## Changing the Face of Wireless Communications



S P E C T R I A N A N N U A L R E P O R T 2 0 0 0



Cancelled flights, hurricanes, and traffic jams no longer Concern me.

I've got the web in the palm of my hand. Can I stay out later? I've got my cell phone with me.



If, in the course of a few short years, wireless communications can change the way parents and their children interact, imagine the impact it can have on society as a whole?

We have. And it has affected our thinking as a company.

We have undergone a philosophical and strateg shift intended to make Spectrian more responsive and more competitive. We are now taking our product to a higher level of manufacturing excellence. We have implemented a standardized, process-orienter strategy that allows for flexible and responsive manufacturing. We are balancing our product mix. An we have unleashed RF semiconductor design an production. UltraRF, an autonomous business unit,

jic	now able to design products for a diverse group of
ve	customers. So we now have the opportunity to cap-
cts	ture revenue that would otherwise be unavailable to
Ve	us as an RF amplifier manufacturer.
ed	
n-	With bold moves such as these, we are showcasing
nd	our ability to adapt to the present, as well as shape
nd	the future.
is	

My mom just phoned to ask if it was okay to call me on my cell phone.



As common as wireless phones and devices might seem, there are still a great many people who are unfamiliar with them. These people are our potential. They are the reason why field-proven multi-channel amplifiers are so critical to the continued growth of the wireless industry.

The single-channel amplifiers commonly found in cellular base stations worldwide successfully supported the first wave of early wireless adopters.

Thanks to these pioneers, their families and frien are jumping on the wireless bandwagon in large numbers.

This is good. Service providers will get more su scribers. Subscribers will get better rates throug increased competition. And additional subscrib traffic will drive the need for more multi-chann amplifiers.

ds	While single-channel amplifiers will continue to be a
ge	major source of our revenue, we have already com-
	pleted more than 25 field trials, worldwide, for our
	multi-channel amplifiers. And to take advantage of
b-	the emerging wireless data market, we have started
gh	to ramp up our broadband products.
er	
el	So, mothers everywhere will soon be e-mailing their
	children at their offices to see if it's okay to e-mail

them on their wireless handheld devices.

My grandfather never saw a telephone.

I'm working so that my children will never see a telephone line.



The world is a rugged place, divided by high mountains, deep oceans and vast tracts of inhospitable terrain. It's no wonder that much of its population still lacks household telephone service.

People in remote areas and economically disadvantaged countries that can't afford the cost of developing a wired telephone network may find wireless local loops (WLL) a viable alternative. Using cellular technology and base stations arms with our amplifiers, customers can make the lea from the 19th Century to the 21st.

The world is also a diverse place. We are branchin out, establishing design centers, sales offices, an manufacturing partners outside the Silicon Valley take advantage of regional cost differences, attra the best talent, and better serve our customers.

ed	In addition to reducing costs, partnering with manufac-				
р	turers in Thailand improves production of our volum				
	line and supports our ongoing efforts to improve our				
	flexibility and responsiveness.				
ng					
nd	With global thinking and WLL technology, we are able				
to	to bring the world together and make it work for us.				
ct					

Let my assistant have the corner officeand the commute that goes with it.



Being able to work from home-to telecommute—is one thing. Being able to work anywhere you want is another. That's freedom.

We're not talking about the fantasy of working while lounging on some tropical island beach. We're talking about the reality of being able to get your work done while you enjoy a sunny day on your

balcony, instead of being chained to a desk that looks a lot like the one you have at the office. We're talkin about catching up on your e-mail correspondence while watching your daughter score her first goal.

We're talking about changing the way you livefor the better.

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That's where the wireless telephones and data solutions that run across our RF power amplifiers are designed to make an impact. A leading provider of wireless data networking and technology is using our amplifiers for their new, 128-kilobit service. As broadband wireless Internet service grows more popular, so will our opportunity for product and customer diversity. And corner offices will become less popular.

# To our Stockholders:

As depicted in the previous pages of this annual report, the wireless industry is rapidly and globally changing the way people conduct their day to day lives. At Spectrian, we are proud to play a important role in the dynamic wireless market by supplying critical componentry in the form of RF power amplifiers and highpower transistors.

In order to keep up with the pace at which the wireless world is changing, we at Spectrian are undertaking what we believe will be an equally complete and profound transformation.

For years, we thrived as an engineering-driven company that depended on the technological superiority of its products to give it a market advantage. As the widespread use of cellular technology expanded the market, our efforts to produce high-quality, technologically advanced products in sufficient volume became more complex with longer than desired time to market.

My predecessor, Garrett Garrettson, began the process of changing our corporate culture. Utilizing the leadership and experience recruited from other industries that achieved similar transitions, he was able to focus the company's energy into becoming a market-driven company. He also orchestrated the creation of UltraRF, a move that turned our RF semiconductor division into an autonomous business unit to enhance our potential for growth. As I take the reins of the company as president and chief executive officer and Garrett ascends to his new role as chairman of the board of directors, I believe that the entire organization understands that operational efficiency, combined with technological superiority is the right winning formula.

Although I have only been at my post for a short time, I am encouraged by what I have seen at Spectrian. Our year-end and fourth quarter results for fiscal 2000 trended upward, although they continued to display inconsistent profitability and revenue fluctuations. This was due, in part, to an unfavorable product mix, a narrow customer base, and a volatile market. Ironically, it is market volatility that necessitates the broadening of our product line. We believe a greater diversity of products will enable us to attract a wider variety of customers and better predict our financial performance in the future. The growth of our multicarrier lines and the successful launch of our broadband wireless data products have already attracted interest from the industry.

Spectrian is also changing its geographic focus to encompass a broader, global perspective. With sales offices in Sao Paulo, Brazil and Seoul, Korea, we can better serve these rapidly developing markets. We also have substantially completed the shift of manufacturing operations to Thailand to more cost-effectively manufacture our products. And we have standardized our processes on an enterprise



Spectrian's leadership team, clockwise from left: Dave Piazza, Chris Tubis; Richard Johanson (sitting); Darien Spencer; Tom Waechter; Mike Angel; Joe Madden; Chris Menicou; Shelley Hertzler. Not pictured: Harry Oh; Warren Dumanski.

resource planning system so that we can more easily take advantage of outsourced manufacturing services and other opportunities in the global marketplace.

In conclusion, I would like to thank our stockholders for their support during this portion of our sixteen-year history. Although we are not satisfied with our performance during the past fiscal year, we are pleased with the progress we have made toward our goals. We have increased product and customer diversity, expanded our global presence, launched new broadband data products, formed UltraRF, and streamlined our processes. With this foundation, and a new management team now in place that has resulted in a flatter, more efficient organization, I am very enthusiastic about the future and optimistic about our improving financial performance and continued growth.

Sincerely,

Thom Waset

**Thomas Waechter** 

## CORPORATE INFORMATION

#### **BOARD OF DIRECTORS**

James A. Cole \* **General Partner** Windward & Spectra Ventures

Martin Cooper + Chairman and Chief Executive Officer ArrayComm, Inc.

Garrett A. Garrettson Chairman of the Board of Directors **Spectrian Corporation** 

## CORPORATE MANAGEMENT

Thomas H. Waechter President and **Chief Executive Officer**  Charles D. Kissner \* + Chairman of the Board of Directors DMC Stratex Networks, Inc.

Robert A. Shaner + President and Chief Executive Officer SBC Wireless

Thomas H. Waechter President and Chief Executive Officer Spectrian Corporation

Michael D. Angel Executive Vice President, Finance & Administration, Chief Financial Officer and Secretary

Christopher J. Tubis President, UltraRF Division

Robert C. Wilson \* +

Wilson & Chambers

+ Audit Committee

\* Human Resources Committee

Chairman

Richard A. Johanson Vice President, Human Resources

### SPECTRIAN COMMON STOCK

Spectrian Common Stock is traded on the Nasdag national Market under the symbol SPCT. The following table indicates the guarterly high, low and close Common Stock prices per share.

FY00 quarter ended	High	Low	Close
June 27, 1999	\$15.500	\$8.875	\$15.000
September 26, 1999	\$25.625	\$11.188	\$21.250
December 26, 1999	\$35.250	\$21.266	\$25.312
March 31, 2000	\$30.000	\$16.250	\$22.500
FY99 quarter ended	High	Low	Close
June 28, 1998	\$18.938	\$13.813	\$15.437
September 27, 1998	\$16.750	\$12.125	\$12.875
December 27, 1998	\$14.500	\$8.375	\$13.875
March 31, 1999	\$19.750	\$9.250	\$11.750

## FINANCIAL HIGHLIGHTS



TOTAL ASSETS (In millions)



The Company has never paid any cash dividends on its Common Stock and does not anticipate paying cash dividends in the foreseeable future. The Company's bank line of credit agreement prohibits the payment of cash dividends without prior written consent of the lender.

## PRODUCT MIX



#### CORPORATE AND INVESTOR INFORMATION

A copy of the Company's Annual Report on Form 10-K, filed with the Securities and Exchange Commission, may be obtained by sending a written request to: Investor Relations Spectrian Corporation 350 West Java Drive Sunnyvale, California 94089 voice: 408-745-5400 fax: 408-541-0263 email: spctir@spectrian.com www.spectrian.com www.ultrarf.com

## TRANSFER AGENT AND REGISTRAR

contact: 85 Challenger Road 800-356-2017

The statements contained in this Annual Report to Stockholders that are not purely historical are forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 (the "Securities Act") and Section 21E of the Securities Exchange Act of 1934 (the "Exchange Act"), including statements regarding Spectrian Corporation's ("the Company") expectations, hopes, intentions or strategies regarding the future. When used herein, the words "may," "will," "expect," "anticipate," "continue," "estimate," "project," "intend" and similar expressions are intended to identify forward-looking statements within the meaning of the Securities Act and the Exchange Act. Forward-looking statements include: statements regarding events, conditions and financial trends that may affect the Company's future plans of operations, business strategy, results of operations and financial position. All forward-looking statements included in this document are based on information available to the Company on the date hereof, and the Company assumes no obligation to update any such forward-looking statements. Investors are cautioned that any forward-looking statements are not guarantees of future performance and are subject to risks and uncertainties and that actual results may differ materially from those included within the forward-looking statements as a result of various factors. These forward-looking statements are made in reliance upon the safe harbor provision of The Private Securities Litigation Reform Act of 1995. For factors that could cause or contribute to such differences that include, but are not limited to, those described in this Annual Report to Stockholders, investors are encouraged to read the Company's Annual Report on Form 10-K for the year ended March 31, 2000, particularly the section under "Management's Discussion and Analysis of Financial Condition and Results of Operations" entitled, "Factors Affecting Future Operating Results."

For inquiries about stock ownership, change of address, or lost certificates,

ChaseMellon Shareholder Services, LLC Ridgefield, New Jersey 07660 www.chasemellon.com

#### LEGAL COUNSEL Wilson Sonsini Goodrich & Rosati Palo Alto, California

## INDEPENDENT

ACCOUNTANTS PricewaterhouseCoopers LLP San Jose, California



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