



First Quarter 2019 Results

Sierra Wireless

May 9, 2019



SIERRA
WIRELESS®

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 Q1'19 Corporate Update and fiscal 2019 business outlook and beyond; expectations regarding the Company's cost savings initiatives; 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 Corp. ("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.

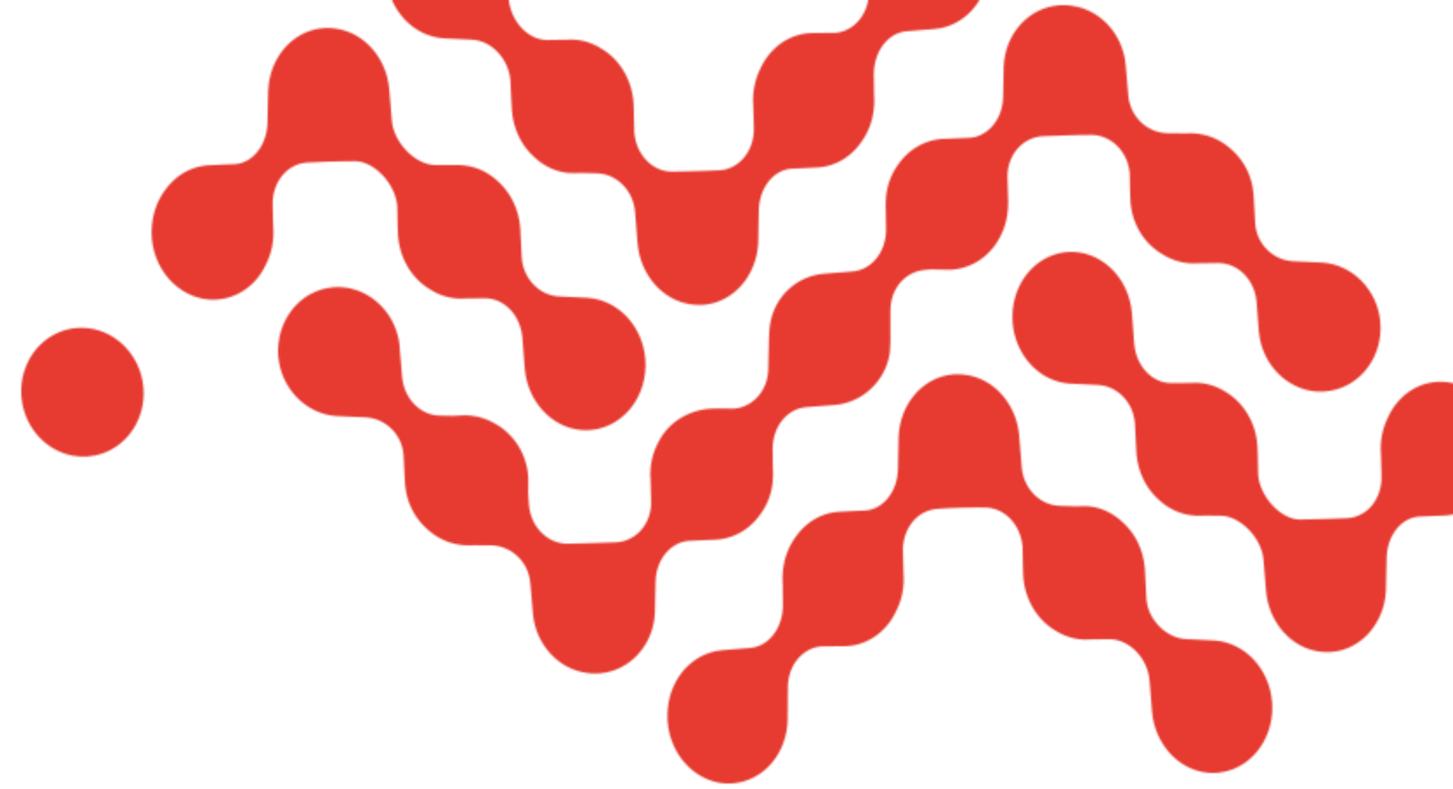
Forward-looking statements are based on our management's current expectations and we caution investors that forward-looking statements, particularly those that relate to longer periods of time are subject to substantial known and unknown material risks and uncertainties. Many factors could cause our 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 and on EDGAR at 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;
- the loss of, or significant demand fluctuations from, any of our significant customers;
- our business transformation initiatives may result in disruptions to our business and may not achieve the anticipated benefits
- 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;
- disruption of, and demands on, our ongoing business and diversion of management's time and attention in connection with acquisitions or divestitures;
- cyber-attacks or other breaches of our information technology security;
- risks related to the transmission, use and disclosure of user data and personal information;
- 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 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

Q1'19: Summary of key financial metrics

(USD millions, except EPS and margin %)

Q1 2019 Financial Results

| | GAAP Actual | Non-GAAP Actual ⁽¹⁾ | Non-GAAP Guidance ⁽¹⁾ |
|---|-----------------|--------------------------------|----------------------------------|
| Product revenue | \$151.1 | \$151.1 | |
| Services and other revenue | \$ 22.7 | \$ 22.7 | |
| Total Revenue | \$173.8 | \$173.8 | \$170.0 - \$174.0 |
| Gross margin (%) | 31.4% | 31.5% | |
| Operating expenses | \$64.4 | \$54.8 | |
| Adjusted EBITDA⁽²⁾ | n/a | \$ 4.5 | \$ 2.0 - \$ 4.0 |
| Operating earnings (loss) | \$(9.8) | \$(0.2) | |
| Net earnings (loss) | \$(11.2) | \$(0.8) | |
| Earnings (loss) per share (f.d.) | \$(0.31) | \$(0.02) | \$(0.02) - \$(0.06) |

Q1'19 Revenue

\$173.8m

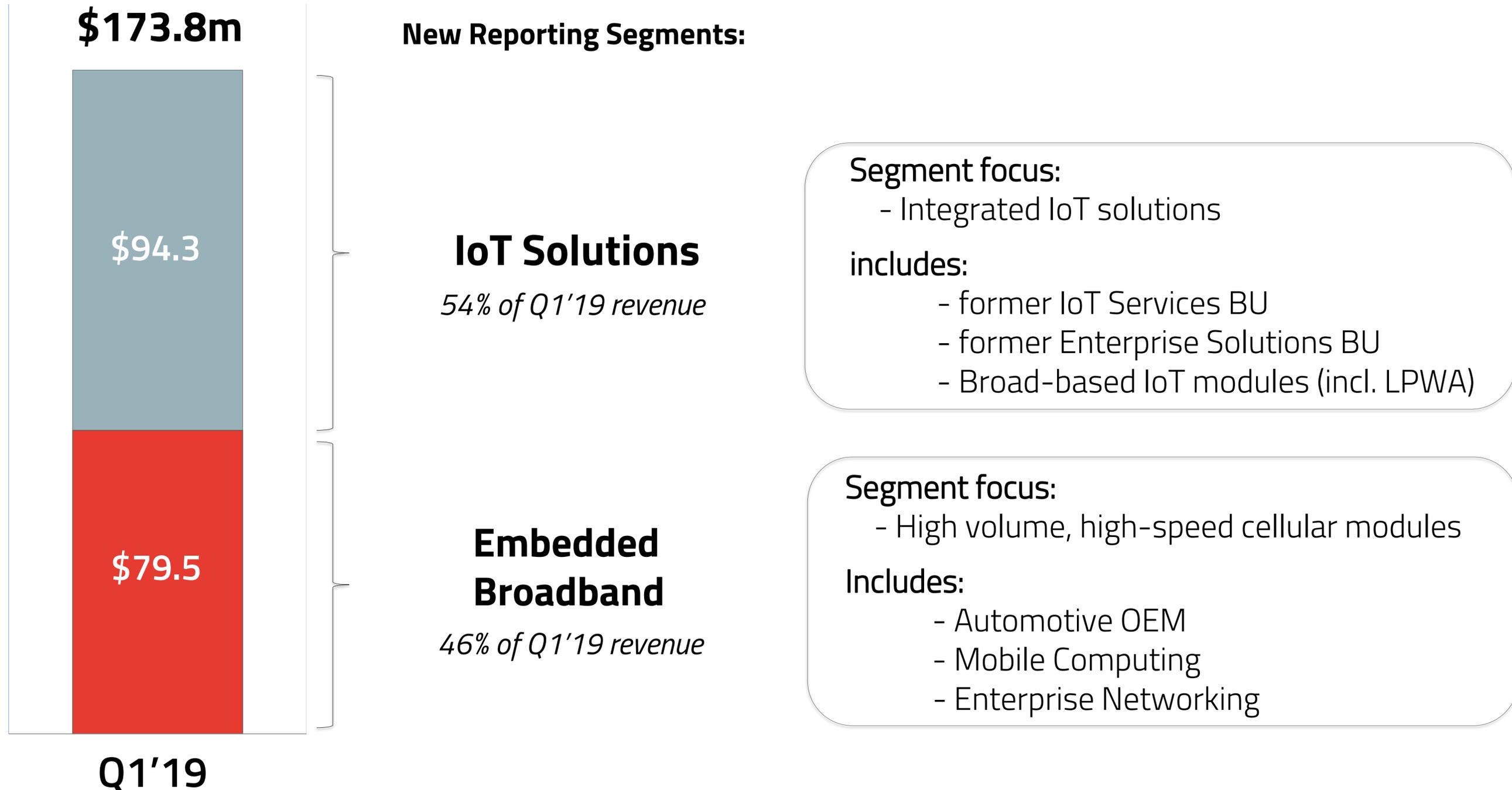
Q1'19 Adj. EBITDA

\$4.5m

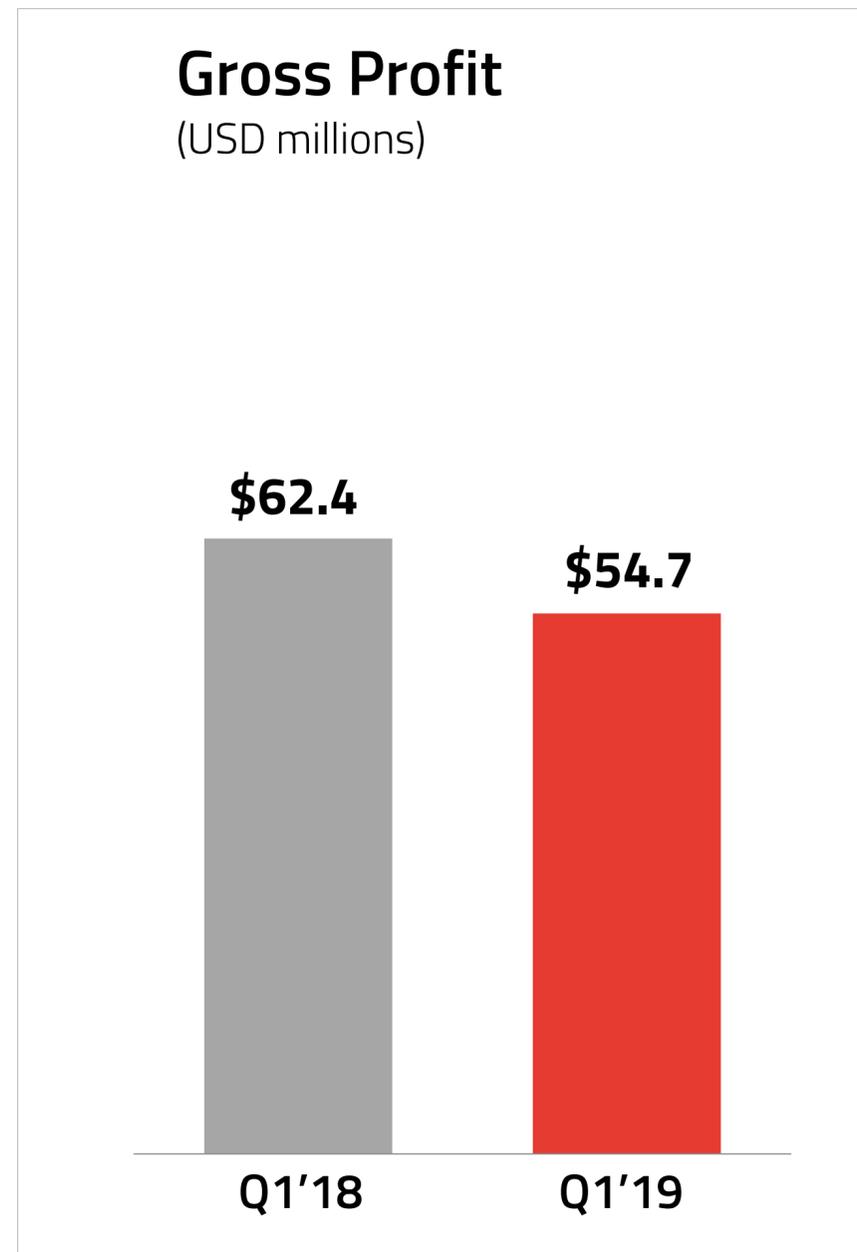
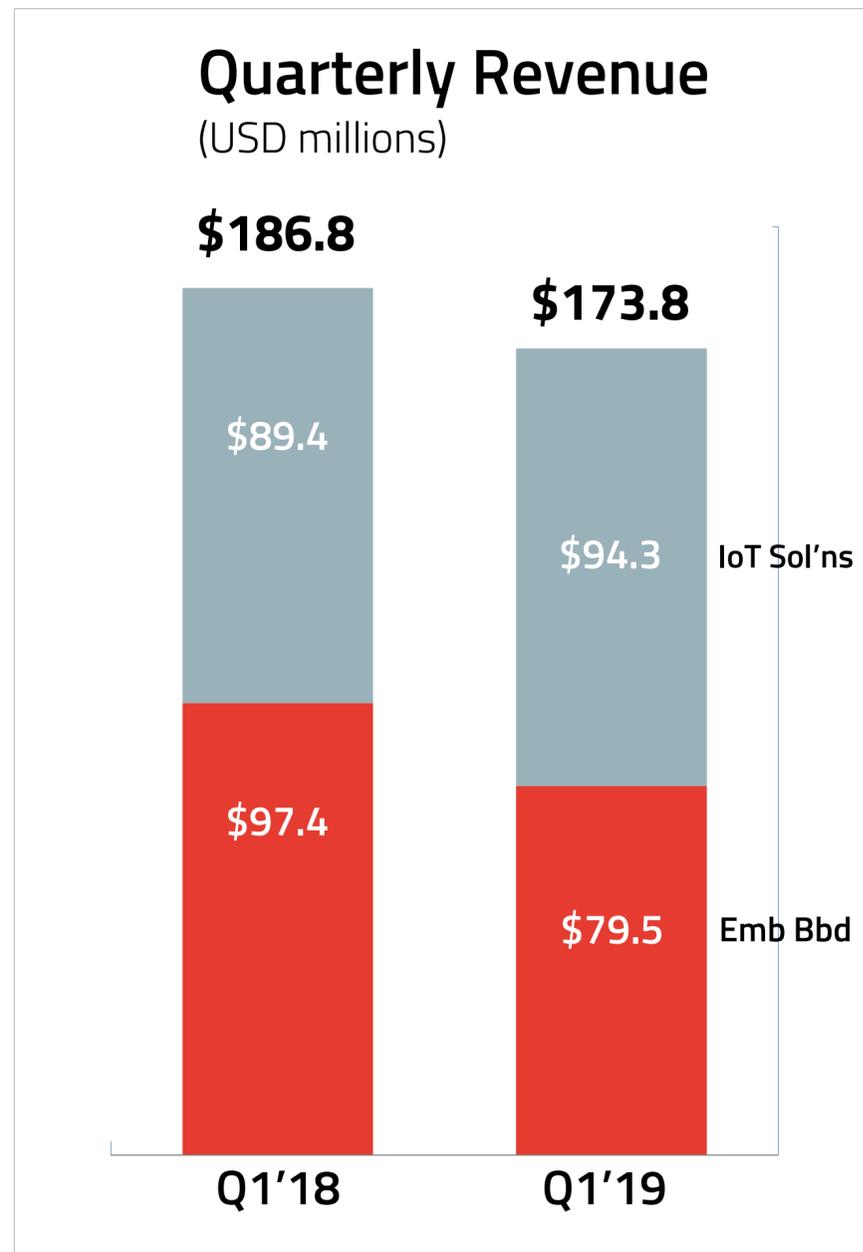
(1) Non-GAAP financial measures exclude the impact of: stock-based compensation expense and related social taxes, acquisition-related expense, acquisition amortization, impairment, integration expense, restructuring expense, certain other non-recurring expenses or recoveries, foreign exchange gains or 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

Q1 2019 - New Reporting Segmentation



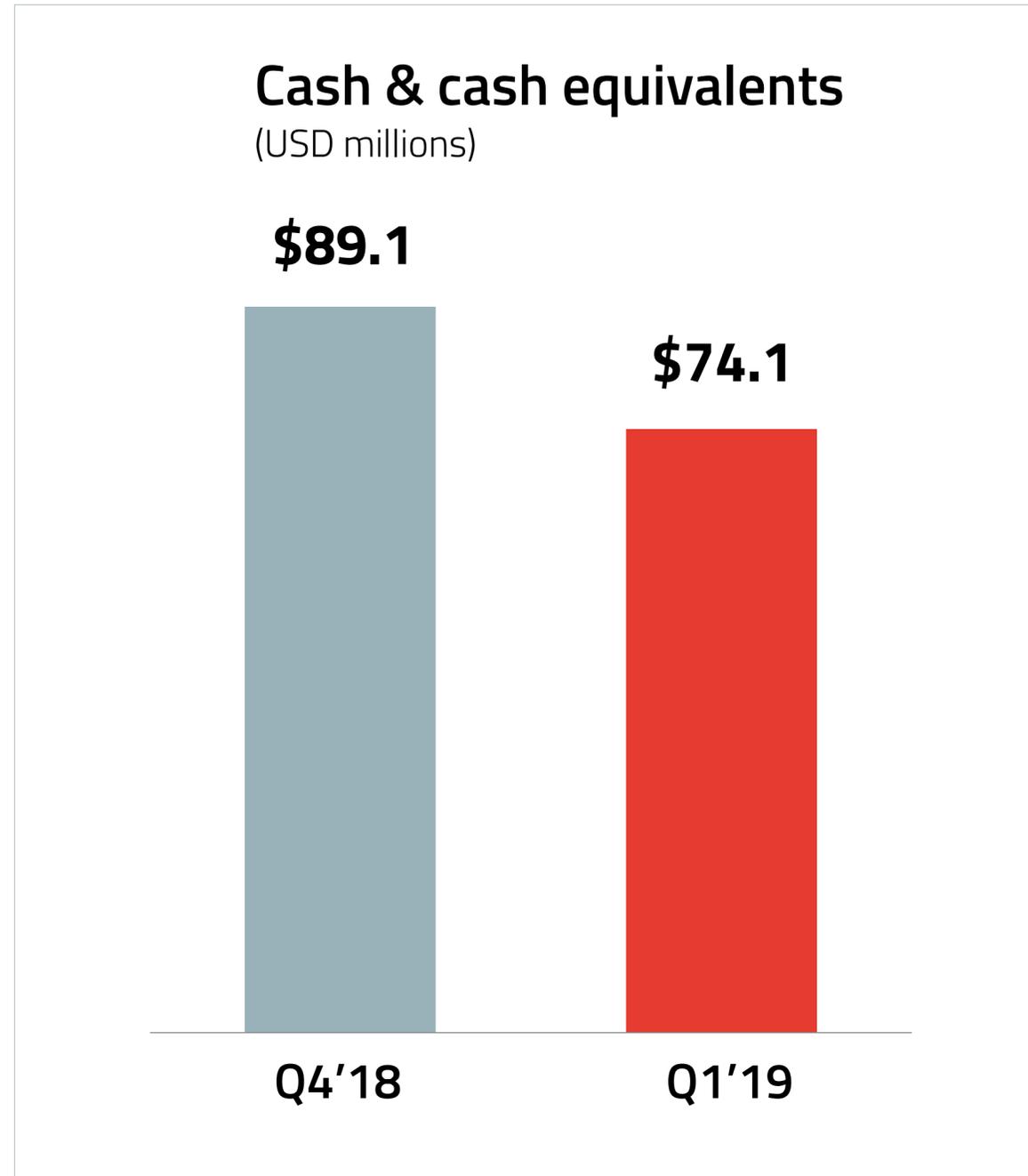
Q1 2019 – Non-GAAP results



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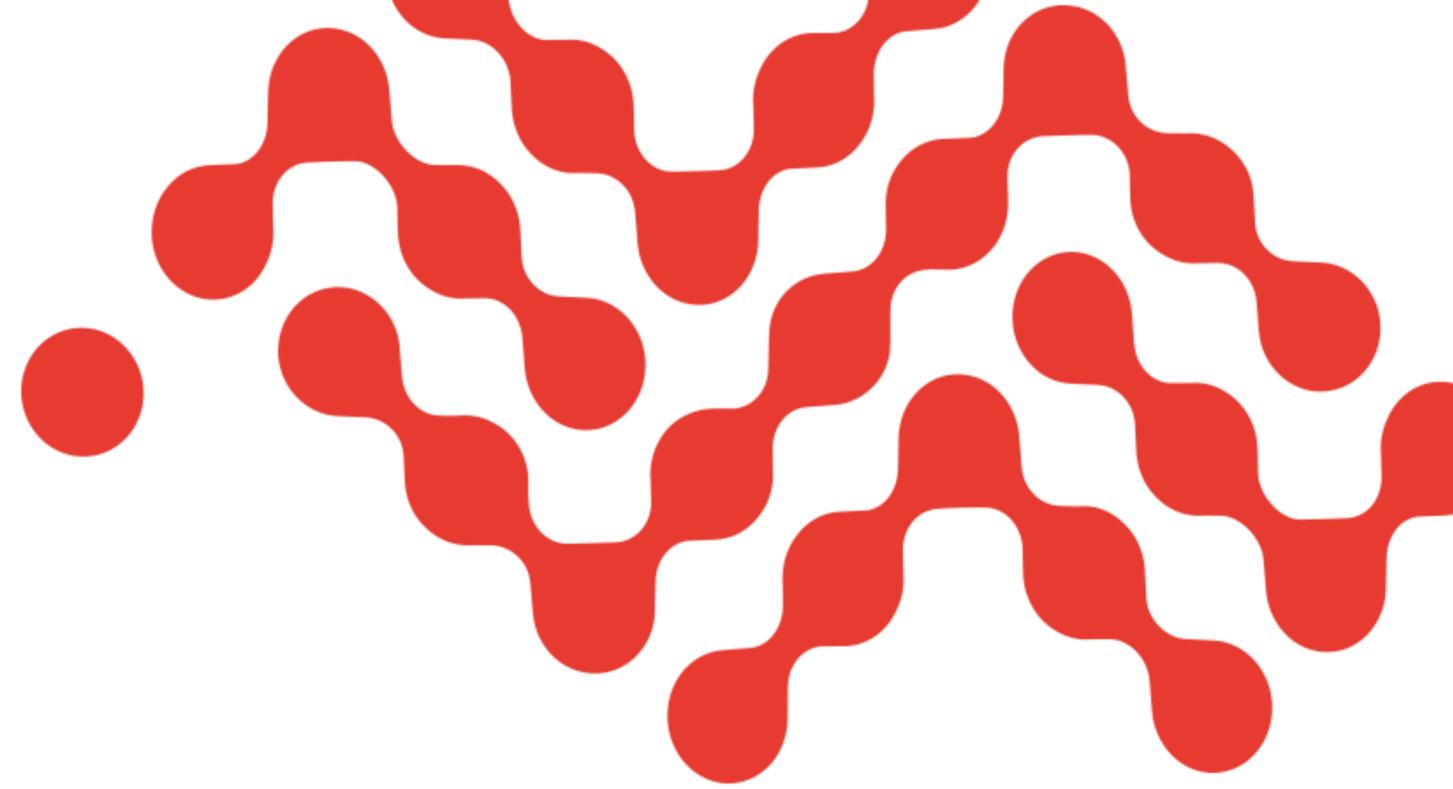
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Q1 2019 - Cash Position



Solid balance sheet and debt free

| | <u>Q1 2019</u> |
|------------------------------|-----------------------|
| Cash flow used in operations | \$ 10.6 |
| Capital Expenditures | \$ 4.4 |
| | <hr/> |
| Cash used in the quarter | <u><u>\$ 15.0</u></u> |



Corporate Update

Kent Thexton, President and CEO



Q1 2019 - Corporate Update

- Good progress as we transform to become leader in IoT Solutions
- Making the necessary organizational changes & strengthening Device to Cloud offering
- Update on Cost Saving initiatives:
 - Q4'18: Outsourcing some Operations activities and centralizing R&D
 - Q1'19: Reorganizing Go-To-Market into single Sales & Marketing team
 - Q2'19: Additional R&D consolidation; and outsourcing of Admin services
- Significant investments to drive growth in high-value solutions and technologies
- Building pipeline of Ready To Connect design wins with new customers



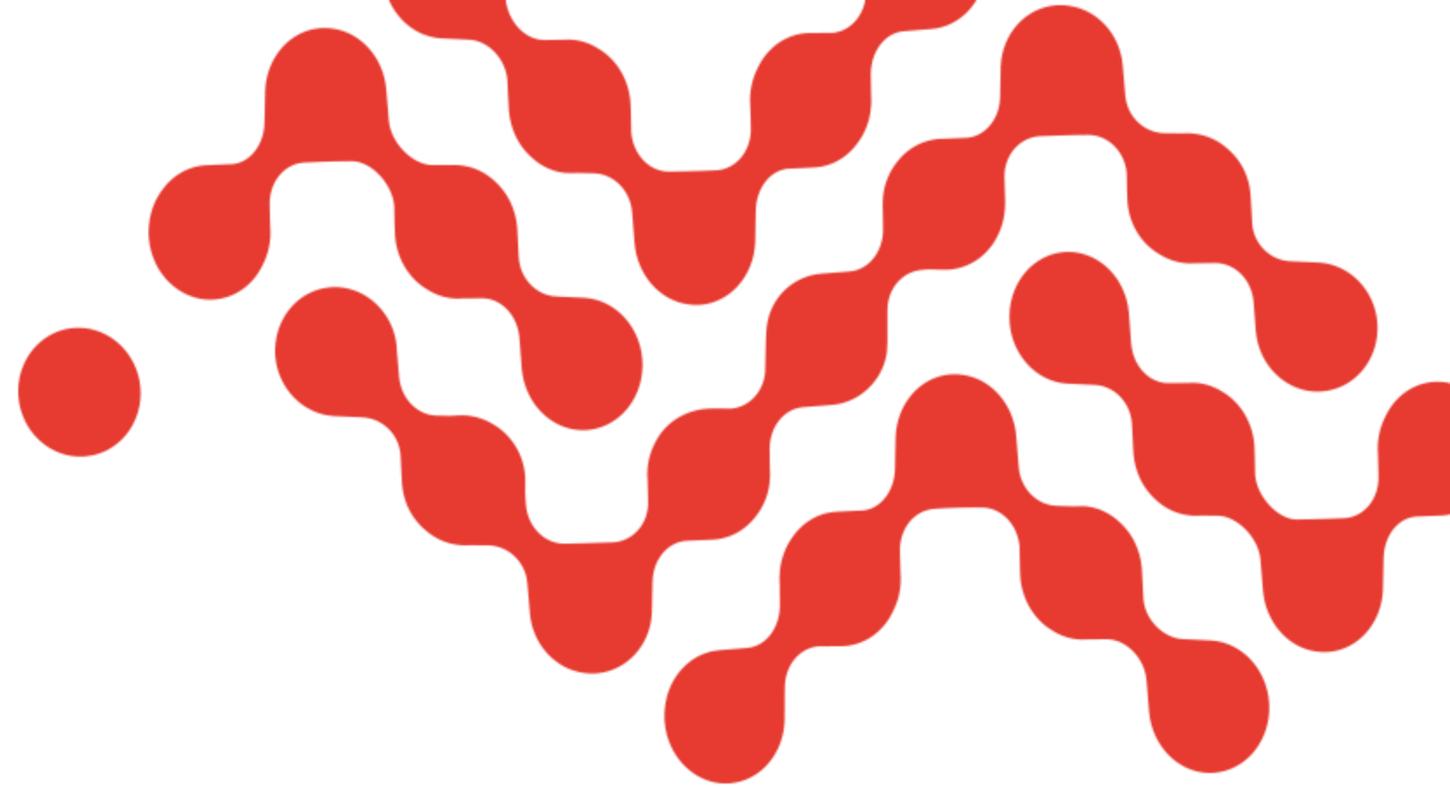
Update: Cost Savings Initiatives

- Targeting \$40m-\$50m of savings in Cost of Sales & Operating Expenses
- Programs announced to date:
 - Q4'18 Operations: outsourcing certain activities; moves to lower-cost regions
R&D: centralization; some small site consolidation
 - Q1'19 Go-To-Market: reorganized into single Sales & Marketing organization
 - Q2'19 R&D: further site consolidation; move to lower-cost regions
Admin: outsourcing certain Finance, IT and HR activities

2019 Guidance

In FY 2019, we are expecting:

- Revenue flat yr-over-yr
- Adjusted EBITDA approx. \$35m
- Non-GAAP EPS approx. \$0.30 - \$0.35



Q & A