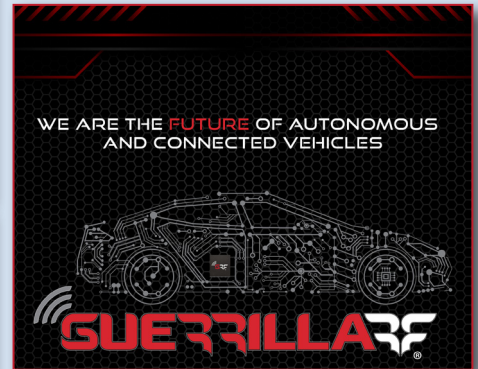
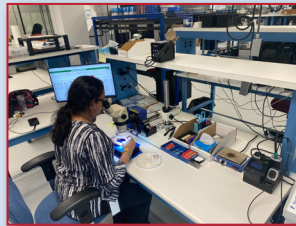
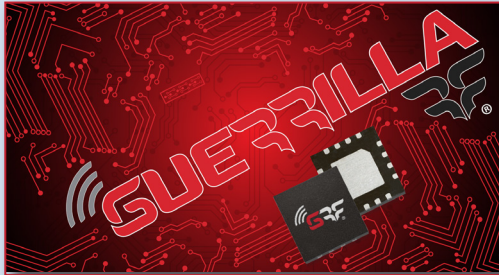


# FAB S and LAB S

## Guerrilla RF: Making Better Networks™



celebrating its tenth anniversary, Guerrilla RF was founded by North Carolina State University graduate Ryan Pratt. Pratt, with a degree in electrical engineering, had previous RF component experience in the North Carolina area working his way up the RFIC design and engineering management ladder at RFMD before founding and becoming director of the Skyworks design center in Greensboro, NC. Following a change in leadership at Skyworks in 2013, Pratt founded Guerrilla RF that April. Shortly thereafter, he established an office in the Nussbaum Center for Entrepreneurship, a small business incubator catering to startups in Greensboro, NC. The entrepreneurial spirit runs deep in the Pratt family as Bill Pratt, Ryan's father, was one of the co-founders of RFMD.

From these beginnings, Guerrilla RF has grown from the first hire in early 2014 to more than 70 employees worldwide. As the company has grown, so have its accomplishments. 2014 saw the first GaAs pHEMT LNA shipment, which was followed by power LNAs, driver amplifiers, gain blocks, RF switches, attenuators, mixer cores, power detectors and power amplifiers. From the early days of GaAs, Guerrilla RF has diversified its technology portfolio to include InGaP and SOI. The company has used this expanding product and process portfolio to surpass 150 million devices shipped in mid-2022. After supporting this growth with several private funding rounds, the company went public in October 2021. For the year ending December 2022, Guerrilla RF reported record revenues of \$11.6 million, a 10.7 percent increase year-over-year.

As Guerrilla RF's product and technology portfolios, shipments, revenues and staff have grown, they are realizing the need to expand their physical footprint. In February 2023, the company moved into a new headquarters in Greensboro that provides 55,000 square feet total with 11,000 square feet of lab space. This is a substantial upgrade from

the 10,800 square feet of office and lab space they utilized for more than nine years previously.

In an ecosystem that loves a certain amount of vagueness and ambiguity in company names, like Qorvo, Skyworks, Broadcom and Avago, "Guerrilla RF" provides a clarity of purpose. The name reflects a strategy of targeting bigger competitors in markets and applications where those companies are not focused and resourced correctly. Guerrilla RF views these areas as underserved markets and they believe addressing these areas with a portfolio of the right products will create significant business opportunities and help differentiate the company from its competitors.

While some of their broadband gain blocks operate as high as 12 GHz, most of Guerrilla RF's broad mix of control components, amplifiers, mixers and detectors are designed to operate in frequency ranges at or below 6 GHz. These products are capturing market share in various 4G/5G small cell and 5G massive MIMO antenna applications. Automotive applications are a key target area, with Guerrilla RF's products being designed into GPS/GNSS front-end applications, SDARs front-ends and V2X compensators. The company's parts are also well-represented in the growing repeater/DAS market.

Guerrilla RF made the Inc. 500 list of fastest-growing private companies twice before it went public and its trajectory of product development, revenues and expansion bode well for continuing this growth now that the company is public. The rapid growth of any company presents challenges, but Guerrilla RF looks well-positioned to address these challenges. Ryan Pratt and Guerrilla RF's senior management are acutely aware of maintaining a work-life balance and they are proud of the fact that their parking lots are mostly empty by 5:15 PM as they guide the company along the next phase of growth.

[www.guerrilla-rf.com](http://www.guerrilla-rf.com)