

Novatel Wireless Inks Distribution Agreement Down Under

-- Caelera to Sell Novatel Wireless GSM/GPRS Products in Australia and New Zealand --

SAN DIEGO, CALIFORNIA - December 2, 2002 - Novatel Wireless, Inc. (Nasdaq:NVTL), a provider of wireless data access solutions, today announced a distribution agreement with Caelera Pty. Ltd. for the Australian and New Zealand OEM and embedded systems markets. Caelera will sell the Novatel Wireless Expedite G301™ tri-band Wireless Embedded Modem and the Merlin G201™ dual band Wireless PC Card Modem. Both products enable high-speed wireless data connectivity over GSM/GPRS networks.

Caelera, based in Melbourne, Australia, serves the electronic components market throughout Australia and New Zealand, representing leading semiconductor and embedded module companies such as Conexant and its subsidiaries, Mindspeed and Skyworks. The company will market the Novatel Wireless product line into vertical markets including automatic vehicle location (AVL) tracking, gaming, fleet management, maritime applications using global positioning systems (GPS), medical, meter reading, mobile radio, point-of-sale (POS), and telemetry (data communications between machines).

"Embedded systems manufacturers in Australia and New Zealand are entering a significant period of design activity to convert their systems to GPRS networks over the next twelve months," said Greg Burns, managing director of Caelera. "Novatel Wireless, with its high performance, low cost GSM/GPRS products, is well-suited to take advantage of the growing market potential here, and we are pleased to represent their product line to our key customers."

Australia and New Zealand are primarily GSM/GPRS markets, although CDMA has been recently deployed. Major wireless operators include Telstra Australia and Telecom New Zealand, both of whom provide broad coverage and countrywide roaming. In addition to these operators, Caelera also works with Vodafone and Singtel/Optus.

"We view Australia, with its large geography and sparse population, and nearby New Zealand, as prime candidates for remote monitoring and industrial applications powered by our Expedite G301," commented Slim Souissi, chief technology officer for Novatel Wireless. "In addition, our Merlin G201 serves businesses and consumers who require cost-effective mobile voice/data access from notebook or handheld computers. We believe this partnership with Caelera will put us in front of a new customer base hungry for the latest wireless solutions at the right price point."

ABOUT THE EXPEDITE G301

The Expedite G301 is a tri-band (900/1800/1900) wireless embedded modem based on GSM/GPRS technology with networks currently available in North and South America, Europe, Middle East, India, Africa and Asia-Pacific. Employing packet-switching technology, the modem delivers wireless data at speeds up to 53.6 kbps. It also supports GSM voice, fax, SMS text messaging and circuit-switched data communications at 14.4 kbps. The modem represents a single wireless component ideally suited for integration into PDA's, laptop computers, telemetry devices, inventory monitoring equipment, point-of-sale terminals, automated banking machines, vending machines, and vehicle tracking devices. Key integration advantages include:

- Miniature form factor - measures a mere 37 x 50 mm with 5 mm thickness
- Power-saving sleep mode - ensures energy conservation for portable applications
- Over-the-air-download capability - minimizes life cycle costs while enabling instant firmware upgrades

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 CAELERA PTY. LTD.

Caelera Pty. Ltd. is the Australia and New Zealand representative and distributor for Conexant Systems, Mindspeed Technologies, Skyworks Solutions, EZchip Technologies, Finisar Optics & Multitech Systems. The company is a specialized representative and distribution company with a team of well-known semiconductor industry professionals. For more information, visit www.caelera.com.

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; NVTLD). 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.