



ViaSat Signs Satcom Direct as First Value-Added Reseller for its High-Speed Ka-band In-flight Internet Service

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CARLSBAD, Calif., Nov. 21, 2017 /PRNewswire/ -- [ViaSat Inc.](#) (NASDAQ: VSAT), a global broadband services and technology company, announced today it has expanded its current relationship with authorized value-added reseller Satcom Direct (SD), to offer ViaSat's full suite of in-flight connectivity (IFC) systems and services to large and mid-cabin business jets. The new agreement adds ViaSat's latest Ka-band business jet service to SD's IFC portfolio, which already included ViaSat's global Ku-band IFC service. ViaSat's Ka-band service is expected to be the fastest in-cabin business jet internet service on the market, with the most available data.

Through this new agreement, SD will now resell ViaSat's high speed, high-capacity business aviation service plans, which offer:

- **Highest speed business jet connectivity:** The service offers 16 Mbps speeds on all plans, regardless of data allocation. With this much speed, business travelers can effortlessly stream media from any streaming media service to multiple user devices, VPN into their corporate network, hold a high-definition (HD) video conference call, conduct a voice over internet protocol (VoIP) calls, and browse the internet all at the same time.
- **An IPTV solution as part of its Ka-band package:** ViaSat's Ka-band network provides an IPTV solution with no impact on the data plan, which is ideal for those aircraft owners concerned about the eventual turn-off of standard definition business jet TV broadcasts.
- **Global redundancy through ViaSat's Ku-band network:** With any Ka-band service plan, business jet owners receive a global ViaSat Ku-band data package – at no extra cost – when the aircraft is properly equipped.

"2018 marks the ten-year anniversary of our successful partnership with ViaSat, providing business jet travelers valuable access to connectivity, virtually anywhere they fly," said Chris Moore, Chief Commercial Officer, Satcom Direct. "By expanding our relationship to cover ViaSat's new service, our customers will be able to access ViaSat's high-capacity network, supporting more simultaneous users per aircraft – even in crowded airspaces – which is a really important value proposition for today's global traveler."

"We're very pleased that SD is now reselling our best-in-market Ka-band service plans to the business aviation market," said Jerry Goodwin, vice president, Network Services, ViaSat. "Our Ka-band service is proven and currently supporting more than 60,000 commercial and senior leader government flights per month. By working with SD, we can now bring this great service to large and mid-cabin business jet owners and operators – who have been waiting for faster speeds, greater reliability and more service applications, including a broadcast TV service."

Availability

The ViaSat Global Aero Terminal 5510 shipset, which provides access to the ViaSat in-flight internet service for business jets is available and expected to complete certifications on multiple airframe types beginning in the first half of 2018.

About ViaSat's Business Aviation Service

Today, [ViaSat covers over 90% of the world's most popular flight routes](#) using a combination of its global Ku-band and Ka-band networks. Following ViaSat-2 service launch expected in early 2018, ViaSat's global network will expand with additional high-speed connectivity available over North America, Central America, the Caribbean and a portion of northern South America, as well as the primary aeronautical and maritime routes across the Atlantic Ocean, which effectively bridges to the ViaSat Ka-band coverage over Europe and the Mediterranean Basin. ViaSat expects to have even more Ka-band coverage available in approximately three years, when its ViaSat-3 ultra-high capacity satellite platform begins service launch. The ViaSat-3 constellation will be comprised of three ViaSat-3 class satellites, with the first two satellites providing Ka-band coverage over the Americas and the Europe, Middle East and Africa (EMEA) regions, respectively. A third ViaSat-3 satellite is planned for the Asia Pacific region. Each ViaSat-3 class satellite is expected to deliver more than 1-Terabit per second of network capacity, and to leverage high levels of flexibility to dynamically direct capacity to meet customer demand.

About Satcom Direct

Satcom Direct (SD) provides global connectivity solutions for business and general aviation, military, government, and heads of state aircraft, as well as operations in areas with connectivity limitations such as remote locations, large scale events, and disaster recovery. SD is a technology innovator. Since 1997, its teams have worked to advance the technology of connectivity, making SD the first in the marketplace to deliver numerous advancements and capabilities.

SD World Headquarters and primary operations center is located in Melbourne, Florida, with additional office locations in the United States, Canada, UK, UAE, Switzerland, Hong Kong, Australia, Russia, Brazil, and South Africa. For more information regarding SD, visit www.satcomdirect.com, e-mail sales@satcomdirect.com, or call U.S. +1.321.777.3000 or UK +44.1252.554.460.

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 statements about the partnership between ViaSat and Satcom Direct; the performance, speed, size, certifications and availability of the Global Aero Terminal 5510 shipset and Ka-band service, and the coverage, capacity, features and service launch dates of the ViaSat-2 and ViaSat-3 class satellites. 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: contractual problems, product defects, manufacturing issues or delays, regulatory issues, technologies not being developed according to anticipated schedules, or that do not perform according to expectations; ViaSat's ability to realize the anticipated benefits of the ViaSat-1, ViaSat-2 and ViaSat-3 satellite platforms, unexpected expenses or delays related to the satellite systems, 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-1, ViaSat-2 and ViaSat-3 satellite platforms; risks associated with the construction, launch and operation of ViaSat's satellites, including the effect of any anomaly, operational failure or degradation in satellite performance; and increased competition and other factors affecting the business aviation market generally. 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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