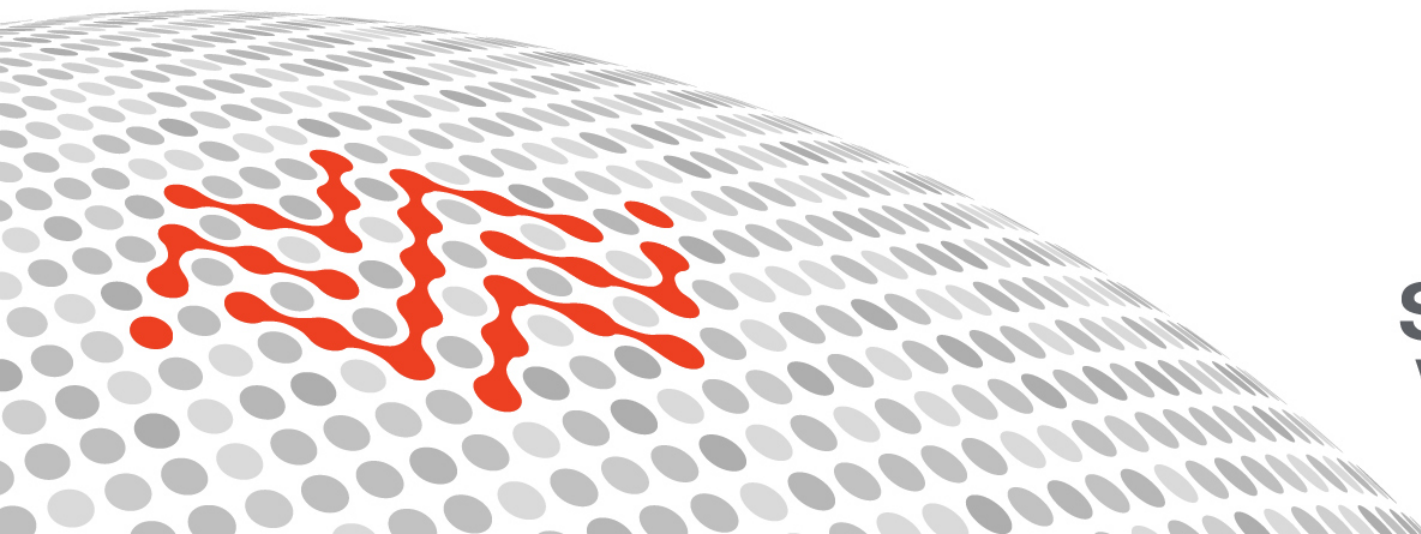


Q4 & FY 2013 Results

February 5, 2014



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 Q1 2014, our guidance drivers for 2014 and our business outlook for 2014 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.
 - 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; and
 - 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.

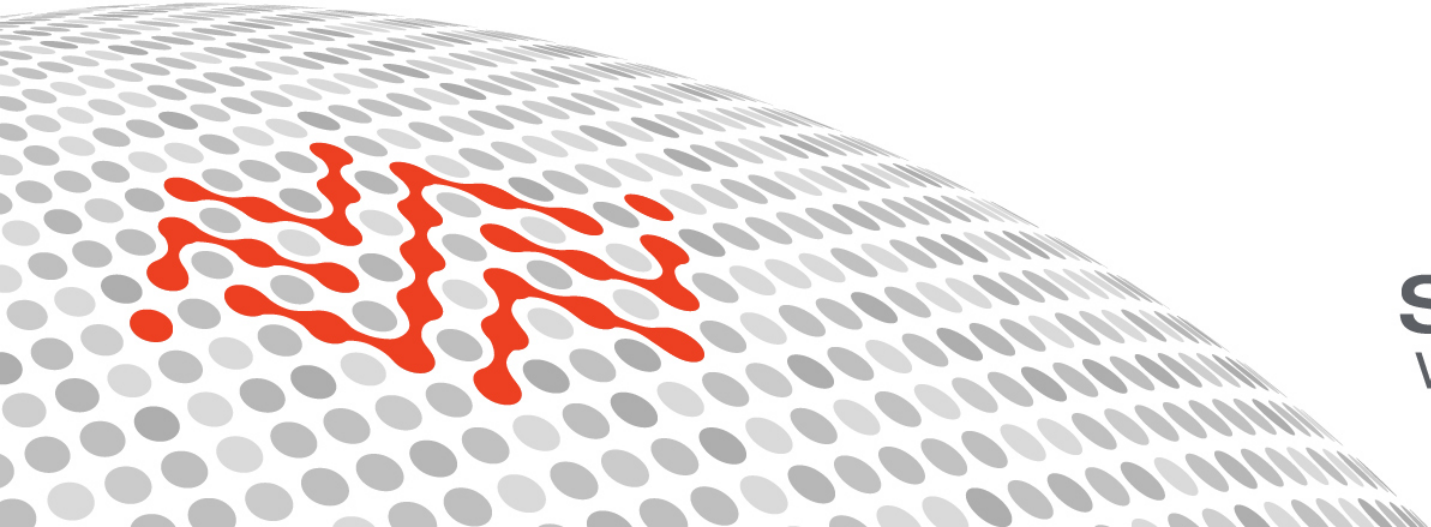
Investors are cautioned not to place undue reliance on these forward-looking statements. No forward-looking statement is a guarantee of future results.

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

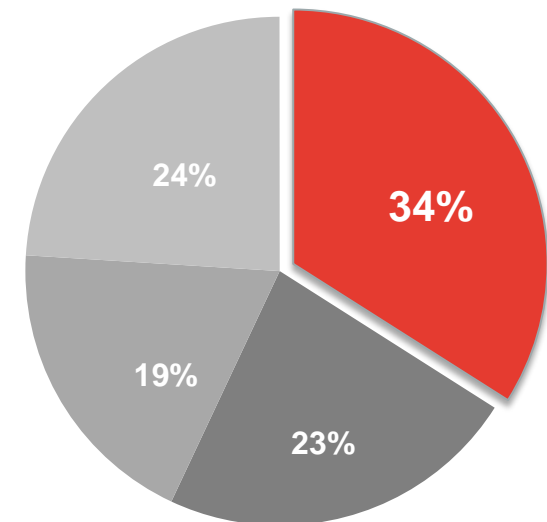


2013 Year in Review

- Transformation into M2M pure-play
 - Sold AirCard® assets
 - Clear M2M market leader
- Record M2M revenue
 - Annual revenue up 11.2% to \$441.9M
- Demonstrating operating model leverage
 - Adjusted EBITDA up 48% to \$18.7M
- Delivering on profitable organic growth plan
- Using strong balance sheet to execute on strategic acquisition plan

#1
**in machine-to-machine
market share globally**

Cellular M2M Embedded Module
Market Share in 2012⁽¹⁾



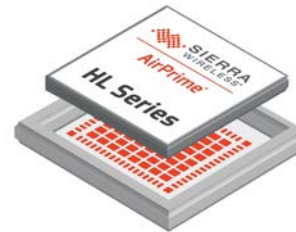
(1) Source: Sierra Wireless, public filings, ABI Research



OEM Solutions

Q4 Revenue of \$101.8M ↑ 7% YoY (GM: 29%)
FY 2013 Revenue of \$382.0M ↑ 10% YoY (GM: 30%)

- Steady YoY revenue growth
 - Americas particularly strong
 - Clear market leader
- Launched new products/families
 - M2M ecosystem on a module
 - Demonstrated 4G leadership
 - Small, scalable, flexible HL series
- Many wins & rollouts in key markets
 - Automotive, Energy, Payment
 - Networking, Mobile Computing
- Milestone AirVantage wins
- Strengthening our position with M&A



PEUGEOT



SAGEMCOM



Enterprise Solutions

Q4 Revenue of \$16.8M ↑ 15% YoY (GM: 53%)
FY 2013 Revenue of \$59.9M ↑ 18% YoY (GM: 51%)

- Strong YoY growth
 - AirLink GX440 Ramp
 - Europe gaining momentum
- Launch of important new products
 - Next Generation AirVantage Cloud
 - AirLink LS300 & AirLink ES440
- Adoption of AirVantage Cloud
 - Enterprise platform wins & rollouts
 - Management platform hit rate increasing
- Scaling our position with M&A
 - Acquisition of In Motion Technology



AirLink
GX440



AirLink
LS300



AirLink
ES440



Building leadership position in Enterprise Solutions

- Scaling our position
 - Combined revenue of significant scale
 - Bolstering capacity of R&D and Sales teams
- Clear leader in high end gateways, routers & solutions for mobile Enterprise
 - Strong combined position in public safety, transit & commercial fleets
 - Complementary products and channels
- Attractive growth & business model
 - Strong gross margin profile
 - Strong expected organic growth
 - Bolstering cloud services & applications

Strong, sustainable business model:

SCALE:

\$75M

in Enterprise Solutions
2013 pro-forma revenue

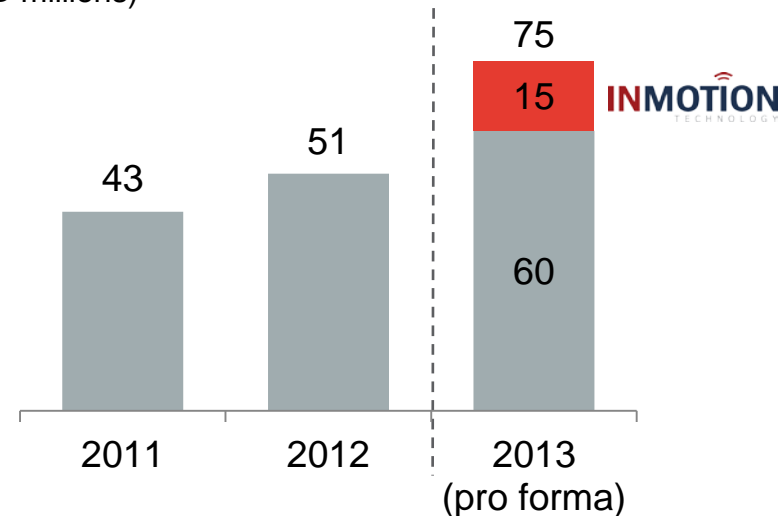
ORGANIC GROWTH:

15 - 20 %

GROSS MARGIN:

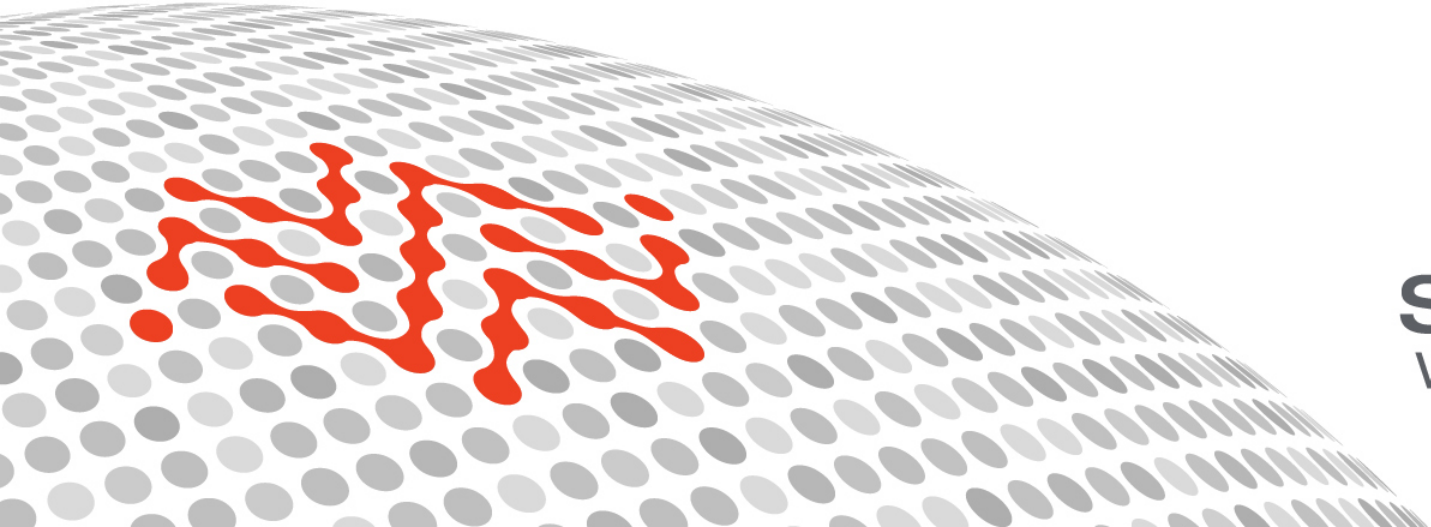
50 %+

Enterprise Solutions Revenue
(\$USD millions)



Financial Overview

David McLennan, Chief Financial Officer



Summary of Key Financial Metrics

Q4 & FY 2013 Financial Metrics for Continuing Operations

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

	Q4 2013				FY 2013	
	GAAP Actual	Non- GAAP ⁽¹⁾ Actual	Non- GAAP ⁽¹⁾ Excl. AnyDATA	Non- GAAP ⁽¹⁾ Guidance	GAAP Actual	Non- GAAP ⁽¹⁾ Actual
Revenue	\$118.6	\$118.6	\$117.0	\$112 - 116	\$441.9	\$441.9
Gross Margin (%)	32.4%	32.5%	32.6%		33.0%	33.1%
Operating Expenses	\$42.0	\$36.0	\$35.5		\$163.3	\$141.0
Adjusted EBITDA ⁽²⁾	N/A	\$6.2	\$6.2		N/A	\$18.7
Earnings (Loss) from operations	\$(3.5)	\$2.6	\$2.6	\$2.4 – 3.3	\$(17.7)	\$5.0
Net Earnings (Loss)	\$(1.9)	\$3.1	\$3.1	\$2.2 – 3.0	\$(15.6)	\$6.9
Earnings (Loss) per Share	\$(0.06)	\$0.10	\$0.10	\$0.07 – 0.10	\$(0.50)	\$0.23

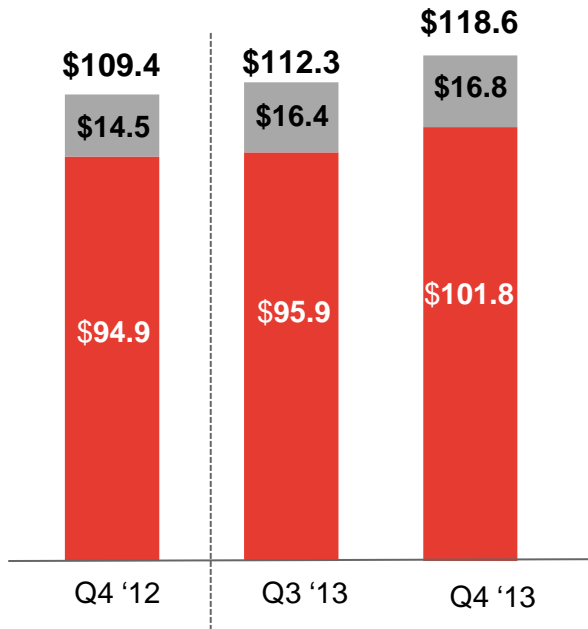
(1) Non-GAAP results exclude the impact of: stock-based compensation expense, acquisition and disposition costs, acquisition amortization, impairment, integration costs, restructuring costs, foreign exchange gains or losses on foreign currency contracts as well as on translation of balance sheet accounts,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

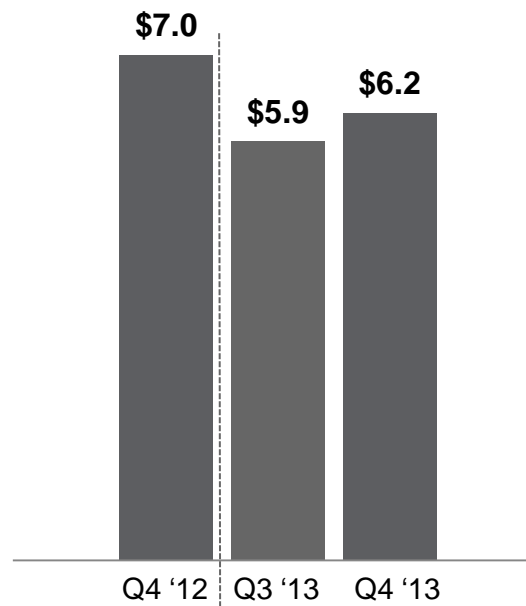
Q4 Highlights

Non-GAAP* Operating Results for Continuing Operations

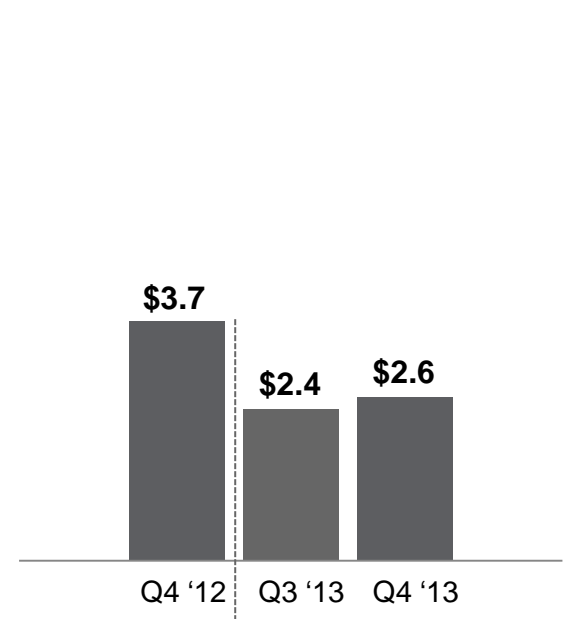
Revenue
(\$USD millions)



Adjusted EBITDA**
(\$USD millions)



Earnings from Operations
(\$USD millions)



Enterprise Solutions
 OEM Solutions

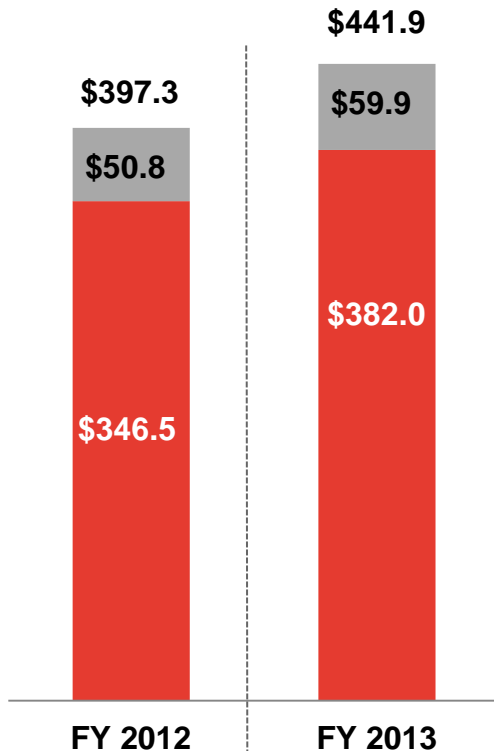
* Non-GAAP results exclude the impact of: stock-based compensation expense, acquisition and disposition costs, acquisition amortization, impairment, integration costs, restructuring costs, foreign exchange gains or losses on foreign currency contracts as well as on translation of balance sheet accounts,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

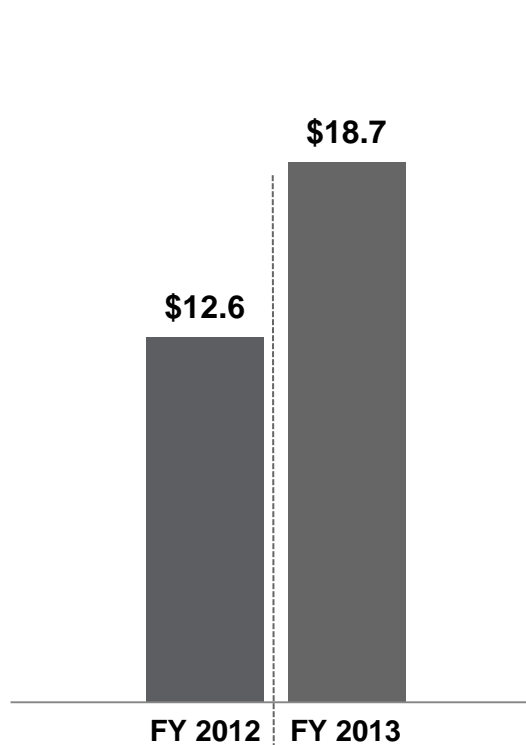
Annual Highlights

Non-GAAP* Operating Results for Continuing Operations

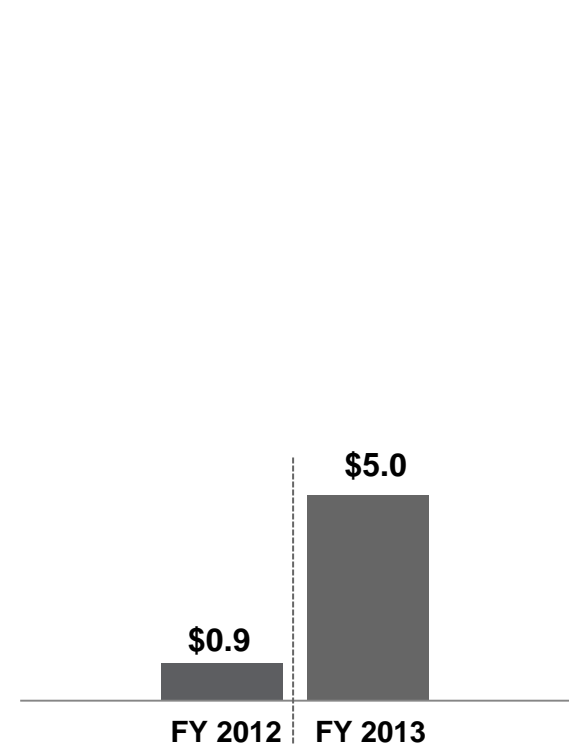
Revenue
(\$USD millions)



Adjusted EBITDA**
(\$USD millions)



Earnings from Operations
(\$USD millions)



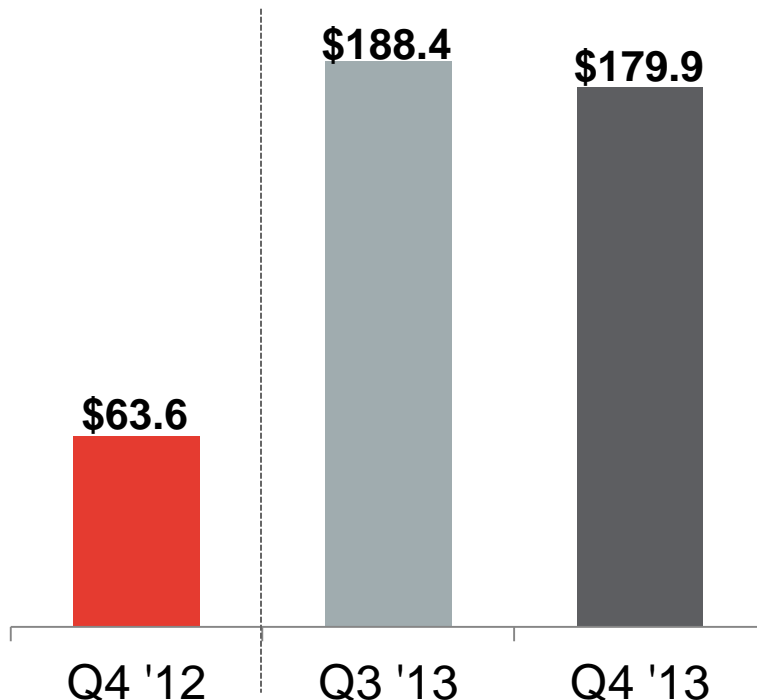
Enterprise Solutions
 OEM Solutions

* 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 used in Q4: \$8.5 million
 - Cash used in operations: \$3.7 million
 - Capital expenditures: \$2.2 million
 - Cash generated by other activities: \$2.6 million
 - Cash used for purchase of AnyDATA: \$5.2 million

Financial Guidance Summary

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

	Q1 2014 Guidance
Revenue	\$117.0 to \$121.0 million
Earnings from operations	\$0.5 to \$1.5 million
Net earnings	\$0.4 to \$1.2 million
Earnings per share	\$0.01 to \$0.04 per share

Financial guidance excludes impact from the contemplated acquisition of In Motion Technology Inc.

* 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

Q4 & FY 2013 Summary

- Record quarterly & annual revenue
- World's leading M2M pure play
 - #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

