



Electronics for the Future

# Supplementary Materials for Financial Results

## Financial Results for the FY2023 4Q

As of May 9, 2024

Rohm Co., Ltd.

Public & Investor Relations Div.

# Financial Results for the 4Q of the FY2023 (YoY)

(¥billion)

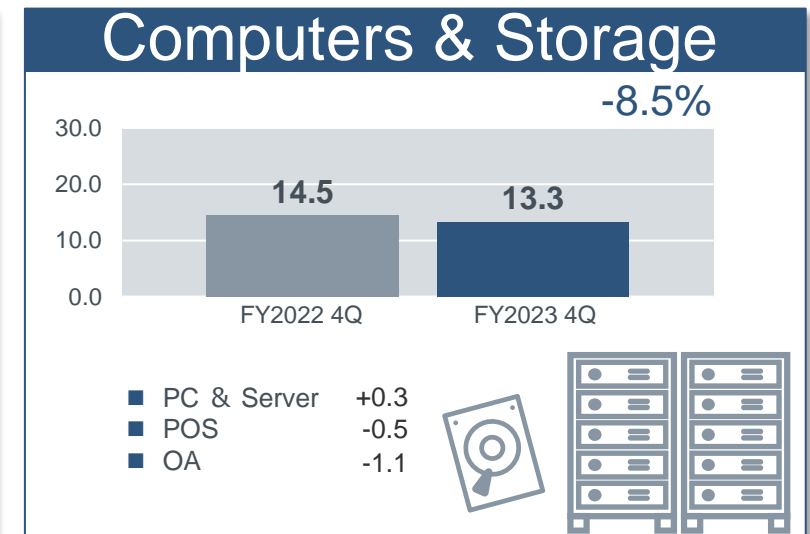
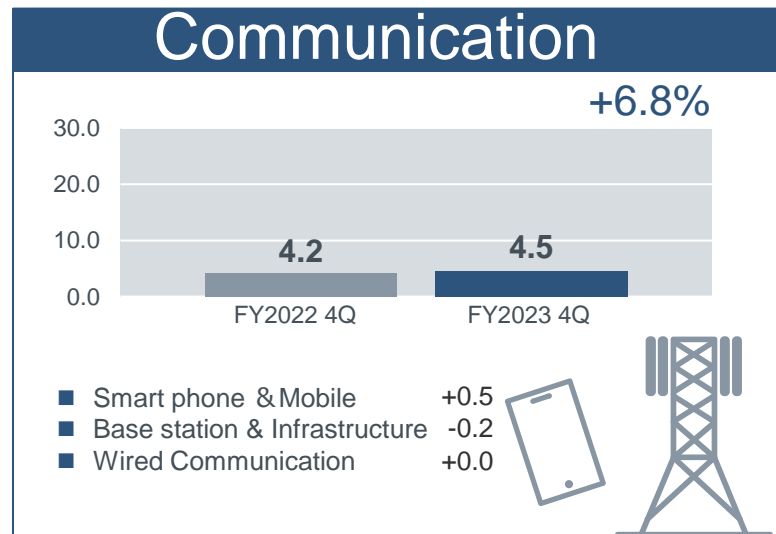
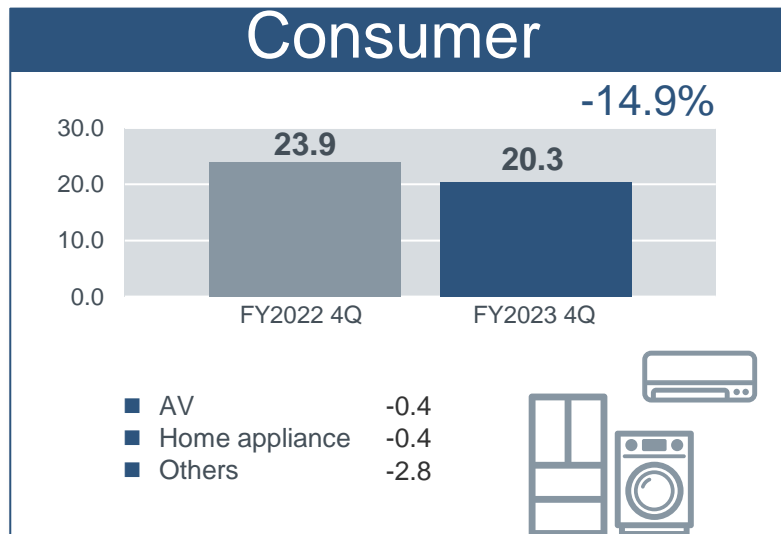
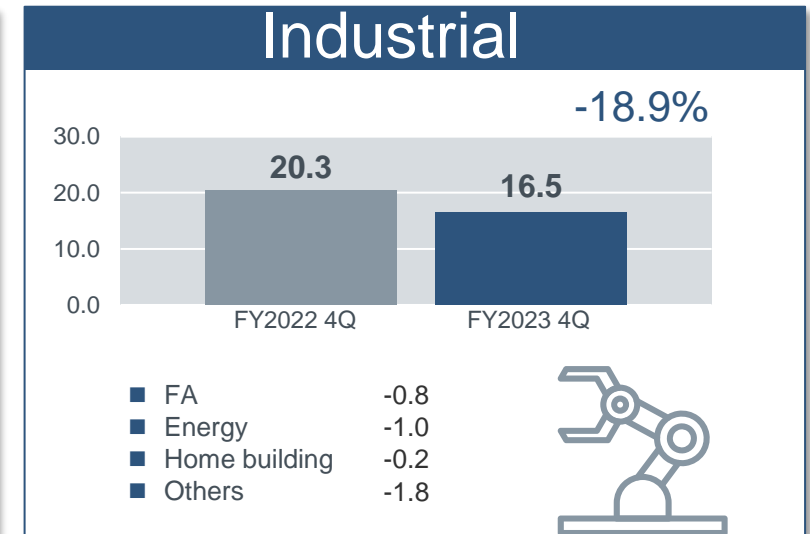
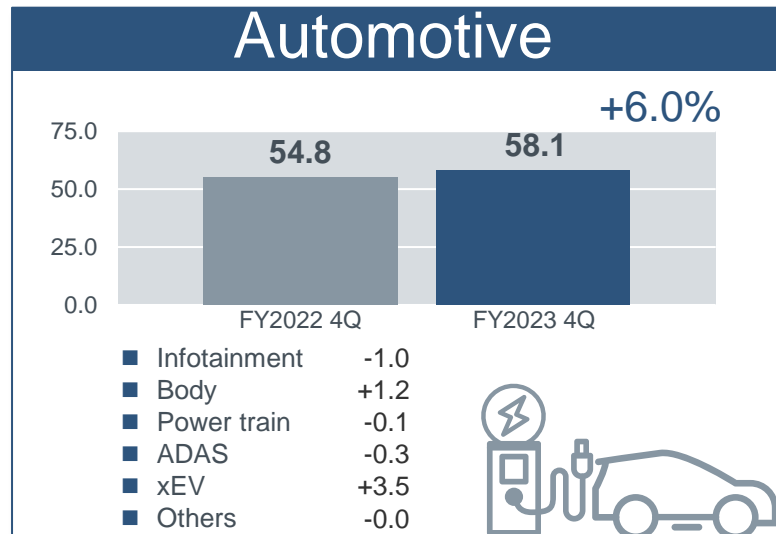
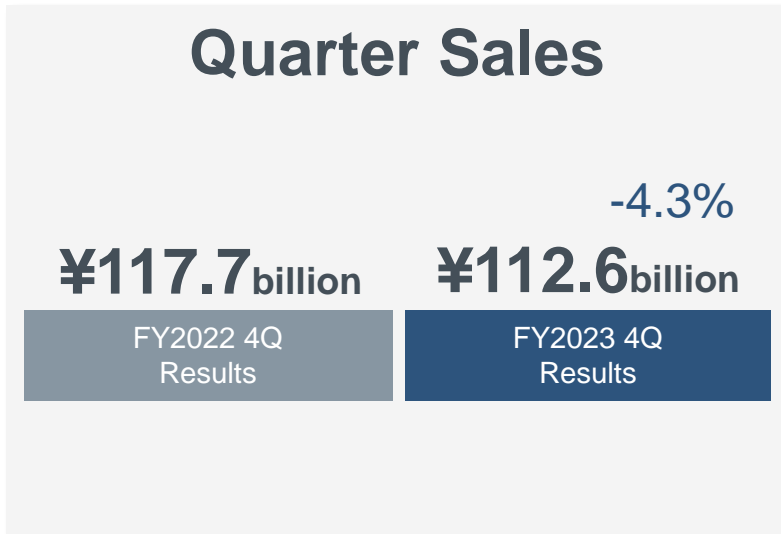
	FY2023 4Q Results	FY2022 4Q Results	Difference in Amount	Difference in %
Net Sales	<b>112.6</b>	117.7	<b>-5.1</b>	<b>-4.3%</b>
Operating Income	<b>2.6</b>	16.9	<b>-14.3</b>	<b>-84.2%</b>
(Ratio)	<b>( 2.4%)</b>	( 14.4%)	-	-
Ordinary Income	<b>9.0</b>	19.0	<b>-10.0</b>	<b>-52.2%</b>
(Ratio)	<b>( 8.1%)</b>	( 16.1%)	-	-
Net Income	<b>8.8</b>	12.4	<b>-3.6</b>	<b>-28.7%</b>
(Ratio)	<b>( 7.9%)</b>	( 10.6%)	-	-
EBITDA	<b>23.8</b>	33.1	<b>-9.3</b>	<b>-28.0%</b>
(Ratio)	<b>( 21.2%)</b>	( 28.2%)	-	-

Average Rate (¥/US\$)      (¥147.87)      (¥133.26)

Current Rate (¥/US\$)      (¥151.41)      (¥133.53)

# FY2023 4Q Sales Trend by Market Segments (YoY)

(¥billion)



# FY2023 4Q Sales Trend by Customer Nationality (YoY)

## Quarter Sales

¥117.7billion

¥112.6billion

FY2022 4Q Results

FY2023 4Q Results

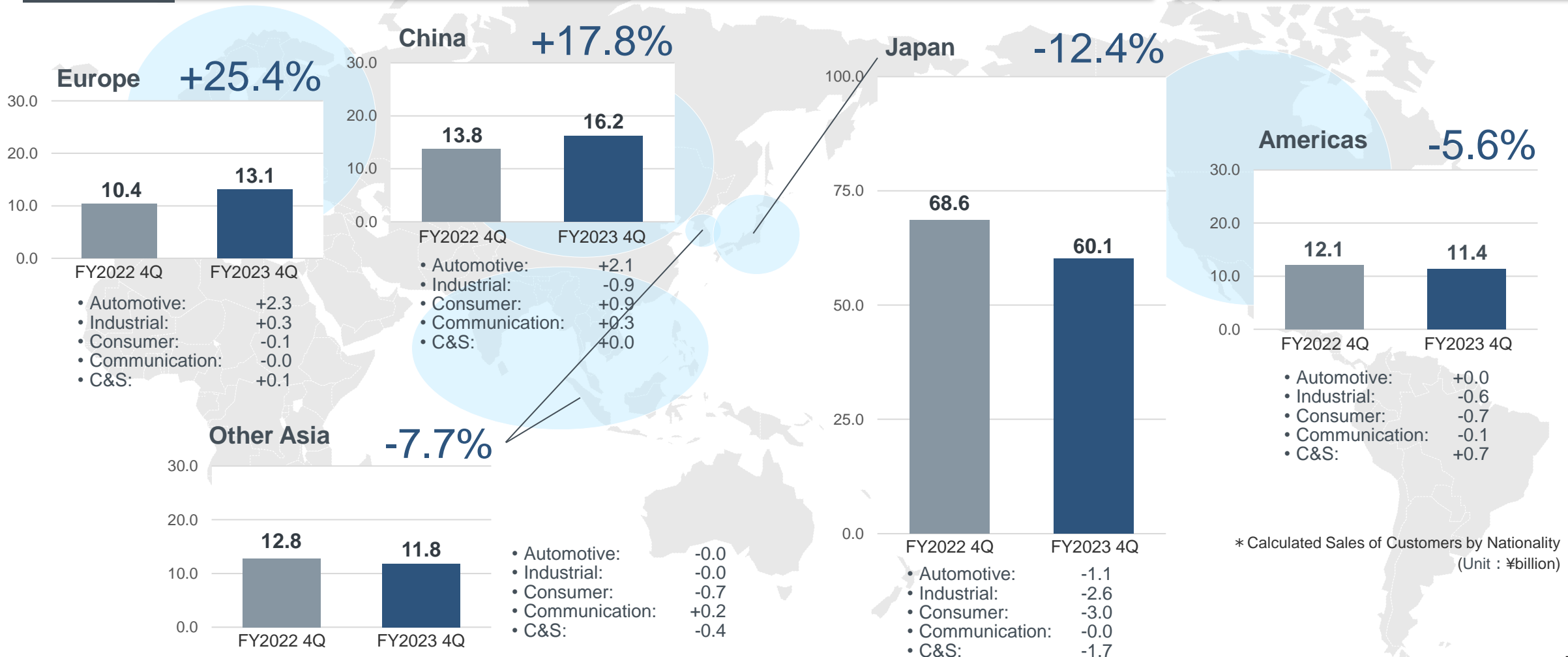
-4.3%

## Sales ratio outside Japan

41.7%  
FY2022 4Q

46.6%  
FY2023 4Q

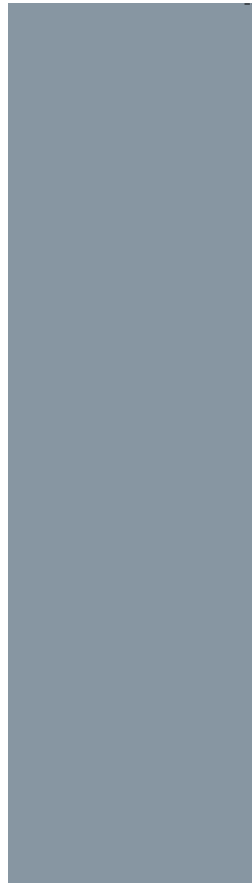
### 4Q YoY



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

# FY2023 4Q Changes in Operating Income (YoY)

16.9



FY2022 4Q Results

(¥133.26)

Average rate  
(¥/US\$)

-5.1



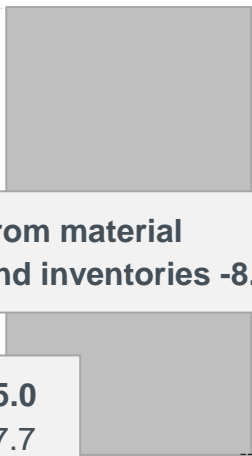
<b>Sales decrease</b>	<b>-5.0</b>
(Forex impact)	+7.7
[Organic decrease]	-12.7

<b>[Breakdown by market]</b>	
Automotive	+3.2
Industrial	-3.8
Consumer	-3.5
Communication	+0.3
C&S	-1.2

<b>Fixed costs increase</b>	<b>-0.6</b>
(Forex impact)	-2.3
[Organic decrease]	+1.7

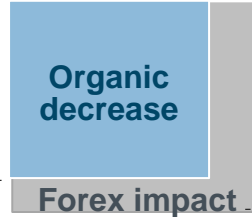
<b>[Breakdown]</b>	
• Manufacturing costs	
Labor costs decrease	+0.6
Depreciation increase	-3.9
Expenses decrease	+3.1
• SG&A	
R&D costs increase	-0.2
Others increase	-0.2

-8.6



Effect from material costs and inventories -8.6

-0.6



¥14.3 billion decrease

(¥billion)

2.6



FY2023 4Q Results

(¥147.87)

# Financial Results for the 4Q of the FY2023 by Segment (YoY)

(¥billion)

		FY2023 4Q Results	FY2022 4Q Results	Difference in Amount	Difference in %
<b>ICs</b>	Net Sales	<b>48.6</b>	<b>55.1</b>	<b>-6.5</b>	<b>-11.7%</b>
	Operating Income	<b>3.4</b>	<b>8.0</b>	<b>-4.6</b>	<b>-57.5%</b>
	(Ratio)	<b>( 7.0%)</b>	<b>( 14.6%)</b>	-	-
<b>Discretes</b>	Net Sales	<b>50.3</b>	<b>48.8</b>	<b>+1.5</b>	<b>+3.0%</b>
	Operating Income	<b>-1.5</b>	<b>6.3</b>	<b>-7.8</b>	<b>-125.0%</b>
	(Ratio)	<b>( -3.1%)</b>	<b>( 13.0%)</b>	-	-
<b>Modules</b>	Net Sales	<b>7.3</b>	<b>7.7</b>	<b>-0.4</b>	<b>-5.5%</b>
	Operating Income	<b>-0.0</b>	<b>0.2</b>	<b>-0.2</b>	<b>-133.5%</b>
	(Ratio)	<b>( -1.2%)</b>	<b>( 3.5%)</b>	-	-
<b>Others</b>	Net Sales	<b>6.3</b>	<b>5.9</b>	<b>+0.4</b>	<b>+5.6%</b>
	Operating Income	<b>0.4</b>	<b>0.9</b>	<b>-0.5</b>	<b>-49.0%</b>
	(Ratio)	<b>( 7.5%)</b>	<b>( 15.5%)</b>	-	-

# Financial Results for the 4Q of the FY2023 (QoQ)

(¥billion)

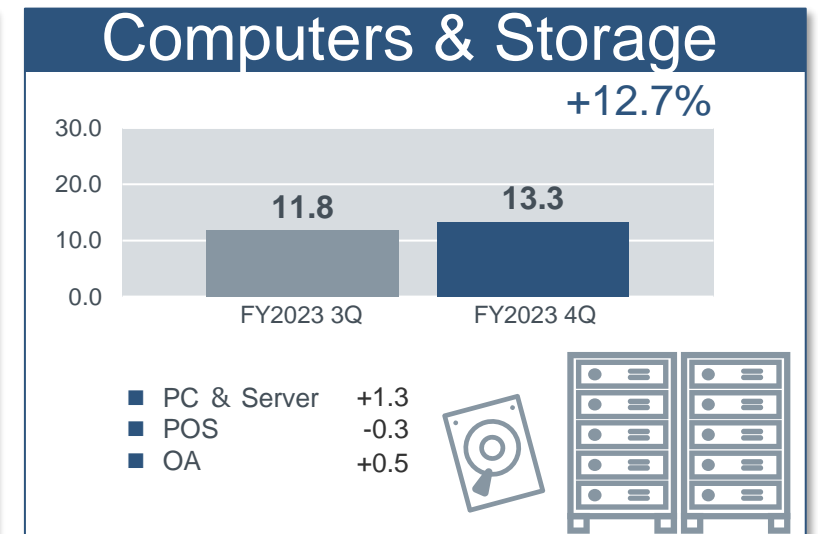
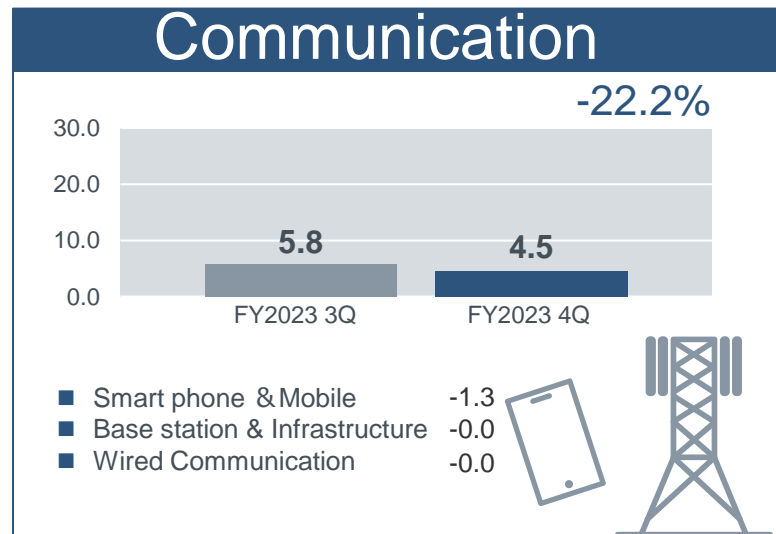
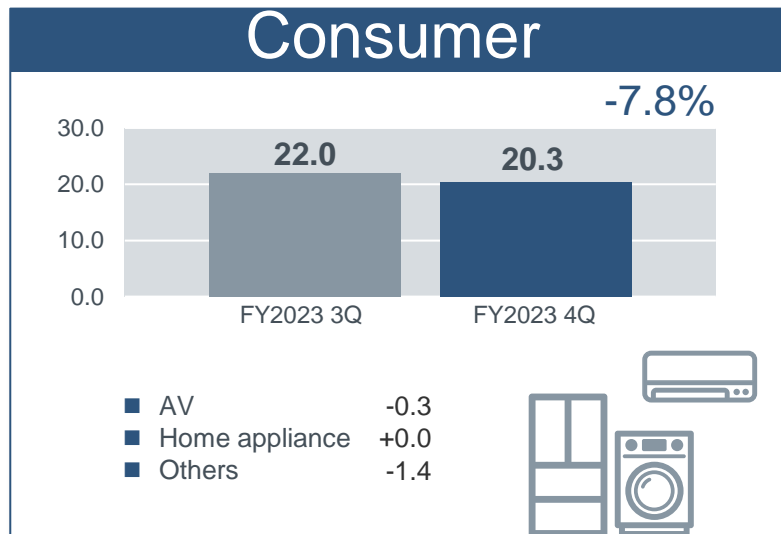
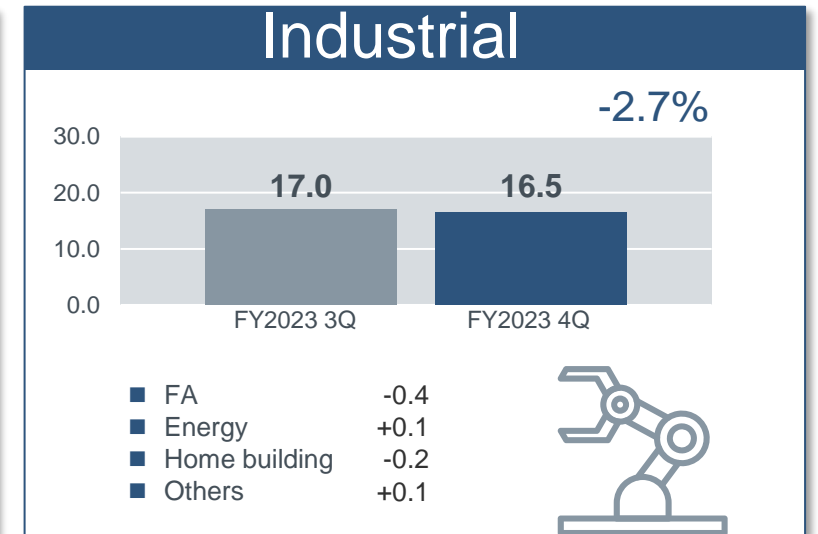
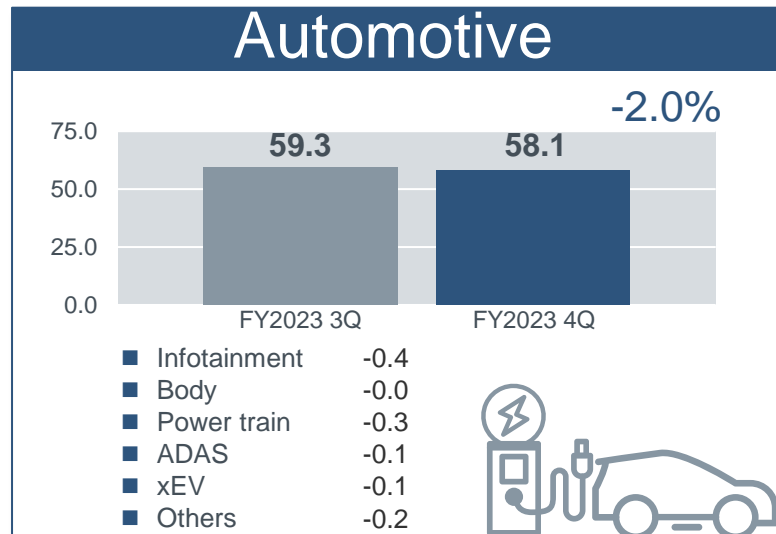
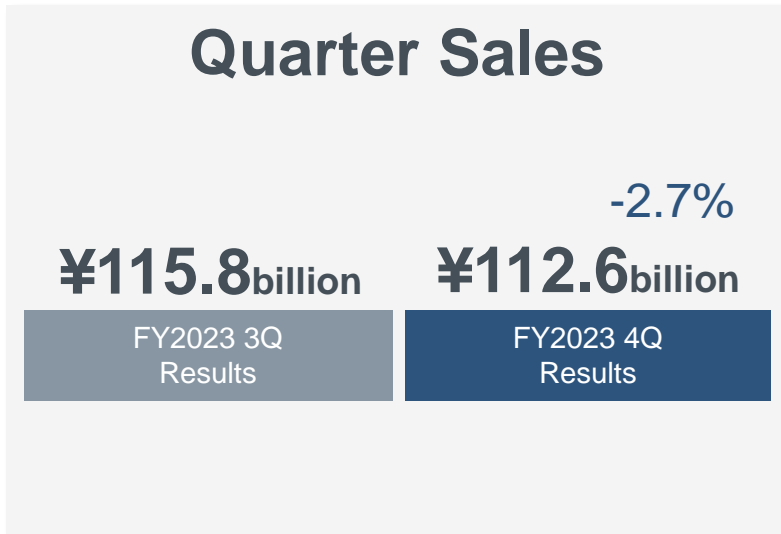
	FY2023 4Q Results	FY2023 3Q Results	Difference in Amount	Difference in %
Net Sales	<b>112.6</b>	<b>115.8</b>	<b>-3.1</b>	<b>-2.7%</b>
Operating Income	<b>2.6</b>	<b>10.8</b>	<b>-8.2</b>	<b>-75.2%</b>
(Ratio)	<b>( 2.4%)</b>	<b>( 9.3%)</b>	-	-
Ordinary Income	<b>9.0</b>	<b>10.0</b>	<b>-1.0</b>	<b>-9.4%</b>
(Ratio)	<b>( 8.1%)</b>	<b>( 8.7%)</b>	-	-
Net Income	<b>8.8</b>	<b>7.7</b>	<b>+1.1</b>	<b>+13.7%</b>
(Ratio)	<b>( 7.9%)</b>	<b>( 6.7%)</b>	-	-
EBITDA	<b>23.8</b>	<b>30.2</b>	<b>-6.4</b>	<b>-20.9%</b>
(Ratio)	<b>( 21.2%)</b>	<b>( 26.1%)</b>	-	-

Average Rate (¥/US\$)      (¥147.87)      (¥147.00)

Current Rate (¥/US\$)      (¥151.41)      (¥141.83)

# FY2023 4Q Sales Trend by Market Segments (QoQ)

(¥billion)





# FY2023 4Q Sales Trend by Customer Nationality (QoQ)

## Quarter Sales

¥115.8billion

¥112.6billion

FY2023 3Q Results

FY2023 4Q Results

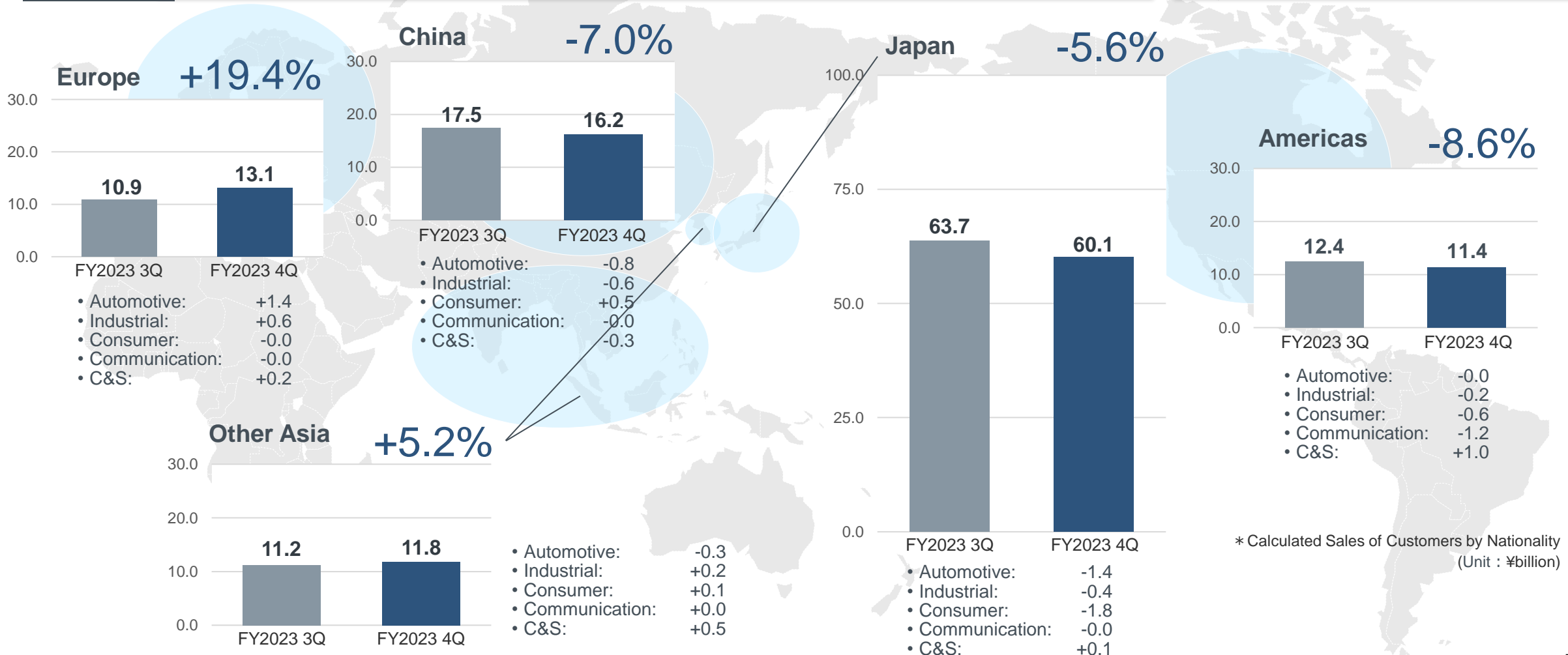
-2.7%

## Sales ratio outside Japan

45.0%  
FY2023 3Q

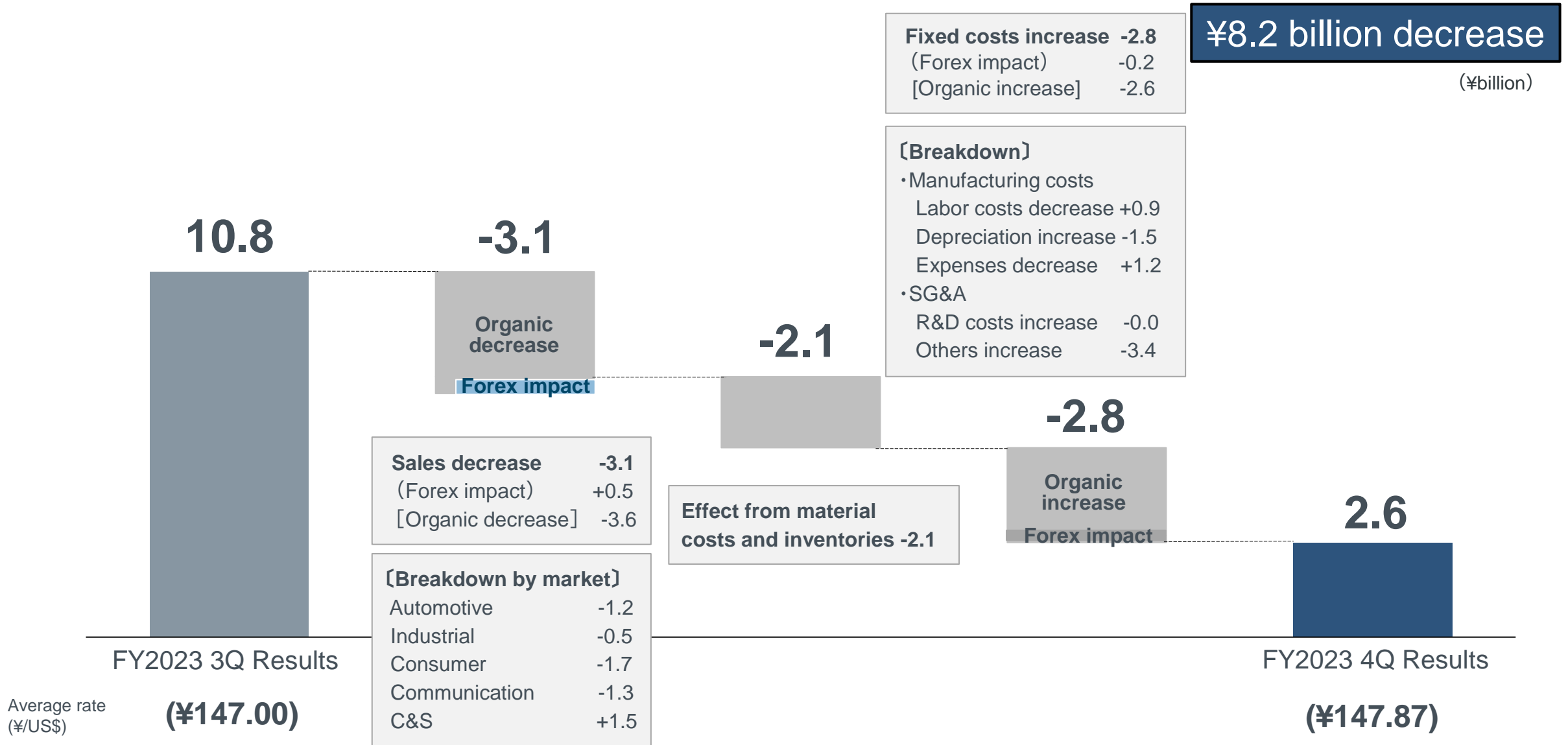
46.6%  
FY2023 4Q

### 4Q QoQ



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

# FY2023 4Q Changes in Operating Income (QoQ)



# Financial Results for the 4Q of the FY2023 by Segment (QoQ)

(¥billion)

		FY2023 4Q Results	FY2023 3Q Results	Difference in Amount	Difference in %
<b>ICs</b>	Net Sales	<b>48.6</b>	<b>51.1</b>	<b>-2.5</b>	<b>-4.9%</b>
	Operating Income	<b>3.4</b>	<b>5.6</b>	<b>-2.2</b>	<b>-39.4%</b>
	(Ratio)	<b>( 7.0%)</b>	<b>( 11.0%)</b>	-	-
<b>Discretes</b>	Net Sales	<b>50.3</b>	<b>49.5</b>	<b>+0.8</b>	<b>+1.5%</b>
	Operating Income	<b>-1.5</b>	<b>1.5</b>	<b>-3.0</b>	<b>-202.9%</b>
	(Ratio)	<b>( -3.1%)</b>	<b>( 3.1%)</b>	-	-
<b>Modules</b>	Net Sales	<b>7.3</b>	<b>8.6</b>	<b>-1.3</b>	<b>-15.2%</b>
	Operating Income	<b>-0.0</b>	<b>0.1</b>	<b>-0.1</b>	<b>-156.4%</b>
	(Ratio)	<b>( -1.2%)</b>	<b>( 1.8%)</b>	-	-
<b>Others</b>	Net Sales	<b>6.3</b>	<b>6.3</b>	<b>-0.0</b>	<b>-1.1%</b>
	Operating Income	<b>0.4</b>	<b>0.4</b>	<b>+0.0</b>	<b>+9.1%</b>
	(Ratio)	<b>( 7.5%)</b>	<b>( 6.8%)</b>	-	-

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