[X] Quarterly Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

For the quarterly period ended December 31, 1998.
or
[ ] Transition Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 For the transition period from $\qquad$ to $\qquad$ —. Commission File Number ( 0-21767 )

VIASAT, INC.
(Exact name of registrant as specified in its charter)

DELAWARE
(State or other jurisdiction of incorporation or organization)

33-0174996
(I.R.S. Employer Identification No.)

2290 COSMOS COURT, CARLSBAD, CALIFORNIA 92009
(760) 438-8099
(Address, including zip code, and telephone number, including area code, of principal executive offices)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes $X$ No
----- ----

The number of shares outstanding of the issuer's common stock, \$.0001 par value, as of February 2, 1999 was 8,025, 272.

## VIASAT, INC.

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VIASAT, INC.
CONDENSED BALANCE SHEET

|  | $\begin{gathered} \text { DECEMBER 31, } \\ 1998 \end{gathered}$ | $\begin{aligned} & \text { MARCH 31, } \\ & 1998 \end{aligned}$ |
| :---: | :---: | :---: |
| ASSETS | (UNAUDITED) |  |
| Current assets: |  |  |
| Cash and cash equivalents | \$ 3, 835, 000 | \$ 3,290,000 |
| Short-term investments | 12,510,000 | 5,918,000 |
| Accounts receivable | 18,328, 000 | 19, 056, 000 |
| Inventory | 4,109, 000 | 4,687,000 |
| Deferred income taxes | 1,748, 000 | 1,548,000 |
| Other current assets | 403, 000 | 479, 000 |
| Total current assets | 40, 933,000 | 34, 978, 000 |
| Property and equipment, net | 7, 021, 000 | 6,986, 000 |
| Other assets | 904,000 | 829, 000 |
| Total assets | \$48, 858, 000 | \$42, 793, 000 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |
| Current liabilities: |  |  |
| Accounts payable | \$ 4, 403, 000 | \$ 4,555,000 |
| Accrued liabilities | 5,927, 000 | 5, 087,000 |
| Current portion of notes payable | 1,318, 000 | 1,060,000 |
| Total current liabilities | 11,648,000 | 10,702,000 |
| Notes payable | 1,501, 000 | 1,544,000 |
| Other liabilities | 1,020, 000 | 937, 000 |
| Total long-term liabilities | 2,521,000 | 2,481,000 |
| Contingencies (Note 6) |  |  |
| Stockholders' equity: |  |  |
| Common stock | 81,000 | 81, 000 |
| Paid in capital | 17,324, 000 | 16, 668, 000 |
| Retained earnings | 17,284,000 | 12,861, 000 |
| Total stockholders' equity | 34,689, 000 | 29,610,000 |
| Total liabilities and stockholders' equity | \$48, 858, 000 | \$42,793, 000 |

See accompanying notes to condensed financial statements

VIASAT, INC.
CONDENSED STATEMENT OF INCOME (UNAUDITED)

|  | THREE MONTHS ENDED DECEMBER 31, |  | NINE MONTHS ENDED DECEMBER 31, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1998 | 1997 | 1998 | 1997 |
| Revenues | \$18, 928, 000 | \$15, 991, 000 | \$53, 269, 000 | \$46, 398, 000 |
| Cost of revenues | 12,401, 000 | 10, 234, 000 | 33, 461, 000 | 30,106, 000 |
| Gross profit | 6,527,000 | 5,757,000 | 19,808, 000 | 16,292,000 |
| Operating expenses: <br> Selling, general and administrative | 2,371,000 | 1,866,000 | 7,246,000 | 5,482, 000 |
| Independent research and development | 1,671,000 | 1,885,000 | 5,773,000 | 5,338, 000 |
| Income from operations | 2,485,000 | 2,006,000 | 6,789,000 | 5,472, 000 |
| Other income (expense): <br> Interest income <br> Interest expense | $\begin{aligned} & 185,000 \\ & (63,000) \end{aligned}$ | $\begin{aligned} & 189,000 \\ & (55,000) \end{aligned}$ | $\begin{gathered} 593,000 \\ (199,000) \end{gathered}$ | $\begin{gathered} 604,000 \\ (157,000) \end{gathered}$ |
| Income before income taxes | 2,607,000 | 2,140,000 | 7,183,000 | 5, 919, 000 |
| Provision for income taxes | 950, 000 | 789,000 | 2,760, 000 | 2,190,000 |
| Net income | \$ 1, 657, 000 | \$ 1,351, 000 | \$ 4, 423, 000 | \$ 3,729, 000 |
| Basic net income per share | \$ . 21 | \$ . 17 | \$ . 56 | \$ . 48 |
| Diluted net income per share | \$ . 20 | \$ . 16 | \$ . 54 | \$ . 46 |
| Shares used in basic net income per share computation | 7,987,508 | 7,810,233 | 7,960,529 | 7,781,976 |
| Shares used in diluted net income per share computation | 8,153,782 | 8,214,789 | 8,190,970 | 8,164,806 |

See accompanying notes to condensed financial statements.

VIASAT, INC.
CONDENSED STATEMENT OF CASH FLOWS (UNAUDITED)

|  | NINE DE | $\begin{aligned} & \text { ENDED } \\ & 31, \end{aligned}$ |
| :---: | :---: | :---: |
|  | 1998 | 1997 |
| Cash flows from operating activities: |  |  |
| Net income | \$ 4, 423, 000 | \$ 3,729, 000 |
| Adjustments to reconcile net income |  |  |
| to net cash provided by operating activities: Depreciation | 2,045,000 | 1,509,000 |
| Tax Benefit from exercise of stock options | 82,000 | 1, -- |
| Deferred Taxes | $(379,000)$ | $(633,000)$ |
| Increase (decrease) in cash resulting |  |  |
| Accounts receivable | 728, 000 | $(4,964,000)$ |
| Inventory | 578, 000 | (580, 000) |
| Other assets | 179, 000 | 1,380,000 |
| Accounts payable | $(152,000)$ | 343, 000 |
| Accrued liabilities | 840, 000 | 2,432,000 |
| Other liabilities | 83, 000 | 57,000 |
| Net cash provided by operating activities | 8,427,000 | 3,273, 000 |
| Cash flows from investing activities: |  |  |
| Purchases of short-term investments, net | $(6,592,000)$ |  |
| Purchases of property and equipment | ( $2,079,000$ ) | $(3,234,000)$ |
| Net cash used in investing activities | $(8,671,000)$ | $(3,234,000)$ |
| Cash flows from financing activities: |  |  |
| Proceeds from issuance of notes payable | 1,092,000 | 878, 000 |
| Repayment of notes payable | ( 877, 000) | $(1,135,000)$ |
| Proceeds from issuance of common stock | 574, 000 | 616, 000 |
| Net cash provided by financing activities | 789,000 | 359, 000 |
| Net increase in cash and cash equivalents | 545, 000 | 398, 000 |
| Cash and cash equivalents at beginning of period | 3,290, 000 | 12,673,000 |
| Cash and cash equivalents at end of period | \$ 3, 835, 000 | \$13, 071, 000 |
| Supplemental information: |  |  |
| Cash paid for interest | \$ 199, 000 | \$ 157,000 |
| Cash paid for income taxes | \$ 2, 668, 000 | \$ 2, 144, 000 |

See accompanying notes to condensed financial statements

VIASAT, INC.
CONDENSED STATEMENT OF STOCKHOLDERS' EQUITY (UNAUDITED)

|  | COMMON STOCK |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | NUMBER OF SHARES |  | AMOUNT | PAID IN CAPITAL | RETAINED EARNINGS |
| Balance at March 31, 1998 | 7,920,639 | \$ | 81,000 | \$16, 668, 000 | \$12, 861, 000 |
| Tax benefit from exercise of stock options |  |  |  | 82,000 |  |
| Exercise of stock options | 49,265 |  |  | 313,000 |  |
| Issuance of shares for Employee Stock Purchase Plan | 22,187 |  |  | 261,000 |  |
| Net Income |  |  |  |  | 4,423, 000 |
| Balance at December 31, 1998 | 7,992,091 | \$ | 81,000 | \$17, 324, 000 | \$17, 284, 000 |

See accompanying notes to condensed financial statements.

VIASAT, INC.
NOTES TO CONDENSED FINANCIAL STATEMENTS (UNAUDITED)

NOTE 1 -- BASIS OF PRESENTATION
The accompanying condensed balance sheet as of December 31, 1998, the condensed statement of income for the three and nine month periods ended December 31, 1998 and 1997, the condensed statement of cash flows for the nine month periods ended December 31, 1998 and 1997, and the statement of stockholders' equity for the nine months ended December 31, 1998 have been prepared by ViaSat, Inc. (the "Company"), and have not been audited. These financial statements, in the opinion of management, include all adjustments (consisting only of normal recurring accruals) necessary for a fair presentation of the financial position, results of operations and cash flows for all periods presented. These financial statements should be read in conjunction with the financial statements and notes thereto for the year ended March 31, 1998 included in the Company's 1998 Annual Report on Form 10-K. Interim operating results are not necessarily indicative of operating results for the full year.

## NOTE 2 -- MANAGEMENT ESTIMATES AND ASSUMPTIONS

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and reported amounts of revenues and expenses during the reporting period. Estimates have been prepared on the basis of the most current and best available information, and actual results could differ from those estimates.

## NOTE 3 -- REVENUE RECOGNITION

The majority of the Company's revenues are derived from services performed for the United States Government and its prime contractors under a variety of contracts including cost-plus-fixed fee, fixed-price, and time and materials type contracts. Generally, revenues are recognized as services are performed using the percentage of completion method, measured primarily by costs incurred to date compared with total estimated costs at completion or based on the number of units delivered. The Company provides for anticipated losses on contracts by a charge to income during the period in which they are first identified.

Contract costs, including indirect costs, are subject to audit and negotiations with Government representatives. These audits have been completed and agreed upon through fiscal year 1996. Contract revenues and accounts receivable are stated at amounts which are expected to be realized upon final settlement.

## NOTE 4 -- EARNINGS PER SHARE

Common stock equivalents of 166,274 and 404,556 shares for the three months ended December 31, 1998 and 1997, respectively, and 230,441 and 382,830 for the nine months ended December 31, 1998 and 1997, respectively, were used to calculate diluted earnings per share. Antidilutive shares excluded from the calculation were 515,381 and 24,000 shares for the three months ended December 31, 1998 and 1997, respectively, and 216,642 and 13,000 shares for the nine months ended December 31, 1998 and 1997, respectively. Common stock equivalents are primarily comprised of options granted under the Company's stock option plan. There are no reconciling items in calculating the numerator for basic and diluted earnings per share for any of the periods presented.

|  | $\begin{gathered} \text { DECEMBER 31, } \\ 1998 \end{gathered}$ | $\begin{gathered} \text { MARCH } 31, \\ 1998 \end{gathered}$ |
| :---: | :---: | :---: |
|  | (UNAUDITED) |  |
| Accounts receivable: |  |  |
| Billed | \$11, 483, 000 | \$12,077, 000 |
| Unbilled | 6,845, 000 | 6,979,000 |
|  | \$18,328,000 | \$19, 056, 000 |
| Inventory: |  |  |
| Raw materials | \$ 1,472, 000 | \$ 1,564,000 |
| Work in process | 1,880,000 | 2,372,000 |
| Finished goods | 757,000 | 751,000 |
|  | \$ 4, 109, 000 | \$ 4,687,000 |
| Accrued liabilities: |  |  |
| Current portion of warranty reserve | \$ 1,599, 000 | \$ 1,279,000 |
| Accrued vacation | 973, 000 | 974,000 |
| Accrued bonus | 905,000 | 500,000 |
| Accrued 401(k) matching contribution | 677,000 | 671,000 |
| Other employee liabilities | 560,000 | 236,000 |
| Other | 523,000 | 188,000 |
| Collections in excess of revenues | 487,000 | 930,000 |
| Income taxes payable | 203,000 | 309,000 |
|  | \$ 5,927,000 | \$ 5,087,000 |

NOTE 6 -- CONTINGENCIES
The Company is currently a party to various government and commercial contracts which require the Company to meet performance covenants and project milestones. Under the terms of these contracts, failure by the Company to meet such performance covenants and milestones permit the other party to terminate the contract and, under certain circumstances, recover liquidated damages or other penalties. The Company is currently not in compliance, or in the past was not in compliance, with the performance or milestone requirements of certain of these contracts. Historically, the Company's customers have not elected to terminate such contracts or seek liquidated damages from the Company and management does not believe that its existing customers will do so; therefore, the Company has not accrued for any potential liquidated damages or penalties.

ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS


#### Abstract

When used in this discussion, the words "believes," "anticipated" and similar expressions are intended to identify forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements are subject to certain risks and uncertainties which could cause actual results to differ materially from those projected. Readers are cautioned not to place undue reliance on these forward-looking statements which speak only as of the date hereof. The Company undertakes no obligation to republish revised forward-looking statements to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events. Readers are also urged to carefully review and consider the various disclosures made by the Company which attempt to advise interested parties of the factors which affect the Company's business, including without limitation the disclosures made under the caption "Risk Factors" in the Company's Annual Report on Form 10-K for its fiscal year ended March 31, 1998 filed with the Securities and Exchange Commission.


RESULTS OF OPERATIONS
The following table sets forth, as a percentage of total revenues, certain income data for the periods indicated.


THREE MONTHS ENDED DECEMBER 31, 1998 VS. THREE MONTHS ENDED DECEMBER 31, 1997
Revenues. Revenues increased $18.4 \%$ from $\$ 16.0$ million for the three months ended December 31, 1997 to $\$ 18.9$ million for the three months ended December 31, 1998. This increase was primarily due to increases in revenues generated by several product lines including UHF DAMA modems, MIDS (Multifunction Information Distribution System) and JCS (Joint Communication Simulator). These increases were partially offset by a decrease in revenues derived from UHF DAMA network control stations and from commercial products.

Gross Profit. Gross profit increased $13.4 \%$ from $\$ 5.8$ million (36\% of revenues) for the three months ended December 31, 1997 to $\$ 6.5$ million (34.5\% of revenues) for the three months ended December 31, 1998. The Company's gross margin for the three months ended December 31, 1998 was impacted by lower profitability than initially expected on certain percent complete contracts.

Selling, General and Administrative Expenses. Selling, general and administrative ("SG\&A") expenses increased $27 \%$ from $\$ 1.9$ million (11.7\% of revenues) for the three months ended December 31, 1997 to $\$ 2.4$ million (12.5\% of revenues) for the three months ended December 31, 1998. The increase in SG\&A expenses as a percentage of revenues reflects increased expenditures relating to marketing of commercial products, increased business development and bid and proposal efforts for defense programs, and additional administrative staffing to support the Company's growth. SG\&A expenses consist primarily of personnel costs and expenses for business development, marketing and sales, bid and proposal, finance, contract
administration and general management. Certain SG\&A expenses are difficult to predict and vary based on specific government and commercial sales opportunities.

Independent Research and Development. Independent research and development ("IR\&D") expenses decreased $11.4 \%$ from $\$ 1.9$ million ( $11.8 \%$ of revenues) for the three months ended December 31, 1997 to $\$ 1.7$ million ( $8.8 \%$ of revenues) for the three months ended December 31, 1998. This decrease resulted from the award of funded development contracts related to both the Company's defense and commercial products.

Interest Expense. Interest expense increased from $\$ 55,000$ for the three months ended December 31, 1997 to $\$ 63,000$ for the three months ended December 31, 1998. Interest expense relates to loans for the purchase of capital equipment, which are generally four year fixed-rate term loans, and to short-term borrowings under the Company's line of credit to cover working capital requirements. Total outstanding equipment loans were $\$ 2.1$ million at December 31, 1997 and $\$ 2.8$ million at December 31, 1998. There were no outstanding borrowings under the Company's line of credit as of December 31, 1997 and 1998.

Interest Income. Interest income decreased from \$189,000 for the three months ended December 31, 1997 to $\$ 185,000$ for the three months ended December 31, 1998. This decrease resulted from a lower yield on invested balances. Interest income relates largely to interest earned on short-term deposits of cash.

Provision for Income Taxes. The Company's effective income tax rate decreased from $36.9 \%$ for the three months ended December 31, 1997 to $36.4 \%$ for the three months ended December 31, 1998. The difference relates primarily to the retroactive reinstatement of the federal research and development tax credit in October 1998.

NINE MONTHS ENDED DECEMBER 31, 1998 VS. NINE MONTHS ENDED DECEMBER 31, 1997
Revenues. Revenues increased $14.8 \%$ from $\$ 46.4$ million for the nine months ended December 31, 1997 to $\$ 53.3$ million for the nine months ended December 31, 1998. This increase was primarily due to increases in revenues generated by several product lines including JCS (Joint Communication Simulator) and MIDS (Multifunction Information Distribution System) and UHF DAMA modems. These increases were partially offset by a decrease in revenues derived from UHF DAMA network control stations and from commercial products.

Gross Profit. Gross profit increased 21.6\% from $\$ 16.3$ million (35.1\% of revenues) for the nine months ended December 31, 1997 to $\$ 19.8$ million ( $37.2 \%$ of revenues) for the nine months ended December 31, 1998. The Company's sales for the nine months ended December 31, 1998 were comprised of higher margin products relative to the same period of the prior year.

Selling, General and Administrative Expenses. SG\&A expenses increased $32.2 \%$ from $\$ 5.5$ million ( $11.8 \%$ of revenues) for the nine months ended December 31, 1997 to $\$ 7.2$ million ( $13.6 \%$ of revenues) for the nine months ended December 31, 1998. The increase in SG\&A expenses reflects increased expenditures relating to marketing of commercial products, increased business development and bid and proposal efforts for defense programs, and additional administrative staffing to support the Company's growth.

Independent Research and Development. IR\&D expenses increased 8.2\% from $\$ 5.3$ million ( $11.5 \%$ of revenues) for the nine months ended December 31, 1997 to $\$ 5.8$ million ( $10.8 \%$ of revenues) for the nine months ended December 31, 1998. This increase resulted primarily from higher IR\&D expenses related to the Company's defense products and to the development of Paired Carrier Multiple Access (PCMA) technology. The decrease as a percent of sales resulted from the award of funded development contracts related to the Company's defense and commercial products.

Interest Expense. Interest expense increased from $\$ 157,000$ for the nine months ended December 31, 1997 to $\$ 200,000$ for the nine months ended December 31, 1998. Interest expense relates to loans for the purchase of capital equipment, which are generally four year fixed-rate term loans, and to short-term
borrowings under the Company's line of credit to cover working capital requirements. There were no outstanding borrowings under the Company's line of credit as of December 31, 1997 and 1998.

Interest Income. Interest income decreased from $\$ 604,000$ for the nine months ended December 31, 1997 to $\$ 593,000$ for the nine months ended December 31, 1998. This decrease resulted from a lower yield on invested balances. Interest income relates to interest earned on short-term deposits of cash.

Provision for Income Taxes. The Company's effective income tax rate increased from 37.0\% for the nine months ended December 31, 1997 to 38.4\% for the nine months ended December 31, 1998. The Company's effective income tax rate increased due to a limitation on qualified research and development expenditures used to calculate the Company's research and development tax credit.

## BACKLOG

At December 31, 1998, the Company had firm backlog of $\$ 58.1$ million, of which $\$ 45.9$ million was funded. The firm backlog of $\$ 58.1$ million does not include contract options of $\$ 36.2$ million. Of the $\$ 58.1$ million in firm backlog, approximately $\$ 16.2$ million is expected to be delivered in the fiscal year ending March 31, 1999, $\$ 26.6$ million is expected to be delivered in the fiscal year ending March 31, 2000 and the balance is expected to be delivered in the fiscal year ending March 31, 2001 and thereafter. The Company had firm backlog of $\$ 72.7$ million, of which $\$ 48.0$ million was funded, not including options of $\$ 24.3$ million, at March 31, 1998. The Company includes in its backlog only those orders for which it has accepted purchase orders. However, backlog is not necessarily indicative of future sales. A majority of the Company's backlog scheduled for delivery can be terminated at the convenience of the government since orders are often made substantially in advance of delivery, and the Company's contracts typically provide that orders may be terminated with limited or no penalties. In addition, purchase orders may set forth product specifications that would require the Company to complete additional product development. A failure to develop products meeting such specifications could lead to a termination of the related purchase order.

The backlog amounts as presented are comprised of funded and unfunded components. Funded backlog represents the sum of contract amounts for which funds have been specifically obligated by customers to contracts. Unfunded backlog represents future amounts that customers may obligate over the specified contract performance periods. The Company's customers allocate funds for expenditures on long-term contracts on a periodic basis. The ability of the Company to realize revenues from government contracts in backlog is dependent upon adequate funding for such contracts. Although funding of its government contracts is not within the Company's control, the Company's experience indicates that actual contract fundings have ultimately been approximately equal to the aggregate amounts of the contracts.

## LIQUIDITY AND CAPITAL RESOURCES

The Company has financed its operations to date primarily from cash flows from operations, bank line of credit financing, equity financing and loans for the purchase of capital equipment. Cash provided by operating activities for the nine months ended December 31, 1998 and 1997 was $\$ 8.4$ million and $\$ 3.3$ million, respectively. The relative increase in cash provided by operating activities for the nine months ended December 31, 1998 compared to the same period of the prior year was primarily due to the timing of receivable collections.

Cash used in investing activities for the nine months ended December 31, 1998 and 1997 was $\$ 8.7$ million and $\$ 3.2$ million, respectively. The Company purchased $\$ 2.1$ million and $\$ 3.2$ million of property and equipment during the nine months ended December 31, 1998 and 1997, respectively. The Company's purchases of property and equipment primarily consist of test equipment and computers. During the nine months ended December 31,1998, $\$ 6.6$ million in cash equivalents matured and were reinvested in short-term investments.

Cash provided by financing activities for the nine months ended December 31, 1998 and 1997 was $\$ 1.2$ million and $\$ 19,000$, respectively. This increase was primarily the result of borrowings for equipment financing and proceeds from the sale of common stock through the Company's employee stock option and purchase plans.

At December 31, 1998, the Company had $\$ 16.3$ million in cash, cash equivalents and short-term investments, $\$ 29.3$ million in working capital and $\$ 2.8$ million in long-term debt, which consisted of equipment financing. The Company had a zero balance under its line of credit at December 31, 1998.

The Company's credit facilities, including the line of credit and equipment financing, expired on December 15, 1998. The Company has received an offer to expand its credit facility with Union Bank of California from a $\$ 6.0$ million line of credit with $\$ 4.5$ million of equipment financing, to a $\$ 7.5$ million line of credit and additional commitments for increased equipment financing. The Company is in the process of renegotiating the terms of the commitment.

The Company's future capital requirements will depend upon many factors, including the progress of the Company's research and development efforts, expansion of the Company's marketing efforts, and the nature and timing of orders. The Company believes that its current cash balances, amounts available under its credit facilities and net cash expected to be provided by operating activities, will be sufficient to meet its working capital and capital expenditure requirements for at least the next 12 months. Management invests the Company's cash in excess of current operating requirements in short-term, interest-bearing, investment-grade securities.

## YEAR 2000 ISSUE

Many computer programs have been written using two digits rather than four to define the applicable year. This poses a problem when 1/1/00 could represent either year 2000 or year 1900. This, in turn, could result in system failures or miscalculations, and is generally referred to as the "Year 2000 issue." The Company has formulated a Year 2000 Plan to address the Company's Year 2000 issues. Because the Company's fiscal year 2000 begins on April 1, 1999, applications which depend upon the fiscal year instead of the calendar year must be free of any Year 2000 issues by April 1,1999. The Company is committed to ensuring that all critical systems are Year 2000 compliant before April 1, 1999.

The Company's Year 2000 Plan includes four phases--evaluation, implementation of any required changes, testing and release/installation. The evaluation phase includes a determination of which systems rely on the fiscal year and which use the calendar year.

The Company has conducted evaluations of its products to determine if they are Year 2000 compliant. The Company does not believe that there are any material Year 2000 defects in its products. The Company has been asked by some customers to complete tests on products to determine if there are any Year 2000
issues. The products have passed these tests. The Company does not believe that any Year 2000 compliance issues related to its products will result in a material adverse effect on the financial position or results of operations of the Company.

The Company has completed extensive inquiries with significant suppliers to evaluate their Year 2000 status to determine the extent to which the Company is vulnerable to those third parties' failure to remedy their own Year 2000 issues. The Company does not believe that any Year 2000 compliance issues related to its suppliers will result in a material adverse effect on the financial position or results of operations of the Company.

The Company has completed the evaluation of its business systems and has begun the implementation phase for some minor modifications. These modifications will be completed before April 1, 1999. The Company believes that the required modifications are relatively minor and will not have a material impact on the Company's operations.

The Company currently estimates that the total cost of implementing its Year 2000 Plan will be less than the original estimate of $\$ 1.0$ million. This preliminary estimate is based on available information and will be updated as the Company continues its assessment and proceeds with the implementation.

The Company anticipates that the Year 2000 issue will not have a material adverse effect on the financial position or results of operations of the Company. There can be no assurances, however, that the systems of other companies or the U.S. Government, on which the Company relies for supplies, cash payments, and future business, will be timely converted, or that a failure to convert by another company or the U.S. Government, would not have a material adverse effect on the financial position or results of operations of the Company. If third party service providers and vendors, due to the Year 2000 issue, fail to provide the Company with components or materials which are necessary to manufacture its products, with sufficient electrical power and other utilities to sustain its manufacturing process, or with adequate, reliable means of transporting its products to its customers worldwide, then any such failure could have a material adverse effect on the Company's ability to conduct business, as well as the Company's financial position and results of operations.

The foregoing discussion of Year 2000 issues contains forward-looking statements and should be read in conjunction with the Company's disclosures in the first paragraph under the caption "Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations" above.

ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK
Not applicable.

## PART II -- OTHER INFORMATION

## ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K

(a) Exhibit 27.1 - Financial Data Schedule
(b) The Company filed no reports on Form 8-K during the quarter ended December 31, 1998.

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

VIASAT, INC.

Date: February 12, 1999

/s/ Mark D. Dankberg<br>MARK D. DANKBERG<br>President<br>Chief Executive Officer<br>/s/ Gregory D. Monahan<br>GREGORY D. MONAHAN<br>Vice President \& General Counsel Chief Financial Officer

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE VIASAT, INC. FINANCIAL STATEMENTS FOR THE NINE MONTHS ENDED DECEMBER 31, 1998 AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS INCLUDED IN FORM 10-Q.

1,000

