



ViaSat, JetBlue Expand Relationship: JetBlue to Tap into ViaSat's Next-Gen Satellite Capacity and Coverage to Meet Growing Broadband Demand

November 8, 2017

CARLSBAD, Calif., Nov. 8, 2017 /PRNewswire/ -- [ViaSat Inc.](#) (NASDAQ: VSAT), a global broadband services and technology company, today announced it expanded its relationship with JetBlue, and will serve as the direct in-flight internet service provider to the airline. JetBlue aircraft will be upgraded to the [latest ViaSat hardware](#), and will have access to the additional coverage and capacity offered by ViaSat's next-generation ViaSat-2 and ViaSat-3 satellite platforms

JetBlue first offered the ViaSat in-flight internet service, branded Fly-Fi®, in December 2013. Four years later, the airline continues to be recognized as having the industry's "Best Wi-Fi" in the sky – most recently accepting an award for its Fly-Fi service at the September 2017 Airline Passenger Experience (APEX) show. JetBlue is the only U.S. carrier that has deployed a [fast and free](#) in-flight Wi-Fi service for all devices – across its entire fleet – encouraging passengers to stream, web browse and use the internet as they would expect to at home or at work.

"From day-1, we set out to offer the best onboard internet experience available, and we made a great decision in installing ViaSat's equipment," said Mariya Stoyanova, JetBlue's director of product development. "We've seen tremendous value from the Fly-Fi service – from driving customer loyalty with our ability to offer new, exciting applications through streaming partnerships to the positive effect we believe it has had on our bottom line. This new deal with ViaSat gives us the ability to tap into a robust communications satellite network, at far better economics, enabling us to build-out plans for a fully connected gate-to-gate experience."

JetBlue's commitment enables the airline to access ViaSat's advanced [high-capacity Ka-band satellite system](#), which includes the ViaSat-1, ViaSat-2 and ViaSat-3 satellite platforms. These capacity-rich satellite platforms, enable ViaSat to deliver the fastest, highest quality in-flight internet service to each connected device on a plane.

"JetBlue and ViaSat have a similar strategic vision for in-flight internet service: make it fast, make it high-quality, make it affordable," said Don Buchman, vice president and general manager, Commercial Mobility, ViaSat. "Since the beginning of our partnership, we have focused on delivering the best service, with the best economics to enable JetBlue to offer the gold standard in in-flight Wi-Fi. This latest deal solidifies this vision and our partnership for years to come."

To tap into the satellites, ViaSat's latest in-flight internet system will be installed onto JetBlue aircraft beginning in fall of 2018. The equipment offers forward and backward satellite platform compatibility, allowing JetBlue to meet the growing broadband demands of the fully connected aircraft. This future-proofing feature ensures JetBlue can cost-effectively deploy the ViaSat equipment today, and take full advantage of the more than 3.5 terabits per second (Tbps) of total expected future global capacity ViaSat will be bringing to market through its next generation of satellite platforms.

About ViaSat

ViaSat, Inc. (NASDAQ: VSAT) keeps the world connected. As a global broadband services and technology company, ViaSat ensures consumers, businesses, governments and military personnel have communications access - anywhere - whether on the ground or in-flight. The Company's innovations in designing highest-capacity satellites and secure ground infrastructure and terminal technologies coupled with its international network of managed Wi-Fi hotspots enable ViaSat to deliver a best available network that extends the reach and accessibility of broadband internet service, globally. For more information visit ViaSat at: www.viasat.com, or follow the Company on social media: [Facebook](#), [Twitter](#), [LinkedIn](#) and [YouTube](#).

Forward Looking Statement

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 that refer to JetBlue and the time-to-market for existing and new aircraft types to be outfitted with the latest generation ViaSat equipment, the expected future capacity and performance of ViaSat's in-flight internet system, and ViaSat-2 and ViaSat-3 class satellite service commencement dates, capacity and available coverage. 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-2 and ViaSat-3 satellite platform; unexpected expenses or delays related to the satellite system; the ability to successfully implement ViaSat's business plan for broadband satellite services on ViaSat's anticipated timeline or at all, including with respect to the ViaSat-2 and ViaSat-3 satellite platforms; and risks associated with service launch of ViaSat-2, the construction, launch and operation of ViaSat-3 and ViaSat's other satellites, including the effect of any anomaly, operational failure or degradation in satellite performance; 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 products; ViaSat's level of indebtedness and ability to comply with applicable debt covenants; and other factors as may be detailed from time to time in ViaSat's public announcements and SEC filings. 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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