



Investor Presentation - B. Riley

Dan Mondor, CEO

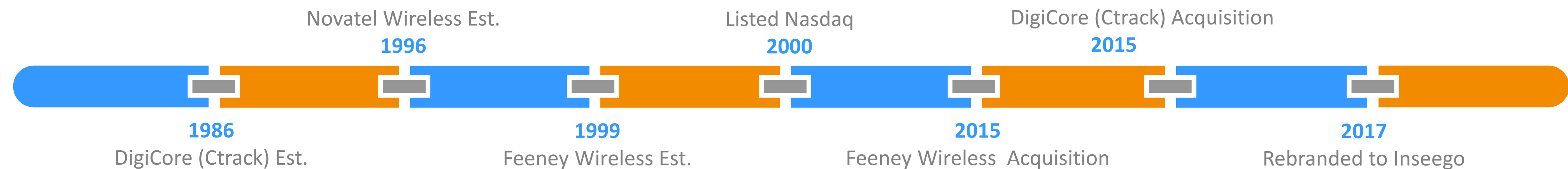
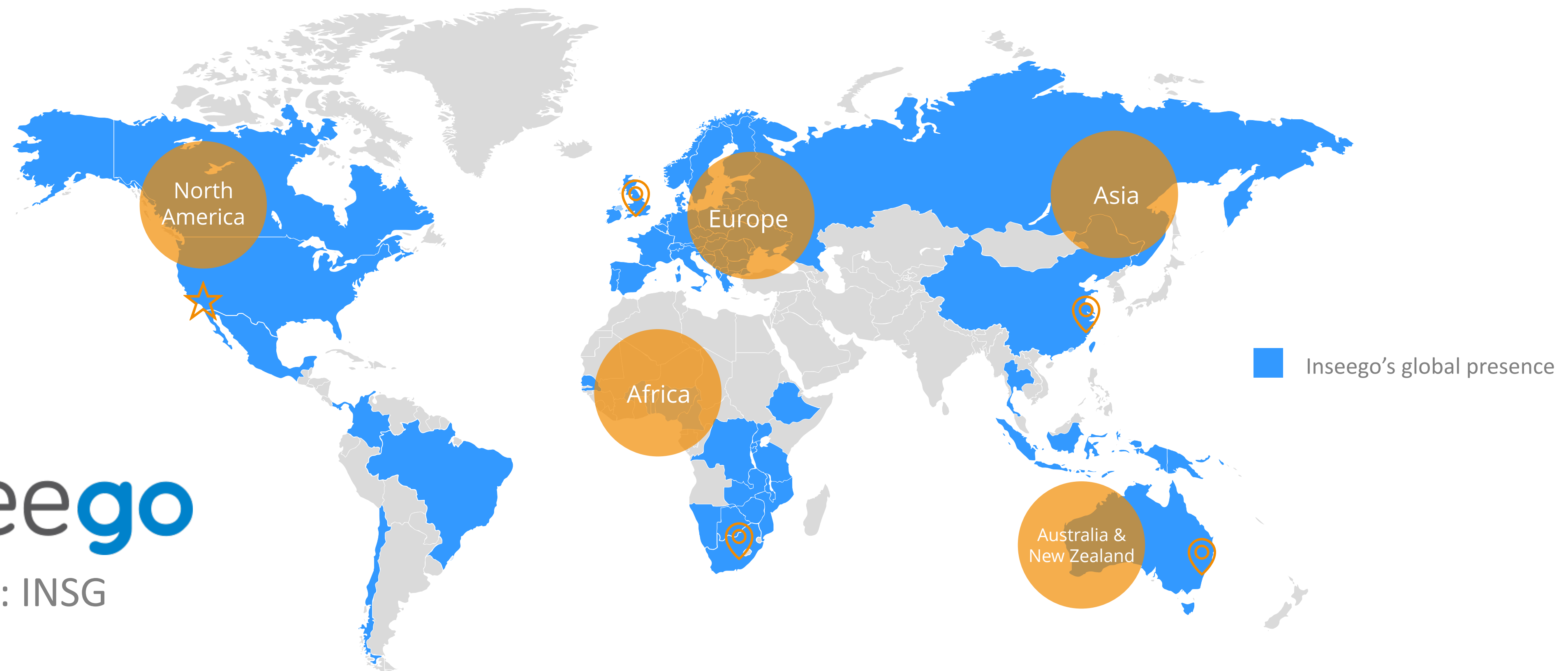
May 24, 2018

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) which present a complete reconciliation of GAAP and Non-GAAP results.

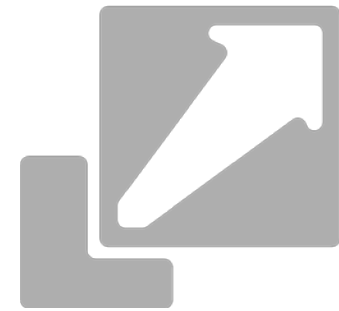
inseego
NASDAQ: INSG



740K Global SaaS subscriptions under contract | 485K Ctrack | 255K Subscription management | 7 Aviation customer deployments | Tens of Millions devices shipped

Presence in over 50 markets worldwide | < 900 employees globally | \$210M of Trailing 12-month revenue

Transformation to Inseego 2.0



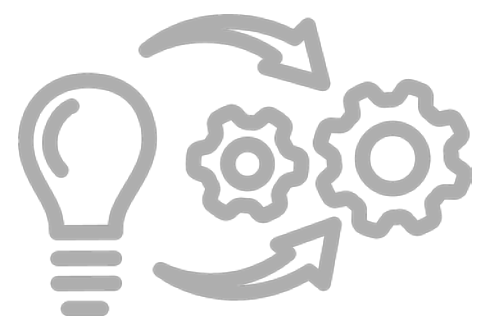
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**Growth &
Deleverage**

Deliver New High Margin Products and Services

Focus on High Growth Markets

Grow Adj. EBIDTA – Generate Cash to Deleverage Balance Sheet



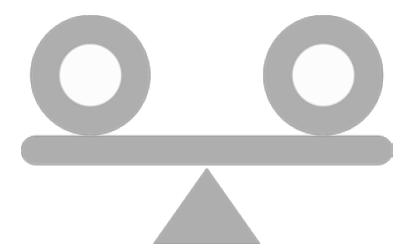
2

**Plan & Execute on
New Strategy**

Launched Inseego 2.0 with 3 Year Growth Strategy

2018 Development of Comprehensive 5G Portfolio

1st Mover in Aviation Vertical (Ctrack)



1

**Restructuring &
Create Focus**

Eliminated Near-Term Liquidity Risk

Annualized Opex Reduction Greater than \$30M

New Management Team

New Leadership Team



Dan Mondor

Chief Executive Officer



Steve Smith

Chief Financial Officer



Ashish Sharma

Chief Marketing Officer
EVP IoT & Mobile Solutions



Chris Lytle

Chief Strategy Officer
EVP Enterprise SaaS Solutions



Sales Leadership

Mark Frisch

SVP Service Provider Sales, Americas



Rick Harris

SVP Enterprise Sales, Americas



To Be Announced

SVP Sales, EMEA and APAC

Secure Device-to-Cloud Solution

Internet of Things

Smart Edge Solutions

SaaS Solutions

Enterprise Integration

Integrated Solutions

Connected Airport

Smart City

Connected SMB

Connected Enterprise

Connected Assets

5G Extends Device-to-Cloud Capability



Mobile Internet

3G Brought us
mobile internet



Smartphone with apps

4G Smartphone
application
proliferation,
mobile broadband



Thousands of use cases

5G Super fast, low-latency,
multi-Gigabit
nationwide footprint

Initial 5G rollouts



Inseego Firsts - Mobilizing the Intelligent Enterprise

IoT & Mobile Solutions

2G

1990s: Fueling the mobile revolution

3G

Empowering the masses with access to mobile data

4G

Leveraging innovation
Catapults IoT applications

5G_{NR}

Nationwide broadband footprint

1990's

2000's

Today

Enterprise SaaS Solutions



1st GSM based Fleet Management platform in Europe



Industry's **1st** End to End Airport Asset Tracking Solution



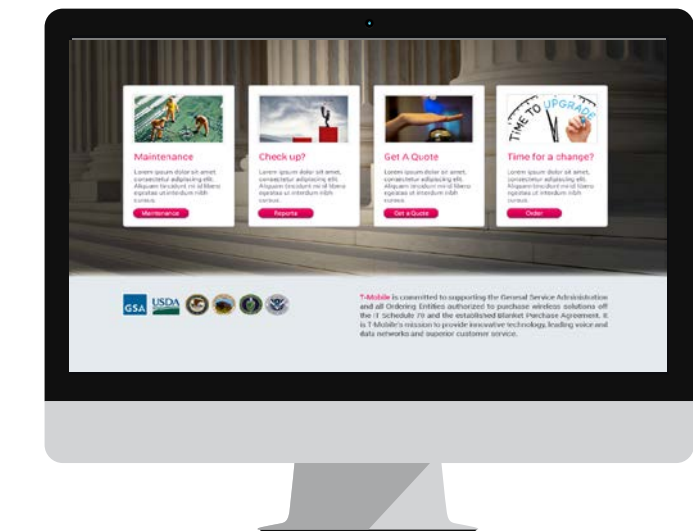
Cloud Telematics solution for high-value asset management receives accolades by industry

Broad Portfolio of Solutions

IoT & Mobile Solutions



Enterprise SaaS Solutions



IoT

- Routers
- Gateways
- Modems
- Trackers

Mobile

- Hotspots
- Voice
- Fixed Wireless
- Personal Trackers

Cloud Telematics

- Aviation
- SMB
- Enterprise Fleets

Subscription Management

- Government
- Enterprise

IoT Device-to-Cloud Growth Opportunity*

*Annual

IoT & Mobile Solutions

- Autonomous Vehicles
- Massive IoT
- Virtual Reality
- Industrial Automation

Fixed & Mobile
5G/LTE

TAM
\$5B+

IIoT Solutions

\$1.4B+

\$1.8B

Significant Expansion
Serviceable Market

\$4.5B

Enterprise SaaS Solutions

- Business Intelligence
- Fleet Management
- IoT Asset Management

Fleet Analytics/BI

TAM
\$2B+

Aviation and Other IoT
Cloud Verticals

\$6B+

Fixed 5G and Aviation Vertical – Combined \$2B
Revenue Opportunity ALONE

Inseego Solutions Trusted by Blue Chip Companies

Fortune 500 Customers and Partners // Government and Enterprise Customers

AECOM

amazon



Bell

CBRE
CB RICHARD ELLIS



ERICSSON



NOKIA



An aerial photograph of a city skyline, likely New York City, with a semi-transparent financial chart overlaid. The chart features a candlestick pattern and a line graph, both in a light blue/teal color. The background image is slightly blurred, emphasizing the financial data overlay.

Financials

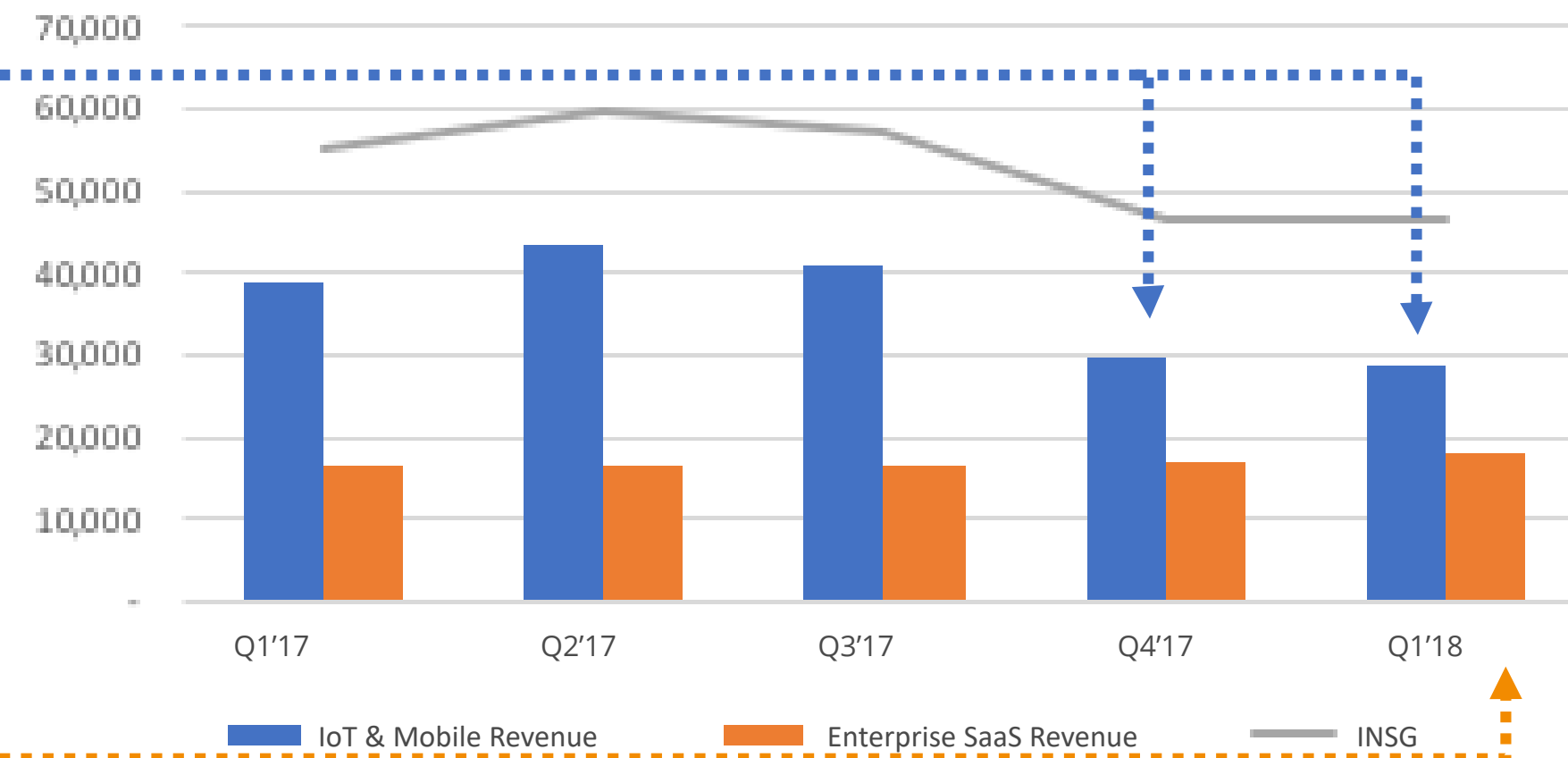
Financial Summary

IoT & Mobile Solutions revenue decline attributed to softness in legacy MiFi business as customers shift their focus to 5G

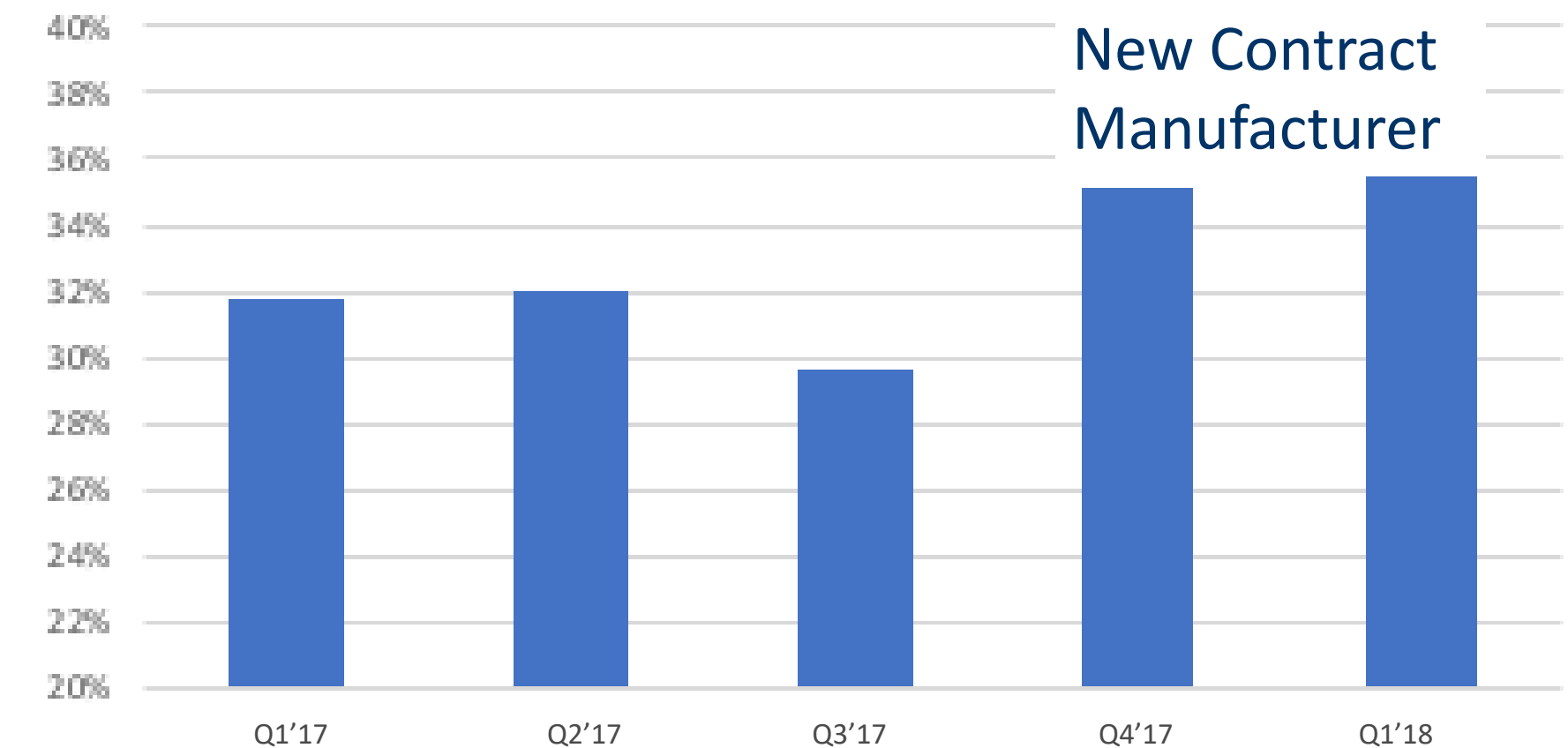
=> 5G portfolio will turn this into solid growth beginning in 2019

Enterprise SaaS Solutions revenue has returned to growth in 2018 and will continue double digit growth in 2019 and beyond

Net Quarterly Revenue



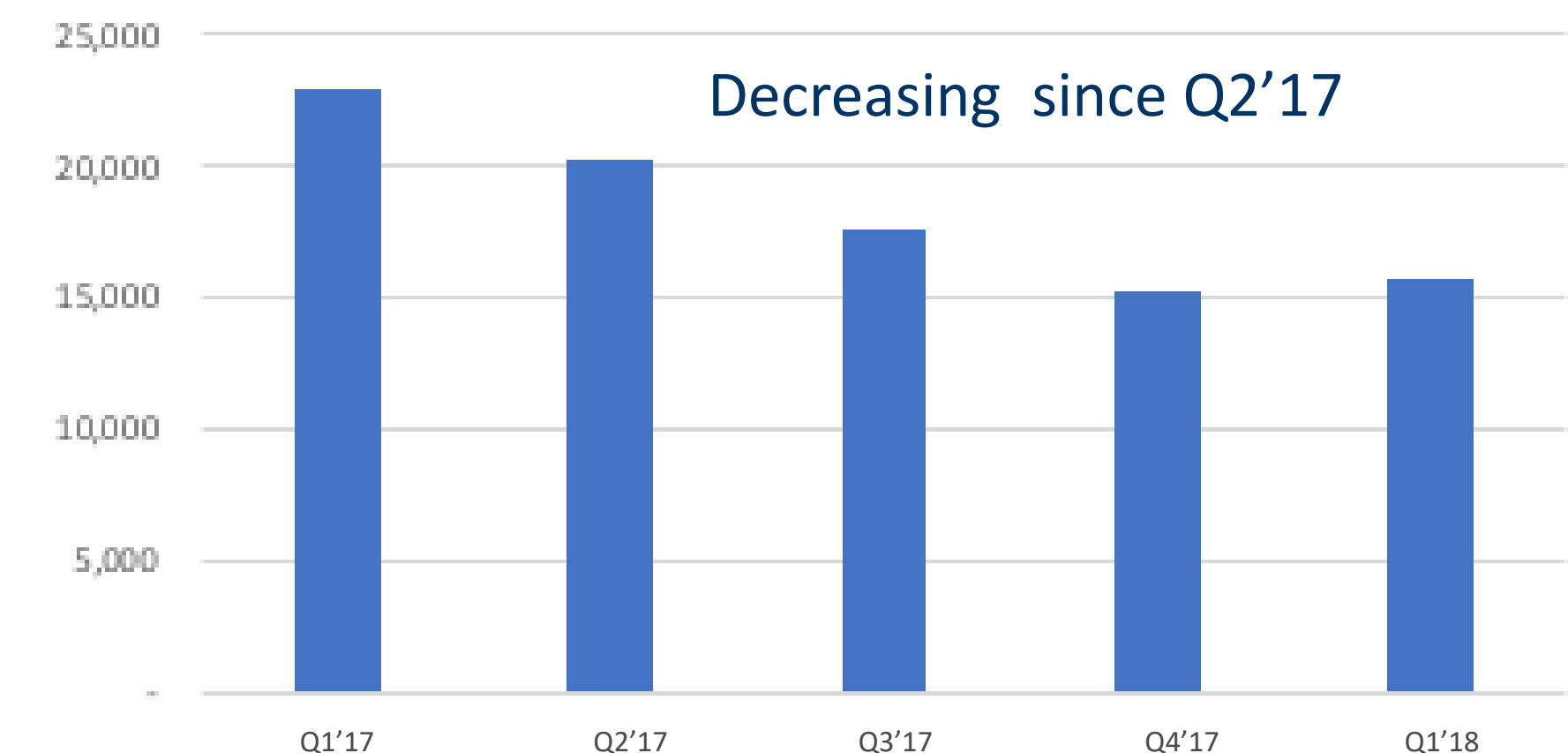
Non-GAAP Gross Margin



Adjusted EBITDA



Operating Expense



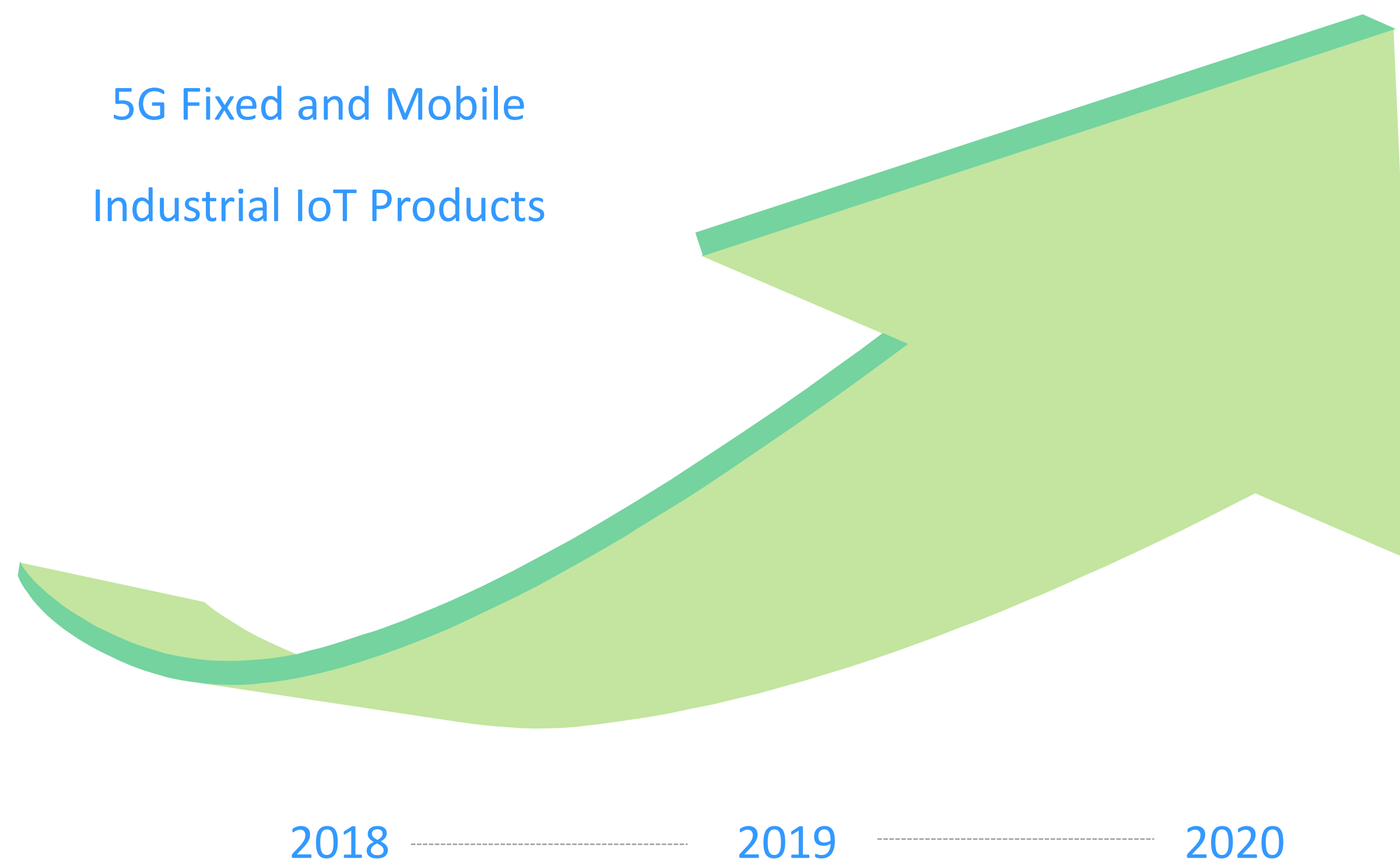
Strong outlook for profitable growth fueled by 5G, Ctrack and IIoT market expansion

Inseego Target Operating Model

Key Growth Drivers

Accelerating SMB/Fleet
Telematics Growth
Aviation Plus New
Cloud Verticals

5G Fixed and Mobile
Industrial IoT Products



Target

Revenue Growth > 25% CAGR

Adj. EBITDA Margin > 15 - 20%

FCF as % of Adj. EBITDA > 60%

Net Leverage Ratio 2x

Investment Highlights

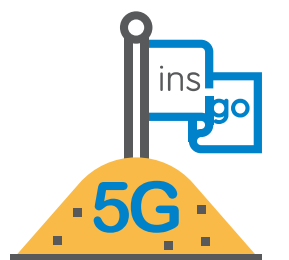
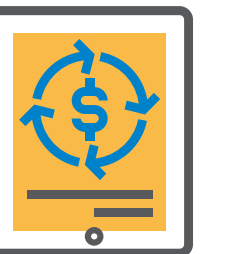
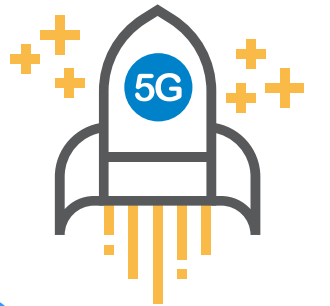
New Management Team with Proven Track Record

5G Fixed Wireless and Industrial IoT are **Near-Term Growth Drivers**

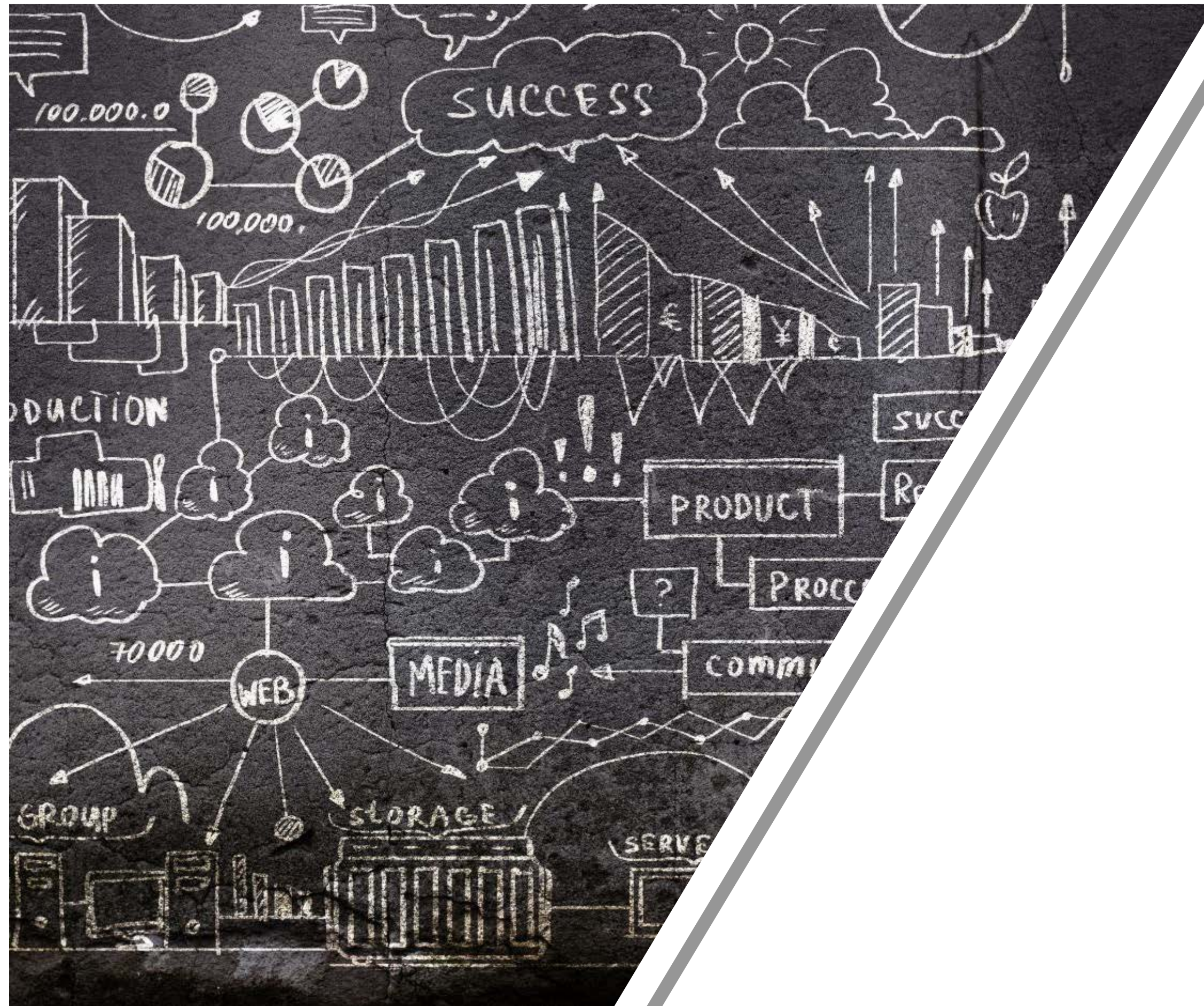
Accelerating Growth in **Recurring, High Margin** Enterprise SaaS Solutions

Core Technology, Large Number of Referenceable Service Provider and Enterprise Accounts Give Inseego **Early Mover Advantage in Emerging 5G** Device to Cloud Market

Enhanced Revenue Growth and Free Cash Flow **Deleverages Balance Sheet**



Thank You



inseego

(Nasdaq: INSG)

Global HQ: San Diego, CA

www.Inseego.com

For more information contact:

Investor Relations

joohunkim@mkrir.com

Media Relations

anette.gaven@inseego.com