
**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, 2015

GOGO INC.

(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction
of incorporation)

001-35975
(Commission
File Number)

27-1650905
(IRS Employer
Identification No.)

111 North Canal, Suite 1500
Chicago, IL
(Address of principal executive offices)

60606
(Zip Code)

Registrant's telephone number, including area code:
312-517-5000

1250 North Arlington Heights Rd.
Itasca, IL 60143
(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))
-
-

Item 7.01 **REGULATION FD DISCLOSURE.**

On June 25, 2015, representatives of Gogo Inc. (the "Company") hosted its Analyst and Investor Day at 8:00 a.m. Central Time. Please visit Gogo's website at www.gogoair.com under the "Investor Relations" tab for Webcast access information regarding this conference.

The Company used the attached presentation for its Analyst and Investor Day. A copy of the presentation is attached hereto as Exhibit 99.1.

During the Company's Analyst and Investor Day, the Company announced that it is guiding to the higher end of the previously announced Adjusted EBITDA guidance range of \$15 million to \$25 million for the full year 2015.

Item 9.01 **FINANCIAL STATEMENTS AND EXHIBITS.**

(d) Exhibits

<u>Exhibit No.</u>	<u>Description</u>
99.1	Investor 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.

GOGO INC.

By: /s/ Norman Smagley
Norman Smagley
Executive Vice President and
Chief Financial Officer

Date: June 25, 2015

99.1 Investor Presentation

Welcome

Analyst and Investor Day
2015





Safe harbor statement

This presentation contains "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934 that are based on management's beliefs and assumptions and on information currently available to management. Most forward-looking statements contain words that identify them as forward-looking, such as "anticipates," "believes," "continues," "could," "seeks," "estimates," "expects," "intends," "may," "plans," "potential," "predicts," "projects," "should," "will," "would" or similar expressions and the negative of those terms that relate to future events. Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause Gogo's actual results, performance or achievements to be materially different from any projected results, performance or achievements expressed or implied by the forward-looking statements. Forward-looking statements represent the beliefs and assumptions of Gogo only as of the date of this presentation and Gogo undertakes no obligation to update or revise publicly any such forward-looking statements, whether as a result of new information, future events or otherwise. As such, Gogo's future results may vary from any expectations or goals expressed in, or implied by, the forward-looking statements included in this presentation, possibly to a material degree.

Gogo cannot assure you that the assumptions made in preparing any of the forward-looking statements will prove accurate or that any long-term financial or operational goals and targets will be realized in particular the availability and performance of certain technology solutions yet to be implemented by the Company set forth in this presentation represent aspirational long-term goals based on current expectations. For a discussion of some of the important factors that could cause Gogo's results to differ materially from those expressed in, or implied by, the forward-looking statements included in this presentation, investors should refer to the disclosure contained under the headings "Risk Factors" and "Cautionary Note Regarding Forward-Looking Statements" in the Company's Annual Report on Form 10-K filed with the SEC on February 27, 2015.

Note to Certain Operating and Financial Data

In addition to disclosing financial results that are determined in accordance with U.S. generally accepted accounting principles ("GAAP"), Gogo also discloses in this presentation certain non-GAAP financial information, including Adjusted EBITDA and Cash CapEx. These financial measures are not recognized measures under GAAP and when analyzing our performance and liquidity as applicable, investor should (i) use Adjusted EBITDA in addition to, and not as an alternative to, net loss attributable to common stock as a measure of operating results, and (ii) use Cash CAPEX in addition to, and not as an alternative to, consolidated capital expenditures when evaluating our liquidity.

In addition, this presentation contains various customer metrics and operating data, including number of aircraft for units on line that are based on internal company data, as well as information relating to the commercial and business aviation market, and our position within those markets. While management believes such information and data are reliable, they have not been verified by an independent source and there are inherent challenges and limitations involved in compiling data across various geographies and from various sources.

Michael Small, CEO

Vision Success Factors Signposts

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vision

Connecting flight in Atlanta



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Weather delay



Welcome to O'Hare



In-flight rebookings



Real time weather for pilots



Real time engine diagnostics



...the sky's the limit



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Video 1



Beneficiaries of connectivity

Industries

Projected connected aircraft industry revenue*

Airline

Commercial Jet

Aircraft Engines

Avionics

\$30 billion



*Gogo estimate

Secure, real-time credit card processing



\$200 billion on fuel



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A blue service truck is parked at an airport gate. In the background, the fuselage of a white airplane with dark windows is visible. The truck has a blue cab and a blue chassis with various equipment. The scene is set on an asphalt tarmac.

30%

annual operating cost



Traffic Aware Strategic Aircrew Requests

Saving a few minutes
of time and gallons
of fuel per flight





NASA analysis estimates an airline could save

Savings: \$120,000-\$150,000/yr
per aircraft

Cost: \$600,000 – \$2,000,000+
4 days to install per aircraft



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Source: USDOT 2014 Bureau of Transportation Statistics, Chicago Tribune 3/4/2014, Boeing Aero 2009 Readership Survey

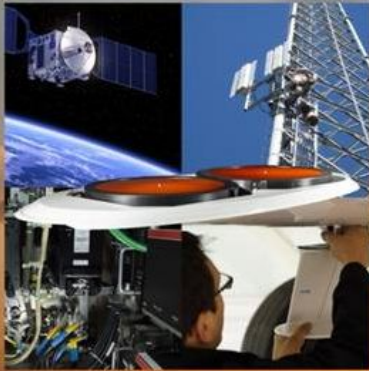
Realize the promise of connected
aircraft and extend our leadership



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Realize the promise of connected aircraft and extend our leadership

NETWORKS



Realize the promise of connected aircraft and extend our leadership

NETWORKS

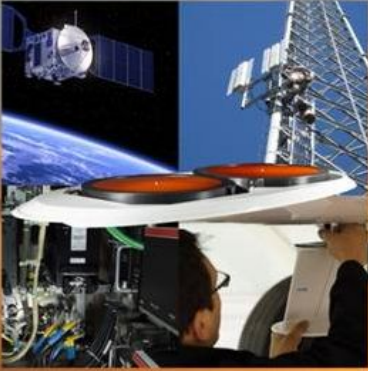


AIRCRAFT



Realize the promise of connected aircraft and extend our leadership

NETWORKS



AIRCRAFT



HARDWARE / SOFTWARE



Reliable networks
that deliver large amounts of
cost-efficient bandwidth



Reliable networks
that deliver large amounts of
cost-efficient bandwidth



cost



coverage



capacity



reliability

ATG jumpstarted IFC



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Devices proliferated,
taxing wireless networks everywhere



Airlines demand more bandwidth and global coverage



© 2010 Cisco Inc. and Affiliates. Proprietary & Confidential.

2Ku: the *best to market*
second generation solution



We expect 2Ku planes
to be flying this year



Many aircraft mean global scale
in order to leverage fixed costs



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Fixed costs

Network R & D

Global service

Hardware and software platforms

Best to market

5,000+
planes installed

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Gol: latest full fleet commitment



500+ aircraft for 2Ku to date

Platforms

Hardware

Airborne servers

Universal Communication System (UCS)

Video Content Loader

OnePhone

Software

Ad server

Whitelisting

Merchandising Center

Live chat

Passenger account management



Signposts



Network: ATG4, 2Ku, 14G

Aircraft: Larger full fleet awards

Services: Connected aircraft announcements

Numbers: Revenue growth / profitability trends

Growing revenue drives profitability

11x



Delivering on our commitments



Jon Cobin
Executive Vice President
Winning airlines



Anand Chari
Executive Vice President and
Chief Technology Officer
*Delivering more
bandwidth*



Ash ELDifrawi
Chief Commercial Officer
*Growing revenue
and enabling the
connected aircraft*



John Wade
Executive Vice President
Business Aviation
*Growing business
aviation*



Norman Smagley
Chief Financial Officer
Financial flight plan



Winning Aircraft

Jon Cobin

Executive Vice President,
Global Airline Business Group



Gogo has the industry's leading track record



<p>American Airlines ATG 2008</p>	<p>Virgin America ATG 2008</p>	<p>DELTA ATG 2008</p>	<p>UNITED ATG 2009</p>
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<p>Alaska ATG 2010</p>	<p>US AIRWAYS ATG 2010</p>	<p>DELTA ATG 2011</p>	<p>American Airlines ATG, GGV 2011</p>	<p>DELTA GGV 2011</p>
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<p>US AIRWAYS ATG4, GGV 2012</p>	<p>DELTA Ku, ATG4, GGV 2012</p>	<p>American Airlines ATG4 2013</p>	<p>JAPAN AIRLINES Ku 2013</p>	<p>AEROMEXICO 2Ku, GGV 2013</p>
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<p>JAPAN AIRLINES GGV 2014</p>	<p>Alaska GGV 2014</p>	<p>AIR CANADA ATG, ATG4 2014</p>	<p>Vietnam Airlines GX 2014</p>	<p>virgin atlantic 2Ku 2014</p>
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<p>UNITED ATG4 2014</p>	<p>American Airlines ATG4 2014</p>	<p>DELTA 2Ku 2015</p>	<p>GOL 2Ku, GGV, IPTV 2015</p>
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MARKET SHARE *

51%

INSTALLED AIRCRAFT, GLOBAL

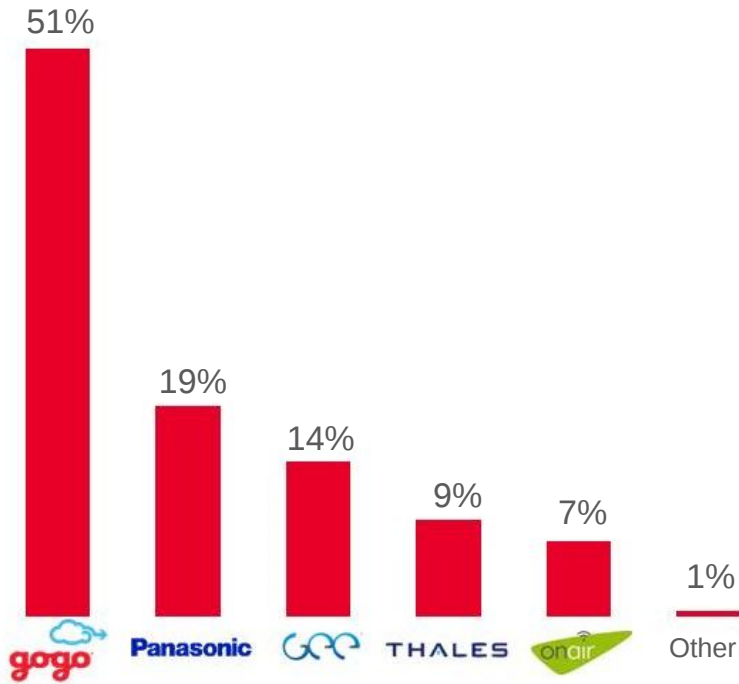
WIN SHARE *

74%

SINCE 2Ku ANNOUNCED, GLOBAL

Bigger than all our competitors combined

Global Installed Aircraft *



Alliance Commitments *

(Percent of total commitments)



*Gogo estimates as of 6/22/15

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Meeting airlines' needs

Gogo's unique strengths

The market moving forward





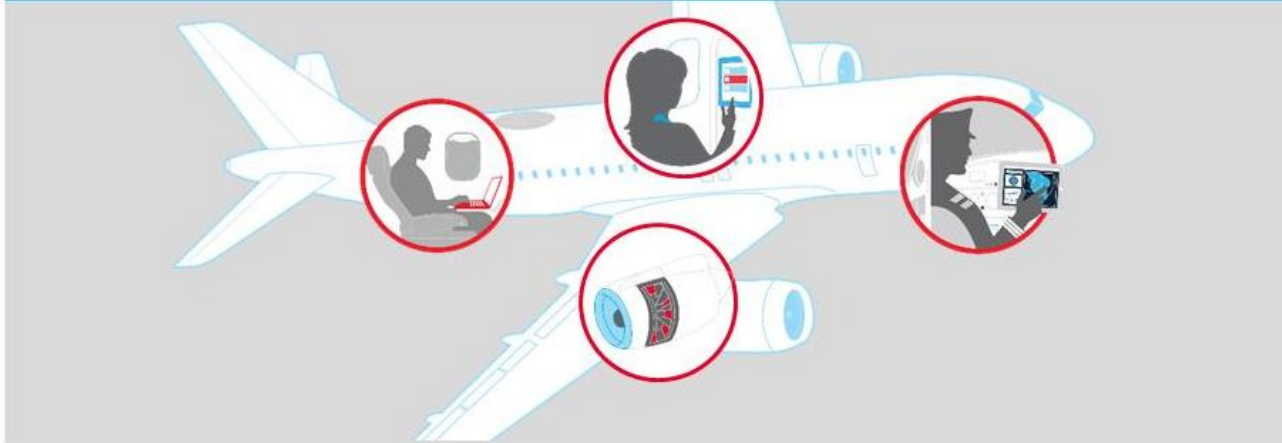
Video 2



A transformative opportunity for airlines



Enabling the Connected Aircraft



Benefits

Better passenger experience - less cost	Airline differentiation	Direct revenue opportunities	Operational efficiency	Enhanced safety
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Requires a different type of partner

Best performance,
complete solutions,
most cost efficient
and most reliable



Unique experiences,
brand/business goals



Dedicated support:
operations, marketing,
business models



**Managing complexity so airlines benefit from connected aircraft
with EASE and RELIABILITY**

With unique, end-to-end capabilities



	Connectivity technology	Systems & Services	Taking care of airlines
gogo			
IFE Providers			
Satellite Providers			
Content providers			

Only Gogo has the end-to-end capabilities to meet airlines' needs

*Gogo estimates as of 6/22/2015
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Meeting airlines' needs



Gogo's unique strengths

The market moving forward



Gogo's unique strengths

Best performance, complete solutions, most cost efficient and most reliable



Unique experiences, brand/business goals



Support: operations, marketing, business models



GOGO

Multi-generational technology leadership

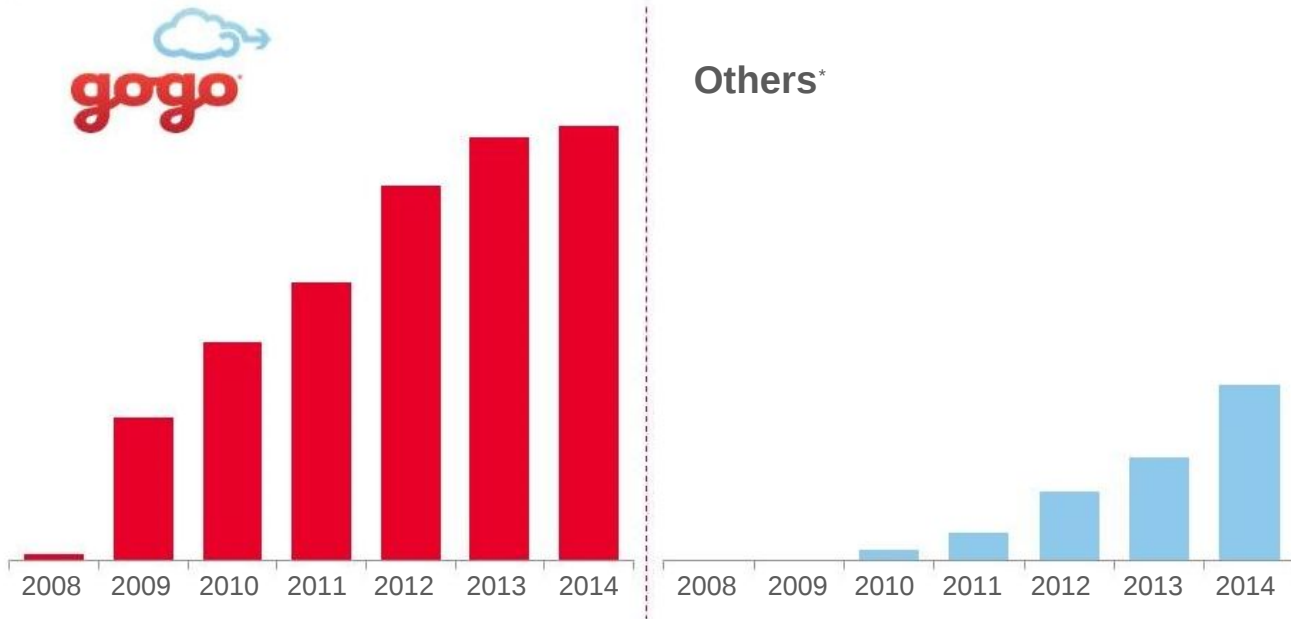
Letting airlines be themselves

End-to-end service provider

Getting technology right matters



Cumulative IFC Installs – US Market



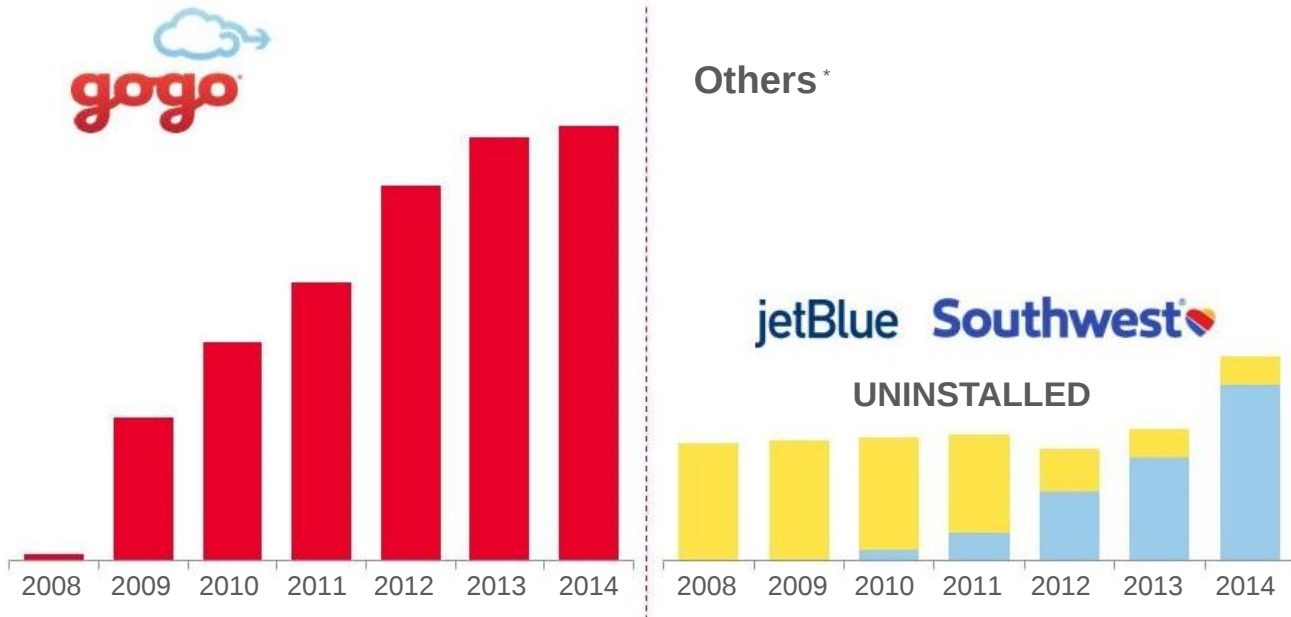
Gogo won the first generation

*Gogo estimates as of 6/22/2015
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Getting technology right matters



Cumulative IFC Installs – US Market



Gogo won the first generation

*Gogo estimates as of 6/22/2015
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The 2Ku advantage

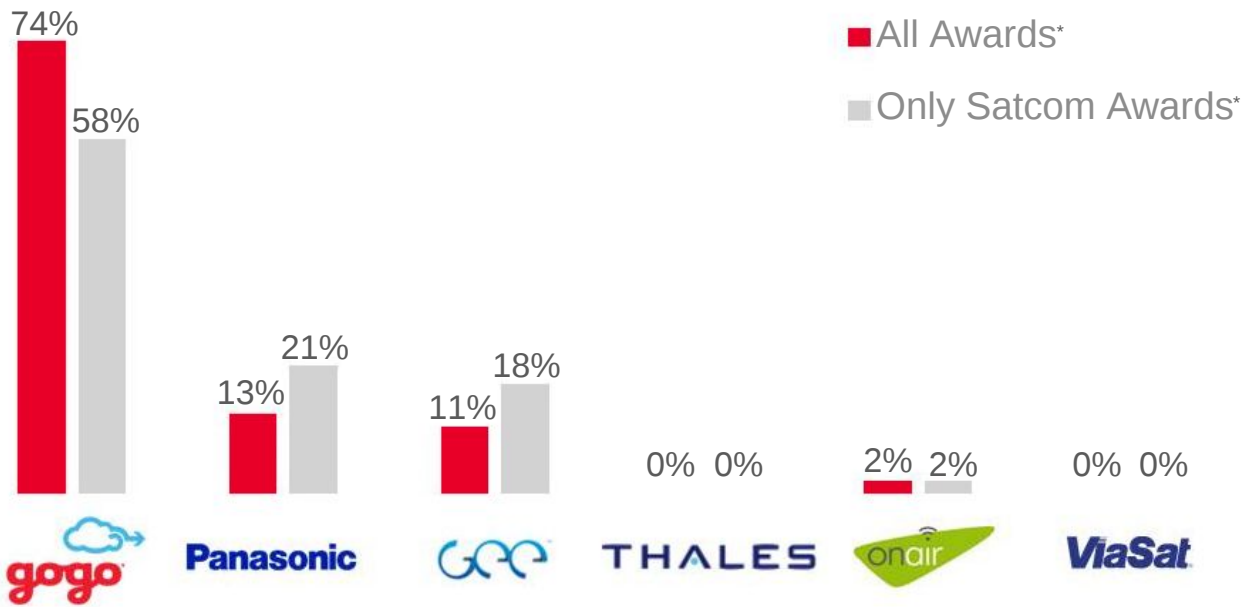


- Regional and global fleets
- Cost and capacity of regional Ka
- Fully redundant, global coverage
- Dedicated capacity to aero
- Internet + IPTV in one system
- The most aerodynamic and bird strike tolerant radome



2Ku was designed to eliminate the trade-offs

Aircraft wins since 2Ku announcement



Gogo is winning the second generation

*Gogo estimates as of 6/22/15
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Gogo's unique strengths

Best performance, complete solutions, most cost efficient and most reliable



Unique experiences, brand/business goals



Support: operations, marketing, business models



GOGO

Multi-generational technology leadership

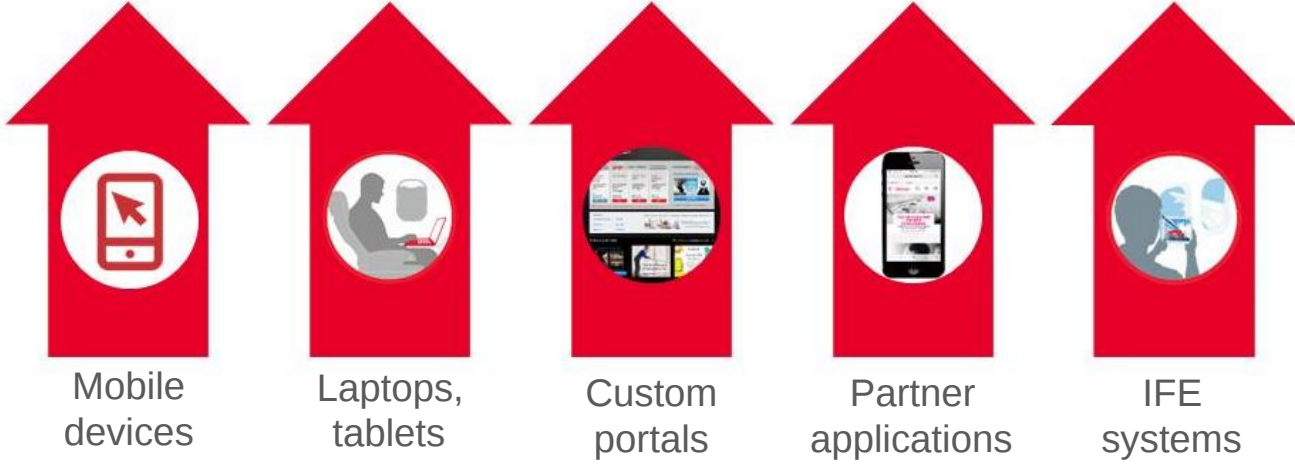
Letting airlines be themselves

End-to-end service provider

Bandwidth is necessary, but not sufficient



Gogo Connectivity Has Powered ...



Letting airlines be themselves



Branding opportunities



Amenities for high value customers



New ability for 1:1 communications

A natural extension of our airline customers' digital strategies

The screenshot shows the Delta Air Lines portal with a navigation bar at the top containing 'DELTA', 'CONNECT', 'DELTA STUDIO', 'MY FLIGHT', and 'GOGO ACCOUNT'. The main content area features a 'Get Connected' section with four pass options: 'GOGO 30 MINUTE TIME PASS' for \$4.50, 'GOGO FLIGHT PASS' for \$9.95, 'ALL-DAY PASS' for \$16.95, and 'DELTA UNLIMITED (MONTHLY)' for \$49.95. To the right is a 'DELTA STUDIO' section for 'HOURS OF ENTERTAINMENT' with a 'Watch For Free' button. Below these is a banner for 'THE MOST UPGRADE OPPORTUNITIES OF ANY AIRLINE' with a 'SEE THE PERKS' button.

TRAVELING WITH US

Manage your travel and more at delta.com



MENU | American | SIGN IN

HAVE A PASS? **gogo** IN-AIR INTERNET VIEW ALL PASSES ENTERTAINMENT VIEW ALL TITLES

UNLIMITED ACCESS PLANS
Best Value! Save up to 30% when you travel.
For **\$39.95**
[VIEW PLANS](#)

ALL-DAY PASS
In-air internet access, all day long, on American Airlines. [Details](#)
\$43.95 [BUY](#)

GOGO FLIGHT PASS
Internet access for the duration of this flight. [Details](#)
\$33.95 [BUY](#)

GOGO 90-MINUTE PASS
30 minutes of internet access on this flight. [Details](#)
\$9.50 [BUY](#)

Free from American
[Watch now >](#)

Gogo does not support live video or streaming services such as Netflix, Amazon Prime and HBO GO. No internet purchase required to start watching.

Quick Links

- [Advance Account Login](#) [Book Car](#)
- [Advance Club](#) [Book Flight](#)
- [Agent Info](#) [Flight Status](#)

New! How to use your Gogo day pass or traveler pass on US Airways and American Airlines. [Learn more](#)

Featured on this flight

Free from American
[Watch now >](#)


Your Secret Weapon for Business Travel
TRUNK CLUB [GET STARTED](#)

GILT
Access Gilt for Free
Get the must-have looks of the season — at up to 60% off!
[Shop Now](#)

MENU SIGN IN

Alaska Beyond
ENTERTAINMENT

Inflight Entertainment Browse ▾




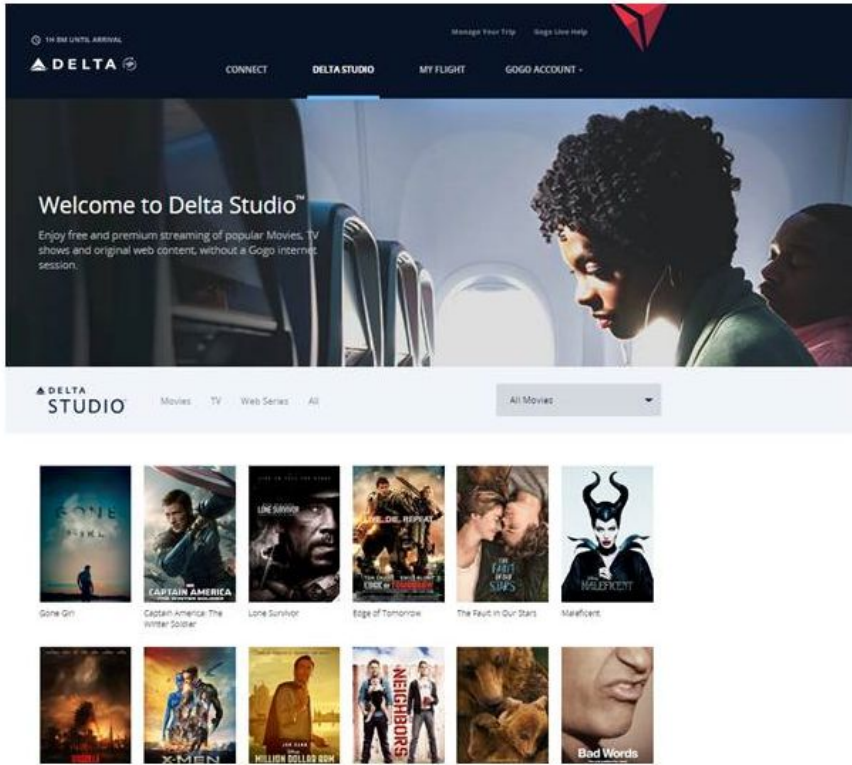
Rio 2 📺 1h 41m

RiO 2 finds Jewel, Blu and their three kids leaving their domesticated life for a journey to the Amazon, where they encounter a menagerie of characters who are born to be wild.

Details

Sci-Fi [View All](#)





The screenshot displays the Delta Studio website interface. At the top, there is a navigation bar with the Delta logo and links for 'CONNECT', 'DELTA STUDIO', 'MY FLIGHT', and 'GOGO ACCOUNT'. Below the navigation bar is a large hero section with the text 'Welcome to Delta Studio™' and a sub-headline: 'Enjoy free and premium streaming of popular Movies, TV shows and original web content, without a Gogo internet session.' Below the hero section is a filter bar with 'DELTA STUDIO' and 'All Movies'. The main content area features a grid of movie posters, including 'Gone Girl', 'Captain America: The Winter Soldier', 'Lone Survivor', 'Edge of Tomorrow', 'The Fault in Our Stars', 'Maleficent', 'X-Men', 'Million Dollar Arm', 'Neighbors', and 'Bad Words'.

Gogo's unique strengths

Best performance, complete solutions, most cost efficient and most reliable



Connectivity Technology

Unique experiences, brand/business goals



Systems & Services

Support: operations, marketing, business models



Taking Care of Airlines

GOGO

Multi-generational technology leadership

Letting airlines be themselves

End-to-end service provider

Launching New Airline Customers

- Dedicated program management
- Launch team
- Certification and installation
- Network configuration
- Customized services & portal

Supporting Existing Airline Customers

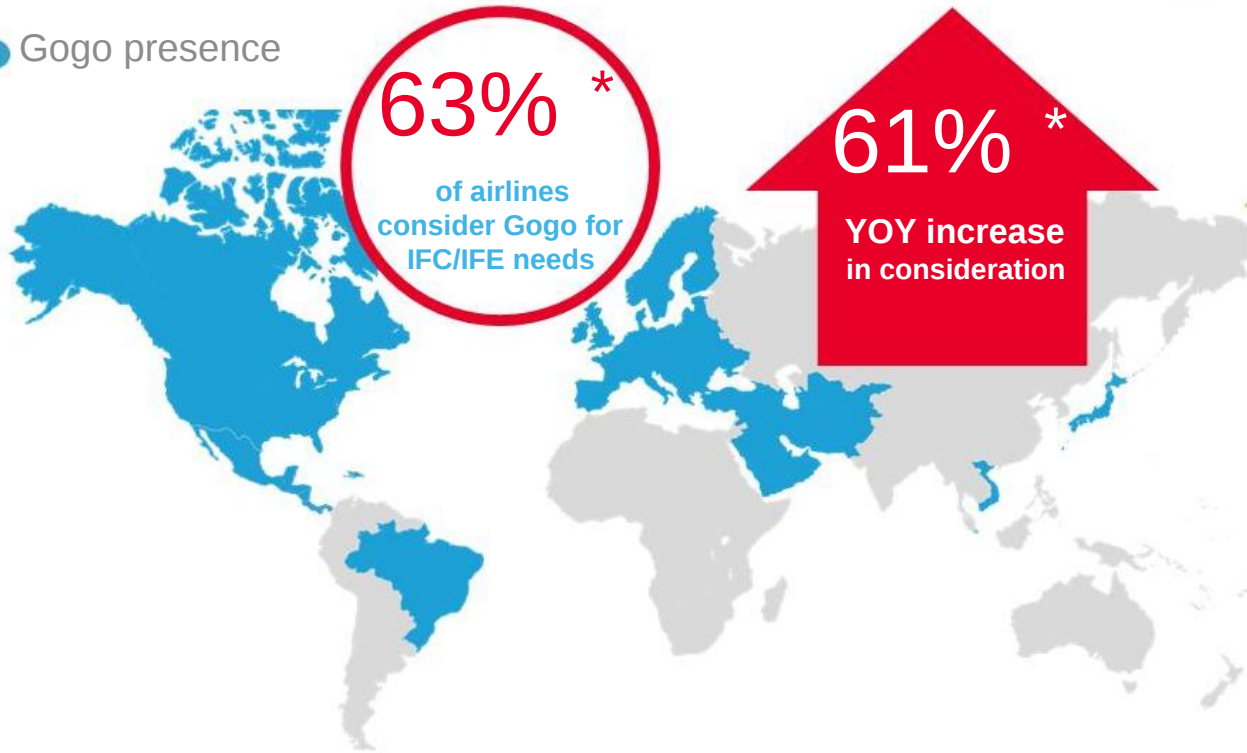
- Dedicated account-facing teams
- Operational support
- Marketing and product support
- Managing retail services
- Operational and service data

**Success requires a service provider skillset
– partnering closely with airlines every day**

Facing airlines globally ...



● Gogo presence



Gogo is recognized as a leader globally

*Source: Gogo Global Airline Survey November 2014
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Meeting airlines' needs

Gogo's unique strengths



The market moving forward



The state of the market

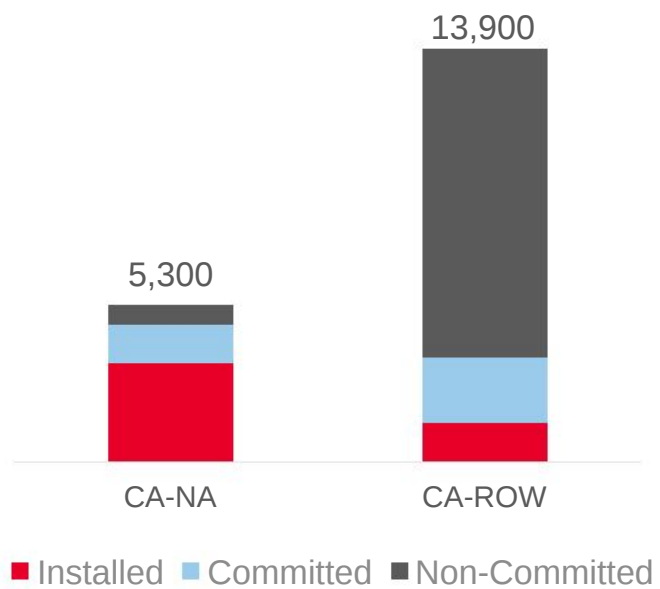
North American Airlines

- IFC experience
- Capacity expansion
- Service expansion
 - Internet
 - Entertainment
 - Operations

Rest of World Airlines

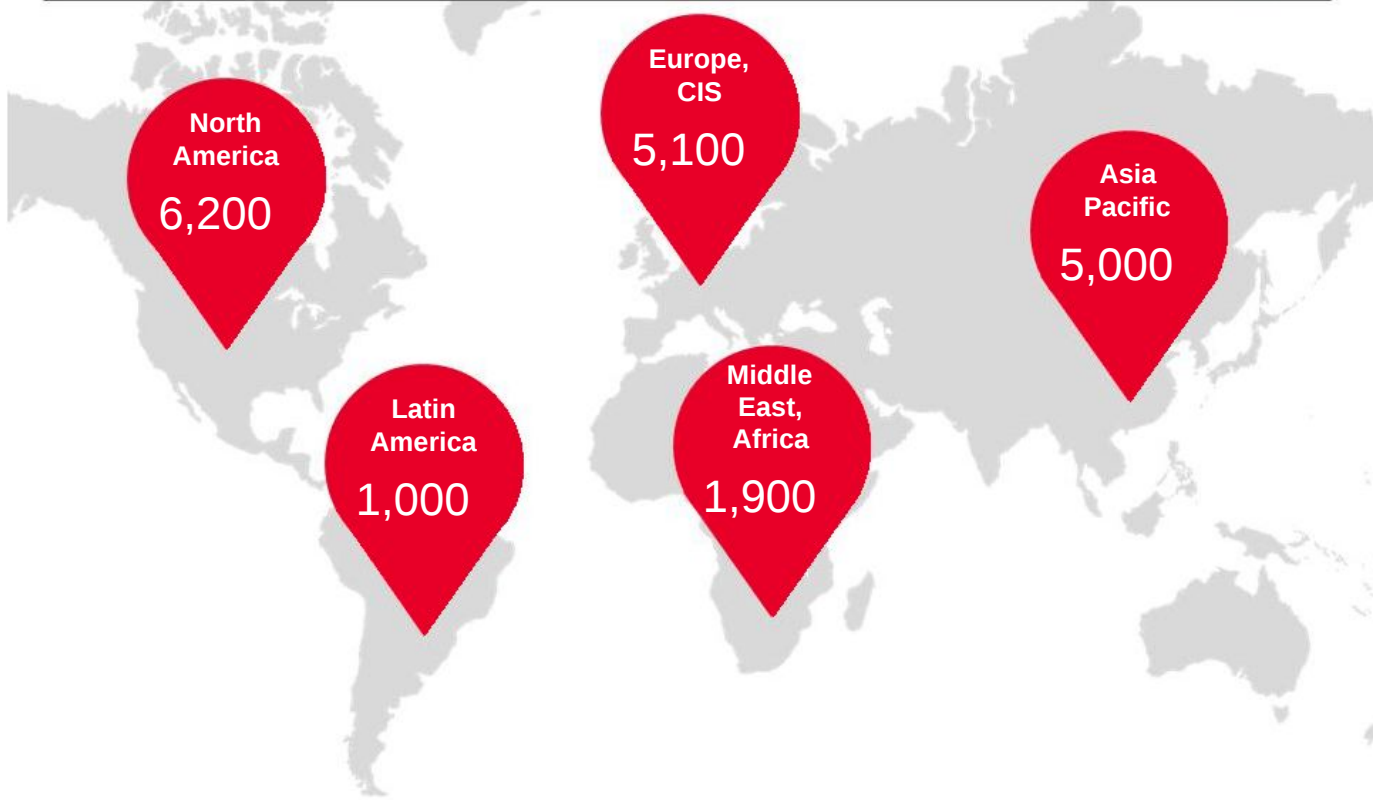
- No IFC experience
- Dissatisfied with prior trials
- High interest, but confused

Aircraft



Market needs may vary, but the skillset required is the same

The global commercial aircraft market



Source: Boeing Current Market Outlook 2014-2033, excludes cargo aircraft
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Selected Recent Awards

 AEROMEXICO 2Ku, GGV 2014	 Vietnam Airlines GX 2014	virgin atlantic  2Ku 2014
 DELTA 2Ku 2015	 GOL Linha aérea brasileira 2Ku, GGV, IPTV 2015	

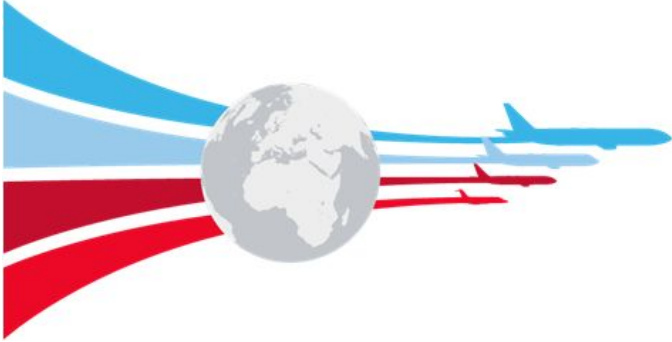
2Ku, IPTV,
Gogo Vision

Twin and
single aisle

Retro and
line fit

The premier awards in the industry

Leveraging Gogo's **unique strengths**
to meet the needs of **airlines**
and **connected aircraft**





Delivering More Bandwidth

Anand Chari

Executive Vice President &
Chief Technology Officer





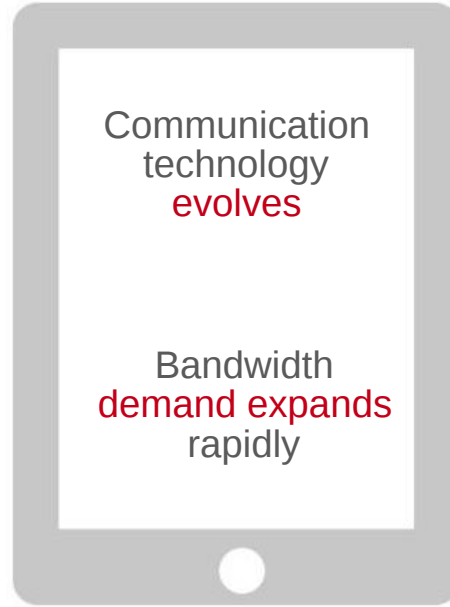
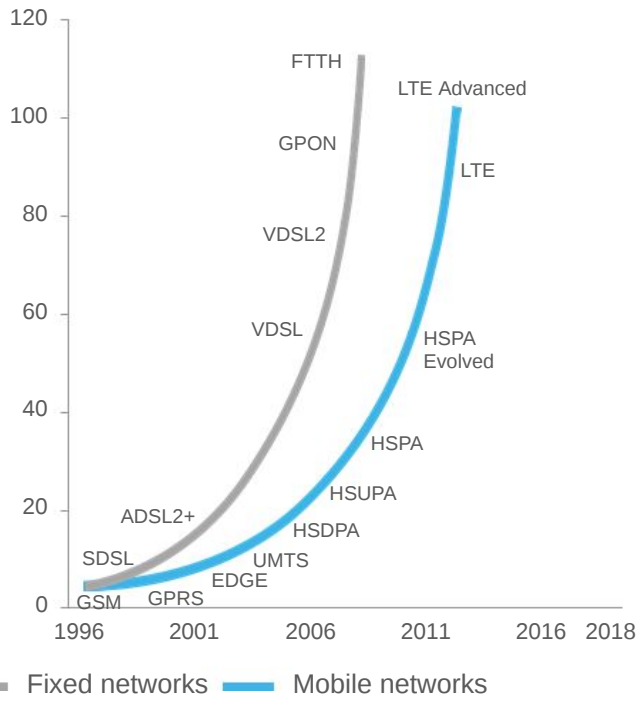
The Right Technology

Equipping the Aircraft

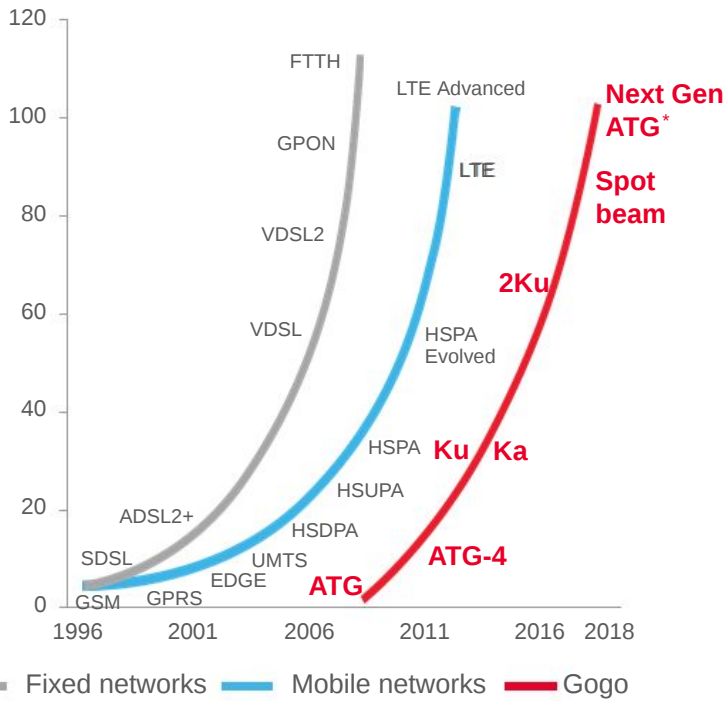
Being a Trusted Aero Communications
Service Provider



Multi-generational technology framework



Gogo's technology leadership



Critical factors driving our technology

- Cost
- Coverage
- Capacity
- Reliability
- Aero Performance

Proven research and development track record

*Based on Gogo estimates, subject to technology design and Gogo's access to sufficient spectrum.
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A suite of solutions to serve the global aero market



Regional

ATG
3.1 Mbps

ATG4
9.8 Mbps

Next Gen ATG
100+ Mbps



Global

Iridium
2.4 Kbps

Swift Broadband
432 Kbps

Ku
30-50 Mbps

Ka
30-50 Mbps

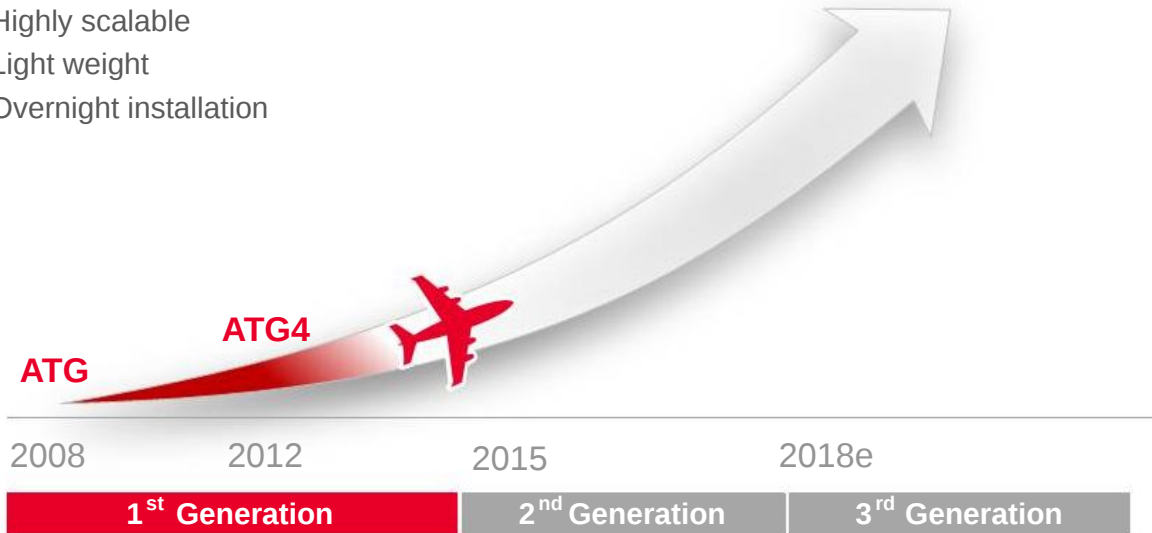
2Ku
70-100 Mbps

Broadest suite of technologies and full fleet connectivity solutions

In-flight broadband connectivity becomes reality



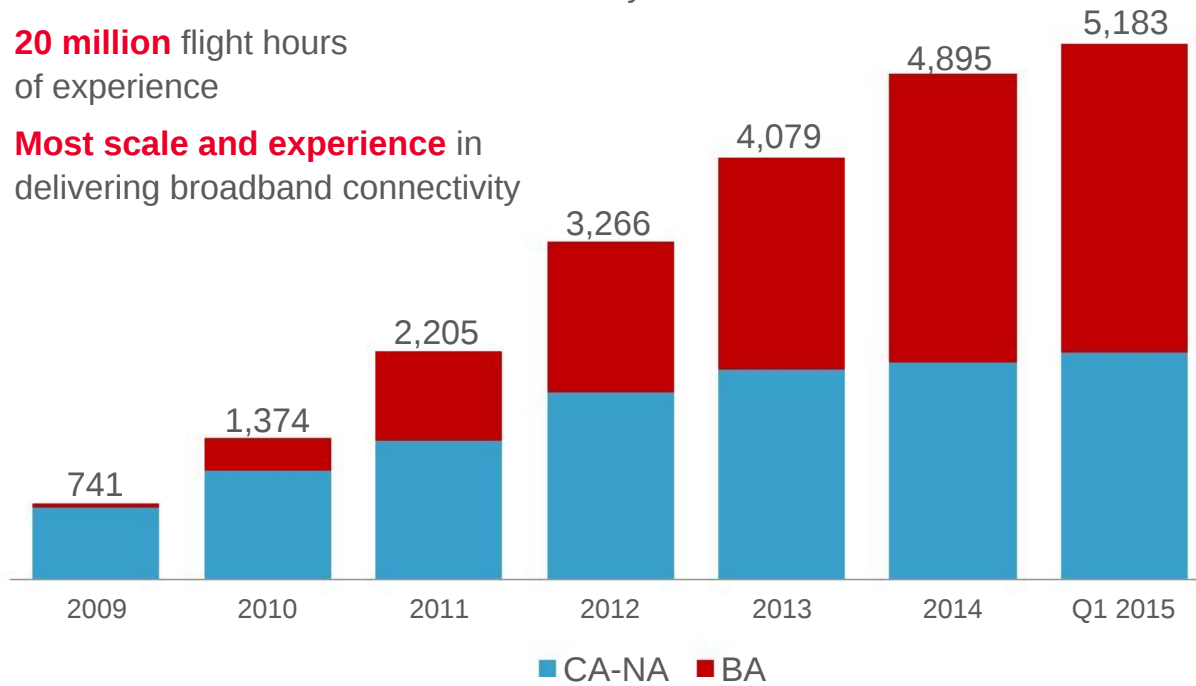
- Ground breaking innovations made broadband connectivity possible
- 1st economically viable connectivity solution
- Unique advantages:
 - Low cost
 - Highly scalable
 - Light weight
 - Overnight installation





ATG Connected Aircraft

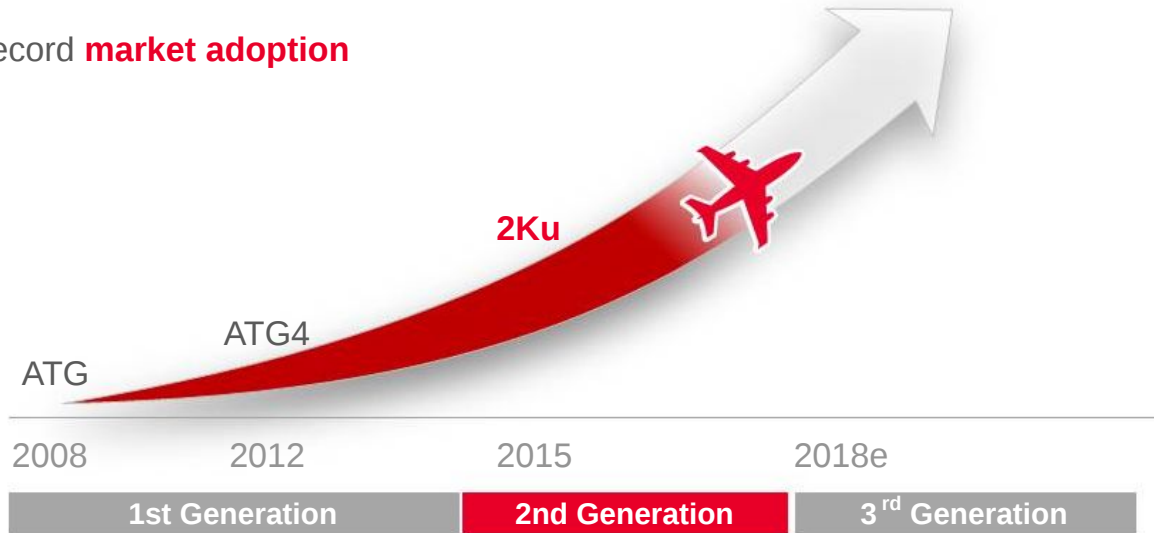
- **5,200** broadband aircraft connected in 6 years
- **20 million** flight hours of experience
- **Most scale and experience** in delivering broadband connectivity



Second generation disrupts global aviation



- 1st economically viable **global** connectivity solution
- Only technology that excels across all **five critical factors**
- Global **internet & IPTV**
- Record **market adoption**



Antenna Size and Shape Drive Performance

2Ku

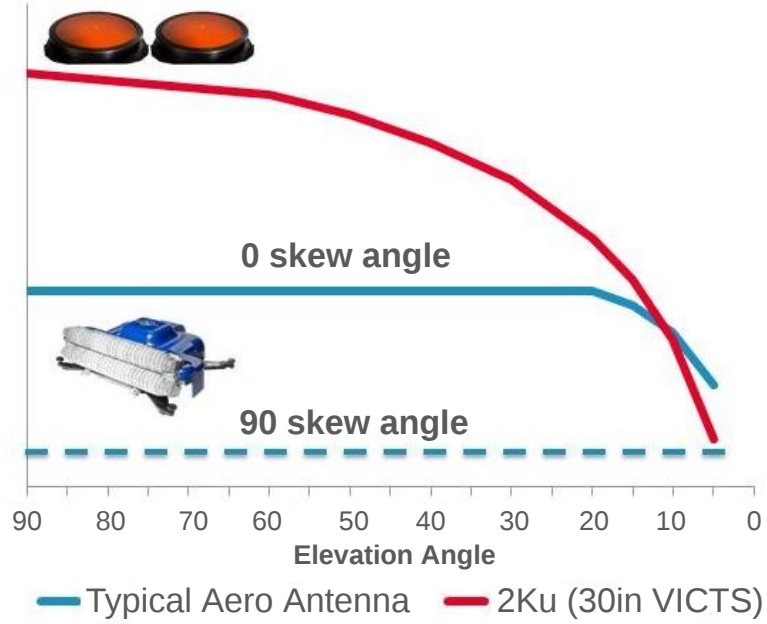


Traditional Gimbaled Aperture



2Ku Designed Specifically to Maximize Performance

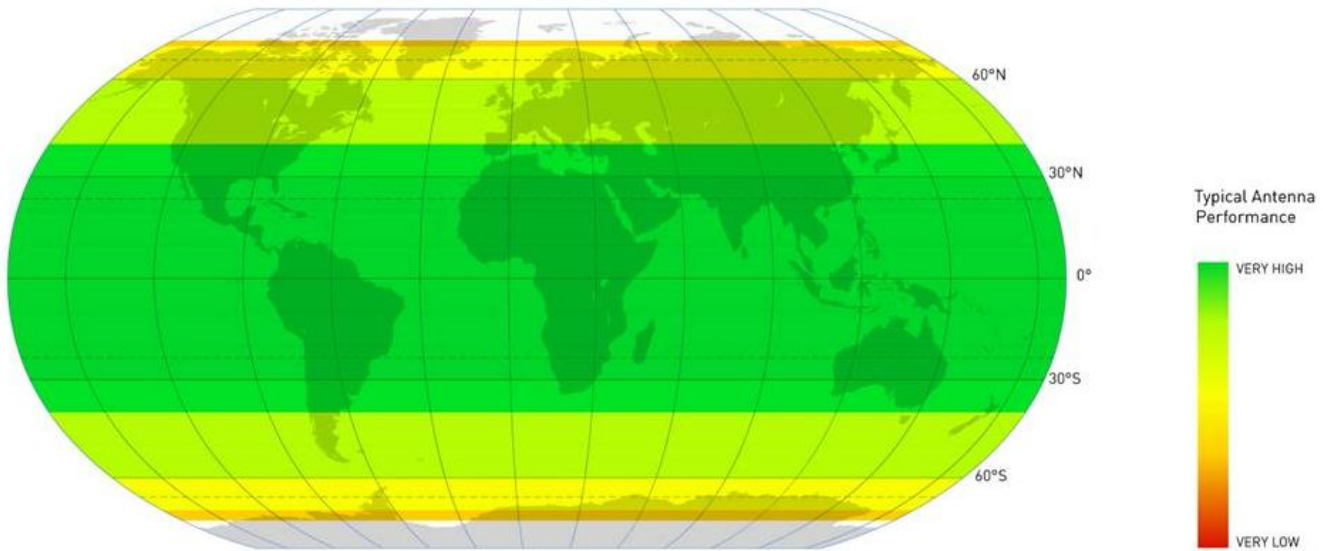
Efficiency

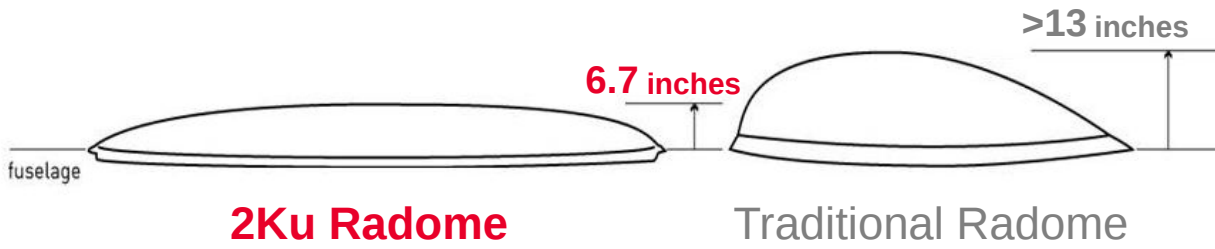


2Ku outperforms standard antennas in over 98% of flight minutes



- No single point of failure
- No skew angle issues
- Compatible with current and future satellites





Low profile radome equates to
low aero dynamic drag

Fewer moving parts:
no stepper motors, gears,
belts or pulleys

2Ku – Only global technology that leads across all 5 factors



Cost - **50%** cost advantage



Coverage – True **global** coverage



Capacity – ~**180** satellites today*; HTS satellites coming



Reliability – **Fewer** moving parts, satellite redundancy



Aero performance – **Low** profile, **low** fuel burn

Record Adoption In 15 Months



7

airlines

4

continents

North America,
South America,
Europe, Asia

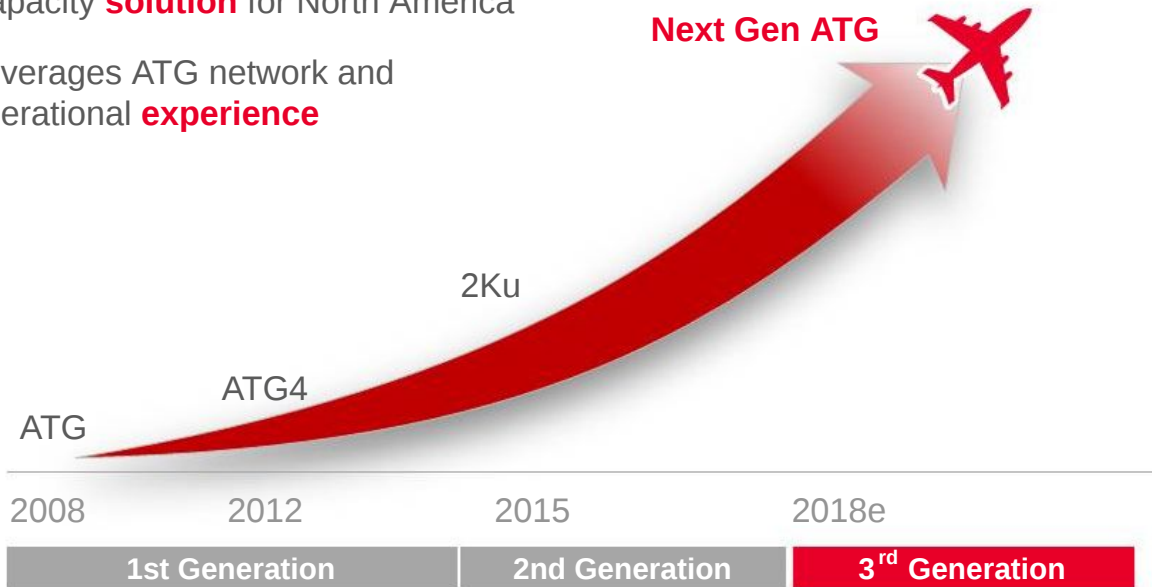
On Schedule For Deployment

- FCC regulatory approval obtained
- 2Ku radome certified
- Summer launch expected on our 737
- Commercial launch expected by end of 2015

Gogo continues to innovate



- Ground-like bandwidth at a **fraction** of satellite costs
- Capacity **solution** for North America
- Leverages ATG network and operational **experience**



Uniquely positioned to develop and deploy next gen ATG solution



3rd Generation - Next Gen ATG

- Over **2,200** ATG aircraft with easy upgrade path to Next Gen ATG
- **Time-to-Market**
 - ATG design & development track record
 - ATG patents & intellectual property
- **Lowest Cost** Implementation
 - Minimal cell site build out
- **Operational** Experience
 - Experienced ATG network operator
- **Improved** coverage and reliability
 - Leverage current ATG network



The Right Technology



Equipping the Aircraft

Being a Trusted Aero Communications
Service Provider



Most experience in retrofitting aircraft



Retrofitting is not easy, but we do it very well...

Business Aviation Retrofits Commercial Retrofits Gogo Vision Systems Installation

3,000

2,300+

2,000+

STCs -Types of Fleets

Installation Times

75+

8 hours for ATG

< 3 days for Ku



The right
technology is
crucial

ATG4 provisions
offerable on
Boeing 737
today

2Ku and other
satellite
solutions
progressing for
Boeing 787, 737
& 777 and
Airbus A350



Video 3



The Right Technology

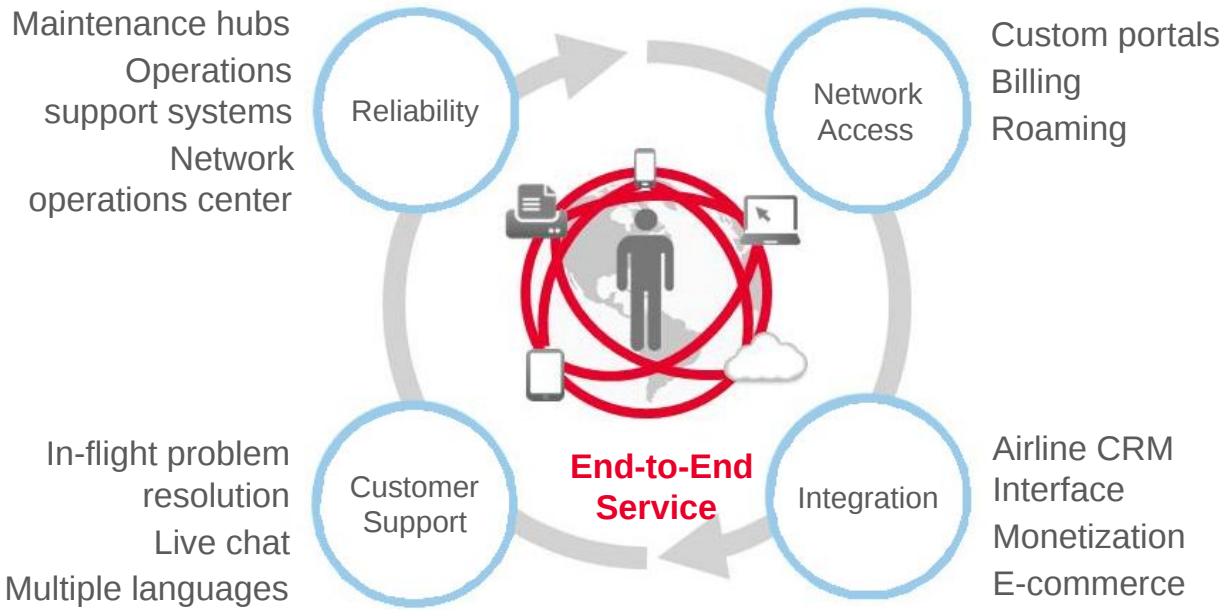
Equipping the Aircraft



Being a Trusted Aero Communications
Service Provider



What it means to be a service provider





Video 4



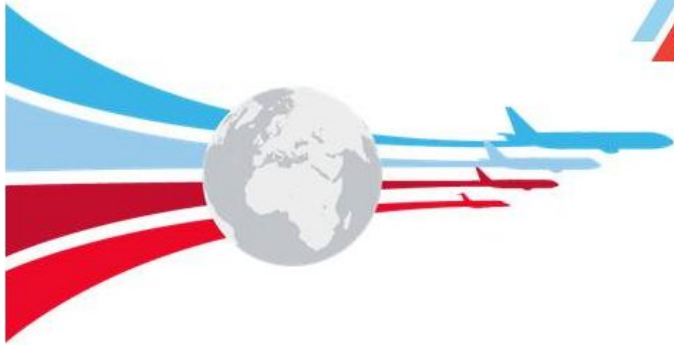
Delivering on our priorities over the next 12 months



- Launch 2Ku with our current customers
- R&D for next gen ATG technology
- Advance operational excellence



**Continue
to deliver
more bandwidth
around the
world**



Growing Revenue & Enabling the Connected Aircraft

Ash EIDifrawi

Chief Commercial Officer





Passenger Connectivity

New Product Update

Airline Solutions and Services

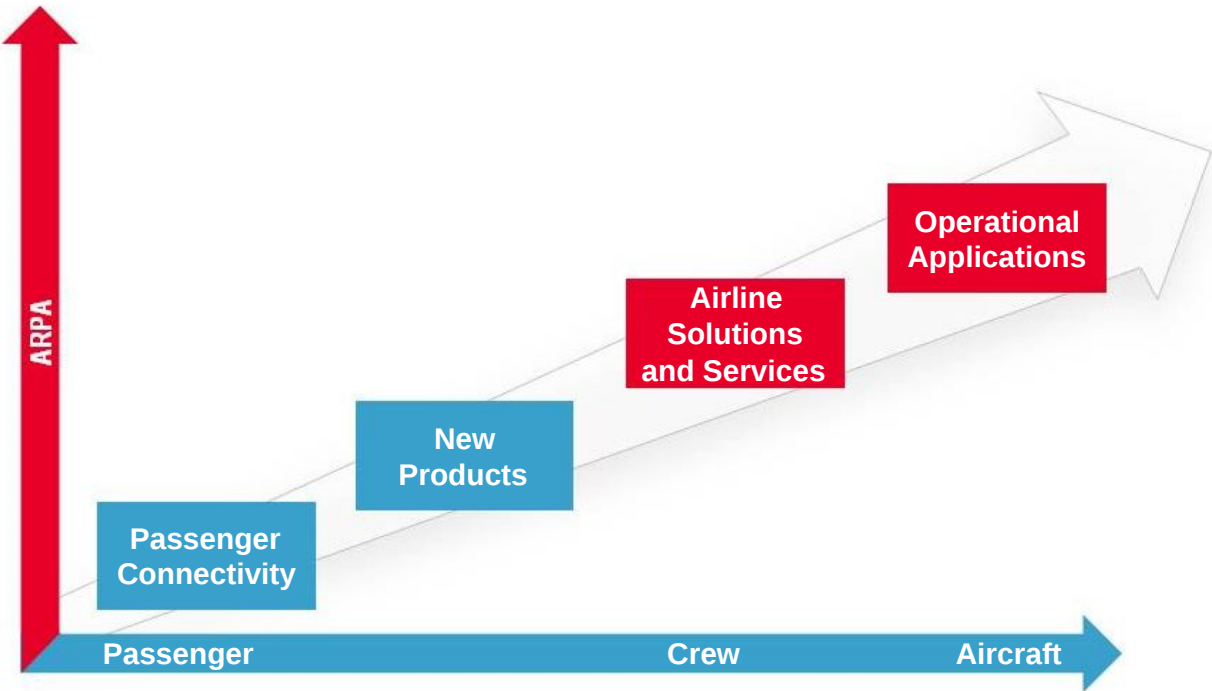
Operational Applications



Expanding services to meet airline needs driving strong revenue growth



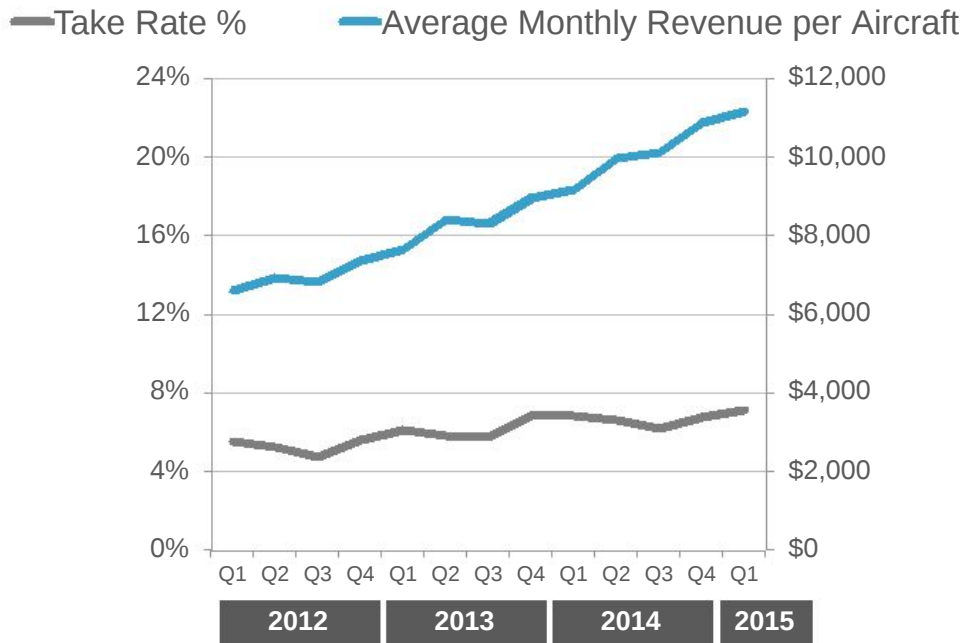
Gogo Suite of Offerings



ARPA showing strong growth even in the face of capacity constraints



Take Rate vs. ARPA Growth



Balancing revenue growth with customer experience and network performance

Sophisticated revenue management is key driver for near-term growth



- Airline revenue management applied to telecom
- Customized merchandizing engine
- Distribution strategy focused on increasing yield, not usage

gogo In-air internet [Have a pass?](#) [View all passes](#)

Unlimited Access Plans	Gogo 1-Hour Pass	Buy 2-Hours get 1 Free	All-Day Pass
from \$39.95	\$12.00	\$24.00	\$30.95
Best Value! Save up to 20% when you prepay. View details	One hour of internet access on this flight. View details	3 hours for the price of 1, valid this flight only. View details	In air internet access, all day long, on American and US. View details
View plans	Buy pass	Buy pass	Buy pass

GILT
Access Gilt for Free
The must-have looks of the season, up to 60% off.
[Shop Now](#)

Quick Links

Home	American	US Airways
Flight Status	American	US Airways
Manage Trips	American	US Airways

New! Now use your Gogo day pass or traveler pass on US Airways and American Airlines. [Learn more.](#)

Passenger Connectivity



New Product Update

Airline Solutions and Services

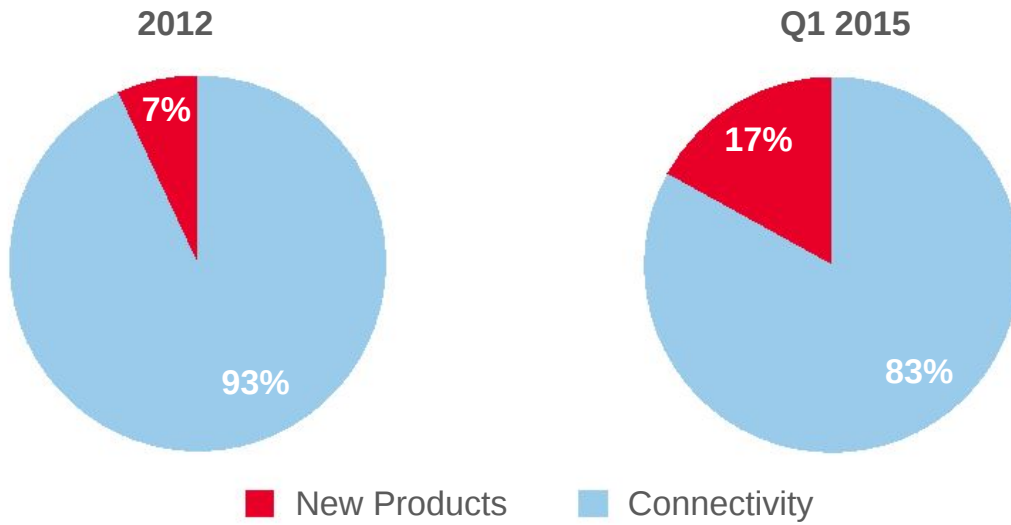
Operational Applications



New product revenue is meaningful and growing



Breakdown of CA-NA Service Revenue



Revenues include GGV, text, custom portals, etc.

Gogo Vision experiencing explosive growth



Over **2,000** aircraft installed

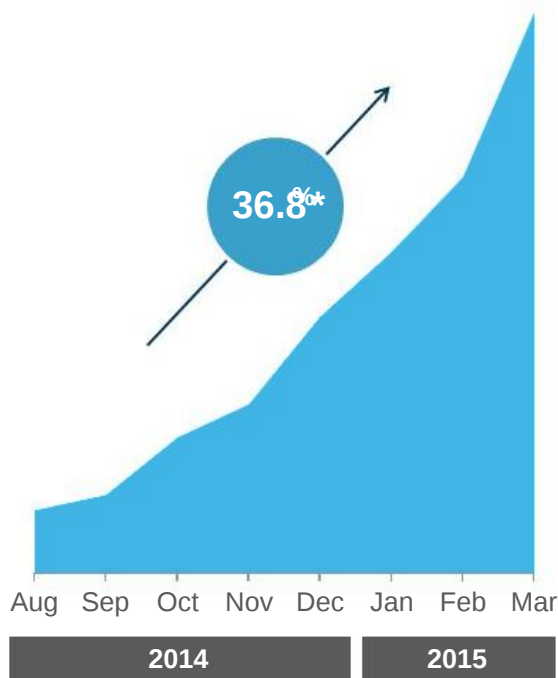


Multiple new GGV innovations launches in last **18 months**



GGV demonstrating **high engagement** with the leisure traveler

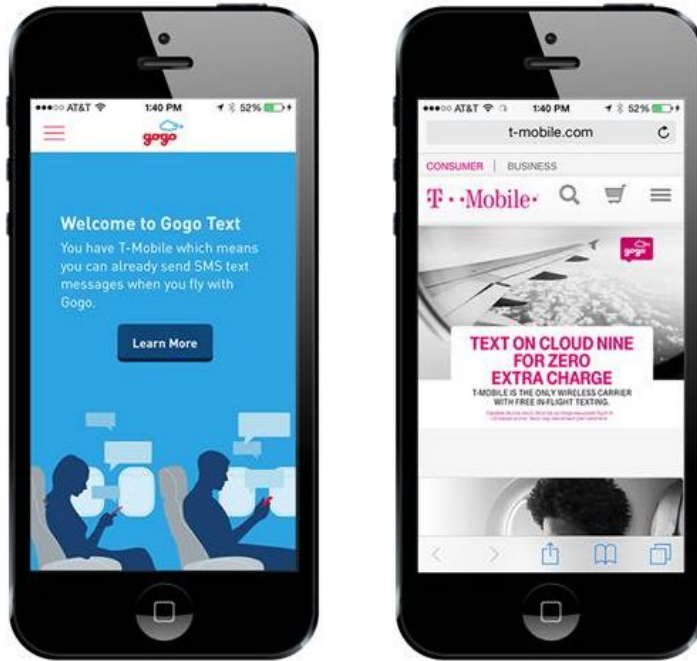
Month to Month GGV Usage



* Compounded Monthly Growth Rate
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Gogo building a suite of messaging products to reach all the ways people text

- T-Mobile deal still going strong
- OTT products coming soon
- Re-launching our text app



Creating a platform that enables a broad range of texting options

Gogo expanding entertainment options with Gogo TV



- Announced **first** partnership with GOL
- Gogo TV brings **live television** programming to passengers' own Wi-Fi enabled devices
- Most **IPTV friendly** solution with the launch of 2Ku
- Channels **customized** by airline



Passenger Connectivity

New Product Update



Airline Solutions and Services

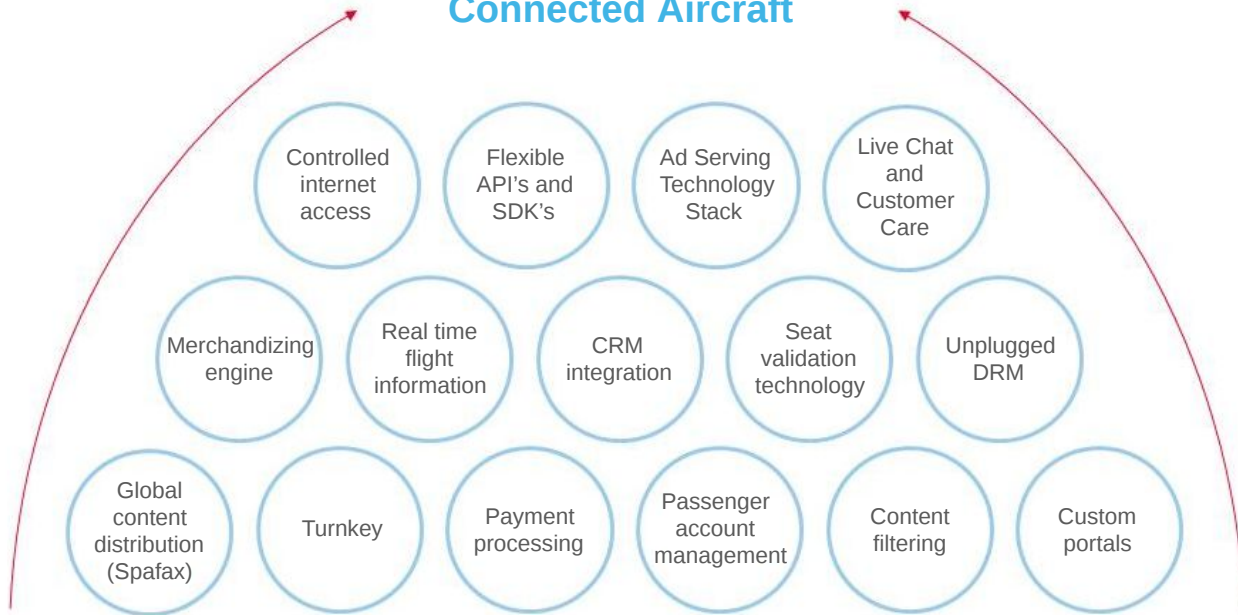
Operational Applications



Our robust capabilities meet airline needs and lay the foundation for the future

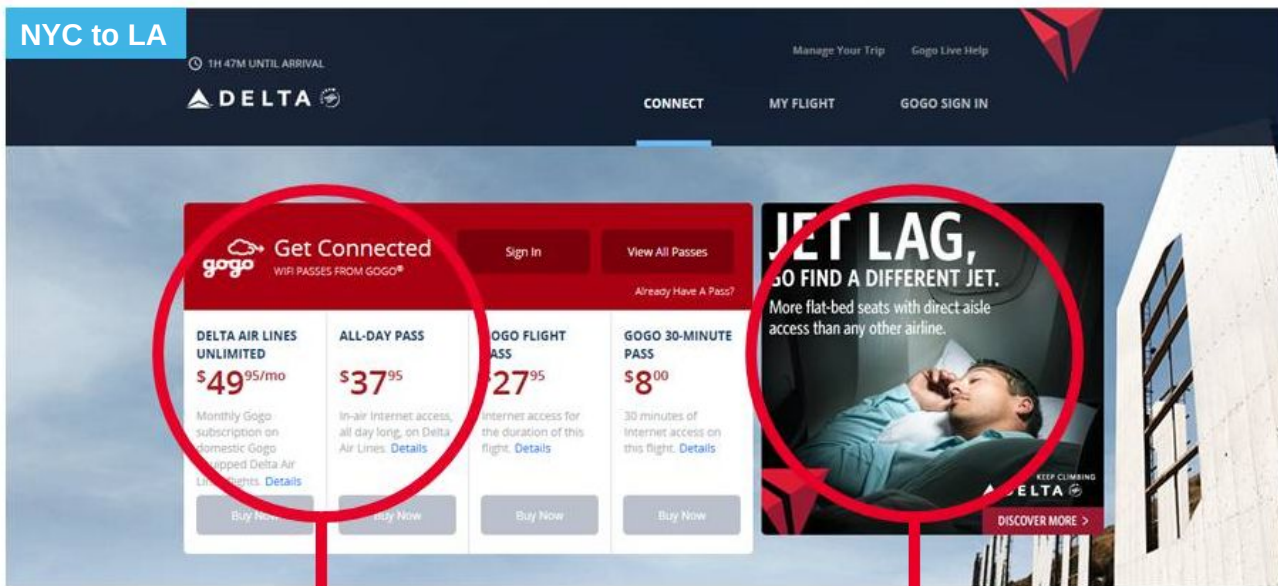


Airline Customization at Scale & Connected Aircraft



Serving as the platform for...

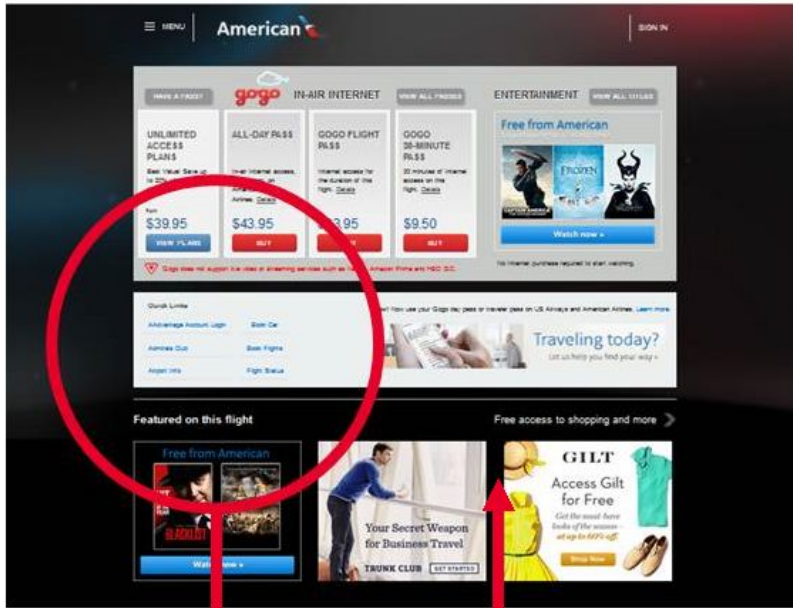
Under the hood: Gogo's custom portals are much more than a slick design



Demand based pricing
powered by
merchandizing engine

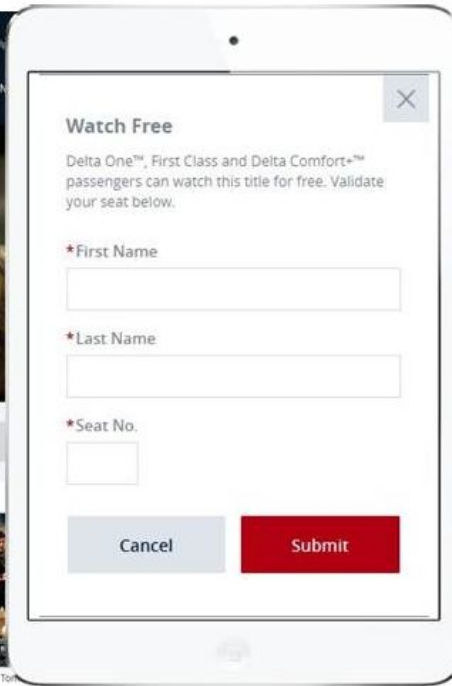
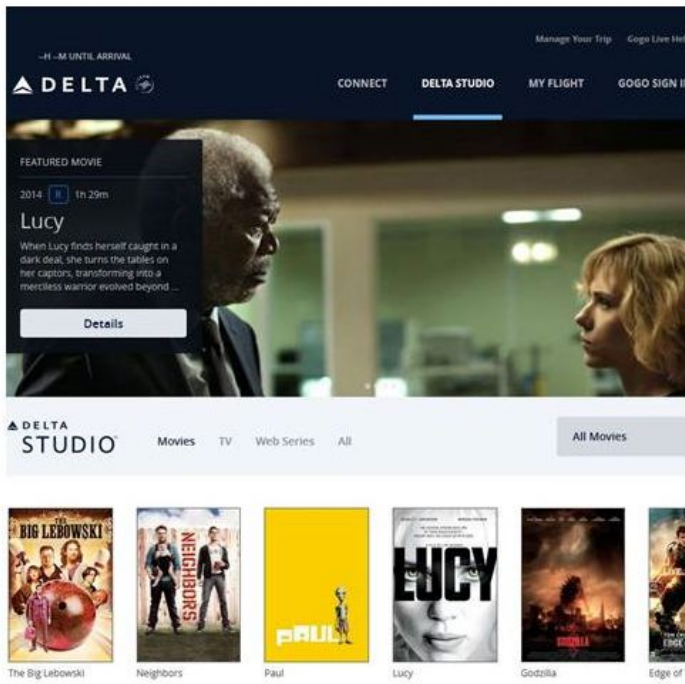
Targeted custom content
powered ad-technology
stack

Under the hood: Gogo's custom portals are much more than a slick design



Controlled internet access powered by dynamic white listing

Delta Studio taking full advantage of GGV's newest innovations



Differentiated experiences powered by Seat Validation Technology

Delta Mobile App powered by DRM-friendly SDK

Airlines responding to Gogo's flexible and customizable IFE capabilities



Customizable Turnkey

Unplugged IFE

The screenshot displays the Alaska Beyond Entertainment inflight entertainment interface. At the top, there is a navigation bar with a 'MENU' icon, the 'Alaska Beyond ENTERTAINMENT' logo, and a 'SIGN IN' link. Below the navigation bar, the section is titled 'Inflight Entertainment' with a 'Browse' dropdown menu. The main content area features a large movie poster for 'The Hobbit: The Battle of the Five Armies' (PG-13, 2h 15m). To the right of the poster, the title is displayed in bold, followed by the rating and runtime. A short synopsis is provided: 'This film concludes the adventure of Bilbo Baggins, who joins the Wizard Gandalf and thirteen Dwarves on an epic quest to reclaim the lost Dwarf Kingdom of Erebor.' A 'Details' button is located at the bottom of the synopsis. Below the main movie poster, a 'Featured' section displays a row of seven smaller movie posters: 'Big Hero 6', 'Force Majeure', 'Wild', 'The Rise and Rise of Bitcoin', 'The Theory of Everything', 'Alexander and the Terrible, Horrible, No Good, Very Bad Day', and 'Stretch'. A 'View All' link is positioned to the right of the featured movies.

Passenger Connectivity

New Product Update

Airline Solutions and Services



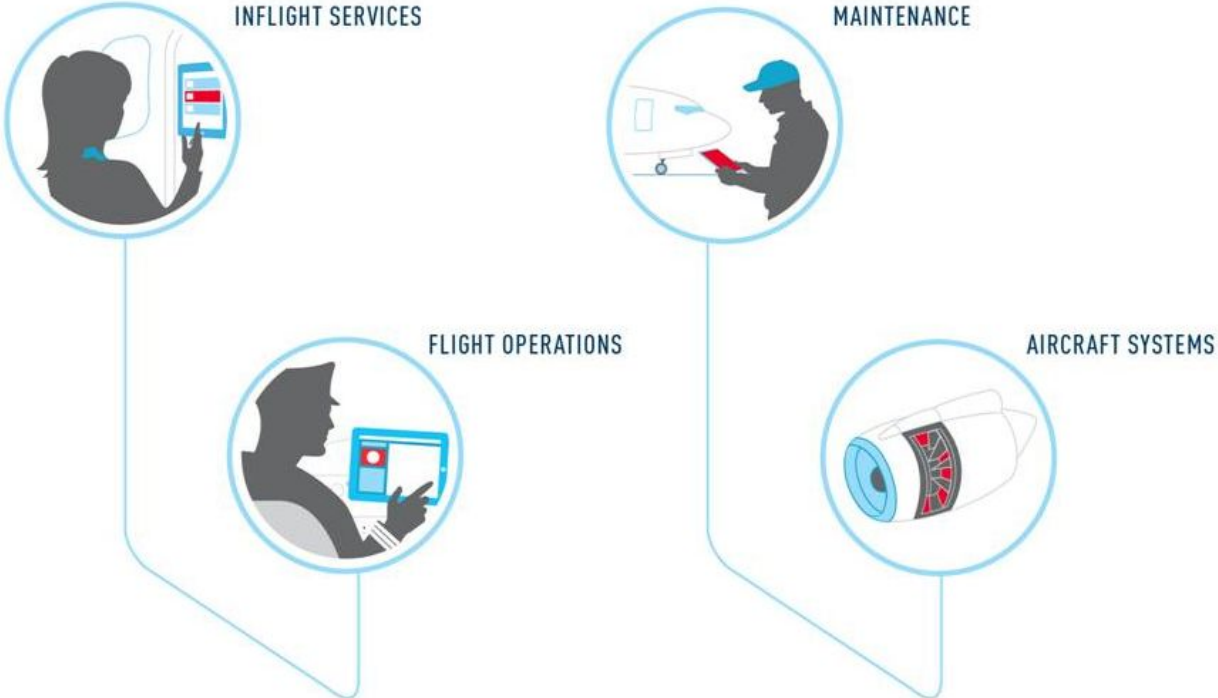
Operational Applications

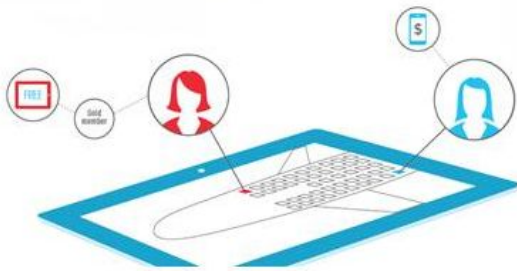


Operational applications set to take off and Gogo is well positioned



Four Components to the Connected Aircraft





Cabin Crew Enablement

- 81%⁽¹⁾ of airlines are expected to either trial or have cabin crew tablet strategies by end of 2017
- Connectivity provides crew with access to CRM data and improves service

Gogo Projects

- Gogo Crew Connect

Enablers

- Segmented Networks
- Dynamic Whitelists

Flight operations applications will foster greater flight efficiencies



Operational Efficiencies

- Major airlines have already deployed Electronic Flight Bags including American Airlines
- Fuel savings and optimization opportunities

Gogo Projects

- Weather trial with airline
- NASA TASAR
- Gogo Crew Connect

Enablers

- API Integration
- Quality-of-Service

Maintenance applications will save airlines time and money



Predictive Capabilities

- Transformative monitoring and response capabilities
- Integrated on-ground and in-air collaborative elements
- Linking the maintenance team with the aircraft

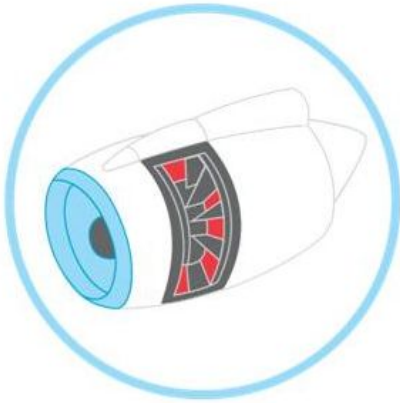
Gogo Projects

- Gogo Ramp Connect

Enablers

- Constant Connectivity
- Access to Aircraft Server

Aircraft system apps drive greater aircraft health



Big Data Capabilities

- Health monitoring is expected to be a \$3.3B⁽¹⁾ industry by 2020
- Aircraft can generate GBs of data every flight
- Connectivity enables context and timeliness

Gogo Projects

- Advanced Connectivity and API services

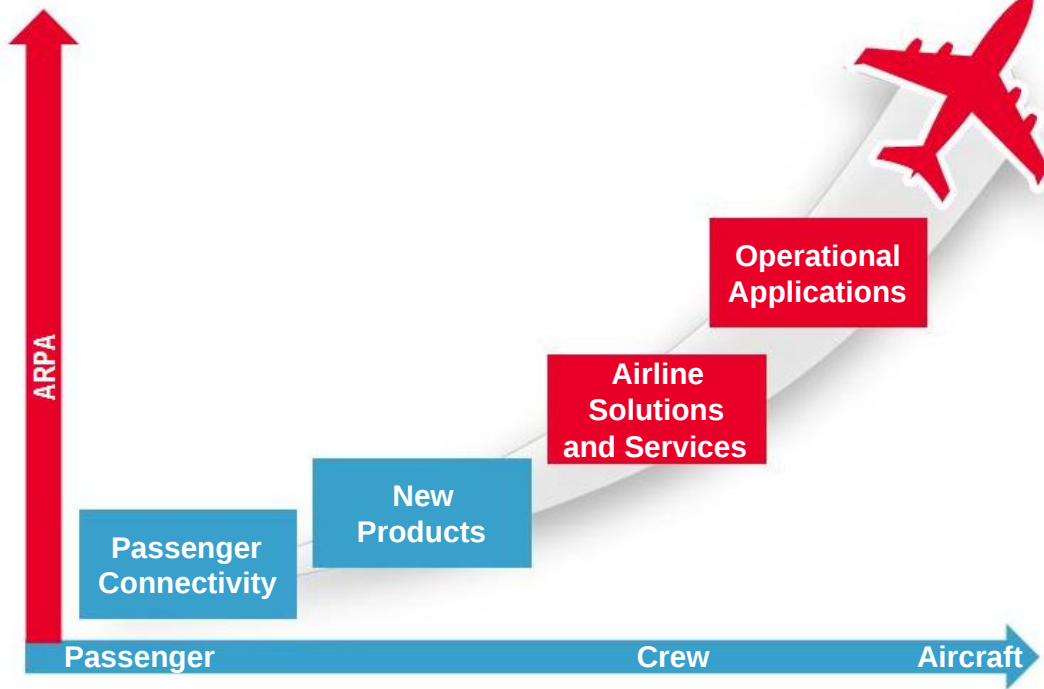
Enablers

- Aircraft Data Network Integration
- Aircraft Application Hosting

More capacity and the 'Internet of Air' will bend the ARPA curve



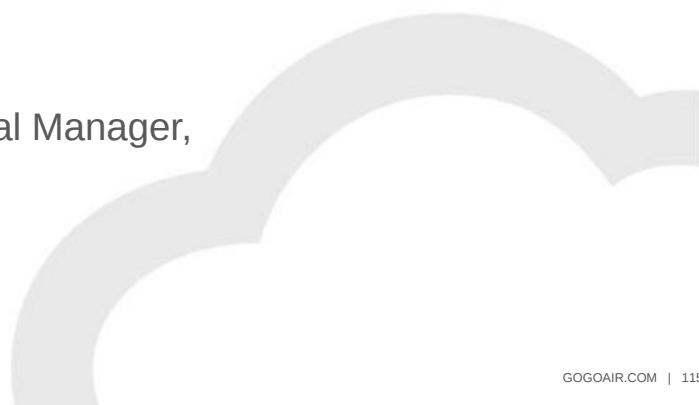
Gogo Suite of Offerings



Growing Business Aviation

John Wade

Executive Vice President & General Manager,
Business Aviation





3Ps of Connectivity

Segmenting and Connecting Aircraft

Progress and Strategy



The 3Ps of connectivity

YESTERDAY
the passenger



3,000

broadband Gogo Biz

TODAY
the pilot



connecting the
pilot

TOMORROW
the plane



connecting
everyone and
everything

It's about connecting everything

Longtime focus: the passenger



3,000+ systems installed

Bigger aircraft with more seats and passengers

This market is **becoming established**

Jet owners use the internet just as airline passengers do

New opportunity: the pilot



Thousands fly but
90% don't have
broadband internet

Haven't seen the
need in the cockpit

**New
applications** will
stimulate demand

Now there is a reason for pilots to want the internet as well

The future: the entire plane



The
Internet of Things
is coming

Revolutionizing what
we can do with
airplane **systems**

Essential
components to
deliver
connected
aircraft

The plane will generate & consume far more data than passengers

3Ps of Connectivity



Segmenting and Connecting Aircraft

Progress and Strategy



The 'pipe' – Gogo Biz for any aircraft



LARGE JETS

2,900 aircraft*



ATG8000/
ATG5000

ATG 8000 for
higher capacity
aircraft

MEDIUM JETS

4,300 aircraft*



ATG5000/
ATG4000

87%⁽¹⁾ of installs
are on
medium or large
aircraft

LIGHT JETS

5,500 aircraft*



ATG2000

62%⁽¹⁾ of units are
being installed on
light jets or
turboprops

TURBOPROPS

8,300 aircraft*



ATG1000

Addresses jets
even further
down market

Gogo Biz platform offers optimum value and pricing for all aircraft sizes

* Source: JetNet iQ Report Q4 2014 and Gogo estimates as of June 2015
(1) From 2009 through 3/31/2015
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Small to Medium Aircraft

- Inmarsat Swift Broadband
- Gogo offers hardware and service
 - Aviator 200
 - Aviator 300
 - Aviator 700

Large Aircraft

- Ku band
 - expensive and limited
- Ka band
 - Inmarsat Jet ConneX will offer higher capability, expected to become the standard
 - Gogo will sell Jet ConneX service starting later this year



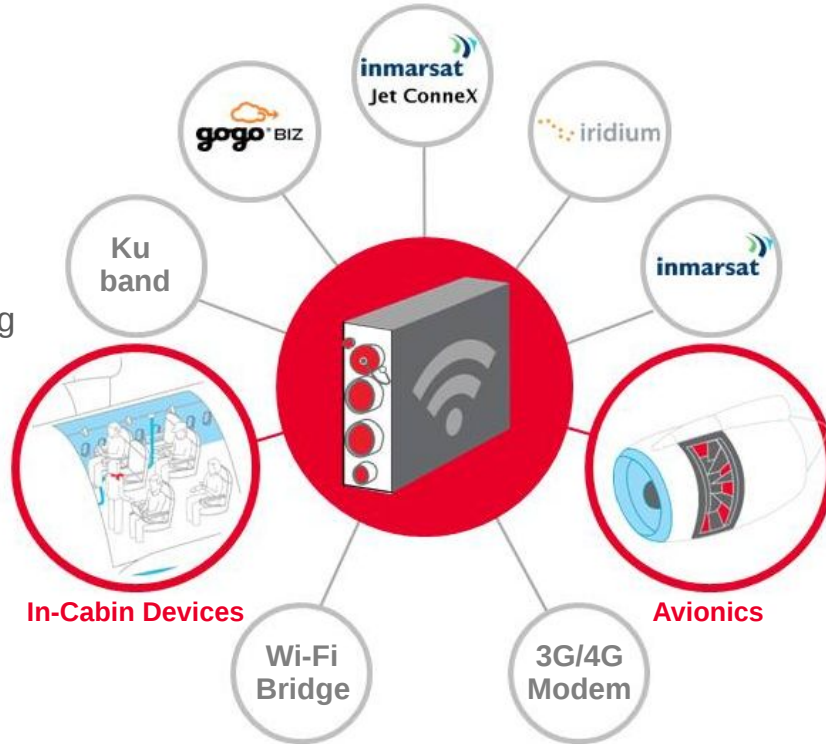
Gogo Biz aviation has solutions for international aircraft

The 'platform' – Universal Communications System (UCS)



UCS

- Data router for every aviation broadband network
- Voice router for every aviation voice network
- Server capable of hosting Gogo and third party applications
- Interfaces to avionics systems

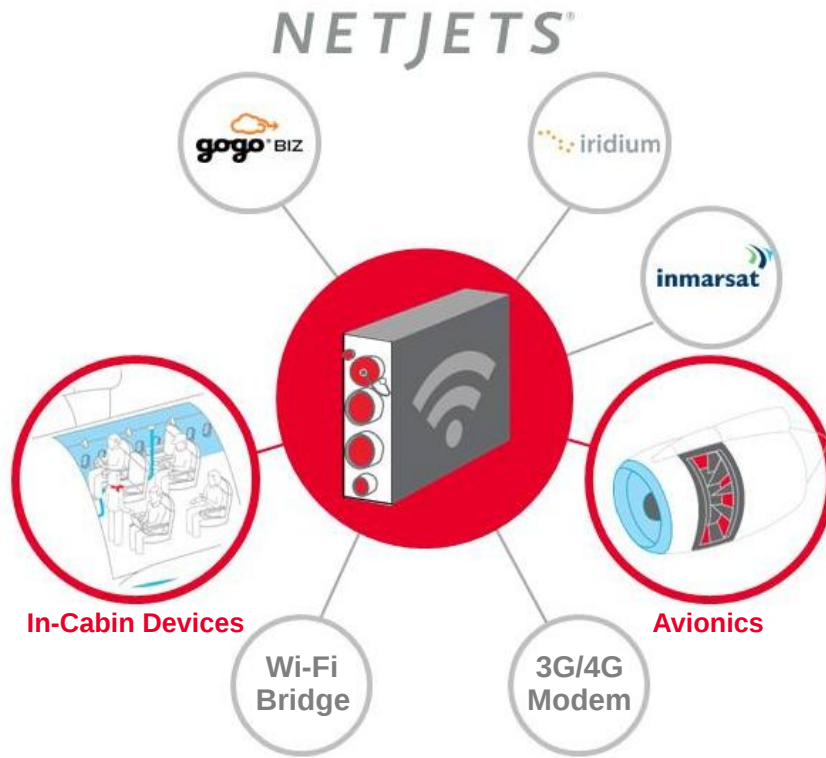


As selected by NetJets for their fleets



UCS

- Gogo Biz
 - Entire domestic fleet
- Gogo Text and Talk
 - Largest business aviation selection of the service
- Gogo Vision
 - Largest business aviation selection of wireless IFE
- Gogo Cloud
 - First fully automatic IFE video update
- UCS5000
 - First fractional fleet selection





Video 5



3Ps of Connectivity

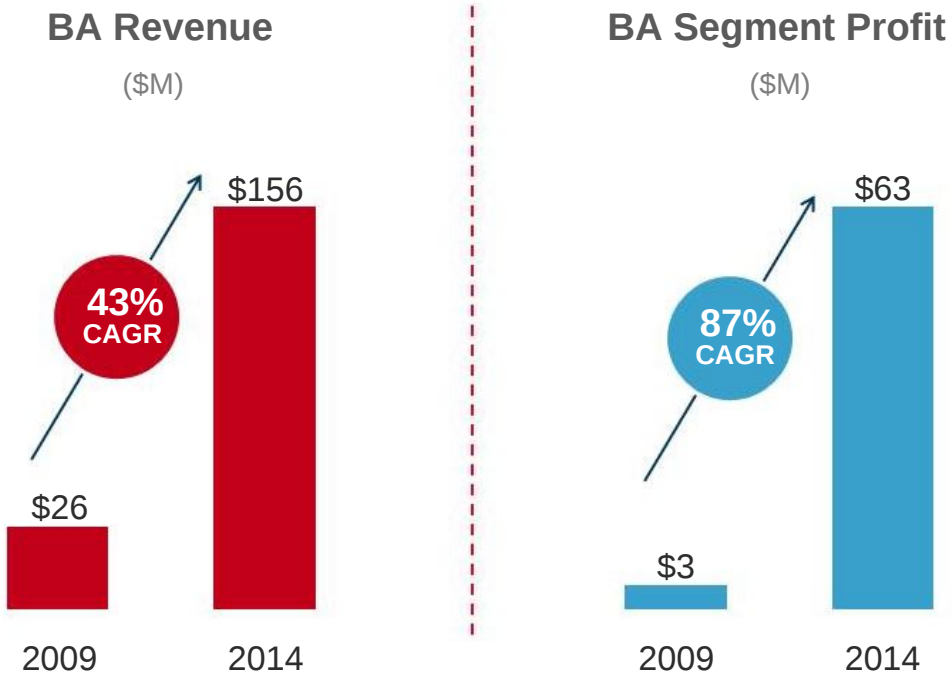
Segmenting and Connecting Aircraft



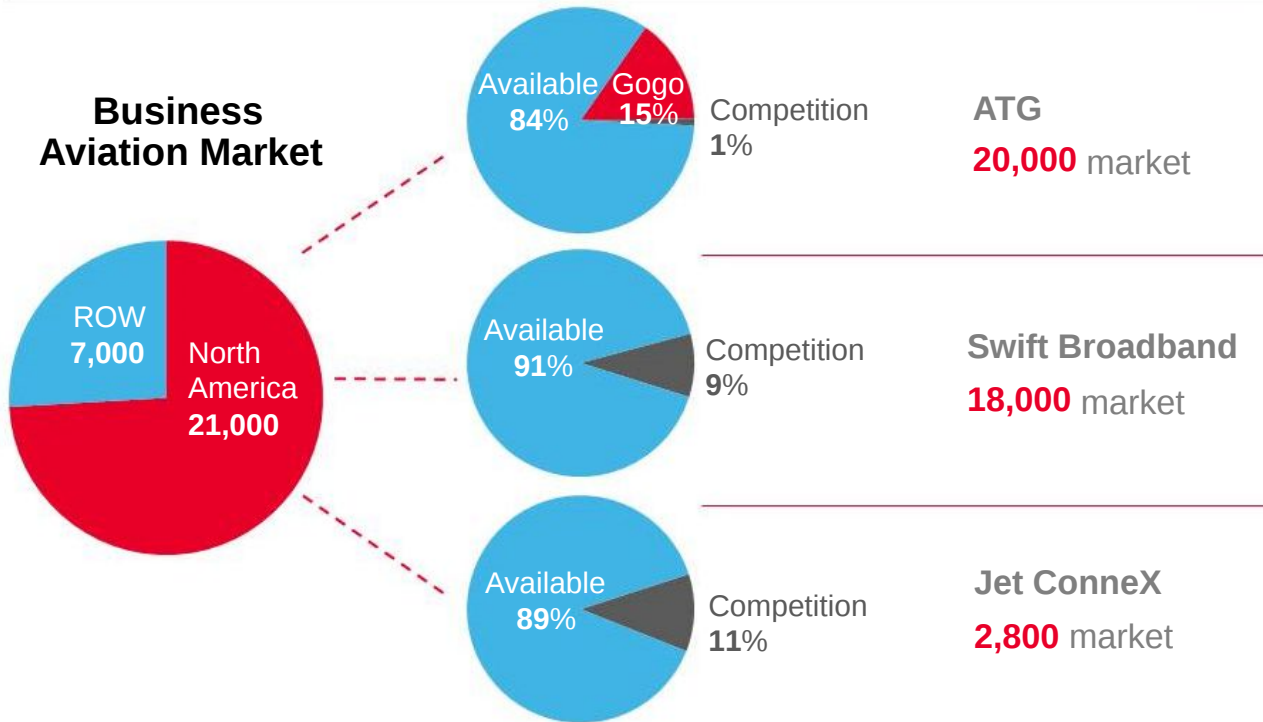
Progress and Strategy



Strong BA revenue growth, profitability



Thousands more aircraft to connect



Market growing nearly 30% over the next decade

Sources: JetNet IQ Report Q4 2014; General Aviation Manufacturers Association 2012 Statistical Databook; excludes rest of world turbo props, publicly available information as of 12/31/14 and Gogo estimates. Jet ConneX is a global connectivity service provided by Inmarsat.

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Key priorities



**Increase aircraft
online**

Increase ARPU

**Connect the pilot
and the plane**

Connecting more airplanes



Segmentation
compelling to
smaller
aircraft

Flight crew
applications
expands
appeal

Equipment
incentives
increase
demand

Improving
efficiency of
aircraft
increases need
for broadband

Increasing revenue per aircraft



Hardware

ATG 8000

UCS 5000

FANS Over Iridium

Services

Gogo Text and Talk

Gogo Vision

Data usage

Real time weather

Aircraft operating
parameters

Connecting the pilot and the plane

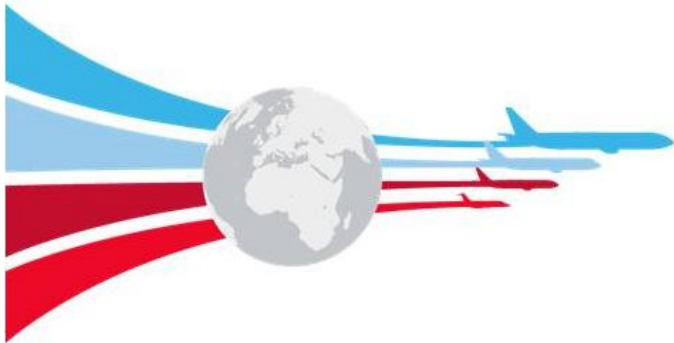


Developing an airborne
platform for third parties
to enable aircraft
systems to get online

Summary



- Market leader and **innovator**
- Loyal and growing **customer** base
- Industry's largest **online** fleet
- Broadest product **portfolio**





Financial Flight Plan

Norman Smagley

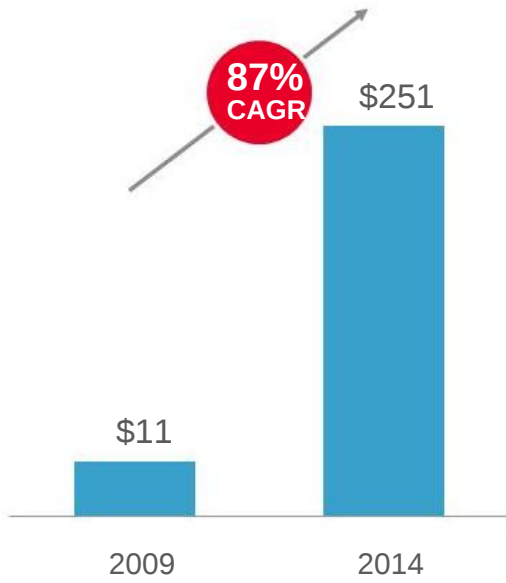
Executive Vice President &
Chief Financial Officer



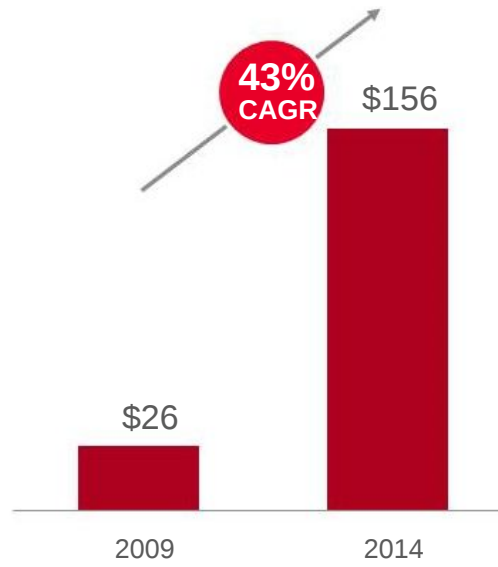
Strong revenue growth



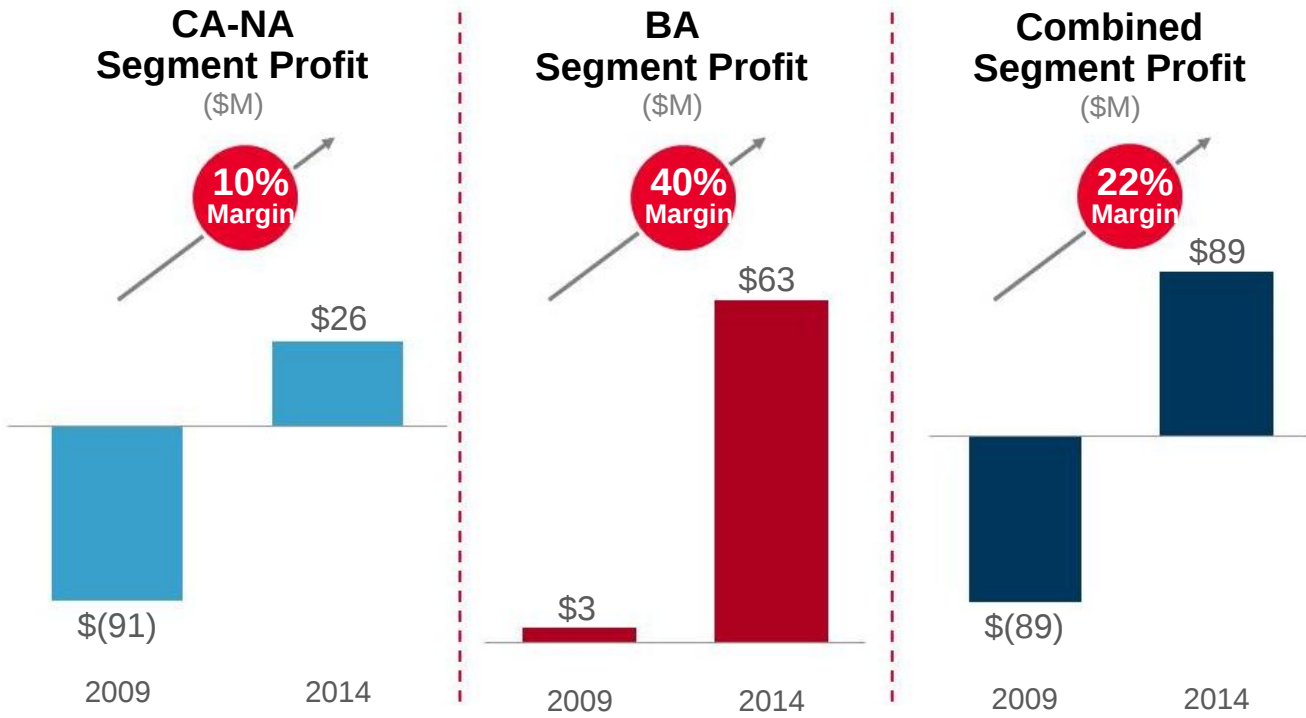
CA-NA Revenue
(\$M)



BA Revenue
(\$M)



Drives segment profitability

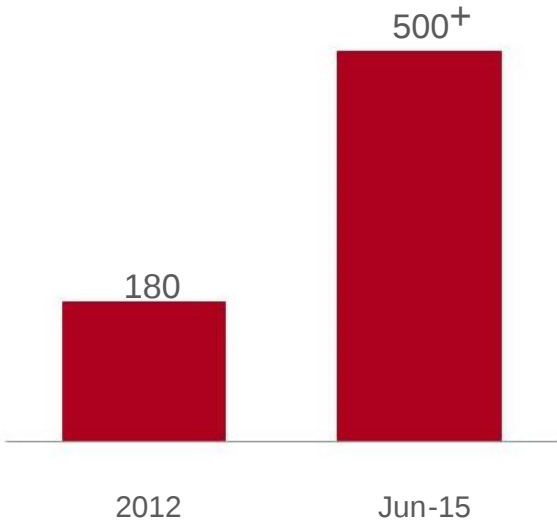


CA-ROW financial profile similar to CA-NA



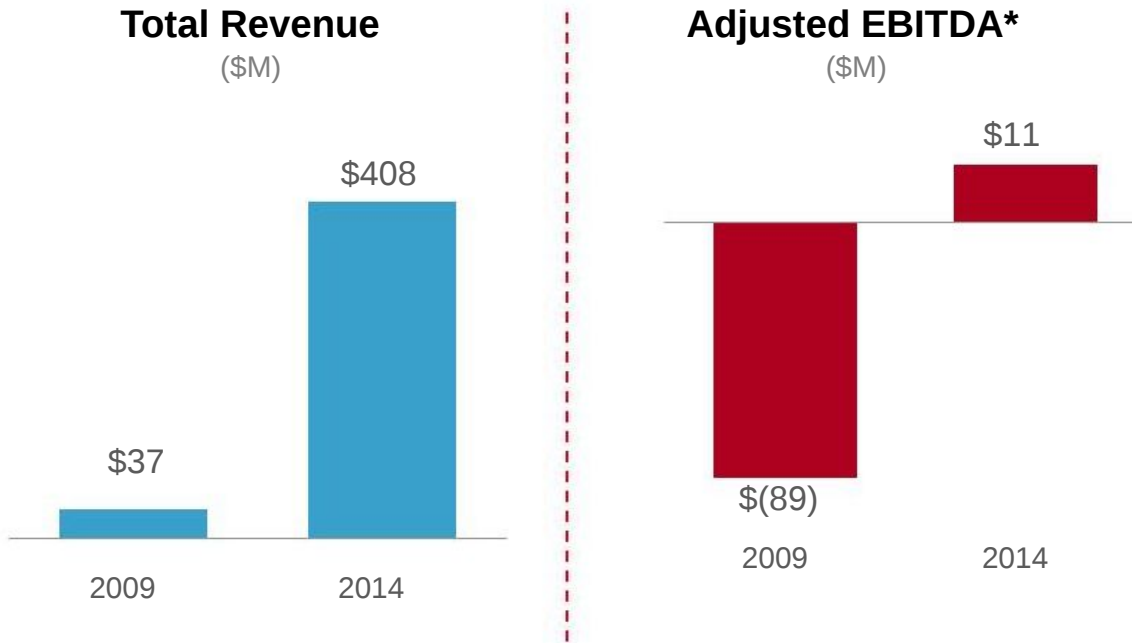
CA-ROW

Awarded Aircraft



- Current aircraft backlog plus new wins come online
- ARPA increases
- Similar economics to CA-NA expected at scale
- Drives segment results to profitability

Established profitability



High contribution margin creates visibility to future cash flow

*Please see reconciliation of adjusted EBITDA in appendix
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Growing Revenue

Most Efficient Capacity

Operating Leverage

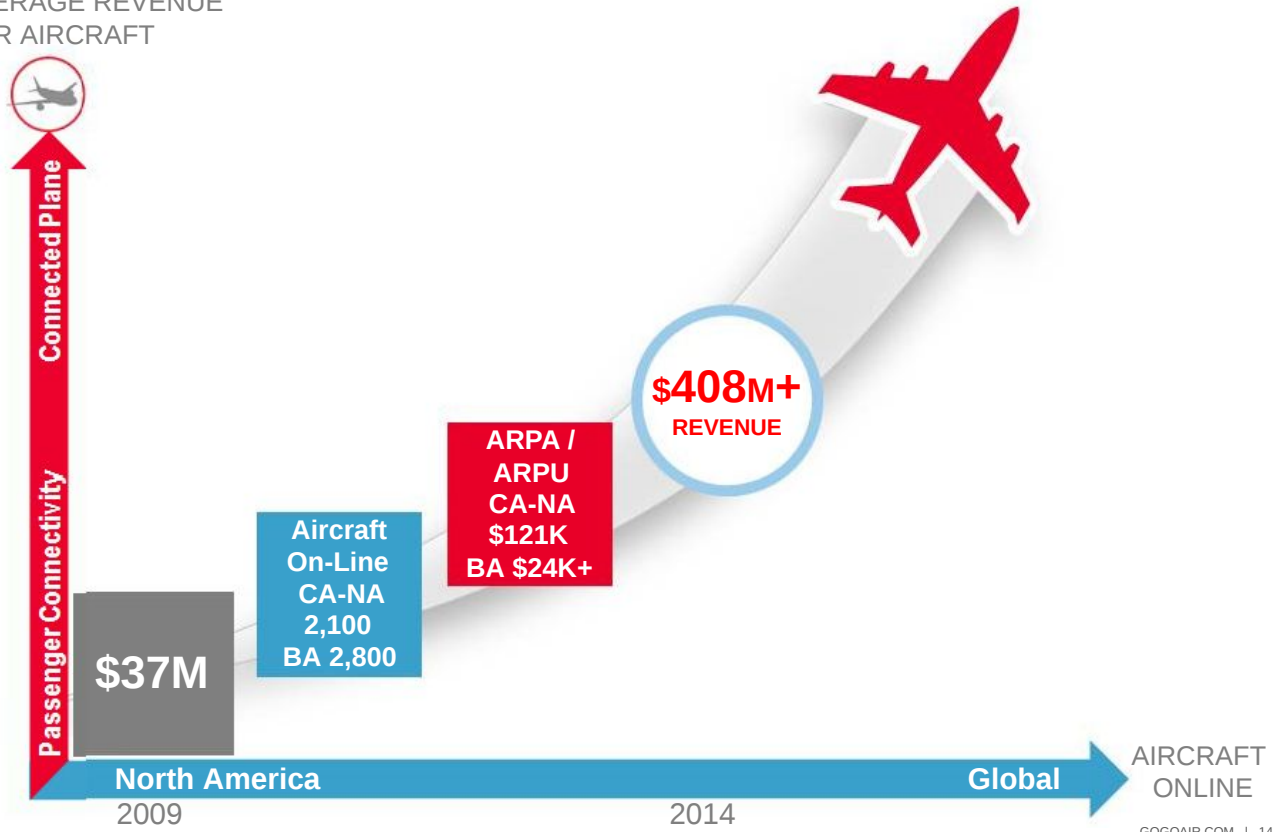
Success Based CAPEX



Growing revenue beyond passenger connectivity



AVERAGE REVENUE PER AIRCRAFT



Growing Revenue



Most Efficient Capacity

Operating Leverage

Success Based CAPEX



Technology leadership creates the most cost efficient capacity



Gogo's technology bandwidth cost advantage

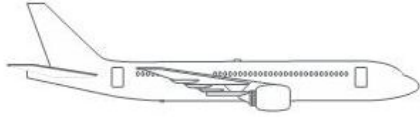
Gogo Technology	vs. Cost of Industry Solutions
Global 2Ku	50% Ku 50% High Throughput Ku
Regional 14 GHz	Small fraction of alternative solutions

Note: Cost of solution comparison determined using average global bandwidth costs and spectral efficiency estimates.
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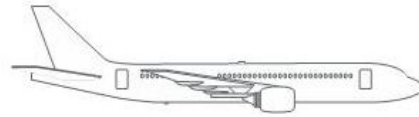
Most cost efficient capacity- significant competitive advantage



NPV of Gogo Bandwidth Cost Savings



Single Aisle Mainline



Twin Aisle International

	2Ku	Next Gen ATG
Ku (current)	\$0.5M	\$1.1M
Ku (HTS)	\$0.4M	\$0.8M

	2Ku
Ku (current)	\$1.8M
Ku (HTS)	\$1.3M

(1) Net present value of bandwidth savings based on Gogo estimates using a 9% discount rate over 10 years.
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Growing Revenue

Most Efficient Capacity



Operating Leverage

Success Based CAPEX



Multiple operating leverage opportunities



Cost of Service

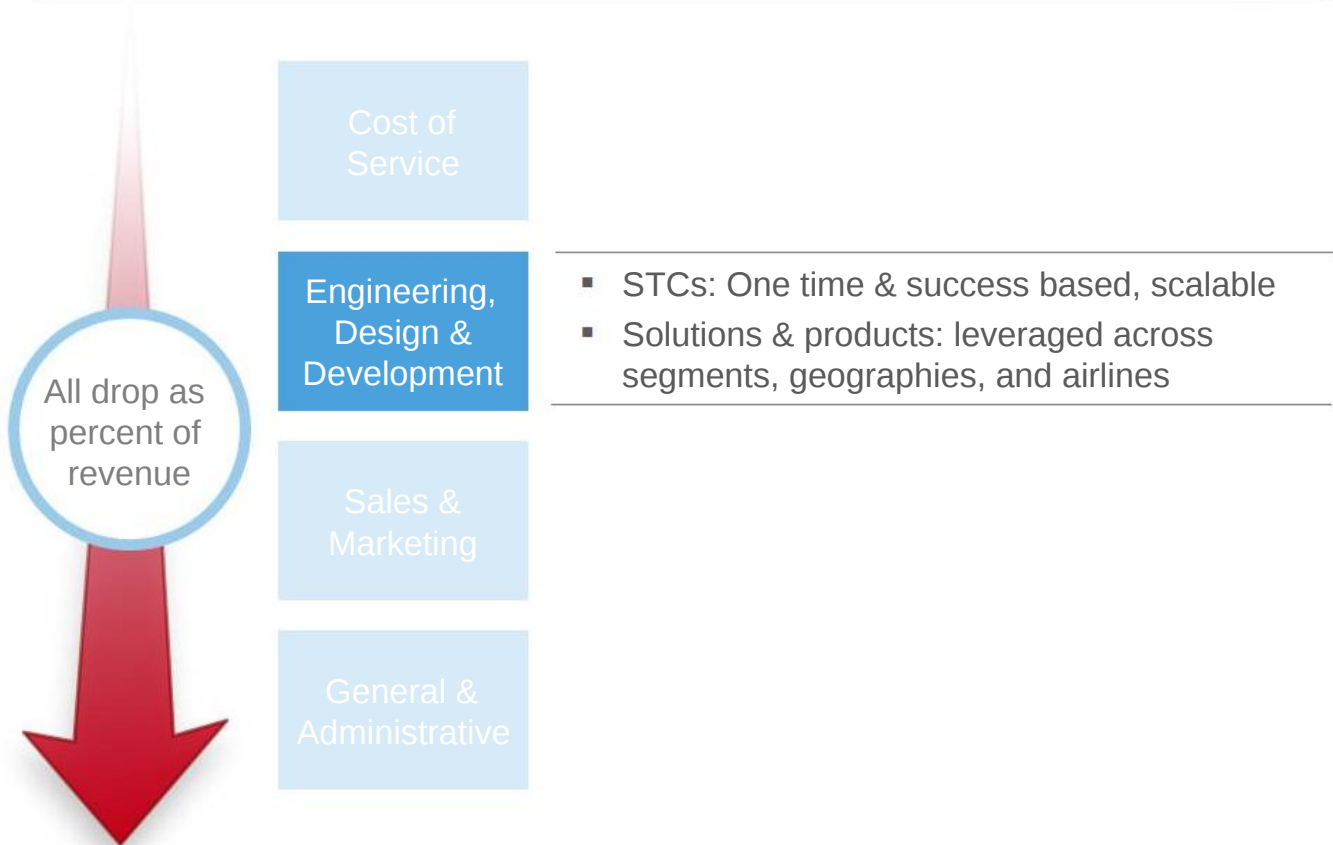
- New technologies and higher utilization drives down bandwidth unit costs

Engineering, Design & Development

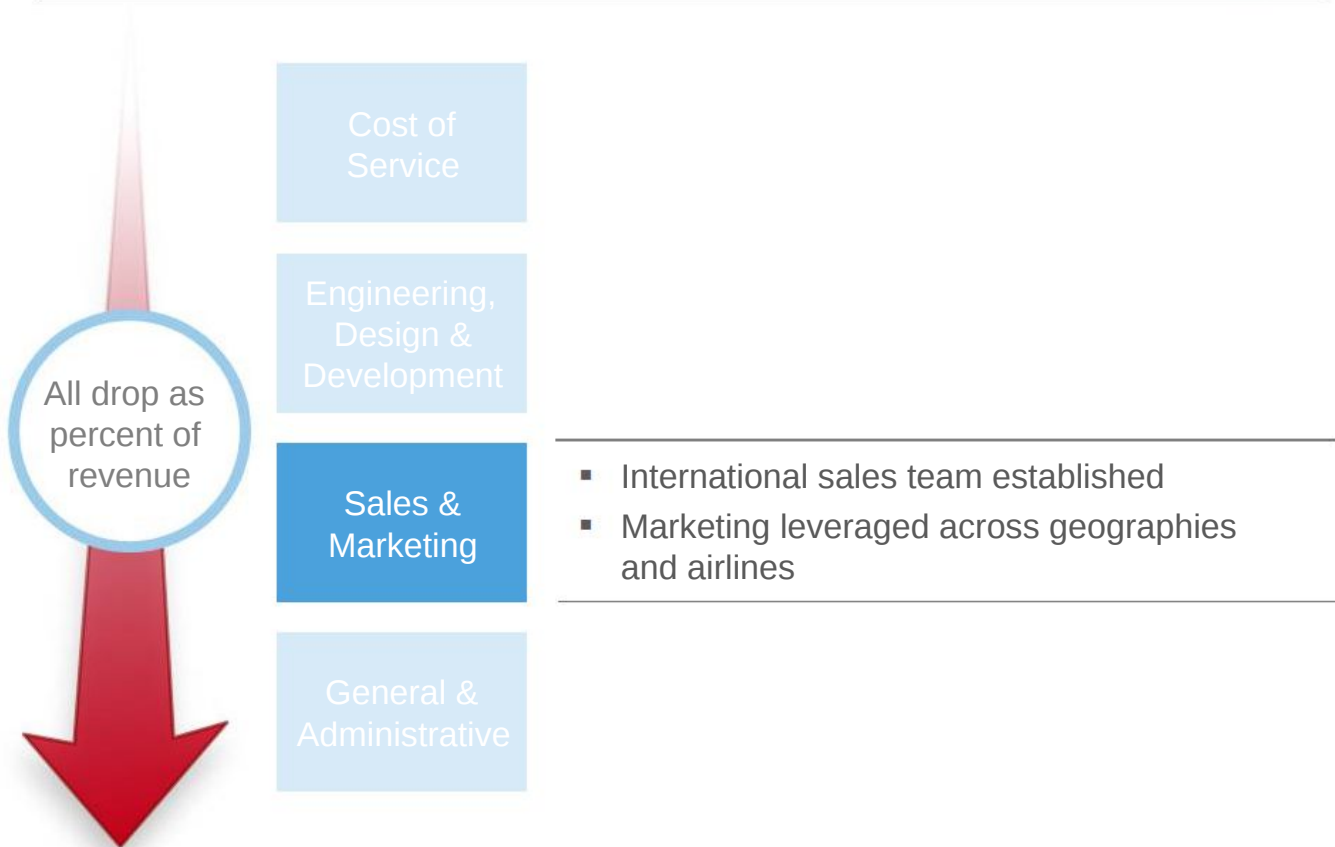
Sales & Marketing

General & Administrative

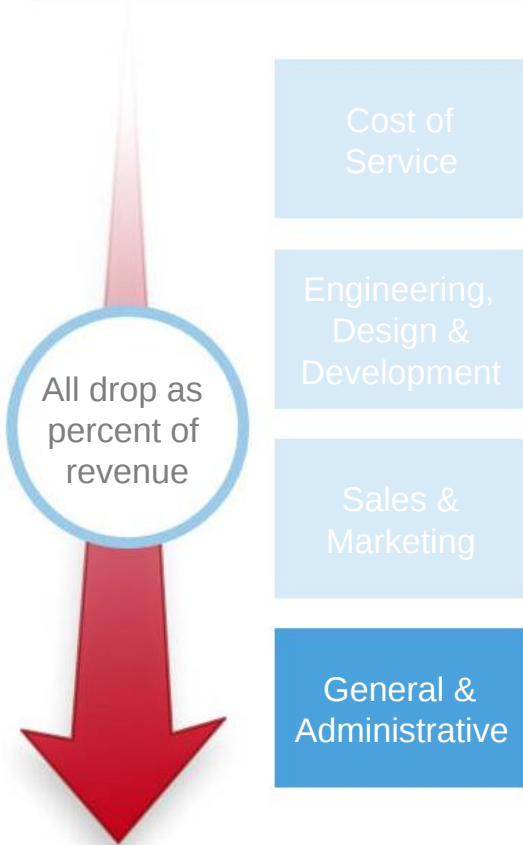
Multiple operating leverage opportunities



Multiple operating leverage opportunities



Multiple operating leverage opportunities



- Established and will be leveraged across regions

Growing Revenue

Most Efficient Capacity

Operating Leverage



Success Based CAPEX





Capitalized Software

- Industry-leading product innovations
- Scale with large installed base



Network Equipment

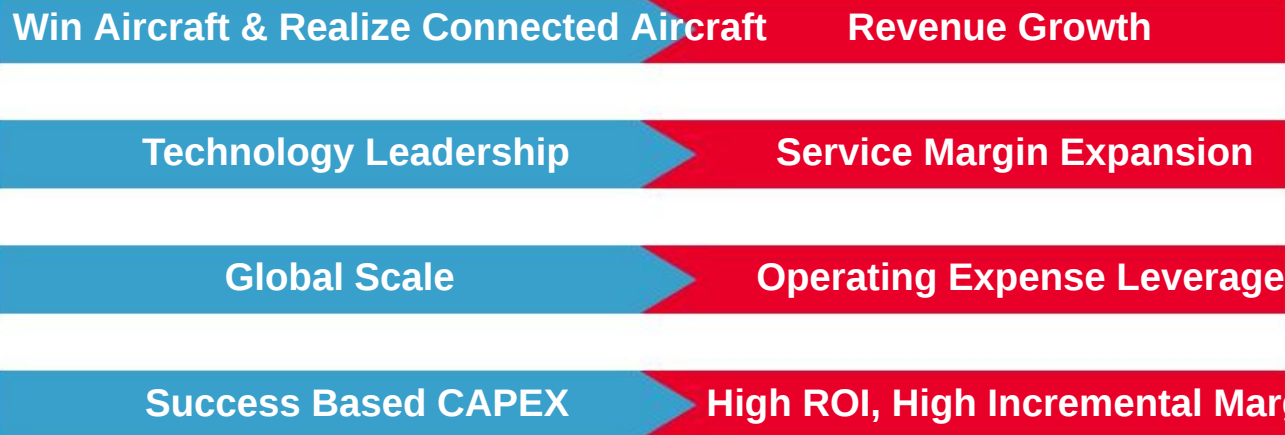
- Low maintenance CapEx
- Expected high ROI for Next Gen ATG network



Airborne Equipment

- Success based investment
- Generate positive ROI

Fasten your seatbelts ... the best is yet to come



Q&A





Closing Remarks

Michael Small

President & Chief Executive Officer



Gogo is well-positioned to win

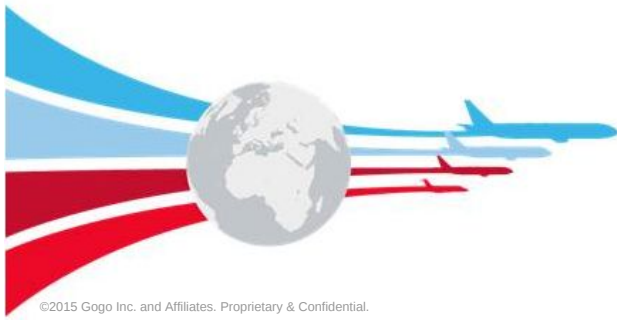


Competitive Advantages

- Specialization in **aviation** and **telecom**
- Superior **technology** and **cost** advantage
- Industry's most experienced **end-to-end** service provider
- Unmatched **scale**

Signposts

- Develop and deploy network and connectivity **technology**
- Win **aircraft**
- Enable the **connected** aircraft
- Continue top and bottom line **growth**



Appendix





Adjusted EBITDA reconciliation (\$MM)

	2009	2010	2011	2012	2013	2014
Net Income	(142)	(140)	(18)	(96)	(146)	(85)
Interest Income	(0)	(0)	(0)	(0)	(0)	(0)
Interest Expense	30	–	1	9	29	33
Income Tax Provision	–	3	1	1	1	1
Depreciation & Amortization	22	31	33	37	56	64
EBITDA	(91)	(106)	16	(49)	(60)	14
Fair Value Derivative Adjustments	–	33	(59)	(10)	36	–
Class A and Class B Senior Convertible Preferred Stock Return	–	18	31	52	29	–
Accretion of Preferred Stock	–	9	10	10	5	–
Stock-based Compensation Expense	1	2	2	4	6	10
Loss on Extinguishment of Debt	2	–	–	–	–	–
Write Off of Deferred Equity Financing Costs	–	–	–	5	–	–
Amortization of Deferred Airborne Lease Incentives	–	(1)	(1)	(4)	(8)	(13)
Adjusted EBITDA	(89)	(45)	(1)	9	8	11

Note: Minor differences exist due to rounding
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Cash CapEx reconciliation (\$MM)

	2009	2010	2011	2012	2013	2014
Purchases of Property and Equipment	(69)	(33)	(33)	(67)	(105)	(132)
Acquisition of Intangible Assets (Capitalized Software)	(8)	(7)	(10)	(12)	(16)	(17)
Gross CapEx	(77)	(40)	(43)	(79)	(121)	(150)
Change in Deferred Airborne Lease Incentives	–	9	11	18	9	30
Amortization of Deferred Airborne Lease Incentives	–	1	1	4	8	13
Landlord Incentives	–	–	–	–	–	10
Cash CapEx	(77)	(30)	(31)	(58)	(104)	(98)

Note: Minor differences exist due to rounding
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Analyst and Investor Day 2015

