



#PUTTING**5G**TOWORK

Needham Growth Conference
January 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

Dan Mondor, CEO

Quick Facts

insee^{go}

NASDAQ: INSG

5G

Fixed Wireless,
Mobile, IIoT
Device-to-Cloud
Solutions



Enterprise
SaaS



- Leader of 5G connectivity Platforms
- Incorporated 1996; \$1.4Bn Market Cap
- Customers:
 - Service Providers, Fortune 500 Enterprise, Consumers, Government and First Responders
- Patent innovations shaping mobile technologies
- Technology leader in intelligent 4G/5G device-to-cloud solutions
- Core member of 5G ecosystem
- 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

First Commercial
5G Devices



FIRST MOBILE BROADBAND
MODEMS FOR HANDHELDS
AND LAPTOPS



amazonkindle



FIXED WIRELESS
WLAN/UMTS



32 OPERATORS –
WORLD'S FIRST
MOBILE HOTSPOT

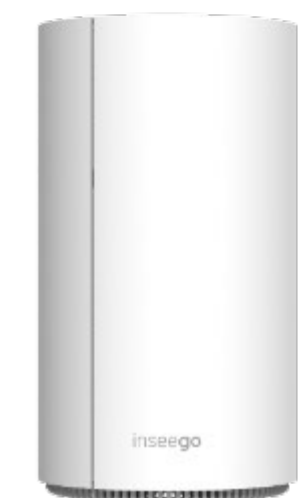


2-IN-1
DONGLE+MEMORY



ADVANCED SECURITY TAILORED FOR GOVT &
ENTERPRISE APPLICATIONS

FIRST TOUCHSCREEN HOTSPOT



MULTIPLE LAYERS OF SECURITY

FIRST & SECOND GENERATION PORTFOLIO
FIXED WIRELESS, MOBILE AND IoT

5G is the Industry Equalizer

Generational Opportunity for Carriers and Enterprise

Carriers

- Opportunity to be ubiquitous with connectivity – adding speed to mobile flexibility
- Efficiently compete with ISPs for Enterprise and consumer solutions
- Accelerated return on CapEx spending
- Billions of connected devices coming online by 2025
 - IOT
 - Advanced Manufacturing
 - Remote Streaming
 - Autonomous Vehicles



Enterprise

- True cost saving alternatives to current fiber infrastructure
- Ability to access new business models
- Remote worker enablement
- Long term cost savings on OPEX

Convergence of Major Demand Drivers

Secure, Reliable, Fast 5G Connections Enabled By Inseego

Accelerated Bandwidth Consumption (U.S.)



Surge in demand for mobile hotspots



Video conferencing up 500%
(TrustRadius)



VPN usage in the U.S. up 66%
(ZDNET)



1.4 billion students using mobile services
(GSMA)

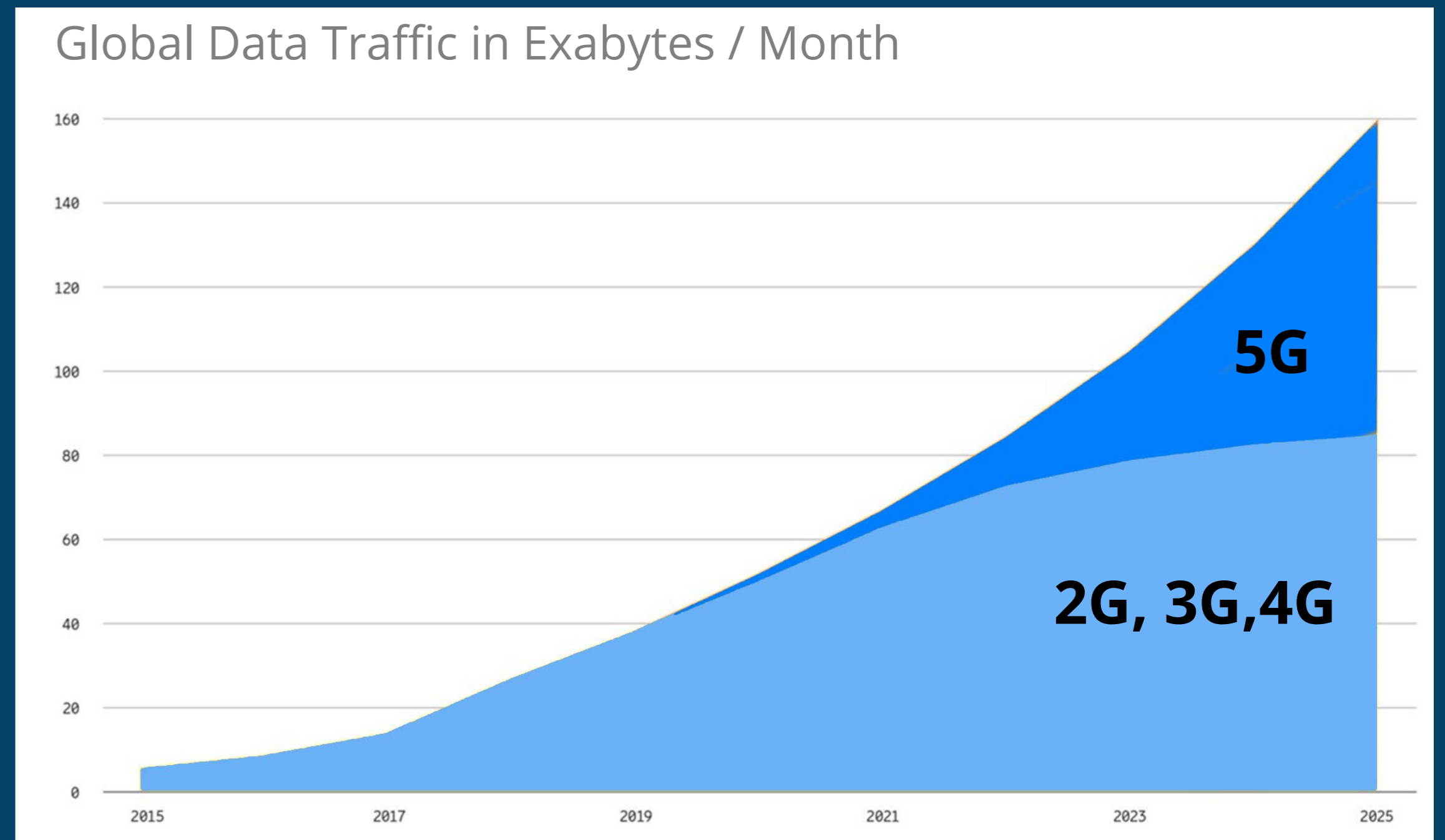


Voice over WiFi 90%
(Ericsson)



Cyber-attack complaints up 400%
(FBI/AP)

Migration to 5G: Ramping 2x Faster Than Previous Generations



Source: Ericsson

Inseego Enterprise Market Opportunity*

5G Service Provider Market (excludes smartphones)

>\$12B



Mobile Broadband



FWA



Software Solutions



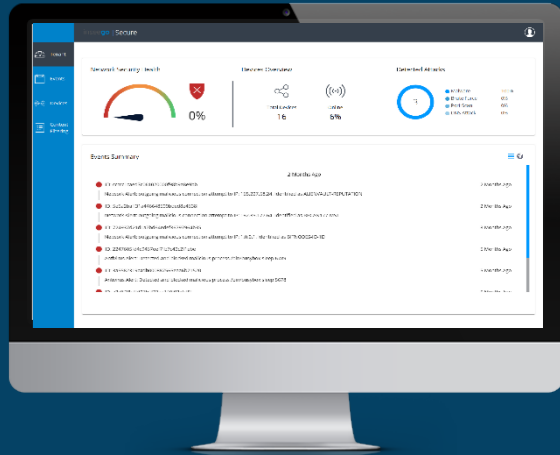
Multi-carrier 5G
WAN appliances



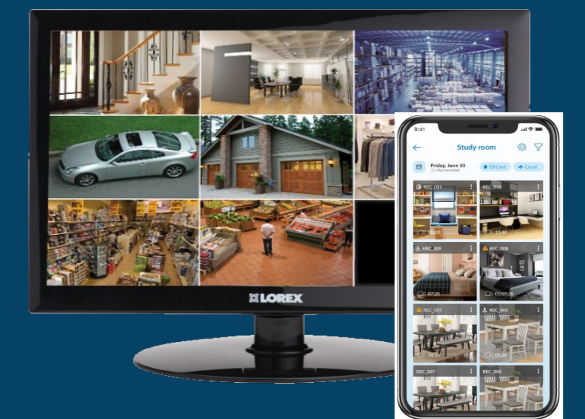
Edge AI

5G Enterprise Market

>\$40B



Security



5G Video Applications

**Multi-Billion
Dollar**

Revenue Opportunity

Inseego Evolution

2017-2019

2020

2021- Onwards

INSEEGO 1.0

- Restructure cost base; exit non-core business
- Find new 4G customers in North America – Verizon at ~70% of revenue
- Raise capital
- Launch 5G development efforts with Verizon and Qualcomm to launch “first generation” 5G hotspot

INSEEGO 2.0

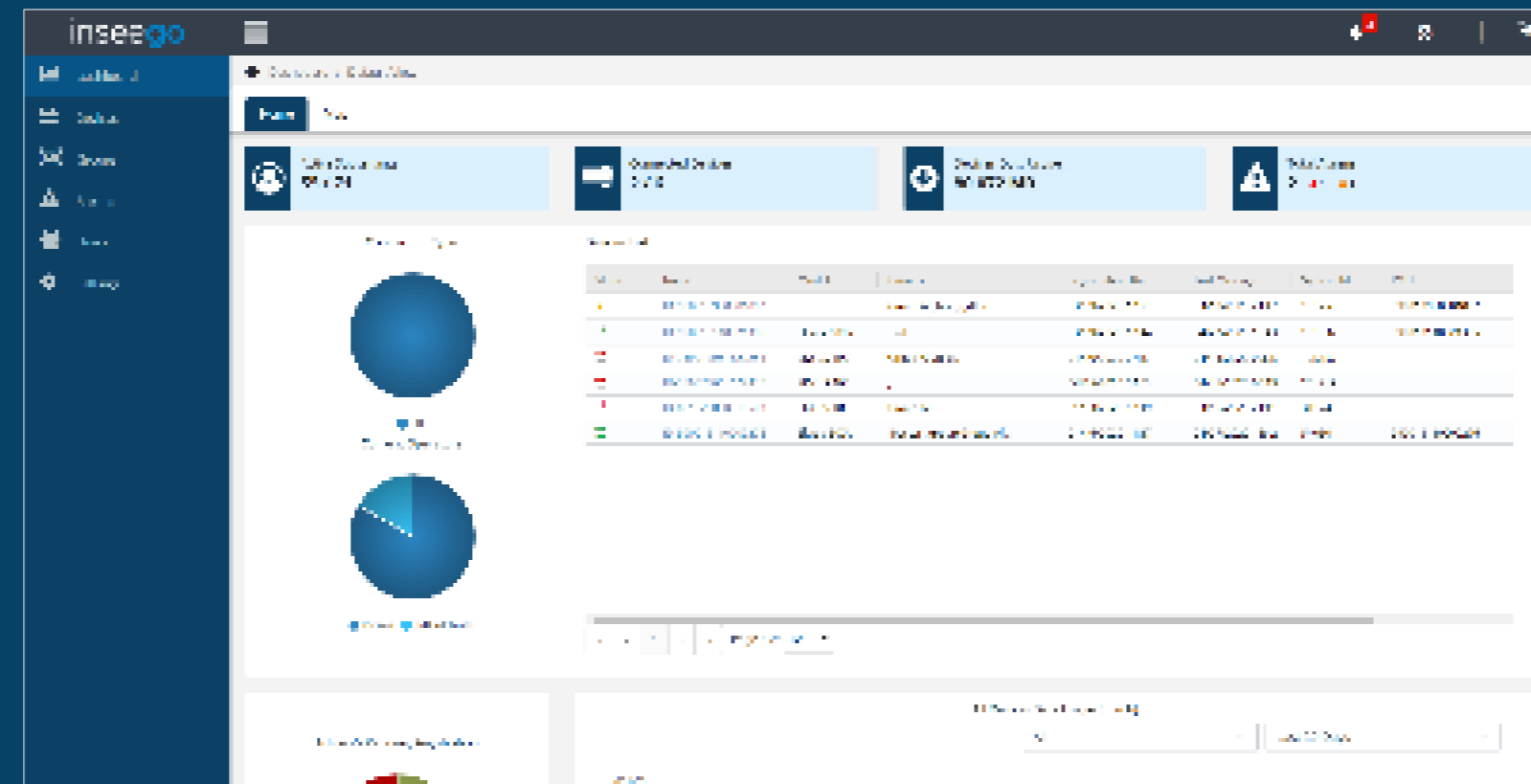
- Deliver first “second generation” 5G hotspot product to Verizon
- Aggressively pursue new 5G products with new customers worldwide
- Win 5G awards from carriers in Europe, Middle East, Japan and Australia
- Achieve EBITDA and FCF positive, improve balance sheet to support growth trajectory

INSEEGO 3.0

- Enter 5G enterprise market to “secure the edge” with Inseego technology
 - Enterprise, SMB, Private Networks
- Roll out Inseego Manage software portfolio to enhance device management/security
 - Adds recurring revenue to mix, improving margins
- Expand each major carrier account globally with multiple 5G product slots
- GOAL: Become the global 5G technology partner of choice for carriers and enterprises

Inseego 5G Solutions Overview

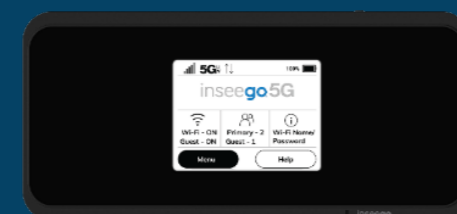
Inseego Manage™ Cloud Solutions



- Subscribe
- Connect
- Secure



Mobile Broadband



Indoor FWA



Outdoor FWA



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



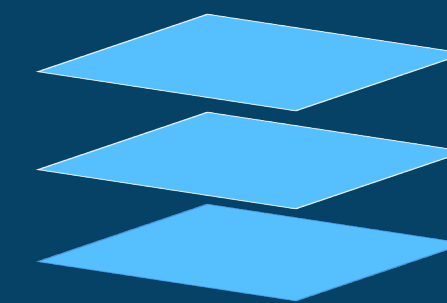
Manage Security

Protect and mitigate security intrusions for devices and the network



Manage Future

Protect and mitigate security intrusions for devices and the network



Leading U.S. Industrial & Construction Supply Company

Market Cap: ~ \$20B

Kiosk Machines: 100K+ Nationwide

Desired Outcomes:

- Location (GPS)
- Network Optimization
- Cost Reduction
- Support Future Video Applications

Solution: Skyus 160, Inseego Connect



Inseego 5G: *Why We Win*

Superior Technology Differentiation



Design

- High-Performance RF Engine
- Chip Onboard Platform Design
- Thermal Management
 - Sustained Performance



Performance

- Superior Link Budget
- 5G Sustained Throughput
 - 20 bits/s/Hz (2Gbps)
- 15-20% Better than Competition
- Reliability: <0.6% Field Failure Rate



Cybersecurity

- Designed-in at Product's Core
- 3rd Party Tested
- Advanced Security for Added Protection

Blue Chip Customers and Partners

Enterprise & Gov.



4G/5G Carrier Customers



Technology Partners

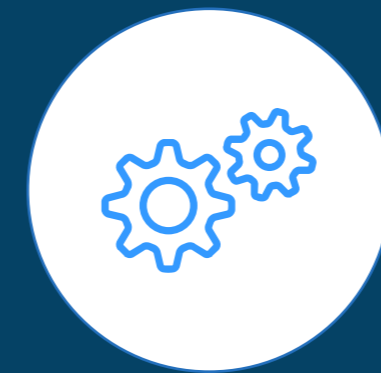


Inseego is Enabling 5G Possibilities *for Enterprise & Carriers*

"5G Built Right"



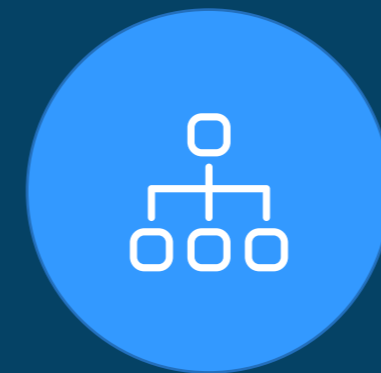
**The Industry's Most Robust
5G Devices**



Powering IoT Use Cases



**Enabling True Real Time
Communications Through Ultra Low
Latency**



**Simplifying 5G Enterprise
Deployments With Complete
Solutions**



**Cybersecurity Solutions For
Enterprises and Consumers**



**Maximizing 5G Throughput and
Performance**

Finance Update

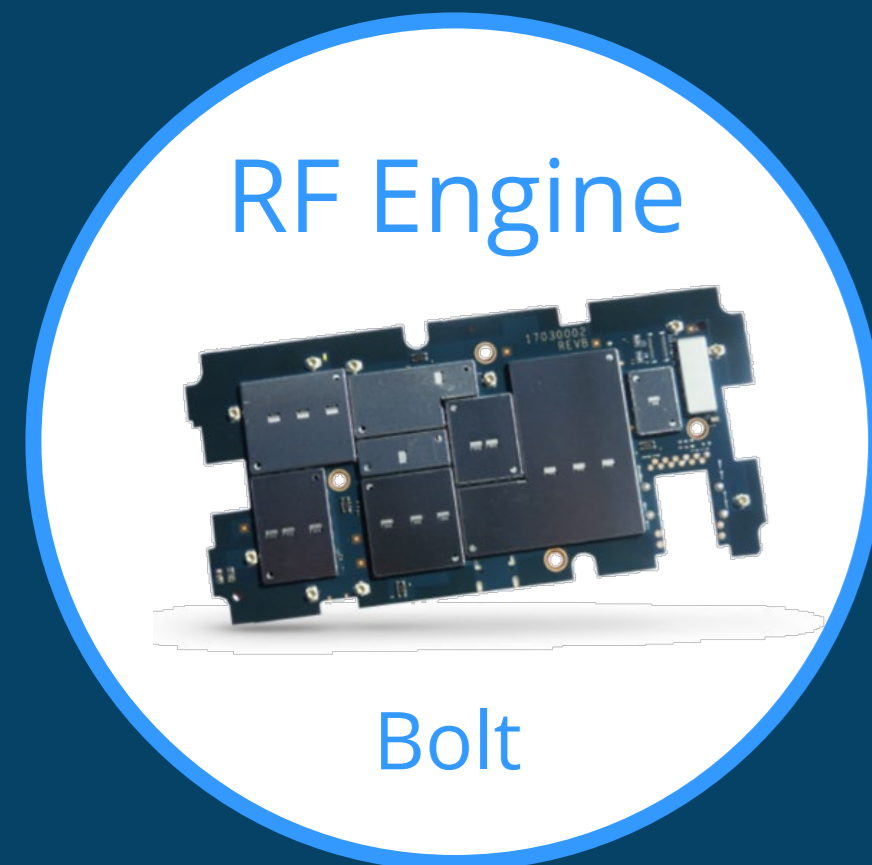
Craig Foster, CFO

Inseego Evolution

	Pre 2018	2020 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, FWA, IOT Access and Software
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

Key Innovations Lead to Improved Operating Leverage

Major Transitions in Development Focus



RF Engine

Bolt

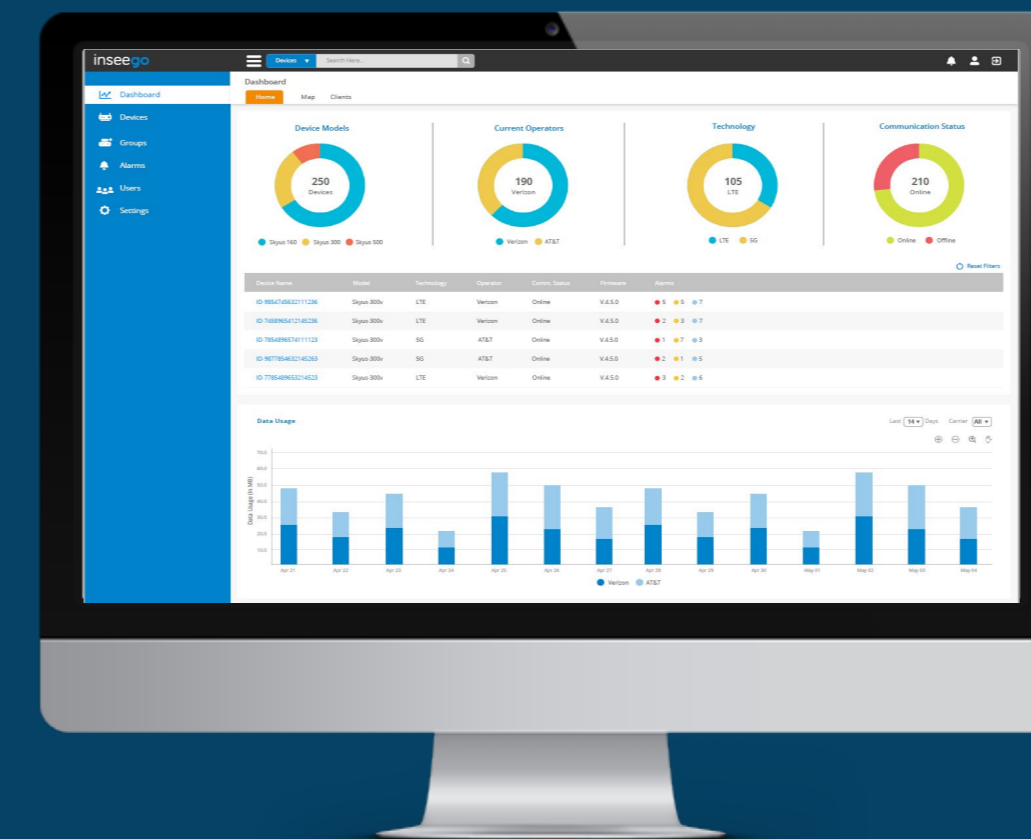
Global 5G Platform

Comprehensive internally-developed module 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

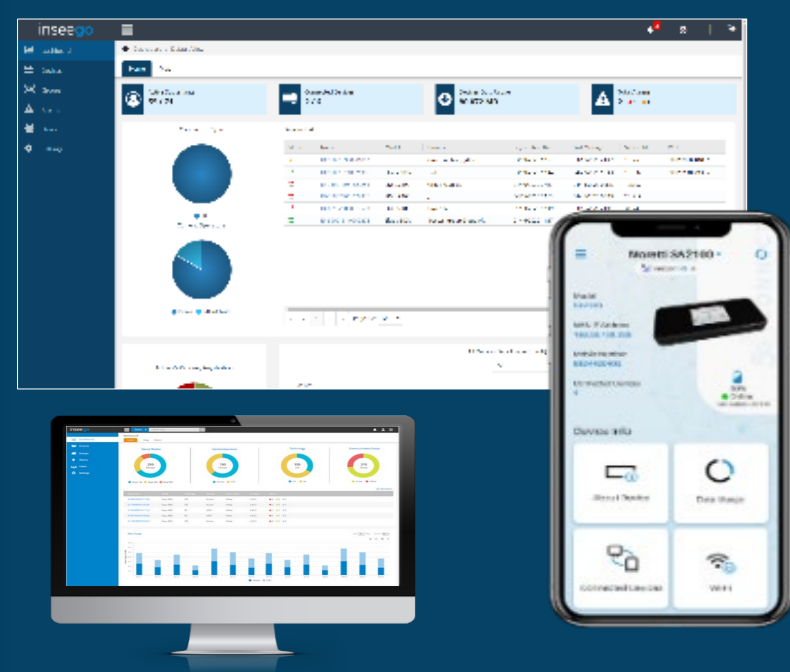
Purpose built for the Enterprise

Sticky solutions with very high renewal rates

Recurring Revenue Built for Enterprise

Changing the Financial Value Proposition

Software



Inseego Manage™

Hardware



4G / 5G portfolio

Support



Inseego Care

Bundle comprised of a fixed monthly fee per device

- ✓ Better visibility into sales cycle
- ✓ Extends product lifecycles
- ✓ Higher gross margins
- ✓ Less price sensitivity

Enterprise Benefits

- Lower Total Cost of Ownership
- Predictable OPEX vs CapEx
- Continued engagement with leading SLAs
- Single pane of glass for management / support / analytics

Offering Activities

- New Channel Development
 - Sell-with model via international carriers, channel and system integrators
- Multi-year contracts
- Available Q1 '21

Growth Catalysts

1

Global Expansion

- Numerous Tier 1 carrier wins and 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

Thank You

Want to learn more?

ir@inseego.com