



May 21, 2002

## **Novatel Wireless Announces Major Expansion of its Distribution for CDMA Products with Ingram Micro and Tech Data**

### **Expands Relationships with Two of the World's Leading Distributors**

SAN DIEGO, CALIFORNIA - May 21, 2002 - Novatel Wireless, Inc. (Nasdaq:NVTL), a leading provider of wireless data access solutions, announced today that it has significantly expanded its distribution with two industry leaders, Ingram Micro Inc. (NYSE:IM) and Tech Data (Nasdaq:TECD), for its CDMA2000 1X products.

Ingram Micro has expanded their wireless offerings to include Novatel Wireless' CDMA products in addition to their previous offering of Novatel Wireless' Minstrel®, Sage™, and Merlin™ wireless modems. Ranked 75th on the Fortune 100, Ingram Micro provides wholesale technology products distribution, market program development, and supply chain management services to technology solution providers and manufacturers globally.

In a separate development, Novatel Wireless also expanded its relationship with Tech Data, a leading global provider of IT products, logistics management and other value-added services. Tech Data will now distribute Novatel Wireless' CDMA products in addition to their previous international agreement of selling its CDPD products. Ranked 117th on the Fortune 500, Tech Data and its subsidiaries serve more than 100,000 technology resellers in the United States, Canada, the Caribbean, Latin America, Europe and the Middle East.

"Expanding our relationships with two, well respected, billion dollar distributors broadens Novatel Wireless' CDMA product availability throughout North America," commented Peter Leparulo, senior vice president of CDMA operations for Novatel Wireless. "This is further evidence of the quality of our CDMA products and we will continue to announce additional distribution deals in the future."

#### **ABOUT INGRAM MICRO INC.**

Ingram Micro Inc. is the largest global wholesale provider of technology products and supply chain management services. The company operates in 37 countries with sales of more than \$25 billion for the fiscal year 2001. Ingram Micro's global regions provide the distribution of technology products and services, marketing development and supply chain management services to nearly 170,000 technology solution providers and 1,700 manufacturers. The company is focused on maximizing shareowner value and achieving customer satisfaction through innovation in the information technology supply chain. Visit [www.ingrammicro.com/corp](http://www.ingrammicro.com/corp).

#### **ABOUT TECH DATA**

Tech Data Corporation (Nasdaq: TECD), founded in 1974, is a leading global provider of IT products, logistics management and other value-added services. Ranked 117th on the Fortune 500, the company and its subsidiaries serve more than 100,000 technology resellers in the United States, Canada, the Caribbean, Latin America, Europe and the Middle East. Tech Data's extensive service offering includes pre- and post-sale training and technical support, financing options and configuration services as well as a full range of award-winning electronic commerce solutions. The company generated sales of \$17.2 billion for its most recent fiscal year, which ended January 31, 2002.

#### **ABOUT NOVATEL WIRELESS, INC.**

Novatel Wireless, Inc. is a leading provider of wireless data modems and software for use with handheld computing devices and portable personal computers. The company delivers innovative and comprehensive solutions that enable businesses and consumers to access personal, corporate and public information through email, enterprise networks and the Internet. Novatel Wireless also offers wireless data modems and custom engineering services for hardware integration projects in a wide range of vertical applications. The Novatel Wireless product portfolio includes the Minstrel® Family of Wireless Handheld Modems, Merlin™ Family of Wireless PC Card Modems, Sage® Wireless Serial Modems, Lancer 3W™ Family of Ruggedized Modems and Expedite™ Family of Wireless Embedded Modems. Headquartered in San Diego, California, Novatel Wireless is listed on the Nasdaq Stock Market (Nasdaq: NVTL). For more information, please visit the Novatel Wireless web site: [www.novatelwireless.com](http://www.novatelwireless.com) or call 888-888-9231.

The Novatel Wireless logo, Minstrel, Merlin, Merlin G201, Sage, Lancer 3W and Expedite are trademarks of Novatel Wireless,

Inc. Minstrel and Sage are registered with the U.S. Patent and Trademark Office. All other brands, products and company names mentioned herein are trademarks of their respective holders.

This release may contain forward-looking statements, which are made pursuant to the safe harbor provisions of the United States Private Securities Litigation Reform Act of 1995. These forward-looking statements involve risks and uncertainties. A number of important factors could cause actual results to differ materially from those in the forward-looking statements. These factors include risks relating to technological changes, continued acceptance of Novatel Wireless' products and dependence on intellectual property rights. These factors, as well as other factors that could cause actual results to differ materially, are discussed in more detail in Novatel Wireless' filings with the United States Securities and Exchange Commission and other regulatory agencies.