



CORPORATE PRESENTATION

Q4 2021

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.

Inseego overview



Quick facts

- U.S.-based technology leader in intelligent 4G & 5G device to cloud solutions
- Target customers
 - Service Providers, Fortune 500 Enterprise, Consumers, Government and First Responders
- 5G patent innovations shaping mobile technologies
- Core member of 5G ecosystem
 - Enabling tier one global operators to achieve 5G firsts
 - Enabling new use cases for the enterprise with 5G device-to-cloud solutions
- All critical IP and products designed and developed in the USA

inseegoTM

NASDAQ: INSG



Reinventing the enterprise with 5G solutions



Inseego evolution

	Pre 2018	2021 and Beyond
Markets	<ul style="list-style-type: none">• Primarily Verizon	<ul style="list-style-type: none">• 13 Global Carriers• Growing Enterprise Customer Wins
Products	<ul style="list-style-type: none">• 4G Mobile Hotspots	<ul style="list-style-type: none">• 4G and 5G mobile broadband• 5G Fixed Wireless Access portfolio• Cloud software
Go-to-Market	<ul style="list-style-type: none">• US Carrier RFPs	<ul style="list-style-type: none">• US carrier RFPs & Carrier sell-with• Distribution & system integrators• Infrastructure partners• Direct to enterprise
Revenue Model	<ul style="list-style-type: none">• Hardware carrier sell-in	<ul style="list-style-type: none">• Solutions Sale that bundles device and Software

Inseego 5G enterprise growth drivers



Standalone
enables network slicing
for operators



CBRS
enables fixed wireless
for Private Networks
and helps narrow the
digital divide



C-Band
enables significant
coverage and capacity for
5G fixed wireless

Addressable market

\$40B+

Enterprise Market Opportunity*



Distribution



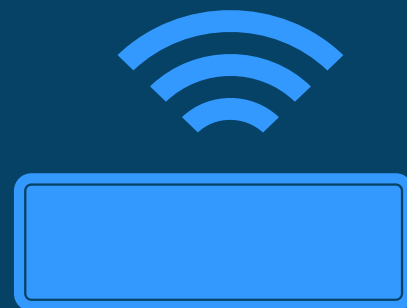
Service Providers



Private Networks

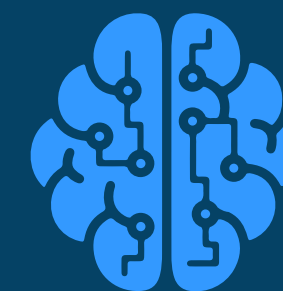


Security



Multi-carrier
5G WAN solutions

Inseego Solutions



Edge AI



Cloud Solutions

Transforming multiple vertical enterprise markets

Healthcare



Education



Retail



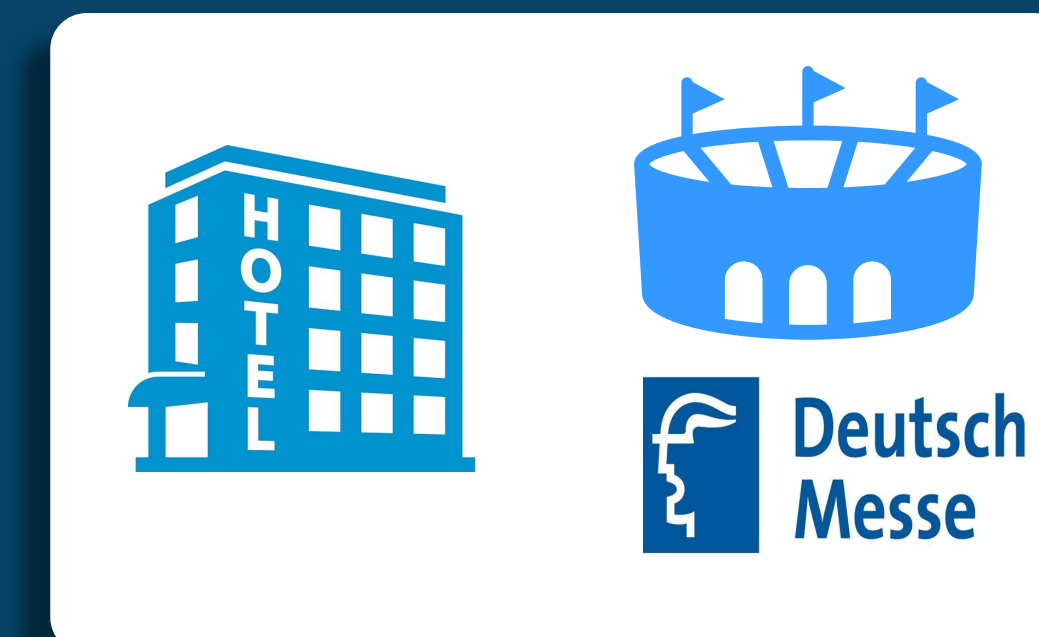
Local Government & Public Safety



Manufacturing & Logistics



Hospitality & Large Events



Cloud-managed enterprise 5G solutions

5G portfolio certified in North America, Europe, Middle East, APAC



Emergency Response



Remote Work



Smart Warehouse



Field Operations



Campus Private Network



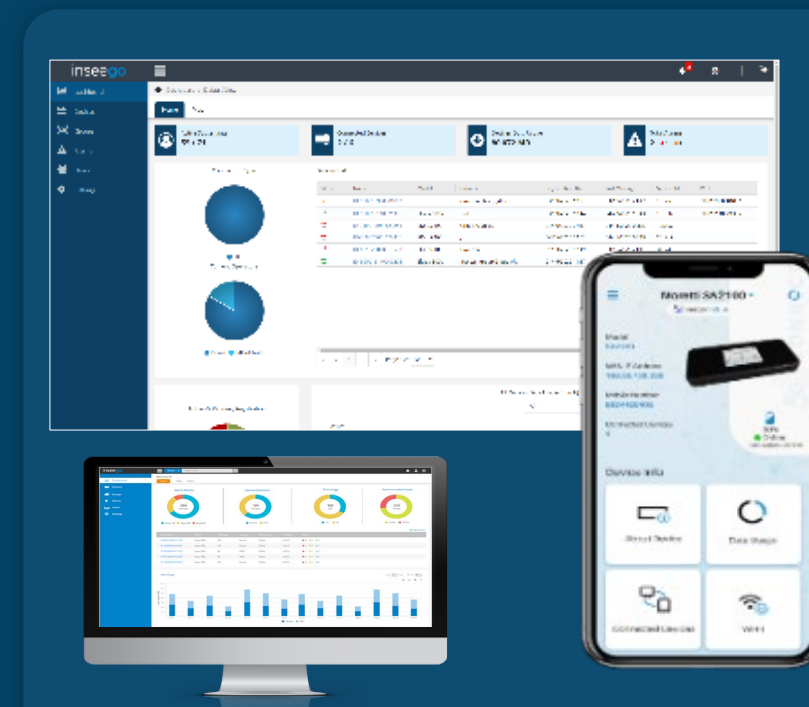
Distributed Networks

Key Highlight

- Portfolio approved by AT&T, T-Mobile, Verizon for multi-carrier operation



5G portfolio



Inseego Manage™

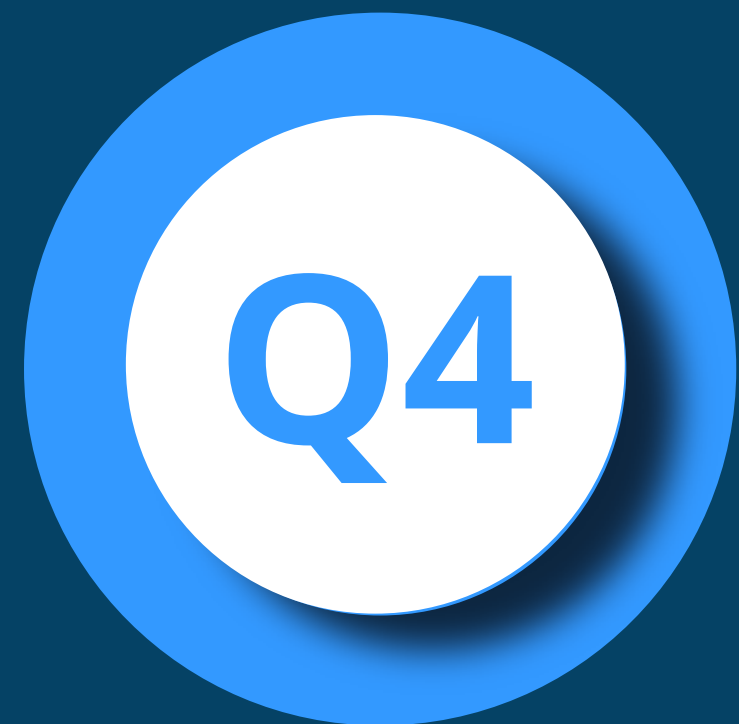
Cloud Software

- Subscription management
- WAN management
- Security
- Analytics

Financial update



Financial highlights



Q4 2021 revenue \$ 72.9 MM – 5G revenue annual growth 132% YoY

5G and Cloud solutions represent 58% of total revenue in the quarter

Cash at the end of the quarter was \$49.8 million and zero bank debt

**Reiterated 2022 guidance of 25% growth*
and positive free cash flow by year-end**



Continued 5G FWA solutions pipeline growth

New 5G FWA launches with T-Mobile, Telstra in Australia and Vodafone Qatar

Enterprise 5G FWA deal pipeline continues to grow in target regions

Inseego investment thesis

- ✓ 5G pure play with carrier and enterprise TAM >\$50B
- ✓ Robust portfolio of highest performing, commercially available 5G product
- ✓ Expanding relationships in the carrier and enterprise 5G ecosystem resulting in greatly expanding pipeline of 5G deals
- ✓ Demand has never been better
- ✓ Software portfolios driving gross margin expansion
- ✓ Significant operating leverage in the model
- ✓ Agile and flexible supply chain
- ✓ **2022 will be the breakout year for Inseego!**





Want to learn more?
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