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## **Novatel Wireless Enters M2M Smart Devices Market in Partnership With Cinterion Wireless Modules**

### ***Companies Combine Forces to Jointly Market Co-Branded CDMA M2M Solutions and Expand the M2M Landscape***

SAN DIEGO & MUNICH, Nov 10, 2009 (BUSINESS WIRE) -- Novatel Wireless (NASDAQ:NVTL), a leading provider of wireless broadband solutions, today announced its entry into the Machine-to-Machine (M2M)-smart devices market through a multiyear Memorandum of Understanding (MOU) with Cinterion Wireless Modules, the global leader in M2M communication modules. Under the terms of the agreement, Novatel Wireless and Cinterion Wireless Modules will combine their core competencies to address the emerging M2M marketplace with Novatel-developed, co-branded CDMA modules (1X and Rev. A) utilizing the market leading Cinterion form factor. The companies will jointly drive all aspects of sales, marketing and technical support for M2M solutions utilizing their respective sales channels.

"Mobile carriers are increasingly focused on M2M opportunities, and we believe the timing is right for us to enter the market and seize opportunities to provide high quality M2M solutions," said Peter Leparulo, chairman and CEO of Novatel Wireless. "Cinterion's leading market share in GSM/GPRS/EDGE/HSDPA technology and its vertical market expertise in the Machine-to-Machine industry - combined with Novatel Wireless' innovation leadership and strong carrier relationships create the ideal collaborative environment. Novatel Wireless' solutions-based approach for mobile broadband has been to bring together an ecosystem of intelligent platforms, enabling technology, host applications, and server applications to enterprises and consumers. This move extends our total solutions approach to a wide variety of vertical markets, where we will jointly deliver footprint-compatible intelligent, robust and secure M2M solutions."

"Our strategic collaboration with Novatel Wireless is a win-win proposition for customers who will enjoy a comprehensive product portfolio from two focused companies along with the highest level of customer care for which we are known," said [Norbert Muhrer](#), CEO, Cinterion Wireless Modules. "Cinterion and Novatel Wireless share complementary customer bases, as well as product and technology portfolios, giving both companies great business growth potential. This agreement will enable us to expand our product offerings, and I firmly believe we will deliver unmatched competence to the market."

M2M applications utilize cellular technology to automate business processes, improve productivity and reduce costs in a wide range of industries including transportation, utilities, manufacturing, enterprises, healthcare, entertainment, retail and mobile computing.

### **ABOUT NOVATEL WIRELESS**

Novatel Wireless, Inc. is a leader in the design and development of innovative wireless broadband access solutions based on 3G and 4G WCDMA (HSPA & UMTS), CDMA and GSM technologies. Novatel Wireless' USB modems, embedded modules, Intelligent Mobile Hotspot products and software enable high-speed wireless Internet access on leading wireless data networks. The Company delivers specialized wireless solutions to carriers, distributors, OEMs and vertical markets worldwide. Headquartered in San Diego, California, Novatel Wireless is listed on NASDAQ: NVTL. For more information please visit [www.novatelwireless.com](http://www.novatelwireless.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](http://www.sec.gov)) and other regulatory agencies.

### **ABOUT CINTERION WIRELESS MODULES**

Cinterion Wireless Modules is the worldwide leading supplier of cellular machine-to-machine (M2M) communication modules and combines unparalleled M2M engineering expertise and localized worldwide customer support with a strong portfolio of high-quality GSM, GPRS, EDGE, UMTS and HSPA products. Cinterion is a reliable partner and valued by many vertical market customers for its award-winning modules which enable machines, equipment and vehicles to communicate over wireless networks helping enterprises dramatically cut costs and increase productivity and efficiency. Cinterion products are carrier and FTA approved and used for industries including remote maintenance and control; metering; payment systems; industrial PDAs;

routers and gateways; security systems; health care; automotive and eToll; tracking and tracing; environmental monitoring and more. The firm's global headquarters are in Munich, Germany with sales and support offices in local markets around the world. For more information, please visit: [www.cinterion.com](http://www.cinterion.com).

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