



聯發科技 2012 年第四季法人說明會

MediaTek 2012-Q4 Investor Conference

February 4, 2013



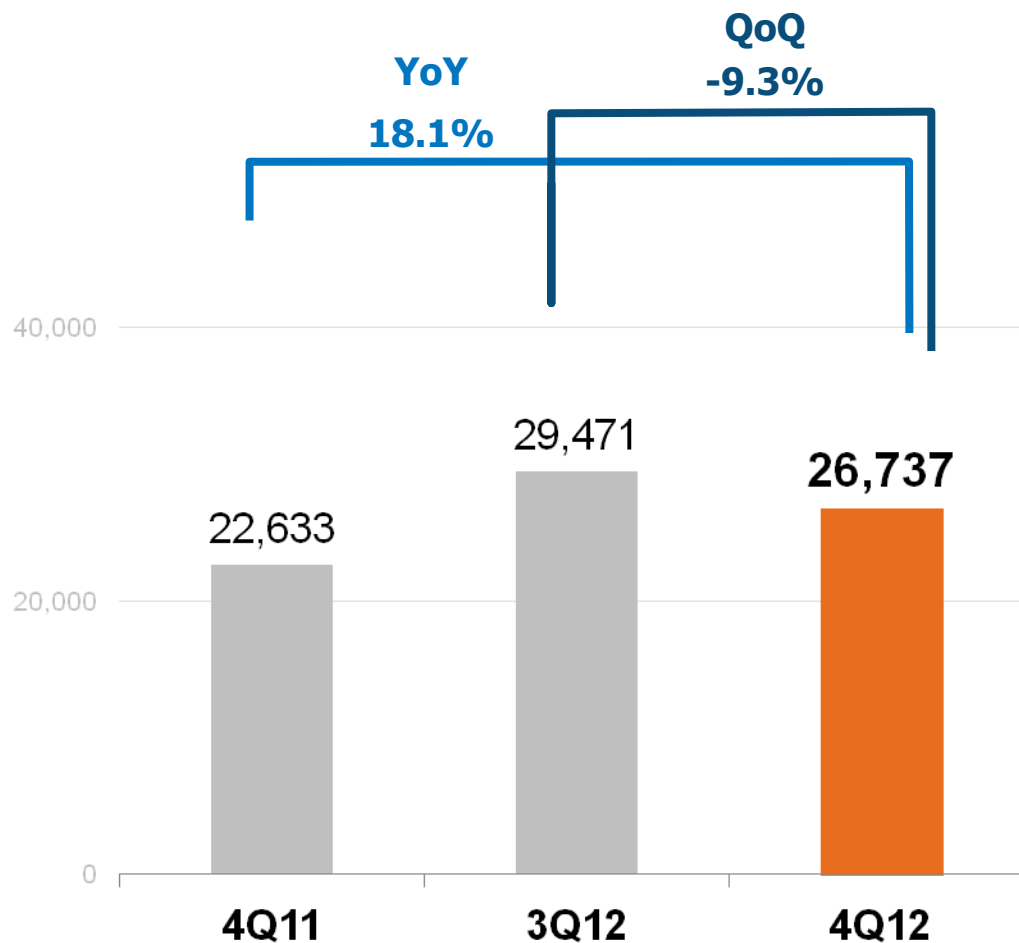
投資安全聲明

除簡報內所提供之歷史信息外，簡報事項係屬預測性陳述，受到風險及不確定性因素影響，可能造成實際結果與陳述內容發生顯著不符，這些不確定性因素包括：受到競爭性產品及定價的影響、設計是否及時被客戶接受、新技術是否及時導入利用、新產品大量量產之能力、產業及市場對半導體產品之供給及需求移轉、產業及市場是否供給過剩、製造產能可得利用情況、終端市場之財務穩定性及其他風險等。

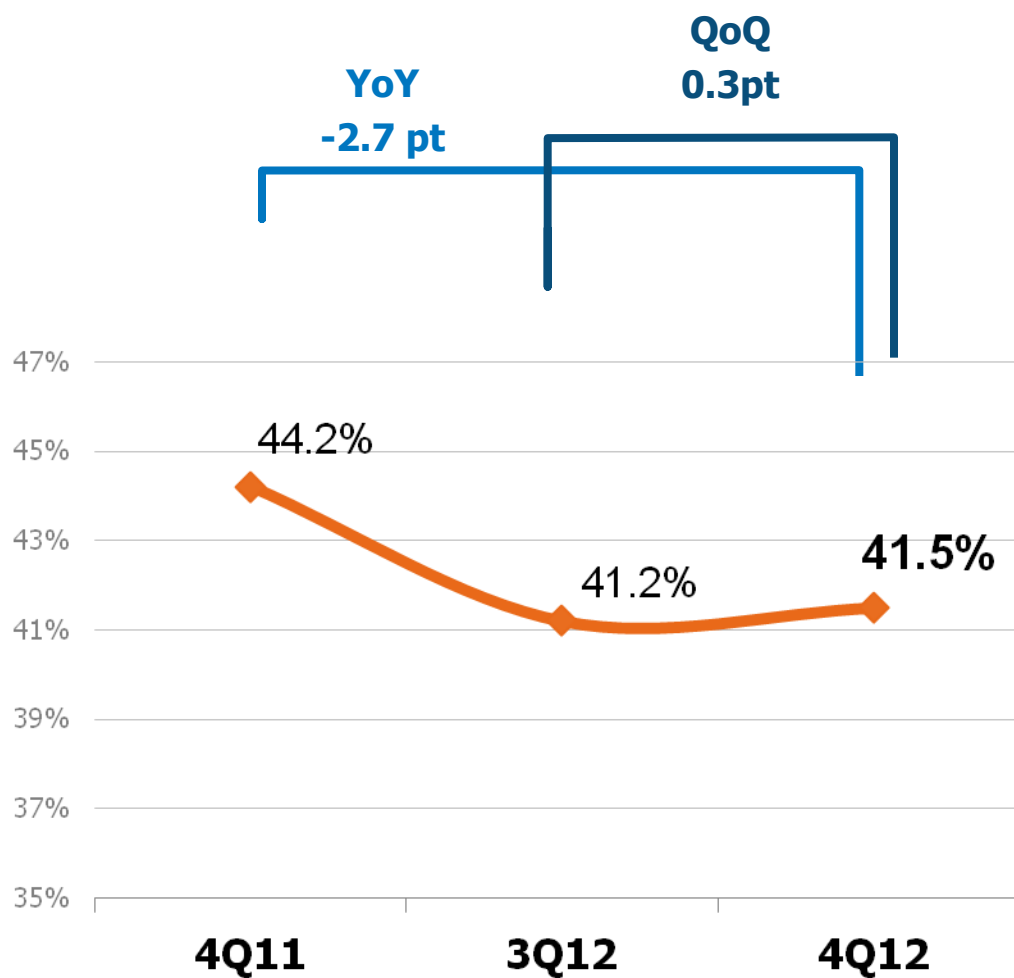
合併營業收入

Confidential B

(單位：新台幣佰萬元)

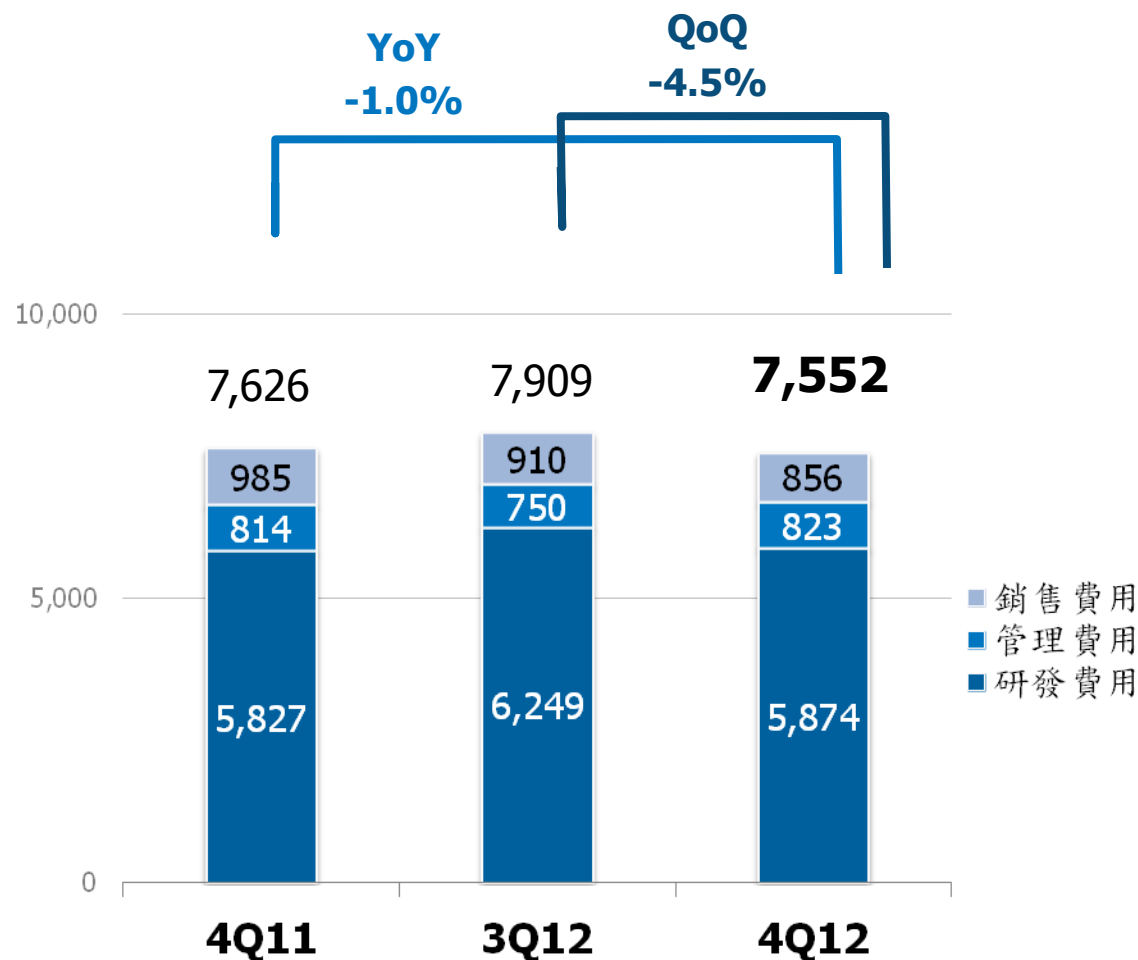


合併營業毛利率



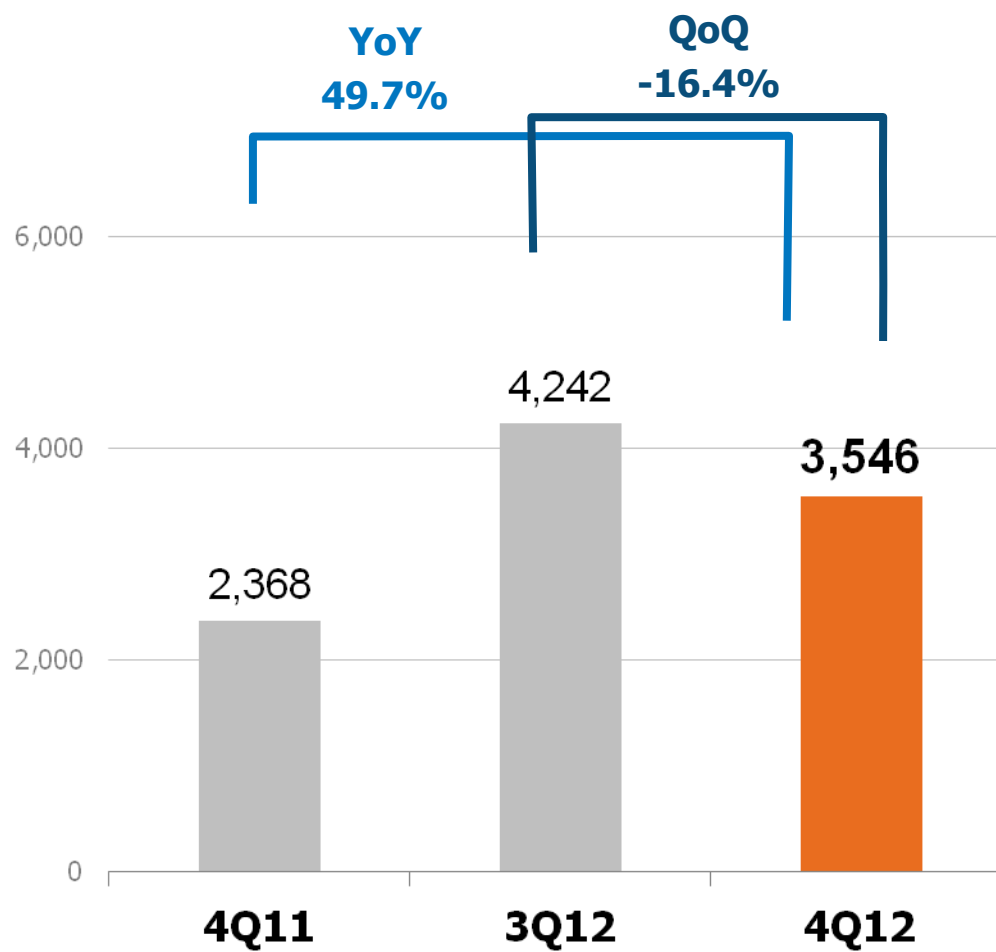
合併營業費用

(單位：新台幣佰萬元)

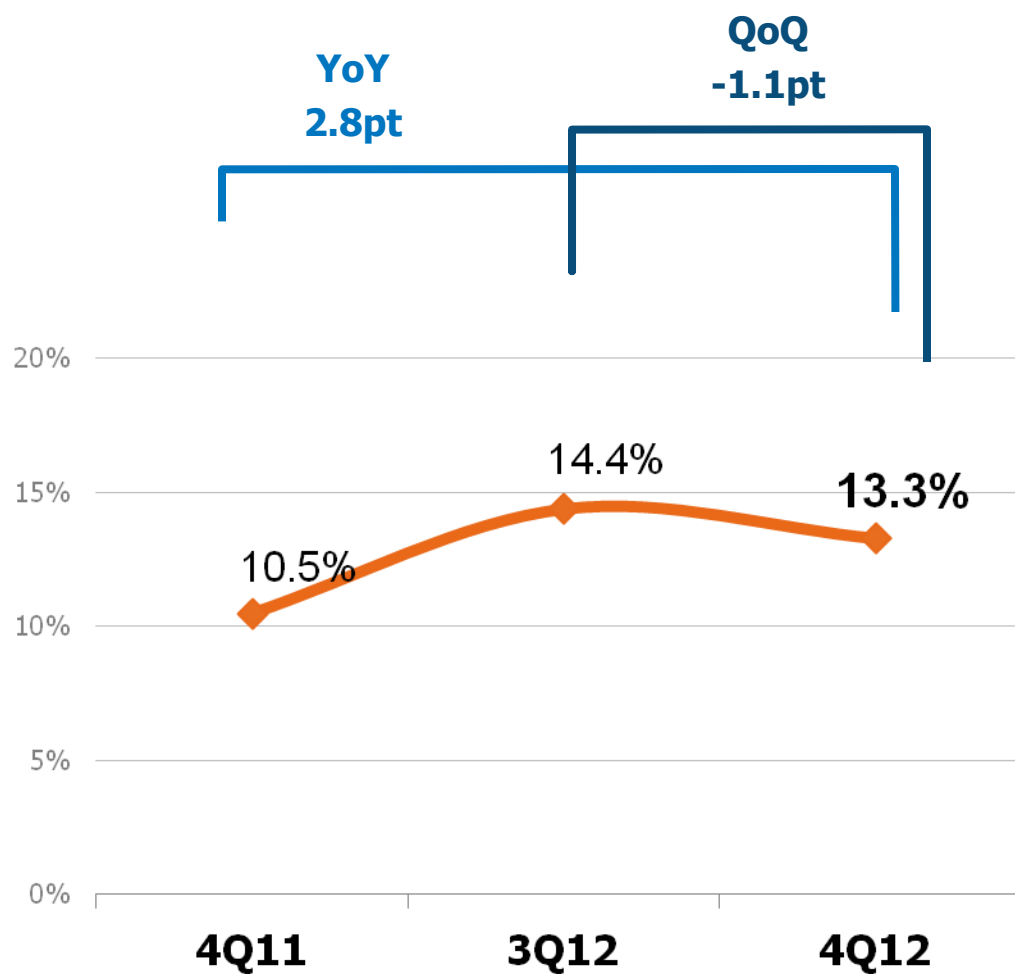


合併營業淨利

(單位：新台幣佰萬元)

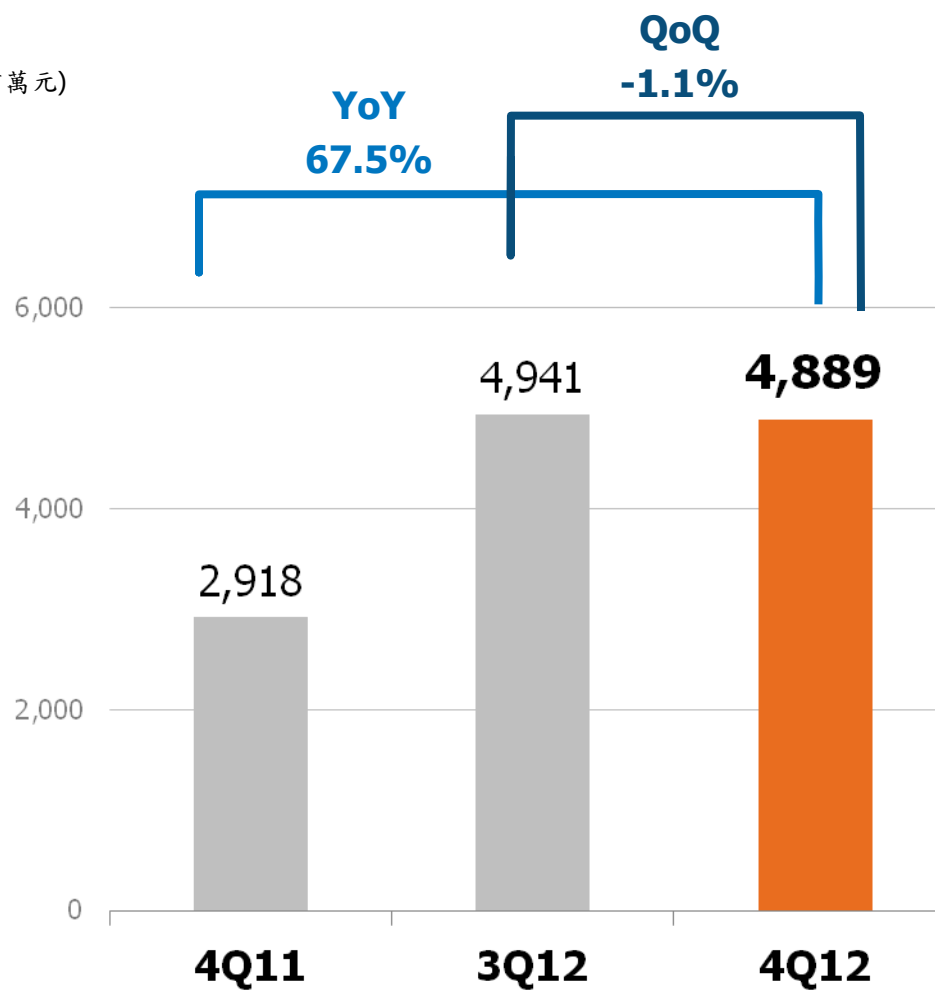


合併營業淨利率



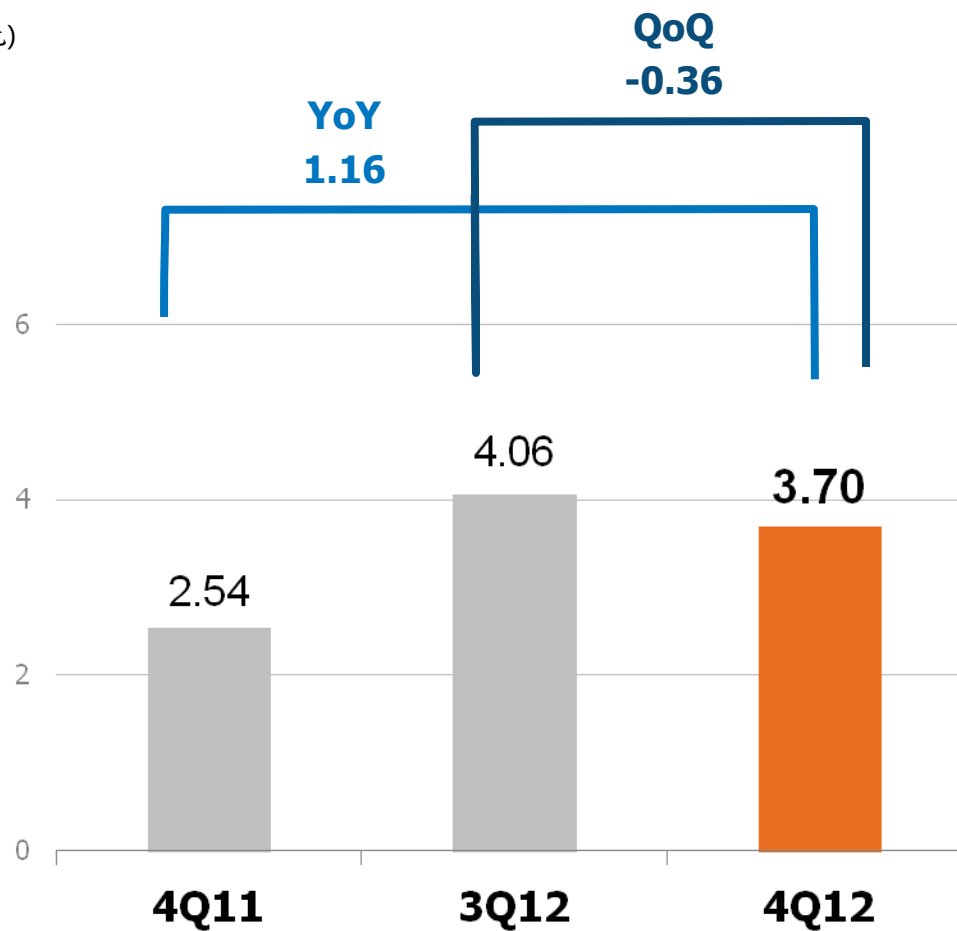
合併稅後淨利

(單位：新台幣佰萬元)



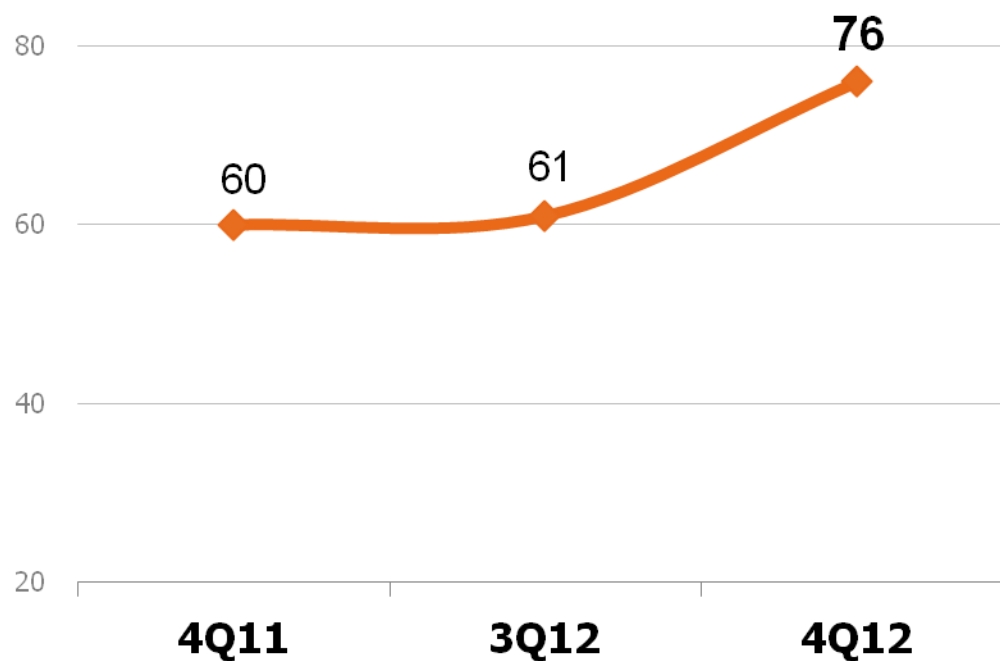
合併稅後每股盈餘

(單位：新台幣元)



存貨週轉天數

(天數)



2012全年度合併財務報告

(單位：新台幣)

- 合併營業收入：992.6億元
- 合併營業毛利：410.6億元
- 合併營業淨利：125.1億元
- 合併稅後淨利：156.9億元
- 合併稅後每股盈餘：12.9元

2013年第一季營運展望

■ 合併營收：約新台幣 219 ~ 241 億元

(假設2013-Q1美元兌台幣平均匯率為1：29)

■ 合併毛利率：42% ± 1%

■ 合併營業費用率(GAAP)：29% ± 2%



財務報表



Q4 FY12 Consolidated Income Statement

(In NT\$ millions, except per share amounts)

	4Q12	3Q12	4Q11	Q-Q	Y-Y
Net Revenue	26,737	29,471	22,633	(9.3 %)	18.1%
Cost of Goods Sold	(15,639)	(17,320)	(12,639)		
Gross Profit	11,098	12,151	9,994	(8.7 %)	11.0%
Selling expenses	(856)	(910)	(985)		
Administration expenses	(823)	(750)	(814)		
R&D expenses	(5,874)	(6,249)	(5,827)		
Operating Expenses	(7,552)	(7,909)	(7,626)		
Operating Income	3,546	4,242	2,368	(16.4 %)	49.7%
Net Non-operating Income	1,465	877	746		
Income Before Income Tax	5,011	5,119	3,114		
Income tax expense	(139)	(188)	(198)		
Consolidated Net Income	4,872	4,931	2,917	(1.2 %)	67.0%
Net Loss (Income) Attributable to Minority Interests	17	10	1		
Consolidated Net Income Attributable to the Parent	4,889	4,941	2,918	(1.1 %)	67.5%
EPS Attributable to the Parent(NT\$)	3.70	4.06	2.54		

註：數字加總不等，因四捨五入造成。

Q4 FY12 Supplemental Information: Percentage of Revenue

	4Q12	3Q12	4Q11
Gross profit	41.5%	41.2%	44.2%
R&D expenses	(22.0 %)	(21.2 %)	(25.7 %)
Selling expenses	(3.2 %)	(3.1 %)	(4.4 %)
Administration expenses	(3.1 %)	(2.5 %)	(3.6 %)
Operating profit	13.3%	14.4%	10.5%
Non-operating income	5.5%	3.0%	3.3%
Income tax expense	(0.5 %)	(0.6 %)	(0.9 %)
Net profit	18.3%	16.8%	12.9%

註：數字加總不等，因四捨五入造成。

FY12 Consolidated Income Statement

(In NT\$ millions, except per share amounts)

	2012	2011	Y-Y
Net Revenue	99,263	86,857	14.3%
Cost of Goods Sold	(58,201)	(47,513)	
Gross Profit	41,062	39,344	4.4%
Selling expenses	(3,109)	(2,861)	
Administration expenses	(3,064)	(2,955)	
R&D expenses	(22,384)	(21,184)	
Operating Expenses	(28,557)	(26,999)	
Operating Income	12,505	12,345	1.3%
Net Non-operating Income	4,114	1,859	
Income Before Income Tax	16,620	14,203	
Income tax expense	(971)	(587)	
Consolidated Net Income	15,648	13,616	14.9%
Net Loss (Income) Attributable to Minority Interests	39	7	
Consolidated Net Income Attributable to the Parent	15,688	13,623	15.2%
EPS Attributable to the Parent(NT\$)	12.90	12.35	

註：數字加總不等，因四捨五入造成。

FY12 Supplemental Information: Percentage of Revenue

	2012	2011
Gross profit	41.4%	45.3%
R&D expense	(22.6 %)	(24.4 %)
Selling expenses	(3.1 %)	(3.3 %)
Administration expenses	(3.1 %)	(3.4 %)
Operating profit	12.6%	14.2%
Non-operating income	4.1%	2.1%
Income tax expense	(1.0 %)	(0.7 %)
Net profit	15.8%	15.7%

註：數字加總不等，因四捨五入造成。

Balance Sheet Summary

(In NT\$ millions)

	4Q12	3Q12	4Q11
Cash & Financial assets-current	90,276	91,177	91,032
Accounts receivable	6,585	8,216	7,384
Inventories	13,867	12,091	9,392
Funds and investments	65,120	65,822	9,417
Intangible assets	15,842	16,248	16,151
Total assets	210,243	211,242	147,741
Short-term loans	8,880	10,504	4,089
Accounts payable	9,047	12,054	9,022
Other current liabilities	14,946	14,328	17,317
Long-term liabilities & Other liabilities	1,595	1,505	985
Stockholders' equity	175,774	172,850	116,328

Cash Flow Summary

(In NT\$ millions)

	4Q12	3Q12	4Q11
Cash flow from operations	2,647	4,221	9,323
Cash flow from investing	14	(1,339)	2,130
Cash flow from financing	(1,720)	(11,869)	1,657
Effect of exchange rate changes	(220)	(928)	(254)
Net increase in cash & equivalents	721	(9,915)	12,856
Cash & equivalents at quarter end	85,867	85,146	85,821

註：數字加總不等，因四捨五入造成。



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