



# Fourth Quarter & FY 2018 Results

**Sierra Wireless**

February 13, 2019



# Cautionary Note Regarding Forward-Looking Statements

Certain statements and information in this presentation are not based on historical facts and constitute forward-looking statements within the meaning of applicable securities laws ("forward-looking statements"). These forward-looking statements may include statements and information relating to our Q4'18 Corporate Update; Q1'19 and fiscal 2019 business outlook and beyond; statements regarding our strategy, plans, goals, objectives, expectations and future operating performance; the Company's liquidity and capital resources; the Company's financial and operating objectives and strategies to achieve them; general economic conditions; estimates of our expenses, future revenues, non-GAAP earnings per share and capital requirements; our expectations regarding the legal proceedings we are involved in; statements with respect to the Company's estimated working capital; expectations with respect to the adoption of IoT solutions; expectations regarding trends in the IoT market and wireless module market; expectations regarding product and price competition from other wireless device manufacturers and solution providers; and our ability to implement effective control procedures. Forward-looking statements are provided to help you understand our current views of our short and longer term plans, expectations, and prospects. We caution you that forward-looking statements may not be appropriate for other purposes. We do not intend to update or revise our forward-looking statements unless we are required to do so by securities laws.

Forward-looking statements typically include words and phrases about the future, such as: "outlook", "will", "may", "estimates", "intends", "believes", "plans", "anticipates" and "expects", and are not promises or guarantees of future performance. They represent our current views and may change significantly. Forward-looking statements are based on a number of material assumptions, including, but not limited to, those listed below, which could prove to be significantly incorrect:

- our ability to develop, manufacture and sell new products and services that meet the needs of our customers and gain commercial acceptance;
- our ability to continue to sell our products and services in the expected quantities at the expected prices and expected times;
- expected macro-economic business conditions;
- expected cost of sales;
- expected component supply constraints;
- our ability to win new business;
- our ability to fully integrate the business, operations and workforce of Numerex and to return the Numerex business to profitable growth and realize the expected benefits of the acquisition;
- our ability to integrate other acquired businesses and realize expected benefits;
- expected deployment of next generation networks by wireless network operators;
- our operations not being adversely disrupted by other developments, operating, cyber security, litigation, or regulatory risks; and
- expected tax and foreign exchange rates.

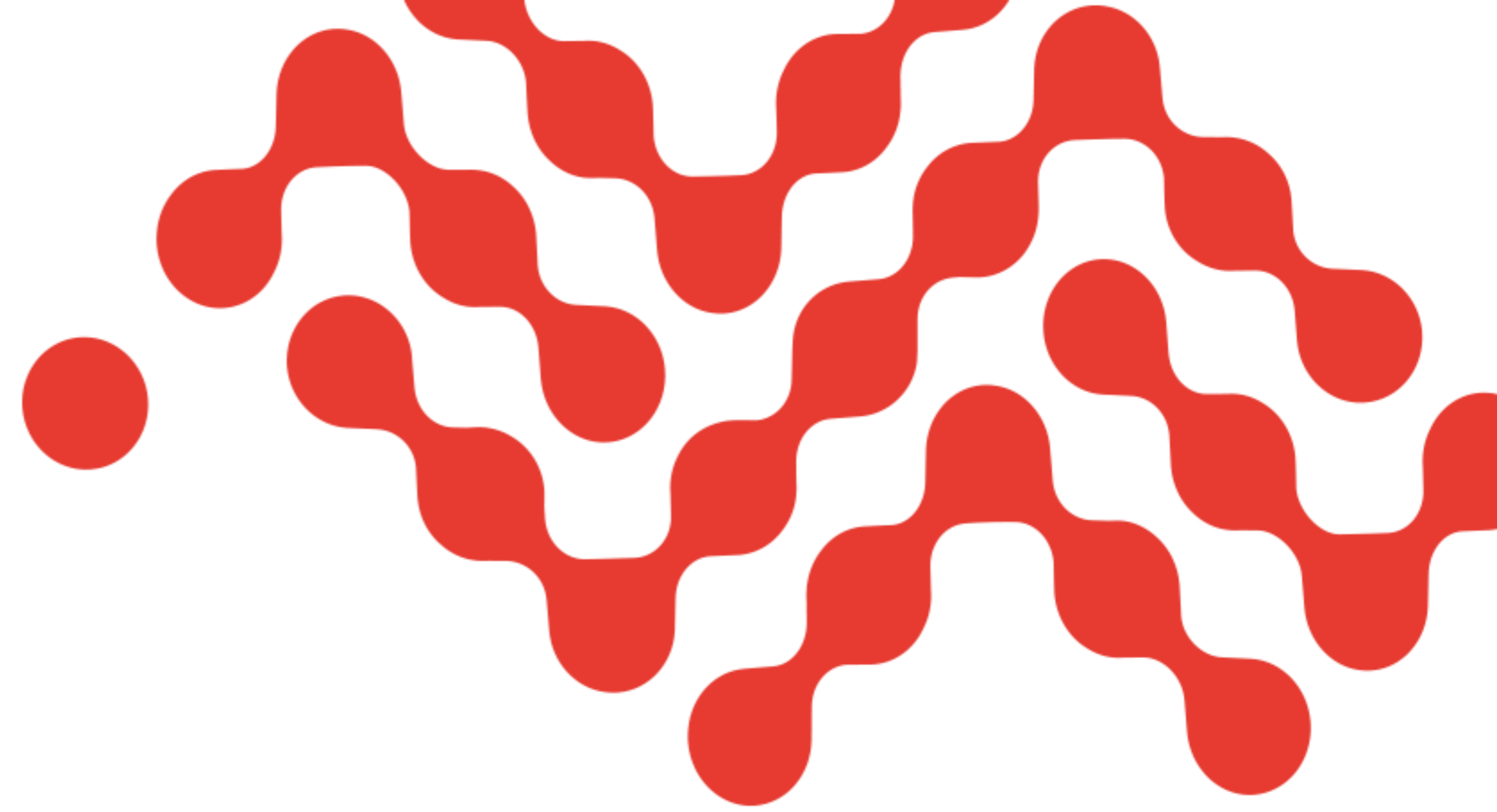
Forward-looking statements are based on our management's current expectations and we caution investors that forward-looking statements, particularly those that relate to longer periods of time are subject to substantial known and unknown material risks and uncertainties. Many factors could cause our actual results, achievements and developments in our business to differ significantly from those expressed or implied by our forward-looking statements, including, without limitation, the following factors, which are discussed in greater detail. These risk factors and others are discussed in our Annual Information Form and Management's Discussion and Analysis of Financial Condition and Results of Operations, which may be found on SEDAR at [www.sedar.com](http://www.sedar.com) and on EDGAR at [www.sec.gov](http://www.sec.gov) and in our other regulatory filings with the Securities and Exchange Commission in the United States and the provincial securities commissions in Canada:

- competition from new or established competitors or from those with greater resources;
- disruption of, and demands on, our ongoing business and diversion of management's time and attention in connection with acquisitions or divestitures;
- the loss of, or significant demand fluctuations from, any of our significant customers;
- our ability to attract or retain key personnel and the impact of organizational change on our business;
- deterioration in macro-economic conditions and resulting reduced demand for our products and services;
- risks related to the acquisition and ongoing integration of Numerex;
- cyber-attacks or other breaches of our information technology security;
- our financial results being subject to fluctuation;
- our ability to respond to changing technology, industry standards and customer requirements;
- risks related to infringement on intellectual property rights of others;
- our ability to obtain necessary rights to use software or components supplied by third parties;
- our ability to enforce our intellectual property rights;
- our reliance on single source suppliers for certain components used in our products;
- failures of our products or services due to design flaws and errors, component quality issues, manufacturing defects, network service interruptions, cyber-security vulnerabilities or other quality issues;
- our dependence on a limited number of third party manufacturers;
- unanticipated costs associated with litigation or settlements;
- our dependence on mobile network operators to promote and offer acceptable wireless data services;
- risks related to contractual disputes with counterparties;
- risks related to governmental regulation;
- risks related to the transmission, use and disclosure of user data and personal information;
- risks inherent in foreign jurisdictions; and
- risks related to tariffs or other trade restrictions.

Investors are cautioned not to place undue reliance on these forward-looking statements. No forward-looking statement is a guarantee of future results.

**USE OF NON-GAAP FINANCIAL MEASURES:** this presentation contains references to certain non-GAAP financial measures and should be viewed in conjunction with our press release, which contains further information regarding our use of non-GAAP financial measures, including a reconciliation of such information to our GAAP results





# Financial overview

David McLennan, Chief Financial Officer

# Summary of key financial metrics

(USD millions, except EPS and margin %)

## Q4 2018 Financial Results

Q4'18 Revenue

**\$201.4m**

**+9.7% yr over yr**

Q4'18 Adj. EBITDA

**\$15.3m**

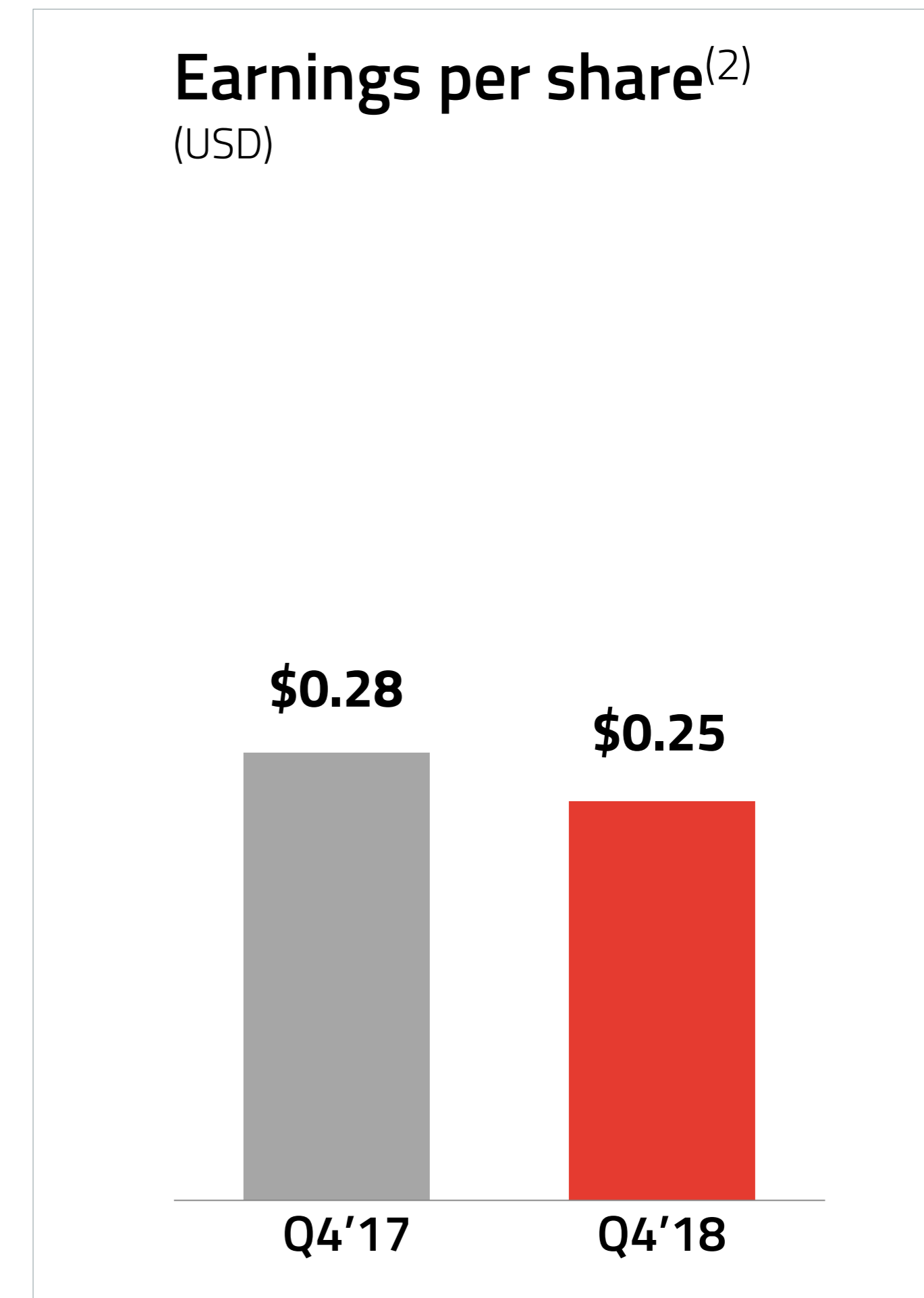
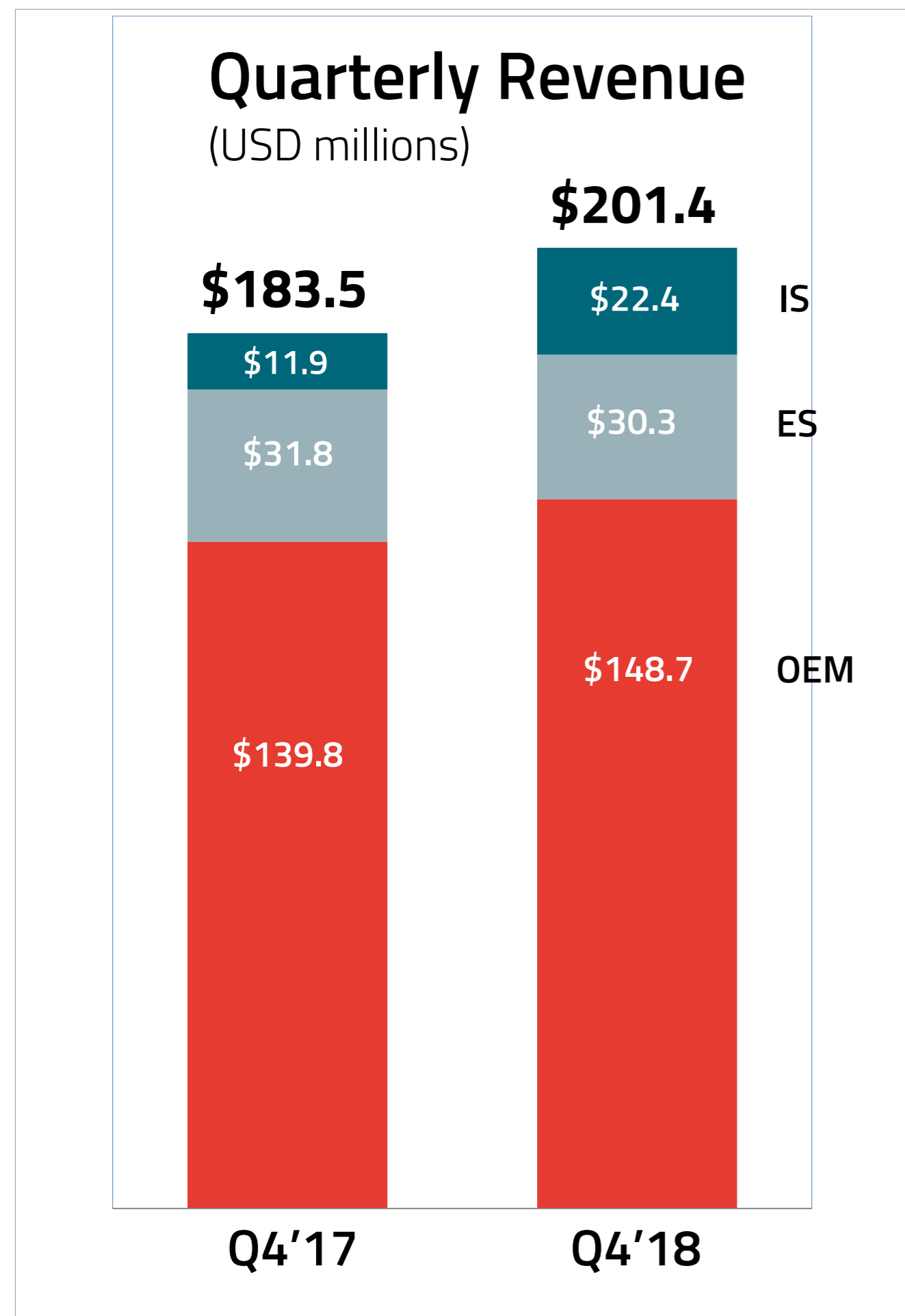
**+9.6% yr over yr**

	GAAP Actual	Non-GAAP Actual <sup>(1)</sup>	Non-GAAP Guidance <sup>(1)</sup>
Product revenue	\$178.2	\$178.2	
Services and other revenue	\$ 23.2	\$ 23.2	
<b>Total Revenue</b>	<b>\$201.4</b>	<b>\$201.4</b>	<b>\$200.0 - \$208.0</b>
<b>Gross margin (%)</b>	<b>32.7%</b>	<b>32.7%</b>	
Operating expenses	\$70.1	\$55.7	
Adjusted EBITDA <sup>(2)</sup>	n/a	\$15.3	
Operating Earnings (loss)	\$(4.2)	\$10.2	
Net earnings (loss)	\$(3.8)	\$9.0	
<b>Earnings (loss) per share (f.d.)</b>	<b>\$(0.11)</b>	<b>\$ 0.25</b>	<b>\$0.22 - \$0.30</b>

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

(2) Adjusted EBITDA as defined equates to net earnings (loss) plus stock-based compensation expense and related social taxes, acquisition-related expense, restructuring expense, integration expense, impairment, certain other non-recurring expenses 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

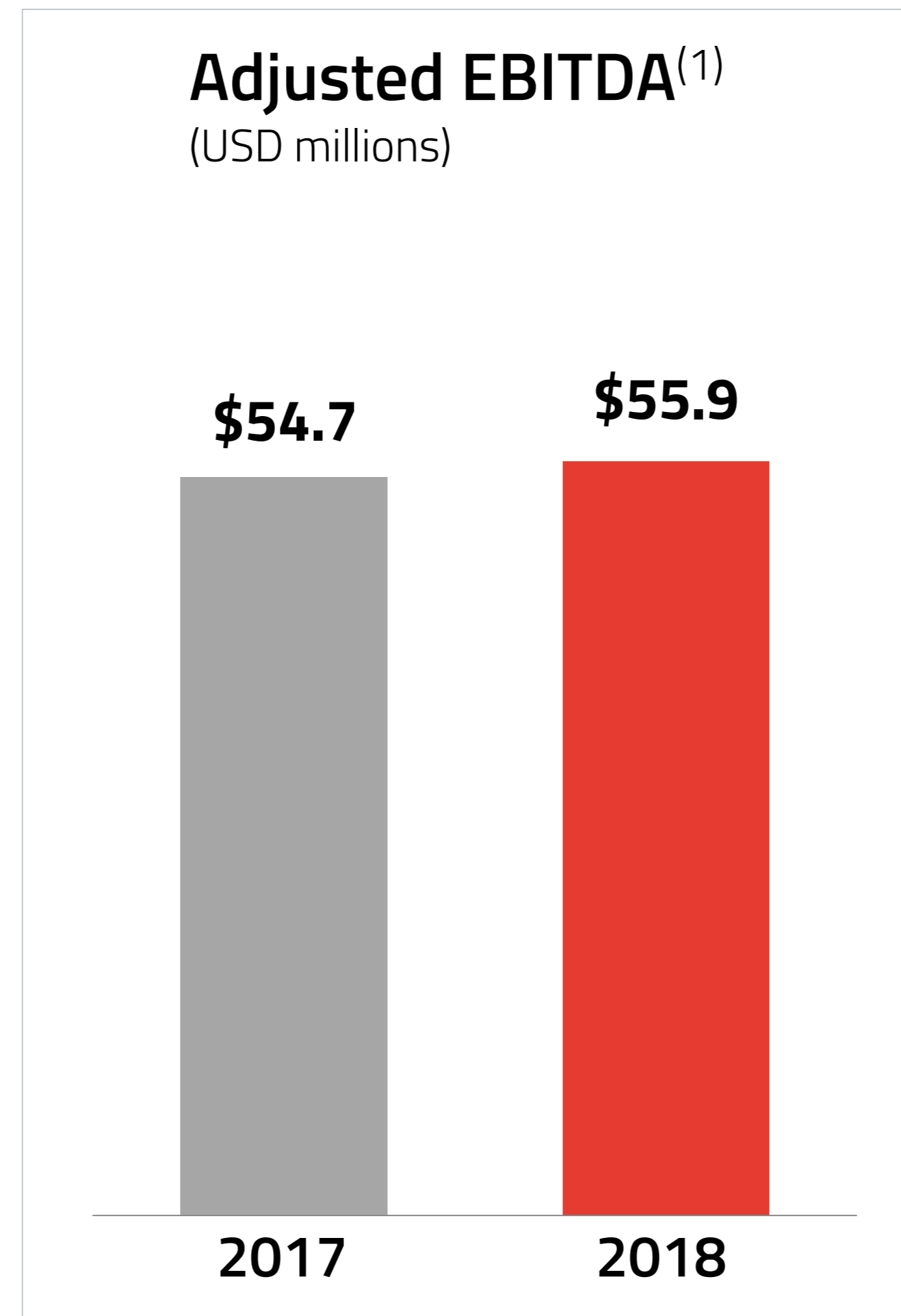
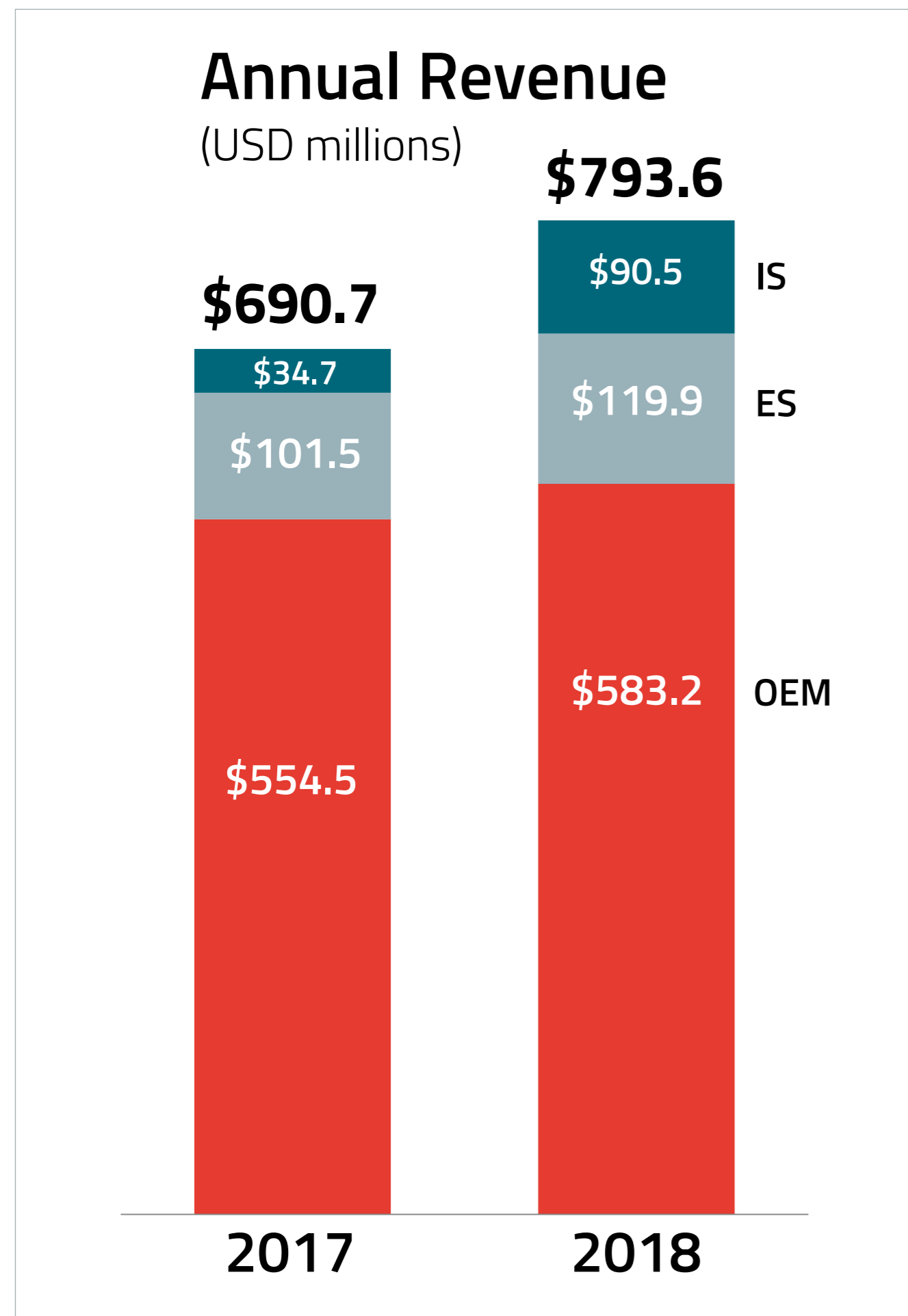
# Q4 2018 – Non-GAAP results



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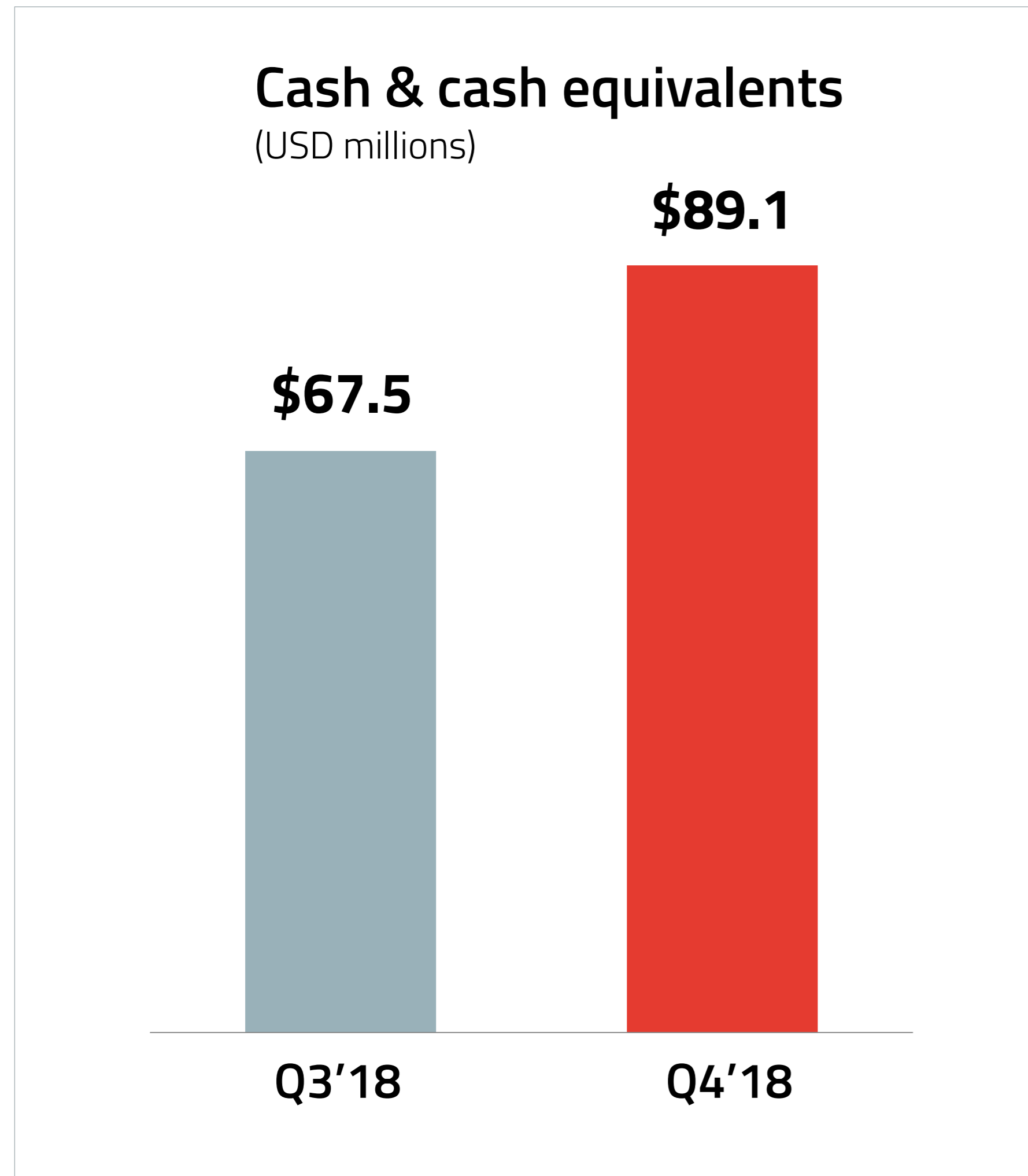
# FY 2018 – Non-GAAP results



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

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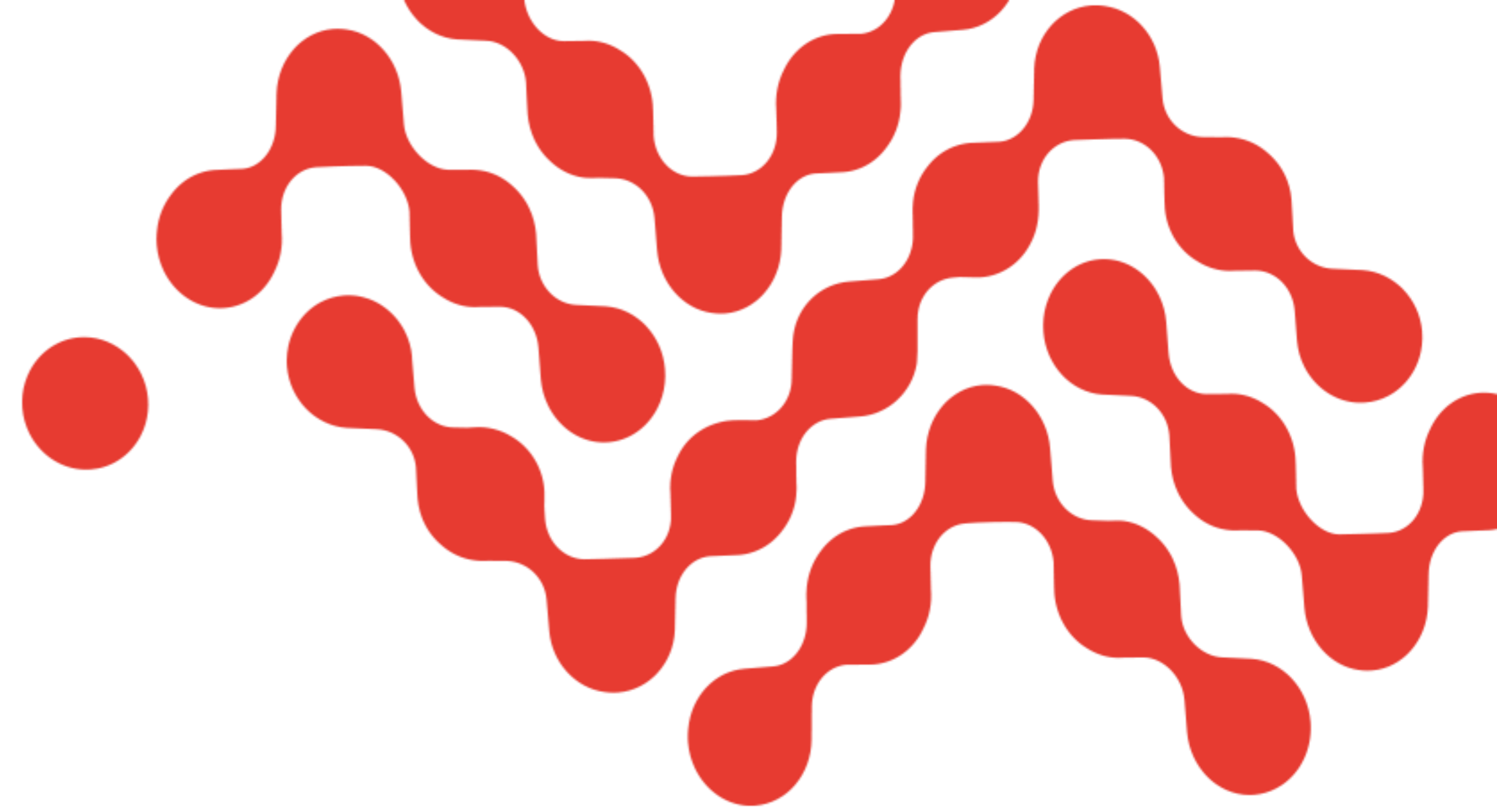
# Q4 2018 - Cash Position & Free Cash Flow



## Solid balance sheet and debt free

	<u>Q4 2018</u>
Cash flow from operations	\$ 22.4
Capital Expenditures	<u>\$ (5.5)</u>
Free Cash Flow <sup>(1)</sup>	\$ 16.9
Proceeds from Sale (iTank)	\$ 5.0
Other	<u>\$ (0.3)</u>
<b>Increase in Cash Balance</b>	<b><u><u>\$ 21.6</u></u></b>

(1) Free cash flow is a non-GAAP financial measure. Free cash flow is defined as cash flow from operating activities less capital expenditures and increases in intangibles.



# Corporate Update

Kent Thexton, President and CEO

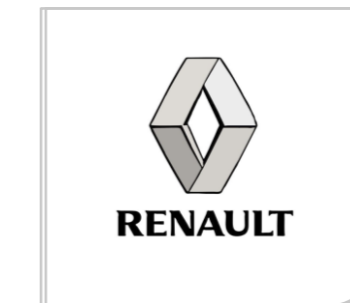




# Q4 2018 - Corporate Update

## CEO comments:

- Targeting key IoT markets and customers in the expanding IoT growth opportunity
- Centralizing our R&D, Engineering, Operations, and Product & Solution teams
- Reorganizing our Go To Market team with a combined global sales team
- Divesting smaller non-core assets where strategic fit is lacking
- Driving cost reductions and investing in advance of savings on new services model & innovation
- Launching Ready To Connect into mass production and new customer use case examples
- Early stage evaluation of (i) Embedded Broadband and (ii) IoT Solutions & Services segments



# Q1'19 and FY 2019 Guidance

For the Full Year of 2019, we expect:

- Revenue flat year-over-year
- Adjusted EBITDA approx. \$35 million
- Non-GAAP EPS approx. \$0.30

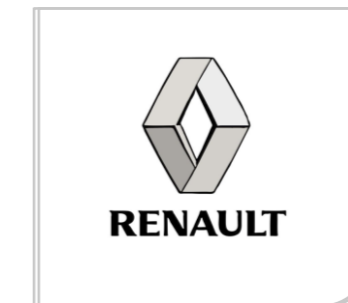
For the First Quarter of 2019, we expect:

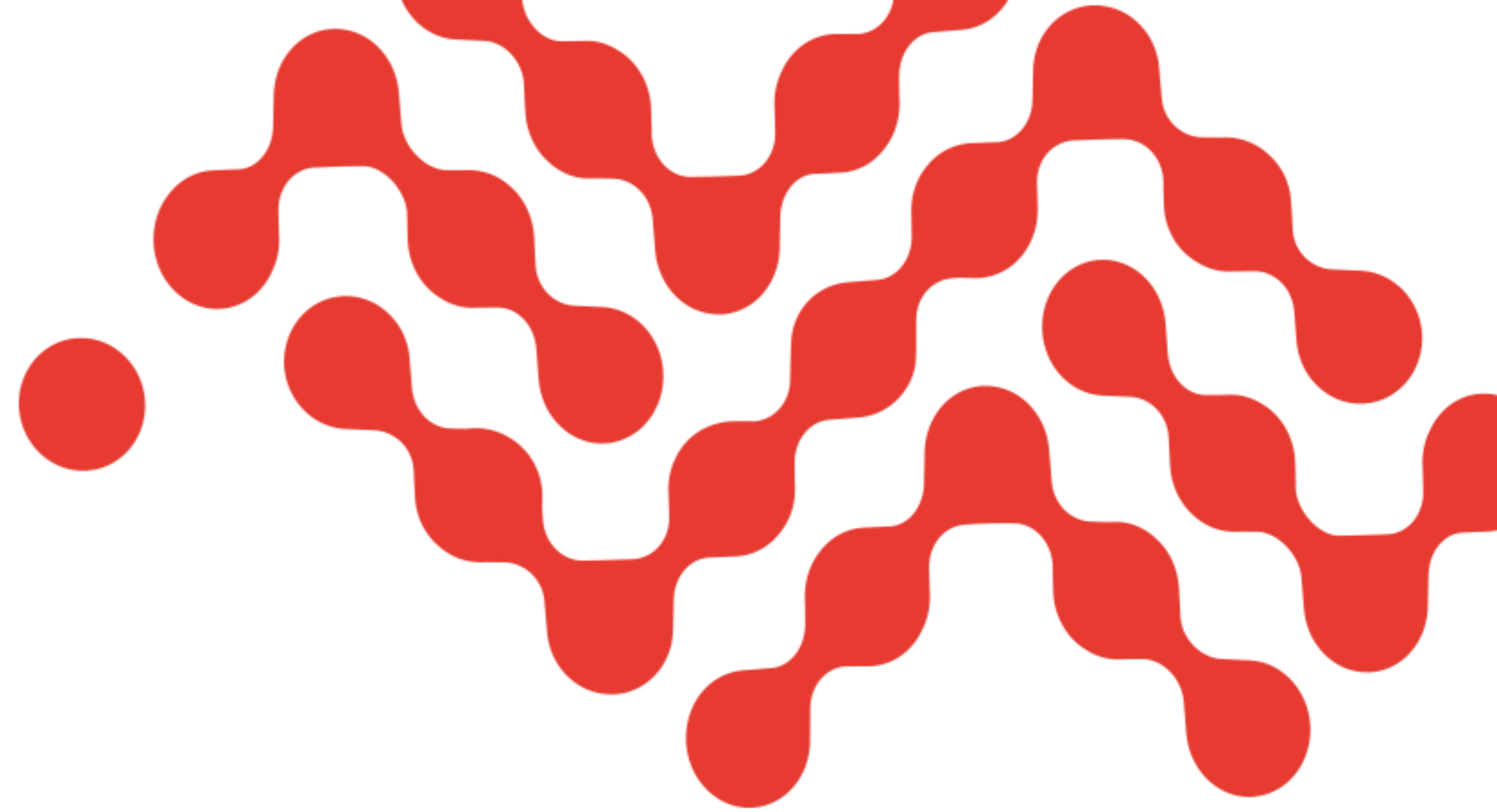
- Revenue range of \$170m to \$174m
- Adjusted EBITDA range of \$2 million to \$4 million
- Non-GAAP EPS range of \$(0.02) to \$(0.06)

# Q4 2018 - CEO Summary

President and CEO Kent Thexton:

- Summary and concluding remarks





Q & A