

**MEDIATEK**

# 聯發科技 2016 年第三季法人說明會 MediaTek 2016-Q3 Investor Conference

October 28, 2016

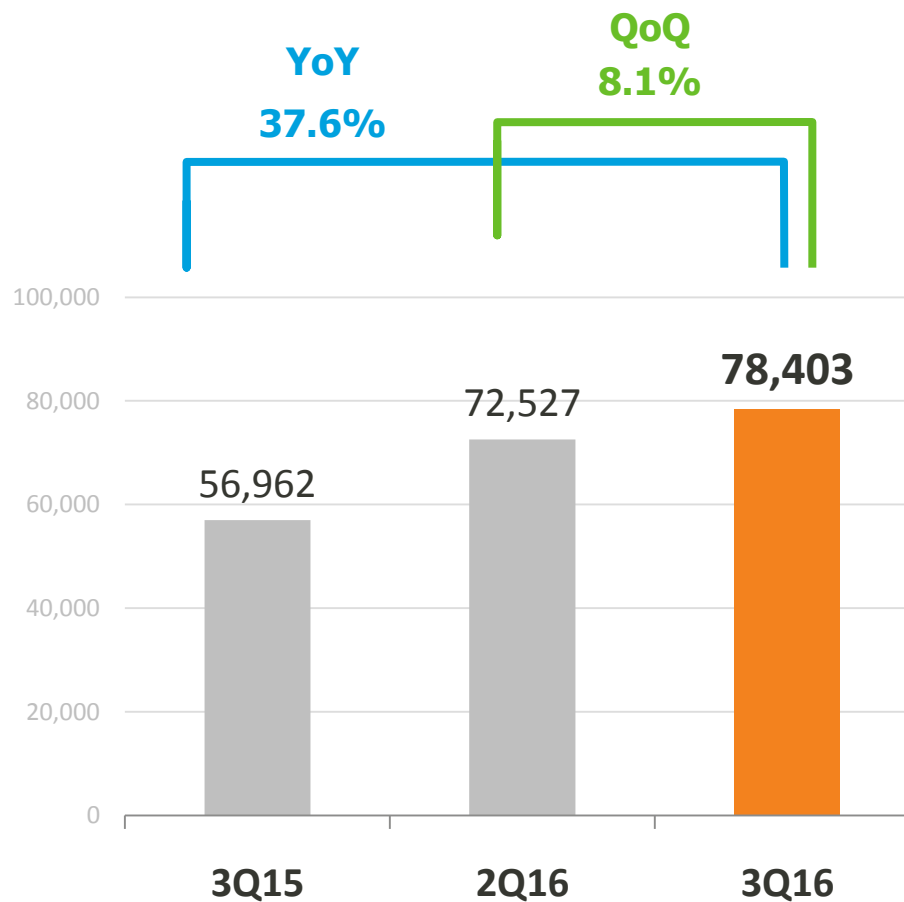


# Safe Harbor Statement

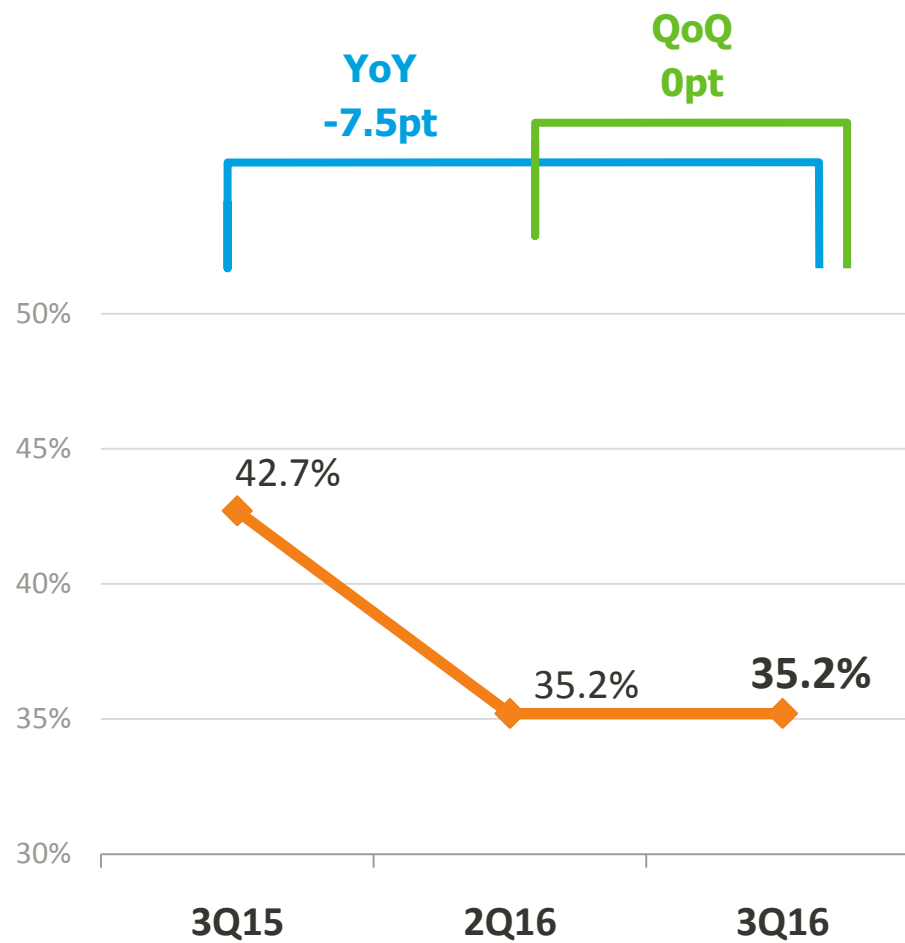
Except for historical information contained herein, the matters set forth in this presentation are forward looking statements that are subject to risks and uncertainties that could cause actual results to differ materially, including the impact of competitive products and pricing, timely design acceptance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

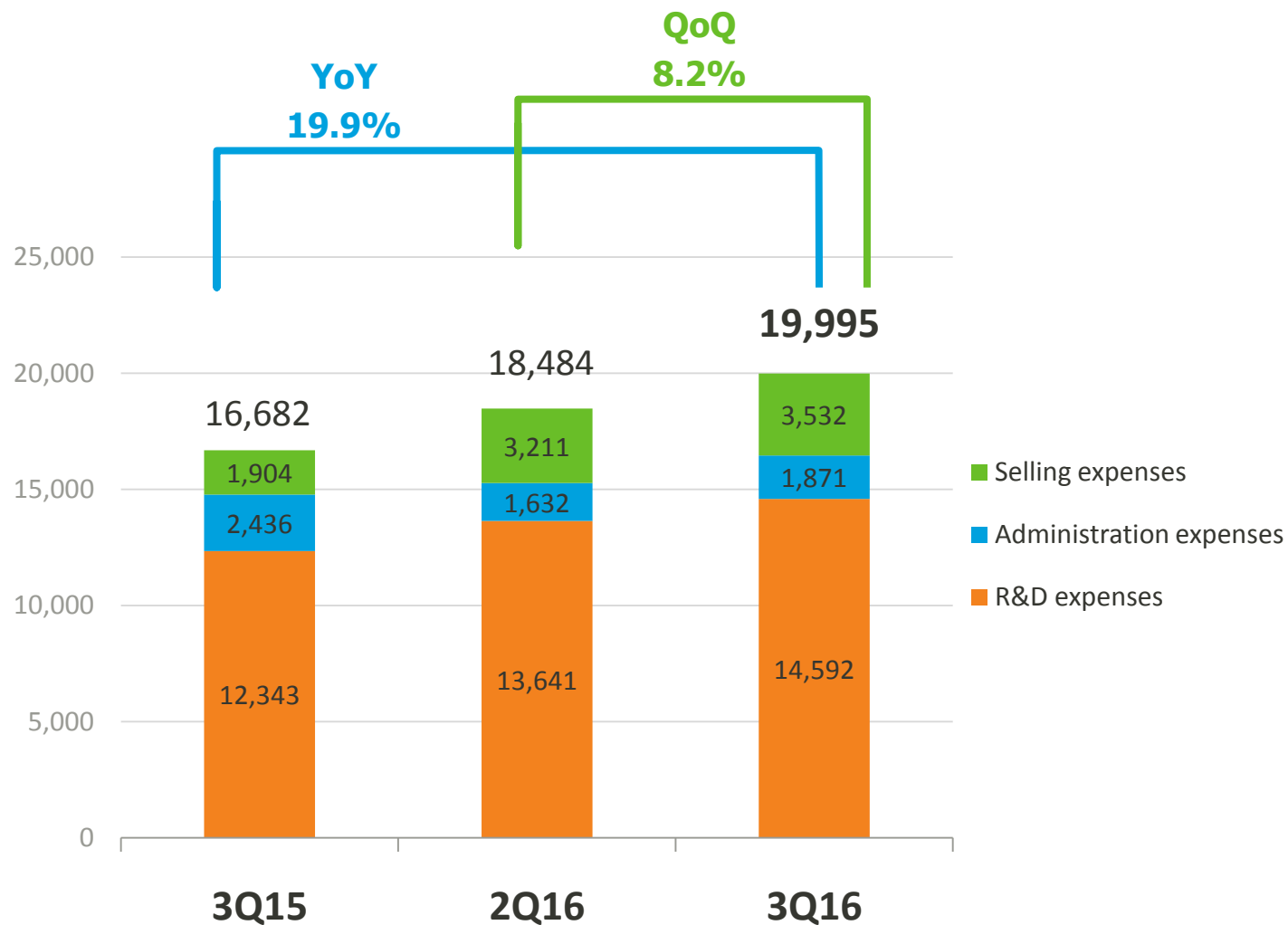


# Consolidated Gross Margin



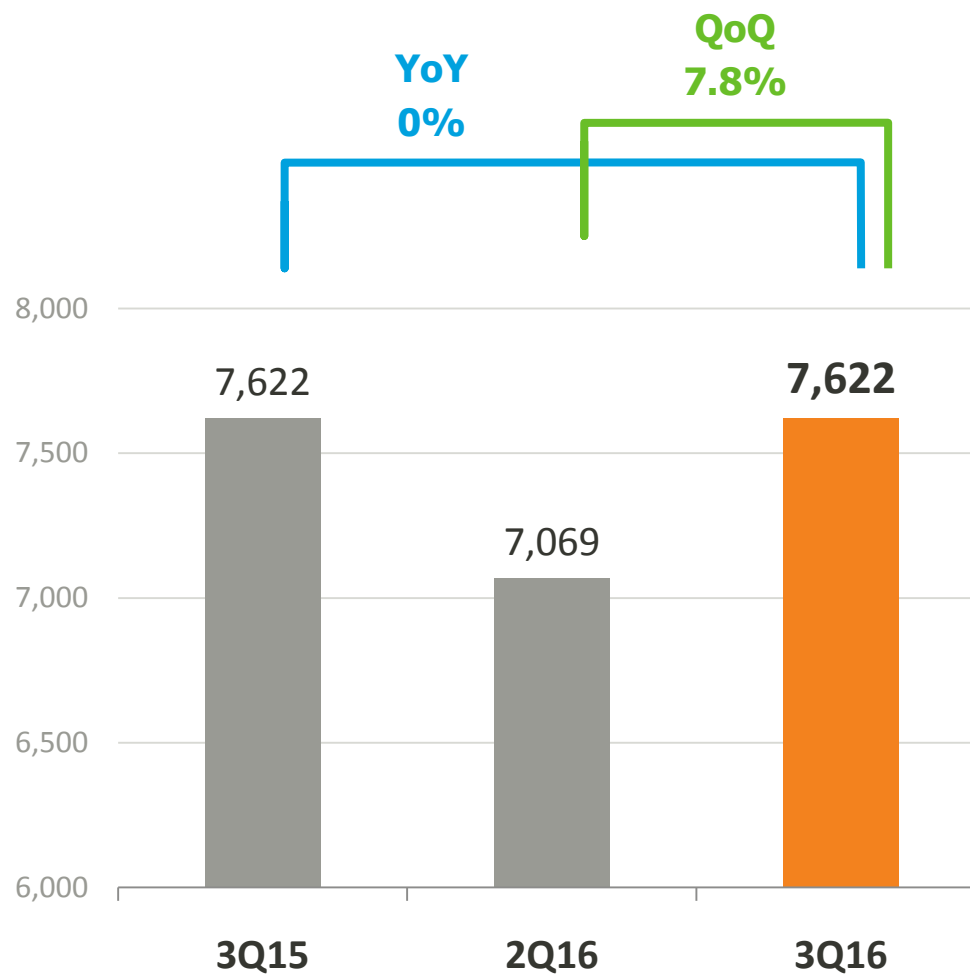
# Consolidated Operating Expenses

(NT\$ million)

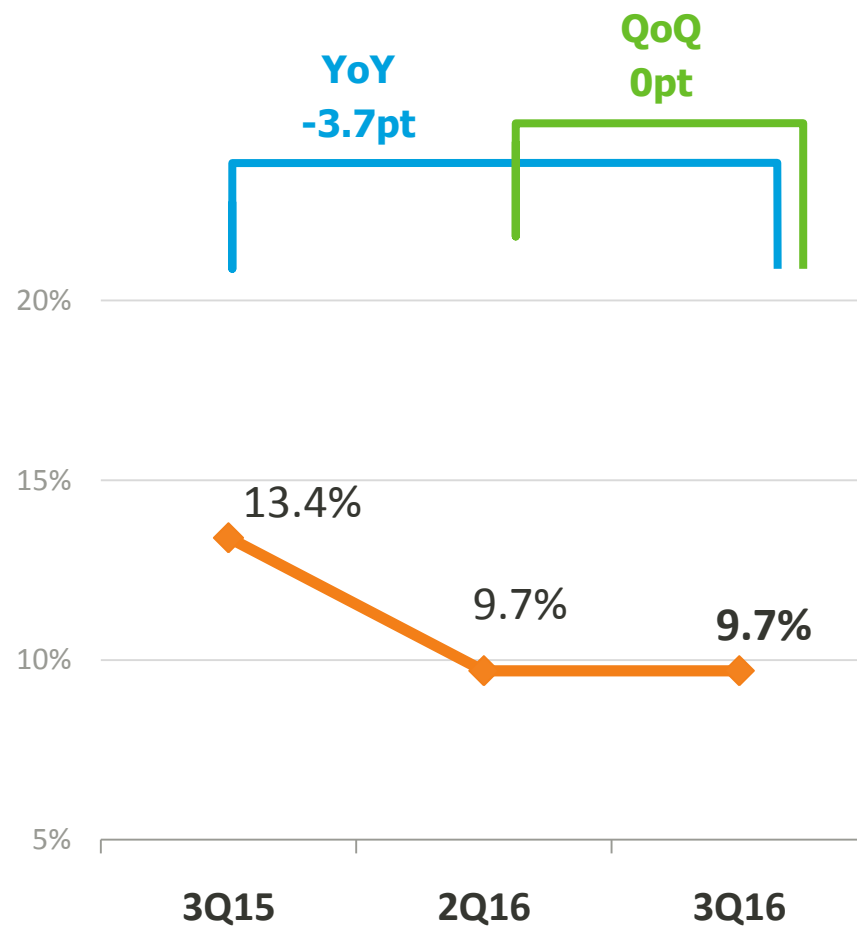


# Consolidated Operating Income

(NT\$ million)

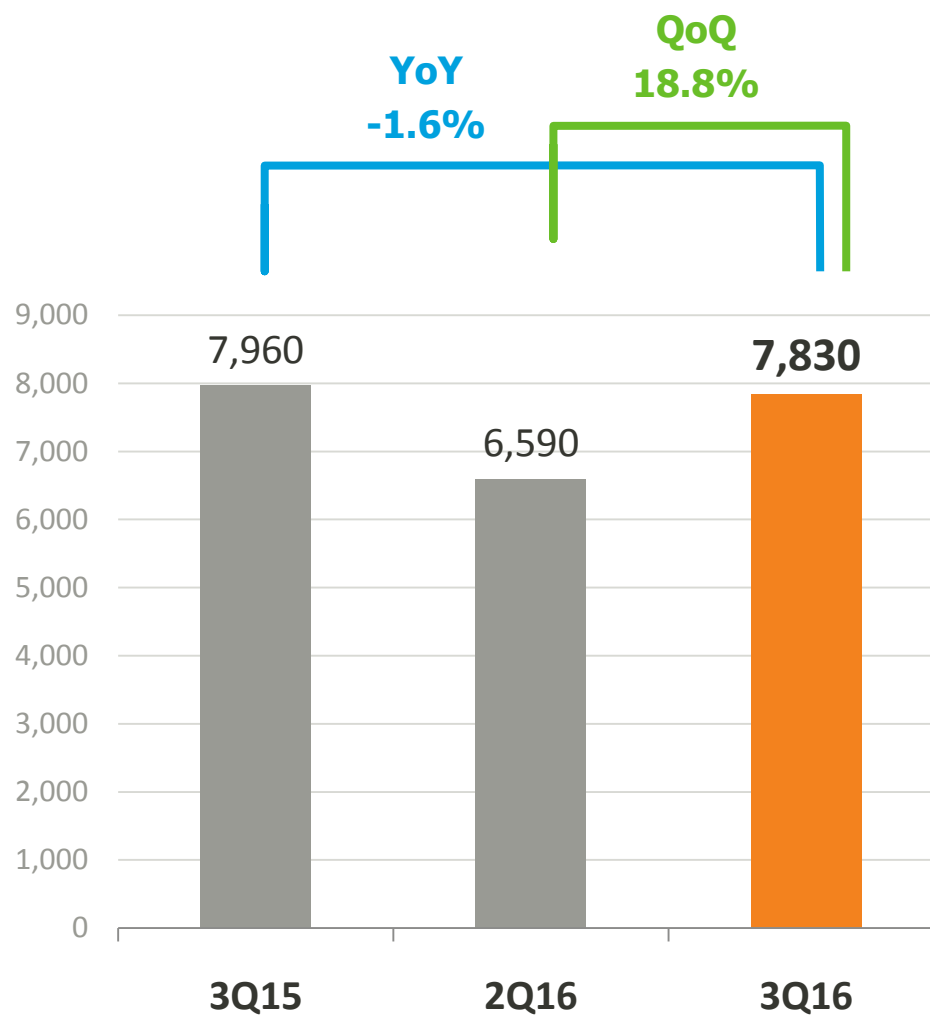


# Consolidated Operating Margin



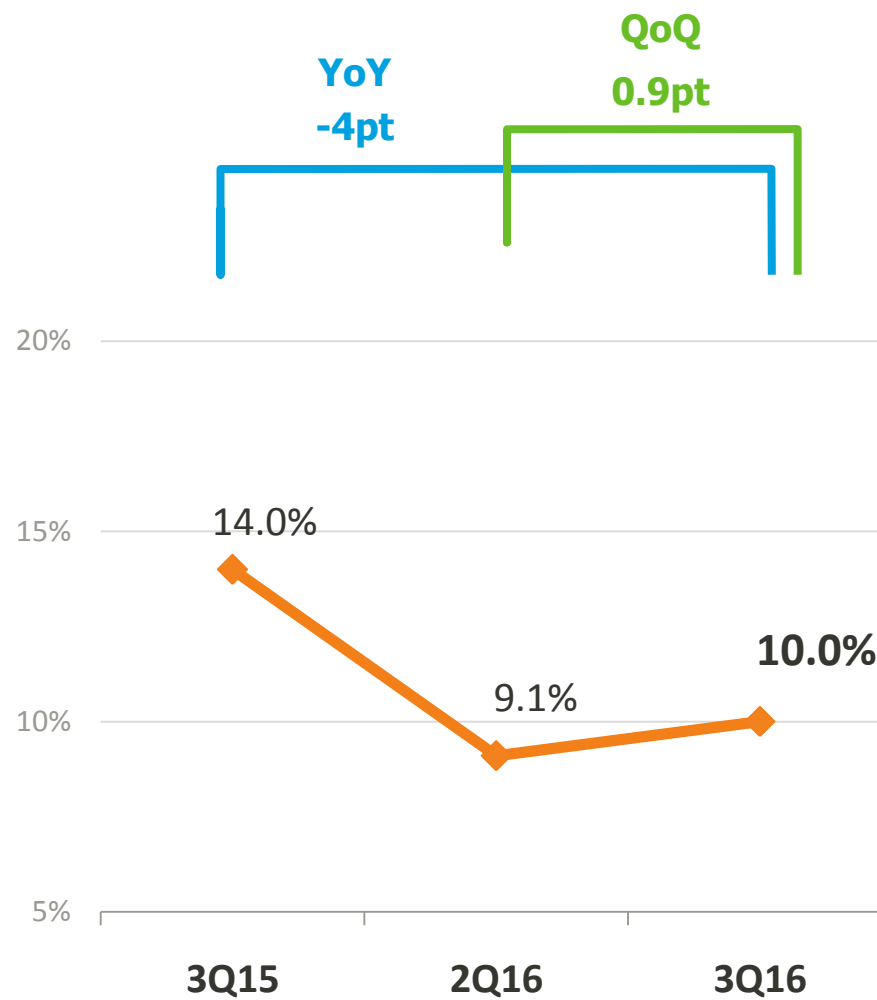
# Consolidated Net Income

(NT\$ million)



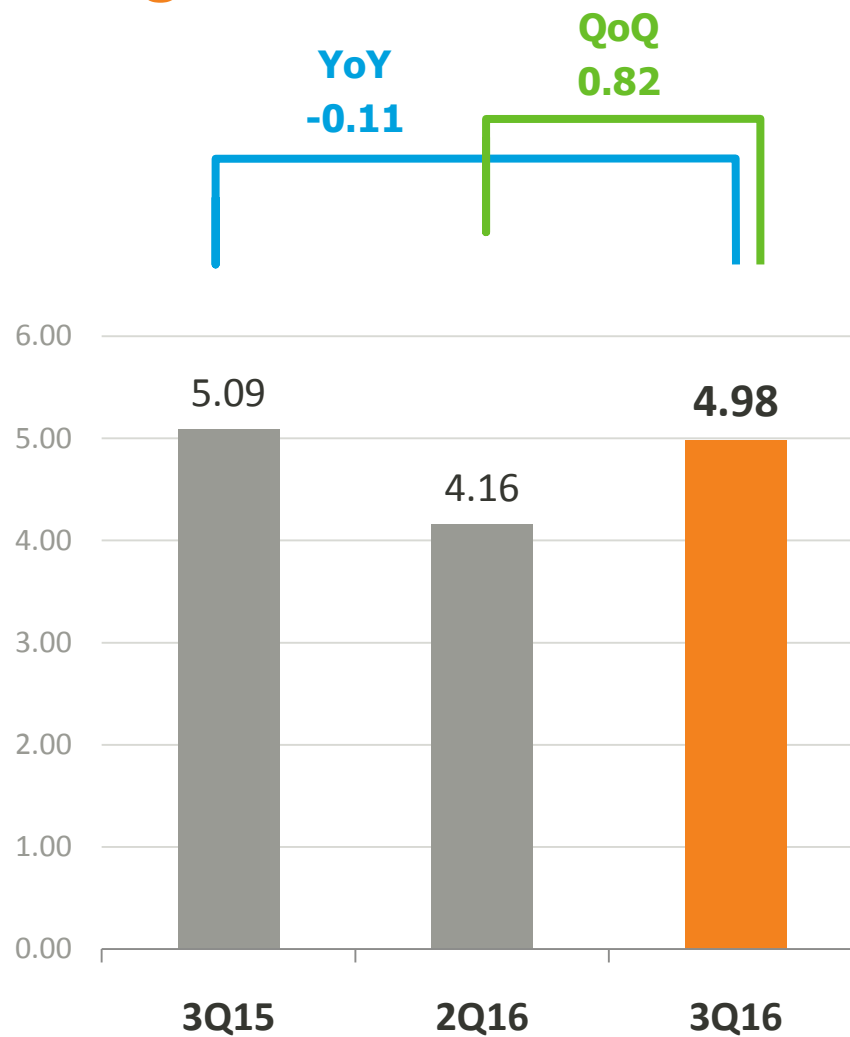


# Consolidated Net Profit Margin



# Consolidated Earnings Per Share

(NT\$)



# Financial Statements

# Consolidated Income Statement

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

	3Q16	2Q16	3Q15	Q-Q	Y-Y
Net Sales	78,403	72,527	56,962	8.1%	37.6%
Operating costs	(50,787)	(46,974)	(32,658)		
Gross Profit	27,617	25,553	24,304	8.1%	13.6%
Selling expenses	(3,532)	(3,211)	(1,904)		
Administration expenses	(1,871)	(1,632)	(2,436)		
R&D expenses	(14,592)	(13,641)	(12,343)		
Operating Expenses	(19,995)	(18,484)	(16,682)		
Operating Income	7,622	7,069	7,622	7.8%	0.0%
Net Non-operating Income	993	682	1,452		
Net Income Before Income Tax	8,615	7,751	9,074		
Income tax expense	(785)	(1,162)	(1,114)		
Net Income	7,830	6,590	7,960	18.8%	(1.6 %)
<b>EPS Attributable to the Parent(NT\$)</b>	<b>4.98</b>	<b>4.16</b>	<b>5.09</b>		

Note: Numbers do not add up due to rounding.

## Supplemental Information: Percentage of Revenue

	3Q16	2Q16	3Q15
<b>Gross profit</b>	<b>35.2%</b>	<b>35.2%</b>	<b>42.7%</b>
Selling expenses	(4.5 %)	(4.4 %)	(3.3 %)
Administration expenses	(2.4 %)	(2.3 %)	(4.3 %)
R&D expenses	(18.6 %)	(18.8 %)	(21.7 %)
<b>Operating profit</b>	<b>9.7%</b>	<b>9.7%</b>	<b>13.4%</b>
Non-operating income	1.3%	0.9%	2.5%
Income tax expense	(1.0 %)	(1.6 %)	(2.0 %)
<b>Net profit</b>	<b>10.0%</b>	<b>9.1%</b>	<b>14.0%</b>

Note: Numbers do not add up due to rounding.

# Balance Sheet Summary

(In NT\$ millions)

	3Q16	2Q16	3Q15
Cash & Financial assets-current	155,684	172,084	168,968
Accounts receivable	24,331	21,014	16,117
Inventories	36,630	34,014	33,981
Other current assets	12,472	11,342	7,330
Funds and investments	25,461	22,953	22,904
Intangible assets	72,848	73,806	64,072
Other non-current assets	40,768	41,146	34,044
Total assets	368,194	376,360	347,415
Short-term loans	64,555	60,849	57,033
Accounts payable	30,219	30,106	18,667
Other current liabilities	39,381	58,099	31,719
Total non-current liabilities	3,921	3,723	2,922
Total equity	230,118	223,583	237,075

Note: Numbers do not add up due to rounding.

# Cash Flow Statement

(In NT\$ millions)

	3Q16	2Q16	3Q15
Net cash provided by (used in) operating activities	3,170	12,210	658
Net cash provided by (used in) investing activities	(4,864)	(6,229)	(5,609)
Net cash provided by (used in) financing activities	(11,629)	(2,649)	(35,280)
Effect of changes in exchange rate on cash and cash equivalents	(2,663)	635	3,523
Net increase (decrease) in cash and cash equivalents	(15,985)	3,967	(36,708)
Cash and cash equivalents at the end of the period	143,944	159,929	159,116

Note: Numbers do not add up due to rounding.

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