

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT
PURSUANT TO SECTION 13 OR 15(d) OF THE
SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported): June 25, 2021

HOLICITY INC.

(Exact name of registrant as specified in its charter)

Delaware

(State or other jurisdiction
of incorporation)

001-39426

(Commission
File Number)

85-1270303

(IRS Employer
Identification No.)

2300 Carillon Point

Kirkland, WA 98033

(Address of principal executive offices, including zip code)

Registrant's telephone number, including area code: **(425) 278-7100**

Not Applicable

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- ☒ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- ☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- ☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- ☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Units, each consisting of one share of Class A common stock and one-third of one redeemable warrant	HOLUU	The Nasdaq Capital Market
Class A common stock, par value \$0.0001 per share	HOL	The Nasdaq Capital Market
Redeemable warrants, each whole warrant exercisable for one share of Class A common stock, each at an exercise price of \$11.50 per share	HOLUW	The Nasdaq Capital Market

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company ☐

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

Item 7.01. Regulation FD Disclosure.

On June 23, 2021, Chris C. Kemp, the Chief Executive Officer, and Kelyn Brannon, the Chief Financial Officer, of Astra Space, Inc. (“Astra”) participated in a discussion with IPO Edge that discussed the business combination between Holicity Inc. (the “Company”) and Astra, as well as a separate acquisition by Astra of Apollo Fusion, Inc., a designer and builder of thruster propulsion systems for satellite programs (“Apollo”). A copy of the transcript for the discussion is attached as Exhibit 99.1 hereto and a copy of the presentation displayed is attached as Exhibit 99.2 hereto, with each incorporated by reference herein.

The information in this Item 7.01, including Exhibit 99.1 and 99.2, is furnished and shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or otherwise subject to liabilities under that section, and shall not be deemed to be incorporated by reference into the filings of the Company under the Securities Act of 1933, as amended (the “Securities Act”), or the Exchange Act, regardless of any general incorporation language in such filings. This Current Report on Form 8-K will not be deemed an admission as to the materiality of any information in this Item 7.01, including Exhibit 99.1 and 99.2.

Forward-Looking Statements

This Current Report on Form 8-K includes “forward-looking statements” within the meaning of the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995. The Company’s, Apollo’s and Astra’s actual results may differ from their expectations, estimates and projections and consequently, you should not rely on these forward looking statements as predictions of future events. Words such as “expect,” “estimate,” “project,” “budget,” “forecast,” “anticipate,” “intend,” “plan,” “may,” “will,” “could,” “should,” “believes,” “predicts,” “potential,” “continue,” and similar expressions are intended to identify such forward-looking statements. These forward-looking statements include, without limitation, the Company’s, Apollo’s and Astra’s expectations with respect to future performance and anticipated financial impacts of the Business Combination, the satisfaction of the closing conditions to the Business Combination and the timing of the completion of the Business Combination. These forward-looking statements involve significant risks and uncertainties that could cause the actual results to differ materially from the expected results. Most of these factors are outside the Company’s, Astra’s and Apollo’s control and are difficult to predict. Factors that may cause such differences include, but are not limited to: (1) the outcome of any legal proceedings that may be instituted against the Company and Astra following the announcement of the Business Combination Agreement and the transactions contemplated therein; (2) the inability to complete the Business Combination, including due to failure to obtain approval of the stockholders of the Company, Apollo or Astra, approvals or other determinations from certain regulatory authorities, or other conditions to closing in the Business Combination Agreement; (3) the occurrence of any event, change or other circumstance that could give rise to the termination of the Business Combination Agreement or could otherwise cause the transactions contemplated therein to fail to close; (4) the inability to obtain or maintain the listing of New Astra’s Class A common stock on Nasdaq following the Business Combination; (5) the risk that the Business Combination disrupts current plans and operations as a result of the announcement and consummation of the Business Combination; (6) the ability to recognize the anticipated benefits of the Business Combination, which may be affected by, among other things, competition and the ability of the combined company to grow and manage growth profitably and retain its key employees; (7) costs related to the Business Combination; (8) changes in applicable laws or regulations; (9) the possibility that Astra or the combined company may be adversely affected by other economic, business, and/or competitive factors; (10) the surviving entity’s ability to raise financing in the future and to comply with restrictive covenants related to long-term indebtedness; (11) the impact of COVID-19 on Astra’s business and/or the ability of the parties to complete the Business Combination; and (12) other risks and uncertainties indicated from time to time in the proxy statement/prospectus relating to the Business Combination, including those under “Risk Factors” in the Registration Statement, and in the Company’s other filings with the SEC. The Company cautions that the foregoing list of factors is not exclusive. The Company, Astra and Apollo caution readers not to place undue reliance upon any forward-looking statements, which speak only as of the date made. The Company, Astra and Apollo do not undertake or accept any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements to reflect any change in its expectations or any change in events, conditions or circumstances on which any such statement is based.

No Offer or Solicitation

This Current Report on Form 8-K shall not constitute a solicitation of a proxy, consent or authorization with respect to any securities or in respect of the Business Combination. This Current Report on Form 8-K shall also not constitute an offer to sell or the solicitation of an offer to buy any securities, nor shall there be any sale of securities in any states or jurisdictions in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction. No offering of securities shall be made except by means of a prospectus meeting the requirements of Section 10 of the Securities Act.

Item 9.01. Financial Statements and Exhibits.

(d) Exhibits.

Exhibit Number	Description
99.1	Transcript of Fireside Chat held on June 23, 2021.
99.2	Investor Relations Presentation

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

HOLICITY INC.

By: /s/ Steve Ednie
Name: Steve Ednie
Title: Chief Financial Officer

Date: June 25, 2021

Astra Fireside Chat with IPO Edge*June 23, 2021, 8:00 A.M.*

1

00:00:21.000 --> 00:00:27.210

John Jannarone - Editor-in-Chief, IPO Edge: Good Good morning, thank you for joining i'm john john around the editor in Chief of ipo edge, we have two special guests today.

2

00:00:27.630 --> 00:00:33.660

John Jannarone - Editor-in-Chief, IPO Edge: The founder chairman and CEO of astra along with the CFO, both of whom have very, very impressive backgrounds.

3

00:00:33.840 --> 00:00:44.040

John Jannarone - Editor-in-Chief, IPO Edge: and have an impressive business if they are merging of course go public with alyssa it is back that's NASDAQ ticker AOL so before I bring those guests on that a few things to take care of.

4

00:00:44.430 --> 00:00:49.560

John Jannarone - Editor-in-Chief, IPO Edge: First of all, if anyone would like to ask questions, which is a great part of this platform, we strongly.

5

00:00:49.560 --> 00:00:59.820

John Jannarone - Editor-in-Chief, IPO Edge: encourage you, that the easiest way is to submit them right there through the zoom portal on your screen will check those out and in the second half of the hour we'll get to those so don't think we've forgotten them, we will get to them later on.

6

00:01:00.150 --> 00:01:11.910

John Jannarone - Editor-in-Chief, IPO Edge: Additionally, if you can't make the whole thing, where you want to watch it again go to ipo hyphen edge calm later today and you'll see a replay you can also find it on Bloomberg terminals or on Yahoo finance under the html ticker.

7

00:01:13.020 --> 00:01:17.970

John Jannarone - Editor-in-Chief, IPO Edge: And before we get into the main event one thing i'd like to point out here and introduce our panelists.

8

00:01:18.420 --> 00:01:22.140

John Jannarone - Editor-in-Chief, IPO Edge: Is that it's important to vote, so a lot of individual investors out there.

9

00:01:22.260 --> 00:01:30.960

John Jannarone - Editor-in-Chief, IPO Edge: might believe that they only have a few shares and therefore their votes aren't important, but they are an aggregate because it's a lot of retail interest in this business, so if you've got any questions about that.

10

00:01:31.140 --> 00:01:39.060

John Jannarone - Editor-in-Chief, IPO Edge: Contact your broker or go to holy city dot Inc and they're easy instructions there on how to go about it so before we bring in the guests today.

11
00:01:39.690 --> 00:01:48.210
John Jannarone - Editor-in-Chief, IPO Edge: Jerry my co editor here is going to put up a video giving a little a little preview of what this technology looks like it's pretty impressive So here we go.

12
00:02:23.730 --> 00:02:29.760
John Jannarone - Editor-in-Chief, IPO Edge: It looks like we don't want any volume here so let's improvise Chris i'm going to have you tell us what we're what we're looking at here.

13
00:02:30.870 --> 00:02:37.770
John Jannarone - Editor-in-Chief, IPO Edge: Everyone he this is Chris camp, who I was gonna introduce a few minutes but let's have him start now so Chris welcome to the program tell us what we're looking at here.

14
00:02:38.640 --> 00:02:45.360
Kelyn Brannon & Chris C. Kemp
: Well you're just seeing the upper stage of our launch system deployed about 380 kilometers and.

15
00:02:45.930 --> 00:03:04.380
Kelyn Brannon & Chris C. Kemp
: I think everybody knows the what you're looking at behind it, this this was in December of last year and we're in the process of getting our first commercial payload ready for launch this summer and aster is now one of three companies that have demonstrated this capability.

16
00:03:15.840 --> 00:03:28.710
John Jannarone - Editor-in-Chief, IPO Edge: hey i'm Chris against us, we can't hear anything, one thing that I that struck me about this is that there are a handful of private space companies out there, but you were able to get launch much quicker than the others now right Chris.

17
00:03:30.060 --> 00:03:38.580
Kelyn Brannon & Chris C. Kemp
: that's right yeah I think if you look back at the last 30 years spacex was the first company to demonstrate this capability.

18
00:03:39.510 --> 00:03:54.120
Kelyn Brannon & Chris C. Kemp
: About 10 years ago and astra and a couple of other companies have been racing to join spacex as as a commercial company that can reach space to deliver payloads.

19
00:03:54.870 --> 00:04:03.270
Kelyn Brannon & Chris C. Kemp
: And this gives us an opportunity to really focus on on an aspect of this market that I think spacex isn't focused on which is the earth.

20
00:04:03.990 --> 00:04:11.910
Kelyn Brannon & Chris C. Kemp
: and building a platform and earth for a whole new generation of entrepreneurs and and hundreds of companies that have formed over the past few years, that are.

21
00:04:12.330 --> 00:04:22.320
Kelyn Brannon & Chris C. Kemp
: Building small satellites and we'll get to that here, in a few minutes but we're one of only a couple of companies on earth that has demonstrated a system capable of what you just saw.

22
00:04:22.800 --> 00:04:32.550
John Jannarone - Editor-in-Chief, IPO Edge: All right, terrific that was that was great Chris I now Chris let's do this quick presentation to give everyone an overview of the company, before I get into the QA with you and Kelly, if you can.

23
00:04:33.660 --> 00:04:33.960
Great.

24
00:04:37.500 --> 00:04:47.940
Kelyn Brannon & Chris C. Kemp
: yeah so recovery, the company we've we've been focused over the past couple of years on building a platform that is unique in that.

25
00:04:48.540 --> 00:05:08.760
Kelyn Brannon & Chris C. Kemp
: it's it's focused on the small satellites and on this new market of opportunities around the sensors the communication systems that are providing earth with a whole new level of intelligence and connectivity and I think that's a unique it's a unique opportunity.

26
00:05:09.150 --> 00:05:21.450
John Jannarone - Editor-in-Chief, IPO Edge: Great Chris I am let's Jared is going to show the slide deck here you go, so that it just here we go, so of course this is Chris there's some my disclaimer please everyone absorb that and then here we go Chris.

27
00:05:22.050 --> 00:05:32.700
Kelyn Brannon & Chris C. Kemp
: Fantastic yep, so I think is you dig into what's happening today in space, we have the emergence of a trillion dollar economic.

28
00:05:33.600 --> 00:05:42.810
Kelyn Brannon & Chris C. Kemp
: opportunity in a new marketplace hundreds of billions of dollars of new satellites are being developed and launched over the next few years.

29
00:05:43.140 --> 00:05:56.790
Kelyn Brannon & Chris C. Kemp
: The government with with the space force, for example, is spending 10s of billions of dollars in this market and there's hundreds of new companies that are forming and I think this could be this could be, perhaps the most exciting new opportunity.

30
00:05:57.900 --> 00:06:02.070
Kelyn Brannon & Chris C. Kemp
: In in our economy in in this in a generation.

31

00:06:04.800 --> 00:06:13.800

Kelyn Brannon & Chris C. Kemp

: One of the reasons why this is so unique is we're seeing the confluence of a number of technologies all come together, I like to.

32

00:06:14.490 --> 00:06:27.390

Kelyn Brannon & Chris C. Kemp

: liken it to the mainframe era of space taking a giant leap to mobile and cloud aerospace the satellite on the right is is what since the 1960s we've been putting up in space and.

33

00:06:28.680 --> 00:06:34.860

Kelyn Brannon & Chris C. Kemp

: On the bottom there you see kind of a rendering of just how far away, that is from earth of if you're 10s of thousands of miles away from Earth.

34

00:06:35.520 --> 00:06:40.350

Kelyn Brannon & Chris C. Kemp

: You need a really big lens and you need technology that's designed to operate in space.

35

00:06:40.800 --> 00:06:47.010

Kelyn Brannon & Chris C. Kemp

: Whereas if you go on the left, you see a little planet dub satellite it's almost it's almost so hard to see where to draw a little circle around it, but.

36

00:06:47.490 --> 00:06:56.340

Kelyn Brannon & Chris C. Kemp

: This new generation is spacecraft it's based on mobile phone technology and it works in space that allows us to take the same technology that we've seen.

37

00:06:57.000 --> 00:07:08.400

Kelyn Brannon & Chris C. Kemp

: really change change our lives here on earth we can have with that in space, and this is creating a whole new economy and space and it's a it's a really disruptive thing so by the numbers.

38

00:07:09.000 --> 00:07:19.560

Kelyn Brannon & Chris C. Kemp

: You know we're seeing satellites that now costs, maybe \$100,000 versus almost a billion dollars we're seeing not just a few of these launched every year, but a few thousand launched every year.

39

00:07:20.310 --> 00:07:35.460

Kelyn Brannon & Chris C. Kemp

: we're seeing the satellites really just you know your orders of magnitude, you know, and these are these are not just incrementally different numbers and the capabilities of these new satellites when you look at capabilities like what planet.

40

00:07:43.830 --> 00:07:51.720

Kelyn Brannon & Chris C. Kemp

: coverage, you know to everyone on earth that we've spaces, a unique place where you can connect everything and everyone.

41
00:07:54.990 --> 00:08:07.110
Kelyn Brannon & Chris C. Kemp
: So you know it astra we're looking at a number of different multibillion dollar markets there's the global broadband opportunity out there, a number of big companies, including Amazon.

42
00:08:07.980 --> 00:08:15.690
Kelyn Brannon & Chris C. Kemp
: are getting ready to provide new capabilities in this area there's a number of companies that are connecting all the little devices that we have.

43
00:08:16.920 --> 00:08:19.890
Kelyn Brannon & Chris C. Kemp
: Whether your it's your car Earth observation.

44
00:08:22.020 --> 00:08:23.160
Kelyn Brannon & Chris C. Kemp
: Is a huge opportunity.

45
00:08:24.720 --> 00:08:27.390
Kelyn Brannon & Chris C. Kemp
: You know I wish that were rocket launch beside us but it's a train.

46
00:08:28.500 --> 00:08:29.220
Kelyn Brannon & Chris C. Kemp
: We have.

47
00:08:30.360 --> 00:08:48.720
Kelyn Brannon & Chris C. Kemp
: National Security applications, the dia de is is investing really heavily in a whole new set of highly resilient capabilities in low earth orbit and then just the services that we take for granted, every day, like weather and GPS their companies disrupting these these huge markets.

48
00:08:50.610 --> 00:08:59.730
Kelyn Brannon & Chris C. Kemp
: So astro today has over 150 million dollars of contracted revenue and backlog so 50 launches are waiting.

49
00:09:00.150 --> 00:09:07.950
Kelyn Brannon & Chris C. Kemp
: And we're scaling and working to start launching and launching launching these these existing and over a billion dollars of new pipeline and.

50
00:09:08.340 --> 00:09:18.960
Kelyn Brannon & Chris C. Kemp
: These are, these are broadband maritime iot Earth observation various do D application so this pipeline is growing and our our customer base is growing as well.

51

00:09:22.080 --> 00:09:32.070

Kelyn Brannon & Chris C. Kemp

: yeah this This just shows you how how fast we're accelerating from being back in San Francisco in a garage with my co founder at the end of 2016.

52

00:09:32.520 --> 00:09:41.730

Kelyn Brannon & Chris C. Kemp

: To launching and launching and launching the video that you just saw that was that was live from space and December of last year.

53

00:09:42.480 --> 00:09:57.120

Kelyn Brannon & Chris C. Kemp

: This summer, will be doing that, again, and this year again and again and again, so I think as the rate of launches increases our rate of innovation will also increase and, as we do that we'll be adding.

54

00:09:57.630 --> 00:10:03.600

Kelyn Brannon & Chris C. Kemp

: additional capacity to the rocket we're going to be continuing to reduce the cost of manufacturing the rocket and.

55

00:10:04.410 --> 00:10:13.110

Kelyn Brannon & Chris C. Kemp

: Additional automation and our factory additional automation at the launch site will continue to reduce the cost and increase the capabilities.

56

00:10:13.770 --> 00:10:21.420

Kelyn Brannon & Chris C. Kemp

: That will provide to customers I I think at some point there's an inflection point where, if we start to reach daily space delivery, which is our goal in 2025.

57

00:10:21.960 --> 00:10:26.550

Kelyn Brannon & Chris C. Kemp

: It changes the entire market because, instead of having to to book a year in advance.

58

00:10:27.210 --> 00:10:39.900

Kelyn Brannon & Chris C. Kemp

: You can think about getting to space, so much the same way you think about booking a commercial airline ticket and I think that that will create more investment and more more opportunity in the marketplace then then we're even seeing today.

59

00:10:43.320 --> 00:10:56.370

Kelyn Brannon & Chris C. Kemp

: Now, one of the big differences between astra and our our competitors is since day one we've always believed in the idea of daily space delivery, we believed in this market and we've made the investments.

60

00:10:57.180 --> 00:11:11.430

Kelyn Brannon & Chris C. Kemp

: As a company leading up to this this moment where we're we're going public, we have a 20 acre campus we have a quarter of a million square foot facility that we built a third out and we're building the rest of it out as we speak.

61

00:11:12.360 --> 00:11:26.700

Kelyn Brannon & Chris C. Kemp

: It would even be louder during this colleagues there's construction happening at the at the office but we're building out so that we can make a rocket a day at this facility and we've we brought together a lot of folks that have built the like the tesla factory.

62

00:11:27.930 --> 00:11:35.640

Kelyn Brannon & Chris C. Kemp

: And it's a really unique facility it's a former alameda naval air station where we have our own campus it's about 15 minutes outside of San Francisco.

63

00:11:36.030 --> 00:11:41.580

Kelyn Brannon & Chris C. Kemp

: And we can bring together the talent from the bay area with this incredible canvas where we can build.

64

00:11:42.150 --> 00:11:52.110

Kelyn Brannon & Chris C. Kemp

: The robotic automation and the production line that can produce a rocket a day, and we can also do all of our testing here we test rocket engines every day.

65

00:11:52.890 --> 00:11:59.370

Kelyn Brannon & Chris C. Kemp

: And it's a facility, where we can do all of this very efficiently in one place, whereas I think a lot of our competitors.

66

00:11:59.910 --> 00:12:11.820

Kelyn Brannon & Chris C. Kemp

: have to go out to Texas, or you know they have to divide their teams between remote test facilities manufacturing facilities and where they do their development, so the gas or is this is a very unique and.

67

00:12:12.300 --> 00:12:18.900

Kelyn Brannon & Chris C. Kemp

: Sustainable competitive advantage that we have to be able to have the entire campus just just here in the Bay area under one roof.

68

00:12:22.230 --> 00:12:26.010

Kelyn Brannon & Chris C. Kemp

: And i'd be remiss if I didn't really talk about the core.

69

00:12:27.030 --> 00:12:33.690

Kelyn Brannon & Chris C. Kemp

: The core technology isn't the rocket in you know, just like the core technology at Amazon isn't the truck or the warehouse.

70

00:12:34.080 --> 00:12:45.150

Kelyn Brannon & Chris C. Kemp

: it's an important element right but astra is really a technology company that is building software to manage how we manufacture the rockets how we launched the rockets.

71

00:12:45.450 --> 00:12:56.970

Kelyn Brannon & Chris C. Kemp

: How we deliver the space infrastructure and the and the constellation of satellites that we're building and it's all powered by software right, so we brought an incredible team together here.

72

00:12:57.600 --> 00:13:08.520

Kelyn Brannon & Chris C. Kemp

: that's powering how we make decisions about you know, do we do we bring the cost of this down do we increase the performance of that all of the engineering that's happening here is.

73

00:13:09.210 --> 00:13:23.790

Kelyn Brannon & Chris C. Kemp

: focused on one thing, which is how do we serve our customers, how do we increase our scale, how do we increase our profitability as a company that's the core technology bastards the software that powers and the data allows us to make the decisions, every day in the business.

74

00:13:26.730 --> 00:13:34.650

Kelyn Brannon & Chris C. Kemp

: And I think without that that technology and that focus on scale we would never meet this market, I mean this this market is.

75

00:13:35.880 --> 00:13:45.540

Kelyn Brannon & Chris C. Kemp

: is growing exponentially over the next few years we're seeing have 10s to hundreds to 10s of thousands of satellites being launched into low earth orbit.

76

00:13:46.410 --> 00:13:56.070

Kelyn Brannon & Chris C. Kemp

: And we really need to, we need to meet this challenge, and that means manufacturing more rockets that can launch from more places on earth going to more places in space.

77

00:13:56.490 --> 00:14:05.790

Kelyn Brannon & Chris C. Kemp

: Every one of our customers wants to be in a different orbit on a different schedule and space isn't one destination, and I think it's fantastic to see.

78

00:14:06.240 --> 00:14:12.540

Kelyn Brannon & Chris C. Kemp

: Companies build great big starships that it'll it'll bring you know tons of cargo to one place.

79

00:14:13.320 --> 00:14:22.260

Kelyn Brannon & Chris C. Kemp

: we're here at the port of oakland where container ships pull up every day, but a container ship arriving at a port and fedex are very different things, and I think.

80

00:14:22.860 --> 00:14:30.540

Kelyn Brannon & Chris C. Kemp

: To meet the need of this new market, we have to focus on what customers what they need where they're going and and and when they need to get there.

81
00:14:30.900 --> 00:14:41.100
Kelyn Brannon & Chris C. Kemp
: And the smaller rockets are the only way to do that and by scaling and offering more more access to space we're going to we're going to meet the needs of all these customers.

82
00:14:43.710 --> 00:14:49.260
Kelyn Brannon & Chris C. Kemp
: So our products are launched services which speak for themselves, you know it's getting our customers, where they need to go in space.

83
00:14:50.790 --> 00:14:51.270
Next slide.

84
00:14:53.700 --> 00:15:00.480
Kelyn Brannon & Chris C. Kemp
: Space services, most of our customers don't want to build spacecraft just like most tech companies don't want to build data centers.

85
00:15:01.050 --> 00:15:10.920
Kelyn Brannon & Chris C. Kemp
: Building and operating custom spacecraft just so that you can deploy your application in space is an incredibly expensive endeavor and historically companies.

86
00:15:11.400 --> 00:15:20.010
Kelyn Brannon & Chris C. Kemp
: That have done this have spent a lot of money and a lot of time getting there you know we have customers that want to get from concept to constellation they want to get their infrastructure, they want to.

87
00:15:20.370 --> 00:15:30.600
Kelyn Brannon & Chris C. Kemp
: They want to get their application in space as quickly as possible, so let them focus on their unique software their unique sensor their radio package and get into space as quickly as possible, this is the core.

88
00:15:30.930 --> 00:15:38.100
Kelyn Brannon & Chris C. Kemp
: You know I think this is the big opportunity for astra once once we get space, access, what do you do with that access and.

89
00:15:38.970 --> 00:15:54.450
Kelyn Brannon & Chris C. Kemp
: You know I view astra you know, in much the same way, you know you have you Amazon as a trucking or warehousing company, you need that obviously to deliver for your customers, but the opportunity here is that customers ultimately want to be able to solve problems here on earth from space.

90
00:15:56.610 --> 00:16:02.370
Kelyn Brannon & Chris C. Kemp
: yeah once once you've built this infrastructure, there are about 80 space agencies across the world.

91
00:16:03.060 --> 00:16:11.220
Kelyn Brannon & Chris C. Kemp
: Less than 10 of them can get to space, and so I think once we built this this product it's it's really I think a huge opportunity for astra.

92
00:16:12.000 --> 00:16:19.710
Kelyn Brannon & Chris C. Kemp
: To provide Spaceport services, you know, like a white label turnkey space program and our entire launch system can be deployed.

93
00:16:20.310 --> 00:16:28.590
Kelyn Brannon & Chris C. Kemp
: anywhere in the world in a few days, and we can we can do an orbital launch and you know, we would be remiss to not take advantage of this opportunity.

94
00:16:29.220 --> 00:16:37.770
Kelyn Brannon & Chris C. Kemp
: For the company to provide this capability globally, it gives us more ports of call more opportunities to get to space from anywhere on earth more.

95
00:16:38.190 --> 00:16:47.040
Kelyn Brannon & Chris C. Kemp
: opportunities to partner with countries with companies across the world and Spaceport services is a really exciting new business opportunity for the for the company.

96
00:16:49.530 --> 00:17:02.190
Kelyn Brannon & Chris C. Kemp
: So thinking about building the services out and building the production out we're focused on our first commercial launches this year scaling from monthly to weekly bi weekly and daily launch cadence.

97
00:17:02.850 --> 00:17:09.150
Kelyn Brannon & Chris C. Kemp
: will be layering on space services and Spaceport services next year and Kevin will speak to the details of how that begins to.

98
00:17:09.750 --> 00:17:27.270
Kelyn Brannon & Chris C. Kemp
: Be accretive to our revenue streams and and margins, but you know it's it's right now focus on getting the production of the rockets and getting getting the capability to make these other additional components that's that's what we're focused on today.

99
00:17:30.870 --> 00:17:36.270
Kelyn Brannon & Chris C. Kemp
: brief comparison to some of the other companies out there astra has the world's smallest launch vehicle.

100
00:17:36.870 --> 00:17:44.130
Kelyn Brannon & Chris C. Kemp
: And we're also targeting a higher production rate, which means that the cost of goods for this vehicle will be.

101
00:17:44.580 --> 00:17:51.840
Kelyn Brannon & Chris C. Kemp
: much lower than our competitors it's it's not 3D printed it's not made it of carbon fiber it's not a Ferrari, you know it's it's it's a Ford.

102
00:17:52.320 --> 00:18:04.680
Kelyn Brannon & Chris C. Kemp
: And we think about making it like you think about making a fork you know, and we also think about the iPhone a lot we've we've brought in a lot of the the talent that had a lot to do with that technology.

103
00:18:05.250 --> 00:18:09.780
Kelyn Brannon & Chris C. Kemp
: iPhones are not designed to last for 10 years or 20 years they're designed to last for about three years.

104
00:18:10.110 --> 00:18:21.240
Kelyn Brannon & Chris C. Kemp
: because all the technology and the iPhone is is designed to be refreshed, just like in cell phone towers when that technology evolves so these rockets are really designed for a very, very specific purpose and.

105
00:18:21.780 --> 00:18:29.880
Kelyn Brannon & Chris C. Kemp
: they're designed to be extremely inexpensive So if you think about a rocket you know it doesn't need to.

106
00:18:30.360 --> 00:18:40.590
Kelyn Brannon & Chris C. Kemp
: You know if you're putting a person on it and it's a giant machine you don't want to throw it away, but if it's a box like a package that you're if it's a wrapper for fuel.

107
00:18:40.950 --> 00:18:43.920
Kelyn Brannon & Chris C. Kemp
: And it doesn't have any electronics in it, because that separates and become a spacecraft.

108
00:18:44.490 --> 00:18:52.650
Kelyn Brannon & Chris C. Kemp
: You can really think differently about you know let's make it out of recycled materials let's have it recycle itself on after it's done with its purpose.

109
00:18:52.920 --> 00:19:00.420
Kelyn Brannon & Chris C. Kemp
: You know people think a lot about the rocket but think about the space platform and think about the rocket is just a vessel for fuel that.

110
00:19:00.990 --> 00:19:11.400
Kelyn Brannon & Chris C. Kemp
: You know, has a very specific purpose, I think that that separates us from all these other companies and we don't need a 747 like virgin orbit you know we don't.

111
00:19:12.180 --> 00:19:19.830
Kelyn Brannon & Chris C. Kemp
: we're not about to go build a giant human capable system like rocket lab and we're certainly not Boeing and Lockheed like UCLA.

112
00:19:20.220 --> 00:19:33.960
Kelyn Brannon & Chris C. Kemp
: And we're not going to Mars like spacex we're serving the market here on earth and what the market here on earth needs is more flights more access lower cost and that's that's the that's the kind of way to think about astra.

113
00:19:36.390 --> 00:19:37.530
Kelyn Brannon & Chris C. Kemp
: So i'll hand it over to Calvin.

114
00:19:38.580 --> 00:19:46.860
Kelyn Brannon & Chris C. Kemp
: So, as you can see from the screen and also, if you go to our website in the investor section you'll kind of see our forecast for.

115
00:19:47.760 --> 00:20:01.140
Kelyn Brannon & Chris C. Kemp
: 21 through 2025 and you'll see at the top of the revenue, the cadence of moving towards daily launches of 320 25 you know we are going to do three this year we'll have 15.

116
00:20:01.950 --> 00:20:15.450
Kelyn Brannon & Chris C. Kemp
: Next year, what we are doing in the in the fourth quarter of 2021 we are actually starting to well, we are producing a rocket a month and that cadence will will increase in 2023 through 25.

117
00:20:16.170 --> 00:20:25.770
Kelyn Brannon & Chris C. Kemp
: you'll also notice that our satellite or our space services start in the back end of 2022 and continue to grow, as well as our Spaceport.

118
00:20:26.130 --> 00:20:41.730
Kelyn Brannon & Chris C. Kemp
: surfaces, you know the if you do the math based on this slide you'll see we average about 3.75 million per launch remember this is for the launch service I do want to emphasize that we don't sell the rocket we sell the service.

119
00:20:42.780 --> 00:20:48.180
Kelyn Brannon & Chris C. Kemp
: And then, as you look at the cost of goods sold and getting down to our gross margin, or just the gross margin.

120
00:20:48.420 --> 00:21:00.750
Kelyn Brannon & Chris C. Kemp
: you'll see that today our bomb is around I don't know 1.2 1.3 million you add Labor On top of that, or you know around 1.8 million as we move through the year through.

121
00:21:01.290 --> 00:21:11.400
Kelyn Brannon & Chris C. Kemp
: Design innovations that will be happening on the rocket as well as volume purchasing as we begin to scale on our on our on our raw materials.

122
00:21:12.120 --> 00:21:32.010
Kelyn Brannon & Chris C. Kemp
: And then, additionally, the automation that will bring into the factory via through robots or or new ways of mass producing will get our costs down to about 500,000, and that includes both Labor and and the bomb and then you'll see that we turn to profitability and.

123
00:21:33.300 --> 00:21:39.330
Kelyn Brannon & Chris C. Kemp
: And from there, we move on now, I will say that at the adjusted gross margin of 70%.

124
00:21:40.950 --> 00:21:52.980
Kelyn Brannon & Chris C. Kemp
: You know we will the the space services and the Spaceport services will actually be at a higher than that corporate average, but as that blends together we're very comfortable with a 70% adjusted gross margin.

125
00:21:53.760 --> 00:22:09.390
Kelyn Brannon & Chris C. Kemp
: And as you'll notice the kind of higher margin services in 2025 is only about 25% of the total revenue so it's going to have a nice virtuous effect as we move as the attachment rates connect and we move past 2025 and into the next five years.

126
00:22:11.220 --> 00:22:14.700
Kelyn Brannon & Chris C. Kemp
: Well, thanks Kelly, a couple quick updates, since we announced the merger.

127
00:22:15.660 --> 00:22:25.740
Kelyn Brannon & Chris C. Kemp
: astra has won back to back contracts with NASA so we, we had the venture class launch services contract also their new tropics mission, which is an exciting mission to support.

128
00:22:26.280 --> 00:22:34.920
Kelyn Brannon & Chris C. Kemp
: The study of tropical storms will be doing three launches next summer and we also announced a large contract with planet will be doing a number of launches with them.

129
00:22:36.000 --> 00:22:41.460
Kelyn Brannon & Chris C. Kemp
: And they're probably the pioneer in the small satellites base so to great new customer partnerships.

130
00:22:42.750 --> 00:22:43.140
and

131
00:22:44.220 --> 00:22:54.120
Kelyn Brannon & Chris C. Kemp
: Some great talent, this is, this is something we've been working really hard on here at astra over the past couple of months Carla szczepanik joined us she was an apple.

132
00:22:55.080 --> 00:23:01.410
Kelyn Brannon & Chris C. Kemp
: Just bring it together an incredible team she's bringing learning and development, to make sure, as we bring new folks on the team.

133
00:23:02.070 --> 00:23:17.160
Kelyn Brannon & Chris C. Kemp
: they're contributing their talents as quickly as possible to our culture Benjamin from apple after 22 years leading various core technologies in the iPhone watch the iPad their their robotics programs.

134
00:23:18.090 --> 00:23:27.990
Kelyn Brannon & Chris C. Kemp
: Leading engineering will drury you know, he was a tesla building supply chain will is incredible he's the most talented people i've ever met.

135
00:23:28.800 --> 00:23:33.930
Kelyn Brannon & Chris C. Kemp
: You know, as we, as we pull these rockets together and we pull the factory together being able to buy things, especially now.

136
00:23:34.470 --> 00:23:42.690
Kelyn Brannon & Chris C. Kemp
: With the global logistics constrained will, as a magician and he's able to get the parts, we need whether it's silicon or raw materials into the factory.

137
00:23:43.170 --> 00:23:47.940
Kelyn Brannon & Chris C. Kemp
: Pablo helped design some of the giga factories both free month here in.

138
00:23:48.570 --> 00:24:04.980
Kelyn Brannon & Chris C. Kemp
: California and buffalo and then really excited about our newest higher status Davos, he led a lot of the machine learning efforts at apple and was at IBM Watson and the Ai efforts there he's leading software, so that that that astro operating system, we talked about.

139
00:24:06.150 --> 00:24:15.120
Kelyn Brannon & Chris C. Kemp
: he's he's kind of bringing the team together to make that real and there are so many people that are that are so talented that are not on the slide it it, it pains me but.

140
00:24:15.630 --> 00:24:20.250
Kelyn Brannon & Chris C. Kemp
: You know, obviously kellen Collins build an incredible team on the finance side that's not on here but.

141
00:24:20.940 --> 00:24:28.980
Kelyn Brannon & Chris C. Kemp
: yeah great team we've also announced that we were bringing some of the technologies together we're bringing people together but we're bringing technologies together that are key here.

142
00:24:29.910 --> 00:24:39.270
Kelyn Brannon & Chris C. Kemp
: Reid Hoffman put it well you know scale is what makes innovation matter a great idea that doesn't serve humanity is just a great idea.

143
00:24:39.750 --> 00:24:49.230
Kelyn Brannon & Chris C. Kemp
: But being able to make these things at scale and get them into the marketplace, is what matters Apollo Fusion is a is an incredible company that builds.

144
00:24:49.770 --> 00:25:00.030
Kelyn Brannon & Chris C. Kemp
: What I believe to be the world's most efficient electric rocket technology electric engine technology is what keeps spacecraft in orbit and it's what allows asteroid actually increase our.

145
00:25:00.690 --> 00:25:08.340
Kelyn Brannon & Chris C. Kemp
: Our market and our tam by taking our rocket system which can get to low earth orbit it can put it to GEO.

146
00:25:08.910 --> 00:25:15.780
Kelyn Brannon & Chris C. Kemp
: geosynchronous orbit so that we can go all the way to the moon, with this technology and while there might be a really small market.

147
00:25:16.320 --> 00:25:22.020
Kelyn Brannon & Chris C. Kemp
: Beyond earth it's great to be able to get there and it's great to be able to compete for some of these really exciting government missions.

148
00:25:22.800 --> 00:25:32.880
Kelyn Brannon & Chris C. Kemp
: Beyond the earth's orbit so great team there and finally we're we're on track to get this this merger done.

149
00:25:33.690 --> 00:25:48.120
Kelyn Brannon & Chris C. Kemp
: June 30 is our shareholder votes if you're a shareholder I strongly encourage you to vote, and you know, assuming everyone's in favor of the merger, I will start trading on NASDAQ on July 1 and that's that's next week.

150
00:25:50.130 --> 00:25:56.160
John Jannarone - Editor-in-Chief, IPO Edge: Alright, great thanks so much for that both of you um Chris let's talk to you for a little bit i'm gonna go back to kellen.

151
00:25:56.520 --> 00:26:05.640
John Jannarone - Editor-in-Chief, IPO Edge: Chris I think would be remiss not to talk about your background just a little bit so Chris was cto at NASA I don't mean to make you blush Chris but tell me when you were there in your position.

152
00:26:05.850 --> 00:26:16.200
John Jannarone - Editor-in-Chief, IPO Edge: Where you already thinking several years ago, these launches are too infrequent this spacecraft or two large I mean did the idea come to you, while you were there that smaller is better.

153
00:26:17.040 --> 00:26:26.910
Kelyn Brannon & Chris C. Kemp
: Well, some of my my good friends there at NASA will Marshall Robbie Schindler really believe that if we could get more into space.

154
00:26:27.390 --> 00:26:32.790
Kelyn Brannon & Chris C. Kemp
: there's so many opportunities and they thought hard about what what they would do they could get a small satellites into space.

155
00:26:33.330 --> 00:26:38.940
Kelyn Brannon & Chris C. Kemp
: And you know they they decided that the best thing that they could do is to help us better understand the earth.

156
00:26:39.480 --> 00:26:46.560
Kelyn Brannon & Chris C. Kemp
: And they founded planet and then I watched as as they built that first satellite technology, out of a smartphone.

157
00:26:46.950 --> 00:26:52.740
Kelyn Brannon & Chris C. Kemp
: And you know, I think that that's that's what's inspired me when I was at NASA is watching them go and build.

158
00:26:53.070 --> 00:27:01.620
Kelyn Brannon & Chris C. Kemp
: New spacecraft and now there are hundreds of companies that have raised billions of dollars to solve all sorts of incredible problems here on earth from space.

159
00:27:01.980 --> 00:27:08.550
Kelyn Brannon & Chris C. Kemp
: They all struggle with one thing, though, getting to space and because they're all trying to get two different orbits a different schedules.

160
00:27:09.210 --> 00:27:18.780
Kelyn Brannon & Chris C. Kemp
: And if they have to wait a year for a big rocket and be dropped off in the wrong place, you know that that really it doesn't it doesn't serve their needs and so.

161
00:27:19.350 --> 00:27:24.840
Kelyn Brannon & Chris C. Kemp
: As we focus on our customers, what we see is we see all these different innovative companies that are all trying to get.

162
00:27:25.560 --> 00:27:29.790
Kelyn Brannon & Chris C. Kemp
: Their particular application to particular place in space.

163
00:27:30.360 --> 00:27:35.280
Kelyn Brannon & Chris C. Kemp
: When they need it there and that's really what's driving our launch services business and the space services business because.

164
00:27:35.580 --> 00:27:39.540
Kelyn Brannon & Chris C. Kemp
: They don't really need to be solving all the same problems, again and again again like space propulsion like there's.

165
00:27:40.110 --> 00:27:55.560
Kelyn Brannon & Chris C. Kemp
: In bringing Apollo fusion into this with let's bring all the core technologies together like Amazon built Amazon web services and it's spawned a whole revolution of applications on the mobile and on the web platforms great.

166
00:27:55.740 --> 00:27:58.140
John Jannarone - Editor-in-Chief, IPO Edge: um let's talk to Calvin for a minute so Chris.

167
00:27:58.740 --> 00:28:02.760
John Jannarone - Editor-in-Chief, IPO Edge: I want to give some credit to for impressive background so you've hired a CEO.

168
00:28:02.970 --> 00:28:07.320
John Jannarone - Editor-in-Chief, IPO Edge: There at the company who's done this multiple times before kellan can we talk about.

169
00:28:07.500 --> 00:28:14.490
John Jannarone - Editor-in-Chief, IPO Edge: The projections, you know we've seen a lot of setbacks in the last year, and there are some of them out there that had big dreams, but you know.

170
00:28:14.580 --> 00:28:24.420
John Jannarone - Editor-in-Chief, IPO Edge: That actually happening is several years out and you're asking for investors, make a huge leap of faith can you talk to us a little bit about what goes into that 2024 profitability forecasts.

171
00:28:24.960 --> 00:28:31.410
John Jannarone - Editor-in-Chief, IPO Edge: Are their contracts behind it, I think the answer is yes, we touched on that and what about cost, how can, how can investors get comfortable with that.

172
00:28:32.100 --> 00:28:40.320
Kelyn Brannon & Chris C. Kemp
: So when I joined back in December, one of the things when I was doing my due diligence is to really dig into the model that that they had built and that we.

173
00:28:40.620 --> 00:28:47.190
Kelyn Brannon & Chris C. Kemp
: That we would be presenting to not only publicity, but to you know our our potential pipe investors.

174
00:28:47.580 --> 00:28:52.290
Kelyn Brannon & Chris C. Kemp
: So in the cost section, it is i've always said hope is not a strategy.

175
00:28:52.530 --> 00:29:06.390
Kelyn Brannon & Chris C. Kemp
: there's actually a detailed plan some 41 pages in detail exactly how we're going to get from our current costs today and what it's going to be in 2025 at that 500,000 and again it's looking at the automation.

176
00:29:07.050 --> 00:29:12.570
Kelyn Brannon & Chris C. Kemp
: You know if I think about mission control today and the number of people that's in there.

177
00:29:13.080 --> 00:29:30.180
Kelyn Brannon & Chris C. Kemp
: Over this five year period that will reduce i'd like to see where the software gets it to where it's on a joystick and I not a joke in there, and so we do have detailed plans, how to get there and i'm very comfortable, that is a conservative it's a conservative forecast.

178
00:29:30.930 --> 00:29:37.200
John Jannarone - Editor-in-Chief, IPO Edge: Great and let's talk about costs for a minute, I mean the exciting part is the revenue side but costs are obviously equally important.

179
00:29:37.440 --> 00:29:46.980
John Jannarone - Editor-in-Chief, IPO Edge: Our costs expected to go down over time and are you using technology software Ai to define ways to make you know each iteration more more efficiently produced.

180
00:29:47.160 --> 00:29:49.590
Kelyn Brannon & Chris C. Kemp
: So i'd like to hand that over to Chris and talk.

181
00:29:49.590 --> 00:29:49.770
John Jannarone - Editor-in-Chief, IPO Edge: About.

182
00:29:49.950 --> 00:29:51.450
Kelyn Brannon & Chris C. Kemp
: His nose Cone on his first.

183
00:29:52.620 --> 00:30:01.500
Kelyn Brannon & Chris C. Kemp
: And then, what that nose Cone now looks like in class today as I mean if you look actually the photographs or videos on the Internet of our first launch.

184
00:30:02.040 --> 00:30:10.260
Kelyn Brannon & Chris C. Kemp
: there's this beautiful sleek nose come, and it was made it a carbon fiber it was using the same technology that say you know some of our competitors have used.

185
00:30:11.130 --> 00:30:22.560
Kelyn Brannon & Chris C. Kemp
: That thing was so expensive it costs a quarter of a million dollars and you might also see references to how those those those concepts bearings cost millions of dollars on a larger vehicle like like one of the spacex rockets.

186
00:30:23.400 --> 00:30:30.240
Kelyn Brannon & Chris C. Kemp
: We looked at that and said, well, we want the entire rocket to cost on the order of a few hundred thousand dollars there's no way we can use this technology.

187
00:30:30.690 --> 00:30:33.660
Kelyn Brannon & Chris C. Kemp
: To make this, and so we started studying other approaches.

188
00:30:34.290 --> 00:30:42.120
Kelyn Brannon & Chris C. Kemp
: And you know, frankly, as we get to scale it looks much more like the hood of your car and if you open the hood of your car it's sleek on the outside.

189
00:30:42.480 --> 00:30:50.160
Kelyn Brannon & Chris C. Kemp
: But it has another piece of metal on the inside, and they stamp those things out defenders of your cars wizard if you start to think about how you make.

190
00:30:50.610 --> 00:30:54.960
Kelyn Brannon & Chris C. Kemp
: Something inexpensive at scale you don't 3D printed you don't make another carbon fiber.

191
00:30:55.620 --> 00:31:03.900
Kelyn Brannon & Chris C. Kemp
: You design it to be produced out of inexpensive materials and aluminum is an incredible material can be thin it can be strong.

192
00:31:04.350 --> 00:31:14.130
Kelyn Brannon & Chris C. Kemp
: And we're taking a lot of the innovation out of the automotive industry where they went from steel bodied and rigid frames to to kind of space bream highly efficient aerodynamic.

193
00:31:15.300 --> 00:31:24.450
Kelyn Brannon & Chris C. Kemp
: If you look at you look at the the best cars now are made out of really inexpensive really thin aluminum and we're just applying that same technology to rockets.

194
00:31:25.320 --> 00:31:30.660
John Jannarone - Editor-in-Chief, IPO Edge: Great um let's talk about competition out there and then supply demand balance so Chris.

195
00:31:31.140 --> 00:31:36.120
John Jannarone - Editor-in-Chief, IPO Edge: Will you know you talked about some of the others out there who are you know developing very impressive technologies but.

196
00:31:36.270 --> 00:31:46.080
John Jannarone - Editor-in-Chief, IPO Edge: You know who is really competing with you, and even if they are what is a demand look like in the next couple years it looks like show is a lot of pent up because it's becoming affordable to get satellites up at these prices right.

197
00:31:46.890 --> 00:31:56.280
Kelyn Brannon & Chris C. Kemp
: yeah I think you know as Kevin said, our target and 25 is \$500,000 cost right which, which means that, with an Asp of about three and half million.

198
00:31:57.060 --> 00:32:11.910
Kelyn Brannon & Chris C. Kemp
: You can see us having the pricing flexibility to go to the mega constellations like a Piper and give them the competitive pricing, I mean it 500 kilograms to low earth orbit at \$500,000 of cost that's \$1,000 a kilogram.

199
00:32:13.140 --> 00:32:25.530
Kelyn Brannon & Chris C. Kemp
: Right now that's that's about three times less expensive than a spacex launch that gives us a lot of pricing flexibility, so we could have next day space services that like fedex or a premium, and then we could have.

200
00:32:26.700 --> 00:32:39.150
Kelyn Brannon & Chris C. Kemp
: been a premium, the bulk purchase of big mega constellations deployments be discounted and the blended Asp of that at around three and a half million is is \$3,000 a kilogram which is.

201
00:32:39.810 --> 00:32:51.090
Kelyn Brannon & Chris C. Kemp
: You know about 10 times cheaper than you know the the kind of current rocket lab and the current pricing today, so I think it puts us in a really unique position to have a great amount of pricing flexibility.

202
00:32:52.170 --> 00:32:52.770
Kelyn Brannon & Chris C. Kemp
: In the future.

203
00:32:53.790 --> 00:32:59.760
John Jannarone - Editor-in-Chief, IPO Edge: Great um something that struck me when I was learning about your business is this expected frequency of launch I mean.

204
00:33:00.150 --> 00:33:06.720
John Jannarone - Editor-in-Chief, IPO Edge: Someone who grew up in Florida, you know when when there was a launch of Cape canaveral it happened very, very you know was once in a blue moon, and it was a huge event.

205
00:33:06.960 --> 00:33:18.930
John Jannarone - Editor-in-Chief, IPO Edge: So you're talking about daily launches and even maybe more than one of the day, so what's what's the thing behind that it seems so frequent in our is it is, it is it customer driven are they asking you, we want, we want the ability to go that often.

206
00:33:19.230 --> 00:33:23.610
Kelyn Brannon & Chris C. Kemp
: Hundreds of companies all want to go on different schedules to different places and space space isn't one destination.

207
00:33:24.210 --> 00:33:28.260
Kelyn Brannon & Chris C. Kemp
: And I think that's a big part of it, also the mega constellations they're, not just in one place.

208
00:33:28.890 --> 00:33:35.370
Kelyn Brannon & Chris C. Kemp
: There in a lot of different orbital planes they're built out over time they're different altitudes each of those is another launch opportunity.

209
00:33:35.910 --> 00:33:44.070
Kelyn Brannon & Chris C. Kemp
: And so, as this market grows, you know, for every Airbus 3D that takes off or triple seven that takes off at at at the airport, how many small aircraft take off.

210
00:33:44.490 --> 00:33:49.560
Kelyn Brannon & Chris C. Kemp
: For every container ship that pulls up at the port, how many trucks pickup those containers and deliver them.

211
00:33:49.980 --> 00:34:03.540
Kelyn Brannon & Chris C. Kemp
: we're building the truck you know we're building the commuter jet I think if you believe in space you've got to believe that that that same the same dynamics that you see here in logistics on the ground apply.

212
00:34:05.010 --> 00:34:10.200
John Jannarone - Editor-in-Chief, IPO Edge: Great we've got lots of questions coming in, but there are a few more things I want to touch on, I want to get to Apollo in a second.

213
00:34:10.470 --> 00:34:18.870
John Jannarone - Editor-in-Chief, IPO Edge: But before we do, can we talk about your customer mix a little bit Chris so what's the blend like now, I think you touched on in the presentation, but will that change over time what, what do you what are you expecting there.

214
00:34:19.890 --> 00:34:25.740
Kelyn Brannon & Chris C. Kemp
: I think Helen do you want to tell them oh absolutely so today if we were to look at our backlog and.

215
00:34:26.190 --> 00:34:46.200
Kelyn Brannon & Chris C. Kemp
: It would probably be about a 5050 mix between governmental and commercial as we think about our pipeline and the pipeline is growing I would imagine that, as we move through 2024 and 2025 about two thirds of the launch services would be for commercial and about a third for government.

216
00:34:47.280 --> 00:34:57.840
John Jannarone - Editor-in-Chief, IPO Edge: Great and I think a good segue into Apollo might be to be talking about things beyond watch so right now, you know we're talking a lot about launch but what's next and how many years out are we looking we're talking about.

217
00:34:58.410 --> 00:35:03.270
John Jannarone - Editor-in-Chief, IPO Edge: You know, doing doing a move move moving moving objects satellites around once you're out of space.

218
00:35:03.780 --> 00:35:05.520
Kelyn Brannon & Chris C. Kemp
: we've been really conservative with those words.

219
00:35:08.010 --> 00:35:18.240
Kelyn Brannon & Chris C. Kemp
: Maybe we'll like kellen speak to that yeah sure the numbers and i'll speak to how we're thinking about the technology so as we know, in 2022 we're going to start with our space services.

220
00:35:18.660 --> 00:35:24.000
Kelyn Brannon & Chris C. Kemp
: And, as Chris mentioned earlier, our customers really just want to get their tech up into space.

221
00:35:24.450 --> 00:35:30.210
Kelyn Brannon & Chris C. Kemp
: So what we're going to do, which is you know similar to SpaceX we're going to design the satellite.

222
00:35:30.660 --> 00:35:37.770
Kelyn Brannon & Chris C. Kemp
: and make sure that it's vertically integrated with our with our rocket What that means is that it's perfectly aligned within the rocket.

223
00:35:38.310 --> 00:35:43.770
Kelyn Brannon & Chris C. Kemp
: It reduces mass, which will increase payload and then our customers can come and just plug and play.

224
00:35:44.190 --> 00:35:50.970
Kelyn Brannon & Chris C. Kemp
: Additionally, now, you know if you launch a satellite satellite is going to just get in its orbit and it's going to circle, the earth.

225
00:35:51.510 --> 00:35:58.950
Kelyn Brannon & Chris C. Kemp
: What Apollo fusion allows us to do is to put that electric engine which is fueled by sword right, and then it can take that.

226
00:35:59.220 --> 00:36:10.200
Kelyn Brannon & Chris C. Kemp
: That satellite, which is now a spacecraft because it's moving through orbit and you can move it around to different locations different installations and so that starts in the latter part of 2022.

227
00:36:10.500 --> 00:36:15.570
Kelyn Brannon & Chris C. Kemp
: and will continue to grow and, if you think about you know our customers that we have today.

228
00:36:15.930 --> 00:36:29.070
Kelyn Brannon & Chris C. Kemp
: One of the metrics that I would keep an eye on is look at our attachment right right so someone buys a launch service are they going to buy an attached to our satellite because it would be a more effective and efficient way to get their tech into space.

229
00:36:30.060 --> 00:36:36.090
John Jannarone - Editor-in-Chief, IPO Edge: Great um let's talk about the low earth orbit satellites themselves for a minute can these actually be.

230
00:36:36.810 --> 00:36:49.020
John Jannarone - Editor-in-Chief, IPO Edge: You know, economically feasible to put up there they're not going to last that long and how long do they last we're talking about these you know what you will you're developing being you know, having you met you compared to an iPhone right Chris What about the satellites themselves.

231
00:36:49.110 --> 00:36:59.790
Kelyn Brannon & Chris C. Kemp
: yep recurring revenue streams right, I mean if you look at the technology it's the chipsets it's it's the radios it's the sensors and, just like the cameras get better on your iPhone and the and the.

232
00:37:00.420 --> 00:37:07.890
Kelyn Brannon & Chris C. Kemp
: cpu gets better and you have more more storage well the satellite to the same thing they're benefiting from the same economies of scale.

233
00:37:08.370 --> 00:37:17.790
Kelyn Brannon & Chris C. Kemp
: they've only been the same thing recently and that's why it's why we have such great technology in low earth orbit and so, if you think about the opportunity it's about designing.

234
00:37:18.570 --> 00:37:25.470
Kelyn Brannon & Chris C. Kemp
: The spacecraft to take advantage of the earth's garbage collector you know we're if you make them out of recycled materials like aluminum.

235
00:37:25.830 --> 00:37:35.430
Kelyn Brannon & Chris C. Kemp
: And then you allow the earth to recycle them by placing them in a very low orbit you really created a very harmonious relationship with the technology.

236
00:37:36.090 --> 00:37:40.380
Kelyn Brannon & Chris C. Kemp
: When you put a technology in space 10s of thousands of miles away from Earth.

237
00:37:40.920 --> 00:37:48.330
Kelyn Brannon & Chris C. Kemp
: there's no army there you're injecting into radiation which means you have to dissolve develop custom technology, you have to put shielding up there and.

238
00:37:48.870 --> 00:37:57.420
Kelyn Brannon & Chris C. Kemp
: If the thing breaks apart it's it's there forever you you've you've almost forever polluted in orbit and so, by placing things in low earth orbit.

239
00:37:57.930 --> 00:38:06.360
Kelyn Brannon & Chris C. Kemp
: Where the earth can just you know, bring it right back down and recycle it back into the earth's environment we've actually created technology in harmony with our planet.

240
00:38:07.290 --> 00:38:16.590
Kelyn Brannon & Chris C. Kemp
: And when you're lower, you can have a smaller lens you can have less power, you can connect things more easily there's lower latency for for satellite communications links.

241
00:38:17.280 --> 00:38:31.170
Kelyn Brannon & Chris C. Kemp
: it's all about impedance matching the technology with the planet and creating a more harmonious relationship and that's how we think about it yesterday, and you know just to give a little math there if you think about.

242
00:38:32.460 --> 00:38:35.730
Kelyn Brannon & Chris C. Kemp
: A hypothetical constellation of 3200 satellites.

243
00:38:36.180 --> 00:38:45.360
Kelyn Brannon & Chris C. Kemp
: You know, an average they're going to be there for three to five years so let's call it for years you're going to be on an annual basis, replacing about 800 satellites and if you get a couple of satellites on.

244
00:38:45.720 --> 00:38:57.300
Kelyn Brannon & Chris C. Kemp
: On each rocket you're going to have 400 launches right there and our business plan, if you look at 2025 were between five and 6% of the total tam so very conservative.

245
00:38:58.500 --> 00:39:14.460
Kelyn Brannon & Chris C. Kemp
: And we don't need all of them mega constellations We just need a you know, we believe that will have a piece of it and we you know different than spacex we can go and replace those satellites exactly where they need to be when they are when they fail, need to be replaced.

246
00:39:15.060 --> 00:39:19.110
John Jannarone - Editor-in-Chief, IPO Edge: All right, great um we've got lots and lots of questions coming in, please.

247
00:39:19.380 --> 00:39:26.910
John Jannarone - Editor-in-Chief, IPO Edge: Keep submitting those if we can't get to all the most certainly share them with the company, I also see a lot more people joined if you're late, you can watch a replay later on.

248
00:39:27.300 --> 00:39:36.150
John Jannarone - Editor-in-Chief, IPO Edge: just go to our website let's tackle a couple of these questions here someone's asking is there a need for the heavy launch market to mature first before these smaller.

249
00:39:36.540 --> 00:39:42.360
John Jannarone - Editor-in-Chief, IPO Edge: spacecraft makes sense and it looks like based on your projections there's plenty of demand already with that that ramp up and launch projections.

250
00:39:42.420 --> 00:39:48.060
Kelyn Brannon & Chris C. Kemp
: I think it's just the opposite, I think there are hundreds of innovative companies that are trying to get started, develop technology.

251
00:39:48.450 --> 00:39:54.750
Kelyn Brannon & Chris C. Kemp
: And then, when they're successful bill need the heavy launch right, you know you need the agility first.

252
00:39:55.410 --> 00:39:58.710
Kelyn Brannon & Chris C. Kemp
: Because, as a small company you can't afford it big launch or.

253
00:39:59.190 --> 00:40:11.460
Kelyn Brannon & Chris C. Kemp
: You know you want the capability to be matched to the market and that's what we see right now we see all this innovation, all these companies, all these countries all these government programs they're all trying to figure out.

254
00:40:11.760 --> 00:40:20.850
Kelyn Brannon & Chris C. Kemp
: You know what's the killer APP for whether it's for communications for iot for global broadband and this competition needs a more agile company.

255
00:40:22.200 --> 00:40:31.260
John Jannarone - Editor-in-Chief, IPO Edge: Great someone's asking if there's a way to check out some of the launches that you've done testing and so on, I assume, there is, if you go to the website, can you see Can you see some of that.

256
00:40:31.710 --> 00:40:37.980
Kelyn Brannon & Chris C. Kemp
: yeah we posted a lot of videos and if you go to ask you about COM there's some great content out there, great photos okay.

257
00:40:38.040 --> 00:40:48.060
John Jannarone - Editor-in-Chief, IPO Edge: Great all right, this is, this is an interesting question um do you have you thought about ESP issues you know the area and the the impact you're making you know the environment here on the earth and then up in outer space.

258
00:40:49.380 --> 00:40:57.750
Kelyn Brannon & Chris C. Kemp
: We think a lot about it, I think that one of the things that we don't want to do is is make a bunch of claims here that.

259
00:40:58.530 --> 00:41:08.250
Kelyn Brannon & Chris C. Kemp
: You know, are not well thought out and I think at a high level our purpose is to improve life on earth from space, you know our vision as a company is a healthier and more connected planet.

260
00:41:08.760 --> 00:41:18.780
Kelyn Brannon & Chris C. Kemp
: We have some specific goals that we're working on internally around our own carbon footprint and our our impact that we want to have we're working on a lot of initiatives, and I think.

261
00:41:19.410 --> 00:41:30.240
Kelyn Brannon & Chris C. Kemp
: Let us roll these things out once they're really well well formed and and we want to be very proud of what we put out there in this area, all I can say right now is.

262
00:41:31.590 --> 00:41:36.840
Kelyn Brannon & Chris C. Kemp
: we're Space Company, that is, that is absolutely committed to healthier more connected planet.

263
00:41:38.100 --> 00:41:44.520
John Jannarone - Editor-in-Chief, IPO Edge: All right, great um let's talk about competition, one more time so on that chart that you showed in the presentation there much larger.

264
00:41:44.940 --> 00:41:55.290
John Jannarone - Editor-in-Chief, IPO Edge: spacecraft, are there any others out there they're doing something similar to you, and do you have a head start over them you you obviously and I touched on this earlier got up in space and impressively quickly.

265
00:41:55.650 --> 00:41:59.910
John Jannarone - Editor-in-Chief, IPO Edge: You know virgin galactic took you know, three or four times as long So what does that look.

266
00:42:00.960 --> 00:42:01.230
John Jannarone - Editor-in-Chief, IPO Edge: well.

267
00:42:01.290 --> 00:42:12.240
Kelyn Brannon & Chris C. Kemp
: it's our it's our culture right, I mean we're we're really trying to go as fast as we can, by learning as fast as we can and we believe that you learn more when you test.

268
00:42:12.810 --> 00:42:23.010
Kelyn Brannon & Chris C. Kemp
: And this is all in harmony with a smaller rocket right if the rocket is bigger it costs more the the impact of failure is greater, and so I think by by staying focused.

269
00:42:23.700 --> 00:42:34.080
Kelyn Brannon & Chris C. Kemp
: And by staying small and agile we're company that will continue to drive efficiencies drive scale drive optimization.

270
00:42:34.560 --> 00:42:45.450
Kelyn Brannon & Chris C. Kemp
: And, and I think that that's that's how we stand, apart from a lot of other great companies out there, we think it's credibly inspirational to go to Mars, and to build a giant rockets.

271
00:42:45.870 --> 00:42:54.750
Kelyn Brannon & Chris C. Kemp
: We are so inspired by by that work that's happening, but you know we're also as a company focused on our customers and our customers.

272
00:42:55.020 --> 00:42:58.680
Kelyn Brannon & Chris C. Kemp
: Are on Mars, you know they're here on earth and they're building platforms and low earth orbit.

273
00:42:59.040 --> 00:43:09.000
Kelyn Brannon & Chris C. Kemp
: And all of our focus and all of our engineering and all of our all of our investment is in how do we serve our customers here on earth in earth orbits and that's that's what we're focused on.

274
00:43:09.990 --> 00:43:17.910
John Jannarone - Editor-in-Chief, IPO Edge: terrific on someone's asking about last mile delivery in space last mile delivery is actually a hot thing right now with with delivery.

275
00:43:18.390 --> 00:43:20.970
John Jannarone - Editor-in-Chief, IPO Edge: You know, on whatever vehicle vehicle it is here on earth, but.

276
00:43:21.270 --> 00:43:31.920
John Jannarone - Editor-in-Chief, IPO Edge: i'm imagining that involves apollo's that's once you're already up there and you're going that last short distance, I think you said that's not you know that's that's a couple years out but can you just dig into it a little bit more and explain why it's so important.

277
00:43:33.390 --> 00:43:47.910
Kelyn Brannon & Chris C. Kemp
: it's here now, and that that that technology is already on orbit and so, so I think what we've got now is we've got a new component that allows us to to immediately begin competing for and.

278
00:43:48.930 --> 00:43:51.180
Kelyn Brannon & Chris C. Kemp
: Providing delivery beyond low earth orbit.

279
00:43:52.860 --> 00:43:55.230
Kelyn Brannon & Chris C. Kemp
: Okay they're going they're joining our family next one.

280
00:43:55.800 --> 00:43:56.130
So.

281
00:43:57.300 --> 00:44:04.980
Kelyn Brannon & Chris C. Kemp
: Effectively brings that that same capability in the astra that that was it was a discreet and separate thing.

282
00:44:07.710 --> 00:44:17.820
John Jannarone - Editor-in-Chief, IPO Edge: Somewhere someone's asking this is about where you're actually going to produce the spacecraft so with the design of rocket 3.2 and you're ramping up are you going to stay there in alameda or you're going to need to expand elsewhere.

283
00:44:19.140 --> 00:44:24.870
Kelyn Brannon & Chris C. Kemp
: To get to daily space delivery alameda is our home beyond that I think we're we're looking at every office.

284
00:44:26.310 --> 00:44:35.040
Kelyn Brannon & Chris C. Kemp
: For the short time we're going to stay, you know today our facility when scaled out will produce 300 rockets.

285
00:44:35.850 --> 00:44:48.030
Kelyn Brannon & Chris C. Kemp
: A year as we think about the demand and as it's growing could there be would we put another giga factory in you know call it Texas or Nevada or some or even internationally, the answer is yes, we would.

286
00:44:48.990 --> 00:44:56.040
Kelyn Brannon & Chris C. Kemp
: will follow it will follow the demand yeah there's there's some great there's some great reasons for us to potentially put a rocket factory.

287
00:44:56.490 --> 00:45:07.290
Kelyn Brannon & Chris C. Kemp
: You know, for example in Florida, where we could put it next to a launch site, you know in Texas, where we put an extra large site, I think there are some great opportunities beyond this daily space delivery.

288
00:45:08.670 --> 00:45:21.810
Kelyn Brannon & Chris C. Kemp
: goal to kind of further expand the company's presence we view the factory itself is one of our products and so creating an instance of that factory somewhere else is certainly something that we're prepared to do, but it isn't in our current forecasts.

289
00:45:22.950 --> 00:45:23.820
Kelyn Brannon & Chris C. Kemp
: And not required.

290
00:45:25.920 --> 00:45:33.180
John Jannarone - Editor-in-Chief, IPO Edge: Great we've got someone here is asking about momentous, of course, another company going public through his back and how their propulsion technology compares to.

291
00:45:33.390 --> 00:45:38.520
John Jannarone - Editor-in-Chief, IPO Edge: What Apollo is doing, we talked about that a little bit, we can focus more on Apollo but just to help people understand the distinctions.

292
00:45:39.120 --> 00:45:47.280
Kelyn Brannon & Chris C. Kemp
: there's no just I mean it is a hall effect electric rocket engine technology, and I think we have that technology now.

293
00:45:48.840 --> 00:45:59.310
John Jannarone - Editor-in-Chief, IPO Edge: Okay, great gotcha and, by the way, that that that position is not is not part of the projected numbers correct, is it rather right kellen.

294
00:45:59.790 --> 00:46:01.620
Kelyn Brannon & Chris C. Kemp
: That sorry the train just.

295
00:46:03.720 --> 00:46:10.950
John Jannarone - Editor-in-Chief, IPO Edge: Just, just to clarify the Apollo acquisition will close until a little bit later so that's not in the in the projected numbers point is that.

296
00:46:10.950 --> 00:46:18.030
Kelyn Brannon & Chris C. Kemp
: Right, no, it is not in the projected numbers and I have said that as we start trading and we get closer to.

297
00:46:18.870 --> 00:46:30.240
Kelyn Brannon & Chris C. Kemp
: You know our q2 earnings Paul in sometime in August, you know will be really looking at the model but do realize that Apollo is a young company was founded in 2016.

298
00:46:30.840 --> 00:46:46.710
Kelyn Brannon & Chris C. Kemp
: it's technology is up in orbit but revenue streams there are relatively nascent and so, but we will be folding them in and as we looked at this transaction, you know it's breakeven are slightly a credo in a year's time.

299
00:46:47.970 --> 00:47:01.350
John Jannarone - Editor-in-Chief, IPO Edge: Okay, great um so I was just asking about broadly what are, what are the regulatory constraints, is there is there is there an international governing body that helps you coordinate you know when you're putting all these satellites up into space How does that work.

300
00:47:02.490 --> 00:47:10.950
Kelyn Brannon & Chris C. Kemp
: We work with the FAA obviously we're flying through space to get to space, and then we work, the FCC to licensed spectrum and the icu.

301
00:47:11.520 --> 00:47:22.380
Kelyn Brannon & Chris C. Kemp
: To with global spectrum allocation, so there are well established institutions and governance on all of these different regular and we have great relationships with with all of these regulators.

302
00:47:22.830 --> 00:47:30.810
Kelyn Brannon & Chris C. Kemp
: And they've been incredibly supportive and when you think about the number of airplanes to take off every day hundred thousand in the United States alone one rocket launch.

303
00:47:31.500 --> 00:47:41.820
Kelyn Brannon & Chris C. Kemp
: per day isn't a big deal when 100,000 airplanes take off, every day we just have to figure out how to again achieve harmony, how do we allow the rocket to.

304
00:47:42.870 --> 00:47:52.920
Kelyn Brannon & Chris C. Kemp
: to conduct a launch in that airspace with minimal impact and that's why we love kodiak it's because we're we're outside of the kind of core airspace corridors United States.

305
00:47:53.760 --> 00:47:58.950
Kelyn Brannon & Chris C. Kemp
: You know it's it will be a lot harder for us to achieve this daily space cadence if we only had one Spaceport and it was in.

306
00:47:59.460 --> 00:48:14.580
Kelyn Brannon & Chris C. Kemp
: You know, next to next to Miami or next to Los Angeles, for example, and I think, while these might be great partners and replaces the launch from you could never achieve daily or or many launches a day from any one Spaceport and certainly no Spaceport in really crowded airspace.

307
00:48:15.450 --> 00:48:23.070
John Jannarone - Editor-in-Chief, IPO Edge: Great um we've got a question here, this might be somebody looking for a job with you, what is your head count right now is expected, is it expected to grow further in the coming years.

308
00:48:23.520 --> 00:48:34.470
Kelyn Brannon & Chris C. Kemp
: Absolutely so as we ended last year we had 9999 employees and today we we have doubled that.

309
00:48:35.220 --> 00:48:46.320
Kelyn Brannon & Chris C. Kemp
: And as we look over the next two or three years, you know we will continue to increase our headcount having said all of that, as our automation catches up with us as our.

310
00:48:46.710 --> 00:48:58.890
Kelyn Brannon & Chris C. Kemp
: Software designs drive more simpler ways we will you know headcount will start to flat now, but will tell you that one of the metrics that we look at is what is Eva da per employee.

311
00:48:59.190 --> 00:49:06.000
Kelyn Brannon & Chris C. Kemp
: And we're going to keep you know, like a laser focus on that and and we're going to drive to that so not only revenue per employee but but.

312
00:49:06.720 --> 00:49:16.500
Kelyn Brannon & Chris C. Kemp
: I just want to highlight that, I mean this is such an incredible team of people like less than 100 people work for this company when we put something in space.

313
00:49:17.190 --> 00:49:24.630
Kelyn Brannon & Chris C. Kemp
: every single one of those people is brilliant and and precious and just that the teams that they built that.

314
00:49:25.530 --> 00:49:35.640
Kelyn Brannon & Chris C. Kemp
: That accomplish that we want the smallest possible team always and so we're focused on bringing in the highest caliber of people together the most diverse the most.

315
00:49:36.420 --> 00:49:49.740
Kelyn Brannon & Chris C. Kemp
: The most incredible people organized most efficiently, is the only way we're going to build a company that can achieve what we're trying to it and it's, it is astonishing to me what what the team has accomplished, thus far.

316
00:49:51.570 --> 00:49:56.880
John Jannarone - Editor-in-Chief, IPO Edge: Thanks that's that's really helpful Chris let's go back to callin for a second we've got a quick question here just about the share account.

317
00:49:57.210 --> 00:50:03.000
John Jannarone - Editor-in-Chief, IPO Edge: I think that this stuff is laid out pretty well in the presentation deck with kellen just help help them someone's asking wants to understand.

318
00:50:03.510 --> 00:50:15.090
John Jannarone - Editor-in-Chief, IPO Edge: You know I've seen this happen before people are concerned there's a merger does just as new share issuance implied the dilution, I mean, I think that what you see there in the pro forma numbers kind of is what it is, but can can you just help shed some light on that.

319
00:50:15.330 --> 00:50:30.480
Kelyn Brannon & Chris C. Kemp
: yeah so you know you're exactly right it john it is what it is, and you know we've held our CAP table relatively you know stable since December 31 so that's that's that's what the numbers on okay.

320
00:50:30.510 --> 00:50:38.070
John Jannarone - Editor-in-Chief, IPO Edge: Great i'm a big picture question here i'm going again getting back to the other players out there can can a rocket lab in a spacex can they all thrive.

321
00:50:38.400 --> 00:50:45.810
John Jannarone - Editor-in-Chief, IPO Edge: Along with astra I mean is there just how big is the market my sense is that we're at such an early stage there probably is plenty of room for for everyone.

322
00:50:46.020 --> 00:50:54.450
Kelyn Brannon & Chris C. Kemp
: Absolutely yeah I mean, these are great companies with great with great product, and I think I i'm really starting to see.

323
00:50:55.590 --> 00:51:01.170
Kelyn Brannon & Chris C. Kemp
: The focus and the differentiation and you know we're astros headed is, we want to have.

324
00:51:01.740 --> 00:51:09.270
Kelyn Brannon & Chris C. Kemp
: ubiquitous access to space from anywhere on earth anywhere in space we're focused on scale we're focused on on that that part of the market.

325
00:51:09.570 --> 00:51:14.640
Kelyn Brannon & Chris C. Kemp
: I think there's some other great companies that are building larger rockets putting people on their rockets focused on that.

326
00:51:15.180 --> 00:51:26.700
Kelyn Brannon & Chris C. Kemp
: we're not we're not going to put people on our rockets and we're not going to build big rockets launched in in a small number of places in small quantities we're focused squarely on the other end of the spectrum.

327
00:51:28.050 --> 00:51:29.370
John Jannarone - Editor-in-Chief, IPO Edge: there's a good question here about.

328
00:51:29.670 --> 00:51:35.700
John Jannarone - Editor-in-Chief, IPO Edge: next generations of each rocket do you talk to customers in advance, you know when you're still in a testing stage and say.

329
00:51:35.820 --> 00:51:44.940
John Jannarone - Editor-in-Chief, IPO Edge: This is going to be here saying two years and would you like to plan to use this one, or do you focus more on the ones that you've already got an operation, so I guess someone's asking you know 3.3 and so on.

330
00:51:45.210 --> 00:51:55.020
Kelyn Brannon & Chris C. Kemp
: yeah absolutely yeah it's one of the most challenging aspects of this industry because historically these these satellites and.

331

00:51:56.250 --> 00:52:05.490

Kelyn Brannon & Chris C. Kemp

: The demand side of his business has forecasted so far into the future, and when you have a capability that's evolving as rapidly as ours.

332

00:52:05.820 --> 00:52:09.390

Kelyn Brannon & Chris C. Kemp

: You know we're every generation of the rocket gets better and better and better better.

333

00:52:10.080 --> 00:52:18.210

Kelyn Brannon & Chris C. Kemp

: For customers, we have to be very transparent with them about what we're building and when we're building it because they need to intersect that roadmap.

334

00:52:18.780 --> 00:52:30.090

Kelyn Brannon & Chris C. Kemp

: And to some degree it's it's very exciting to see companies like Amazon jump in to have the same culture of innovation, where where they're going to be evolving and innovating their spacecraft and I think that.

335

00:52:30.930 --> 00:52:36.090

Kelyn Brannon & Chris C. Kemp

: that's why this market is so unique because you have technology companies jumping in now.

336

00:52:36.540 --> 00:52:43.170

Kelyn Brannon & Chris C. Kemp

: partnering with technology companies, this is less about aerospace companies operating on 10 or 15 or 20 year life cycles.

337

00:52:43.680 --> 00:52:58.740

Kelyn Brannon & Chris C. Kemp

: very small numbers of a very you know choppy chunky you know we're at a services based you know lots of recurring revenue it's it's it's much more like aws and much less like you know traditional aerospace.

338

00:52:59.760 --> 00:53:10.650

John Jannarone - Editor-in-Chief, IPO Edge: Right gotcha and then that makes sense, you know you talked about this a little bit before but someone's asking again, can we talk about readability are there other spacecraft where that makes more sense and could it ever for you or not.

339

00:53:12.810 --> 00:53:21.570

Kelyn Brannon & Chris C. Kemp

: yeah Dr Adam London my co founder of you're on the line is you know it is really about what serves customers and.

340

00:53:22.020 --> 00:53:26.220

Kelyn Brannon & Chris C. Kemp

: If you have a reusable vehicle it's perfect for a human capability because you're.

341
00:53:26.580 --> 00:53:35.070
Kelyn Brannon & Chris C. Kemp
: you're trying to design that reliability and you have a much more expensive machine if you put a person on it, because you, you have to design for very high reliability, when you put a personal.

342
00:53:35.760 --> 00:53:41.760
Kelyn Brannon & Chris C. Kemp
: At it's typically a much larger rocket when you're building something that is fundamentally.

343
00:53:42.390 --> 00:53:55.230
Kelyn Brannon & Chris C. Kemp
: high volume mass produced are building a large mega constellation the number of small satellites as as a percentage of a constellation if you look at starling to be looking at the planet satellites they're constantly.

344
00:53:56.610 --> 00:54:00.900
Kelyn Brannon & Chris C. Kemp
: they're focused on the overall constellation they're not focused on the individual satellite.

345
00:54:01.470 --> 00:54:09.870
Kelyn Brannon & Chris C. Kemp
: Right, so, if you look at the the Google or the azure or the or the Amazon web services cloud you don't care about the server.

346
00:54:10.440 --> 00:54:20.820
Kelyn Brannon & Chris C. Kemp
: You care about the service right, and so I think that's that's where we're headed in space it's not about a single GPS satellite it's about the service of location.

347
00:54:21.480 --> 00:54:30.810
Kelyn Brannon & Chris C. Kemp
: And the services will be increasingly provided by thousands of small satellites, not one or \$2 billion assets.

348
00:54:31.230 --> 00:54:39.390
Kelyn Brannon & Chris C. Kemp
: And so, this is the mainframe era of space taking a giant leap forward to the cloud or of space and I think you're you're going to have.

349
00:54:39.750 --> 00:54:52.380
Kelyn Brannon & Chris C. Kemp
: Those two polar things coexisting here for a little bit and then this transition will occur and you're gonna have pure technology very fast cycles of innovation and it's gonna be it's gonna be a whole new whole new world.

350
00:54:53.190 --> 00:55:03.540
John Jannarone - Editor-in-Chief, IPO Edge: Great great we've only got a few minutes but i'm someone's asking for you to drill down a little more in this 3D 3D printing topic which you discuss before, so it can be part of the process, but can you explain the limitations of it again.

351
00:55:04.200 --> 00:55:15.570
Kelyn Brannon & Chris C. Kemp
: it's very expensive like it, you know we don't have tesla doesn't three different cars apple doesn't recruit iphones I, I think that when there is a part where it makes sense to 3D printed well 3D printing.

352
00:55:16.950 --> 00:55:26.670
Kelyn Brannon & Chris C. Kemp
: Is a data driven decision does it serve our customers, there are dozens of ways to manufacture anything in 3D printing is just one option that you have.

353
00:55:27.420 --> 00:55:39.720
Kelyn Brannon & Chris C. Kemp
: And we have 3D printers with three different things on the rocket but it isn't something that we're we're not focused on technology it astra we're focused on serving customers and focused on you know cash flow and profitability as a business.

354
00:55:40.860 --> 00:55:43.380
John Jannarone - Editor-in-Chief, IPO Edge: Great now, I think that we know which part of space.

355
00:55:43.650 --> 00:55:53.700
John Jannarone - Editor-in-Chief, IPO Edge: You know you're targeting at the moment but someone's asking is there a possibility of thinking back going further and further out like some of these other guys, are you know, obviously humans, you know dreams of going to Mars, and so on, so where I mean.

356
00:55:54.150 --> 00:55:56.610
John Jannarone - Editor-in-Chief, IPO Edge: Could we go lunar How far are we talking here, Chris.

357
00:55:56.970 --> 00:56:04.560
Kelyn Brannon & Chris C. Kemp
: I dream of the earth, you know I think you know it there's so many people that are that are doing exciting visionary things.

358
00:56:05.520 --> 00:56:16.740
Kelyn Brannon & Chris C. Kemp
: outside of earth think of asteroids as as as the earth Space Company, you know we're we're focused on creating healthier more connected planet we're focused on improving life on earth.

359
00:56:17.340 --> 00:56:29.220
Kelyn Brannon & Chris C. Kemp
: from space and and that's what most of our customers are focused on, and you know I think that's that's what focuses our engineers it's with focuses our our business is how do we improve life on earth from space.

360
00:56:30.390 --> 00:56:31.890
John Jannarone - Editor-in-Chief, IPO Edge: terrific a couple of.

361
00:56:32.280 --> 00:56:42.300
John Jannarone - Editor-in-Chief, IPO Edge: Quick ones here someone's asking what happens to your position position in HR well, I think I can feel this, but just tell me out if i'm not getting this right guys so basically you don't need to think about an ipo this back.

362
00:56:42.510 --> 00:56:46.200
John Jannarone - Editor-in-Chief, IPO Edge: will automatically convert in your brokerage account to a new ticker on the first of July.

363
00:56:46.590 --> 00:56:54.060
John Jannarone - Editor-in-Chief, IPO Edge: If everything goes expected and so there's not really anything else you need to do you shouldn't really be thinking about another ticker just if you're interested, you should look at AOL is that is that fair.

364
00:56:54.300 --> 00:56:56.640
Kelyn Brannon & Chris C. Kemp
: that's correct absolutely okay.

365
00:56:56.790 --> 00:57:04.710
John Jannarone - Editor-in-Chief, IPO Edge: Great i'm just a quick one here, you know people like to ask about the space waste thing what's your what's your what's your take on that, I mean you know we talked about your.

366
00:57:05.310 --> 00:57:10.230
John Jannarone - Editor-in-Chief, IPO Edge: You know sense of responsibility for both the earth and space, but what what, what do you think about what can be done there.

367
00:57:11.490 --> 00:57:11.790
John Jannarone - Editor-in-Chief, IPO Edge: Keep.

368
00:57:11.820 --> 00:57:17.040
Kelyn Brannon & Chris C. Kemp
: keep everything low orbits the earth has a garbage collector it's called gravity, you know.

369
00:57:18.990 --> 00:57:26.640
Kelyn Brannon & Chris C. Kemp
: If you're if you're in a very low orbit you're not going to hit anything other than yourself, and I think that's how we view this it's put the technology.

370
00:57:27.090 --> 00:57:39.300
Kelyn Brannon & Chris C. Kemp
: In harmony with the planet let's use materials like aluminum it's one of the most common materials on earth and let's let's build everything out of aluminum sort of the limiting can get recycled back into the planet when it's done.

371
00:57:40.590 --> 00:57:46.140
Kelyn Brannon & Chris C. Kemp
: aluminum and silicon you know it's it's it's it'll be our satellites will wash up on the beach and you'll called sand.

372
00:57:47.820 --> 00:57:57.180
John Jannarone - Editor-in-Chief, IPO Edge: Great i'm just one quick one and then, when I get back to the to the voting issue, are there any things that we can talk about that are beyond your projections big dreams, I mean you don't want to give away any secrets here but.

373
00:57:57.600 --> 00:58:04.560
John Jannarone - Editor-in-Chief, IPO Edge: You know services that are beyond the things we discussed today, people are just asking you know well, I think that people are very excited about this business and things that.

374
00:58:04.770 --> 00:58:09.210
John Jannarone - Editor-in-Chief, IPO Edge: You might have in the back of your mind that you haven't you haven't gotten into detail, yet Chris can you can you give us any hints.

375
00:58:09.390 --> 00:58:20.940
Kelyn Brannon & Chris C. Kemp
: we're so focused right now on the launch service and then obviously we we put this beachhead of space services and satellite services in in the forward looking statements, but I think at this point.

376
00:58:21.810 --> 00:58:30.930
Kelyn Brannon & Chris C. Kemp
: This point focus is is the name of the game for asteroids it's let's let's get this launch off the summer let's start getting monthly weekly.

377
00:58:31.350 --> 00:58:43.380
Kelyn Brannon & Chris C. Kemp
: Bi weekly what let's let's push that part of the business and then let's let's acknowledge that we're not just getting to space to get to space we're getting to space to serve the planet and how do we do that.

378
00:58:44.250 --> 00:58:59.070
Kelyn Brannon & Chris C. Kemp
: we'll we'll start to unveil new services beyond just the launch service and they'll be space services that help our customers operate in space it's it'll be solving the biggest problems our customers have beyond lunch so that's all safe right now.

379
00:58:59.820 --> 00:59:14.310
John Jannarone - Editor-in-Chief, IPO Edge: All right, that's that works Jerry let's show that slide one more time just remind everyone if there's any question about how to vote your shares, because you should no matter how many you have just go to your brokers website call your broker go to holistic.

380
00:59:15.420 --> 00:59:20.430
John Jannarone - Editor-in-Chief, IPO Edge: holistic his own site here felicity Inc and you can get more information on it there.

381

00:59:20.730 --> 00:59:27.990

John Jannarone - Editor-in-Chief, IPO Edge: Anyone who asked a question wasn't answered i'm sorry about that there were a lot, and we had a very dense schedule those questions will all go over to the astro folks.

382

00:59:28.470 --> 00:59:37.380

John Jannarone - Editor-in-Chief, IPO Edge: So they'll see them and, lastly, if you want to watch a replay because I noticed the audience grew throughout go to ipo hyphen edge calm or look up stock ticker on.

383

00:59:37.620 --> 00:59:41.190

John Jannarone - Editor-in-Chief, IPO Edge: Sorry, that is, the holistic stock ticker on Yahoo finance or and your Bloomberg terminal.

384

00:59:41.580 --> 00:59:51.270

John Jannarone - Editor-in-Chief, IPO Edge: The replay will show up there in a couple of hours with that carolyn Chris Thank you so much, this was a really terrific event we appreciate your time today and for everyone who tuned in so thanks a lot.

385

00:59:51.300 --> 00:59:52.350

Kelyn Brannon & Chris C. Kemp

: Thanks so much thank you.



CHRIS KEMP
FOUNDER, CHAIRMAN & CEO



JUNE 1, 2021

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SPACE IS THE NEXT ECONOMIC FRONTIER

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

Source: Wall Street Research, Space Capital.

(1) Per Morgan Stanley Research.

(2) Based on projected FY21, 2022 and NASA budget from Jeter, What's Up in Space: Near
Launchers, Some Estimates (Aug. 2020).

(3) Companies currently operating space assets or with plans to launch them in the next 2 years.

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

JUNE 2021

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\$1.0+ Trillion

Total Space Economy in 2040⁽¹⁾

\$216 Billion

Satellite Manufacturing Spending through 2030⁽²⁾

\$40.7 Billion

Government Investment in Space⁽³⁾

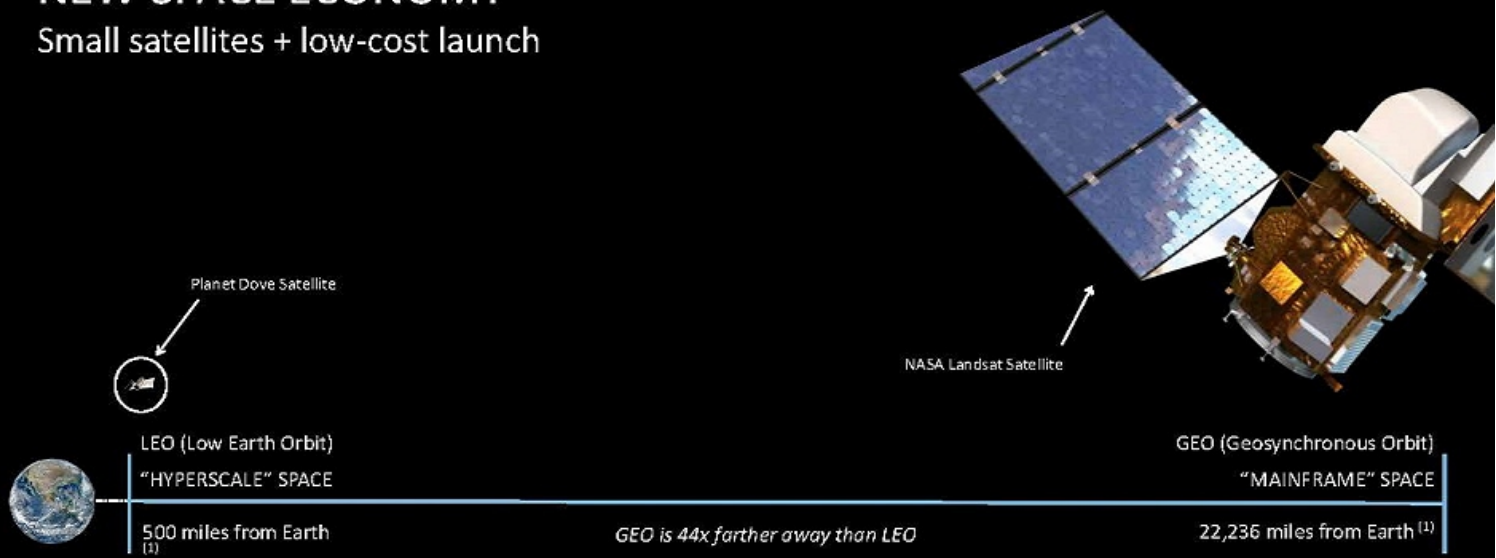
400+

Private U.S. Companies⁽⁴⁾



NEW SPACE ECONOMY

Small satellites + low-cost launch



NEW SPACE ECONOMY

Small satellites + low-cost launch

LEO 'HYPERSCALE' SPACE

Distance	500 miles ⁽¹⁾
Satellite price	\$400,000 ⁽¹⁾
Launch price	\$3,000,000 ⁽¹⁾
Volume	1,000s/year ⁽¹⁾

98% closer

98% cheaper

97% cheaper

100x increase

GEO "MAINFRAME" SPACE

22,236 miles ⁽¹⁾	Distance
\$200,000,000 ⁽¹⁾	Satellite price
\$100,000,000 ⁽¹⁾	Launch price
10s/year ⁽¹⁾	Volume



500 miles from Earth ⁽¹⁾

22,236 miles from Earth ⁽¹⁾

⁽¹⁾ Approximately
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3

NUMEROUS MULTI-BILLION DOLLAR MARKETS



GLOBAL BROADBAND CONNECTIVITY
Reliable, low latency connectivity that could leapfrog wireless



IOT / M2M
Monitoring billions of objects



EARTH OBSERVATION
Monitoring activity on earth



NATIONAL SECURITY
Early warning systems



**NEXT-GENERATION WEATHER, GPS,
AND OTHER SERVICES**
Leapfrogging wireless

SUPPLY CONSTRAINED MARKET

Leading to a rapidly growing pipeline

\$150M BACKLOG ⁽¹⁾
\$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

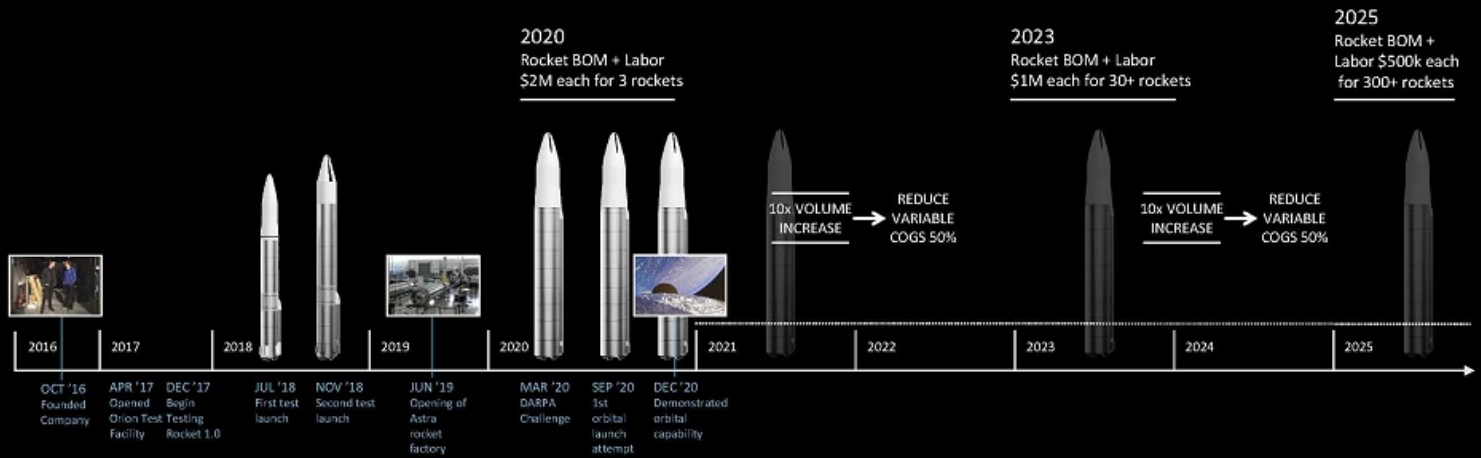
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RAPID ITERATION DEEPENS COMPETITIVE MOAT

KEYS TO SUCCESS:

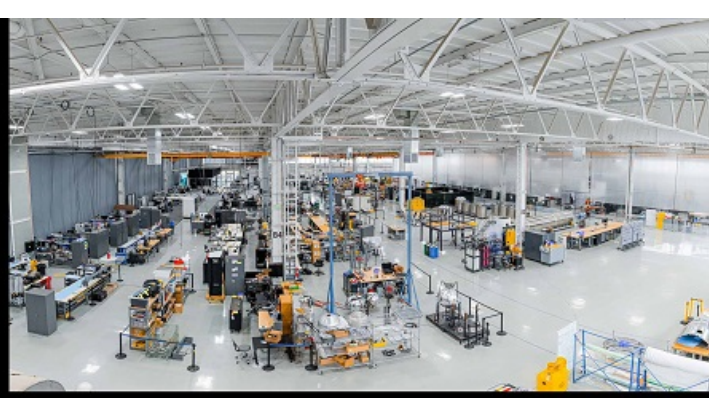
- Technology de-risked by success of launches
- Rapidly enhance and re-launch rockets
- Automation to optimize costs and streamline improvements



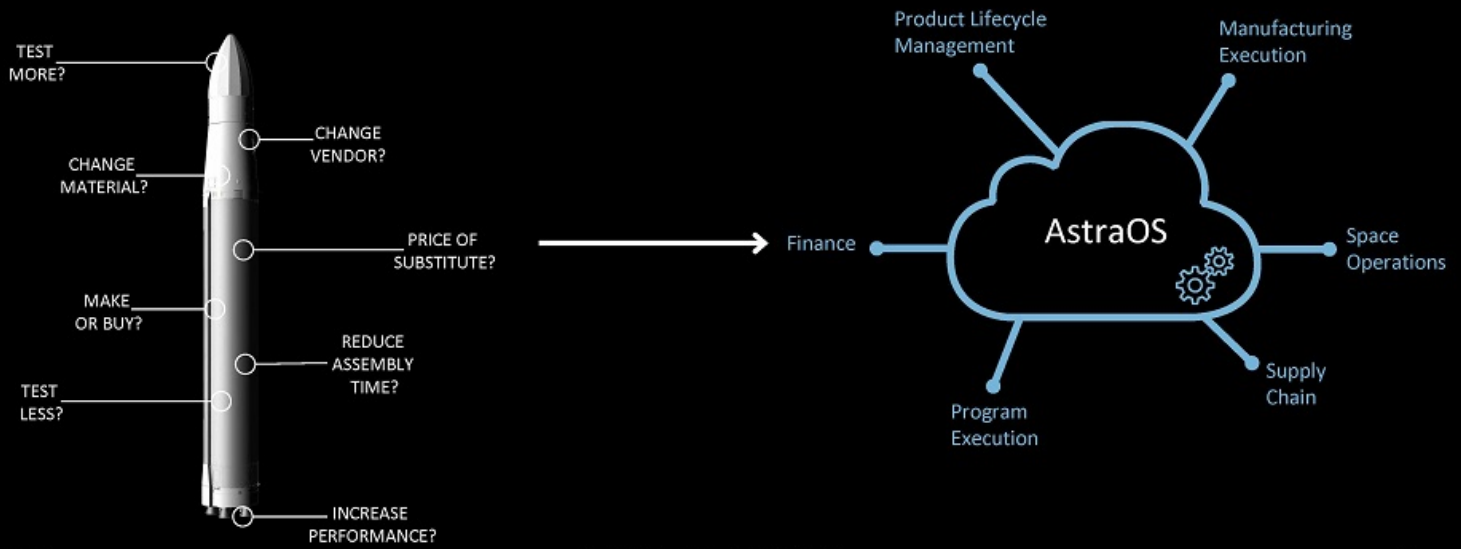
A “MODEL T” FOR THE SPACE INDUSTRY

Alameda Naval Air Station HQ — 285k sq. ft., 20-acre campus

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

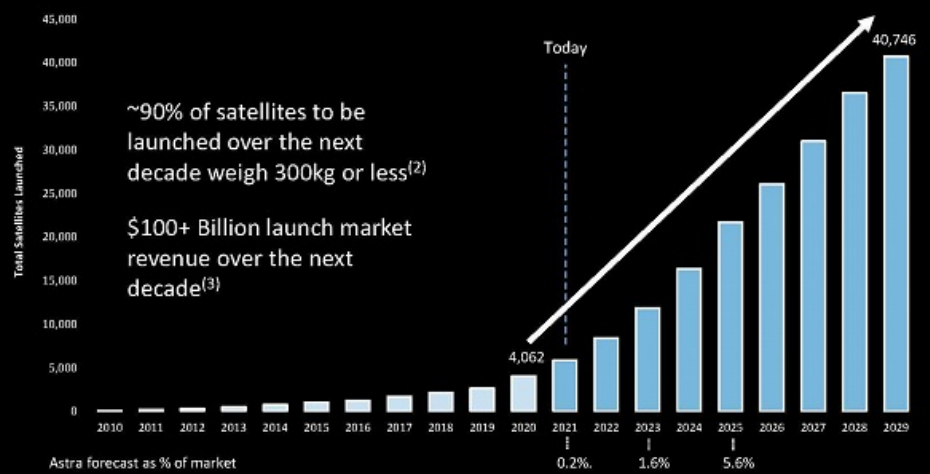


SOFTWARE-DRIVEN MANUFACTURING EFFICIENCY



THE NEW SPACE AGE INFLECTION POINT

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



Source: Wall Street Research, Space Capital

(1) Based on Euroconsult and Astra Management estimates.

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

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

LAUNCH 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

SPACE SERVICES



INTEGRATED

Factory integration of satellites with rocket eliminates unused mass + volume



RAPID

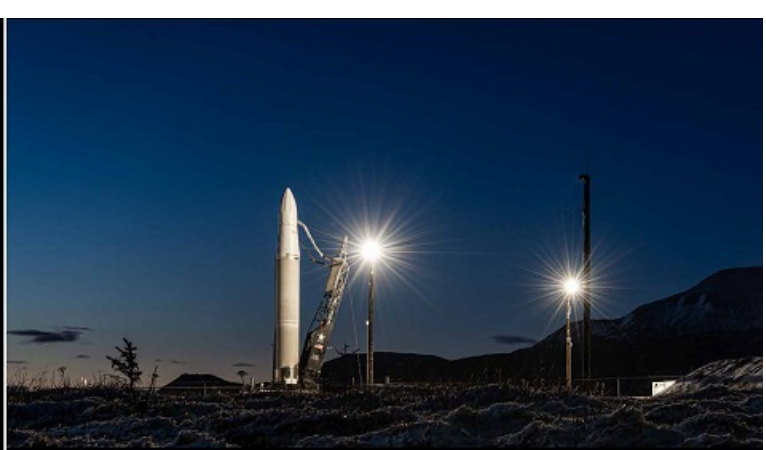
From concept to constellation in months, not years



MAINFRAME TO MOBILE

Eliminates investment in bespoke satellite bus development

SPACEPORT SERVICES



RAPID

From payload delivery to launch within days



GLOBAL

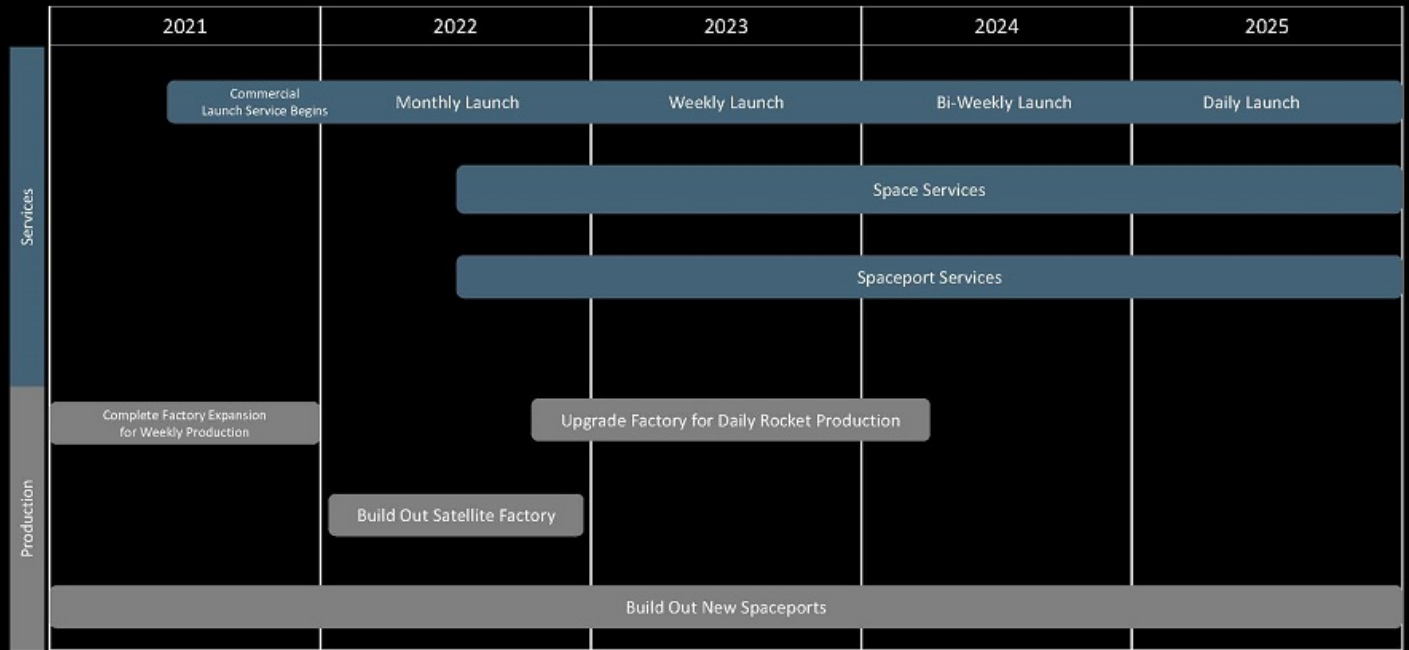
10+ launch sites identified around the world





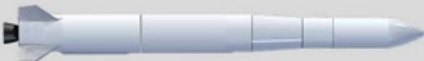






AFFORDABLE

Commercial FAA spaceports only require a concrete pad

TIMELINE TO HYPERSCALE SPACE OPERATIONS



ASTRA IS UNIQUELY POSITIONED TO SERVE THE SATELLITE MARKET

			CADENCE	DEDICATED LAUNCH PRICE	NUMBER OF LAUNCHES IN PAST 12 MONTHS
ASTRA SMALL LAUNCH (<500 KG)	★ ASTRA		300+ LAUNCHES / YEAR	\$	1
VIRGIN ORBIT SMALL LAUNCH (<500 KG)			< 50 LAUNCHES / YEAR	\$\$	1
ROCKET LAB SMALL + HEAVY LAUNCH ⁽¹⁾ (<500 KG + >1500 KG ⁽¹⁾)			< 50 LAUNCHES / YEAR	\$\$	7
ULA HEAVY LAUNCH (>1500 KG)			< 30 LAUNCHES / YEAR	\$\$\$\$	5
SPACE X HEAVY LAUNCH (>1500 KG)			< 30 LAUNCHES / YEAR	\$\$\$\$	34

Source: Company website, press, and Wall Street Research.
(1) Heavy launch rocket (Neutron) planned for 2024.

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FINANCIAL SUMMARY WITH KEY DRIVERS

- Launch Revenue grows as launch cadence ramps to daily in 2025
- Revenue ramps as Astra's Modular Spacecraft Platform grows
- Gross margins increase as factory utilization ramps and efficiencies from mass production are realized
- Further increases in launch cadence and space platform offerings expected to drive material revenue growth after 2025

(\$ in Millions)	2021E	2022E	2023E	2024E	2025E
# of Launches	3	15	55	165	300
Total Launch Revenue	\$4	\$47	\$206	\$619	\$1,125
# of Satellites Launched	--	10	60	250	660
Space Services Revenue	--	\$6	\$31	\$123	\$314
# of Spaceports Deployed	--	1	1	2	3
Spaceport Services Revenue	--	\$15	\$18	\$38	\$62
Total Revenue	\$4	\$67	\$256	\$780	\$1,501
% Revenue Growth		1,697%	280%	205%	92%
Gross Profit ⁽¹⁾	(\$6)	\$14	\$119	\$477	\$1,045
% Gross Margin ⁽¹⁾	NM	20%	46%	61%	70%
Adj. EBITDA ⁽¹⁾	(\$81)	(\$130)	(\$53)	\$238	\$694
% Adj. EBITDA Margin	NM	NM	NM	31%	46%
(-) Δ Working Capital	\$3	\$1	(\$1)	(\$2)	\$5
(-) CapEx	(\$96)	(\$25)	(\$61)	(\$60)	(\$24)
Unlevered Free Cash Flow	(\$175)	(\$154)	(\$116)	\$177	\$676

Source: Management estimates.
(1) Before stock-based compensation.

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17



Announced February 2021
Multi-Launch Contract



Announced May 2021
Multi-Launch Contract



Joined January 2021

Carla Supanich
VP of People



Joined February 2021

Benjamin Lyon
Chief Engineer



Joined March 2021

Will Drewery
VP of Supply Chain



Joined March 2021

Pablo Gonzalez
SVP of Factory

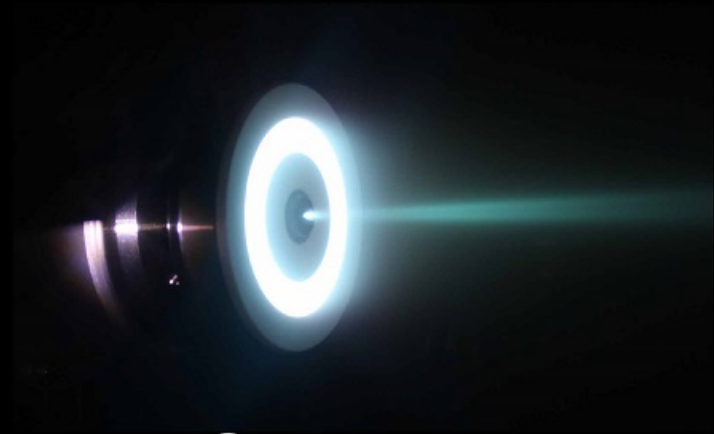


Joined June 2021

Stratos Davlos
SVP Software

“SCALE IS WHAT MAKES
INNOVATION MATTER, I’M
EXCITED THAT APOLLO FUSION
WILL BE A KEY ENABLER OF
ASTRA’S SPACE PLATFORM.”

—REID HOFFMAN, PARTNER AT GREYLOCK
AND LEAD INVESTOR IN APOLLO FUSION



MERGER OF ASTRA + HOLICITY
EXPECTED TO CLOSE JUNE 30TH

ASTR TO BEGIN TRADING ON NASDAQ
ON JULY 1ST

Q & A

JUNE 2021

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