

KVH Fact Sheet

KVH Industries, Inc., is a leading international provider of innovative mobile, high-bandwidth satellite communications systems and navigation products. Its award-winning products feature proprietary technology and address a variety of markets worldwide, including:

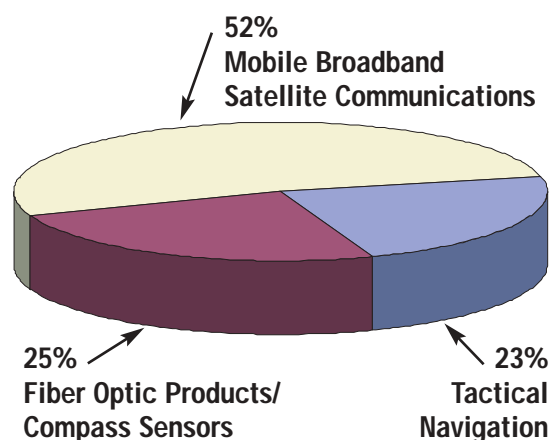
- Mobile broadband satellite communications (TracVision,[®] Tracphone,[®] and TracNet[™])
- Tactical navigation (TACNAV[™] and Fiber Optic Gyros)
- Fiber optic products/Compass sensors (E•Core,[™] ActiveFiber,[™] and GyroTrac[™])

Investor Data

Quarter Ended September 30, 2001

| | |
|---------------------------------------|------------------|
| Nasdaq [®] Symbol: | KVHI |
| Shares Outstanding: | 10.9 million |
| Share Price: | \$4.70 |
| Market Capitalization: | \$51 million |
| 52-week Price Range: | \$4.25 – \$10.44 |
| Book Value per Share: | \$2.48 |
| Approximate Instit. Ownership: | 33% |
| Approximate Insider Ownership: | 25% |
| 52-week Average Daily Trading Volume: | 21,094 |
| 2000 Annual Revenues: | \$29.9 million |
| 3rd Quarter Revenues: | \$7.9 million |
| Operating Loss: | \$1.6 million |
| Net Loss: | \$1.6 million |

Year-to-date Revenues by Market



Mobile Broadband Satellite Communications

Stabilized antennas deliver satellite television and high-speed Internet data to mobile customers:

- Land mobile – RVs, trucks, motorcoaches, and passenger vehicles
- Marine – Leisure, commercial, and military vessels

Strategic Direction:

- Create ultra-low-profile antennas for passenger vehicles with backseat television screens
- Provide 2-way, mobile, high-speed Internet access

Tactical Navigation

Interactive navigation systems that back up GPS and provide data to digital battlefield systems:

- Installed base of more than 7,000 military vehicles worldwide
- Fielded by U.S., NATO, and allied militaries

Strategic Direction:

- Field tactical navigation systems as designed-in components for new digital battlefield initiatives
- Expand presence in foreign military markets

Fiber Optic Products/Compass Sensors

Proprietary technology for fiber optic gyros, current and heading sensors, and all-fiber optical networking:

- Equipment and mobile antenna stabilization
- Positioning (General Dynamics-Aegis order)
- Inertial navigation (Crossbow collaboration)

Strategic Direction:

- Complete commercialization of current sensor product
- Develop ActiveFiber technology to produce key components for high-speed optical networking

KVH – Addressing Significant Market Opportunities

“The market for optical-based networking equipment will reach more than \$15 billion by 2003 in North America alone.”

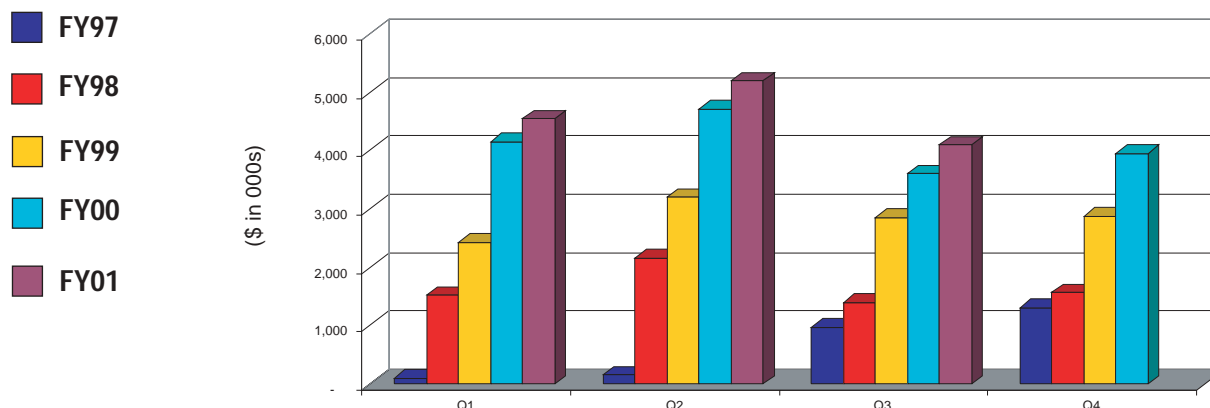
– **Salomon Smith Barney**
Technology & Telecommunications Quarterly
May 17, 2000

By 2005 there will be as many as 484 million mobile Internet users.

– **Ovum**
An Independent Research & Consulting Company

Satellite Communications Sales (Year-over-Year)

KVH has achieved 19 consecutive quarters of dramatic year-over-year growth in satellite communications.



R&D Investment

The drive to innovate and expand the company's horizons has always been a part of KVH's culture. We have made a commitment to invest in the future of the company and its technology by devoting the resources necessary to fundamental research and development:

- In 2000, we channeled more than 13% of our revenues back into R&D, leading directly to dramatic product enhancements such as our satellite TV systems with integrated DVB technology.
- KVH has been awarded more than 20 Small Business Innovative Research (SBIR) grants by the U.S. government, funding more than \$12.2 million in R&D.
- In May 2001, KVH completed an equity financing project, raising \$19.5 million in new capital to support new product development initiatives.

These efforts are paving the way for KVH to create next-generation products that serve new applications and meet the evolving needs of an expanding audience of consumers and partner companies.

For more information, e-mail us at:

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