

Announcement No. 14 - 2008/09

January 26, 2009

## **Thrane & Thrane in VSAT partnership with KVH Industries**

Thrane & Thrane and US-based KVH Industries, Inc. have set up a VSAT partnership to launch a new attractive solution for the commercial maritime Ku-band market (also known as the VSAT market). Combining Thrane & Thrane's solid reputation and comprehensive distribution and service networks with one of the strongest products and Ku-band networks on the market, the agreement creates a competitive solution for the fast-growing KU-band market.

The new partnership will enable Thrane & Thrane to offer a Ku-band solution with global coverage, which is mainly demanded by the commercial merchant fleet. In addition, Thrane & Thrane will be able to develop its own solutions based on KVH's Ku-band network under the new agreement.

Thrane & Thrane expects to make the initial shipments to distribution partners as early as around March 1, 2009. Thrane & Thrane's solution will be based on KVH's well known Ku-band system, which comprises both terminals and antennas. The solution delivers KVH's existing "mini-VSAT Broadband service" with data rates up to 2 Mbps. Thrane & Thrane expects to generate KU-band revenue of around DKK 40 million already from the 2009/10 financial year with revenue rising in the subsequent years.

The agreement with KVH builds on a long-standing business collaboration in which Thrane & Thrane has supplied mini-M, Fleet and FleetBroadband satellite communication equipment sold under the KVH brand. Similar to the existing arrangement, the new Ku-band solution will be marketed under Thrane & Thrane's maritime brand, SAILOR®.

The market for Ku-band equipment for maritime satellite communication is expanding strongly. Ku-band based on TV satellites has been used for two-way communication for more than 15 years, mostly on land, but also at sea. There is clearly a trend among shipowners to consider vessels as part of their IT infrastructure.

The benefits of solutions based on KU-band include high data speeds at a fixed monthly price. The primary market consists of tankers, cruise ships, ferries and large yachts, but these solutions are also attractive in the market for commercial vessels.

The current volume of installed maritime Ku-band terminals is around 5,500. The number is currently growing by about 1,500 per year, but the rate is expected to increase. The typical end-user price for a terminal is around USD 40,000–60,000.

### **For further information, please contact**

Walther Thygesen, CEO

Tel.: +45 39 55 88 00

**About Thrane & Thrane**

*Thrane & Thrane is the world's leading manufacturer of equipment and systems for global mobile communication based on sophisticated satellite and radio technology. Since its incorporation in 1981, the company has established a strong position within global mobile communication solutions based on the Inmarsat system, and today Thrane & Thrane provides equipment for maritime, land-based and aeronautical use. The company's communication products are sold throughout the world under the brands Thrane & Thrane, EXPLORER® and SAILOR® through distributors and partners. Thrane & Thrane is listed on OMX The Nordic Exchange in Copenhagen (THRAN). [www.thrane.com](http://www.thrane.com).*

**About KVH Industries**

*KVH Industries Inc is a leading provider of in-motion satellite TV and communications 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's head office is located in Middletown, Rhode Island, USA. NASDAQ OMX (symbol: KVHI). [www.kvh.com](http://www.kvh.com).*