

An aerial photograph of an industrial facility, likely an oil refinery or storage terminal, situated along a waterfront. The facility features numerous large white cylindrical storage tanks, several industrial buildings with red roofs, and a complex network of pipes and railroads. Two large oil tankers are docked at a pier in the foreground, and another ship is visible further up the pier. The surrounding area includes some greenery and residential buildings in the distance.

BLACKSKY

May 2022

BlackSky Technology Investor Presentation

Forward-Looking Statements and Legal Disclaimer

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BlackSky Investment Highlights

BlackSky is a leading provider of **real-time geospatial intelligence**



Industry leading software platform providing on-demand and autonomous satellite tasking with fully automated analytic insights



High-resolution imagery and AI-driven analytics targeted only on the most valuable economic and strategic areas on Earth



Unique satellite orbit creates more capital efficient constellation at significantly lower cost with up to 15x revisit rate from dawn-to-dusk



Advanced SaaS software platform leveraging satellite and sensor data from multiple sources delivered to customers in ~90 minutes



History of serving the most important and demanding customers around the world who trust and rely on BlackSky every day



BlackSky is disrupting the legacy geospatial industry and capitalizing on the strong secular shift towards commercial service providers



Business model focused on building long-term recurring revenue streams at SaaS-level high margins and scaling the business

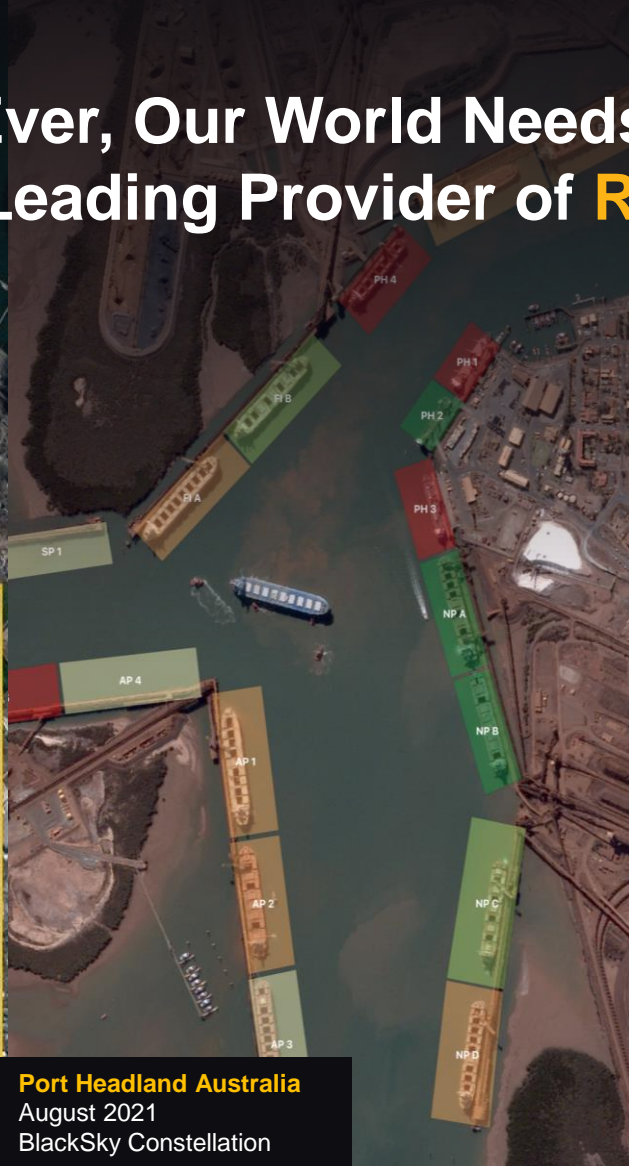


Attractive company valuation with an early opportunity to benefit from a growing business targeting a large addressable market > \$40Bn

Now More Than Ever, Our World Needs **Real-Time Geospatial Intelligence.** BlackSky is a Leading Provider of **Real-Time Geospatial Intelligence.**



Mariupol Ukraine
March 2022
BlackSky Constellation



Port Headland Australia
August 2021
BlackSky Constellation



Beirut Port Explosion
August 2020
BlackSky Constellation



Edwardsville, Illinois
December 2021
BlackSky Constellation

**National and Homeland
Security**

**Economic and Supply
Chain Intelligence**

**Critical Infrastructure
Monitoring**

**Crisis Management
and Response**

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.

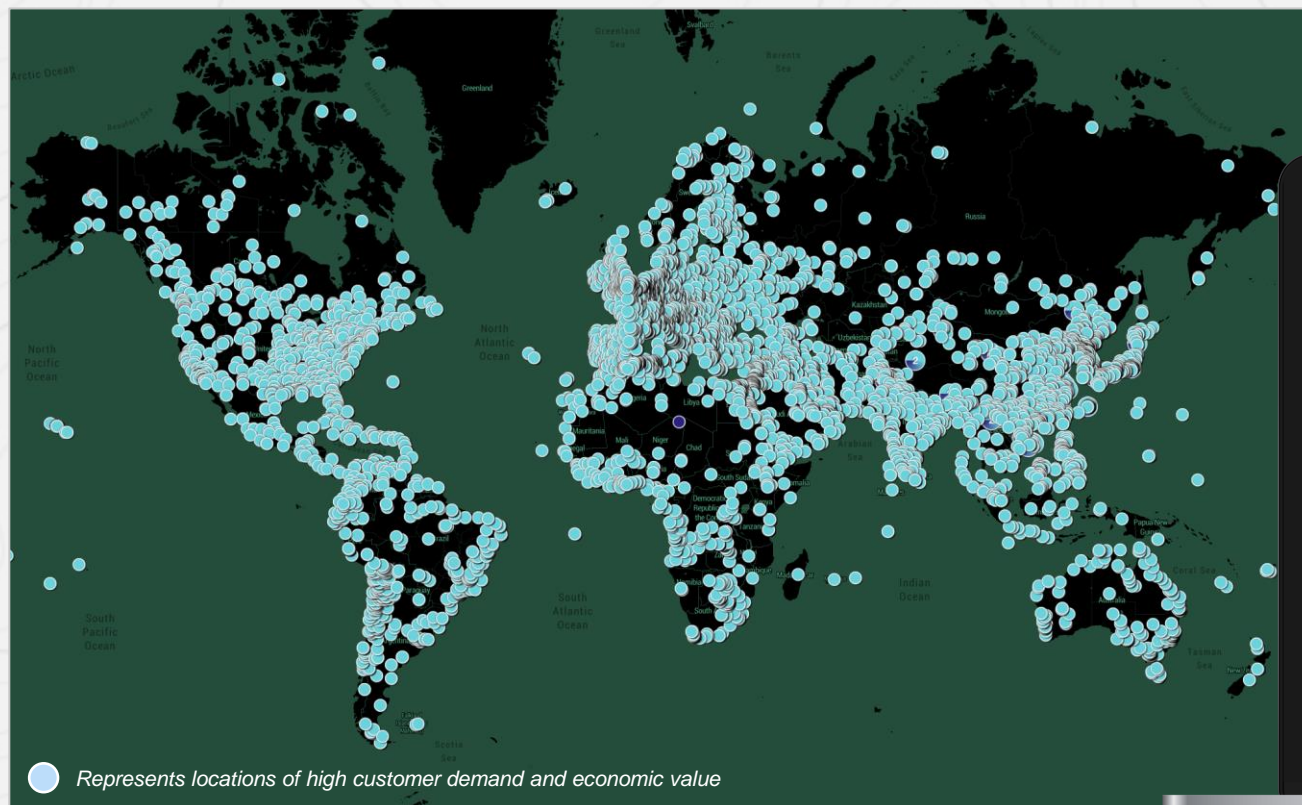
On-Demand and High Frequency Monitoring of the Most Strategic Locations, Critical Activities, and Valuable Economic Assets in the World

BlackSky's Capabilities Rely on Two Assets

1

BlackSky Constellation

14 high-performing satellites efficiently revisit locations up to 15x from dawn-to-dusk detecting pattern of life changes in real-time



2

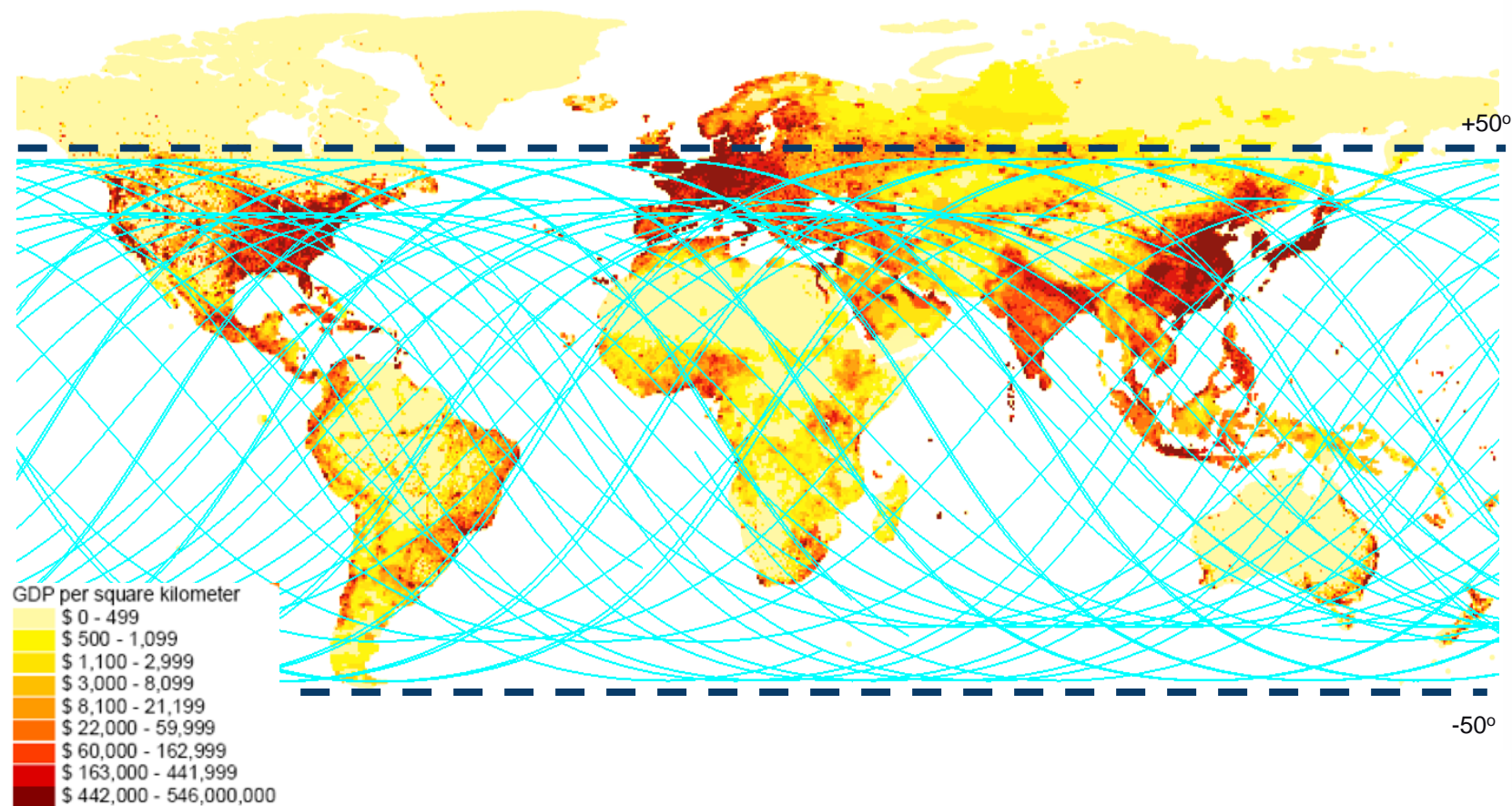
BlackSky Spectra AI

Multi-source SAAS platform autonomously delivers real-time alerts, data and insights



BlackSky's Constellation Designed to Capture Highest Value Targets Efficiently

BlackSky Focused on Only Monitoring Areas of Critical Activity and High Economic Value



Source: Vivid Maps. GDP defined as Gross Domestic Product.

- Monitoring areas of high economic value and where 90% of GDP transacts
- On-demand and fully autonomous satellite tasking and analytic delivery
- Rapid revisit rate of up to 15x daily
- Hourly monitoring and dawn-to-dusk imaging
- Uniquely deployed and capital efficient constellation

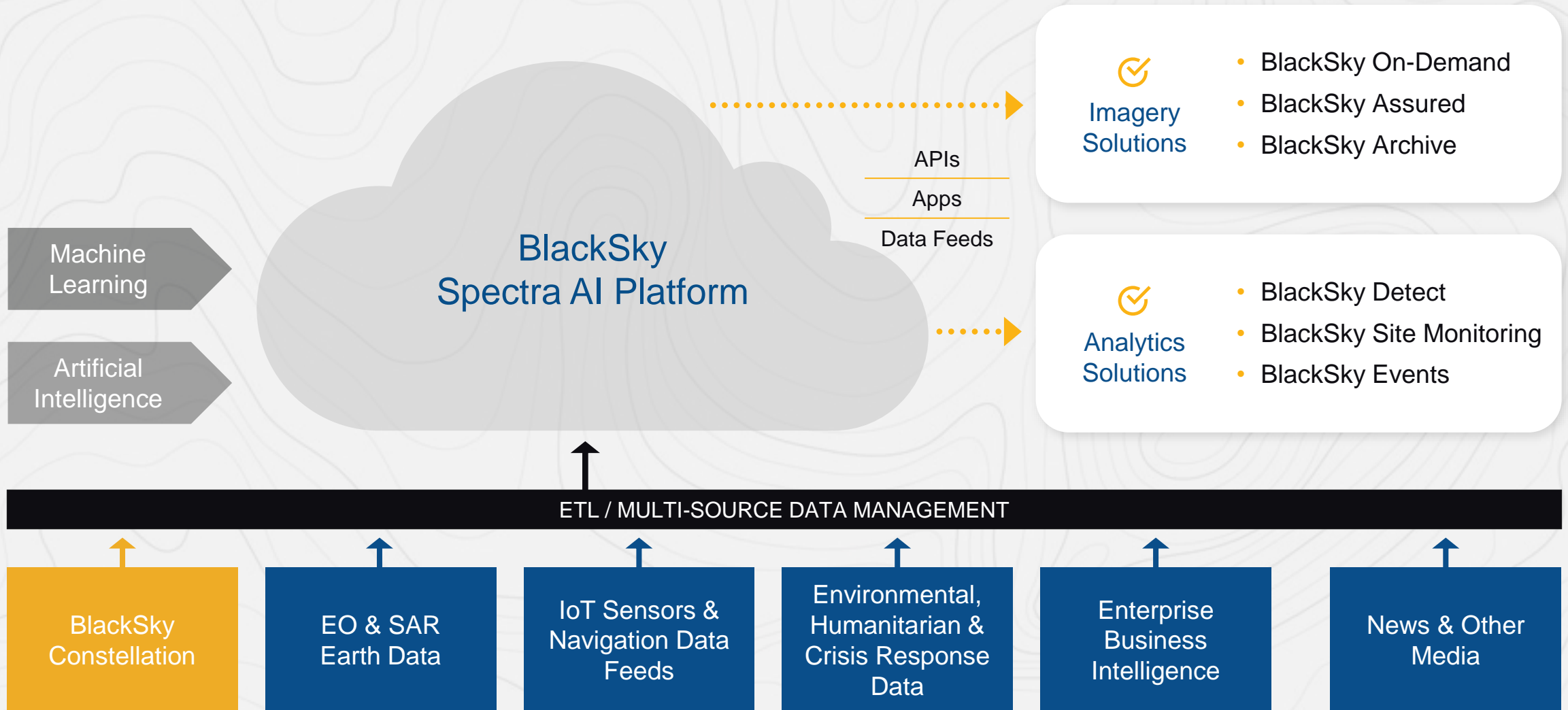
BlackSky is Relied Upon by the Most Important and Demanding Organizations in World



Global 2000
Companies

- Trusted partner to:
 - U.S. government agencies
 - International governments
 - Ministries of Defense
 - Global 2000 commercial companies
- Long history supporting defense and intelligence community
- BlackSky's software is integrated into customer's day to day operations
- Secular shift in government sector to leverage commercial satellite use

Multi-Source SaaS Platform Provides Comprehensive Solutions

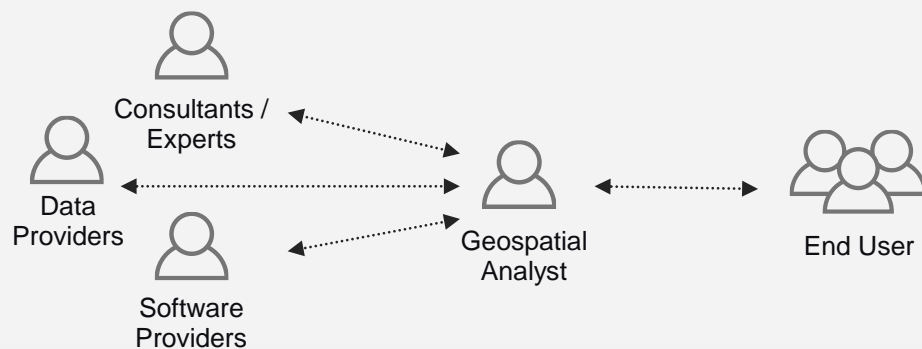


BlackSky is Revolutionizing the Customer Experience

Legacy 12 Step Process

- | | | |
|------------------------------------|--|------------------------------|
| 1. Call customer service | 5. Wait 2-3 days | 9. Generate report |
| 2. Wait for collection feasibility | 6. Get image | 10. Analyze report |
| 3. Get a quote | 7. Give image to analyst | 11. Deliver report |
| 4. Order image | 8. Import image into analysis software | 12. Integrate into workflows |

\$120K for Imagery in 2-3 Days



Slow and inefficient process

High cost of ownership

Extensive development and data acquisition cycles

BlackSky 3 Step Process

1. Log into BlackSky SaaS platform
2. Select satellite tasking and data feed
3. Receive imagery, analytics and insights

\$12K for Imagery & Insights in ~90 Minutes




Easy to use self-service web-based platform


Dramatically lower total cost of ownership

Reduced time to insights


BlackSky's Spectra AI Powers Global Supply Chain Intelligence


Multiple locations, multiple times a day, creates real-time intelligence of the changing supply chain landscape which drives revenue and cost decisions

 100+ LNG Terminals

 500+ Major Ports

 800+ Mines

 800+ Refineries

 1000+ Power Plants

 800+ Airports



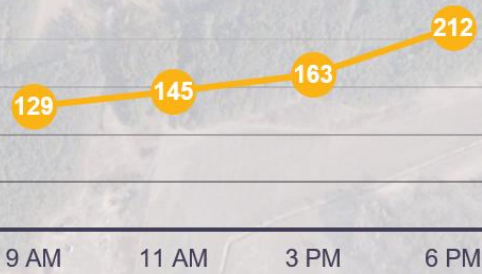
Global GDP Monitoring
with BlackSky Site Monitoring
BlackSky Constellation/Spectra AI

BLACKSKY



BlackSky Supporting Humanitarian Efforts

Buses Waiting at Border



Poland
Ukraine

09:16 local

11:20 local

15:16 local

18:29 local

Korczowa-Krakovets
Border Crossing, Ukraine
BlackSky Analysis and Imaging
Base image 03/17/2022 at 09:16 Local

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24/7 All Weather AI Enabled Autonomous Surveillance

Leveraging partner constellations as needed creates multi-sensor virtual constellation

Fully Automated 24/7 All-Weather EO+SAR Monitoring

Military Med Lift Transport

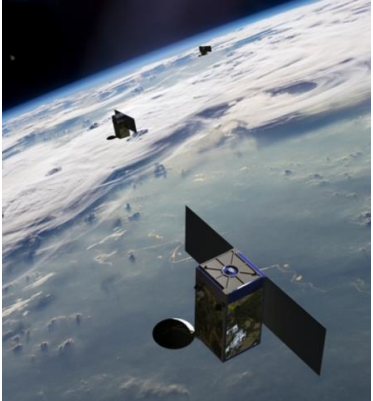
Qionglai Airbase, China
January 29 and 30, 2022
Spectra AI and Ursa Analytics

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ICEYE

SAR analytics by **URSA**
SPACE

Vertically Integrated Agile Space and AI Enabled SAAS Infrastructure



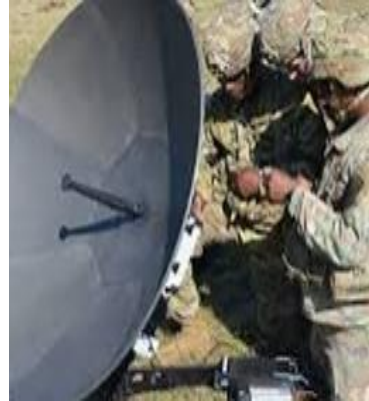
High Revisit Small Satellite Constellation

Dawn to Dusk
~60 min. revisit
rate



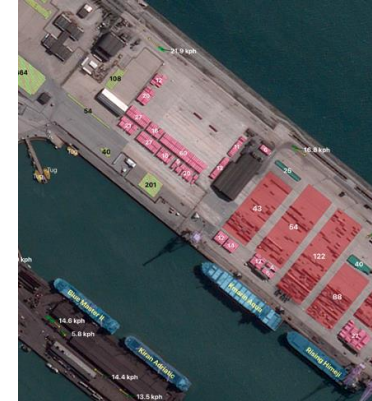
Small Satellite Design and Manufacturing

40 Sat./Year
Production
Capacity



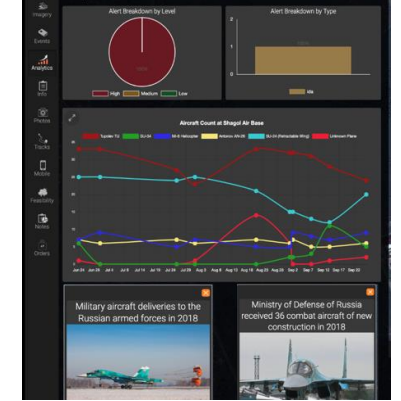
Global Ground Network

Secure Rapid
Delivery



Autonomous Anomaly and Change Detection

AI/ML Enabled
Insights



Predictive and Anticipatory Analytics

Real-time
Alerts

Imagery Stack

2020-09-21 22:53 UTC
Global-8

2020-09-21 02:50 UTC
Global-2

2020-09-20 23:11 UTC
Global-7

2020-09-20 07:07 UTC
Global-8

2020-09-20 05:21 UTC
KOMPSAT-3A

2020-09-20 05:21 UTC
KOMPSAT-3A

2020-09-20 04:29 UTC
Global-4

High Revisit Intraday Site Monitoring



Government Challenge

Detect and track military ships and receive real-time updates of ship departures and arrivals at targeted naval bases and other critically important locations



BlackSky Solution


Leverage site monitoring with high revisit imagery collection throughout the day and using Spectra AI to detect and determine the type and class of ships



Customer Benefit

Receive real-time awareness of naval ship activity across hundreds of bases. BlackSky's capabilities enable customer to receive multiple image collections in a 24-hour period with delivery of imagery & insights within 60 minutes of collection.



 Economic Indicators

 548 Collects in 12 Months

 Simple API Integration

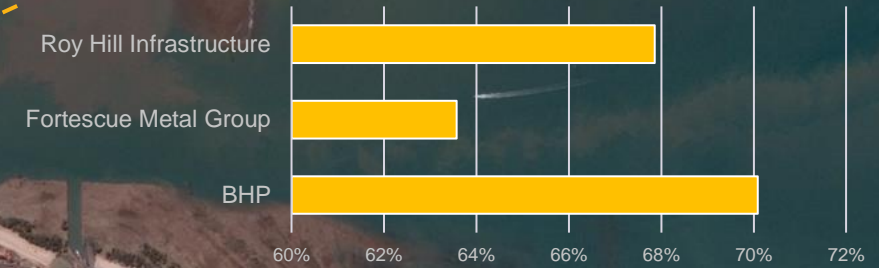


Port Hedland, Australia

Spectra AI Port Monitoring
August 19, 2021
BlackSky Constellation

BLACKSKY

Berth Occupancy Rates



Continuous Monitoring of Iron Ore Supply Chain



Business Challenge

Understand timing and logistics of iron ore volume receipt and delivery from the most important global shipping ports around the world



BlackSky Solution

Provide visibility into port activity through autonomous monitoring and identifying berth occupancy rates by company for competitive intelligence



Customer Benefit

Able to understand competitive dynamics by supply choke point, to better manage relationships with ore suppliers in production regions that matter most

82 Events

LAST 3 DAYS

All results Visible results

Enroute Report – MISS ASHLEY (366996740)

02/16/2022

OHIO 133

Enroute Report – FRANK HOLLOMON (366958910)

02/16/2022

GIWW-WEST 294

Enroute Report – KATHRYN T DEVAL (367597350)

02/16/2022

MISSISSIPPI-LO 101

Enroute Report – CAROLE L BRENT (367166440)

02/16/2022

MISSISSIPPI-LO 225

Enroute Report

02/16/2022

GIWW-WEST 277

Maritime Tracking of Commodity Flows



Business Challenge

Understand pickup, journey, and delivery times of ammonia barges traveling up and down the Mississippi River to improve commodity price decision making



BlackSky Solution

Identifying ammonia barges and deriving ammonia volumes using Spectra AI platform. Tracking barges 24/7 using AIS geo-fencing triggers automatic satellite tasking in real-time. Hourly refresh enables chain of custody monitoring within short delivery window.



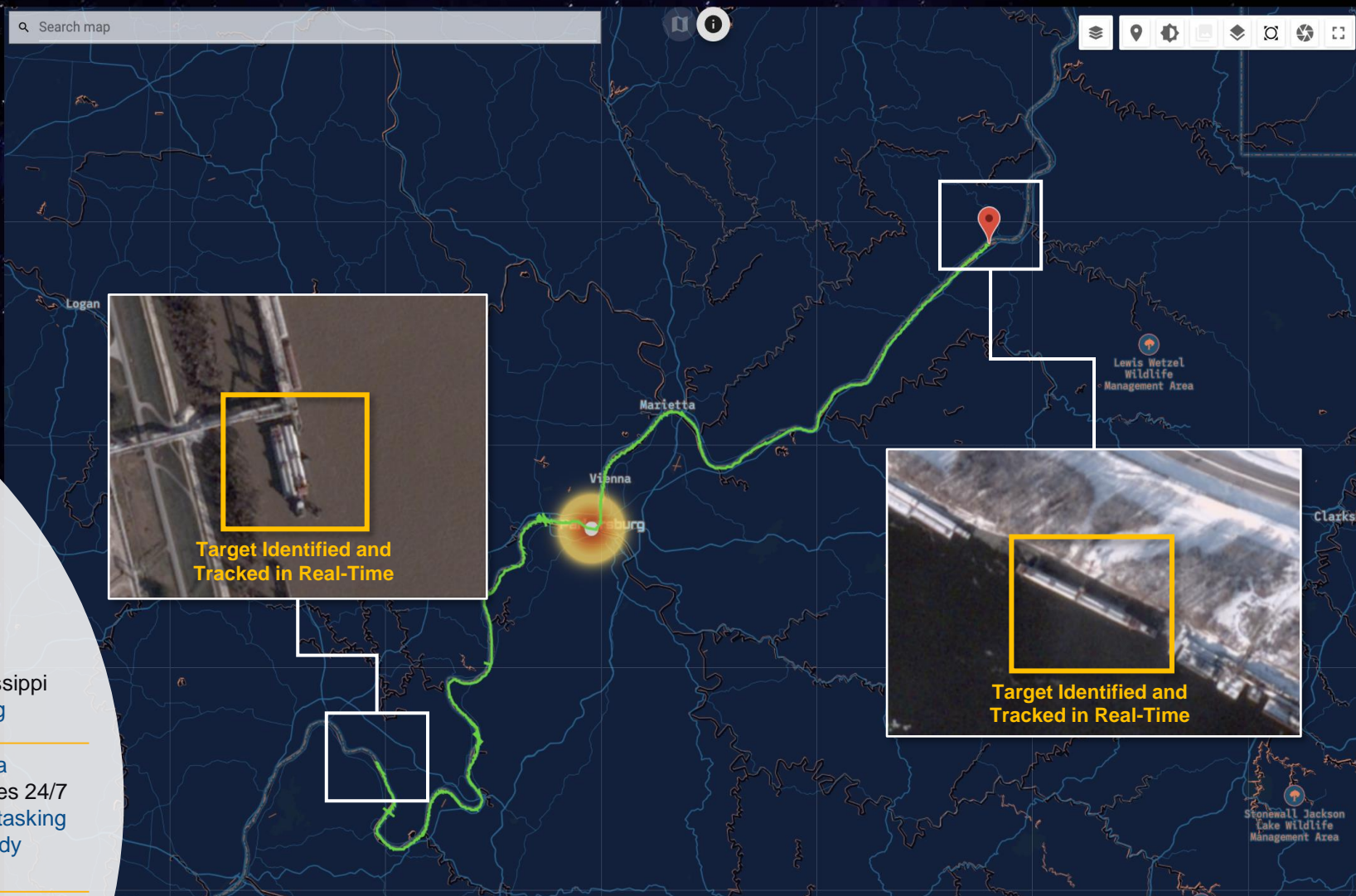
Customer Benefit

Real-time commodity planning and supply chain performance with visibility throughout the day into the location of each ammonia barge and path traveled, enabling smarter procurement decision making

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Departure

Position and Imagery Updates

Arrival

Throughout Journey

Monitoring Coal Stockpiles in Port of Cartagena, Spain



Business Challenge

Accurately monitor and calculate coal production volumes and track shipping to understand deliveries across the global supply chain



BlackSky Solution

Provide imaging and volumetric analysis of coal volume in stockyards and the monitoring of ships exporting coal to ports around the world



Customer Benefit

Achieve cost savings through better understanding of coal volumes and improved logistical efficiencies of shipping container movements

BlackSky's 3-D Volumetric Analysis on Coal Stockyard

BlackSky's Spectra AI Calculates Coal Volumes

Collection_Time	Processing_Time	Stockyard_ID	Coal_Terminal	Stockpile_Volume	Stockpile_Mass	Coal_Type	Source_Image_ID
2021-12-13T03:41:54	2022-01-09T02:32:04	1	Port Hedland, Australia	155484.18856956700	348809.37433941600	Coking	BSG-107-20211213-034154-15897124
2021-12-13T03:41:54	2022-01-09T02:32:04	2	Port Hedland, Australia	148471.27600092200	333076.78012600700	Coking	BSG-107-20211213-034154-15897124
2021-12-13T03:41:54	2022-01-09T02:32:04	3	Port Hedland, Australia	224761.26894777000	504223.859150332	Coking	BSG-107-20211213-034154-15897124
2021-12-13T03:41:54	2022-01-09T02:32:04	4	Port Hedland, Australia	67508.7650006556	151447.4899276950	Coking	BSG-107-20211213-034154-15897124
2021-12-15T22:59:02	2022-01-09T02:32:07	1	Port Hedland, Australia	152465.66365452600	342037.6903712280	Coking	BSG-114-20211215-225902-16054808
2021-12-15T22:59:02	2022-01-09T02:32:07	2	Port Hedland, Australia	148471.27600092200	333076.78012600700	Coking	BSG-114-20211215-225902-16054808
2021-12-15T22:59:02	2022-01-09T02:32:07	3	Port Hedland, Australia	224761.26894777000	504223.859150332	Coking	BSG-114-20211215-225902-16054808
2021-12-15T22:59:02	2022-01-09T02:32:07	4	Port Hedland, Australia	67508.7650006556	151447.4899276950	Coking	BSG-114-20211215-225902-16054808
2021-12-14T23:33:46	2022-01-09T02:32:11	4	Port Hedland, Australia	60084.53448804310	134792.1552349500	Coking	BSG-115-20211214-233346-15997714
2021-12-12T05:23:38	2022-01-09T02:32:14	1	Port Hedland, Australia	73589.03188052830	165087.80992226600	Coking	BSG-109-20211212-052338-15846354
2021-12-12T05:23:38	2022-01-09T02:32:14	2	Port Hedland, Australia	168281.71399311000	377519.02563673500	Coking	BSG-109-20211212-052338-15846354
2021-12-12T05:23:38	2022-01-09T02:32:14	3	Port Hedland, Australia	143117.82297168000	321066.97630695200	Coking	BSG-109-20211212-052338-15846354
2021-12-12T05:23:38	2022-01-09T02:32:14	4	Port Hedland, Australia	57233.562045220400	128396.35432947800	Coking	BSG-109-20211212-052338-15846354
2021-12-16T02:48:59	2022-01-09T02:32:18	1	Port Hedland, Australia	104389.78557588300	234185.4572425410	Coking	BSG-108-20211216-024859-16062548
2021-12-16T02:48:59	2022-01-09T02:32:18	2	Port Hedland, Australia	133811.85908949100	300190.2076191900	Coking	BSG-108-20211216-024859-16062548
2021-12-16T02:48:59	2022-01-09T02:32:18	3	Port Hedland, Australia	219506.60858597900	492435.68435246500	Coking	BSG-108-20211216-024859-16062548
2021-12-16T02:48:59	2022-01-09T02:32:18	4	Port Hedland, Australia	72070.12451516400	161680.33079100200	Coking	BSG-108-20211216-024859-16062548

13.4kT
2.9kT
11.7kT

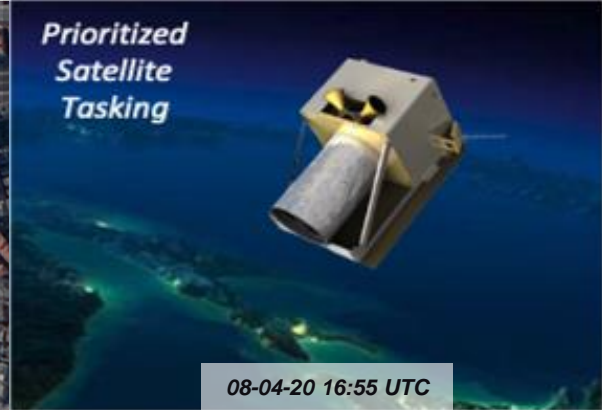


08-04-20 15:08 UTC

Events



Tips & Cues



08-04-20 16:55 UTC

Critical Infrastructure Global Monitoring



Industry Challenge

Unexpected incidents may cause disastrous impacts to operations, slow supply chains, and jeopardize the safety of personnel. The faster the impact can be observed and measured, the faster a business can respond.



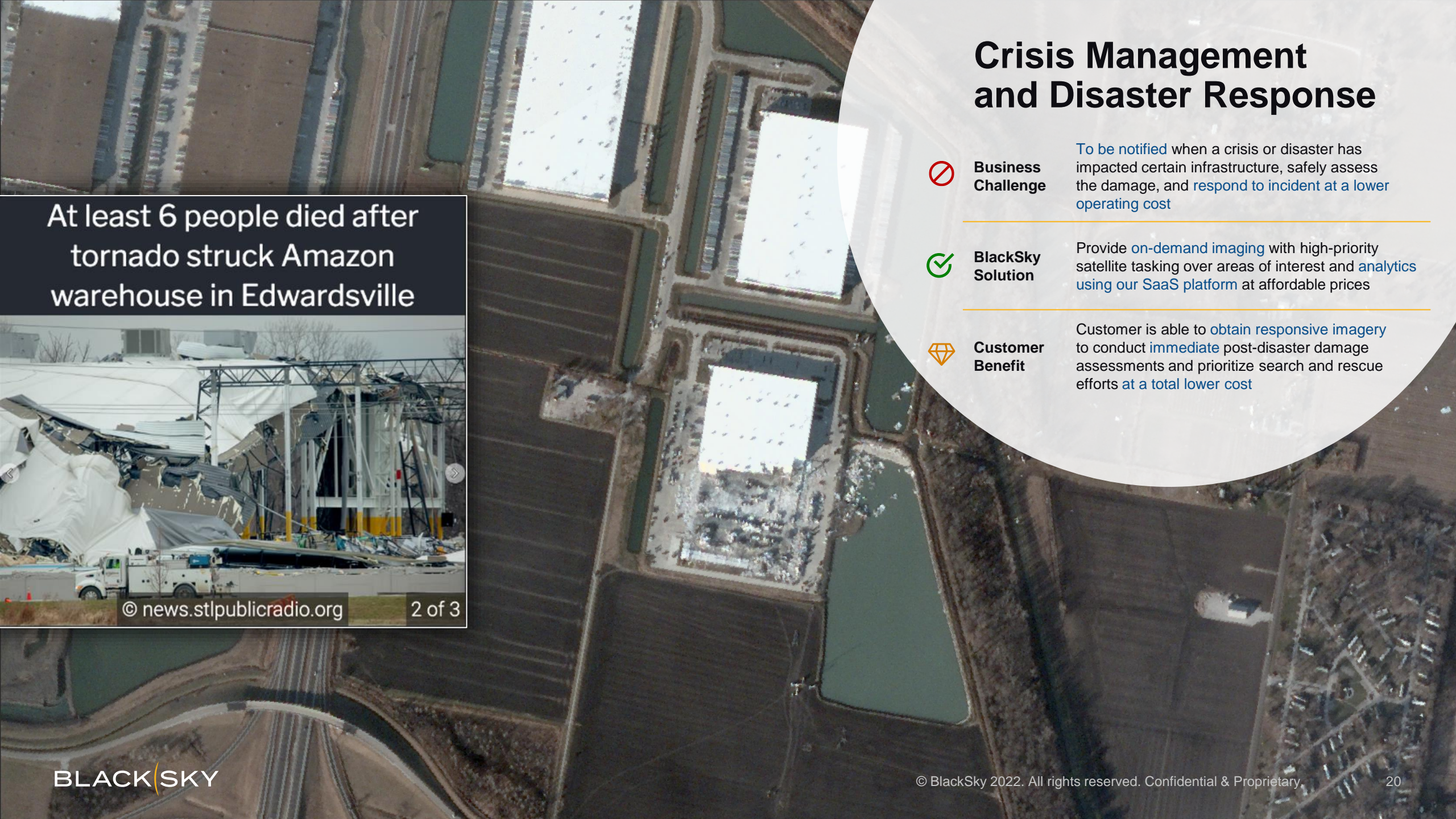
BlackSky Solution

Automatically monitor seismic sensors in real-time to trigger BlackSky satellites for immediate imaging across constellation. Capture the first satellite images with content available in the platform in as little as 90 minutes.



Customer Benefit

Fully autonomous monitoring and impact notification enables customers to assess damage to facilities and impacts on operations in mere hours after disaster strikes to make the most informed decisions possible



At least 6 people died after
tornado struck Amazon
warehouse in Edwardsville



Crisis Management and Disaster Response



Business Challenge

To be notified when a crisis or disaster has impacted certain infrastructure, safely assess the damage, and respond to incident at a lower operating cost



BlackSky Solution

Provide on-demand imaging with high-priority satellite tasking over areas of interest and analytics using our SaaS platform at affordable prices



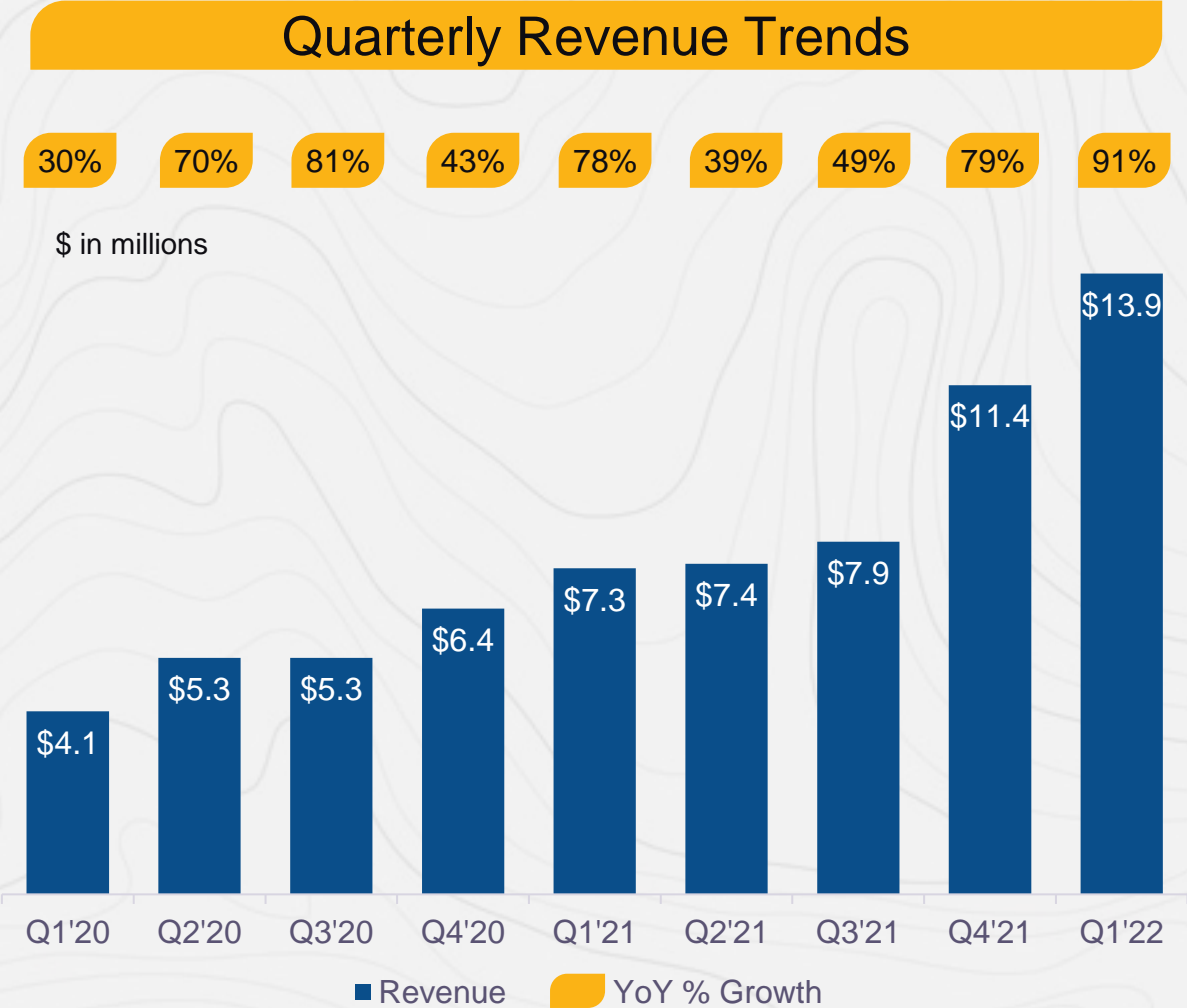
Customer Benefit

Customer is able to obtain responsive imagery to conduct immediate post-disaster damage assessments and prioritize search and rescue efforts at a total lower cost

Q1 2022 Highlights

- Record revenues of \$13.9 million, up 91% over prior year period
- Awarded a multi million-dollar contract from an international government
- Signed additional agreements with several other international governments and NGOs
- Expanded existing contracts with the NRO, NGA and other U.S. defense agencies
- Engaged with several new major commercial customers
- Increased global reseller network by over 25% and expanded direct sales force
- Enhanced software platform with new imagery, sensor and analytic capabilities
- Successfully launched two additional satellites expanding revisit and capacity

Strong Demand and Revenue Trends



Key Highlights

- Demand for BlackSky’s imagery & analytic solutions continues to grow
- Record Q1 2022 revenues, up 91% over prior year period
- Strong quarterly revenue growth over the last 2 years
- Higher revenues leading to significant operating leverage
- Focused on scaling the business efficiently

World Class Management Team



Brian O'Toole
Chief Executive Officer



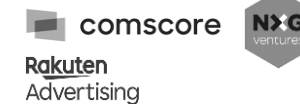
Johan Broekhuysen
Chief Financial Officer



Peter Wegner
Chief Technology Officer



Chris Lin
General Counsel



Nick Merski
Chief Operations Officer



Henry Dubois
Chief Development Officer



Patrick O'Neil
Chief Innovation Officer



J.R. Riordan
Chief Revenue Officer



Amy Minnick
Chief Commercial Officer



Kevin Rioles
Chief Information Officer



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