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Novatel Wireless and Convergent Communications Pvt. Ltd. Partner to Expand Merlin G201™ into India

SAN DIEGO, CALIFORNIA - October 8, 2002 - Novatel Wireless, Inc. (Nasdaq:NVTL), a leading provider of wireless data access solutions, today announced it has signed a new agreement with Convergent Communications India, a Bangalore-based networking solutions provider, to distribute its dual-band Merlin G201™ GSM/GPRS Wireless PC Card Modem. With this agreement, Novatel Wireless will expand its distribution network to India, making the card now available in 18 countries across the world.

According to Merrill Lynch (India Tele-scope, September 2, 2002), India boasts a cellular subscriber base of over 7.6 million. This fast expanding market has grown by more than 70% since last year, with net adds of over 350,000 in recent months.

Convergent Communications India has sales and support offices in more than 20 locations in all the regions of India and offers complete networking solutions including fixed and mobile wireless access. Convergent is focused on providing complete secured solutions for network design ranging from LAN/WAN to wireless products, and has achieved an impressive growth rate since its inception in 1998.

"Our alliance with Novatel Wireless comes at a time when the India wireless and networking market continues to grow," stated Venkat Kedlaya, managing director of Convergent Communications.

"At Convergent, we are focused on having the best products available and being the leading one-stop shop for networking solutions, and the Merlin G201 is a key component to our mobile solution offerings," said Anil Gupta, director of Convergent Communications.

"India, like China, is one of the fastest growing markets for wireless products in the world, and we are excited to be making our entry into this market," commented Ambrose Tam, president and CTO for Novatel Wireless. "Together with Convergent Communications and its extensive distribution network, we can offer the India market high quality products that increase productivity and access to critical information."

For sales and product information, please visit the corporate web site: www.novatelwireless.com, or contact:

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ABOUT THE MERLIN G201™

The Merlin G201 is a dual band (900/1800) wireless PC Card modem based on GSM/GPRS technology. Slightly larger than a credit card, Merlin G201 fits into a Type II PC Card slot and provides 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 G201 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. The Merlin G201 offers voice capability over the GSM network allowing users to make and receive calls from a laptop or Pocket PC device. Merlin G201 is compatible with Microsoft Windows 98, 2000, Millennium Edition, XP and Pocket PC 2000 and 2002 operating systems.

ABOUT CONVERGENT

Established by former Motorola professionals, Convergent started as a business partner of Motorola Multi service Networking Division for India and SAARC countries. Headquartered in Bangalore, the Silicon Valley of India, Convergent has opened offices in all major cities across the country as well as support locations manned by Convergent engineers in more than 20+ locations. Customer support is provided through regional offices in Bangalore, Mumbai, Delhi, Pune, Hyderabad, Kolkata and Chennai. Convergent has partnered with system integrators, service providers and regional business partners, thus providing customers with a single point solution - hardware, media, network management support and service. Convergent also has a Telecom-Consulting Group for facilitating network approval.

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 or call 888-888-9231.

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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.