



## **KVH Throws Lifeline to Iridium Customers With Telephone Trade-in Offer**

March 22, 2000

MIDDLETOWN, R.I.--(BUSINESS WIRE)--March 22, 2000--For the 55,000 customers who lost their world-wide, mobile telephone connections following the recent termination of service from bankrupt Iridium Corporation, KVH Industries, Inc., (NASDAQ:KVHI) is making a special offer to help restore their satellite communications. KVH is offering Iridium customers the opportunity to trade in their obsolete phones and receive a \$500 credit towards a new KVH Tracphone(R) 25 or Tracphone 50 satellite phone.

Tracphone systems use the global mini-M satellite service from Inmarsat, the foremost provider of international mobile satellite communications, to deliver voice, fax and data. Inmarsat has been providing reliable satellite communications to merchant fleets and pleasure craft for more than 20 years, and its mini-M system is the most popular voice, fax and data service in the world. In 1999 alone, Inmarsat's mini-M customer base grew nearly 70 percent and users now total nearly 65,000. KVH's Tracphone systems use innovative stabilized antennas that maintain contact with the Inmarsat satellites, even when mounted on boats and other platforms subjected to heavy motion.

"We have years of experience in the satellite communications industry, and know how important it is for mariners to have full-time, dependable access to phone, fax and data services anywhere in the world," said Jim Dodez, vice president of marketing. "Tracphone 25 and Tracphone 50 are widely recognized for their reliability in providing these services to marine vessels, even in the heaviest of seas. We are pleased to extend to Iridium customers this special Tracphone offer, which will assist them in restoring their mobile telephone connections."

Tracphone 25 is one of the smallest, fully stabilized marine telephones available for mini-M service, weighting 11 pounds (5 kg) and measuring 11.5 inches (29.4 cm) high and 10 inches (25 cm) in diameter. For boats as small as 35 feet, Tracphone 25 is ideal. Tracphone 50 is particularly suitable for commercial vessels, weighing 30 pounds (13.6 kg) measuring 19.6 inches (50cm) high by 19.3 inches (49 cm) in diameter. Both systems feature a KVH three-axis antenna, digital gyro sensors that constantly measure and compensate for vessel motion, easy installation, and rates as low as \$2.15 per minute. Password-protected smart cards provide security and accountability for each system.

In addition to its Tracphone products for two-way communications, KVH's TracVision(R) systems provide mobile satellite television reception on vessels and moving vehicles. For the past two years, the National Marine Electronics Association has recognized KVH's satellite communications and satellite television systems with their "Best Product" awards. The company also is developing systems with mobile two-way, broadband Internet capabilities.

KVH Industries designs, manufactures and markets digital navigation systems and mobile satellite communication products for use in commercial, military, and marine applications. The company's headquarters are in Middletown, RI, and additional offices are located in Hoersholm, Denmark, Tinley Park, Illinois, and St. Petersburg, Florida.

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