# **V** interdigital.

# Investor Day

September 10, 2024



# Welcome

Raiford Garrabrant Head of Investor Relations

### **Disclaimers**

#### **Forward-Looking Statements**

This presentation contains forward-looking statements within the meaning of Section 21E of the Exchange Act. Such statements include information regarding our current beliefs, plans and expectations, including, without limitation, the matters set forth below. Words such as "believe," "estimate," "expect," "project," "intend," "forecast," "goal," "could," "would," "should," "future," "trend," "seek to," "will continue," "predict," "likely," "in the event," variations of any such words or similar expressions contained herein are intended to identify such forward-looking statements.

Forward-looking statements are made on the basis of management's current views and assumptions and are not guarantees of future performance. Forward-looking statements in this presentation include but are not limited to our revenue and annual recurring revenue targets, growth prospects and anticipated industry leadership, continued growth of our IP portfolio, anticipated future demand, market and technological development including the development of 6G, the anticipated payment of dividends, and others. Although the forward-looking statements in this presentation reflect the good faith judgment of our management, such statements can only be based on facts and factors currently known by us. Consequently, forward-looking statements concerning our business, results of operations and financial condition are inherently subject to risks and uncertainties. We caution readers that actual results and outcomes could differ materially from those expressed in or anticipated by such forward-looking statements due to a variety of factors, including: (i) unanticipated delays, difficulties or accelerations in the execution of patent license agreements; (ii) the resolution of current legal proceedings, including any awards or judgments relating to such proceedings, additional or related legal proceedings, including appeals, changes in the schedules or costs associated with such proceedings or adverse rulings; (iii) our ability to leverage our strategic relationships and secure new patent license agreements on acceptable terms; (iv) our ability to enter into sales and/or licensing partnering arrangements for certain of our patent assets; (v) our ability to expand our revenue opportunities by entering into licensing arrangements with video streaming and other cloud-based service providers; (vi) our ability to enter into partnerships with leading inventors and research organizations; (vii) our ability to identify and pursue strategic acquisitions of technology and patent portfolios and other strategic growth opportunities; (viii) our ability to commercialize our technologies and enter into customer agreements; (ix) the failure of the markets for our current or new technologies to materialize to the extent or at the rate that we expect; (x) our continued ability to develop new technologies and secure new patents, including the risk of unexpected delays or difficulties related to the development of our technologies; (xi) risks associated with our capital allocation strategies, including risks associated with our planned dividend payments and share repurchases; (xii) changes in our interpretations of, and assumptions and calculations with respect to the impact on us of, the 2017 Tax Cuts and Jobs Act, as well as further guidance that may be issued regarding such act; (xiii) risks related to the potential impact of new accounting standards on our financial position, results of operations or cash flows; (xiv) failure to accurately forecast the impact of our restructuring activities on our financial statements and our business; (xv) the timing and impact of potential regulatory, administrative and legislative matters; (xvi) changes or inaccuracies in market projections; (xvii) our ability to obtain liquidity though debt and equity financinas; (xviii) the potential effects that macroeconomic uncertainty could have on our financial position, results of operations and cash flows; (xix) impacts from acts of terrorism, war or political or civil unrest, or any responses thereto, in the United States or elsewhere; (xx) changes in our business strategy; (xxi) changes or inaccuracies in our expectations with respect to royalty payments by our customers and (xxii) risks related to our assumptions and application of relevant accounting standards, including with respect to revenue recognition.

You should carefully consider these factors as well as the risks and uncertainties outlined in greater detail in Part I, Item 1A, of our Form 10-K before making any investment decision with respect to our common stock. These factors, individually or in the aggregate, may cause our actual results to differ materially from our expected and historical results. You should understand that it is not possible to predict or identify all such factors. In addition, you should not place undue reliance on the forward-looking statements contained herein, which are made only as of the date of this presentation. We undertake no obligation to revise or update publicly any forward-looking statement for any reason, except as otherwise required by law.

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This presentation contains statistical data, estimates, and forecasts that are based on independent industry publications or other publicly available information, as well as other information based on our internal sources. While we believe the industry and market data included in this presentation are reliable and are based on reasonable assumptions, these data involve many assumptions and limitations, and you are cautioned not to give undue weight to these estimates. We have not independently verified the accuracy or completeness of the data contained in these industry publications and other publicly available information.

#### Non-GAAP Financial Measures

This presentation includes certain non-GAAP measures not based on generally accepted accounting principles. These non-GAAP measures are in addition to, not a substitute for or superior to, measures of financial performance prepared in accordance with GAAP. The non-GAAP measures used by us may differ from the non-GAAP measures used by other companies. For more information and for reconciliations between GAAP and these non-GAAP measures, see the appendix to this presentation.



# Agenda

# Company Overview and Growth Strategy

Liren Chen, President & CEO

#### **How Innovation Drives IP**

Rajesh Pankaj, Chief Technology Officer

# Licensing Capturing Growth Opportunities

Eeva Hakoranta, Chief Licensing Officer

#### **Financial Overview**

Rich Brezski, Chief Financial Officer

#### **Closing Comments**

Liren Chen, President & CEO

# Questions & Answers Discussion



# Overview and Growth Strategy

Liren Chen
President & CEO

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# InterDigital Pioneering Wireless, Video and Al Research

HIGHLIGHTS

World-class team Led by seasoned industry veterans **Driving foundational research** in wireless, video & Al since 1972

Industry-leading patents Evergreen patent portfolio of 32,000+ assets Long-term customers Subscription-like revenue, \$2.8B in new contracts in the last four years Enabling ecosystem

Over two billion devices and \$5.7T economic value annually

2023 FINANCIAL RESULTS \$550M

Revenue

20% Y/Y

~3/4

Recurring Revenue Non-GAAP EPSa

**82%**†Y/Y Increase

\$1B Cash 63%
Adj. EBITDA
Margina

\$379M

Returned to Shareholders

**TOP CUSTOMERS:** 







### World-Class Leadership Team

Decades of industry experience. Strong track record. Drive deep collaboration and superb execution



**Liren Chen** CEO



Rajesh Pankaj



**Eeva Hakoranta**Chief Licensing
Officer



Rich Brezski CFO



Michael Cortino
Chief Information
Officer

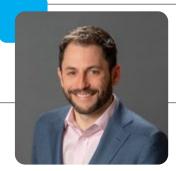


**Ken Kaskoun**Chief Growth Officer



**Skip Maloney**Chief People Officer

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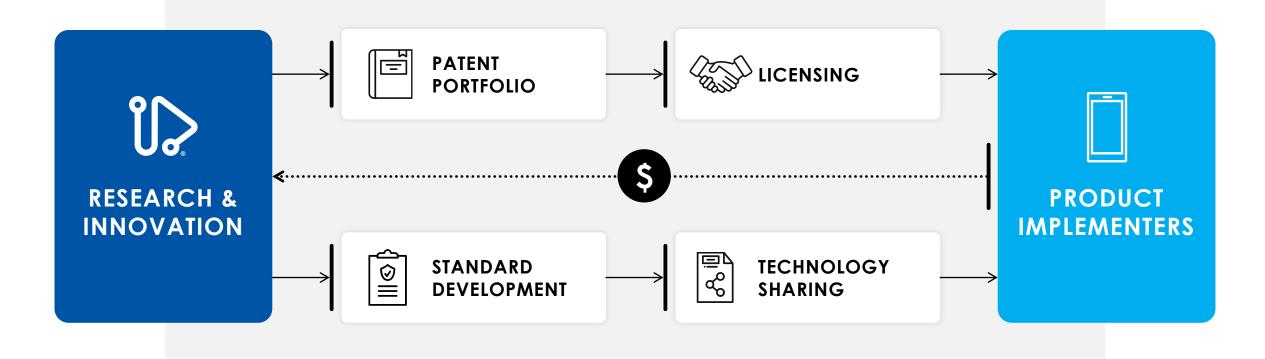
Joshua Schmidt Chief Legal Officer



Robert S. Stien
Chief Communications
& Public Policy Officer

# Business Model: A Virtuous Cycle of Innovation

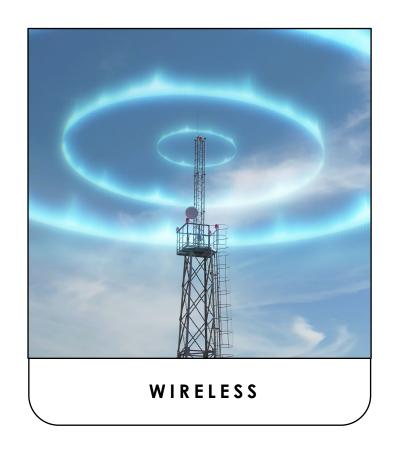
We are a foundational R&D company. We share our innovation through the standards process and monetize our technology through IP licensing.



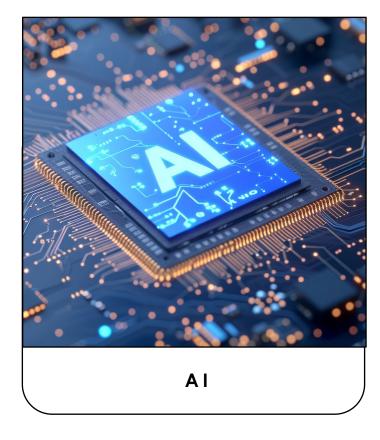
## We Focus on Foundational Technologies

We solve the most complex problems in the system.

The technology we created is broadly applicable to many industries



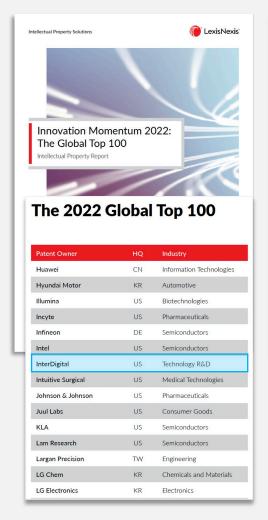




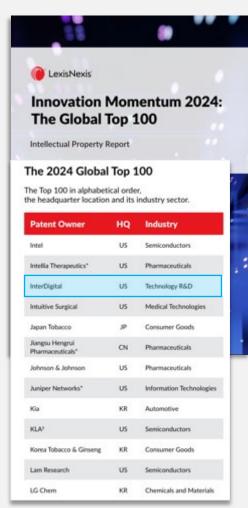
# Recognized Global Innovation Leader

For the **third year in a row**, LexisNexis recognized InterDigital amongst the **World's 100 Most Innovative Businesses**.

Innovation Momentum 2024: The Global Top 100, "represents the world's leading patent owners with the highest innovation momentum." 2022: 2023: 2024:

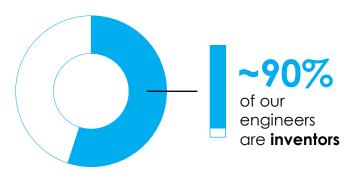






# We are a Company of Inventors

Over half of our employees are engineers and scientists





#### **Senior Director**

- Wireless radio
- Joined IDCC in 2001
- 3700+ patents
- Based in Canada

#### **Senior Director**

- Wireless radio
- Joined IDCC in 2011
- 2200+ patents
- Based in New York, originally from South Korea

#### **Senior Director**

- Wireless
- Joined IDCC in 1998
- 1400+ patents
- Based in New York

#### **Principal Scientist**

- Video compression
- Joined in 2017
- 600+ patents
- Based in France, Originally from Iraq



#### **VP Technology**

- Wireless Radio
- Joined IDCC in 2006
- ~1600 patents
- Based in Canada, originally from Albania

#### **Senior Principal Scientist**

- Video compression
- Joined in 2013
- ~1400 patents
- Based in France



#### **Senior Principal Scientist**

- Video compression, Al, Software architecture
- Joined in 2014
- 1100+ patents
- Based in France

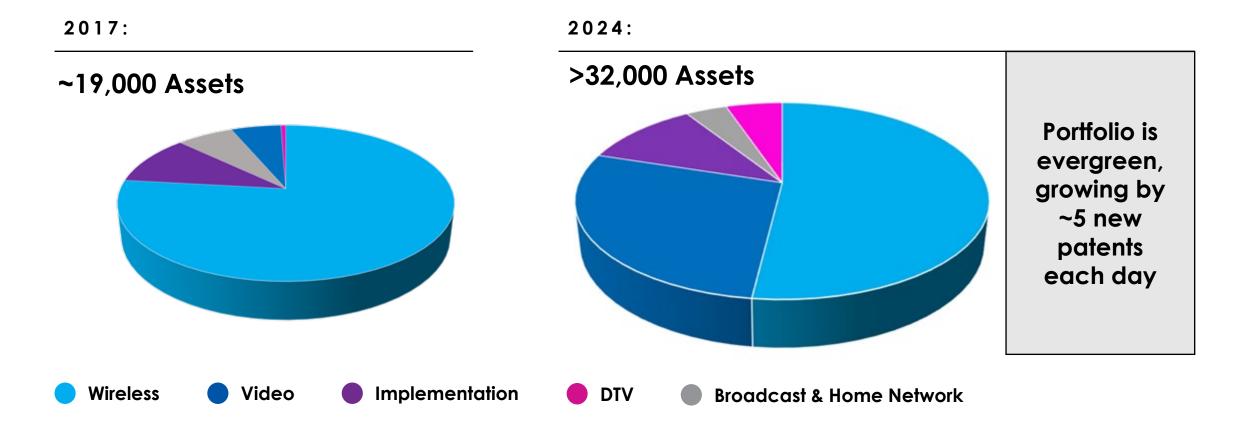


#### Director of R&I

- Wireless core networks, systems and devices
- Joined in 2000
- ~1000 patents
- Based in Pennsylvania

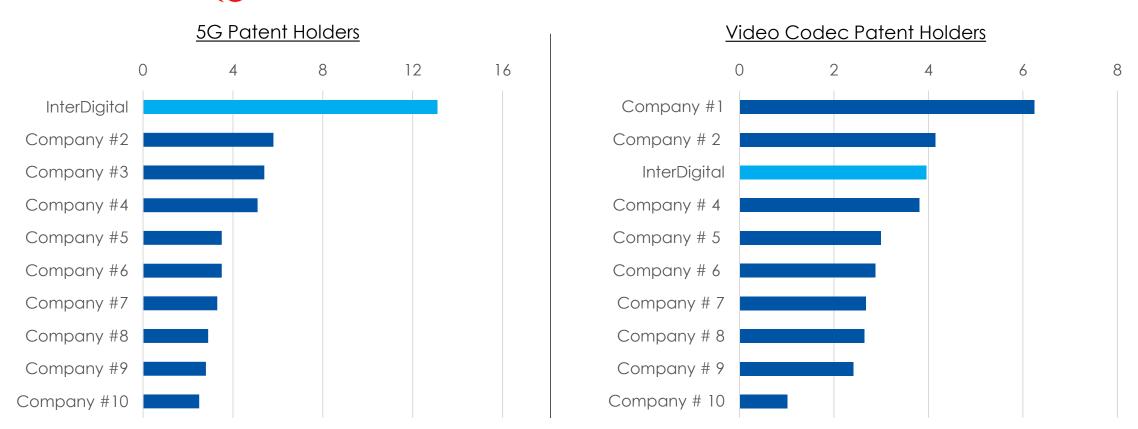
### Innovation Engine Fuels Evergreen IP Portfolio

Our patent portfolio **grew almost 70%** between 2017 & 2024 with the **addition of video & DTV** related technologies and continuing growth of wireless assets



# InterDigital Ranks Among the Highest in Patent Quality for 5G and Video Codec Patents







# The Power of the Global Standards System



#### CONSUMERS

A global system of standards helps ensure interoperability



#### **IMPLEMENTERS**

Standards like 5G lower barriers to entry for new entrants into a market like smartphones and benefit from economies of scale



### OPERATORS AND SERVICE PROVIDERS

Standards increase system capacity and lower the total cost of ownership

### InterDigital Drives Standard Development







#### UNITING PRINCIPLES

Strong belief in global standards

Focus on technology merits and neutral on product implementation decisions

#### STRONG LEADERSHIP

Participate in 100+ standard development organizations (SDO)

Hold more than 100 leadership positions in these SDOs

#### BROAD COLLABORATIONS

Collaborate with many industry partners and leading universities

Our technologies benefit the whole eco-system: billions of devices and many cloud-based services each year

### Our Technologies Benefit the Economy and the World

5.6 billion
people globally
subscribed to a
mobile service,
including 4.7 billion
who used the
mobile internet

Mobile technologies and services generate \$5.7 trillion economic value, 5.4% of global GDP

jobs across the wider mobile ecosystem

5G is projected to
add nearly \$1
trillion to the
global economy
in 2030

# Our Approach to Sustainability MSCI: A Rating Sustainalytics: Top 1/3

We focus on the things that matter the most to our industry, our employees and our stakeholders.



#### **Human Capital**

Creating a healthy, inclusive and safe work environment where all colleagues feel valued, respected and enabled to achieve their best



#### **Social Impact**

Supporting causes that are important to our employees and other stakeholders, with emphasis on creating equitable opportunities within STEM



#### **Environment**

Developing solutions that reduce or minimize tech's growing energy footprint in wireless and video



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#### Governance

Adherence to the highest standards of integrity and ethical business conduct

### **Accelerating Business Momentum**

Last four years have been highly successful, our company has never been stronger

**World-Class Leadership Team** 

New license agreements with \$2.8B+ contract value

# **Driving Long-Term Growth**



#### SMARTPHONE

Increase penetration

Enhance valuation during renewals



CE, IOT/AUTO

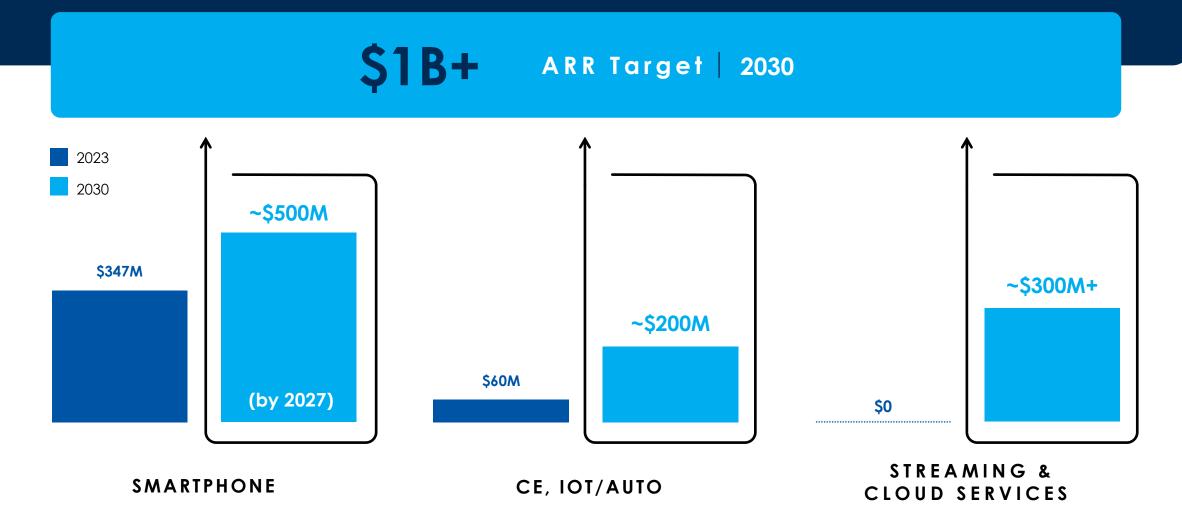
Increase penetration
Expand market coverage



STREAMING & CLOUD SERVICES

Grow video services licensing program

# Clear Pathway to Growth



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#### **How Innovation Drives IP**

Rajesh Pankaj, Chief Technology Officer

# Licensing Capturing Growth Opportunities

Eeva Hakoranta, Chief Licensing Officer

#### **Financial Overview**

Rich Brezski, Chief Financial Officer

#### **Closing Comments**

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# How Innovation Drives IP

Rajesh Pankaj Chief Technology Officer

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# Research & Innovation Highlights



We are recognized as **leaders in innovation** 



**Solve real-world problems** in wireless, video and Al



Fundamental research leading to standards



**Robust innovation engine** fueling record-breaking pace of invention creation and patent filings

### Three Areas of Foundational Research



#### WIRELESS

Cellular wireless - 4G/5G/6G

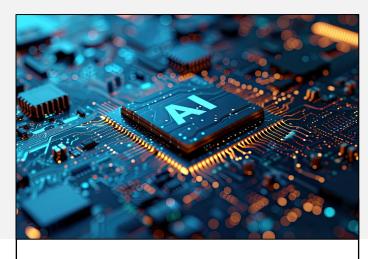
WiFi and wireless local area networks



#### VIDEO

Video compression, transport and enhancement

Immersive media compression, transport and enhancement



#### ΑI

Using AI for wireless and video

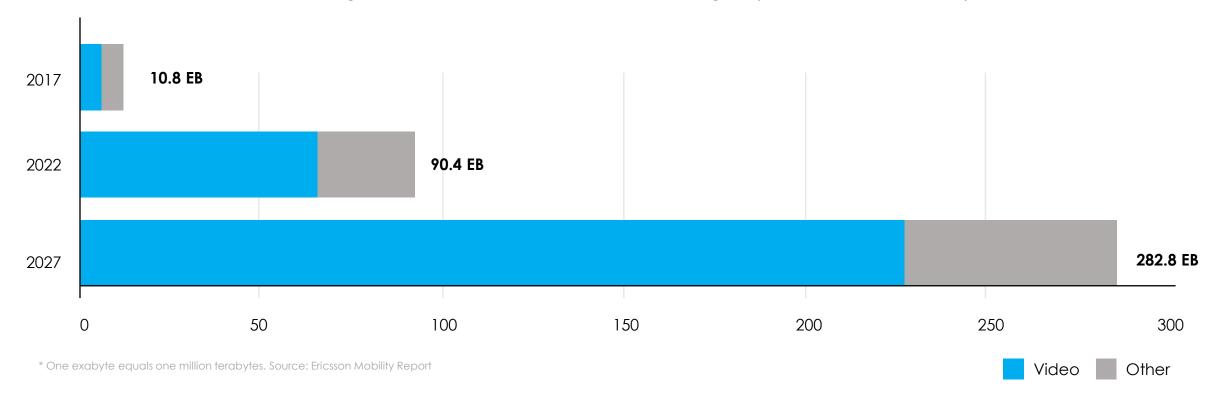
Video coding for use by Al

Our research and patents in these areas underpin our business

### Video and Media Over Wireless

#### Video Drives Surge in Mobile Data Traffic

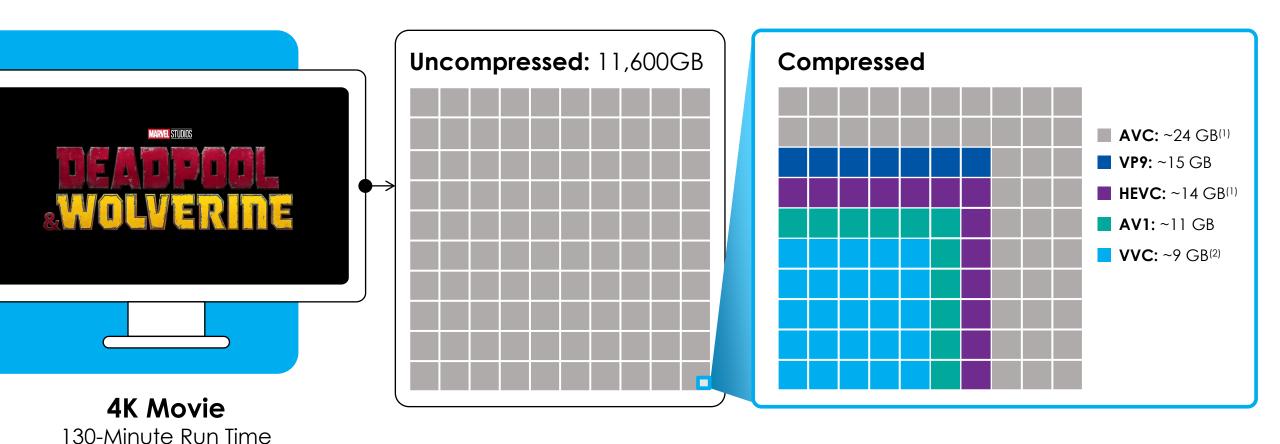
Estimated global media traffic by application category (in exabytes per month)\*



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### **Video Codec Evolution**



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<sup>(2)</sup> Approximated based on the result from 3GPP document <a href="https://www.3app.org/ftp/Specs/archive/26.series/26.955/26955-h00.zip">https://www.3app.org/ftp/Specs/archive/26.series/26.955/26955-h00.zip</a>



<sup>(1)</sup> http://www.iam-media.com/litigation/what-will-tv-cost-you-putting-price-hevc-licences

### **Cellular Wireless Evolution**

How long would it take to download a 9GB movie?



**3G:**~2 Mbps ~10 hours



**4G**: ~60 Mbps ~20 minutes



**5G:**~500 Mbps ~2 minutes

InterDigital's innovations are part of every G

## Innovation and Technology Development Strategy

From early research to standards

#### Pre-standard work and **Standards** Early research thought leadership development Develop technology and create a Thought leadership informed by Bring our innovation to standards path for standardization our early research Our inventions get adopted in Partnership with universities to stay Build industry consensus on the standards through a competitive, connected with academic right problems and the preferred contribution-driven process research solutions We file patents throughout this process

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## Research Collaboration Amplifies Our Impact

#### **University Collaborations**

























CentraleSupélec











#### **Industrial Collaborations**



















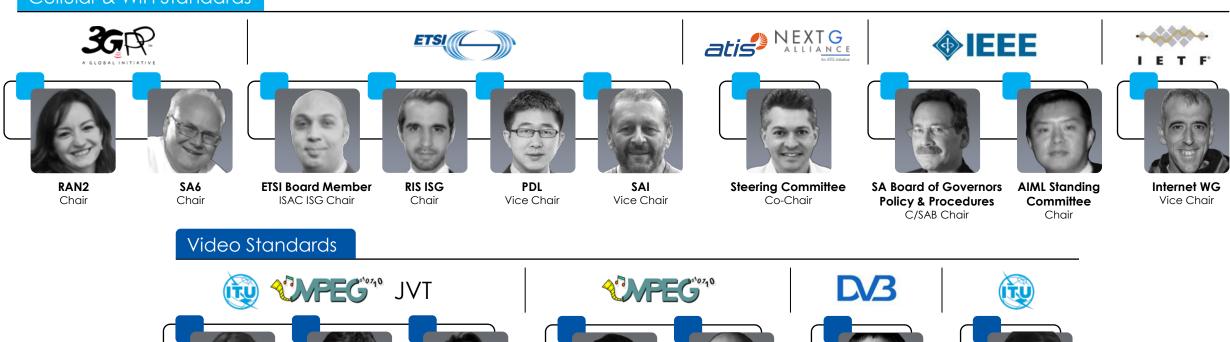






### We Lead The Industry

#### Cellular & WiFi Standards



Sphere of Influence Growing: More than 100 Leadership Positions in Wireless & Video Standards

AI AHG

Co-Chair

Al-PCC Chair

Haptic AHG

Chair

**Steering Board** 

Member

**Beyond VVC** 

Co-Chair of

Two AHG

NNVC Co-Chair & SW Chair **Beyond VVC** 

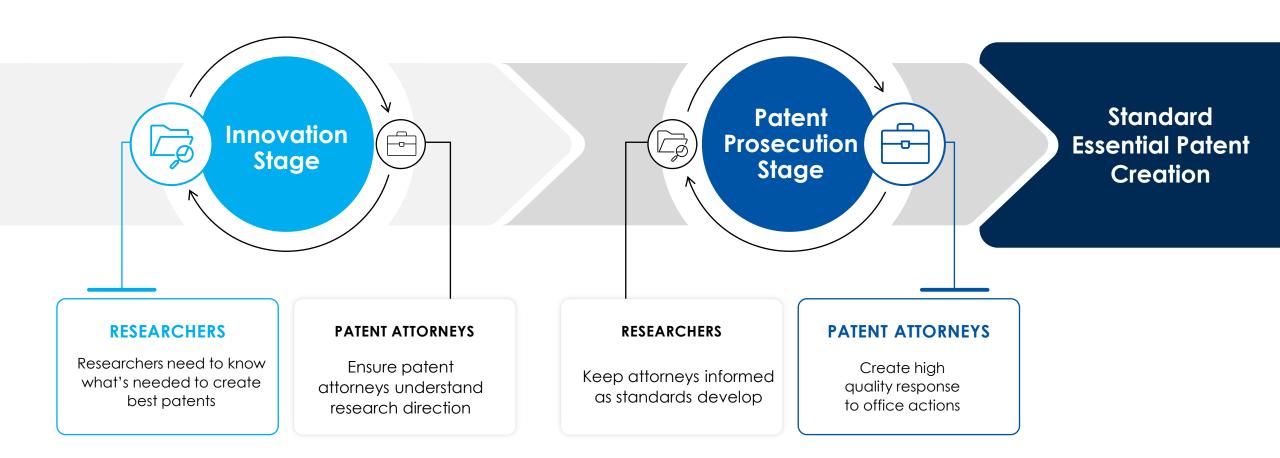
Co-Chair of

Two AHG

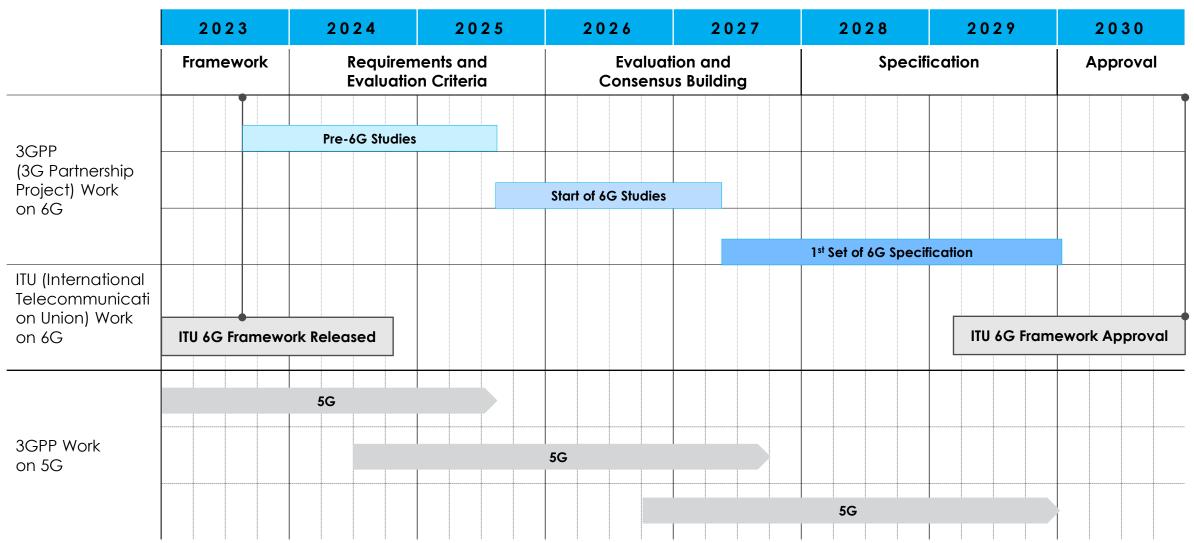
**TSAG** 

Vice Chair

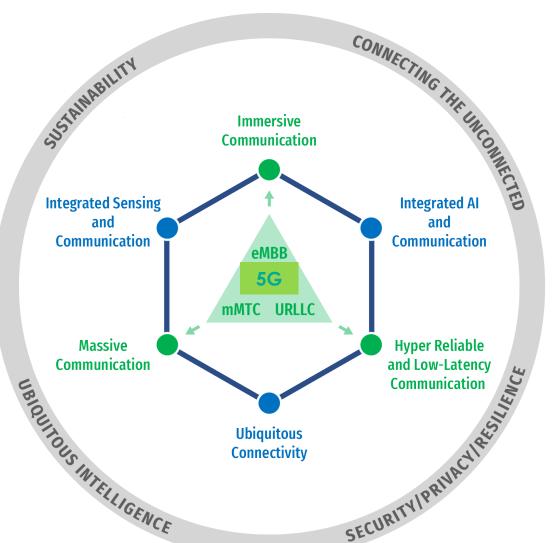
# Standard Essential Patents Researchers and Patent Attorneys Collaborate to Create Them



# 5G and 6G Timelines Standards Development is a Multi-Year Process



## **6G Vision and InterDigital**



5G capabilities will remain important in 6G and will be enhanced

Our inventions fueling 5G will continue to be important for 6G

Our long history of research in cellular wireless gives us a head start compared to late-comers

Our early research and the resulting inventions will help maintain our leadership position in the new areas of 6G

### 6G Research to Standard Example

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# INTEGRATED SENSING AND COMMUNICATION

InterDigital contributed to positioning capabilities of 4G and 5G

6G is extending it to add sensing in cellular networks

InterDigital researchers are leading the pre-standards work



#### MEDIA OVER 6G

Joint research work between wireless and video team to jointly optimize video and multimedia transport over 6G networks

Our proposal will be part of 6G

## Video Research to Standards Example



#### FILM GRAIN

InterDigital's research is critical to efficiently compressing and recreating film grain in current video standards

We are leading the research in using Gen AI techniques to make it better

Al based film grain will be part of the next generation video standards



#### SUSTAINABILITY IN VIDEO

InterDigital's innovation introduced the concept of pixel value reduction

Sustainable video standards use this technique to reduce power consumption in video

We continue to lead the effort on sustainable video standards in the industry

9/10/2024

## Al Research to Standards Example



#### AI IN WIRELESS NETWORKS

Bringing AI and wireless team together to add AI innovation to wireless

Joint demo with Keysight at MWC 2024

5G already adopting AI based processing and 6G will accelerate this trend



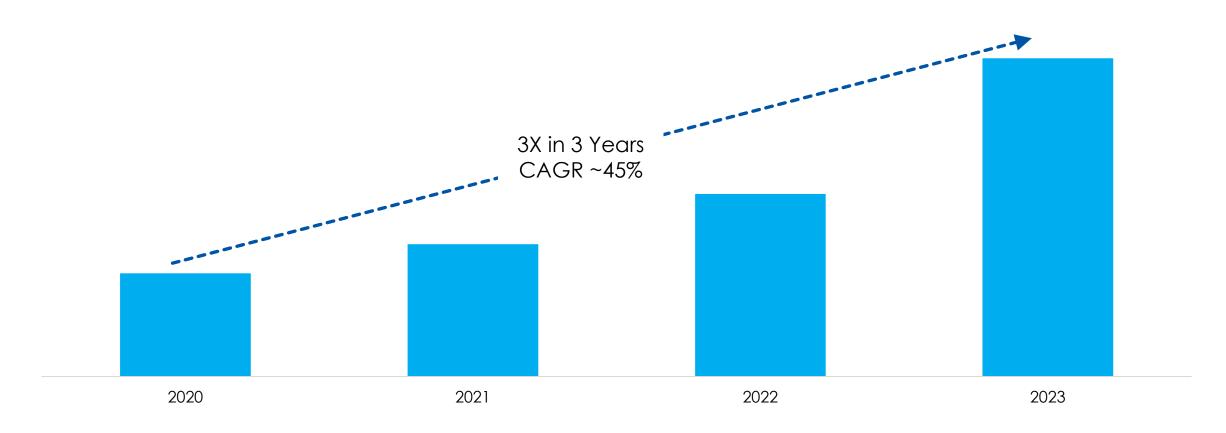
#### VIDEO CODING FOR AI

Existing video compression algorithms are designed so that the result is pleasing to humans

We are researching video coding strategies for when the end user is a machine or an Al algorithm

### **Innovation Momentum**

#### **Annual New Patent Filings**



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Rajesh Pankaj, Chief Technology Officer

# Licensing Capturing Growth Opportunities

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Liren Chen, President & CEO

# Questions & Answers Discussion

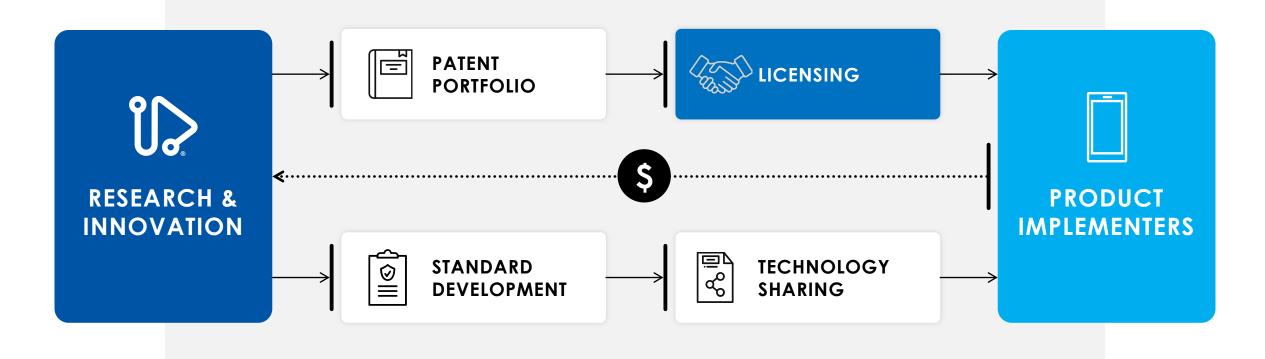


# Licensing Capturing Growth Opportunities

Eeva Hakoranta Chief Licensing Officer

# Business Model: A Virtuous Cycle of Innovation

We are a foundational R&D company. We share our innovation through standard process and monetize our technology through IP licensing





#### **EXECUTION**

**\$2.8B of contracted revenue** secured through our expert dealmaking in the last four years

#### STABILITY

Our subscription like revenue stream is secured by our key long-term agreements

#### GROWTH

There is plenty of opportunity for growth in licensing with the remaining device makers and an expanding into services

# The Elements of Licensing Success: InterDigital Has It All!



Foundational research and great IP



World-class
licensing team with
deep market
expertise



Best-in-class enforcement capabilities



Large addressable markets

# **Driving Strong Execution**

Over 40 licenses closed since 2020 driving > \$2.8B of contract value

2021



Smartphone vendor

Top-10 TV vendor

2022



Largest license in company history





80% of 4G connected car market under license

2023

**SAMSUNG** Licensee **mobile** since 1995\*



Lenovo HEVC license;

2024









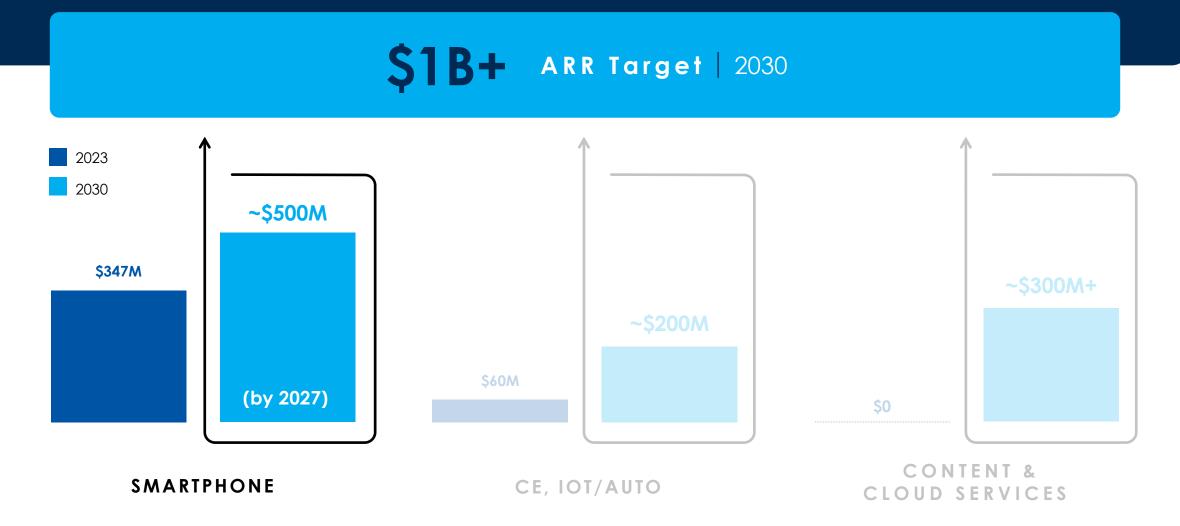


### We Address Three Attractive Markets

Market		2024E TAM	'24 – '27E CAGR	Significant Customers	Key Market Dynamic
	SMARTPHONES	<b>~1.2B Units</b> (~\$450B)	~3%	<10	Increasing concentration of top OEMs
	CE, IoT/AUTO	~1.6B Units (~\$340B) <sup>1</sup>	~6%	~100	High shipment growth with fragmentation across segments
	CONTENT & CLOUD SERVICES	~\$380B	~10%	<20	<b>High growth</b> with increasing focus on profitability
		~\$380B	~10%	<20	increasing focus on

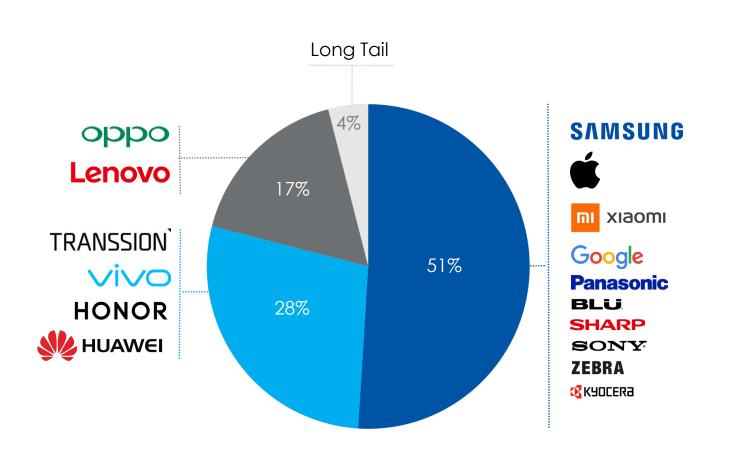


# Clear Pathway to Growth



# Strong Runway for Continued Smartphone Growth

SMARTPHONES GLOBAL MARKET 1.2B global device shipments 2024



- Large global market, projected to grow with 3% CAGR 2024-27
- Revenue growth from licensing remaining top OEMs
- Driving higher value from key accounts during renewal



## **Smartphone Opportunity**

Room to Grow

**Consolidated market** means that we need to close only a handful of accounts to reach very high market coverage



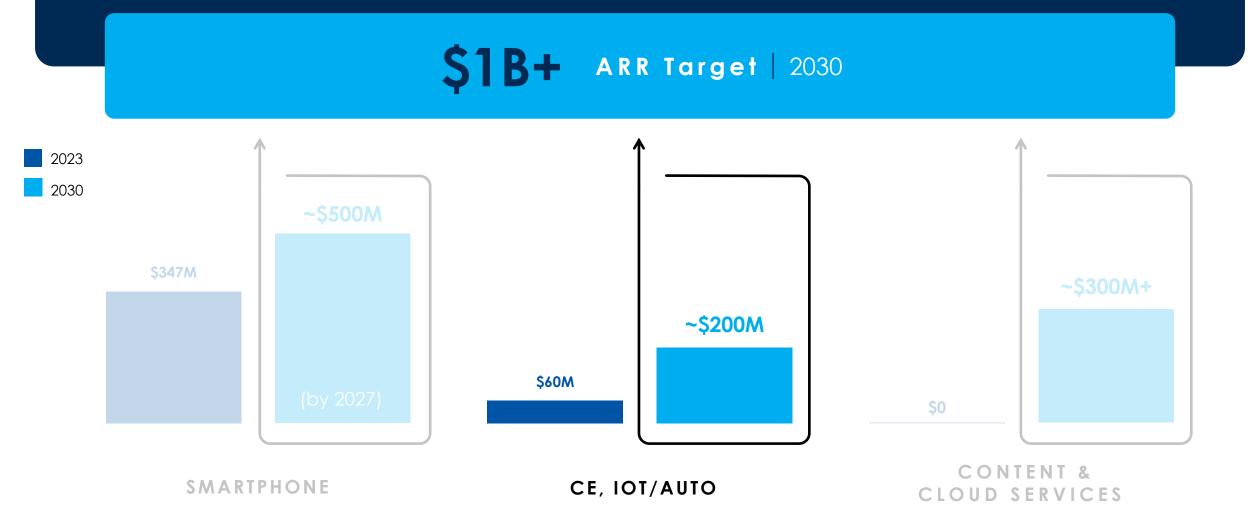
**Renewals drive higher value** from more advanced technologies, e.g. higher portion of 5G and new video codecs



Our key account license agreements are long term, providing stability and security while closing new agreements



# Clear Pathway to Growth

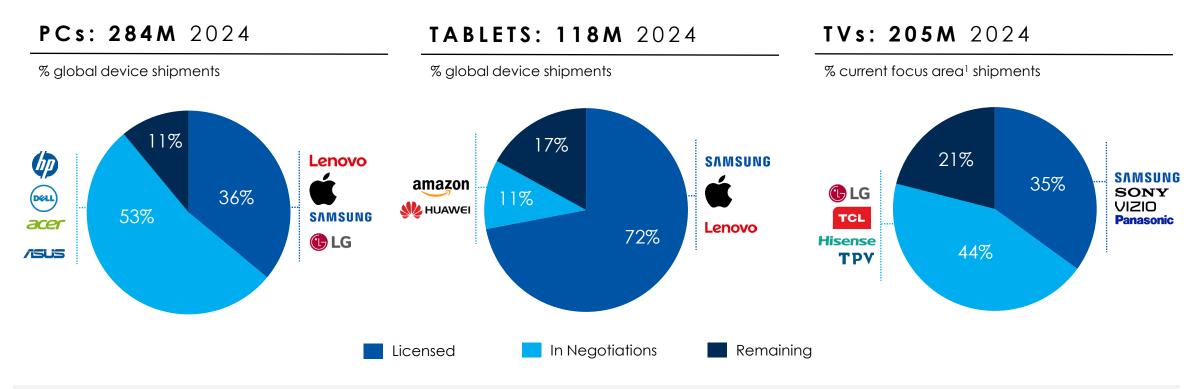


# CE, IoT / Auto Markets

Market		2024E Shipments	'24 – '27E CAGR	Significant Customers	Key Market Dynamic	
	CONSUMER ELECTRONICS		~1.1B	~2%	20+	Commoditization across categories
	CELLULAR IOT		~0.4B	~20%	40+	High growth, some fragmentation across product segments
	CONNECTED CA	RS	~60M	~10%	~20	Growth + enhanced value with adoption of 5G, Wi-Fi, and Video

Source: Omdia, Counterpoint Research
Note: Consumer Electronics shipment number 1.1B includes also Set-Top Boxes and Routers/Gateways, in addition to PCs, Tablets and TVs.

# Good Momentum in CE - Large Opportunity Remains



**Deals with major OEMs** such as **Apple, Samsung, Lenovo, Sony, LG** 

Approx. 40% licensing coverage across these sectors, aiming to grow

Proof of our robust video coding portfolio, including **HEVC** patents that have driven successful outcomes with enforcement

Licensing coverage for PCs and Tablets based on HEVC - e.g. Amazon licensed for WLAN Licensing coverage for TVs based on our DTV patents - e.g. LG licensed for HEVC and VVC

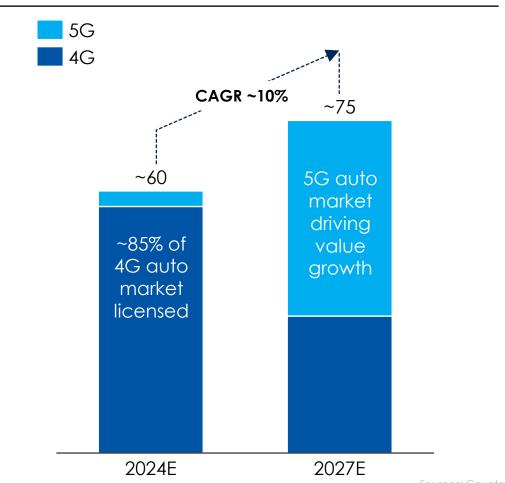
<sup>&</sup>lt;sup>1</sup> Current focus area for Madison Program is North America, Europe, Japan and Korea. Source: Omdia



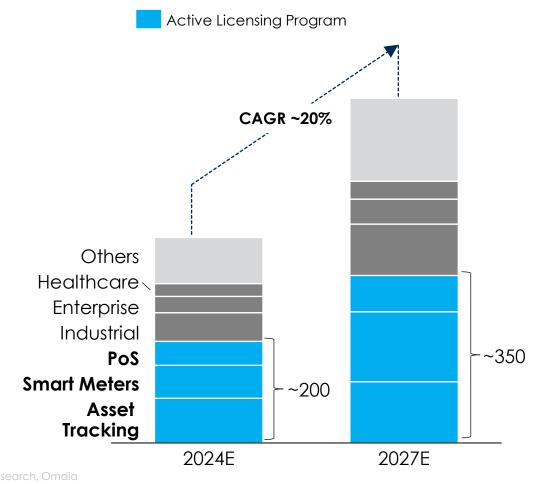
# Strong Growth Opportunity in Cellular Automotive and IoT Licensing

#### PASSENGER VEHICLE SHIPMENTS (M)

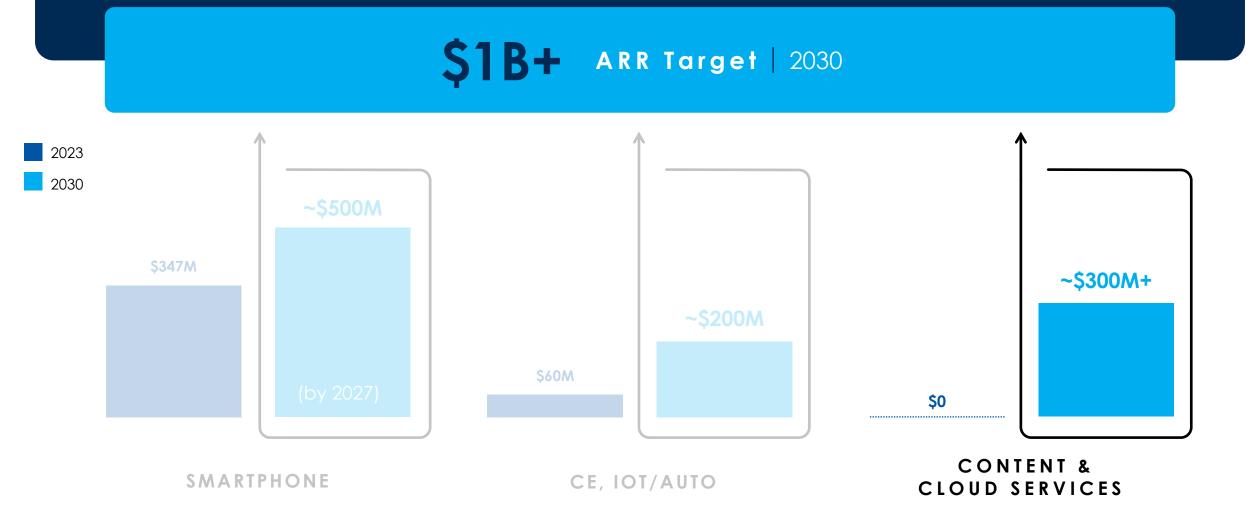
#### CELLULAR IOT SHIPMENTS (M)



(1) interdigital



# Clear Pathway to Growth



# Our Rich Video Innovation is Fueling the Media Industry



#### **Pioneering Media**

Technicolor's 100+ year legacy of media innovations such as first cameras, color TV and digital broadcasting



#### **Ubiquitous Streaming**

Innovations enabling
HD viewing for
consumers,
3D video and
many more

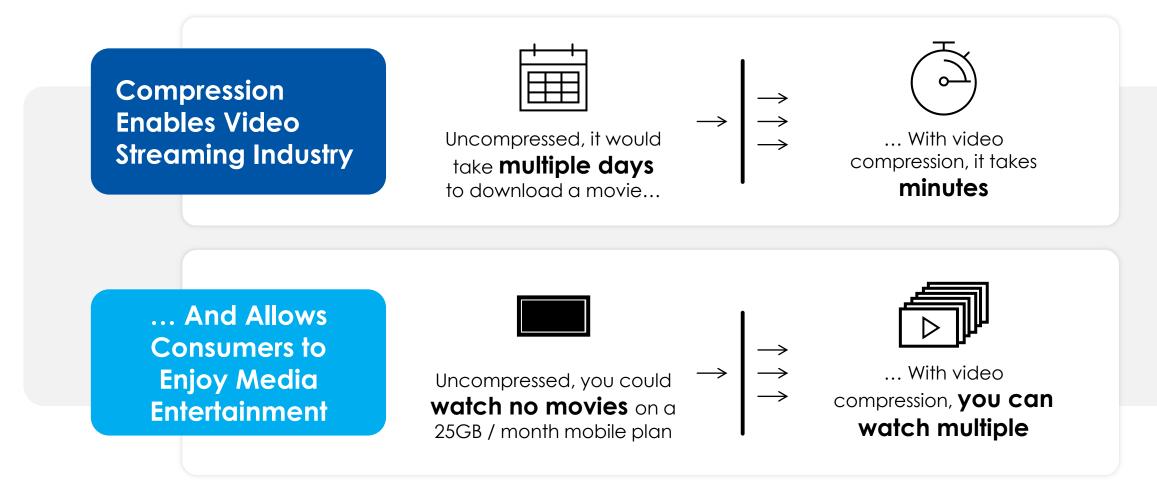
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#### **Next Generation**

Forefront of future development providing even higher quality streaming and immersive experiences

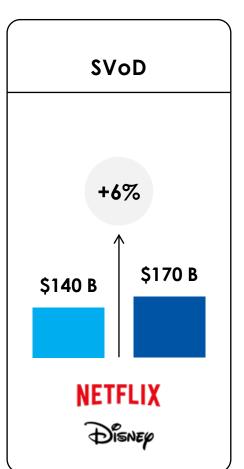
# Our Video Codecs Enable the Content Industry

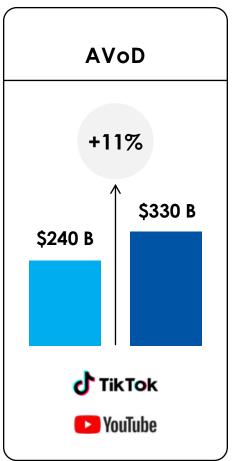


### **SVoD and AVoD Are Our Focus Verticals**

2027 TAM

2024 TAM









TAM CAGR



# Video Services Nearing the Size of the Smartphone Market



∨ideo services ~\$500B

2027E Market Value

Revenue Target: \$300M+ <0.1% of Global Market Value



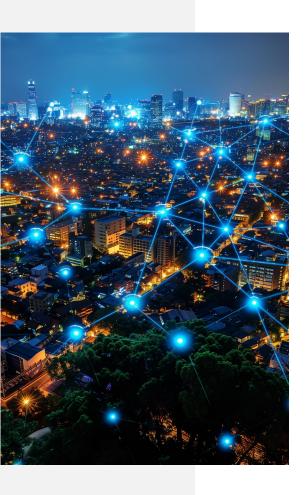
**SMARTPHONES** 

~\$570B

2027E Market Value

Revenue Target: \$500M ~0.1% of Global Market Value

## 2024 and Beyond



#### **EXECUTION**

Close agreements with remaining major smartphone OEMs

#### ENGAGEMENT

Deepen and broaden engagements in CE, IoT/Auto where the impact of our innovation is growing

#### **EXPANSION**

Capitalize on growing blue ocean opportunity in content & cloud services

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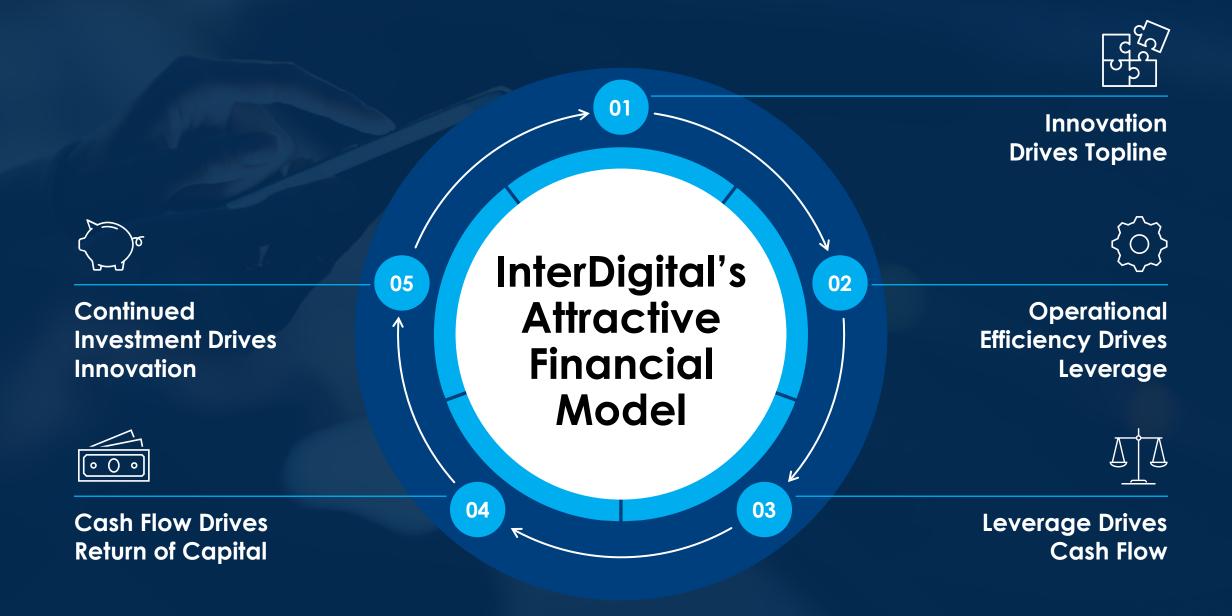
# Questions & Answers Discussion



# **Financial Overview**

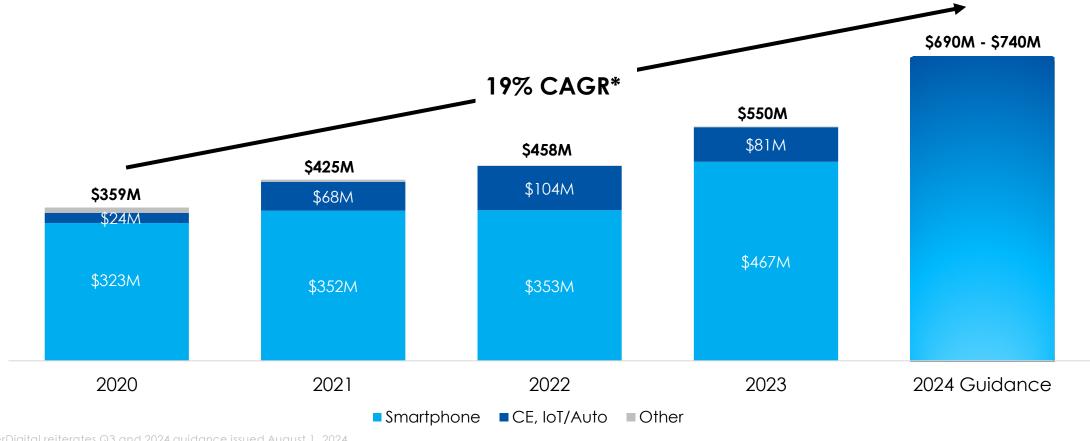
Rich Brezski Chief Financial Officer

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## Innovation Drives Topline

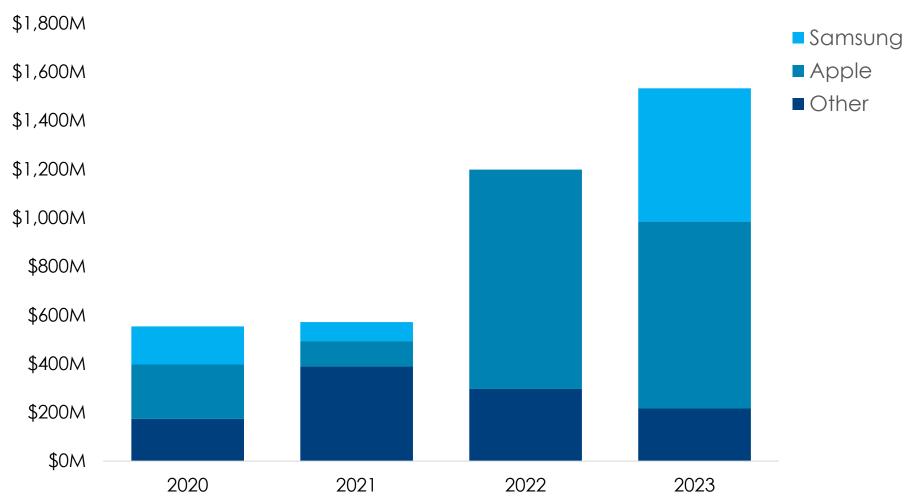
Double-digit CAGR in both Smartphone and CE, IoT/Auto licensing programs



### Licensing Momentum Has Driven Growth In Backlog

Apple and Samsung Subscriptions Help Secure Long Term Revenue

#### **Contracted Future Revenue**

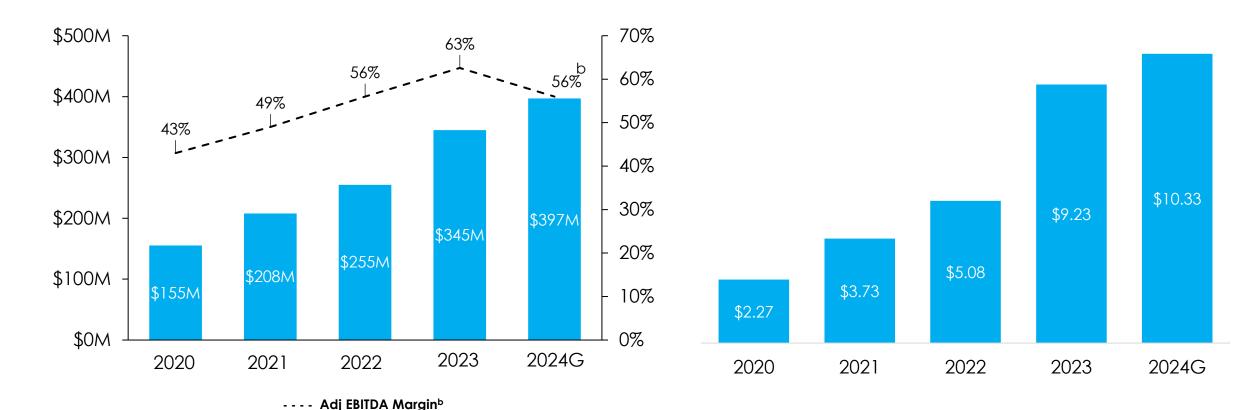


This table includes estimated revenue related to our Samsung arbitration in 2023. In accordance with ASC 606, these estimates are limited to the amount of revenue we expect to recognize only to the extent it is probable that a subsequent change in the estimate would not result in a significant revenue reversal.

## Operational Discipline Drives Leverage

ADJUSTED EBITDA : >2.5x Growth

NON-GAAP EPSa: >4.5x Growth

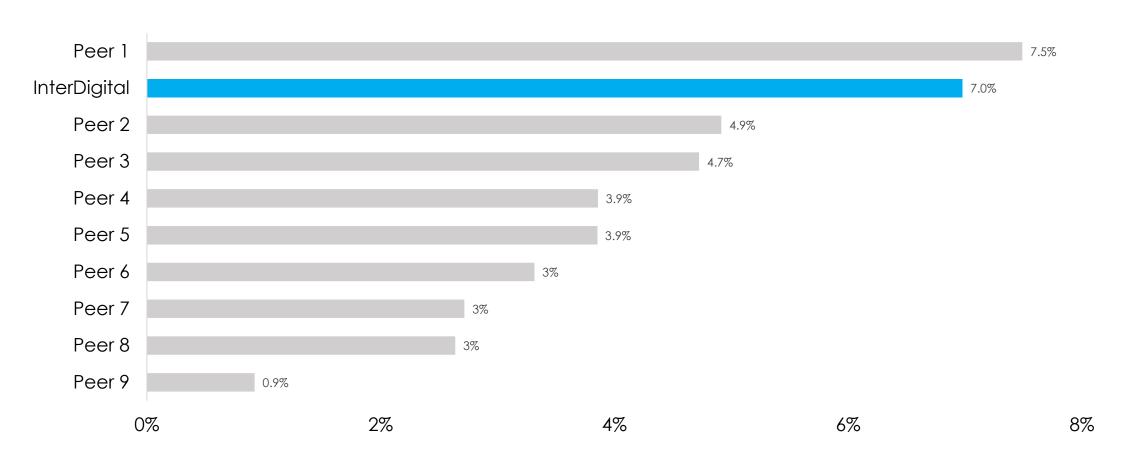


<sup>&</sup>lt;sup>a</sup> Non-GAAP financial measure. Refer to non-GAAP reconciliation in appendix

b 2024G Adjusted EBITDA driven lower by revenue share related to catch up revenue

## Strong Free Cash Flow Yield

FCF YIELDa: Avg. 2011-2023



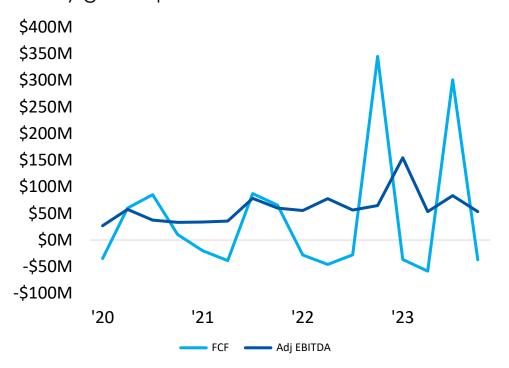
Source = Factset / 2023 compensation peer group with positive FCF Yield / FCF Yield = Free cash flow per share (cash flow from operations minus capex divided by diluted share count) divided by year end share price a Non-GAAP financial measure. Refer to non-GAAP reconciliation in appendix



## Consistent Adjusted EBITDA Growth

#### QUARTERLY TREND:

Timing of payments can drive FCF<sup>a</sup> up or down in any given quarter



#### TRAILING 3 YR QUARTERLY AVG:

Adj EBITDA<sup>a</sup> is highly correlated to FCF<sup>a</sup> over time and removes quarterly variability





## **Capital Allocation Priorities**

Maintain fortress balance sheet

Financial strength is a strategic asset

Organic investment in business

~\$0.2B annual investment in research and IP portfolio

Inorganic

investment

Opportunistic and strategic

Return **Excess cash** to shareholders

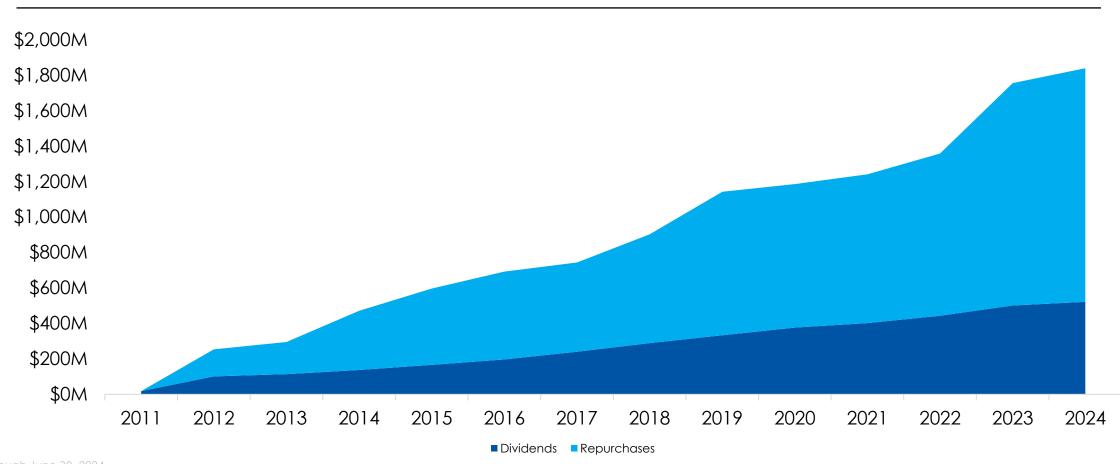
\$1.3B+ in share repurchases since '11

Dividend increased 13%, Sep'24

Strong cash flow maintains balance sheet strength, funds organic investment in research, and enables significant share reduction

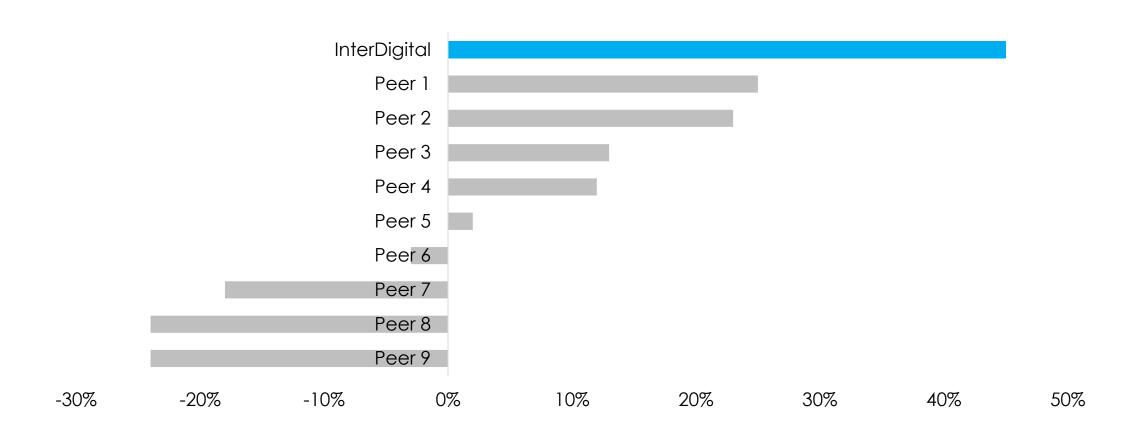
## Robust Return Of Capital

#### > \$1.8B CUMULATIVE RETURNED SINCE FIRST DIVIDEND IN 2011



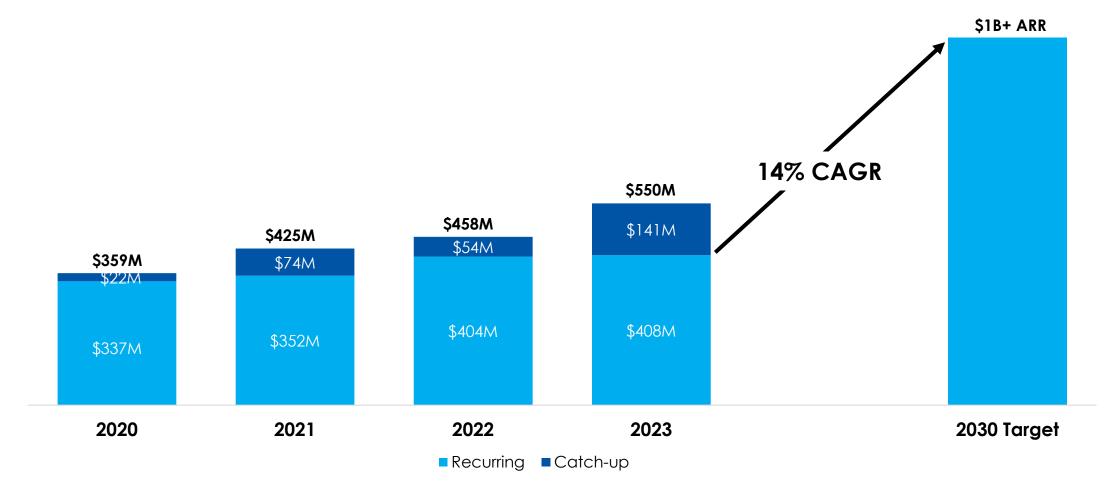
### 45% Reduction In Share Count Since 2011

#### REDUCTION IN TOTAL SHARES OUTSTANDING: Indexed to FY11



# Significant Growth Potential Lies Ahead

Recurring revenue growth across Smartphone, CE and IoT, and Content and Cloud Services



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# Growth in Subscription Revenue with High Margins

Target well surpasses "Rule of 40"

2030 TARGET							
Revenue	\$1,000M+	14% Recurring ReCAGR	venue				
Adjusted EBITDA <sup>a</sup>	\$600M+	60% Adj. EBITDA Margin <sup>a</sup>					
Rule of 40b		~74%+					

<sup>&</sup>lt;sup>a</sup> Non-GAAP financial measure. Refer to appendix. Calculated based on an assumed 60% Adjusted EBITDA margin. <sup>b</sup> R40 = revenue growth + Adjusted EBITDA margin



# **IDCC** has Outperformed



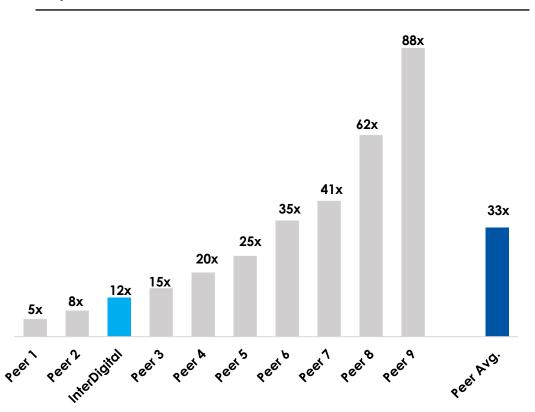
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### Well-Positioned To Drive Value

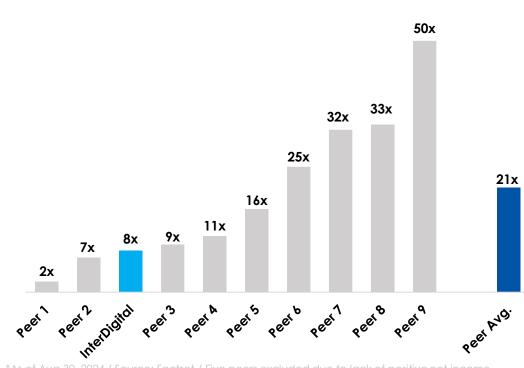
Value drivers include sustained growth, margin expansion and return of capital

P/E: Non-GAAPa



<sup>\*</sup>As of Aug 30, 2024 / Source: Factset / Five peers excluded due to lack of positive net income / calculated by dividing Aug 30, 2024 closing share price by LTM Q2'24 Non-GAAP EPS

#### Market Cap to Adjusted EBITDAa



\*As of Aug 30, 2024 / Source: Factset / Five peers excluded due to lack of positive net income / calculated by dividing market capitalization as of Aug. 30, 2024 by LTM Q2'24 Adjusted EBITDA

<sup>&</sup>lt;sup>a</sup> Non-GAAP financial measure. Refer to appendix.

### **Key Takeaways**

Subscription Like Revenue

14%+
Annual
Growth

**Target** 

Powerful Operating Leverage drives

60%+
Adjusted
EBITDA
Margina
Target

\$1B 2030 ARR Target translates into

\$600M+

Adjusted EBITDA<sup>a</sup> Target

Well positioned to drive value going forward

# Agenda

# Company Overview and Growth Strategy

Liren Chen, President & CEO

#### **How Innovation Drives IP**

Rajesh Pankaj, Chief Technology Officer

## Licensing Capturing Growth Opportunities

Eeva Hakoranta, Chief Licensing Officer

#### **Financial Overview**

Rich Brezski, Chief Financial Officer

#### **Closing Comments**

Liren Chen, President & CEO Questions & Answers Discussion



# Closing Comments

Liren Chen
President & Chief Executive Officer

# **Closing Comments**

Last four years have been highly successful, our company has never been stronger



**World-class** leadership and functional teams across the board



**Accelerating momentum** for R&I, standard development, patent portfolio creation and licensing driven by continuing investment and strong execution



Our technologies are critical to devices and services of multiple industries, giving us **large addressable** markets



We have a clear strategy, a world-class team and the operational discipline to drive the **growth of ARR to** \$1B+ target by 2030

# Agenda

# Company Overview and Growth Strategy

Liren Chen, President & CEO

#### **How Innovation Drives IP**

Rajesh Pankaj, Chief Technology Officer

## Licensing Capturing Growth Opportunities

Eeva Hakoranta, Chief Licensing Officer

#### **Financial Overview**

Rich Brezski, Chief Financial Officer

#### **Closing Comments**

Liren Chen, President & CEO Questions & Answers Discussion

### **V** interdigital

# Please stand by Q&A will begin soon

### **V** interdigital.



INNOVATING TODAY EMPOWERING TOMORROW<sup>™</sup>

### interdigital.



# Appendix

### Non-GAAP Financial Measures

Adjusted EBITDA and Adjusted EBITDA margin are supplemental non-GAAP financial measures that InterDigital believes provide investors with important insight into the Company's ongoing business performance. InterDigital defines Adjusted EBITDA as net income attributable to InterDigital Inc. plus net loss attributable to non-controlling interest, income tax (provision) benefit, other income (expense) & interest expense, depreciation and amortization, share-based compensation, and other items. Other items include restructuring costs, impairment charges and other non-recurring items. Adjusted EBITDA margin is Adjusted EBITDA over total revenues. These non-GAAP financial measures used by the company may be calculated differently from, and therefore may not be comparable to, similarly titled measures used by other companies. The presentation of these financial measures, which are not prepared under any comprehensive set of accounting rules or principles, is not intended to be considered in isolation or as a substitute for the financial information prepared and presented in accordance with GAAP. A reconciliation of each of these metrics to its most directly comparable GAAP financial measure is provided above.

Non-GAAP net income, Non-GAAP earnings per share ("EPS"), and Non-GAAP weighted-average dilutive shares are supplemental non-GAAP financial measures that InterDigital believes provides investors with important insight into the Company's ongoing business performance. InterDigital defines Non-GAAP net income as net income attributable to InterDigital, Inc. plus share-based compensation, acquisition related amortization, depreciation and amortization, restructuring costs, impairment charges and one-time adjustments, losses on extinguishments of long-term debt, the related income tax effect of the preceding items, and adjustments to income taxes. Non-GAAP EPS is defined as Non-GAAP net income divided by Non-GAAP weighted average number of common shares outstanding-diluted, which adjusts the weighted average number of common shares outstanding for the dilutive effect of the Company's convertible notes, offset by our hedging arrangements. InterDigital's computation of these non-GAAP financial measures might not be comparable to similarly named measures reported by other companies. The presentation of these financial measures, which are not prepared under any comprehensive set of accounting rules or principles, is not intended to be considered in isolation or as a substitute for the financial information prepared and presented in accordance with GAAP. A reconciliation of each of these metrics to its most directly comparable GAAP financial measure is provided above.

Free cash flow is a supplemental non-GAAP financial measure that InterDigital believes is helpful in evaluating the company's ability to invest in its business, make strategic acquisitions and fund share repurchases, among other things. A limitation of the utility of free cash flow as a measure of financial performance is that it does not represent the total increase or decrease in the company's cash balance for the period. InterDigital defines free cash flow as net cash from operating activities less purchases of property and equipment and capitalized patent costs. InterDigital's computation of free cash flow might not be comparable to free cash flow reported by other companies. The presentation of free cash flow, which is not prepared under any comprehensive set of accounting rules or principles, is not intended to be considered in isolation or as a substitute for the financial information prepared and presented in accordance with GAAP. A reconciliation of free cash flow to net cash from operating activities, the most directly comparable GAAP financial measure, is provided above.



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#### (In millions)

#### Net income attributable to InterDigital, Inc.

Net loss attributable to non-controlling interest Income tax (provision) benefit Other income (expense) & interest expense Depreciation and amortization Share-based compensation Other operating items

#### **Adjusted EBITDA**

#### Adjusted EBITDA Margin

Other Operating Items
Restructuring
Other non-cash charges
Non-Recurring Personnel-Related
Net Litigation Fee Reimbursement
Transaction related costs
Total Other Operating Items

			F	ull Year		
2	020	2021		2022	2023	2024 Outlook
\$	45	\$ 55	\$	94	\$ 214	\$205 - 238
	(7)	(13)		(2)	(3)	_
	(7)	15		26	24	55 - 60
	24	14		33	(13)	7
	81	78		79	78	73
	10	29		22	36	42
	9	30		3	10	(4)
\$	155	\$ 208	\$	255	\$ 345	\$378 - 416
	43%	49%		56%	63%	56%
	-	28		3	-	-
	9	-		-	3	-
	-	2		-	-	-
	-	-		-	8	(4)
\$	9	\$ 30	\$	3	\$ 10	\$ (4)

**Full Year** 

(In millions, except per share data)	2	2020		2021		2022		2023		024 tlook
Net income attributable to InterDigital, Inc.	\$	45	\$	55	\$	94	\$	214	\$20	5 - 238
Share-based compensation		10		29		22		36		42
Acquisition related amortization		44 9		42 30		42 3		41 10		33
Other operating items Other non-operating items		(4)		(11)		13		(14)		(4) (2)
Related income tax and noncontrolling interest effect of above items		(12)		(26)		(17)		(17)		(14)
Adjustments to income taxes		(21)		(2)		(2)		(16)		(2)
Non-GAAP net income	\$	70	\$	117	\$	155	\$	254	\$25	8 - 291
Weighted average dilutive shares - GAAP  Less: Dilutive impact of the Convertible Notes		31.1		31.3		30.5		28.1 0.5		28.6 2.0
Weighted average dilutive shares - Non-GAAP		31.1		31.3		30.5		27.6		26.6
Non-GAAP EPS	\$	2.27	\$	3.73	\$	5.08	\$	9.23	\$9.70	- 10.95
Other Operating Items										
Restructuring		-		28		3		-		-
Other non-cash charges		9		-		-		3		-
Non-recurring personnel-related		-		2		-		=		-
Net litigation fee reimbursement Transaction related costs		-		-		-		8		(4)
Total Other Operating Items	<u>s</u>	9	\$	30	\$	3	\$	10	\$	(4)
	<u> </u>	•	<u> </u>		<u> </u>		<u> </u>		<del>-                                    </del>	( . /
Other Non-operating Items		(4)		(0)		2		(10)		/11
Fair value changes Loss on extinguishment of debt		(4)		(9)		2 11		(10)		(1)
Other non-cash charges		-		(2)		-		(4)		(1)
Total Other Non-operating Items	\$	(4)	\$	(11)	\$	13	\$	(14)	\$	(2)

												Fu	ıll Year											
(In millions, except per share data)	2	2011	20	012	2	2013	2014		2015	2	2016		2017	2018	2	019	20	020	:	2021	2	2022	2	023
Net cash provided by (used in) operating activities	\$	(34)	\$	178	\$	218	\$ 24	2 \$	124	\$	434	\$	316	\$ 147	\$	89	\$	163	\$	130	\$	286	\$	214
Purchases of property & equipment		(4)		(4)		(5)	(	7)	(4)		(6)		(2)	(3)		(5)		(12)		(3)		(3)		(4)
Capitalized patent costs		(27)		(28)		(34)	(3	2)	(30)		(33)		(35)	(32)		(33)		(31)		(33)		(40)		(40)
Free cash flow	\$	(65)	\$	146	\$	180	\$ 20	3 \$	91	\$	396	\$	279	\$ 112	\$	51	\$	121	\$	94	\$	243	\$	169
Weighted average dilutive shares - GAAP Less: Dilutive impact of the Convertible Notes		46.0		43.4 -		41.4 -	39. -	9	36.5 -		35.2 -		35.8 -	35.3		31.8		31.1		31.3		30.5		28.1 0.5
Weighted average dilutive shares - Non-GAAP		46.0		43.4		41.4	39.	9	36.5		35.2		35.8	35.3		31.8		31.1		31.3		30.5		27.6



2023

2024

LTM

(In millions, except per share data)		Q3		Q4		Q1		Q2		Q2'24
Net income attributable to InterDigital, Inc.	\$	48	\$	39	\$	82	\$	110	\$	278
Share-based compensation		10		9		9		10		38
Acquisition related amortization		10		10		8		8		37
Other operating items		-		-		-		(3)		(3)
Other non-operating items		(6)		(5)		1		(2)		(12)
Related income tax and noncontrolling interest										
effect of above items		(3)		(3)		(4)		(3)		(13)
Adjustments to income taxes		(2)		(13)		(2)		(1)		(17)
Non-GAAP net income	<u>\$</u>	58	\$	37	\$	95	\$	119	\$	309
Weighted gwarge dilutive shares. CAAD		27.8		27.6		28.3		27.9		27.9
Weighted average dilutive shares - GAAP  Less: Dilutive impact of the Convertible Notes		27.0 0.7		1.2		20.3 1.9		1.9		27.9 1.4
Weighted average dilutive shares - Non-GAAP		27.1		26.5		26.4		26.0		26.5
Non-GAAP EPS	\$	2.13	\$	1.41	\$	3.58	\$	4.57	\$	11.65
Non-GAALLIS	Ψ	2.15	Ψ	1.41	Ψ	5.50	Ψ	4.57	Ψ	11.05
Other Operating Items										
Net litigation fee reimbursement		-		-		-		(3)		(3)
Total Other Operating Items	\$	-	\$	-	\$	-	\$	(3)	\$	(3)
Other Non-operating Items		14)		(1)		1		(0)		(0)
Fair value changes		(6)		(1)		ı		(2)		(8)
Other non-cash charges	<u> </u>	- (/)	Ċ	(4)	Ċ	- 1	\$	- (2)	Ċ	(4)
Total Other Non-operating Items	<u> ၃</u>	(6)	<del>ڳ</del>	(5)	\$	<u> </u>	<u>၃</u>	(2)	<u> </u>	(12)

(In millions, except per share data)
Net income attributable to InterDigital, Inc.

Net loss attributable to non-controlling interest Income tax (provision) benefit Other income (expense) & interest expense Depreciation and amortization Share-based compensation Other operating items

**Adjusted EBITDA** 

Other Operating Items
Net Litigation Fee Reimbursement
Total Other Operating Items

20	23		20	LTM		
Q3		Q4	Q1	Q2		Q2'24
\$ 48	\$	39	\$ 82	\$ 110	\$	278
(1)		-	-	-		(1)
9		(6)	19	24		46
(2)		(8)	3	(O)		(7)
20		19	17	17		73
10		9	9	10		38
-		-	-	(3)		(3)
\$ 84	\$	53	\$ 130	\$ 158	\$	425

\$ -	\$ -	\$ -	\$ (3) \$	(3)
-	-	-	(3)	(3)