



NEWS RELEASE

BlackSky Secures Next Wave of Gen-3 On-Demand Customers in Q1

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Rapid integration of high-performance 35-centimeter imagery and analytics data into customer operations during Gen-3 Early Access periods driving longer term subscription opportunities

HERNDON, Va.--(BUSINESS WIRE)-- BlackSky Technology Inc. (NYSE: **BKSY**) secured more than two dozen new customers for Gen-3 On-Demand subscription services during the first quarter from an expanding U.S. and international customer base. The rapid integration of best-in-class 35-centimeter imagery and exceptional AI analytics into customer operations during Gen-3 Early Access periods is driving opportunities for longer term agreements.

"These initial On-Demand contracts give us strong visibility into the next wave of Gen-3 customers," said Brian O'Toole, BlackSky CEO. "BlackSky is successfully capturing new customers and transitioning these accounts — many of which start out as small pilot programs — into larger, long-term subscriptions. Subscription-based contracts tend to be low-churn and drive predictable revenue growth as part of our land-and-expand strategy."

The introduction of daily Gen-3 service worldwide and the rapid integration of its fourth Gen-3 satellite have accelerated the number of On-Demand commitments from customers supporting their critical real-time operations. BlackSky's On-Demand customers represent a growing global customer base operating within a broad array of national security and economic indicator missions.

"Demand for Gen-3 continues to be very strong. These subscriptions grow our pipeline and collectively demonstrate the repeatability and proven scalability of BlackSky's commercial subscription services in support of critical regional



and global high cadence monitoring operations at machine speed and scale,” said O’Toole.

On-Demand offers real-time, high-cadence imagery and analytics for organizations with many areas of interest across large regions or the entire globe. Customers can monitor critical locations anywhere on Earth as change unfolds with flexible priority tasking levels and access to historical archive imagery and partner data.

About BlackSky

BlackSky is a real-time, space-based intelligence company that delivers on-demand, high frequency imagery, analytics, and high-frequency monitoring of the most critical and strategic locations, economic assets, and events in the world. BlackSky owns and operates one of the industry’s most advanced, purpose-built commercial, real-time intelligence systems that combines the power of the BlackSky Spectra® tasking and analytics software platform and our proprietary low earth orbit satellite constellation.

With BlackSky, customers can see, understand and anticipate changes for a decisive strategic advantage at the tactical edge, and act not just fast, but first. BlackSky is trusted by some of the most demanding U.S. and international government agencies, commercial businesses, and organizations around the world. BlackSky is headquartered in Herndon, VA, and is publicly traded on the New York Stock Exchange as BKSJ. To learn more, visit www.blacksky.com and follow us on X.

Forward-Looking Statements

Certain statements in this press release may contain forward-looking statements within the meaning of the federal securities laws with respect to BlackSky. These forward-looking statements generally are identified by the words “believe,” “project,” “expect,” “anticipate,” “estimate,” “intend,” “strategy,” “future,” “opportunity,” “plan,” “may,” “should,” “will,” “would,” “will be,” “will continue,” “will likely result,” and similar expressions. Forward-looking statements are predictions, projections, and other statements about future events that are based on current expectations and assumptions and, as a result, are subject to risks and uncertainties. Many factors could cause actual future events to differ materially from the forward-looking statements in this document. If any of these risks materialize or underlying assumptions prove incorrect, actual results could differ materially from the results implied by these forward-looking statements. In addition, forward-looking statements reflect our expectations, plans, or forecasts of future events and views as of the date of this communication. We anticipate that subsequent events and developments will cause their assessments to change. Accordingly, forward-looking statements should not be relied upon as representing our views as of any subsequent date, and we do not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date they were made, whether as a result of new information, future events or otherwise, except as may be required under applicable securities laws. Additional risks and uncertainties are identified and discussed in BlackSky’s disclosure materials filed from time to

time with the SEC which are available at the SEC's website at <http://www.sec.gov> or on BlackSky's Investor Relations website at <https://ir.blacksky.com>.

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