

MEDIA TEK

聯發科技 2021年第一季法人說明會 MediaTek 2021-Q1 Investor Conference

April 28, 2021



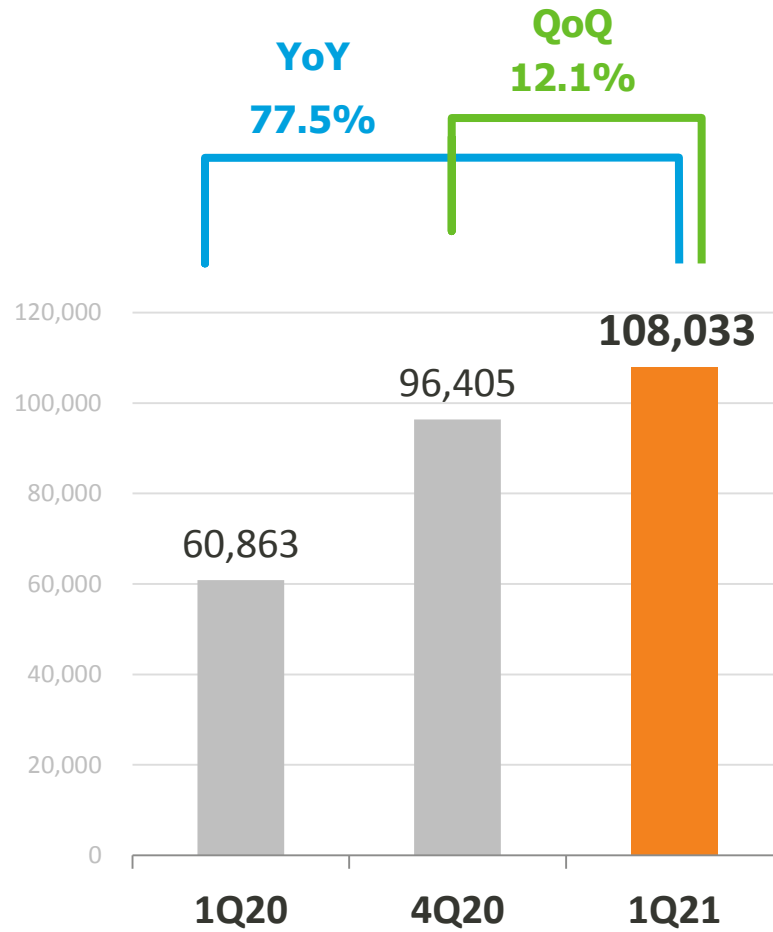
Safe Harbor Statement

These factors may cause actual results materially different from the information provided herein. The factors include the impact of competitive products and pricing, timely acceptance of products design 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, market oversupply, availability of manufacturing capacity, financial stability in end markets, potential difficulties in talents retention, unexpected costs and expenses, any merger and acquisition associated uncertainties such as obtaining of regulatory approval or integration delay, loss of significant customers, involvement in legal or administrative proceedings, new regulations that may impact our business operation, fluctuations in foreign exchange rates, global economic conditions or non-economic conditions and any other risks factors.

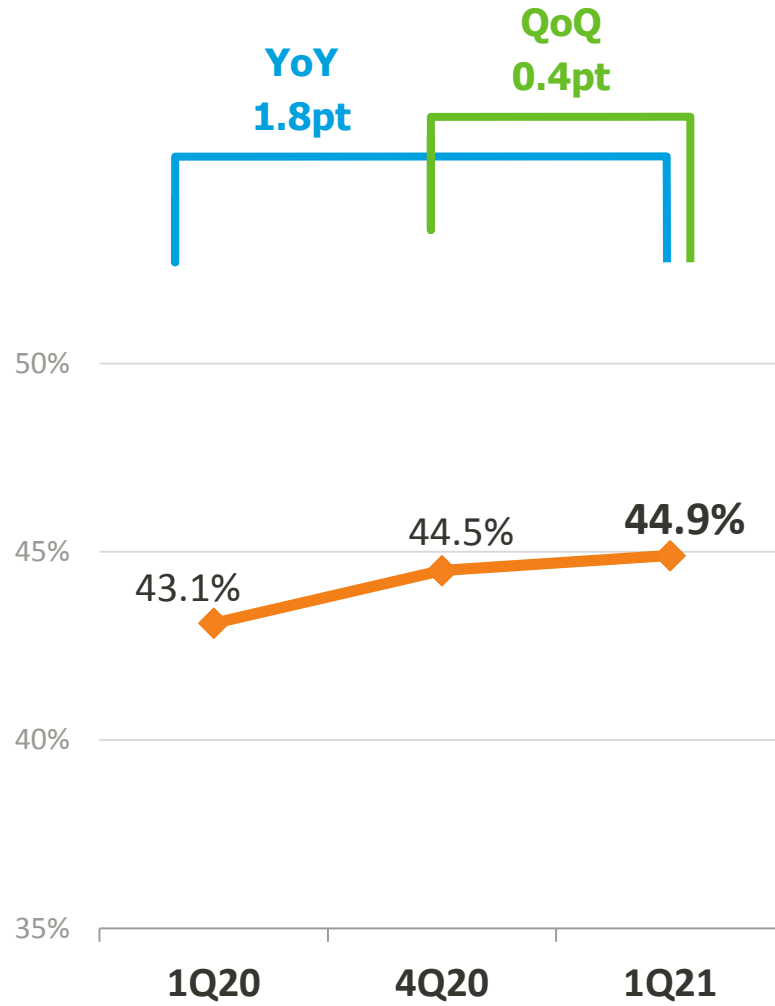
This presentation also supplements Non Taiwan International Financial Reporting Standards(Non-TIFRS) financial measures which exclude share-based compensation, amortization of acquisition related assets, tax effect and other items. This supplemental information is for reference only, not as a substitute for information based on TIFRS. Your attention is called that final actual earnings distribution will be made in accordance with financial statements based on TIFRS.

Consolidated Revenue

(NT\$ million)

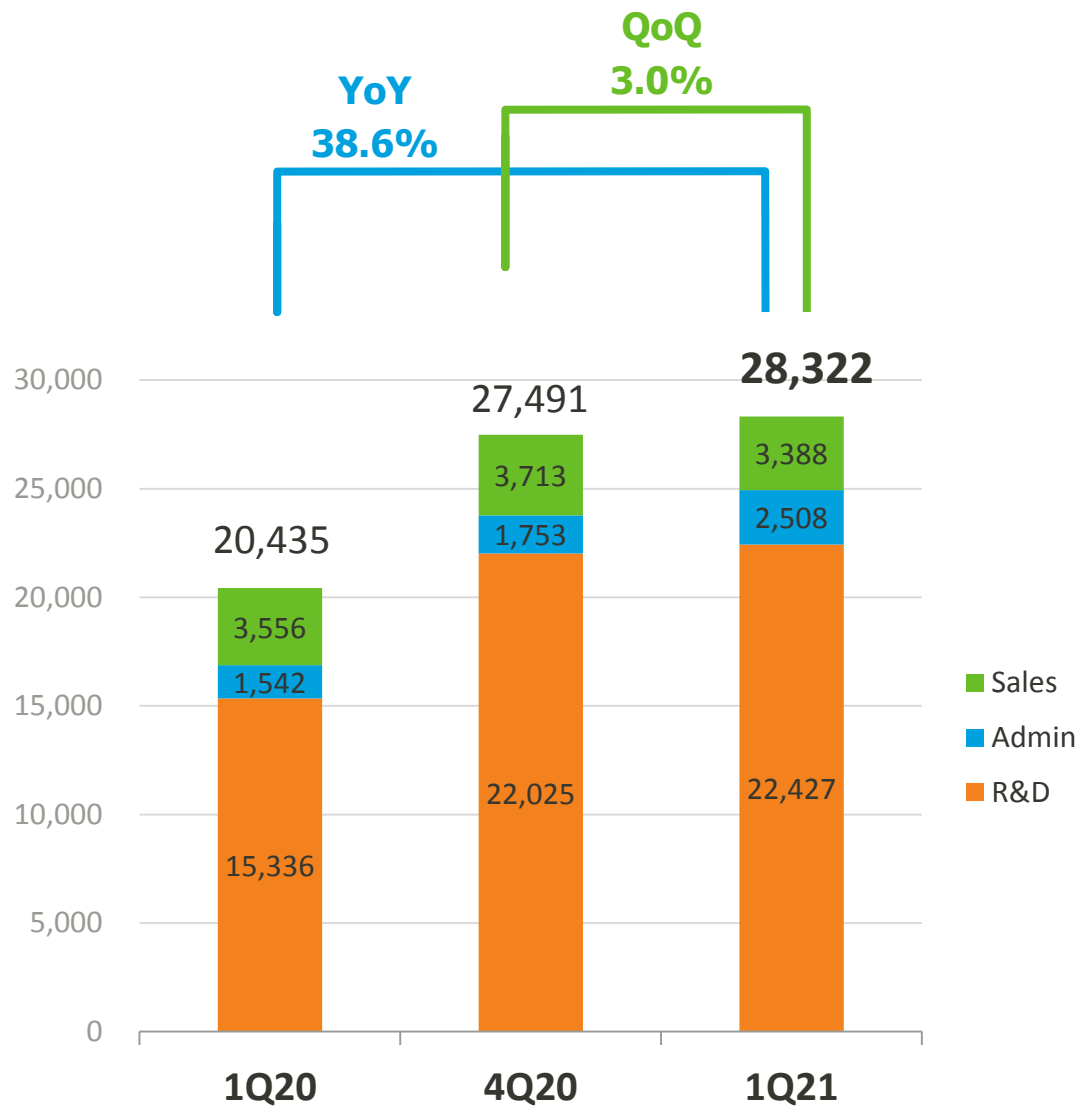


Consolidated Gross Margin



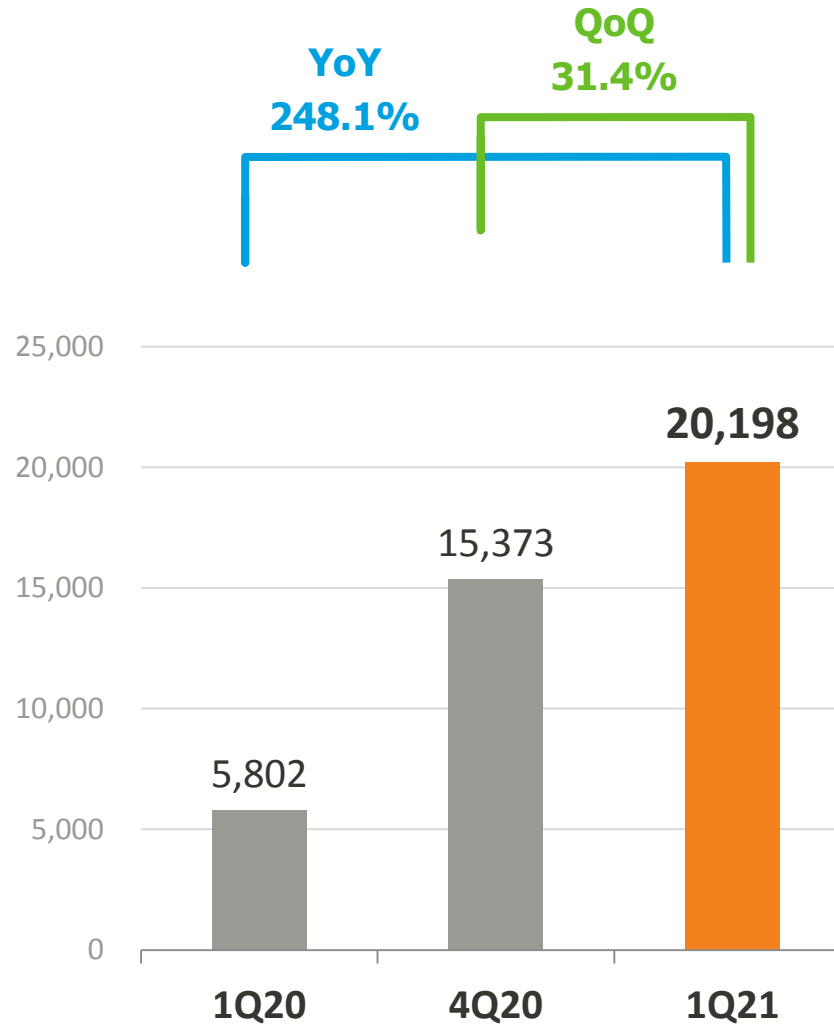
Consolidated Operating Expenses

(NT\$ million)

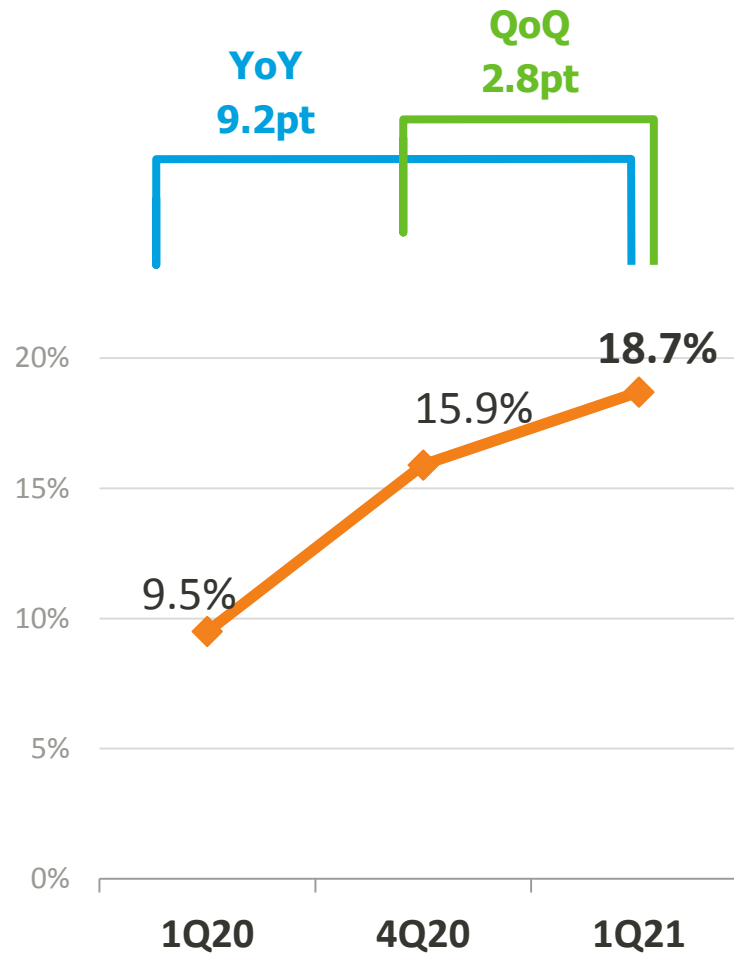


Consolidated Operating Income

(NT\$ million)

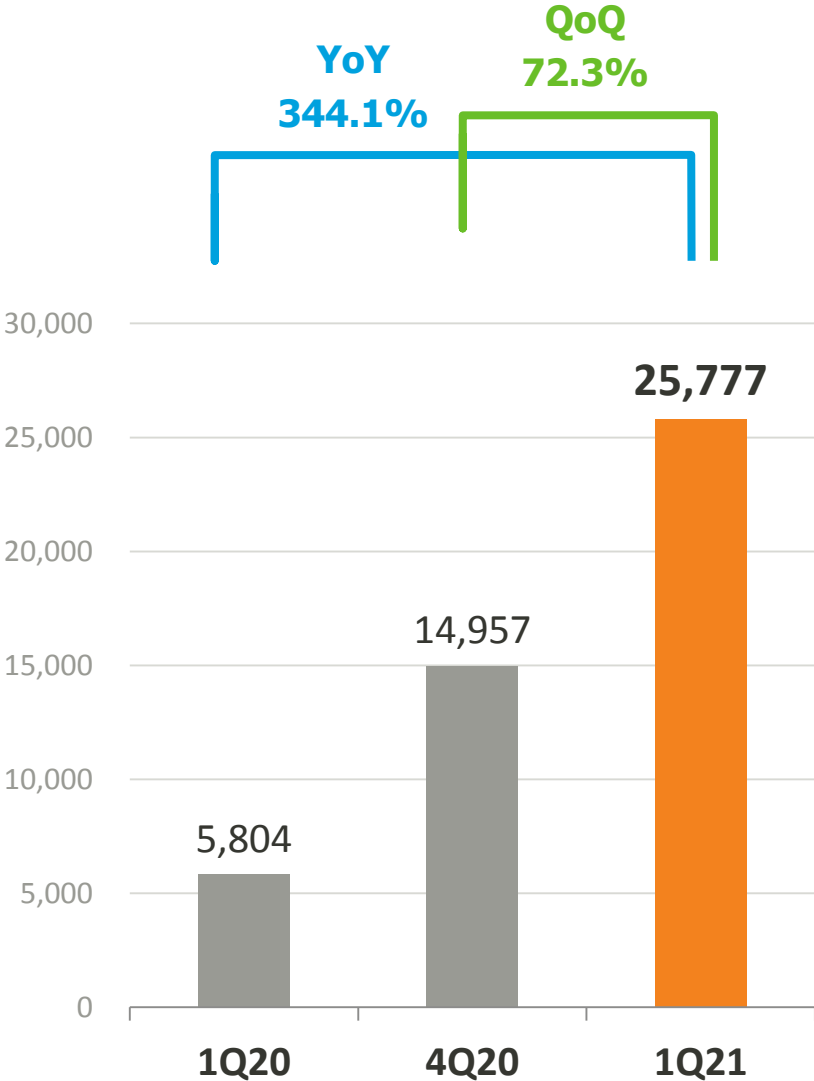


Consolidated Operating Margin

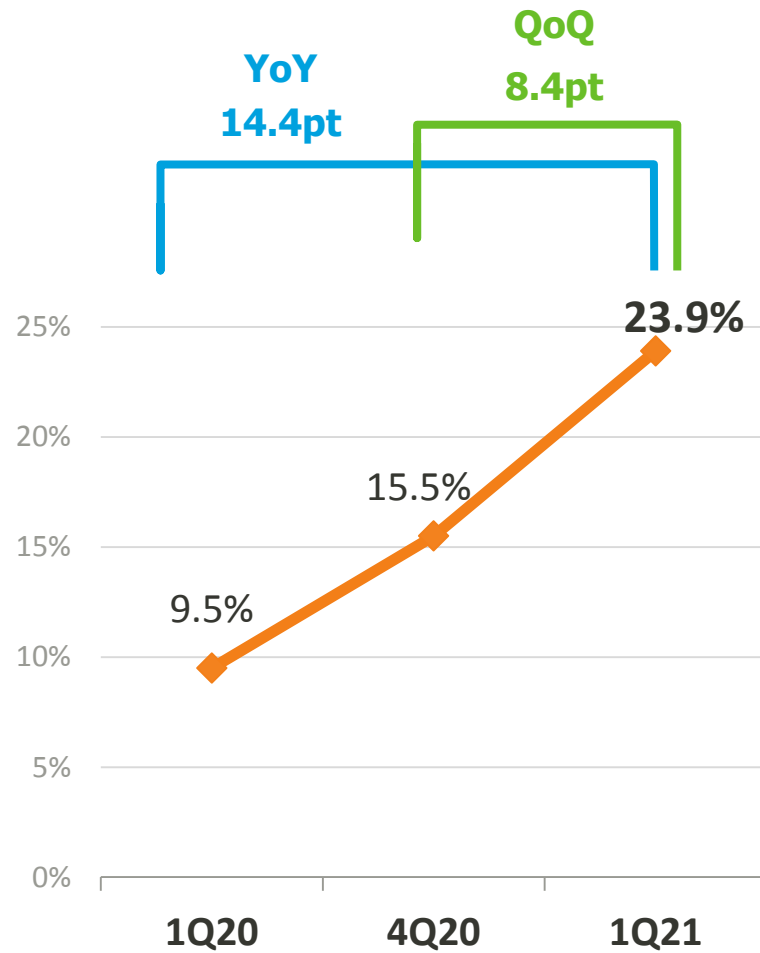


Consolidated Net Income

(NT\$ million)

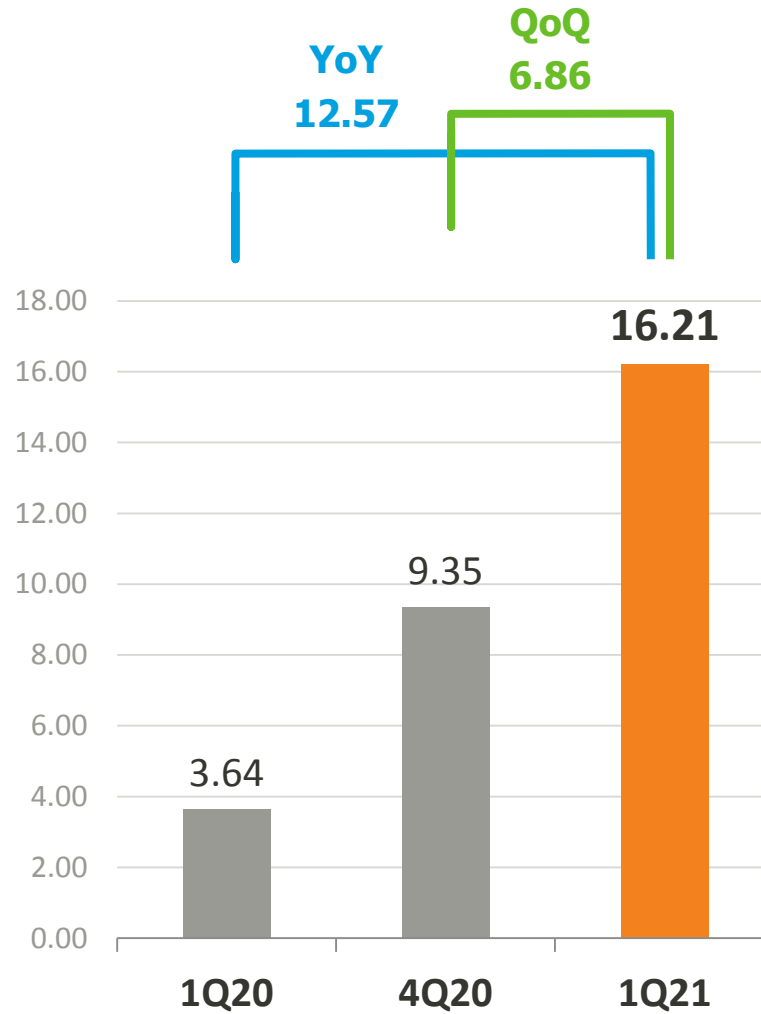


Consolidated Net Profit Margin



Consolidated Earnings Per Share

(NT\$)



Business Outlook

- ◆ For 2021-Q2, we currently expect:
 - ◆ Consolidated revenue: Around NT\$118.8 billion ~ 127.5 billion, at a forecast exchange rate of 28.2 NT dollars to 1 US dollar
 - ◆ Consolidated gross margin: 45% ± 1.5%
 - ◆ Consolidated operating expense ratio: 23% ± 2%

Taiwan-International Financial Reporting Standards (TIFRS) Financial Statements

Consolidated Income Statement (Unaudited)

(In NT\$ millions, except EPS)	1Q21	4Q20	1Q20	Q-Q	Y-Y
Net Sales	108,033	96,405	60,863	12.1%	77.5%
Operating costs	(59,513)	(53,542)	(34,626)		
Gross profit	48,520	42,863	26,237	13.2%	84.9%
Selling expenses	(3,388)	(3,713)	(3,556)		
Administration expenses	(2,508)	(1,753)	(1,542)		
R&D expenses	(22,427)	(22,025)	(15,336)		
Operating expenses	(28,322)	(27,491)	(20,435)		
Operating income	20,198	15,373	5,802	31.4%	248.1%
Net non-operating income	8,878	1,519	928		
Net income before income tax	29,076	16,891	6,730		
Income tax expense	(3,298)	(1,934)	(926)		
Net income	25,777	14,957	5,804	72.3%	344.1%
Owners of the parent	25,572	14,746	5,715	73.4%	347.4%
Non-controlling interests	205	211	89		
EPS attributable to the parent(NT\$)	16.21	9.35	3.64		

Note: Sums may not equal totals due to rounding.

Supplemental Information: Percentage of Revenue

	1Q21	4Q20	1Q20
Gross profit	44.9%	44.5%	43.1%
Selling expenses	(3.1%)	(3.9%)	(5.8%)
Administration expenses	(2.3%)	(1.8%)	(2.5%)
R&D expenses	(20.8%)	(22.8%)	(25.2%)
Operating income	18.7%	15.9%	9.5%
Non-operating income	8.2%	1.6%	1.5%
Income tax expense	(3.1%)	(2.0%)	(1.5%)
Net income	23.9%	15.5%	9.5%

Note: Sums may not equal totals due to rounding.

Balance Sheet Summary (Unaudited)

(In NT\$ millions)	1Q21	4Q20	1Q20
Cash & financial assets-current	213,483	210,113	198,570
Accounts receivable	46,371	33,133	25,376
Inventories	56,668	37,677	32,669
Other current assets	13,633	10,939	8,661
Funds and investments	130,414	116,767	81,096
Intangible assets	75,572	76,272	74,186
Other non-current assets	50,906	49,006	47,256
Total assets	587,047	533,906	467,814
Short-term loans	27,220	21,471	52,139
Accounts payable	43,301	34,470	23,202
Other current liabilities	88,868	87,857	49,074
Total non-current liabilities	14,703	15,023	14,851
Total equity	412,955	375,084	328,548

Note: Sums may not equal totals due to rounding.

Cash Flow Statement (Unaudited)

(In NT\$ millions)	1Q21	4Q20	1Q20
Net cash provided by (used in) operating activities	(1,450)	38,611	1,931
Net cash provided by (used in) investing activities	(6,658)	(2,782)	562
Net cash provided by (used in) financing activities	5,578	(9,540)	(4,615)
Effect of changes in exchange rate on cash and cash equivalents	46	(1,065)	(584)
Net increase (decrease) in cash and cash equivalents	(2,483)	25,224	(2,706)
Cash and cash equivalents at the end of the period	194,097	196,580	174,839

Note : Sums may not equal totals due to rounding.

【Supplemental Information】
Reconciliations of TIFRS Results to Non-TIFRS Results
and Quarterly Revenue Product Segment

Reconciliations of TIFRS Results to Non-TIFRS Results^{Note2}

(In NT\$ millions)

		1Q21	4Q20	1Q20	Q-Q	Y-Y
TIFRS	Operating income	20,198	15,373	5,802	31.4%	248.1%
	Operating income margin(%)	18.7%	15.9%	9.5%		
Reconciliations	Share-based compensation	115	384	270		
	Amortization of acquisition related assets	198	340	404		
Non-TIFRS	Operating income	20,510	16,097	6,476	27.4%	216.7%
	Operating income margin (%)	19.0%	16.7%	10.6%		

TIFRS	Net income	25,777	14,957	5,804	72.3%	344.1%
	Net income margin(%)	23.9%	15.5%	9.5%		
	Net income- Owners of the parent	25,572	14,746	5,715	73.4%	347.4%
	EPS(NT\$)	16.21	9.35	3.64		
Reconciliations	Share-based compensation	115	384	270		
	Amortization of acquisition related assets	198	340	404		
	Tax effect	(53)	(127)	(110)		
Non-TIFRS	Net income	26,036	15,554	6,368	67.4%	308.8%
	Net income margin (%)	24.1%	16.1%	10.5%		
	Net income- Owners of the parent	25,831	15,343	6,279	68.4%	311.4%
	EPS(NT\$)	16.38	9.73	4.00		

Note1: Sums may not equal totals due to rounding.

Note2: 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.

Quarterly Product Group Revenue Breakdown

Product Group*	1Q21 Revenue Breakdown	QoQ%	YoY%
Mobile Phone	54%	32%	149%
IoT, Computing and ASIC	22%	-4%	60%
Smart Home	16%	5%	42%
Power IC	7%	3%	47%
Others	1%	-	-
Total	100%	12%	78%

* **Mobile Phone:** 5G/4G/3G smartphone and feature phone

IoT, Computing and ASIC: wireless/wired connectivity and SoC for IoT applications including but not limited to router, broadband, fixed wireless access, laptop, wireless headset, smart speaker and automotive; ARM-based SoC for computing devices; customized service for consumer/enterprise platforms.

Smart Home: Digital TV, Smart display, Set-top box, Over-the-top box

Power IC: Power IC

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