



# 聯發科技 2013 年第一季法人說明會

MediaTek 2013-Q1 Investor Conference

May 6, 2013



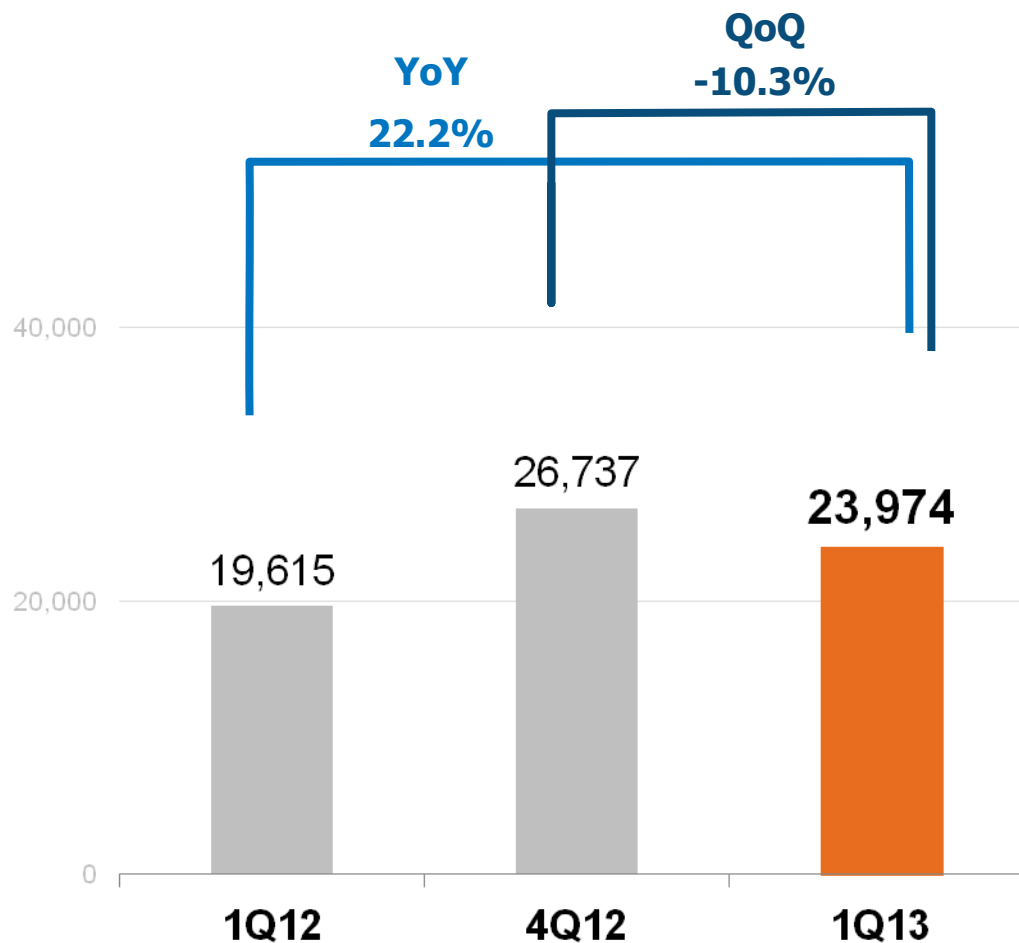
# 投資安全聲明

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。

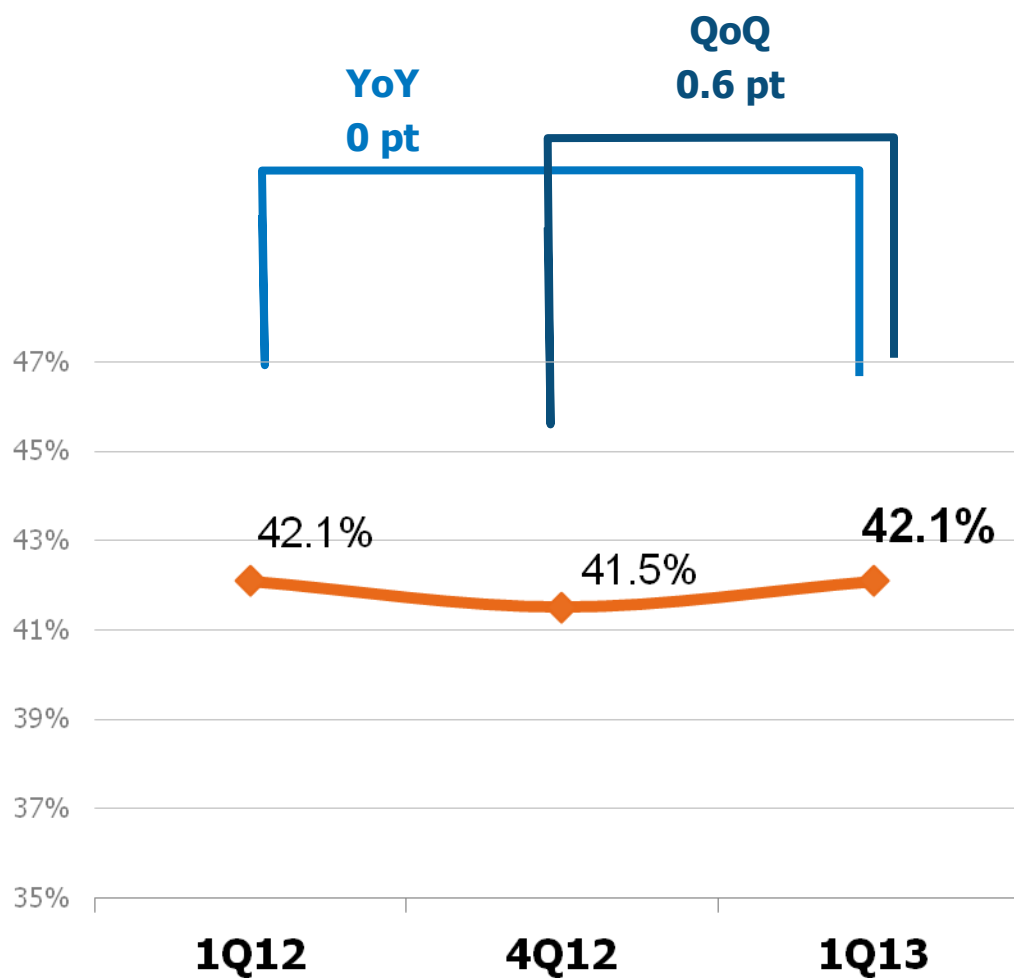
# 合併營業收入

Confidential B

(單位：新台幣佰萬元)

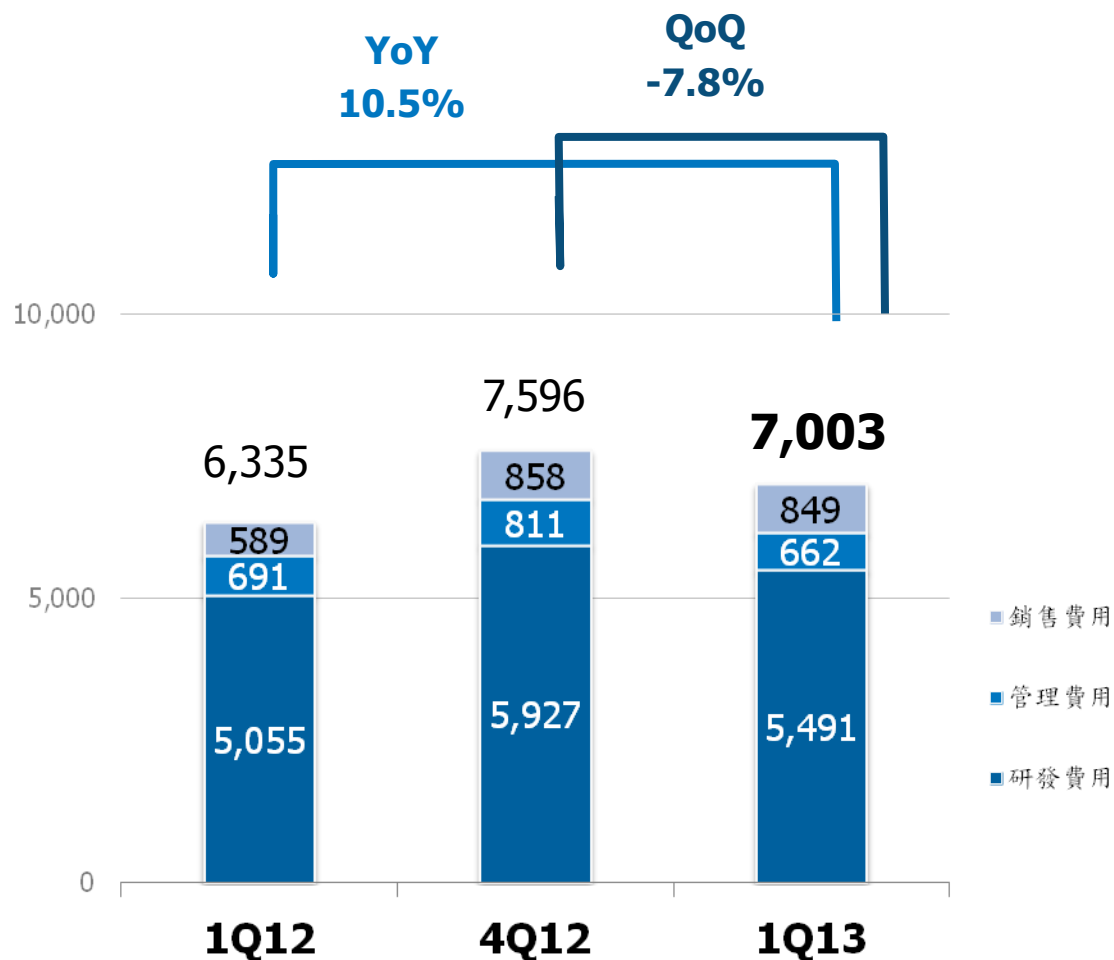


# 合併營業毛利率



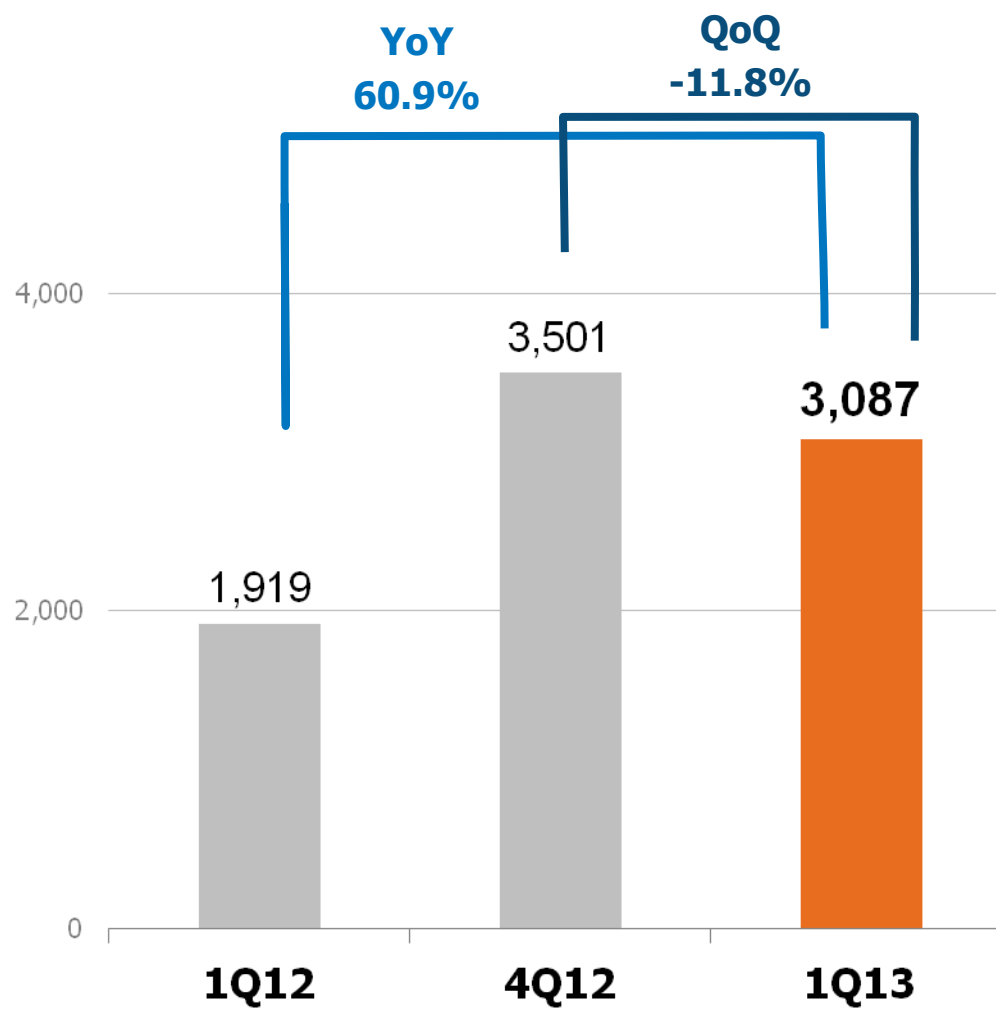
# 合併營業費用

(單位：新台幣佰萬元)

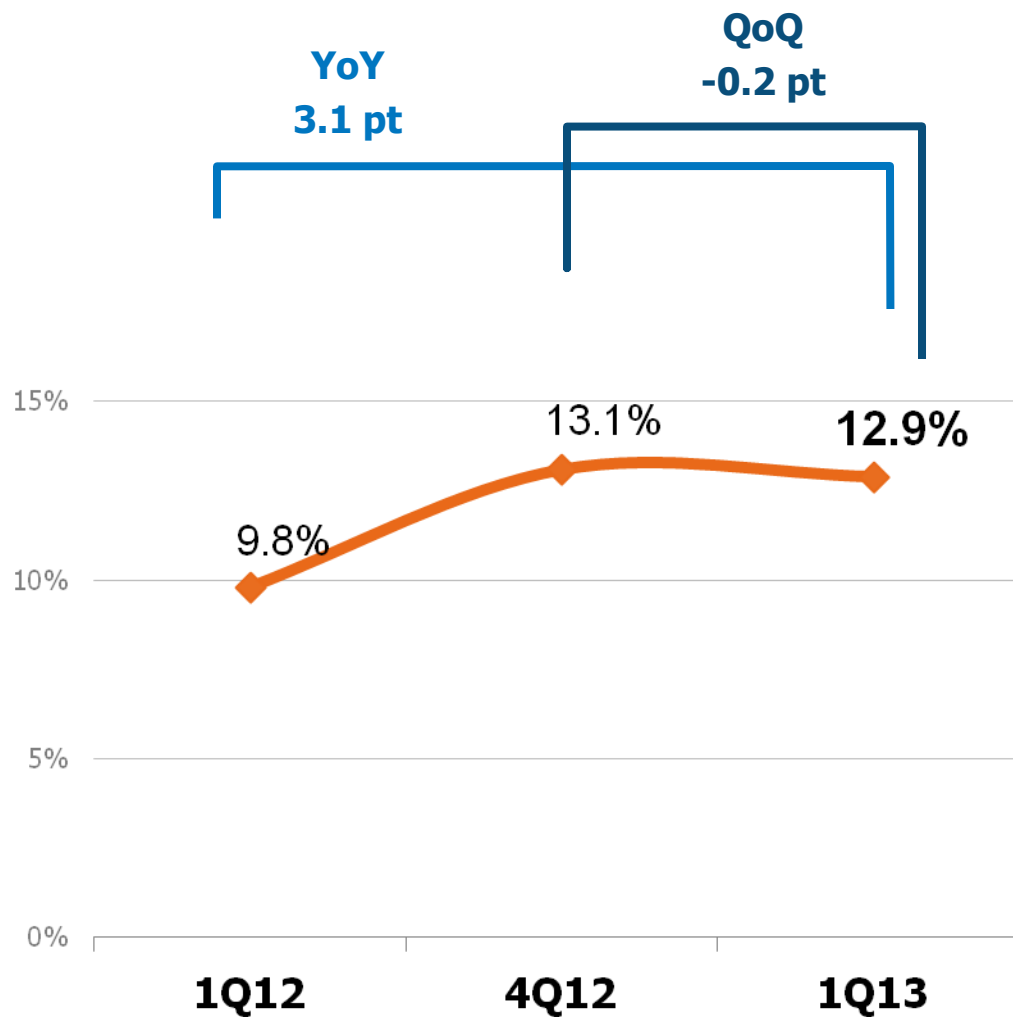


# 合併營業淨利

(單位：新台幣佰萬元)

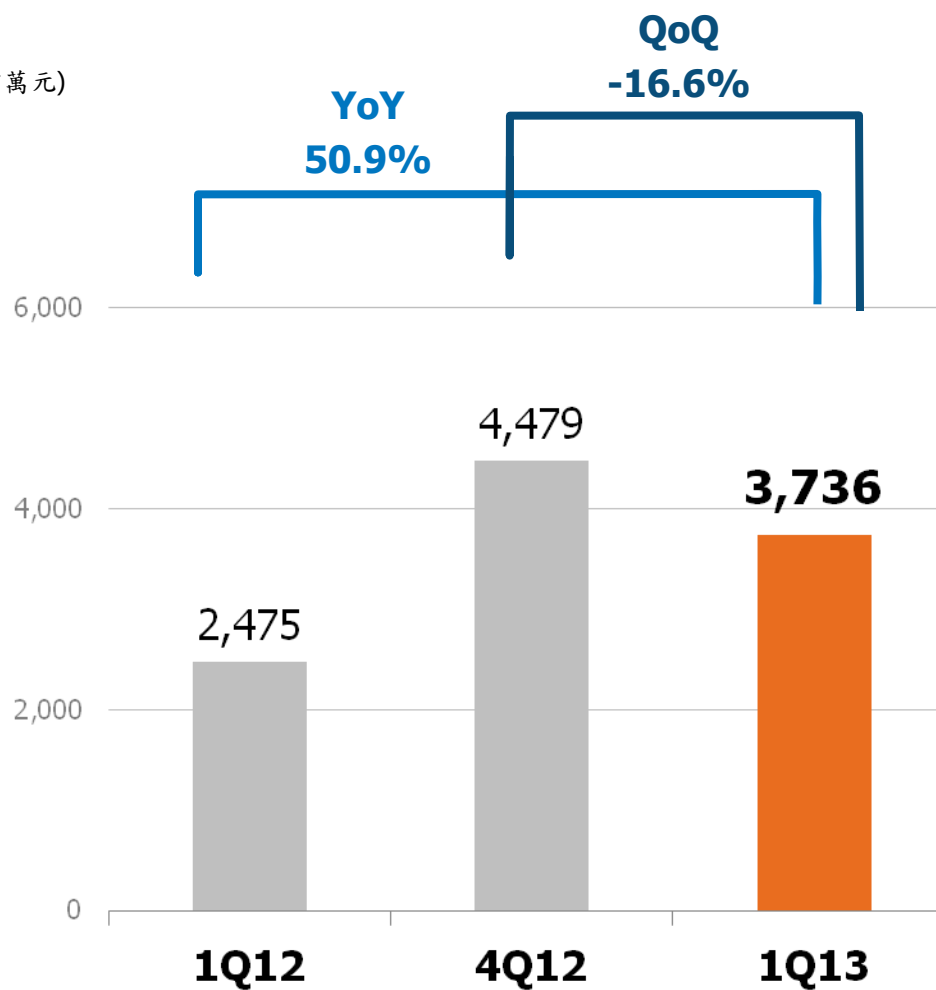


# 合併營業淨利率



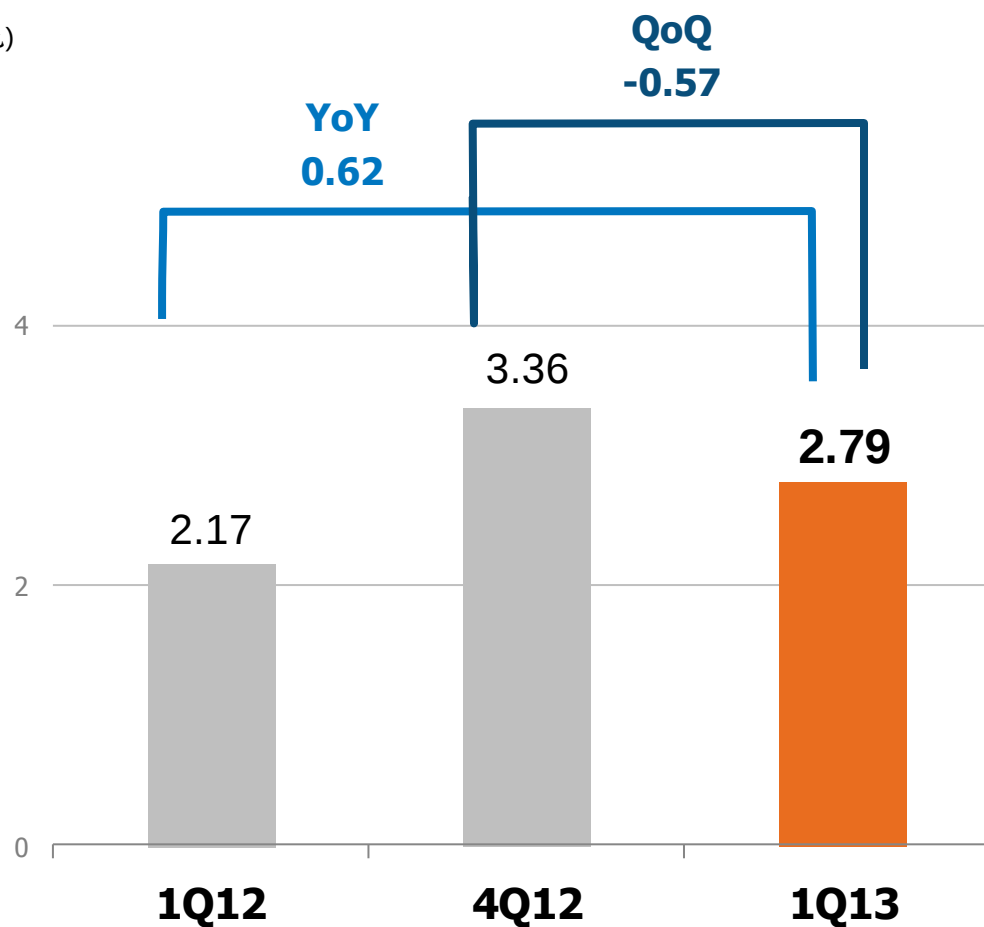
# 合併稅後淨利

(單位：新台幣佰萬元)



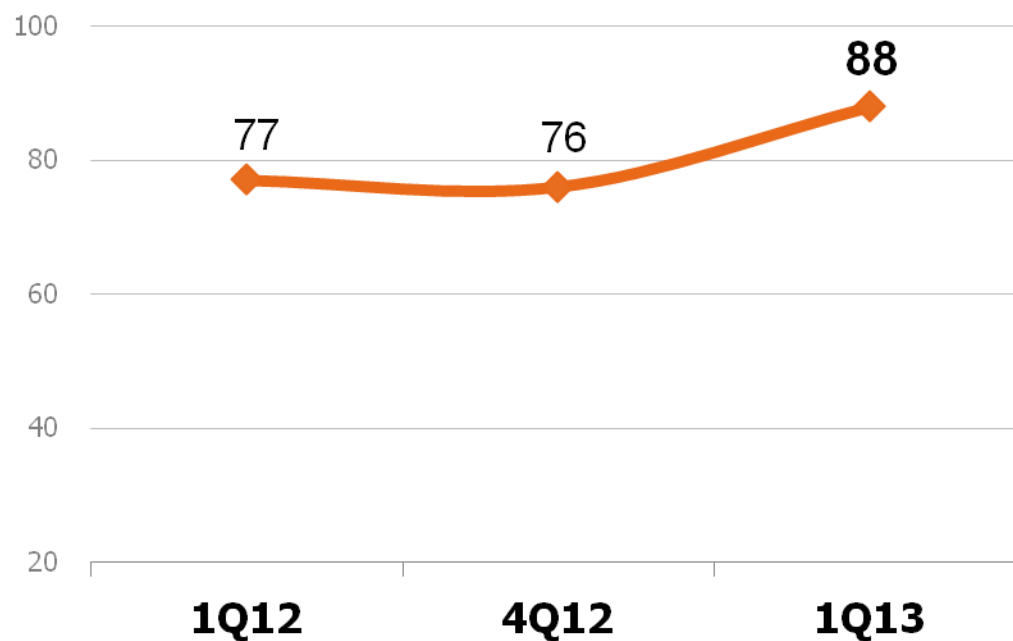
# 合併稅後每股盈餘

(單位：新台幣元)



# 存貨週轉天數

(天數)



# 2013年第二季營運展望

■ 合併營收：約新台幣 300 ~ 316 億元

(假設2013-Q2美元兌台幣平均匯率為1：29.5)

■ 合併毛利率：42.5% ± 1%

■ 合併營業費用率( GAAP )：25% ± 2%



# 財務報表



# Q1 FY13 Consolidated Income Statement

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

|                                      | 1Q13        | 4Q12        | 1Q12        | Q-Q      | Y-Y   |
|--------------------------------------|-------------|-------------|-------------|----------|-------|
| Net Revenue                          | 23,974      | 26,737      | 19,615      | (10.3 %) | 22.2% |
| Cost of Goods Sold                   | (13,884)    | (15,640)    | (11,361)    |          |       |
| Gross Profit                         | 10,090      | 11,097      | 8,254       | (9.1 %)  | 22.2% |
| Selling expenses                     | (849)       | (858)       | (589)       |          |       |
| Administration expenses              | (662)       | (811)       | (691)       |          |       |
| R&D expenses                         | (5,491)     | (5,927)     | (5,055)     |          |       |
| Operating Expenses                   | (7,003)     | (7,596)     | (6,335)     |          |       |
| Operating Income                     | 3,087       | 3,501       | 1,919       | (11.8 %) | 60.9% |
| Net Non-operating Income             | 835         | 1,069       | 654         |          |       |
| Income Before Income Tax             | 3,922       | 4,570       | 2,573       |          |       |
| Income tax expense                   | (186)       | (91)        | (98)        |          |       |
| Consolidated Net Income              | 3,736       | 4,479       | 2,475       | (16.6 %) | 50.9% |
| EPS Attributable to the Parent(NT\$) | <b>2.79</b> | <b>3.36</b> | <b>2.17</b> |          |       |

註：數字加總不等，因四捨五入造成。

# Q1 FY13 Supplemental Information: Percentage of Revenue

|                         | 1Q13         | 4Q12         | 1Q12         |
|-------------------------|--------------|--------------|--------------|
| <b>Gross profit</b>     | <b>42.1%</b> | <b>41.5%</b> | <b>42.1%</b> |
| R&D expenses            | (22.9 %)     | (22.2 %)     | (25.8 %)     |
| Selling expenses        | (3.5 %)      | (3.2 %)      | (3.0 %)      |
| Administration expenses | (2.8 %)      | (3.0 %)      | (3.5 %)      |
| <b>Operating profit</b> | <b>12.9%</b> | <b>13.1%</b> | <b>9.8%</b>  |
| Non-operating income    | 3.5%         | 4.0%         | 3.3%         |
| Income tax expense      | (0.8 %)      | (0.3 %)      | (0.5 %)      |
| <b>Net profit</b>       | <b>15.6%</b> | <b>16.8%</b> | <b>12.6%</b> |

註：數字加總不等，因四捨五入造成。

# Balance Sheet Summary

(In NT\$ millions)

|                                           | 1Q13    | 4Q12    | 1Q12    |
|-------------------------------------------|---------|---------|---------|
| Cash & Financial assets-current           | 98,749  | 90,590  | 90,806  |
| Accounts receivable                       | 6,795   | 6,585   | 7,372   |
| Inventories                               | 12,844  | 13,867  | 9,853   |
| Funds and investments                     | 67,680  | 64,966  | 9,907   |
| Intangible assets                         | 15,600  | 15,727  | 16,528  |
| Total assets                              | 219,650 | 210,407 | 150,137 |
| Short-term loans                          | 12,785  | 8,880   | 7,471   |
| Accounts payable                          | 7,373   | 9,047   | 8,204   |
| Other current liabilities                 | 15,088  | 15,052  | 15,468  |
| Long-term liabilities & Other liabilities | 1,943   | 1,969   | 1,505   |
| Stockholders' equity                      | 182,462 | 175,458 | 117,490 |

# Cash Flow Summary

(In NT\$ millions)

|                                    | 1Q13   | 4Q12    | 1Q12    |
|------------------------------------|--------|---------|---------|
| Cash flow from operations          | 3,057  | 2,647   | 770     |
| Cash flow from investing           | 74     | 14      | (2,439) |
| Cash flow from financing           | 3,734  | (1,720) | 3,508   |
| Effect of exchange rate changes    | 1,358  | (220)   | (1,212) |
| Net increase in cash & equivalents | 8,224  | 722     | 626     |
| Cash & equivalents at quarter end  | 94,091 | 85,867  | 86,448  |

註：數字加總不等，因四捨五入造成。



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