# Aspire

## The Space Company Focused on the Future of Planet Earth<sup>™</sup>

Providing global data, analytics and space services

## DISCLAIMER AND FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Forward-looking statements generally relate to future events or our future performance. In some cases, you can identify forwardlooking statements because they contain words such as "will," "expect," "plan," "going to," "intend," "target," "project," "believe," "estimate," "potential," or "continue," or the negative of these words or other similar terms or expressions that concern our expectations, strategy, priorities, plans, or intentions. Forward-looking statements are inherently subject to risks and uncertainties, some of which cannot be predicted or guantified. You should not put undue reliance on any forward-looking statements. Forward-looking statements should not be read as a guarantee of future performance or results and will not necessarily be accurate indications of the times at, or by, which such performance or results will be achieved, if at all. The forward-looking statements in this presentation are based on information available to us as of the date hereof, and we disclaim any obligation to update any forward-looking statements, except as required by law. In light of these risks and uncertainties, the forward-looking events and circumstances discussed in this presentation may not occur and actual results could differ materially from those anticipated or implied in the forward-looking statements. Forward-looking statements in this presentation include, but are not limited to, statements regarding Spire's total addressable market and market opportunity and our second guarter and full year 2023 expected revenue, Annual Recurring Revenue (ARR), ARR Solution Customers, Non-GAAP Operating Loss, Adjusted EBITDA and Non-GAAP Loss Per Share. Our expectations and beliefs regarding these matters may not materialize, and actual results in future periods are subject to risks and uncertainties, including changes in our plans or assumptions, that could cause actual results to differ materially from those projected. These risks include potential disruption of customer purchase decisions resulting from global economic conditions including from an economic downturn or recession in the United States or in other countries around the world, relative growth of Spire's revenue and annual recurring revenue (ARR), the failure of the Spire and exactEarth businesses (including personnel) to be integrated successfully, the risk that revenue and adjusted EBITDA accretion or the expansion of our customer count, ARR, product offerings and solutions will not be realized or realized to the extent anticipated, our ability to maintain the listing of Spire's securities on the New York Stock Exchange, our ability to address the market opportunity for Space-as-a-Service, the ability to implement business plans, forecasts, and other expectations, and identify and realize additional opportunities, the risk of downturns, new entrants and a changing regulatory landscape in the highly competitive space data analytics industries, developments in and the duration of the COVID-19 pandemic and the resulting impact on business and operations, and the business of customers and partners, the potential inability to manage effectively any growth experienced, the ability or inability to develop new products and services. The forward-looking statements contained in this presentation are also subject to other risks and uncertainties, including those more fully described in periodic reports Spire has filed with the Securities and Exchange Commission, including Spire's Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and Current Reports on Form 8-K. Except as required by law, Spire Global, Inc. does not undertake any obligation to publicly update or revise any forwardlooking statement, whether as a result of new information, future developments or otherwise.

#### Business Overview (NYSE:SPIR)

#### Founded: 2012 NYSE Listed: 2021

100+ Satellites in-orbit

30+

70+ Antenna systems

>35 Launch Campaigns with ten providers

500+ Years of space heritage 400+ Employees from 45+ countries

Offices across 3 continents

>780 ARR Solution Customers in 65 countries

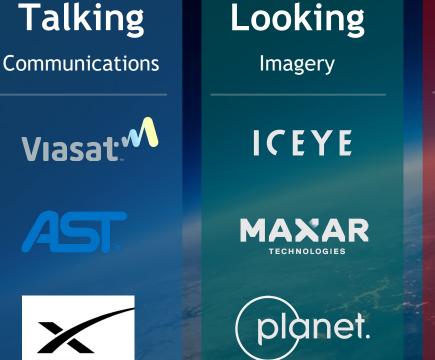
\$132m FY23 ARR Mid-Point Guidance

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

1) Data as of March 31, 2023

### Three Unique Satellite Categories





#### Listening

Radio Frequencies

**∆**spire

GeoOptics

#### ORBCOMM

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

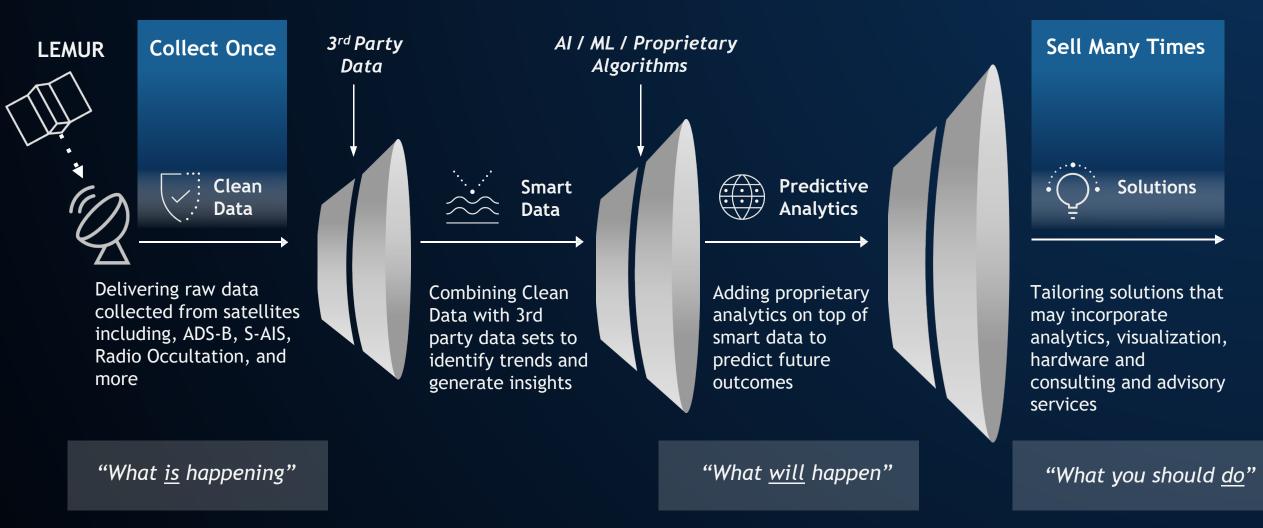
- Global coverage, including remote regions like oceans & poles
- Software defined nature fuels continuous innovation in-orbit
- Fully deployed constellation 100+ satellites in operation

### Penetrating Massive Markets - Plenty of Opportunity Ahead

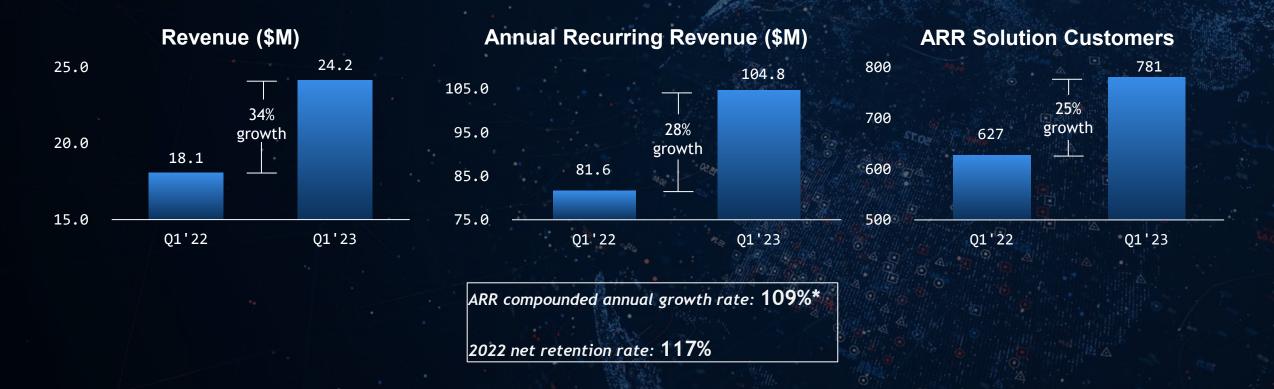


### Spire's Four Levels of Service Capture the Full Value Chain

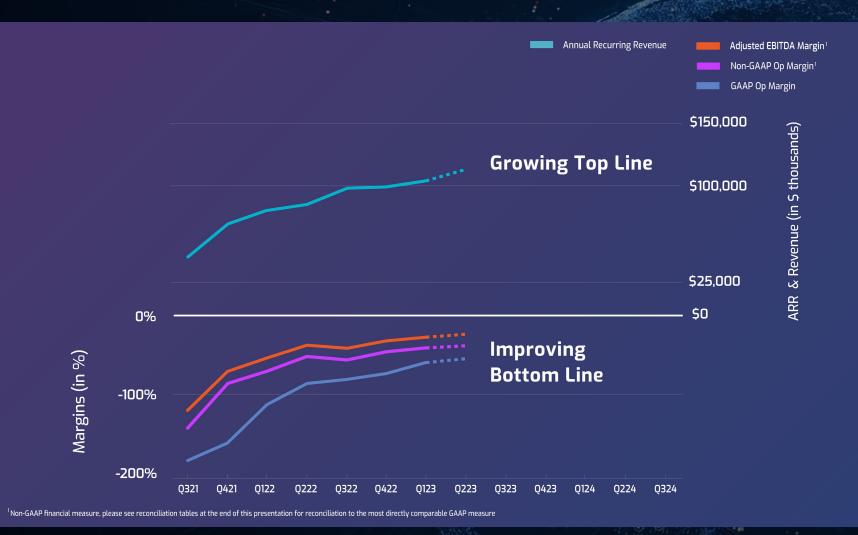
Always-on constellation and 'collect once - sell many times' model create exceptional operational leverage



#### **Growth Driven by Recurring Revenue**



## Expanding Subscription Business with Attractive Margin Structure



## Thank you!

From our team, to yours.



#### **GAAP to Non-GAAP Reconciliation**

In addition to financial measures prepared in accordance with GAAP, this presentation contains non-GAAP financial measures, including free cash flow, non-GAAP operating loss, EBITDA, and Adjusted EBITDA. Spire's management uses these non-GAAP financial measures internally in analyzing its financial results and believes they are useful to investors, as a supplement to the corresponding GAAP financial measures, in evaluating its ongoing operational performance and trends and in comparing its financial measures with other companies in the same industry, many of which present similar non-GAAP financial measures used by other companies in the operational performance of their businesses. However, it is important to note that the particular items Spire excludes from, or includes in, its non-GAAP financial measures used by other companies in the same industry. In addition, other companies may utilize metrics that are not similar non-GAAP financial measures used by other companies in the same industry. In addition, other companies may utilize metrics that are not similar to Spire's. The non-GAAP financial measures used by other companies in the same industry. In addition, other companies may utilize metrics that are not similar to Spire's. The non-GAAP financial measures used by other companies in the same industry. In addition, other companies may utilize metrics that are not similar to Spire's. The non-GAAP financial information is presented for supplemental informational purposes only and is not intended to be considered in isolation or as a substitute for, or superior to, financial statements. Investors should note that the excluded items may have had, and may in the future have, a material impact on our reported financial results. Management encourages investors and others to review Spire's financial information in its entirety and not rely on a single financial measure.

Q2/1     Q4/2     Q4/2 <th< th=""><th></th><th colspan="9"></th></th<>										
Net Loss     (\$56,108)     \$64,578     (\$17,792)     (\$38,265)     (\$21,811)     (\$17,573)     (\$18,397)     (\$68,397)       Depreciation and amortization     \$2,075     \$2,894     \$4,813     \$4,071     \$4,715     \$4,285     \$3,396     \$4,331     \$51       Net interest     \$2,288     \$3,133     \$3,029     \$2,679     \$3,561     \$3,738     \$4,013     \$4,652     \$97       EBITDA     (\$51,376)     \$70,133     (\$3,69)     (\$31,017)     \$(\$38,07)     \$(\$344)     \$(\$90)     \$(\$76)       Change in fair value of contingent earnout liability     \$22,142     (\$70,300)     \$(\$6,883)     \$(\$3,897)     \$(\$1,821)     \$(\$2,287)     \$(\$240)     \$(\$76)       Change in fair value of contingent earnout liability     \$22,142     \$(\$70,300)     \$(\$6,883)     \$(\$3,897)     \$(\$1,221)     \$(\$76)     \$(\$76)     \$(\$76)       Change in fair value of contingent earnout liability     \$22,1929     \$(\$2,397)     \$23,605     \$2,286     \$(\$1,024)     \$(\$76)       Cost on extinguishment of debt     \$2,1929     \$2,290     \$3,125     \$3,167		Q321 Q-	421	Q122	Q222	Q322	Q422	Q123		Mid-pt Full Year 2023 Guide
Depreciation and amortization     \$2,075     \$2,894     \$4,834     \$4,507     \$4,715     \$4,285     \$3,916     \$4,331     \$517       Net interest     \$2,388     \$3,133     \$3,029     \$2,679     \$3,561     \$3,738     \$4,013     \$4,652     \$517       Taxes     \$269     \$6472     \$2290     \$625     \$54     \$684     \$269     \$97       EBITDA     (511,376)     \$70,133     \$(3,639)     \$(31,017)     \$(31,481)     \$(59,044)     \$(59,75)     \$(57,6)     \$(57,6)     \$(57,6)     \$(57,6)     \$(57,6)     \$(52,979)     \$(51,835)     \$(53,977)     \$(51,282)     \$22,257     \$(5746)     \$(57,6)	Revenue	\$9,561 \$	14,985	\$18,070	\$19,395	\$20,418	\$22,385	\$24,168	\$24,500	\$106,500
Depreciation and amortization     \$2,075     \$2,894     \$4,834     \$4,507     \$4,715     \$4,285     \$3,916     \$4,331     \$517       Net interest     \$2,388     \$3,133     \$3,029     \$2,679     \$3,561     \$3,738     \$4,013     \$4,652     \$517       Taxes     \$269     \$6472     \$2290     \$625     \$54     \$684     \$269     \$97       EBITDA     (511,376)     \$70,133     \$(3,639)     \$(31,017)     \$(31,481)     \$(59,044)     \$(59,75)     \$(57,6)     \$(57,6)     \$(57,6)     \$(57,6)     \$(57,6)     \$(52,979)     \$(51,835)     \$(53,977)     \$(51,282)     \$22,257     \$(5746)     \$(57,6)						A.C. S.			States and	100 March 1
Net interest     52,388     53,133     53,029     52,679     53,561     53,738     54,013     54,652     51       Taxes     \$269     (6472)     520     562     554     (584)     5269     597       EBITDA     (551,376)     \$70,133     (53,639)     (511,376)     (576)     (576)       Change in fair value of contingent earnout liability     \$22,142     (570,390)     (56,883)     (52,370)     (514,481)     (59,644)     (580)     (576)       Change in fair value of warrant liabilities     \$13,353     (521,279)     (5585)     (53,897)     (51,282)     52,257     (5746)     0       Loss on extinguishment of debt     \$22,510     \$2,605     \$2,806     (51,024)     (5     (51,024)     (5     0     0       Other (expense) income, net     \$119     \$2237     \$2240     \$27,10     \$660     (54,599)     \$762     \$2000     \$2     \$53,125     \$3,167     \$2,646     \$3,097     \$51       Loss on decommissioned satellite     \$2,099     \$3,125     \$3,164     \$1,51	Net Loss	(\$56,108) \$	64,578	(\$11,792)	(\$38,265)	(\$21,811)	(\$17,543)	(\$17,673)	(\$18,397)	(\$67,085)
Taxes     \$269     (\$472)     \$290     \$62     \$54     (\$84)     \$269     \$97       EBITDA     (\$51,376)     \$70,133     (\$3,376)     (\$51,077)     (\$13,481)     (\$9,604)     (\$9,475)     (\$9,475)     (\$9,475)     (\$9,475)     (\$9,475)     (\$9,475)     (\$9,475)     (\$9,475)     (\$9,475)     (\$9,475)     (\$9,475)     (\$9,475)     (\$1,22,122)     (\$1,22,123)     (\$2,270)     (\$1,22,122)     (\$1,22,12	Depreciation and amortization	\$2,075	\$2,894	\$4,834	\$4,507	\$4,715	\$4,285	\$3,916	\$4,331	\$18,436
EBITDA     (\$51,376)     \$70,133     (\$3,639)     (\$31,017)     (\$13,481)     (\$9,604)     (\$9,475)     (\$9,317)     (\$22       Change in fair value of contingent earnout liability     \$22,142     (\$70,390)     (\$6,883)     (\$2,370)     (\$344)     (\$80)     (\$76)     (\$76)       Change in fair value of warrant liabilities     \$13,353     (\$21,929)     (\$5,885)     (\$3,897)     (\$1,282)     \$22,570     (\$746)     (\$76)       Loss on extinguishment of debt	Net interest	\$2,388	\$3,133	\$3,029	\$2,679	\$3,561	\$3,738	\$4,013	\$4,652	\$18,006
Change in fair value of contingent earnout liability     \$22,142     (\$7,0300)     (\$6,883)     (\$2,370)     (\$344)     (\$80)     (\$76)       Change in fair value of warrant liabilities     \$13,353     (\$21,929)     (\$5,835)     (\$3,887)     (\$1,222)     \$2,257     (\$746)     (\$1       Loss on extinguishment of debt     \$22,510     \$2,605     \$2,806     (\$1,024)     (\$5       Other (expense) income, net     \$119     \$2237     \$224     \$2,71     \$660     (\$4,599)     \$762     \$200     \$2       Stock-based compensation     \$2,099     \$5,124     \$1,514     \$1,015     \$2     \$3     \$2     \$3     \$2,046     \$3,007     \$5       Loss on decommissioned satellite     \$1,600     \$5,474     \$3,014     \$1,514     \$1,015     \$2     \$6     \$1,015     \$5     \$1     \$1     \$1     \$1     \$2     \$2     \$2,099     \$3,125     \$3,167     \$2,646     \$3,007     \$5       Loss on decommissioned satellite     \$1     \$1     \$13     \$174     \$173     \$166     \$170	Taxes	\$269	(\$472)	\$290	\$62	\$54	(\$84)	\$269	\$97	\$852
Change in fair value of warrant liabilities     \$13,353     (\$21,929)     (\$5,835)     (\$3,897)     (\$1,282)     \$2,257     (\$746)       Loss on extinguishment of debt	EBITDA	(\$51,376) \$	70,133	(\$3,639)	(\$31,017)	(\$13,481)	(\$9,604)	(\$9,475)	(\$9,317)	(\$29,791)
Loss on extinguishment of debt     S22,510     S21,510     S21,510	Change in fair value of contingent earnout liability	\$22,142 (\$7	70,390)	(\$6,883)	(\$2,370)	(\$344)	(\$80)	(\$76)		(\$76)
Foreign exchange     \$465     \$809     \$935     \$\$2,605     \$2,806     (\$1,024)     (\$       Other (expense) income, net     \$119     \$237     \$234     \$271     \$660     (\$4,599)     \$762     \$200     \$2       Stock-based compensation     \$2,099     \$5,034     \$2,289     \$2,090     \$3,125     \$3,167     \$2,646     \$3,097     \$1       Mergers and acquisition related expenses     \$1,660     \$5,474     \$3,014     \$1,514     \$1,015     \$2     \$60     \$1,015     \$1	Change in fair value of warrant liabilities	\$13,353 (\$2	21,929)	(\$5,835)	(\$3,897)	(\$1,282)	\$2,257	(\$746)		(\$746)
Other (expense) income, net     \$119     \$237     \$234     \$271     \$660     \$(\$4,599)     \$762     \$200     \$5       Stock-based compensation     \$2,099     \$5,034     \$2,289     \$2,009     \$3,125     \$3,167     \$2,646     \$3,097     \$1       Mergers and acquisition related expenses     \$1,660     \$5,474     \$3,014     \$1,514     \$1,015     \$5       Loss on decommissioned satellite      \$549     \$1,015     \$5     \$5       Other acquisition accounting amortization     \$60     \$183     \$174     \$173     \$166     \$166     \$170       Adjusted EBITDA     (\$11,538)     (\$10,572)     (\$9,702)     (\$7,301)     (\$8,343)     (\$7,297)     (\$6,732)     (\$5,850)     (\$10       Net Loss Margin     -587%     431%     -65%     -197%     -107%     -78%     -73%     -76%       EBITDA Margin     -121%     -71%     -54%     -38%     -41%     -33%     -28%     -24%       GAAP Operating Loss     (\$17,372)     (\$24,034)     (\$20,022)     (\$16	Loss on extinguishment of debt				\$22,510					
Stock-based compensation     \$2,099     \$5,034     \$2,289     \$2,909     \$3,125     \$3,167     \$2,646     \$3,097     \$1<       Mergers and acquisition related expenses     \$1,660     \$5,474     \$3,014     \$1,514     \$1,015     \$2     \$2       Other unusual one-time costs      \$549     \$844     \$1 </td <td>Foreign exchange</td> <td>\$465</td> <td>\$809</td> <td>\$935</td> <td>\$2,605</td> <td>\$2,806</td> <td></td> <td>(\$1,024)</td> <td></td> <td>(\$1,024)</td>	Foreign exchange	\$465	\$809	\$935	\$2,605	\$2,806		(\$1,024)		(\$1,024)
Mergers and acquisition related expenses     \$1,660     \$5,474     \$3,014     \$1,514     \$5,015     \$5,015       Loss on decommissioned satellite       \$5,497     \$3,014     \$1,514     \$5,497     \$5,497       Other unusual one-time costs       \$844     \$5,497     \$5,607       Other acquisition accounting amortization     \$60     \$183     \$174     \$173     \$169     \$166     \$170       Adjusted EBITDA     (\$11,538)     (\$10,572)     (\$9,702)     (\$7,301)     (\$8,343)     \$1758     \$166     \$160     \$160       Net Loss Margin     -587%     431%     -65%     -197%     -107%     -73%     -76%       EBITDA Margin     -587%     431%     -65%     -197%     -107%     -73%     -26%       GAAP Operating Loss     (\$17,372)     (\$24,034)     (\$20,022)     (\$16,405)     (\$16,311)     (\$14,475)     (\$13,449)     (\$44       Exclude stock-based compensation     \$2,099     \$5,034     \$2,289     \$2,909     \$3,125     \$3,167     \$2,646     \$	Other (expense) income, net	\$119	\$237	\$234	\$271	\$660	(\$4,599)	\$762	\$200	\$1,362
Loss on decommissioned satellite     Image: State Stat	Stock-based compensation	\$2,099	\$5,034	\$2,289	\$2,909	\$3,125	\$3,167	\$2,646	\$3,097	\$12,078
Other unusual one-time costs     Image: State St	Mergers and acquisition related expenses	\$1,660	\$5,474	\$3,014	\$1,514			\$1,015		\$1,015
Other acquisition accounting amortization     \$60     \$183     \$174     \$173     \$169     \$166     \$170       Adjusted EBITDA     (\$11,538)     (\$10,572)     (\$9,702)     (\$7,301)     (\$8,343)     (\$7,297)     (\$6,732)     (\$5,850)     (\$11       Net Loss Margin     -587%     431%     -65%     -197%     -107%     -78%     -73%     -76%       EBITDA Margin     -537%     468%     -20%     -160%     -66%     -43%     -39%     -39%       Adjusted EBITDA Margin     -121%     -71%     -54%     -38%     -41%     -33%     -28%     -24%       GAAP Operating Loss     (\$17,372)     (\$24,034)     (\$20,022)     (\$16,405)     (\$16,311)     (\$14,475)     (\$13,449)     (\$44       Exclude stock-based compensation     \$2,099     \$5,134     \$2,289     \$2,909     \$3,125     \$3,105     \$1,015     \$1,015     \$1,015     \$1,015     \$1,015     \$1,015     \$1,015     \$1,015     \$1,015     \$1,015     \$1,015     \$1,015     \$1,015     \$1,015     \$1,015	Loss on decommissioned satellite						\$549		Main Maria	A
Adjusted EBITDA   (\$11,538)   (\$10,572)   (\$9,702)   (\$7,301)   (\$8,343)   (\$7,297)   (\$6,732)   (\$5,850)   (\$11     Net Loss Margin   -587%   431%   -65%   -197%   -107%   -78%   -73%   -76%     EBITDA Margin   -537%   468%   -20%   -160%   -66%   43%   -39%   -39%     Adjusted EBITDA Margin   -121%   -71%   -54%   -38%   -41%   -33%   -28%   -24%     GAAP Operating Loss   (\$17,372)   (\$24,034)   (\$20,022)   (\$16,405)   (\$16,311)   (\$14,475)   (\$13,449)   (\$44     Exclude stock-based compensation   \$2,099   \$5,132   \$2,289   \$2,909   \$3,125   \$3,165   \$1,015   95     Exclude amortization of purchased intangibles   \$1,660   \$5,474   \$3,014   \$1,513   \$1,015   95     Exclude other acquisition related expenses   \$1,660   \$5,474   \$3,014   \$1,513   \$1,015   95     Exclude amortization of purchased intangibles   \$5,737   \$1,734   \$1,688   \$1,661   \$1,3161   \$859   \$872 <t< td=""><td>Other unusual one-time costs</td><td></td><td></td><td></td><td>adda 👘</td><td>and the second</td><td>\$844</td><td>57/32/5/5</td><td>114/1/2014</td><td></td></t<>	Other unusual one-time costs				adda 👘	and the second	\$844	57/32/5/5	114/1/2014	
Net Loss Margin     -587%     431%     -65%     -197%     -107%     -78%     -73%     -76%       EBITDA Margin     -537%     468%     -20%     -160%     -66%     -43%     -39%     -39%       Adjusted EBITDA Margin     -121%     -71%     -54%     -38%     -41%     -33%     -28%     -24%       GAAP Operating Loss     (\$17,372)     (\$24,034)     (\$20,022)     (\$16,405)     (\$16,311)     (\$14,475)     (\$13,449)     (\$44       Exclude stock-based compensation     \$2,099     \$5,034     \$2,289     \$2,909     \$3,125     \$3,167     \$2,646     \$3,097     \$1       Exclude amortization of purchased intangibles     \$5,034     \$2,289     \$2,909     \$3,125     \$3,167     \$2,646     \$3,097     \$1       Exclude amortization of purchased intangibles     \$5,737     \$1,734     \$1,688     \$1,661     \$1,361     \$859     \$872     \$2       Exclude other acquisition accounting amortization     \$60     \$183     \$174     \$173     \$169     \$166     \$170       Loss	Other acquisition accounting amortization		\$60	\$183	\$174	\$173	\$169	\$166	\$170	\$682
EBITDA Margin     -537%     468%     -20%     -160%     -66%     -43%     -39%     -39%       Adjusted EBITDA Margin     -121%     -71%     -54%     -38%     -41%     -33%     -28%     -24%       GAAP Operating Loss     (\$17,372)     (\$24,034)     (\$20,022)     (\$16,405)     (\$16,311)     (\$14,475)     (\$13,449)     (\$44       Exclude stock-based compensation     \$2,099     \$5,034     \$2,289     \$2,909     \$3,125     \$3,167     \$2,646     \$3,097     \$1       Exclude stock-based compensation of purchased intangibles     \$5,474     \$3,014     \$1,513     \$1,361     \$859     \$872     \$2       Exclude other acquisition related expenses     \$1,660     \$1734     \$1,688     \$1,661     \$1,361     \$859     \$872     \$2       Exclude other acquisition accounting amortization     \$60     \$183     \$174     \$173     \$166     \$170       Loss on decommissioned satellite       \$844       \$464	Adjusted EBITDA	(\$11,538) (\$1	10,572)	(\$9,702)	(\$7,301)	(\$8,343)	(\$7,297)	(\$6,732)	(\$5,850)	(\$16,500)
EBITDA Margin     -537%     468%     -20%     -160%     -66%     -43%     -39%     -39%       Adjusted EBITDA Margin     -121%     -71%     -54%     -38%     -41%     -33%     -28%     -24%       GAAP Operating Loss     (\$17,372)     (\$24,034)     (\$20,022)     (\$16,405)     (\$16,311)     (\$14,475)     (\$13,449)     (\$44       Exclude stock-based compensation     \$2,099     \$5,034     \$2,289     \$2,909     \$3,125     \$3,167     \$2,646     \$3,097     \$1       Exclude stock-based compensation of purchased intangibles     \$5,474     \$3,014     \$1,513     \$1,361     \$859     \$872     \$2       Exclude other acquisition related expenses     \$1,660     \$1734     \$1,688     \$1,661     \$1,361     \$859     \$872     \$2       Exclude other acquisition accounting amortization     \$60     \$183     \$174     \$173     \$166     \$170       Loss on decommissioned satellite       \$844       \$464						20	214436466	181196161	7.6 04	
Adjusted EBITDA Margin   -121%   -71%   -54%   -38%   -41%   -33%   -28%   -24%     GAAP Operating Loss   (\$17,372)   (\$24,034)   (\$20,022)   (\$16,455)   (\$16,356)   (\$16,311)   (\$14,475)   (\$13,449)   (\$44     Exclude stock-based compensation   \$2,099   \$5,034   \$2,289   \$2,909   \$3,125   \$3,167   \$2,646   \$3,097   \$1     Exclude merger and acquisition related expenses   \$1,660   \$5,474   \$3,014   \$1,513   \$1,015   \$2     Exclude amortization of purchased intangibles   \$573   \$1,734   \$1,688   \$1,661   \$1,361   \$859   \$872   \$2     Exclude other acquisition accounting amortization   \$60   \$183   \$174   \$173   \$166   \$170     Loss on decommissioned satellite	Net Loss Margin	-587%	431%	-65%	-197%	-107%	-78%	-73%	-76%	-63%
GAAP Operating Loss     (\$17,372)     (\$24,034)     (\$20,022)     (\$16,405)     (\$16,356)     (\$16,311)     (\$14,475)     (\$13,449)     (\$44       Exclude stock-based compensation     \$2,099     \$5,034     \$2,289     \$2,909     \$3,125     \$3,167     \$2,646     \$3,097     \$11       Exclude merger and acquisition related expenses     \$1,660     \$5,474     \$3,014     \$1,513     \$1,015     \$2       Exclude amortization of purchased intangibles     \$573     \$1,734     \$1,668     \$1,661     \$1,361     \$859     \$872     \$2       Exclude other acquisition accounting amortization     \$60     \$183     \$174     \$173     \$169     \$166     \$170       Loss on decommissioned satellite      \$549     \$344     \$344     \$344	EBITDA Margin	-537%	468%	-20%	-160%	-66%	-43%	-39%	-39%	-28%
Exclude stock-based compensation     \$2,099     \$5,034     \$2,289     \$2,909     \$3,125     \$3,167     \$2,646     \$3,097     \$1       Exclude merger and acquisition related expenses     \$1,660     \$5,474     \$3,014     \$1,513     \$1,015     \$2     <	Adjusted EBITDA Margin	-121%	-71%	-54%	-38%	-41%	-33%	-28%	-24%	-15%
Exclude stock-based compensation     \$2,099     \$5,034     \$2,289     \$2,909     \$3,125     \$3,167     \$2,646     \$3,097     \$1       Exclude merger and acquisition related expenses     \$1,660     \$5,474     \$3,014     \$1,513     \$1,015     \$2     <						18	alabita ( ) ta	124657111	A MARINE STATE	C an all
Exclude merger and acquisition related expenses\$1,660\$5,474\$3,014\$1,513\$1,015\$5Exclude amortization of purchased intangibles\$573\$1,734\$1,688\$1,661\$1,361\$859\$872\$5Exclude other acquisition accounting amortization\$60\$183\$174\$173\$169\$166\$170Loss on decommissioned satellite\$549\$549\$549\$549\$549\$549Exclude other unusual one-time costs\$559\$844\$544\$549\$549	GAAP Operating Loss	(\$17,372) (\$2	24,034)	(\$20,022)	(\$16,405)	(\$16,356)	(\$16,311)	(\$14,475)	(\$13,449)	(\$48,750)
Exclude amortization of purchased intangibles\$573\$1,734\$1,688\$1,661\$1,361\$859\$872\$Exclude other acquisition accounting amortization\$60\$183\$174\$173\$169\$166\$170Loss on decommissioned satellite\$549\$549\$549\$170\$173\$169\$160Exclude other unusual one-time costs\$549\$844\$844\$170\$173	Exclude stock-based compensation	\$2,099	\$5,034	\$2,289	\$2,909	\$3,125	\$3,167	\$2,646	\$3,097	\$12,078
Exclude other acquisition accounting amortization   \$60   \$183   \$174   \$173   \$169   \$166   \$170     Loss on decommissioned satellite     \$549     \$174   \$173   \$149   \$160   \$170     Exclude other unusual one-time costs     \$844   <	Exclude merger and acquisition related expenses	\$1,660	\$5,474	\$3,014	\$1,513			\$1,015	41111.2199	\$1,015
Loss on decommissioned satellite \$549   Exclude other unusual one-time costs \$844	Exclude amortization of purchased intangibles		\$573	\$1,734	\$1,688	\$1,661	\$1,361	\$859	\$872	\$3,475
Exclude other unusual one-time costs \$844	Exclude other acquisition accounting amortization		\$60	\$183	\$174	\$173	\$169	\$166	\$170	\$682
	Loss on decommissioned satellite			and the second	< 33%		\$549	0	Thui of	
Non-GAAP Operating Loss (\$13,613) (\$12,893) (\$12,802) (\$10,121) (\$11,397) (\$10,221) (\$9,789) (\$9,310) (\$3	Exclude other unusual one-time costs						\$844	91	B A THE REAL	6
	Non-GAAP Operating Loss	(\$13,613) (\$1	12,893)	(\$12,802)	(\$10,121)	(\$11,397)	(\$10,221)	(\$9,789)	(\$9,310)	(\$31,500)
				1000	Si		States 1			teri sktati i s
GAAP Operating Margin -182% -160% -111% -85% -80% -73% -60% -55%	GAAP Operating Margin	-182%	-160%	-111%	-85%	-80%	-73%	-60%	-55%	-46%
Non-GAAP Operating Margin -142% -86% -71% -52% -56% -46% -41% -38%	Non-GAAP Operating Margin	-142%	-86%	-71%	-52%	-56%	-46%	-41%	-38%	-30%
				100 A		1.120	C. To state			10
Net cash used in operating activities (\$21,857) (\$17,978) (\$14,991) (\$17,503) (\$10,214) (\$5,112) (\$11,290)	Net cash used in operating activities	(\$21,857) (\$1	17,978)	(\$14,991)	(\$17,503)	(\$10,214)	(\$5,112)	(\$11,290)	in the literature	
Purchase of property and equipment (\$3,728) (\$6,112) (\$4,343) (\$8,142) (\$3,461) (\$2,969) (\$4,649)	Purchase of property and equipment	(\$3,728) (\$	\$6,112)	(\$4,343)	(\$8,142)	(\$3,461)	(\$2,969)	(\$4,649)		
Free cash flow (\$25,585) (\$24,090) (\$19,334) (\$25,645) (\$13,675) (\$8,081) (\$15,939)	Free cash flow	(\$25,585) (\$2	24,090)	(\$19,334)	(\$25,645)	(\$13,675)	(\$8,081)	(\$15,939)		C Date 15
Net cash used in operating activities margin -229% -120% -83% -90% -50% -23% -47%	Net cash used in operating activities margin	-229%	-120%	-83%	-90%	-50%	-23%	-47%		24
Free cash flow margin -268% -161% -106% -133% -67% -36% -66%	Free cash flow margin	-268%	-161%	-106%	-133%	-67%	-36%	-66%		