



August 28, 2002

Novatel Wireless Merlin G201 Chosen By Chongqing Mobile, Subsidiary of China Mobil

SAN DIEGO, CALIFORNIA - August 28, 2002 - Novatel Wireless, Inc. (Nasdaq:NVTL), a leading provider of wireless data access solutions and its partner, Mobiltron China, a leading distributor of wireless devices in the region, formally introduced the Merlin G201™ in the People's Republic of China at a seminar held in Chongqing city. Over 100 senior officers from Chongqing Mobile -- a subsidiary of China Mobile, the largest GSM operator in mainland China -- were in attendance to gain hands-on experience with Novatel Wireless' latest dual-band GSM/GPRS PC card modem for the Asia-Pacific market. Chongqing Mobile has chosen to offer the Merlin G201 to its mobile data customer base in Chongqing city.

China Mobile officially launched its GPRS service on May 17, 2002 in over 200 cities throughout mainland China. Novatel Wireless, Mobiltron China and its channel partners will initially sell the Merlin G201 in five major GSM/GPRS wireless coverage areas: Chongqing city, Xiamen city, Guangdong province, Zhejiang province, and Hunan province.

"We believe the potential for success in the GPRS market is very high," stated deputy general manager, Mr. Wang Guo Gang, of Chongqing Mobile. "With the official launch of our high-speed packet data network in May, we wanted to provide our customers with the best GPRS modem solution available and the Novatel Wireless Merlin G201 was a natural choice. Capitalizing on Novatel Wireless' successful track record of delivering high speed wireless data devices, we will provide much faster, more robust wireless data services, and ultimately, a more satisfying user experience to our wireless data customers in China." Chongqing is one of four municipalities directly under the Central Government in China, boasting over 2 million GSM subscribers and 60,000 GPRS subscribers. The municipality alone has a population of close to thirty million inhabitants. Countrywide, cellular teledensity in mainland China has surpassed 176 million users, according to statistics from the Ministry of Information Industry.

"China offers a tremendous opportunity for GPRS and wireless data," said Ambrose Tam, president and CTO of Novatel Wireless. "Chongqing Mobile and Mobiltron China have shown us exceptional support in our Asia/Pacific initiatives, and together, we look forward to enabling high speed wireless voice, data and multimedia communications to the People's Republic of China."

MERLIN G201

The Merlin G201 is a dual-band wireless Type II PC card operating on both the 900 MHz and 1800 MHz GSM/GPRS frequencies across Europe, the Middle East, Asia and the Pacific Rim. Equipped with a robust removable antenna to enhance portability, the Merlin G201 provides access to email, the Internet, corporate databases, voice calling and Short Messaging Service (SMS) from a laptop or Pocket PC device at maximum speeds of up to 53.6 kbps over GPRS and 14.4 kbps over GSM. Merlin G201 is compatible with Microsoft Windows 98SE, 2000, Millennium Edition, XP and Pocket PC 2000 and 2002 operating systems.

ABOUT GSM/GPRS

GPRS (General Packet Radio Service) is a packet switched wireless data network that allows for data to be sent and received using GPRS devices more quickly and cost-effectively than was possible over the GSM (Global System for Mobile) cellular system. Wireless users can download data at up to 53.6 kbps over GPRS and up to 14.4 kbps via circuit-switched data over GSM. GSM service providers around the world are aggressively enhancing their service capabilities through the support of GPRS for packet data.

GPRS wireless technology employs extensive authentication and encryption via standard GSM algorithms, making it one of the most secure public wireless systems in the world. The Subscriber Identity Modules (SIM card), a component of the GSM network, stores the authentication and encryption algorithms, making it virtually impossible for unauthorized users to capture and decipher messages.

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.

© 2002 Novatel Wireless. All rights reserved. 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.