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Qualcomm Raises Financial Guidance for the Second Fiscal Quarter of 2010

SAN DIEGO — March 25, 2010 — Qualcomm Incorporated (Nasdaq: QCOM), a leading developer and innovator of advanced wireless technologies, products and services, today updated its financial guidance for the second fiscal quarter ending March 28, 2010.

The following statements are forward looking and actual results may differ materially. The "Note Regarding Forward-Looking Statements" at the end of this news release provides a description of certain risks that we face, and our annual and quarterly reports on file with the Securities and Exchange Commission (SEC) provide a more complete description of risks.

"We are very pleased with our stronger than expected performance this quarter with both the licensing and chipset businesses projecting higher revenues versus our prior guidance," said Dr. Paul E. Jacobs, chairman and CEO of Qualcomm. "We now project earnings per share to be well above the high end of our prior guidance driven by strength in licensing revenues and favorable volume and product mix in our chipset business."

**Pro Forma Defined** 

Pro forma results and guidance exclude the Qualcomm Strategic Initiatives (QSI) segment, certain share-based compensation, certain tax items that are not related to the current year and acquired in-process research and development (R&D) expense.

### **Second Fiscal Quarter Business Outlook Highlights**

The following estimates are based on the current business outlook:

- Revenues: estimated to be \$2.55 to \$2.65 billion compared to our prior guidance range of \$2.40 to \$2.60 billion.
- Diluted earnings per share: estimated to be \$0.56 to \$0.58 pro forma, compared to our prior guidance range of \$0.49 to \$0.53; and estimated to be \$0.42 to \$0.44 in accordance with generally accepted accounting principles (GAAP), compared to our prior guidance range of \$0.35 to \$0.39.
- CDMA-based Mobile Station Modem<sup>™</sup> (MSM<sup>™</sup>) shipments: estimated to be approximately 92 to 93 million units compared to our prior guidance range of 88 to 92 million units.

We are not updating or reaffirming our prior estimates of licensee shipment volumes or average selling prices for CDMA devices in the fourth quarter of 2009, as we have not completed the analysis of all the information necessary to update this guidance. In addition, given changing market dynamics, we are evaluating changes to the information we provide to help investors evaluate Qualcomm's licensing business.

The following table summarizes GAAP and pro forma guidance for the second fiscal quarter of 2010 based on the current business outlook. The pro forma business outlook provided below is presented consistent with the presentation of pro forma results elsewhere herein.

The following estimates are approximations and are based on the current business outlook:

**Qualcomm's Business Outlook Summary** 

SECOND FISCAL QUARTER									
	Q2 FY09 Results (2)	Prior Guidance Q2 FY10 Estimates	Current Guidance Q2 FY10 Estimates						
Pro Forma									
Revenues	\$2.45B	\$2.40B - \$2.60B	\$2.55B - \$2.65B						
Year-over-year change		decrease 2% - increase 6%	increase 4% - 8%						
Diluted earnings per share (EPS)	(\$0.03)	\$0.49 - \$0.53	\$0.56 - \$0.58						
Year-over-year change		N/M	N/M						
GAAP									
Revenues	\$2.46B	\$2.40B - \$2.60B	\$2.55B - \$2.65B						
Year-over-year change		decrease 2% - increase 6%	increase 4% - 8%						
Diluted EPS	(\$0.18)	\$0.35 - \$0.39	\$0.42 - \$0.44						
Year-over-year change		N/M	N/M						
Diluted EPS attributable to QSI	(\$0.03)	(\$0.05)	(\$0.05)						
Diluted EPS attributable to share-based compensation	(\$0.09)	(\$0.07)	(\$0.07)						
Diluted EPS attributable to certain tax items (3)	(\$0.02)	(\$0.02)	(\$0.02)						
Diluted EPS attributable to in-process R&D	\$0.00	N/A	N/A						
Metrics									
MSM shipments	approx. 69M	approx. 88M - 92M	approx. 92M - 93M						
CDMA/WCDMA devices shipped (1)	approx. 128M*	approx. 144M - 149M*	not updated						
CDMA/WCDMA device wholesale average selling price (1) *Shipments in December quarter, reported in March quarter	approx. \$201*	approx. \$179*	not updated						

- (1) CDMA/WCDMA device shipments and average selling prices are based on estimated worldwide device shipments and licensee selling prices, including shipments and selling prices not reported to Qualcomm.
- (2) The second quarter of fiscal 2009 results included a \$748 million charge related to a litigation settlement and patent agreement with Broadcom Corporation.
- (3) The estimate of our fiscal 2010 GAAP effective tax rate includes tax expense of approximately \$130 million for the year that arises because deferred revenue related to the 2008 license and settlement agreements with Nokia is taxable in fiscal 2010 but the resulting deferred tax asset will reverse in future years when our state tax rate will be lower as a result of California tax legislation enacted in 2009.

Sums may not equal totals due to rounding.

N/A - Not Applicable N/M - Not Meaningful

Our outlook does not include provisions for the consequences of injunctions, damages, or fines related to any pending legal matters unless awarded or imposed by a court, governmental entity or other regulatory body. In addition, due to their nature, certain income and expense items, such as realized investment gains or losses, gains and losses on certain derivative instruments or asset impairments, cannot be accurately forecast. While we do not forecast impairments, we have temporary unrealized losses on marketable securities that could be recognized as other-than-temporary losses in future periods if financial conditions affecting those securities do not improve. Accordingly, we exclude forecasts of such items from our business outlook, and actual results may vary materially from the business outlook if we incur any such income or expense items.

Qualcomm Incorporated (Nasdaq: QCOM) is a leader in developing and delivering innovative digital wireless communications products and services based on CDMA and other advanced

technologies. Headquartered in San Diego, Calif., Qualcomm is included in the S&P 100 Index, the S&P 500 Index and is a 2009 FORTUNE 500<sup>®</sup> company. For more information, please visit <a href="https://www.qualcomm.com">www.qualcomm.com</a>

## **Note Regarding Use of Non-GAAP Financial Measures**

The Company presents pro forma financial information that is used by management (i) to evaluate, assess and benchmark the Company's operating results on a consistent and comparable basis; (ii) to measure the performance and efficiency of the Company's ongoing core operating businesses, including the Qualcomm CDMA Technologies, Qualcomm Technology Licensing and Qualcomm Wireless & Internet segments; and (iii) to compare the performance and efficiency of these segments against each other and against competitors outside the Company. Pro forma measurements of the following financial data are used by the Company's management: revenues, R&D expenses, SG&A expenses, total operating expenses, operating income (loss), net investment income (loss), income (loss) before income taxes, effective tax rate, net income (loss), diluted earnings (loss) per share, operating cash flow and free cash flow. Management is able to assess what it believes is a more meaningful and comparable set of financial performance measures for the Company and its business segments by using pro forma information. As a result, management compensation decisions and the review of executive compensation by the Compensation Committee of the Board of Directors focus primarily on pro forma financial measures applicable to the Company and its business segments.

Pro forma information used by management excludes the QSI segment, certain share-based compensation, certain tax items and acquired in-process R&D. The QSI segment is excluded because the Company expects to exit its strategic investments at various times, and the effects of fluctuations in the value of such investments are viewed by management as unrelated to the Company's operational performance. Share-based compensation, other than amounts related to share-based awards granted under a bonus program that may result in the issuance of unrestricted shares of the Company's common stock, is excluded because management views such share-based compensation as unrelated to the Company's operational performance. Moreover, it is generally not an expense that requires or will require cash payment by the Company. Further, share-based compensation related to stock options is affected by factors that are subject to change, including the Company's stock price, stock market volatility, expected option life, risk-

free interest rates and expected dividend payouts in future years. Certain tax items that were recorded in reported earnings in each fiscal year presented, but were unrelated to the fiscal year in which they were recorded, are excluded in order to provide a clearer understanding of the Company's ongoing pro forma tax rate and after tax earnings. Acquired in-process R&D is excluded because such expense is viewed by management as unrelated to the operating activities of the Company's ongoing core businesses.

The non-GAAP pro forma financial information presented herein should be considered in addition to, not as a substitute for, or superior to, financial measures calculated in accordance with GAAP. In addition, "pro forma" is not a term defined by GAAP, and, as a result, the Company's measure of pro forma results might be different than similarly titled measures used by other companies. Reconciliations between GAAP results and pro forma results are presented herein.

# **Note Regarding Forward-Looking Statements**

In addition to the historical information contained herein, this news release contains forwardlooking statements that are subject to risks and uncertainties. Actual results may differ substantially from those referred to herein due to a number of factors, including but not limited to risks associated with: the rate of deployment and adoption of our technologies in wireless networks and of wireless communications, equipment and services, including CDMA2000 1X, 1xEV-DO, WCDMA, HSPA, TD-SCDMA and OFDMA both domestically and internationally; the current uncertainty of global economic conditions and its potential impact on demand for our products, services or applications and the value of our marketable securities; attacks on our business model, including results of current and future litigation and arbitration proceedings, as well as actions of governmental or quasi-governmental bodies, and the costs we incur in connection therewith, including potentially damaged relationships with customers and operators who may be impacted by the results of these proceedings; our dependence on major customers and licensees; our dependence on third-party manufacturers and suppliers; our ability to maintain and improve operational efficiencies and profitability; the development, deployment and commercial acceptance of the FLO TV<sup>TM</sup> network and FLO<sup>TM</sup> technology; the development and commercial acceptance of the mirasol® display technology; foreign currency fluctuations; strategic investments and transactions we have or may pursue; as well as the other risks detailed from time-to-time in our SEC reports including the report on Form 10-K for the year ended September 27, 2009, and

most recent Form 10-Q. The Company undertakes no obligation to publicly update any forward-looking statement or risk factor, whether as a result of new information, future events or otherwise.

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### Reconciliation of Non-GAAP Financial Measure Related to Prior Period

(In millions, except per share data)

#### Second Quarter - Fiscal Year 2009

Segments	Pro Forma	Share-Based Compensation (1)	Tax Items	In-Process R&D	QSI (2)	GAAP
Revenues	\$ 2,447	\$ -	\$ -	\$ -	\$ 8	\$ 2,455
EBT	147	(140)	-	(6)	(102)	(101)
Net (loss) income	(46)	(145)	(36)	(6)	(56)	(289)
Diluted EPS	\$ (0.03)	\$ (0.09)	\$ (0.02)	\$ -	\$ (0.03)	\$ (0.18)
Diluted shares used	1,651	1,651	1,651	1,651	1,651	1,651

- (1) Certain share-based compensation is included in operating expenses as part of employee-related costs but is not allocated to the Company's segments as such costs are not considered relevant by management in evaluating segment performance.
- (2) At fiscal year-end, the sum of the quarterly tax provisions for each column, including QSI, equals the annual tax provisions for each column computed in accordance with GAAP. In interim quarters, the tax provision for the QSI operating segment is computed by subtracting the proforma tax provision, the tax items column and the tax provision related to share-based compensation from the GAAP tax provision.

Sums may not equal totals due to rounding.