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Novatel Wireless and Jade Bird Sign Distribution Deal for China

Jade Bird to Bundle Merlin G301™ with Brand Leading Laptops

SAN DIEGO - October 30, 2003 - Novatel Wireless, Inc. (Nasdaq: NVTL), a leading provider of wireless data access solutions, today announced that it has signed a distribution agreement with Beida Jade Bird Huaguang Sci-Tech Co. Ltd (Jade Bird), to sell Novatel Wireless' Merlin GPRS and CDMA Wireless PC Card Modems. Jade Bird, a leading systems integrator in China, has placed a bulk purchase order for the Merlin G301™ Wireless PC Card Modem and will offer the card to operators, manufacturers, VARs, retailers, and other distributors throughout the People's Republic of China.

Jade Bird is a mobile solution provider and distributor of advanced technologies to enterprise markets in China. Jade Bird will bundle the Novatel Wireless Merlin G301 and China Mobile Communications Corporation (CMCC) wireless data service with major brand laptop computers for sale to small and medium sized businesses and enterprises in China.

"Our objective is to provide advanced technologies and services that meet the needs of our diverse channels," said Ms Zhu Jun, Vice President of Jade Bird. "By selling the Merlin G301 direct to operators as well as in bundles with laptop computers from brand leaders, we are able to offer our customers the wireless mobility solution that best fits their business."

"With established industry relationships and broad distribution channels throughout mainland China, we feel that Jade Bird has the key elements to significantly increase our market penetration in China," said Peter Leparulo, chief executive officer for Novatel Wireless. "We have successfully bundled the Merlin with IBM, Dell, Toshiba and HP in North America and Europe and are pleased to partner with Jade Bird to offer complete wireless data solutions to businesses in China."

ABOUT MERLIN G301™

The Merlin G301 is a true Type II wireless PC card modem that enables access to email, the Internet, text messaging and fax capabilities 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, visit www.novatelwireless.com

ABOUT JADE BIRD

A subsidiary of Jade Bird Corporation, Beida Jade Bird Huaguang Sci-Tech Co. Ltd is a leading system integrator, mobile solution provider and distributor of advanced technologies to enterprise markets in China. Jade Bird possesses large scale research and production capabilities and provides best in class telecommunications services and state of the art telecommunications equipment to the Asian market. Jade Bird partners with foreign telecom equipment manufacturers such as Motorola, Philips and Nortel to provide best in class solutions to end users.

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 applications. Headquartered in San Diego, California, Novatel Wireless is listed on Nasdaq: NVTL.

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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, 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, 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

