



#PUTTING**5G**TOWORK

DAN MONDOR, CHAIRMAN & CEO
NEEDHAM GROWTH CONFERENCE
JANUARY 14, 2020

Safe Harbor

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.inseego.com/investors) which present a complete reconciliation of GAAP and Non-GAAP results.

AGENDA

- Inseego Investment Thesis
- 5G Market Opportunity
- Company Backgrounder
- 2019 Company Highlights
- Inseego 2nd Generation 5G Portfolio
- 2020 Focus

Inseego Investment Thesis

Inseego Investment Thesis



World class mobile technology expertise with global Tier 1 service providers

Leadership in driving mass market solutions through multiple mobile technology generations

5G

Extending our footprint globally with early 5G market leadership

5G commercialization leadership in partnership with leading service providers



Strong growth with **significant ROI opportunity**

Well positioned to deliver **long term shareholder value**

Inseego Target Operating Model



Target

**Revenue
Growth**
> 25% CAGR

**Adj. EBITDA
Margin**
> 15% – 20%

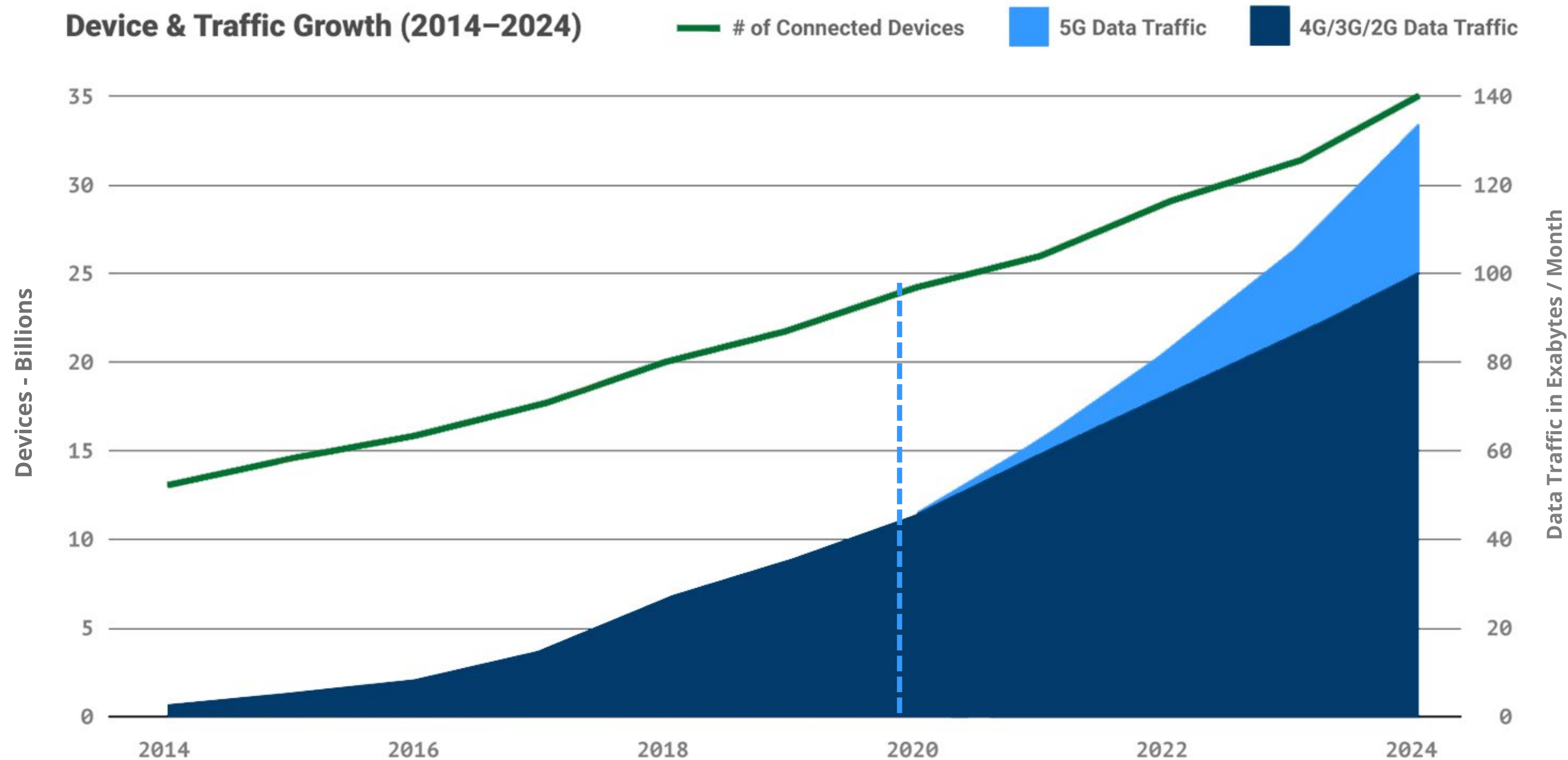
**FCF as % of
Adj. EBITDA**
> 60%

**Net Leverage
Ratio**
< 2x

5G Market Opportunity

5G Ramping Faster than all Previous Generations

Ramping twice as fast



Inseego 5G RFP
Pace Much Faster
than 4G

5G Global Market Opportunity for Inseego

Verizon
Wireless
Subscribers
150M

18
2019 Trials
Wireless
Subscribers
600M+

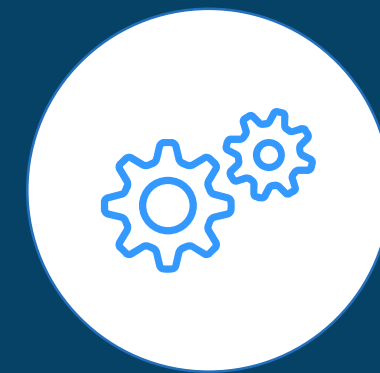
50+
Operators in
Pipeline
Wireless
Subscribers
>2B

Inseego is Solving 5G's Toughest Challenges

"5G Built Right"



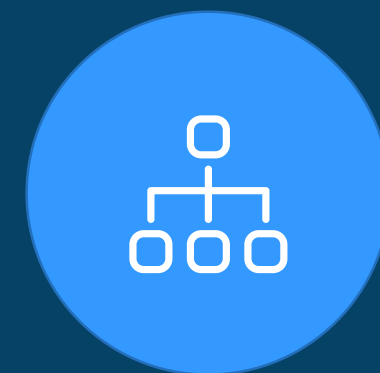
Solving Broadband Complexity



Powering IoT Use Cases



Enabling URLLC Use Cases



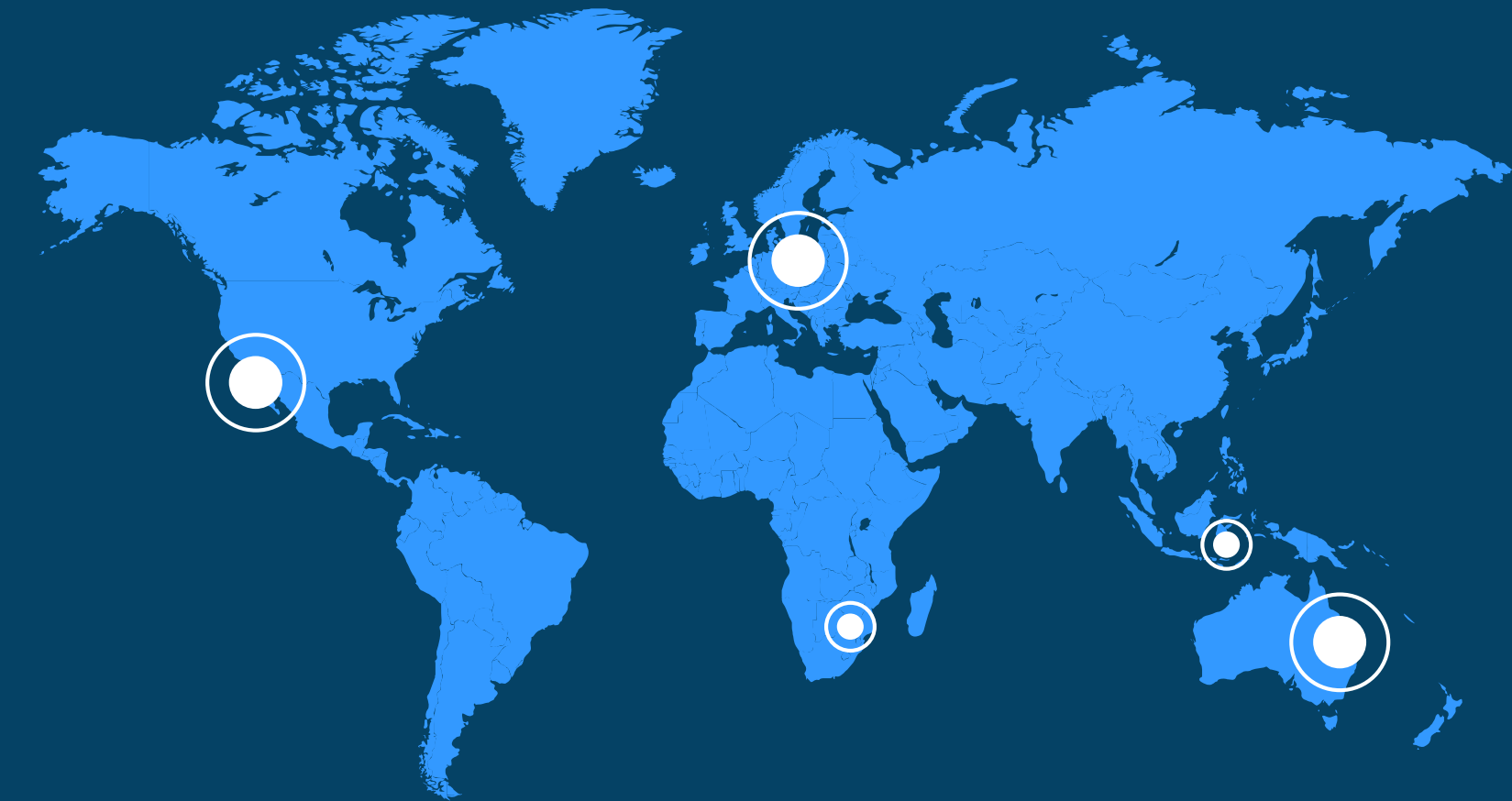
Eliminating Operational Complexity of 5G IoT



Holistic Cybersecurity

Inseego at a Glance

Quick Facts



- Incorporated Novatel Wireless, Inc. 1996
 - Rebrand to Inseego 2016
- Target customers
 - Service Providers, Fortune 500 Enterprise, Consumers, Government and First Responders
- Patent innovations shaping mobile technologies
- Technology leader in intelligent device-to-cloud solutions
- Core member of 5G ecosystem
- 100% designed and developed in the USA

Long History of Industry Firsts

2G

1990's

**First Modems for
Mobile Data**



3G

2000's

**First Modems –
New Use Cases**



4G

2010's

**First Advancements –
New Technologies**



5G_{NR}

TODAY

**Making 5G Real –
First Mover Advantage**



2019 Company Highlights



HAPPY

19TH

LISTING ANNIVERSARY!

insee go

INSG Nasdaq Listed

Nasdaq

ProTreatment.com



NEAUVIA

Abyen

Sweater Dress
\$19.99

H&M

N

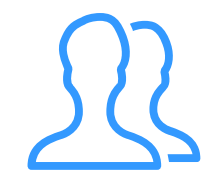
\$INSG

Listed 11.15.2000

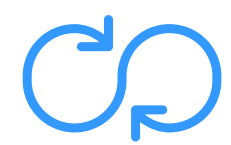
2019: Laser Focus to Deliver results



Accelerate 5G Leadership
with **8-10 5G** Design Wins



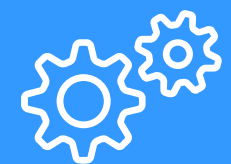
Expand Product Portfolio &
Grow Global Customer Base



Drive Product Availability
& Supply Chain Efficiency



Drive Cost Reductions in
Discretionary Spending & Cost of
Goods



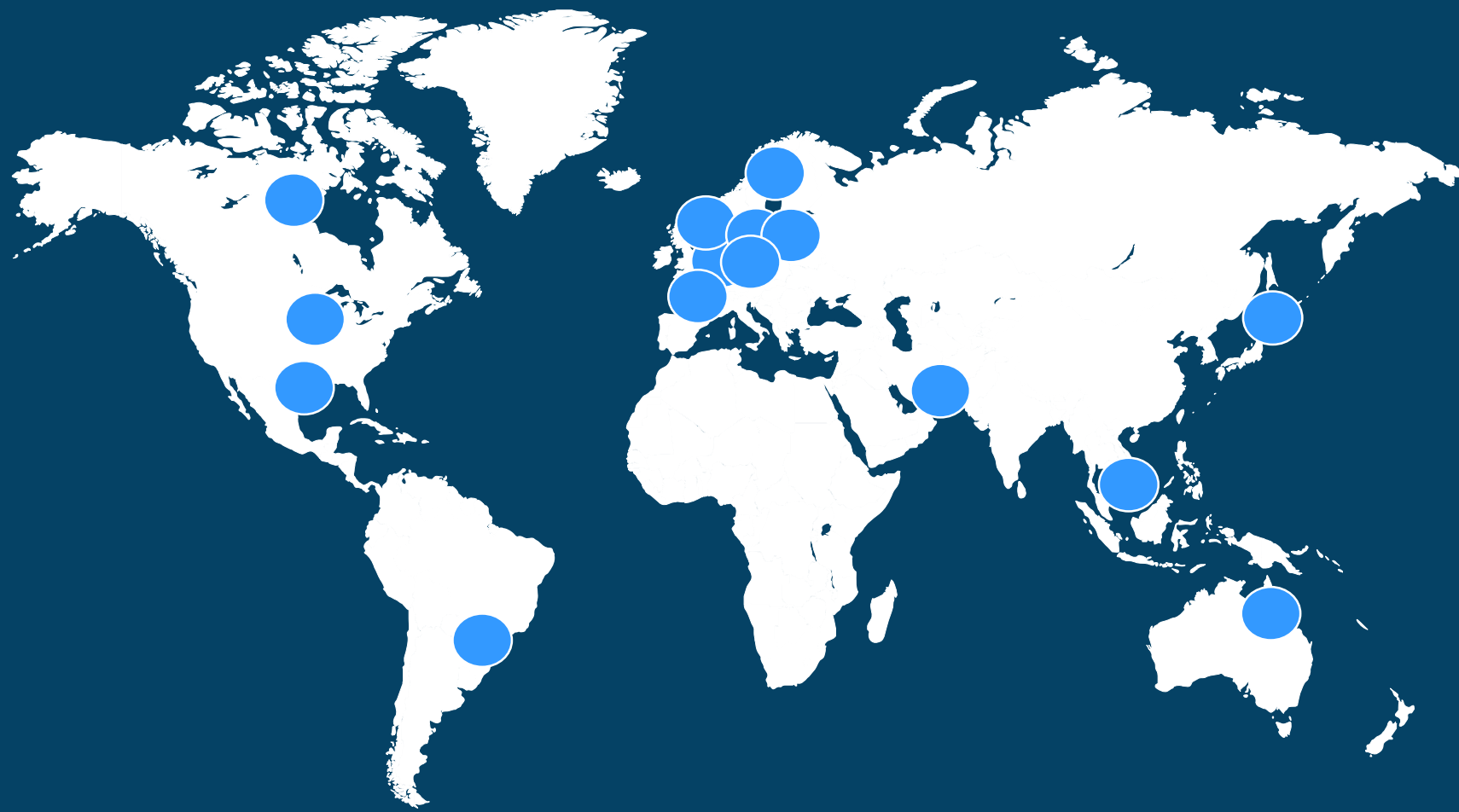
Business Process
Improvements & IT



Employee Culture & Satisfaction

Inseego #MAKING5GREAL

For Operators Worldwide



“Inseego’s 3GPP compliant 5G NR portfolio is kick-starting service provider deployments and enabling a new wave of use cases that will benefit the global economy.”

- Head of Networks Portfolio, ERICSSON

5G CUSTOMERS & PARTNERS*

Bell

ROGERS



OPTUS



Telstra

verizon

ERICSSON



Qualcomm

SAMSUNG

NOKIA

nvidia

50+

Current Operators
in Inseego Pipeline

18

5G Trials
2019

Planted
Flags

5G
Design Wins

FIRST

To enable LIVE 5G NR
Use Cases

Redefining Mobile Broadband

5G NR Mobile Smart Edge

Autonomous Vehicles
Real-time Thermal Image Streaming



CES 2020
veoneer

Education
Transforming Classrooms



BREAKTHROUGH SCHOOLS

inseego

Entertainment
Live 4K Streaming



Disrupting Fixed Wireless Access

5G NR Home Enterprise

Smart Manufacturing
Connect More, Do More in Real Time



Crowded Event Environments
Mass Capacity Enables Live Streaming



inseego

Enabling Next Generation 5G Applications

Advanced Enterprise Security
Sub-millisecond Latency
Innovative Antenna Design

Fixed Wireless
Mobile Edge
Enterprise IoT

First Responders
Augmented Reality



GPU-Based 5G Edge
Volumetric Scanning - Holograms



Telemedicine –
Remote Physical Therapy/VR



Super Computing Edge
Global Cloud Gaming



Inseego 2nd Generation Portfolio

Inseego 2nd Generation 5G Portfolio

Purpose-Built for Consumer, Business & Government Use Cases

Mobile



Mobile Hotspot

Enterprise IoT



IoT GB Router



**Enterprise
Mobile Hotspot**



**SaaS Device
Management**

Fixed Wireless
Access



Indoor



Outdoor



**Flexible
Deployment**

Modular Solutions

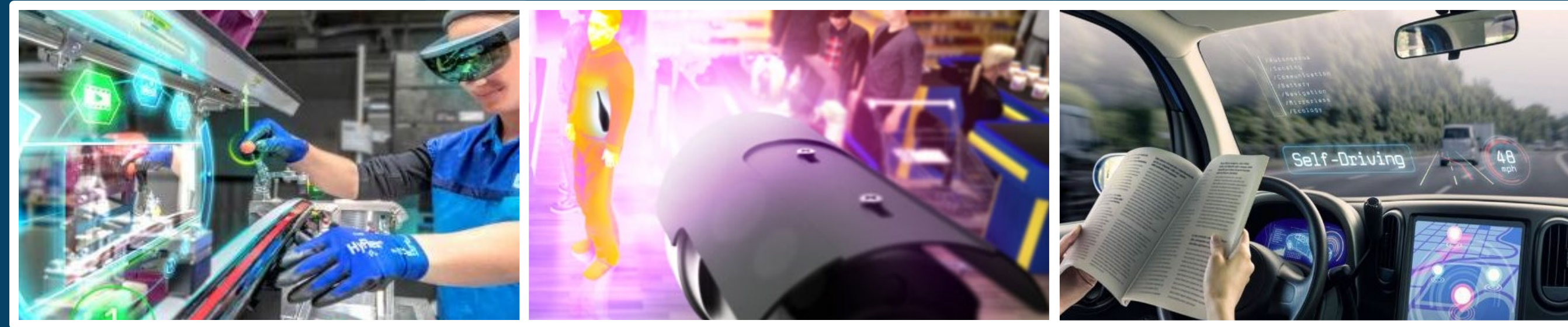
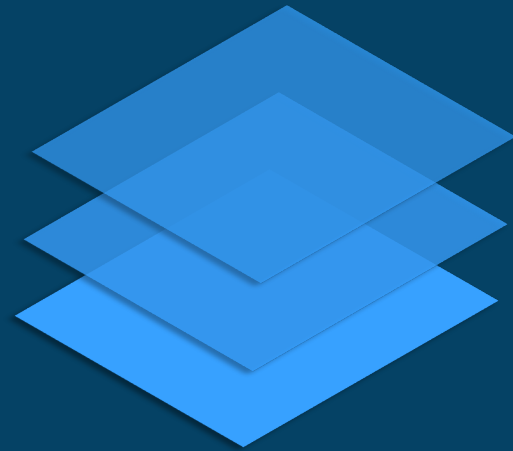
Innovative Concept of FWA



High-margin accessories simplify certifications and reduce time to market

Inseego Software Evolution

Applications



Inseego End-to-End Platform



SMARTER DEVICES



INSEEGO CLOUD

Cloud Management

Cyber Security

Video Analytics

2020 Focus

2020 Corporate Imperatives

5G

Complete E2E 5G solutions



Diversify business with global expansion



Focus on Private Networks / CBRS



Land and expand with deeper partnerships



Expand 5G ecosystem partnerships for Inseego to power more use cases

Thank You