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Novatel Wireless and O2 Germany Sign Supply Agreement for Ovation MCU1000 3G Wireless Multimedia Application Consoles

Ovation MCU1000 Provides Broadband Access for Home, SOHO and Enterprise Markets

SAN DIEGO & MUNICH, Germany, Mar 11, 2005 (BUSINESS WIRE) -- Novatel Wireless, Inc. (NASDAQ:NVTL), a leading provider of wireless broadband access solutions, and O2 (Germany) GmbH & Co today announced they have signed a frame agreement for the purchase of mobile communications equipment which includes the supply of Novatel Wireless' new Ovation MCU1000(TM) 3G Wireless Multimedia Application Consoles powered by Conversa(TM) software suite. O2 Germany will brand the product Surf@home. In connection with the agreement, O2 Germany has issued a purchase order for initial deployment.

Surf@home is a stand-alone desktop device that unifies the O2 3G Universal Mobile Telecommunications System (UMTS) network with 802.11b/g wireless local area networking (WLAN) to provide cost-effective high-speed wireless broadband access.

Designed for residential, small office/home office (SOHO) and enterprise users, Surf@home provides high-speed wireless broadband access to email, the Internet and corporate networks through secure virtual private networks (VPNs) using multiple devices, including desktop PCs, WiFi enabled laptops and other peripheral devices.

The Conversa software suite in Surf@home is designed to support innovative features that provide a rich end-user experience and optimize the performance of Surf@home, including:

-- Broadband WWAN Internet Access. Conversa will provide user-friendly wireless broadband access to the Internet, email, corporate networks and VPNs.

-- Advanced WLAN Networking. Conversa will allow residential and SOHO users to use Surf@home to connect multiple devices including desktop PCs or laptops to wireless broadband Internet access from every office or room.

-- Advanced Security Firewalls. Conversa will enable enterprises to safely and securely access email, the Internet and corporate information, while sharing company documents and conducting secure teleconferencing.

With wireless broadband data speeds up to 384 kbps on the O2 UMTS network - approximately six times faster than dial-up - Surf@home offers a superior cost and performance alternative to dial-up and Integrated Services Digital Network (ISDN) connections.

"O2 Germany worked closely with Novatel Wireless to help develop Surf@home for our customers, helping to meet a growing demand for affordable broadband access alternatives to dial-up and ISDN connections," said Helge Alter, Vice President Devices & Applications at O2 Germany. "Novatel Wireless is leading the industry in converged WWAN/WLAN devices. As the first operator to introduce a wireless multimedia application device with WLAN and UMTS connectivity, O2 Germany clearly demonstrates its commitment to deliver innovative solutions that leverage the benefits of 3G/UMTS."

"O2 has helped drive the acceptance of UMTS across Europe and we are pleased that they will launch Ovation MCU1000 and bring its customers feature-rich solutions that leverage 3G connectivity," said Peter Leparulo, CEO of Novatel Wireless. "By broadening our product portfolio with the Ovation product line powered by Conversa software suite, it enables Novatel Wireless to further expand its role as the global leader in wireless broadband access solutions."

O2 will provide live demonstrations of Surf@home at CeBit in Hannover, Germany, March 10 to 16 in stand B26, Hall 12. Novatel Wireless will also demonstrate the Ovation MCU1000(TM) in booth A3, stand C38, Hall 13.

Novatel Wireless specializes in high-speed wireless broadband access solutions. The company has an extensive global network of wireless operators and technology channels throughout Asia, Europe and North America.

About Ovation Family of 3G Multimedia Application Consoles Powered by Conversa

The Ovation Family of 3G Multimedia Application Consoles is a portfolio of stand-alone desktop consoles integrated with GSM, UMTS, 802.11b/g, voice and/or VoIP technology to provide broadband data and voice communications and the delivery of multimedia applications. Ovation is powered by Conversa, a software suite developed by Novatel Wireless that will offer broadband WWAN Internet access, advanced WLAN networking, analog voice calling and intelligent routing depending on

quality of service and cost, multimedia application support, advanced security firewalls and protocol flexibility.

ABOUT O2 (Germany) GmbH & Co. OHG

O2 (Germany) GmbH & Co. OHG, a subsidiary of mmO2 plc, offers its post-paid and pre-paid subscribers almost blanket coverage in Germany via its own mobile communications network and a roaming agreement with T-Mobile. In addition, the company provides innovative mobile data services on the basis of GPRS and UMTS technology. mmO2 plc has 23,2 million subscribers in the UK, Ireland and Germany.

ABOUT NOVATEL WIRELESS, INC.

Novatel Wireless, Inc. is a leading provider of wireless broadband access solutions. Novatel Wireless' Merlin(TM) PC Cards, Expedite(TM) Embedded Modems, Freedom Box(TM) Ruggedized Modems, MobiLink(TM) Communications Software Suite, Ovation(TM) 3G Multimedia Application Console and Conversa(TM) Software Suite enable high-speed wireless access to personal, corporate and public information. The company delivers innovative 3G solutions to operators, distributors and vertical markets worldwide. Headquartered in San Diego, California, Novatel Wireless is listed on NASDAQ: NVTL. For more information visit www.novatelwireless.com (NVTLG)

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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, 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.

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