



Viasat, Ruralweb Form Distribution Partnership to Bring High-Speed Internet to Brazil

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Wholesale Distribution Relationship Addresses Bringing Broadband to Communities and Cities, Mostly Not Served by Any Other Telecommunications Service

BRASILIA, Brazil and CARLSBAD, Calif., April 16, 2019 /PRNewswire/ -- [Viasat Inc.](#) (NASDAQ: VSAT), a global communications company, announced today its first Brazilian wholesale distribution partner, [Ruralweb](#), a Brazilian-licensed company offering satellite services since 2003. Through the agreement, Ruralweb will work with Viasat to distribute and deploy high-speed satellite internet services throughout all of Brazil, even the most remote locations in the country.

Through a [relationship Viasat maintains with Telebras](#), Viasat offers the most advanced broadband service via the SGDC-1 (Geostationary Satellite for Defense and Strategic Communications) satellite. By coupling the SGDC-1 satellite with Viasat's ground network and infrastructure, Ruralweb will bring Viasat's fast, reliable satellite internet services to residential, small office/home office, agricultural and enterprise markets.

"Ruralweb is a respected partner with an established distribution and fulfillment network that has served the Brazil communications market for over a decade," said Lisa Scalpone, Viasat's country manager, Brazil. "Ruralweb's team will help us bring affordable, scalable, high-quality broadband services to new markets, especially those communities where internet service has historically been unavailable."

Marcus Antonio Kruel, president of Ruralweb commented, "We're focused on keeping pace with broadband technology advancements. Our partnership with Viasat will allow us to complement our satellite portfolio—with an ability to offer advanced high-quality Ka-band services. Viasat selected us as a distribution partner because our local expertise will enable us to penetrate new geographic locations and populations to meet the anticipated demands for Viasat's new service offerings."

Viasat remains committed to bring high-speed, high-quality broadband service to the people of Brazil. The Company continues to invest resources into the local Brazilian market as it awaits final approval of the amendment to its agreement with Telebras by The Tribunal de Contas da União (TCU).

For more information about Viasat's presence in Brazil, visit [here](#).

About Ruralweb

Ruralweb is a Brazilian licensed company offering satellite services since 2003. Ruralweb offers such service all over Brazil, and the main focus is in the North, Central and West regions where there is significant demand. Ruralweb started its operation, providing services for more than 3,500 schools in the state of Minas Gerais. The Company has since expanded into new markets including: government, universities, oil platforms / drillers, power companies and internet service providers. Ruralweb has a Teleport located in Belo Horizonte, Minas Gerais, providing 24x7 service.

About Viasat

Viasat is a global communications company that believes everyone and everything in the world can be connected. For more than 30 years, Viasat has helped shape how consumers, businesses, governments and militaries around the world communicate. Today, the Company is developing the ultimate global communications network to power high-quality, secure, affordable, fast connections to impact people's lives anywhere they are—on the ground, in the air or at sea. To learn more about Viasat, visit: www.viasat.com, go to [Viasat's Corporate Blog](#), or follow the Company on social media at: [Facebook](#), [Instagram](#), [LinkedIn](#), [Twitter](#) or [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 statements that refer to the wholesale distribution partnership between Viasat and Ruralweb; future opportunities with respect to residential, small office/home office, agricultural and enterprise markets; and the deployment of fast, reliable and affordable broadband services to all of Brazil. 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 (including with respect to the TCU), technologies not being developed according to anticipated schedules, or that do not perform according to expectations, and increased competition and other factors affecting the connectivity 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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