

## Financial Results and Guidance

As of July 28, 2021

Quarterly Results and Guidance	Q3FY21 Guidance <sup>(1)</sup>	Q3FY21 Results	Q4FY21 Guidance <sup>(2)</sup>
GAAP revenues	\$7.1B - \$7.9B	\$8.1B	\$8.4B - \$9.2B
Non-GAAP <sup>(3)</sup> diluted earnings per share (EPS)	\$1.55 - \$1.75	\$1.92	\$2.15 - \$2.35
Non-GAAP combined R&D and SG&A expenses, sequential quarter change	Increase 3% to 4%	Increase 6%	Increase 2% to 3%
GAAP interest and investment and other expense (income), net	~\$125M	(\$62M)	~\$125M
Non-GAAP effective tax rate	~14%	14%	~14%
Weighted average diluted share count	~1.15B	1.15B	~1.15B

### Segment Results and Guidance:

QCT revenues	\$5.8B - \$6.3B	\$6.5B	\$7.0B - \$7.5B
QCT earnings before tax (EBT) margin %	24% - 26%	28%	29% - 31%
QTL revenues	\$1.35B - \$1.55B	\$1.49B	\$1.45B - \$1.65B
QTL EBT margin %	68% - 72%	71%	69% - 73%

Annual Guidance	FY21 Prior Guidance <sup>(1)</sup>	FY21 Guidance <sup>(2)</sup>	
Non-GAAP effective tax rate	~14%	~14%	
Global Handset Shipment Guidance	CY20 Est.	CY21 Prior Est. <sup>(1)</sup>	CY21 Current Est.
3G/4G/5G handset shipments <sup>(4)</sup> year-over-year change	Decrease ~11%	Upward bias to high-single-digit growth	High-single-digit growth
5G handset shipments	~240M	450M - 550M	Upward bias to 450M - 550M

## Financial Strength

	June 27, 2021	June 28, 2020
Total cash, cash equivalents and marketable securities	\$12.9B	\$10.6B
Total assets	\$38.8B	\$32.3B
Stockholders' equity	\$8.2B	\$3.3B
Debt <sup>(5)</sup>	\$15.7B	\$15.9B
	Q3FY21	Q3FY20 <sup>(7)</sup>
EBITDA <sup>(6)</sup>	\$2.6B	\$1.1B
Adjusted EBITDA <sup>(6)</sup>	\$3.0B	\$1.5B

1. Previous guidance as of April 28, 2021.
2. Our outlook does not include provisions for future asset impairments or for pending legal matters, other than future legal amounts that are probable and estimable. Further, due to their nature, certain income and expense items, such as certain investments, derivative and foreign currency transaction gains or losses, cannot be accurately forecast. Accordingly, we only include such items in our financial outlook to the extent they are reasonably certain. Our outlook includes the impact of any pending business combinations to the extent they are expected to close in the upcoming quarter. Actual results may differ materially from the outlook.
3. 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.
4. Global 3G/4G/5G handset shipments represent our estimate of CDMA-based, OFDMA-based and CDMA/OFDMA multimode subscriber devices shipped globally, excluding TD-SCDMA devices that do not implement LTE.
5. Includes short-term and long-term debt.
6. EBITDA is defined as net income before income tax expense, depreciation and amortization expense, interest expense and investment and other income, net. Adjusted EBITDA also excludes the following items: QSI segment, certain acquisition-related items, certain share-based compensation and certain other items that management views as unrelated to our ongoing business.
7. The rapid, global spread of COVID-19 negatively impacted consumer demand for devices that incorporate our products and intellectual property, which negatively impacted our GAAP and Non-GAAP results in the third quarter of fiscal 2020.

## 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, other income or expenses, operating income, interest expense, net investment and other income, 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 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 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, goodwill and indefinite- and long-lived asset impairments and awards, settlements and/or damages arising from legal or regulatory matters. Beginning in the second quarter of fiscal 2020, 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. Amounts prior to the second quarter of fiscal 2020, which were not material, continue to be included in Non-GAAP results.
  - 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

### Third Quarter Fiscal 2021 Results

<i>(in millions, except per share data)</i>	<b>GAAP Results</b>	<b>Less QSI</b>	<b>Less Share-Based Compensation</b>	<b>Less Other Items<sup>(1)</sup></b>	<b>Non-GAAP Results</b>
Revenues	\$8,060	\$11	\$—	\$54	\$7,995
Net income (loss)	\$2,027	\$124	(\$298)	\$1	\$2,200
Diluted earnings (loss) per share (EPS)	\$1.77	\$0.11	(\$0.26)	\$—	\$1.92
Diluted shares	1,145	1,145	1,145	1,145	1,145

1. 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 \$67 million of acquisition-related charges, \$7 million of interest expense related to the 2018 and 2019 European Commission fines and a \$1 million loss related to restructuring-related activities, partially offset by a \$2 million gain related to a favorable legal settlement, as well as \$38 million of losses driven by the revaluation of our deferred compensation plan liabilities, which increased operating expenses, offset by corresponding \$38 million of gains driven by the revaluation of the associated plan assets, which were included within investment and other income, net. Details of amounts included in the tax benefit in the "Other Items" column are included in the "Effective Tax Rate" section herein.

## Third Quarter Fiscal 2020 Results

<i>(in millions, except per share data)</i>	<b>GAAP Results</b>	<b>Less QSI</b>	<b>Less Share-Based Compensation</b>	<b>Less Other Items<sup>(1)</sup></b>	<b>Non-GAAP Results</b>
Revenues	\$4,893	\$3	\$—	\$—	\$4,890
Net income (loss)	\$845	\$179	(\$241)	(\$75)	\$982
Diluted EPS	\$0.74	\$0.16	(\$0.21)	(\$0.07)	\$0.86
Diluted shares	1,139	1,139	1,139	1,139	1,139

1. Details of amounts included in the "Other Items" column for the third quarter of fiscal 2020 are included in the Financial Results and Guidance presentation for that period.

## Fourth Quarter Fiscal 2020 Results

<i>(in millions, except per share data)</i>	<b>GAAP Results</b>	<b>Less QSI</b>	<b>Less Share-Based Compensation</b>	<b>Less Other Items<sup>(1)</sup></b>	<b>Non-GAAP Results</b>
Revenues	\$8,346	\$3	\$—	\$1,841	\$6,502
Net income (loss)	\$2,960	\$28	(\$252)	\$1,515	\$1,669
Diluted EPS	\$2.58	\$0.02	(\$0.22)	\$1.32	\$1.45
Diluted shares	1,148	1,148	1,148	1,148	1,148

1. Details of amounts included in the "Other Items" column for the fourth quarter of fiscal 2020 are included in the Financial Results and Guidance presentation for that period.

Sums may not equal totals due to rounding.

## Fiscal 2020 Results

<i>(in millions, except per share data)</i>	<b>GAAP Results</b>	<b>Less QSI</b>	<b>Less Share-Based Compensation</b>	<b>Less Other Items<sup>(1)</sup></b>	<b>Non-GAAP Results</b>
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. Details of amounts included in the "Other Items" column for fiscal 2020 are included in the Financial Results and Guidance presentation for that period.

## Business Outlook

	<b>Q3FY21 Guidance<sup>(1)(2)</sup></b>	<b>Q4FY21 Guidance<sup>(2)(3)</sup></b>	<b>FY21 Guidance<sup>(2)(3)</sup></b>
Revenues	\$7.1B - \$7.9B	\$8.4B - \$9.2B	
GAAP diluted EPS	\$1.24 - \$1.44	\$1.78 - \$1.98	\$7.31
Less diluted EPS attributable to QSI	\$0.01	\$—	\$0.31
Less diluted EPS attributable to share-based compensation	(\$0.27)	(\$0.32)	(\$1.08)
Less diluted EPS attributable to other items <sup>(4)</sup>	(\$0.05)	(\$0.05)	(\$0.16)
Non-GAAP diluted EPS	\$1.55 - \$1.75	\$2.15 - \$2.35	\$8.24

1. Previous guidance as of April 28, 2021.

2. Our outlook does not include provisions for future asset impairments or for pending legal matters, other than future legal amounts that are probable and estimable. Further, due to their nature, certain income and expense items, such as certain investments, derivative and foreign currency transaction gains or losses, cannot be accurately forecast. Accordingly, we only include such items in our financial outlook to the extent they are reasonably certain. Our outlook includes the impact of any pending business combinations to the extent they are expected to close in the upcoming quarter. Actual results may differ materially from the outlook.

3. Guidance as of July 28, 2021.

4. Our guidance for diluted EPS attributable to other items for the third and fourth quarter of fiscal 2021 was/is primarily attributable to acquisition-related items. Our guidance for diluted EPS attributable to other items for fiscal 2021 is primarily attributable to an estimate of acquisition-related items for the fourth quarter of fiscal 2021, as well as amounts included in "Other Items" excluded from Non-GAAP results in the first three quarters of fiscal 2021, which are included in the Financial Results and Guidance presentation for each respective period.

## Combined R&D and SG&A Expenses

<i>(in millions, except percentages)</i>	Q2FY21 Results	Q3FY21 Results	Q3FY21 Sequential % Increase	Q3FY21 Guidance <sup>(1)</sup>	Q4FY21 Guidance <sup>(2)</sup>
GAAP combined R&D and SG&A	\$2,337	\$2,461	5%	Increase 3% - 4% sequentially	Flat to increase 1% sequentially
Less QSI	3	4	—	N/P	N/P
Less share-based compensation	411	414	(1%)	N/P	N/P
Less other items <sup>(3)</sup>	29	43	—	N/P	N/P
Non-GAAP combined R&D and SG&A expenses	\$1,894	\$2,000	6%	Increase 3% - 4% sequentially	Increase 2% - 3% sequentially

1. Previous guidance as of April 28, 2021.

2. Guidance as of July 28, 2021.

3. Other items in the third quarter of fiscal 2021 consisted of \$38 million of losses driven by the revaluation of our deferred compensation plan liabilities, which increased R&D and SG&A expenses, \$6 million of acquisition-related charges and a \$1 million loss related to restructuring-related activities, partially offset by a \$2 million gain related to a favorable legal settlement. Details of amounts included in the "Other Items" column for the second quarter of fiscal 2021 are included in the Financial Results and Guidance presentation for that period.

N/P - Not provided

## Effective Tax Rates

	GAAP Results/ Guidance	Less QSI <sup>(1)</sup>	Less Share- Based Compensation <sup>(1)</sup>	Less Other Items <sup>(1)(2)</sup>	Non-GAAP Results/ Guidance
Estimated <sup>(3)</sup> Q3FY21 tax rate	10%	—	(4%)	—	14%
Q3FY21 tax rate	10%	—	(3%)	(1%)	14%
Estimated <sup>(4)</sup> Q4FY21 tax rate	14%	—	—	—	14%
Previous estimated <sup>(3)</sup> FY21 annual tax rate	11%	—	(3%)	—	14%
Estimated <sup>(4)</sup> FY21 annual tax rate	11%	—	(3%)	—	14%

1. The incremental effect of our adjustments to the Non-GAAP tax rate is calculated by allocating the difference between (i) the tax expense (benefit) calculated based on the GAAP tax rate and (ii) the actual or estimated tax expense (benefit) for each column.

2. In the third quarter of fiscal 2021, the tax benefit in the "Other Items" column included a \$10 million benefit related to a prior year, an \$8 million benefit for the tax effect of acquisition-related charges, a \$7 million benefit to reconcile the tax provision of each column to the total GAAP tax provision for the quarter and a \$2 million foreign currency gain related to a noncurrent receivable resulting from our refund claim of Korean withholding taxes paid in prior periods, partially offset by a \$7 million charge from the combined effect of other items in EBT.

3. Previous guidance as of April 28, 2021. Our GAAP estimated effective tax rate guidance for the third quarter of fiscal 2021 and fiscal 2021 annual included an estimate of the discrete tax impacts for excess tax benefits associated with share-based awards that vested within the third quarter of fiscal 2021.

4. Guidance as of July 28, 2021.

## EBITDA and Adjusted EBITDA

<i>(in millions)</i>	Q3FY21	Q3FY20
Net income	\$2,027	\$845
Plus income tax expense	230	23
Plus depreciation and amortization expense	406	363
Plus interest expense	138	143
Less investment and other income, net	200	229
EBITDA	\$2,601	\$1,145
Adjustments		
Less QSI operating income (loss) <sup>(1)</sup>	\$5	(\$2)
Less share-based compensation operating loss	(425)	(296)
Less other items*	14	(63)
Adjusted EBITDA	\$3,007	\$1,506
*Other items includes:		
Release of variable constraint	\$54	\$—
Losses on revaluation of deferred compensation plan liabilities	(38)	(57)
Acquisition-related charges <sup>(2)</sup>	(3)	(4)
Benefit related to favorable legal settlement	2	—
Restructuring and restructuring-related charges <sup>(2)</sup>	(1)	(2)
Total other items	\$14	(\$63)

1. As depreciation and amortization was \$0 for the third quarter of fiscal 2021 and 2020, EBITDA for the QSI segment is equal to operating income.

2. Excludes depreciation and amortization.

## Note Regarding Forward Looking Statements

In addition to historical information, this document and the conference call 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, including in 5G, Handsets, RF Front-End, Automotive and IoT, and our being well positioned to take advantage of those opportunities; our business, product and technology strategies; 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; anticipated demand for our products and technologies; supply issues, including anticipated improvements to the supply constraints affecting the industry and the timing thereof; our intellectual property leadership in 5G and our expectations regarding the 5G life cycle; our business outlook; and our estimates and guidance related to revenues, earnings per share (EPS), combined R&D and SG&A expenses, interest and investment and other expense (income) net, weighted average diluted share count, earnings before tax (EBT) margins and growth, effective tax rates, 5G handset shipments and 3G/4G/5G handset shipments. 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 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; 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; 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, including through legal proceedings and governmental investigations and proceedings, and actions of quasi-governmental bodies and standards and industry organizations; potential changes in our patent licensing practices, whether due to governmental investigations, legal challenges or otherwise; 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; our dependence on a limited number of third-party suppliers; risks associated with the operation and control of our manufacturing facilities; our ability to extend our technologies and products into new and expanded product areas and adjacent industry segments and applications beyond mobile; our strategic acquisitions, transactions and investments, and our ability to consummate strategic acquisitions; security breaches of our information technology systems, or other misappropriation of our technology, intellectual property or other proprietary or confidential information; 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; our ability to attract and retain qualified employees; failures in our products or in the products of our customers or licensees, including those resulting from security vulnerabilities, defects or errors; 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 27, 2021 filed with the SEC. Our reports filed with the SEC are available on our website at [www.qualcomm.com](http://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.

This presentation includes “Non-GAAP financial measures” as that term is defined in Regulation G. Further discussion regarding our use of Non-GAAP financial measures, as well as the most directly comparable GAAP (accounting principles generally accepted in the United States) financial measures and information reconciling these Non-GAAP financial measures to our financial results prepared in accordance with GAAP, are included in this presentation. The Non-GAAP financial measures presented herein should be considered in addition to, and not a substitute for, or superior to, financial measures calculated and presented in accordance with GAAP.

We refer to “Qualcomm” for ease of reference. However, in connection with our October 2012 reorganization, Qualcomm Incorporated continues to operate QTL and own the vast majority of our patent portfolio, while Qualcomm Technologies, Inc., its wholly-owned subsidiary, operates, along with its subsidiaries, substantially all of our products and services businesses, including QCT, and substantially all of our research and development functions.