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Novatel Wireless Grants Product Distribution Rights to Satel Systems

-- Estonian Company Markets GPRS Product Line to Eastern European Enterprise Customers--

SAN DIEGO, CALIFORNIA - January 7, 2003 - Today Novatel Wireless, Inc. (Nasdaq: NVTL) signed a new distribution agreement with Estonia-based Satel Systems. Novatel Wireless, which develops wireless data access solutions such as its Merlin™ Family of Wireless PC Card Modems, has granted Satel GPRS product distribution rights in the Eastern European republics of Estonia, Latvia, Lithuania, Kazakhstan, Ukraine and the Russian Federation.

Satel is a telecommunications distributor that has rapidly established a reseller network throughout the Baltic states, where the GPRS penetration rate is approximately 50-60% of the population, and recently opened an office in St. Petersburg, Russia to take advantage of the growing market there. Through its multi-country reseller network to enterprise customers, systems integrators, network operators and wireless solutions providers, Satel will market Novatel Wireless GPRS products, including the:

- Merlin G201™ dual-band Wireless PC Card Modem
- Merlin G301™ tri-band Wireless PC Card Modem
- Expedite G301™ tri-band Wireless Embedded Modem

"Together with our partner, Satel Systems, we plan to carve out a new niche for wireless data in the Baltic region and Russia," stated John Major, chairman and CEO of Novatel Wireless. Peter Jarvsoo, owner of Satel Systems, added, "We expect the sales potential for Novatel Wireless modems will be very high, in part because of the strong Internet usage in these countries, but more importantly, we believe the speed, convenience and affordability of these wireless data products will certainly appeal to mobile users."

Product inquiries from Eastern Europe can be directed to:

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ABOUT SATEL SYSTEMS

Satel Systems is the authorized distributor of Finnish company Satel Oy in the Baltics and former Soviet countries. Satel Oy, established in 1986, is a Finnish electronics and telecommunications company that specializes in the design, manufacturing and international marketing of radio modems for data communication and alarm transfer. As a leading supplier in Eastern Europe, Satel Systems currently serves the regions of Estonia, Latvia, Lithuania, Kazakhstan, Ukraine and the Russian Federation and is working to extend business into other European market areas.

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 Merlin™ Family of Wireless PC Card Modems, Expedite™ Family of Wireless Embedded Modems, Minstrel® Family of Wireless Handheld Modems, Lancer 3W™ Family of Ruggedized Modems and Sage® Wireless Serial 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, 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, 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.