



Q3 2024 EARNINGS RESULTS

November 12, 2024

Inseego Financial Profile | Compelling Improvements & Trajectory



Q3 2024 Financial Results | Beat Guidance

The Company's guidance for Q3 2024 was provided on Aug 7, 2024 and was for the full company that includes the Telematics operations. The announcement of the sale of Telematics was made on September 16, 2024; accordingly, the results for the September quarter categorize the Telematics operations in Held-For-Sale/ Discontinued Operations such that those results are combined here to present an apples-to-apples comparison of Q3 2024 results to guidance.

	Q3 2024	
	GUIDANCE (Aug 7, 2024)	RESULTS* (Nov 12, 2024)
TOTAL REVENUE (continuing + discontinued operations)	\$54m - \$58m	\$61.9m
ADJ EBITDA (continuing + discontinued operations)	\$6.5m - \$7.5m	\$9.3m
<i>Implied margin</i>	<i>12-13%</i>	<i>15%</i>

* Q3 2024 Results represent total Company results from Continuing Operations plus Discontinued Operations (which consists of the Telematics business that is held for sale), as follows:

	Continuing Operations	+	Discontinued Operations	=	Total Company
Revenue	\$54.0m		\$7.9m		\$61.9m
Adj EBITDA	\$6.7m		\$2.6m		\$9.3m

Q3 2024 Financial Results | Selected Key Highlights

Comments and results reference the Company's Continuing Operations unless otherwise mentioned, that is, they are pro forma for the sale of the Telematics operations.

Inseego has delivered consecutive quarters of both revenue and profitability beat-and-raise dynamics against guidance, reflecting the positive trajectory across the business. The Company now runs an efficient cost structure while driving growth across both Product and SaaS offerings, resulting in much-improved profitability and positive cash generation.

Q3 2024 Financial Highlights Include:

- 1 Strong Revenue From Continuing Operations of \$54.0m, growing +31% YoY vs. Q3 2023 on robust performance in both Product and Services & Other portfolios**
 - > Including the Telematics operations (that the Company entered into an agreement to sell during the quarter and is therefore reported in the P&L as one line item as Discontinued Operations), Total Revenue for the Company for Q3 2024 is **\$61.9m**
- 2 Solid non-GAAP Gross Margin of 34.8%, +560 bps higher YoY vs. Q3 2023**
- 3 Efficient non-GAAP Operating Expenses** with lower \$ and expense:revenue ratio
- 4 Achieved positive GAAP Operating Income of \$1.0m** for second sequential quarter in several years
- 5 Record Adj EBITDA of \$6.7m** consistent with Q2 2024 and growth of **+\$4.7m (+230%) YoY**
 - > Similar to Total Revenue reporting above, including the Telematics operations that are reported in Discontinued Operations in the P&L, Total Adj EBITDA for the Company for Q3 2024 is **\$9.3m**

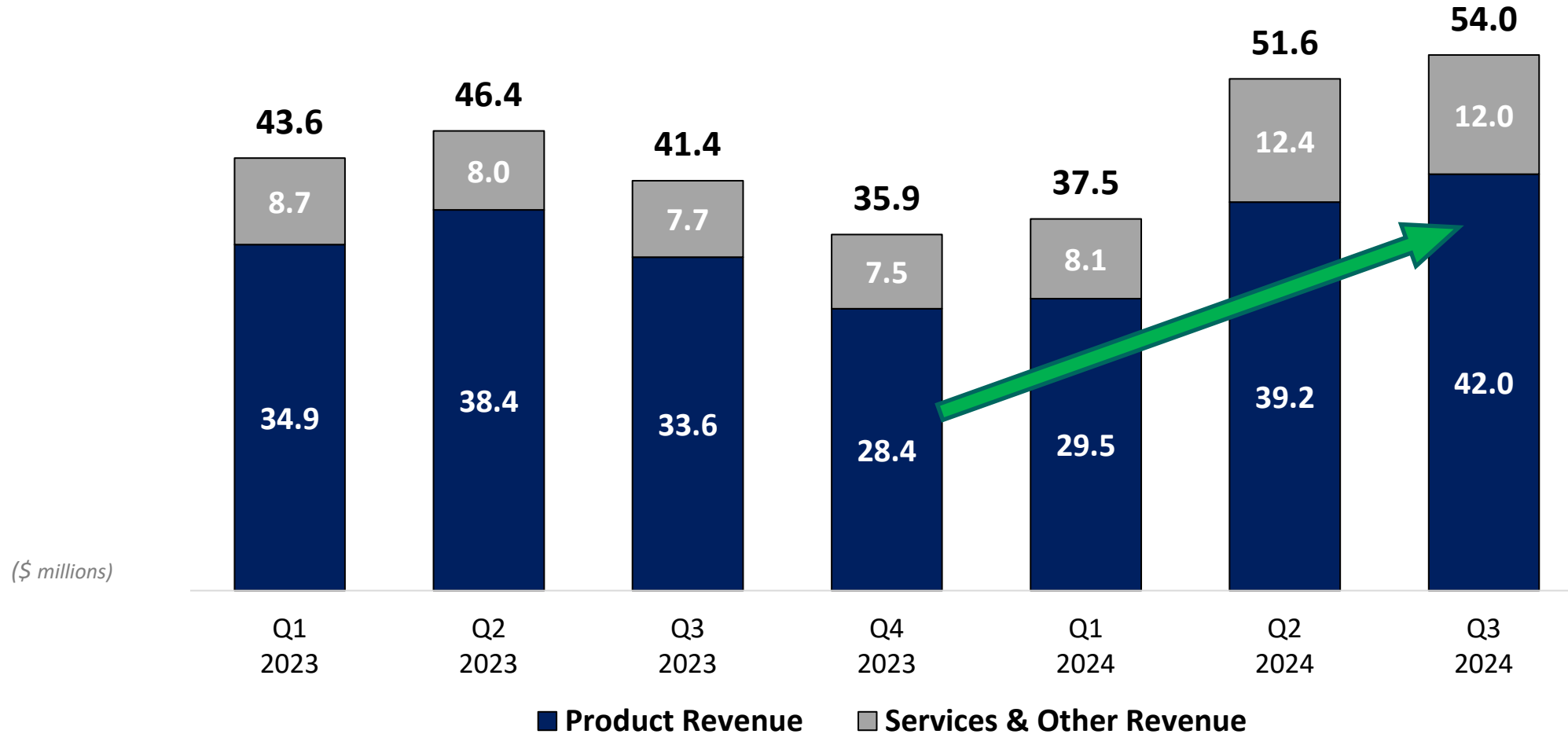
Q3 2024 | Selected Business Highlights

- ✓ Hosted inaugural **Channel Partner Advisory Council** with key, strategic partners.
- ✓ **Onboarded 12 new Inseego Ignite partners**, several of which produced immediate revenue.
- ✓ **Launched the multi-carrier certified 5G indoor router FX3110** to the Inseego Ignite channel program and closed new channel deals driving immediate revenue for this program.
- ✓ **Launched the multi-carrier certified MiFi® X PRO** to the Inseego Ignite channel program and closed the first channel deal with a new win at a Fortune 150 utility company to enable their remote workforce with secure, mobile connectivity.
- ✓ **Launched** Inseego products in the new **T-Mobile Virtual Inventory Program**.
- ✓ **Increased MiFi X PRO sales sequentially across carriers**, including one who continues to see increased demand with an emphasis on public sector customers.

Total Revenue | Return to Growth Trajectory

Comments and results reference the Company's Continuing Operations unless otherwise mentioned, that is, they are pro forma for the sale of the Telematics operations.

Q3 2024 revenue grew +31% YoY and +5% QoQ with favorable change in growth trajectory across all segments.

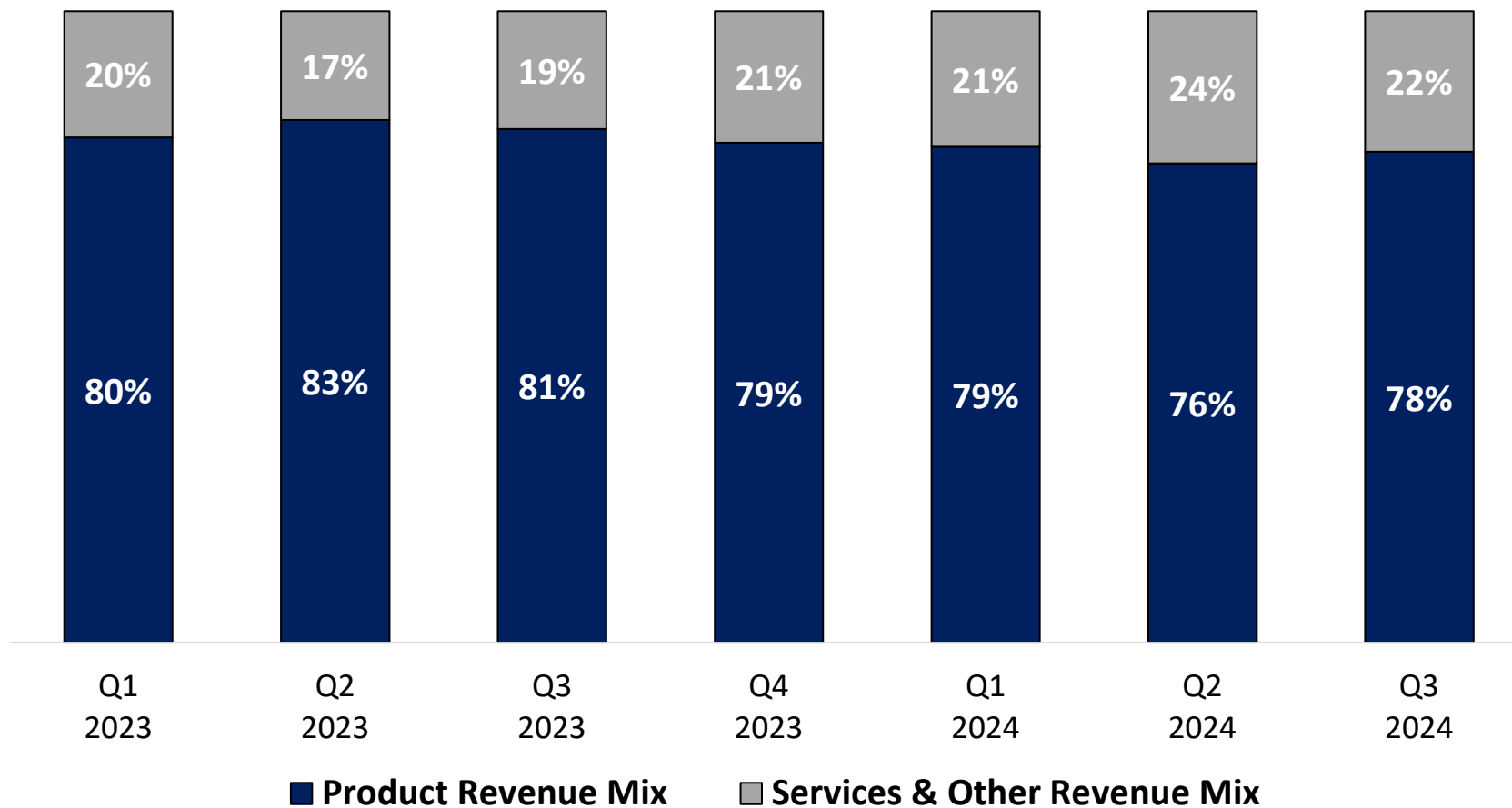


(\$ millions)

Compelling Portfolio | Increasing High-Value Services Contribution

Comments and results reference the Company's Continuing Operations unless otherwise mentioned, that is, they are pro forma for the sale of the Telematics operations.

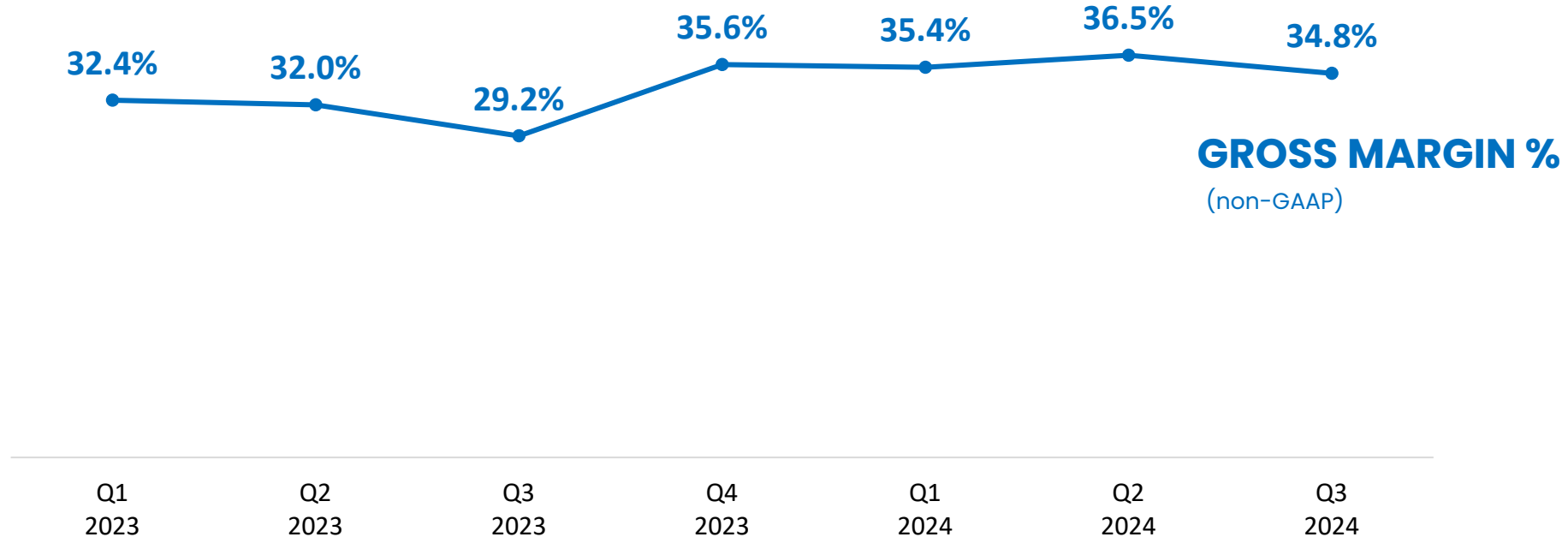
Revenue mix continues to shift to higher-profitability Services & Other offerings.



Gross Margin | Expanding Positive Contribution

Comments and results reference the Company's Continuing Operations unless otherwise mentioned, that is, they are pro forma for the sale of the Telematics operations.

The Company drove a structural shift in its underlying gross margin profitability through a combination of cost controls, thoughtful pricing, and new channel distribution, and continues to look forward to expansion through new products on the roadmap.

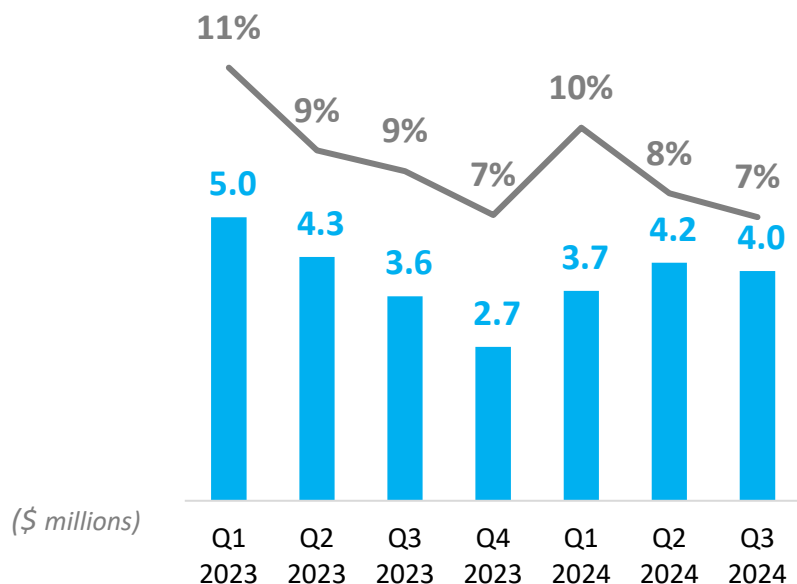


Operating Expense Efficiency | Improving Operations at Scale

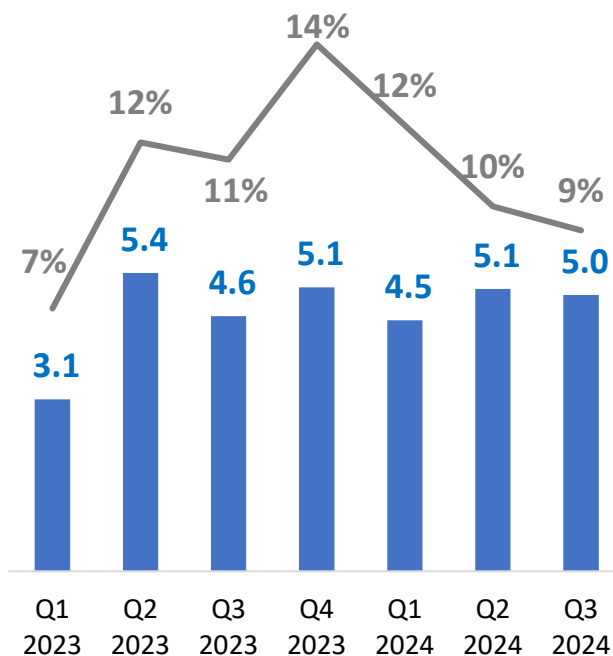
Comments and results reference the Company's Continuing Operations unless otherwise mentioned, that is, they are pro forma for the sale of the Telematics operations.

Disciplined cost management and economies of scale are now resulting in improved expense:revenue ratios across all Operating Expense lines.

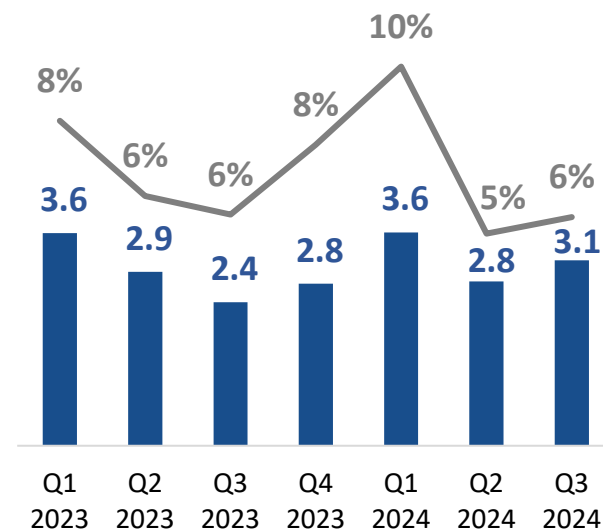
Sales & Marketing (non-GAAP)



Research & Development (non-GAAP)



General & Administrative (non-GAAP)



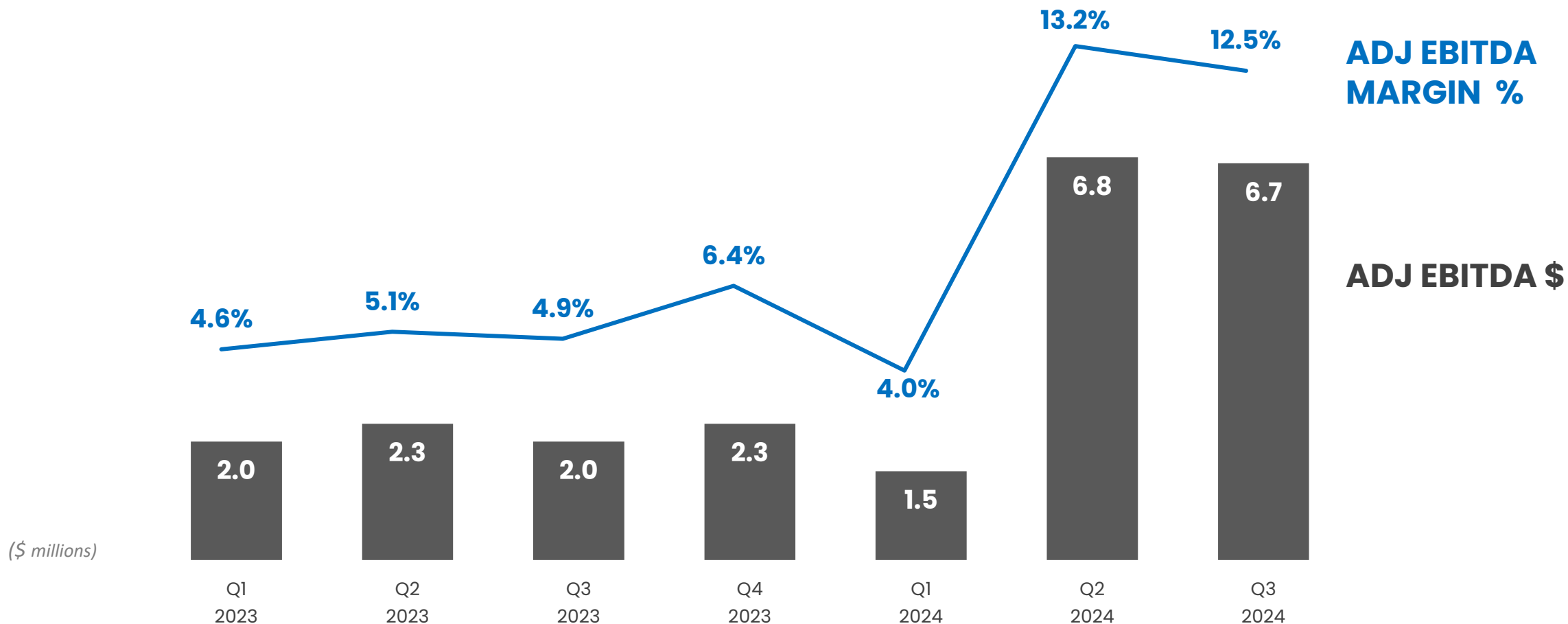
— Operating Expense : Revenue ratio

NOTE: These OpEx categories do not include depreciation & amortization expense as that is reported in its own line item; see financial statements for full details.

Profitability | Meaningful Shift and Expansion in Adj EBITDA Generation

Comments and results reference the Company's Continuing Operations unless otherwise mentioned, that is, they are pro forma for the sale of the Telematics operations.

The Company has significantly improved and delivered meaningful adjusted EBITDA profitability following transformative changes and particularly strong recent business traction.



Balance Sheet | Strong Improvement and Financial Position

Results reflect the Company's Continuing Operations, where the Telematics operations are reported in Held For Sale.

	September 30, 2024	December 31, 2023
ASSETS		
Cash and cash equivalents	\$11,972	\$2,409
Accounts receivable, net	15,612	18,202
Inventory	18,118	20,555
Prepaid expenses and other	3,627	4,937
Current assets held for sale	35,771	12,123
Total current assets	85,100	58,226
Property, plant and equipment, net	1,303	2,389
Goodwill and intangible assets, net	23,414	29,667
Other assets	3,573	5,278
Non-current assets held for sale	—	26,237
Total assets	\$113,390	\$121,797
LIABILITIES AND STOCKHOLDERS' DEFICIT		
Accounts payable and other accrued liabilities	\$66,604	\$44,457
Short-term loan	6,000	—
2025 Convertible Notes, net	106,250	—
Revolving credit facility	—	4,094
Current liabilities held for sale	10,000	7,360
Total current liabilities	188,854	55,911
Long-term liabilities	9,599	166,347
Non-current liabilities held for sale	—	1,644
Total liabilities	198,453	223,902
Total stockholders' deficit	(85,063)	(102,105)
Total liabilities and stockholders' deficit	\$113,390	\$121,797

(\$ thousands)

See slide #13 for a discussion of the subsequent event in Nov 2024 in which the Company closed its restructuring of its 2025 Convertible Notes and meaningfully reduced debt.

Telematics Sale | Agreement to Sell Telematics Ops for \$52m in Cash

- The Company signed an agreement on September 16, 2024 to sell its remaining Telematics operations to an affiliate of Convergence Partners, an international investment management firm, for **\$52 million in Cash**.
- The Telematics business operates across the UK, European Union, Australia, and New Zealand; Convergence Partners had previously purchased the Company's South Africa Telematics business in 2021 for \$33 million.
- The transaction strengthens Inseego's balance sheet and continues the streamlining of the Company's focus on and allocation of resources to the strongest growth opportunities around the core product offerings.
- The transaction is expected to **close in Q4 2024**.
- From a financial statement standpoint, with the signing of the sale agreement in September 2024, the Company is now therefore reporting the results of the Telematics business in a single line on its Statement of Operations as "Discontinued Operations" and on its Balance Sheet as "Assets Held For Sale."
- The Company anticipates using a portion of the proceeds of the Telematics sale, along with balance sheet cash and cash flow generation, to **further reduce total debt** in paying-off the \$15m 2025 Convert stub and the \$6m remaining on the short-term loan.

Pro forma historical financial information for the Company's Continuing Operations for each of the prior seven quarters across 2024 and 2023 is included in the Appendix of this presentation in order to aid in an apples-to-apples comparison to current period results and reporting.

Capital Structure Overhaul | Meaningful Reduction in Debt

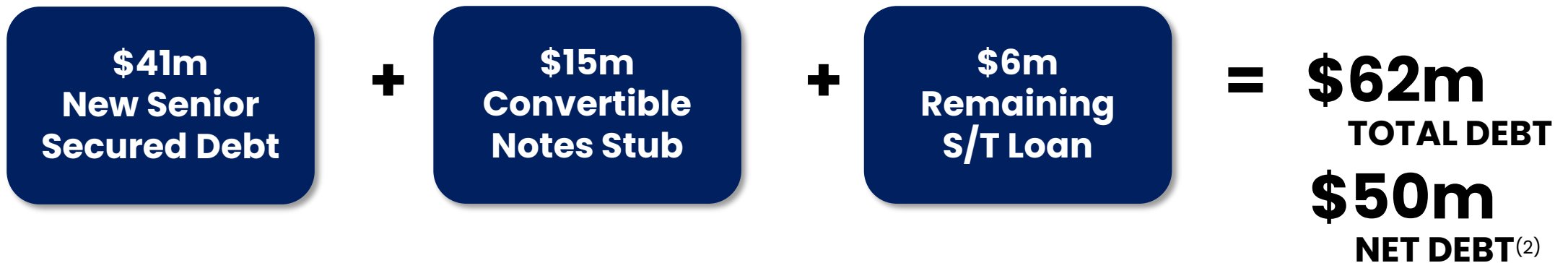
CONVERTIBLE NOTES RESTRUCTURING

The Company began 2024 with \$162m face value of its 3.25% Convertible Notes due May 1, 2025. Through a successful restructuring in Q3 and Q4 2024, **the Company exchanged \$147m (or 91%)** of the Convertible Notes for:



TOTAL DEBT OUTSTANDING

Pro forma for the closing of the Exchange on Nov 6, 2024, and along with the Company's payoff of its ABL during 2024, the Company materially reduced its debt from **\$166m** at the beginning of 2024 to **\$62m**, a **\$104m reduction in debt**, with a further de-leveraging anticipated for the **\$15m** Convert stub and **\$6m** remaining short-term loan **to be paid-off** with a portion of the proceeds from the Telematics sale that is expected to close in Q4 2024.



(1) The warrants are exercisable on a cash basis, which means that the exercise of all the warrants would yield **\$30m+** in additional cash to the Company.

(2) Provided for illustrative purposes; based on pro forma total debt net of cash from continuing operations of \$12m as of September 30, 2024.

Company Guidance | Q4 2024 (ISSUED: NOV 12, 2024)

In September 2024, the Company entered into an agreement to sell its Telematics operations for \$52m in cash; the transaction is expected to close in Q4 2024 and as such, the financial results of the Telematics business are reported under Discontinued Operations/Held-For-Sale in the Company's financial statements and are not included in the results from Continuing Operations for which Guidance is being provided.

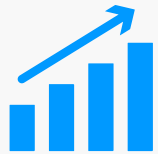
On the Company's November 12, 2024 Earnings Call, management provided the following guidance for Total Revenue and Adjusted EBITDA from Continuing Operations for Q4 2024:

	Q4 2023 <i>Actual</i> <i>(Continuing Ops)</i>	Q3 2024 <i>Actual</i> <i>(Continuing Ops)</i>	Q4 2024 GUIDANCE <i>(Continuing Ops)</i>
Revenue <i>from Continuing Operations</i>	\$35.9m	\$54.0m	\$43m - \$47m
Adj EBITDA <i>from Continuing Operations</i>	\$2.3m	\$6.7m	\$3m - \$4m

Inseego Investment Highlights | Compelling Trajectory

5G

\$24b TAM across the Mobile Broadband and Fixed Wireless Access markets



Improved financial profile with return to revenue growth, profitability and free cash flow generation



Addressed convertible overhang, reducing debt and **right-sizing capital structure**



Unique positioning of products built to meet strict US government requirements in support of the **“homegrown” US tech initiative**



25+ year track record of wireless technology leadership and strong relationships with **Tier 1 Service Providers** and **Fortune 500 customers**

APPENDIX

- Telematics Sale | Pro Forma Historical Financial Info
- Reconciliation of non-GAAP numbers

TELEMATICS SALE

Additional Pro Forma Historical Financial Information

Inseego Pro Forma P&L – Continuing Operations | 2024

As a result of the Share Purchase Agreement executed in the 3rd quarter under which the Company agreed to sell its Telematics Business, all results for Telematics are classified below as Discontinued Operations and all other line items within the Statement of Operations consist solely of the results from the Company's continuing operations. The company has reclassified all prior periods to conform to this change, and the below table shows the historical quarters in 2024 under the current continuing operations presentation.

	Nine Months Ended	Three Months Ended		
	September 30, 2024	September 30, 2024	June 30, 2024	March 31, 2024
Revenues:				
Mobile solutions	\$ 73,431	\$ 32,282	\$ 25,879	\$ 15,270
Fixed wireless access solutions	37,222	9,723	13,317	14,182
Product	110,653	42,005	39,196	29,452
Services and other	32,504	12,027	12,424	8,053
Total revenues	143,157	54,032	51,620	37,505
Cost of revenues:				
Product	86,812	33,592	30,507	22,713
Services and other	5,492	1,640	2,304	1,548
Total cost of revenues	92,304	35,232	32,811	24,261
Gross profit (loss)	50,853	18,800	18,809	13,244
Operating costs and expenses:				
Research and development	15,032	5,176	5,173	4,683
Sales and marketing	12,176	4,125	4,212	3,839
General and administrative	12,695	4,822	3,918	3,955
Depreciation and amortization	10,098	3,154	3,652	3,292
Impairment of capitalized software	927	507	—	420
Total operating costs and expenses	50,928	17,784	16,955	16,189
Operating income (loss)	(75)	1,016	1,854	(2,945)
Other (expense) income:				
Interest expense, net	(9,686)	(5,731)	(1,776)	(2,179)
Loss on extinguishment of revolving credit facility	(788)	—	(788)	—
Gain on debt restructurings, net	13,690	12,366	1,324	—
Other income (expense), net	(864)	(72)	(417)	(375)
Income (Loss) before income taxes	2,277	7,579	197	(5,499)
Income tax provision	171	36	118	17
Income (Loss) from continuing operations	2,106	7,543	79	(5,516)
Income from discontinued operations, net of tax	3,032	1,426	545	1,061
Net income (loss)	5,138	8,969	624	(4,455)
Preferred stock dividends	(2,425)	(827)	(808)	(790)
Net income (loss) attributable to common stockholders	\$ 2,713	\$ 8,142	\$ (184)	\$ (5,245)

(\$ thousands)

Inseego Pro Forma P&L – Continuing Operations | 2023

As a result of the Share Purchase Agreement executed in the 3rd quarter under which the Company agreed to sell its Telematics Business, all results for Telematics are classified below as Discontinued Operations and all other line items within the Statement of Operations consist solely of the results from the Company's continuing operations. The company has reclassified all prior periods to conform to this change, and the below table shows the historical quarters in 2023 under the current continuing operations presentation.

	Twelve Months Ended		Three Months Ended		
	December 31,	December 31,	September 30,	June 30,	March 31,
	2023	2023	2023	2023	2023
Revenues:					
Mobile solutions	\$ 80,498	\$ 16,029	\$ 22,534	\$ 18,895	\$ 23,040
Fixed wireless access solutions	54,900	12,411	11,114	19,505	11,870
Product	135,398	28,440	33,648	38,400	34,910
Services and other	31,888	7,479	7,709	7,983	8,717
Total revenues	167,286	35,919	41,357	46,383	43,627
Cost of revenues:					
Product	127,157	25,782	42,788	30,620	27,967
Services and other	4,353	794	734	1,139	1,686
Total cost of revenues	131,510	26,576	43,522	31,759	29,653
Gross profit (loss)	35,776	9,343	(2,165)	14,624	13,974
Operating costs and expenses:					
Research and development	19,725	5,356	5,200	5,822	3,347
Sales and marketing	16,632	2,929	3,893	4,575	5,235
General and administrative	15,853	3,527	3,429	4,281	4,616
Depreciation and amortization	18,408	5,283	3,848	4,327	4,950
Impairment of capitalized software	1,115	—	611	—	504
Total operating costs and expenses	71,733	17,095	16,981	19,005	18,652
Operating income (loss)	(35,957)	(7,752)	(19,146)	(4,381)	(4,678)
Other (expense) income:					
Interest expense, net	(9,086)	(2,176)	(2,894)	(2,017)	(1,999)
Other income (expense), net	70	19	45	23	(17)
Income (Loss) before income taxes	(44,973)	(9,909)	(21,995)	(6,375)	(6,694)
Income tax provision	43	(1)	30	15	(1)
Income (Loss) from continuing operations	(45,016)	(9,908)	(22,025)	(6,390)	(6,693)
Income from discontinued operations, net of tax	(1,169)	(4,432)	220	1,454	1,589
Net income (loss)	(46,185)	(14,340)	(21,805)	(4,936)	(5,104)
Preferred stock dividends	(2,991)	(773)	(756)	(739)	(723)
Net income (loss) attributable to common stockholders	\$ (49,176)	\$ (15,113)	\$ (22,561)	\$ (5,675)	\$ (5,827)

(\$ thousands)

NON-GAAP NUMBERS
Reconciliations to GAAP Financials

Income (Loss) From Continuing Operations to Adjusted EBITDA | 2024

(\$ thousands)

	Nine Months Ended	Three Months Ended		
	September 30,	September 30,	June 30,	March 31,
	2024	2024	2024	2024
Income (loss) from continuing operations	\$ 2,106	\$ 7,543	\$ 79	\$ (5,516)
Income tax provision (benefit)	171	36	118	17
Interest expense, net	9,686	5,731	1,776	2,179
Loss on extinguishment of revolving credit facility	788	—	788	—
Gain (loss) on debt restructurings, net	(13,690)	(12,366)	(1,324)	—
Other (income) expense, net	864	72	417	375
Depreciation and amortization	10,221	3,193	3,691	3,337
Share-based compensation expense	2,714	1,193	834	687
Debt restructuring costs	1,121	669	452	—
Impairment of operating lease right-of-use assets	139	139	—	—
Impairment of capitalized software	927	507	—	420
Adjusted EBITDA from continuing operations	15,047	6,717	6,831	1,499
Income from discontinued operations, net of tax	3,032	1,426	545	1,061
Income tax provision (benefit)	674	266	188	220
Interest expense, net	(10)	(3)	(2)	(5)
Other (income) expense, net	(1,124)	(873)	(236)	(15)
Depreciation and amortization	3,021	980	1,003	1,038
Share-based compensation expense	100	35	35	30
Divestiture related costs	764	764	—	—
Adjusted EBITDA from discontinued operations	6,457	2,595	1,533	2,329
Adjusted EBITDA from continuing and discontinued operations	\$21,504	\$9,312	\$8,364	\$3,828

Income (Loss) From Continuing Operations to Adjusted EBITDA | 2023

(\$ thousands)	Twelve Months Ended		Three Months Ended		
	December 31,	December 31,	September 30,	June 30,	March 31,
	2023	2023	2023	2023	2023
Loss from continuing operations	\$ (45,016)	\$ (9,908)	\$ (22,025)	\$ (6,390)	\$ (6,693)
Income tax provision (benefit)	43	(1)	30	15	(1)
Interest expense, net	9,086	2,176	2,894	2,017	1,999
Other (income) expense, net	(70)	(19)	(45)	(23)	17
Depreciation and amortization	18,713	5,350	4,421	4,438	4,504
Share-based compensation expense	6,972	1,333	2,123	1,820	1,696
Impairment of operating lease right-of-use assets	469	—	—	469	—
Inventory adjustments - E&O and contract manufacturer liability **	16,427	3,370	13,057	—	—
Write-off of capitalized inventory order fees **	924	—	924	—	—
Impairment of capitalized software	1,115	—	611	—	504
Adjusted EBITDA from continuing operations	8,663	2,301	1,990	2,346	2,026
Income (loss) from discontinued operations, net of tax	(1,169)	(4,432)	220	1,454	1,589
Income tax provision (benefit)	842	287	(46)	289	312
Interest expense, net	(14)	(6)	(3)	(3)	(2)
Other (income) expense, net	16	840	623	(635)	(812)
Depreciation and amortization	3,849	939	1,032	951	927
Share-based compensation expense	473	83	144	144	102
ROU Asset Impairment	—	—	—	—	—
Impairment of capitalized software	4,124	4,124	—	—	—
Adjusted EBITDA from discontinued operations	8,121	1,835	1,970	2,200	2,116
Adjusted EBITDA from continuing and discontinued operations	\$16,784	\$4,136	\$3,960	\$4,546	\$4,142

** These items are not adjusted from the period ending December 31, 2023 going forward

Continuing Operations Gross Margin & OpEx | Three Months Ended September 30, 2024

	GAAP	Share-based compensation expense	Impairment of Capitalized Software	Debt Restructuring Costs	ROU Asset Impairment	Purchased intangibles amortization	Non-GAAP
Revenues	\$54,032						\$54,032
Cost of revenues	35,232	23	-	-	-	-	35,209
Gross Margin	18,800						18,823
Gross Margin %	34.8%						34.8%
Operating costs and expenses:							
Research and development	5,176	196	-	-	-	-	4,980
Sales and marketing	4,125	103	-	-	-	-	4,022
General and administrative	4,822	871	-	669	138	-	3,144
Depreciation and amortization	3,154	-	-	-	-	330	2,824
Impairment of cap software	507	-	507	-	-	-	-
Total operating costs & expenses	\$17,784	\$1,170	\$507	\$669	\$138	\$330	\$14,970

(\$ thousands)

Continuing Operations Gross Margin & OpEx | Nine Months Ended September 30, 2024

	GAAP	Share-based compensation expense	Impairment of Capitalized Software	Debt Restructuring Costs	ROU Asset Impairment	Purchased intangibles amortization	Non-GAAP
Revenues	\$143,157						\$143,157
Cost of revenues	92,304	75	-	-	-	-	92,229
Gross Margin	50,853						50,928
Gross Margin %	35.5%						35.6%
Operating costs and expenses:							
Research and development	15,032	437	-	-	-	-	14,595
Sales and marketing	12,176	314	-	-	-	-	11,862
General and administrative	12,695	1,888	-	1,121	138	-	9,548
Depreciation and amortization	10,098	-	-	-	-	990	9,108
Impairment of capitalized software	927	-	927	-	-	-	-
Total operating costs and expenses	\$50,928	\$2,639	\$927	\$1,121	\$138	\$990	\$45,113

(\$ thousands)

Disclaimers

Safe Harbor Statement

This 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 and operating expenses exclude restructuring charges, share based compensation expenses, debt restructuring charges, impairments of capitalized software charges, 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[®]

www.inseego.com

NASDAQ: INSG