

Sep 01, 2016 11:11 CEST

## ViaSat, Eutelsat in-flight Internet partnership wins new European service contract

- **Finnair to equip entire Airbus A320 series short-haul fleet**
- **EL AL Israel Airlines expected to start full retail service by end CY 2016**

**CARLSBAD, Calif. Paris, 1 September 2016** – [ViaSat Inc.](#) (NASDAQ: VSAT) and [Eutelsat Communications](#) (NYSE Euronext Paris: ETL) continue to execute on their strategy to deliver high-quality satellite-based Internet connectivity to the commercial air market in Europe. Finnair announced today it has signed an agreement with ViaSat to install a high-speed wireless Internet network across the airline's entire Airbus A320 series short-haul fleet flying in Europe. Meanwhile, EL AL Israel Airlines is currently in customer trials and is expected to enter full retail service before the end of the 2016 calendar year.

Both airlines are committed to leveraging satellite connectivity to give passengers fast onboard Wi-Fi connections to surf the web, shop online, engage on social media and stream media at 35,000 feet.

ViaSat is the prime contractor to the airlines, making available its vertically-integrated in-flight Internet system, inclusive of providing Supplemental Type Certificates (STCs); wireless IFE system support; passenger-facing access portals; and an end-to-end service that will leverage connectivity from ViaSat's partner, Eutelsat. The connectivity service uses KA-SAT, Eutelsat's high-capacity Ka-band broadband satellite whose service area spans Europe and the Mediterranean Basin.

*“Our most recent contracts with EL AL and Finnair point to the continuation of the strong partnership between ViaSat and Eutelsat,”* said Mark Dankberg, ViaSat chairman and CEO. *“ViaSat brings tremendous experience delivering in-flight Internet systems to leading airlines and Eutelsat brings broadband connectivity. This partnership combines our expertise to bring value-based, best-in-class connectivity to the European airline carrier market.”*

Rodolphe Belmer, CEO of Eutelsat Communications, commented, *“Together with ViaSat, we can deliver a high-quality in-flight Internet experience that replicates the quality we are already giving many thousands of users on the ground and enables airlines serving Europe to deliver greater value to their customers.”*

ViaSat and Eutelsat have enjoyed a decade-long partnership. The KA-SAT ground network that uses ViaSat’s technology is a version of the technology that today powers Internet connectivity to nearly 700,000 homes and more than 1,500 flights daily in the U.S. The combination of KA-SAT’s exceptional capacity and ViaSat’s technology platform makes it possible to deliver in-flight Internet connectivity at speeds comparable to an at-home experience. In February 2016, the companies announced an agreement to create a joint venture combining Eutelsat’s current European broadband business with ViaSat’s industry-leading broadband technologies and consumer Internet Service Provider (ISP) business expertise. The companies continue to work toward the completion of the transaction.



---

## **About Eutelsat Communications**

Established in 1977, Eutelsat Communications (Euronext Paris: ETL, ISIN

code: FR0010221234) is one of the world's leading and most experienced operators of communications satellites. The company provides capacity on 39 satellites to clients that include broadcasters and broadcasting associations, pay-TV operators, video, data and Internet service providers, enterprises and government agencies.

Eutelsat's satellites provide ubiquitous coverage of Europe, the Middle East, Africa, Asia-Pacific and the Americas, enabling video, data, broadband and government communications to be established irrespective of a user's location.

Headquartered in Paris, with offices and teleports around the globe, Eutelsat represents a workforce of 1,000 men and women from 37 countries who are experts in their fields and work with clients to deliver the highest quality of service.

For more about Eutelsat please visit [www.eutelsat.com](http://www.eutelsat.com)

### **Press**

Vanessa O'Connor Tel: + 33 1 53 98 37 91 [voconnor@eutelsat.com](mailto:voconnor@eutelsat.com)

Marie-Sophie Ecuier Tel: + 33 1 53 98 37 91 [mecuer@eutelsat.com](mailto:mecuer@eutelsat.com)

Violaine du Boucher Tel: + 33 1 53 98 37 91 [vduboucher@eutelsat.com](mailto:vduboucher@eutelsat.com)

### **Investors and analysts**

Joanna Darlington Tel. : +33 1 53 98 35 30 [jdarlington@eutelsat.com](mailto:jdarlington@eutelsat.com)

Cédric Pugni Tel. : +33 1 53 98 35 30 [cpugni@eutelsat.com](mailto:cpugni@eutelsat.com)

### **Follow us at:**

### **About ViaSat**

ViaSat, Inc. (NASDAQ: [VSAT](http://www.viasat.com)) keeps the world connected. As a global broadband services and technology company, ViaSat ensures consumers, businesses, governments and military personnel have communications access - anywhere - whether on the ground or in-flight. The Company's innovations in designing highest-capacity satellites and secure ground infrastructure and terminal technologies coupled with its international network of managed Wi-Fi hotspots enable ViaSat to deliver a best available network that extends the

reach and accessibility of broadband internet service, globally. For more information visit ViaSat at: [www.viasat.com](http://www.viasat.com), or follow the Company on social media: [Facebook](#), [Twitter](#), [LinkedIn](#) and [YouTube](#).

## **Forward-Looking Statements**

This press release contains forward-looking statements that are subject to the safe harbors created under the Securities Act of 1933 and the Securities Exchange Act of 1934. Forward-looking statements, among others, statements that refer to the speed, performance and quality of the ViaSat/Eutelsat internet service; the roll-out and uptake of products and services by, and services offered by airlines throughout Europe; and the expected capacity, service, coverage, service speeds, availability and other features of the satellites, and the timing, cost, economics and other benefits associated therewith. Readers are cautioned that actual results could differ materially and adversely from those expressed in any forward-looking statements. Factors that could cause actual results to differ include: the ability to successfully implement ViaSat's business plan for broadband services on the anticipated timeline or at all; risks associated with the construction, launch and operation of satellites, including the effect of any anomaly, operational failure or degradation in satellite performance; ability to successfully develop, introduce and sell new technologies, products and services; government audits; changes in the global business environment and economic conditions; reduced demand for products and services as a result of continued constraints on capital spending by customers; changes in relationships with, or the financial condition of, key customers or suppliers; reliance on a limited number of third parties to manufacture and supply ViaSat's products; increased competition; introduction of new technologies and other factors affecting the communications and defense industries generally; the effect of adverse regulatory changes on ViaSat's ability to sell products and services; ViaSat's level of indebtedness and ability to comply with applicable debt covenants; ViaSat's involvement in litigation, including intellectual property claims and litigation to protect proprietary technology; and ViaSat's dependence on a limited number of key employees. In addition, please refer to the risk factors contained in ViaSat's SEC filings available at [www.sec.gov](http://www.sec.gov), including ViaSat's most recent Annual Report on Form 10-K and Quarterly Reports on Form 10-Q. Readers are cautioned not to place undue reliance on any forward-looking statements, which speak only as of the date on which they are made. ViaSat undertakes no obligation to update or revise any forward-looking statements for any reason.

Copyright © 2016 ViaSat, Inc. All rights reserved. All other product or company names mentioned are used for identification purposes only and may be trademarks of their respective owners. ViaSat is a registered trademark of ViaSat, Inc.

## ViaSat, Inc. Contacts:

Investor Relations, Heather Ferrante, +1 760-476-2242,  
[heather.ferrante@viasat.com](mailto:heather.ferrante@viasat.com) Public Relations, Chris Fallon, +1 760-476-2322,  
[chris.fallon@viasat.com](mailto:chris.fallon@viasat.com)

## Contacts



### **Marie-Sophie Ecuier**

Press Contact

Corporate Communications Director

Eutelsat corporate

[mecuer@eutelsat.com](mailto:mecuer@eutelsat.com)

+ 33 1 53 98 37 91



### **Jessica Whyte**

Press Contact

Media Relations Manager

Eutelsat corporate

[jwhyte@eutelsat.com](mailto:jwhyte@eutelsat.com)

+33 1 53 98 37 91