Viasat
Overview, June 2019
Viasat

› Active across the supply chain
› Products, services, operations
› An ISP
› Holistic approach
The Viasat Satcom Pedigree

- **Subscriber Terminals**
- **Satellite Connectivity**
  - High capacity spot beam satellites
- **Gateway Earth Stations**
  - Unmanned remotely operated Gateway Earth Stations
- **Terrestrial Infrastructure**
  - Fibre connectivity
  - Core nodes, web hosting, portals
- **Operations & Business**
  - Network Ops Centre
  - Customer Care
  - Back Office/Data Centre
  - Network operations
  - Business systems
  - Denver, Colorado

Underpinning cyber, information assurance and security products and services – from Data at Rest, to inline encryption to cloud services
## Viasat at a glance

<table>
<thead>
<tr>
<th></th>
<th>1986</th>
<th>29</th>
<th>4</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>year founded</strong></td>
<td><strong>1986</strong></td>
<td><strong>offices around the globe</strong></td>
<td><strong>satellites in orbit with more capacity than anyone else</strong></td>
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<td><strong>team members</strong></td>
<td><strong>5,200+</strong></td>
<td><strong>in annual sales</strong></td>
<td><strong>enterprise value</strong></td>
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<td><strong>Consumer broadband users</strong></td>
<td><strong>1000,000+</strong></td>
<td><strong>Connected large aircraft</strong></td>
<td><strong>Connected combat platforms</strong></td>
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### United States:
- Carlsbad, CA (HQ)
- Atlanta, GA
- Austin, TX
- Baltimore, MD
- Boston, MA
- Bryan/College Station, TX
- Cleveland, OH
- Denver, CO
- Germantown, MD
- Marlborough, MA
- San Jose, CA
- Seattle, WA
- Spring Lake, NC
- Tampa, FL
- Tempe, AZ
- Washington, DC

### Australia:
- Canberra
- Melbourne
- Sydney

### China:
- Beijing

### India:
- Chennai

### Ireland:
- Dublin

### Israel:
- Tel Aviv

### Netherlands:
- Amsterdam

### Switzerland:
- Lausanne

### UK:
- Farnborough and Cheltenham

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*Viasat Proprietary*
Viasat’s Ka roll out overview...

» Viasat 1 - 2011 – 140 Gbps - approx 750K subscribers
» Viasat 2 - 2017 – 250+ Gbps, 7 x coverage...
» Viasat 3 - in build – Tbps satellites, global coverage - affordable 100 Mbps broadband for millions, 1000s of aircraft...
» Same networks support consumer and airline broadband, defence customers and VIPs...
» Architecture / beam size / cyber protection / situational awareness...
Markets

In-flight
- American, United, Qantas...
- 10 airlines; 2000+ aircraft

Smart City/Connected Car
- Bentley in-car Wi-Fi connectivity
- Uninterrupted mobile network coverage

Home internet
- 750,000+ subscribers

Maritime
- Providing Broadband to over 4,000 vessels

Government
- Official Installations
- Embassies/Consulates

Community Wi-Fi
- Millions connected

Defence
- Fast, Resilient Communications for Military Forces
Consumer Broadband

![Viasat Consumer Broadband Plans](image)

- **Unlimited Bronze 12**
  - Download speeds: up to 12 Mbps
  - Unlimited data
  - Stream Small Screen quality video typically 360p
    - $50/mo
    - $70/month after 3 months

- **Unlimited Silver 25**
  - Download speeds: up to 25 Mbps
  - Unlimited data
  - Stream DVD quality video typically 480p
    - $70/mo
    - $100/month after 3 months

- **Unlimited Gold 30**
  - Download speeds: up to 30 Mbps
  - Unlimited data
  - Stream HD quality video typically 720p
    - $100/mo
    - $150/month after 3 months

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Focus for efforts in the UK and in Europe in
- “Space and Communications”
  - applications, systems and services for defence, government, enterprise and consumer satellite communications.
- “Information Assurance.”
  - design, develop and deliver high assurance security solutions for platforms ranging from laptops, to UAVs and helicopters; and including Data at Rest (DAR) based on the Eclypt product range serving government and commercial customers.
- Networks

Farnborough and Cheltenham
- c. 70 staff
Questions