

# Corporate Overview

January 14<sup>th</sup>, 2013

# Qualcomm Overview

\$19B

FY 2012 Revenues

\$27B

FY 2012  
Cash and Marketable Securities

220+

3G Royalty-Bearing Licensees

30+

OFDM Licensees

#1 Wireless Semiconductor

590M

FY 2012 MSM Chips shipped

FY 2012 3G/4G devices shipped

846M  
to  
863M

# Qualcomm Reporting Segments

## QTL

### TECHNOLOGY LICENSING

A leader in Licensing  
Wireless Technologies

**3G 4G**



## QTI

### SEMICONDUCTOR BUSINESS

World's  
Largest  
Fabless  
Semiconductor  
Company



### WIRELESS INTERNET

To Accelerate  
Time to Market





# Mobile Technology: World's most ubiquitous platform

More people have access to cell phones than drinking water, electricity or a toothbrush



**MOBILE DEVICES HAVE OVERTAKEN  
WORLDWIDE POPULATION\***

\*Source: IMS Report: *The World Market for Internet Connected Devices*, 2012.

## Our Mission

# Mobilize healthcare

## Our Vision

# A world with access to healthcare anytime, anywhere



**2net**<sup>TM</sup>  
by Qualcomm Life

# Healthcare is a Critical Global Issue



**Chronic Disease**  
**860M**



**Obesity**  
**400M**



**Aging**  
**600M**



**Compliance**  
**\$300B\***

**300M people in NA & EU have at least 1 chronic disease:**



**84%**  
Health spending is toward  
chronic conditions



**60%**  
With 2 or more  
chronic diseases



**25%**  
Benefit by wireless home  
monitoring



**50%**  
Benefit by handset integration  
w/existing devices

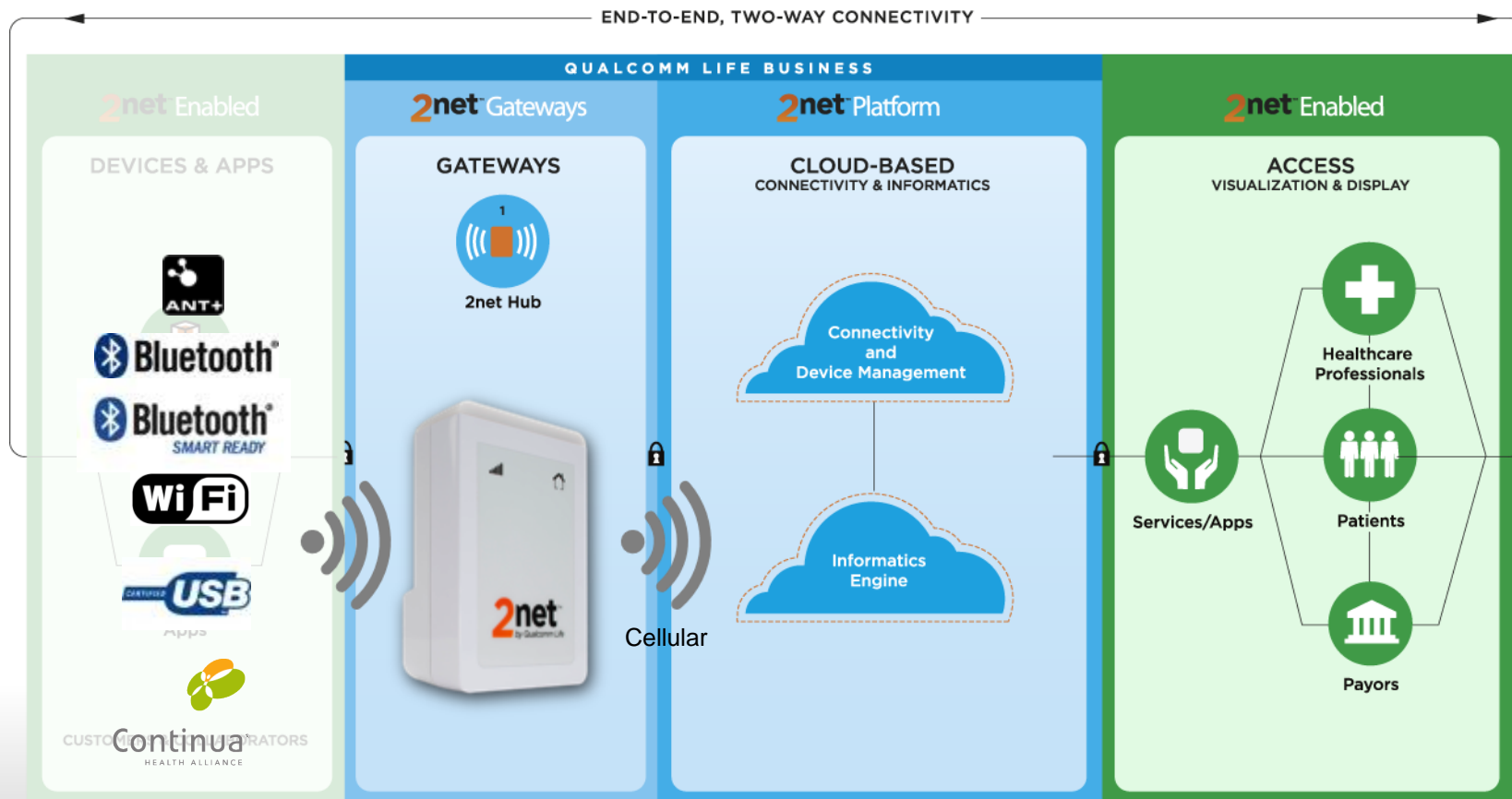
Sources: Balkrishnan, R. 2005. The Importance of medication adherence in improving chronic disease related outcomes. Med Care 43:517-520; World Health Organization; McKinsey; Pfizer; Berg Insight, 2009; US Department of Health & Human Services – HHS Initiative on Multiple Chronic Conditions. \*US costs only.

# Leveraging Qualcomm's Unmatched Expertise

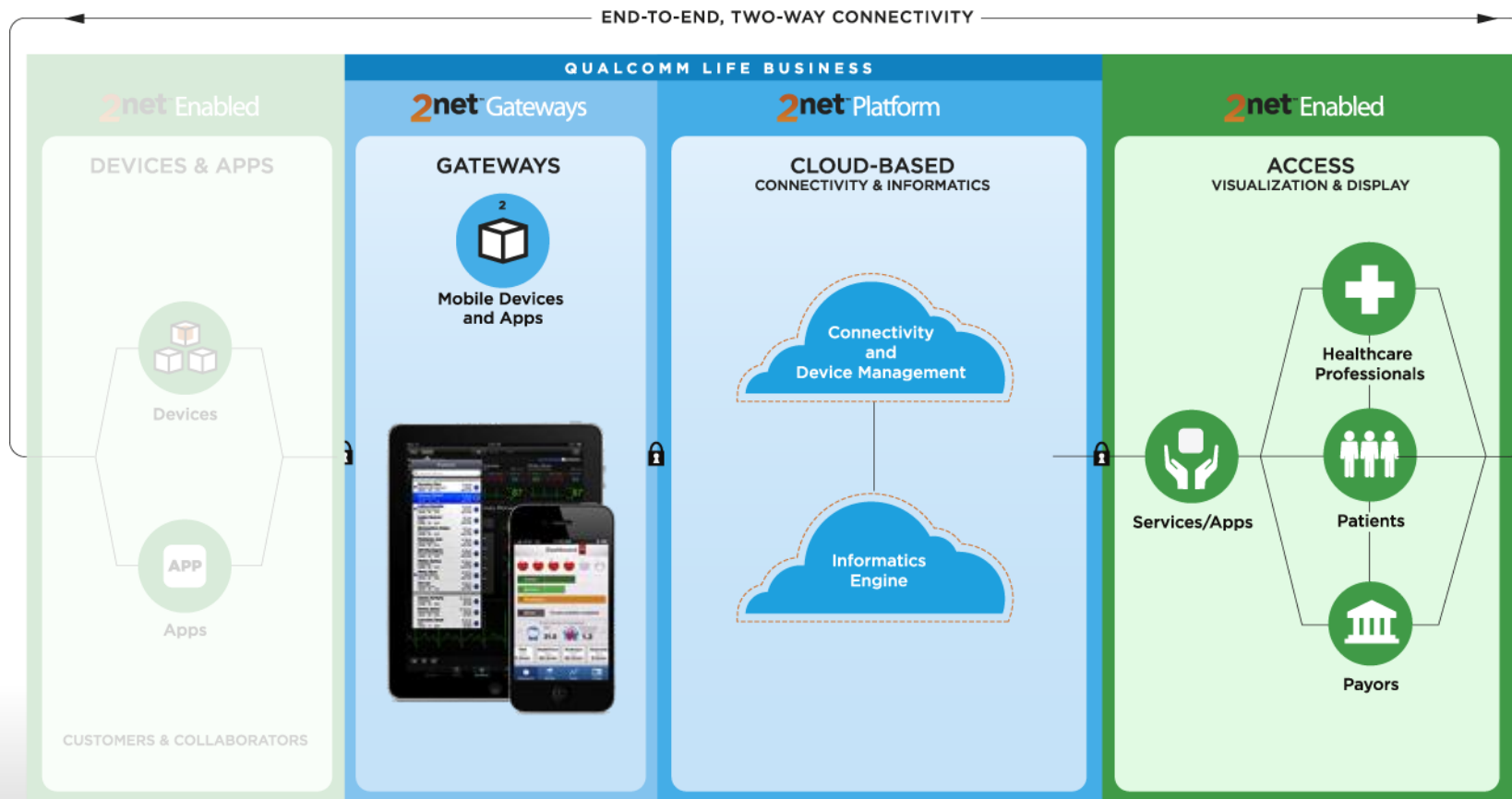
## A Premier Enterprise Data M2M Platform



- Operating for nearly **25 years**
- **40 countries** on **4 continents**
- **8 dedicated Network Operations Centers** worldwide
- Nearly **16 million** mobile data **messages/transactions daily**
- **Helping over 10,000 businesses** manage millions of devices around the world







# Disease Management Kits

## Diabetes



## CHF



## COPD / Asthma



## Wellness/Prevention



# 2net Platform: Informatics Engine

Easy access to device data, mash up data across devices and data sources



# 2net Connect API

FDA listed platform with biometric data from medical and wellness devices

COMPREHENSIVE SOURCE OF BIOMETRIC DATA

OPEN ECOSYSTEM





# 2net Ecosystem Device Partners

## 2net Hubs & Distribution



## Glucose Meters



Entra Health Systems



## Continuous Blood Glucose Meters



## Pulse Oximeters



## Weight Scales Blood Pressure Monitors



## Inhalers



## Spirometers



## Sleep Devices



## ECGs



## Medication Adherence



## Vital Sign Monitors



## AEDs



## Activity/Motion Monitors



## Other



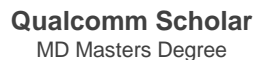
## Patient Portable Device



# 2net Ecosystem Apps & Services Partners

| Healthcare Services   | Telecom  | Other  | Chronic Disease Management (cont.)   | Applications (cont.)  |
|---|--|--|--|---|
| <div><br/><br/><br/><br/><br/></div> | <div><br/><div>Connected<br/>by AT&amp;T</div></div>   | <div><br/><br/><br/><br/></div>        | <div><br/><br/><br/><br/><br/><br/><br/></div> | <div><br/><br/><br/><br/><br/><br/><br/></div> |
| Aging in Place  | Providers  | Chronic Disease Management   | Applications   | <div><br/></div>  |
| <div><br/></div>  | <div><br/><br/><br/><br/><br/></div> | <div><br/><br/><br/><br/></div> | <div><br/><br/></div>   |   |

## Research & Education



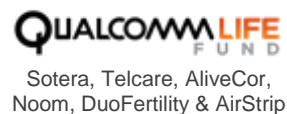
## Trade Organizations



## Innovation



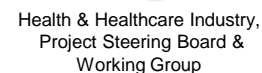
## Investments



## Qualcomm Wireless Health Pavilions



## Government Affairs



## Standards



# \$100 Million to Accelerate Wireless Health







**2net™**  
by Qualcomm Life

Thank You

Follow Us on Twitter @QualcommLife or online at  
[www.QualcommLife.com](http://www.QualcommLife.com)

**QUALCOMM**  
a Qualcomm company