

MEDIA TEK

聯發科技 2024年第一季法人說明會 MediaTek 2024-Q1 Investor Conference

April 26, 2024



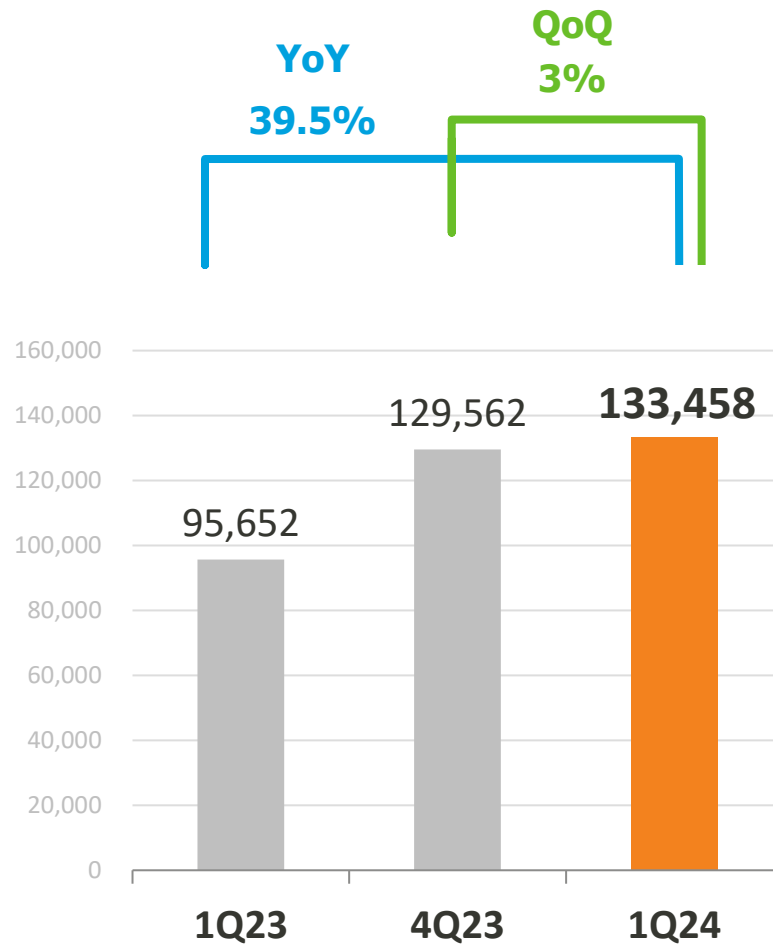
Safe Harbor Statement

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.

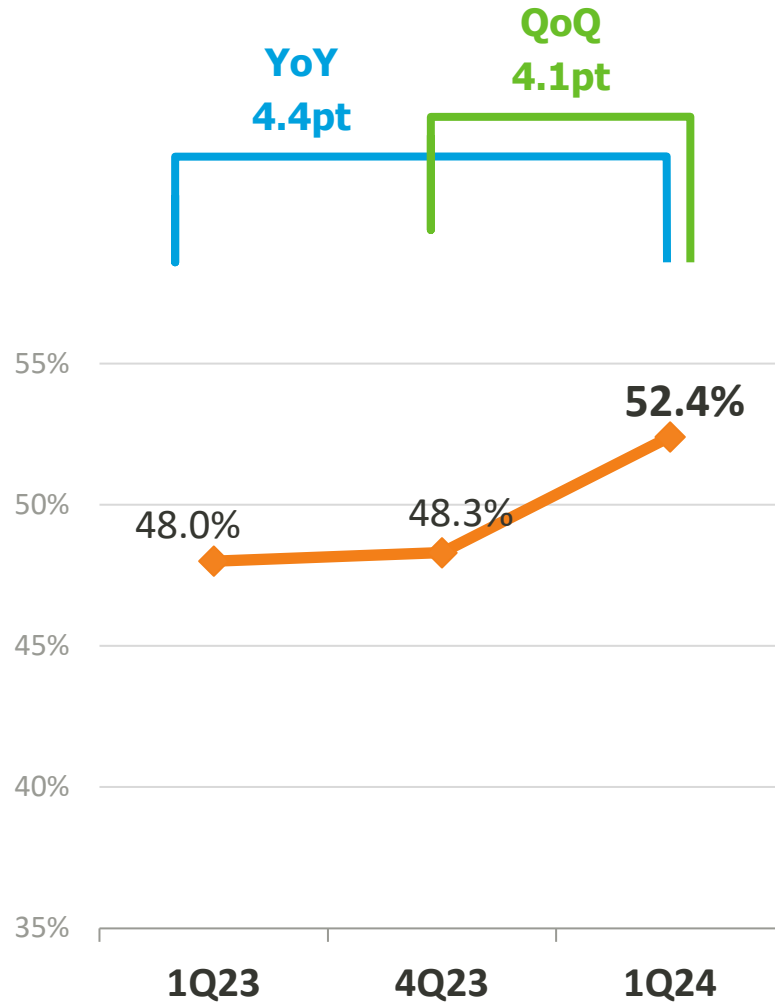
This presentation also supplements Non Taiwan International Financial Reporting Standards(Non-TIFRS) financial measures which exclude share-based compensation, amortization of acquisition related assets, tax effect and other items. This supplemental information is for reference only, not as a substitute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

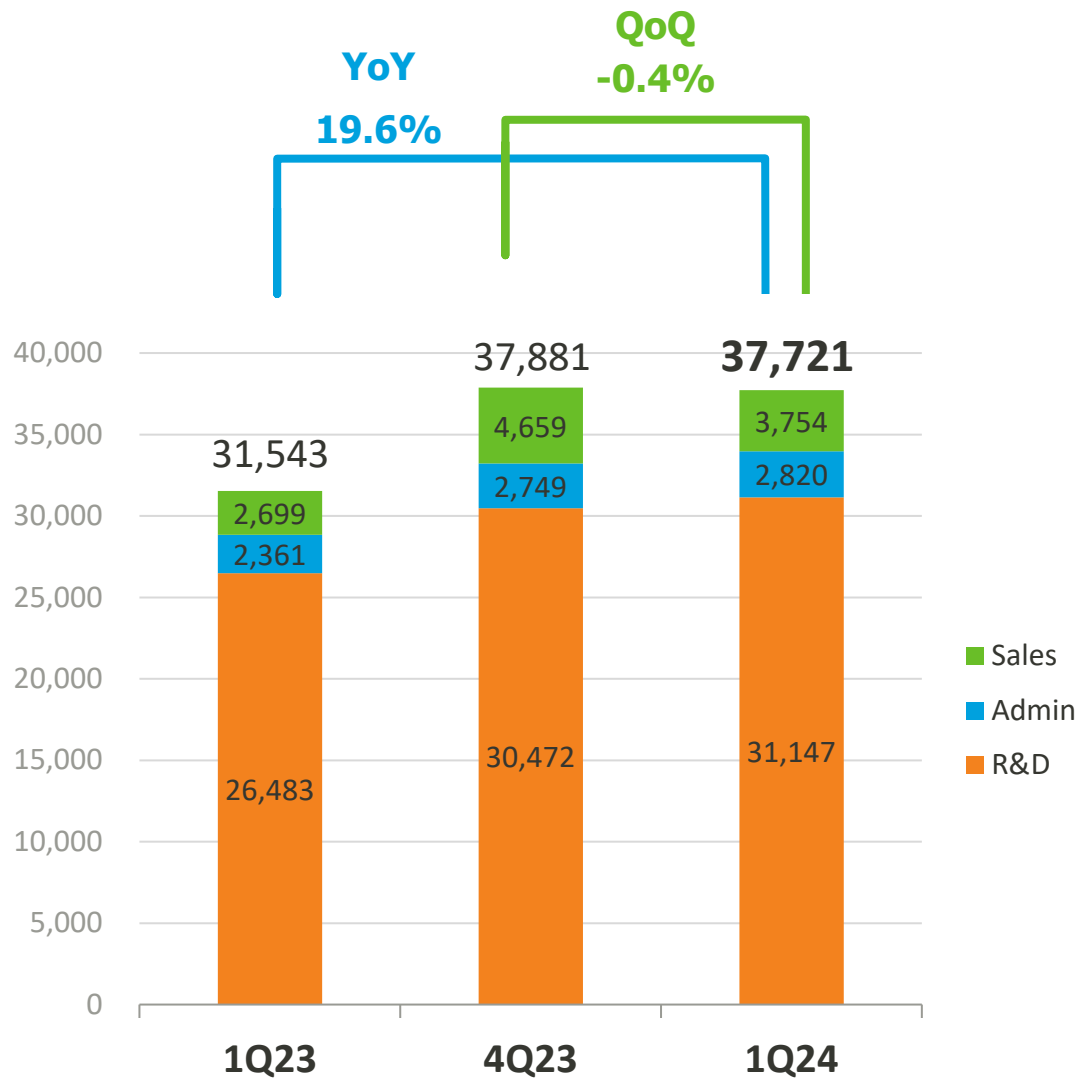


Consolidated Gross Margin



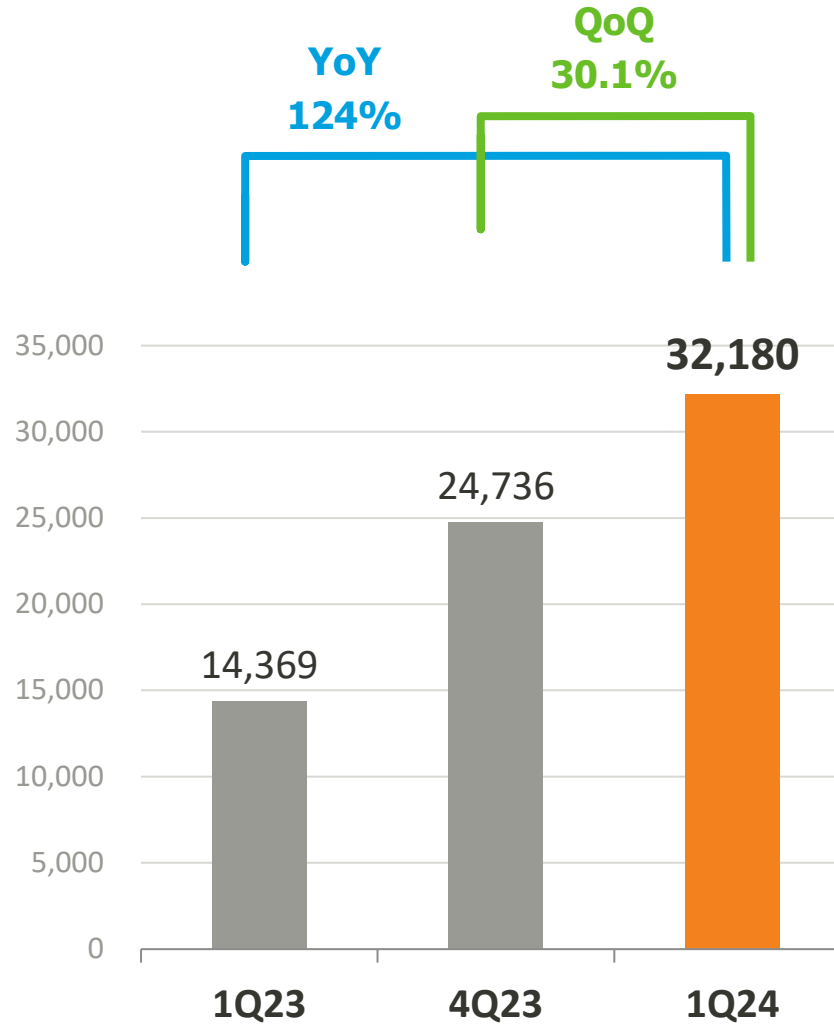
Consolidated Operating Expenses

(NT\$ million)

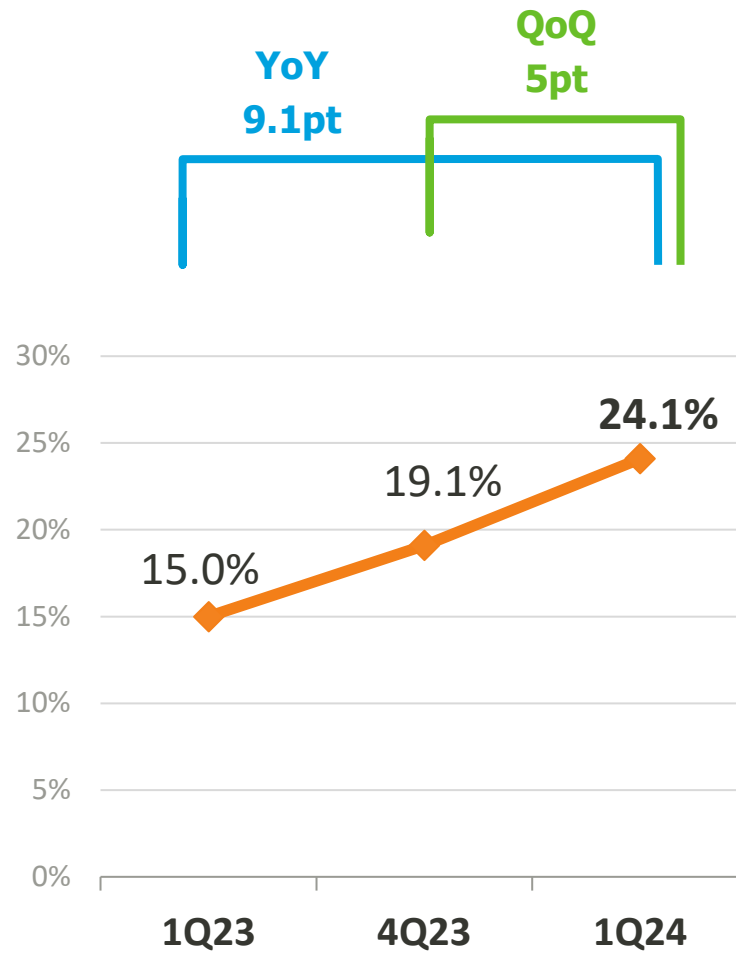


Consolidated Operating Income

(NT\$ million)

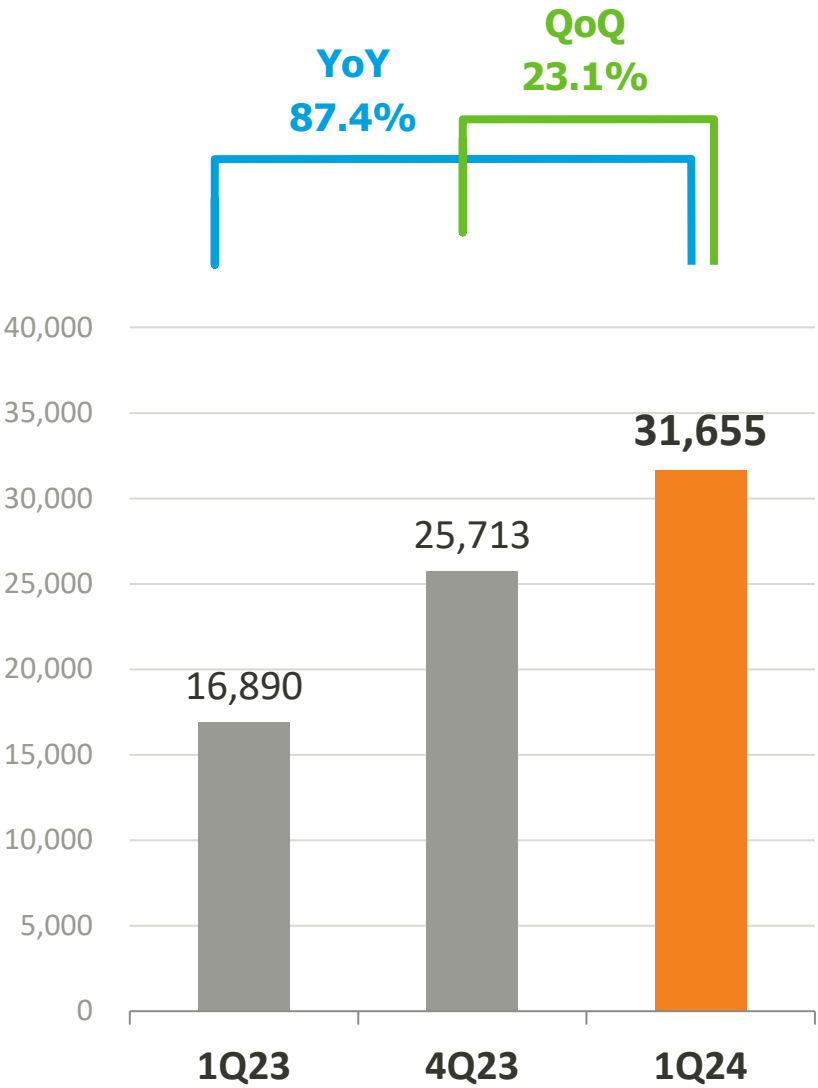


Consolidated Operating Margin

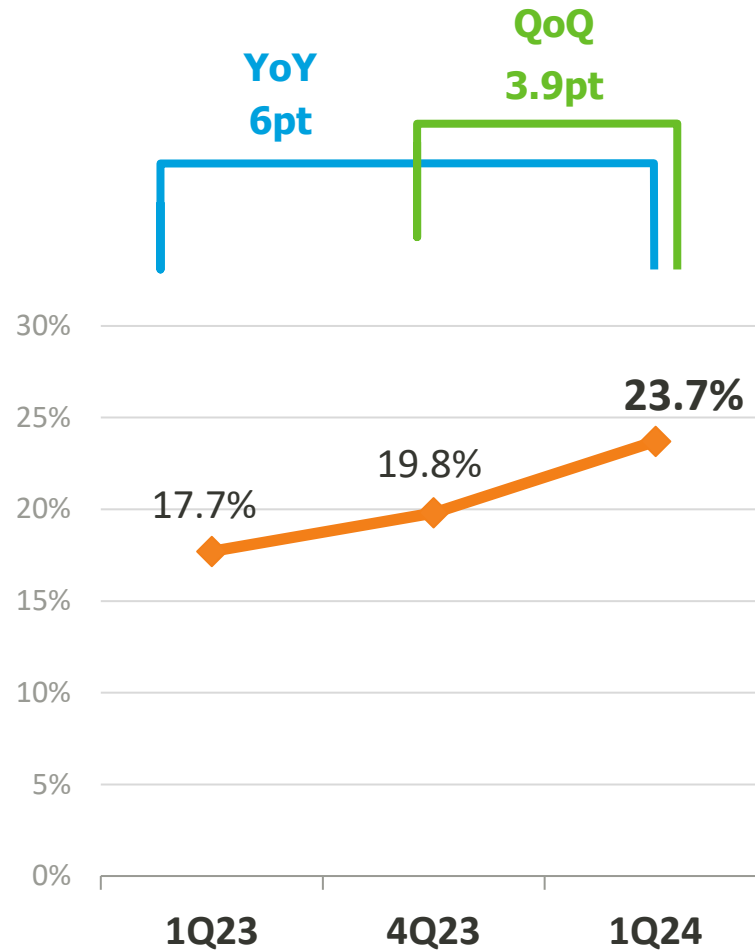


Consolidated Net Income

(NT\$ million)

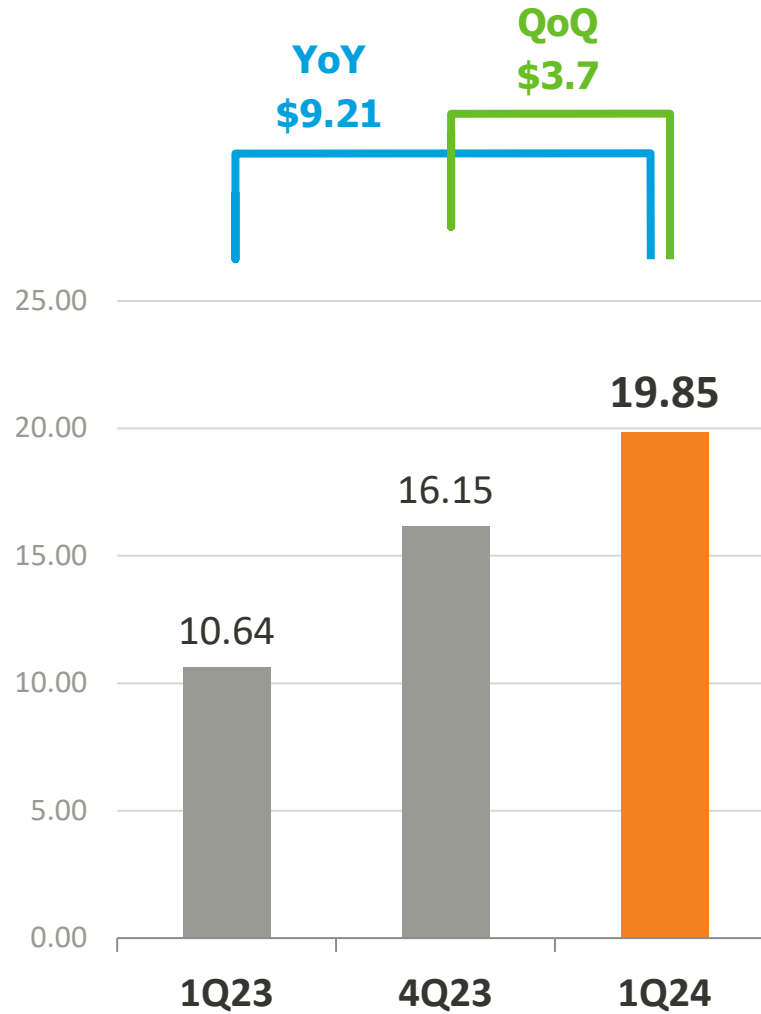


Consolidated Net Profit Margin



Consolidated Earnings Per Share

(NT\$)



Business Outlook

- ◆ For 2024-Q2, we currently expect:
 - ◆ Consolidated revenue: Around NT\$121.4 billion ~ 133.5 billion, at a forecast exchange rate of 32 NT dollars to 1 US dollar
 - ◆ Consolidated gross margin: 47% ± 1.5%
 - ◆ Consolidated operating expense ratio: 30% ± 2%

Taiwan-International Financial Reporting Standards (TIFRS) Financial Statements

Consolidated Income Statement (Unaudited)

(In NT\$ millions, except EPS)	1Q24	4Q23	1Q23	Q-Q	Y-Y
Net Sales	133,458	129,562	95,652	3.0%	39.5%
Operating costs	(63,558)	(66,946)	(49,739)		
Gross profit	69,901	62,616	45,912	11.6%	52.2%
Selling expenses	(3,754)	(4,659)	(2,699)		
Administration expenses	(2,820)	(2,749)	(2,361)		
R&D expenses	(31,147)	(30,472)	(26,483)		
Operating expenses	(37,721)	(37,881)	(31,543)		
Operating income	32,180	24,736	14,369	30.1%	124.0%
Net non-operating income	3,490	3,580	4,735		
Net income before income tax	35,670	28,316	19,104		
Income tax expense	(4,015)	(2,602)	(2,213)		
Net income	31,655	25,713	16,890	23.1%	87.4%
Owners of the parent	31,536	25,663	16,874	22.9%	86.9%
Non-controlling interests	119	50	17		
EPS attributable to the parent(NT\$)	19.85	16.15	10.64		
Average Exchange Rate - USD/NTD	31.44	31.83	30.40		

Note: Sums may not equal totals due to rounding.

Supplemental Information: Percentage of Revenue

	1Q24	4Q23	1Q23
Gross profit	52.4%	48.3%	48.0%
Selling expenses	(2.8%)	(3.6%)	(2.8%)
Administration expenses	(2.1%)	(2.1%)	(2.5%)
R&D expenses	(23.3%)	(23.5%)	(27.7%)
Operating income	24.1%	19.1%	15.0%
Non-operating income	2.6%	2.8%	5.0%
Income tax expense	(3.0%)	(2.0%)	(2.3%)
Net income	23.7%	19.8%	17.7%

Note: Sums may not equal totals due to rounding.

Balance Sheet Summary (Unaudited)

(In NT\$ millions)	1Q24	4Q23	1Q23
Cash & financial assets-current	159,767	180,673	154,710
Accounts receivable	54,104	55,106	46,311
Inventories	49,212	43,220	69,265
Other current assets	21,618	11,889	21,173
Funds and investments	175,701	150,006	131,226
Intangible assets	80,033	81,245	78,375
Other non-current assets	106,890	112,899	111,326
Total assets	647,325	635,038	612,385
Short-term loans	7,820	2,200	4,600
Accounts payable	39,997	38,779	21,169
Other current liabilities	199,848	191,020	221,138
Total non-current liabilities	24,788	28,834	26,506
Total equity	374,874	374,205	338,972

Note: Sums may not equal totals due to rounding.

Cash Flow Statement (Unaudited)

(In NT\$ millions)	1Q24	4Q23	1Q23
Net cash provided by (used in) operating activities	25,204	101,536	2,858
Net cash provided by (used in) investing activities	(18,271)	(7,473)	(9,955)
Net cash provided by (used in) financing activities	(33,881)	(24,884)	667
Effect of changes in exchange rate on cash and cash equivalents	4,897	(7,738)	(1,375)
Net increase (decrease) in cash and cash equivalents	(22,051)	61,441	(7,806)
Cash and cash equivalents at the end of the period	143,345	165,396	139,696

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)		1Q24	4Q23	1Q23	Q-Q	Y-Y
TIFRS	Operating income	32,180	24,736	14,369	30.1%	124.0%
	Operating income margin(%)	24.1%	19.1%	15.0%		
Reconciliations	Share-based compensation	173	269	566		
	Amortization of acquisition related assets	75	75	126		
Non-TIFRS	Operating income	32,428	25,079	15,061	29.3%	115.3%
	Operating income margin (%)	24.3%	19.4%	15.7%		

TIFRS	Net income	31,655	25,713	16,890	23.1%	87.4%
	Net income margin(%)	23.7%	19.8%	17.7%		
	Net income- Owners of the parent	31,536	25,663	16,874	22.9%	86.9%
	EPS(NT\$)	19.85	16.15	10.64		
Reconciliations	Share-based compensation	173	269	566		
	Amortization of acquisition related assets	75	75	126		
	Tax effect	(34)	(46)	(94)		
Non-TIFRS	Net income	31,869	26,010	17,488	22.5%	82.2%
	Net income margin (%)	23.9%	20.1%	18.3%		
	Net income- Owners of the parent	31,745	25,954	17,449	22.3%	81.9%
	EPS(NT\$)	19.98	16.34	11.00		

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*	1Q24 Revenue Breakdown (Note 1)	QoQ%	YoY%
Mobile Phone	61%	-2%	84%
Smart Edge Platforms	34%	16%	2%
Power IC	5%	-13%	1%
Total	100%	3%	40%

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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