

The logo for AST SpaceMobile. 'AST' is in large, white, bold, sans-serif capital letters. 'SpaceMobile' is in a smaller, orange, bold, sans-serif font. The background is a dark space with a bright, glowing orange arc representing a satellite or orbital path.

# AST SpaceMobile

Transforming how  
the world connects



NASDAQ: ASTS

**Business Update – Fourth Quarter 2021**

March 31, 2022

### Forward Looking Statements

The information in this presentation and the oral statements made in connection therewith includes “forward-looking statements” for the purposes of federal securities laws that are not historical facts and involve risks and uncertainties that could cause actual results to differ materially from those expected and projected. All statements, other than statements of historical fact in this presentation and the oral statements made in connection therewith regarding AST SpaceMobile, Inc.’s, collectively with its subsidiaries (“SpaceMobile” or the “Company”), financial position, business strategy and the plans and objectives of management for future operations, are forward-looking statements. Words such as “expect,” “believe,” “anticipate,” “intend,” “estimate,” “seek” and variations and similar words and expressions are intended to identify such forward-looking statements. Such forward-looking statements relate to future events or future performance, but reflect management’s current beliefs, based on information currently available. A number of factors could cause actual events, performance or results to differ materially from the events, performance and results discussed in the forward-looking statements. For information identifying important factors that could cause actual results to differ materially from those anticipated in the forward-looking statements, please refer to the Risk Factors section of our Form S-1 Registration Statement filed with the SEC on June 25, 2021 (File No. 333-257425), the Risk Factors contained in Part II, Item 1A of AST SpaceMobile’s Form 10-Q dated August 16, 2021, as well as the Risk Factors to be included in AST SpaceMobile’s Annual Report on Form 10-K, to be filed with the SEC on March 31, 2022. The Company’s securities filings can be accessed on the EDGAR section of the SEC’s website at [www.sec.gov](http://www.sec.gov). Except as expressly required by applicable securities law, the Company disclaims any intention or obligation to update or revise any forward-looking statements whether as a result of new information, future events or otherwise.

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# Full Year Recap





# BW3 Update



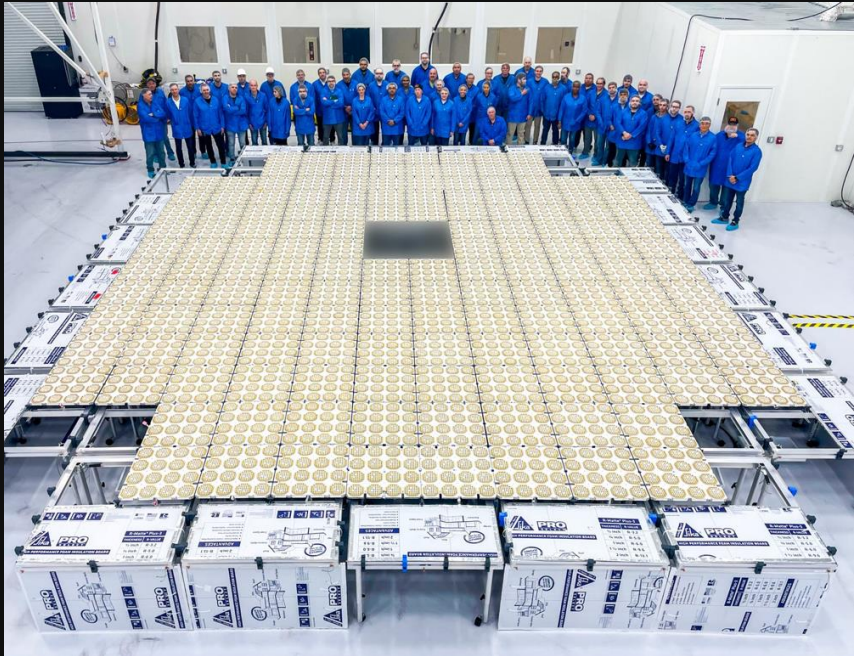
# Path to launch of BlueWalker 3



LMDS 2 simulator



Launch Vehicle Adapter



Staging for RF testing





# Industrialization Update





# Extension Facility Update





# Business Update



# Continued business momentum

Commercial and organizational progress in parallel with technology and industrialization milestones

## Commercial



**New MOU signed with**  
Orange Group, an operator with  
over 220 million subscribers

**1.8 billion subscribers**  
represented by mobile network  
operators with whom we have  
agreements and MOUs <sup>1</sup>

**Signed multi-launch agreement**  
covering BW3, BlueBird 1 and  
framework for future launches

## Organizational



**Increase of 30 employees**  
during Q4, now with a team  
of 566, including 386 full-  
time employees and  
consultants and 180  
dedicated 3<sup>rd</sup> party  
engineering staff  
(as of 12/31/2021)

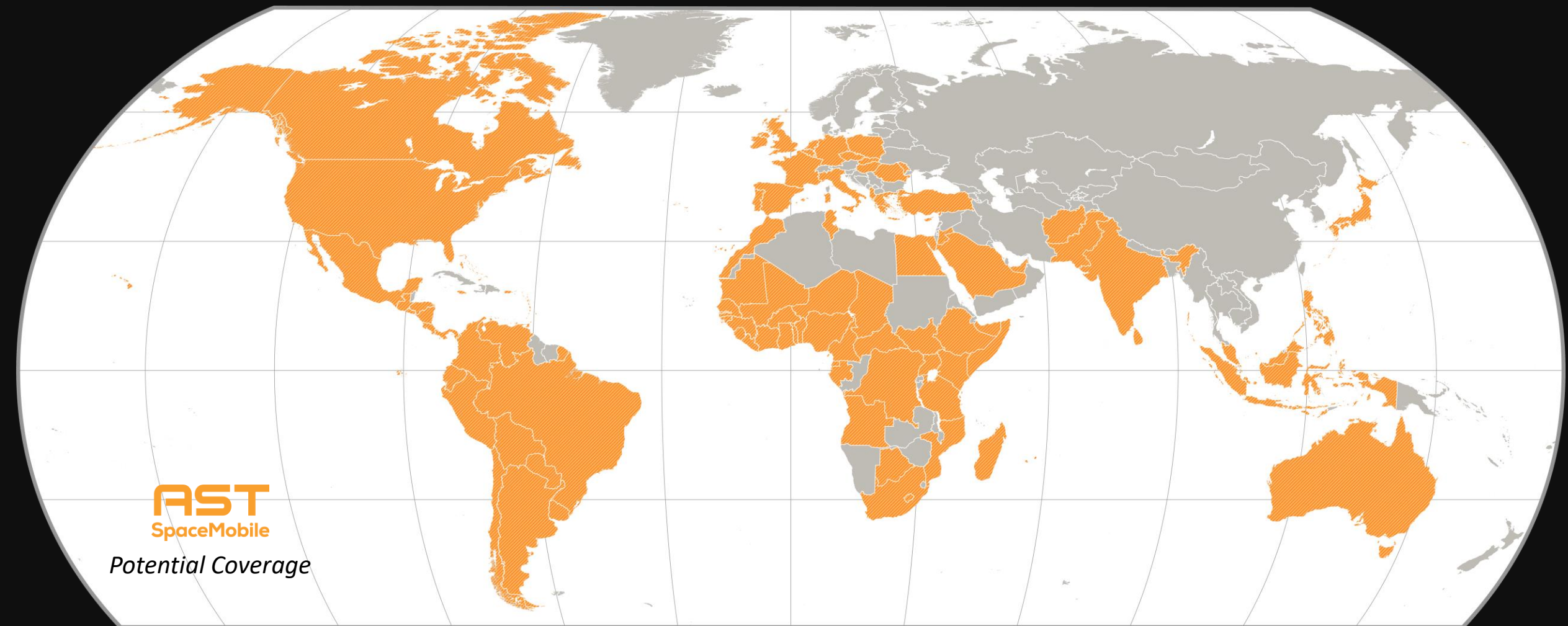
**Increase to more than 2,100  
patent and patent-pending  
claims** supports strong and  
expanding competitive  
advantage  
(as of 3/31/2022)

Source: GSMA Intelligence (data as of 12/31/2021).  
1. Metric defined as number of subscribers represented  
by mobile network operators who have agreements and  
understandings with AST SpaceMobile as of 3/31/2022.



# Critical MNO relationships

When operational, SpaceMobile service will be available to our MNO customers, a growing list of leading companies that have over 1.8 billion existing subscribers <sup>1</sup>



Source: GSMA Intelligence (data as of 12/31/2021).

1. Metric defined as number of subscribers represented by mobile network operators who have agreements and understandings with AST SpaceMobile as of 3/31/2022.

- ✓ Leverages existing 5 billion mobile phones
- ✓ Super-wholesale revenue share model
- ✓ Direct-to-phone native cellular architecture
- ✓ Strategic relationship with Vodafone
- ✓ Drives new MNO revenue and reduced churn
- ✓ Easy sign-up for cellular subscribers





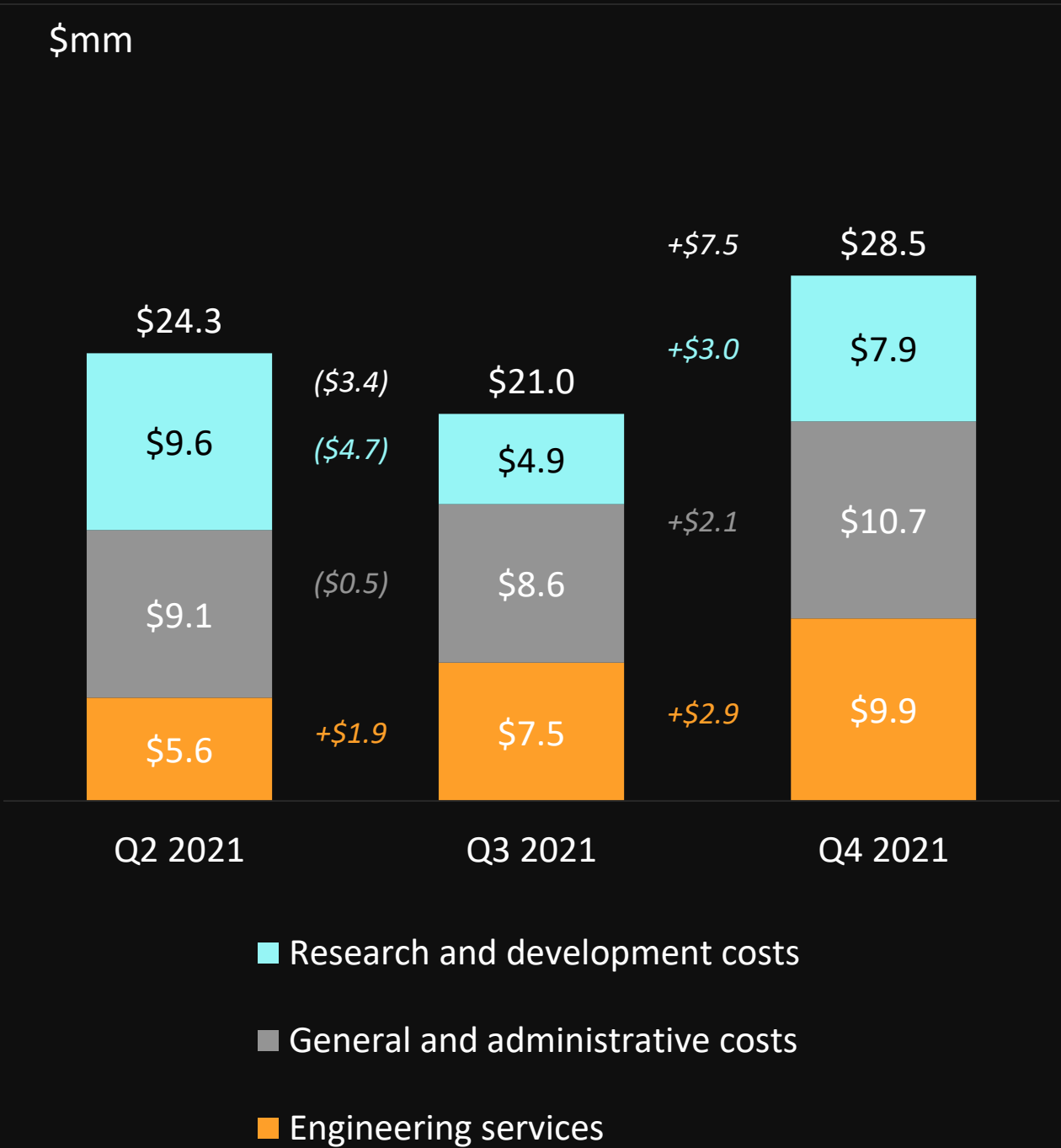
# Financial Update



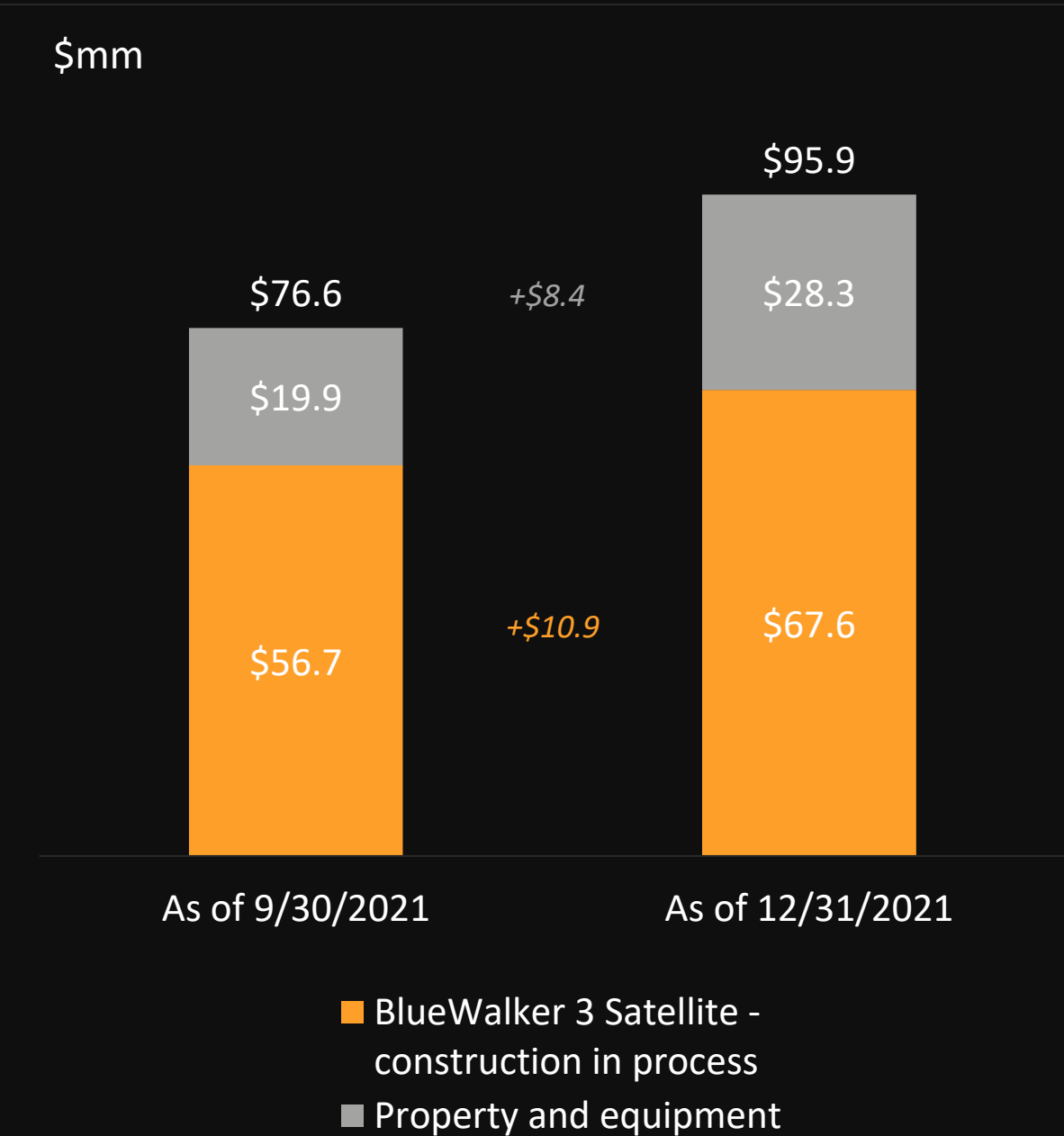
# Fourth quarter 2021 key financial metrics

- 1. Financials exclude non-cash expenses such as D&A and Stock Based Compensation which totaled \$0.2mm in Q2 2021, \$1.3mm in Q3 2021 and \$1.8mm in Q4 2021.
- 2. Cumulative as of date specified.

## Cash Operating Expenses <sup>1</sup>



## Capex <sup>2</sup>







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