



**RAYMOND JAMES
45TH ANNUAL INSTITUTIONAL
INVESTORS CONFERENCE**

MARCH 4, 2024





FORWARD LOOKING STATEMENTS

Safe Harbor Statement

This presentation contains statements about future events and expectations known as “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended (the “Securities Act”), and Section 21E of the Securities Exchange Act of 1934, as amended (the “Exchange Act”). Iridium Communications Inc. (“Iridium” or the “Company”) has based these statements on its current expectations and the information currently available to it.

Forward-looking statements in this presentation include statements regarding the merger with Satelles, Inc. and the expected benefits thereof; short and long-term financial outlook, including service revenue growth; potential returns to shareholders, including dividends, share buybacks and strategic investments; potential contributors to service revenue growth, including IoT, D2D, telephony, midband and potential acquisitions; capital expenditures, free cash flow and cash flow conversion and leverage levels; and contracted U.S. government revenues. Other forward-looking statements can be identified by the words "anticipates," "may," "can," "believes," "expects," "projects," "intends," "likely," "will," "to be" and other expressions that are predictions of or indicate future events, trends or prospects. These forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause the actual results, performance or achievements of Iridium to differ materially from any future results, performance or achievements expressed or implied by such forward-looking statements. These risks and uncertainties include, but are not limited to, uncertainties regarding expected Operational EBITDA, growth in subscribers and revenue, levels of demand for mobile satellite services (MSS), the development and demand for new products and services, and the Company's ability to maintain the health, capacity and content of its satellite constellation, as well as general industry and economic conditions, and competitive, legal, governmental and technological factors. Other factors that could cause actual results to differ materially from those indicated by the forward-looking statements include those factors listed under the caption "Risk Factors" in the Company's Form 10-K for the year ended December 31, 2023, filed with the SEC on February 15, 2024, as well as other filings Iridium makes with the SEC from time to time. There is no assurance that Iridium's expectations will be realized. If one or more of these risks or uncertainties materialize, or if Iridium's underlying assumptions prove incorrect, actual results may vary materially from those expected, estimated or projected.

Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof unless otherwise indicated. The Company undertakes no obligation to release publicly any revisions to any forward-looking statements after the date they are made, whether as a result of new information, future events or otherwise.



NON-GAAP FINANCIAL MEASURES

Non-GAAP Financial Measures

In addition to disclosing financial results that are determined in accordance with U.S. GAAP, the Company provides Operational EBITDA and Pro Forma Free Cash Flow, which are non-GAAP financial measures, as supplemental measures to help investors evaluate the Company's fundamental operational performance. Operational EBITDA represents earnings before interest, income taxes, depreciation and amortization, income (loss) on equity method investments, net, share-based compensation expenses and, for periods presented through the first quarter of 2020 only, certain expenses associated with the construction of the Company's Iridium NEXT satellite constellation, primarily in-orbit insurance. The Company considers the loss on early extinguishment of debt to be financing-related costs associated with interest expense or amortization of financing fees, which by definition are excluded from Operational EBITDA. Such charges are incidental to, but not reflective of, the Company's day-to-day operating performance. In addition, the Company presents Pro Forma Free Cash Flow, which subtracts non-cash hosted payload revenue, pro forma net interest, and normalized capital expenditures, working capital and cash taxes from Operational EBITDA. The Company uses Pro Forma Free Cash Flow to measure the Company's capacity for deleveraging and other shareholder-friendly actions. Operational EBITDA, along with its related measure, Operational EBITDA margin, and Pro Forma Free Cash Flow, do not represent, and should not be considered, alternatives to U.S. GAAP measurements such as net income or loss. In addition, there is no standardized measurement of Operational EBITDA or Pro Forma Free Cash Flow, and the Company's calculations thereof may not be comparable to similarly titled measures reported by other companies. The Company believes Operational EBITDA and Pro Forma Free Cash Flow are useful measures across time in evaluating the Company's fundamental core operating performance. Management also uses Operational EBITDA to manage the business, including in preparing its annual operating budget, debt covenant compliance, financial projections and compensation plans. The Company believes that Operational EBITDA and Pro Forma Free Cash Flow are also useful to investors because similar measures are frequently used by securities analysts, investors and other interested parties in their evaluation of companies in similar industries. As indicated, Operational EBITDA does not include interest expense on borrowed money, the payment of income taxes, amortization of the Company's definite-lived intangible assets, or depreciation expense on the Company's capital assets, which are necessary elements of the Company's operations. Since Operational EBITDA does not account for these and other expenses, its utility as a measure of the Company's operating performance has material limitations. Pro Forma Free Cash Flow further adjusts Operational EBITDA by subtracting pro forma net interest, cash from hosted payloads, and normalized amounts of capital expenditures, working capital and cash taxes. The actual amounts of these pro forma and normalized measures may vary from year to year. Due to these limitations, the Company's management does not view Operational EBITDA or Pro Forma Free Cash Flow in isolation, but also uses other measurements, such as net income (loss), revenues, operating profit and cash flows from operating activities, to measure operating performance. Please refer to the schedule in the Appendix for a reconciliation of consolidated GAAP net loss to Operational EBITDA and Pro Forma Free Cash Flow and Iridium's Investor Relations webpage at www.iridium.com for a discussion and reconciliation of these and other non-GAAP financial measures. We do not provide a forward-looking reconciliation of expected full-year 2024 Operational EBITDA or Pro Forma Free Cash Flow guidance as the amount and significance of special items required to develop meaningful comparable GAAP financial measures cannot be estimated at this time without unreasonable efforts.



NETWORK PROVIDES A SUSTAINABLE COMPETITIVE ADVANTAGE

- Unique Low-Earth Orbit (LEO) constellation completed in 2019 sets Iridium apart
 - LEO results in smaller antennas, lower latency and a better customer experience
 - Upgraded satellites deliver improvements in quality and speed for midband and specialty broadband
 - 14 on-orbit spares, including 5 launched in 2023
- Cross-linked, overlapping “mesh” architecture delivers superior availability, efficiency and reliability
 - Only system with true global coverage
 - Iridium is largely complementary to planned, new LEO mega constellations offering commodity broadband

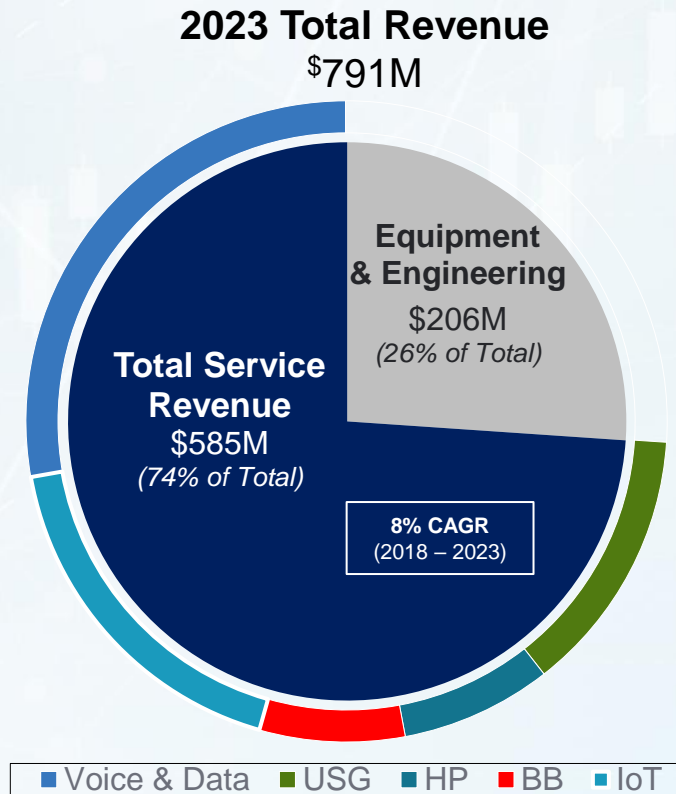


Our Satellite Network Provides a Superior and Differentiated Experience for Customers with True Global Coverage



IRIDIUM 2023 REVENUE

- Total Service Revenue is recurring and highly predictable
 - Commercial Voice & Data revenue is largest component at \$219.2M
 - Commercial IoT has the most subscribers at 1,709,000 (20% 10-year CAGR)
 - 7-year \$738.5M U.S. government contract signed in 2019
- Equipment margin in the mid-30%
- Engineering Revenues driven by government projects, like the Space Development Agency



A TRACK RECORD OF STRONG GROWTH



Service Revenue
7% CAGR

OEBITDA
9% CAGR

Network Competitive Advantage → **Intact !** = **Yielding Service Revenue Growth** + **Yielding Faster OEBITDA Growth**



SATELLES BUSINESS OVERVIEW



Satelles uses the Iridium constellation to provide solutions that minimize vulnerabilities associated with GPS/GNSS using its alternative technology

Revenue Sources by Business Area

Government	Alternative PNT service
Commercial	Service to 5G, Data Centers and Cybersecurity Customers
Engineering Services	Customer-funded efforts to support solution development

Market Partners Include



- Founded in 2013
- Began offering Satellite Time & Location (STL) service in 2016
- Leading provider of Positioning, Navigation & Timing (PNT) services to government and commercial customers
- Provides signal 1,000 times more powerful than GPS
- Has the exclusive license to 40+ patents
- Iridium was a 20% shareholder
- Developing a new suite of chips to enable broader distribution in commercial and government applications



SATELLES DEAL OVERVIEW



The Satelles acquisition provides material service revenue growth

Deal Rationale

- Adds to Iridium's differentiated offering based upon a technology we know well
 - Augments portfolio with additional government and commercial services that are viewed as "critical"
 - Broadens relationships with key technology partners, facilitating growth with 5G, data centers and cybersecurity
- Accretive to OEBITDA starting in 2025
- Vision and culture align with Iridium's

Deal Terms

- Purchase price of ~\$115 million for 80% of Satelles not already owned
- Financing with a tack-on to Term Loan B



Iridium Financial Outlook 2023-2030

As we look out to 2030, several assumptions underpin our perspective on the free cash flow generation and capacity for shareholder returns

2023-30 Plan Assumptions

- Uphold Capex holiday
- Scale OEBITDA based on operating leverage
- Grow levered free cash flow
- Equipment sales moderate from 2022 record level
- Maintain gross debt profile through 2030 (exclusive of acquisitions)
- Maintain and grow dividend
- Opportunistically repurchase shares

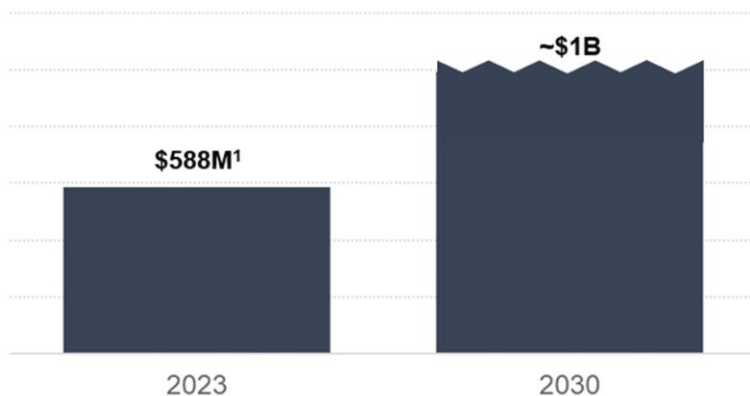
FLEXIBILITY FOR STRATEGIC INVESTMENTS IF COMPELLING



Revenue Outlook

We expect strong service revenue growth from 2023 to 2030, with IoT, Midband, and D2D providing the tailwinds for high single digit growth

Service Revenue Outlook



Key Growth Drivers

1. IoT: Personal Communications and Industrial IoT continuing to grow while new midband offerings stimulates growth
2. D2D: Expect significant adoption
3. Telephony: Favorable competitive environment along with PTT expansion
4. Midband: New offering across all verticals
5. Tuck-in Acquisitions: Companies that can drive additional growth on our network



1. Represents midpoint of Service Revenue guidance range



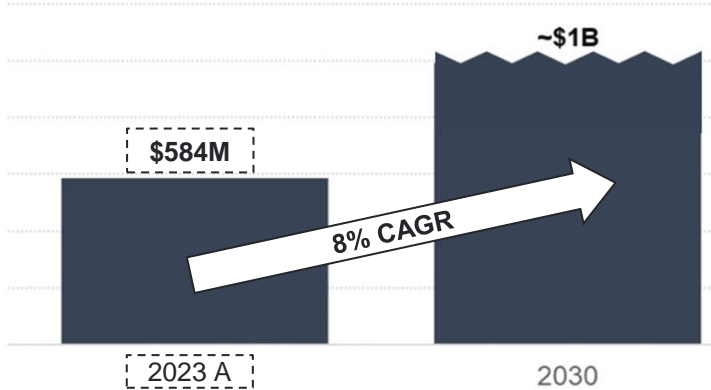


INVESTOR DAY SLIDE (CURRENT STATUS)

Revenue Outlook

We expect strong service revenue growth from 2023 to 2030, with IoT, Midband, and D2D providing the tailwinds for high single digit growth

Service Revenue Outlook



Key Growth Drivers	Status
1. IoT	13% growth in 2023 and expect similar growth in 2024.
2. D2D	Project Stardust – new program introduced in 2024.
3. Telephony	✓
4. Midband	✓
5. Tuck-in Acquisitions	Satellites expected to contribute \$100M in revenue in 2030.

Growth Story Intact!
 Service Revenue = Faster OEBITDA Growth = Faster Free Cash Flow

2023 INVESTOR DAY

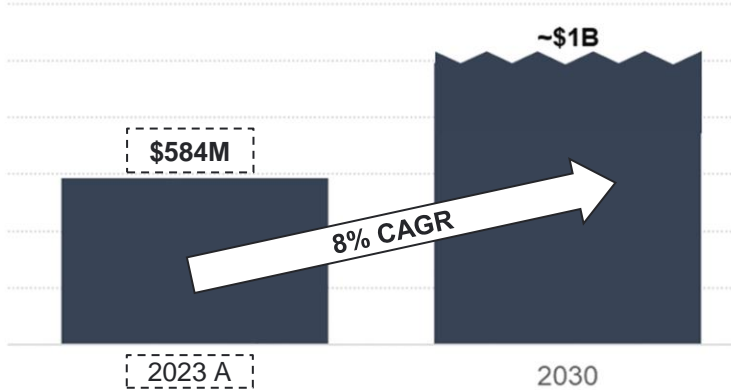


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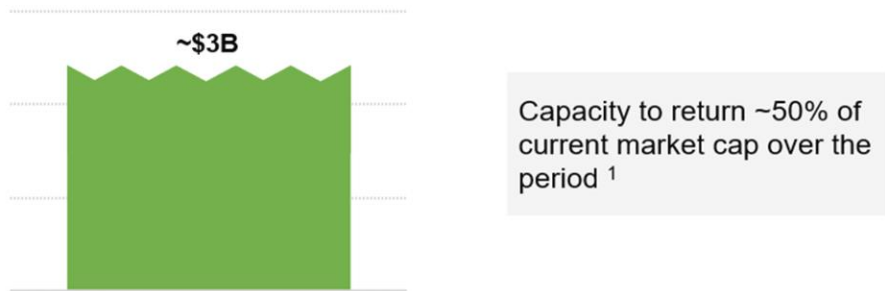
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2. D2D	Project Stardust – new program introduced in 2024.
3. Telephony	✓
4. Midband	✓
5. Tuck-in Acquisitions	Satellites expected to contribute \$100M in revenue in 2030.
Broadband	Not a primary contributor to growth profile. Focused on Safety Services. Starlink impact understood and modeled accordingly.



Iridium Financial Outlook 2023-2030

Our revenue and OEBITDA growth profile generates around \$3B in capacity for shareholder returns from 2023-30 (while de-levering a full turn)

2023-30 Capacity for Shareholder Returns and Strategic Investments





INVESTOR DAY SLIDE *(CURRENT STATUS)*

Iridium Financial Outlook 2023-2030

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2023-30 Capacity for Shareholder Returns and Strategic Investments



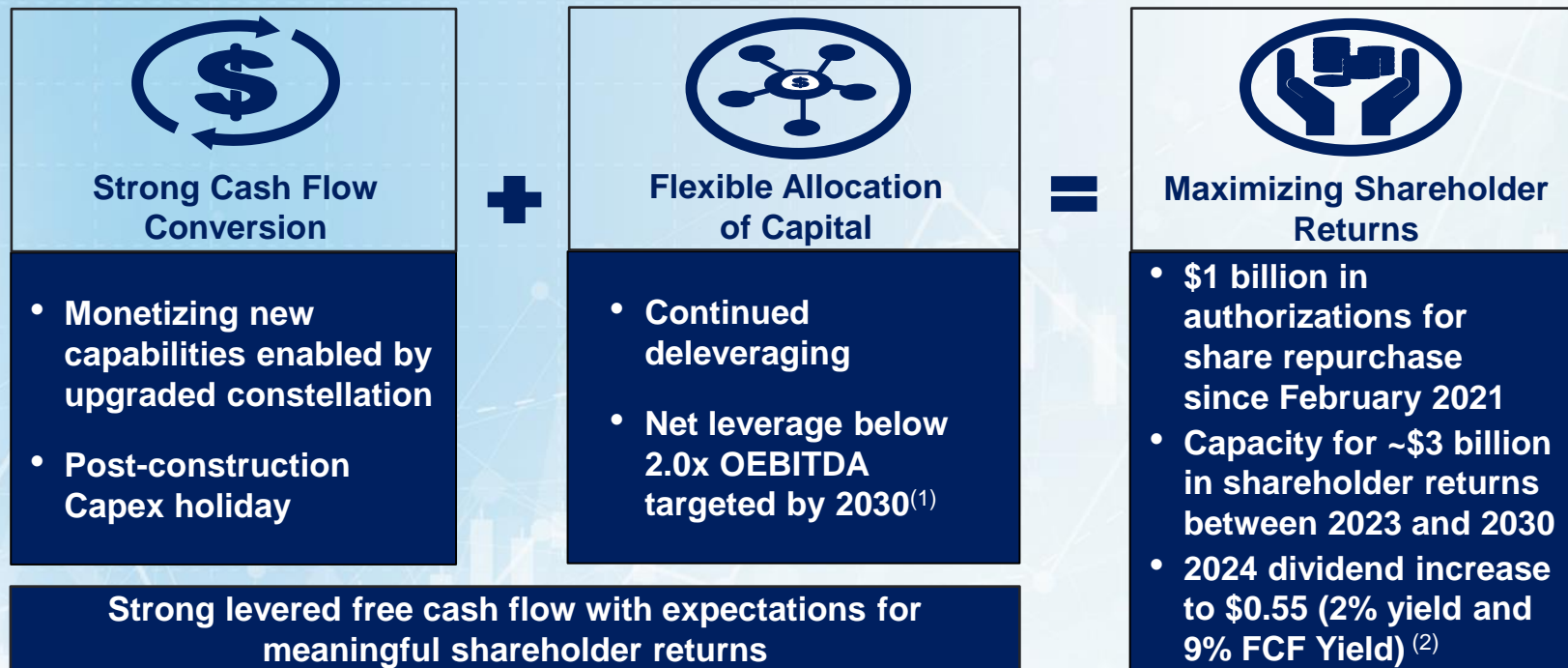
Capacity to return
~85% of current
market cap over the
period ¹

1. Capacity based upon estimate free cash flow from 2023-20, inclusive, and based upon market capitalization as of February 29, 2024.



INVESTMENT HIGHLIGHTS

A unique combination of growth and shareholder returns



(1) Guidance speaks only as of the date it was originally provided (February 15, 2024). Inclusion of guidance herein should not be interpreted as a reaffirmation by Iridium of its guidance. Iridium undertakes no obligation to update its guidance after the date it was originally provided.

(2) 2024 FCF yield reflects stock price as of February 29, 2024.



IRIDIUM COMMUNICATIONS INC.





APPENDIX

NON-GAAP FINANCIAL MEASURES

Iridium Communications Inc.
Supplemental Reconciliation of GAAP Net Income (Loss) to Operational EBITDA
(In thousands)

	Three Months Ended December 31,		Year Ended December 31,	
	2023	2022	2023	2022
GAAP net income (loss)	38,023	(808)	15,415	8,722
Interest expense, net	19,114	18,100	90,387	65,089
Income tax (benefit) expense	(9,578)	(721)	(26,251)	292
Depreciation and amortization	52,787	75,745	320,000	303,484
Share-based compensation	11,955	12,102	57,455	43,729
Loss on extinguishment of debt	—	1,187	—	1,187
Loss on equity method investments	1,768	1,402	6,089	1,496
Operational EBITDA ⁽¹⁾	<u>114,069</u>	<u>107,007</u>	<u>463,095</u>	<u>423,999</u>
Hosted Payload Cash Timing ⁽²⁾			(3,000)	(6,000)
Working Capital ⁽³⁾			(10,000)	(8,000)
Iridium Capital Expenditures ⁽⁴⁾			(69,000)	(68,000)
Net Interest ⁽⁵⁾			(78,000)	(62,000)
Cash Taxes ⁽⁶⁾			—	—
Pro Forma Free Cash Flow			<u>\$ 303,095</u>	<u>\$ 279,999</u>

(1) See Iridium's definition of Operational EBITDA and the above reconciliation of GAAP net income/(loss) to OEBITDA for 2022 and 2023

(2) Hosted Payload adjusts OEBITDA for revenue recognition from Aireon and Harris hosting revenue recognition in excess of cash received in 2022 and 2023

(3) Working Capital timing will vary from year to year. We have historically expected this to result in a net cash use averaging \$5M-\$10M annually and for illustrative purposes presented this as an \$8M annual use of cash. We had a significant investment in inventory in 2023 and expect inventory balances to decline from 2024 through 2027, which will be a source of cash in those years. For illustrative purposes, we are reflecting this as a \$2M increase in average annual use of working capital cash to \$10M annually starting in 2023.

(4) Capitalized interest is excluded from Cash CapEx for all years because it is included with Pro Forma Net Interest

(5) Pro Forma Net Interest for 2022 reflects the average TLB balance at ~4.1% (including cap fees) plus ~\$4M interest income; 2023 reflects the average TLB balance at ~5.5% (including cap fees) plus ~\$5M interest income

(6) For illustrative purposes, Cash Taxes are assumed at \$0 through 2023, consistent with historical guidance of negligible cash taxes (less than 1% of OEBITDA). Cash taxes for 2024 estimated at \$5 million, consistent with guidance of minimal cash taxes (under \$10 million per year) from 2024 through 2026.