



KVH Industries and Thrane & Thrane Partner to Sell Inmarsat Products in the U.S.

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Companies Extend Existing Relationship to Include New, High-Speed, Two-Way Global Data Communication Systems for Vessels

MIDDLETOWN, R.I., Feb 13, 2002 (BUSINESS WIRE) -- KVH Industries (Nasdaq: KVHI) announced today that it will be the primary U.S. distributor of marine satellite communications products for Thrane & Thrane, one of the leading manufacturers of Inmarsat global satellite communication systems. Under the terms of this agreement, KVH will distribute Thrane & Thrane's full line of existing Inmarsat maritime products through KVH's nationwide dealer network. In addition, KVH and the Denmark-based Thrane & Thrane will work together to introduce new products geared toward supporting high-speed, two-way data communications in the U.S. maritime market. The first of these KVH-branded products will be introduced at the Miami International Boat Show on February 14, 2002.

"The satellite communication options available to boaters are expanding rapidly," observed Ian Palmer, KVH's vice president of satellite sales. "The addition of new KVH-branded satellite communication systems manufactured by Thrane & Thrane will supplement KVH's award-winning line of TracVision(R) and Tracphone(R) marine products and enable us to meet the voice and data communications needs for virtually any vessel worldwide."

KVH's award-winning Tracphone product line provides access to phone, fax, e-mail, and data services via Inmarsat's mini-M satellite network. Since 1997, Thrane & Thrane has been the exclusive supplier of the Tracphone's transceiver unit. Through this expanded arrangement with Thrane & Thrane, KVH will soon be offering a variety of new systems designed to provide access to other Inmarsat services, including Inmarsat-C, Inmarsat mini-C, and the recently announced Inmarsat Fleet family of satellite communications services.

"We are very pleased to have expanded our existing relationship with Thrane & Thrane to encompass these exciting new products," continued Palmer. "We expect that this will be a valuable step forward for both of our companies."

When asked about its new partnership with KVH, Thrane & Thrane Marine Sales Manager Kim Gram remarked, "We have had a long-standing and very positive relationship with KVH Industries. KVH is the clear leader in the U.S. market for marine satellite communications systems, with an unmatched sales, distribution, and service network, and we are delighted to be working with them to introduce new, next-generation communications systems for mariners."

Thrane & Thrane, founded in 1981, is one of the world's leading manufacturers of terminals and land earth stations for global mobile satellite communication via the Inmarsat system. The company provides equipment for land-based, maritime, and aeronautical use. Thrane & Thrane has manufactured approximately 35 percent of the Inmarsat-compatible systems in use worldwide. Thrane & Thrane has also been selected by Inmarsat to design, develop, and manufacture the ground infrastructure that will be used by Inmarsat's next generation of satellites, scheduled for launch in 2004.

KVH Industries, Inc., is a leading provider of innovative high-bandwidth communications products. Using proprietary fiber optic and satellite antenna technology, the company is developing next-generation systems with greater precision, durability, and versatility for communications, navigation, and industrial applications. An ISO 9001-registered company, KVH has headquarters in Middletown, Rhode Island, with a fiber optic manufacturing facility in Illinois, and a European sales, marketing and support office in Hoersholm, Denmark.

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