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Airgain Announces Appointment of AT&T's Reed Pangborn as Vice President, Channel Sales North America

Pangborn will support Airgain's growing wireless business within the automotive, public safety, and M2M sectors

SAN DIEGO--(BUSINESS WIRE)-- [Airgain, Inc.](http://www.airgain.com) (NASDAQ: AIRG), a global leader in wireless connectivity platforms, today announced the appointment of Reed Pangborn as Vice President of Channel Sales for North America. With his accomplished experience in sales leadership and advanced mobility solutions, Pangborn will spearhead Airgain's expansion into the automotive market and strengthen channel sales throughout North America.

This press release features multimedia. View the full release here:

<http://www.businesswire.com/news/home/20171211005295/en/>



Pangborn is a seasoned veteran of the telecommunications industry, bringing over 25 years of industry experience working for AT&T and its predecessor company McCaw Cellular, as well as other global leaders like Ericsson. Pangborn's previous positions have focused on sales leadership, contract management, sales operations, advanced mobility solutions, and applications sales. He has spent most of his career supporting public sector and healthcare clients, and has [notably represented](#) AT&T on the Smart Cities Council Board in 2013.

During his time at AT&T, the company structured plans with the First Responder Network Authority (FirstNet) to deploy a nationwide Band Class 14 network dedicated to public safety communications. FirstNet plans to work with the industry to develop mission critical devices and applications, and 35 states have already adopted into this

Reed Pangborn, Airgain's newly appointed Vice President of Channel Sales for North America. (Photo: Business Wire)

initiative. A wide variety of specialty devices will be developed for FirstNet users, and the network operates within Airgain's existing IoT and public safety

product set.

"Airgain has achieved tremendous success while operating at the leading edge of its traditional core market segments," said Pangborn. "The company's recent shift into new connected mobility markets provides a pivotal opportunity to establish a strong foothold and further scale the business. With opportunities like FirstNet and the largely untapped automotive space, I am excited to execute on the growth strategy and I look forward to contributing to the connectivity landscape."

Chuck Myers, President and Chief Executive Officer of Airgain, said: "Reed has joined us at an exciting time when Airgain is expanding into faster growing adjacent markets like automotive, public safety, and the IoT/M2M space. He is a strategic and accomplished industry leader whose track record and background are a perfect fit to further our sales efforts and propel us into the next stage of growth. The opportunities for our solutions are significant, and I believe Reed will be instrumental in helping Airgain become an influential leader in the connected mobility and automotive markets."

"Airgain's appointment of Reed Pangborn is another significant step in the company's strategy in the connected vehicle market," Jacob Suen, Senior Vice President, Worldwide Sales at Airgain, said. "His ability to ramp up a channel-oriented business, and his vast experience with service providers, is exactly what we need to accelerate the growth momentum."

About Airgain, Inc.

Airgain Inc. is a global provider of high-performance wireless communications platforms. Combining design-led thinking with testing and development, Airgain works in partnership with the entire ecosystem, including carriers, chipset suppliers, OEMs, and ODMs.

Airgain's key markets include home, automotive, IoT, and enterprise, and its antenna technologies can be found in set-top boxes, access points, routers, gateways, media adapters, digital televisions, vehicles, and Internet of Things (IoT) devices.

Airgain is headquartered in San Diego, California, and maintains design and test centers in the US, UK, and China.

For more information, visit airgain.com, or follow us on [LinkedIn](#) and [Twitter](#).

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Forward-Looking Statements

Airgain cautions you that statements in this press release that are not a description of historical facts are forward-looking statements. These statements are based on the company's current beliefs and expectations. These forward-looking statements include statements regarding Airgain's growth strategy and expansion into the automotive, public safety, and the IoT/M2M markets. The inclusion of forward-looking statements should not be

regarded as a representation by Airgain that any of our plans will be achieved. Actual results may differ from those set forth in this press release due to the risk and uncertainties inherent in our business, including, without limitation: the market for our antenna products is developing and may not develop as we expect; our products are subject to intense competition, including competition from the customers to whom we sell, and competitive pressures from existing and new companies may harm our business, sales, growth rates and market share; our future success depends on our ability to develop and successfully introduce new and enhanced products for the automotive and connected mobility markets that meet the needs of our customers; we sell to customers who are extremely price conscious; we rely on a few contract manufacturers to produce and ship all of our products, a single or limited number of suppliers for some components of our products and channel partners to sell and support our products, and the failure to manage our relationships with these parties successfully could adversely affect our ability to market and sell our products; if we cannot protect our intellectual property rights, our competitive position could be harmed or we could incur significant expenses to enforce our rights; and other risks described in our prior press releases and in our filings with the Securities and Exchange Commission (SEC), including under the heading "Risk Factors" in our Annual Report on Form 10-K and any subsequent filings with the SEC. You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof, and we undertake no obligation to revise or update this press release to reflect events or circumstances after the date hereof. All forward-looking statements are qualified in their entirety by this cautionary statement, which is made under the safe harbor provisions of the Private Securities Litigation Reform Act of 1995.

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