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TROPOS NETWORKS SIGNS NISSHO ELECTRONICS AS DISTRIBUTOR IN JAPAN

Team Scores First Success with NTT Communications in Iwakuni, Japan

SUNNYVALE, CA – March 9, 2005 – Tropos Networks, the leading supplier of equipment used to build metro-scale Wi-Fi mesh networks, today announced that its family of MetroMesh routers and management software is now available in Japan through Nissho Electronics. Tropos and Nissho scored their first win as a team with NTT Communications, who will use Tropos equipment in an installation at the United States Marine Corps Air Station (MCAS) in Iwakuni, Japan.

Nissho Electronics is one of Japan's leading distributors and system integrators of IT related products and services. Nissho provides the Japanese market with advanced products and services incorporating new technologies, as well as new approaches to solving problems. Nissho has identified metro-scale Wi-Fi mesh networks as key technology for meeting current and future customer needs and has chosen Tropos Networks as its primary supplier of metro-scale Wi-Fi mesh systems. Nissho Electronics will sell solutions created by Tropos products together with other devices including IP phones, IP cameras, active RFID and ZigBee.

“Nissho Electronic is always looking for innovative solutions to integrate into our EoIP (Everything over IP) vision,” said Mr. Toshiaki Kibe, General Manager, Business Development Division, Nissho Electronics. “Tropos MetroMesh meets customer needs by providing a proven metro-scale Wi-Fi mesh networking solution that is fast, reliable, low-cost and easy to deploy and operate. We look forward to Tropos Networks’ future integration of WiMAX into the MetroMesh architecture.”

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“We are delighted to partner with Nissho Electronics for metro-scale Wi-Fi mesh networking in Japan, and with our win together at NTT Communications,” said Mr. Ron Sege, president and CEO of Tropos. “Japan is a great consumer of both broadband and mobile networking. We expect that the country will be a great market for mobile wireless broadband and are excited to team with Nissho to deliver solutions to the Japanese market.”

Tropos and Nissho recently scored their first win as a team with NTT Communications. NTT Communications selected Tropos for use in the Iwakuni MCAS network based on successfully completing a trial in Tokyo, Japan. During the trial and while planning the Iwakuni installation, NTT Com worked closely with Nissho.

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About Tropos Networks, Inc.

Tropos Networks is the proven leader in delivering truly ubiquitous, metro-scale, Wi-Fi mesh network systems. We deliver the fastest, lowest cost and simplest wireless broadband solutions, as demonstrated by the world’s largest installed base of metro-scale Wi-Fi mesh networks. Our innovative and patented MetroMesh™ architecture allows public safety agencies, municipalities and service providers to quickly and easily deliver city-wide mobile broadband connectivity to users in any locale. With more than 10x better price/performance than alternative technologies, Tropos solutions provide standards-based access to any IP application, including voice, data and video. Tropos Networks is headquartered in Sunnyvale, California. For more information, please visit www.tropos.com, call 408-331-6800 or write to info@tropos.com.

Tropos Networks, Tropos, MetroMesh, PWRP and Metro-Scale Mesh Networking Defined are trademarks of Tropos Networks, Inc. All other brand or product names are trademarks or registered trademarks of their respective holder(s).

About Nissho Electronics

Nissho Electronics is one of Japan’s leading distributors and system integrators of IT related products and services such as server storage, carrier-class backbone networks, software, system components, and peripherals. Nissho’s principal role is to provide the Japanese market with advanced products and services incorporating new technologies, as well as to offer new approaches. Working with its customers, Nissho identifies cutting-edge technologies that best meet their current and future needs, and helps them find ways to utilize the technology. For more information about Nissho, visit www.nissho-ele.co.jp or call +81-3- 3544-8448.

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