



聯發科技 2012 年第二季法人說明會

MediaTek 2012-Q2 Investor Conference

July 31, 2012

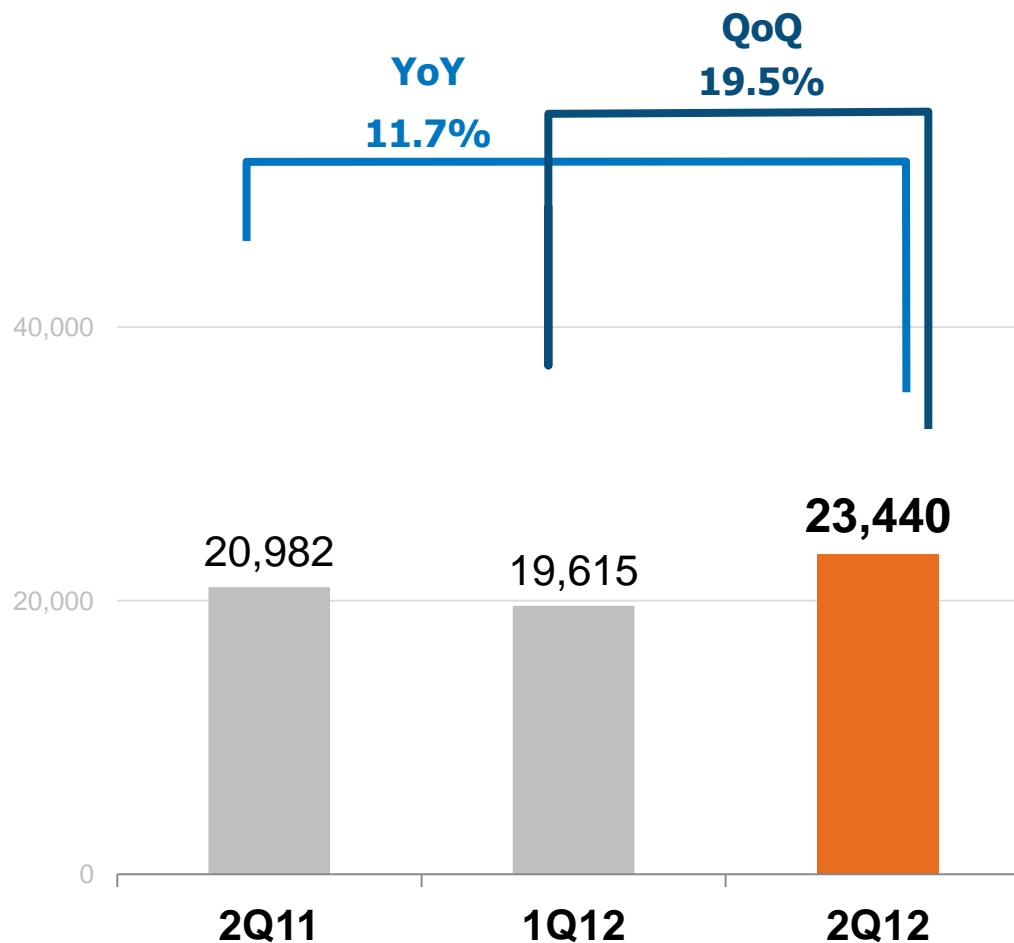


Safe Harbor Statement

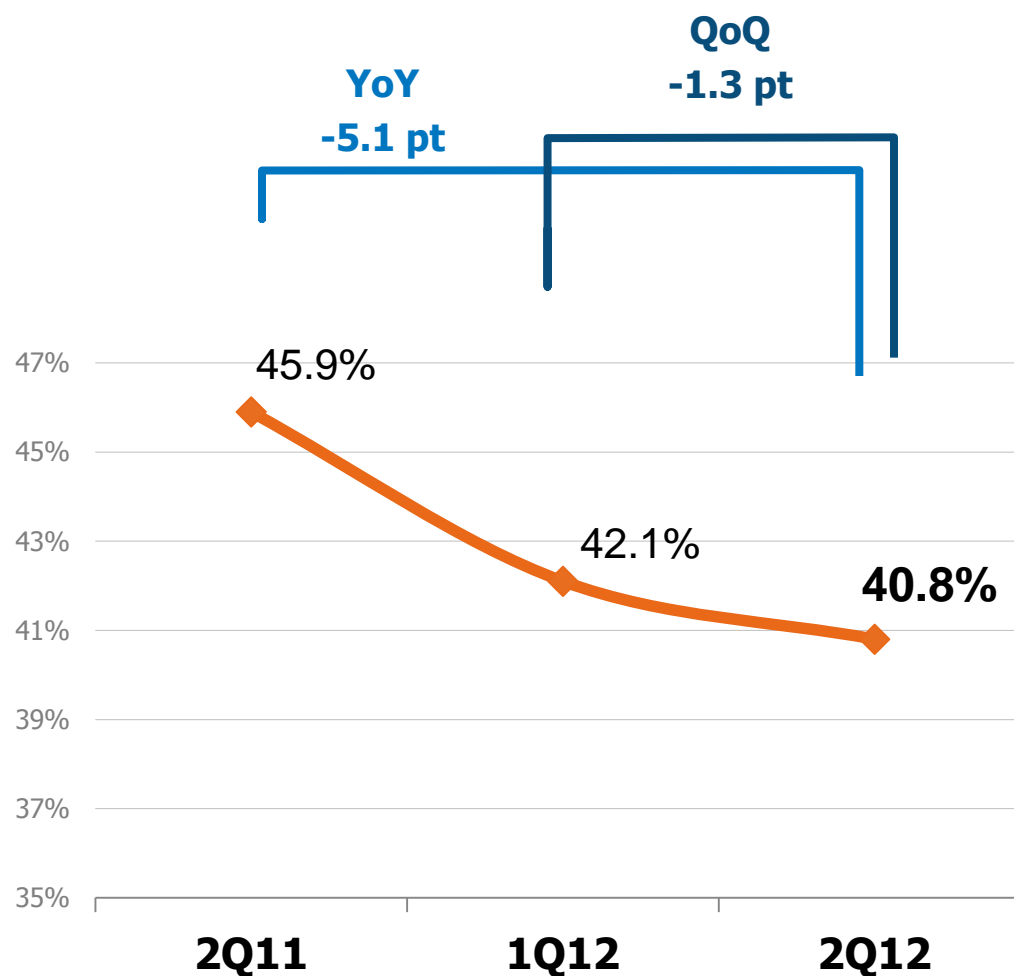
Except for historical information contained herein, the matters set forth in this presentation are forward looking statements that are subject to risks and uncertainties that could cause actual results to differ materially, including the impact of competitive products and pricing, timely design acceptance by our customers, timely introduction of new technologies, ability to ramp new products into volume, industry wide shifts in supply and demand for semiconductor products, industry overcapacity, availability of manufacturing capacity, financial stability in end markets, and other risks.

Revenue Comparison

(NT\$ million)

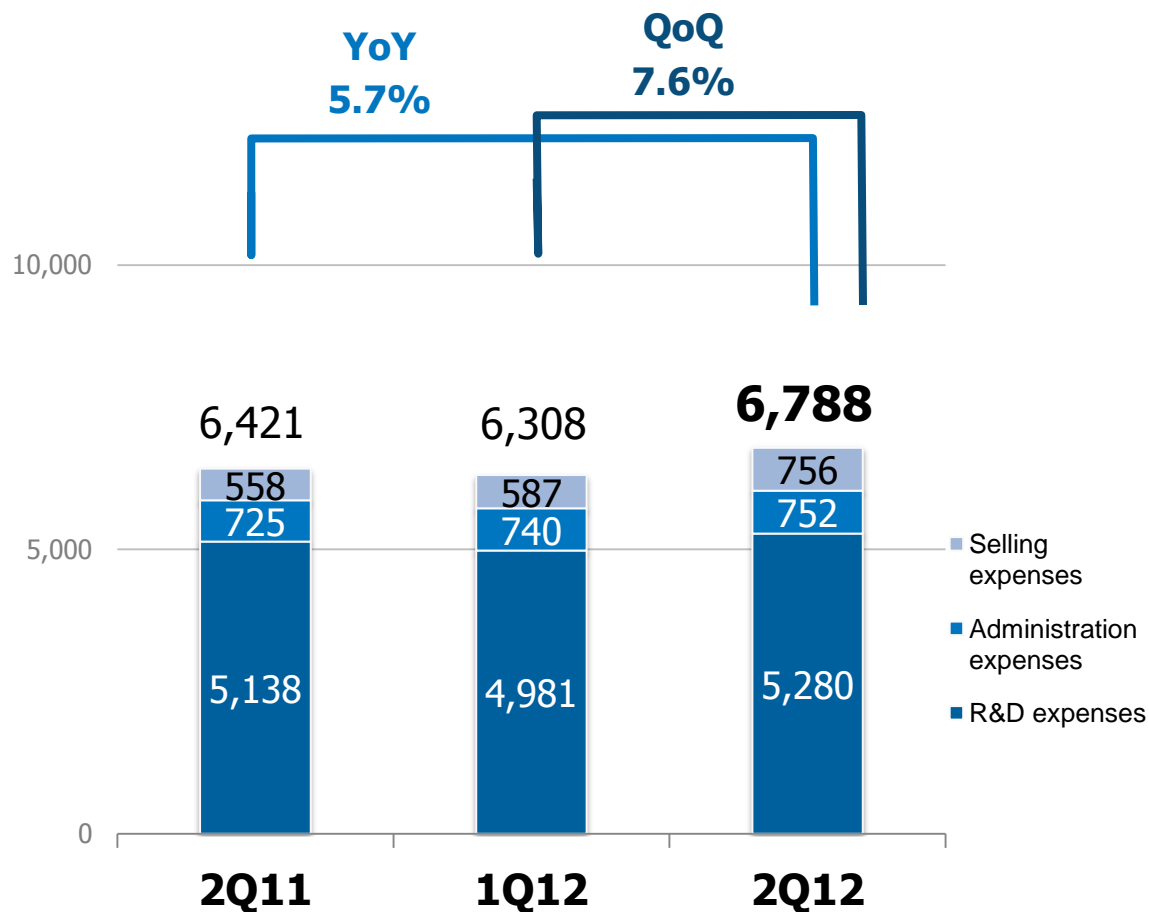


Gross Margin Comparison

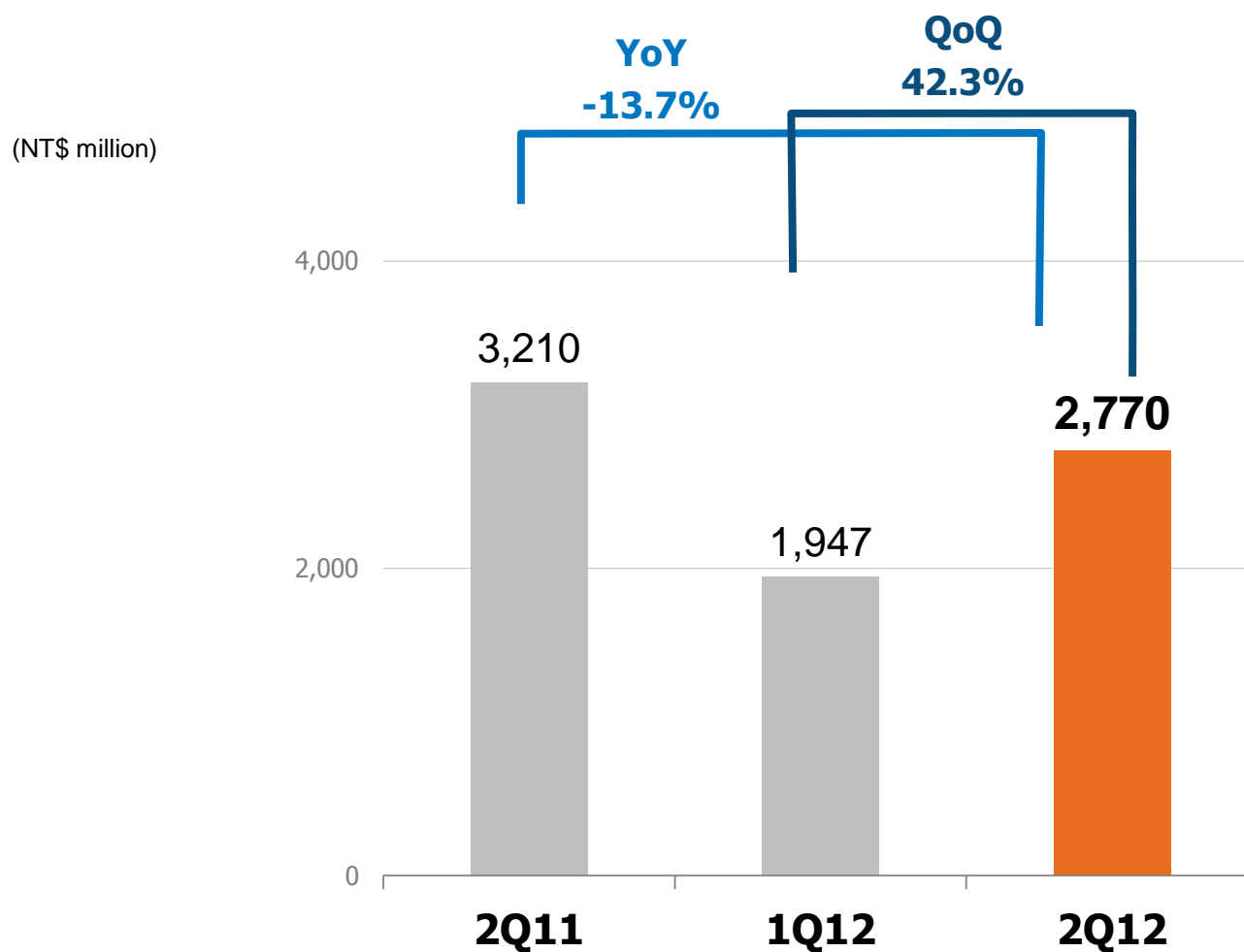


Operating Expenses Comparison

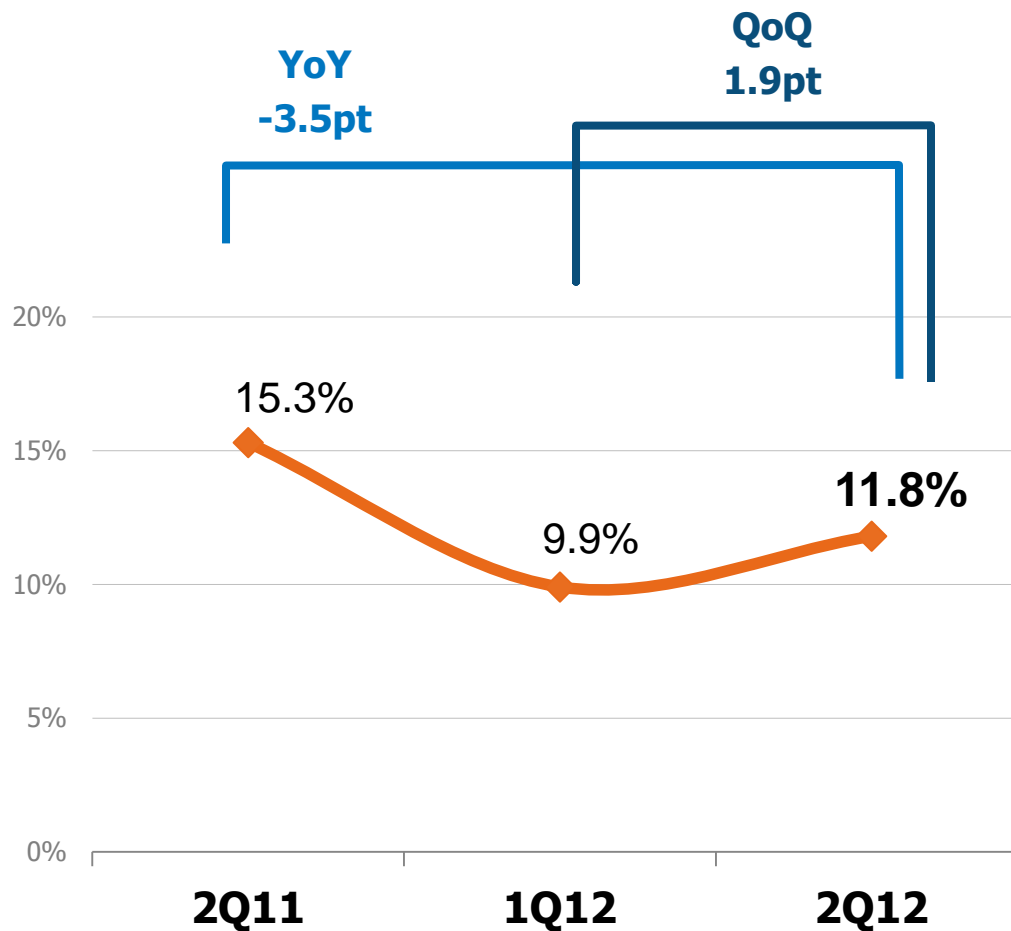
(NT\$ million)



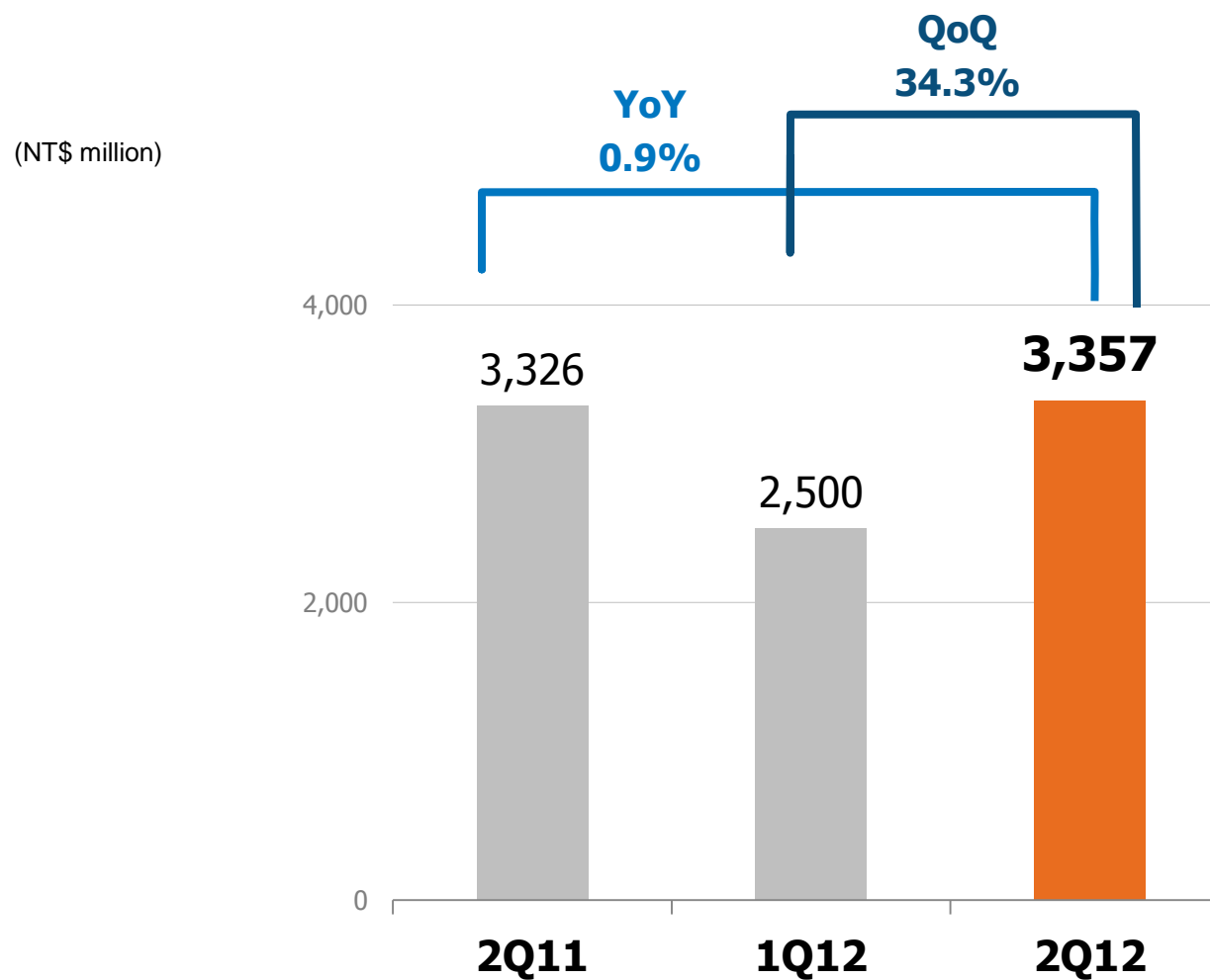
Operating Income Comparison



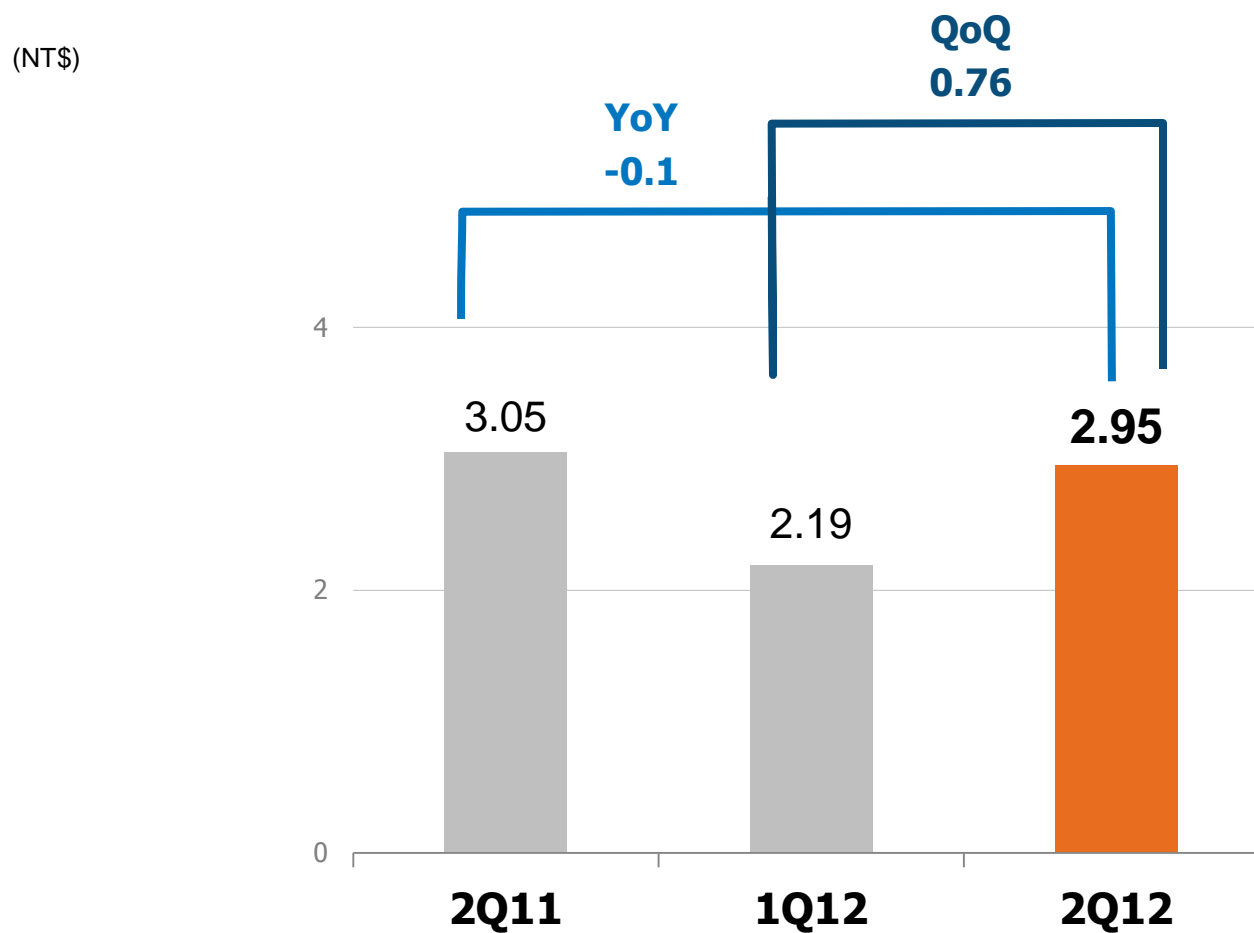
Operating Margin Comparison



Net Income Comparison

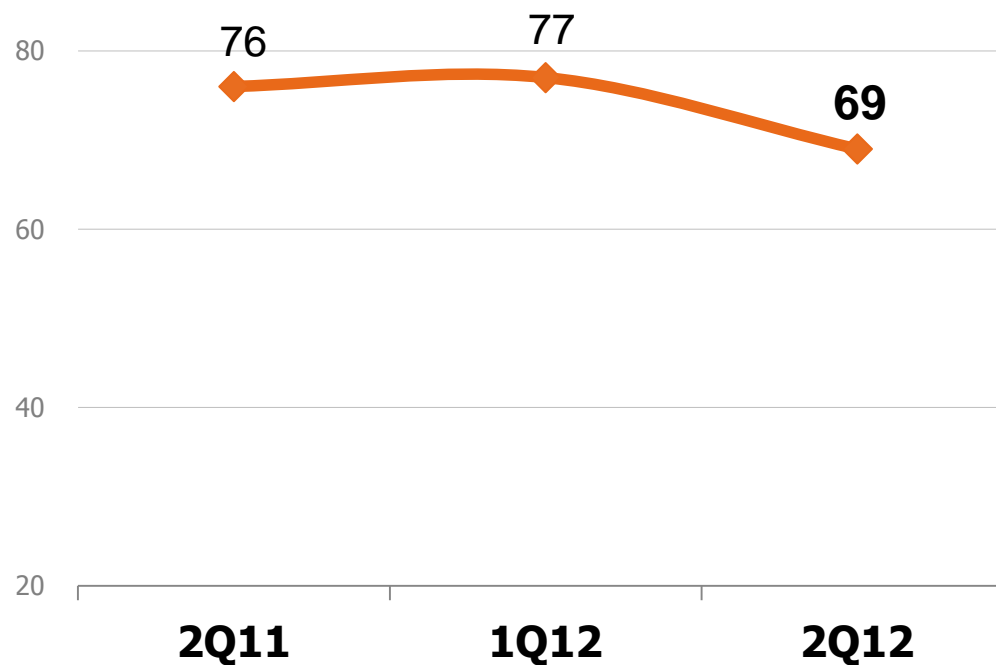


EPS Comparison



Inventory Turnover Days

(Days)





Financial Statements



Q2 FY12 Consolidated Income Statement

(In NT\$ millions, except per share amounts)

	2Q12	1Q12	2Q11	Q-Q	Y-Y
Net revenue	23,440	19,615	20,982	19.5%	11.7%
Cost of goods sold	(13,882)	(11,360)	(11,351)		
Gross profit	9,558	8,255	9,631	15.8%	(0.8 %)
Selling expenses	(756)	(587)	(558)		
Administration expenses	(752)	(740)	(725)		
R&D expenses	(5,280)	(4,981)	(5,138)		
Operating expenses	(6,788)	(6,308)	(6,421)		
Operating income	2,770	1,947	3,210	42.3%	(13.7 %)
Net non-operating income	1,127	656	419		
Income before income tax	3,897	2,603	3,629		
Income tax expense	(541)	(103)	(303)		
Net income	3,357	2,500	3,326	34.3%	0.9%
EPS (NT\$)	2.95	2.19	3.05		

Note: Numbers do not add up due to rounding.

Q2 FY12 Supplemental Information: Percentage of Revenue

	2Q12	1Q12	2Q11
Gross profit	40.8%	42.1%	45.9%
R&D expenses	(22.5 %)	(25.4 %)	(24.5 %)
Selling expenses	(3.2 %)	(3.0 %)	(2.7 %)
Administration expenses	(3.2 %)	(3.8 %)	(3.5 %)
Operating profit	11.8%	9.9%	15.3%
Non-operating income	4.8%	3.3%	2.0%
Income tax expense	(2.3 %)	(0.5 %)	(1.4 %)
Net profit	14.3%	12.7%	15.9%

Note: Numbers do not add up due to rounding.

Balance Sheet Summary

(In NT\$ millions)

	2Q12	1Q12	2Q11
Cash & financial assets-current	100,822	90,786	94,974
Notes & Accounts receivable (net)	7,659	7,372	7,833
Inventory (net)	11,074	9,853	9,714
Long-term investments	8,603	9,946	8,551
Intangible assets	17,241	16,528	8,905
Total assets	161,100	150,133	143,655
Short-term loans	12,199	7,471	0
Notes & accounts payable	10,280	8,204	7,923
Other current liabilities	25,500	15,446	39,042
Long-term liabilities	1,446	1,245	758
Stockholders' equity	111,675	117,767	95,932

Cash Flow Summary

(In NT\$ millions)

	2Q12	1Q12	2Q11
Cash flow from operations	3,797	738	4,606
Cash flow from investing	(413)	(2,439)	(1,128)
Cash flow from financing	4,660	3,508	41
Effect of exchange rate changes	569	(1,180)	(713)
Net increase in cash & equivalents	8,613	626	2,806
Cash & equivalents at quarter end	95,061	86,448	89,326

Note: Numbers do not add up due to rounding.



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