
NOVATEL WIRELESS™

AUGUST
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Safe Harbor Statement - The following presentation contains statements about expected future events that are forward-looking and subject to risks and uncertainties. For these statements, we claim the safe harbor for “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. For a discussion of factors that could cause actual results to differ materially from expectations, please refer to the risk factors described in our filings with the SEC.

Non-GAAP Financial Measures- Non-GAAP gross margins, operating expenses, and earnings per share exclude restructuring charges, share-based compensation expenses, amortization of the debt discount and debt issuance costs associated with our convertible notes, charges related to acquisition and divestiture activities and acquisition-related intangible-asset amortization. This presentation contains references to certain non-GAAP financial measures and should be viewed in conjunction with our press releases and supplementary information on our website (www.novatelwireless.com), which present a complete reconciliation of GAAP and Non-GAAP results.

iot

An innovative global solutions provider.

Simply connecting people with information.

Novatel Wireless. A Global IoT Solutions Provider.

Connectivity Solutions



FW

Telematics



@track

Internet Devices



MiFi

NOVATEL WIRELESS

Tier One Customers. Trusted Partners.



verizon

T-Mobile



Sprint



Bell

usbank



Deloitte.



anglianwater



Discovery
Insure

557,000 Subscribers

Ctrack Fleet	174,000
Ctrack Non-Fleet	215,000
FW	168,000



UBER
SOUTH AFRICA



ERICSSON



NOVATEL WIRELESS

Telematics



Global Telematics. High Growth Verticals.



Fleet Management Enterprise/SMB/Consumer



22% CAGR
*Global through 2020**

Insurance Telematics



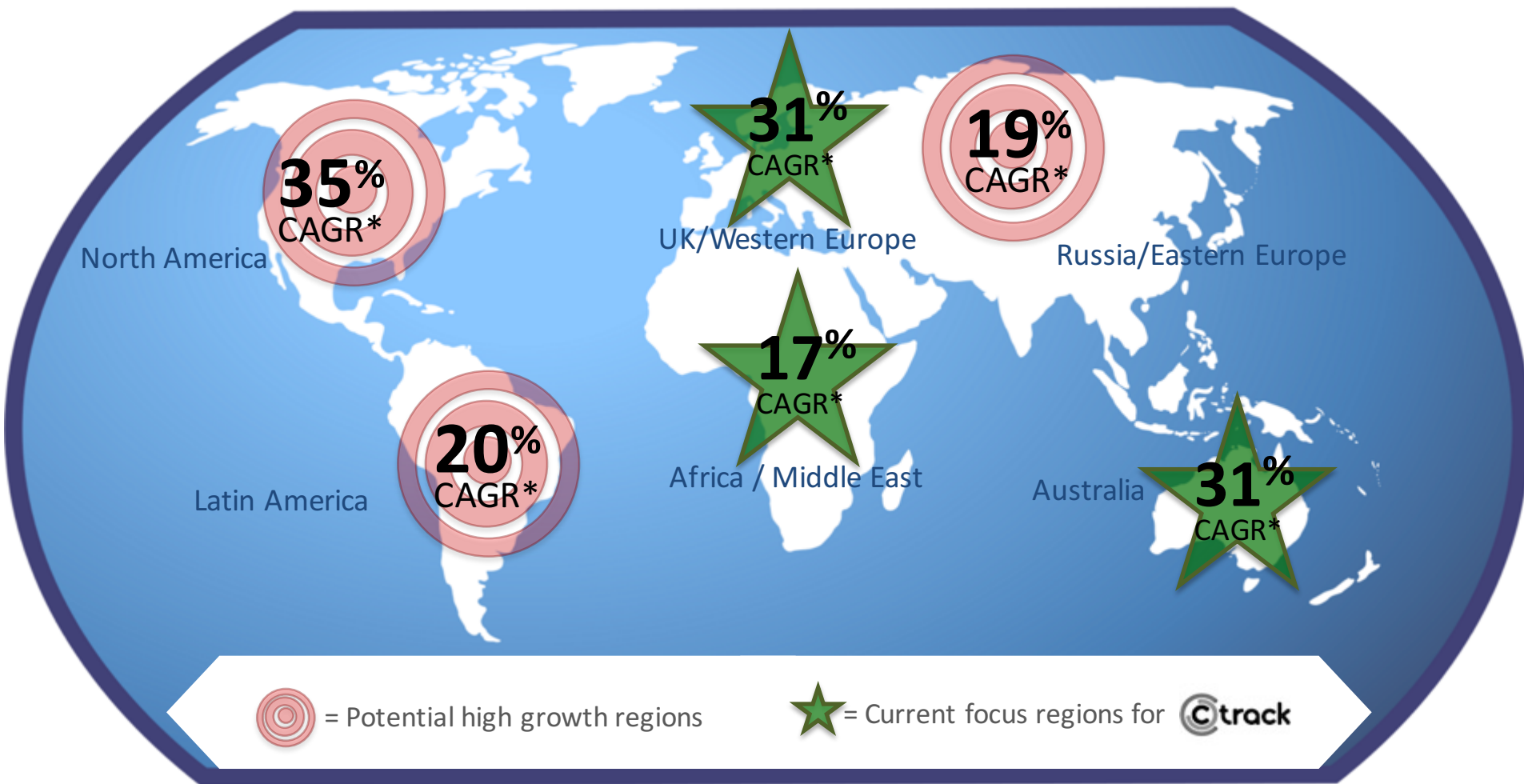
21% CAGR
*Global through 2020**

Asset Tracking / Monitoring



21% CAGR
*Global through 2020**

Telematics Growth 27% CAGR*. Target Regions.



Multiple Segments. Low Market Penetration.



FLEET SOLUTIONS

ARPU

MARKET PENETRATION



*Heavy Trucks
Enterprise*

Medium

45%



*SMB
Local Fleet*

High

31%



*Consumer
Rental Fleets*

Low

13%

Business Connectivity





Healthy Growth in Connected Retail.



Connected Retail
22% CAGR

*GLOBAL through 2022**



Vending Machine



Kiosk



Digital Signage



Point of Sale



Business Continuity



Enabling Connectivity for Connected Retail.



cradlepoint

accenture

IUS
technology

at&t

gemalto

Axeda

Jasper

verizon

MultiTech
Systems

IBM

ThingWorx
APTE Business

Sprint

SIERRA
WIRELESS

Aeris
Communications

Digi

Numerex

ORBCOMM

NOVATEL WIRELESS

**Deliver a Simple Solution.
No CAPEX.**



Mobile Broadband Devices



MiFi Portfolio. Healthy Cash Flow.

MiFi[®]
Novatel Wireless

Mobile Hotspots



Business/Enterprise

Consumer

USB Modems



Business/Enterprise

IoT/M2M

Home Router & Voice



Business/Enterprise

Consumer

+1,000,000 Units Annually

NOVATEL WIRELESS

Financial Highlights

Improving Margins. Return to Profitability.

Company guidance provided on August 3, 2016

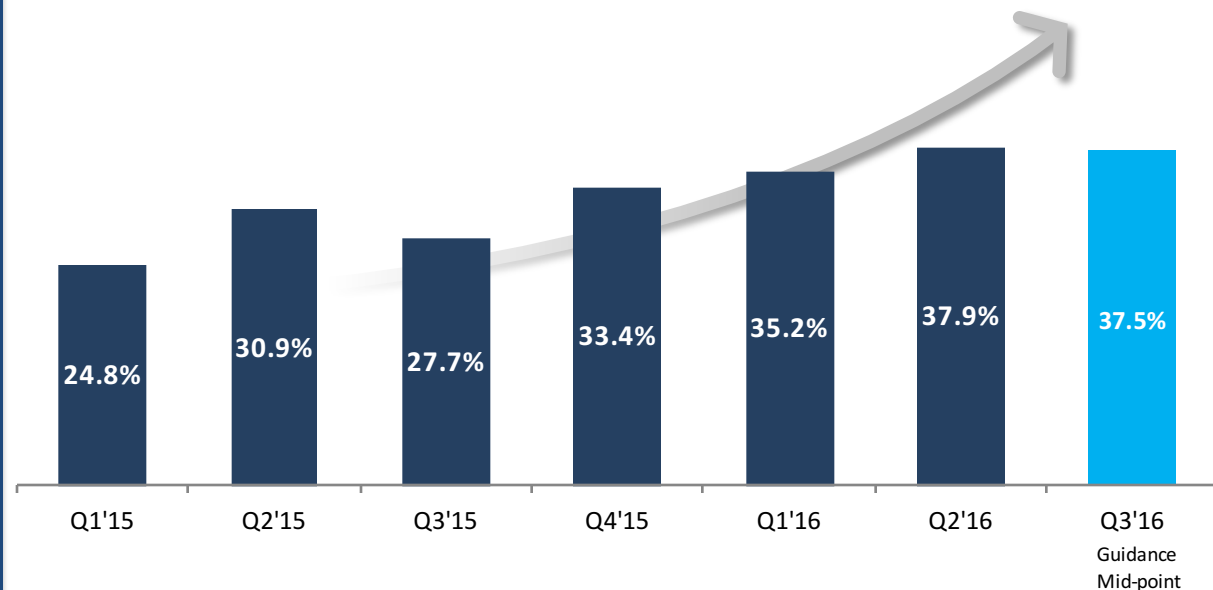
Drivers

63%-68% non-GAAP gross margins for Ctrack's telematics business.

Highly profitable SaaS and service offerings improve mix of overall revenues.

Low BoM for hardware offerings due to scale.

Quarterly Non-GAAP Gross Margins

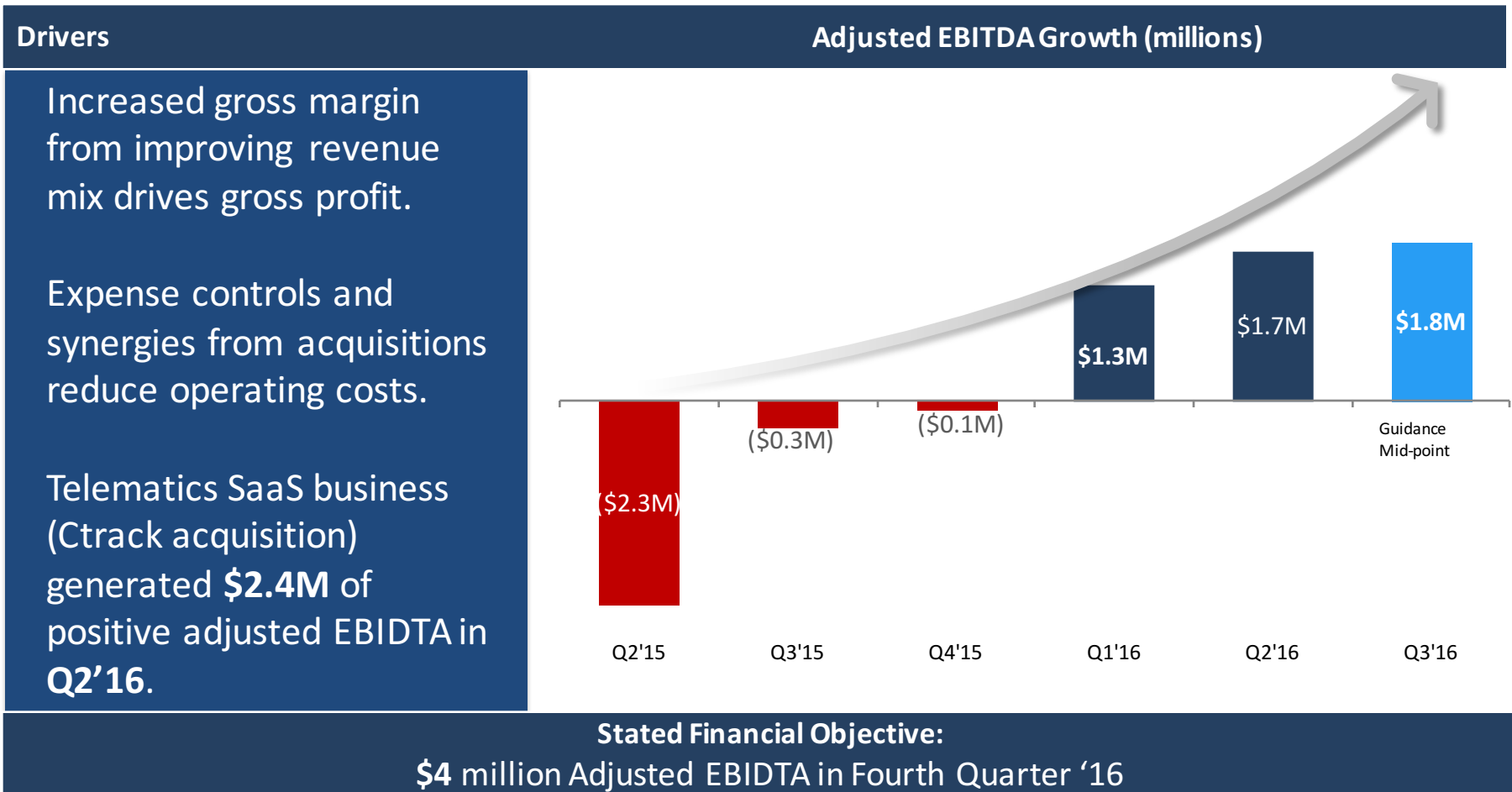


Stated Financial Objectives:

35%+ corporate non-GAAP gross margin; 70%+ non-GAAP gross margin for SaaS and Services

Increasing EBITDA. Return to Profitability.

Company guidance provided on August 3, 2016



3Q Guidance Key Metrics.

Company guidance provided on August 3, 2016

	Q1-16 Financial Results	Q2-16 Financial Results	Q3-16 Financial Guidance*
Total Revenue	\$66.9M	\$62.8M	\$60.0M - \$66.0M
SaaS, Software, & Services Revenue	\$12.8M	\$13.7M	n/a
Non-GAAP Gross Margin	35.2%	37.9%	36.5% - 38.5%
Non-GAAP Operating Expenses	\$24.4M	\$24.3M	\$23.0M - \$25.0M
Adjusted EBITDA	\$1.3M	\$1.7M	\$1.3M - \$2.3M
Non-GAAP EPS	(\$0.08)	(\$0.06)	(\$0.07) – (\$0.04)
Subscribers	534,000	557,000	n/a

*Ctrack guidance is included within financial guidance.

Q3-16 Guidance for Ctrack: Revenue \$15.0M - \$17.0M; Non-GAAP Gross Margin 63% - 68%; Adjusted EBITDA \$2.0M - \$3.0M