



## **KVH and Furuno Electric Co., Ltd. Sign Global Distribution Agreement for mini-VSAT Broadband Service**

October 28, 2010

**Furuno to Market and Sell KVH's mini-VSAT Broadband Service Through Its Worldwide Sales and Distribution Network**

MIDDLETOWN, R.I., Oct 28, 2010 (GlobeNewswire via COMTEX) --

KVH Industries, Inc. (Nasdaq:KVHI) today announced a new distribution agreement with Furuno Electric Co., Ltd. (Furuno) for KVH's mini-VSAT Broadband(SM) service. Under the terms of this arrangement, Furuno will begin marketing and selling mini-VSAT Broadband airtime service and supporting equipment along with a compatible 1-meter antenna system on a global basis through its established distributor and dealer channels.

"We are very pleased to begin this collaboration with Furuno and expand the reach of the powerful mini-VSAT Broadband service to mariners around the globe," said Brent C. Bruun, KVH's vice president of satellite sales and business development. "Furuno is a leader in the maritime electronics industry and this agreement is the latest evidence of the rapidly growing recognition in the maritime industry that mini-VSAT Broadband, the fastest growing maritime VSAT network, is also a superior satellite communications solution for commercial operators and leisure boaters around the globe."

Speaking on behalf of Furuno, Kazuma Waimatsu, director of the marine electric products division, said, "We look forward to working with KVH to bring the mini-VSAT Broadband service to our customers so that they will be able to enjoy the benefits of its seamless global network, broadband connections, and affordable airtime. Vessel operators, their crews, and their passengers are faced with a growing need for reliable and affordable broadband communications. The mini-VSAT Broadband service is the solution to that need, and we are pleased to add it to Furuno's global sales effort."

The mini-VSAT Broadband network was designed from the ground up to be the first next-generation maritime satellite communications solution. Offering service, airtime costs, and performance superior to traditional maritime VSAT services through a global spread spectrum satellite network, this seamless worldwide network is delivered by twelve satellite transponders and nine secure earth stations and offers voice service and Internet access as fast as 512 Kbps (upload) and 2 Mbps (download). This common architecture makes global integration with a shipping company's IT infrastructure simple while also assuring automatic switching between satellites as a vessel transits between regions.

Visit <http://www.minivsat.com> for additional details regarding the mini-VSAT Broadband service and coverage as well as case studies of customers who have successfully solved critical maritime communications challenges thanks to the compact and affordable mini-VSAT Broadband solution.

Note to editors: High-resolution, press-ready images of KVH's mini-VSAT Broadband technology is available at <http://press.kvh.com> for download and editorial use.

About Furuno Electric Co., Ltd.

Since its inception in 1948, when the world's first fishfinder was commercialized, Furuno Electric Co., Ltd. has been running at the forefront of the marine electronics industry around the world, delivering first class navigation and communication equipment to meet the needs of a variety of vessels, ranging from large merchant fleets to smaller recreational craft. From 2008 onward, Furuno entered into the business sphere of satellite communication services and has been offering VSAT and Inmarsat communication services to its customers.

About KVH Industries, Inc.

KVH Industries, Inc., and its subsidiaries are leading providers of in-motion satellite TV and communication 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. The company is based in Middletown, RI, with facilities in Illinois, Denmark, Norway, and Singapore.

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; risks associated with the delivery or performance of critical hardware; 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 is a registered trademark 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.

This news release was distributed by GlobeNewswire, [www.globenewswire.com](http://www.globenewswire.com)

**SOURCE:** KVH Industries, Inc.

**CONTACT:** KVH Industries  
Chris Watson  
401-845-8138 ☐  
[cwatson@kvh.com](mailto:cwatson@kvh.com) ☐