



Q2 2022 EARNINGS

VIRGIN ORBIT HOLDINGS, INC.

AUGUST 12, 2022



YOUR HOSTS TODAY

A portrait of Dan Hart, a man with dark, wavy hair, wearing a blue button-down shirt. He is looking slightly to his left with a serious expression. The background is an out-of-focus airport tarmac with aircraft and ground service equipment.

DAN HART

CHIEF EXECUTIVE OFFICER

A portrait of Brita O'Rear, a woman with long blonde hair, wearing a bright yellow blazer. She is smiling and looking towards the left. The background is a bright, out-of-focus indoor setting.

BRITA O'REAR

CHIEF FINANCIAL OFFICER

DISCLAIMER

Cautionary Statement Regarding Forward-Looking Statements

This Presentation contains certain forward-looking statements within the meaning of the federal securities laws, including statements regarding the Company's expectations for certain operational and financial results for the year ending December 31, 2022, expectations as to the rate and timing and success of future launches, expectations as to the anticipated benefits of the Company's air launch capabilities, and anticipated growth. These forward-looking statements generally are identified by the words "believe," "project," "expect," "anticipate," "estimate," "intend," "strategy," "future," "opportunity," "plan," "may," "should," "will," "would," "will be," "will continue," "will likely result," and similar expressions. Forward-looking statements are predictions, projections and other statements about future events that are based on current expectations and assumptions and, as a result, are subject to risks and uncertainties. Many factors could cause actual future events to differ materially from the forward-looking statements in this Presentation, including but not limited to the Company's ability to access adequate sources of capital and continue as a going concern; its ability to grow market share in the developing space economy; its ability to convert backlog and potential revenue into revenue; its expected timing for and success of future missions; market acceptance of its current and planned products and services and ability to achieve sufficient production volumes and anticipated mission timing, as well as the factors, risks and uncertainties described in the "Risk Factors" section of our Annual Report on Form 10-K for the fiscal year ended December 31, 2021, filed with the U.S. Securities and Exchange Commission (the "SEC"), as well as in the Company's subsequent filings with the SEC, including but not limited to the Company's Quarterly Report on Form 10-Q for the quarterly period ended June 30, 2022, accessible on the SEC's website at www.sec.gov and the Investor Information section of the Company's website at www.virginorbit.com. These filings identify and address other important risks and uncertainties that could cause the Company's actual events and results to differ materially from those contained in the forward-looking statements. Forward-looking statements speak only as of the date they are made. Readers are cautioned not to put undue reliance on forward-looking statements, and Virgin Orbit assumes no obligation and does not intend to update or revise these forward-looking statements, whether as a result of new information, future events, or otherwise. Virgin Orbit gives no assurance that it will achieve its expectations.

Use of Non-GAAP Financial Measures

This Presentation references Adjusted EBITDA and free cash flow, financial measures that are not prepared in accordance with generally accepted accounting principles in the United States (GAAP). The Company defines Adjusted EBITDA as earnings before interest expense, taxes, depreciation and amortization, stock-based compensation expense, and certain other items the Company believes are not indicative of its core operating performance. The Company defines free cash flow as net cash used in operating activities less capital expenditures. Non-GAAP financial measures are not a substitute for or superior to measures of financial performance prepared in accordance with GAAP and should not be considered as an alternative to any other performance measures derived in accordance with GAAP.

The Company believes that presenting Adjusted EBITDA and free cash flow provides useful supplemental information to investors about the Company in understanding and evaluating its operating results, enhancing the overall understanding of its past performance and future prospects, and allowing for greater transparency with respect to key financial metrics used by its management in financial and operational-decision making. However, there are a number of limitations related to the use of Adjusted EBITDA, and free cash flow or any other non-GAAP measures and their nearest GAAP equivalents. For example, other companies may calculate non-GAAP measures differently, or may use other measures to calculate their financial performance, and therefore any non-GAAP measures the Company uses may not be directly comparable to similarly titled measures of other companies.

A reconciliation of the Company's free cash flow guidance to the most directly comparable GAAP financial measure cannot be provided without unreasonable efforts and is not provided herein because of the inherent difficulty in forecasting and quantifying certain amounts that are necessary for such reconciliations.

Industry and Market Data

In this Presentation, the Company relies on and refers to certain information and statistics obtained from third-party sources which it believes to be reliable. The Company has not independently verified the accuracy or completeness of any such third-party information. This data is subject to change. In addition, this Presentation does not purport to be all-inclusive or to contain all of the information that may be required to make a full analysis of the Company. The recipient should make its own evaluation of the Company and of the relevance and adequacy of the information and should make such other investigations as it deems necessary.

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This Presentation may contain trademarks, service marks, trade names and copyrights of other companies, which are the property of their respective owners. Solely for convenience, some of the trademarks, service marks, trade names and copyrights referred to in this Presentation may be listed without the ® and ™ symbols, but the Company will assert to the fullest extent under applicable law the rights of the applicable owners, if any, to these trademarks, service marks, trade names and copyrights.

AGENDA

RECENT ACCOMPLISHMENTS

OPERATIONS RAMP & EFFICIENCY

UPCOMING MILESTONES

KEY PRIORITIES

FINANCIAL RESULTS & OUTLOOK

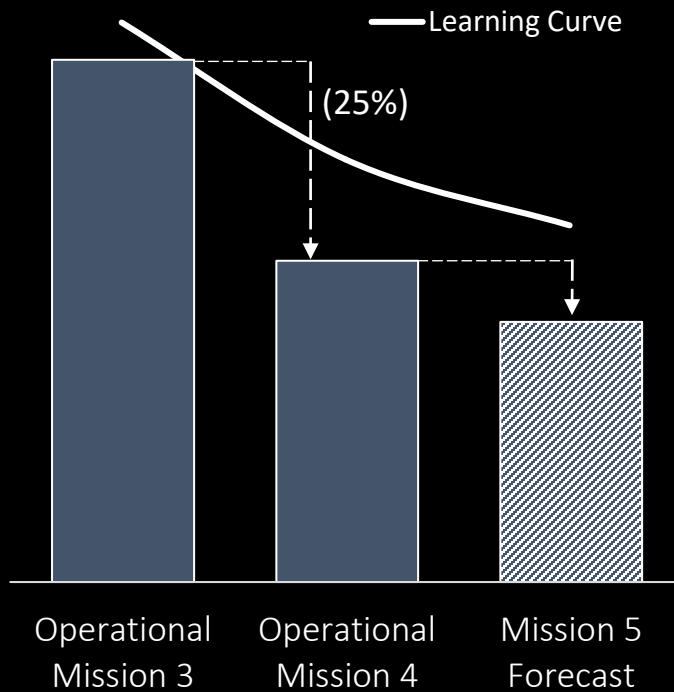
“STRAIGHT UP” LAUNCH

- 4th successful launch in 18 months
- \$12M+ revenue: July 1st 2022
- 100% mission success to date
- Department of Defense Space Test Program (STP)
- 7 satellites launched into Low Earth Orbit
- Virgin Orbit’s first night launch

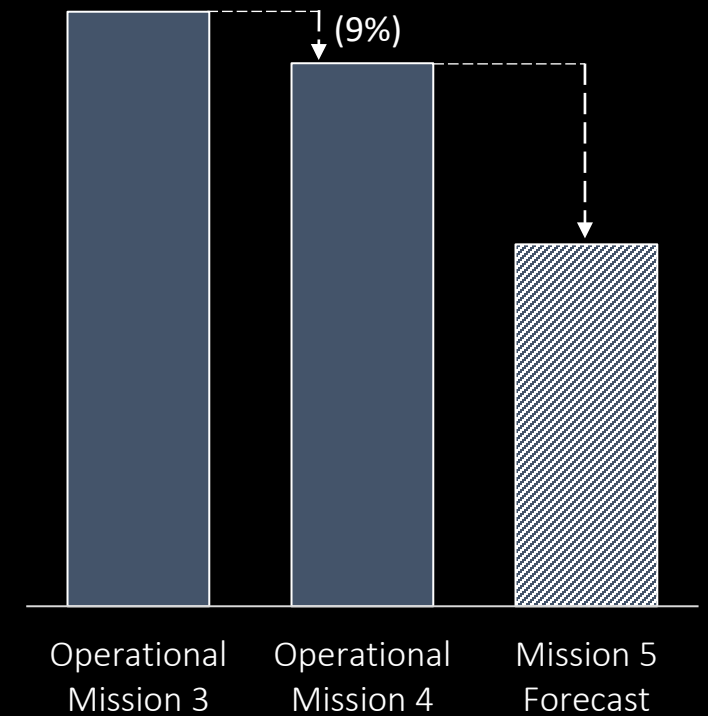


OPERATIONAL EXCELLENCE

LauncherOne
Manufacturing Labor Hours



Days in Launch Operations



NEXT LAUNCH CORNWALL

FIRST LAUNCH IN HISTORY FROM THE UK



“Congratulations Virgin Orbit delivering 7 satellites into orbit, with our RoyalAirForce test pilot. SpaceCornwall next!”

**Sir Mike Wigston, Air Chief Marshal –
Royal Air Force**



“Congratulations to Virgin Orbit on another successful US mission, which demonstrates the ability of its innovative launch platform to put satellites into orbit day or night.”

**George Freeman, UK Science
Minister**



“Congratulations to the whole Virgin Orbit team. We look forward to welcoming you to SpaceCornwall later this year for the first orbital launch from UK soil.”

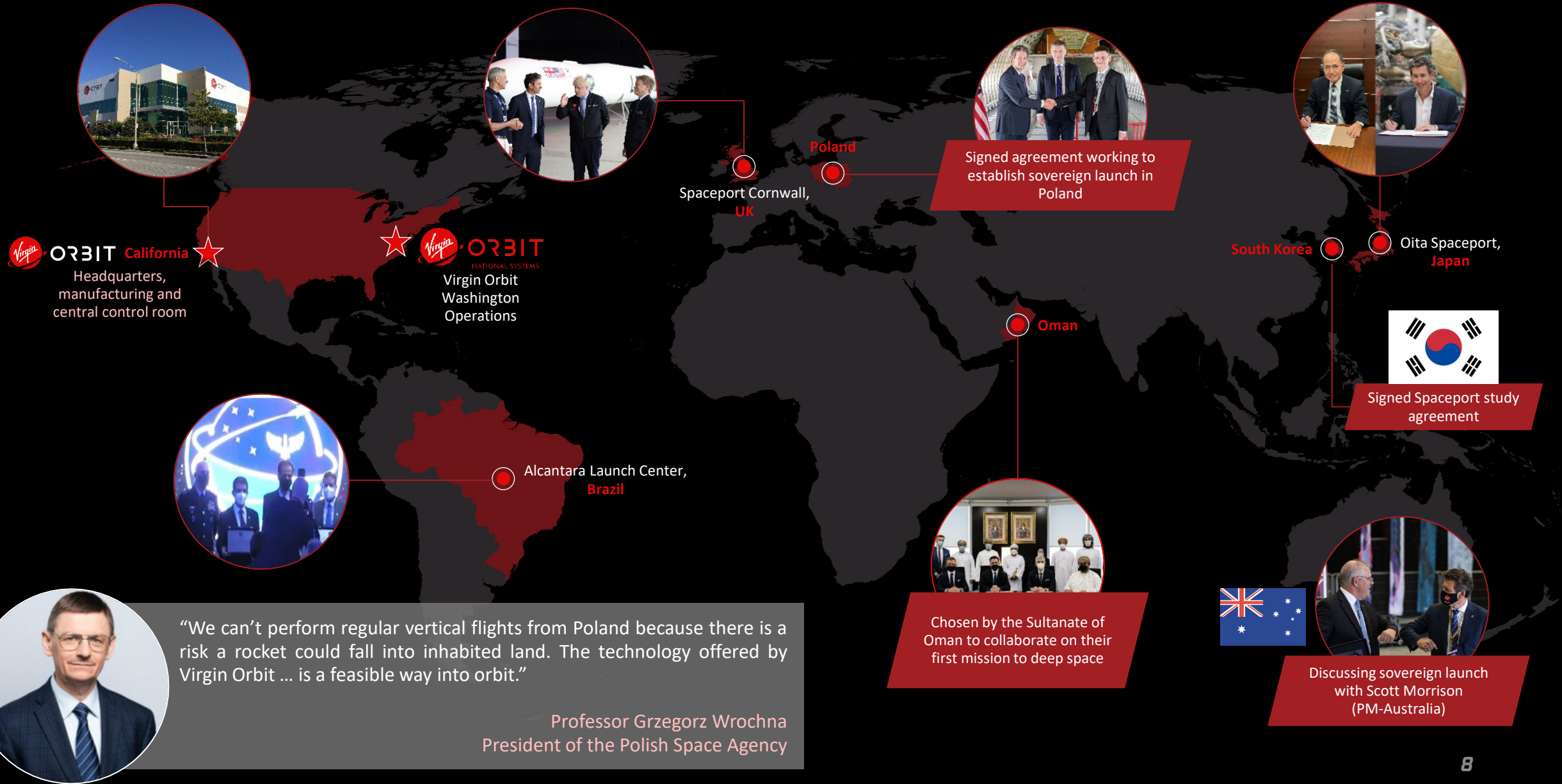
Dr Paul Bate, CEO of the UK Space Agency



“The success of this last launch in California is extremely rewarding for Spaceport Cornwall and the UK space sector. It was amazing to see both the team from Virgin Orbit and our team working together to mirror the US operations in real-time.”

Melissa Thorpe, Head of Spaceport Cornwall

GROWING INTERNATIONAL REACH

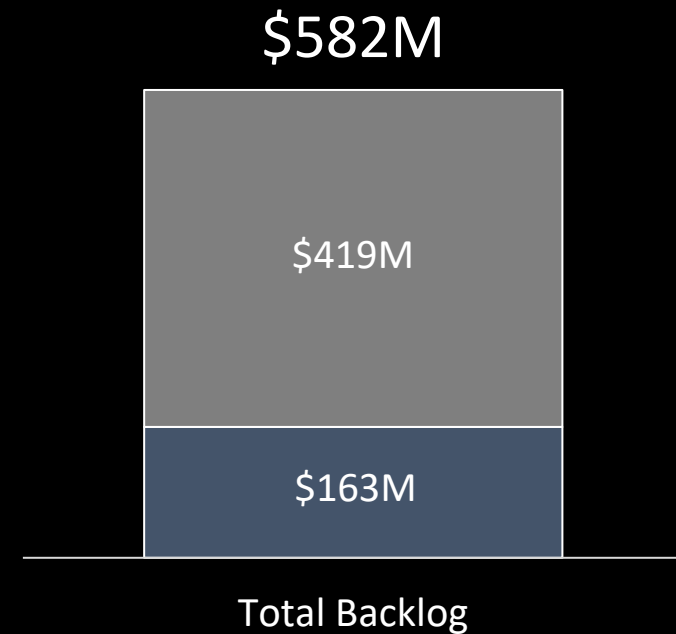


BUSINESS DEVELOPMENT

- iQPS – Japanese earth observation launch agreement
- South Korea Spaceport MOU
- Oman Spaceport LOI
- Over \$200M proposals submitted in Q2
 - Commercial, Civil, DOD, International
- Brazil launch operator's license
- First international launch from Cornwall with payloads from NRO, U.S. Space Force, UK Ministry of Defense, Commercial

Q2 Ending Backlog

■ Binding Backlog ■ Non-Binding Backlog



2022 PRIORITIES

Continued flawless launch execution

First launch in history from the UK

Drive production ramp and efficiency

Expand the backlog – Launch, Spaceports, National Security



Q2 2022 FINANCIAL RESULTS

Q2 REVENUE

\$0.0M

\$12M+ launch on July 1st

- 4th consecutive successful launch on July 1st
- 100% mission success rate

Q2 ADJUSTED EBITDA*

[\$34.4M]

- Ramping from low-rate production
- Favorable QoQ R&D and SG&A expenses

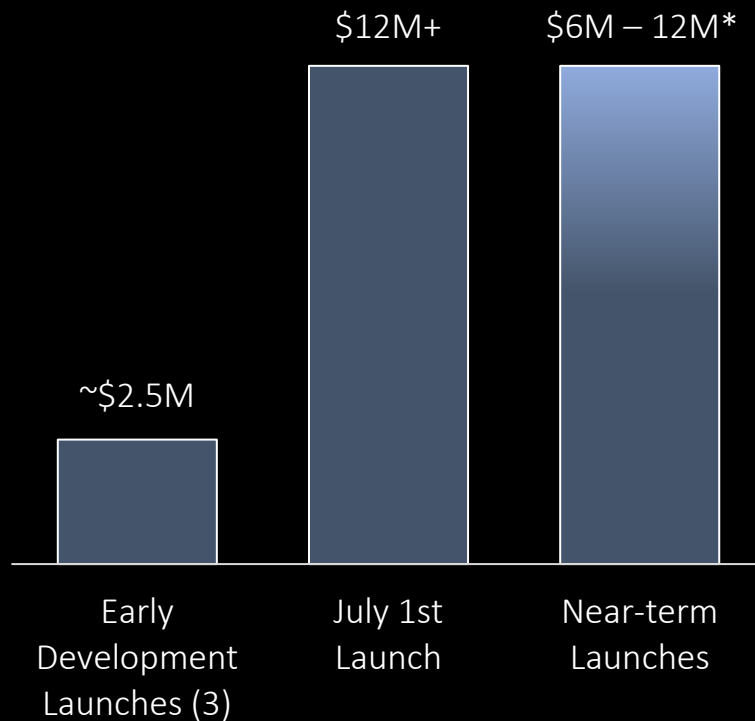
Q2 FREE CASH FLOW*

[\$55.9M]

- 16% QoQ improvement in FCF
- Continued cost reduction
- Improving net working capital

REVENUE

REVENUE PER LAUNCH (\$ in millions)



ADDITIONAL REVENUE CHANNELS



2022 OUTLOOK

LAUNCH RATE

4

- January Launch – Complete
- July Launch – Complete
- Next Launch – Cornwall, UK
- Q4 Launch – Mojave, CA

REVENUE

\$30 - \$40M

- Increasing revenues per launch driven by higher value missions through our differentiated capabilities
- Spaceport activity

FREE CASH FLOW*

[\$220 - \$230M]

- 1H FCF of (\$123M) improving to 2H FCF of (\$97M) – (\$107M)
- Higher revenue launches combined with lower costs and improving working capital will drive continued FCF improvement

CASH

- Cash balance of \$122M as of 6/30/22
- Executing firm backlog to drive cash inflows
- Increasing launch rate and operational efficiency to improve cash flow
- Capturing new orders to drive working capital and cash receipts
- Continue to be opportunistic in the capital markets



ORBIT

APPENDIX

Q2 FINANCIALS

\$K (in thousands)		Q2 2022	Q2 2021
Revenue	\$	5	1,693
Cost of Revenue	\$	3,427	14,292
Gross Loss	\$	(3,422)	(12,599)
Selling, General, and Administrative Expenses	\$	27,845	20,480
Research & Development Expenses	\$	9,135	11,616
Operating Expenses	\$	36,980	32,096
Operating Loss	\$	(40,402)	(44,695)
Total Other Income (Expense), Net	\$	7,114	47
Provision for Income Taxes	\$	(4)	0
Net Loss	\$	(33,292)	(44,648)

Q2 ADJUSTED EBITDA RECONCILIATION

\$K (in thousands)		Q2 2022	Q2 2021
Net Loss	\$	(33,292)	(44,648)
Depreciation and amortization	\$	3,219	3,607
Stock-based compensation	\$	2,632	1,327
Inventory write down	\$	-	-
Non-cash investments	\$	-	-
Write-off of ROU assets	\$	70	-
Change in fair value of equity investments	\$	4,635	-
Change in fair value of equity investment in liability classified warrants	\$	(11,680)	-
Interest Expense	\$	52	6
Provision for Income Taxes	\$	4	-
Adjusted EBITDA	\$	(34,360)	(39,708)

FREE CASH FLOW RECONCILIATION

\$K (in thousands)		Q2 2022	Q1 2022	Q2 2021
Cash Flow From Operations	\$	(50,688)	(61,627)	(37,776)
Property and Equipment (CapEx)	\$	(5,261)	(4,996)	(6,561)
Free Cash Flow	\$	(55,949)	(66,623)	(44,337)