



Electronics for the Future

Supplementary Materials for Financial Results FY2023 3Q

As of February 1, 2024
ROHM Co., Ltd.
Public & Investor Relations Div.

Financial Results for the 3Q of FY2023 (YoY)

(¥billion)

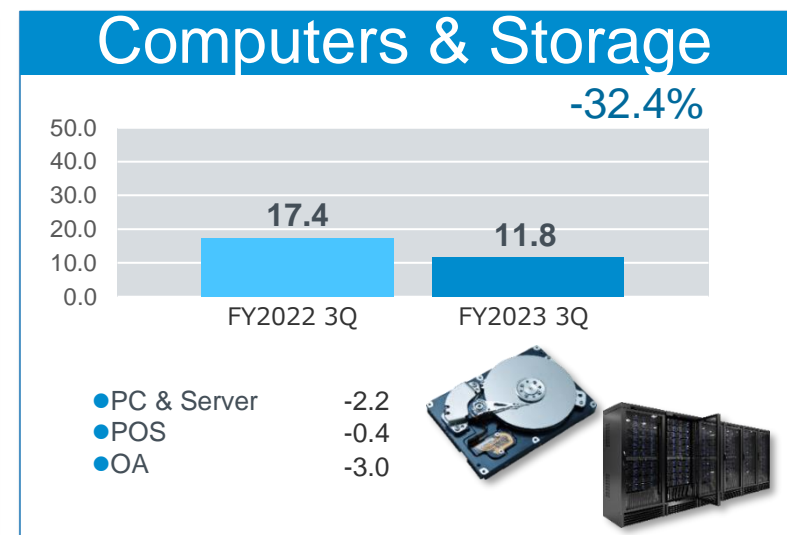
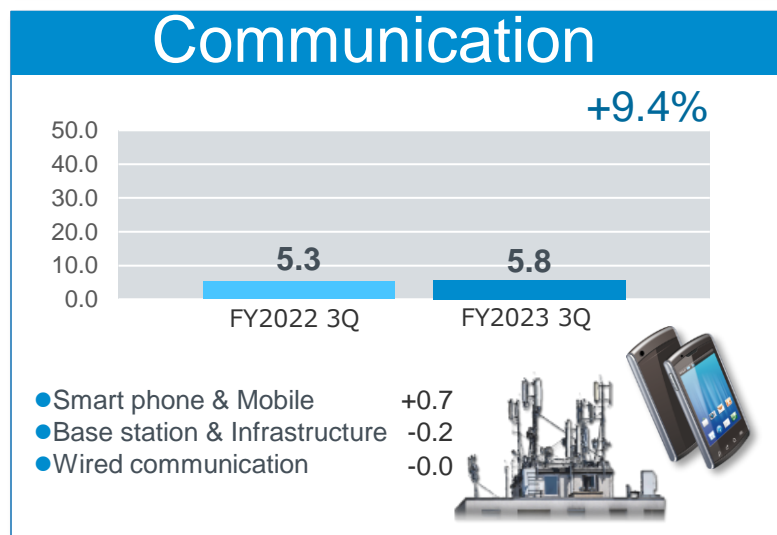
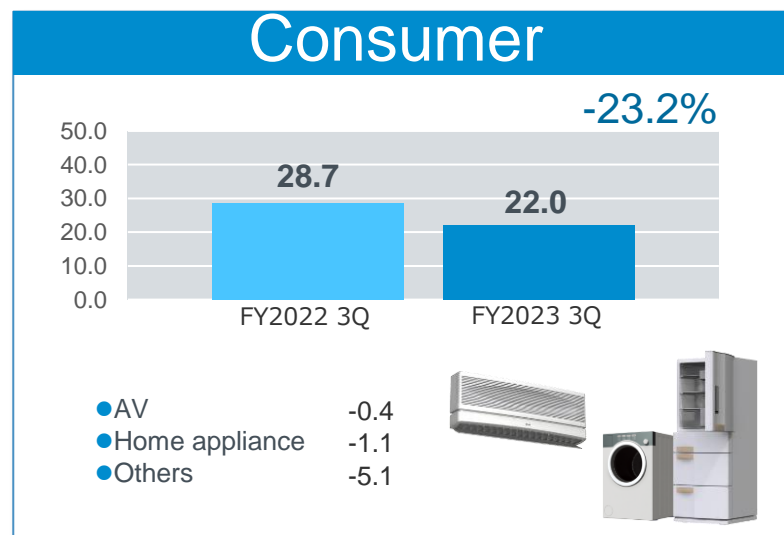
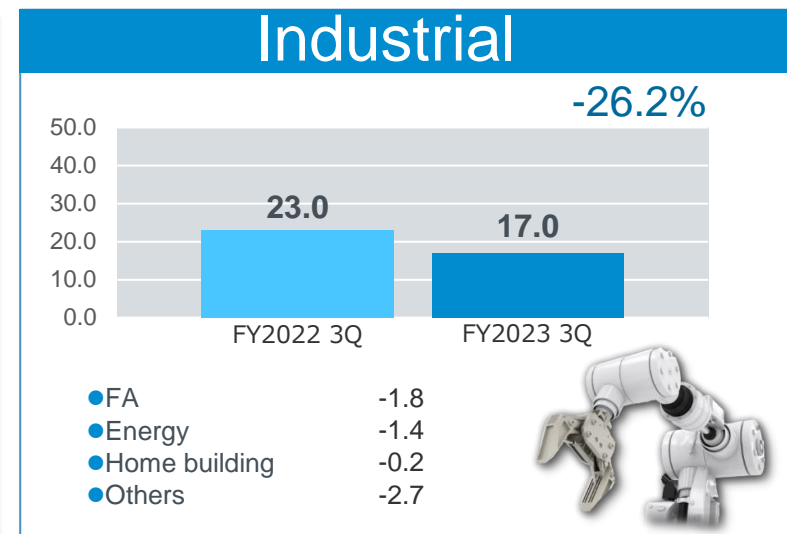
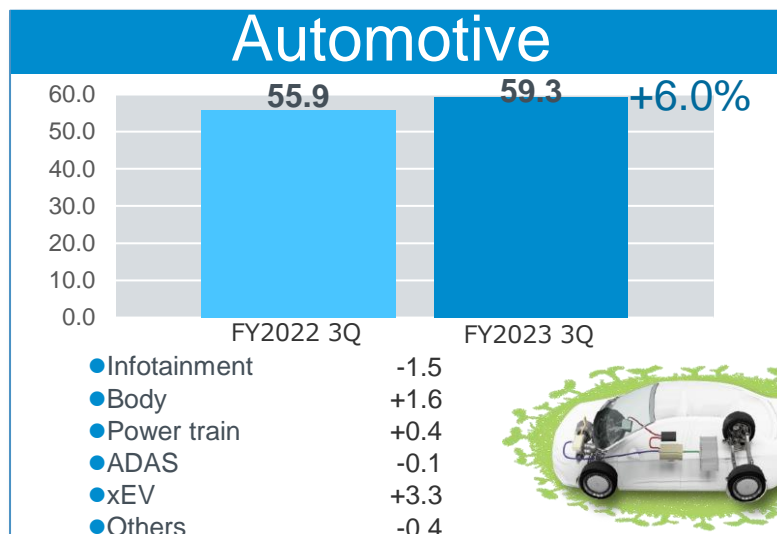
	FY2023 3Q Results	FY2022 3Q Results	Difference in Amount	Difference in %
Net Sales	115.8	130.2	-14.4	-11.1%
Operating Profit	10.8	25.0	-14.2	-56.8%
(Ratio)	(9.3%)	(19.2%)	-	-
Ordinary Profit	10.0	19.6	-9.6	-48.9%
(Ratio)	(8.7%)	(15.1%)	-	-
Net Profit	7.7	15.8	-8.1	-50.7%
(Ratio)	(6.7%)	(12.1%)	-	-
EBITDA	30.2	40.0	-9.8	-24.6%
(Ratio)	(26.1%)	(30.7%)	-	-

Average Rate (¥/US\$) (¥147.00) (¥141.16)

End of Term Rate (¥/US\$) (¥141.83) (¥132.70)

FY2023 3Q Sales Trend by Market Segments (YoY)

(¥billion)



* Market Segment : Calculated by most recent segment

FY2023 3Q Sales Trend by Customer Nationality (YoY)

Quarterly Sales

¥130.2billion

¥115.8billion

FY2022 3Q Results

FY2023 3Q Results

-11.1%

Sales ratio outside of Japan

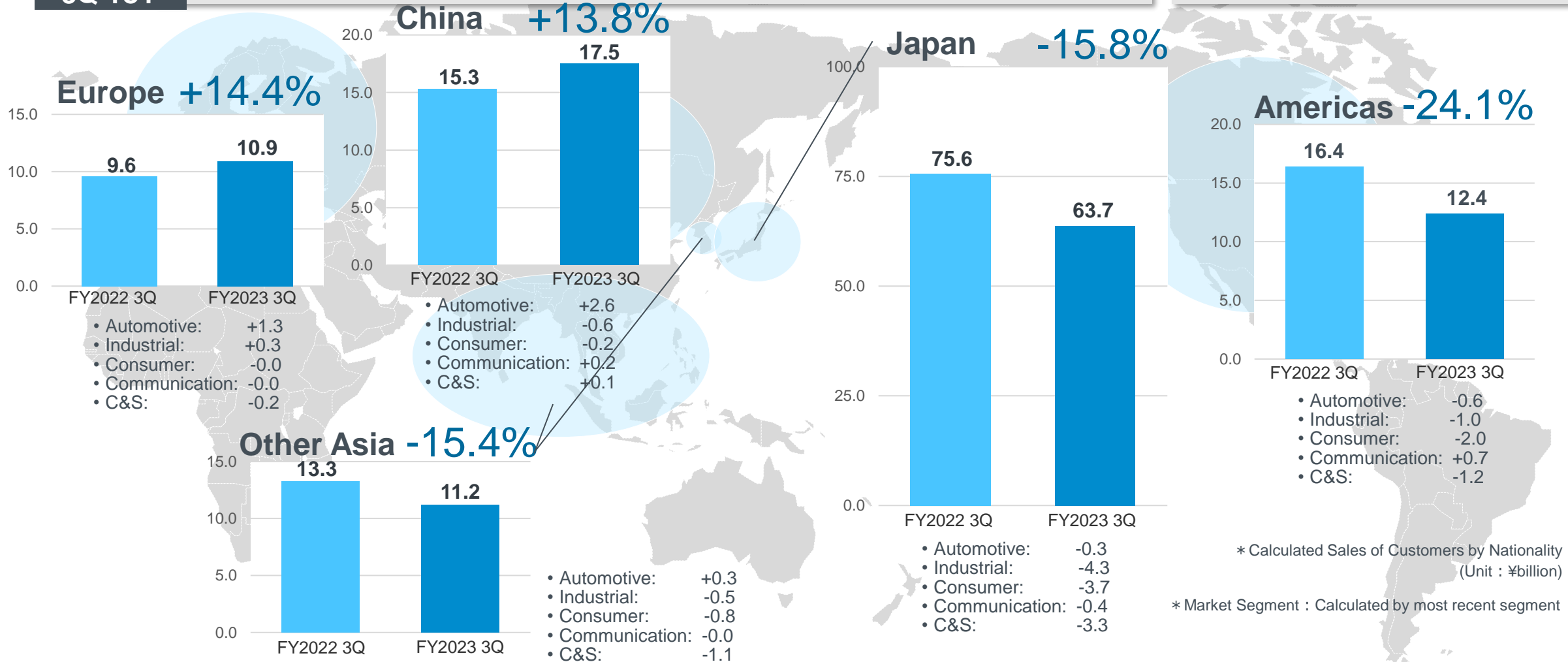
41.9%

FY2022 3Q

45.0%

FY2023 3Q

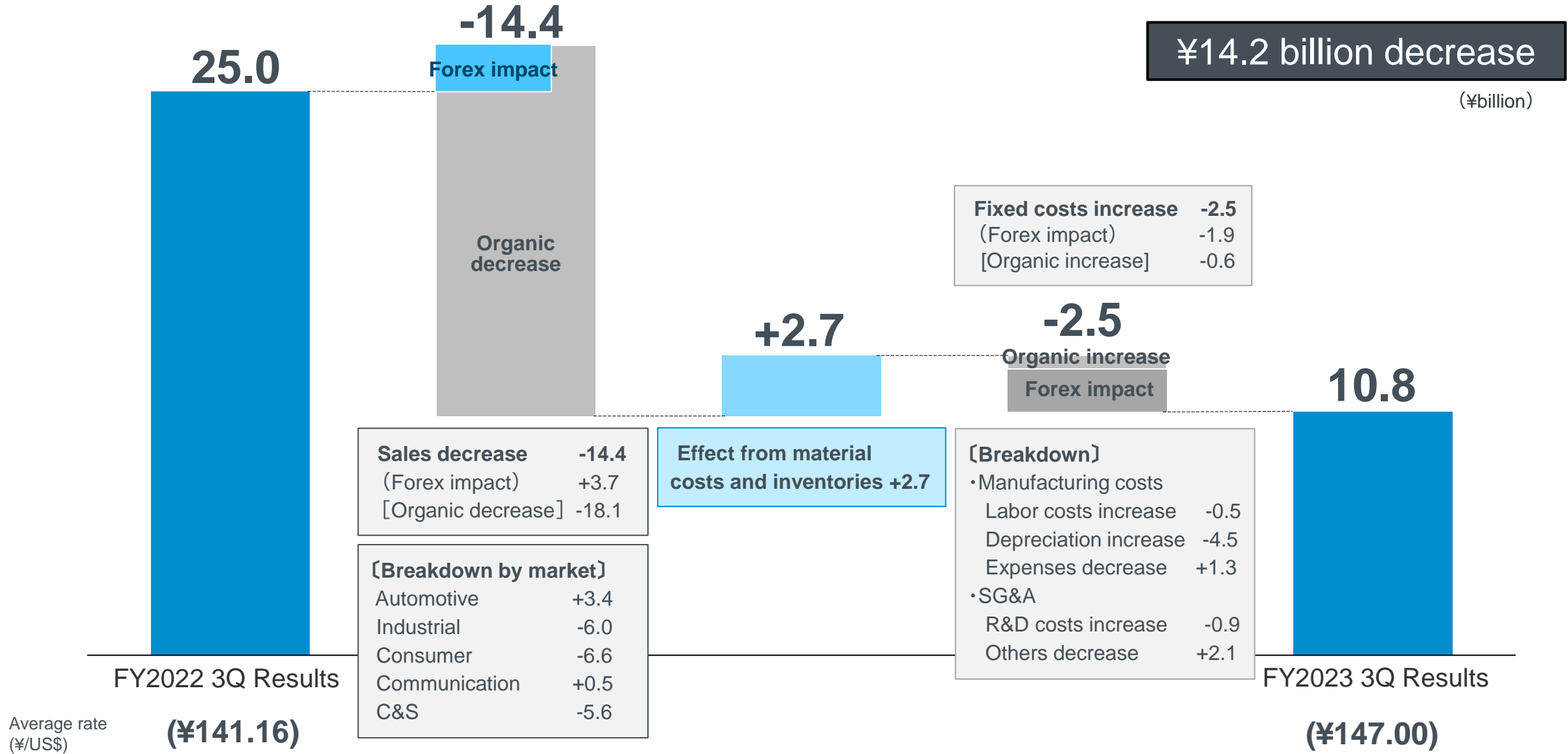
3Q YoY



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

* Market Segment : Calculated by most recent segment

FY2023 3Q Changes in Operating Profit (YoY)



Financial Results for the 3Q of the FY2023 by Segment (YoY)

(¥billion)

		FY2023 3Q Results	FY2022 3Q Results	Difference in Amount	Difference in %
ICs	Net Sales	51.1	61.5	-10.4	-16.9%
	Operating Profit	5.6	14.3	-8.7	-60.7%
	(Ratio)	(11.0%)	(23.3%)	-	-
Discretes	Net Sales	49.5	53.8	-4.3	-8.0%
	Operating Profit	1.5	9.2	-7.7	-83.4%
	(Ratio)	(3.1%)	(17.2%)	-	-
Modules	Net Sales	8.6	8.3	+0.3	+3.9%
	Operating Profit	0.1	1.1	-1.0	-86.4%
	(Ratio)	(1.8%)	(14.0%)	-	-
Others	Net Sales	6.3	6.4	-0.1	-1.4%
	Operating Profit	0.4	1.0	-0.6	-59.7%
	(Ratio)	(6.8%)	(16.6%)	-	-

Financial Results for the 3Q of the FY2023 (QoQ)

(¥billion)

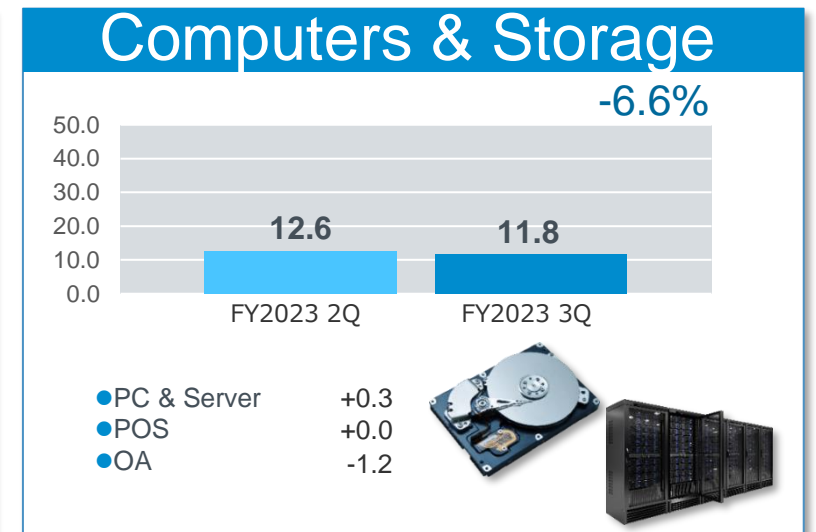
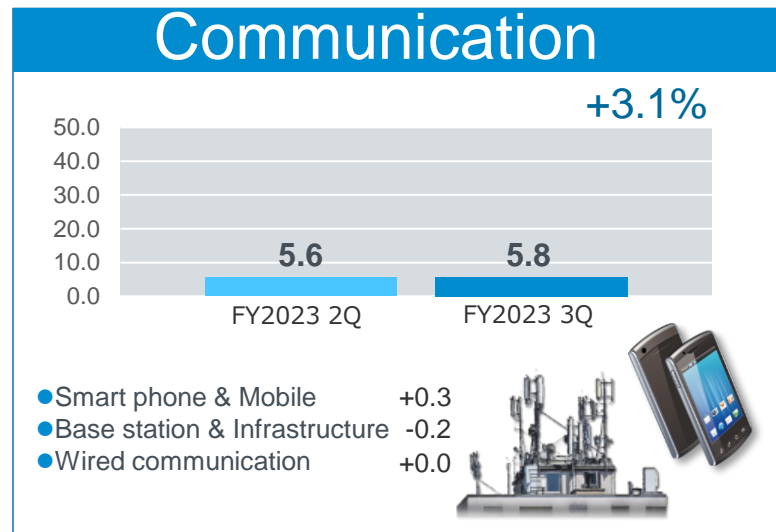
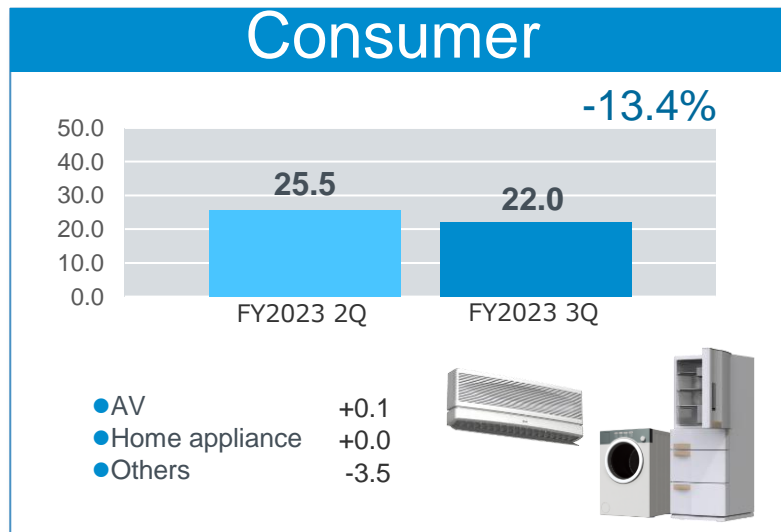
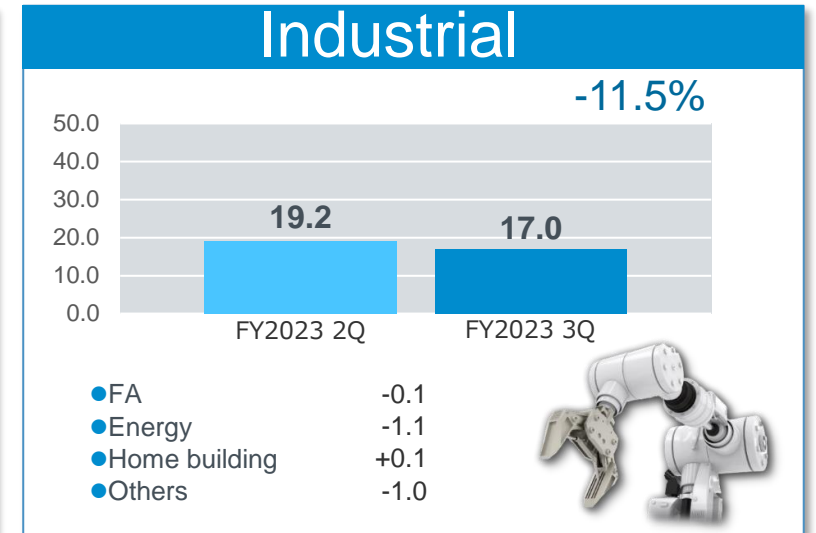
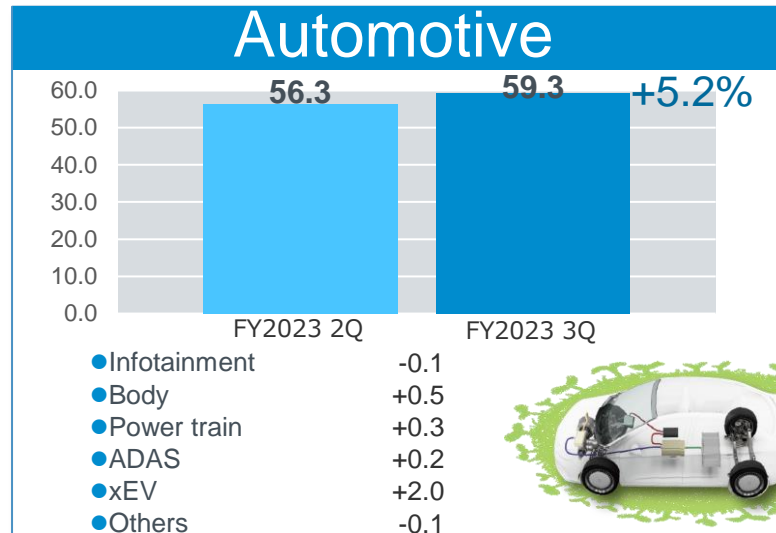
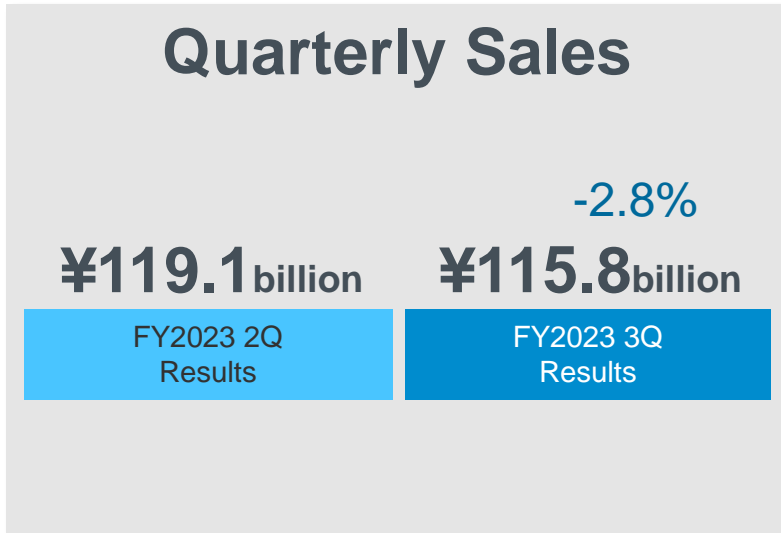
	FY2023 3Q Results	FY2023 2Q Results	Difference in Amount	Difference in %
Net Sales	115.8	119.1	-3.4	-2.8%
Operating Profit	10.8	12.1	-1.3	-10.9%
(Ratio)	(9.3%)	(10.2%)	-	-
Ordinary Profit	10.0	22.0	-12.0	-54.6%
(Ratio)	(8.7%)	(18.5%)	-	-
Net Profit	7.7	17.1	-9.4	-54.6%
(Ratio)	(6.7%)	(14.4%)	-	-
EBITDA	30.2	28.6	+1.6	+5.5%
(Ratio)	(26.1%)	(24.0%)	-	-

Average Rate (¥/US\$) (¥147.00) (¥145.44)

End of Term Rate (¥/US\$) (¥141.83) (¥149.58)

FY2023 3Q Sales Trend by Market Segments (QoQ)

(¥billion)



* Market Segment : Calculated by most recent segment

FY2023 3Q Sales Trend by Customer Nationality (QoQ)

Quarterly Sales

¥119.1 billion

¥115.8 billion

FY2023 2Q Results

FY2023 3Q Results

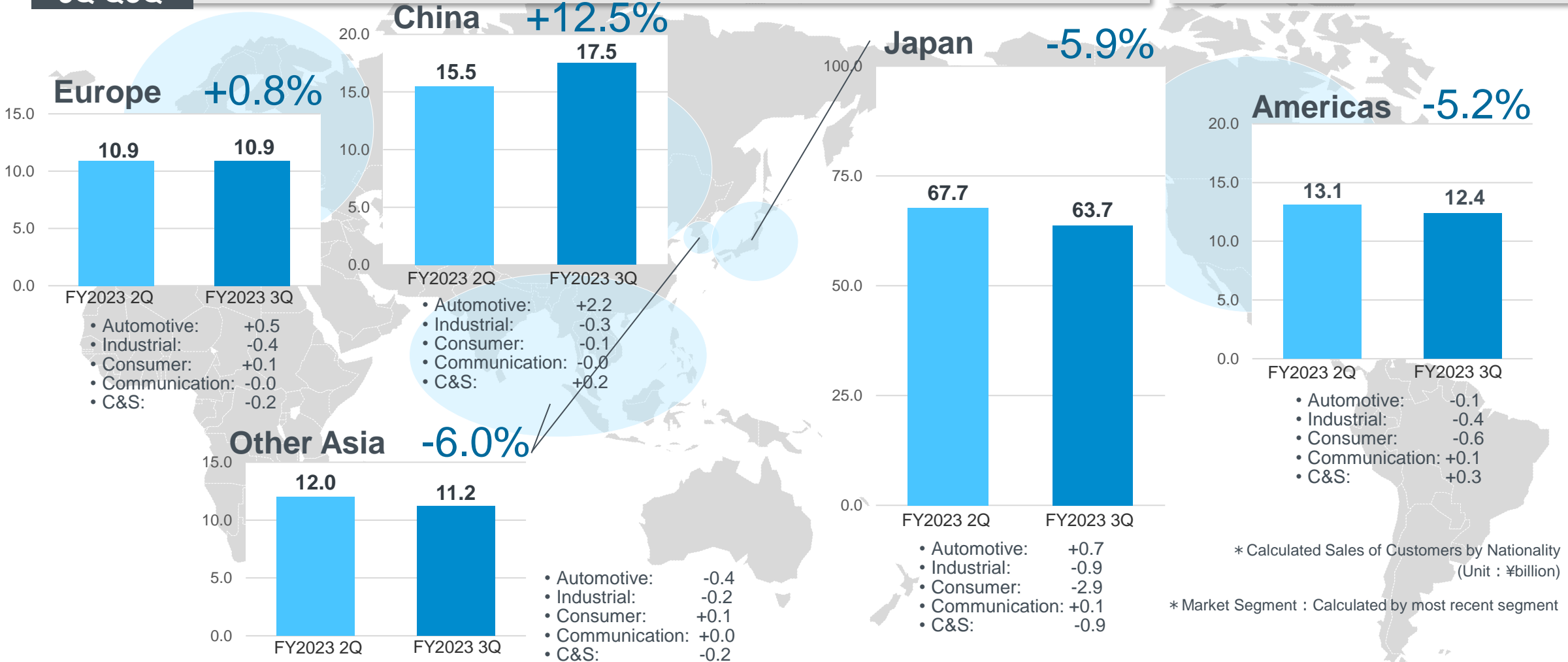
-2.8%

Sales ratio outside of Japan

43.2%
FY2023 2Q

45.0%
FY2023 3Q

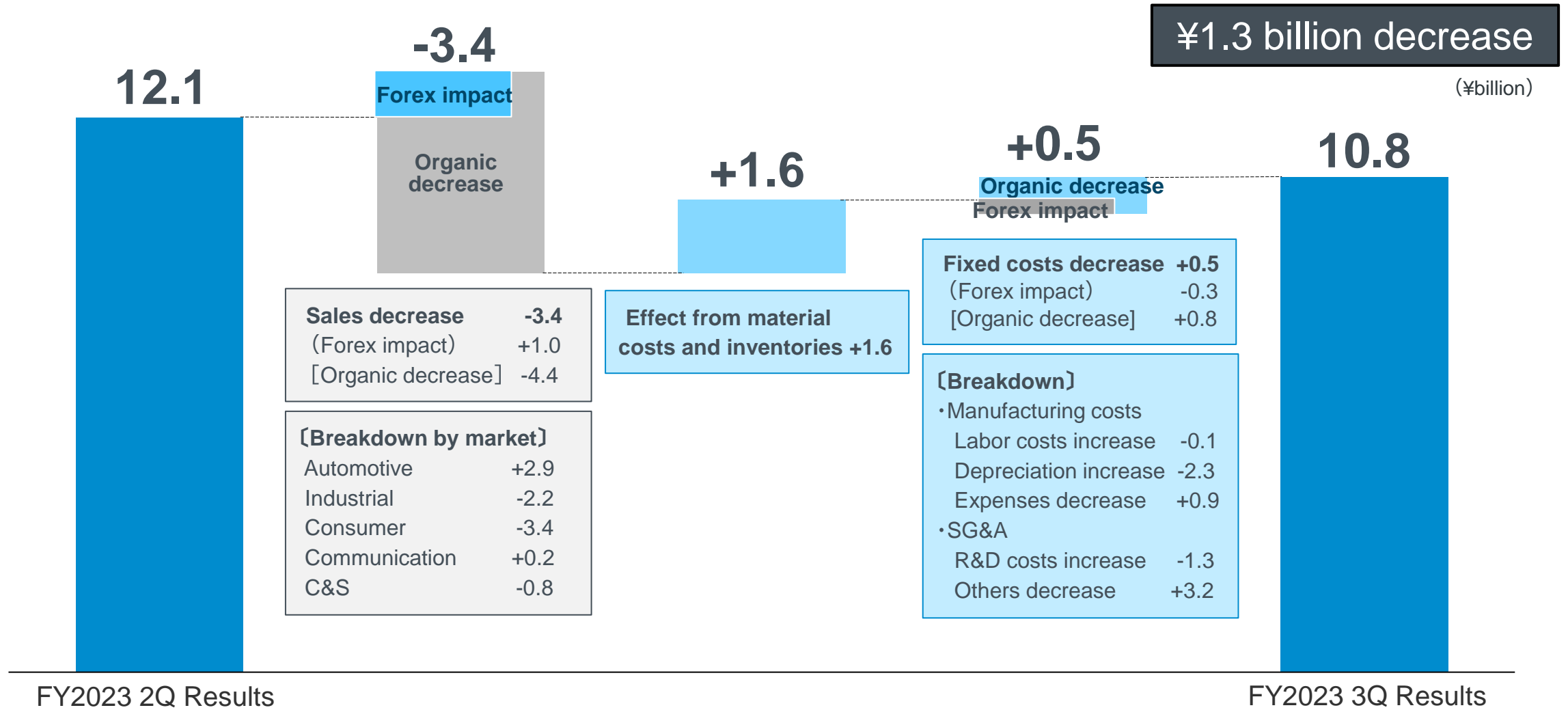
3Q QoQ



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

* Market Segment : Calculated by most recent segment

FY2023 3Q Changes in Operating Profit (QoQ)



Average rate
(¥/US\$)

(¥145.44)

(¥147.00)

Financial Results for the 3Q of the FY2023 by Segment (QoQ)

(¥billion)

		FY2023 3Q Results	FY2023 2Q Results	Difference in Amount	Difference in %
ICs	Net Sales	51.1	53.2	-2.1	-3.8%
	Operating Profit	5.6	4.4	+1.2	+26.2%
	(Ratio)	(11.0%)	(8.4%)	-	-
Discretes	Net Sales	49.5	50.4	-0.9	-1.7%
	Operating Profit	1.5	5.2	-3.7	-70.6%
	(Ratio)	(3.1%)	(10.4%)	-	-
Modules	Net Sales	8.6	8.8	-0.2	-2.1%
	Operating Profit	0.1	1.4	-1.3	-89.2%
	(Ratio)	(1.8%)	(16.7%)	-	-
Others	Net Sales	6.3	6.6	-0.3	-3.6%
	Operating Profit	0.4	0.6	-0.2	-36.8%
	(Ratio)	(6.8%)	(10.4%)	-	-

FY2023 Full Year Plan (vs Revised Plan(in Nov.), YoY)

***Revised this term**

(¥billion)

	FY2023 Revised Plan(in Feb.)	FY2023 Revised Plan(in Nov.)	Difference in %	FY2022 Results	Difference in %
Net sales	470.0	500.0	-6.0%	507.8	-7.5%
Operating profit	44.0	53.0	-17.0%	92.3	-52.3%
(Ratio)	(9.4%)	(10.6%)	-	(18.2%)	-
Ordinary profit	64.0	70.0	-8.6%	109.5	-41.6%
(Ratio)	(13.6%)	(14.0%)	-	(21.6%)	-
Net income	48.0	59.0	-18.6%	80.3	-40.3%
(Ratio)	(10.2%)	(11.8%)	-	(15.8%)	-
EBITDA	117.4	131.4	-10.7%	148.4	-20.9%
(Ratio)	(25.0%)	(26.3%)	-	(29.2%)	-

Average rate (¥/US\$) (¥142.12)

(¥140.71)

(¥134.95)

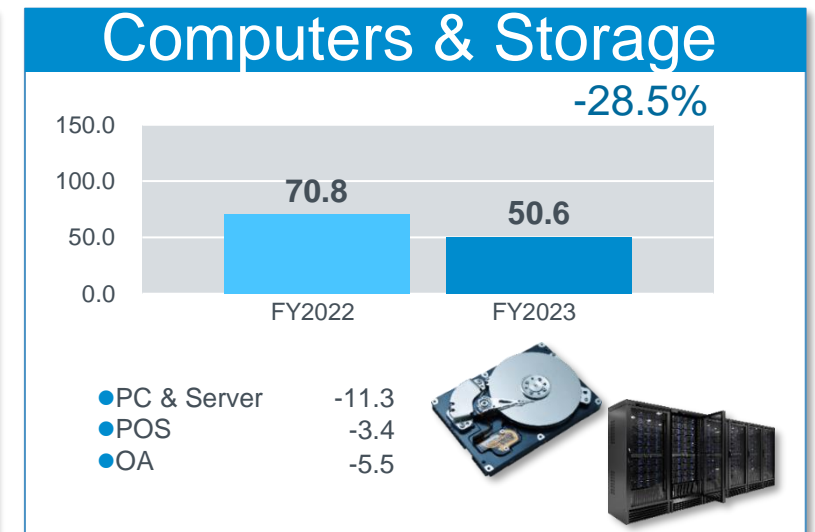
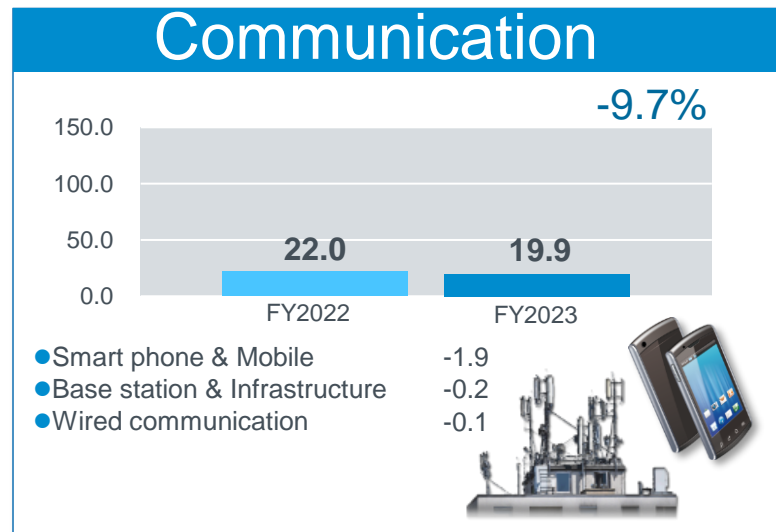
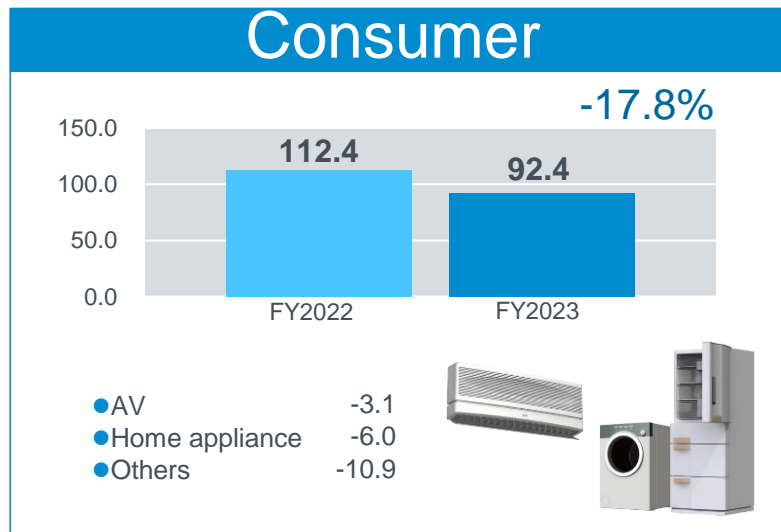
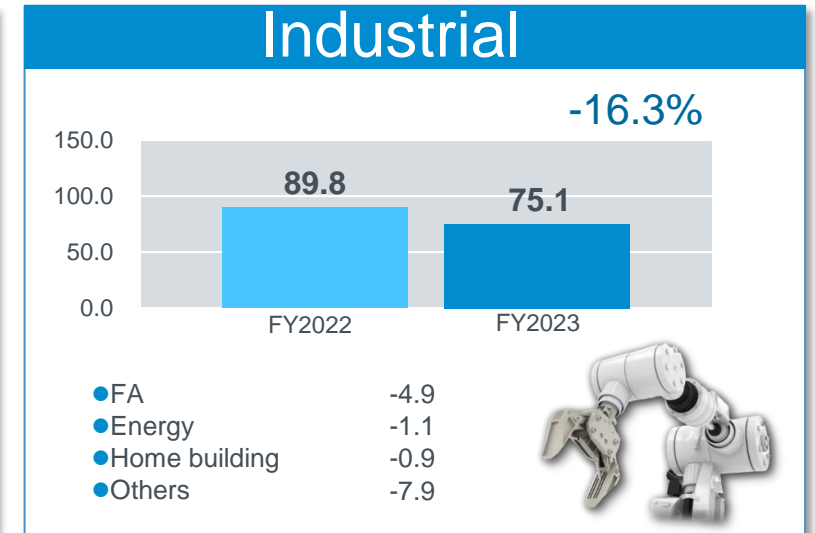
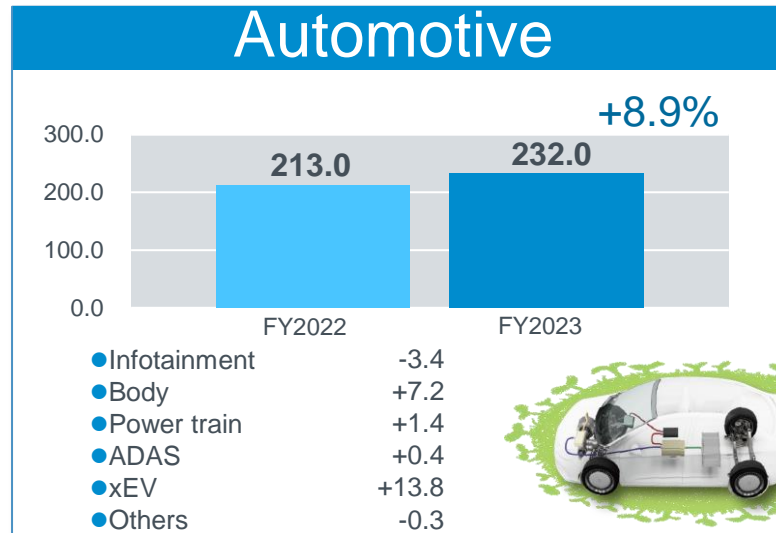
End of term rate (¥/US\$) (¥140.00)

(¥140.00)

(¥133.53)

FY2023 Full Year Plan Sales Trend by Market Segments (YoY)

(¥billion)



* Market Segment : Calculated by most recent segment

FY2023 Full Year Sales Plan Trend by Customer Nationality (YoY)

Full Year Sales **¥507.8billion** **¥470.0billion**

FY2022 Results

FY2023 Revised Plan(in Feb.)

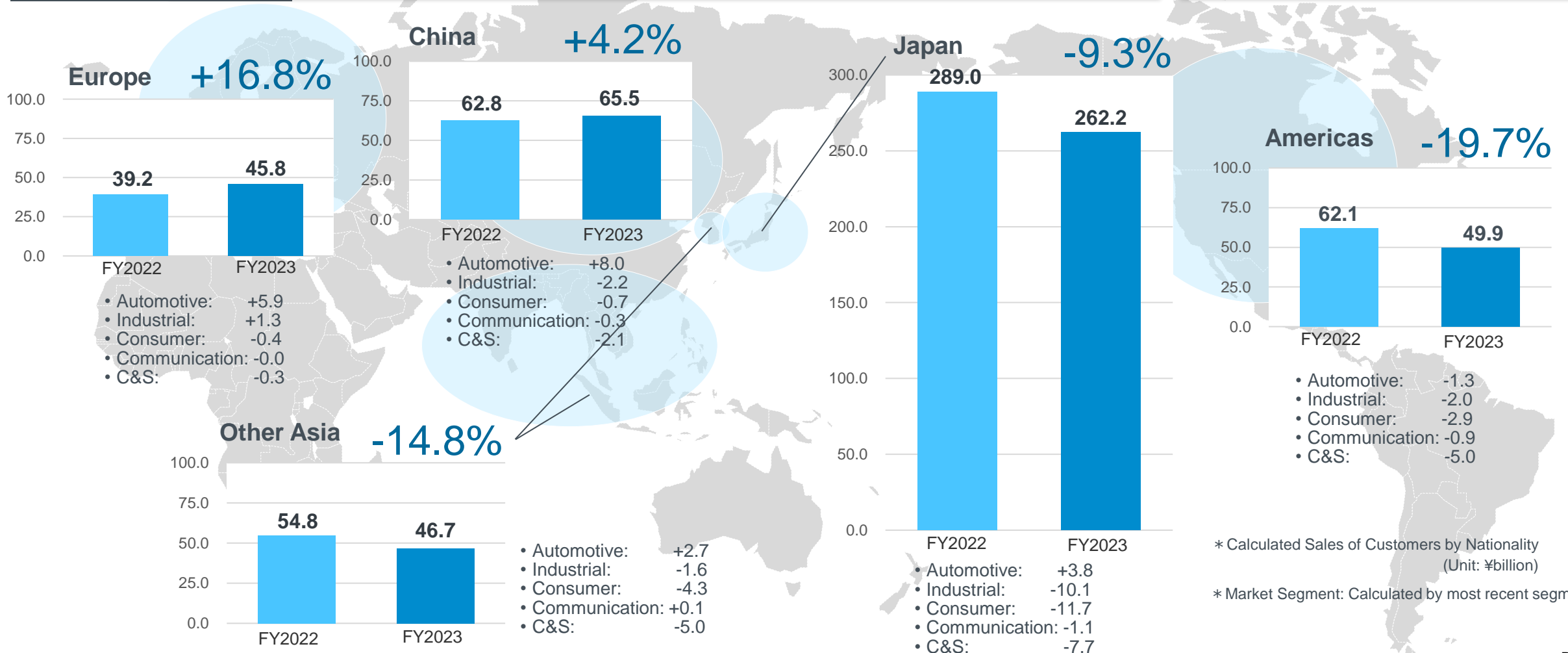
-7.5%

Sales ratio outside Japan

43.1%
FY2022

44.2%
FY2023

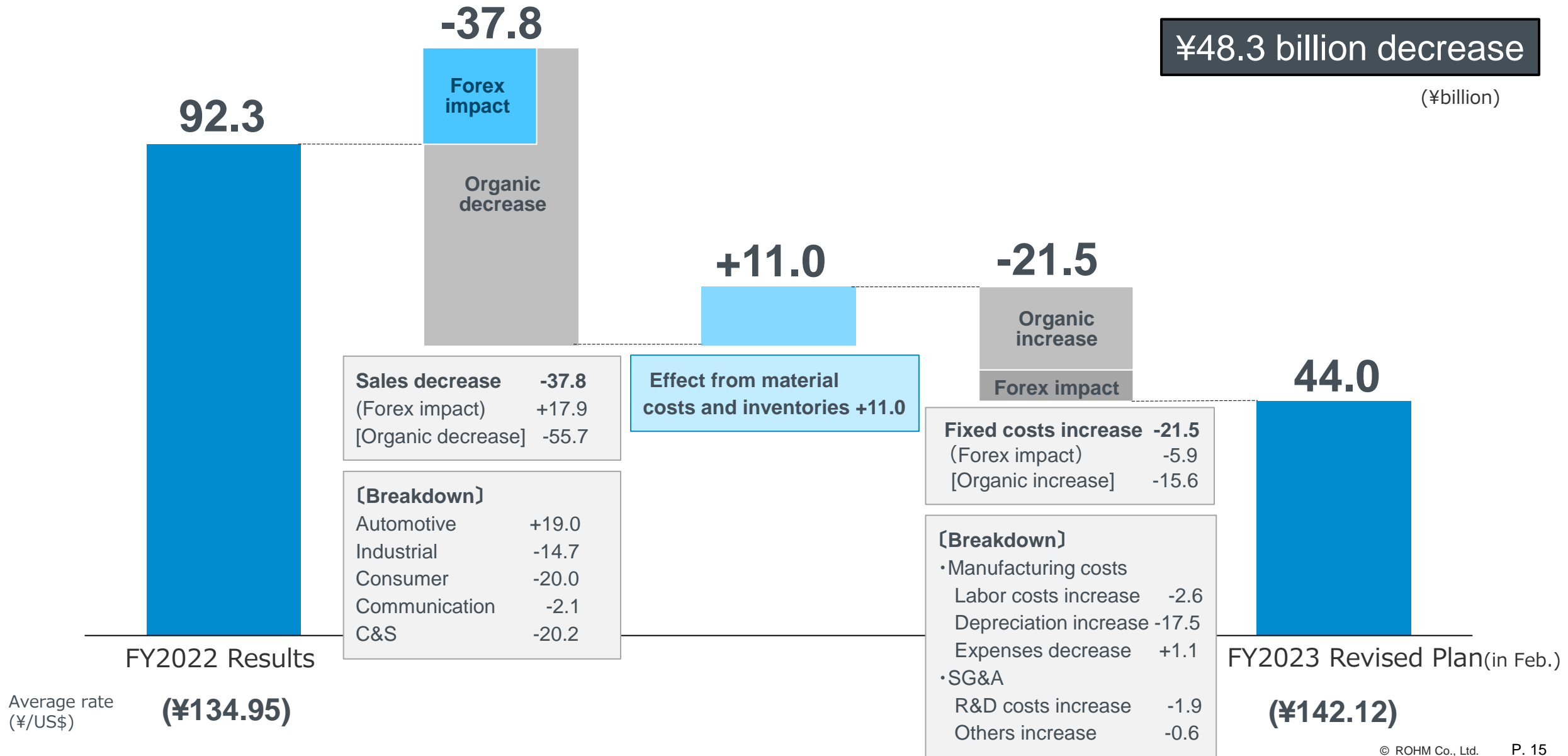
Full Year Plan YoY



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

* Market Segment: Calculated by most recent segment

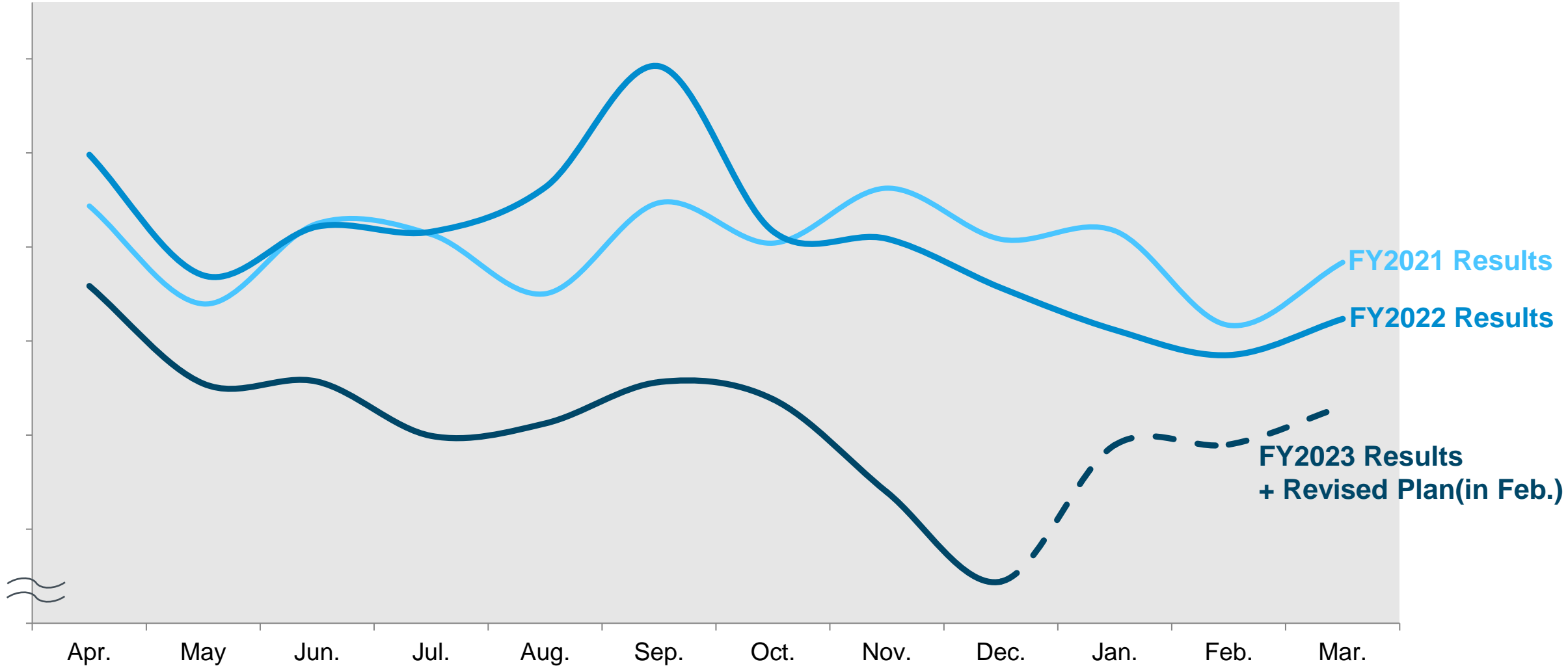
FY2023 Full Year Plan Changes in Operating Profit (YoY)



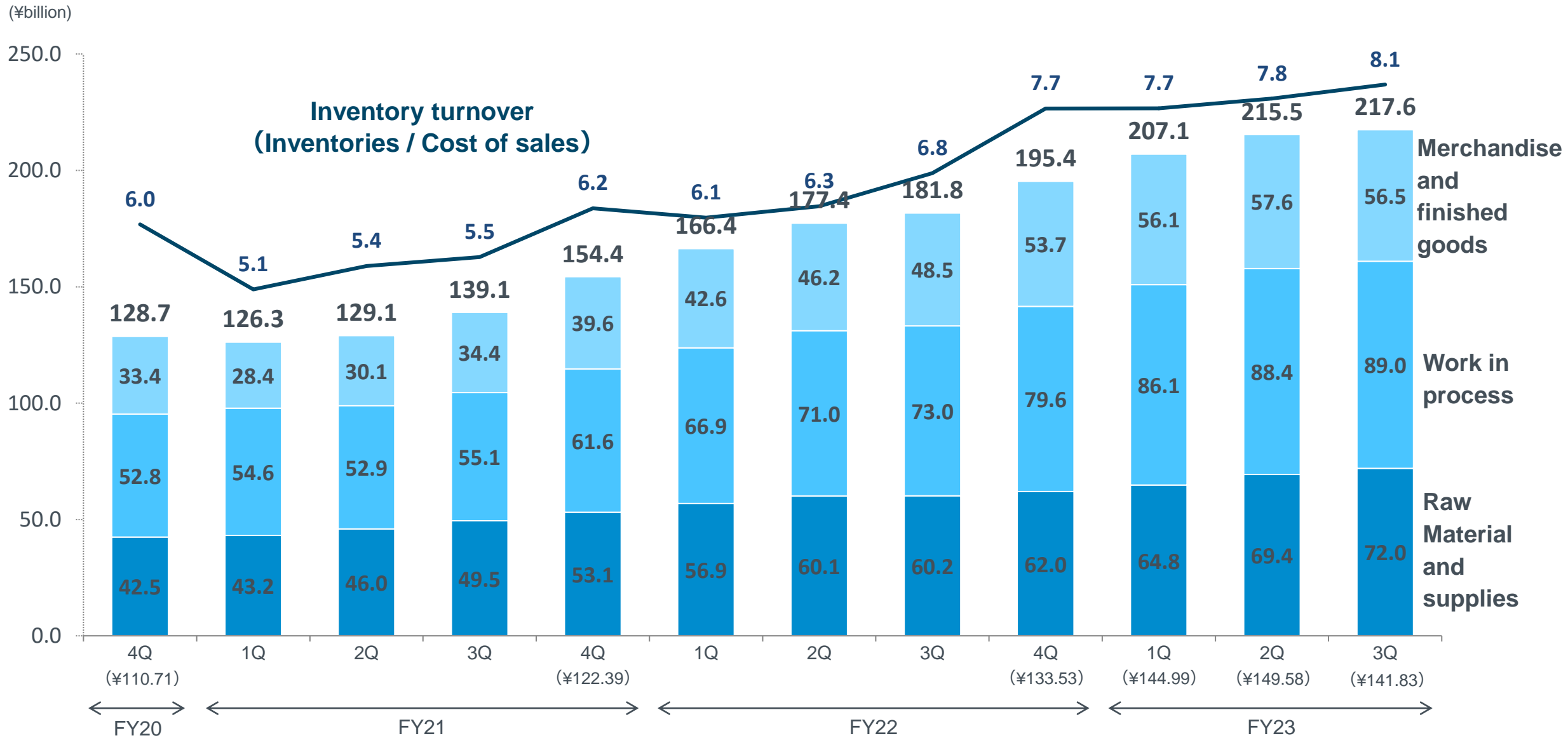
Sales Trends



*Exchange Rate: 1USD = ¥105



Inventories (Amount)



Question	Answer
What is the current utilization rate?	Although we are maintaining a high utilization rate for our core products in power and analog, overall utilization rates are declining due to current weak demand and inventory adjustments.
What are future inventory levels?	Excess inventories of some products, such as general-purpose products, are being reduced to appropriate levels. However, we are continuing to build up inventories of products such as power and analog products that are still in short supply. Going forward, we intend to lower turnover months by increasing sales volume.
What is the status of the SiC business in 3Q?	Sales is expanding in China and Europe and is growing steadily. There is no change in the annual sales target that was set at the beginning of the 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 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.
About the downward revision of the full-year forecast. What was different than expected?	In the automotive market, the recovery in automobile production and the promotion of electrification have led to continued growth. However, inventory adjustments in the market have been observed in various areas, and the market outlook is lower than anticipated. In the industrial equipment and computer & storage markets, recovery from inventory adjustments and sluggish demand is taking longer than expected.
When do you see semiconductor market conditions beginning to recover?	Although the industry is sluggish this fiscal year due to adjustments in various markets, adjustments should finish in the next fiscal year. We believe that we can get back on a growth trajectory due to the need for electrification, especially in the automotive and industrial equipment markets, which are our focus markets.

Question	Answer
About the collaboration with Toshiba Corporation.	The privatization of Toshiba Corporation was completed in December 2023, and discussions will be held regarding future collaboration. If any decisions are made, we will disclose them promptly. We recognize that we can create various synergies with Toshiba's semiconductor business in terms of product portfolio and strategy.
About METI's subsidy for power semiconductor devices.	In December 2023, the METI approved ROHM and Toshiba Electronic Devices & Storage's joint plan for securing supply of power semiconductors. As a result, the ROHM Group will receive a subsidy of up to 96.4 billion yen for capital investment of 289.2 billion yen related to SiC power semiconductors at LAPIS Semiconductor's Miyazaki Plant No. 2. As for the accounting treatment of the subsidy, ROHM is considering reduction of depreciation expenses by making advanced depreciation entries.

- [2023-11-02 ROHM Develops the First Silicon Capacitor BTD1RVFL Series](#)
- [2023-11-07 Expanding production capacity for SiC power devices: ROHM completes acquisition of new production site](#)
- [2023-11-08 ROHM's New Ultra-High-Speed Gate Driver IC: Maximizing the Performance of GaN Devices](#)
- [2023-11-29 ROHM's New High Power 120W Laser Diode for LiDAR: Increasing Measurement Range by Reducing Wavelength Temperature Dependence by 66%](#)
- [2023-12-08 ROHM and Toshiba Agree to Collaborate in Manufacturing Power Devices](#)
- [2024-01-17 The Industry's First* Speech Synthesis ICs Dedicated for AVAS \(Acoustic Vehicle Alerting System\) in xEVs](#)
- [2024-01-24 ROHM's Compact SOT-223-3 600V MOSFETs Contribute to Smaller, Lower Profile Designs for Lighting Power Supplies, Pumps, and Motors](#)



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