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Novatel Wireless Signs Supply Agreement with IBM

High-Speed Wireless WAN Solution Available to Wireless Carriers, Manufacturers and Enterprise Customers through Ingram Micro

SAN DIEGO, CALIFORNIA - September 4, 2002 - Novatel Wireless, Inc. (Nasdaq:NVTL), a leading provider of wireless data access solutions, today announced it has signed a supply agreement with IBM to deliver the new PCS Connection Card™ by Novatel Wireless (Merlin C201™) through Ingram Micro Inc. (NYSE: IM), the largest global wholesale provider of technology products and supply chain management services. The Vision compatible PC card is designed to operate on the enhanced Sprint Nationwide PCS Network, providing high-speed access to email, the Internet and corporate databases on laptops and handheld devices. IBM will offer the PCS Connection Card to its business customers through their enterprise distribution channels nationwide and as a stand-alone accessory online at www.ibm.com.

"With long-standing relationships with both IBM and Novatel Wireless, and a new 3G wireless service agreement in place with Sprint, we are very well positioned to take advantage of the enterprise market's increasing demand for high-speed, mobile wireless communications," said Kathy Riggs, director of vendor business management, Ingram Micro North America. "By offering a complete, end-to-end mobility solution, we are equipping IT solution providers with the necessary tools, resources and services to implement secure, wireless connectivity."

Country by country, Novatel Wireless is joining forces to sell its family of wireless products, with some of the most high-profile distributors, resellers, VARs and retail outlets. Adding to that, Novatel Wireless will populate enterprise channels throughout North America, bringing a rich, wireless multimedia experience via its high-speed CDMA2000 1X PC card modem, the Merlin C201.

"IBM has a successful track record of delivering leading-edge networking solutions to business customers and we are pleased to expand our relationship to now include our 3G wireless data connectivity products," said Peter Leparulo, senior vice president, CDMA operations for Novatel Wireless. "IBM will significantly expand our channel presence and enable corporations to increase productivity and connectivity of their mobile workforce."

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 designed to operate on the enhanced Sprint Nationwide PCS Network. The Type II PC card provides access to email, corporate databases and the Internet at peak speeds of up to 144 kbps, with average speeds of 50 - 70 kbps. The PC card is compatible with Microsoft Windows 98, 2000, Millennium Edition, XP and Pocket PC 2000 and 2002 operating systems.

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.

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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.