

Media Contact:

Scott Green  
CLS Communications, Inc.  
650-679-9044  
teamgreen@rcn.com

**TROPOS NETWORKS SURPASSES 125 METRO-SCALE WI-FI CUSTOMERS AND EXPECTS RAPID GROWTH IN WORLDWIDE MARKET FOR 2005**

*More than 40 partners now work with the company in eight countries for public safety, consumer Internet access and economic development applications*

**SUNNYVALE, CA, January 6, 2005** – Tropos Networks Inc, the leading supplier of equipment used to build metro-scale Wi-Fi mesh networks, today announced the culmination of a banner year of customer deployments, partner sign-ups and industry recognition.

In 2004, the company garnered more than 125 installed customers worldwide, providing metro-scale Wi-Fi service in such cities as Philadelphia, PA; New Orleans, LA; Los Angeles, CA; Franklin, TN; Chaska, MN; Corpus Christi, TX; Las Vegas, NV; Oklahoma City, OK; Tokyo, Japan; Kuala Lumpur, Malaysia; Khandahar, Afghanistan; and Doha, Qatar. Based on current RFP activity and market interest around the world, Tropos expects several hundred percent growth in the market in 2005. In addition to customer growth, the company also summarized a number of executive additions, key partnerships, and industry awards for the year.

“We are exceptionally pleased with the customer and market interest from around the world, for applications ranging from mobile access to police databases to video surveillance to residential Internet access and voice-over-Wi-Fi,” said Ron Sege, President and CEO of Tropos Networks. “In 2004, metro-scale Wi-Fi mesh and its many profound economic and public policy benefits became a market and technical reality. Given the wide variety of customer inquiries from many geographies, 2005 will be the year when metro-scale Wi-Fi hits the mainstream.”

- more -

“In the last 12 months, interest in deploying metro-scale wireless broadband networks around the world has grown dramatically, based on inquiries to our web site,” said Esme Vos, founder and CEO of muniwireless.com. “Because Tropos is already deployed in so many cities, it is not surprising that they continue to be at the top of the list of many municipal and carrier customers.”

As a general-purpose and widely-available broadband Internet access technology, Wi-Fi supports a very wide range of metro-scale applications and is extremely low-cost, highly reliable and easy-to-install and to use. In Chaska, MN, for example, the Tropos system is making DSL-speed internet access available to all the residents within the 16 square-mile city limits for a cost of only \$15.99 per month. More than 2,000 subscribers, representing 20% of the households in town are now using the network, only 3 months after installation. In New Orleans, LA, the Tropos system has been supporting video surveillance in high crime areas for more than 6 months and the city has reported a 57% reduction in murder rate and a 30% reduction in auto theft in deployed areas. In Corpus Christi, TX, the 60 square mile metro-scale Wi-Fi system is providing automated meter-reading, access to crime and geographic databases for first responders and automated services for municipal workers such as building inspectors. Philadelphia, PA, will use their network to, among other things, address digital divide issues and accelerate economic development. In Doha, the Tropos system is providing traffic management via an automatic video-based surveillance and citation system.

The company cited other accomplishments during 2004, including:

- **The Addition of Blue Chip Partners and Executives**

Significant partnerships were forged with market leaders such as Hewlett Packard, Motorola, NTT Broadband Platform and NTT Communications along with key regional and segment-leader partnerships including ACS, Airpath, Boingo, Cheetah Wireless Technologies, Northrop Grumman, Padcom, Pronto Networks, Redmoon, Verge Wireless and Viasys, among others.

The company also attracted top flight executives, board members and blue chip partners to sell and support the Tropos Wi-Fi system as it enters a new phase of worldwide growth. Three industry veterans and key players were added to the executive team: Ron Sege as President and CEO, Francois Le as Vice President of Carrier and International Sales, and Mike Bailey as VP of Operations. Also, former FCC chairman Reed Hundt joined the Board of Directors and former Congressman and HUD Secretary Jack Kemp was appointed head of the advisory committee.

- more -

- **Industry and Technology Recognition**

Tropos was recognized by the Wall Street Journal in their First Annual Innovator Awards, and, just this month, received the Top 100 Innovators award from Red Herring Magazine. In addition, Tropos received the MobileTrax Mobility Award for the Tropos 5110 Wi-Fi Cell, was cited by Telecommunications' Magazine as one of the Coolest New Companies in 2004, and received the Wi-Fi Planet Conference and Expo Best of Show Award for the Tropos 5110 Wi-Fi cell.

“This great finish to 2004 provides a strong foundation for taking advantage of many new market opportunities next year,” Sege added. “We look forward to an exciting 2005.”

- 030 -

About Tropos Networks, Inc.

Tropos Networks, Inc. is the leading supplier of systems used to build true metro-scale, outdoor Wi-Fi mesh networks. Tropos' unique Wi-Fi cells combine patented metro-scale mesh routing protocols with world-class radio technology and element management to deliver the fastest, lowest cost and simplest to install and to use full-coverage broadband wireless systems on the market. Tropos metro-scale Wi-Fi systems enable public agencies, municipalities and service providers to quickly and easily deliver ubiquitous, city-wide mobile broadband to users in any locale. The Tropos cellular mesh architecture and use of optimized open-standard radios dramatically reduce the need for wired backhaul and eliminate expensive proprietary clients and complex custom software. Tropos systems are fully distributed, and the Tropos Predictive Wireless Routing Protocol (PWRP™) is fully dynamic to ensure maximum reliability and performance regardless of environmental conditions. Tropos Networks is headquartered in Sunnyvale, California. For more information, please visit [www.tropos.com](http://www.tropos.com), call 408-331-6800 or write to [info@tropos.com](mailto:info@tropos.com).

Tropos Networks, Tropos and PWRP are trademarks of Tropos Networks, Inc. All other brand or product names are trademarks or registered trademarks of their respective holder(s).

###