



### Safe Harbor

Before we proceed with our presentation, we would like to point out that the following discussion will contain forward-looking statements from industry consultants, QUALCOMM, and others regarding potential market size, market shares, and other factors which inherently involve risks and uncertainties.

These and other risks and uncertainties relating to QUALCOMM's business are outlined in detail in our most recent 10-Q and 10-K forms filed with the Securities and Exchange Commission.

Please consult those documents for a more complete understanding of these risks and uncertainties.

This presentation may include a discussion of "non-GAAP financial measures" as that term is defined in Regulation G. The most directly comparable GAAP financial measures and information reconciling these non-GAAP financial measures to the company's financial results prepared in accordance with GAAP have been posted on the company's Investor Relations web site at

http://www.qualcomm.com/IR/



## First Fiscal Quarter 2006 Update – December 8, 2005

- Higher handset ASPs due primarily to strength in WCDMA handset shipments in Europe
- Positive mix in CDMA2000 1xEV-DO MSM chipsets
- Regionally we see strong demand for EV-DO products in North America, Japan and Korea
- We see several European operators being particularly aggressive this holiday season with their 3G offering
- Anticipate operating expenses modestly lower and investment income modestly higher than previously expected in Q106





04'06

## **Guidance Update As of December 8, 2005**

	Q4 05	Q1706	
	Sep 2005	Dec 2005	5
	<b>Results</b>	Sequential Gu	<u>idance</u>
		s of Nov. 2, 2005	As of Dec 8, 2005
3G MSM phone chips			
CDMA2000 1X, 1xEV-DO, WCDMA	40M	46 - 48M est.	47M est.
CDMA/WCDMA handsets shipped	48M (Jun'05*)	<b>51 - 53M est.</b> (Sep'05*)	<b>52M est.</b> (Sep'05*)
CDMA/WCDMA handset ASP	<b>\$213</b> (Jun'05*)	\$206 est. (Sep'05*)	\$213 est. (Sep'05*)
QUALCOMM Pro Forma**			
Revenues	\$1.56B	\$1.67 - \$1.77B est.	High-end est.
EPS	\$0.32	\$0.36 - \$0.38 est.	\$0.38 - \$0.39 est.
Total QUALCOMM			
GAAP revenues	\$1.56B	\$1.67 - \$1.77B est.	High-end est.
GAAP EPS	\$0.32	\$0.30 - \$0.32 est.	\$0.32 - \$0.33 est.

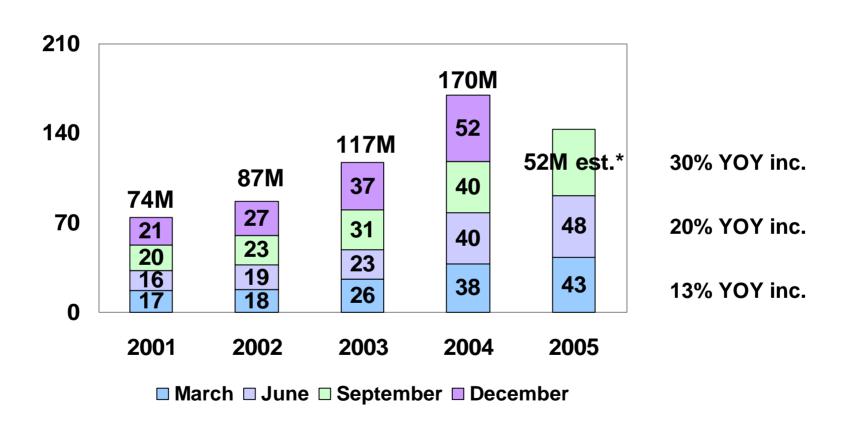
04'05

<sup>\*</sup>Royalties are recognized when reported, one quarter following shipment.

<sup>\*\*</sup>Pro forma results exclude the QSI segment. Q106 pro forma guidance excludes the QSI segment and estimated share-based compensation expense.



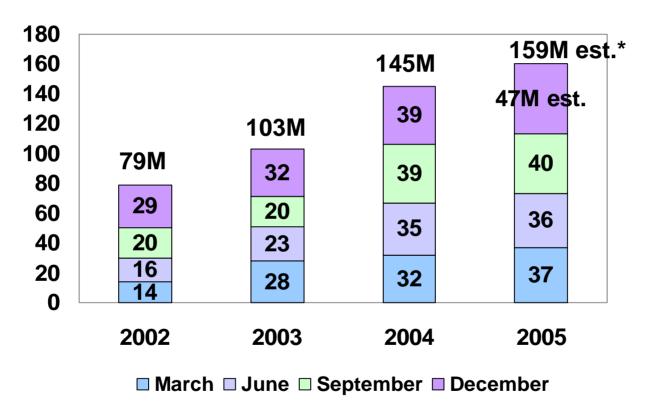
# Worldwide CDMA and WCDMA Phone Shipments by Calendar Quarter (Millions)



<sup>\*</sup>Guidance as of December 8, 2005



# CDMA and WCDMA QUALCOMM MSM Units Shipped by Calendar Quarter (Millions)



Note: MSM units and handsets shipped per quarter will fluctuate due to various lead times for different operators, handset manufacturers and handset models. Inventory supply strategies will also impact quarterly trends.

\*Sum of quarterly amounts do not equal total due to rounding. Guidance as of December 8, 2005



## Quarterly CDMA/WCDMA Handset Shipments and ASP Trend

FY02		FY	03			FY	04			FY	FY06		
J100	C100	Dooloo	M = =100	J 102	Coming	Dooloo	M = =10.4		Carallad	Deel04	Marios	1105	Carrios
<u>Jun'u∠</u> ,	Sep u∠	Dec u∠	<u>Mar us</u>	Jun'us	1 <u>Sep us</u>	Dec Us	Mar U4	Jun 04	Sep 04	Dec 04	<u>Mar uə</u>	<u>Jun'ua</u>	<u>Sep'05</u>
19	23	27	26	23	31	37	38	40	40	52	43	48	52 est.**
	1				1							,	1
,	1	87		,	1	117		,	1	170		,	1
,	1			,	1			,	1			J	1
78	1			99	1			146	1			182	1
!	1			/	1			'	1			'	
\$202	\$190	\$197	\$190	\$193	\$194	\$188	\$225	\$212	\$212	\$207	\$231	\$213	\$213 est.**
\$194				\$192	1			\$205				\$215	\$210 est.*
	Jun'02 19 78 \$202	Jun'02     Sep'02       19     23       78     \$202       \$190	Jun'02         Sep'02         Dec'02           19         23         27           87         87           78         \$190         \$197	Jun'02         Sep'02         Dec'02         Mar'03           19         23         27         26           87         87           78         \$190         \$197         \$190	Jun'02         Sep'02         Dec'02         Mar'03         Jun'03           19         23         27         26         23           87         87         99           \$202         \$190         \$197         \$190         \$193	Jun'02         Sep'02         Dec'02         Mar'03         Jun'03         Sep'03           19         23         27         26         23         31           87         87         99           \$202         \$190         \$197         \$190         \$193         \$194	Jun'02         Sep'02         Dec'02         Mar'03         Jun'03         Sep'03         Dec'03           19         23         27         26         23         31         37           87         87         117           78         99         99           \$202         \$190         \$197         \$190         \$193         \$194         \$188	Jun'02         Sep'02         Dec'02         Mar'03         Jun'03         Sep'03         Dec'03         Mar'04           19         23         27         26         23         31         37         38           78         87         99         117 <t< td=""><td>Jun'02         Sep'02         Dec'02         Mar'03         Jun'03         Sep'03         Dec'03         Mar'04         Jun'04           19         23         27         26         23         31         37         38         40           78         87         99         146           \$202         \$190         \$197         \$190         \$193         \$194         \$188         \$225         \$212</td><td>Jun'02         Sep'02         Dec'02         Mar'03         Jun'03         Sep'03         Dec'03         Mar'04         Jun'04         Sep'04           19         23         27         26         23         31         37         38         40         40           78         87         99         146</td><td>Jun'02         Sep'02         Dec'02         Mar'03         Jun'03         Sep'03         Dec'03         Mar'04         Jun'04         Sep'04         Dec'04           19         23         27         26         23         31         37         38         40         40         52           78         87         99         117         146         146         146           \$202         \$190         \$197         \$190         \$193         \$194         \$188         \$225         \$212         \$212         \$207</td><td>Jun'02         Sep'02         Dec'02         Mar'03         Jun'03         Sep'03         Dec'03         Mar'04         Jun'04         Sep'04         Dec'04         Mar'05           19         23         27         26         23         31         37         38         40         40         52         43           78         87         99         117         146</td><td>Jun'02         Sep'02         Dec'02         Mar'03         Jun'03         Sep'03         Dec'03         Mar'04         Jun'04         Sep'04         Dec'04         Mar'05         Jun'05           19         23         27         26         23         31         37         38         40         40         52         43         48           78         87         99         117         146         170         182           \$202         \$190         \$197         \$190         \$193         \$194         \$188         \$225         \$212         \$212         \$207         \$231         \$213</td></t<>	Jun'02         Sep'02         Dec'02         Mar'03         Jun'03         Sep'03         Dec'03         Mar'04         Jun'04           19         23         27         26         23         31         37         38         40           78         87         99         146           \$202         \$190         \$197         \$190         \$193         \$194         \$188         \$225         \$212	Jun'02         Sep'02         Dec'02         Mar'03         Jun'03         Sep'03         Dec'03         Mar'04         Jun'04         Sep'04           19         23         27         26         23         31         37         38         40         40           78         87         99         146	Jun'02         Sep'02         Dec'02         Mar'03         Jun'03         Sep'03         Dec'03         Mar'04         Jun'04         Sep'04         Dec'04           19         23         27         26         23         31         37         38         40         40         52           78         87         99         117         146         146         146           \$202         \$190         \$197         \$190         \$193         \$194         \$188         \$225         \$212         \$212         \$207	Jun'02         Sep'02         Dec'02         Mar'03         Jun'03         Sep'03         Dec'03         Mar'04         Jun'04         Sep'04         Dec'04         Mar'05           19         23         27         26         23         31         37         38         40         40         52         43           78         87         99         117         146	Jun'02         Sep'02         Dec'02         Mar'03         Jun'03         Sep'03         Dec'03         Mar'04         Jun'04         Sep'04         Dec'04         Mar'05         Jun'05           19         23         27         26         23         31         37         38         40         40         52         43         48           78         87         99         117         146         170         182           \$202         \$190         \$197         \$190         \$193         \$194         \$188         \$225         \$212         \$212         \$207         \$231         \$213

**Quarterly CDMA/WCDMA handset shipments (Millions of units)** 

**Quarterly Average Selling Price (ASP)** 

Fiscal Year Average Selling Price (ASP)

Note: Shipments from September to June quarters are reported by licensees in December to September, QUALCOMM's Fiscal Year.

\*Guidance as of November 2, 2005

\*\*Guidance as of December 8, 2005



## Reconciliations



### **Business Outlook Summary (as of December 8, 2005)**

FIRST QUARTER			
	Q1'05	Prior Guidance Q1'06	Current Guidance Q1'06
	Results	Estimates	Estimates
QUALCOMM Pro Forma			
Revenues	\$1.39B	\$1.67B - \$1.77B	High end prior guidance
Year-over-year change		increase 20% - 27%	
Diluted earnings per share (EPS)	\$0.28	\$0.36- \$0.38	\$0.38- \$0.39
Year-over-year change		increase 29% - 36%	increase 36% - 39%
Total QUALCOMM			
Revenues	\$1.39B	\$1.67B - \$1.77B	High end prior guidance
Year-over-year change		increase 20% - 27%	
Diluted earnings per share (EPS)	\$0.30	\$0.30- \$0.32	\$0.32- \$0.33
Year-over-year change		increase 0% - 7%	increase 7% - 10%
EPS attributable to QSI	\$0.02	(\$0.02)	(\$0.02
EPS attributable to share-based compensation	n/a	(\$0.04)	(\$0.04

#### Fourth Quarter - Fiscal Year 2005

Segments	QCT		QTL		QWI		Reconciling		Q	UALCOMM Pro Forma	QSI	Total QUALCOMM		
Revenues	\$	912	\$	497	\$	170	\$	(19)	\$	1,560	\$ •	\$	1,560	
Earnings (loss) from continuing operations before								i i						
taxes	\$	266	\$	451	\$	21	\$	75	\$	813	\$ (27)	\$	786	
Net income									\$	543	\$ (5)	\$	538	
Diluted earnings per common share									\$	0.32	\$ -	\$	0.32	

### First Quarter - Fiscal Year 2005

Segments		QCT		QTL		QWI		Reconciling Items (1)		QUALCOMM Pro Forma		QSI	Total QUALCOMM		
Revenues	\$	865	\$	400	\$	159	\$	(34)	\$	1,390	\$	-	\$	1,390	
Earnings from continuing operations before taxes		242		358		16		48		664		40		704	
Net income										474		39		513	
Diluted earnings per common share									\$	0.28	\$	0.02	\$	0.30	

### Twelve Months - Fiscal Year 2005

	_		_		_		_						_			
Seaments		QCT		QTL		QWI	F	Reconciling Items (1)	QU	JALCOMM Pro Forma	A	Tax djustments (2)(3)		QSI	Qι	Total JALCOMM
			4	•	+	644	4	` '	4		Φ.	(=)(=)	4		*	
Revenues	Þ	3,290	Ą	1,839	₽	044	Þ	(100)	4	5,673	Ф	-	Ą	•	Þ	5,673
Earnings from continuing operations before taxes	\$	852	\$	1,663	\$	57	\$	227	\$	2,799	\$	-	\$	10	\$	2,809
Net income									\$	1,970	\$	71	\$	102	\$	2,143
Diluted earnings per common share									\$	1.16	\$	0.04	\$	0.06	\$	1.26

- (1) Reconciling items related to revenues consist primarily of other non-reportable segment revenues less intersegment eliminations. Reconciling items related to earnings before taxes consist primarily of corporate expenses not allocated to the segments for management reporting purposes, unallocated net investment income, non-reportable segment results and the elimination of intercompany profit.
- (2) During the second quarter of fiscal 2005, the Company decreased its estimate of R&D costs allocable to the Company's foreign operations under an intercompany cost sharing agreement. Due to this change in estimate, the effective tax rate in the second quarter for total QUALCOMM includes a \$55 million benefit, or \$0.03 diluted earnings per share, related to fiscal 2004 and a \$17 million benefit, or \$0.01 diluted earnings per share, related to the first quarter of fiscal 2005. For fiscal 2005 pro forma presentation, results have been adjusted to exclude the tax benefit attributable to fiscal 2004.
- (3) During the third quarter of fiscal 2005, the Company made an election to compute its California tax on the basis of its U.S. operations only, which resulted in a \$38 million tax benefit. Our effective tax rate in the third quarter of fiscal 2005 for total QUALCOMM excluding QSI includes a \$16 million tax benefit, or \$0.01 diluted earnings per share, for this California tax election related to fiscal 2004. For fiscal 2005 pro forma presentation, results have been adjusted to exclude the tax benefit attributable to fiscal 2004.

### N/M – Not Meaningful

Sums may not equal totals due to rounding.



Thank you