

# Q3 FY2025

## Earnings Results

February 6, 2025



# 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. Forward-looking statements include, among others, statements regarding projections of earnings, revenue, Adjusted EBITDA, net leverage, free cash flow, capital expenditures, investments, costs, expected cost savings, efficiencies and synergies, deleveraging, return on capital or other financial items, including financial guidance and outlook and expectations for performance and results of operations in FY2025 and beyond; proposed initiatives to strengthen capital structure, create shareholder value and drive down capital intensity; anticipated trends in our business or key markets; growth opportunities; ability to successfully compete in our target markets, and durability or strengthening of competitive advantages; the construction, completion, testing, launch, commencement of service, expected performance and benefits of satellites and satellite payloads (including satellites planned or under construction) and the timing thereof; the expected capacity, coverage, service speeds and other features of our satellites, and the cost, economics and other benefits associated therewith; anticipated subscriber growth; introduction and integration of multi-orbit capabilities; the ability to capitalize on backlog and awards received and unawarded IDIQ contract vehicles; future economic conditions; the development, customer acceptance and anticipated performance of and demand for our technologies, products or services; our ability to meet the performance and coverage levels required by our customers and to meet customer SLA requirements; our plans, objectives and strategies for future operations, including expansion into emerging markets such as D2D services and LEO strategies to augment existing D2D services; statements regarding existing and prospective orders from current and new aviation and maritime customers and future growth in the number of aircraft or vessels in service; 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 any existing or future satellite; unexpected expenses related to our satellite projects; risks associated with the construction, launch and operation of satellites, including the effect of any anomaly, launch, operational or deployment failure or degradation in satellite performance; capacity constraints in our business in the lead-up to the commencement of service on new satellites; increasing levels of competition in our target markets; our ability to successfully implement our business plan on our anticipated timeline or at all; the ability to realize anticipated benefits and synergies of the Inmarsat acquisition, including the expectation of enhancements to our products and services, greater revenue or growth opportunities, and the realization of operating efficiencies and cost savings (including the timing and amount thereof); 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; introduction of new technologies and other factors affecting the communications and defense industries generally; the effect of adverse regulatory changes (including changes affecting spectrum availability or permitted uses) on our ability to sell or deploy our products and services; changes in the way others use spectrum; our inability to access additional spectrum, use spectrum for additional purposes, and/or operate satellites at additional orbital locations; competing uses of the same spectrum or orbital locations that we utilize or seek to utilize; 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; and our dependence on a limited number of key employees. In addition, please refer to the risk factors contained in our SEC filings available at [www.sec.gov](http://www.sec.gov), including our 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. We undertake no obligation to revise or update any forward-looking statements for any reason.

# Viasat



**40+ years**  
Enduring value



**76**  
Countries around  
the world



**\$4.3B**  
FY24 Revenue



**21**  
Operational  
satellites in space



**7K+**  
Global employees



**10**  
Satellites under  
development



Continuing to serve customers  
who rely on our services  
while innovating new  
generations of technology



Global team working closely with  
our customers and partners



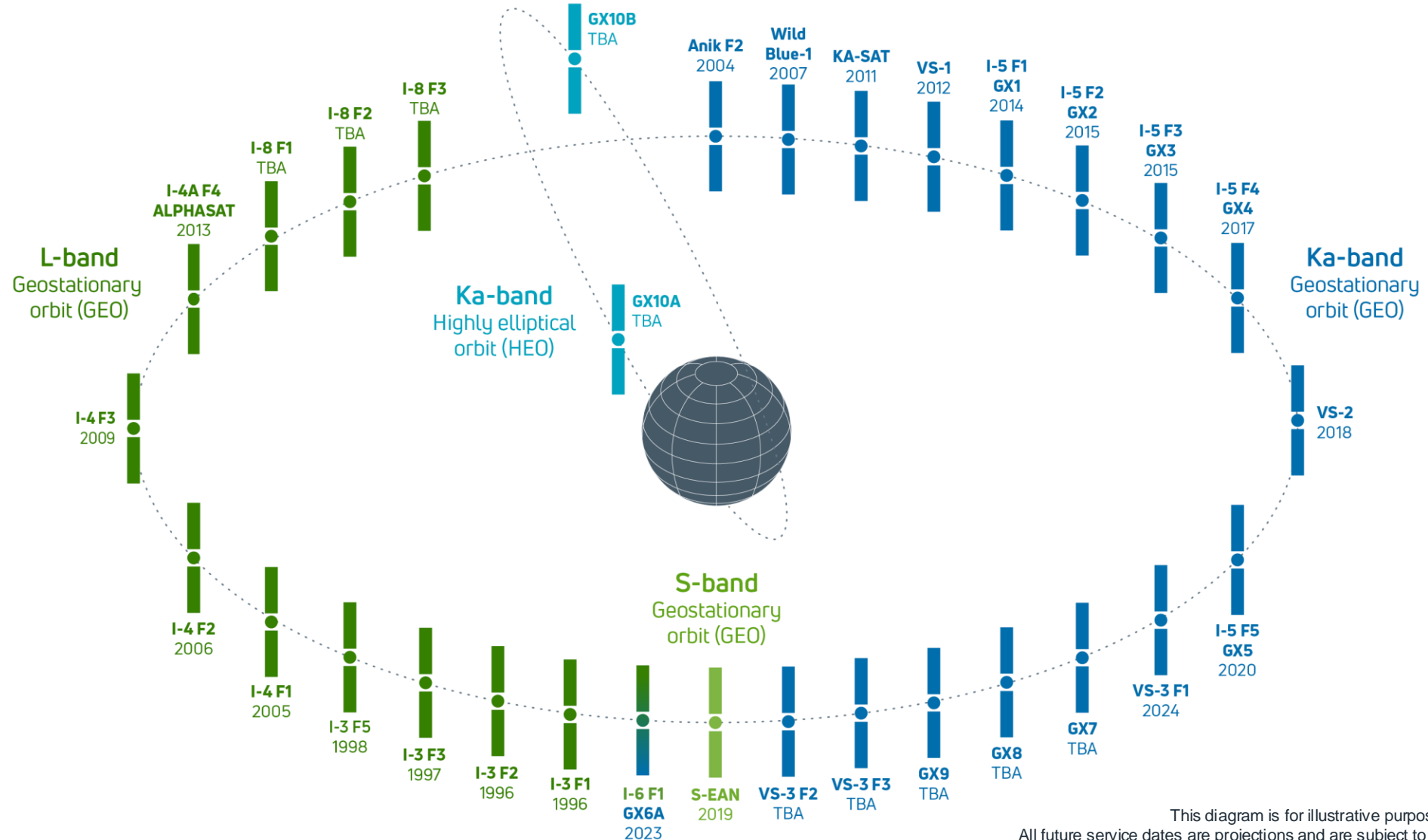
Greater capacity and seamless  
connectivity solutions



High-capacity network that  
delivers a consistent, high-quality  
connectivity experience on land,  
in the air, and at sea

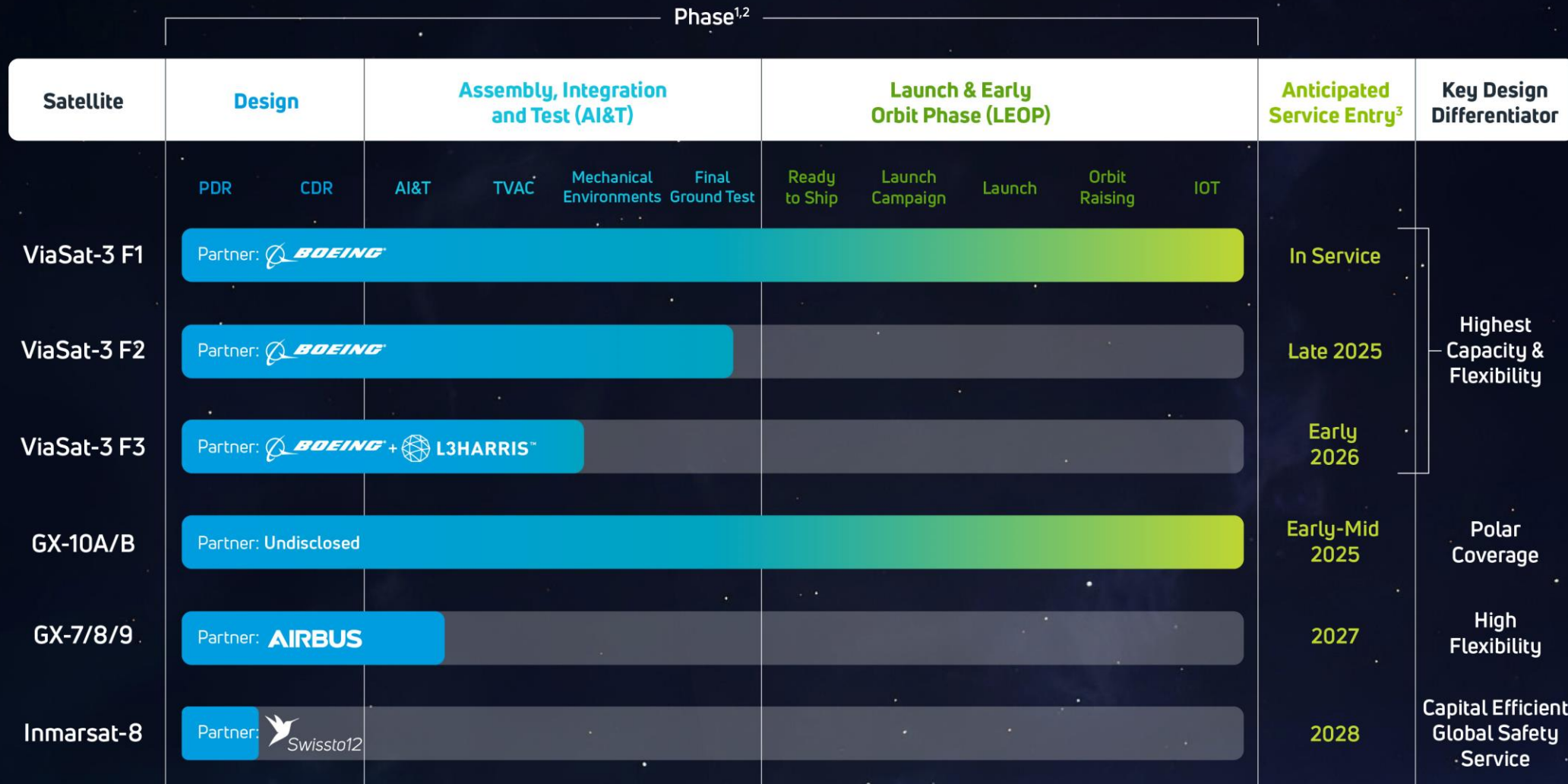
# Current and future satellite fleet

Satellites shown with service dates



This diagram is for illustrative purposes only.  
All future service dates are projections and are subject to change.  
The locations of the satellites shown do not reflect the current actual locations.

# Viasat satellite roadmap



**Multi-dimensional, flexible network driving global coverage & capacity and high utilization**

<sup>1</sup> Progress bars are not to scale and are for illustrative purposes only  
<sup>2</sup> The names of certain key partners have been redacted for confidentiality reasons  
<sup>3</sup> All future service dates are projections and are subject to change

# Q3 FY2025

## Financial & Operational Highlights

### Continuing to Win in Key Markets

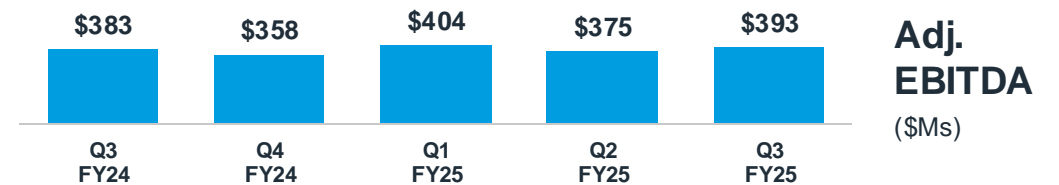
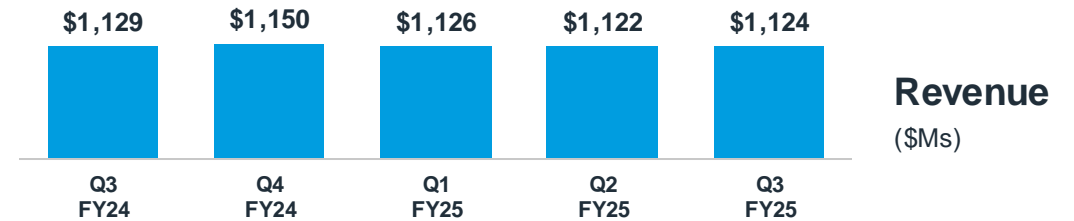
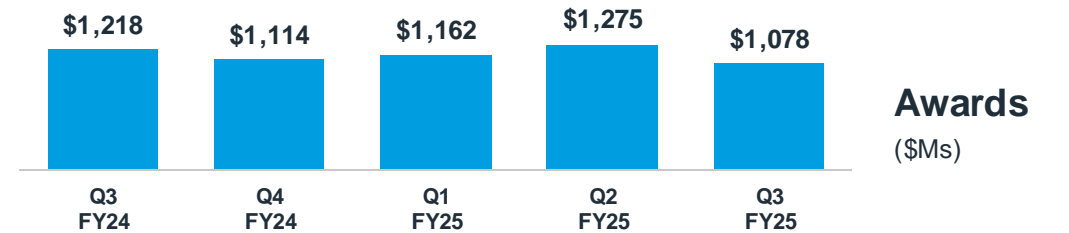
- > Aviation continued strong growth including increased aircraft in service and contracted backlog
- > Defense & Advanced Technologies (DAT) growth across all businesses and leading indicators including awards, backlog and IDIQs
- > Maritime is preparing to scale NexusWave installations with strong indications of interest and firm orders

### Durable competitive positions

- > Progress on global satellite roadmap with VS-3 F1 scaling utilization, GX 10 A/B completed IOT, VS-3 F2 targeting late-summer launch and late CY25 in service
- > Advancing multi-orbit roadmap in Government, Maritime and Aviation
- > DAT expanding unique capabilities in high-demand markets
- > Valuable spectrum assets and long-term growth strategies

### Improving capex outlook for FY25

- > Capex guidance of ~\$1.1 billion down \$200 million from prior quarter
- > Successfully implemented prioritization process and incremental rigor



# Q3 FY2025

## Financial Summary

(\$ Millions)	Q3 FY2025	Q3 FY2024	Inc/ (Dec)	Comments
<b>Revenue</b> Growth/(Decline) %	<b>\$1,124</b>	<b>\$1,129</b>	<b>(\$5)</b> Flat	> Strong revenue growth of 20% YoY in Defense and Advanced Technologies segment offset by lower revenues in the Communications Services segment as fixed services and other (FS&O) and maritime services pressures continue.
<b>Adjusted EBITDA</b>	<b>\$393</b>	<b>\$383</b>	<b>\$10</b>	> Strong operating performance in aviation services, government satcom, space and mission systems, and tactical networking products was partially offset by declines in FS&O, and maritime service revenues. Strong IP licensing revenue flow-through in tactical networking delivers upside for the quarter.
<b>Awards</b> Growth/(Decline) %	<b>\$1,078</b>	<b>\$1,218</b>	<b>(\$140)</b> (12%)	> Defense and Advanced Technologies segment awards grew 49% offset by a decline in Communication Services of 25% primarily related to strong prior year award growth in government satcom
<b>Backlog</b> Growth/(Decline)%	<b>\$3,541</b>	<b>\$3,722</b>	<b>(\$181)</b> (5%)	> Decline in backlog relates primarily to the removal of the Energy Service Systems Integration backlog with the sale of the business, decline of the US Fixed Broadband business and fewer long-term contracts
<b>Operating Cash Flow</b>	<b>\$219</b>	<b>\$134</b>	<b>\$85</b>	> Growth driven by decreased working capital largely from decreases in receivables and inventory, and lower cash taxes
<b>Capex</b> Growth/(Decline) %	<b>\$253</b>	<b>\$421</b>	<b>(\$168)</b> (40%)	> Capital expenditures decreased YoY primarily due to lower satellite expenditures related to timing of certain space, ground infrastructure, and other capex payments

# ViaSat-3 F1 Delivering High Performance on Multiple Airlines

## Wi-Fi at Great Speeds, Powered by Viasat



### New Blazing Free Wi-Fi To Hawaii: Another Airline Stuns Flyers

Hawaii Travel News / December 26, 2024 / 9 Comments



While testing the United Viasat provided satellite Wi-Fi, we experienced speeds to 135 Mbps—remarkably close to the performance of Hawaiian Airlines' Starlink service. This speed was more than sufficient for streaming, video calls, or catching up on work. Such high-speed, complimentary connectivity changes the game for passengers, transforming how we spend long hours over the Pacific.

# Q3 FY2025

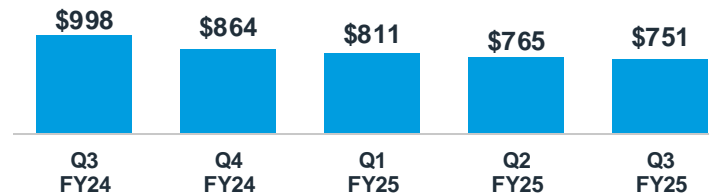
## Financial Highlights – Communication Services

### Highlights

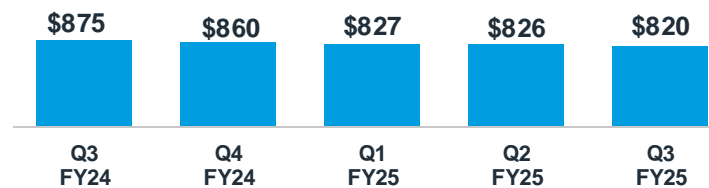
- Strong growth in aviation awards was more than offset by a significant new satellite services contract from the US government during the prior year period in government satcom and lower FS&O awards
- Segment product revenues down 40% primarily due to accelerated IFC terminal deliveries in the prior year period
- Segment service revenues up 12% and 11% in aviation and government satcom, respectively offset by FS&O and maritime
- Incremental Adjusted EBITDA contributions improved relative to revenue compared to the prior year period, reflecting increased gross margins as well as lower R&D expenditures and sales and marketing expenses
- Ka-band aircraft vessel count continued to grow sequentially and YoY

### Quarterly Trends

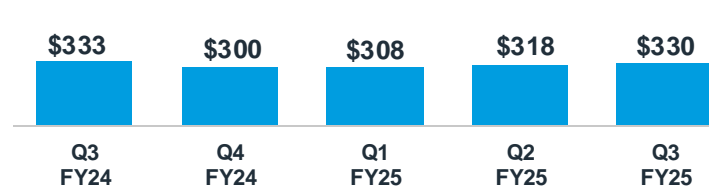
#### Awards (\$Ms)



#### Revenue (\$Ms)

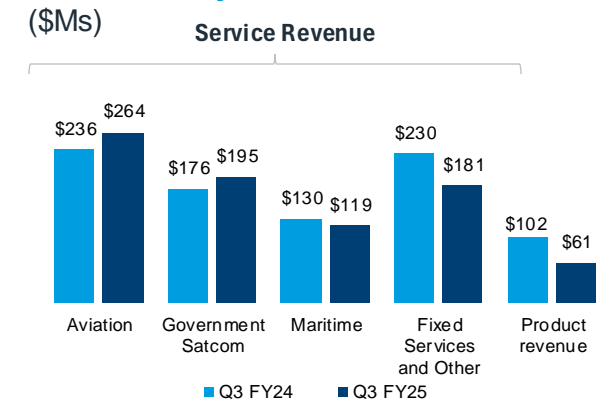


#### Adjusted EBITDA (\$Ms)



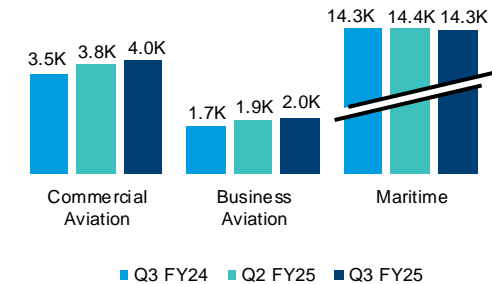
### YoY Performance

#### Revenue by Business Line (\$Ms)



#### Service Metrics

(End of Period Aircraft and Vessels)



# Q3 FY2025

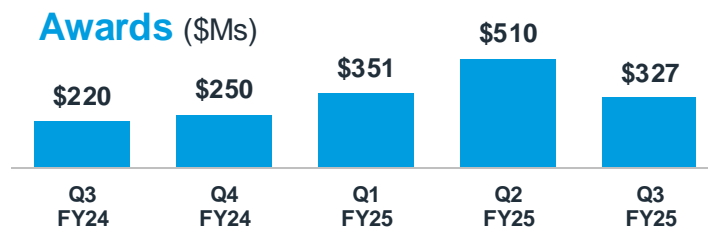
## Financial Highlights – Defense and Advanced Technologies

### Highlights

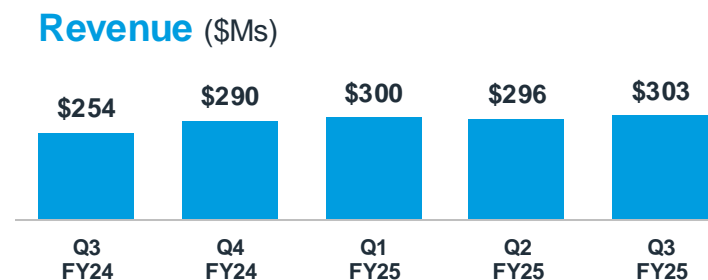
- > Backlog increases to \$925 million, up 26% YoY with growth across the entire portfolio
- > Awards up 49% YoY driven by space and mission systems solutions (primarily antenna systems), tactical networking products, and information security and cyber defense.
- > Revenue up 20% YoY driven by product revenues in tactical networking, information security and cyber defense, and space and mission systems
- > Incremental Adjusted EBITDA contributions improved relative to revenue compared to the prior year period driven primarily by increased product gross margins

### Quarterly Trends

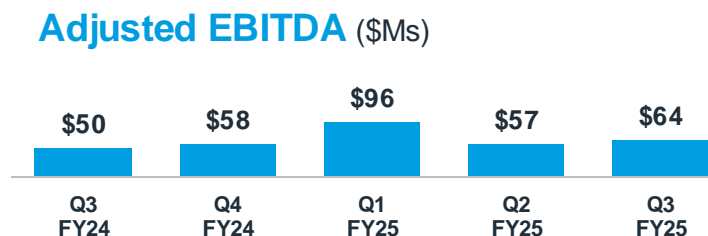
#### Awards (\$Ms)



#### Revenue (\$Ms)

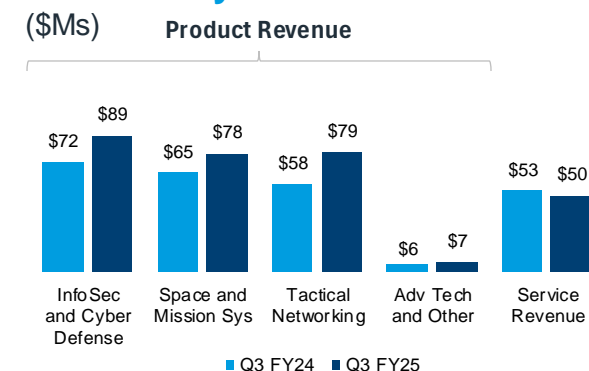


#### Adjusted EBITDA (\$Ms)

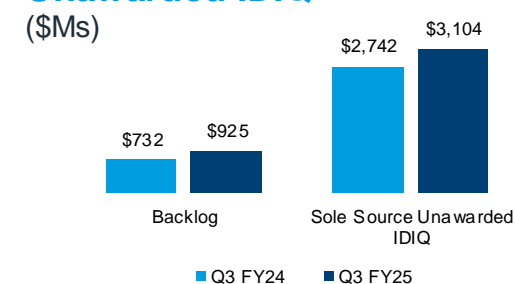


### YoY Performance

#### Revenue by Business Line (\$Ms)



#### Backlog and Sole Source Unawarded IDIQ<sup>(2)</sup> (\$Ms)



Note: (1) All legacy Inmarsat businesses are included in Communication Services segment

(2) Sole source unawarded IDIQ includes government satcom within Communications Services segment

# FY2025 | Financial Guidance Update

	Prior FY2025 Guidance	Updated FY2025 Guidance	Better/Worse
Total Revenue	Flat to slightly up	Flat to slightly up	—
Communications Services Revenue	(Low Single Digit)	(Low Single Digit)	—
Defense and Advanced Technologies Revenue	Mid-teens	Mid-teens	—
Adjusted EBITDA	Mid-single digit	Mid-single digit	—
Operating Cash Flow	Double-digits	Double-digits	—
Capital Expenditures	\$1.3B to \$1.4B	~\$1.1B	▼
Net Debt relative to LTM EBITDA	Increase modestly	Increase modestly	—

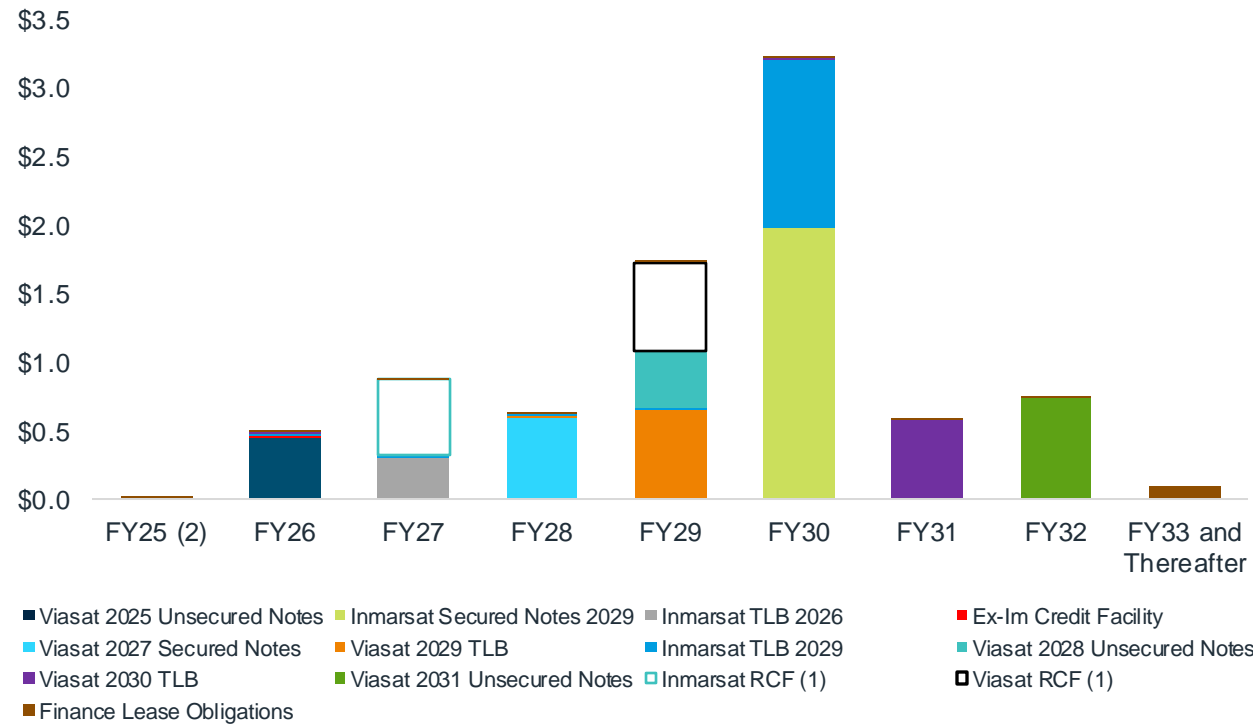
# Balance Sheet & Liquidity

(\$Millions)	Q3 FY24	Q3 FY25
Cash and cash equivalents and short-term investments	1,651	1,556
Revolving credit facility availability	1,292	1,135
<b>Total Liquidity</b>	<b>2,943</b>	<b>2,691</b>
Gross outstanding debt	7,567	7,218
Cash and cash equivalents and short-term investments	1,651	1,556
<b>Net debt</b>	<b>5,915</b>	<b>5,662</b>

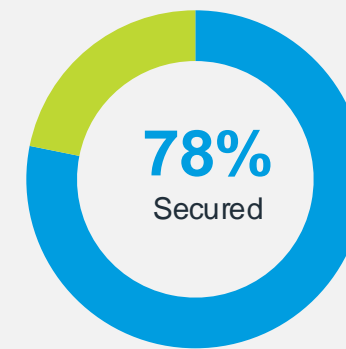
# Debt Maturity Profile

## Debt Maturity Schedules as of December 31, 2024

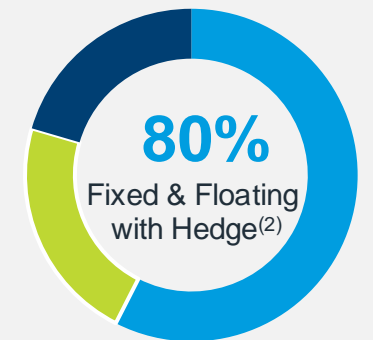
(\$ Billions)



## Debt Profile as of December 31, 2024



■ Secured ■ Unsecured



■ Fixed ■ Floating with Hedge ■ Floating

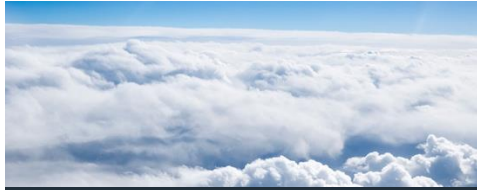
Note: (1) As of December 31, 2024, the Viasat and Inmarsat revolving credit facilities remained undrawn at full capacity excluding standby letters of credit

(2) Inmarsat TLB 2026/2029 floating interest rate based on SOFR capped through February 2025

# Supplemental

# New Segment Descriptions

## Communication Services



### Aviation

- › In-flight connectivity, wireless in-flight entertainment and safety services



### Government Satcom

- › Offers highly trusted and secure interconnectivity solutions for defense and civilian government customers



### Maritime

- › Solutions support vessel operation, navigation, crew connectivity and safety services, and include the new NexusWave fully managed connectivity service for merchant shipping, offshore supply vessels, and high-end fishing



### Fixed Services & Other

- › Connectivity solutions for fixed broadband (residential), and multi-band solutions for energy and enterprise customers

## Defense and Advanced Technologies



### InfoSec & Cyber Defense

- › Offers high-quality encryption products that ensure data security, whether at rest or traveling through a network



### Space & Mission Systems

- › Builds technologies for use on the ground (antenna systems, modems and gateways) or in space (space-based communication systems and payloads)



### Tactical Networking

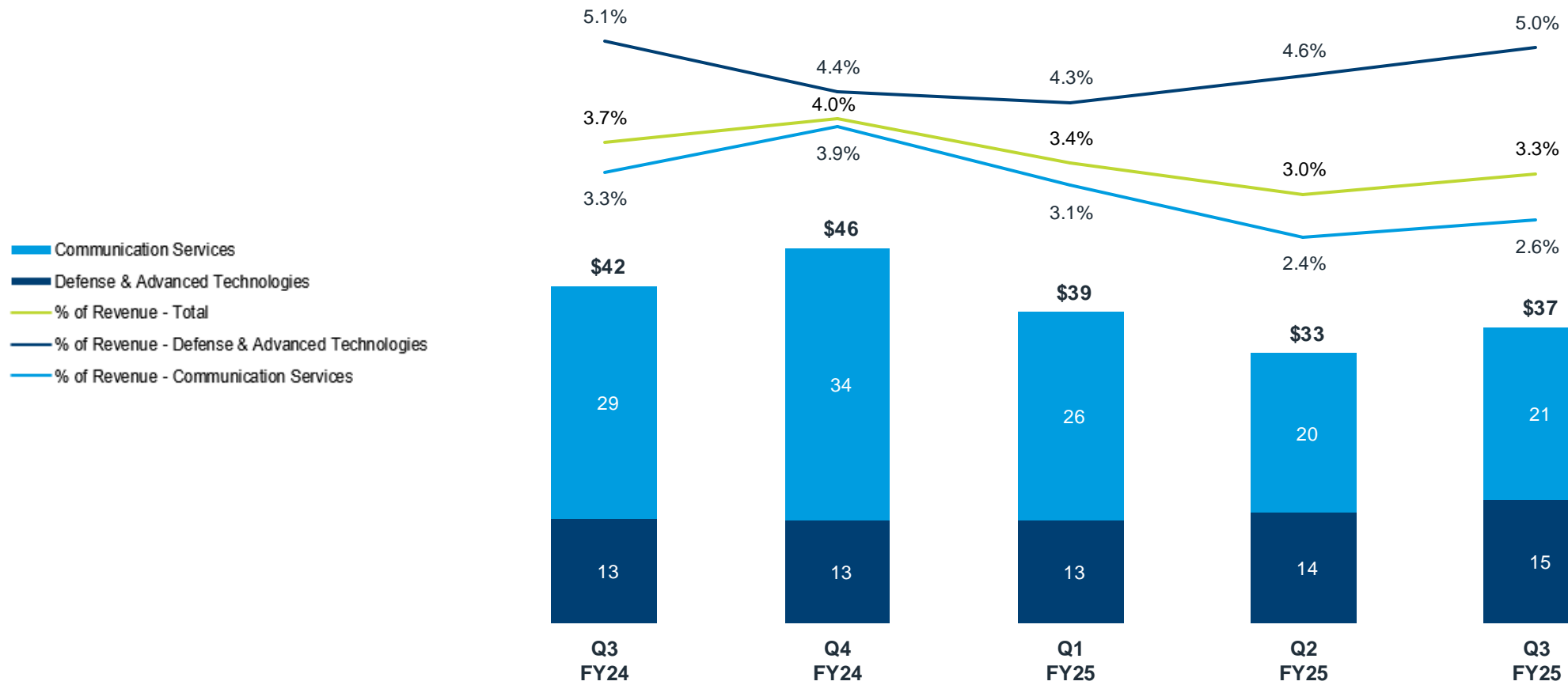
- › Provides highly advanced algorithms, waveforms and resilient communications in a multi-domain battlespace with friendly force tracking and narrowband solutions



### Advanced Tech & Other

- › Focuses on commercial communication satellite product development, orchestration of sovereign and multi-orbit solutions, IP licensing and emerging growth markets, including direct-to-device

# Research and Development



Thank you

# GAAP reconciliation

This presentation includes non-GAAP financial measures such as Adjusted EBITDA and net debt 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. We believe Adjusted EBITDA provides useful information to both management and investors by excluding specific expenses that we believe are not indicative of our core operating results. We believe net debt provides useful information to both management and investors in order to monitor our leverage (including our ability to service our debt and make capital expenditures) and evaluate our consolidated balance sheet. A limitation associated with using net debt is that it subtracts cash and therefore may imply there is less debt than the most comparable GAAP measure. In addition, since we have historically reported non-GAAP results to the investment community, we believe the inclusion of non-GAAP numbers provides consistency in our financial reporting and facilitates comparisons to Viasat's historical operating results. Further, these non-GAAP results are among the primary indicators that management uses as a basis for evaluating the operating performance of our segments, allocating resources to such segments, planning and forecasting in future periods. 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 letter to shareholders, which is available on the Investor Relations section of our website at [www.viasat.com](http://www.viasat.com).