

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): November 17, 2017

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

Not Applicable
(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))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 7.01 REGULATION FD DISCLOSURE.

On November 17, 2017, representatives of Gogo Inc. (the "Company") will host its annual Investor and Analyst Day at 8:30 a.m. Eastern Time. Please visit the Company's investor relations website at <http://ir.gogogair.com> for webcast access information regarding this event.

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

Item 9.01 FINANCIAL STATEMENTS AND 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/ Barry Rowan
Barry Rowan
Executive Vice President and
Chief Financial Officer

Date: November 17, 2017

Gogo Investor & Analyst Day

November 17, 2017



Safe harbor statement

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 negatives 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 disclosures contained under the headings "Risk Factors" and "Cautionary Note Regarding Forward-Looking Statements" in the Company's Annual Report on Form 10-K and Quarterly Reports on Form 10-Q.

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, Adjusted EBITDA margin and Cash CapEx. These financial measures are not recognized measures under GAAP, and when analyzing our performance or liquidity, as applicable, investors should (i) use Adjusted EBITDA and Adjusted EBITDA margin 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. See the Appendix for a reconciliation of each of Adjusted EBITDA and Cash CapEx to the comparable GAAP measure. No reconciliation of the forecasted range for Adjusted EBITDA for fiscal 2017 is included in this release because we are unable to quantify certain amounts that would be required to be included in the respective corresponding GAAP measure without unreasonable efforts and we believe such reconciliations would imply a degree of precision that would be confusing or misleading to investors. In particular, we are not able to provide a reconciliation for the forecasted range of Adjusted EBITDA for 2017 due to variability in the timing of aircraft installations and de-installations impacting depreciation expense and amortization of deferred airborne leasing proceeds.

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 source and there are inherent challenges and limitations involved in compiling data across various geographies and from various sources.

Gogo is the Inflight Internet Company



Anand Chari, EVP & CTO

Building the Inflight Internet

- Most aviation bandwidth, at the lowest cost, to the most geographies



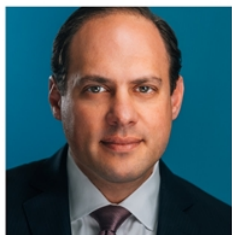
John Wade, EVP & COO

Scaling Our Operations Globally

- Meeting the needs of airline partners

Extending Business Aviation's Market Leadership

- Profitable and growing rapidly



Jon Cobin, EVP & CCO

Enabling the Connected Airline

- Winning aircraft and growing ARPA by providing more customer value



Barry Rowan, EVP & CFO

Charting the Path to Profitability

- BA represents significant value
- Attractive and improving unit economics
- Levers in place to drive FCF

Gogo and the Future of Inflight Internet

Michael Small, CEO



Inflight is the new frontier for the internet

Route 156



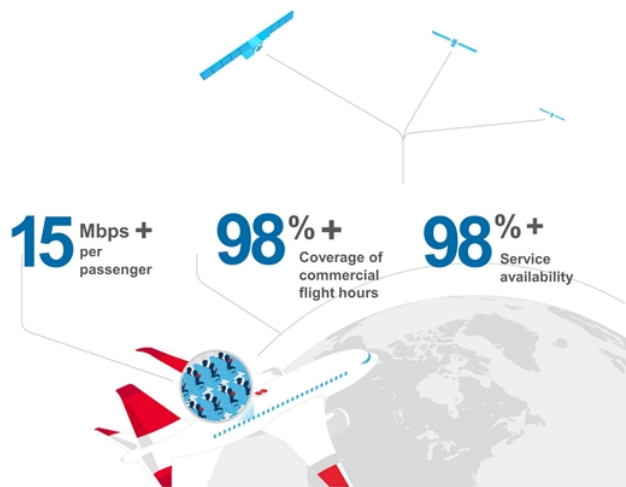
Flight 156



With ~30,000 more CA & BA aircraft to install

Performance everywhere

A ground-like experience



Everywhere aircraft fly



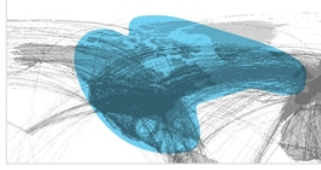
2Ku offers superior performance everywhere

Competitive Networks

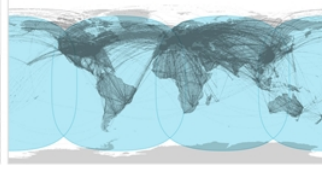
Gogo



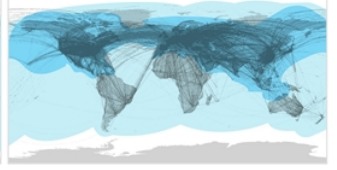
Regional Ka



Global Ka



Global Ku

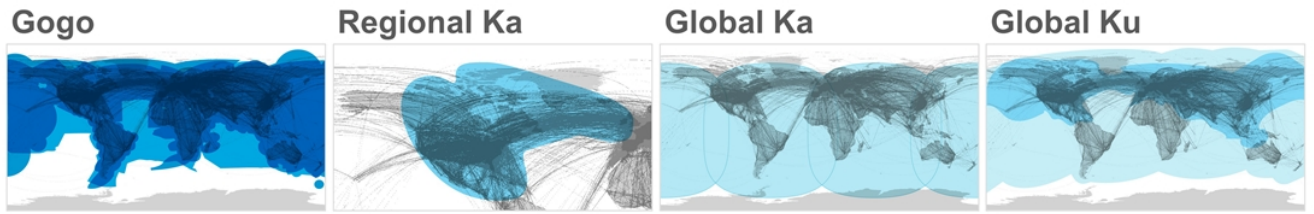


¹ As of Q3 2017, where Hub City represents capacity Gogo has access to
Competitive network information based on Gogo management estimates and public filings of competitors

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2Ku offers superior performance everywhere

Competitive Networks

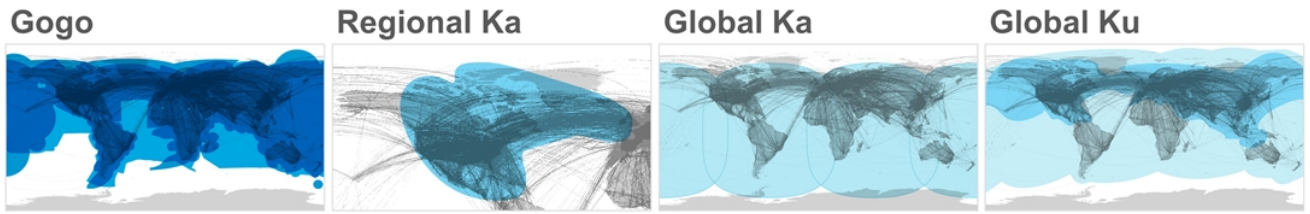


Architecture	Open	Closed	Closed	Open
Satellites⁽¹⁾	20+	3	4	20+

¹ As of Q3 2017, where Hub City represents capacity Gogo has access to. Competitive network information based on Gogo management estimates and public filings of competitors

2Ku offers superior performance everywhere

Competitive Networks

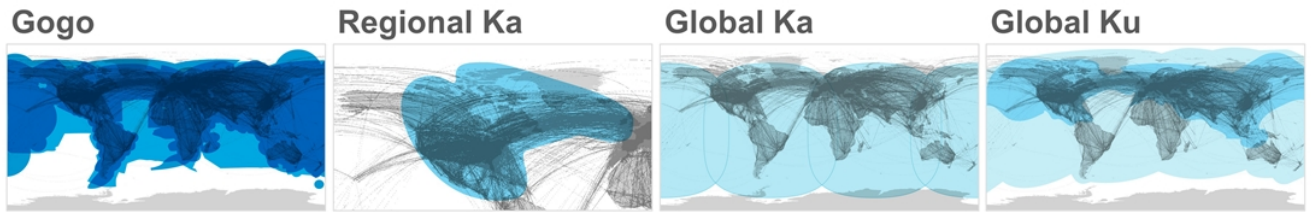


	Gogo	Regional Ka	Global Ka	Global Ku
Architecture	Open	Closed	Closed	Open
Satellites	20+	3	4	20+
Hub City Capacity⁽¹⁾	10-20 Gbps	1-10 Gbps	0.05-0.1 Gbps	5-10 Gbps

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2Ku offers superior performance everywhere

Competitive Networks

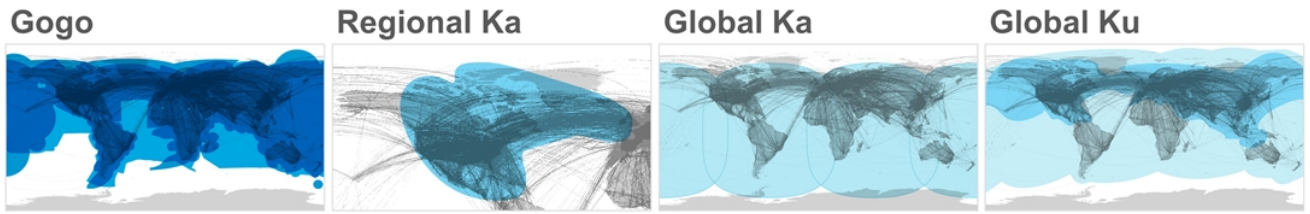


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Antenna	2Ku	Gimballed	Gimballed	Gimballed

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2Ku offers superior performance everywhere

Competitive Networks



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Antenna	2Ku	Gimballed	Gimballed	Gimballed
Redundancy	Yes	No	No	Yes

¹ As of Q3 2017, where Hub City represents capacity Gogo has access to
Competitive network information based on Gogo management estimates and public filings of competitors

Gogo's evolution

Where we were

- Slow and expensive
- Constrained take rate
- B2C
- Core investments

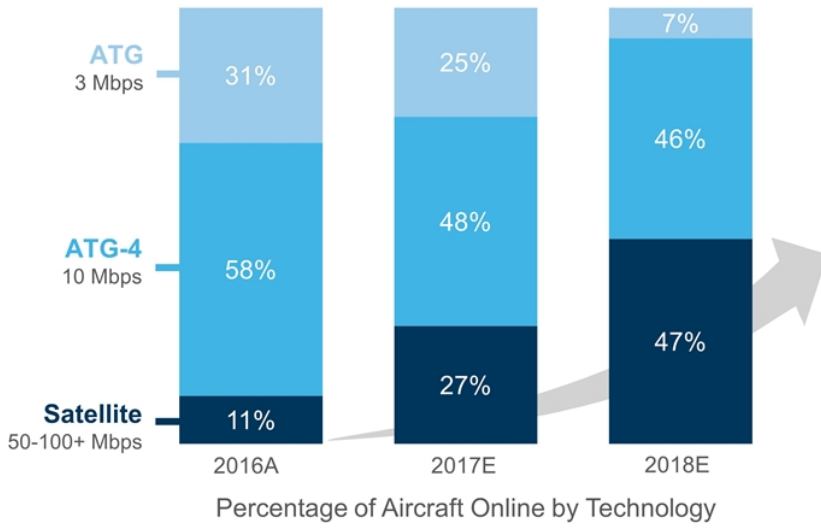


Where we are going

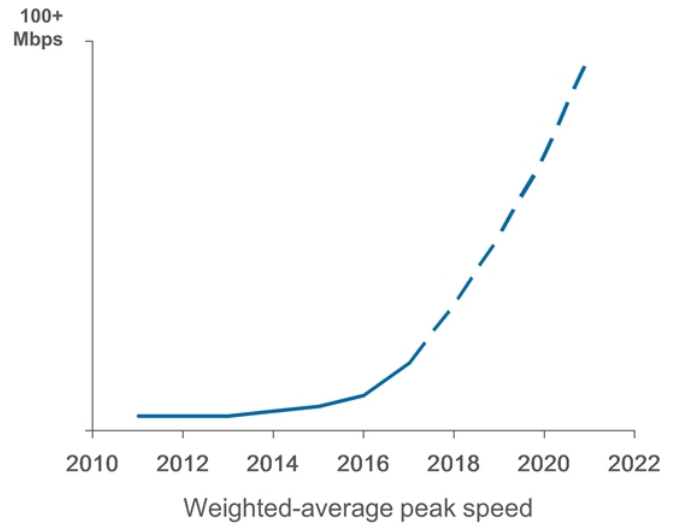
- Most bandwidth
- For everyone
- B2B
- Success-based investments

From Slo-Go to Gogo, happening fast

Nearly 50% of CA aircraft will be 50-100 Mbps by end of 2018

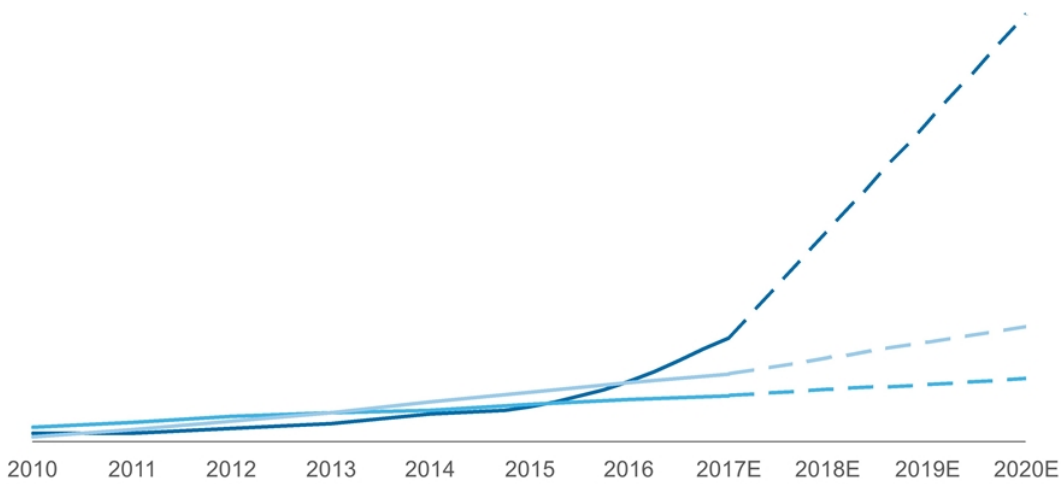


Significant increase in speed



Multiple drivers of substantial bandwidth growth

— Monthly Usage (TBs)
— CA Aircraft Online
— BA Aircraft Online



Drivers in 2018

- 2Ku
- High Throughput Satellites
- Modem
- ATG-NG
- Aircraft

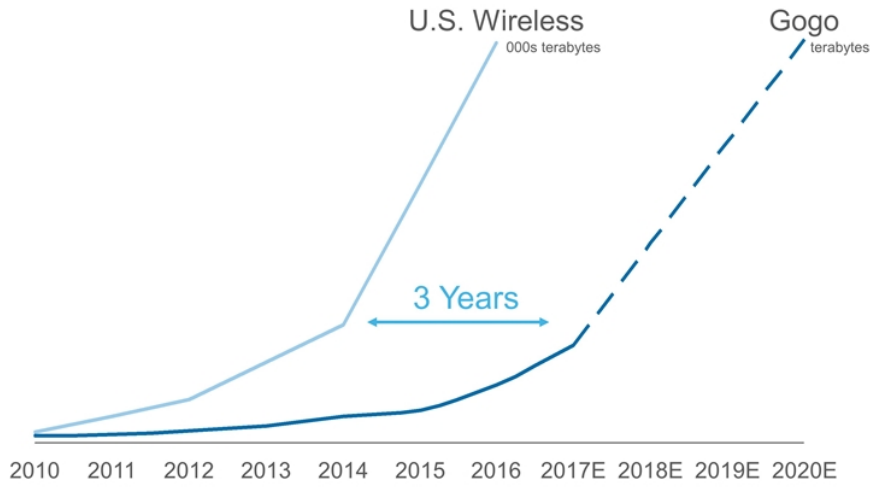
Moving quickly from terabytes to petabytes

SOURCE: historical and as of 9/30/17 LTM

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Bandwidth fuels growth

Total Bandwidth Curve



Customer Engagement

- U.S. Wireless Industry: >100%
- Gogo: 7%

SOURCE: Cellular Telecommunications Industry Association (CTIA)

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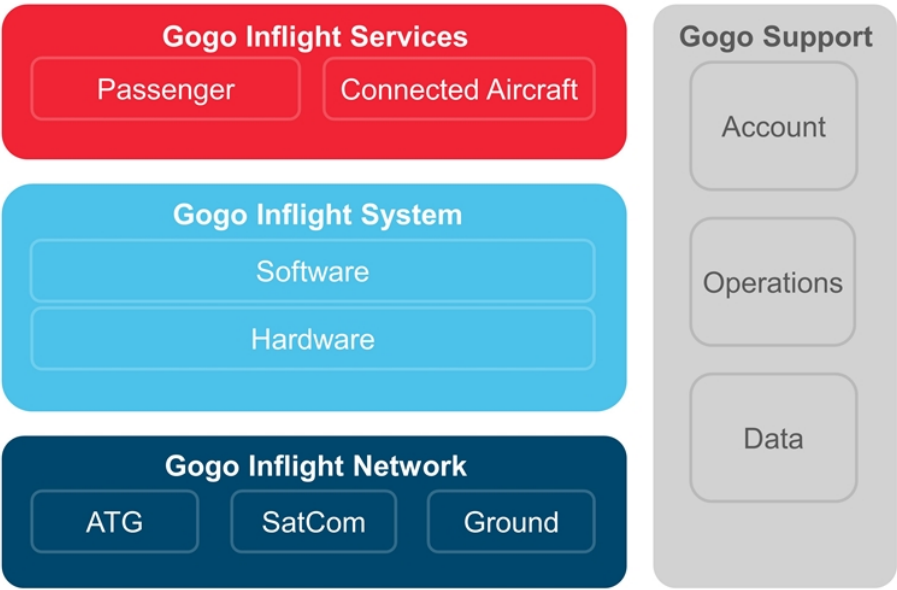
Growth = Aircraft x ARPA

Aircraft Type	Q3 2017	
	Aircraft Online	Annualized ARPA
Business Jets	4,567	\$34K
Regional Jets	1,068	\$64K
Mainline – NA	1,749	\$174K
ROW	352	\$226K

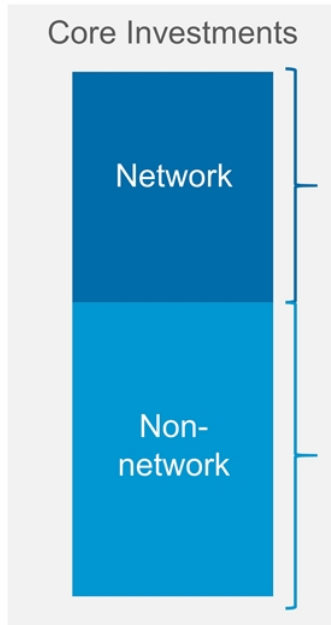
¹ BA excludes Satellite aircraft

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Gogo's comprehensive Portfolio is why we win



Focus and scale driving superior cost structure



The lowest cost per MB served

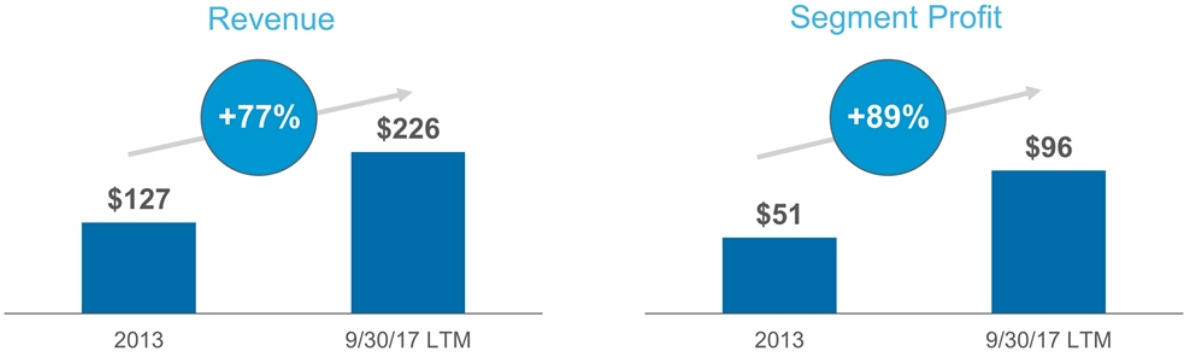
- Multi-provider satellite strategy
- Higher utilization
- Higher efficiency
- Unique ATG network in NA

And lowest cost per aircraft served

- Most planes
- Most planes per airline
- Established and optimized global supply chain

BA capitalizes on core investments

■ \$M
● % Absolute change



Common Core Investments
ATG, ATG-4, ATG-NG | Global Ku, 2Ku

All aircraft are valuable...

Aircraft Type	Network	Q3 2017 Annualized ARPA	Cost To Acquire	NPV
Business Jets	ATG	\$34K	Profit	\$
Regional Jets	ATG	\$64K	Breakeven	\$\$
Mainline - NA	ATG/Satellite	\$174K	Co-Investment	\$\$\$
ROW	Satellite	\$226K	Co-Investment	\$\$\$

...with room to grow

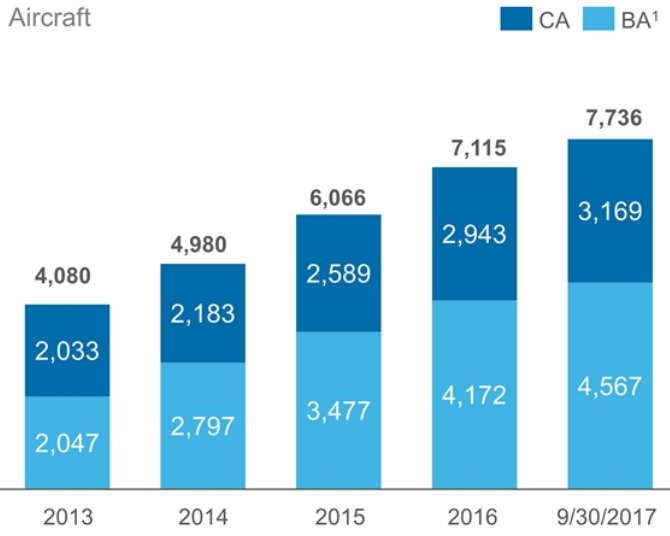
Aircraft Type	Gogo Aircraft Online	NPV	Gogo Awarded But Not Yet Installed	10 year Aircraft Opportunity
Business Jets	4,567	\$	N/A	>20,000
Regional Jets - NA	1,068	\$\$	18	>500
Mainline - NA	1,749	\$\$\$	100	>2,000
ROW	352	\$\$\$	780	>15,000

SOURCE: Aircraft Online as of 9/30/2017 and Awarded But Not Yet Installed as of 10/24/2017. Uncommitted Aircraft based on management estimates and Boeing CMO

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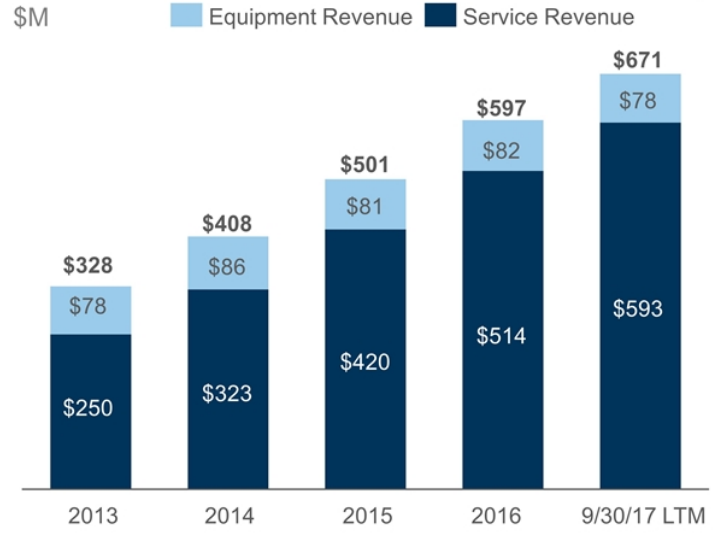
Strong and consistent growth

Aircraft Online (AOL)



¹ BA excludes Satellite aircraft

Revenue



Driving shareholder value

Leadership position in attractive, under-penetrated market

Comprehensive Portfolio of networks, systems, services & support

Established networks

Compelling unit economics

Clear path to positive free cash flow

Building the Inflight Internet

Anand Chari, EVP & CTO



Technology strategy

Customer-centric

- Aviation-specific
- Future-proof
- Modular architecture

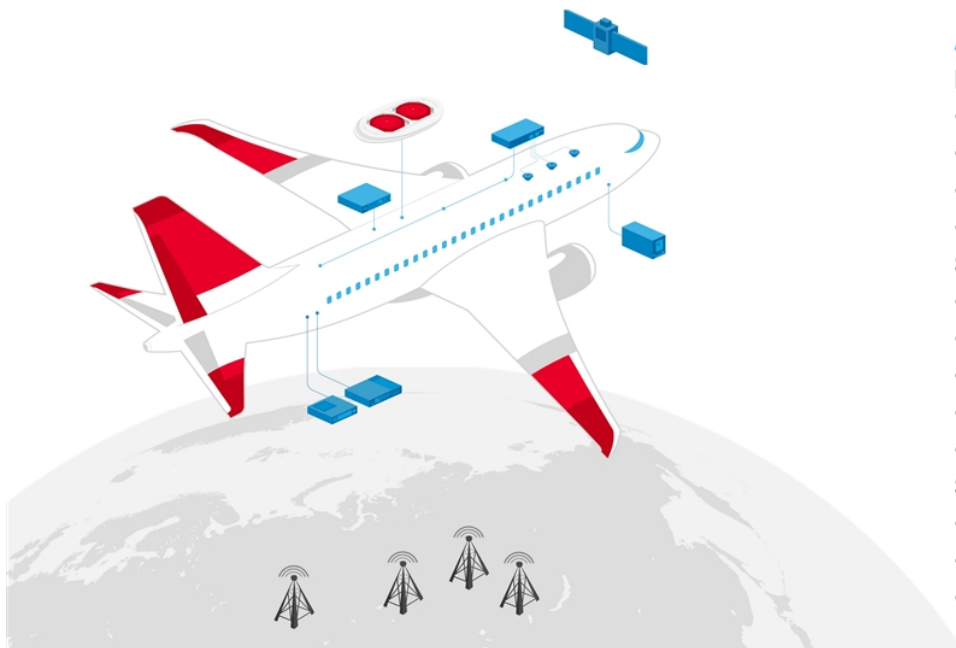


Technology agnostic

- Multi-technology
- Multi-band
- Open architecture

Best performance at lowest cost

Innovation in all aspects of the managed network



All components work together:

Network

- Coverage
- Capacity
- Redundancy
- Certainty of supply

System

- Aircraft-specific design
- Modular
- Reliable
- Capabilities work across networks
- Mobility management

Services

- IFE and IFC
- TV and IPTV
- Multi-payer, multi-tier products

Networks and systems address all aircraft

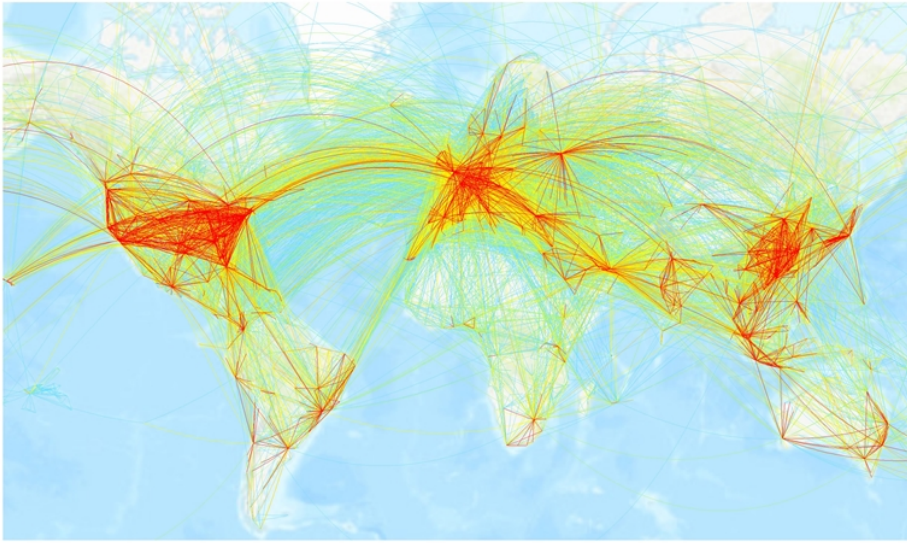
SMALL ← → LARGE



Source: Management Estimates and Analysis, Boeing CMO

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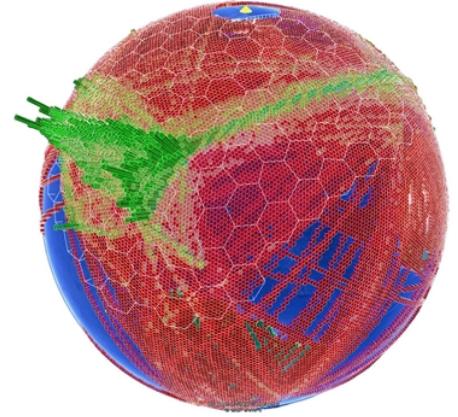
Aviation network design challenge



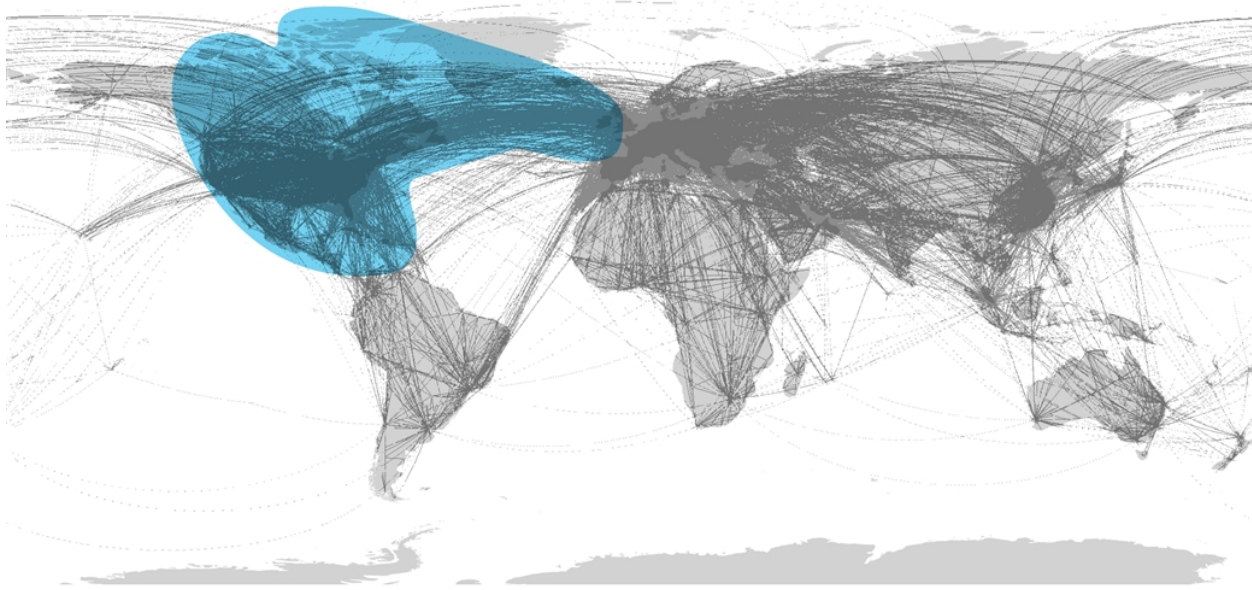
Source: ICAO 2015

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- Global coverage, concentrated traffic
- 80% of traffic in <20% of geography



Existing Regional Ka offers inadequate coverage and inefficient capacity



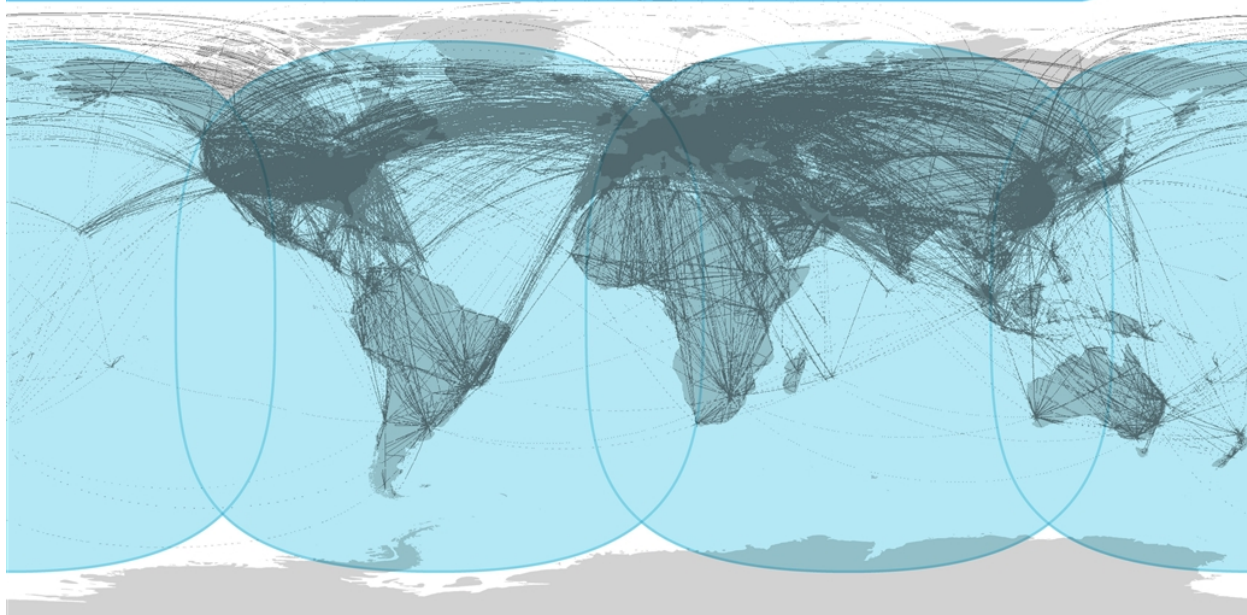
- 80% of the flight minutes in <20% of the geography
- The larger the geography covered, more capacity is wasted
- Capacity applicable to aero is small fraction of satellite capacity

Source: based on public information and management estimates and analysis

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Global Ka solutions spread capacity too thin relative to where aircraft fly

GLOBAL KA
Capacity
LOW HIGH



- Spreading capacity around the entire globe to meet coverage makes the problem worse

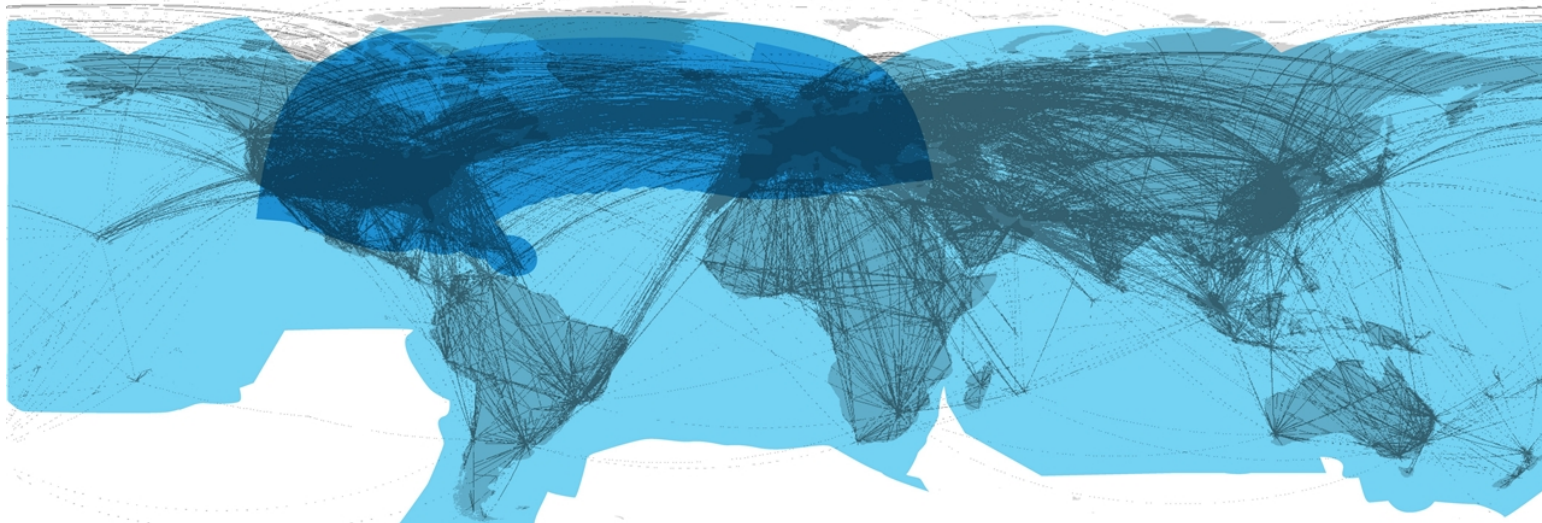
Source: based on public information and management estimates and analysis

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Ku's open ecosystem allows Gogo to match supply to demand



Matching supply to demand



Global coverage

Multiple satellites offering redundancy everywhere

Matching supply to demand

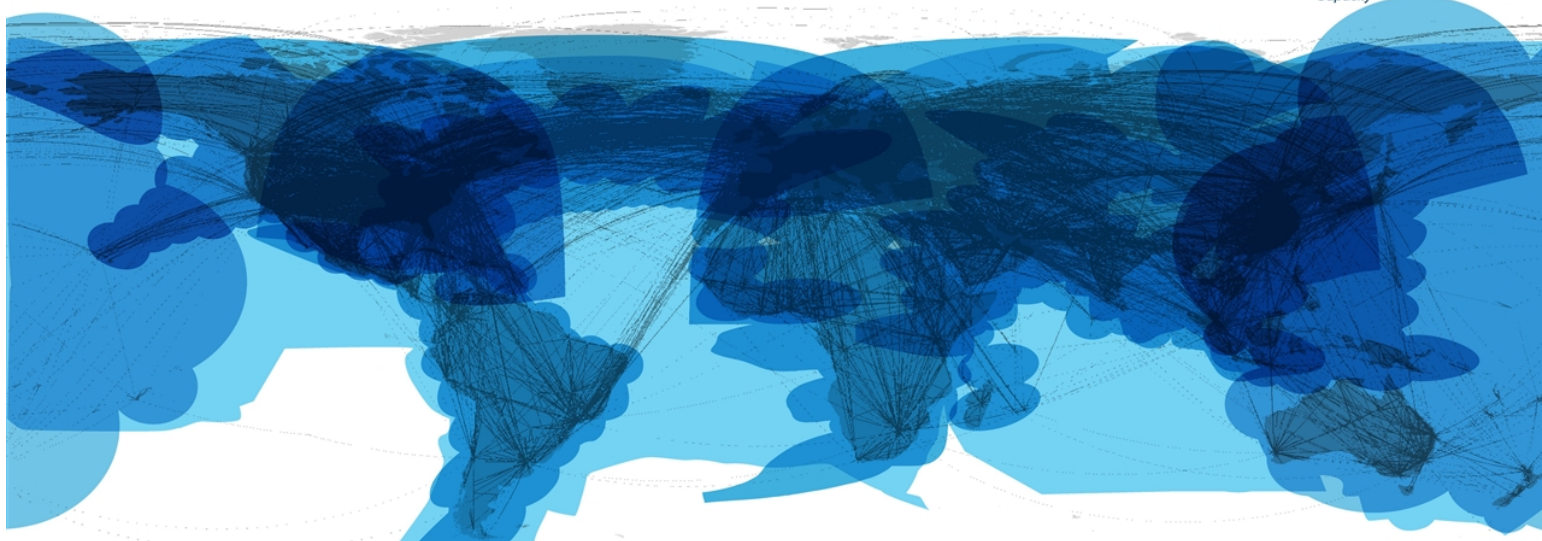


Global coverage

Multiple satellites offering redundancy everywhere

Ability to layer in additional capacity as needed

Matching supply to demand



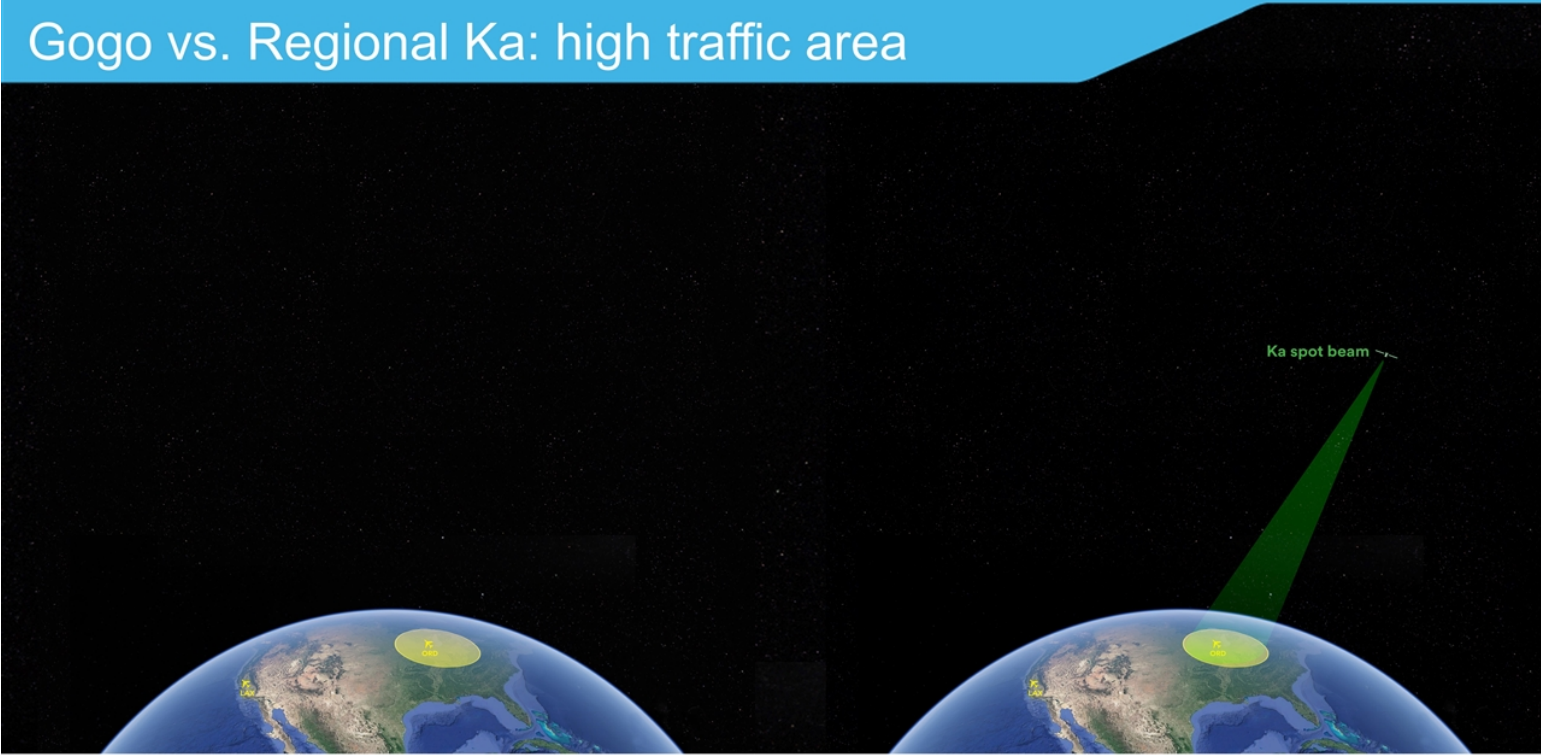
Global coverage

Multiple satellites offering redundancy everywhere

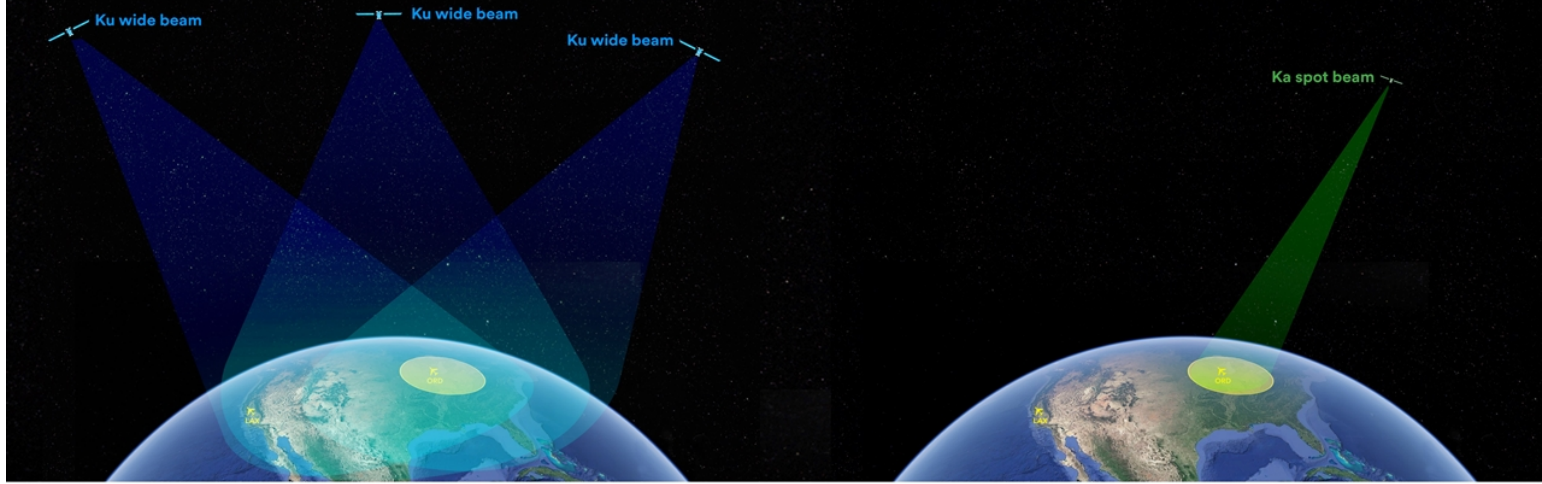
Ability to layer in additional capacity as needed

Many HTS satellites launched, more to be launched when and where needed

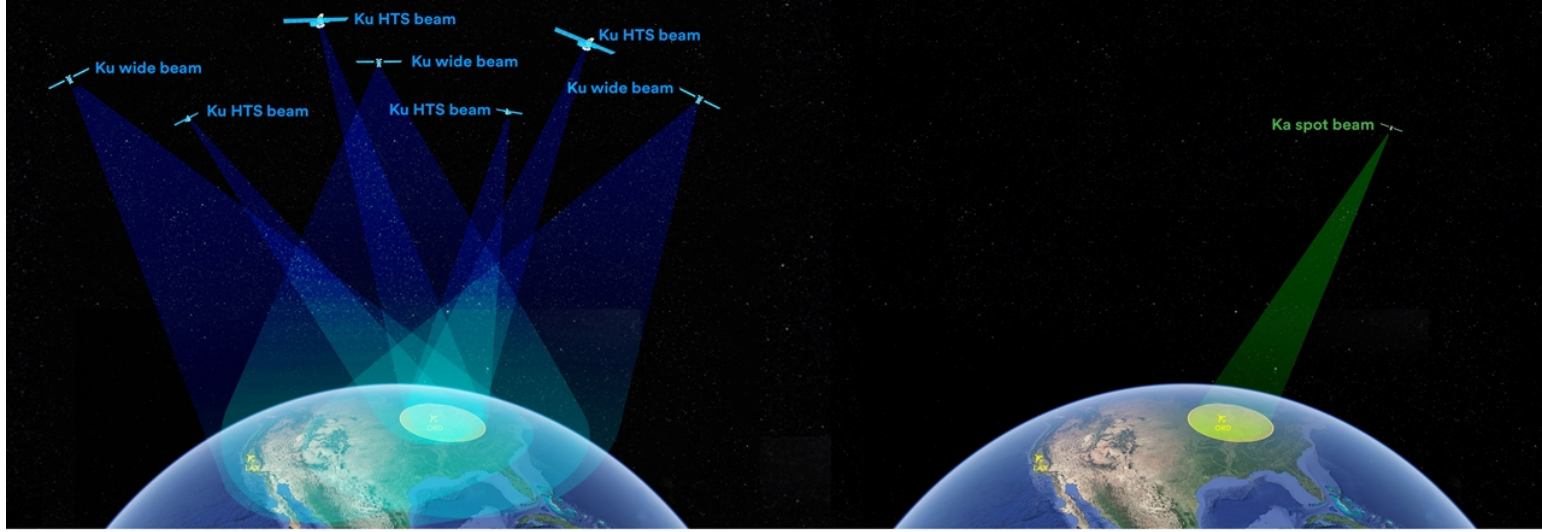
Gogo vs. Regional Ka: high traffic area



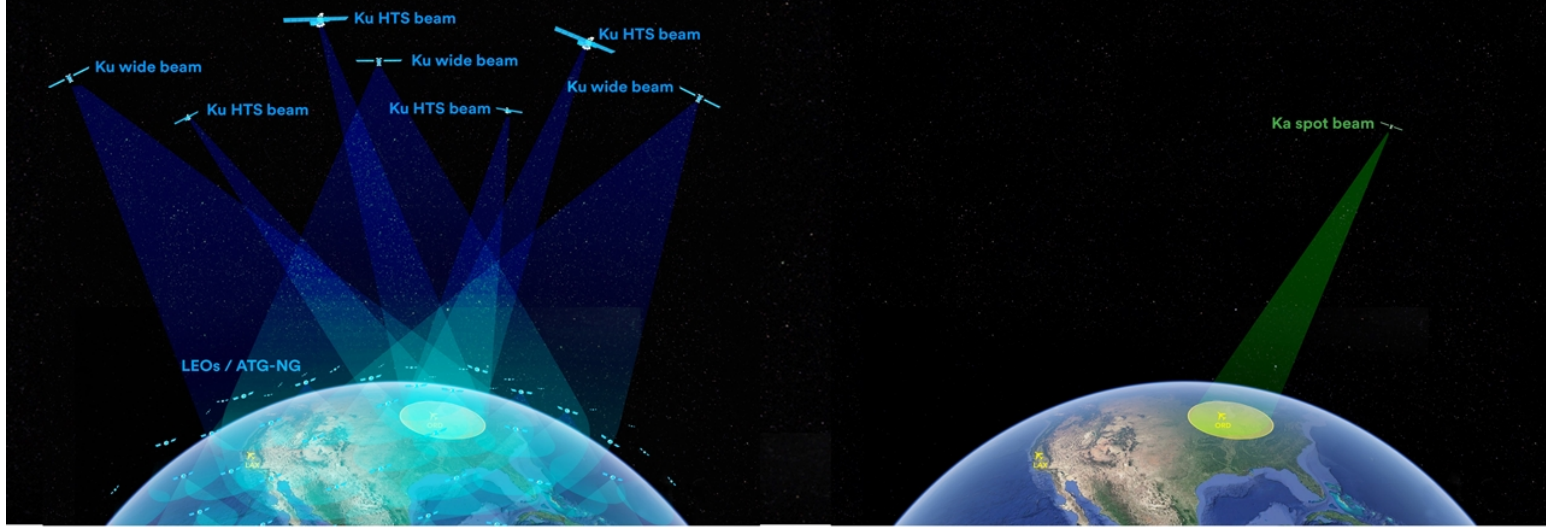
Gogo vs. Regional Ka: high traffic area



Gogo vs. Regional Ka: high traffic area

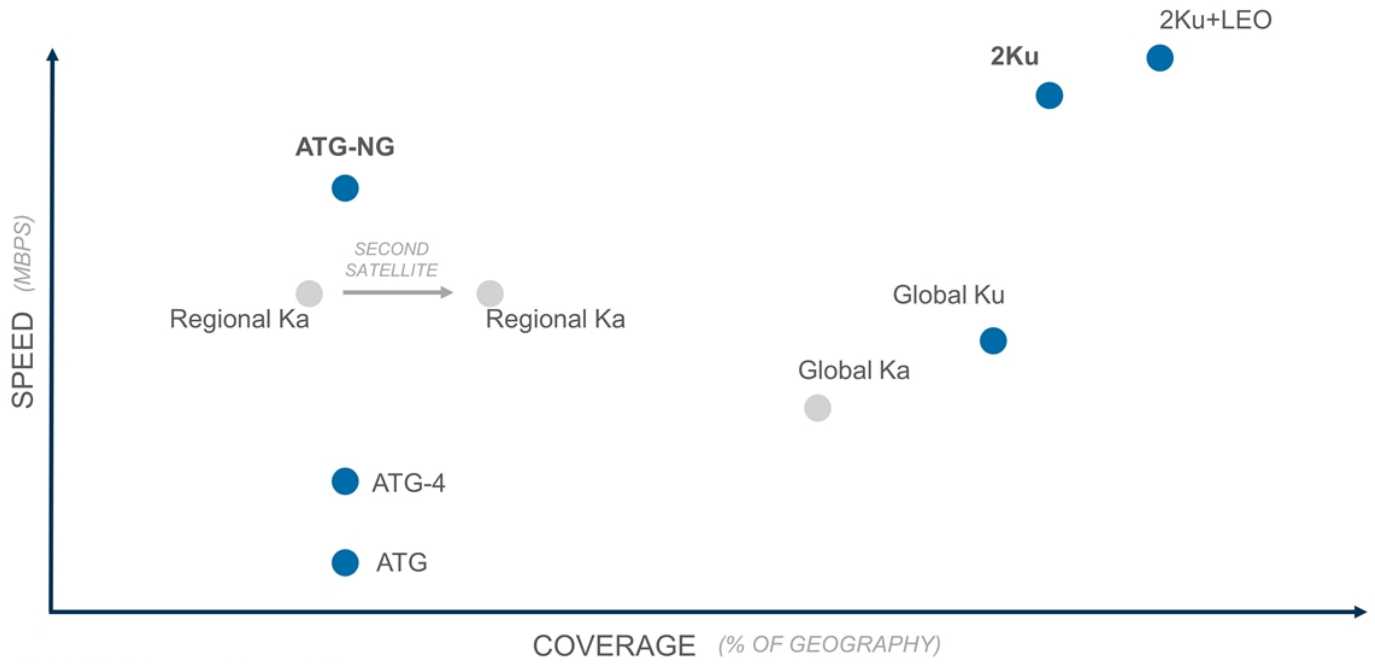


Gogo vs. Regional Ka: high traffic area



Global coverage and aero-optimized capacity win the day

● = Gogo
● = Competitors



Strong track record

>40% win rate...



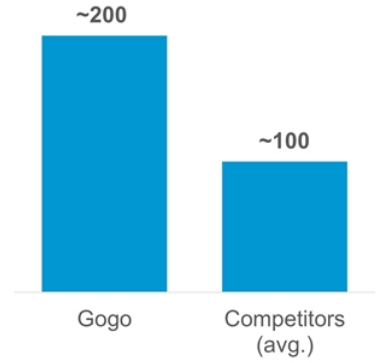
Aircraft awarded since 2014

World's leading airlines...
(including 9 of top 20 airlines)



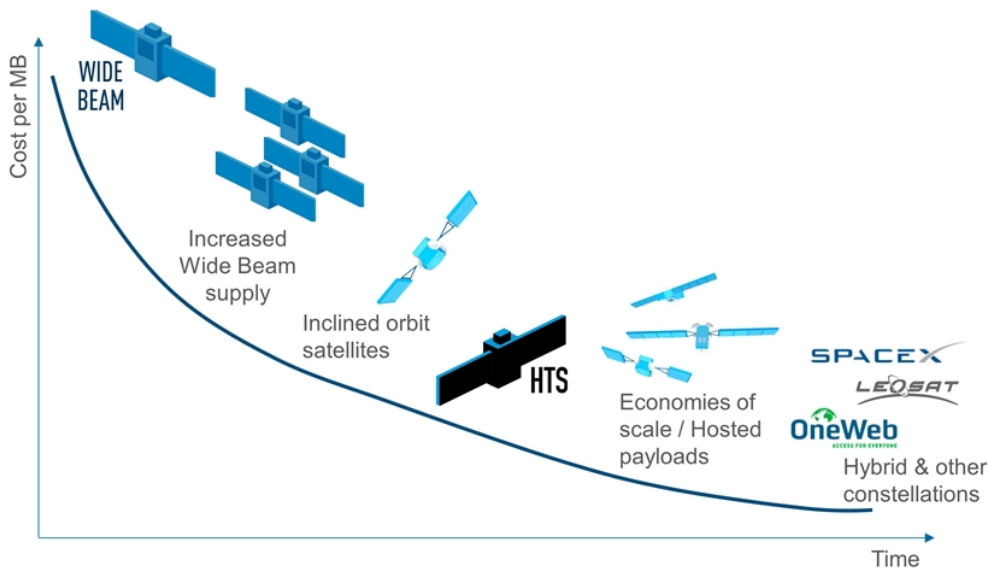
...And the Largest Awards

Average awarded aircraft per airline account



Source: Management Estimates and Analysis through 10/24/17

Gogo's cost structure benefits from open ecosystem innovation



Benefits of multi-provider satellite strategy:

- Low cost
- Leverage innovation
- Add capacity on demand
- High utilization
- Redundant network

Satellite ownership not aligned to aviation's growing needs:

- Capital-intensive
- Years to add capacity
- Low utilization
- Limited innovation
- Rapid obsolescence

2Ku's performance benefits

Speed

15 Mbps +
per device
and growing

- 100+ Mbps per aircraft, capable of 450+ Mbps
- Access most satellite capacity
- At lowest cost
- Internet + IPTV

Coverage

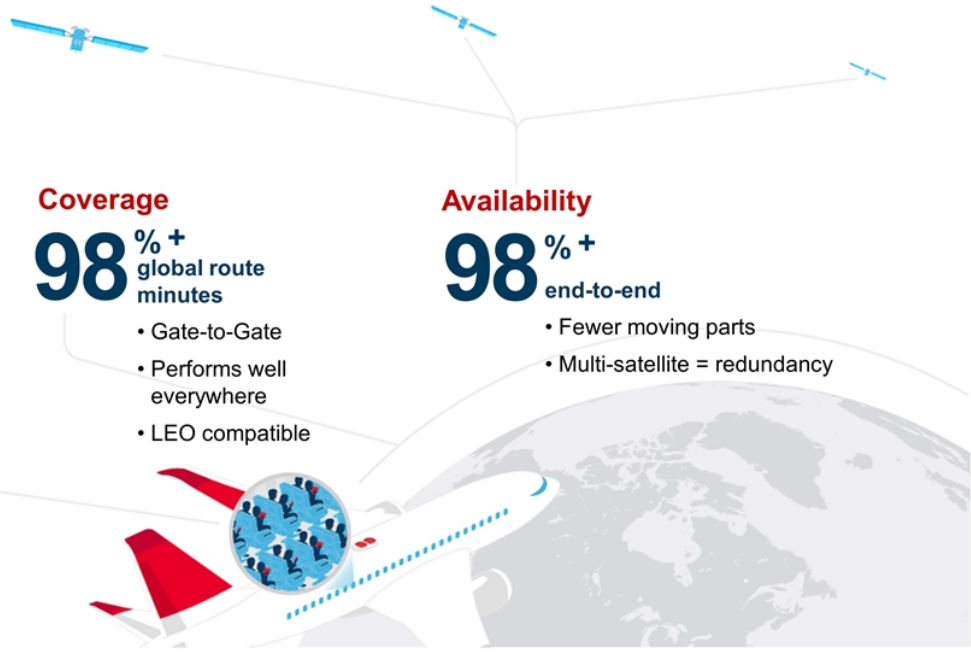
98 % +
global route
minutes

- Gate-to-Gate
- Performs well everywhere
- LEO compatible

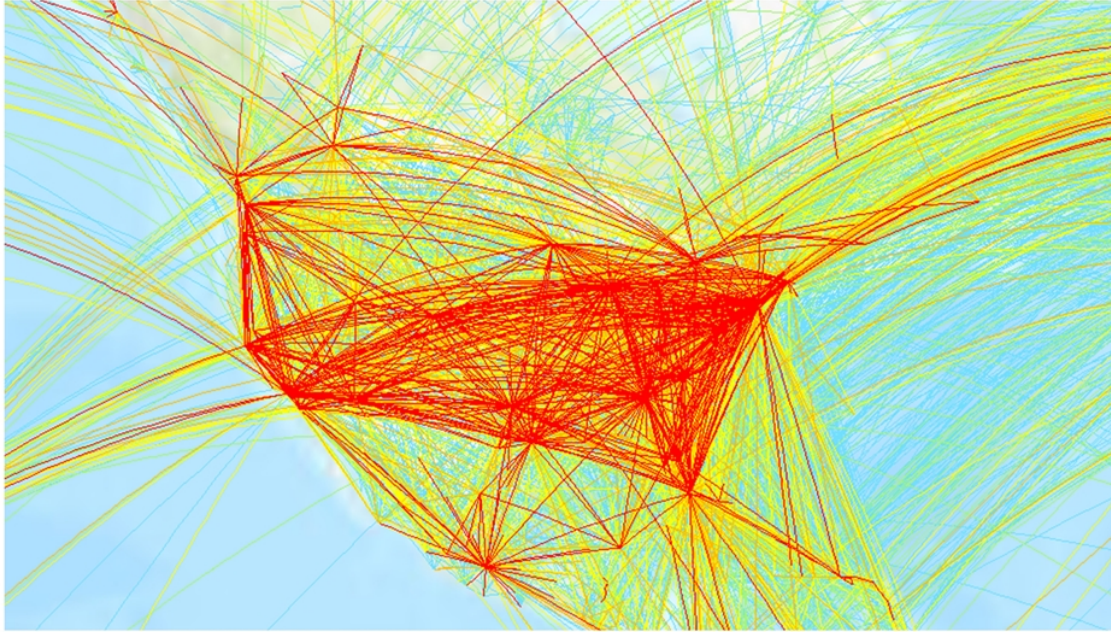
Availability

98 % +
end-to-end

- Fewer moving parts
- Multi-satellite = redundancy



North America presents a unique opportunity



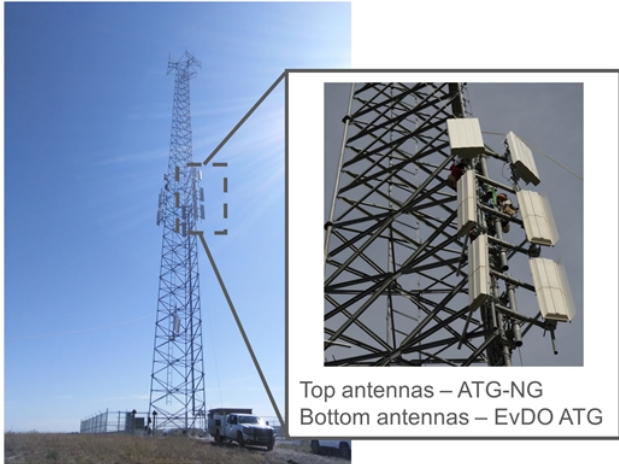
Source: ICAO 2015, Diiio Mi

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- 2/3 of RJs and business jets in North America

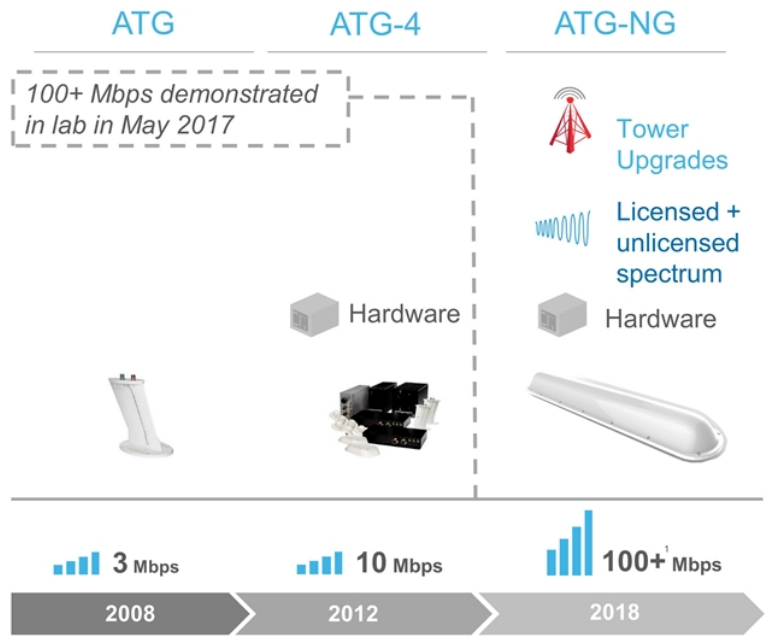
ATG-NG brings high-speed, low cost regional solution to North America

- Nationwide network build out begun – leveraging towers, backhaul and spectrum
- Flight testing underway



¹ Expected results and availability based on management estimates

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ATG-NG benefits

Speed

- 100+ Mbps and growing

Size/Cost

- Lower CapEx
- Lighter-weight
- Overnight install

Reliability

- 99% end-to-end



For \$50 million CapEx:

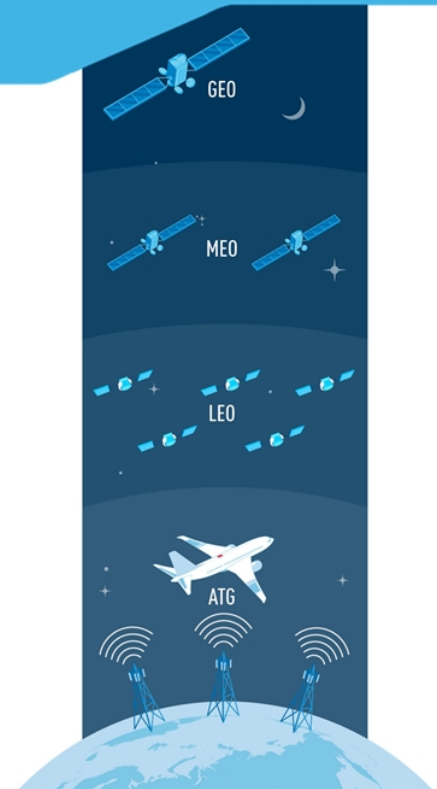
- Extends 100+ Mbps speeds to Business Aviation and Regional Jet aircraft
- Adds 100 Gbps of dedicated capacity

Note: Expected results and availability based on management estimates

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The road ahead

- Best bandwidth solution for every aircraft everywhere
- Will continue to design solutions based on philosophy of:
 - Multi-band
 - Multi-constellation
 - Multi-mode



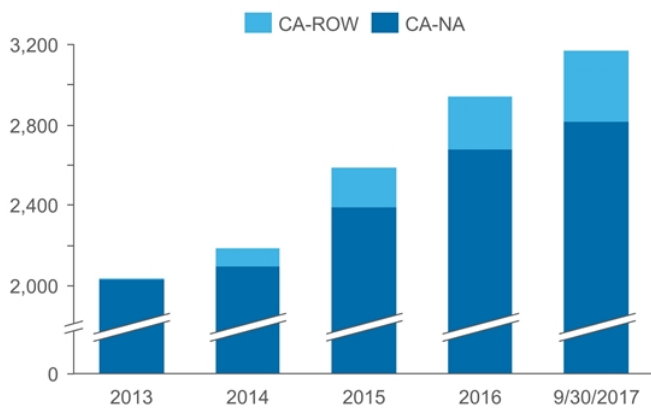
Enabling the Connected Airline

Jon Cobin, EVP & CCO



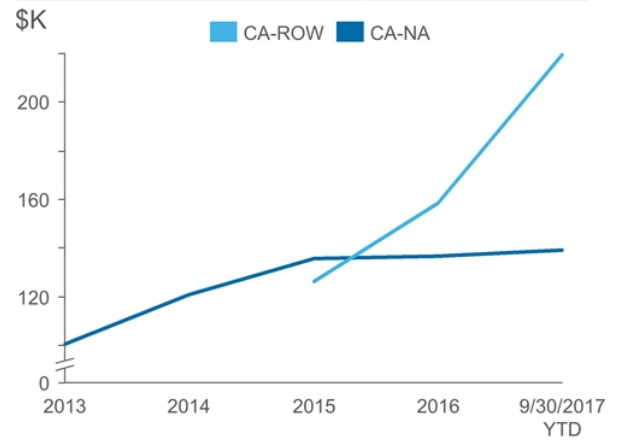
Growth fueled by meeting customer needs

CA Aircraft Online growth



- Leading Portfolio
- Address all aircraft

Annualized ARPA growth



- Drive take rate
- More services

Strong track record

>40% win rate...



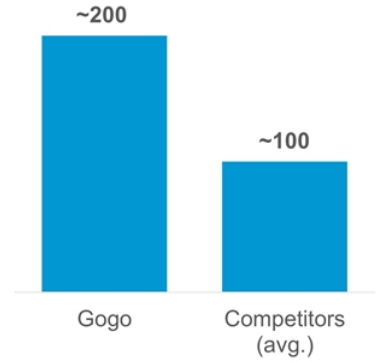
Aircraft awarded since 2014

World's leading airlines...
(including 9 of top 20 airlines)



...And the Largest Awards

Average awarded aircraft per airline account



Source: Management Estimates and Analysis through 10/24/17

Why Gogo?

Our Value Proposition



Performance



Innovation



Customer-focus



Market leadership

Airline Priorities

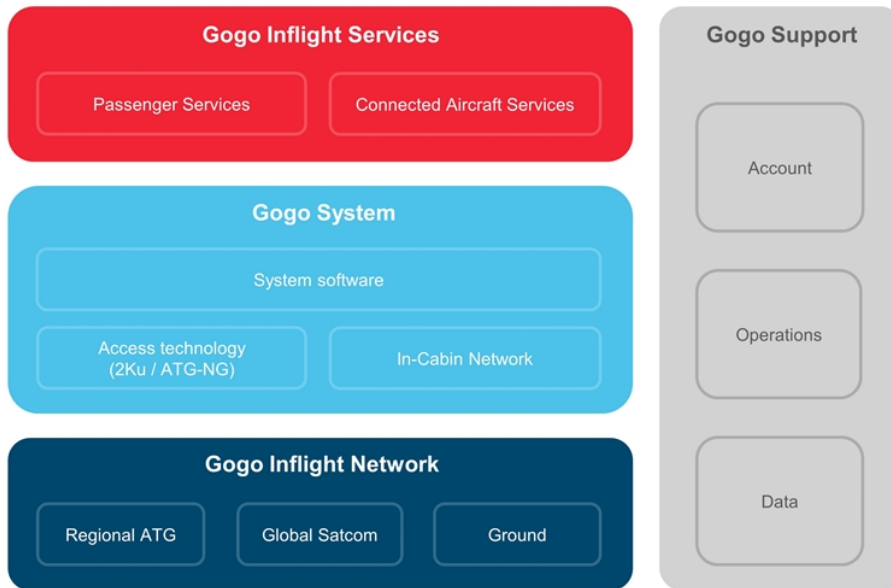
Best internet experience

Future-proof technology

Tailored digital experiences
Operational excellence

Experienced provider
Long-term support
Low total cost of ownership

The Gogo Portfolio for delivering leading performance and flexibility to airlines



- Best performance everywhere
- Support Gogo, Airline and 3rd Party applications
- Passengers, Crew and Operations
- Daily support

Gogo Portfolio growth drives wins



PORTFOLIO PRE – 2013

NETWORK
ATG/4

SYSTEM
ATG/4 Retrofit

SERVICES
Retail Internet

SUPPORT
N. America

Gogo Portfolio growth drives wins



PORTFOLIO 2013

NETWORK

ATG/4
Ku Wide Beam

SYSTEM

ATG/4 Retrofit
Ku Retrofit

SERVICES

Retail Internet
Gogo Vision

SUPPORT

N. America
Japan

Gogo Portfolio growth drives wins



PORTFOLIO 2014

NETWORK

ATG/4
Ku Wide Beam

SYSTEM

ATG/4 Retrofit
Ku Retrofit
2Ku Retrofit

SERVICES

Retail Internet
Gogo Vision
Airline Directed Internet

SUPPORT

N. America
Japan
Europe

Gogo Portfolio growth drives wins



PORTFOLIO 2015

NETWORK

ATG/4
Ku Wide Beam

SYSTEM

ATG/4 Retrofit
Ku Retrofit
2Ku Retrofit

SERVICES

Retail Internet
Gogo Vision
Airline Directed Internet

SUPPORT

N. America
Japan
Europe
South America

Gogo Portfolio growth drives wins



PORTFOLIO 2016

NETWORK

ATG/4
Ku Wide Beam

SYSTEM

ATG/4 Retrofit
Ku Retrofit
2Ku Retrofit

SERVICES

Retail Internet
Gogo Vision
Airline Directed Internet

SUPPORT

N. America
Japan
Europe
South America
Global

Gogo Portfolio growth drives wins



PORTFOLIO 2017

NETWORK

ATG/4
Ku Wide Beam
Ku Spot Beam

SYSTEM

ATG/4 Retrofit
Ku Retrofit
2Ku Retrofit
2Ku Line fit

SERVICES

Retail Internet
Gogo Vision
Airline Directed Internet
IPTV

SUPPORT

N. America
Japan
Europe
South America
Global

Well positioned to deliver customer value...

Inflight Services – Best passenger experience

- GGV-touch
- Unified digital experience
- Seamless sign-on

Inflight Systems – For every aircraft

- 2Ku line fit
- ATG-NG retrofit
- Electronically Steerable Antenna
- Integrate seatback support
- Expanded application enablement

Inflight Network – Best bandwidth everywhere

- ATG-NG
- HTS
- LEO
- Multi-band

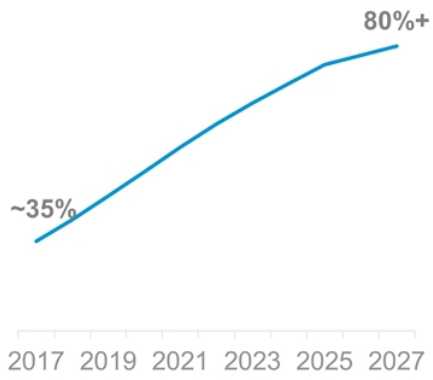
Customer Support – Best airline experience

- Customer Support tools
- 2-day installs
- Global maintenance

And continued growth

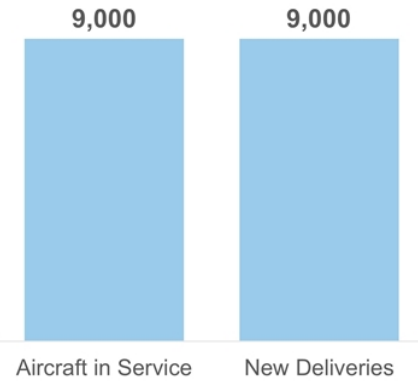
Rapid Industry Growth

CA Market Penetration (projected)



10 year growth - 18,000 aircraft

Commercial Aircraft (projected)



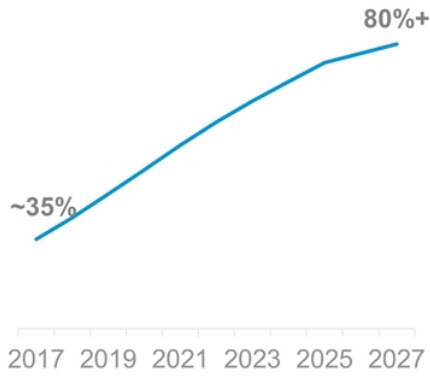
Source: 2017 Boeing CMO, Management Estimates and Analysis

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And continued growth

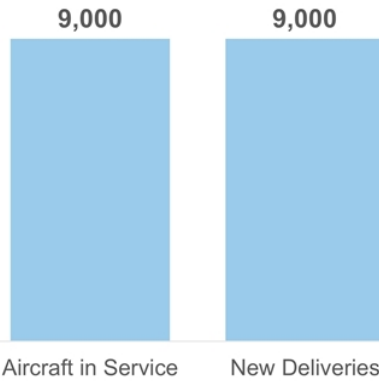
Rapid Industry Growth

CA Market Penetration (projected)



10 year growth - 18,000 aircraft

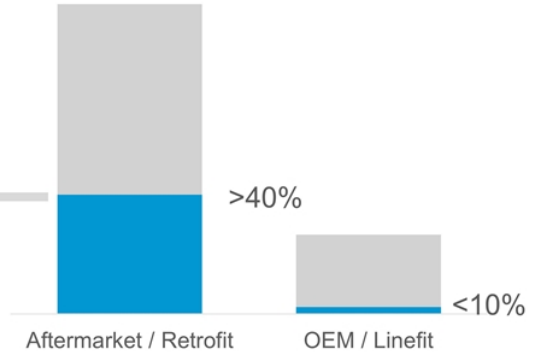
Connected Commercial Aircraft (projected)



Commitments to date

Commercial Aircraft

■ Gogo share



Increasing addressable market going forward

Source: 2017 Boeing CMO, Management Estimates and Analysis

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The Vision

Ground-like Connectivity for:

- Every device
- Every flight
- Everywhere

Enabling Better:

- Passenger Experiences
- Airline Operations



Video 1

Go to: gogo.to/video1



Deliver more
value to
Airlines and
Passengers

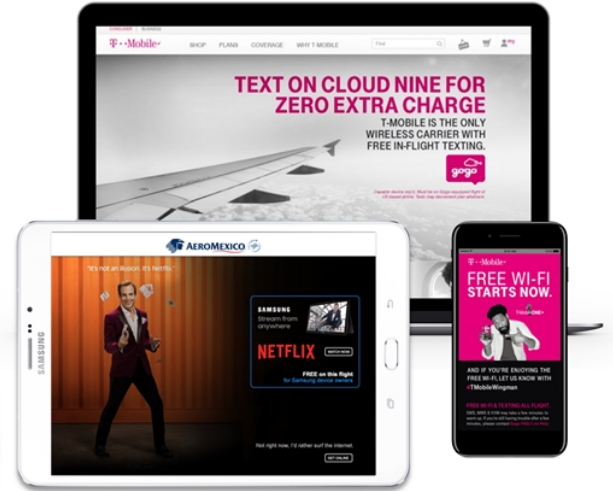
Increased engagement

- Take rate ↑
- Prices ↓

More services

- Entertainment
- Connected Aircraft Solution (CAS)

Better experience and increased distribution



Flexibility for airlines to tailor marketing

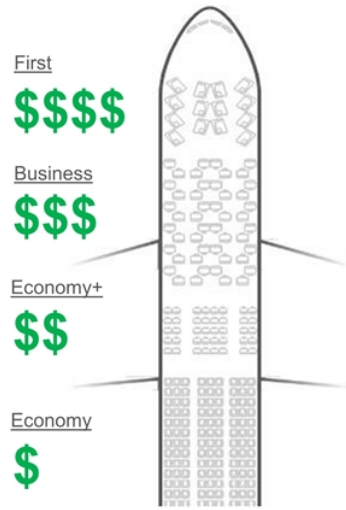
Passengers Want

- Connectivity
- More bandwidth
- Free

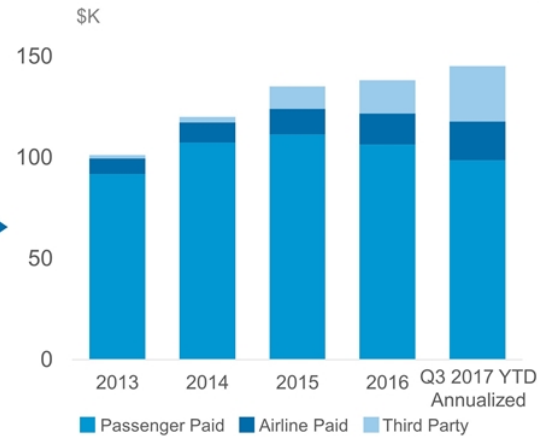
Airlines Want

- Improved passenger satisfaction
- Minimize costs

Aircraft Differentiation by Cabin



ARPA by Payer



Multi-tier is consistent with airline marketing strategies

Note: ARPA by payer includes CA-NA and CA-ROW.

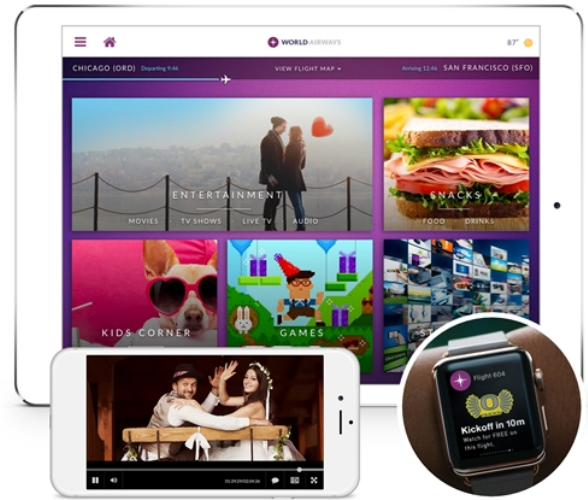
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Internet enabled entertainment benefits to airlines and passengers

Passengers want access to their content



Gogo Vision enables any content, anywhere



Revolutionizing in-flight entertainment

	Legacy In-Seat	Internet-Enabled
Seats Served	~30%	100%
Titles available	Dozens	Anything you want
	\$5B annually \$4 per passenger served	A fraction of the cost to deliver more to every passenger

Gogo Vision® Touch



Source: Management estimates of IFE market size, The Future of In-Flight Entertainment – 2017 Valour Consultancy, Dilo, Boeing CMO

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Connected Aircraft Solutions represents a long-term opportunity

Enabling you to fly smarter and safer

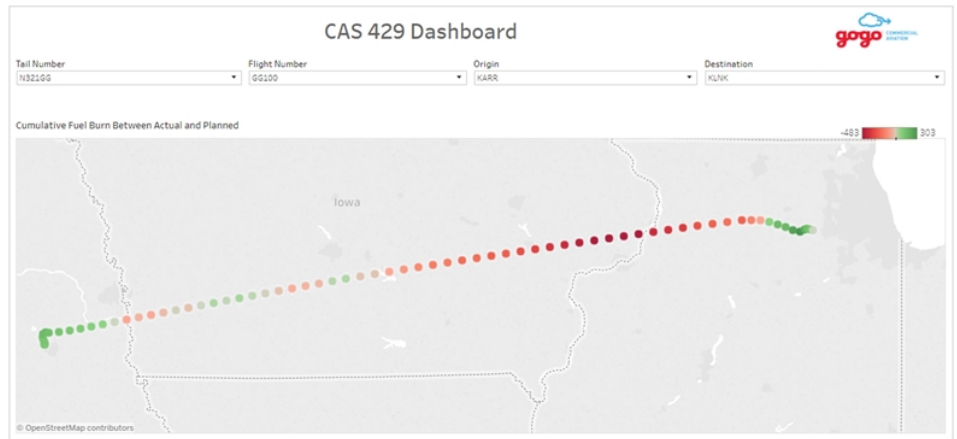
- eEnablement
- Data management
- Operational solutions

eEnablement today

2,000+
aircraft

55,000+
crew devices

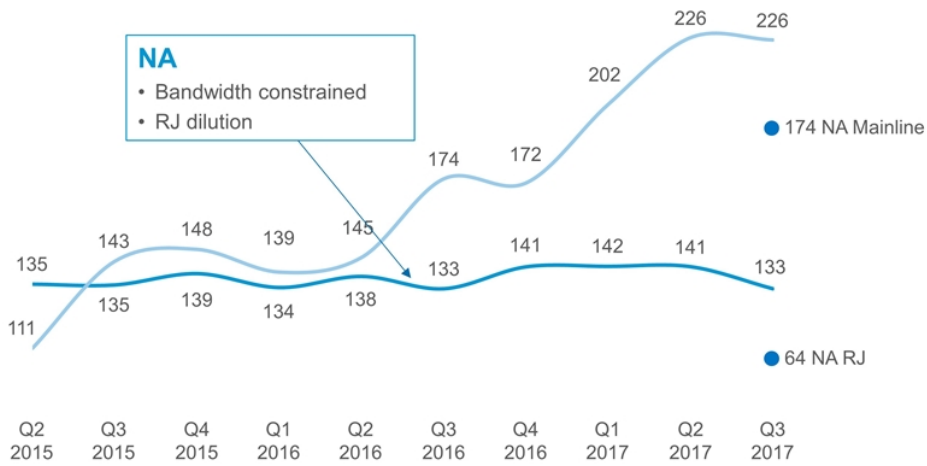
3 TB+/mo
crew traffic



Clear path to ARPA growth

— CA-NA ARPA
— CA-ROW ARPA

\$K



Contributing Factors Impacting ARPA

- + Take rate (bandwidth, multi-payer)
- + Additional services (Entertainment, CAS)
- +/- Aircraft mix
- Legacy pricing transition
- New fleet dilution

CA-NA fleet	25% RJs	37% RJs
-------------	---------	---------



Video 2

Go to: gogo.to/video2

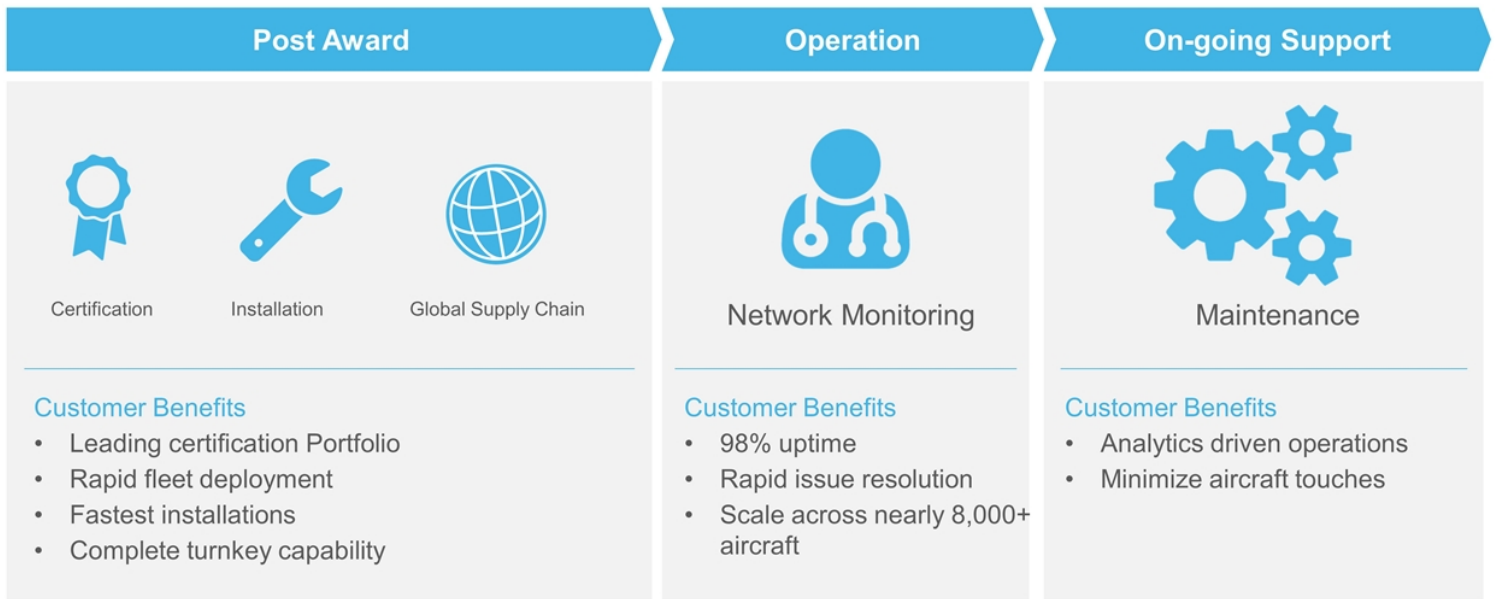


Scaling Our Operations Globally

John Wade, EVP & COO

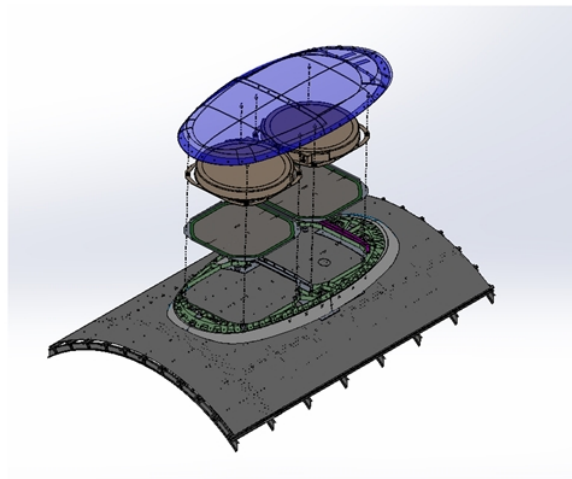


Supporting the customer life cycle



Design and certification process

- Fleet survey
- Engineering design
- Design substantiation and certification
- Prototype installation
- Regulatory approval
(FAA, EASA, ANAC, TCCA, and others)



Comprehensive and complete engineering and certification capability

Certification approaches for existing and new aircraft

Aftermarket
Installations (existing
and new aircraft)

- Supplemental Type Certificates (STCs)
- Service Bulletins

OEM Production
Line Fit (new aircraft
deliveries only)

Installations completed during production of the aircraft by the OEM

Broad Portfolio maximizes the addressable market & reduces time to market

- STC reuse reduces time and cost to achieve certification
- OEM approved Service Bulletins provide certification solutions ahead of production installation

2Ku STCs and service bulletins expected to cover ~80% of Global Commercial Aircraft by year end 2017

- 737-500 STC
- 737-800 STC
- 737-900 STC
- 747-400 STC
- 757-200 STC
- 757-300 STC
- 777-300 STC
- B787-800 SB
- B787-900 SB
- A319-100 STC
- A320-200 STC
- A321-200 STC
- A330-200 SB
- A330-300 SB
- A340-300 STC
- A350 SB

B787-800, B787-900 expected near year-end 2017 or early 2018

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Expected OEM line fit offer-ability

OEM production line installations expected

2018	Bombardier CS100
2019	Airbus A320 & A330 Boeing B737 Max
2020+	Airbus A350 ¹ Boeing B777X & B787 ¹

These airframes represent **87%** of aircraft currently on order

¹ Timing subject to confirmation
Expected OEM production line offer-ability based on management estimates
Percent of aircraft currently on order based on Diao data, April 2017

Installation expertise

- 3,000+ retrofit installations completed
- Dedicated and experienced teams reduce 2Ku installations from over a week to around 30 hours
- ATG-NG expected to be an overnight installation
- Faster installs reduce installation expense and decrease aircraft downtime

Full fleet connectivity in less than two years





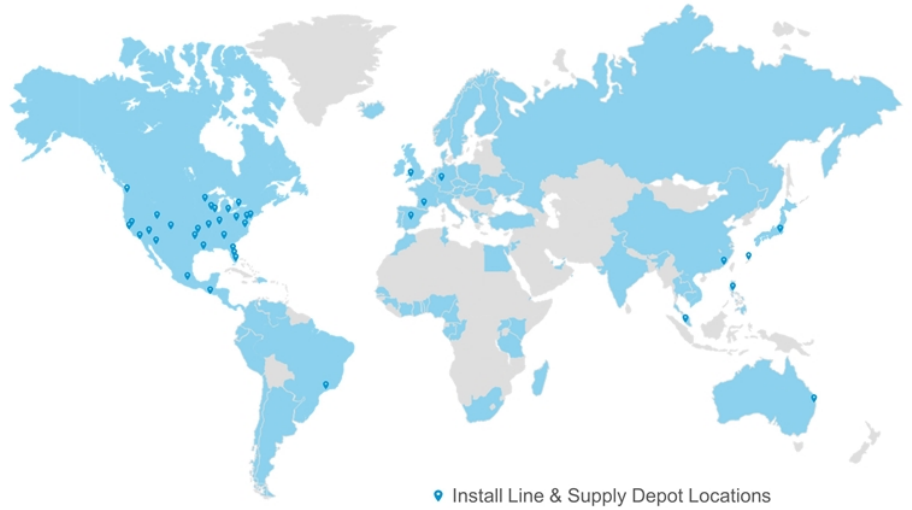
Video 3

Go to: gogo.to/video3



Global Supply Chain

- Built to ensure zero work stoppages utilizing a new ERP system
- Drive costs lower through purchasing and logistical efficiency
- Reliably deliver to airline installation locations around the globe

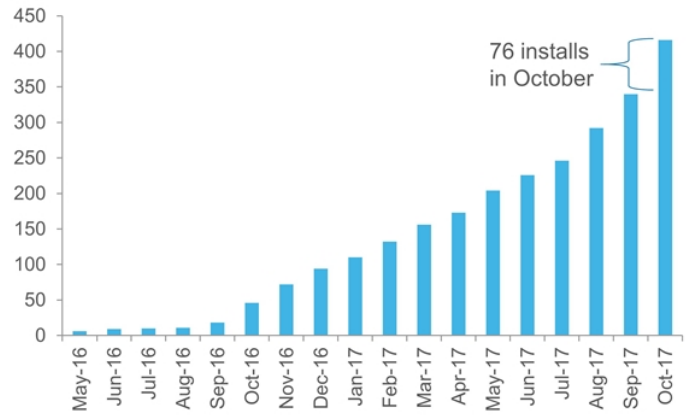


Ability to support global airline installations

Market leading installation capability

- 76 installs in October
- 28 install lines operating now
- 16 installation locations globally
- Fastest installation in just 30 hours

Cumulative 2Ku Aircraft Installations

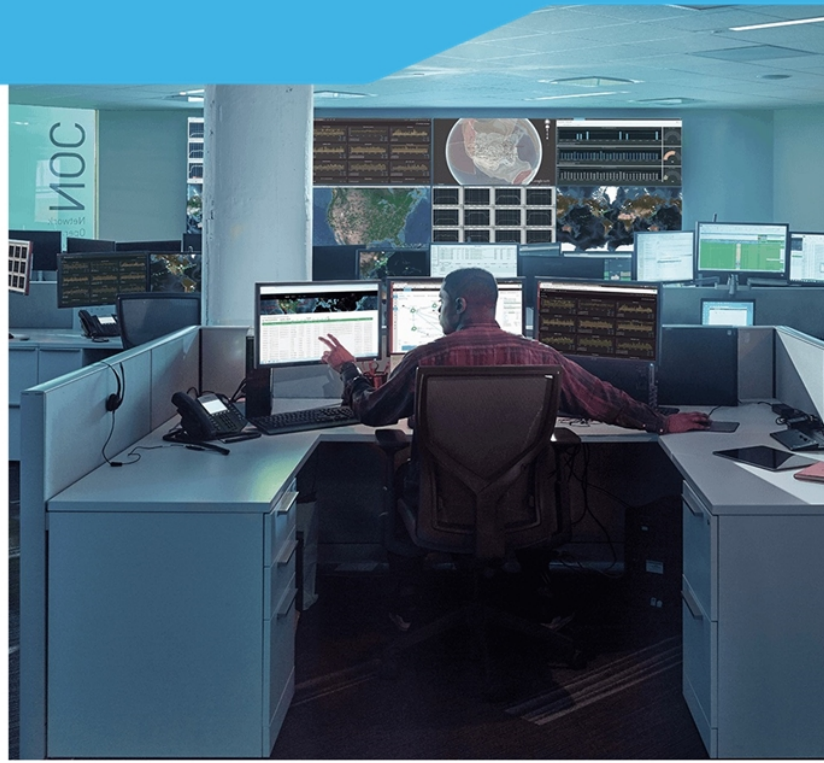


Capable of 750 installations per year

Network Monitoring

- ~8,000 aircraft systems monitored 24/7
- Leverage automation to rapidly resolve network issues
- Diagnose problems and have parts ready before the aircraft lands
- 99% ATG system availability
- 98% broadband satellite system availability

Network availability doesn't affect just one plane, it affects 100s of passengers



Maintenance Support

- Access to spares and maintenance personnel is key to maintaining system availability
- Gogo has dedicated technical support teams to assist with troubleshooting
- Dedicated Gogo maintenance team at key airports
- Third party maintenance repair and overhaul for some airport locations
- Train airlines to perform maintenance themselves



Rapid response and issue insight are vital

Data Analytics is a Competitive Advantage

- Gogo has an industry leading capability to synthesize insights into system performance and operations
- Multiple sources of data into a data lake
- Team of data scientists develop sophisticated algorithms to evaluate every aspect of Gogo Operations
- Reduce airplane touches, replacement of hardware, reduce No Fault Found incidents by up to 75%



Improving performance while reducing operating costs

Competitive advantage through world class capabilities

Invested in:

- World class aircraft engineering teams
- Market leading STC and SB Portfolio
- OEM line fit offerability
- Strong Supply Chain
- Fastest installations of any IFC company
- Strong Maintenance Repair Overhaul (MRO) partnerships
- Substantial analytics capability

Extending Business Aviation's Market Leadership

John Wade, EVP and COO



Embedded in the business aviation ecosystem



Our complete technology roadmap

Avance L5 & L3



Next Gen ATG



Smart Cabin System



Ku & 2Ku



Attributes:

- CONUS & Canadian coverage
- Small to large aircraft
- Peak speeds 10Mbps

Benefits:

- 99% availability
- Priced to fit any size aircraft

- CONUS coverage
- Medium to large aircraft
- Peak speeds >100Mbps

- Best in class performance and availability

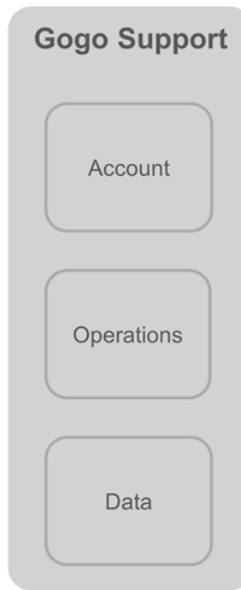
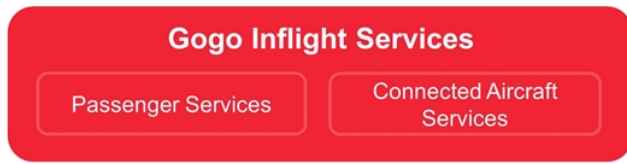
- Smart Cabin
- Gogo Vision

- Upgrade provides IFE and Smart Cabin features

- Global Ku for large business and VVIP aircraft

- Best in class speeds and coverage

Gogo Portfolio model



- Same network
- Modified hardware for smaller aircraft
- Different go-to-market and customer support

AVANCE platform

- Gogo AVANCE platform supports future networks, capabilities and systems
 - Seamless integration with any new network
- All components can be configured remotely depending upon the mission
 - Upgrade and update remotely in minutes
- Direct access to system performance through mobile suite of applications
 - System auto-tickets during flight allowing for immediate Tech Support



AVANCE

System software

Access technology
(2Ku / ATG-NG)

In-Cabin Network

Gogo Inflight Network

Regional
ATG

Global
Satcom

Ground

AVANCE inflight now

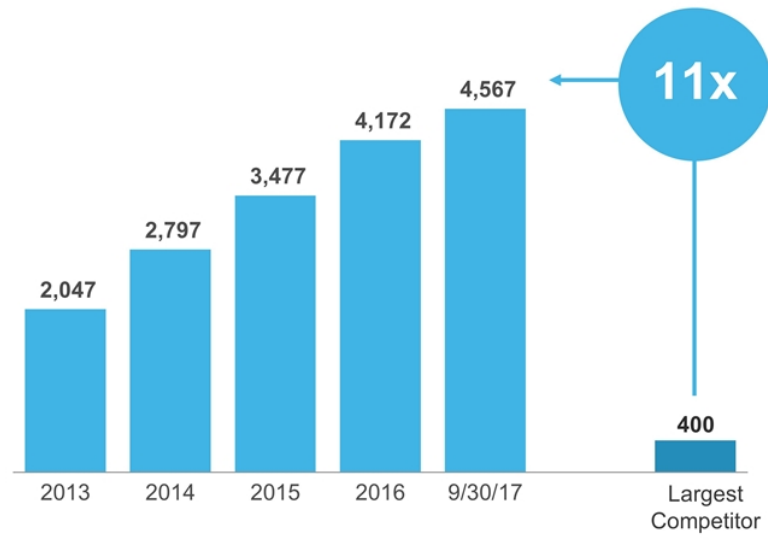
Gogo AVANCE L5 – formerly known as Gogo Biz 4G

- AVANCE L5 will operate over the Gogo Biz 4G network, with the ability to connect to Gogo's ATG-NG network in 2018
- Systems are being installed and flying today
- Over 110 AVANCE L5 units sold to date
- Most sales are upgrades from legacy ATG



Leading market share...

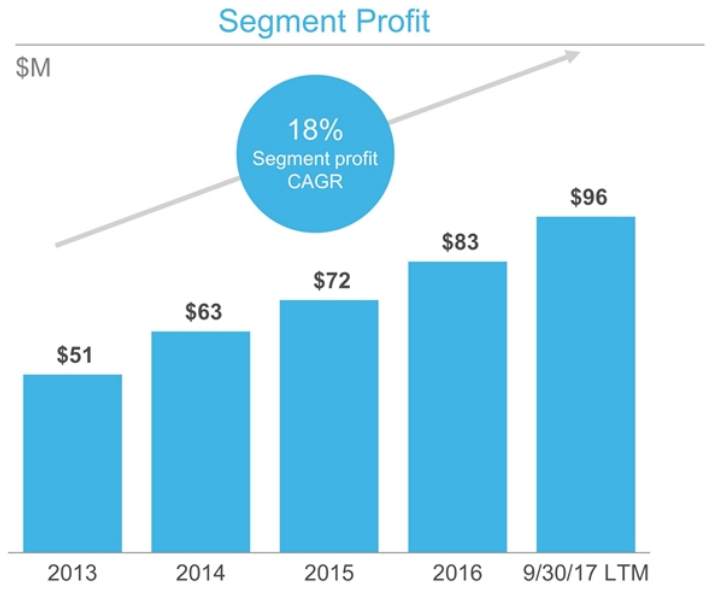
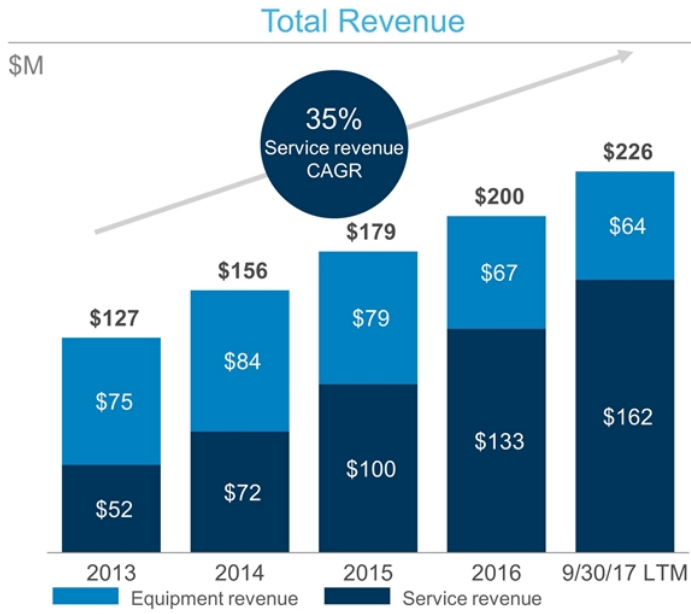
Connected Broadband Aircraft



Competitor information based on management estimates

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...with strong growth profile



Market leader with room to grow

Large Jets



Medium Jets



Light Jets



Turboprops



**North American
addressable market**

3,300

3,700

6,800

8,800

Committed aircraft

65%

40%

15%

<5%

**Rest of World
addressable market**

~2,700

Uncommitted aircraft

3,900

2,200

5,800

8,400

Note: numbers provided are approximate
Source: JetNet iQ Report Q3 2017 all figures are approximate
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Rapidly penetrating the largest segments of Business Aircraft



Light Jets

Unconnected Aircraft

5,800+

Gogo Aircraft Online
Two year CAGR

20%



Turboprops

8,400+

40%+

- Strong growth in light jets and turboprops
- Deploying the only solutions suitable for smaller aircraft
- Smaller aircraft adopting higher bandwidth solutions and subscription plans

Note: CAGRs calculated from 9/30/15 to 9/30/17

Business Aviation positioned for strong continued growth

- Relationships built on 25 years of reliable service
- Leading air-to-ground solutions that are about to get even faster in 2018
- Introducing a 25Mbps satellite solution in 2018
- Smaller aircraft accelerating connectivity adoption
- Connectivity and in-cabin advancements lead to upgrade cycles

Charting the Path to Profitability

Barry Rowan, EVP & CFO

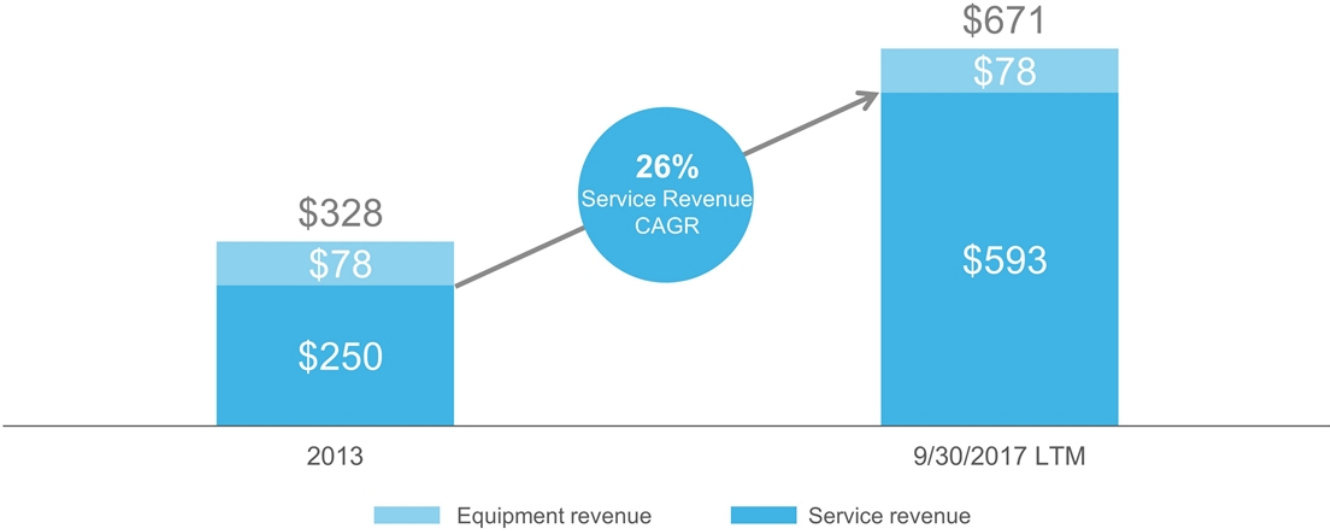


Charting the path to profitability

- 1 Strong track record of financial performance
- 2 Business aviation represents significant shareholder value
- 3 Commercial aviation unit economics demonstrate attractive returns on capital
- 4 CA-ROW is on track to reach profitability
- 5 Levers in place to achieve positive Free Cash Flow
 - Positive free cash flow in 2019, reaffirmed
 - Positive free cash flow for full year 2020

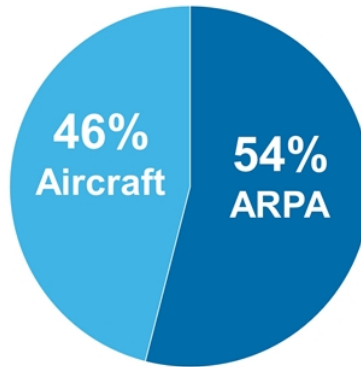
Gogo has delivered compelling revenue growth

Total Revenue
\$M



Aircraft and ARPA drive revenue growth

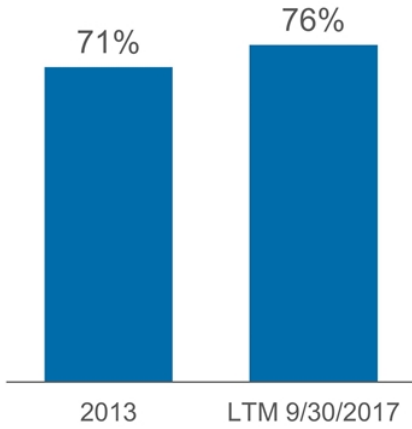
Source of Incremental Service Revenue (2013 – LTM 9/30/2017)



(1) Represents BA – ATG units online.

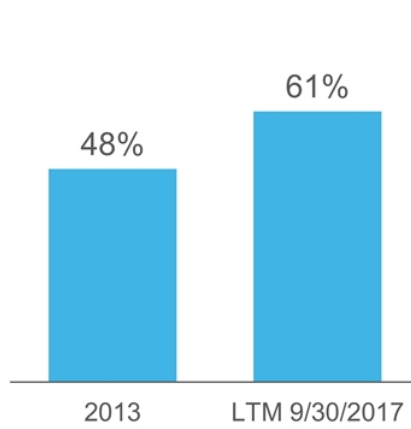
Attractive service margin progression across all business segments...

BA



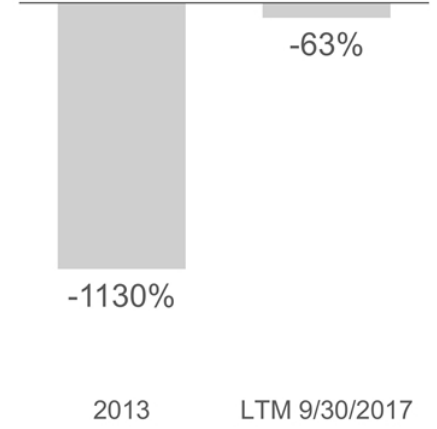
- High market share
- Attractive margins

CA-NA



- High market share
- Leveraging scale

CA-ROW

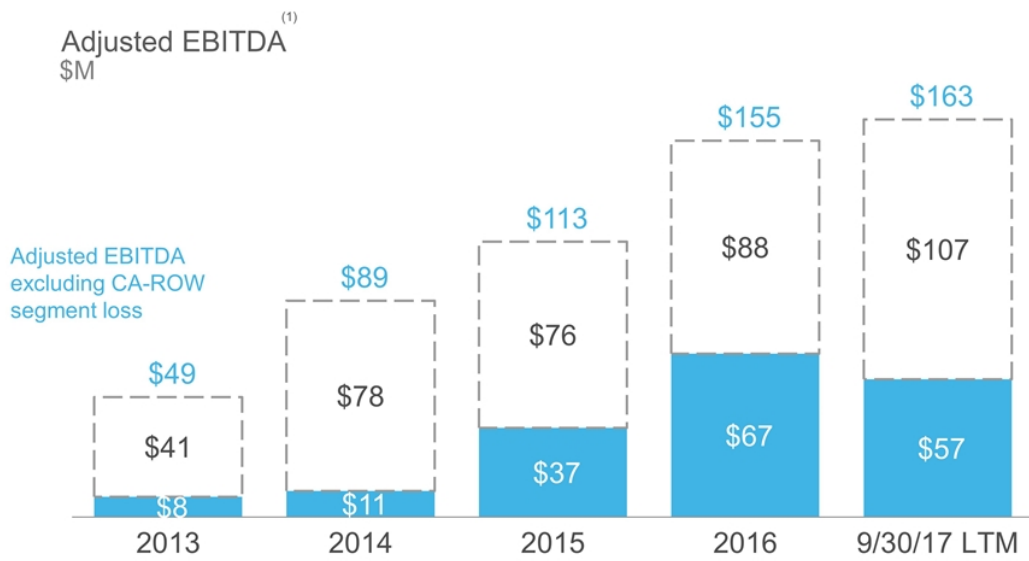


- Building global market share
- Improving satellite network utilization

...results in strong consolidated performance

Adjusted EBITDA

CA-ROW Segment Loss



- Profitability of BA and CA-NA results in strong consolidated performance
- Investing in attractive ROW opportunity

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

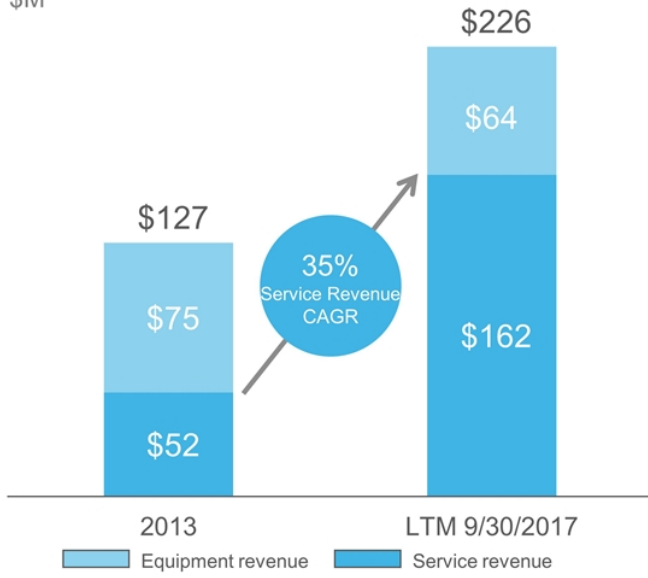
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Charting the path to profitability

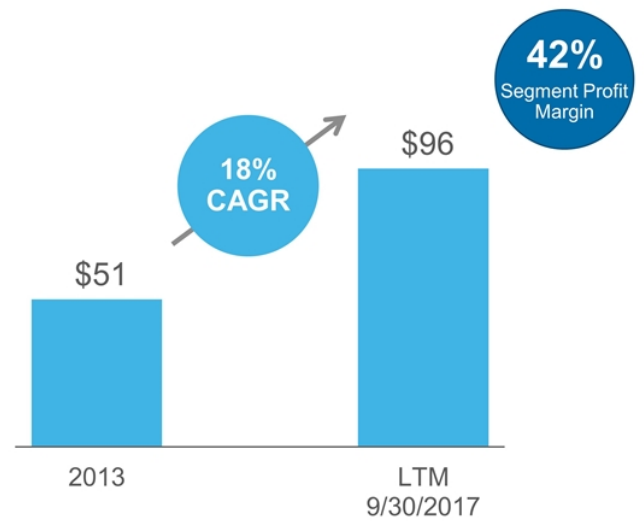
- 1 Strong track record of financial performance
- 2 Business aviation represents significant shareholder value
- 3 Commercial aviation unit economics demonstrate attractive returns on capital
- 4 CA-ROW is on track to reach profitability
- 5 Levers in place to achieve positive Free Cash Flow

BA delivers strong financial results...

Revenue
\$M



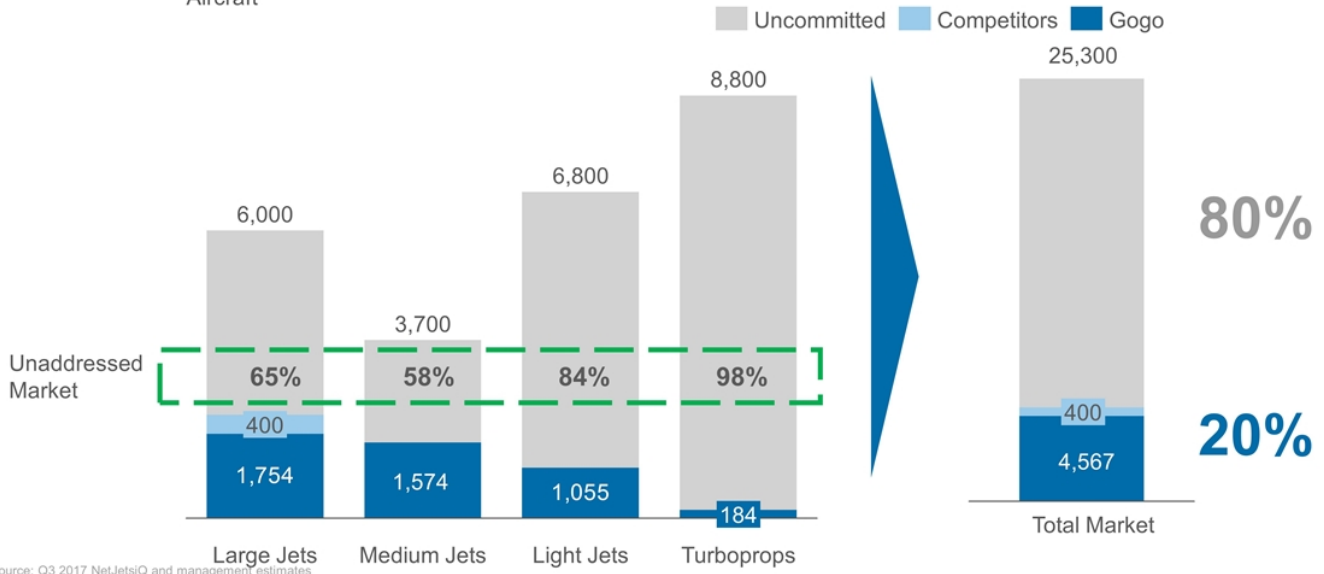
Segment Profit
\$M



...with substantial room to grow

Business Aviation Addressable Market

Aircraft



Source: Q3 2017 NetJetsIQ and management estimates
 Large jets is inclusive of CA-NA and CA-ROW large jets
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Significant value created by BA business

	Aircraft Online 9/30/17	Revenue (\$M) 9/30/17 LTM	Service Revenue Growth 9/30/17 LTM	Segment Profit (\$M) 9/30/17 LTM
Business Aviation	4,567	\$226	29%	\$96
CA-NA	2,817	\$397	12%	\$68
CA-ROW	352	\$48	111%	(\$107)

Note:
Service revenue growth rate calculated using 9/30/2017 LTM compared to 9/30/2016 LTM

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Significant value created by BA business

	Aircraft Online 9/30/17	Revenue (\$M) 9/30/17 LTM	Service Revenue Growth 9/30/17 LTM	Segment Profit (\$M) 9/30/17 LTM
Business Aviation	4,567	\$226	29%	\$96
CA-NA	2,817	\$397	12%	\$68
CA-ROW	352	\$48	111%	(\$107)

Enterprise Value (\$M)	Amount
Market Capitalization	843
+ Net Debt	641
Gogo Enterprise Value	1,484

Note:
 Service revenue growth rate calculated using 9/30/2017 LTM compared to 9/30/2016 LTM
 Enterprise value is the market capitalization as of 11/10/17 less cash, cash equivalents and short-term investments plus total debt as of 9/30/2017.

Charting the path to profitability

- 1 Strong track record of financial performance
- 2 Business aviation represents significant shareholder value
- 3 Commercial aviation unit economics demonstrate attractive returns on capital**
- 4 CA-ROW is on track to reach profitability
- 5 Levers in place to achieve positive Free Cash Flow

Attractive economics across all aircraft types

Gogo (as of Q3 2017)

Aircraft Type	Network	Aircraft Online	Annualized ARPA ¹	Airborne Equipment	NPV
Business Jets	ATG	4,567	\$34K	Profit	\$
Regional Jets	ATG	1,068	\$64K	Breakeven	\$\$
Mainline - NA	ATG/Satellite	1,749	\$174K	Co-investment	\$\$\$
ROW	Satellite	352	\$226K	Co-investment	\$\$\$

¹ ARPA is based upon equivalent aircraft online
 BA excludes satellite aircraft
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Unit economics are strong




Today

1	Co-investment	\$240K
2	ARPA	\$181K
3	Service Revenue Margins	48%

Note:
ARPA is calculated using the weighted aircraft online for Mainline – NA and ROW aircraft and the respective annualized ARPAs at 9/30/2017
Represents combined CA-NA and CA-ROW segment service revenue margins YTD through 9/30/2017.

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Unit economics are strong

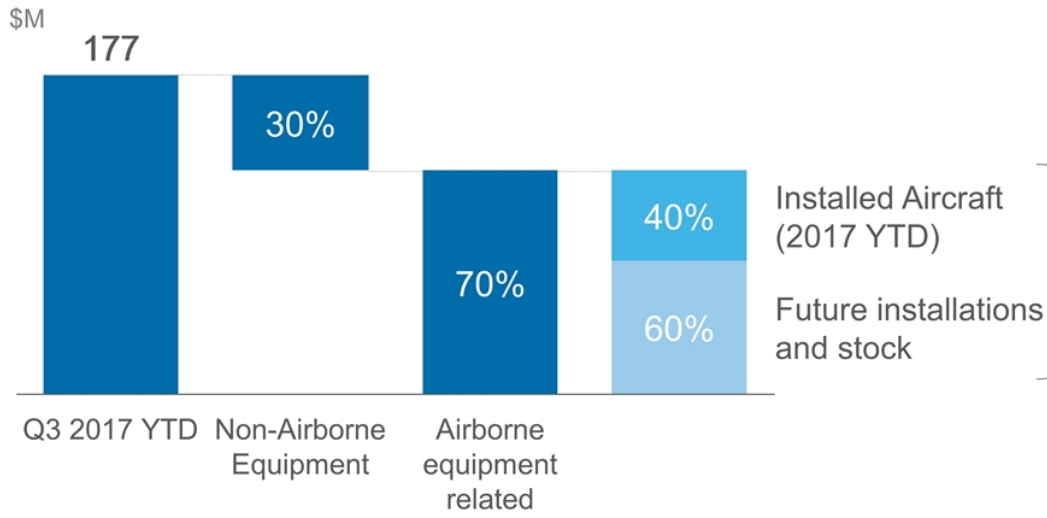
	Today	Future	Drivers
1 Co-investment	\$240K		<ul style="list-style-type: none"> • Reflects terms of aircraft awarded but not yet installed • Reducing airborne equipment and installation costs
2 ARPA	\$181K		<ul style="list-style-type: none"> • Engaging more of the plane • Expanding service offering
3 Service Revenue Margins	48%		<ul style="list-style-type: none"> • Increasing network utilization (additional aircraft) • Falling cost of raw bandwidth

Today's unit economics deliver attractive returns...and improving

Note:
ARPA is calculated using the weighted aircraft online for Mainline – NA and ROW aircraft and the respective annualized ARPAs at 9/30/2017
Represents combined CA-NA and CA-ROW segment service revenue margins YTD through 9/30/2017.

Co-investment: declining per 2Ku aircraft

Cash CapEx



Co-investment per aircraft of \$240K⁽¹⁾



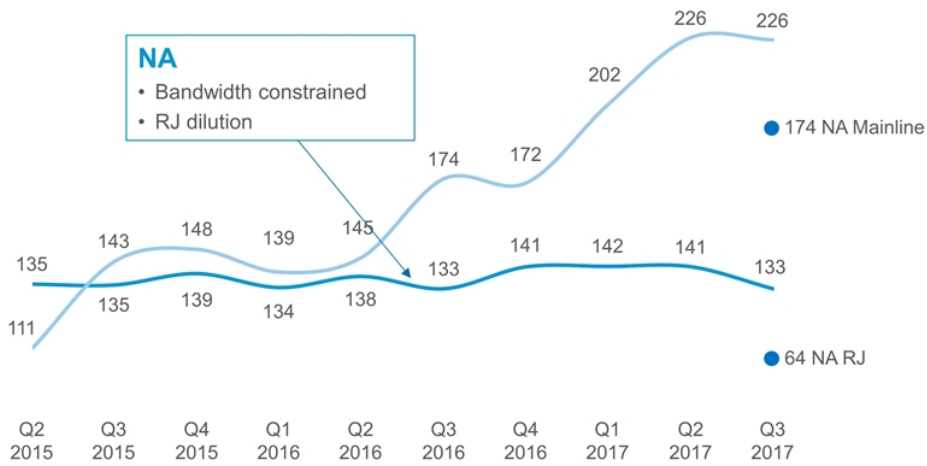
Projected to decline to <\$200K for 2018 – 2019 based on awarded aircraft

Note percentages above are based on YTD cash capex spend as of Q3 2017 and could vary period to period based on timing of purchases of airborne equipment and timing of payments by airlines for airborne equipment.
 1) Average co-investment per aircraft is calculated as cash capex related to 2Ku installs in the period based on turnkey model.

ARPA growth on-track

— CA-NA ARPA
— CA-ROW ARPA

\$K



Target: \$250 - \$300K ARPA in 2021

Contributing Factors Impacting ARPA

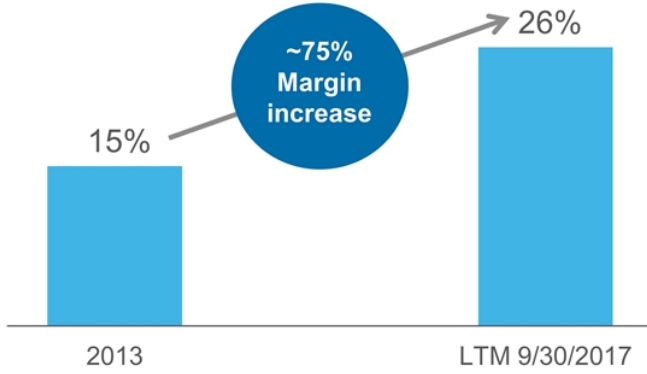
- + Take rate (bandwidth, multi-payer)
- + Additional services
- +/- Aircraft mix
- Legacy pricing transition
- New fleet dilution

CA-NA fleet 25% RJs 37% RJs

Margin: scaling across both networks

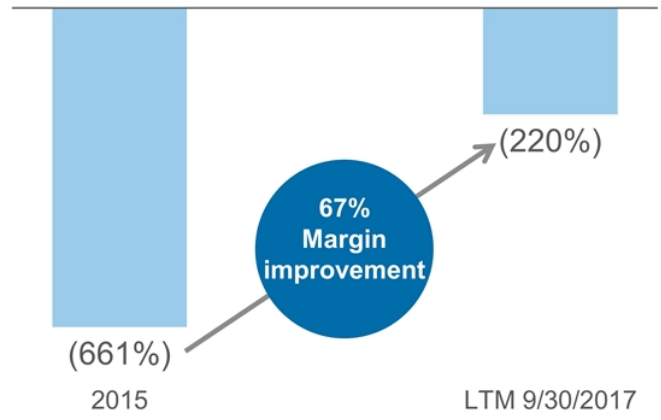
ATG Network¹

CA-NA & BA Segment Profit Margin



Satellite Network

CA-ROW Segment Profit Margin



¹ Illustrative ATG profit margin represented by CA-NA and BA historical segment profit margins. Results predominantly representative of aircraft on the ATG network. CA-NA includes satellite equipped commercial aircraft beginning in 2015 and satellite equipped business aircraft for the entire period.

Margin: Scale drives network economics

ATG Network Costs

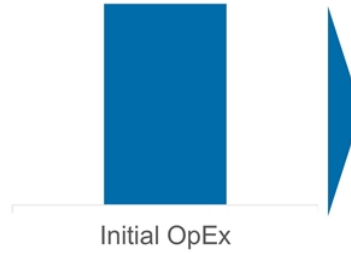
Establish North American Footprint



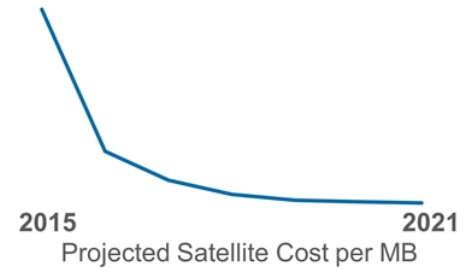
- Smaller number of aircraft share large upfront cost initially
- ATG has achieved profitability at current scale

Satellite Network Costs

Establish Global Footprint



Increased Network Utilization



- Smaller number of aircraft share large upfront cost initially
- Installation of awarded aircraft and aircraft wins drive margin expansion
- Additional capacity is success-based
- Raw bandwidth cost expected to continue to decline

Charting the path to profitability

- 1 Strong track record of financial performance
- 2 Business aviation represents significant shareholder value
- 3 Commercial aviation unit economics demonstrate attractive returns on capital
- 4 CA-ROW is on track to reach profitability
- 5 Levers in place to achieve positive Free Cash Flow

Significant ARPA differential for existing and new CA-ROW aircraft

	3Q 2017		3Q 2014
	Aircraft ¹	ARPA	ARPA
Existing aircraft	214	\$282K	\$69K
New aircraft	81	\$76K	N/A
Total	295	\$226K	\$69K

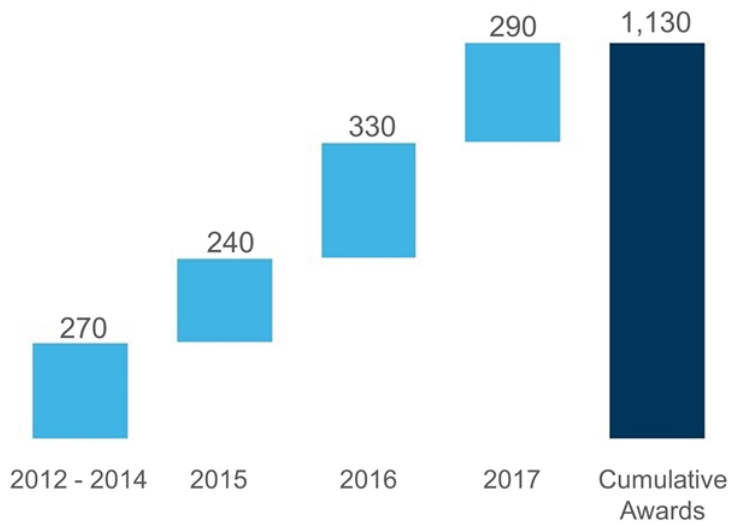
¹ Aircraft equivalents as of 9/30/17.

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Aircraft Online drive profitability: Strong record of success

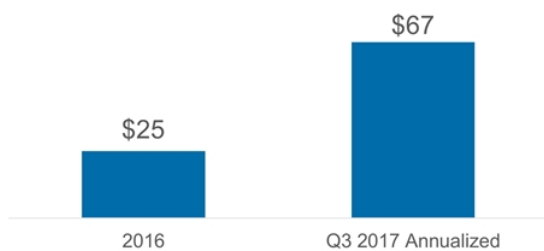
CA-ROW Aircraft Awards



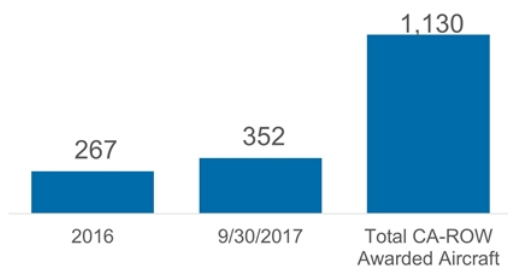
- ~280 awards per year (2015 – 2017)
- 1,130 Total CA-ROW aircraft awards
- OEM Production Line Fit expands available market
- Demonstrated capacity for 750 aircraft installations per year

CA-ROW on path to profitability

Revenue (\$M)



Aircraft Online



Profitability Levers

Aircraft

- Current awards triple aircraft online

ARPA

- Strong current annualized ARPA (\$226K)
- Tenured aircraft offset dilution from new fleet

Margin

- High incremental margin from additional aircraft

Financial Implications

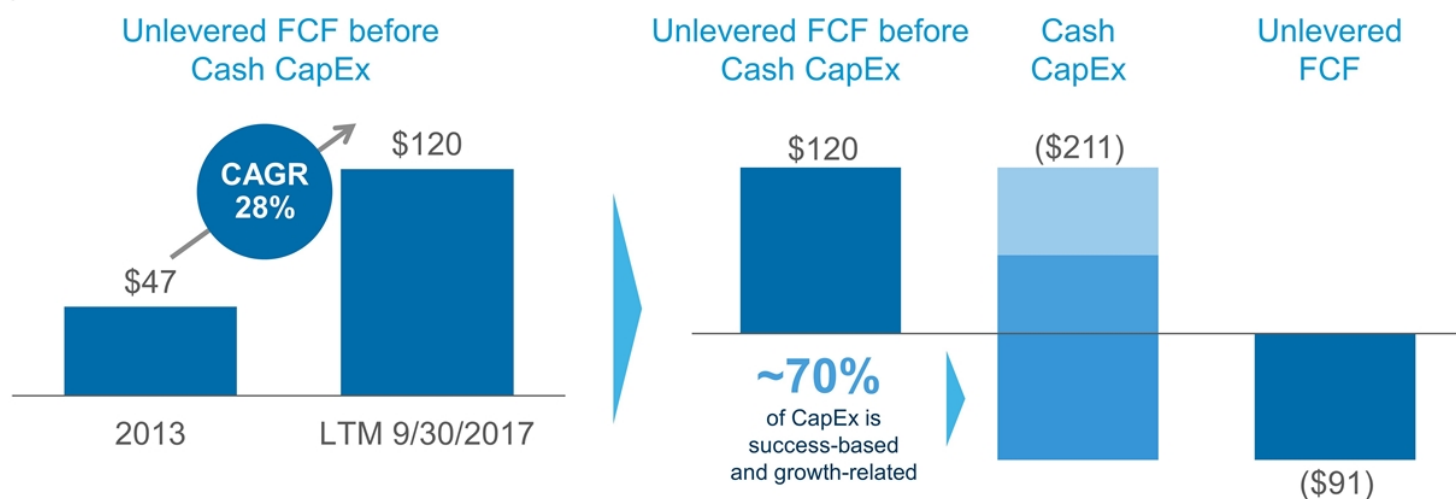
- 2017 expected to be peak investment year
- Current awards sufficient to achieve positive segment profit

Charting the path to profitability

- 1 Strong track record of financial performance
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- 3 Commercial aviation unit economics demonstrate attractive returns on capital
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FCF progress obscured by success-based investment

\$M



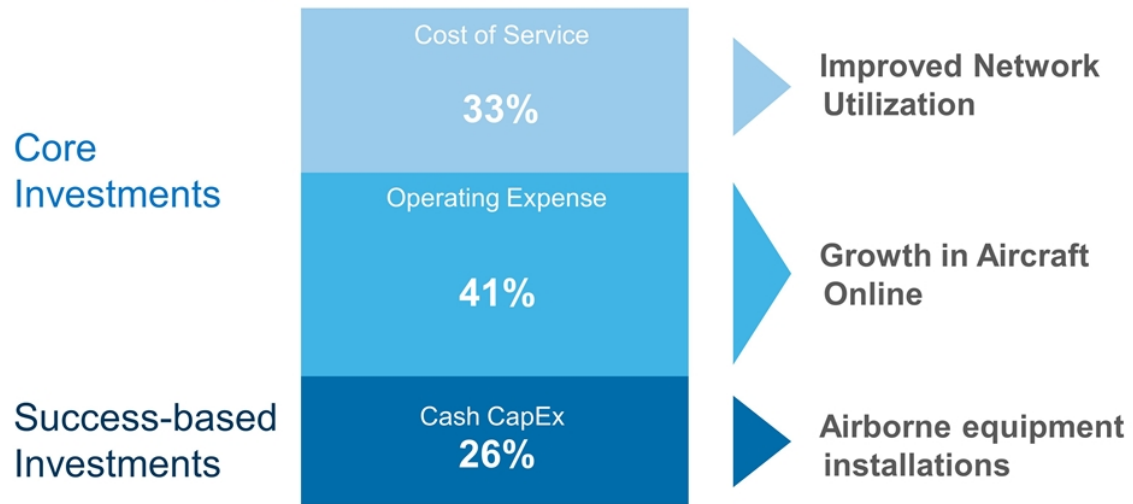
Note: Unlevered Free Cash Flow before Cash Capex is defined as cash flow from operations excluding interest expense. Please see reconciliation of Unlevered Free Cash Flow before Cash CapEx in the appendix.

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Well positioned to leverage core investments

Cash Opex and Capex Composition

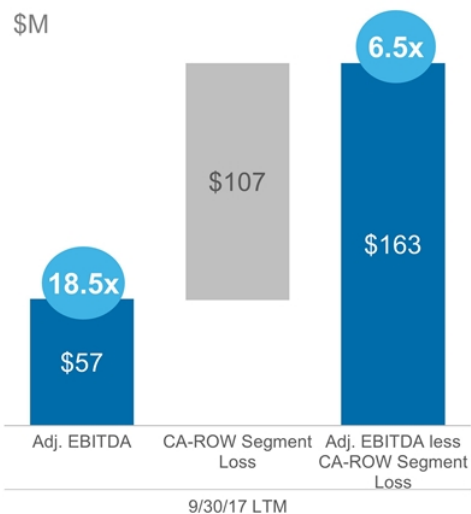


LTM 9/30/2017

Note:
Cash Opex is total operating expenses excluding depreciation and amortization.
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Balance sheet improves through operational execution and refinancing opportunity

Natural deleveraging through operational execution



CAPITALIZATION as of 9/30/17 (\$M)	Amount	Coupon	YTW
Cash, Cash Equivalents, and Short Term Investments	\$411		
Senior Secured Notes ²	\$690	12.50%	7.45%
Convertible Notes ²	\$362	3.75%	
Total Debt	\$1,052		
Net Debt	\$641		

Opportunity to refinance

¹ Please see reconciliation of Adjusted EBITDA in appendix.

² Senior secured notes and convertible notes balance is shown at par. YTW as of 11/3/2017.

Path to Free Cash Flow

Revenue growth driven by AOL and ARPA

Increased utilization of global satellite network

Scale drives operating leverage

Reduce interest expense through potential refinancing

Let's go F A R T H E R





Appendix

Gogo installed and awarded aircraft as of 9/30/2017

Aircraft Online	CA-NA	CA-ROW	Total
ATG Aircraft Online	828	-	828
ATG-4 Aircraft Online	1,749	-	1,749
Ku Aircraft Online	-	261	261
2Ku Aircraft Online	240	91	331
Total Aircraft Online	2,817	352	3,169

2Ku Aircraft Installed & Awarded But Not Yet Installed ¹	CA-NA	CA-ROW	Total
2Ku aircraft installed	245	95	340
2Ku aircraft awarded but not yet installed, aircraft conversions	800	-	800
2Ku aircraft awarded but not yet installed, new aircraft	100	780	880
Total 2Ku aircraft installed and awarded not yet installed	1,145	875	2,000+

¹ Aircraft online and 2Ku aircraft installed figures are as of 9/30/2017. 2Ku awarded but not yet installed, new aircraft are current as of 11/17/2017. Awarded but not yet installed figures are approximate

Note: On May 27, 2016, we entered into a letter agreement with American Airlines whereby American exercised its option to terminate its agreement with Gogo on approximately 550 Gogo-installed mainline aircraft and we currently expect such aircraft to be deinstalled or retired over the next several years.

Adjusted EBITDA reconciliation (\$MM)

	2013	2014	2015	2016	2016 Q4	2017 Q1	2017 Q2	2017 Q3
GAAP Net Income	(146)	(85)	(108)	(125)	(27)	(41)	(44)	(45)
<i>Income Tax Provision</i>	1	1	1	1	0	0	0	0
<i>Interest Income</i>	(0)	(0)	(0)	(2)	(1)	(1)	(1)	(1)
<i>Interest Expense</i>	29	33	59	84	25	27	27	28
<i>Depreciation & Amortization</i>	56	64	87	106	30	30	31	36
EBITDA	(60)	14	39	64	27	16	13	18
<i>Fair Value Derivative Adjustments</i>	36	–	–	–	–	–	–	–
<i>Class A and Class B Senior Convertible Preferred Stock Return</i>	29	–	–	–	–	–	–	–
<i>Accretion of Preferred Stock</i>	5	–	–	–	–	–	–	–
<i>Stock-based Compensation Expense</i>	6	10	15	18	5	4	5	5
<i>Amortization of Deferred Airborne Lease Incentives</i>	(8)	(13)	(20)	(30)	(9)	(9)	(9)	(10)
<i>Loss on Extinguishment of Debt</i>	–	–	–	15	–	–	–	–
<i>Adjustment of Deferred Financing Costs</i>	–	–	2	(1)	–	–	–	–
Adjusted EBITDA	8	11	37	67	23	11	10	13

Note: Minor differences exist due to rounding

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Cash CapEx reconciliation (\$MM)

	2013	2014	2015	2016	2016 Q4	2017 Q1	2017 Q2	2017 Q3
Purchases of Property and Equipment	(105)	(132)	(135)	(148)	(41)	(64)	(65)	(62)
Acquisition of Intangible Assets (Capitalized Software)	(16)	(17)	(18)	(29)	(7)	(8)	(9)	(7)
GAAP Consolidated Capital Expenditures	(121)	(150)	(153)	(177)	(48)	(72)	(74)	(68)
Change in Deferred Airborne Lease Incentives	9	30	37	15	6	4	–	5
Amortization of Deferred Airborne Lease Incentives	8	13	20	29	9	9	9	10
Landlord Incentives	–	10	16	–	–	–	–	–
Cash CapEx	(104)	(98)	(80)	(133)	(34)	(59)	(66)	(53)

Note: Minor differences exist due to rounding

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Unlevered Free Cash Flow before Cash CapEx reconciliation (\$MM)

	2013	2016 Q4	2017 Q1	2017 Q2	2017 Q3
Net cash provided by operating activities	18	20	(14)	16	(7)
Interest income	(0)	(1)	(1)	(1)	(1)
Interest expense	29	25	27	27	28
Unlevered Free Cash Flow before Cash CapEx	47	44	12	43	20

Note: Minor differences exist due to rounding

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