

ViaSat, Inc.

FY15 Q3 Results

February 10, 2015

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 activities; the performance and anticipated benefits of the ViaSat-2 satellite; 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 project; 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

- FY15 Q3 Highlights
- Financial Summary
- Segment Discussion
- Outlook & Summary
- Q & A

FY15 Q3 Highlights

- ***Exceptional Adjusted EBITDA growth***
- ***Driven by Exede and government margins***
- ***Healthy backlog & robust YTD book-to-bill fuel growth opportunity***

Strong Q3 financial performance

- Q3 Adjusted EBITDA of \$86m, up 51% YoY
- Q3 YTD Adjusted EBITDA of \$256m, up 56% YoY
- \$313m in new awards
- \$993m of backlog, up 10% YoY

Strength in Exede services

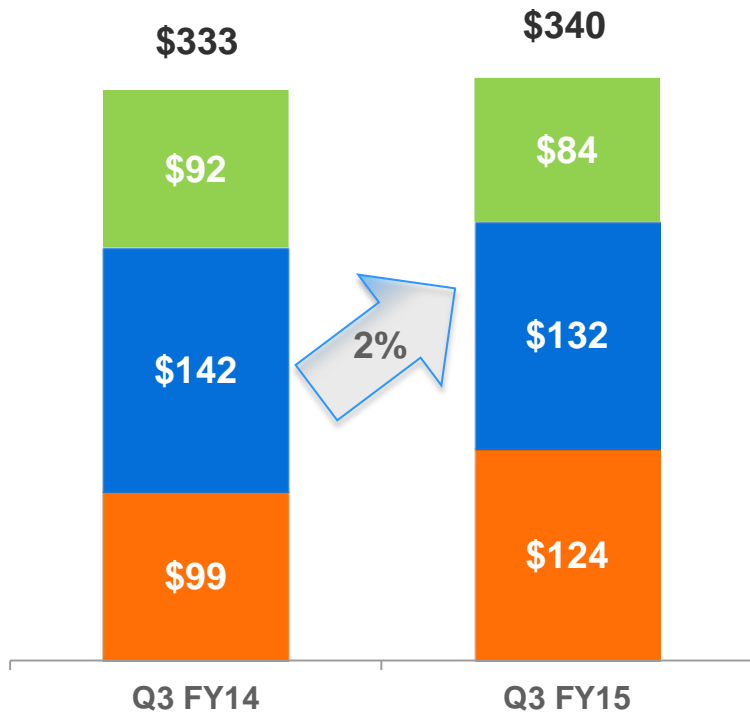
- 18k net adds (27k on VS-1)
- 276 WiFi aircraft on-line, sequential increase of 33%
- Satellite Services revenue and Adj EBITDA up 26% and 107% YoY, respectively
- Cumulative effect of subscriber metrics driving margins

Government segment strength

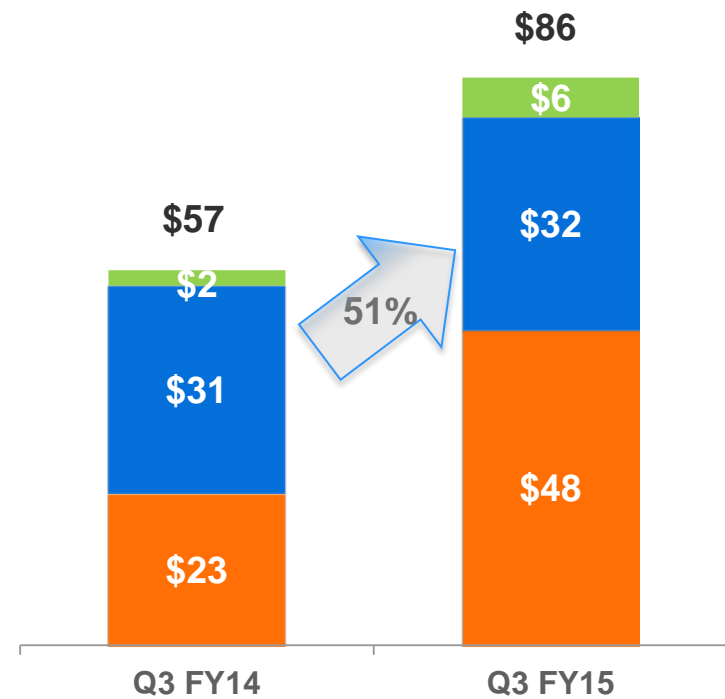
- Slight revenue dip, but improved margins YoY
- YoY and sequential growth in Adjusted EBITDA
- \$142m in new awards; over 1.3:1 book/bill YTD

Financial Summary – Q3 FY15

Revenues



Adjusted EBITDA

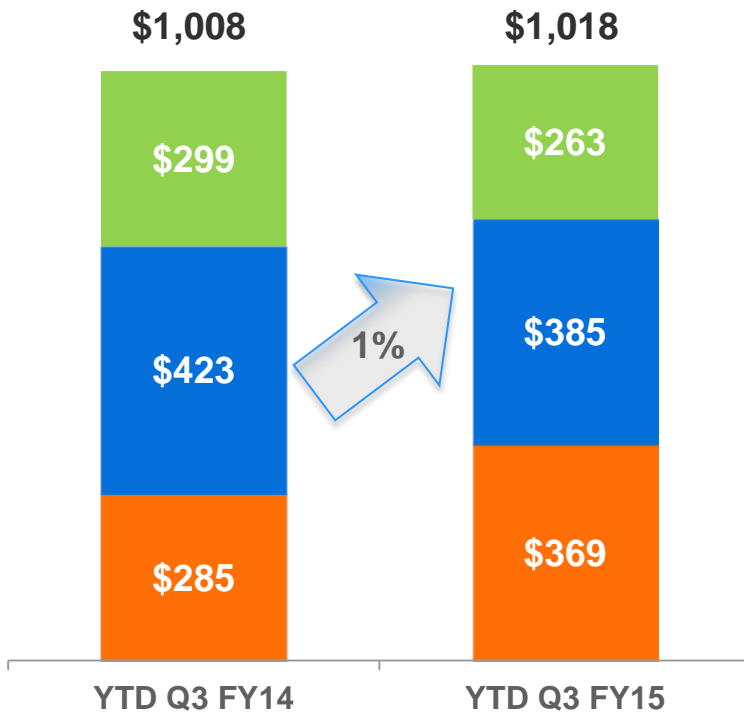


■ Satellite Services ■ Government Systems ■ Commercial Networks

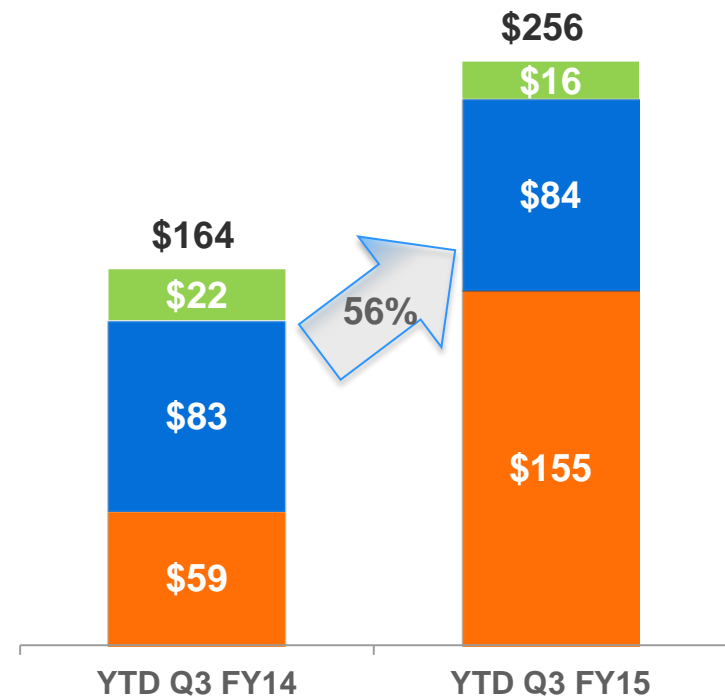
Adjusted EBITDA up across all segments

Financial Summary – YTD Q3 FY15

Revenues



Adjusted EBITDA



■ Satellite Services
 ■ Government Systems
 ■ Commercial Networks

Significant expansion of Adj EBITDA margins

Income Statement Summary

Income Metrics

	<u>Q3 FY14</u>	<u>Q3 FY15</u>
Revenues	\$ 332.6	\$ 339.6
Income from operations	1.5	18.2
Interest expense, net	(9.2)	(6.8)
Income tax provision	1.7	3.4
Minority interest, net	(0.0)	0.0
Net Income	\$ (6.0)	\$ 14.8
Non-GAAP Net Income	\$ 1.6	\$ 23.9
Adjusted EBITDA	\$ 56.7	\$ 85.9
Diluted EPS	\$ (0.13)	\$ 0.31
Non-GAAP Diluted EPS	\$ 0.03	\$ 0.49
Diluted common equivalent shares	45.9	48.4

Adj EBITDA to Non-GAAP Net Income

	<u>Q3 FY14</u>	<u>Q3 FY15</u>
Adjusted EBITDA	\$ 56.7	\$ 85.9
- Depr, amort and stock comp	(55.2)	(67.7)
- Interest expense, net	(9.2)	(6.8)
- Income tax provision	1.7	3.4
Net Income	\$ (6.0)	\$ 14.8
+ Amort of acquired intangibles	3.7	4.7
+ Stock comp	8.7	10.1
+ Acquisition related expenses	-	-
- Inc. tax effect non-GAAP addback	(4.7)	(5.7)
Non-GAAP Net Income	\$ 1.6	\$ 23.9
Non-GAAP Diluted EPS	\$ 0.03	\$ 0.49
Diluted common equivalent shares	45.9	48.4

Cashflow and Borrowings

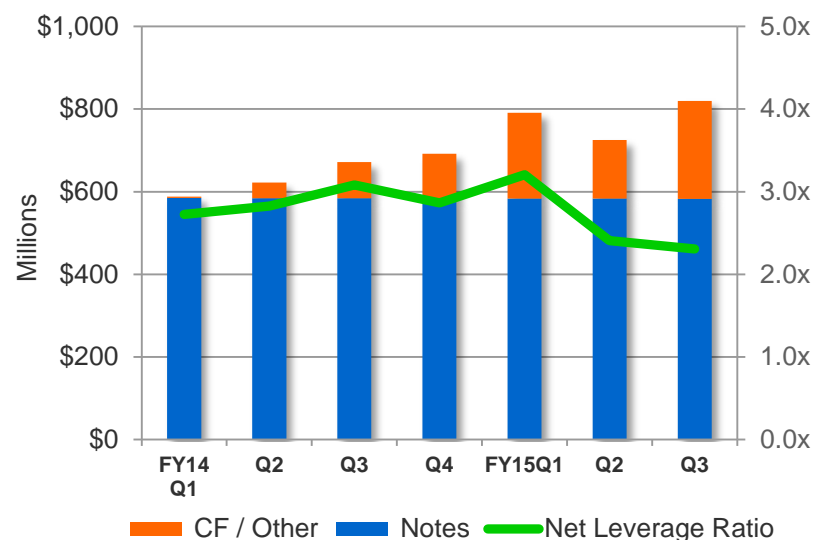
Cashflow

	YTD	
	Q3 FY14	Q3 FY15
Net income	\$ (5.2)	\$ 32.5
Depr / amort / other, net	168.7	227.9
Change in working capital, net	(28.6)	11.1
Cashflow from operations	\$ 134.9	\$ 271.4
Capital expenditures & investments	(280.5)	(366.6)
Financing activities	81.2	134.4
Net change in cash	\$ (64.4)	\$ 39.3

Liquidity

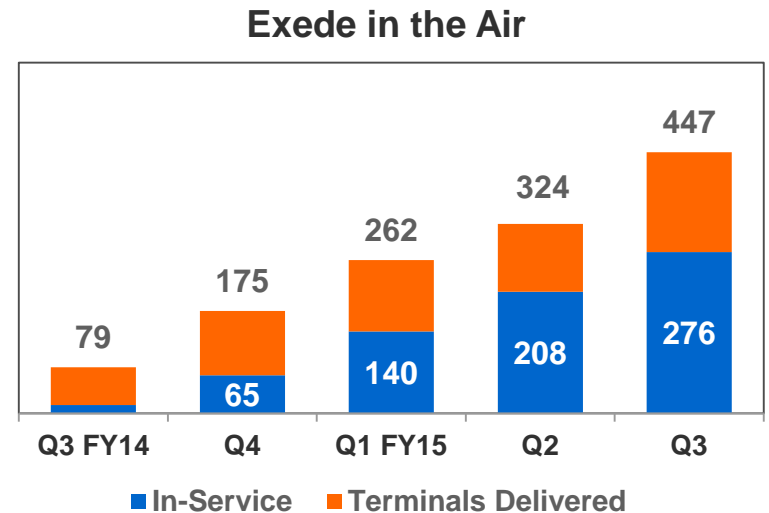
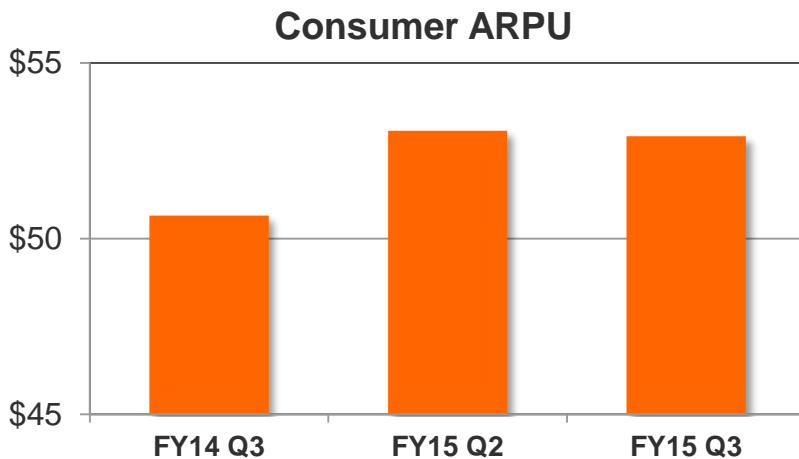
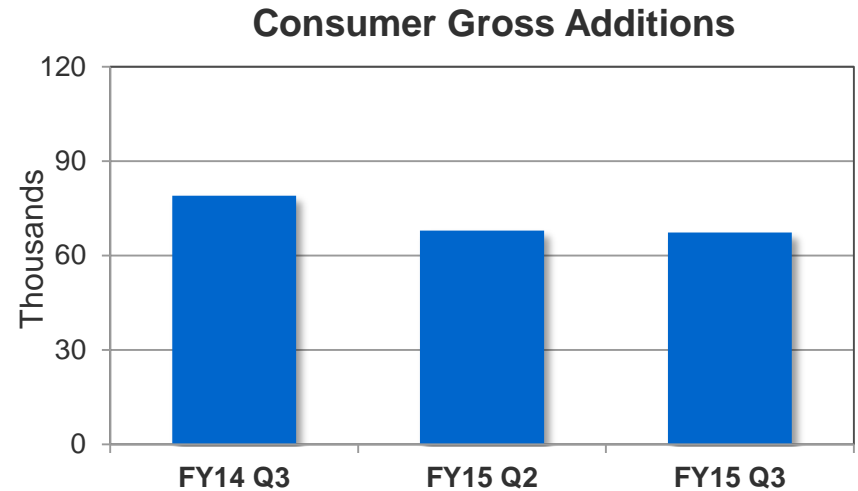
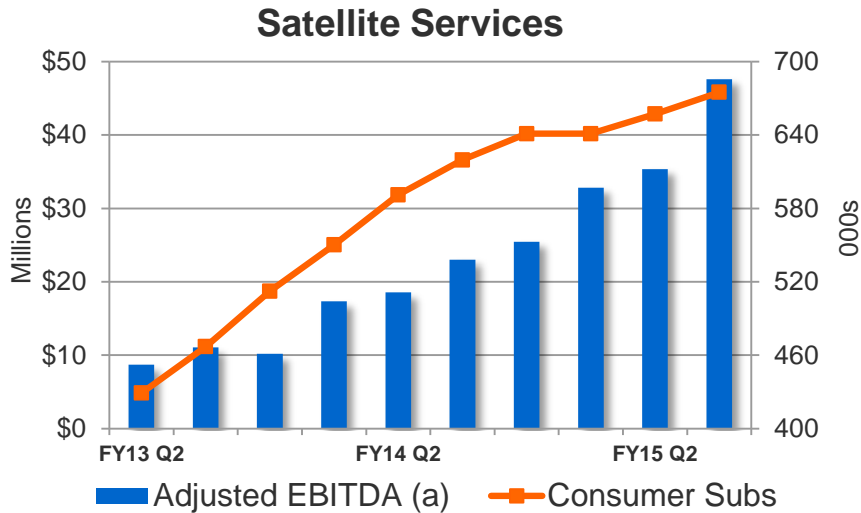
- Availability of \$225m under existing credit facility
- Ex-Im financing expected to close Q4 FY15, providing over \$500m of additional liquidity

Net Leverage



Net Leverage Ratio defined as Total Debt less Cash, divided by trailing twelve month Adjusted EBITDA.

Satellite Services Metrics



World's Best In-Flight Wi-Fi !

There's More In-Flight Wi-Fi Than Ever

The fastest Wi-Fi experience is found on JetBlue Airways and United. They have been early adopters of ViaSat's [Exede satellite-based system](#), which offers speeds similar to those found at home and work. United also has that system on some of its 757s and 737s. Israel's El Al is also planning to have some flights using ViaSat's system late this year or early in 2016.

BloombergBusiness

"...United and JetBlue are the only airlines currently live with **Best Wi-Fi...**"

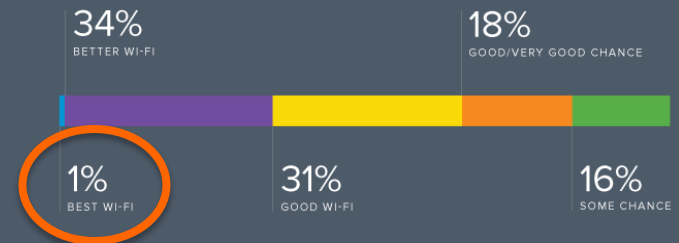


ALL AIRLINES WORLDWIDE

Flyers now have at least some chance of getting in-flight Wi-Fi on nearly 1/4 of all flight miles worldwide



Of these flight miles, there's significant variability in the chance of getting in-flight Wi-Fi and the type of Wi-Fi offered



SOME CHANCE	Up to 1/3 of a given subfleet has Wi-Fi
GOOD CHANCE	1/3 to 2/3 of a given subfleet has Wi-Fi
VERY GOOD CHANCE	Greater than 2/3 of a given subfleet has Wi-Fi
GOOD WI-FI	Basic systems (like 3G, usually 2Mbps or slower, shared by all passengers)
BETTER WI-FI	Faster systems better handling graphical sites, social media (like 4G)
BEST WI-FI	Most technically advanced systems available capable of streaming video (but airline policy still may limit use, United and JetBlue are the only airlines currently live with Best Wi-Fi)

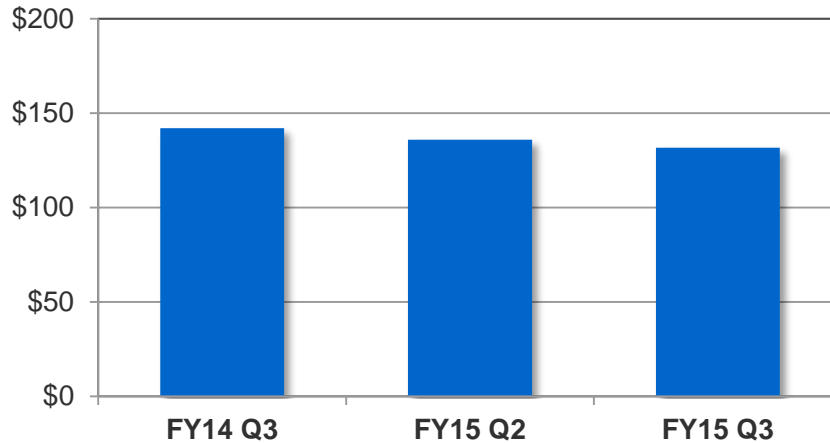
Ranking Wi-Fi Performance by Flight

ViaSat-1 bandwidth economics preferred over terrestrial wireless and conventional satellites

Sort	Happiest ▾	Filter	Nonstops	Happy & Cheap	Happiness factors ▾	Time ▾	Airlines ▾	Airports ▾			
Select	7.4	total \$268	United ORD to IAH Nonstop	5:10a → 8:05a	2h 55m	A319	Standard (30"+W)	BYO (Streaming)	None	Better	Details >
Select	7.4	total \$340	United ORD to IAH Nonstop	6:45a → 9:39a	2h 54m	737-900	Standard (30")	None	Plugs	Best	Details >
Select	5.7	total \$196	American ORD to IAH 1 stop : DFW	6:01a → 10:35a	4h 34m	MD-83	Standard (31"+W)	BYO (Streaming) \$	Adapter (some rows)	Good	Details >
				ORD to DFW	DFW to IAH						
Select	5.2	total \$277	American ORD to IAH 1 stop : DFW	7:30a → 12:41p	5h 11m	MD-80	Standard (31"+W)	BYO (Streaming) \$	Adapter (some rows)	Good	Details >
				ORD to DFW	DFW to IAH						
Select	5.0	total \$275	American* ORD to IAH 1 stop : CLT ▲ Short layover * Operated by US Airways	5:50a → 11:23a	5h 33m	A321	Roomier (32"+W)	None	None	Better	Details >
				ORD to CLT	CLT to IAH						
Select	4.8	total \$165	US Airways ORD to IAH 1 stop : CLT	7:25a → 1:09p	5h 44m	A321	Roomier (32"+W)	None	None	Better	Details >

Government Systems

Revenue

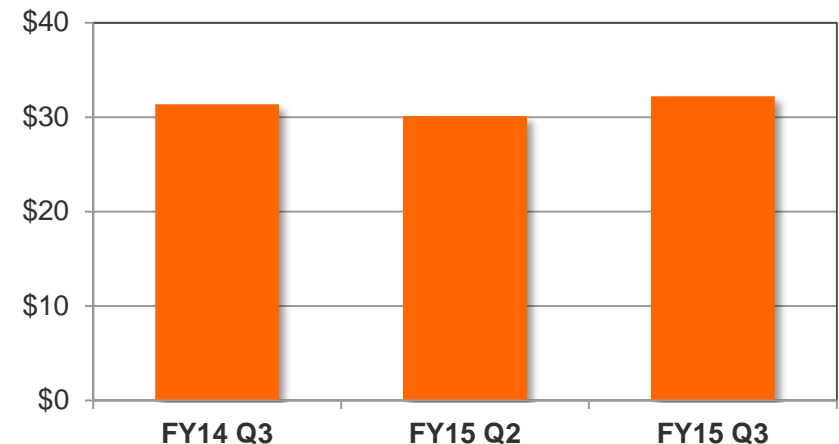


- Tactical data links, information and cyber security and NNU services offset declines in BFT
- Improved Adjusted EBITDA margins due to increasing services mix
- YTD book-to-bill over 1.3 to 1

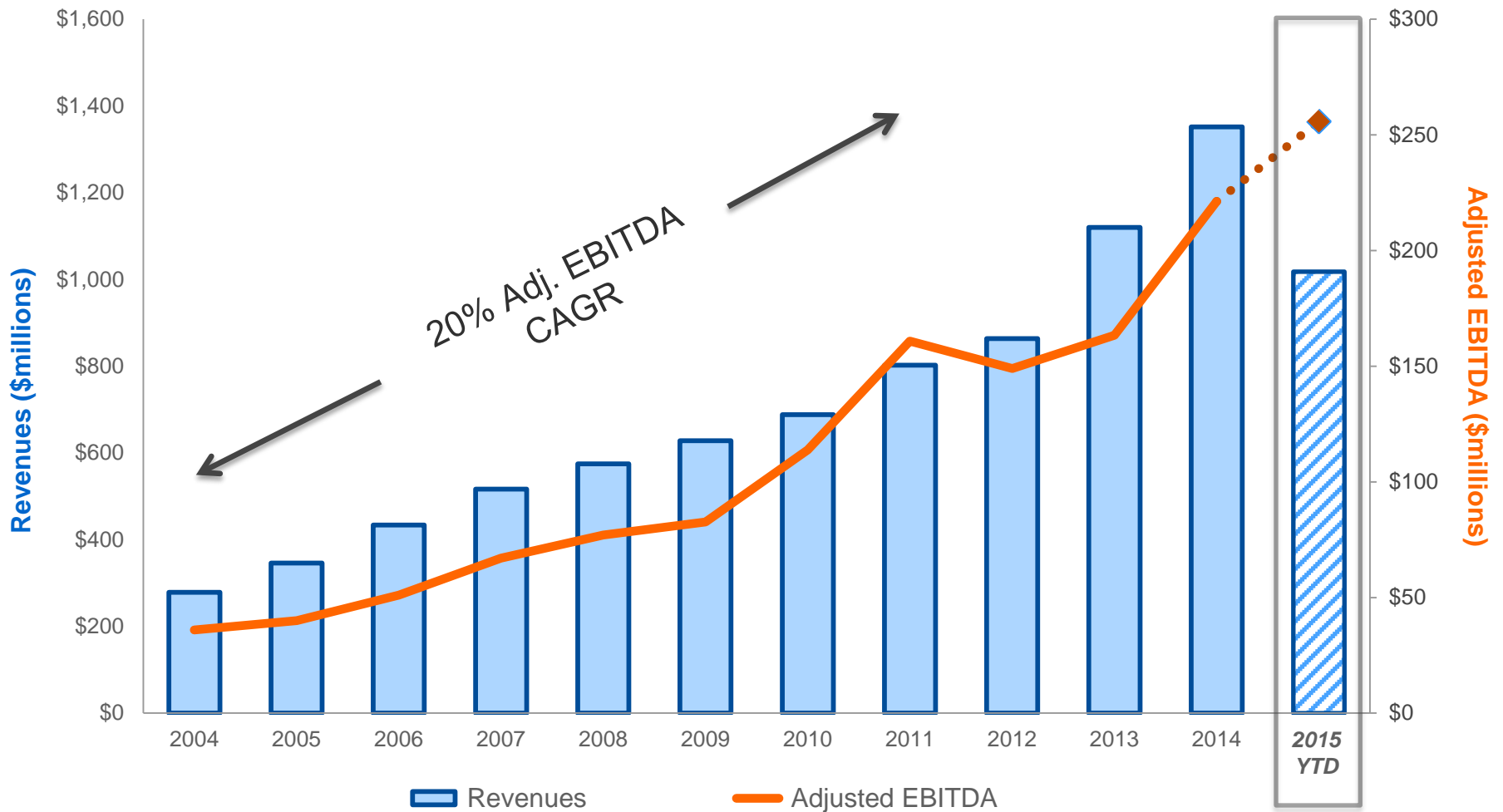
Critical Infrastructure Security



Adjusted EBITDA



Outlook & Summary



Q & A