

Sierra Wireless OVERVIEW



Leading the way in global wireless connectivity

Our Company

At Sierra Wireless, we are expanding the wireless world by connecting people, devices, and applications over cellular networks.

We are a proven leader in mobile broadband and machine-to-machine (M2M) markets.

Our wireless devices and applications comprise the industry's most comprehensive portfolio of 2G, 3G and 4G wireless modems, routers, and gateways, software and services.

Our wireless innovations have transformed mobile lifestyles and M2M communication. Today Sierra Wireless devices are connecting virtually anything to anything:

- Professionals to business applications,
- Consumers to games and email,
- Smart meters to energy management applications,
- Automobiles to emergency services,
- Fire and police personnel to their dispatchers,
- Personal healthcare devices to medical teams, and
- All manner of commercial and industrial equipment to remote monitoring and control systems.

Individuals and organisations around the world depend on Sierra Wireless for reliable, high performing connections.

Wireless network operators depend on Sierra Wireless mobile broadband devices to connect customers to their cellular networks.

Manufacturers and solution providers count on Sierra Wireless to connect their products and applications quickly, reliably, and over the long term. They turn to Sierra Wireless for our expertise in wireless design, integration, and certification and wireless service delivery.

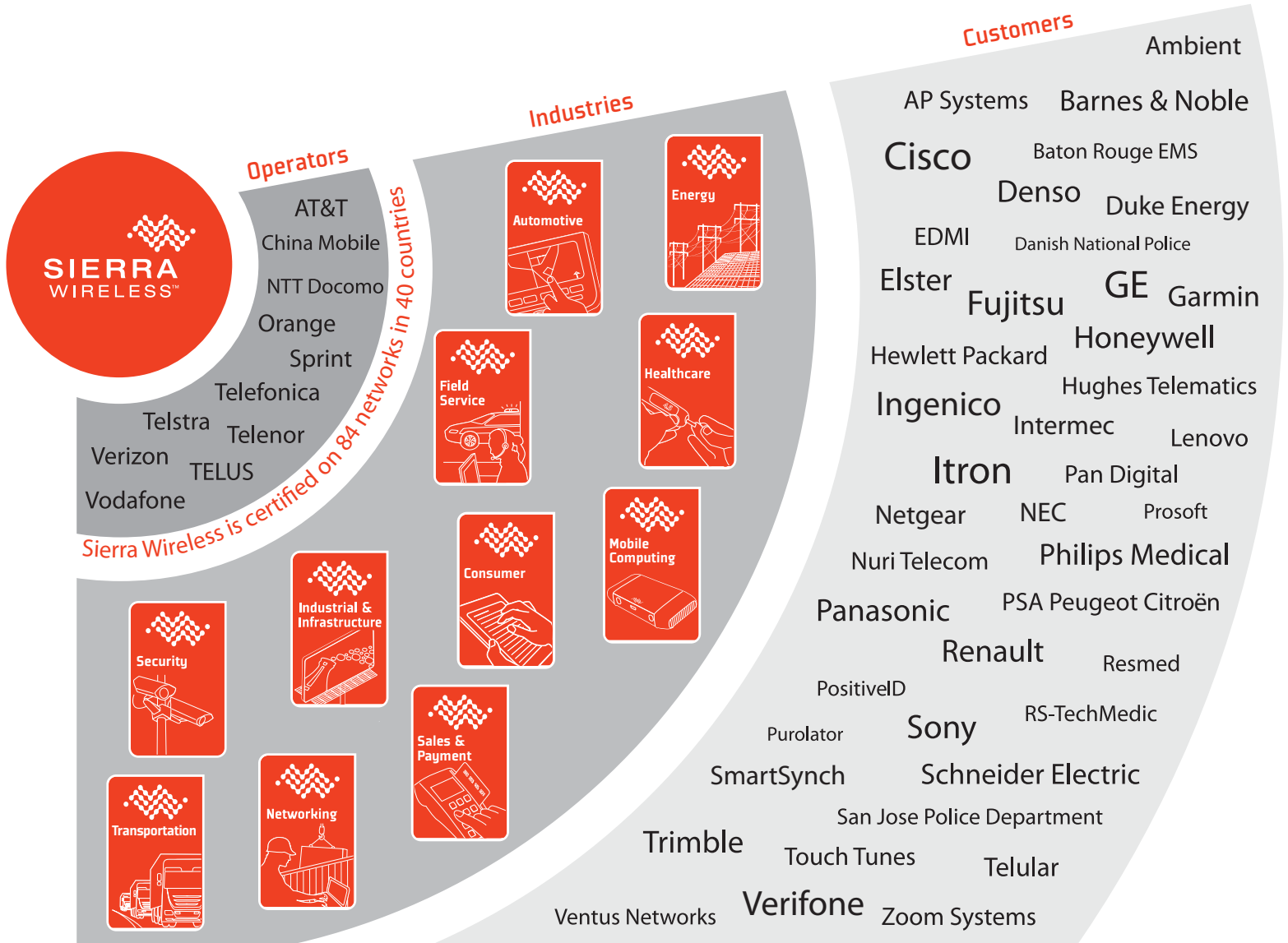
Sierra Wireless helps our customers and our partners

- Simplify integration and deployment
- Get solutions to market on time
- Reduce their Total Cost of Ownership over the lifetime of the solution

Our Markets and Customers

Sierra Wireless is the global market leader in machine-to-machine (M2M) and mobile computing. We partner with network operators, distributors and system integrators to tailor solutions to individual market needs, from energy management, mobile broadband, networking, automotive, and transportation applications.

Our customer base includes top mobile network operators and OEMs from around the world. Here are just a few of our customers and the wireless network operators working with Sierra Wireless today.



Our Innovations

1997-2003

- First embedded wireless module (1997)
- First wide area network interface card (AirCard 300) (1999)
- First embedded application environment on cellular modules (2003)

2005

- First HSDPA PCI Express MiniCard module (MC8755)
- First HSDPA modem (AirCard 850)
- First 1X CDMA M2M Gateway (Raven XE and PinPoint XE)

2006

- First voice-enabled PCI Express MiniCard module (MC8755V)
- First EVDO Rev 0 modem (PC 5200/5220)

2007

- First embedded SIM
- First remote device management service for embedded modules (AirVantage Management Services)
- First M2M 3G UMTS/HSDPA Gateway (Raven X and PinPoint X)
- First M2M 3G EVDO Gateway (Raven X and PinPoint X)

Our Products

Sierra Wireless provides the industry's broadest range of wireless solutions for connecting people and devices around the world. Our four product families include: AirCard® Mobile Broadband Devices, AirPrime™ Embedded Wireless Modules, AirLink® Intelligent Gateways and Routers, and the AirVantage™ M2M Cloud Platform.

In addition, we offer professional services to support product engineering, design, systems integration, and certification assistance to reduce your development time and costs, especially in network certification.

AirCard® Mobile Broadband Devices

Mobile Hotspots, USB modems, and data cards designed for demanding consumers on the go. Simple and reliable connectivity for business and personal use, over 3G and 4G networks around the world, including LTE, HSPA+, WiMax and EVDO, AirCard products have been industry leaders for more than 12 years.



AirCard 312U

AirCard 7535

AirCard 319U

AirCard 8025



AirPrime™ Embedded Wireless Modules

A market-leading range of embedded modules, embedded software solutions, and device management solutions to simplify M2M connectivity. With AirPrime wireless modules, device manufacturers find the solution that best suits their connectivity needs, and gets them to market faster with lower development costs.



AirPrime™ Embedded Wireless Modules

AirVantage™ M2M Cloud Platform

A secure cloud platform to simplify M2M development, deployment and operations. The AirVantage M2M Cloud Platform provides all the M2M application support needed for a wireless application including MNO subscription management, wireless device management, asset data management, M2M Application Services API's, and a powerful set of M2M application development tools.

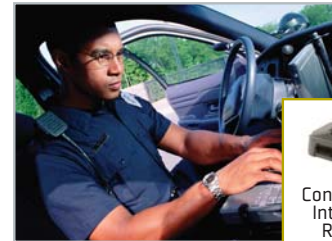


AirVantage™ Platform



AirLink® Intelligent Gateways and Routers

Rugged, highly configurable, and reliable wireless networking solutions for mission critical applications. Enterprise and industrial customers have trusted AirLink routers and gateways for over 15 years for fixed, portable, and mobile applications.



Configurable Intelligent Routers

Configurable Intelligent Gateways

Programmable Modems

2009

- First 21 Mbps modem (AirCard 306/307)
- First HSPA+ USB modems (AirCard 306/307)
- First HSPA+ module MC8700

2010

- First dual channel HSPA+ embedded module (AirPrime MC8801)
- First dual mode wireless hotspot (AirCard W801)
- First 42 Mbps modem (AirCard 312U)
- First module designed specifically for Automotive (AR Series)
- First M2M Quad Band UMTS900 (MP895 and Raven XE)
- Won "Best 2G Module" award from the GSMA Best Embedded Mobile Module Competition (AirPrime SL6087)

2011

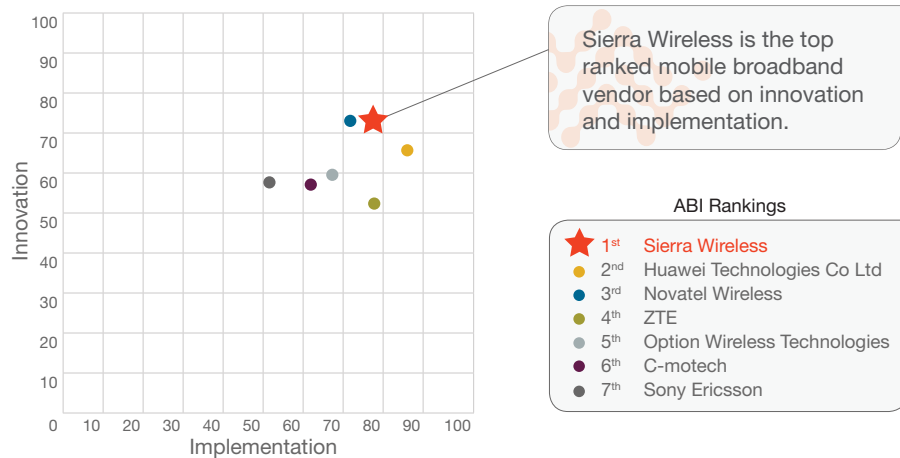
- First 4G LTE in Canada (AirCard 313U, Rogers)
- First Dual Channel HSPA+ Mobile Hotspot (AirCard 7535, Telstra)
- Won "Best Mobile Innovation for Utilities Award" from GSMA (for EDM smart metering modem)
- San Jose Police Department and EDC Technologies (Sierra Wireless customers) recognized at 2011 Value Chain Awards for industry-leading innovation in wireless M2M applications



Our Leadership

Broadband Modem Vendor Matrix

Source: ABI Research



FAST FACTS

Generated over \$650 million in revenue in 2010

Employs more than 850 people worldwide

Sells and supports mobile computing and M2M products and services in more than 130 countries around the world

Research and development teams in Canada, the United States, France, and China

Invented the AirCard Mobile Broadband Modem

Deployed over 50 Million cellular devices over the last 16 years

Leads in global market share for cellular M2M embedded modules (ABI Research, iSuppli)

Ranks as the top cellular wireless module vendor in the world with over 50 million shipped to date

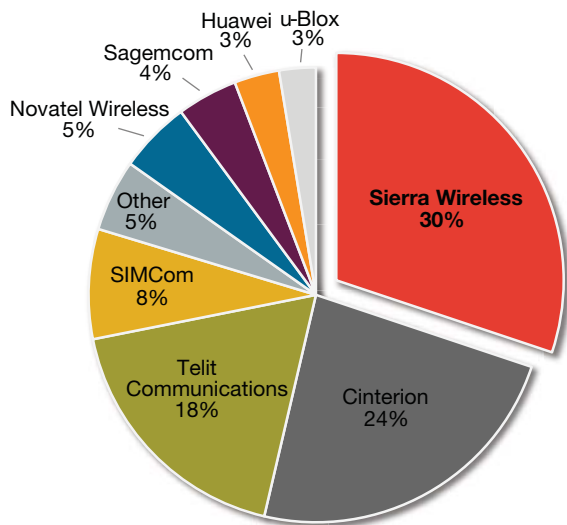
Shipped over 1 million automotive-grade embedded modules by 2010

Invests more than \$85 million annually in research and development

Registered more than 300 patents

Cellular M2M Embedded Module Market Share 2011

Source: ABI Research (Ranked By Revenue)



"In the World Market for Cellular Modules in M2M Communications, IMS Research estimates that in 2009 and 2010 Sierra Wireless was the revenue leader among manufacturers of cellular Machine-to-Machine communication devices."

IMS Research

"iSuppli estimates Sierra Wireless to be the market share leader in M2M for 2009 and 2010."

IHS-iSuppli

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