

**ASTRA (Nasdaq: ASTR)**  
Investor Deck  
August 2021



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## CHRIS KEMP – CO-FOUNDER, CHAIRMAN & CEO

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### Agenda

- Spacetech – the Next Frontier
- Rapid Iteration and Manufacturing Efficiency
- Launch Services
- Apollo Fusion – Orbital Ignition
- Customers Announcements
- Building Out Our Talented Team
- Board of Directors
- Kelyn Brannon – 2021 Earnings



# SPACE IS THE NEXT ECONOMIC FRONTIER

Astra is the third privately-funded U.S. company in history to reach space and demonstrate orbital capability

**\$1.0+ Trillion**

Total Space Economy in 2040<sup>(1)</sup>

**\$216 Billion**

Satellite Manufacturing Spending through 2030<sup>(2)</sup>

**\$40.7 Billion**

Government Investment in Space<sup>(3)</sup>

**400+**

Private U.S. Companies<sup>(4)</sup>

Source: Wall Street Research, Space Capital.

(1) Per Morgan Stanley Research.

(2) Based on projected FY'21 DoD and NASA budgets from Jefferies, What's Up in Space: New Launchers, Same Incumbents (Aug. 2020).

(3) Companies currently operating space assets or with plans to launch them in the next 3 years.

(4) Companies currently operating space assets or with plans to launch them in the near term.

# SUPPLY CONSTRAINED MARKET

Leading to a rapidly growing pipeline

\$150M BACKLOG <sup>(1)</sup>

\$1.2B PIPELINE

Amongst a great diversity in number of customers and verticals



BROADBAND



EARTH  
OBSERVATION



MARITIME



POINT-TO-POINT



IOT/M2M  
CONNECTIVITY



GOVERNMENT

(1) Also known as contracted revenue.  
Source: Company estimates

# SPACETECH ECONOMY

Small satellites + low-cost launch

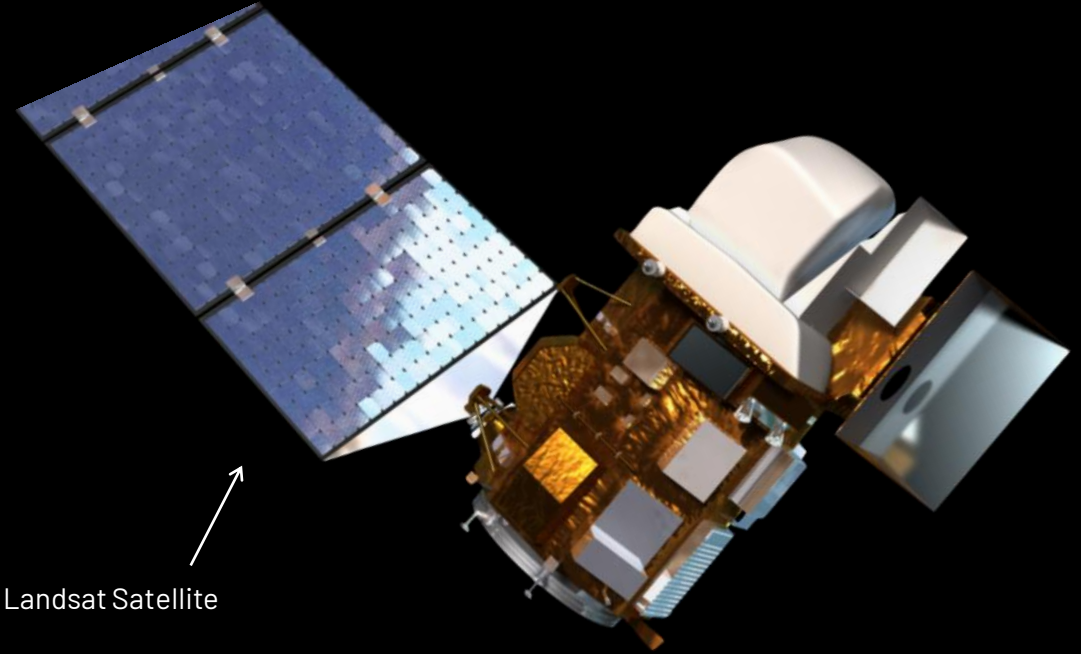
Planet Dove Satellite



LEO (Low Earth Orbit)  
"HYPERSCALE" SPACE

500 miles from Earth <sup>(1)</sup>

NASA Landsat Satellite



GEO (Geosynchronous Orbit)  
"MAINFRAME" SPACE

22,236 miles from Earth <sup>(1)</sup>

*GEO is 44x farther away than LEO*

<sup>(1)</sup> Approximately

# SPACETECH ECONOMY

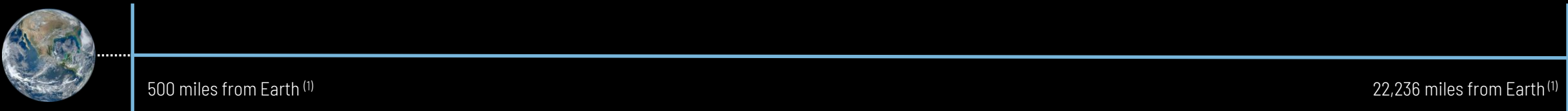
## Small satellites + low-cost launch

### LEO “HYPERSCALE” SPACE

Distance	500 miles <sup>(1)</sup>	98% closer
Satellite price	\$400,000 <sup>(1)</sup>	98% cheaper
Launch price	\$3,000,000 <sup>(1)</sup>	97% cheaper
Volume	1,000s/year <sup>(1)</sup>	100x increase

### GEO “MAINFRAME” SPACE

22,000 miles <sup>(1)</sup>	Distance
\$200,000,000 <sup>(1)</sup>	Satellite price
\$100,000,000 <sup>(1)</sup>	Launch price
10s/year <sup>(1)</sup>	Volume

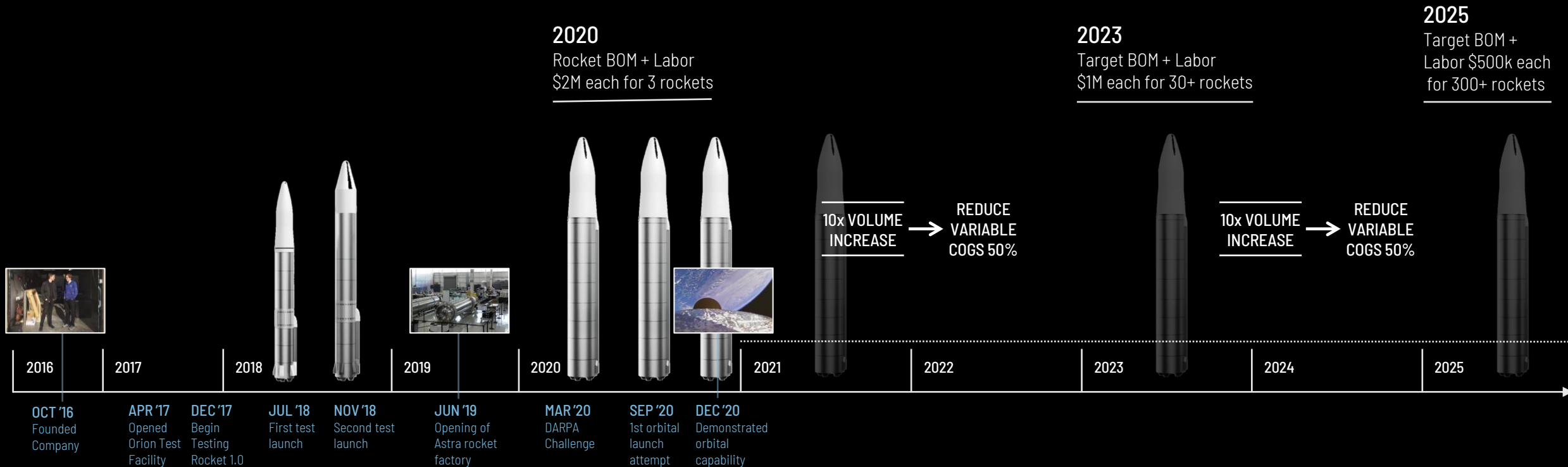


<sup>(1)</sup> Approximately

# RAPID ITERATION DEEPENS COMPETITIVE MOAT

## KEYS TO SUCCESS:

- Technology de-risked by success of launches
- Rapidly enhance and re-launch rockets
- Automation to optimize costs and streamline improvements





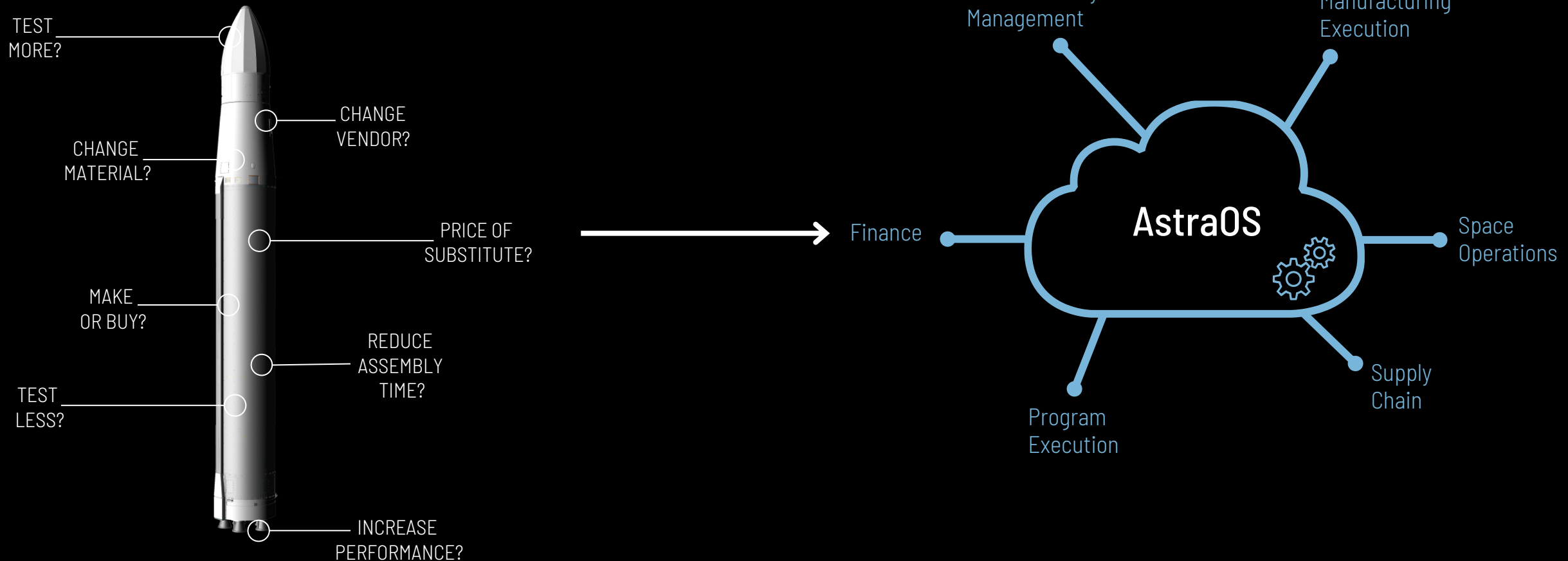
# A "MODEL T" FOR THE SPACE INDUSTRY

Alameda Naval Air Station HQ — expanding to 350k sq. ft.,  
20-acre campus

Efficiency-driven manufacturing processes + automation in a  
world-class development and production facility, using readily  
available materials.

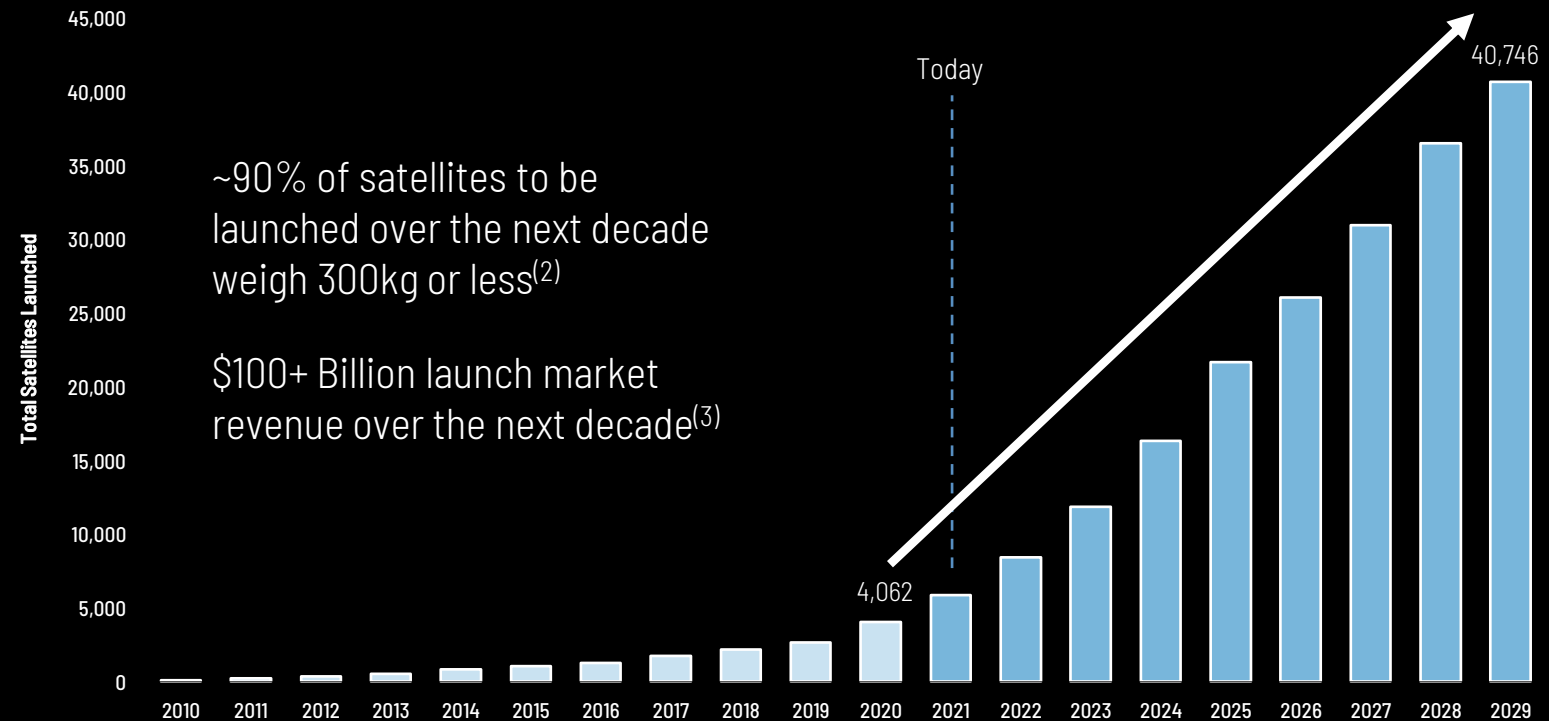


# SOFTWARE-DRIVEN MANUFACTURING EFFICIENCY



# SPACETECH AT AN INFLECTION POINT

38,000+ satellites to be built + launched between 2020 - 2029<sup>(1)</sup>



Source: Wall Street Research, Space Capital.

(1) Based on Euroconsult and Astra Management estimates.

(2) Based on Euroconsult estimates derived from 7,015 satellites with known mass.

(3) Factors in Euroconsult and Management estimates for satellite launches.

LAUNCH SERVICES  
SPACE SERVICES  
SPACEPORT SERVICES



**RAPID**

From payload delivery to launch within days



**PORTABLE AND GLOBAL**








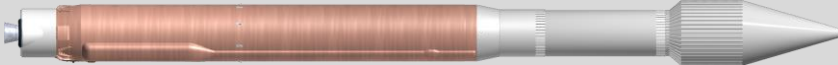


Launch from anywhere in the world in 24 hours



**AFFORDABLE**

Most affordable launch system for small payloads

# ASTRA IS UNIQUELY POSITIONED TO SERVE THE SATELLITE MARKET

			CADENCE	DEDICATED LAUNCH PRICE	NUMBER OF LAUNCHES IN LAST 12 MONTHS
<b>ASTRA</b> <small>SMALL LAUNCH (&lt;500 KG)</small>	 		<b>300+</b> <small>LAUNCHES / YEAR</small>	\$	1
<b>VIRGIN ORBIT</b> <small>SMALL LAUNCH (&lt;500 KG)</small>	 		<b>&lt; 50</b> <small>LAUNCHES / YEAR</small>	\$\$	2
<b>ROCKET LAB</b> <small>SMALL + HEAVY LAUNCH<sup>(1)</sup> (&lt;500 KG + &gt;1500 KG<sup>(1)</sup>)</small>	 		<b>&lt; 50</b> <small>LAUNCHES / YEAR</small>	\$\$	7
<b>ULA</b> <small>HEAVY LAUNCH (&gt;1500 KG)</small>	 		<b>&lt; 30</b> <small>LAUNCHES / YEAR</small>	\$\$\$\$	4
<b>SPACEX</b> <small>HEAVY LAUNCH (&gt;1500 KG)</small>	 		<b>&lt; 30</b> <small>LAUNCHES / YEAR</small>	\$\$\$\$	30



# RECENT NEWS



## APOLLO FUSION: FIRST ORBITAL THRUSTER IGNITES IN ORBIT

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“...THE INDUSTRY'S FIRST FULLY  
FUNCTIONAL ELECTRIC PROPULSION  
ORBITAL TRANSFER VEHICLE...PAVES  
THE WAY FOR EXPANDING ORBITAL  
DESTINATIONS.”

—PHILIP BRACKEN, VP OF ENGINEERING AT SPACEFLIGHT



Rendering by Spaceflight



## MULTI-LAUNCH CUSTOMER WINS

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Announced February 2021  
Multi-Launch Contract



Announced May 2021  
Multi-Launch Contract



Announced August 2021  
Multi-Launch Contract



## BUILDING OUT OUR TALENTED TEAM



Joined February 2021

Benjamin Lyon  
Chief Engineer



Joined March 2021

Carla Supanich  
VP of People



Joined March 2021

Will Drewery  
VP of Supply Chain



Joined March 2021

Gio Greco  
SVP Product Engineering



Joined June 2021

Stratos Davlos  
SVP Software

## BOARD OF DIRECTORS



ACME  
Goldman  
Sachs

Joined December 2017

Scott Stanford



 *Sun*  
microsystems  
ARISTA

Joined June 2021

Mike Lehman



  
McCAW CELLULAR, INC.  
NEXTEL

Joined June 2021

Craig McCaw



  
WESTEXEC  
ADVISORS

Joined August 2021

Michèle Flournoy



 Microsoft  


Joined August 2021

Lisa Nelson

## KELYN BRANNON — CFO

### 2021 EARNINGS RECAP

- Merger and PIPE Transaction Summary
- Q2 2021 Financial Results
- Q3 2021 Financial Outlook
- GAAP Financial Measures to Adjusted (non-GAAP) Financial Measures



## KELYN BRANNON — CFO

### MERGER AND PIPE TRANSACTION HIGHLIGHTS:

Merger and PIPE Added \$464 Million to Astra Balance Sheet

- Merger with Holicity Generated \$299.9 Million in Gross Proceeds
- Redemptions less than 11,000 of 30,000,000 shares
- PIPE generated \$200 Million, led by BlackRock

S-1 Filed

- Shares Registered

## KELYN BRANNON — CFO

### SECOND QUARTER 2021 FINANCIAL HIGHLIGHTS:

- GAAP Net Loss was \$(31.3) million
- Adjusted Net Loss was \$(23.1) million
- Adjusted EBTIDA of \$(21.4) million
- Capital Expenditures Totaled \$8.5 million
- Cash at end of Second Quarter Totaled \$452.4 million\*

*\* Includes cash, cash equivalents and restricted cash*



## KELYN BRANNON — CFO

### THIRD QUARTER 2021 FINANCIAL OUTLOOK:

- Adjusted EBITDA between \$(32.0) million and \$(35.0) million
- Depreciation and Amortization between \$1.0 million and \$1.3 million
- Stock-based compensation between \$6.0 million and \$10.0 million
- Cash taxes of approximately zero
- Basic shares outstanding between 255 million and 260 million
- Capital expenditures between \$10.0 million and \$15.0 million





# Q & A



# APPENDIX

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## RECONCILIATION TO ADJUSTED (NON-GAAP) MEASURES

RECONCILIATION OF GAAP  
TO NON-GAAP  
(in thousands except per share data)

Three Months Ended  
June 30,

Six Months Ended  
June 30,

	2021	2020	2021	2020
GAAP Net Loss	\$ (31,297)	\$ (8,825)	\$ (190,269)	\$ (20,806)
Loss on extinguishment of convertible notes	-	-	133,783	-
Stock based compensation	7,444	141	17,777	513
Non-recurring expenses	750	-	750	-
Adjusted Net Loss	(23,103)	(8,684)	(37,959)	(20,293)
Interest Expense	678	1,253	1,213	2,252
Income tax expense	-	-	-	-
Depreciation & Amortization	1,030	808	1,918	1,664
Adjusted EBITDA	\$ (21,395)	\$ (6,622)	\$ (34,828)	\$ (16,377)