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China Mobile Offers Novatel Wireless Tri-Band GSM/GPRS PC Card Modem

Merlin G301 Commercially Available Through Beijing MCC

SAN DIEGO, CALIFORNIA - September 8, 2003 - Novatel Wireless, Inc. (Nasdaq: NVTL), a leading provider of wireless data access solutions, today announced commercial availability of the Merlin G301™ GSM/GPRS Wireless PC Card Modem through the world's largest mobile operator, China Mobile Communications Corporation (CMCC). Commercial shipments of the Merlin G301 have already begun.

Beijing Mobile Communications Company (BMCC) Ltd. is the first subsidiary of China Mobile to market the Novatel Wireless Merlin G301 to consumers, corporate employees and laptop users through its enterprise sales force, retail stores and broad distribution network. The Merlin G301 will be subsidized by China Mobile and offered free to customers who sign up for a one year pre-paid unlimited service plan. Distributed by Beijing Beida Jade Bird Network Communication Technical Co., Ltd (Jade Bird) on behalf of China Mobile, the Merlin G301 will also be bundled with China Mobile's pre-paid GPRS eCard™ Subscriber Identity Module (SIM).

Beijing MCC holds dominant market share in Beijing with more than 10 million subscribers in one of the fastest growing cities and wireless markets in the world. China Mobile is the largest mobile operator in the world, with subsidiaries in 18 provinces throughout mainland China. China Mobile has over 129.1 million out of the more than 216 million wireless subscribers in China.

"The market for GPRS data is growing aggressively in China," said Ji Yong, General Manager of Business Development for Beijing MCC. "We are very pleased with the performance of the Merlin G301 and look to meet the growing demand for wireless data with its robust capabilities."

"Novatel Wireless has proven itself as an innovator in wireless data with superior performance, leading technology and strong sales and technical support," said Zhu Jun, Vice President of Jade Bird. "We look forward to passing their competitive edge on to our key customers like China Mobile."

The Merlin G301 is the second Novatel Wireless product to be offered by China Mobile. China Mobile has already launched the Novatel Wireless Merlin G201™ Wireless PC Card Modem in Beijing, Chongqing, Guanzhou, Tianjing, Shandong, Hebei, Hubei, Hunan, Sichuan, and Henan provinces throughout the Peoples Republic of China. The Merlin G201 has been promoted by radio, print, online, and at a recent Mobile Solon tradeshow.

"Adding the Merlin G301 to our portfolio allows us to build on existing relationships with global leaders like China Mobile," said Peter Leparulo, CEO of Novatel Wireless. "We look forward to expanding our relationship with China Mobile and Jade Bird to accelerate our penetration in the fast growing Asian market."

ABOUT MERLIN G301

The Merlin G301 is a true Type II wireless PC card modem that enables voice calling, text messaging, fax and access to email and the Internet via a laptop or handheld PC. Compatible with virtual private networks (VPN), the Merlin G301 allows secure wireless connectivity to Intranets and corporate networks behind a firewall. The Merlin G301 transmits data at speeds up to 53.6 kbps and operates on 900/1800/1900 MHz band GSM/GPRS networks throughout the Americas, Asia-Pacific, Europe, Africa and the Middle East. For more information on the Merlin G301 call 888-888-9231 or visit www.novatelwireless.com.

ABOUT NOVATEL WIRELESS, INC.

Novatel Wireless, Inc. is a leading developer of wireless PC cards, embedded modems, software and custom engineering for use in mobile computing devices. The company delivers innovative solutions to retail, wholesale and vertical markets worldwide enabling access to personal, corporate and public information over GSM, GPRS, CDMA and UMTS networks. Novatel Wireless Merlin™ PC Card and Expedite™ Embedded Modems are used in portable computers, handheld devices and vertical market applications. Headquartered in San Diego, California, Novatel Wireless is listed on Nasdaq: NVTL.

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