



KVH Continues to Dominate Global Maritime VSAT Market

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Company has shipped more than 6,000 TracPhone systems for the mini-VSAT Broadband network

MIDDLETOWN, R.I., April 26, 2016 (GLOBE NEWSWIRE) -- KVH Industries, Inc., (Nasdaq:KVHI), announced that as of the end of 2015, it had shipped more than 6,000 TracPhone[®] satellite communications antenna systems for the mini-VSAT BroadbandSM network. This milestone reaffirms the company's top market share position in the maritime VSAT industry by vessels in service, a benchmark noted in the COMSYS Maritime VSAT Report, 4th Edition, March 2015. The company also announced that it recently expanded the capacity on its global mini-VSAT Broadband network, which provides essential connectivity to vessels around the world.

"Our solution has been widely adopted because it brings simplicity and value to ship owners and operators, fleet IT managers, operations professionals, officers, and captains operating in a highly competitive global environment," says Martin Kits van Heyningen, KVH's chief executive officer. "When we entered the market in 2007, our goal was to win a leadership position through market disruption, changing the way mariners thought about satellite communications by offering a complete solution encompassing small, simple, easy-to-install equipment, fast data speeds, and cost-effective airtime."

Since that early market introduction, the company has ramped up to an average of nearly 1,000 systems per year for five consecutive years, 2011-2015, as reliance on fast and reliable satellite broadband connectivity has spread throughout the maritime industry. In 2012, the mini-VSAT Broadband service became the maritime VSAT market share leader according to leading market research reports, a position that has been repeatedly re-confirmed in report updates.

To provide the most robust coverage possible, the company continually monitors and upgrades its mini-VSAT Broadband service, and recently expanded its network via an additional Ku-band service beam that provides Pacific Northwest U.S. coverage, where fishing fleets operate and rely on connectivity from KVH.

"Operating our own network provides us with unique opportunities to offer creative solutions to our customers' problems," says Mr. Kits van Heyningen. "Already, more ships rely on KVH's mini-VSAT Broadband network than the next two maritime VSAT providers combined, and our growing customer base and satellite capacity are testimony to our forward thinking approach to technology and services."

These announcements follow last fall's successful launch of KVH's expanded maritime solution, mini-VSAT Broadband 2.0. This solution includes:

- Compact yet powerful TracPhone V-IP series systems designed exclusively for the mini-VSAT Broadband network
- A wide range of options for affordable airtime plans that deliver top data speeds on the network at every price point
- 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
- The myKVHTM portal for proactive data management
- KVH OneCareTM comprehensive global support options
- e-Learning maritime training programs from VideotelTM, part of KVH
- Affordable delivery of gigabytes of the content needed onboard vessels today via IP-MobileCastTM, KVH's unique content delivery service
- Commercially licensed content from KVH Media Group, delivered via its many services to the maritime industry, including NEWSlinkTM, MOVIElinkTM, and TVlinkTM

Taken together, the company refers to the complete solution under the Power of OneTM banner.

KVH, Videotel, and KVH Media Group conduct global sales and support activities from offices around the world, including 24/7/365 network monitoring and technical support to mini-VSAT Broadband vessels. The global satellite network utilizes capacity from 26 transponders on 19 satellites.

Note to Editors: For more information about the mini-VSAT Broadband 2.0 service, please visit the [KVH website, www.minivsat.com/one](http://www.minivsat.com/one). For more information about Videotel, please visit the [website, www.videotel.com](http://www.videotel.com). For more information about KVH Media Group, please visit the [website, www.kvhmediagroup.com](http://www.kvhmediagroup.com). For a company overview of KVH, please view the movie "KVH – Innovation that Enables a Mobile World" at <https://youtu.be/m9Aq8sakzes>. 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 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, a KVH company, is a 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 financial goals for future periods, our anticipated revenue sales pipeline, competitive positioning; profitability, product orders, and the functionality, characteristics, quality, and performance of KVH products and services; and 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 reduced sales to companies in or dependent upon the turbulent oil and gas industry; the impact of extended economic weakness 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 business; and increased price and service competition in the mobile communications markets. These and other factors are discussed in more detail in KVH's Annual Report on Form 10-K filed with the SEC on March 14, 2016. KVH does not assume any obligation to update its forward-looking statements to reflect new information and developments.

KVH, TracPhone, myKVH, KVH OneCare, Videotel, IP-MobileCast, NEWSlink, MOVIElink, and TVlink are trademarks of KVH Industries, Inc. mini-VSAT Broadband is a service mark of KVH Industries, Inc. All other trademarks are the property of their respective companies.

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