



#PUTTING**5G**TOWORK

DAN MONDOR, CHAIRMAN & CEO  
NEEDHAM GROWTH CONFERENCE  
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# 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](http://www.inseego.com/investors)) which present a complete reconciliation of GAAP and Non-GAAP results.

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# AGENDA

- Inseego Investment Thesis
- 5G Market Opportunity
- Company Backgrounder
- 2019 Company Highlights
- Inseego 2<sup>nd</sup> 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%

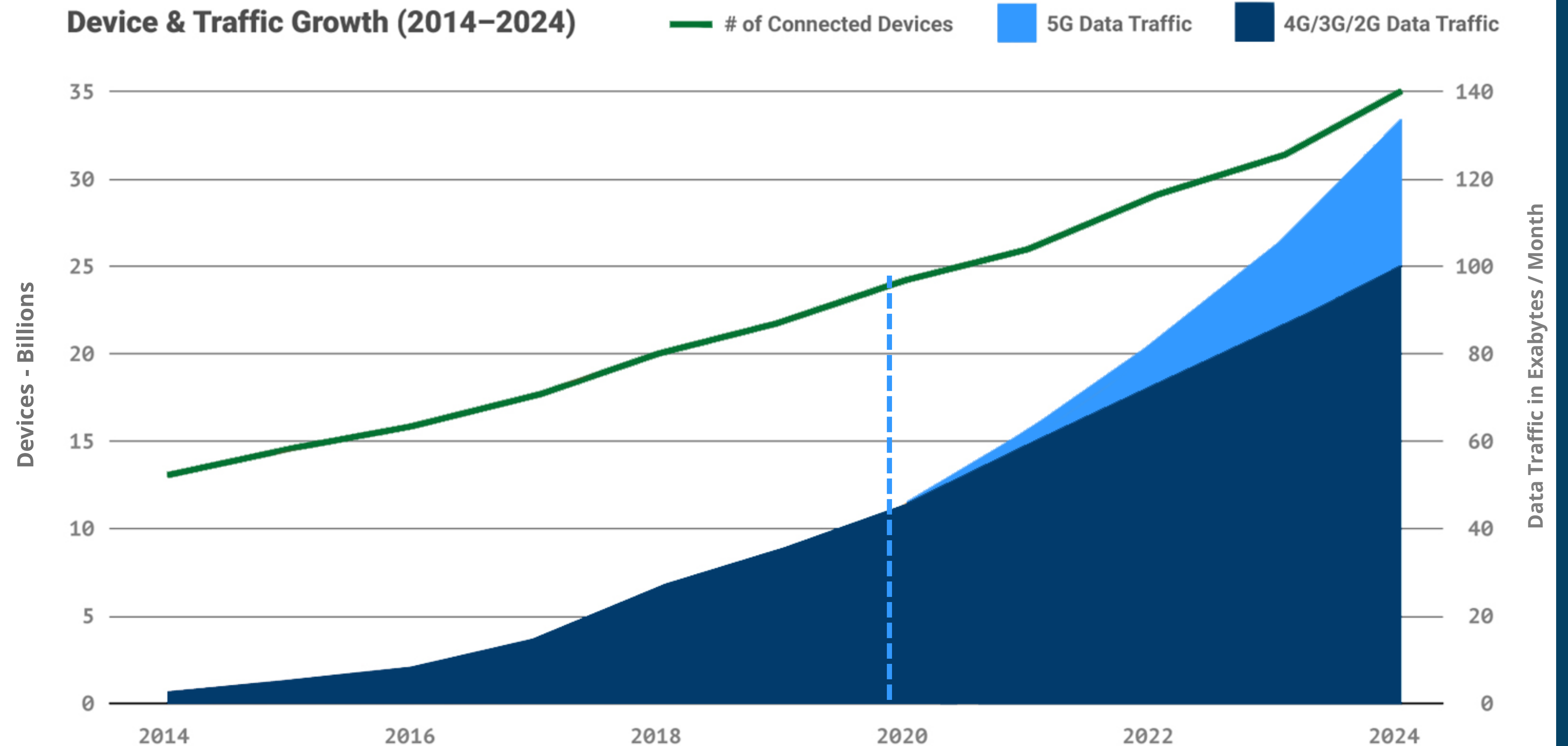
**FCF as % of  
Adj. EBITDA**  
> 60%

**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+

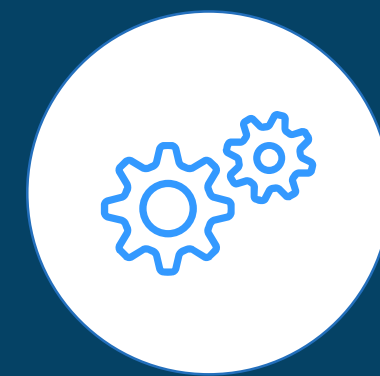
**50+**  
Operators in  
Pipeline  
Wireless  
Subscribers  
>2B

# Inseego is Solving 5G's Toughest Challenges

## "5G Built Right"



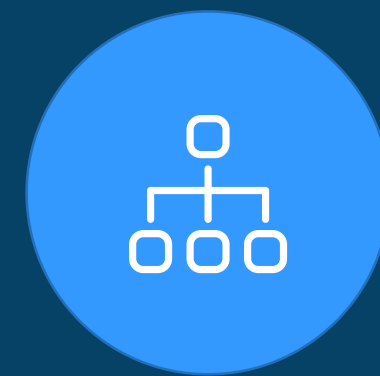
**Solving Broadband Complexity**



**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<sub>NR</sub>**

TODAY

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





# 2019 Company Highlights





NEAUVIA  
Abyen

HAPPY  
19TH

LISTING ANNIVERSARY!

insee go

INSG Nasdaq Listed

Nasdaq

\$INSG  
Listed 11.15.2000

Sweater Dress  
\$19.99  
H&M



# 2019: Laser Focus to Deliver results



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



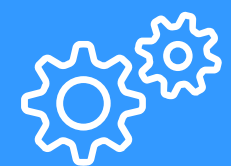
Expand Product Portfolio &  
Grow Global Customer Base



Drive Product Availability  
& Supply Chain Efficiency



Drive Cost Reductions in  
Discretionary Spending & Cost of  
Goods



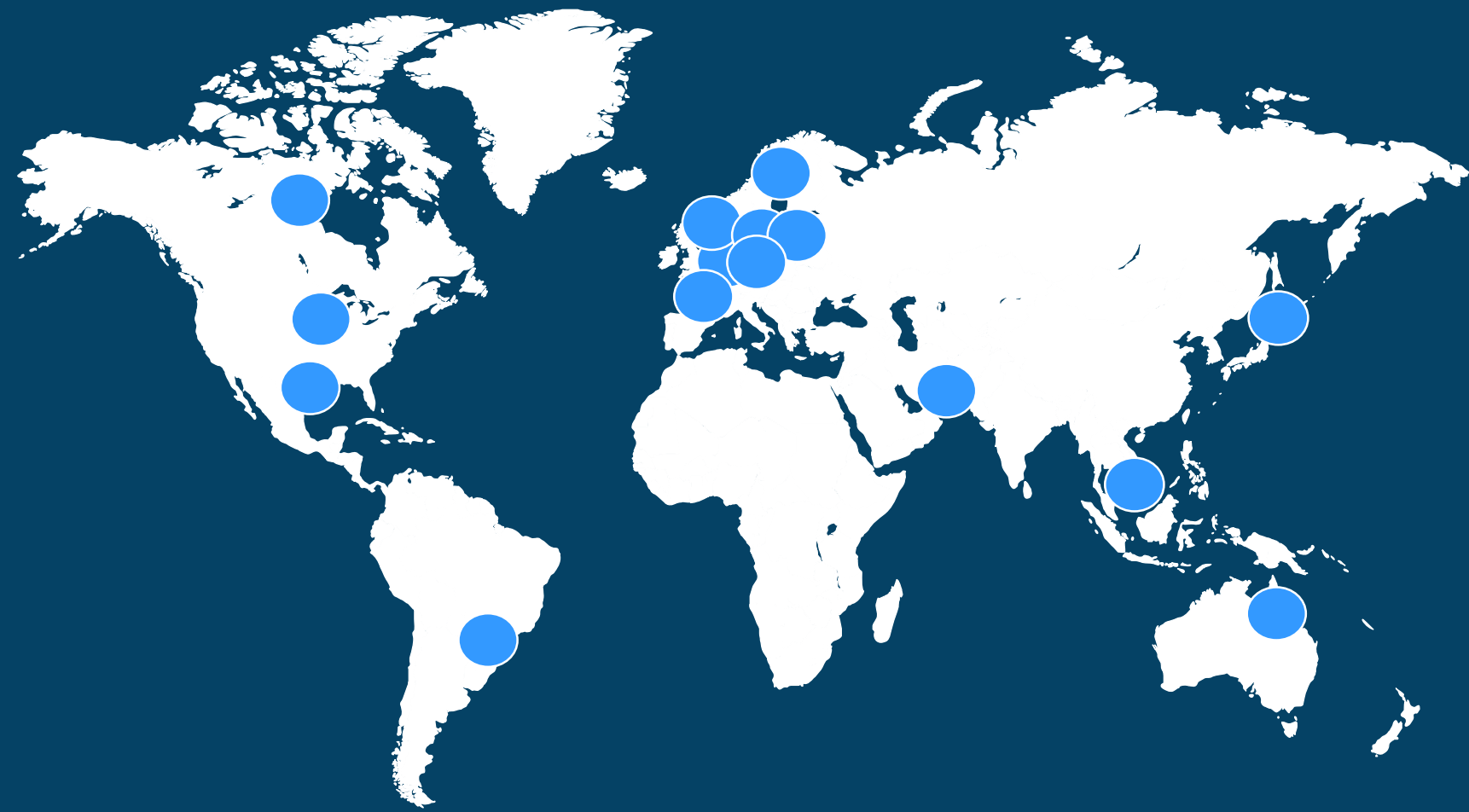
Business Process  
Improvements & IT



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**

**insee**go

Entertainment  
Live 4K Streaming



**verizon**



# 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 2<sup>nd</sup> Generation Portfolio

# Inseego 2<sup>nd</sup> 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**



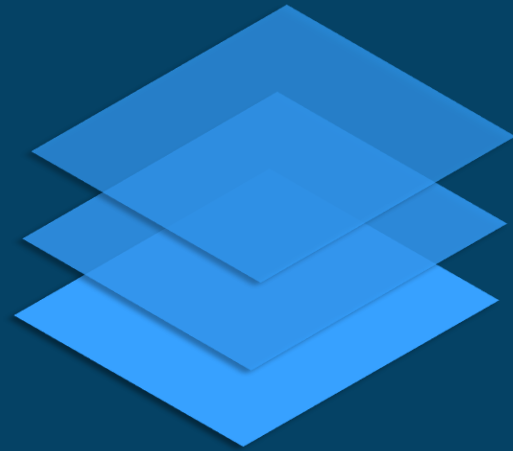
**Outdoor**



**Flexible  
Deployment**

# 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