



# EchoStar Corporation Investor Overview

February 2022



# Safe Harbor Statement

This presentation may contain statements that are forward looking, as that term is defined by the Private Securities Litigation Reform Act of 1995. These forward-looking statements are based on management's beliefs, as well as assumptions made by, and information currently available to, management. When used in this presentation, the words "believe," "anticipate," "estimate," "expect," "intend," "project," "plans," and similar expressions, and the use of future dates are intended to identify forward-looking statements. Although management believes that the expectations reflected in these forward-looking statements are reasonable, it can give no assurance that these expectations will prove to have been correct. You are cautioned not to place undue reliance on any forward-looking statements, which speak only as of the date made. We assume no responsibility for the accuracy of forward-looking statements or information or for updating forward-looking information or statements. These statements are subject to certain risks, uncertainties, and assumptions. See "Risk Factors" in EchoStar's Annual Report on Form 10-K for the year ended December 31, 2021 as filed with the Securities and Exchange Commission and in the other documents EchoStar files with the Securities and Exchange Commission from time to time.

# State of Our Business

2021 Revenue of \$2.0b, Net  
Income of \$63m, and  
Adjusted EBITDA of \$719m  
Strong balance sheet



1.5

Million HughesNet  
subscribers

S-Band Licenses over  
Europe and Mexico  
with terrestrial access



Global NGSO  
S-Band Rights



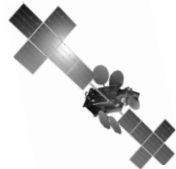
Offering  
consumer service  
in the US and  
Latin America



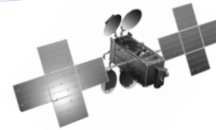
Diversified Enterprise  
Business with  
substantial backlog



HTS satellite (Jupiter 3)  
under construction that  
will more than double  
Ka-band capacity



Existing fleet of 7 owned  
and 3 leased Ka, Ku, and  
S-band payloads/satellites



# Our Global Presence



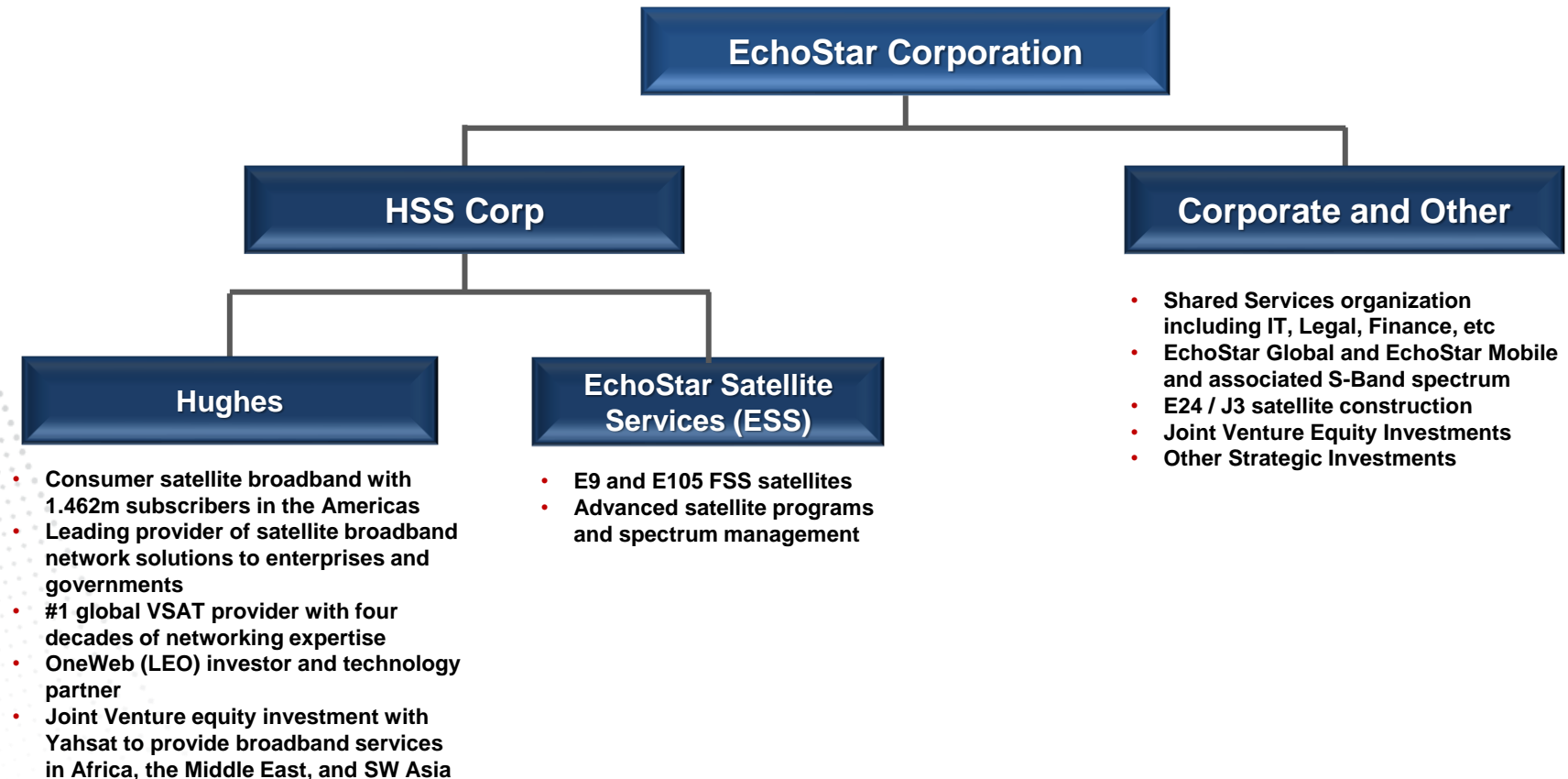
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# Our Goals

- **Connect People, Enterprises, and Things Everywhere**
- **Deliver essential broadband services and solutions through the largest high-throughput satellite network over the Americas at the lowest cost per bit**
- **Complement our GEO fleet with NGSO/LEO capacity and other technologies to extend coverage to our customers and significantly increase the size of our total addressable market**
- **Continue as a trusted partner for technology solutions and services globally that support ubiquitous connectivity**
- **Develop and monetize our portfolio of spectrum assets in a variety of ways including full integration of S-band solutions into 5G networks**



# Our Business Segments

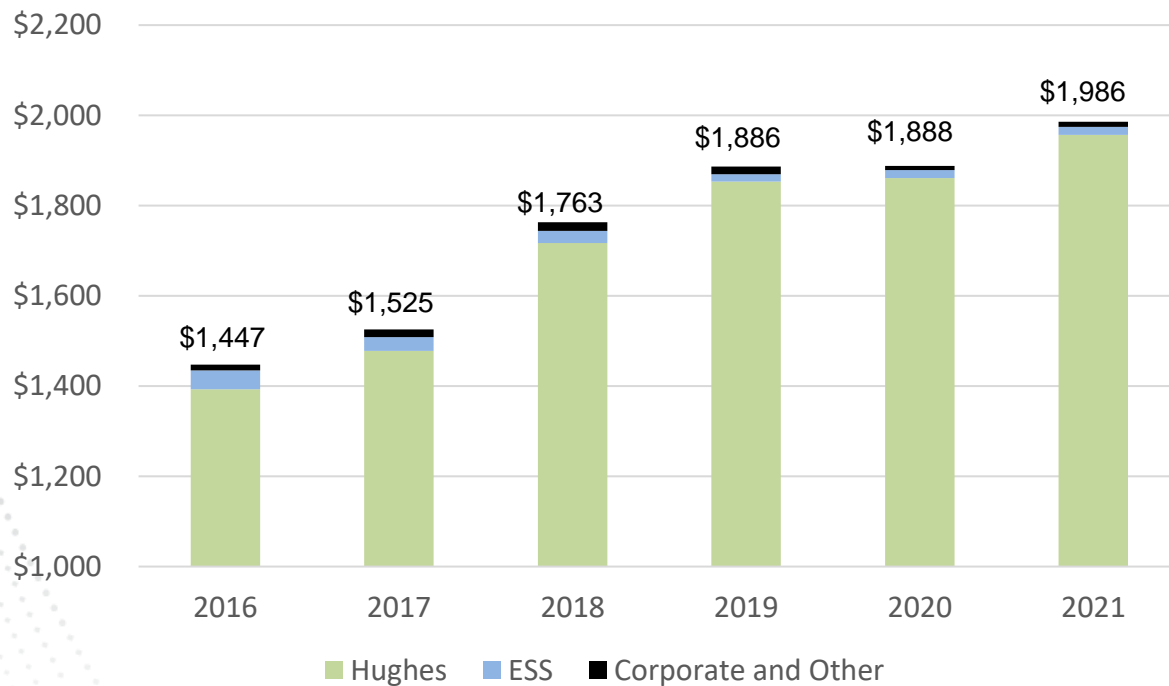


# Recent Highlights

- **Revenue of \$499m in Q4-21 and \$1,986m FY-2021**
- **Net Income of \$63m FY-2021**
- **Adjusted EBITDA of \$160m in Q4-21 and \$719m FY-2021**
- **Free Cash Flow, defined as Adjusted EBITDA minus Capital Expenditures, of \$281m in FY-2021**
- **Announced the formation of a joint venture with Bharti Airtel, creating the largest satellite service operator in India, well positioned to offer flexible and scalable enterprise networking solutions**
- **Announced a strategic six-year distribution agreement with OneWeb to provide Low Earth Orbit (LEO) connectivity services across India**
- **Purchased 1.2m shares of Class A common stock in Q4-21 in open market trades**
- **Strong balance sheet – Cash and Marketable securities of \$1.5b**



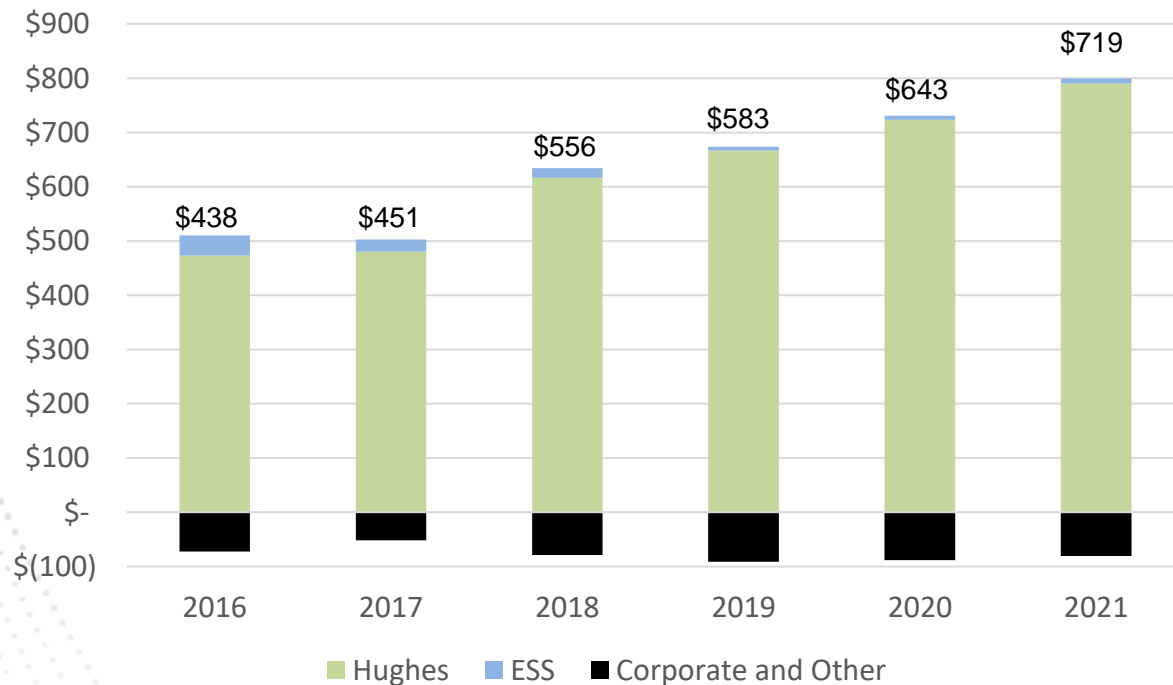
# Revenue (\$m)



- **7% 5-Year CAGR (2016 – 2021) for consolidated EchoStar**
- **7% 5-Year CAGR for Hughes segment (2016 – 2021)**
- **EchoStar 17/ Jupiter 2 in service Q2-17**



# Adjusted EBITDA (\$m)



- 10% 5-year CAGR (2016 – 2021) for consolidated EchoStar
- 11% 5-year CAGR for Hughes segment (2016 – 2021)
- EchoStar 17/ Jupiter 2 in service Q1-17
- Corporate and Other includes equity of unconsolidated affiliates which causes some variability

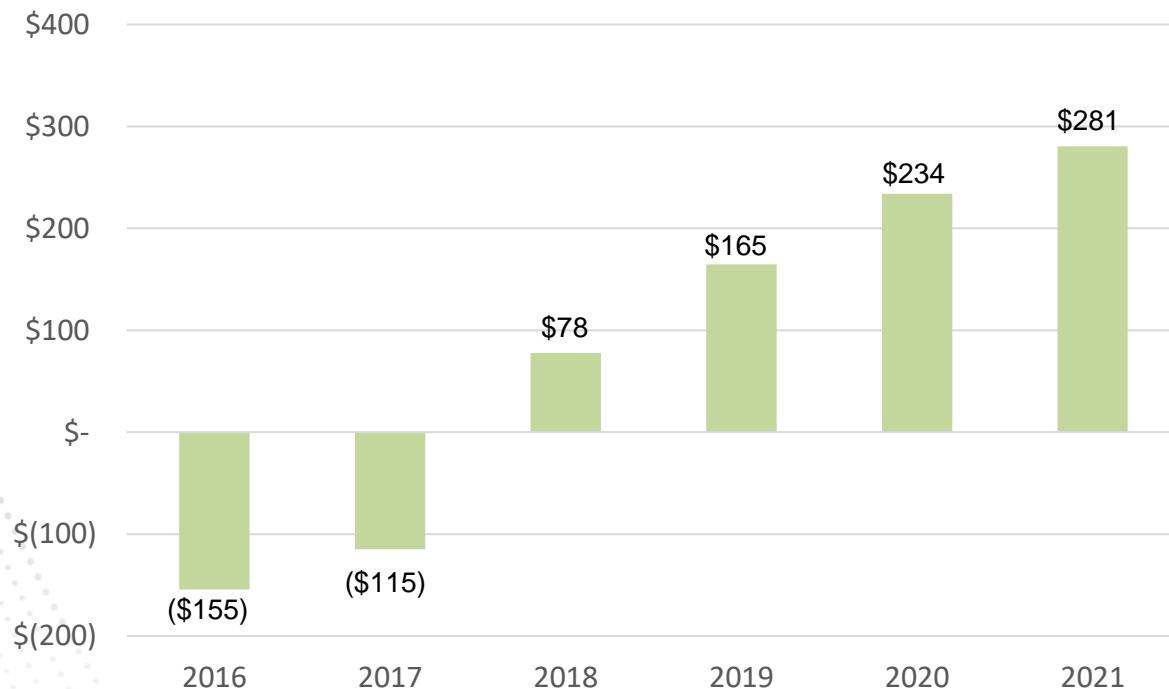
# Capital Expenditures (\$m)



- Main categories of capital expenditures include consumer premise, new satellites and associated infrastructure, enterprise solutions, and other corporate needs

- 2016 estimated for continuing operations post BSS transaction which was completed in 2019

# Free Cash Flow (\$m)



- Free Cash Flow defined as Adjusted EBITDA less capital expenditures

# Liquidity and Leverage (\$m)

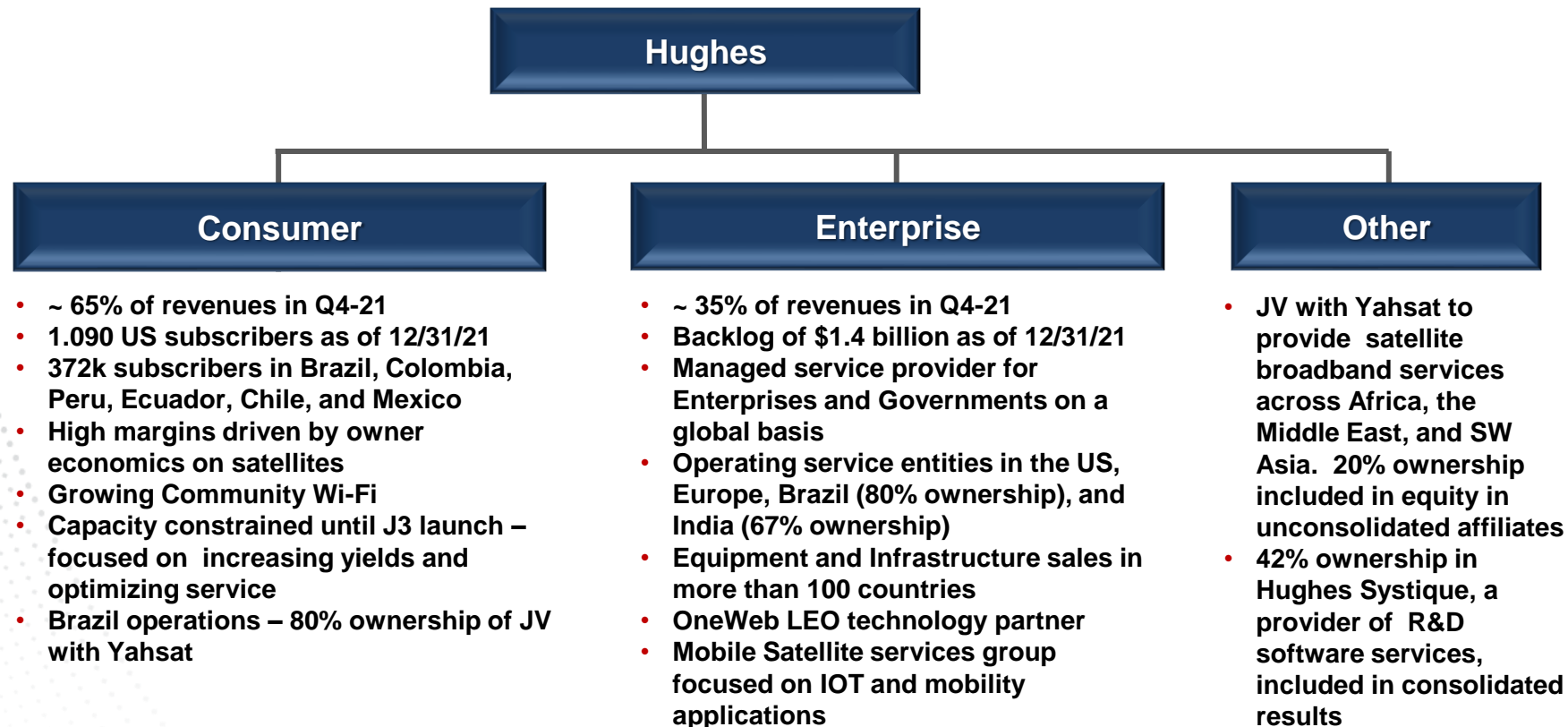
	HSS Corp	Echo Corp Consolidated
Cash and Marketable Securities	\$ 1,284	\$ 1,546
Debt		
Sr. Secured 5.25% Due 2026	\$ 750	\$ 750
Sr. Unsecured 6.625% Due 2026	\$ 750	\$ 750
In-Orbit Incentives, Cap Lease, Other *	\$ 29	\$ 53
	\$ 1,529	\$ 1,553
Net Debt	\$ 245	\$ 7
Indebtedness to Cash Flow *		
Gross - Secured	1.0x	
Gross - Total	2.1x	
Net	0.3x	

\* HSS Corp based on covenant definitions

- All public debt resides at HSS Corporation
- HSSC Covenants:
  - ✓ Secured is 4.0x
  - ✓ Total is 6.0x
- Data as of 12/31/21

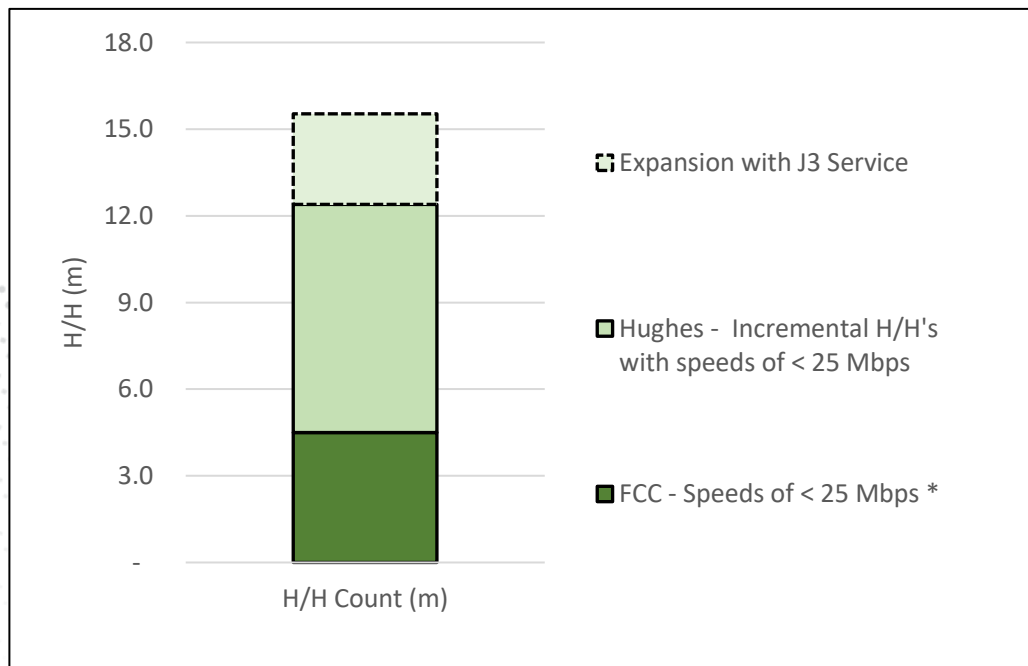
# Hughes Segment

# Hughes



# Hughes Consumer – US Addressable Market

- 139m Households (H/H) in the United States: ~ 12.4m currently included in addressable market
- By only requiring low-cost CPE to be installed at the service location, Hughes provides broadband services to areas that are financially unattractive to other technologies



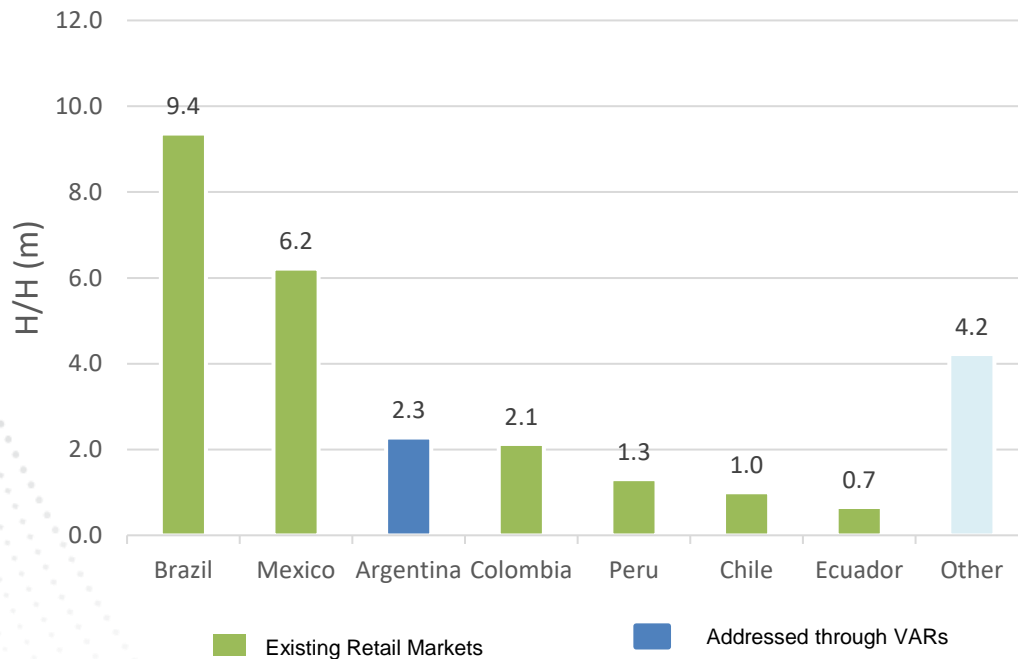
- FCC 477 file indicates 4.5m H/H have no access or access to speeds <25 Mbps \*
- We estimate an additional 7.9m H/H have access to speeds <25 Mbps based on internal estimates and third-party research
- We anticipate an expansion of our addressable market with the J3 launch due to the ability to better compete with 3.1m H/H's that have access to service between 25 and 100 Mbps

\* As of 12/2021



# Hughes Consumer – LatAm Addressable Market

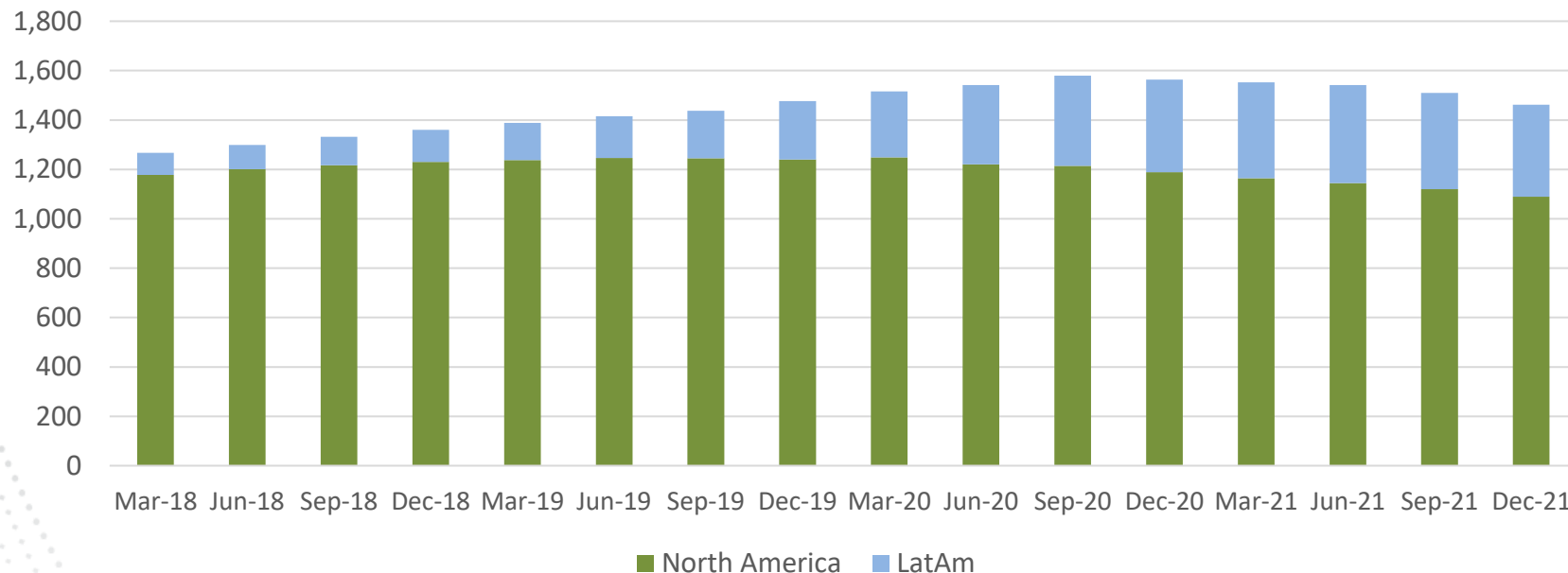
- 27m upper income households are in unserved and underserved areas \*



- Retail consumer services in Brazil, Mexico, Colombia, Chile, Peru, and Ecuador
- Brazil accounts for 35% of addressable market of 27m
- Satellite is not only rural. Sao Paulo, Brazil, with extensive infrastructure, is the largest source of HughesNet Brazil subscribers. Other countries have similar characteristics

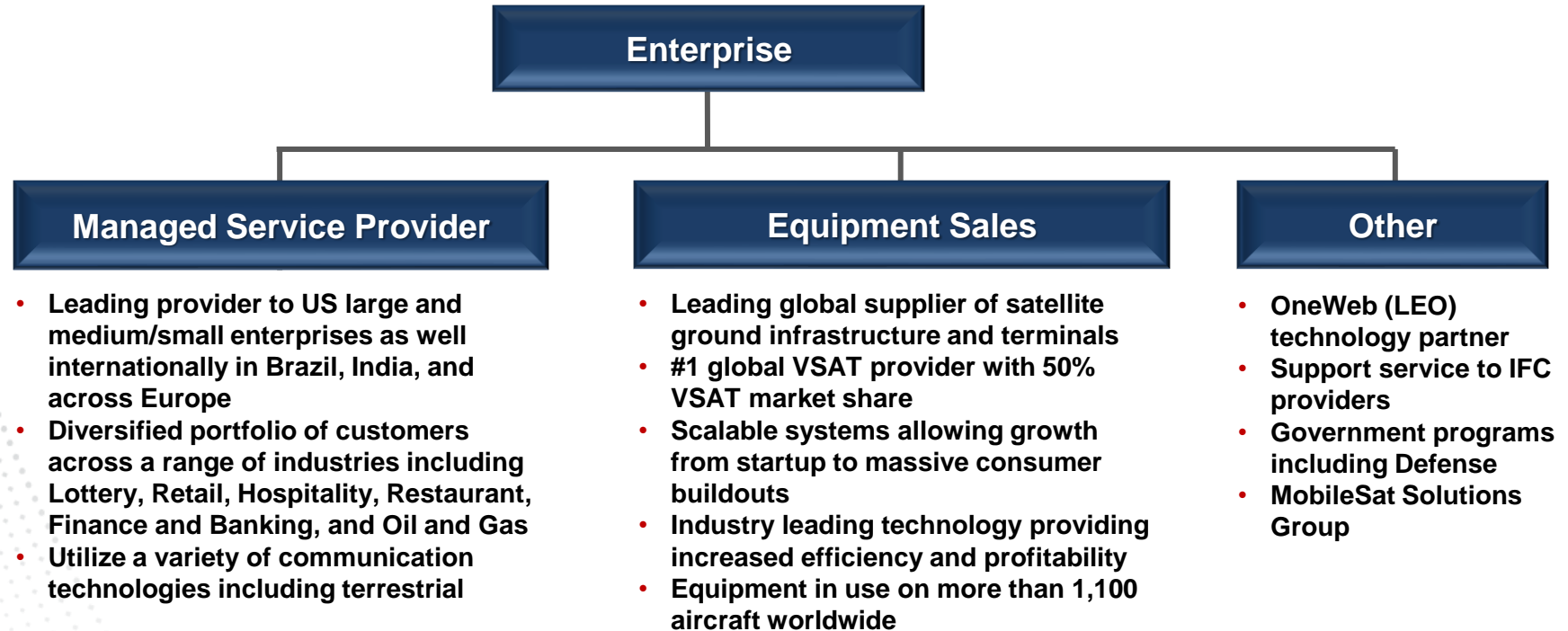
\* Source: ABI Research: Forecast for 2022

# Hughes Consumer – Subscriber Trends (000)



- **Actively managing our sales and marketing efforts to optimize service to our existing customers. Strong capacity demand driving increases to ARPU**
- **Supported by Jupiter 1 (E17), Jupiter 2 (E19), SPACEWAY 3, Al Yah 3, Eutelsat 65WA and Telesat T19V**
- **Jupiter 3, once in service, will more than double our Ka capacity**

# Hughes Enterprise



# Multi-Orbit Broadband Services

- GEO and LEO systems are expected to be complementary elements in future satellite broadband services
- GEO provides targeted high capacity at a low cost per bit while LEO provides ubiquitous coverage and supports low latency applications
- EchoStar has technology and products for GEO and LEO networks
  - ✓ Extensive investments in GEO with Jupiter satellites, ground systems and broadband services
  - ✓ \$50m investment in OneWeb (LEO), supply of the essential ground systems for OneWeb, and signed agreements to utilize OneWeb capacity in the US and India

## GEO

- 100% of capacity in areas where there are customers
- Provides speed and bandwidth at an attractive price
- The #1 use of internet is video which is well suited for GEO
- Successful track record

## LEO

- Capacity is evenly distributed across the Earth's surface ~ 70% covered by water
- Well suited for enterprise verticals including government and mobility applications like aeronautical and maritime
- Cost of phased-array antenna not suited for consumer application
- Modern LEO systems in testing phase
- Regulatory / Orbital debris and collision risk

# EchoStar Satellite Services



# EchoStar Satellite Services (ESS)

- Fixed Satellite Services (FSS)
  - ✓ Full and part-time Ku-band transponder capacity
  - ✓ Enterprise, broadcast, and government services applications
  - ✓ Fleet consists of two FSS Satellites:
    - EchoStar 105: Pre-paid lease with SES. Launched in 2017 and resides in the 105 degree west slot
    - EchoStar 9: Owned satellite. Launched in 2003 and resides in the 121 degree west slot
- Advanced Satellite Programs and Spectrum Management

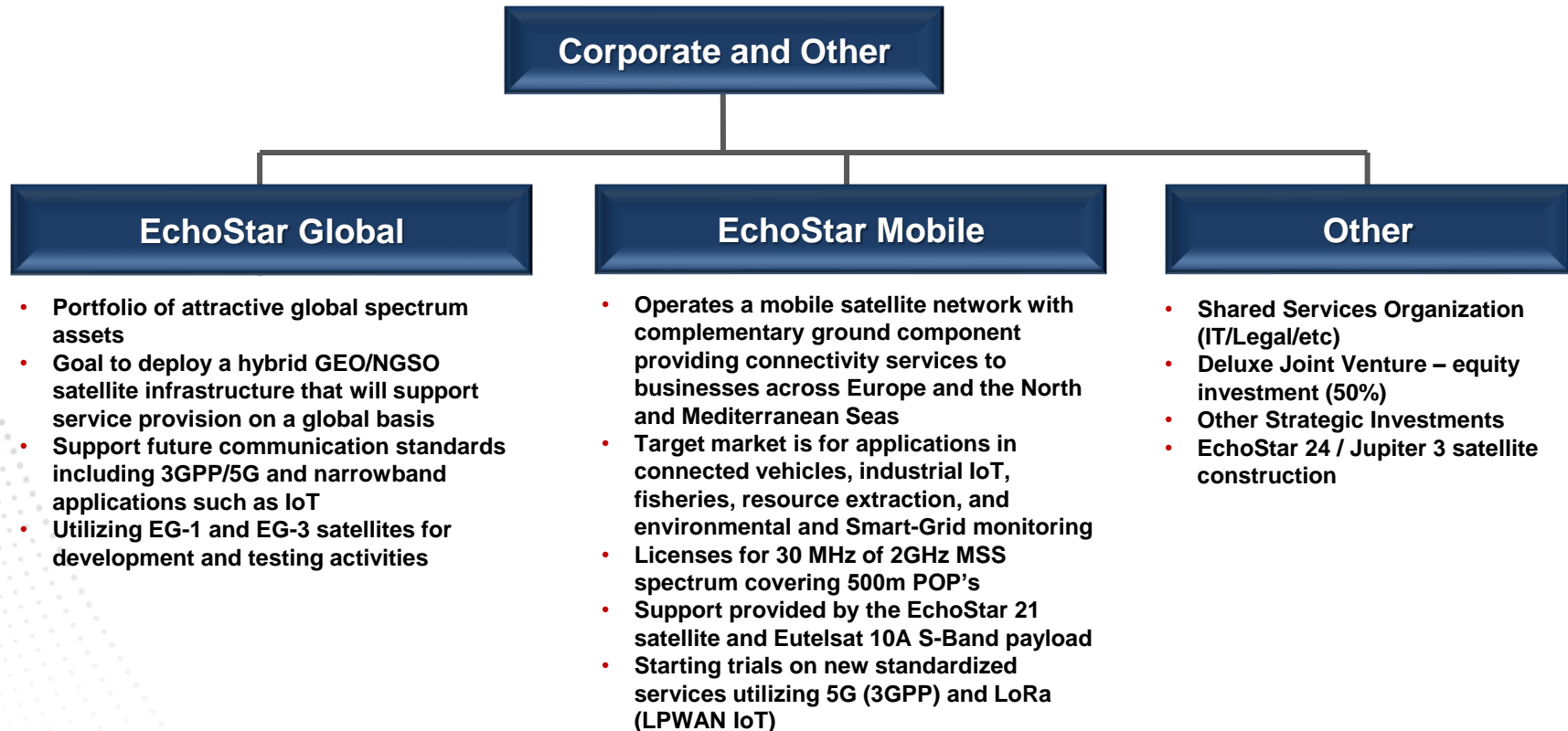


# Corporate and Other Segment



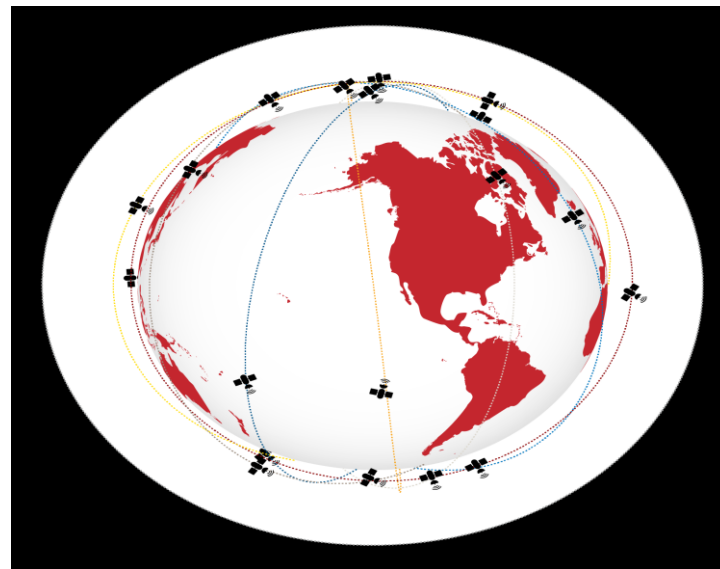


# Corporate and Other Segment



# Corporate and Other – S-band Strategy

- **Developing a unique portfolio of global S-band spectrum rights, including rights to develop hybrid next-gen mobile satellite services integrated with complementary terrestrial rights; developing similar rights in other attractive frequency bands**
- **ITU priority to utilize up to 75 MHz of S-band globally for new 5G NGSO network; New networks will leverage/integrate in-orbit GEO assets and priority filings covering the Americas, Europe, Middle East and Africa**
- **Planned network features include:**
  - ✓ Global 5G connectivity with seamless terrestrial integration
  - ✓ Fully cloud integrated open/standards-based ecosystem
  - ✓ Application focused; embedded with OEMs
- **High value emerging vertical markets include:**
  - ✓ Consumer 5G services
  - ✓ Aero and UAV (urban air mobility and autonomous delivery)
  - ✓ Ubiquitous 5G automotive connectivity
  - ✓ Public protection and disaster relief
  - ✓ Health monitoring



# Summary

# Outlook

- **Strong core business delivering essential broadband services and solutions**
- **Jupiter 3 satellite, which will more than double Ka capacity, expected to drive robust growth in consumer markets as well as provide additional enterprise opportunities including cellular backhaul and Wi-Fi hotspots**
- **Engineering expertise and technology innovator**
- **Evolving complex hybrid networks anticipated to increase the size of our addressable market significantly**
- **Well positioned with S-band assets to participate in the evolution of 5G and IOT focused markets**
- **Strong balance sheet; continue to seek opportunities to deploy cash for both organic and inorganic growth**





# Reconciliation of GAAP to Non-GAAP Measure

# Adjusted EBITDA Reconciliation (\$m)

	2016	2017	2018	2019	2020	2021	Q4-21
Net income (loss)	\$ 181	\$ 393	\$ (39)	\$ (74)	\$ (52)	\$ 63	\$ (80)
Interest income and expense, net	67	140	139	169	108	73	10
Income tax provision, net	33	(155)	7	20	24	66	3
Depreciation and amortization	304	386	457	491	525	491	122
Net income (loss) from discontinued operations	(136)	(271)	(94)	(39)	-	-	-
Net (income) loss attributable to noncontrolling interests	(1)	(1)	(2)	11	12	10	4
EBITDA	\$ 447	\$ 492	\$ 469	\$ 578	\$ 617	\$ 703	\$ 58
(Gains) losses on investments, net	(10)	(53)	13	(29)	31	(70)	43
Impairment of long-lived assets	-	11	65	-	2	0	-
Impairment loss on equity method investment	-	-	-	-	-	55	55
Litigation expense	-	3	3	26	-	17	-
License fee dispute - India, net of noncontrolling interests	-	-	-	(3)	(1)	(1)	(0)
Foreign currency transaction (gains) losses, net	1	(1)	16	12	(6)	13	3
Loss on Debt Repurchase	-	-	1	0	-	2	-
Vendor settlement	-	-	(10)	-	-	-	-
Adjusted EBITDA	\$ 438	\$ 451	\$ 556	\$ 583	\$ 643	\$ 719	\$ 160