Qualcomm



2023 Annual Meeting of Stockholders

March 8, 2023

@qualcomm

Qualcomm



Mark McLaughlin

Chair of the Board, Qualcomm Incorporated

Qualcomm



Cristiano Amon

President and Chief Executive Officer, Qualcomm Incorporated

@cristianoamon

Enabling a world where everyone and everything can be intelligently connected





One technology roadmap

Leading technologies to scale across virtually every device

Everything wireless

High performance, low power

Edge intelligence







Automotive



Consumer IoT



Industrial IoT



IoT edge networking



World's 1st 5G AI modem

World's 1st Wi-Fi 7 solution with HBS

World's 1st Cognitive ISP

Groundbreaking Al performance

Desktop-level gaming

Professional-grade photography

CPU: 35% faster & 40% power savings¹

GPU: 25% faster & 45% power savings

ANNOUNCEMENT AT MWC'23

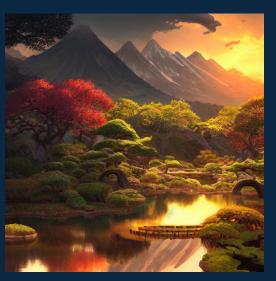
World's first on-device demo of Generative AI (Stable Diffusion) on an Android phone

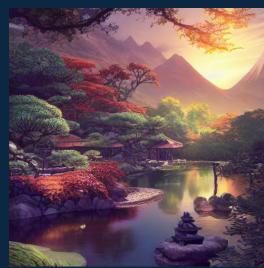
1B+ parameter generative AI model

Leading AI Engine, AI stack & tools make it possible

Next steps Large Language Models running on device







Galaxy



















Defining a new standard for premium smartphones

65+ design wins to date



Samsung Galaxy 23



Samsung Galaxy 23 Plus



Samsung Galaxy 23 Ultra



OnePlus 11



Nubia Red Magic 8 Pro



Nubia Red Magic 8 Pro+



Motorola X40



Vivo X90 Pro+



iQOO 11



iQOO 11 Pro



Nubia Z50



Redmi K60 Pro



Xiaomi 13



Xiaomi 13 Pro



Xiaomi 13 Limited Edition



A platform for the future of automotive





4G/5G cellular connectivity
In-car connectivity
Positioning
EV charging connectivity



Design-win pipeline¹



In-car experiences

Instrument clusters

Navigation

Cameras

Displays

Audio and multimedia

Consumer and auto ecosystems



L1 to L4 Automated Driving SoC with Snapdragon Ride™ Automated Driving stack

Winning the digital future of automotive

Comprehensive assisted and automated driving

Cloud-connected, service-oriented architecture

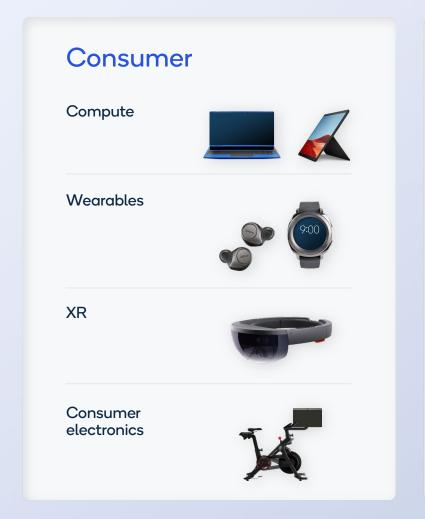


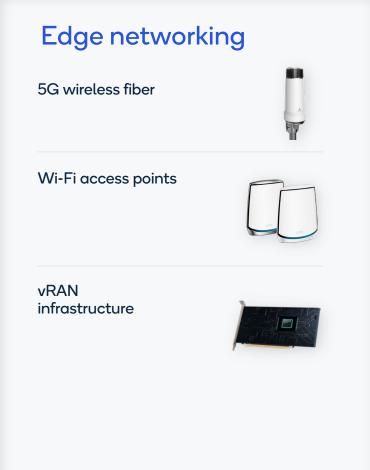
Qualcomm creates ecosystems





IoT opportunity – Developing next generation experiences and helping enable the digital economy







Transformative growth opportunities across Consumer IoT

PC

Al-accelerated capabilities to redefine modern personal computing

Industry-leading AI performance 5x faster than on competitor CPU¹ 2.5x faster than on competitor GPU¹



Next-generation PC Platform with custom Qualcomm Oryon™ CPUs exceeding our internal KPIs and delivering disruptive performance per watt



XR

Extending our leadership in XR

Announced world's 1st purpose built SoC for Augmented Reality



Device launches

HTC Vive XR Elite and devices from Panasonic, TCL and Pimax







Edge networking

Leading the next-gen wireless transition across home, enterprise and carrier







Wi-Fi 7 Qualcomm® Networking Pro Series production release - commercial launches with Xiaomi and TP-Link



NETGEAR



AM

EnGenius



NEC

Ľnksys

Wi-Fi 7 Qualcomm® Immersive Home Platform announced and sampling





Qualcomm® 5G Fixed Wireless Access Platform Gen 3, the world's 1st fully-integrated 5G advanced-ready FWA platform



Increased coverage through extended range mmWave and extended-range sub-6GHz with eight receiver antennas and support for power class 1.5

Industrial IoT enabling digital transformation across key verticals

Scaling new solutions through partners







Greater¹ connectivity and location in a small package, ultralow power and cost

Recent launches with Quectel and Calvi, joining MeiG, Sunsea, and MoMagic





Delivers flexible connectivity, enhanced GPS and advanced camera features

Telit joins long list of QCM2290 licensees: Quectel, Fibocom, MeiG, and Thundercomm

Commercial product launches across key applications

INDUSTRIAL & AUTOMATION







HapiiBot Commercial Cleaner Qualcomm® SDA845

DJI RC331 Drone Remote Controller Qualcomm* QCS6485

SMART CAMERA FOR HEALTH CARE



LG Smart Cam Pro to transform the way medical services are performed across the globe Qualcomm® QCS7230

BUILDING & ENTERPRISE



Mitac Fleet Al Dash Cam Qualcomm® QCS610



Aver Cam 570 Qualcomm® QCS610

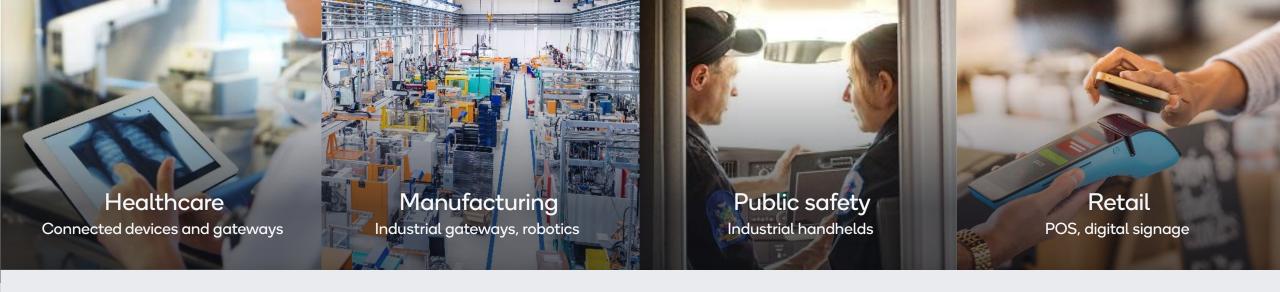


Panasonic i-Pro Qualcomm[®] MDM9207

VIDEO COLLABORATION



Qualcomm[®] QCS8250 video collaboration reference design for new era of hybrid work



Building a comprehensive ecosystem for Industrial IoT

More than 16K customers

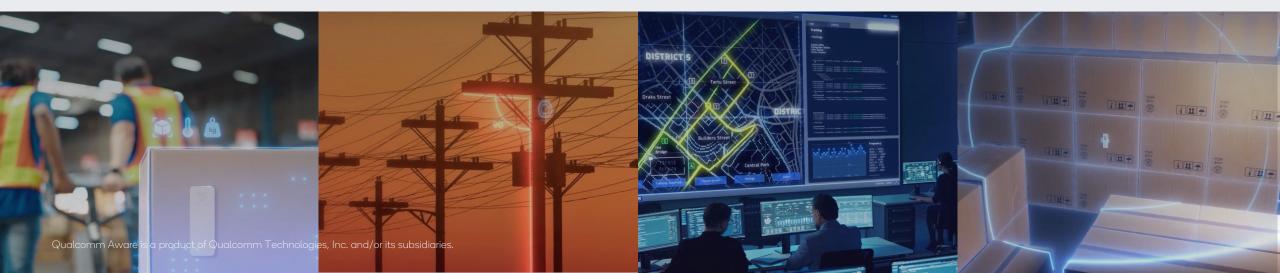




The Qualcomm Aware[™] Platform

Combines our industry-leading silicon with critical IoT services delivered through a cloud infrastructure and can be integrated with enterprise software and reseller platforms

Easily scalable across our vast ecosystem and opens new SaaS-based revenue opportunities



Fiscal 2022 Highlights

Record revenues and EPS

Revenues

\$44.2B

YoY Non-GAAP¹ Revenue Growth

32%

GAAP EPS²

\$11.37

Non-GAAP EPS

\$12.53

QCT

Record revenues of

\$37.7B

and record EBT³ of

\$12.8B

Combined Automotive & IoT revenues⁴ grew

38% year-over-year

Increased EBT by

65%

year-over-year

EBT margin of

34%

↑5pts year-over-year

QTL

Revenues of

\$6.4B

EBT margin of

73%

Other

Returned

\$6.3B

to stockholders including

\$3.1B

of share repurchases &

\$3.2B in dividends

FY20-FY22

>2x

Non-GAAP revenue growth

~3x

Non-GAAP EPS growth

1. Non-GAAP information excludes our QSI (Qualcomm Strategic Initiatives) segment and certain share-based compensation, acquisition-related items, tax items and other items. Further discussion regarding our use of Non-GAAP financial measures and reconciliations between GAAP and Non-GAAP results are included in this presentation; 2. EPS = Diluted earnings per share; 3. EBT = Earnings before taxes; 4. Beginning the first quarter of fiscal 2023, QCT RFFE (radio frequency front-end) revenues, which were previously presented as a separate revenue stream, are now included within our Handsets, Automotive and Internet of Things revenue streams as applicable. Prior period information has not been recast here to reflect this change.

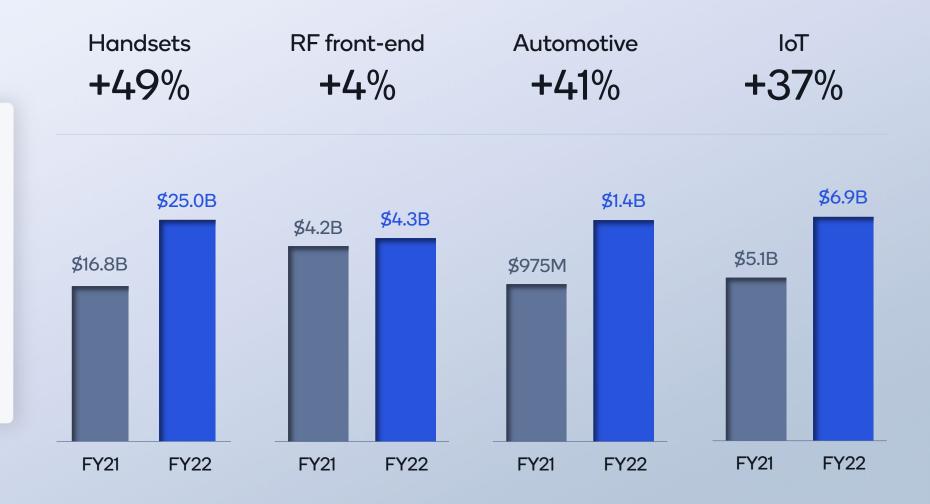
FY22

Record year across key non-GAAP metrics





Growth across all QCT revenue streams



Grow capital returns and maintain strategic flexibility¹

Stock repurchases and dividends

\$110B²

Cumulative return of capital to stockholders

\$0.80°

Increased quarterly dividend per share

Continue to grow dividends

Announced 7% dividend growth to \$3.20 annualized dividend³

Baseline of anti-dilutive buybacks

Returned \$3.1B to stockholders through repurchases of 21M shares in fiscal 2022

Incremental opportunistic buybacks

Strong balance sheet and investment grade rating A2/A stable rating⁴

Environmental, Social and Governance progress

Preparing the company for the next decade

Reduced Scope 1 and Scope 2 greenhouse gas (GHG) emissions by ~28% since 2014

Achieved The Climate Registry's Climate Registered[™] Platinum status for the 5th consecutive year

Reduced power consumption by at least 20%¹ year-over-year in our flagship Snapdragon products when averaged across all use cases Reached more than 25M people through our Wireless Reach programs

Achieved our 2025 goal to engage 1.5 million students and teachers across the globe

88% of primary semiconductor manufacturing suppliers audited for conformance to Supplier Code of Conduct every 2 years Increased our representation of women in leadership² by more than 7%, our representation of underrepresented minorities (URM)³ leadership by more than 5% and our overall representation of URMs by more than 12%, since 2020

33% of current board nominees are female and 25% are racially/ ethnically diverse

Executive compensation tied to diversity and inclusion initiatives





















We are at the beginning of one of the largest opportunities in our history

Industry trends creating new vectors of growth Demand for our technologies across virtually every industry

One technology roadmap drives earnings expansion

Focused on customers and industries that drive stable, long-term revenues

Expanding TAM and diversification while focusing on stockholder returns

Qualcom

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Note regarding forward looking statements

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In addition to historical information, this presentation and the webcast that it accompanies contain forward-looking statements that are inherently subject to risks and uncertainties, including but not limited to statements regarding: our growth opportunities; our business, product and technology strategies, including our diversification strategy; our technology leadership and technology roadmap; our products, product performance, product leadership, product pipeline, product roadmap; new product releases, announcements and design wins; our design win pipeline; the benefits of our technologies, products, business model and research and development efforts; 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; acquisitions, collaborations or other strategic transactions, including the anticipated benefits thereof; our capital allocation strategy, including anticipated dividend growth and share repurchases; our estimates, forecasts and guidance related to our financial results; and our environmental, social and governance (ESG) goals, targets and initiatives. Forward-looking statements are generally identified by words such as "estimates," "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: 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 work model; 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 or other legal 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; impacts of the COVID-19 pandemic, or any similar health crisis that may arise in the future, and government policies and other measures adopted in response thereto; 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 December 25, 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.

References to "Qualcomm" refer to Qualcomm Incorporated and/or its subsidiaries, as applicable. Qualcomm Incorporated includes QTL and the vast majority of our patent portfolio. Qualcomm Technologies, Inc., a subsidiary of Qualcomm Incorporated, operates, along with its subsidiaries, substantially all of our engineering and research and development functions and substantially all of our products and services businesses, including QCT.

Reconciliations

Note Regarding Use of Non-GAAP Financial Measures

The Non-GAAP financial measures presented herein should be considered in addition to, not as a substitute for or superior to, financial measures calculated in accordance with GAAP. In addition, "Non-GAAP" is not a term defined by GAAP, and as a result, our Non-GAAP financial measures might be different than similarly titled measures used by other companies. Reconciliations between GAAP and Non-GAAP financial measures are presented herein.

We use Non-GAAP financial information: (i) to evaluate, assess and benchmark our operating results on a consistent and comparable basis; (ii) to measure the performance and efficiency of our ongoing core operating businesses, including our QCT (Qualcomm CDMA Technologies) and QTL (Qualcomm Technology Licensing) segments; and (iii) to compare the performance and efficiency of these segments against competitors. Non-GAAP measurements used by us include revenues, cost of revenues, research and development (R&D) expenses, selling, general and administrative (SG&A) expenses, other income or expenses, operating income, interest expense, net investment and other income or earnings before income taxes, effective tax rate, net income and diluted earnings per share. We are able to assess what we believe is a meaningful and comparable set of financial performance measures by using Non-GAAP information. In addition, the HR and Compensation Committee of our Board of Directors uses certain Non-GAAP financial measures in establishing portions of the performance-based incentive compensation programs for our executive officers. We present Non-GAAP financial information to provide greater transparency to investors with respect to our use of such information in financial and operational decision-making. This Non-GAAP financial information is also used by institutional investors and analysts in evaluating our business and assessing trends and future expectations.

Non-GAAP information presented herein excludes our QSI (Qualcomm Strategic Initiatives) segment and certain share-based compensation, acquisition-related items, tax items and other items.

- QSI is excluded because we generally expect to exit our strategic investments in the foreseeable future, and the effects of fluctuations in the value of such investments and realized gains or losses are viewed as unrelated to our operational performance.
- Share-based compensation expense primarily relates to restricted stock units. We believe that excluding share-based compensation from Non-GAAP financial information allows us and investors to make additional comparisons of the operating activities of our ongoing core businesses over time and with respect to other companies.
- · Certain other items are excluded because we view such items as unrelated to the operating activities of our ongoing core businesses, as follows:
 - Acquisition-related items include amortization of acquisition-related intangible assets, substantially all of which relate to the amortization of technology-based intangible assets that is recorded in cost of revenues and will recur in future periods until the related intangible assets have been fully amortized. We view acquisition-related intangible assets as items arising from pre-acquisition activities determined at the time of an acquisition. Acquisition-related intangible assets contribute to revenue generation that has not been excluded from our Non-GAAP financial information.
 Acquisition-related items also include recognition of the step-up of inventories and property, plant and equipment to fair value and the related tax effects of acquisition-related items, as well as any effects from restructuring the ownership of such acquired assets. We also exclude the operating results of acquired and/or consolidated businesses that, as of close, are expected or required to be sold. Additionally, we exclude certain other acquisition-related charges such as third-party acquisition and integration services costs and costs related to temporary debt facilities and letters of credit executed prior to the close of an acquisition.
 - We exclude certain other items that we view as unrelated to our ongoing businesses, such as major restructuring and restructuring-related costs, asset impairments and awards, settlements and/or damages arising from legal or regulatory matters. We exclude gains and losses driven by the revaluation of our deferred compensation plan liabilities recognized in operating expenses and the offsetting gains and losses on the related plan assets recognized in investment and other income (expense).
 - Certain tax items that are unrelated to the fiscal year in which they are recorded are excluded in order to provide a clearer understanding of our ongoing Non-GAAP tax rate and after-tax earnings. Beginning in the first quarter of fiscal 2023 and for the initial five-year period in which we are required to capitalize and amortize R&D expenditures for U.S. federal income tax purposes, we also exclude the favorable impact to our provision for income taxes and results of operations resulting from such change in treatment of R&D expenditures. The favorable tax provision impact will diminish in future years as capitalized research and development expenditures continue to amortize.

Reconciliations of GAAP to Non-GAAP Financial Measures

Fiscal 2022 Results in millions, except per share data	GAAP Results	Less QSI	Less Share-Based Compensation	Less Other Items ¹	Non-GAAP Results
Revenues	\$44,200	\$31	\$—	\$—	\$44,169
EBT	\$14,998	(\$279)	(\$2,061)	\$740	\$16,598
Net income (loss)	\$12,936	(\$207)	(\$1,572)	\$461	\$14,254
Diluted EPS	\$11.37	(\$0.18)	(\$1.38)	\$0.41	\$12.53
Diluted shares	1,137	1,137	1,137	1,137	1,137
Fiscal 2021 Results in millions, except per share data	GAAP Results	Less QSI	Less Share-Based Compensation	Less Other Items ²	Non-GAAP Results
Revenues	\$33,566	\$45	\$—	\$54	\$33,467
EBT	\$10,274	\$916	(\$1,670)	(\$235)	\$11,263
Net income (loss)	\$9,043	\$ 751	(\$1,235)	(\$284)	\$9,811
Diluted EPS	\$7.87	\$0.65	(\$1.07)	(\$0.25)	\$8.54
Diluted shares	1,149	1,149	1,149	1,149	1,149

^{1.} Other items excluded from Non-GAAP results included a \$1.1 billion benefit resulting from the reversal of the 2018 EC fine (including a \$1.1 billion benefit in other income and a \$51 million reduction in interest expense) and a \$2 million gain related to a favorable legal settlement, partially offset by \$50 million of losses, net of income taxes, from the discontinued operations of the Non-Arriver businesses, as well as \$328 million for other acquisition-related charges, a \$38 million loss attributable to restructuring-related activities and \$5 million of interest expense related to the 2019 EC fine. Other items excluded from Non-GAAP results also included \$140 million of our referred compensation plan liabilities, which were included within investment and other (expense) income, net. Tax expense in the "Other Items" column included a \$226 million foreign tax audit and a \$1 million charge from the combined effect of other items in EBT, partially offset by a \$26 million benefit for the tax effect of acquisition-related charges.

^{2.} Other items excluded from Non-GAAP results included \$54 million of revenues related to the release of a variable constraint against revenues that were previously excluded from our Non-GAAP results. Other items excluded from Non-GAAP results also included \$260 million of acquisition-related charges, \$30 million of interest expense related to the 2018 and 2019 European Commission fines and \$4 million of restructuring-related losses, partially offset by a \$7 million gain related to a favorable legal settlement. Other items excluded from Non-GAAP results also included \$132 million of losses driven by the revaluation of our deferred compensation plan liabilities, which increased operating expenses, offset by corresponding \$130 million of gains driven by the revaluation of the associated plan assets, which were included within investment and other income, net. Tax expense in the "Other Items" column included a \$55 million charge related to a tox audit settlement with the Internal Revenue Service, a \$39 million charge from the combined effect of other items in EBT and a \$5 million foreign currency loss related to a noncurrent receivable resulting from our refund claim of Korean withholding taxes paid in prior periods and a \$10 million benefit from the effects of new U.S. Treasury regulations on prior periods and a \$10 million benefit from the effects of new U.S. Treasury regulations on prior periods and a \$10 million benefit from the effects of new U.S. Treasury regulations on prior periods and a \$10 million benefit from the effects of new U.S. Treasury regulations on prior periods and a \$10 million benefit from the effects of new U.S. Treasury regulations on prior periods and a \$10 million benefit from the effects of new U.S. Treasury regulations on prior periods and a \$10 million benefit from the effects of new U.S. Treasury regulations on prior periods and a \$10 million benefit from the effects of new U.S. Treasury regulations on prior periods and a \$10 million benefit from the effects of new U.S. Treasury regul

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in millions, except per share data	GAAP Results	Less QSI	Less Share-Based Compensation	Less Other Items ¹	Non-GAAP Results
Revenues	\$23,531	\$36	\$—	\$1,841	\$21,654
Net income (loss)	\$5,198	(\$3)	(\$974)	\$1,359	\$4,816
Diluted EPS	\$4.52	\$—	(\$0.85)	\$1.18	\$4.19
Diluted shares	1,149	1,149	1,149	1,149	1,149

^{1.} Other items excluded from Non-GAAP results included \$1.8 billion resulting from the settlement agreement with Huawei and royalties for sales made in the March 2020 and June 2020 quarters under the new global patent license agreement with Huawei, \$329 million of acquisition-related charges, \$54 million of nonmarketable investment impairments, \$26 million of interest expense related to the 2018 and 2019 European Commission fines and \$2 million of charges related to restructuring-related activities, shillion activities, shillion activities, shillion activities, shillion of losses driven by the revaluation of the revaluation of the associated plan assex, which were included within investment and other income, net. Tax expense in the "Other Items" column included a \$267 million charge related to a charge related to the first million charge related to a foreign jurisdiction, a \$25 million tax benefit from tax incentives in a foreign jurisdiction, a \$57 million tax benefit from the release of a valuation allowance, a \$46 million tax benefit from our refund claim of Korea withholding taxes paid in prior periods and a \$21 million tax benefit related to a prior year.