November 6, 2013

# Fourth Quarter and Fiscal 2013 Earnings

**Q**IIALCOMM°



#### Safe harbor

This presentation contains forward-looking statements that are inherently subject to risks and uncertainties, including but not limited to statements regarding the expected continued strong growth of 3G and 3G/4G multimode devices around the world, particularly in China; our being well positioned from a growth standpoint; expectations for double-digit compound annual growth rates for both revenues and earnings per share over the next five years; and our estimates and guidance related to revenues, diluted earnings per share, MSM chip shipments, total reported device sales, 3G/4G device shipments and average selling prices (ASPs), effective income tax rates, and R&D and SG&A expenses. Forward-looking statements are generally identified by words such as "estimates," "guidance," "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 risks associated with the commercial deployment of CDMA, OFDMA and other technologies, continuing growth in our customers' and licensees' sales of products and services based on these technologies and our ability to continue to drive customer demand for our products and services based on these technologies; competition; our dependence on a small number of customers and licensees; the continued and future success of our licensing programs; attacks on our licensing business model, including current and future legal proceedings or actions of governmental or quasi-governmental bodies or standards or industry organizations; the enforcement and protection of our intellectual property rights; the commercial success of our new technologies, products and services; claims by third parties that we infringe their intellectual property; our dependence on a limited number of third-party suppliers; our stock price and earnings volatility; government regulations and policies; strategic transactions and investments; global economic conditions that impact the mobile communications industry; foreign currency fluctuations; and failures in our products or services or in the products of our customers, including those resulting from security vulnerabilities, defects or errors. These and other risks are set forth in our most recent Form 10-K filed with the SEC, copies of which are available on our website at www.qualcomm.com. We undertake no obligation to update any forward-looking statements.

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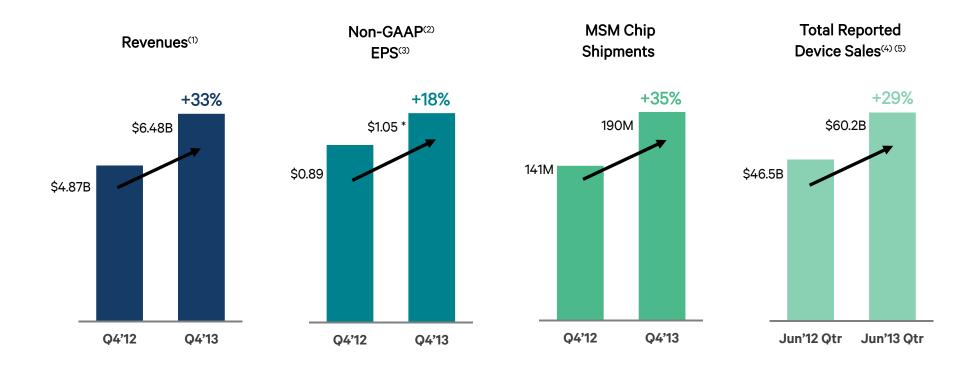
#### Qualcomm reports fourth quarter and fiscal 2013 earnings

#### Fiscal fourth quarter and year ended September 29, 2013

- Record financial performance this year as we delivered revenues of \$25 billion, up 30% versus last year.
- Our technologies underpin the global growth of wireless data, and our semiconductor solutions are used across the industry's flagship smartphones.
- Looking forward, we expect continued strong growth of 3G and 3G/4G multimode devices around the world, particularly in China with the anticipated launch of LTE.
- Qualcomm remains well positioned from a growth standpoint, and we expect double-digit compound annual growth rates for both revenues and earnings per share over the next five years.

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### Fourth quarter fiscal 2013 results vs. last year



<sup>\*</sup> Q4'13 results included a \$173 million charge, or \$0.10 per share, related to the recent verdict in our litigation with ParkerVision. (1), (2), (3), (4) & (5) See Footnotes page at the end of the presentation.

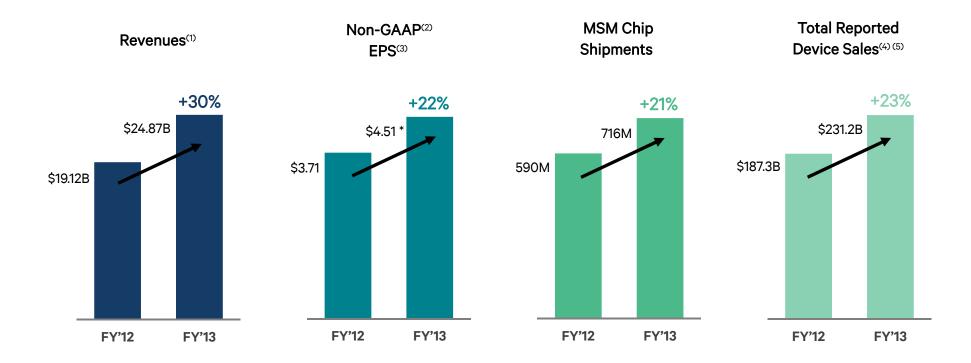
### Fourth quarter fiscal 2013 results vs. guidance

	Q4'13 guidance*	Q4'13 results
Revenues <sup>(1)</sup>	\$5.9B - \$6.6B	\$6.48B
Non-GAAP <sup>(2)</sup> diluted EPS <sup>(3)</sup>	\$1.02 - \$1.10	\$1.05 **
MSM chip shipments	171M - 181M	190M
Total reported device sales <sup>(4)</sup> (Jun. Qtr. <sup>(5)</sup> )	\$55.0B - \$60.0B	\$60.2B
Est. 3G/4G device shipments <sup>(4)</sup> (Jun. Qtr. <sup>(5)</sup> )	not provided	260M - 264M
Est. 3G/4G device ASP <sup>(4)</sup> (Jun. Qtr. <sup>(5)</sup> )	not provided	\$227 - \$233

<sup>\*</sup> Guidance as of Jul. 24, 2013.

<sup>\*\*</sup> Q4'13 results included a \$173 million charge, or \$0.10 per share, related to the recent verdict in our litigation with ParkerVision. (1), (2), (3), (4) & (5) See Footnotes page at the end of the presentation.

### Fiscal 2013 results vs. last year



<sup>\*</sup> FY'13 results included a \$173 million charge, or \$0.10 per share, related to the recent verdict in our litigation with ParkerVision. (1), (2), (3), (4) & (5) See Footnotes page at the end of the presentation.

### Fiscal 2013 results vs. guidance

	FY'13 guidance*	FY'13 results
Revenues <sup>(1)</sup>	\$24.3B - \$25.0B	\$24.87B
Non-GAAP <sup>(2)</sup> diluted EPS <sup>(3)</sup>	\$4.48 - \$4.56	\$4.51**
MSM chip shipments	698M - 708M	716M
Total reported device sales <sup>(4)</sup> (Sep Jun. Qtr. <sup>(5)</sup> )	\$225.9B - \$230.9B	\$231.2B
Est. 3G/4G device shipments <sup>(4)</sup> (Sep Jun. Qtr. <sup>(5)</sup> )	not provided	1,017M - 1,033M
Est. 3G/4G device ASP <sup>(4)</sup> (Sep Jun. Qtr. <sup>(5)</sup> )	\$223 - \$229	\$223 - \$229

<sup>\*</sup> Guidance as of Jul. 24, 2013.

<sup>\*\*</sup> FY'13 results included a \$173 million charge, or \$0.10 per share, related to the recent verdict in our litigation with ParkerVision. (1), (2), (3), (4) & (5) See Footnotes page at the end of the presentation.

### Fiscal first quarter & year 2014 guidance

#### As of November 6, 2013

	Q1'13 results	Q1'14 guidance	FY'13 results	FY'14 guidance
Revenues <sup>(1)</sup>	\$6.02B	\$6.3B - \$6.9B	\$24.87B	\$26.0B - \$27.5B
Non-GAAP <sup>(2)</sup> diluted EPS <sup>(3)</sup>	\$1.26	\$1.10 - \$1.20*	\$4.51	\$4.95 - \$5.15* ^
MSM chip shipments	182M	195M - 210M	716M	not provided
Total reported device sales <sup>(4) (5)</sup>	\$53.3B	\$57.5B - \$63.5B	\$231.2B	not provided

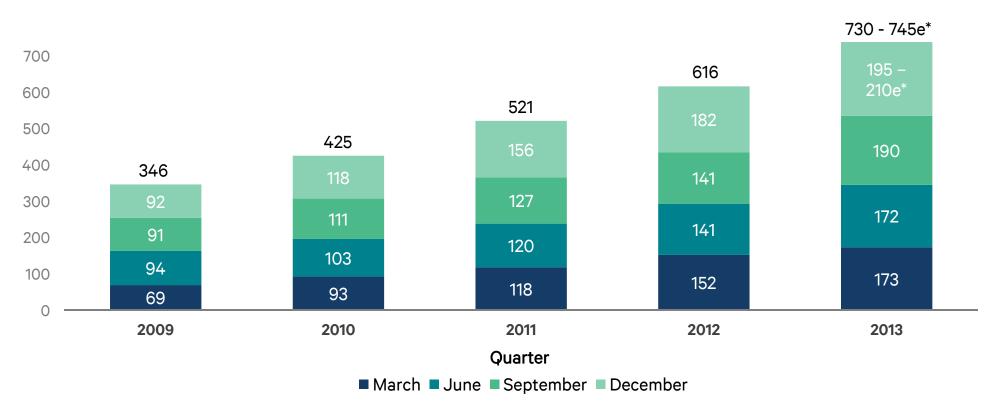
<sup>\*</sup> Q1 and FY 2014 guidance excludes the expected gain on sale of the North and Latin American operations of our Omnitracs division. We expect the transaction to close in the first quarter of fiscal 2014. Upon close, we expect to record a gain on sale of approx. \$0.22 to \$0.25 EPS.

<sup>^</sup> FY 2014 guidance includes an estimate of the benefit related to approx. \$4 billion in stock repurchases that we plan to complete over the course of fiscal 2014 under our current stock repurchase program. FY 2014 guidance also reflects an annual effective tax rate that includes an estimate of the United States federal R&D tax credit expected to be generated through December 31, 2013, the date on which the credit will expire.

(1), (2), (3), (4) & (5) See Footnotes page at the end of the presentation.

### Qualcomm MSM chip shipments

#### Calendar year, millions



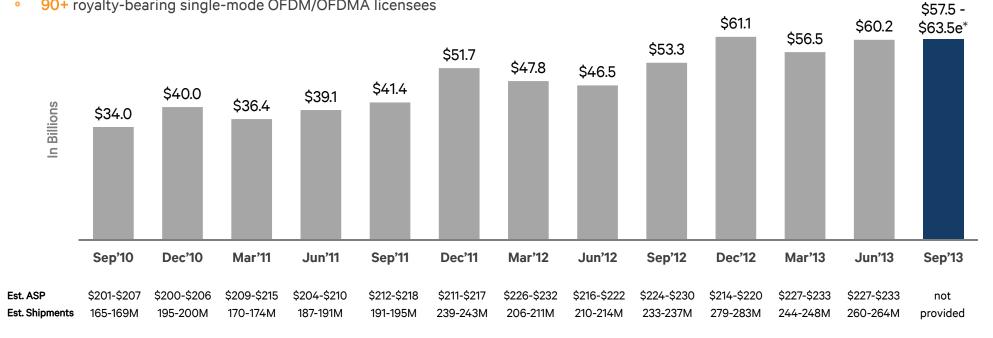
<sup>\*</sup> Guidance as of Nov. 6. 2013.

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### Quarterly total reported device sales(4) (5)

#### Reported by Qualcomm licensees

- 250+ CDMA-based licensees: 175+ licensed for WCDMA/TD-SCDMA
- 90+ royalty-bearing single-mode OFDM/OFDMA licensees

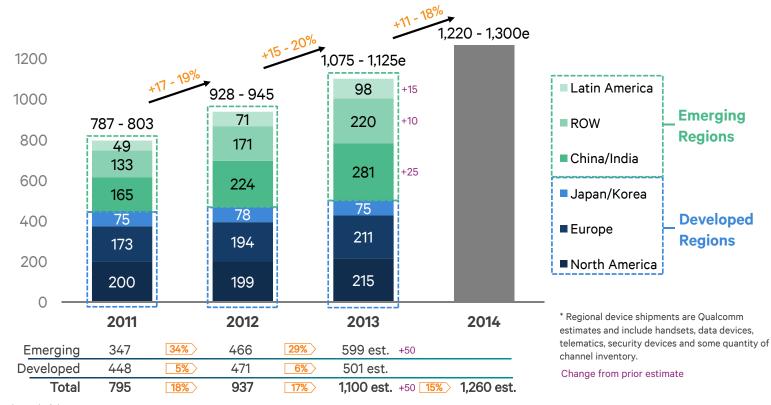


(4) & (5) See Footnotes page at the end of the presentation.

<sup>\*</sup> Guidance as of Nov. 6, 2013.

### Regional\* 3G/4G device shipment estimates<sup>40</sup>

Calendar year, millions, midpoints<sup>(6)</sup>, as of November 6, 2013



(4) & (6) See Footnotes page at the end of the presentation.

### Quarterly estimated 3G/4G device shipments & ASP trend (4) (5)

		FY'12			FY'13			FY'14	
	Sep '11	Dec '11	Mar '12	Jun '12	Sep '12	Dec '12	Mar '13	Jun '13	Sep '13**
Qtr. total reported device sales (\$B)	\$41.4	\$51.7	\$47.8	\$46.5	\$53.3	\$61.1	\$56.5	\$60.2	\$57.5 - \$63.5e
FY total reported device sales (\$B)				\$187.3				\$231.2	
Qtr. device shipments* (M)	193	241	209	212	235	281	246	262	
CY device shipments* (M)		795				937			CY'13: 1,075 - 1,125e CY'14: 1,220 - 1,300e
FY device shipments* (M)				855				1,025	
Qtr. device ASP*	\$215	\$214	\$229	\$219	\$227	\$217	\$230	\$230	
FY device ASP*				\$219				\$226	\$216 - \$230e

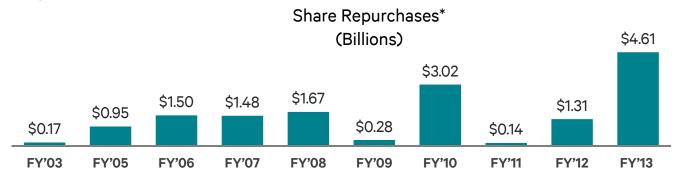
<sup>(4) &</sup>amp; (5) See Footnotes page at the end of the presentation.

<sup>\*</sup> Midpoints, see note (6) on the Footnotes page at the end of the presentation.

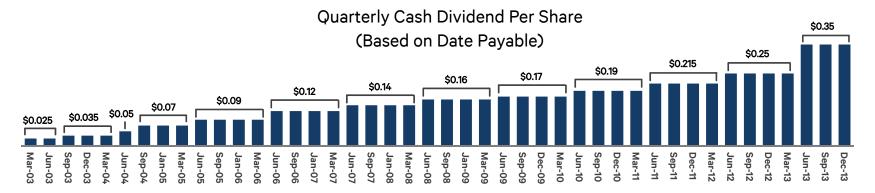
<sup>\*\*</sup> Guidance as of Nov. 6, 2013. Note: Sums of quarterly amounts may not equal totals due to rounding.

### Cumulative \$25.9 billion returned to stockholders

#### As of September 29, 2013



\$4.85 billion remained available for repurchase under a new stock repurchase program announced in September 2013.



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.

<sup>\*</sup> Gross repurchases excluding commissions.

### Financial strength

In billions	Sep'12	Sep'13	
Domestic	\$9.8	<i>\$8.1</i>	
Offshore	\$17.0	\$21.3	Cash resources and operating/ stock repurchase flexibility
Total cash & marketable securities	\$26.8	\$29.4	
	4		
Total assets	\$43.0	\$45.5	
Stockholders' equity	\$33.5	\$36.1	Solid balance sheet
Debt*	\$1.1	\$0.0	
FY EBITDA**	\$6.9	\$8.5	Cash flow to support future
FY Non-GAAP <sup>(2)</sup> free cash flows***	\$5.2	\$8.1	growth and dividends

 $<sup>^{\</sup>ast}$  Included capital leases and, at Sep'12, the BWA subsidiaries' loans and debentures.

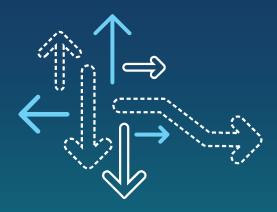
<sup>\*\*</sup> EBITDA is defined as income from continuing operations before income tax expense, depreciation and amortization, and interest and dividend income, net.

<sup>\*\*\*</sup> Free cash flows is defined as net cash provided by operating activities less capital expenditures.

<sup>(2)</sup> See Footnotes page at the end of the presentation.

#### Footnotes

- 1. Throughout this presentation, fiscal 2012 results for FLO TV are presented as discontinued operations. Revenues, operating expenses, operating income, earnings before tax (EBT) and effective tax rates are from continuing operations (i.e., before adjustments for noncontrolling interests and, for fiscal 2012, discontinued operations), unless otherwise stated.
- 2. Non-GAAP results exclude the QSI (Qualcomm Strategic Initiatives) segment and certain share-based compensation, acquisition-related items and tax items.
- 3. Throughout this presentation, net income and diluted earnings per share (EPS) are attributable to Qualcomm (i.e., after adjustments for noncontrolling interests and discontinued operations), unless otherwise stated.
- 4. Total reported device sales is the sum of all reported sales in U.S. dollars (as reported to us by our licensees) of all licensed CDMA-based, OFDMA-based and CDMA/OFDMA multimode subscriber devices (including handsets, modules, modem cards and other subscriber devices) by our licensees during a particular period (collectively, 3G/4G devices). The reported quarterly estimated ranges of ASPs and unit shipments are determined based on the information as reported to us by our licensees during the relevant period and our own estimates of the selling prices and unit shipments for licensees that do not provide such information. Not all licensees report sales, selling prices and/or unit shipments the same way (e.g., some licensees report selling prices net of permitted deductions, such as transportation, insurance and packing costs, while other licensees report selling prices and then identify the amount of permitted deductions in their reports), and the way in which licensees report such information may change from time to time. Total reported device sales, estimated unit shipments and estimated ASPs for a particular period may include prior period activity that was not reported by the licensee until such particular period.
- 5. Royalties are recognized when reported, generally one quarter following shipment.
- 6. The midpoints of the estimated ranges are identified for comparison purposes only and do not indicate a higher degree of confidence in the midpoints.



### Reconciliations

#### Non-GAAP results

#### In millions, except per share data

	Non-GAAP		Share-Based	Acquisition- Related Items		
SEGMENTS	(1)	QSI (1)	Compensation (1)	(1)	Tax Items	GAAP
Q4 - FISCAL 2013						
Operating income (loss)	\$1,940	(\$11)	(\$274)	(\$67)	\$ -	\$1,588
Change from prior year	20%	N/M	4%	25%		29%
Income tax rate	16%	N/M	18%	0%	N/A	18%
Net income (loss)	\$1,818	(\$24)	(\$226)	(\$67)	\$ -	\$1,501
Diluted EPS	\$1.05	(\$0.01)	(\$0.13)	(\$0.04)	\$ -	\$0.86
Change from prior year	18%	N/M	0%	0%	N/M	18%
Diluted shares used	1,738	1,738	1,738	1,738	1,738	1,738
Q4 - FISCAL 2012						
Operating income (loss)	\$1,612	(\$4)	(\$284)	(\$89)	\$ -	\$1,235
Net income (loss)	1,547	14	(222)	(78)	10	1,271
Diluted EPS	\$0.89	\$0.01	(\$0.13)	(\$0.04)	\$0.01	\$0.73
Diluted shares used	1,745	1,745	1,745	1,745	1,745	1,745
Q1 - FISCAL 2013						
Net income (loss)	\$2,204	(\$12)	(\$219)	(\$67)	\$ -	\$1,906
Diluted EPS	\$1.26	(\$0.01)	(\$0.12)	(\$0.04)	\$ -	\$1.09
Diluted shares used	1,751	1,751	1,751	1,751	1,751	1,751
12 MONTHS - FISCAL 2013						
Operating income (loss)	\$8,657	(\$31)	(\$1,103)	(\$293)	\$ -	\$7,230
Change from prior year	22%	73%	(7%)	(10%)		27%
Net income (loss)	\$7,911	\$43	(\$886)	(\$279)	\$64	\$6,853
Diluted EPS	\$4.51	\$0.02	(\$0.51)	(\$0.16)	\$0.04	\$3.91
Change from prior year	22%	(95%)	(9%)	(14%)	N/M	11%
Diluted shares used	1,754	1,754	1,754	1,754	1,754	1,754
12 MONTHS - FISCAL 2012						
Operating income (loss)	\$7,100	(\$116)	(\$1,035)	(\$267)	\$ -	\$5,682
Net income (loss)	6,463	690	(811)	(243)	10	6,109
Diluted EPS	\$3.71	\$0.40	(\$0.47)	(\$0.14)	\$0.01	\$3.51
Diluted shares used	1,741	1,741	1,741	1,741	1,741	1,741

<sup>(1)</sup> At fiscal year end, the sum of the quarterly tax provision (benefit) for each column equals the annual tax provision (benefit) for each column computed in accordance with GAAP. In interim quarters, the sum of these provisions (benefits) may not equal the total GAAP tax provision, and this difference is allocated to tax provisions (benefits) among the columns.

N/M - Not Meaningful

N/A - Not Applicable

Sums may not equal totals due to rounding.

### Q4 FY'13 EPS results vs. guidance

Q4 FY13 EPS guidance (midpoint) (2) Q4 FY13 EPS results Difference	Non-GAAP (1) \$1.06 1.05 (\$0.01)	\$0.90 0.86 (\$0.04)
Certain EPS Factors		
Operating results	\$0.03	\$0.03
Other factors (3)	0.06	0.06
Items excluded from Non-GAAP results (4)	N/A	(0.03)
Subtotal	0.09	0.06
ParkerVision verdict	(0.10)	(0.10)
	(\$0.01)	(\$0.04)

<sup>(1)</sup> Non-GAAP results exclude expenses related to the QSI segment and certain share-based compensation, acquisition-related items and tax items.

N/A - Not Applicable

<sup>(2)</sup> Provided on Jul. 24, 2013.

<sup>(3)</sup> Other factors are primarily related to the impact of certain tax items, share repurchases and investment portfolio performance

<sup>(4)</sup> Items excluded from Non-GAAP results related to QSI and certain acquisition-related items.

### Q4 FY'13 diluted EPS excluding ParkerVision charge

	Diluted EPS
Non-GAAP (1) - Excluding ParkerVision Charge	\$1.15
ParkerVision charge	(\$0.10)
Non-GAAP - As Reported (1)	\$1.05
QSI	(\$0.01)
Share-based compensation	(\$0.13)
Acquisition-related items	(\$0.04)
GAAP	\$0.86

<sup>(1)</sup> Non-GAAP results exclude the QSI segment and certain share-based compensation and acquisition-related items. Sum may not equal totals due to rounding.

### Q4 FY'13 combined R&D and SG&A expenses

#### In millions

	Q3 FY13 Results		Q4 FY13 Results		% Increase / (Decrease)	
Non-GAAP combined R&D and SG&A expenses (1)	\$	1,635	\$	1,729	6%	
QSI		7		11	N/M	
Share-based compensation		262		258	(2%)	
Acquisition-related items		7		7	N/M	
Total GAAP combined R&D and SG&A expenses	\$	1,911	\$	2,005	5%	

<sup>(1)</sup> Non-GAAP combined R&D and SG&A expenses excludes expenses related to the QSI segment and certain share-based compensation and acquisition-related items.

N/M - Not meaningful

#### **EBITDA**

#### In millions

#### **Reconciliation of EBITDA to Income from Continuing Operations** (1)

	Fiscal 2012		Fiscal 20 <sup>2</sup>	
Income from continuing operations	\$	5,283	\$	6,845
Plus: Income tax expense		1,279		1,349
Plus: Depreciation and amortization		897		1,017
Less: Interest and dividend income, net		(519)		(674)
EBITDA	\$	6,940	\$	8,537

<sup>(1)</sup> EBITDA is defined as income from continuing operations before income tax expense, depreciation and amortization and interest and dividend income, net.

### Non-GAAP free cash flow and return of capital to stockholders

#### In millions

	Twelv	e Months En	nded September 29, 2	013
	•		Share-Based	
	Non-GAAP	QSI	Compensation	GAAP
Net cash provided (used) by operating activities	\$ 9,052	\$ (43)	\$ (231) (a)	\$ 8,778
Less: capital expenditures	(973)	(75)	<del></del>	(1,048)
Free cash flow	\$ 8,079	\$ (118)	\$ (231)	\$ 7,730
Return of capital to stockholders				6,664
Return of capital to stockholders as a % of operating cash flow				76%
Return of capital to stockholders as a % of free cash flow				86%
	Twelv	ve Months En	nded September 30, 2	<b>012</b>
		TO MOTHETS ET	Share-Based	012
	Non-GAAP	QSI	Compensation	GAAP
Net cash provided (used) by operating activities	\$ 6,382	\$ (216)	\$ (168) (a)	\$ 5,998
Less: capital expenditures	(1,183)	(101)	<u> </u>	(1,284)
Free cash flow	<u>\$ 5,199</u>	\$ (317)	\$ (168)	\$ 4,714
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<sup>(</sup>a) Incremental tax benefits from share-based compensation during the period.

#### **Business outlook**

#### As of November 6, 2013

	Q1 FY13	Current Guidance
	Results	Q1 FY14 Estimates (1)
Non-GAAP diluted EPS	\$1.26	\$1.10 - \$1.2
Year-over-year change		decrease 5% - 13%
Diluted EPS attributable to QSI	(\$0.01)	(\$0.01
Diluted EPS attributable to share-based compensation	(\$0.12)	(\$0.13
Diluted EPS attributable to acquisition-related items	(\$0.04)	(\$0.04
GAAP diluted EPS	\$1.09	\$0.92 - \$1.02
Year-over-year change	·	decrease 6% - 16%

	FY 2013 Results	Current Guidance FY 2014 Estimates (1) (2)
Non-GAAP diluted EPS	\$4.51	\$4.95 - \$5.15
Year-over-year change		increase 10% - 14%
Diluted EPS attributable to QSI	\$0.02	(\$0.03
Diluted EPS attributable to share-based compensation	(\$0.51)	(\$0.51)
Diluted EPS attributable to acquisition-related items	(\$0.16)	(\$0.16
Diluted EPS attributable to tax items	\$0.04	N/A
GAAP diluted EPS	\$3.91	\$4.25 - \$4.45
Year-over-year change		increase 9% - 14%
Non-GAAP effective income tax rate		17% - 19%
GAAP effective income tax rate		19%

<sup>(1)</sup> Q1 and FY 2014 guidance excludes the expected gain on sale of the North and Latin American operations of our Omnitracs division. We expect the transaction to close in the first quarter of fiscal 2014. Upon close, we expect to record a gain on sale of approx. \$0.22 to \$0.25 EPS.

N/A - Not Applicable

Sums may not equal totals due to rounding.

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<sup>(2)</sup> FY 2014 guidance includes an estimate of the benefit related to approx. \$4 billion in stock repurchases that we plan to complete over the course of fiscal 2014 under our current stock repurchase program. FY 2014 guidance also reflects an annual effective tax rate that includes an estimate of the United States federal R&D tax credit expected to be generated through December 31, 2013, the date on which the credit will expire.

#### Business outlook including gain on Omnitracs

#### As of November 6, 2013

	FY 2013 Results	FY 2014 Guidance Estimates Including Gain on Omnitracs (1) (2)
Non-GAAP diluted EPS	\$4.51	\$5.17 - \$5.40
Year-over-year change		increase 15% - 20%
Diluted EPS attributable to QSI	\$0.02	(\$0.03)
Diluted EPS attributable to share-based compensation	(\$0.51)	, , ,
Diluted EPS attributable to acquisition-related items	(\$0.16)	
Diluted EPS attributable to tax items	\$0.04	· N/A
GAAP diluted EPS	\$3.91	\$4.47 - \$4.70
Year-over-year change	·	increase 14% - 20%

<sup>(1)</sup> The above FY 2014 guidance estimates includes the expected gain on sale of the North and Latin American operations of our Omnitracs division. We expect the transaction to close in the first quarter of fiscal 2014. Upon close, we expect to record a gain on sale of approx. \$0.22 to \$0.25 EPS.

N/A - Not Applicable

Sums may not equal totals due to rounding.

<sup>(2)</sup> FY 2014 guidance includes an estimate of the benefit related to approx. \$4 billion in stock repurchases that we plan to complete over the course of fiscal 2014 under our current stock repurchase program. FY 2014 guidance also reflects an annual effective tax rate that includes an estimate of the United States federal R&D tax credit expected to be generated through December 31, 2013, the date on which the credit will expire.

#### Q1 FY'14 combined R&D and SG&A expenses guidance

#### In millions

	Q4 FY13 Results		Q1 FY14 Guidance* (est.)	
Non-GAAP combined R&D and SG&A expenses (1)	\$	1,729	Decrease approx. 1% - increase approx. 1% sequentially	
QSI		11	not provided	
Acquisition-related items		7	not provided	
Total combined R&D and SG&A expenses excluding certain share-based compensation		1,747	Decrease approx. 1% - increase approx. 1% sequentially	
Share-based compensation allocated to R&D and SG&A		258		
Total GAAP combined R&D and SG&A expenses (2)	\$	2,005	Decrease approx. 1% - increase approx. 1% sequentially	

<sup>(1)</sup> Non-GAAP combined R&D and SG&A expenses excludes expenses related to the QSI segment and certain acquisition-related items and share-based compensation.

<sup>(2)</sup> Q1 FY14 total GAAP combined R&D and SG&A expenses guidance includes an estimate of the share-based compensation expense allocated to R&D and SG&A.

<sup>\*</sup> Guidance as of Nov. 6, 2013

### FY'14 combined R&D and SG&A expenses guidance

#### In millions

	Fiscal 2013 Results		Fiscal 2014 Guidance* (est.)	
Non-GAAP combined R&D and SG&A expenses (1)	\$	6,393	Increase approx. 5% - 7%	
QSI		31	not provided	
Acquisition-related items		29	not provided	
Total combined R&D and SG&A expenses excluding certain share-based compensation		6,453	Increase approx. 5% - 7%	
Share-based compensation allocated to R&D and SG&A		1,032		
Total GAAP combined R&D and SG&A expenses (2)	\$	7,485	Increase approx. 4% - 6%	

<sup>(1)</sup> Non-GAAP combined R&D and SG&A expenses excludes expenses related to the QSI segment and certain acquisition-related items and share-based compensation.

<sup>(2)</sup> Fiscal 2014 total GAAP combined R&D and SG&A expenses guidance includes an estimate of the share-based compensation expense allocated to R&D and SG&A.

<sup>\*</sup> Guidance as of Nov. 6, 2013

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