



## **KVH to Expand TracVision A5 Distribution by Offering Bundled Professional Installation**

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Exclusive Access to InstallerNet's InstallCard Program Enables KVH to Support Automotive Satellite TV Sales and Installation through New Channels, including Catalog and Online Retailers

KVH Industries, Inc., (Nasdaq: KVHI) today announced that it has entered into an agreement with InstallerNet, a division of MobileToys, Inc., to deliver professional installation services nationwide, a move designed to dramatically expand consumer access to and convenient installation of KVH's award-winning TracVision(R) A5 automotive satellite TV system.

Drawing on InstallerNet's nationwide network of certified professional installers and patent-pending InstallCard, KVH expects to begin merchandising the TracVision A5 through retail channels that do not typically support consumers' installation needs, such as catalog and online retailers. The InstallCard will establish a standard, bundled installation cost and connect customers purchasing the TracVision A5 through one of these non-installing outlets to the nearest InstallerNet location, making it easy and convenient for consumers to add the TracVision A5 to their vehicles.

"The national scope of the InstallerNet program will benefit our customers, our dealers, and KVH greatly," explained Ian Palmer, KVH's executive vice president for satellite sales. "This nationwide program, which already includes many of our existing TracVision A5 dealers, is a significant expansion of our overall installation capacity. It enables us to open new sales channels for our products and promote them to a wider audience of consumers. These customers, many of whom may never have purchased a 12-volt product in the past, will then be able to arrange for a quick, convenient, and pre-paid installation of their TracVision A5 thanks to InstallerNet."

KVH's TracVision A5 is a low-profile in-motion satellite TV system designed for passenger vehicles. Using KVH's proprietary hybrid phased-array technology, it is a sleek aftermarket accessory that mounts to the roof rack or directly to the vehicle's roof and brings more than 155 channels of digital DIRECTV(R) satellite TV programming and commercial-free XM Radio music into automobiles. The award-winning TracVision A5 has been available in the aftermarket for more than two years at retail locations around the United States and offers exclusive access to DIRECTV's TOTAL CHOICE(R) MOBILE programming, the only satellite TV package approved for use in automobiles.

"While KVH's TracVision A5 clearly has mass appeal, it typically requires the assistance of a certified installer to ensure the best possible installation and help vehicle owners realize maximum value," stated Bill Erdman, vice president of business development for InstallerNet. "As a result of being able to offer professional installation at a standard price, InstallerNet is uniquely positioned to help manufacturers increase retail sales and provide superior customer satisfaction."

Installation support through the new InstallCard will begin in March 2006 and focus on KVH's TracVision A5 satellite TV system. KVH dealers will have the option of handling the installation of the TracVision A5 directly or selling the InstallerNet installation as part of the product price. In addition, InstallCard will enable KVH to potentially provide pre-paid, convenient installation service for other products in the future.

Additional details regarding KVH's TracVision A5 are available at <http://www.tracvision.com>.

Note to Editors: High-resolution, press-ready images of KVH's mobile communication products are available for download and editorial use at <http://press.kvh.com>.

### About InstallerNet

InstallerNet ([www.InstallerNet.com](http://www.InstallerNet.com)) is a division of MobileToys, Inc., a leading technology and services provider for the mobile electronics industry since 1989. The InstallCard represents pre-paid installation services and is supported by a nationwide network of professional consumer electronics installers. The company maintains a website ([www.InstallCard.com](http://www.InstallCard.com)) for customers to activate and schedule their desired installation services.

### About KVH Industries, Inc.

Middletown, RI-based KVH Industries, Inc., is a leading provider of in-motion satellite TV and communication systems, having designed, manufactured, and sold more than 100,000 mobile satellite antennas for applications on boats, RVs, trucks, buses, and automobiles. Winner of the prestigious General Motors Innovative Design Award, CES Innovation Award, 21 National Marine

Electronics Association "Best Product" awards, and a finalist for the Automotive News PACE Award, KVH's mission is to connect mobile customers with the same digital television entertainment, communications, and Internet services that they enjoy in their home and offices.

This release may contain certain forward-looking statements that involve risks and uncertainties. Forward-looking statements include, for example, the functionality, characteristics, quality and performance of KVH's products and technology; and customer preferences, requirements and expectations. The actual results could differ. Factors that may cause such differences include, among others, our dependence on the availability of third-party satellites, which face significant operational risks and could fail earlier than their expected useful lives, for our mobile satellite communication services, as well as 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.

KVH and TracVision are registered trademarks of KVH Industries, Inc. All other trademarks are the property of their respective companies.

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