



聯發科技 2013 年第四季法人說明會

MediaTek 2013-Q4 Investor Conference

January 27, 2014



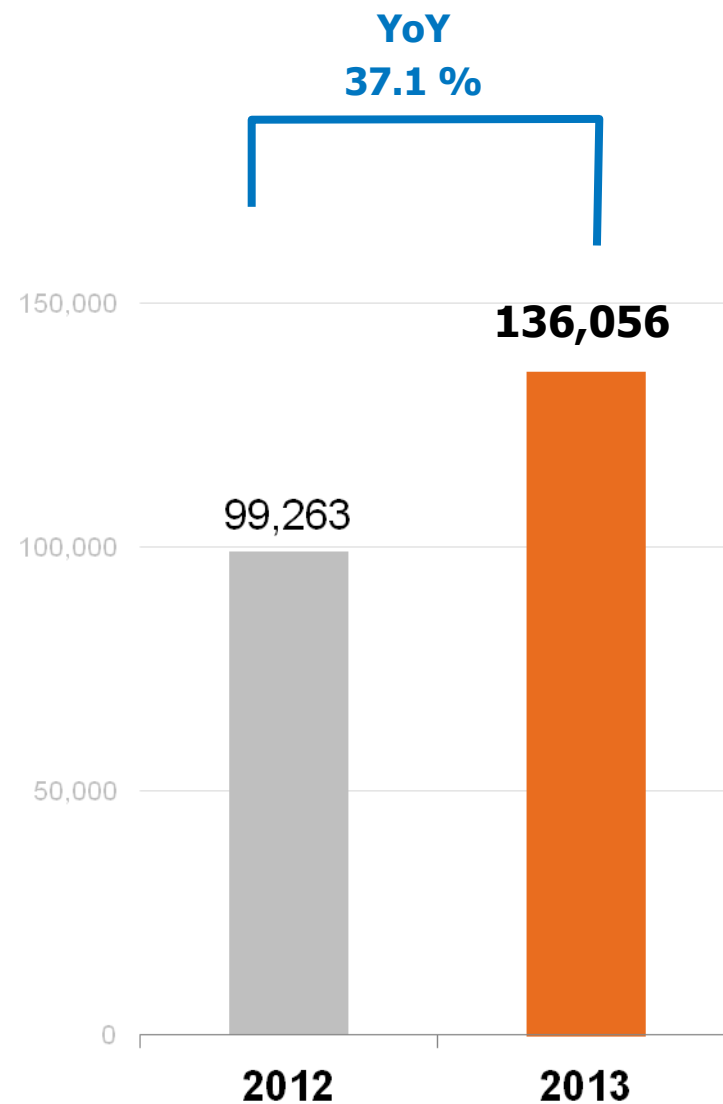
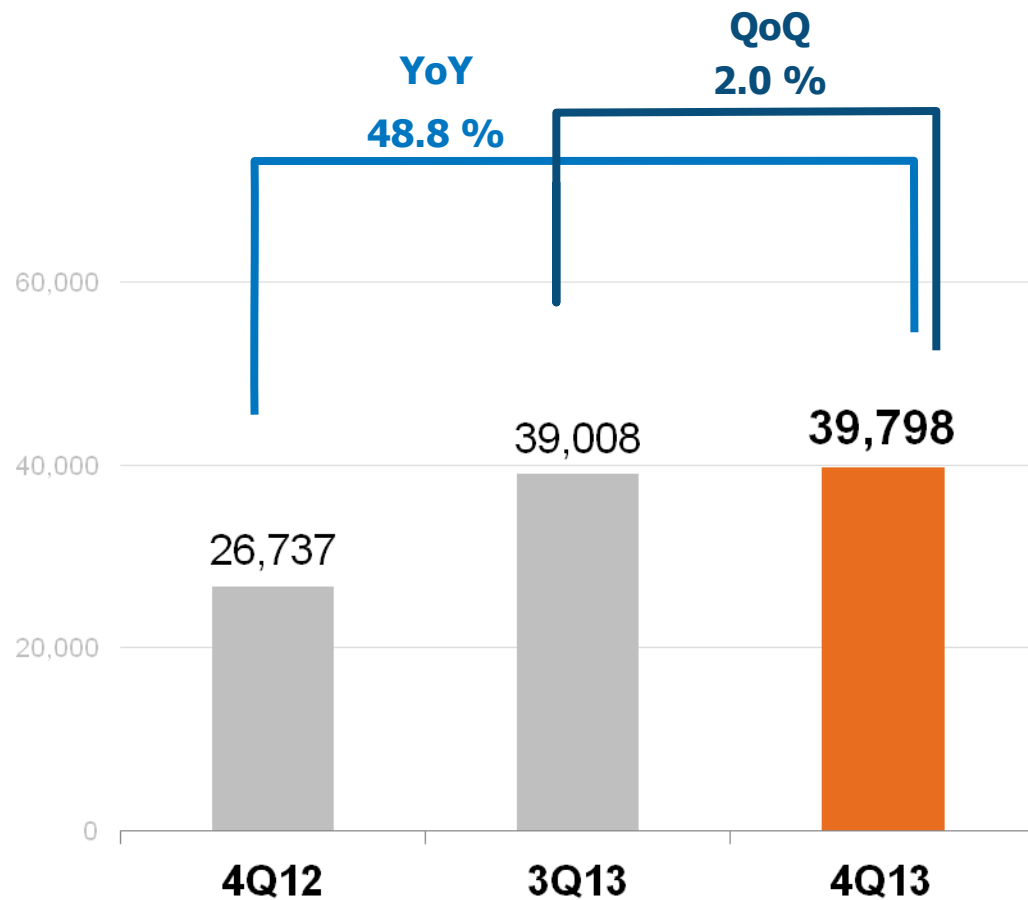
投資安全聲明

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。

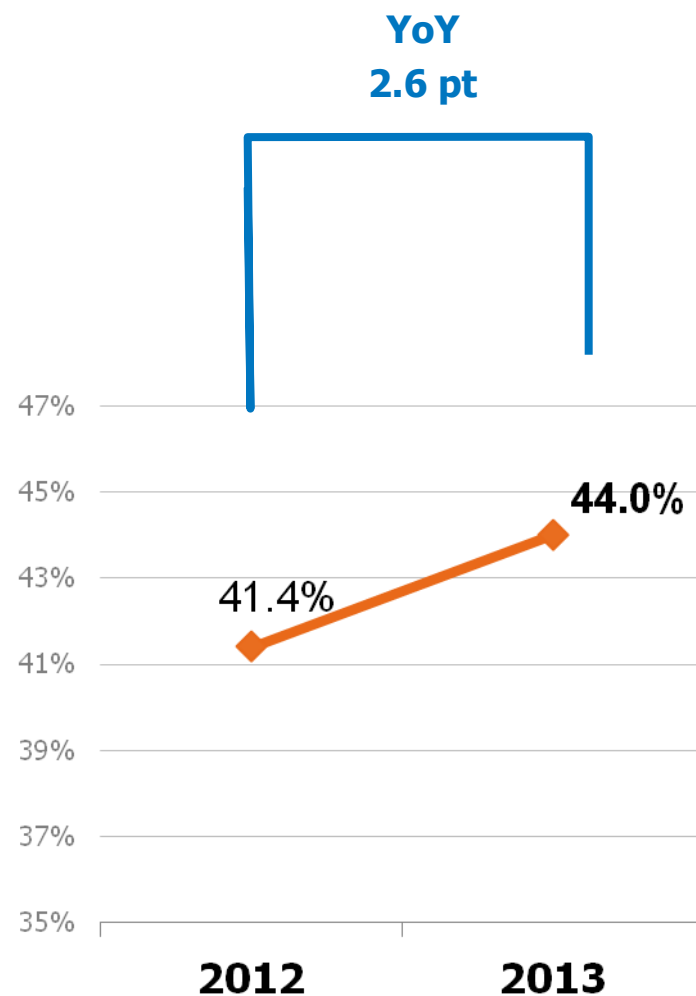
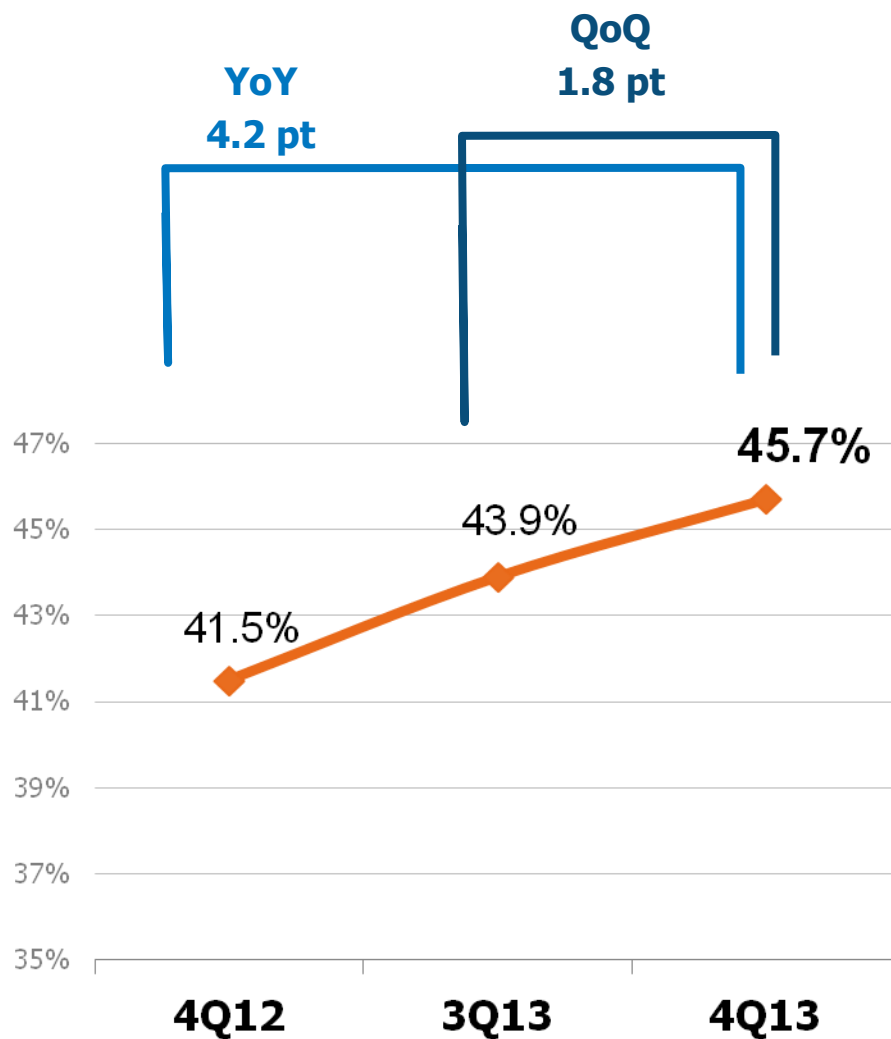
合併營業收入

Confidential B

(單位：新台幣佰萬元)

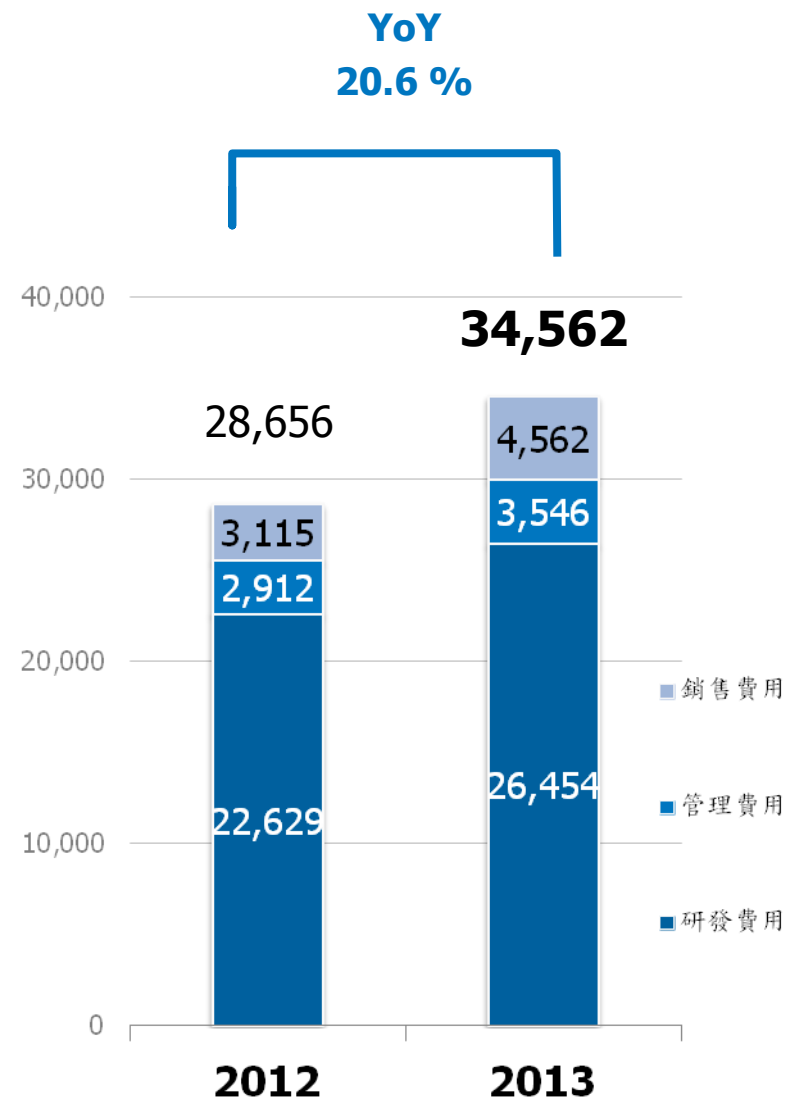
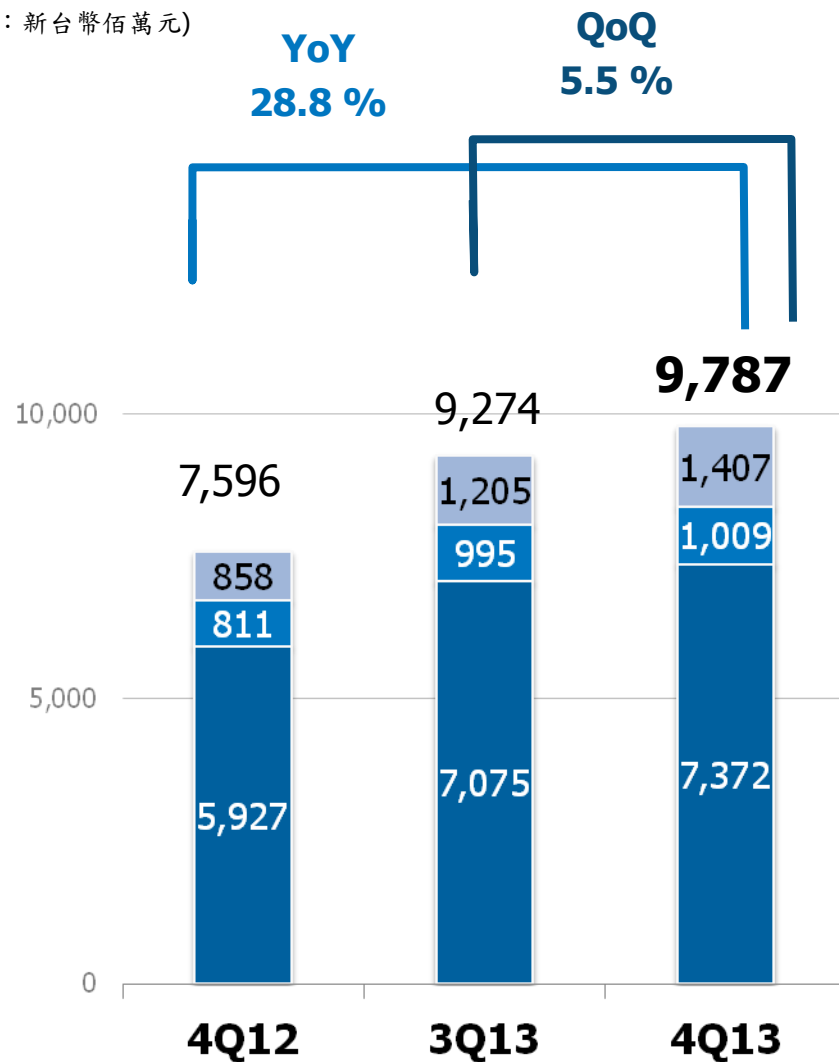


合併營業毛利率



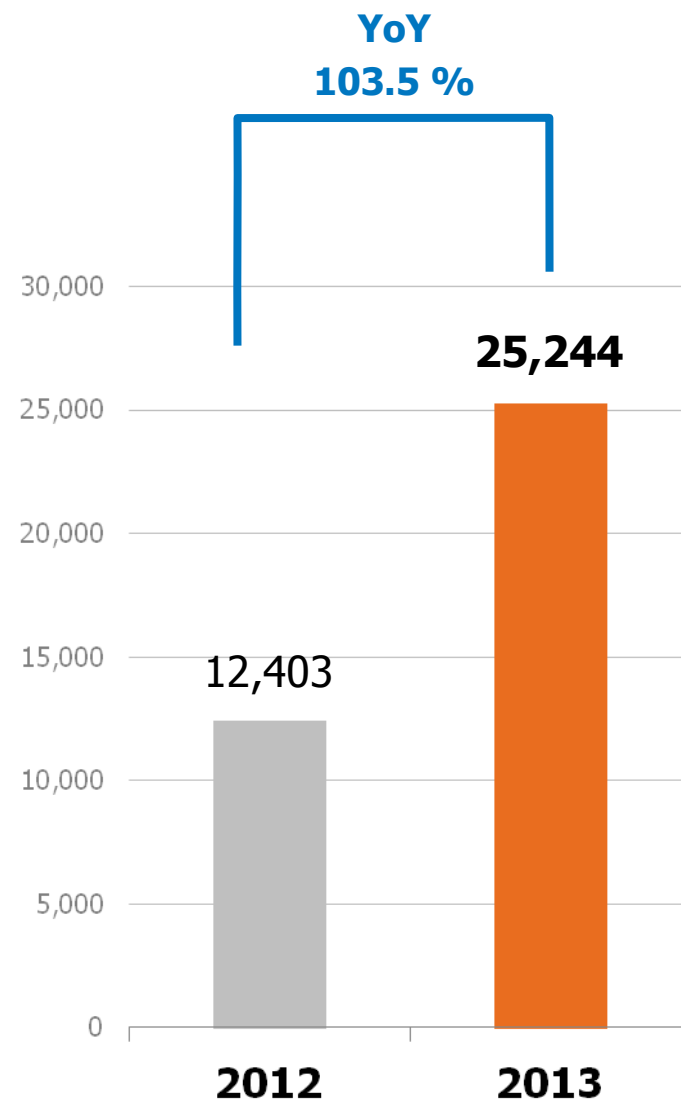
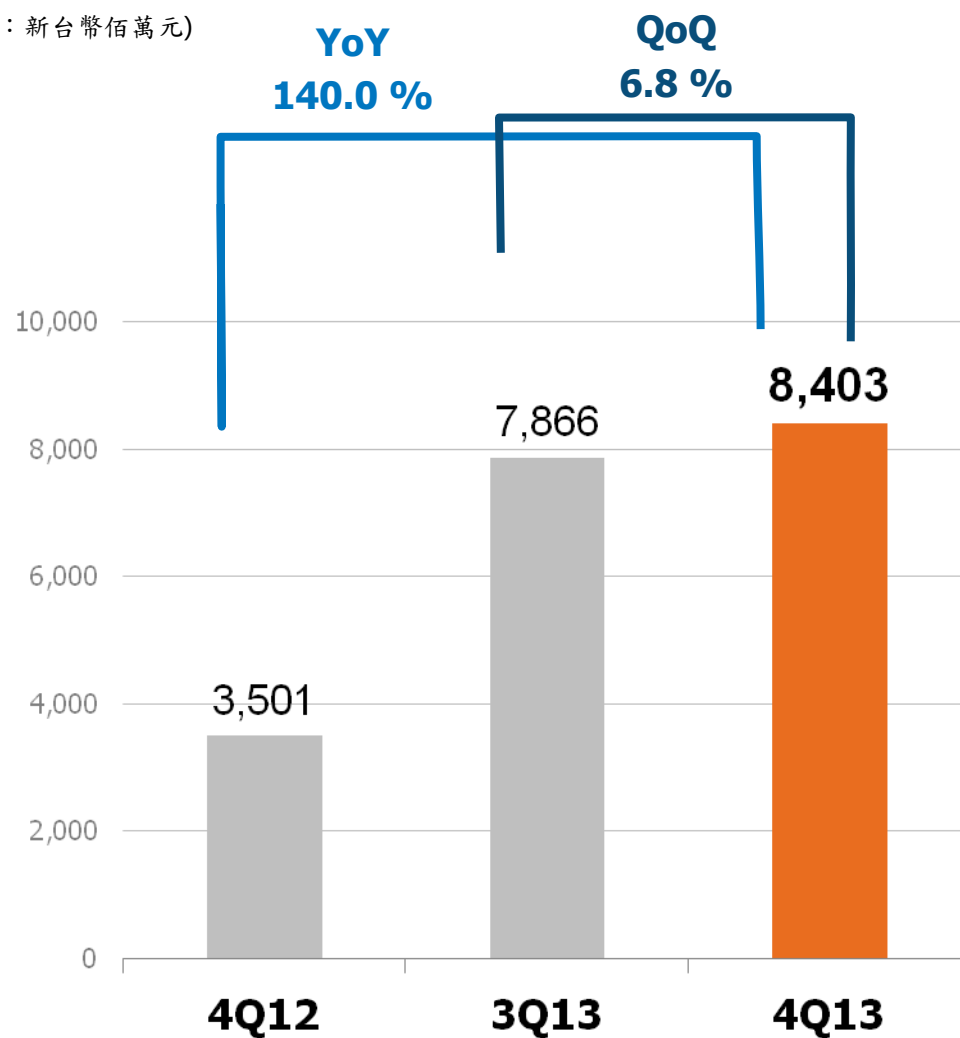
合併營業費用

(單位：新台幣佰萬元)

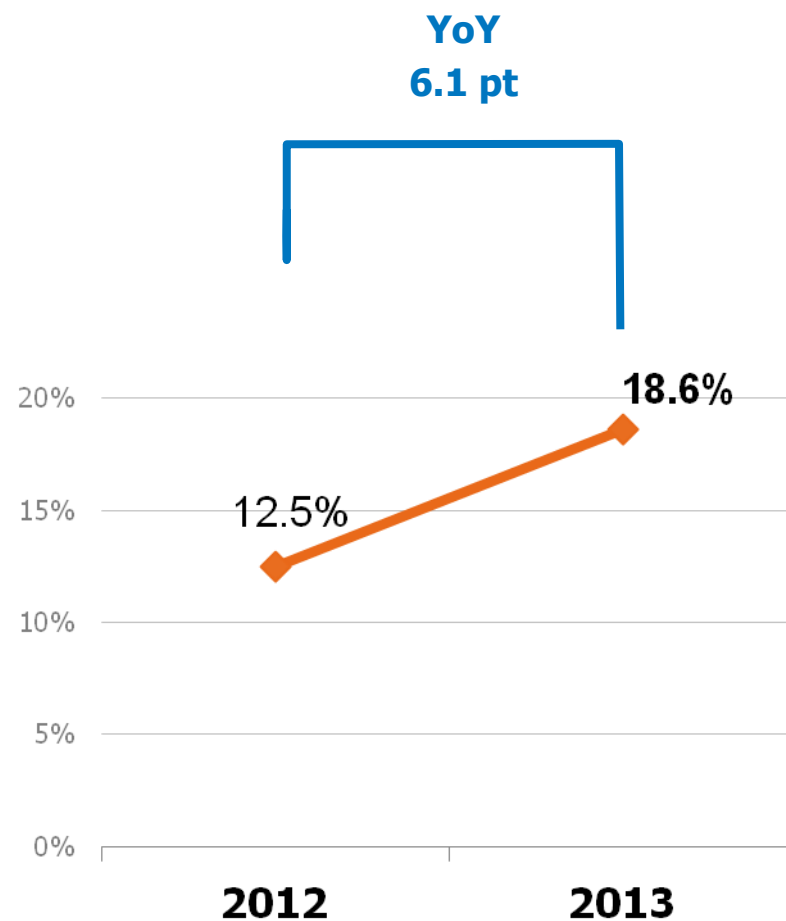
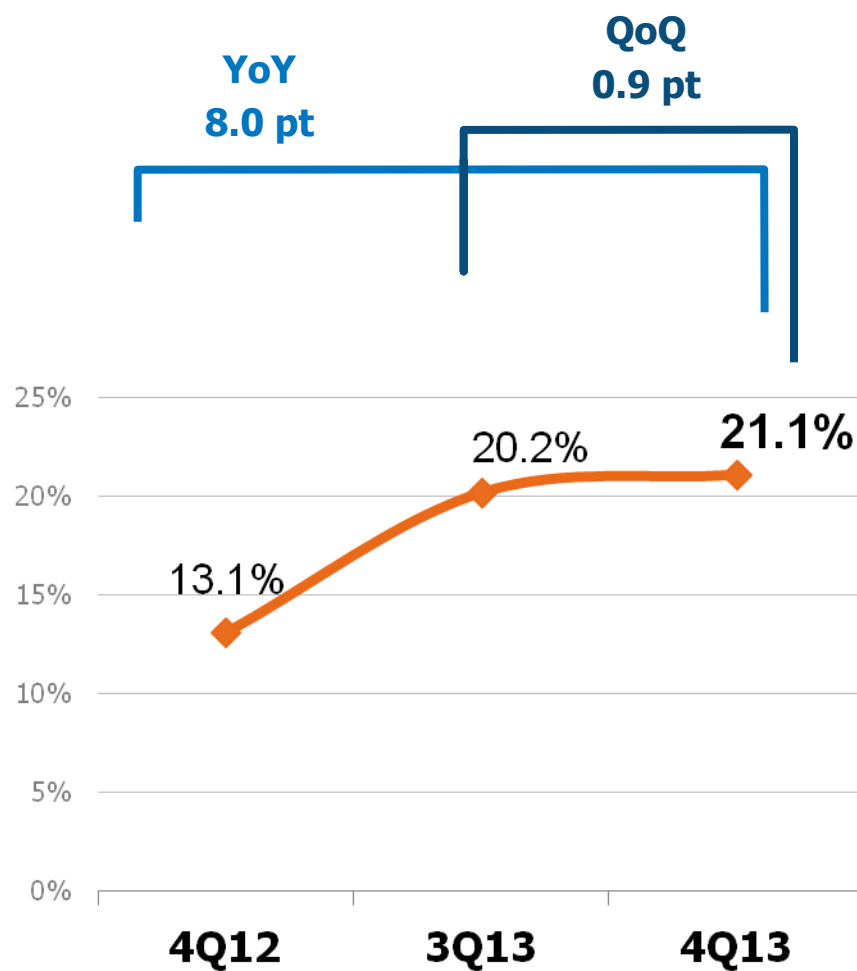


合併營業淨利

(單位：新台幣佰萬元)

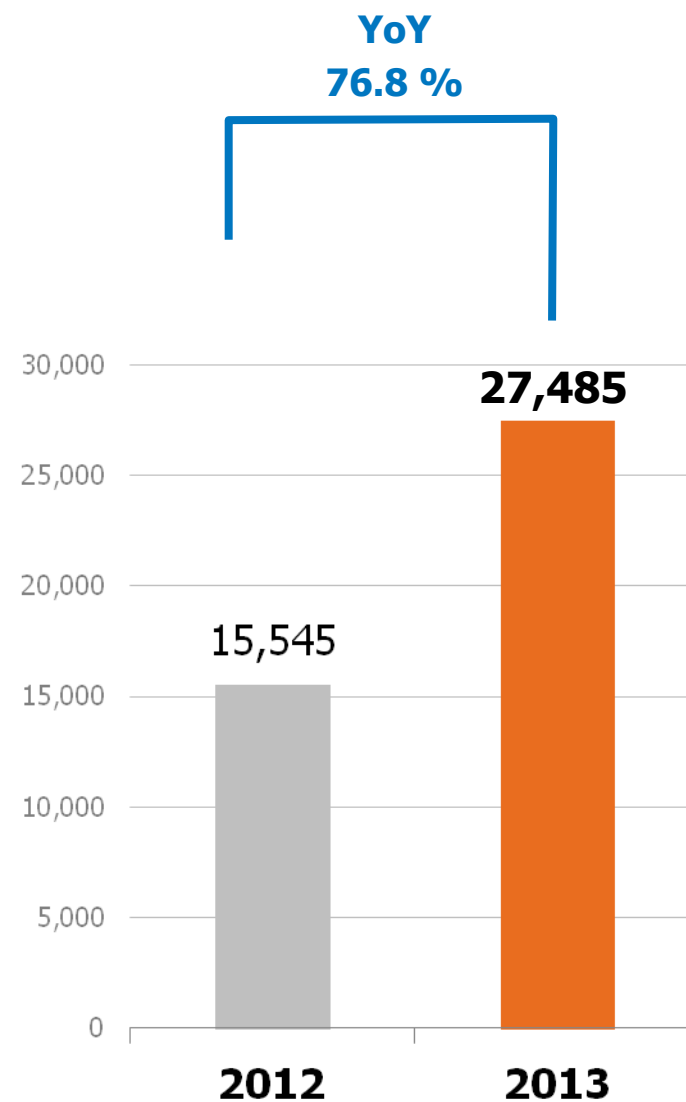
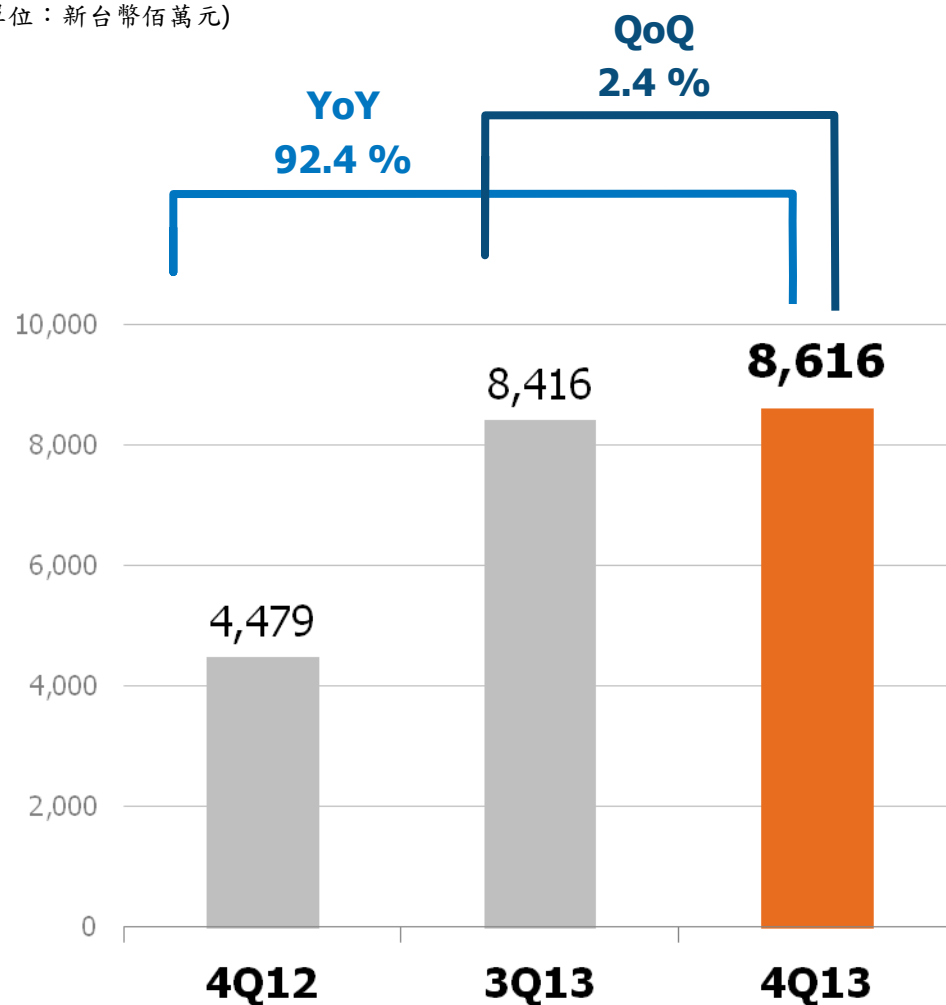


合併營業淨利率

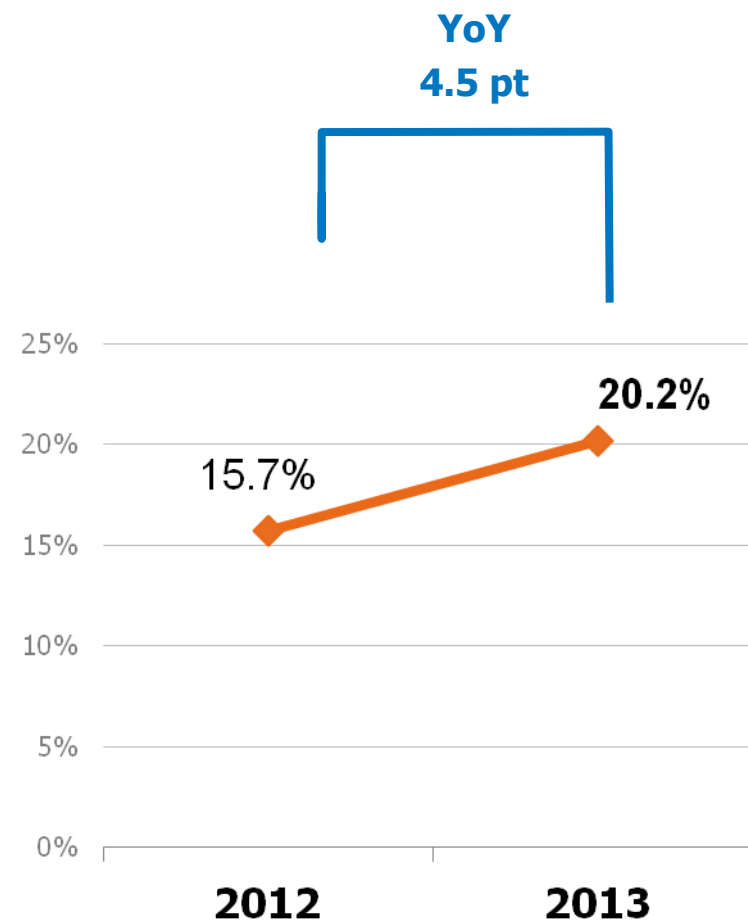
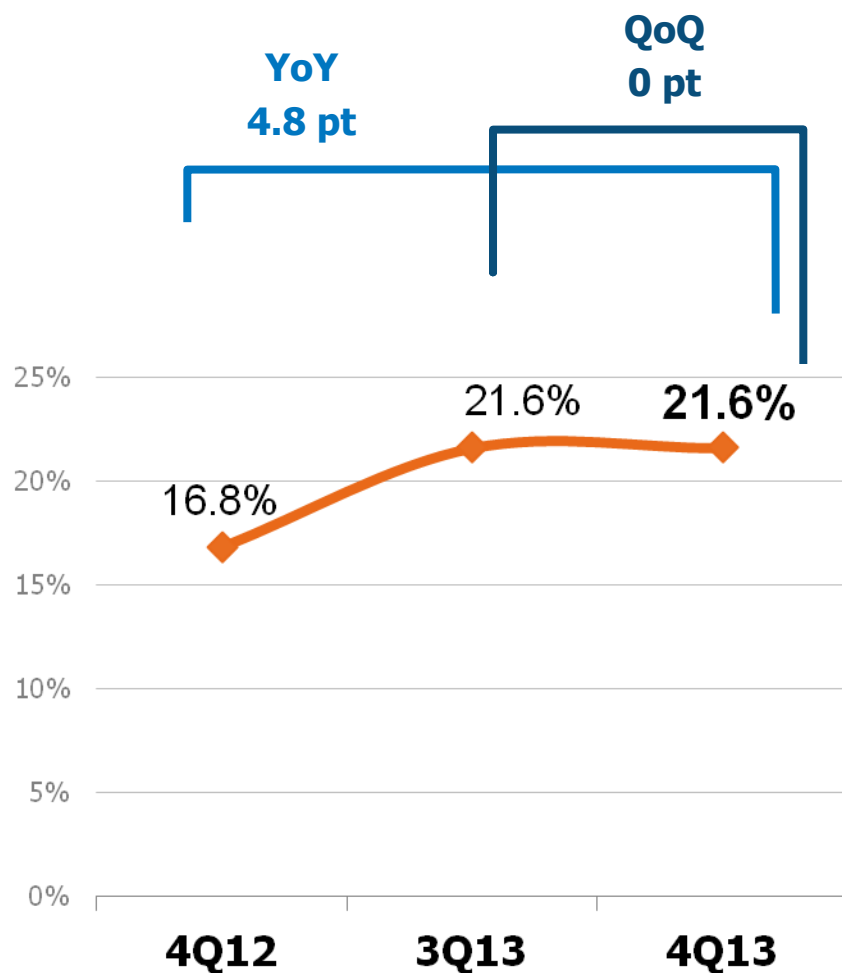


合併稅後淨利

(單位：新台幣佰萬元)

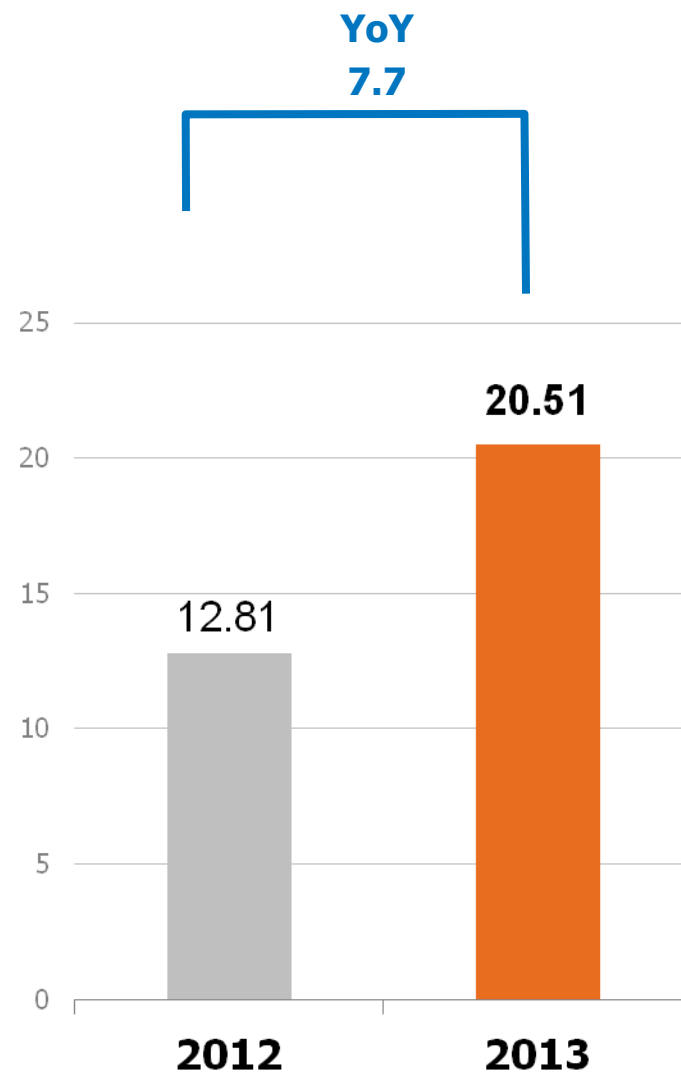
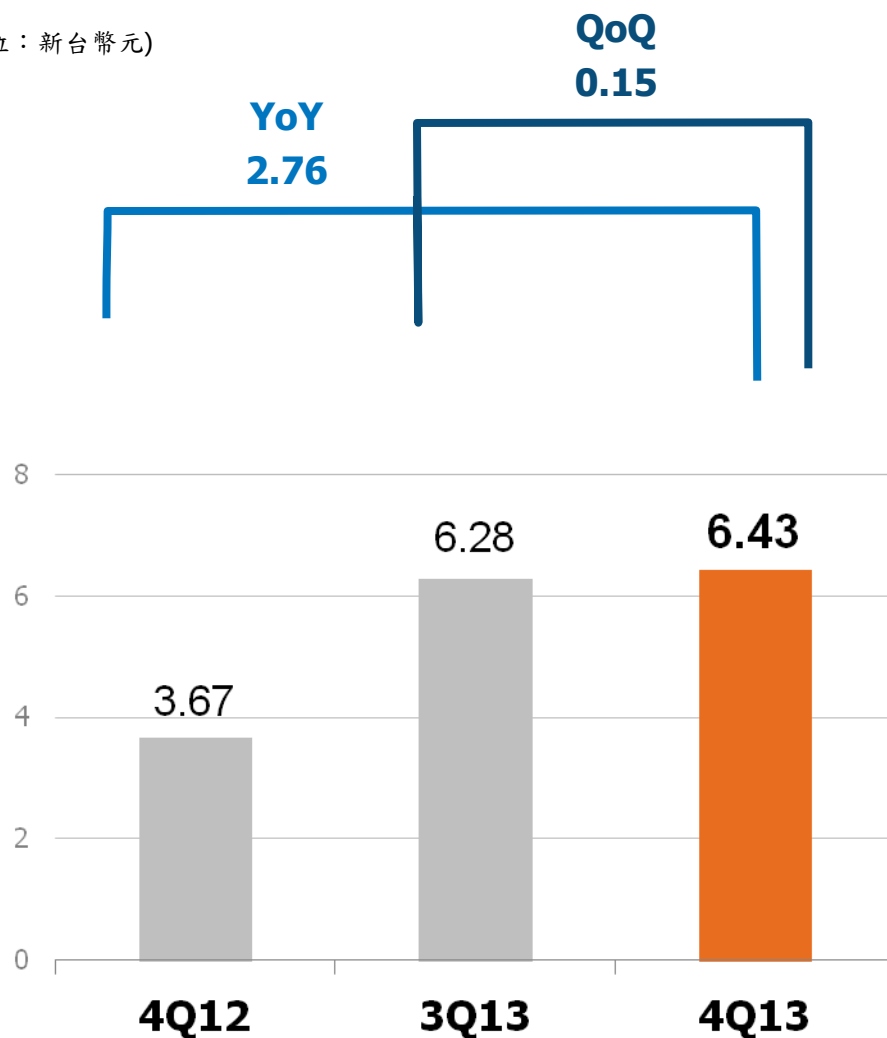


合併稅後淨利率



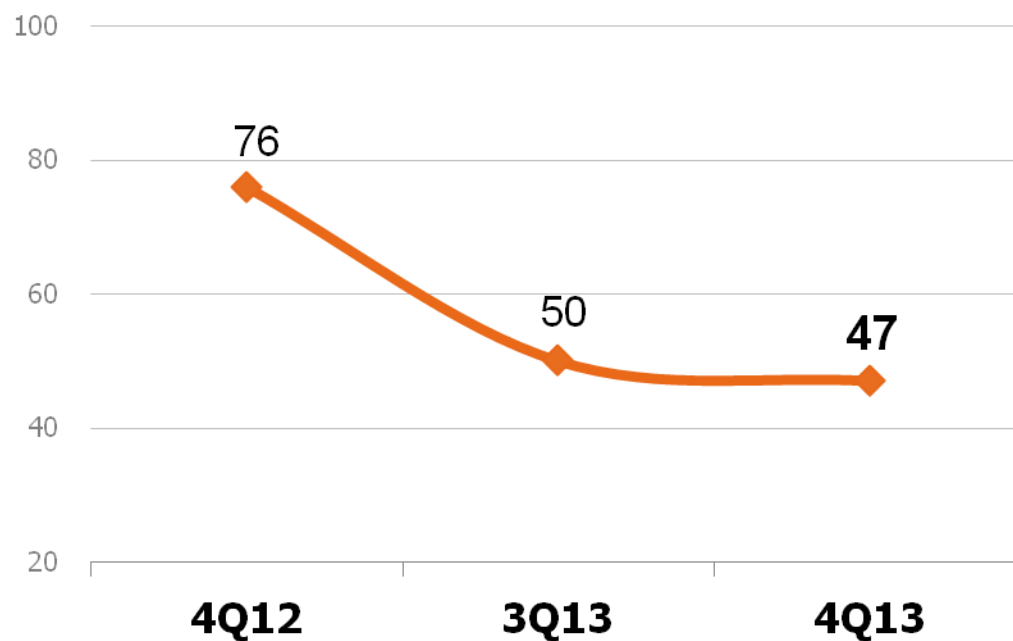
合併稅後每股盈餘

(單位：新台幣元)



存貨週轉天數

(天數)



2014年第一季營運展望

- 合併營收：約新台幣 358 ~ 390 億元

(假設2014-Q1美元兌台幣平均匯率為1：29.8)

- 合併毛利率：46.5% ± 1.5%

- 合併營業費用率：25% ± 2%



財務報表



Q4 FY13 Consolidated Income Statement

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

	4Q13	3Q13	4Q12	Q-Q	Y-Y
Net Revenue	39,798	39,008	26,737	2.0%	48.8%
Cost of Goods Sold	(21,608)	(21,867)	(15,640)		
Gross Profit	18,190	17,140	11,097	6.1%	63.9%
Selling expenses	(1,407)	(1,205)	(858)		
Administration expenses	(1,009)	(995)	(811)		
R&D expenses	(7,372)	(7,075)	(5,927)		
Operating Expenses	(9,787)	(9,274)	(7,596)		
Operating Income	8,403	7,866	3,501	6.8%	140.0%
Net Non-operating Income	1,044	1,169	1,069		
Income Before Income Tax	9,446	9,035	4,570		
Income tax expense	(830)	(619)	(91)		
Consolidated Net Income	8,616	8,416	4,479	2.4%	92.4%
EPS Attributable to the Parent(NT\$)	6.43	6.28	3.67		

註：數字加總不等，因四捨五入造成。

Q4 FY13 Supplemental Information: Percentage of Revenue

	4Q13	3Q13	4Q12
Gross profit	45.7%	43.9%	41.5%
Selling expenses	(3.5 %)	(3.1 %)	(3.2 %)
Administration expenses	(2.5 %)	(2.6 %)	(3.0 %)
R&D expenses	(18.5 %)	(18.1 %)	(22.2 %)
Operating profit	21.1%	20.2%	13.1%
Non-operating income	2.6%	3.0%	4.0%
Income tax expense	(2.1 %)	(1.6 %)	(0.3 %)
Net profit	21.6%	21.6%	16.8%

註：數字加總不等，因四捨五入造成。

FY13 Consolidated Income Statement

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

	2013	2012	Y-Y
Net Revenue	136,056	99,263	37.1%
Cost of Goods Sold	(76,250)	(58,204)	
Gross Profit	59,806	41,059	45.7%
Selling expenses	(4,562)	(3,115)	
Administration expenses	(3,546)	(2,912)	
R&D expenses	(26,454)	(22,629)	
Operating Expenses	(34,562)	(28,656)	
Operating Income	25,244	12,403	103.5%
Net Non-operating Income	4,303	4,082	
Income Before Income Tax	29,547	16,485	
Income tax expense	(2,062)	(941)	
Consolidated Net Income	27,485	15,545	76.8%
EPS Attributable to the Parent(NT\$)	20.51	12.81	

註：數字加總不等，因四捨五入造成。

FY13 Supplemental Information: Percentage of Revenue

	2013	2012
Gross profit	44.0%	41.4%
R&D expense	(19.4 %)	(22.8 %)
Selling expenses	(3.4 %)	(3.1 %)
Administration expenses	(2.6 %)	(2.9 %)
Operating profit	18.6%	12.5%
Non-operating income	3.2%	4.1%
Income tax expense	(1.5 %)	(0.9 %)
Net profit	20.2%	15.7%

註：數字加總不等，因四捨五入造成。

Balance Sheet Summary

(In NT\$ millions)

	4Q13	3Q13	4Q12
Cash & Financial assets-current	139,219	113,192	90,590
Accounts receivable	7,628	11,059	6,585
Inventories	9,244	12,938	13,867
Funds and investments	68,040	66,540	64,966
Intangible assets	15,509	15,332	15,727
Total assets	258,537	238,195	210,407
Short-term loans	29,052	19,760	8,880
Accounts payable	10,944	12,520	9,047
Other current liabilities	21,287	18,690	15,052
Long-term liabilities & Other liabilities	1,902	2,125	1,969
Stockholders' equity	195,353	185,099	175,458

Cash Flow Summary

(In NT\$ millions)

	4Q13	3Q13	4Q12
Cash flow from operations	16,624	9,971	2,647
Cash flow from investing	(1,164)	(374)	14
Cash flow from financing	9,310	(8,301)	(1,720)
Effect of exchange rate changes	611	(905)	(220)
Net increase in cash & equivalents	25,381	392	722
Cash & equivalents at quarter end	132,998	107,617	85,867

註：數字加總不等，因四捨五入造成。



www.mediatek.com

