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Novatel Wireless Partners with Wind in Italy

-- Wind Telecomunicazioni S.p.a Places Initial Purchase Order for Merlin G301 TM --

SAN DIEGO, CALIFORNIA - November 3, 2003 - Novatel Wireless, Inc. (Nasdaq:NVTL), a leading provider of wireless data access solutions, today announced that it continued to expand its presence in Europe with a new operator relationship with Wind Telecomunicazioni S.p.a in Italy. Novatel Wireless has received carrier certification from Wind and initial purchase orders for its Merlin G301TM Wireless PC Card Modem.

The Merlin G301 makes the virtual office a reality by enabling high speed, secure VPN (Virtual Private Network) connectivity to email, the Internet and corporate networks providing Wind customers with increased flexibility, competitiveness and enhanced communications to improve business processes. With a strong focus on corporate customers, Wind plans to offer the Merlin G301 in conjunction with personalized wireless data solutions to small, medium-sized and large businesses, associations and professionals.

Wind Telecomunicazioni S.p.a is one of Italy's leading telecommunications providers and one of the three largest wireless operators in Italy - a country with 95% penetration rates. Backed by Orange, one of the world's leading wireless companies, and Enel, Italy's largest utility, Wind has 9.2 million wireless customers and 17% market share (Merrill Lynch 9/22/03). Wind will source the product from Speeka, S.r.l, a top wireless distribution company selling products nationwide throughout Italy.

"Since inception our focus has been to offer innovative products and services at competitive prices," said Daniele Lamberti, product manager for Wind. "The Merlin G301 fits perfectly into that strategy and is a key component in our personalized wireless data offerings to the corporate market."

"This agreement is another step in our strategy to move away from layered distribution and focus on direct partnerships with leading wireless operators in Europe," commented Peter Leparulo, chief executive officer of Novatel Wireless.

ABOUT MERLIN G301™

The Merlin G301 is a true Type II wireless PC card modem that enables text messaging, fax and access to email and the Internet via a laptop or handheld PC. Compatible with virtual private networks (VPN), the Merlin G301 allows secure wireless connectivity to Intranets and corporate networks behind a firewall. The Merlin G301 transmits data at speeds up to 53.6 kbps and operates on 900/1800/1900 MHz band GSM/GPRS networks throughout the Americas, Asia-Pacific, Europe, Africa and the Middle East. For information on the Merlin G301, visit the Novatel Wireless corporate web site at: www.novatelwireless.com

ABOUT WIND TELECOMUNICAZIONI S.P.A

Established in 1997, Wind is the sole operator in Europe offering integrated fixed, internet and mobile telecommunications solutions. Wind is the leading non incumbent operator on the Italian fixed telephony market, runs Italy's most successful internet Portal (Italia On Line) and is the Italian largest Internet Service Provider (ISP). Wind is also Italy's 3rd largest mobile player, with 9.2 million wireless customers and 17% market share. For more information visit www.wind.it

ABOUT NOVATEL WIRELESS, INC.

Novatel Wireless, Inc. is a global leader in the design and development of wireless modems, software and custom engineering for use in mobile computing devices. Novatel Wireless Merlin™ PC Card and Expedite™ Embedded Modems enable high-speed wireless access to personal, corporate and public information via portable computers, handheld devices and vertical market applications. The company delivers innovative 2.5G and 3G solutions to operators, distributors and vertical markets worldwide. Headquartered in San Diego, California, Novatel Wireless is listed on Nasdaq: NVTL. For more information: www.novatelwireless.com

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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.