



December 30, 2002

## **Novatel Wireless chooses ProSalMar Management ApS, to expand distribution channels in the EU, Eastern Europe, The Middle East, and Northern Africa**

San Diego, California and Copenhagen, Denmark – December 30, 2002 - Novatel Wireless, Inc. (Nasdaq:NTVL) a provider of wireless data access solutions today announced that it has signed an agreement with ProSalMar Management ApS. Under terms of this agreement, ProSalMar Management ApS, with headquarters in Denmark and regional offices in The Netherlands and Jordan, will seek to increase distribution channels, expedite operator certifications, and increase product sell-through in the European Union, Eastern Europe, Middle East and Northern Africa.

“Our agreement with ProSalMar will cost-effectively extend our reach into many fast growing markets beyond our current network,” commented John Major, chairman & CEO at Novatel Wireless. “ProSalMar Management’s relationship with carriers and expertise in regional sales and marketing can accelerate the penetration of our leading products and help us increase sales in new and existing markets.”

“ProSalMar Management has strong relationships with operators, distributors and resellers in EMEA that will significantly aid in expanding Novatel Wireless’ distribution networks and product sell through,” said Christian Engelbrecht Kiaerulff, founder & CEO at ProSalMar Management ApS. “We have already engaged a number of potential clients and expect to hit the ground running in this new partnership.”

### **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: NVTI). For more information, please visit the Novatel Wireless web site: [www.novatelwireless.com](http://www.novatelwireless.com) or call 888-888-9231.

### **ABOUT PROSALMAR MANAGEMENT, ApS.**

ProSalMar Management works primarily within the areas of Project, Sales, and Marketing management, with offices in Denmark, The Netherlands, and Jordan. ProSalMar Management’s expertise and international network is invaluable when entering new markets, connecting with new customers or establishing new sales channels. For more information, please visit the ProSalMar Management web site: [www.prosalmar.com](http://www.prosalmar.com) or call +45 70 22 58 56.

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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](http://www.sec.gov)) and other regulatory agencies.