

Qualcomm

Cristiano Amon

President and Chief Executive Officer
Qualcomm Incorporated

@cristianoamon

Snapdragon and Qualcomm branded products are products of Qualcomm Technologies, Inc. and/or its subsidiaries.
References in this presentation to "Qualcomm" may mean Qualcomm Incorporated, Qualcomm Technologies, Inc., and/or other subsidiaries or business units within the Qualcomm corporate structure, as applicable.

The Qualcomm logo is displayed in a white, bold, sans-serif font. It is positioned in the upper left corner of the slide, above the event title. The background of the slide is dark blue with a decorative pattern of thin, light blue lines radiating from the left side.

INVESTOR DAY 2024

Note Regarding Forward-Looking Statements

In addition to historical information, this presentation contains forward-looking statements that are inherently subject to risks and uncertainties, including but not limited to statements regarding: our growth and diversification opportunities, including those in automotive and the internet of things (IoT), and opportunities arising from the continued adoption of artificial intelligence (AI) technologies; our business, product and technology strategies, including our diversification strategy; our technologies, technology leadership, technology differentiation and technology roadmap; our products, product performance, product leadership, product pipeline, product mix and product roadmap; new product releases, announcements and design wins; our automotive design-win pipeline; the benefits of our technologies, products and research and development efforts; our business and share trends, as well as market and industry trends, such as on-device Generative AI, and their potential impact on our business and our positioning to take advantage thereof; our TAM and/or SAM expansion in various industries; acquisitions, collaborations or other strategic transactions, including the anticipated benefits thereof; anticipated demand for our products and technologies; our capital allocation strategy, including anticipated dividend growth and share repurchases; our business outlook; and our estimates, guidance, targets and planning assumptions related to financial performance, including our various five-year revenue targets. Forward-looking statements are generally identified by words such as “estimates,” “guidance,” “forecast,” “target,” “expects,” “anticipates,” “intends,” “plans,” “believes,” “seeks” and similar expressions. Actual results may differ materially from those referred to in the forward-looking statements due to a number of important factors, including but not limited to: our dependence on a small number of customers and licensees, and particularly from their sale of premium-tier handset 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; 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; the cyclical nature of the semiconductor industry, declines in global, regional or local economic conditions, or our stock price and earnings volatility; geopolitical conflicts, natural disasters, pandemics and other health crises, and other factors outside of our control; 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 Annual Report on Form 10-K for the fiscal year ended September 29, 2024 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.

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.

References to “Qualcomm” refer to Qualcomm Incorporated and/or its subsidiaries, as applicable. Qualcomm Incorporated includes our licensing business, 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 our QCT semiconductor business. Snapdragon and Qualcomm branded products are products of Qualcomm Technologies, Inc. and/or its subsidiaries. Qualcomm patents are licensed by Qualcomm Incorporated.

The new
Qualcomm

A connected computing leader



Handsets



Automotive



PC



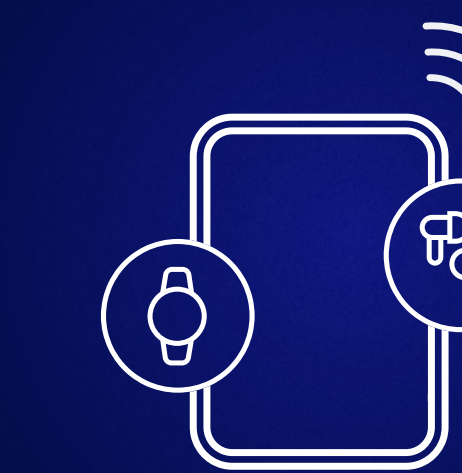
XR



Industrial



Networking



Other personal
computing devices

Best-in-class connectivity

High-performance,
low-power computing

Leading edge intelligence

Our strategy in 2021



Platform of choice
for premium- and
high-tier Android
smartphones



Preferred partner
for the digital chassis



Drive the evolution
of the PC



Leading platform
for spatial computing



Power the digital
transformation of
industries

Our strategy is working



20% year-over-year growth in FY24 Android revenues
Restored performance leadership to Android

Our strategy is working



~\$45B QCT Automotive design-win pipeline, ~1/3 driven by ADAS¹

Snapdragon[®] Digital Chassis[™] is a key industry asset

Industry's most complete and scalable platform for software-defined vehicles (SDVs)

1. As of Nov. 19, 2024, the design-win pipeline reflects the current estimated future size of awarded automaker programs, based on forecasts provided directly by automakers and Tier-1 suppliers. Snapdragon Digital Chassis is a product of Qualcomm Technologies, Inc. and/or its subsidiaries.

Our strategy is working



Snapdragon® X Series — the first platforms to enable Copilot+ PCs

Restored performance leadership to Windows

>2.5X increase in design wins since launch;
58 platforms to date

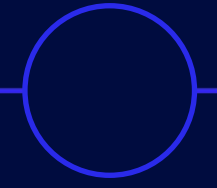
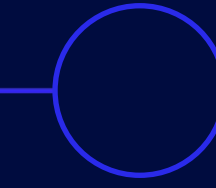
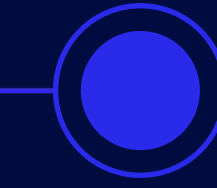
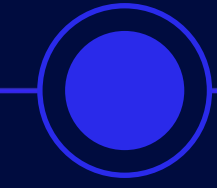
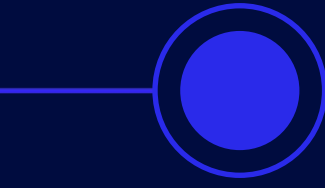
Our strategy is working



Chipset/platform of choice across major OEMs

Strategic long-term collaborations with key partners

Our strategy is working



SAM expansion and growth opportunity enabled by edge AI

Qualcomm® IQ Series for next-gen industrial IoT

Qualcomm® IoT Solutions Framework to drive scale

Our strategy is working

Restored leadership to the Android ecosystem



Leading automotive platform



Restored performance leadership to Windows PCs



Platform of choice for XR



End-to-end intelligent industrial platform

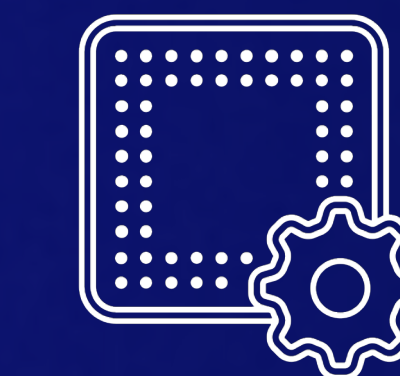


Qualcomm

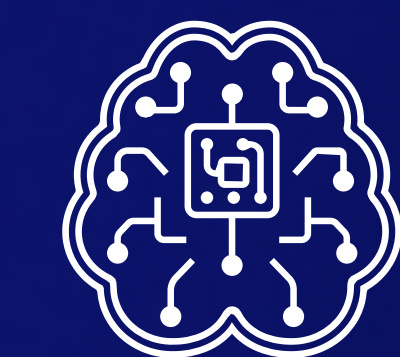
Diversification and
growth enabled
by industry-leading
technology roadmap



Best-in-class connectivity



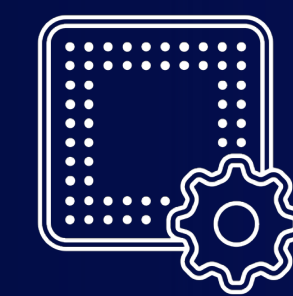
High-performance,
low-power computing



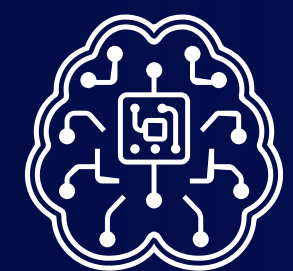
Leading edge intelligence



Best-in-class connectivity



High-performance,
low-power computing



Leading edge intelligence

—
Custom-designed leading IP

—
Unique ability to scale IP
across opportunities

—
Focused approach to adding
new core competencies

—
Complete hardware
and software platforms

—
Most differentiated
product roadmap in
every industry we enter

—
Delivering on our operating
margin targets while
investing ahead of revenues

The industry leader in handsets

World's fastest
mobile CPU

World's first
AI-enabled 5G and Wi-Fi

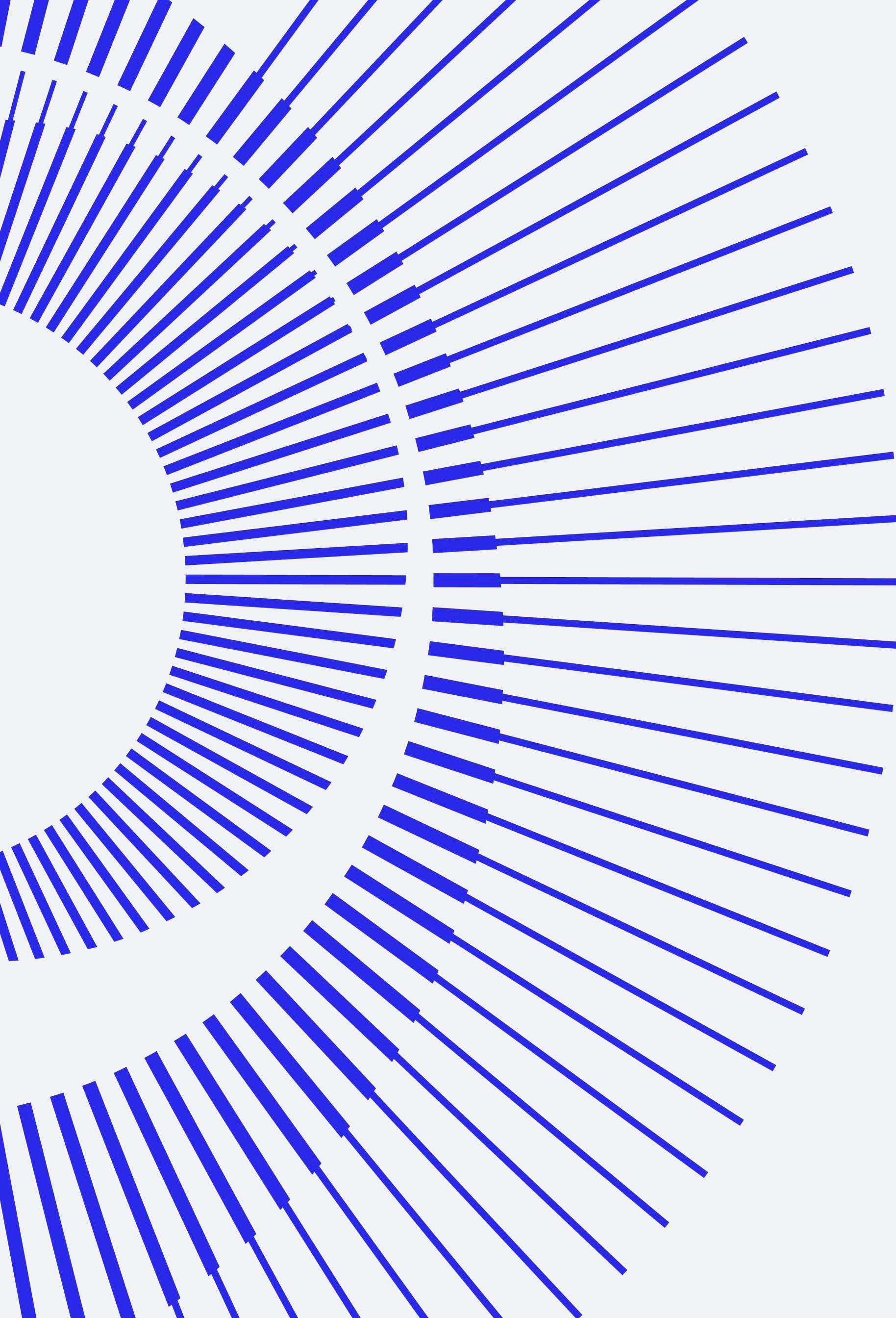


World's fastest NPU
for on-device AI

>5X

premium-tier revenues
relative to primary competitor¹

Snapdragon 8 Elite performance claims based on internal data.
1. QCT FY24 Snapdragon 8 revenues scale relative to primary competitor, a combination of third-party and internal estimates.



A proven framework for growth

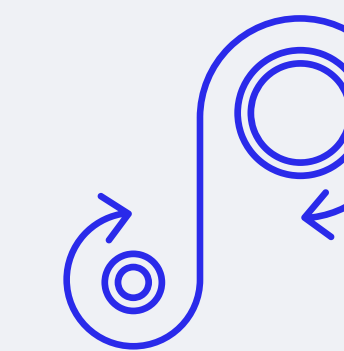


Select industry with an attractive SAM undergoing technology transition

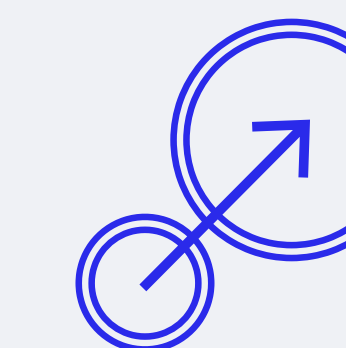
SAM: Serviceable addressable opportunity



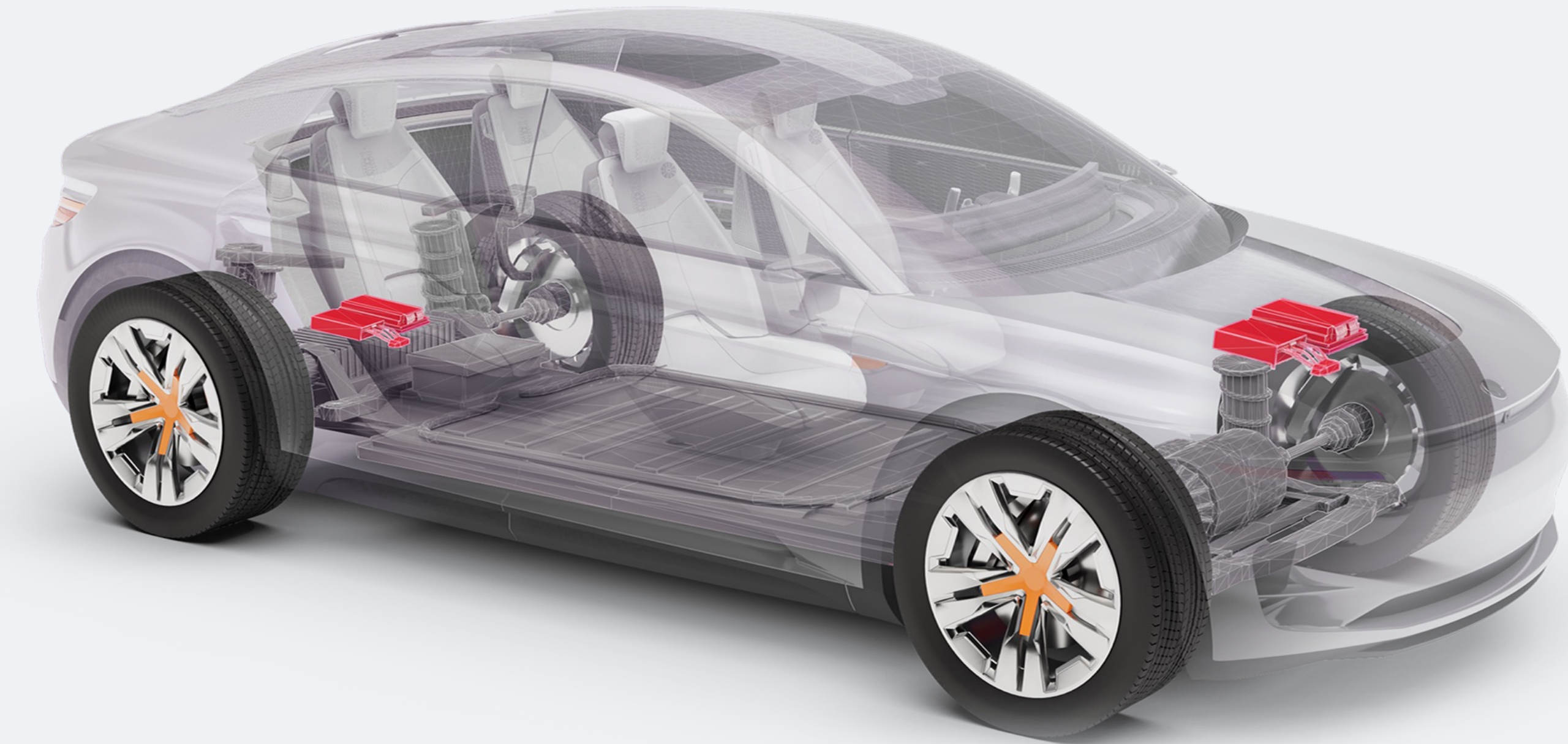
Identify the inflection point driving disruption



Develop and/or acquire leading technology assets



Drive revenue scale

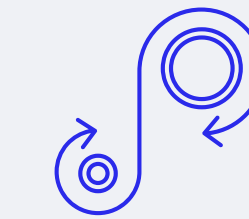


Leading automotive platform



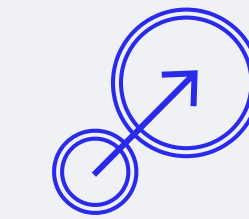
INFLECTION POINT

Car becoming a computing space
Software-defined vehicles
Assisted driving and autonomy



TECHNOLOGY ASSETS

Snapdragon Digital Chassis
Acquisition of Arriver
Co-development of ADAS with BMW



SCALE AND REACH

~\$45B design-win pipeline
Working with all major global OEMs and Tier-1s
Expand with 2-wheelers and micro-mobility



Redefined the PC

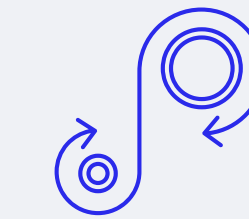


INFLECTION POINT

Mobile and PC convergence

Competitive landscape

Windows transition to Copilot+



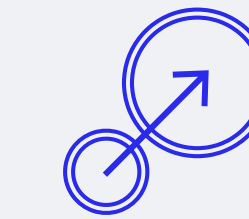
TECHNOLOGY ASSETS

Snapdragon X Series

Nuvia talent acquisition

Qualcomm Oryon™ CPU

Industry-leading NPU



SCALE AND REACH

Global retail and commercial channel presence

Strategic Qualcomm and Microsoft GTM

58 design wins launched or in development across leading OEMs¹

1. Internal data, as of Nov. 19, 2024.



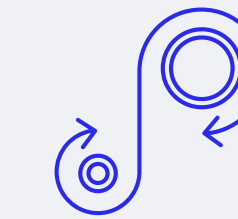
Platform of choice for XR



INFLECTION POINT

Merging of physical and digital spaces

Smart glasses becoming personalized wearable AI

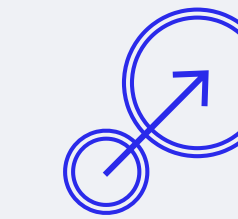


TECHNOLOGY ASSETS

Purpose-built XR SoCs

Suite of perception technologies

Leadership in performance per watt



SCALE AND REACH

Strategic long-term collaborations with leading ecosystems

Design wins with leading XR OEMs



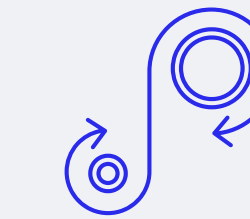
End-to-end intelligent industrial platforms



INFLECTION POINT

Next wave of digital transformation is at the edge

Edge AI creates new opportunities

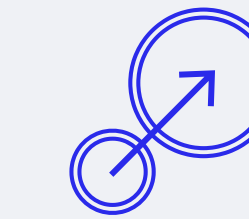


TECHNOLOGY ASSETS

Broad connectivity and processing roadmap

Qualcomm® IQ Series platforms for industrial

Software and cloud suite – developed and/or acquired



SCALE AND REACH

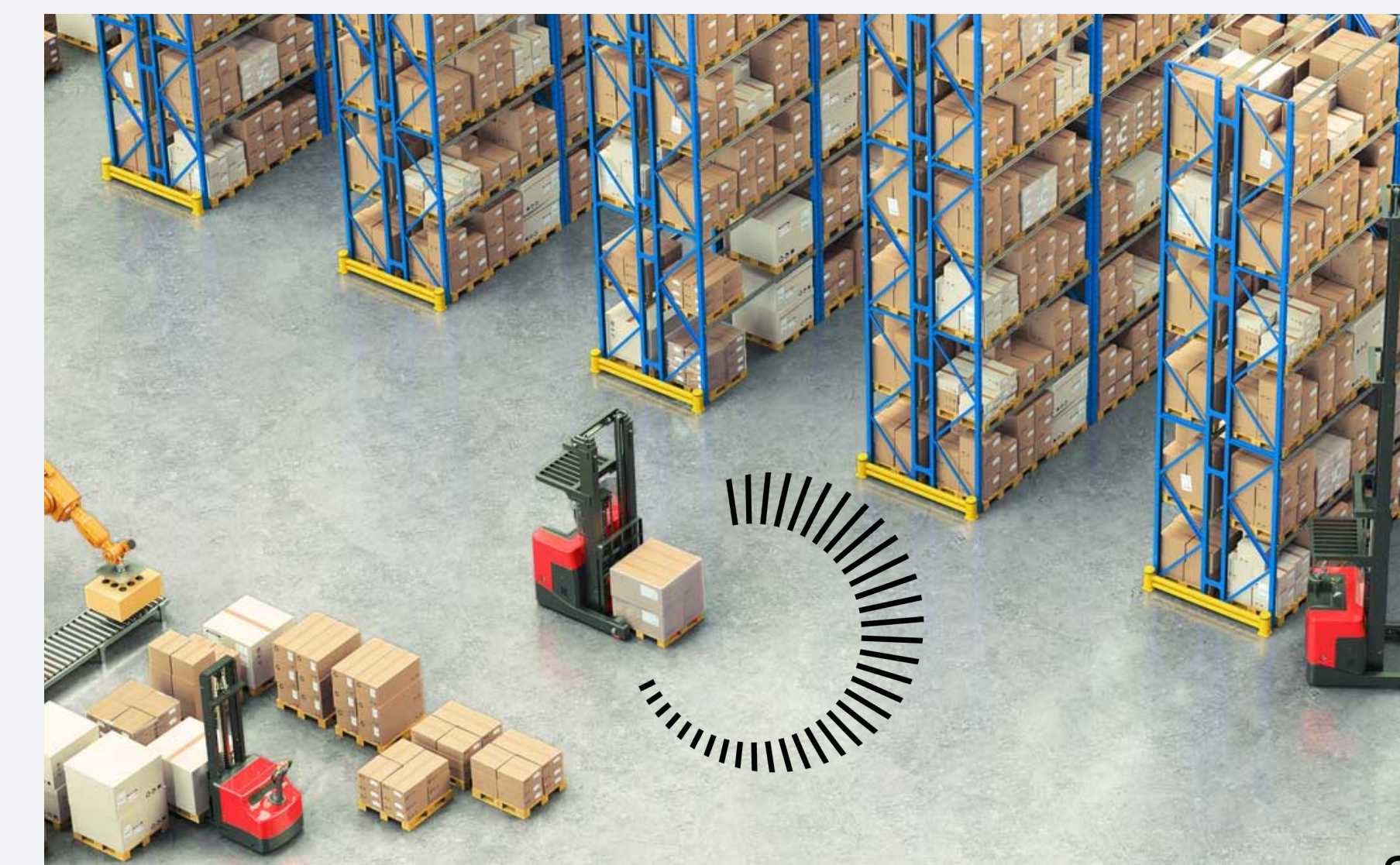
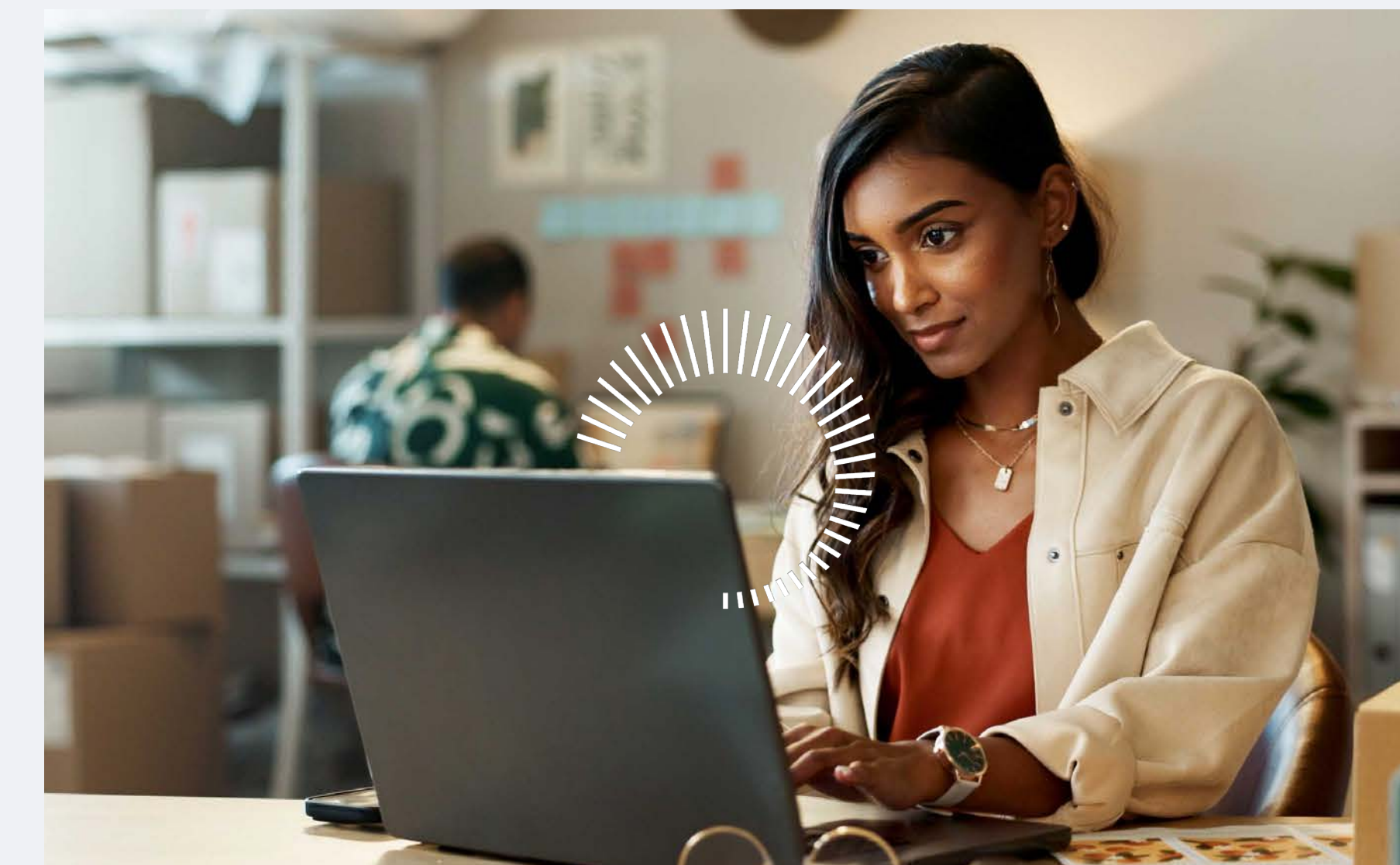
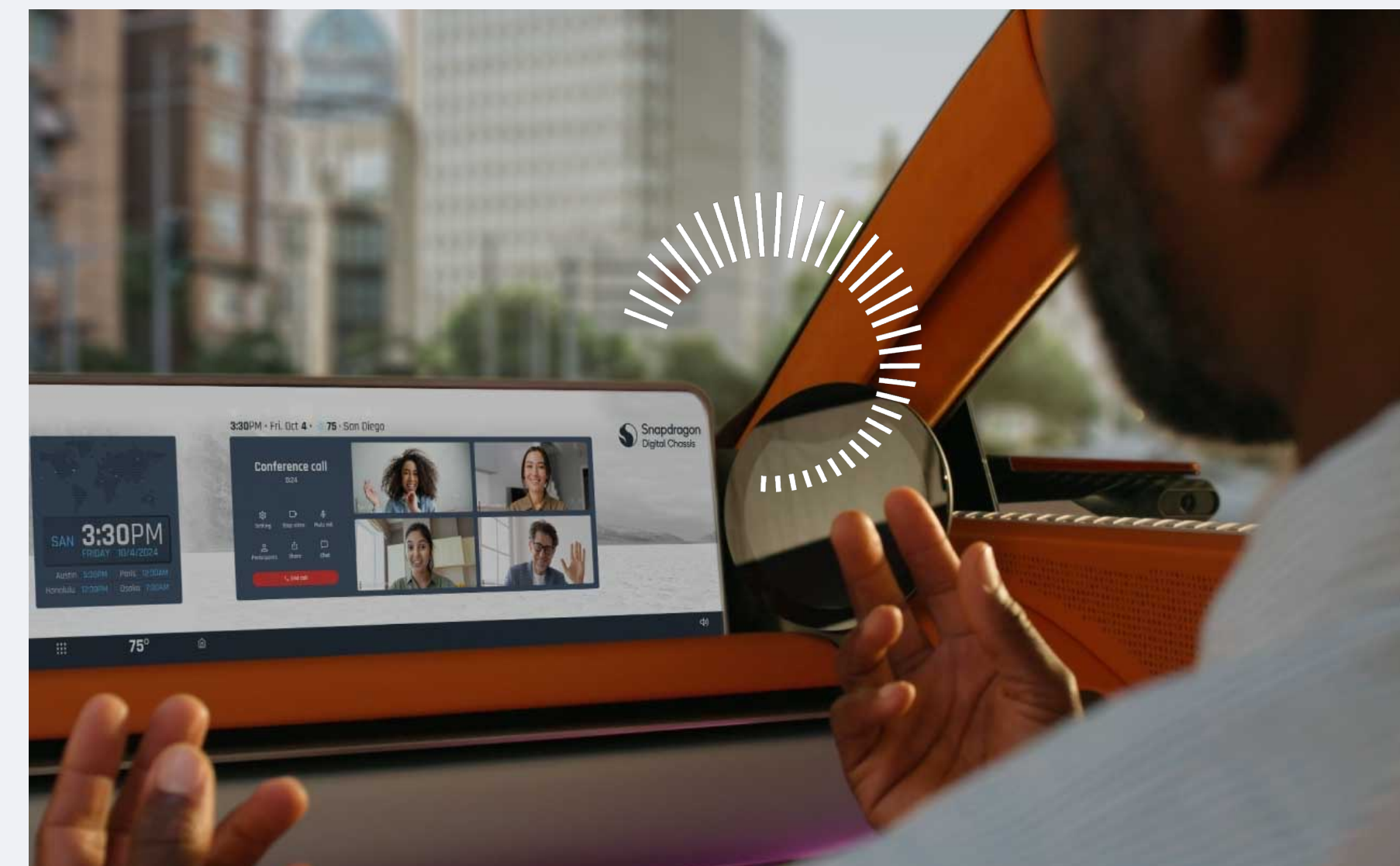
Co-develop with halo customers

Qualcomm® IoT Solutions Framework

Collaborations with system integrators and distributors

Qualcomm

Increasingly relevant across industries





Qualcomm

UNIQUE POSITION AT THE EDGE DRIVES AN EXPANDED TAM

~\$900B

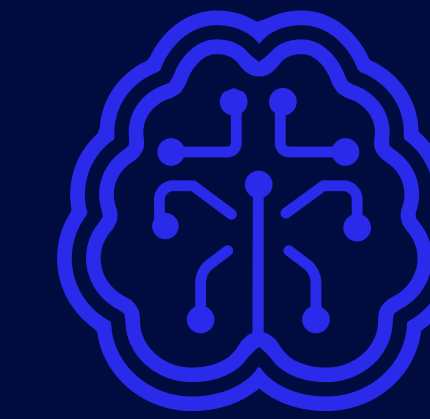
2030 TAM

50B+

connected edge devices

CUMULATIVE SHIPMENTS 2024^e-2030

TAM: Total addressable opportunity.
A combination of third-party and internal estimates, as of Nov. 19, 2024.



AI

is scaling rapidly at the edge



Performance
and efficiency



Privacy and security

Immediacy



Reliability

Personalization

User interface



Cost

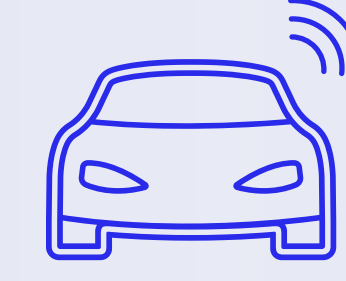




AI

accelerates
our strategy

Increases differentiation
and is well aligned with our
strengths and opportunities



Uniquely positioned for GenAI in automotive



Copilot+ PCs are the new Windows PCs



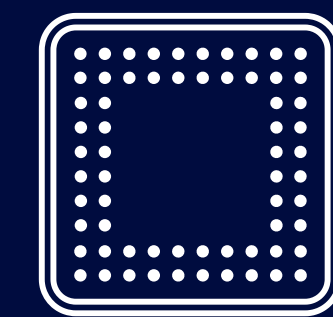
GenAI creates compelling
use cases that drive XR scale



New capabilities drive demand for
advanced on-device computing

CREATES
INFLECTION
POINT

Qualcomm is the edge AI leader



Custom-designed IP
(CPU, GPU, NPU)



Best-in-class performance
and power efficiency



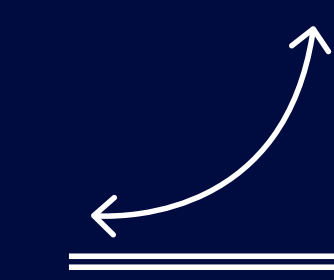
Seamless AI hardware
and software integration



Edge-focused developer
ecosystem and tools



On-device AI R&D for
sustained leadership



Unmatched scale
across industries



Key takeaways

—
Successfully
executing against
our diversification
strategy

—
GenAI accelerates
demand for our
technology

—
Significant
opportunity for
growth across
target industries

—
Growing
ecosystem of
new customers
and partners

—
Delivering on our
operating margin
targets while investing
ahead of revenues

Transforming Qualcomm into a diversified growth leader

Thank you

References in this presentation to “Qualcomm” may mean Qualcomm Incorporated, Qualcomm Technologies, Inc., and/or other subsidiaries or business units within the Qualcomm corporate structure, as applicable. Qualcomm Incorporated includes our licensing business, 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, research and development functions, and substantially all of our products and services businesses, including our QCT semiconductor business.

Snapdragon and Qualcomm branded products are products of Qualcomm Technologies, Inc. and/or its subsidiaries. Qualcomm patented technologies are licensed by Qualcomm Incorporated. Qualcomm, Snapdragon, Hexagon, Adreno, Qualcomm Oryon, Digital Chassis, and Snapdragon Spaces are trademarks or registered trademarks of Qualcomm Incorporated.

Follow us on: [in](#) [X](#) [@](#) [v](#) [f](#)

For more information, visit us at [qualcomm.com](https://www.qualcomm.com) and [qualcomm.com/blog](https://www.qualcomm.com/blog)



Qualcomm
INVESTOR DAY 2024