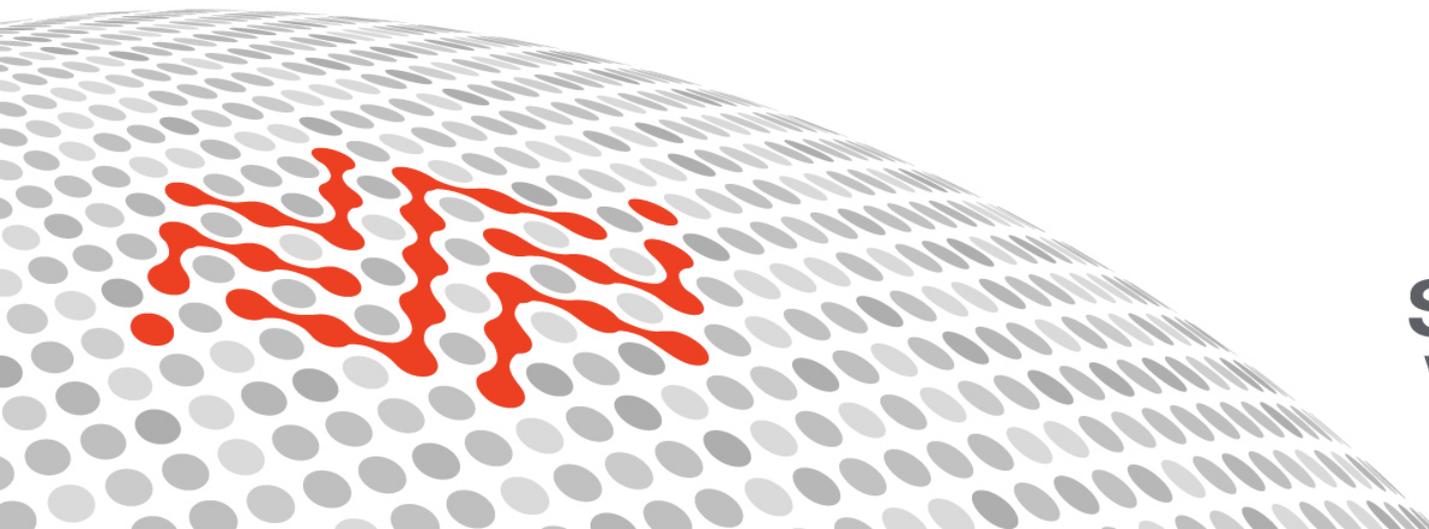


Third Quarter 2014 Results

Nov 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 Q4 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”, “will”, “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 will not be 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 or 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, may be delayed or may not be 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
 - Unanticipated costs associated with litigation or settlements associated with intellectual property matters; and
 - Higher than anticipated costs; disruption of, and demands on, our ongoing business; and diversion of management’s time and attention in connection with acquisitions or divestitures

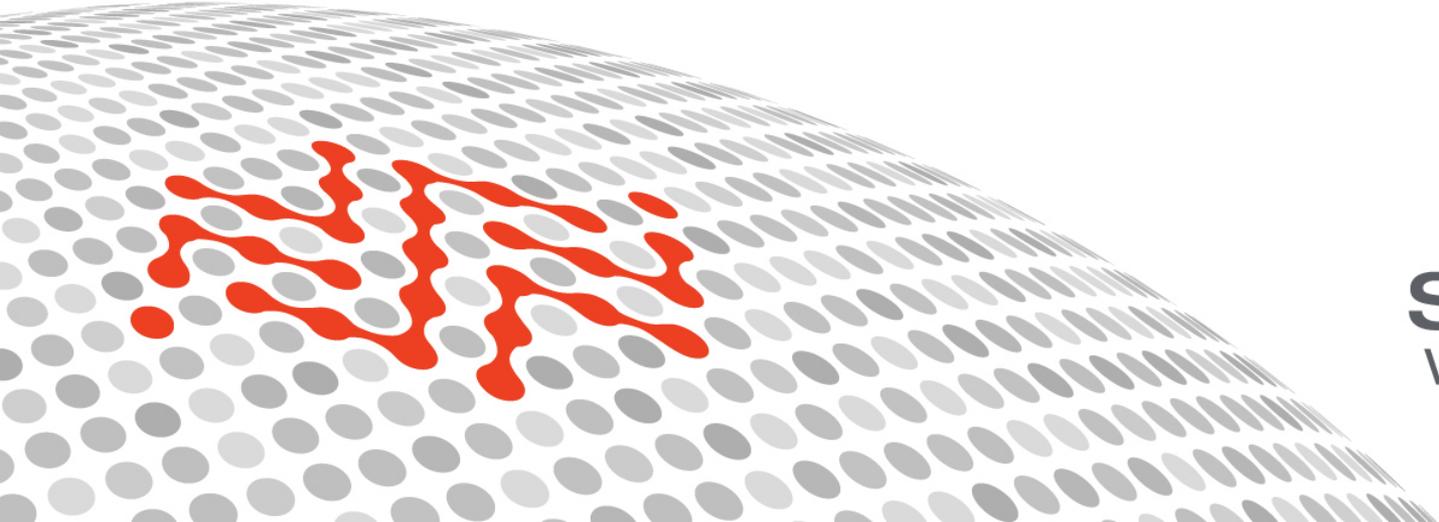
Investors are cautioned not to place undue reliance on these forward-looking statements. No forward-looking statement is a guarantee of future results.

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 2014 Highlights

- Record quarterly revenue
- Revenue increased 27.6% year-over-year to \$143.3 million
 - Organic revenue growth of 18.8%
- Adjusted EBITDA doubled year-over-year to \$11.8 million
- Non-GAAP earnings from operations increased 249% year-over-year to \$8.4 million
- Strong cash generation

Global Leader in M2M

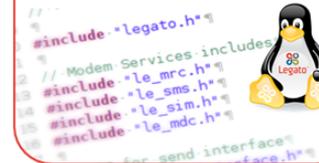
Industry's broadest product portfolio



M2M Cloud



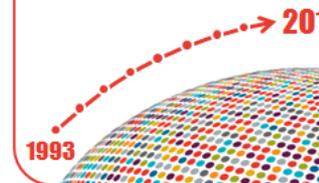
Innovative open-source embedded platforms



Technology leadership



20+ years of wireless M2M experience



Strong global presence



100 Million Devices Shipped

OEM Solutions

Q3 Revenue of \$124.3M ↑ 29.7% YoY (Non-GAAP GM: 29.8%)

- Strong year-over-year revenue growth
- Continued robust design win activity
 - Automotive, Energy, Insurance telematics, Mobile computing
- Continued strong growth in 3G/4G LTE
 - Well positioned as market transitions
- New products gaining market traction
 - Flexible, scalable HL series
 - Smart modules with Legato



Enterprise Solutions

Q3 Revenue of \$19.0M ↑ 15.4% YoY (Non-GAAP GM: 53.8%)

- Solid year-over-year revenue growth
 - Strong contribution from In Motion
 - Strength in the Public Safety, Utility and Regional Transit markets
- In Motion integration materially complete
 - Product roadmap and sales integrated
 - R&D and Marketing teams co-located
- Growth in AirVantage customer base
 - Launch of AirLink Enterprise Connect



Programmable Modems



Intelligent Gateways

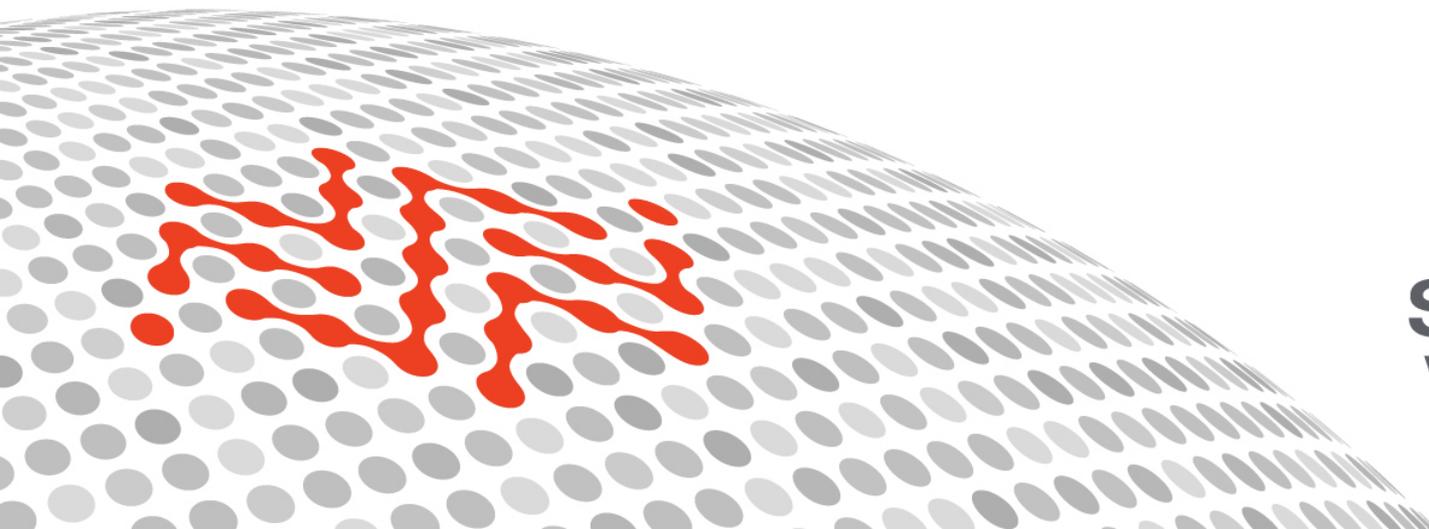


In Motion Solutions



Financial Overview

David McLennan, Chief Financial Officer



Summary of Key Financial Metrics

Q3 2014 Financial Metrics

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

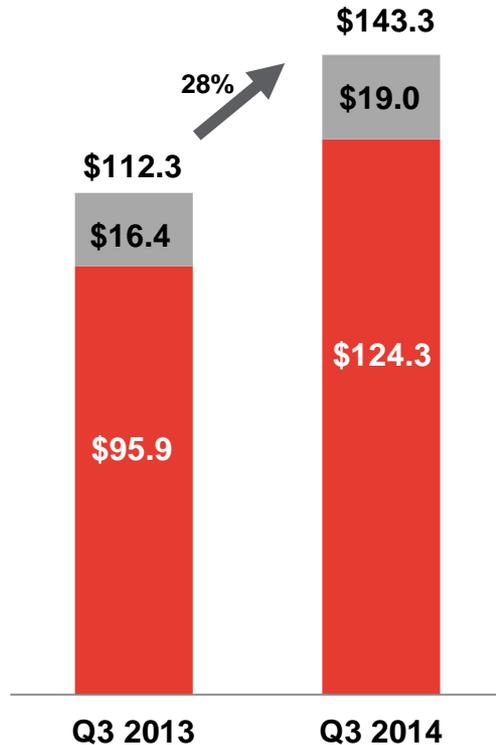
	Q3 2014		
	GAAP Actual	Non-GAAP ⁽¹⁾ Actual	Non-GAAP ⁽¹⁾ Guidance
Revenue	\$143.3	\$143.3	\$137 – \$140
Gross Margin (%)	32.8%	32.9%	
Operating Expenses	\$44.1	\$38.8	
Adjusted EBITDA ⁽²⁾	n/a	\$11.8	
Earnings from operations	\$2.9	\$8.4	\$4.9 – \$6.2
Net Earnings (loss)	\$(2.9)	\$7.7	\$3.8 – \$4.7
Earnings (loss) per Share	\$(0.09)	\$0.24	\$0.12 – \$0.15

(1) Non-GAAP financial measures exclude the impact of: stock-based compensation expense and related social taxes, acquisition and disposition costs, acquisition amortization, impairment, integration costs, restructuring costs, foreign exchange gains or losses on translation of balance sheet accounts, and certain tax adjustments.

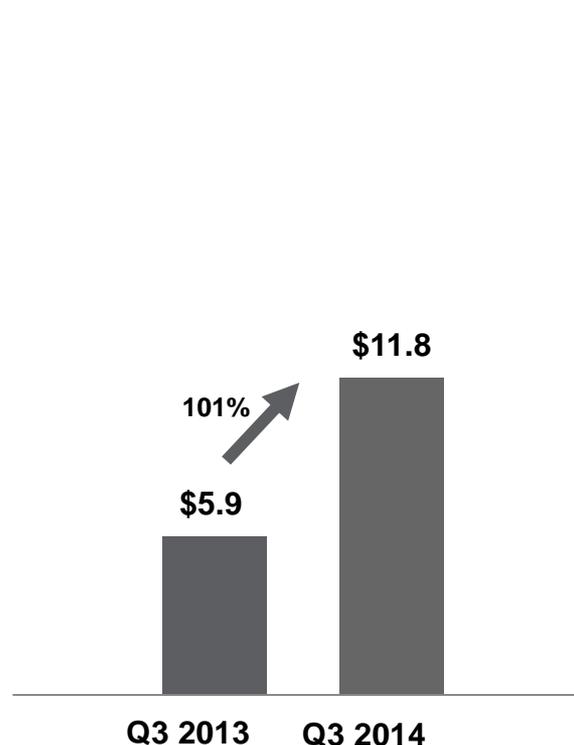
(2) Adjusted EBITDA as defined equates to earnings (loss) from operations plus stock-based compensation expense and related social taxes, acquisition costs, restructuring costs, integration costs, impairment and amortization.

Q3 2014 – Non GAAP Operating Results⁽¹⁾

Quarterly Revenue
(\$USD millions)



Adjusted EBITDA⁽²⁾
(\$USD millions)



Earnings from Operations
(\$USD millions)



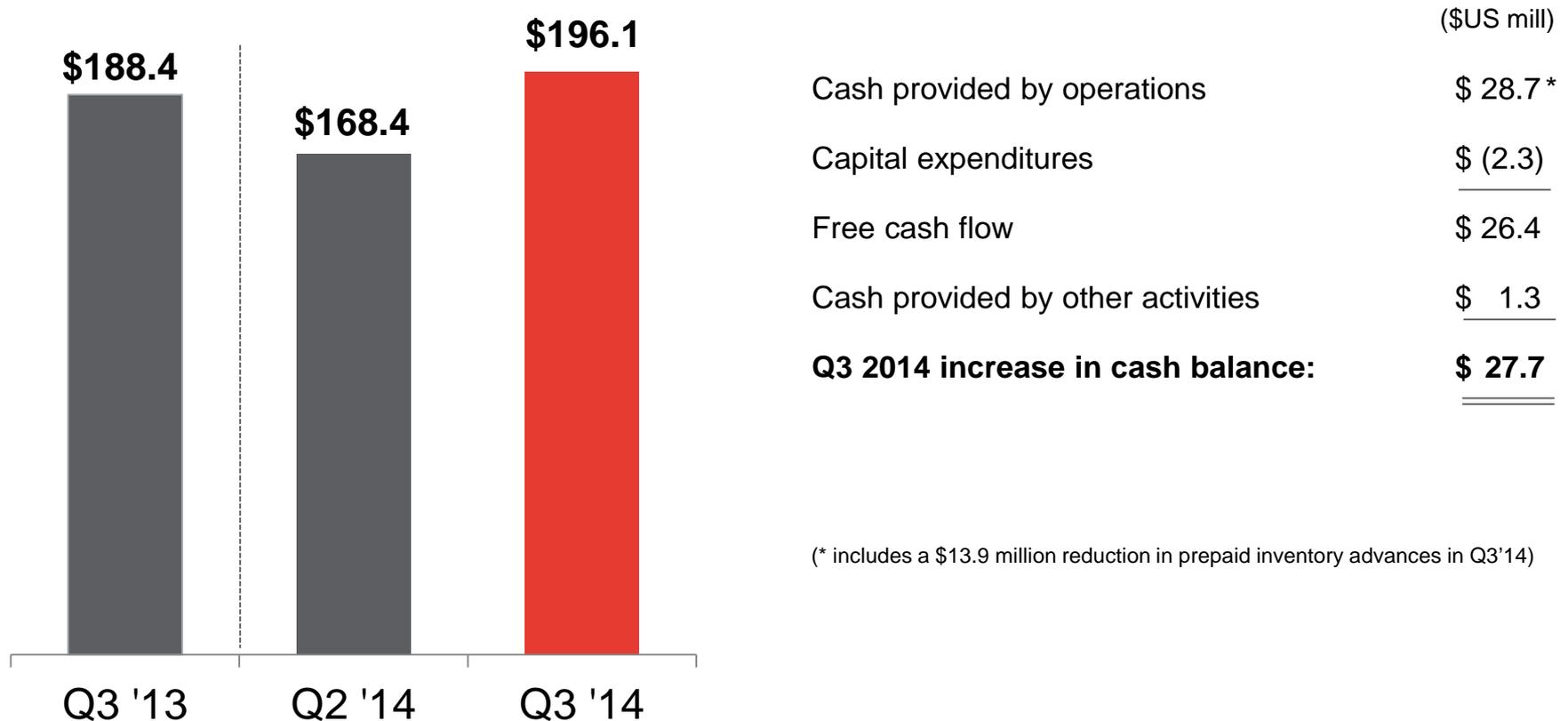
■ Enterprise Solutions
■ OEM Solutions

(1) Non-GAAP financial measures exclude the impact of: stock-based compensation expense and related social taxes, acquisition and disposition costs, acquisition amortization, impairment, integration costs, restructuring costs, foreign exchange gains or losses 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 and related social taxes, acquisition costs, restructuring costs, integration costs, impairment and amortization.

Strong Cash Position and Debt Free

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



(* includes a \$13.9 million reduction in prepaid inventory advances in Q3'14)

Financial Guidance Summary

Non-GAAP⁽¹⁾ Financial Guidance (\$USD millions, except EPS)

	Q4 2014 Guidance
Revenue	\$145.0 to \$148.0 million
Earnings from operations	\$9.0 to \$10.0 million
Net earnings	\$7.9 to \$8.8 million
Diluted Earnings per share	\$0.25 to \$0.28 per share

(1) Non-GAAP financial measures exclude the impact of: stock-based compensation expense and related social taxes, acquisition and disposition costs, acquisition amortization, impairment, integration costs, restructuring costs, foreign exchange gains or losses on translation of balance sheet accounts, and certain tax adjustments

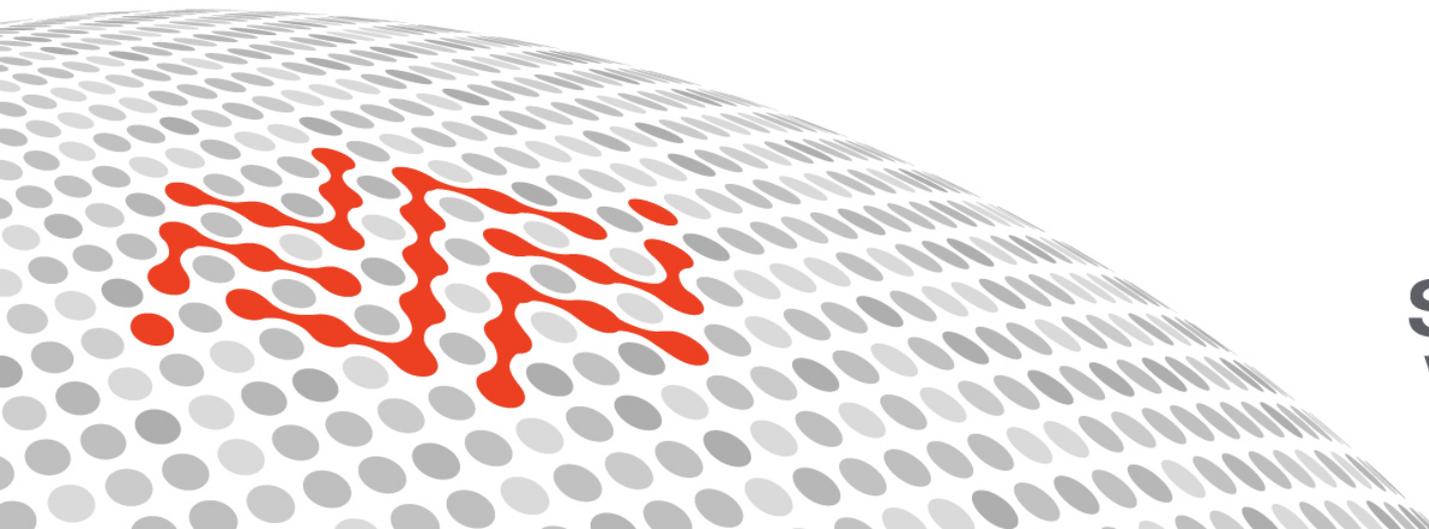
Q3 2014 Summary

- Continued strong revenue growth
- Continued improvements in profitability and operating leverage
- World's leading M2M pure play
 - Market share & technology leader
 - Expanding in the value chain
 - Customer acquisition momentum
- Creating value with acquisitions

Trusted M2M partner to leading global customers



Q&A Session



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