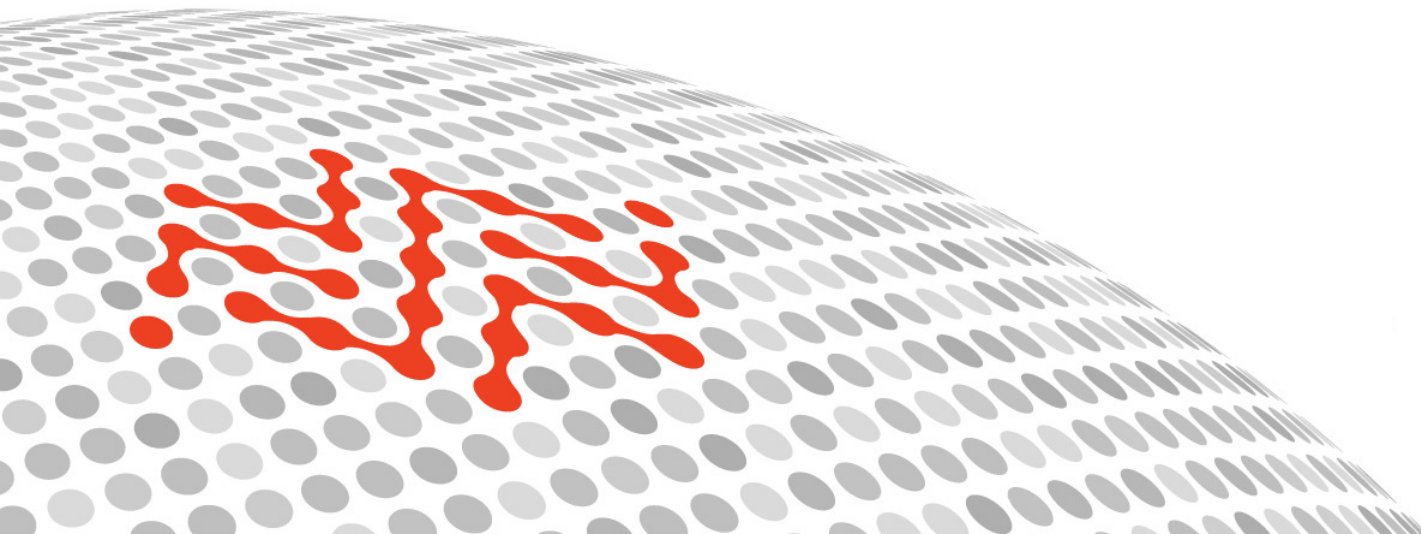


Sierra Wireless & Device-to-Cloud

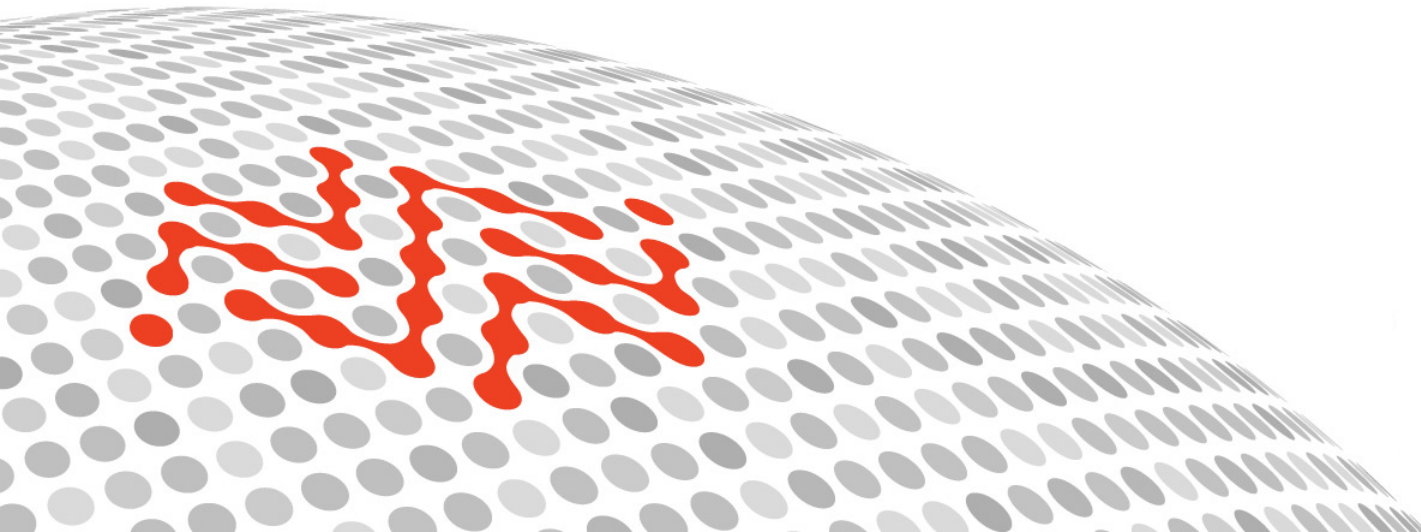
Jason Krause. SVP Corporate Development

(a.k.a.)

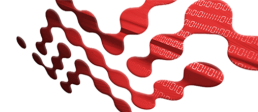
Philippe Guillemette, Chief Technology Officer



Who is Sierra Wireless?



Sierra Wireless, Inc.



Sierra Wireless Developer Day 2014

- The global leader in M2M devices and cloud services
- Industry's most comprehensive offering
- Proven technology innovators and trusted partner

Founded in 1993

2013 revenue: \$442 million

Publicly listed:
NASDAQ (SWIR)
TSX (SW)



Customers in 130+ countries

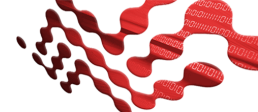
Enabling the Internet of Things

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By providing
intelligent
wireless
solutions
for M2M



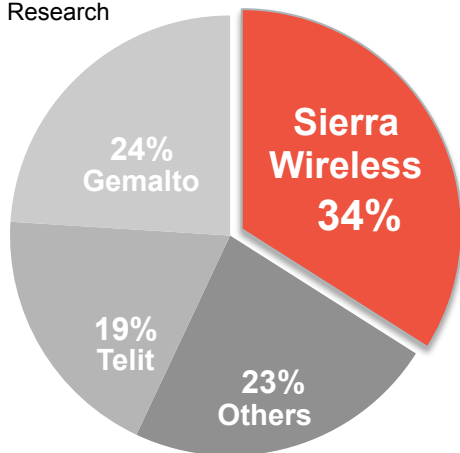
M2M Industry's Clear Market Winner



Sierra Wireless Developer Day 2014

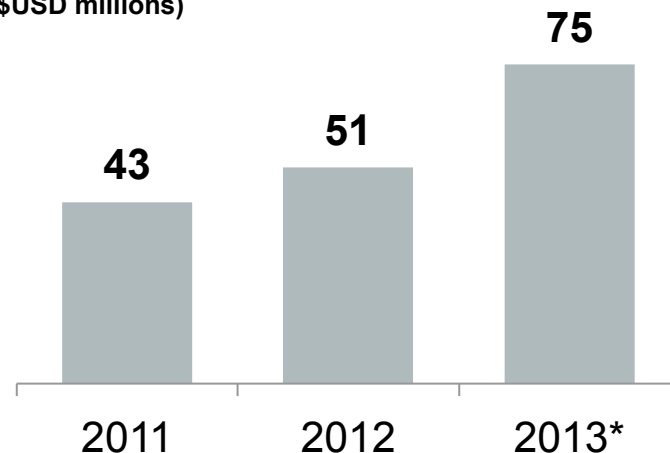
Leader in embedded module market share

Source: ABI Research



Leader in cloud-managed gateways and modems

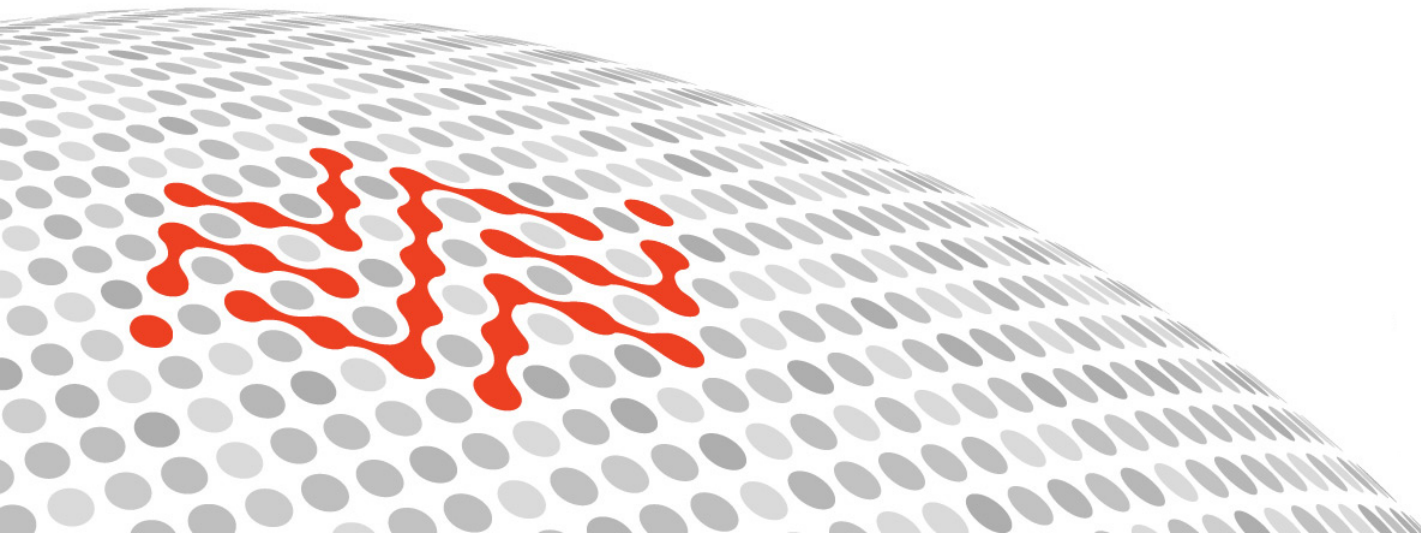
Enterprise Solutions Pro-Forma Revenue
(\$USD millions)



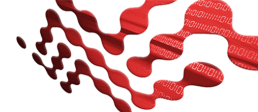
> 80 million M2M devices shipped... powering the Internet of Things

*2013 includes full year InMotion pro-forma

Sierra Wireless Device-to-Cloud



Significant Barriers to M2M Deployments



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Barriers

Complex architecture

High development costs

Short-lived components

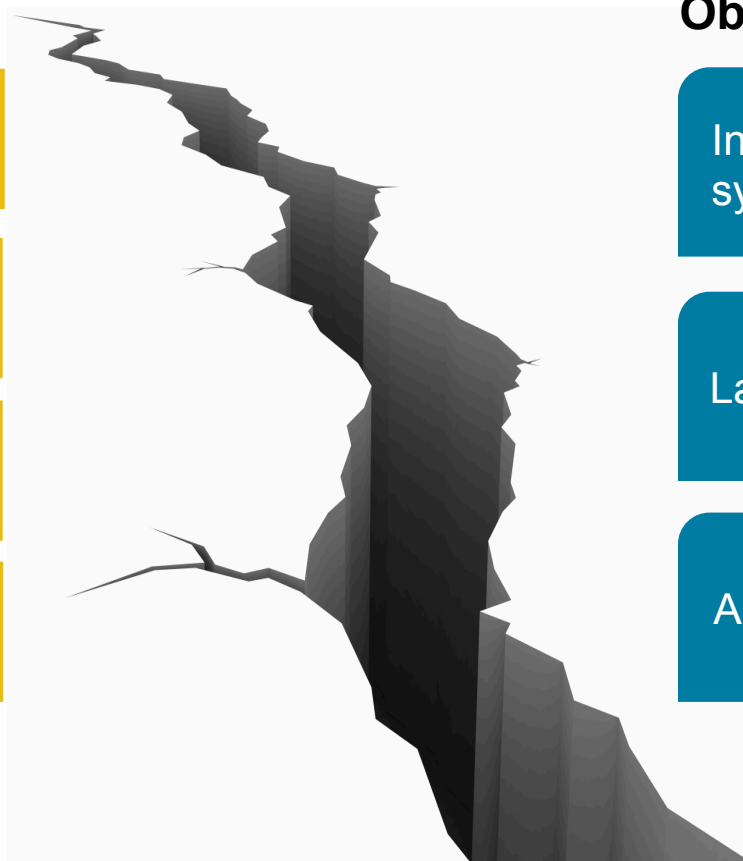
High maintenance
time and costs

Objectives

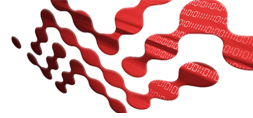
Integration with many
systems

Large-scale deployments

A long device lifecycle



Complexity is constraining market growth



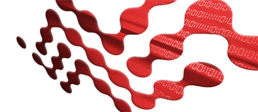
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Sierra Wireless Customer Survey – 2014

Question: what are the biggest barriers to adopting M2M connectivity? (rank in order)

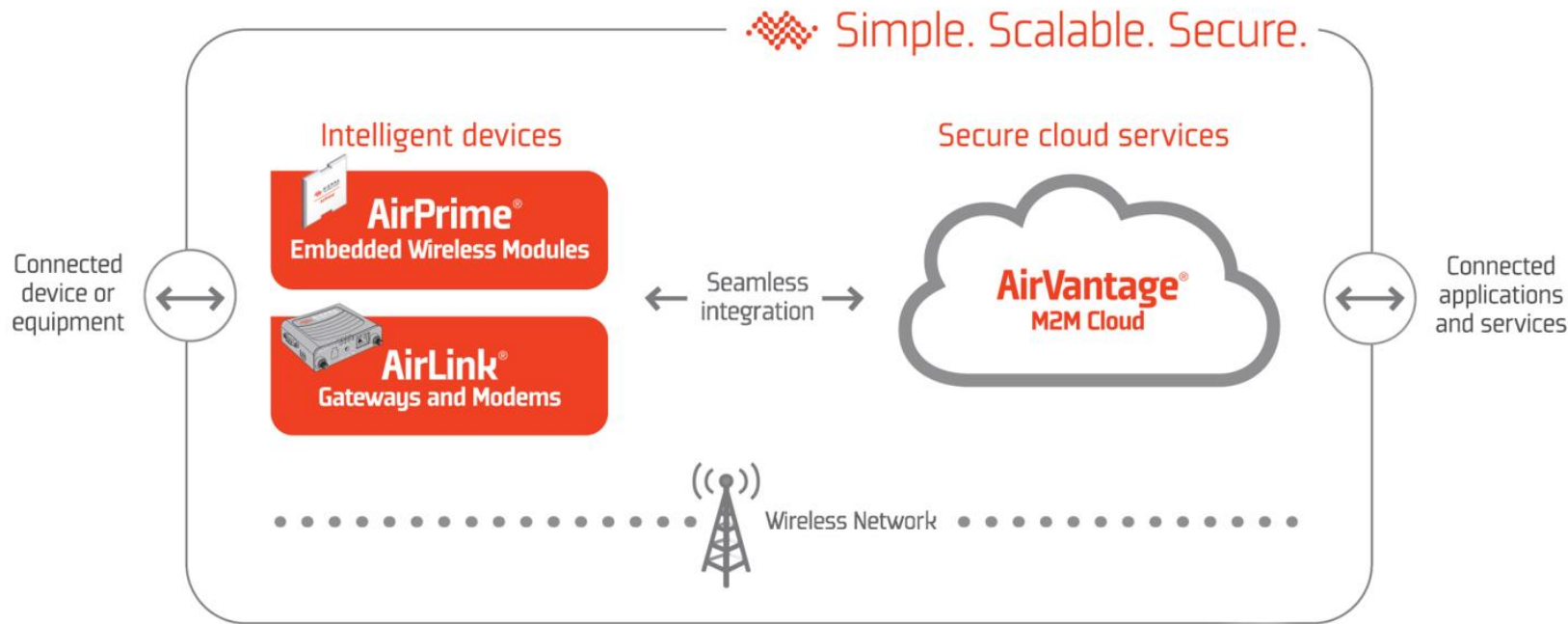


Solution: Device-to-Cloud

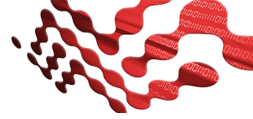


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**Device-to-cloud offering powers customers' M2M applications:
easy-to-use, scalable, secure, integrated, open**



Intelligent Devices



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AirPrime Embedded Wireless Modules

SMART



ESSENTIAL



AirLink Modems & Gateways

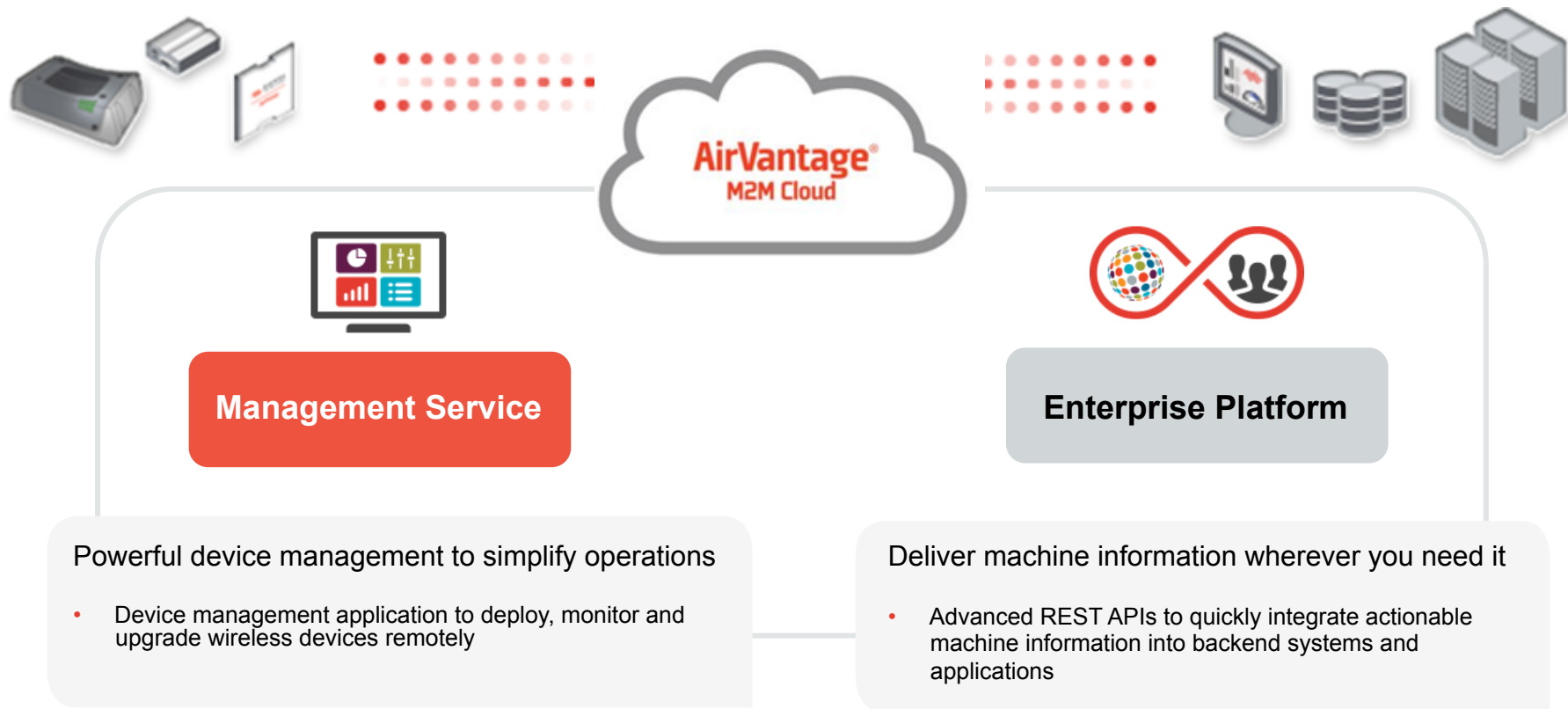


2G, 3G, 4G LTE Global Deployments

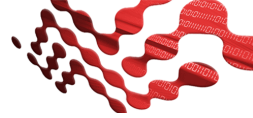
Industrial & Commercial Grade Embedded Programmability

Secure Cloud Services

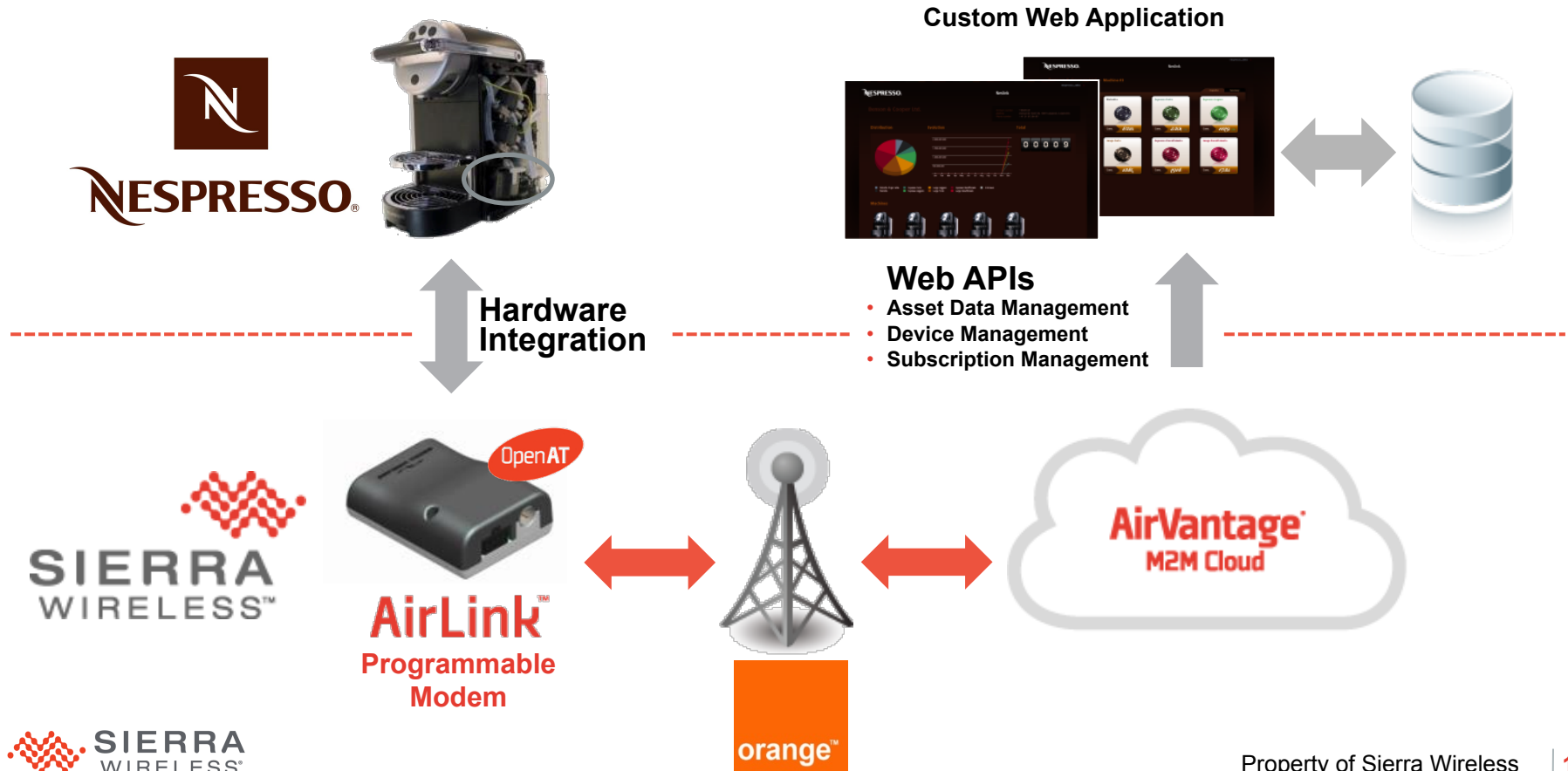
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Device-to-Cloud in action!



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Thank You

