

MEDIATEK

聯發科技 2022年第三季法人說明會 MediaTek 2022-Q3 Investor Conference

October 28, 2022



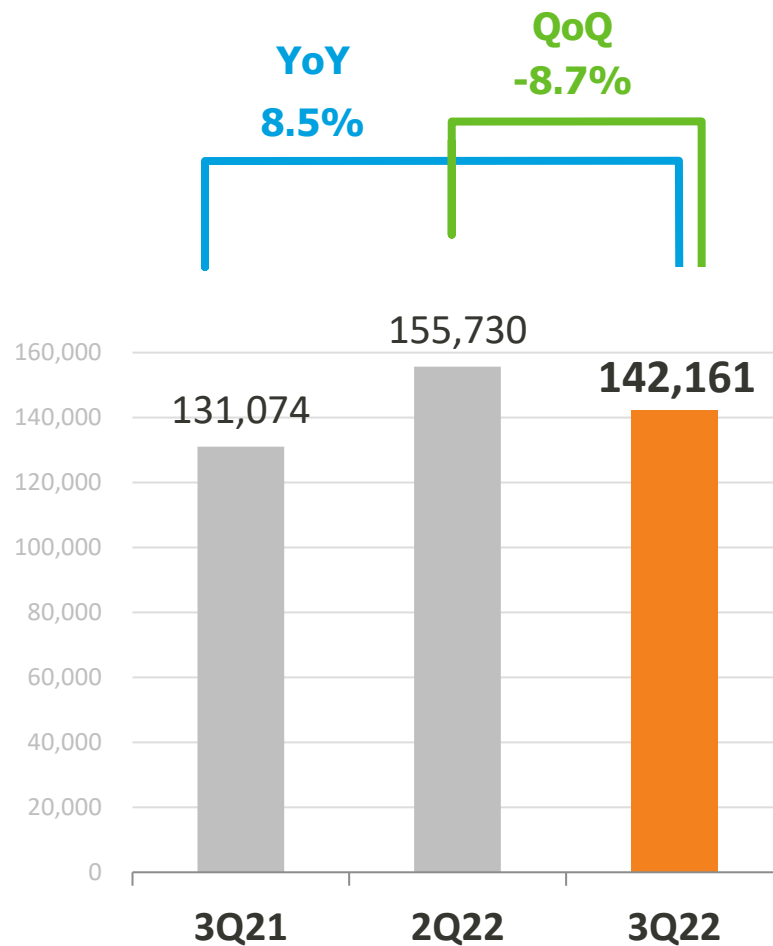
Safe Harbor Statement

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.

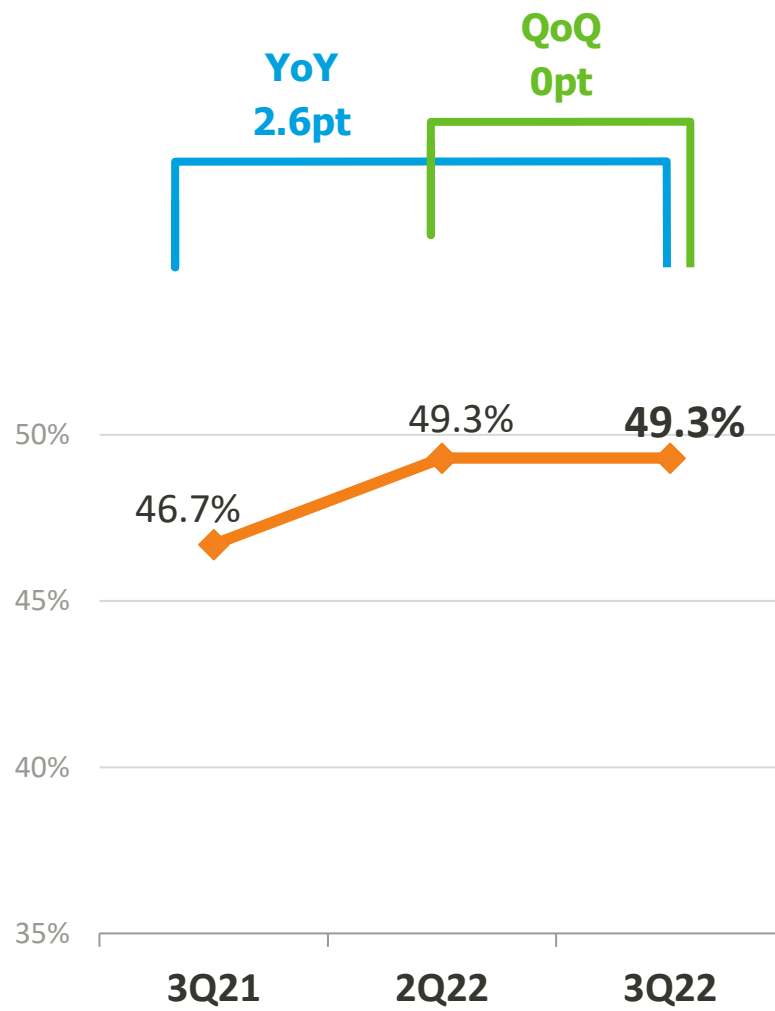
This presentation also supplements Non Taiwan International Financial Reporting Standards(Non-TIFRS) financial measures which exclude share-based compensation, amortization of acquisition related assets, tax effect and other items. This supplemental information is for reference only, not as a substitute 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)

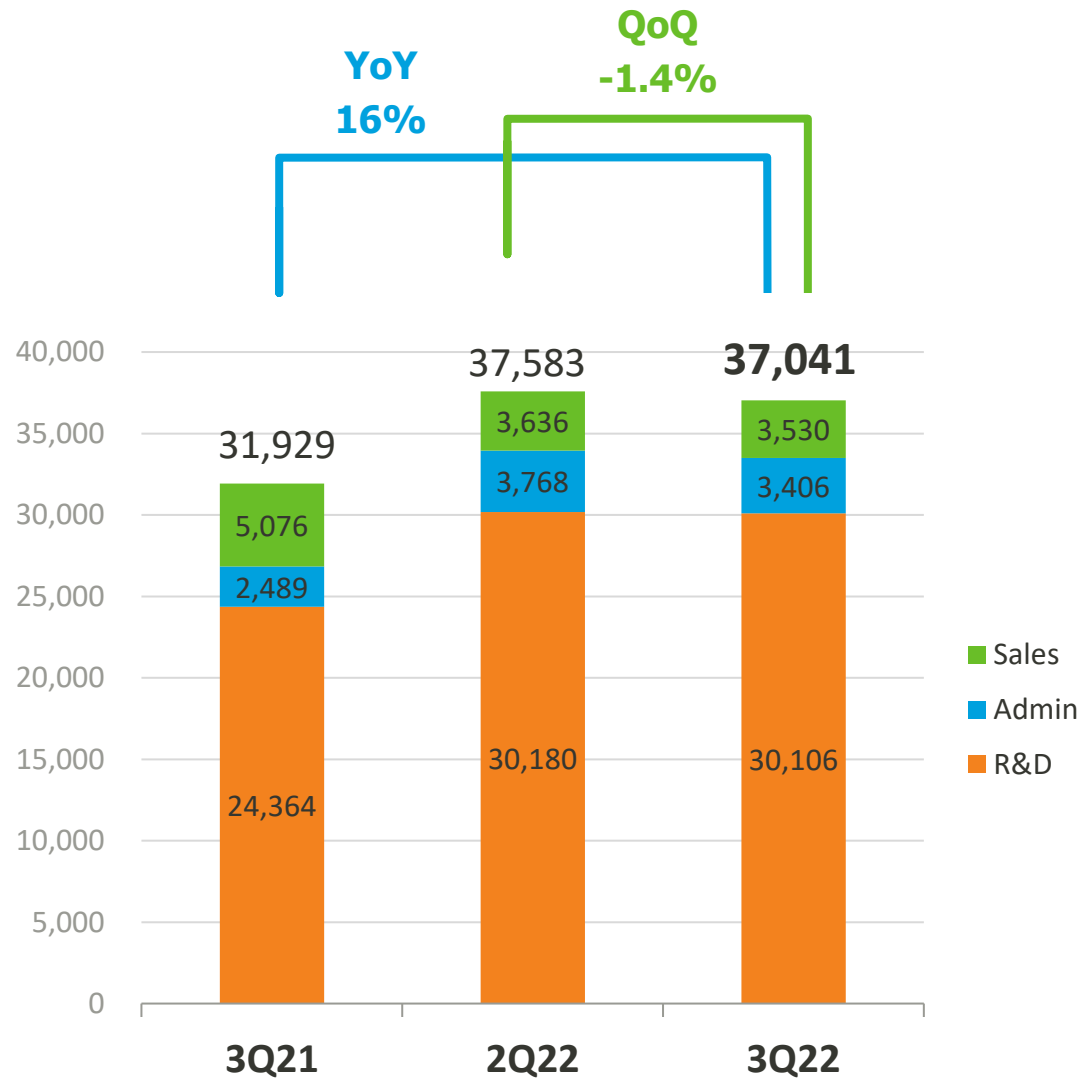


Consolidated Gross Margin



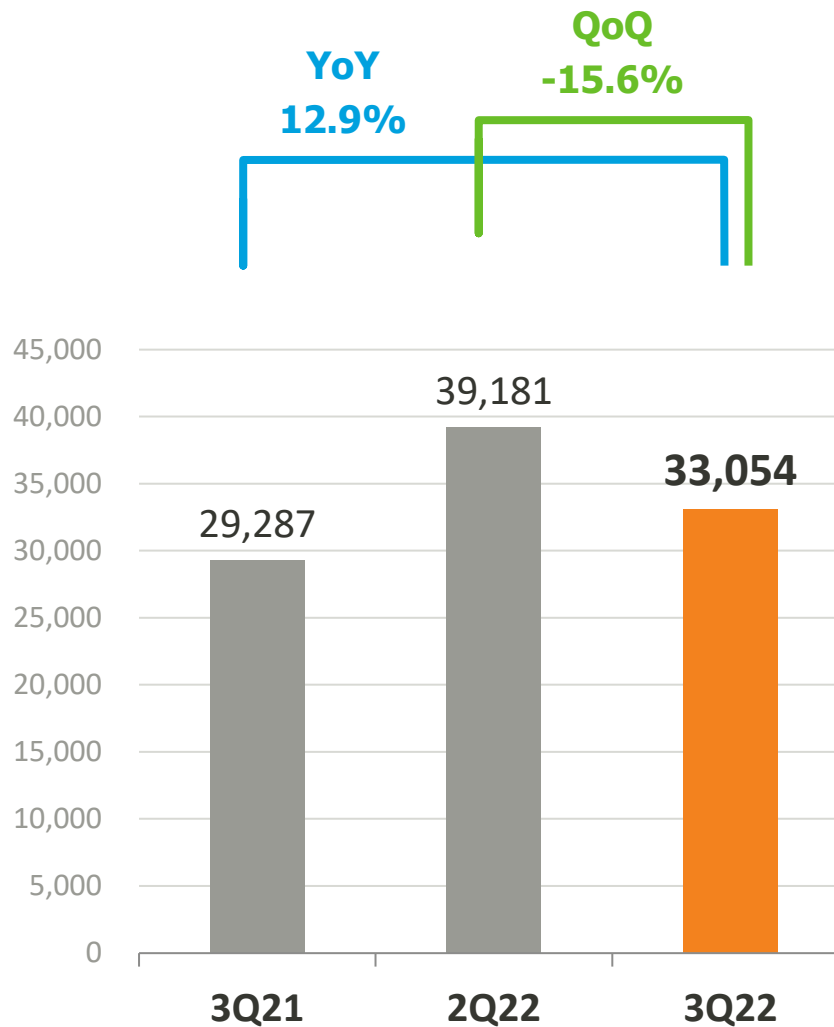
Consolidated Operating Expenses

(NT\$ million)

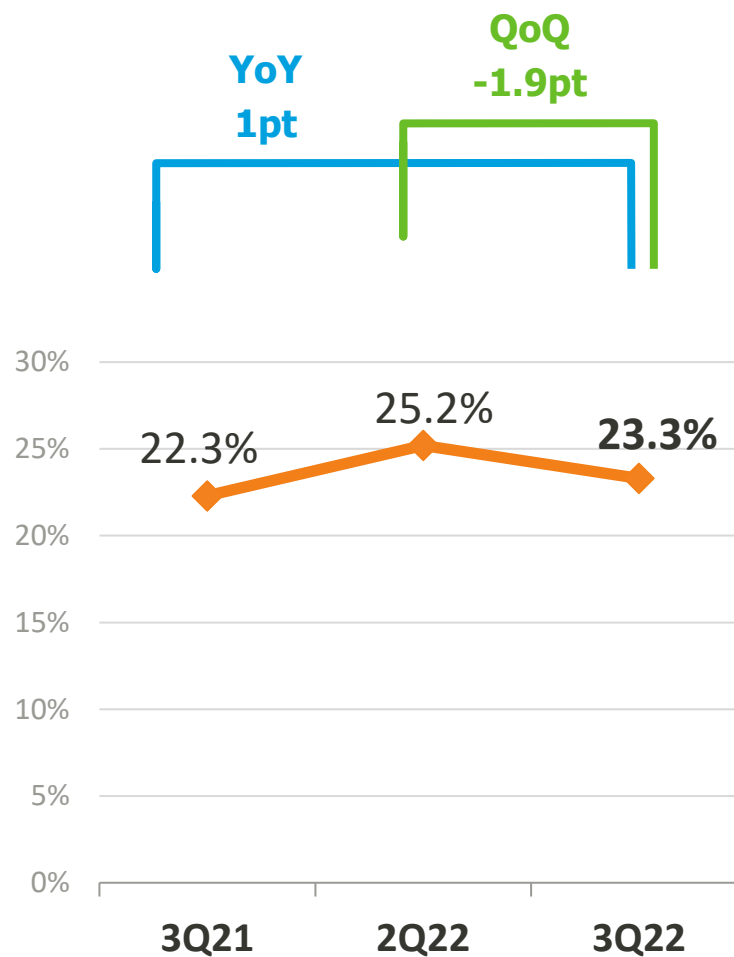


Consolidated Operating Income

(NT\$ million)

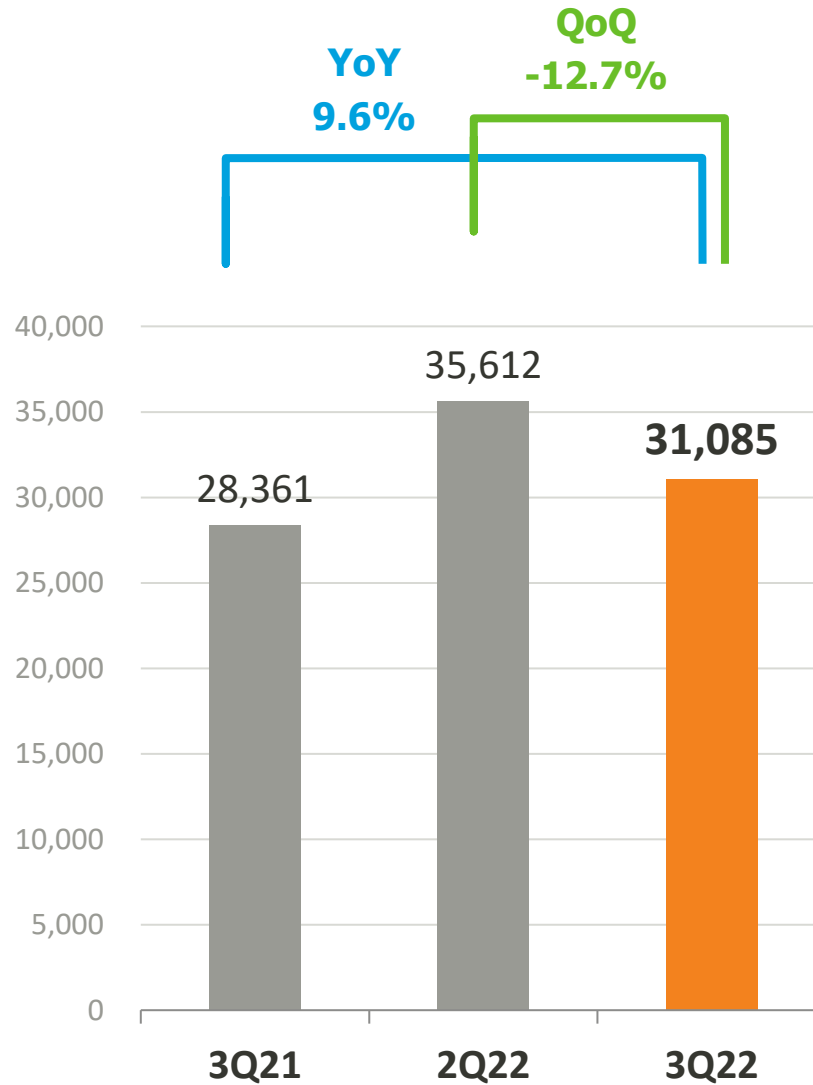


Consolidated Operating Margin

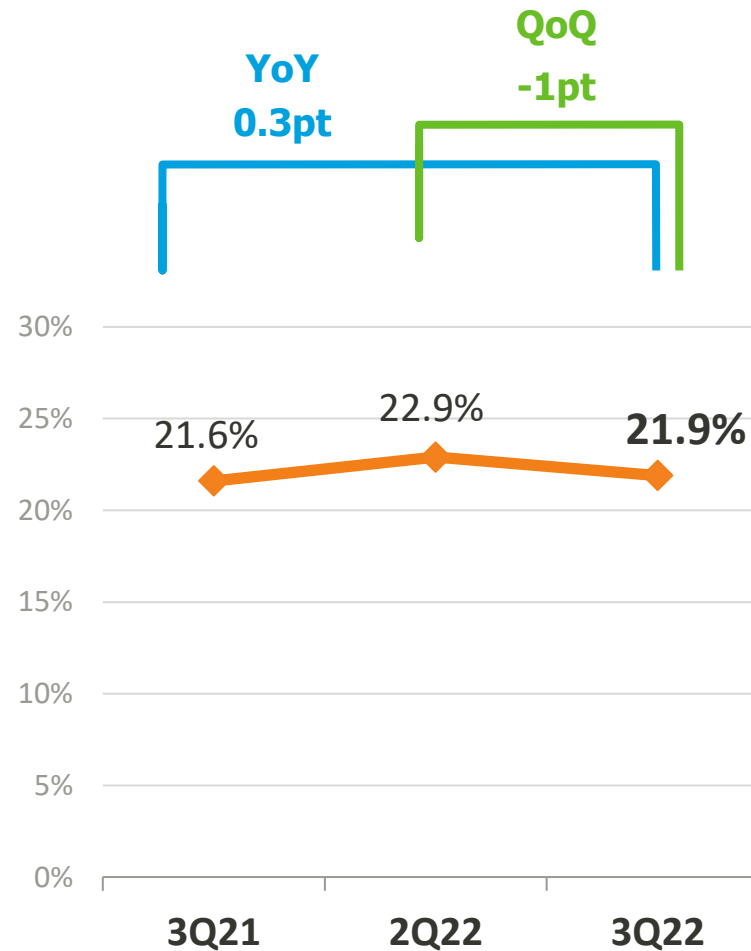


Consolidated Net Income

(NT\$ million)

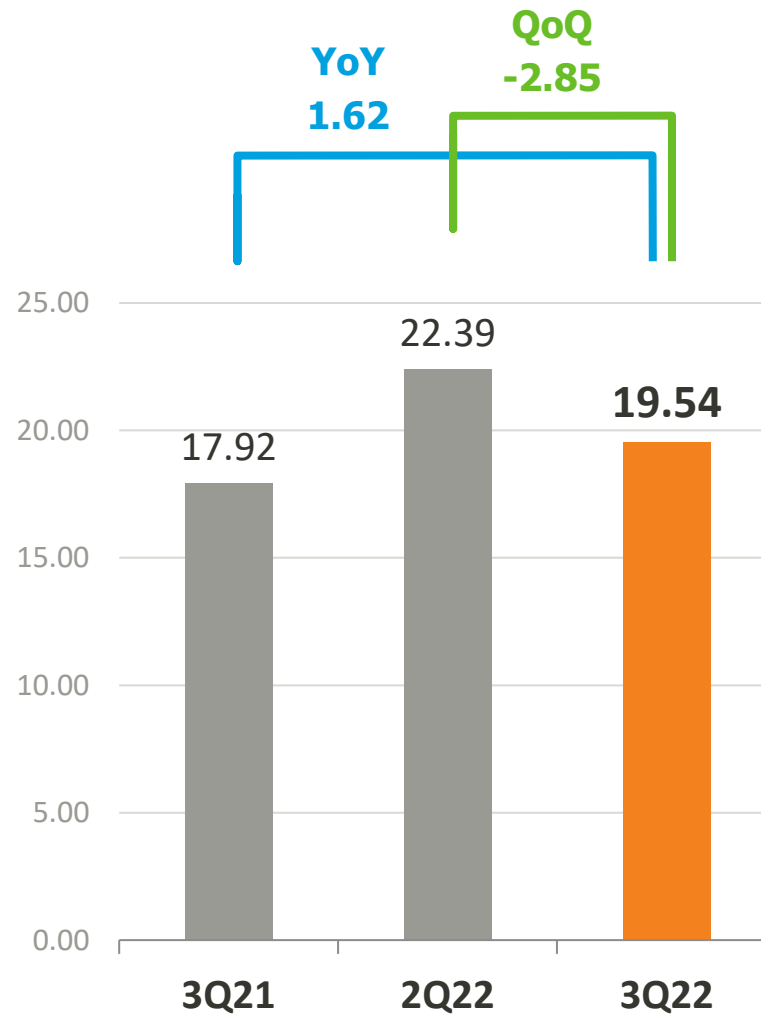


Consolidated Net Profit Margin



Consolidated Earnings Per Share

(NT\$)



Business Outlook

- ◆ For 2022-Q4, we currently expect:
 - ◆ Consolidated revenue: Around NT\$108 billion ~ 119.4 billion,
at a forecast exchange rate of 31.5 NT dollars to 1 US dollar
 - ◆ Consolidated gross margin: 48.5% ± 1.5%
 - ◆ Consolidated operating expense ratio: 31% ± 2%

Taiwan-International Financial Reporting Standards (TIFRS) Financial Statements

Consolidated Income Statement (Unaudited)

(In NT\$ millions, except EPS)	3Q22	2Q22	3Q21	Q-Q	Y-Y
Net Sales	142,161	155,730	131,074	(8.7%)	8.5%
Operating costs	(72,066)	(78,966)	(69,858)		
Gross profit	70,095	76,764	61,216	(8.7%)	14.5%
Selling expenses	(3,530)	(3,636)	(5,076)		
Administration expenses	(3,406)	(3,768)	(2,489)		
R&D expenses	(30,106)	(30,180)	(24,364)		
Operating expenses	(37,041)	(37,583)	(31,929)		
Operating income	33,054	39,181	29,287	(15.6%)	12.9%
Net non-operating income	2,542	1,756	2,903		
Net income before income tax	35,596	40,937	32,190		
Income tax expense	(4,511)	(5,325)	(3,829)		
Net income	31,085	35,612	28,361	(12.7%)	9.6%
Owners of the parent	30,955	35,437	28,287	(12.6%)	9.4%
Non-controlling interests	131	175	74		
EPS attributable to the parent(NT\$)	19.54	22.39	17.92		
Average Exchange Rate - USD/NTD	30.41	29.44	27.87		

Note: Sums may not equal totals due to rounding.

Supplemental Information: Percentage of Revenue

	3Q22	2Q22	3Q21
Gross profit	49.3%	49.3%	46.7%
Selling expenses	(2.5%)	(2.3%)	(3.9%)
Administration expenses	(2.4%)	(2.4%)	(1.9%)
R&D expenses	(21.2%)	(19.4%)	(18.6%)
Operating income	23.3%	25.2%	22.3%
Non-operating income	1.8%	1.1%	2.2%
Income tax expense	(3.2%)	(3.4%)	(2.9%)
Net income	21.9%	22.9%	21.6%

Note: Sums may not equal totals due to rounding.

Balance Sheet Summary (Unaudited)

(In NT\$ millions)	3Q22	2Q22	3Q21
Cash & financial assets-current	159,193	256,547	187,344
Accounts receivable	65,913	61,899	55,717
Inventories	83,438	91,410	68,793
Other current assets	14,268	14,579	10,031
Funds and investments	126,921	124,679	122,654
Intangible assets	73,834	73,662	74,661
Other non-current assets	116,327	107,966	89,274
Total assets	639,894	730,742	608,475
Short-term loans	48,611	41,291	50,449
Accounts payable	30,515	45,328	45,581
Other current liabilities	111,124	234,301	97,548
Total non-current liabilities	21,320	17,026	15,834
Total equity	428,323	392,797	399,063

Note: Sums may not equal totals due to rounding.

Cash Flow Statement (Unaudited)

(In NT\$ millions)	3Q22	2Q22	3Q21
Net cash provided by (used in) operating activities	19,259	35,554	(4,323)
Net cash provided by (used in) investing activities	(15,042)	(12,678)	(10,872)
Net cash provided by (used in) financing activities	(110,118)	(19,712)	(35,835)
Effect of changes in exchange rate on cash and cash equivalents	9,252	4,621	56
Net increase (decrease) in cash and cash equivalents	(96,649)	7,785	(50,974)
Cash and cash equivalents at the end of the period	141,569	238,218	168,238

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)

		3Q22	2Q22	3Q21	Q-Q	Y-Y
TIFRS	Operating income	33,054	39,181	29,287	(15.6%)	12.9%
	Operating income margin(%)	23.3%	25.2%	22.3%		
Reconciliations	Share-based compensation	1,119	1,248	453		
	Amortization of acquisition related assets	159	90	136		
Non-TIFRS	Operating income	34,332	40,519	29,876	(15.3%)	14.9%
	Operating income margin (%)	24.1%	26.0%	22.8%		

TIFRS	Net income	31,085	35,612	28,361	(12.7%)	9.6%
	Net income margin(%)	21.9%	22.9%	21.6%		
	Net income- Owners of the parent	30,955	35,437	28,287	(12.6%)	9.4%
	EPS(NT\$)	19.54	22.39	17.92		
Reconciliations	Share-based compensation	1,119	1,248	453		
	Amortization of acquisition related assets	159	90	136		
	Tax effect	(176)	(185)	(86)		
Non-TIFRS	Net income	32,187	36,765	28,865	(12.5%)	11.5%
	Net income margin (%)	22.6%	23.6%	22.0%		
	Net income- Owners of the parent	32,025	36,569	28,784	(12.4%)	11.3%
	EPS(NT\$)	20.22	23.10	18.23		

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*	3Q22 Revenue Breakdown (Note 1)	QoQ%	YoY%
Mobile Phone	55%	-8%	7%
Smart Edge Platforms	38%	-9%	11%
Power IC	7%	-17%	4%
Total	100%	-9%	8%

Note 1: Sums may not equal 100% due to rounding.

* **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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