



GILAT PRESS RELEASE

Gilat Reports Strong Fourth Quarter and Full Year 2021 Results; Resumes Yearly Guidance with Continued Strong Growth in 2022

Fourth quarter revenue of \$67.3 million, up 58% YoY; GAAP operating income of \$5.6 million; Adjusted EBITDA of \$10.6 million;

Petah Tikva, Israel – February 15, 2022 – Gilat Satellite Networks Ltd. (NASDAQ: GILT, TASE: GILT), a worldwide leader in satellite networking technology, solutions and services, today reported its results for the fourth quarter and full year ended December 31, 2021.

Fourth Quarter Financial Highlights

- **Revenues** of \$67.3 million, up 58% compared with \$42.6 million in Q4 2020 and up 35% compared with \$49.9 million in the previous quarter;
- **GAAP operating income** of \$5.6 million compared with \$62.7 million in Q4 2020 which included a one-time net income of \$64.8 million related to the settlement with Comtech. Excluding this item, Q4 2020 operating loss would have been \$2.1 million. GAAP operating income in the previous quarter was \$0.9 million;
- **Non-GAAP operating income** of \$6.8 million, compared with Non-GAAP operating loss of \$1.6 million in Q4 2020, and Non-GAAP operating income of \$1.5 million in the previous quarter;
- **GAAP net income** of \$2.4 million, or \$0.04 per diluted share, compared with net income of \$62.4 million, or \$1.12 per diluted share in Q4 2020. GAAP net income for Q4 2020 included the above-mentioned net income from the Comtech settlement; GAAP net income in the previous quarter was \$0.2 million, or \$0.00 per diluted share;
- **Non-GAAP net income** of \$5.9 million, or \$0.10 per diluted share, compared with Non-GAAP net loss of \$1.9 million, or loss of \$0.03 per share in Q4 2020 and Non-GAAP net income of \$0.7 million, or \$0.01 per diluted share, in the previous quarter;
- **Adjusted EBITDA** of \$10.6 million, compared with \$1.1 million in Q4 2020 and \$4.0 million in the previous quarter;

Full year 2021 Financial Highlights

- **Revenue** of \$218.9 million, up by 32% compared with \$165.9 million in 2020;
- **GAAP operating income** of \$2.5 million compared to \$37.6 million in 2020; GAAP operating income in 2020 includes net income of \$53.6 million related to the settlement with Comtech;



- **Non-GAAP operating income** of \$4.7 million compared with Non-GAAP operating loss of \$13.7 million in 2020;
- **GAAP net loss** of \$2.7 million, or \$0.05 per share, compared with GAAP net income of \$34.9 million in 2020, or \$0.63 per diluted share; GAAP net income in 2020 includes the above-mentioned Comtech settlement net income;
- **Non-GAAP net income** of \$1.8 million, or \$0.03 per diluted share, compared to Non-GAAP net loss of \$16.4 million, or \$0.30 per share, in 2020;
- **Adjusted EBITDA** was \$15.7 million compared with adjusted EBITDA loss of \$3.3 million in 2020;

Forward-Looking Expectations

Guidance for 2022 is for revenues of between \$245 to \$265 million, representing year-over-year growth of between 12% and 21%, GAAP operating income of between \$5 to \$9 million and adjusted EBITDA of between \$20 to \$24 million, representing year-over-year growth of between 27% to 53%.

Management Commentary

Adi Sfadia, Gilat's CEO, commented: "Our results in the quarter showed significant revenue growth of 58% year-over-year which translated into adjusted EBITDA of over \$10 million, 10 times our levels in Q4 last year, an impressive achievement in a challenging year. These results, among others, reflect the opportunities and trends we are witnessing and have mentioned several times over the past year."

"We recently launched SkyEdge IV, Gilat's next-generation multi-orbit, software-centric platform, that will improve operational efficiencies. I am proud to report that we recently closed major deals on this new platform with both Intelsat and SES, of which a significant portion were software licenses. We expect that with SkyEdge IV we will further increase our market share and strengthen our leadership position in our major focus areas of Mobility, 4G/5G Cellular Backhaul, Enterprise and Defense.

"Looking back at 2021, it was a remarkable year due to four major accomplishments. First, in the NGSO and VHTS segments we had two outstanding achievements: we were awarded a sizeable deal for a multi-year contract with the potential of hundreds of millions of dollars, to customize and provide our leading technology for NGSO constellations. Upon signing this contract, we received the first multi-million-dollar purchase order for initial units. We also received more than \$40 million dollars in orders from a leading satellite operator to support a Low Earth Orbit Constellation.

"The second major accomplishment in 2021 was in fortifying our Mobility leadership in a multimillion dollar deal for SkyEdge IV, which provides Gilat access to top cruise lines and maritime service providers that will use SES's O3b mPOWER as well as their geostationary fleet.

"The third major accomplishment during the year was in Peru, where we reached, ahead of our stated objectives, our goal of a \$50 million run rate in annual recurring revenue. We expect that in 2022 we will turn the corner in Peru and our business there will become significantly profitable.

"And finally, we expanded our strategic relationship with Intelsat for commercial aviation in North America and Asia, demonstrating continued IFC market recovery."



Mr. Sfadia concluded, “As we enter 2022, I am very encouraged by our strong backlog, solid visibility and the pipeline we see ahead of us. We therefore feel confident in resuming our annual objectives which show strong growth in revenues and significant improvement in profitability for 2022.”

Key Recent Announcements

- Intelsat Makes Strategic Selection with a Significant Initial Order of Gilat's New SkyEdge IV Platform for Its Newest High Throughput Satellite
- SES and Gilat Expand Strategic Partnership with the Selection of Gilat's SkyEdge IV Platform for SES-17
- Gilat Announces Launch of SkyEdge IV, Next Generation SATCOM Ground System, Aiming to Capture a Leading Position of the Multibillion-Dollar Emerging VHTS Market Opportunity
- Gilat and Intelsat Expand Their Strategic Partnership in Commercial Aviation
- Gilat Captures Greater Maritime Market Share in New Deal with Eurasian Satellite Service Provider
- Leading Mobile Operator in Mexico Extends 4G Cellular Backhaul Recurring Revenue Managed Services Project with Gilat
- Tier-1 Mobile Network Carrier in Japan Expanding Their 4G Cellular Network with Gilat's Backhaul over Satellite
- One of World's Largest MNOs to Deploy Gilat's 4G Cellular Backhaul over Satellite Technology
- Gilat Signs Multi-Million Dollar Deal to Modernize and Expand Satellite Communications in Eurasia for Multiple Applications
- Tier-1 US Global Military Terminal Provider Places Order of Over \$5M with Gilat for Solid State Amplifiers
- Africa's Largest Satellite Cellular Backhaul Network Extends Coverage with Gilat's Technology to a Dozen Countries in Africa

Conference Call Details

Gilat's management will discuss its fourth quarter and full year 2021 results and business achievements and participate in a question and answer session:

Date: Tuesday, February 15, 2022
Start: 09:30 AM EST / 16:30 IST
Dial-in: US: 1-866-744-5399
International: (+972) 3-918-0610

A simultaneous webcast of the conference call will be available on the Gilat website at www.gilat.com and through this link: <https://veidan.activetrail.biz/gilatq4-2021>

The webcast will also be archived for a period of 30 days on the Company's website and through the link above.



Unaudited Results

The attached summary unaudited financial statements represent the most current information available to management. Audited results will be reported in our annual report on Form 20-F.

Non-GAAP Measures

The attached summary unaudited financial statements were prepared in accordance with U.S. Generally Accepted Accounting Principles (GAAP). To supplement the consolidated financial statements presented in accordance with GAAP, the Company presents Non-GAAP presentations of net income, operating income, Adjusted EBITDA and earnings per share. The adjustments to the Company's GAAP results are made with the intent of providing both management and investors a more complete understanding of the Company's underlying operational results, trends and performance. Non-GAAP financial measures mainly exclude the effect of stock based compensation, amortization of purchased intangibles, lease incentive amortization, litigation expenses, income related to trade secrets claims, restructuring and reorganization costs, merger, acquisition and related litigation expense (income), impairment of held for sale assets, and one-time changes of deferred tax assets.

Adjusted EBITDA is presented to compare the Company's performance to that of prior periods and evaluate the Company's financial and operating results on a consistent basis from period to period. The Company also believes this measure, when viewed in combination with the Company's financial results prepared in accordance with GAAP, provides useful information to investors to evaluate ongoing operating results and trends. Adjusted EBITDA, however, should not be considered as an alternative to operating income or net income for the period and may not be indicative of the historic operating results of the Company; nor is it meant to be predictive of potential future results. Adjusted EBITDA is not a measure of financial performance under GAAP and may not be comparable to other similarly titled measures for other companies. Reconciliation between the Company's Operating income and Adjusted EBITDA is presented in the attached summary financial statements.

Non-GAAP presentations of net income, operating income, Adjusted EBITDA and earnings per share should not be considered in isolation or as a substitute for any of the consolidated statements of operations prepared in accordance with GAAP, or as an indication of Gilat's operating performance or liquidity.

About Gilat

Gilat Satellite Networks Ltd. (NASDAQ: GILT, TASE: GILT) is a leading global provider of satellite-based broadband communications. With 30 years of experience, we design and manufacture cutting-edge ground segment equipment, and provide comprehensive solutions and end-to-end services, powered by our innovative technology. Delivering high value competitive solutions, our portfolio comprises of a cloud based VSAT network platform, high-speed modems, high performance on-the-move antennas and high efficiency, high power Solid-State Amplifiers (SSPA) and Block Upconverters (BUC).

Gilat's comprehensive solutions support multiple applications with a full portfolio of products to address key applications including broadband access, Cellular Backhaul, enterprise, in-flight connectivity, maritime, trains, defense and public safety, all while meeting the most stringent service level requirements. Gilat controlling shareholders are the **FIMI Private Equity Funds**. For more information, please visit: www.gilat.com

Certain statements made herein that are not historical are forward-looking within the meaning of the Private Securities Litigation Reform Act of 1995. The words "estimate", "project", "intend", "expect", "believe" and similar expressions are intended to identify forward-looking statements. These forward-



looking statements involve known and unknown risks and uncertainties. Many factors could cause the actual results, performance or achievements of Gilat to be materially different from any future results, performance or achievements that may be expressed or implied by such forward-looking statements, including, among others, risks associated with the outbreak and global spread of the coronavirus (COVID-19) pandemic; changes in general economic and business conditions, inability to maintain market acceptance to Gilat's products, inability to timely develop and introduce new technologies, products and applications, rapid changes in the market for Gilat's products, loss of market share and pressure on prices resulting from competition, introduction of competing products by other companies, inability to manage growth and expansion, loss of key OEM partners, inability to attract and retain qualified personnel, inability to protect the Company's proprietary technology and risks associated with Gilat's international operations and its location in Israel. For additional information regarding these and other risks and uncertainties associated with Gilat's business, reference is made to Gilat's reports filed from time to time with the Securities and Exchange Commission. We undertake no obligation to update or revise any forward-looking statements for any reason.

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