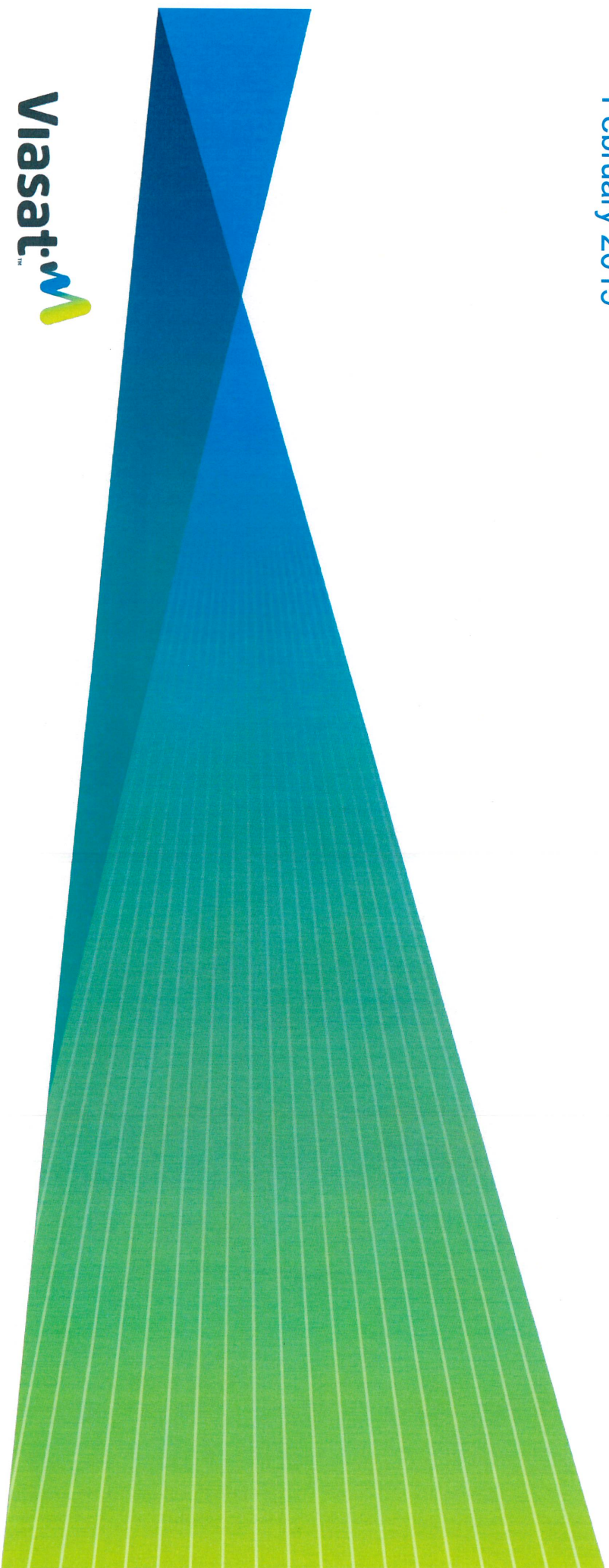


Viasat – Community WiFi

February 2019



Viasat[™] 

Connectivity Benefits - the people and countries in Latin America

 <p>The Region</p>	<p>Benefit</p>
<p>For every 10% increase in broadband connectivity, the country has a 1.4% increase in GDP</p> <p>Reduce urban migration and increase economic opportunity in rural areas</p> <p>Increasing broadband penetration by 10% would lead to at least 378,000 new jobs in Latin America</p> <p>Increasing household internet access increases educational performance across the board</p>	
<p>Source</p>	   

 <p>The People</p>	<p>Benefit</p>
<p>Inexpensive, efficient access to public services like government resources, education, telemedicine, and more</p> <p>Develops entrepreneurship opportunity, ease of communication, potential financial services</p> <p>Public service provision, social inclusion, and digital inclusion is heavily influenced by internet access</p> <p>When broadband adoption, familiarity with internet uses, and ICT education are promoted along with coverage, individual economic growth is drastically increased</p>	
<p>Source</p>	   

Viasat Community WiFi Solution

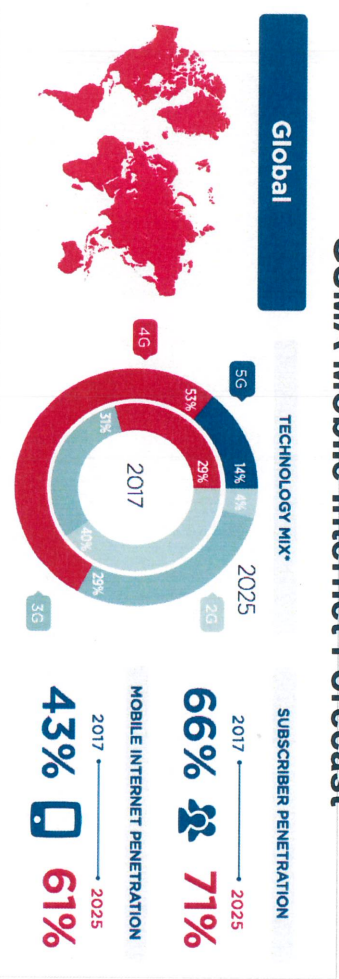
- > Billions unconnected globally, with the problem forecasted to continue to 2025 and beyond
- > 5G will only exacerbate the problem: too expensive to serve underserved markets, but demand exists to be connected
- > Viasat delivers unprecedented high speed connections at an affordable price, up to 100 Mbps for as little as 50 US cents per hour
- > Viasat's platform bridges the digital divide, while also providing access to vital services in the financial, health, education, and government sectors
- > Viasat has deep experience in managing millions of connected devices, portals and access points per month



Pac Chen, Quintana Roo, Mexico

Pompeya, Nuevo Leon, Mexico

GSMA Mobile Internet Forecast



Connecting the Unconnected – what are the options?



Rural Cell Tower

Cost: \$\$\$\$ Service Quality: ?

- Expensive and does not cover a large enough population to recover cost, so few companies invest
- Requires backhaul via fiber or microwave links
- Service quality can vary greatly depending on number of users and type of backhaul
- Pricing at mercy of MNOs



WISP (Microwave)

Cost: \$\$ Service Quality: X

- Supports low number of users
- Equipment for a single connection can be costly for this market
- Low service quality
- Low speeds which vary widely and commonly are less than 1 Mbps
- Depends on line of sight to microwave link

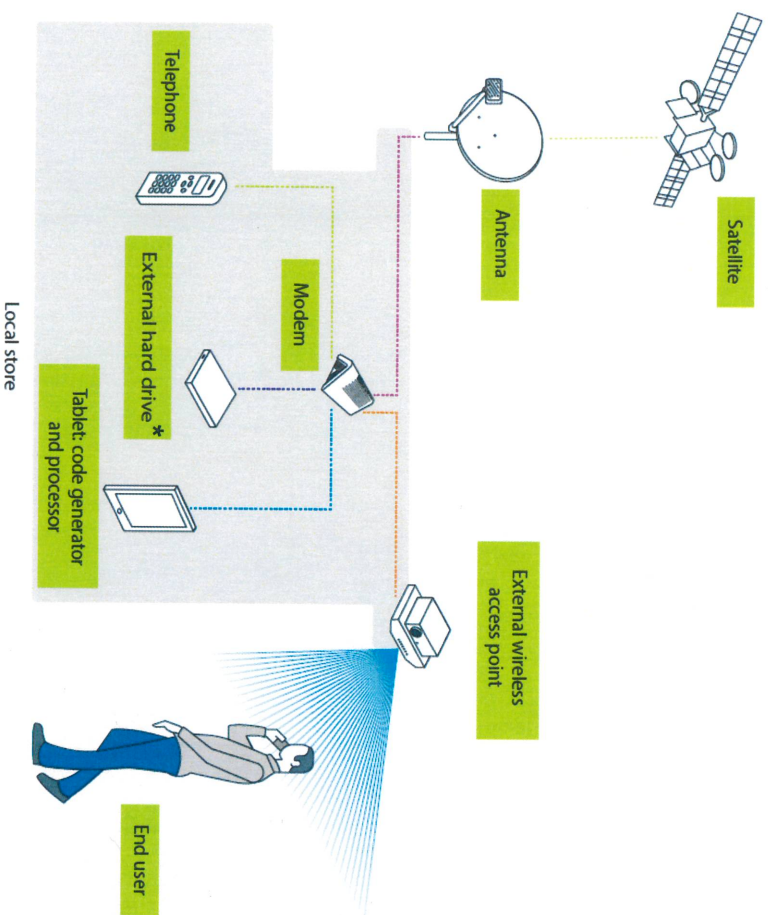


Viasat Community WiFi

Cost: \$ Service Quality:

- High speeds up to 100 Mbps at low up front investment and operational cost
- Supports 100+ simultaneous users
- No up front cost to end user
- Sustainable service without subsidies
- Does not have geography and backhaul challenges like others

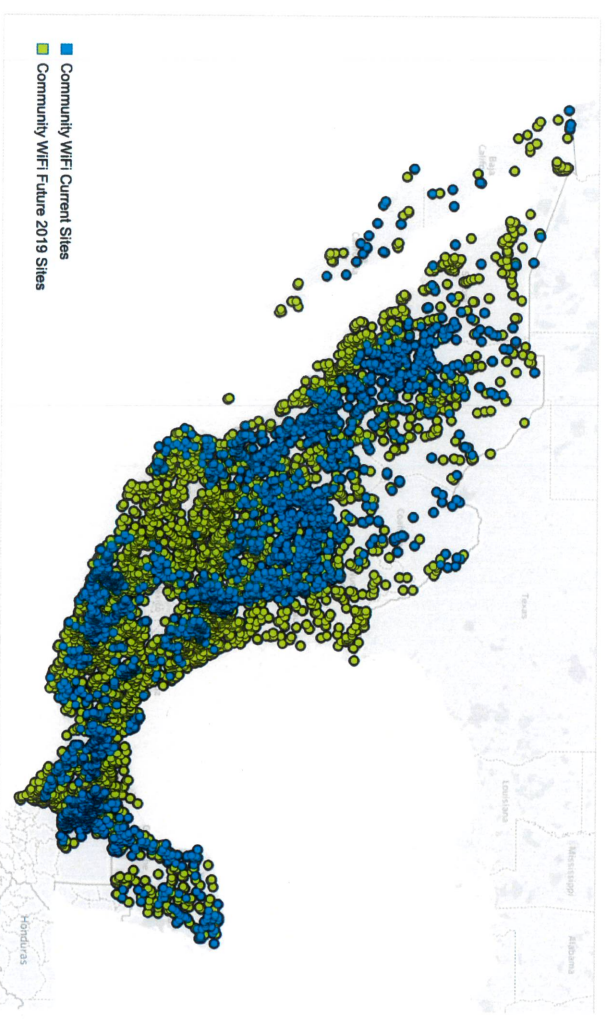
500+ m radius from access point, 100+ concurrent users



*Image for internal use only, not to be distributed

Where is Viasat at today?

- > 3,000+ hotspot sites connecting over 150k users monthly in every state of Mexico
- > 1 million+ people within walking distance of these sites
- > Working on a platform for value added services for our users
 - Education
 - Financial Inclusion
 - Health and Medicine
 - +more



Where are we going?

> Near Term

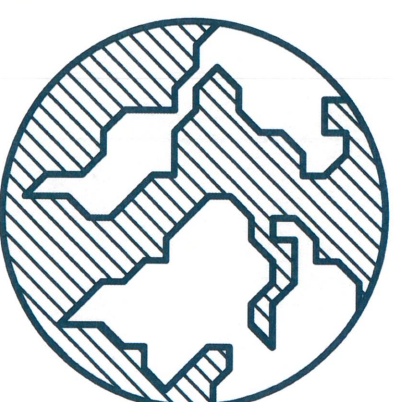
- Multiple Central America expansions
- Expansion to Brazil with Telebras
- Pilot projects in Africa

> Mid Term

- With the launch of the first ViaSat-3 satellite, Community WiFi will be able to reach any unconnected community throughout Central and South America

> Long Term

- Global coverage with the ability to deliver high speed, dependable internet to the unconnected population of the world
- Continue to produce the highest capacity satellites to match the exponential demand for bandwidth in Viasat's Arizona facility



Geographic Area	Satellite	Addressable Market
Central America	VS2/VS3	~23 million
South America	VS3.1	~41 million
Global	VS3 Constellation	~1.3 billion