

## Cowen and Company 42nd Annual Technology, Media & Telecom Conference

May 29, 2014

# Safe Harbor Language

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This presentation contains certain statements that are “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements are based on current expectations and assumptions that are subject to risks and uncertainties which may cause actual results to differ materially from the forward-looking statements. Forward-looking statements, such as the statements regarding our expectations with respect to actions by the FCC, future increases in our revenue and profitability and other statements contained in this release regarding matters that are not historical facts, involve predictions.

Any forward-looking statements made in this presentation are accurate as of the date made and are not guarantees of future performance. Actual results or developments may differ materially from the expectations expressed or implied in the forward-looking statements, and we undertake no obligation to update any such statements. Additional information on factors that could influence our financial results is included in our filings with the Securities and Exchange Commission, including our Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and Current Reports on Form 8-K.

# Globalstar's Opportunity

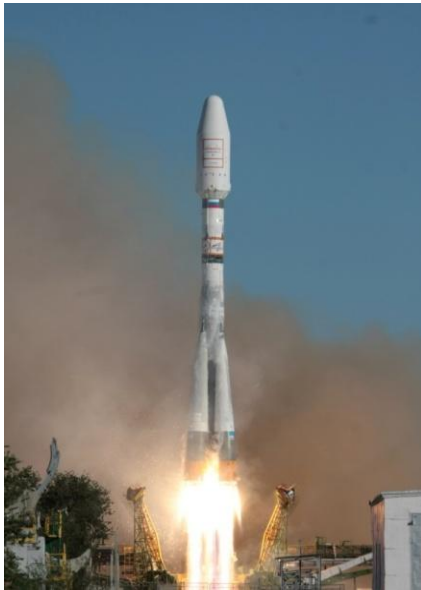
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- **75%** of the Earth's landmass is without terrestrial telecommunications coverage
- **Two billion** people live, work and/or play in areas not covered by cellular service – includes industries that may require presence **outside of cellular reach**, such as Oil & Gas, Transportation and Forestry
- Build-out economics for terrestrial infrastructure remain cost-prohibitive for most of the landmass and satellite coverage provides critical complementary service for connectivity
- In order to provide worldwide wireless coverage, a satellite network must maintain three primary components:
  - Satellite assets
  - Voice and data products
  - Spectrum
- A **global** spectrum position provides unique harmonization across borders

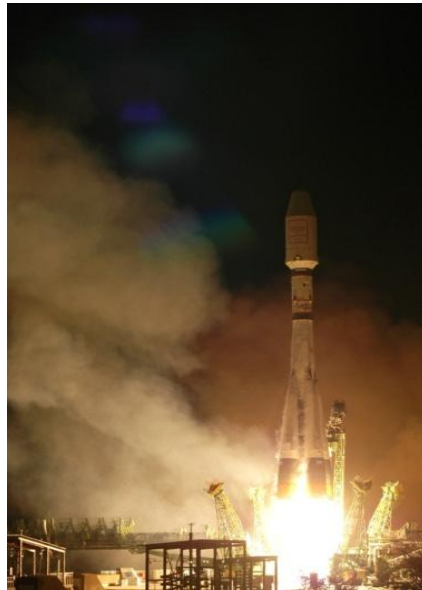
# World's Most Modern Network

In 2013, Globalstar completed the launch and deployment its new satellite constellation with a 15 year design life

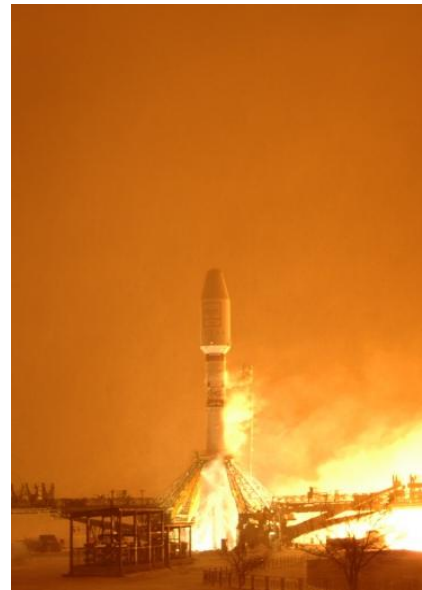
Launch 1 – Oct '10



Launch 2 – July '11



Launch 3 – Dec '11



Launch 4 – Feb '13



## Launch Campaign Highlights

- Four successful launches of six satellites each
- 24 new satellites now providing full commercial service
- 15-Year design life
- “Land-line quality” voice via satellite



# Representative Products and Services

## Commercial Focus

**Mobile and Fixed  
Satellite Phone**  
(Voice and Data)



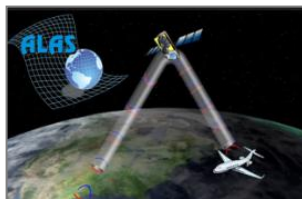
**Data Modem**  
(Voice and Data for 3rd  
Party Integration)



**STX3**  
(M2M Tracking Chip)



**ADS-B**  
(Satellite Tracking  
of Commercial Aircraft)



- **Enterprise, public safety and government products distributed through network of dealers / agents / resellers**
- **Two-way network restored in 2013 driving resurgent commercial business lines**
- **Sat-Fi to be released in Q2 2014**

## Consumer Focus

**SPOT Trace**  
(Consumer Asset  
Tracking)



**SPOT Gen3**  
(Consumer Personal  
Tracking and Emergency)



**SPOT Connect**  
(Consumer SPOT Integrated  
with Smartphone)



**SPOT Global Phone**  
(Consumer Mobile Voice  
and Data)



- **Over 500,000 units sold since 2007 through mass retail channels**
- **Globalstar's SPOT customers have initiated over 3,000 rescues globally, averaging 2 people per rescue and 1 rescue every day**

# Changing the Relevance of Satellite Communications

**\$100 MASS MARKET  
SOLUTION – ALLOWS EVERY  
SMARTPHONE TO BE SATELLITE-  
CAPABLE**



**2 BILLION PEOPLE  
OUT OF CELLULAR  
COVERAGE**



**75% LANDMASS NOT  
SERVED**

**Inexpensive satellite  
connectivity outside of  
cellular reach**

**Reduced costs drives  
addressable market –  
demonstrated consumer  
satellite opportunity with  
SPOT**

# Over the Past Year..

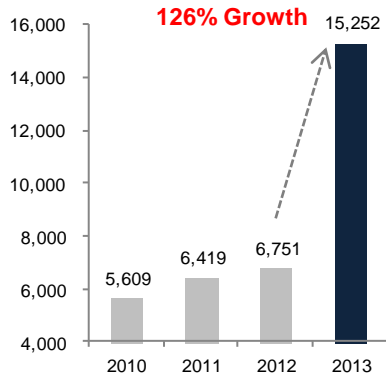
... Globalstar has made tremendous progress across several areas – Company completed constellation restoration, materially improved its balance sheet & made significant progress on the spectrum proceeding

	Q2 2013	Q2 2014
<b>Liquidity &amp; Balance Sheet</b>	<ul style="list-style-type: none"> <li>• \$71.8 million 5.75% Notes put date of April 2013</li> </ul>	<ul style="list-style-type: none"> <li>• <i>Successfully exchanged 5.75% Notes in May 2013</i></li> </ul>
	<ul style="list-style-type: none"> <li>• Required COFACE Facility restructuring including principal schedule, covenants and default status</li> </ul>	<ul style="list-style-type: none"> <li>• <i>Amended and Restated Facility Agreement effective August 2013 – improved financial covenants, repayment profile, default status</i></li> </ul>
	<ul style="list-style-type: none"> <li>• Liquidity uncertainty and unresolved vendor amendment requirements</li> </ul>	<ul style="list-style-type: none"> <li>• <i>\$85 million Thermo backstop, material vendor amendments and agreements</i></li> </ul>
	<ul style="list-style-type: none"> <li>• Common stock listed on OTCQB – limited trading liquidity and visibility</li> </ul>	<ul style="list-style-type: none"> <li>• <i>Materially enhanced trading liquidity and visibility by listing on the NYSE MKT on April 21, 2014</i></li> </ul>
<b>Operational</b>	<ul style="list-style-type: none"> <li>• Recent financial performance recovery</li> </ul>	<ul style="list-style-type: none"> <li>• <i>Accelerating financial performance</i></li> </ul>
	<ul style="list-style-type: none"> <li>• Initial voice and data resurgence</li> </ul>	<ul style="list-style-type: none"> <li>• <i>Meaningful revival of voice and data operations and MSS market share improvement</i></li> </ul>
	<ul style="list-style-type: none"> <li>• Successful launch of Second-Generation constellation, however, awaiting full service restoration</li> </ul>	<ul style="list-style-type: none"> <li>• <i>All Second-Generation satellites providing service by August 2013</i></li> </ul>
	<ul style="list-style-type: none"> <li>• R&amp;D efforts for new product rollout</li> </ul>	<ul style="list-style-type: none"> <li>• <i>Released SPOT Global Phone, SPOT Gen3, SPOT Trace, STX3 and introduced Sat-Fi</i></li> </ul>
<b>Spectrum Proceeding</b>	<ul style="list-style-type: none"> <li>• Uncertain regulatory pathway</li> </ul>	<ul style="list-style-type: none"> <li>• <i>FCC NPRM Released on November 1, 2013 and initiated comment period</i></li> </ul>

# 2013 Financial Resurgence

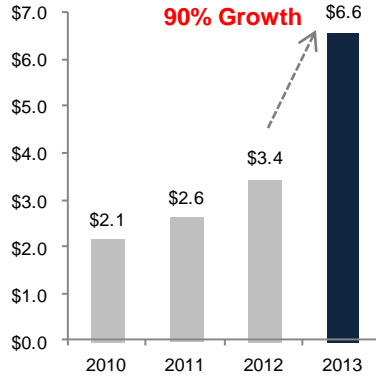
## Voice and Data Highlights

Gross Subscriber Additions

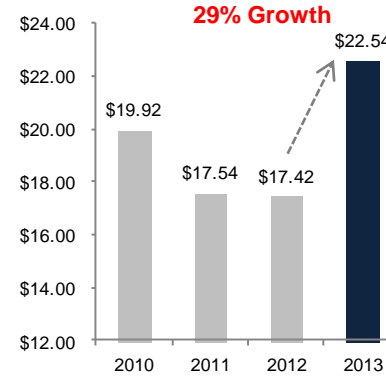


Equipment Revenue

(\$ in millions)

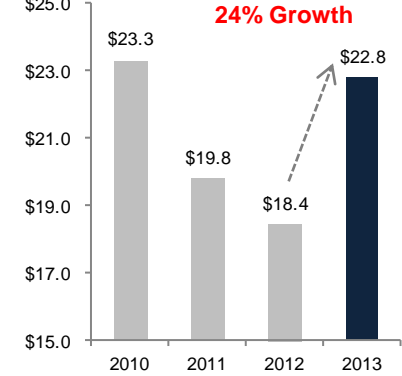


ARPU



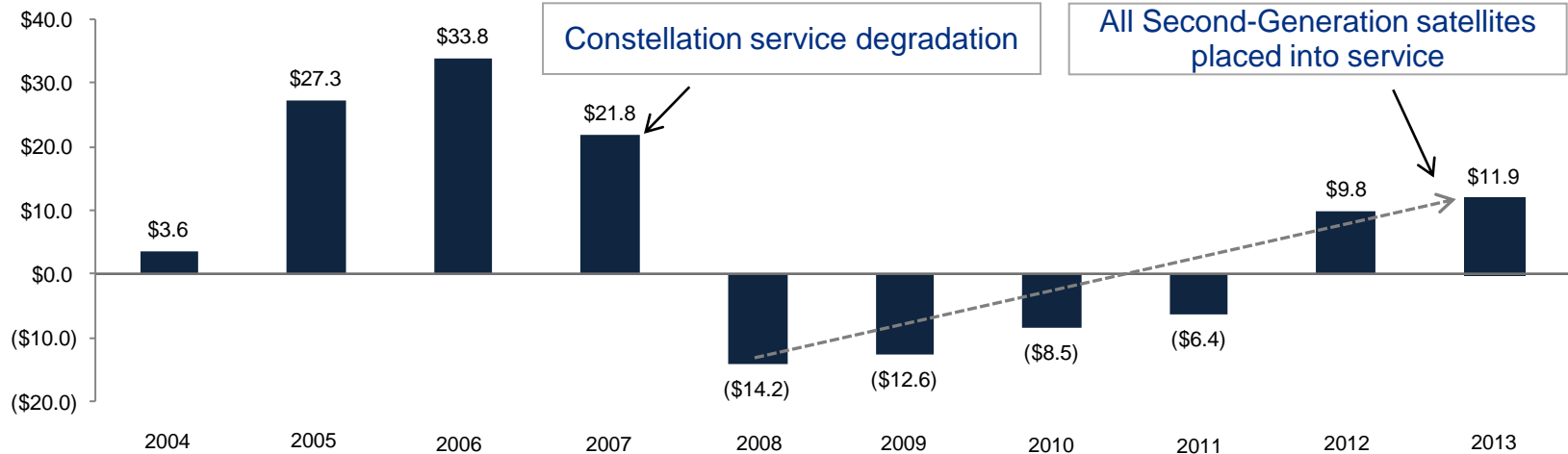
Service Revenue

(\$ in millions)



## Adjusted EBITDA (1)

(\$ in millions)



(1) Adjusted to exclude non-cash compensation expense, reduction in the value of assets, foreign exchange (gains)/losses, R&D costs associated with the development of new products and certain other one-time charges. See reconciliation to GAAP Net Loss on Annex A.



# Sum of the Parts – Primary Components

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## Core MSS Operations

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- Fully restored satellite network for core MSS operations
- Diverse business lines across consumer, commercial and government markets
- Resurgent Duplex service with material improvements across principal metrics
- Historically, focus has been on North America – beginning in late 2013, operational focus has materially expanded

## U.S. Spectrum

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- 1.6 GHz and 2.4 GHz positions with single, contiguous U.S. license
- Targeting Terrestrial Low Power Service (“TLPS”) authority by end of 2014
  - Managed, carrier grade service
  - Increased data speeds and range
  - Leverages existing infrastructure



## Global Spectrum Authority

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- ITU authority for 25.225 MHz – opportunity to free up terrestrial authority worldwide
- Unique globally harmonized position
- Opportunity to deploy terrestrial services including TLPS after U.S. approval – leverages worldwide infrastructure standards

# The Wi-Fi “Traffic Jam” & Globalstar’s TLPS Solution

Due to the extreme prevalence of unlicensed Wi-Fi activity on Channels 1, 6 and 11, these three channels are highly compromised by the effects of co-channel interference. TLPS represents a contrasting spectrum parcel of extreme quiet and high interference immunity.

## 3D Spectrogram

Two Canal Park, 5<sup>th</sup> Floor  
Cambridge, MA 02141

42.36967 deg -71.05305 deg

Time  
(min)

2400 MHz

2500 MHz

0

2400 MHz

2500 MHz

30

PUBLIC CH. 1

34% of Wi-Fi Activity

PUBLIC CH. 6

28% of Wi-Fi Activity

PUBLIC CH. 11

32% of Wi-Fi Activity

TLPS

Globalstar

# Potential For Worldwide TLPS Deployment

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Globalstar's unique worldwide authority across its S-band allows for the potential for global deployment of TLPS.

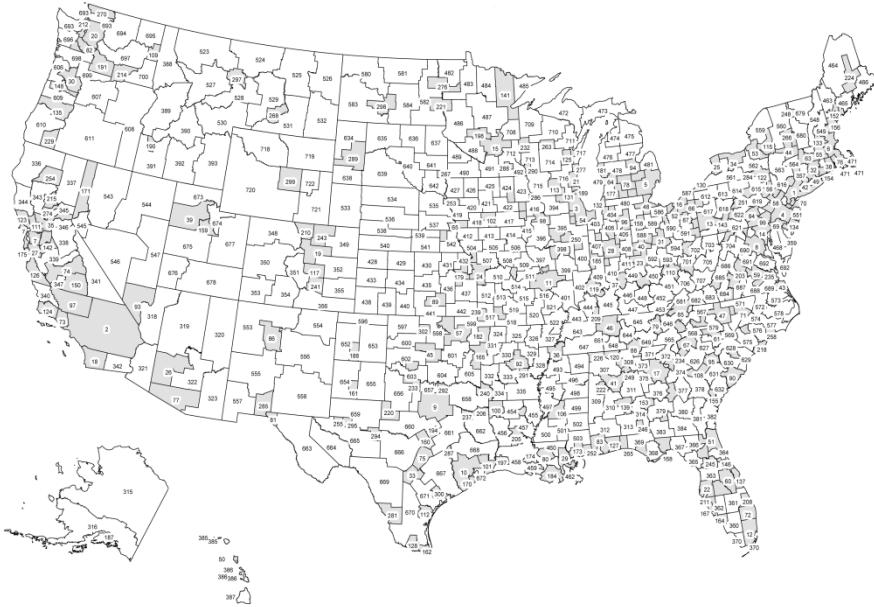
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## Globalstar's TLPS Solution

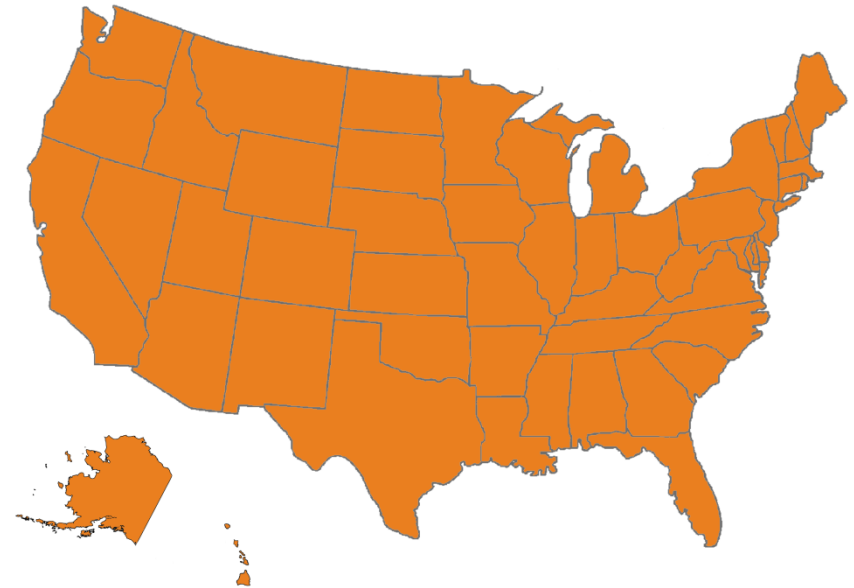


# TLPS is a Coast to Coast Solution

Globalstar spectrum in the 2.4 and 1.6 GHz bands may be utilized continuously. TLPS can be deployed across the U.S. without geographical fragmentation.



**12 Regional Economic Areas**  
**176 Basic Economic Areas**  
**734 Cellular Market Areas**



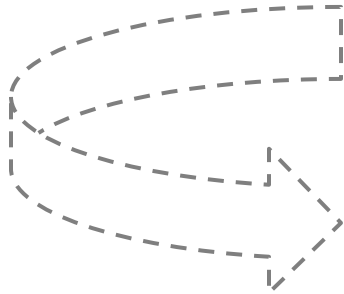
**TLPS**

# Globalstar Value Drivers

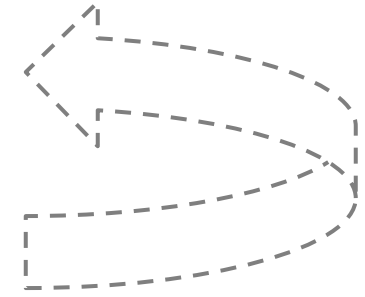
**Resurgent global MSS  
business**

**Unique product  
offering across  
consumer, enterprise  
and government  
markets**

**Superior satellite  
network offering lowest  
latency, lowest cost per  
bit**



**Globalstar** 

The logo features the word "Globalstar" in a bold, sans-serif font. To the right of the text is a graphic element consisting of a black four-pointed star with a white center, and an orange swoosh that starts from the top left, curves over the top, and ends with an arrowhead pointing towards the star.

**Nationwide,  
contiguous U.S.  
spectrum position**

**Global, contiguous ITU  
spectrum authorization**

**Immediately  
deployable TLPS  
capability – low-cost  
carrier grade  
connectivity for small  
cell, video and  
enterprise**

# Annex A – Reconciliation of Annual Adjusted EBITDA

(\$ in millions)

	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
<b>Net loss</b>	\$0.4	\$18.7	\$23.6	(\$27.9)	(\$22.8)	(\$74.9)	(\$97.5)	(\$54.9)	(\$112.2)	(\$591.1)
Interest income and expense, net	1.3	(0.0)	2.1	5.9	1.0	5.9	4.6	4.8	21.5	67.8
Derivative (gain) loss	0.0	0.0	0.0	3.2	3.3	16.0	30.0	(23.8)	(7.0)	306.0
Income tax expense (benefit)	(4.3)	2.5	(14.1)	2.9	(2.3)	(0.0)	0.4	(0.1)	0.4	1.1
Depreciation, amortization, and accretion	2.0	3.0	6.7	13.1	27.0	21.9	27.4	50.0	69.8	90.6
Other income (expense)	0.0	2.3	7.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDA</b>	<b>(\$0.7)</b>	<b>\$26.5</b>	<b>\$26.3</b>	<b>(\$2.8)</b>	<b>\$6.2</b>	<b>(\$31.3)</b>	<b>(\$35.1)</b>	<b>(\$24.0)</b>	<b>(\$27.5)</b>	<b>(\$125.6)</b>
Reduction in the value of long-lived assets & inventory	\$0.1	\$0.1	\$1.9	\$19.1	\$0.4	\$0.9	\$16.0	\$12.4	\$8.6	\$5.8
Non-cash compensation	0.0	0.0	1.2	9.6	12.9	10.6	1.0	2.2	1.3	2.3
Research and development	0.0	0.0	0.0	0.0	2.7	4.3	3.7	1.8	0.3	0.6
Severance	0.0	0.0	0.0	0.0	0.0	1.6	2.1	1.3	0.1	0.0
Foreign exchange and other (income) loss	0.0	0.0	4.0	(8.7)	4.5	(0.7)	0.8	0.9	2.3	3.0
(Gain) Loss on extinguishment of debt	0.0	0.0	0.0	0.0	(41.4)	0.0	0.0	0.0	0.0	109.1
Revenue recognized from Open Range lease term.	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(2.0)	0.0	0.0
Thales arbitration expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0	1.8	0.0
Contract termination charge	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	22.0	0.0
Loss on future equity issuance	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	16.7
Write off of deferred financing costs	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8	0.0
Other one time non-recurring charges	4.1	0.6	0.4	4.7	0.6	1.9	2.9	0.0	0.0	0.0
<b>Adjusted EBITDA</b>	<b>\$3.6</b>	<b>\$27.3</b>	<b>\$33.8</b>	<b>\$21.8</b>	<b>(\$14.2)</b>	<b>(\$12.6)</b>	<b>(\$8.5)</b>	<b>(\$6.4)</b>	<b>\$9.8</b>	<b>\$11.9</b>