



Electronics for the Future

# Supplementary Materials for Financial Results

## Financial Results for the FY2023 1Q

As of August 1, 2023  
Rohm Company Limited  
Investor Relations Div.

# Financial Results for the 1Q of the FY2023 (YoY)

(¥billion)

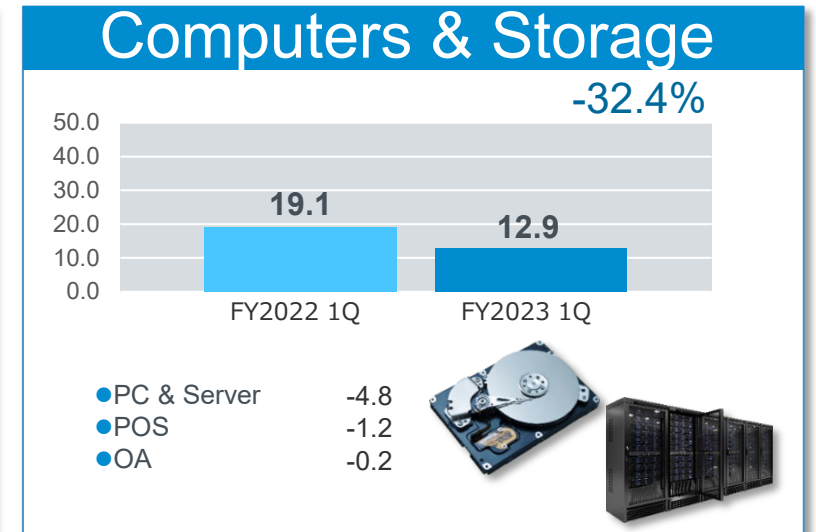
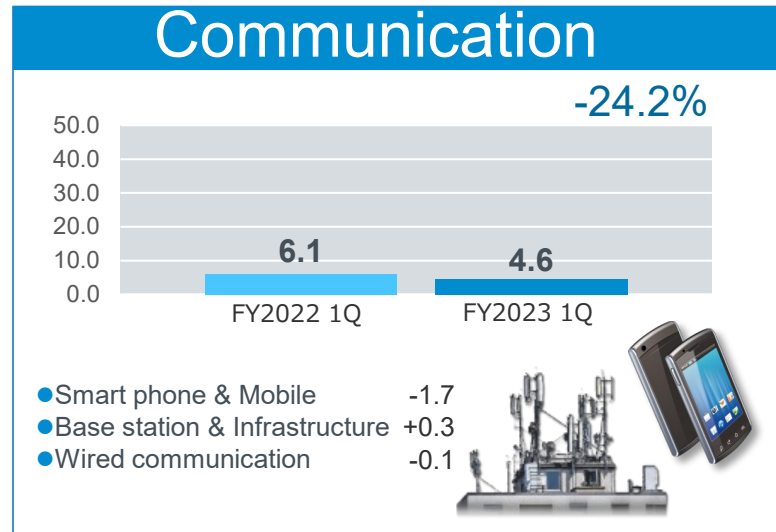
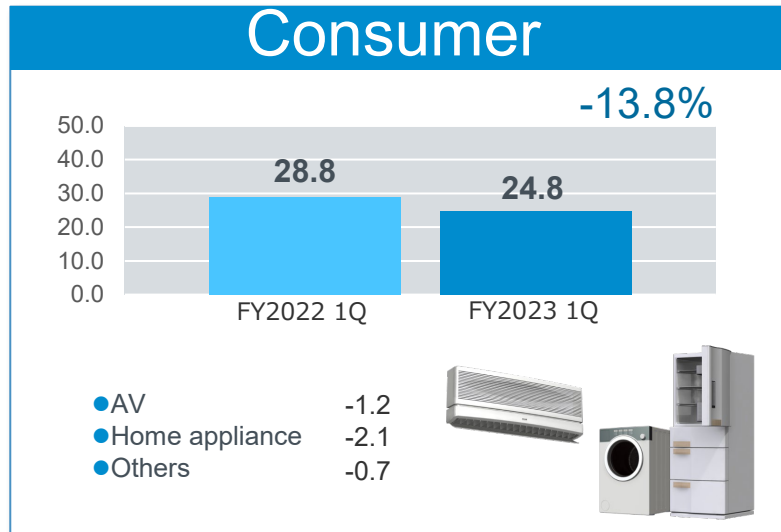
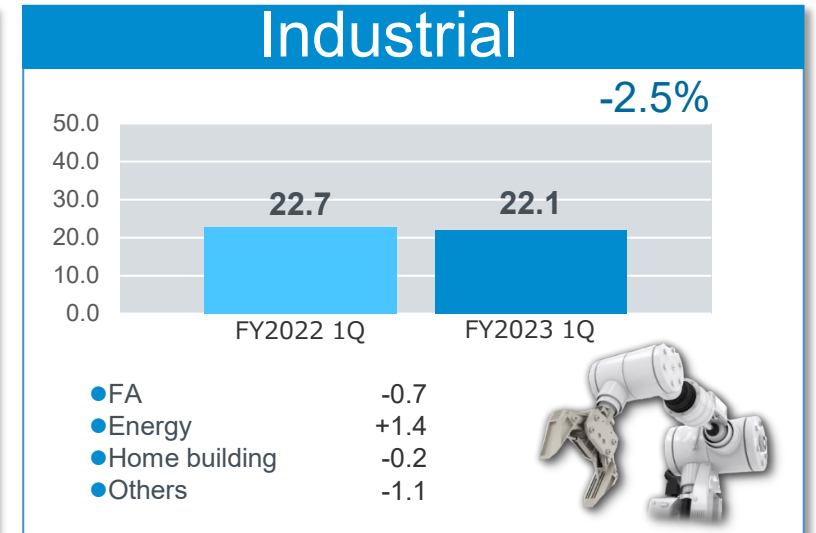
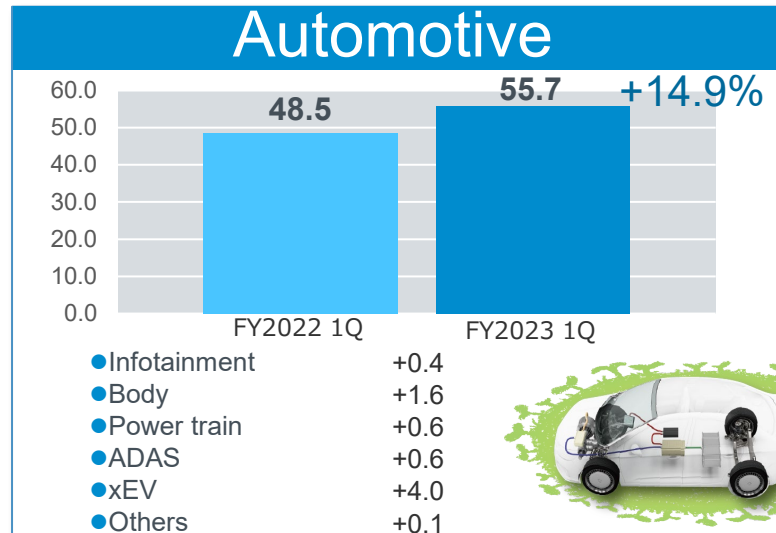
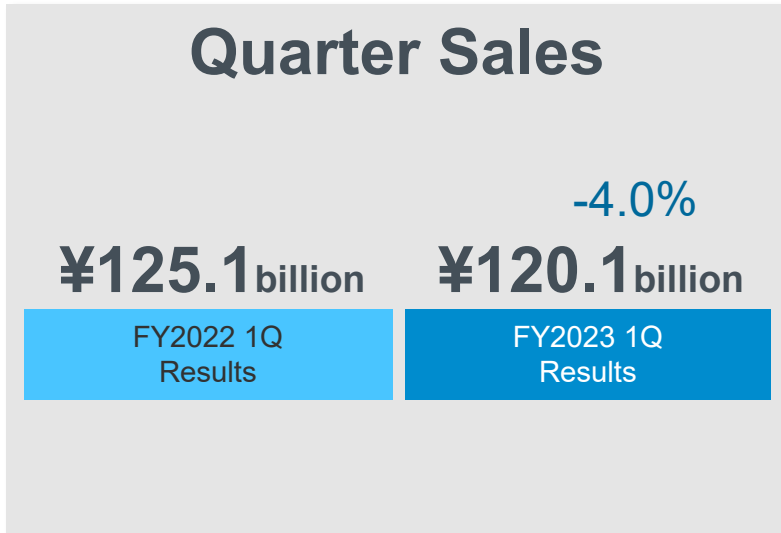
	FY2023 1Q Results	FY2022 1Q Results	Difference in Amount	Difference in %
Net Sales	<b>120.1</b>	<b>125.1</b>	<b>-5.0</b>	<b>-4.0%</b>
Operating Income	<b>17.6</b>	<b>22.5</b>	<b>-4.9</b>	<b>-21.5%</b>
(Ratio)	<b>( 14.7%)</b>	<b>( 18.0%)</b>	-	-
Ordinary Income	<b>28.0</b>	<b>35.2</b>	<b>-7.2</b>	<b>-20.5%</b>
(Ratio)	<b>( 23.3%)</b>	<b>( 28.2%)</b>	-	-
Net Income	<b>20.1</b>	<b>26.1</b>	<b>-6.0</b>	<b>-22.9%</b>
(Ratio)	<b>( 16.8%)</b>	<b>( 20.9%)</b>	-	-
EBITDA	<b>32.6</b>	<b>34.1</b>	<b>-1.5</b>	<b>-4.4%</b>
(Ratio)	<b>( 27.2%)</b>	<b>( 27.3%)</b>	-	-

Average Rate (¥/US\$)      (¥138.11)      (¥129.04)

Current Rate (¥/US\$)      (¥144.99)      (¥136.68)

# FY2023 1Q Sales Trend by Market Segments (YoY)

(¥billion)



\* Market Segment : Calculated by most recent segment

# FY2023 1Q Sales Trend by Customer Nationality (YoY)

## Quarter Sales

¥125.1 billion

¥120.1 billion

FY2022 1Q Results

FY2023 1Q Results

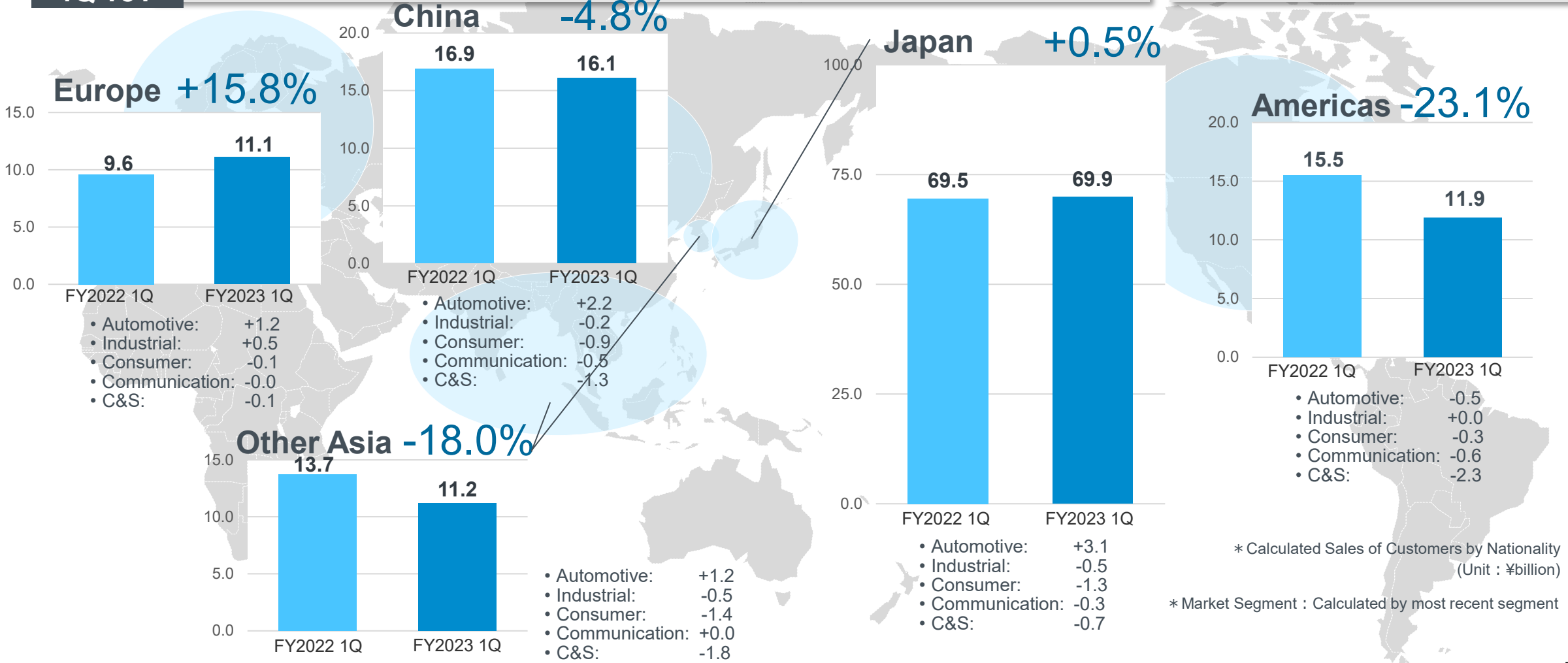
-4.0%

## Sales ratio outside of Japan

44.5%  
FY2022 1Q

41.9%  
FY2023 1Q

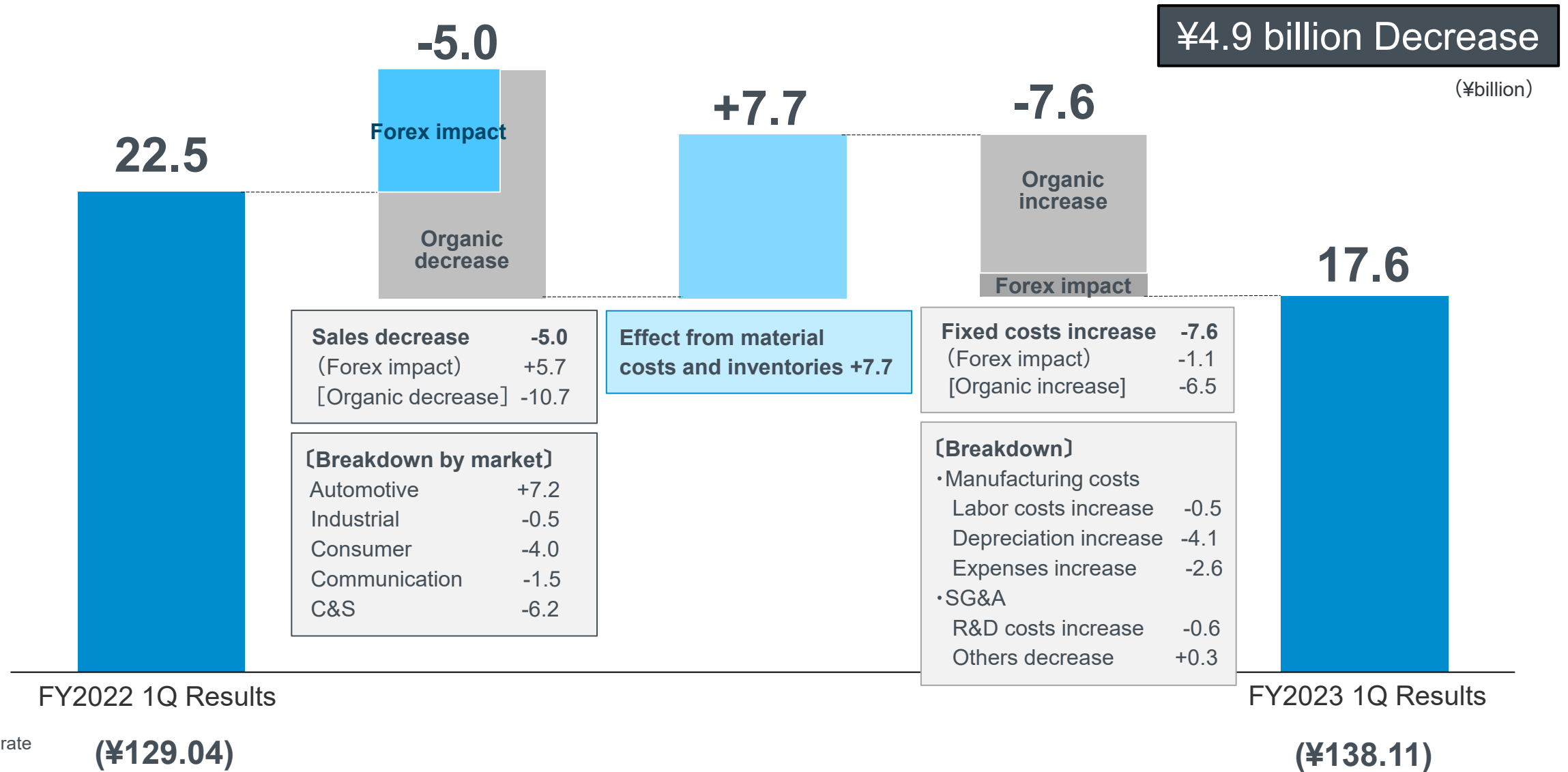
### 1Q YoY



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

\* Market Segment : Calculated by most recent segment

# FY2023 1Q Changes in Operating Income (YoY)



# Financial Results for the 1Q of the FY2023 by Segment (YoY)

(¥billion)

		FY2023 1Q Results	FY2022 1Q Results	Difference in Amount	Difference in %
<b>ICs</b>	Net Sales	<b>54.1</b>	<b>54.7</b>	<b>-0.6</b>	<b>-1.1%</b>
	Operating Income	<b>7.7</b>	<b>10.6</b>	<b>-2.9</b>	<b>-26.8%</b>
	(Ratio)	<b>( 14.4%)</b>	<b>( 19.4%)</b>	<b>-</b>	<b>-</b>
<b>Discretes</b>	Net Sales	<b>51.5</b>	<b>53.6</b>	<b>-2.1</b>	<b>-3.9%</b>
	Operating Income	<b>7.7</b>	<b>8.9</b>	<b>-1.2</b>	<b>-12.9%</b>
	(Ratio)	<b>( 15.1%)</b>	<b>( 16.7%)</b>	<b>-</b>	<b>-</b>
<b>Modules</b>	Net Sales	<b>8.0</b>	<b>8.9</b>	<b>-0.9</b>	<b>-10.0%</b>
	Operating Income	<b>0.4</b>	<b>1.4</b>	<b>-1.0</b>	<b>-67.5%</b>
	(Ratio)	<b>( 5.7%)</b>	<b>( 15.8%)</b>	<b>-</b>	<b>-</b>
<b>Others</b>	Net Sales	<b>6.3</b>	<b>7.7</b>	<b>-1.4</b>	<b>-17.8%</b>
	Operating Income	<b>0.5</b>	<b>1.3</b>	<b>-0.8</b>	<b>-59.3%</b>
	(Ratio)	<b>( 8.8%)</b>	<b>( 17.7%)</b>	<b>-</b>	<b>-</b>

# Financial Results for the 1Q of the FY2023 (QoQ)

(¥billion)

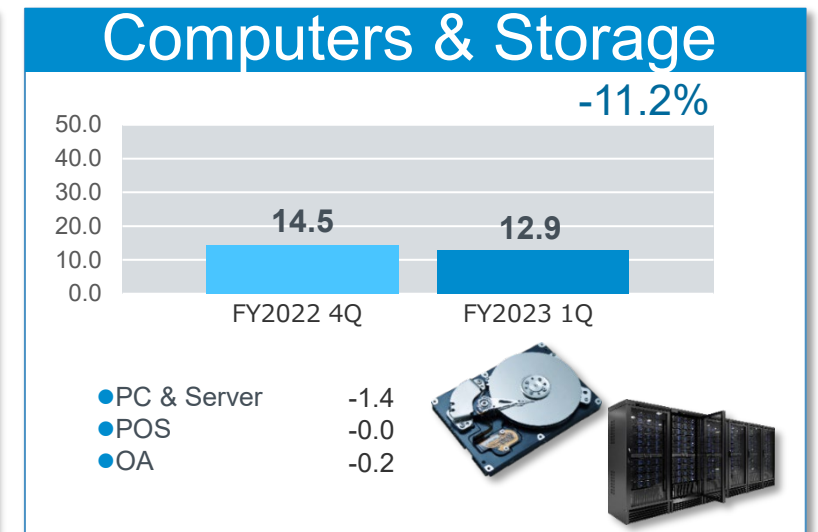
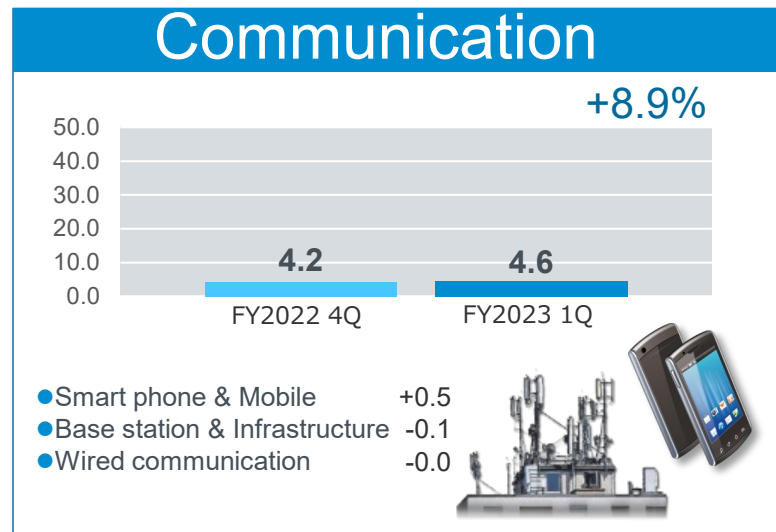
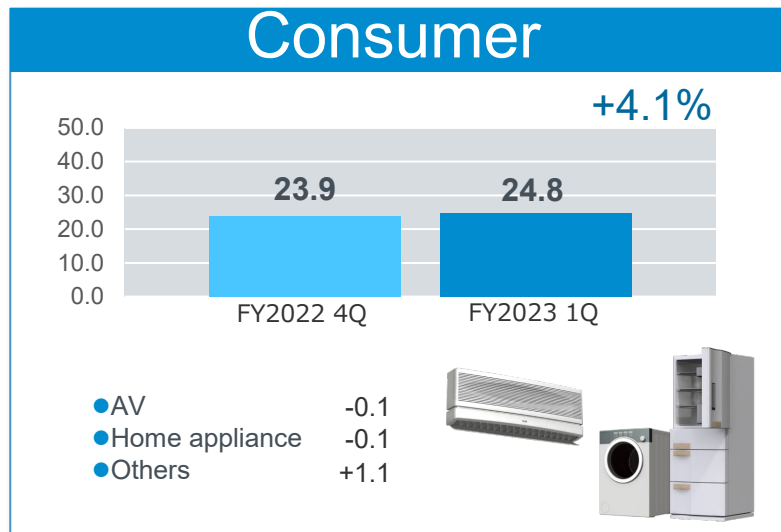
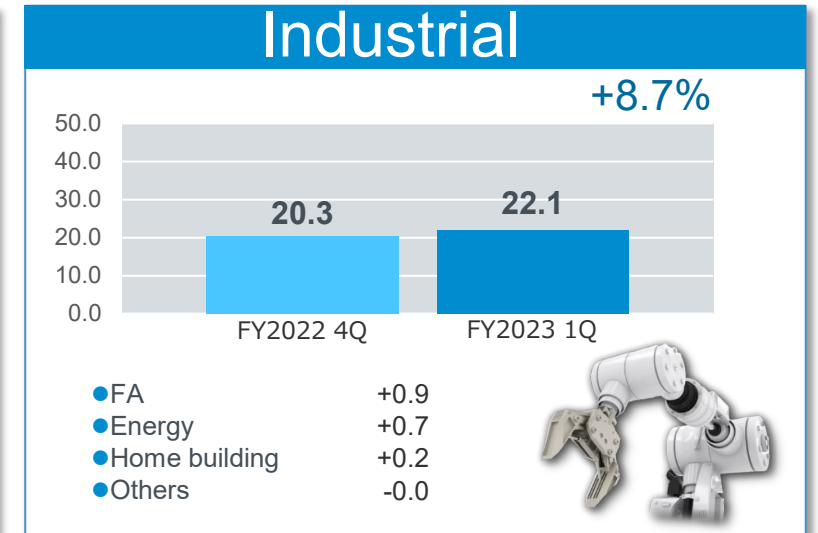
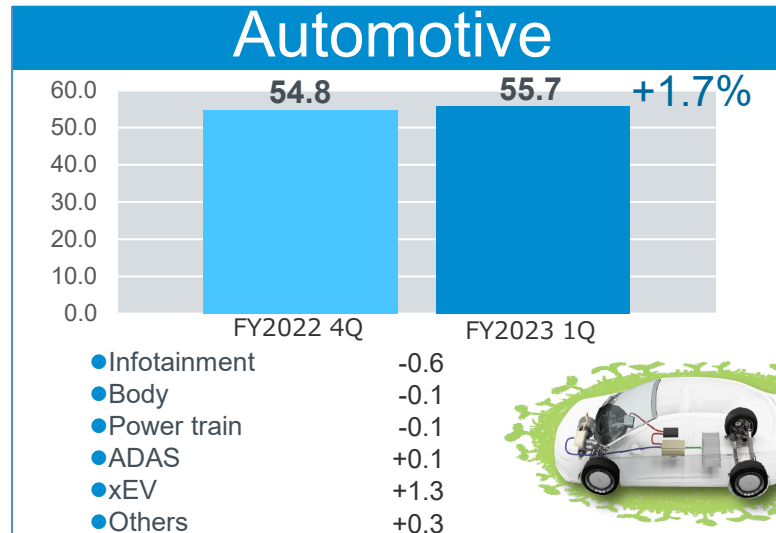
	FY2023 1Q Results	FY2022 4Q Results	Difference in Amount	Difference in %
Net Sales	<b>120.1</b>	117.7	<b>+2.4</b>	<b>+2.1%</b>
Operating Income	<b>17.6</b>	16.9	<b>+0.7</b>	<b>+4.7%</b>
(Ratio)	<b>( 14.7%)</b>	( 14.4%)	-	-
Ordinary Income	<b>28.0</b>	19.0	<b>+9.0</b>	<b>+47.5%</b>
(Ratio)	<b>( 23.3%)</b>	( 16.1%)	-	-
Net Income	<b>20.1</b>	12.4	<b>+7.7</b>	<b>+62.0%</b>
(Ratio)	<b>( 16.8%)</b>	( 10.6%)	-	-
EBITDA	<b>32.6</b>	33.1	<b>-0.5</b>	<b>-1.5%</b>
(Ratio)	<b>( 27.2%)</b>	( 28.2%)	-	-

Average Rate (¥/US\$)      (¥138.11)      (¥133.26)

Current Rate (¥/US\$)      (¥144.99)      (¥133.53)

# FY2023 1Q Sales Trend by Market Segments (QoQ)

(¥billion)



\* Market Segment : Calculated by most recent segment



# FY2023 1Q Sales Trend by Customer Nationality (QoQ)

## Quarter Sales

¥117.7 billion

¥120.1 billion

FY2022 4Q Results

FY2023 1Q Results

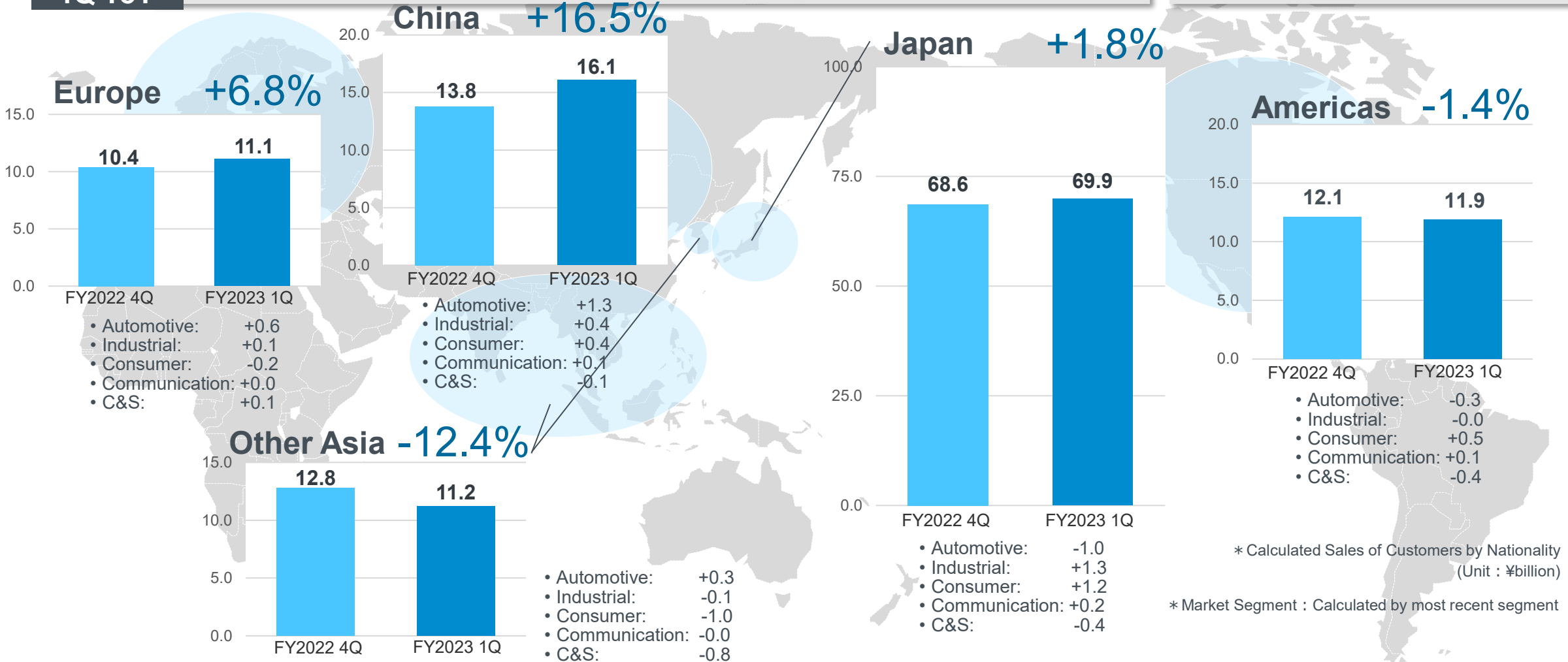
+2.1%

## Sales ratio outside of Japan

41.7%  
FY2022 4Q

41.9%  
FY2023 1Q

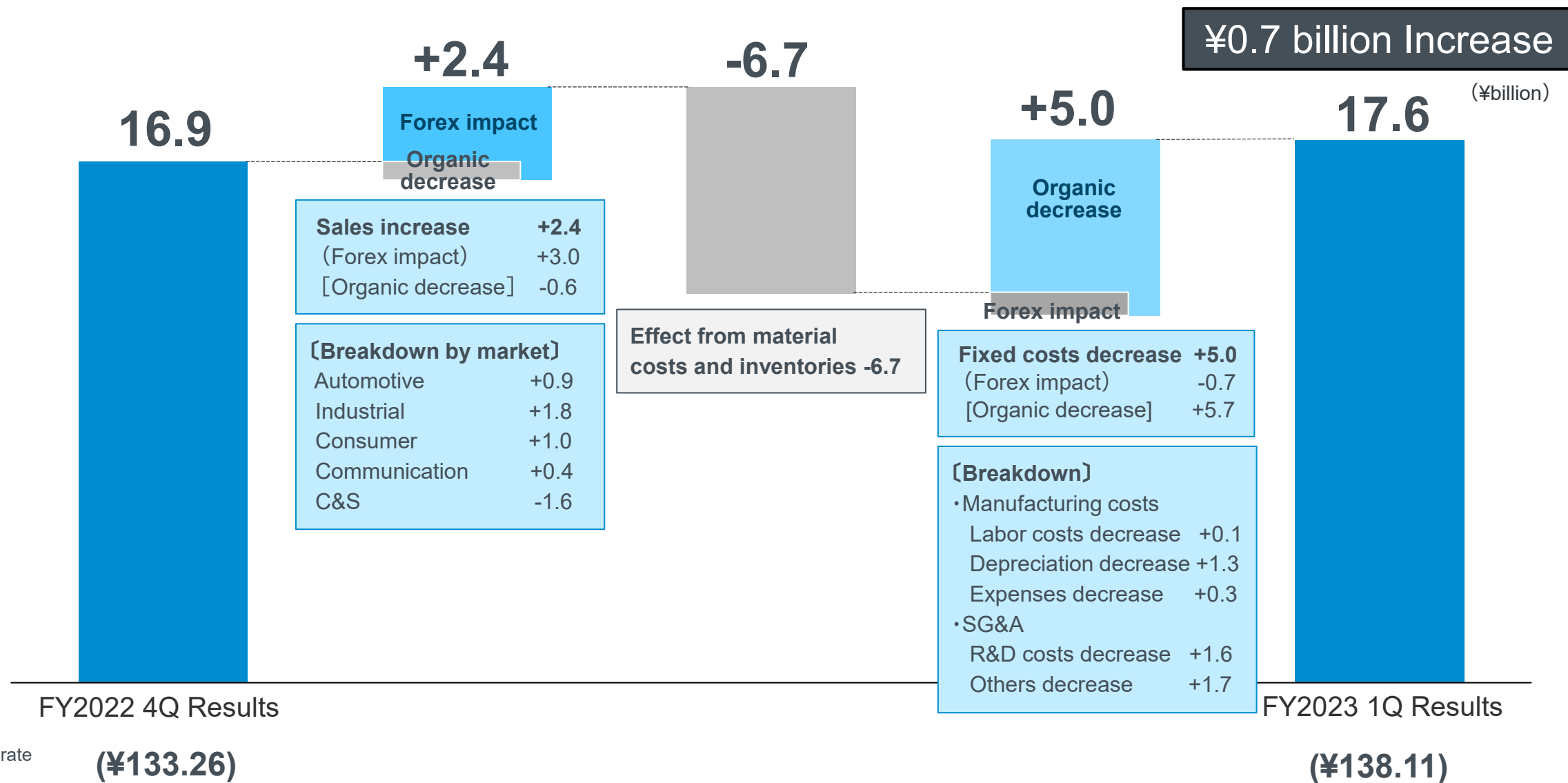
### 1Q YoY



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

\* Market Segment : Calculated by most recent segment

# FY2023 1Q Changes in Operating Income (QoQ)



# Financial Results for the 1Q of the FY2023 by Segment (QoQ)

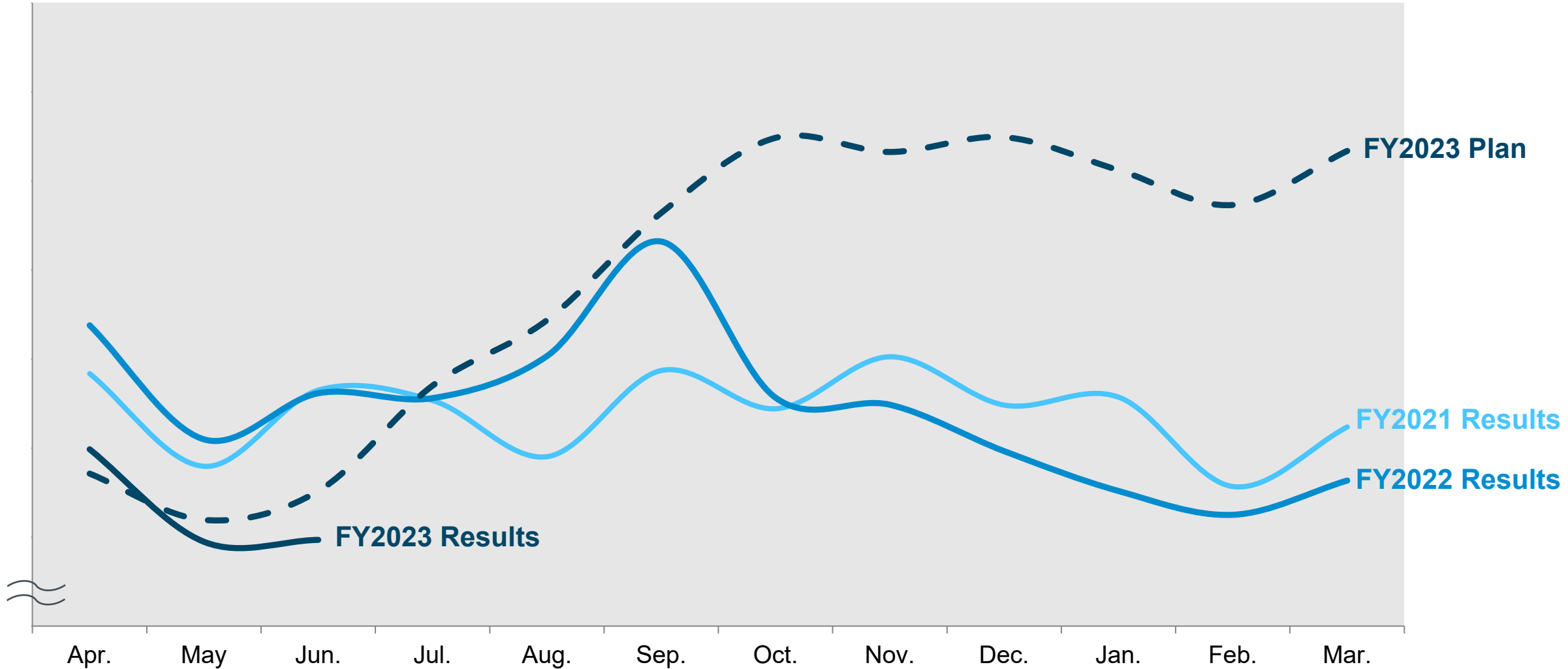
(¥billion)

		FY2023 1Q Results	FY2022 4Q Results	Difference in Amount	Difference in %
<b>ICs</b>	Net Sales	<b>54.1</b>	<b>55.1</b>	<b>-1.0</b>	<b>-1.8%</b>
	Operating Income	<b>7.7</b>	<b>8.0</b>	<b>-0.3</b>	<b>-3.2%</b>
	(Ratio)	<b>( 14.4%)</b>	<b>( 14.6%)</b>	<b>-</b>	<b>-</b>
<b>Discretes</b>	Net Sales	<b>51.5</b>	<b>48.8</b>	<b>+2.7</b>	<b>+5.6%</b>
	Operating Income	<b>7.7</b>	<b>6.3</b>	<b>+1.4</b>	<b>+22.9%</b>
	(Ratio)	<b>( 15.1%)</b>	<b>( 13.0%)</b>	<b>-</b>	<b>-</b>
<b>Modules</b>	Net Sales	<b>8.0</b>	<b>7.7</b>	<b>+0.3</b>	<b>+4.2%</b>
	Operating Income	<b>0.4</b>	<b>0.2</b>	<b>+0.2</b>	<b>+71.6%</b>
	(Ratio)	<b>( 5.7%)</b>	<b>( 3.5%)</b>	<b>-</b>	<b>-</b>
<b>Others</b>	Net Sales	<b>6.3</b>	<b>5.9</b>	<b>+0.4</b>	<b>+6.2%</b>
	Operating Income	<b>0.5</b>	<b>0.9</b>	<b>-0.4</b>	<b>-39.9%</b>
	(Ratio)	<b>( 8.8%)</b>	<b>( 15.5%)</b>	<b>-</b>	<b>-</b>

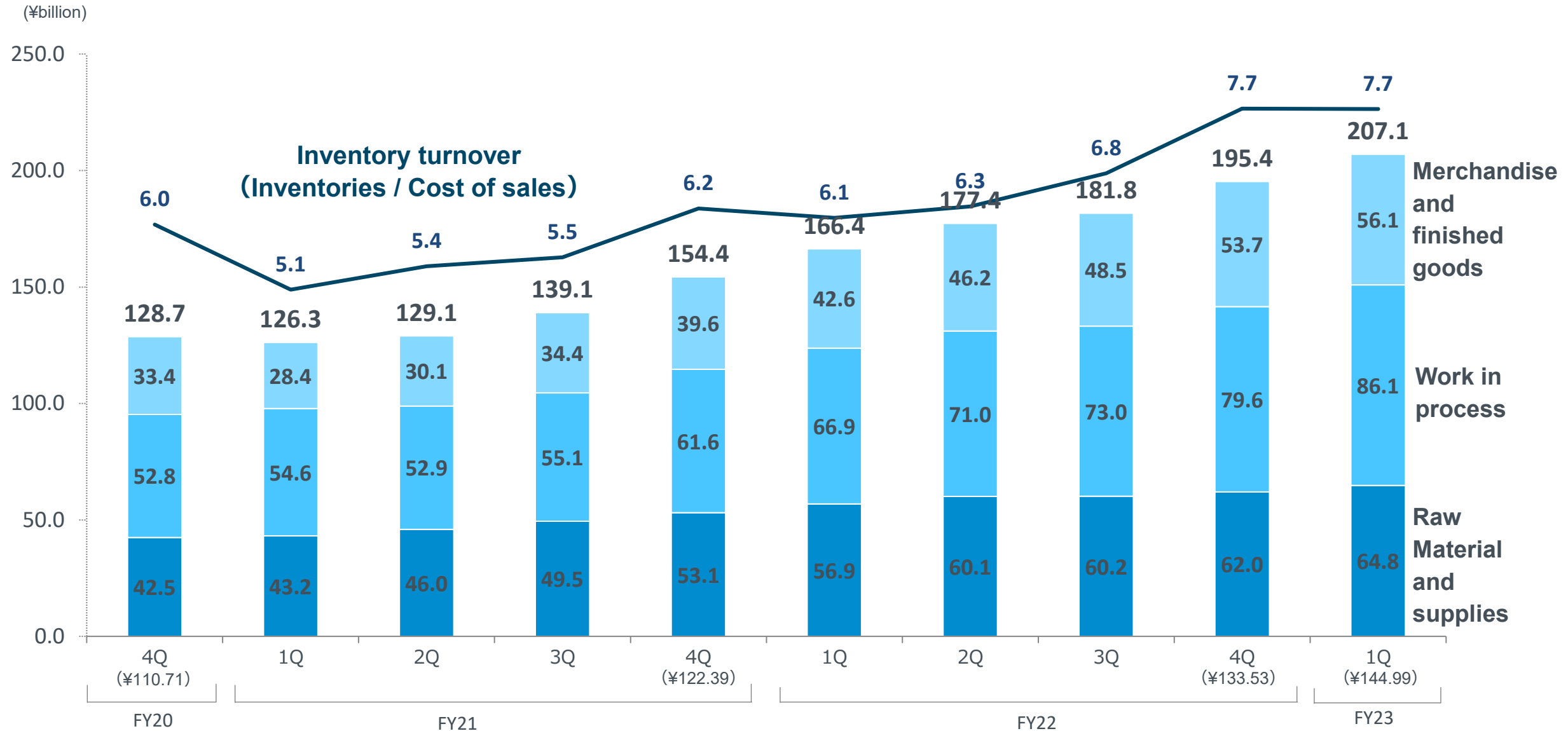
# Sales Trends



\*Exchange Rate: 1USD = ¥105



# Inventories (Amount)



# Qualitative Information Regarding Consolidated Financial Results Forecast

【Reference】 Plan announced on May 9, 2023

(¥billion)

	FY2023 Plan	FY2022 Result	Difference in Amount	Difference in %
Net Sales	<b>540.0</b>	<b>507.8</b>	<b>+32.2</b>	<b>+6.3%</b>
Operating Profit	<b>75.0</b>	<b>92.3</b>	<b>-17.3</b>	<b>-18.8%</b>
(Ratio)	<b>( 13.9%)</b>	<b>( 18.2%)</b>	<b>-</b>	<b>-</b>
Ordinary Profit	<b>87.0</b>	<b>109.5</b>	<b>-22.5</b>	<b>-20.6%</b>
(Ratio)	<b>( 16.1%)</b>	<b>( 21.6%)</b>	<b>-</b>	<b>-</b>
Net Profit	<b>70.0</b>	<b>80.3</b>	<b>-10.3</b>	<b>-12.9%</b>
(Ratio)	<b>( 13.0%)</b>	<b>( 15.8%)</b>	<b>-</b>	<b>-</b>
EBITDA	<b>159.0</b>	<b>148.4</b>	<b>+10.6</b>	<b>+7.1%</b>
(Ratio)	<b>( 29.4%)</b>	<b>( 29.2%)</b>	<b>-</b>	<b>-</b>

Average Exchange Rate(¥/US\$)      (¥130.27)      (¥134.95)

End of Term Rate(¥/US\$)      (¥130.00)      (¥133.53)

Question	Answer
<p>What is the status of utilization? What are the future inventory levels?</p>	<p>Although production of general-purpose products such as small-signal devices are being adjusted, we are maintaining a high utilization rate overall for our core products in power and analog semiconductors due to continued shortage. Inventory is trending favorably as planned at the beginning of the term.</p>
<p>What was the order backlog at the end of 1Q?</p>	<p>There has been no significant change since the end of 4Q.</p>
<p>What are the current demand trends? What is the demand by market from 2Q?</p>	<p>1Q results in each market were almost in line with the plan, but from 2Q onward, there is a strong sense of uncertainty as to whether market recovery will proceed as expected in the consumer, communications, and PC markets. We expect steady growth in the automotive market due to the recovery of automobile production and increase in content.</p>
<p>What is the status of the SiC business in 1Q?</p>	<p>Sales is expanding in China and Europe and is performing better than planned.</p>
<p>What is the outlook for full-year results?</p>	<p>Although 1Q was favorable, we will need to closely monitor market trends from 2Q as there is a strong sense of uncertainty. We will revise our results forecast when we deem it necessary to make changes to our previously announced forecasts.</p>
<p>What is the exchange rate sensitivity?</p>	<p>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 U.S. dollar 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>

Question	Answer
About the asset acquisition of Solar Frontier K.K.'s former Kunitomi Plant	<p>We agreed to acquire the Plant as our 4th fab in Japan in order to realize SiC capacity that is 35 times higher in FY30 (FY21 comparison). Fast production start-up is possible by utilizing existing buildings and clean rooms. We are aiming to start operation for some processes at the end of 2024.</p>
About the participation in the privatization of Toshiba Corporation	<p>As released on July 18, the main purpose of the investment is to “participate in the privatization of Toshiba and help to resolve their issues.” There are no agreements with the investee regarding collaborations with or participation in the management of Toshiba. However, we are an operating company and we have been considering profitable paths for medium to long-term business growth for many years. Engaging in collaborations has always been an important option in management, Toshiba’s semiconductor business is highly compatible with the Company. We have an interest in collaborations or tie-ups if given the opportunity in the future and believe there is potential to create various synergies together. However, there are no specific agreements or policies that have been established in this regard at this time.</p>



- [2023-05-08 ROHM Begins Mass Production of 650V GaN HEMTs That Deliver Class-Leading Performance](#)
- [2023-05-31 ROHM's New Class-Leading\\* Low ON Resistance Nch MOSFETs: Delivering High Efficiency Operation in a Variety of Applications](#)
- [2023-06-19 Vitesco Technologies and ROHM have signed a long-term SiC supply partnership](#)
- [2023-07-06 New RGB Chip LED for Automotive Interiors Minimizes Color Variations due to Color Mixing](#)
- [2023-07-12 ROHM will acquire new production site:ROHM will acquire new production site](#)
- [2023-07-13 ROHM's New 600V Super Junction MOSFETs Combine Class-Leading Noise Characteristics with the Industry's Fastest\\* Reverse Recovery Time](#)
- [2023-07-19 New Matrix-Type \(8-line×24-channel\) LED Drivers for Automotive LCD Backlights Enable Independent Control of up to 192 Zones](#)



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