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FTE Networks Expands Resources to Accelerate Sales; Appoints Bill Leonard VP of Sales, Central and Eastern Regions

NAPLES, Fla.--(BUSINESS WIRE)-- **FTE Networks, Inc. (OTCQX:FTNW)**, a leading network infrastructure solutions provider to the technology and communications industries, today announced the expansion of its leadership team with the appointment of industry veteran William P. Leonard as Vice President of Sales, Central and Eastern Regions. Leonard is the latest addition to a robust and experienced sales force, reflecting FTE's strategy to hire top-tier talent to build out the Company's national footprint. He will help FTE expand its presence in the Central and Eastern U.S. territories, with a focus on gaining deeper penetration within the existing customer base, adding new customers, and expanding the business pipeline.

Leonard joins FTE Networks with an outstanding track record as a resourceful and diversified revenue producer in the telecommunications industry. Previously, Leonard was Senior Director of Sales at Level 3 Communications, where he was responsible for setting and exceeding revenue growth targets and managing a team of nine focused on improving sales of data, voice, infrastructure, and transport products. During his time at Level 3, Leonard proactively engaged with the existing customer base to gain a more intimate understanding of customer needs and requirements and directed development teams to ensure products aligned with these evolving customer demands. This provided Level 3 with a deeper understanding of its current diverse base, and also opened the door to new vertical markets. In addition, Leonard spearheaded a targeted customer strategy to drive demand and improve cross-selling opportunities. Prior to joining Level 3, Leonard held positions as VP Business Development at New World Networks and Integration Engineer, Access Planner, and International Operations Manager at GTE Internetworking.

"We are excited to welcome Bill Leonard to the Company, and look forward to benefitting from his expertise and leadership as we expand operations in the Central and Eastern United States," said Michael Palleschi, Chairman and Chief Executive Officer of FTE Networks. "William is an accomplished industry veteran and his experience in targeted sales, business development, and relationship management will provide valuable support to a deepened sales team, which will continue to execute on the Company's growth strategy."

About FTE Networks, Inc.

FTE Networks is on the leading edge of network transformation helping communications service providers, government and enterprise customers evolve their networks to meet advancing technology requirements via network infrastructure, and edge computing solutions to quickly enhance service innovation and deliver new revenue streams. With a focus on smart design, open architectures, and consistent standards, along with expertise in building, operating, and maintaining networks, FTE solves complex network and system

challenges that reduce costs and deployment time to accelerate delivery and optimize performance of network infrastructure. Operating five (5) industry segments; Data Center Infrastructure, Fiber Optics, Wireless Integration, Network Engineering, and Compute to the Edge, FTE Networks is headquartered in Naples, Florida, with offices throughout the United States and Europe. For more information, please visit: www.ftenet.com.

Forward Looking Statements

This release may contain forward-looking statements relating to the business of FTE. All statements other than historical facts are forward-looking statements, which can be identified by the use of forward-looking terminology such as "believes," "expects" or similar expressions. These statements involve risks and uncertainties that may cause actual results to differ materially from those anticipated, believed, estimated or expected. These risks and uncertainties are described in detail in our filings with the Securities and Exchange Commission. Forward-looking statements are based on FTE's current expectations and beliefs concerning future developments and their potential effects on FTE. There is no assurance that future developments affecting FTE will be those anticipated by FTE. FTE undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required under applicable securities laws.

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