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Novatel Wireless Momentum Builds on Strength of M2M Portfolio

SAN DIEGO--(BUSINESS WIRE)-- [Novatel Wireless, Inc.](http://www.nvwl.com) (Nasdaq: NVTL), a leading provider of intelligent wireless solutions, today announced that it has received purchase orders totaling approximately \$7 million and has also executed a supply agreement with an initial order quantity totaling \$8.2 million to provide M2M solutions to a range of customers spanning the after-market telematics, commercial telematics and Remote Management and Control (RMAC) markets.

KEY HIGHLIGHTS:

- Recently introduced solutions in Novatel Wireless' M2M portfolio, including the [MiFi® Powered™ SA 2100](#) and [MT 3060](#) mobile tracking device, have experienced an increase in customer adoption with anchor development partners. To further enhance its value-add in strategic vertical segments and drive recurring revenue, Novatel Wireless' portfolio also includes its cloud hosted N4A™ Device Manager, which incorporates advanced diagnostics and integrated telematics features.
- The new business has been secured with leading M2M service providers in targeted market segments. These segments include after-market telematics for a range of leading edge applications such as Usage Based Insurance (UBI) with the MT 3060, commercial telematics including fleet management with the SA 2100 and MT 4100, and RMAC leveraging Novatel Wireless' new M2M platforms.
- After-market telematics orders are also accompanied by bookings for licenses of Novatel Wireless' N4A Device Manager software under which Novatel Wireless will host the management of field devices for an annual license fee.
- Although some shipments began in Q1 2014, the Company currently anticipates that they will accelerate through the year and into Q1 2015 after the completion of any required software integration or product technical acceptance.

Peter Leparulo, CEO, Novatel Wireless, said: "Novatel Wireless' target markets represent areas of significant growth opportunity for the company. As we continue to execute on our multiple-vertical market approach, we will launch M2M solutions combining leading hardware design with integrated software support tailored to specific market needs. We look forward to continuing to drive forward innovation in the M2M space that will meet and exceed customer demands."

About Novatel Wireless

Novatel Wireless, Inc. is a leader in the design and development of intelligent wireless solutions based on 2G, 3G and 4G technologies. The company delivers specialized wireless solutions to carriers, distributors, retailers, OEMs and vertical markets worldwide. Product lines include MiFi® Intelligent Mobile Hotspots, Ovation™ USB modems, Expedi® embedded modules, Mobile Tracking Solutions, Asset Tracking Solutions, and Enabler smart M2M modules. These innovative products provide anywhere, anytime communications solutions for consumers and enterprises. Headquartered in San Diego, California, Novatel Wireless is listed on NASDAQ: NVTL. For more information please visit www.nvtl.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) and other regulatory agencies.

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