

Gogo Inc.  
Form 10-Q  
November 05, 2015  
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**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**  
**Washington, D.C. 20549**

**FORM 10-Q**

(Mark One):

**QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934.**

**For the quarterly period ended September 30, 2015**

**OR**

**TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934.**

**For the transition period from \_\_\_\_\_ to \_\_\_\_\_**

**Commission File Number: 001-35975**

**Gogo Inc.**

**(Exact name of registrant as specified in its charter)**

**Delaware**  
**(State or other jurisdiction of**  
**Incorporation or Organization)**  
**111 North Canal St., Suite 1500**  
**Chicago, IL 60606**  
**(Address of principal executive offices)**  
**Telephone Number (312) 517-5000**  
**(Registrant's telephone number, including area code)**

**27-1650905**  
**(I.R.S. Employer**  
**Identification No.)**

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting company. See the definitions of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act.

Large accelerated filer  Accelerated filer   
Non-accelerated filer  (Do not check if smaller reporting company) Smaller reporting company   
Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

As of November 2, 2015, 85,847,932 shares of \$0.0001 par value common stock were outstanding.



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Table of Contents**PART I. FINANCIAL INFORMATION****ITEM 1. FINANCIAL STATEMENTS****Gogo Inc. and Subsidiaries****Unaudited Condensed Consolidated Balance Sheets***(in thousands, except share and per share data)*

	<b>September 30, 2015</b>	<b>December 31, 2014</b>
<b>Assets</b>		
<b>Current assets:</b>		
Cash and cash equivalents	\$ 387,955	\$ 211,236
Accounts receivable, net of allowances of \$592 and \$774, respectively	51,812	48,509
Inventories	21,911	21,913
Prepaid expenses and other current assets	9,589	13,236
<b>Total current assets</b>	<b>471,267</b>	<b>294,894</b>
<b>Non-current assets:</b>		
Property and equipment, net	419,399	363,108
Intangible assets, net	78,200	78,464
Goodwill	620	620
Long-term restricted cash	7,535	7,874
Debt issuance costs	17,662	11,296
Other non-current assets	13,159	11,384
<b>Total non-current assets</b>	<b>536,575</b>	<b>472,746</b>
<b>Total assets</b>	<b>\$ 1,007,842</b>	<b>\$ 767,640</b>
<b>Liabilities and Stockholders equity</b>		
<b>Current liabilities:</b>		
Accounts payable	\$ 27,154	\$ 41,026
Accrued liabilities	74,303	52,894
Accrued airline revenue share	13,240	13,273
Deferred revenue	27,536	20,181
Deferred airborne lease incentives	19,124	13,767
Current portion of long-term debt and capital leases	9,873	10,345
<b>Total current liabilities</b>	<b>171,230</b>	<b>151,486</b>
<b>Non-current liabilities:</b>		
Long-term debt	566,749	301,922

Deferred airborne lease incentives	107,610	83,794
Deferred tax liabilities	7,218	6,598
Other non-current liabilities	59,850	26,082
<b>Total non-current liabilities</b>	<b>741,427</b>	<b>418,396</b>
<b>Total liabilities</b>	<b>912,657</b>	<b>569,882</b>
<b>Commitments and contingencies (Note 11)</b>		
<b>Stockholders equity</b>		
Common stock, par value \$0.0001 per share; 500,000,000 shares authorized at September 30, 2015 and December 31, 2014; 86,068,937 and 85,483,300 shares issued at September 30, 2015 and December 31, 2014, respectively; and 85,847,932 and 85,300,774 shares outstanding at September 30, 2015 and December 31, 2014, respectively	9	9
Additional paid-in-capital	856,267	884,205
Accumulated other comprehensive loss	(2,101)	(1,200)
Accumulated deficit	(758,990)	(685,256)
<b>Total stockholders equity</b>	<b>95,185</b>	<b>197,758</b>
<b>Total liabilities and stockholders equity</b>	<b>\$ 1,007,842</b>	<b>\$ 767,640</b>

*See the Notes to Unaudited Condensed Consolidated Financial Statements*

**Table of Contents****Gogo Inc. and Subsidiaries****Unaudited Condensed Consolidated Statements of Operations***(in thousands, except per share amounts)*

	<b>For the Three Months Ended September 30,</b>		<b>For the Nine Months Ended September 30,</b>	
	<b>2015</b>	<b>2014</b>	<b>2015</b>	<b>2014</b>
<b>Revenue:</b>				
Service revenue	\$ 107,243	\$ 81,586	\$ 304,044	\$ 233,042
Equipment revenue	19,164	22,449	59,065	66,216
<b>Total revenue</b>	<b>126,407</b>	<b>104,035</b>	<b>363,109</b>	<b>299,258</b>
<b>Operating expenses:</b>				
Cost of service revenue (exclusive of items shown below)	45,477	42,747	135,406	123,942
Cost of equipment revenue (exclusive of items shown below)	9,744	11,906	29,375	30,519
Engineering, design and development	21,367	16,193	55,732	46,081
Sales and marketing	12,345	10,354	34,051	28,083
General and administrative	26,813	21,102	76,652	58,529
Depreciation and amortization	22,224	17,016	61,814	47,585
<b>Total operating expenses</b>	<b>137,970</b>	<b>119,318</b>	<b>393,030</b>	<b>334,739</b>
<b>Operating loss</b>	<b>(11,563)</b>	<b>(15,283)</b>	<b>(29,921)</b>	<b>(35,481)</b>
<b>Other (income) expense:</b>				
Interest income	(49)	(11)	(65)	(35)
Interest expense	16,734	9,370	42,630	23,999
Other (income) expense	377	(35)	287	28
<b>Total other expense</b>	<b>17,062</b>	<b>9,324</b>	<b>42,852</b>	<b>23,992</b>
<b>Loss before incomes taxes</b>	<b>(28,625)</b>	<b>(24,607)</b>	<b>(72,773)</b>	<b>(59,473)</b>
Income tax provision	245	292	961	954
<b>Net loss</b>	<b>\$ (28,870)</b>	<b>\$ (24,899)</b>	<b>\$ (73,734)</b>	<b>\$ (60,427)</b>
<b>Net loss attributable to common stock per share basic and diluted</b>	<b>\$ (0.37)</b>	<b>\$ (0.29)</b>	<b>\$ (0.92)</b>	<b>\$ (0.71)</b>
<b>Weighted average number of shares basic and diluted</b>	<b>78,633</b>	<b>85,226</b>	<b>80,047</b>	<b>85,103</b>

*See the Notes to Unaudited Condensed Consolidated Financial Statements*





Table of Contents**Gogo Inc. and Subsidiaries****Unaudited Condensed Consolidated Statements of Comprehensive Loss***(in thousands)*

	<b>For the Three Months Ended September 30,</b>		<b>For the Nine Months Ended September 30,</b>	
	<b>2015</b>	<b>2014</b>	<b>2015</b>	<b>2014</b>
<b>Net loss</b>	\$ (28,870)	\$ (24,899)	\$ (73,734)	\$ (60,427)
Currency translation adjustments	(412)	(473)	(901)	(353)
<b>Comprehensive loss</b>	\$ (29,282)	\$ (25,372)	\$ (74,635)	\$ (60,780)

*See the Notes to Unaudited Condensed Consolidated Financial Statements*

Table of Contents**Gogo Inc. and Subsidiaries****Unaudited Condensed Consolidated Statements of Cash Flows***(in thousands)*

	<b>For the Nine Months Ended September 30,</b>	
	<b>2015</b>	<b>2014</b>
<b>Operating activities:</b>		
<b>Net loss</b>	\$ (73,734)	\$ (60,427)
Adjustments to reconcile net loss to cash provided by operating activities:		
Depreciation and amortization	61,814	47,585
Loss on asset disposals/abandonments	2,075	1,489
Deferred income taxes	620	621
Stock-based compensation expense	10,843	6,732
Amortization of deferred financing costs	3,016	2,452
Accretion of debt discount	8,472	
Changes in operating assets and liabilities:		
Accounts receivable	(3,685)	(10,820)
Inventories	2	(3,600)
Prepaid expenses and other current assets	3,848	2,919
Accounts payable	(5,146)	5,406
Accrued liabilities	15,633	1,412
Accrued airline revenue share	(30)	1,613
Deferred airborne lease incentives	22,525	13,384
Deferred revenue	19,755	6,129
Deferred rent	19,927	3,660
Accrued interest	1,116	9
Other non-current assets and liabilities	286	296
<b>Net cash provided by operating activities</b>	<b>87,337</b>	<b>18,860</b>
<b>Investing activities:</b>		
Proceeds from the sale of property and equipment	75	32
Purchases of property and equipment	(105,105)	(94,941)
Acquisition of intangible assets capitalized software	(12,678)	(14,572)
Decrease (increase) in restricted cash	20	(2,500)
<b>Net cash used in investing activities</b>	<b>(117,688)</b>	<b>(111,981)</b>
<b>Financing activities:</b>		
Proceeds from the issuance of convertible notes	361,940	
Proceeds from credit facility		75,000
Forward transactions	(140,000)	
Payment of issuance costs	(10,669)	(1,500)

Payment of debt, including capital leases	(8,884)	(6,263)
Stock option exercises	4,113	2,772
<b>Net cash provided by financing activities</b>	<b>206,500</b>	<b>70,009</b>
Effect of exchange rate changes on cash	570	(24)
<b>Increase (decrease) in cash and cash equivalents</b>	<b>176,719</b>	<b>(23,136)</b>
Cash and cash equivalents at beginning of period	211,236	266,342
<b>Cash and cash equivalents at end of period</b>	<b>\$ 387,955</b>	<b>\$ 243,206</b>
<b>Supplemental Cash Flow Information:</b>		
Cash paid for interest	\$ 30,666	\$ 21,484
Cash paid for taxes	409	333
<b>Noncash Investing and Financing Activities:</b>		
Purchases of property and equipment in current liabilities	\$ 24,611	\$ 16,643
Purchases of property and equipment paid by commercial airlines	7,295	3,245
Purchases of property and equipment under capital leases	3,178	2,942
Acquisition of intangible assets in current liabilities	1,654	1,034
Asset retirement obligation incurred	769	1,210

*See the Notes to Unaudited Condensed Consolidated Financial Statements*

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**Table of Contents****Gogo Inc. and Subsidiaries****Notes to Unaudited Condensed Consolidated Financial Statements****1. Basis of Presentation**

**The Business** - Gogo Inc. ( we , us , our ) is a holding company, which through its operating subsidiaries is a provider of in-flight connectivity and wireless in-cabin digital entertainment solutions. We operate through the following three segments: Commercial Aviation North America or CA-NA , Commercial Aviation Rest of World or CA-ROW and Business Aviation or BA . Services provided by our CA-NA and CA-ROW businesses include Gogo Connectivity, which allows passengers to connect to the internet from their personal Wi-Fi-enabled devices; Gogo Vision, which offers passengers the opportunity to enjoy a broad selection of in-flight entertainment options on their personal Wi-Fi enabled devices; and other service revenue, which include a broad range of customizable, targeted content, advertising and e-commerce services. Services are provided by the CA-NA business on commercial aircraft flying routes that generally begin and end within North America, which for this purpose includes the United States, Canada and Mexico. Our CA-ROW business, which is in the start-up phase as we launched commercial international service in March 2014, provides service on commercial aircraft operated by foreign-based commercial airlines and international flights of North American based commercial airlines. The routes included in our CA-ROW segment are those that begin and/or end outside of North America (as defined above) for which our international service is provided. Our BA business provides in-flight internet connectivity and other voice and data communications products and services and sells equipment for in-flight telecommunications to the business aviation market. BA services include Gogo Biz, our in-flight broadband service which utilizes our ATG network and spectrum, Gogo Vision, and satellite-based voice and data services through our strategic alliances with satellite companies.

**Basis of Presentation** - The accompanying unaudited condensed consolidated financial statements and notes have been prepared in accordance with accounting principles generally accepted in the United States of America ( GAAP ) and in conformity with Article 10 of Regulation S-X promulgated under the Securities Act of 1933, as amended. Accordingly, they do not include all of the information and notes required by GAAP for complete financial statements and should be read in conjunction with our annual audited consolidated financial statements and the notes thereto included in our Annual Report on Form 10-K for the year ended December 31, 2014 as filed with the Securities Exchange Commission ( SEC ) on February 27, 2015 (the 2014 10-K ). These unaudited condensed consolidated financial statements reflect, in the opinion of management, all material adjustments (which include normal recurring adjustments) necessary to fairly state, in all material respects, our financial position, results of operations and cash flows for the periods presented.

The results of operations and cash flows for the three and nine month periods ended September 30, 2015 are not necessarily indicative of the results that may be expected for the fiscal year ending December 31, 2015.

We have one class of common stock outstanding as of September 30, 2015 and December 31, 2014.

**Use of Estimates** - The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosures of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenue and expenses during the reporting period. On an ongoing basis, management evaluates the significant estimates and bases such estimates on historical experience and on various other assumptions believed to be reasonable under the circumstances. However, actual results could differ materially from those estimates.

**Reclassifications** - In order to conform to the current year presentation, certain amounts in our 2014 unaudited condensed consolidated statements of cash flows have been reclassified. Specifically, accrued interest is stated separately in the unaudited condensed consolidated statement of cash flows. For the nine month period ended September 30, 2014, accrued interest of \$9 thousand had been included in accrued liabilities in our unaudited condensed consolidated statement of cash flows.

## **2. Recent Accounting Pronouncements**

In May 2014, the Financial Accounting Standards Board ( FASB ) issued Accounting Standards Update ( ASU ) 2014-09, *Revenue From Contracts With Customers* ( ASU 2014-09 ). This pronouncement outlines a single comprehensive model to use in accounting for revenue arising from contracts with customers and supersedes most current revenue recognition guidance. The core principle of ASU 2014-09 is that an entity recognizes revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. This guidance is effective for annual reporting periods beginning after December 15, 2017, including interim periods within the annual reporting periods. Early adoption of the guidance is permitted for annual reporting periods beginning after December 15, 2016,

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**Table of Contents****Gogo Inc. and Subsidiaries****Notes to Unaudited Condensed Consolidated Financial Statements (Continued)**

including interim reporting periods within the annual reporting periods. This standard will be applied using either the full or modified retrospective adoption methods. We will adopt this guidance as of January 1, 2018. We are currently evaluating the impact of the adoption of this guidance on our financial position, results of operations and cash flows.

In August 2014, the FASB issued ASU 2014-15, *Disclosure of Uncertainties about an Entity's Ability to Continue as a Going Concern* (ASU 2014-15). This pronouncement provides additional guidance surrounding the disclosure of going concern uncertainties in the financial statements and requires that management perform interim and annual assessments of an entity's ability to continue as a going concern within one year of the date the financial statements are issued. We will adopt this guidance as of January 1, 2017. We do not anticipate that the adoption of this guidance will result in additional disclosures.

In April 2015, the FASB issued ASU 2015-03, *Interest Imputation of Interest (Subtopic 835-30)* (ASU 2015-03), which requires that debt issuance costs be presented in the balance sheets as a direct deduction from the carrying amount of the related debt liability. The new requirement is effective for fiscal years beginning on or after December 15, 2015, and for interim periods within those fiscal years. Retrospective presentation is required for all comparable periods presented. As of September 30, 2015, we have \$17.7 million of debt issuance costs that will be reclassified from a long-term asset to a reduction in the carrying amount of our debt when this requirement becomes effective.

In July 2015, the FASB issued ASU 2015-11, *Inventory (Topic 330): Simplifying the Measurement of Inventory* (ASU 2015-11), which requires entities to measure most inventory at the lower of cost and net realizable value, thereby simplifying the current guidance under which an entity must measure inventory at the lower of cost or market (market in this context is defined as one of three different measures). ASU 2015-11 will not apply to inventories that are measured by using either the last-in, first-out (LIFO) method or the retail inventory method (RIM). ASU 2015-11 is effective prospectively for annual periods beginning after December 15, 2016, and interim periods therein. We are currently evaluating the impact of the adoption of this guidance on our financial position, results of operations and cash flows.

**3. Net Loss Per Share**

Basic and diluted net loss per share have been calculated using the weighted-average number of common shares outstanding for the period. The shares of common stock effectively repurchased in connection with the Forward Transactions (as defined and described in Note 8, *Long-Term Debt and Other Liabilities*) are considered participating securities requiring the two-class method to calculate basic and diluted earnings per share. Net earnings in future periods will be allocated between common shares and participating securities. In periods of a net loss, the shares associated with the Forward Transactions will not receive an allocation of losses, as the counterparties to the Forward Transactions are not required to fund losses. Additionally, the calculation of weighted average shares outstanding as of September 30, 2015 excludes approximately 7.2 million shares that will be repurchased as a result of the Forward Transactions.

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As a result of the net loss for the three and nine month periods ended September 30, 2015 and 2014, all of the outstanding shares of common stock underlying stock options, deferred stock units and restricted stock units were excluded from the computation of diluted shares outstanding because they were anti-dilutive.

The following table sets forth the computation of basic and diluted earnings per share for the three and nine month periods ended September 30, 2015 and 2014; however, because of the undistributed losses, the shares of common stock associated with the Forward Transactions are excluded from the computation of basic earnings per share in 2015 as undistributed losses are not allocated to these shares (*in thousands, except per share amounts*):

**Table of Contents****Gogo Inc. and Subsidiaries****Notes to Unaudited Condensed Consolidated Financial Statements (Continued)**

	<b>For the Three Months Ended September 30,</b>		<b>For the Nine Months Ended September 30,</b>	
	<b>2015</b>	<b>2014</b>	<b>2015</b>	<b>2014</b>
Net loss	\$ (28,870)	\$ (24,899)	\$ (73,734)	\$ (60,427)
Less: Participation rights of the Forward Transactions				
Undistributed losses	\$ (28,870)	\$ (24,899)	\$ (73,734)	\$ (60,427)
Weighted-average common shares outstanding-basic and diluted	78,633	85,226	80,047	85,103
Net loss attributable to common stock per share-basic and diluted	\$ (0.37)	\$ (0.29)	\$ (0.92)	\$ (0.71)

**4. Inventories**

Inventories consist primarily of telecommunications systems and parts, and are recorded at the lower of cost (average cost) or market. We evaluate the need for write-downs associated with obsolete, slow-moving, and nonsalable inventory by reviewing net realizable inventory values on a periodic basis.

Inventories as of September 30, 2015 and December 31, 2014, all of which were included within the BA segment, were as follows (*in thousands*):

	<b>September 30, 2015</b>	<b>December 31, 2014</b>
Work-in-process component parts	\$ 13,427	\$ 16,578
Finished goods	8,484	5,335
Total inventory	\$ 21,911	\$ 21,913

**5. Composition of Certain Balance Sheet Accounts**

Prepaid expenses and other current assets as of September 30, 2015 and December 31, 2014 were as follows (*in thousands*):



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	<b>September 30, 2015</b>	<b>December 31, 2014</b>
Prepaid rent	\$ 2,471	\$ 1,314
Prepaid insurance	901	187
Tenant improvement allowance receivables	91	5,406
Deposits and prepayments on satellite services	10	972
Other	6,116	5,357
Total prepaid expenses and other current assets	\$ 9,589	\$ 13,236

Property and equipment as of September 30, 2015 and December 31, 2014 were as follows (*in thousands*):

	<b>September 30, 2015</b>	<b>December 31, 2014</b>
Office equipment, furniture, fixtures and other	\$ 43,447	\$ 32,289
Leasehold improvements	41,787	31,031
Airborne equipment	387,837	319,835
Network equipment	152,831	146,795
	625,902	529,950
Accumulated depreciation	(206,503)	(166,842)
Property and equipment, net	\$ 419,399	\$ 363,108

**Table of Contents****Gogo Inc. and Subsidiaries****Notes to Unaudited Condensed Consolidated Financial Statements (Continued)**

Other non-current assets as of September 30, 2015 and December 31, 2014 were as follows (*in thousands*):

	<b>September 30, 2015</b>	<b>December 31, 2014</b>
Deposits on satellite and other airborne equipment	\$ 10,107	\$ 5,689
Canadian ATG license payments (1)	2,023	2,417
Deposits on furniture and fixtures		2,335
Other	1,029	943
<b>Total other non-current assets</b>	<b>\$ 13,159</b>	<b>\$ 11,384</b>

(1) See Note 17, Canadian ATG Spectrum License for further information.

Accrued liabilities as of September 30, 2015 and December 31, 2014 were as follows (*in thousands*):

	<b>September 30, 2015</b>	<b>December 31, 2014</b>
Employee compensation and benefits	\$ 20,480	\$ 13,211
Airborne equipment and installation costs	14,284	9,548
Airborne partner related accrued liabilities	10,953	7,718
Deferred rent	3,596	3,637
Other	24,990	18,780
<b>Total accrued liabilities</b>	<b>\$ 74,303</b>	<b>\$ 52,894</b>

Other non-current liabilities as of September 30, 2015 and December 31, 2014 were as follows (*in thousands*):

	<b>September 30, 2015</b>	<b>December 31, 2014</b>
Deferred rent	\$ 34,344	\$ 14,390
Deferred revenue	13,141	741
Asset retirement obligations	7,303	6,153
Capital leases	4,197	3,813
Other	865	985

Total other non-current liabilities	\$	59,850	\$	26,082
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**6. Intangible Assets**

Our intangible assets are comprised of both indefinite-lived and finite-lived intangible assets. Intangible assets with indefinite lives and goodwill are not amortized, but are reviewed for impairment at least annually or whenever events or circumstances indicate the carrying value of the asset may not be recoverable. We perform our annual impairment tests of our indefinite-lived intangible assets and goodwill during the fourth quarter of each fiscal year. We also reevaluate the useful life of the indefinite-lived intangible assets each reporting period to determine whether events and circumstances continue to support an indefinite useful life. The results of our annual indefinite-lived intangible assets and goodwill impairment assessments in the fourth quarter of 2014 indicated no impairment.

As of September 30, 2015 and December 31, 2014, our goodwill balance, all of which related to our BA segment, was \$0.6 million.

**Table of Contents****Gogo Inc. and Subsidiaries****Notes to Unaudited Condensed Consolidated Financial Statements (Continued)**

Our intangible assets, other than goodwill, as of September 30, 2015 and December 31, 2014 were as follows (*in thousands, except for weighted average remaining useful life*):

	Weighted Average Remaining Useful Life (in years)	As of September 30, 2015			As of December 31, 2014		
		Gross Carrying Amount	Accumulated Amortization	Net Carrying Amount	Gross Carrying Amount	Accumulated Amortization	Net Carrying Amount
<b>Amortized intangible assets:</b>							
Software	2.5	\$ 85,761	\$ (46,775)	\$ 38,986	\$ 72,940	\$ (35,075)	\$ 37,865
Trademark/trade name	2.6	3,072	(2,962)	110	3,072	(2,929)	143
Aircell Axxess technology		4,129	(4,129)		4,129	(4,103)	26
OEM and dealer relationships	1.3	6,724	(5,826)	898	6,724	(5,322)	1,402
Service customer relationship	4.6	8,081	(3,503)	4,578	8,081	(2,747)	5,334
Other intangible assets	4.5	1,500	(155)	1,345	1,500	(89)	1,411
Total amortized intangible assets		109,267	(63,350)	45,917	96,446	(50,265)	46,181
<b>Unamortized intangible assets:</b>							
FCC Licenses		32,283		32,283	32,283		32,283
<b>Total intangible assets</b>		<b>\$ 141,550</b>	<b>\$ (63,350)</b>	<b>\$ 78,200</b>	<b>\$ 128,729</b>	<b>\$ (50,265)</b>	<b>\$ 78,464</b>

Amortization expense was \$4.9 million and \$13.1 million for the three and nine month periods ended September 30, 2015, respectively, and \$2.5 million and \$8.0 million, respectively, for the comparable prior year periods.

Amortization expense for each of the next five years and thereafter is estimated to be as follows (*in thousands*):

Years ending December 31,	Amortization Expense
2015 (period from October 1 to December 31)	\$ 4,585
2016	\$ 17,203
2017	\$ 12,033
2018	\$ 6,630

2019	\$	2,398
Thereafter	\$	3,068

Actual future amortization expense could differ from the estimated amount as the result of future investments and other factors.

## 7. Warranties

Our BA segment provides warranties on parts and labor for our systems. Our warranty terms range from two to five years. Warranty reserves are established for costs that are estimated to be incurred after the sale, delivery, and installation of the products under warranty. The warranty reserves are determined based on known product failures, historical experience and other available evidence, and are included in accrued liabilities in our unaudited condensed consolidated balance sheet. Our warranty reserve balance was \$1.5 million and \$1.1 million as of September 30, 2015 and December 31, 2014, respectively.

Table of Contents**Gogo Inc. and Subsidiaries****Notes to Unaudited Condensed Consolidated Financial Statements (Continued)****8. Long-Term Debt and Other Liabilities**

Long-term debt as of September 30, 2015 and December 31, 2014 was as follows (*in thousands*):

	September 30, 2015	December 31, 2014
Amended and Restated Senior Term Facility	\$ 303,236	\$ 309,244
Convertible Notes	270,445	
Alaska Facility		1,008
Total debt	573,681	310,252
Less current portion of long-term debt	(6,932)	(8,330)
Total long-term debt	\$ 566,749	\$ 301,922

**Convertible Notes** On March 3, 2015, we issued \$340.0 million aggregate principal amount of 3.75% Convertible Senior Notes due 2020 (the *Convertible Notes*) in a private offering to qualified institutional buyers, pursuant to Rule 144A under the Securities Act of 1933, as amended. We granted an option to the initial purchasers to purchase up to an additional \$60.0 million aggregate principal amount of *Convertible Notes* to cover over-allotments, of which \$21.9 million was subsequently exercised during March 2015, resulting in a total issuance of \$361.9 million aggregate principal amount of *Convertible Notes*. We expect to use the net proceeds from the *Convertible Notes*, after giving effect of the Forward Transactions (as defined below), for working capital and other general corporate purposes, including potential costs associated with developing and launching our next-generation technology solutions and the acquisition of additional spectrum should it become available. The *Convertible Notes* mature on March 1, 2020 unless earlier repurchased or converted into shares of our common stock under certain circumstances described below. Upon maturity, we have the option to settle our obligation through cash, shares of common stock, or a combination of cash and shares of common stock. We pay interest on the *Convertible Notes* semi-annually in arrears on March 1 and September 1 of each year, beginning on September 1, 2015.

The \$361.9 million of proceeds received from the issuance of the *Convertible Notes* were initially allocated between long-term debt (the liability component) at \$261.9 million, and additional paid-in-capital, (the equity component) at \$100.0 million, within the unaudited condensed consolidated balance sheet. The fair value of the liability component was measured using rates determined for similar debt instruments without a conversion feature. The carrying amount of the equity component, representing the conversion option, was determined by deducting the fair value of the liability component from the aggregate face value of the *Convertible Notes*. If we or the note holders elect not to settle the debt through conversion, we must settle the *Convertible Notes* at face value. Therefore, the liability component will be accreted up to the face value of the *Convertible Notes*, which will result in additional non-cash interest expense being recognized within the unaudited condensed consolidated statements of operations through the *Convertible Notes* maturity date (see Note 9, *Interest Costs* for additional information). The effective interest rate on the *Convertible Notes*, including accretion of the notes to par and debt issuance cost amortization, was approximately 11.5% for the nine month period ended September 30, 2015. The equity component will not be remeasured as long as

it continues to meet the conditions for equity classification.

As of September 30, 2015, the outstanding principal on the Convertible Notes was \$361.9 million, the unamortized debt discount was \$91.5 million, and the net carrying amount of the liability component was \$270.4 million, which was recorded as long-term debt within the unaudited condensed consolidated balance sheet.

We incurred approximately \$10.4 million of issuance costs related to the issuance of the Convertible Notes. Of the \$10.4 million of issuance costs incurred, \$7.5 million and \$2.9 million were recorded to deferred financing costs and additional paid-in capital, respectively, in proportion to the allocation of the proceeds of the Convertible Notes. The \$7.5 million recorded as deferred financing costs on our unaudited condensed consolidated balance sheet is being amortized over the contractual term of the Convertible Notes using the effective interest method. Total amortization expense of the deferred financing costs was \$0.3 million and \$0.7 million for the three and nine month periods ended September 30, 2015, respectively. As of September 30, 2015, the balance of unamortized deferred financing costs related to the Convertible Notes was \$6.8 million. See Note 9, Interest Costs for additional information.

The Convertible Notes had an initial conversion rate of 41.9274 common shares per \$1,000 principal amount of the Convertible Notes, which is equivalent to an initial conversion price of approximately \$23.85 per share of our common stock. Upon conversion, we currently expect to deliver cash up to the principal amount of the Convertible Notes then outstanding. With respect to any conversion value in excess of the principal amount, we currently expect

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to deliver shares of our common stock. We may elect to deliver cash in lieu of all or a portion of such shares. The shares of common stock subject to conversion are excluded from diluted earnings per share calculations under the if-converted method as their impact is anti-dilutive.

Holders may convert notes, at their option, in multiples of \$1,000 principal amount at any time prior to December 1, 2019, but only in the following circumstances:

during any fiscal quarter beginning after the fiscal quarter ended June 30, 2015, if the last reported sale price of our common stock for at least 20 trading days (whether or not consecutive) during the last 30 consecutive trading days of the immediately preceding fiscal quarter is greater than or equal to 130% of the conversion price of the Convertible Notes on each applicable trading day;

during the five business day period following any five consecutive trading day period in which the trading price for the Convertible Notes is less than 98% of the product of the last reported sale price of our common stock and the conversion rate for the Convertible Notes on each such trading day; or

upon the occurrence of specified corporate events.

None of the above events allowing for conversion prior to December 1, 2019 occurred during the nine month period ended September 30, 2015. Regardless of whether any of the foregoing circumstances occurs, holders may convert their Convertible Notes, in multiples of \$1,000 principal amount, at any time on or after December 1, 2019 until maturity.

In addition, if we undergo a fundamental change (as defined in the indenture governing the Convertible Notes), holders may, subject to certain conditions, require us to repurchase their Convertible Notes for cash at a price equal to 100% of the principal amount of the Convertible Notes to be purchased, plus any accrued and unpaid interest. In addition, if specific corporate events occur prior to the maturity date, we will increase the conversion rate for a holder who elects to convert their Convertible Notes in connection with such a corporate event in certain circumstances.

In connection with the issuance of the Convertible Notes, we paid approximately \$140 million to enter into prepaid forward stock repurchase transactions (the Forward Transactions ) with certain financial institutions (the Forward Counterparties ), pursuant to which we purchased approximately 7.2 million shares of common stock for settlement on or around the March 1, 2020 maturity date for the Convertible Notes, subject to the ability of each Forward Counterparty to elect to settle all or a portion of its Forward Transactions early. As a result of the Forward Transactions, total shareholders equity within our unaudited condensed consolidated balance sheet was reduced by approximately \$140 million. Approximately 7.2 million shares of common stock that will be effectively repurchased through the Forward Transactions are treated as retired shares for basic and diluted EPS purposes although they remain legally outstanding.

**Senior Term Facility** On July 30, 2014, Gogo Intermediate Holdings LLC, Gogo Business Aviation LLC, f/k/a Aircell Business Aviation Services LLC ( GBA ), and Gogo LLC, as borrowers (the Borrowers ), entered into an Amendment and Restatement Agreement (the Amendment ) to the Credit Agreement dated as of June 21, 2012 and amended on April 4, 2013 (the Amended Senior Term Facility ) among the Borrowers, the lenders named therein, and Morgan Stanley Senior Funding, Inc., as Administrative Agent and Collateral Agent. We refer to the Amendment and the Amended Senior Term Facility collectively as the Amended and Restated Senior Term Facility.



Prior to the Amendment, under the Amended Senior Term Facility we borrowed an aggregate principal amount of \$248.0 million (the Tranche B-1 Loans ). Pursuant to the Amendment, we borrowed an aggregate additional principal amount of \$75.0 million (the Tranche B-2 Loans and, together with the Tranche B-1 Loans, the Loans ). As of September 30, 2015 and December 31, 2014, we had \$303.2 million and \$309.2 million, respectively, outstanding under the Amended and Restated Senior Term Facility.

The maturity date of the Amended and Restated Senior Term Facility is March 21, 2018. Principal payments of \$1.7 million are due on the last day of each calendar quarter through December 31, 2017, with the remaining unpaid principal amount due and payable at maturity.

The interest rates applicable to the Tranche B-1 Loans are based on a fluctuating rate of interest measured by reference, at GBA's option, to either (i) a London inter-bank offered rate adjusted for statutory reserve requirements ( LIBOR ) (subject to a 1.50% floor) plus an applicable margin of 9.75% per annum, or (ii) an alternate base rate

**Table of Contents****Gogo Inc. and Subsidiaries****Notes to Unaudited Condensed Consolidated Financial Statements (Continued)**

( Base Rate ) (subject to a 2.50% floor) plus an applicable margin of 8.75% per annum. The interest rates applicable to the Tranche B-2 Loans are based on a fluctuating rate of interest measured by reference, at GBA's option, to either (i) LIBOR (subject to a 1.00% floor) plus an applicable margin of 6.50% per annum, or (ii) a Base Rate (subject to a 2.00% floor) plus an applicable margin of 5.50% per annum. As of September 30, 2015, all loans were outstanding as one month LIBOR loans, and the interest rates on the Tranche B-1 Loans and the Tranche B-2 Loans were 11.25% and 7.50%, respectively. We pay customary fees in respect of the Amended and Restated Senior Term Facility.

The Tranche B-2 Loans are secured by the same collateral and guaranteed by the same guarantors as the Tranche B-1 Loans. The call premiums, mandatory prepayments, covenants, events of default and other terms applicable to the Tranche B-2 Loans are also generally the same as the corresponding terms applicable to the Tranche B-1 Loans under the Amended and Restated Senior Term Facility.

We paid \$22.2 million of loan origination fees and financing costs related to the Amended and Restated Senior Term Facility, all but \$4.1 million of which have been accounted for as deferred financing costs. The \$4.1 million of fees that were not accounted for as deferred financing costs were fees incurred but not paid directly to the lenders in connection with the amendments in April 2013 and July 2014 and were expensed to interest expense. Total amortization expense of the deferred financing costs was \$0.8 million and \$2.3 million for the three and nine month periods ended September 30, 2015, respectively, and \$0.8 million and \$2.5 million, respectively, for the comparable prior year periods. Amortization expense is included in interest expense in the unaudited condensed consolidated statements of operations. As of September 30, 2015 and December 31, 2014, the balance of unamortized deferred financing costs related to the Amended and Restated Senior Term Facility was \$9.0 million and \$11.3 million, respectively.

Principal payments under the Amended and Restated Senior Term Facility for each of the next five years and thereafter are as follows (*in thousands*):

<b>Years ending December 31,</b>	<b>Credit Facility</b>
2015 (period from October 1 to December 31)	\$ 1,733
2016	\$ 6,932
2017	\$ 6,932
2018	\$ 287,639
Thereafter	\$

The credit agreement executed in connection with our Amended and Restated Senior Term Facility provides for mandatory prepayments and the ability to make optional prepayments. Based on historical and current expectations regarding cash flow generation, the credit agreement was structured to provide that any mandatory prepayments will be calculated based on the excess cash flows (as defined in the credit agreement) of GBA only. This calculation is made at the end of each fiscal year, with any required payments due no later than the 95<sup>th</sup> day following the end of the applicable fiscal year, and is based on GBA's debt leverage ratio. A leverage ratio of 3.25x or higher will trigger a mandatory prepayment of 50% of excess cash flows for the year, a leverage ratio of 2.0x or higher but less than 3.25x

will trigger a mandatory prepayment of 25% of excess cash flows for the year and a leverage ratio of less than 2.0x will not trigger any mandatory prepayment of excess cash flows. The amount of any required mandatory prepayments will be reduced by the amount of any optional prepayments made during the applicable fiscal year. In the event actual results or a change in estimates triggers the mandatory prepayment, such prepayment amount will be reclassified from non-current liabilities to current liabilities in our unaudited condensed consolidated balance sheet. Though we anticipate that we will have a mandatory prepayment due in 2016 based on 2015 results, the amount is not determinable and therefore no mandatory prepayment is classified as a current liability as of September 30, 2015.

We may voluntarily prepay the loans subject to conditions, prices and premiums as follows:

- (i) On and prior to December 21, 2015, we may prepay the loans at par plus (a) 3.0% of the principal amount of the loans prepaid and (b) a make whole premium based on a discounted present value of the interest and principal payments due on such prepaid loans through December 21, 2015;
- (ii) After December 21, 2015 but prior to December 21, 2016, we may prepay the loans at par plus 3.0% of the principal amount of loans prepaid;

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(iii) On and after December 21, 2016, we may prepay the loans at par.

**Alaska Financing** - On November 2, 2010, we entered into a \$4.1 million standby credit facility agreement (the Alaska Facility ) with Alaska Airlines, Inc. to finance the construction of ATG network sites in Alaska. The Alaska Facility had a six-year term and an interest rate of 10% per annum, compounded and payable quarterly. In April 2015, we paid in full and terminated the Alaska Facility.

**Letters of Credit** - We maintain several letters of credit totaling \$7.9 million as of both September 30, 2015 and December 31, 2014. Certain of the letters of credit require us to maintain restricted cash accounts in a similar amount, and are issued for the benefit of the landlords at our current office locations in Chicago, Illinois; Bensenville, Illinois; and Broomfield, Colorado and our former office location in Itasca, Illinois.

**9. Interest Costs**

We capitalize a portion of our interest on funds borrowed during the active construction period of major capital projects. Capitalized interest is added to the cost of the underlying assets and amortized over the useful lives of the assets.

The following is a summary of our interest costs for the three and nine month periods ended September 30, 2015 and 2014 (*in thousands*):

	<b>For the Three Months Ended September 30,</b>		<b>For the Nine Months Ended September 30,</b>	
	<b>2015</b>	<b>2014</b>	<b>2015</b>	<b>2014</b>
Interest costs charged to expense	\$ 11,635	\$ 7,527	\$ 31,142	\$ 20,459
Amortization of deferred financing costs	1,127	755	3,016	2,452
Accretion of Convertible Notes	3,972		8,472	
Non lender fees <sup>(1)</sup>		1,088		1,088
Interest expense	16,734	9,370	42,630	23,999
Interest costs capitalized to property and equipment	45	97	157	501
Interest costs capitalized to software	303	350	940	973
Total interest costs	\$ 17,082	\$ 9,817	\$ 43,727	\$ 25,473

(1)

Primarily consists of fees paid to legal counsel and underwriters in connection with the amendments to the Amended and Restated Senior Term Facility.

## 10. Leases

**Arrangements with Commercial Airlines** Pursuant to contractual agreements with our airline partners, we place our equipment on commercial aircraft operated by the airlines for the purpose of delivering the Gogo<sup>®</sup> service to passengers on the aircraft. Depending on the agreement, we may be responsible for the costs of installing and deinstalling the equipment. Under one type of connectivity agreement we maintain legal title to our equipment; however, under a second, more prevalent type of connectivity agreement some of our airline partners make an upfront payment and take legal title to such equipment. The majority of the equipment transactions where legal title transfers are not deemed to be sales transactions for accounting purposes because the risks and rewards of ownership are not fully transferred due to our continuing involvement with the equipment, the length of the term of our agreements with the airlines, and restrictions in the agreements regarding the airlines' use of the equipment. We account for these equipment transactions as operating leases of space for our equipment on the aircraft. The assets are recorded as airborne equipment on our unaudited condensed consolidated balance sheets, as noted in Note 5, *Composition of Certain Balance Sheet Accounts*. Any upfront equipment payments are accounted for as lease incentives and recorded as deferred airborne lease incentives on our unaudited condensed consolidated balance sheets and are recognized as a reduction of the cost of service revenue on a straight-line basis over the term of the agreement with the airline. We recognized \$5.1 million and \$13.7 million for the three and nine month periods ended September 30, 2015, respectively, and \$3.5 million and \$9.2 million for the comparable prior year periods, respectively, as a reduction to our cost of service revenue in our unaudited condensed consolidated statements of operations. As of September 30, 2015, deferred airborne lease incentives of \$19.1 million and \$107.6 million are included in current and non-current liabilities, respectively, in our unaudited condensed consolidated balance sheet. As of December 31, 2014, deferred airborne lease incentives of \$13.8 million and \$83.8 million are included in current and non-current liabilities, respectively, in our unaudited condensed consolidated balance sheet.

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The revenue share paid to our airline partners represents an operating lease payment and is deemed to be contingent rental payments, as the payments due to each airline are based on a percentage of our CA-NA and CA-ROW service revenue generated from that airline's passengers, which is unknown until realized. Therefore, we cannot estimate the lease payments due to an airline at the commencement of our contract with such airline. Rental expense related to the arrangements with commercial airlines included in cost of service revenue is primarily comprised of these revenue share payments offset by the amortization of the deferred airborne lease incentives discussed above. Such rental expenses totaled a net charge of \$9.9 million and \$30.8 million for the three and nine month periods ended September 30, 2015, respectively, and \$9.5 million and \$29.2 million, respectively, for the comparable prior year periods.

One contract with one of our airline partners requires us to provide our airline partner with a cash rebate of \$1.8 million if our service is available on a specified number of aircraft in such airline partner's fleet on the preceding December 31, in June of each year from 2015 through 2023.

**Leases and Cell Site Contracts** We have lease agreements relating to certain facilities and equipment, which are considered operating leases. Rent expense for such operating leases was \$3.4 million and \$11.1 million for the three and nine month periods ended September 30, 2015, respectively, and \$2.1 million and \$6.1 million, respectively, for the comparable prior year periods. Additionally, we have operating leases with wireless service providers for tower space and base station capacity on a volume usage basis (cell site leases), some of which provide for minimum annual payments. Our cell site leases generally provide for an initial noncancelable term of up to five years with up to four five-year renewal options. Total cell site rental expense was \$2.2 million and \$6.8 million for the three and nine month periods ended September 30, 2015, respectively, and \$2.2 million and \$6.5 million, respectively, for the comparable prior year periods.

Annual future minimum obligations for operating leases for each of the next five years and thereafter, other than the arrangements we have with our commercial airline partners, as of September 30, 2015, are as follows (*in thousands*):

<b>Years ending December 31,</b>	<b>Operating Leases</b>
2015 (period from October 1 to December 31)	\$ 7,115
2016	\$ 21,089
2017	\$ 17,736
2018	\$ 15,067
2019	\$ 14,465
Thereafter	\$ 121,454

**Equipment Leases** We lease certain computer and network equipment under capital leases, for which interest has been imputed with annual interest rates ranging from 8.3% to 11.7%. As of September 30, 2015, the computer equipment leases were classified as part of office equipment, furniture, and fixtures and other in our unaudited condensed consolidated balance sheet at a gross cost of \$3.5 million. As of September 30, 2015 the network equipment leases were classified as part of network equipment in our unaudited condensed consolidated balance sheet

at a gross cost of \$7.5 million. Annual future minimum obligations under capital leases for each of the next five years and thereafter, as of September 30, 2015, are as follows (*in thousands*):

<b>Years ending December 31,</b>	<b>Capital Leases</b>
2015 (period from October 1 to December 31)	\$ 892
2016	3,551
2017	2,956
2018	642
Thereafter	
Total minimum lease payments	8,041
Less: Amount representing interest	(903)
Present value of net minimum lease payments	\$ 7,138

The \$7.1 million present value of net minimum lease payments as of September 30, 2015 has a current portion of \$2.9 million included in current portion of long-term debt and capital leases and a non-current portion of \$4.2 million included in other non-current liabilities.

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**Gogo Inc. and Subsidiaries**

**Notes to Unaudited Condensed Consolidated Financial Statements (Continued)**

**11. Commitments and Contingencies**

**Contractual Commitments** - We have agreements with airborne equipment vendors under which we have remaining commitments to purchase \$12.4 million in satellite based systems and development services as of September 30, 2015. Such commitments will become payable as we receive the equipment or are provided the development services.

We have agreements with vendors to provide us with transponder and teleport satellite services. These agreements vary in length and amount and commit us to purchase transponder and teleport satellite services totaling approximately \$9.1 million in 2015 (October through December), \$34.4 million in 2016, \$32.7 million in 2017, \$15.7 million in 2018 and an amount less than \$0.1 million in 2019.

**Damages and Penalties** - Certain of our agreements with our airline partners may require us to incur additional obligations as a result of the occurrence of specified events, some of which may be out of our control. One contract covering the international fleet of one of our airline partners requires us to provide a credit or refund to our airline partner if a competing airline installs satellite connectivity systems on a certain number of aircraft in its international fleet more quickly than we install our system on the same number of aircraft in our airline partner's international fleet. The refund or credit has been and will continue to be reduced proportionately from the maximum amount for every installation that we complete before our competitor achieves the target, after taking into account excusable delays. As of September 30, 2015, the maximum amount of the potential credit or refund was approximately \$6 million. The actual amount of any such refund or credit depends on a number of facts and circumstances, such as the pace at which we continue to install satellite systems on aircraft delivered to us by our airline partner, as well as some that are not under our control, including, but not limited to, the number of installable aircraft made available to us from our airline partner's international fleet, our competitor's ability to install an equal or greater quantity of satellite systems on such competing airline's international fleet and any current or future regulatory delays to the extent they are not excusable delays. Any refund or credit may only be applied toward the purchase of equipment or for a refund of amounts paid by the airline for previously purchased equipment. Based on actual and forecasted installations as of September 30, 2015, we currently expect to meet the installation schedule before our competitor does, after taking excusable delays into account, and, therefore, we do not believe it is reasonably possible that we will incur a material loss. We continuously monitor the status of installations under this contract and will accrue the applicable refund or credit amount should it become probable that our competitor will complete the targeted number of installations before we do, after taking into account excusable delays.

We have entered into a number of agreements with our airline partners that require us to provide a credit or pay liquidated damages to our airline partners on a per aircraft, per day or per hour basis if we are unable to install our equipment on aircraft by specified timelines or fail to comply with service level commitments. The maximum amount of future credits or payments we could be required to make under these agreements is uncertain because the amount of future credits or payments is based on certain variable inputs.

**Indemnifications and Guarantees** - In accordance with Delaware law, we indemnify our officers and directors for certain events or occurrences while the officer or director is, or was, serving at our request in such capacity. The maximum potential amount of future payments we could be required to make under this indemnification is uncertain and may be unlimited, depending upon circumstances. However, our Directors' and Officers' insurance does provide coverage for certain of these losses.



In the ordinary course of business we may occasionally enter into agreements pursuant to which we may be obligated to pay for the failure of performance of others, such as the use of corporate credit cards issued to employees. Based on historical experience, we believe that the risk of sustaining any material loss related to such guarantees is remote.

We have entered into a number of agreements, including our agreements with commercial airlines, pursuant to which we indemnify the other party for losses and expenses suffered or incurred in connection with any patent, copyright, or trademark infringement or misappropriation claim asserted by a third party with respect to our equipment or services. The maximum potential amount of future payments we could be required to make under these indemnification agreements is uncertain and is typically not limited by the terms of the agreements.

**Berkson Litigation** - On February 25, 2014, Adam Berkson filed suit against us in the United States District Court for the Eastern District of New York, on behalf of putative classes of national purchasers and a subclass of

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**Table of Contents****Gogo Inc. and Subsidiaries****Notes to Unaudited Condensed Consolidated Financial Statements (Continued)**

New York purchasers of our connectivity service, alleging that we violated New York and other consumer protection laws, as well as an implied covenant of good faith and fair dealing, by misleading consumers about recurring charges for our service. The suit seeks unspecified damages. In May 2014, we filed motions to compel arbitration and dismiss the suit, moving in the alternative to transfer venue and/or dismiss for lack of standing. In April 2015, the court denied our motions in their entirety, and in May 2015, we filed notice of appeal to the United States Court of Appeals for the Second Circuit. In October 2015, we and representatives of the putative classes entered into a settlement agreement under which eligible class members would be entitled to receive agreed-upon amounts of complementary Gogo connectivity service and we would be responsible for claims administration costs and plaintiffs' legal fees. The estimated cost of the contemplated settlement is not material. The settlement is subject to court approval which has not yet been obtained. In the event that the court does not approve the settlement as currently proposed and agreement on alternative terms acceptable to both parties and the court cannot be reached, we intend to proceed with our appeal.

**12. Fair Value of Financial Assets and Liabilities**

A three-tier fair value hierarchy has been established which prioritizes the inputs used in measuring fair value. These tiers include:

*Level 1* - defined as observable inputs such as quoted prices in active markets;

*Level 2* - defined as observable inputs other than Level 1 prices such as quoted prices for similar assets or liabilities, quoted prices in markets that are not active, or inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities; and

*Level 3* - defined as unobservable inputs in which little or no market data exists, therefore requiring an entity to develop its own assumptions.

***Long-Term Debt:***

Our financial assets and liabilities that are disclosed but not measured at fair value include the Convertible Notes and the Amended and Restated Senior Term Facility (each as defined in Note 8, Long-Term Debt and Other Liabilities), both of which are reflected on the unaudited condensed consolidated balance sheet at cost. The fair value of the Convertible Notes was approximately \$320 million, with a carrying value of \$270.4 million as of September 30, 2015 (the carrying value does not include the conversion premium). The fair value of the Amended and Restated Senior Term Facility was approximately \$328 million and \$339 million as of September 30, 2015 and December 31, 2014, respectively, with a carrying value of \$303.2 million and \$309.2 million as of September 30, 2015 and December 31, 2014, respectively. These fair value measurements are classified as Level 2 within the fair value hierarchy since they are based on quoted market prices of identical instruments in markets that are not active. We estimated the fair value of the Convertible Notes and Amended and Restated Senior Term Facility by calculating the upfront cash payment a

market participant would require to assume these obligations. The upfront cash payment, excluding any issuance costs, is the amount that a market participant would be able to lend at September 30, 2015 to an entity with a credit rating similar to ours and achieve sufficient cash inflows to cover the scheduled cash outflows under the Convertible Notes and Amended and Restated Senior Term Facility.

### **13. Income Tax**

The effective income tax rates for the three and nine month periods ended September 30, 2015 were (0.9%) and (1.3%), respectively, and (1.2%) and (1.6%), respectively, for the comparable prior year periods. Income tax expense recorded in each period was similar, with differences in pre-tax income causing the change in the effective tax rate. The difference between our effective tax rates and the U.S. federal statutory rate of 35% for the three and nine month periods ended September 30, 2015 and 2014 was primarily due to the recording of a valuation allowance against our net deferred tax assets which is excluded from taxable income (loss).

We are subject to taxation in the United States, Canada, Switzerland, Japan, Singapore, Mexico, Brazil and various states. With few exceptions, as of September 30, 2015, we are no longer subject to U.S. federal, state, foreign or local examinations by tax authorities for years prior to 2011.

We record penalties and interest relating to uncertain tax positions in the income tax provision line item in the unaudited condensed consolidated statement of operations. No penalties or interest related to uncertain tax positions were recorded for the three and nine month periods ended September 30, 2015. As of September 30, 2015, we did not have a liability recorded for interest or potential penalties.

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**Gogo Inc. and Subsidiaries**

**Notes to Unaudited Condensed Consolidated Financial Statements (Continued)**

We do not expect a change in the unrecognized tax benefits within the next 12 months.

In 2013 and 2014, the IRS issued final regulations that provide guidance with respect to (i) the treatment of material and supplies, (ii) capitalization of amounts paid to acquire or produce tangible property, (iii) the determination of whether an expenditure with respect to tangible property is a deductible repair or a capital expenditure and (iv) dispositions of MACRS property. The adoption of these final regulations did not have a material impact on our results of operations, financial position or cash flows.

**14. Business Segments and Major Customers**

We operate our business through three operating segments: Commercial Aviation North America, or CA-NA, Commercial Aviation Rest of World, or CA-ROW and Business Aviation, or BA. See Note 1, Basis of Presentation for further information regarding our segments.

The accounting policies of the operating segments are the same as those described in Note 2, Summary of Significant Accounting Policies in our 2014 10-K. Intercompany transactions between segments are excluded as they are not included in management's performance review of the segments. We currently do not generate a material amount of foreign revenue. We do not segregate assets between segments for internal reporting. Therefore, asset-related information has not been presented. We do not disclose assets outside of the United States as these assets are not material as of September 30, 2015 and December 31, 2014. For our airborne assets, we consider only those assets installed in aircraft associated with international commercial airline partners to be owned outside of the United States.

Management evaluates performance and allocates resources to each segment based on segment profit (loss), which is calculated internally as net income (loss) attributable to common stock before interest expense, interest income, income taxes, depreciation and amortization, certain non-cash charges (including amortization of deferred airborne lease incentives and stock-based compensation expense) and other income (expense). Segment profit (loss) is a measure of performance reported to the chief operating decision maker for purposes of making decisions about allocating resources to the segments and evaluating segment performance. In addition, segment profit (loss) is included herein in conformity with ASC 280-10, *Segment Reporting*. Management believes that segment profit (loss) provides useful information for analyzing and evaluating the underlying operating results of each segment. However, segment profit (loss) should not be considered in isolation or as a substitute for net income (loss) attributable to common stock or other measures of financial performance prepared in accordance with GAAP. Additionally, our computation of segment profit (loss) may not be comparable to other similarly titled measures computed by other companies.

Information regarding our reportable segments is as follows (*in thousands*):

**For the Three Months Ended  
September 30, 2015**

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	<b>CA-NA</b>	<b>CA-ROW</b>	<b>BA</b>	<b>Total</b>
Service revenue	\$ 77,673	\$ 3,615	\$ 25,955	\$ 107,243
Equipment revenue	900	1	18,263	19,164
<b>Total revenue</b>	<b>\$ 78,573</b>	<b>\$ 3,616</b>	<b>\$ 44,218</b>	<b>\$ 126,407</b>
Segment profit (loss)	\$ 11,825	\$ (19,927)	\$ 18,164	\$ 10,062

**For the Three Months Ended  
September 30, 2014**

	<b>CA-NA</b>	<b>CA-ROW</b>	<b>BA</b>	<b>Total</b>
Service revenue	\$ 62,186	\$ 545	\$ 18,855	\$ 81,586
Equipment revenue	1,066		21,383	22,449
<b>Total revenue</b>	<b>\$ 63,252</b>	<b>\$ 545</b>	<b>\$ 40,238</b>	<b>\$ 104,035</b>
Segment profit (loss)	\$ 5,526	\$ (19,360)	\$ 14,955	\$ 1,121

**Table of Contents****Gogo Inc. and Subsidiaries****Notes to Unaudited Condensed Consolidated Financial Statements (Continued)**

	<b>For the Nine Months Ended September 30, 2015</b>			
	<b>CA-NA</b>	<b>CA-ROW</b>	<b>BA</b>	<b>Total</b>
Service revenue	\$ 225,180	\$ 7,328	\$ 71,536	\$ 304,044
Equipment revenue	1,518	1	57,546	59,065
<b>Total revenue</b>	<b>\$ 226,698</b>	<b>\$ 7,329</b>	<b>\$ 129,082</b>	<b>\$ 363,109</b>
Segment profit (loss)	\$ 32,685	\$ (56,199)	\$ 52,510	\$ 28,996

	<b>For the Nine Months Ended September 30, 2014</b>			
	<b>CA-NA</b>	<b>CA-ROW</b>	<b>BA</b>	<b>Total</b>
Service revenue	\$ 180,464	\$ 867	\$ 51,711	\$ 233,042
Equipment revenue	2,003		64,213	66,216
<b>Total revenue</b>	<b>\$ 182,467</b>	<b>\$ 867</b>	<b>\$ 115,924</b>	<b>\$ 299,258</b>
Segment profit (loss)	\$ 17,778	\$ (55,065)	\$ 46,909	\$ 9,622

A reconciliation of segment profit (loss) to the relevant consolidated amounts is as follows (*in thousands*):

	<b>For the Three Months Ended September 30,</b>		<b>For the Nine Months Ended September 30,</b>	
	<b>2015</b>	<b>2014</b>	<b>2015</b>	<b>2014</b>
CA-NA segment profit	\$ 11,825	\$ 5,526	\$ 32,685	\$ 17,778
CA-ROW segment loss	(19,927)	(19,360)	(56,199)	(55,065)
BA segment profit	18,164	14,955	52,510	46,909
<b>Total segment profit</b>	<b>10,062</b>	<b>1,121</b>	<b>28,996</b>	<b>9,622</b>
Interest income	49	11	65	35
Interest expense	(16,734)	(9,370)	(42,630)	(23,999)
Depreciation and amortization	(22,224)	(17,016)	(61,814)	(47,585)
Amortization of deferred airborne lease incentives <sup>(1)</sup>	5,143	3,526	13,740	9,214
Stock-based compensation expense	(4,544)	(2,914)	(10,843)	(6,732)
Other income (expense)	(377)	35	(287)	(28)

Loss before income taxes	\$ (28,625)	\$ (24,607)	\$ (72,773)	\$ (59,473)
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(1) Amortization of deferred airborne lease incentive relates to our CA-NA and CA-ROW segments. See Note 10, Leases for further information.

**Major Customers and Airline Partnerships** During the three and nine month periods ended September 30, 2015 and 2014, no customer accounted for more than 10% of our consolidated revenue. One airline partner accounted for approximately 21% and 18% of consolidated accounts receivable as of September 30, 2015 and December 31, 2014, respectively.

Revenue from passengers using the Gogo service while flying on aircraft operated by two of our airline partners accounted for approximately 45% and 44% of consolidated revenue for the three and nine month periods ended September 30, 2015, respectively, as compared to 39% and 40%, respectively, for the comparable prior year periods.

## 15. Employee Retirement and Postretirement Benefits

**Stock-Based Compensation** We have two stock-based employee compensation plans as of September 30, 2015. See Note 11, Share-Based Compensation, in our 2014 10-K for further information regarding these plans. For the nine month period ended September 30, 2015, options to purchase 1,422,606 shares of common stock were granted, options to purchase 172,891 shares of common stock were forfeited, options to purchase 13,727 shares of common stock expired, and options to purchase 384,381 shares of common stock were exercised.

**Table of Contents****Gogo Inc. and Subsidiaries****Notes to Unaudited Condensed Consolidated Financial Statements (Continued)**

For the nine month period ended September 30, 2015, 605,605 restricted share units ( RSUs ) were granted, 118,625 RSUs vested and 78,782 RSUs were forfeited.

For the nine month period ended September 30, 2015, 29,100 deferred share units ( DSUs ) were granted.

For the nine month period ended September 30, 2015, 84,990 shares of restricted stock were granted, 42,866 shares of restricted stock vested and 5,000 shares of restricted stock were forfeited. These shares are deemed issued as of the date of grant, but not outstanding until they vest.

The employee stock purchase plan (the ESPP ) allows eligible employees to purchase our common stock through payroll deductions at a price equal to 90% of the lower of the fair market value of the stock as of the beginning or the end of three-month offering periods. Under the ESPP, 424,594 shares were reserved for issuance. The nine month period ended September 30, 2015 reflects the issuance of 51,212 shares of common stock under the ESPP. The first offering period under the ESPP commenced in the third quarter of 2014.

Stock-based compensation expense totaled \$4.5 million and \$10.8 million for the three and nine month periods ended September 30, 2015, respectively, and \$2.9 million and \$6.7 million, respectively, for the comparable prior year periods.

**401(k) Plan** Under our 401(k) plan, all employees who are eligible to participate are entitled to make tax-deferred contributions, subject to Internal Revenue Service limitations. We match 100% of the employee's first 4% of contributions made, subject to annual limitations. Our matching contributions were \$0.9 million and \$2.6 million for the three and nine month periods ended September 30, 2015, respectively, and \$0.6 million and \$1.8 million, respectively, for the comparable prior year periods.

**16. Research and Development Costs**

Expenditures for research and development are charged to expense as incurred and totaled \$11.4 million and \$31.5 million for the three and nine month periods ended September 30, 2015, respectively, and \$9.5 million and \$27.2 million, respectively, for the comparable prior year periods. Research and development costs are reported as a component of engineering, design and development expenses in our unaudited condensed consolidated statements of operations.

**17. Canadian ATG Spectrum License**

On July 17, 2012, Industry Canada issued to our Canadian subsidiary a subordinate license that allows us to use the Canadian ATG spectrum of which SkySurf Canada Communications Inc. ( SkySurf ) is the primary licensee. On July 24, 2012 we entered into a subordinate license agreement (the License Agreement ) with SkySurf and on August 14, 2012 the agreement commenced. The License Agreement provides for our exclusive rights to use SkySurf's ATG spectrum licenses in Canada. The License Agreement has an initial term of ten years commencing on August 14,



2012 and, provided that the primary spectrum license agreement issued by Industry Canada to SkySurf remains in effect, is renewable at our option for an additional ten-year term following the initial expiration and thereafter for a further five-year term. We made a one-time payment of C\$3.3 million, which was equivalent to approximately US \$3.3 million ( one-time payment ). The renewal of the primary spectrum license will depend upon the satisfaction by Gogo and SkySurf of certain conditions set forth in the license, including, without limitation, a network build-out requirement. The term of the License Agreement, including the initial ten-year term and any renewals, is contingent on the effectiveness and renewal of the primary spectrum license issued by Industry Canada to SkySurf on June 30, 2009, which expires on June 29, 2019. We pay SkySurf C\$0.1 million, which is equivalent to US \$0.1 million, monthly during the initial ten-year term of the License Agreement. Additionally, we make variable monthly payments based on the number of cell sites in Canada and the number of Canadian-domiciled commercial aircraft on which we provide our service.

As the License Agreement is for our exclusive use of a license, which is considered a right to use an intangible asset and thus not property, plant, or equipment, the agreement is not considered a lease for accounting purposes. As such, we recorded the SkySurf one-time payment as an asset in our unaudited condensed consolidated balance sheet at the time of payment. As of September 30, 2015, the one-time payment had balances of \$0.1 million included in prepaid expenses and other current assets and \$2.0 million included in other non-current assets, respectively, in our unaudited condensed consolidated balance sheet. The one-time payment is being amortized on a straight-line basis over the estimated term of the agreement of 25 years, which includes estimated renewal periods.

**Table of Contents****Gogo Inc. and Subsidiaries****Notes to Unaudited Condensed Consolidated Financial Statements (Continued)**

Amortization expense for the one-time payment for each of the next five years and thereafter is estimated to be as follows (*in thousands*):

<b>Years ending December 31,</b>	<b>Canadian ATG Spectrum Amortization</b>
2015 (period from October 1 to December 31)	\$ 25
2016	\$ 97
2017	\$ 97
2018	\$ 97
2019	\$ 97
Thereafter	\$ 1,707

Amortization expense totaled less than \$0.1 million and \$0.1 million during the three and nine month periods ended September 30, 2015 and 2014, respectively.

The monthly payments are expensed as incurred and totaled approximately \$0.3 million and \$0.8 million during the three and nine month periods ended September 30, 2015, respectively, and \$0.3 million and \$0.8 million, respectively, for the comparable prior year periods.

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**SPECIAL NOTE REGARDING FORWARD-LOOKING STATEMENTS**

Certain statements in this report may constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements include, without limitation, statements regarding our business outlook, industry, business strategy, plans, goals and expectations concerning our market position, international expansion, future technologies, future operations, margins, profitability, future efficiencies, capital expenditures, liquidity and capital resources and other financial and operating information. When used in this discussion, the words anticipate, assume, believe, budget, continue, could, estimate, expect, intend, potential, predict, project, should, will, future and the negative of these or similar terms and phrases are intended to identify forward-looking statements in this Quarterly Report on Form 10-Q.

Forward-looking statements reflect our current expectations regarding future events, results or outcomes. These expectations may or may not be realized. Although we believe the expectations reflected in the forward-looking statements are reasonable, we can give you no assurance these expectations will prove to have been correct. Some of these expectations may be based upon assumptions, data or judgments that prove to be incorrect. Actual events, results and outcomes may differ materially from our expectations due to a variety of known and unknown risks, uncertainties and other factors. Although it is not possible to identify all of these risks and factors, they include, among others, the following:

the loss of, or failure to realize benefits from, agreements with our airline partners or any failure to renew any existing agreements upon expiration or termination;

any inability to timely and efficiently roll out our 2Ku service or other components of our technology roadmap for any reason, including regulatory delays or failures or delays on the part of any of our suppliers, some of whom are single source, or the failure by our airline partners to roll out equipment upgrades, new services or adopt new technologies in order to support increased network capacity demands;

the loss of relationships with original equipment manufacturers or dealers;

our ability to develop or purchase ATG and satellite network capacity sufficient to accommodate current and expected growth in passenger demand in North America and internationally as we expand;

unfavorable economic conditions in the airline industry and/or the economy as a whole;

our ability to expand our international or domestic operations, including our ability to grow our business with current and potential future airline partners;

an inability to compete effectively with other current or future providers of in-flight connectivity services and other products and services that we offer, including on the basis of price, service performance and line-fit availability;

our reliance on third-party satellite service providers and equipment and other suppliers, including single source providers and suppliers;

our ability to successfully develop and monetize new products and services such as Gogo Vision, Gogo Text & Talk and Gogo TV, including those that were recently released, are currently being offered on a limited or trial basis, or are in various stages of development;

our ability to deliver products and services, including newly developed products and services, on schedules consistent with our contractual commitments to customers;

the effects, if any, on our business of past or future airline mergers, including the merger of American Airlines and U.S. Airways;

a revocation of, or reduction in, our right to use licensed spectrum, the availability of other air-to-ground spectrum to a competitor or the repurposing by a competitor of other spectrum for air-to-ground use;

our use of open source software and licenses;

the effects of service interruptions or delays, technology failures and equipment failures or malfunctions arising from defects or errors in our software or defects in or damage to our equipment;

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the limited operating history of our CA-NA and CA-ROW segments;

increases in our projected capital expenditures due to, among other things, unexpected costs incurred in connection with the roll-out of our technology roadmap or our international expansion;

compliance with U.S. and foreign government regulations and standards, including those related to regulation of the internet, including e-commerce or online video distribution changes, and the installation and operation of satellite equipment and our ability to obtain and maintain all necessary regulatory approvals to install and operate our equipment in the U.S. and foreign jurisdictions;

our, or our technology suppliers', inability to effectively innovate;

costs associated with defending pending or future intellectual property infringement and other litigation or claims;

our ability to protect our intellectual property;

breaches of the security of our information technology network, resulting in unauthorized access to our customer's credit card information or other personal information;

any negative outcome or effects of pending or future litigation;

limitations and restrictions in the agreements governing our indebtedness and our ability to service our indebtedness;

our ability to obtain additional financing on acceptable terms or at all;

fluctuations in our operating results;

our ability to attract and retain customers and to capitalize on revenue from our platform;

the demand for and market acceptance of our products and services;

changes or developments in the regulations that apply to us, our business and our industry;

the attraction and retention of qualified employees including key personnel;

the effectiveness of our marketing and advertising and our ability to maintain and enhance our brands;

our ability to manage our growth in a cost-effective manner and integrate and manage acquisitions;

compliance with anti-corruption laws and regulations in the jurisdictions in which we operate, including the Foreign Corrupt Practices Act and the (U.K.) Bribery Act 2010;

restrictions on the ability of U.S. companies to do business in foreign countries, including, among others, restrictions imposed by the U.S. Office of Foreign Assets Control;

difficulties in collecting accounts receivable; and

other risks and factors listed under **Risk Factors** in our Annual Report on Form 10-K for the year ended December 31, 2014 as filed with the Securities Exchange Commission ( **SEC** ) on February 27, 2015 (the 2014 10-K ).

Any one of these factors or a combination of these factors could materially affect our financial condition or future results of operations and could influence whether any forward-looking statements contained in this report ultimately prove to be accurate. Our forward-looking statements are not guarantees of future performance, and you should not place undue reliance on them. All forward-looking statements speak only as of the date made and we undertake no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise.

In addition, while we do, from time to time, communicate with securities analysts, it is against our policy to disclose to them any material non-public information or other confidential information. Accordingly, stockholders should not assume that we agree with any statement or report issued by any analyst irrespective of the content of the statement or report. Thus, to the extent that reports issued by securities analysts contain any projections, forecasts, or opinions, such reports are not our responsibility.

**Table of Contents****ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

*The following discussion and analysis is intended to help the reader understand our business, financial condition, results of operations, liquidity and capital resources. You should read this discussion in conjunction with our unaudited condensed consolidated interim financial statements and the related notes contained elsewhere in this Quarterly Report on Form 10-Q. Unless the context otherwise indicates or requires, the terms we, our, us, Gogo, and the Company, as used in this report, refer to Gogo Inc. and its directly and indirectly owned subsidiaries as a combined entity, except where otherwise stated or where it is clear that the terms refer only to Gogo Inc. exclusive of its subsidiaries.*

*The statements in this discussion regarding industry outlook, our expectations regarding our future performance, liquidity and capital resources and other non-historical statements in this discussion are forward-looking statements. These forward-looking statements are subject to numerous risks and uncertainties, including, but not limited to, the risks and uncertainties described under Risk Factors in the 2014 10-K and in Special Note Regarding Forward-Looking Statements in this report. Our actual results may differ materially from those contained in or implied by any forward-looking statements.*

*Our fiscal year ends December 31 and, unless otherwise noted, references to years or fiscal are for fiscal years ended December 31. See Results of Operations.*

**Company Overview**

Gogo ( we , us , our ) is the global leader in providing broadband connectivity solutions and wireless in-flight entertainment to the aviation industry. We operate through the following three segments: Commercial Aviation North America, or CA-NA, Commercial Aviation Rest of World, or CA-ROW, and Business Aviation, or BA.

Services provided by our CA-NA and CA-ROW businesses include Gogo Connectivity, which allows passengers to connect to the internet from their personal Wi-Fi-enabled devices; Gogo Vision, which offers passengers the opportunity to enjoy a broad selection of in-flight entertainment options on their personal Wi-Fi enabled devices; and other service revenue, which include a broad range of customizable, targeted content, advertising and e-commerce services. Services are provided by the CA-NA business on commercial aircraft flying routes that generally begin and end within North America, which for this purpose includes the United States, Canada and Mexico. Our CA-ROW business, which is in the start-up phase as we launched commercial international service in March 2014, provides service on commercial aircraft operated by foreign-based commercial airlines and international flights of North American based commercial airlines. The routes included in our CA-ROW segment are those that begin and/or end outside of North America (as defined above) for which our international service is provided. Our BA business provides in-flight internet connectivity and other voice and data communications products and services and sells equipment for in-flight telecommunications to the business aviation market. BA services include Gogo Biz, our in-flight broadband service which utilizes our ATG network and spectrum, Gogo Vision, and satellite-based voice and data services through our strategic alliances with satellite companies.

**Recent Developments**

Japan Transocean Air selected Gogo's 2Ku in-flight connectivity and in-flight entertainment services for its new Boeing 737-800 aircraft. We are currently negotiating a definitive agreement with Japan Transocean Air.

Effective November 16, 2015, our Commercial Aviation business ( CA which includes our CA-NA and CA-ROW businesses) will no longer be a reseller of Inmarsat's Global Xpress service. Going forward, we will focus our sales

efforts for global commercial airlines solely on our 2Ku technology. We do not believe that the termination of CA's Global Xpress relationship with Inmarsat will have a material adverse effect on our business or results of operations. We will continue to be a reseller of Global Xpress to BA customers and a reseller of Inmarsat's SwiftBroadband satellite service to both CA and BA customers.

As of November 2, 2015, five airlines had selected our 2Ku technology for installation on a long-term basis and three airlines had selected 2Ku for pilot programs, for a total of approximately 550 aircraft.



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**Factors and Trends Affecting Our Results of Operations**

We believe that our operating and business performance is driven by various factors that affect the commercial airline and business aviation industries, including trends affecting the travel industry and trends affecting the customer bases that we target, as well as factors that affect wireless internet service providers and general macroeconomic factors. Key factors that may affect our future performance include:

costs associated with implementing, and our ability to implement on a timely basis, our technology roadmap, including the need for additional cell sites in our ATG network, upgrades and installation of our ATG-4 and Ku technologies, the roll-out of our satellite services, the potential licensing of additional spectrum, the development and implementation of 2Ku and other new technologies including failures or delays on the part of antenna and other single source providers, and the implementation of improvements to our network and operations as technology changes and we experience increased network capacity constraints;

costs associated with and our ability to execute our international expansion, including modification to our network to accommodate satellite technology, development and implementation of new satellite-based technologies, the availability and cost of satellite capacity and compliance with applicable foreign regulations and expanded operations outside of the U.S.;

costs associated with managing a rapidly growing company;

the pace and extent of adoption of the Gogo service for use on international commercial aircraft by our current North American airline partners and new international airline partners;

the number of aircraft in service in our markets, including consolidation of the airline industry or changes in fleet size by one or more of our commercial airline partners or BA fractional ownership customers;

economic environment and other trends that affect both business and leisure travel;

the extent of passengers, airline partners and other aircraft owners and operators adoption of our products and services, which is affected by, among other things, willingness to pay for the services that we provide, changes in technology and competition from current competitors and new market entrants;

continued demand for connectivity and proliferation of Wi-Fi enabled devices, including smartphones, tablets and laptops;

changes in laws, regulations and interpretations affecting telecommunications services, including those affecting our ability to maintain our licenses for ATG spectrum in the U.S., obtain sufficient rights to use

additional ATG spectrum and/or other sources of broadband connectivity to deliver our services, and expand our service offerings;

changes in laws, regulations and interpretations affecting aviation, including in particular changes that impact the design of our equipment and our ability to obtain required certifications for our equipment; and

our ability to obtain required foreign telecommunications, aviation and other licenses and approvals necessary for our international operations.

**Table of Contents****Summary Financial Information**

Consolidated revenue was \$126.4 million and \$363.1 million for the three and nine month periods ended September 30, 2015, respectively, as compared with \$104.0 million and \$299.3 million, respectively, for the prior year periods. As of September 30, 2015, the CA-NA segment had 2,312 commercial aircraft online to provide the Gogo service as compared with 2,044 as of September 30, 2014. As of September 30, 2015, the BA segment had 5,332 aircraft online with Iridium satellite communications systems and 3,314 Gogo Biz systems online as compared with 5,294 and 2,637, respectively, as of September 30, 2014. The BA segment became a reseller of Inmarsat SwiftBroadband satellite service in 2013 and had 98 systems online as of September 30, 2015 as compared with 28 systems online as of September 30, 2014. As of September 30, 2015, the CA-ROW segment had 160 commercial aircraft online as compared with 35 aircraft as of September 30, 2014.

**Key Business Metrics**

Our management regularly reviews a number of financial and operating metrics, including the following key operating metrics for the CA-NA and BA segments, to evaluate the performance of our business and our success in executing our business plan, make decisions regarding resource allocation and corporate strategies and evaluate forward-looking projections.

**Commercial Aviation North America**

	<b>For the Three Months Ended September 30, 2015</b>		<b>For the Nine Months Ended September 30, 2015</b>	
	<b>2015</b>	<b>2014</b>	<b>2015</b>	<b>2014</b>
Aircraft online	2,312	2,044	2,312	2,044
Average monthly service revenue per aircraft online (ARPA)	\$ 11,303	\$ 10,134	\$ 11,275	\$ 9,776
Gross passenger opportunity (GPO) (in thousands)	95,600	82,972	259,725	