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# ***NOVATEL WIRELESS™***

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February  
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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 stock-based compensation expenses, charges and benefits related to M&A activities, acquisition-related intangible-asset amortization, merger integration costs, and the impact of establishing a valuation allowance related to deferred tax assets. 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](http://www.novatelwireless.com)), which present a complete reconciliation of GAAP and Non-GAAP results.

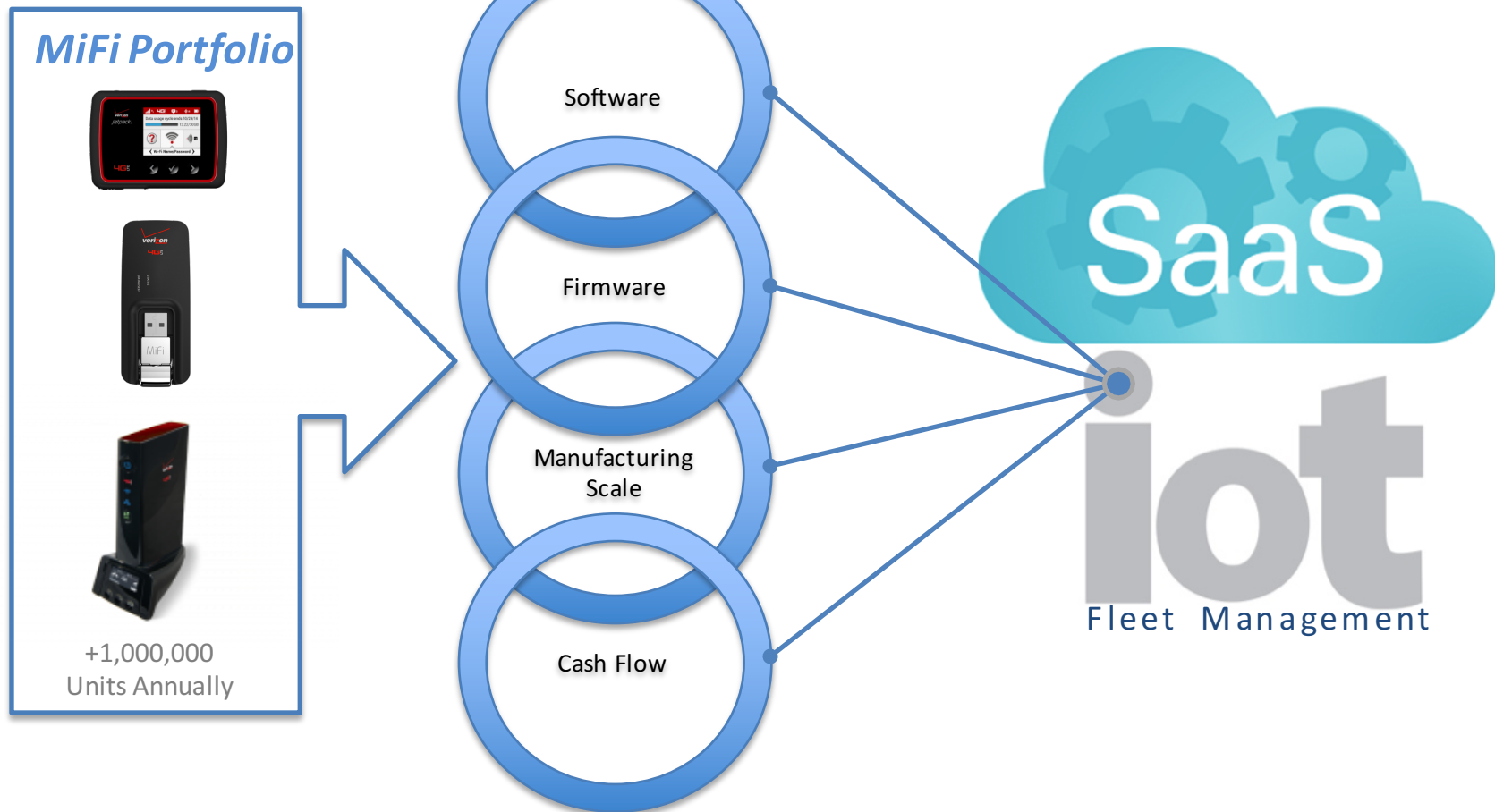
iot.

**An innovative global solutions provider.**

**Simply connecting people with information.**

# MiFi. Enabler for IoT.

Leverage MiFi R&D Capabilities, Scale Manufacturing & Positive Cash Flows



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# Customers. Partners.



# Awards. Winning Solutions.



**automechanika**  
innovationaward



**Patented Technology**



**111 Issued U.S. and International  
39 Pending**



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# Target Regions. Telematics Growth.

Telematics leads IoT  
**25% CAGR**  
GLOBAL through 2020\*



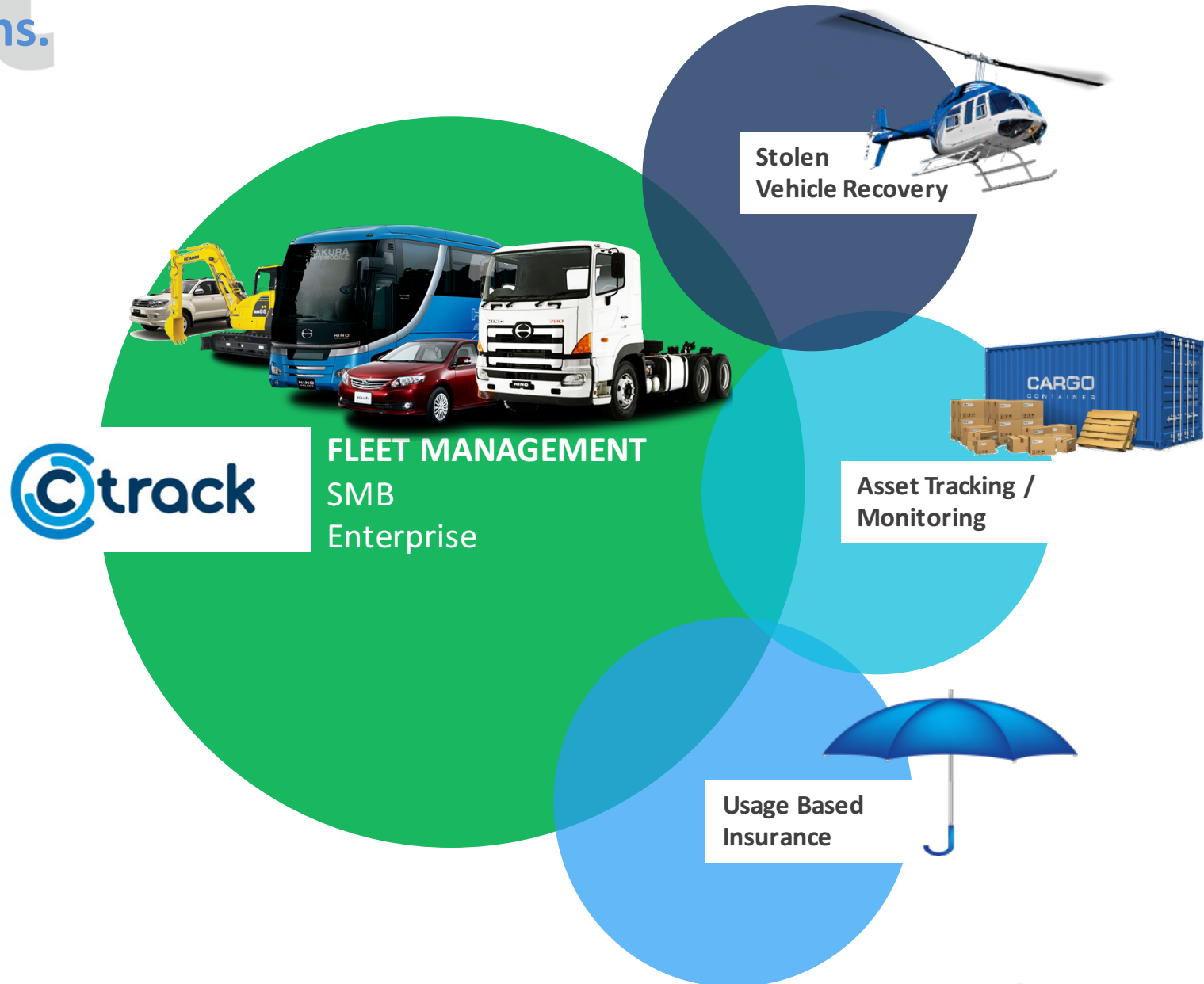
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SOURCES: ABI Research, Frost & Sullivan, Berg Insight; Markets and Markets, TechNavio



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Telematics.  
Solutions.



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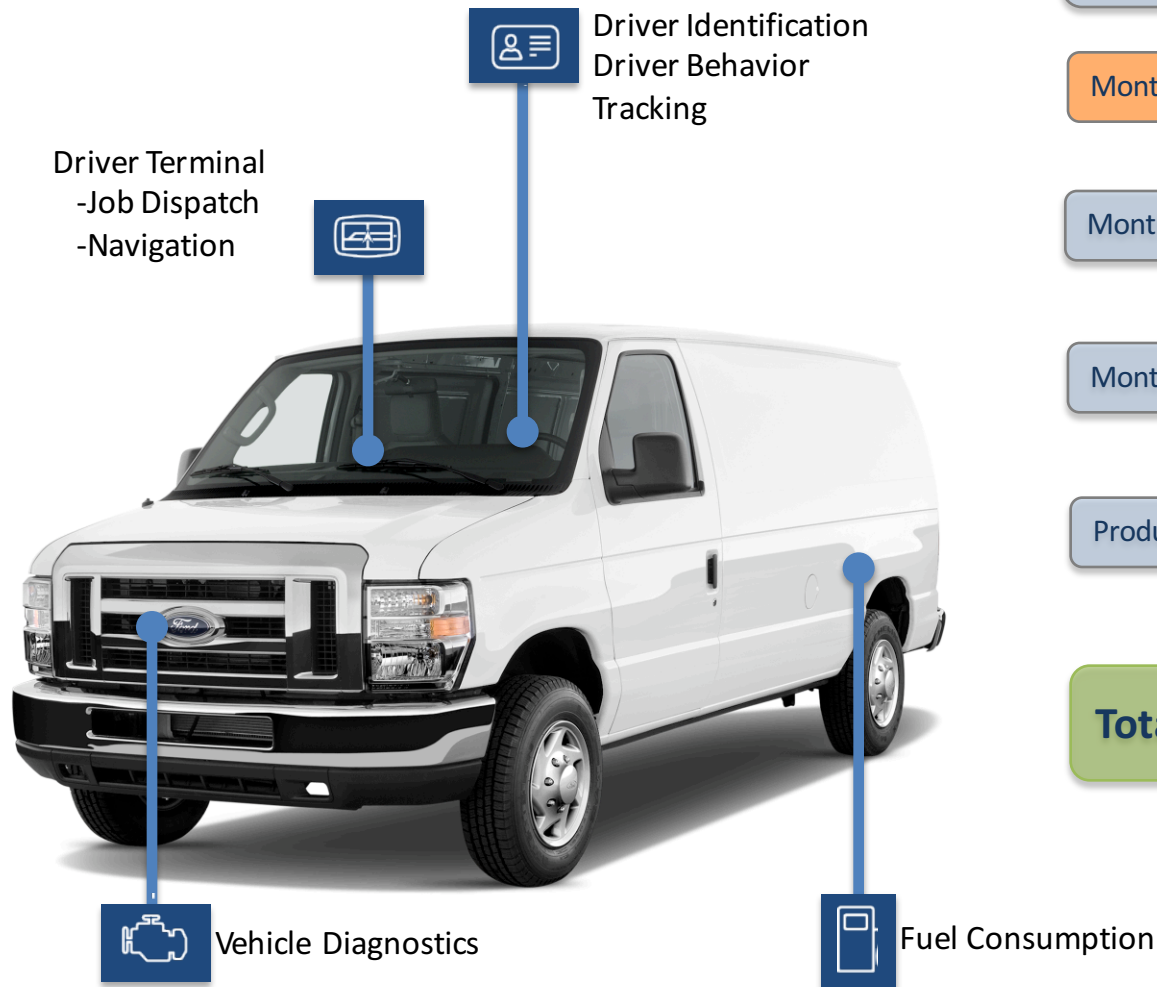
Full, Modular.  
Fleet Solutions.



FLEET SOLUTIONS		ARPU	GROWTH	MARKET PENETRATION
	<i>Heavy Trucks Enterprise</i>	Medium-High	15-20% CAGR	45%
	<i>SMB Local Fleet</i>	High	22% CAGR	31%
	<i>Consumer Rental Fleets</i>	Low	34% CAGR	13%



# Exceptional SMB GROWTH Fueled by ROI Value Proposition.



## Light Commercial Van- Monthly ROI Industry Standard per Unit

Monthly Investment **\$25-40/van**

Monthly Fuel Saving **\$35/van**

Monthly Overtime Savings **\$80/driver**

Productivity Increase **\$133/Increased Billing**

**Total Monthly Savings = \$248**  
Per vehicle

**Return on Investment 6:1**

*\*Example only;  
Metrics by region varies  
Figures not to be interpreted as Guidance*

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## FINANICAL HIGHLIGHTS



# Improving Margins & Cost Reduction. Return to Profitability.

Company guidance provided on February 18, 2016

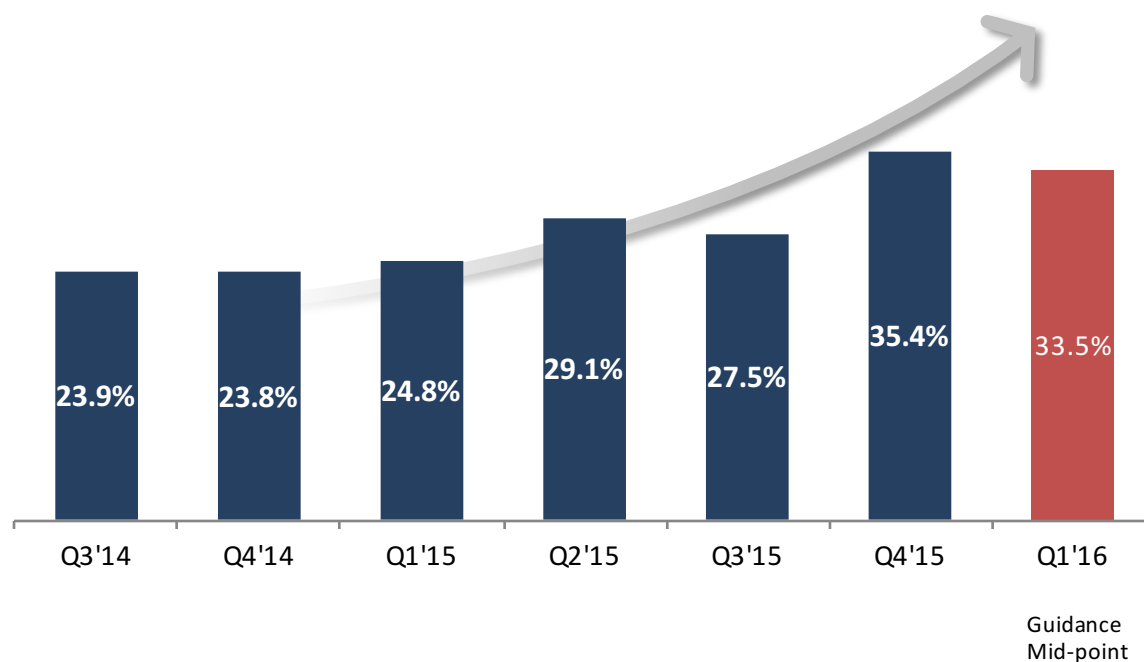
## Drivers

60%-65% non-GAAP gross margins for Ctrack's revenues

Increasing mix of total revenues from highly profitable SaaS and service offerings

Low BoM for hardware offerings due to scale

## Quarterly Non-GAAP Gross Margins



## Stated Financial Objectives:

35%+ corporate non-GAAP gross margin; 45%+ non-GAAP gross margin for IoT offerings

# 4Q Guidance Key Metrics.

Company guidance provided on February 18, 2016

	Q4-15 Financial Results	Q1-16 Consolidated Guidance	Q1-16 Guidance for Ctrack*
Revenue	\$58.1M	\$59M - \$64M	\$12M - \$16M
Non-GAAP Gross Margin	35.4%	32% - 35%	60% - 65%
Non-GAAP Operating Expenses	\$22.9M	\$23M - \$26M	
Adjusted EBITDA	(\$0.1M)	\$0.0M - \$1.0M	\$1.5M - \$2.5M
Non-GAAP EPS	(\$0.04)	(\$0.09) – (\$0.06)	

\* Ctrack guidance is included within Consolidated guidance