

Saber Panel - Brussels

April 2014



By the Numbers...

28 Years

\$~3B

Market Cap 

3 Satellites
(best is on its way...)

\$1B+

FY13 Revenue 

>800,000

Subscribers worldwide 

2,900+

Employees

Global Presence

Offices

- » Atlanta, Georgia
 - » Arlington, Virginia
 - » Baltimore, Maryland
 - » Boston, Massachusetts
 - » Carlsbad, California
 - » Cleveland, Ohio
 - » Denver, Colorado
 - » Germantown, Maryland
 - » Gilbert, Arizona
 - » Tampa, Florida
-
- » Beijing, China
 - » Canberra, Australia
 - » Lausanne, Switzerland
 - » Wareham, UK
 - » Sydney, Australia

Service

- » Australia – Sydney
- » Brazil – Sao Paulo
- » China – Beijing
- » India – New Delhi
- » Nigeria – Lagos
- » Russia – Moscow
- » UK - Wareham
- » USA – California & Georgia

Adding Value to Your Network

- » Economically extend your communications beyond wired reach
- » More bandwidth capacity lowers your cost of networking
- » High application performance no matter where you are
- » Do more with your network – host multiple applications
- » Find new opportunities for you and your customers

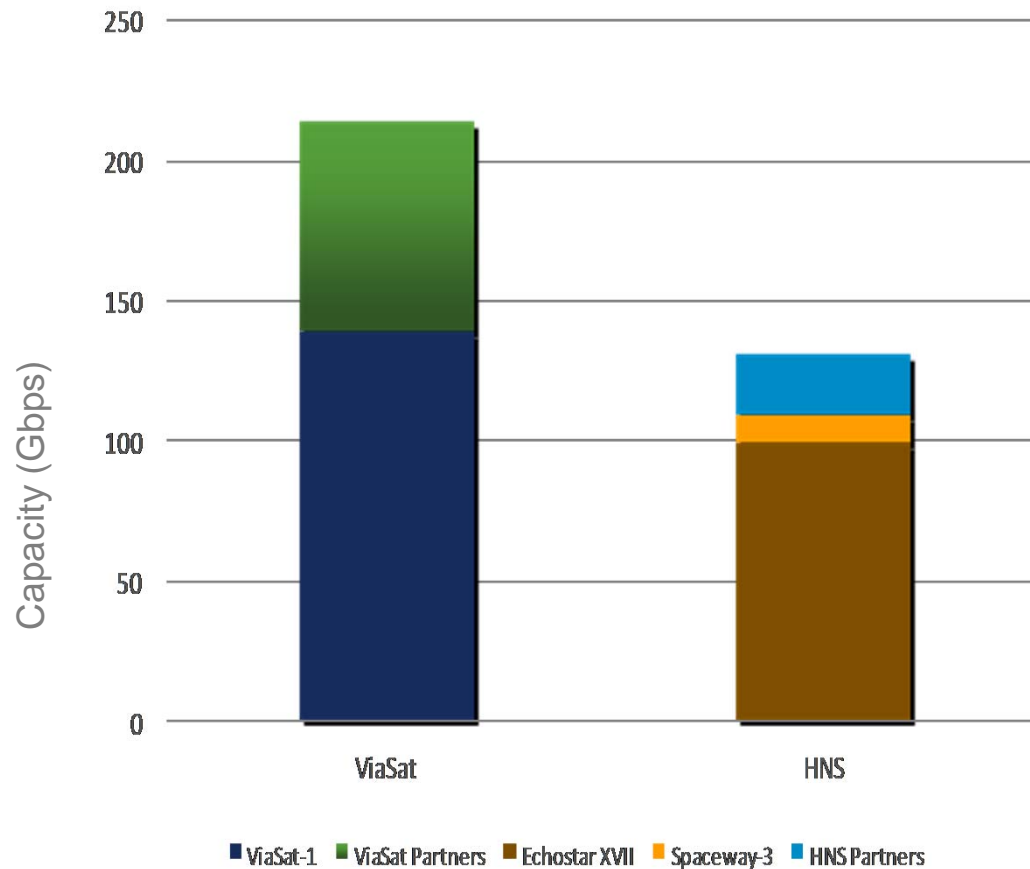


ViaSat-1: World's Highest Capacity Satellite

- » Launched October 2011
- » 140 Gbps - Highest Capacity Satellite
- » Service Open for 1 Million Satellite Subscribers
- » Unprecedented Speeds and Internet Media Performance
 - › 12/3 Mbps beginning at \$50/month



Industry Leader in High Capacity Satellites



More Broadband
Satellite Capacity than
Anyone Else

SurfBeam: Most Popular VSAT System in the World

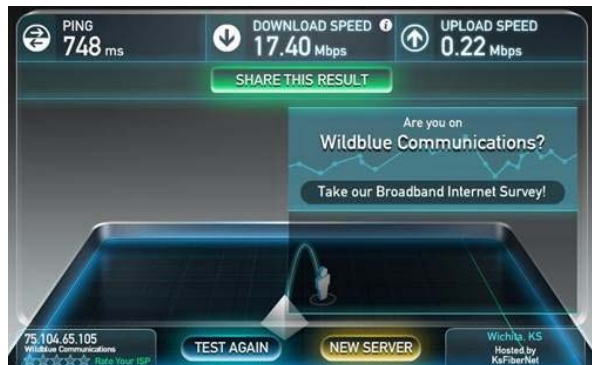
- » Enables web experience competitive with DSL, fixed site 4G...even some cable
- » Over 1,000,000 terminals shipped
- » Higher speeds quickly load media-rich Internet content
- » Embedded acceleration mitigates latency for fast page loads and viewing
- » End-to-end system scales to millions of customers
- » Family of consumer, portable, enterprise terminals



JetBlue launch is “Game Changer”

What other people are saying...

“Without question, Ka-band satellite WiFi is the future. This has blown away everything else I have ever used... The future is now!” – *Jason Rabinowitz*



“Aviation geeks wowed by JetBlue's new Fly-Fi service... More than 60 devices were used on this morning's JetBlue FlyFi flight and everyone agrees the service was ‘the best thing in the sky’.” – *Mary Kirby (Runway Girl Network)*

“Holy wicked fast BatMan ... why can't my @ATT @Uverse internet speeds be as fast as JetBlue's FlyFi?” – *Steven Frischling*

Flying With Fish @flyingwithfish
Holy wicked fast BatMan ... why can't my @ATT @Uverse internet speeds be as fast as @JetBlue's #FlyFi? #travel
pic.twitter.com/NHIUEXGyO0



“Naturally we tried our very best to try and break the network or at least throttle it, but to no avail; Fly-Fi is a beast of technology, an in-flight WiFi network passengers can finally rely on, and likely even come to love...” – *Jaunted*

SIMPLY SURF

FOR FREE

- FREE INTERNET BROWSING**
Free access connects you to the world below while you're sitting pretty in flight. Great for fliers who plan to just browse the Internet, check email and social network.
- THE HUB**
Our homepage offers you exclusive content, flight updates, a guide to your destination and more. You can always hang out in the Hub if we're out of coverage, or keep the homepage open or come back anytime to Flyt.com

[LET'S GO](#)

STREAM ON

GET FLY-FI PLUS

\$9.00 PER HOUR

PAY AS YOU GO
For those who plan to do more than just web browsing. Pay per hour to transfer large files, play online games or stream media throughout your flight.

[LEARN MORE](#)

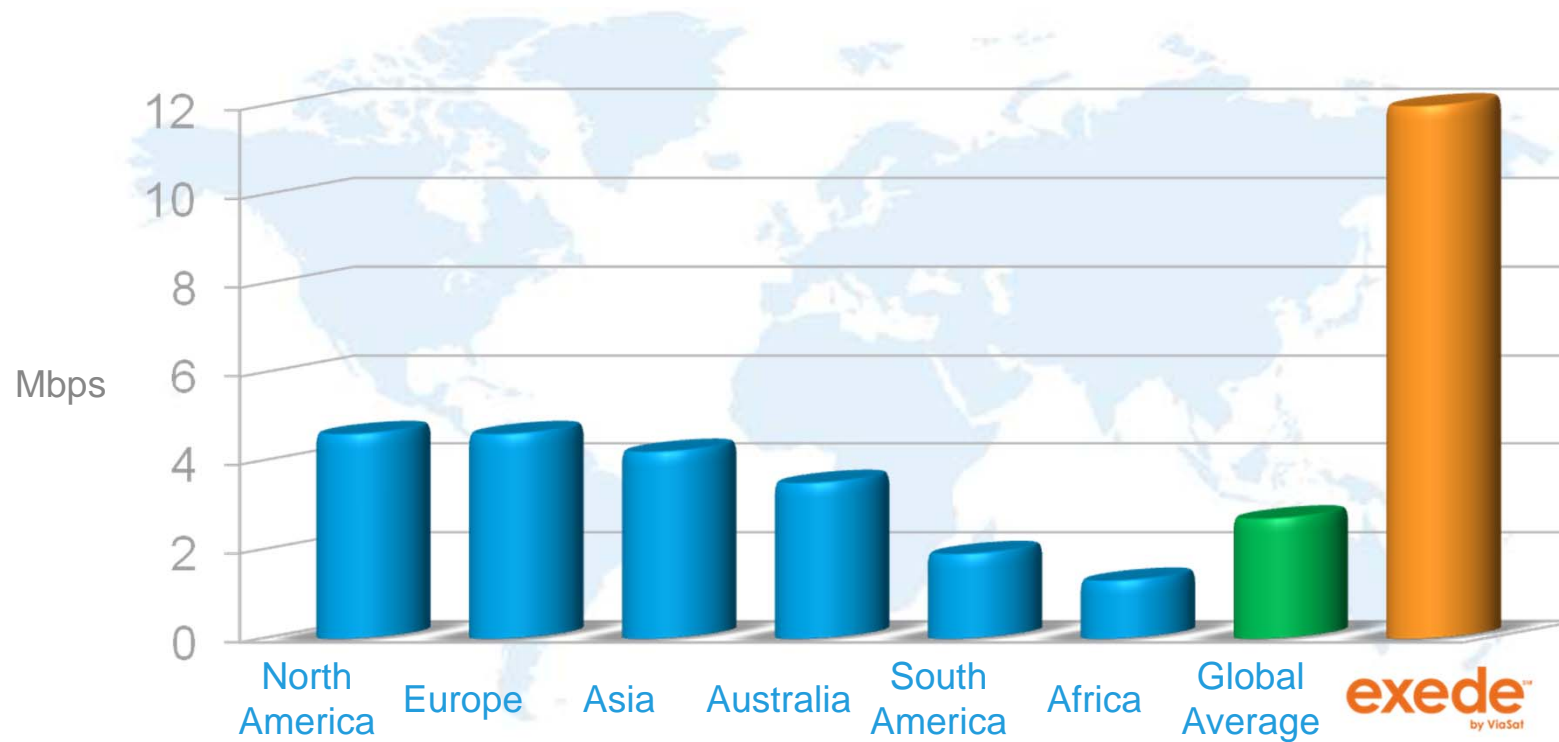
exedeSM
by ViaSat

Do everything you love online super fast.

Baseline 12 Mbps for \$50/month

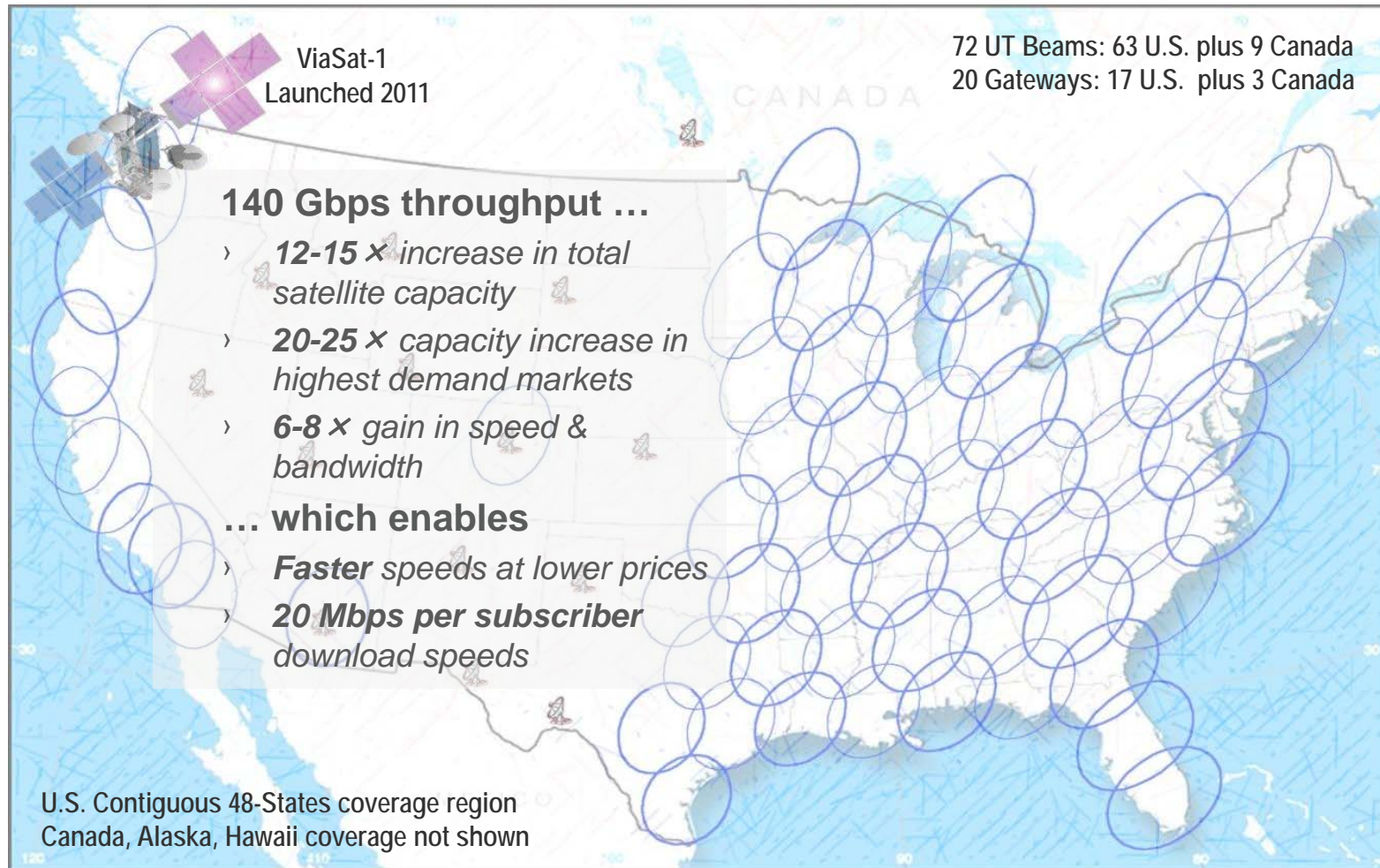
SPEED Every plan offers the same super fast speed.	UP TO 12Mbps Download UP TO 3Mbps Upload		
DATA PLAN Choose from one of these three plans based on your monthly needs.	10^{GB} PER MONTH	15^{GB} PER MONTH	25^{GB} PER MONTH
CUSTOMER Select the best data plan for you.	LIGHT Good for staying connected with friends and family via email, social media, video chats, or just browsing the web.	MORE Enjoy more of everything listed under the 7.5 GB plan. Good for families who occasionally stream movies and TV.	MOST Great for enjoying movies more frequently, sharing larger numbers of photos, and uploading files.
	To find the best plan for you, check out our Exede Plan Selector Tool at www.exede.com		
MONTHLY PRICE At these speeds Exede is a great value!	\$49⁹⁹ MONTH	\$79⁹⁹ MONTH	\$129⁹⁹ MONTH
	All plans require 24 month commitment. One-time setup fee of \$149.99 and \$9.99/month equipment lease fee applies. Speeds are "up to" and not guaranteed. Actual speeds will vary.		

Average Speeds Around the World



Source: Akamai, 2011

ViaSat-1 Disruption



Capacity focused where it's most demanded

Award Winning Exede Service



- Exede Internet tops FCC benchmark study of broadband services that exceed advertised speeds
- ViaSat-1 earns Guinness World Records title for highest capacity satellite in the world
- Bronze Edison Award for innovation
- Popular Science “Best of What’s New”



ViaSat-2

