



**KVH Industries, Inc.**  
**ALWAYSConnected**

# Forward-looking Statements

This presentation contains forward-looking statements that involve risks and uncertainties. For example, forward-looking statements include statements regarding projected financial results, the anticipated benefits of our new initiatives, anticipated cost savings, our investment plans, our development goals, and the potential impact of our future initiatives on revenue, competitive positioning, profitability, and orders. Actual results could differ materially from the results projected in or implied by the forward-looking statements made in this presentation. Factors that might cause these differences include, but are not limited to: increased competition, particularly from lower-cost providers and low earth orbit satellite systems, especially in the global leisure market; unanticipated obstacles to implementation of our manufacturing wind-down, unanticipated costs and expenses arising from the wind-down, unanticipated effects of the wind-down on our ongoing business; the risks associated with increased customer reliance on third-party hardware; the lack of future product differentiation, new service offerings from hardware providers, potential customer delays in selecting our services; the uncertain impact of continuing industry consolidation; the risk that our new OpenNet program will lead to further reductions in sales of our satellite products; the risk that our reseller arrangement with Starlink will not provide material benefits; uncertainty regarding customer responses to new product and service introductions; challenges and potential additional expenses in retaining our employees, particularly in the current competitive labor market characterized by rising wages; uncertainties created by our new business strategy, which may impact customer recruitment and retention; the uncertain impact of ongoing disruptions in our supply chain and associated increases in our costs; the uncertain impact of inflation, particularly with respect to fuel costs, and fears of recession; the uncertain impact of the wars in Ukraine and the Middle East; unanticipated changes or disruptions in our markets; technological breakthroughs by competitors; changes in customer priorities or preferences; potential customer terminations; unanticipated liabilities; the potential that competitors will design around or invalidate our intellectual property rights; a history of losses; continued fluctuations in quarterly results; the uncertain impact of federal budget deficits, Congressional deadlock and the federal debt ceiling; the uncertain impact of changes in trade policy, including actual and potential new or higher tariffs and trade barriers, as well as trade wars with other countries; unanticipated obstacles in our product and service development, cost engineering and manufacturing efforts; adverse impacts of currency fluctuations; our ability to successfully commercialize our new initiatives without unanticipated additional expenses or delays; potential reduced sales to companies in or dependent upon the turbulent oil and gas industry; the impact of extended economic weakness on the sale and use of marine vessels and recreational vehicles; the potential inability to increase or maintain our market share in the market for airtime services; the risk that declining sales of the TracNet H-series and TracPhone V-HTS series products and related services will reduce airtime gross margins; the risk that reduced product sales will continue to erode product gross margins and lead to increased losses; the need for, or delays in, qualification of products to customer or regulatory standards; potential declines or changes in customer demand, due to economic, weather-related, seasonal, and other factors, particularly with respect to the TracNet H-series and TracPhone V-HTS series; exposure for potential intellectual property infringement; changes in tax and accounting requirements or assessments; and export restrictions, delays in procuring export licenses, and other international risks. These and other factors are discussed in more detail in our Annual Report on Form 10-K filed with the Securities and Exchange Commission on March 15, 2024. Copies are available through our Investor Relations department and website, [investors.kvh.com](http://investors.kvh.com). We do not assume any obligation to update our forward-looking statements to reflect new information and developments.

# KVH: A Stronger Financial Foundation & Focus

## ■ Innovative, global leader in mobile connectivity for maritime

- Launched groundbreaking hybrid connectivity solutions
- Expanded our multi-orbit, multi-channel portfolio through the addition of new partnerships
- Subscriber base of ~6,900 at end of Q4 2023
- Airtime gross margins remain strong

## ■ Benefitting from significant transformative activities

- Accelerating our transition from a capital-intensive, hardware-focused business to an integrated service-oriented organization
- Winding down manufacturing and reducing corresponding headcount with inventory anticipated to support demand through 2025 and beyond
- Maintained a debt-free balance sheet

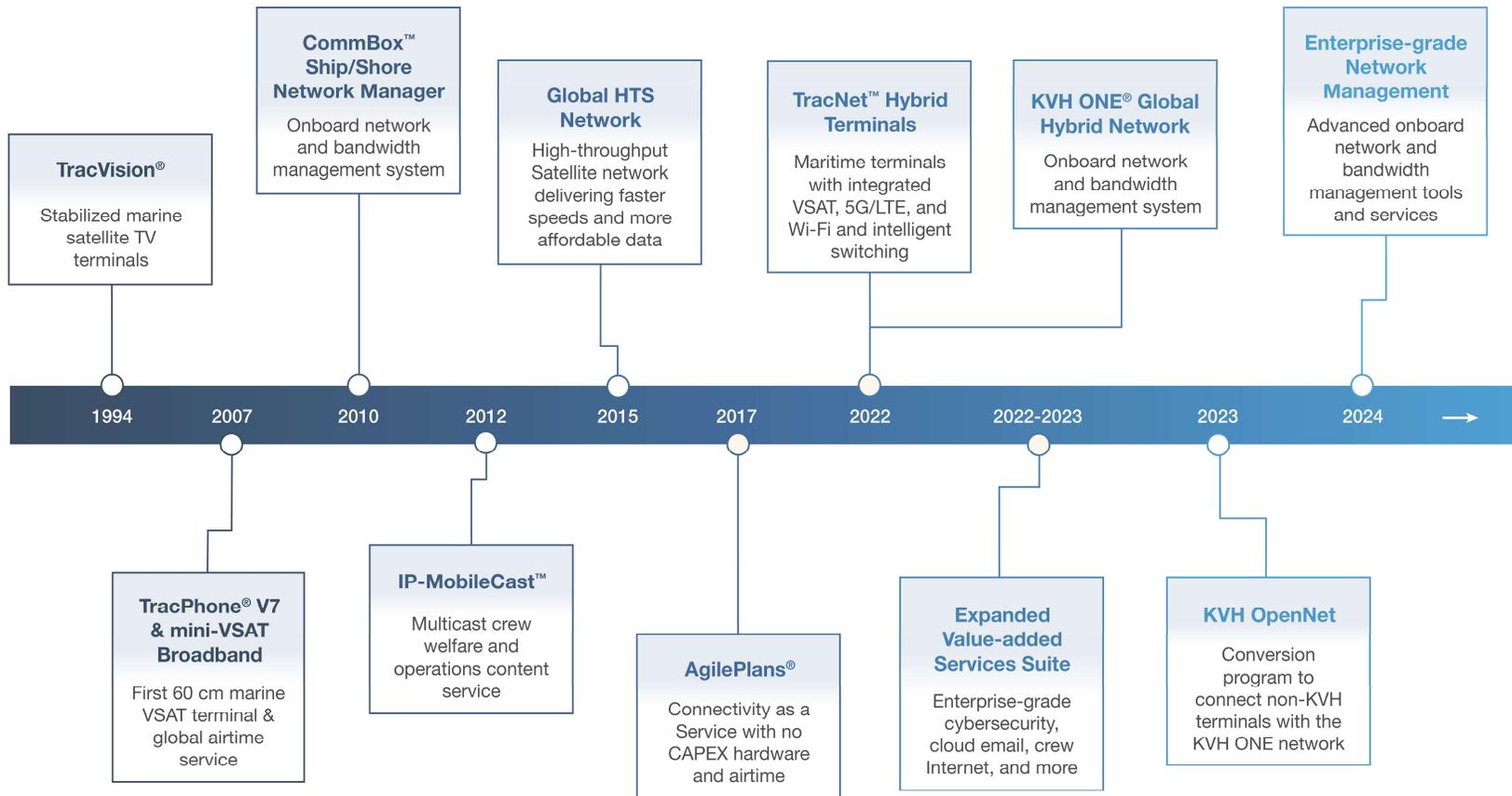


Commercial Maritime



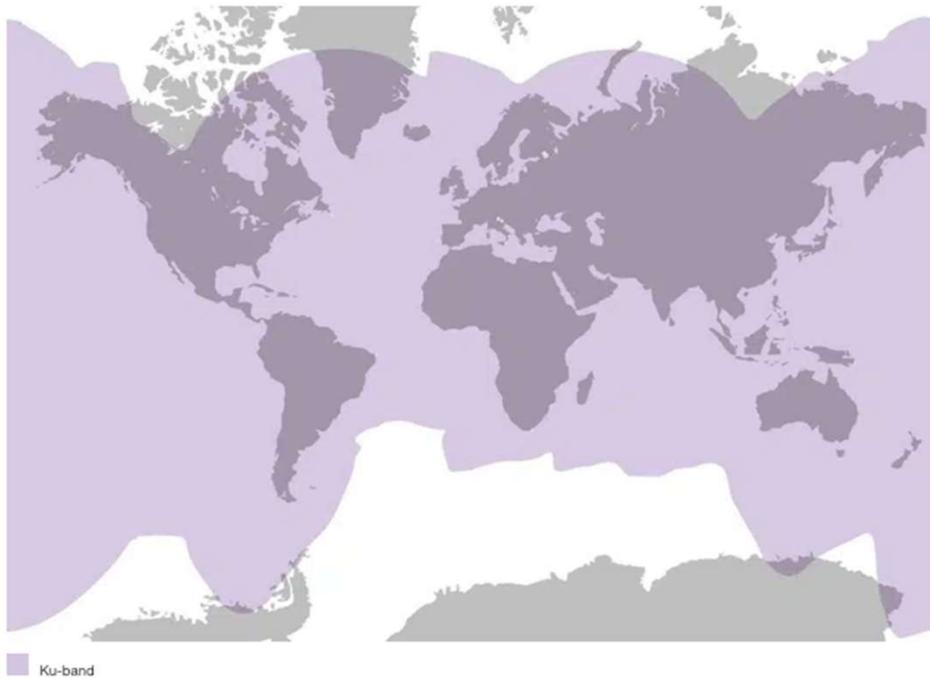
Leisure/Superyacht

# Creating Integrated Solutions & Services

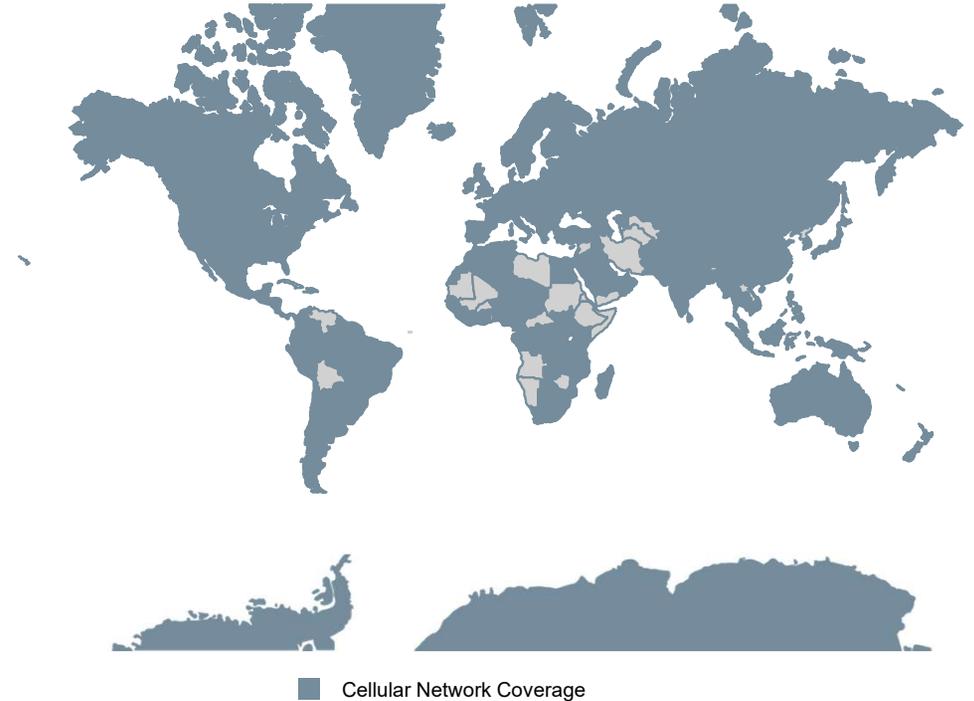


# Established Global Coverage for Mobile Users

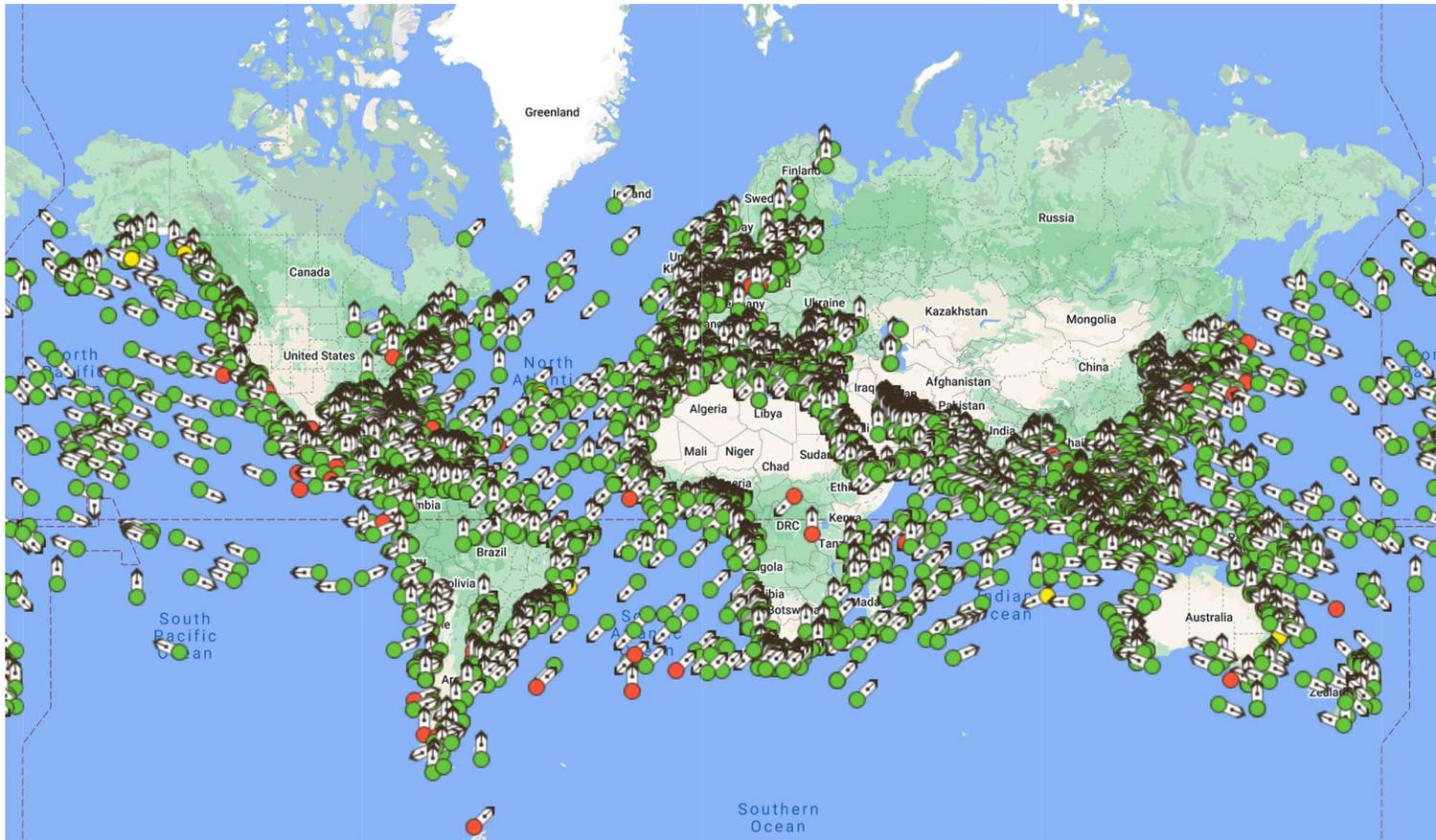
**Global Ku-band VSAT Network**



**Cellular Network Service in 150+ Countries**

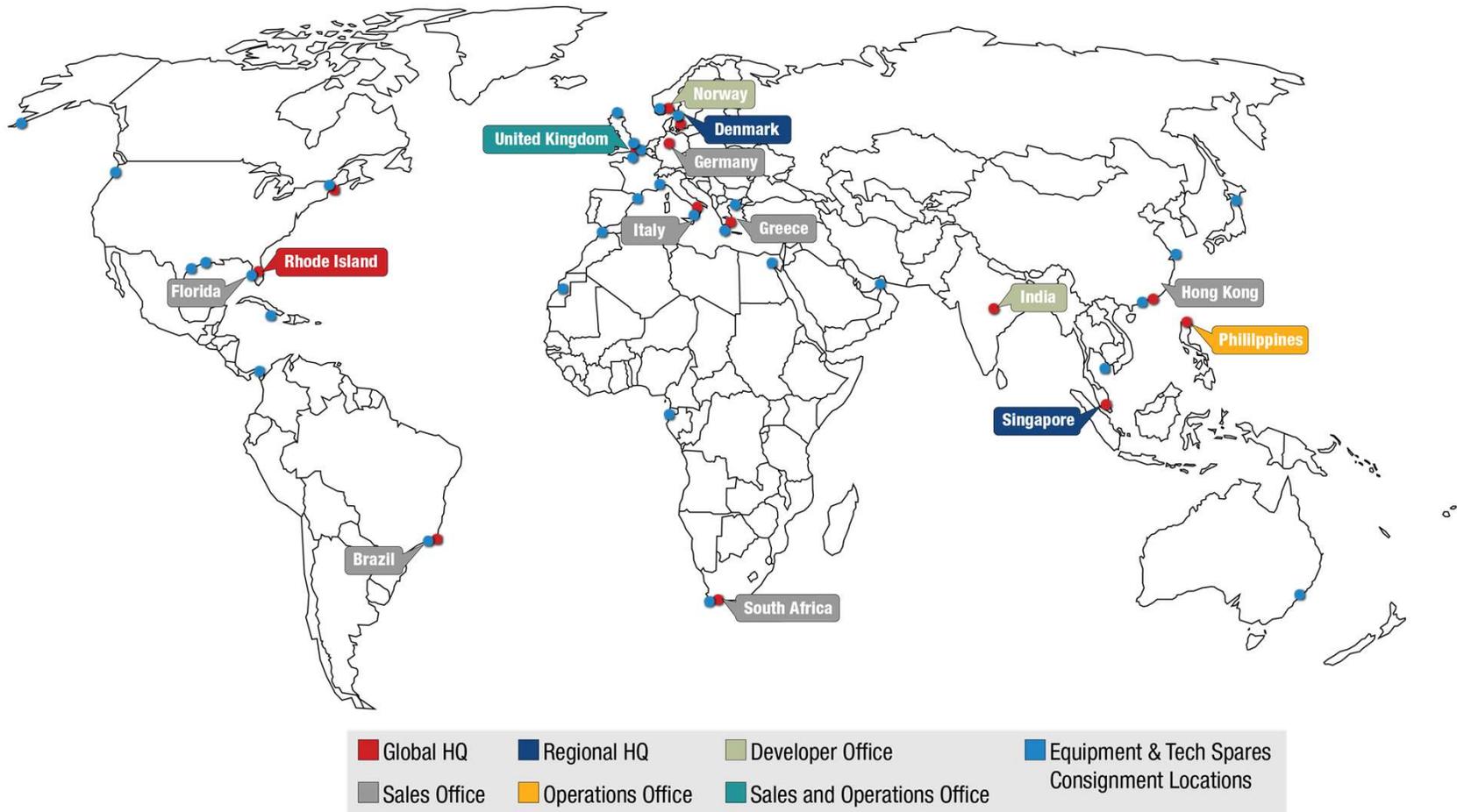


# Delivering Maritime Services Worldwide



 Represents KVH Connected Ship

# A Global Presence to Support Our Customers



# Demand for Connectivity

- **Pandemic drove significant increase in data**
- **Vessels among the most heavily sensed platforms**
  - Onboard systems alone generate more than 20 GB of onboard sensor data per day
- **Demand continues to grow**
- **Data capacity demand projected to increase from 63 Gbps in 2022 to 1.5 Tbps by 2032**
  - 37.5% compound annual growth over the decade
- **Broadband terminal growth from 36,000 in 2022 to more than 80,000 in 2032**

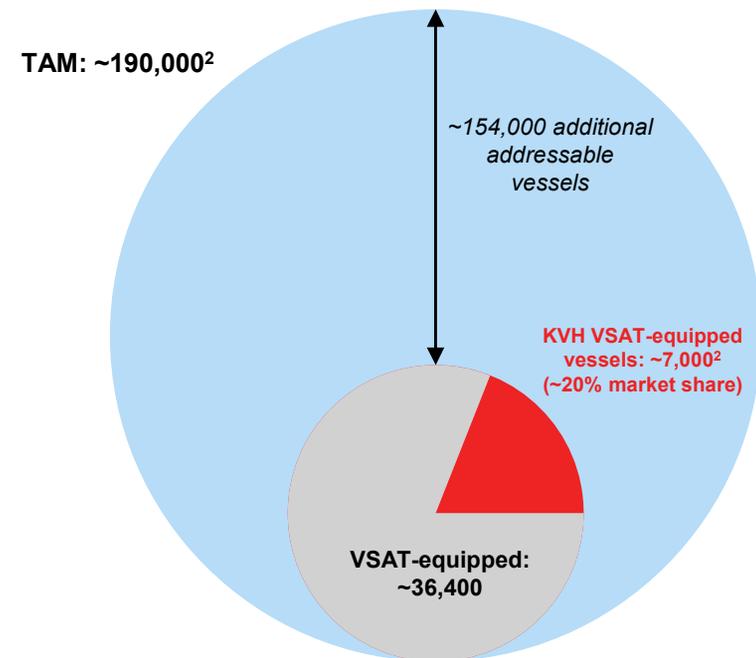
Source: Euroconsult "Prospects for Maritime Satellite Communications, 11<sup>th</sup> Edition" 2023



# Competing in Large and Growing Markets

- **More than 190,000 vessels<sup>1</sup> are either existing or potential customers for KVH's VSAT services, including:**
  - ~36,400 current VSAT-equipped vessels
  - ~154,000 vessels which could be VSAT equipped
- **KVH captured ~20% of the VSAT-equipped vessel share as of year-end 2022**

## Vessels as of Year-end 2022



Source: Euroconsult "Prospects for Maritime Satellite Communications, 11<sup>th</sup> Edition" 2023

1. Per Euroconsult, includes vessels larger than 24 m or 100 GT in Merchant, Passenger, Leisure, Offshore Oil & Gas, and Fishing segments as of year-end 2022 and addressable by maritime satellite communications providers

2. Represents the number of total subscribers at the end of Q4 '22

# The KVH Advantage is The Power of One®

Combining hardware, software, and services into seamless end-to-end solutions

**Groundbreaking  
Hybrid Hardware  
& LEO Integration**



**Intelligent Hybrid  
Network**



**Enterprise-grade  
Cybersecurity**



**Enterprise-grade  
Fleet & Network  
Management Tools**



**Content, Email  
& Value-added  
Services**



**Global Service  
& Support**





# KVH ONE®

Multi-orbit, Multi-channel Integrated Hybrid Connectivity



## GEO (Geosynchronous Orbit)

Enterprise-grade Connectivity - Ku-band VSAT

- Thousands of vessels on KVH ONE VSAT
- Delivered via high-reliability parabolic antennas
- Ideal for mission-critical operations, value-added services, and more

## MEO (Medium Earth Orbit)

Anticipated Future Coverage

## LEO (Low Earth Orbit)

Emerging Global Coverage

- \$1 - \$5/GB data plans
- Flat panel electronic arrays
- High-speed connectivity for operations, content streaming, IoT, crew welfare, and more

## 5G Cellular

Ultra-light, Ultra-compact Antenna

- Data speeds as fast as 300 Mbps
- Coverage 20+ miles (32+ km) offshore

## Shore-based Wi-Fi

Free Access

- Data speeds as fast as 20-500 Mbps
- Coverage .3 miles (500 meters) offshore



**GEO**  
Orbit: 22,600 miles  
Global coverage  
20/3 Mbps max speed



**MEO**  
Orbit: 12,600 miles



**LEO**  
Orbit: 500-700 miles  
High-speed, low-latency  
100-220 Mbps max speed

## CommBox™ Edge



Learn more about KVH's multi-orbit, multi-channel integrated hybrid connectivity solutions, visit: [www.kvh.com](http://www.kvh.com)

Leisure Yachts

Commercial Vessels

Military/Government Vessels



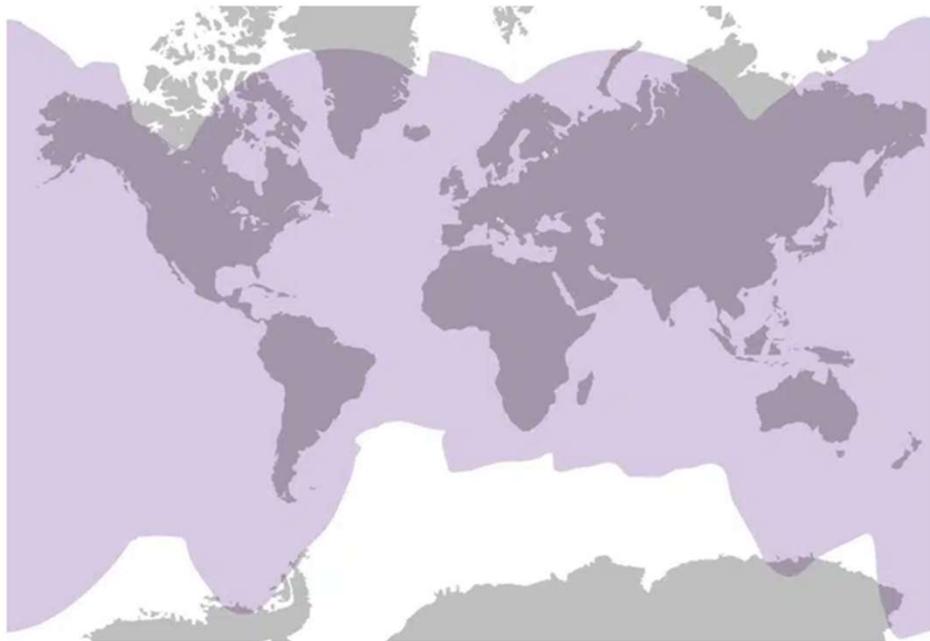
# TracNet: Global Hybrid Connectivity Solutions

## TracNet H-series



- **First maritime connectivity systems to integrate VSAT, cellular, and Wi-Fi in a single terminal**
  - Intelligent channel switching
  - Integrated 5G for speeds 4-10x faster than typical LEO service data rates
  - VSAT as fast as 20/3 Mbps (down/up)
- **Lightweight, single-cable, multi-channel integrated design**
  - Reduces purchase and installation costs, and service requirements
  - Single coax for easy competitive conversions
  - Improved field serviceability

# KVH ONE Global Hybrid Network



Ku-band

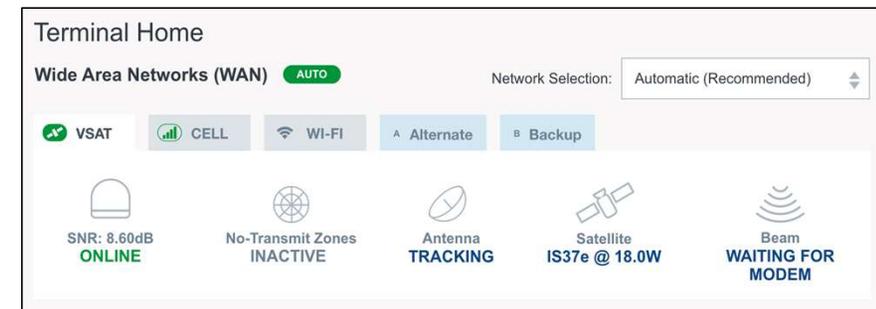
KVH's layered HTS network delivers optimized connectivity with multiple satellites in view, mitigating potential loss of signal due to blockage

## KVH ONE Global Hybrid Network

- **End-to-end hybrid connectivity for coastal, offshore, and blue water applications**
- **High Throughput Satellite (HTS) layered network**
  - 294 million sq. km (113+ million sq. miles) of Ku-band coverage powered by Intelsat and JSAT
- **Integrated 5G/LTE service in 150+ countries**
- **Compatibility with shore-based Wi-Fi networks**

# Intelligent Automatic Network Switching

- **TracNet H-series terminals employ automatic network switching**
  - Automatically switches channels to connect to the optimal communication option
  - Real-time assessments of VSAT, 5G/LTE, shore-based Wi-Fi, alternative primary, and backup connections
  - Driven by factors such as service availability, costs, and the quality of data transfer
- **Ability to select user-supplied SIM rather than KVH-supplied SIM for local cellular services**
- **Optional manual switching**



# AgilePlans: Disruptive Connectivity as a Service



## AgilePlans ONE

- **Creating value via business model innovation**
- **All-inclusive, no-commitment bundle of hardware, airtime, content, value-added services, installation, and maintenance**
  - Affordable, recurring monthly fee
- **Growing, high retention subscriber base**
- **More than 50% of KVH subscribers are on AgilePlans**

# CommBox Edge Communications Gateway



## Advanced Network Management

- An all-in-one management toolbox for maritime IT professionals
- Intuitive network and bandwidth management
- Secure, cloud-managed SD-WAN
- Network optimization
- Network, data, and user controls
- Real-time reporting
- Secure, scheduled remote access for shore-based support

# KVH ONE OpenNet: Expanding Airtime Users

## KVH ONE OpenNet

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- Opening the KVH global HTS network to non-KVH antennas to expand subscriber base
- Shifting our view from hardware-centric to service-centric as airtime is the primary driver for our growth
- Quickly convert Intellian, Cobham, and other VSAT antennas to work with KVH VSAT airtime with no hardware changes
- Enable OEMs to install hardware of their choice during construction and activate with KVH upon delivery

# Starlink from KVH: Integrating LEO Services



## Starlink from KVH

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- **Serving as Starlink reseller strengthens our position as a multi-orbit, multi-channel integrated solution provider**
- **Offering Starlink as companion to KVH hybrid and VSAT terminals and a standalone solution**
- **Providing a comprehensive hybrid solution with LEO, GEO, 5G, and Wi-Fi**
- **Activating Starlink service**
- **24/7/365 live technical and airtime support**

# A Powerful Connectivity Combination

- KVH partnering with Eutelsat OneWeb to deliver a LEO/GEO hybrid connectivity solution anticipated to launch in Q2 2024
- Blazing fast speeds to support popular apps + worldwide CIR
- Exclusive custom data plans
- Intelligent hybrid switching for outstanding global reliability

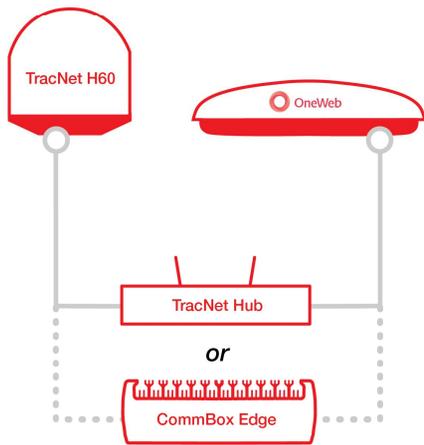


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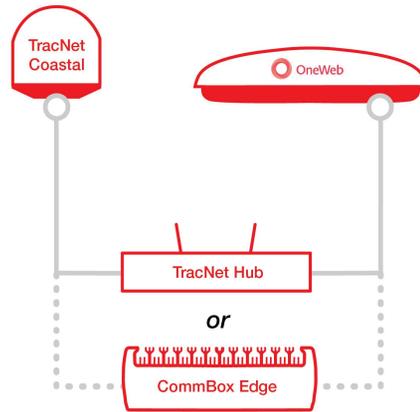
# Versatile Hybrid Configurations for Every User

Hybrid + OneWeb



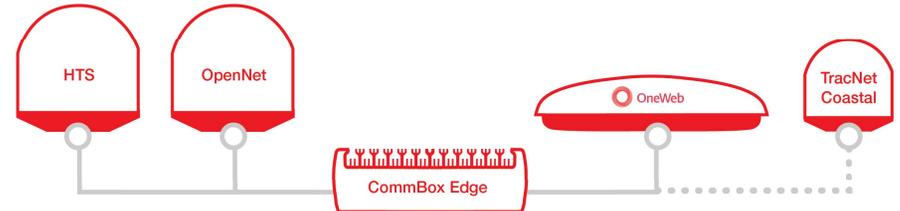
- ☑ Bundled OneWeb/VSAT Plans
- ☑ Global Coverage with CIR
- ☑ Integrated 5G/Wi-Fi Service for Coastal Waters

5G/Wi-Fi + OneWeb



- ☑ 5G/Wi-Fi Service in Coastal Waters
- ☑ Intelligent Switching to OneWeb for Offshore Coverage

VSAT + OneWeb with 5G/Wi-Fi Option



- ☑ Bundled OneWeb/VSAT Plans
- ☑ Global Coverage with CIR
- ☑ *Optional* 5G/Wi-Fi Service in Coastal Waters

Starlink + OneWeb with 5G/Wi-Fi Option



- ☑ Dual LEO Services for Primary and Backup
- ☑ CommBox Edge Channel Balancing and Bonding
- ☑ *Optional* 5G/Wi-Fi Service in Coastal Waters

# KVH Elite: High-speed Data for Superyachts

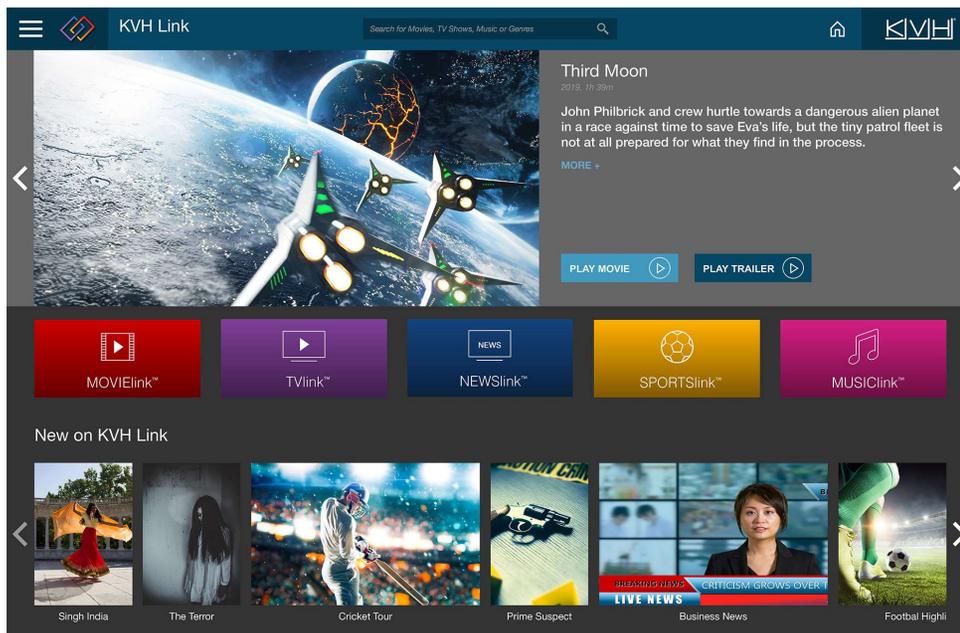


## KVH Elite

- **Unlimited high-speed service compatible with all KVH 60 cm and 1-meter terminals**
- **Caribbean, Eastern North America, Mediterranean**
- **No new equipment required**
  - Over-the-air activation
  - Airtime also available using third-party antennas
- **High ARPU**

# KVH is a Leading Provider of Maritime Content

## KVH Link



- **Crew welfare importance increased for seafarers**
- **Multicast delivery with no impact on monthly data plans**
- **Licensed news and entertainment content stored locally for mobile access**
  - Movies, TV, viral videos
  - Daily news from home
  - Music
  - Sports

# TracVision: Receive-only Satellite TV

## TracVision

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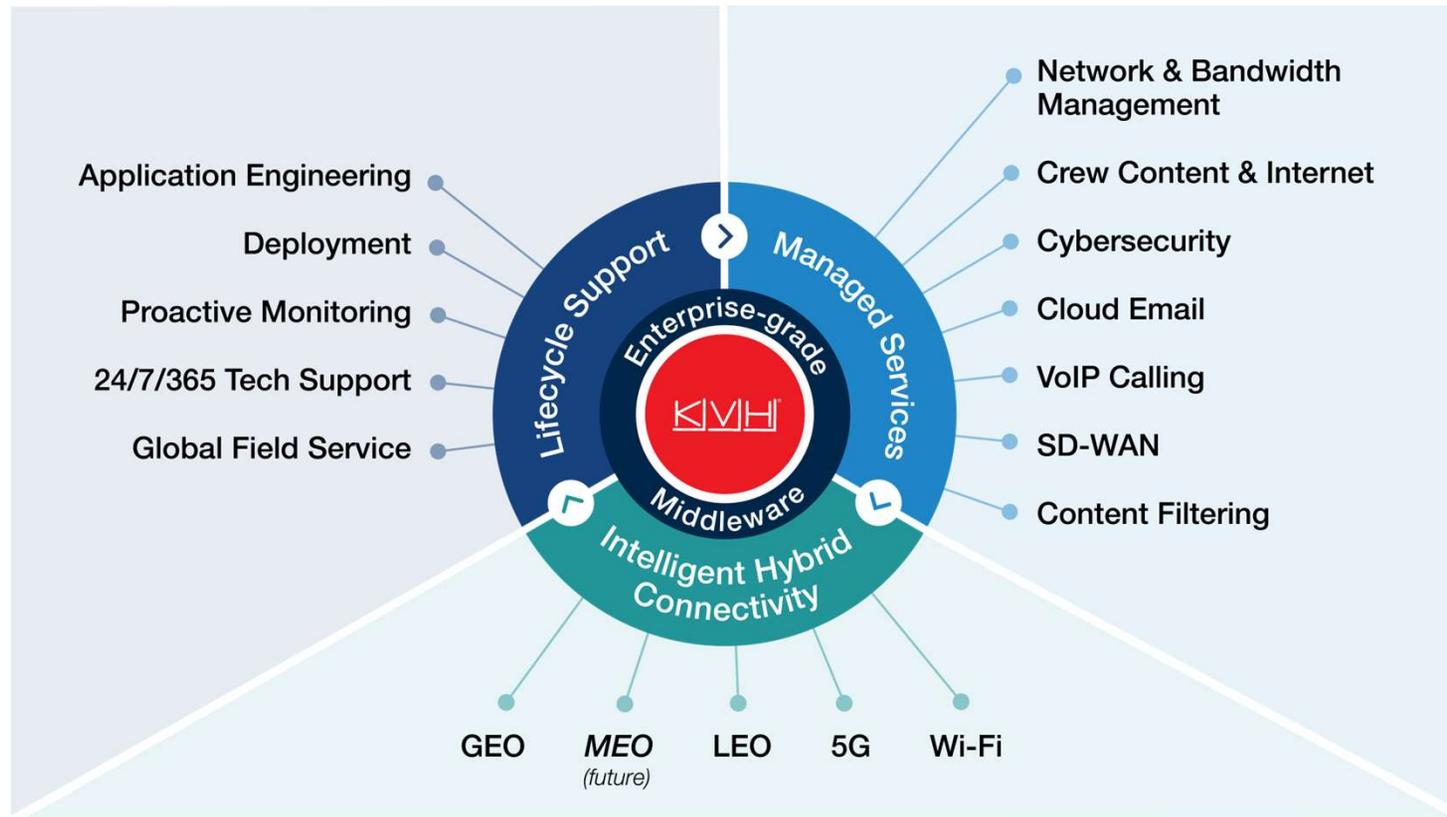


- **Award-winning, receive-only marine satellite TV antennas**
  - 32 cm to 1-meter diameter terminals support vessels 20 ft to 100+ ft long and deliver extended offshore coverage
- **HDTV and UHD (4K)-compatible, Ku-band and Ka-band satellite TV systems**
  - Support for regional services worldwide such as DIRECTV, DISH, Bell, SKY, Canal+, Nova, TrueVisions, Orbit Showtime Network, DIRECTV Latin America, and more

# Global Network of Technical Service Partners



# Delivering a World-class Integrated Connectivity/Managed Service Approach



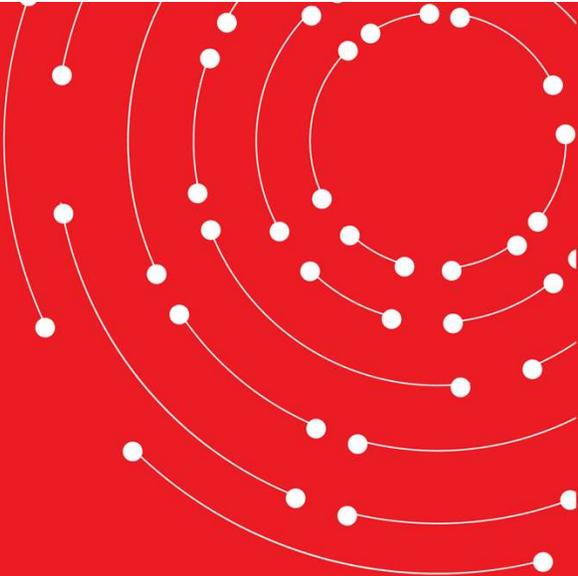
# Building a Robust Financial Foundation

# Financial Highlights: Q4 2023

- **Solid balance sheet with \$69.8M in cash and zero debt**
- **Ended Q4 2023 with ~6,900 subscribers on our network**
  - Subscribers even with end of 2022, down slightly from Q3 2023
- **Financial results**
  - Total revenues were \$31.5 million, down 13% from \$36.0 million in the fourth quarter of 2022
  - VSAT airtime revenue decreased \$1.0 million to \$25.9 million, or 4%, compared to Q4 2022
  - Recorded non-cash charges of \$5.2 million for inventory write-off and \$3.6 million for excess purchase order obligations related to reduced demand for VSAT and TVRO products, which has led to the wind-down of manufacturing activities in Middletown, RI, in the first half of 2024
  - Including the \$8.8 million of non-cash charges noted above and \$2.1 million of expense related to disposal of discontinued projects, net loss was \$12.2 million; excluding the combined \$10.9 million of non-recurring charges, net loss would have been \$1.3 million
  - Non-GAAP adjusted EBITDA, excluding \$8.8 million of non-cash charges related to reduced hardware demand and \$2.1 million of discontinued project expenses, was \$2.3 million, compared to \$4.5 million in the fourth quarter of 2022

# Path for Success in 2024

- **Drive revenue growth through increased subscriber base**
- **Secure cost-effective network capacity on multiple constellations**
- **Strategic steps to achieve these goals include:**
  - Pursue airtime subscriber growth through support of non-KVH antennas as well as the addition of airtime options via future KVH products
  - Integrate enterprise-grade VSAT with LEO, 5G, and Wi-Fi as part of a multi-orbit, multi-channel connectivity solution
  - Expand our suite of value-added services
  - Gain scale through organic growth



KVMH<sup>®</sup>

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