In addition to the historical information contained herein, this presentation and the press conference that accompanies it contain forward-looking statements that are inherently subject to risks and uncertainties, including but not limited to statements regarding our leading in 5G, extending the reach of mobile technology and setting the pace for other industries; our business, product and technology strategies for continued growth, and our serviceable addressable opportunity; consumer preferences regarding 5G and faster connectivity; the ecosystem preparing the foundation for 5G use cases; increasing complexity of RF systems; business and growth opportunities and priorities, and our being well positioned to continue our expansion into new product categories and adjacent industries, including 5G, RF front end, connected PC, automotive, IoT (including wearables, robots and drones, connected camera, industrial IoT, home entertainment, home control and automation, and voice and music), and Wi-Fi and networking; our design wins, including in automotive, infotainment and telematics, and our design pipeline; estimates regarding vehicles projected to have cellular connectivity in the future; estimates regarding increased time and reductions in power consumption for our low power Bluetooth Audio Soc; our technologies and technology leadership, products, product leadership, product features, product performance and product roadmap; and our business trends, as well as industry trends and their potential impact on our business, and our positioning to take advantage thereof. 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 our proposed acquisition of NXP; commercial network deployments, expansions and upgrades of CDMA, OFDMA and other communications technologies, our customers’ and licensees’ sales of products and services based on these technologies, and our customers’ demand for our products and services; competition in an environment of rapid technological change; our dependence on a small number of customers and licensees; our ability to extend our technologies, products and services into new and expanded product areas and adjacent industry segments; risks associated with operation and control of manufacturing facilities acquired through the formation of our joint venture, RF360 Holdings; the continued and future success of our licensing programs, including for 4G single mode products and emerging industry segments, and the need to extend license agreements that are expiring; our dependence on a limited number of third-party suppliers; claims by third parties that we infringe their intellectual property; strategic acquisitions, transactions and investments; our compliance with laws, regulations, policies and standards; our use of open source software; our stock price and earnings volatility; our indebtedness; security breaches or other misappropriation of our intellectual property or proprietary or confidential information; potential tax liabilities; global, regional or local economic conditions that impact the industries in which we operate; our ability to attract and retain qualified employees; foreign currency fluctuations; and failures in our products or services or in the products or services of our customers or licensees, including those resulting from security vulnerabilities, defects or errors. These and other risks are set forth in the Company’s Annual Report on Form 10-K for the fiscal year ended September 24, 2017 filed with the 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. 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, now operates, along with its subsidiaries, all of our products and services businesses, including QCT, and all of our research and development functions.
Extending the reach of mobile technology
Advancing connectivity on the path to 5G
Extending the reach of mobile technology

Qualcomm
Setting the pace for other industries
A strategy for continued growth

Extending the reach of mobile technology

~$150B Serviceable addressable opportunity in 2020

Core mobile $32B
Datacenter $19B
RF-Front End $20B
Adjacent industries $77B
Automotive $16B
Mobile compute $7B
IoT and security $43B
Networking $11B

SAM footnote (PC and AS)
Source: Combination of third party and internal estimates as of January 2018.
Note: SAM data presented excludes QTL. 2020 SAM includes SAM for pending NXP acquisition.
Executing on our strategy

>$3 Billion in FY17 QCT revenues

Up >75% over FY15

FY17 revenue across auto, IoT, networking and mobile compute
Qualcomm is making 5G a reality in 2019

The industry is ready, consumers are waiting

Fiber-like speeds

Low latency for real-time interactivity

Much more capacity for unlimited data plans

Qualcomm Snapdragon™ X50 5G modem family

World’s first announced 5G NR multimode modems

Qualcomm Snapdragon is a product of Qualcomm Technologies, Inc. and/or its subsidiaries.

Source: Qualcomm Technologies consumer research

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Qualcomm Snapdragon is a product of Qualcomm Technologies, Inc. and/or its subsidiaries.

Source: Qualcomm Technologies consumer research

>86%

Need or would like faster connectivity on next smartphone

>50%

Likely to purchase a phone that supports 5G when available

Qualcomm Snapdragon is a product of Qualcomm Technologies, Inc. and/or its subsidiaries.

Source: Qualcomm Technologies consumer research
The ecosystem
Is preparing the foundation for 5G use cases

- Mobilizing media and entertainment
- Pervasive cloud connectivity
- Immersive experiences
- More realistic social interactions
- Connected vehicle
- Augmented reality
- High-speed mobility
- Dense environments
- Rich, user-generated content
- Immersive experiences
- Dense environments
- Mobilizing media and entertainment
- Pervasive cloud connectivity
- Immersive experiences
- Connected vehicle
- Augmented reality
- High-speed mobility
- Dense environments
- Rich, user-generated content
- Th eecosystem is preparing the foundation for 5G use cases

AT&T
“AT&T expects to be the first U.S. company to introduce mobile 5G service in a dozen markets by late 2018”

Verizon
“Verizon...announced it will launch wireless residential broadband services in three to five U.S. markets in 2018”

China Mobile
“China Mobile said it will launch large-scale pre-commercial 5G trials in China in 2019”

KT
“Strong commitment to finally bring full-scale services of the true 5G standards to commercial market as early as 2019”

Source: respective companies Press Releases, public statements
Complexity of mobile RF systems is accelerating due to 5G impacts on RF-Front End design. 5G brings many more spectrum bands/types, advanced wireless technologies, a much wider variation of use cases, and more diverse deployment scenarios. The number of RF bands and band combinations by technology generation includes:

- Early 5G combinations: >10,000
- 4G carrier aggregation combinations: >1,000
- 4G today: 49
- Early 4G: 16
Announcing RF-Front End design wins

Strong traction for rich portfolio of unique modem-to-antenna solutions
Multimode 3G/4G/5G poses immense challenge.

Modem

RFFE

XCVR

Reconfigures for coarse band selection and hand effects.

Dynamically tunes RFFE performance using modem intelligence and network information.

Qualcomm Technologies end-to-end system uniquely positions us to lead in 5G multimode RFFE.

Tunable 5G RF-Front End

4G

5G
Connect, create and collaborate anytime, anywhere.

**The Always Connected PC is here**

- Always on, always connected
- Beyond all-day battery life
- Sleek, innovative designs
- The Windows 10 you know

*Requires network connection and will support up to 20 hours of battery life*
Networking
Transforming connectivity in the home
Qualcomm® Wi-Fi is redefining the industry

#1 Retail Mesh Networking

#1 #1 in Home + Enterprise + Venue Wi-Fi

Reshaping the Carrier segment
Mesh Networking in the carrier segment
Revolutionizing home connectivity with Qualcomm® Mesh Networking Platform

- New integrated voice capabilities
- Innovative applications beyond routers

Lunera  |  Origin Wireless  |  Cognitive Systems

Qualcomm™ Aqstic audio codec  |  Amazon Alexa Voice Service
Microsoft Cortana Virtual Assistant

Qualcomm Mesh Networking Platform and Qualcomm Aqstic are products of Qualcomm Technologies, Inc. and/or its subsidiaries.
All major automakers use Qualcomm Technologies

Acura • Audi • BMW • Buick • BYD • Cadillac
Chevrolet • Chrysler • Dodge • Ford • Geely • Honda
Hyundai • Infiniti • Jaguar • Jeep • Kia • Land Rover
Lexus • Lincoln • Mercedes • Mini • Nissan • Opel
Porsche • PSA • Renault • Rolls-Royce • Smart
Subaru • Toyota • Tesla • Volvo • VW

25
New design-wins* in FY2017

$3B+
Design-win pipeline*

* Source: Company data - Infotainment & Telematics Designs
15+ years powering connected cars

- Diagnostics
- Remote lock/unlock
- Stolen vehicle recovery
- Emergency crash notification

- 2G/3G
- GPS, Galileo
- Security
- Power mgmt

2003
15+ years powering connected cars

- Over-the-air updates
- Driver monitoring
- Wi-Fi hotspot
- Stolen vehicle recovery
- Sensor sharing
- Big data analytics
- Car sharing credentials mgmt
- Remote lock/lock
- Connected navigation
- Remote engine start
- Infotainment
- App-enabled vehicle mgmt
- Bundled content
- Smartphone integration/mirroring
- Multi-operator connectivity/subscription mgmt
- Automated driving support
- Phone-based access and personalization
- Video/audio streaming
- Diagnostics
- Emergency crash notification

**2003**
- 2G/3G
- 4G LTE
- CAN
- Multi-Hz GNSS
- Security
- Power mgmt
- Linux enabled
- Dead Reckoning (DR)
- Bluetooth
- Post-sale upgrades
- Video/audio streaming
- Automated driving support
- Phone-based access and personalization

**2018+**
- 5G NR based C-V2X
- C-V2X
- Multi-Hz GNSS
- Security
- Power mgmt
- Linux enabled
- Dead Reckoning (DR)
- Bluetooth
- Post-sale upgrades
- Video/audio streaming
- Automated driving support
- Phone-based access and personalization

- ~3/4 Of new vehicles are projected to have cellular connectivity by 2024*  
* Strategy Analytics, Oct. ’17

Of new vehicles are projected to have cellular connectivity by 2024*
Automakers have selected Snapdragon Automotive for infotainment.

Leading in premium
Next-gen premium infotainment design-wins

Superior in-car experience

12+ automakers
Have selected Snapdragon Automotive for infotainment

Billion-dollar+ design pipeline
Focused on premium tier

1 2018-2027 period. Source: Company data
2 for production vehicles starting 2019-2020
Announcing infotainment and telematics solutions with Snapdragon

Next-gen cockpit
- Multi-display infotainment
- Digital instrument cluster
- Integrated 4G-LTE Advanced
- Rear seat entertainment systems

Next-gen telematics
- Integrated 4G-LTE Advanced
- Wi-Fi / Bluetooth
- GNSS for precision positioning
- Multi-domain virtualization
Announcing infotainment solutions with Snapdragon

2018 Honda Accord powered by Snapdragon Automotive Platform and Qualcomm® 4G LTE modem

HONDA
Announcing infotainment solutions with Snapdragon

2019 BYD vehicles to feature integrated infotainment and digital cluster powered by Snapdragon 820A
IoT
Bringing new intelligence and experiences to life
Strong momentum across the IoT

> $1B
In FY17 IoT revenue

Wearables
LOUIS VUITTON

Robots and drones
HOVER CAMER

Connected camera
LIGHTHOUSE

Industrial IoT
Honeywell

Home entertainment
YAMAHA

Home control and automation
Johnson Controls

Voice and music
Bowers & Wilkins

Source: Qualcomm Technologies' data, based on Fiscal 2017 shipments.
Support for leading cloud ecosystems

- Alibaba AI Voice Cloud Service
- Amazon Alexa Voice Service
- Baidu DuerOS Open Platform
- Google Assistant
- Microsoft Cortana Virtual Assistant

Accelerating innovation in connected devices

Helping to bring voice to everything

Qualcomm® Audio Voice UI
Qualcomm® Smart Audio Platform

Qualcomm Audio Voice UI and Qualcomm Smart Audio Platform are products of Qualcomm Technologies, Inc. and/or its subsidiaries.
Announcing

New Qualcomm® Low Power Bluetooth Audio SoCs for wireless earbuds and hearables
Up to 65% reduction in power consumption

1. Compared to previous generation.
Bringing mobile virtual reality to life with Snapdragon Mobile Platform

20 XR devices launched* 20+ in development*
The path to 5G | Extending reach of mobile technology
Setting the pace for other industries
Qualcomm CES announcements

RFFE
- Qualcomm Technologies announces RF Front-End design wins with Google, HTC, LG, Samsung and Sony

Auto
- Powering advanced connected car tech in 2018 Honda Accord
- BYD selects Snapdragon Automotive for infotainment and digital cluster
- Jaguar/Land Rover telematics and infotainment

Networking
- Expanded Mesh networking capabilities and new reference platform

IoT
- Low power Bluetooth audio SoCs for wireless earbuds and hearables
- First integrated smart speaker platform with Amazon qualification for Alexa Voice Service
- Supporting Android Things and Google Assistant in smart speaker development
- Designed to deliver industry-first smart speaker platform supporting Microsoft Cortana
- Qualcomm® aptX™ HD delivers high definition Bluetooth wireless audio in increasing variety of smartphones, wireless headphones and wireless speakers

Q&A
- Low power Bluetooth audio SoCs for wireless earbuds and hearables
- First integrated smart speaker platform with Amazon qualification for Alexa Voice Service
- Supporting Android Things and Google Assistant in smart speaker development
- Designed to deliver industry-first smart speaker platform supporting Microsoft Cortana
- Qualcomm® aptX™ HD delivers high definition Bluetooth wireless audio in increasing variety of smartphones, wireless headphones and wireless speakers
Thank you!

For more information, visit us at:
www.qualcomm.com & www.qualcomm.com/blog