

BUSINESS: Qualcomm Inc. develops and markets integrated circuits for use in voice and data communications, networking, application processing, multimedia, and GPS applications through its CDMA Technologies Segment (QCT, 70% of 2024 pre-tax earnings). It licenses WCDMA, CDMA TDD, LTE and 5G technology via the Technology Licensing segment (QTL, 30%). Makes strategic in-

vestments in new products through Strategic Initiatives (QSI). Has 41,000 employees. Offs. & dirs. own less than 1.0% of common stock; BlackRock, 7.5%; Vanguard Group, Inc. 10.0% (1/24 Proxy). CEO: Cristiano Amon. Chairman: Dr. Paul E. Jacobs. Inc.: DE. Addr.: 5775 Morehouse Dr., San Diego, California 92121. Telephone: 858-587-1121. Internet: www.qualcomm.com.

ANNUAL RATES Past Est'd '21-'23 Past 5 Yrs. 15.5% 17.0% 10 Yrs. 11.5% of change (per sh) to '27-'29 Sales "Cash Flow" 5.0% 10.5% 10.5% 5.0% 6.0% Earnings 20.5% Dividends Book Value 11.0% 4.5% -3.0%

20724

3796

1945

6125

11866

22464

1912 914

6802

9628

25231

2584

1364

6556

10504

Current Assets

Accts Payable Debt Due

Current Liab.

Fiscal Year Ends	QUARTERLY SALES (\$ mill.) A Dec.Per Mar.Per Jun.Per Sep.Per				Full Fiscal Year
2021	8226	7925	7995	9321	33467
2022			10928	11387	44169
2023	9456	9268	8442	8665	35832
2024	9922	9386	9391	10244	38944
2025	10520	10290	10165	11175	42150
Fiscal Year	EARNINGS PER SHARE AB				Full Fiscal
Ends	Dec.Pe	r Mar.Pei	r Jun.Pe	er Sep.Per	Year
2021	2.17	1.90	1.92	2.55	8.54
2022	3.23	3.21	2.96	3.13	12.53
2023	2.37	2.15	1.87	2.02	8.43
2024	2.75	2.44	2.33	2.69	10.22
2025	2.95	2.70	2.65	2.90	11.20
Cal-	QUARTERLY DIVIDENDS PAID D				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2020	.62	.65	.65	.65	2.57
2021	.65	.68	.68	.68	2.69
2022	.68	.75	.75	.75	2.93
2023	.75	.80	.80	.80	3.15
2024	.80	.85	.85	.85	

Qualcomm surpassed expectations for the September quarter. Adjusted earnings per share of \$2.69 exceeded our estimate by \$0.11, while revenue of \$10.24 billion rose 18% year-over-year. Internet of Things (IoT) chip revenue surged 22% to \$1.7 billion, exceeding estimates. This marks a recovery following seven consecutive quarters of decline. Automotive chip revenue soared 68% to \$899 million, also exceeding expectations. Smartphone chips remain Qualcomm's core business, generating \$6.1 billion in revenue, which was in line with consensus forecasts. For the first quarter of fiscal year 2025, Qualcomm projects handset chip revenues to increase by a mid-single-digit percentage year over year. Management cited over 40% sequential revenue growth from Chinese OEMs and an acceleration of flagship Android handset launches utilizing the new Snap $dragon\ 8\ Elite\ platform.$

Several risks have contributed to the stock's recent underperformance. Qualcomm has a deal to keep selling chips to Apple until at least 2026. But Apple is expected to include an in-house modem in its entry level iPhone in 2025. It aspires to

supply all of its phones with it's own silicon by 2027. Elsewhere, the company faces a critical trial with Arm Holdings over alleged intellectual property infringement. A loss could force Qualcomm to redesign its chips, impacting its momentum. Leadership appears confident in a legal victory, owing to its wellestablished license rights that cover custom-designed CPUs.

Qualcomm aims to achieve a 50% revenue mix outside of its core handset business. We are optimistic about the potential of generative artificial intelligence (AI) to accelerate growth across all segments. The shift towards AI PCs, driven by Microsoft's CoPilot+, presents a significant opportunity for the company's differentiated chip solution. In the Qualcomm's Snapautomotive space, dragon Digital Chassis platform is gaining significant traction.

Despite some near-term headwinds in the core smartphone business, the current price offers a decent entry point as the company should benefit from more diverse revenue streams.

Kevin Downing December 20, 2024

(A) Fiscal years end last Sunday in Sept. May not sum due to rounding. (B) Egs. in 2009 and thereafter exclude QSI segment and stock option expenses. Next

earnings report due late January. Egs. may not sum due to changes in share count. Pro forma egs. after '08. (C) In mill. (D) Dividends historically paid in late March, late June, late Sept,

Company's Financial Strength Stock's Price Stability 60 Price Growth Persistence 70 Earnings Predictability 60