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Virgin America Partners With ViaSat To Offer Faster, Higher Quality WiFi In The Sky: Travelers At 35,000 Feet Can Now Stream Video Content From The Internet

First Airline to Offer Fleetwide In-Flight WiFi in 2009 Now Invests in Next Generation Satellite-Based Connectivity Service for Next 10 Aircraft Deliveries

Virgin America Will Be First Commercial Airline to Operate in both Ku- and Ka-Band Satellite Networks on the Same Aircraft - Ensuring Guests Have the Best Available Connection in the Sky

SAN FRANCISCO and CARLSBAD, Calif., July 7, 2015 /PRNewswire/ -- [Virgin America](#) (NASDAQ: VA) the first and still only U.S. airline to offer WiFi on every aircraft in its fleet, today announces a new technology partnership with [ViaSat Inc.](#) (NASDAQ: VSAT), an innovator in broadband and communication technologies and services, that will bring significantly faster WiFi connectivity to the airline's 10 new A320 aircraft deliveries, beginning in September of this year. Through this latest connectivity partnership, Virgin America will tap the power and economics of ViaSat-1, the highest capacity Ka-band satellite in the world offering 140 gigabits-per-second, to deliver the fastest WiFi connectivity service for high-quality video streaming.

ViaSat's technology will deliver internet speeds that are typically 8 to 10 times faster than any other in-flight WiFi system - allowing travelers to experience internet speeds similar to what they have at home, with the freedom to watch, stream video and shop directly on any connected device when in-flight. With this new technology, Virgin America will become the first commercial airline to offer an in-flight WiFi service that can operate in both Ku- and Ka-band satellite networks on the same aircraft. By deploying ViaSat's new hybrid Ku/Ka-band antenna Virgin America can keep travelers connected virtually anywhere they fly, ensuring guests always have the best available connection in any given location. ViaSat's new hybrid Ku/Ka-band antenna will enable in-flight WiFi connectivity on flights serving the airline's new [Hawaiian destinations](#) as of 2016.

"The idea behind our in-flight entertainment and connectivity offerings has always been to offer travelers more content, more interactivity and more of the choices they have access to on the ground," said Ken Bieler, Director of Product Design and Innovation at Virgin America. "Since 2009, our guests have come to rely on and expect WiFi access on every flight, and we've continued to improve our WiFi product offering over the years. Bringing ViaSat's satellite-based WiFi product to our new delivery aircraft will again allow us to make an industry-leading investment in our product. We are excited about this new technology and the possibility it opens up for WiFi coverage on our new Hawaii flights and for travelers who wish to stream video in-flight."

Virgin America will begin installation of ViaSat's systems immediately - with the first Ka-band antenna equipped aircraft to take flight in the continental U.S. in September 2015. Aircraft scheduled for Hawaii flights will be outfitted with ViaSat's hybrid Ku/Ka-band antenna in early 2016. During the beta period rollout of the ViaSat product, Virgin America will offer free WiFi access on its first ViaSat equipped aircraft. The airline will introduce pricing for the service in 2016.

"Our competitive advantage is rooted in the unique bandwidth economics of ViaSat-1 and the forthcoming ViaSat-2 satellite networks. We can empower airlines to engage all of their guests in an in-flight, online experience just like they'd get on the ground - including streaming high quality video," said Don Buchman, Vice President and General Manager, Commercial Mobility Business, ViaSat. "Virgin America is a brand that shares our love of innovation and strives to bring the best service possible to the traveler. By leveraging our technology, Virgin America can maximize passenger engagement and increase customer loyalty."

The news today builds on Virgin America's announcement last month that it is upgrading to a new beta version of its Red® in-flight entertainment system. The new Red Beta creates an even more immersive in-flight entertainment experience with higher resolution capacitive touch screens, Android-based software that will allow for faster, real-time updates, three times more content - including full seasons of favorite television shows, more interactive maps, videogames including classics like Pac Man and Asteroids - along with the first surround-sound listening experience to be offered by an airline.

In addition to being [the only U.S. airline to offer fleetwide WiFi as of 2009](#) and power outlets at every seat, Virgin America has made continuous investments in its in-flight connectivity system, including [upgrading its full fleet to the latest generation ground-based WiFi system as of 2014](#) and now investing in the most advanced satellite-based WiFi system with ViaSat Exede® In the Air for its next 10 aircraft deliveries - giving guests the ability to access content beyond what is stored in the aircraft to stream online video content to their device over the internet. The airline has not yet made a technology decision with respect to the rest of the fleet. The innovative quality of the airline's current product continues to capture all the major travel awards - including once again being named today as "Top Domestic Airline" in the prestigious annual *Travel + Leisure's* World's Best

Awards for the eighth year in a row - the only U.S. airline with that distinction.

More about Virgin America's new ViaSat service:

ViaSat Exede In The Air Service:

- Offers flyers unmatched in-flight WiFi quality, performance and internet streaming experiences - offering substantially more bandwidth to each guest on the aircraft compared to any other in-flight WiFi service.
- Is the only in-flight WiFi service to offer passenger level service agreements to every connected passenger.
- Leverages the bandwidth economics of ViaSat-1 and the upcoming ViaSat-2 satellite networks to deliver a high-volume, low-cost bandwidth model that empowers more flyers to do more online, like stream high quality video, when in-flight.
- Will use a single ViaSat high-capacity Ka-band satellite antenna to power both the in-flight WiFi connectivity and bring Virgin America's popular 18 channels of live Dish Network television to the airline's new Red Beta Android-based in-flight entertainment system. Virgin America already offers 18 channels of live television via Dish Network on the 53 planes currently in its fleet.
- Will provide Virgin America with the performance and scalability needed to keep pace with traveler demands for data-intensive websites and media-rich applications, while enabling flight crew access to aircraft operational data.

ViaSat Exede In The Air Hybrid Ku/Ka-band System:

- Will be launched onboard Virgin America as the first commercial airline customer for in-flight connectivity service that operates in ViaSat's global Ku-band and high-capacity Ka-band satellite coverage areas in the first half of 2016.
- Will use a single, hybrid Ku/Ka-band antenna - only offered by ViaSat - to enable an aircraft to connect to the best available service depending on its location; similar to a mobile phone that automatically connects to the best available 2G, 3G or high-speed 4G LTE network, the dual-band Exede In The Air system can keep aircraft connected virtually anywhere they fly.
- ViaSat's Ku- and Ka-band network covers 85% of the world's most traveled air routes.

Virgin America offers its guests sleek, tech-forward aircraft cabins with custom-designed seating, fleetwide WiFi, signature moodlighting, power outlets near every seat and the unparalleled Red in-flight entertainment system. In addition to a Main Cabin that offers custom-designed leather seating with a deeper, more comfortable pitch, Virgin America's First Class cabin offers plush white leather seating with 55 inches of pitch, 165 degrees of recline and lumbar massagers. The carrier's Main Cabin Select service offers 38 inches of pitch, free food and cocktails, an all-access pass to media content, dedicated overhead bins and priority check-in/boarding. The Red in-flight entertainment platform offers guests their own seatback touch-screen TV, with more than 25 films, live TV, interactive Google Maps, videogames, a 3,000 song library and an on-demand menu, which allows flyers to order a cocktail or snack from their seatback any time during a flight.

Since its 2007 launch, Virgin America has created more than 2,800 new jobs and expanded its network to include Austin, Boston, Cancun, Chicago, Dallas Love Field, Fort Lauderdale, Las Vegas, Los Angeles, Los Cabos, Newark, New York (JFK), LaGuardia Airport (LGA), Orlando, Palm Springs (seasonal), Portland, Puerto Vallarta, San Diego, San Francisco, Seattle, Washington D.C. (IAD and DCA), Honolulu (as of November 2, 2015) and Kahului, Maui (as of December 3, 2015).

Photos of Virgin America's unique aircraft and broadcast quality b-roll of the airline's interior and exterior cabin can be found at: www.virginamerica.com/cms/about-our-airline/photos.html.

Red Beta video tour can be found at: www.youtube.com/watch?v=AsNx4WG42E0 and high resolution photos at: www.virginamerica.com/cms/about-our-airline/photos/red-beta.html

About Virgin America: Known for its mood-lit cabins, three beautifully designed classes of service and innovative fleetwide amenities — like touch-screen personal entertainment, WiFi and power outlets at every seat, Virgin America has built a loyal following of flyers and earned a host of awards since launching in 2007 — including being named "Best U.S. Airline" in *Conde Nast Traveler's* Readers' Choice Awards for seven years in a row and "Best Domestic Airline" in *Travel + Leisure's* World's Best Awards for the past eight consecutive years. For more: www.virginamerica.com.

About ViaSat: ViaSat engineers creative ways to connect people to new communication applications with networking systems and services that enable a fast, cost-efficient, secure, and high-performance connection to virtually any location. The Company offers [Exede® high-speed internet](#) and broadband services in North America; worldwide mobile satellite services, including global tracking and messaging as well as high-speed in-flight internet; satellite broadband networking systems; WiFi and other hotspot operations, support, and management systems; network-centric military communication systems for the U.S. and allied governments; cybersecurity; and communication system design. Headquartered in Carlsbad, California, ViaSat employs more than 3,400 people worldwide in the areas of technology development, customer service, and network operations. For more information, please visit ViaSat at www.viasat.com, or follow the Company on [Facebook](#), [Twitter](#), [LinkedIn](#) and [YouTube](#).

Forward-Looking Statements: This press release contains forward-looking statements that are subject to the safe harbors created under the Securities Act of 1933 and the Securities Exchange Act of 1934. Forward looking statements include among others, statements about the performance, expected capacity, service, speeds, coverage and other features of dual-band Ku/Ka service on ViaSat's Best Available Network, and the timing, cost, economics and other benefits associated therewith, and the dates of installation and rollout on Virgin America and the expected pricing by Virgin America. Readers are cautioned that actual results could differ materially from those expressed in any forward-looking statements. Factors that could cause actual results to differ include: the ability to realize the anticipated benefits of the ViaSat-1 and ViaSat-2 satellites, unexpected expenses or delays related to satellite projects, the ability to successfully implement ViaSat's business plan for broadband satellite services on ViaSat's anticipated timeline or at all; risks associated with the construction, launch and operation of satellites used to supply these new services, including the effect of any anomaly, operational failure or degradation in satellite performance; negative audits by the U.S. government; turmoil in the global business environment and economic conditions; the ability to successfully develop, introduce and sell new technologies, products and services; reduced demand for products as a result of continued constraints on capital spending by customers; changes in relationships with, or the financial condition of, key customers or suppliers; reliance on a limited number of third parties to manufacture and supply ViaSat's products; increased competition and other factors affecting the communications and defense industries generally; the effect of adverse regulatory changes on ViaSat's ability to sell products and services; ViaSat's level of indebtedness and ability to comply with applicable debt covenants; ViaSat's involvement in litigation, including intellectual property claims and litigation to protect proprietary technology; and ViaSat's dependence on a limited number of key employees. In addition, please refer to the risk factors contained in ViaSat's SEC filings available at www.sec.gov, including ViaSat's 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. ViaSat undertakes no obligation to update or revise any forward-looking statements for any reason.



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