ERIC LENTELL

Thanks for joining Archer's earnings call. This is Eric Lentell, Archer’s Chief Legal & Strategy Officer.

During the call we will be making forward-looking statements. These statements are based on assumptions as of today and we do not undertake any obligation to update them as a result of new information or future events. There are risks and uncertainties that may cause our actual results to differ materially from those contemplated by these statements. For more information about these risks and uncertainties review the Risk Factors in our SEC filings.

We will also be discussing both GAAP and non-GAAP financial measures on the call. A reconciliation of those financial measures is included in our shareholder letter and earnings release from today.

And now I’ll turn it over to Adam…Adam

ADAM GOLDSTEIN

Thanks, Eric.

// INTRO

We are living through the reindustrialization of America. Just 10 years ago, the best and brightest minds in the country were building Saas products, marketplaces, and consumer electronics. Now think of what's going on today. We are building flying cars, modular reactors, and autonomous fighter jets. The new heroes of today aren't influencers, they're builders - people like Palmer Luckey, Alex Karp, and Zuck. If you are listening to this while trading on Robinhood, or doomscrolling Reddit, I would encourage you to put your phone down, pick up a toolbelt, and come build the future world with us and the others out there doing it. What a time to be alive.

All right, let's dive in…

This quarter we made some tremendous strides in ramping our manufacturing, which we highlighted in our shareholder letter today. First, I want to step back and talk about how unprecedented the level of support is for our sector within the highest levels of the U.S. government.

There has been a clear shift in our industry from ambition to execution, focused on scaling commercial air taxi operations in the U.S. and select, forward-leaning cities around the world.

- **First,** there were Multiple presidential Executive Orders directing an imperative for US leadership in advanced aviation;
- **Second**, showcasing air taxis at the 2028 LA Olympics was made a national priority
- **And third,** there was a series of unprecedented changes to FAA rules that will help unlock near-term commercial ops in the U.S.

Just a few weeks ago, I was in DC meeting with Vice President JD Vance, FAA and DOT leadership, and Secretary of Defense Pete Hegseth. I left more convinced than ever – This is the most coordinated national effort in modern aviation history. My message to them was simple: *Archer is committed to furthering America's lead in advanced aviation by building and deploying eVTOLs here at home, and then exporting that innovation globally.*

// LA28 / WHITE HOUSE / FAA

The Olympics mandate has become a national stage to showcase air taxis at scale. Two years ago, the FAA published its *Innovate28* roadmap for scaling eVTOL ops in American cities by 2028. Earlier this quarter, the LA28 Olympics announced that they selected Archer to be the official, exclusive air taxi provider for the Games. And just last week, a new Executive Order established a White House task force, personally led by President Trump and the Vice President, to ensure maximum safety, secure borders, and world-class transportation at the 2028 LA Olympics.

This level of commitment is allowing us to rally our infrastructure partners, supply chain, and the FAA around a national priority:

- Our *existing* infrastructure partners, including SoFi Stadium and USC, as well as *new* real estate groups, are working with us to prepare over a dozen eVTOL vertiports to support Archer operations
- Our key suppliers are ramping production and component-level certification to align with our manufacturing scaling timelines
- And the FAA is working closely with our team to advance Midnight's certification to support our operational readiness

The Executive Order in June—crafted in partnership with the White House, DOT, and FAA—is the most significant federal action to date in the eVTOL sector. It establishes a national directive for American dominance in this industry and a Presidential imperative to begin air taxi deployments in the U.S. as early as next year. These

early operations will allow us to validate Midnight's performance, safety, and scalability in real-world conditions—in advance of the Games.

// TECH & MFG

But to make all of this a reality, we must quickly ramp manufacturing to support our certification programs and early commercial deployments.

Tom will unpack the details, but here's the headline: we now have six more Midnight aircraft in various stages of production, with three of those in final assembly across our facilities. When those are complete that will bring our Midnight fleet to a total of 8 aircraft. Each of those will carry our production, 4-bladed rear propeller design, and will either go directly into certification flight testing or early commercial deployment. Completion of these aircraft will bring our fleet to 8 Midnight aircraft.

The capital we have deployed over the last few years to build out our test and manufacturing is now paying dividends. We are the only ones in the eVTOL sector capable of executing what we are doing today -- using a golden line approach as a blueprint to scale our high-volume facility. If you remember, we began construction on our high-volume facility in Covington in early 2023. Our team built that in two years, at a record pace. And no other company in the eVTOL sector has even started construction on a comparable facility. We are pacing the industry.

Location matters too. The FAA's Atlanta Aircraft Certification Office manages our certification program, and our Covington site is located in a suburb on the eastern side of Atlanta. The proximity enables frequent on-site engagement as we work through our certification program. Further, we began working on our production certificate in January and the FAA is conducting regular reviews and inspections with our team as we go through these early builds. The goal here is to ensure we are aligning the progression of our Type Certification with our Production Certificate

so that we can ramp manufacturing as soon as we receive Midnight's Type Certification.

This quarter, we also commenced the piloted flight phase of our flight test campaign. By design, we deliberately started with conventional take off and landing flights, as Midnight is uniquely capable of handling both vertical and conventional take off and landing as part of normal operations. In recent years, our flight test campaigns have predominantly focused on VTOL and transition to wingborne flight. And as we eye TIA later this year, it was essential to first work through this CTOL campaign. The good news is that we are rapidly progressing through the flight envelope, hardening the aircraft's ability to handle our expected commercial operations. For example, we've recently focused on flights in the 20 to 30 mile range, which are representative of many of our planned commercial operations.

We also expanded our flight test program internationally with our first Launch Edition operations in the UAE, where we first focused on testing Midnight's performance in Abu Dhabi's extreme summer heat. This is important to validate Midnight's safety and reliability in high-heat, high-humidity conditions essential for regulatory approval and subsequent commercial operations across the region.

// LAUNCH EDITION

We plan to deploy several of these early aircraft commercially under our Launch Edition program with strategic partners ahead of FAA type certification. We've announced three Launch Edition program partners so far -- with the first being in the UAE, the second being in Ethiopia, and most recently, Indonesia. Demand from global operators & governments continues to grow.

This summer, we signed definitive agreements with Abu Dhabi Aviation and the Abu Dhabi Investment Office and kicked off operations under our first Launch Edition program in the UAE. This unlocks a multi-year commercial partnership that I expect will generate tens of millions of dollars for Archer, with initial payments expected

later this year. Let's run through some of the key activities from this launch program:

- Delivering our first Midnight aircraft and began flight testing with the GCAA in June
- Deploying our first flight simulator with Etihad, which our teams will be using to build local readiness across pilot training
- Converting existing aviation infrastructure into turnkey eVTOL vertiports, in partnership with local stakeholders, including JetEx, the UAE's leading FBO operator
- Over the next several years, expect to see us continue to ready infrastructure, deliver additional Midnight aircraft to the region, and begin early exhibition flights with passengers ahead of more robust commercial operations under authorization from the GCAA

We also expanded Launch Edition into Asia, beginning with Indonesia—anchored by Jakarta, one of the world's fastest-growing megacities, and Bali, a high-demand destination with limited access options. You can expect to see us both announce more global Launch Edition partners and continue to grow our multi-billion-dollar order book with the world's top governments & airlines.

// DEFENSE

As we partner with countries at the highest levels of government, our growing commercial momentum is also attracting defense momentum.

For over a century, every major conflict has been defined by a breakthrough in military technology. World War 2 introduced the fighter jet. The Gulf War showcased precision-guided munitions and stealth. Drones reshaped the War on Terror. Today, the war in Ukraine is being fought in real-time with unmanned systems and satellite-linked targeting. The next paradigm shift will be defined by advanced vertical lift.

The U.S. and its allies, however, are still reliant on legacy platforms, such as the Chinook and the Blackhawk - expensive, older technology from the 1960s and 70s. But future conflicts will be won with low-cost, low thermal, low acoustic systems capable of rapidly moving through contested airspace without risking human pilots.

Over the last 18 months, I've learned from the global defense industry that our customers demand a purpose-built system designed to stay relevant for decades. You can not simply slap a heavy fuel powertrain onto an existing eVTOL design.

I am confident that Archer's technology positions us at the forefront of that shift, delivering the speed, agility, and deployability modern militaries will require to win.

To accelerate our progress, we completed two strategic acquisitions this quarter.

First, we acquired a key patent portfolio and technical team from Overair—a Karem Aircraft spin-off focused on advanced fixed-wing and rotary-wing platforms powered by high-efficiency tiltrotors.

Second, we brought a supplier of specialized, defense composite manufacturing capabilities in-house by acquiring a 60,000-square-foot facility in Southern California from Mission Critical Composites.

These moves continue to build our proprietary moat as we push to meet the demands of our growing defense pipeline. Following recent meetings in Washington with Secretary Hegseth and Secretary of the Army Dan Driscoll, it's clear that Archer Defense is positioned to become a strategic pillar of our business.

// WRAP UP

With over $1.7B in liquidity, we're not waiting on the future of aviation—we're building it now, at global scale. This is what execution looks like.

Over to Tom.

TOM MUNIZ

Thanks, Adam. The progress at Archer continues at an unprecedented pace. It's incredibly motivating to work with what I believe to be the best team in the world to turn the vision of advanced air mobility into an everyday reality, across both commercial and defense. This past quarter, Benjamin Lyon also further integrated into his role as President, Aircraft OEM—bringing decades of leadership experience from Apple and, more recently, as CTO at Aptiv. Partnering with Benjamin and the additional team members he has brought in has already meaningfully accelerated our progress across engineering, manufacturing, and certification.

Since 2018, we've been relentlessly focused on finding the most efficient path to making urban air mobility a reality. We have worked tirelessly on the engineering front to ensure Archer leads the way in this new sector. We've outpaced the competition through a series of deliberate choices from our design, to our manufacturing build out, to our approach to certification and flight testing.

Flight Testing

Watching our Chief Test Pilot Jeff Greenwood take Midnight to the skies this quarter marked a defining moment for our flight test program as he stood on the shoulders of all that we have achieved over the last 7 years.

This piloted phase of our program, like everything else we do, intentionally builds on years of safe, autonomous flight testing across our various aircraft platforms, which validated our proprietary 12 tilt-6 VTOL configuration.

Here's how we got here, and why I believe we're leading the industry with our pace of progress:

- I joined Archer in 2019, after spending nearly a decade working on this technology.
- With a small team of elite engineers, we went from a clean sheet to the first flight of our first full scale 12 tilt-6 eVTOL aircraft, Maker, in 2021.

- In 2022, less than a year later, we completed the full, months-long transition test campaign on Maker, making Archer one of the first eVTOL companies to achieve that milestone.
- In parallel, we matured our production aircraft platform, Midnight, and it took flight in late 2023.
- Just seven months later, in June 2024, Midnight became the largest eVTOL by gross weight to complete transition, an unmatched technical achievement. I have highlighted this point before and continue to do so because what I've learned from building more eVTOL aircraft, across more programs, than any one else in the world over the last 15+ years, is that an aircraft of at least 6000 lbs will be critical to being able to carry economically viable passenger payloads.
- Then, by Fall 2024 we had already surpassed 400 test flights for the year -- months ahead of schedule. Those flights demonstrated Midnight's ability to do high-rate operations and advanced landing profiles, validated acoustic performance, and demonstrated robustness to critical failures all while optimizing Midnight's control laws.

This pace set us up to achieve the two critical milestones Adam highlighted for our flight test program this quarter – flying Midnight with multiple pilots, and commencing our first Launch Edition program by beginning international flights in Abu Dhabi.

Let's dive deeper into both of those:

Our inaugural piloted flight was flown by Jeff Greenwood who has been at the helm of some of the industry's most pivotal flight test programs. When he landed after his first flight piloting Midnight, which hit speeds of 125 mph and altitude of over 1,500 feet, I'll never forget his first comment: "Midnight flew just like the simulator". That's exactly what you want to hear for any flight test.

This level of consistency isn't a coincidence – it's the product of our team's engineering and operational excellence, with unmatched attention to detail and dedication to safety.

While we designed Midnight to fly predominantly vertical take off and landing operations, it's important that the initial phase of our piloted flight test program with Midnight focus on conventional take off and landing operations for two reasons:

1. First, throughout Midnight's design & certification process, regulators, airlines, and defense customers have stressed that they need us to certify both VTOL and CTOL operations for operational flexibility and enhanced safety, as well as extended range for certain missions.
2. Second, it's the most pragmatic, safe approach to flight testing – our strategy has been to first validate Midnight's fixed-wing flight and conventional landing performance and then return to our focus on VTOL with pilots onboard.

In the back half of the year, we'll continue to ramp up the pace of flight piloted testing, rapidly expanding our performance envelope, and commencing piloted VTOL operations.

In parallel, we plan to continue our *international* flight testing which we kicked off in Abu Dhabi earlier this quarter as part of our Launch Edition programs. In early July we flew Midnight at the Al Bateen Executive Airport, located in the heart of Abu Dhabi with our local customer and partners, under oversight from the national regulator, the GCAA. Our initial vertical take off and landing testing was focused on UAE-specific performance conditions including high temperature, humidity and dust exposure as we work to ramp commercial operations in the country.

Just to give you a sense of how critical and difficult the operating environment is there, after just a few minutes on the tarmac, internal components within Midnight's avionics bay for one flight heated to just over 140 degrees Fahrenheit immediately before takeoff. We are building Midnight to operate safely at these temperatures, and it was rewarding to test our performance across these more challenging conditions.

Over the coming quarters in the UAE, you can expect that we will expand on our in-country operations, including pilot training, MRO setup, and flight-testing, all in support of gathering additional data to inform our certification and commercialization plans in both the UAE and the U.S.

Manufacturing

As Adam mentioned, we announced today that we are currently producing six Midnight aircraft, three of which are in final assembly across our facilities. Each of those aircraft will feature our production, 4 bladed, rear propeller and will go directly into vertical take off and landing flight testing. We are building these across our facilities in both Silicon Valley and Georgia.

We continue to be focused on developing the capabilities required to achieve a rate of 50 aircraft per year across our nearly three quarters of a million square feet of manufacturing and test facilities.

During this new product introduction phase of our Midnight program, we are starting with our "Golden Manufacturing Line" at one of our Silicon Valley facilities. This pilot line is where our engineering and manufacturing teams work together to refine the build process and equipment to ensure we can build the aircraft efficiently with high quality. We then leverage this playbook developed in California along with all of the lessons learned, in the ramp of our high-volume manufacturing operations in Georgia. In the early months of operations at Georgia, we have focused on dialing in the manufacturing processes related to Midnight's fuselage, as this is the core part of the aircraft where the majority of the aircraft systems are installed.

All of this flight testing and manufacturing progress is enabling the continued rapid advancement of our Midnight certification programs with the FAA in the US and the GCAA in the UAE.

Certification

On the FAA certification front, as we've discussed on our most recent calls, we are primarily focused on the fourth and final phase of Midnight's certification program, with the FAA having now approved about 15% of our compliance verification documents. The Executive Order that Adam mentioned, along with our quickly advancing piloted flight test campaign, have meaningfully accelerated our progress with the FAA.

Over the past few months, we have successfully completed several SOI 3 audits, including one for our in-house developed powertrain software and hardware. These SOI 3 audits cover software testing and verification and are the penultimate step before the final certification review at SOI 4.

On the airframe certification side, we have now completed all of the composite material coupon testing for certifying Midnight's primary structure. This data from over 2000 individual tests is in hand and certification test reports are now being finalized to provide to the FAA.

This past quarter we have also taken several steps aligning with the FAA on TIA entrance criteria and execution plans as we approach this next key phase of Midnight's certification. As has been our plan all along, we have agreed with the FAA to have multiple TIAs on the program, each targeting a specific system or set of systems in order to efficiently move through the work as certification test data for each area is matured in parallel. We believe our rigorous and collaborative approach with the FAA is setting the standard for the industry.

In the UAE, we delivered Midnight to Abu Dhabi and commenced flight testing in the region, advancing our relationship with the GCAA. Over the coming months, we will continue our flight test campaign in the country as we work closely with the regulators to receive authorization for commercial flights, ahead of FAA certification.

Defense

Finally, let's discuss our progress on the defense side of the house.

We are rapidly maturing the design of our new hybrid-electric aircraft. While I can't share details on the mission parameters or aircraft requirements due to the sensitive nature of the development, what I can share is that we are focused on building a revolutionary aircraft-- not simply a hybridized version of an eVTOL. That's why we have made two strategic acquisitions in this space over the last few months.

Just a few days ago, we highlighted two of those: Overair and Mission Critical Composites.

We acquired Overair's patent portfolio and hired critical employees from Overair, a spin-off of Karem Aircraft, founded by Abe Karem, who invented the Predator drone and is regarded as the founding father of drone technology, with decades of experience with DARPA and the DoD.

We believe this technology will accelerate our path to market with our defense aircraft and can also be utilized in future commercial variants of Midnight.

We also acquired key manufacturing assets and a roughly 60,000 square foot defense-specialized composite manufacturing facility from Mission Critical Composites in Southern California. These assets bring core composite fabrication capabilities in-house, supporting our defense program needs for rapid prototyping and iteration.

Momentum is strong on the defense platform. We're excited about the path ahead, and we'll continue to share more details in the back half of this year.

And now I'll turn it over to Priya to talk about the financials for the quarter.

PRIYA GUPTA

Thanks Adam and Tom, for the strategic insights. I'm pleased to share our record financial results for the quarter.

As Adam mentioned earlier, Q2 is a pivotal quarter for Archer. We have strong momentum across all our planned lines of business across civil and defense, domestic and international. We're capitalizing on significant tailwinds all while maintaining our unwavering focus on operational execution and market entry.

UPDATE ON LIQUIDITY / MORE DETAILS ON FUNDRAISING.

We closed Q2'25 with $1.7 billion dollars in cash and cash equivalents, marking our fourth consecutive quarter of record liquidity, and means we have almost twice as much cash on hand, as our next closest competitor in the sector. This was all made possible thanks to our successful capital raise strategy that we've executed on over the last two years, including the completion of our $850 million dollars financing in June. Our ability to raise capital in the manner we have to ensure we maintain a **strong** balance sheet, demonstrates the institutional confidence in our strategy and ability to execute.

FINANCIAL PERFORMANCE DISCUSSION

Despite the strength of our balance sheet, we continue to maintain our disciplined approach to capital allocation, strategically investing in the initiatives that matter most.

Our financial results for Q2'25 were in line with guidance and represent the investments made across key priorities we have highlighted over our last few calls:

rapidly advancing our piloted Midnight air taxi through early commercial deployment and certification in the U.S. and UAE, ramping our aircraft manufacturing capabilities; accelerating the development of our defense aircraft and maturing our AI software platform approach.

Our net loss for Q2’25 was $206M dollars and our net loss per share was 36 cents. This included approximately $92 million of non cash charges associated with stock based compensation and warrant revaluation. Excluding these non-cash charges, our adjusted net loss for Q2’25 was $114 million and our adjusted net loss per share was approximately 20 cents.

Our Adjusted EBITDA for Q2 was a loss of $119 million, falling within our guided range of $100-120 million. This represents an approximately $10 million increase from the previous quarter, reflecting planned investments, primarily, in people related costs to support our key priorities.

Our GAAP operating expenses for Q2’25 were $176M. It included approximately $52M of non-cash stock based compensation related expenses, which reflects the costs associated with stock issued to our employees, non-employees and vendors. GAAP operating expenses increased $32M quarter over quarter primarily due to the increased people related costs mentioned earlier which reflects our accelerated progress in manufacturin g, certification and other initiatives such as defense.

With regards to cash burn, our cash used in operations and investing activities for Q2’25 was $127M. For Q2, our cash used in investing activities was $24M, in line with the guidance I provided in the last call. It represents an increase of $14M over the previous quarter reflecting strategic areas of investment in the quarter, such as the acquisition of the MCC composites manufacturing related assets, the Overair patent portfolio for the Defense program, and aircraft material related purchases.

As I touched on earlier but I think it bears repeating, even with these investments, our quarter-end cash position was at record levels -- with an increase of $694 million compared to Q1’25, and more than quadrupled year-over-year. Notably, this marks our fourth consecutive quarter of simultaneously growing our cash reserves while executing on our strategic business objectives.

FORWARD ESTIMATES

Looking ahead, our priorities for the quarter will continue into the second half of 2025. You can also expect that we will continue to invest in the bring-up of our operational footprint in the UAE, to execute on our Launch Edition and certification plans there, and we expect our UAE launch edition to start generating cash inflows later this year. We will also continue to invest in ramping our manufacturing capacity and supply chain capabilities across both Archer and key vendor facilities, all in support of our plan to ramp commercial air taxi operations for LA28.
As a result, for the upcoming quarter, we estimate our adjusted EBITDA loss to be between $110-130 million. We estimate Capex in Q3 to remain at similar levels as Q2 as we continue to build aircraft and expand investments in tooling and equipment.

SUMMARY

Archer continues to be laser focused on executing on the most efficient path to market with a diversified set of business models across commercial air taxis, defense and software. We believe our investments to date in top-tier talent, leading technology, manufacturing and supply chain capabilities and strategic partnerships are helping us establish a competitive moat that will deliver long-term shareholder value.

With that I’ll turn it back over to Adam for Q&A