

# ViaSat-3

Affordable connectivity for the Caribbean region

CTU Ministerial

Nassau, Bahamas

September 2022



VIASAT PROPRIETARY

Viasat is a global communications company that believes **everyone and everything can be connected.**

We find better ways to deliver connections with the capacity to change the world — **on the ground, in the air, and at sea.**

# Viasat at a glance

1986

year founded

45+

offices around the globe

6

satellites in orbit

7,000+

team members

\$2.8B

FY22 revenue



## Americas

United States (19)  
Brazil (2)  
Mexico (1)

## Asia Pacific

Australia (4)  
China (1)  
India (1)

## Europe

Ireland (1)  
Israel (1)  
Italy (1)  
Netherlands (1)  
Switzerland (1)  
United Kingdom (2)

All numbers as of March 31, 2022

# Ka-band Americas region satellite fleet

Changing the world with disruptive bandwidth economics and proven execution

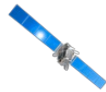
**ANIK-F2**



Launched: 2004  
Capacity: ~2 Gbps  
Coverage: North America



**WildBlue-1**



Launched: 2006  
Capacity: ~10 Gbps  
Coverage: North America



**ViaSat-1**



Launched: 2011  
Capacity: ~140 Gbps  
Coverage: North America



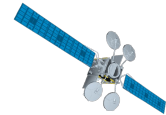
**ViaSat-2**



Launched: 2017  
Capacity: ~260 Gbps  
Coverage: 7x ViaSat-1

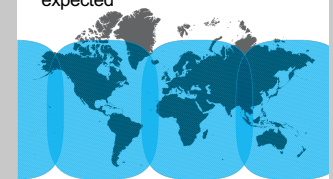


**ViaSat-3**



Launch: 2022/2023  
Capacity\*: 1+ Tbps each  
Coverage: 1<sup>st</sup> global ISP

\* expected



# ViaSat-3: game-changing innovation

Expected to be the most cost-efficient, flexible, global satellite broadband infrastructure



## Expected capacity

1+ Tbps per satellite



## Global constellation

Construction well underway



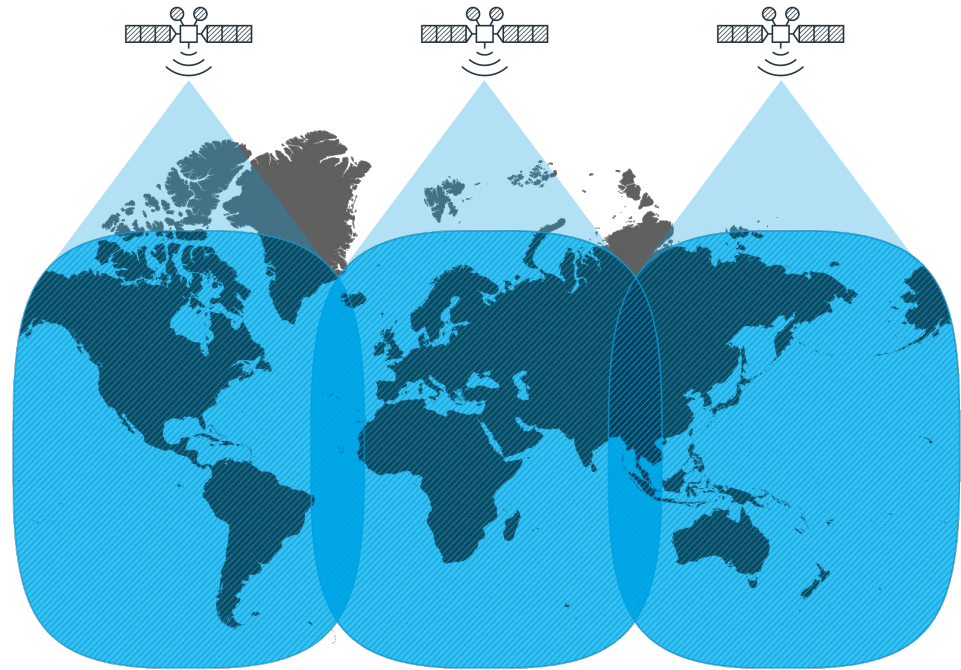
## Expected design life

~15 years



## Efficient asset

Expected to be ~3-4x more cost efficient than VS-2

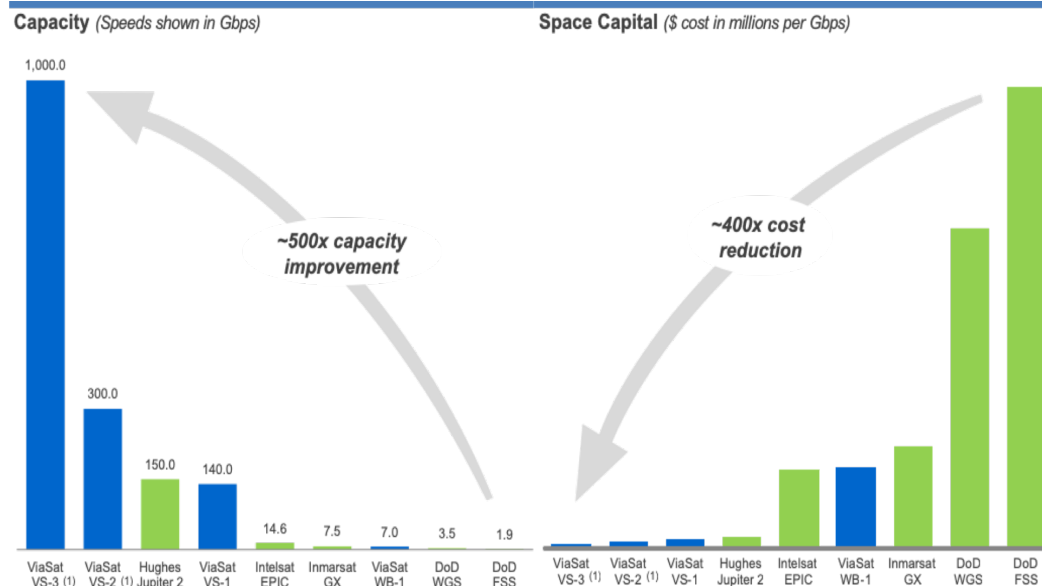


# Affordably Connecting Hundreds of Millions

Supporting the connectivity policy goals for the Caribbean region

We offer:

- The highest capacity, most cost-effective satellites possible today
- Reliable connectivity that provides consumers what they need, at competitive prices
- A proven deployment model that brings unserved communities into the digital economy
- A platform that supports telemedicine, e-learning, e-banking, and e-commerce
- The world's most advanced mobile satcom solution----aero, maritime, buses and trains



# Fast connections for consumers and businesses



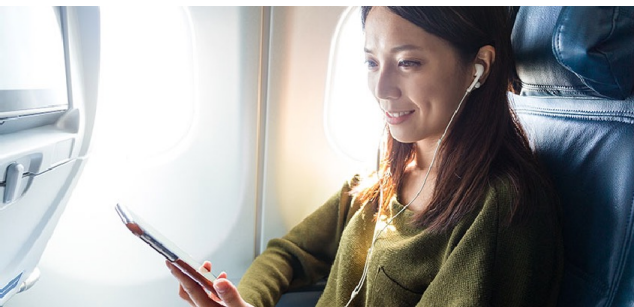
Unlimited home internet plans mean unlimited possibilities



Business internet and Wi-Fi for hard-to-serve locations



Connecting the unconnected to affordable high-speed internet



The best Wi-Fi in the sky gives every passenger freedom to stream



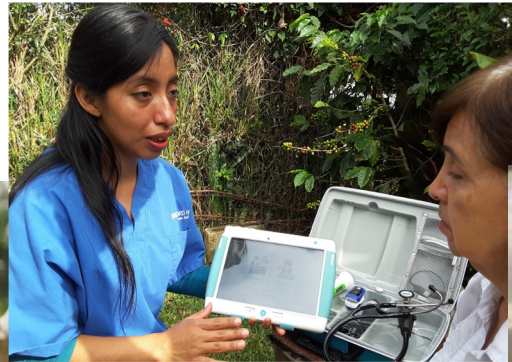
Stay productive and entertained on private aircraft



Fast, reliable internet for cruise ships, pleasure craft, and other vessels

# Business Verticals in the Caribbean Region

- **Residential** – Viasat is a market leader today and poised to grow
- **Education** – Viasat connects students today in Jamaica, Puerto Rico, and across the region
- **Business** – supporting financial, oil and gas, industrial, tourism and hotels, etc.
- **Mobility** – anywhere people can go – at sea, on land, in the air
- **Telemedicine** – ensuring all citizens can receive healthcare where they live
- **Disaster Recovery and Response** – resilient infrastructure to help when most needed
- **Connecting the Unconnected** – Viasat's Community Internet connects millions



# Inflight broadband promotes tourism and business

## Our airline partners:



Disclaimer: Airline customers include both IFC, W-IFE and AeroDocs Documents customers

# Viasat Community Internet



# Quantifying the impact of broadband access



## Global Benefits

For every 10% increase in broadband connectivity, each country has a 1.4% increase in GDP

Reduces urban migration and increases economic opportunity in rural areas

Increasing household internet access increases educational performance

Inexpensive, efficient access to public services like government resources, education, telemedicine, and more

## Source



Helps reach 8 UNSDGs



# Viasat Community Internet



*"Being able to move around my community and still be connected has changed my financial life. Now with Viasat I can sell my products to many more customers!"*



*"Before, my daughter needed to leave the house to be able to do research and homework, but now with Viasat at home, that's over and that brings me peace of mind."*

Viasat Proprietary

12

> High speed service for users who need it most



> In hard-to-reach communities across the globe

Viasat Community Internet connects millions of unconnected people today across the Americas.

It includes a shared connection and low-cost infrastructure to affordably reach millions of people who terrestrial services have left behind.



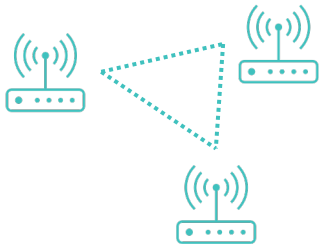
# The Community Internet Proposition



We can provide Wifi, LTE FWA and mobile broadband service to rural communities with 500+ inhabitants, where hardly any connectivity exists



With 18 meter or higher towers, we provide coverage within a 2-4km radius to all customers within the area



In smaller or lower affordability communities, we can use mesh Community WiFi to offer connectivity for an even lower deployment cost



With our Viasat-3 constellation, we'll deliver 25 Mbps+ to end users at prices at or below current MNO market rates



Viasat leverages hyper-local resources, creating local economic activity with service model to empower users/entrepreneurs