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Airgain Partners with Novotech to Expand Reach Across Canada

Novotech becomes exclusive distributor in Canada for all Airgain fleet and IoT product lines

SAN DIEGO, Calif.--(BUSINESS WIRE)-- [Airgain, Inc. \(NASDAQ: AIRG\)](#), a leading provider of advanced antenna technologies used to enable high performance wireless networking across a broad range of devices and markets, including consumer, enterprise, and automotive, today announced it has selected Novotech, a leading distributor of Machine-to-Machine (M2M) and Internet of Things (IoT) hardware, services, and solutions, as its exclusive distribution partner for the Canadian market.

The new distribution arrangement means that Airgain resellers and customers across Canada will have local support in each province with dedicated contacts for technical and sales support. Through the agreement, Airgain customers will now gain access to Novotech's experienced wireless solution engineers for support on product and component selection as well as end-to-end project execution. Airgain has been providing its innovative antenna solutions to the Canadian market for over 15 years, meeting the needs across verticals such as utilities, oil and gas, transportation, public works, first responders, and industrial IoT.

"Airgain is proud to announce Novotech as our exclusive Canadian distributor," said Reed Pangborn, Vice President of Sales, North America at Airgain. "Novotech is a recognized leader in the fleet and IoT wireless markets and will provide valuable insight to our customers on how to select the right antenna for their connectivity needs. In addition, Novotech will help partners and customers evaluate and select the right components for their wireless technology solutions, ensuring timely project execution with optimal performance."

"Airgain has a long history in the Canadian market as a supplier with products and technology that speak for themselves, while offering lead times and flexibility that consistently exceed customer expectations, making them a popular choice for our channel," said Richard Hobbs, President of Novotech. "They have been a disruptor in the market and continue to drive innovation with antenna designs that address real world problems and support the expanding wireless frequency requirements 400MHz to 6GHz. We are delighted to have them on board."

Canadian Solutions

Airgain is excited to be launching several new M2M & IoT antenna form factors into the Canadian market, as well as adding support for new frequency bands for 5G sub-6GHz, which includes CBRS (Citizens Band Radio Service) and LAA (Licensed Assisted Access), across its fleet and IoT line-up. Novotech will be selling the entire portfolio of Airgain

products within the fleet and IoT segments.

More details can be found at www.airgain.com/products/antenna-plus/.

About Airgain, Inc.

Airgain is a leading provider of advanced antenna technologies used to enable high performance wireless networking across a broad range of devices and markets, including consumer, enterprise, and automotive. 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 antennas are deployed in carrier, fleet, enterprise, residential, private, government, and public safety wireless networks and systems, including set-top boxes, access points, routers, modems, gateways, media adapters, portables, digital televisions, sensors, fleet, and asset tracking devices. Airgain is headquartered in San Diego, California, and maintains design and test centers in the U.S., U.K., and China. For more information, visit airgain.com, or follow us on [LinkedIn](#) and [Twitter](#).

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About Novotech Technologies:

Through strategic partnerships with many of the world's most advanced Internet of Things (IoT) manufacturers, Novotech Technologies is a leading distributor of IoT products, services and solutions. Novotech is the leading IoT distributor to Canadian Utilities and First Response organizations and has deep expertise in Oil and Gas and other verticals where rugged and remote communication is essential. Established in 2001, Novotech is headquartered in Ottawa, Ontario, with offices throughout Canada and the United States. Visit us at <http://www.novotech.com>.

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 the expected benefits from the distribution arrangement and the ability to ensure timely project execution with optimal performance. 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 products is developing and may not develop as we expect; risks associated with the performance of our products; our products are subject to intense competition, and competitive pressures from existing and new companies may harm our business, sales, growth rates and market share; risks associated with quality and timing in manufacturing our products; and other risks described in our prior press releases and in our filings with the Securities and Exchange Commission, 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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