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## **Novatel Wireless Expands International Distribution of Wireless Products With BrightPoint Wireless Data Services in Australia and New Zealand**

### **Merlin GSM/GPRS Family of PC Cards to be Distributed Through BrightPoint WDS to Australia and New Zealand**

SAN DIEGO, CALIFORNIA - March 19, 2002 - Novatel Wireless, Inc. (Nasdaq:NVTL), a leading provider of wireless data access solutions, today announced it has signed a distribution agreement with BrightPoint Wireless Data Services in Australia and New Zealand, to distribute the Merlin GSM/GPRS Family of Wireless PC Cards. BrightPoint, Inc. (NASDAQ: CELL), is a leading provider of products and out source services in the global wireless telecommunications and data industries. BrightPoint WDS will offer Novatel Wireless' Merlin Family of Wireless PC Cards, including the Merlin G200, Merlin G201 and Merlin G300 series. The Merlin G200 and 201 will be available immediately and the Merlin G301 will become available in the second quarter. The agreement furthers Novatel Wireless' commitment to growing the international wireless market by strengthening its global distribution channel.

"The addition of Novatel Wireless' world-class products to our lineup makes it easier for BrightPoint WDS resellers to provide their customers with total wireless solutions," said Felix Wong of BrightPoint WDS. "We're committed to offering products to our reseller customers that will provide them with the best opportunities for success in a competitive marketplace, and we believe Novatel Wireless' leading GSM/GPRS solutions will perfectly complement our current offerings."

"This agreement is an important step in expanding our international distribution channels," said John Major, CEO of Novatel Wireless. "It builds on Novatel Wireless and BrightPoint WDS' existing international distribution agreements in Europe and Asia, showing our commitment to bring industry leading solutions to our global customers."

#### **MERLIN G200 SERIES**

The Merlin G200 Series is a family of dual band (900/1800) wireless PC Card modems based on GSM/GPRS technology. Slightly larger than a credit card, Merlin G200 slides inside your Type II PC Card slot; providing access to email, corporate databases and the Internet at maximum speeds of up to 53.6 kbps over GPRS and 14.4 kbps over GSM. Equipped with a robust removable antenna to enhance portability, the Merlin G200 provides Short Messaging Service (SMS) capabilities allowing users to send and receive text messages for quick person-to-person or group chats from their laptop or handheld device.

With user-friendly DataNet™ wireless modem manager software, the Merlin G200 uses the familiar Microsoft dial-up connection that allows users to control their connection to the network providing one-step easy connection. DataNet saves battery life and time by not attempting to establish a connection while booting up or when network coverage is not available. The Merlin G201 is voice capable over the GSM network allowing users to make and receive calls from a laptop or Pocket PC device. Merlin G200 and G201 are compatible with Microsoft Windows 98, 2000, Millennium Edition, XP and Pocket PC operating systems.

#### **MERLIN G300 SERIES**

The Merlin G300 Series is a family of true Type II, tri-band PC Cards that are compatible with Windows 98, 2000, Millennium Edition, XP and Pocket PC operating systems. The application software simplifies user interaction with Windows based operating systems and provides an integrated environment for SMS, fax, and dialer functionality. GPRS capabilities result in an "always on" experience, so that the user can access data wirelessly at the click of a button. Switching over to GSM-based applications like text messaging, fax, and voice calls is equally simple, resulting in an enhanced user experience.

The Merlin G300 Series will offer standard GSM voice capabilities allowing the user to make and receive calls from a laptop or Pocket PC device.

#### **ABOUT GSM/GPRS**

GPRS is an exciting new wireless technology standard which has profoundly altered and improved the data services available over GSM-based wireless networks. An over-the-air system for transmitting data on GSM networks, GPRS technology converts data into standard Internet packets, enabling interoperability between the Internet and the GSM network, and providing the user with an "always on" experience. One of the great strengths of GSM is its international reach, giving consumers seamless service in over 170 countries around the world. This has been a vital driver in growth, with over 645 million GSM subscribers

globally, representing over 67% of all handsets.

GPRS wireless technology employs extensive authentication and encryption via standard GSM algorithms, making it one of the most secure public wireless systems in the world. The Subscriber Identity Module (SIM card), a key component of the GSM network, stores the authentication and encryption algorithms, making it virtually impossible for unauthorized users to capture and decipher messages.

#### **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.

#### **ABOUT BRIGHTPOINT, INC.**

Brightpoint is one of the world's largest distributors of mobile phones. Brightpoint supports the global wireless telecommunications and data industry, providing quickly deployed, flexible and cost effective third party solutions. Brightpoint's innovative services include distribution, channel management, fulfillment, eBusiness solutions and other outsourced services that integrate seamlessly with its customers. Brightpoint Wireless Data Solutions is a Division of Brightpoint focused on data solutions.

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In Regards to Novatel Wireless: 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 international sales and potential foreign currency exchange fluctuations, technological changes, increased levels of competition, 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.