



Electronics for the Future

Supplementary Materials for Financial Results

Financial Results for the 1Q of the Year Ending 2023/3

As of July 29, 2022
Rohm Company Limited
Investor Relations Div.

We have optimized our categorization of markets/customers by tracking the end products of especially EMS and module customers, etc.

Application	Major End Products
Automotive	xEV, Engine control unit, Air bag, Car navigation, ADAS, etc.
Industrial	Electrical measuring equipment, Machine tool, Solar power, Smart meter, Medical equipment, Security equipment, Casino machine, etc.
Consumer	Audio visual machine, White goods, Video game console, Smart speaker, wearable(Watch/Fitness), etc.
Communication	Smart phone, IoT, Base station, etc.
Computes & Storage	PC, Tablet PC, Data center/Server, Printer, PPC, Data storage(HDD/SSD/DVD), POS, etc.

Financial Results for the 1Q of the Year Ending 2022/3 (YoY)

(¥billion)

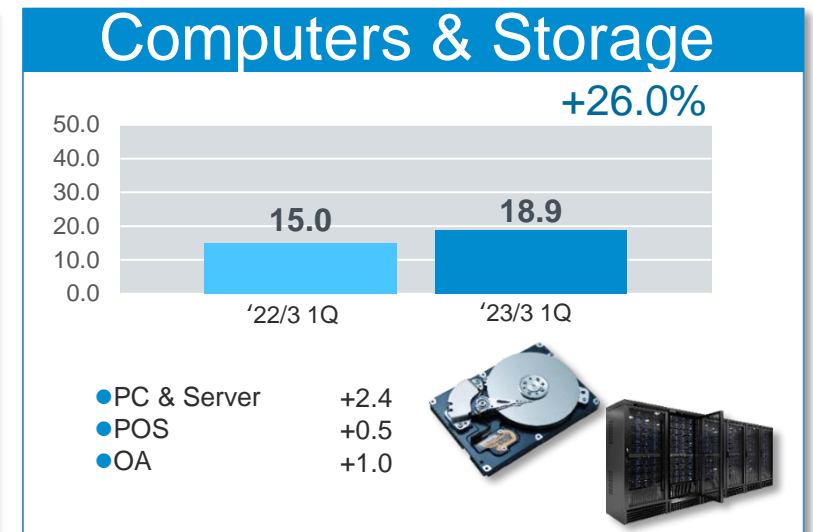
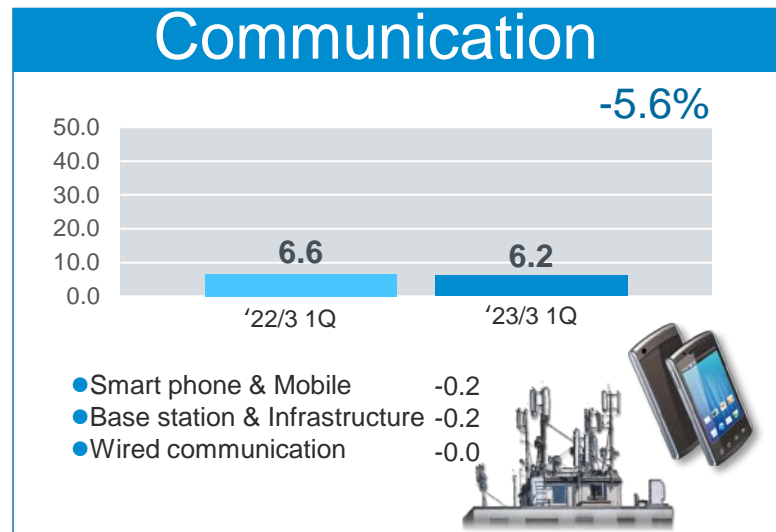
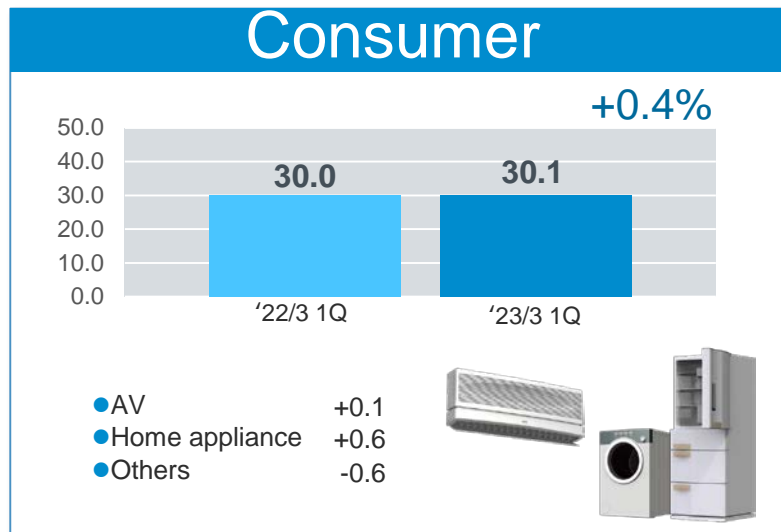
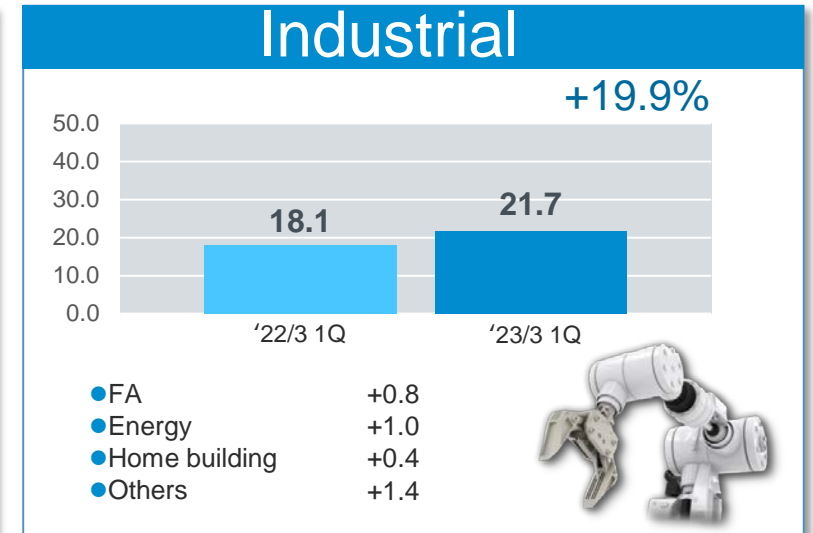
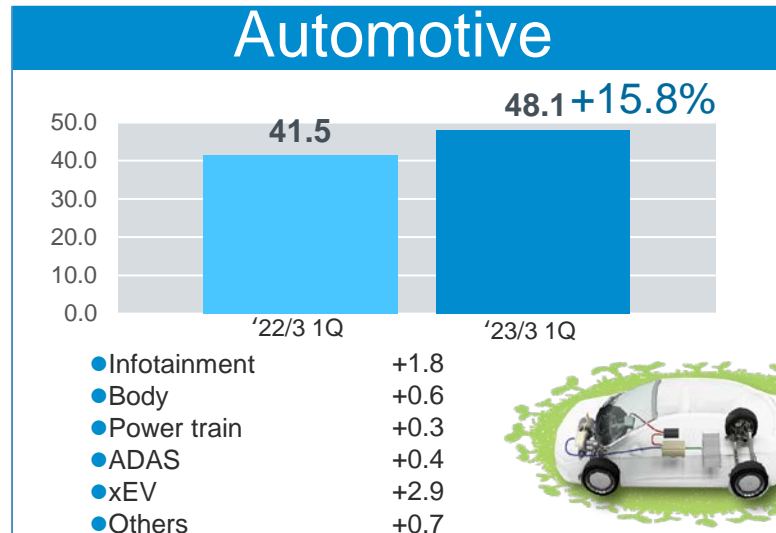
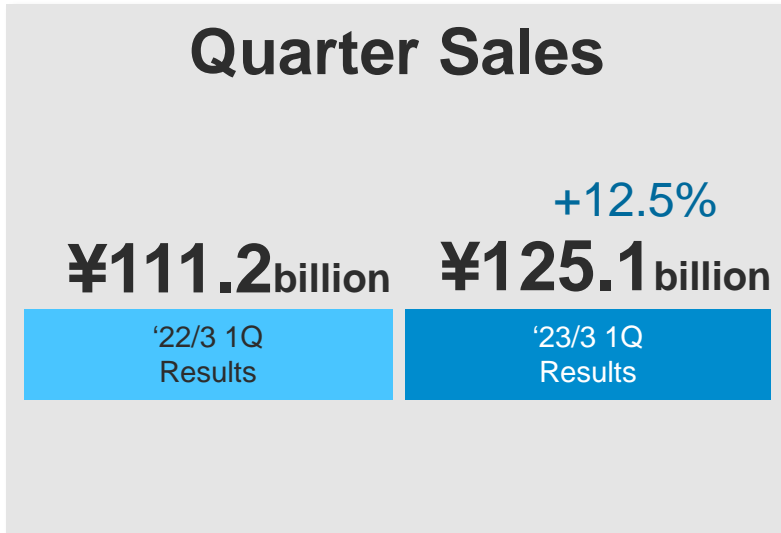
	'23/3 1Q Results	'22/3 1Q Results	Difference in Amount	Difference in %
Net Sales	125.1	111.2	+13.9	+12.5%
Operating Income	22.5	15.2	+7.3	+47.6%
(Ratio)	(18.0%)	(13.7%)	-	-
Ordinary Income	35.2	16.3	+18.9	+115.7%
(Ratio)	(28.2%)	(14.7%)	-	-
Net Income	26.1	11.6	+14.5	+124.9%
(Ratio)	(20.9%)	(10.4%)	-	-
EBITDA	34.1	24.5	+9.6	+39.2%
(Ratio)	(27.3%)	(22.0%)	-	-

Average Rate (¥/US\$) (¥129.04) (¥110.00)

Current Rate (¥/US\$) (¥136.68) (¥110.58)

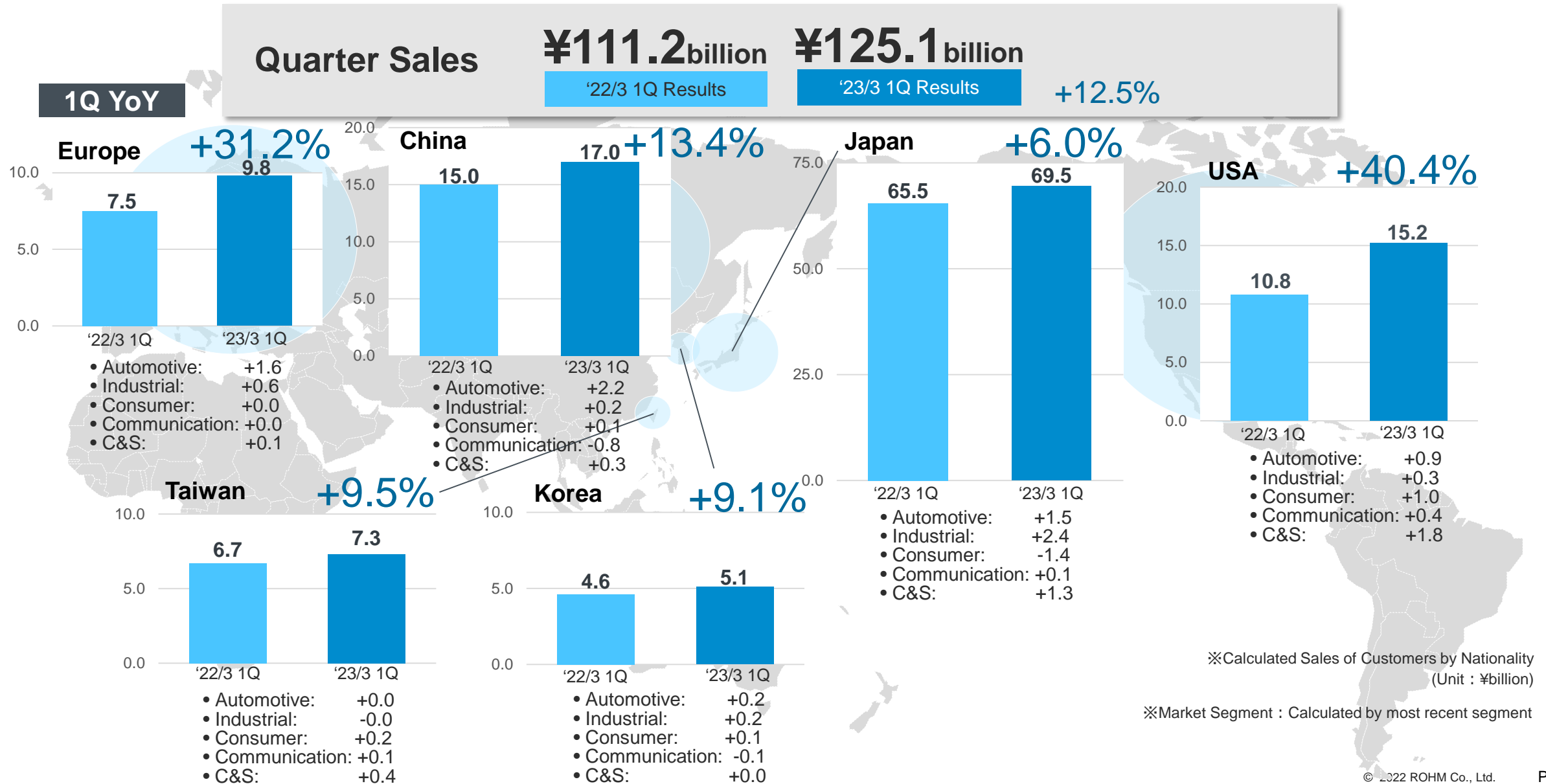
'23/3 1Q Sales Trend by Market Segments (YoY)

(¥billion)

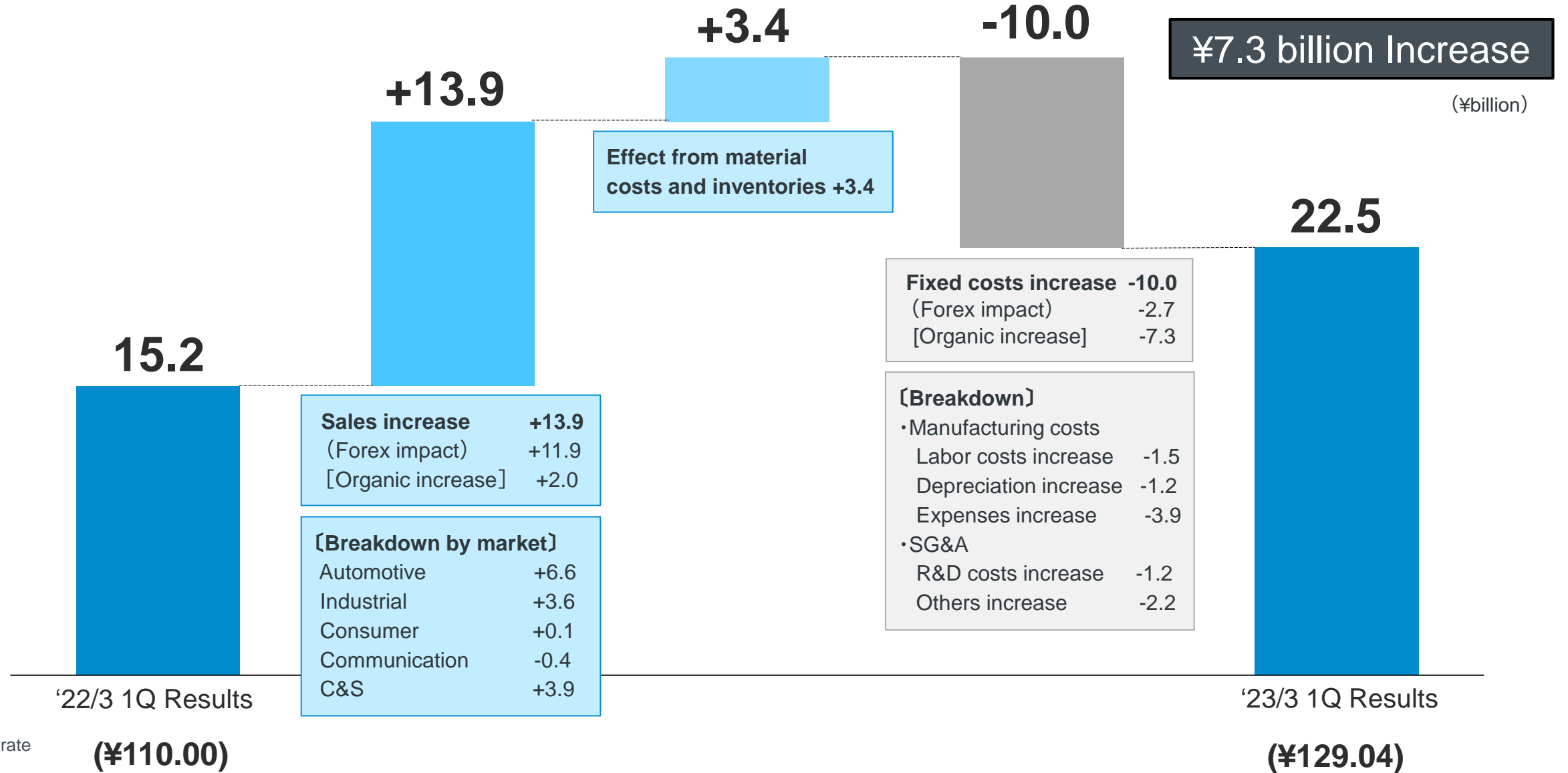


*Market Segment: Calculated by most recent segment

'23/3 1Q Sales Trend by Customer Nationality (YoY)



'23/3 1Q Changes in Operating Income (YoY)



Financial Results for the 1Q of the Year Ending 2023/3 by Segment (YoY)



(¥billion)

		'23/3 1Q Results	'22/3 1Q Results	Difference in Amount	Difference in %
ICs	Net Sales	54.7	49.2	+5.5	+11.2%
	Operating Income	10.6	6.2	+4.4	+68.7%
	(Ratio)	(19.4%)	(12.8%)	-	-
Discretes	Net Sales	53.6	47.0	+6.6	+14.0%
	Operating Income	8.9	6.4	+2.5	+37.8%
	(Ratio)	(16.7%)	(13.8%)	-	-
Modules	Net Sales	8.9	7.9	+1.0	+12.8%
	Operating Income	1.4	1.0	+0.4	+33.8%
	(Ratio)	(15.8%)	(13.3%)	-	-
Others	Net Sales	7.7	7.0	+0.7	+10.5%
	Operating Income	1.3	1.3	+0.0	+3.8%
	(Ratio)	(17.7%)	(18.9%)	-	-

Financial Results for the 1Q of the Year Ending 2022/3 (QoQ)

(¥billion)

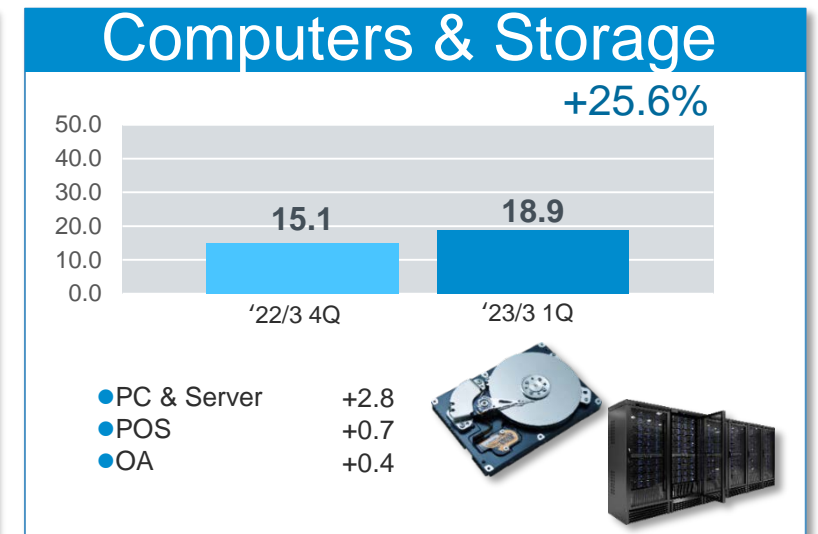
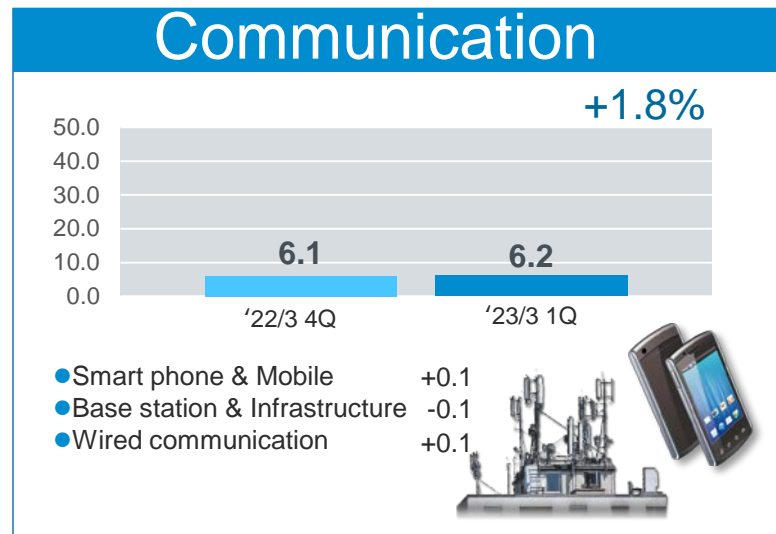
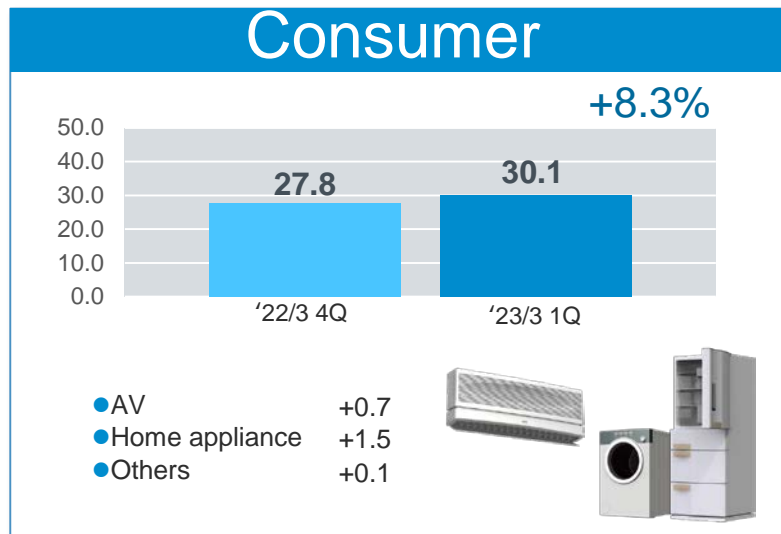
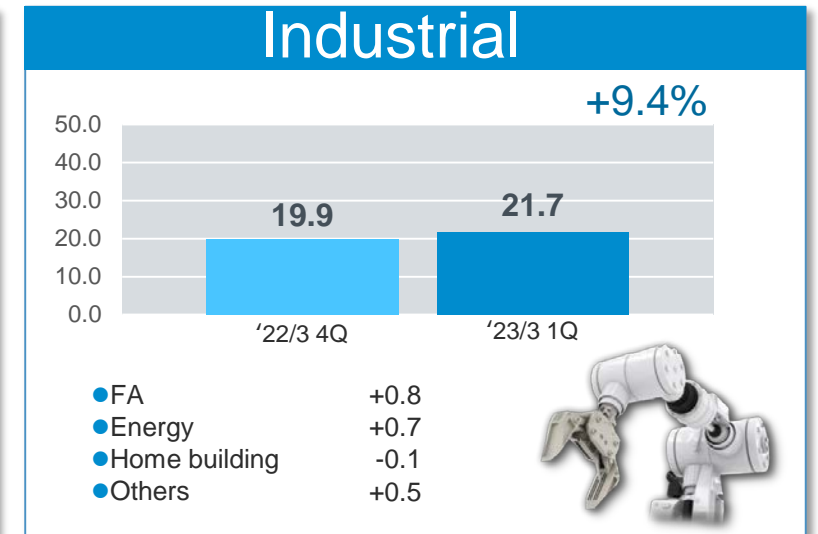
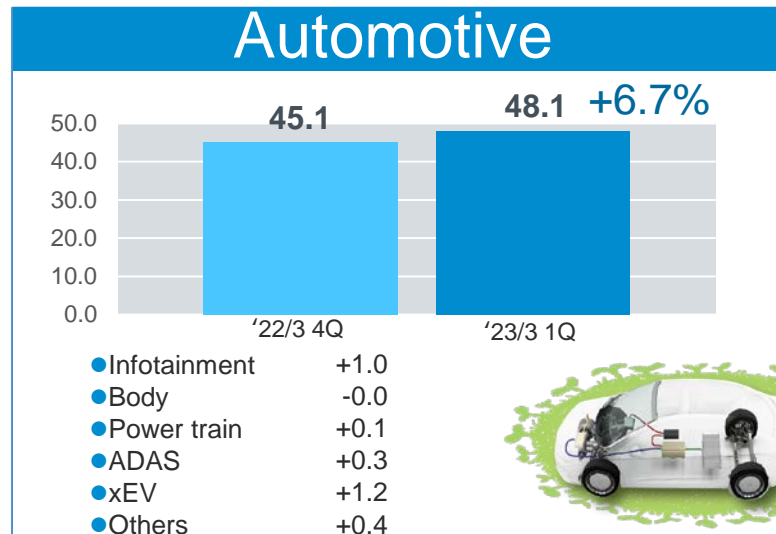
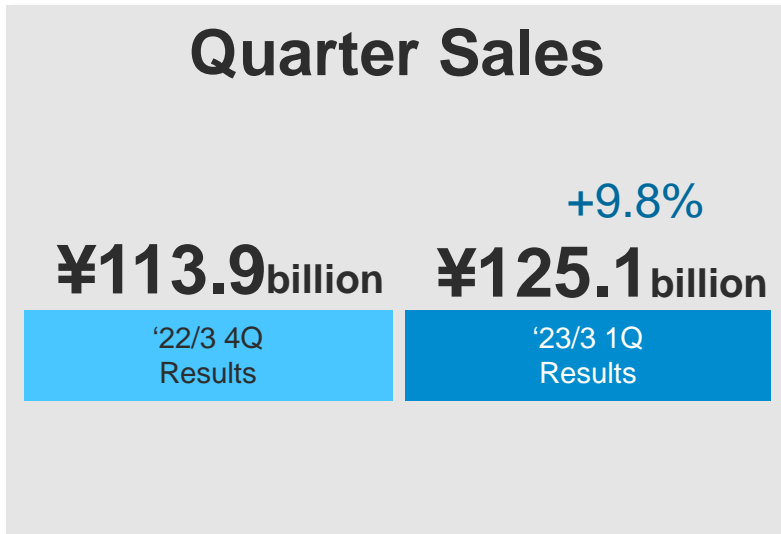
	'23/3 1Q Results	'22/3 4Q Results	Difference in Amount	Difference in %
Net Sales	125.1	113.9	+11.2	+9.8%
Operating Income	22.5	15.2	+7.3	+47.4%
(Ratio)	(18.0%)	(13.4%)	-	-
Ordinary Income	35.2	20.7	+14.5	+70.0%
(Ratio)	(28.2%)	(18.2%)	-	-
Net Income	26.1	18.4	+7.7	+41.8%
(Ratio)	(20.9%)	(16.2%)	-	-
EBITDA	34.1	27.8	+6.3	+22.4%
(Ratio)	(27.3%)	(24.5%)	-	-

Average Rate (¥/US\$) (¥129.04) (¥117.10)

Current Rate (¥/US\$) (¥136.68) (¥122.39)

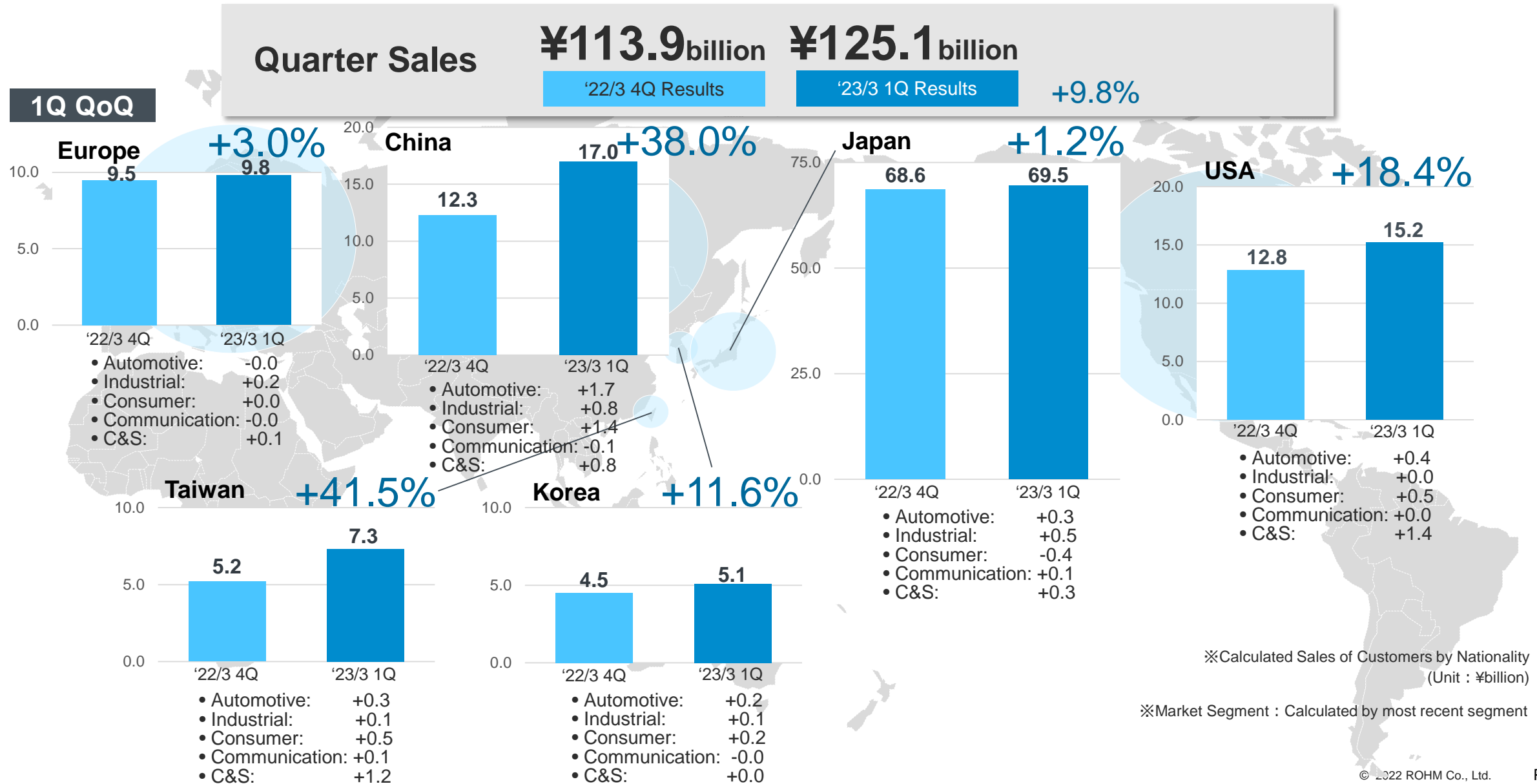
'23/3 1Q Sales Trend by Market Segments (QoQ)

(¥billion)

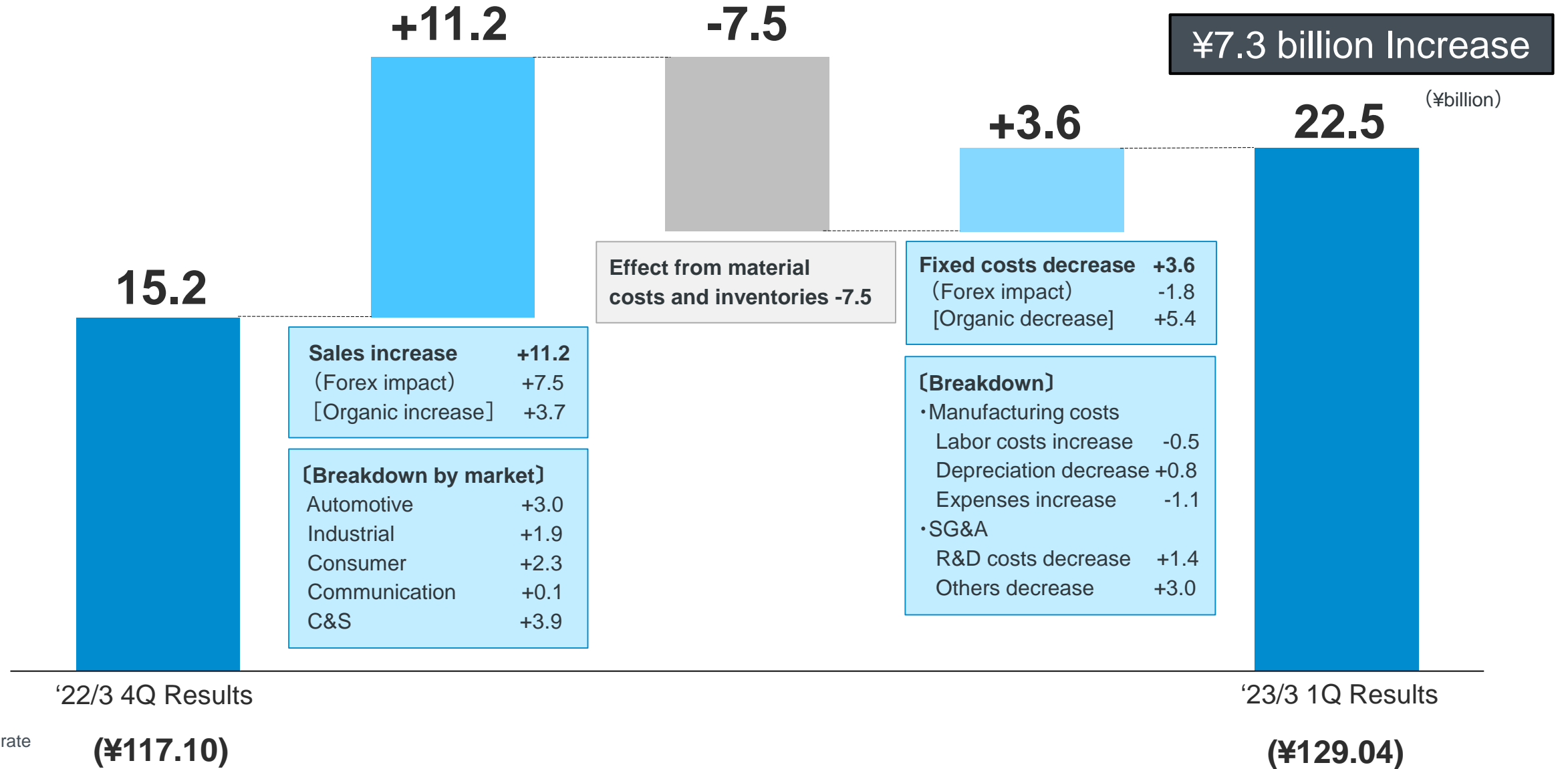


*Market Segment: Calculated by most recent segment

'23/3 1Q Sales Trend by Customer Nationality (QoQ)



'23/3 1Q Changes in Operating Income (QoQ)



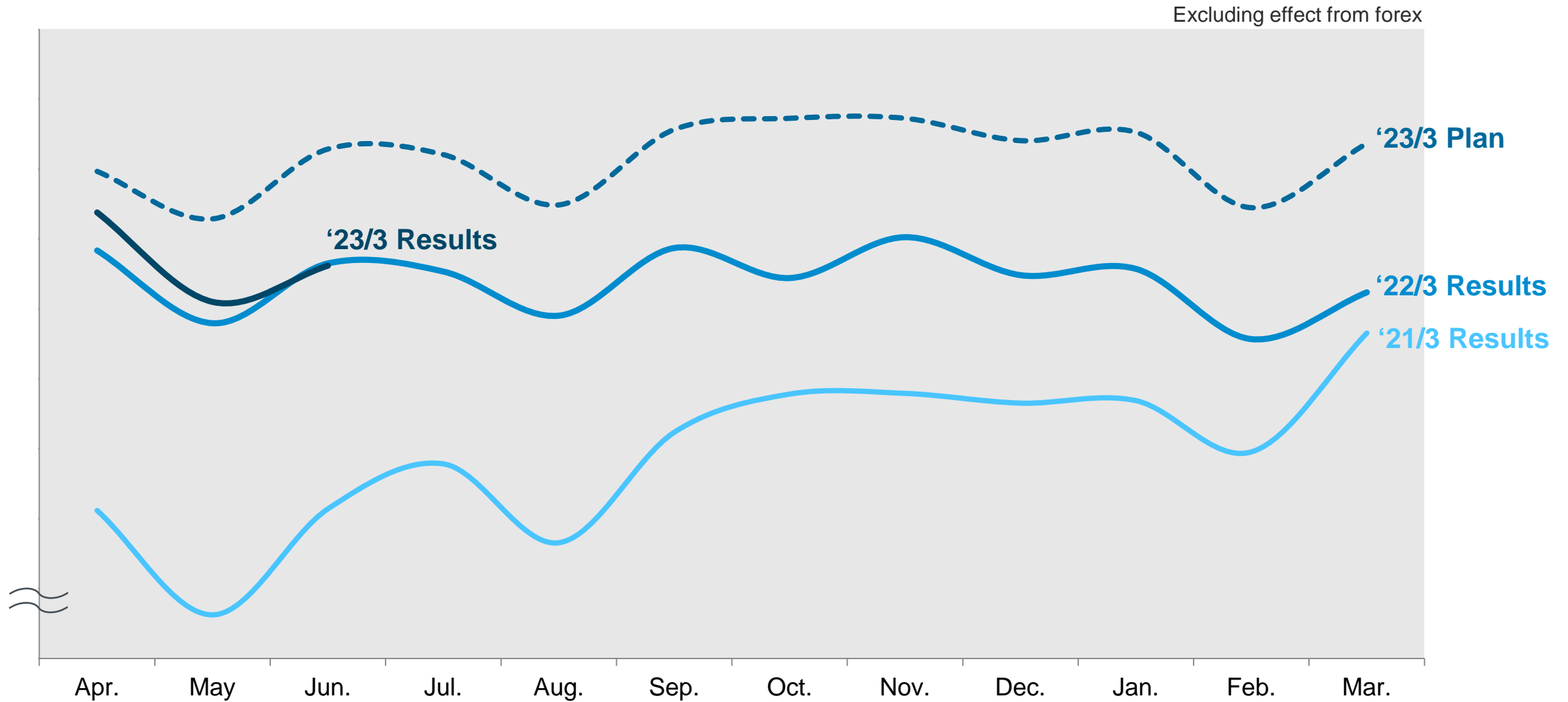
Average rate (¥/US\$)

Financial Results for the 1Q of the Year Ending 2023/3 by Segment (QoQ)

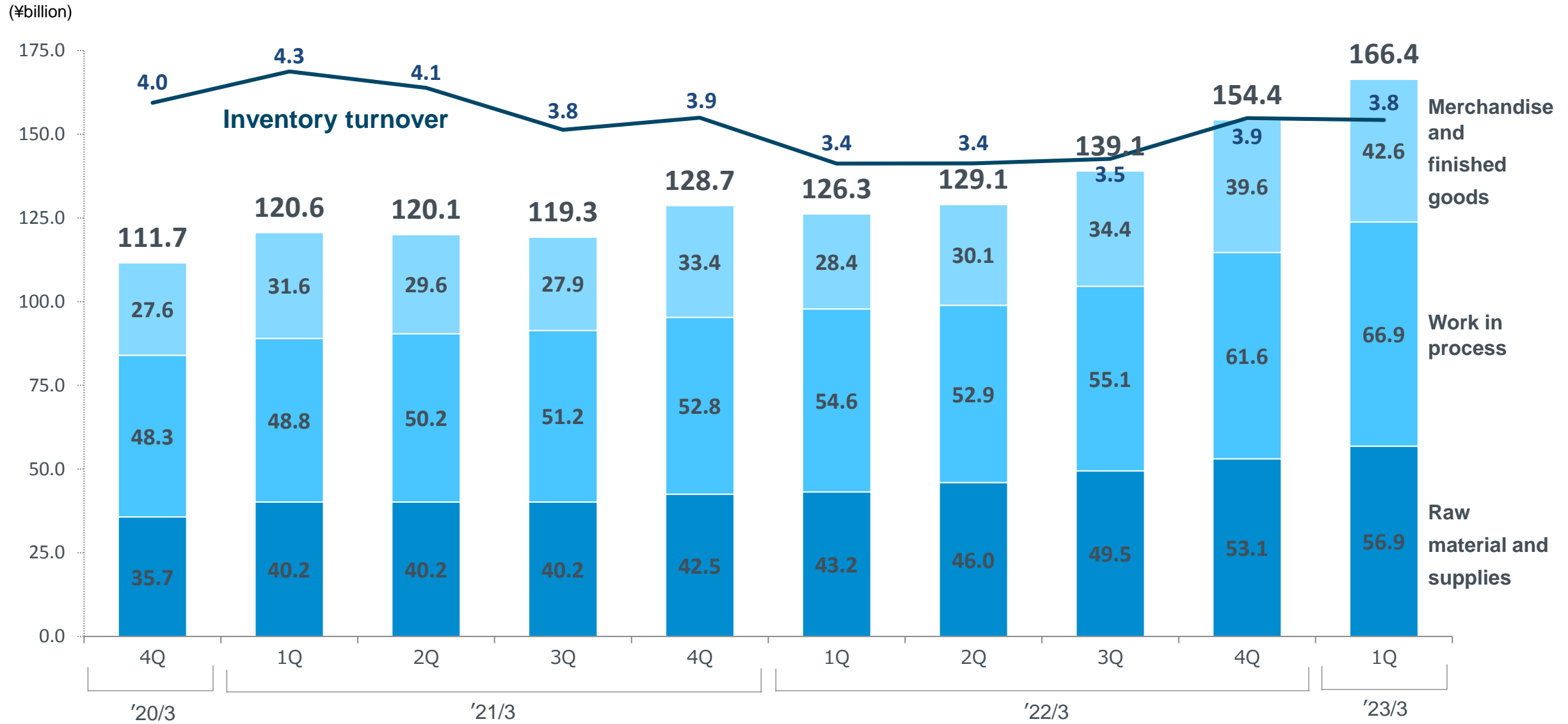


(¥billion)

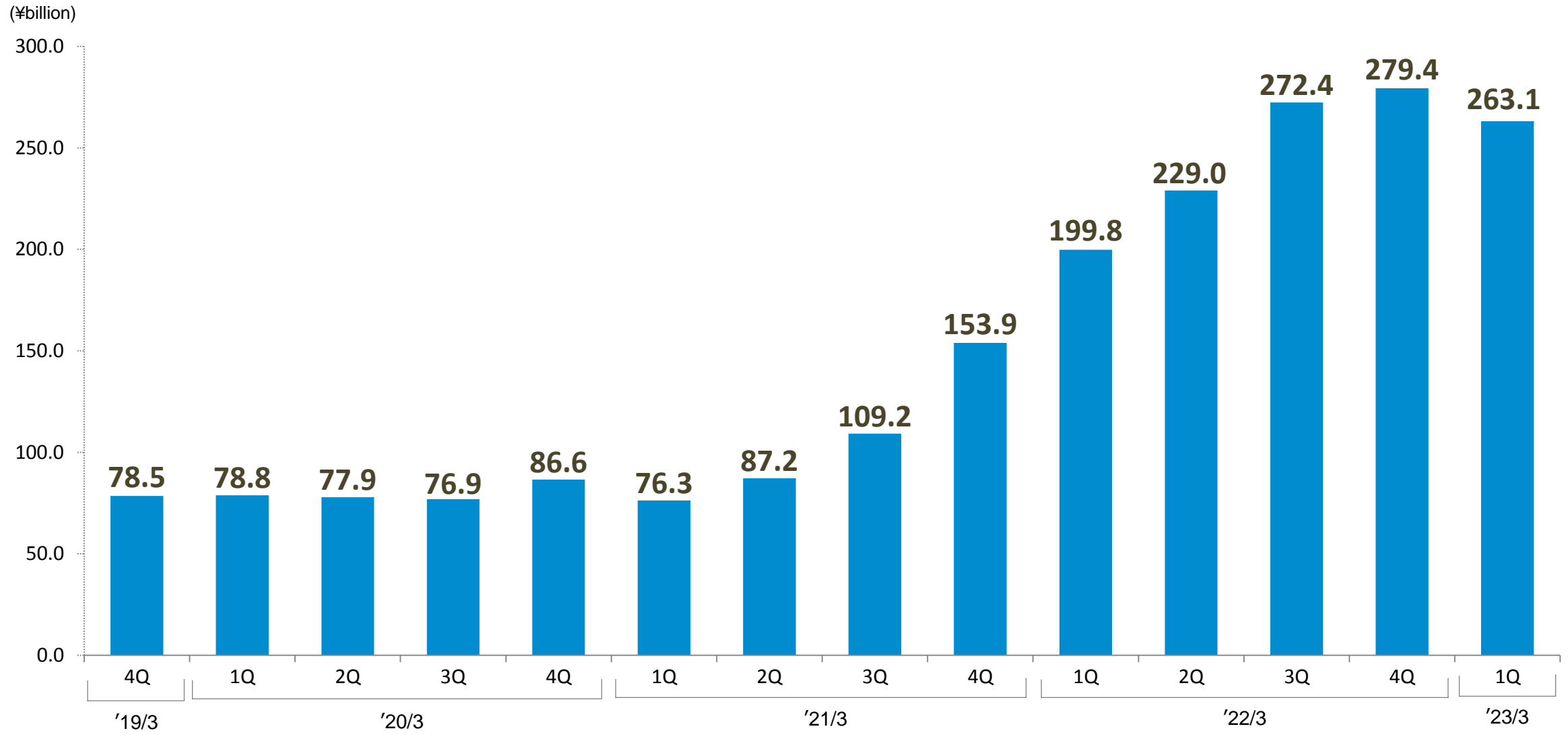
		'23/3 1Q Results	'22/3 4Q Results	Difference in Amount	Difference in %
ICs	Net Sales	54.7	50.7	+4.0	+7.8%
	Operating Income	10.6	7.9	+2.7	+33.5%
	(Ratio)	(19.4%)	(15.7%)	-	-
Discretes	Net Sales	53.6	47.8	+5.8	+12.2%
	Operating Income	8.9	8.0	+0.9	+10.3%
	(Ratio)	(16.7%)	(16.9%)	-	-
Modules	Net Sales	8.9	8.7	+0.2	+3.2%
	Operating Income	1.4	1.0	+0.4	+37.3%
	(Ratio)	(15.8%)	(11.8%)	-	-
Others	Net Sales	7.7	6.6	+1.1	+16.5%
	Operating Income	1.3	1.1	+0.2	+22.0%
	(Ratio)	(17.7%)	(16.9%)	-	-



Inventories (Amount)



Trend of Order Backlog



Excluding effect from forex

Qualitative Information Regarding Consolidated Financial Results Forecast

【Reference】 Plan announced on May 10, 2022

(¥billion)

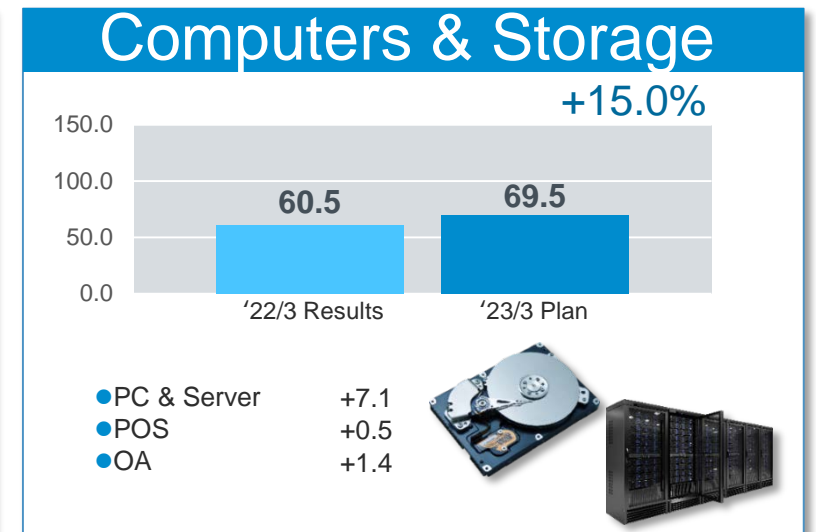
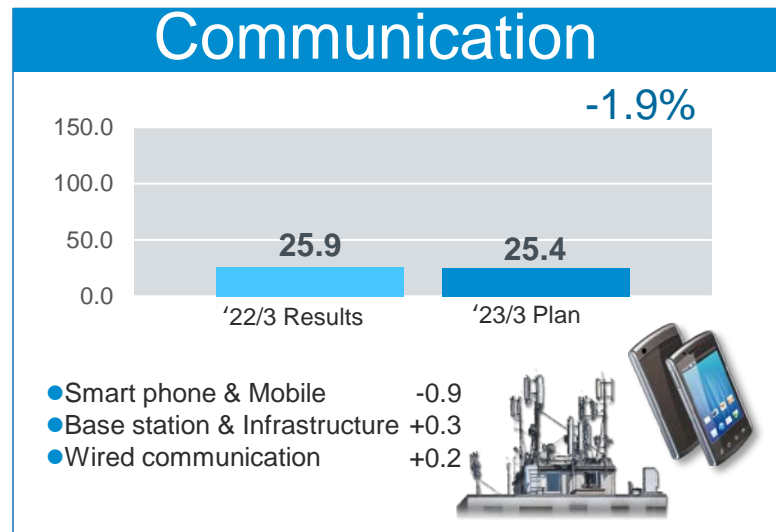
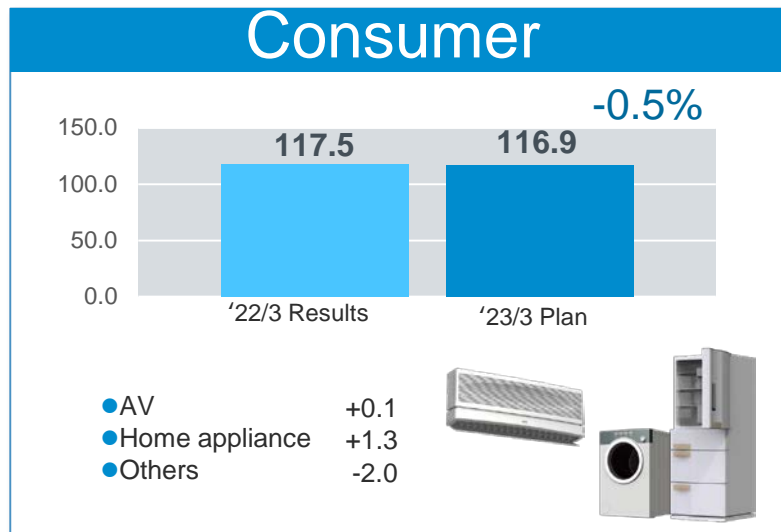
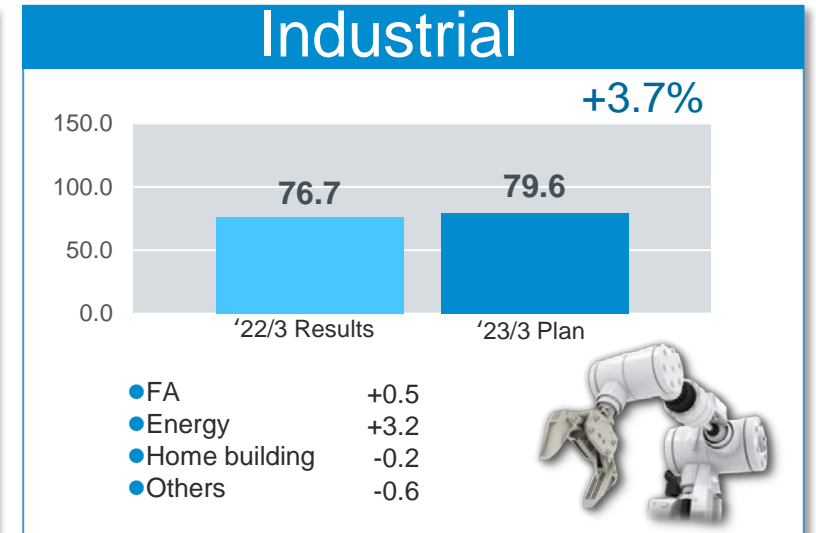
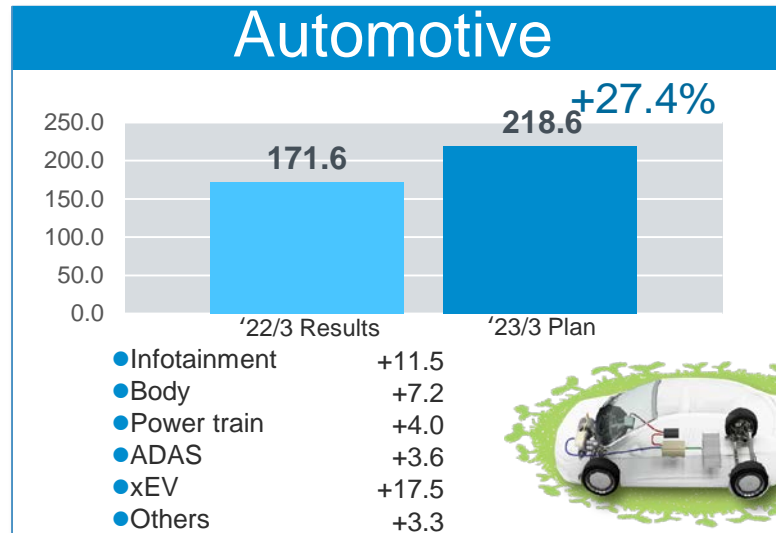
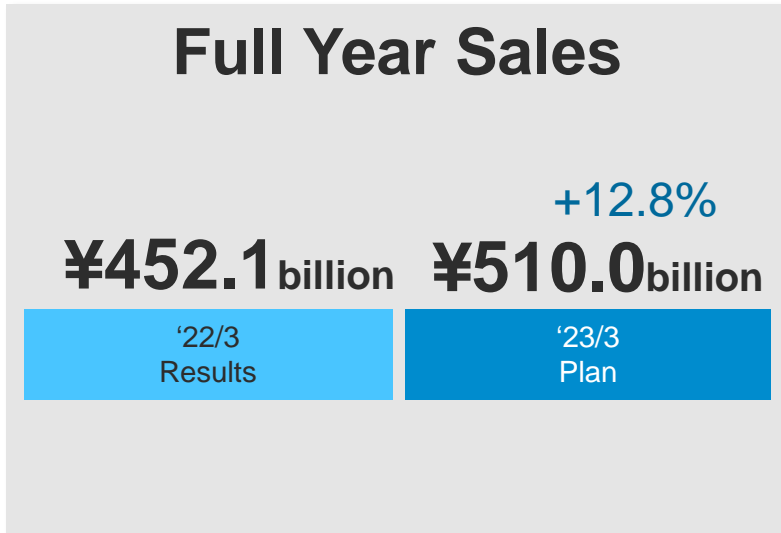
	'23/3 Plan	'22/3 Results	Difference in Amount	Difference in %
Net Sales	510.0	452.1	+57.9	+12.8%
Operating Income	76.0	71.4	+4.6	+6.3%
(Ratio)	(14.9%)	(15.8%)	-	-
Ordinary Income	74.0	82.5	-8.5	-10.4%
(Ratio)	(14.5%)	(18.3%)	-	-
Net Income	60.0	66.8	-6.8	-10.2%
(Ratio)	(11.8%)	(14.7%)	-	-
EBITDA	139.5	113.5	+26.0	+22.9%
(Ratio)	(27.4%)	(25.1%)	-	-

Average Rate (¥/US\$) (¥115.57) (¥112.86)

Current Rate (¥/US\$) (¥115.00) (¥122.39)

【Reference】 '23/3 Full Year Sales Trend by Market Segments ('22/3 vs '23/3 Plan)

(¥billion)

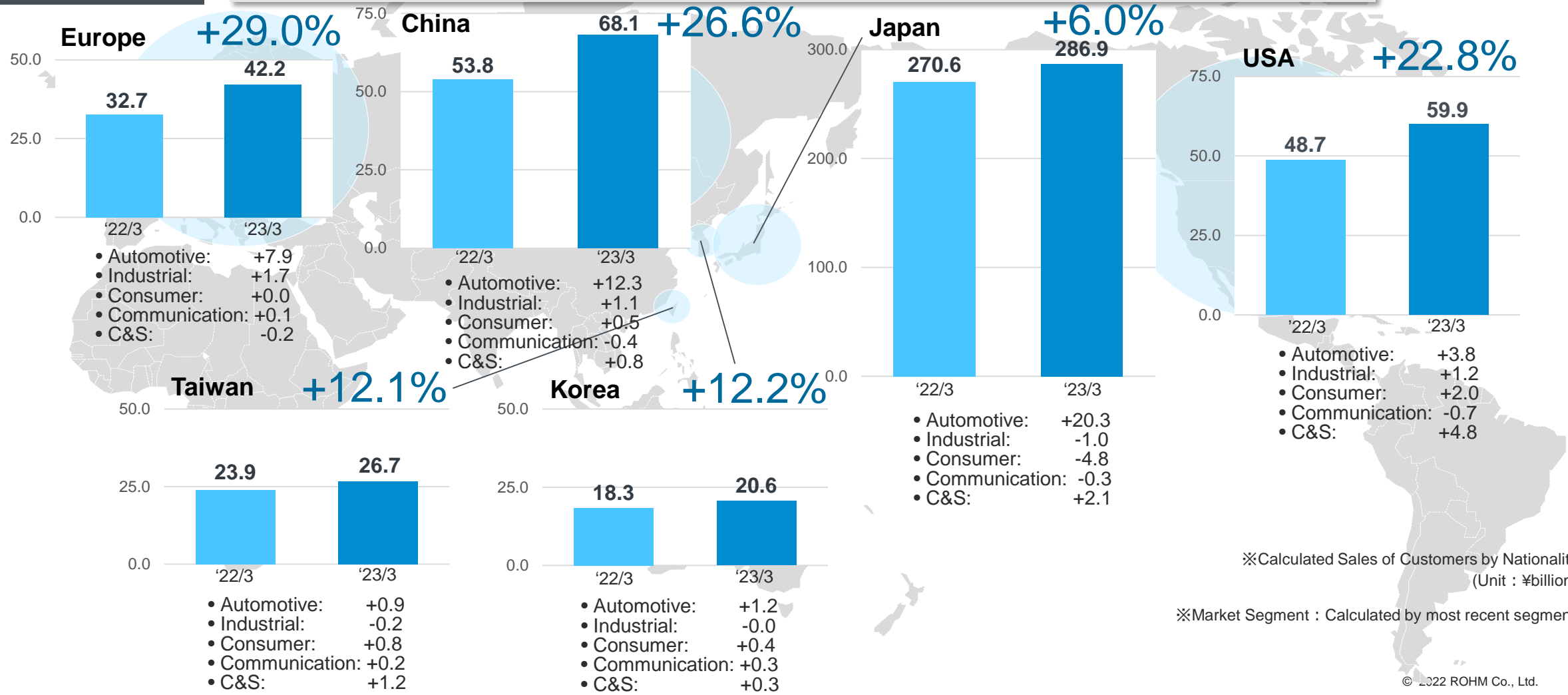


*Market Segment: Calculated by most recent segment

【Reference】 '23/3 Full Year Sales Trend by Customer Nationality ('22/3 vs '23/3 Plan)

Full Year Sales **¥452.1 billion** **¥510.0 billion**
 '22/3 Results '23/3 Plan **+12.8%**

Full Year YoY



※Calculated Sales of Customers by Nationality (Unit : ¥billion)

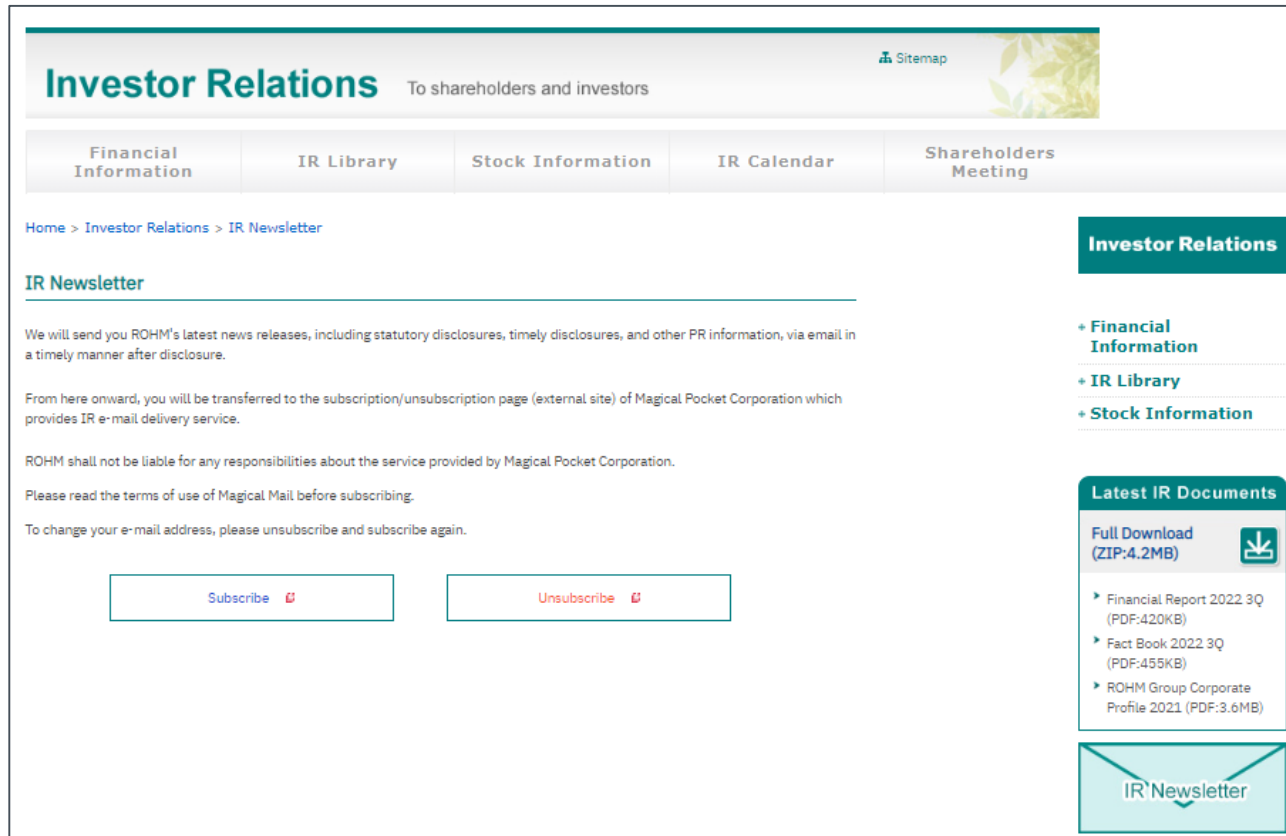
※Market Segment : Calculated by most recent segment

Question	Answer
What were the results of the capacity expansion in Q1?	We plan to increase capacity by 10% from the end of FY2021 to the end of FY2022, and we are generally making good progress.
How do you view customer and distribution inventories?	<p>Since direct sales are the main source of sales, there are no major effects on distribution inventories.</p> <p>We believe that customer inventories are not excessively high, given the tight supply from ROHM.</p>
What is the outlook for future demand?	Although there are signs of adjustment in some consumer products, ROHM expects medium- to long-term growth in the automotive and industrial areas, where the company is focusing its efforts, due to the acceleration of electrification.
What is the impact of the China lockdown?	<p>ROHM's production has not been affected.</p> <p>However, supply chain disruptions among customers had an indirect negative impact on ROHM's demand in Q1.</p>
What is the exchange rate sensitivity?	<p>A depreciation of the yen against the U.S. dollar has a positive effect on business performance.</p> <p>A one yen change in the value of the yen will result in a change of 2.5 billion yen in net sales and 700 million yen in operating income on an annual basis.</p>

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- Fact Book 2022 3Q (PDF:455KB)
- ROHM Group Corporate Profile 2021 (PDF:3.6MB)

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<Note>

1. This material is originally written in Japanese. In the event of any differences or discrepancies in the contents including contexts, figures, and others between Japanese and English version of the material, Japanese original version shall govern.
2. The forecasts for the fiscal year ending March 2023 are based upon the information which the company considers reasonable at this time. Actual results may differ considerably by the changes of environment and so forth.

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