



KVH Industries and Thrane & Thrane Strengthen U.S. Partner Agreement

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KVH Now the Sole Marine Channel Partner of Thrane & Thrane Fleet Products for the U.S. Commercial and Recreational Marine Markets

MIDDLETOWN, R.I.--(BUSINESS WIRE)--Feb. 12, 2004-- KVH Industries (Nasdaq: KVHI) announced today that it has signed an extension of its 2002 agreement with Thrane & Thrane, making KVH the sole marine channel partner of Thrane & Thrane's Inmarsat Fleet marine satellite communications products to the U.S. commercial and recreational marine markets. Under the terms of this agreement, KVH will continue to 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 products geared toward supporting high-speed, two-way data communications in the U.S. maritime market. The newest of these products is the Tracphone(R) F33 global satellite communications system, which offers voice, fax, data, and high-speed Internet access around the world.

"We are extremely pleased to have signed this new agreement with Thrane & Thrane, which strengthens our long-standing and beneficial relationship while consolidating U.S. marine sales and marketing efforts with KVH," said Ian Palmer, KVH's vice president of satellite sales. "I believe that with KVH as the new sole marine channel supplier of Thrane & Thrane's award-winning Fleet products to the U.S. commercial and recreation marine marketplaces, we will be able to create stronger brand awareness, increased consumer interest, and greater opportunities for sales of these products and KVH's supporting airtime services."

KVH's award-winning Tracphone product line provides access to phone, fax, e-mail, and data services via Inmarsat's Fleet, mini-M, and mini-C satellite services. Thrane & Thrane has been a supplier/partner to KVH since 1997.

"Thrane & Thrane appreciates our strong and close partnership with KVH Industries and we believe that our partnership agreement is a strong foundation for the introduction of the world's first MPDS-enabled Fleet F33 terminal into the market," remarked Kim Bille Gram, Thrane & Thrane's director of sales, global partners. "Sold by KVH as the Tracphone F33, this new system is the ideal data terminal for the leisure boat owners thanks to its combination of a TCP/IP-compatible protocol and an Ethernet interface. With a wide range of satellite television and data terminals now available with matching domes, Thrane & Thrane and KVH together offer an aesthetically and technically unique family of products for both the leisure and commercial maritime markets. We cannot wait to show the industry and the boat owners our products this spring."

Thrane & Thrane, founded in 1981, is the world's leading manufacturer 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. The company has headquarters in Lyngby, Denmark, and an American sales, marketing, and support office in Virginia Beach, Virginia. 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., 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-certified company, KVH has headquarters in Middletown, Rhode Island, with a fiber optic and military navigation product manufacturing facility in Tinley Park, Illinois, and a European sales, marketing, and support office in Hoersholm, Denmark.

This release may contain certain forward-looking statements that involve risks and uncertainties. Forward-looking statements address, for example, the functionality, characteristics, quality and performance of products and technology sold and distributed by KVH; and customer preferences, requirements and expectations. The actual results could differ. Factors that may cause such differences include, among others, those discussed in KVH's most recent Form 10-Q filed with the SEC. KVH assumes no obligation to update its forward-looking statements to reflect new information or developments.

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