Mark Guthrie Joins KVH to Advance Satellite Communications Business

Maritime SATCOM industry veteran will manage global sales for KVH's mini-VSAT Broadband network and related TracPhone products

MIDDLETOWN, RI – August 22, 2013 – KVH Industries, Inc., (Nasdaq: KVHI) announced today that Mr. Mark Guthrie has joined the company as Vice President, Global Mobile Broadband Sales to manage the continuing development of the mini-VSAT Broadband network and related products and services.

“I believe that Mark will provide significant contributions to the mobile broadband sales team and in turn will prove to be a valued asset for KVH,” says Brent C. Bruun, executive vice president of KVH’s mobile broadband group. “KVH’s mobile broadband business is growing rapidly, and Mark will play an integral role as we reach that milestone and continue to advance our strategic initiatives for this growing market.”

Mr. Guthrie started his telecom career at BT (British Telecom), a market leader in the telecommunications and satellite communications industry in the UK, before joining Europe Star, where he was responsible for European sales and marketing strategies. He later led the VSAT managed services group for the EMEA region at Verestar. After Verestar was acquired by SES in late 2004, Mr. Guthrie served in a variety of roles in both the UK and USA offices, managing VSAT services, sales, and operations for various markets. He was also responsible for IP Prime sales at SES before returning to the UK to lead the Satellite Leasing operation.

“There are many great growth opportunities for KVH in the marine market, especially with the mini-VSAT Broadband service and TracPhone systems,” says Mr. Guthrie. “This company is full of enthusiastic people, and that’s key. Nothing is impossible here – the most typical reaction to any challenge is ‘yes, we can do that for the customer.’ From sales and marketing to engineering, KVH is full of enthusiastic people, and I feel right at home already.”

Mr. Guthrie holds a Bachelor of Science degree in Electrical/Electronic Engineering from Trent University, a Master’s degree in Electronic Engineering from the University of Nottingham, and studied for his Master’s of Business Administration (MBA) at
Henley Management College in the United Kingdom.

KVH recently announced a four-part strategy for the next phase of development in its satellite communications business, including the introduction of its new TracPhone V-IP series systems and IP-MobileCast content delivery service, which is expected to be available later this year. KVH’s new TracPhone V3-IP, V7-IP, and V11-IP all use the new Integrated CommBox Modem (ICM), which enables the systems to receive and decode multicast content. A wide variety of user devices may access the multicast data stored on the onboard server, making mini-VSAT Broadband and IP-MobileCast a useful solution for maritime operators looking to improve crew welfare in accordance with MLC-2006 requirements while maintaining focus on their businesses’ economic well-being.

About KVH Industries, Inc.

KVH Industries is a leading manufacturer of solutions that provide global high-speed Internet, television, and voice services via satellite to mobile users at sea, on land, and in the air. In 2012, Euroconsult, NSR, and Comsys reported that KVH was the market share leader in global maritime VSAT. KVH’s Headland Media group is a leading provider of commercially-licensed news, sports, music, and movies, as well as the Walport Training video series. KVH is based in Middletown, RI, with facilities in Illinois, Denmark, Norway, the UK, Singapore, the Philippines, and Japan.