



## BW Selects KVH mini-VSAT Broadband for LNG and LPG Fleet

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### Leading Global Maritime Group Will Use KVH's Dual-Mode TracPhone V11-IP System for Broadband Connectivity on Vessels

MIDDLETOWN, R.I., Dec. 11, 2013 (GLOBE NEWSWIRE) -- KVH Industries, Inc., (Nasdaq:KVHI) has been chosen by BW, a worldwide leader in maritime energy transportation, as the satellite communications solution for its Liquefied Natural Gas (LNG) and Liquefied Petroleum Gas (LPG) fleet.

BW's vessels will use KVH's advanced, dual-mode TracPhone® V11-IP onboard satellite communications system and mini-VSAT Broadband<sup>SM</sup> service for the "always-on" broadband connectivity that is essential for today's commercial maritime operations. BW recently completed field trials of the TracPhone V11-IP system, and expects to have 20 vessels equipped by the end of 2013, with rollout continuing through 2014.

"We chose KVH's dual-mode antenna and mini-VSAT Broadband service for their global coverage, ease of deployment, and reliability," says Geraldine Pang, Vice President, Information Technology, BW Maritime. "The system provides a reliable network and some hardware redundancy as both C- and Ku-band can operate independently. This is important for business continuity. Beyond technological considerations, it is important to work with a company that designs, manufactures, and operates both the hardware and network as this reduces communications complexities. The simplicity of a single dome and an extremely compact belowdecks unit that includes everything makes the KVH VSAT system very simple and fast to deploy. We managed to deploy 15 vessels in just one quarter. This would be impossible with larger C-band-only domes."

"BW is known for its outstanding fleet of vessels and high standards in maritime operations," says Vivian Quenet, KVH Vice President of Sales, Asia Pacific. "The global coverage from our mini-VSAT Broadband service and improved broadband connectivity delivered by our unique, dual-mode, C/Ku-band TracPhone V11-IP system will give BW's fleet the ability to optimize operations, collaborate with shoreside offices, and offer their crews a reliable system for accessing the Internet and staying in touch with their families."

With more than 3,000 onboard terminals sold, mini-VSAT Broadband is the world's most popular maritime VSAT solution, according to independent industry reports published in 2012 by Euroconsult, NSR, and Comsys. The network uses ArcLight® spread spectrum technology, which was developed by KVH's partner, ViaSat, Inc. (Nasdaq:VSAT), specifically for mobile use. ArcLight is unique due to its efficient reuse of satellite channels, fast speed, low latency, and its ability to support very small antennas that provide reliable service, even in poor weather conditions.

The TracPhone V11-IP uses a single, compact antenna to seamlessly access both the C- and Ku-band satellites of the mini-VSAT Broadband network. The three-axis, gyro-stabilized antenna system delivers premium quality multimegabit connectivity worldwide, and is the world's only dual-mode, 1.1 meter (42.5-inch) diameter VSAT antenna. TracPhone V11-IP features KVH's new Integrated CommBox Modem, a streamlined belowdecks unit that includes an IP-enabled antenna control unit, CommBox™ Network Manager, ArcLight spread spectrum modem, Voice over IP (VoIP), Ethernet switch, and Wi-Fi capabilities. KVH manufactures two additional V-IP series antenna systems for the mini-VSAT Broadband service: TracPhone V7-IP, a 60 cm (24-inch) diameter Ku-band VSAT antenna, and the ultra-compact TracPhone V3-IP, a 37 cm (14.5-inch) diameter Ku-band VSAT antenna.

KVH, a recognized innovator in maritime satellite communications, recently announced IP-MobileCast™ content delivery service, which is designed to use advanced multicasting and error correction technologies to deliver large multimedia files via the mini-VSAT Broadband network to subscribing vessels. The IP-MobileCast service, which is expected to be available by the end of the year, will deliver such licensed content as premium movies, television programs, news, and sports to subscribing vessels, whose operators must adhere to stringent copyright regulations and provide crew welfare benefits as outlined in the recently implemented MLC-2006 maritime regulations.

*Note to Editors:* High-resolution, press-ready images of KVH's TracPhone V-IP series systems and mini-VSAT Broadband coverage maps are available at [www.kvh.com/Press-Room](http://www.kvh.com/Press-Room) for download and editorial use. Visit [www.minivsat.com/vip](http://www.minivsat.com/vip) for complete details about the global mini-VSAT Broadband network, TracPhone V-IP series antennas, and upcoming IP-MobileCast content delivery service.

### About BW Group

BW Group is a leading global maritime group involved in oil and gas transportation, floating gas infrastructure, environmental technologies, and deepwater production. Through its predecessor companies, Bergesen and World-Wide Shipping, BW has been delivering energy and other vital commodities for more than 70 years. BW's fleet of 108 vessels includes crude oil supertankers,

refined oil tankers, LNG and LPG carriers, and floating production storage and offloading (FPSO) units.

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

KVH Industries is a leading provider of in-motion satellite TV and communications systems, having designed, manufactured, and sold more than 175,000 mobile satellite antennas for applications on vessels, vehicles, and aircraft. KVH is also a leading news, music, and entertainment content provider to many industries including maritime, retail, and leisure. KVH is based in Middletown, RI, U.S.A., with facilities in Illinois, Denmark, Norway, the U.K., Singapore, the Philippines, Belgium, Holland, Cyprus, and Japan.

This release contains forward-looking statements that involve risks and uncertainties. Forward-looking statements include, for example, statements regarding the timing and occurrence of new 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 from those expressed in the forward-looking statements. 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; and changes in the costs and capabilities of competing offerings. These and other risk factors are 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.

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