



## KVH Partners with Kilo Marine for KVH Watch Maritime IoT Solution

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**Marine technical services provider Kilo Marine will offer KVH Watch connectivity to monitor and troubleshoot vessel equipment in real time**

MIDDLETOWN, R.I., Jan. 14, 2021 (GLOBE NEWSWIRE) -- KVH Industries, Inc., (Nasdaq: KVHI), announced today that marine technical services leader Kilo Marine has joined the KVH Watch<sup>®</sup> Solution Partner program and will offer KVH Watch connectivity as part of a wide range of marine services. In particular, the digital services that Kilo Marine offers via its V-Node platform will use KVH Watch to provide dedicated connectivity and on-demand Remote Expert Intervention, allowing highly skilled Kilo Marine technicians to support their customer base anywhere around the world. Kilo Marine's V-Node is a powerful IoT data acquisition tool offering intelligent data processing/sampling at source and compatibility with a wide range of electrical data formats.

"The unique combination of V-Node and KVH Watch will deliver an affordable and managed IoT infrastructure for shipowners and managers with the added benefit of real-time analytics and direct on-demand video interventions for troubleshooting, vetting, audits, and more," says Warren Hails, managing director of Kilo Marine.

"The ability to do field service remotely is becoming more and more important every day and we are pleased that the experts at Kilo Marine have chosen KVH Watch as one of their solutions for dedicated connectivity to enable remote monitoring, service, and intervention," says Sven Brooks, senior director of IoT business development for KVH.

Remote support at sea is particularly relevant during the COVID-19 pandemic and for the future of the digital ship as maritime operators seek increased operating efficiencies by adopting a range of digital processes. However, many multicaud maritime service providers today must rely on in-port service calls due to lack of connectivity while the vessel is at sea. Dedicated satellite connectivity enables multicaud service providers to perform real-time remote support and video interventions while the vessel is at sea.

KVH Watch is an IoT Connectivity as a Service solution that provides Flow, secure 24/7/365 machine-to-cloud satellite connectivity for remote monitoring of onboard equipment plus the ability to perform on-demand Remote Expert Interventions using video, voice, or text via KVH's global HTS network. KVH Watch is designed for maritime equipment manufacturers, multicaud service providers, and shipyards seeking affordable monthly subscription-based connectivity that L-band and cellular services cannot deliver at deep sea.

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<sup>®</sup> and TracVision<sup>®</sup> product lines, the global mini-VSAT Broadband<sub>SM</sub> network, KVH Watch maritime IoT solutions, and AgilePlans<sup>®</sup> Connectivity as a Service (CaaS). The company's KVH Media Group provides news, sports, and entertainment content with such brands as NEWSlink<sup>™</sup> and SPORTSlink<sup>™</sup>.

*Note to Editors:* For more information about the KVH Watch Solution Partner program, please visit [kvh.com/watch](http://kvh.com/watch). High-resolution images of KVH products are available at the KVH Press Room Image Library, [kvh.com/Press-Room/Image-Library](http://kvh.com/Press-Room/Image-Library).

### About Kilo Marine

Kilo Marine is a leading marine technical services provider for deep sea vessels. With a team of factory trained engineers throughout the UK and an extensive network of service providers, representing all major manufacturers, throughout the world, Kilo Marine is known for providing first class service support, 24/7.

### 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.

This press release contains forward-looking statements that involve risks and uncertainties. For example, forward-looking statements include statements regarding the expected competitive advantages of KVH Watch, the anticipated strategic relationship between Kilo Marine and KVH, the functionality, characteristics, quality, and performance of KVH's and Kilo Marine's products, services, and technology, as well as customer demand, preferences, requirements, and expectations. Actual results could differ materially from the forward-looking statements made in this press release. Factors that might cause these differences include but are not limited to: unanticipated technical and other challenges that arise during beta testing and customer trials of the KVH Watch service; unanticipated technical, legal, and regulatory delays with the launch of the new services; delays in the receipt of anticipated orders for our KVH Watch service, or the potential failure of such orders to occur at all; potential future decisions by Kilo Marine to terminate or otherwise not expand orders for the KVH Watch service; customer response to KVH Watch; potential changes in market trends, competition and other developments affecting the buying patterns of end-users of maritime IoT solutions; and potential unforeseen costs or expenses of providing the products and services included in KVH Watch subscriptions. These and other factors are discussed in more detail in KVH's Form 10-Q filed with the SEC on October 29, 2020. Copies are available through its Investor Relations department and website, <https://ir.kvh.com>. KVH does not assume any obligation to update forward-looking statements to reflect new information and developments.

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, KVH Watch, TracPhone, TracVision, mini-VSAT Broadband, AgilePlans, NEWSlink, and SPORTSlink. All other trademarks are the property of their respective companies.

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