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February 27, 2012

Novatel Wireless and SeeControl Introduce End-to-End Usage Based Insurance Solution

BARCELONA, Spain, Feb. 27, 2012 /PRNewswire/ -- (Mobile World Congress Booth: 1A55) -- Novatel Wireless, Inc. (NASDAQ: NVTL), a leading provider of intelligent wireless networking solutions and SeeControl, a leading provider of M2M applications, today introduce and demonstrate an end-to-end pre-integrated usage-based-insurance (UBI) telematics solution at Mobile World Congress in Barcelona, Spain.

The UBI solution suite being demonstrated consists of pan-European connectivity, back office analytics, business and consumer facing applications as well as turnkey auto-provisioning support for Novatel Wireless MT 3000/ MT 3050 devices using the N4A™ CMS platform, enabling consumer plug-play self-installation. Combined with the SeeControl UBI application, the solution provides for a quick, easy and customized implementation per insurer. It offers key features designed to help capture new customers, reduce risk and eliminate fraud in claims processing:

- Policy/Contract Management
- Driver Risk Profiles
- Customizable Driver Rating Algorithms
- Multiple driver, multiple policy support
- Market / Demographic Segmentation
- Helpful tools for consumers such as diagnostic data plus oil change and maintenance reminders
- Expansive telemetry options including speed, miles driven, idle time, harsh acceleration, harsh braking, possible accident, possible theft
- Accident reconstruction
- Full control of GPS data collection on a regional basis to comply with governmental and consumer privacy concerns

"The insurance companies are rapidly embracing UBI and pay-as-you-drive applications in order to offer aggressive discounts to drivers based on their actual driving statistics and behaviors," says Rob Hadley, CMO of Novatel Wireless. "We are excited to be working with SeeControl to help insurers better align their market programs with tailored pay-as-you-drive market applications and solutions."

The pre-integrated solution suite brings together all the elements needed for an insurer to rollout a program in weeks, not years. It combines the cloud-based, enterprise grade application from SeeControl that brings workflow, visualization and analytics together with the Novatel Wireless N4A Communication and Management Software that manages the wireless device lifecycle from initial device provisioning and deployment to upgrades, maintenance and data management once in the field. Additionally, it fully integrates the advanced features of the MT 3000 and MT 3050 to capture driver behavior data, set alerts and provide easy self-installation.

"The recent success of insurance telematics programs shows that consumers and businesses overwhelmingly understand the linkage between verifiable safe driving through telematics and lower premiums. They are eager for it to be widely available," says Bryan Kester, CEO of SeeControl. "This turnkey solution allows insurers and wireless carriers of any size to participate in this tremendous evolution in insurance and address the opportunity rapidly."

Novatel Wireless and SeeControl will be demonstrating their combined solution at Mobile World Congress in Barcelona, Spain February 27th — March 1 2012 booth #1A55.

About Novatel Wireless

Novatel Wireless, Inc. is a leader in the design and development of intelligent wireless solutions based on 2G, 3G and 4G technologies providing wireless connectivity. The company delivers specialized wireless solutions to carriers, distributors, retailers, OEMs and vertical markets worldwide. Product lines include MiFi Intelligent Mobile Hotspots, Ovation USB modems, Expedite embedded modules, Enfora smart M2M modules, and Enfora integrated M2M solutions. These innovative products provide anywhere, anytime communications solutions for consumers and enterprises. Headquartered in San Diego, California, Novatel Wireless is listed on NASDAQ: NVTL. For more information please visit www.nvtl.com. (NVTLG)

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, 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.

About SeeControl, Inc.

SeeControl enables M2M integrators and IT developers to easily create tailored apps that wirelessly connect to remote assets, analyze their performance and manage the business processes around them. Over one-hundred companies in seven countries rely on SeeControl to predict operational needs ahead of time and act automatically to drive higher service, revenue and efficiency.

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