

Viasat + CTU

Keven Lippert

Chief Commercial Officer, EVP - Strategic Initiatives

May 2019



Viasat: Trusted Around the World for Over 30 Years

New Member of CTU

3,000+

Engineers

5,200+

Employees

28

Global Offices

5

Satellites in Orbit

14 Million

Wireline Hotspots
Managed

100 Million

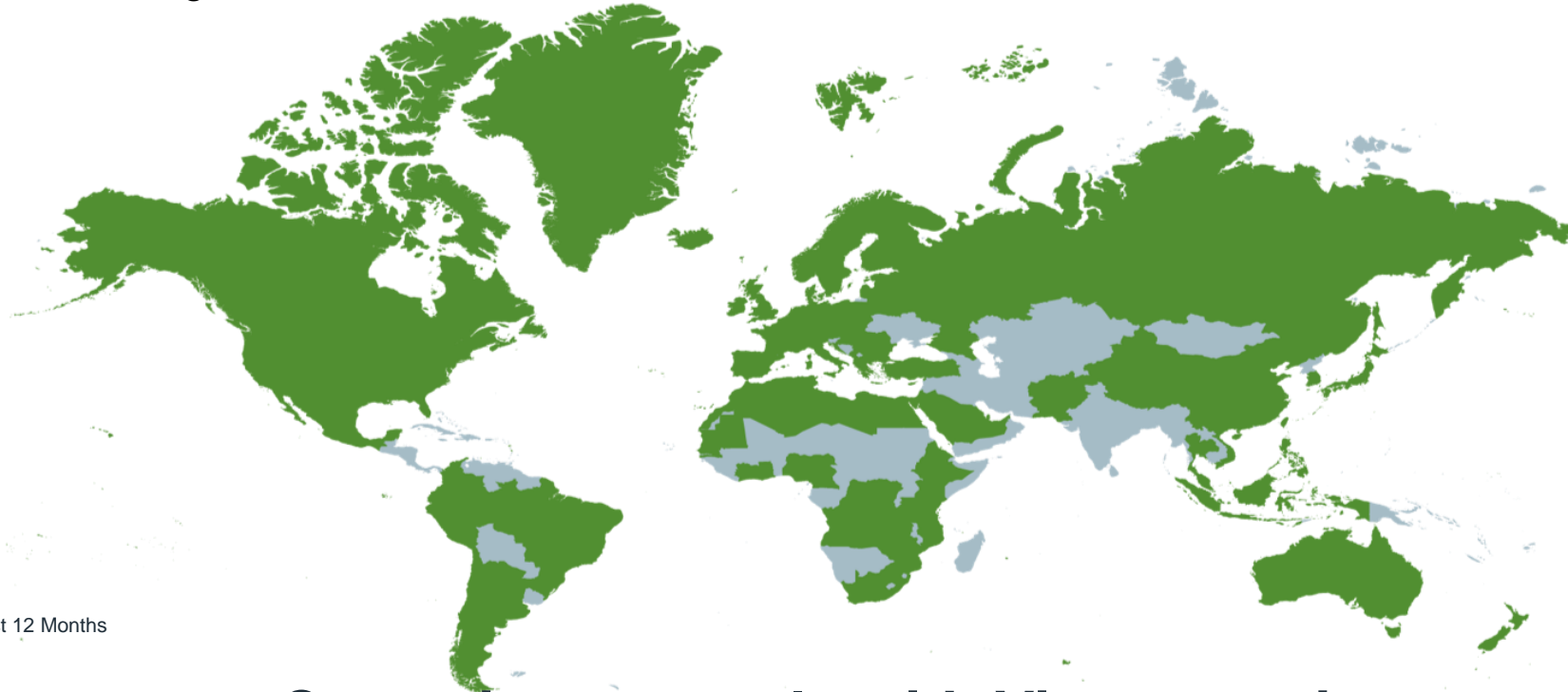
In-Flight WiFi devices
connected annually

~\$2B

Annual Sales*

\$3.0B





Investment in Satellite
Broadband Delivery



* Approximate Last 12 Months

Redefining “Possible” in Internet Communications

Leaps in Technology Translated into Leaps in Service Speeds and Affordability for Users

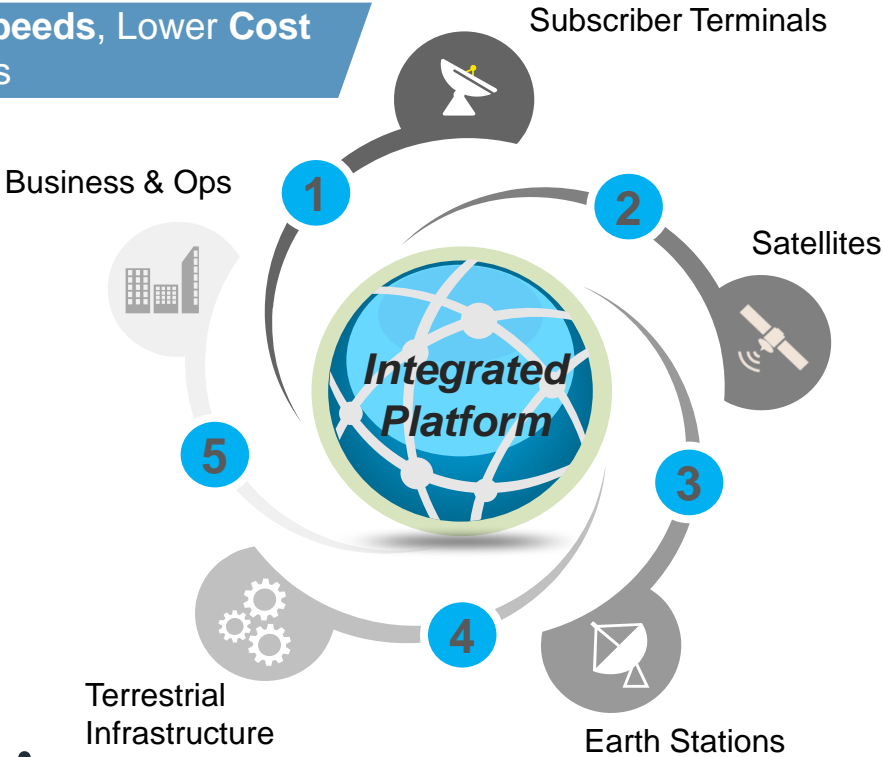
	Community Wi-Fi	In-Flight	Small, Medium, & Large Enterprise	Residential	Other Applications
					<ul style="list-style-type: none"> • Government • Maritime • Agriculture • Health Care • Education • Disaster Recovery • Tourism
Service Speeds	15-100 Mbps per user	20+ Mbps to each passenger	100 Mbps-1 Gbps	100+ Mbps	25 Mbps-1 Gbps
Service Pricing - Unsubsidized	1¢-50¢	\$0-10	\$50-100+	\$25-100	By use
Size of Market	1-2 Billion people	1 Billion+ passenger connections annually	50+ Million businesses	200+ Million	1 Billion+ uses annually

Reinventing Satellite Broadband with Vertical Integration & Billions of R&D Investments

Optimization of end-to-end network allows for **maximum capacity** and **cost efficiencies**

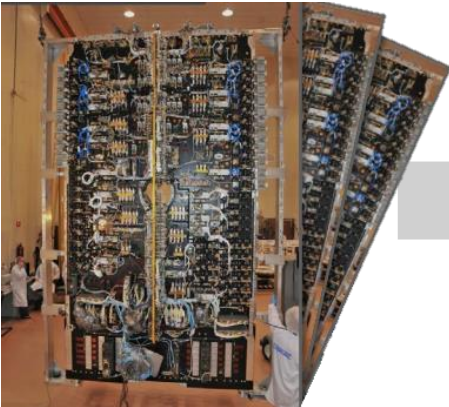
Drive massive improvements in **satellite capacity** and **network productivity**

Faster **Speeds**, Lower **Cost** For Users

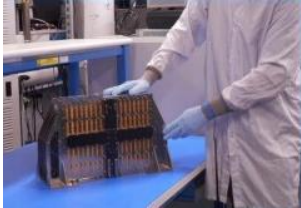


World Class Engineering Plus R&D Investments

ViaSat-1 Payload



ViaSat-3 Payload



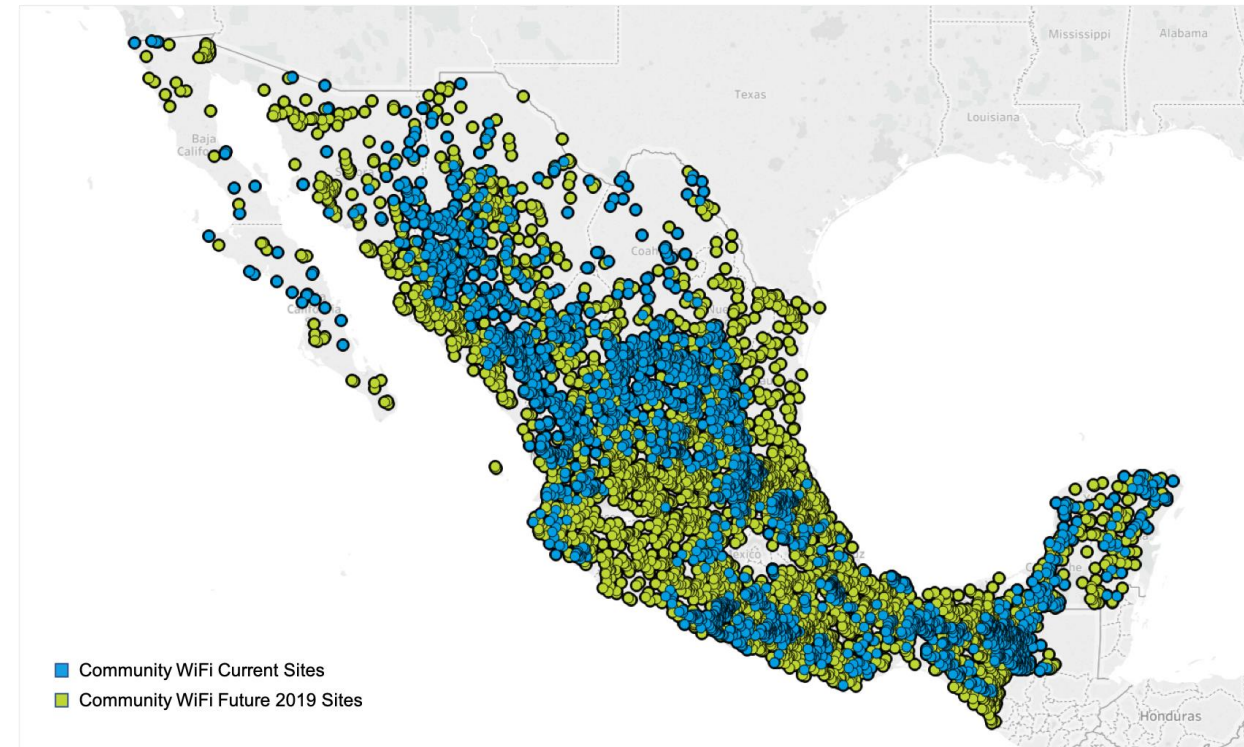
Each ViaSat-3 satellite expected to have nearly ~10x the bandwidth of ViaSat-1

Bridging the Digital Divide

Community Wi-Fi Deployments Expanding Rapidly

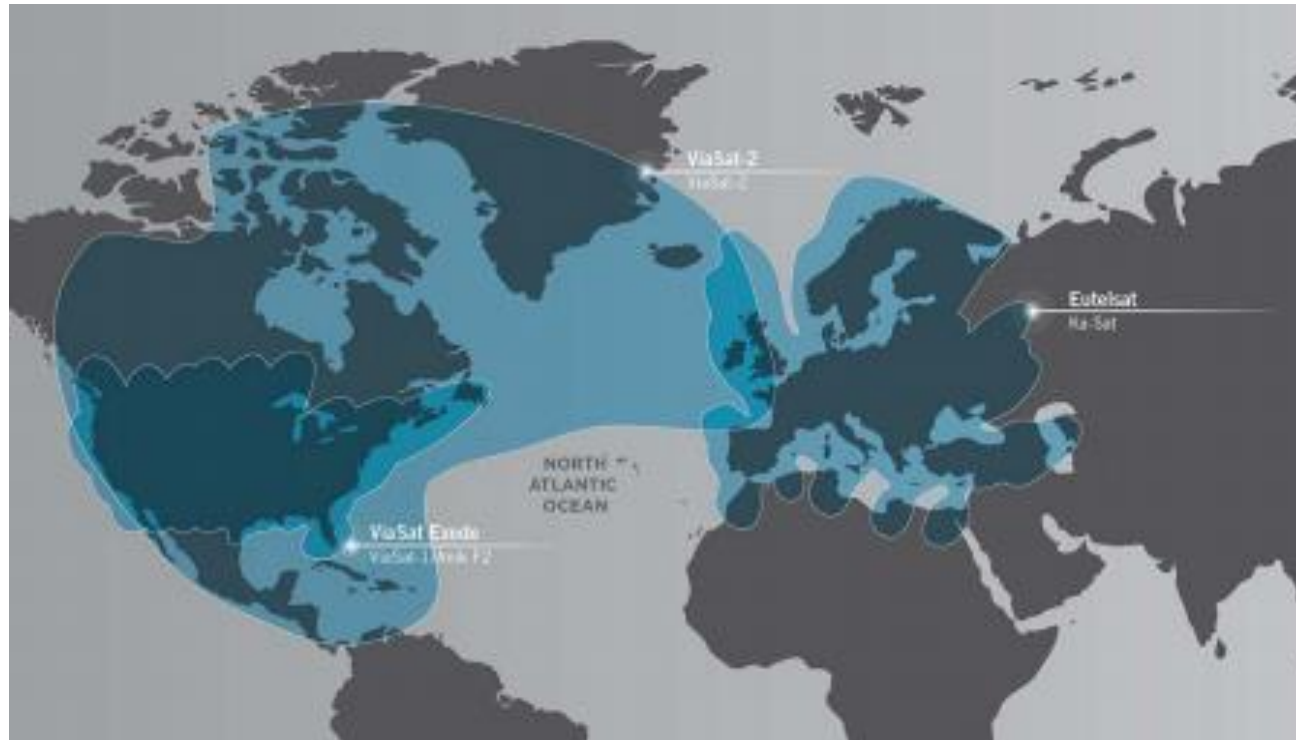
- > **Mexico:** 3,000+ hotspot sites to over one million people.
 - Planning for 20,000 sites in next two years
- > **Brazil:** Over 2,000 schools and government offices.
 - Planning over 30,000 sites in next two years
- > **Honduras:** Initial service deployment in August 2019
 - Planning for over 2,000 sites in next two years
- > **Haiti:** Initial service deployment in June 2019
 - Planning for over 1,500 sites in next two years
- > **Puerto Rico:** Sites deployed for disaster relief
- > Other Central American & Caribbean launches planned
- > Building robust platform for value added services for our users and partners
 - Education
 - Financial Inclusion
 - Health and Medicine
 - +more

3,000 Communities in Mexico
Covering Over 1 Million People in Approximately 12 Months

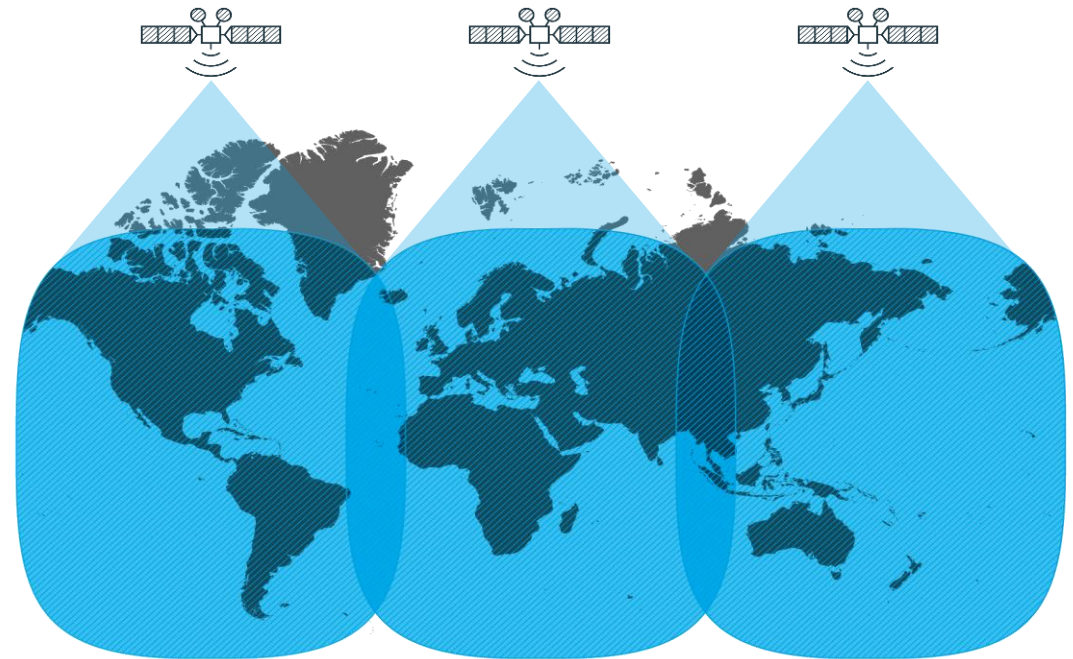


Effectively Using the Ka-Band (28 GHz) for Global Internet Accessibility

Today: ViaSat-1 & 2



Next: ViaSat-3



End



VIASAT PROPRIETARY