

# Fact Sheet



## Network-Centric Tactical Wireless Communications

Communication products for military applications account for about 50% of revenue at ViaSat. Product areas include tactical networking, information security, military satcom, comms on-the-move, broadband networking, antenna systems, communication simulators, and other satellite simulator/training terminals.

Satellite communication products include terminals and modems for UHF, Ku-, C- and Ka-band. The company is under contract to design and supply the U.S. Military's new EBEM (Enhanced Bandwidth Efficient Modem), projected to be the new standard for high-speed military satellite communications. Other products in this area include training systems for UHF DAMA satcom.

ViaSat is also packaging its LINKWAY® and LinkStar® commercial broadband VSAT systems into ruggedized, portable terminals for the military. A DSL-like communication system using ViaSat satellite communication products has been recently certified by the Joint Integration Test Command and DISA for widespread deployment after the first successful use in the Coalition Military Network for Iraq and Kuwait.

Networking products include inline and embeddable network encryptors that can secure communication on non-secure networks up to Top Secret, Type-1 levels. The latest product is the recently NSA certified AltaSec KG-250, the first in a line of HAIPIS-compliant, reprogrammable network encryption products. In addition ViaSat Data Controllers enable error-free communication of images and email on military tactical channels over common devices such as PDAs.

Tactical communication products include the MIDS LVT-1 and LVT-2 Link-16 terminals. As one of two qualified, North American vendors, ViaSat has received orders totaling approximately \$2805 million for its MIDS terminals, including a recent \$60 million order for development of a JTRS-compliant MIDS terminal.

The Satellite Ground Systems division provides complete ground station infrastructure for advanced systems, remote sensing, telemetry, imaging, mobile communications, and gateways for connecting to terrestrial networks.

US Monolithics, a wholly owned subsidiary of ViaSat, provides integrated millimeter-wave chipsets and modules for wireless communications. With USM capability in-house, ViaSat is able to reach lower price points than competitors by cost-reducing these RF transmission components across all its product lines – military and commercial.

## Company Overview

During its history ViaSat has been named on lists compiled by **INC.**, **BusinessWeek**, **Forbes**, and **Fortune** for its superior record of growth and performance and was recently ranked for the second consecutive year on the **Business 2.0** list of 100 fastest growing tech companies. Annual revenue grew to over US\$300 million (estimated), a company record, in the most recent fiscal year (ended April 1, 2005). Employees total about 1,000 in locations in Carlsbad, CA, Norcross, GA, Baltimore, MD, Marlborough, MA, and its Comsat Laboratories division in Clarksburg, MD. Additional field offices are located in Australia, Italy, China, India and Spain. ViaSat is traded on the NASDAQ Stock Market under the ticker symbol VSAT.