

**MEDIATEK**

# 聯發科技 2022年第四季法人說明會 **MediaTek 2022-Q4 Investor Conference**

**February 3, 2023**



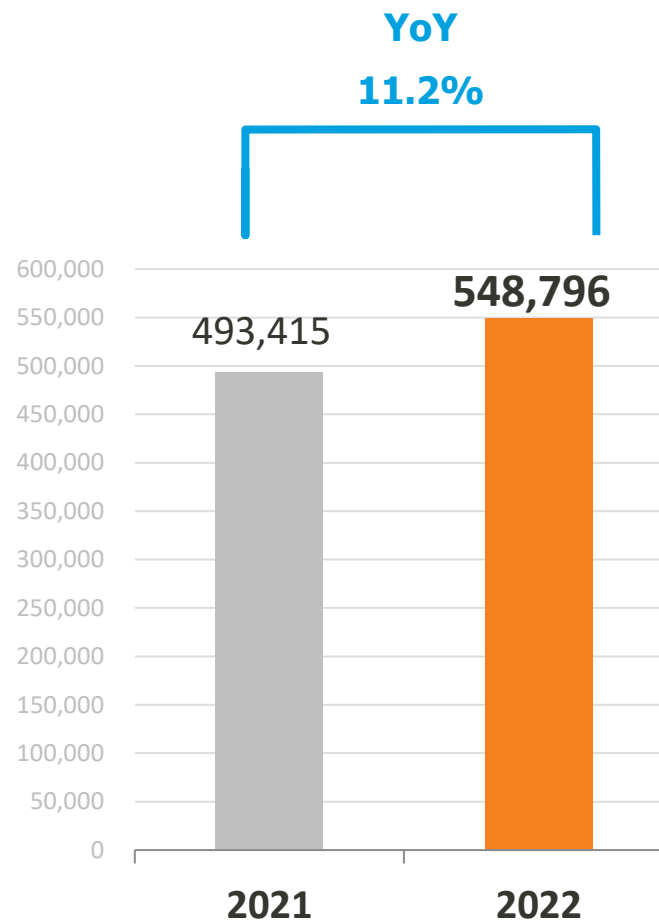
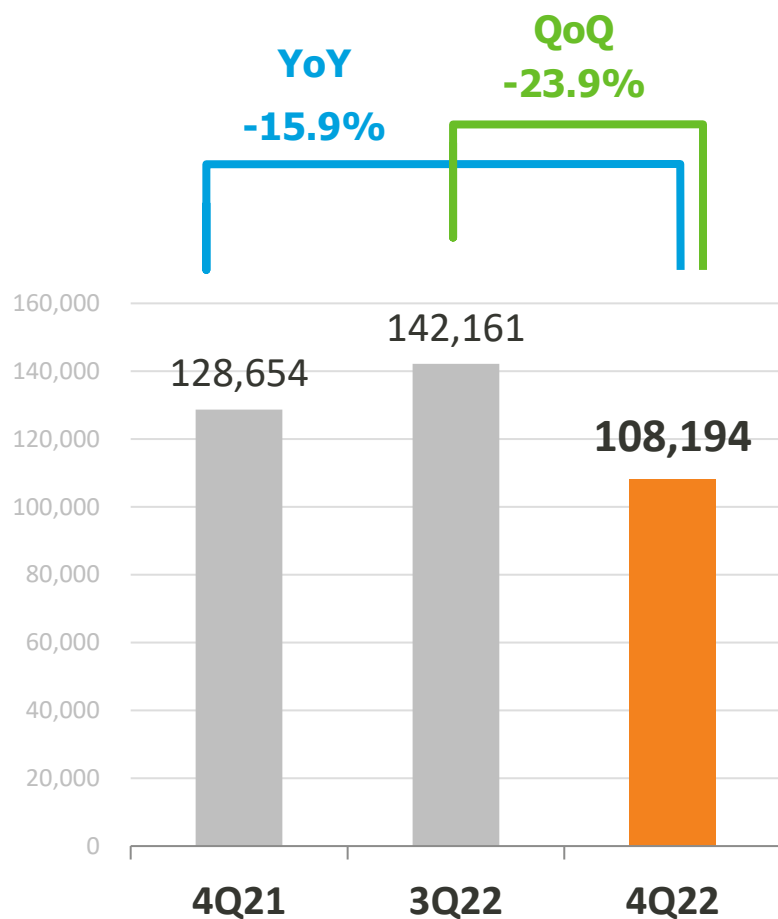
# Safe Harbor Statement

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.

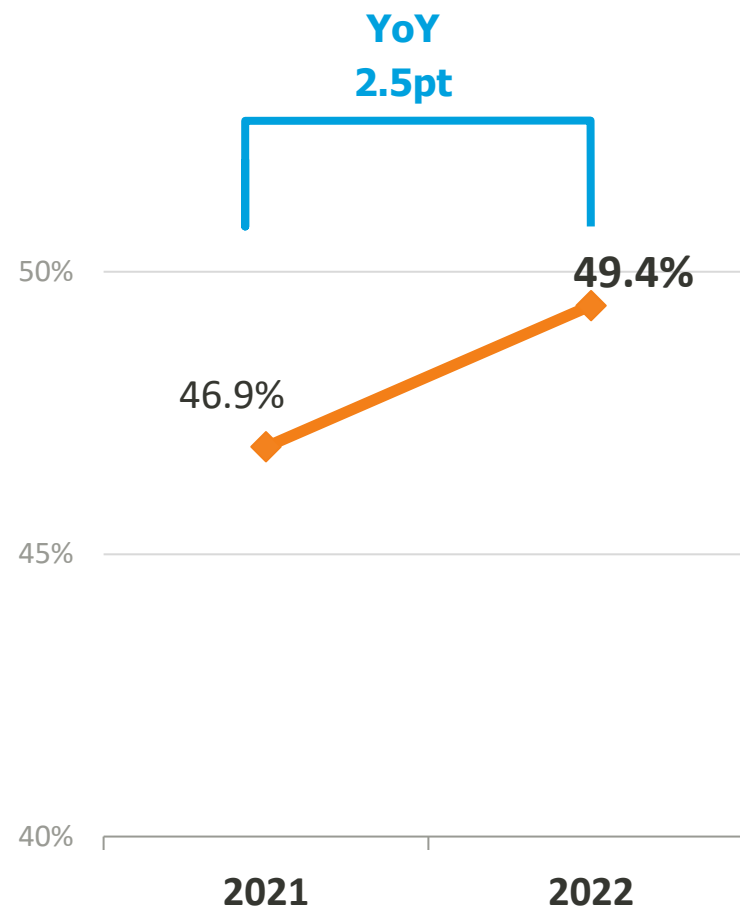
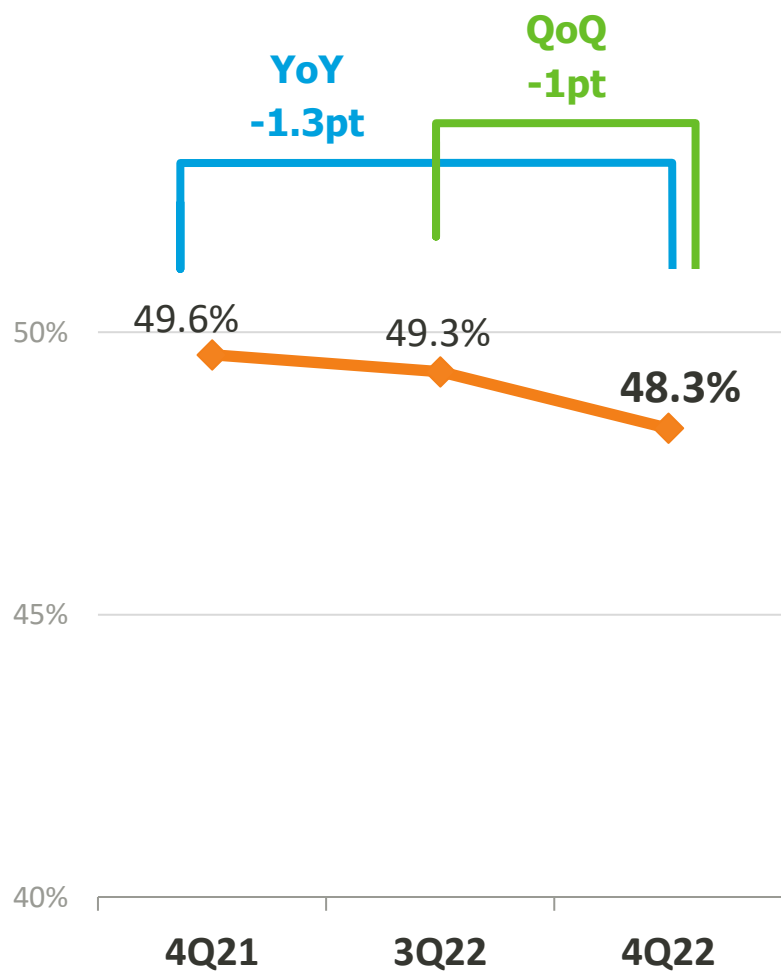
This presentation also supplements Non Taiwan International Financial Reporting Standards(Non-TIFRS) financial measures which exclude share-based compensation, amortization of acquisition related assets, tax effect and other items. This supplemental information is for reference only, not as a substitute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

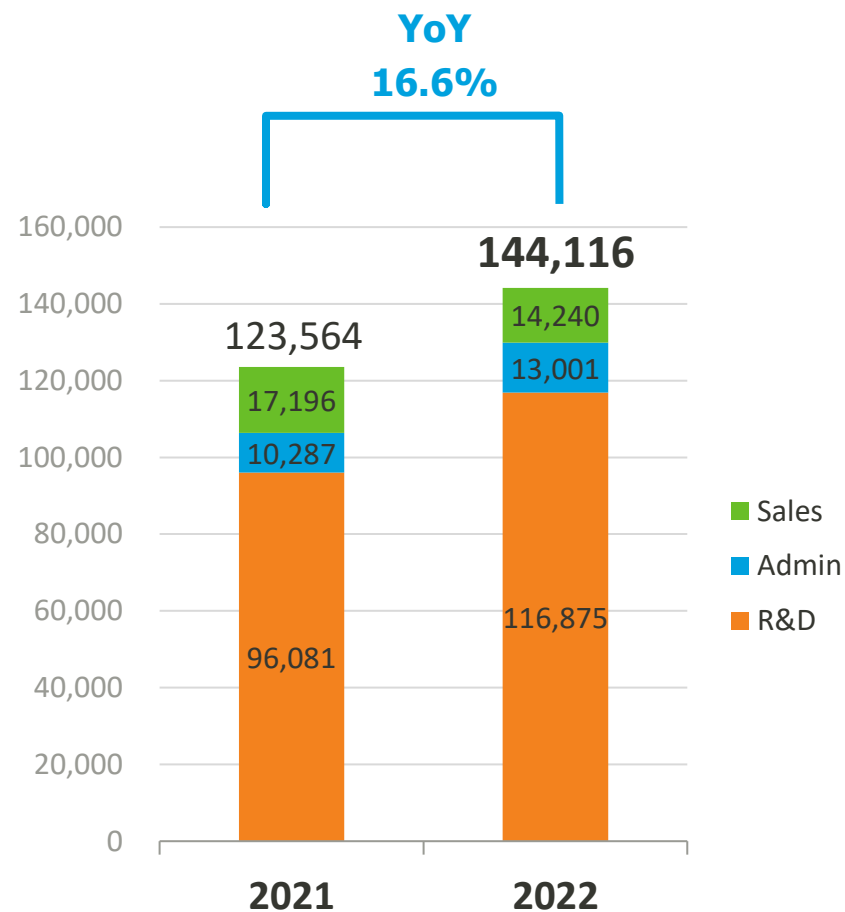
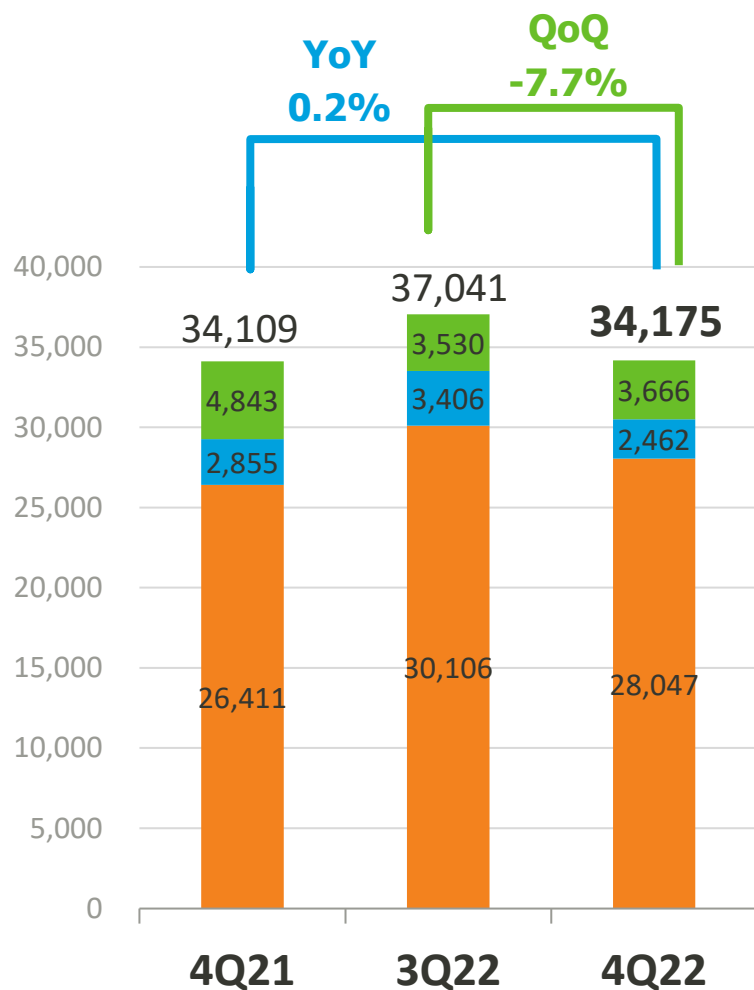


# Consolidated Gross Margin



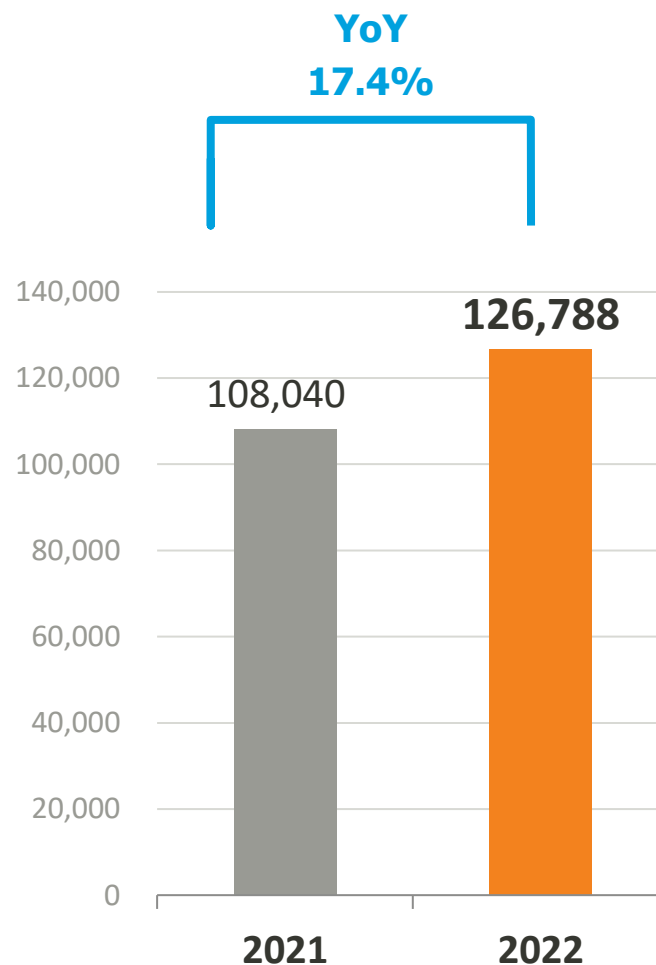
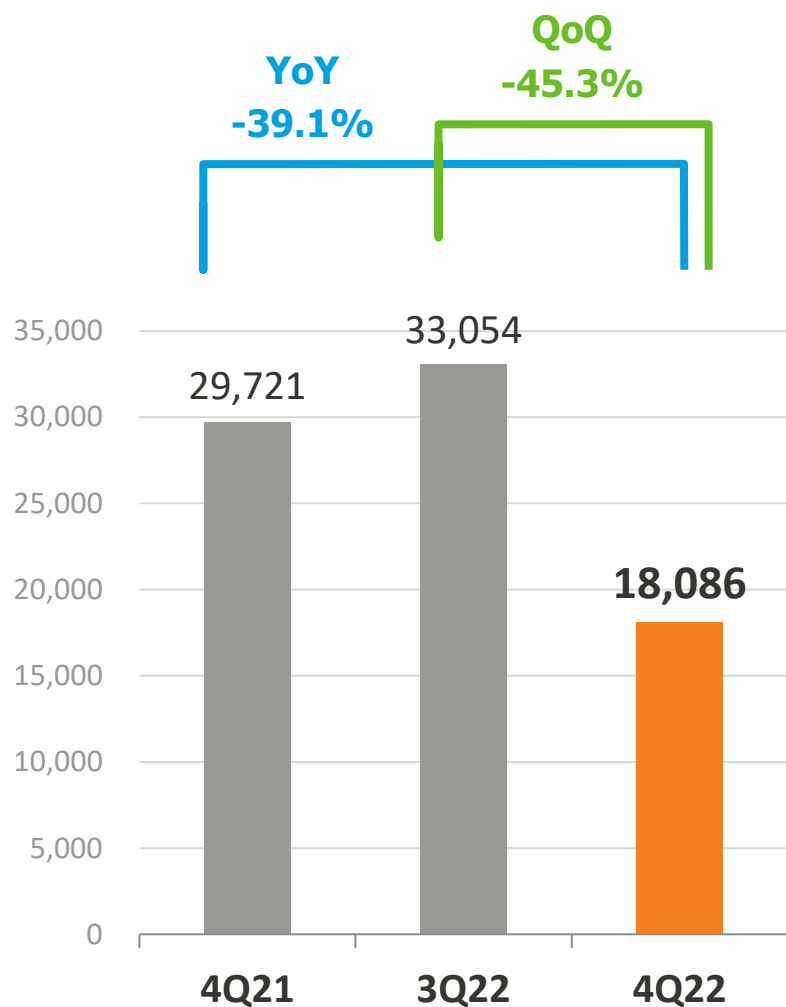
# Consolidated Operating Expenses

(NT\$ million)

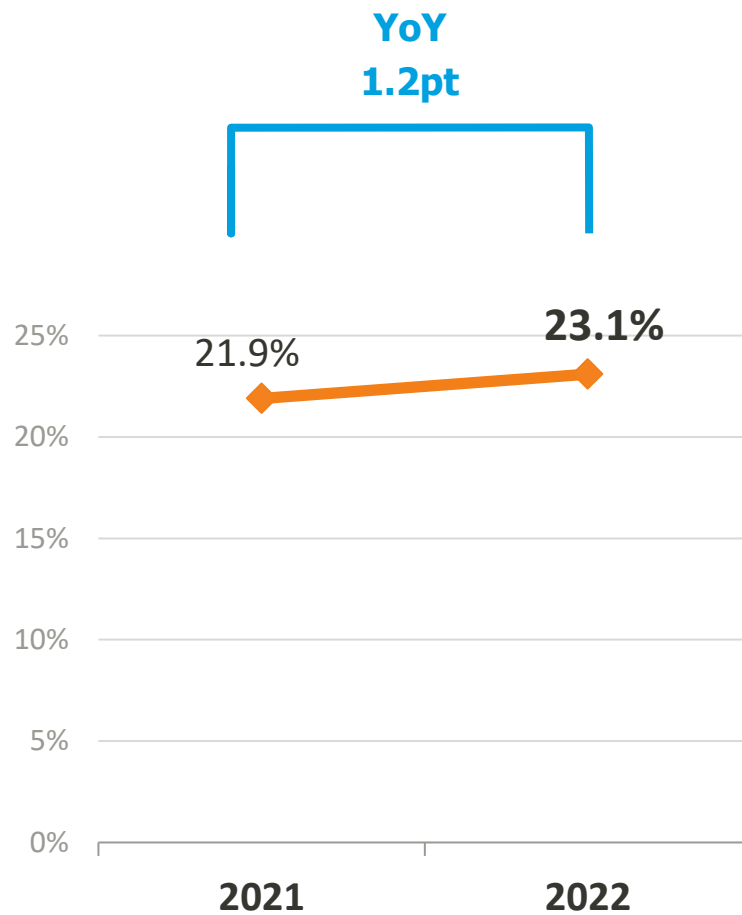
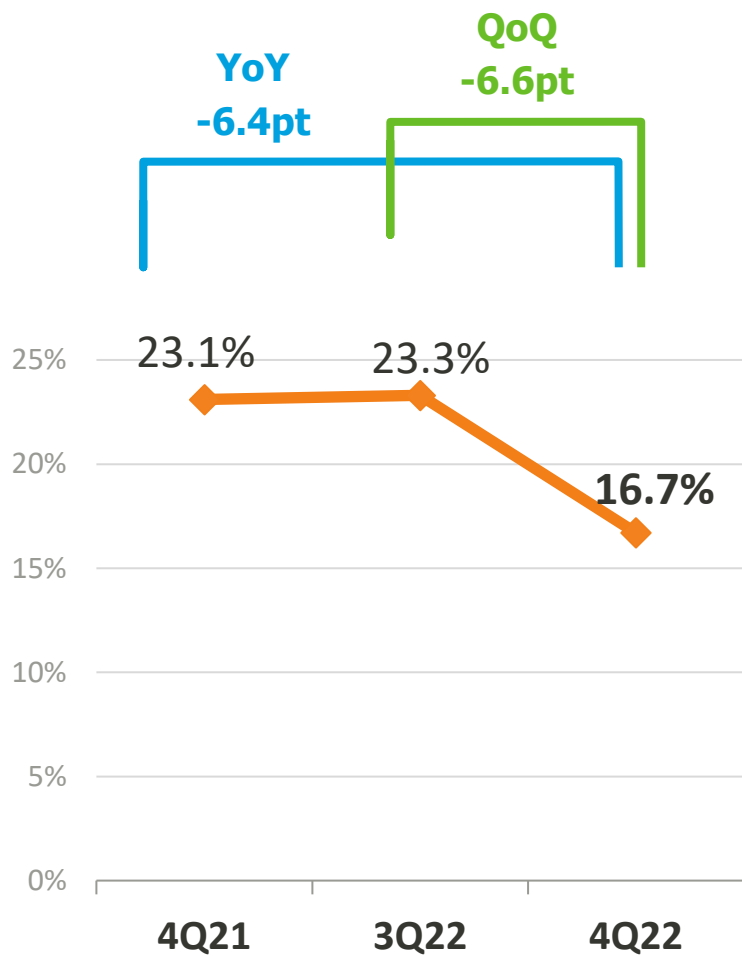


# Consolidated Operating Income

(NT\$ million)

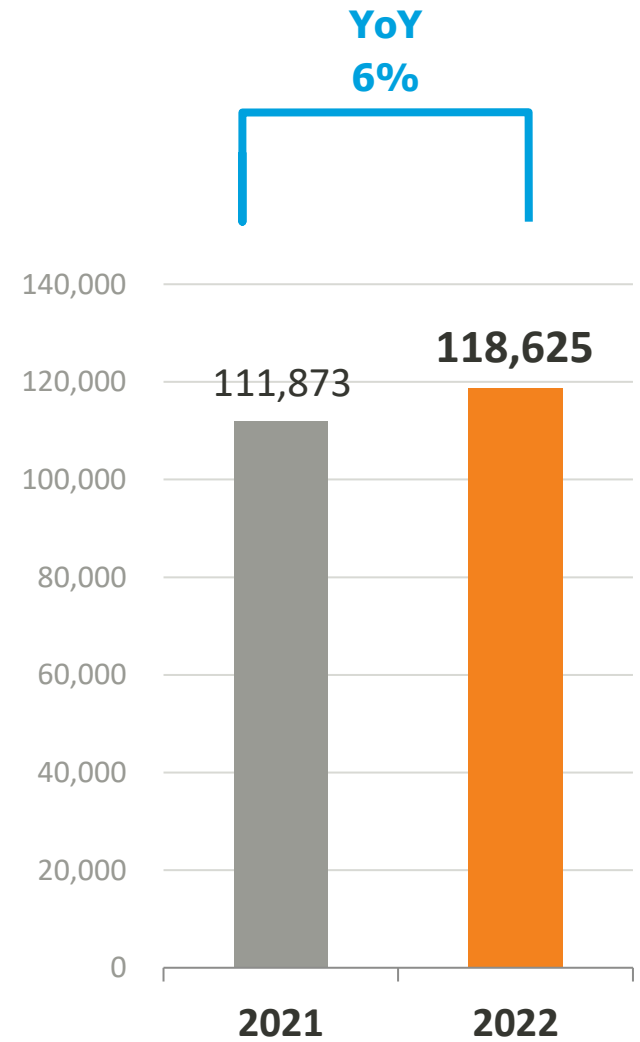
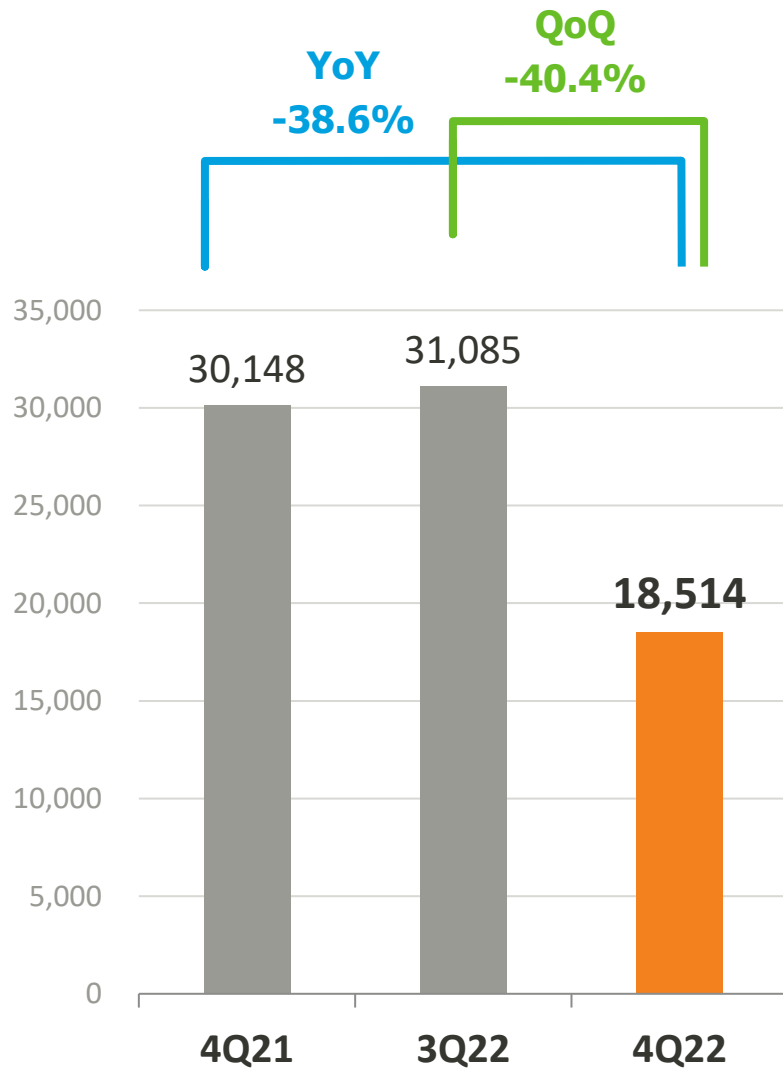


# Consolidated Operating Margin



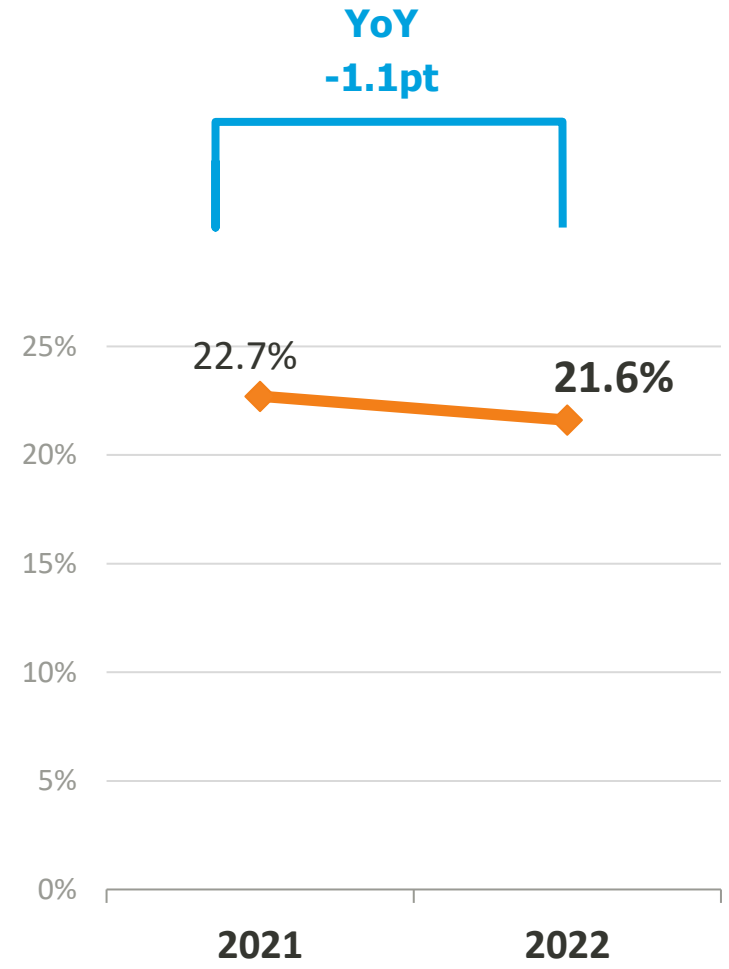
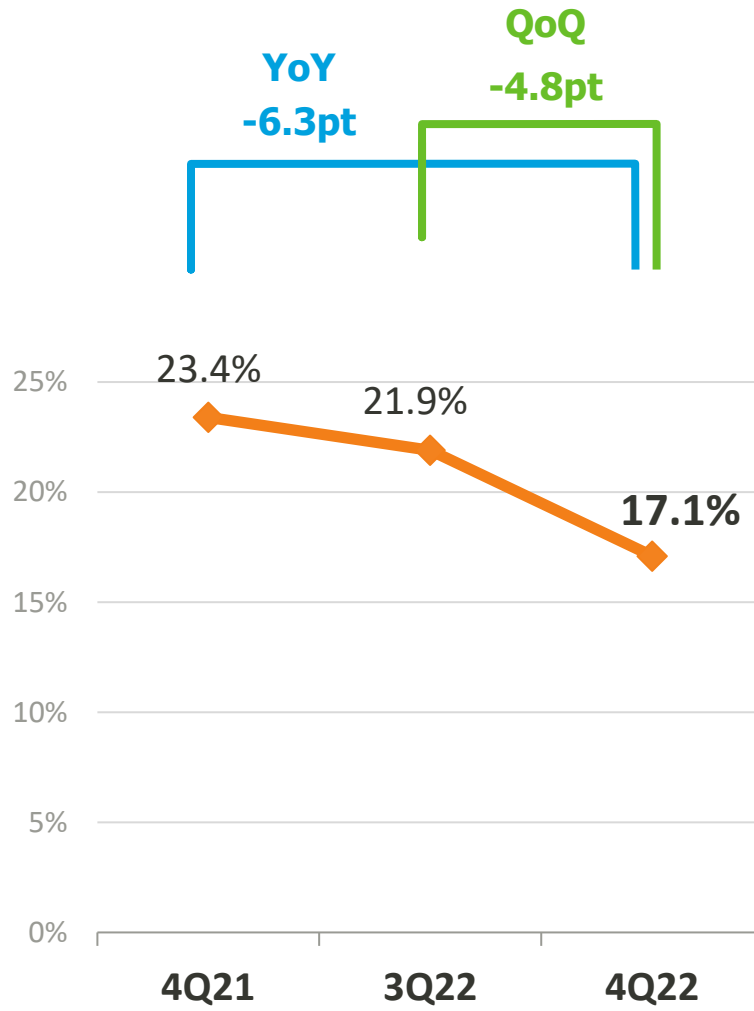
# Consolidated Net Income

(NT\$ million)

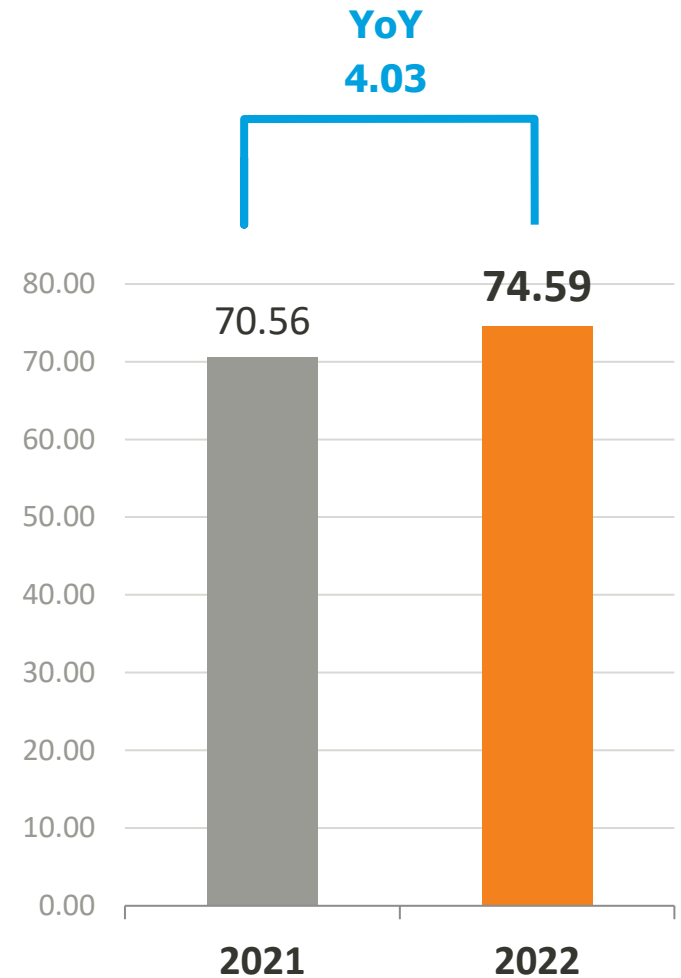
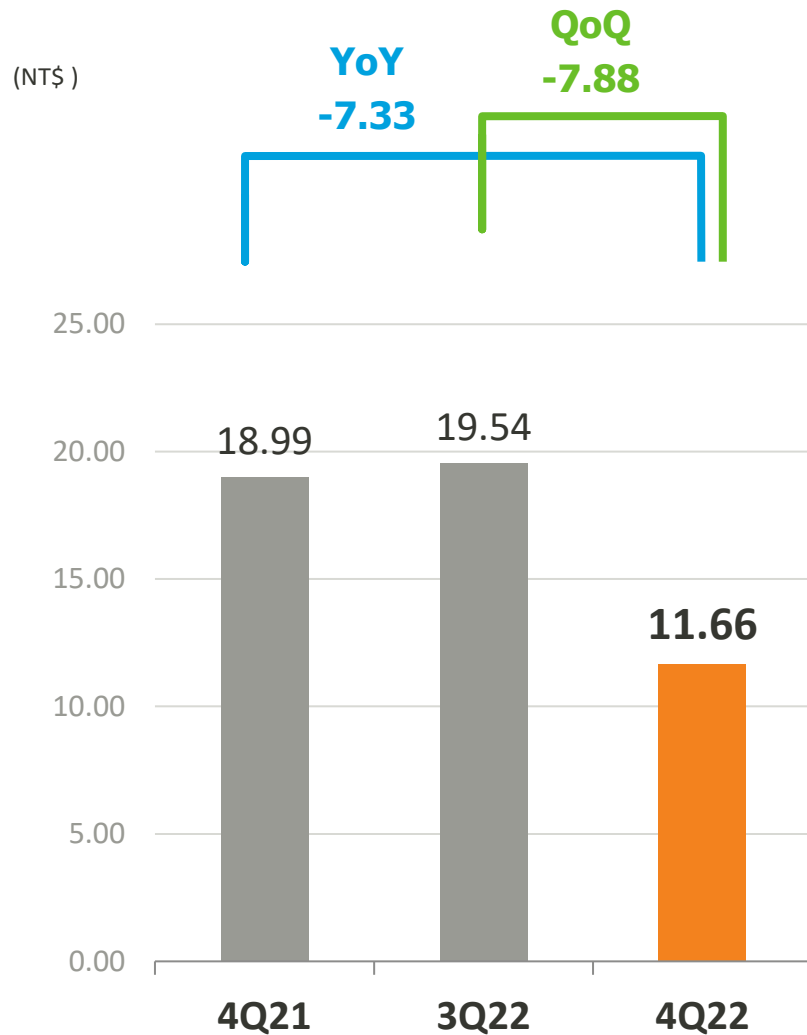




# Consolidated Net Profit Margin



# Consolidated Earnings Per Share



# Business Outlook

- ◆ For 2023-Q1, we currently expect:
  - ◆ Consolidated revenue: Around NT\$93 billion ~ 101.7 billion,  
at a forecast exchange rate of 30.5 NT dollars to 1 US dollar
  - ◆ Consolidated gross margin: 47.5% ± 1.5%
  - ◆ Consolidated operating expense ratio: 33% ± 2%

# Taiwan-International Financial Reporting Standards (TIFRS) Financial Statements

# Consolidated Income Statement (Unaudited)

(In NT\$ millions, except EPS)	4Q22	3Q22	4Q21	Q-Q	Y-Y
Net Sales	108,194	142,161	128,654	(23.9%)	(15.9%)
Operating costs	(55,933)	(72,066)	(64,824)		
Gross profit	52,261	70,095	63,830	(25.4%)	(18.1%)
Selling expenses	(3,666)	(3,530)	(4,843)		
Administration expenses	(2,462)	(3,406)	(2,855)		
R&D expenses	(28,047)	(30,106)	(26,411)		
Operating expenses	(34,175)	(37,041)	(34,109)		
Operating income	18,086	33,054	29,721	(45.3%)	(39.1%)
Net non-operating income	2,971	2,542	4,278		
Net income before income tax	21,057	35,596	33,999		
Income tax expense	(2,543)	(4,511)	(3,852)		
Net income	18,514	31,085	30,148	(40.4%)	(38.6%)
Owners of the parent	18,488	30,955	30,051	(40.3%)	(38.5%)
Non-controlling interests	26	131	97		
<b>EPS attributable to the parent(NT\$)</b>	<b>11.66</b>	<b>19.54</b>	<b>18.99</b>		
Average Exchange Rate - USD/NTD	31.37	30.41	27.83		

Note: Sums may not equal totals due to rounding.

## Supplemental Information: Percentage of Revenue

	4Q22	3Q22	4Q21
<b>Gross profit</b>	<b>48.3%</b>	<b>49.3%</b>	<b>49.6%</b>
Selling expenses	(3.4%)	(2.5%)	(3.8%)
Administration expenses	(2.3%)	(2.4%)	(2.2%)
R&D expenses	(25.9%)	(21.2%)	(20.5%)
<b>Operating income</b>	<b>16.7%</b>	<b>23.3%</b>	<b>23.1%</b>
Non-operating income	2.7%	1.8%	3.3%
Income tax expense	(2.4%)	(3.2%)	(3.0%)
<b>Net income</b>	<b>17.1%</b>	<b>21.9%</b>	<b>23.4%</b>

Note: Sums may not equal totals due to rounding.

# Consolidated Income Statement (Unaudited)

(In NT\$ millions, except EPS)	2022	2021	Y-Y
Net Sales	548,796	493,415	11.2%
Operating costs	(277,892)	(261,810)	
Gross profit	270,904	231,605	17.0%
Selling expenses	(14,240)	(17,196)	
Administration expenses	(13,001)	(10,287)	
R&D expenses	(116,875)	(96,081)	
Operating expenses	(144,116)	(123,564)	
Operating income	126,788	108,040	17.4%
Net non-operating income	8,773	18,812	
Net income before income tax	135,561	126,852	
Income tax expense	(16,936)	(14,980)	
Net income	118,625	111,873	6.0%
Owners of the parent	118,141	111,421	6.0%
Non-controlling interests	484	451	
<b>EPS attributable to the parent(NT\$)</b>	<b>74.59</b>	<b>70.56</b>	
Average Exchange Rate - USD/NTD	29.80	28.02	

Note: Sums may not equal totals due to rounding.

## Supplemental Information: Percentage of Revenue

	2022	2021
<b>Gross profit</b>	<b>49.4%</b>	<b>46.9%</b>
Selling expenses	(2.6%)	(3.5%)
Administration expenses	(2.4%)	(2.1%)
R&D expenses	(21.3%)	(19.5%)
<b>Operating income</b>	<b>23.1%</b>	<b>21.9%</b>
Non-operating income	1.6%	3.8%
Income tax expense	(3.1%)	(3.0%)
<b>Net income</b>	<b>21.6%</b>	<b>22.7%</b>

Note: Sums may not equal totals due to rounding.



# Balance Sheet Summary (Unaudited)

(In NT\$ millions)	4Q22	3Q22	4Q21
Cash & financial assets-current	164,810	159,193	204,764
Accounts receivable	40,842	65,913	58,660
Inventories	70,703	83,438	73,271
Other current assets	21,298	14,268	10,171
Funds and investments	123,489	126,921	128,123
Intangible assets	73,455	73,834	73,526
Other non-current assets	113,802	116,327	112,363
Total assets	608,399	639,894	660,877
Short-term loans	3,700	48,611	51,267
Accounts payable	21,518	30,515	43,504
Other current liabilities	116,352	111,124	116,335
Total non-current liabilities	23,771	21,320	16,123
Total equity	443,058	428,323	433,648

Note: Sums may not equal totals due to rounding.

# Cash Flow Statement (Unaudited)

(In NT\$ millions)	4Q22	3Q22	4Q21
Net cash provided by (used in) operating activities	59,034	19,259	24,737
Net cash provided by (used in) investing activities	(2,918)	(15,042)	(9,100)
Net cash provided by (used in) financing activities	(45,661)	(110,118)	1,144
Effect of changes in exchange rate on cash and cash equivalents	(4,522)	9,252	(1,314)
Net increase (decrease) in cash and cash equivalents	5,934	(96,649)	15,467
Cash and cash equivalents at the end of the period	147,502	141,569	183,705

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<sup>Note2</sup>

(In NT\$ millions)

		4Q22	3Q22	4Q21	Q-Q	Y-Y
TIFRS	Operating income	18,086	33,054	29,721	(45.3%)	(39.1%)
	Operating income margin(%)	16.7%	23.3%	23.1%		
Reconciliations	Share-based compensation	568	1,119	1,066		
	Amortization of acquisition related assets	174	159	136		
Non-TIFRS	<b>Operating income</b>	<b>18,828</b>	<b>34,332</b>	<b>30,923</b>	(45.2%)	(39.1%)
	<b>Operating income margin (%)</b>	<b>17.4%</b>	<b>24.1%</b>	<b>24.0%</b>		

TIFRS	Net income	18,514	31,085	30,148	(40.4%)	(38.6%)
	Net income margin(%)	17.1%	21.9%	23.4%		
	Net income- Owners of the parent	18,488	30,955	30,051	(40.3%)	(38.5%)
	EPS(NT\$)	11.66	19.54	18.99		
Reconciliations	Share-based compensation	568	1,119	1,066		
	Amortization of acquisition related assets	174	159	136		
	Tax effect	(102)	(176)	(170)		
Non-TIFRS	<b>Net income</b>	<b>19,155</b>	<b>32,187</b>	<b>31,179</b>	(40.5%)	(38.6%)
	<b>Net income margin (%)</b>	<b>17.7%</b>	<b>22.6%</b>	<b>24.2%</b>		
	<b>Net income- Owners of the parent</b>	<b>19,096</b>	<b>32,025</b>	<b>31,072</b>	(40.4%)	(38.5%)
	<b>EPS(NT\$)</b>	<b>12.04</b>	<b>20.22</b>	<b>19.63</b>		

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.

# Reconciliations of TIFRS Results to Non-TIFRS Results<sup>Note2</sup>

(In NT\$ millions)		2022	2021	Y-Y
TIFRS	Operating income	126,788	108,040	17.4%
	Operating income margin(%)	23.1%	21.9%	
Reconciliations	Share-based compensation	4,175	1,757	
	Amortization of acquisition related assets	499	606	
Non-TIFRS	<b>Operating income</b>	<b>131,463</b>	<b>110,403</b>	<b>19.1%</b>
	<b>Operating income margin (%)</b>	<b>24.0%</b>	<b>22.4%</b>	

TIFRS	Net income	118,625	111,873	6.0%
	Net income margin(%)	21.6%	22.7%	
	Net income- Owners of the parent	118,141	111,421	6.0%
	EPS(NT\$)	74.59	70.56	
Reconciliations	Share-based compensation	4,175	1,757	
	Amortization of acquisition related assets	499	606	
	Tax effect	(643)	(353)	
Non-TIFRS	<b>Net income</b>	<b>122,656</b>	<b>113,882</b>	<b>7.7%</b>
	<b>Net income margin (%)</b>	<b>22.4%</b>	<b>23.1%</b>	
	<b>Net income- Owners of the parent</b>	<b>122,058</b>	<b>113,400</b>	<b>7.6%</b>
	<b>EPS(NT\$)</b>	<b>77.07</b>	<b>71.81</b>	

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*	4Q22 Revenue Breakdown (Note 1)	QoQ%	YoY%
Mobile Phone	52%	-29%	-17%
Smart Edge Platforms	42%	-18%	-14%
Power IC	7%	-21%	-21%
Total	100%	-24%	-16%

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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