KVH Press Release

December 13, 2010

KVH Appoints New Commercial Maritime Distributor in Germany

Global leader SAM Electronics of Hamburg, Germany, teams up with KVH to expand use of award-winning marine satellite TV and communication systems

MIDDLETOWN, RI – KVH Industries, Inc., (Nasdaq: KVHI) is pleased to announce the appointment of Hamburg-based SAM Electronics, as the new commercial marine distributor in Germany for KVH’s family of TracPhone ® and TracVision ® products. As a full-service end-to-end supplier, SAM Electronics and KVH will jointly be able to meet all demands for satellite communications systems for German ship owners and ship management companies. This will include offering customized mini-VSAT Broadband sm airtime packages and hardware lease programs as well as value-added network and data management capabilities that increase operational efficiency and reduce costs.

“SAM Electronics, headquartered in one of the world’s major commercial shipping hubs, is a well-established supplier of automation, navigation and communication products with a strong foothold in the German shipping community,” said Svend Lykke Larsen, KVH Europe’s managing director. “As a premier supplier of VSAT and satellite TV solutions, SAM Electronics will play a critical role in our expansion within the German maritime industry. They are also a valuable addition to our existing global sales and service network for our award-winning TracPhone and TracVision product lines as well as our mini-VSAT Broadband airtime service.”

Along with KVH’s TracVision M-series satellite TV systems, SAM will be focusing on the distribution of KVH’s TracPhone V7 and mini-VSAT Broadband service. Approximately 1,000 TracPhone V7 systems shipped in only three years for use on a wide range of commercial, government, and leisure vessels, making the mini-VSAT Broadband network the fastest growing maritime VSAT solution. With the integration of KVH’s CommBox™ technology, this satellite communication solution offers a range of powerful tools to support commercial operations, including data compression, data encryption, crew calling, dedicated e-mail, remote IT access, and more.

“The TracPhone V7 with mini-VSAT Broadband service is a first-choice product offering due to its reliability, light weight, easy installation and extensive coverage area. Furthermore, we consider the bandwidth possibilities of the KVH product to be superior to conventional communications solutions,” explained Holger Mahnke, senior vice president of SAM Electronics. “The recent introduction of flexible airtime rate plans will not only allow operators to gain control of their communication costs, but will also make online maintenance an industry standard, thereby fitting perfectly into ‘NACOS
Platinum’, SAM’s next generation automation navigation control system that offers seamless and secure access due to its open network architecture."

Commenting on the benefits offered by the collaboration of SAM Electronics and KVH, Captain Arne Ludewig, managing director of Rörd Braren Bereederung, a shipping fleet operator based in Kollmar, Germany, said, “Bringing true broadband connectivity to our vessel MS Forester allows us to enhance our communications with agents and customers, as well as offering the crew access to pre-paid welfare services. Furthermore, it allows makers like SAM to remotely access their onboard installations for monitoring and maintenance.”

About SAM Electronics

SAM Electronics, a division of L-3 Marine & Power Systems, employs more than 1,300 people worldwide and is a turnkey supplier of complete electrical systems and of integrated navigation, automation, communication, energy and propulsion systems for all types of ships.

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 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-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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