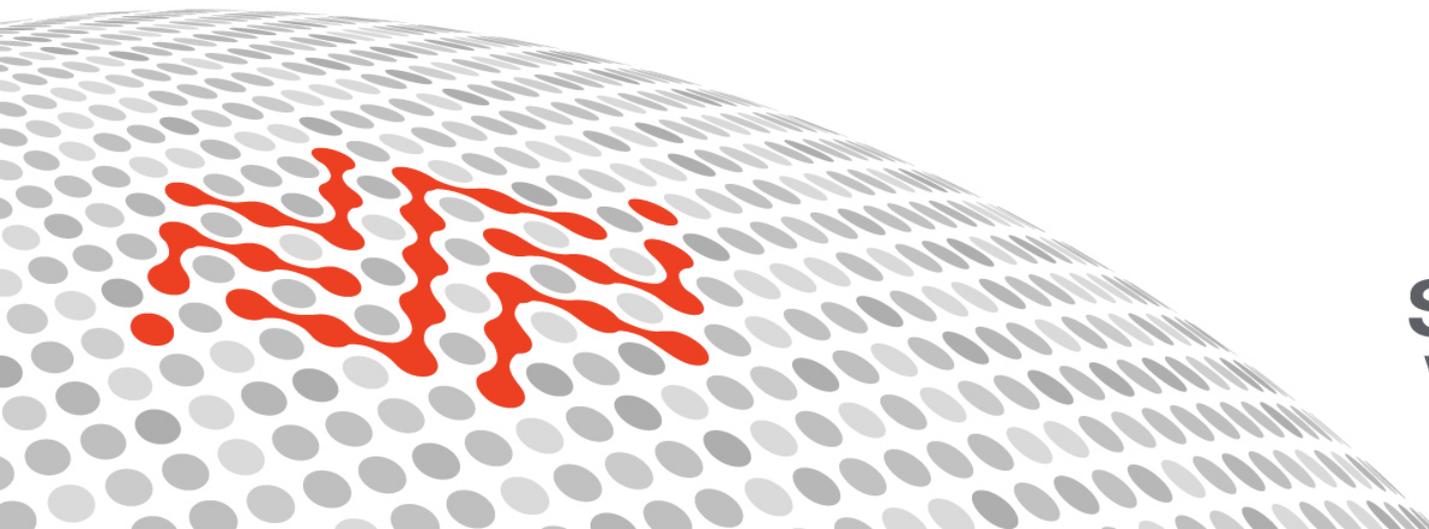


Q3 2013 Results

November 7, 2013



Safe harbor statement

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”) including statements and information relating to our financial guidance summary for Q4 2013, our guidance drivers for 2013 and our business outlook for 2013 and beyond. Forward-looking statements are provided to help you understand our views of our short and longer term prospects. We caution you that forward-looking statements may not be appropriate for other purposes. We will not 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”, “may”, “estimates”, “intends”, “believes”, “plans”, “anticipates” and “expects”;
- are not promises or guarantees of future performance. They represent our current views and may change significantly;
- are based on a number of material assumptions, including 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 cost of goods sold;
 - Expected component supply constraints;
 - Our ability to “win” new business;
 - Expected deployment of next generation networks by wireless network operators;
 - Our operations are not adversely disrupted by component shortages or other development, operating or regulatory risks; and
 - Expected tax rates and foreign exchange rates.
- 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.
 - We may experience higher than anticipated costs; disruption of, and demands on, our ongoing business; diversion of management’s time and attention; adverse effects on existing business relationships with suppliers and customers and employee issues in connection with the divestiture of the AirCard assets and operations;
 - Actual sales volumes or prices for our products and services may be lower than we expect for any reason including, without limitation, the continuing uncertain economic conditions, price and product competition, different product mix, the loss of any of our significant customers, competition from new or established wireless communication companies;
 - The cost of products sold may be higher than planned or necessary component supplies may not be available, are delayed or are not available on commercially reasonable terms;
 - We may be unable to enforce our intellectual property rights or may be subject to litigation that has an adverse outcome;
 - The development and timing of the introduction of our new products may be later than we expect or may be indefinitely delayed;
 - Transition periods associated with the migration to new technologies may be longer than we expect.

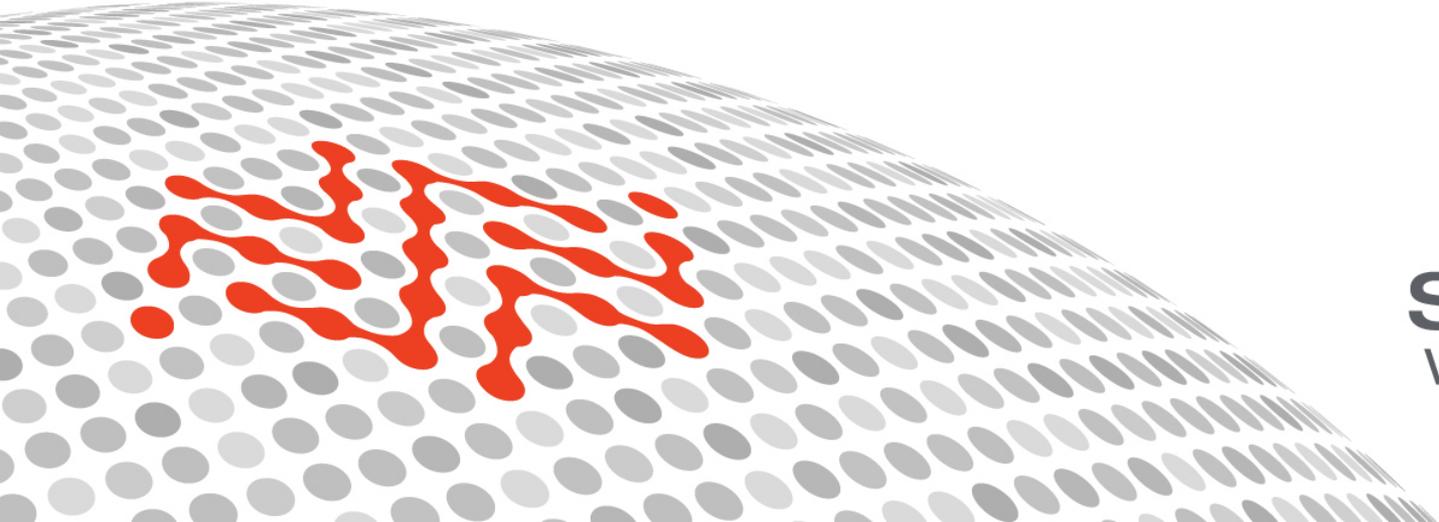
Investors are cautioned not to place undue reliance on these forward-looking statements. No forward-looking statement is a guarantee of future results.

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 and supplementary information on our website (www.sierrawireless.com), which present a complete reconciliation of GAAP and Non-GAAP results.

Business Overview

Jason Cohenour, Chief Executive Officer



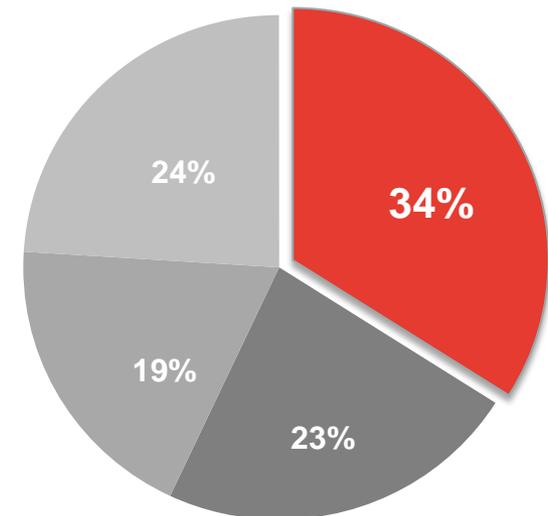
Q3 Highlights

- Record quarterly revenue
- Revenue up 12% year-over-year to \$112.3 million
- Solid non-GAAP gross margin of 33.4%
- Adjusted EBITDA: \$5.9M
 - 81% increase year-over-year
 - Improvement demonstrates operating model leverage
- Announced acquisition of AnyDATA M2M assets in October

#1

**in machine-to-machine
market share globally**

Cellular M2M Embedded Module
Market Share in 2012⁽¹⁾

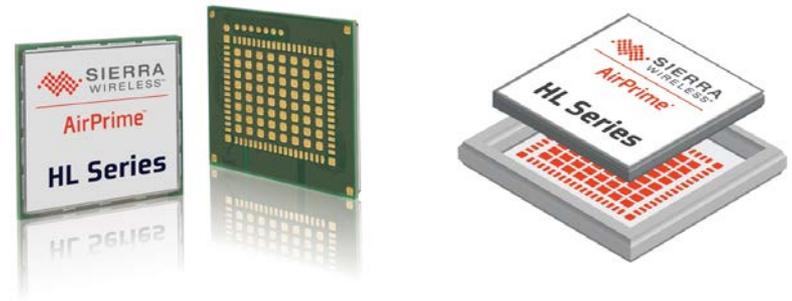


(1) Source: Sierra Wireless, public filings, ABI Research

OEM Solutions

Q3 Revenue of \$95.9 Million
up 9% year-over-year

- Steady revenue growth in Q3
- Design-in & program launch momentum in Automotive, Sales & Payment, Energy, Security, PC OEM
 - Key design win in smart metering
 - New launch with Dell in Europe
- Launch of new HL Series modules
 - Small, scalable, flexible
 - 2G, 3G, 4G versions
- Successful AnyDATA acquisition
 - M2M module and modem assets
 - Leading position in Korea
 - Expands global market share leadership



TOSHIBA
Leading Innovation >>>



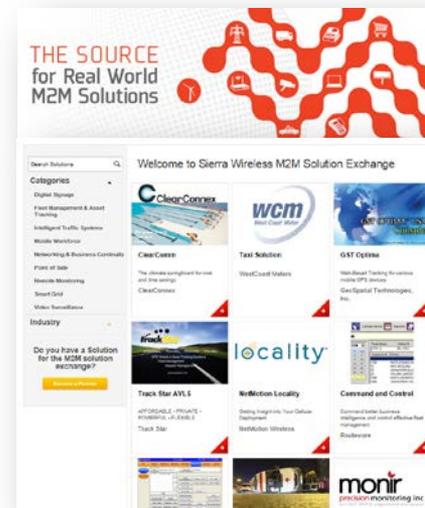
 **AnyDATA**
Wireless Solutions for a Smarter World

Enterprise Solutions

Record Q3 Revenue of \$16.4 Million
up 38% year-over-year

- Strong growth driven by demand for new AirLink gateway products
 - Strong contribution from Europe
- Continued adoption of AirVantage M2M Cloud services
 - Device management, monitoring and configuration services
- AirVantage win with leading smart meter player
- Launched M2M Solutions Exchange to showcase customer solution offerings

M2M Solutions Exchange

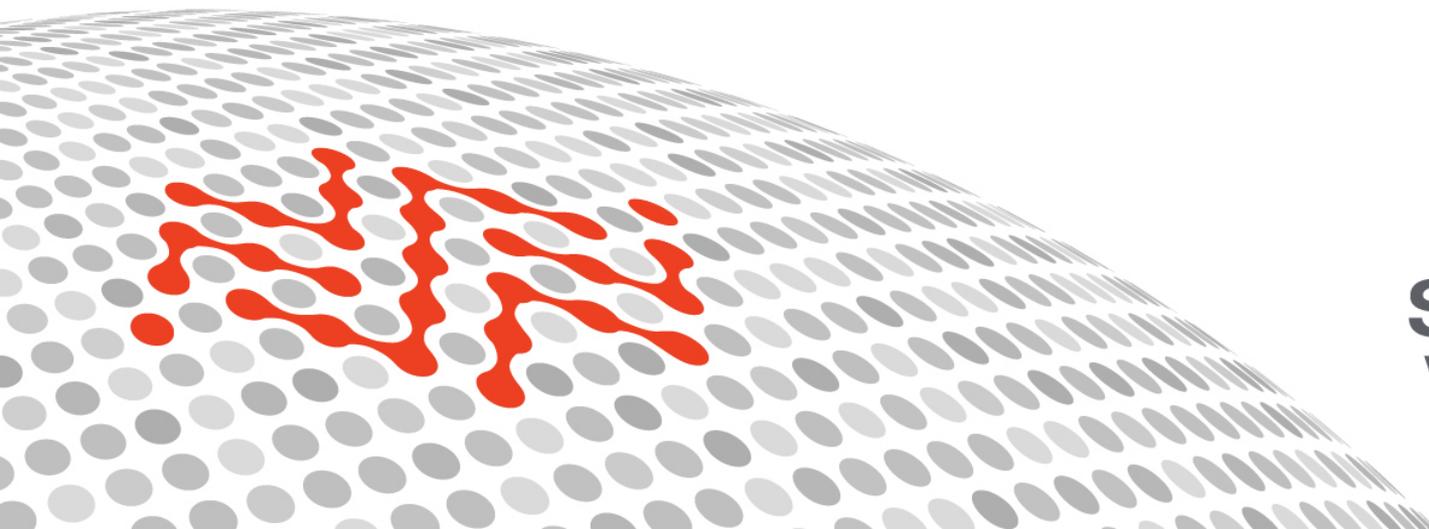


Sierra Wireless AirLink® LS Series



Financial Overview

David McLennan, Chief Financial Officer



Summary of Key Financial Metrics

Q3 2013 Financial Metrics for Continuing Operations

(\$USD millions, except EPS and Margin %)

	GAAP Actual	Non-GAAP ⁽¹⁾ Actual	Non-GAAP ⁽¹⁾ Guidance
Revenue	\$112.3	\$112.3	\$111 - 115
Gross Margin (%)	33.3%	33.4%	
Operating Expenses	\$40.6	\$35.1	
Adjusted EBITDA ⁽²⁾	N/A	\$5.9	
Earnings (Loss) from operations	\$(3.3)	\$2.4	\$2.2 – 3.3
Net Earnings	\$1.1 ⁽³⁾	\$3.5 ⁽³⁾	\$1.5 – 2.3
Earnings per Share	\$0.03 ⁽³⁾	\$0.11 ⁽³⁾	\$0.05 – 0.07

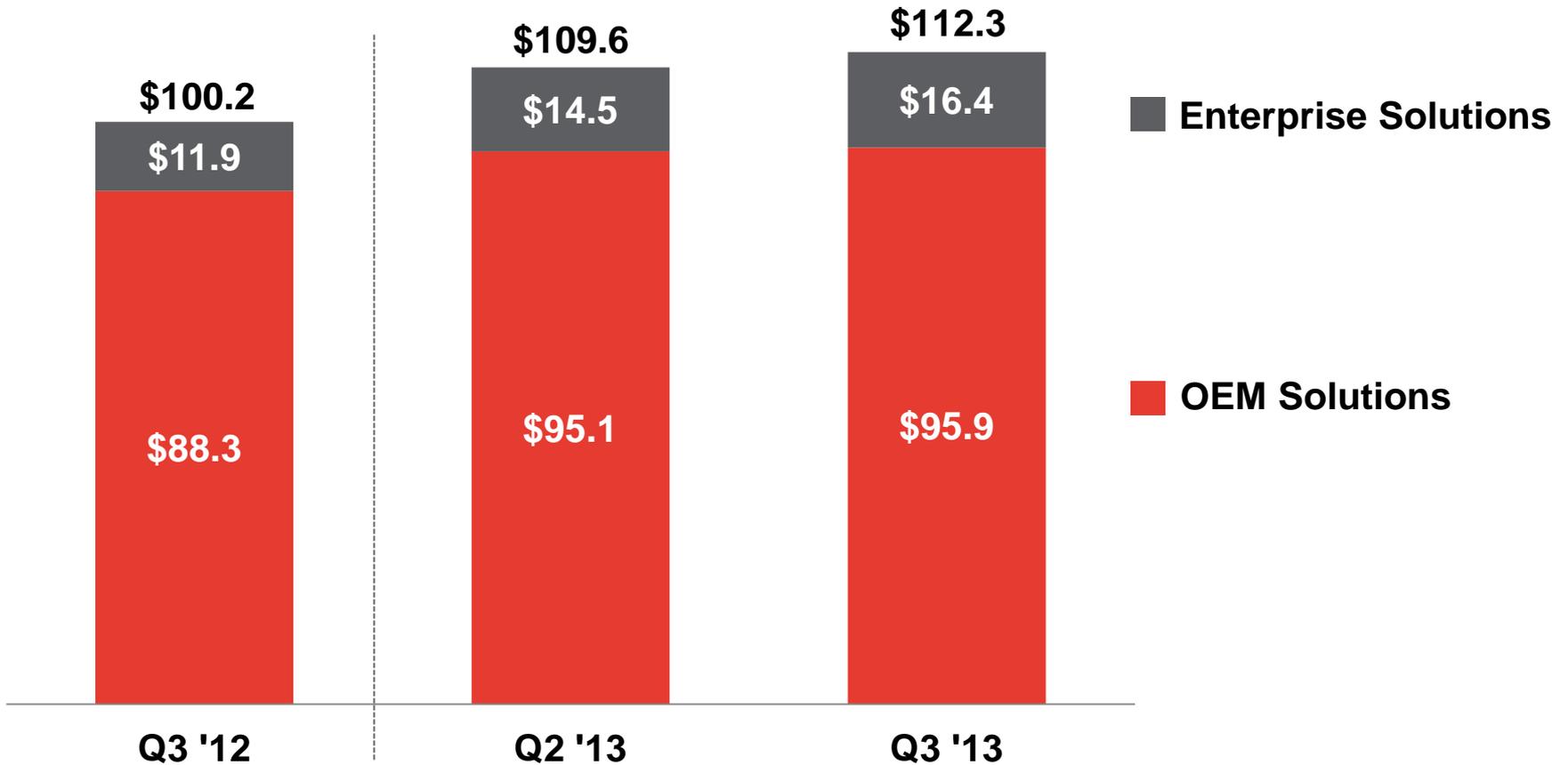
(1) Non-GAAP results exclude the impact of: stock-based compensation expense, acquisition and disposition costs, acquisition amortization, impairment, integration costs, restructuring costs, foreign exchange gains or losses on foreign currency contracts as well as on translation of balance sheet accounts, and certain tax adjustments.

(2) Adjusted EBITDA as defined equates to earnings (loss) from operations plus stock-based compensation expense, acquisition costs, restructuring costs, integration costs, impairment and amortization.

(3) Net earnings for the current quarter include a year-to-date tax recovery. A portion of the recovery, amounting to \$0.5 million or \$0.02 per diluted share, relates to the first half of the year.

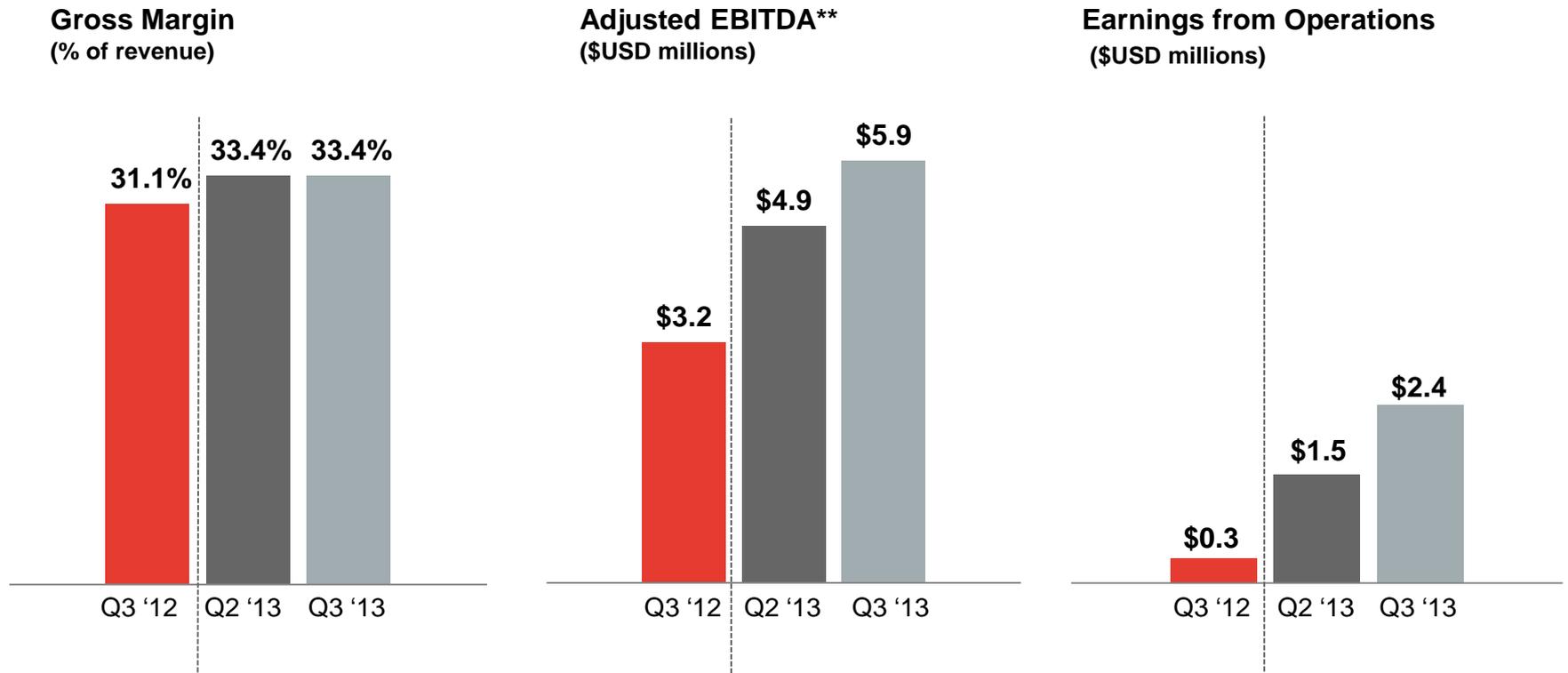
Record Quarterly Revenue

Revenue for Continuing Operations
(\$USD millions)



Improving Profitability

Non-GAAP* Operating Results for Continuing Operations

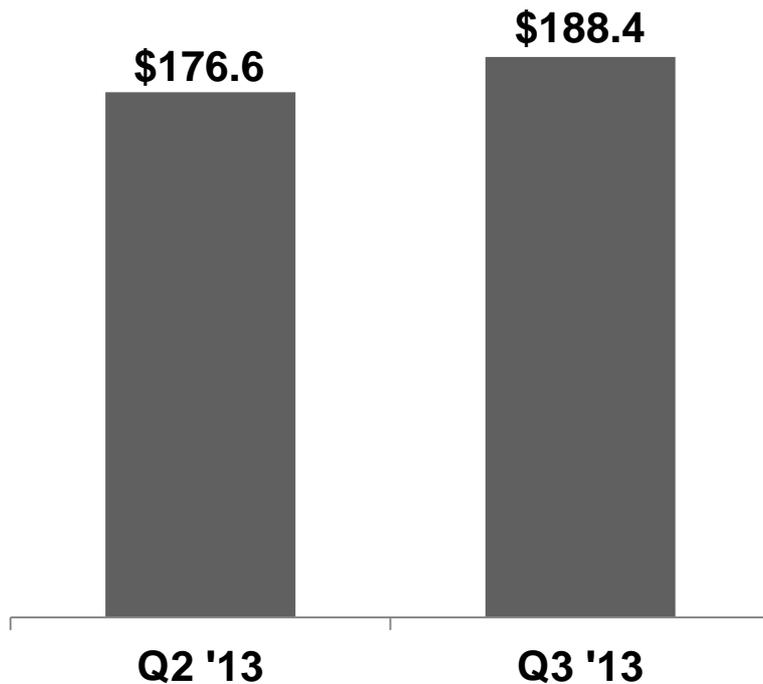


* Non-GAAP results exclude the impact of: stock-based compensation expense, acquisition and disposition costs, acquisition amortization, impairment, integration costs, restructuring costs, foreign exchange gains or losses on foreign currency contracts as well as on translation of balance sheet accounts, and certain tax adjustments.

** Adjusted EBITDA as defined equates to earnings (loss) from operations plus stock-based compensation expense, acquisition costs, restructuring costs, integration costs, impairment and amortization.

Strong Cash Position and Debt Free

Cash, Cash Equivalents & Short-Term Investments (\$USD millions)



- Cash generated in Q3: \$11.8 million
 - Cash from operations: \$19.1 million
 - Capital expenditures: \$4.4 million
 - Cash used in financing and other activities: \$2.9 million

Financial Guidance Summary

Non-GAAP* Financial Guidance for Continuing Operations (\$USD millions, except EPS)

	Q4 2013 Guidance
Revenue	\$112.0 to \$116.0 million
Earnings from operations	\$2.4 to \$3.3 million
Net earnings from continuing operations	\$2.2 to \$3.0 million
Earnings per share	\$0.07 to \$0.10 per share

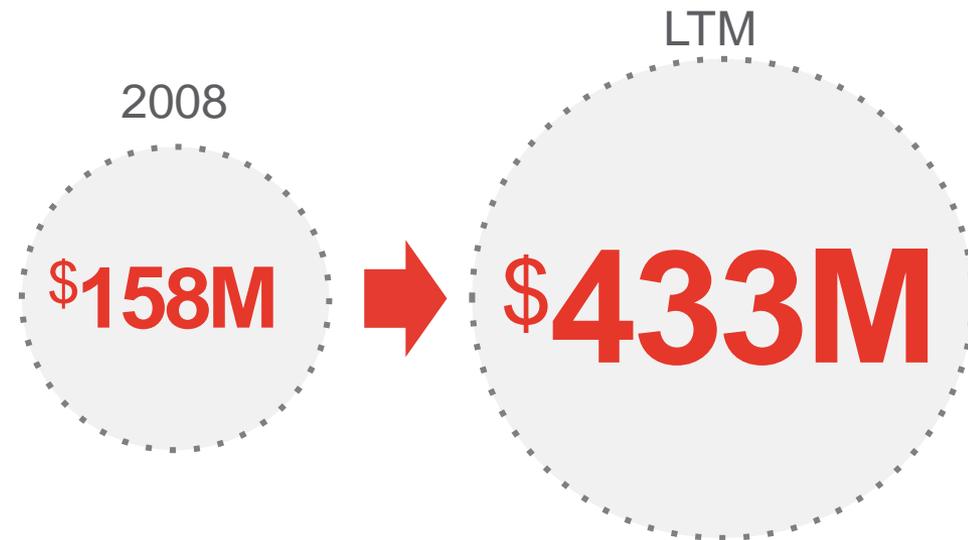
Financial guidance excludes any impact from the acquisition of the M2M module and modem assets of AnyDATA

* Non-GAAP results exclude the impact of: stock-based compensation expense, acquisition and disposition costs, acquisition amortization, impairment, integration costs, restructuring costs, foreign exchange gains or losses on foreign currency contracts as well as translation of balance sheet accounts, and certain tax adjustments

Driving Shareholder Value

- Profitable organic growth
 - New customer programs
 - New products & segments
 - Geographical expansion
 - Stable GM & cost structure
- Growth through acquisition
 - Value chain expansion
 - Proven track record of value creation through M&A

Strong revenue growth in M2M business...



...including successful acquisitions



Q3 2013 Summary

- Record quarterly revenue
- Improving profitability & leverage
- World's leading M2M company
 - #1 global market share
 - Design win momentum
 - New products, leading innovation
 - Solutions across the value chain
- Strong balance sheet
- Accelerating growth through targeted acquisition strategy

Trusted M2M partner to leading global customers



RENAULT



Honeywell

lenovo

Q&A Session

