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Novatel Wireless and Trio Teknologies Sign New Distribution Agreement

Trio Agreement Expands Sales Channel for the PCS Connection Card by Novatel Wireless (Merlin C201™)

SAN DIEGO, CALIFORNIA - May 20, 2002 - Novatel Wireless, Inc. (Nasdaq:NVTL), a leading provider of wireless data access solutions, today announced it has signed an agreement with Trio Teknologies, Inc. to distribute the PCS Connection Card by Novatel Wireless (Merlin C201™) nationwide. The 3G1X compatible PC card is designed to operate on Sprint's Third Generation PCS Network, providing fast, secure transfer of wireless data and a rich wireless Internet browsing experience using both PCs and PDAs.

Trio Teknologies is a key distributor of Wireless Wide Area Networking (WWAN) products, offering value added services and complete wireless solutions for businesses nationwide. Trio has partnerships with AT&T Wireless Data, Sprint, Voicestream Wireless, and Verizon Wireless and is a member of the Citrix Business Alliance providing data services to the resellers of Citrix Systems' Metaframe Server technology.

"As companies look more and more for complete wireless data solutions, Novatel Wireless provides market leading hardware and software to help them accomplish their goals," said Gordon Dahl, Vice President of Trio Teknologies. "Our partnership with Novatel Wireless allows us to add the Merlin C201 to our portfolio of quality products and solutions that provide our customers access to critical information anytime and anyplace."

"Trio Teknologies' expertise serving mid-sized businesses with complete wireless solutions will open a new market for Novatel Wireless," said Peter Leparulo, senior vice president, CDMA operations for Novatel Wireless. "As a value added distributor of wireless data service with extensive experience designing and deploying real world wireless data solutions, Trio can help bring Novatel Wireless' CDMA technology into a wide range of corporations across the country."

ABOUT THE PCS CONNECTION CARD (MERLIN C201)

The PCS Connection Card by Novatel Wireless (Merlin C201™) is a single band (1900 MHz) wireless PC card modem designed to operate on Sprint's Third Generation PCS Network when it launches nationwide later this summer. Slightly larger than a credit card, Merlin C201 slides inside your Type II PC card slot, providing access to email, corporate databases and the Internet at peak speeds of up to 144 kbps with average speeds of 50 - 70 kbps.

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: NVTL). For more information, please visit the Novatel Wireless web site: www.novatelwireless.com or call 888-888-9231.

ABOUT TRIO TEKNOLOGIES

Trio Teknologies is defining value added distribution for the wireless data marketplace. Founded in 1997, the company evolved from providing wireless data solutions as a Value Added Reseller (VAR) to a leading nationwide Distributor of CDMA, CDPD and GPRS data products and services from Sprint PCS, Voicestream Wireless and Verizon Wireless. Trio enables IT Solution Providers and Resellers to extend their customers' enterprise utilizing thin client technology over today's wireless wide area networks (WWAN). Unlike traditional IT and Data Service distributors who simply make products and services available with little guidance, Trio Teknologies has experience developing and deploying thin client WWAN solutions and can assist resellers step by step with the myriad of choices in a wireless data solution. Resellers can leverage Trio's expertise to resolve issues with coverage, integration, security, and speed. Trio Teknologies is your guide through the wireless data frontier. For additional information, please visit us online at www.triotek.com or call us at 800-676-8694.

The Novatel Wireless logo, Minstrel, Merlin, Merlin G201, Sage, Lancer 3W and Expedite are trademarks of Novatel Wireless, Inc. Minstrel and Sage are registered with the U.S. Patent and Trademark Office. All other brands, products and company names mentioned herein are trademarks of their respective holders.

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.