

Qualcomm

2022 Annual Meeting of Stockholders

March 9, 2022

@qualcomm

Qualcomm

A panoramic view of the San Diego skyline at night, with numerous skyscrapers illuminated and their lights reflecting on the water in the foreground. The sky is a deep blue, and the water is dark with shimmering reflections of the city lights.

Mark McLaughlin

Chair of the Board, Qualcomm Incorporated

Qualcomm

A panoramic view of the San Diego skyline at night, with numerous skyscrapers illuminated against a dark blue sky. The lights from the buildings reflect on the water in the foreground. The city's architecture is diverse, featuring various heights and styles of modern buildings.

Cristiano Amon

President and Chief Executive Officer, Qualcomm Incorporated

@cristianoamon

Mobile



Connected
intelligent edge

Enabling a world where everyone and everything is intelligently connected

Increasing data at the edge requires more local processing, intelligence

1. Canals estimate of increase in cloud infrastructure spend for Q1 2021, April 2021
2. IDC DataSphere Program, July 2021

Cloud growing at
35%
year-over-year¹

By 2025
64%
of data will be created
outside of traditional
data centers²



**Addressable market
expansion in the
next decade**

PAST
~\$15B¹
MSM, MDM,
Licensing

PRESENT
~\$100B¹
Premium- and
high-end Android
RFFE
Automotive
IoT

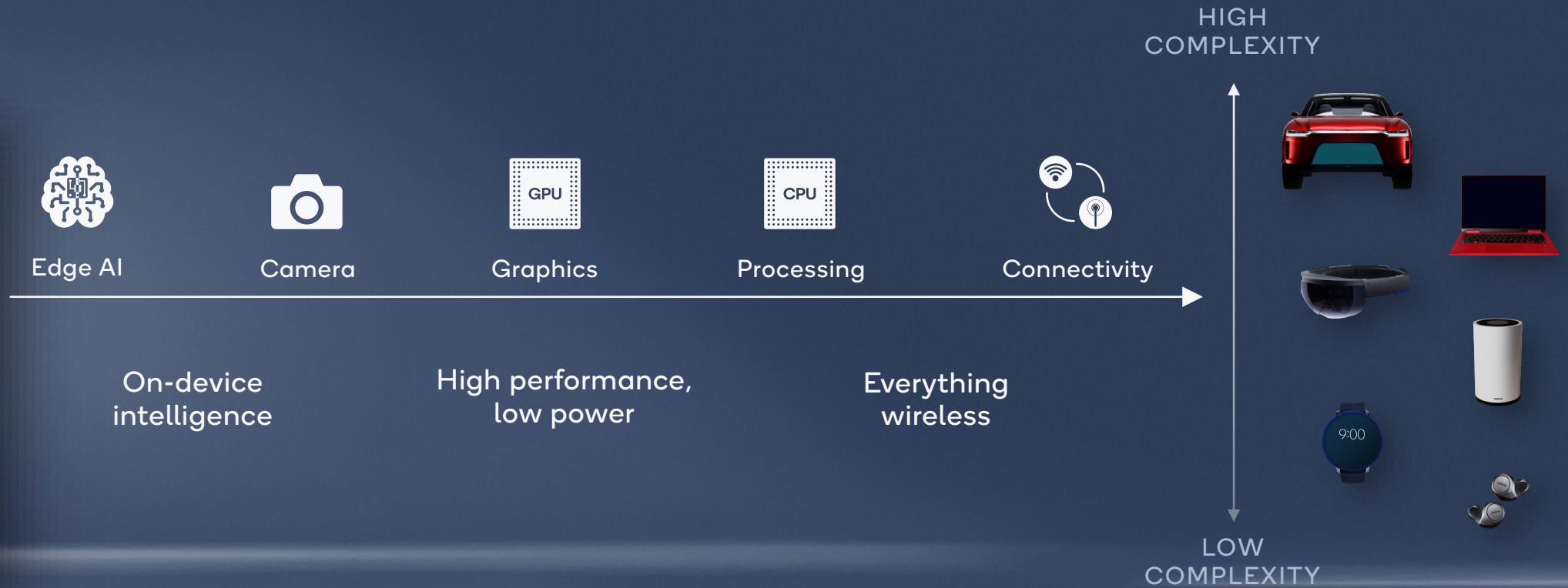
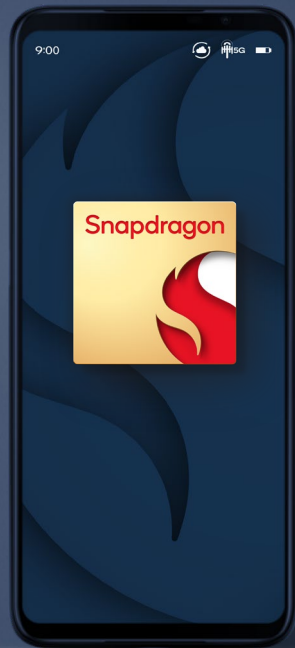
FUTURE
~\$700B²
Connected
intelligent edge

As of November 16, 2021

1. SAM: Serviceable Addressable Opportunity (for Qualcomm). Internal data.

2. TAM: Total Addressable Opportunity. A combination of internal and third-party estimates.

One technology roadmap that scales to address all growth vectors



Snapdragon sets the bar for premium-tier Android smartphones



#1 **Snapdragon® Connect**
Fastest 5G and Wi-Fi speeds¹



#1 **Snapdragon Sight™**
Leading with mobile-first camera features⁴



#1 **Snapdragon® Smart**
Leading on-device AI use cases and performance per watt²



#1 **Snapdragon® Secure**
Leading security features for mobile⁵



#1 **Snapdragon Sound™**
CD Lossless and LE Audio for Bluetooth³



#1 **Snapdragon Elite Gaming™**
Leading in desktop-level features on mobile⁶



1. First-announced 10 Gigabit 5G and 3GPP Release 16 Modem-RF System, fastest Wi-Fi peak speeds in commercially available device and access point chipsets; 2. Internal competitive analysis; 3. First announced audio codec for CD Lossless quality over Bluetooth; 4. First 8K HDR Video Capture and 18-bit ISP; 5. First announced support for Android-ready SE standard, always-on camera; 6. Internal competitive analysis. Snapdragon Elite Gaming, Snapdragon Sight, and Snapdragon Sound are products of Qualcomm Technologies, Inc. and/or its subsidiaries.

Positioned to
be the global
revenue leader
in **RF front-end**

Exceeded 2019 Analyst Day target

1 year early

RF front-end handset revenue in FY21

#1 in industry

acer



HONOR

Lenovo

Meta

motorola



oppo

QUECTEL
Build a Smarter World

SAMSUNG

SHARP

SONY

vivo



ZTE

IoT Next

Always
connected

High performance,
low power

On-device
intelligence

Consumer



Compute



XR



Wearables



Consumer electronics

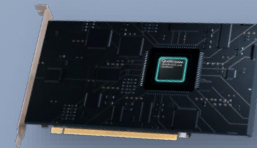
Edge networking



5G wireless fiber



Wi-Fi access points



vRan infrastructure

Industrial



Retail



Smart city



Energy



Manufacturing



Snapdragon

digital chassis

A platform for the future of automotive

>10x

Future silicon + software opportunity per car across telematics, digital cockpit and ADAS



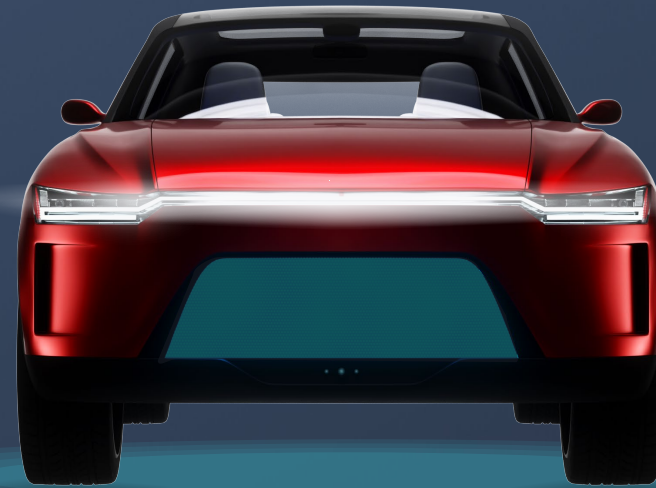
Snapdragon ride platform

L2+ / L3 Driver Assistance and Automated Driving SoC Platforms with Arriver Vision and Drive Policy stacks¹



Snapdragon auto connectivity platform

5G connectivity to cloud, C-V2X, Wi-Fi and Bluetooth within and around the vehicle, precise positioning and PLC for EV charging



Snapdragon cockpit platform

Transform the in-car experience and provide window to services



Snapdragon car-to-cloud

Software and services platforms to drive new monetization models

1. Arriver acquisition is expected to close in 2022, subject to certain closing conditions; Snapdragon digital chassis, Snapdragon Ride, Snapdragon cockpit platform, Snapdragon auto connectivity platform and Snapdragon Car-to-Cloud are products of Qualcomm Technologies, Inc. and/or its subsidiaries Source: Internal estimate.

Our key growth areas



Next-gen
Arm PCs



XR /
Metaverse



ADAS



Industrial
transformation



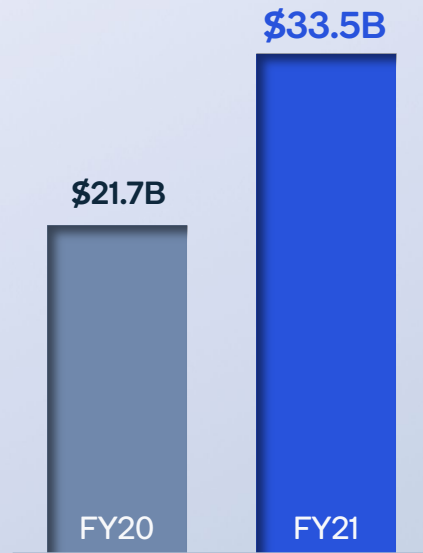
Modern
5G network

FY21

**Record year
across key
Non-GAAP¹
metrics**

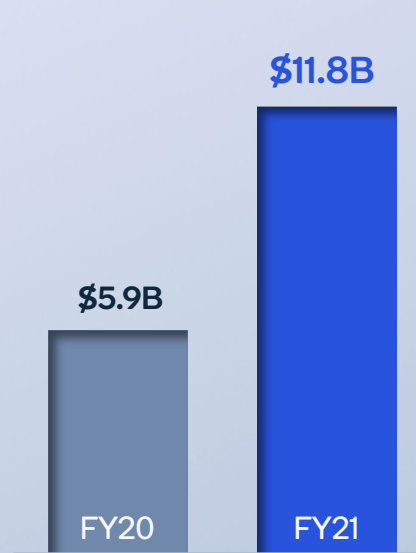
Revenues

+55%



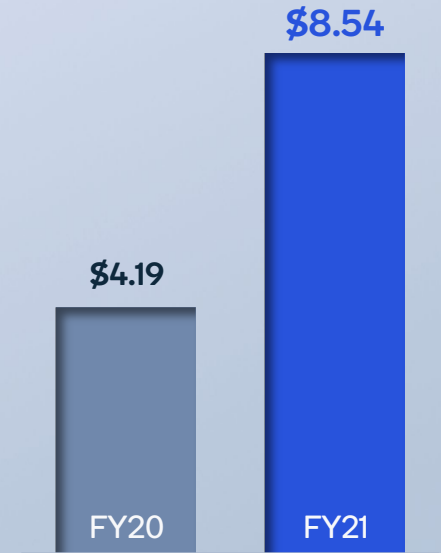
Operating income

+98%



Earnings per share

+104%



1. Please see appendix for definition, and/or GAAP to Non-GAAP reconciliations.

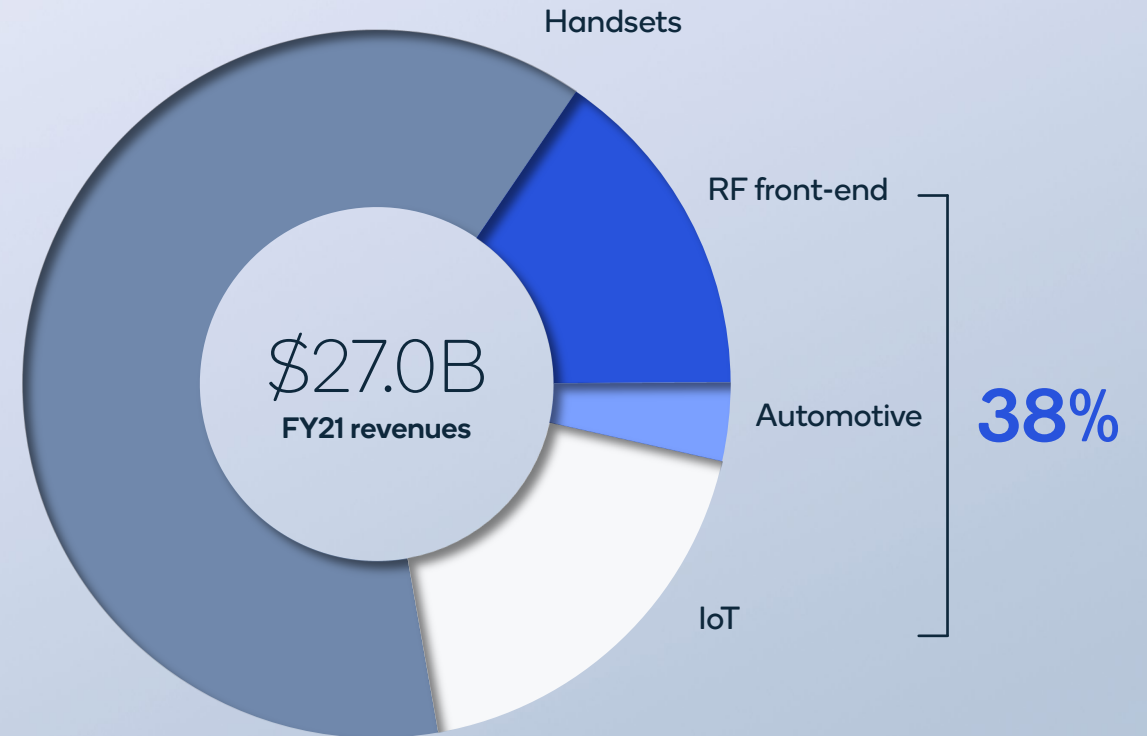
FY21

QCT revenue diversification

Non-handset revenues more than doubled over two years

Combined revenues across RF front-end, Automotive and IoT

\$4.8B \rightarrow \$10.2B
FY19 FY21

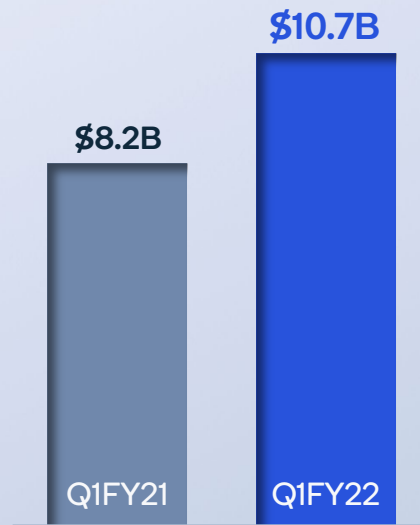


Q1FY22

Record quarter
across key
Non-GAAP
metrics

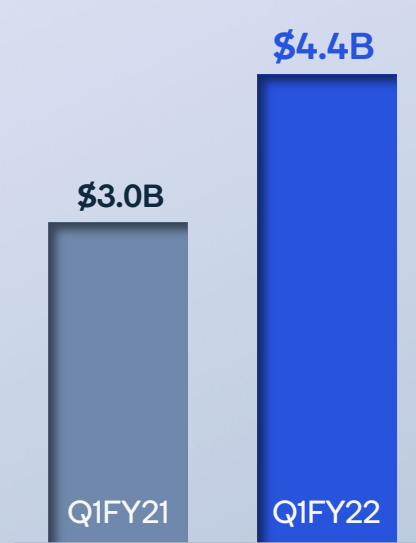
Revenues

+30%



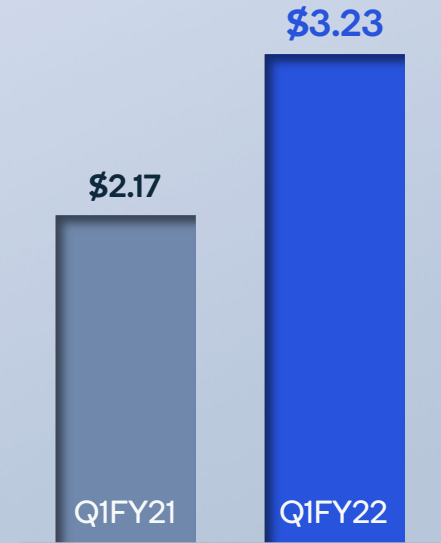
Operating Income

+46%



Earnings per share

+49%



Grow capital returns and maintain strategic flexibility¹

Stock repurchases and dividends

Continue to grow dividends

- Announced 10% dividend growth to \$3.00 annualized dividend
- Annualized target: high-single-digit to low-double-digit growth

Baseline of anti-dilutive buybacks

- Returned \$3.4B to stockholders through repurchases of 24M shares in fiscal 2021

Incremental opportunistic buybacks

Strong balance sheet and investment grade rating

- A2/A stable rating⁴

\$103B²

Cumulative return of capital to stockholders

\$0.75³

Increased quarterly dividend per share

5G enables a more sustainable future in the U.S.

IMPROVES WATER MANAGEMENT



410 billion
gallons of water
saved annually

CREATES GREEN JOBS



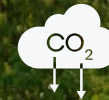
300k
new green jobs by 2030

REDUCES PESTICIDE USE



50%
less pesticides

REDUCES EMISSIONS



370+ million
metric tons of greenhouse gas
emissions avoided in 2025

OPTIMIZES ENERGY USAGE



20%
improvement in
fuel efficiency

DESIGNED FOR FORWARD COMPATIBILITY



Able to flexibly support
future services that are
unknown today



Environmental, Social and Governance progress

Preparing the company for the next decade



Member of
**Dow Jones
Sustainability Indices**
Powered by the S&P Global CSA



Reduced Scope 1 and Scope 2 greenhouse gas (GHG) emissions by **20%** since 2014

Reducing power consumption by at least **10%** year-over-year in our flagship Snapdragon products¹

Set a goal to reach **net-zero global GHG emissions** for Scopes 1, 2, and 3 by 2040



Reached **24M** people through our Wireless Reach programs

Impacted **700,000+** students and teachers through **STEM** initiatives since 2006

78% of primary semiconductor manufacturing suppliers audited for conformance to Supplier Code of Conduct in prior 2 years



Since 2019, increased female engineering representation by **21%**, worldwide, and increased US underrepresented minority employees by **8%**

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

Executive compensation tied to diversity and inclusion initiatives

1. Through 2025

Source: Internal data, 2021 Qualcomm Corporate Responsibility Report, Feb 2022

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 increasing margins and stockholder returns

Thank you

Qualcomm

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Note regarding forward looking statements

Note regarding forward looking statements

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 business, product, technology, financial and acquisition strategies, priorities, plans, drivers, opportunities, outlook, estimates, targets and expectations; our growth opportunities, including in 5G, Handsets, RF front-end, Automotive and IoT, and our being well positioned to take advantage of those opportunities; the continued evolution of 5G technology and the benefits thereof, including sustainability benefits; our technologies, technology leadership and technology roadmap; our products, product performance, product leadership, product pipeline, product mix and product roadmap; new product releases, announcements and design wins; the benefits of our technologies, products, business model and early investments in research and development; 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; our pending acquisition of Veoneer's Arriver business; anticipated demand for our products and technologies; our capital allocation strategy, including anticipated dividend growth and share repurchases; our estimates, forecasts and guidance related to our financial results; and our goals relating to reduction of greenhouse gas emissions.

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: 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 December 26, 2021 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 or in the accompanying conference call 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, operating expenses (which we define as combined R&D and SG&A expenses), other income or expenses, operating income, interest expense, net investment and other income, income or earnings before income taxes, effective tax rate, net income, diluted earnings per share, EBITDA and Adjusted EBITDA. We are able to assess what we believe is a more meaningful and comparable set of financial performance measures by using Non-GAAP information. In addition, the HR and Compensation Committee of the 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 non-cash share-based compensation from the 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. Additionally, we exclude 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.
 - 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.

Reconciliations of GAAP to Non-GAAP Financial Measures

<i>(In millions, except per share data)</i>	GAAP Results	Less QSI	Less Share-Based Compensation	Less Other Items ⁽¹⁾⁽²⁾	Non-GAAP Results
Fiscal 2021					
Revenues	\$33,566	\$45	\$—	\$54	\$33,467
Operating income (loss)	9,789	22	(1,670)	(335)	11,772
Net income (loss)	9,043	751	(1,235)	(284)	9,811
Diluted earnings per share	\$7.87	\$0.65	(\$1.07)	(\$0.25)	\$8.54
Diluted shares	1,149	1,149	1,149	1,149	1,149
Fiscal 2020					
Revenues	\$23,531	\$36	\$—	\$1,841	\$21,654
Operating income (loss)	6,255	13	(1,212)	1,522	5,932
Net income (loss)	5,198	(3)	(974)	1,359	4,816
Diluted earnings per share	\$4.52	\$—	(\$0.85)	\$1.18	\$4.19
Diluted shares	1,149	1,149	1,149	1,149	1,149

(1) & (2) See Reconciliations Footnotes page at the end of the presentation.

Reconciliations of GAAP to Non-GAAP Financial Measures

<i>(In millions, except per share data)</i>	GAAP Results	Less QSI	Less Share-Based Compensation	Less Other Items ⁽³⁾⁽⁴⁾	Non-GAAP Results
First Quarter Fiscal 2022 Results					
Revenues	\$10,705	\$8	\$—	\$—	\$10,697
Operating income (loss)	3,864	1	(499)	(70)	4,432
Net income (loss)	3,399	109	(309)	(87)	3,686
Diluted earnings per share	\$2.98	\$0.10	(\$0.27)	(\$0.08)	\$3.23
Diluted shares	1,142	1,142	1,142	1,142	1,142
First Quarter Fiscal 2021 Results					
Revenues	\$8,235	\$9	\$—	\$—	\$8,226
Operating income (loss)	2,526	6	(393)	(118)	3,031
Net income (loss)	2,455	150	(231)	26	2,510
Diluted earnings per share	\$2.12	\$0.13	(\$0.20)	\$0.02	\$2.17
Diluted shares	1,156	1,156	1,156	1,156	1,156

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

Reconciliation Footnotes

1. In fiscal 2021, 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 tax audit settlement with the Internal Revenue Service, a \$39 million charge related to a foreign tax audit, a \$7 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, partially offset by a \$28 million benefit for the tax effect of acquisition-related charges, a \$19 million tax benefit from the effects of new U.S. Treasury regulations on prior periods and a \$10 million benefit related to a prior year.
2. In fiscal 2020, 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, partially offset by a \$28 million gain related to a favorable legal settlement. Other items excluded from Non-GAAP results also included \$17 million of losses driven by the revaluation of our deferred compensation plan liabilities, which increased operating expenses, offset by corresponding \$17 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 \$267 million charge from the combined effect of other items in EBT, a \$25 million charge related to the issuance of final foreign-derived intangible income regulations, a \$13 million charge related to a change in prior period tax rate of a foreign jurisdiction and an \$11 million charge related to a foreign tax audit, partially offset by a \$61 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 for the tax effect of acquisition-related charges, \$32 million of foreign currency gains related to a noncurrent receivable resulting from our refund claim of Korea withholding taxes paid in prior periods and a \$21 million tax benefit related to a prior year.
3. In the first quarter of fiscal 2022, other items excluded from Non-GAAP results included \$55 million of acquisition-related charges, \$7 million of interest expense related to the 2018 and 2019 European Commission fines and \$2 million of restructuring-related losses. Other items excluded from Non-GAAP results also included \$13 million of losses driven by the revaluation of our deferred compensation plan liabilities, which increased operating expenses, offset by corresponding \$13 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 \$26 million charge related to a foreign tax audit and a \$12 million foreign currency loss related to a noncurrent receivable resulting from our refund claim of Korean withholding taxes paid in prior periods, partially offset by a \$9 million benefit to reconcile the tax provision of each column to the total GAAP tax provision for the quarter, a \$5 million benefit for the tax effect of acquisition-related charges and a \$1 million benefit from the combined effect of other items in EBT.
4. In the first quarter of fiscal 2021, other items excluded from Non-GAAP results included \$64 million of acquisition-related charges, \$9 million of interest expense related to the 2018 and 2019 European Commission fines and \$3 million of charges related to restructuring-related activities, partially offset by a \$3 million gain related to a favorable legal settlement. Other items excluded from Non-GAAP results also included \$54 million of losses driven by the revaluation of our deferred compensation plan liabilities, which increased operating expenses, offset by corresponding \$54 million of gains driven by the revaluation of the associated plan assets, which were included within investment and other income, net. Tax benefit in the "Other Items" column included \$78 million of foreign currency gains related to a noncurrent receivable resulting from our refund claim of Korean withholding taxes paid in prior periods, a \$19 million tax benefit from the effects of the new U.S. Treasury regulations on prior periods, a \$7 million tax benefit for the tax effect of acquisition-related charges and a \$1 million tax benefit from the combined effect of other items in EBT, partially offset by a \$6 million charge to reconcile the tax provision of each column to the total GAAP tax provision for the quarter.