



Electronics for the Future

Supplementary Materials for Financial Results

Financial Results for the FY2022 3Q

As of February 2, 2023
Rohm Company Limited
Investor Relations Div.

Financial Results for the 3Q of the FY2022 (YoY)

(¥billion)

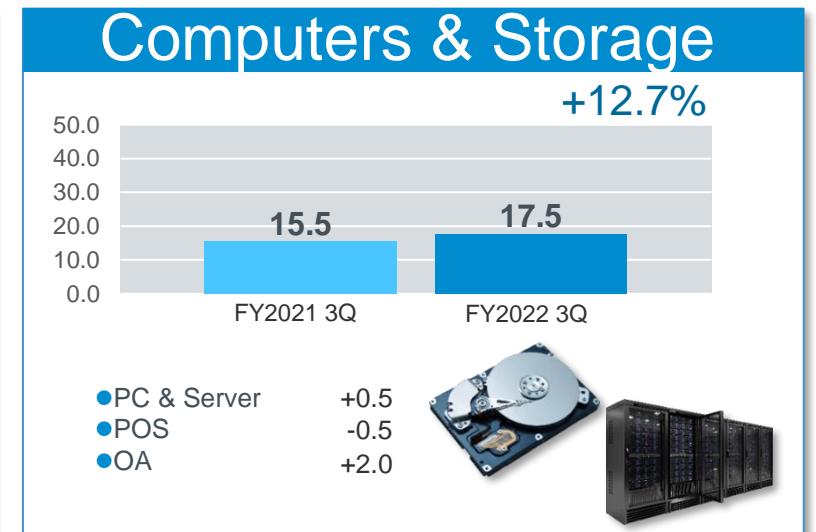
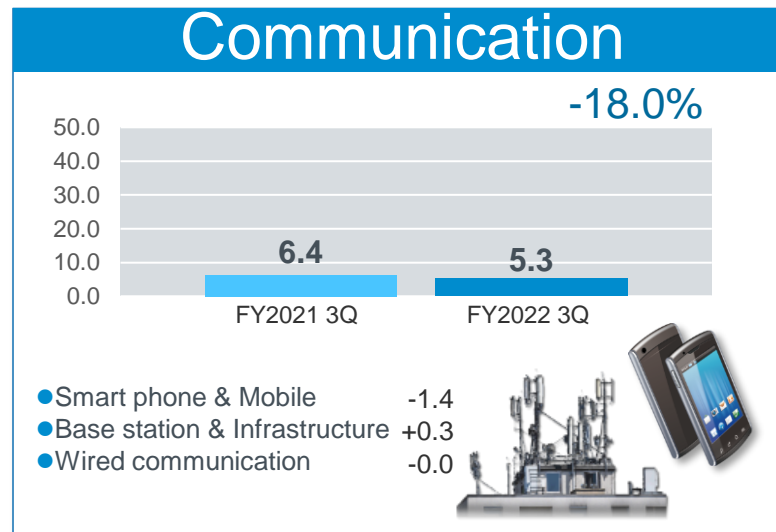
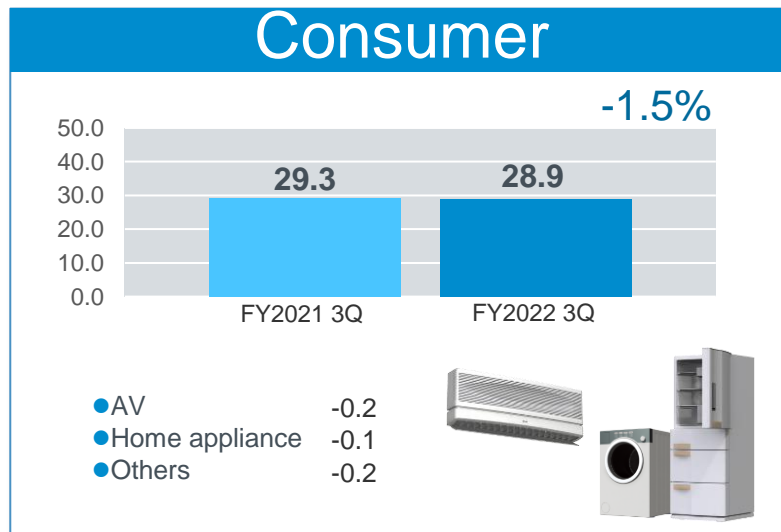
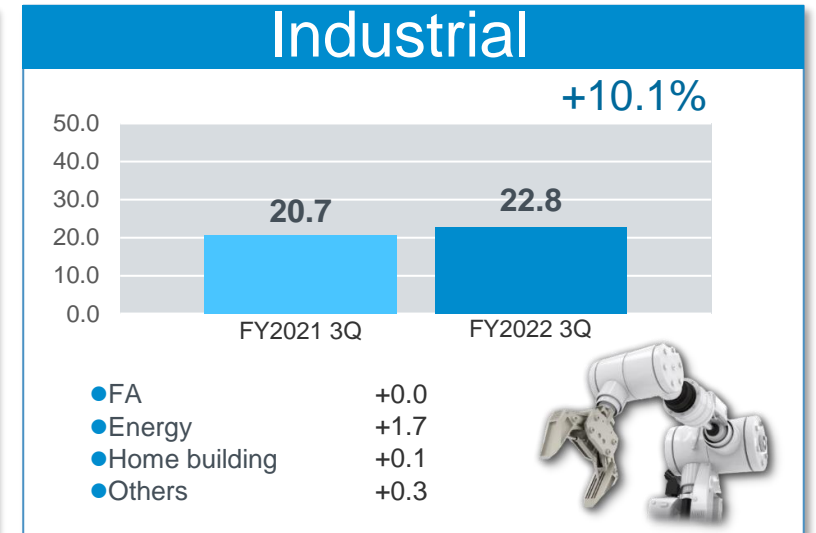
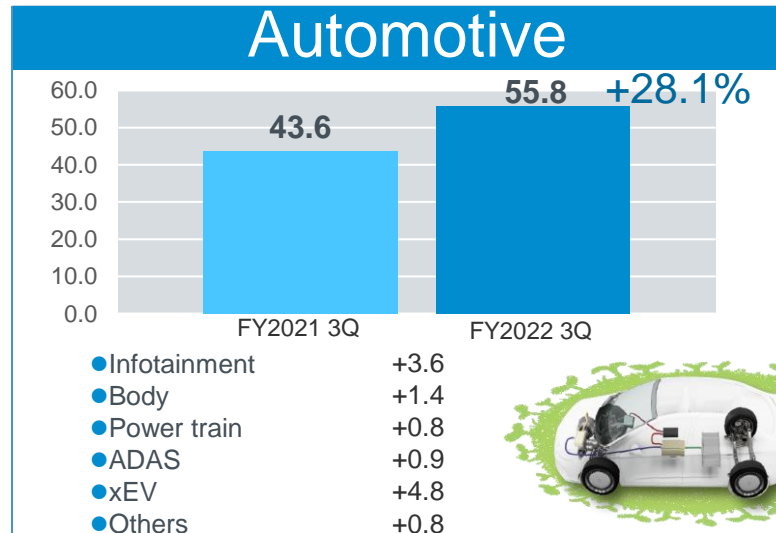
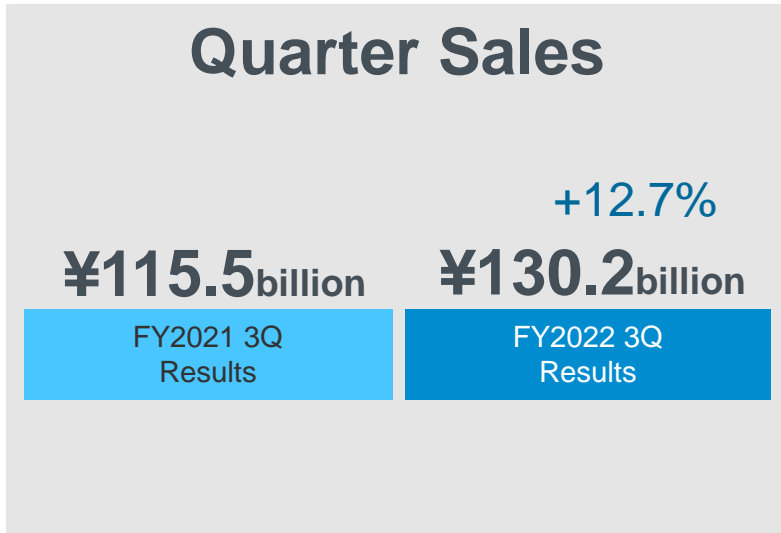
	FY2022 3Q Results	FY2021 3Q Results	Difference in Amount	Difference in %
Net Sales	130.2	115.5	+14.7	+12.7%
Operating Income	25.0	21.6	+3.4	+15.3%
(Ratio)	(19.2%)	(18.8%)	-	-
Ordinary Income	19.6	23.9	-4.3	-18.1%
(Ratio)	(15.1%)	(20.7%)	-	-
Net Income	15.8	17.6	-1.8	-10.2%
(Ratio)	(12.1%)	(15.2%)	-	-
EBITDA	40.0	32.1	+7.9	+24.4%
(Ratio)	(30.7%)	(27.9%)	-	-

Average Rate (¥/US\$) (¥141.16) (¥113.60)

Current Rate (¥/US\$) (¥132.70) (¥115.02)

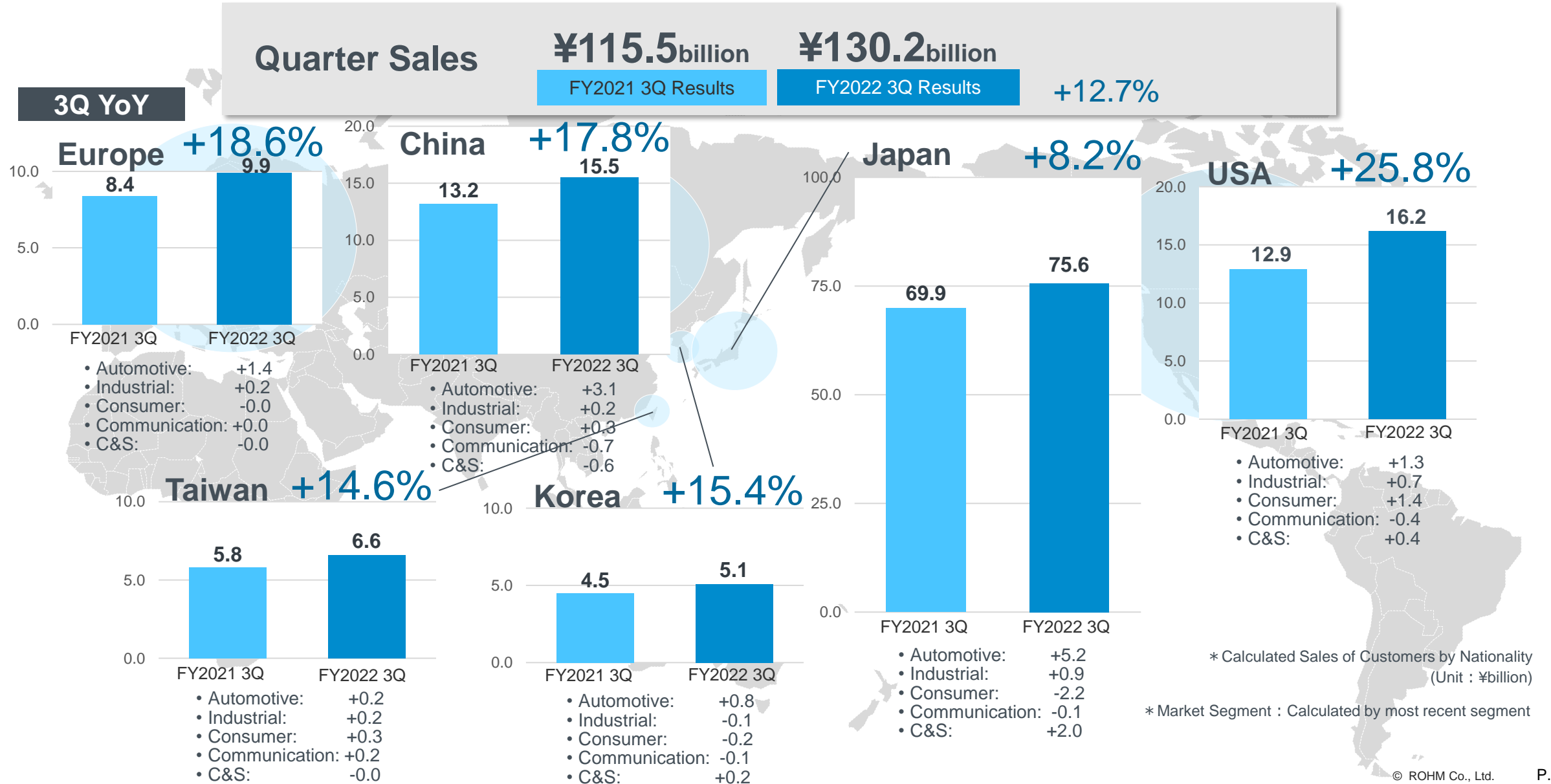
FY2022 3Q Sales Trend by Market Segments (YoY)

(¥billion)

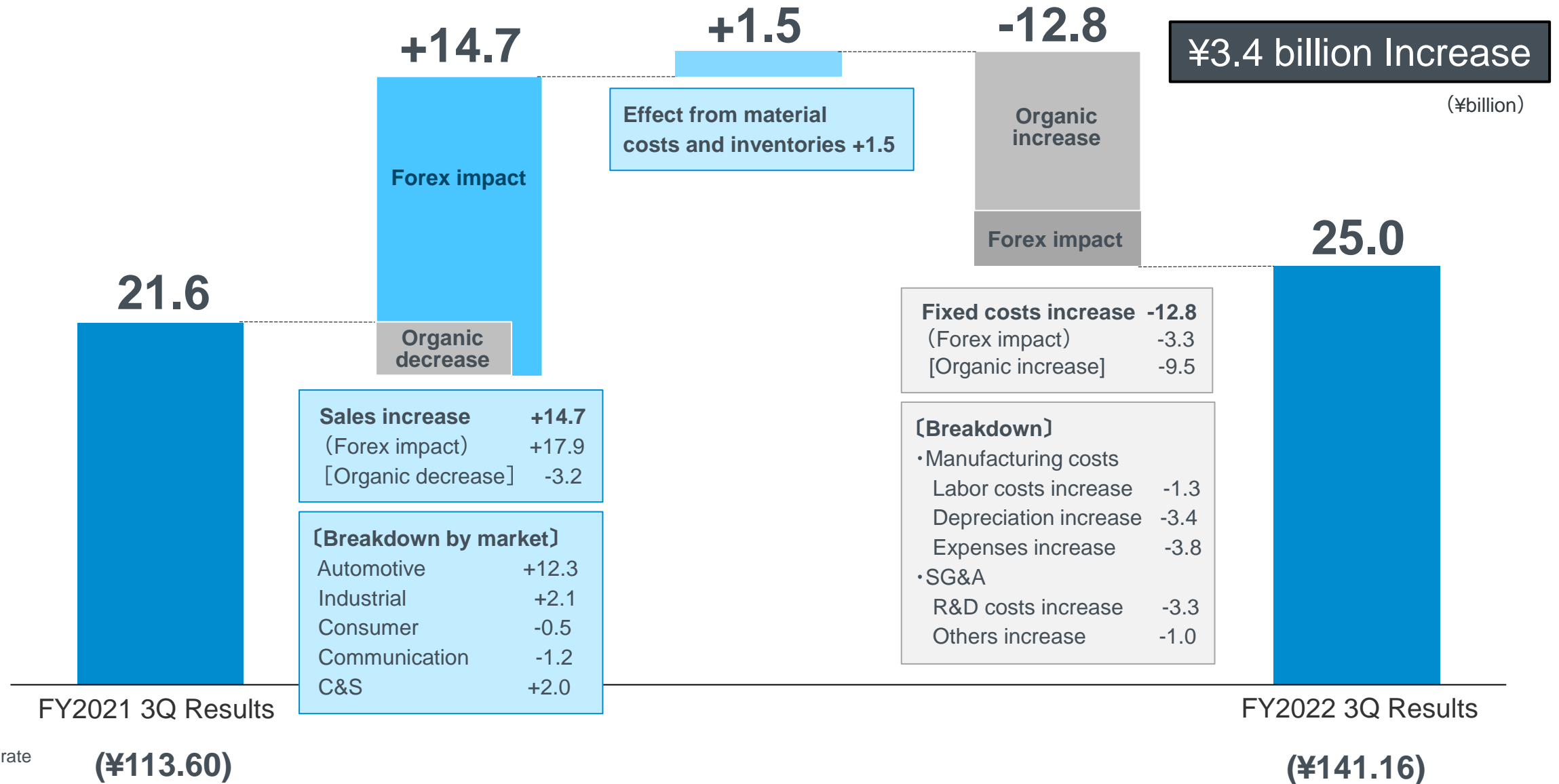


* Market Segment : Calculated by most recent segment

FY2022 3Q Sales Trend by Customer Nationality (YoY)



FY2022 3Q Changes in Operating Income (YoY)



Financial Results for the 3Q of the FY2022 by Segment (YoY)

(¥billion)

		FY2022 3Q Results	FY2021 3Q Results	Difference in Amount	Difference in %
ICs	Net Sales	61.5	53.2	+8.3	+15.7%
	Operating Income	14.3	10.5	+3.8	+36.3%
	(Ratio)	(23.3%)	(19.8%)	-	-
Discretes	Net Sales	53.8	47.0	+6.8	+14.5%
	Operating Income	9.2	9.2	+0.0	+0.2%
	(Ratio)	(17.2%)	(19.6%)	-	-
Modules	Net Sales	8.3	8.4	-0.1	-1.4%
	Operating Income	1.1	1.4	-0.3	-18.9%
	(Ratio)	(14.0%)	(17.0%)	-	-
Others	Net Sales	6.4	6.8	-0.4	-5.1%
	Operating Income	1.0	1.2	-0.2	-10.8%
	(Ratio)	(16.6%)	(17.7%)	-	-

Financial Results for the 3Q of the FY2022 (QoQ)

(¥billion)

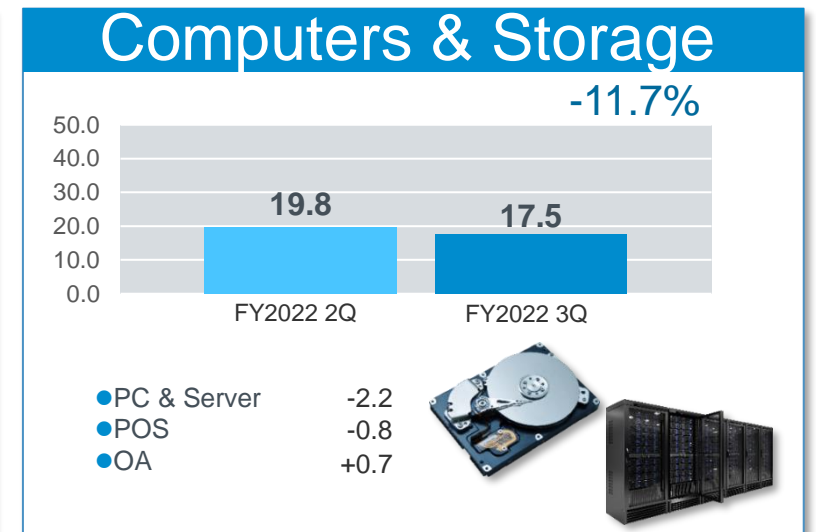
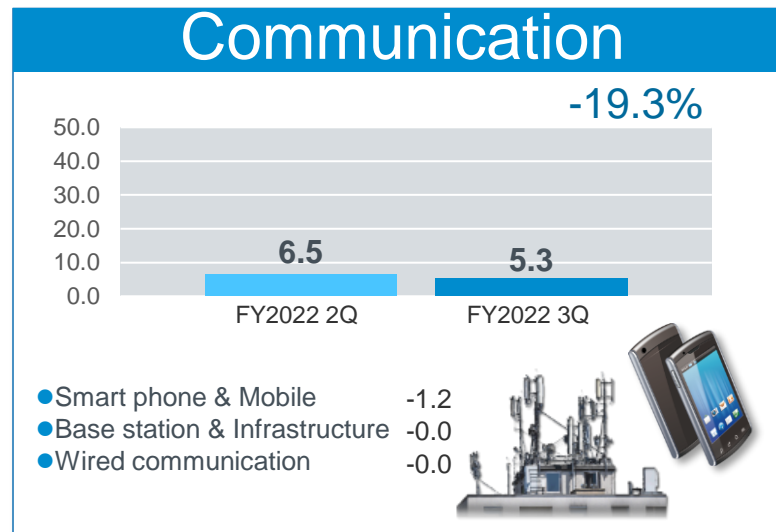
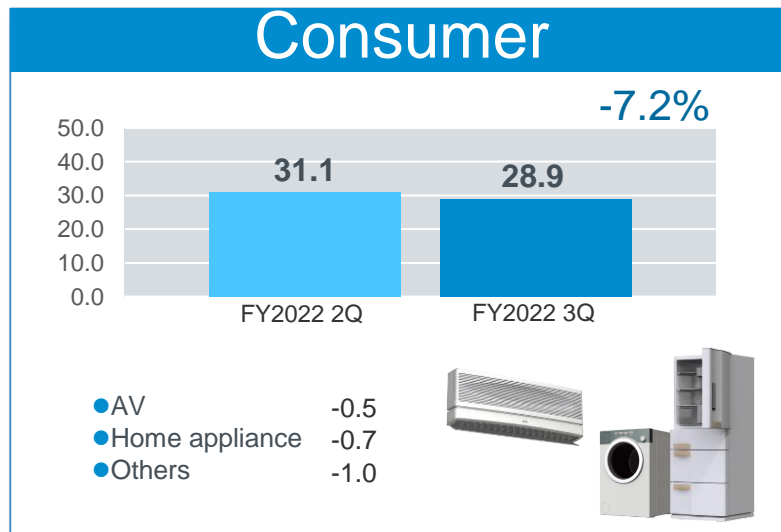
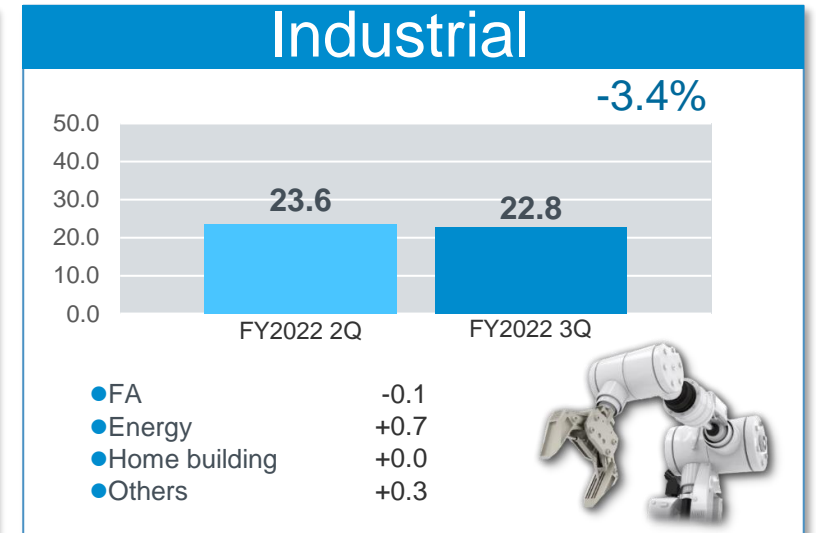
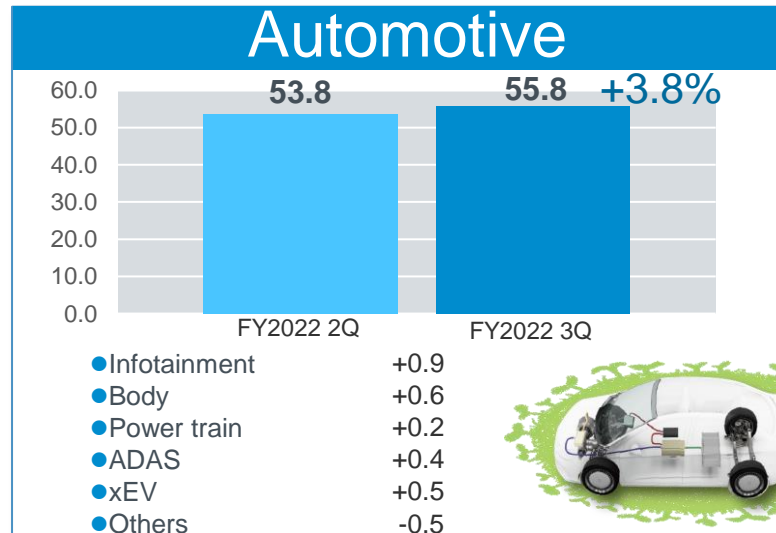
	FY2022 3Q Results	FY2022 2Q Results	Difference in Amount	Difference in %
Net Sales	130.2	134.7	-4.5	-3.4%
Operating Income	25.0	27.8	-2.8	-10.3%
(Ratio)	(19.2%)	(20.7%)	-	-
Ordinary Income	19.6	35.6	-16.0	-45.0%
(Ratio)	(15.1%)	(26.4%)	-	-
Net Income	15.8	26.0	-10.2	-39.2%
(Ratio)	(12.1%)	(19.3%)	-	-
EBITDA	40.0	41.1	-1.1	-2.6%
(Ratio)	(30.7%)	(30.5%)	-	-

Average Rate (¥/US\$) (¥141.16) (¥138.68)

Current Rate (¥/US\$) (¥132.70) (¥144.81)

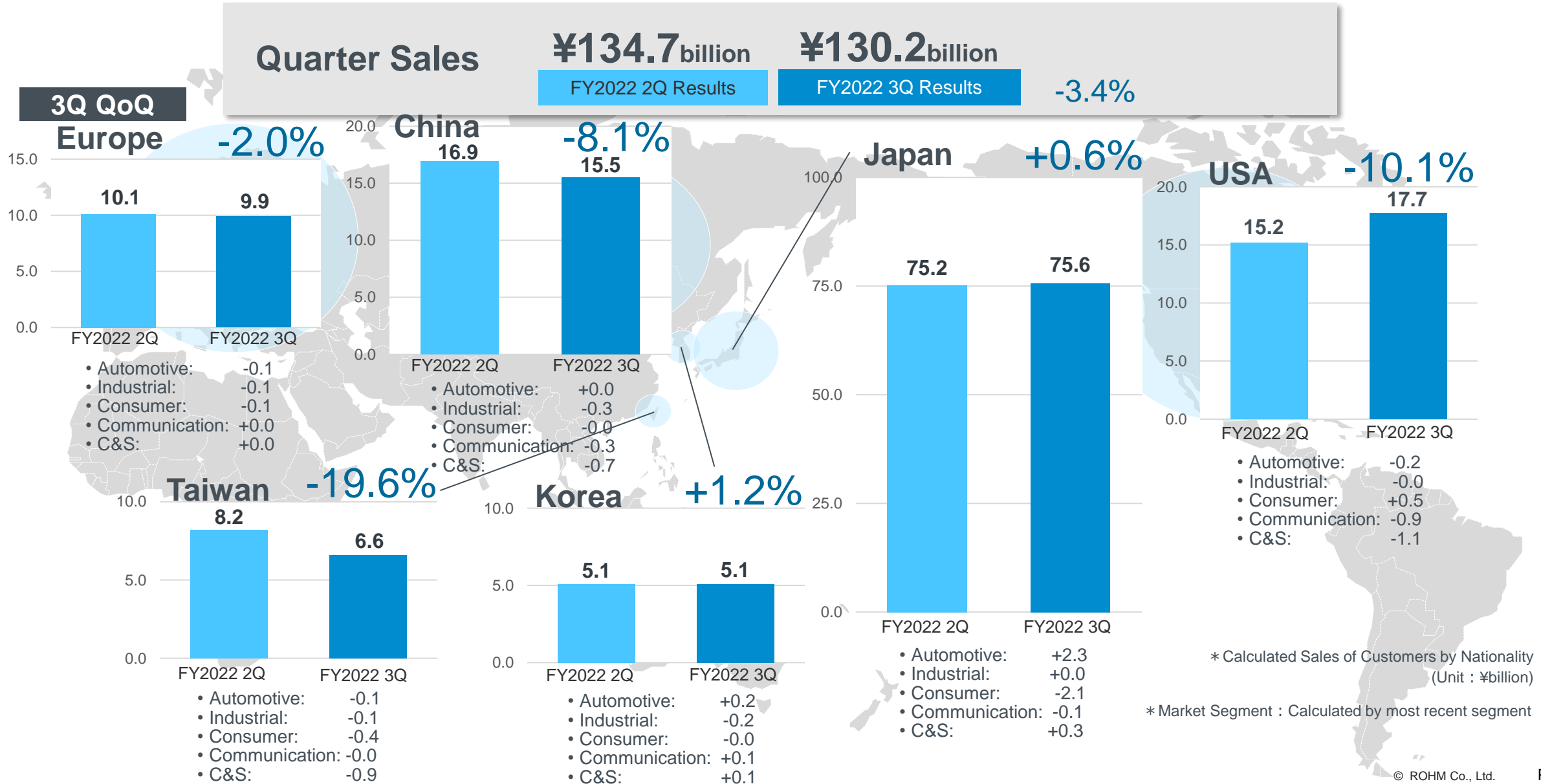
FY2022 3Q Sales Trend by Market Segments (QoQ)

(¥billion)

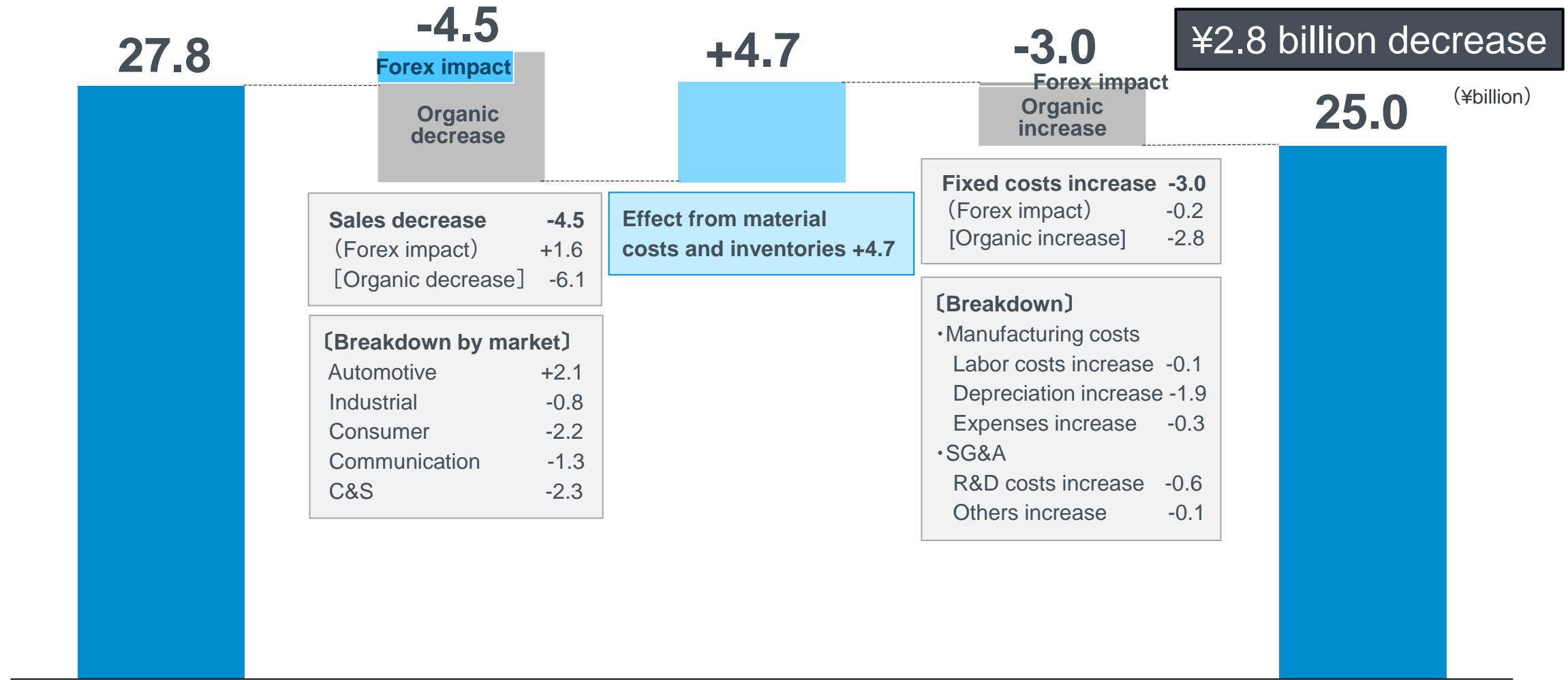


* Market Segment : Calculated by most recent segment

FY2022 3Q Sales Trend by Customer Nationality (QoQ)



FY2022 3Q Changes in Operating Income (QoQ)



FY2022 2Q Results

FY2022 3Q Results

Average rate
(¥/US\$)

(¥138.68)

(¥141.16)

Financial Results for the 3Q of the FY2022 by Segment (QoQ)

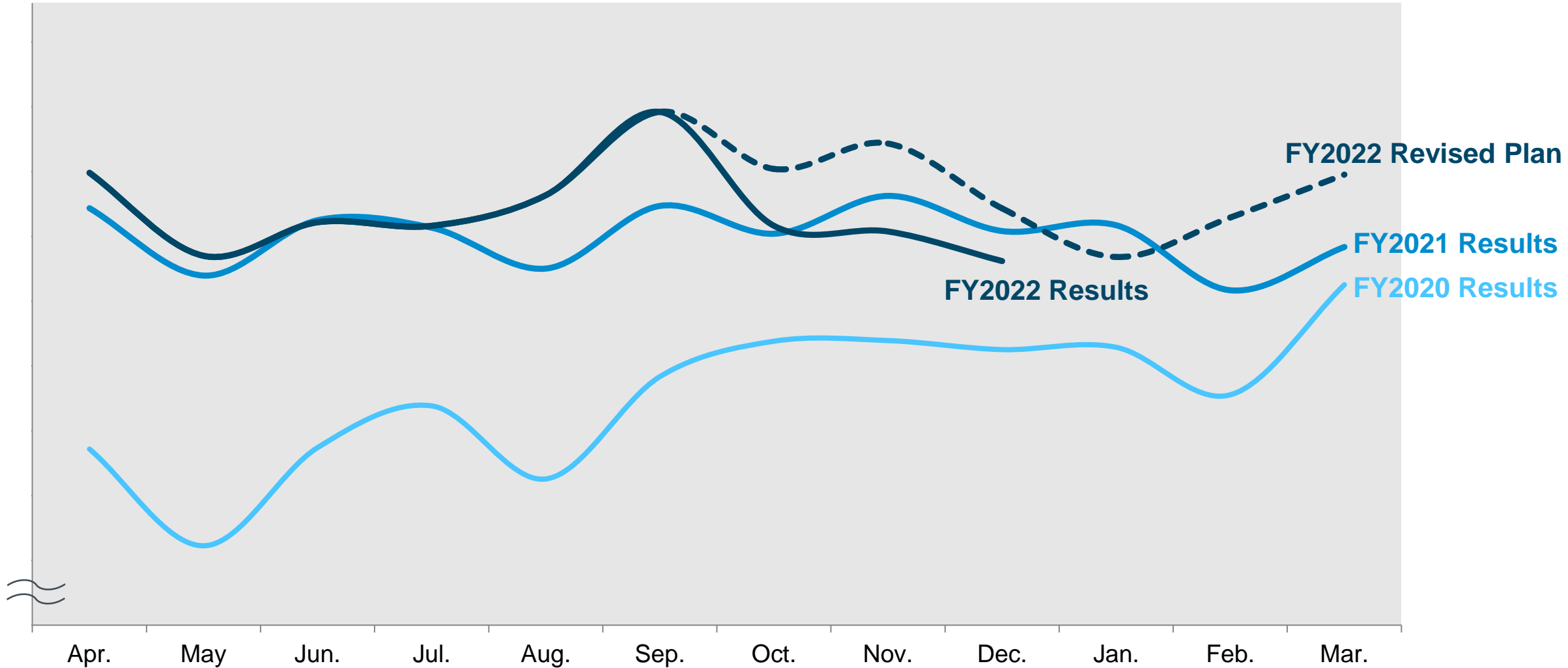
(¥billion)

		FY2022 3Q Results	FY2022 2Q Results	Difference in Amount	Difference in %
ICs	Net Sales	61.5	62.2	-0.7	-1.2%
	Operating Income	14.3	15.1	-0.8	-5.6%
	(Ratio)	(23.3%)	(24.4%)	-	-
Discretes	Net Sales	53.8	55.8	-2.0	-3.6%
	Operating Income	9.2	10.0	-0.8	-7.6%
	(Ratio)	(17.2%)	(17.9%)	-	-
Modules	Net Sales	8.3	9.2	-0.9	-10.0%
	Operating Income	1.1	1.4	-0.3	-18.5%
	(Ratio)	(14.0%)	(15.5%)	-	-
Others	Net Sales	6.4	7.4	-1.0	-12.5%
	Operating Income	1.0	1.7	-0.7	-36.9%
	(Ratio)	(16.6%)	(23.1%)	-	-

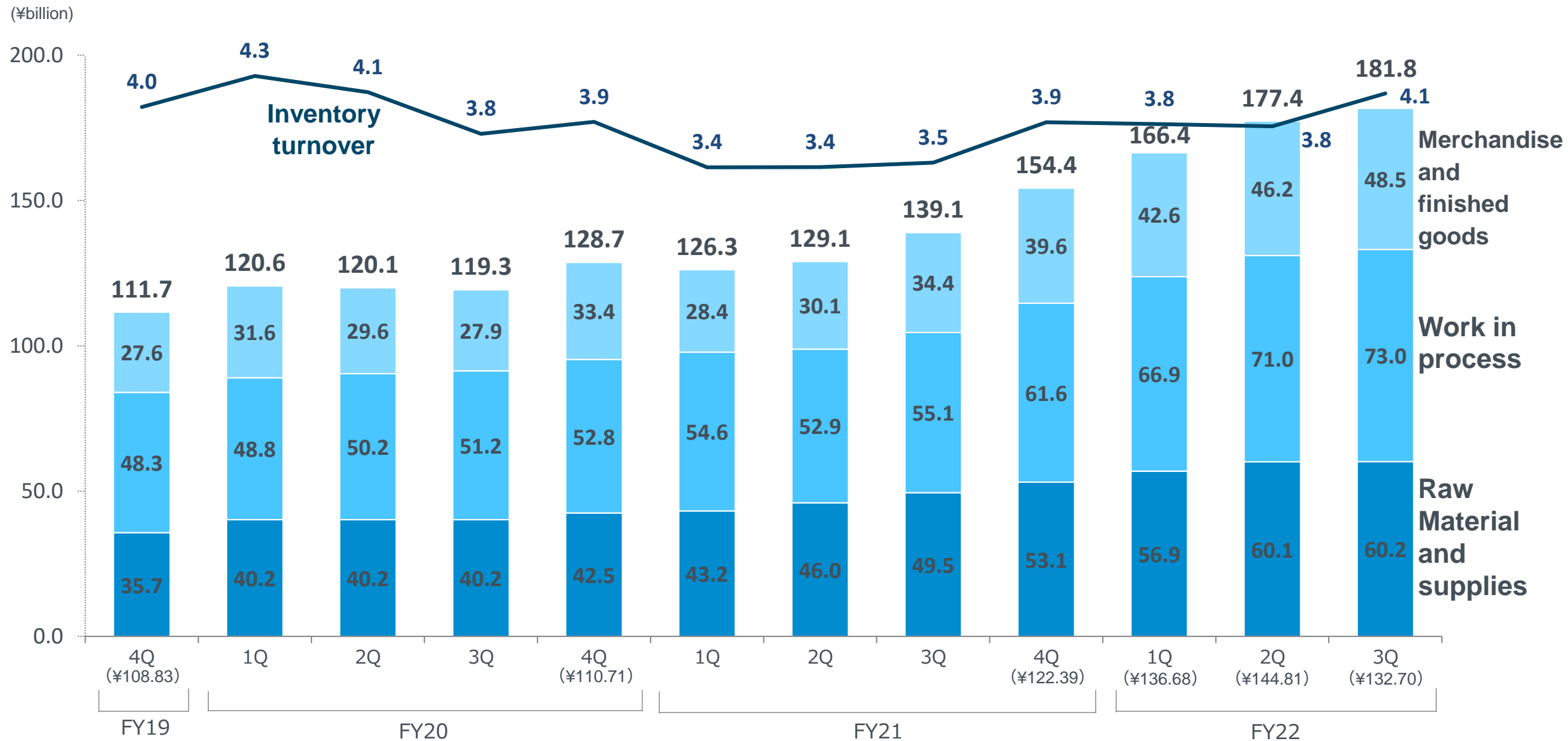
Sales Trends



*Exchange Rate: 1USD = ¥105



Inventories (Amount)



Qualitative Information Regarding Consolidated Financial Results Forecast

【Reference】 Plan announced on November 1, 2022

(¥billion)

	FY2022 Revised Plan	FY2021 Results	Difference in Amount	Difference in %
Net Sales	520.0	452.1	+67.9	+15.0%
Operating Income	90.0	71.4	+18.6	+25.9%
(Ratio)	(17.3%)	(15.8%)	-	-
Ordinary Income	105.0	82.5	+22.5	+27.2%
(Ratio)	(20.2%)	(18.3%)	-	-
Net Income	80.0	66.8	+13.2	+19.7%
(Ratio)	(15.4%)	(14.7%)	-	-
EBITDA	148.5	113.5	+35.0	+30.8%
(Ratio)	(28.6%)	(25.1%)	-	-

Average Rate (¥/US\$) (¥134.17) (¥112.86)

Current Rate (¥/US\$) (¥135.00) (¥122.39)

Question	Answer
What were the results of the capacity expansion in Q3?	We plan to increase capacity by 10% from the end of FY2021 to the end of FY2022, and we are generally making good progress.
What is the status of utilization? What are the future inventory levels?	Although some production is being adjusted, we are maintaining a high capacity utilization rate overall. We will continue to build up BCP inventory, as some products are not fully stocked due to the tight inventory situation.
Which of your products are continuing to be in short supply, and which are becoming excessive?	Among semiconductors, there is still a shortage of power and analog semiconductors, which are ROHM's core products. Although there is an adjustment trend for some general-purpose products such as small-signal devices, the overall shortage situation continues, and we will aggressively increase our capacity to fulfill our responsibility to supply our customers.
How effective were the price increases?	We cannot give you a specific amount, but we believe that the effect has been as expected.
What was the order backlog at the end of Q3?	Although there has been a recent drop in demand in the consumer, communications, and PC markets, overall demand has not changed significantly from the end of the Q2 due to an increase in demand in the automotive market.
What are the current demand trends? What is the demand by market for the next fiscal year?	While there is an adjustment trend in the consumer, communication, and PC markets, we expect steady growth in the automotive market. In the next fiscal year and beyond, we expect further growth in the automotive market due to a recovery in automobile production and an increase in content.
What is the level of capital investment for the next fiscal year?	We are considering investments in the range of 100-120 billion yen, mainly for power and analog products. We aim to increase overall production capacity by 10% annually in the next fiscal year.
What is the exchange rate sensitivity?	A depreciation of the yen against the U.S. dollar has a positive effect on business performance. A one yen change in the value of the yen will result in a change of 2.6 billion yen in net sales and 800 million yen in operating income on an annual basis.

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