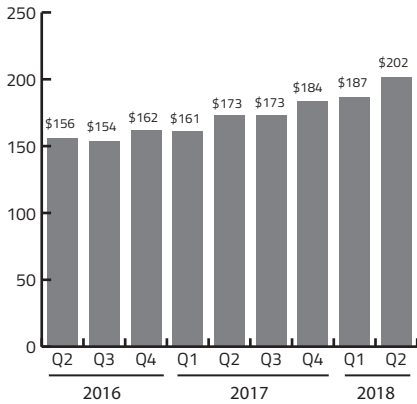


## QUARTERLY REVENUE

USD millions



## ABOUT US

Over the past 25 years, Sierra Wireless has built a track record of developing innovative products and solutions for its customers. Having shipped more than 150 million devices worldwide, we offer the most comprehensive portfolio of wireless embedded modules and gateways, seamlessly integrated with our secure cloud and connectivity services. Our devices are operating on more than 80 networks globally.

## INVESTMENT HIGHLIGHTS

Sierra Wireless is an IoT pioneer, empowering businesses and industries to transform and thrive in the connected economy. Our global customers rely on our solutions to get their connected products and services to market faster and at lower total cost.

Sierra Wireless enjoys significant competitive advantages, including:

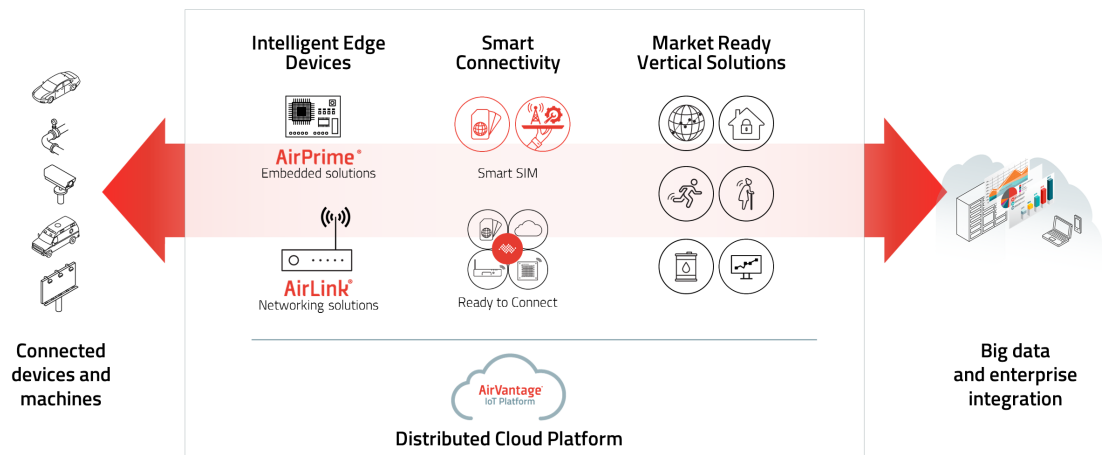
- The industry's most comprehensive device-to-cloud portfolio
- A proven track record in technology innovation
- Global sales and R&D teams on six continents
- Strong balance sheet and no debt outstanding
- Blue chip customer base of leading OEMs, enterprises and operators around the world

## GROWTH STRATEGY

The Internet of Things is expected to grow rapidly. Sierra Wireless is well positioned to lead and capture this long term growth opportunity. Our growth strategy is driven by three key objectives:

- Build on our global leadership position in cellular devices, including embedded modules, gateways and routers
- Provide simple, scalable, secure end-to-end solutions, combining intelligent embedded and networking solutions with secure cloud and connectivity services that enable our customers to accelerate solution development and deployment
- Drive growth, scale, and profitability improvements through strategic acquisitions

## FULLY INTEGRATED SOLUTION FOR IOT APPLICATIONS



USD millions, except as noted below

### RESEARCH ANALYSTS

|                           |                  |
|---------------------------|------------------|
| BMO Capital Markets       | T. Moschopoulos  |
| Canaccord Genuity         | Mike Walkley     |
| CIBC World Markets        | Todd Coupland    |
| First Analysis Securities | Howard Smith     |
| MacQuarie Capital         | Gus Papageorgiou |
| National Bank             | Richard Tse      |
| Raymond James             | Steven Li        |
| RBC Capital Markets       | Paul Treiber     |
| Roth Capital              | Scott Searle     |
| Scotia Capital Markets    | Paul Streep      |
| TD Securities             | Daniel Chan      |

### MARKET FACTS<sup>(1)</sup>

- **Stock symbol** SWIR (Nasdaq); SW (TSX)
- **Share O/S** 36.1 Million Shares
- **Market capital** Approx. US \$586.9 Million
- **52 week range** US \$15.10 - \$30.05

(1) Market data as of July 31, 2018

### Investor Contact

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 Sierra-Wireless

|   | Three months ended<br>June 30 |        | Six months ended<br>June 30 |        |
|---|-------------------------------|--------|-----------------------------|--------|
|   | 2018                          | 2017   | 2018                        | 2017   |
| <b>Revenue</b>  | 201.9                         | 173.4  | 388.8                       | 334.6  |
| <b>GAAP</b>   |                               |        |                             |        |
| Gross Margin  | 69.3                          | 59.6   | 131.4                       | 115.1  |
| Gross Margin %  | 34.3%                         | 34.4%  | 33.8%                       | 34.4%  |
| Operating Expenses  | 74.4                          | 55.6   | 146.3                       | 112.5  |
| Earnings (Loss) from Operations   | (5.1)                         | 4.0    | (14.9)                      | 2.6    |
| Net Earnings (Loss)   | (11.4)                        | 6.8    | (19.7)                      | 6.7    |
| Earnings (Loss) per Share   | (0.32)                        | 0.21   | (0.55)                      | 0.20   |
| <b>Non-GAAP<sup>(1)</sup></b>   |                               |        |                             |        |
| Gross Margin  | 69.4                          | 59.7   | 131.8                       | 115.3  |
| Gross Margin %  | 34.4%                         | 34.5%  | 33.9%                       | 34.5%  |
| Operating Expenses  | 59.0                          | 48.3   | 117.6                       | 94.7   |
| Earnings from operations  | 10.4                          | 11.4   | 14.2                        | 20.7   |
| Adjusted EBITDA <sup>(2)</sup>  | 15.6                          | 14.9   | 24.6                        | 27.5   |
| Net Earnings  | 9.7                           | 9.8    | 12.9                        | 17.6   |
| Earnings per Share  | 0.27                          | 0.30   | 0.36                        | 0.54   |
| <b>Weighted average number of diluted shares outstanding (in thousands)</b> | 36,021                        | 32,766 | 35,967                      | 32,628 |

(1) Non-GAAP results exclude the impact of stock-based compensation expense and related social taxes, acquisition-related costs, restructuring costs, integration costs, acquisition amortization, impairment, certain other nonrecurring costs or recoveries, foreign exchange gains or losses on translation of balance sheet accounts, unrealized foreign exchange gains or losses on forward contracts, and certain tax adjustments.

(2) Adjusted EBITDA is defined as net earnings (loss) plus stock-based compensation expense and related social taxes, acquisition-related and integration costs, restructuring cost, impairment, certain other nonrecurring costs or recoveries, amortization, foreign exchange gains or losses on translation of certain balance sheet accounts, unrealized foreign exchange gains or losses on forward contracts, interest and income tax expense.

### About Sierra Wireless

Sierra Wireless (NASDAQ: SWIR) (TSX: SW) is an IoT pioneer, empowering businesses and industries to transform and thrive in the connected economy. Customers Start with Sierra because we offer a device to cloud solution, comprised of embedded and networking solutions seamlessly integrated with our secure cloud and connectivity services. OEMs and enterprises worldwide rely on our expertise in delivering fully integrated solutions to reduce complexity, turn data into intelligence and get their connected products and services to market faster. Sierra Wireless has more than 1,300 employees globally and operates R&D centers in North America, Europe and Asia.

For more information, visit

[www.sierrawireless.com](http://www.sierrawireless.com)

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