

An aerial photograph of a large container ship docked at a port. The ship is filled with colorful shipping containers. Several yellow and blue cranes are positioned along the length of the ship, ready for loading or unloading. To the right of the ship, the port area is filled with stacks of containers and more cranes. The water is a deep blue color.

BLACK|SKY

MARCH 2021

# Deutsche Bank Investor Presentation


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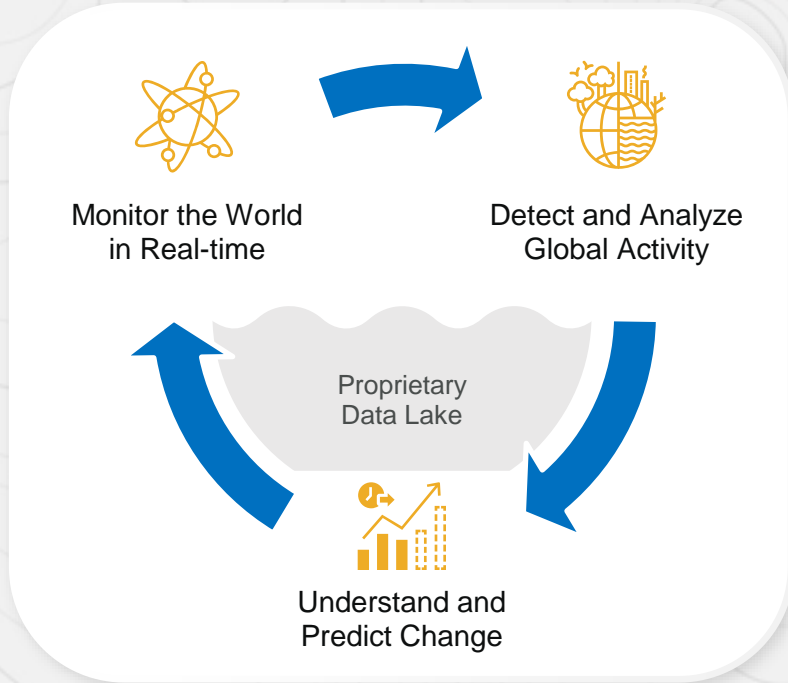
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BlackSky is Defining a new Category of  
**Real-time Global Intelligence**

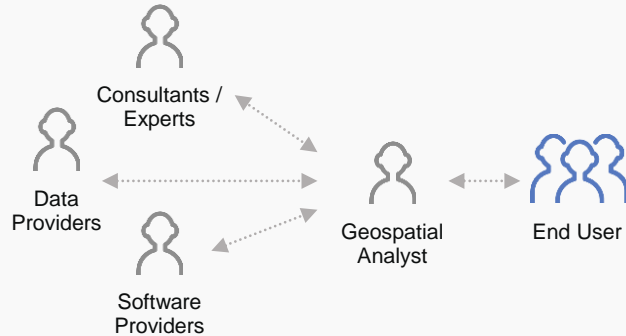


# BlackSky Delivers Real-time Insights, Information & Analytics about Our Changing World



# BlackSky's AI-driven SaaS Platform is Disrupting an Inefficient Industry

Current Market is Highly Fragmented



**✗**

- Slow and inefficient process
- High cost of ownership
- Extensive development and data acquisition cycles



AI-driven SaaS Platform Delivering Insights, Information and Analytics



**✓**

- Easy to use self-service web-based platform
- Dramatically lower total cost of ownership
- Reduced time to insights



# AI-Powered SaaS Platform

BlackSky is monitoring Global Activity in Real-time

**1M**

**Observations  
per day**

from our proprietary data lake of

**>100K**

**Data  
Sources**

delivering

**~18K**

**Significant  
Events per day**



# BlackSky Imagery

Russian military convoy masses near Ukraine's capital Kyiv



# BlackSky Imagery

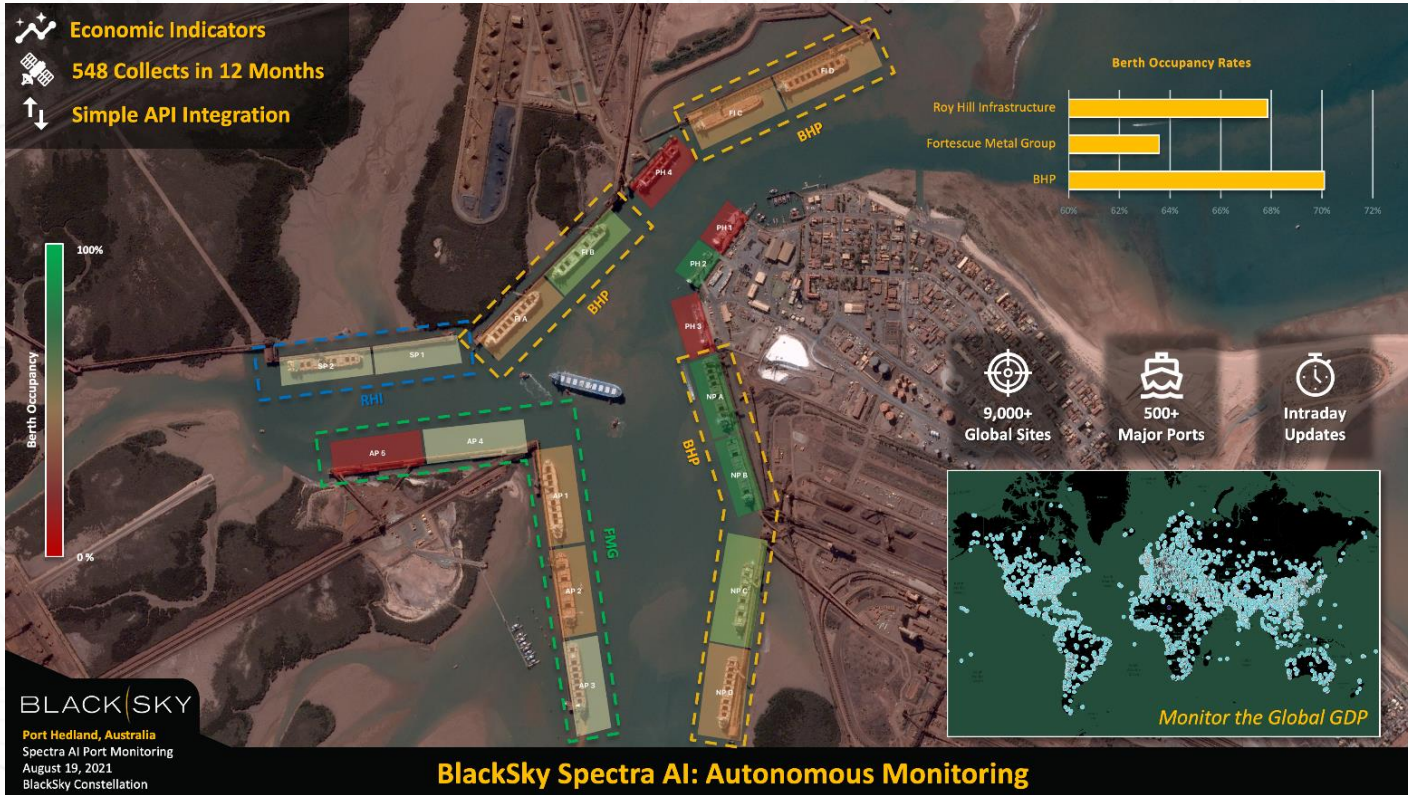
Russian attack on Ukrainian home improvement store





# BlackSky Imagery

## 12-Month Persistent Monitoring of Port Hedland, Australia



# BlackSky Imagery and 3D Construction

Coal stockpiles from Dalrymple Bay Coal Terminal in Australia



# Enabling a Revolutionary Customer Experience



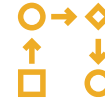
Increases speed to insights



Reduces high start-up, data, software and staffing costs



Lowers total cost of ownership



Integrated directly into customer workflows



Easy to Use

Be The First To Know

## Spectra Tasking

Task the BlackSky constellation and manage collection deck priorities

[Spectra Tasking training guide](#)



# Secular Mega Trends Driving High-Growth Outlook

- 1 Defense industry shift to space-based tactical ISR
- 2 Commercial demand for real-time geospatial intelligence
- 3 Proliferation of GPS-enabled devices
- 4 Web mapping services shift to real-time updates

**Estimated TAM**

*(\$ in billions)*

**\$40+**

**\$13+**

**2020**

**2025**

Source: Third party reports and management estimates. ISR defined as Intelligence, Surveillance, Reconnaissance. TAM defined as Total Addressable Market.

# BlackSky Investment Highlights

BlackSky is  
Defining a  
New Category  
of  
**Real-time  
Global  
Intelligence**



Proprietary, AI-driven SaaS platform and space network



Existing satellite constellation provides sufficient capacity to meet customer demand



Disrupting an industry with a large and expanding global market



Intuitive SaaS experience via subscription model to address market demand



Contracted backlog provides significant long-term revenue visibility



Executive team and Board with substantial public company experience

**BLACK(SKY**  
**Be The First To Know**