

Fiscal year 2018 represented another exciting year for Semtech. Net sales increased 8% over the prior fiscal year and totaled \$587.8 million. Our Wireless and Sensing and Signal Integrity Products Groups both delivered record annual net sales while our Protection Products Group achieved its second consecutive year of strong annual growth, which contributed to fiscal year 2018's strong operating performance.

Semtech continues to focus on delivering innovative Analog and Algorithm platforms to several of the most attractive market segments in the semiconductor industry. Our focus remains:

### INTERNET OF THINGS

The Internet of Things (IoT) is expected to revolutionize industrial communications by connecting billions of "things" and delivering unparalleled efficiencies and intelligence using the Cloud. IoT has opened a huge opportunity for low power connected sensors.

Semtech's LoRa Technology is benefiting from its broadening acceptance for low power wide area network (LPWAN) connectivity. Several key milestones achieved during fiscal year 2018 included:

- LoRa Alliance™ membership expanded to include over 500 companies globally
- More than 50 countries either announced or completed LoRaWAN™ network deployments
- Gateways deployed exceeded 70,000 worldwide, and able to support more than 350 million nodes
- Cumulative LoRa®-based nodes deployed equaled more than 50 million worldwide

### DATA CENTERS

The emergence of Cloud and hyperscale data centers is driving a tremendous increase in the demand for high bandwidth connectivity.

- Semtech's ClearEdge® CDR and FiberEdge™ PMD platforms have enjoyed strong acceptance and contributed to record CDR and PMD net sales in fiscal year 2018

### MOBILITY

The world we live in continues to demand more mobility driving the need for smaller, faster, feature-rich, and more efficient mobile device platforms.

- Semtech's Z-Pak™ platform delivers industry leading ESD and Surge Protection at the smallest form factors available
- Semtech's Proximity Sensing platforms deliver the uniquely differentiated sensing required to enable the effective management of powerful radio emissions in tablets, smartphones and wearables

We exited fiscal year 2018 with solid momentum and visibility, led by a record number of annual design wins and a strong portfolio of high-performance analog and mixed signal platforms. Our customer diversity, end-market balance, geographical distribution, and focus on high-growth, attractive markets should enable the Company to deliver even more remarkable financial results in fiscal year 2019.



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