



KVH Partners with GreenSteam for KVH Watch Maritime IoT Solution

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Vessel optimization expert GreenSteam will offer KVH Watch connectivity to enhance ship to shore data sharing and reduce vessel emissions

MIDDLETOWN, R.I., Jan. 19, 2021 (GLOBE NEWSWIRE) -- KVH Industries, Inc., (Nasdaq: KVHI), announced today that GreenSteam, developers of vessel performance optimization solutions for a sustainable shipping industry, has joined the KVH Watch® Solution Partner program and will offer the KVH Watch service as part of its enhanced performance platform for improved data mobility. KVH Watch's dedicated connectivity will support GreenSteam's core services, facilitating the movement of data from vessels to shore-based analysts more frequently and reliably in real-time. This will enable customers to better understand the factors leading to fuel wastage and develop more effective sustainability optimization strategies, ultimately reducing costs.

"The lifeblood of GreenSteam is data volume, however, without the ability to move this data off a ship in a timely manner to enable rapid assessments and responses, its impact is lessened," says Daniel Slater, head of business development at GreenSteam. "As vessels are becoming increasingly sophisticated data generators, this partnership with KVH Watch will enable us to benefit from significant advances in satellite communications by improving the flow of information. This in turn will support shipowners and charterers to make better operational decisions, saving time and money, while reducing emissions."

"This is an excellent opportunity for the maritime sector to capitalize on the exceptional gains made in satellite communications and performance optimization technology in recent years," says Sven Brooks, senior director of IoT business development for KVH. "The combination of our Watch HTS connectivity with GreenSteam's machine learning solutions can result in operational efficiencies, cost savings, and increased sustainability for fleets. This represents one more way that shipping is benefitting from digitalization."

Digitalization is proving to be a transformative tool for the maritime industry, but with the sector now evolving beyond the data collection stage, attention is turning to the management, storage, and transfer of the data generated. Without real-time data flow from the vessel, machine-learning solutions must rely on incremental data transfers, therefore limiting the accuracy and confidence of the IoT analysis and prediction. With dedicated satellite connectivity, shipowners can capitalize on real-time data analysis to support vessel optimization throughout the course of a sea voyage.

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 system optimization providers such as GreenSteam, maritime equipment manufacturers, multicaard 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® and TracVision® product lines, the global mini-VSAT Broadband_{SM} network, KVH Watch maritime IoT solutions, and AgilePlans® Connectivity as a Service (CaaS). The company's KVH Media Group provides news, sports, and entertainment content with such brands as NEWSlink™ and SPORTSlink™.

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

About GreenSteam

GreenSteam is an innovative maritime data intelligence company providing solutions to improve vessel efficiency through machine learning. GreenSteam implements solutions on vessels of all types. Founded in 2007, GreenSteam is located in Denmark, United Kingdom and Poland, and currently employs more than 50 people. Find out more about GreenSteam: www.greensteam.com.

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 GreenSteam and KVH, the functionality, characteristics, quality, and performance of KVH's and GreenSteams 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 GreenSteam 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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