

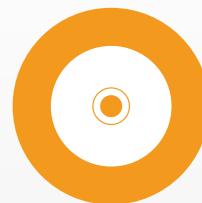
**MEDIATEK**

聯發科技 2014 年第四季

法人說明會

MediaTek 2014-Q4 Investor Conference

February 9, 2015

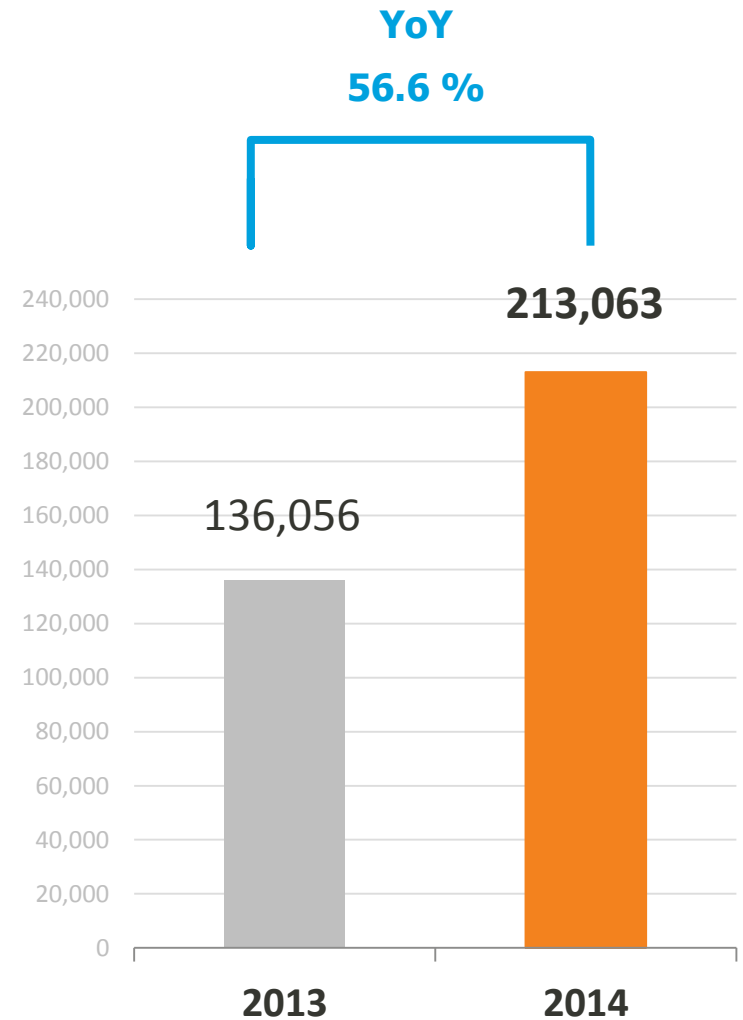
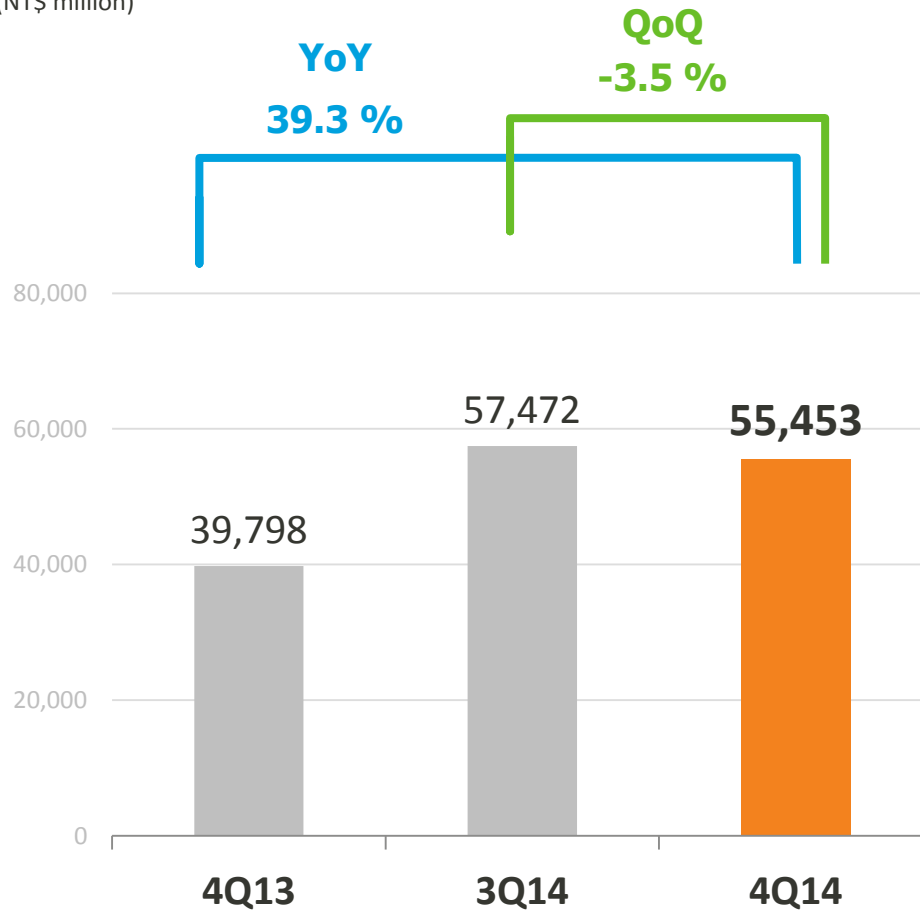


# Safe Harbor Statement

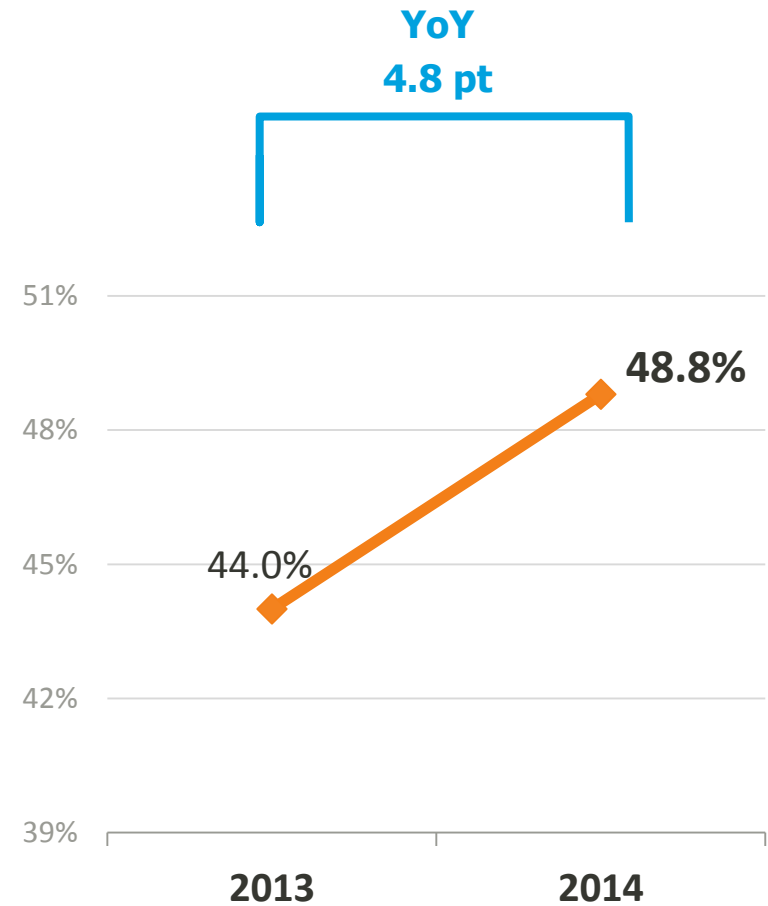
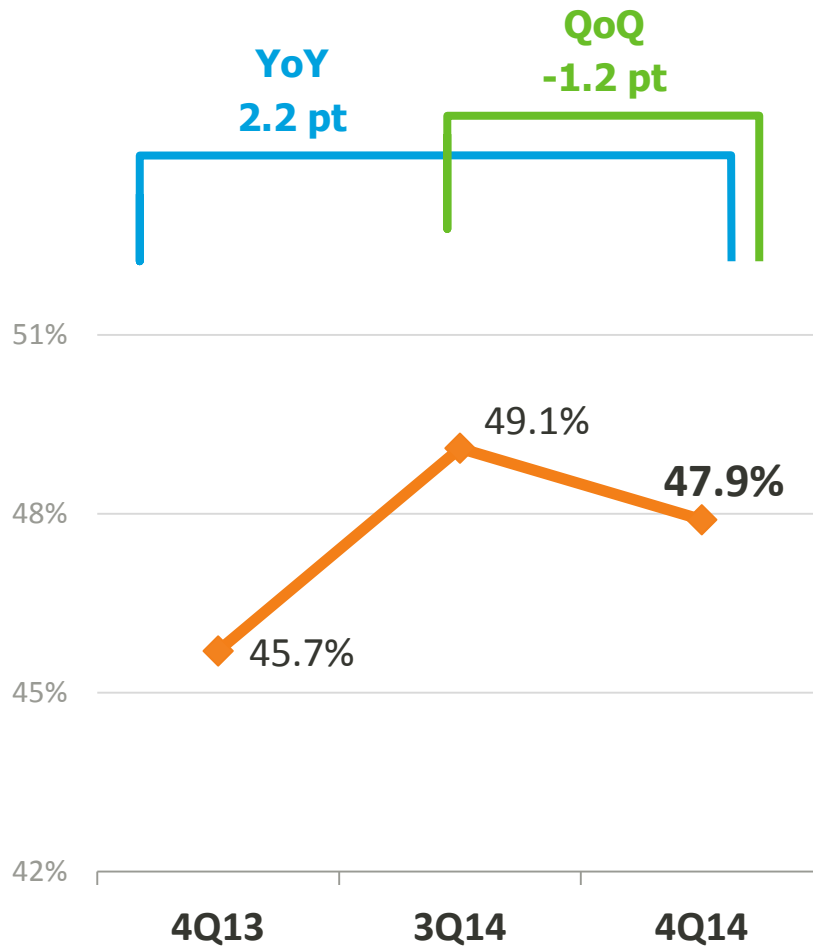
Except for historical information contained herein, the matters set forth in this presentation are forward looking statements that are subject to risks and uncertainties that could cause actual results to differ materially, including the impact of competitive products and pricing, timely design acceptance 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.

# Consolidated Revenue

(NT\$ million)

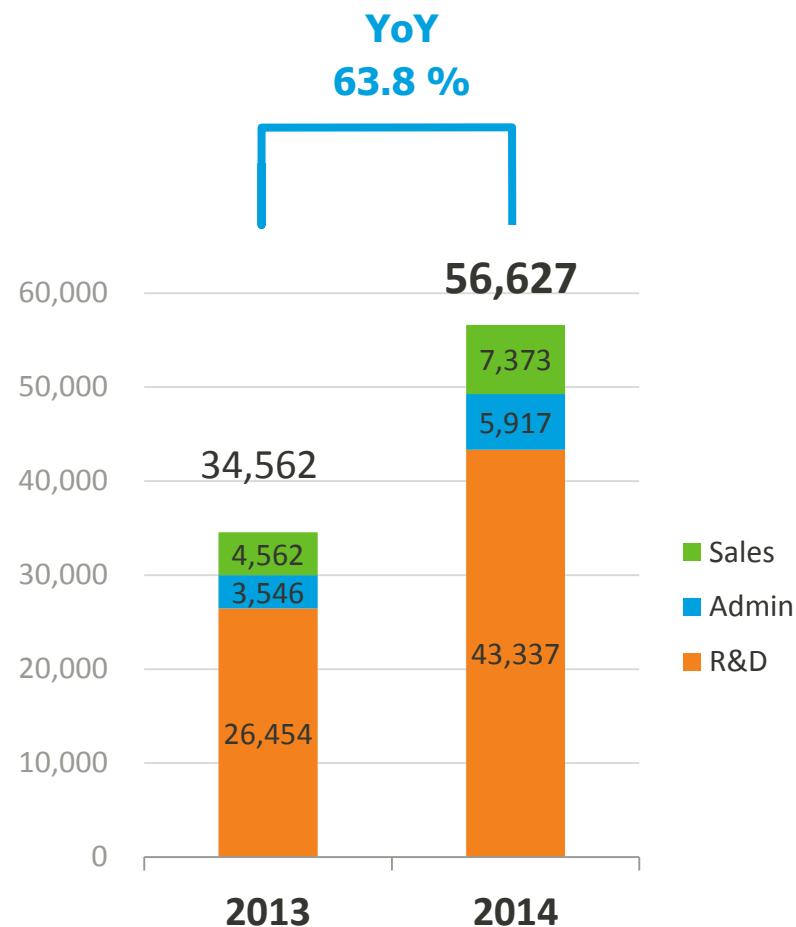
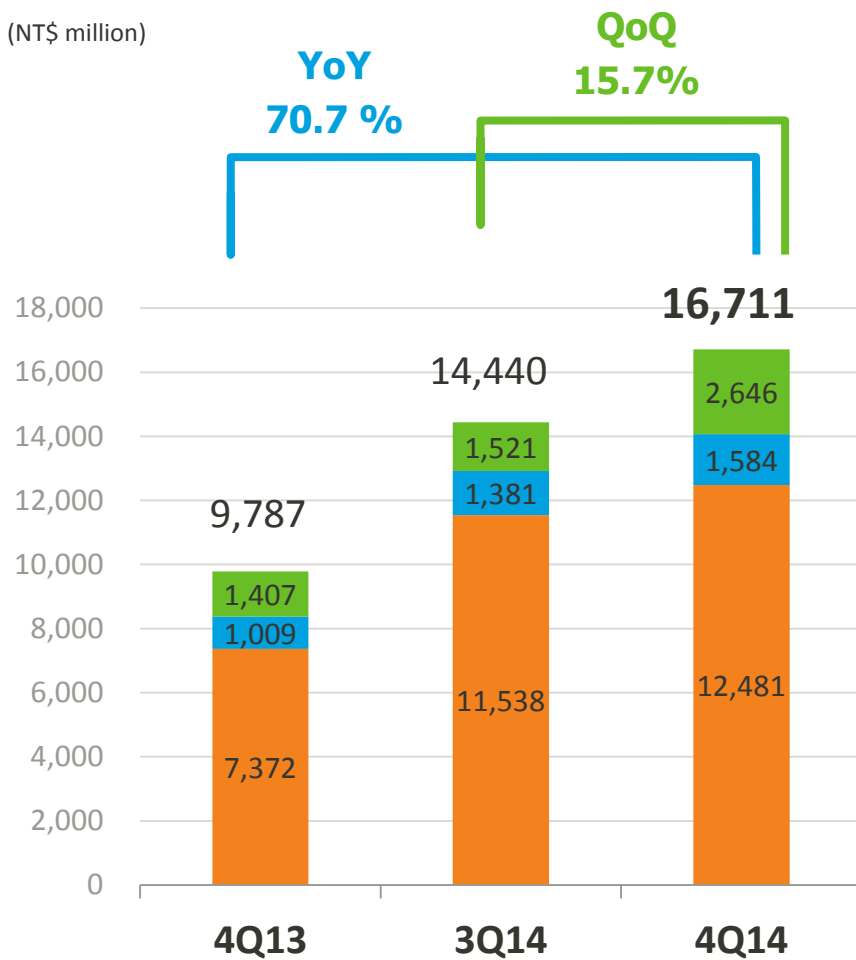


# Consolidated Gross Margin

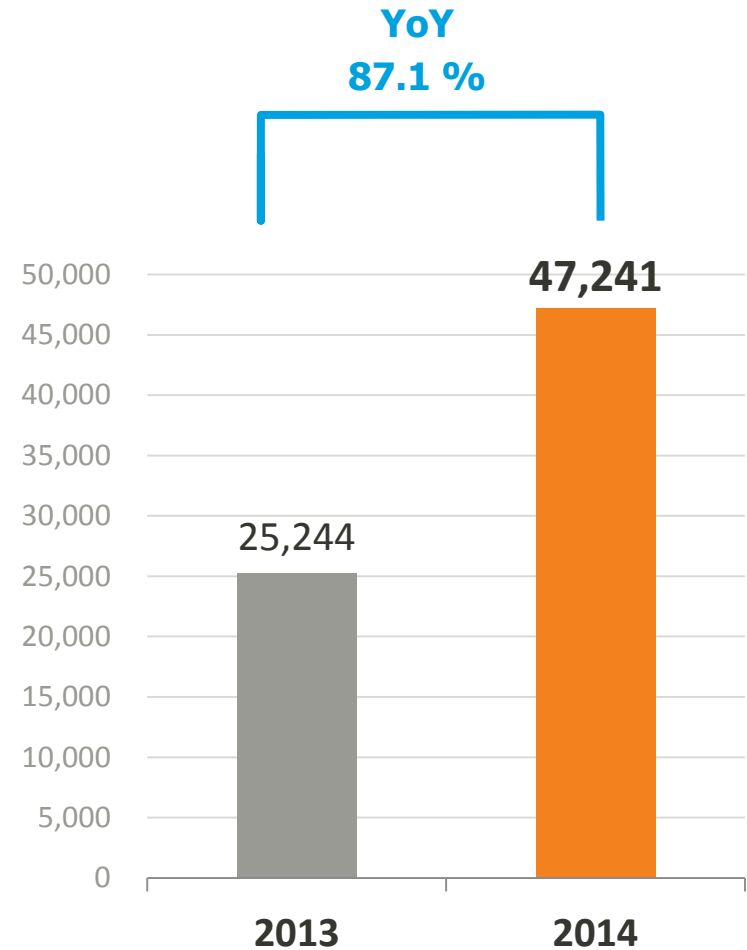
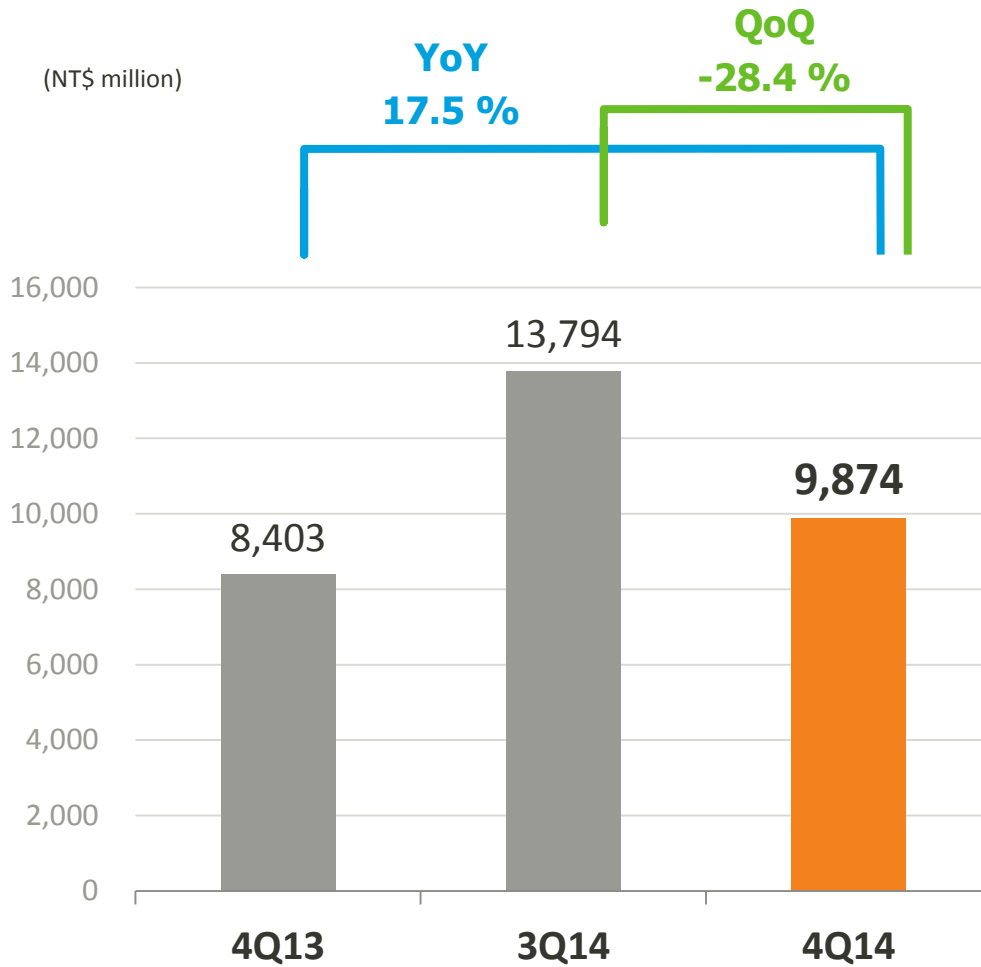


# Consolidated Operating Expenses

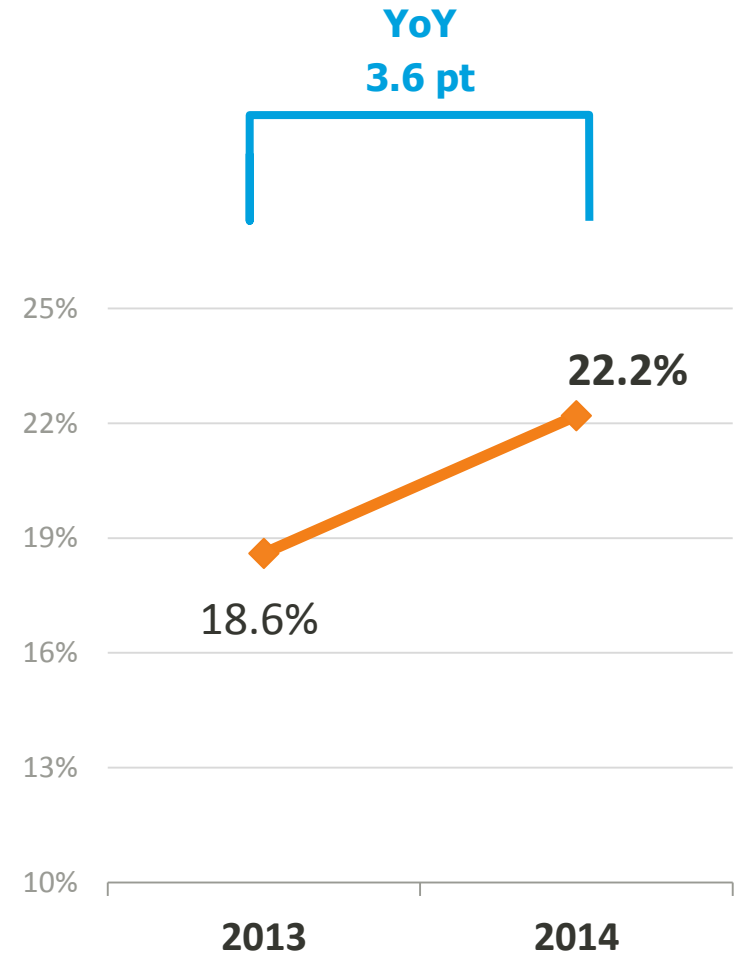
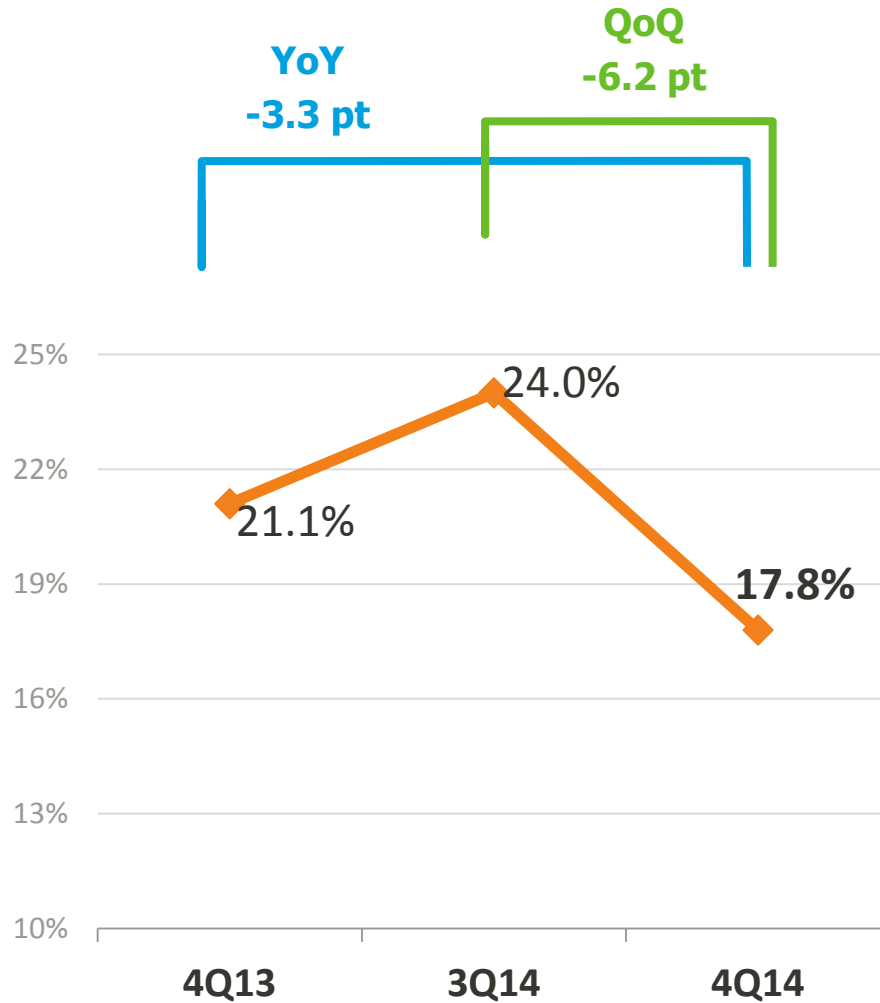
(NT\$ million)



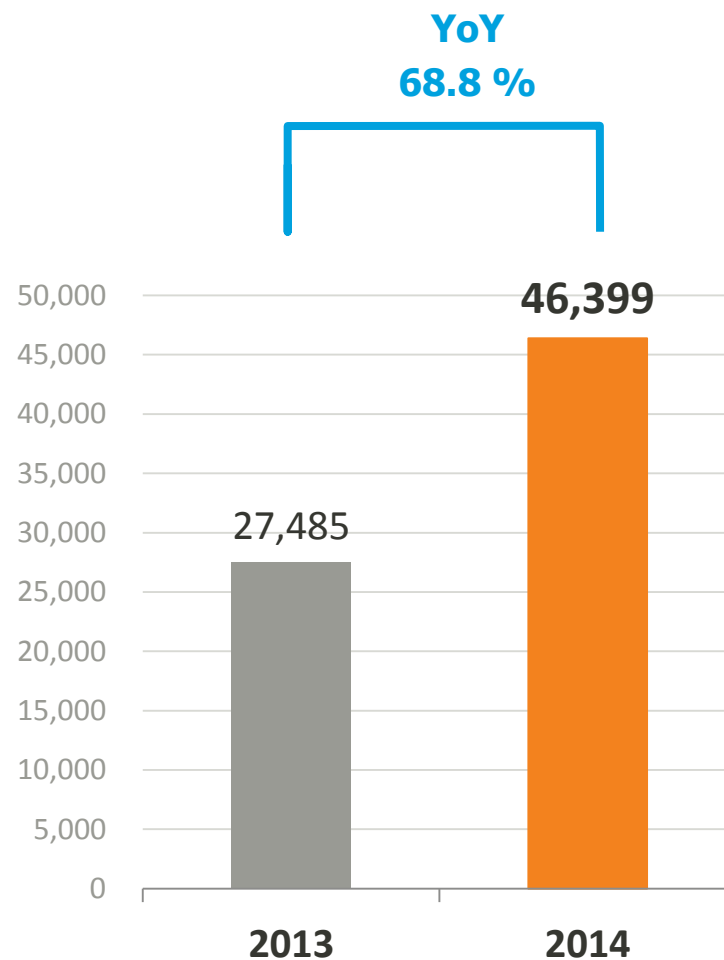
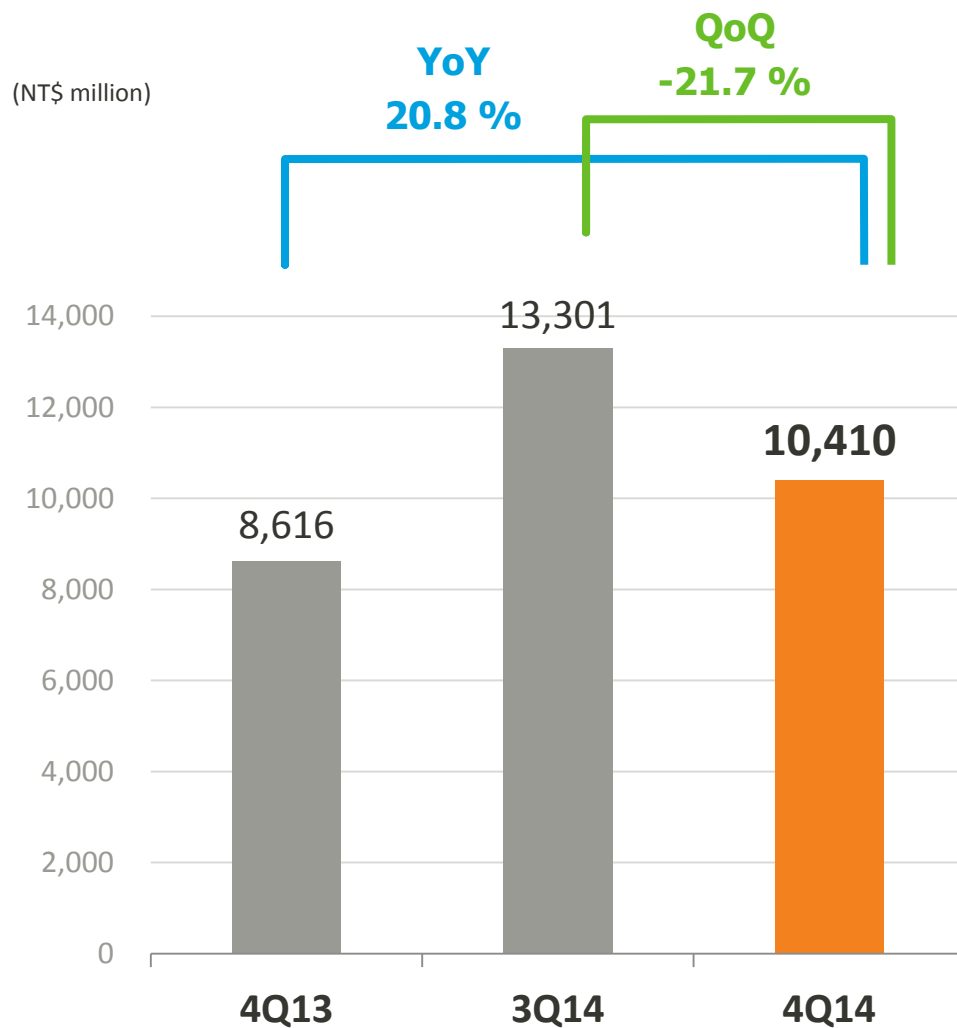
# Consolidated Operating Income



# Consolidated Operating Margin

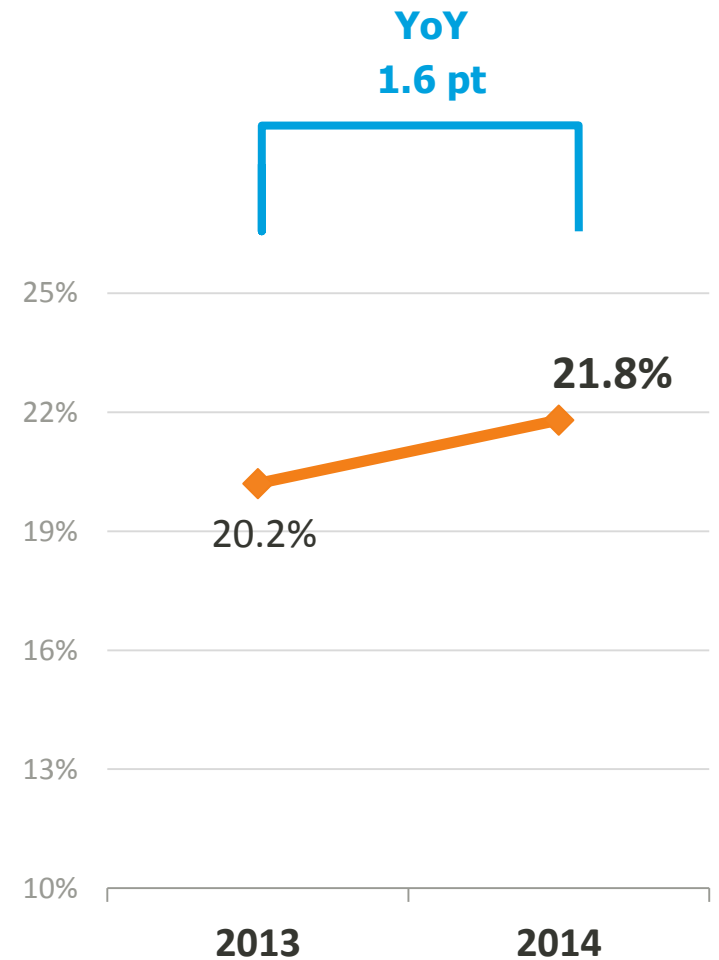
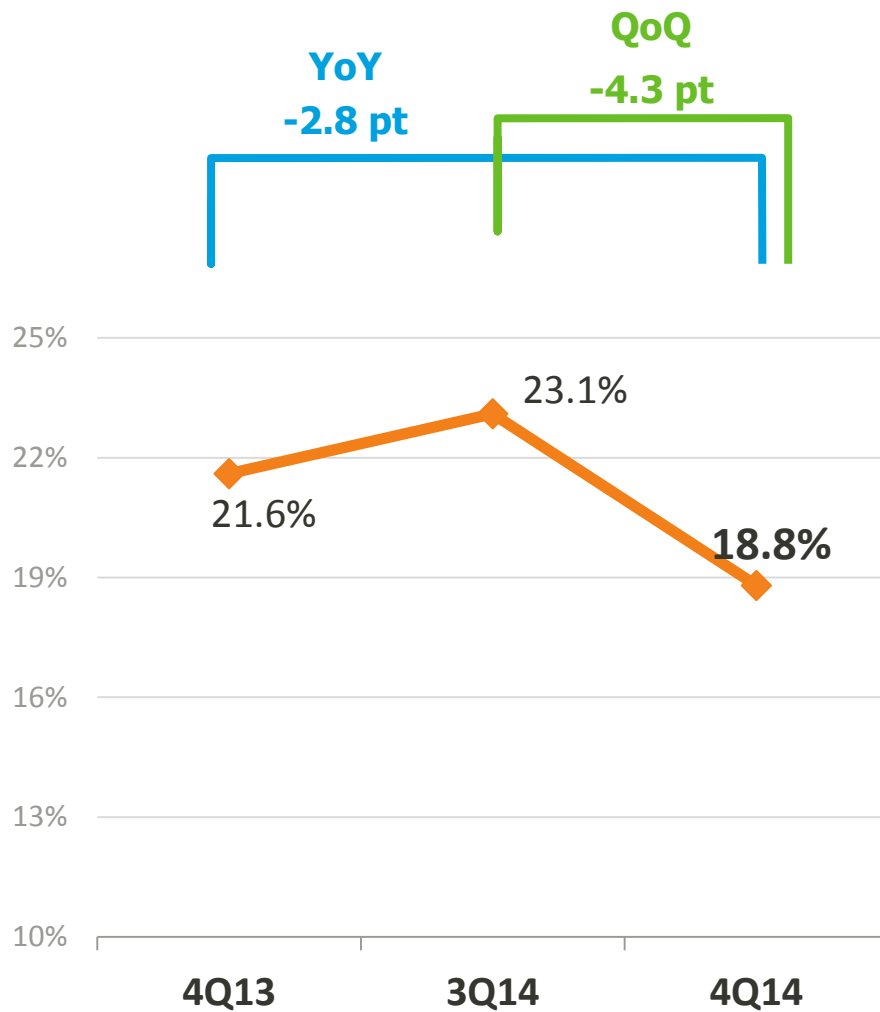


# Consolidated Net Income

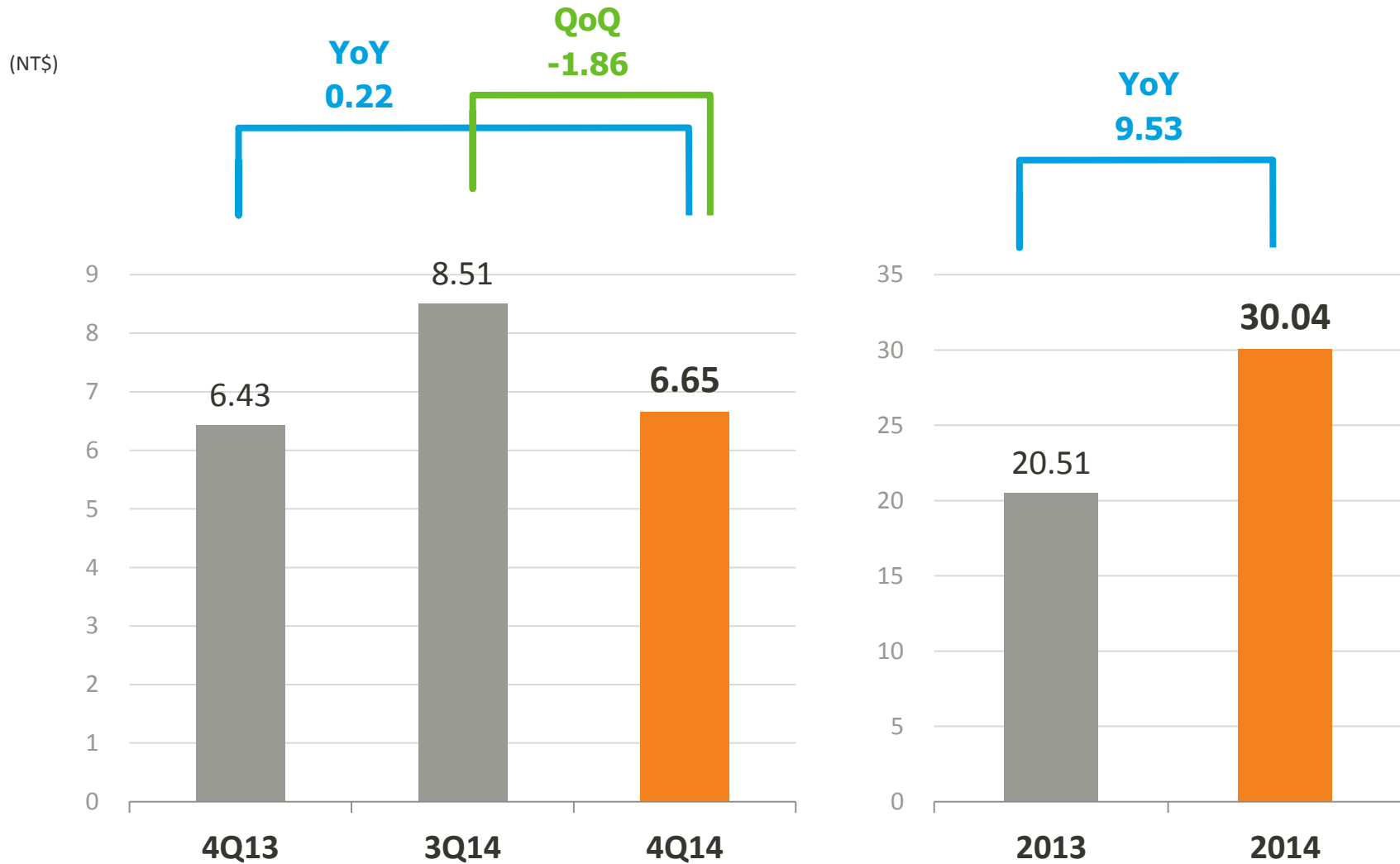




# Consolidated Net Profit Margin



# Consolidated Earnings Per Share



# Financial Statements

# Q4 FY14 Consolidated Income Statement

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

	4Q14	3Q14	4Q13	Q-Q	Y-Y
Net Revenue	55,453	57,472	39,798	(3.5 %)	39.3%
Cost of Goods Sold	(28,868)	(29,238)	(21,608)		
Gross Profit	26,585	28,234	18,190	(5.8 %)	46.2%
Selling expenses	(2,646)	(1,521)	(1,407)		
Administration expenses	(1,584)	(1,381)	(1,009)		
R&D expenses	(12,481)	(11,538)	(7,372)		
Operating Expenses	(16,711)	(14,440)	(9,787)		
Operating Income	9,874	13,794	8,403	(28.4 %)	17.5%
Net Non-operating Income	1,908	1,119	1,044		
Income Before Income Tax	11,782	14,913	9,446		
Income tax expense	(1,372)	(1,612)	(830)		
Consolidated Net Income	10,410	13,301	8,616	(21.7 %)	20.8%
EPS Attributable to the Parent(NT\$)	<b>6.65</b>	<b>8.51</b>	<b>6.43</b>		

Note: Numbers do not add up due to rounding.

## Q4 FY14 Supplemental Information: Percentage of Revenue

	4Q14	3Q14	4Q13
<b>Gross profit</b>	<b>47.9%</b>	<b>49.1%</b>	<b>45.7%</b>
Selling expenses	(4.8 %)	(2.6 %)	(3.5 %)
Administration expenses	(2.9 %)	(2.4 %)	(2.5 %)
R&D expenses	(22.5 %)	(20.1 %)	(18.5 %)
<b>Operating profit</b>	<b>17.8%</b>	<b>24.0%</b>	<b>21.1%</b>
Non-operating income	3.4%	1.9%	2.6%
Income tax expense	(2.5 %)	(2.8 %)	(2.1 %)
<b>Net profit</b>	<b>18.8%</b>	<b>23.1%</b>	<b>21.6%</b>

Note: Numbers do not add up due to rounding.

# FY14 Consolidated Income Statement

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

	<b>2014</b>	<b>2013</b>	<b>Y-Y</b>
Net Revenue	213,063	136,056	56.6%
Cost of Goods Sold	(109,194)	(76,250)	
Gross Profit	103,869	59,806	73.7%
Selling expenses	(7,373)	(4,562)	
Administration expenses	(5,917)	(3,546)	
R&D expenses	(43,337)	(26,454)	
Operating Expenses	(56,627)	(34,562)	
Operating Income	47,241	25,244	87.1%
Net Non-operating Income	5,109	4,303	
Income Before Income Tax	52,350	29,547	
Income tax expense	(5,951)	(2,062)	
Consolidated Net Income	46,399	27,485	68.8%
EPS Attributable to the Parent(NT\$)	<b>30.04</b>	<b>20.51</b>	

Note: Numbers do not add up due to rounding.

## FY14 Supplemental Information: Percentage of Revenue

	2014	2013
<b>Gross profit</b>	<b>48.8%</b>	<b>44.0%</b>
R&D expense	(20.3 %)	(19.4 %)
Selling expenses	(3.5 %)	(3.4 %)
Administration expenses	(2.8 %)	(2.6 %)
<b>Operating profit</b>	<b>22.2%</b>	<b>18.6%</b>
Non-operating income	2.4%	3.2%
Income tax expense	(2.8 %)	(1.5 %)
<b>Net profit</b>	<b>21.8%</b>	<b>20.2%</b>

Note: Numbers do not add up due to rounding.

# Balance Sheet Summary

(In NT\$ millions)

	4Q14	3Q14	4Q13
Cash & Financial assets-current	205,294	194,721	139,219
Accounts receivable	12,552	15,418	7,628
Inventories	22,341	24,464	9,347
Funds and investments	15,001	12,179	68,040
Intangible assets	60,758	59,259	15,509
Total assets	351,119	335,083	258,637
Short-term loans	46,161	43,454	29,052
Accounts payable	14,605	21,307	10,944
Other current liabilities	40,854	37,622	21,389
Long-term liabilities & Other liabilities	1,893	1,721	1,899
Stockholders' equity	247,606	230,979	195,353



# Cash Flow Summary

(In NT\$ millions)

	4Q14	3Q14	4Q13
Cash flow from operations	10,404	11,742	16,624
Cash flow from investing	(8,712)	(4,690)	(1,164)
Cash flow from financing	3,086	(13,726)	9,310
Effect of exchange rate changes	2,949	1,607	611
Net increase in cash & equivalents	7,727	(5,068)	25,381
Cash & equivalents at quarter end	192,798	185,070	132,998

Note: Numbers do not add up due to rounding.

[www.mediatek.com](http://www.mediatek.com)