

## Viasat, Inc. (VSAT)

**\$70.64** (As of 01/10/20)

Price Target (6-12 Months): **\$75.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 12/10/19)

Prior Recommendation: Outperform

Short Term: 1-3 Months

**Zacks Rank:** (1-5)

**3-Hold**

Zacks Style Scores:

VGM:A

Value: C

Growth: A

Momentum: A

## Summary

Viasat boasts a leading position in the satellite and wireless communications market. The company is eyeing opportunities to extend broadband satellite mobility to rotary wing aircraft as it is a large addressable market that can emerge as a key profit churner. It continues to ramp up investments in the development of its revolutionary ViaSat-3 broadband communications platform, which is expected to have about 10 times the bandwidth capacity of ViaSat-2. However, the company operates in a highly dynamic and competitive market, which includes stalwarts from varied industries. Massive R&D expenses related to the commercial launch of Viasat-3 satellites and high integration costs remain headwinds. Viasat depends on U.S. government contracts for a major portion of its revenues, and thus faces risks of customer concentration.

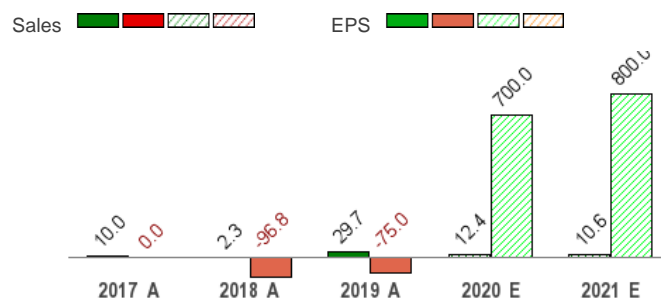
## Price, Consensus & Surprise



## Data Overview

52 Week High-Low	\$97.31 - \$60.55
20 Day Average Volume (sh)	228,995
Market Cap	\$4.3 B
YTD Price Change	-3.5%
Beta	0.82
Dividend / Div Yld	\$0.00 / 0.0%
Industry	<a href="#">Wireless Equipment</a>
Zacks Industry Rank	Bottom 12% (223 out of 254)

## Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	141.7%
Last Sales Surprise	4.2%
EPS F1 Est- 4 week change	0.0%
Expected Report Date	02/06/2020
Earnings ESP	0.0%
P/E TTM	117.7
P/E F1	883.0
PEG F1	57.6
P/S TTM	1.9

## Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	612 E	645 E	650 E	675 E	2,571 E
2020	537 A	592 A	586 E	627 E	2,325 E
2019	439 A	517 A	555 A	557 A	2,068 A

## EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.20 E	\$0.30 E	\$0.33 E	\$0.39 E	\$0.72 E
2020	\$0.10 A	\$0.05 A	-\$0.01 E	\$0.13 E	\$0.08 E
2019	-\$0.30 A	-\$0.15 A	\$0.12 A	\$0.33 A	\$0.01 A

\*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 01/10/2020. The reports text is as of 01/13/2020.

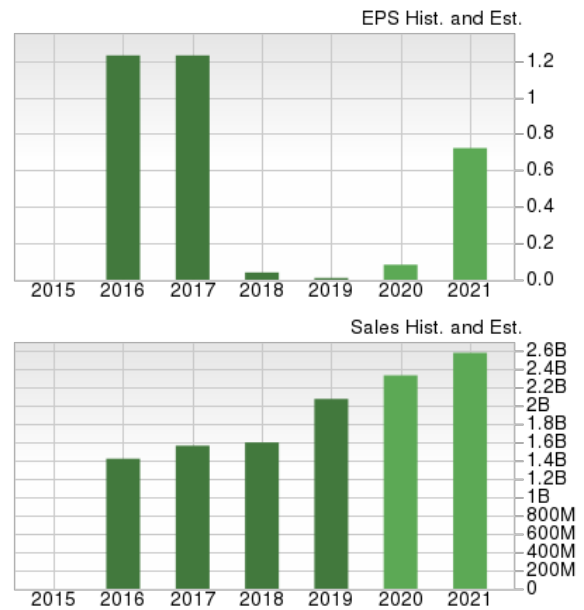
## Overview

Headquartered in Carlsbad, CA, Viasat designs, develops and markets advanced digital satellite telecommunications and other wireless networking and signal processing equipment. The company serves its high-bandwidth, high-performance communications solutions to public as well as military, enterprises and governments enterprises.

Viasat provides broadband services named 'Exede' in North America. This features the world's highest capacity satellite – ViaSat-1; satellite broadband networking systems; global mobile satellite services comprising high-speed in-flight Internet as well as global tracking and messaging; and Wi-Fi and other hotspot support, operations and management systems. Apart from these, the company offers cybersecurity and network-centric military communication systems for the U.S. government and its alliances.

Viasat has three operating segments that are as follows:

- **Satellite Services** (34.7% of second-quarter fiscal 2020 total revenues): Under this segment, Viasat offers retail and wholesale satellite-based broadband services to mobile broadband customers and enterprises mainly in the U.S. Apart from providing Exede broadband services, the company presents a platform for network management services provision to national and international satellite service providers.
- **Commercial Networks** (14.9%): The segment creates and produces a varied range of comprehensive and advanced satellite and other wireless communication systems as well as ground networking equipment and products. These offerings are aimed at addressing five key market segments: consumer, enterprise, maritime, in-flight and ground mobile applications.
- **Government Systems** (50.4%): Through this segment, Viasat creates and presents network-centric IP-based fixed and mobile secure government communications systems and solutions for its federal customers such as DoD, armed forces, public safety first-responders and remote government employees. The segment offering is strategized at aiding the collection and distribution of secure real-time digital information between communications nodes, command centers and air defense systems.



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## Reasons To Buy:

▲ Viasat enjoys a leading position in the satellite and wireless communications market. With the rapid proliferation of the smartphone market and usage of mobile broadband, the user demand for coverage speed and quality has increased, which in turn is fueling the demand for network tuning and optimization to maintain high data traffic. The company attracts millions of U.S. consumers and enterprises by its high-quality broadband service. Encouragingly, Viasat's blue-chip customer base, which comprises of the U.S. Department of Defense, civil agencies, allied foreign governments, satellite network integrators as well as large communications service providers and enterprises adds to its strength. Currently, the company's Government Systems is acting as a major profit churner. Going forward, Viasat is eyeing opportunities to extend broadband satellite mobility to rotary wing aircraft, as it is a large addressable market that can emerge as a key profit churner.

Viasat has witnessed solid growth in Government Systems segment and in-flight connectivity while enjoying favorable industry trends. It is ramping up investments for ViaSat-3 communication platform.

▲ Viasat's Satellite Services business is progressing well, with key metrics including steady growth of ARPU (average revenue per user) and revenues showing impressive growth. ARPU is growing on the back of solid retail distribution network, which accounts for a growing proportion of high value and high bandwidth subscriber base. Further, growing adoption of in-flight Wi-Fi services in commercial aircrafts are proving conducive to the growth of the Satellite Services business. Additionally, Viasat's in-flight Internet services are on a roll with commercial flights like Virgin America and Boeing increasingly adopting them, and this has been driving significant revenue growth over the past few quarters. The commercial in-flight Wi-Fi business continues to make steady gains. With the surging popularity of high-engagement in-flight connectivity and high passenger engagement, leading airline companies are scouting for new ways to utilize Viasat's high capacity satellite solutions to maximize passenger satisfaction. Viasat signed a contract with JetBlue, for both aircraft connectivity and on-board Wi-Fi distribution. Under the contract, Viasat will upgrade JetBlue's fleet with its next-generation connectivity suite. Viasat's impressive bandwidth productivity sets it apart from conventional and lower-yield satellites providers who run on incumbent business models. Also, Viasat has a competitive advantage in bandwidth economics, global coverage, flexibility and bandwidth allocation, which makes it believe that mobile broadband will act as a profit churner.

▲ Viasat is ramping up investments in the development of its revolutionary ViaSat-3 broadband communications platform, which will boast nearly 10 times the bandwidth capacity of ViaSat-2. The ViaSat-3 payload program has begun its transition to the construction phase. These satellites will be capable of covering one-third of the world, including all Americas. The second ViaSat-3 will cover the Europe, the Middle East and Africa region, launching in 2020. The ViaSat-3 platform will help to form a global broadband network with sufficient network capacity to allow better consumer choices with an affordable, high-quality, high-speed Internet and video streaming service. In a nutshell, Viasat has garnered enough economics of scale and scope to serve vast emerging markets in South America, Africa, the Middle East and Western Asia. Hence, momentous market traction of ViaSat-1 and ViaSat-2 satellites, coupled with strategically planned ViaSat 3 satellites, are expected to provide Viasat with a solid competitive edge over its peers, thereby bolstering growth in long run.

▲ Furthermore, the company has augmented its footprint in the U.K. defense market with the acquisition of Horsebridge Defence & Security. The transaction has extended its long-term business relationship with the country's Armed Forces and has enabled it to provide superior support system for Ministry of Defense programs.

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## Reasons To Sell:

- ▼ Viasat operates in a dynamic and competitive market, which includes stalwarts from varied industries. In its Satellite Services segment, the company faces competition from companies like AT&T, CenturyLink, Comtech and DISH Network. On the other hand, its Government Systems segment faces threats from manufacturers of defense electronics products and systems such as General Dynamics. Hence, to combat such competitive pressure, Viasat has to continuously customize its network offering as per needs, enhance cost-effectiveness of its products and services, and boost the satellite data networks. Increased competition results in price reductions, reduced margins, and loss of market share, which has an adverse effect on the results of operations.
- ▼ Although Viasat's acquisition strategy has significant long-term impact, it has led to integration risks in the near term. Failure to successfully integrate the newly acquired companies into its own business model is likely to hurt the company's financials. Moreover, though the company's research and development activities promise long-term prospects, they weigh on net income in the near term. This apart, the company anticipates incurring huge rise in research and development activities related to the launch of ViaSat-3 satellites that can materially impact its margins and bottom line.
- ▼ Viasat's Satellite Services segment is highly affected by seasonality of demand due to traditional retail selling periods. Historically, March through May of any year proves to be expensive months for the company in terms of subscriber acquisition. Additionally, the sales activity is mostly high during the second half of every calendar year. Any failure in promotional and subscriber retention efforts, changes in third parties, changes in subscribers' approval processes will likely magnify the sales activity and churn rate. In addition, there may be a number of technical problems in relation with the performance of satellites, as they utilize highly complex technology and operate in the harsh environment, which may pose concerns for Viasat's future profitability. For instance, problems associated with the power sub-systems, control sub-systems and degradation or unforeseen anomalies in space can pose material threats to profitability.
- ▼ Viasat depends on U.S. Government contracts for a major part of its revenues. In future, any additional Federal budgetary pressure will likely lead to deeper-than-expected cuts in defense spending, significantly impacting the company's business prospects. A shift in the U.S. Government's foreign policy may result in the termination of some major international contracts. Moreover, as the company's international sales and operations are subject to laws related to trade, export controls and foreign corrupt practices and others, failures to comply with them are expected to hurt its financials.

Viasat expects to incur huge R&D costs relating to the commercial service launch of ViaSat-3 satellites, which can materially impact its margins and bottom line.

## Last Earnings Report

### Viasat Q2 Earnings & Revenues Beat Estimates, Up Y/Y

Viasat reported solid second-quarter fiscal 2020 financial results, wherein both the bottom line and the top line surpassed the respective Zacks Consensus Estimate, and increased year over year.

#### Net Income

On a GAAP basis, net income for the September quarter was \$3.2 million or 5 cents per share against net loss of \$25.7 million or loss of 43 cents per share in the year-ago quarter. The improvement was primarily driven by top-line growth. The bottom line beat the Zacks Consensus Estimate by 17 cents.

Non-GAAP net income came in at \$21 million or 33 cents per share against net loss of \$9 million or loss of 15 cents per share in the prior-year quarter.

#### Revenues

Quarterly total revenues increased 14.5% year over year to a record high of \$592.3 million. This was driven by strong revenue growth in both satellite services and government systems segment, backed by sustained residential broadband top-line growth. While product revenues totaled \$306.8 million, up 9.4% year over year, service revenues grew 20.4% to \$285.4 million. The top line surpassed the consensus estimate of \$569 million.

#### Segment Results

Revenues from **Satellite Services** increased 26.2% year over year to \$205.7 million, setting a record high. Markedly, the segment achieved its seventh sequential quarter of revenue growth. The performance was led by record-high growth of average revenue per user to \$86.94, as a higher percentage of its 587,000-subscriber base selected premium broadband service plans, driving U.S. fixed broadband revenues.

The segment's operating profit was \$5.1 million against loss of \$24.8 million in the year-ago quarter. Adjusted EBITDA was \$70.7 million, up 77.2% from \$39.9 million.

**Commercial Networks** revenues were down 23.1% to \$88 million, due to the accelerated American Airlines install schedule in the prior-year quarter. The segment's operating loss was \$46.8 million compared with loss of \$39.2 million in the year-ago quarter. Adjusted EBITDA was negative \$31.8 million compared with negative \$24.6 million a year ago, due to reductions in IFC terminal deliveries, higher research and development costs and increased selling, general and administrative expenses.

Revenues from **Government Systems** increased 24.4% year over year to \$298.5 million, owing to expanding positions in the data links, satcom and mobile networking product lines. The segment's operating profit was \$62.1 million, up 38.3% year over year. Adjusted EBITDA was \$79.3 million, up 27.5% year over year, mainly due to strong performance across the segment's product lines, especially government satellite communication systems, tactical data links, tactical satellite communications radio products and global mobility/intelligence surveillance.

#### Other Details

Total operating income was \$18.4 million against loss of \$21.6 million in the year-earlier quarter. Adjusted EBITDA was \$118.2 million compared with \$77.5 million a year ago, underscoring the operating leverage that supports the company's service businesses.

#### Cash Flow & Liquidity

During the first six months of fiscal 2020, Viasat generated \$183.3 million of cash from operations compared with \$111.3 million in the year-ago period.

As of Sep 30, 2019, the satellite and wireless networking technology provider had \$87 million in cash and equivalents with \$296.7 million of non-current operating lease liabilities.

Quarter Ending **09/2019**

Report Date	Nov 07, 2019
Sales Surprise	4.15%
EPS Surprise	141.67%
Quarterly EPS	0.05
Annual EPS (TTM)	0.60

## Recent News

On Dec 11, 2019, Viasat announced that its top-quality Internet service is available to residential customers in certain areas of Mexico. The company's new service utilizes bandwidth from ViaSat-2, which is considered to be the world's most advanced high-capacity communications satellite. It is likely to be rolled out across the country in early 2020.

On Nov 6, 2019, Viasat announced the addition of its equipment for high-speed in-flight connectivity in Boeing 777 widebody fleet of EL AL aircraft. Its in-flight Wi-Fi service offers a remarkable experience, keeping flight crews connected for enhanced passenger service. It also enables smartphones, tablets or laptop users to browse websites, connect to email and instant messaging, use apps and social networks and stream music and/or films when in-flight.

On Oct 22, 2019, Viasat announced that its high-speed KA-band in-flight connectivity system for Gulfstream's super-midsize G280 twinjet has secured a green signal from the Federal Aviation Administration ("FAA"). Leveraging years of expertise in delivering dual-band antenna systems to the global market, Viasat's latest in-flight connectivity system utilizes Global Aero Terminal 5510, a high-end mobile satellite terminal, which is anticipated to be congruent with next-gen satellite constellation, ViaSat-3. The ViaSat-3 platform will aid in forming a global broadband network with sufficient network capacity to allow better consumer choices with an affordable, high-quality, high-speed Internet and video streaming service.

## Valuation

Viasat shares are up 15.4% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Computer and Technology sector are up 21.8% and 34.3% over the past year, respectively.

The S&P 500 Index is up 25.6% in the past year.

The stock is currently trading at 17.27X trailing 12-month EV/EBITDA, which compares to 21.83X for the Zacks sub-industry, 12.12X for the Zacks sector and 11.99X for the S&P 500 Index.

Over the past five years, the stock has traded as high as 31.6X and as low as 10.9X, with a 5-year median of 16.1X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$75 price target reflects 34.72X trailing 12-month book value.

The table below shows summary valuation data for VSAT

Valuation Multiples - VSAT					
		Stock	Sub-Industry	Sector	S&P 500
EV/EBITDA TTM	Current	17.27	21.83	12.12	11.99
	5-Year High	31.63	25.55	12.6	12.86
	5-Year Low	10.89	10.1	7.67	8.48
	5-Year Median	16.08	15.77	10.52	10.67
P/B TTM	Current	2.16	6.89	5.47	4.46
	5-Year High	3.36	7.15	5.47	4.47
	5-Year Low	1.79	2.62	3.13	2.85
	5-Year Median	2.42	3.67	4.22	3.61
P/S F12M	Current	1.72	3.28	3.65	3.5
	5-Year High	2.6	3.51	3.65	3.5
	5-Year Low	1.58	2.07	2.3	2.54
	5-Year Median	2.07	2.8	3.01	3

As of 01/10/2020

## Industry Analysis Zacks Industry Rank: Bottom 12% (223 out of 254)



## Top Peers

Lockheed Martin Corporation (LMT)	Neutral
Northrop Grumman Corporation (NOC)	Neutral
Raytheon Company (RTN)	Neutral
AT&T Inc. (T)	Neutral
T-Mobile US, Inc. (TMUS)	Neutral
Verizon Communications Inc. (VZ)	Neutral
The Boeing Company (BA)	Underperform
Sprint Corporation (S)	Underperform

Industry Comparison Industry: Wireless Equipment				Industry Peers		
	VSAT Neutral	X Industry	S&P 500	BA Underperform	LMT Neutral	NOC Neutral
<b>VGM Score</b>	<b>A</b>	-	-	<b>F</b>	<b>B</b>	<b>B</b>
Market Cap	4.33 B	348.47 M	24.03 B	185.68 B	116.73 B	63.10 B
# of Analysts	4	2	13	5	9	7
Dividend Yield	0.00%	0.00%	1.78%	2.49%	2.32%	1.41%
<b>Value Score</b>	<b>C</b>	-	-	<b>C</b>	<b>C</b>	<b>C</b>
Cash/Price	0.02	0.21	0.04	0.06	0.02	0.02
EV/EBITDA	23.19	13.24	14.04	13.68	16.54	15.11
PEG Ratio	58.14	3.27	2.02	2.66	2.41	1.25
Price/Book (P/B)	2.16	2.16	3.32	NA	29.65	6.48
Price/Cash Flow (P/CF)	17.02	15.72	13.52	16.30	18.61	14.05
P/E (F1)	891.25	26.81	18.82	21.74	17.06	16.33
Price/Sales (P/S)	1.93	1.80	2.63	2.13	2.00	1.90
Earnings Yield	0.11%	3.74%	5.31%	4.60%	5.86%	6.12%
Debt/Equity	0.87	0.25	0.72	-5.33	3.21	1.55
Cash Flow (\$/share)	4.15	0.53	6.94	20.24	22.24	26.65
<b>Growth Score</b>	<b>A</b>	-	-	<b>F</b>	<b>A</b>	<b>B</b>
Hist. EPS Growth (3-5 yrs)	-48.82%	-5.87%	10.56%	19.64%	14.78%	22.40%
Proj. EPS Growth (F1/F0)	725.00%	23.31%	7.49%	1,487.55%	12.19%	12.50%
Curr. Cash Flow Growth	22.20%	-14.66%	14.83%	22.32%	24.70%	61.17%
Hist. Cash Flow Growth (3-5 yrs)	6.34%	6.65%	9.00%	9.55%	6.70%	14.12%
Current Ratio	1.51	1.94	1.23	1.11	1.28	1.29
Debt/Capital	46.46%	25.49%	42.99%	NA	76.27%	60.86%
Net Margin	-0.72%	3.08%	11.08%	4.37%	10.26%	9.05%
Return on Equity	-0.83%	3.26%	17.16%	-367.68%	221.59%	39.12%
Sales/Assets	0.55	0.78	0.55	0.70	1.23	0.84
Proj. Sales Growth (F1/F0)	12.43%	4.72%	4.20%	32.04%	5.30%	5.34%
<b>Momentum Score</b>	<b>A</b>	-	-	<b>F</b>	<b>F</b>	<b>C</b>
Daily Price Chg	0.09%	0.00%	-0.33%	-1.91%	-0.27%	0.55%
1 Week Price Chg	0.71%	0.00%	-0.30%	0.79%	5.12%	8.25%
4 Week Price Chg	-1.97%	0.00%	1.71%	-4.73%	7.75%	8.24%
12 Week Price Chg	-2.40%	0.71%	6.05%	-10.61%	9.75%	5.09%
52 Week Price Chg	14.97%	0.00%	22.39%	-6.43%	49.13%	45.30%
20 Day Average Volume	228,995	69,213	1,580,816	6,432,273	1,064,750	921,187
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	-4.04%	0.00%	-0.33%
(F1) EPS Est 4 week change	0.00%	0.00%	0.00%	-17.05%	0.00%	0.06%
(F1) EPS Est 12 week change	250.00%	4.81%	-0.50%	-26.05%	-4.26%	2.36%
(Q1) EPS Est Mthly Chg	0.00%	0.00%	0.00%	-32.42%	0.00%	0.00%



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## Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

### Zacks Recommendation

The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we have an excellent balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

### Zacks Rank

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

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### Zacks Style Scores

The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

Value Score	C
Growth Score	A
Momentum Score	A
VGM Score	A

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

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