



## **KVH Receives \$1.15 Million in Orders for TACNAV Military Navigation Systems**

January 13, 2005

MIDDLETOWN, R.I.--(BUSINESS WIRE)--Jan. 13, 2005--KVH Industries, Inc., (Nasdaq: KVHI) announced today that it has received two new orders for its TACNAV(R) vehicle navigation systems. Together, the orders are valued at roughly \$1.15 million. One order, valued at roughly \$911,000, was placed by a defense prime contractor on behalf of a foreign customer while the other, for \$238,000, was placed by a repeat U.S. military customer. The majority of the contract revenue is expected to be recognized during the first half of 2005.

"These new military navigation system sales continue to bolster our overall defense business," said Dan Conway, vice president of business development for KVH Industries. "KVH's TACNAV family has proven its worth to the U.S. and allied troops because of our ability to support applications in demanding military environments, including vehicle navigation, integration with digital battlefield management systems, and precision stabilization and pointing. KVH's TACNAV products help to ensure that U.S. and allied vehicles have the capabilities they need to carry out their mission and come home safely."

Due to contractual restrictions, additional details regarding the customers cannot be disclosed.

KVH's TACNAV military vehicle navigation systems employ KVH's digital compass and fiber optic gyro (FOG) technology as well as proprietary software algorithms to provide uninterrupted navigation, heading, and pointing data for vehicle drivers, commanders, and crews. While TACNAV complements GPS, its self-contained sensors operate independently of GPS. As a result, TACNAV continues to provide mission-critical data for troops in the vehicle as well as to the digital battlefield system, even if GPS is blocked, jammed, or is otherwise unavailable. TACNAV can also serve as a link between each vehicle and the overall digital battlefield, making each unit a node in a secure military network that consolidates a wide range of tactical data to provide detailed information to individual units and military commanders.

KVH TACNAV navigation systems are currently in use on U.S. and allied vehicles participating in ongoing operations in Iraq. TACNAV systems have been sold for use aboard U.S. Army, Marine Corps, and Navy vehicles as well as to many allied customers, including Canada, Sweden, Great Britain, Germany, Spain, Australia, New Zealand, Saudi Arabia, Taiwan, Malaysia, Switzerland, and Italy.

Complete details regarding KVH's defense navigation and guidance products are available at <http://www.tacnav.com>.

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 Kokkedal, Denmark.

This press release may contain certain forward-looking statements that involve risks and uncertainties. For example, the statements regarding the company's financial goals for 2005 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: lack of reliable vendors, service providers, and outside products; uneven military sales cycles and changes in procurement priorities; the ability of the government and its contractors to cancel orders at their convenience; unforeseen changes in competing technologies and products; and 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](http://www.kvh.com). KVH assumes no obligation to update its forward-looking statements to reflect new information and developments.

CONTACT:  
KVH Industries  
Chris Watson, 401-847-3327  
[cwatson@kvh.com](mailto:cwatson@kvh.com)

Investor Relations Contact:  
Financial Dynamics  
Eric Boyriven, 212-850-5600