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Novatel Wireless Delivers Leading Fleet Management Solution to Construction Sector

Recent wins add over 2,400 Ctrack fleet management subscriptions to the construction and heavy equipment sector

SAN DIEGO and JOHANNESBURG, South Africa, July 12, 2016 (GLOBE NEWSWIRE) -- Novatel Wireless, Inc. (Nasdaq:MIFI), a leading global provider of solutions for the Internet of Things (IoT), including software-as-a-service (SaaS), today announced that four more major construction equipment companies in South Africa will deploy the Novatel Wireless Ctrack telematics solution for vehicle tracking and fleet management across more than 2,400 vehicles to improve customer service, driver safety, and operating costs.

These companies rent or lease heavy equipment for use across multiple industries such as road and highway, farming, and manufacturing. PricewaterhouseCoopers (PwC) reports that construction plant, machinery and equipment purchased in South Africa during 2015 increased by 40% to \$63.5 billion from the previous year. The construction fleets are comprised of cranes, rollers, bulldozers, concrete mixers, excavators, and dump trucks in addition to bulk liquid transport equipment.

"Leading construction and heavy equipment companies have sophisticated portfolios that span multiple geographies and customers which represent the complexities of today's construction industry," said Cobus Grove, General Manager, Ctrack Global for Novatel Wireless. "Ctrack solutions for telematics are engineered to address these challenges by providing advanced, scalable solutions. These recent multi-year agreements are a wonderful testimonial of our reputation and customer service commitment to meet the unique needs of businesses with fleets of any size and different business models."

Burma Plant Hire, a leading heavy equipment service provider in South Africa, has been using the Ctrack solution to monitor their assets while offering fleet management insights and vehicle tracking services to their clients.

"We're very pleased with the return on investment we've experienced with the Ctrack solution these last four years, which is why we installed the solution on more of our vehicles this year," said Theuns Burger, CEO of Burma Plant Hire. "We continuously strive to find new ways to eliminate vehicle abuse and reduce diesel costs, while ensuring the utmost safety of our staff members and clients. By outfitting more of our vehicles with the Ctrack platform we can continue to improve our productivity by offering the best service and solutions to our clients in order to meet the high standards that Burma Plant Hire set for ourselves."

About Novatel Wireless, Inc.

Novatel Wireless, Inc. (Nasdaq:MIFI) is a leading global provider of solutions for the Internet of Things (IoT), including software-as-a-service (SaaS) solutions for the fleet telematics market. Our innovative products and solutions provide anywhere, anytime communications and analytics for consumers and businesses of all sizes, with approximately 164,000 subscribed fleet vehicles for Ctrack among the Company's 534,000 global subscribers. Novatel Wireless, Inc. is headquartered in San Diego, California. www.novatelwireless.com. @MIFI (Twitter); <https://www.linkedin.com/company/novatel-wireless> (LinkedIn)

Cautionary Note Regarding Forward-Looking Statements

Certain statements in this press release may constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements relate to a variety of matters, including, without limitation, statements related to the ability of Novatel Wireless to expand its addressable markets and drive growth in service revenue and broaden its customer base as a result of the acquisition of DigiCore, and other statements that are not purely statements of historical fact. These forward-looking statements are made on the basis of the current beliefs, expectations and assumptions of the management of Novatel Wireless and are subject to significant risks and uncertainty. Investors are cautioned not to place undue reliance on any such forward-looking statements. All such forward-looking statements speak only as of the date they are made, and Novatel Wireless undertakes no obligation to update or revise these statements, whether as a result of new information, future events or otherwise. These forward-looking statements also involve many risks and uncertainties that may cause actual results to differ materially from what may be expressed or implied in these forward-looking statements. These factors include risks relating to technological changes, new product introductions, continued acceptance of Novatel Wireless' products and dependence on intellectual property rights, changes in foreign currency exchange rates, and extended sales cycles. For a further discussion of risks and uncertainties that could cause

actual results to differ from those expressed in these forward-looking statements, as well as risks relating to the business of Novatel Wireless in general, see the risk disclosures in the Annual Report on Form 10-K of Novatel Wireless for the year ended December 31, 2015, and in other filings made with the SEC by Novatel Wireless (available at www.sec.gov).

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