This presentation includes forward looking statements. These statements reflect our expectations about future operating and financial performance and speak only as of the date of this presentation. Actual results, performance, or developments could differ materially from those expressed or implied by the forward looking statements contained in this presentation as a result of known and unknown risks, uncertainties, and other factors including those identified in the Company’s Form 10-K and other periodic filings with the Securities and Exchange Commission.
Solving **MISSION-CRITICAL** and **BUSINESS-CRITICAL** machine communications challenges in the most **DEMANDING ENVIRONMENTS**.

You get proven, no-nonsense **SOLUTIONS THAT WORK** — and keep working.
BACKED BY A STRONG COMPANY

**STRENGTH**
- $219M Revenue
- 14 Yrs Profitability
- $60M Cash, No Debt

**TALENT**
- 550+ Employees
- 16 Global Offices
- 150+ Patents

**EXPERIENCE**
- 100M+ Products to 35K+ Customers
- 1B+ Readings/Month
- 30 Years
PRODUCTS & SERVICES

IMPERATIVES

Past
- 5,000+ Custom SKUs
- Every Part of the Value Chain
- Inward NPI
- Selling Speeds and Feeds
- Diverse Acquisitions

Present
- <1,000 Wide-Appeal SKUs
- Focused Efforts, Partner
- Market NPI
- Solution Selling
- Focused Acquisitions
VERTICAL FOCUS, EXPERTISE AND SUCCESS
SOLUTIONS

‣ Create/Embrace Raving Fans
‣ Integration
‣ Grow the Subscriber Base
‣ Broaden Monitoring and Alerting
‣ Advance Analytics
HELP SHAPE DIGI’S CULTURAL IMPERATIVES

- Customer Focus
- Start Up Urgency (Passion vs. Job)
- Positive Energy – Bring Solutions to Problems
- Commitment to Outcomes/Results
- Caring
RESULTS
SUSTAINABLE GROWTH

IoT Products and Services:
- Double digit growth (~ 11% including Accelerated acquisition)
- Cellular leads the way
- Strong growth in Services

IoT Solutions:
- Strong growth in health and transportation
- Subscriber base and backlog have grown significantly

FY18 F = mid-point of guidance issued 04/26/2018

FY17
FY18
Revenue ($ millions)

20%
SCALE PROFITABILITY

- Improved IoT Products & Services profitability
- Invest a portion in fast growing IoT Solutions business
- Maintain strong balance sheet
- Generate free cash flow in asset light model (capital expenditures <5% of revenues)
- Potential for inorganic contributions

Adjusted EBITDA
($ millions)

* FY18 represents mid-point of Company Guidance issued 04/26/18
APPENDIX

NON-GAAP RECONCILIATION TABLES
### TABLE 2

**Reconciliation of Income from Continuing Operations to EBITDA from Continuing Operations and Adjusted EBITDA from Continuing Operations**

*(In thousands of dollars)*

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total revenue</strong></td>
<td>$181,634</td>
<td>$203,005</td>
</tr>
<tr>
<td><strong>Income from continuing</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>operations</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest income, net</td>
<td>$9,366</td>
<td>$13,478</td>
</tr>
<tr>
<td>Income tax provision</td>
<td>(608)</td>
<td>(254)</td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>125</td>
<td>3,212</td>
</tr>
<tr>
<td><strong>EBITDA from continuing</strong></td>
<td>5,497</td>
<td>4,584</td>
</tr>
<tr>
<td>operations</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Stock-based compensation</td>
<td>14,380</td>
<td>21,020</td>
</tr>
<tr>
<td>Restructuring charges, net</td>
<td>4,659</td>
<td>3,649</td>
</tr>
<tr>
<td>Acquisition expense</td>
<td>2,515</td>
<td>747</td>
</tr>
<tr>
<td><strong>Adjusted EBITDA</strong></td>
<td>$23,516</td>
<td>$26,276</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>% of total revenue</th>
<th>% of total revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total revenue</strong></td>
<td>100.0%</td>
<td>100.0%</td>
</tr>
<tr>
<td><strong>Income from continuing</strong></td>
<td>5.0%</td>
<td>6.6%</td>
</tr>
<tr>
<td>operations</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest income, net</td>
<td>5.0%</td>
<td>6.6%</td>
</tr>
<tr>
<td>Income tax provision</td>
<td>-0.3%</td>
<td>-1.2%</td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>3.0%</td>
<td>1.7%</td>
</tr>
<tr>
<td><strong>EBITDA from continuing</strong></td>
<td>30.3%</td>
<td>22.5%</td>
</tr>
<tr>
<td>operations</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Stock-based compensation</td>
<td>7.9%</td>
<td>10.4%</td>
</tr>
<tr>
<td>Restructuring charges, net</td>
<td>2.3%</td>
<td>1.7%</td>
</tr>
<tr>
<td>Acquisition expense</td>
<td>0.9%</td>
<td>3.2%</td>
</tr>
<tr>
<td><strong>Adjusted EBITDA</strong></td>
<td>12.9%</td>
<td>12.9%</td>
</tr>
</tbody>
</table>