



KVH Introduces mini-VSAT Broadband 2.0

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The Leading Global Maritime VSAT Provider Announces a Transformative VSAT Service for the Era of Expanding Connectivity at Sea

MIDDLETOWN, R.I. and LONDON, Sept. 09, 2015 (GLOBE NEWSWIRE) -- Today at London International Shipping Week, KVH Industries, Inc., (Nasdaq:KVHI), is introducing the second generation of its mini-VSAT BroadbandSM solution. The new offering is designed to transform the maritime VSAT market with an unparalleled combination of data delivered at the network's highest speeds, lower price points than previous airtime plans, and the content, tools, and support to optimize broadband effectiveness.

The expanded service, mini-VSAT Broadband 2.0, encompasses rugged, reliable antennas and other hardware, flexible airtime options, extensive operations and entertainment content, innovative content delivery, and comprehensive support – all available from a single global provider.

"Other satellite communications providers respond to increasing broadband demand by simply increasing airtime rates. We knew there was a better solution," says Martin Kits van Heyningen, chief executive officer of KVH. "We provide maritime customers with affordable, usage-based plans at the data speeds they need to take advantage of new cloud-based applications for improving operational efficiency – and we give them the tools they need for bandwidth management by user and vessel."

New features of KVH's mini-VSAT Broadband 2.0 solution, which will be available on October 1st, include:

- **New Airtime Rate Plans:** Usage-based plans, designed around each ship's monthly requirements for operational and crew data, deliver data at maximum speeds on the network at every price point. In some cases, the top downlink speed of 4 Mbps is 15 times faster than previous plans, while the cost has been reduced by one third.
- **myKVHTM Network Management Portal:** This secure portal enables a ship operator to manage network usage by vessel or by individual crew members, allocate operational and crew data, and receive customized usage alerts by email and SMS text message.
- **KVH OneCareTM:** This comprehensive global customer support program covers application engineering, solution deployment, and operating support, with KVH as the single point of contact. The program is designed to minimize lifecycle costs and maximize service availability, and features an enhanced standard warranty covering parts and labor for two years for all KVH mini-VSAT Broadband antenna systems.
- **News and Sports Content Packages:** New entertainment content packages are designed to make news and sports programming more accessible to more subscribers via KVH's IP-MobileCastTM content delivery service.

"Ever since we launched the original mini-VSAT Broadband service in 2007, we have been leading the industry in innovative solutions," says Brent Bruun, executive vice president of mobile broadband for KVH Industries, and a speaker at the London briefing. "Already, more ships rely on KVH's mini-VSAT Broadband network than the next two VSAT providers combined*, and our growing customer base and satellite capacity are testimony to our forward thinking."

The new features bolster KVH's leading solution, which includes: global connectivity from the maritime industry's most extensive C/Ku-band satellite network; a global private terrestrial and MPLS network for enhanced data security; compact yet powerful TracPhone[®] V-IP series systems designed exclusively for the mini-VSAT Broadband network; and affordable delivery of gigabytes of the content needed onboard vessels today via IP-MobileCast, KVH's unique content delivery service. KVH's IP-MobileCast takes advantage of one-to-many multicast efficiency to deliver up to 500 GB of operations and entertainment content per month to vessels without impacting the vessel's data plan, bandwidth, or network performance.

"Competitive market factors make it clear that the maritime industry needs to change how it thinks about connectivity and its impact on competitiveness and profitability," says Mr. Kits van Heyningen. "KVH's mini-VSAT Broadband 2.0 is the only complete satellite communications solution that helps maritime enterprises meet their complex operational requirements, while providing affordable communications and engaging content for their onboard personnel."

Note to Editors: A video recording of today's briefing at [London International Shipping Week](http://www.kvh.com/lisw) can be accessed at www.kvh.com/lisw. For more information, please visit the [mini-VSAT Broadband 2.0 website](http://www.minivsat.com/one), www.minivsat.com/one. High-resolution images of KVH products are available at the [KVH Press Room Image Library](http://www.kvh.com/press-room/image-library), www.kvh.com/press-room/image-library.

*COMSYS Maritime VSAT Report, 4th Edition, March 2015

About KVH Industries, Inc.

KVH Industries is a leading provider of in-motion satellite TV and communications systems, having designed, manufactured, and sold more than

175,000 mobile satellite antennas for applications on vessels, vehicles, and aircraft. KVH is also a leading news, music, and entertainment content provider to many industries including maritime, retail, and leisure. VideotelTM, a KVH company, is the *market-leading provider of training films, computer-based training and e-Learning*. KVH is based in Middletown, RI, with research, development, and manufacturing operations in Middletown, RI, and Tinley Park, IL. The company's global presence includes offices in Belgium, Brazil, Cyprus, Denmark, Hong Kong, Japan, the Netherlands, Norway, Singapore, and the United Kingdom.

This press release contains forward-looking statements that involve risks and uncertainties. For example, forward-looking statements include statements regarding the timing and occurrence of new product and service rollout plans; the functionality, characteristics, quality and performance of KVH's products and services; anticipated innovation and product development; and customer preferences, requirements and expectations. The actual results could differ materially from the statements made in this press release. Factors that might cause these differences include, but are not limited to: potential unanticipated technical or legal impediments that could delay or impede new product and service rollout plans; the impact of extended economic weakness and high fuel prices on the sale and use of motor vehicles and marine vessels; the need to increase sales of the TracPhone V-IP series products and related services to improve airtime gross margins; the need for, or delays in, qualification of products to customer or regulatory standards; unanticipated declines or changes in customer demand, due to economic, seasonal, and other factors, particularly with respect to the TracPhone V-IP series, including with respect to new pricing models; recent increases in airtime termination rates and lower unit sales in our mobile broadband business; increased price and service competition in the mobile communications market; and unanticipated expenses associated with the launch of the IP-MobileCast service. These and other factors are discussed in more detail in KVH's most recent quarterly report on Form 10-Q filed with the SEC. KVH does not assume any obligation to update its forward-looking statements to reflect new information and developments, except as required by law.

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For further information, please contact:

Jill Connors, Media & Communications Manager

KVH Industries, Inc.

Tel: +1 401 851 3824

jconnors@kvh.com

or

Phil Page, Elaborate Communications

Tel: +44 (0) 1296 682104

ppage@elabor8.co.uk



KVH Industries, Inc.