



## **Smit Lamnalco Selects KVH Maritime Solution for Connectivity and Network Management Services on its Offshore Vessels**

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**The major European maritime operator has concluded a successful field trial and is currently installing KVH systems and services on its offshore vessels**

MIDDLETOWN, R.I., May 10, 2017 (GLOBE NEWSWIRE) -- KVH Industries, Inc., (Nasdaq:KVHI), announced today that major European maritime operator Smit Lamnalco finalized an agreement earlier this year to install KVH's maritime solution on its offshore vessels. Following a successful field trial with KVH's mini-VSAT Broadband <sup>SM</sup> connectivity and TracPhone<sup>®</sup> V3-IP satellite communications antenna system, the potential is for KVH to deliver and install its maritime solution on up to 100 Smit Lamnalco offshore vessels over the next few years, and 20 have already been delivered.

"We are extremely happy with the performance of KVH's systems and services based on our test, and are proceeding to upgrade our vessels with this complete solution," says Patrick van Woudenberg, group IT manager for Smit Lamnalco. "KVH is a great partner for us, and their knowledgeable technical staff helped design a solution that we can replicate across our fleet to standardize the connectivity on our vessels and improve our operational efficiency."

The solution chosen by Smit Lamnalco includes KVH's mini-VSAT Broadband service with a usage-based monthly airtime package; TracPhone V3-IP Ku-band antenna system and Integrated CommBox<sup>™</sup> Modem (ICM) belowdecks unit; and, CommBox network management and VPN solutions, as well as VoIP service. All the hardware is protected by the KVH OneCare<sup>™</sup> support program and warranty. The solution also comes with the myKVH<sup>™</sup> portal, which provides vessel location, connectivity details, vessel tracking, and control of onboard data usage.

"We are proud to be Smit Lamnalco's choice for their impressive fleet, and the successful field test validates the high quality of our products and services," says Mark Guthrie, KVH vice president of global channel management. "Our solution provides many benefits of broadband connectivity, for everything from communications to crew welfare, and Smit Lamnalco sees the advantages of this approach."

*Note to Editors:* For more information about KVH's complete connectivity and content solution, please visit [mini-VSAT Broadband](#). High-resolution images of KVH products are available at the [KVH Press Room Image Library](#).

### **About Smit Lamnalco**

Smit Lamnalco is a leading provider of safe and efficient towage and associated marine services to the oil and gas terminal industry. With more than 225 vessels and close to 3,000 staff worldwide, Smit Lamnalco is dedicated to providing marine support services tailored to the operational needs of global customers in local markets. Active in almost 30 countries, Smit Lamnalco specializes in bringing international standards on safety, logistics, mooring, and towage to onshore and offshore operations in challenging environments.

### **About KVH Industries, Inc.**

KVH Industries, Inc. is a leading provider of in-motion satellite TV and communications systems, having designed, manufactured, and sold more than 200,000 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. Videotel<sup>™</sup>, a KVH company, is a *market-leading provider of training films, computer-based training and eLearning*. 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, India, Japan, the Netherlands, Norway, the Philippines, 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 functionality, characteristics, quality, and performance of KVH's products and services; customer demand, preferences, requirements, and expectations; expected expansion of our products and services to additional Smit Lamnalco vessels and the services to be provided under agreement with Smit Lamnalco. The actual results we achieve could differ materially from the statements made in this press release. Factors that might cause these differences include, but are not limited to, potential future decisions by Smit Lamnalco not to expand purchases of our products and services, the potential sale or scrapping by Smit Lamnalco of vessels subscribing to our services, which could reduce the level of services provided to Smit Lamnalco, and potential future amendments to the terms of the agreement with Smit Lamnalco. These and other factors are discussed in more detail in KVH's most recent Form 10-Q filed with the SEC on May 9, 2017. Copies are available through its Investor Relations department and website, <http://investors.kvh.com>. KVH does not assume any obligation to update its forward-looking statements to reflect new information and developments.

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