

ACMA RadComms 2022

Peter Girvan

November 2022



Viasat at a glance



1986

Year founded
HQ: Carlsbad, California



\$2.8B

FY22 revenues



\$2.6B

FY22 new contract
awards

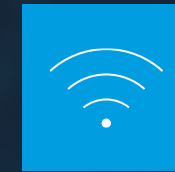
60+ Global offices*



~7,000

Global employees*

Business segments



Satellite
Services



Government
Systems



Space &
Commercial
Networks

Viasat Australia

> Commercial

- Ground systems supplier for nbn Sky Muster Satellite
- Qantas inflight WiFi provider
- Real-Time Earth ground station in Alice Springs

> Defence

- JP2008 5A UHF Satcom provider
- JP2008 5B2 Satellite Gateway provider
- Tactical Data Links (TDL) equipment



ViaSat-3: game-changing innovation

Expected to significantly improve cost-efficiency, integration, flexibility and global coverage



Expected capacity

1+ Tbps per satellite



Global constellation

Americas, EMEA, APAC



Anticipated launch

2023*



Expected design life

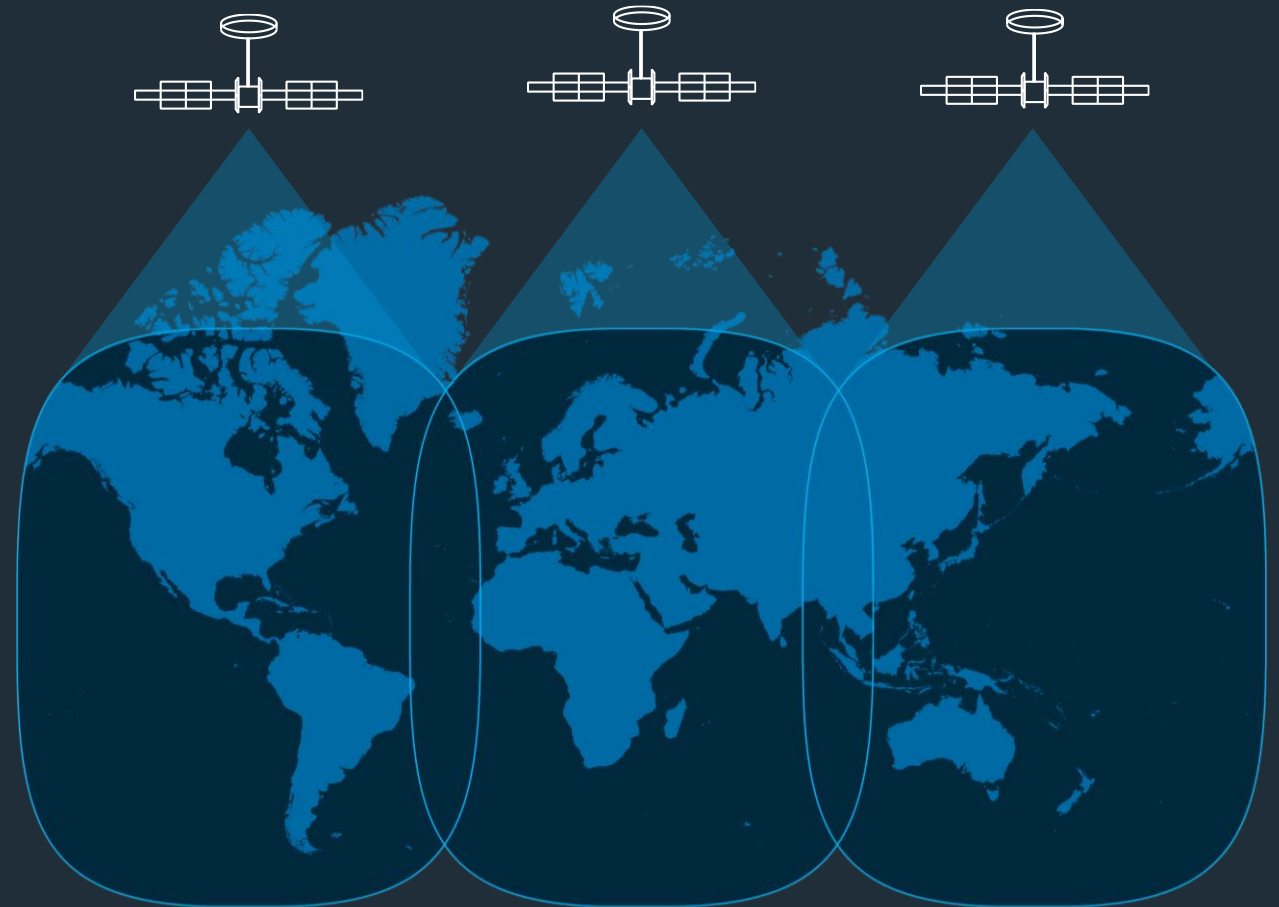
~15 years



Efficient asset

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

*Americas



ViaSat-3 Asia-Pacific ground infrastructure



- Located 100% in Australia
- Two Telemetry Tracking and Control (TT&C) sites
 - First site complete
 - Second site work commenced
- Hundreds of Satellite Access Nodes (SAN)
- Backbone connecting SANs and Data Centres
- Telstra partnership signed in January 2022
 - Services scoped
 - › SAN access connectivity
 - › SAN site facilities
 - › Backbone and Data Centre services
 - › SAN installation and commissioning
 - › SAN maintenance



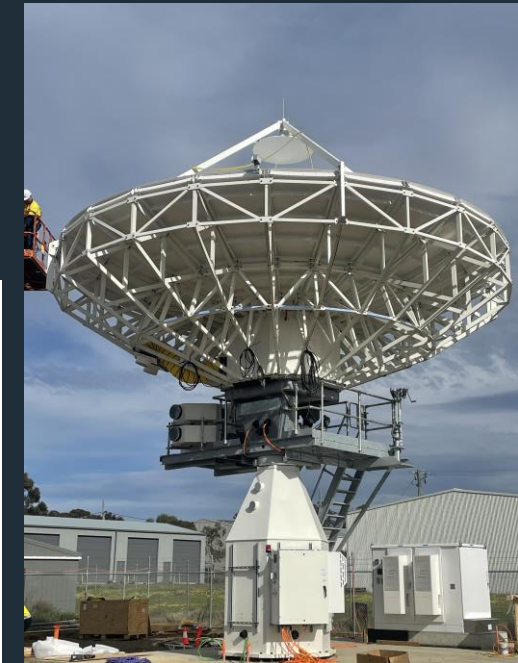
SAN Site

Telstra chosen as ground segment and network partner for ViaSat-3 Asia-Pacific

Telstra will build and manage the ground infrastructure and fibre network for the new ViaSat-3 terabit global satellite system in Australia under a 16 and a half year contract.

Telstra will colocate Viasat's satellite access node equipment at hundreds of sites across Australia and will build and manage high-speed fibre links to each site. The network will connect the SAN sites to multiple redundant datacentres that will house the core networking equipment needed to manage the expected increase in data traffic. Viasat has just over 1000 sites according to regulatory filings although the company said the numbers of SANs connected will be in the "hundreds."

ViaSat-3 is a constellation of three geostationary orbit satellites, with coverage that will overlap and encircle the globe. Each of the three global ViaSat-3 satellites are designed to offer over 1Tbps of total network capacity to deliver data and video streaming speeds of more than 150Mbps. Each satellite can also support hundreds of aircraft with advanced in-flight connectivity services and video streaming; provide up to 1Gbps for use in maritime,

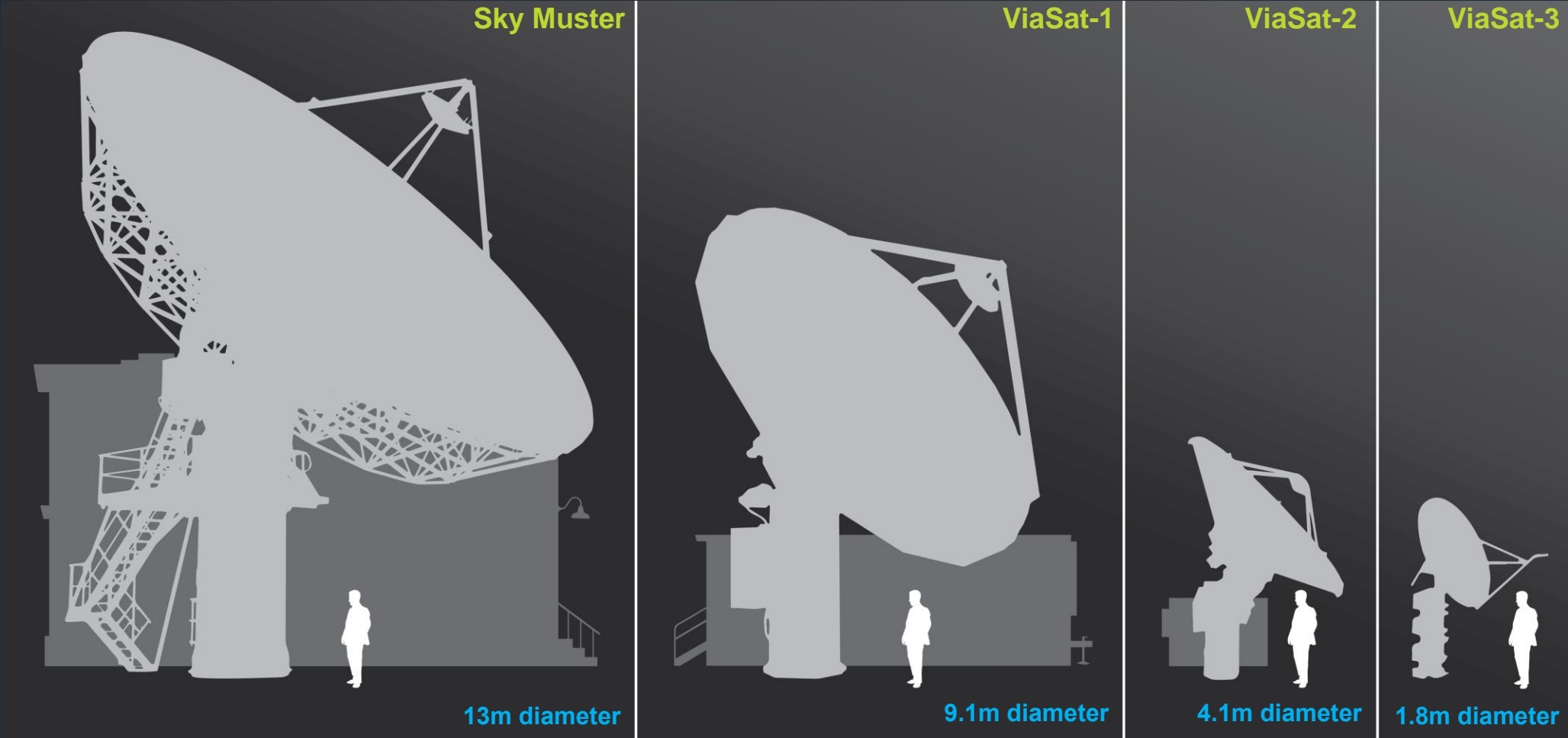


TT&C Site

COMMUNICATIONS DAY 3 February 2022 Page 3

Industry trends

GEO gateway evolution



Industry trends

Large amounts of capacity in multiple orbits

- > Demand still expected to exceed supply
- > Regulatory considerations
 - Interference between constellations
 - Protection of Australia's 'RF Quiet Zone'/'Low Visual Interference' global advantage

New use cases

- > Mobility services are in demand
- > Earth Observation
- > IOT and Mobile access from space
- > Regulatory considerations
 - Increasing satellite spectrum demands in metro regions (ports, airports, IOT)
 - Power limits imposed at the bottom of the Ka band may impact efficient ESIM operation

GEO ground infrastructure architecture

- > Changing from small number of large gateways to 100s of smaller gateways
- > Regulatory considerations
 - Is the spectrum licensing of gateways evolving with the architecture? (More metro, etc)