# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 8-K
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CURRENT REPORT
Pursuant to Section 13 or 15(d) of
the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): August 11, 2014

#### 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.)

1250 North Arlington Heights Rd. Itasca, IL (Address of principal executive offices)

60143 (Zip Code)

Registrant's telephone number, including area code: 630-647-1400

 $\begin{tabular}{ll} Not Applicable \\ (Former name or former address, if changed since last report) \end{tabular}$ 

Checl	k 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))

#### REGULATION FD DISCLOSURE. Item 7.01

Representatives of Gogo Inc. (the "Company") will use the attached presentation in various meetings with investors from time to time. A copy of the investor presentation is attached hereto as Exhibit 99.1.

#### Item 9.01 FINANCIAL STATEMENTS AND EXHIBITS.

(d) Exhibits

Exhibit No. Description

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: August 11, 2014

# **EXHIBIT INDEX TO CURRENT REPORT ON FORM 8-K** Dated August 11, 2014

99.1 Investor Slides



#### **DISCLAIMER**

#### Safe Harbor Statement

Thispresentatiocontains forward-looking attements that are based on managements alta endos sumption and on information urrently available of management to strong a continuous of the date of this presentation, 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 undertheheadingRiskFactorsintheCompany'AnnuaReporbnForm10-KfiledwiththeSEConMarch14,2014and"SpeciaNoteRegardingorward-Looking Statementsin the Company's Quarterly Report on Form 10-Q filed with the SEC on August 11, 2014.

#### Note to Certain Operating and Financial Data

In addition to disclosing in an ciale sults that are determine that accordance with U.S. generally accepted accounting rinciple ("GAAP") Gogal so disclose in this presentation retain on -GAAP and are not intended to be, and should not be, considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP. In addition, this presentation contains various customer metrics and operating data, including numbers of aircraft or units online, 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 there are inherent challenges and limitations involved in compiling data across various geographies and from various sources.



#### **GOGO'S MISSION**

# Advance aviation by connecting every aircraft with the most trusted communications services on and above our planet





#### WHY INVEST IN GOGO

# Gogo is a leading *aero communications service* or the der global aviation dustry.

- Ourscalepositios upportsuperiounite conomics perational kcellence, and industry-leading R&D investments.
- Gogos a pureplay. Wearetheonlytelecomompant hat focuse solely on the unique requirements of connecting aircraft.
- Ourgrowt/opportunity/large, well-defineathdearly stage.





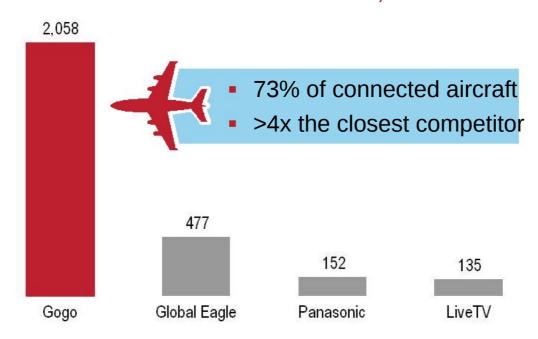
## **INDUSTRY LEADING SCALE**

Market Positi <del>0</del> n	Market Shafe Gogo Instal		Total Awarded Aircraft
	10 .00		
#1	73%	2,058	2,300+
#2	3%	19	332
#1	95%	2,415	2,415
#1	63%	5,224	5,224
	#1 #2 #1	#1 73% #2 3% #1 95%	#1 73% 2,058 #2 3% 19 #1 95% 2,415



# LARGEST MARKET SHARE IN CA NORTH AMERICA

#### AircrafOnlinesofJune30,2014)





) Based on management estimates, trade publications and other public sources as of 6/30/201

# THE INTERNATIONAL MARKET IS LARGE & UNTAPPED ... AND GROWING AT 2X THE RATE OF THE NORTH AMERICAN MARKET

No	rth America		Rest of World	
15	%		81%	
Total Aircraft	~4,000		~13,000	
Uncommitted	15%		81%	
Committed to ÎFC	85%		19%	



Based on Boeing Current Market Outlook 2013

Based on management estimates as of 6/30/2014

#### **VALUABLE LONG-TERM PARTNERSHIPS**

#### **COMMERCIAL AVIATION**

#### **BUSINESS AVIATION**











## OUR VERSATILE, PROPRIETARY PLATFORM ENGAGES EVERY PASSENGER, AIRCRAFT OWNER & OPERATOR





## LARGE MARKET OF GLOBAL AIRCRAFT TO CONNE

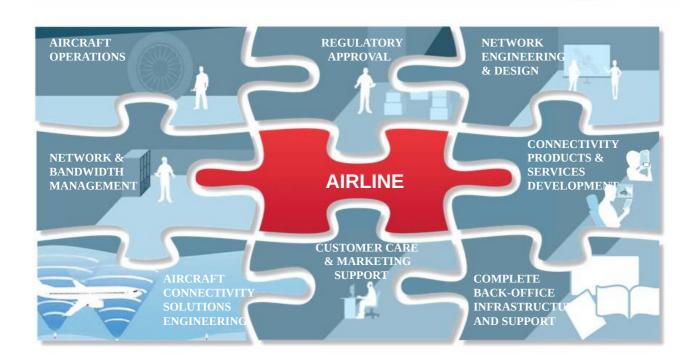




1) Includes 36,000 aircraft for CA in 2033 and 37,000 aircraft for BA in 2023.
Sources: Boein Current Market Outlook/2023 excludes: cargo aircraft jetNet (i Report Q1 2014; General Aviation Manufacturers Association 2012 Statistical Databook; excludes rest of world turbo prop



#### SPECIALIZED END-TO-END SERVICE PROVIDER





## SUPERIOR TECHNOLOGY AND ROADMAP

Technology	Region	Peak Speed	Key Attributes	gogo	Panasonic	Global Eagle	onoir	ViaSat	THALES
Iridium	Global	2.4 Kbps	- Primarily telecom services - Low data speeds - Satellite	rice					
SwiftBroadbar	nd Global	432 Kbps	- Low data speeds - Satellite	1	<b>✓</b>		$\checkmark$		
Air-to-Ground (EvDo Rev A)	l Regional	3.1 Mbps	- Overnight install - Suits all aircraft types	1					
Air-to-Ground (EvDo Rev B)	4 Regional	9.8 Mbps	-Triples the peak speed - More reliable than AT - Overnight install						
Ku Band	Global	50 Mbps	<ul><li>Global coverage</li><li>Multiple suppliers</li><li>Available today</li></ul>	✓	1	✓			
Ka Band	Global	50 Mbps	- High data speeds - Spot beam - Next Generation	Expected 2015 Launch			Expected 2015 Launch	(Regional)	(Regional)
Ground-to-Ork (Hybrid)	Dit <sub>Regional</sub>	70 Mbps+	- More spectrally efficie - Lower profile - More robust & reliable	2015					
2Ku	Global	70 Mbps+	- More spectrally efficie - Lower profile - More robust & reliable	2015					
C 34				-					



# RECENT DEVELOPMENTS – EXTENDING OUR TECHNOLOGY LEAD

- Revolutionary 2Ku and GTO connectivity systems announced
- ✓ Strong results from ATG-4 upgrade program
- 🗹 Global Ku satellite network established, Ku aircraft flying
- 7 Ku STC's obtained, more underway
- ✓ Boeing line-fit program underway
- Launched Delta Studio with Delta Air Lines
- ✓ Certified Gogo Vision standalone system
- ✓ Developed ACPU2ext generation airborne server
- Launched next generation Iridium satellite communication solution by BA
- Announced Future Air Navigation System (FANS) over Iridium solutions and SwiftBroadband airtime service plans



## **DELIVER EXCELLENT RELIABILITY**

60+ million sessions

8,000+ flights per day

98% +
ATG End-to-End
System Availability







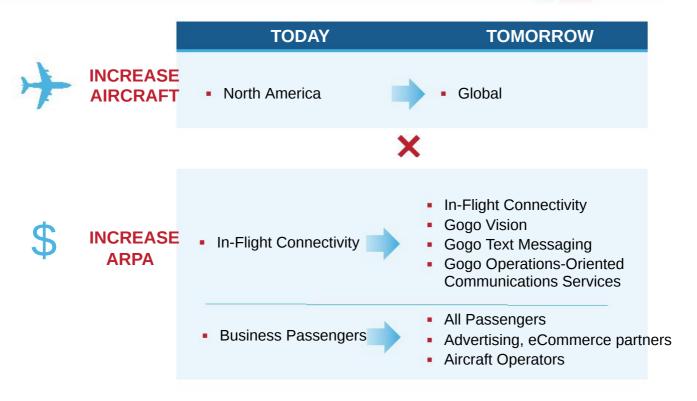


## FLEXIBLE BUSINESS MODEL

	TURNKEY MODEL	AIRLINE DIRECTED MODEL
Passenger Interaction	Gogo	Airline
Pricing	Per session to the passenger	Per megabyte to the airline
Revenue Share	% of revenue, paid b Gogo to airline	y No revenue share between parties
Back-end Services	Included	Charged per service to airline



### FORMULA FOR REVENUE GROWTH: REVENUE = AIRCRAFT X ARPA



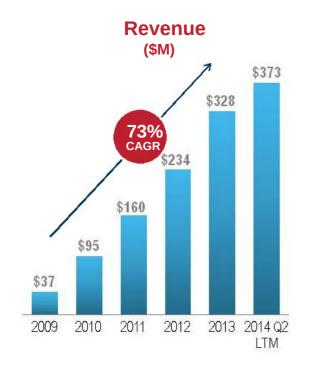


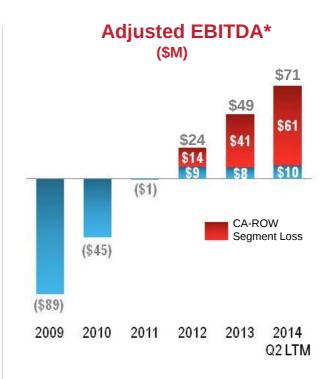


**FINANCIALS** 



#### **GROWING REVENUE DRIVES PROFITABILITY**



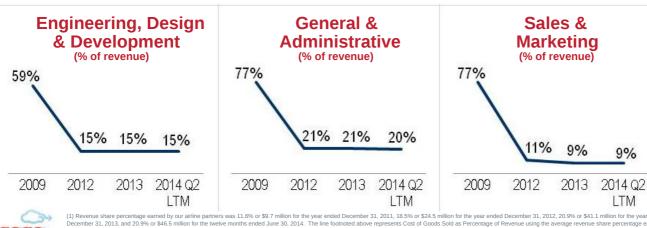




\* Please see reconciliation of Adjusted EBITDA in appendix. Note: Minor differences exist due to rounding.

#### PROVEN OPERATING LEVERAGE

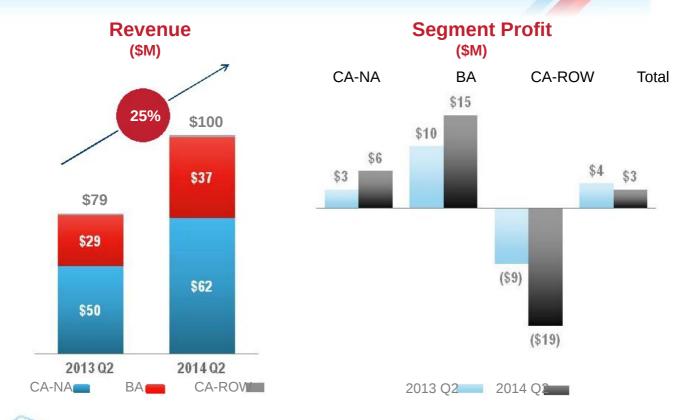






(1) Revenue share percentage earned by our airline partners was 11.6% or \$9.7 million for the year ended December 31, 2011, 18.5% or \$24.5 million for the year ended December 31, 2012, 20.9% or \$41.1 million for the year ended December 31, 2013, and 20.9% or \$46.5 million for the twelve months ended June 30, 2014. The line footnoted above represents Cost of Goods Sold as Percentage of Revenue using the average revenue share percentage earned by our airline partners during the year ended December 31) 2014. The line footnoted above represents Cost of Goods Sold as Percentage of Revenue using the average revenue share percentage earned by our airline partners during the year ended December 31) 2014. The line footnoted above represents Cost of Goods Sold as Percentages of Revenue using the average revenue share percentage earned by our airline partners was 11.6% or \$9.0 million for the year ended December 31, 2012, 20.9% or \$4.1.1 million for the year ended December 31, 2012, 20.9% or \$4.1.1 million for the year ended December 31, 2012, 20.9% or \$4.1.1 million for the year ended December 31, 2012, 20.9% or \$4.1.1 million for the year ended December 31, 2012, 20.9% or \$4.1.1 million for the year ended December 31, 2012, 20.9% or \$4.1.1 million for the year ended December 31, 2012, 20.9% or \$4.1.1 million for the year ended December 31, 2012, 20.9% or \$4.1.1 million for the year ended December 31, 2012, 20.9% or \$4.1.1 million for the year ended December 31, 2012, 20.9% or \$4.1.1 million for the year ended December 31, 2012, 20.9% or \$4.1.1 million for the year ended December 31, 2012, 20.9% or \$4.1.1 million for the year ended December 31, 2012, 20.9% or \$4.1.1 million for the year ended December 31, 2012, 20.9% or \$4.1.1 million for the year ended December 31, 2012, 20.9% or \$4.1.1 million for the year ended December 31, 2012, 20.9% or \$4.1.1 million for the year ended December 31, 2012, 20.9% or \$4.1.1 million for the year ended December 31, 2012, 20.9% or \$4.1.1 million for the year ended December 31, 2012, 20.9%

# Q2 FINANCIAL RESULTS DEMONSTRATE SCALEABILITY





Note: Minor differences exist due to rounding

#### **OUR SEGMENTS ARE IN DIFFERENT PHASES**

#### BA:

- Strong revenue growth
- Strong segment profitability and FCF

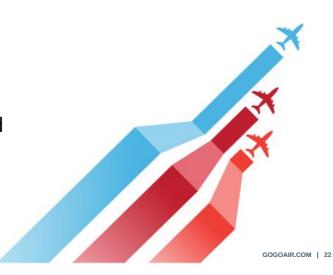
#### CA-NA:

- Strong revenue growth
- Segment profitability

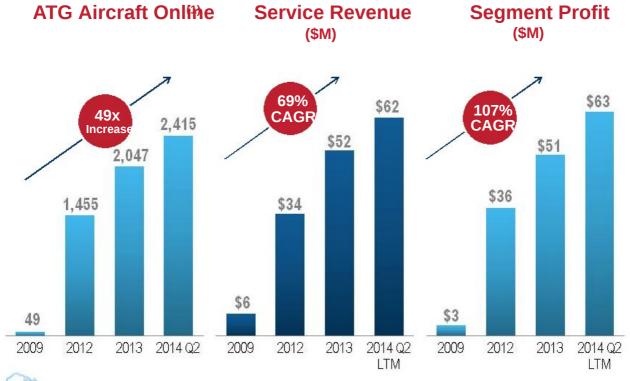
#### **CA-ROW:**

- Start-up phase
- Focusing on signing airlines and investing for growth





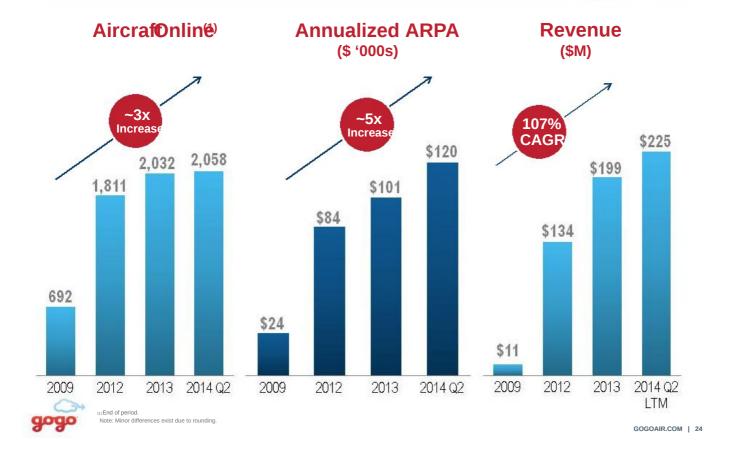
# BA HIGH-MARGIN SERVICE REVENUE DRIVES SEGMENT PROFITABILITY AND CASH FLOW



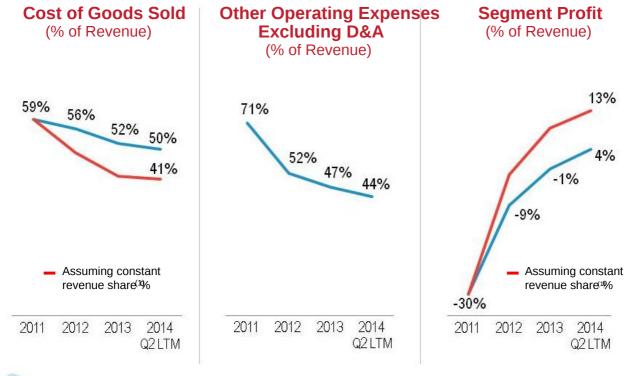
gogo

(1) End of period. Note: Minor differences exist due to rounding.

# CA NORTH AMERICA INCREASE IN AIRCRAFT ONLINE AND REVENUE PER AIRCRAFT DRIVE REVENUE GROWTH



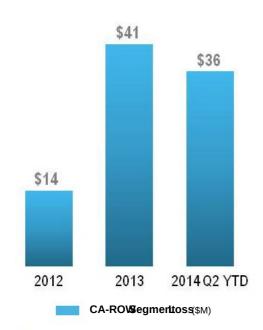
# CA NORTH AMERICA SEGMENT DEMONSTRATES SIGNIFICANT OPERATING LEVERAGE





(1) Revenue share percentage earned by our airline partners was 11.6% or \$9.7 million for the year ended December 31, 2011, 18.5% or \$24.5 million for the year ended December 31, 2012, 20.9% or \$41.1 million for the year ended December 31, 2013, and 20.9% or \$46.5 million for the twelve months ended June 30, 2014. The line footnoted above represents Cost of Goods Sold as Percentage of Revenue using the average revenue share percentage earned by our airline partners during the year ended December 331/2014. The line footnoted above represents Cost of Goods Sold as Percentage of Revenue using the average revenue share percentage earned by our airline partners during the year ended December 331/2014. The line footnoted above represents Cost of Goods Sold as Percentage of Revenue using the average revenue share percentage earned by our airline partners during the year ended December 311/2014. The line footnoted above represents Cost of Goods Sold as Percentage of Revenue using the average revenue share percentage earned by our airline partners during the year ended December 311/2014. The line footnoted above represents Cost of Goods Sold as Percentage of Revenue using the average revenue share percentage earned by our airline partners during the year ended December 311/2014. The line footnoted above represents Cost of Goods Sold as Percentage of Revenue using the average revenue share percentage earned by our airline partners during the year ended December 311/2014. The line footnoted above represents Cost of Goods Sold as Percentage of Revenue using the average revenue share percentage earned by our airline partners are shared to the cost of the Cost of Sold as Percentage of Revenue using the average revenue shared percentage earned by our airline partners are shared to the cost of the Cost of Sold as Percentage of Revenue using the shared to the cost of Sold as Percentage of Revenue using the shared to the cost of Sold as Percentage of Revenue using the shared to the cost of Sold as Percentage of Revenue using the

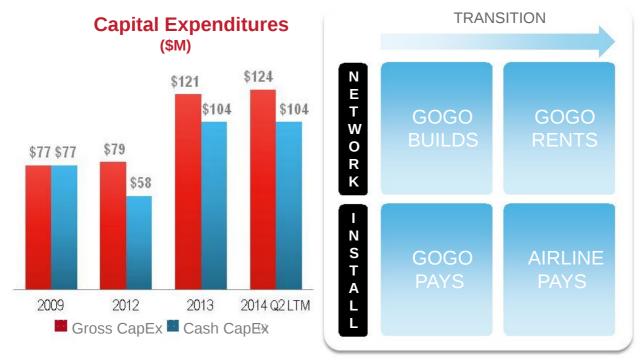
# CA REST OF WORLD INVESTMENT POSITIONS FOR FUTURE GROWTH



- 2012 Announced international expansion
- 2013 Established global Ku network, began development of industry leading technology solutions
- 2014 announced industry leading 2Ku, first Ku equipped aircraft flying, multiple STCs received
  - In-flight connectivity service launched on Delta & Japan Airlines
  - 19 connected aircraft in service at end of Q2 '14



## **EVOLVING CAPEX MODEL**

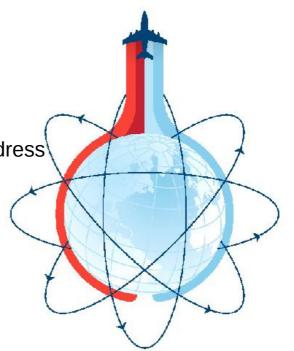


(1) Cash CAPEX represents capital expenditures net of airborne equipment proceeds received from the airlines



# GOGO FIVE POINT STRATEGY TO INCREASE SHAREHOLDER VALUE

- 1 Gain global share
- 2 Grow ARPA in CA-NA
- 3 Evolve technology roadmap to address market needs
- 4 Accelerate BA growth
- 5 Deliver consistent execution









# **RECONCILIATION OF ADJUSTED EBITDA (\$MM)**

	2009	2010	2011	2012	2013	2014 Q1	2014 Q2
Net Income	(142)	(140)	(18)	(96)	(146)	(17)	(19)
Interest Income	(0)	(0)	(0)	(0)	(0)	(0)	(0)
Interest Expense	30	-	1	9	29	7	7
Income Tax Provision	-	3	1	1	1	0	0
Depreciation & Amortization	22	31	33	37	56	16	15
EBITDA	(91)	(106)	16	(49)	(60)	6	4
Fair Value Derivative Adjustments	-	33	(59)	(10)	36	-	-
ClassA and Class B Senior Convertible Preferred Stock Return	-	18	31	52	29	-	-
Accretion of Preferred Stock	-	9	10	10	5	-	-
Stock-based Compensation Expense	nse <u>1</u>	2	2	4	6	2	2
Loss on Extinguishment of Debt	2	_	_	_	_	-	-
Write Off of Deferred Equity Finan Costs	cing_	_	-	5	-	-	-
Amortization of Deferred Airborne Lease Incentives	-	(1)	(1)	(4)	(8)	(3)	(3)
Adjusted EBITDA	(89)	(45)	(1)	9	8	5	3



Note: Minor differences exist due to rounding

## **RECONCILIATION OF CASH CAPEX (\$MM)**

	2009	2010	2011	2012	2013	2014 Q1	2014 Q2
Purchases of Property and Equipment	y (69)	(33)	(33)	(67)	(105)	(32)	(28)
Acquisition of Intangil Assets (Capitalized Software)	ole (8)	(7)	(10)	(12)	(16)	(4)	(5)
Gross CapEx	(77)	(40)	(43)	(79)	(121)	(36)	(33)
Change in Deferred Airborne Lease Incentives	-	9	11	18	9	5	3
Amortization of Defer Airborne Lease Incentives	red –	1	1	4	8	3	3
Cash CapEx	(77)	(30)	(31)	(58)	(104)	(29)	(27)



Note: Minor differences exist due to rounding