



TracPhone V7

What broadband at sea was meant to be.

KVH INDUSTRIES
MINI-SAT
BROADBAND

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SES AMERICOM

What broadband at Sea was meant to be





TracPhone® V7

What broadband at sea was meant to beSM

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MINI-VSAT
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KVH TracPhone V7 & mini-VSAT Broadband

What broadband at sea was meant to be.

Hans Henrik Danevig
Sales Manager
KVH Europe





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Powerful technology from 3 Industry Leaders



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ViaSat

KVHI



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What Broadband at Sea was Meant to Be

A fully integrated maritime satellite communications system and service

- An end-to-end solution with fast service, versatile operation, and rugged design

Smaller, more affordable hardware

- 85% smaller by volume than 1-meter VSAT terminals
- Up to 34% lower cost than traditional VSAT
- Significantly less expensive than Inmarsat Fleet services
- Multiple service plan options to suit any budget and operating need
- Easier to install and use – 1 day job
- € 27.995 for complete hardware solution

Faster, more affordable maritime broadband service

- Flexible rate plans to meet every customer's needs
- Faster data rates – CDMA technology versus TDMA

Stay connected at sea with

- ✓ E-mail
- ✓ Internet browsing
- ✓ Multiple Voice-over-IP (VoIP) telephone lines
- ✓ Secure access to company networks (VPN)
- ✓ Instant messaging and more



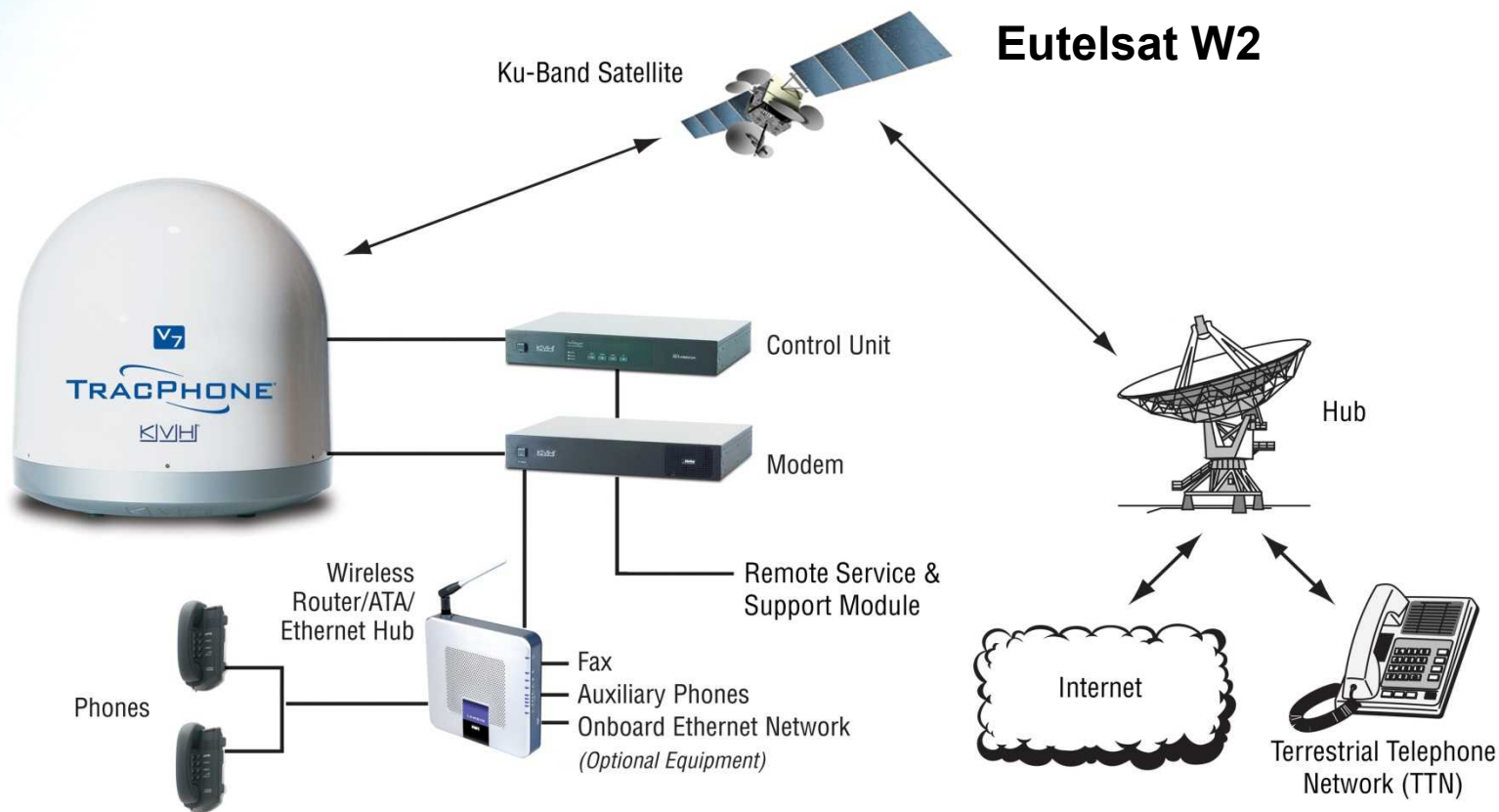
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How the System and Service Work





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CDMA – Fast, Consistent, and Cutting Edge

mini-VSAT Broadband virtually eliminates contention issues, transmission delays, and shared bandwidth

CDMA technology sends your data immediately in bursts; traditional VSAT uses TDMA technology, which divides bandwidth & transmissions into time slots

mini-VSAT Broadband eliminates network slowdowns

With traditional VSAT, you might be 1 of 20 users competing for the same bandwidth and suffering reduced data rates



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It's Easy to Take It with You

The TracPhone V7 and mini-VSAT Broadband service offer fully automated transitions when cruising from region to region

TracPhone V7's LNB never needs to be swapped

GPS-enabled skew automatically adjusts LNB to new region

Modem reconfigures automatically to new satellites when changing regions

mini-VSAT Broadband's frequencies and transmission protocols are identical wherever you travel



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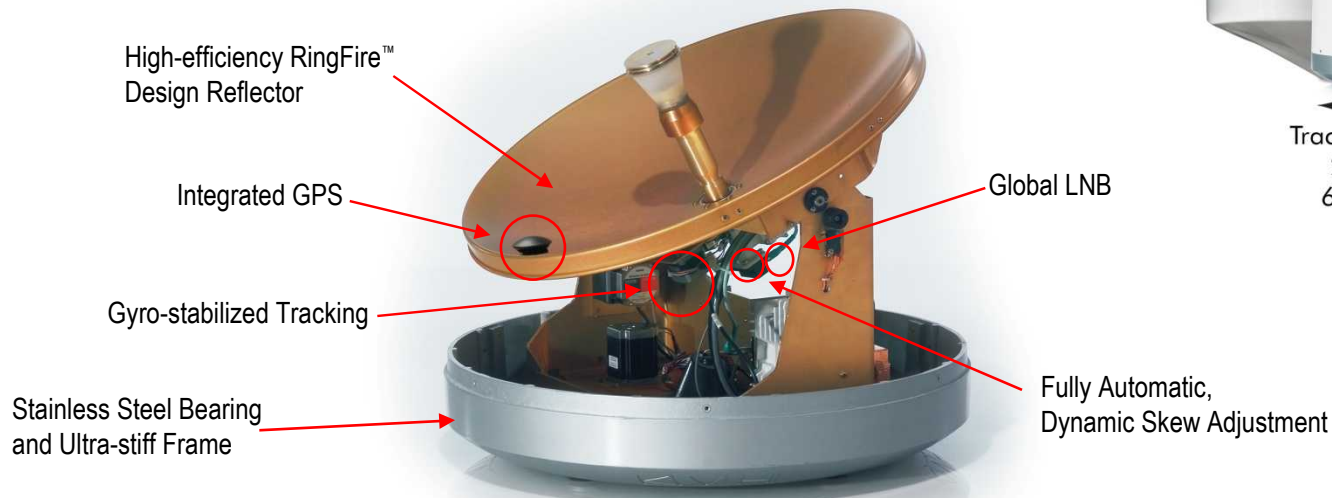
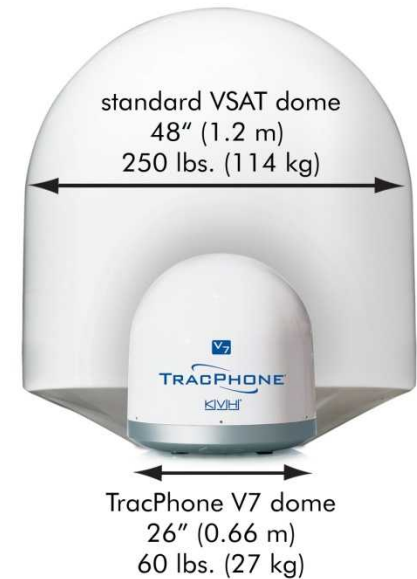
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The TracPhone V7 – Rugged, Compact, Reliable

Easier to install and service

- 85% smaller by volume and 75% lighter than 1-meter VSAT antennas
- Intelligent system does not need to connect to the ship's gyro-compass
- Built on KVH's experience fielding +125.000 mobile satellite antennas





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A Simple, Powerful Below-decks System

The TracPhone V7's control unit and modem are fully integrated for easy installation and operation

- Interface flawlessly with TracPhone V7 and mini-VSAT Broadband service
- Includes WiFi and Ethernet hub for onboard networking
- Voice-over-IP telephone service with multiple simultaneous lines (2)





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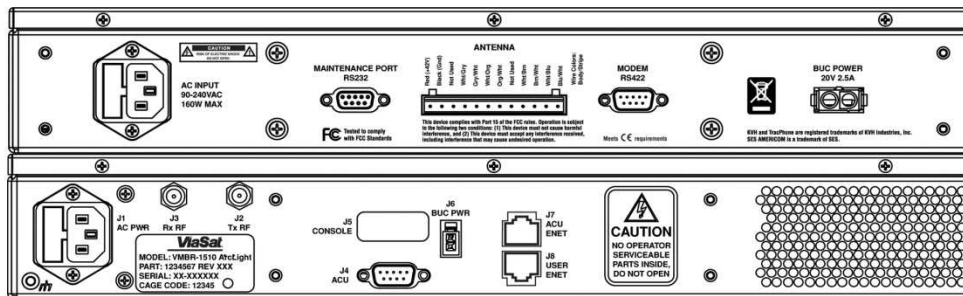
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Removing the Roadblocks to Installation

TracPhone V7 installation and mini-VSAT Broadband activation can be completed in just 1 day

- A 27 kilo TracPhone V7 rather than a 114 kg, 1,20 meter VSAT antenna
- Small installation footprint for flexibility in choosing a mounting site
- No need for a crane or structural reinforcement
- Activation is completed within hours





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The New mini-VSAT Broadband Service

mini-VSAT Broadband's "spread spectrum" technology offers more affordable service & supports smaller terminals

- ✓ Technology previously only available to the military and corporate jets
- ✓ Outstanding network traffic management
- ✓ Consistent data and network performance
- ✓ Fastest data rates available: up to 512 Kbps upload (ship-to-shore) and up to 2 Mbps download (shore-to-ship)
- ✓ Always-on, flat rate pricing packages ideal for budgeting and setting preferred data rates
- ✓ Cost-effective, per-megabyte rate plans offer complete flexibility in service use and monthly costs





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Maritime Internet Made Affordable

Speed-based Subscription Plans (Always-on, Fixed Price Access)†

Ship-to-Shore (max. upload)	Shore-to-Ship (max. download)	mini-VSAT Per Month*
128 Kbps	128 Kbps	\$995
128 Kbps	256 Kbps	\$1295
256 Kbps	256 Kbps	\$1695
256 Kbps	512 Kbps	\$2295
512 Kbps	1024 Kbps	\$3495
512 Kbps	2048 Kbps	\$4995

Check coverage map for rate availability

mini-VSAT Voice-over-IP Telephone Services

- ✓ \$0.75 per minute plus international termination charges
- ✓ \$275 unlimited plus international termination charges*

*Varies – average termination charge 0,17 USD

† Use of continuous streaming video, webcams, online gaming, and similar applications is restricted under terms of the Unlimited Access Plan's Fair Use Policy.

Per Megabyte Subscription Plans	Inmarsat Fleet F77*	mini-VSAT Open Plan*	mini-VSAT Bundle Plan*
Data Rates (maximum upload/download)	128 Kbps/128 Kbps	512 Kbps/1024 Kbps	512 Kbps/1024 Kbps
Per Month Usage Fee	\$0	\$0	\$1.495 for 500 MB**
Cost per Megabyte (MB)	\$32	\$4,99	\$2,99
Savings when choosing mini-VSAT	–	You save \$27 per MB	You save \$29 per MB

Check coverage map for rate availability

* Service fees subject to change; current as of June 29, 2007. See end user agreement for service and subscriber details. ** \$2.99 for each additional MB over 500



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VOIP call example

You call from KVH V7 VOIP phone to Greece

V1 plan \$ 9,95/month + \$ 0,75/min + termination charges
Your cost is \$ 0,75 + \$ 0,18 = \$ 0,93 per minute

V2 plan \$ 275,95/month unlimited + termination charges
Your cost is \$ 0,18 + \$? (depending of use)



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KVH VOIP benefits including

Caller ID, call waiting and on-hold features

Speed dial and redial

Fax and 3-way calling

10 virtual "local numbers" – call at local rates

"Find Me/Follow Me" – forward calls to your home, work, mobile (5 numbers)

Voice mail

Online billing and account management

Account balance and reminders via email



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Powerful Tools & Outstanding Convenience

The TracPhone V7's Enhanced VoIP Service also offers a range of other exciting benefits such as:



Always-on, guaranteed voice connections

No interruption to voice conversations when data transmissions occur at the same time

A great suite of convenient features and account management tools, including the ability to manage your KVH VoIP account online from anywhere in the world



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Current Coverage Map

Seamless Regional Roaming

Availability & Upload Rates

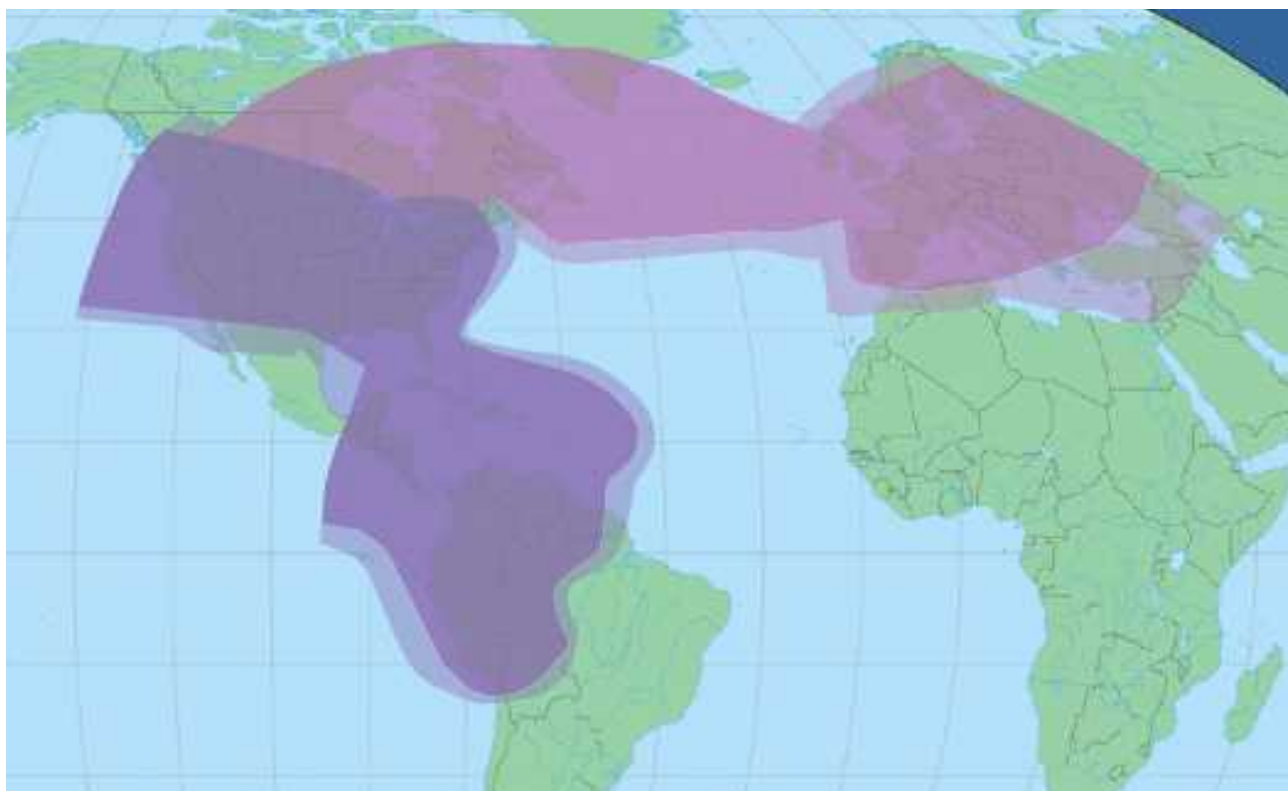
Americas & Caribbean

- October, 2007
128, 256 & 512 Kbps
- October, 2007
Extended Coverage
128 & 256 Kbps

N. Atlantic & Europe

- January, 2007
128, 256 & 512 Kbps
- January, 2007
Extended Coverage
128 & 256 Kbps

Max. Download Rate: 2 Mbps
in all coverage areas based
on selected airtime subscription





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Internet at Sea You Can Rely On

An affordable, end-to-end, fully integrated maritime broadband solution

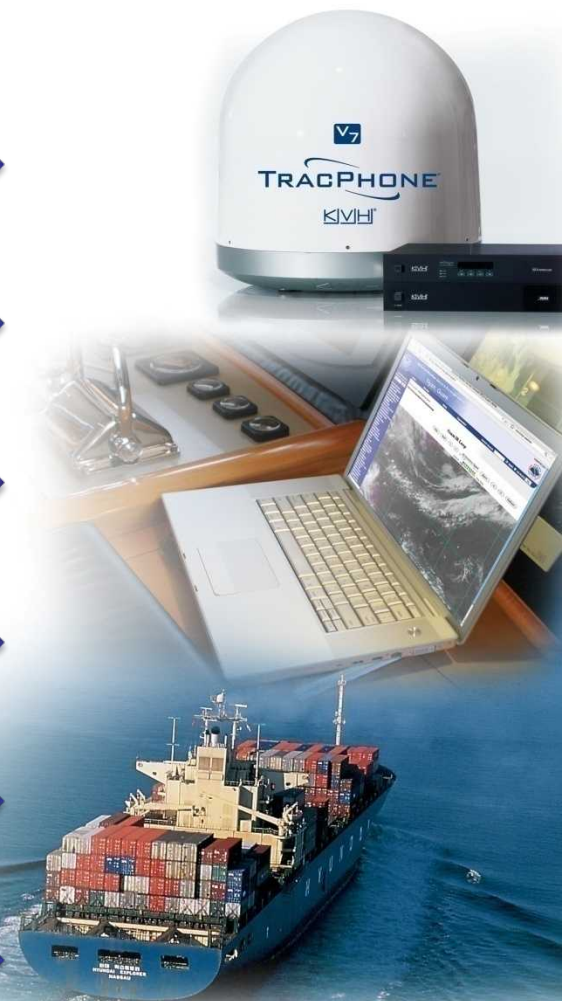
KVH, your single point of contact for sales, installation, activation, service, and support

Affordable and consistent service offering high-speed Internet, e-mail and VoIP connections

Flexible rate plans, including always-on, fixed price options

Compact, rugged hardware for easy, more affordable installation, service, and reliable operation

Broadband at sea is finally what it was meant to be





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There's something new & exciting on the horizon!

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