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

<table>
<thead>
<tr>
<th></th>
<th>Q3 FY15</th>
<th>Q3 FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Comm'I Networks</td>
<td>$84</td>
<td>$55</td>
</tr>
<tr>
<td>Govt Systems</td>
<td>$132</td>
<td>$151</td>
</tr>
<tr>
<td>Sat Services</td>
<td>$124</td>
<td>$141</td>
</tr>
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Adjusted EBITDA

<table>
<thead>
<tr>
<th></th>
<th>Q3 FY15</th>
<th>Q3 FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Comm'I Networks</td>
<td>$86</td>
<td>$64</td>
</tr>
<tr>
<td>Govt Systems</td>
<td>$48</td>
<td>$38</td>
</tr>
<tr>
<td>Sat Services</td>
<td>$6</td>
<td>-$15</td>
</tr>
</tbody>
</table>

Note: All dollar amounts in millions.
Financial Summary – YTD Q3 FY16

Revenues

<table>
<thead>
<tr>
<th>Segment</th>
<th>YTD Q3 FY15</th>
<th>YTD Q3 FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Comm'l Networks</td>
<td>$348</td>
<td>$414</td>
</tr>
<tr>
<td>Govt Systems</td>
<td>$385</td>
<td>$443</td>
</tr>
<tr>
<td>Sat Services</td>
<td>$263</td>
<td>$189</td>
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Adjusted EBITDA

<table>
<thead>
<tr>
<th>Segment</th>
<th>YTD Q3 FY15</th>
<th>YTD Q3 FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Comm'l Networks</td>
<td>$256</td>
<td>$116</td>
</tr>
<tr>
<td>Govt Systems</td>
<td>$84</td>
<td>$100</td>
</tr>
<tr>
<td>Sat Services</td>
<td>$16</td>
<td>-$30</td>
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</table>

Note: All dollar amounts in millions.
### Income, Cashflow and Borrowings

#### Income

<table>
<thead>
<tr>
<th></th>
<th>FY16</th>
<th>FY15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>$347.8</td>
<td>$339.6</td>
</tr>
<tr>
<td>Income from Operations</td>
<td>10.4</td>
<td>18.2</td>
</tr>
<tr>
<td>Net Income</td>
<td>9.7</td>
<td>14.8</td>
</tr>
<tr>
<td>Non-GAAP Net Income</td>
<td>19.8</td>
<td>23.9</td>
</tr>
<tr>
<td>Diluted EPS</td>
<td>$0.20</td>
<td>$0.31</td>
</tr>
<tr>
<td>Non-GAAP Diluted EPS</td>
<td>$0.40</td>
<td>$0.49</td>
</tr>
</tbody>
</table>

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

#### Cashflow

<table>
<thead>
<tr>
<th></th>
<th>FY16</th>
<th>FY15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net income</td>
<td>$17.4</td>
<td>$32.5</td>
</tr>
<tr>
<td>Depr / amort / other, net</td>
<td>246.9</td>
<td>227.9</td>
</tr>
<tr>
<td>Change in working capital, net</td>
<td>(44.7)</td>
<td>11.1</td>
</tr>
<tr>
<td>Cashflow from operations</td>
<td>$219.5</td>
<td>$271.4</td>
</tr>
<tr>
<td>Capital expenditures &amp; investments</td>
<td>(339.6)</td>
<td>(366.6)</td>
</tr>
<tr>
<td>Financing activities</td>
<td>131.7</td>
<td>134.4</td>
</tr>
<tr>
<td>Net change in cash</td>
<td>$11.6</td>
<td>$39.3</td>
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</table>

**Net Leverage**

$0.0x$1.0x$2.0x$3.0x$4.0x$5.0x

$0$200$400$600$800$1,000

1) Net Leverage Ratio defined as principal amount of Total Debt less Cash, divided by TTM Adjusted EBITDA.
Capacity Expansion Schedule

- VS-2 Launch
- VS-2 In Service
- VS-3 Americas Launch
- VS-3 EMEA Launch
ViaSat-3 Constellation

www.metrocosm.com
Why ViaSat-3?

EBITDA Yield Per Satellite

VS-3 Extrapolated

VS-2 Extrapolated

VS-1 Actual

WB Actual

YIELD FACTORS

↓ “Deflation”

↓ Growth Rate

↑ Ops Scale

↑ Consumption

↑ More speed

↑ New markets

↑ New uses
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
# Near Term Growth Drivers

**ARPU GROWTH**

- Enhanced service plans
- Ancillary services
- New Exede business plans

**COMMERCIAL AERO**

- Growing installed base of aircraft
- Increased passenger penetration
- Higher engagement by users

**GOVERNMENT SYSTEMS**

- Mobility services
- Data links
- 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

FY04 FY05 FY06 FY07 FY08 FY09 FY10 FY11 FY12 FY13 FY14 FY15 FY16

Revenues ($millions)

Adjusted EBITDA

Non-Recurring Loral Settlement

Revenues

~ 20%+ Adj. EBITDA CAGR

YTD Q3

Adjusted EBITDA ($millions)
Q & A