

## Ralph Quinsey, CEO TriQuint Semiconductor, Inc.

**Q:** Last year, we asked what impact the worldwide economic crisis had on the markets you serve and on how you run your business under these conditions. One year later, what is your perspective? Are things getting better? If you sell into the aerospace and defense market, what are your projections for the coming year?

**A:** Last year, we were just emerging from a very difficult worldwide economic environment. I am proud to say that TriQuint stayed focused on process improvements, design innovation and customer relationships and spent wisely while avoiding drastic measures such as broad-based headcount reductions. It paid off as we actually achieved 14% annual revenue growth in 2009. We continue to manage the business responsibly and have thrived in 2010. We are seeing solid growth this year and I have recently raised revenue expectations to 33% year-on-year growth. We are excited about the near and long-term opportunities. We are celebrating 2010 not only as our 25 year anniversary, but it also looks to be our fourth consecutive year of record revenue.

Growth this year in the defense and aerospace market is expected to be a healthy 15-20%. We are winding down the F-22 fighter jet and B-2 bomber programs. On the other hand, we are ramping programs for advanced radar systems for the Joint Strike Fighter, Unmanned Aerial Vehicles, and radar retrofits for the F-15, F-16 and F-18 fighter jets.

**Q:** Do you participate in social networking sites such as Facebook and/or

Twitter? If not, why not? If yes, what benefit do you feel comes from being on one or both of those sites?

**A:** We participate in Facebook, LinkedIn and Twitter a bit. The primary purpose is to share our culture with employees and industry colleagues by highlighting various social activities, press articles and participation in industry events. We often say we are a large company with small company values. With employees all over the world and a diverse work force, we think the benefit of participating in social media is fostering relationships between employees and the industry.

**Q:** There remains a serious shortage of RF engineers out there – what's the solution? Is your company involved in programs that might promote or encourage talented engineering students to pursue a career in the microwave industry?

**A:** TriQuint is committed to supporting engineering activities to develop the next generation of RF engineers. In addition to encouraging and supporting employee's participation in local education opportunities such as National Engineering month, we also have a program where we collaborate with select universities to engage in ongoing development of RF talent.

Through the University Program we provide educators and students resources needed to succeed in classroom environments by:

- Assisting in the development and evolution of key RF programs through research collaboration
- Providing input and feedback on curriculum to maintain affiliation with

industry needs

- Engaging in activities that provide real-world engineering experiences for students
- Fostering internships and opportunities for full time engineering positions based on our current and future technology and business needs
- Providing opportunities to design gallium arsenide components, receive samples for testing and verification

Employees participate in the University Program by being university ambassadors, typically to their alma maters.

**Q:** Now that the Far East is growing its own RF and microwave component and subsystem manufacturing, have you seen any "inbound" competition?

**A:** I expect competitors from all regions and I believe we have the experience, expertise, long-term customer relationships and commitment to delivering innovative solutions to stave off the competition. We believe our breadth of technology - GaAs and GaN power amplifiers, switching and SAW/BAW filtering - gives us a competitive advantage in design, integration and manufacturing as we deliver high-quality, innovative solutions for size, performance and design flexibility.

**Q:** If you could list three markets or technologies that will drive the industry in the next two years, what would they be?

**A:** I see continued robustness in smartphones. Today's smartphones, with support for multiple bands, have 4-5x the RF content of



traditional Voice-Only phones. Over the next couple of years, I anticipate smartphone penetration to increase with mid- and low-end models.

Cable, which has evolved to a Hybrid Fiber/Coaxial (HFC) infrastructure, also represents a strong opportunity for TriQuint. Our integrated high-performance GaAs devices offer the value and innovation that continues to win slots with major manufacturers. We acquired TriAccess Technologies about 18 months ago. This enabled us to participate more meaningfully in the cable market with end-to-end RF solutions. Today, we continue to grow our portfolio and our solutions are found throughout the HFC network: at the headend, in network infrastructure and in premise networks including FTTH and RFoG.

Optical networks are upgrading from 10 Gb/s to 40 Gb/s and 100 Gb/s. This represents a substantial opportunity for TriQuint to offer telecom equipment makers, and ultimately telecom carriers, the solutions they need to support the next generation of higher-capacity, energy-efficient data transport systems. Our 40 Gb/s solution has set the industry standard for performance and surface mount convenience. ♦