



inseego™

Corporate Presentation
May 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



NASDAQ: INSG



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
- 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
- Designed and developed in the USA

Long History of Industry Firsts

Innovator in every generation of wireless technology

2G

1990's

Mobile Data

3G

2000's

Multiple Innovative Market Firsts for Fixed & Mobile

4G

2010's

Highest Performance in the Market

5G

TODAY

Multiple Generations of 5G Solutions



FIRST MOBILE BROADBAND MODEMS FOR HANDHELDS AND LAPTOPS



amazonkindle



FIXED WIRELESS WLAN/UMTS



2-IN-1 DONGLE+MEMORY



32 OPERATORS – WORLD'S FIRST MOBILE HOTSPOT



ADVANCED SECURITY TAILORED FOR GOVERNMENT & ENTERPRISE APPLICATIONS

FIRST TOUCHSCREEN HOTSPOT



MULTIPLE LAYERS OF SECURITY & SaaS

MOST COMPREHENSIVE SECOND GENERATION PORTFOLIO OF FIXED WIRELESS, MOBILE & IoT FOR CARRIERS AND ENTERPRISE

Blue Chip Customers and Partners

Enterprise & Gov.



4G/5G Carrier Customers



Technology Partners



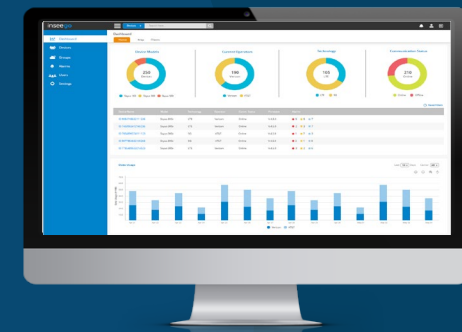
Inseego Enterprise Market Opportunity*

5G Service Provider Market (excludes smartphones)



Mobile Broadband

>\$12B



Cloud Solutions



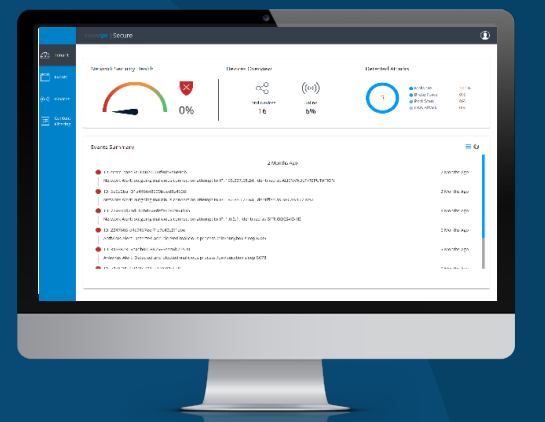
5G Fixed Wireless

5G Enterprise Market



Multi-carrier 5G WAN appliances

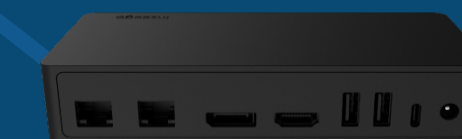
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Security



Cloud Solutions








Edge AI

Multi-Billion Dollar

Revenue Opportunity

Inseego Evolution

GOAL: Become the global 5G technology partner of choice for carriers and enterprises

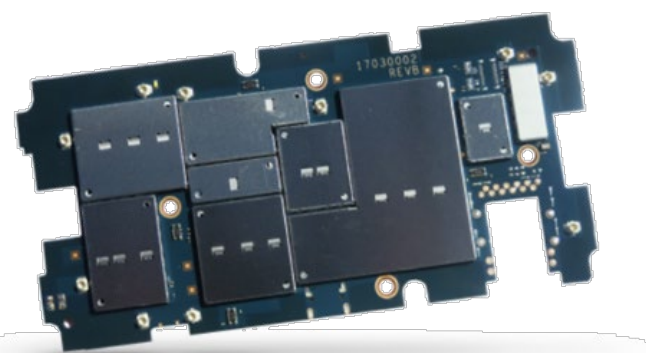
	Pre 2018	2021 and Beyond
 Markets	<ul style="list-style-type: none">• Primarily Verizon	<ul style="list-style-type: none">• Global Carriers and Enterprise
 Products	<ul style="list-style-type: none">• 4G Mobile Hotspots	<ul style="list-style-type: none">• 4G/5G Mobile Hotspots, 5G Fixed Wireless, Cloud Solutions
 Go-to-Market	<ul style="list-style-type: none">• US Carrier RFPs	<ul style="list-style-type: none">• Enterprise Channel, US Carrier RFPs, International Carriers
 Revenue Model	<ul style="list-style-type: none">• Hardware Sell-in	<ul style="list-style-type: none">• Software, Hardware Sell-in, Recurring Revenue Bundle
 Balance Sheet	<ul style="list-style-type: none">• Challenged	<ul style="list-style-type: none">• Recapitalized

Industry-leading Portfolio

Key Innovations Lead to Improved Operating Leverage

Major transitions in development focus

RF Engine



Bolt

Global 5G Platform

Comprehensive internally-developed RF engine to reduce R&D expense

Scales quickly to global carriers

Extensive band coverage on mmW & Sub 6

Best performing 5G platform in the industry



Differentiated cloud platforms for Carriers and Enterprises

Next generation cloud solutions portfolio

Over 3M subscribers on our cloud platforms

Highly integrated with carrier backend

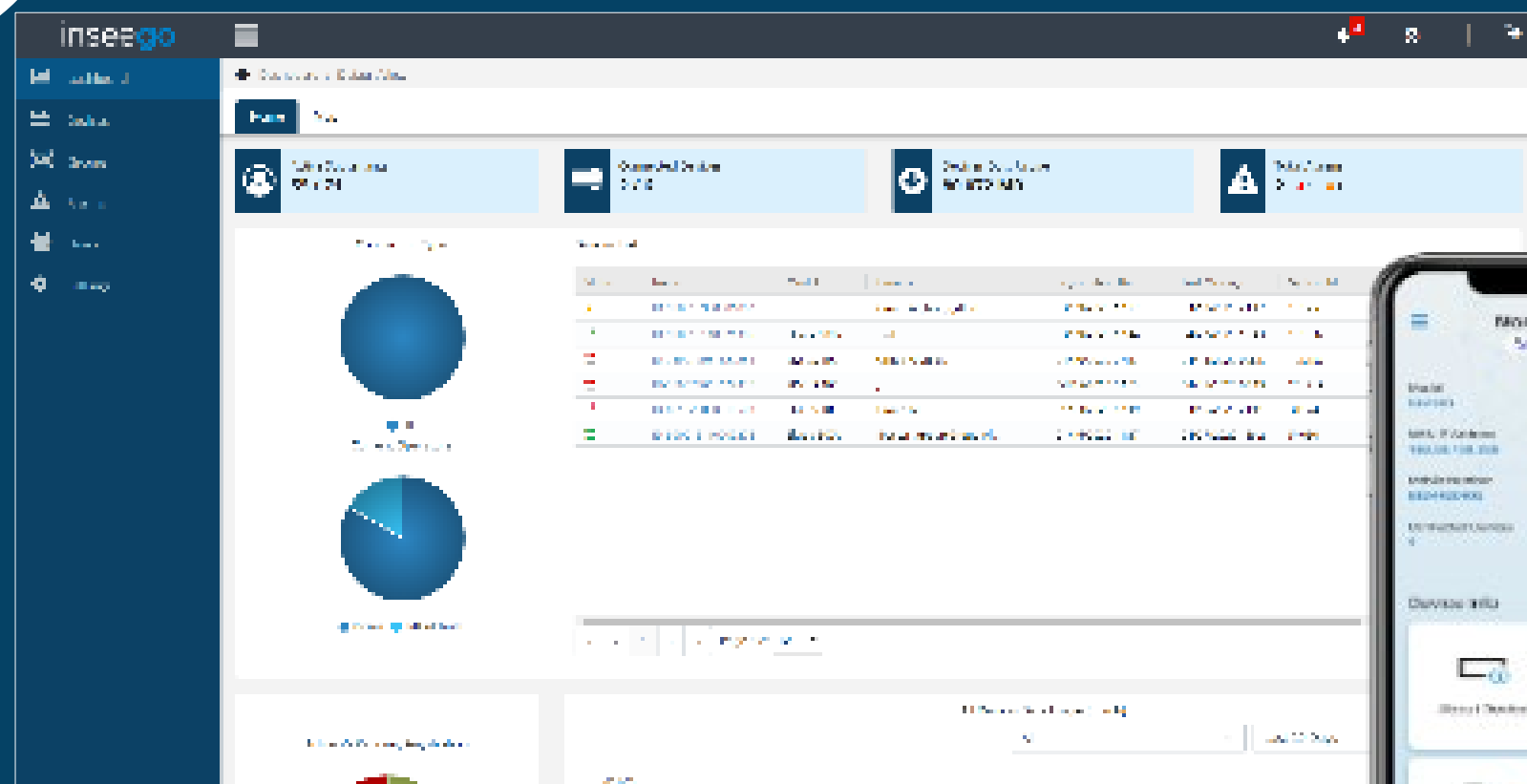
Purpose built for the Enterprise

Sticky solutions with very high renewal rates

Inseego 5G Solutions Overview



Inseego Manage™ Cloud Solutions



- Subscribe
- Connect
- Secure

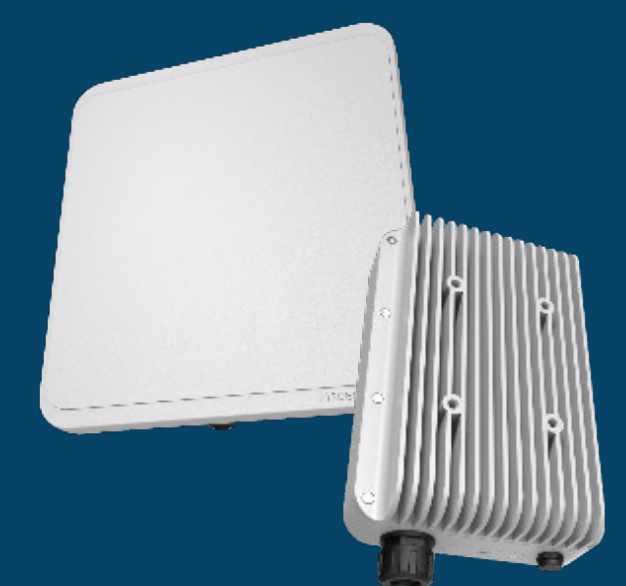
Fixed Wireless Access



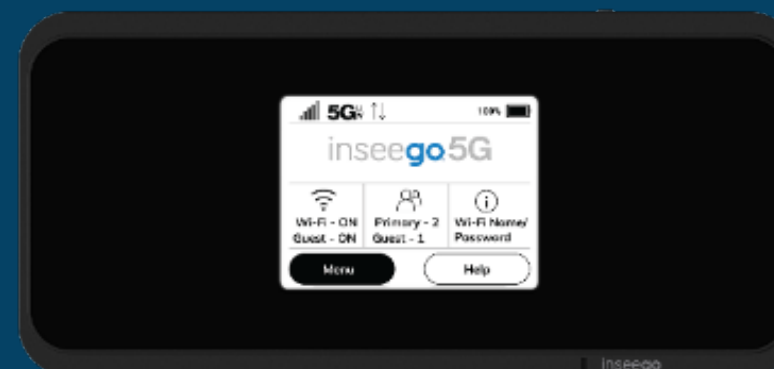
Indoor



Outdoor

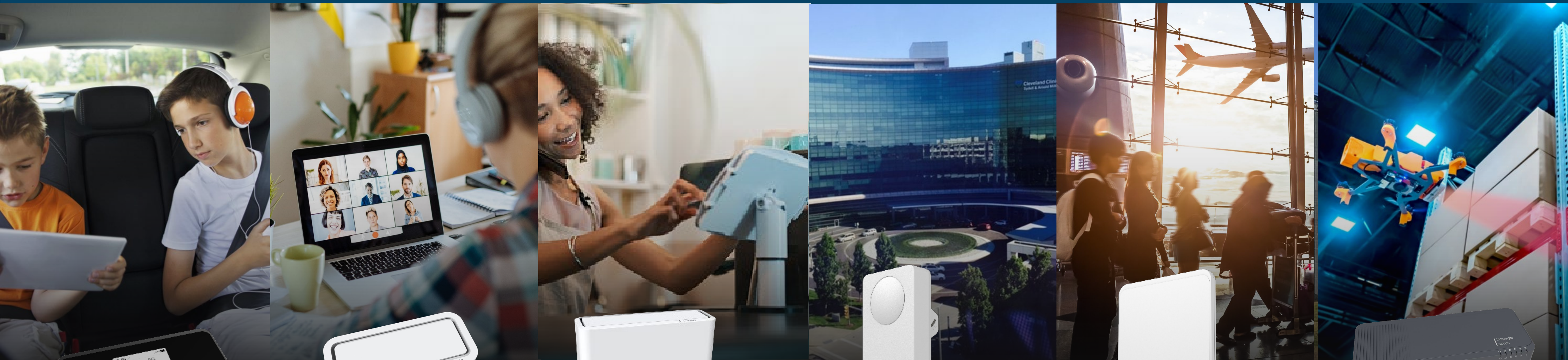


Mobile Broadband



5G Enterprise Product Line 2021

Comprehensive 5G portfolio for diverse set of use cases



M2000
5G MiFi Mobile
Hotspot



FX2000e
5G Indoor
Router



FG2000e
5G Indoor
Router



FW2010e
5G Outdoor CPE



FW2000e
5G Outdoor CPE



S2000e
5G Industrial
Gateway

Inseego Manage™ Platform

Manage Subscriptions

Complex telecom procurement, billing, and asset management tailored for enterprises



Manage Devices

Enterprise-wide device monitoring, configurations, alarms and analytics



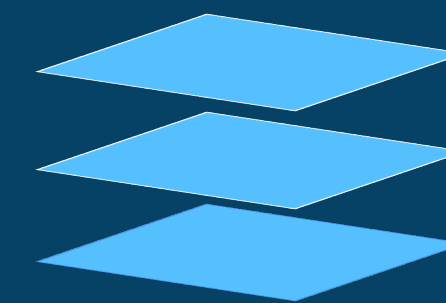
Manage Security

Protect and mitigate security intrusions for devices and the network



Manage *Future*

Future applications built into the Inseego Manage framework



Why We Win

Designed for exceptional performance in the field

Mass Capacity Enables
Live Streaming

Ground-breaking
Long-range Performance

Ultra-reliable
Low Latency



Multi-Generation 5G...

- Early trials in 2018
- 5G Mobile Hotspot launched in 2019
- 2nd Generation 5G Platform in 2020
- Extensive 5G FWA Portfolio in 2021

Field Proven...

- Sustained Multi-Gig Speeds
- Record-breaking Performance over mmWave

Qualcomm

ERICSSON

uscellular

Comprehensive Portfolio...

- Enterprise-focused Portfolio
- Full Suite of Cloud Solutions
- Robust Security

verizon

Growth Catalysts

1

Global Carrier and Enterprise Expansion

- Numerous Tier 1 carrier and enterprise wins in various stages of product launch
- Investment in international sales and marketing

2

Platform Product Expansion

- Developing 5G platform that scales into diversified markets
- New 2nd generation 5G products for carriers and enterprise

3

Enterprise-focused Software

- Creating enterprise product dependency on software for stickiness
- Expandable architecture allows for larger technology ecosystem

Financial Update

Financial Highlights



5G mobile operator momentum in NA, EMEA, APAC: 7 carriers signed

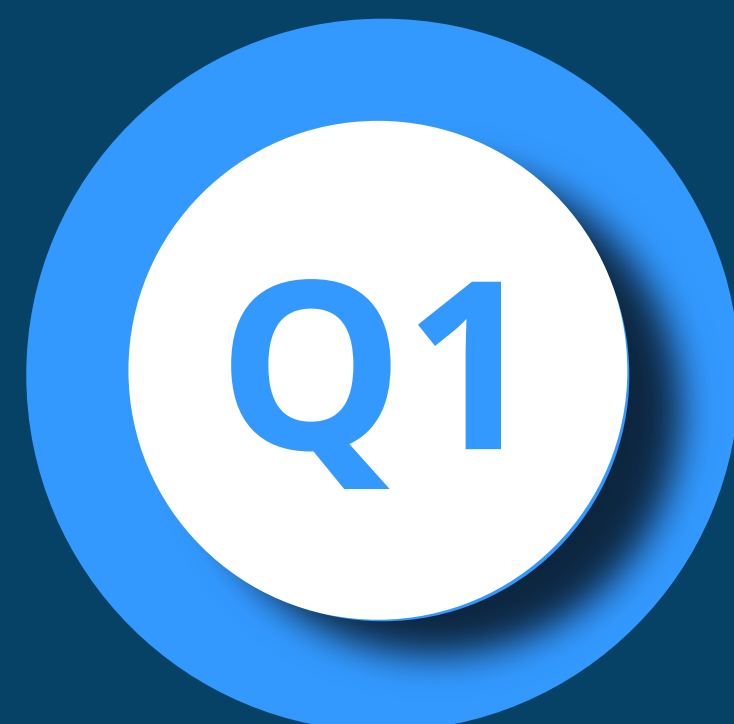
Historic T-Mobile 5G deal in Q4 2020: Strong sell-through YTD

- Indoor and Outdoor 5G Fixed Wireless products certified by T-Mobile for Business
- Deal pipeline rapidly growing

5G Enterprise product portfolio launched and shipping to NA, EMEA & APAC channel

5G revenue 20% of total in Q1 2021 vs 5% in Q1 2020

SaaS revenue 24% of total in Q1 2021 vs 14% in Q1 2020



Q1 2021 revenue \$ 57.6M – 5G & cloud solutions up 120% Y/Y

Gross Margins Q1 2021 35.7% up 420bp from 31.5% in Q1 2020

- IoT & Mobile GM's up 560bp vs Q1 2020.

Q1 2021 Adjusted EBITDA (\$0.9M) vs (\$1.7M) in Q1 2020

Pro-forma 2020 revenue per employee > \$600K

- 471 average headcount net of Ctrack South Africa divestiture

Recapitalized: Cash ~ \$60M, zero bank debt*
(excludes \$36M from pending sale of Ctrack South Africa)

Thank You

Want to learn more?

investor.relations@inseego.com