Filed by Broadcom Cayman L.P. Pursuant to Rule 425 under the Securities Act of 1933 and deemed filed pursuant to Rule 14a-12 under the Securities Exchange Act of 1934

> Subject Company: Qualcomm Incorporated (Commission File No. 000-19528)

## Broadcom's Highly Compelling Proposal to Acquire Qualcomm

February 22, 2018



#### **Important Information**

#### Cautionary Note Regarding Forward-Looking and Similar Statements

This communication contains forward-looking statements (including within the meaning of Section 21E of the United States Securities Exchange Act of 1934, as amended, and Section 27A of the United States Securities Act of 1933, as amended) concerning Broadcorn. These statements include, but are not limited to statements that address our expected future business and financial performance and statements about (i) the proposed transaction involving Broadcorn and Qualcornm and the expected bunelists of the proposed transaction. (ii) the expected busine business and financial performance and statements about (i) the impact of acquisitions on the market for our products, and (vi) other statements identified by words such as "Wi," expect, "believe," 'anticipate," estimate, "should", intenti, "pien', "potential", "project,", "ani", and similar words, phrases or expressions. These forward-looking statements are based on current expectations and beliefs of the management of Broadcorn, as well as assumptions made by, and information currently available to, such management, current market trends and market conditions and moves trisk and uncertainteis, many of which are outside Broadcorn's and management's control, and which may cause actual results to differ materially from those contained in forward-looking statements. Accordingly, you should not place undue reliance on such statements.

should not place undue reliance on such statements. Particular uncertainlises that could materially affect future results include risks associated with our proposal to acquire Quadromm, including: (i) incontaining regarding the ultimate outcome or terms of any possible transaction between Broadcom and Quadromm, including at (i) the outcome of the proposed transaction, (iv) the ability to obtain regulatory approvals and safety other competition of the proposed transaction on proposal transaction (nchuding hareholders approvals), and (v) other resists related to the completion of the proposed transaction, and on proposal transaction (nchuding hareholders approvals), and (v) other resists related to the completion of the proposed transaction or the ability of periodic on contract manufacturing and outsources to relation and hite key bersonien and to the completion of the proposed transaction (nchuding hareholders approvals), and (v) other resists related to the completion of the proposed transaction and actions related thereto; any loss of our significant customers and fluctuations in the timing and volume of significant customers danse significant indebidenses, including the need to generate sufficient cash flows to service and repays such delt; dependence on a smin number of management quarterly and annumber of provide thereto growth in these markets: dependence on and risks associated with distributors of our products, dependence on a smin flows to service conditions, and with even combines and inclustoring to rup complex for the completion of the result of an event provide and the site of growth in these markets: dependence on and risks associated with distributors of our products. dependence on a smin number of management quarterly and annumber of product and relation growth in these markets: dependence on and risks associated with distributors of any proves with a with all combines and provide and the site source or regularized states, cour competiting matulitis, cour ability to antimicating fa

Our filings with the Securities and Exchange Commission ("SEC"), which you may obtain for free at the SEC's website at http://www.sec.gov, discuss some of the important risk factors that may affect our business, results of operations and financial condition. We undertake no intent or obligation to publicly update or revise any of these forward looking statements, whether as a result of new information, future events or otherw except as regurded by law.

#### Additional Information

This communication does not constitute an offer to buy or solicitation of an offer to sell any securities. This communication relates to a proposal which Broadcom has made for an acquisition of Qualcomm and Broadcom's intention to solicit provises for the election of Broadcom nominees to the Qualcomm Board and certain other proposals at Qualcomm's 2018 annual meeting of stockholders. Broadcom field a definitive proxy statement with the SEC on January 5, 2018 is connection with the solicitation of provises for Qualcomm's 2018 annual meeting of stockholders and may file other proxy solicitation materials in connection with the solicitation of proxies for Qualcomm's 2018 annual meeting of stockholders and may file solichholders.

In addition, in furtherance of the acquisition proposal and subject to future developments, Broadcom (and, if a negotiated transaction is agreed, Qualcomm) may file one or more registration statements, proxy statements, tender offer statements or other documents with the SEC. This communication is not a substitute for any proxy statement, registration statement, tender offer statement, prospectus or other document Broadcom and/or Qualcomm may file with the SEC in connection with the proposed transaction.

Investors and security holders of Broadcom and Qualcomm are urged to read the proxy statement(s), registration statement(s), tender offer statement(s), prospectacyce) and/or other documents filed with the SEC carefully in their entrety if and when they become available as they will contain important information about the proposed transaction and solitation. Any definite proxy statement(s) or prospecture(s) of and when available) will be mailed to stockholders of Broadcom and/or Qualcomm, as applicable. Investors and security holders will be able to obtain free copies of these documents (if and when available) and other documents filed with the SEC by Broadcom through the web site maintained by the SEC at http://www.sec.gov.

This document shall not constitute an offer to sell or the solicitation of an offer to buy any securities, nor shall there be any sale of securities in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction. No offering of securities shall be made except by means of a prospectus meeting the requirements of Section 10 of the U.S. Securities Act of 1933, as amended.

#### Participants in Solicitation

Broadcom, certain of its subsidiaries, its directors and executive officers, other members of management and employees and the nominees described above may be deemed to be participants in the solicitation of proxies in respect of the proposed transaction, including with respect to Qualcomm's 2018 annual meeting of stockholders. You can find information about Broadcom's executive officers and directors in Broadcom's definitive proxy statement field with the SEC on Fobuary 20, 2017. Information about the Broadcom nominees is included in the definitive proxy statement that Broadcom has filed with the SEC. Additional information regarding the interests of such potential participants is included or will be included in one rome registration statements, proxy statements, thender offer statements field or to be filed with the SEC if and when they become available. These documents (if and when available) may be obtained free of charge from the SEC's website http://www.sec.gov.

#### Broadcom Remains Fully Committed to Acquiring Qualcomm Despite Qualcomm's Unwillingness to Meaningfully Engage and its Unilateral Transfer of Value to NXP Stockholders

ISS Recommends Qualcomm Stockholders Vote on the BLUE Proxy Card "FOR" Four Broadcom Nominees and States that Qualcomm Should Negotiate With Broadcom	<ul> <li>"The deterioration of [Qualcomm's] fundamentals, combined with the significant underperformance relative to peers and the SOX index, calls into question Qualcomm's business model, and what kind of long-term return shareholders should expect over the next transition to the 5G technology."</li> <li>"At this point, the best risk-adjusted scenario for QCOM shareholders would appear to be for the company to engage with Broadcom and seek to (1) close the NXP transaction at a mutually agreed price, which – absent a hell-or-high-water-like commitment from Broadcom – would provide Qualcomm with the next-best safety net of diversification, and (2) seek to negotiate a deal with Broadcom that would provide value that is both satisfactory and reasonably certain."</li> </ul>
	ISS Report – February 16, 2018 <sup>1</sup>
Glass Lewis Recommends Qualcomm Stockholders Vote on the BLUE Proxy Card "FOR" All Six Broadcom Nominees	<ul> <li>"At this juncture, given the Qualcomm board's repeated rejection of Broadcom's offer and our doubt about its willingness to seriously negotiate with Broadcom, we believe a change in the composition of the board is warranted. Moreover, given the incumbent directors' unanimous opposition to Broadcom's offer, we believe reconstituting a majority of the board would be necessary to kickstart the engagement effort."</li> <li>Glass Lewis Report – February 20, 2018<sup>1</sup></li> </ul>
Despite ISS and Glass Lewis Recommendations,	<ul> <li>Raised bid for NXP despite repeated statements that \$110 is "full and fair" and despite not having obtained MOFCOM approval</li> <li>NXP was trading at <u>\$118.50</u> before Qualcomm's announcement</li> </ul>
Qualcomm Board Unilaterally Raises Bid for NXP to \$127.50 Per Share	Transfers \$4.10 per Qualcomm share of value from Qualcomm stockholders to NXP stockholders
Broadcom Adjusts Offer for	Broadcom adjusts price by \$3 / share, even though \$4.10 of value was transferred to NXP stockholders
Qualcomm to \$79 Per Share	<ul> <li>All other terms of Broadcom's proposed merger agreement remain unchanged</li> </ul>
	<ul> <li>Willing to increase offer by \$3 / share more in cash if the NXP transaction does not occur</li> </ul>

1) Permission to use quotation neither sought nor obtained

### Broadcom's Nominees Are Independent and Highly Qualified

Broadcom urges Qualcomm stockholders to vote the **BLUE CARD** for <u>ALL</u> six independent, highly qualified nominees to ensure engagement with Broadcom

- ✓ Independent
- ✓ CEO / CFO Experience
- ✓ Technology R&D / Experience
- ✓ M&A / Finance
   Experience
- ✓ International Supply Chain Experience
- ✓ Large Cap, Public Company Board Experience

Nom	inee	Experience
	Samih Elhage	Former President of Nokia Mobile Networks, CFO & COO of Nokia Siemens Networks and Nokia Networks Former Board Member of Alcatel-Lucent, Alcatel Shanghai Bell and Quickplay Media
	David Golden	Former Vice Chairman of TMT Banking at J.P. Morgan Board Member of Barnes & Noble Education Former Board Member of Blackbaud and Everyday Health Managing Partner of Revolution Ventures
	Veronica Hagen	Board Member of Newmont Mining, Southern Company and American WaterWorks Former CEO of Polymer and SappiFine Paper Former Board Member of AVINTIV, Jacuzzi Brands and Covanta
	Julie Hill	Board Member of Anthem & Trustee of Lord Abbett Family of Mutual Funds Former Board Member of WellPoint, Lend Lease and Holcim Owner of Hill Company
33	John Kispert	Former President & CEO of Spansion Board Member of Gigamon and Barracuda Networks Former Board Member of Spansion, Cypress, TriNet and Extreme Networks Managing Partner of Black Diamond Ventures
Ð	Harry You	Former CFO of Oracle and Accenture, CEO of BearingPoint and EVP of EMC Former Board Member of Korn/Ferry CFO of GTY Technology

#### **Broadcom Has Made a Highly Compelling Proposal**

## BROADCOM STANDS READY TO EXECUTE THE MERGER AGREEMENT IT HAS DELIVERED TO QUALCOMM

- I. Qualcomm Has Repeatedly Failed to Deliver Stockholder Value
- II. Qualcomm's Standalone Plan Rehashes 2015's Broken Promises and is Not Credible
- III. NXP Will Not Solve Qualcomm's Problems
- IV. Broadcom's Offer Provides Significantly More Value to Qualcomm Stockholders Than Any Other Alternative
- v. Broadcom's Offer Provides Substantial Deal Certainty and a Clear Path to Completion for Qualcomm Stockholders
- vi. Qualcomm Stockholders Deserve Directors Who Will Secure the Benefits of Broadcom's Highly Compelling Proposal

VOTE THE BLUE CARD FOR <u>ALL</u> SIX NOMINEES TO SUPPORT BROADCOM'S HIGHLY COMPELLING OFFER



## Broadcom's Highly Compelling Proposal

#### Broadcom has provided a merger agreement highly favorable to Qualcomm and its stockholders

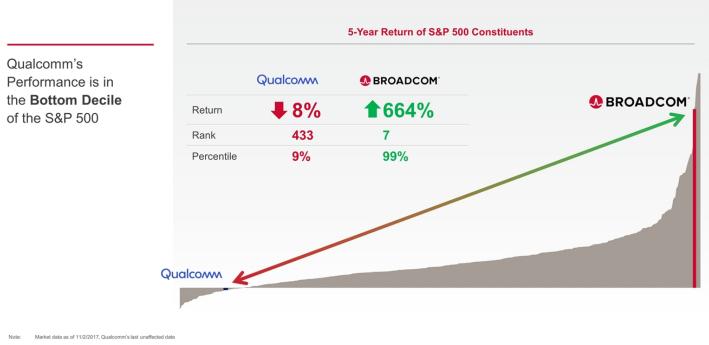
lighly Compelling Value	<ul> <li>\$79 per Qualcomm share         <ul> <li>\$57 in cash and remainder in Broadcom shares</li> </ul> </li> </ul>
	<ul> <li>50% premium to Qualcomm 30-day VWAP<sup>(1)</sup></li> <li>44% premium to Qualcomm unaffected price<sup>(2)</sup></li> </ul>
Substantial	Merger agreement includes significant commitments to assuage all reasonable regulatory risks:
Regulatory Certainty	<ul> <li>Upfront commitment to divest Qualcomm's Wi-Fi networking processors and RF Front End chips businesses</li> </ul>
	<ul> <li>Additional commitment to take any other actions required by regulatory agencies with respect to Qualcomm's other businesses and assets subject to the very high "Material Adverse Effect" standard.</li> </ul>
	<ul> <li>Regulatory reverse termination fee of \$8 billion</li> <li>6% per annum ticking fee on the cash portion of the consideration (net of dividends) for the period commencing 12 months after signing until closing</li> </ul>
	<ul> <li>Broadcom's counsel has demonstrated that the reasonable areas of substantive regulatory inquiry are resolvable with reasonable remedies that Broadcom is prepared to agree to</li> </ul>
Financing	No financing condition
Certainty	<ul> <li>Broadcom has entered into binding financing commitments with 12 financial institutions in an amount sufficient to fully fund the transaction and to fund post-closing working capital needs</li> </ul>
	<ul> <li>Silver Lake, KKR and CVC have agreed to provide \$6 billion in convertible note financing</li> </ul>

30-day VWAP of \$52.71 calculated as of November 2, 2017, the last trading day prior to media speculation regarding a potential transaction
 Unaffected price of \$54.84, the closing price of Qualcomm common stock on November 2, 2017, the last trading day prior to media speculation regarding a potential transaction



BROADCOM<sup>°</sup>

## **Qualcomm's Stock Price Has Significantly Underperformed**



#### Qualcomm Failed to Turn 4G Leadership Into Stockholder Value

#### Qualcomm Failed to Monetize 4G Leadership...

# 

"...we've been investing [in] LTE technology, and we really believe that we are in a product leadership position ... and because we are the leaders in the Paul Jacobs 3G technology, because [we've] been investing very meaning in the component of the second secon 3G technology, because [we've] been investing very heavily in this LTE will be the leaders [in] 4G as well. So really exciting opportunity there."



Steve Mollenkopf Qualcomm CEO July 19, 2017	launch date The modem technology and complexity is increasing, and we believe we can continue to outperform our competitors with our level of 5G innovation. It is clear that our technology position and product road map are as strong as they have ever been."
Stock Chart	
	<b>'</b>
	_
EBT Margin	
	<b>'</b>

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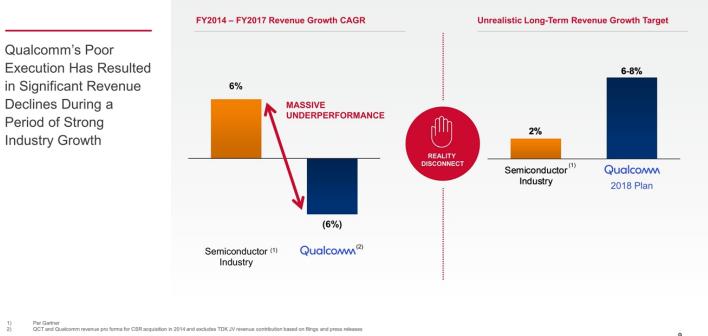
"We are ramping investments necessary to extend our leadership

position in 5G as operators and customers seek to accelerate their

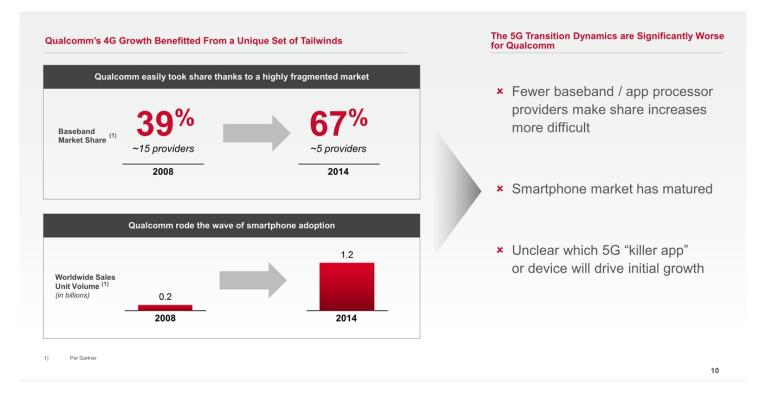
...Why Will 5G Be Any Different?

Note: Market data as of 11/2/2017, Qualcomm's last unaffected date; non-GAAP financials presented

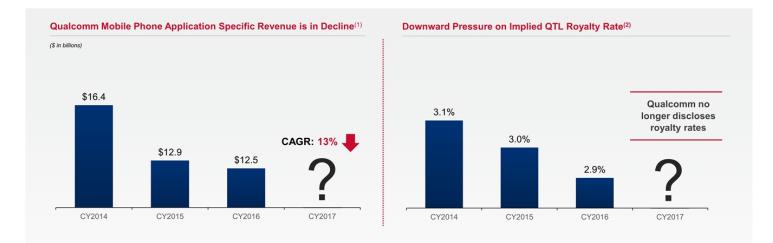
#### **Qualcomm is in Decline**



### **Qualcomm is Overstating its 5G Growth Opportunities**



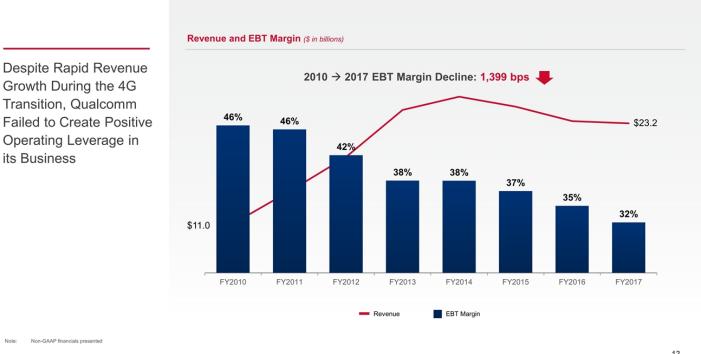
### **Qualcomm's Broken Business Model Impacts Results**



#### Qualcomm's Projected 6-8% Revenue Growth Rate is Unrealistic Given These Trends

Per Gartner
 Calculated as QTL revenue divided by device shipments and divided by device ASP; data from Qualcomm Investor Presentation dated April 19, 2017

#### Qualcomm's Margins Have Declined Even When Revenue Has Grown...

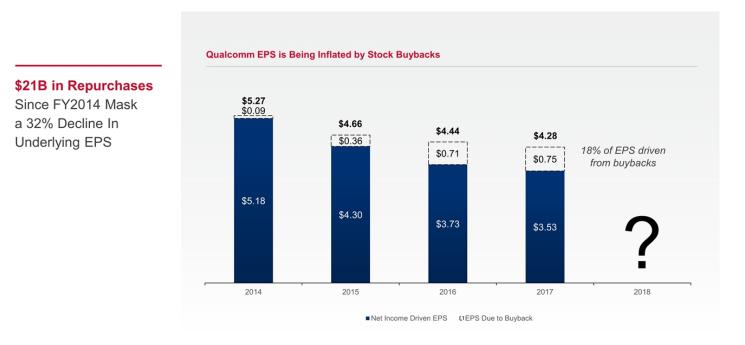


Note:

## ...And Qualcomm Has Significantly Underperformed its Peers

	CAGR FY2014 – FY2017	Qualcon	PEERS
Qualcomm's Inability to Manage its Cost Structure Caused	Revenue	6% 🕂	7% 🕇
Profitability to Decline Precipitously	Gross Profit	5% 🖊	10% 🕇
	EBT	10% 🖊	17% 🕇
	Net Income	11% 🖊	18% 🕇
Note: EBT margin as reported; non-GAAP financials presented. Peer s	et consists of ADI, AVGO, INTC, MCHP, MXIM, NVDA, SWKS, TXN and XLNX. Finan	cials pro forma for acquisitions	

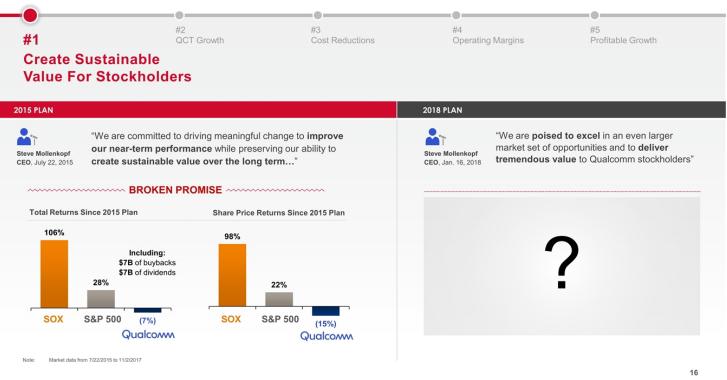
### Share Repurchases Have Masked a Dramatic Earnings Decline

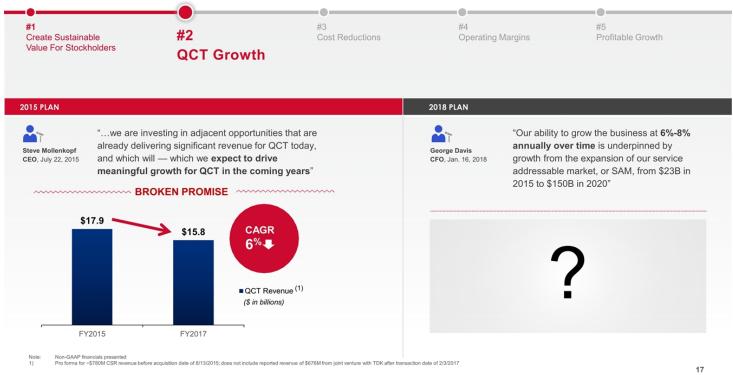


Note: Non-GAAP financials presented; diluted EPS and shares presented

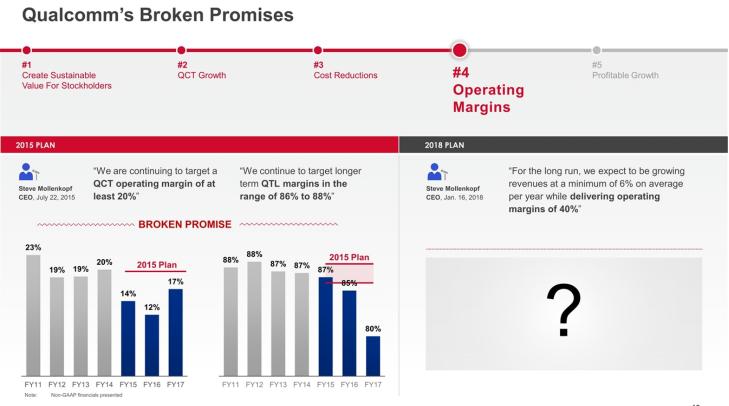
II. Qualcomm's Standalone Plan Rehashes 2015's BrokenPromises and is Not Credible

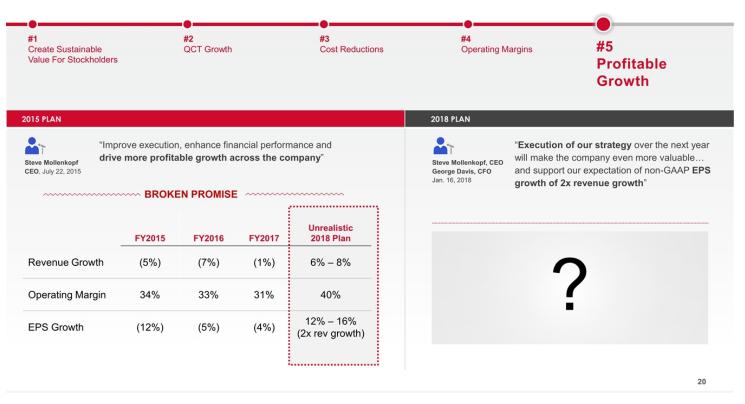




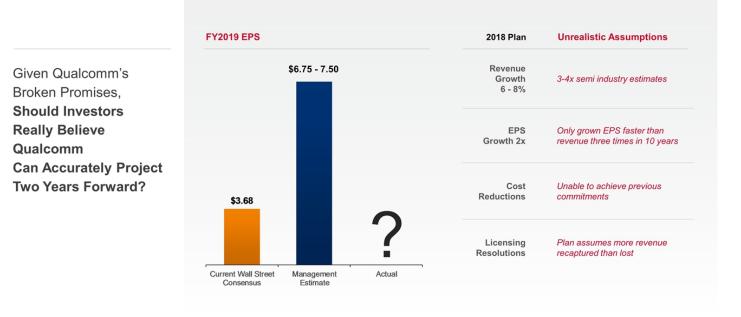




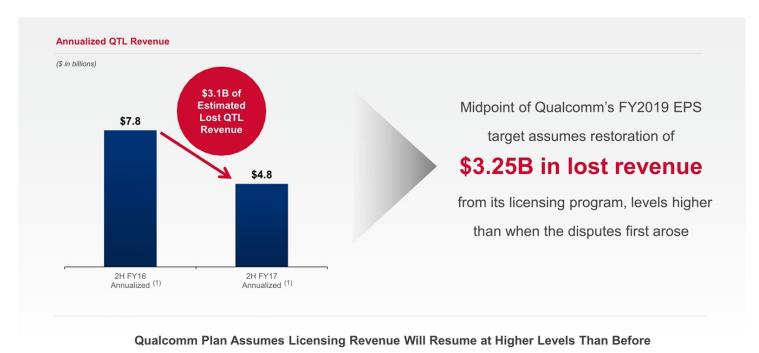




### Qualcomm's FY2019 Projections Are Not Credible...



Note: Consensus estimates as of 2/2/2018



#### ... And Have Unrealistic Dispute Resolution Assumptions

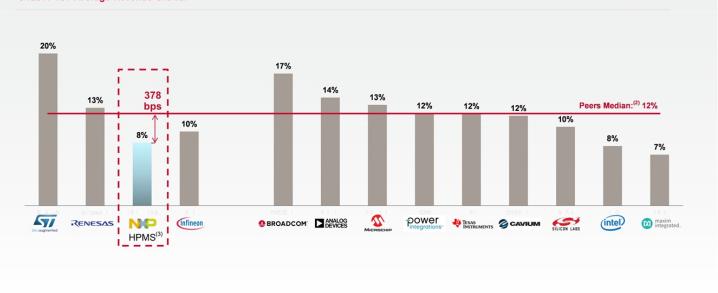
1) Last two quarters of fiscal year annualized

## III. NXP Will Not Solve Qualcomm's Problems



# NXP Has Failed to Keep Pace With Industry Growth and Severely Lagged its Peers in 2017





 ADI revenue pro forma for the LLTC acquisition, AVGO revenue pro forma for the BRCD acquisition, CAVM revenue pro forma for the QLGC acquisition, Intel revenue is adjusted for the Mobileye acquisition and McAfee divestiture, MCHP revenue pro forma for the ATML acquisition NXPI revenue pro forma for the Standard Products divestiture and Renessas revenue pro forma for the ISL acquisition Peers as defined by NXP in most recent annual filing or Form 20-F include Analog Devices, Broadcom, Cavium, Infineon, Intel, Maxim Integrated Products, Microchip, Power Integrations, Renessas, Silicon Laboratories, STMicroelectronics and Texas Instruments NXPI PMS excludes Corporate & Other Revenue

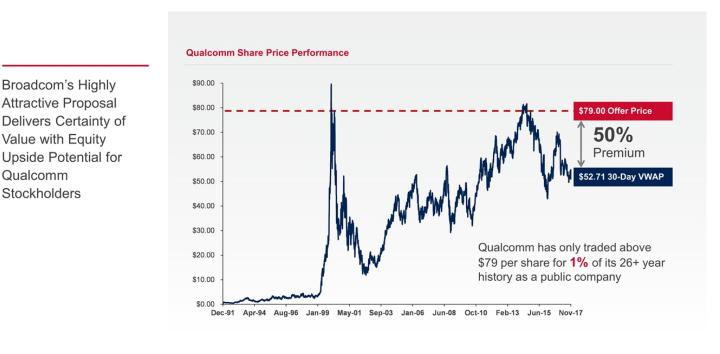
## NXP is a Savvy Seller

ANNOUNCED	BUYER	DEAL VALUE	TRANSACTION	OBSERVATIONS
April 2008	life.augmented	\$1.6 Billion	Sale of 80% of Cellular Baseband business	<ul> <li>Contributed to a Joint Venture with Ericsson in 2009</li> <li>Subsequently dissolved in 2013</li> </ul>
December 2010	DOVER	\$855 Million	Sale of Sound Solutions business	<ul> <li>In 2015, the speaker business lost \$272 million (on \$235 million of revenue)</li> <li>Sold in 2016 for \$45mm following large write downs and losses</li> </ul>
May 2015	JAC CAPITAL	\$1.8 Billion	Sale of RF Power business	RF market downturn following sale
June 2016	JAC CAPITAL Wise Road Capital	\$2.8 Billion	Sale of Standard Products business	Buyers paid a rich multiple (2.3x LTM revenues, 65% above ON Semiconductor's multiple at the time and 35% above the ON/Fairchild acquisition multiple)

IV. Broadcom's Offer Provides Significantly More Value to Qualcomm Stockholders Than Any Other Alternative

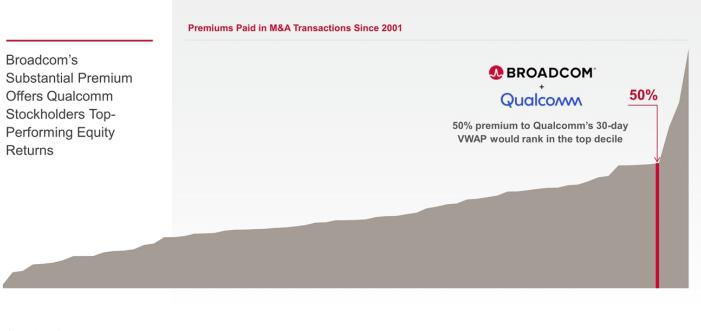
BROADCOM°

#### **Broadcom's Proposal Offers a Significant Premium**



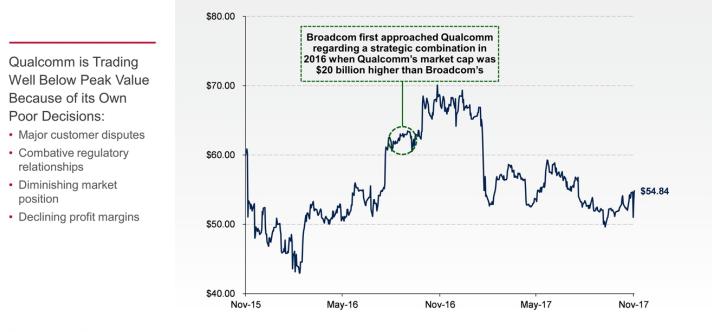
Note: Market data as of 11/2/2017, Qualcomm's last unaffected date; VWAP based on trading days

### Broadcom's Proposal is in Elite Territory



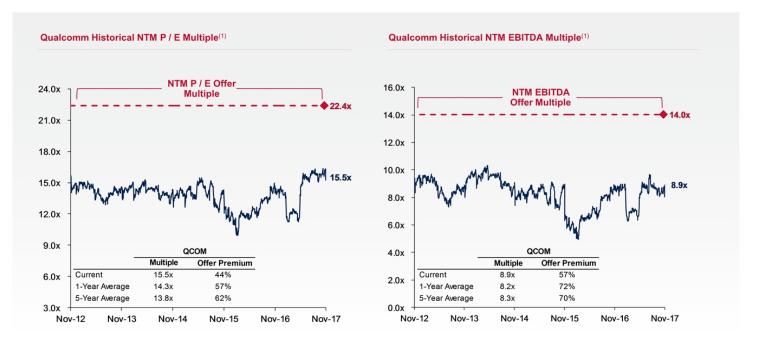
Source: Thomson One Note: Announced transactions greater than \$25bn from 1/1/2001 to 2/21/2018, excluding transactions with financially distressed target

### Broadcom's Offer is Clearly Not Opportunistic



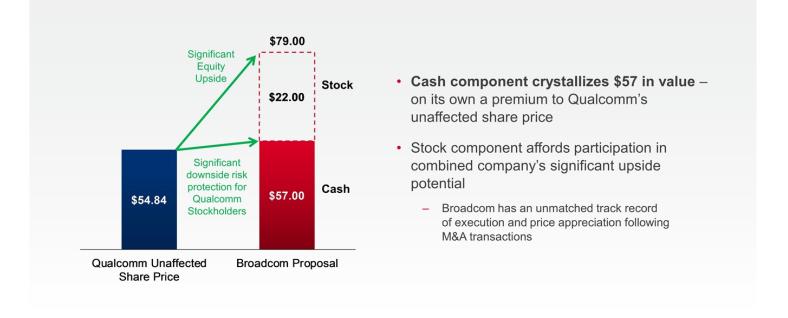
Note: Market data as of 11/2/2017, Qualcomm's last unaffected date



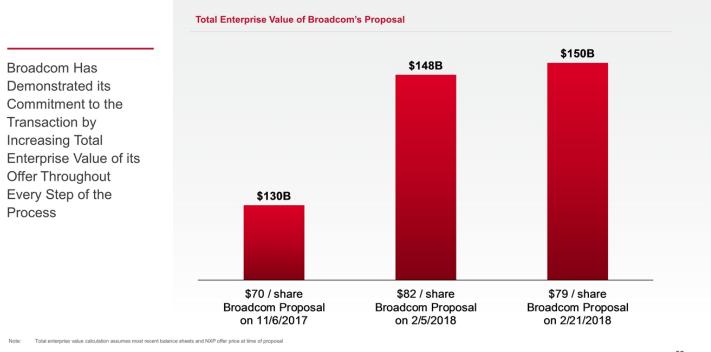


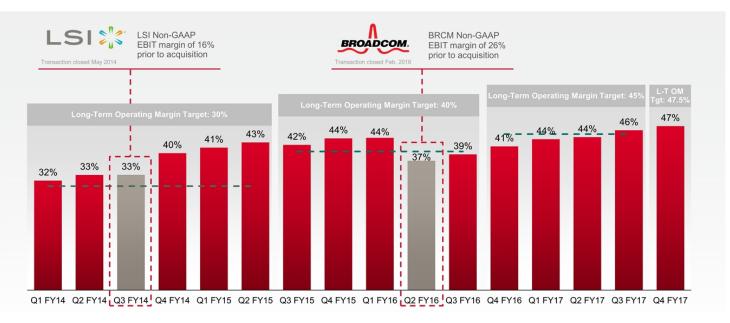
1) Market data as of 11/2/2017, Qualcomm's last unaffected date; based on consensus estimates, not pro forma for NXP acquisition

# Proposal Provides Qualcomm Stockholders With Substantial Upside Potential and Downside Protection



### Broadcom Has Increased the Total Enterprise Value of its Offer

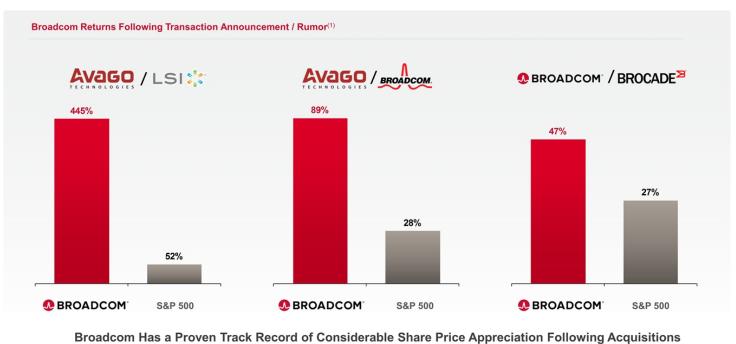




#### Broadcom Has a Proven Track Record of Successful Integrations...

Broadcom Management's Track Record of Successfully Integrating Large, Complex M&A Significantly De-Risks Equity Component of Offer for Qualcomm Stockholders

#### ...And Post-Announcement Value Creation



1) Broadcom returns from day prior to announcement or rumor (12/13/2013, 5/26/2015 and 10/28/2016) to 2/21/2018

V. Broadcom's Offer Provides Substantial Deal Certainty and a Clear Path to Completion for Qualcomm Stockholders





**Broadcom Successfully Closes Transactions in a Timely Manner** 

BROADCOM.		BROCADE S	
\$36.1B	\$6.6B		
Months to <b>6</b>	Months to Antitrust Approval	Months to Antitrust Approval	
Months to Close 8	Months to Close 5	Months to Close <b>12</b>	
Asset 2	Asset 2	Asset <b>6</b>	
Asset Buyer	Asset Buyer	Asset Buyer	
Wireless IoT Business CYPRESS	Axxia Networking Business (intel) Flash Businesses	IP Networking / Ruckus	
		Brocade Vyatta Software	
		Brocade vEPC Assets	
		Brocade vADC Assets Secure	

36

Brocade SDN Controller

### **Broadcom Has Fully Addressed Qualcomm's Regulatory Concerns**

Broadcom is Confident its Divestiture Plan and Regulatory Commitments Will Enable Regulatory Approval Within 12 Months

 Excellent M&A-related divestiture track record

- · Product categories with significant overlap have already been addressed
  - Broadcom's proposed merger agreement requires Broadcom to divest Qualcomm's Wi-Fi networking processor and RF Front End businesses
- · Other areas Qualcomm claims are issues, simply are not
  - NFC: Broadcom divested its NFC business in August 2016
  - Wi-Fi/Bluetooth: These chips will be divested with the Wi-Fi networking segment
- Broadcom has proposed a compelling package of antitrust provisions that reinforce Broadcom's commitment to gaining regulatory approvals
  - Planned divestitures of businesses with overlap will significantly expedite regulatory approval process
  - Additional commitment to take any other actions required by regulatory agencies with respect to Qualcomm's other businesses and assets subject to the very high "Material Adverse Effect" standard
  - Generous ticking fee if the transaction closes later than 12 months post agreement
  - Highest ever regulatory reverse termination fee of \$8 billion

# No Financing Condition: Broadcom Has Signed Binding Agreements to Fully Fund the Transaction and to Fund Post-Closing Working Capital Needs

\$100 Billion of Commitments	<ul> <li>12 financial institutions have agreed to provide up to \$100 billion, including a \$5 billion revolving credit facility, and bridge financing</li> </ul>
	<ul> <li>Financial institutions include: BofA Merrill Lynch, Citigroup, affiliates of Deutsche Bank AG, J.P. Morgan, Mizuho, MUFG, SMBC, Wells Fargo, Scotiabank, BMO Capital Markets, RBC Capital Markets and Morgan Stanley</li> </ul>
\$6 Billion in Convertible Notes	<ul> <li>Silver Lake, KKR and CVC have agreed to provide \$6 billion in convertible note financing</li> </ul>

VI. Qualcomm Stockholders Deserve Directors Who Will Secure the Benefits of Broadcom's Highly Compelling Proposal



#### Qualcomm's Response to Broadcom's Offer Demonstrates They Have No Intention of Engaging Constructively

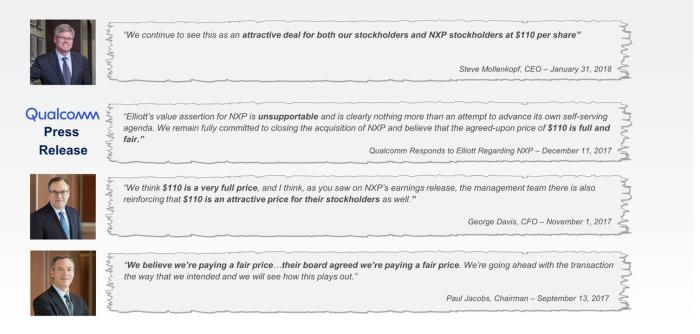
- Recent History of Interactions with Qualcomm Following Broadcom's Public Proposal:
  - Feb 2, 2018: Broadcom CFO contacted Qualcomm's financial advisor to provide terms of an improved proposal, in hopes of engagement 
    No response
  - Feb 2, 2018: Broadcom's financial advisor contacted Qualcomm's financial advisor to provide terms of an improved proposal 
    Qualcomm's financial advisor: "Let me speak with my client today." No response thereafter
  - Feb 2, 2018: Broadcom's legal advisor contacted Qualcomm's legal advisor to provide terms of an improved proposal ➡ No response
  - Feb 5, 2018: Broadcom publicly discloses \$82 per share offer
  - Feb 8, 2018: Qualcomm Board rejects \$82 per share offer but offers to meet with Broadcom
  - Feb 8, 2018: Broadcom attempts to schedule meeting for Feb 9, 10, 11 
    Qualcomm unwilling to meet until after ISS and Glass Lewis meetings
  - Feb 8, 2018: Broadcom publicly delivers signable, merger agreement highly favorable to Qualcomm and reiterates request for immediate meeting 
    Qualcomm remains unwilling to meet until after ISS and Glass Lewis meetings
  - Feb 14, 2018: Qualcomm met with Broadcom 
    Outcome: Qualcomm offers no response to constructive solutions offered by Broadcom
  - Feb 16, 2018: Qualcomm Board again rejects \$82 per share offer
  - Feb 16, 2018: Fiss recommends voting on the BLUE proxy card for 4 Broadcom nominees
  - Feb 20, 2018: Glass Lewis recommends voting on the BLUE proxy card for all 6 Broadcom nominees
  - Feb 20, 2018: Qualcomm announces increase in price of NXP offer from \$110 to \$127.50 per NXP share

Having received a highly compelling offer with clear and favorable deal terms and substantial deal certainty, in the form of a signable merger agreement...

Qualcomm's Board has ignored its stockholders desire to secure Broadcom's value-maximizing proposal and ISS and Glass Lewis recommendations to negotiate with Broadcom

Instead, Qualcomm's Board has elected to transfer excessive value to NXP activist-led stockholders

### The Timing and Magnitude of the NXP Price Change is Contrary to Qualcomm's Previous Statements and Led to a Significant Transfer of Value Away From Qualcomm Stockholders



# Qualcomm Has Massively Underperformed the S&P 500 During the Tenure of Each Independent Director

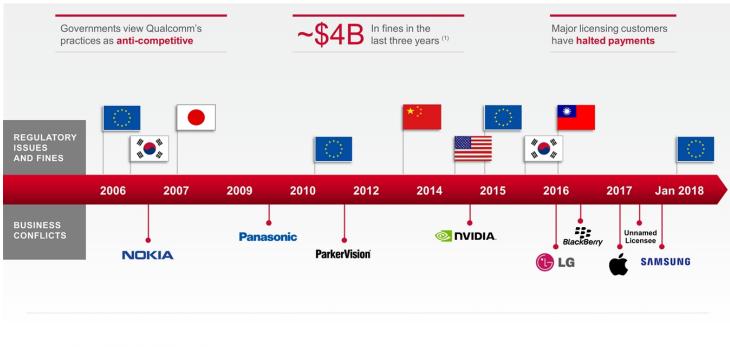


"...world-class Board that has a strong resume not only outside of Qualcomm, but directly as to what they've done at Qualcomm"

Qualcomm Board Has No Excuse if it Fails to Secure Broadcom's Value-Maximizing Proposal

	Date Joined	Underperformance to S&P Since Joining
Barbara Alexander	7/31/2006	(47%) 🖊
Thomas Horton	12/8/2008	(120%) 🖊
Francisco Ros	12/6/2010	(97%) 🖊
Clark Randt	10/6/2013	(72%) 🖊
Harish Manwani	5/4/2014	(68%) 🖊
Mark McLaughlin	7/22/2015	(37%) 🖊
Tony Vinciquerra	7/22/2015	(37%) 🖊
Jeffrey Henderson	1/12/2016	(15%) 🖊
Ann Livermore	10/9/2016	(38%) 🖊
Strategic Realignment Plan Announcement	7/22/2015	(37%) 🖊

Note: Market data as of 11/2/2017, Qualcomm's last unaffected date



# Qualcomm's Business Model Has Been Broken for a Long Time

1) Includes NDRC fine of \$975M, KFTC fine of \$927M, TFTC fine of \$778M and European Commission fine of \$1.2B

# Qualcomm Board's Failed Supervision Has Resulted in Repeated Regulatory Violations and Unfair Business Practices

Qualcomm's Board Has Shown a Lack of Leadership, Maintaining the Status Quo Despite Repeated Regulatory Censure

EU Commission	<b>\$1.2B</b> EU Fine	"Qualcomm illegally shut out rivals from the market for LTE baseband chipsets for over five years, thereby cementing its market dominance. Qualcomm's behavior denied consumers and other companies more choice and innovation" European Commissioner of Competition, Margrethe Vestager, 1/24/18
Taiwan - FTC	<b>\$773M</b> Taiwan Fine	"It is supported by clear evidence that Qualcomm's conduct involved in its overall business model had damaged the competition in the baseband chip markets in order to secure, maintain and reinforce Qualcomm's dominant position in the baseband chip markets." Taiwan Fair Trade Commission, 10/11/17
US - FTC		"Qualcomm's conduct has harmed competition and the competitive process." Federal Trade Commission Complaint, 1/17/17
Fair Trade Commission Korea - FTC	\$853M South Korea Fine	"Qualcomm has forced unilateral, unfair terms on licensing contracts without going through a fair calculation process." Director Shin Young-Sun at the Korea Fair Trade Commission, 12/27/16
PRC - NDRC	<b>\$975M</b> China Fine	"Qualcomm is actually forcing Chinese licensees to accept its additional unfair and unreasonable licensing conditions in the sales of baseband chips." NDRC of PRC, 2/10/15
		44

### Despite All of Its Execution Challenges and Issues, Qualcomm's Board Has Not Brought in External Perspectives

	Title		Tenure
Paul Jacobs	Executive Chairman and Board Chairman, Qualcomm		27 years
Steve Mollenkopf	CEO, Qualcomm		24 years
Cristiano Amon	President, Qualcomm		23 years
 Matthew Grob	EVP, Technology Qualcomm Technologies		27 years
James Thompson	EVP, Engineering Qualcomm Technologies and CTO		26 years
Alexander Rogers	EVP and President, Qualcomm Technology Licensing		17 years
		Average Tenure	24 years
Donald Rosenberg	EVP, General Counsel and Corporate Secretary		11 years
George Davis	EVP and CFO, Qualcomm		5 years
 Brian Modoff	EVP, Strategy and M&A, Qualcomm		3 years
Michelle Sterling	EVP, Human Resources, Qualcomm		14 years
		Average Tenure	8 years

### **Qualcomm's Existing Directors Have Taken Defensive Actions**

Instead of Transacting with Broadcom, Qualcomm has Taken Defensive and Value Destructive Actions

- New severance plan implemented by incumbent Qualcomm Board and management is the **epitome of entrenchment** 
  - If the current Qualcomm Board terminates employees, there is no penalty, but if a new Qualcomm Board takes the exact same action, it results in additional and significant costs to shareholders
  - This new severance plan raises even more questions given Qualcomm's \$1 billion cost reduction plan and purported \$500 million of synergies from NXP, both of which undoubtedly will include employee layoffs
- Amended the definition of "change of control" for purposes of double-trigger equity award acceleration for all employees, including executive officers, to include losing a proxy fight
- Raised bid for NXP to \$127.50 when stock was trading at \$118.50; made this decision in spite of ISS recommendation for Qualcomm to collaborate with Broadcom on a mutually agreed price for the NXP transaction and to negotiate a transaction with Broadcom
  - Qualcomm had repeatedly described the \$110 offer price as "full and fair"

### How Should You Vote?



# CARD

- Vote for **independent nominees** who are committed to maximizing value for all Qualcomm stockholders
- Vote for **independent nominees** to give Qualcomm stockholders the opportunity to obtain significant benefits of Broadcom's value-maximizing proposal



#### WHITE CARD

- X Vote for existing directors who have failed to secure for Qualcomm stockholders Broadcom's value maximizing proposal and have transferred value to NXP activist-led shareholders
- X Vote to give current leadership more time to underperform while watching peers continue to execute



# VOTE THE **BLUE CARD** FOR <u>ALL</u> SIX **BROADCOM NOMINEES**

