

SIERRA WIRELESS, INC.
REVENUE BY SEGMENT AND PRODUCT
(Unaudited)

(in thousands of U.S. dollars)

| | Three months ended September 30 | | Nine months ended September 30 | |
|-----------------------------------------------------------|----------------------------------------|--------------|---------------------------------------|--------------|
| | 2011 | 2010 | 2011 | 2010 |
| M2M | | | | |
| AirPrime Embedded Wireless Modules (excludes PC OEMs) (1) | \$ 63,635 | \$ 60,889 | \$ 186,089 | \$ 206,095 |
| AirLink Intelligent Gateways and Routers | 9,928 | 12,482 | 28,910 | 35,210 |
| AirVantage M2M Cloud Platform and Other | <u>1,752</u> | <u>2,770</u> | <u>6,952</u> | <u>7,114</u> |
| | \$ 75,315 | \$ 76,141 | \$ 221,951 | \$ 248,419 |
| Mobile Computing | | | | |
| AirCard Mobile Broadband Devices | \$ 60,453 | \$ 90,368 | \$ 177,442 | \$ 216,333 |
| AirPrime Embedded Wireless Modules for PC OEMs | 9,771 | 6,054 | 28,375 | 16,154 |
| Other | <u>1,288</u> | <u>169</u> | <u>3,222</u> | <u>2,259</u> |
| | \$ 71,512 | \$ 96,591 | \$ 209,039 | \$ 234,746 |

1) Barnes & Noble contributed nil in M2M revenue in the three months ended September 30, 2011 compared to \$10.5 million in the three months ended September 30, 2010. In the nine months ended September 30, 2011, Barnes & Noble contributed \$0.7 million in M2M revenue compared to \$55.8 million in the nine months ended September 30, 2010.