



## Byzantine Maritime Gas Selects KVH mini-VSAT Broadband Service for New LPG Fleet

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**Singapore-Based Ship Management Company Has Chosen KVH for Its Global Connectivity and Network Management**

MIDDLETOWN, R.I., Feb. 18, 2016 (GLOBE NEWSWIRE) -- KVH Industries, Inc., (Nasdaq:KVHI), has been chosen by Singapore-based Byzantine Maritime Gas Pte. Ltd. as the VSAT provider for its new fleet of liquefied petroleum gas (LPG) carriers. The company, which specializes in marine transportation of petroleum products, is deploying KVH's TracPhone<sup>®</sup> V11-IP antenna systems with mini-VSAT Broadband<sup>SM</sup> service.

"We chose KVH for its global coverage and fast data speeds, which are essential for our modern fleet to be able to operate as efficiently as possible," says Capt. Belal Ahmed, director of Byzantine Maritime Gas Pte. Ltd. "We also find it very important to have a tool such as the myKVH<sup>TM</sup> portal, which provides valuable vessel positioning, data control, and fleet management for us."

The TracPhone V11-IP chosen by Byzantine Maritime Gas is a dual-mode C/Ku-band antenna system designed by KVH to provide global connectivity, redundancy, and rain-fade resistance while delivering data speeds up to 4 Mbps downlink and 1 Mbps uplink. Byzantine will utilize KVH's network management services via the CommBox<sup>TM</sup> Network Manager, which is built into the TracPhone V11-IP's belowdecks unit. The CommBox services provide least cost routing and connection-specific firewall rules, as well as web caching and compression – important management tools for optimizing the data being used onboard the vessel.

The myKVH web portal that Byzantine Maritime Gas is using as part of the mini-VSAT Broadband service offers a single, secure site with the tools to configure the onboard network, monitor vessel positioning, obtain vessel data usage status, and allocate data usage to individual users or tasks onboard. This portal was developed by KVH to meet the maritime industry's need for a critical tool for bandwidth management, and is a key component in enabling Byzantine Maritime Gas to manage its usage-based monthly airtime plans.

"We are thrilled that Byzantine Maritime Gas has chosen KVH's leading mini-VSAT Broadband service for its connectivity needs," says Vivian Quenet, KVH vice president of sales for the Asia-Pacific region. "Byzantine sets a high standard with its advanced fleet and its dedication to safe and efficient operations, and we are happy to contribute to their success by providing an entire suite of hardware, connectivity, and services."

These services are part of KVH's unique approach to the big data needs of the maritime industry. KVH's complete end-to-end solution includes rugged antenna hardware, affordable airtime plans, global connectivity, comprehensive network management tools, global customer support, and compelling content for operations and entertainment at sea – a concept the company terms the Power of One<sup>TM</sup>.

*Note to Editors:* For more information about KVH's satellite communications solution, please visit the [mini-VSAT Broadband website, www.minivsat.com/one](http://www.minivsat.com/one). High-resolution images of KVH products are available at the [KVH Press Room Image Library, www.kvh.com/press-room/image-library](http://www.kvh.com/press-room/image-library).

### **About Byzantine Maritime Gas**

Byzantine Maritime Gas Pte. Ltd. specializes in marine transportation of liquefied petroleum gas. Based in Singapore, the sister company Western Shipping Pte. Ltd. manages a modern fleet of tankers conducting worldwide trade. Byzantine Maritime Gas. Pte. Ltd is dedicated to efficient and safe operations and values the importance of environmental protection by employing practices to minimize adverse impact on the environment.

### **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 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>TM</sup>, 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 our anticipated sales, competitive positioning, product orders, customer demand,

preferences, requirements, and expectations. 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 unanticipated technical or legal impediments that could delay or impede new product and service rollout plans; the impact of extended economic weakness on the sale and use of 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 competitive, economic, seasonal, and other factors, including new pricing models, particularly with respect to the TracPhone V-IP series products; increased price and service competition in the mobile communications market; and potential reduced sales to companies in or dependent upon the oil industry as a result of declining oil prices. These and other factors are discussed in more detail in our most recent Form 10-Q filed with the SEC. We do not assume any obligation to update our forward-looking statements to reflect new information and developments.

KVH, TracPhone, myKVH, CommBox, Power of One, and Videotel are trademarks of KVH Industries, Inc. mini-VSAT Broadband is a service mark of KVH Industries, Inc.

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