

# 聯發科技 2024年第三季法人說明會

## MediaTek 2024-Q3 Investor Conference

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October 30, 2024

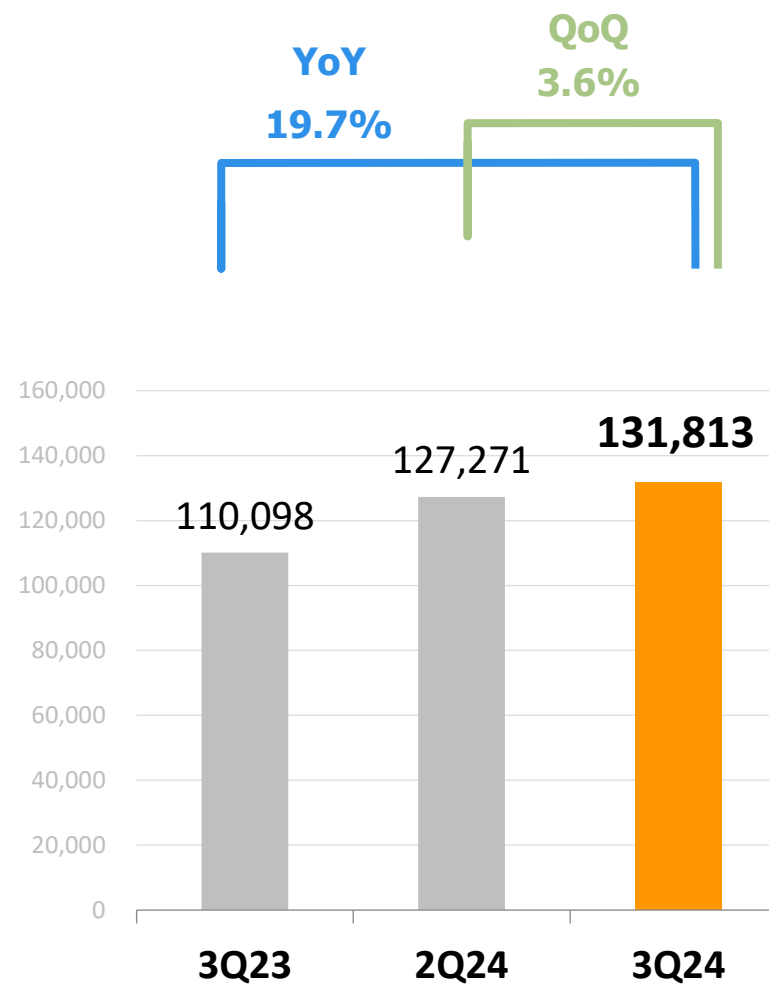
# Safe Harbor Statement

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.

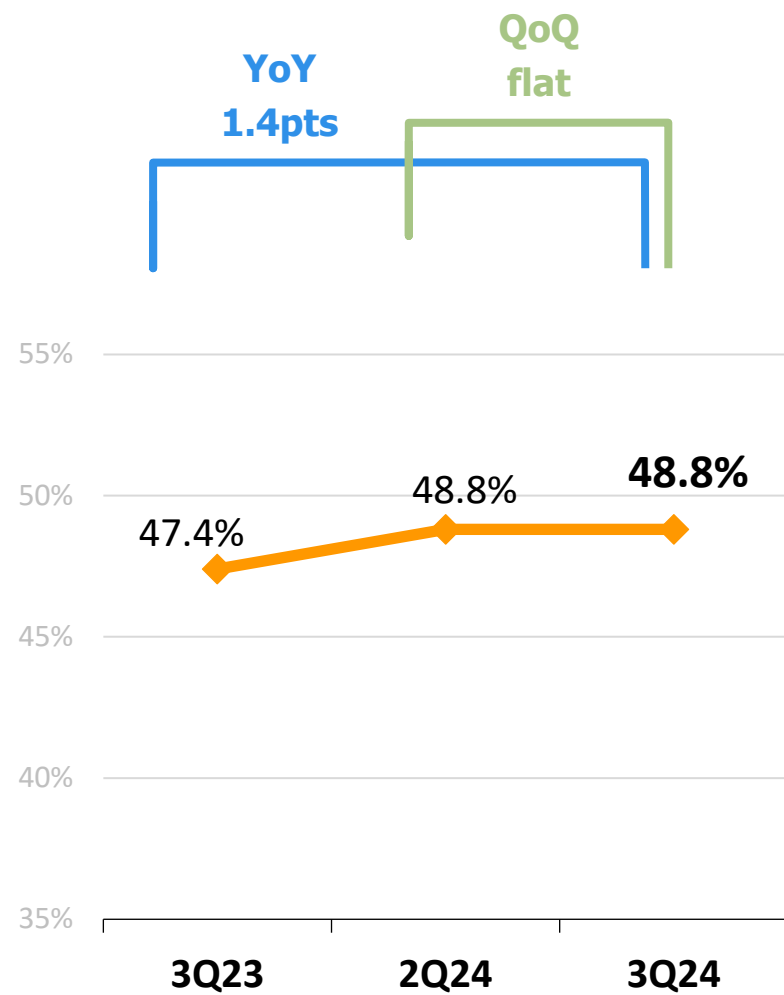
This presentation also supplements Non Taiwan International Financial Reporting Standards(Non-TIFRS) financial measures which exclude share-based compensation, amortization of acquisition related assets, tax effect and other items. This supplemental information is for reference only, not as a substitute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

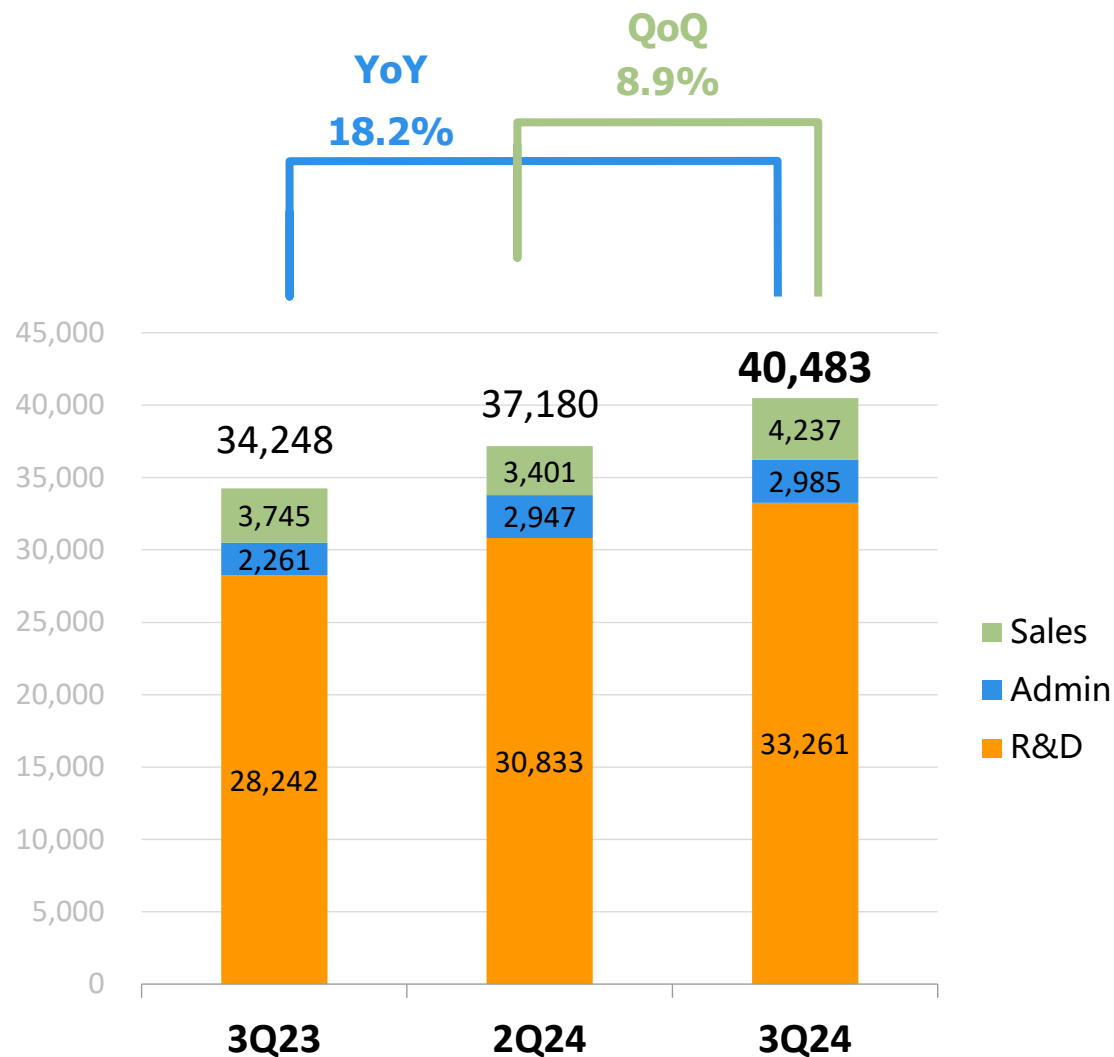


# Consolidated Gross Margin



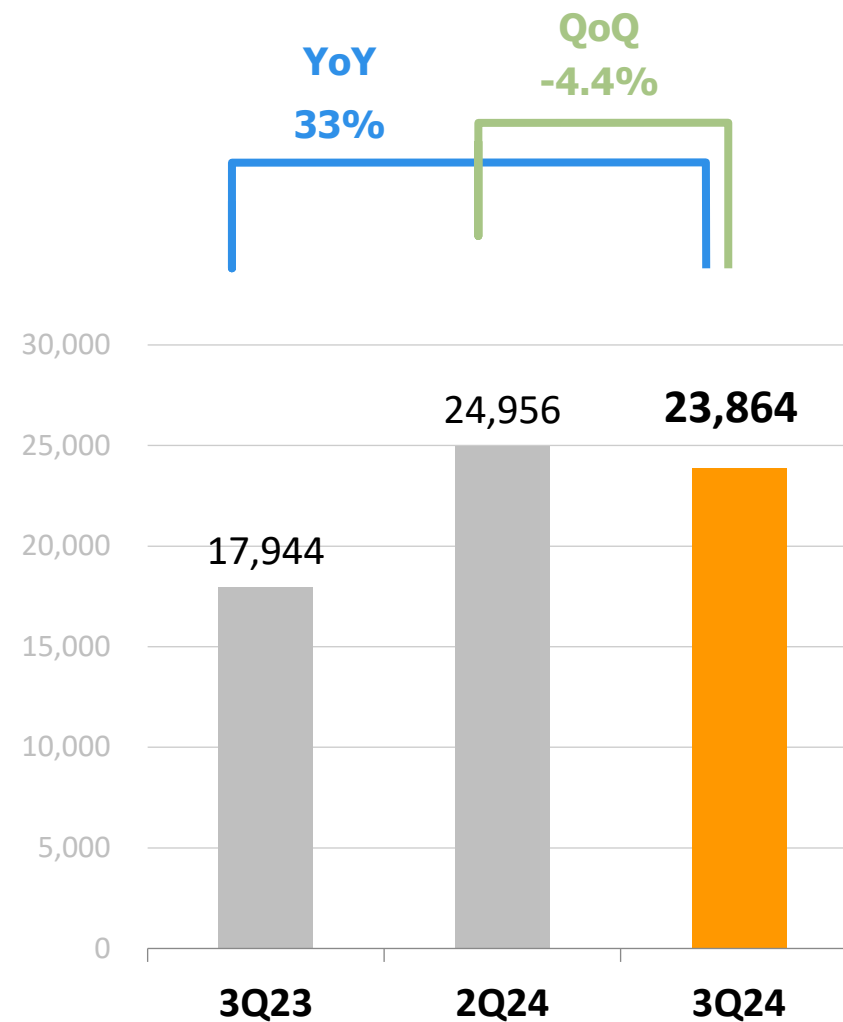
# Consolidated Operating Expenses

(NT\$ million)

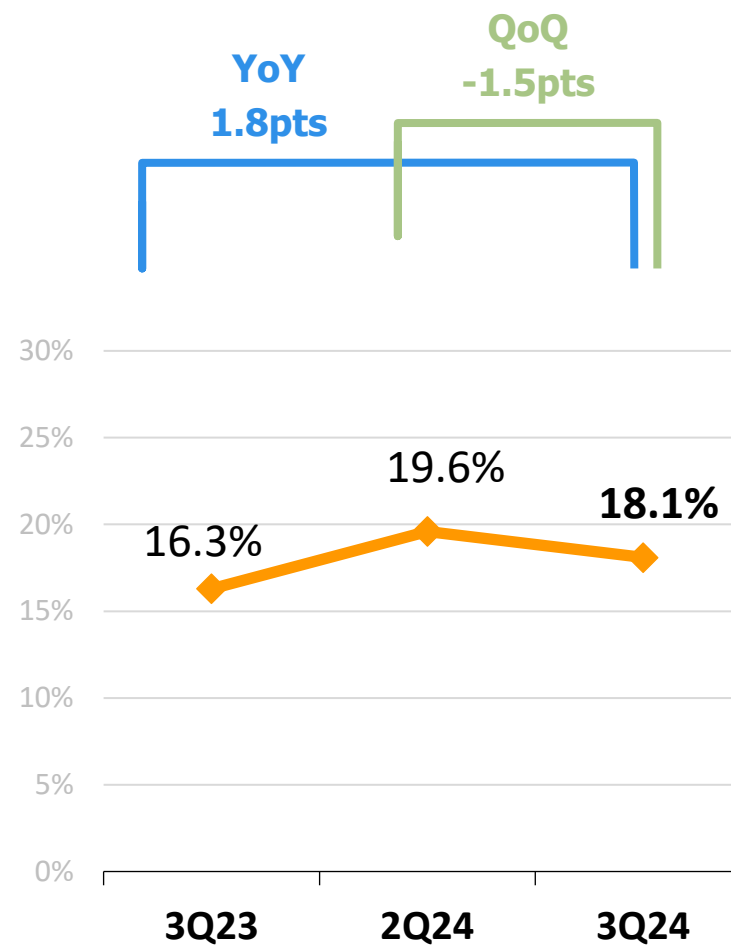


# Consolidated Operating Income

(NT\$ million)

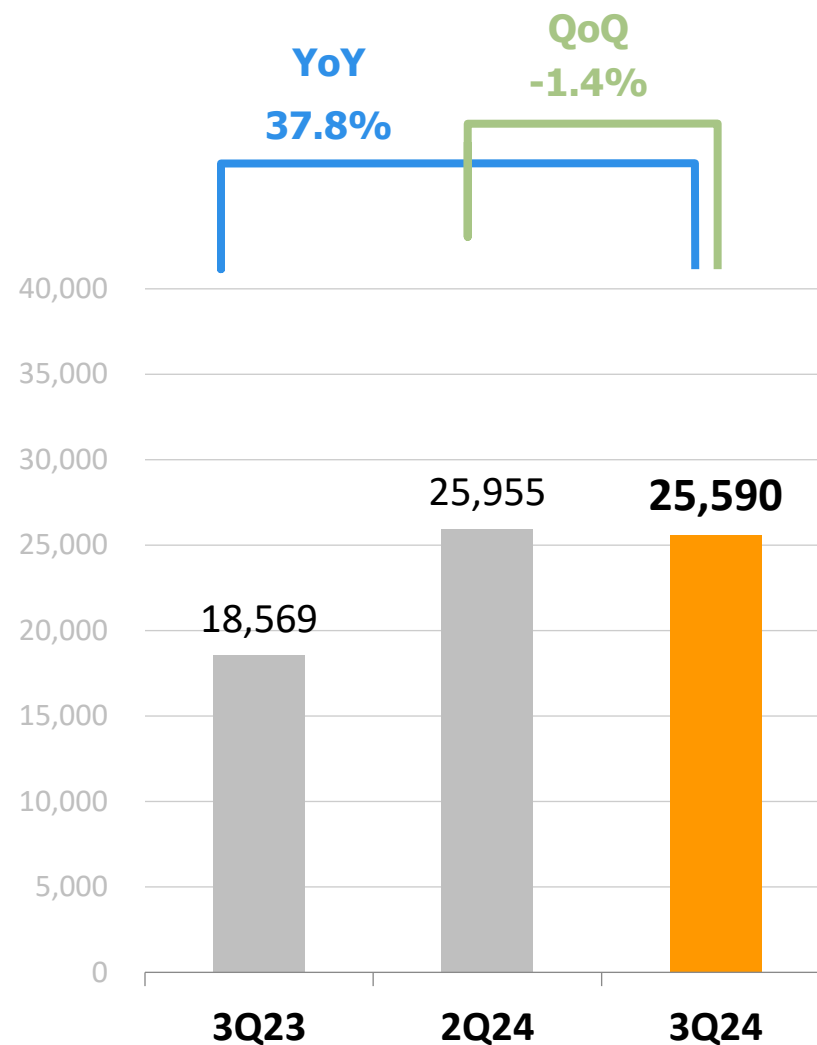


# Consolidated Operating Margin



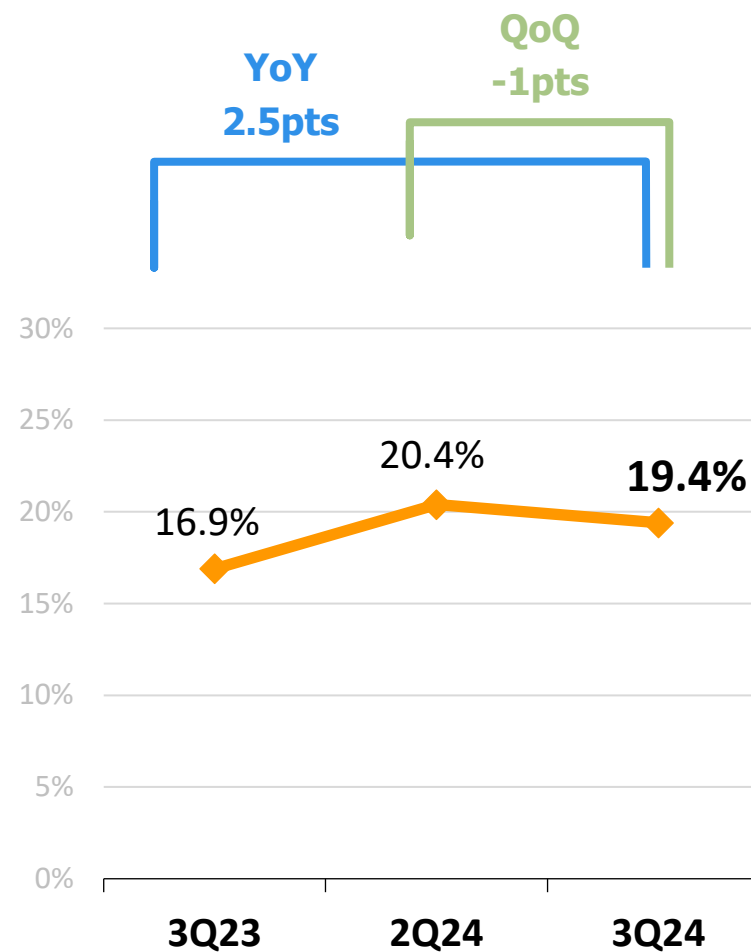
# Consolidated Net Income

(NT\$ million)



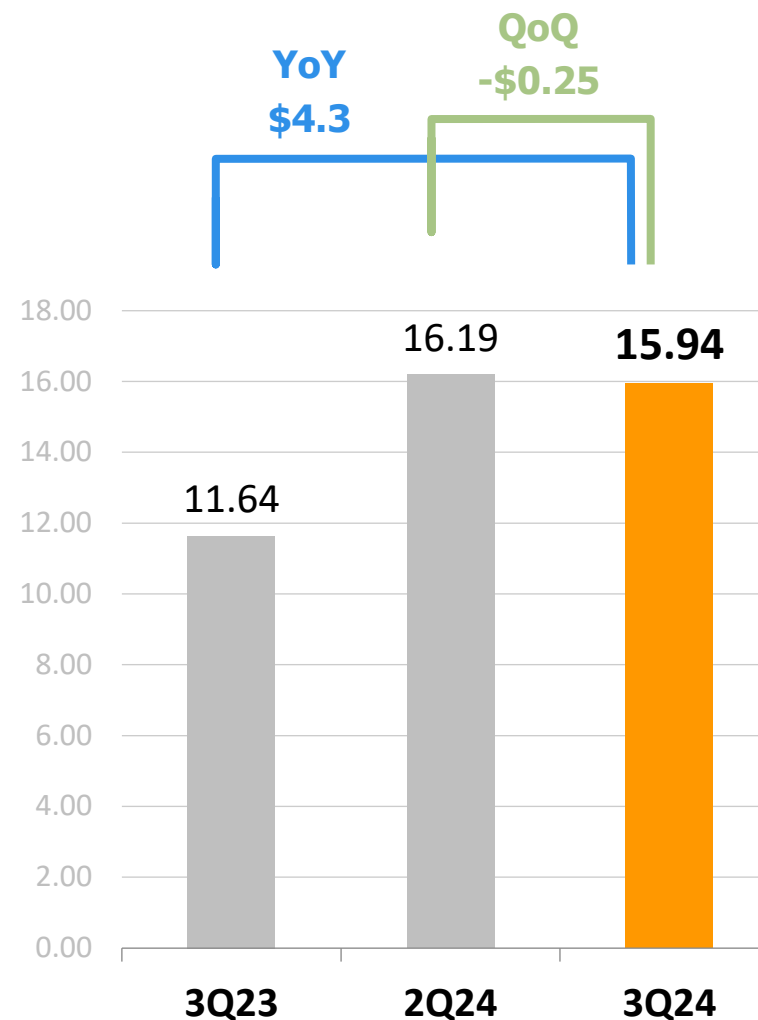


# Consolidated Net Profit Margin



# Consolidated Earnings Per Share

(NT\$)



# Business Outlook

For 2024-Q4, we currently expect:

- Consolidated revenue: Around NT\$126.5 billion ~ 134.5 billion, at a forecast exchange rate of 31.7 NT dollars to 1 US dollar
- Consolidated gross margin: 47% ± 1.5%
- Consolidated operating expense ratio: 32% ± 2%

(TIFRS)

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

# Consolidated Income Statement (Unaudited)

(In NT\$ millions, except EPS)	3Q24	2Q24	3Q23	Q-Q	Y-Y
Net Sales	131,813	127,271	110,098	3.6%	19.7%
Operating costs	(67,466)	(65,135)	(57,905)		
Gross profit	64,348	62,136	52,192	3.6%	23.3%
Selling expenses	(4,237)	(3,401)	(3,745)		
Administration expenses	(2,985)	(2,947)	(2,261)		
R&D expenses	(33,261)	(30,833)	(28,242)		
Operating expenses	(40,483)	(37,180)	(34,248)		
Operating income	23,864	24,956	17,944	(4.4%)	33.0%
Net non-operating income	4,577	4,241	3,048		
Net income before income tax	28,441	29,197	20,993		
Income tax expense	(2,851)	(3,242)	(2,424)		
Net income	25,590	25,955	18,569	(1.4%)	37.8%
Owners of the parent	25,346	25,716	18,478	(1.4%)	37.2%
Non-controlling interests	243	240	91		
<b>EPS attributable to the parent(NT\$)</b>	<b>15.94</b>	<b>16.19</b>	<b>11.64</b>		
Average Exchange Rate - USD/NTD	32.30	32.35	31.69		

Note: Sums may not equal totals due to rounding.

# Supplemental Information: Percentage of Revenue

	3Q24	2Q24	3Q23
<b>Gross profit</b>	<b>48.8%</b>	<b>48.8%</b>	<b>47.4%</b>
Selling expenses	(3.2%)	(2.7%)	(3.4%)
Administration expenses	(2.3%)	(2.3%)	(2.1%)
R&D expenses	(25.2%)	(24.2%)	(25.7%)
<b>Operating income</b>	<b>18.1%</b>	<b>19.6%</b>	<b>16.3%</b>
Non-operating income	3.5%	3.3%	2.8%
Income tax expense	(2.2%)	(2.5%)	(2.2%)
<b>Net income</b>	<b>19.4%</b>	<b>20.4%</b>	<b>16.9%</b>

Note: Sums may not equal totals due to rounding.

# Balance Sheet Summary (Unaudited)

(In NT\$ millions)	3Q24	2Q24	3Q23
Cash & financial assets-current	198,020	208,674	119,324
Accounts receivable	47,219	45,945	61,154
Inventories	55,635	53,578	53,391
Other current assets	26,215	23,796	33,311
Funds and investments	166,784	159,645	154,925
Intangible assets	83,552	82,430	83,228
Other non-current assets	99,104	107,307	113,008
Total assets	676,528	681,374	618,342
Short-term loans	19,134	9,080	32,794
Accounts payable	35,682	32,253	30,797
Other current liabilities	174,132	224,950	130,968
Total non-current liabilities	24,122	24,468	28,812
Total equity	423,458	390,624	394,971

Note: Sums may not equal totals due to rounding.

# Cash Flow Statement (Unaudited)

(In NT\$ millions)	3Q24	2Q24	3Q23
Net cash provided by (used in) operating activities	36,225	49,940	14,966
Net cash provided by (used in) investing activities	(3,844)	(6,659)	(55)
Net cash provided by (used in) financing activities	(38,885)	1,045	(94,031)
Effect of changes in exchange rate on cash and cash equivalents	(3,517)	2,180	4,981
Net increase (decrease) in cash and cash equivalents	(10,022)	46,507	(74,139)
Cash and cash equivalents at the end of the period	179,830	189,852	103,955

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

Note 2

(In NT\$ millions)		3Q24	2Q24	3Q23	Q-Q	Y-Y
TIFRS	Operating income	23,864	24,956	17,944	(4.4%)	33.0%
	Operating income margin(%)	18.1%	19.6%	16.3%		
Reconciliations	Share-based compensation	300	245	504		
	Amortization of acquisition related assets	112	75	119		
Non-TIFRS	<b>Operating income</b>	<b>24,276</b>	<b>25,276</b>	<b>18,567</b>	(4.0%)	30.8%
	<b>Operating income margin (%)</b>	<b>18.4%</b>	<b>19.9%</b>	<b>16.9%</b>		

TIFRS	Net income	25,590	25,955	18,569	(1.4%)	37.8%
	Net income margin(%)	19.4%	20.4%	16.9%		
	Net income- Owners of the parent	25,346	25,716	18,478	(1.4%)	37.2%
Reconciliations	EPS(NT\$)	15.94	16.19	11.64		
	Share-based compensation	300	245	504		
	Amortization of acquisition related assets	112	75	119		
Non-TIFRS	Net income	25,946	26,231	19,105	(1.1%)	35.8%
	Net income margin (%)	19.7%	20.6%	17.4%		
	Net income- Owners of the parent	25,677	25,987	19,000	(1.2%)	35.1%
	EPS(NT\$)	16.15	16.36	11.97		

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*	3Q24 Revenue Breakdown (Note 1)	QoQ%	YoY%
Mobile Phone	54%	4%	33%
Smart Edge Platforms	40%	3%	8%
Power IC	6%	5%	3%
<b>Total</b>	100%	4%	20%

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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