



Simon Wang
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Subject: Business Development in China

Dear Mr. Wang,

KVH Industries, Inc. ("KVH") is pleased to work with Vancoo Automation ("Vancoo") to develop the market in China. This partnership is a non-binding agreement between KVH and Vancoo to offer KVH's products in China at competitive prices. This is a trial partnership to gauge Vancoo's ability to penetrate the Chinese market and provide high level support at the customer level.

KVH strives to provide fast response times and local support which this partnership will help create in China. Vancoo is a Shanghai based company with years of expertise in the sensor market. This partnership will help Vancoo balance KVH's market leading technology with their experience in the sensor market.

Regards,

A handwritten signature in cursive script, appearing to read "Michael Brendlinger".

Michael Brendlinger
Regional Sales Manager, FOG & Inertial Navigation
(401) 608-2229