

# FY17/12 Q1 FINANCIAL RESULTS

RENESAS ELECTRONICS CORPORATION  
MAY 12, 2017



BIG IDEAS  
FOR EVERY SPACE

# FY17/12 Q1 FINANCIAL RESULTS

Since FY16/3, Renesas Electronics Group (hereinafter “the Group”) started to disclose Non-GAAP financial measures (hereinafter “Non-GAAP basis”) used for management’s decision making. The Group defines the Non-GAAP consolidated financial results as financial accounting figures under generally accepted accounting principles (hereinafter “GAAP”) excluding non-recurring and certain other items. The Group believes Non-GAAP operating income is useful information to understand its recurring operating performance.

The Group implemented a change of the fiscal term in which the fiscal year-end changed from March 31 to December 31, starting from the fiscal year ended December 31, 2016. The fiscal year ended December 31, in which the transition to the new accounting period took place comprised the financial results for the nine months beginning April 1, 2016 and ended December 31, 2016.

The Group reports its consolidated forecast on a quarterly basis (cumulative quarter total) as a substitute for a yearly forecast.

# CHANGE OF FISCAL TERM AND PRESENTATION OF REVISED NON-GAAP AND PRO-FORMA SALES FOLLOWING THE SHIFT TO GROWTH

## Change of fiscal term

- Implemented a change in fiscal term starting from FY16/12 in which the fiscal year-end changed from March 31 to December 31
- In this presentation, FY17/12 Q1 (Jan-Mar 2017) results are compared with FY16/3 Q4 (Jan-Mar 2016) as an YoY comparison and FY16/12 Q3 (Oct-Dec 2016) as a QoQ comparison

## Revised Non-GAAP and pro-forma sales

- Consolidated Intersil's financial statements following the close of the acquisition on Feb 24, 2017
- Following the Intersil acquisition, Non-GAAP definition has been revised to exclude amortization of goodwill, amortization of purchased intangible assets, costs related to the Intersil acquisition and stock-based compensation cost (Please refer to page 14)
- Some of the slides in this presentation indicate Renesas Net Sales on a pro-forma basis by combining Intersil's historical revenue prior to the close of the acquisition to permit comparative analysis  
(Reference only, applicable to sales)

# FY17/12 Q1 FINANCIAL SNAPSHOT (NON-GAAP BASIS\*1)

YoY and QoQ results as well as the change from Feb 8 FCT of the Net Sales and Semi Sales are rounded off to one decimal place

(B yen)	CY16		CY17 (FY17/12)				
	Jan-Mar	Oct-Dec	Jan-Mar (Q1) Feb 8 FCT	Jan-Mar (Q1) Actual	YoY	QoQ	Change from Feb 8 FCT
Net Sales	167.8	166.4	171.0	177.6	+5.9%	+6.7%	+3.9%
Semi Sales	163.2	161.4	167.0	172.5	+5.7%	+6.9%	+3.3%
Gross Margin	42.1%	45.6%	43.5%	45.5%	+3.4pts	-0.1pts	+2.0pts
Operating Income (Margin)	17.8 (10.6%)	22.8 (13.7%)	23.3 (13.6%)	29.1 (16.4%)	+11.3 (+5.7pts)	+6.3 (+2.7pts)	+5.8 (+2.7pts)
Net Income Attributable to Shareholders of Parent Company	12.4	25.9	19.3	23.6	+11.2	-2.4	+4.3
EBITDA*2	33.3	38.6	38.8	46.2	+12.9	+7.6	+7.4
1 US\$=	118 yen	105 yen	111 yen	114 yen	5 yen appreciation	9 yen depreciation	3 yen depreciation
1 Euro=	130 yen	115 yen	118 yen	121 yen	8 yen appreciation	6 yen depreciation	3 yen depreciation

\*1 Non-GAAP Basis: Results excluding non-recurring and certain other items. Non-GAAP basis excludes the impact of sales and profit/loss of Renesas SP Drivers, impact of profit/loss of LTE modem business and profit/loss from inventory buildup until the end of FY16/12 ended December 2016. Non-GAAP definition is revised to exclude amortization of goodwill, amortization of purchased intangible assets, costs related to the Intersil acquisition and stock-based compensation cost since FY17/12 ending December 2017. (The impact of inventory buildup in FY17/12 Q1 was negative 0.9 B yen in operating profit.)

\*2 EBITDA: Operating income + Depreciation and amortization + Amortization of long-term prepaid expenses

# FY17/12 Q1 HIGHLIGHTS (NON-GAAP BASIS\*1)

**Semi. Sales**  
**¥172.5 B**

YoY: +5.7%  
(Pro-forma basis\*2 YoY: +2.3%)

**Gross Margin**  
**45.5%**

YoY: +3.4 pts

**Operating Margin**  
**16.4%**

YoY: +5.7 pts

Increased by 5.7% YoY, despite yen appreciation, as a result of Renesas standalone\*3 sales growth and the addition of Intersil sales following the close of the acquisition

- Achieved 2.3% growth YoY on a pro-forma basis  
(Renesas standalone: +1.5%, Intersil's business: +10.7%)

Expanded gross margin from sales increase and improved business portfolio

- Increased sales boosted standalone gross margin
- Intersil business contributed with an additional increase

Continued OPEX\*4 discipline

- More growth investment in R&D\*5
- Appropriate management of SG&A\*6

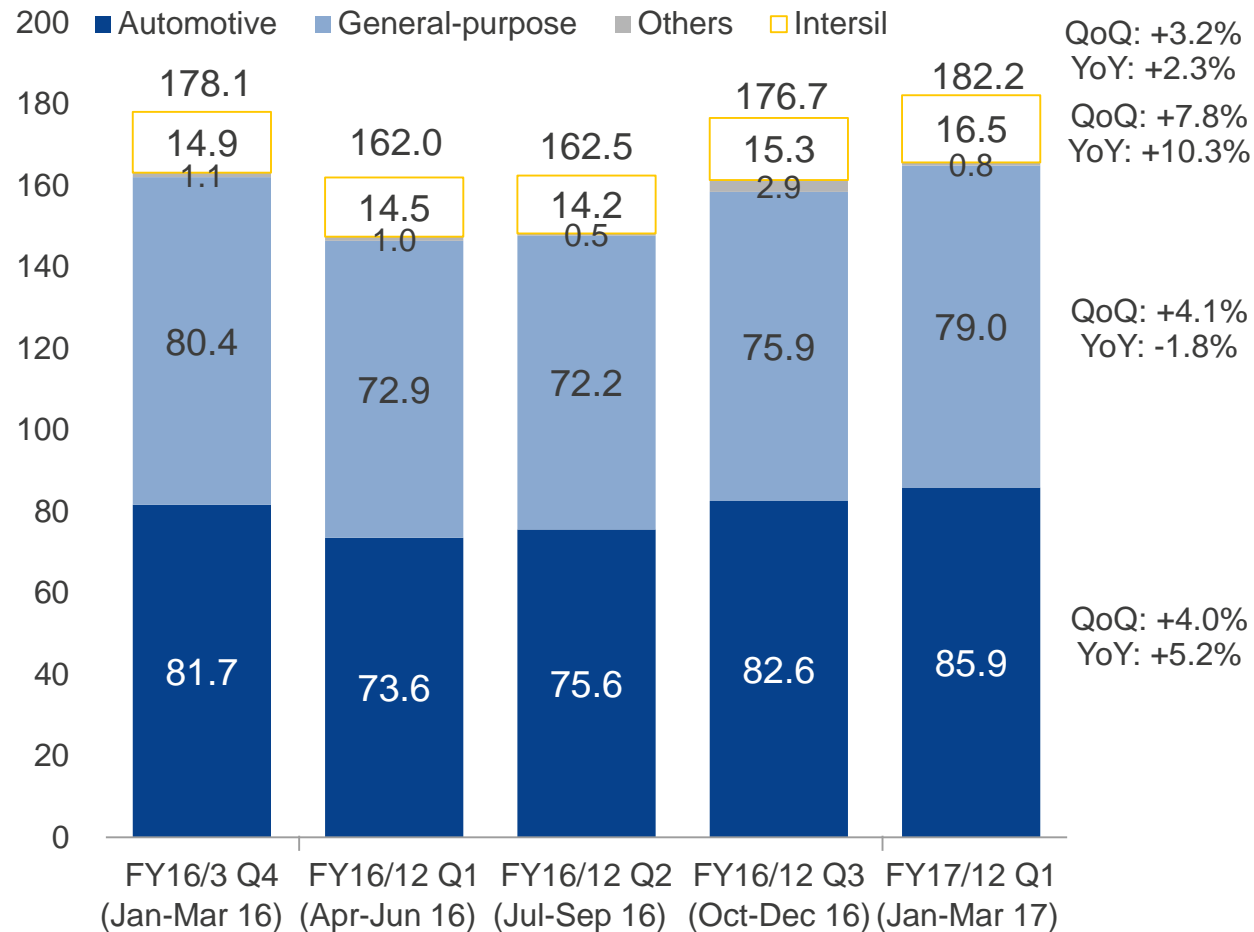
\*1 Non-GAAP Basis: Results excluding non-recurring and certain other items. Non-GAAP basis excludes the impact of sales and profit/loss of Renesas SP Drivers, impact of profit/loss of LTE modem business and profit/loss from inventory buildup until the end of FY16/12 ended December 2016. Non-GAAP definition is revised to exclude amortization of goodwill, amortization of purchased intangible assets, costs related to the Intersil acquisition and stock-based compensation cost since FY17/12 ending December 2017. (The impact of inventory buildup in FY17/12 Q1 was negative 0.9 B yen in operating profit.)

\*2 Pro-forma basis: Renesas Net Sales including Intersil's historical revenue prior to the close of the acquisition \*3 Renesas standalone : Net sales of Renesas Group companies excluding Intersil revenue

\*4 OPEX : Operating expenses such as R&D and SG&A \*5 R&D : Research & Development \*6 SG&A : Selling, general and administrative expenses

# FY17/12 Q1 SEMICONDUCTOR SALES (PRO-FORMA BASIS\*1)

(B yen)



## Factors affecting increase/decrease

### Intersil:

Increased QoQ and YoY due to strong demands for industrial and infrastructure applications (including automotive)

### General-purpose:

Increased QoQ from continued recovery in demand for FA (factory automation) and air conditioners for the Chinese market

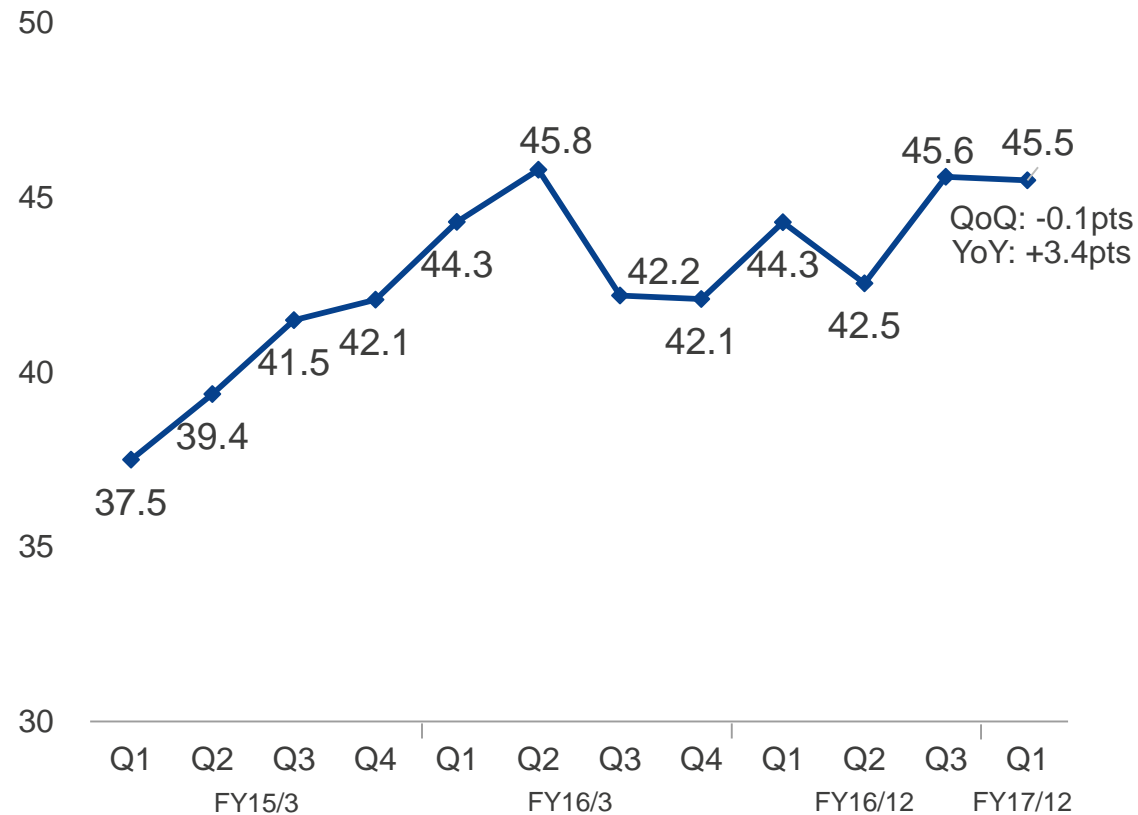
### Automotive:

Increased overall both QoQ and YoY due to strong demand in Automotive Control despite QoQ and YoY decreases in Automotive Information from sluggish car navigation system demand

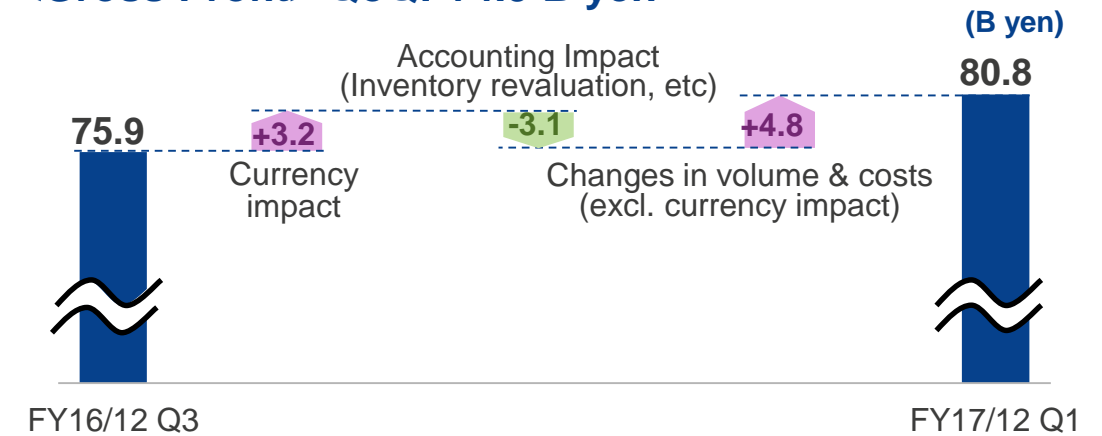
\*1 Pro-forma basis: Renesas Net Sales including Intersil's historical revenue prior to the close of the acquisition

# GROSS PROFIT/MARGIN (NON-GAAP BASIS\*1)

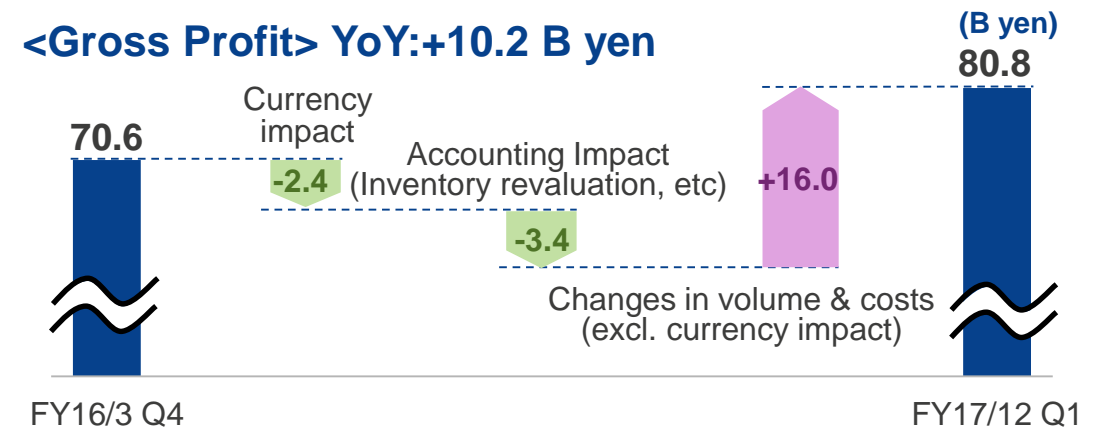
## <Gross Margin Quarterly Trends (%)>



## <Gross Profit> QoQ: +4.9 B yen



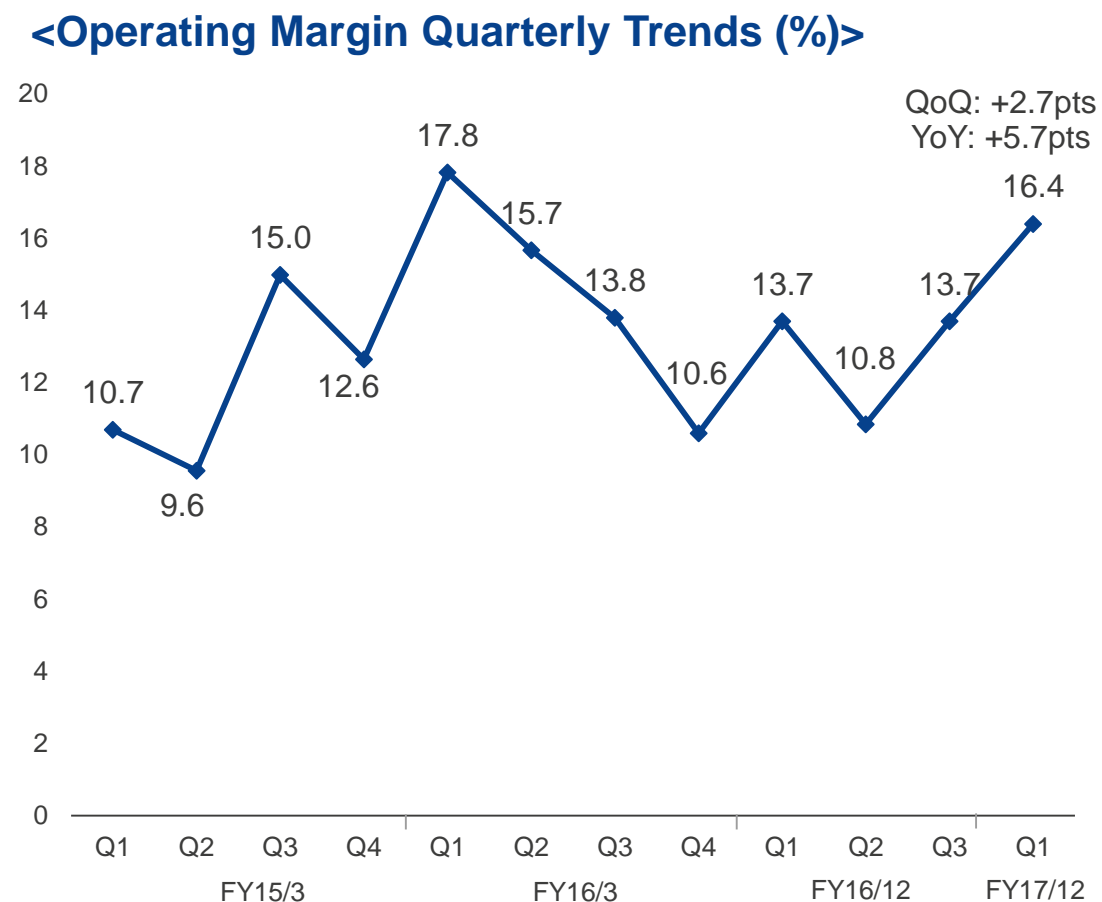
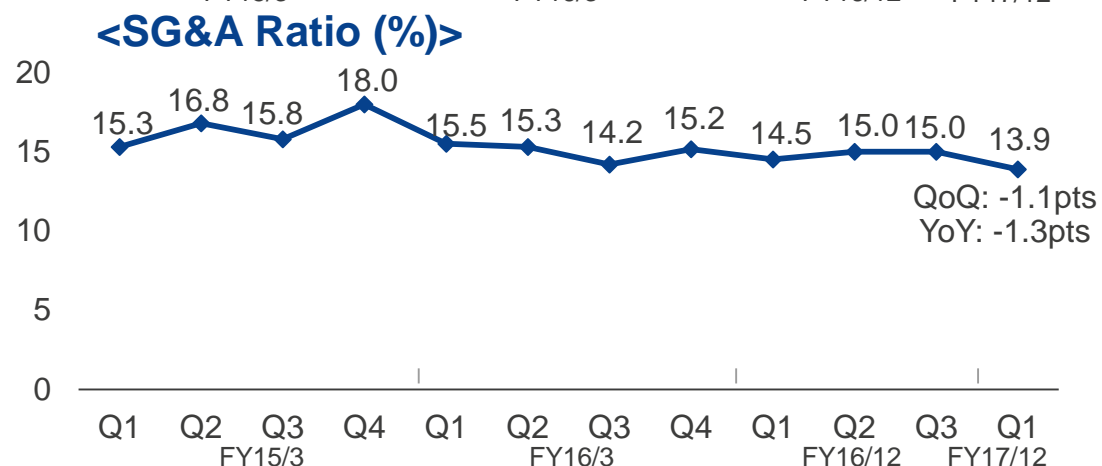
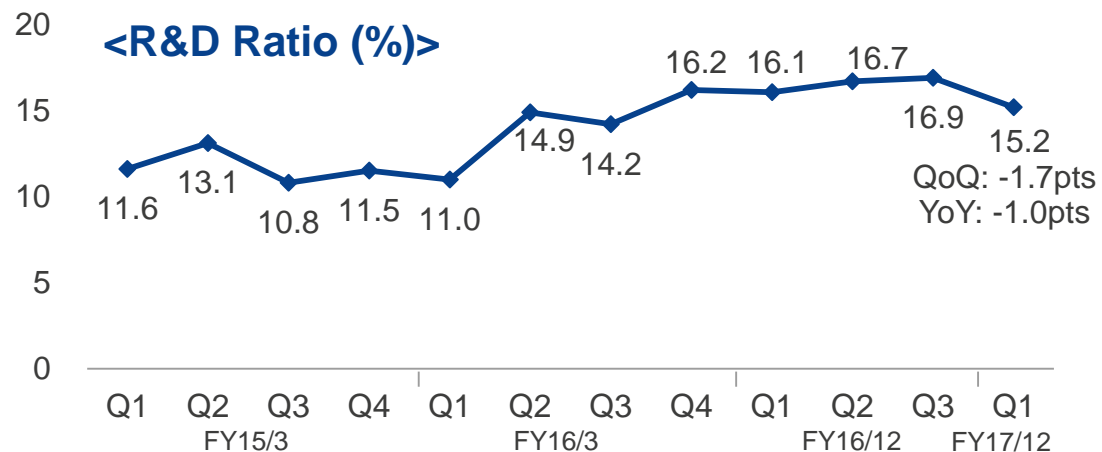
## <Gross Profit> YoY: +10.2 B yen



\*1 Non-GAAP Basis: Results excluding non-recurring and certain other items. Non-GAAP basis excludes the impact of sales and profit/loss of Renesas SP Drivers, impact of profit/loss of LTE modem business and profit/loss from inventory buildup until the end of FY16/12 ended December 2016. Non-GAAP definition is revised to exclude amortization of goodwill, amortization of purchased intangible assets, costs related to the Intersil acquisition and stock-based compensation cost since FY17/12 ending December 2017. (The impact of inventory buildup in FY17/12 Q1 was negative 0.9 B yen in operating profit.)



# OPEX TRAJECTORY AND OPERATING MARGIN (NON-GAAP BASIS\*1)



\*1 Non-GAAP Basis: Results excluding non-recurring and certain other items. Non-GAAP basis excludes the impact of sales and profit/loss of Renesas SP Drivers, impact of profit/loss of LTE modem business and profit/loss from inventory buildup until the end of FY16/12 ended December 2016. Non-GAAP definition is revised to exclude amortization of goodwill, amortization of purchased intangible assets, costs related to the Intersil acquisition and stock-based compensation cost since FY17/12 ending December 2017. (The impact of inventory buildup in FY17/12 Q1 was negative 0.9 B yen in operating profit.)



# FY17/12 Q2 FINANCIAL FORECASTS

# FY17/12 Q2 FINANCIAL FORECASTS (NON-GAAP BASIS\*1)

YoY and QoQ results as well as the 1H forecast of the Net Sales and Semiconductor Sales are rounded off to one decimal place

(B yen)	CY16		CY17 (FY17/12)					
	Apr-Jun	1H (Jan-Jun)	Q1 (Jan-Mar)	Q2 Forecast (Apr-Jun)	YoY	QoQ	1H Forecast (Jan-Jun)	YoY
Net Sales	152.0	319.8	177.6	192.1	+26.4%	+8.1%	369.7	+15.6%
Semiconductor Sales	147.5	310.7	172.5	188.7	+27.9%	+9.4%	361.2	+16.2%
Gross Margin	44.3%	43.1%	45.5%	43.9%	-0.5pts	-1.6pts	44.6%	+1.5pts
Operating Income (Margin)	20.9 (13.7%)	38.7 (12.1%)	29.1 (16.4%)	22.5 (11.7%)	+1.7 (-2.0pts)	-6.6 (-4.6pts)	51.6 (14.0%)	+12.9 (+1.9pts)
Net Income Attributable to Shareholders of Parent Company	12.3	24.7	23.6	29.5	+17.2	+6.0	53.1	+28.4
EBITDA*2	35.4	68.7	46.2	40.4	+5.0	-5.8	86.6	+17.9
1 US\$=	111 yen	115 yen	114 yen	108 yen	3 yen appreciation	6 yen appreciation	111 yen	4 yen appreciation
1 Euro=	124 yen	127 yen	121 yen	115 yen	9 yen appreciation	6 yen appreciation	118 yen	9 yen appreciation

\*1 Non-GAAP Basis: Results excluding non-recurring and certain other items. Non-GAAP basis excludes the impact of sales and profit/loss of Renesas SP Drivers, impact of profit/loss of LTE modem business and profit/loss from inventory buildup until the end of FY16/12 ended December 2016. Non-GAAP definition is revised to exclude amortization of goodwill, amortization of purchased intangible assets, costs related to the Intersil acquisition and stock-based compensation cost since FY17/12 ending December 2017. (The impact of inventory buildup in FY17/12 Q2 is expected to be 0.1 B yen in operating profit.)

\*2 EBITDA: Operating income + Depreciation and amortization + Amortization of long-term prepaid expenses

# HIGHLIGHTS OF FY17/12 Q2 FORECASTS (NON-GAAP BASIS\*1)

**Semi. Sales**

**¥188.7 B**

YoY: +27.9%

(Pro-forma basis\*2 YoY: +16.5%)

**Gross Margin**

**43.9%**

YoY: -0.5 pts

**Operating Margin**

**11.7%**

YoY: -2.0 pts

## Expect continued growth

- Expect further growth in both Renesas standalone\*3 and Intersil sales
- Continuing strong demand in automotive and industrial

## Maintain gross margin level with sales increases and improvement of business portfolio

- Expect to remain at almost the same level as last year due to sales increases and contribution from Intersil's business, despite yen appreciation and increases in depreciation/amortization

## Continue OPEX\*4 discipline

- Retain double-digit operating margin, while continuing to strengthen growth investment in R&D\*5

\*1 Non-GAAP Basis: Results excluding non-recurring and certain other items. Non-GAAP basis excludes the impact of sales and profit/loss of Renesas SP Drivers, impact of profit/loss of LTE modem business and profit/loss from inventory buildup until the end of FY16/12 ended December 2016. Non-GAAP definition is revised to exclude amortization of goodwill, amortization of purchased intangible assets, costs related to the Intersil acquisition and stock-based compensation cost since FY17/12 ending December 2017. (The impact of inventory buildup in FY17/12 Q2 is expected to be 0.1 B yen in operating profit.)

\*2 Pro-forma basis: Renesas Net Sales including Intersil's historical revenue prior to the close of the acquisition

\*3 Renesas standalone : Net sales of Renesas Group companies excluding Intersil revenue

\*4 OPEX : Operating expenses such as R&D and SG&A

\*5 R&D : Research & Development

# APPENDIX

The figures in this section are mainly based on GAAP (Generally Accepted Accounting Principles) stated on a financial reporting basis and are provided as additional information.

# FORMER GAAP/NON-GAAP RECONCILIATION (UNTIL FY16/12)

(B Yen)	FY15/3				FY16/3				FY16/12		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
<b>Semiconductor Sales (GAAP) ①</b>	201.2	199.6	177.4	175.1	174.5	177.0	160.9	163.2	147.5	148.3	161.4
<b>Renesas SP Drivers*1 ②</b>	-17.6	-21.0	-	-	-	-	-	-	-	-	-
<b>Semiconductor Sales (Non-GAAP*2) ①+②</b>	183.6	178.6	177.4	175.1	174.5	177.0	160.9	163.2	147.5	148.3	161.4
<b>Gross Profit (GAAP) ①</b>	80.5	81.6	78.6	78.1	79.8	85.5	71.8	68.5	65.1	62.9	74.7
<b>Renesas SP Drivers ②</b>	-6.0	-6.4	-	-	-	-	-	-	-	-	-
<b>Inventory Buildup*3 ③</b>	-2.6	-1.7	-1.7	-1.4	-0.4	-2.3	-2.3	+2.1	+2.3	+2.0	+1.2
<b>Gross Profit (Non-GAAP) ①+②+③</b>	71.9	73.5	76.9	76.7	79.4	83.2	69.5	70.6	67.4	64.9	75.9
<b>Operating Income (GAAP) ①</b>	27.0	23.5	29.5	24.4	32.4	30.7	25.0	15.7	18.6	14.6	21.6
<b>Renesas SP Drivers ②</b>	-3.9	-4.0	-	-	-	-	-	-	-	-	-
<b>Inventory Buildup ④</b>	-2.6	-1.7	-1.7	-1.4	-0.4	-2.3	-2.3	+2.1	+2.3	+2.0	+1.2
<b>Operating Income (Non-GAAP) ①+②+③+④</b>	20.5	17.9	27.8	23.0	32.0	28.4	22.7	17.8	20.9	16.6	22.8
<b>R&amp;D (Renesas SP Drivers)</b>	1.8	1.9	-	-	-	-	-	-	-	-	-
<b>SG&amp;A (Renesas SP Drivers)</b>	0.3	0.5	-	-	-	-	-	-	-	-	-

\*1 Renesas SP Drivers: Sales and operating income (loss) of the former Renesas SP Drivers, which was transferred on October 1, 2014

\*2 Non-GAAP Basis: Results excluding non-recurring and certain other items. Non-GAAP basis excludes the impact of sales and profit/loss of Renesas SP Drivers, impact of profit/loss of LTE modem business and profit/loss from inventory buildup until the end of FY16/12 ended December 2016. Non-GAAP definition is revised to exclude amortization of goodwill, amortization of purchased intangible assets, costs related to the Intersil acquisition and stock-based compensation cost since FY17/12 ending December 2017. (The impact of inventory buildup in FY17/12 Q1 was negative 0.9 B yen in operating profit.)

\*3 Inventory Buildup: Amount of income (loss) from inventory buildup of the EOL products resulting from realignment of the factories

# REVISED GAAP/NON-GAAP RECONCILIATION (FROM FY17/12)

(B Yen)	FY16/12			FY17/12	
	Q1	Q2	Q3	Q1	Q2 (Forecast)
Net Sales	152.0	152.6	166.4	177.6	192.1
Gross Profit (GAAP)	65.1	62.9	74.7	80.8	84.2
Inventory Buildup*1	+2.3	+2.0	+1.2	-	-
Stock-Based Compensation (COGS)	-	-	-	+0	+0
Gross Profit (Non-GAAP*2)	67.4	64.9	75.9	80.8	84.2
Non-GAAP Gross Margin (%)	44.3%	42.5%	45.6%	45.5%	43.9%
Operating Income (GAAP)	18.6	14.6	21.6	25.5	13.0
Inventory Buildup	+2.3	+2.0	+1.2	-	-
Stock-Based Compensation (COGS)	-	-	-	+0	+0
Amortization of Goodwill (SG&A)	-	-	-	+2.9	+8.8
Costs Related to the Acquisition of Intersil (SG&A)	-	-	-	+0.5	-
Amortization of Purchased Intangible Assets (SG&A)	-	-	-	+0.1	+0.3
Stock-Based Compensation (R&D)	-	-	-	+0	+0.1
Stock-Based Compensation (SG&A)	-	-	-	+0.1	+0.3
Operating Income (Non-GAAP)	20.9	16.6	22.8	29.1	22.5
Non-GAAP Operating Margin (%)	13.7%	10.8%	13.7%	16.4%	11.7%

\*1 Inventory Buildup: Amount of income (loss) from inventory buildup of the EOL products resulting from realignment of the factories

\*2 Non-GAAP Basis: Results excluding non-recurring and certain other items. Non-GAAP basis excludes the impact of sales and profit/loss of Renesas SP Drivers, impact of profit/loss of LTE modem business and profit/loss from inventory buildup until the end of FY16/12 ended December 2016. Non-GAAP definition is revised to exclude amortization of goodwill, amortization of purchased intangible assets, costs related to the Intersil acquisition and stock-based compensation cost since FY17/12 ending December 2017. (The impact of inventory buildup in FY17/12 Q1 was negative 0.9 B yen in operating profit. The impact of inventory buildup in FY17/12 Q2 is expected to be negative 0.1 B yen in operating profit.)

# FY17/12 Q1 FINANCIAL SNAPSHOT

YoY and QoQ results as well as the Change from Feb 8 FCT of the Net Sales and Semi Sales are rounded off to one decimal place

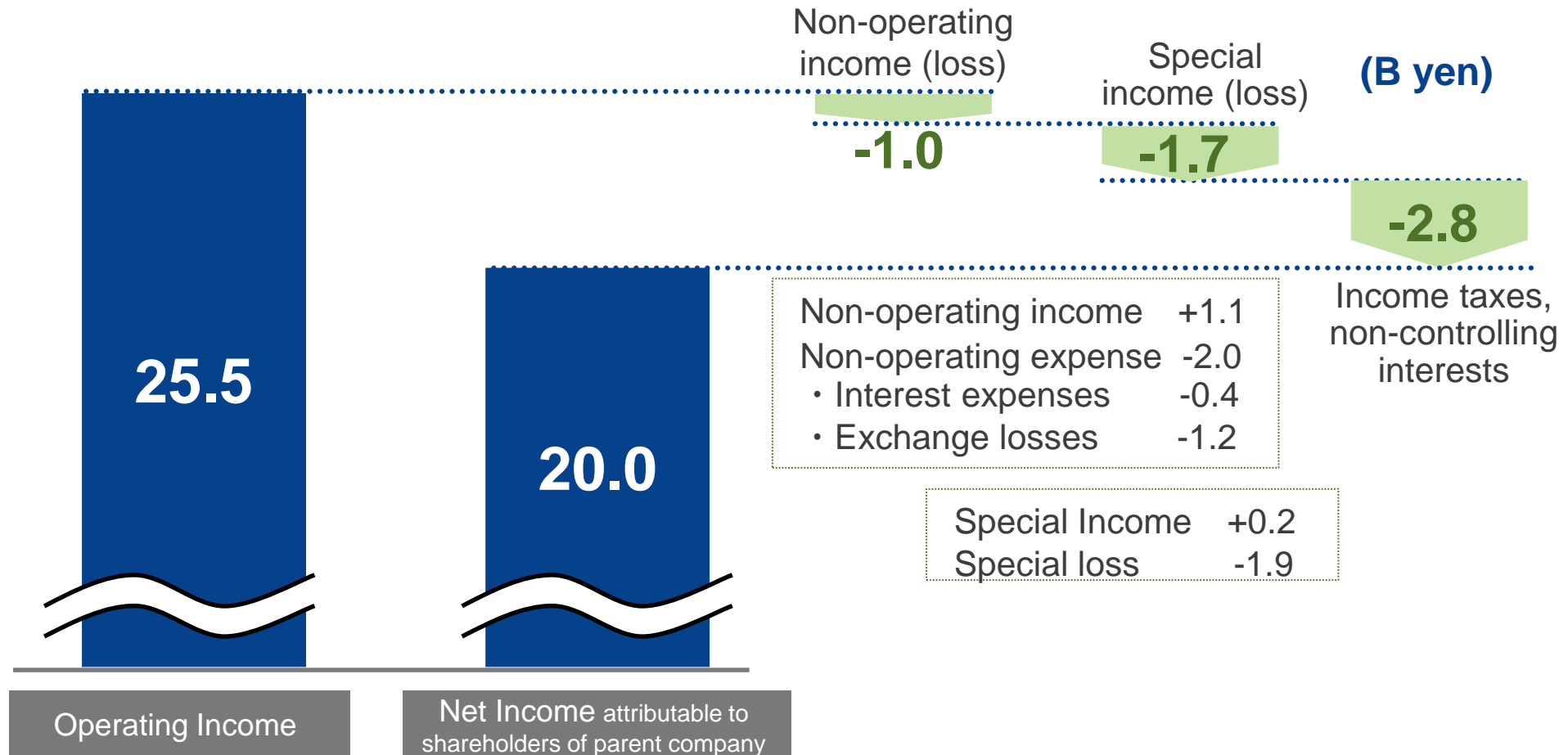
(B yen)	CY16		CY17 (FY17/12)				
	Jan-Mar	Oct-Dec	Jan-Mar (Q1) Forecast	Jan-Mar (Q1) Actual	YoY	QoQ	Change from Feb 8 FCT
Net Sales	167.8	166.4	171.0	177.6	+5.9%	+6.7%	+3.9%
Semi Sales	163.2	161.4	167.0	172.5	+5.7%	+6.9%	+3.3%
Gross Margin	40.8%	44.9%	43.3%	45.5%	+4.7pts	+0.6pts	+2.2pts
Operating Income (Margin)	15.7 (9.4%)	21.6 (13.0%)	23.0 (13.5%)	25.5 (14.3%)	+9.8 (+5.0pts)	+3.9 (+1.4pts)	+2.5 (+0.9pts)
Net Income Attributable to Shareholders of Parent Company	10.3	24.7	19.0	20.0	+9.7	-4.8	+1.0
EBITDA*1	31.2	37.4	38.5	45.6	+14.4	+8.2	+7.1
1 US\$=	118 yen	105 yen	111 yen	114 yen	5 yen appreciation	9 yen depreciation	3 yen depreciation
1 Euro=	130 yen	115 yen	118 yen	121 yen	8 yen appreciation	6 yen depreciation	3 yen depreciation

\*1 EBITDA: Operating income + Depreciation and amortization + Amortization of long-term prepaid expenses + Amortization of goodwill



# FY17/12 Q1 NET INCOME

## ATTRIBUTABLE TO SHAREHOLDERS OF PARENT COMPANY



# BALANCE SHEETS

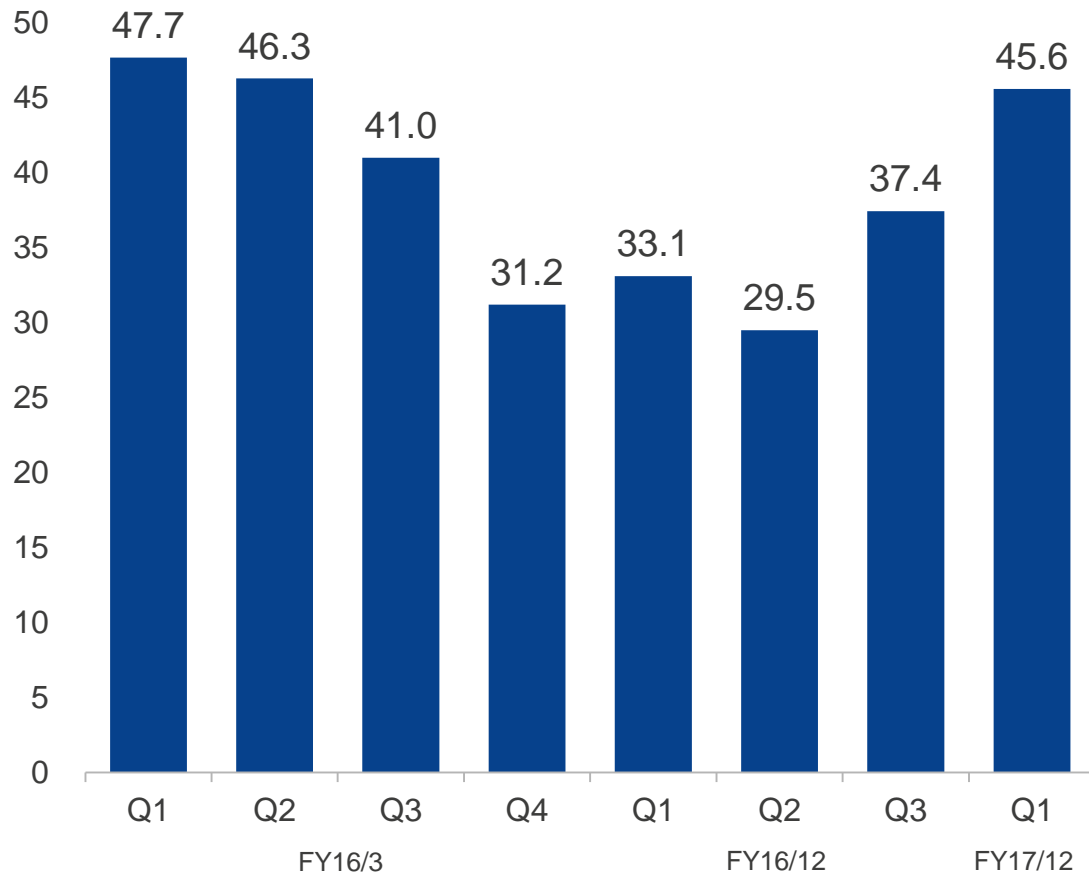
(B Yen)	As of Mar. 31, 2016	As of Jun. 30, 2016	As of Sep. 30, 2016	As of Dec. 31, 2016	As of Mar. 31, 2017
Total Assets	849.4	823.2	758.2	823.1	966.8
Cash and Cash Equivalents <sup>*1</sup>	398.4	397.3	326.2	354.3	101.0
Inventories	108.4	97.0	92.1	97.3	106.4
Liabilities	467.6	447.7	376.2	400.7	534.0
Interest-Bearing Debt <sup>*2</sup>	244.3	237.9	157.9	157.3	252.7
Shareholders' Equity <sup>*3</sup>	364.1	374.1	383.5	408.3	428.2
Net Assets	381.7	375.5	382.0	422.4	432.8
D/E Ratio (Gross) <sup>*4</sup>	0.64	0.64	0.42	0.37	0.59
Equity Ratio	44.7%	45.4%	50.1%	51.0%	44.5%

Notes

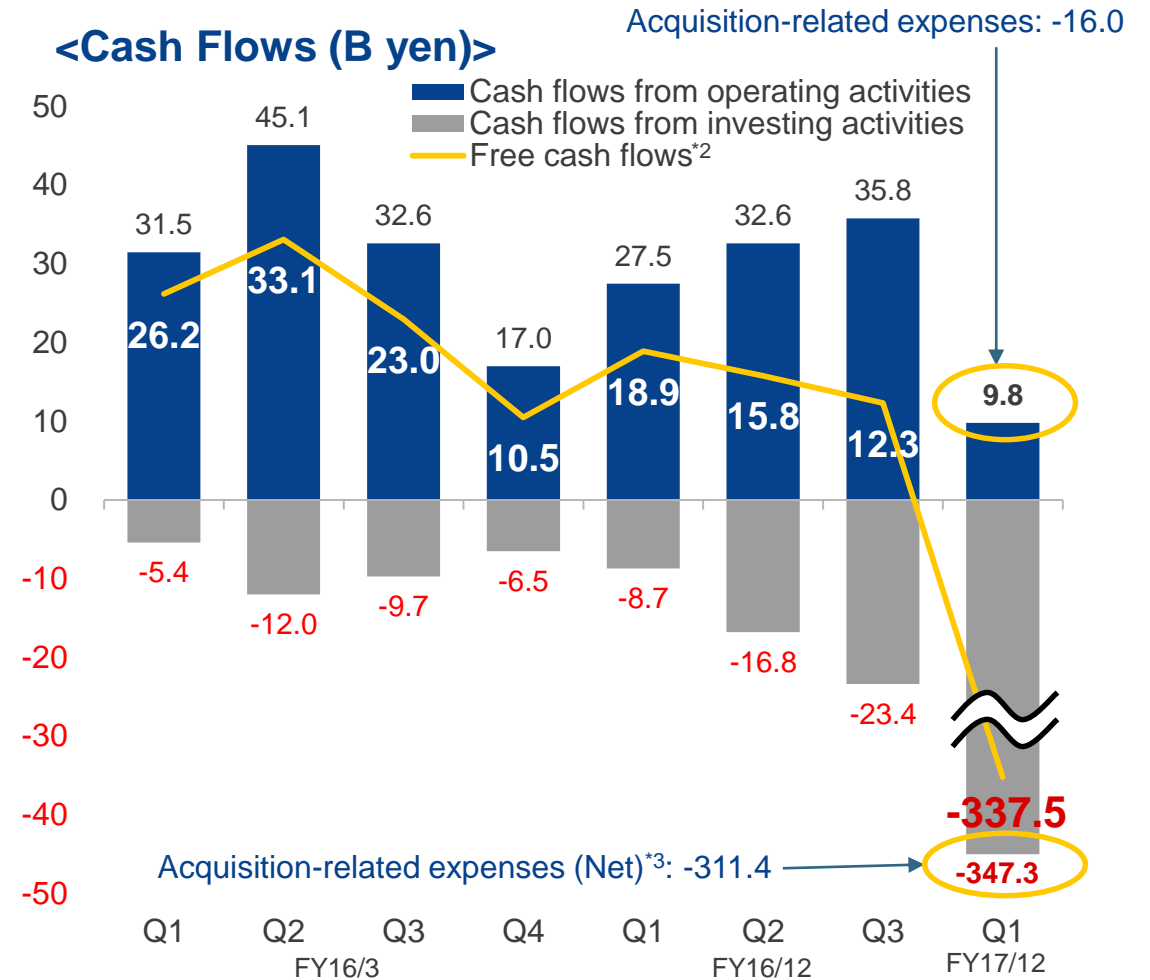
1. "Cash and Cash Equivalents": Sum of cash and deposits, and short-term investment securities minus the Time deposits with maturities of more than three months, and Securities with maturities of more than three months  
2. "Interest-Bearing Debt": Short-term borrowings, Current portion of long-term borrowings, Lease obligations, Long-term borrowings  
3. "Equity": Shareholders' Equity, Other Comprehensive Income 4. "D/E Ratio (Gross)": Interest-Bearing Debt / Equity

# EBITDA\*<sup>1</sup> AND CASH FLOWS

<EBITDA (B yen)>



<Cash Flows (B yen)>



\*1 EBITDA: Operating income + Depreciation and amortization + Amortization of long-term prepaid expenses + Amortization of goodwill

\*2 Free cash flows: Cash flows from operating activities + cash flows from investing activities

\*3 Acquisition-related expenses (Net): Sum of expenses associated with acquiring Intersil stocks and Intersil's cash and cash equivalents as of Feb 24, 2017

# FY17/12 Q2 FINANCIAL FORECASTS

(B yen)	CY16		CY17 (FY17/12)					
	Apr-Jun	1H (Jan-Jun)	Q1 (Jan-Mar)	Q2 Forecast (Apr-Jun)	YoY	QoQ	1H Forecast (Jan-Jun)	YoY
Net Sales	152.0	319.8	177.6	192.1	+26.4%	+8.1%	369.7	+15.6%
Semiconductor Sales	147.5	310.7	172.5	188.7	+27.9%	+9.4%	361.2	+16.2%
Gross Margin	42.8%	41.8%	45.5%	43.9%	+1.1pts	-1.6pts	44.6%	+2.9pts
Operating Income (Margin)	18.6 (12.2%)	34.3 (10.7%)	25.5 (14.3%)	13.0 (6.8%)	-5.5 (-5.4pts)	-12.5 (-7.6pts)	38.5 (10.4%)	+4.2 (-0.3pts)
Net Income Attributable to Shareholders of Parent Company	10.0	20.3	20.0	20.0	+10.0	-	40.0	+19.7
EBITDA* <sup>1</sup>	33.1	64.3	45.6	40.0	+6.9	-5.6	85.6	+21.3
1 US\$=	111 yen	115 yen	114 yen	108 yen	3 yen appreciation	6 yen appreciation	111 yen	4 yen appreciation
1 Euro=	124 yen	127 yen	121 yen	115 yen	9 yen appreciation	6 yen appreciation	118 yen	9 yen appreciation

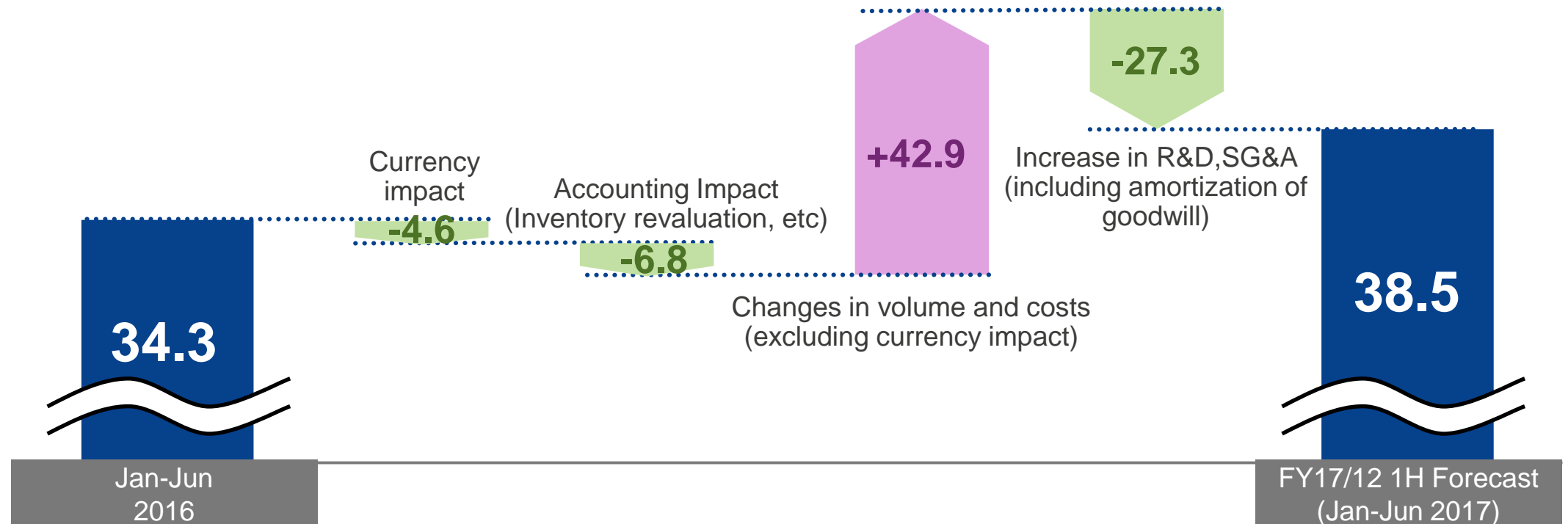
\*1 EBITDA: Operating income + Depreciation and amortization + Amortization of long-term prepaid expenses + Amortization of goodwill

# FY17/12 1H OPERATING INCOME FORECAST

YoY

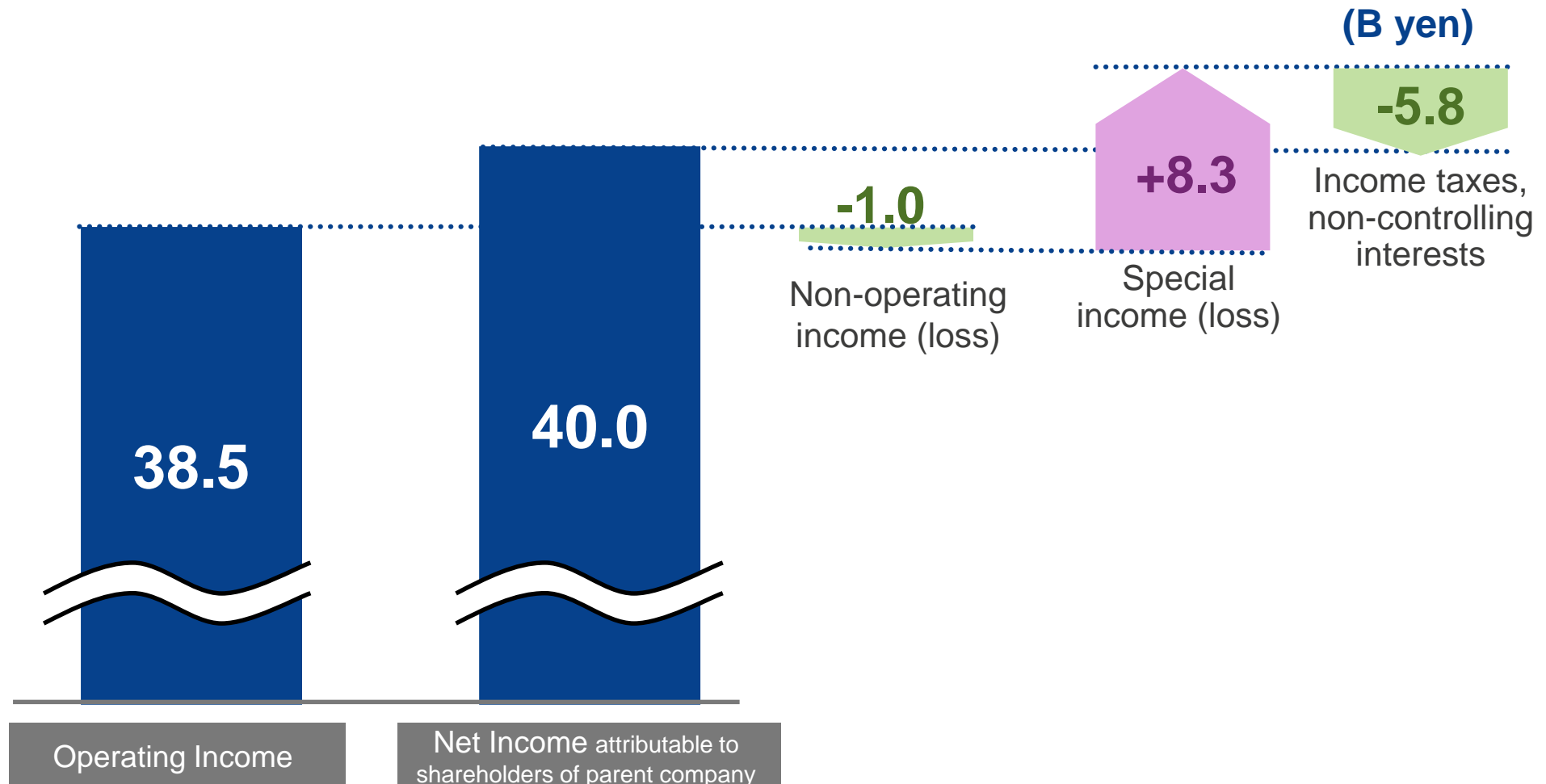
+ 4.2 B yen

(B yen)



# FY17/12 1H FORECAST OF NET INCOME

## ATTRIBUTABLE TO SHAREHOLDERS OF PARENT COMPANY



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## BIG IDEAS FOR EVERY SPACE

### (FORWARD-LOOKING STATEMENTS)

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