

MEDIATEK

聯發科技 2022年第一季法人說明會 MediaTek 2022-Q1 Investor Conference

April 27, 2022



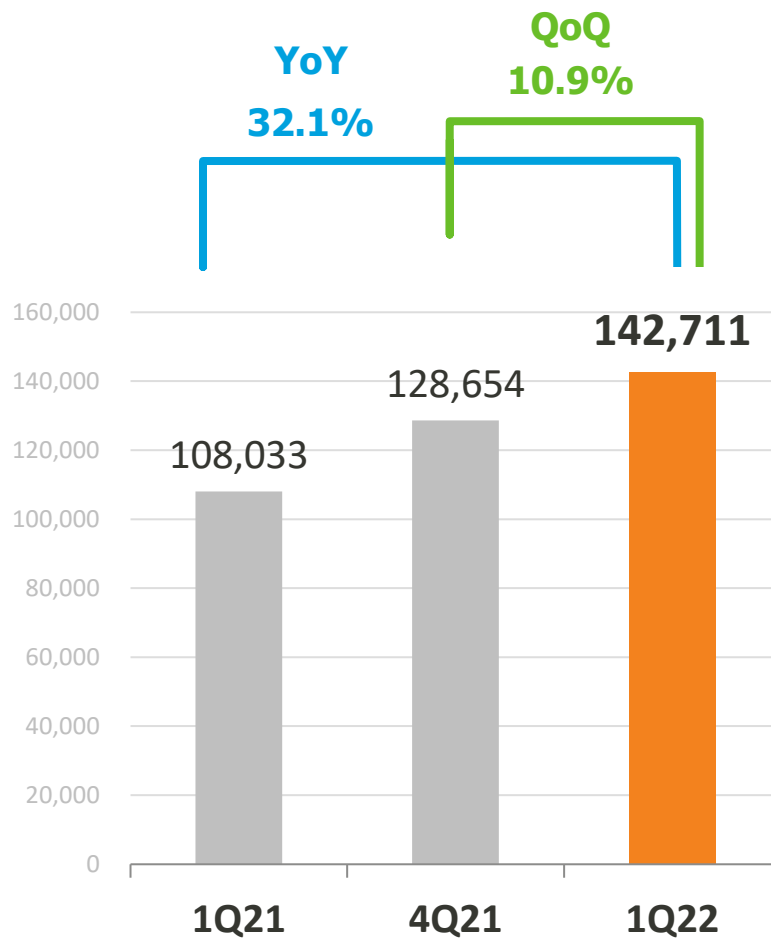
Safe Harbor Statement

These factors may cause actual results materially different from the information provided herein. The factors include the impact of competitive products and pricing, timely acceptance of products design 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, market oversupply, availability of manufacturing capacity, financial stability in end markets, potential difficulties in talents retention, unexpected costs and expenses, any merger and acquisition associated uncertainties such as obtaining of regulatory approval or integration delay, loss of significant customers, involvement in legal or administrative proceedings, new regulations that may impact our business operation, fluctuations in foreign exchange rates, global economic conditions or non-economic conditions and any other risks factors.

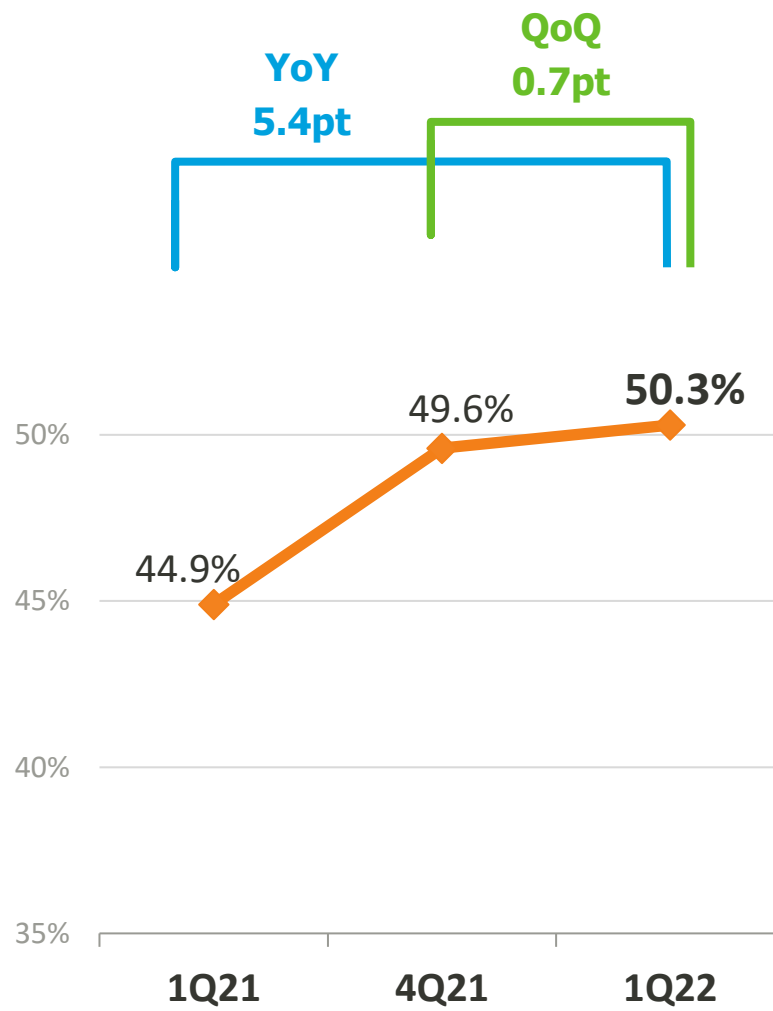
This presentation also supplements Non Taiwan International Financial Reporting Standards(Non-TIFRS) financial measures which exclude share-based compensation, amortization of acquisition related assets, tax effect and other items. This supplemental information is for reference only, not as a substitute for information based on TIFRS. Your attention is called that final actual earnings distribution will be made in accordance with financial statements based on TIFRS.

Consolidated Revenue

(NT\$ million)

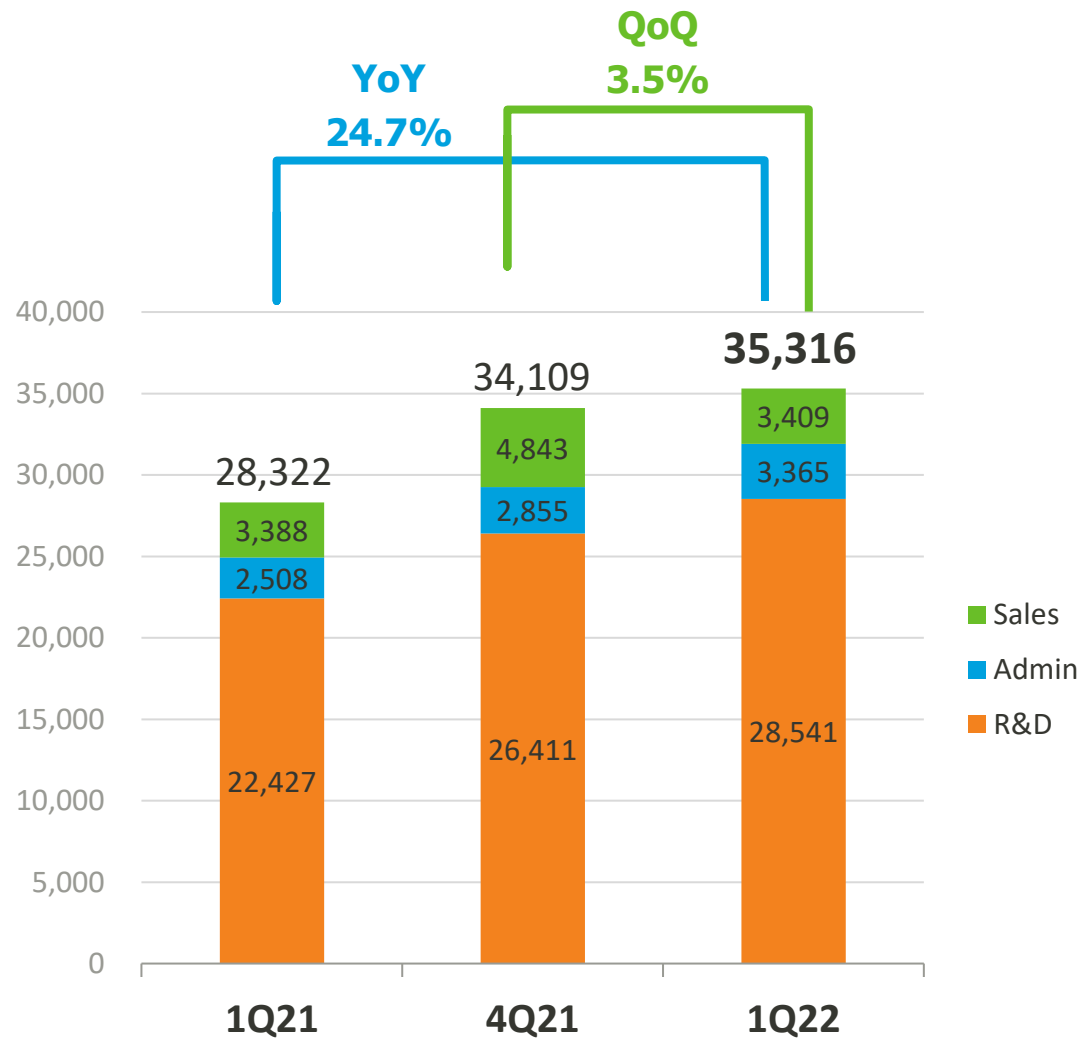


Consolidated Gross Margin



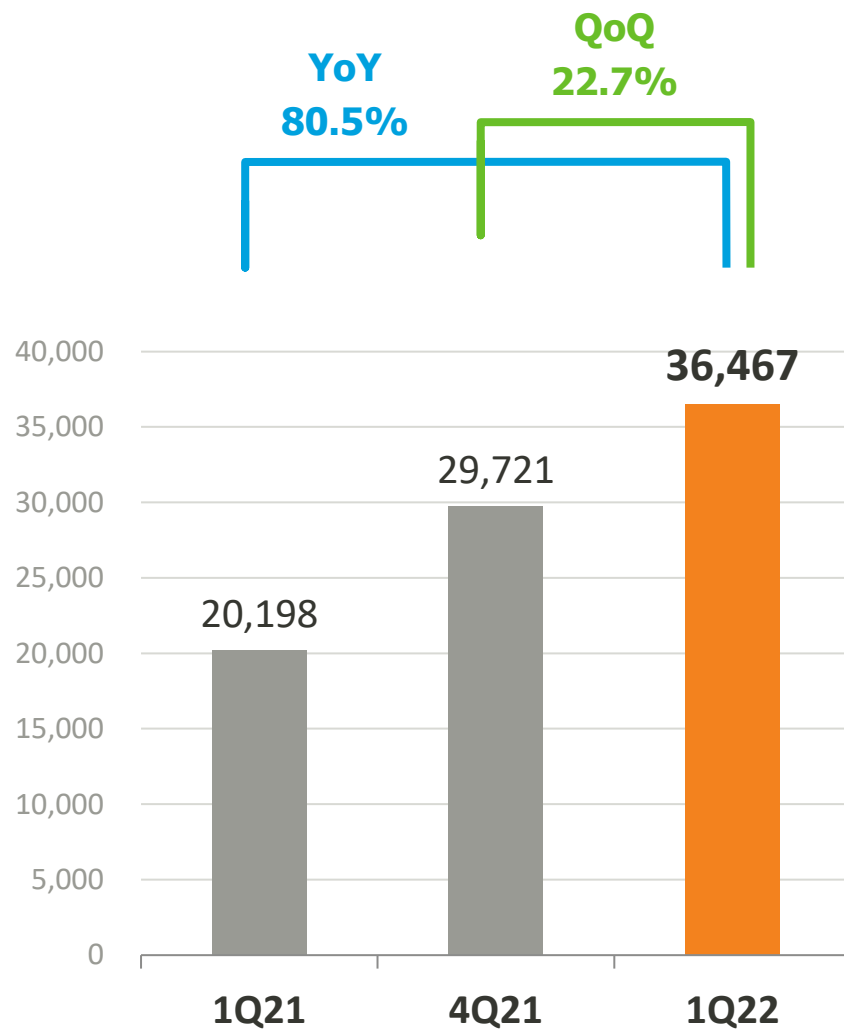
Consolidated Operating Expenses

(NT\$ million)

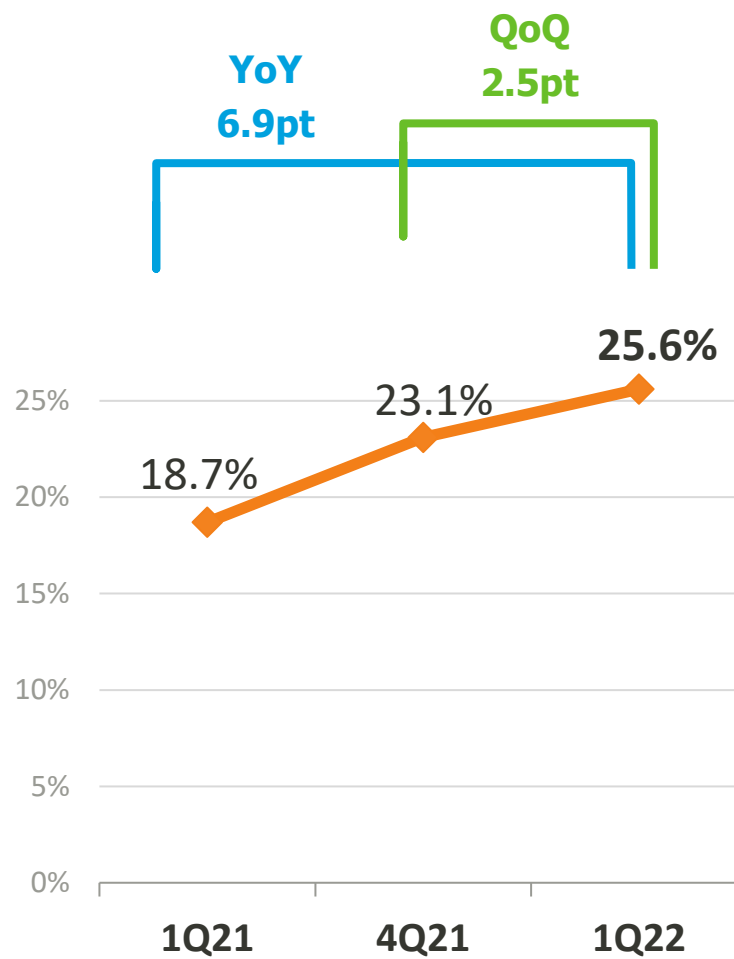


Consolidated Operating Income

(NT\$ million)

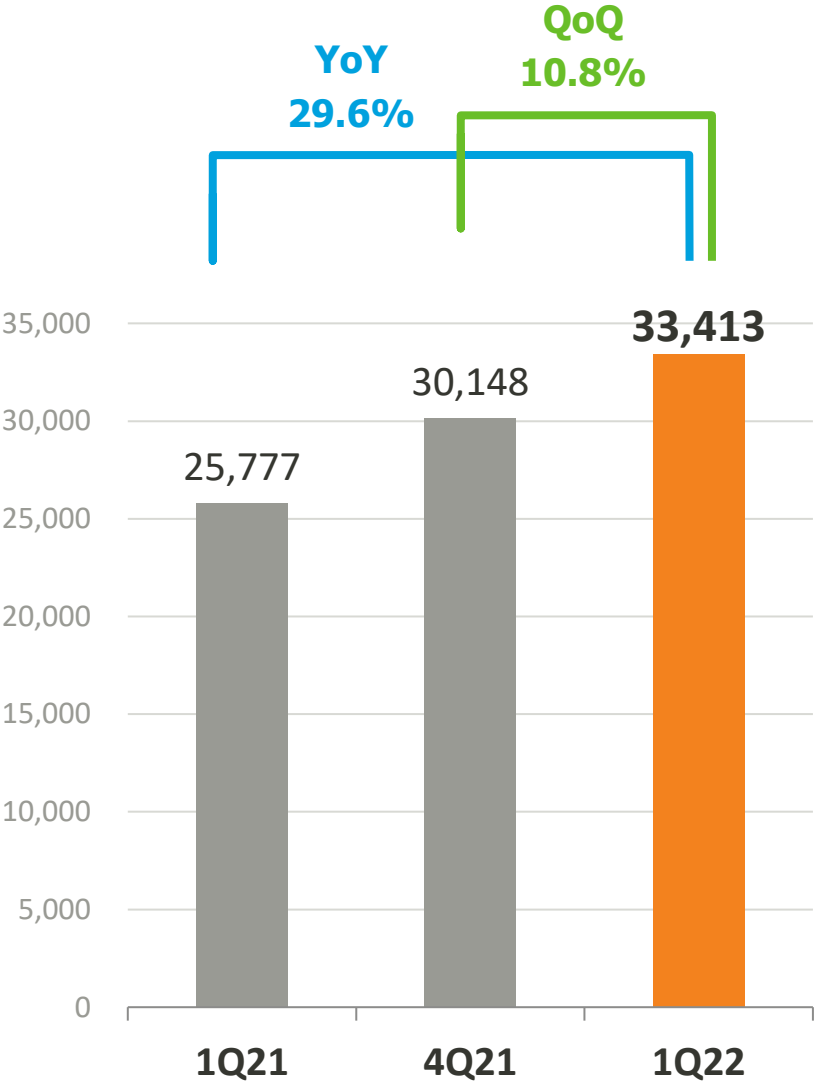


Consolidated Operating Margin

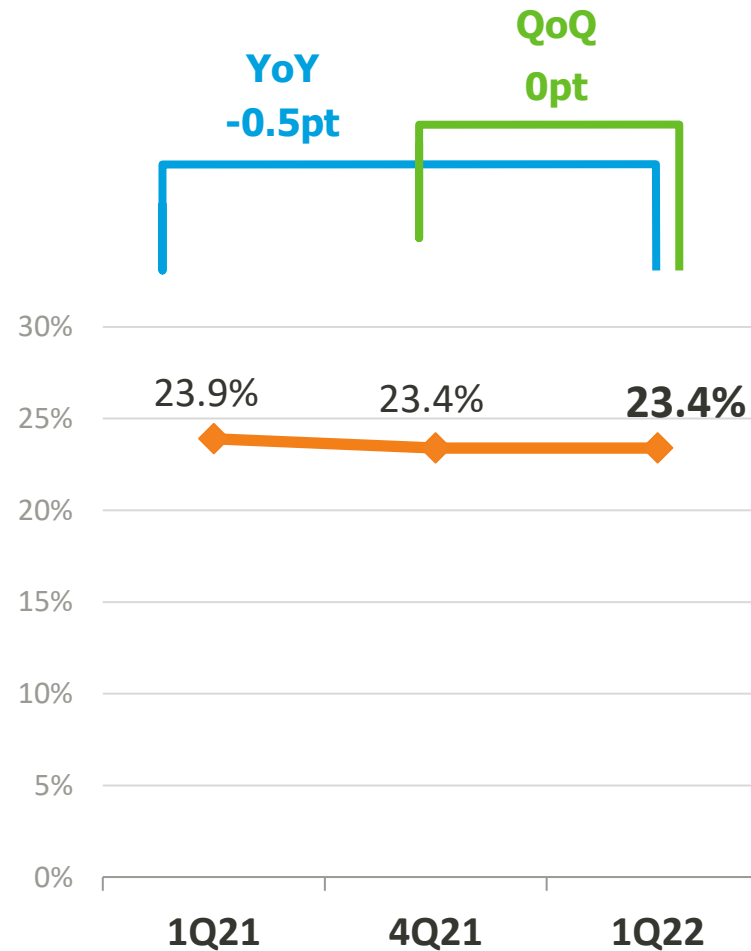


Consolidated Net Income

(NT\$ million)

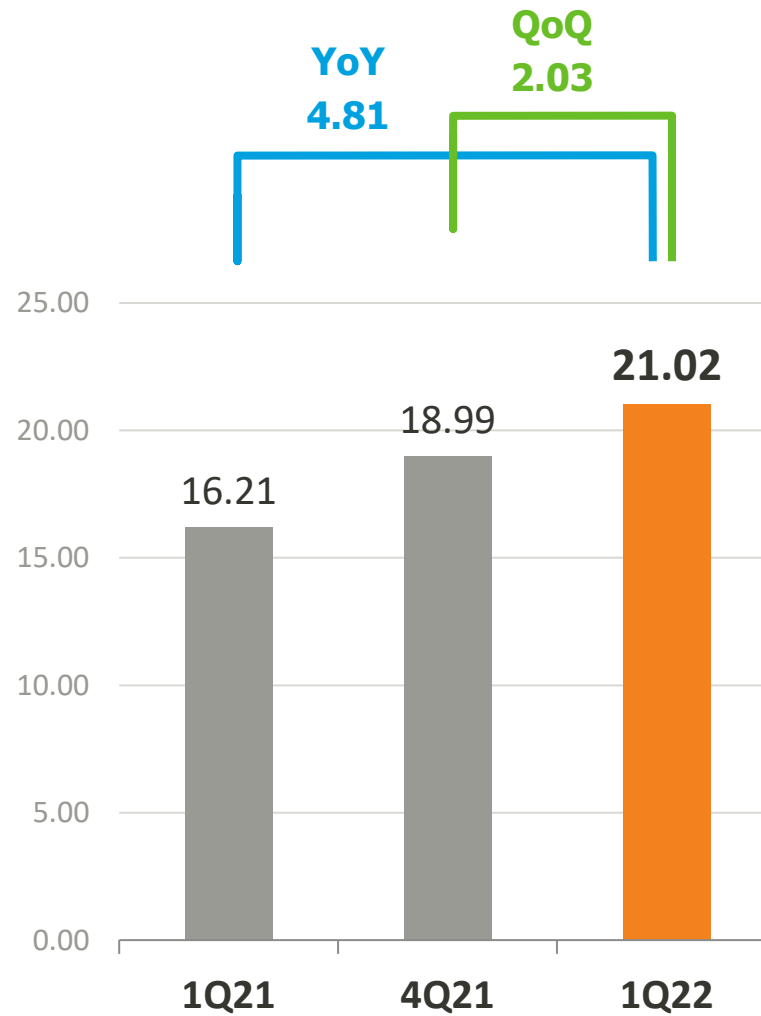


Consolidated Net Profit Margin



Consolidated Earnings Per Share

(NT\$)



Business Outlook

- ◆ For 2022-Q2, we currently expect:
 - ◆ Consolidated revenue: Around NT\$147 billion ~ 157 billion, at a forecast exchange rate of 28.5 NT dollars to 1 US dollar
 - ◆ Consolidated gross margin: 49% \pm 1.5%
 - ◆ Consolidated operating expense ratio: 24% \pm 2%

Taiwan-International Financial Reporting Standards (TIFRS) Financial Statements

Consolidated Income Statement (Unaudited)

(In NT\$ millions, except EPS)	1Q22	4Q21	1Q21	Q-Q	Y-Y
Net Sales	142,711	128,654	108,033	10.9%	32.1%
Operating costs	(70,927)	(64,824)	(59,513)		
Gross profit	71,783	63,830	48,520	12.5%	47.9%
Selling expenses	(3,409)	(4,843)	(3,388)		
Administration expenses	(3,365)	(2,855)	(2,508)		
R&D expenses	(28,541)	(26,411)	(22,427)		
Operating expenses	(35,316)	(34,109)	(28,322)		
Operating income	36,467	29,721	20,198	22.7%	80.5%
Net non-operating income	1,503	4,278	8,878		
Net income before income tax	37,970	33,999	29,076		
Income tax expense	(4,557)	(3,852)	(3,298)		
Net income	33,413	30,148	25,777	10.8%	29.6%
Owners of the parent	33,261	30,051	25,572	10.7%	30.1%
Non-controlling interests	152	97	205		
EPS attributable to the parent(NT\$)	21.02	18.99	16.21		
Average Exchange Rate – USD/NTD	28.00	27.83	28.39		

Note: Sums may not equal totals due to rounding.

Supplemental Information: Percentage of Revenue

	1Q22	4Q21	1Q21
Gross profit	50.3%	49.6%	44.9%
Selling expenses	(2.4%)	(3.8%)	(3.1%)
Administration expenses	(2.4%)	(2.2%)	(2.3%)
R&D expenses	(20.0%)	(20.5%)	(20.8%)
Operating income	25.6%	23.1%	18.7%
Non-operating income	1.1%	3.3%	8.2%
Income tax expense	(3.2%)	(3.0%)	(3.1%)
Net income	23.4%	23.4%	23.9%

Note: Sums may not equal totals due to rounding.

Balance Sheet Summary (Unaudited)

(In NT\$ millions)	1Q22	4Q21	1Q21
Cash & financial assets-current	249,894	204,764	213,483
Accounts receivable	64,678	58,660	46,371
Inventories	89,377	73,271	56,668
Other current assets	13,926	10,171	13,633
Funds and investments	113,739	128,123	130,414
Intangible assets	73,953	73,526	75,572
Other non-current assets	103,116	112,363	50,906
Total assets	708,684	660,877	587,047
Short-term loans	70,125	51,267	27,220
Accounts payable	50,759	43,504	43,301
Other current liabilities	114,575	116,335	88,868
Total non-current liabilities	17,310	16,123	14,703
Total equity	455,914	433,648	412,955

Note: Sums may not equal totals due to rounding.

Cash Flow Statement (Unaudited)

(In NT\$ millions)	1Q22	4Q21	1Q21
Net cash provided by (used in) operating activities	30,735	24,737	(1,450)
Net cash provided by (used in) investing activities	(6,897)	(9,100)	(6,658)
Net cash provided by (used in) financing activities	19,211	1,144	5,578
Effect of changes in exchange rate on cash and cash equivalents	3,679	(1,314)	46
Net increase (decrease) in cash and cash equivalents	46,728	15,467	(2,483)
Cash and cash equivalents at the end of the period	230,433	183,705	194,097

Note : Sums may not equal totals due to rounding.

【Supplemental Information】

Reconciliations of TIFRS Results to Non-TIFRS Results and Quarterly Revenue Product Segment

Reconciliations of TIFRS Results to Non-TIFRS Results^{Note2}

(In NT\$ millions)		1Q22	4Q21	1Q21	Q-Q	Y-Y
TIFRS	Operating income	36,467	29,721	20,198	22.7%	80.5%
	Operating income margin(%)	25.6%	23.1%	18.7%		
Reconciliations	Share-based compensation	1,240	1,066	115		
	Amortization of acquisition related assets	77	136	198		
Non-TIFRS	Operating income	37,784	30,923	20,510	22.2%	84.2%
	Operating income margin (%)	26.5%	24.0%	19.0%		

TIFRS	Net income	33,413	30,148	25,777	10.8%	29.6%
	Net income margin(%)	23.4%	23.4%	23.9%		
	Net income- Owners of the parent	33,261	30,051	25,572	10.7%	30.1%
	EPS(NT\$)	21.02	18.99	16.21		
Reconciliations	Share-based compensation	1,240	1,066	115		
	Amortization of acquisition related assets	77	136	198		
	Tax effect	(181)	(170)	(53)		
Non-TIFRS	Net income	34,549	31,179	26,036	10.8%	32.7%
	Net income margin (%)	24.2%	24.2%	24.1%		
	Net income- Owners of the parent	34,367	31,072	25,831	10.6%	33.0%
	EPS(NT\$)	21.71	19.63	16.38		

Note1: Sums may not equal totals due to rounding.

Note2: Non-TIFRS financial information should be considered in addition to, not as a substitute for, TIFRS financial information.

Reconciliations between TIFRS and Non-TIFRS results include share-based compensation, amortization of acquisition related assets, tax effect and other items. Earnings distribution is made in accordance with financial statements based on TIFRS.

Quarterly Product Group Revenue Breakdown

Product Group*	1Q22 Revenue Breakdown	QoQ%	YoY%
Mobile Phone	53%	13%	28%
Smart Edge Platforms	39%	7%	35%
Power IC	8%	21%	52%
Total	100%	11%	32%

* **Mobile Phone:** 5G/4G/3G smartphone and feature phone

Smart Edge Platforms: Wireless/wired connectivity and SoC for router, broadband, PON, laptop, wireless headset, smart speaker and automotive; ARM-based computing and IoT; TV; customized service for consumer/enterprise platforms

Power IC: Power IC

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