INMARSAT

Q2 2022 RESULTS

26 AUGUST 2022

Q2 2022 HEADLINES

TRADING PERFORMANCE

- The Group has delivered another solid result in the second quarter, with steady growth in revenue and EBITDA reflecting the strength of its portfolio of diverse businesses, despite continued pressure from Covid-19 and supply chain challenges.
  - Maritime delivered its 6th quarter of year-on-year growth (excluding the one-off uplift in Q1 2021 for terminals acquired in the Speedcast transaction)
  - Government continues to report record high revenues outside of the US but lower operational tempo in the US.
  - Aviation continued to grow strongly across all segments
  - Enterprise continues to track below prior year mainly reflecting global supply chain issues

OUTLOOK FOR 2022

- Inmarsat currently expects another year of growth in Revenue and EBITDA in 2022, excluding Viasat transaction costs.

VIASAT TRANSACTION

- Good progress continued to be made towards the completion of the transaction with further regulatory approvals and Viasat shareholders voting overwhelmingly in favour of the proposed combination on 21st of June.
- We continue to work towards our goal of closing by the end of this year, assuming all regulatory approvals are obtained.

TRADING GROUP FINANCIAL PERFORMANCE*

REVENUE AND EBITDA GROWTH; POSITIVE FREE CASH GENERATION

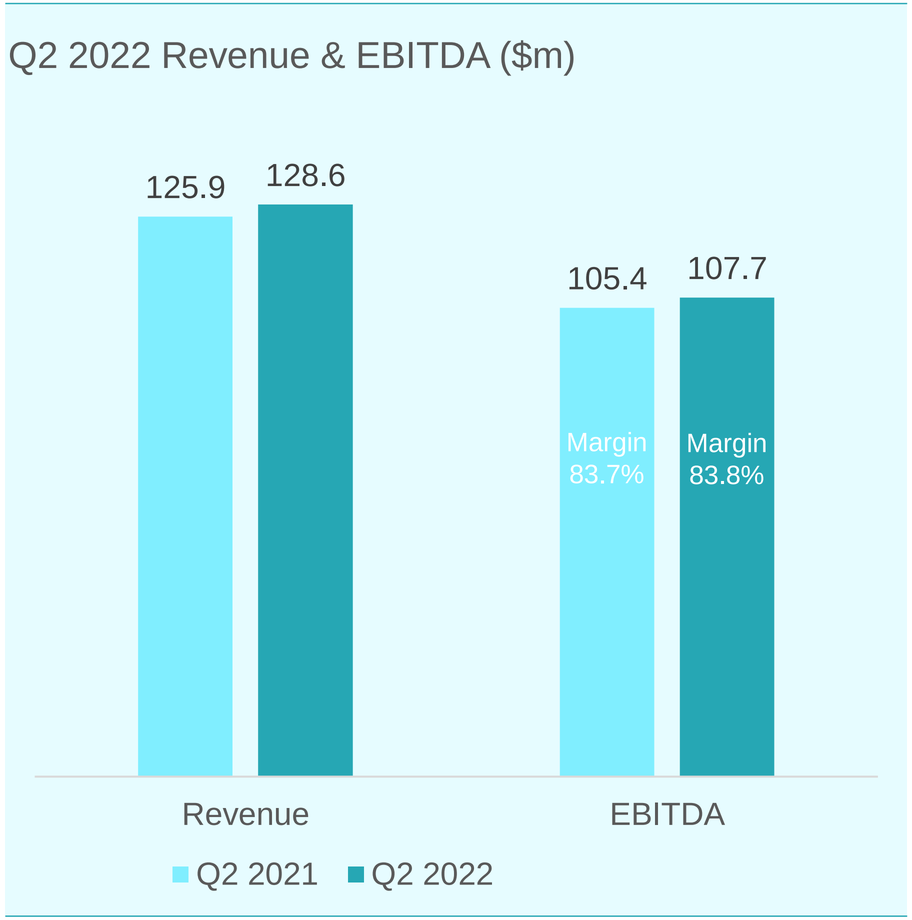
$m	Q2 2022	Q2 2021	Change $m	Change %	H1 2022	H1 2021	Change $m	Change %
Revenue	**363.4**	**346.0**	**17.4**	**5.0%**	**711.4**	**668.4**	**43.0**	**6.4%**
o/w Maritime	*128.6*	*125.9*	*2.7*	*2.1%*	*255.2*	*255.3*	*(0.1)*	*0.0%*
o/w Government	*127.4*	*133.5*	*(6.1)*	*(4.6%)*	*252.9*	*248.0*	*4.9*	*2.0%*
o/w Aviation	*79.2*	*53.6*	*25.6*	*47.8%*	*147.9*	*100.9*	*47.0*	*46.6%*
o/w Enterprise	*24.8*	*29.8*	*(5.0)*	*(16.8%)*	*48.2*	*57.4*	*(9.2)*	*(16.0%)*
o/w Central services	*3.4*	*3.2*	*0.2*	*6.2%*	*7.2*	*6.8*	*0.4*	*5.9%*
Direct Costs	(55.0)	(50.6)	(4.4)	(8.5%)	(105.7)	(93.4)	(12.3)	(13.2%)
Gross Margin	**308.4**	**295.4**	**13.0**	**4.4%**	**605.7**	**575.0**	**30.7**	**5.3%**
Indirect Costs	(98.4)	(101.6)	3.2	3.1%	(199.1)	(202.3)	3.2	1.6%
EBITDA	**210.0**	**193.8**	**16.2**	**8.4%**	**406.6**	**372.7**	**33.9**	**9.1%**
Total Cash Capital Expenditure	**(51.6)**	**(20.4)**	**(31.2)**	**(152.9%)**	**(98.9)**	**(103.1)**	**4.2**	**4.1%**
Free Cash Flow	**35.1**	**82.1**	**(47.0)**	**(57.2%)**	**112.8**	**136.0**	**(23.2)**	**(17.1%)**

*Q2 2022 adjusted to exclude costs relating to the Viasat transaction ($5.8m costs and $5.1m cash outflow). H1 2022 adjusted to exclude costs relating to the Viasat transaction ($10.1m costs and $8.2m cash outflow).

MARITIME Q2 RESULTS

REVENUES CONTINUE TO STABILISE

- Revenue up 2% ($3m)
  - Six consecutive quarters of year-on-year growth[1]
  - VSAT growth offsets FleetBroadband decline
- VSAT revenue up $12m (20%) to $74m
  - 12,600 FX vessels now installed (Q2 2021: 10,800)
  - ARPU[2] 1% lower at $1,830 (Q2 2021: $1,850)
- FleetBroadband revenue down $12m (24%) to $36m
  - Continued customer migration to VSAT
  - ARPU 8% lower at $568 as higher value customers migrate
- Legacy revenue up $3m (11%) at $17m
  - Price change on a legacy product
- EBITDA up $2m (2%)

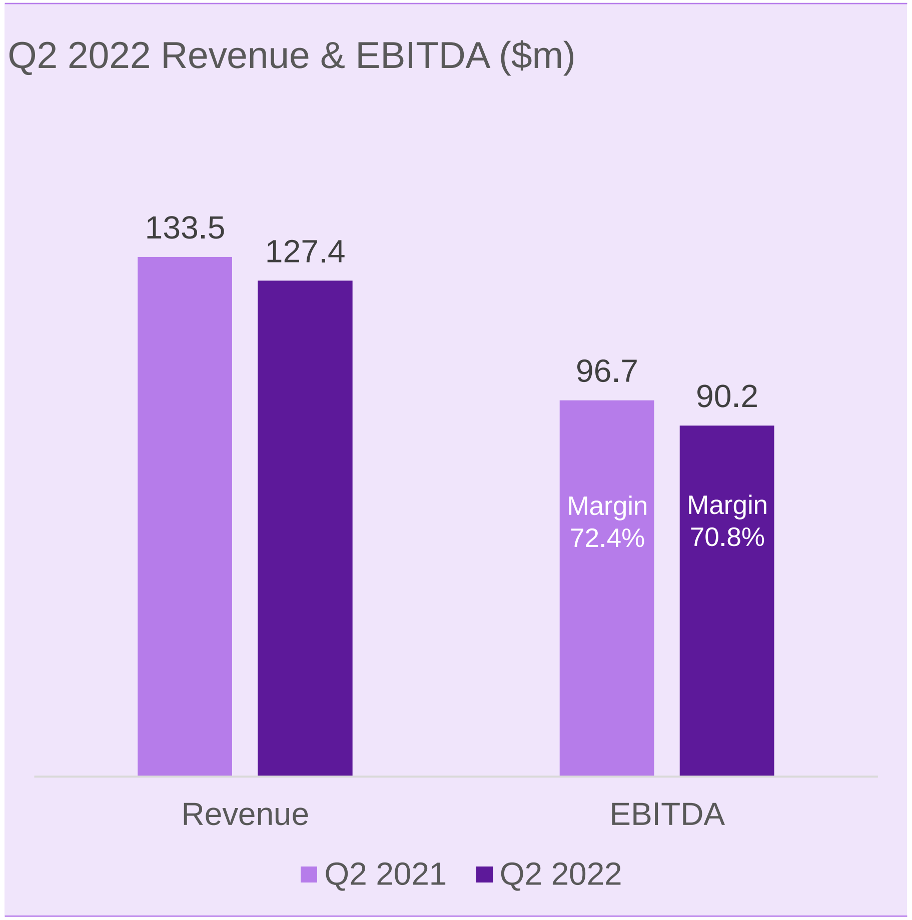


1. Excluding one-off uplift in Q1 2021 relating to installed terminals acquired in the Speedcast transaction of $5.3m.
2. FX ARPU restated to reflect a more complete calculation which includes income from value added services. Using the prior methodology, Q2 2022 FX ARPU is $1,780 vs $1,800 reported in Q2 2021.

GOVERNMENT Q2 RESULTS

IMPACTED BY LOWER OPERATIONAL TEMPO

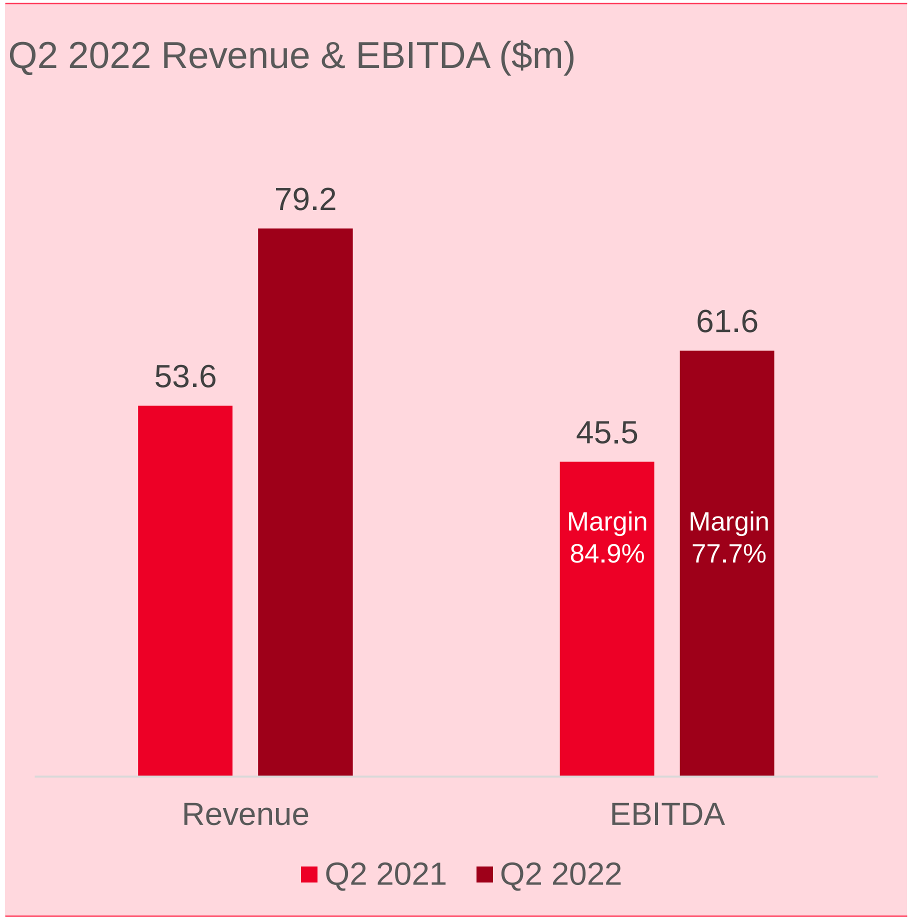
- Total Government revenue down 5% ($6m)
- US revenues down $10m (10%)
  - Lower operational tempo
  - Timing of contract milestones
- Outside the US revenues up $4m (10%)
  - Continued growth in GX connections
  - Timing of contract milestones
- EBITDA down $7m (7%)
  - Reflects lower revenues and sales mix



AVIATION Q2 RESULTS

MATERIAL GROWTH IN ALL SEGMENTS

- Revenue up 48% ($26m)
- Core revenues up $18m (44%) at $60m
  - BGA up 53%
    - 1,197 JX aircraft now installed (Q2 2021: 980)
    - Post Covid-19 recovery
    - Lower distributor incentives
  - AOS up 20% : 2021 price change and post Covid-19 recovery
- IFC revenue up $7m (59%) at $19m
  - Aircraft returning to service and rising passenger usage
  - Higher installation hardware revenues
  - 872 aircraft installed (Q2 2021: 838)
- EBITDA up $16m (35%)
  - Higher costs reflect sales mix and tradeshow related spend



ENTERPRISE Q2 RESULTS

PERFORMANCE IMPACTED BY SUPPLY CHAIN CHALLENGES

- Revenue down $5m (17%)
- Satellite phone revenues down $3m (22%) at $11m
  - Lower handset sales
- Legacy product revenues down $1m (11%) at $8m
  - Small decreases across the portfolio
- M2M and lease revenues down $1m (14%) at $6m
  - Due to a change in requirements of one leasing customer
- EBITDA down $2m (9%)
  - Reflects lower revenues and sales mix

GROUPS LIQUIDITY, LEVERAGE AND GUIDANCE

SIGNIFICANT LIQUIDITY AND COVENANT HEADROOM

$m	Q2 2022	Q1 2022
Total cash, cash equivalents and short-term deposits	191.7	464.3
Undrawn RCF	700.0	700.0
Total available liquidity	**891.7**	**1,164.3**
Gross debt	3,641.8	3,639.1
Cash and cash equivalents and short-term deposits	(191.7)	(464.3)
Net debt	**3,450.1**	**3,174.8**
Deferred financing costs	83.8	87.9
Gain on repricing term loan, net of amortisation	60.0	63.0
Net financial debt	**3,593.9**	**3,325.7**
Pro forma adjusted EBITDA (LTM)	**804.5**	**782.5**
Pro forma adjusted net leverage[1]	**4.5x**	**4.3x**

Guidance :

1. Capex is currently expected to be between $350m and $450m in 2022, primarily reflecting continued slippage.
2. Inmarsat currently expects to report another year of growth in Revenue and EBITDA in 2022, excluding Viasat transaction costs.
3. Inmarsat also continues to expect growth in revenue in USG for FY22

1. Calculation used to test the Financial Performance Covenant under the debt agreements

Q&A

BASIS OF PREPARATION

Inmarsat’s Q2 2022 Results Presentation should be read alongside the Management Discussion and Analysis which is provided in accordance with the reporting requirements set out in our debt agreements. The financial information has not been prepared in accordance with the requirements of Regulation S-X of the Securities Act of 1933, other requirements of the Securities Exchange Commission, International Financial Reporting Standards (“IFRS”), or other generally accepted accounting principles. Neither the assumptions underlying the pro forma adjustments nor the resulting pro forma non-IFRS measures have been audited or reviewed in accordance with any generally accepted auditing standards. You should not consider such items as an alternative to the historical financial position or results, or other indicators of our position or performance based on IFRS measures.

EBITDA, pro-forma adjusted EBITDA, Direct & Indirect costs, cash capital expenditure, and free cash flow are non-IFRS performance measures which should not be considered in isolation or as substitutes for IFRS performance measures. The Management Discussion and Analysis provides reconciliations of these measures to comparable IFRS performance measures.

In addition, the results presented could vary from those presented in other materials, particularly those that are related to the acquisition of Inmarsat by Viasat, given differences in international and US accounting and audit standards and the corporate entity (Viasat is acquiring Connect Topco, whereas the reported results are for Connect Bidco).


inmarsat
THANK YOU