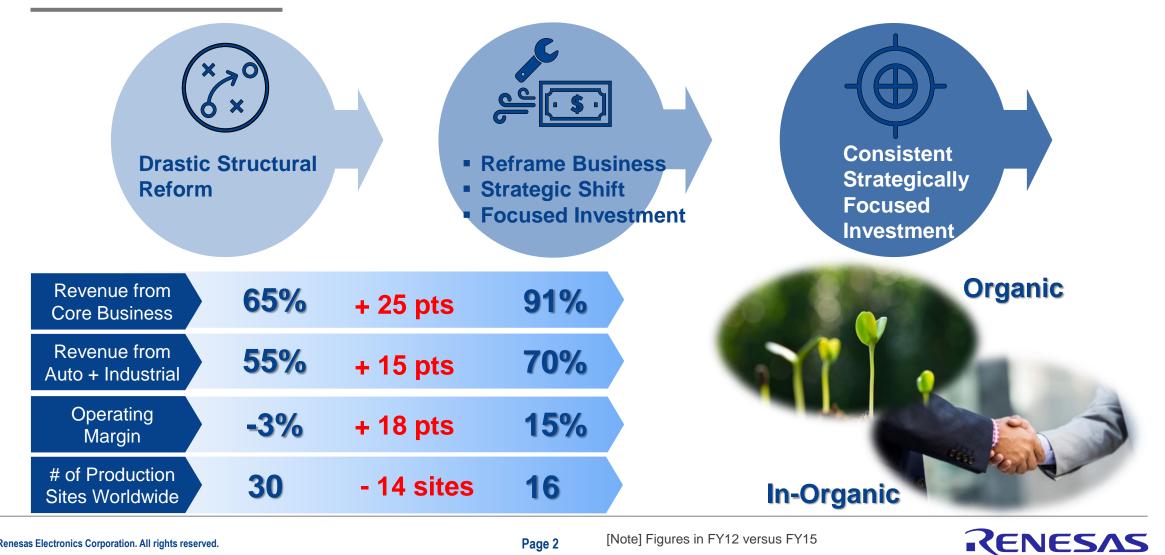
## RENESAS GROWTH STRATEGY TO BECOME #1 IN FOCUSED INDUSTRIES

September 13, 2016



## SHIFT FROM STRUCTURAL REFORM TO GROWTH STAGE



### **CAPITAL ALLOCATION** DISTINGUISHED STRATEGIC APPROACHES TO BECOME #1 IN FOCUSED INDUSTRIES

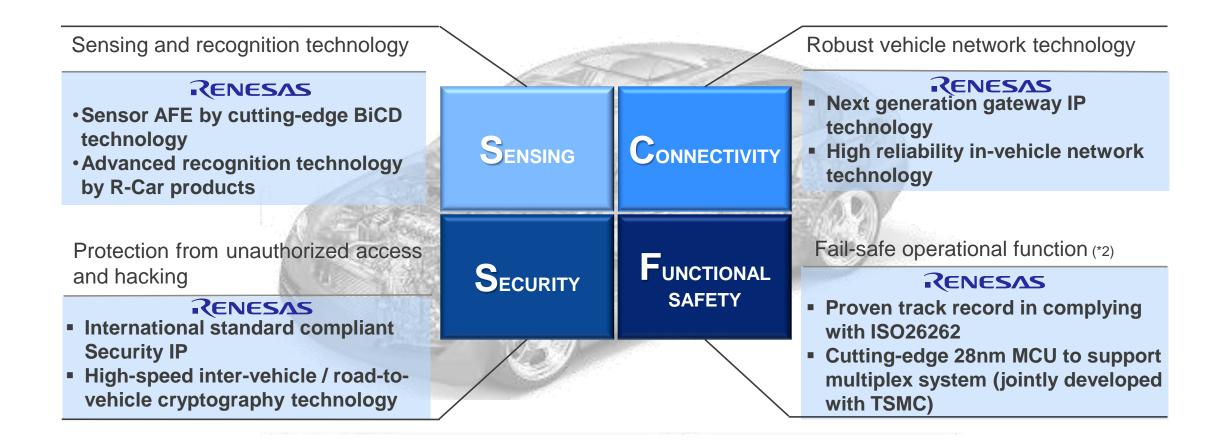
	Automotive	Industrial	Broad-based, etc.
MCUs		sive R&D Spend to Stay s an Industry Leader	Organic + In-Organic Approaches Leveraging Renesas' Market Recognition
SoCs	Renesas Strategic Partnerships and Alliances Leveraging Renesas Renesas Proven Track Record and Market Recognition		
Analog & Mixed- Signals	Strategic Investment including Mergers and Acquisitions intersil		
Power Discretes	Selective Investment to Enhance Competitiveness and Profitability		

Organic

**In-Organic** 

RENESAS

## **AUTOMOTIVE** FOCUSED INVESTMENT IN "CORNER-STONE" (\*1) TECHNOLOGIES FOR THE NEXT GENERATION VEHICLE, LEVERAGING RENESAS' QUALITY – ROBUSTNESS AND HIGH-RELIABILITY



Page 4

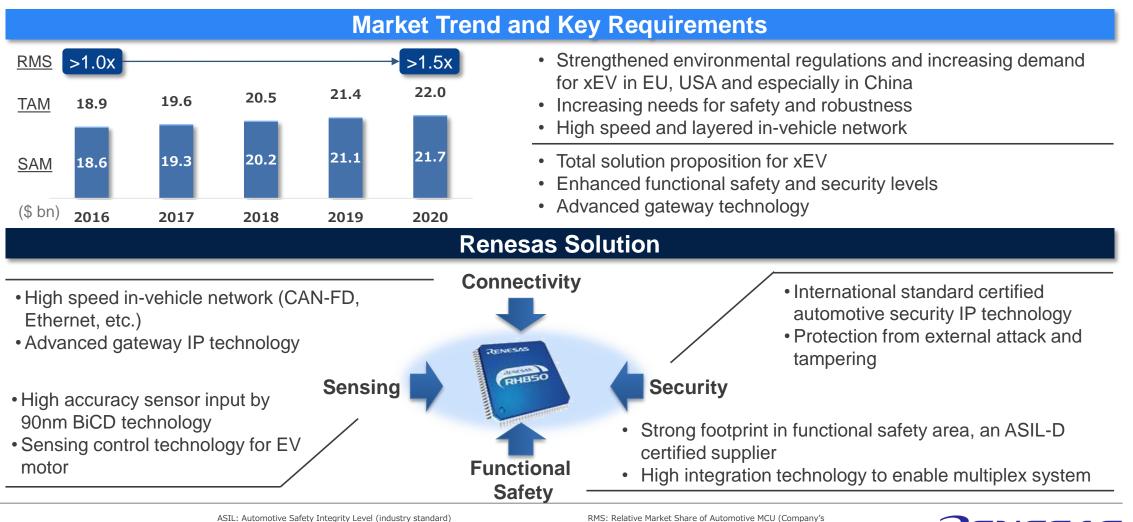
\*1 Highly competitive technologies / products that resemble corner stones of the Othello game. Color represents the market competitiveness (dark blue: high / pale blue: low, based on company's assumption)

\*2 Secure safe driving even in the event of failure



## **AUTOMOTIVE CONTROL SYSTEM**

# EXPANDING BUSINESS WORLDWIDE WITH MARKET SHARE #1 MCU FOR AUTOMOTIVE CONTROL AND THE WORLD'S FIRST 90nm BiCD



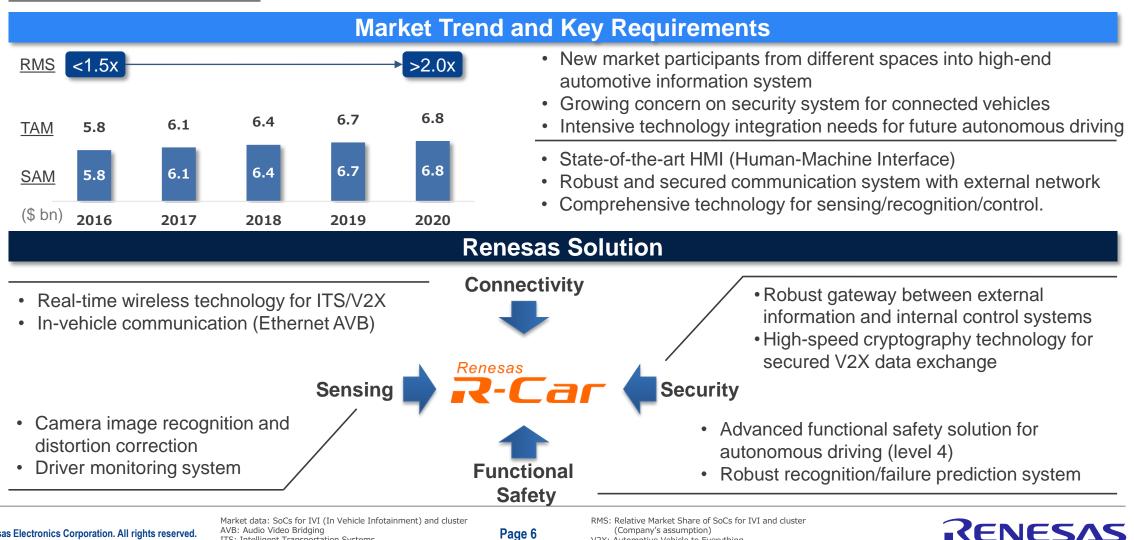
Page 5

CAN-FD: Controller Area Network with Flexible Data rate

RMS: Relative Market Share of Automotive MCU (Company's assumption)

## **AUTOMOTIVE INFORMATION SYSTEM**

### EXPANDING STRATEGIC ALLIANCE/PARTNERSHIP AS A TOP SEMICONDUCTOR VENDOR LEADING THE **RAPIDLY GROWING MARKET**



V2X: Automotive Vehicle to Everything

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AVB: Audio Video Bridging ITS: Intelligent Transportation Systems

### SOLUTION FOR NEXT GENERATION VEHICLE COMBINATION WITH INTERSIL ENABLES A MORE COMPREHENSIVE SOLUTION PROPOSITION



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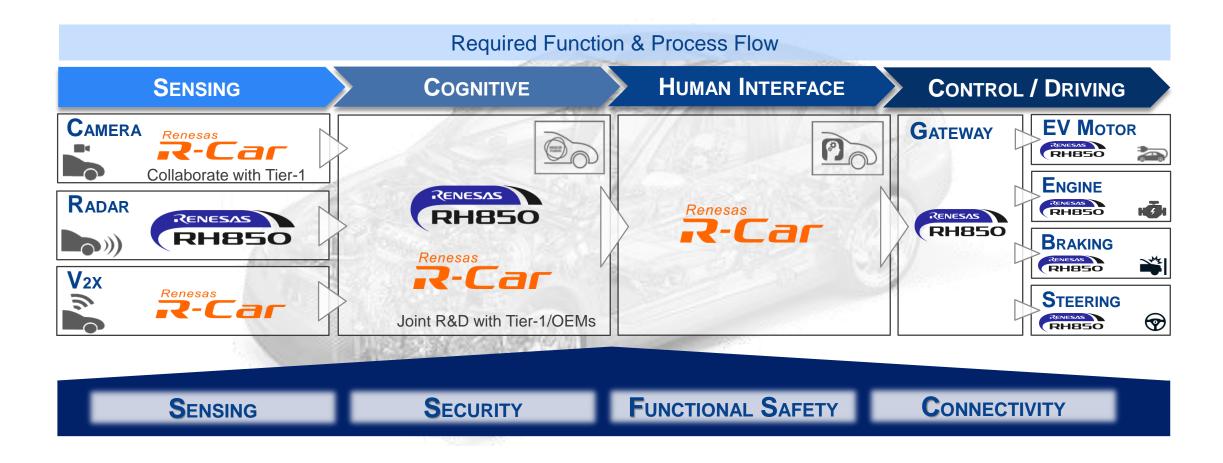
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ADAS: Advanced Driving Assistant System AHL: Analog HD Link BMIC: Battery Management IC LDD: Laser Diode Driver VSP: Video Signal Processor

### RENESAS

## **AUTONOMOUS DRIVING**

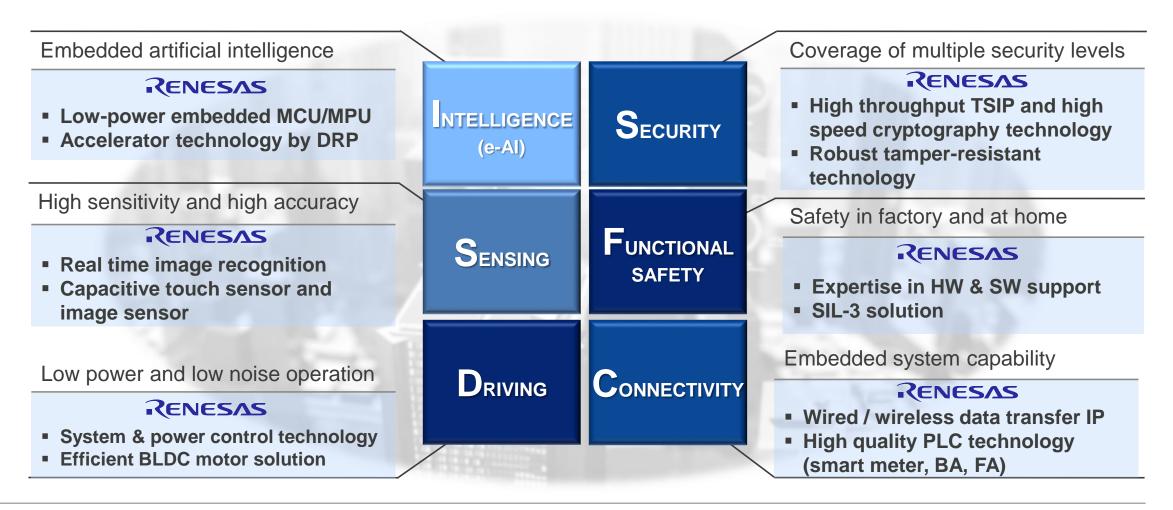
# UNDERSTANDING THE WHOLE ARCHITECTURE OF A VEHICLE IS CRUCIAL FOR AUTONOMOUS DRIVING. RENESAS IS THE ONLY PROVIDER THAT CAN OFFER A COMPLETE SOLUTION





## **INDUSTRIAL AND BROAD-BASED**

MAINTAIN INDUSTRY LEADERSHIP BY INVESTING IN "CORNER-STONE" TECHNOLOGIES FOR SMART SOCIETY (RENESAS IS A MARKET LEADER IN INDUSTRIAL / HA / PRINTER / SMART METER TODAY)



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BA: Building Automation BLDC: Brushless Direct Current DRP: Dynamic Reconfigurable Processor FA: Factory Automation

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PLC: Power Line Communication SIL: Safety Integrity Level (industry standard) TSIP: Trusted Secure Intellectual Property (Renesas' proprietary security IP)



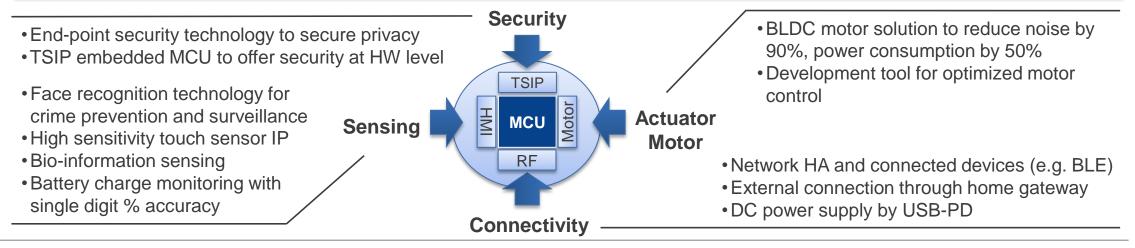
### **SMART HOME** #1 IN INVERTER CONTROL TO SIGNIFICANTLY REDUCE POWER CONSUMPTION EXPECT MARKET EXPANSION MEETING ENERGY-SAVING REGULATIONS IN EMERGING COUNTRIES



### **Market Trend and Key Requirements**

- Integration of smart home appliances and healthcare applications
- Energy-saving for HA and expansion of inverter solution
- Requirement for comfort performance and energy-saving
- · Security technology to secure privacy
- Optimized power control and advanced energy-saving technology
- Solution for crime prevention and surveillance



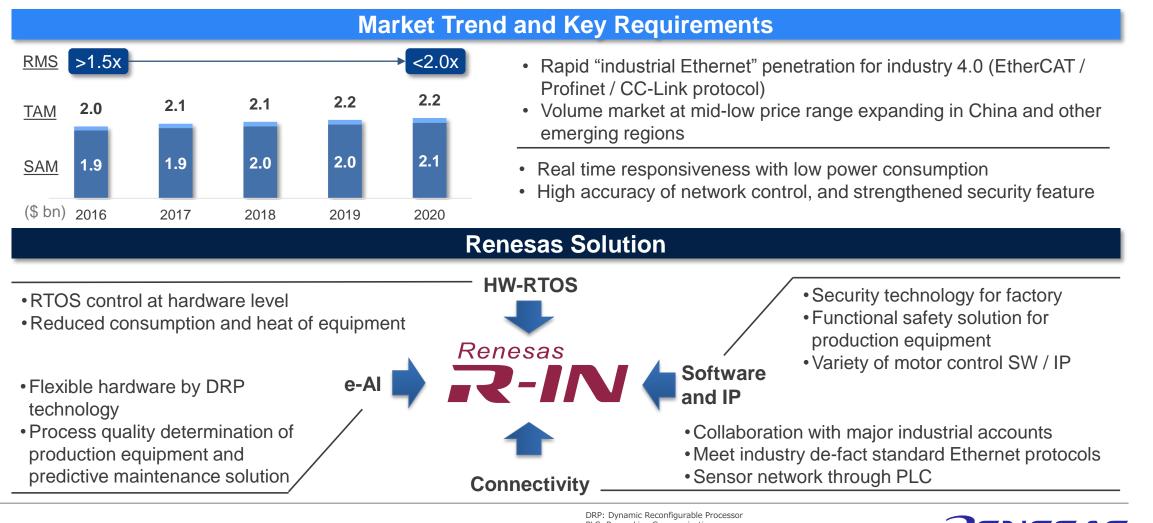


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RMS: Relative Market Share (Company's assumption) TSIP: Trusted Secure Intellectual Property (Renesas' proprietary security IP) USB-PD: USB Power Delivery



### **SMART FACTORY** REALIZE INDUSTRY 4.0 BY OFFERING EDGE DEVICE WITH WORLD TOP MARKET SHARE "R-IN" PRODUCT AND EMBEDDED ARTIFICIAL INTELLIGENCE



Page 11

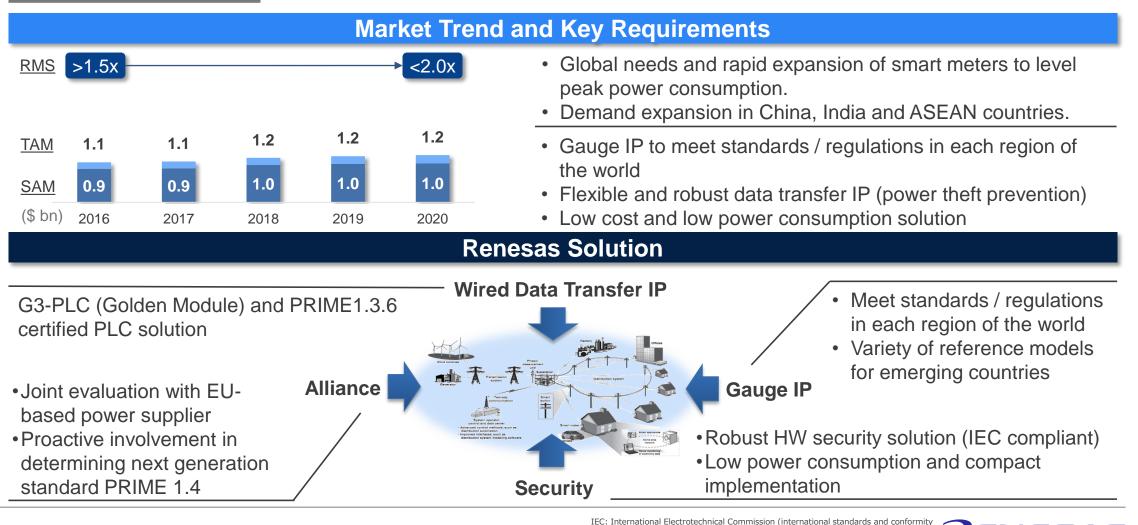
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PLC: Power Line Communication RMS: Relative Market Share (Company's assumption) RTOS: Real Time Operating System

### RENESAS

## **SMART GRID**

### **#1 MARKET SHARE IN MCU FOR POWER METER IN INDIA FOR POWER THEFT PREVENTION BE THE FIRST ONE TO ENTER THE GROWING MARKET**



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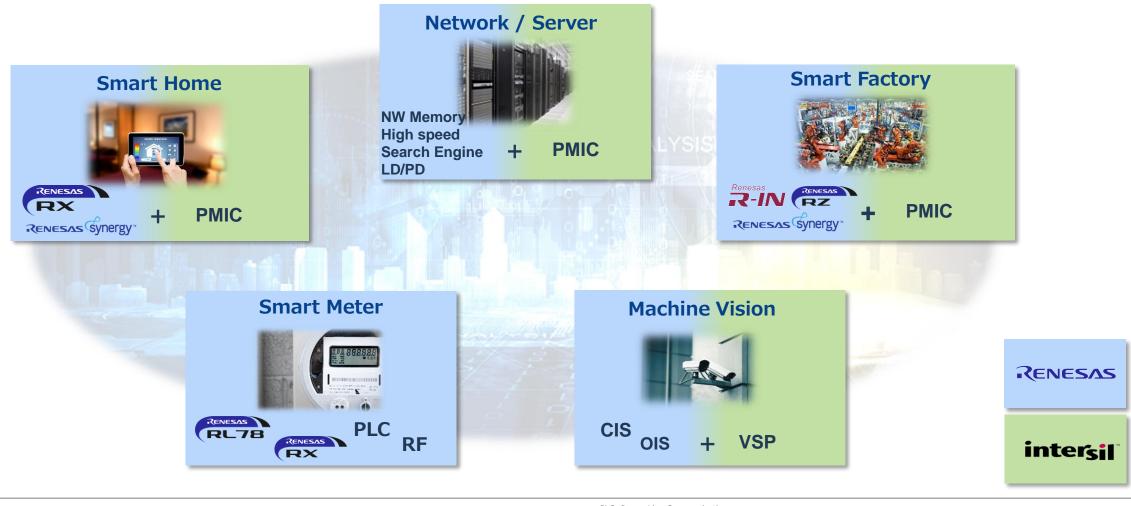
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assessment organization) PLC: Power Line Communication



## SOLUTION FOR SMART SOCIETY

### COMBINATION WITH INTERSIL ENABLES A MORE COMPREHENSIVE SOLUTION PROPOSITION



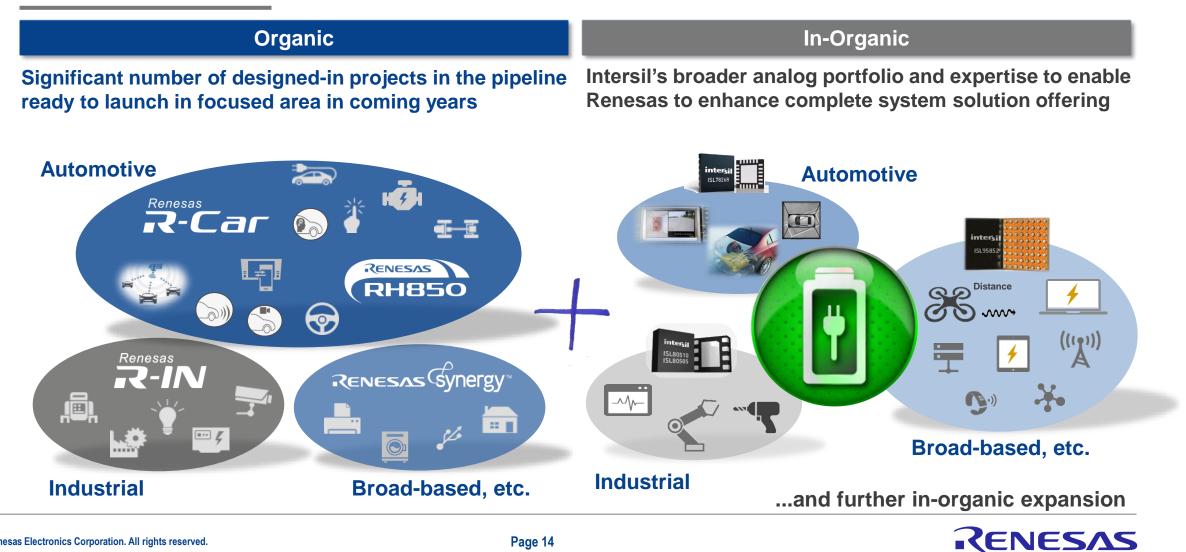
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CIS: CMOS Image Sensor LD/PD: Laser Diode/Photo Diode OIS: Optical Image Stabilizer PLC: Power Line Communication PMIC: Power Management IC RF: Radio Frequency VSP: Video Signal Processor



### **NOW READY FOR TAKE-OFF** SOLID D-IN TO SUPPORT ORGANIC GROWTH

**ADDING STRATEGIC IN-ORGANIC APPROACH TO BECOME #1 IN FOCUSED AREAS** 



## FINANCIAL TARGET TO BE UPDATED, BUT FOR NOW...

Revenue	Focus domains to outperform their markets	
<b>Gross Margin</b>	45%	
R&D / Revenue	15%	
SG&A / Revenue	15%	
<b>Operating Margin</b>	>10%	
(Figures on a non-GAAP basis)		









#### **FORWARD-LOOKING STATEMENTS**

The statements in this presentation with respect to the plans, strategies and forecasts of Renesas Electronics and its consolidated subsidiaries (collectively "we") are forward-looking statements involving risks and uncertainties. We caution you in advance that actual results could differ materially from such forward-looking statements due to several factors. The important factors that could cause actual results to differ materially from such statements include, but are not limited to: general economic conditions in our markets, which are primarily Japan, North America, Asia and Europe; demand for, and competitive pricing pressure on, our products and services in the marketplace; our ability to continue to win acceptance of its products and services in these highly competitive markets; and movements in currency exchange rates, particularly the rate between the yen and the U.S. dollar. Among other factors, a worsening of the world economy; a worsening of financial conditions in the world markets, and a deterioration in the domestic and overseas stock markets, would cause actual results to differ from the projected results forecast.

