



Fourth Quarter 2020 Results

Sierra Wireless

February 23, 2020



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 financial guidance for our first quarter and fiscal year 2021; the impact of COVID-19 on customer demand, our supply chain, manufacturing capacity, our ability to meet customer demand and our financial results; expectations regarding post-COVID-19 recovery; our business outlook for the short and long term; 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, financial results 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 and growth in the IoT market and wireless module market; expectations regarding product and price competition from other wireless device manufacturers and solution providers; our ability to implement effective control procedures; expectations regarding the launch of fifth generation cellular embedded modules and corporate update. In particular, this presentation describes our 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 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:
 - the scope and duration of the COVID-19 pandemic and its impact on our business;
 - our ability to return to normal operations after the COVID-19 pandemic has subsided;
 - expected component supply constraints and manufacturing capacity;
 - customer demand and our ability to continue to sell our products and services in the expected quantities at the expected prices and expected times;
 - our ability to realize the anticipated benefits of the recent divestiture of the automotive product line (the "Sale Transaction");
 - 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;
 - our ability to win new business;
 - our ability to integrate acquired businesses and realize expected benefits;
 - our ability to renew or obtain credit facilities when required;
 - 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:
 - prolonged negative impact from COVID-19;
 - our access to capital if required;
 - competition from new or established competitors or from those with greater resources;
 - natural catastrophes or public health epidemics could impact customer demand, result in production disruption and impact our ability to meet customer demand or capacity to continue critical operations;
 - risks that the Sale Transaction may fail to realize the expected benefits;
 - 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 could adversely affect our operating results and financial conditions;
 - 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 that the acquisition of M2M Group and M2M New Zealand or our investments and partnerships may fail to realize the expected benefits.
 - 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; 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

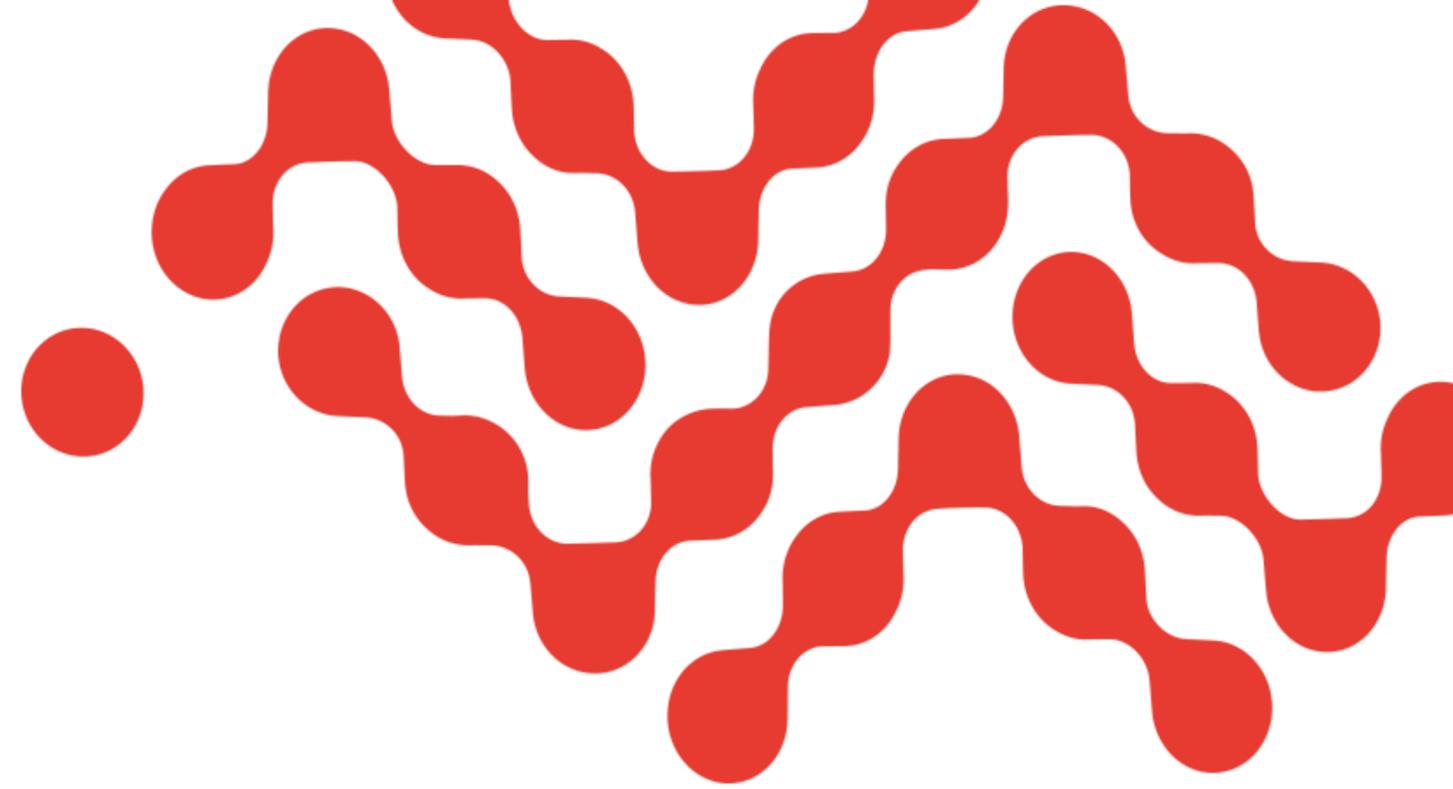
Highlights Q4'20 and 2020

Fourth Quarter

- Total revenue in Q4'20 from Continuing Ops was \$120.5 million, up 6.3% sequentially
- Recurring & Other Svcs revenue in Q4 up 9.4% sequentially and up 25.1% year over year
- Q4'20 Service wins generated \$46.3 million in LTARR, increase of 40% sequentially
- Successful divestiture of Automotive product line, \$171.4 million in cash at Dec. 31, 2020

YE 2020

- Connected devices up 12% yoy and Service wins (LTARR) increased 54% yoy to \$140m
- Recurring & Other Services revenue up 18% yoy and more than 4 million connected devices
- Successfully launched first 5G embedded modules and 5G MG-90 advanced router
- Strengthened Executive Mgt. team (Sam Cochrane, Steve Harman, and James Armstrong)
- Moving to two new reporting segments Q1'21: (i) IoT Solutions & (ii) Enterprise Solutions



Financial overview

Sam Cochrane, Chief Financial Officer

Q4 and FY 2020: Continuing Operations

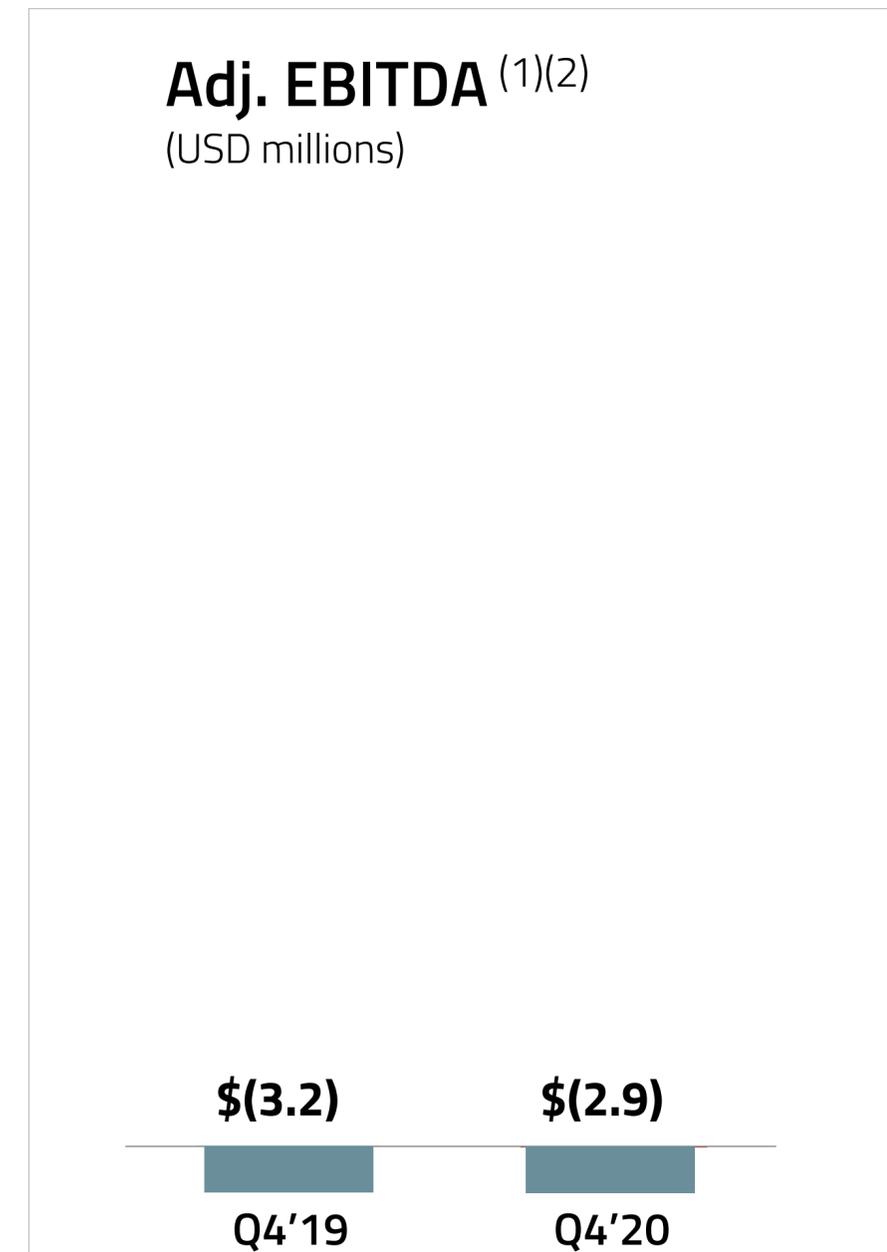
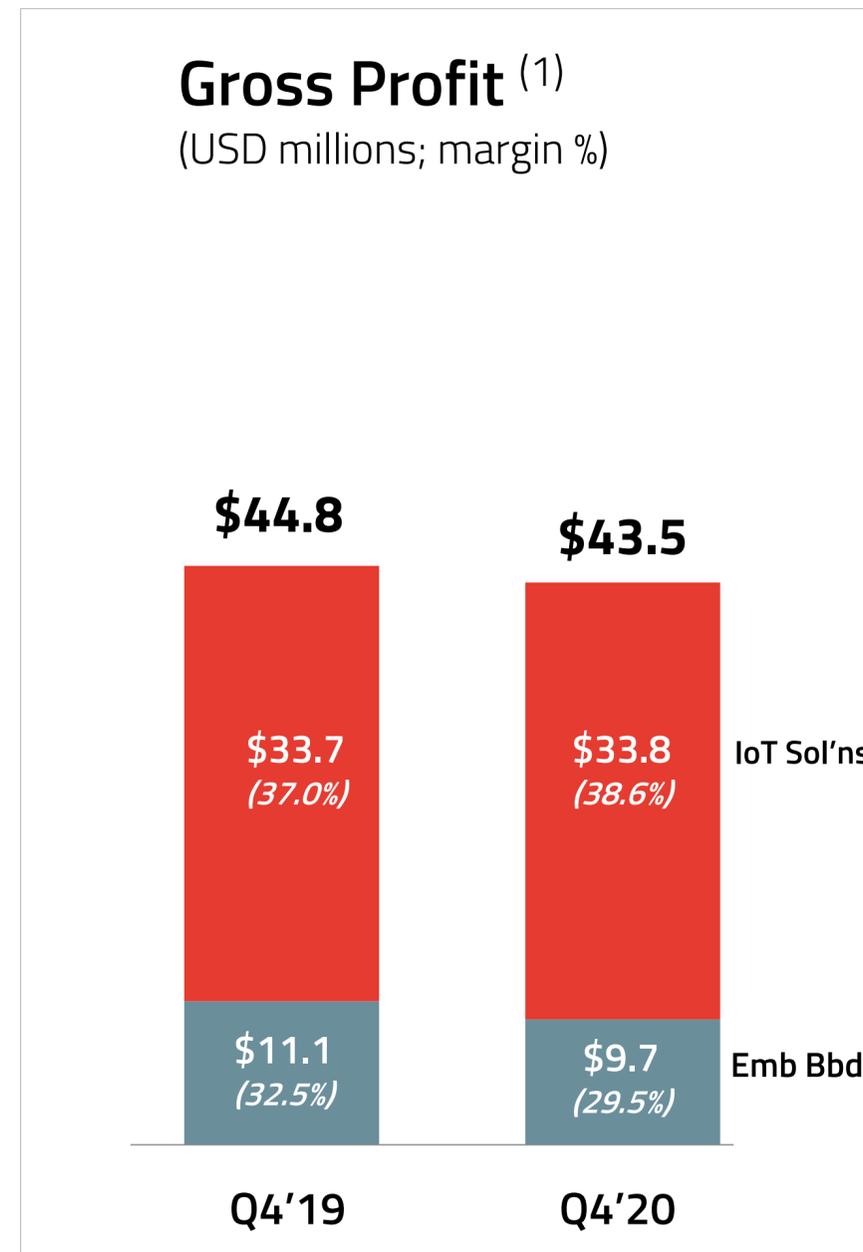
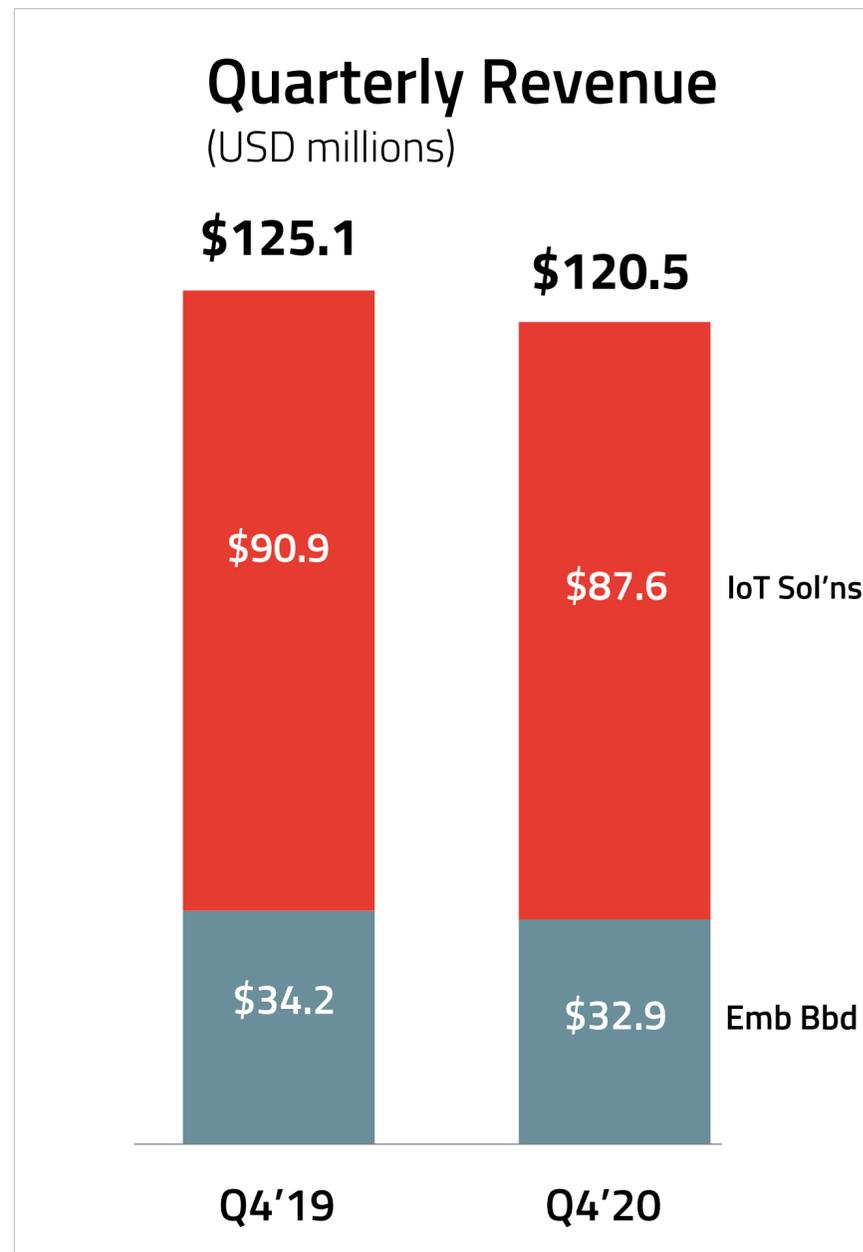
(USD millions, except EPS and margin)

	Q4 2020 Financial Results		FY 2020 Financial Results	
	GAAP Actual	Non-GAAP Actual ⁽¹⁾	GAAP Actual	Non-GAAP Actual ⁽¹⁾
Total Revenue	\$120.5	\$120.5	\$448.6	\$448.6
Gross margin (%)	36.0%	36.1%	35.4%	35.4%
Operating expenses	\$65.7	\$50.1	\$246.8	\$209.8
Adjusted EBITDA⁽²⁾	n/a	\$(2.9)	n/a	\$(34.9)
Net earnings (loss) from continuing operations	\$(11.2)	\$(7.0)	\$(70.2)	\$(51.0)
Loss per share from continuing operations	\$(0.31)	\$(0.19)	\$(1.93)	\$(1.40)

(1) Non-GAAP financial measures exclude the impact of: stock-based compensation expense and related social taxes, phantom RSU expense which represents expenses related to compensation units settled in cash based on the stock price at vesting, acquisition-related and integration expense, acquisition-related amortization, impairment, restructuring expense, government grants related to Covid-19 relief, 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) from continuing operations plus stock-based compensation expense and related social taxes, phantom RSU expense which represents expenses related to compensation units settled in cash based on the stock price at vesting, acquisition-related and integration expense, impairment, restructuring expense, government grants related to Covid-19 relief, 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 other income (expense), and income tax.

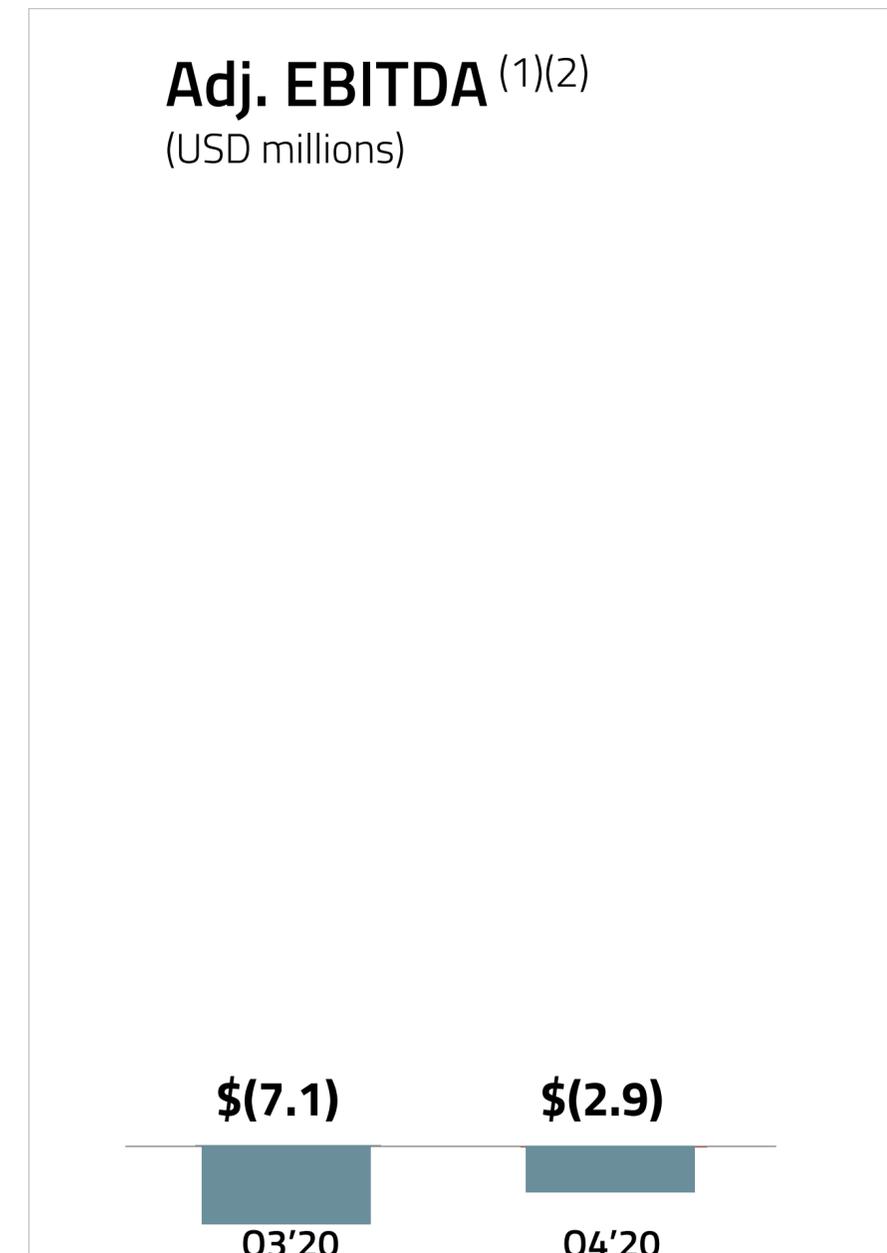
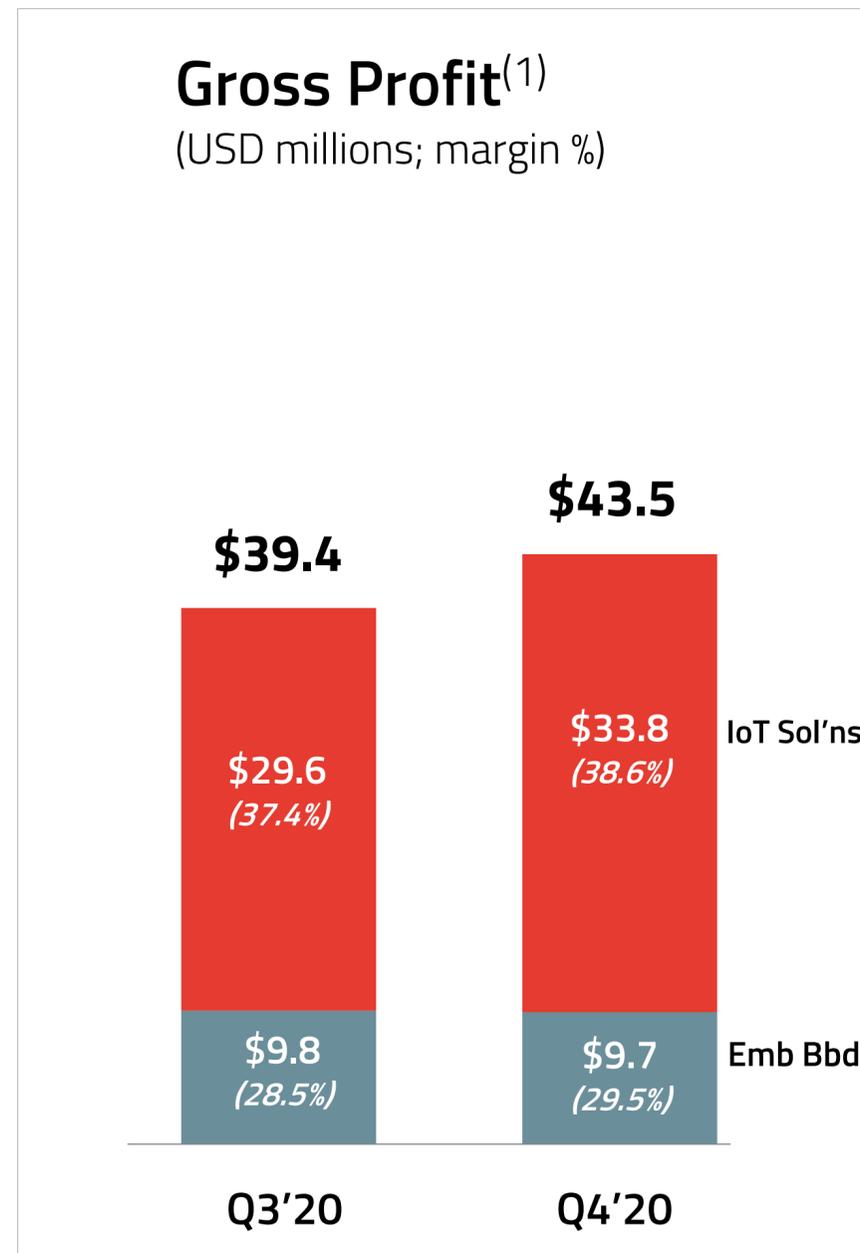
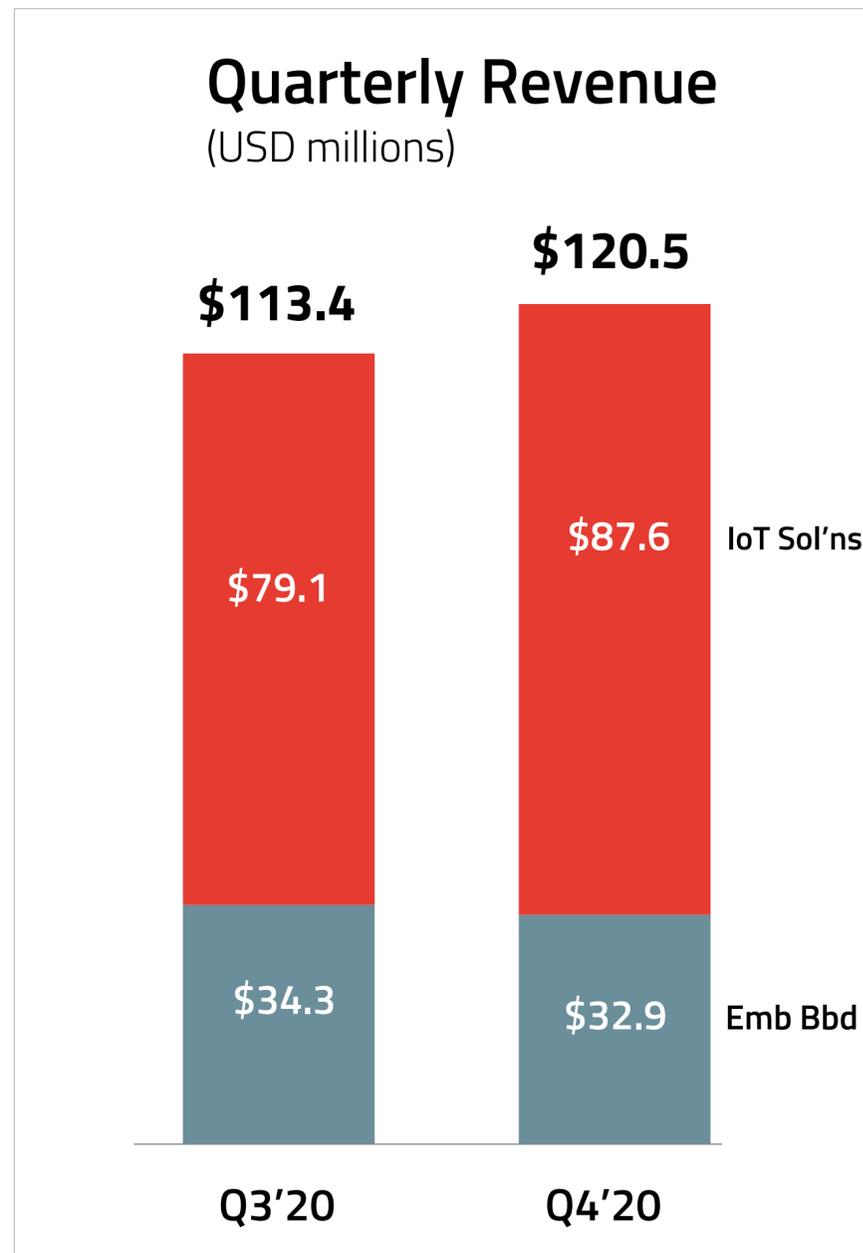
Q4'20 Continuing Operations – Year over Year (Non-GAAP)



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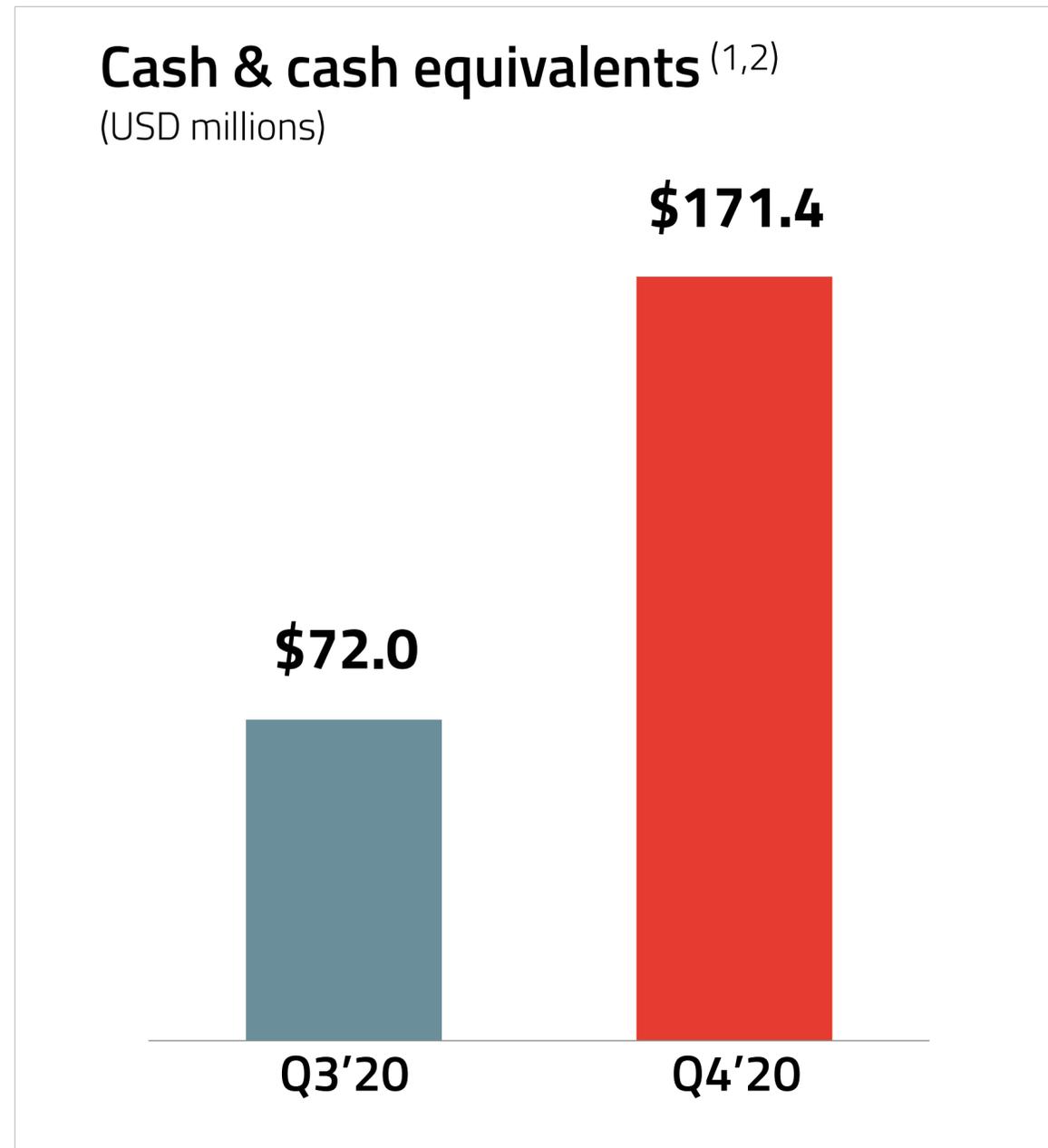
Q4'20 Continuing Operations – Sequential (Non-GAAP)



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Cash Position – Year End Dec. 31, 2020



	<u>Q4 2020</u>
Cash flow from operations	\$ 0.7
Capital Expenditures	\$ (7.9)
Free Cash Flow ⁽³⁾	<u>\$ (7.2)</u>
Proceeds from Auto Sales	\$ 144.2
Repayment of credit facility	\$ (34.4)
Acquisition of M2M One NZ	\$ (3.5)
Financing Activities & Other	<u>\$ 0.3</u>
Increase in Cash Balance	\$ 99.4

Fourth Quarter 2020

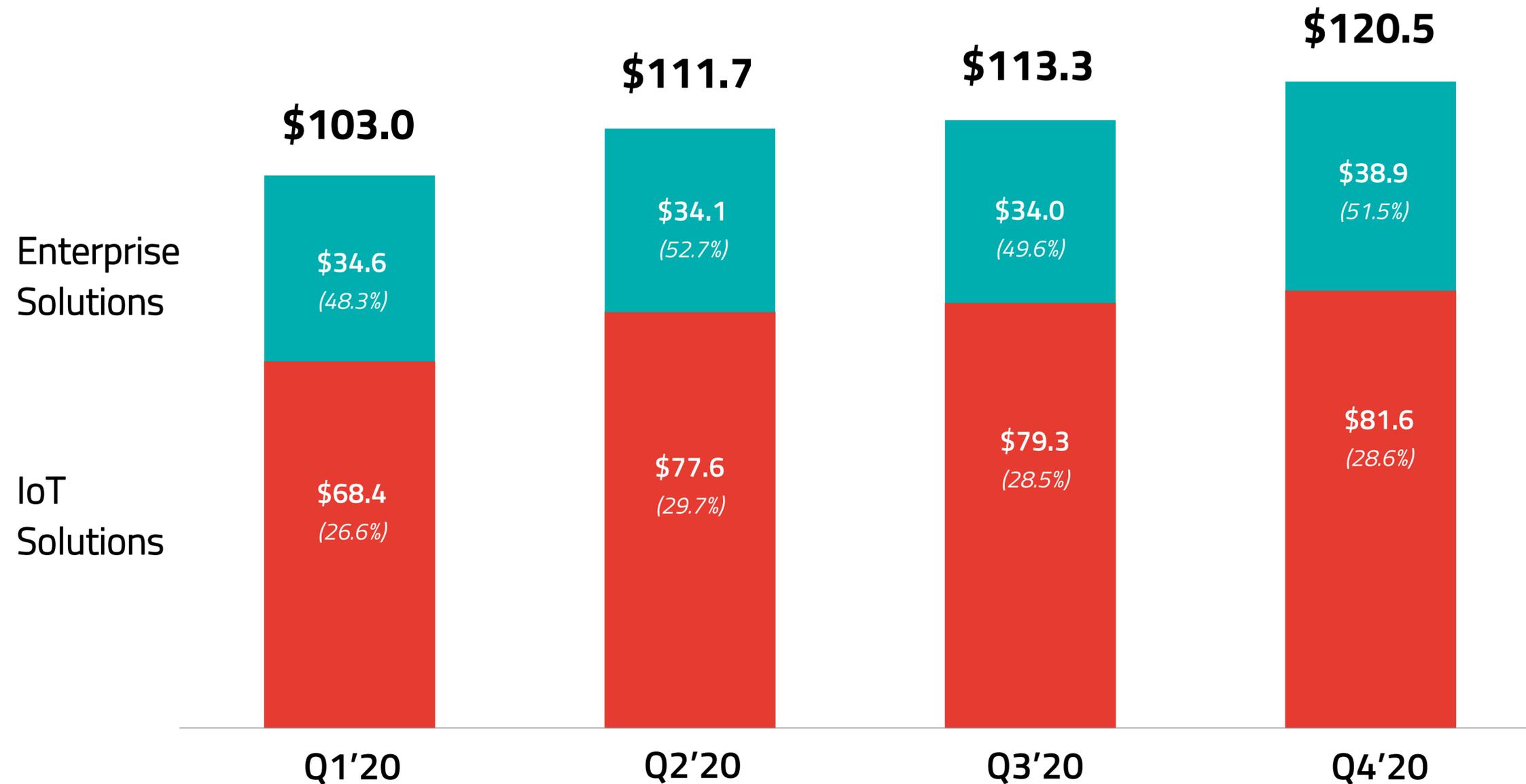
- Received net proceeds from Auto sale of \$144.2m
- Paid down credit facility and o/s debt of \$34.4m
- Small acquisition in New Zealand for \$3.5m

(1) Cash & cash equivalents include restricted cash

(2) Q3'20 includes cash and cash equivalents that are included in assets held for sale

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

Supplemental Information - 2020 Results Recast Under New Reportable Segments



Enterprise Solutions:

- Gateways & Routers
- IoT Vertical applications (e.g., Offender monitoring, Security, Asset Tracking)
- Connectivity Services, Cloud Platform, Software & Svcs

IoT Solutions:

- IoT Cellular Modules & Embedded Broadband Modules
- SmartSIM & Ready-to-Connect
- Connectivity Services, Cloud Platform, Software & Svcs

Guidance for First Quarter 2021

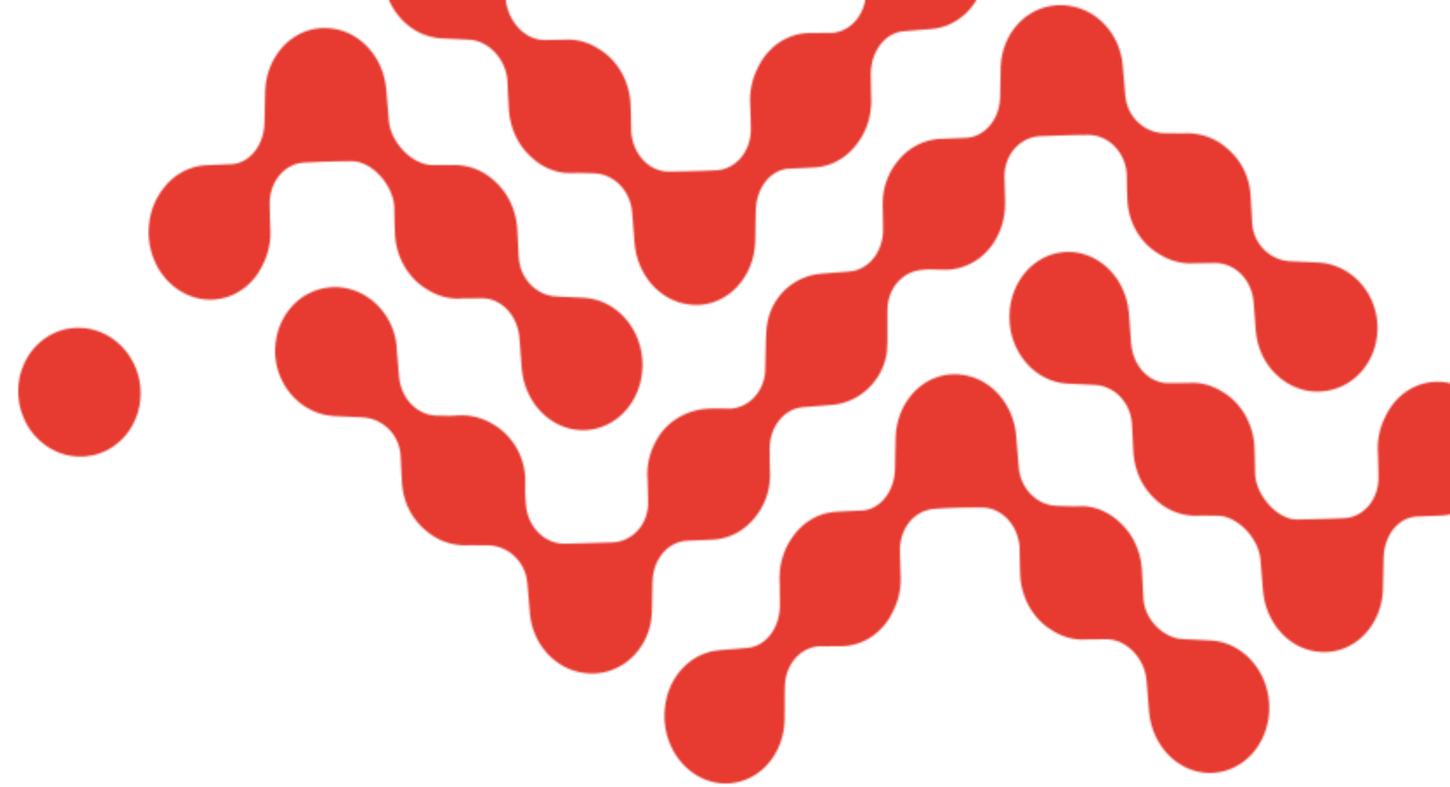
The impact of the COVID-19 pandemic on our global business continues to remain uncertain.

While we continue to evaluate the effects of COVID-19 on our business, the overall severity and duration of adverse impacts related to COVID-19 on our business, financial condition, cash flows and operating results for the first quarter 2021 and beyond cannot be reasonably estimated at this time.

Regarding the First Quarter of 2021, we expect our revenue to be in-line with Street consensus of \$109.9 million.

There is strong demand for our products and services in the First Quarter and we have secured hardware orders and recurring revenue that is approximately 15% above Street Consensus for Q1'21.

However, we are facing a very tight global supply chain environment that is constraining our ability to source components and fully deliver to this level of demand.



Q & A