



KVH Industries and Thrane & Thrane Sign Global Distribution Agreement for mini-VSAT Broadband

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Calling it 'the new standard for global VSAT service,' Thrane & Thrane to offer KVH's TracPhone V7 and mini-VSAT Broadband airtime as its maritime VSAT solution

MIDDLETOWN, R.I., Jan. 26 /PRNewswire-FirstCall/ -- KVH Industries, Inc., (Nasdaq: KVHI) today announced a new global distribution agreement with Thrane & Thrane (OMXC: THRAN) for KVH's TracPhone(R) V7 satellite communications system and the mini-VSAT Broadband(SM) service. Under the terms of this arrangement, KVH's TracPhone V7 system and the mini-VSAT Broadband service will become Thrane & Thrane's solution for maritime VSAT communications. The TracPhone V7 system will be offered to the maritime community worldwide as a private labeled system under Thrane & Thrane's SAILOR(R) brand and the company may also consider developing new SAILOR products compatible with KVH's mini-VSAT Broadband network. In addition, Thrane & Thrane will employ the strength of its extensive global sales, distribution, and support network to market the service under the mini-VSAT Broadband global brand established by KVH.

"We are thrilled to expand our decade-long relationship with Thrane & Thrane and bring them aboard as an OEM partner," explained Martin Kits van Heyningen, KVH's chief executive officer. "Our aim when we launched the mini-VSAT Broadband service was to create a new global solution for affordable, reliable mobile broadband connections via Ku-band satellites. The addition of Thrane & Thrane's worldwide reach and credibility as one of the world's premier mobile satellite communications companies is invaluable to our efforts to expand the use of the mini-VSAT Broadband service in the commercial maritime market."

Speaking about the addition of the TracPhone V7 and mini-VSAT Broadband airtime service to its product line, Walther Thygesen, Thrane & Thrane's chief executive officer, said, "This product and service fits our SAILOR brand perfectly and we are looking forward to an increased cooperation between the two companies and together making this the new standard for global VSAT services."

The TracPhone V7, a rugged, 24" (60 cm) antenna, delivers mini-VSAT Broadband service with data rates as fast as 2 Mbps shore-to-ship and 512 Kbps ship-to-shore. A fraction of the size of standard 1-meter VSAT systems, the TracPhone V7 (and its fully integrated below-decks modem and control unit) offers easy connections to shipboard networks, fully stabilized tracking, and a significant reduction in hardware and installation costs, without compromising performance. Mariners currently enjoy access to uninterrupted Ku-band Internet and voice services via mini-VSAT Broadband from the Asian coast eastward throughout North America and the Caribbean, across the North Atlantic, and all the way through Mediterranean waters. Additional coverage around the globe is expected to roll out in the coming year under the auspices of a joint effort by KVH and communications leader ViaSat.

Maps illustrating the current and planned coverage for mini-VSAT Broadband service are available at <http://kvh.com/footprints>. Visit <http://www.minivsat.com> for additional details regarding the TracPhone V7 and mini-VSAT Broadband service.

About KVH Industries, Inc.

Middletown, RI-based KVH Industries, Inc. (<http://www.kvh.com>), and its wholly owned subsidiary, KVH Europe A/S, are leading providers of in-motion satellite TV and communications systems, having designed, manufactured, and sold more than 150,000 mobile satellite antennas for applications on vessels, vehicles, and aircraft. KVH's mission is to connect mobile customers around the globe with the same digital television entertainment, communications, and Internet services that they enjoy in their homes and offices.

About Thrane & Thrane

Thrane & Thrane (<http://www.thrane.com>) is the world's leading manufacturer of equipment and systems for global mobile communication based on sophisticated satellite and radio technology. Since its incorporation in 1981, the company has established a strong position within global mobile communication solutions based on the Inmarsat system and today, Thrane & Thrane provides equipment for maritime, land-based and aeronautical use. The company's communication products are sold throughout the world under the brands Thrane & Thrane, EXPLORER(R) and SAILOR through distributors and partners.

This release contains forward-looking statements that involve risks and uncertainties. Forward-looking statements include, for example, the anticipated service rollout plans, the functionality, characteristics, quality and performance of KVH's products and technology; anticipated innovation and product development; and customer demand, preferences, requirements and expectations. The actual results could differ materially. Factors that may cause such differences include, among others, uncertainty about the scope of customer demand; the potential inability to secure adequate Ku-band satellite capacity or the licenses necessary for the network; risks associated with the delivery or performance of critical hardware; future decisions about the expected profitability of additional satellite regions; changes in the costs and capabilities of competing offerings; and those other risk factors discussed in KVH's most recent Form 10-Q filed with the SEC. KVH does not assume any obligation to update its forward-looking statements to reflect new information or developments.

KVH and TracPhone are registered trademarks of KVH Industries, Inc. "mini-VSAT Broadband" is a service mark of KVH Industries. All other trademarks are the property of their respective companies.

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