

ViaSat, Inc.

FY16 Q3 Results

February 9, 2016

Safe Harbor Disclosure

Forward-Looking Statements

This presentation contains forward-looking statements regarding future events and our future results that are subject to the safe harbors created under the Securities Act of 1933 and the Securities Exchange Act of 1934. These statements are based on current expectations, estimates, forecasts and projections about the industries in which we operate and the beliefs and assumptions of our management. We use words such as “anticipate,” “believe,” “continue,” “could,” “estimate,” “expect,” “goal,” “intend,” “may,” “plan,” “project,” “seek,” “should,” “target,” “will,” “would,” variations of such words and similar expressions to identify forward-looking statements. In addition, statements that refer to projections of earnings, revenue, costs or other financial items; anticipated growth and trends in our business or key markets; future economic conditions and performance; anticipated performance of products or services; anticipated satellite construction and launch activities; the performance and anticipated benefits of the ViaSat-2 and ViaSat-3 satellites; the expected capacity, service, coverage, service speeds and other features of ViaSat-2, and the timing, cost, economics and other benefits associated therewith; anticipated subscriber growth; plans, objectives and strategies for future operations; and other characterizations of future events or circumstances, are forward-looking statements. Readers are cautioned that these forward-looking statements are only predictions and are subject to risks, uncertainties and assumptions that are difficult to predict. Therefore, actual results may differ materially from those expressed in any forward-looking statements. Factors that could cause actual results to differ include: our ability to realize the anticipated benefits of the ViaSat-2 satellite; unexpected expenses related to the satellite projects; our ability to successfully implement our business plan for our broadband satellite services on our anticipated timeline or at all, including with respect to the ViaSat-2 satellite system; risks associated with the construction, launch and operation of ViaSat-2 and our other satellites, including the effect of any anomaly, operational failure or degradation in satellite performance; negative audits by the U.S. government; changes in the global business environment and economic conditions; delays in approving U.S. government budgets and cuts in government defense expenditures; our reliance on U.S. government contracts, and on a small number of contracts which account for a significant percentage of our revenues; our ability to successfully develop, introduce and sell new technologies, products and services; reduced demand for products and services as a result of continued constraints on capital spending by customers; changes in relationships with, or the financial condition of, key customers or suppliers; our reliance on a limited number of third parties to manufacture and supply our products; increased competition and other factors affecting the communications and defense industries generally; the effect of adverse regulatory changes on our ability to sell products and services; our level of indebtedness and ability to comply with applicable debt covenants; our involvement in litigation, including intellectual property claims and litigation to protect our proprietary technology; and our dependence on a limited number of key employees. In addition, please refer to the risk factors contained in our SEC filings available at www.sec.gov, including our most recent Annual Report on Form 10-K and Quarterly Reports on Form 10-Q. Readers are cautioned not to place undue reliance on any forward-looking statements, which speak only as of the date on which they are made. We undertake no obligation to revise or update any forward-looking statements for any reason.

GAAP Reconciliation

This presentation includes non-GAAP financial measures to supplement ViaSat’s condensed consolidated financial statements presented on a GAAP basis. We believe these measures are appropriate to enhance an overall understanding of ViaSat’s past financial performance and prospects for the future. However, the presentation of this additional information is not meant to be considered in isolation or as a substitute for measures of financial performance prepared in accordance with GAAP. A reconciliation between the non-GAAP financial information and the most comparable GAAP financial information is provided in our earnings release, which is available on the Investor Relations section of our website at www.viasat.com.

Topics

- FY16 Q3 Highlights
- Financial Summary
- Segment Discussion
- Strategic Initiatives
- Outlook & Summary
- Q & A

FY16 Q3 Highlights

- ***Continued Adj EBITDA Growth & Margin Expansion***
- ***ViaSat-2 In-Service Confidence***
- ***ViaSat-3 Constellation Underway!***
- ***Eutelsat Partnership***

Strong Core Adj EBITDA Growth Continues

- Satellite Services & Government
- Consumer ARPU growth
- Commercial aircraft growth & passenger engagement
- Margin expansion
- Gov't satellite services on Ka just starting
- Offsets R&D, NBN infrastructure completion

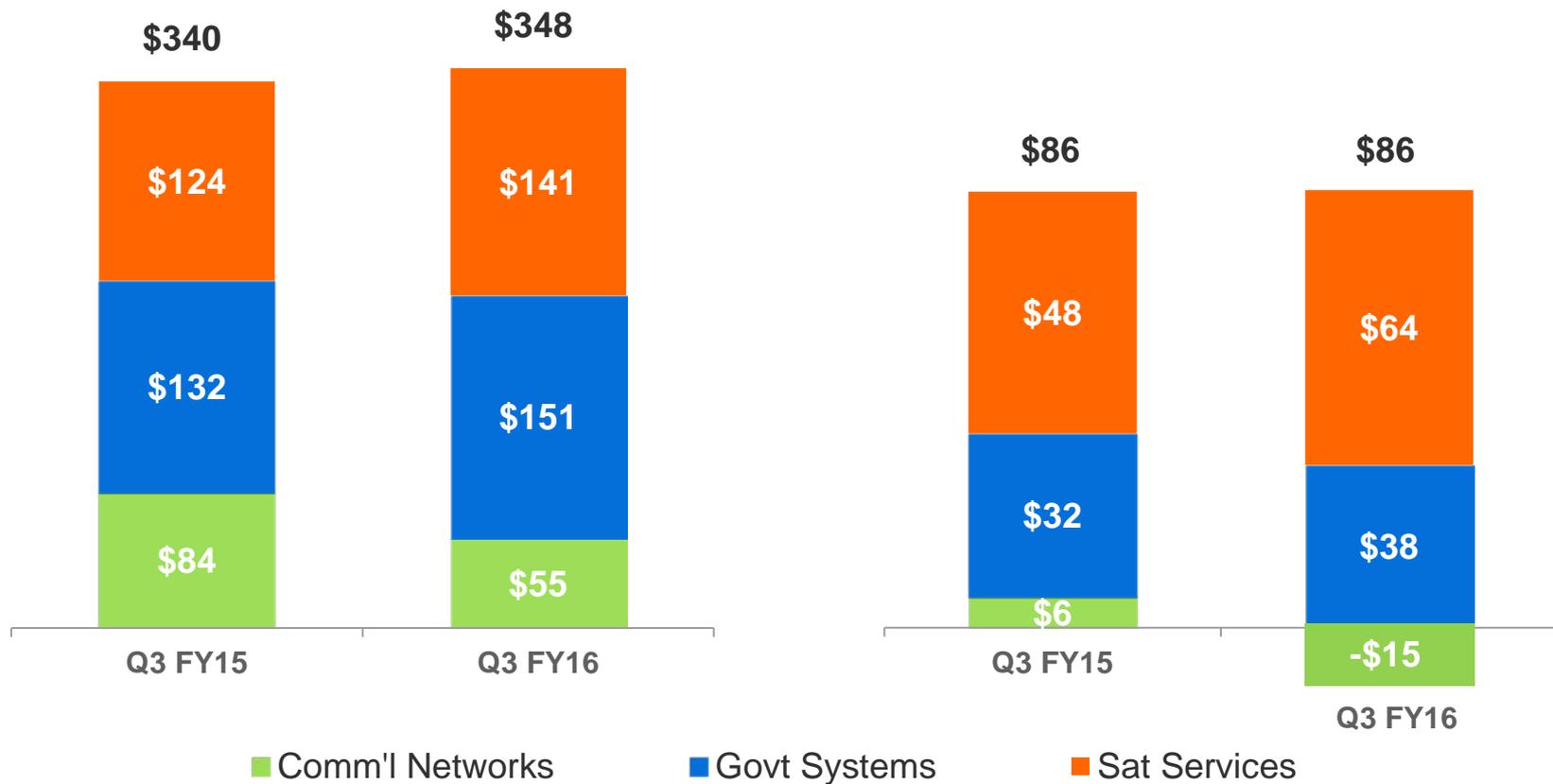
Bandwidth Fuel For Growth

- ViaSat-2 launching on Ariane Q1 CY17
- ViaSat-3 Americas & ViaSat-3 EMEA construction underway
- Eutelsat partnership paves the way in Europe

Financial Summary – Q3 FY16

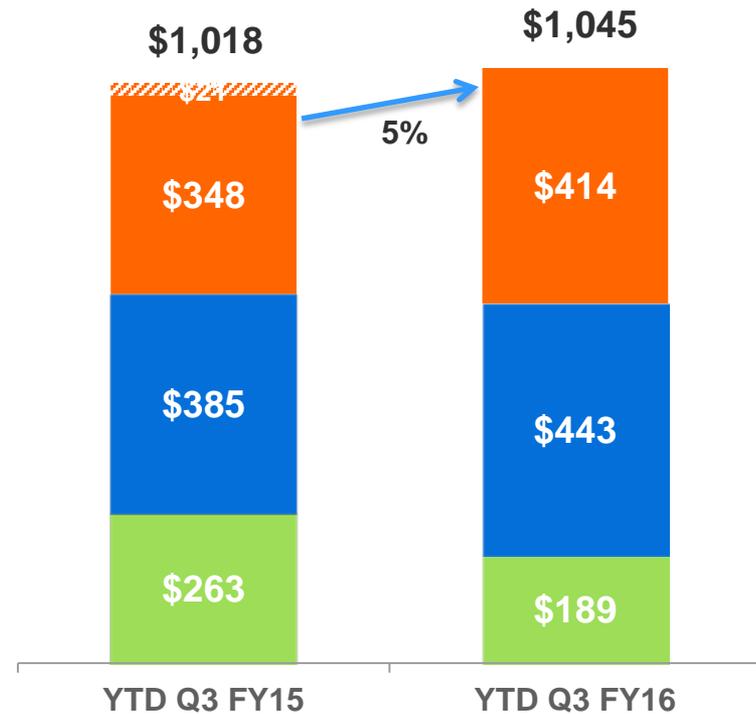
Revenues

Adjusted EBITDA

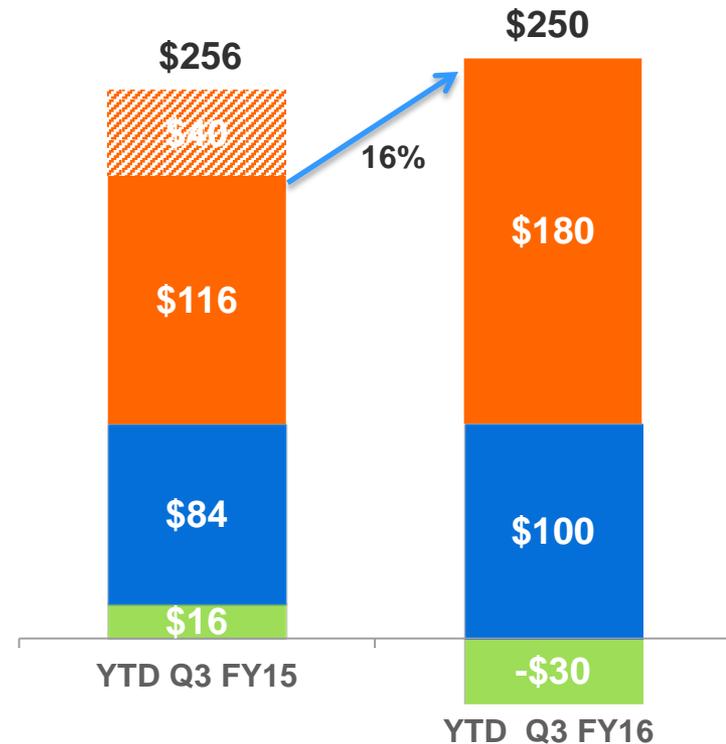


Financial Summary – YTD Q3 FY16

Revenues



Adjusted EBITDA



■ Comm'l Networks
 ■ Govt Systems
 ■ Sat Services
 ■ SSL Non-Recurring

Income, Cashflow and Borrowings

Income

	Q3	
	FY16	FY15
Revenues	\$ 347.8	\$ 339.6
Income from Operations	10.4	18.2
Net Income	9.7	14.8
Non-GAAP Net Income	19.8	23.9
Diluted EPS	\$0.20	\$0.31
Non-GAAP Diluted EPS	\$0.40	\$0.49

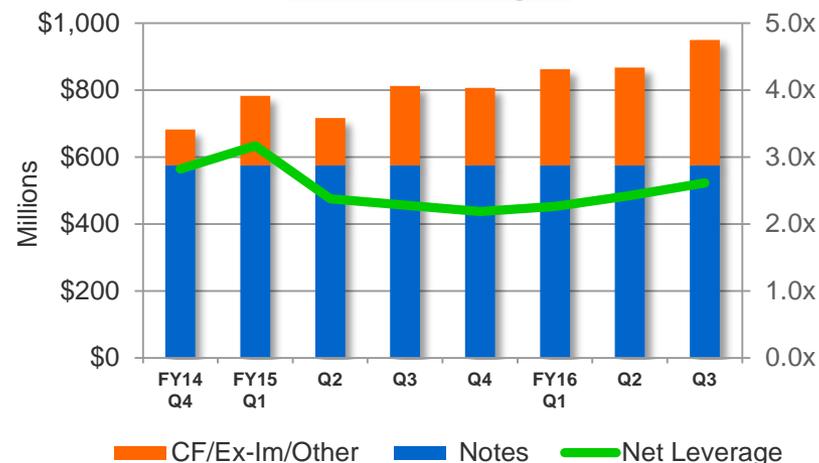
	YTD Q3	
	FY16	FY15
Revenues	\$ 1,045.5	\$ 1,017.8
Income from Operations	33.6	63.5
Net Income	17.3	32.8
Non-GAAP Net Income	46.7	58.7
Diluted EPS	\$0.35	\$0.68
Non-GAAP Diluted EPS	\$0.95	\$1.22

Note: All dollar amounts in tables are in millions, except per share figures.

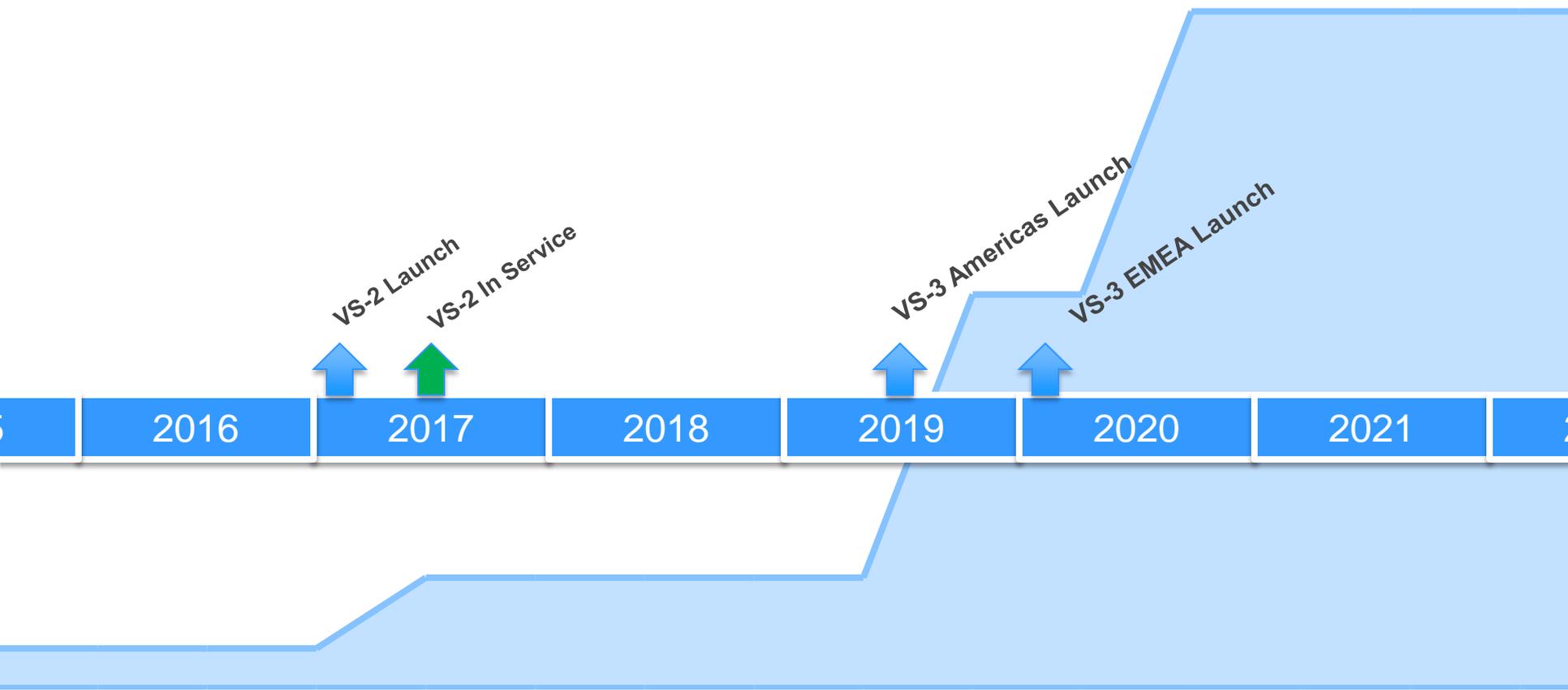
Cashflow

	YTD Q3	
	FY16	FY15
Net income	\$ 17.4	\$ 32.5
Depr / amort / other, net	246.9	227.9
Change in working capital, net	(44.7)	11.1
Cashflow from operations	\$ 219.5	\$ 271.4
Capital expenditures & investments	(339.6)	(366.6)
Financing activities	131.7	134.4
Net change in cash	\$ 11.6	\$ 39.3

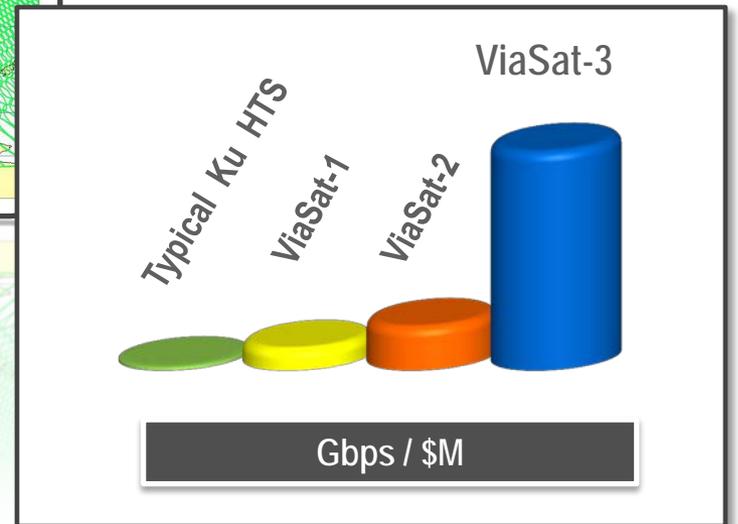
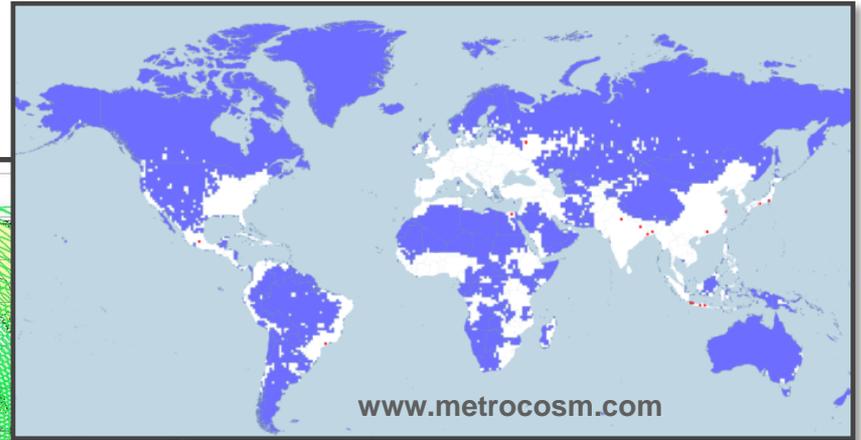
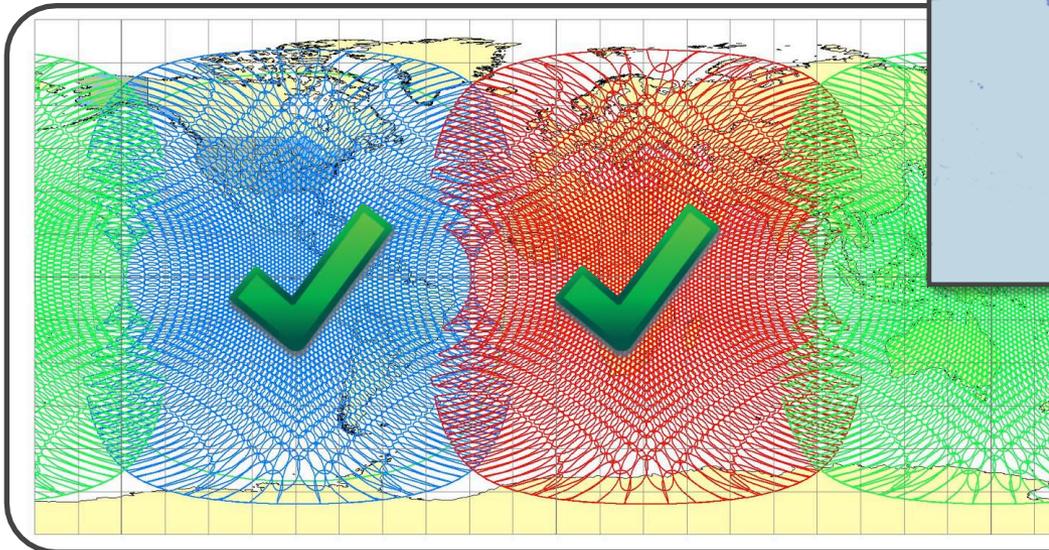
Net Leverage¹



Capacity Expansion Schedule

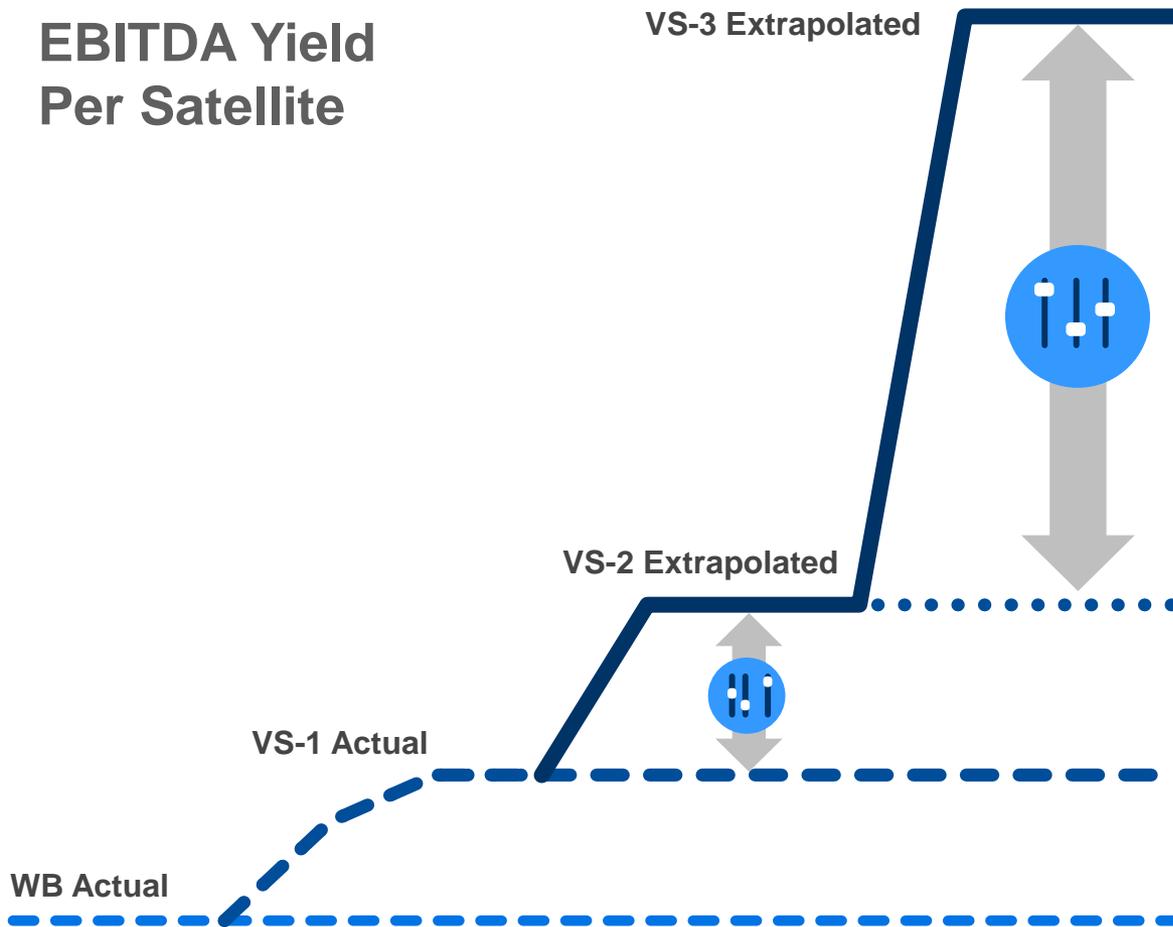


ViaSat-3 Constellation



Why ViaSat-3?

EBITDA Yield
Per Satellite



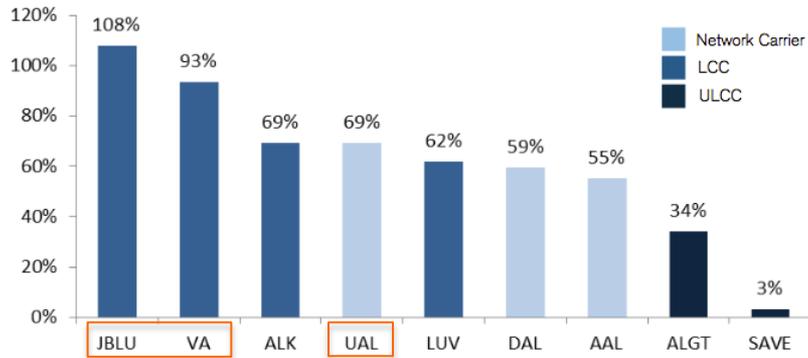
YIELD FACTORS

- ↓ “Deflation”
- ↓ Growth Rate
- ↑ Ops Scale
- ↑ Consumption
- ↑ More speed
- ↑ New markets
- ↑ New uses

Commercial Aero Progress

U.S. Carriers held onto 63% of their fuel windfall on average...

% of fuel windfall retained, including hedge losses/gains



Signs of pricing power exist for carriers with differentiated product offerings.....



“ We want Netflix to work incredibly well, whether you’re watching in the living room, in the metro, or at 30,000 feet on Virgin America.”

– Reed Hastings Keynote Speech @ CES 2016

Passengers



Airlines

Internet Media

ADDITIONAL OPPORTUNITIES



Near Term Growth Drivers

Introducing
Boost 25

WITH UP TO 25 MBPS DOWNLOAD SPEED

NEW Our fastest speed ever!
Available in select areas only



ARPU GROWTH

COMMERCIAL AERO

GOVERNMENT SYSTEMS

Enhanced service plans

Growing installed base of aircraft

Mobility services

Ancillary services

Increased passenger penetration

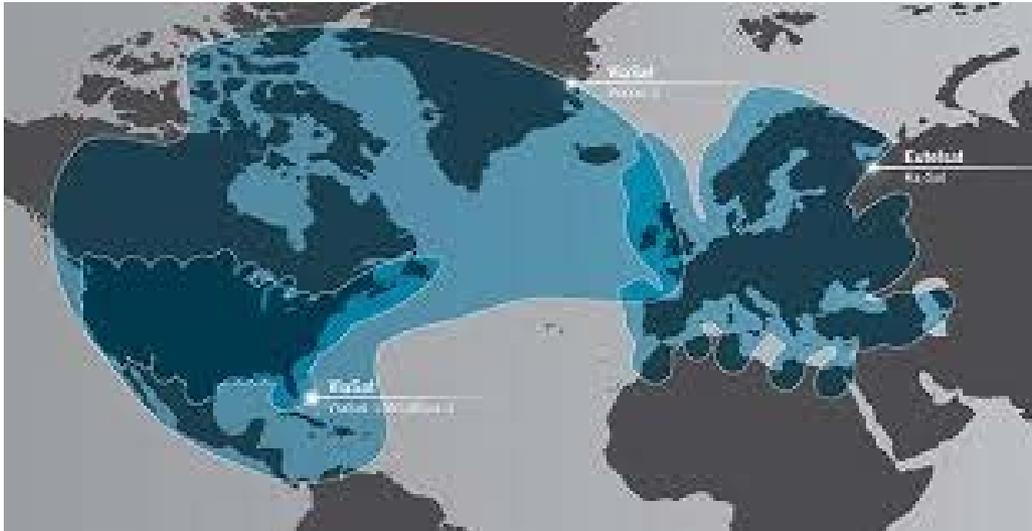
Data links

New Exede business plans

Higher engagement by users

Information assurance

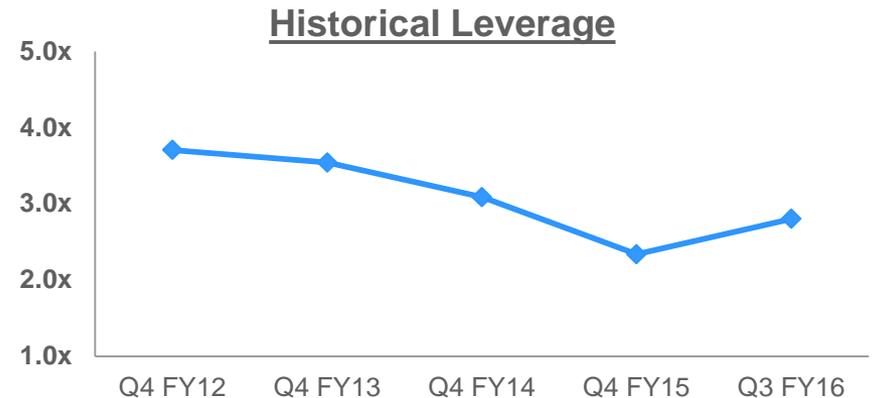
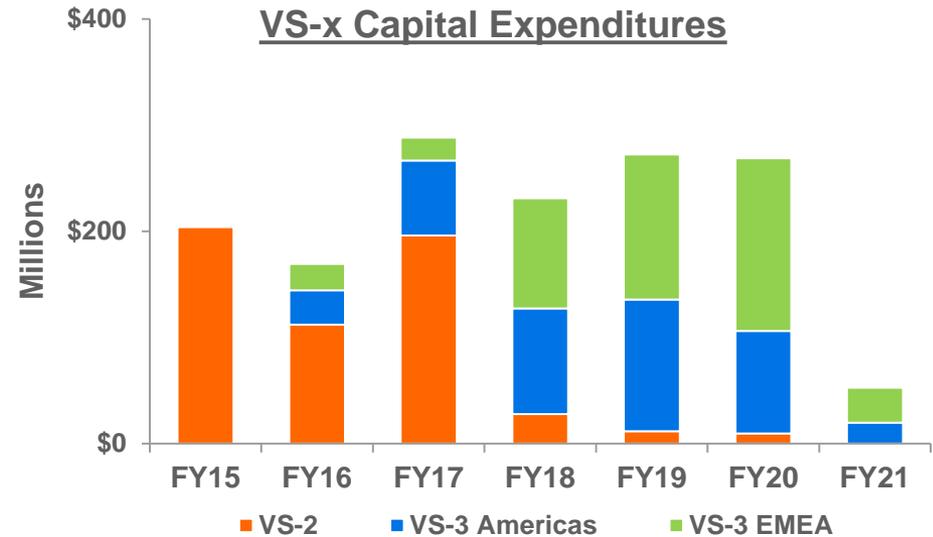
Eutelsat European Partnership



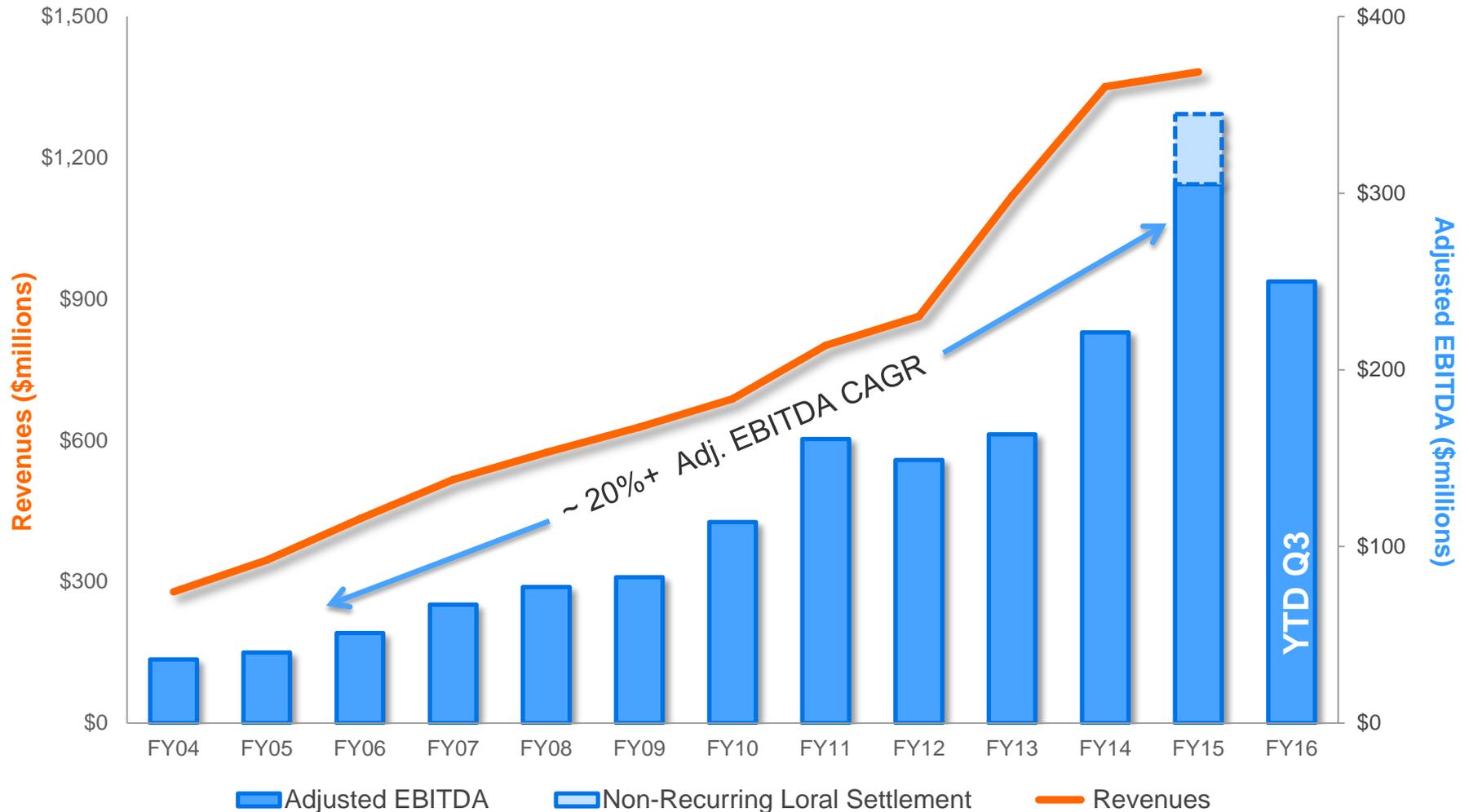
VS-3 Capital Program & Leverage

Summary

- Annual capex of ~ \$275m per year beginning FY17
- Funding sources
 - ✓ Existing liquidity
 - ✓ Cashflow from operations
 - ✓ Additional secured debt, including upsized revolver
 - ✓ Export credit financing from ExIm Bank and/or Coface (French ECA)
 - ✓ Opportunistic strategic transaction
- Net leverage ~ 3.5x to 4.0x Adj. EBITDA in FY18/FY19 time-frame



Outlook & Summary



Q & A