



# Reconciliation of Q1 2021 GAAP to Non-GAAP Results

May 13, 2021



**SIERRA**  
WIRELESS



# Reconciliation of GAAP to Non-GAAP Results

With reference to our press release of May 13, 2021, we are providing additional non-material information regarding our reconciliation of Q1 2021 GAAP to non-GAAP results.

Our consolidated financial statements are prepared in accordance with U.S. GAAP on a basis consistent for all periods presented. The results of operations of our automotive business are reported as discontinued operations. In addition to results reported in accordance with U.S. GAAP, we use non-GAAP financial measures as supplemental indicators of our operating performance. The term “non-GAAP financial measure” is used to refer to a numerical measure of a company’s historical or future financial performance, financial position or cash flows that: (i) excludes amounts, or is subject to adjustments that have the effect of excluding amounts, that are included in the most directly comparable measure calculated and presented in accordance with U.S. GAAP in a company’s statement of earnings, balance sheet or statement of cash flows; or (ii) includes amounts, or is subject to adjustments that have the effect of including amounts, that are excluded from the most directly comparable measure so calculated and presented. We refer to gross margin, operating expenses, earnings (loss) from operations, net earnings (loss) from continuing operations and net earnings (loss) per share from continuing operations adjusted for specific items that affect comparability as non-GAAP gross margin, non-GAAP operating expenses, non-GAAP earnings (loss) from operations, non-GAAP net earnings (loss) from continuing operations, non-GAAP diluted net earnings (loss) per share from continuing operations, adjusted earnings before interest, taxes, depreciation and amortization (adjusted EBITDA), respectively. We disclose non-GAAP amounts as we believe that these measures provide better information on actual operating results and assist in comparisons from one period to another.

Readers are cautioned that non-GAAP financial measures do not have any standardized meaning prescribed by U.S. GAAP and therefore may not be comparable to similar measures presented by other companies.

# Q1 2021 Reconciliation of GAAP to Non-GAAP Results

In thousands of U.S. dollars, except earnings per share	GAAP Q1 2021									Non GAAP Q1 2021
		Purchase Price Amortization	Restructuring, Integration, Acquisition & Other	CEO Retirement/ Search	CEWS & COVID-19 Relief	Stock Compensation & Related Social Taxes	Phantom RSU Expense	Foreign Exchange Gain (Loss)	Allocation of Realized Gain (Loss) on Hedge Contracts	
<b>Revenue</b>	<b>108,062</b>									<b>108,062</b>
Cost of sales	<b>70,335</b>	-	-	-	(43)	105	4	-	7	<b>70,262</b>
<b>Gross margin</b>	<b>37,727</b>	-	-		43	(105)	(4)	-	(7)	<b>37,800</b>
<i>GM %</i>	<b>34.9%</b>									<b>35.0%</b>
Sales and marketing	<b>19,821</b>	-	-	-	(482)	1,364	90	-	137	<b>18,712</b>
Research and development	<b>17,484</b>	64	-	-	(1,177)	1,059	58	-	318	<b>17,162</b>
Administration	<b>16,099</b>	-	299	1,655	(347)	5,400	54	-	95	<b>8,943</b>
Restructuring	<b>2,574</b>	-	2,574	-	-	-	-	-	-	<b>-</b>
Acquisition-related and Integration	<b>209</b>	-	209	-	-	-	-	-	-	<b>-</b>
Amortization	<b>4,624</b>	3,071	-	-	-	-	-	-	-	<b>1,553</b>
Total Operating Expenses	<b>60,811</b>	3,135	3,082	1,655	(2,006)	7,823	202	-	550	<b>46,370</b>
<b>Earnings (loss) from operations</b>	<b>(23,084)</b>	(3,135)	(3,082)	(1,655)	2,049	(7,928)	(206)	-	(557)	<b>(8,570)</b>
Foreign exchange gain (loss)	<b>(4,259)</b>	-	-	-	-	-	-	(4,816)	557	<b>-</b>
Other income (expense)	<b>(643)</b>	-	(533)	-	-	-	-	-	-	<b>(110)</b>
Total other income (loss)	<b>(4,902)</b>	-	(533)	-	-	-	-	(4,816)	557	<b>(110)</b>
Earnings (loss) before income taxes	<b>(27,986)</b>	(3,135)	(3,615)	(1,655)	2,049	(7,928)	(206)	(4,816)	-	<b>(8,680)</b>
Income tax expense (recovery)	<b>552</b>	(43)	(312)	-	12	(31)	(19)	-	-	<b>945</b>
<b>Net earnings (loss) from continuing operations</b>	<b>(28,538)</b>	(3,092)	(3,303)	(1,655)	2,037	(7,897)	(187)	(4,816)	-	<b>(9,625)</b>
<b>Basic and diluted net earnings (loss) per share from continuing operations (in dollars)</b>	<b>(0.78)</b>									<b>(0.26)</b>
Weighted average number of basic and diluted shares	<b>36,736</b>									<b>36,736</b>
<b>Adjusted EBITDA</b>	<b>N/A</b>									<b>(4,397)</b>