

Viasat, Inc.

FY19 Q3 Results

February 7, 2019



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; the development, customer acceptance and anticipated performance of technologies, products or services; satellite construction and launch activities; the performance and anticipated benefits of the ViaSat-2 and ViaSat-3 class satellites and any future satellite we may construct or acquire; the impacts on overall coverage area, planned services and financial results of the identified antenna deployment issue on the ViaSat-2 satellite; the timing or amount of insurance proceeds related to the antenna deployment issue; the expected completion, capacity, service, coverage, service speeds and other features of the ViaSat-2 and ViaSat-3 class satellites, 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. Factors that could cause actual results to differ materially include: our ability to realize the anticipated benefits of the ViaSat-2 and ViaSat-3 class satellites and any future satellite we may construct or acquire; unexpected expenses related to our satellite projects; our ability to realize the anticipated benefits of our strategic partnering arrangement with Eutelsat S.A. (together with its affiliates, Eutelsat) or any of our acquisitions; our ability to successfully implement our business plan for our broadband services on our anticipated timeline or at all; risks associated with the construction, launch and operation of our satellites, including the effect of any anomaly, operational failure or degradation in satellite performance; our ability to successfully develop, introduce and sell new technologies, products and services; 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; 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; introduction of new technologies and other factors affecting the communications and defense industries generally; the effect of adverse regulatory changes on our ability to sell products and services; the effect of recent changes to U.S. tax laws; 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; our dependence on a limited number of key employees; and other 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. Therefore, actual results may differ materially and adversely from those expressed in any forward-looking statements. 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 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.

Overview

Record Revenues Drive Strong AEBITDA Growth	<ul style="list-style-type: none">› Revenues up 45% YoY; growth in all segments› Strong AEBITDA growth, up 40% QoQ & 93% YoY› Return to non-GAAP positive earnings› YTD awards up 39% YoY, fueling continued growth
Execution Driving Financial Momentum	<ul style="list-style-type: none">› Awards to revenue to AEBITDA› Accelerated aero & government equipment sales› In-flight activations, fixed broadband fiscal management
Net Leverage Declining as Planned	<ul style="list-style-type: none">› Dropped to 4.0x from 5.0x› AEBITDA growth & insurance proceeds› VS-3 investments on track, including Asia Pacific
Strategic Competitive Advantage	<ul style="list-style-type: none">› Superior bandwidth productivity› Vertically integrated go-to-market› Counter-cyclical demand leverages B/W
Diversifying Across Attractive Markets	<ul style="list-style-type: none">› Difficult to reach, with large B/W requirements› High barriers to entry› Geographic and vertical diversity strengthens business

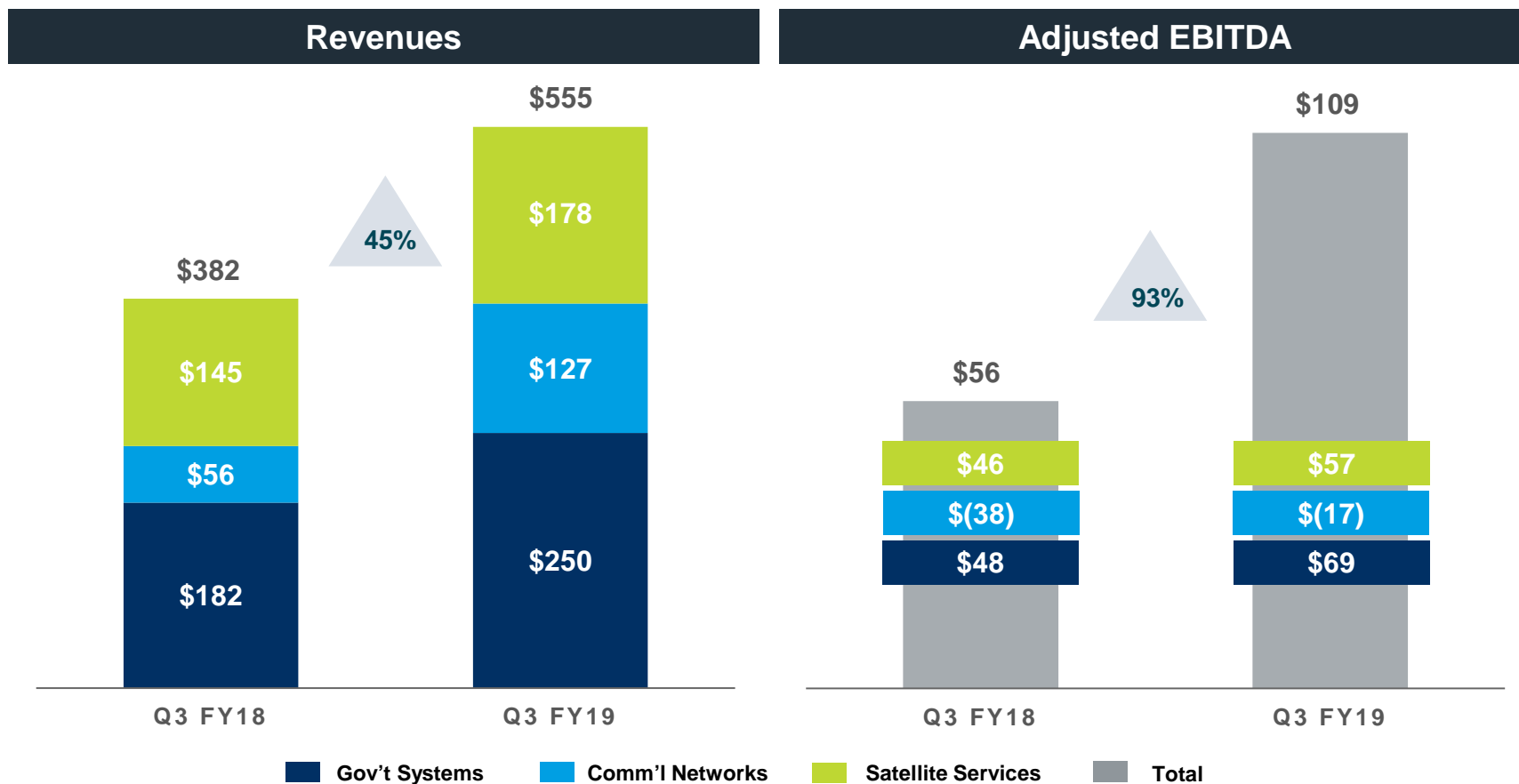
Financial Highlights

	Q3 FY19	YTD Q3 FY19
Revenues	 \$555M Up 45% YoY	\$1.5B Up 31% YoY 
Adj EBITDA	 \$109M Up 93% YoY	\$231M Up 29% YoY 
Awards	 \$449M Up 3% YoY	\$1.8B Up 39% YoY 

Financial Results – Q3 FY19

Record revenue with strong growth across all segments

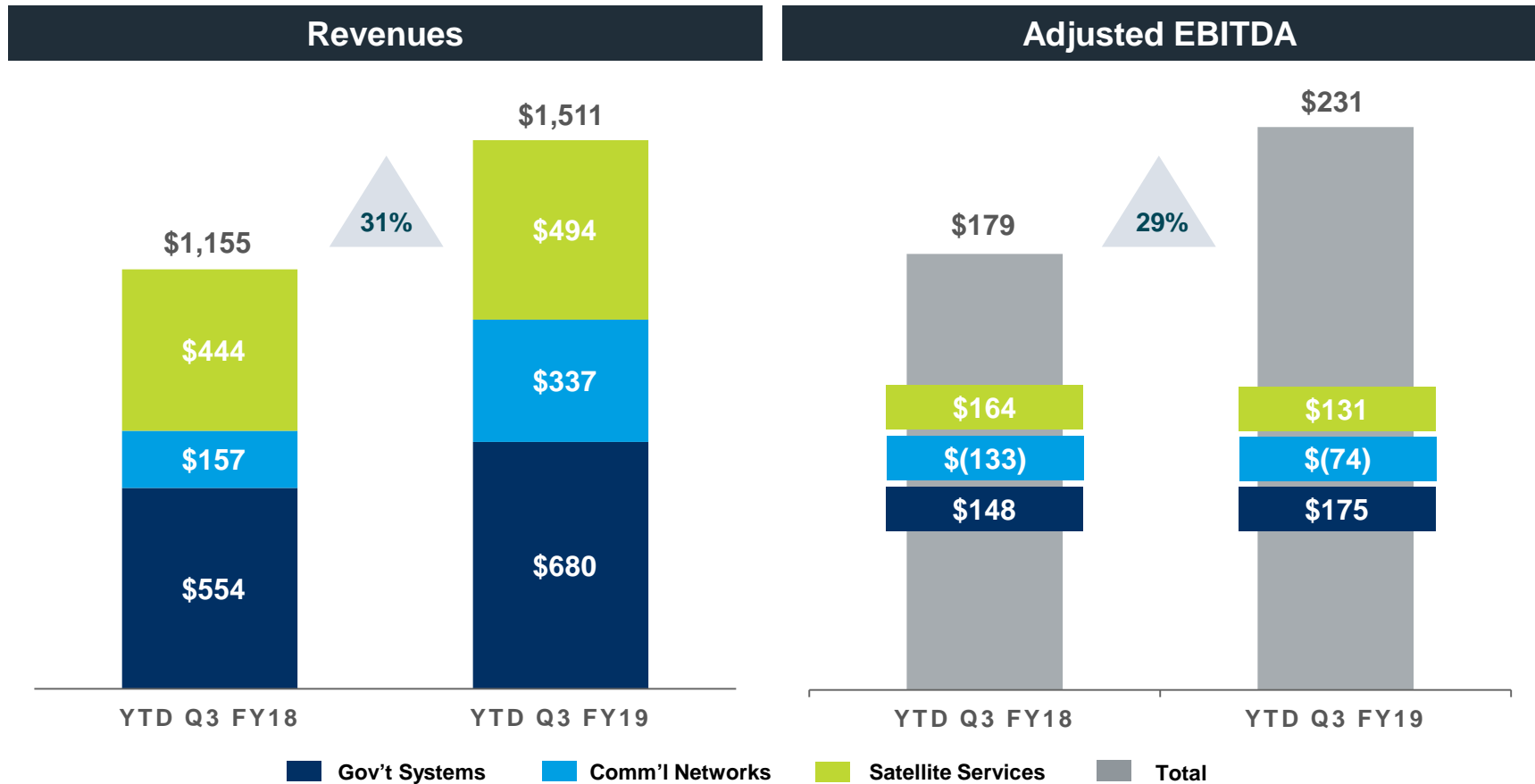
Adj EBITDA reflects higher revenues, lower G&A, and moderating R&D



Financial Results – YTD Q3 FY19

Strong revenue growth in all segments

YTD Adj EBITDA impacted by VS-2 service roll-out and IFC ramping costs



Income, Cashflow & Borrowings

Income

	Q3		YTD Q3	
	FY18	FY19	FY18	FY19
Revenue	\$ 381.8	\$ 554.7	\$1,155.0	\$1,511.0
(Loss) income from operations	\$ (25.3)	\$ 6.0	\$ (59.1)	\$ (70.0)
Net (loss) income (1)	\$ (24.6)	\$ (10.4)	\$ (47.4)	\$ (70.1)
Non-GAAP net (loss) income (1)	\$ (2.4)	\$ 6.9	\$ 5.3	\$ (19.5)
Diluted EPS (1)	\$ (0.42)	\$ (0.17)	\$ (0.81)	\$ (1.17)
Non-GAAP diluted EPS (1)	\$ (0.04)	\$ 0.12	\$ 0.09	\$ (0.33)

Cashflow

	YTD Q3	
	FY18	FY19
Net (loss) income	\$ (48.8)	\$ (71.8)
Depr / amort / other, net	256.2	\$ 307.2
Working capital change, net	75.1	\$ (20.7)
Cashflow from operations	\$ 282.6	\$ 214.7
CapX / investments	(409.6)	(340.4)
Financing activities / FX / other	158.7	97.7
Net change in cash	\$ 31.7	\$ (28.1)

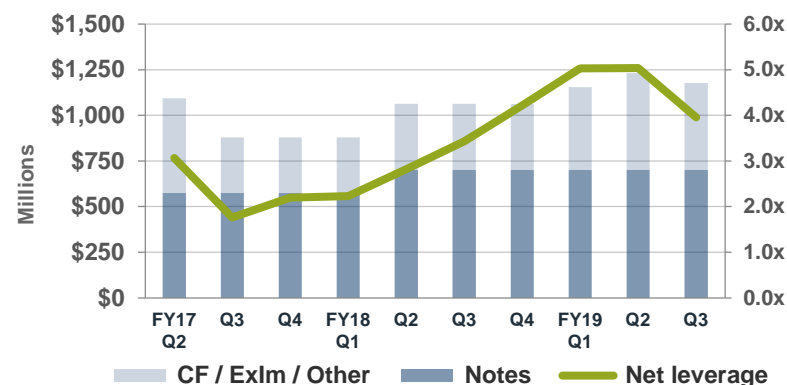
Highlights

- \$498M of liquidity
- Net leverage of 4.0x due to strong AEBITDA and application of insurance proceeds
- Improved revolver pricing and reset term

1) Attributable to Viasat, Inc. common stockholders.

2) Net leverage ratio defined as principal amount of total debt less cash, divided by TTM Adjusted EBITDA.

Net Leverage²

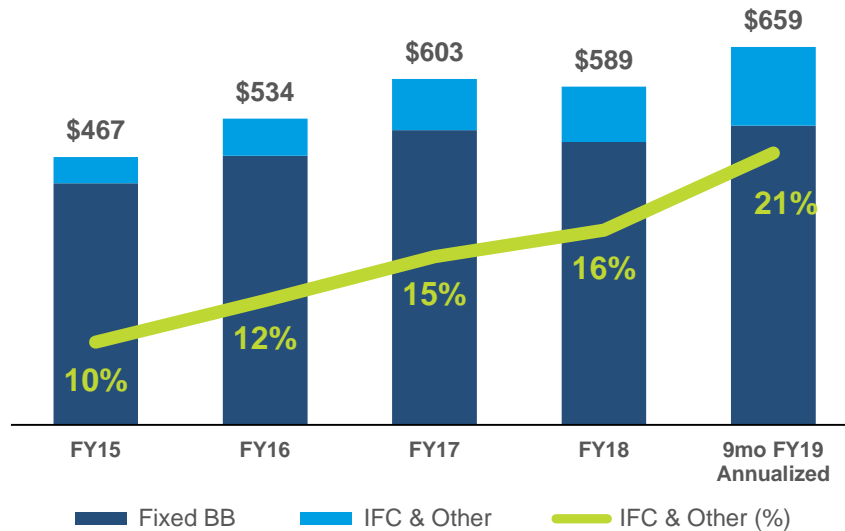


Satellite Services Highlights

- Strong flow through from revenue to EBITDA
- Sequential growth in residential broadband revenues
- ARPU of \$77.93, up 14% YoY; subscribers flat QoQ
- IFC momentum driving improving revenue mix
- ~1M people within walking distance of Wi-Fi in Mexico



Satellite Services Segment Revenue (\$M)



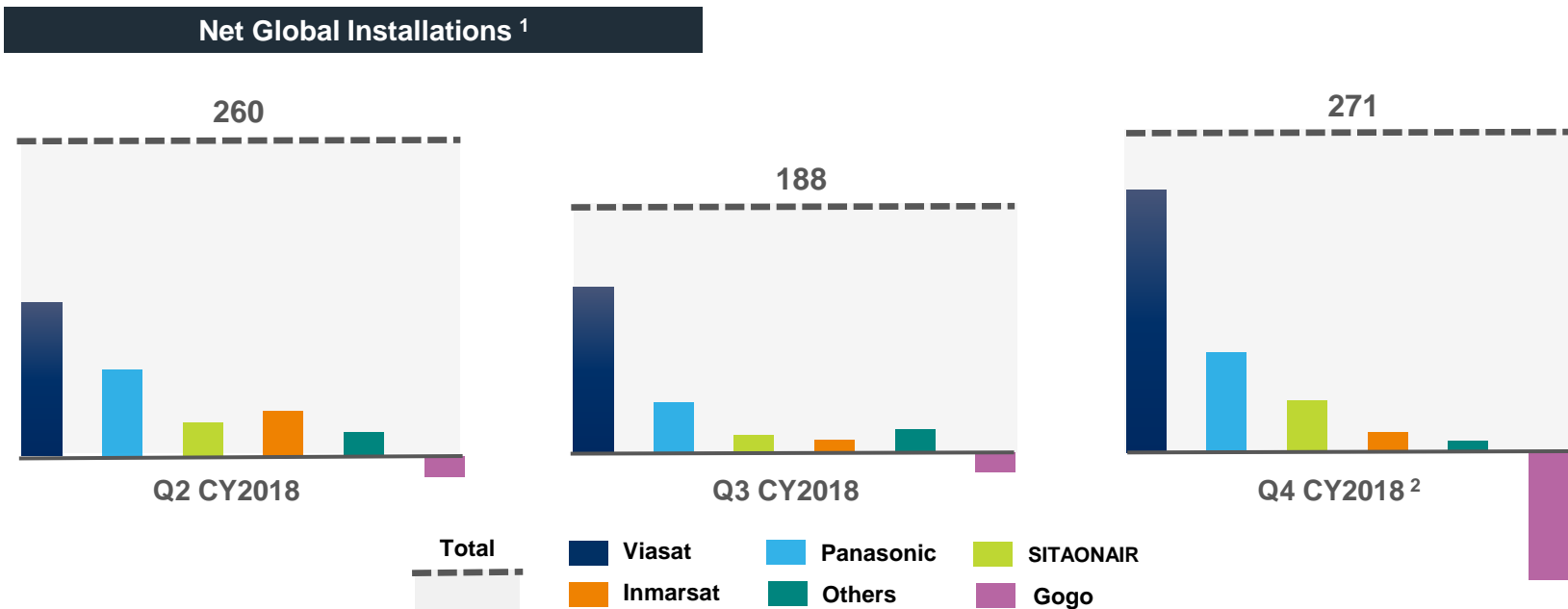
Community Wi-Fi



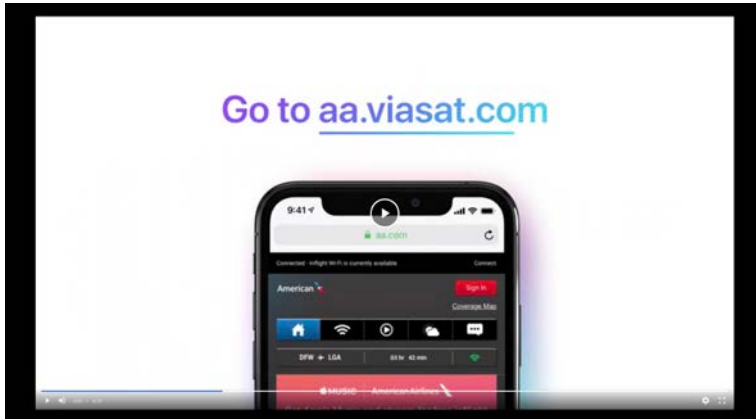
Locations across Mexico

Accelerated Growth for IFC

- › Record 225 terminals placed into service
- › Expanding market share of installs and tails in service
- › Pursuing global growth opportunities with new customers
- › Deepening relationships with existing customers



Leveraging In-Flight Bandwidth



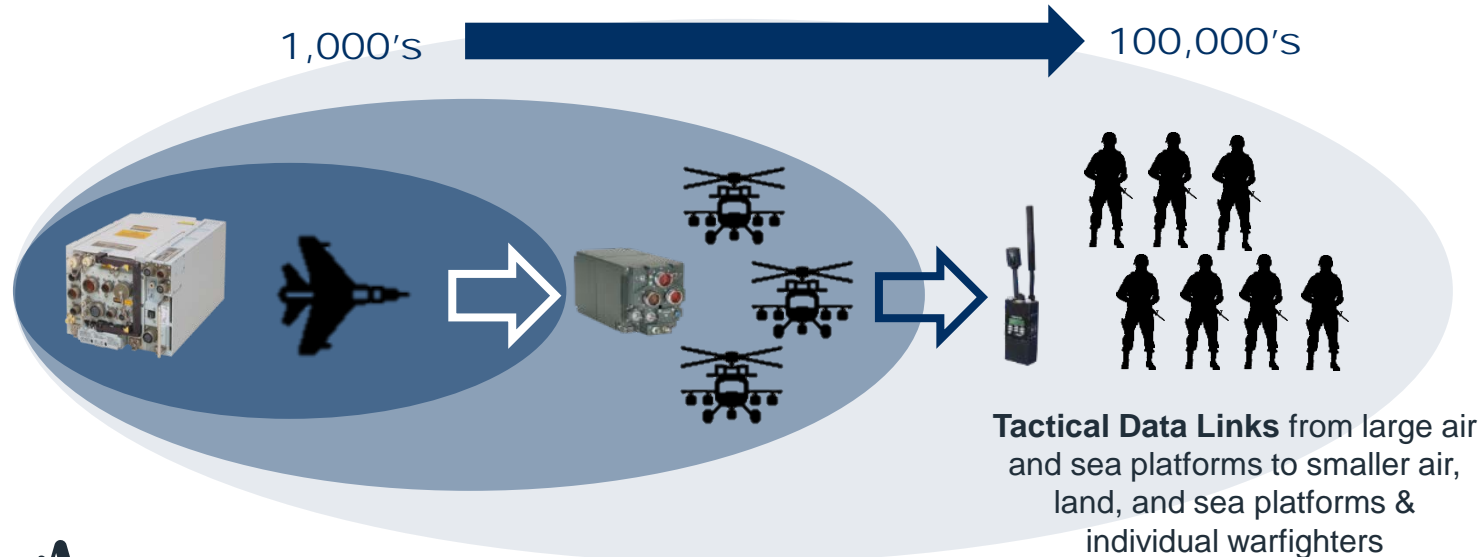
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Government Systems Highlights

- Revenue of \$250M, up 38% YoY
- Adj EBITDA of \$69M, up 44% YoY
- Backlog of \$888M, up 26% YoY

New products and services expand the addressable market by both platform and capability, enabling long-term sustainable growth



Outlook and Key Drivers

- › Activate IFC backlog into service – growth opportunities
- › Sustained growth in Gov't Systems products & services
- › Grow U.S. fixed broadband via ARPU and subscribers
- › Strong flow through from revenue to incremental AEBITDA
- › Focused R&D aimed at growth opportunities
- › Capital investments in VS-3 constellation, success-based government & IFC mobility

Sustained AEBITDA growth throughout FY19 and into FY20 as order book drives revenue growth.

Q & A

