



Electronics for the Future

Supplementary Materials for Financial Results

Financial Results for the FY2024 1Q

As of August 5, 2024

Rohm Co., Ltd.

Public & Investor Relations Div.

Financial Results for the 1Q of the FY2024 (YoY)

(¥billion)

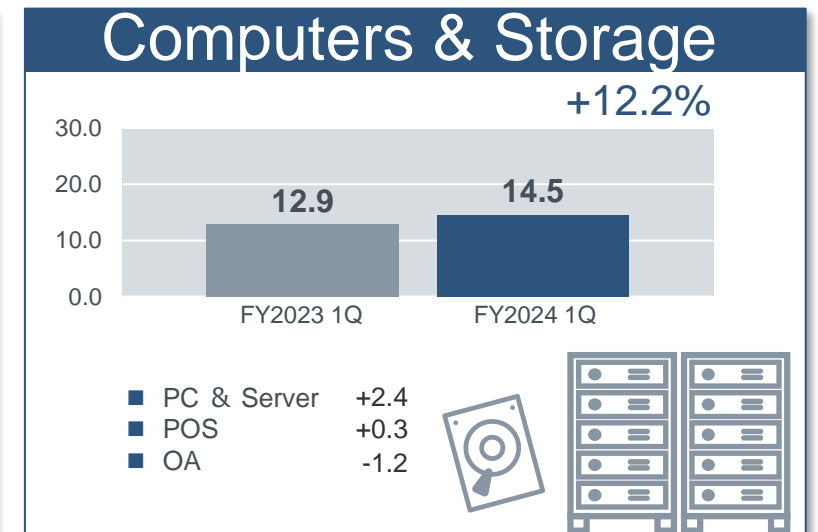
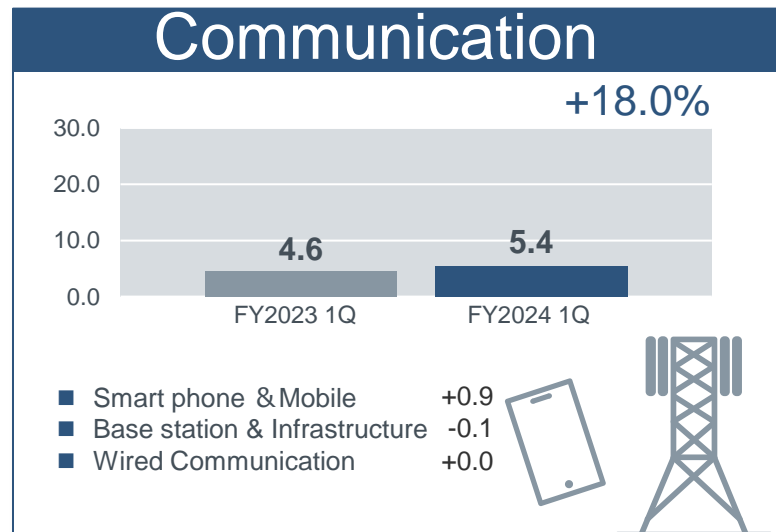
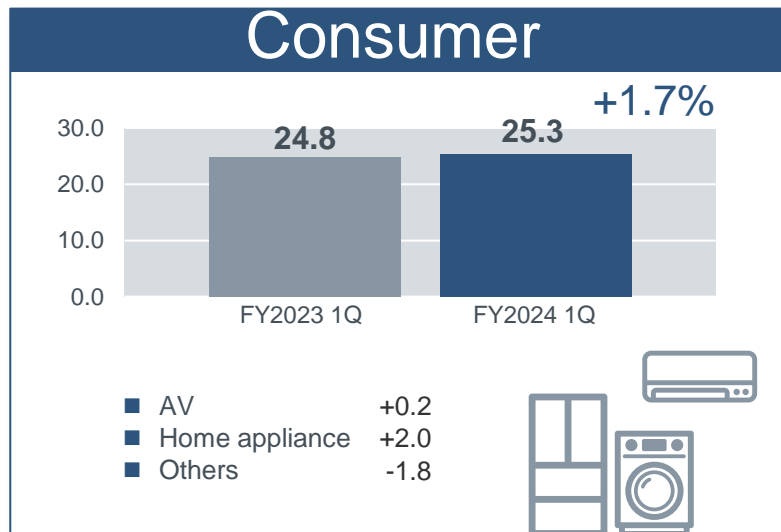
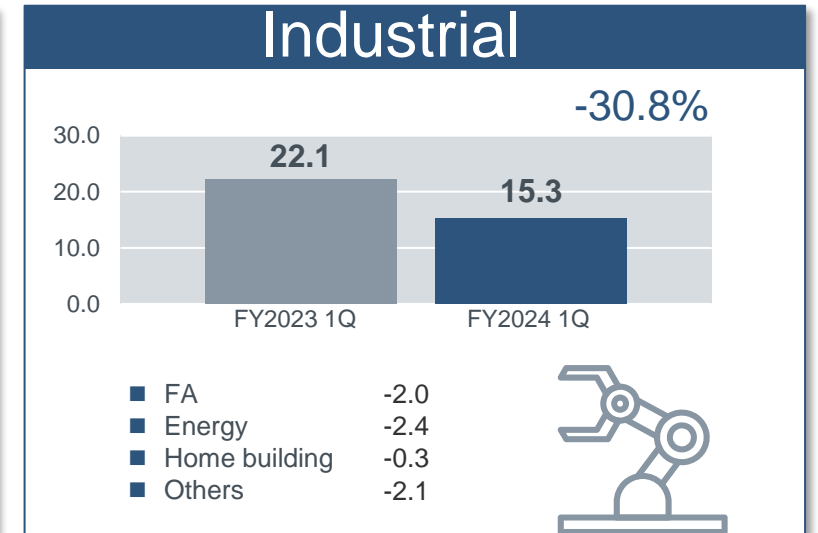
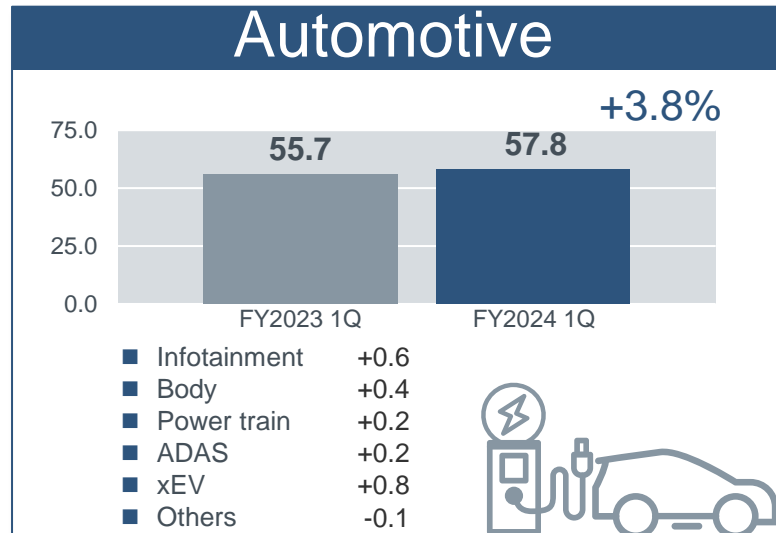
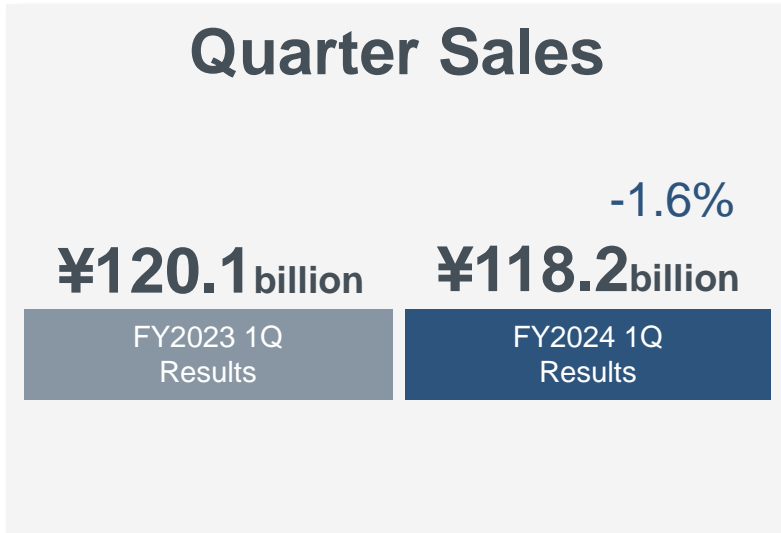
	FY2024 1Q Results	FY2023 1Q Results	Difference in Amount	Difference in %
Net Sales	118.2	120.1	-1.9	-1.6%
Operating Income	1.2	17.6	-16.4	-92.8%
(Ratio)	(1.1%)	(14.7%)	-	-
Ordinary Income	9.2	28.0	-18.8	-67.0%
(Ratio)	(7.8%)	(23.3%)	-	-
Net Income	3.4	20.1	-16.7	-82.8%
(Ratio)	(2.9%)	(16.8%)	-	-
EBITDA	21.0	32.6	-11.6	-35.6%
(Ratio)	(17.8%)	(27.2%)	-	-

Average Rate (¥/US\$) (¥156.53) (¥138.11)

Current Rate (¥/US\$) (¥161.07) (¥144.99)

FY2024 1Q Sales Trend by Market Segments (YoY)

(¥billion)



FY2024 1Q Sales Trend by Customer Nationality (YoY)

Quarter Sales

¥120.1 billion

¥118.2 billion

FY2023 1Q Results

FY2024 1Q Results

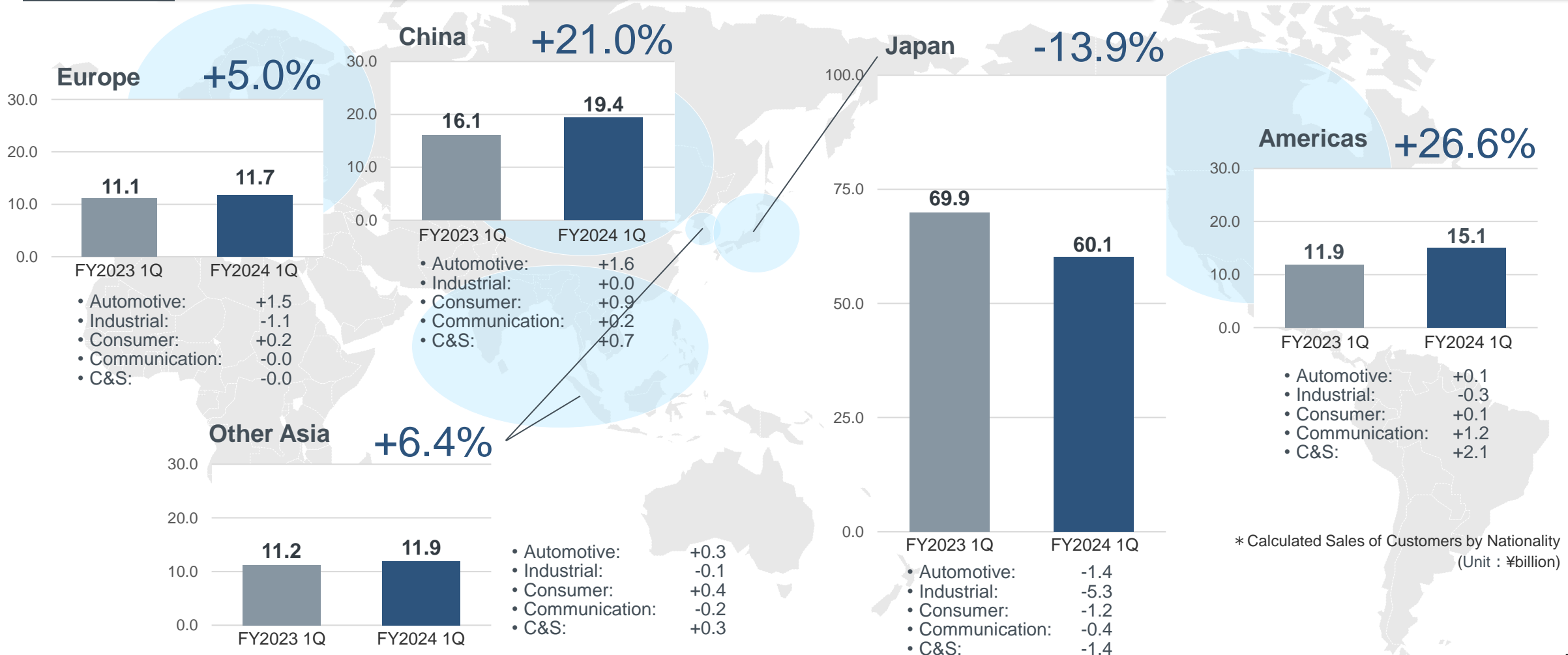
-1.6%

Sales ratio outside Japan

41.9%
FY2023 1Q

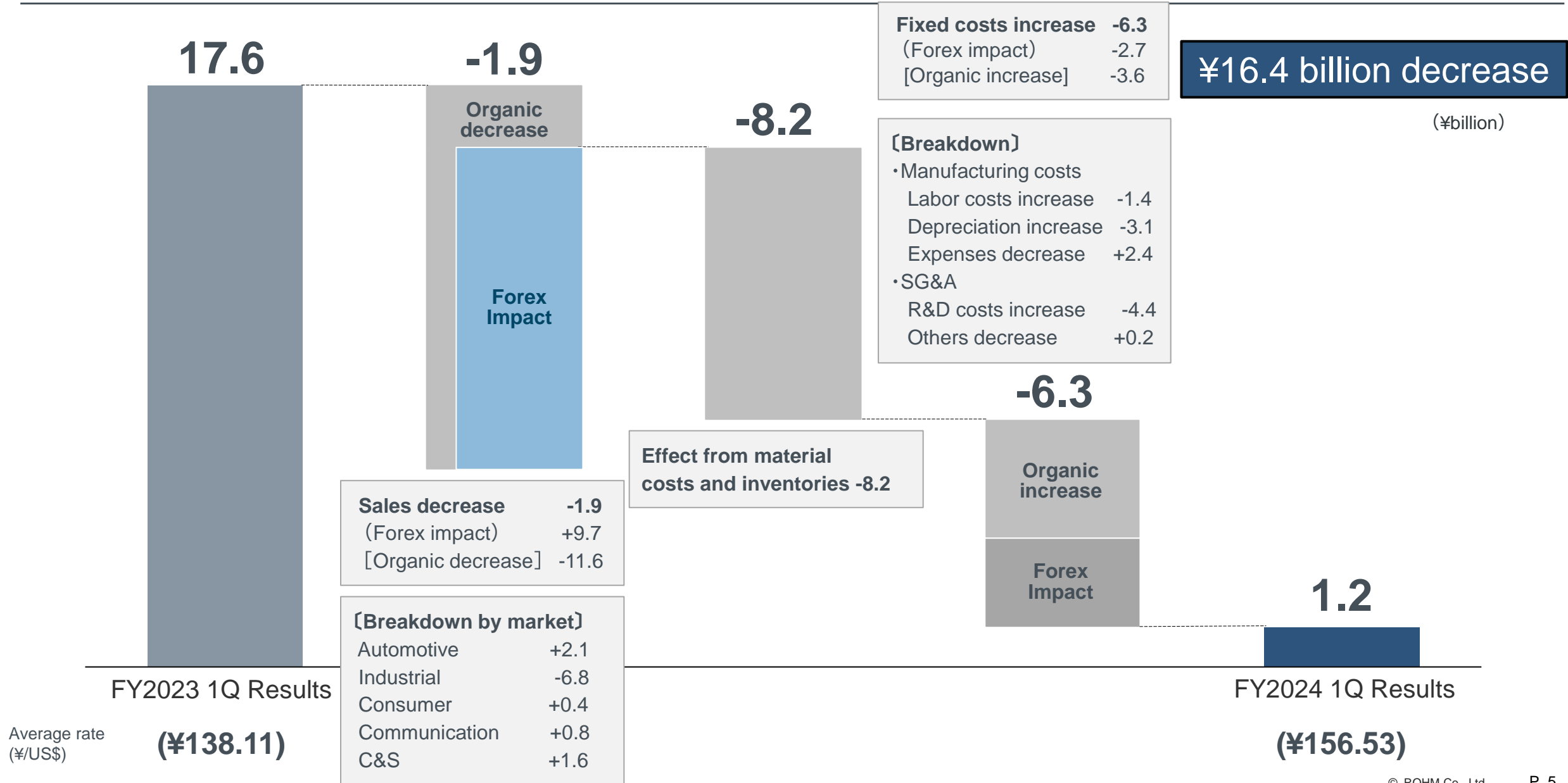
49.1%
FY2024 1Q

1Q YoY



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

FY2024 1Q Changes in Operating Income (YoY)



Financial Results for the 1Q of the FY2024 by Segment (YoY)

(¥billion)

		FY2024 1Q Results	FY2023 1Q Results	Difference in Amount	Difference in %
ICs	Net Sales	53.7	54.1	-0.4	-0.7%
	Operating Income	4.0	7.7	-3.7	-48.5%
	(Ratio)	(7.4%)	(14.4%)	-	-
Discretes	Net Sales	48.9	51.5	-2.6	-5.1%
	Operating Income	-4.9	7.7	-12.6	-163.5%
	(Ratio)	(-10.1%)	(15.1%)	-	-
Modules	Net Sales	8.9	8.0	+0.9	+10.5%
	Operating Income	0.7	0.4	+0.3	+70.9%
	(Ratio)	(8.8%)	(5.7%)	-	-
Others	Net Sales	6.6	6.3	+0.3	+4.4%
	Operating Income	0.7	0.5	+0.2	+25.7%
	(Ratio)	(10.6%)	(8.8%)	-	-

Financial Results for the 1Q of the FY2024 (QoQ)

(¥billion)

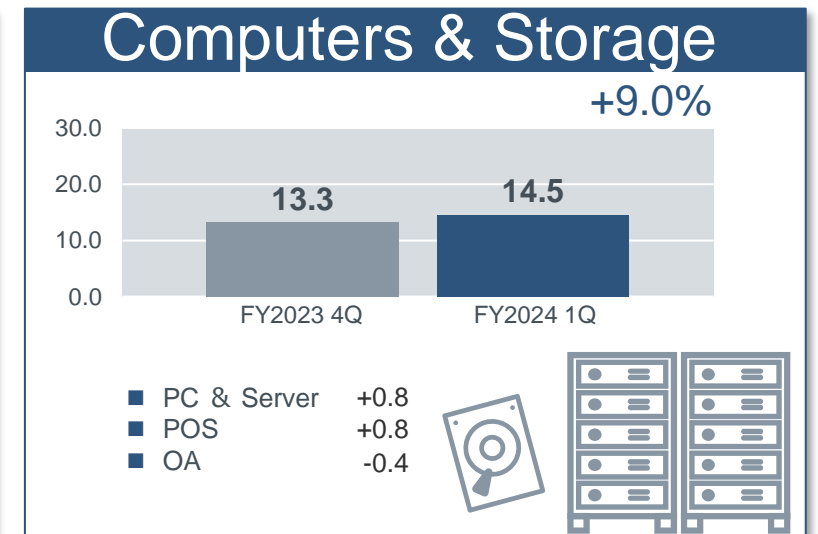
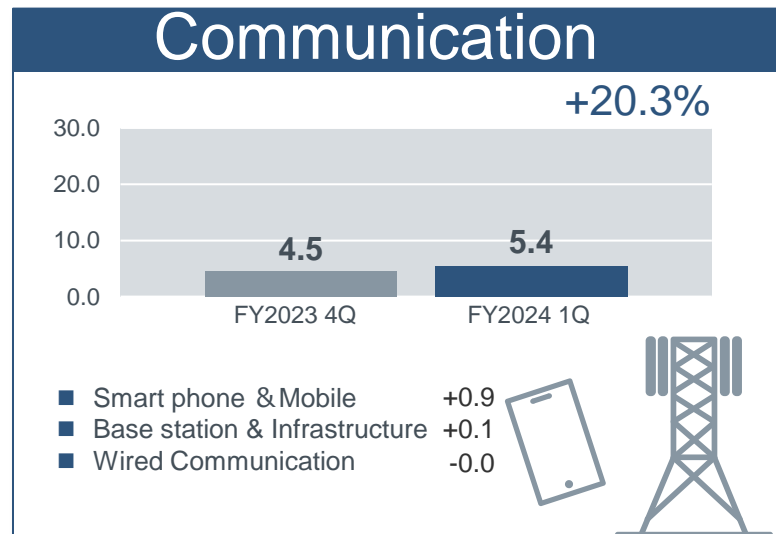
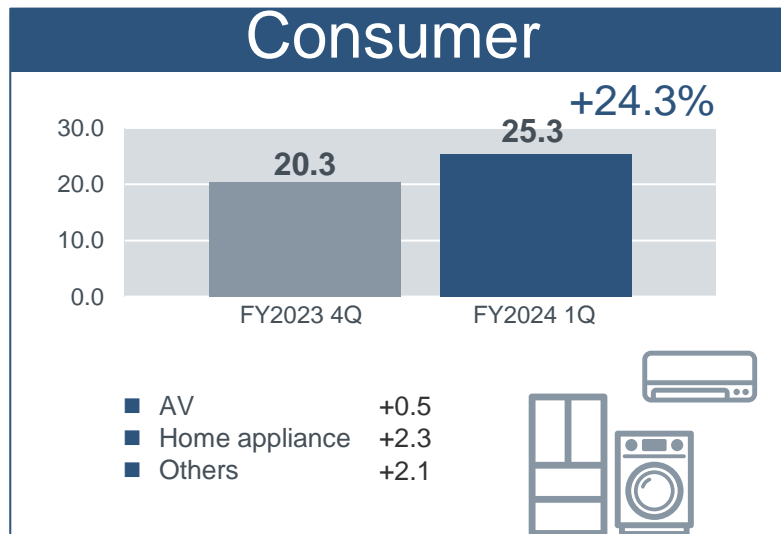
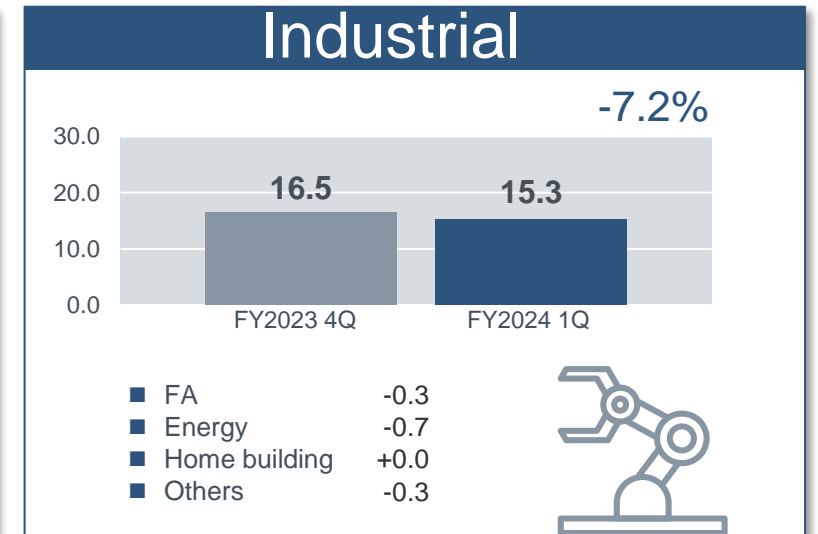
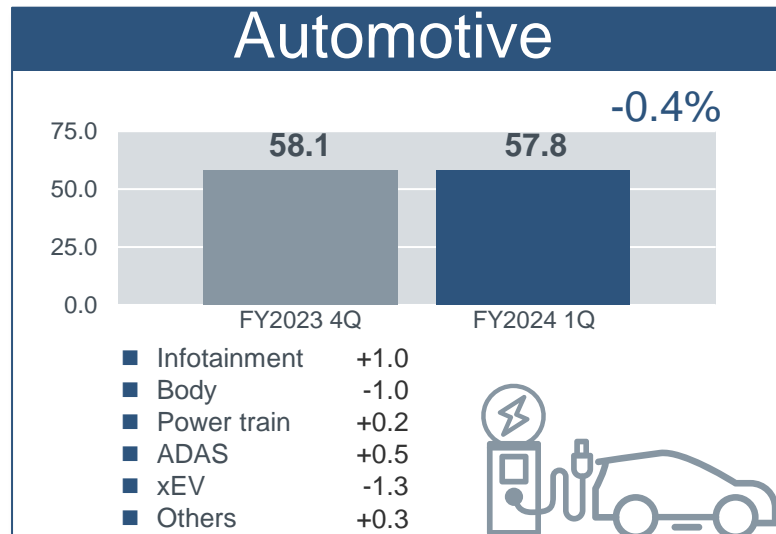
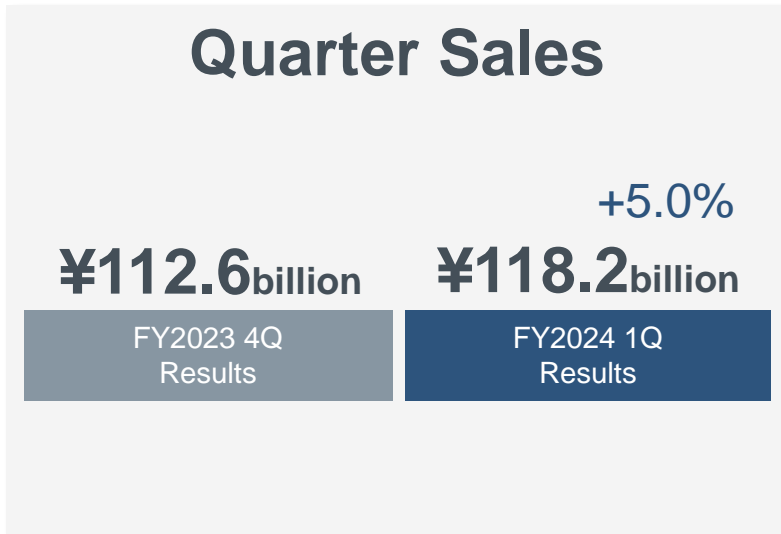
	FY2024 1Q Results	FY2023 4Q Results	Difference in Amount	Difference in %
Net Sales	118.2	112.6	+5.6	+5.0%
Operating Income	1.2	2.6	-1.4	-52.5%
(Ratio)	(1.1%)	(2.4%)	-	-
Ordinary Income	9.2	9.0	+0.2	+1.9%
(Ratio)	(7.8%)	(8.1%)	-	-
Net Income	3.4	8.8	-5.4	-60.9%
(Ratio)	(2.9%)	(7.9%)	-	-
EBITDA	21.0	23.8	-2.8	-11.9%
(Ratio)	(17.8%)	(21.2%)	-	-

Average Rate (¥/US\$) (¥156.53) (¥147.87)

Current Rate (¥/US\$) (¥161.07) (¥151.41)

FY2024 1Q Sales Trend by Market Segments (QoQ)

(¥billion)



FY2024 1Q Sales Trend by Customer Nationality (QoQ)

Quarter Sales

¥112.6billion

¥118.2billion

FY2023 4Q Results

FY2024 1Q Results

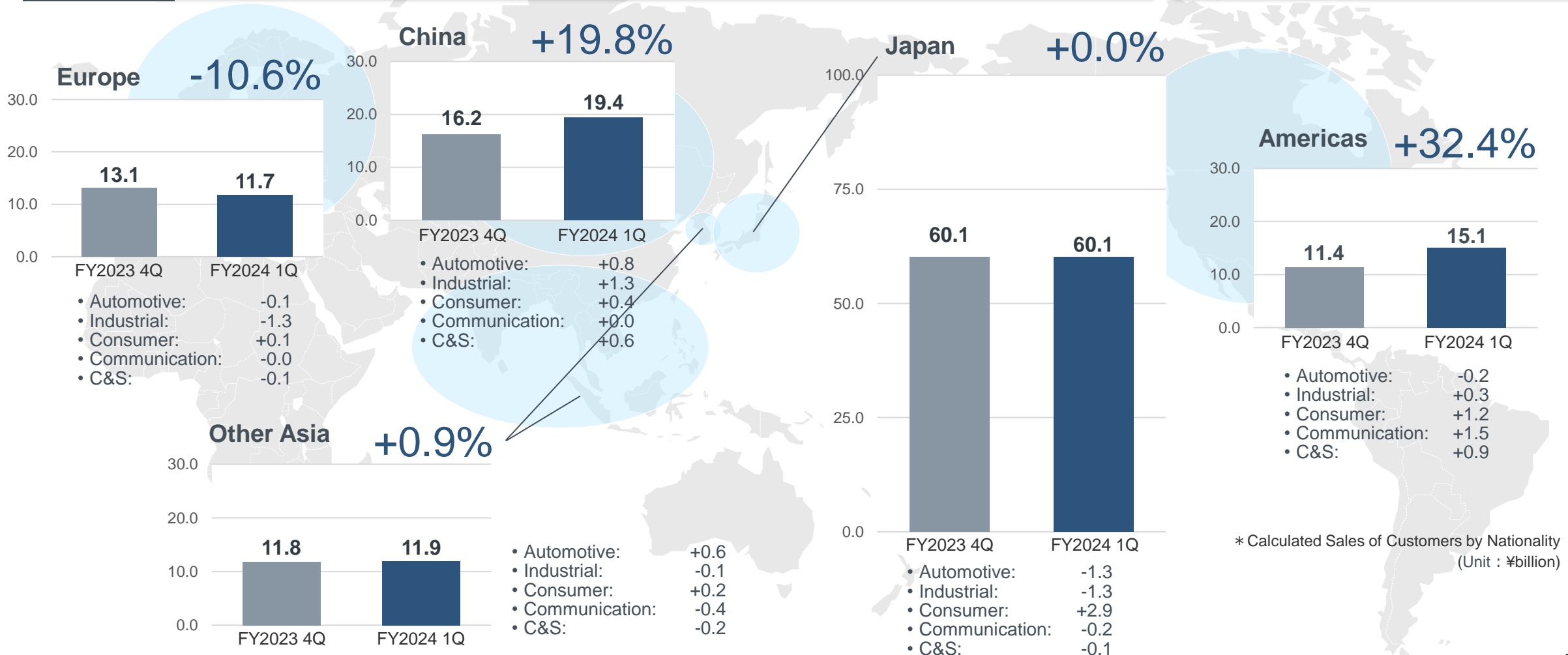
+5.0%

Sales ratio outside Japan

46.6%
FY2023 4Q

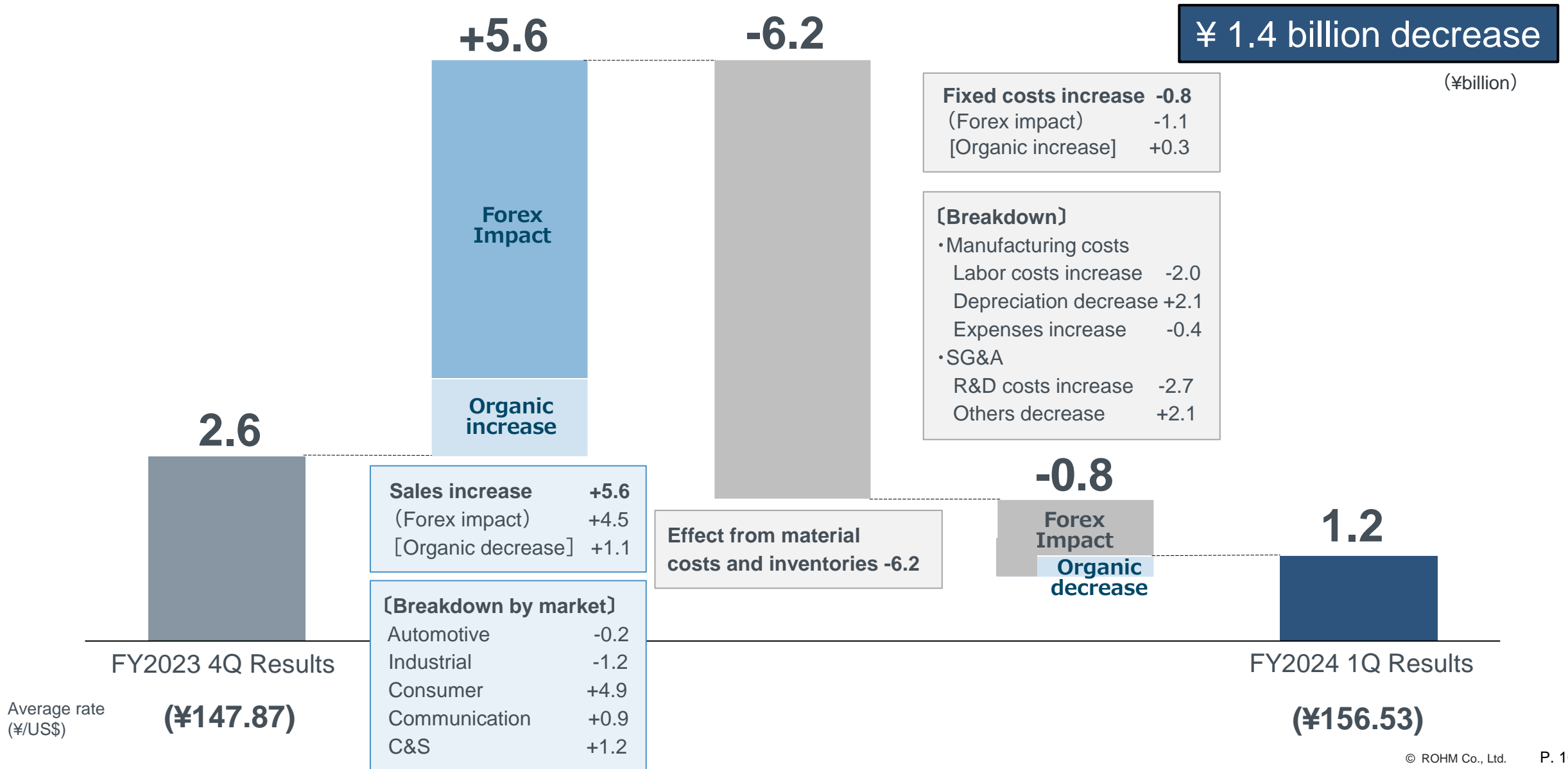
49.1%
FY2024 1Q

1Q QoQ



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

FY2024 1Q Changes in Operating Income (QoQ)



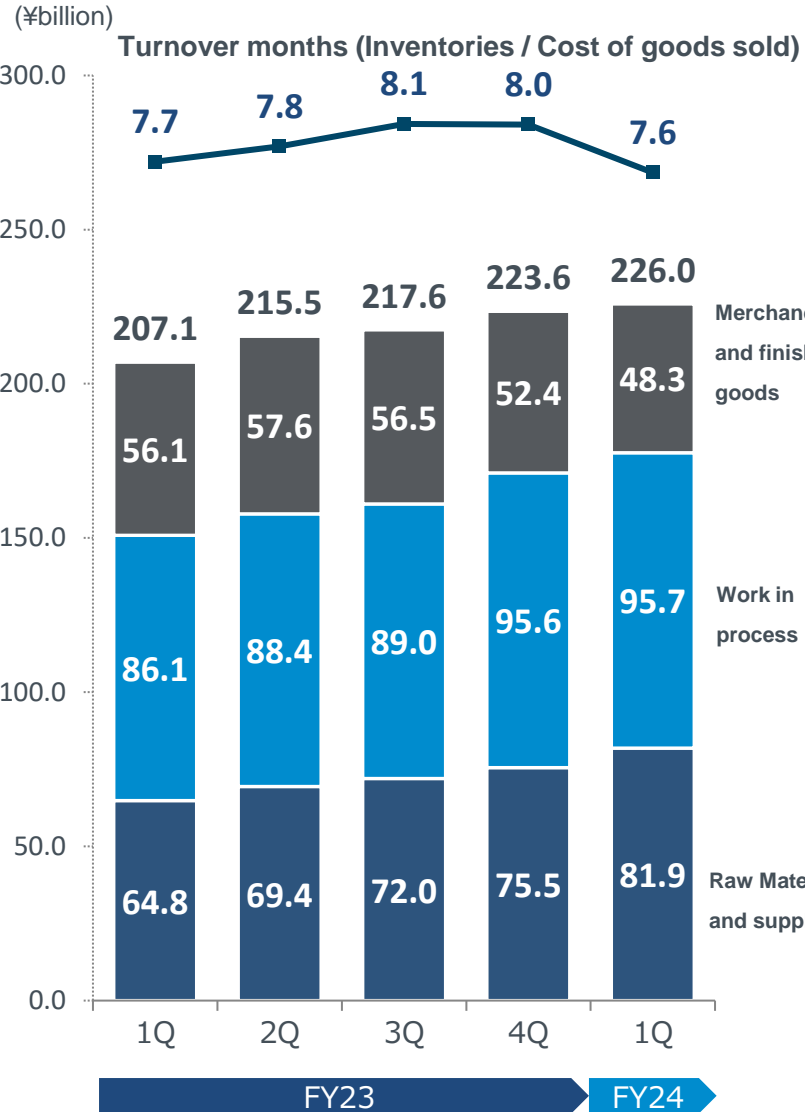
Financial Results for the 1Q of the FY2024 by Segment (QoQ)

(¥billion)

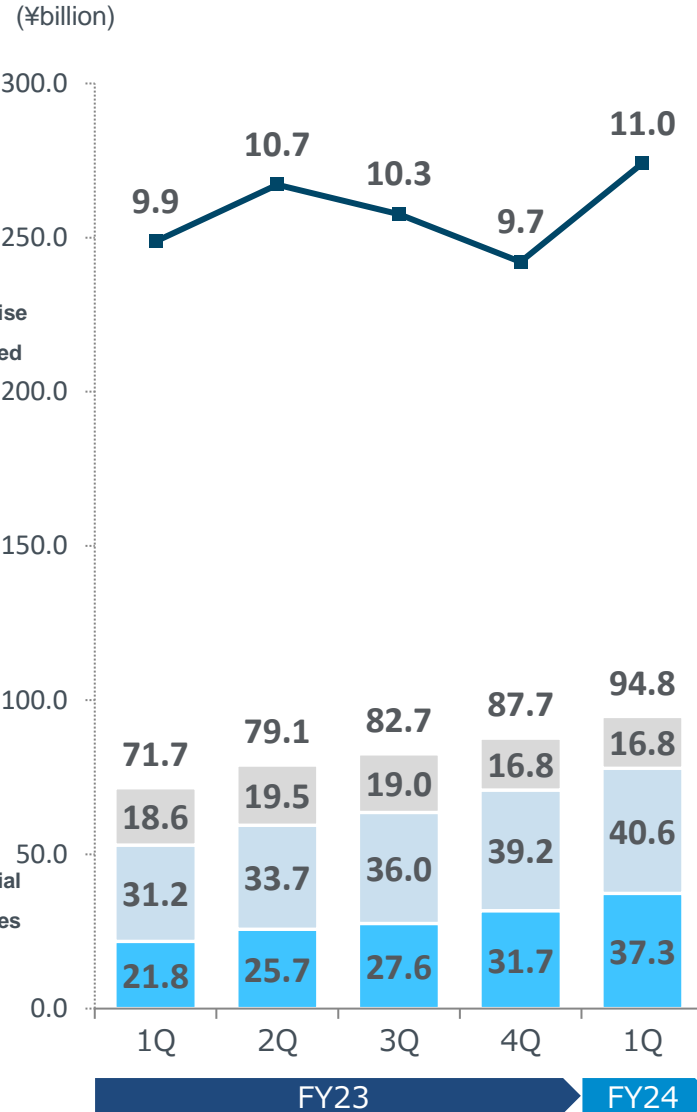
		FY2024 1Q Results	FY2023 4Q Results	Difference in Amount	Difference in %
ICs	Net Sales	53.7	48.6	+5.1	+10.4%
	Operating Income	4.0	3.4	+0.6	+17.4%
	(Ratio)	(7.4%)	(7.0%)	-	-
Discretes	Net Sales	48.9	50.3	-1.4	-2.7%
	Operating Income	-4.9	-1.5	-3.4	-
	(Ratio)	(-10.1%)	(-3.1%)	-	-
Modules	Net Sales	8.9	7.3	+1.6	+21.9%
	Operating Income	0.7	-0.0	+0.7	-
	(Ratio)	(8.8%)	(-1.2%)	-	-
Others	Net Sales	6.6	6.3	+0.3	+5.0%
	Operating Income	0.7	0.4	+0.3	+48.0%
	(Ratio)	(10.6%)	(7.5%)	-	-

Inventories (Amount)

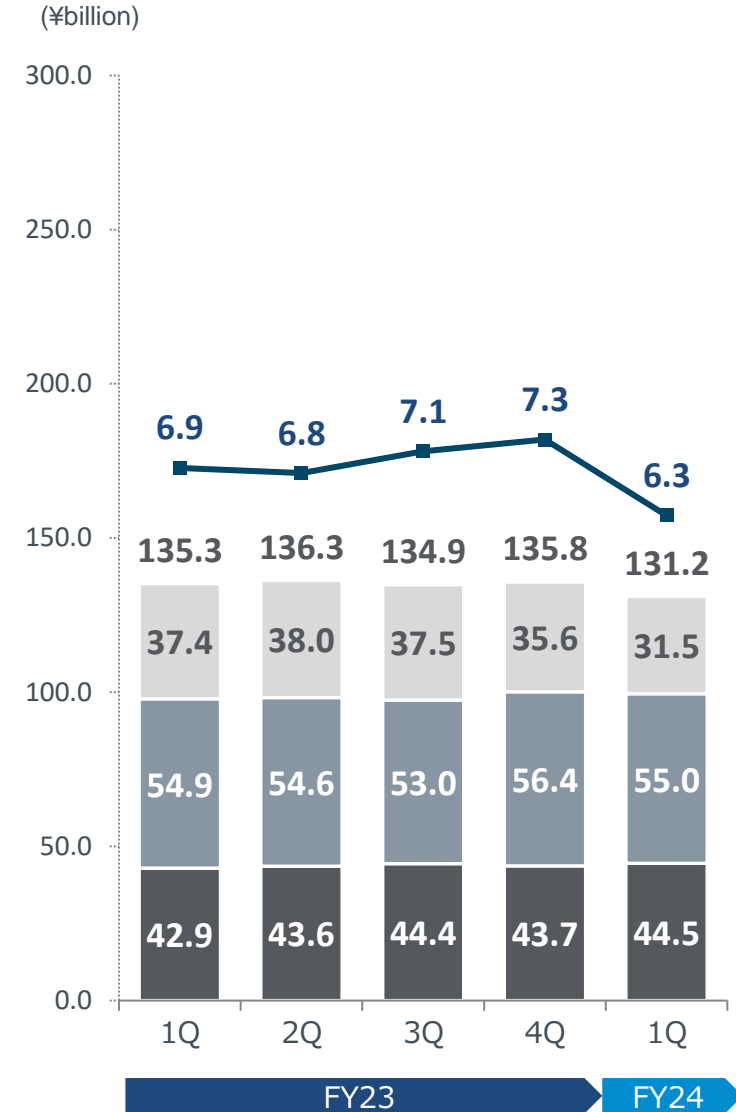
Consolidated Total



Power Devices



Non-Power Devices



Qualitative Information Regarding Consolidated Financial Results Forecast

【Reference】 Plan announced on May 8, 2024

(¥billion)

	FY2024 Plan	FY2023 Results	Difference in Amount	Difference in %
Net Sales	480.0	467.7	+12.3	+2.6%
Operating Profit	14.0	43.3	-29.3	-67.7%
(Ratio)	(2.9%)	(9.3%)	-	-
Ordinary Profit	18.0	69.2	-51.2	-74.0%
(Ratio)	(3.8%)	(14.8%)	-	-
Net Profit	14.0	53.9	-39.9	-74.1%
(Ratio)	(2.9%)	(11.5%)	-	-
EBITDA	106.7	115.3	-8.6	-7.5%
(Ratio)	(22.2%)	(24.7%)	-	-

Average Rate (¥/US\$) (¥145.49) (¥144.40)

Current Rate (¥/US\$) (¥145.00) (¥151.41)

Question	Answer
What were the monthly sales figures for 1Q?	April: ¥40.4 billion, May: ¥39.3 billion, June: ¥37.8 billion. The foreign exchange rate adjustments resulted in an increase of ¥0.8 billion.
What is the utilization status? What are future inventory levels?	For products other than SiC power devices, we are adjusting production by reducing operation and are working to optimize inventory levels. Product and work-in-process inventories are being steadily reduced. We plan to reduce inventories to an appropriate level in the first half of the fiscal year and increase capacity utilization in the second half of the fiscal year and thereafter as demand recovers.
How did 1Q sales and profit compare to plan?	Sales exceeded plans for all markets, with an overall increase of approximately 10%, due in part to a weaker than expected yen. As for profit, the upside was limited due to impact on costs from inventory fluctuations despite higher sales and shortfall of SGA.
What is the reason for the loss of profit in the discretess division?	This is due to an increase in depreciation resulting from ongoing investments to increase production capacity of SiC power devices, as well as an increase in R&D expenses for the development of 8-inch lines.
What are current demand trends? What is the outlook for each market in 2Q and beyond?	Despite the steady performance in 1Q, there are no signs of a full-fledged recovery, and the current demand trend continues to be severe. From 2Q onward, there is a strong sense of uncertainty as to whether recovery for each market will proceed as expected.
What was the status of the SiC business in 1Q?	Sales for the industrial equipment market has been sluggish due to the impact of the market, and although there have recently been some adjustments in the Chinese EV market, the business overall has been performing well against our expectations. FY24 annual sales of the SiC business is expected to be ¥60.0 billion.
What is the outlook for full-year results?	Although the business was favorable in 1Q, there is a strong sense of uncertainty from 2Q onward, and we will need to closely monitor market trends. We will revise our earnings forecasts when we deem it necessary to make changes to our previously announced forecasts.

Question	Answer
What is the exchange rate sensitivity?	The weakening of the yen against the U.S. dollar has a positive effect on business performance. A ¥1 change will result in a ¥2.1 billion change in net sales and a ¥0.8 billion change in operating income on an annual basis.
What is the progress on the collaboration with Toshiba?	Discussions toward a business alliance have started as planned. We will promptly disclose any decisions and other information that needs to be disclosed.

- [2024-05-22 ROHM and Nanjing SemiDrive Technology jointly Develop a Reference Design: Utilizing PMICs and SerDes ICs for SoC](#)
- [2024-06-06 ROHM's New Shunt Resistors Contribute to Greater Miniaturization in Automotive, Consumer, and Industrial Equipment Applications](#)
- [2024-06-11 ROHM's New TRCDRIVE pack™ with 2-in-1 SiC Molded Module: Significantly Reduces the Size of xEV Inverters](#)
- [2024-06-26 ROHM Develops a Novel VCSELED™ Infrared Light Source that Combines Features of VCSELs and LEDs](#)
- [2024-07-10 ROHM Offers LogiCoA™: the Industry's First Analog-Digital Fusion Control Power Supply Solution](#)
- [2024-08-01 ROHM Develops the Industry's Smallest* CMOS Op Amp Optimized for Smartphones and Compact IoT Devices](#)



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