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聯發科技 2016 年第四季法人說明會 MediaTek 2016-Q4 Investor Conference

January 26, 2017

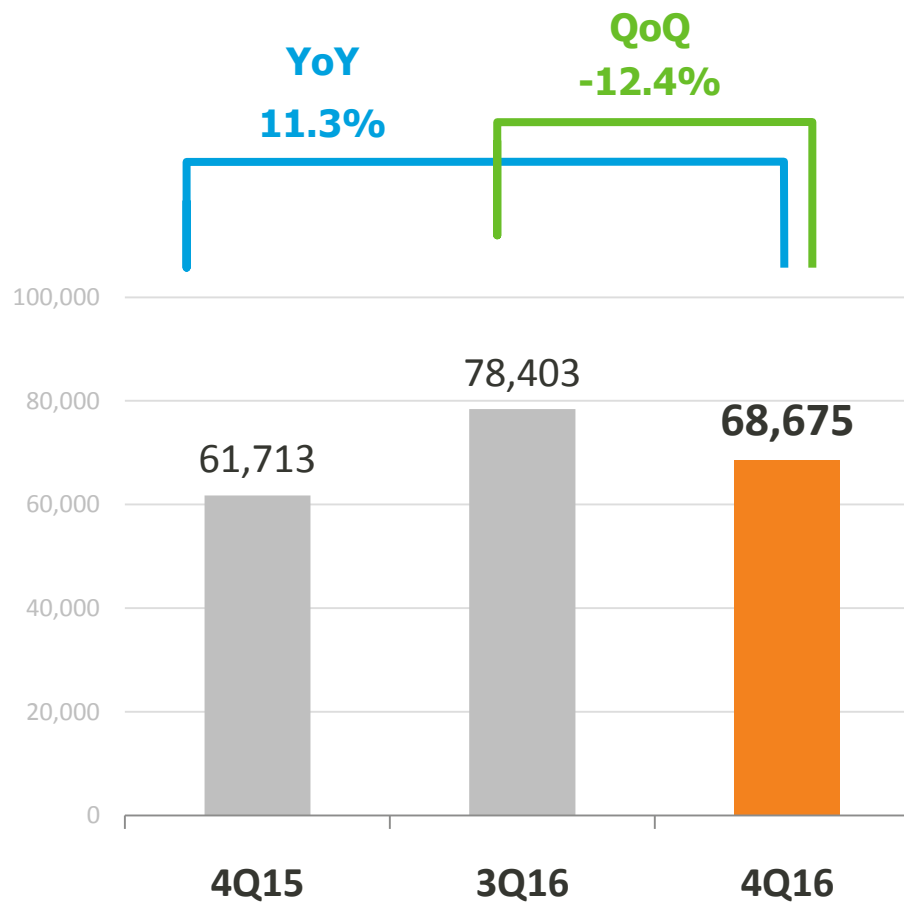


Safe Harbor Statement

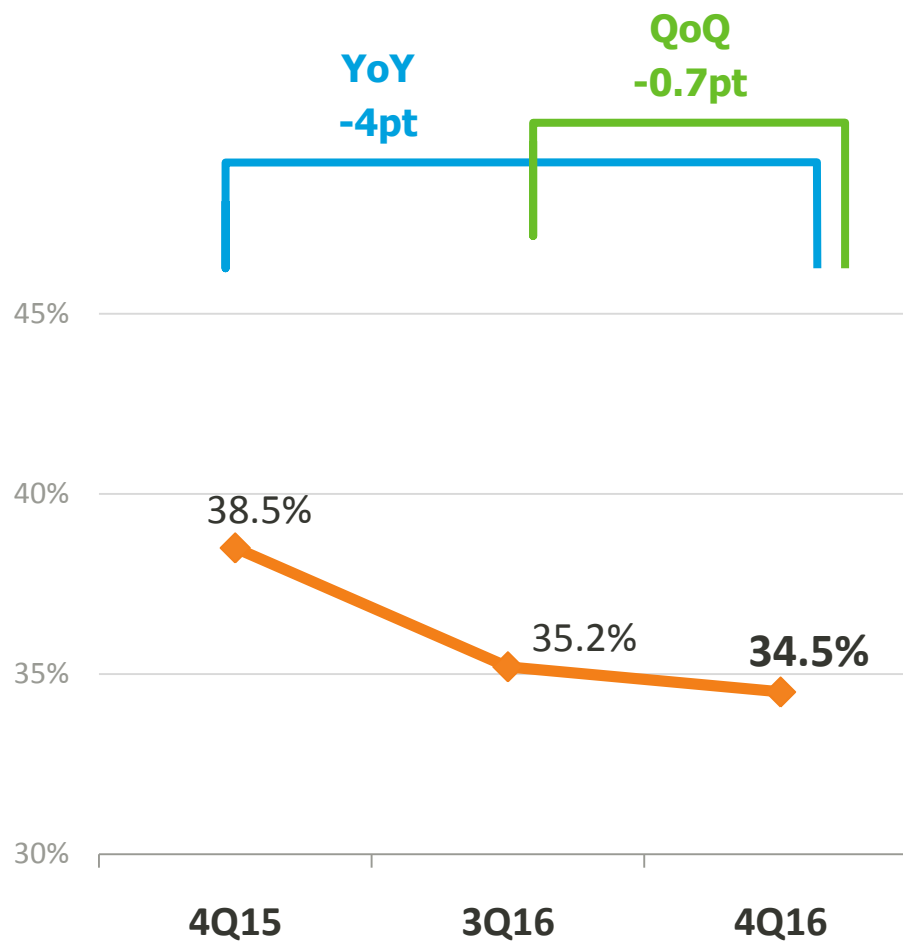
Except for historical information contained herein, the matters set forth in this presentation are forward looking statements that are subject to risks and uncertainties that could cause actual results to differ materially, including the impact of competitive products and pricing, timely design acceptance 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, industry overcapacity, availability of manufacturing capacity, financial stability in end markets, and other risks.

Consolidated Revenue

(NT\$ million)

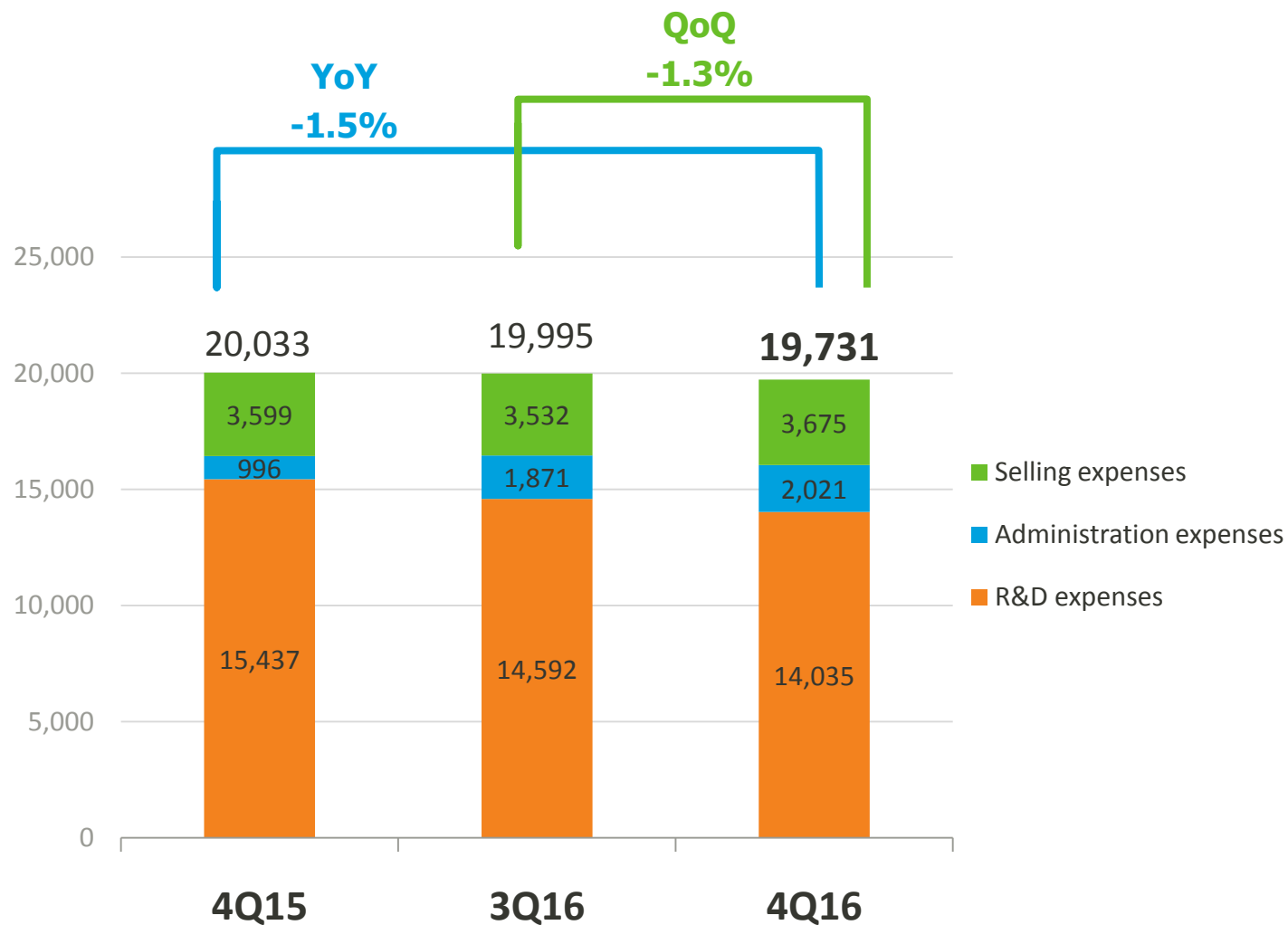


Consolidated Gross Margin



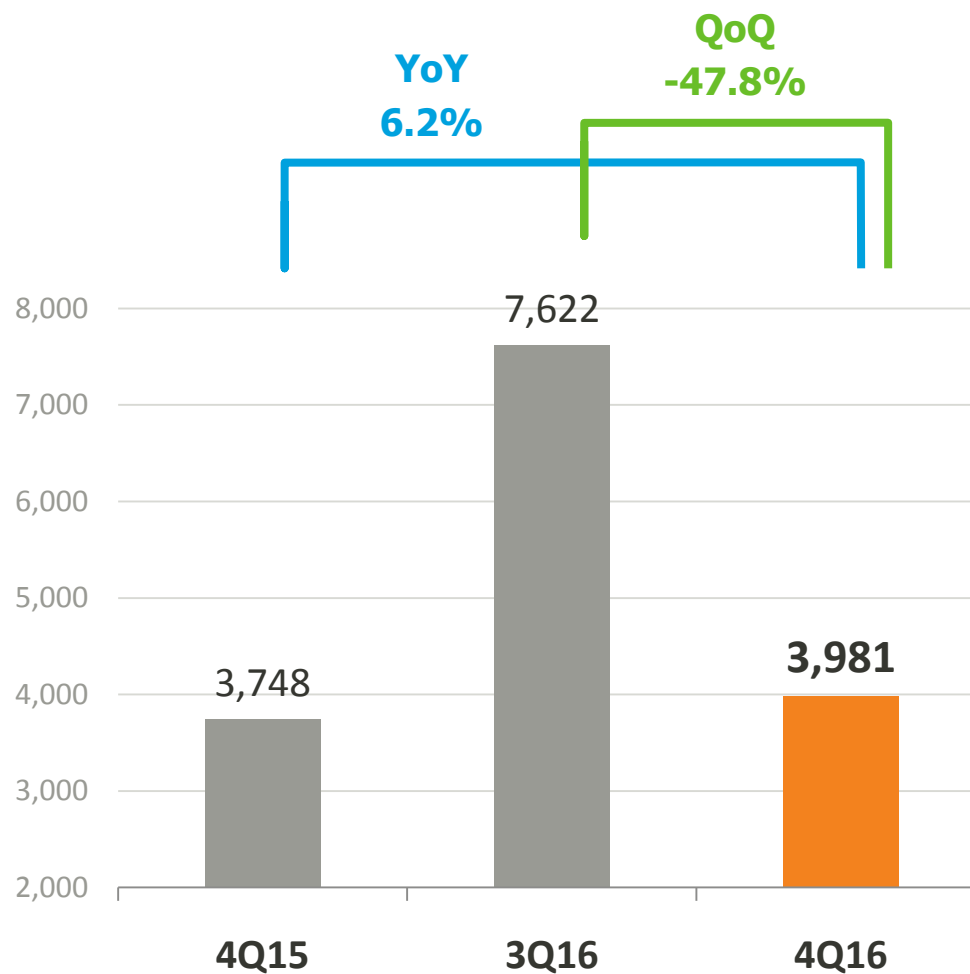
Consolidated Operating Expenses

(NT\$ million)

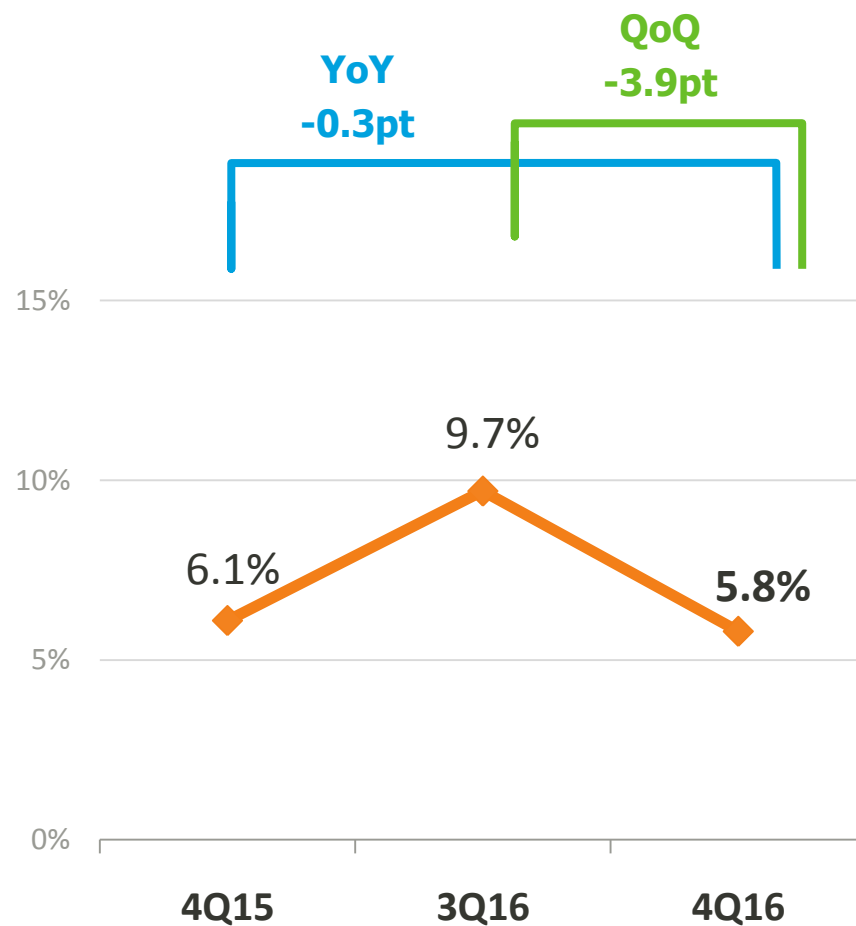


Consolidated Operating Income

(NT\$ million)

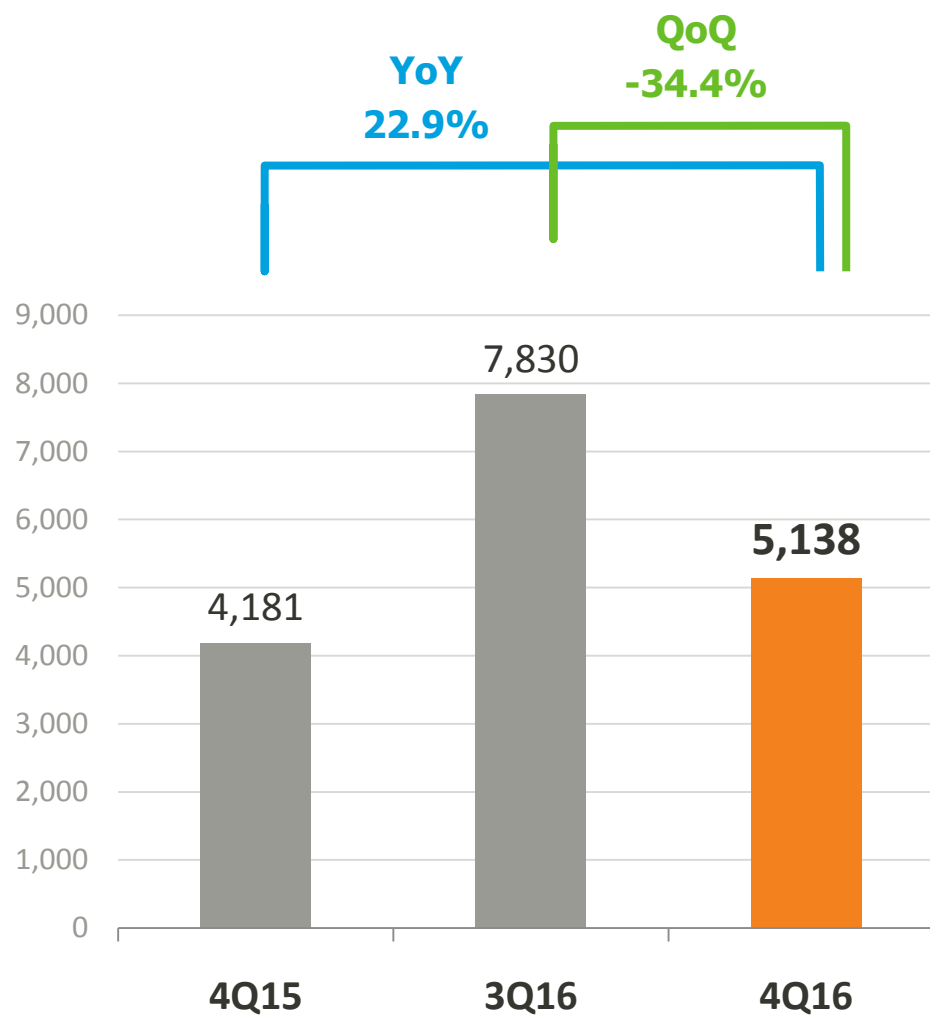


Consolidated Operating Margin

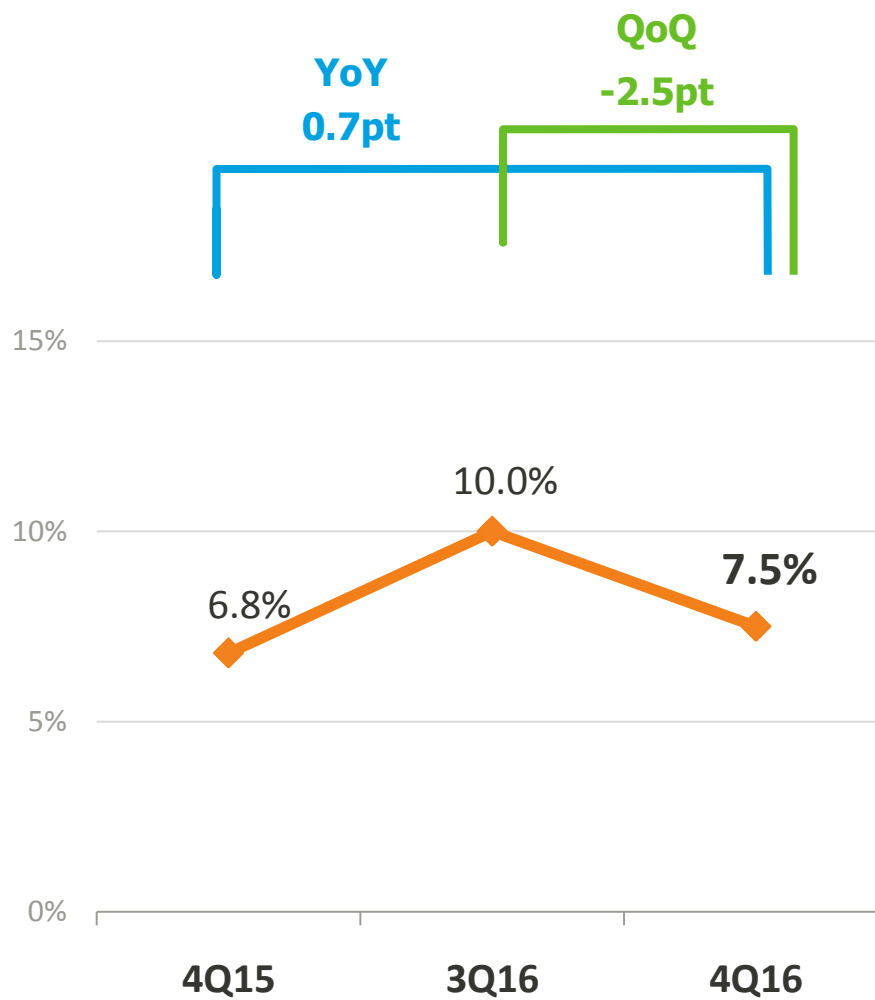


Consolidated Net Income

(NT\$ million)

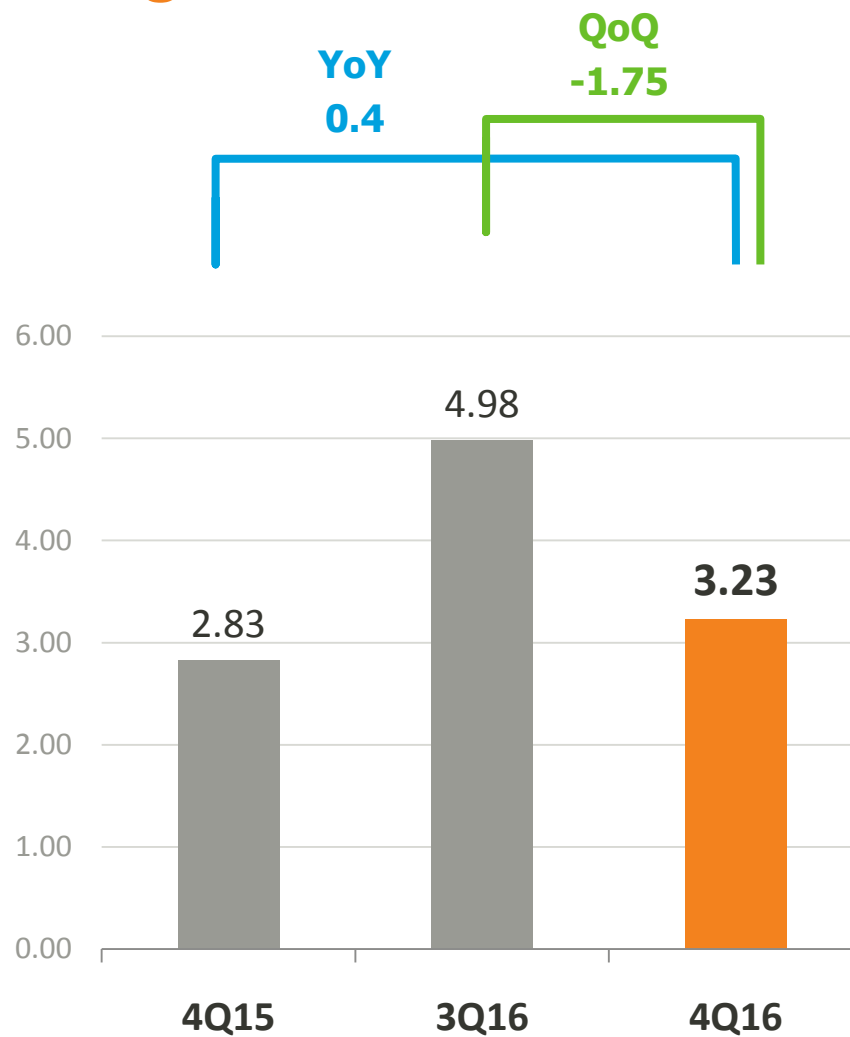


Consolidated Net Profit Margin



Consolidated Earnings Per Share

(NT\$)



Business Outlook

- ◆ For 2017-Q1, we currently expect:
 - ◆ Consolidated revenue: Around NT\$53.6 billion ~ 59.1 billion,
at a forecast exchange rate of 31.8 NT dollars to 1 US dollar
 - ◆ Consolidated gross margin: 34.0% ± 1.5%
 - ◆ Consolidated operating expense ratio: 29.5% ± 2%

Financial Statements

Consolidated Income Statement

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

	4Q16	3Q16	4Q15	Q-Q	Y-Y
Net Sales	68,675	78,403	61,713	(12.4%)	11.3%
Operating costs	(44,963)	(50,787)	(37,932)		
Gross Profit	23,713	27,617	23,780	(14.1%)	(0.3%)
Selling expenses	(3,675)	(3,532)	(3,599)		
Administration expenses	(2,021)	(1,871)	(996)		
R&D expenses	(14,035)	(14,592)	(15,437)		
Operating Expenses	(19,731)	(19,995)	(20,033)		
Operating Income	3,981	7,622	3,748	(47.8%)	6.2%
Net Non-operating Income	1,586	993	997		
Net Income Before Income Tax	5,568	8,615	4,745		
Income tax expense	(430)	(785)	(564)		
Net Income	5,138	7,830	4,181	(34.4%)	22.9%
EPS Attributable to the Parent(NT\$)	3.23	4.98	2.83		

Note: Numbers do not add up due to rounding.

Supplemental Information: Percentage of Revenue

	4Q16	3Q16	4Q15
Gross profit	34.5%	35.2%	38.5%
Selling expenses	(5.4%)	(4.5%)	(5.8%)
Administration expenses	(2.9%)	(2.4%)	(1.6%)
R&D expenses	(20.4%)	(18.6%)	(25.0%)
Operating profit	5.8%	9.7%	6.1%
Non-operating income	2.3%	1.3%	1.6%
Income tax expense	(0.6%)	(1.0%)	(0.9%)
Net profit	7.5%	10.0%	6.8%

Note: Numbers do not add up due to rounding.

Consolidated Income Statement

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

	2016	2015	Y-Y
Net Sales	275,512	213,255	29.2%
Operating costs	(177,322)	(121,076)	
Gross Profit	98,190	92,180	6.5%
Selling expenses	(12,414)	(9,326)	
Administration expenses	(7,015)	(7,417)	
R&D expenses	(55,685)	(49,529)	
Operating Expenses	(75,114)	(66,272)	
Operating Income	23,076	25,908	(10.9%)
Net Non-operating Income	4,137	3,461	
Net Income Before Income Tax	27,213	29,368	
Income tax expense	(3,182)	(3,600)	
Net Income	24,031	25,769	(6.7%)
EPS Attributable to the Parent(NT\$)	15.16	16.60	

Note: Numbers do not add up due to rounding.

Supplemental Information: Percentage of Revenue

	2016	2015
Gross profit	35.6%	43.2%
Selling expense	(4.5%)	(4.4%)
Administration expenses	(2.5%)	(3.5%)
R&D expenses	(20.2%)	(23.2%)
Operating profit	8.4%	12.1%
Non-operating income	1.5%	1.6%
Income tax expense	(1.2%)	(1.7%)
Net profit	8.7%	12.1%

Note: Numbers do not add up due to rounding.

Balance Sheet Summary

(In NT\$ millions)

	4Q16	3Q16	4Q15
Cash & Financial assets-current	149,385	155,684	166,898
Accounts receivable	20,481	24,331	16,195
Inventories	33,923	36,630	24,130
Other current assets	12,408	12,472	7,650
Funds and investments	30,120	25,461	22,814
Intangible assets	72,015	72,848	75,431
Other non-current assets	41,449	40,768	38,132
Total assets	359,781	368,194	351,250
Short-term loans	54,524	64,555	49,123
Accounts payable	24,630	30,219	16,156
Other current liabilities	40,174	39,381	35,987
Total non-current liabilities	3,586	3,921	2,896
Total equity	236,867	230,118	247,087

Note: Numbers do not add up due to rounding.

Cash Flow Statement

(In NT\$ millions)

	4Q16	3Q16	4Q15
Net cash provided by (used in) operating activities	9,209	3,170	18,164
Net cash provided by (used in) investing activities	(2,026)	(4,864)	(15,036)
Net cash provided by (used in) financing activities	(10,638)	(11,629)	(8,221)
Effect of changes in exchange rate on cash and cash equivalents	861	(2,663)	(743)
Net increase (decrease) in cash and cash equivalents	(2,595)	(15,985)	(5,836)
Cash and cash equivalents at the end of the period	141,349	143,944	153,280

Note: Numbers do not add up due to rounding.

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