

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's path.

# AST SpaceMobile

Transforming how  
the world connects



NASDAQ: ASTS

**Business Update – First Quarter 2023**

May 15, 2023

## 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 contained in AST SpaceMobile’s Annual Report on Form 10-K, filed with the SEC on March 31, 2023. 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.

## Use of Non-GAAP Financial Measures

Adjusted operating expense is an alternative financial measure used by management to evaluate our operating performance as a supplement to our most directly comparable U.S. GAAP financial measure. We define Adjusted operating expense as Total operating expenses adjusted to exclude amounts of stock-based compensation expense and depreciation and amortization expense. We believe Adjusted operating expenses is a useful measure across time in evaluating the Company's operating performance as we use Adjusted operating expenses to manage the business, including in preparing our annual operating budget and financial projections. Adjusted operating expense is a non-GAAP financial measure that has no standardized meaning prescribed by U.S. GAAP, and therefore has limits in its usefulness to investors. Because of the non-standardized definition, it may not be comparable to the calculation of similar measures of other companies and are presented solely to provide investors with useful information to more fully understand how management assesses performance. This measure is not, and should not be viewed as, a substitute for its most directly comparable GAAP measure of Total operating expenses.

## Industry and Market Data

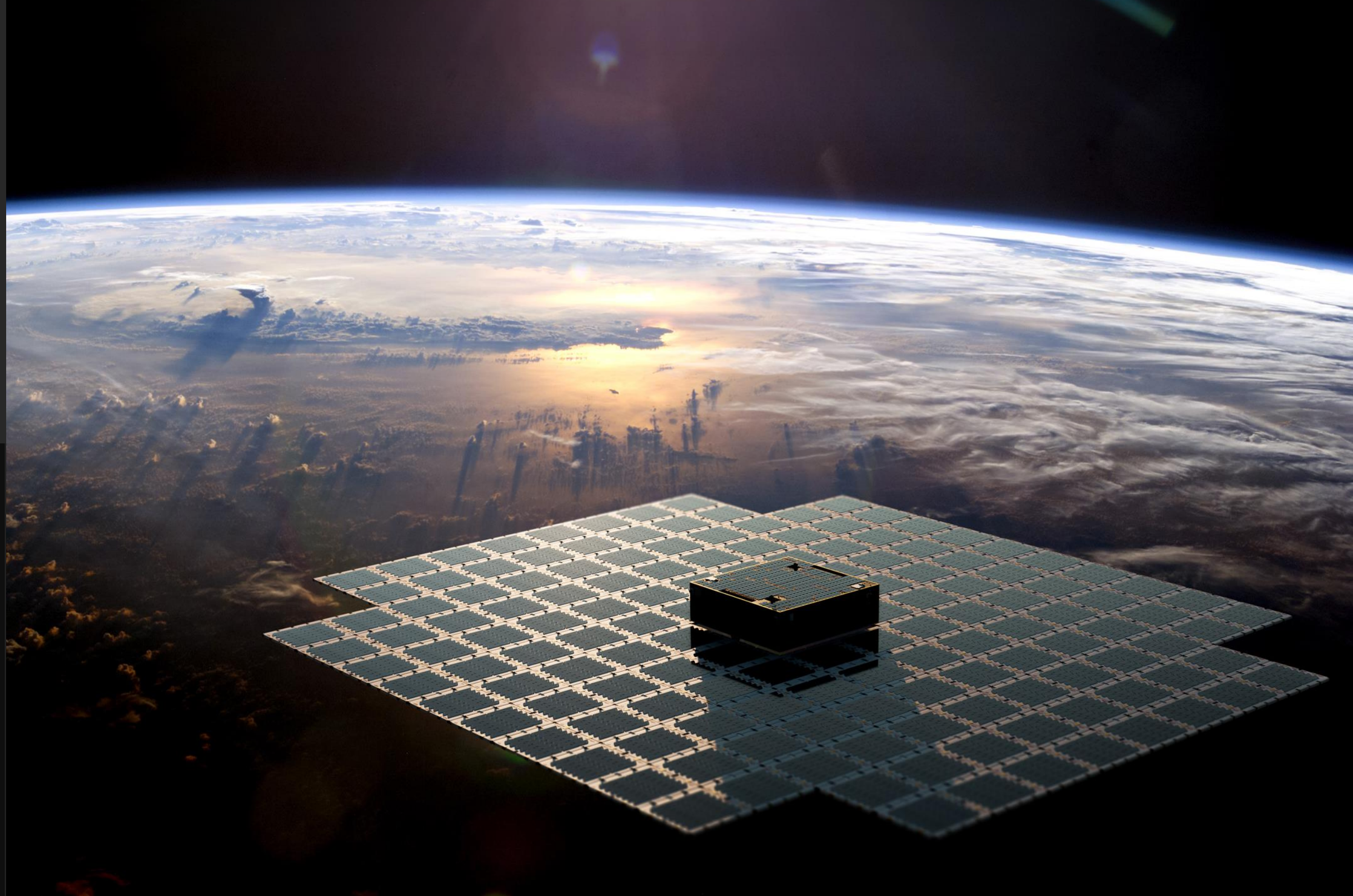
This presentation includes market data and other statistical information from sources believed to be reliable, including independent industry publications, governmental publications or other published independent sources. Although AST SpaceMobile believes these sources are reliable, we have not independently verified the information and cannot guarantee its accuracy and completeness.

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# Building the first and only space-based cellular broadband network





Q1 2023  
key highlights



**History Made**



**Technology Validated In Orbit**



**Potentially Opening Additional Funding Alternatives**

History made:  
First-ever space-  
based voice calls  
using everyday  
unmodified  
smartphones

Source: AT&T.



# AT&T Milestones



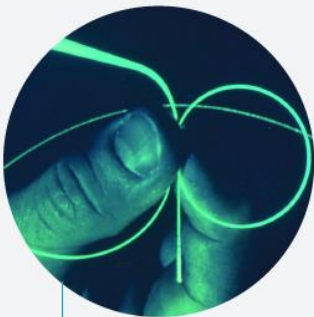
First television  
transmission over  
transcontinental  
radio relay of  
President Truman

1951



First  
transmission  
of content  
over a satellite

1962



First ever two-way voice  
call on AT&T spectrum  
via satellite with an  
everyday cellphone  
by AST SpaceMobile

2023

1876

First  
phone  
call



1954

First solar  
battery



1977

First Fiber  
install in  
Chicago





# Continued strong momentum with the wireless industry



“Today, we have taken another major step in mobile communications. 30 years after Vodafone sent the world’s first text message, we supported AST SpaceMobile in successfully making the first ever direct-to-smartphone test call using satellite communications. This is just the start. As a lead investor in AST SpaceMobile, we will continue to break technological boundaries by connecting many more millions of people across the planet when the service becomes commercially available.”

—Margherita Della Valle, CEO



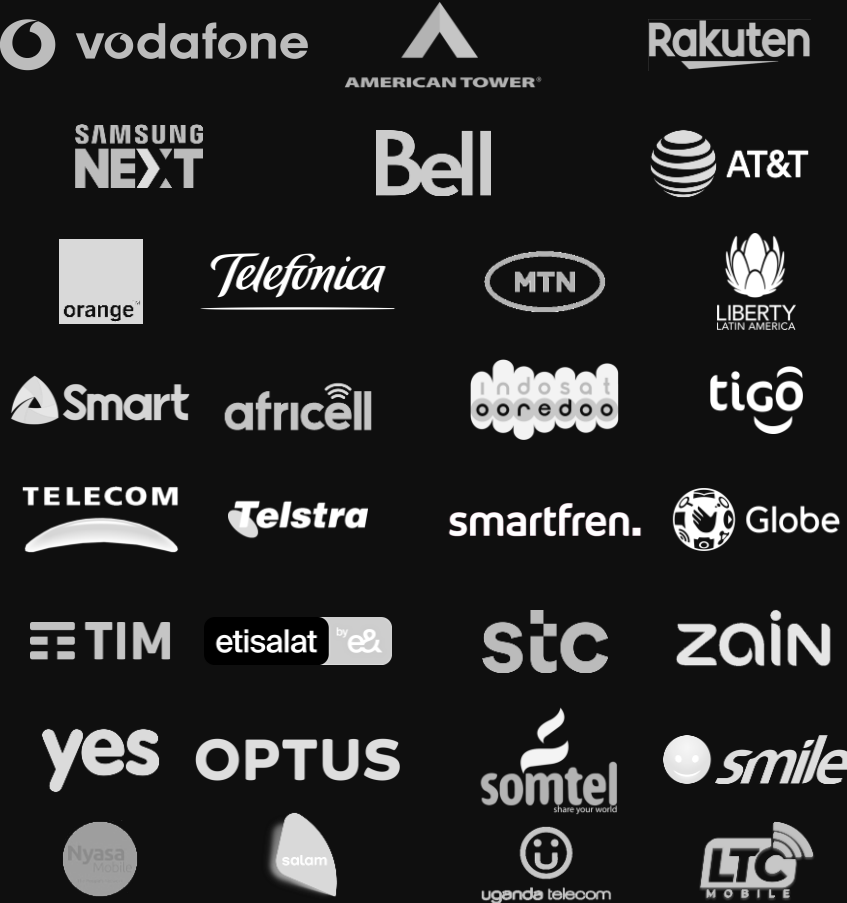
“AT&T’s heritage began with the birth of the telephone 147 years ago and has continued with many other firsts including: trans-continental call, overseas call, call from the moon, and partnering to deliver the only network built with and for America’s first responders. We connect people to greater possibility, and this important milestone with AST SpaceMobile is a big step and we can’t wait to see what’s next in our space-based journey.”

—Chris Sambar, Head of AT&T Network



“It was a unique thrill and honor to have the Rakuten team talk with Abel in a world-first direct-to-satellite experience. Congratulations to AST SpaceMobile and all of its strategic collaborators on this groundbreaking event. As technological advancements like space connectivity become possible with pioneers like AST SpaceMobile, Rakuten will also progress even further along the road to democratizing connectivity for all.”

—Mickey Mikitani, Chairman & CEO



# Implications of this historical technical milestone

## BlueWalker 3 testing program validates our technology



**Confirms no major changes to the design of Block 1 BlueBirds**



**Confirms technology ability to work with everyday smartphones**



**Confirms ability to integrate with the existing cellular ecosystem, including spectrum**



**What comes next? 4G and 5G**

Testing confirms  
technology ability  
to work with  
everyday  
smartphones and  
devices

Everyday phones from all major brands  
have communicated with BW3



Phones

■

Devices

■

DIRECT-TO-DEVICE

■

Wearables

■

IoT

UNMODIFIED

■

STANDARD

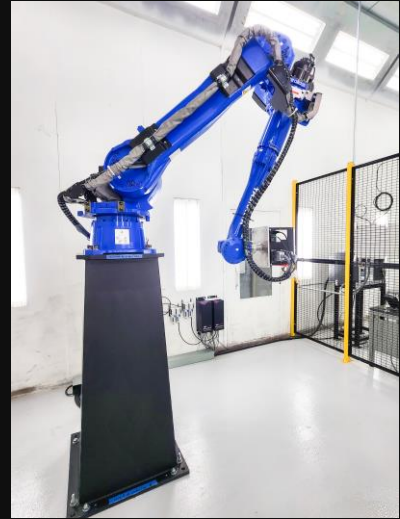
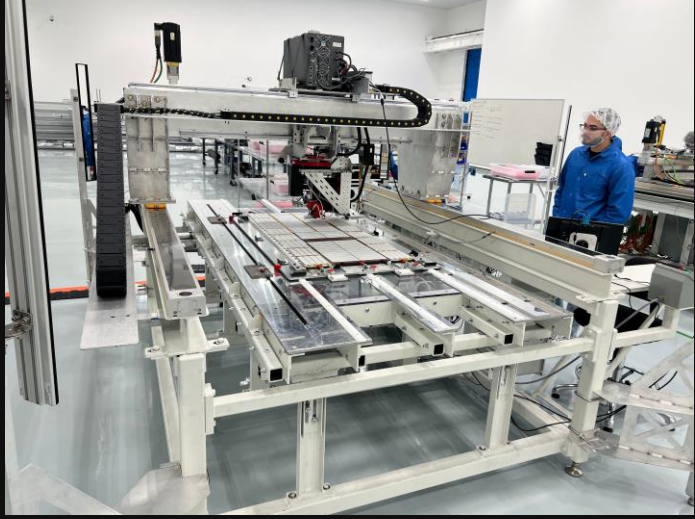
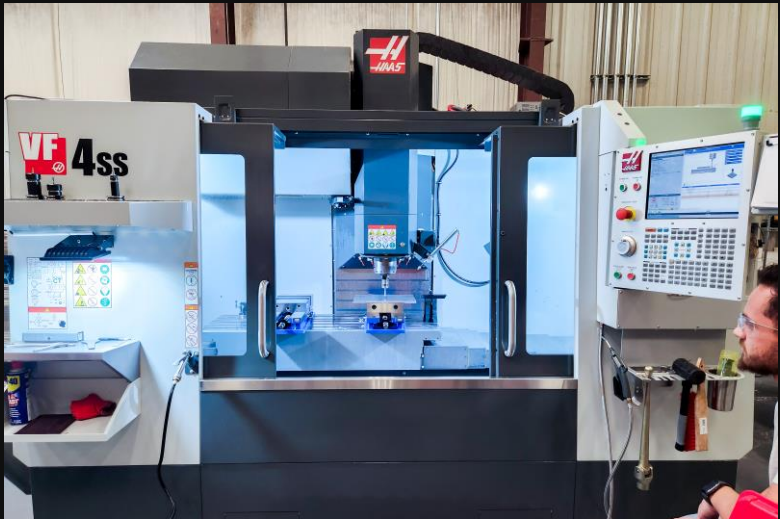
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EXISTING SPECTRUM



# Update on industrialization of our patented technology

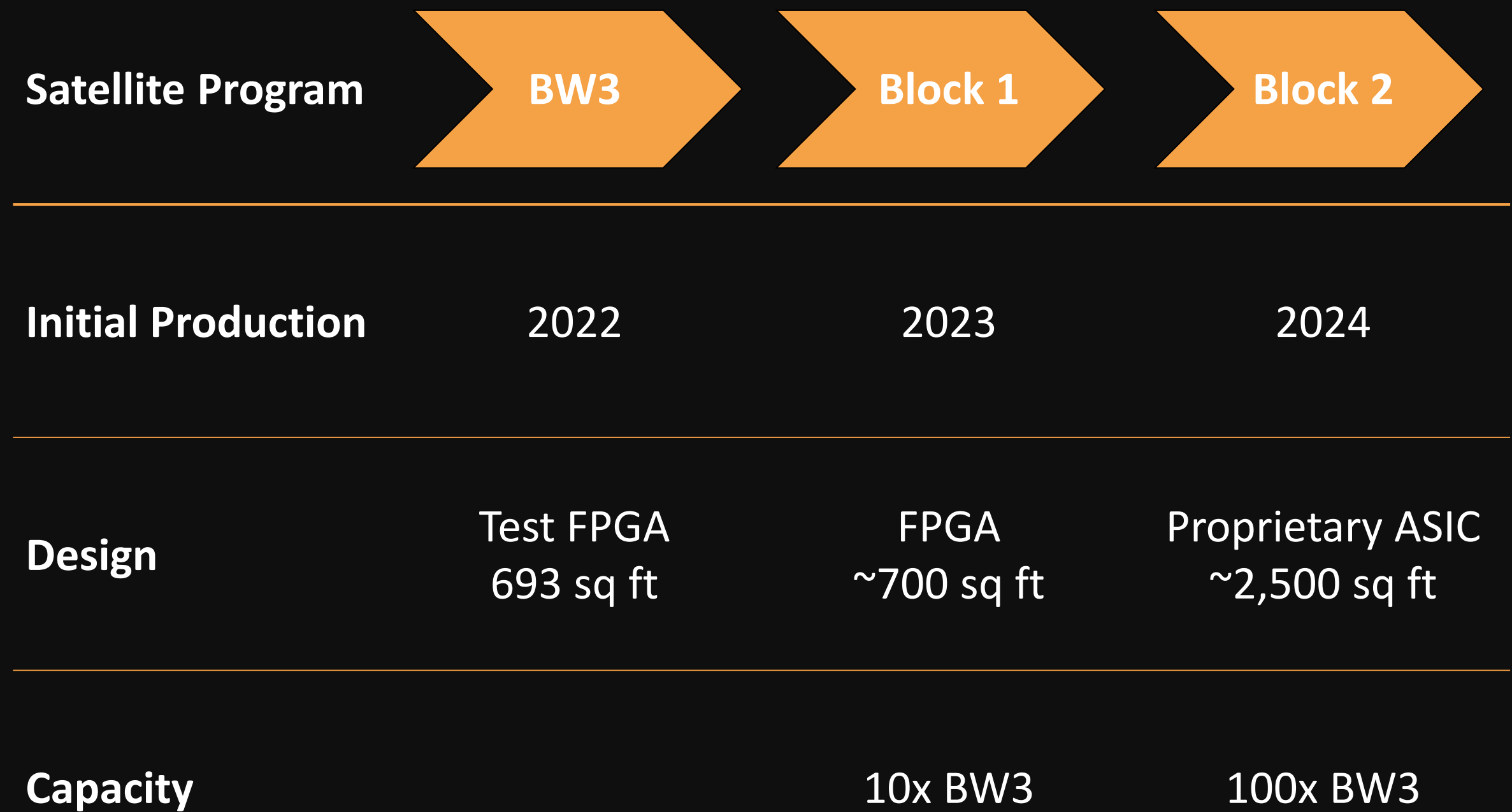
Production on track for planned launch of 5 Block 1 satellites in Q1 2024





Staged technology roadmap designed to provide continuous improvement of SpaceMobile services

Our technology roadmap is expected to sequentially add capacity with each generation of satellite program



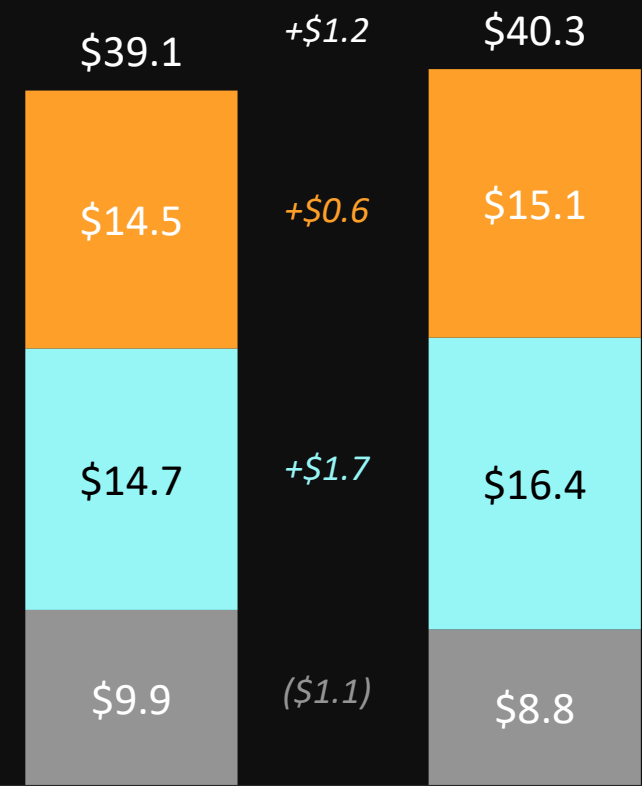


# First quarter 2023 financial metrics

- 1. Non-GAAP. See appendix for a reconciliation. Adjusted operating expenses is equal to total operating expense less non-cash operating expense such as depreciation and amortization and stock based-compensation expense. Depreciation and amortization for the three months ended March 31, 2023 and December 31, 2022 was \$1.7 million and \$1.3 million, respectively. Stock-based compensation for the three months ended March 31, 2023 and December 31, 2022 consisted of \$1.4 million and \$1.5 million of engineering services expense and \$1.1 million and \$0.8 million of general and administrative costs, respectively.
- 2. Capital expenditure as of March 31, 2023, December 31, 2022 and September 30, 2022 was \$92.5 million, \$92.1 million, and \$92.1 million for the BlueWalker 3 satellite and \$66.5 million, \$53.9 million, and \$43.5 million of Property and equipment, net, respectively.
- 3. Cash Position as of March 31, 2023 and December 31, 2022 includes \$0.7 million of restricted cash.

## Adj. Operating Expenses <sup>1</sup>

\$mm

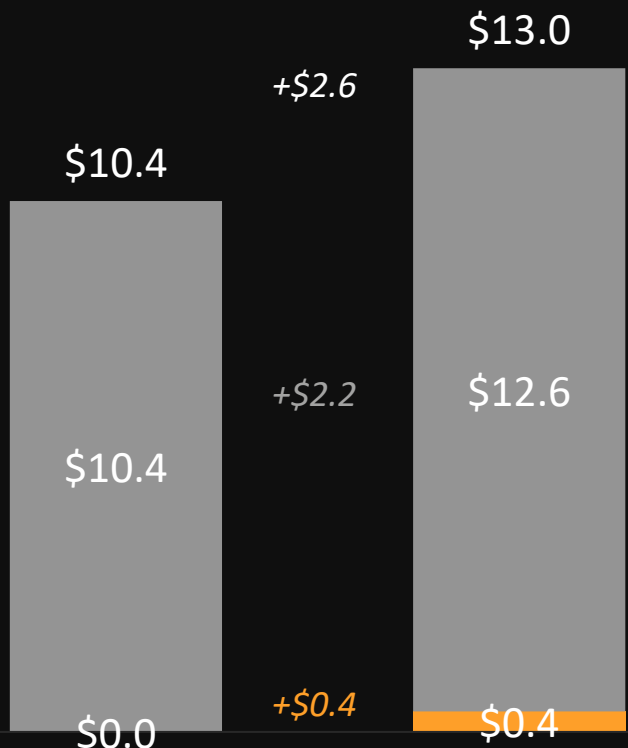


Q4 2022 Q1 2023

- Engineering services
- Research and development costs
- General and administrative costs

## Capital Expenditures <sup>2</sup>

\$mm

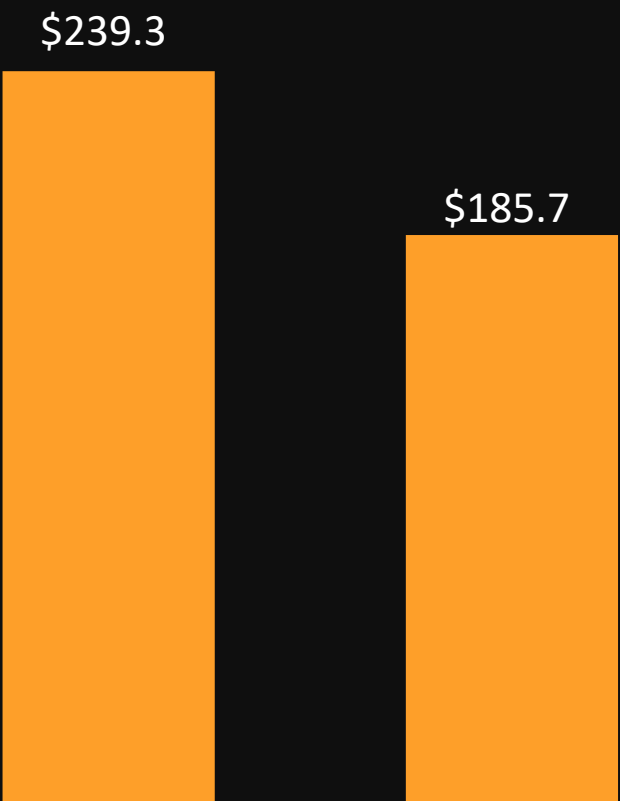


Q4 2022 Q1 2023

- Property and equipment
- BlueWalker 3 Satellite - construction in process

## Liquidity <sup>3</sup>

\$mm



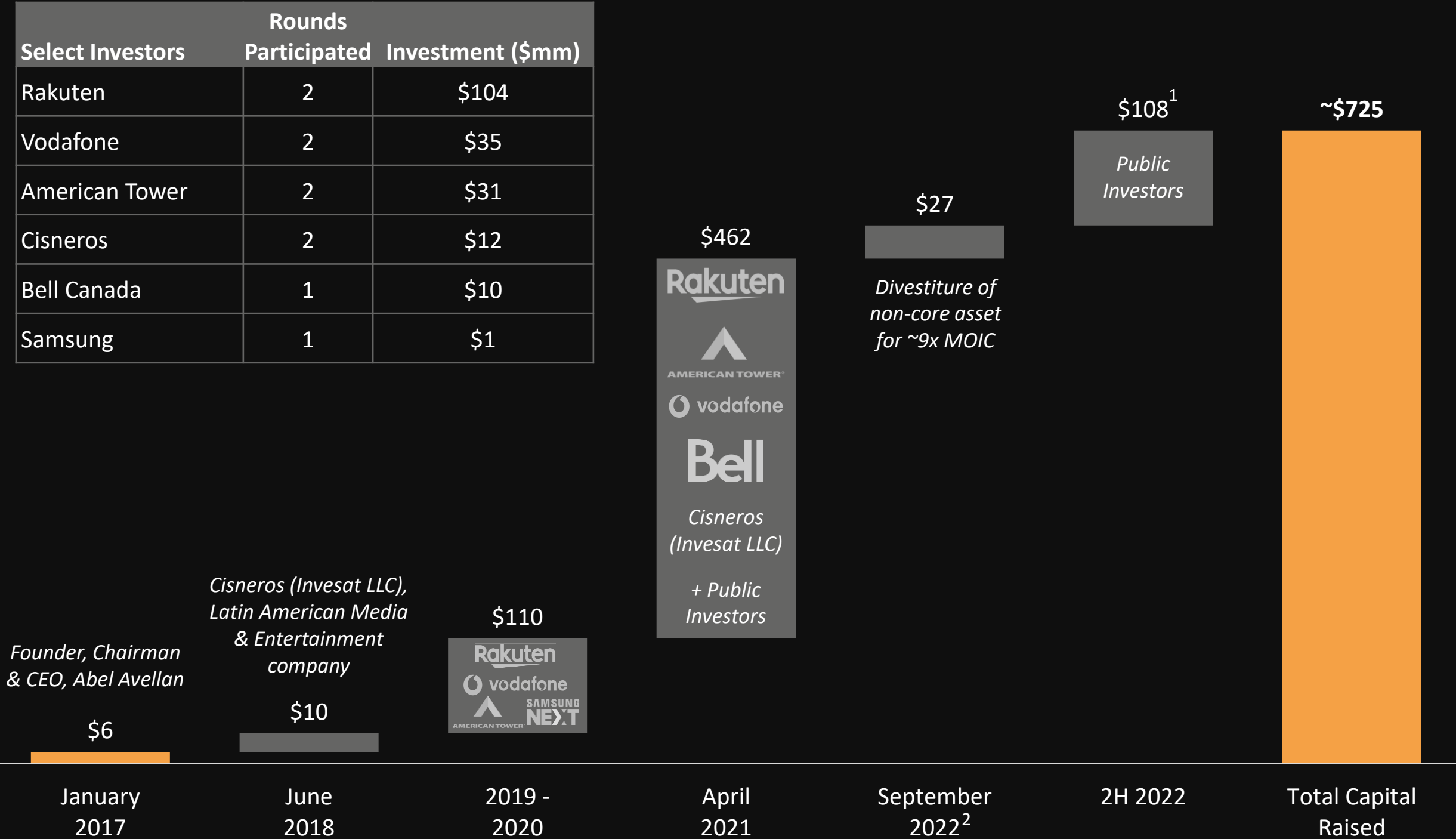
As of 12/31/2022 As of 3/31/2023

- Cash Position

# Track record of attracting strategic investment

- 1. Representative of \$75 million of gross proceeds from November 2022 follow-on offering, \$13.4 million of net proceeds from committed equity facility ("CEF") as of December 31, 2022 and \$20.0 million of net proceeds from at-the-market offering program as of December 31, 2022.
- 2. On September 6, 2022, AST SpaceMobile completed the sale of its 51% interest in its former subsidiary, NanoAvionika UAB ("Nano") for net proceeds of approximately \$26.6 million

Milestone driven, value-creating financing approach with validation from a high-profile strategic investor base across the wireless ecosystem







# Appendix

Reconciliation to  
non-GAAP  
measures –  
adj. operating  
expenses

Adj. operating expenses – 3 months ended

<i>(\$ in thousands)</i>	Mar 31, '23	Dec 31, '22	Mar 31, '22
Engineering services	16,483	16,004	11,740
General and administrative costs	9,857	10,698	11,619
Research and development costs	16,381	14,651	8,281
Depreciation and amortization	1,733	1,254	1,100
<b>Total operating expenses</b>	<b>44,454</b>	<b>42,607</b>	<b>32,740</b>
Less: Depreciation and amortization	(1,733)	(1,254)	(1,100)
Less: Stock-based Compensation Expense <sup>1</sup>	(2,474)	(2,295)	(2,254)
<b>Total adj. operating expenses</b>	<b>40,247</b>	<b>39,058</b>	<b>29,386</b>

1. Stock-based compensation for the three months ended March 31, 2023, December 31, 2022, and March 31, 2022 consisted of \$1.4 million, \$1.5 million, and \$1.3 million of engineering services expense and \$1.1 million, \$0.8, and \$1.0 million of general and administrative costs, respectively.



