



## **KVH Signs Pooled Data Agreement with Starlink**

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### **Company also expands portfolio of available Starlink terminals to deliver more options and versatility to maritime users**

MIDDLETOWN, R.I., June 25, 2024 (GLOBE NEWSWIRE) -- KVH Industries, Inc. (Nasdaq: KVHI), today announced a greatly expanded relationship with Starlink through a bulk data distribution agreement with Starlink. The new agreement offers KVH increased flexibility in the development and sales of custom, cost-effective airtime plans using Starlink's mobile priority service. Under the agreement, KVH prepaid for access to a large block of Starlink data at favorable rates over a period of more than a year. In addition, KVH has added the Starlink Standard flat-panel terminals to its product offering alongside the Flat High Performance maritime terminal.

"We are very excited to expand our Starlink portfolio, both with new hardware and the potential to offer custom data plans for marine applications," says Brent C. Bruun, KVH's chief executive officer. "Starlink is one of the fastest growing products in company history, as we almost doubled antenna shipments and activations in the first quarter of 2024 compared to the fourth quarter of 2023. Mariners are turning to KVH as they recognize the benefits we offer, both as an expert in Starlink data plans, activations, installation, and support as well as our 24/7/365 live airtime and technical support."

KVH's expanded portfolio of Starlink terminals and data services are supplemented by KVH's suite of value-added services that provide end users with seamless monitoring and control over their Starlink service. KVH also integrated Starlink with other broadband services – both low earth and geostationary – along with terrestrial 5G services to create a global, seamless communications network intended to provide the most efficient and cost-effective communications solution in the marine industry.

"Our customers' interest in Starlink continues to rise due to its reliably high speeds, low latency, and affordable data. However, some commercial and leisure marine users also need to manage their network, data, and users in ways not currently supported by the native tools available," Bruun explains. "That is why we are also pleased to offer our CommBox™ Edge Communications Gateway with an integrated Starlink configuration. CommBox Edge delivers advanced network and bandwidth management tools that are affordable and integrate with Starlink seamlessly. As a result, we can support the increasing demand for data for operations, IoT, and crew wellbeing, while enabling fleet managers to have very precise control over how their data is being used, who is using it, on what applications, and over which networks."

Note to Editors: For more information about Starlink from KVH, please visit <https://www.kvh.com/starlink>. High-resolution images of KVH products are available at the KVH Press Room Image Library, <https://www.kvh.com/imagelibrary>.

#### **About KVH Industries, Inc.**

KVH Industries, Inc. is a global leader in maritime and mobile connectivity delivered via the KVH ONE® network. The company, founded in 1982, is based in Middletown, RI, with research, development, and manufacturing operations in Middletown, RI, and more than a dozen offices around the globe. KVH provides connectivity solutions for commercial maritime, leisure marine, military/government, and land mobile applications on vessels and vehicles, including the TracNet™, TracPhone®, and TracVision® product lines, the KVH ONE OpenNet Program for non-KVH antennas, AgilePlans® Connectivity as a Service (CaaS), and the KVH Link crew wellbeing content service.

This press release contains forward-looking statements that involve risks and uncertainties. For example, forward-looking statements include statements on the potential sale of and future demand for Starlink data services and the competitive and technical capabilities of KVH value-added services. Actual results could differ materially from the results projected or implied by the forward-looking statements made in this press release. Factors that might cause these differences include, but are not limited to: the risk that the amount of Starlink data purchased will exceed future demand, which could lead to losses; the loss of future financial flexibility arising from the sizable prepayment; the risk that a substantial portion of the prepayment is non-refundable; and the risk that unused data will expire at the end of the contract period. These and other factors are discussed in more detail in KVH's Annual Report on Form 10-K filed with the SEC on March 15, 2024, and Quarterly Report on Form 10-Q filed with the SEC on May 6, 2024. Copies are available through its Investor Relations department and website, <https://investors.kvh.com>. KVH does not assume any obligation to update its forward-looking statements to reflect new information and developments.

KVH Industries, Inc., has used, registered, or applied to register its trademarks in the USA and other countries around the world, including but not limited to the following marks: KVH, KVH ONE, CommBox, TracVision, TracPhone, TracNet, and AgilePlans. Other trademarks are the property of their respective companies.

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