



German Army Designates KVH M100 Tactical Navigation System as Standard Product

November 6, 2003

M100 Ground Mobility Enhanced Navigation System Provides Unjammable Navigation for Light Vehicles

MIDDLETOWN, R.I., Nov 6, 2003 (BUSINESS WIRE) -- KVH Industries, Inc., (Nasdaq: KVHI) announced today that the German Army has named the KVH M100 Ground Mobility Enhanced Navigation System (GMENS) a standard product in the German Army procurement system. With the new German designation "Navigationsanlage Kfz digitaler Kompass," the M100 has completed all formal testing and is now available for fielding by any German Army vehicle program with the need and the funding. The self-contained M100 provides precision heading, pointing, and navigation data, and was most recently used aboard many coalition vehicles deployed during Operation Iraqi Freedom. The German Army's acceptance follows on the heels of a similar announcement by the U.S. Army Special Operations Command (SOCOM) that named the M100 a standard U.S. Army product.

"The acceptance of the M100 by the German Army illustrates the growing recognition that military vehicles require a proven, unjammable tactical navigation solution," said Dan Conway, KVH's vice president of business development. "With combat, combat support, and service support vehicles often operating together in hostile territory, the ability for those units to advance together, coordinate their operations, and reach their objectives safely becomes paramount. We look forward to working with the German Army to field the M100 and ensure that German vehicles and crews have the navigation capabilities they require to complete their missions and return home safely."

Variants of the M100 are already in use aboard a number of German Army vehicles, including the 4x4 WOLF class vehicles and antenna mast-equipped 15-ton trucks. It has also been successfully tested on the WIESEL 2 tracked light armored vehicle.

The M100 GMENS is a member of KVH's TACNAV(R) family of tactical navigation systems. KVH's TACNAV and fiber optic gyro products offer every military vehicle and every force commander - whether in a command, support, or combat vehicle - 100% availability of position and other tactical data, even if the signals from Global Positioning System (GPS) satellites are disrupted or jammed. TACNAV systems can include both inertial and magnetic field sensors, making it impossible to jam. During operations in Iraq, Kosovo, Bosnia, and Afghanistan, TACNAV's navigation capabilities were unaffected by harsh weather, and the system proved ideal for precision vehicle navigation in combat situations.

In addition to its use by the German Army, the TACNAV product family has been fielded by both the U.S. Army and Marine Corps as well as by many other allied countries, including Canada, Sweden, Britain, Spain, Australia, New Zealand, and Italy, making TACNAV the most widely fielded tactical navigation system in the industry.

KVH Industries, Inc., designs and manufactures products that enable mobile communication, navigation, and precision pointing through the use of its proprietary mobile satellite antenna and fiber optic technologies. 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 Tinley Park, Illinois, and a European sales, marketing, and support office in Hoersholm, Denmark.

This press release contains certain forward-looking statements that involve risks and uncertainties. For example, the statements regarding the sales potential, quality, and performance of KVH's products and trends in tactical navigation requirements are forward-looking statements. The actual results realized by the company could differ materially from the statements made herein. Factors that might cause such differences include, but are not limited to: uneven military sales cycles; unforeseen changes in competing technologies and products; or worldwide economic variances. Additional factors are discussed in the company's most recent Form 10-Q filed with the SEC. Copies are available through the company's Investor Relations department and web site, www.kvh.com. KVH assumes no obligation to update its forward-looking statements to reflect new information and developments.

KVH Industries
Chris Watson, 401-847-3327
cwatson@kvh.com

Financial Dynamics
Investor Relations:
Jolinda Taylor, 617-747-3600
Paul Johnson, 212-850-5600