



# Investor Presentation

**May 2025**

Dr. Georges Karam, CEO & Deborah Choate, CFO

# Safe Harbor

This presentation contains certain statements that are, or may be deemed to be, forward-looking statements with respect to the financial condition, results of operations and business of Sequans, including revenue expectations in Q2 2025, revenue trends in 2025 and 2026 and three-year revenue pipeline. These forward-looking statements include, but are not limited to, statements that are not historical fact. These forward-looking statements can be identified by the fact that they do not relate to historical or current facts. Forward-looking statements also often use words such as “anticipate,” “committed to”, “target,” “continue,” “estimate,” “expect,” “forecast,” “intend,” “may,” “plan,” “goal,” “believe,” “hope,” “aims,” “continue,” “could,” “project,” “should,” “will” or other words of similar meaning. These statements are based on assumptions and assessments made by Sequans in light of its experience and perception of historical trends, current conditions, future developments and other factors they believe appropriate. By their nature, forward-looking statements involve risk and uncertainty, because they relate to events and depend on circumstances that will occur in the future and the factors described in the context of such forward-looking statements in this announcement could cause actual results and developments to differ materially from those expressed in or implied by such forward-looking statements. Although it is believed that the expectations reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations will prove to be correct, and you are therefore cautioned not to place undue reliance on these forward-looking statements which speak only as at the date of this announcement.

Forward-looking statements are not guarantees of future performance. Such forward-looking statements involve known and unknown risks and uncertainties that could significantly affect expected results and are based on certain key assumptions. Such risks and uncertainties include, but are not limited to, potential adverse reactions or changes to business relationships resulting from the completion of the Qualcomm transaction. Many factors could cause actual results to differ materially from those projected or implied in any forward-looking statements. Among the factors that could cause actual results to differ materially from those described in the forward-looking statements are changes in the global, political, economic, business and competitive environments, market and regulatory forces, including tariffs and trade wars. If any one or more of these risks or uncertainties materialize or if any one or more of the assumptions prove incorrect, actual results may differ materially from those expected, estimated or projected. Such forward-looking statements should therefore be construed in the light of such factors. A more complete description of these and other material risks can be found in Sequans’ filings with the SEC, including its annual report on Form 20-F for the year ended December 31, 2024, subsequent filings on Form 6-K and other documents that may be filed from time to time with the SEC. Due to such uncertainties and risks, readers are cautioned not to place undue reliance on such forward-looking statements, which speak only as of the date of this announcement. Sequans undertakes no obligation to update or revise any forward-looking statement as a result of new information, future events or otherwise, except as required by applicable law. All financial results described in this earnings release should be considered preliminary; final results are subject to finalization of the allocation of the ACP acquisition purchase price.



Leading Semiconductors for 4G and 5G Cellular IoT

## Global Presence

Headquartered in France

## >200 Team

80% Engineering

## Founded in 2003, Listed on NYSE

Ticker: SQNS

## Top-tier IoT Industry Customer Base

**\$36.8 M**

Revenue in 2024

**\$8.1 M**

Revenue in Q1 2025

**\$45.9 M**

Cash<sup>(1)</sup> and nearly no Debt<sup>(2)</sup>

1. Cash on 31 March 2025

2. Other than non-due, government funding

# Innovation, Leadership, and Value Creation Track Record



WIMAX  
2003-2011

- 2003 Co-founded by CEO, Georges Karam in France
- 2011 **#1 WIMAX market share leader**
- 2011 **listed on NYSE** (Ticker: SQNS)



4G IoT  
2011-2024

- 2011 **First 4G-LTE** only (Cat 4) chip
- 2017 **First LTE-M/NB-IoT** chip
- 2024 **First LTE Cat 1bis** certified in North America
- 2024 **Technology Asset Deal with Qualcomm for \$200M**

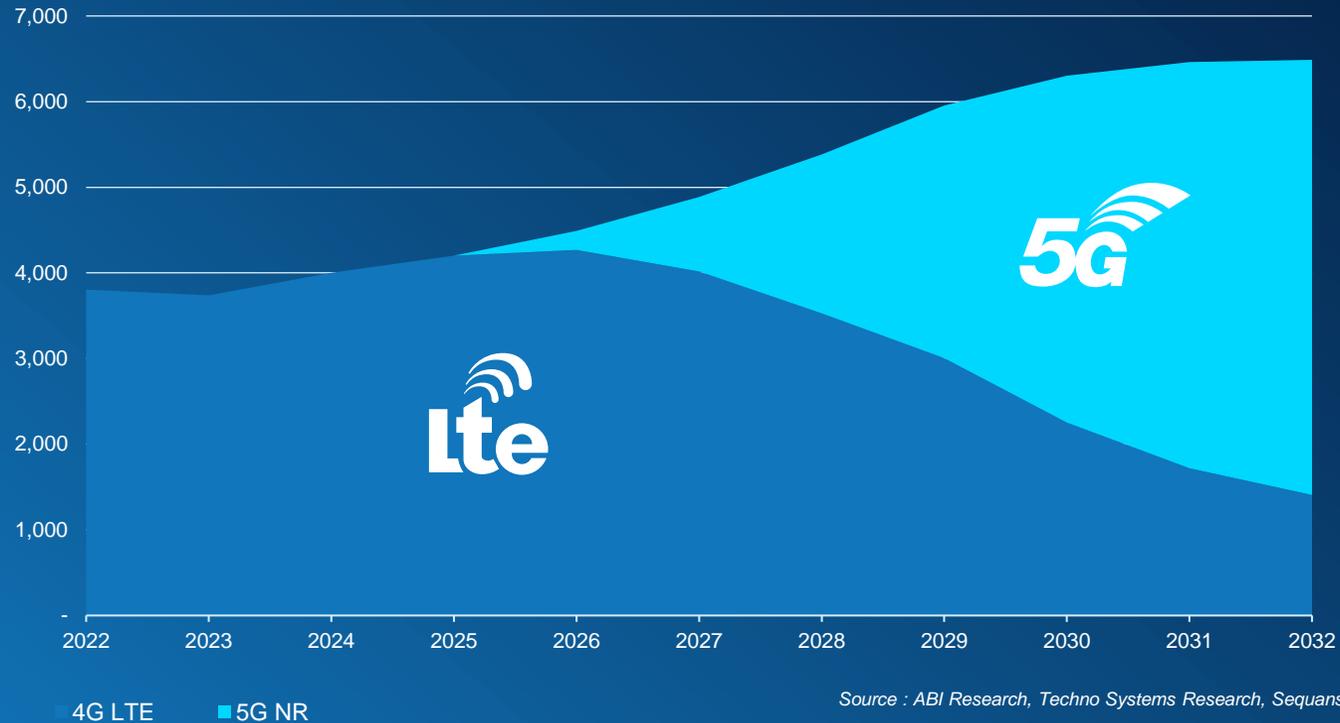


4G and 5G IoT  
2025+

- Strong **design pipeline** (\$450M) with Industry Leaders
- **Best-In-Class 4G portfolio**
- **Leading Innovation** in 5G (eRedCap)

# Market Opportunity: Accelerated Growth of Cellular IoT with 5G transition

Global Revenue TAM for Cellular IoT Modules  
(in USD Billion)



As cellular networks are transitioning to 5G, IoT application providers need future proof solutions supporting 4G and 5G

# Comprehensive 4G & 5G Portfolio Purpose Built for IoT

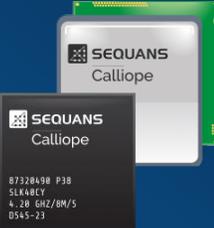
Low Speed, Ultra low power (1 Mbps)

Mid Speed and Voice (10 Mbps)

Hi Speed and Voice (100 Mbps)

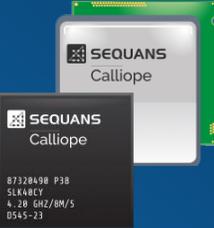
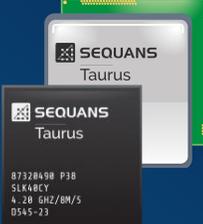


**Lte**  
Shipping

 <p><b>Monarch 2</b> LTE-M &amp; NB-IoT Used in metering and asset tracking</p>	 <p><b>Calliope 2</b> Leading Cat 1bis Used in Telematics</p>	 <p><b>Cassiopeia</b> Cat 4 High speed for public and private networks</p>
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**5G**  
Sampling in 2026

 <p><b>Monarch 3</b> Dual mode 5G eRedCap with LTE-M &amp; NB-IoT</p>	 <p><b>Calliope 3</b> Dual mode 5G eRedCap with LTE Cat 1bis</p>	 <p><b>Taurus LT</b> Dual mode 5G RedCap with LTE Cat 4</p>
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Delivering Breakthroughs in Performance, Low-Power, Cost Efficiency and Security

# Well-Positioned to Grow in Key IoT Markets

## Leading Market Position



Smart Meters



Telematics

## Market Share Gain Opportunity



Security Systems



Healthcare



Asset Tracking



Smart City



Industrial



Space & Defense



Wearable



Payment

## Industry Leaders Trust Sequans' Technology



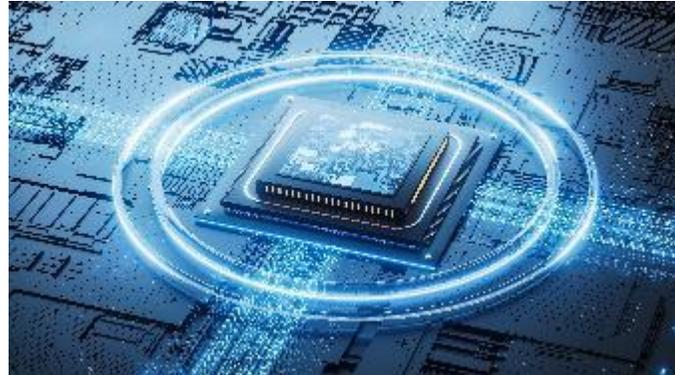
# Sequans Competitive Advantage

## Trusted Supplier



- Strong balance sheet, listed in NYSE
- Headquarter in Europe with global presence
- Endorsed by Industry Leaders in large growing IoT Markets

## Best-In-Class Product & Technology



- Robust 4G and 5G products purpose built for IoT, delivering low-power, high-performance and cost-efficiency
- Track record in innovation and IP development
- Top-tier engineering team and leadership, fully dedicated to IoT

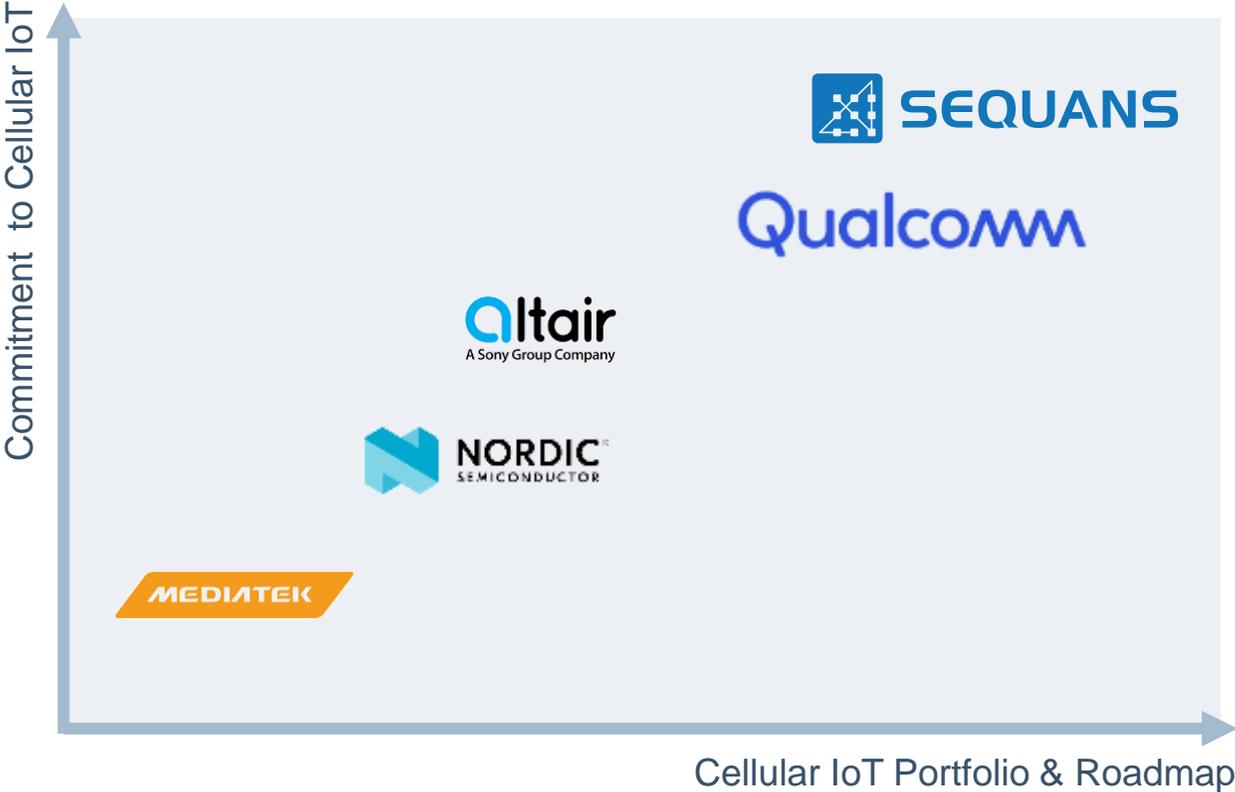
## Differentiated Services



- Ability to supply and tailor all elements needed: IP, chips, module and software
- Flexibility to support our customers with deep knowledge and comprehensive access to all technology components

# Sequans Positioned to Capture Market Share

## Western Semiconductor Companies Serving the Cellular IoT Market



**Unique Position Amplified  
by Current Geopolitical  
Market Dynamics**

# Executing Plan to Achieve Sustained Growth

Activating Multiple Levers to Create Long-Term, Sustainable Growth

1

Converting Existing Design Win Pipeline to Revenue Starting in 2025

Customers completing their product designs for launch in 2025 and 2026

2

Gaining Market Share in Higher Velocity Segments Leading Revenue in 2026

Leverage our competitive advantage to convert new opportunities to design wins

3

Market Share Acceleration and Higher ASP with 5G eRedCap in 2027

5G RedCap/eRedCap Products solve the longevity issue as IoT networks are transitioning from 4G to 5G

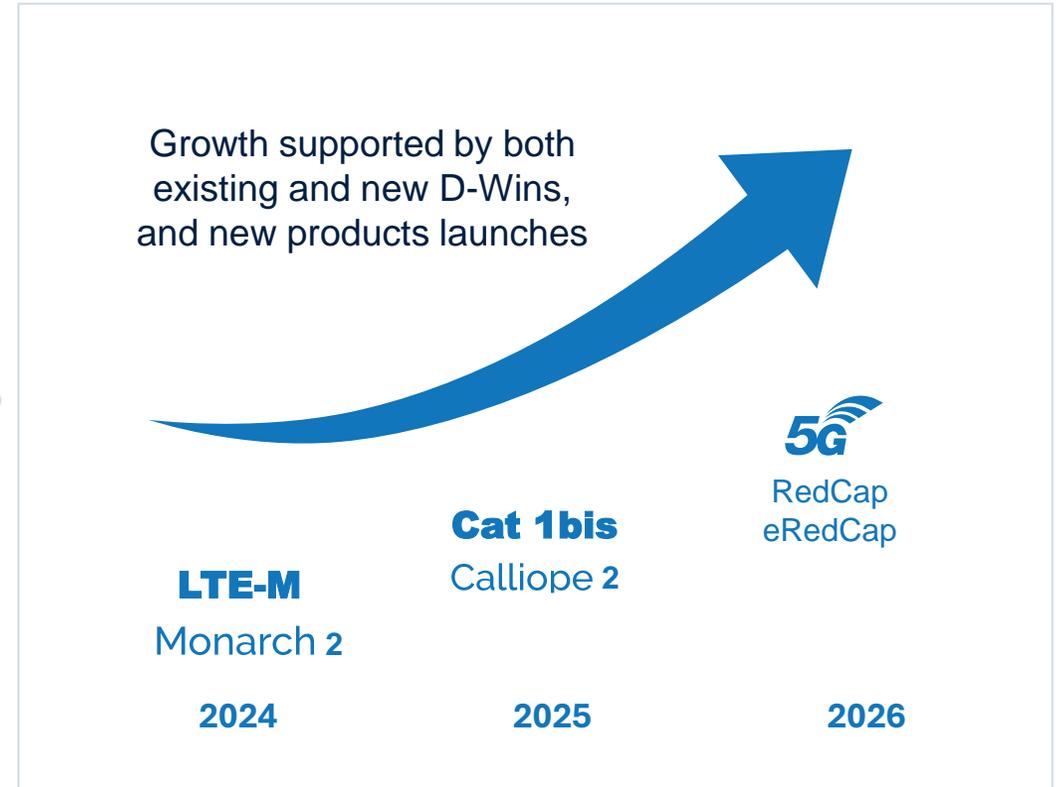
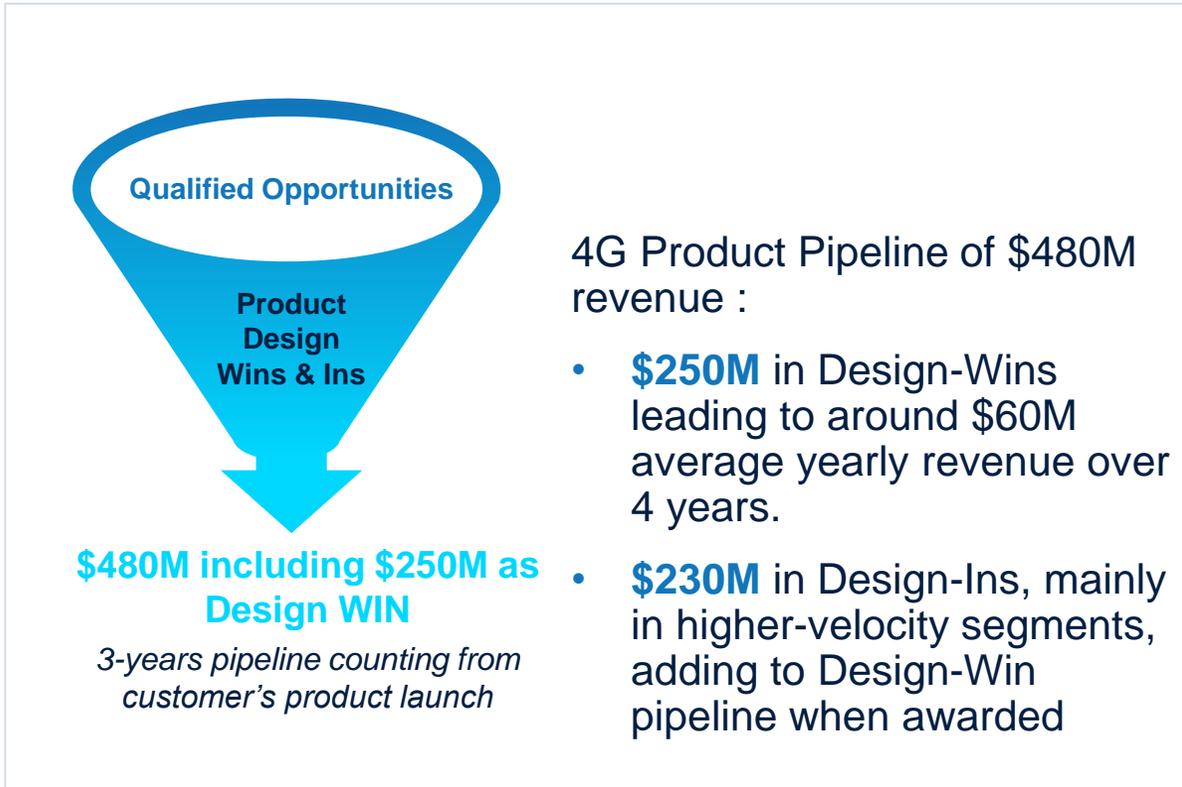
4

Diversification by Developing the Vertical Market Business

RF chip, Licensing, Services and Higher ASP Products Revenue Upside

# Transforming 4G Product Design Pipeline in Revenue

Line-of-sight to 4G Product Revenue supporting break-even goal in 2026



# Financial Overview



**Revenue: \$8.1M Q1 2025 (incl. \$4.5M from Qualcomm 5G license and other revenues)**

Product Revenue is expected to grow in 2025 as existing customers move design wins into production. Revenue in 2025 is expected to come primarily from product sales.



**Opex : \$11.0M in Q1 2025 (non-IFRS)**

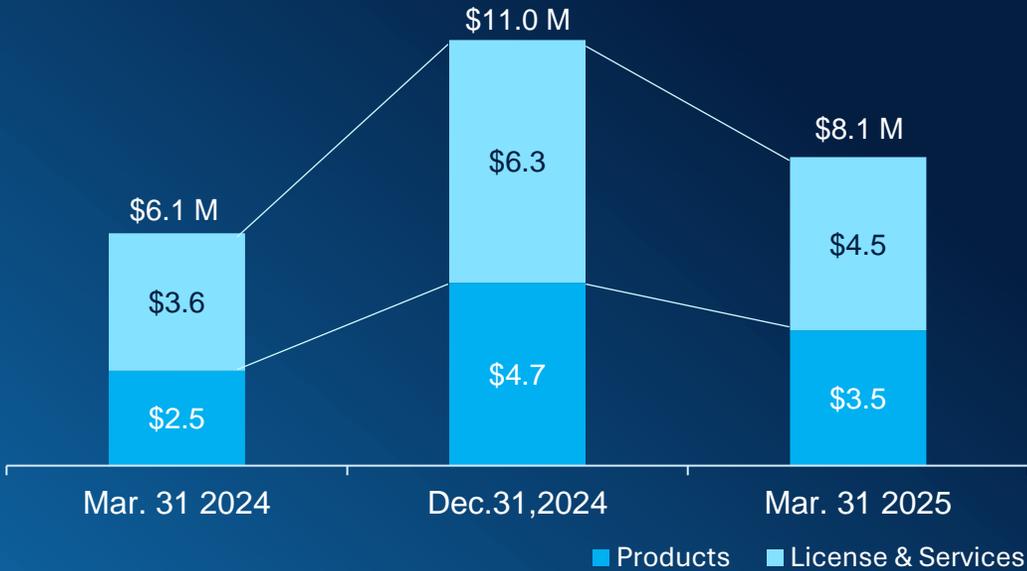
Remain on track to reduce cash operating expenses to target of \$10M per quarter on average in 2025 to support non-IFRS operating income breakeven goal in 2026.



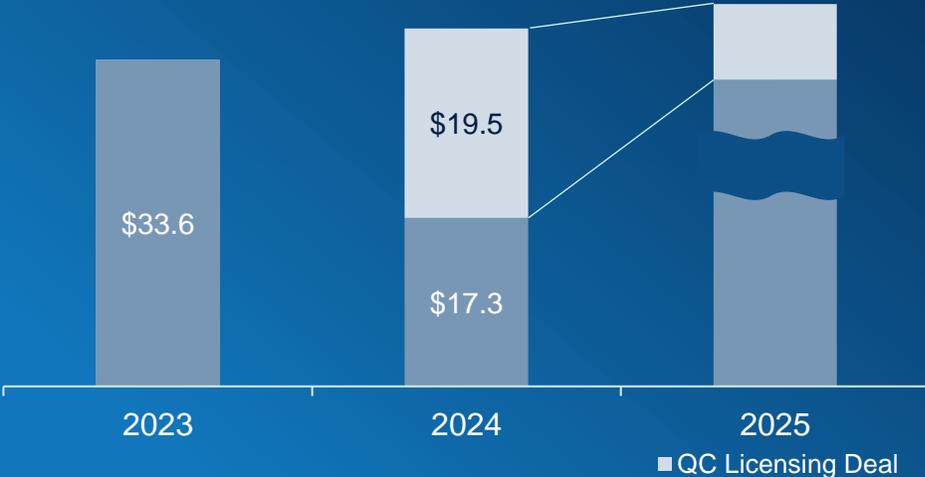
**Balance Sheet**

Cash position was \$45.9M at March 31, 2025. Balance sheet is nearly debt-free – remaining debt is French Government grant advances, loans, and other liabilities of \$4.8M

## Quarterly Revenue Breakdown



## Annual Revenue Breakdown



# Financial Goals and Capital Allocation

## Strategic Financial Management to Drive Sustainable Growth and Efficiency

### 2025 – 2026 Goals

Revenue growth by converting existing Design Win pipeline into revenue and increasing market share in high velocity segments

Target gross margin >50%

Operating income breakeven in 2026, with sustained Free Cash Flow after 2027

### Capital Allocation

Controlled spending to drive cash operating expense reduction of ~\$20M in 2025 vs. 2024

R&D spend correlated to revenue growth, product development focused on eRedCap to drive 2027+ growth

Additional tailwinds from Qualcomm Escrow release and government fundings

# Key Takeaways

## Setting the Stage for Sustainable Growth

- ✓ **Revenue Growth Primarily from Product Revenue**
  1. Pipeline of 4G Design Wins Moving to Production
  2. Gain Market Share in higher velocity IoT market segment
  3. Leverage networks transition from 4G to 5G to gain market share and increase ASP with RedCap/eRedCap products purpose-built for IoT
- ✓ **Augment Revenue with New Licensing Projects and Diversification in Vertical Markets**
- ✓ **Achieve Operating Expense Breakeven in 2026 – revenue growth and lower cash burn**

# Appendix

- Leadership Team and Board of Directors
- Income Statement
- Balance Sheet
- Non-IFRS Financial Results Reconciliation
- Capitalization Table



# Leadership Team and Board of Directors

## Leadership Team



Dr. Georges Karam  
President and CEO



Deborah Choate  
Chief Financial Officer



Bertrand Debray  
Chief of Staff



Louis (Ping Lin) Chuang  
EVP Product  
Management



Nick Taluja  
EVP Worldwide Sales  
and Support



Olivier Pauzet  
EVP Marketing  
and Strategy



Danny Kedar  
EVP of Operations



Dr. Qiuting Huang  
Chief Technology Officer

## Board of Directors



Dr. Georges Karam  
President and CEO



Wes Cummins  
Director



Yves Maitre  
Director



Maria Marced  
Director



Dr. Richard N. Nottenburg  
Director



Hubert de Pesquidoux  
Director



Dominique Pitteloud  
Director



Zvi Slonimsky  
Director

# Preliminary unaudited condensed consolidated statements of operations

thousands of US\$, except share and per share amounts)	Three months ended		
	March 31, 2025 <sup>(1)</sup>	Dec 31, 2024 <sup>(2)</sup>	March 31, 2024 <sup>(3)</sup>
<b>venue :</b>			
Product revenue	\$ 3,509	\$ 4,747	\$ 2,468
License and services revenue	4,545	6,302	3,559
<b>total revenue</b>	<b>8,054</b>	<b>11,049</b>	<b>6,027</b>
<b>cost of revenue</b>	<b>(2,863)</b>	<b>(3,605)</b>	<b>(2,173)</b>
<b>gross profit</b>	<b>5,191</b>	<b>7,444</b>	<b>3,854</b>
research and development expense	(7,227)	(7,522)	(6,613)
sales and marketing expense	(2,337)	(2,411)	(2,872)
general and administrative expense	(2,451)	(3,072)	(2,902)
<b>operating profit (loss)</b>	<b>(6,824)</b>	<b>(5,561)</b>	<b>(8,533)</b>
<b>financial income (expense):</b>			
Interest income (expense), net	368	540	(3,318)
Change in fair value of convertible debt derivative	—	—	(36)
Foreign exchange gain (loss)	(517)	854	264
<b>profit (Loss) before income taxes</b>	<b>(6,973)</b>	<b>(3,835)</b>	<b>(11,623)</b>
<b>income tax expense</b>	<b>(281)</b>	<b>1,458</b>	<b>(167)</b>
<b>profit (Loss)</b>	<b>\$ (7,254)</b>	<b>\$ (2,377)</b>	<b>\$ (11,790)</b>
<b>attributable to :</b>			
Shareholders of the parent	(7,254)	(2,377)	(11,790)
Minority interests	—	—	—
<b>basic income (loss) per ADS</b>	<b>(\$0.29)</b>	<b>(\$0.10)</b>	<b>(\$0.48)</b>
<b>adjusted income (loss) per ADS</b>	<b>(\$0.29)</b>	<b>(\$0.10)</b>	<b>(\$0.48)</b>
<b>weighted average number of ADS used for computing:</b>			
Basic	25,156,570	25,008,543	24,645,504
Diluted	25,156,570	25,008,543	24,645,504

Final results are subject to finalization of the allocation of the ACP acquisition purchase price

The final results presented here differ from the preliminary results published on February 9, 2025 due to the finalization of the accounting for Qualcomm transaction and other adjustments.

Reflects the change in ADS to ordinary share ratio effective October 9, 2024

# Preliminary unaudited condensed consolidated statements of financial position

(in thousands of US\$)	At March 31, 2025 <sup>(1)</sup>	At Dec 31, 2024 <sup>(2)</sup>
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, plant and equipment	\$ 4,702	\$ 4,308
Intangible assets	13,310	5,641
Deposits and other receivables	3,370	3,246
Other non-current financial assets	402	353
<b>Total non-current assets</b>	<b>21,784</b>	<b>13,548</b>
<b>Current assets</b>		
Inventories	3,034	2,874
Trade receivables	3,501	4,809
Contract assets	132	122
Prepaid expenses	1,844	1,410
Other receivables	16,678	17,492
Research tax credit receivable	4,661	4,184
Short-term deposits	34,000	53,000
Cash and cash equivalents	11,948	9,093
<b>Total current assets</b>	<b>75,798</b>	<b>92,984</b>
<b>Total assets</b>	<b>\$ 97,582</b>	<b>\$ 106,532</b>
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Issued capital, euro 0.01 nominal value, 253,875,282 shares authorized, issued and outstanding at March 31, 2025 (251,408,922 shares at December 31, 2024)	\$ 2,960	\$ 2,934
Share premium	14,487	14,512
Other capital reserves	75,518	74,504
Accumulated deficit	(43,049)	(35,795)
Other components of equity	(632)	(796)
<b>Total equity</b>	<b>49,284</b>	<b>55,359</b>
<b>Non-current liabilities</b>		
Government grant advances, loans and other liabilities	4,768	6,285
Lease liabilities	88	333
Trade payables and other non-current liabilities	1,349	—
Provisions	2,080	1,400
Deferred tax liabilities	179	173
Contract liabilities	782	809
<b>Total non-current liabilities</b>	<b>9,246</b>	<b>9,000</b>
<b>Current liabilities</b>		
Trade payables	8,886	6,106
Interest-bearing receivables financing	—	3,742
Lease liabilities	1,376	1,439
Government grant advances and loans	4,765	5,864
Contract liabilities	8,650	11,021
Income tax liabilities - Parent	2,943	2,827
Other current liabilities and provisions	12,432	11,174
<b>Total current liabilities</b>	<b>39,052</b>	<b>42,173</b>
<b>Total equity and liabilities</b>	<b>\$ 97,582</b>	<b>\$ 106,532</b>

(1) Final results are subject to finalization of the allocation of the ACP acquisition purchase price

(2) The final results presented here differ from the preliminary results published on February 9, 2025 due to the finalization of the accounting for the Qualcomm transaction and other adjustments.

(in thousands of US\$)	Three months ended March 31,	
	2025 <sup>(1)</sup>	2024
<b>Operating activities</b>		
Loss before income taxes	\$ (6,973)	\$ (11,623)
Non-cash adjustment to reconcile income before tax to net cash from (used in) operating activities		
Depreciation and impairment of property, plant and equipment	686	830
Amortization and impairment of intangible assets	965	1,487
Share-based payment expense	1,014	1,117
Increase in provision	(32)	(82)
Interest (income) expense, net	(368)	3,318
Change in the fair value of convertible debt embedded derivative	—	36
Foreign exchange loss	(195)	(111)
Loss on disposal of intangible and tangible assets	12	—
Working capital adjustments		
Decrease in trade receivables and other receivables	1,240	932
Decrease (increase) in inventories	(103)	1,089
Increase in research tax credit receivable	(355)	(423)
Increase (decrease) in trade payables and other liabilities	(281)	3,027
Decrease in contract liabilities	(3,868)	(2,614)
Decrease in government grant advances	(881)	(199)
Income tax paid	(245)	(34)
<b>Net cash flow used in operating activities</b>	<b>(9,384)</b>	<b>(3,250)</b>
<b>Investing activities</b>		
Purchase of intangible assets and property, plant and equipment	(461)	(1,576)
Capitalized development expenditures	—	(9,124)
Investment in ACP Advanced Circuit Pursuit, net of cash acquired	(1,080)	—
Purchase of financial assets	(40)	58
Decrease of short-term deposit	19,000	—
Interest received	552	21
<b>Net cash flow from (used in) investing activities</b>	<b>17,971</b>	<b>(10,621)</b>
<b>Financing activities</b>		
Proceeds (repayment of) from interest-bearing receivables financing	(3,742)	960
Proceeds from related party loans	—	9,000
Payment of lease liabilities	(348)	(359)
Repayment of government loans	(326)	(682)
Repayment of loans	(420)	—
Repayment of interest-bearing research project financing	(370)	(16)
Interest paid	(528)	(259)
<b>Net cash flows used in (from) financing activities</b>	<b>(5,734)</b>	<b>8,644</b>
Net increase (decrease) in cash and cash equivalents	2,853	(5,227)
Net foreign exchange difference	2	(4)
Cash and cash equivalents at January 1	9,093	5,705
<b>Cash and cash equivalents at end of the period</b>	<b>11,948</b>	<b>474</b>

(1) Final results are subject to finalization of the allocation of the ACP acquisition purchase price

# Preliminary unaudited reconciliation of non-IFRS financial results

(in thousands of US\$, except share and per share amounts)	Three months ended		
	March 31, 2025 <sup>(3)</sup>	Sept 30, 2024 <sup>(4)</sup>	March 31, 2024 <sup>(5)</sup>
<b>IFRS profit (loss) as reported</b>	<b>\$ (7,254)</b>	<b>\$ (2,377)</b>	<b>\$ (11,790)</b>
<b>Add back</b>			
Non-cash stock-based compensation expense according to IFRS 2 <sup>(1)</sup>	1,014	480	1,117
Non-cash change in the fair value of convertible debt embedded derivative	—	—	36
Non-cash interest on convertible debt and other financing <sup>(2)</sup>	111	62	1,833
<b>Non-IFRS profit (loss) adjusted</b>	<b>\$ (6,129)</b>	<b>\$ (1,835)</b>	<b>\$ (8,804)</b>
<i>IFRS basic profit (loss) per ADS as reported</i>	<i>(\$0.29)</i>	<i>(\$0.10)</i>	<i>(\$0.48)</i>
<i>Add back</i>			
Non-cash stock-based compensation expense according to IFRS 2 <sup>(1)</sup>	\$0.04	\$0.02	\$0.05
Non-cash change in the fair value of convertible debt embedded derivative	\$0.00	\$0.00	\$0.00
Non-cash interest on convertible debt and other financing <sup>(2)</sup>	\$0.01	\$0.01	\$0.07
<i>Non-IFRS basic profit (loss) per ADS</i>	<i>(\$0.24)</i>	<i>(\$0.07)</i>	<i>(\$0.36)</i>
<i>IFRS diluted profit (loss) per ADS</i>	<i>(\$0.29)</i>	<i>(\$0.10)</i>	<i>(\$0.48)</i>
<i>Add back</i>			
Non-cash stock-based compensation expense according to IFRS 2 <sup>(1)</sup>	\$0.04	\$0.02	\$0.05
Non-cash change in the fair value of convertible debt embedded derivative	\$0.00	\$0.00	\$0.00
Non-cash interest on convertible debt and other financing <sup>(2)</sup>	\$0.01	\$0.01	\$0.07
<i>Non-IFRS diluted profit (loss) per ADS</i>	<i>(\$0.24)</i>	<i>(\$0.07)</i>	<i>(\$0.36)</i>

(1) Included in the IFRS profit (loss) as follows:

Cost of product revenue	\$ 16	\$ 18	\$ 17
Research and development	205	228	318
Sales and marketing	223	(41)	243
General and administrative	570	275	539

(2) Related to the difference between contractual and effective interest rates

(3) Final results are subject to finalization of the allocation of the ACP acquisition purchase price

(4) The final results presented here differ from the preliminary results published on February 9, 2025 due to the finalization of the accounting for the Qualcomm transaction and other adjustments.

(5) Reflects the change in ADS to ordinary share ratio effective October 9, 2024

# Capital - fully diluted as of April 30, 2025

		Shares	ADS
April 30, 2025	Total issued shares/ADS	253,929,822	25,392,982
<b>Fully Diluted, assuming all warrants/SO exercised:</b>			
	Concord Warrants, €0.20/ADS exer price, exp 02/2034	9,392,986	939,299
	Nokomis Warrants, \$10.30/ADS exer price, exp 08/2026	594,680	59,468
	Nokomis Warrants, \$8.082/ADS exer price, exp 08/2026	1,244,820	124,482
	Harbert Warrants, \$13.40/ADS exer price, exp 10/2028	816,716	81,672
	Unvested RSA	22,572,429	2,257,243
	Stock options/warrants (most out of the money)	9,254,216	925,422
	<b>Fully diluted shares/ADS</b>	<b>297,805,669</b>	<b>29,780,567</b>



**SEQUANS**

# THANK YOU!

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