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Novatel Wireless and Panasonic Announce Deal to Embed Novatel Wireless 3G Modems in Toughbook Computers; Agreement Begins with Novatel Wireless EU730 HSDPA Modem to Be Integrated Into Panasonic(R) Toughbook(R) Notebook Computers

LAS VEGAS, Apr 06, 2006 (BUSINESS WIRE) -- Novatel Wireless, Inc. (Nasdaq:NVTL), a leading provider of wireless broadband access solutions, and Panasonic Computer Solutions Company today announced that they have joined forces to embed Novatel Wireless 3G mini-PCI Express modems within Panasonic(R) Toughbook(R) notebook computers.

Initially, Novatel Wireless' embedded Expedite EU730 HSDPA modems will be integrated into select fully-rugged and semi-rugged Panasonic Toughbook notebook computers. Certification for use on North American networks is expected to be achieved in the near future.

The parties are also working together to integrate Novatel Wireless 3G modems within additional Panasonic Toughbook products for the European and North American markets, with an expected launch late in 2006.

With Novatel Wireless' Expedite EU730 module, Toughbook users will receive a top-of-the line wireless broadband computing solution that enables users to stream high-speed audio and video, as well as download data-intensive files and multimedia applications. Business travelers will have secure access to emails and other mission-critical corporate data stored behind firewalls, at speeds up to 1.8 Mbps. This will further enhance mobile and remote worker productivity across a variety of industries, including the federal government, transportation, utilities, telecommunications, public safety and in the increasingly mobile SMB market.

"Organizations are embracing wide area wireless connectivity through the combination of expanded data networks, improved modem technology and reliable Panasonic Toughbooks designed to stand up to the tests of mobility," said Victoria Obenshain, director of strategic wireless, Panasonic Computer Solutions Company. "Our customers are at the forefront of wireless computing and we will continue to offer flexible solutions through agreements with leaders like Novatel Wireless."

"Being selected by Panasonic as a key provider of embedded 3G modules is a testament that Novatel Wireless provides the highest-quality and most reliable wireless broadband solutions available today," said Peter Leparulo, chief executive officer for Novatel Wireless. "We are excited to break new ground and enhance our strategic partnership with an industry leader like Panasonic and very pleased to confirm them as one of the leading mobile computing providers with whom we have been working. We look forward to delivering unmatched quality in laptops with the most advanced embedded module solutions."

Panasonic Toughbooks are engineered to provide access to all current wireless technologies, including CDMA 1xRTT, GSM/GPRS, EDGE, HSDPA and EV-DO. They utilize the Intel(R) Centrino(TM) chipset for seamless connectivity to local networks and can be configured with Bluetooth(TM) technology for connectivity to local printers, headsets and networks. Panasonic also offers a three year standard warranty and 24/7/365 support services, assuring its customers experience maximum uptime and productivity.

The Novatel Wireless Expedite EU730 operates on 850 and 1900 MHz UMTS/HSDPA networks in North America. The PCI Express Mini Card, a form factor specification of the Expedite EU730, is standard in most notebooks, providing quick and easy integration, and minimizing space on the laptop motherboard. This enables platform manufacturers to reduce integration costs and maintain external slots for other functions. The modem is backward compatible to 850, 900, 1800 and 1900 MHz Enhanced Data Rate for Global Evolution (EDGE), General Packet Radio Service (GPRS) and Global System for Mobile Communication (GSM) networks for wireless data access worldwide.

About Panasonic Computer Solutions Company

Panasonic Computer Solutions Company empowers the mobile workforce. The company is a unit of Panasonic Corporation of North America, which is the principal North American subsidiary of Matsushita Electric Industrial Co., Ltd. (NYSE:MC). Panasonic has delivered reliable, durable mobile solutions through its Toughbook(R) line of notebook computers for thirteen years and has expanded the boundaries of wireless technology through a broad portfolio of products, ranging from fully rugged, industrial strength notebook computers and tablet PCs to thin and light semi-rugged notebooks. A core manufacturer, Matsushita and its subsidiaries control the entire process of design, manufacture, quality assurance, service and support. As a result, Panasonic Toughbooks are known for having the lowest failure rates in the industry. Government, industrial and commercial users -- from Fortune 1,000 companies to small businesses -- rely on solutions from Panasonic, wherever their work takes them.

All brand and company/product names are trademarks or registered trademarks of their respective companies. All specifications are subject to change without notice. Information on Panasonic's full line of notebook PCs for the mobile professional can be obtained by calling 800-662-3537 or at <http://www.panasonic.com/toughbook>.

About Novatel Wireless

Novatel Wireless, Inc. is a leading provider of wireless broadband access solutions. Novatel Wireless' Merlin(TM) PC Cards, Expedite(TM) Embedded Modems, Freedom Box(TM) Ruggedized Modems, MobiLink(TM) Communications Software Suite, Ovation(TM) 3G Multimedia Application Consoles and Conversa(TM) Software Suite enable high-speed wireless access to personal, corporate and public information. The company delivers innovative 3G solutions to operators, distributors and vertical markets worldwide. Headquartered in San Diego, Calif., Novatel Wireless is listed on NASDAQ:NVTL. For more information, visit www.novatelwireless.com. (NVTLG)

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his 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, as amended to date. 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 contained herein. These factors include risks relating to technological changes, new product introductions, 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 (available at www.sec.gov) and other regulatory agencies.

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