



## **KVH More Than Doubles mini-VSAT Broadband Network Capacity in Brazil and Africa**

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**Latest Network Expansion Supports Mariners With Fast, Affordable Broadband Service in Important Shipping and Oil and Gas Regions**

MIDDLETOWN, R.I., April 3, 2013 (GLOBE NEWSWIRE) -- In the latest stage of its ongoing expansion of the global [mini-VSAT Broadband<sup>SM</sup> network](#), [KVH Industries, Inc.](#), (Nasdaq:KVHI) has more than doubled the network's capacity in the Brazilian and African regions. The ongoing global network upgrade involves deployment of Variable Coding, Spreading, and Modulation (VCSM) technology provided by [ViaSat, Inc.](#), (Nasdaq:VSAT), KVH's partner in the mini-VSAT Broadband network. This is the third major capacity increase in less than five months, following upgrades in the Caribbean and EMEA regions in late 2012.

"Brazil and Africa are key regions for our customer base, as they are important for both the shipping and oil and gas industries," explains Brent Bruun, executive vice president of KVH's mobile broadband group. "The new VCSM technology enables us to handle transmissions much more efficiently, increasing the amount of data that our network can carry, which is important for both safety and business operations onboard. Thanks to our unique, end-to-end design, we can upgrade the software for our large base of fielded TracPhone<sup>®</sup> V-series systems over the air. This is a future-proof solution that we will continue to improve, adding new features and network enhancements that provide tangible benefits to mini-VSAT Broadband subscribers."

Since launching the mini-VSAT Broadband network in 2007, KVH has become the #1 provider of maritime VSAT service. KVH's service differs from competing maritime VSAT services in its use of spread spectrum technology, which enables the use of antennas that are 85% smaller than competing products while still providing fast, high quality service. KVH is also the only maritime satellite service company that designs and manufactures the onboard terminals, owns the Earth station equipment, leases the satellite capacity, manages the network, and provides round-the-clock global after-sale support for a total end-to-end solution. Smaller antennas and fully integrated belowdecks equipment are generally less costly and faster and easier to install, offering significant savings to companies deploying broadband technology to a fleet of vessels.

KVH's business model is another key part of the company's growth strategy. Rather than investing in its own satellites, the company leverages the readily available commercial FSS satellite capacity covering the world's oceans, provided by industry leaders like Intelsat, Eutelsat, SES, and SkyPerfect JSAT. Currently, the mini-VSAT Broadband network uses 17 leased transponders to cover the globe with a unique hybrid network including both C-band and Ku-band coverage. KVH's unique 1 meter, dual-mode [TracPhone V11](#) antenna, the world's only global 1 meter maritime VSAT solution, seamlessly switches among C- and Ku-band frequencies as easily as the 60 cm [TracPhone V7-IP](#) antennas and 37 cm [TracPhone V3](#) antennas switch among Ku-band satellites. As KVH's customer base grows, the company plans to lease additional capacity covering exactly the areas of the world where it is needed.

"Brazil's importance as an oil and gas producing region is increasing rapidly, and the global shipping industry is in dire need of reliable communications throughout the African region to help combat piracy and ensure the safety of crew members," said Mr. Bruun. "KVH's solution provides outstanding communications for all of these mariners, with downloads as fast as 4 Mbps and uploads as fast as 1 Mbps, as well as crystal clear Voice over IP (VoIP) telephone lines with optimized service and prioritization of applications. Expanding network capacity in these regions is the most recent illustration of our commitment to delivering services that mariners need, when and where they need them, in the most convenient way possible."

With more than 3,000 onboard terminals sold, mini-VSAT Broadband service is the world's fastest growing, most popular maritime VSAT solution, according to three independent industry research reports published in 2012 by Euroconsult, NSR, and Comsys.

Visit [www.minivsat.com/one](http://www.minivsat.com/one) for complete details about the global mini-VSAT Broadband network and award-winning TracPhone V-series antennas.

Note to Editors: High-resolution, press-ready images of KVH's TracPhone V-series systems and mini-VSAT Broadband coverage maps, are available at <http://press.kvh.com> for download and editorial use.

### **[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 2012, Euroconsult, NSR, and Comsys all 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, with facilities in Illinois, Denmark, Norway,

Japan, and Singapore.

This release contains forward-looking statements that involve risks and uncertainties. Forward-looking statements include, for example, the service rollout plans, the functionality, characteristics, quality, and performance of KVH's services 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, the successful launch and deployment of new satellites; access to sufficient and uninterrupted satellite capacity to provide the service; uncertainty about the scope of customer demand; the potential inability to maintain licenses necessary for the network; risks associated with the delivery or performance of critical hardware; future decisions about the expected profitability of the service; changes in the costs and capabilities of competing offerings. These and other risk factors are discussed in more detail 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.

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