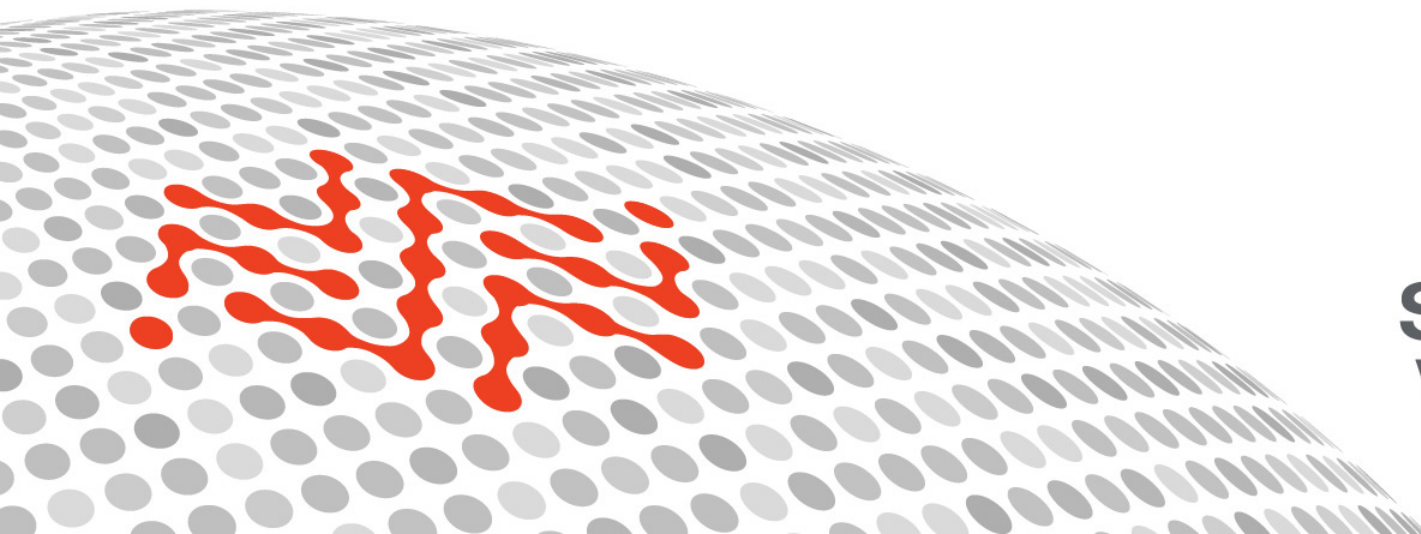


# Reconciliation of Q4 & FY 2013 GAAP to Non-GAAP Results

February 5, 2014



# Reconciliation of GAAP to Non-GAAP Results

With reference to our press release of February 5, 2014, we are providing additional non-material information regarding our reconciliation of Q4 & FY 2013 GAAP to non-GAAP results.

Our consolidated financial statements are prepared in accordance with U.S. GAAP on a basis consistent for all periods presented. In addition to results reported in accordance with U.S. GAAP, we use non-GAAP financial measures as supplemental indicators of our operating performance. The term “non-GAAP financial measure” is used to refer to a numerical measure of a company’s historical or future financial performance, financial position or cash flows that: (i) excludes amounts, or is subject to adjustments that have the effect of excluding amounts, that are included in the most directly comparable measure calculated and presented in accordance with U.S. GAAP in a company’s statement of earnings, balance sheet or statement of cash flows; or (ii) includes amounts, or is subject to adjustments that have the effect of including amounts, that are excluded from the most directly comparable measure so calculated and presented. We refer to gross margin, operating expenses, earnings (loss) from operations, net earnings (loss) and earnings (loss) per share adjusted for specific items that affect comparability as non-GAAP gross margin, non-GAAP operating expenses, non-GAAP earnings (loss) from operations, adjusted earnings before interest, taxes, depreciation and amortization (adjusted EBITDA), non-GAAP net earnings (loss) and non-GAAP diluted earnings (loss) per share, respectively. We disclose non-GAAP amounts as we believe that these measures provide better information on actual operating results and assist in comparisons from one period to another.

Readers are cautioned that non-GAAP financial measures do not have any standardized meaning prescribed by U.S. GAAP and therefore may not be comparable to similar measures presented by other companies.

# Q4 2013 Reconciliation of GAAP to Non-GAAP Results

In thousands of US\$, Except earnings per share	GAAP Q4 2013	Purchase Price Amortization		Restructuring, Acquisition, Disposition, & Impairment	Stock Compensation	Foreign Exchange Gain	Tax Adjustments	Non GAAP Q4 2013
		Sagemcom & AnyDATA	Wavecom					
<b>Revenue</b>	<b>118,608</b>							<b>118,608</b>
Cost of goods sold	80,165				119			80,046
<b>Gross margin</b>	<b>38,443</b>	0	0	0	(119)	0	0	<b>38,562</b>
GM %	32.4%							32.5%
Sales and marketing	10,693				549			10,144
Research and development	19,074	40	1,409		394			17,231
Administration	8,841				1,115			7,726
Acquisition	369			369	0			0
Restructuring	14			14				0
Integration	0			0				0
Impairment	0							0
Amortization	2,999	1,152	979					868
Total Operating Expenses	41,990	1,192	2,388	383	2,058	0	0	35,969
<b>Earnings (loss) from operations</b>	<b>(3,547)</b>	(1,192)	(2,388)	(383)	(2,177)	0	0	<b>2,593</b>
Foreign exchange gain	1,921					1,921		0
Other income (expense)	26							26
Total other income (expense)	1,947	0	0	0	0	1,921	0	26
Earnings (loss) before income taxes	(1,600)	(1,192)	(2,388)	(383)	(2,177)	1,921	0	2,619
Income tax expense (recovery)	345			(28)		(49)	925	(503)
<b>Net earnings (loss) from continuing operations</b>	<b>(1,945)</b>	(1,192)	(2,388)	(355)	(2,177)	1,970	(925)	<b>3,122</b>
<b>Net earnings from discontinued operations</b>	<b>22</b>			(3)	0		0	<b>25</b>
<b>Net gain on sale of AirCard business</b>	<b>1,056</b>			1,056				<b>0</b>
<b>Net earnings (loss)</b>	<b>(867)</b>	(1,192)	(2,388)	698	(2,177)	1,970	(925)	<b>3,147</b>
<b>Diluted earnings (loss) per share:</b>								
Continuing operations	(0.06)							0.10
Discontinued operations	0.03							0.00
	(0.03)							0.10
Weighted average diluted shares	30,804							30,804

# FY 2013 Reconciliation of GAAP to Non-GAAP Results

In thousands of US\$, Except earnings per share	GAAP FY 2013	Purchase Price Amortization		Restructuring, Acquisition, Disposition, & Impairment	Stock Compensation	Foreign Exchange Gain	Tax Adjustments	Non GAAP FY 2013
		Sagemcom & AnyDATA	Wavecom					
<b>Revenue</b>	<b>441,860</b>							<b>441,860</b>
Cost of goods sold	296,219			0	406			295,813
<b>Gross margin</b>	<b>145,641</b>	0	0	0	(406)	0	0	<b>146,047</b>
GM %	33.0%							33.1%
Sales and marketing	42,182			0	1,862			40,320
Research and development	73,112	40	5,502	280	1,433			65,857
Administration	35,164			0	4,289			30,875
Acquisition	508			508				0
Restructuring	171			171				0
Integration	27			27				0
Amortization	12,141	4,337	3,862					3,942
Total Operating Expenses	163,305	4,377	9,364	986	7,584	0	0	140,994
<b>Earnings (loss) from operations</b>	<b>(17,664)</b>	(4,377)	(9,364)	(986)	(7,990)	0	0	<b>5,053</b>
Foreign exchange gain	3,823					3,823		0
Other income (expense)	(98)							(98)
Total other income (expense)	3,725	0	0	0	0	3,823	0	(98)
Earnings (loss) before income taxes	(13,939)	(4,377)	(9,364)	(986)	(7,990)	3,823	0	4,955
Income tax expense (recovery)	1,611	0	0	(97)	0	(89)	3,784	(1,987)
<b>Net earnings (loss) from continuing operations</b>	<b>(15,550)</b>	(4,377)	(9,364)	(889)	(7,990)	3,912	(3,784)	<b>6,942</b>
<b>Net earnings from discontinued operations</b>	<b>406</b>	0	0	(2,657)	(1,357)	0	0	<b>4,420</b>
<b>Net gain on sale of AirCard business</b>	<b>70,182</b>	0	0	70,182	0	0	0	<b>0</b>
<b>Net earnings</b>	<b>55,038</b>	(4,377)	(9,364)	66,636	(9,347)	3,912	(3,784)	<b>11,362</b>
<b>Diluted earnings (loss) per share:</b>								
Continuing operations	(0.50)							0.23
Discontinued operations	2.29							0.14
	1.79							0.37
Weighted average diluted shares	30,771							30,771