



# Third Quarter 2019 Results

**Sierra Wireless**

November 5, 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 Q3'19 Corporate Update and fiscal 2019 business outlook and beyond; expectations regarding the acquisition of M2M Group and the timing thereof; expectations regarding the Company's cost savings initiatives and targeted investments in Go-To-Market and R&D; statements regarding our strategy, plans, our long term revenue targets, 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 Internet of Things ("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; and expectations regarding the launch of fifth generation cellular embedded modules. In particular, this presentation describes our five-year revenue targets, which are forward-looking statements and are subject to the assumptions, risks, and uncertainties described below. Forward-looking statements are provided to help you understand our current views of our short and long-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: "target", "outlook", "will", "may", "estimates", "intends", "believes", "plans", "anticipates" and "expects", and similar expressions are not promises or guarantees of future performance. They represent our current views and may change significantly. In particular forward-looking statements that relate to longer periods of time, such as our five-year revenue targets, are subject to substantial uncertainty and could prove to be significantly incorrect. 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 continue to sell our products and services in the expected quantities at the expected prices and expected times;
- our ability to effect and to realize the anticipated benefits of our business transformation initiatives, and the timing thereof;
- our ability to develop, manufacture and sell new products and services that meet the needs of our customers and gain commercial acceptance;
- expected macro-economic business conditions;
- expected cost of sales;
- expected component supply constraints;
- our ability to win new business;
- 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.

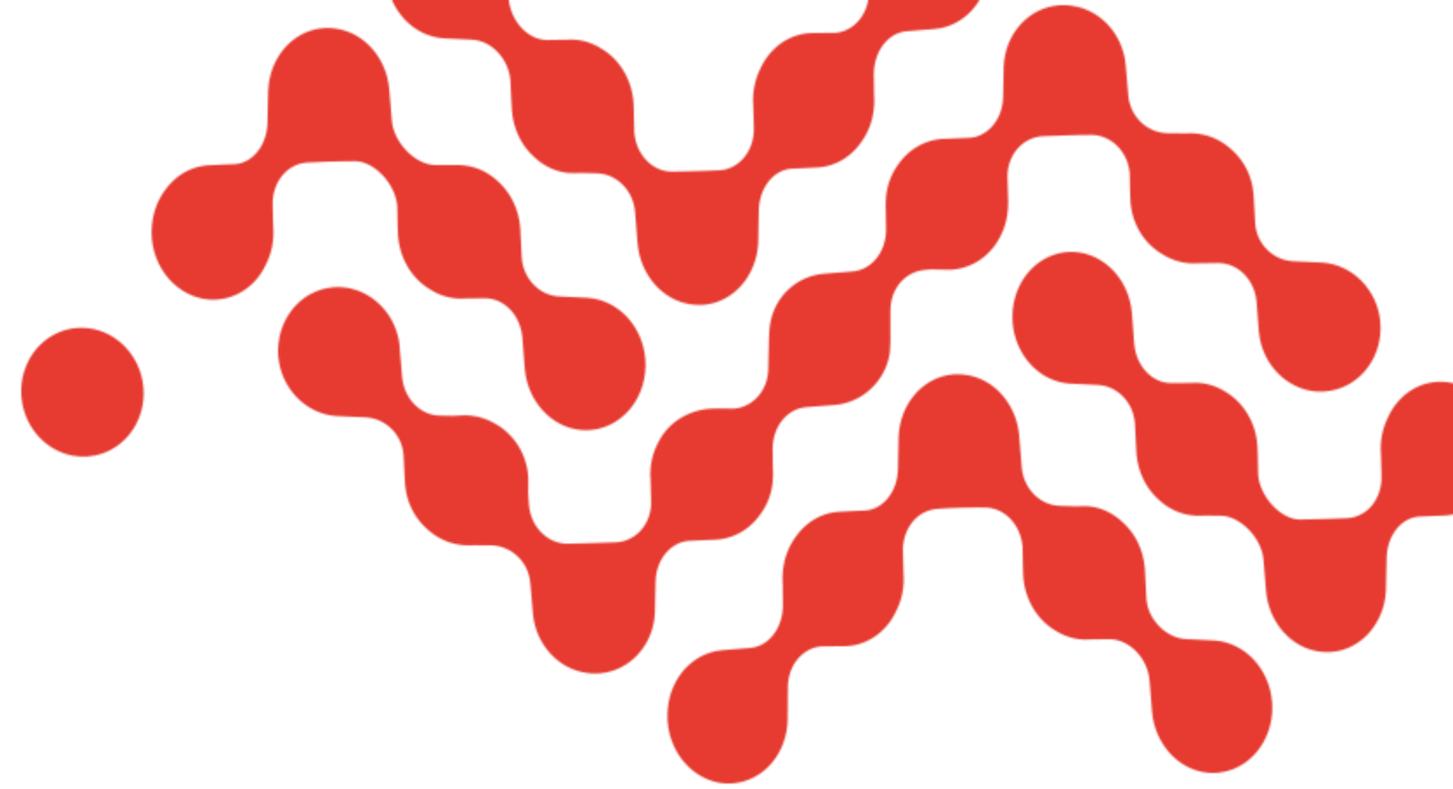
Forward-looking statements are based on our management's current expectations and we caution investors that forward-looking statements, particularly those that relate to longer periods of time are subject to substantial known and unknown material risks and uncertainties. Many factors could cause our 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;
- the loss of, or significant demand fluctuations from, any of our significant customers;
- our financial results being subject to fluctuation;
- our business transformation initiatives may result in disruptions to our business and may not achieve the anticipated benefits;
- our ability to respond to changing technology, industry standards and customer requirements;
- 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;
- deterioration in macro-economic conditions and resulting reduced demand for our products and services;
- our ability to attract or retain key personnel and the impact of organizational change on our business;
- cyber-attacks or other breaches of our information technology security;
- risks related to the transmission, use and disclosure of user data and personal information;
- disruption of, and demands on, our ongoing business and diversion of management's time and attention in connection with acquisitions or divestitures;
- 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;
- 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;
- risks related to tariffs or other trade restrictions; and
- Risks that the acquisition of M2M Group may fail to realize the expected benefits

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

# Q3'19: Summary of key financial metrics

(USD millions, except EPS and margin %)

## Q3 2019 Financial Results

Q3'19 Revenue

**\$174.0m**

Q3'19 Adj. EBITDA

**\$6.3m**

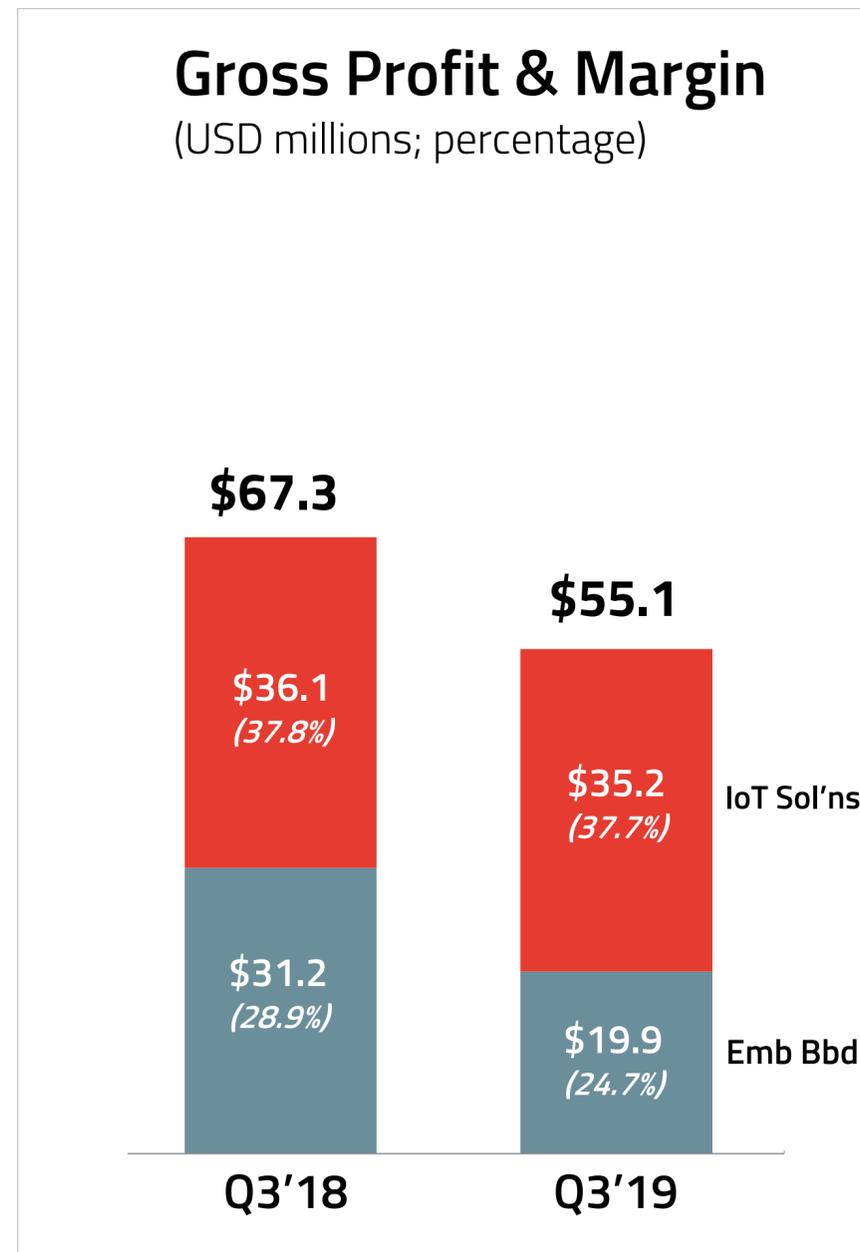
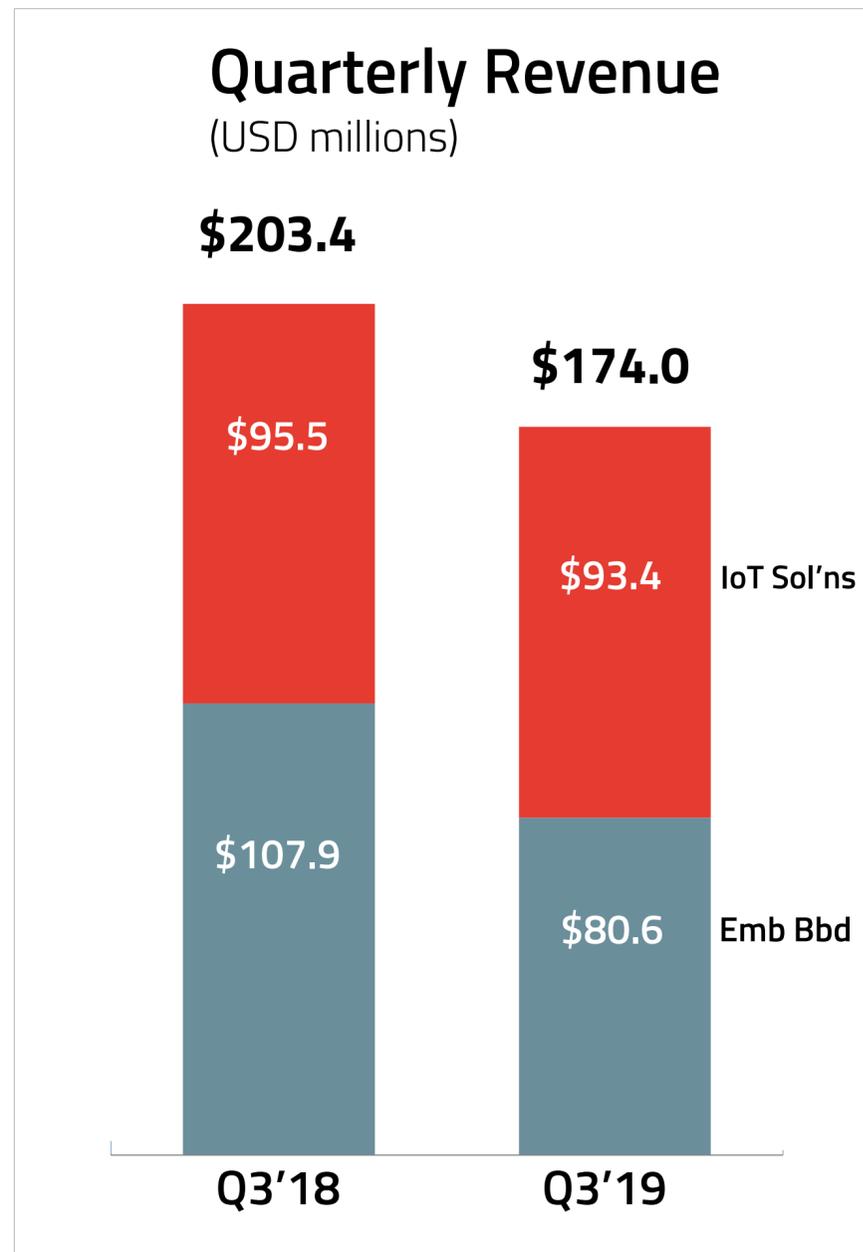
	GAAP Actual	Non-GAAP Actual <sup>(1)</sup>
Total Revenue	\$174.0	\$174.0
Gross margin (%)	31.6%	31.7%
Operating expenses <sup>(2)</sup>	\$67.6	\$53.3
Adjusted EBITDA <sup>(3)</sup>	n/a	\$ 6.3
Operating Earnings (loss)	\$(12.6)	\$ 1.8
Net earnings (loss)	\$(20.2)	\$ 1.0
Earnings (loss) per share (f.d.)	\$(0.56)	\$ 0.03

(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) Included in GAAP Operating Expenses in Q3'19 is a restructuring charge of \$6.3 million and \$0.3m for acquisition-related costs

(3) 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

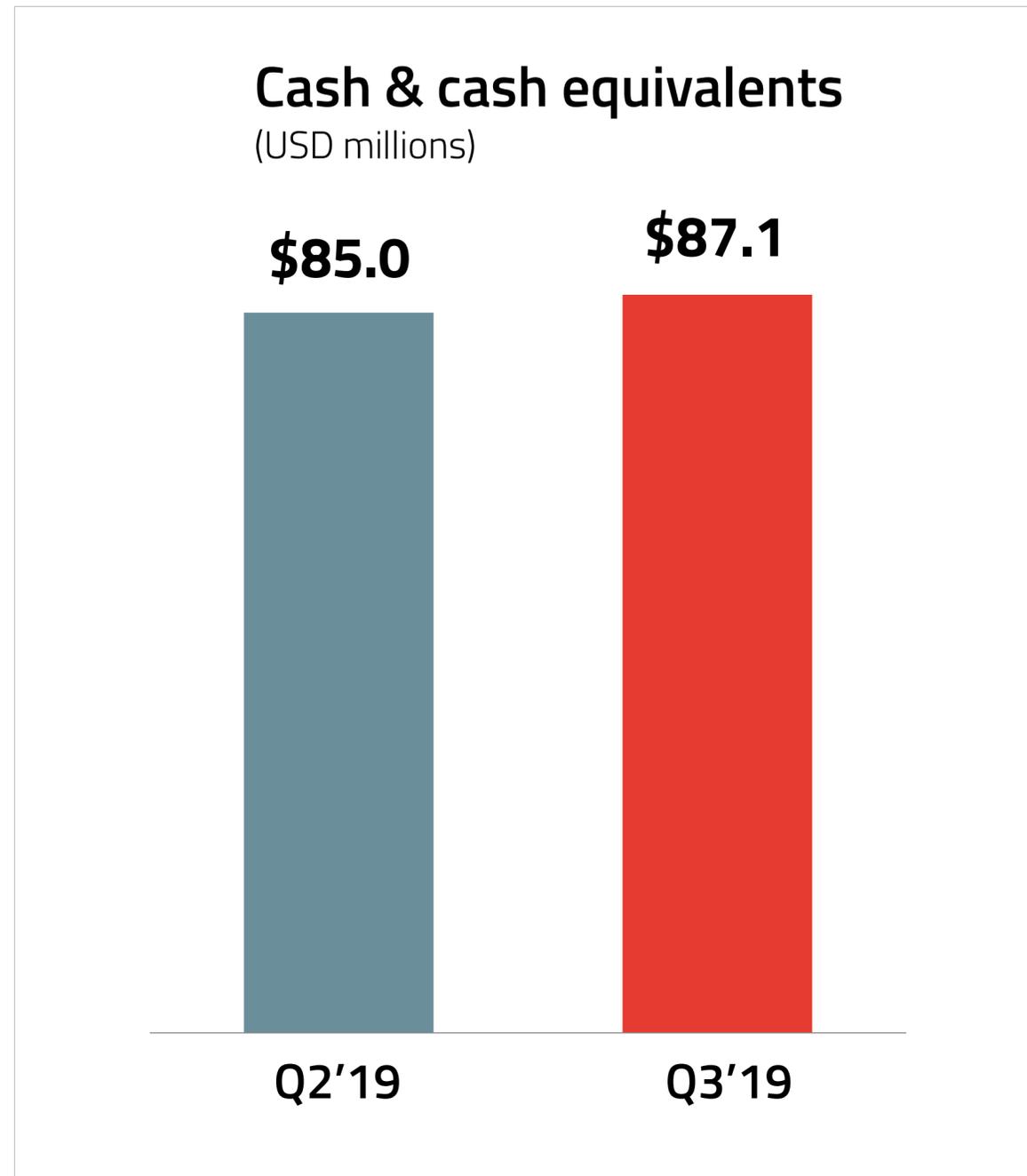
# Q3 2019 – Non-GAAP results



(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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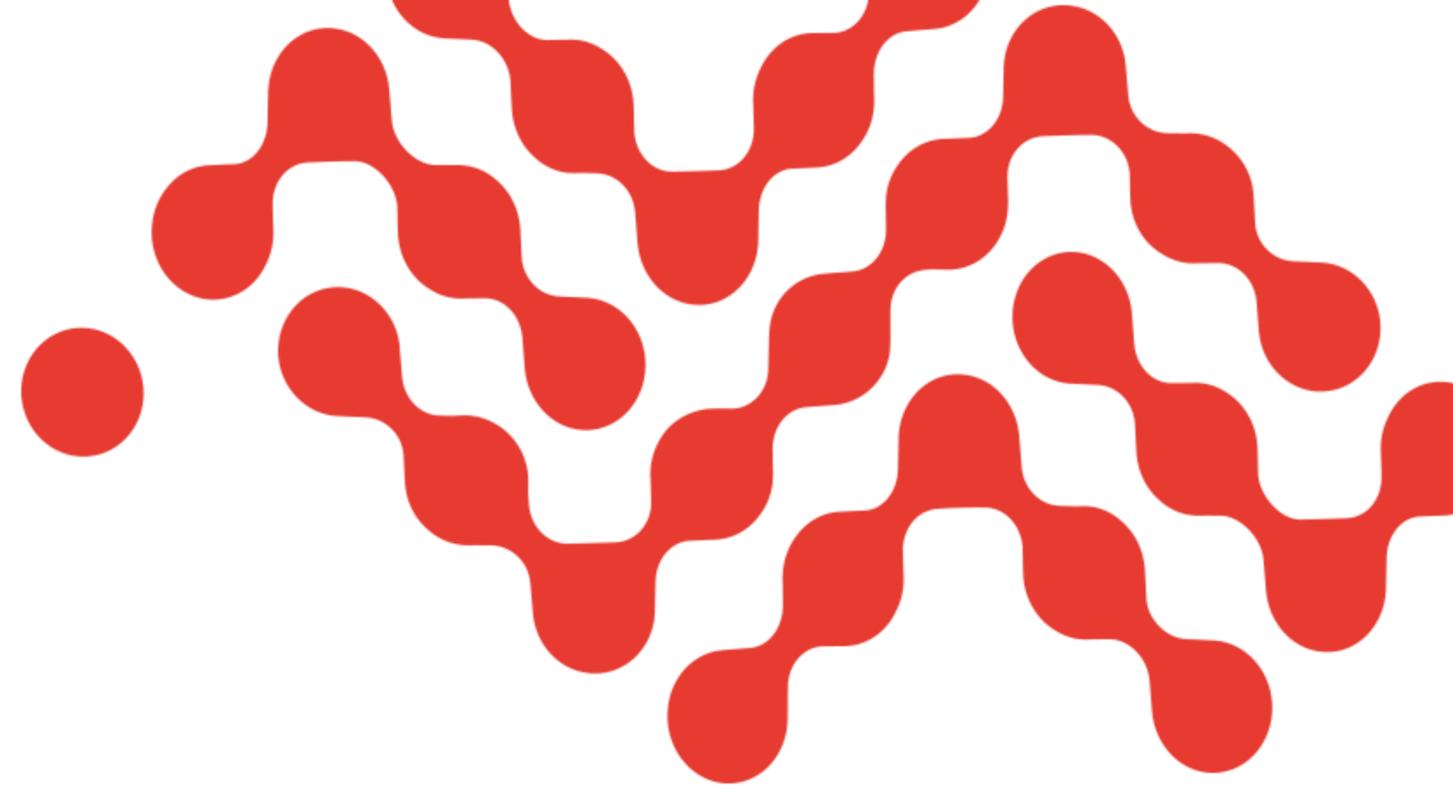
# Q3 2019 - Cash Position & Free Cash Flow



## Balance sheet is debt free

	<u>Q3 2019</u>
Cash flow from operations	\$ 8.0
Capital Expenditures	<u>\$ (5.3)</u>
Free Cash Flow <sup>(1)</sup>	\$ 2.7
Other	<u>(0.6)</u>
Increase in Cash Balance	<u><u>\$ 2.1</u></u>

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



# Corporate Update

Kent Thexton, President and CEO



# Corporate Update

## President & CEO Kent Thexton:

- Continuing to make progress towards our announced targets of \$200 million in annualized recurring revenue by the middle of 2022 and \$400 million by the middle of 2024
- LTV of recurring services wins in Q3'19 more than twice the value of wins in Q2'19 and the cumulative value of wins in the first nine months of 2019 was 170% of all of 2018
- Added close to 300,000 net new connected devices in the first nine months of this year and now have close to 3.5 million IoT connected devices globally
- Announced the general availability of our Octave "all-in-one, edge-to-cloud" IoT solution
- Secured our first end-to-end Octave/Microsoft Azure IoT customer in smart building sector
- Strategic acquisition of M2M Group in Australia for \$19.8m; growing IoT platform with \$17.9m in revenue (51% recurring services); expected to close Jan 2020; immediately accretive to EPS

# 2019 Guidance

## Updated Guidance for Full Year 2019

For Full Year revenue, we now expect:

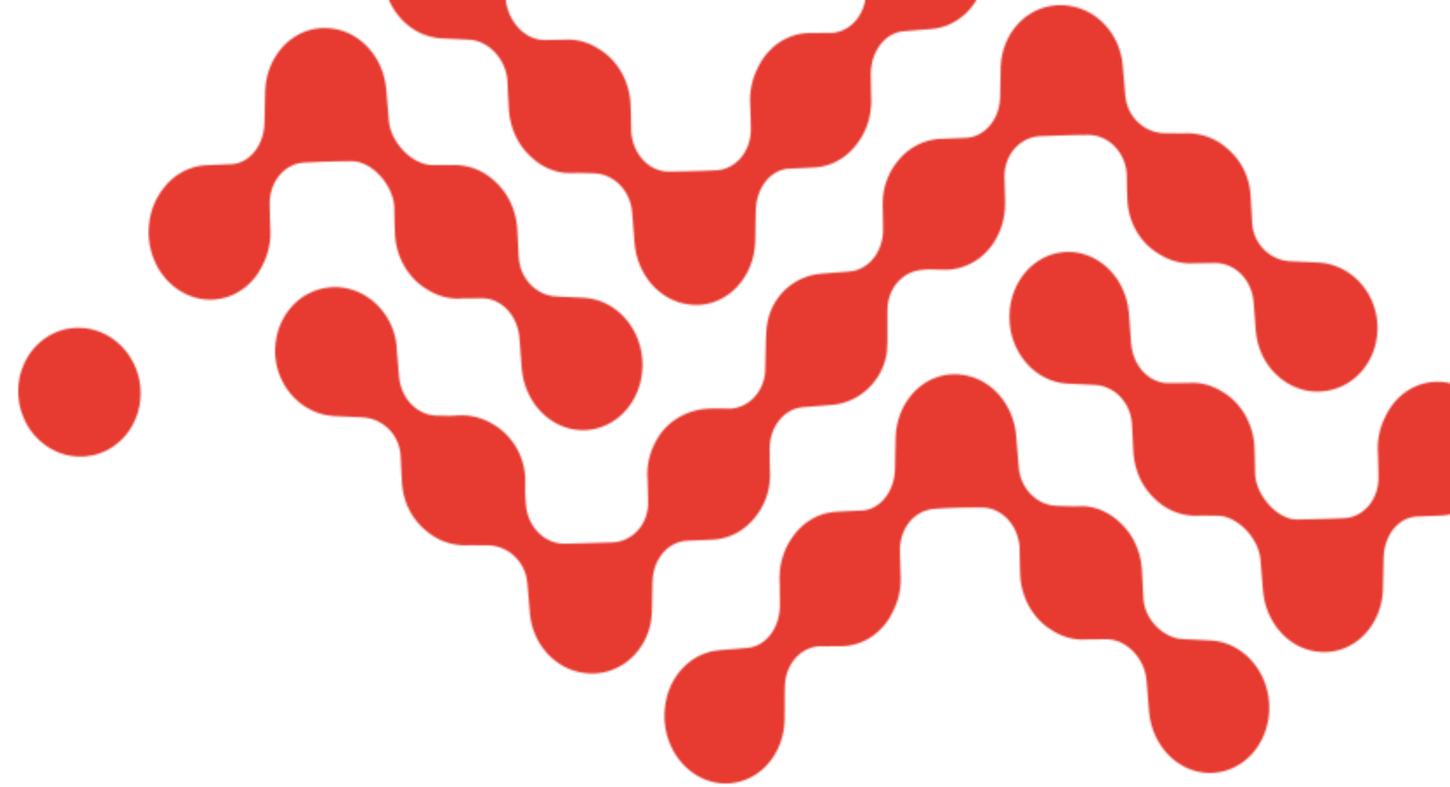
- IoT Solutions revenue to increase approx. 3% to 4% year over year
- Embedded Broadband revenue to decrease approx. 22% to 23% year over year
- Expect this will result in Full Year 2019 revenue between \$708 to \$712 million

For Full year profitability, we now expect:

- Adjusted EBITDA to be approximately \$23.0m
- Non-GAAP EPS to be in the range of zero to 3 cents

# Update: Cost Savings Initiatives

- Targeting \$40m-\$50m annualized savings in CoGS & Opex as we exit 2020
- Programs underway:
  - 1H'19
    - R&D: site consolidation including Paris; moving to lower-cost regions
    - Business Process: outsourcing certain Finance, IT and HR activities
  - 2H'19
    - Product development efficiency gains based on further consolidation of R&D and product management teams
    - Additional reductions in cost of goods sold including further reductions in our contract manufacturing costs
    - Offsetting these reductions are some selective targeted investments in Go-To-Market and R&D that will drive growth in product areas such as LPWA and 5G as well as our higher value IoT Solutions business.



Q & A