

### 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 industry trends, anticipated future results, potential market size, market shares, and other factors which inherently involve risks and uncertainties, including the rate of development, deployment and commercial acceptance of CDMA-based networks and technology and fluctuations in the demand for CDMA-based products, services or applications.

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 includes 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 included at the end of this presentation.

# **Qualcomm Reports Q4 and FY07 Earnings** *November 8, 2007*

### Q4 FY07

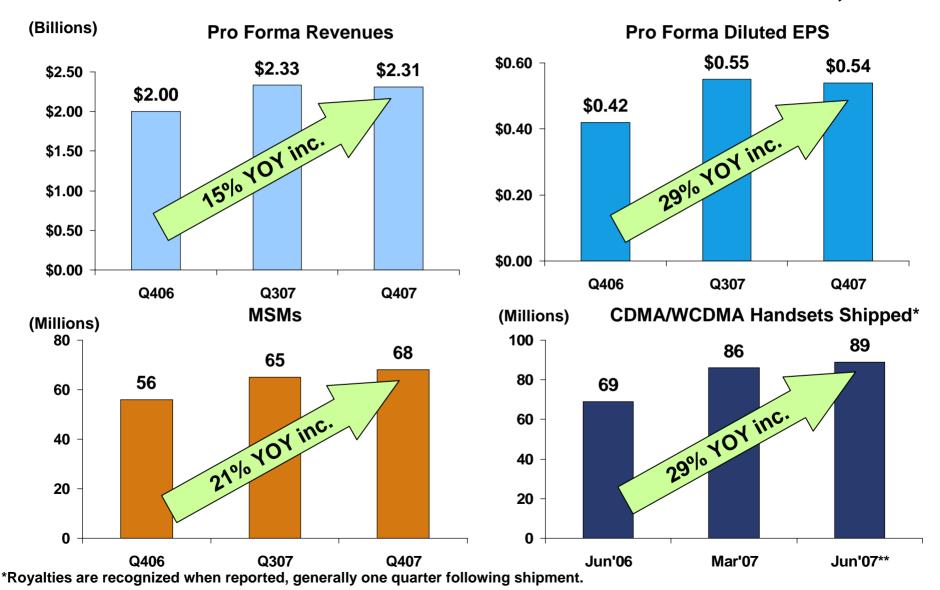
- Revenue of \$2.31 billion, up 15% year over year
- Pro forma diluted earnings per share of \$0.54, up 29% year over year
- 68M MSM shipments, up 21% year over year
- 89M CDMA/WCDMA handsets shipped during the June quarter, up 29% year over year

### Fiscal 2007

- Revenue of \$8.87 billion, up 18% year over year
- Pro forma diluted earnings per share of \$2.01, up 23% year over year
- Operating cash flow of \$3.81 billion, 43% of revenues
- Return of capital to stockholders: \$2.34 billion, including \$862 million of cash dividends and \$1.48 billion to repurchase 37 million shares

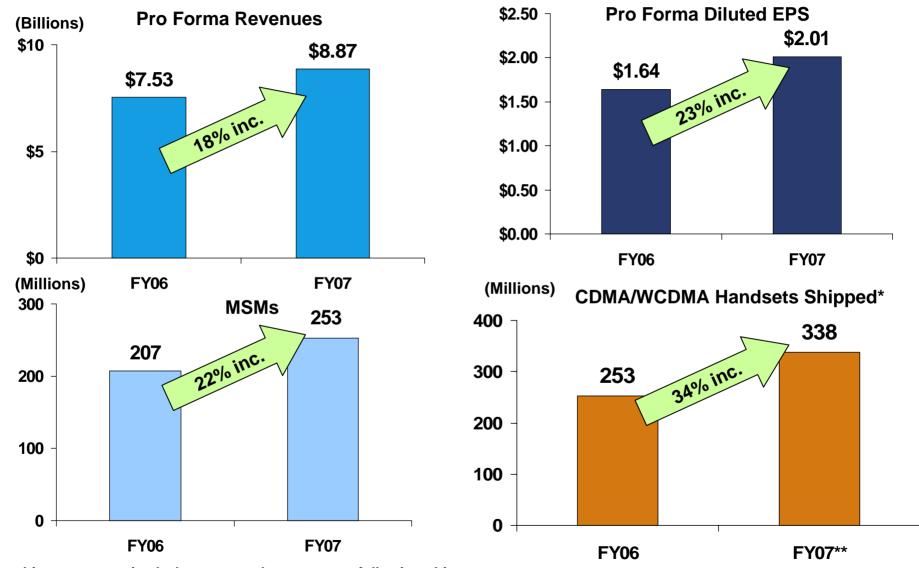


### Fourth Fiscal Quarter Results announced November 8, 2007



<sup>\*\*</sup>Includes our own estimate of unreported activity.

### Fiscal Year Results announced November 8, 2007



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

<sup>\*\*</sup>Includes our own estimate of unreported activity.

### **Business Segment Highlights**

- Qualcomm Technology Licensing (QTL)
  - 140+ CDMA licensees; 85+ licensed for WCDMA/TD-SCDMA; 7 OFDM/OFDMA single mode licensees
  - During the 4<sup>th</sup> quarter:
    - 3 new companies were granted rights to use portions of Qualcomm's patent portfolio in CDMA2000 products; 1 new company was granted rights for WCDMA products and 2 existing licensees expanded their license to include WCDMA.
    - Among existing licensees, 1 expanded their license to include OFDM/A and 1 expanded their CDMA/WCDMA subscriber license agreement.
    - 1 new company was granted rights to use portions of Qualcomm's patent portfolio in OFDM/A products.
    - 1 new company was granted rights to use portions of Qualcomm's patent portfolio for Mobile Broadcast (including FLO) ASIC products
- Qualcomm CDMA Technologies (QCT)
  - Another record-setting quarter
  - \$1.4B in revenues, the sixth consecutive record-setting quarter
  - 68 million MSMs shipped, the ninth consecutive record-setting quarter
  - Over 1 billion cumulative MSMs shipped worldwide to date
  - First 3G handsets based on 65nm chips are launching now
  - Globally, 300 million handsets now feature the gpsOne solution
  - Sampled Snapdragon chipsets to several customers

### **Business Segment Highlights, Continued**

#### QWI

- Qualcomm Internet Services (QIS)
  - Skype announced the launch of the 3 Skypephone enabled by BREW
  - MLB Advanced Media launched a new lineup of mobile content and services for baseball fans, powered by BREW BrandXtend
  - The first commercially available Wireless Internet Platform for Interoperability (WIPI) on BREW handsets were made available to KTF subscribers from LG Electronics
- Qualcomm Enterprise Services (QES)
  - Shipped approximately 190,300 terrestrial-based and satellite-based systems during FY07
  - Through FY07 shipped a cumulative 1,192,000 satellite and terrestrialbased mobile communications systems which operate in 40 countries

### Reconciling Items

- MediaFLO Technologies
  - Qualcomm and Telechips Sign FLO Chip Agreement
  - MediaFLO and TeamCast Sign Software License for FLO Modulators
  - MediaFLO Signs Mobile TV Trial Agreement with Maxis and Astro in Malaysia
  - FLO Forum Approves FLO Series II and III Testing & Certification Specifications
  - FLO Forum Approves FLO Repeater Minimum Performance Specification

### **Business Segment Highlights**



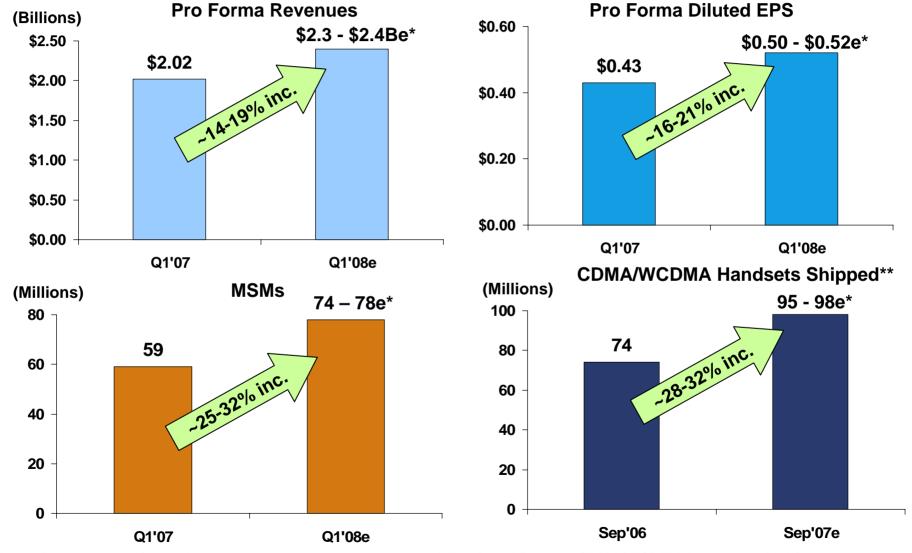
- Qualcomm Strategic Initiatives (QSI)
  - MediaFLO USA
    - Operator agreements
      - Verizon Wireless launched the MediaFLO USA service in March 2007
        - » Advanced function handsets from LG, Motorola and Samsung
      - AT&T has publicly stated that the launch timeframe for FLO TV service is early calendar 2008
    - Market availability
      - Available in more than 40 cities, including New York, LA, Chicago,
         Washington DC/Baltimore, Dallas, Philadelphia, and Atlanta
    - World-class programming/content partnerships
      - CBS Mobile, Comedy Central, ESPN Mobile TV, FOX Mobile, MTV: Music Television, NBC2Go, NBC News2Go and Nickelodeon

Q1 FY08 Guidance as of November 8,	2007	
qıı i i co caraanıco ac cı ii ci incer c,	Q1'07	Current Guidance Q1'08
	Results	Estimates
Qualcomm Pro Forma*		
Revenues	\$2.02B	\$2.3B - \$2.4B
Diluted earnings per share (EPS)	\$0.43	\$0.50 - \$0.52
Total Qualcomm (GAAP)		
Revenues	\$2.02B	\$2.3B - \$2.4B
Diluted earnings per share (EPS) Diluted EPS attributable to QSI Diluted EPS attributable to estimated share-based compensation Diluted EPS attributable to tax items related to prior years	\$0.38 (\$0.01) (\$0.05) \$0.02	\$0.42 - \$0.44 (\$0.03) (\$0.05) n/a
Metrics		
MSM Shipments	approx. 59M	approx.74M - 78M
CDMA/WCDMA handset units shipped <sup>(1)</sup>	approx. 74M*	approx. 95M - 98M*
CDMA/WCDMA handset unit wholesale average selling price <sup>(1)</sup>	approx. \$208*	approx. \$212*

<sup>\*</sup>Pro forma results exclude the QSI segment, certain estimated share-based compensation, certain tax items related to prior years and in-process R&D expense.

<sup>(1)</sup> Shipments in Sept. quarter, reported in Dec. quarter. CDMA/WCDMA handset unit shipments and average selling prices are estimated for the total market.

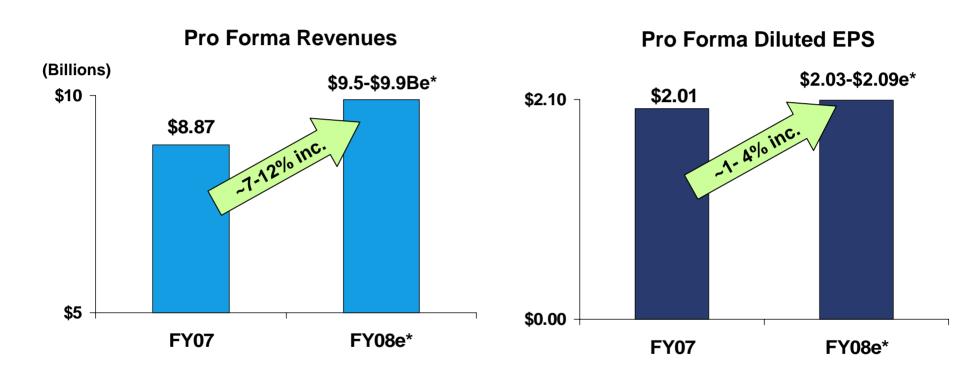
### First Quarter Guidance as of November 8, 2007\*



<sup>\*\*</sup>Royalties are recognized when reported, generally one quarter following shipment. CDMA/WCDMA handset unit shipments are estimated for the total market.

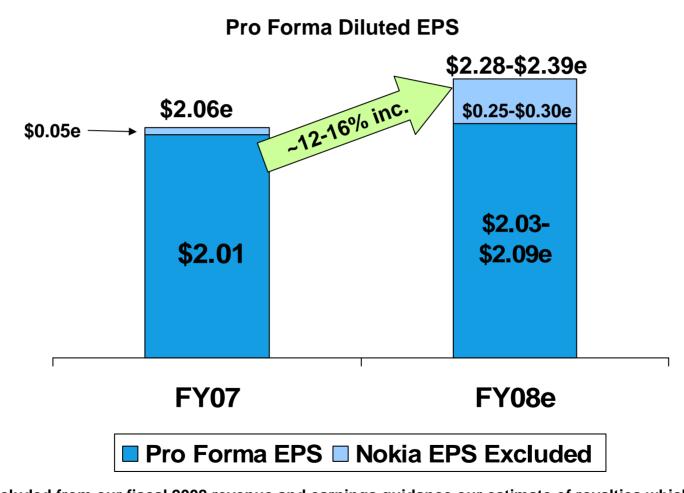


### Fiscal Year Guidance as of November 8, 2007\*



<sup>\*</sup>Note: We have excluded from our fiscal 2008 revenue and earnings guidance our estimate of royalties which we believe Nokia is required to report and pay to us under our existing license agreement in fiscal 2008 of approximately \$0.25-\$0.30 diluted earnings per share.

# Fiscal Year Guidance Comparison, with Nokia as of November 8, 2007



Note: We have excluded from our fiscal 2008 revenue and earnings guidance our estimate of royalties which we believe Nokia is required to report and pay to us under our existing license agreement in fiscal 2008 of approximately \$0.25-\$0.30 diluted earnings per share. Our FY07 results do not include royalty revenue attributable to Nokia's sales after April 9, 2007 which we estimated to be approx. \$0.05 diluted EPS.

Current Guidance



### FY08 Guidance Comparison as of November 8, 2007

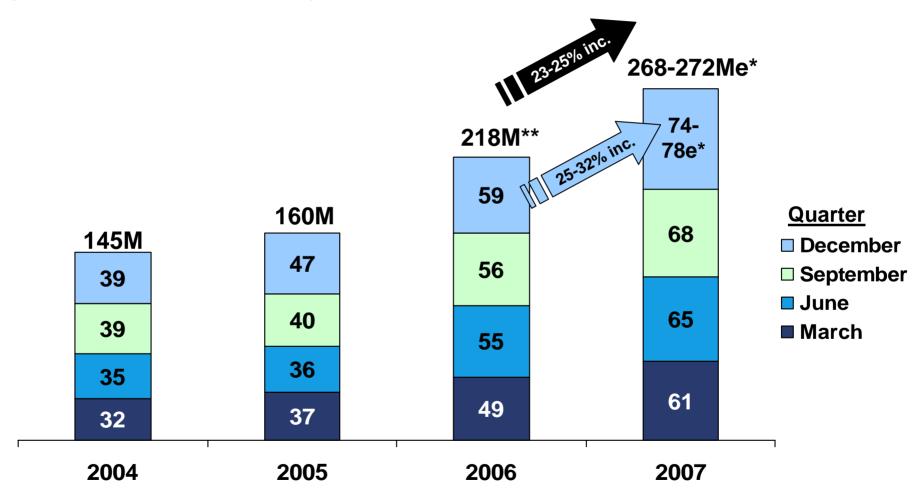
	FY 2007	FY 2008
	Results	Estimates <sup>(1)</sup>
Qualcomm Pro Forma*		
Revenues	\$8.87B	\$9.5B - \$9.9B
Diluted earnings per share (EPS)	\$2.01	\$2.03 - \$2.09
Total Qualcomm (GAAP)		
Revenues	\$8.87B	\$9.5B - \$9.9B
Diluted earnings per share (EPS)	\$1.95	\$1.68 - \$1.74
Diluted EPS attributable to tax items related to prior years	\$0.22	n/a
Diluted EPS attributable to in-process R&D	(\$0.01)	n/a
Diluted EPS attributable to QSI	(\$0.08)	(\$0.14)
Diluted EPS attributable to estimated share-based compensation	(\$0.19)	(\$0.21)
Metrics		
Fiscal year CDMA/WCDMA handset unit wholesale average selling price (2)	approx. \$214	approx. \$199

<sup>\*</sup>Pro forma results exclude the QSI segment, certain estimated share-based compensation, certain tax items related to prior years and in-process R&D expense.

<sup>(1)</sup> We have excluded from our fiscal 2008 revenue and earnings guidance our estimate of royalties which we believe Nokia is required to report and pay to us under our existing license agreement in fiscal 2008 of approximately \$0.25-\$0.30 diluted earnings per share.

<sup>(2)</sup> Shipments in Sept. to June quarters, reported in Dec. to Sept. quarters. CDMA/WCDMA handset average selling prices are estimated for the total market.

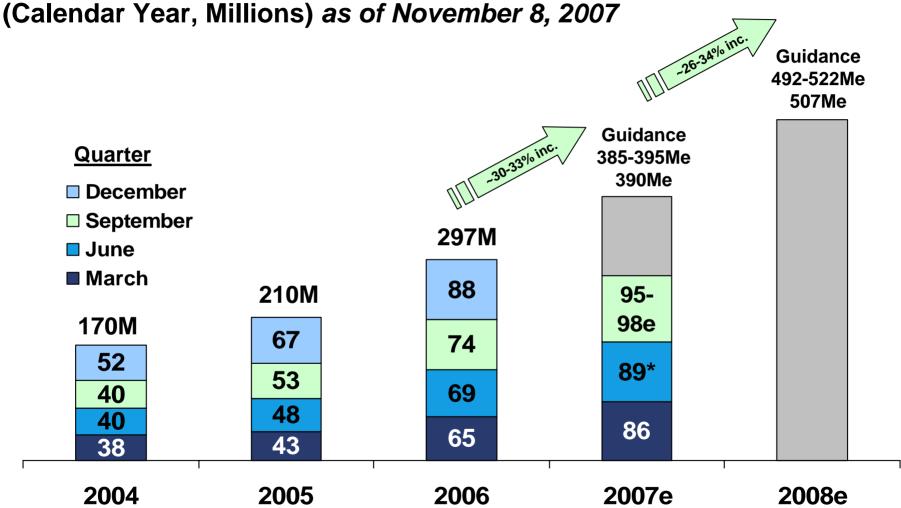
# CDMA and WCDMA Qualcomm MSM Shipments (Calendar Year, Millions)



<sup>\*</sup>Guidance as of November 8, 2007.

<sup>\*\*</sup>Sum of quarterly amounts do not equal total due to rounding.

CDMA and WCDMA (UMTS) Handset Shipment Estimates

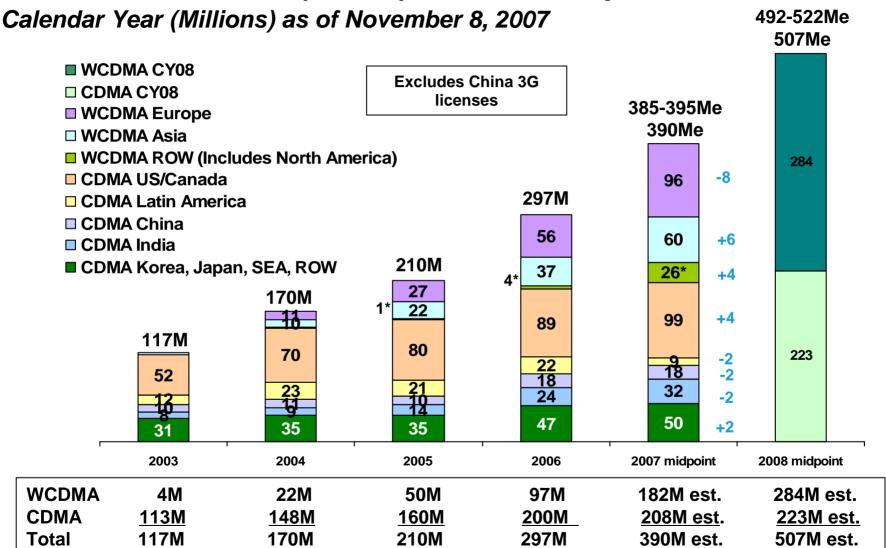


Note: Totals may not match sum of quarters due to rounding. CDMA/WCDMA handset unit shipment estimates are provided for the total market.

<sup>\*</sup>Includes our own estimates of unreported activity.



## CDMA and WCDMA(UMTS) Handset Shipment Estimates



Change from prior guidance and incorporating licensee audit unit adjustments

Note: Regional handset shipment estimates are Qualcomm midpoint estimates and include data devices, telematics, security devices and some quantity of channel inventory. CDMA/WCDMA handset unit shipment estimates are estimated for the total market.



## **Quarterly CDMA/WCDMA Handset Shipments and ASP Trend**

i													
		FY	<b>′</b> 05			FY06				FY07			FY08
	Sep'04	Dec'04	<u>Mar'05</u>	<u>Jun'05</u>	<u>Sep'05</u>	Dec'05	<u>Mar'06</u>	<u>Jun'06</u>	Sep'06	Dec'06	<u>Mar'07</u>	Jun'07**	<u>Sep'07</u>
Handset shipments	40	52	43	48	53	67	65	69	74	88	86	89	95-98Me*
Calendar year Fiscal year		170		182		210		253		297		338	
Handset ASP Fiscal vear ASP	\$212	\$207	\$231	\$213 \$215	\$215	\$208	\$212	\$222 \$214	\$208	\$213	\$215	\$218 \$214	\$212e* \$199e*



Quarterly Average Selling Price (ASP)

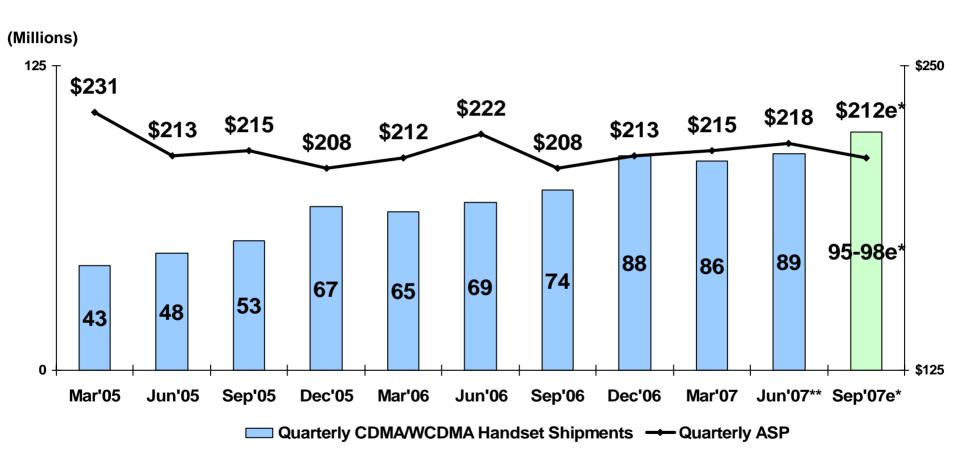
Fiscal Year Average Selling Price (ASP)

Note: Shipments from September to June quarters are reported by licensees in December to September, Qualcomm's Fiscal Year. Reflects adjustments made as a result of the completion of licensee audits.

<sup>\*</sup>Guidance as of November 8, 2007; CDMA/WCDMA handset unit shipments and ASP estimates are provided for the total market.

<sup>\*\*</sup> Includes our own estimate of unreported activity.

### **Quarterly CDMA and WCDMA Handset Shipments and ASP Trend**

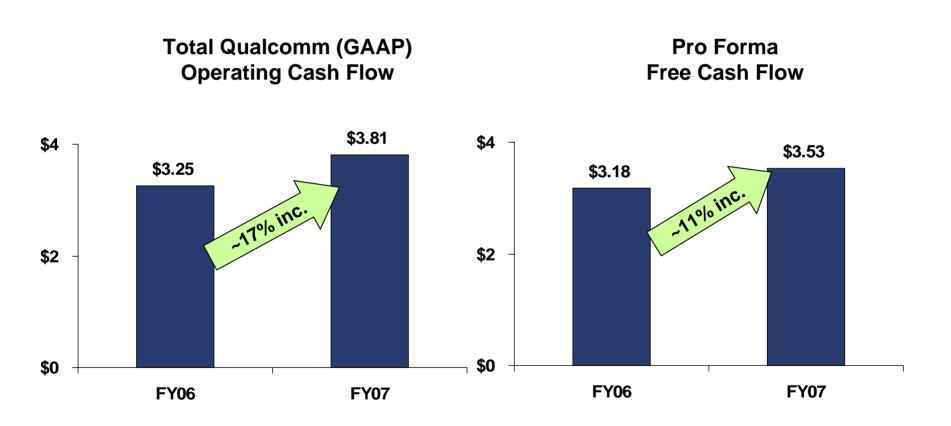


Note: Shipments from September to June quarters are reported by licensees in December to September, Qualcomm's Fiscal Year. Reflects adjustments made as a result of the completion of licensee audits.

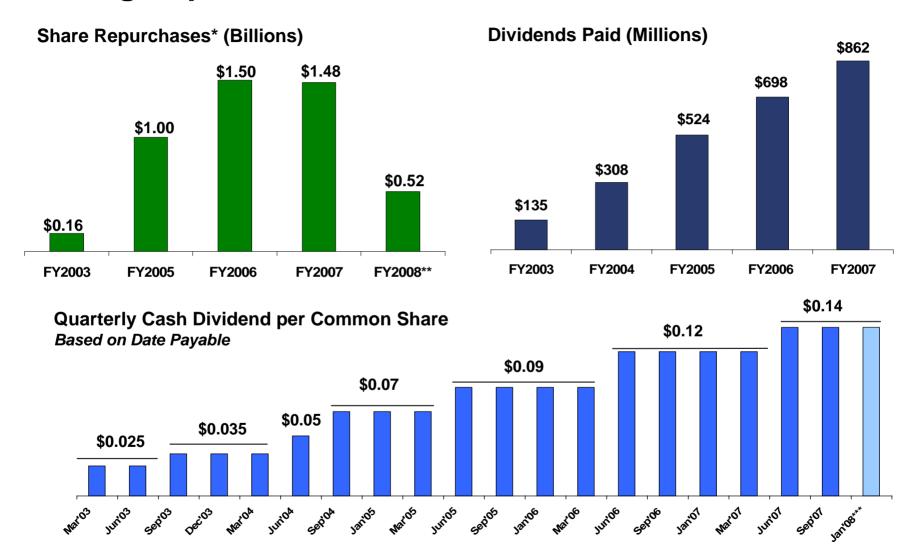
<sup>\*</sup>Guidance as of November 8, 2007, CDMA/WCDMA handset unit shipment and ASP estimates are provided for the total market.

<sup>\*\*</sup>Includes our own estimate of unreported activity.

# **Qualcomm Business Model Continues to Generate Strong Cash Flow (Billions)**



### Returning Capital to Stockholders, Cumulative \$7.2 Billion



Note: The Company effected a two-for-one stock split in August 2004. All references to per share data have been adjusted to reflect the stock split. \*Gross repurchases.

<sup>\*\*</sup>Fiscal 2008 repurchases through November 7, 2007.

<sup>\*\*</sup>Announced Oct. 11, 2007

# **Financial Strength**

(\$ Billions)	<u>Sep 2006</u>	<u>Sep 2007</u>	
Domestic	\$6.1	\$6.3	Cash resources and
Offshore	\$3.8	\$5.5	operating flexibility
Cash & Marketable Securities	\$9.9	\$11.8	
Total Assets	\$15.2	\$18.5	
Stockholder's Equity	\$13.4	\$15.8	Solid balance sheet
Long-Term Debt*	\$0.1	\$0.1	
EBITDA	\$3.0	\$3.5	Cash flow to support
Pro Forma Free Cash Flow	\$3.2	\$3.5	future growth

<sup>\*</sup>Debt consists of capital lease obligations

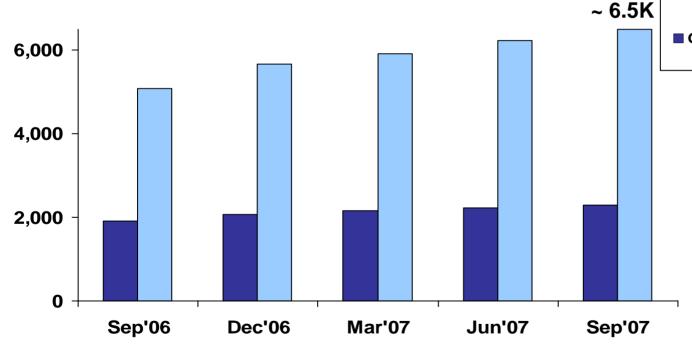
### **Balance Sheet**

(\$Billions)	Sept <u>FY06</u>	Sept FY07
Cash & Marketable Securities	\$9.9	\$11.8
Receivables & Inventory	\$1.0	\$1.2
Fixed Assets & Goodwill	\$2.7	\$3.1
Deferred Tax Assets & Other	\$1.6	\$2.4
Total Assets	\$15.2	\$18.5
Total Liabilities	\$1.8	\$2.7
Stockholder Equity	\$13.4	\$15.8
Total Liabilities & Stockholder Equity	\$15.2	\$18.5

Strength & flexibility to support strong growth and shareholder returns

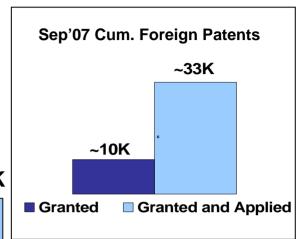
### QUALCOMM's Unique Patent Position Patent Portfolio is a Strong Asset Value

Cumulative U.S. Patents (Issued Patents & Filed Applications) (Excludes non-U.S. filed applications and granted patents)



■ Issued ■ Total (Issued & Applied)

We filed over 1,400 U.S. patents and 5,300 foreign patents relating to OFDMA







### **Pro Forma Reconciliations**

Fourth Quarter - Fiscal Year 2007

				Estimated						Total
	Qualo	omm Pro	s	hare-Based					Qu	alcomm
Segments	F	orma	Con	npensation (1)	Tax Items (2)		ax Items (2)		(0	GAAP)
Revenues	\$	2,305	\$	-	\$	-	\$	1	\$	2,306
Change from prior year		15%								15%
EBT	\$	1,129	\$	(117)	\$	-	\$	(64)	\$	948
Net income (loss)		911		(77)		331		(34)		1,131
Diluted EPS	\$	0.54	\$	(0.05)	\$	0.20	\$	(0.02)	\$	0.67
Change from prior year		29%		0%		N/M		N/M		86%
Diluted shares used		1,689		1,689		1,689		1,689		1,689

Third Quarter - Fiscal Year 2007

				Estimated			Total
	Qua	comm Pro	SI	nare-Based		Q	ualcomm
Segments		Forma	Com	pensation (1)	QSI (4)		(GAAP)
Revenues	\$	2,325	\$	-	\$ -	\$	2,325
EBT		1,177		(114)	(91)		972
Net income (loss)		934		(75)	(61)		798
Diluted EPS	\$	0.55	\$	(0.04)	\$ (0.04)	\$	0.47
Diluted shares used		1,704		1,704	1,704		1,704

Fourth Quarter - Fiscal Year 2006

	Qua	Icomm Pro	Estimated Share-Based					Qı	Total ualcomm
Segments		Forma	Compensation (1)	Tax Items	In-F	Process R&D	QSI (4)	(	(GAAP)
Revenues	\$	1,999	\$ -	\$ -	\$	-	\$ -	\$	1,999
EBT		961	(127)	-		(1)	(23)		810
Net income (loss)		705	(76)	(16)		(1)	2		614
Diluted EPS	\$	0.42	\$ (0.05)	\$ (0.01)	\$	-	\$ -	\$	0.36
Diluted shares used		1,693	1,693	1,693		1,693	1,693		1,693

First Quarter - Fiscal Year 2007

				Estimated					Total
	Qualcomm	Pro	S	hare-Based				Qı	ualcomm
Segments	Forma	l	Cor	npensation (1)	Tax Ite	ms (3)	QSI (4)	(	(GAAP)
Revenues	\$ 2	2,019	\$	-	\$	-	\$ -	\$	2,019
EBT		952		(130)		-	(43)		779
Net income (loss)		722		(86)		33	(21)		648
Diluted EPS	\$	0.43	\$	(0.05)	\$	0.02	\$ (0.01)	\$	0.38
Diluted shares used	1	1,685		1,685		1,685	1,685		1,685



### Pro Forma Reconciliations, continued

Twelve Months - Fiscal Year 2007

Segments	 Icomm Pro Forma	C	Estimated Share-Based Compensation (1)	Tax Items (2)(3)	In-P	Process R&D	QSI	 Total ualcomm GAAP)
Revenues	\$ 8,870	\$		\$ -	\$		\$ 1	\$ 8,871
Change from prior year	18%						N/M	18%
EBT	\$ 4,363	\$	(487)	\$ -	\$	(10)	\$ (240)	\$ 3,626
EBT as a % of revenues	49%		N/M	N/M		N/M	N/M	41%
Net income (loss)	\$ 3,406	\$	(321)	\$ 364	\$	(9)	\$ (137)	\$ 3,303
Diluted EPS	\$ 2.01	\$	(0.19)	\$ 0.22	\$	(0.01)	\$ (0.08)	\$ 1.95
Change from prior year	23%		0%	1000%		0%	300%	35%
Diluted shares used	1,693		1,693	1,693		1,693	1,693	1,693

Twelve Months - Fiscal Year 2006

			Estir	nated							Total
	Qu	ıalcomm Pro	Share	-Based						Qu	alcomm
Segments		Forma	Compen	sation (1)	7	Tax Items	In-P	rocess R&D	QSI	(	GAAP)
Revenues	\$	7,526	\$	-	\$	-	\$		\$ -	\$	7,526
EBT		3,806		(495)		-		(22)	(133)		3,156
Net income (loss)		2,804		(320)		40		(22)	(32)		2,470
Diluted EPS	\$	1.64	\$	(0.19)	\$	0.02	\$	(0.01)	\$ (0.02)	\$	1.44
Diluted shares used		1,711		1,711		1,711		1,711	1,711		1,711

- (1) Certain share-based compensation is included in operating expenses as part of employee-related costs but is not allocated to the Company's segments as such costs are not considered relevant by management in evaluating segment performance.
- (2) During the fourth quarter of fiscal 2007, the Company recorded a \$331 million tax benefit, or \$0.20 diluted earnings per share, related to tax expense recorded in prior years resulting from the completion of tax audits during the fourth fiscal quarter. The fiscal 2007 Qualcomm pro forma results excluded this tax benefit attributable to prior years.
- (3) During the first quarter of fiscal 2007, the federal R&D tax credit that expired on December 31, 2005 was extended by Congress for a period of two years beyond the prior expiration date. The Company recorded a tax benefit of \$33 million, or \$0.02 diluted earnings per share, related to fiscal 2006 in the first quarter of fiscal 2007 due to this retroactive extension. The fiscal 2007 Qualcomm pro forma results excluded this tax benefit attributable to fiscal 2006.
- (4) At fiscal year-end, the sum of the quarterly tax provisions for each column, including QSI, equals the annual tax provisions for each column computed in accordance with GAAP. In interim quarters, the tax provision for the QSI operating segment is computed by subtracting the tax provision for Qualcomm pro forma, the tax items column and the tax provisions related to estimated share-based compensation and in-process R&D from the tax provision for total Qualcomm (GAAP).



### **Qualcomm Incorporated**

#### Reconciliation of Pro Forma Free Cash Flows to Total Qualcomm (GAAP) net cash provided by operating activities and other supplemental disclosures

(In millions)

(Unaudited)

Twelve Months Ended Sept	tember 30.	2007
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	Estimated								7	<b>Total</b>	
	Qu	Qualcomm Share-Based In-Process							Qualcomm		
	Pro	Pro Forma		Compensation		R&D		QSI		(GAAP)	
Net cash provided (used) by operating activities	\$	4,252	\$	(240) (a)	\$	(10)	\$	(191)	\$	3,811	
Less: capital expenditures		(726)		-		-		(92)		(818)	
Free cash flow	\$	3,526	\$	(240)	\$	(10)	\$	(283)	\$	2,993	

#### Twelve Months Ended September 24, 2006

	Qualcomm Pro Forma		Shar	timated re-Based pensation	QSI		Total Qualcomm (GAAP)	
Net cash provided (used) by operating activities Less: capital expenditures	\$	3,746 (566)	\$	(403) (a)	\$ (90) (119)	\$	3,253 (685)	
Free cash flow	\$	3,180	\$	(403)	\$ (209)	\$	2,568	

<sup>(</sup>a) Incremental tax benefits from stock options exercised during the period.



## **Business Outlook Summary (as of November 8, 2007)**

	Q1'07 Results	Current Guidance Q1'08 Estimates
Qualcomm Pro Forma		
Revenues	\$2.02B	\$2.3B - \$2.4E
Year-over-year change		increase 14% - 19%
Diluted earnings per share (EPS)	\$0.43	\$0.50 - \$0.52
Year-over-year change		increase 16% - 21%
Total Qualcomm (GAAP)		
Revenues	\$2.02B	\$2.3B - \$2.4E
Year-over-year change		increase 14% - 19%
Diluted earnings per share (EPS)	\$0.38	\$0.42 - \$0.44
Year-over-year change		increase 11% - 16%
Diluted EPS attributable to QSI	(\$0.01)	(\$0.03)
Diluted EPS attributable to estimated share-based compensation	(\$0.05)	(\$0.05)
Diluted EPS attributable to tax items	\$0.02	n/a



# Business Outlook Summary (as of November 8, 2007), continued

SCAL YEAR		
	FY 2007 Results (1)	Current Guidance FY 2008 Estimates (2)
Qualcomm Pro Forma		
Revenues	\$8.87B	\$9.5B - \$9.9
Year-over-year change		increase 7% - 129
Diluted earnings per share (EPS)	\$2.01	\$2.03 - \$2.0
Year-over-year change		increase 1% - 49
Effective income tax rate	22%	approx. 21
Total Qualcomm (GAAP)		
Revenues	\$8.87B	\$9.5B - \$9.9
ear-over-year change		increase 7% - 12°
Diluted earnings per share (EPS)	\$1.95	\$1.68 - \$1.
Year-over-year change		decrease 11% - 149
Diluted EPS attributable to tax items related to prior years	\$0.22	n
Diluted EPS attributable to in-process R&D	(\$0.01)	r
Diluted EPS attributable to QSI	(\$0.08)	(\$0.1
Diluted EPS attributable to estimated share-based compensation	(\$0.19)	(\$0.2
Effective income tax rate	9%	approx. 17

<sup>(1)</sup> Our fiscal 2007 results do not include royalty revenue attributable to Nokia's sales after April 9, 2007, which we estimated to be approximately \$0.05 diluted earnings per share.

Sums may not equal totals due to rounding.

<sup>(2)</sup> We have excluded from our fiscal 2008 revenue and earnings guidance our estimate of royalties which we believe Nokia is required to report and pay to us under our existing license agreement in fiscal 2008 of approximately \$0.25-\$0.30 diluted earnings per share.



# Reconciliation of Results and Guidance including Nokia, to GAAP Results and Guidance

	Fiscal 2007 Results		Fiscal 2008 Guidance*		y-o-y change	
Qualcomm pro forma diluted EPS results/guidance with Nokia	\$	2.06	•	8 - \$2.39	11-16% increase	
Less estimated diluted Nokia EPS, excluded from results/guidance	\$	0.05		5 - \$0.30	n/m	
Qualcomm pro forma diluted EPS without Nokia** Reconciling items:	<b>\$</b>	2.01	\$2.0	3 - \$2.09	1-4% increase	
Diluted EPS attributable to tax items related to prior years	\$	0.22		n/a	n/m	
Diluted EPS related to in-process R&D	\$	(0.01)		n/a	n/m	
Diluted EPS related to QSI	\$	(80.0)	\$	(0.14)	n/m	
Diluted EPS related to estimated share-based compensation	\$	(0.19)	\$	(0.21)	n/m	
Total Qualcomm (GAAP) EPS results/guidance**	<b>\$</b> 1.95 <b>\$</b> 1.68 - <b>\$</b> 1.74		decrease 11-14%			

<sup>\*</sup> As of November 8, 2007

n/m- not meaningful

<sup>\*\*</sup> Fiscal 2007 results do not include royalty revenue attributable to Nokia's sales after April 9, 2007 which we estimated to be \$0.05 diluted EPS. We have excluded from our fiscal 2008 revenue and earnings guidance our estimate of royalties which we believe Nokia is required to report and pay to us under our existing license agreement in fiscal 2008 of approximately \$0.25-\$0.30 diluted EPS.

### **Reconciliation of EBITDA to Net Income**

(\$ in millions)

	FY2006		<u>F</u>	Y2007
Net Income	\$	2,470	\$	3,303
Plus: Income tax expense		686		323
Plus: Depreciation and Amortization		272		383
Less: interest income,net		(412)		(547)
EBITDA	\$	3,016	\$	3,462

EBITDA is defined as (Earnings Before Interest, Taxes, Depreciation and Amortization)



# Reconciliation of Pro forma to Total Qualcomm Operating Expenses (defined as SG&A and R&D) (\$ in millions)

	Q4 FY2007		Fiscal Q1 - 2008 Guidance*	_
QualcommPro Forma	\$	658	Increase approx. 13% sequentially (est.)	(1)
QSI	\$	38	not provided	
Total Qualcomm excluding share-based compensation under SFAS 123R	\$	696	Increase approx. 14% sequentially (est.)	
Share-based compensation allocated to SG&A & R&D	\$	108		
Total Qualcomm (GAAP)	\$	804	Increase approx. 13% sequentially (est.)	(2)

<sup>(1)</sup> Qualcomm Pro Forma guidance for Q1 FY08 exclude expenses related to the QSI segment and certain share-based compensation.

<sup>(2)</sup> Q1 FY08 total Qualcomm (GAAP) operating expense guidance includes an estimate of the share-based compensation expense and estimated allocation to SG&A and R&D.

<sup>\*</sup> Guidance as of November 8, 2007



# Reconciliation of Pro forma to Total Qualcomm Operating Expenses (defined as SG&A and R&D) (\$ in millions)

	Fiscal 2007 Results		Fiscal 2008 Guidance*	_
Qualcomm Pro Forma	\$	2,668	Increase approx. 12% sequentially (est.)	(1)
QSI	\$	181	not provided	
In-process R&D	\$	10	not provided	
Total Qualcomm excluding share-based compensation under SFAS 123R	\$	2,859	Increase approx. 13% sequentially (est.)	
Share-based compensation allocated to SG&A & R&D	\$	448		
Total Qualcomm (GAAP)	\$	3,307	Increase approx. 12% sequentially (est.)	(3)

<sup>(1)</sup> Qualcomm pro forma guidance for fiscal 2007 excludes expenses related to the QSI segment and certain share-based compensation.

<sup>(2)</sup> Fiscal 2008 total Qualcomm (GAAP) operating expense guidance includes an estimate of the share-based compensation and estimated allocation to SG&A and R&D.

<sup>\*</sup> Guidance as of November 8, 2007

#### Reconciliation of Pro forma to Total Qualcomm

Gross Profit %
Fiscal 2008 Estimates as of November 8, 2007

	Qualcomm Pro Forma (1)	Certain Estimated Share-Based Compensation	QSI	Total Qualcomm (GAAP)
Revenue range Cost of sales range	\$9.5B - \$9.8B ~2.9B - 3.0B	n/a ∼\$0.04B	not provided ~\$0.2B	\$9.5B - \$9.8B ~3.1B - 3.2B
Gross Profit range Estimated Gross Profit %	~\$6.6B - \$6.8B ~69%	not provided not provided	not provided not provided	~\$6.4B - \$6.6B 67%

(1) Qualcomm pro forma guidance for fiscal 2008 excludes revenues and cost of sales related to certain sharebased compensation and the QSI segment.

