



Qualcomm

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@qualcomm

Automotive achievements¹

Since November 2021 Investor Day

Strong revenue growth from \$975M in FY21 to ~\$1.3B in FY22e

Executed on initial ramp of digital cockpit, with 20 new vehicle launches

Expanded ADAS/AD² chipset roadmap to address Level 1 through Level 5

Completed Arriver transaction and acquired ADAS/AD software stack and team

More than doubled design-win pipeline³ across Snapdragon[®] Digital Chassis[™] domains

1. Internal estimates as of September 22, 2022; 2. ADAS/AD: Advanced driver assistance system/automated driving; 3. The design-win pipeline reflects the current estimated future size of awarded automaker programs, based on forecasts provided directly by automakers and Tier-1 suppliers. Does not include \$900 million of RF Front-End design-win pipeline. Snapdragon Digital Chassis is a product of Qualcomm Technologies, Inc. and/or its subsidiaries

Automotive TAM expansion is accelerating

Connectivity

Industry on path to connecting all vehicles

Digital cockpit

Increasing complexity – chipset and software

ADAS/AD

Driving towards higher levels of automation

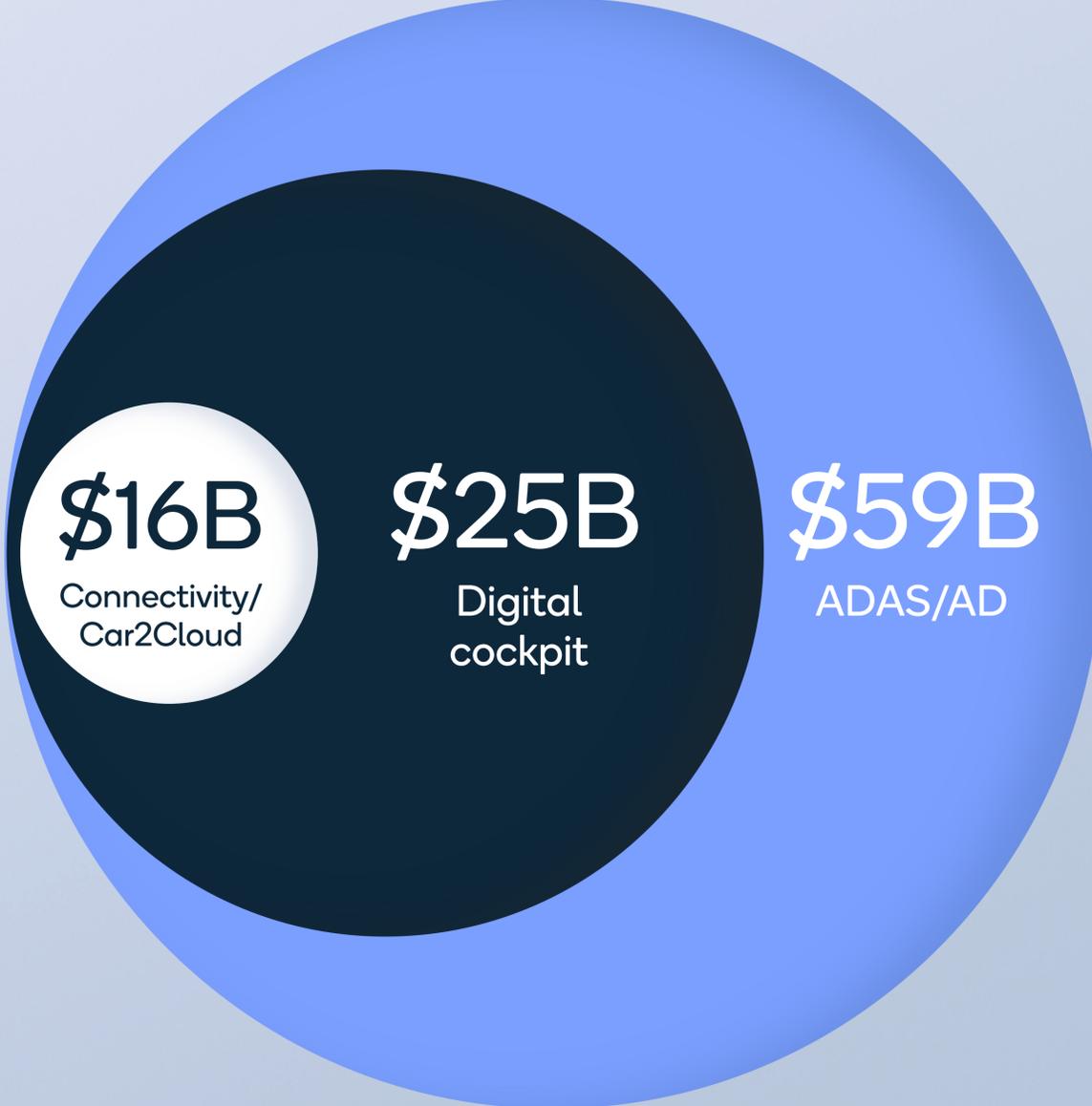
\$100B

by 2030e

Content per vehicle

\$200 to **\$3,000**
Base Premium

TAM by category



TAM: Total addressable opportunity. A combination of third-party and internal estimates for calendar year, as of September 22, 2022

Design-win pipeline

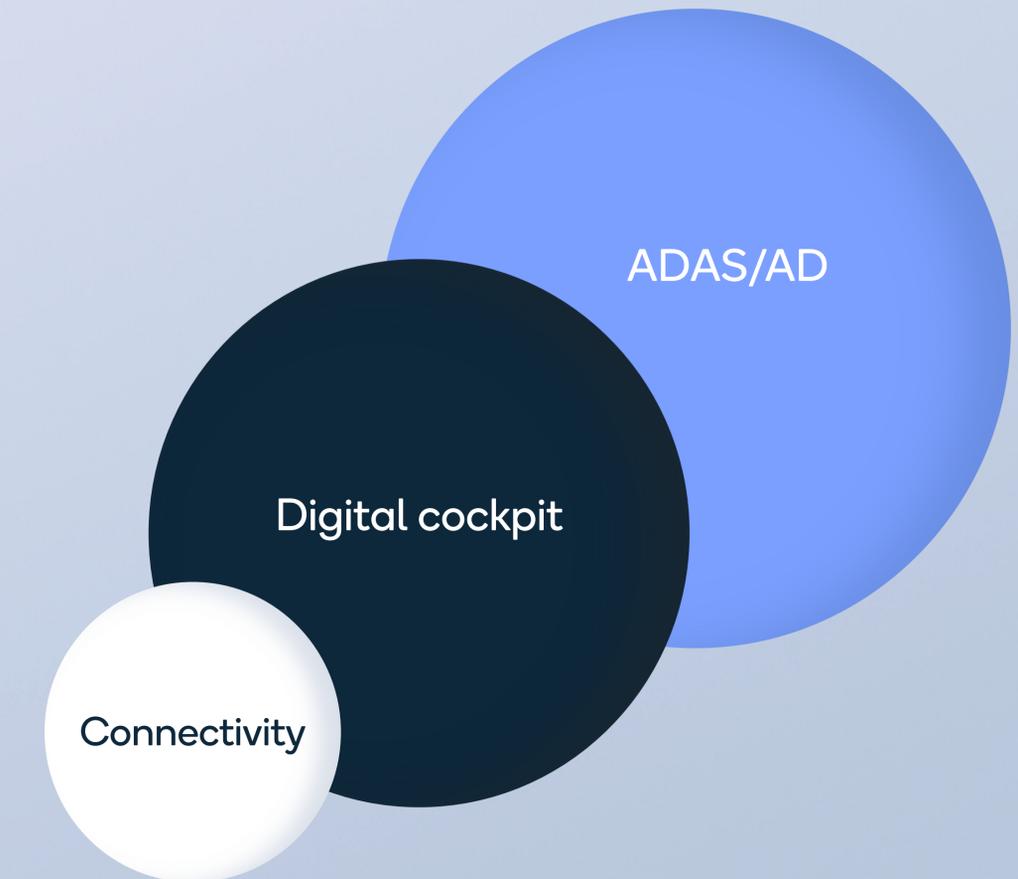
The leader in our addressable market

Substantial design wins expected to be awarded over the next two years

Source: A combination of third-party and internal estimates, as of September 22, 2022
1. Does not include \$900 million of RF Front-End design-win pipeline



Breakdown by domain



Revenue milestones

Digital cockpit ramp started in FY22

ADAS/AD meaningfully ramps in 2026e

90% of revenue forecast over next 4 years covered under existing design wins

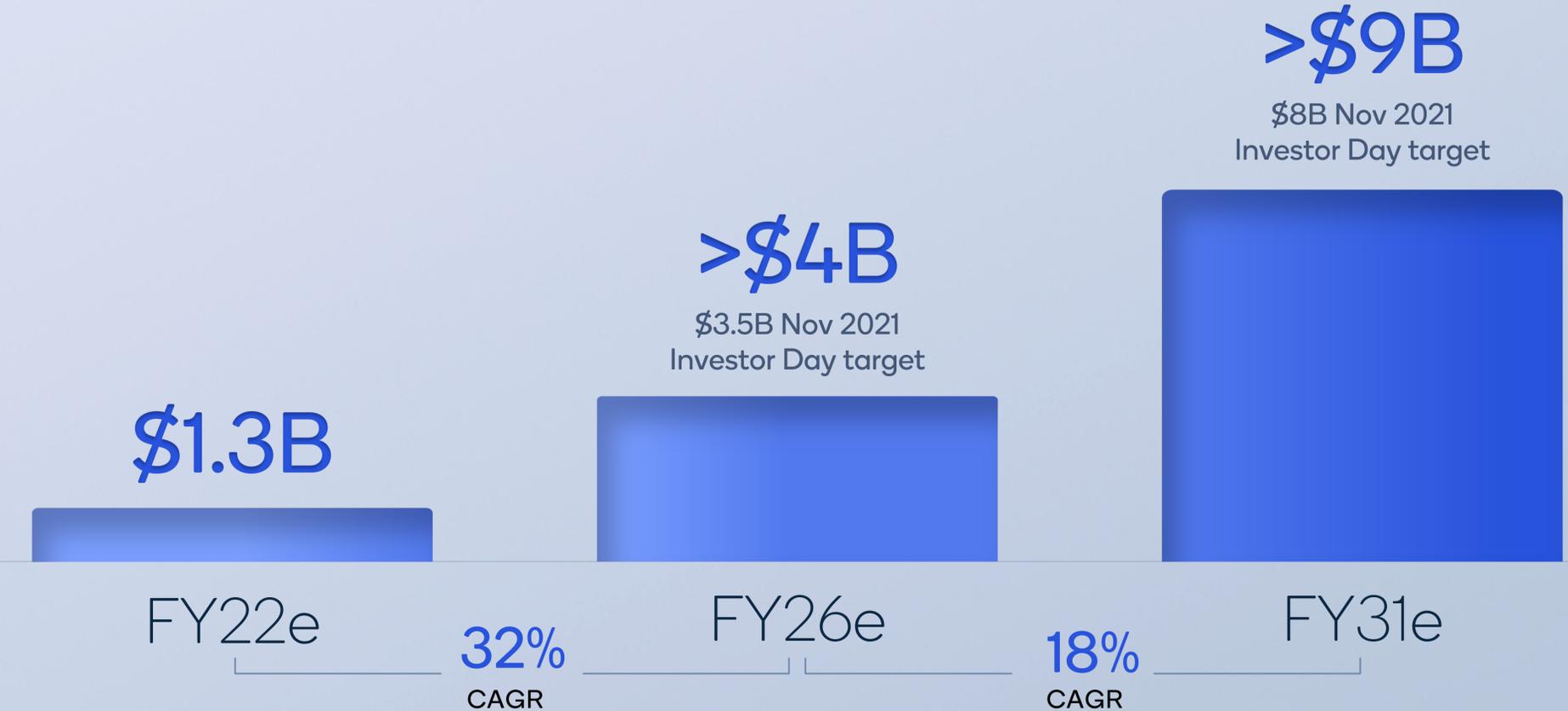
Operating scale

FY22: Connectivity and digital cockpit at scale, with ADAS/AD in investment phase

FY26e and beyond: Overall margins accretive to QCT

Source: Actuals and internal fiscal year forecast, as of September 22, 2022

Strong revenue growth forecast

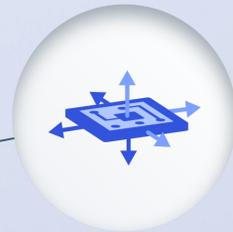


Incremental long-term opportunities

Not included in revenue forecast

Domain controllers

Safety and zonal controllers
for evolving car architecture



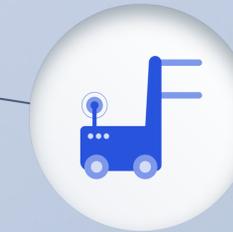
Two-wheelers and e-bikes

Extend Snapdragon Digital Chassis
to new categories



Last-mile autonomy

Geo-fenced, low-speed
autonomy applications



QTL automotive licensing program

Strong trend toward connected cars

Established licensing program in 3G/4G

250M+ vehicle connectivity units licensed to-date

Source: Internal data

5G connected vehicle

Licensing program announced in 2020

Strong licensing position

50+ 5G connected vehicle license agreements to-date

5G adoption in automotive expected to scale in FY24

\$5 per vehicle or connected vehicle unit





Winning the digital future of automotive

Industry trends are increasing demand for our **One Technology Roadmap**

Rapid adoption of our solutions is **driving gains** across global ecosystem

\$30B design-win pipeline provides confidence in revenue growth forecast

Automotive is generating predictable, long-term earnings **growth and diversification**

Safe harbor

In addition to historical information, this presentation contains forward-looking statements that are inherently subject to risks and uncertainties, including but not limited to statements regarding: our business, product, technology, financial and acquisition strategies, priorities, plans, drivers, opportunities, outlook, estimates, targets and expectations; our growth opportunities, including in automotive, and our being well positioned to take advantage of those opportunities; our diversification strategy; our addressable market and addressable market expansion; our automotive design-win pipeline and revenue forecast; the digital transformation of automotive, automakers becoming technology companies, the car becoming software defined and similar statements; our technologies, technology leadership and technology roadmap; our products, product performance, product leadership, product pipeline and product roadmap; new product releases, announcements and design wins; the benefits of our technologies and products; our business and share trends, as well as market and industry trends and their potential impact on our business and our positioning to take advantage thereof; anticipated demand for our products and technologies; and our estimates, forecasts and guidance related to our financial results. Forward-looking statements are often identified by words such as “estimates,” “forecast,” “guidance,” “future,” “target,” “expects,” “anticipates,” “intends,” “plans,” “believes,” “seeks” and similar expressions. Actual results may differ materially from those referred to in the forward-looking statements due to a number of important factors, including but not limited to: the impact of the COVID-19 pandemic, and government policies and other measures designed to limit its spread; our dependence on a small number of customers and licensees, and particularly from their sale of premium-tier devices; our customers vertically integrating; a significant portion of our business being concentrated in China, which is exacerbated by U.S./China trade and national security tensions; our ability to extend our technologies and products into new and expanded product areas, and industries and applications beyond mobile handsets; our strategic acquisitions, transactions and investments, and our ability to consummate strategic acquisitions; our dependence on a limited number of third-party suppliers; risks associated with the operation and control of our manufacturing facilities; security breaches of our information technology systems, or other misappropriation of our technology, intellectual property or other proprietary or confidential information; our ability to attract and retain qualified employees, and to successfully operate under a hybrid working environment; the continued and future success of our licensing programs, which requires us to continue to evolve our patent portfolio and to renew or renegotiate license agreements that are expiring; efforts by some OEMs to avoid paying fair and reasonable royalties for the use of our intellectual property, and other attacks on our licensing business model; potential changes in our patent licensing practices, whether due to governmental investigations, legal challenges or otherwise; adverse rulings in governmental investigations or proceedings; our customers’ and licensees’ sales of products and services based on CDMA, OFDMA and other communications technologies, including 5G, and our customers’ demand for our products based on these technologies; competition in an environment of rapid technological change, and our ability to adapt to such change and compete effectively; failures in our products or in the products of our customers or licensees, including those resulting from security vulnerabilities, defects or errors; difficulties in enforcing and protecting our intellectual property rights; claims by third parties that we infringe their intellectual property; our use of open source software; the cyclical nature of the semiconductor industry, declines in global, regional or local economic conditions, or our stock price and earnings volatility; our ability to comply with laws, regulations, policies and standards; our indebtedness; and potential tax liabilities. These and other risks are set forth in our Quarterly Report on Form 10-Q for the fiscal quarter ended June 26, 2022 filed with the Securities and Exchange Commission (SEC). Our reports filed with the SEC are available on our website at www.qualcomm.com. We undertake no obligation to update, or continue to provide information with respect to, any forward-looking statement or risk factor, whether as a result of new information, future events or otherwise.

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