



Cowen's 43rd Annual Aerospace/Defense & Industrials Conference Presentation

Presented by: Peter Platzer,
Co-founder and CEO

February 2022



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Three Unique Satellite Categories

Talking
Communications



Viasat
AST
STARLINK

Looking
Imagery



BLACK SKY
MAXAR TECHNOLOGIES
planet.

Listening
Radio Frequencies



spire
GeoOptics
HawkEye³⁶⁰



Spire owns and operates the world's largest constellation of listening satellites

- Global coverage, 100+ times a day, including remote regions like oceans & poles⁽¹⁾
- Software defined nature fuels continuous innovation in-orbit
- Fully deployed constellation - 100+ satellites in operation

(1) Daily average as of September 30, 2021

Spire Offers Four Distinct Solutions

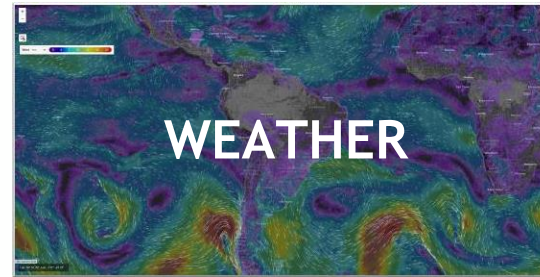
SPIRE MONETIZES PROPRIETARY PRODUCTS ACROSS A BROAD AND GROWING RANGE OF INDUSTRIES



Precise space-based data, insights and predictive analytics used for highly accurate ship monitoring, ship safety and route optimization



Precise space-based data, insights and predictive analytics used for highly accurate aircraft monitoring, safety and route optimization



Precise space-based data, insights and predictive analytics used for highly accurate weather forecasting



Leverage Spire's proven, low risk development lifecycle and proprietary infrastructure to provide "Space-as-a-Service"

Current and Target Industries



Aerospace



Agriculture



Automotive



Aviation



Construction



Govt.
(Civilian)



Govt.
(Defense)



Academia



Energy



Fishing



Financial
Services



Insurance



Logistics



Maritime



Mining



Oil & Gas



Real Estate



Scientific
Research



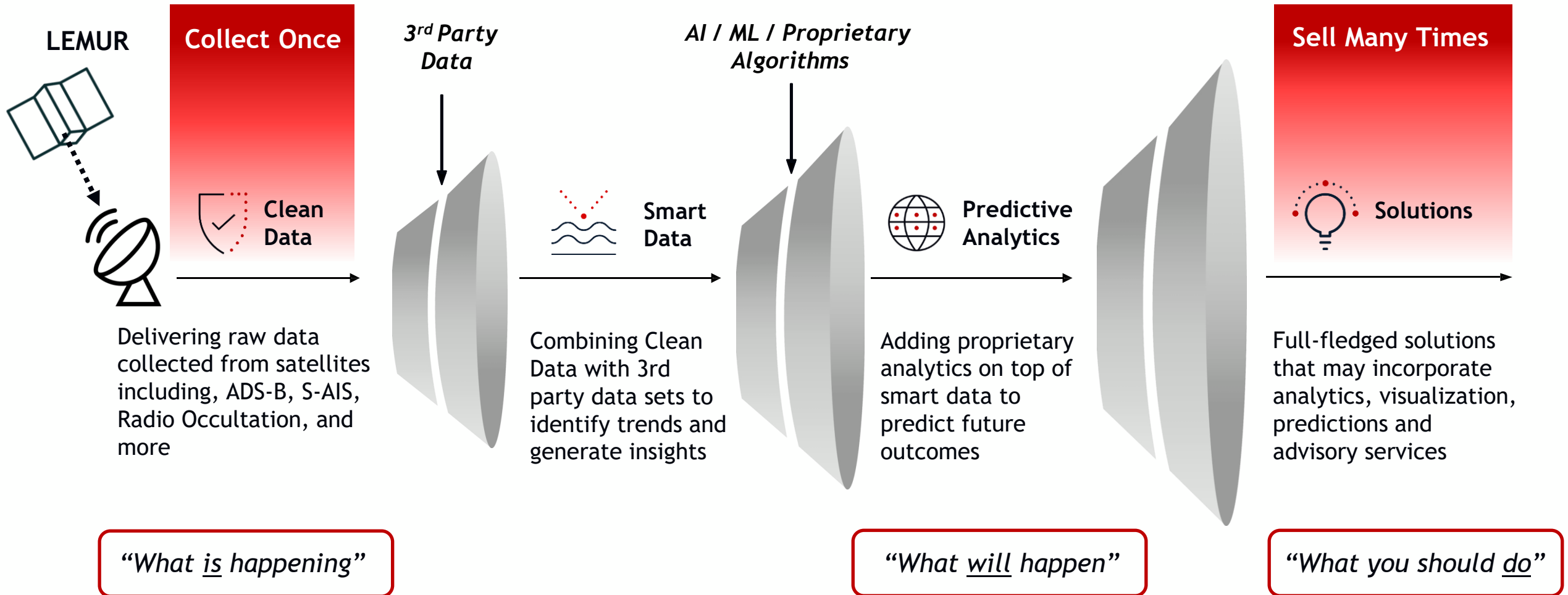
Telecom /
IoT



Transportation

Spire's Four Levels of Service Capture the Full Value Chain

Data analysis is essential in solving complex business challenges



Spire's Four Growth Pillars



Invest in Sales, Marketing and Product



Expand into New Geographies and Use Cases



Expand the Capabilities of our Data and our Analytics



Execute strategic acquisitions to strengthen our market position

~\$100B Total Addressable Market

Identified ~175 major use cases and up to 200K customers across the Aviation, Maritime, Weather & Space Services Markets

Spire is uniquely positioned to benefit from Global generational trends

Space Services

- Rapidly increasing investment in the space economy drives new applications
- Increased global competition for space supremacy

Weather

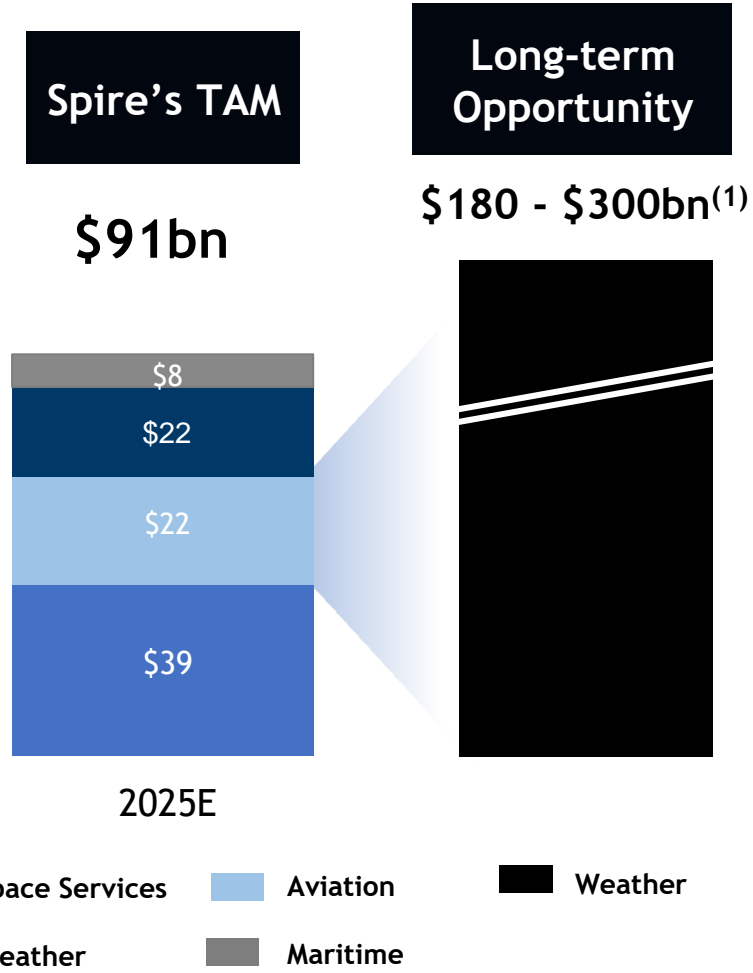
- Accelerating impact of weather on Global GDP due to climate change
- Advances in AI machine learning enhance prediction capabilities

Aviation

- New government regulations requiring use of ADS-B for safety purposes
- Further digitalization of the aviation industry to drive operational efficiencies

Maritime

- Rapidly increasing digitalization of the maritime industry, which is responsible for up to 90% of global trade

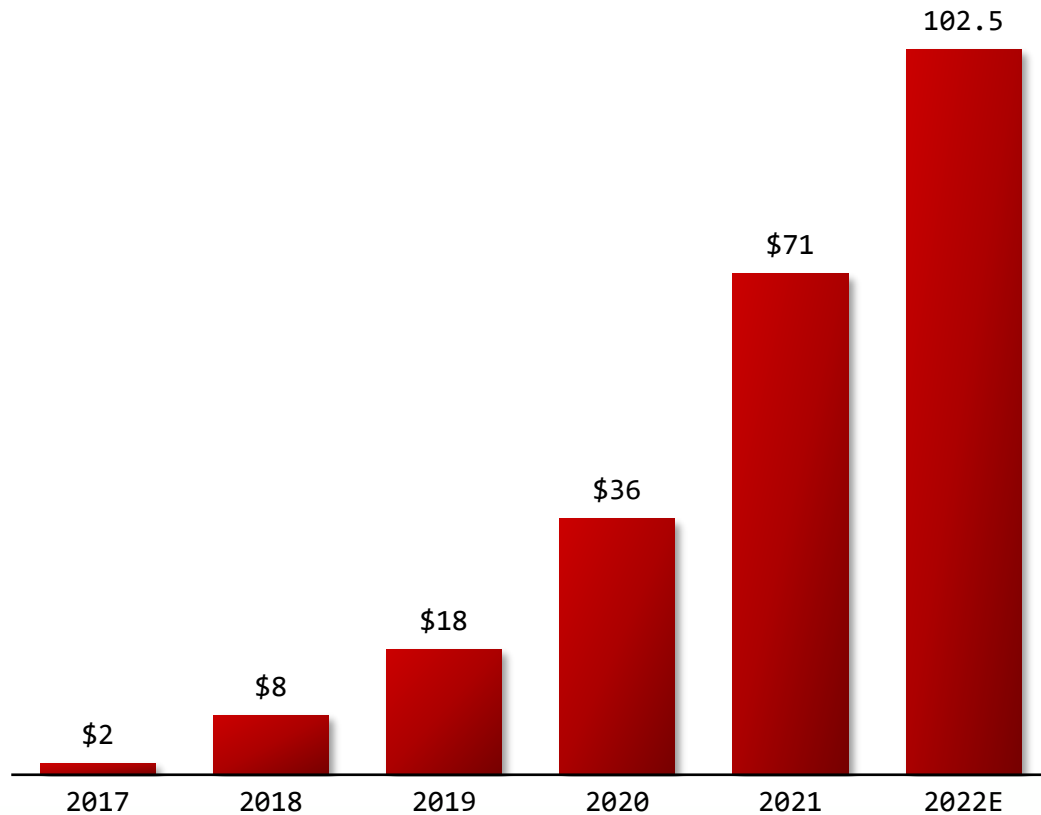


Source: Report and analysis from consulting company

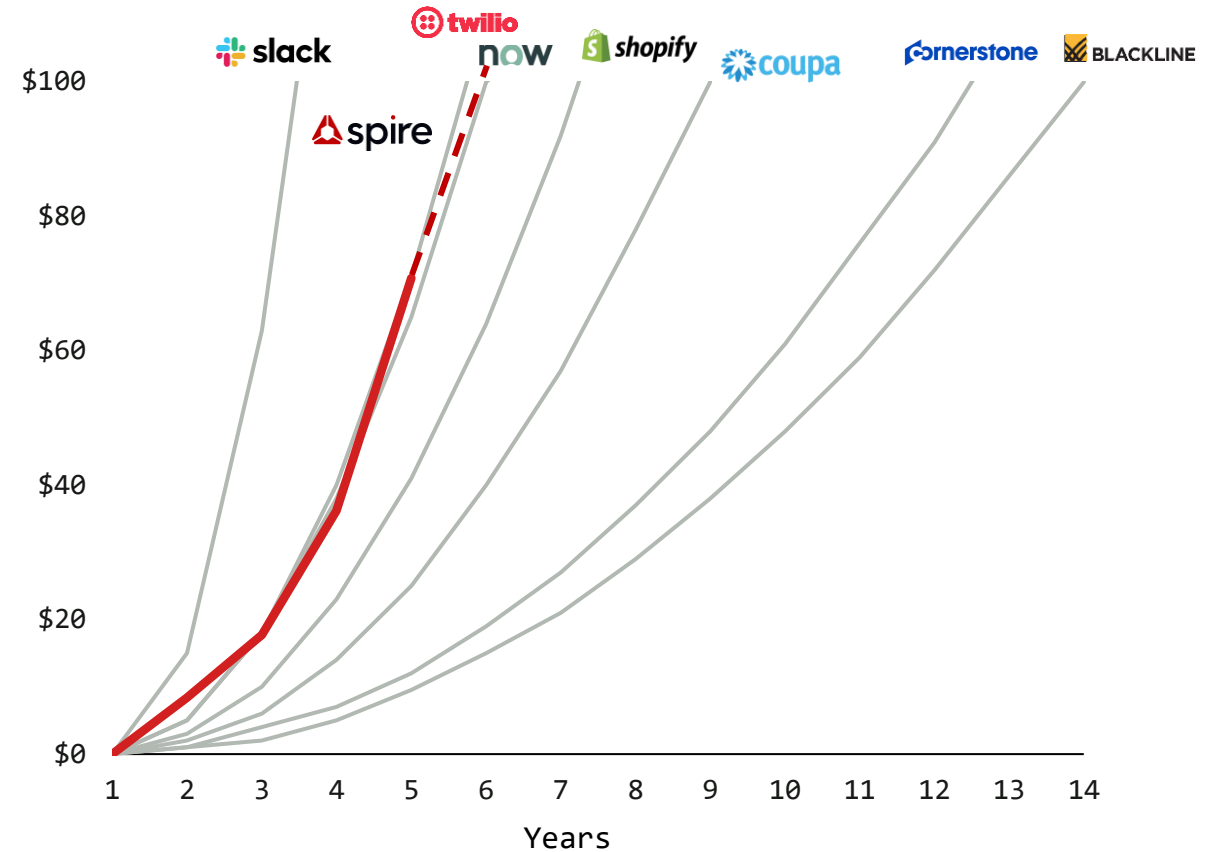
(1) Assumes \$0.9 - \$1.5 trillion of damages caused by climate change could be avoided through perfect weather forecasting and providers of perfect weather forecasts could expect to capture 20% of the value they provide to customers

Spire's ARR Growth Compares Favorably With Best-in-Class SaaS Companies

Annual Recurring Revenue Evolution
(\$ in millions)



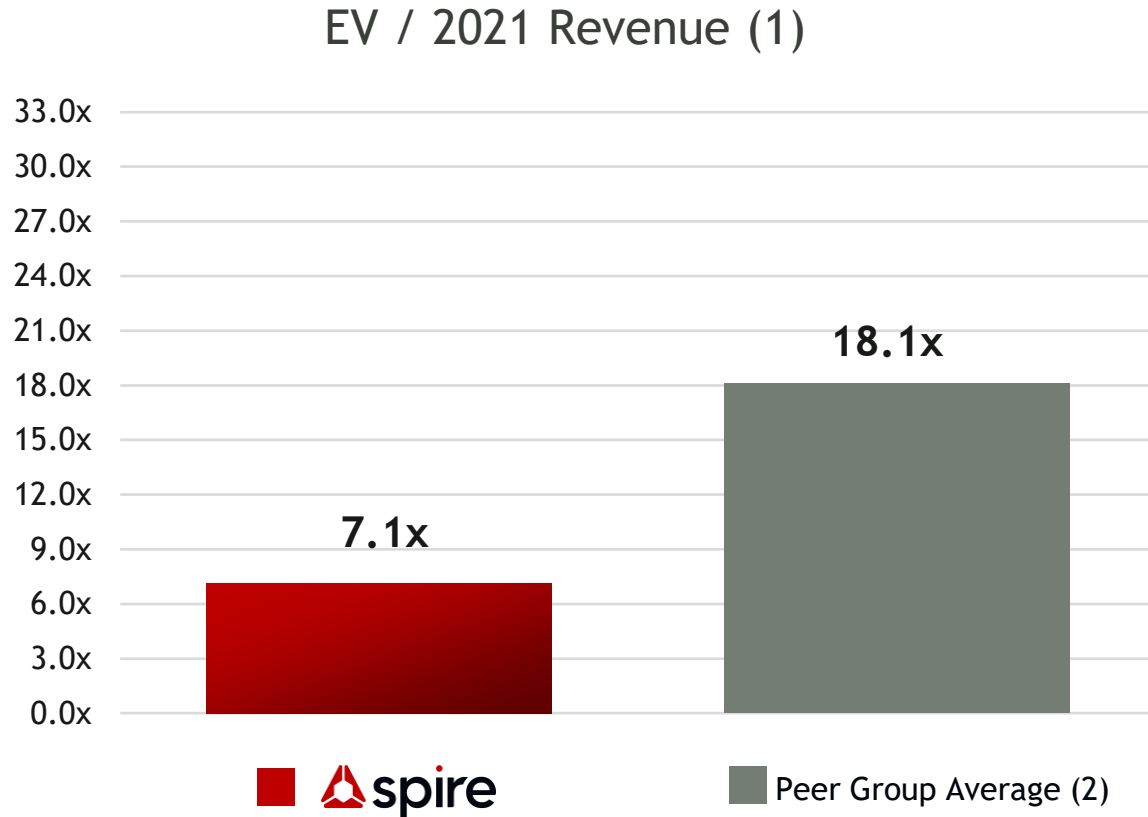
Years from \$1 million to \$100 million ARR⁽¹⁾
(\$ in millions)



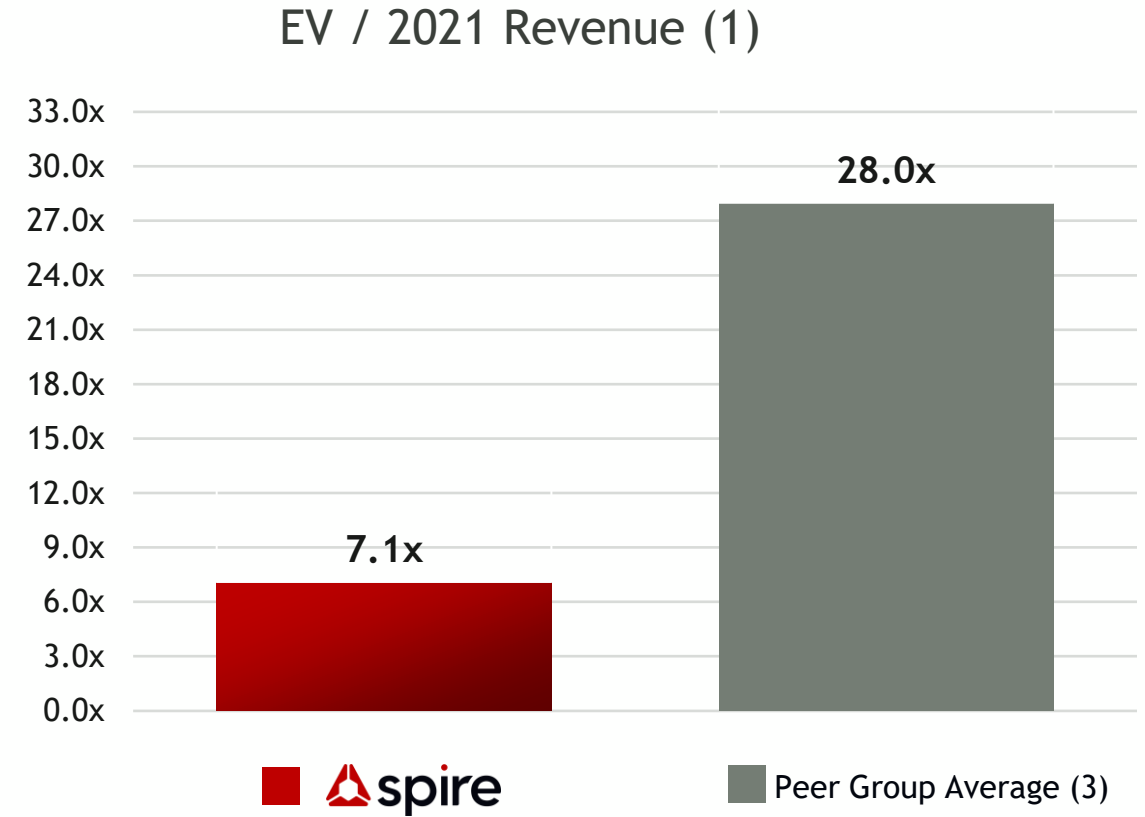
Source: BVP Nasdaq Emerging Cloud Index; <https://www.bvp.com/bvp-nasdaq-emerging-cloud-index> as of February 2021
 Note: All Spire financials actual through 2020, preliminary for 2021, and management estimates for 2022. Year 5 Spire ARR data based on management estimates
 (1) Uses quarterly revenue times four as a proxy for ARR and assumes it takes 24 months from founding to \$1 million ARR where data is unavailable

Median 2022P EV / Revenue vs. Peers

Space Companies that IPOed in the US in 2021



High Growth Data and Analytics Companies



(1) Source: Company EV data provided by Factset & CapitalIQ as of 02/04/2022. 2022 estimated revenue data based on company's latest analyst estimates if available.

(2) Space Companies that IPOed in the US in 2021 include Arqit Quantum (ARQQ), AST SpaceMobile (ASTS), Astra Space (ASTR), Blacksky Technology (BKSJ), Momentus (MNTS), Planet Labs (PL), Satellogic, Rocket Lab (RCLB), and Tomorrow.io. Satellogic and Tomorrow.io are multiples from the SPAC business combination announcement.

(3) High Growth Data and Analytics Companies include Palantir (PLTR), Snowflake (SNOW), mongoDB (MDB), DataDog (DDOG).

Thank you!