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## Customers Order Over 3,000 Next-Generation ViaSat L-band Managed Service Terminals

### Both airborne and fixed-site terminals in development

CARLSBAD, Calif., Aug. 26, 2014 /PRNewswire/ -- Customers are beginning to place advance orders for next-generation Mobile Satellite Services (MSS) terminals from ViaSat Inc. (NASDAQ:VSAT) for operation over the recently announced ViaSat worldwide L-band network. The orders, totaling 3,150 terminals, include a mix of both fixed-site machine-to-machine (M2M) and airborne units that are scheduled for delivery next year. Vehicular, maritime, and asset tracking terminals are also available for advance order.



As previously announced, ViaSat is providing an upgrade to MSS networks by using an innovative new L-band waveform optimized for high capacity. The technology leverages ViaSat experience in serving the U.S. government, enterprises, and consumers with highly secure, reliable, and rugged satellite-based global services. By using bandwidth more efficiently, the new satellite technology brings a number of performance improvements to MSS customers:

- High capacity
- Integrated security
- Broadcast and multicast
- Low latency
- Netted voice
- Guaranteed availability

"These advance orders are an indicator of the value we are bringing to this market," said Phil Berry, vice president, ViaSat MSS. "They represent the strong response we are seeing to the combined dimensions of value our new network offers, and how that can optimize the total cost of ownership."

For more information, email [mssinquiries@viasat.com](mailto:mssinquiries@viasat.com).

### About ViaSat ([www.viasat.com](http://www.viasat.com))

ViaSat creates satellite and other wireless networking systems that efficiently deliver the most bandwidth for fast, secure, and high-performance communications to any location for consumers, governments, enterprises, and the military. The company offers Exede<sup>®</sup> services in North America, which feature ViaSat-1, the world's highest capacity satellite; worldwide mobile satellite services, including global tracking and messaging as well as high-speed in-flight Internet; satellite broadband networking systems; Wi-Fi and other hotspot operations, support, and management systems; and network-centric military communication systems and cybersecurity for the U.S. and allied governments. ViaSat also offers communication system design and a number of complementary products and technologies. Based in Carlsbad, California, ViaSat employs over 3,300 people in a number of locations worldwide for technology development, customer service, and network operations.

### Safe Harbor 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 improved performance to MSS customers and the delivery schedule of advance orders for MSS terminals. 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: risks associated with the construction, launch and operation of satellites used to supply these new services, including the effect of any anomaly, operational failure or degradation in satellite performance; negative audits by the U.S. government;

continued turmoil in the global business environment and economic conditions; delays in approving U.S. government budgets and cuts in government defense expenditures; ViaSat's reliance on U.S. government contracts, and on a small number of contracts which account for a significant percentage of ViaSat's revenues; the ability to successfully develop, introduce and sell new technologies, products and services; 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 ViaSat's products; increased competition and other factors affecting the communications and defense industries generally; the effect of adverse regulatory changes on ViaSat's ability to sell products and services; ViaSat's level of indebtedness and ability to comply with applicable debt covenants; ViaSat's involvement in litigation, including intellectual property claims and litigation to protect proprietary technology; and ViaSat's dependence on a limited number of key employees. In addition, please refer to the risk factors contained in ViaSat's SEC filings available at [www.sec.gov](http://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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