



KVH Receives \$1.4 Million TACNAV TLS Order

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MIDDLETOWN, R.I.--(BUSINESS WIRE)--March 16, 2000--KVH Industries, Inc., (NASDAQ:KVHI) today announced that a current customer has placed a repeat order for TACNAV(TM) TLS systems. This most recent order for the KVH tactical navigation system is valued at \$1.4 million with shipping scheduled over the next few quarters.

The positional data that TACNAV TLS provides allows commanders to accurately pinpoint and direct fire at targets without endangering their own troops. Unlike military forces that use only Global Positioning System (GPS) data for position information, units with TACNAV systems are not susceptible to data losses if terrestrial interference or hostile activity causes GPS signal interruptions. TACNAV systems achieve this by integrating with a vehicle's GPS and using proprietary calculation capabilities to ensure that the critical data is available 100 percent of the time.

"We believe this repeat order is evidence of a growing momentum towards establishing combat forces that are both strategically mobile and dominant across the full operations spectrum," said Martin Kits van Heyningen, president and CEO. "Countries recognize that they need a different military force, one that can be rapidly moved from one hot spot on the planet to another and yet deliver effective firepower, to contend with today's combat situations. 'State-of-the-art' TACNAV-equipped vehicles are an important component of the new military force."

TACNAV TLS is a digital compass-based tactical navigation system designed to bring together all of the data needed by an armored vehicle crew. Information from each of the vehicle's sensors, including the GPS, laser rangefinder, turret angle encoder and odometer, and precise heading data is clearly presented in bold graphics on driver's and commander's displays. In addition, TACNAV integrates data from the vehicle's odometer and heading sensor to generate accurate dead reckoning data should the GPS fail. As a result, crews are ensured complete availability of essential data that can help military forces remain viable on today's highly technical battlefields. In the U.S., TACNAV TLS systems are widely used by the Army and Army National Guard, and they are being tested as a key component in the U.S. Army's Task Force XXI Battle Command Brigade and Below (FBCB2) program that is developing a digital battlefield system.

KVH also offers TACNAV Light systems for support vehicles such as troop carriers and supply trucks and TACNAV FOG for heavy forces that require dynamic target location and Northpointing capabilities. The U.S. Marine Corps selected the company's TACNAV Light navigation system for a rebuild of its fleet of AAV 7s (amphibious assault vehicles). TACNAV FOG, which features KVH's proprietary fiber optic gyro (FOG), was recently selected by Delfin Systems to meet highly precise heading and position specifications for a vehicle-mounted signal intelligence system that the California-based company is developing for the U.S. Army.

KVH uses its proprietary autocalibration, sensor and fiber optic technologies to develop and market a range of products, from mobile satellite communications systems for land and sea to navigation systems for military and commercial applications. The company has its headquarters in Middletown, RI, and additional facilities in Illinois, Florida and Denmark.

CONTACT: KVH Industries, Inc.
Alice Andrews, 401-847-3327