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## **Novatel Wireless Signs Distribution Deal in Middle East and Africa**

### **-- Company to Partner with Brightpoint Middle East FZE to Help Bring Wireless Data to Middle East and Africa --**

SAN DIEGO, CALIFORNIA - October 31, 2002 - Novatel Wireless, Inc. (Nasdaq: NVTI;NVTLD), a provider of wireless data access solutions, today announced a distribution agreement with Brightpoint Middle East FZE, based in Dubai, United Arab Emirates, for its dual-band Merlin G201™ GSM/GPRS Wireless PC Card Modem. Brightpoint Middle East will distribute the product throughout the Middle East and Africa.

Dubai is the key business hub for the Middle East and for large parts of Africa providing freight, flight and commercial infrastructure for the region. Middle East and Africa regions have had significant growth in the telecommunications industry over the past years with considerable growth potentials for the future.

"We are excited to work with Brightpoint Middle East and now have distribution deals in over 20 countries on every continent except Antarctica," stated Ambrose Tam, president and CTO for Novatel Wireless. "We will continue to fill in this distribution network, while partnering with key operators and technology companies in each market. While this network alone will not drive sales, it is an important and vital building block to ensure that Novatel Wireless is well positioned and can take advantage of opportunities for wireless data wherever they arise around the world."

Slightly larger than a credit card, the Merlin G201 enables users to connect on the move by offering wireless access to the Internet, email, corporate networks, voice calling and SMS messaging. The dual band (900/1800 MHz) GSM/GPRS PC card is available for the Type II PC Card slot of laptops and Pocket PC devices. It provides extensive and secure wireless data communications at speeds up to 53.6 kbps in General Packet Radio Services (GPRS) coverage areas and 14.4 kbps in Global System for Mobile Communications (GSM) coverage areas.

For sales and product information, please visit the corporate web site: [www.novatelwireless.com](http://www.novatelwireless.com) or contact:

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### **ABOUT BRIGHTPOINT MIDDLE EAST FZE**

Brightpoint Middle East is a leading provider of outsourced services in the Middle East and Africa wireless telecommunications and data industry. Its innovative services for wireless network operators include product procurement, customized packaging, prepaid service solutions, e-commerce solutions, inventory management, distribution and other outsourced services. Brightpoint Middle East is part of the Perseus Group, which encompasses wireless retail chain, wireless after market services, logistics software and supply chain management business units.

### **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 Minstrel® Family of Wireless Handheld Modems, Merlin™ Family of Wireless PC Card Modems, Sage® Wireless Serial Modems, Lancer 3W™ Family of Ruggedized Modems and Expedite™ Family of Wireless Embedded Modems. Headquartered in San Diego, California, Novatel Wireless is listed on the Nasdaq Stock Market (Nasdaq: NVTI). For more information, please visit the Novatel Wireless web site: [www.novatelwireless.com](http://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. 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. 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 and other regulatory agencies.