

SiGe enables wireless multimedia capabilities with innovative RF solutions

Consumer electronics manufacturers take advantage of SiGe Semiconductor's integrated circuits and front end modules to build better mobile, entertainment and computing devices

Fast facts

Corporate profile

SiGe is a privately-held fabless semiconductor company with offices in Ottawa, Boston, Hong Kong, London, and San Diego. The company was founded in 1996 as SiGe Microsystems, a spinoff from the National Research Council of Canada. In 2001 the name was changed to SiGe Semiconductor to more accurately reflect the company's core competencies — RF IC design and manufacturing primarily using silicon germanium BiCMOS and HBT technologies.

Why Ottawa

SiGe's location in Ottawa's talent-rich telecom heartland has helped fuel its rapid growth. In addition, the 12-year-old company was originally a spin-off of the National Research Centre labs in Canada's capital city.

Business advantage

As a fabless semiconductor company, SiGe provides end-to-end capability for the design, manufacture, delivery, and technical support and service to enable customers to get to market in the shortest time period. Partnerships with industry-leading fabrication, package, and test suppliers give SiGe the ability to reduce cycle times and enables it to ramp to high volumes with competitive pricing and lead times. As a result, the company easily meets high-volume product demands at a competitive price.

With end customers that include Apple, Dell, Linksys, HP and Nintendo, SiGe Semiconductor's mission is to be the key enabler of wireless multimedia capabilities by providing innovative RF solutions for consumer electronics. The company draws on a large intellectual property base of patents and more than 100 employees to exploit advances in process technology, passive die, and multi-chip modules to give its customers smaller form factors, longer battery life, higher speed, enhanced quality of service, and improved coverage. These benefits have opened an enormous market opportunity in personal navigation devices, media players, gaming systems, Bluetooth(R)-enabled devices, and cellular handsets.



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SiGe has shipped more than 250 million components worldwide since its inception. Leading venture capital firms including 3i Venture Capital, Prism Venture Works, Samsung Ventures America, TD Capital Technology, and VenGrowth Private Equity Partners are now backing the company to push the envelope further on wireless technologies such as WLAN, Bluetooth, GPS and WiMAX.

The Asia-Pacific region is home to leaders in electronics design, packaging, testing, and manufacturing. SiGe Semiconductor has

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successfully focused sales efforts on this region and the evolving supply chain to become a major player in wireless technology markets.

The company's growing array of integrated circuit and front end modules products includes:

- Power amplifiers and front end modules (FEMs) for 802.11a/b/g/n WLAN and Bluetooth™ designed to optimize wireless system performance
- WiMAX™ power amplifiers and FEMs that meet global standards for high-performance broadband wireless access
- Satellite navigation radio (GPS receivers) ICs that provide leading integration and power efficiency to support cellular, handheld and automotive telematic applications

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In 2007, SiGe had the #1 market share in the WLAN space with more than a 20 percent share of the amplifier/front end module (PA/FEM) segment. Its Wi-Fi products are found in laptops, access points, desktop, portable computing and gaming devices. SiGe's GPS solutions can be found in several of the leading GPS brands. With proven technologies and an expanding customer base, SiGe is well positioned to continue leading these and other wireless markets.

Since inception, SiGe has attracted funding from tier-one venture capital funds — most recently a \$20 million round led by the venture capital division of Korean electronics giant Samsung. The company achieved 139% CAGR since 2003, and has been recognized for its rapid growth in the Deloitte Fast 500, Wireless Fast 50, and Technology Fast 50 (New England) ratings. 2007 revenues rose 40% over the previous year to \$69 million, and SiGe predicts revenue growth in 2008 will be in line with previous years.

Future growth plans

According to CEO Sohail Khan, SiGe is focused on building a profitable company by providing value to customers, shareholders, and employees. Further, he says SiGe will take advantage of any opportunities to expand its footprint and portfolio.

Contact information

SiGe Semiconductor Inc.
+1-613-820-9244
www.sige.com

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