



### Disc la ime r

#### **Industry and Market Information**

Information contained in this Presentation concerning NextNav's industry and the markets in which it operates. including NextNav's general expectations and market position, market opportunity and market size, is based on information from NextNav's management's estimates and research, as well as from industry and general publications and research, surveys and studies conducted by third parties. In some cases, we may not expressly refer to the sources from which this information is derived. Management estimates are derived from industry and general publications and research, surveys and studies conducted by third parties and NextNav's knowledge of its industry and assumptions based on such information and knowledge, which we believe to be reasonable. In addition, assumptions and estimates of NextNav's and its industry's future performance are necessarily subject to a high degree of uncertainty and risk due to a variety of factors. These and other factors could cause NextNav's future performance and actual market growth, opportunity and size and the like to differ materially from our assumptions and estimates.

#### **Trademarks**

All rights to the trademarks, copyrights, logos and other intellectual property listed herein belong to their respective owners and NextNav's use thereof does not imply an affiliation with, or endorsement by the owners of such trademarks, copyrights, logos and other intellectual property. Solely for convenience, trademarks and trade names referred to in this Presentation may not appear with the ® or Esymbols, but such references are not intended to indicate, in any way, that NextNav will not

assert, to the fullest extent under applicable law, its rights or the right of the applicable licensor to these trademarks, service marks and trade names.

#### Forward - Looking Statements

This Presentation and any oral statements made regarding the subject of this Presentation include "forward - looking statements" within the meaning of the "safe harbor" provisions of the United States Private Securities Litigation Reform Act of 1995. Forward - looking statements may be identified by the use of words such as "forecast," "intend," "seek," "target," "anticipate," "believe," "expect," "estimate," "plan," "outlook," and "project" and other similar expressions that predict or indicate future events or trends or that are not statements of historical matters.

These statements, which involve risks and uncertainties, relate to analyses and other information that are based on forecasts of future results and estimates of amounts not yet determinable and may also relate to NextNav's future prospects, developments and business strategies. In particular, such forward - looking statements include statements about NextNav's position to drive growth in its 3D geolocation business and expansion of its next generation GPS platform, the business plans, objectives, expectations and intentions of NextNav, NextNav's partnerships and the potential success thereof and NextNav's estimated and future business strategies, competitive position, industry environment and potential growth opportunities. These statements are based on NextNav's management's current expectations and beliefs, as well as a number of assumptions concerning

future events.

Such forward - looking statements are subject to known and unknown risks, uncertainties, assumptions and other important factors, many of which are outside NextNav's control .that could cause actual results to differ materially from the results discussed in the forward - looking statements. These risks, uncertainties, assumptions and other important factors include, but are not limited to:, (1) the ability of NextNav to continue to gain traction in key markets and with notable platforms and partners, both within the U.S. and internationally; (2) the ability of NextNav to grow and manage growth profitably, maintain relationships with partners, customers and suppliers, including with respect to NextNav's Pinnacle 911 solution and its TerraPoiNTnetwork, and the ability to retain its management and key employees; (3) the ability to maintain balance sheet flexibility and generate and effectively deploy capital in line with its business strategies; (4) the possibility that NextNav may be adversely affected by other economic, business and/or competitive factors (including the impacts of the ongoing COVID- 19 coronavirus pandemic); (5) other risks and uncertainties indicated from time to time in other documents filed with the Securities and Exchange Commission by NextNav. New risks and uncertainties arise from time to time, and it is impossible for us to predict these events or how they may affect us. You are cautioned not to place undue reliance upon any forward looking statements, which speak only as of the date made, and NextNav undertakes no commitment to update or revise the forward -looking statements, whether as a result of new information, future events or otherwise.

## Q2 2022 Highlights

- Signed <u>commercial agreement with</u> <u>MetCom</u> for nationwide expansion of Pinnacle service in Japan
  - MetCom also adding more TerraPoiNT pilots across Japan, while making progress towards the approval of 5MHz of spectrum in Japan
- Expanded leadership position in the public safety arena , signing several new partnerships in the second quarter
- NextNav in active discussions with U.S. and European Governments as they accelerate efforts towards PNT resilience
- Reported \$1.4 million in GAAP Revenue
- Balance sheet remains debt free with \$82.5 million in cash as of June 30, 2022





# Growing Momentum Towards PNT Resilience

- Expect USG agencies to take concrete action in next 12 months toward implementing PNT resilience.
  - The recent release of the 2021 Federal Radionavigation plan states the goal of increasing resilience against GPS / PNT disruptions.
  - Executive Order 13905 Calls for federal procurement to include resilient PNT systems as part of the grants made available through the recent infrastructure bill.
  - FAA issued a directive to all program offices for PNT resilience and recently incorporated into procurement language of the FAA.
- NextNav participated in DOT/DHS industry roundtable to address barriers to implementation of PNT
  resilience and NASA conference on UAM and AAM to incorporate PNT resilience as part of those markets.
- NextNav participated in the European Commission's Joint Research Centre (JRC) alternative PNT evaluation on May 18th in Italy. Full report expected in late 2022/early 2023.



## FAA Order and Procurement Guidelines

### Approved Time and Frequency Systems (FAA Order 1770.68, Nov. 2020

- a) All Program Offices and system/service/application owners shall migrate their systems, services, and/or applications as soon as feasible, but no later than FY 2025, away from using time and frequency systems dependent primarily upon Global Positioning System (GPS), Global Navigation Satellite System (GNSS), and/or Satellite Based Augmentation System (known in the Wide Area Augmentation System, or WAAS) and to a National Institute of Standards and Technology (NIST) or United States Naval Observatory (USNO) traceable source provided by resilient FAA enterprise timing systems and/or services.
- b) All FAA derivation of, and use of, time and frequency shall promulgate policy and guidance that will implement the underlying principles contained within the National Resilience Policy.

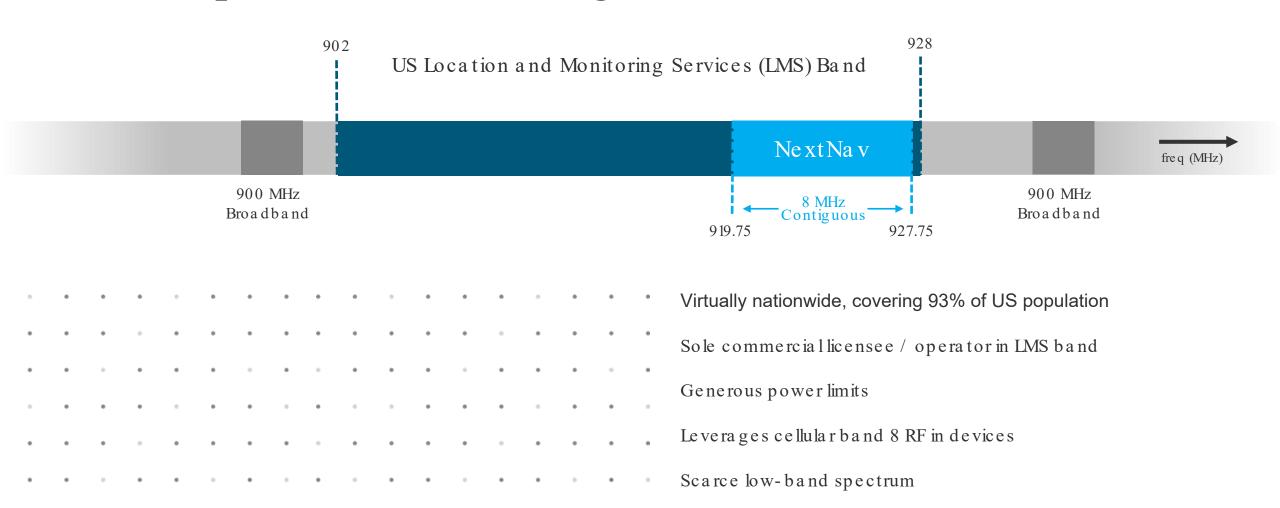
#### FAA Procurement Guidance, 2022

(10g). Positioning, Navigation and Timing (PNT) Services. "PNT services" means any system, network, or capability that provides a reference to calculate or augment the calculation of longitude, latitude, altitude, or transmission of time or frequency data, or any combination thereof. In accordance with FAA Order 1770.68 (Selection and Use of Time and Frequency Sources for all Systems, Services, and Applications Supporting NAS Operations), PNT requirements must be included in all solicitations, contracts, and orders for products, Procurement Guidance-7/202218 systems, and services that integrate or utilize Time and Frequency (T&F) systems or services.



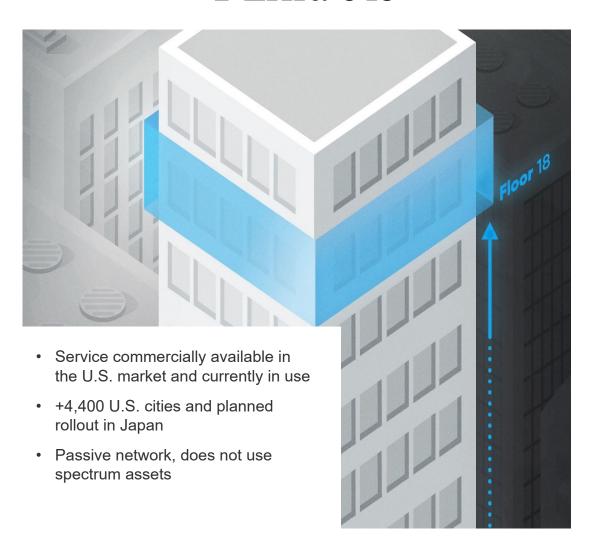


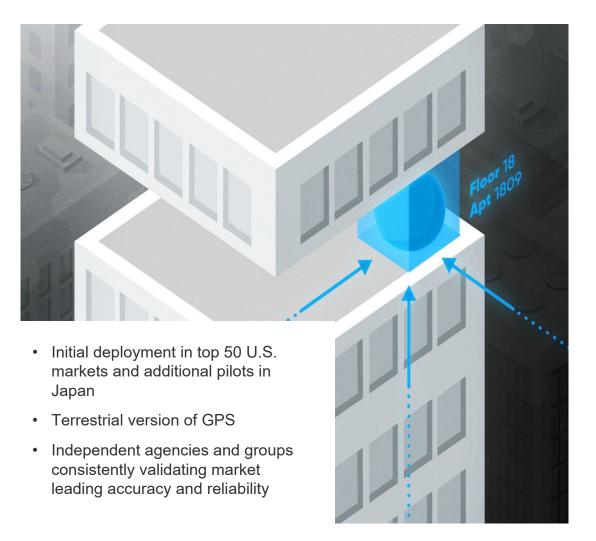
# Spectrum license at core of competitive advantage



## E Pinna cle

# TerraPoiNT





### Recent Marquee Strategic Partnerships



- NextNav and MetCom Japan announced a commercial agreement for the nationwide deployment of 3D geolocation services in Japan, starting with the rollout of the Pinnacle vertical location service.
- Beyond Pinnacle, NextNav is also working with MetCom to enable TerraPoiNT's resilient back - up GPS service in Japan to further augment these capabilities in the future.



- NextNav announced the successful integration of its TerraPoiNT advanced location technology into GCT's LTE chipset.
- GCT, a leading designer and supplier of advanced 4G and 5G solutions, will offer resilient 3D GPS equivalent performance into its proprietary chip, GDM7243i.



- NextNav signed several new partnerships in the public safety arena, including agreements with CentralSquare Technologies, Geocomm, NGA911, Vitals Aware, RapidDeploy, Vizsafe, VOS Systems and Valor Systems.
- Each agreement leverages NextNav's Pinnacle vertical location services to provide a more accurate picture of the z-axis location of a company's workforce, visitors and resources across multi-story buildings.





## Deep customer & partner relationships across verticals signed to date

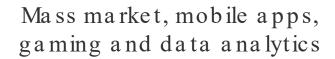
Mission-critical public sa fety and E911



FIRSTNET at&t

TYPE STATE OF



















INFILLION (UNREAL ENGINE







Qualcom



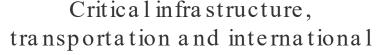
























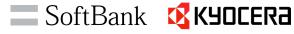


## The NextNav opportunity set is global

- Signed commercial agreement with MetCom for nationwide expansion of Pinnacle service in Japan
- MetCom also adding more TerraPoiNT pilots across Japan, while they continue to progress towards spectrum approval in Japan
- Participated in European Commission's JRC alternative PNT evaluation demo day in Italy. Full report expected in late 2022/early 2023.



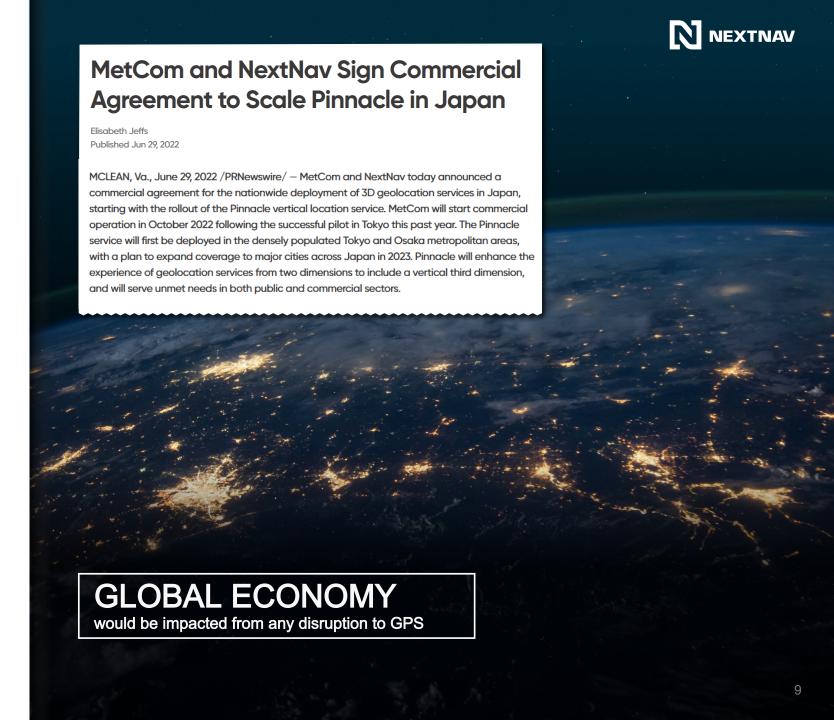














Next Generation GPS is here.