



Electronics for the Future

Supplementary Materials for Financial Results

Financial Results for the FY2024 3Q

As of February 3, 2025

Rohm Co., Ltd.

Public & Investor Relations Div.

Financial Results for the 3Q of the FY2024 (YoY)

(¥billion)

	FY2024 3Q Results	FY2023 3Q Results	Difference in Amount	Difference in %
Net Sales	112.6	115.8	-3.2	-2.8%
Operating Income	-10.1	10.8	-20.9	-
(Ratio)	(-9.0%)	(9.3%)	-	-
Ordinary Income	0.4	10.0	-9.6	-95.5%
(Ratio)	(0.4%)	(8.7%)	-	-
Net Income	-1.8	7.7	-9.5	-
(Ratio)	(-1.6%)	(6.7%)	-	-
EBITDA	11.0	30.2	-19.2	-63.3%
(Ratio)	(9.9%)	(26.1%)	-	-

Average Rate (¥/US\$) (¥151.32) (¥147.00)

Current Rate (¥/US\$) (¥158.18) (¥141.83)

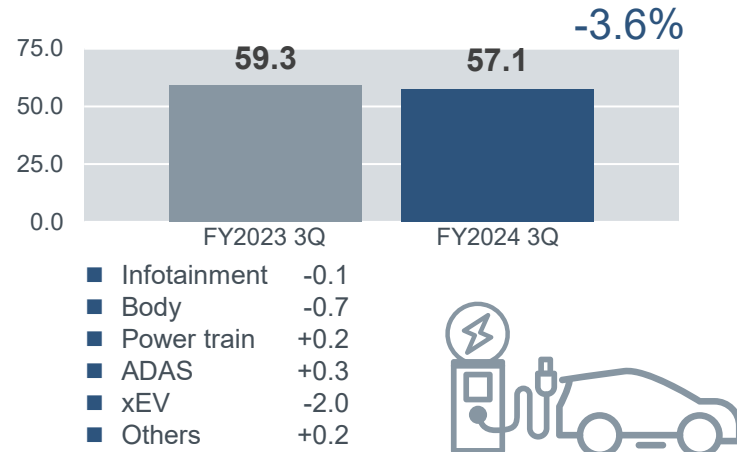
FY2024 3Q Sales Trend by Market Segments (YoY)

(¥billion)

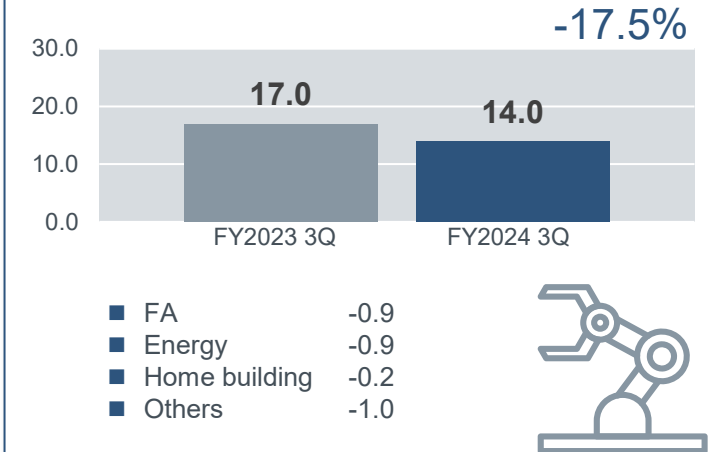
Quarter Sales



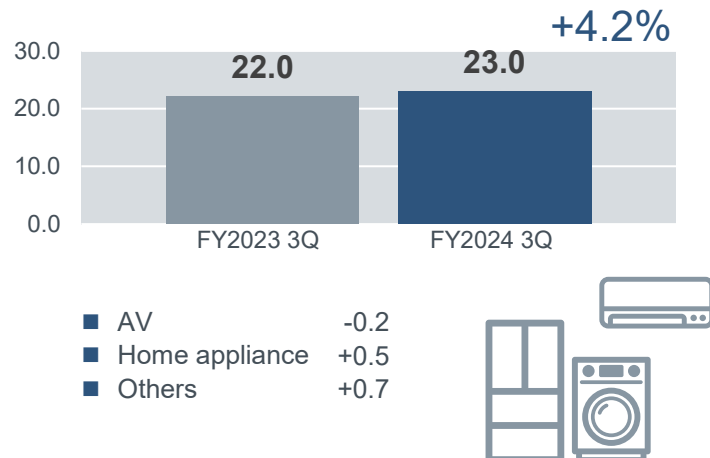
Automotive



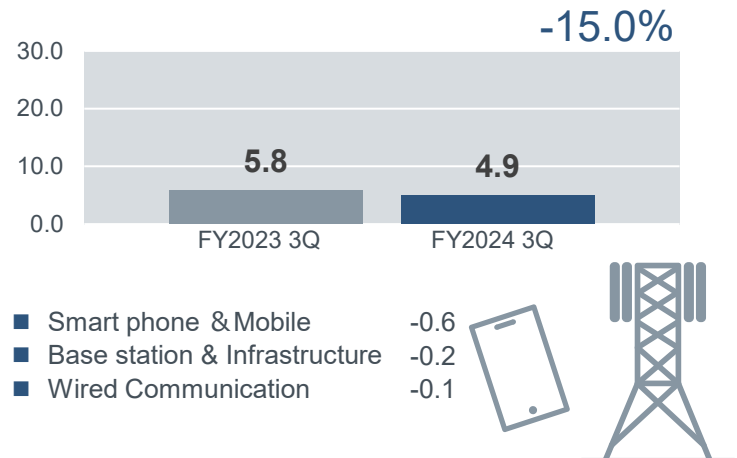
Industrial



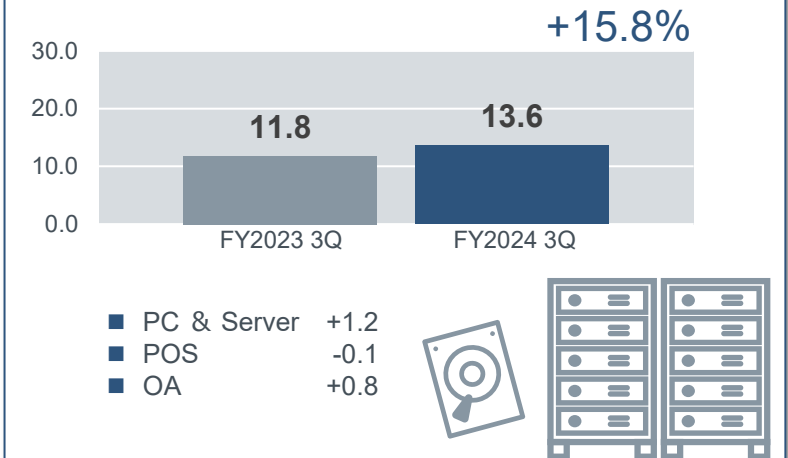
Consumer



Communication



Computers & Storage



FY2024 3Q Sales Trend by Customer Nationality (YoY)

Quarter Sales

¥115.8billion

FY2023 3Q Results

¥112.6billion

FY2024 3Q Results

-2.8%

3Q YoY

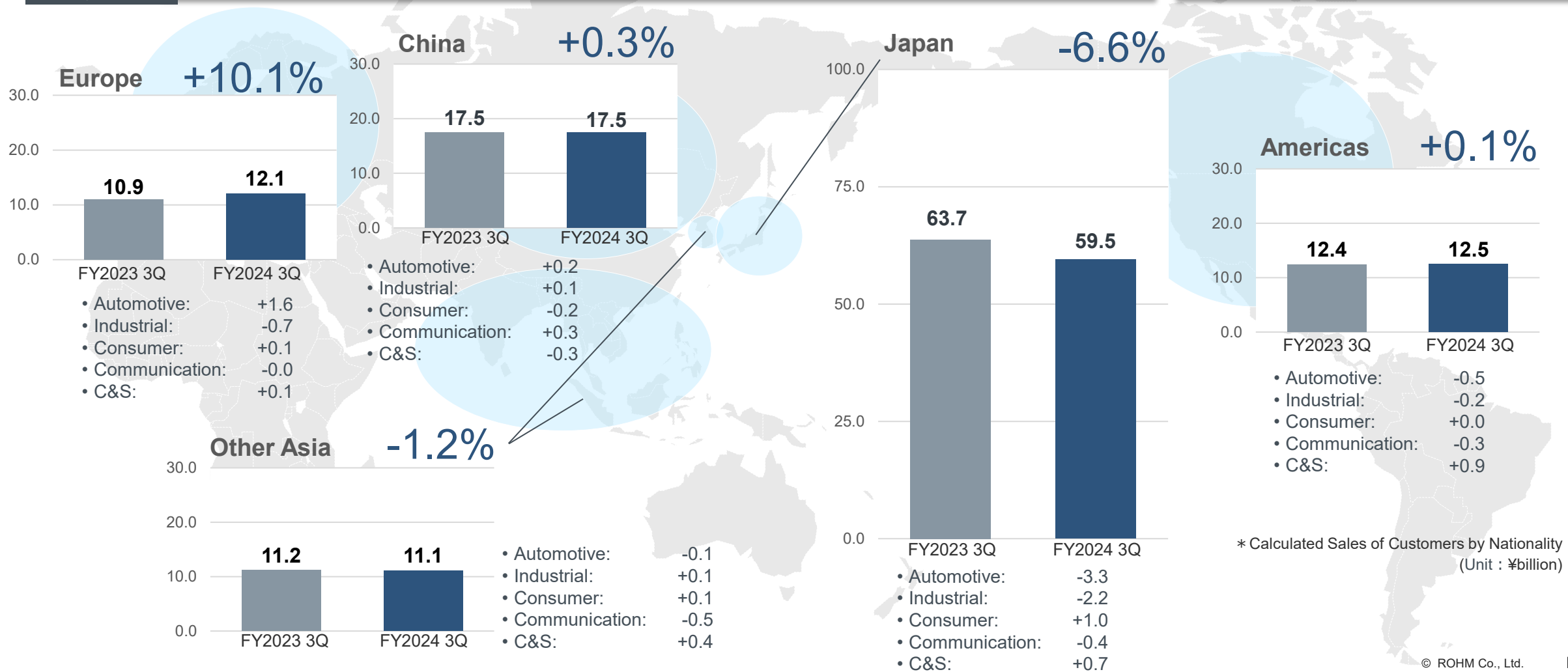
Sales ratio outside Japan

45.0%

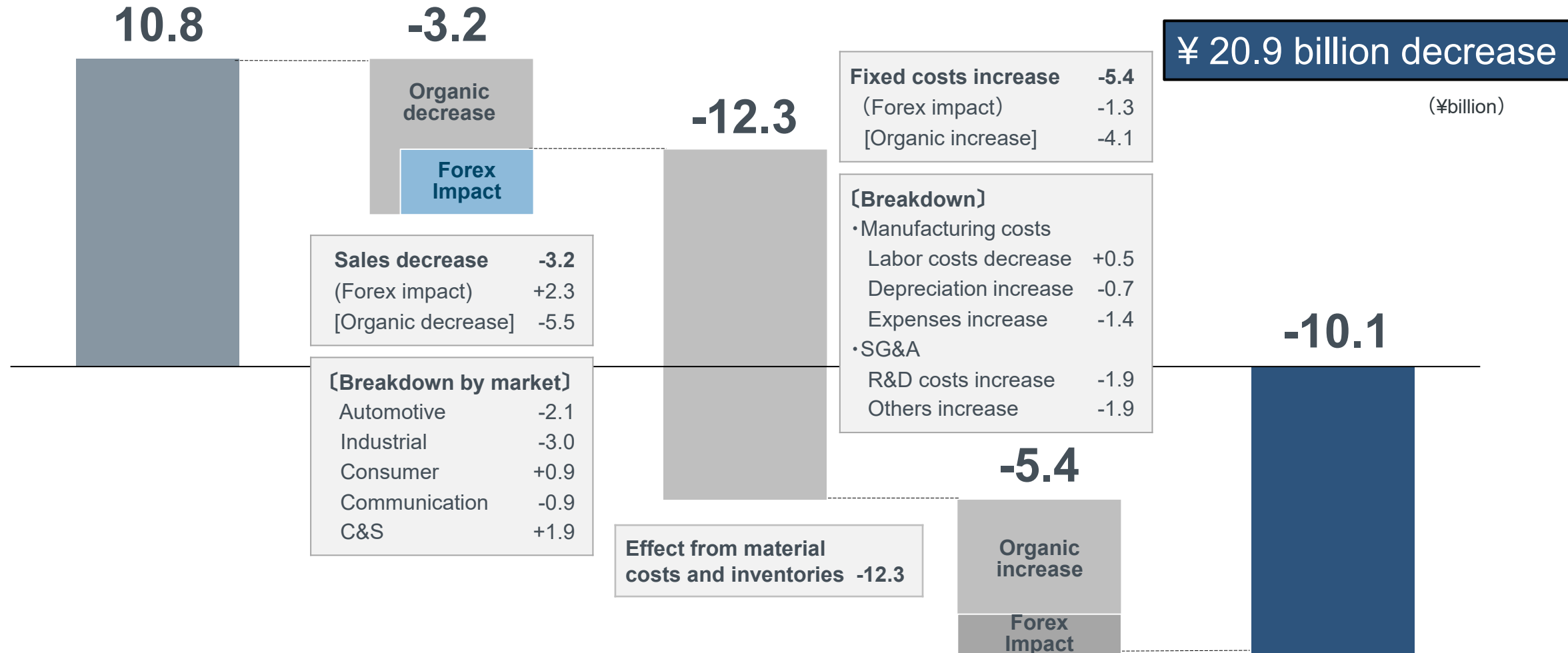
FY2023 3Q

47.2%

FY2024 3Q



FY2024 3Q Changes in Operating Income (YoY)



FY2023 3Q Results

FY2024 3Q Results

Average rate
(¥/US\$)

(¥147.00)

(¥151.32)

Financial Results for the 3Q of the FY2024 by Segment (YoY)

(¥billion)

		FY2024 3Q Results	FY2023 3Q Results	Difference in Amount	Difference in %
ICs	Net Sales	51.6	51.1	+0.5	+0.9%
	Operating Income	-1.5	5.6	-7.1	-
	(Ratio)	(-3.0%)	(11.0%)	-	-
Discretes	Net Sales	46.8	49.5	-2.7	-5.5%
	Operating Income	-10.0	1.5	-11.5	-
	(Ratio)	(-21.5%)	(3.1%)	-	-
Modules	Net Sales	7.9	8.6	-0.7	-8.3%
	Operating Income	0.5	0.1	+0.4	+253.4%
	(Ratio)	(7.1%)	(1.8%)	-	-
Others	Net Sales	6.1	6.3	-0.2	-3.6%
	Operating Income	0.3	0.4	-0.1	-16.7%
	(Ratio)	(5.9%)	(6.8%)	-	-

Financial Results for the 3Q of the FY2024 (QoQ)

(¥billion)

	FY2024 3Q Results	FY2024 2Q Results	Difference in Amount	Difference in %
Net Sales	112.6	113.7	-1.1	-1.0%
Operating Income	-10.1	-2.2	-7.9	-
(Ratio)	(-9.0%)	(-2.0%)	-	-
Ordinary Income	0.4	-9.3	+9.7	-
(Ratio)	(0.4%)	(-8.2%)	-	-
Net Income	-1.8	-1.3	-0.5	-
(Ratio)	(-1.6%)	(-1.2%)	-	-
EBITDA	11.0	18.3	-7.3	-39.4%
(Ratio)	(9.9%)	(16.1%)	-	-

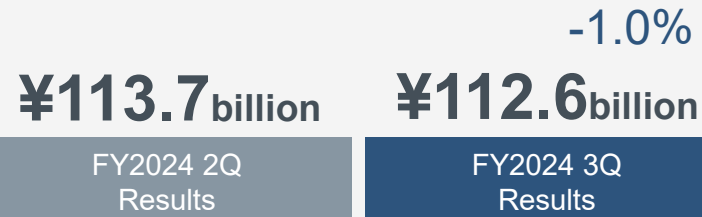
Average Rate (¥/US\$) (¥151.32) (¥150.26)

Current Rate (¥/US\$) (¥158.18) (¥142.73)

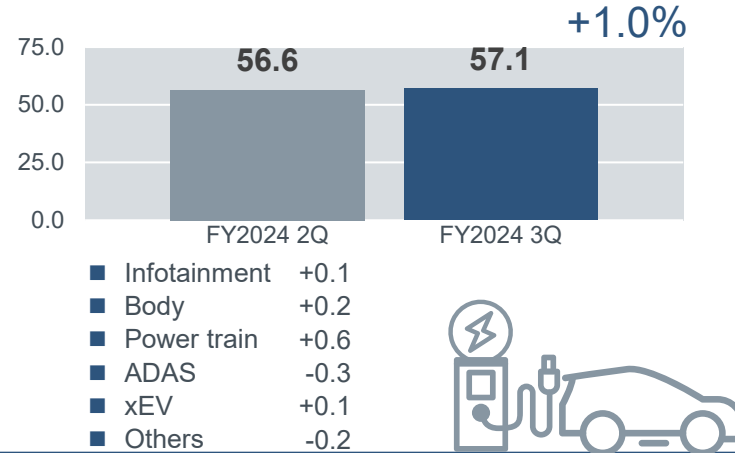
FY2024 3Q Sales Trend by Market Segments (QoQ)

(¥billion)

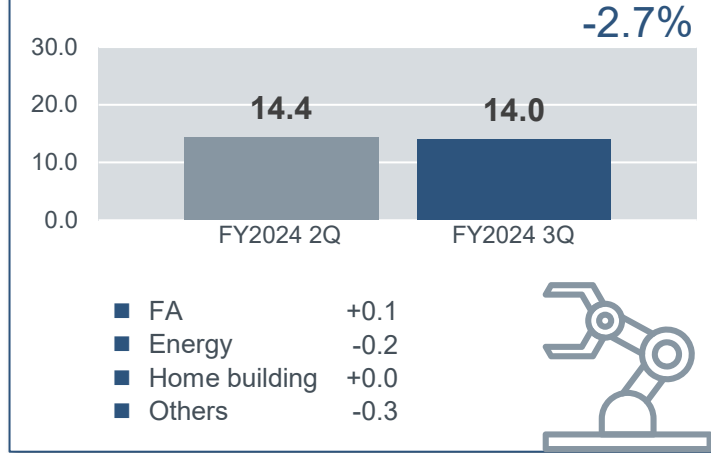
Quarter Sales



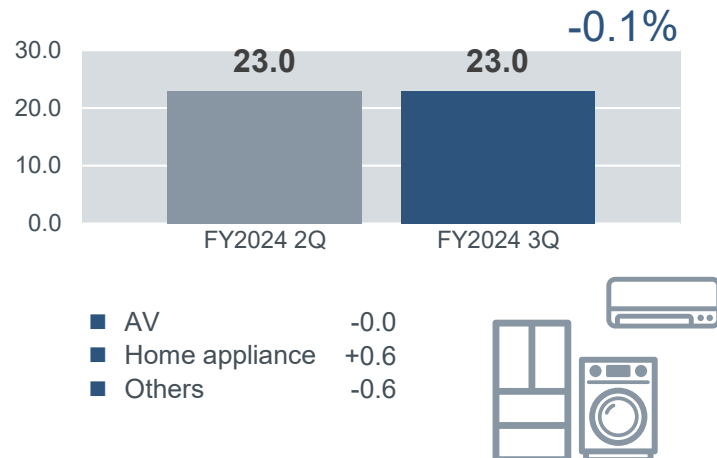
Automotive



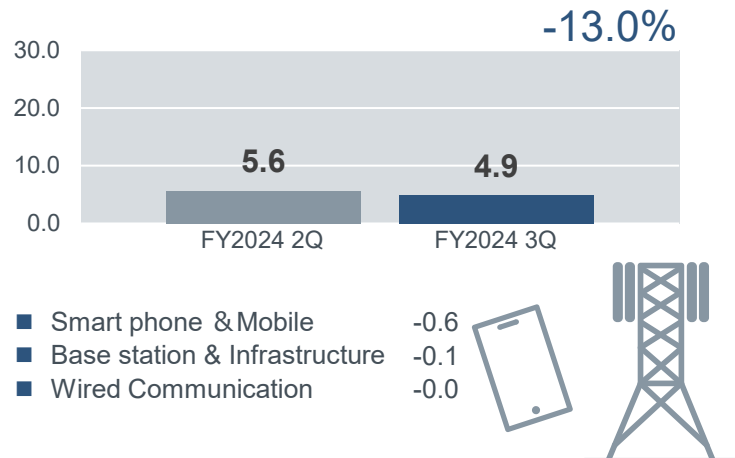
Industrial



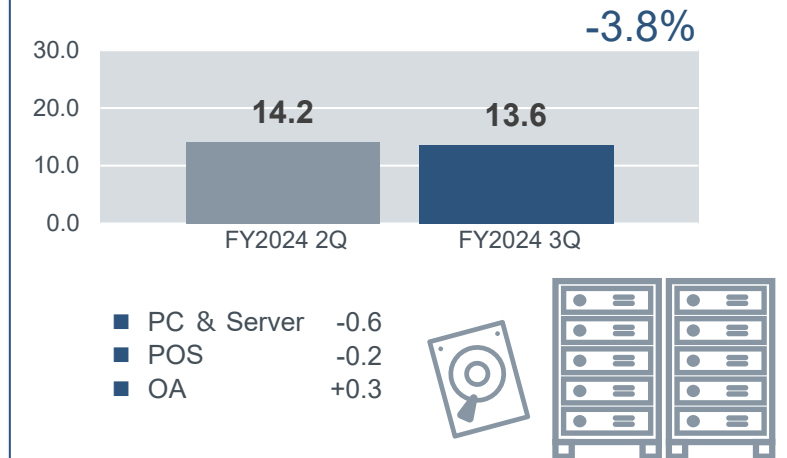
Consumer



Communication



Computers & Storage



FY2024 3Q Sales Trend by Customer Nationality (QoQ)

Quarter Sales

¥113.7billion

¥112.6billion

3Q QoQ

FY2024 2Q Results

FY2024 3Q Results

-1.0%

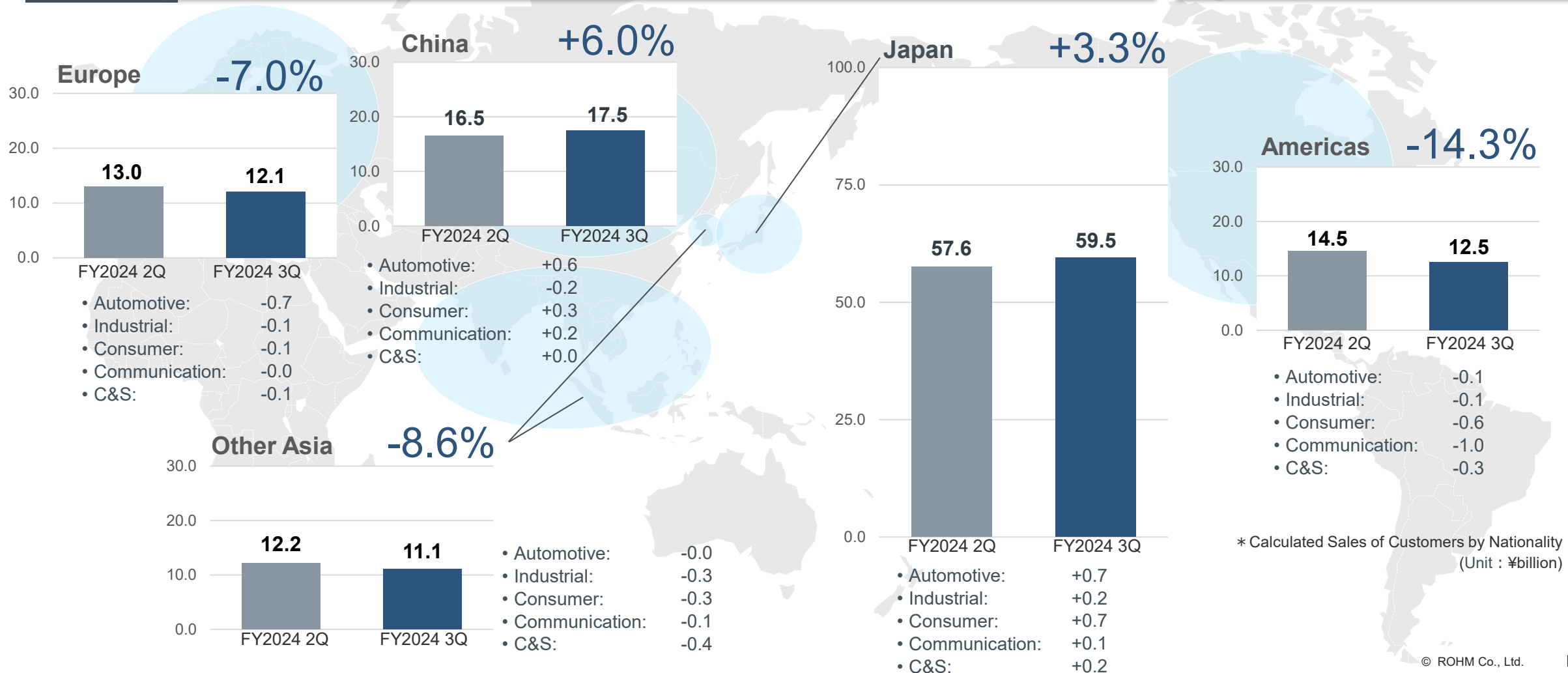
Sales ratio outside Japan

49.4%

FY2024 2Q

47.2%

FY2024 3Q



FY2024 3Q Changes in Operating Income (QoQ)

¥ 7.9 billion decrease

(¥billion)

-2.2

-1.1

Organic decrease
Forex Impact

-6.9

Sales decrease -1.1
(Forex impact) +0.5
[Organic decrease] -1.6

〔Breakdown by market〕

Automotive	+0.6
Industrial	-0.4
Consumer	-0.0
Communication	-0.7
C&S	-0.5

Effect from material costs and inventories -6.9

Fixed costs decrease +0.1
(Forex impact) -0.4
[Organic decrease] +0.5

〔Breakdown〕

- Manufacturing costs
 - Labor costs decrease +1.3
 - Depreciation increase -0.6
 - Expenses increase -1.9
- SG&A
 - R&D costs decrease +1.4
 - Others increase -0.2

+0.1
Forex Impact

Organic decrease

-10.1

FY2024 2Q Results

(¥150.26)

FY2024 3Q Results

(¥151.32)

Average rate
(¥/US\$)

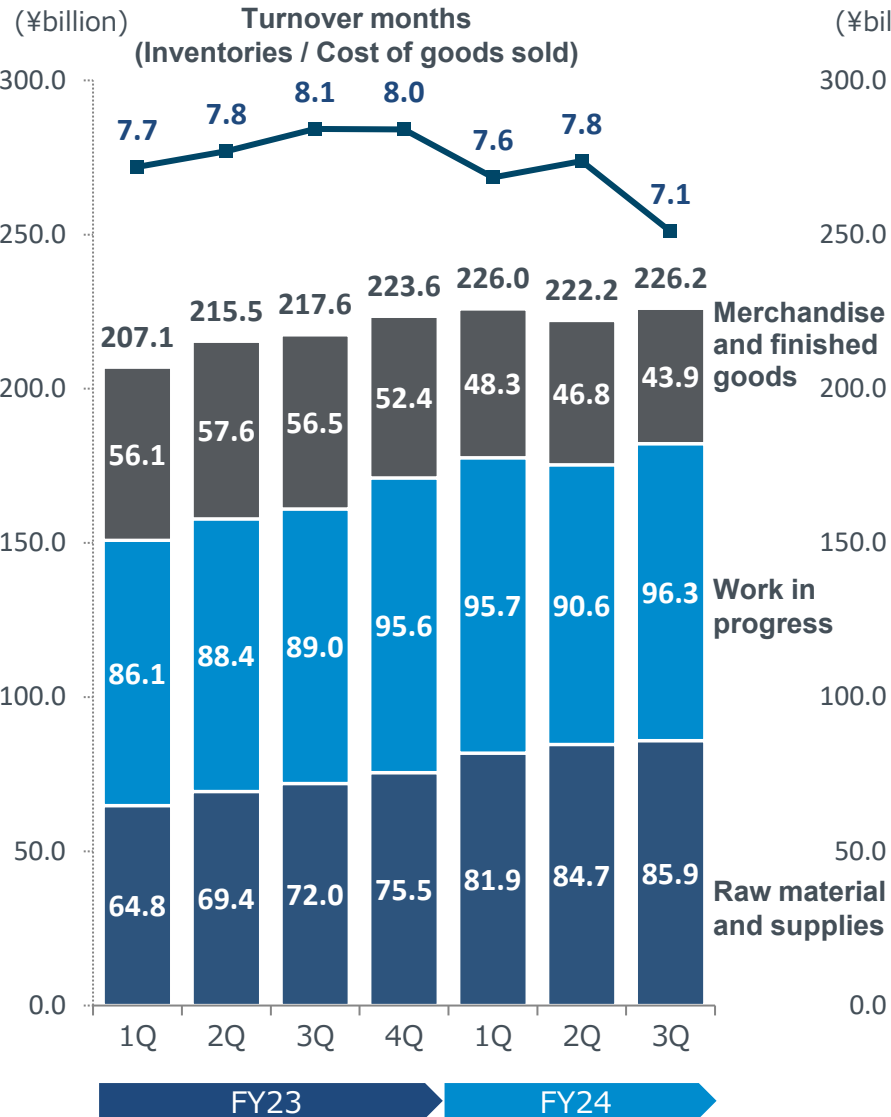
Financial Results for the 3Q of the FY2024 by Segment (QoQ)

(¥billion)

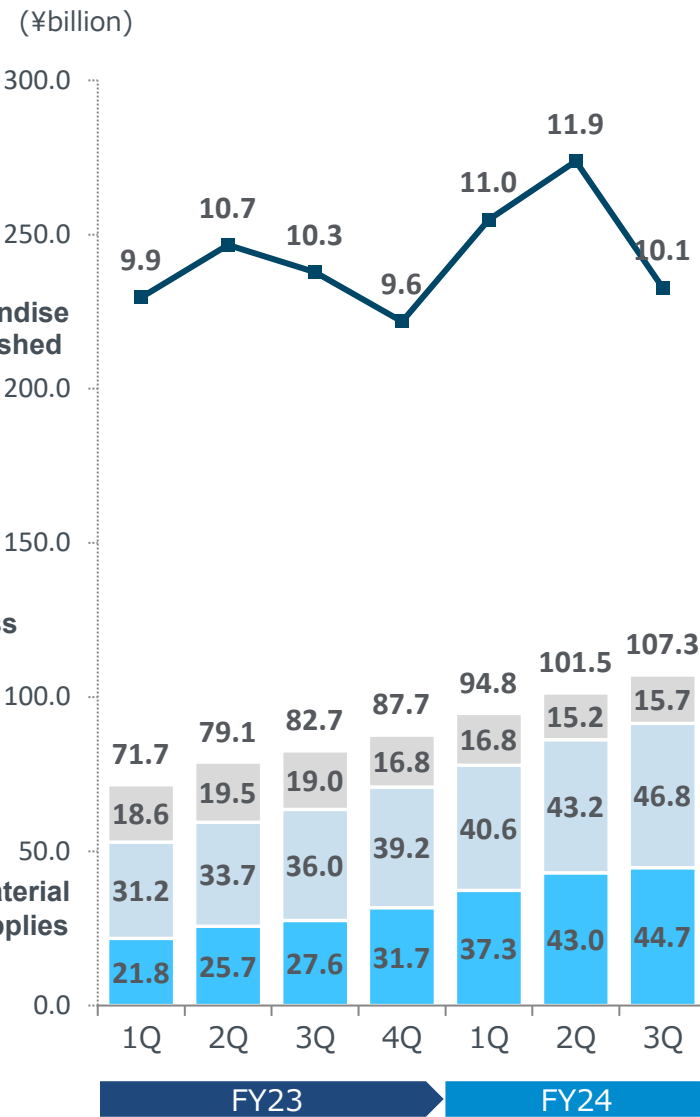
		FY2024 3Q Results	FY2024 2Q Results	Difference in Amount	Difference in %
ICs	Net Sales	51.6	50.4	+1.2	+2.3%
	Operating Income	-1.5	1.5	-3.0	-
	(Ratio)	(-3.0%)	(3.0%)	-	-
Discretes	Net Sales	46.8	48.3	-1.5	-3.0%
	Operating Income	-10.0	-5.4	-4.6	-
	(Ratio)	(-21.5%)	(-11.3%)	-	-
Modules	Net Sales	7.9	8.7	-0.8	-9.9%
	Operating Income	0.5	1.3	-0.8	-58.8%
	(Ratio)	(7.1%)	(15.5%)	-	-
Others	Net Sales	6.1	6.1	+0.0	+0.2%
	Operating Income	0.3	0.8	-0.5	-56.2%
	(Ratio)	(5.9%)	(13.4%)	-	-

Inventories (Amount)

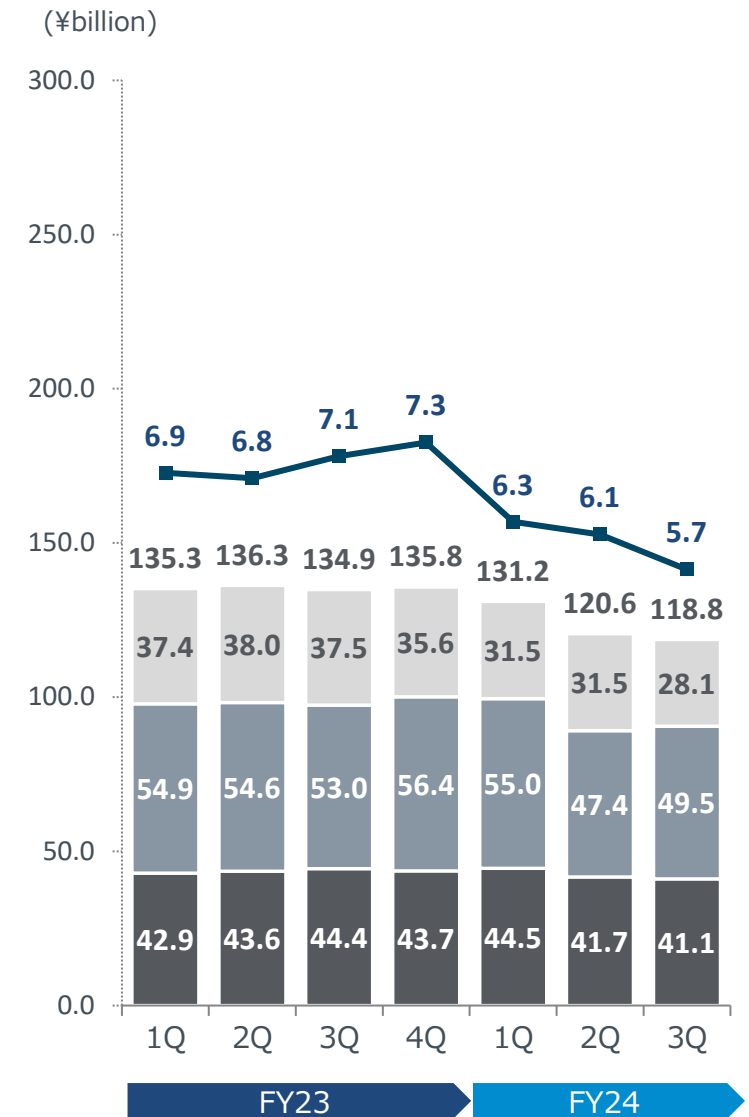
Consolidated Total



Power Devices



Non-Power Devices



Qualitative Information Regarding Consolidated Financial Results Forecast

【Reference】 Plan announced on November 8, 2024

(¥billion)

	FY2024 Revised Plan	FY2023 Results	Difference in Amount	Difference in %
Net Sales	450.0	467.7	-17.7	-3.8%
Operating Profit	-15.0	43.3	-58.3	-
(Ratio)	(-3.3%)	(9.3%)	-	-
Ordinary Profit	-10.0	69.2	-79.2	-
(Ratio)	(-2.2%)	(14.8%)	-	-
Net Profit	-6.0	53.9	-59.9	-
(Ratio)	(-1.3%)	(11.5%)	-	-
EBITDA	74.2	115.3	-41.1	-35.7%
(Ratio)	(16.5%)	(24.7%)	-	-

Average Rate (¥/US\$) (¥151.32) (¥150.26)

Current Rate (¥/US\$) (¥158.18) (¥142.73)

Question	Answer
What were the monthly sales figures for Q3?	October: ¥38.2 billion, November: ¥37.0 billion, December: ¥35.3 billion. The foreign exchange rate adjustments resulted in an increase of ¥2.0 billion.
What is the utilization status? What are future inventory levels?	In Q3, we continued to reduce product inventories by curtailing operation. In the SiC power device business, inventory levels will rise as production volume increases. In other businesses, we will maintain current inventory levels and raise capacity as demand recovers. As for raw materials, we will review LTAs and reduce inventories to an appropriate level.
How were Q3 sales and profit compared to plan?	Sales were up about 4% overall due to the weaker-than-expected yen. As for profits, although the increase in sales and the effects of fixed cost reduction measures had a positive impact, the continued curtailment of operations and reduction of product inventories in Q3 resulted in a lower-than-expected result. Our policy was to maintain the inventory level as of the end of Q2, but we judged that further inventory reduction was necessary because the future demand outlook was more severe than expected.
Why did inventory and material costs have a significant negative impact on operating income YoY and QoQ?	In Q3, inventory fluctuations had a negative impact due to the continued reduction of product inventories by curtailing operations. In addition, the payout of inventories with high fixed cost burden, which were produced after the start of operation adjustment, pushed up the cost of sales.
What is the reason for the deficit in the discretes division?	In addition to the adjustment phase of demand due to the semiconductor cycle, the increase in depreciation burden due to ongoing investments to increase production capacity of SiC power devices and higher R&D expenses for the development of 8-inch lines caused the deficit.
What are current demand trends? What is the outlook for each market in Q4 and beyond?	We expect the adjustment phase to continue in all markets, and a full-fledged recovery is not expected until the next fiscal year or later.

Question	Answer
What is the Q3 progress and future outlook for the SiC business?	In Q3, although sales of SiC devices for automotive applications were firm, external sales of substrates were in a major adjustment phase due to customer factors. The SiC market is still expected to remain in a more difficult phase than before due to the continuing adjustment of the EV market. However, expectations for SiC in the mid- to long-term remain unchanged, and we believe that we can continue to achieve steady growth.
What is the outlook for full-year results?	Although net sales are trending favorably compared to the plan, it is difficult to make a reasonable calculation due to the uncertain future outlook and the ongoing structural reforms aimed at improving profitability. We will revise our earnings forecast when we deem it necessary to make changes to the previously announced forecast.
How do you see market conditions for the next fiscal year?	The outlook remains uncertain, and we expect the market to remain in an adjustment phase during the first half of the next fiscal year. However, we believe that market conditions are currently at a bottom, and that the market will begin to recover during the next fiscal year. We have secured sufficient production capacity through capital investment to date, and we will continue to make preparations to ensure that we do not fall behind when the market recovers.
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.
Has there been any change in management policy/strategy with the change of President?	For the time being, we will focus on fundamental structural reforms to recover our business performance and create a management foundation that can generate stable profits under any environment. We would like to provide details at the financial results briefing after assuming office.

Question	Answer
What is the progress of the profitability improvement measures and factory reorganization announced in the 1H results?	We are already proceeding with price optimization, consolidation of unprofitable products, and personnel optimization. In addition, as part of reorganization of manufacturing sites, we have decided to withdraw from the materials business (Si wafer business). Currently, we are considering the sale of assets such as land and equipment. Regarding the reorganization of manufacturing sites, we will engage in more in-depth structural reforms, such as expanding the scale of the reorganization in the future. We are considering all possibilities for the recovery of our business performance, and since it is difficult to make a reasonable calculation at this point, we have left our business forecast for the current fiscal year unchanged.
What is the progress on the collaboration with Toshiba?	Discussions with Toshiba and Japan Industrial Partners (JIP) to strengthen the business alliance began in July 2024 and are ongoing. There is no impact from the change of President.
What is the progress on the partnership with DENSO?	We are currently in discussions with the other party. There is no impact from the change of President.
What is the impact of President Trump's withdrawal of EV promotion measures and tariffs?	At present, we are unable to ascertain how much of an impact this will have on ROHM, but risks must be assumed, and we will strive to minimize such risks by not relying on any particular market or region.

- [2024-11-07 ROHM's New 1200V IGBTs Achieve Industry-Leading* Low Loss Characteristics with High Short-Circuit Tolerance](#)
- [2024-11-12 ROHM's New SiC Schottky Barrier Diodes for High Voltage xEV Systems: Featuring a Unique Package Design for Improved Insulation Resistance](#)
- [2024-11-26 Valeo & ROHM Semiconductor co-develop the next generation of power electronics](#)
- [2024-12-04 ROHM's EcoSiC™ Technology has been Adopted in COSEL's HFA/HCA Series of 3.5kW Output AC-DC Power Supply Units](#)
- [2024-12-10 ROHM and TSMC Launch Strategic Gallium Nitride Technology Collaboration for Automotive Industry](#)
- [2024-12-12 ROHM's PMICs for SoCs have been Adopted in Reference Designs for Telechips' Next-Generation Cockpits](#)
- [2024-12-25 ROHM selected as a Constituent of the Dow Jones Sustainability Asia Pacific Index for the First Time](#)
- [2025-01-07 ROHM Develops a 1kW Class High Power Infrared Laser Diode](#)
- [2025-01-15 ROHM Offers the Industry's Smallest* Terahertz Wave Oscillation and Detection Devices](#)
- [2025-01-17 Notice Concerning Change of Representative Directors](#)
- [2025-01-22 ROHM's 2nd Generation MUS-IC™ Series Audio DAC Chip for Hi-Res Audio Playback with Exclusive HD Monaural Mode](#)



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