



Success of KVH AgilePlans Accelerates Maritime Digitalization

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Company's innovative Connectivity as a Service (CaaS) program is fast-growing choice of global maritime fleets

MIDDLETOWN, R.I., Sept. 06, 2018 (GLOBE NEWSWIRE) -- Increased demand for the AgilePlans™ subscription-based Connectivity as a Service (CaaS) program from KVH Industries, Inc., (Nasdaq: KVHI) has been the driving force behind the company's unprecedented growth in VSAT unit deployments during the first six months of 2018, a timeframe when the maritime industry has been increasing its drive toward digitalization.

KVH recently reported that it successfully shipped almost as many VSAT systems in the first six months of 2018 as it shipped in all of 2017. Further, KVH VSAT unit shipments from April to June were up 100% compared to the same timeframe last year and shipments are at an all-time record by far compared to any quarter in KVH's 10-year history in the maritime VSAT business.

Throughout the maritime industry, commercial fleets are transitioning to digitalization to increase operational efficiency and allow for integrated IoT solutions. Vessel operators can leverage faster connectivity to take advantage of real-time data transfers to improve decision making for fuel optimization, route planning, and safety. Providing Internet access to seafarers for crew welfare and onboard training is also important in attracting and retaining today's more digitally sophisticated crew.

"I believe our recent success is a result of the broad appeal of our all-inclusive no-commitment AgilePlans program in the commercial markets combined with our new high-throughput satellite global network and superior service," says Martin Kits van Heyningen, KVH CEO. "We're being selected across all segments, from small fleets to large."

The AgilePlans program—a CaaS subscription-based model offering KVH's global connectivity, VSAT hardware, news, entertainment, and training content, free installation in select ports, and zero maintenance—is proving extremely attractive to global fleets. KVH's recent AgilePlans customers include fleets with hundreds of vessels transiting the world's oceans, from Supramax bulk carriers and dry-bulk carriers to chemical tankers and containerships.

The CaaS solution is particularly popular when paired with KVH's newest antenna system, the TracPhone® V7-HTS, introduced in late 2017; nearly 80 percent of recent AgilePlans vessels selected the TracPhone V7-HTS.

This 60 cm, Ku-band antenna system is designed to consistently deliver global data download speeds of up to 10 Mbps, and upload speeds of up to 3 Mbps. The TracPhone V7-HTS was designed for KVH's mini-VSAT Broadband SM network, which late last year began utilizing the award-winning IntelsatOne Flex platform, a global managed service designed to optimize bandwidth allocations and provide flexible coverage where it is needed. With the TracPhone V7-HTS, vessels can take advantage of cloud-based software programs, remote system monitoring, and data analytics in the pursuit of digitalization.

KVH is a mobile tech innovator that provides connectivity solutions for commercial maritime, leisure marine, and land mobile applications on vessels and vehicles, including the award-winning TracPhone and TracVision® product lines, the global mini-VSAT Broadband network, and AgilePlans Connectivity as a Service (CaaS). The company's Videotel™ business is a market-leading provider of training films, computer-based training, and eLearning for the maritime industry, and its KVH Media Group provides news, sports, and entertainment content with such brands as NEWSlink™ and SPORTSlink™.

Note to Editors: For more information about AgilePlans, please visit the [KVH website](http://kvh.com/agileplans), kvh.com/agileplans. High-resolution images of KVH products are available at the KVH Press Room [Image Library](http://kvh.com/Press-Room/Image-Library), kvh.com/Press-Room/Image-Library.

About KVH Industries, Inc.

KVH Industries, Inc., is a global leader in mobile connectivity and inertial navigation systems, innovating to enable a mobile world. A market leader in maritime VSAT, KVH designs, manufactures, and provides connectivity and content services globally. KVH is also a premier manufacturer of high-performance sensors and integrated inertial systems for defense and commercial applications. Founded in 1982, the company is based in Middletown, RI, with research, development, and manufacturing operations in Middletown, RI, and Tinley Park, IL, and more than a dozen offices around the globe.

KVH Industries, Inc. has used, registered, or applied to register its trademarks in the U.S.A. and other countries around the world, including but not limited to the following marks: KVH, AgilePlans, TracPhone, mini-VSAT Broadband, TracVision, Videotel, NEWSlink, and SPORTSlink. All other trademarks are the property of their respective companies.

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