



KVH Appoints KB Impuls Hellas S.A. as New Commercial Maritime Distributor in Greece

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KOKKEDAL, Denmark, June 7, 2012 (GLOBE NEWSWIRE) -- KVH Industries, Inc., (Nasdaq:KVHI) is pleased to announce the appointment of Athens-based KB Impuls Hellas S.A. as its new commercial marine distributor in Greece for KVH's family of TracPhone® and TracVision® products, as well as the mini-VSAT BroadbandSM satellite communications service. KB Impuls Hellas S.A., a member of the DEMCO Group, was incorporated and licensed by EETT (National Telecommunications Committee) in Greece in 1999 and has already become the dominant satellite communications player in the Balkans and the Middle East.

"The connection between KVH and KB Impuls Hellas S.A. is very strong. I am delighted to work with KVH in the ongoing development of our maritime businesses," says Gerasimos Bonanos, managing director of KB Impuls Hellas S.A. "Greece is the world leader in terms of cargo carrying capacity in the vital trade of commodities in the energy and dry bulk sectors, with an overall investment of \$50 billion. We are committed to providing outstanding quality to our Greek-speaking clientele."

KB Impuls Hellas S.A. is one of the largest service providers in fiber, satellite, and wireless communications solutions in Eastern and Southern Europe. The company is a leading provider of technology and service, offering satellite communications, network services, 24/7 technical support, and best of breed solutions, including hardware and airtime. A €20 million teleport, which includes hub equipment for KVH's mini-VSAT Broadband network, is operated from modern facilities in Athens and Lavrio. KVH representatives Achilleas Stamatidis and Andreas Dalmaras will work closely with KB Impuls Hellas S.A. to bring KVH products and services to the Greek market.

"We are pleased to name KB Impuls Hellas S.A. as our distributor in Greece, and to have them manage our mini-VSAT Broadband hub in Lavrio. Together, we maintain full control of all the traffic going to and from TracPhone V-series terminals in this important region of KVH's fully managed mini-VSAT Broadband network," explains Svend Lykke Larsen, managing director of KVH Industries A/S. "KB Impuls Hellas S.A. not only understands and operates complex VSAT and other IT networks, they are also a part of the DEMCO group of companies, bringing additional value to their customers."

The mini-VSAT Broadband service is unique in that it uses ArcLight® spread spectrum technology developed by KVH's satellite technology partner, ViaSat (Nasdaq:VSAT). The spread spectrum technology enables use of antennas as small as 37 cm for the Ku-band service and as small as 1 meter for the combined C/Ku-band coverage. Although significantly smaller, these antennas match the coverage and speed of much larger maritime VSAT antennas using older services based on time division multiple access (TDMA) technology. With onboard equipment as small and affordable as L-band systems, the power of fast, affordable VSAT service is rapidly becoming the preferred option for large segments of the maritime market that were formerly limited to expensive legacy satellite communications services.

Since launching the mini-VSAT Broadband service in late 2007, KVH has fielded one of the world's broadest Ku-band VSAT networks, using 14 Ku-band satellite transponders to provide a seamless web of multimegabit coverage. The service will soon cover 95% of the Earth, including all of the oceans bordering southern South America, with the addition of coverage from three overlaid, global C-band transponders and a unique dual-mode TracPhone system that seamlessly switches between C- and Ku-band frequencies. In most regions, vessels enjoy redundant coverage to assure robust connectivity.

KVH is the only maritime VSAT provider to manufacture its own fully integrated onboard terminal and network manager, operate a global C/Ku-band VSAT network, and provide worldwide 24/7/365 after-sale support. The ability to control every aspect of its equipment and network has enabled KVH to field the world's premier global maritime VSAT network. In March 2012, the marketing research firm Euroconsult reported that KVH leads the maritime VSAT market for number of customers using its service.

Complete details on KVH's satellite communications and television products are available at www.tracphone.com and www.tracvision.com.

Note to Editors: High-resolution, press-ready images of KVH's TracPhone and TracVision products are available at <http://press.kvh.com> for download and editorial use.

About KB Impuls Hellas S.A.

Headquartered in Athens, Greece, and with teleport facilities in Lavrio, Attica, KB Impuls Hellas S.A. provides a comprehensive broadband Internet connection and voice service together with HDTV entertainment services to a diversified global client base of car-passenger ferries, cruise vessels, yachts, carriers, tankers, and special vessels. KB Impuls Hellas S.A, established in 1999 and with an overall investment of €20 million, is the dominant satellite communications player in the Balkans, Middle East, and North Africa, offering global communications services, audio/video broadcasting, teleport facilities, VSAT services, and IP. For

more information, please visit www.kbihellas.com.

About KVH Industries, Inc.

KVH Industries, Inc. is the leading provider 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. In March 2012, Euroconsult reported that KVH was the market share leader in global maritime VSAT. 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, USA with facilities in Illinois, Denmark, Norway, and Singapore.

This release may contain certain forward-looking statements that involve risks and uncertainties. Forward-looking statements include, for example, the functionality, characteristics, quality, and performance of KVH's products and technology; anticipated innovation and product development; and customer preferences, requirements, and expectations. The actual results could differ materially. Factors that may cause such differences include, among others, those discussed in KVH's most recent Form 10-K filed with the SEC. KVH does not assume any obligation to update its forward-looking statements to reflect new information or developments.

KVH, TracPhone, and TracVision are registered trademarks 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.

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Image: KVH Logo

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