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聯發科技 2019年第三季法人說明會 MediaTek 2019-Q3 Investor Conference

October 30, 2019



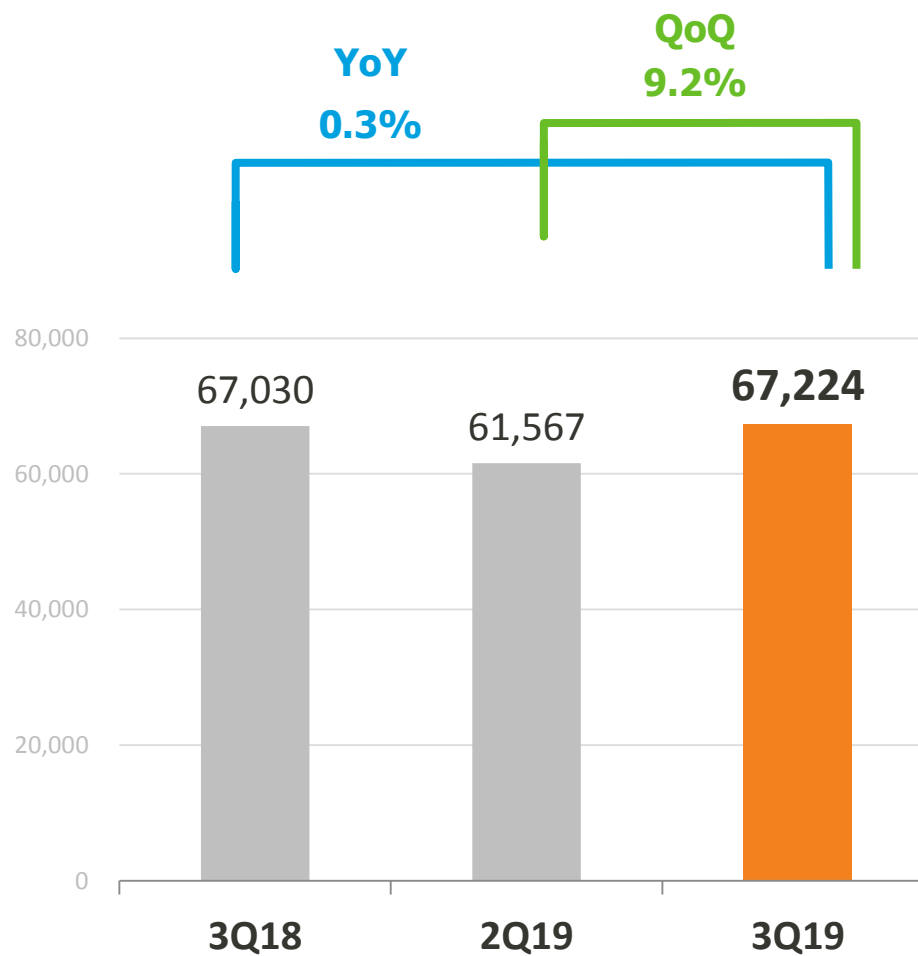
Safe Harbor Statement

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.

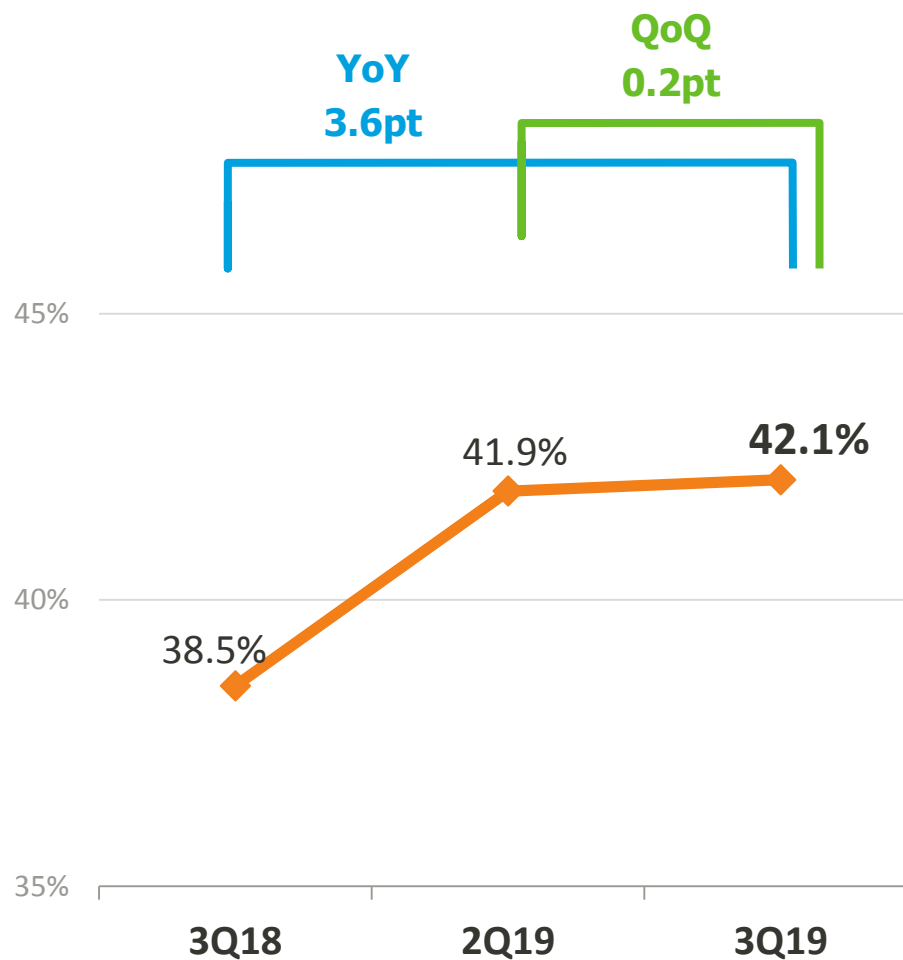
This presentation also includes Non-Taiwan-International Financial Reporting Standards (Non-TIFRS) financial measures which exclude share-based compensation, amortization of acquisition related assets, tax effect and other items. The information should be considered in addition to, not as a substitute for, Taiwan-International Financial Reporting Standards (TIFRS). Earnings distribution is made accordance with financial statements based on TIFRS.

Consolidated Revenue

(NT\$ million)

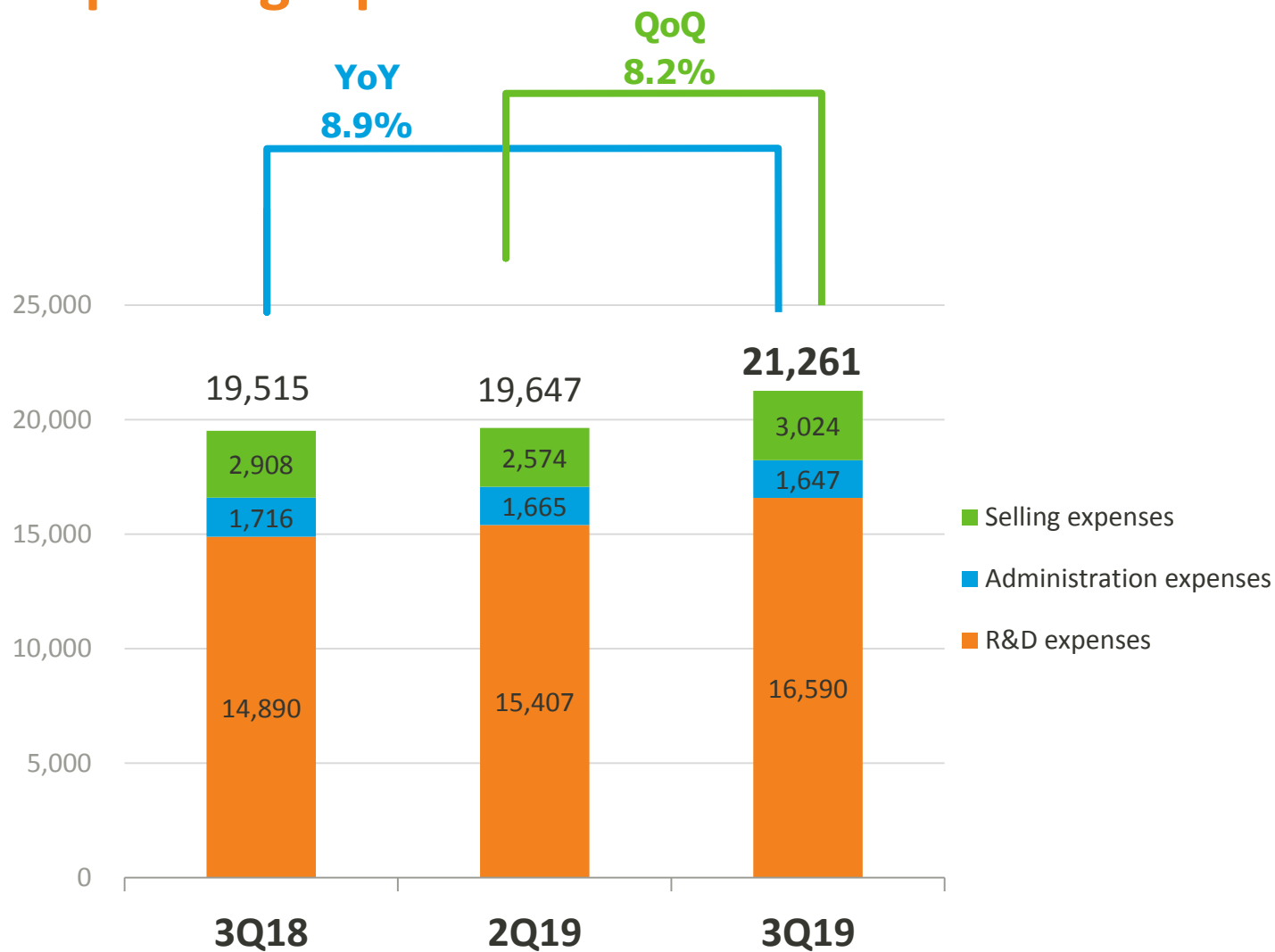


Consolidated Gross Margin



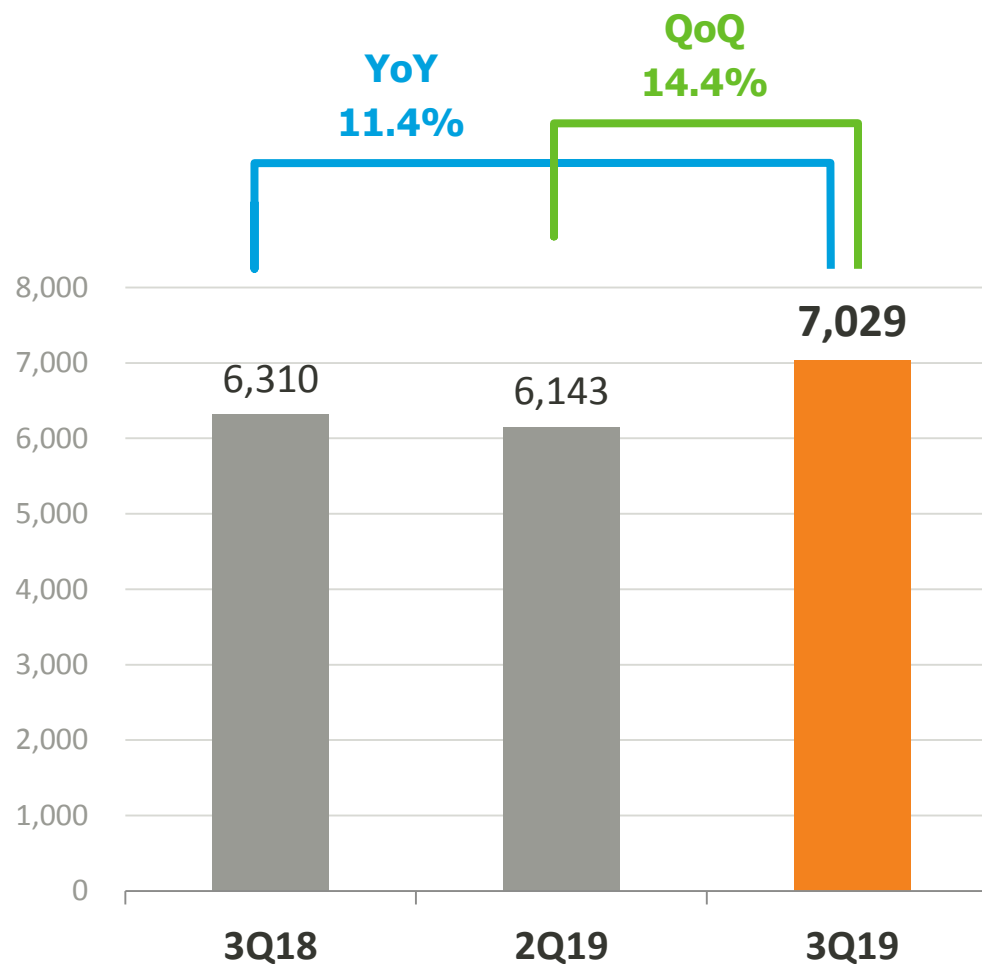
Consolidated Operating Expenses

(NT\$ million)

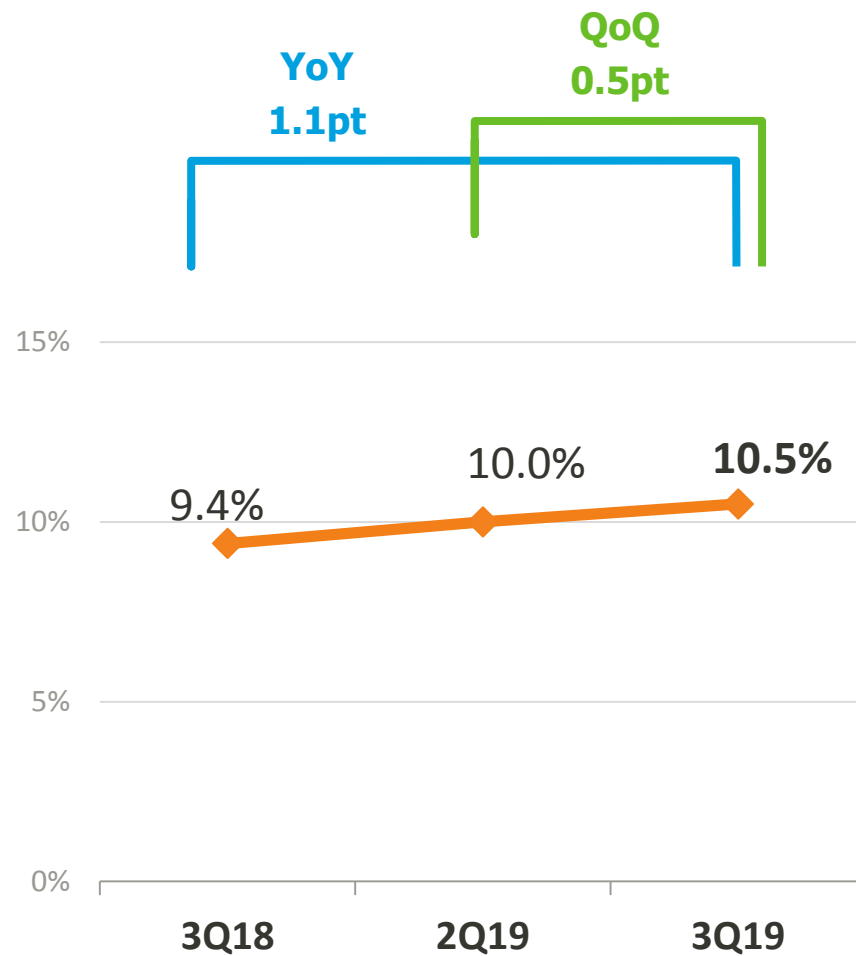


Consolidated Operating Income

(NT\$ million)

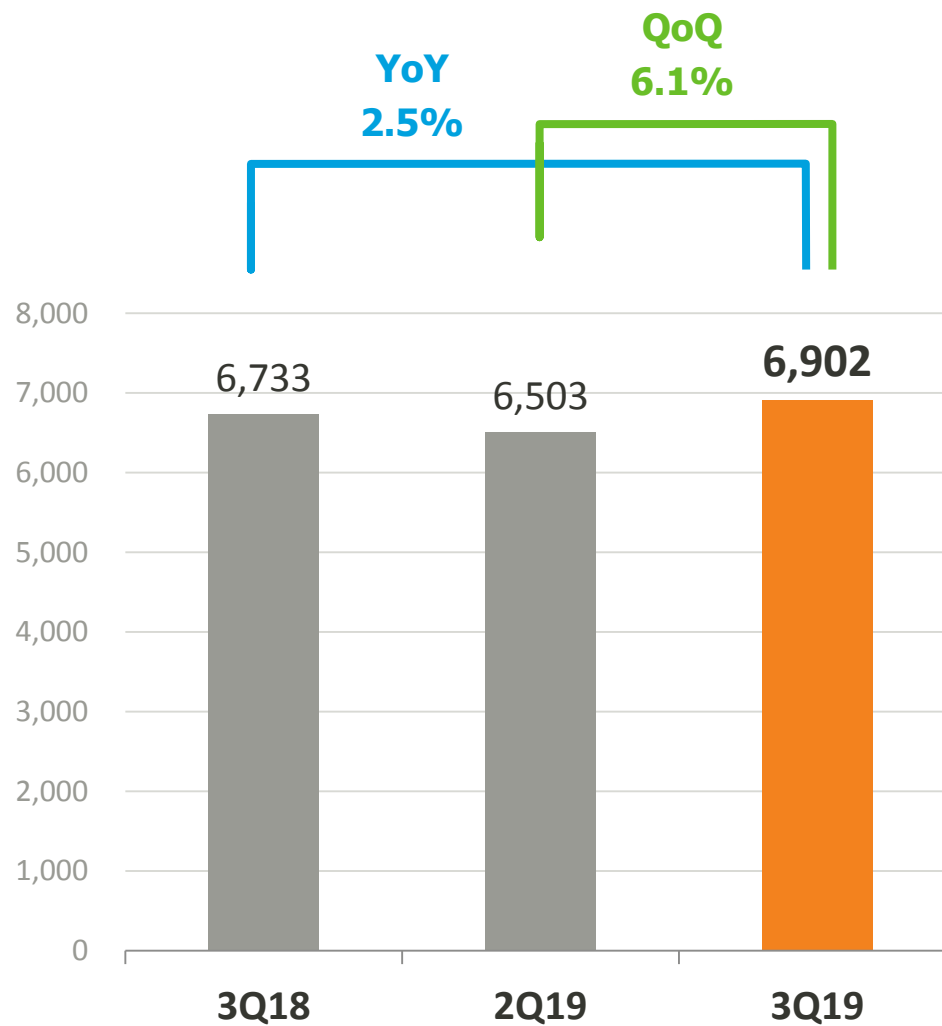


Consolidated Operating Margin

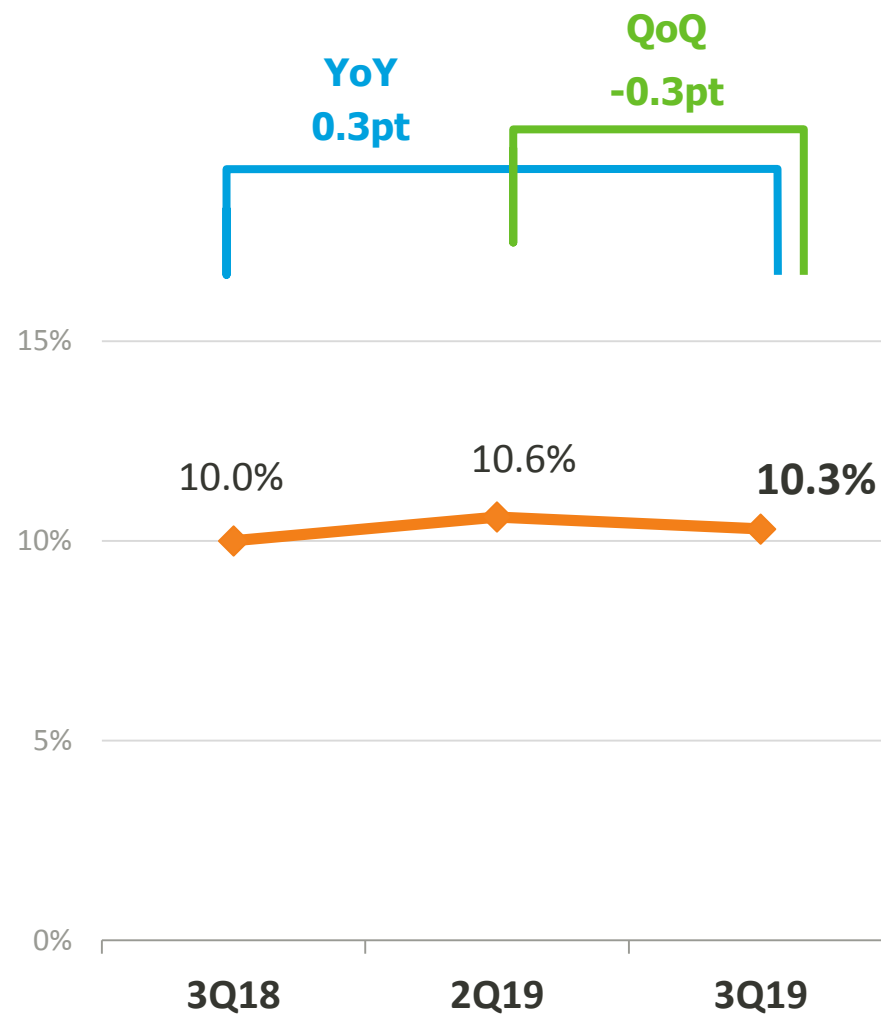


Consolidated Net Income

(NT\$ million)

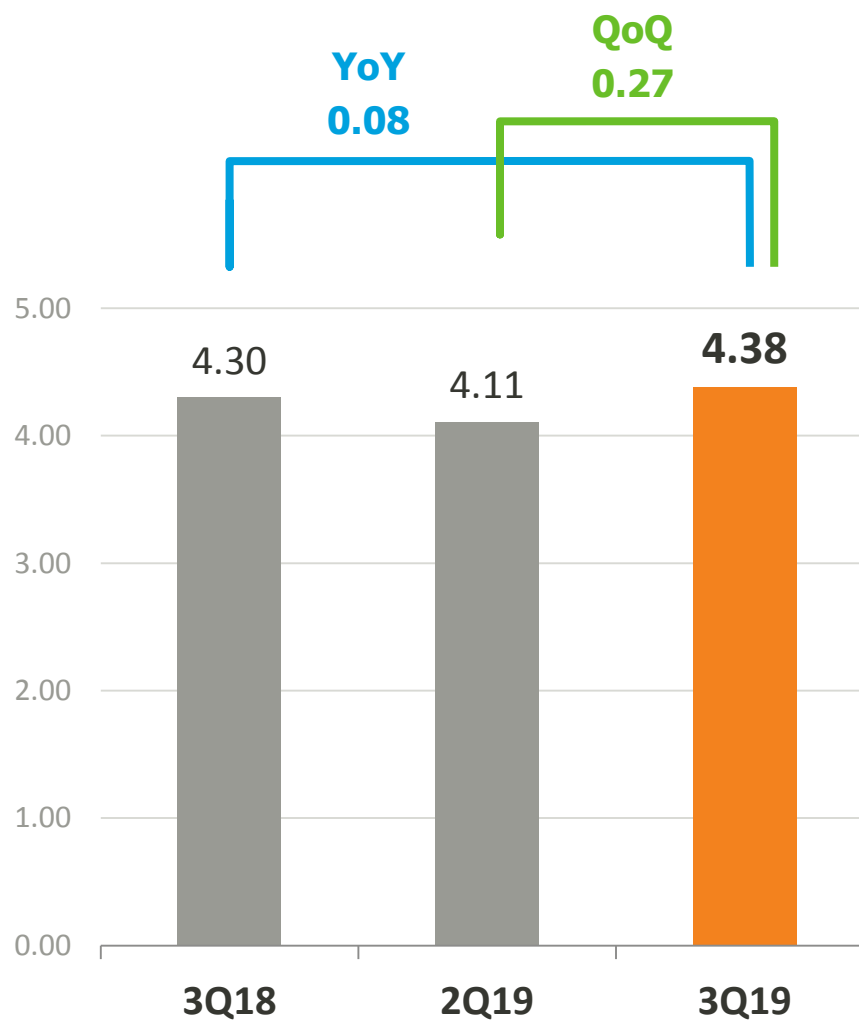


Consolidated Net Profit Margin



Consolidated Earnings Per Share

(NT\$)



Business Outlook

- ◆ For 2019-Q4, we currently expect:
 - ◆ Consolidated revenue: Around NT\$61.8 billion ~ 67.2 billion,
at a forecast exchange rate of 30.6 NT dollars to 1 US dollar
 - ◆ Consolidated gross margin: 42% $\pm$ 1.5%
 - ◆ Consolidated operating expense ratio: 32.5% $\pm$ 2%

Taiwan-International Financial Reporting Standards (TIFRS) Financial Statements

Consolidated Income Statement (Unaudited)

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

(In NT\$ millions, except EPS)	3Q19	2Q19	3Q18 ^(Note2)	Q-Q	Y-Y
Net Sales	67,224	61,567	67,030	9.2%	0.3%
Operating costs	(38,934)	(35,777)	(41,206)		
Gross profit	28,290	25,790	25,825	9.7%	9.5%
Selling expenses	(3,024)	(2,574)	(2,908)		
Administration expenses	(1,647)	(1,665)	(1,716)		
R&D expenses	(16,590)	(15,407)	(14,890)		
Operating expenses	(21,261)	(19,647)	(19,515)		
Operating income	7,029	6,143	6,310	14.4%	11.4%
Net non-operating income	918	1,877	1,203		
Net income before income tax	7,947	8,021	7,513		
Income tax expense	(1,045)	(1,518)	(779)		
Net income	6,902	6,503	6,733	6.1%	2.5%
EPS attributable to the parent(NT\$)	4.38	4.11	4.30		

Note1: Sums may not equal totals due to rounding.

Note2: Reclassification adjustments made due to latest IFRS interpretation that does not affect annual amount for the period 2018.

Supplemental Information: Percentage of Revenue

	3Q19	2Q19	3Q18
Gross profit	42.1%	41.9%	38.5%
Selling expenses	(4.5%)	(4.2%)	(4.3%)
Administration expenses	(2.4%)	(2.7%)	(2.6%)
R&D expenses	(24.7%)	(25.0%)	(22.2%)
Operating income	10.5%	10.0%	9.4%
Non-operating income	1.4%	3.0%	1.8%
Income tax expense	(1.6%)	(2.5%)	(1.2%)
Net income	10.3%	10.6%	10.0%

Note: Sums may not equal totals due to rounding.

Balance Sheet Summary (Unaudited)

(In NT\$ millions)

(In NT\$ millions)	3Q19	2Q19	3Q18(Note2)
Cash & financial assets-current	205,786	215,522	170,509
Accounts receivable	30,450	27,915	32,998
Inventories	31,028	31,096	38,008
Other current assets	10,967	8,343	13,579
Funds and investments	56,446	48,718	49,894
Intangible assets	71,884	72,765	74,093
Other non-current assets	47,330	47,679	43,661
Total assets	453,891	452,039	422,744
Short-term loans	54,701	67,802	63,891
Accounts payable	23,101	20,905	25,277
Other current liabilities	50,719	63,982	55,923
Total non-current liabilities	12,539	10,843	5,737
Total equity	312,830	288,507	271,917

Note1: Sums may not equal totals due to rounding.

Note2: Reclassification adjustments made due to latest IFRS interpretation that does not affect annual amount for the period 2018.

Cash Flow Statement (Unaudited)

(In NT\$ millions)

(In NT\$ millions)	3Q19	2Q19	3Q18
Net cash provided by (used in) operating activities	7,192	14,135	4,100
Net cash provided by (used in) investing activities	2,891	97	3,916
Net cash provided by (used in) financing activities	(27,244)	8,313	(30,906)
Effect of changes in exchange rate on cash and cash equivalents	(928)	37	(531)
Net increase (decrease) in cash and cash equivalents	(18,089)	22,582	(23,421)
Cash and cash equivalents at the end of the period	155,972	174,061	147,951

Note : Sums may not equal totals due to rounding.

【Supplemental Information】

Reconciliations of TIFRS Results to Non-TIFRS Results

Reconciliations of TIFRS Results to Non-TIFRS Results^{Note3}

(In NT\$ millions)	3Q19	2Q19	3Q18 ^(Note2)	Q-Q	Y-Y
TIFRS operating income	7,029	6,143	6,310		
TIFRS net income	6,902	6,503	6,733		
TIFRS EPS(NT\$)	4.38	4.11	4.30		
Non-TIFRS reconciliation items	1,140	682	545		
Share-based compensation	934	394	268		
Amortization of acquisition related assets	420	420	387		
Tax effect	(214)	(133)	(110)		
Non-TIFRS operating income	8,383	6,958	6,965	20.5%	20.4%
Non-TIFRS operating income margin (%)	12.5%	11.3%	10.4%		
Non-TIFRS net income	8,043	7,184	7,279	11.9%	10.5%
Non-TIFRS net income margin (%)	12.0%	11.7%	10.9%		
Non-TIFRS EPS(NT\$)	5.11	4.54	4.65		

Note1: Sums may not equal totals due to rounding.

Note2: Reclassification adjustments made due to latest IFRS interpretation that does not affect annual amount for the period 2018.

Note3: 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.

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