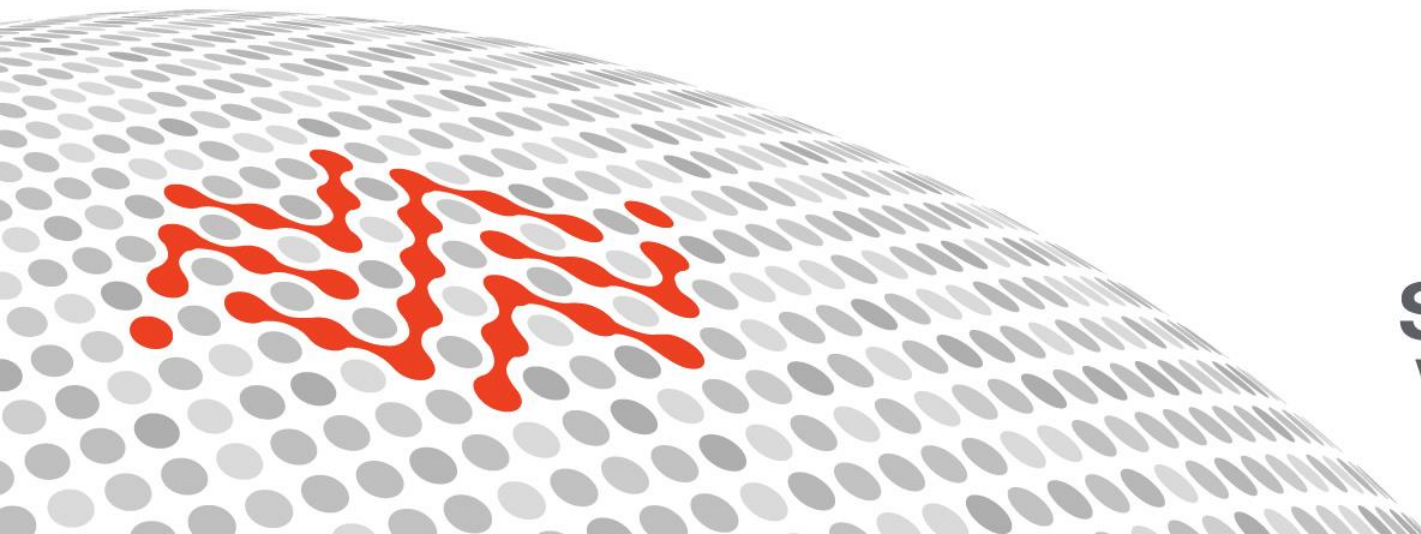


Second Quarter 2015 Results

August 6, 2015



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 Q3 2015, our guidance drivers for 2015 and our business outlook for 2015 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;
 - Our ability to integrate acquired businesses and realize expected benefits;
 - 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;
 - 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
 - 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.

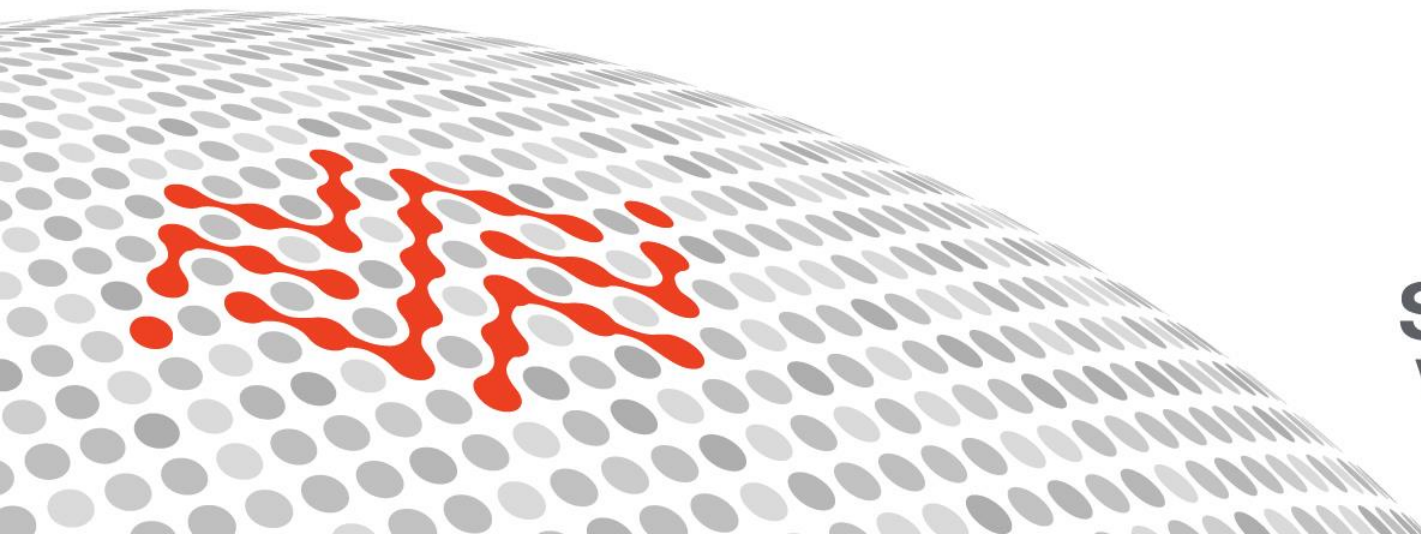
Investors are cautioned not to place undue reliance on these forward-looking statements. No forward-looking statement is a guarantee of future results.

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.

Business Overview

Jason Cohenour, Chief Executive Officer



Q2 2015 Highlights

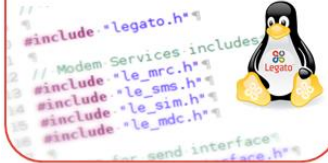
- Record quarterly revenue in Q2'15
- Revenue increased 17.0% year-over-year to \$158.0 million
 - Organic revenue growth of 13.7%
- Adjusted EBITDA increased 93% year-over-year to \$13.1 million
- Non-GAAP earnings from operations increased 193% year-over-year to \$10.7 million
- Completed purchase of Accel Networks; announced acquisition of MobiquiThings
 - Accelerating Device-to-Cloud strategy

Sierra Wireless is Building the Internet of Things

Technology leadership

4G LTE

Innovative open-source embedded platforms



Industry's broadest product portfolio



Strong global presence



AirVantage cloud

AirVantage

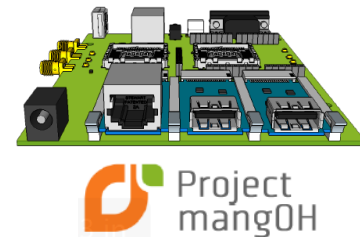
IoT managed connectivity services



OEM Solutions

Q2'15 Revenue: \$138.2M ↑ 18.5% YoY (Non-GAAP GM: 29.8%)

- Strong year-over-year revenue growth
 - Led by Automotive, Transportation, Energy and Enterprise Networking
- Record number of design wins in Q2'15
 - Wins were broad based across multiple market segments
- Technology and innovation leadership
 - Announced next-generation AirPrime WP Series smart module with Legato
 - Announced Open Hardware reference design to accelerate IoT development



Enterprise Solutions

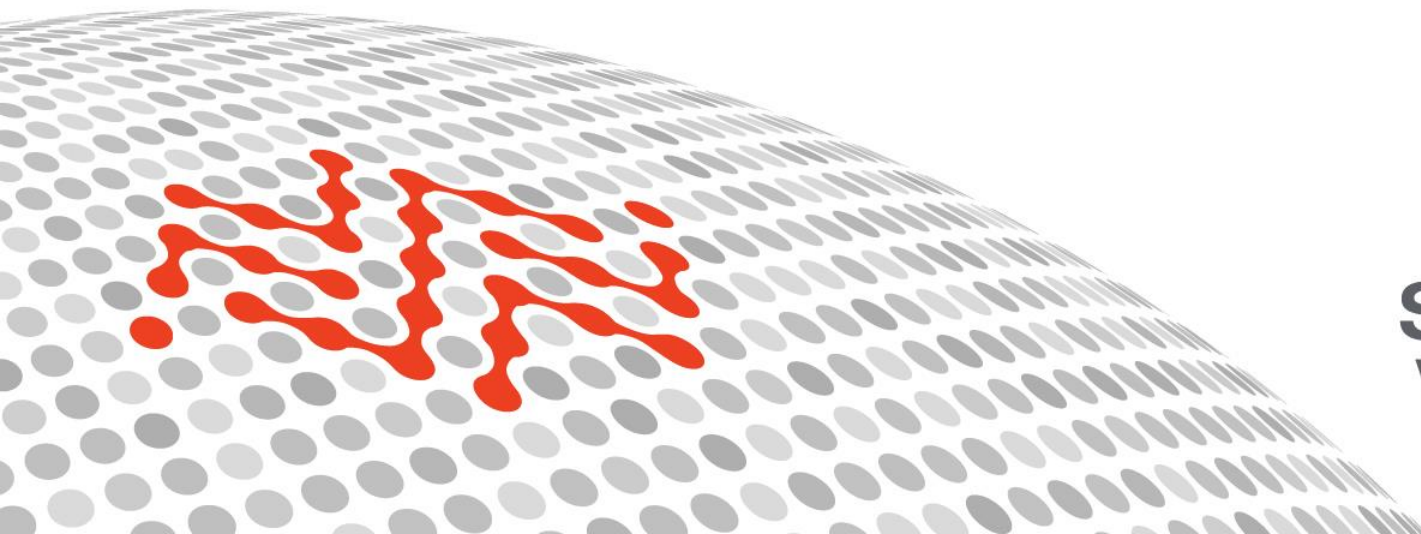
Q2'15 Revenue: \$19.8M ↑ 7.6% YoY (Non-GAAP GM: 50.3%)

- Second quarter revenue included \$4.1m from Wireless Maingate
- New customer wins in Transit, Energy, Public Safety and Industrial
- Re-aligning organization to drive growth in Gateway solutions and Cloud & Connectivity services
- Maingate now integrated with AirVantage; strengthens our device-to-cloud offering
- New Cloud & Connectivity wins validating our IoT services model



Financial Overview

David McLennan, Chief Financial Officer



Summary of Key Financial Metrics

Q2 2015 Financial Metrics

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

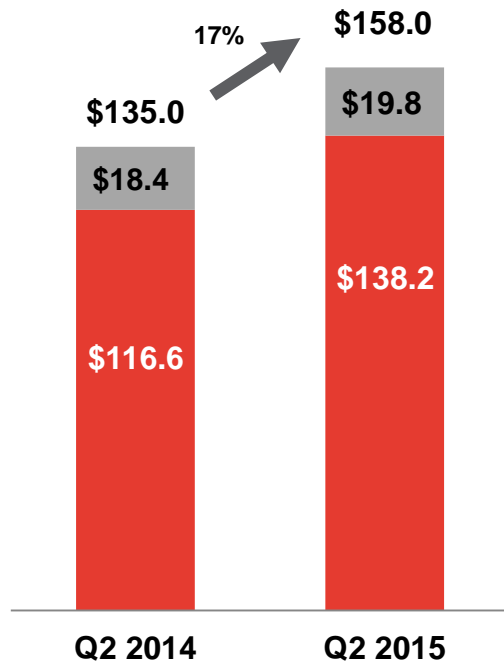
	Q2 2015 Results			
	GAAP Actual	Non-GAAP ⁽¹⁾ Actual	Non-GAAP ⁽¹⁾ (excluding Accel)	Non-GAAP ⁽¹⁾ Guidance
Revenue	\$158.0	\$158.0	\$157.7	\$153 – \$156
Gross Margin (%)	32.3%	32.4%	32.3%	
Operating Expenses	\$46.8	\$40.4	\$40.3	
Adjusted EBITDA ⁽²⁾	n/a	\$13.1	\$13.1	
Earnings from operations	\$4.1	\$10.7	\$10.7	\$8.5 – \$10.0
Net Earnings	\$4.1	\$8.6	\$8.6	\$6.7 – \$7.9
Earnings per share (f.d.)	\$0.12	\$0.26	\$0.26	\$0.21 – \$0.24

(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.

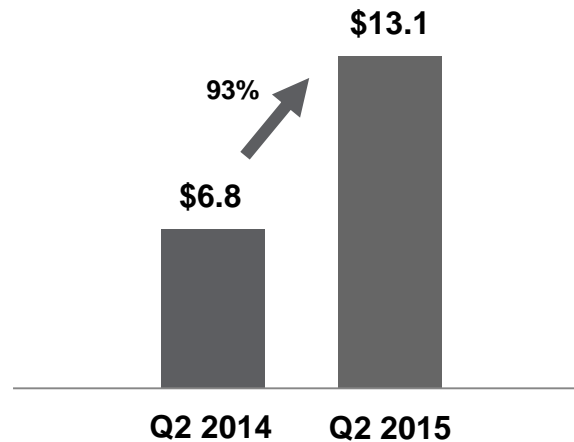
Q2 2015 – Non GAAP Operating Results⁽¹⁾

Quarterly Revenue
(\$USD millions)

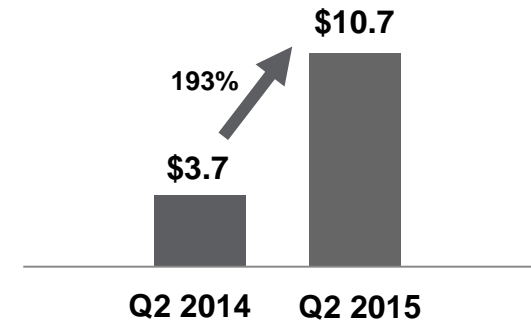


■ Enterprise Solutions
■ OEM Solutions

Adjusted EBITDA⁽²⁾
(\$USD millions)



Earnings from Operations
(\$USD millions)

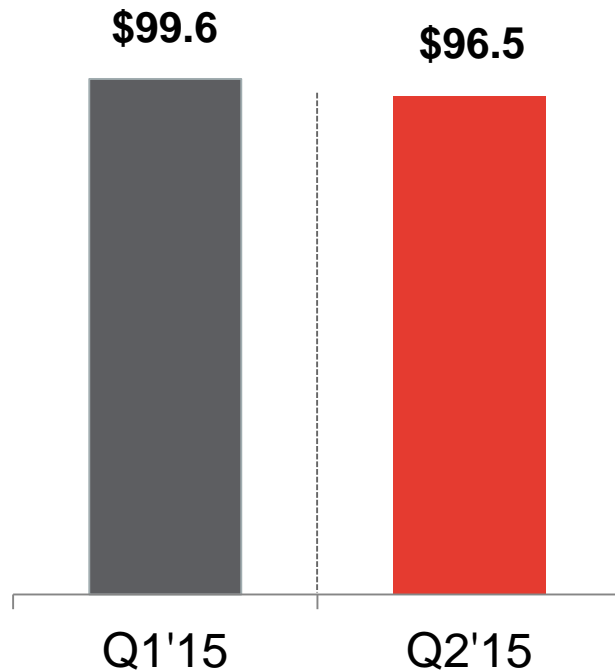


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(2) Adjusted EBITDA as defined equates to earnings (loss) from operations plus stock-based compensation expense and related social taxes, acquisition costs, restructuring costs, integration costs, impairment and amortization.

Solid Cash Position and Debt Free

Cash & Cash Equivalents (\$USD millions)



Balance sheet remains strong with
\$96.5 million in cash and no debt

(US\$ millions)	Q2 2015
Cash provided from operations	12.9
Capital expenditures	(4.2)
Free cash flow	8.7
Acquisition of Accel Networks	(9.3)
Other	(2.5)
Decrease in cash balance	<u>(3.1)</u>

Q3'15 Financial Guidance

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

	Q3 2015 Guidance*
Revenue	\$157.0 to \$160.0 million
Earnings from operations	\$9.5 to \$11.0 million
Net earnings	\$7.5 to \$9.0 million
Diluted Earnings per share	\$0.23 to \$0.27 per share

*(*Q3 2015 guidance does not include any contribution from the announced acquisition of MobiquiThings)*

(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

Acquisition of MobiquiThings

- Founded in 2010; based in France
- Innovative provider of managed wireless connectivity services for IoT
- More than 100,000 connectivity subscribers
- Strong coverage footprint
- Advanced core technology platform
- Unique multi-IMSI and OTA SIM management capabilities to maximize flexibility and QOS
- Purchase agreement of €14 million + earnout
- Expect 2015 revenue of approx. €3.0 million and breakeven adjusted EBITDA
- Acquisition expected to close in Q3 2015



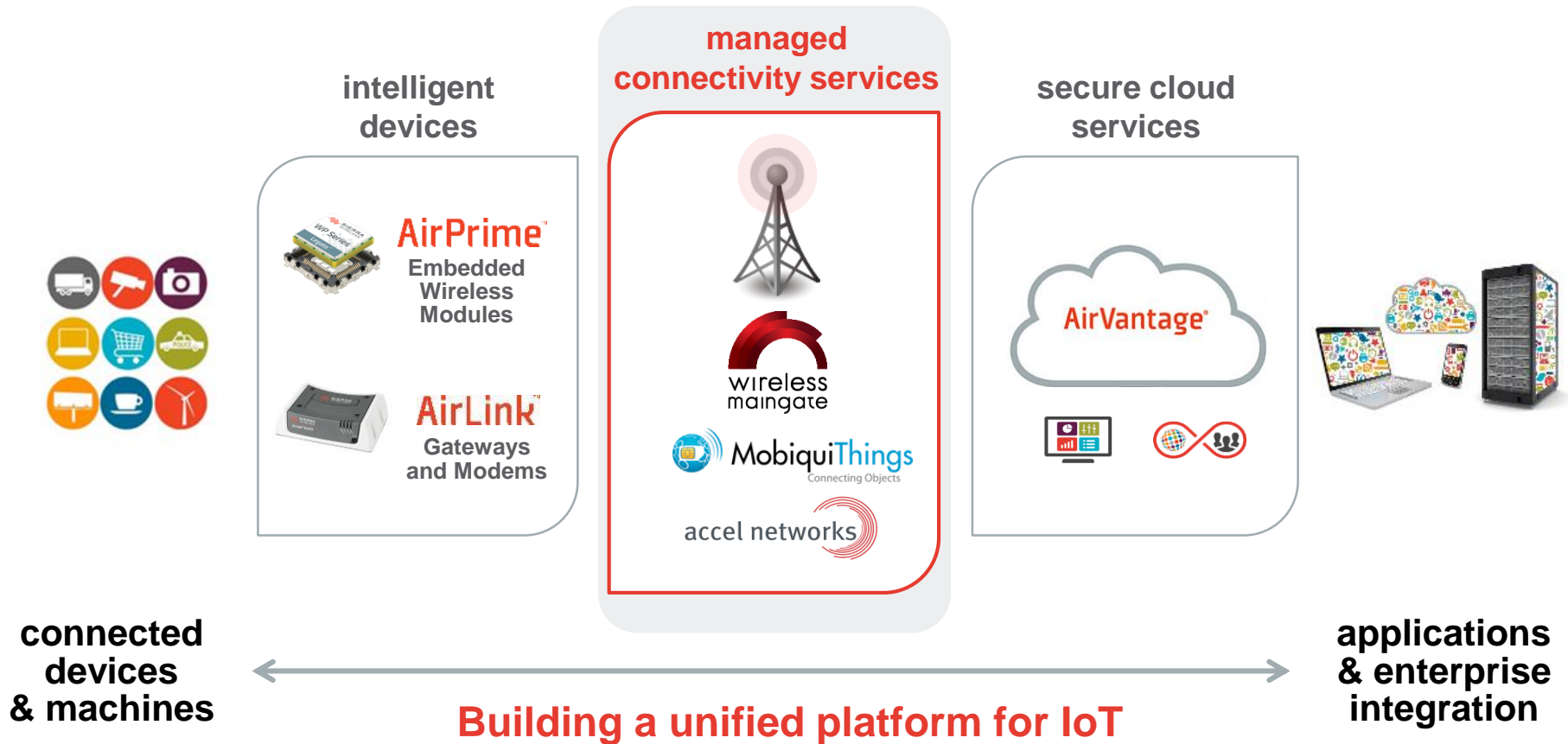
MobiquiSIM



Sophia-Antipolis, France

Accelerating device to cloud strategy

Making it faster and easier for customers to build, deploy and manage their IoT solutions



Q2 2015 Summary

- Continued strong year-over-year revenue growth in Q2
- Continued improvements in profitability and operating leverage
- Continue to strengthen our strategic IoT position with acquisitions
- Building the Internet of Things with innovative device-to-cloud solutions

Trusted IoT partner of leading global customers



PEUGEOT



Honeywell



OCTO



PHILIPS



Q&A Session

