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**TROPOS NETWORKS TAPS VETERAN INDUSTRY EXECUTIVES TO EXTEND  
CUSTOMER MOMENTUM AND ACCELERATE GROWTH**

*Francois Le and Mike Bailey Bring a Combined 40+ Years of Industry Experience to the  
Leading Metro-Scale Wi-Fi Company*

**SUNNYVALE, CA – August 25, 2004** – Tropos Networks, the leading supplier of equipment used to build metro-scale Wi-Fi networks, today announced two executive appointments that position the company to capitalize on the rapid growth of the worldwide metro-scale Wi-Fi market and the company's accelerating customer traction. The appointees are Francois Le as Vice President of Carrier and International Sales, and Mike Bailey as Vice President of Operations.

Francois Le brings over 19 years of networking industry sales and marketing experience to Tropos Networks. Previously, Le was Vice President of Worldwide Sales for Aperto Networks, a supplier of WiMAX-class broadband wireless equipment, where he extended the customer base into more than 50 countries. Before Aperto, Mr. Le was Director of Product Marketing and Business Development for WAN access products at 3Com Corporation. He came to 3Com via its acquisition of OnStream Networks, where he led marketing and sales of ATM access solutions to U.S. and international carriers. Earlier, Mr. Le was Vice President of International Sales with Multipoint Networks and held executive sales positions at NET. Mr. Le holds an engineering diploma from the National Institute of Applied Sciences in Lyon, France and an MBA from Stanford University.

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Mike Bailey brings over 25 years of product development, manufacturing and operations experience to Tropos Networks. Previously, Mr. Bailey served as Vice President of Operations for Nishan Systems, where he expanded operations and customer support to accommodate a ten times growth in sales in an eighteen month period. Before Nishan, Mr. Bailey served as Vice President of Operations of Lantern Communications. Previously, Mr. Bailey was Vice President of Operations for DiviCom, directing operations and customer service from initial product development through \$200 million in annual revenue. Earlier, Mr. Bailey held managerial positions at Compression Labs and Eastman Kodak Company. He holds a BSEE from the University of Cincinnati and an MBA from the University of Northern Colorado.

“Francois and Mike bring tremendous growth-phase experience and capabilities to our seasoned executive management team,” said Ron Sege, President and CEO of Tropos Networks. “Their talents will enable us to meet the burgeoning demand for metro-scale Wi-Fi in new markets and to scale high-quality production and operations rapidly. We view this as essential for us to capitalize on the rapid growth we are experiencing in the metro-scale Wi-Fi market.”

Tropos Networks is the leading supplier of Wi-Fi mesh systems for metro-scale networks. Recently announced customers include Chaska, MN; Milpitas, CA; Corpus Christi, TX; and Nantucket, MA. Tropos metro-scale Wi-Fi networks are used for a variety of public and private network applications including public safety; residential, business and mobile Internet access; video surveillance and automated meter reading.

The Tropos Wi-Fi cell system is composed of the Tropos 5110 outdoor and Tropos 3110 indoor Wi-Fi cells, the Tropos Sphere embedded network operating system with Predictive Wireless Routing Protocol (PWRP) and Tropos Control, a purpose-built element management system for metro-scale Wi-Fi networks. Tropos Wi-Fi cells use the intelligent PWRP to provide pervasive, metro-scale coverage. PWRP routes traffic wirelessly, effectively eliminating up to 95% of the wired backhaul requirements associated with traditional access point, or hotspot, solutions. The Tropos Wi-Fi cells form a wireless mesh, dynamically routing traffic along the highest throughput path to the wired gateway. This intelligent routing negates effects of radio frequency (RF) interference, backhaul failure, and traffic loads by selecting the best-performing route to a wired backhaul point. PWRP also scales to thousands of nodes with the lowest routing overhead in the industry.

About Tropos Networks, Inc.

Tropos Networks, Inc. is the leading supplier of systems used to build metro-scale, outdoor Wi-Fi networks. Tropos' unique Wi-Fi cells, along with the first element manager to control large Wi-Fi networks, enable public agencies and service providers to deliver ubiquitous, city-wide mobile broadband to users in any locale. These carrier-class IP networks are low cost and easy to install and scale. The Tropos cellular mesh architecture and use of optimized open-standard radios dramatically reduce the need for wired backhaul while eliminating expensive proprietary clients and complex software. Using the patented Predictive Wireless Routing Protocol, Tropos solutions deliver maximum bandwidth to the user regardless of conditions, at unprecedented Wi-Fi network scale. 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).

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