

# FY19/12 Q4/FULL-YEAR PRESENTATION

RENESAS ELECTRONICS CORPORATION  
FEBRUARY 12, 2020

# NON-GAAP BASIS INFORMATION

In this section, Renesas Electronics Group (hereinafter “the Group”) applies 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 (hereinafter “GAAP (IFRS based)”) excluding or adjusting non-recurring and other items following a certain set of rules. The Group believes Non-GAAP operating profit is useful information to understand its recurring operating performance.

The Group reports its consolidated forecast on a quarterly basis as a substitute for a yearly forecast.

# DISCLAIMER

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- **Adoption of IFRS:** With the outlook that the Group will continue to expand globally and to provide financial figures that can be compared on a global scale, the Group discloses its consolidated financial statements in accordance with the International Financial Reporting Standards (“IFRS”) starting from the annual securities report for FY2018/12.
- **Presentation of financial forecasts:** Starting from the consolidated forecasts for the three months ended March 31, 2019, the Group presents its financial forecasts as a range. In order to provide useful information that will help to better understand the Group’s constant business results, figures such as revenue, gross margin and operating margin will be presented in the non-GAAP format, which excludes or adjusts the non-recurring items related to acquisitions and other adjustments removed as non-recurring expenses or income. The gross margin and operating margin forecasts are given assuming the midpoint in the sales revenue forecast.
- **Segment disclosure:** Although the Group designs and manufactures semiconductors, the financial figures disclosed have been reformed to two segments: “Automotive Business” and “Industrial/Infrastructure/IoT Business” since Q3 FY2019/12 in order to more appropriately disclose financial figures.
- **Purchase Price Allocation:** The allocation of the acquisition costs (PPA: Purchase Price Allocation) for the business combinations with Integrated Device Technology, Inc. (“IDT”), which Renesas acquired on March 30, 2019 (JST), has been revised at the end of the full year ended December 2019. The revised allocation of the acquisition costs are reflected in the consolidated financial figures of FY2019/12.

# FY19/12 Q4/FULL-YEAR FINANCIAL SNAPSHOT

## IFRS, NON-GAAP <sup>\*1\*2</sup>

YoY and QoQ results as well as the changes from FCTs of the Revenue are rounded off to one decimal place.

(B yen)	FY18/12		FY19/12								
	Q4 (Oct-Dec)	Full year (Jan-Dec)	Q3 (Jul-Sep)	Q4 (Oct-Dec) Forecast	Q4 (Oct-Dec) Actual	YoY	QoQ	Change from Nov 7 FCT <sup>*3</sup>	Full year (Jan-Dec) Actual	YoY	Change from Nov 7 FCT <sup>*3</sup>
Revenue	187.7	756.5	183.4	182.5 to 190.5	192.0	+2.3%	+4.7%	+3.0%	718.2	-5.1%	+0.8%
Gross Margin	40.5%	44.2%	45.0%	45.0%	46.0%	+5.6pts	+1.1pts	+1.0pt	44.0%	-0.2pt	+0.3pt
Operating Profit/Loss (Margin)	19.4 (10.4%)	104.0 (13.8%)	26.9 (14.7%)	26.1 (14.0%)	31.5 (16.4%)	+12.1 (+6.1pts)	+4.6 (+1.7pts)	+5.4 (+2.4pts)	93.1 (13.0%)	-11.0 (-0.8pt)	+5.4 (+0.7pt)
Net Profit/Loss	7.2	83.4	22.5	-	21.6	+14.4	-0.9	-	76.4	-7.0	-
EBITDA <sup>*4</sup>	43.4	199.7	51.8	-	56.2	+12.8	+4.4	-	193.5	-6.2	-
1 US\$=	113 yen	110 yen	108 yen	107 yen	108 yen	5 yen appreciation	1 yen depreciation	1 yen depreciation	109 yen	1 yen appreciation	0 yen depreciation
1 Euro=	130 yen	131 yen	121 yen	118 yen	119 yen	10 yen appreciation	1 yen appreciation	2 yen depreciation	123 yen	8 yen appreciation	0 yen depreciation

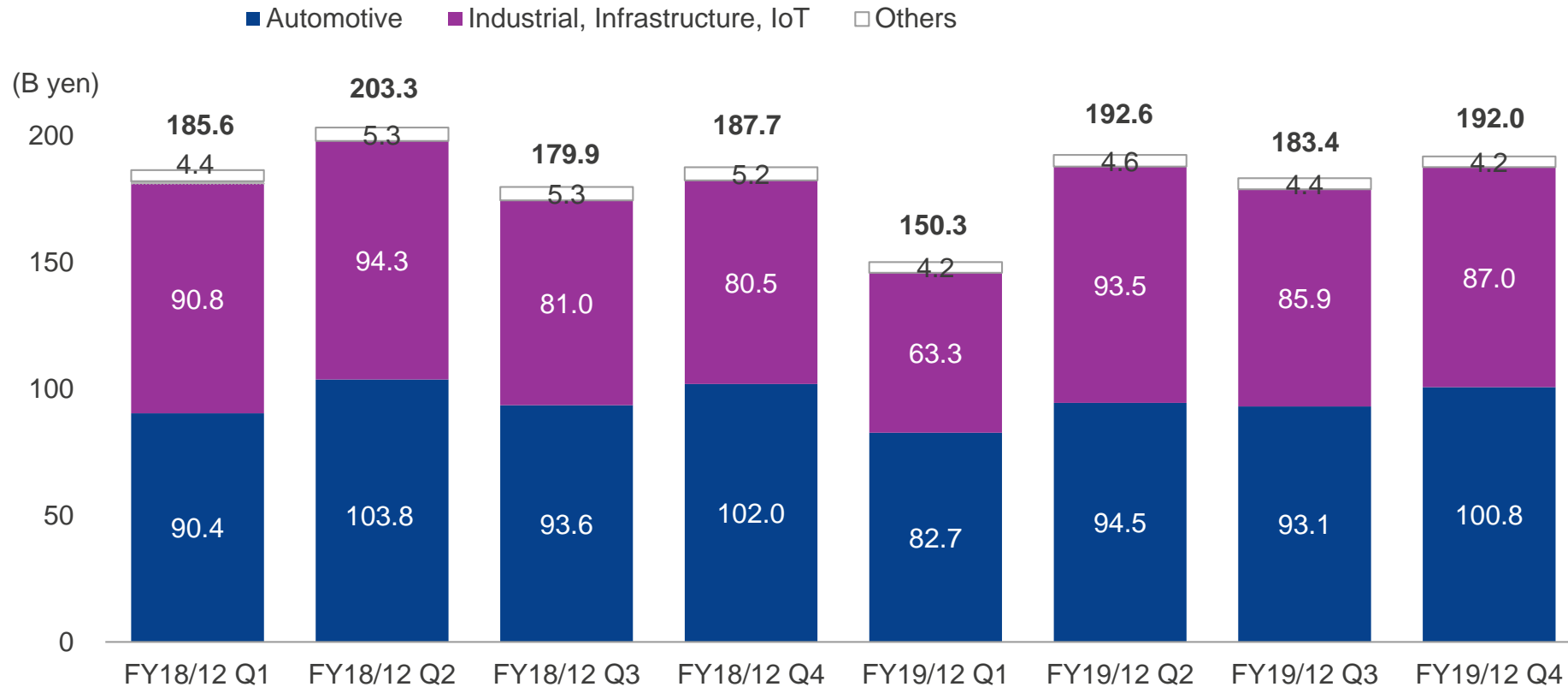
<sup>\*1</sup>: Non-GAAP figures are calculated by removing or adjusting non-recurring items and other adjustments from GAAP (IFRS based) figures following a certain set of rules. The Group believes non-GAAP measures provide useful information in understanding and evaluating the Group's constant business results, and therefore results are provided in non-GAAP base. This adjustment and exclusion include the amortization of intangible assets recognized from acquisitions, other PPA (purchase price allocation) adjustments and costs relating to acquisitions, stock-based compensation, as well as other non-recurring expenses and income the Group believes to be applicable.

<sup>\*2</sup>: As of the first quarter ended March 31, 2019, there has been a change in the Group's auditor, and therefore quarterly figures of the year ended December 31, 2018, provided under IFRS are not reviewed by the previous auditor. However, for each of the quarterly figures of the year ended December 31, 2018 provided under the generally accepted accounting principal in Japan (J-GAAP) have been reviewed by the Group's previous auditor.

<sup>\*3</sup>: Each figure represents comparisons of the midpoint in the sales revenue forecast range <sup>\*4</sup>: Operating profit + Depreciation and amortization

# QUARTERLY REVENUE TRENDS

IFRS, NON-GAAP <sup>\*1\*2</sup>



## Revenue

YoY: +2.3%  
QoQ: +4.7%

## Industrial, Infrastructure, IoT

YoY: +8.1%  
QoQ: +1.3%

## Automotive

YoY: -1.2%  
QoQ: +8.2%

\*1: Non-GAAP figures are calculated by removing or adjusting non-recurring items and other adjustments from GAAP (IFRS based) figures following a certain set of rules. The Group believes non-GAAP measures provide useful information in understanding and evaluating the Group's constant business results, and therefore results are provided in non-GAAP base. This adjustment and exclusion include the amortization of intangible assets recognized from acquisitions, other PPA (purchase price allocation) adjustments and costs relating to acquisitions, stock-based compensation, as well as other non-recurring expenses and income the Group believes to be applicable.

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# FY2019/12 Q4 OPERATING MARGIN

IFRS, NON-GAAP <sup>\*1\*2</sup>




FY18/12 Q4 Actual (Oct-Dec 2018)	FY19/12 Q3 Actual (Jul-Sep 2019)	FY19/12 Q4 Forecast (Oct-Dec 2019)	FY19/12 Q4 Actual (Oct-Dec 2019)
10.4%	14.7%	14.0%	16.4%

YoY: +6.1pts  
QoQ: +1.7pts  
vs Forecast: +2.4pts

## QoQ +1.7pts

-  Currency impact
-  Profit increase from sales increase
-  Expense decrease

## vs Forecast +2.4pts

-  Currency impact
-  Profit increase from sales increase
-  Expense decrease

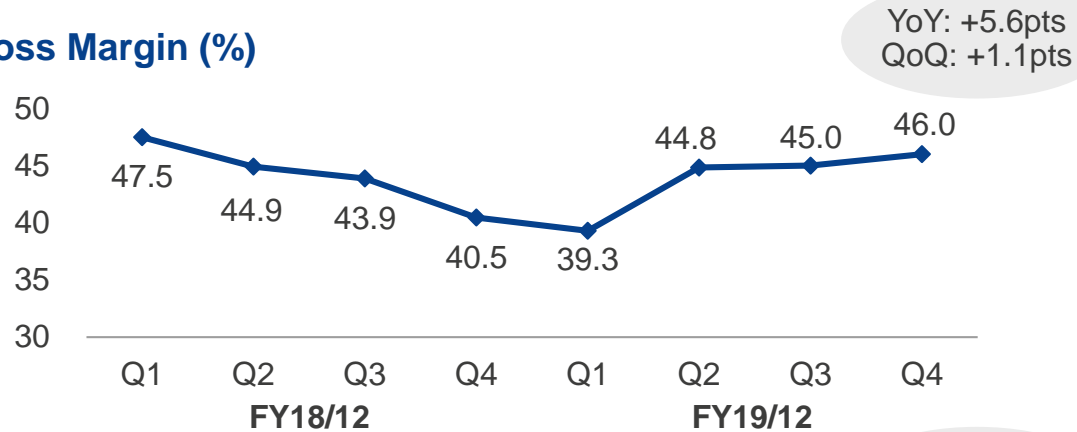
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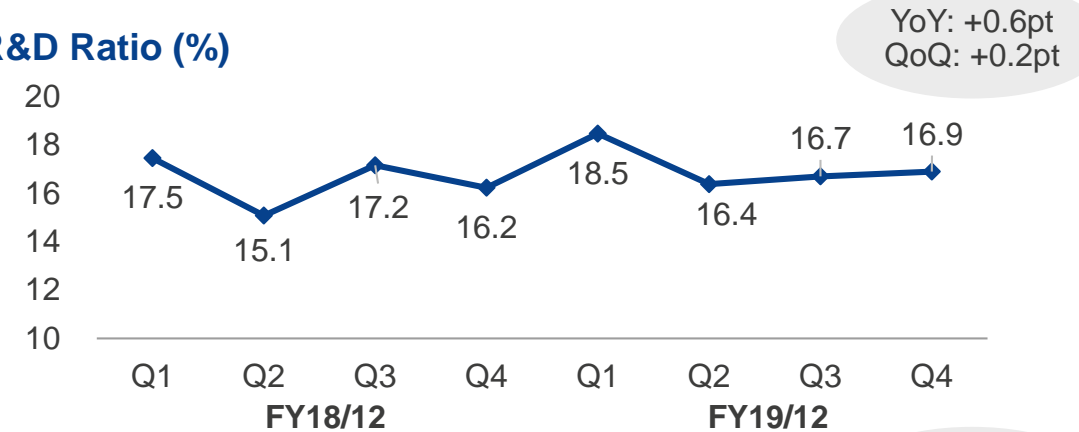
# GROSS MARGIN, OPERATING MARGIN AND OPEX TRAJECTORY

## IFRS, NON-GAAP <sup>\*1\*2</sup>

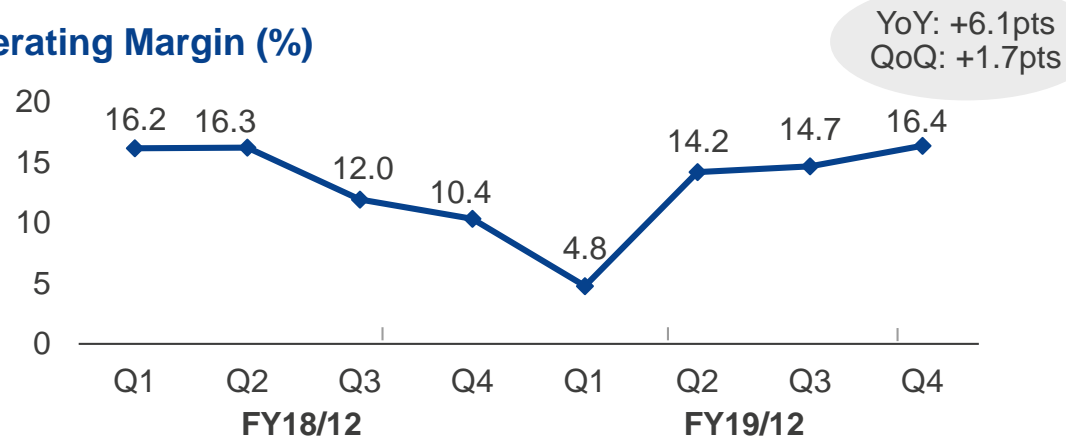
### Gross Margin (%)



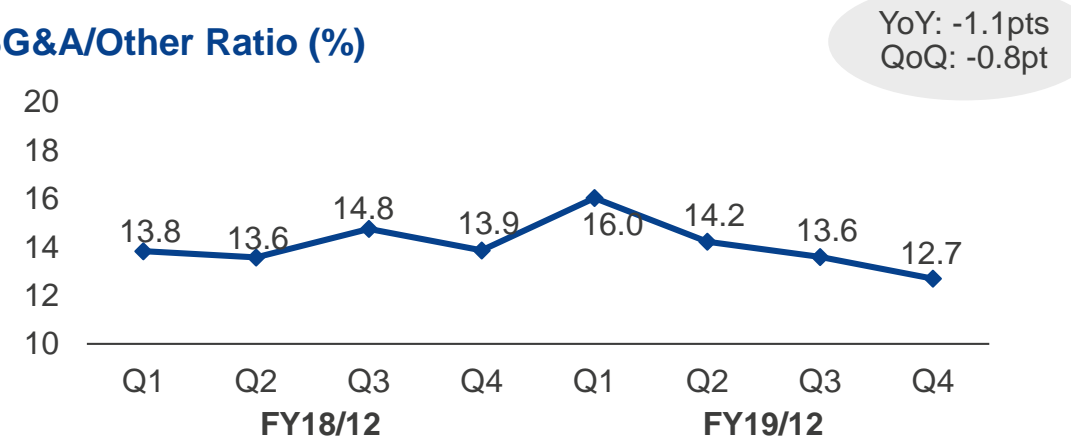
### R&D Ratio (%)



### Operating Margin (%)



### SG&A/Other Ratio (%)



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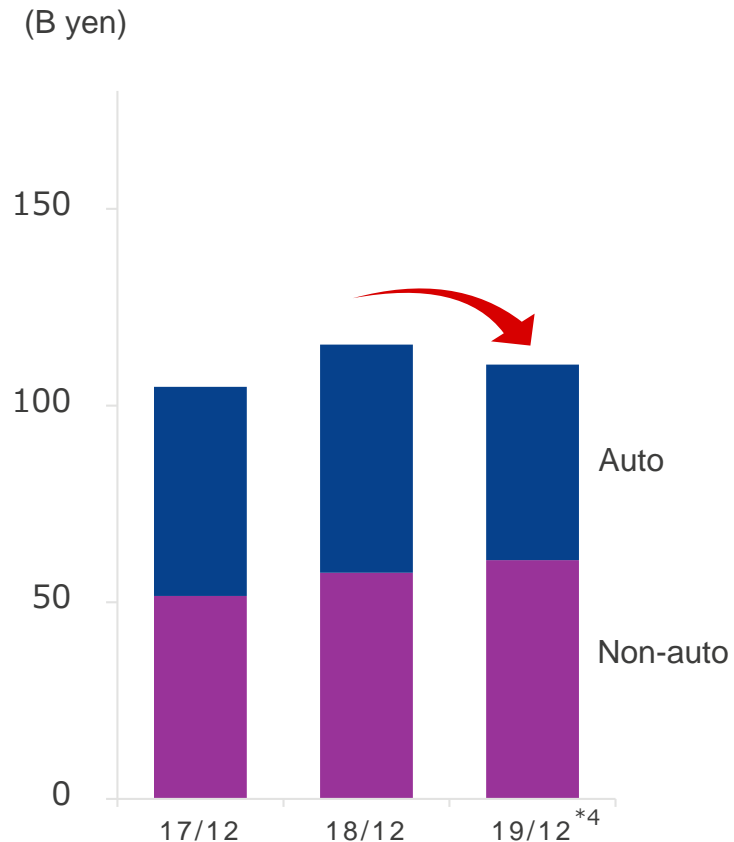
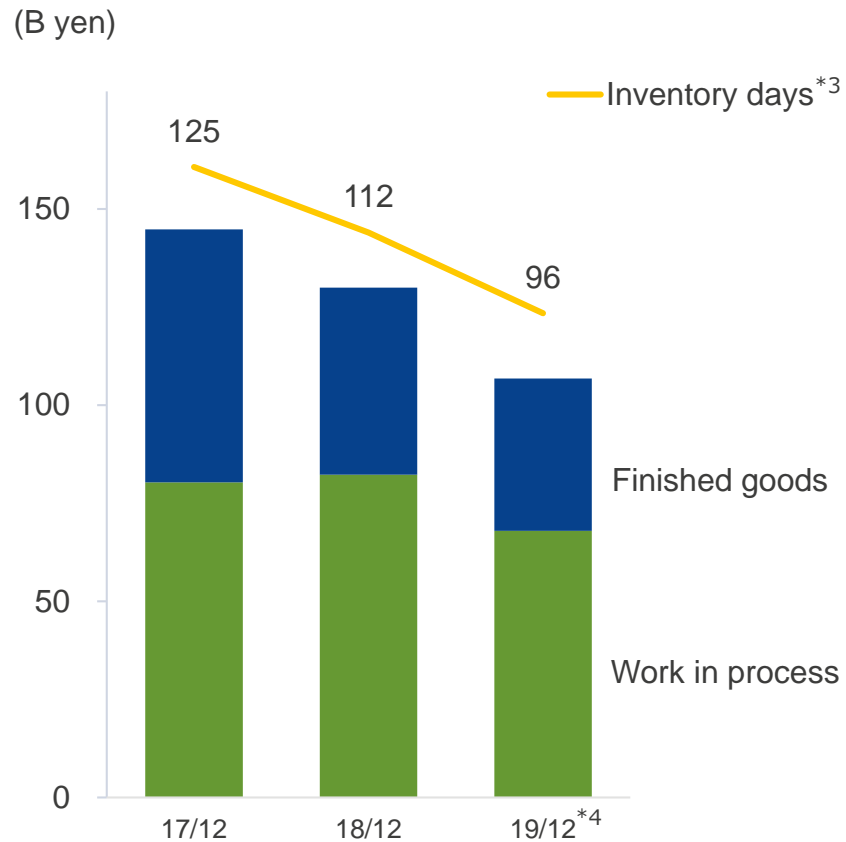
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# INVENTORY \*1

## INVENTORY ADJUSTMENT PHASE COMPLETED BY DEC 2019

### Inventory Change (Work in process + Finished goods)

### Sales Channel Inventory\*2



\*1: Managerial accounting basis

\*2: Total inventory of the 16 exclusive sales distributors for Japanese customers and overseas distributors including distributors for former Intersil and IDT.

\*3: Days of inventory: inventory at the end of the quarter / (annual non-GAAP cost of sales / 360 days) \*4: Figures after consolidation of IDT



Improved accuracy of  
demand forecast



Shortened internal  
decision-making chain

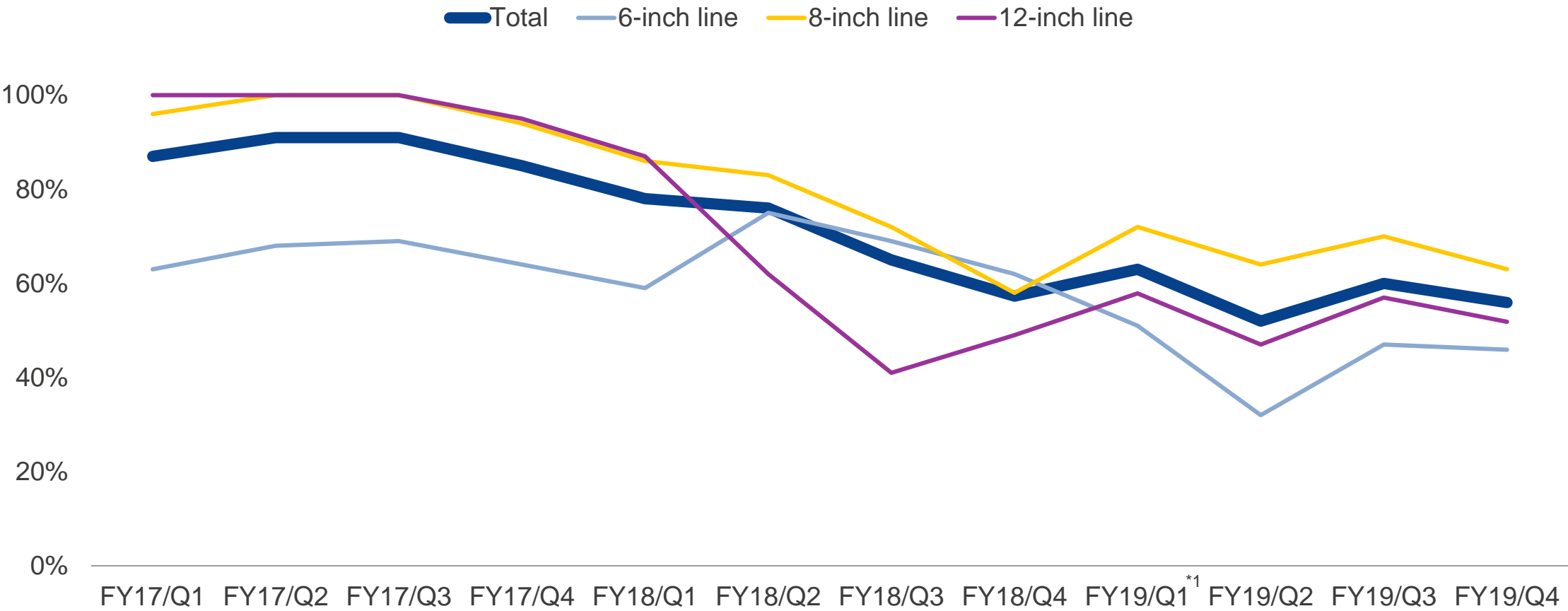


Flexibility of procurement  
secured



# QUARTERLY TRENDS IN FRONT-END UTILIZATION RATE

## WAFER INPUT BASIS

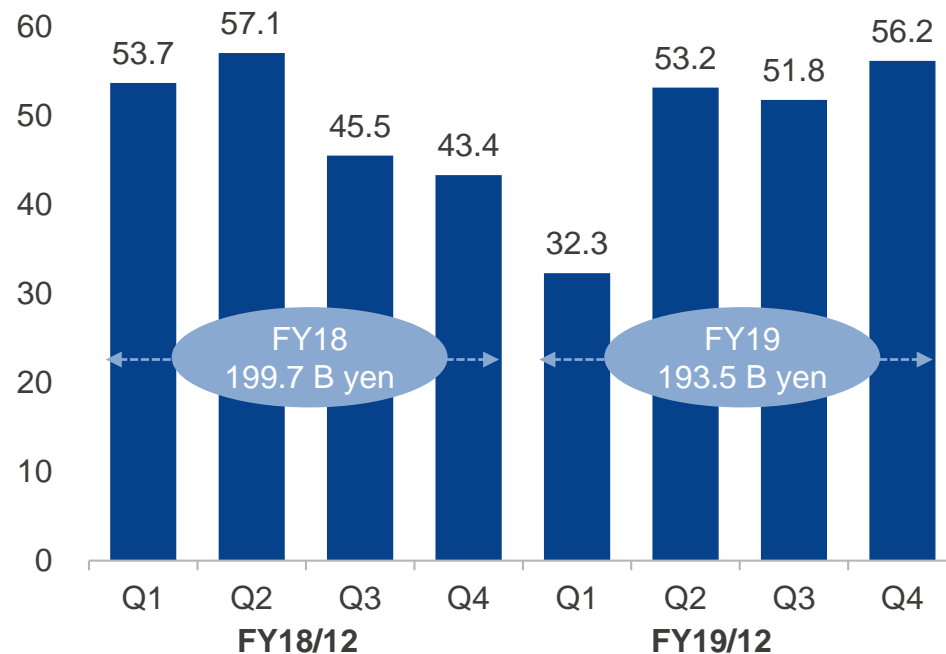


<sup>\*1</sup>: The utilization rate of the 6-inch line was revised from the FY19/12 Q1 earnings announcement (May 14, 2019).

# NON-GAAP\*<sup>1</sup> EBITDA\*<sup>2</sup> AND IFRS\*<sup>3</sup> CASH FLOWS

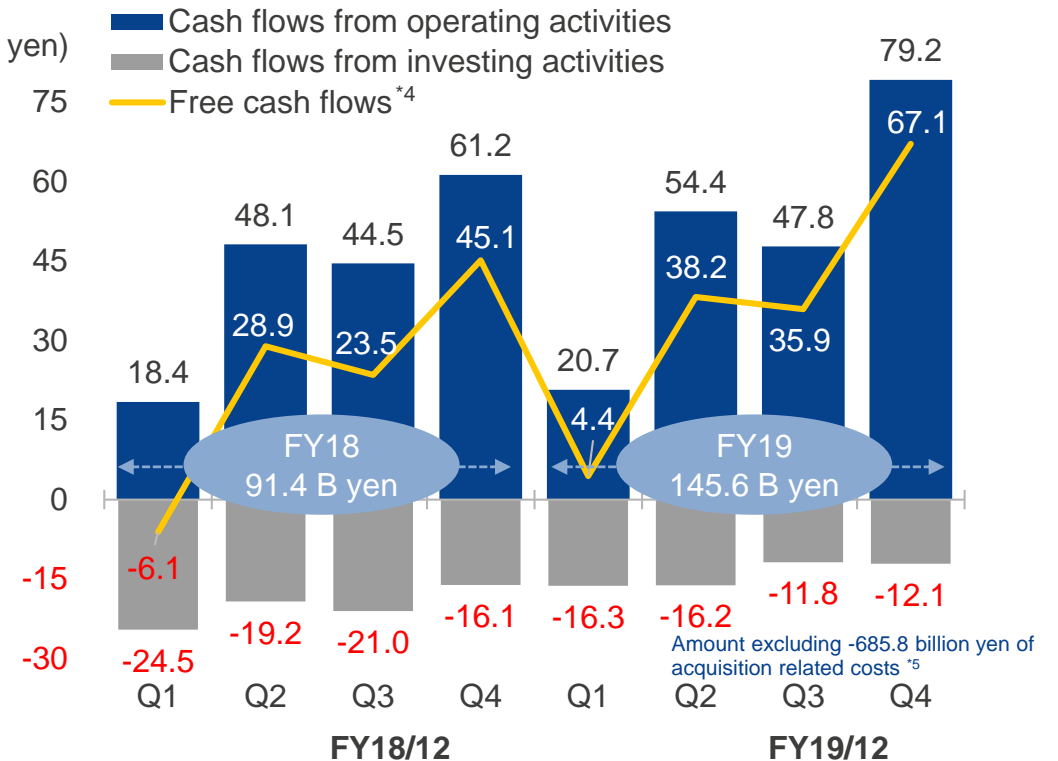
## Non-GAAP EBITDA

(B yen)



## GAAP Cash Flows

(B yen)



\*1: Non-GAAP figures are calculated by removing or adjusting non-recurring items and other adjustments from GAAP (IFRS based) figures following a certain set of rules. The Group believes non-GAAP measures provide useful information in understanding and evaluating the Group's constant business results, and therefore results are provided in non-GAAP base. This adjustment and exclusion include the amortization of intangible assets recognized from acquisitions, other PPA (purchase price allocation) adjustments and costs relating to acquisitions, stock-based compensation, as well as other non-recurring expenses and income the Group believes to be applicable.

\*2: Operating profit + Depreciation and amortization

\*3: As of the first quarter ended March 31, 2019, there has been a change in the Group's auditor, and therefore quarterly figures of the year ended December 31, 2018, provided under IFRS are not reviewed by the previous auditor. However, for each of the quarterly figures of the year ended December 31, 2018 provided under the generally accepted accounting principal in Japan (J-GAAP) have been reviewed by the Group's previous auditor.

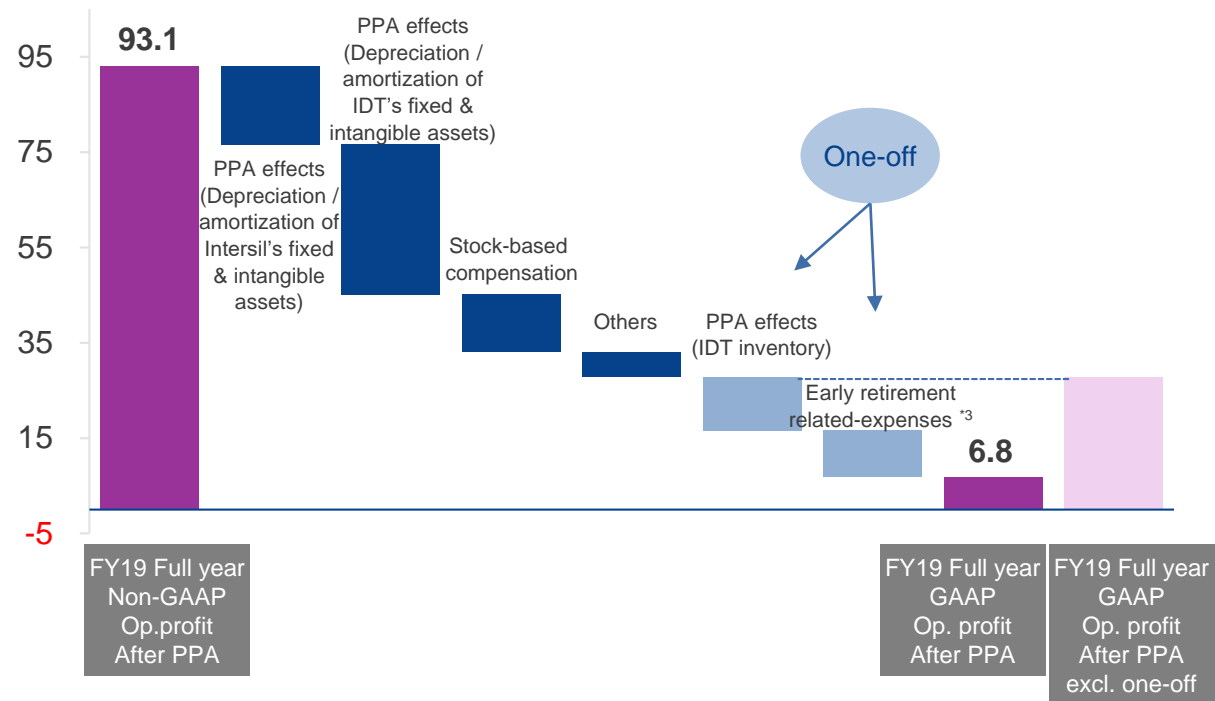
\*4: Cash flows from operating activities + Cash flows from investing activities \*5 Acquisition-related payments of IDT

# FY19/12 FULL-YEAR OPERATING PROFIT/LOSS AND NET PROFIT/LOSS

## BRIDGE FROM NON-GAAP <sup>\*1</sup> TO GAAP

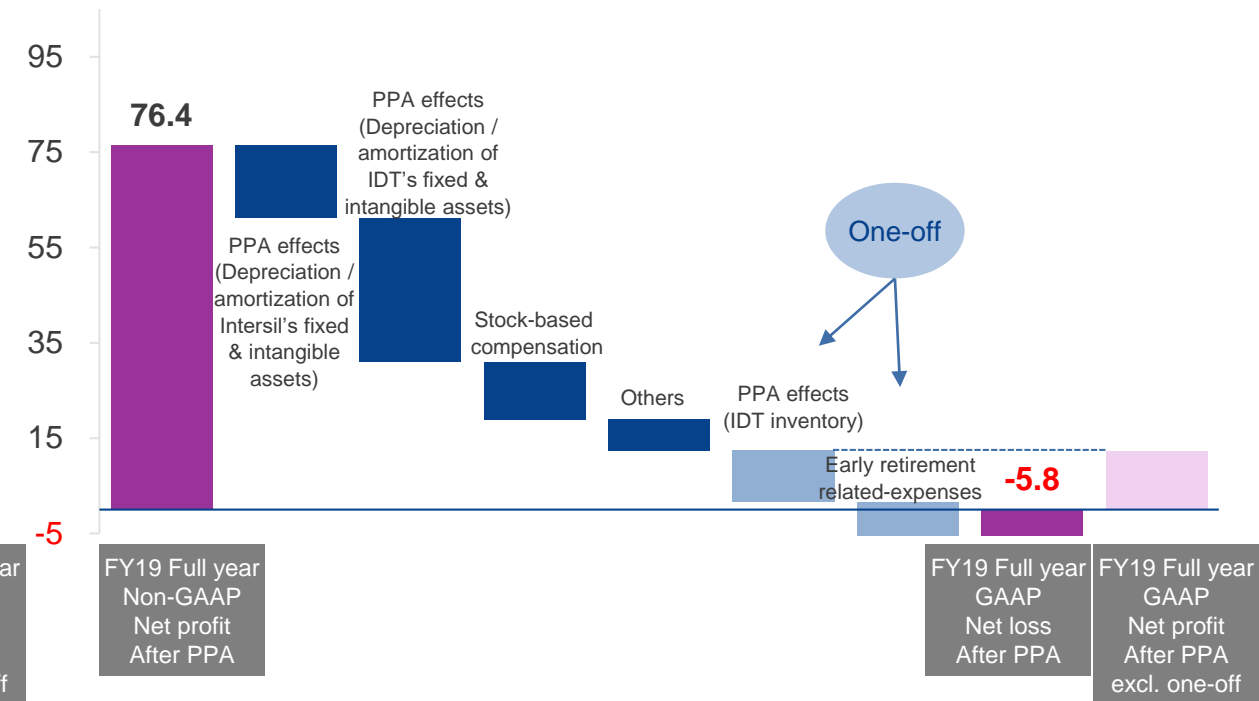
### Full-year Operating Profit/Loss After PPA<sup>\*2</sup>

(Oku yen)



### Full-year Net Profit/Loss After PPA

(Oku yen)



<sup>\*1</sup>: Non-GAAP figures are calculated by removing or adjusting non-recurring items and other adjustments from GAAP (IFRS based) figures following a certain set of rules. The Group believes non-GAAP measures provide useful information in understanding and evaluating the Group's constant business results, and therefore results are provided in non-GAAP base. This adjustment and exclusion include the amortization of intangible assets recognized from acquisitions, other PPA (purchase price allocation) adjustments and costs relating to acquisitions, stock-based compensation, as well as other non-recurring expenses and income the Group believes to be applicable.

<sup>\*2</sup>: The PPA for the business combinations with IDT, which Renesas acquired on March 30, 2019, has been revised at the end of the full year ended December 2019. The revised PPA are reflected in the figures of FY2019/12.

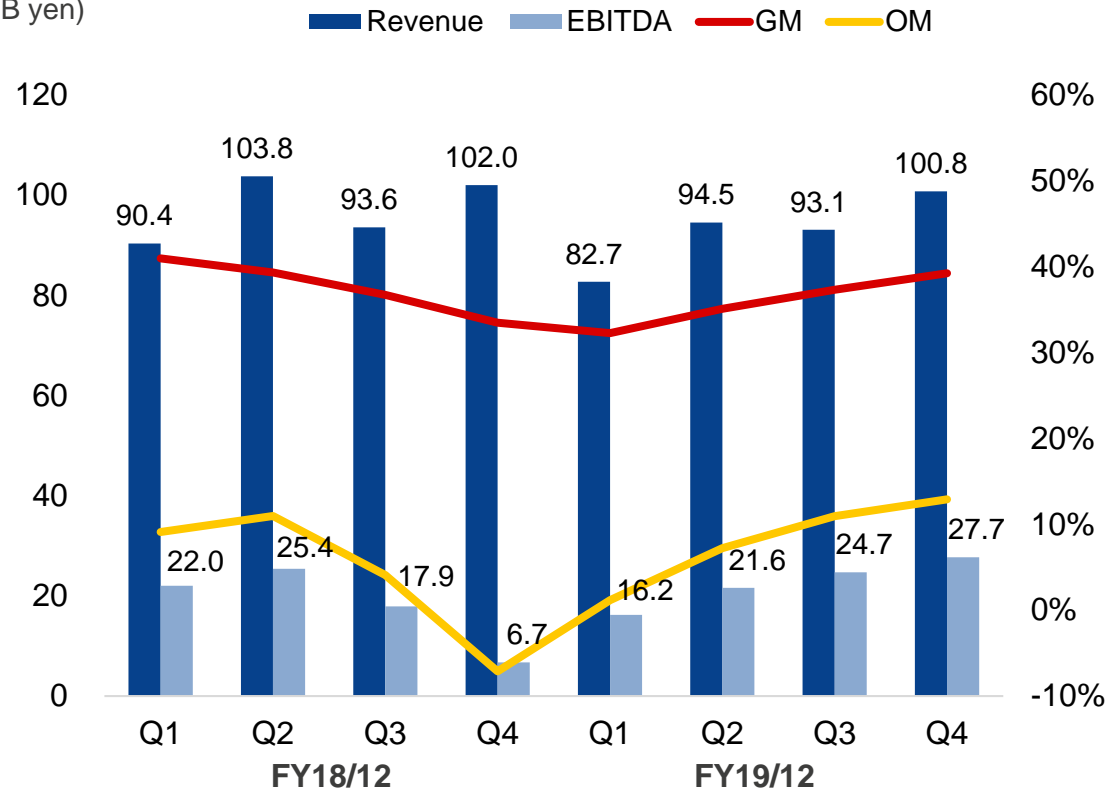
<sup>\*3</sup>: Early retirement related expenses refers to the net sum of early retirement and reversal of bonus provision and paid leave provision related to early retirement.

# QUARTERLY REVENUE, PROFIT, AND EBITDA\*<sup>1</sup> TRENDS BY SEGMENT

## IFRS, NON-GAAP \*<sup>2,3</sup>

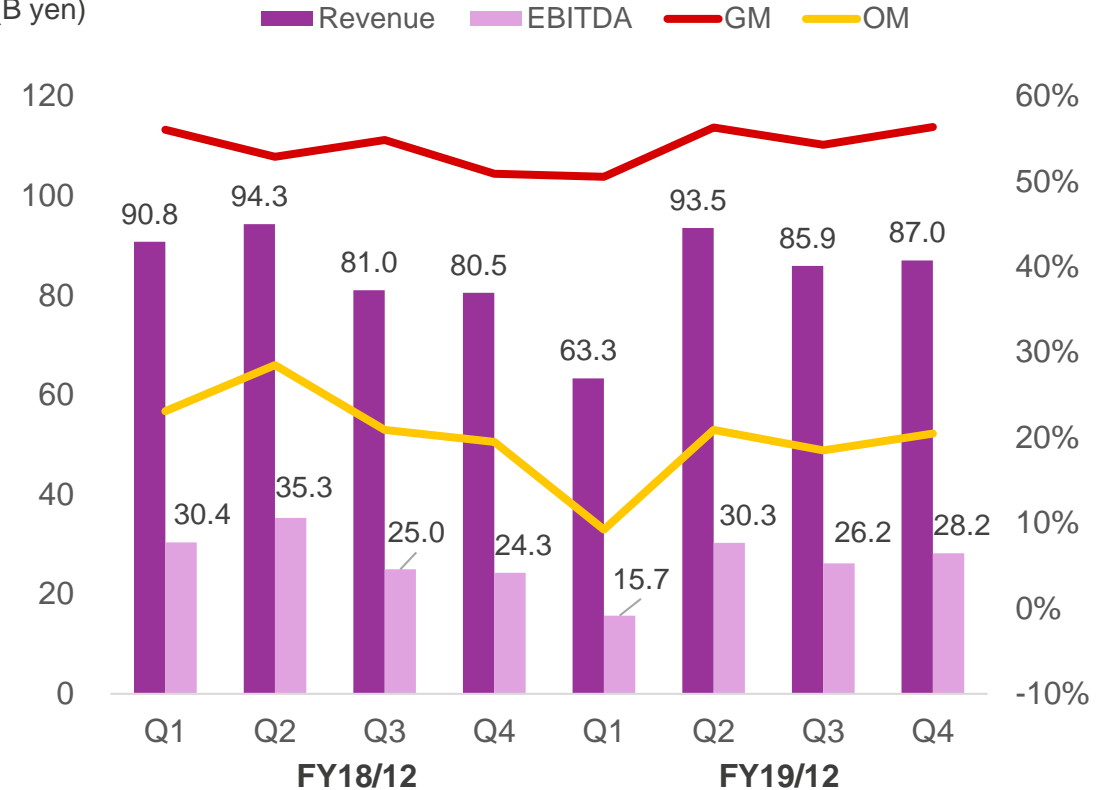
### Automotive

(B yen)



### Industrial, Infrastructure, IoT

(B yen)



\*1: Operating profit + Depreciation and amortization

\*2: Non-GAAP figures are calculated by removing or adjusting non-recurring items and other adjustments from GAAP (IFRS based) figures following a certain set of rules. The Group believes non-GAAP measures provide useful information in understanding and evaluating the Group's constant business results, and therefore results are provided in non-GAAP base. This adjustment and exclusion include the amortization of intangible assets recognized from acquisitions, other PPA (purchase price allocation) adjustments and costs relating to acquisitions, stock-based compensation, as well as other non-recurring expenses and income the Group believes to be applicable.

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# FY20/12 Q1 FORECAST

## IFRS, NON-GAAP <sup>\*1</sup>

YoY and QoQ results of the Revenue are rounded off to one decimal place.

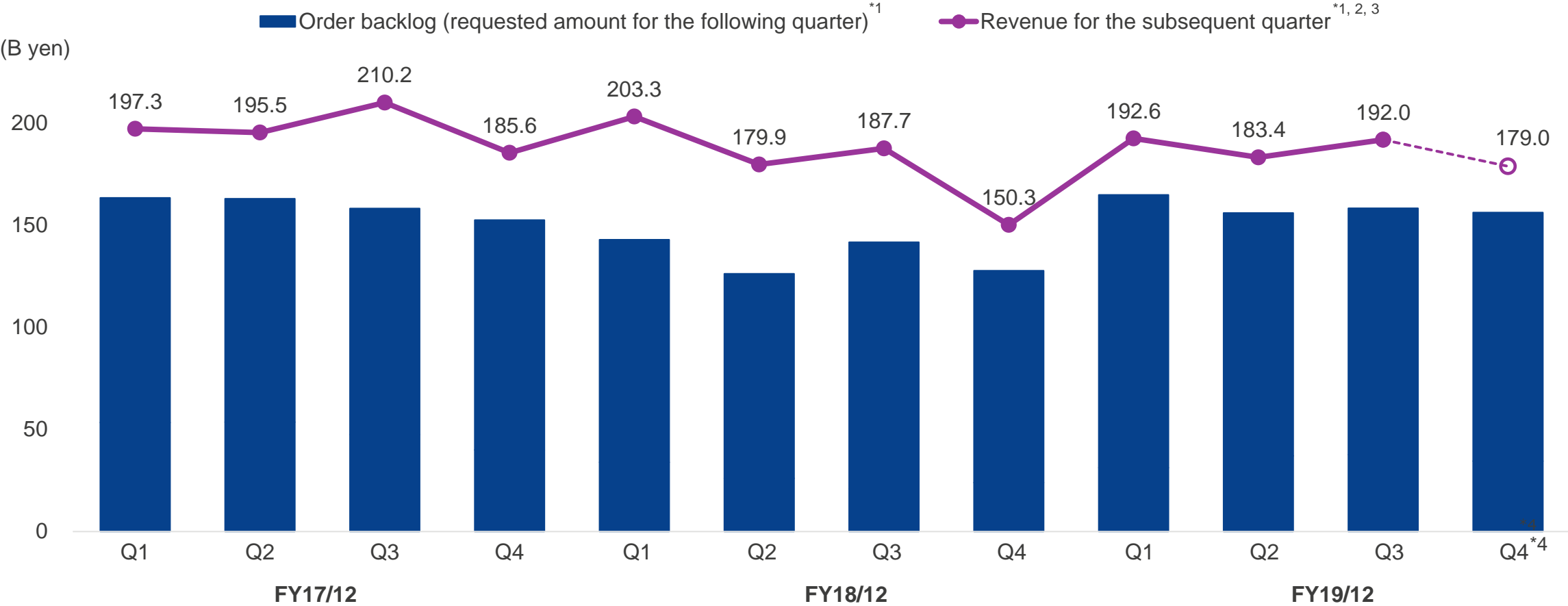
(B yen)	FY19/12		FY20/12		
	Q1 (Jan-Mar)	Q4 (Oct-Dec)	Q1 (Jan-Mar) Forecast	YoY	QoQ
Revenue	150.3	192.0	<b>175.0 to 183.0</b>	<b>+16.5% to +21.8%</b>	<b>-8.9% to -4.7%</b>
Gross Margin <sup>*2</sup>	39.3%	46.0%	<b>46.0%</b>	<b>+6.7pts</b>	<b>-</b>
Operating Margin <sup>*2</sup>	4.8%	16.4%	<b>15.0%</b>	<b>+10.2pts</b>	<b>-1.4pts</b>
1 US\$=	111 yen	108 yen	<b>109 yen</b>	2 yen appreciation	1 yen depreciation
1 Euro=	126 yen	119 yen	<b>121 yen</b>	5 yen appreciation	2 yen depreciation

<sup>\*1</sup>: Non-GAAP figures are calculated by removing or adjusting non-recurring items and other adjustments from GAAP (IFRS based) figures following a certain set of rules. The Group believes non-GAAP measures provide useful information in understanding and evaluating the Group's constant business results, and therefore results are provided in non-GAAP base. This adjustment and exclusion include the amortization of intangible assets recognized from acquisitions, other PPA (purchase price allocation) adjustments and costs relating to acquisitions, stock-based compensation, as well as other non-recurring expenses and income the Group believes to be applicable.

<sup>\*2</sup>: Each figure represents comparisons of the midpoint in the sales revenue forecast range

# QUARTER-END ORDER BACKLOG AND SUBSEQUENT QUARTERS' REVENUE

ORDER BACKLOG: AMOUNT OF CUSTOMER ORDERS DUE EVERY SUBSEQUENT QUARTE



<sup>\*1</sup>: Figures based on the actual exchange rate  
<sup>\*2</sup>: Figures for FY17/12 are J-GAAP (Non-GAAP) sales for the following quarter.  
<sup>\*3</sup>: The following quarters' revenue is listed above each quarters' bar as a line chart.  
<sup>\*4</sup>: Revenue for the following quarter of FY19/12 Q4 is the midpoint based on forecasted revenue as a range.

# APPENDIX

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

# SALES REVENUE AND OPERATING PROFIT BY SEGMENT

## NON-GAAP BASIS \*1

(B yen)		FY18/12					FY19/12							
		Q1 (Jan-Mar)	Q2 (Apr-Jun)	Q3 (Jul-Sep)	4Q (Oct-Dec)	Full year (Jan-Dec)	Q1 (Jan-Mar)	Q2 (Apr-Jun)	Q3 (Jul-Sep)	Q4 (Oct-Dec)	YoY	QoQ	Full year (Jan-Dec)	YoY
Revenue		185.6	203.3	179.9	187.7	756.5	150.3	192.6	183.4	192.0	+2.3%	+4.7%	718.2	-5.1%
	Automotive	90.4	103.8	93.6	102.0	389.7	82.7	94.5	93.1	100.8	-1.2%	+8.2%	371.1	-4.8%
	Industrial, Infra, IoT	90.8	94.3	81.0	80.5	346.6	63.3	93.5	85.9	87.0	+8.1%	+1.3%	329.7	-4.9%
	Others	4.4	5.3	5.3	5.2	20.3	4.2	4.6	4.4	4.2	-18.8%	-2.7%	17.4	-14.1%
Operating Profit (margin)		30.1 (16.2%)	33.0 (16.3%)	21.5 (12.0%)	19.4 (10.4%)	104.0 (13.8%)	7.2 (4.8%)	27.4 (14.2%)	26.9 (14.7%)	31.5 (16.4%)	+12.1 (+6.1pts)	+4.6 (+1.7pts)	93.1 (13.0%)	-11.0 (-0.8pt)
	Automotive	8.2 (9.1%)	11.4 (11.0%)	3.8 (4.1%)	-7.3 (-7.1%)	16.2 (4.1%)	1.0 (1.2%)	6.8 (7.2%)	10.2 (10.9%)	13.0 (12.9%)	+20.3 (+20.0pts)	+2.8 (+2.0pts)	31.0 (8.3%)	+14.8 (+4.2pts)
	Industrial, Infra, IoT*2	21.0 (23.1%)	26.9 (28.5%)	16.9 (20.9%)	15.7 (19.5%)	80.5 (23.2%)	5.8 (9.2%)	19.6 (20.9%)	15.9 (18.5%)	17.8 (20.5%)	+2.1 (+1.0pt)	+2.0 (+2.0pts)	59.1 (17.9%)	-21.5 (-5.3pts)
	Others	0.2 (5.2%)	0.7 (12.3%)	0.1 (2.1%)	0.8 (16.0%)	1.8 (9.1%)	0.4 (9.1%)	0.5 (11.5%)	0.9 (20.7%)	-0.2 (-4.5%)	-1.0 (-20.4pts)	-1.1 (-25.1pts)	1.6 (9.3%)	-0.2 (+0.3pt)
	Adjustments*3	0.6	-5.9	0.6	10.2	5.5	-	0.5	-	0.9	-9.3	+0.9	1.4	-4.1

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\*2: The operating profit (margin) of Industrial, Infra, and IoT was revised from FY19/12 Q3 earning announcement (November 7, 2019).

\*3: Adjustments include deductions or adjustments of non-recurring items or other specified adjustments, allocated in the reportable segments.



# GAAP (IFRS) / NON-GAAP RECONCILIATION

FY18/12- \*1

- Non-GAAP Basis: Non-GAAP figures are calculated by adjusting or removing non-recurring items and other adjustments from GAAP figures following a certain set of rules. The Group believe non-GAAP measures provide useful information in understanding and evaluating the Group's constant business results, and therefore results are provided in non-GAAP base. This adjustment and exclusion include the amortization of intangible assets recognized from acquisitions, other PPA (purchase price allocation) adjustments and costs relating to acquisitions, stock-based compensation, as well as other non-recurring expenses and income the Group believes to be applicable.
- PPA effects include market valuations of inventories and fixed assets, etc. The PPA for the business combinations with IDT, which Renesas acquired on March 30, 2019, has been revised at the end of the full year ended December 2019. The revised PPA are reflected in the figures of FY2019/12.

(B yen)	FY18/12				FY19/12			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>Revenue (After PPA)</b>	185.6	203.3	179.9	187.7	150.3	192.6	183.4	192.0
PPA Effects (Net Sales)	-	-	-	-	-	-	-	-
<b>Revenue (Non-GAAP)</b>	185.6	203.3	179.9	187.7	150.3	192.6	183.4	192.0
<b>Gross Profit (GAAP/After PPA)</b>	86.7	90.8	78.9	75.9	57.2	75.6	81.6	88.6
PPA Effects (Depreciation of Fixed Assets: COGS*2)	+0.3	+0.3	+0.3	+0.3	+0.3	+0.4	+0.4	+0.5
PPA Effects (Amortization of Intangible Assets: COGS)	-	-	-	-	-	-	-	-
PPA Effects (Market Valuation of Inventories: COGS)	-	-	-	-	-	+11.3	-	-
PPA Effects (Others: COGS)	-	-	-	-	-	+0.2	-	-
Stock-Based Compensation (COGS)	+0.1	+0.1	+0.2	+0.2	+0.2	+0.1	+0.2	+0.3
Other Adjustments*3 (COGS)	+0.9	+0.0	-0.5	-0.5	+1.3	-0.5	+0.2	-1.1
Other Non-recurring Adjustments*4 (COGS)	-	-	-	-	-	-0.8	+0.0	-
<b>Gross Profit (Non-GAAP)</b>	88.1	91.3	78.9	76.0	59.0	86.4	82.5	88.4
<b>Gross Margin (Non-GAAP) (%)</b>	47.5%	44.9%	43.9%	40.5%	39.3%	44.8%	45.0%	46.0%

\*1: As of the first quarter ended March 31, 2019, there has been a change in the Group's auditor, and therefore quarterly figures of the year ended December 31, 2018, provided under IFRS are not reviewed by the previous auditor. However, for each of the quarterly figures of the year ended December 31, 2018 provided under the generally accepted accounting principal in Japan (J-GAAP) have been reviewed by the Group's previous auditor.

\*2: Cost of goods sold \*3: Adjustments to equalize period expenses such as taxes \*4: Include non-recurring profit or losses above a certain amount

# GAAP (IFRS) / NON-GAAP<sup>\*1</sup> RECONCILIATION

## FY18/12- <sup>\*2</sup>

(B yen)	FY18/12				FY19/12			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>Operating Profit (GAAP/After PPA)</b>	23.4	32.8	13.1	-1.1	-1.3	-10.6	8.2	10.6
Reconciliations in Gross Profit Level	+1.4	+0.5	-0.0	+0.0	+1.9	+10.8	+0.9	-0.2
PPA Effects <sup>*3</sup> (Amortization of Intangible Assets: SG&A <sup>*4</sup> )	+4.1	+3.7	+3.8	+3.9	+3.8	+14.2	+13.8	+13.9
PPA Effects (Depreciation of Fixed Assets: R&D <sup>*5</sup> )	+0.1	+0.1	+0.1	+0.1	+0.1	+0.0	+0.0	+0.1
PPA Effects (Depreciation of Fixed Assets: SG&A)	+0.0	+0.0	+0.0	+0.0	+0.0	+0.0	+0.0	+0.0
PPA Effects (Others: R&D)	-	-	-	-	-	+0.1	-	-
PPA Effects (Others: SG&A, Others)	-	-	-	-	-	+0.1	-	-
Stock-Based Compensation (R&D)	+0.3	+0.5	+0.5	+0.5	+0.4	+1.2	+1.7	+2.0
Stock-Based Compensation (SG&A)	+0.8	+0.8	+0.7	+0.7	+1.0	+1.5	+1.7	+1.6
Other Adjustments <sup>*6</sup> (R&D)	+0.1	-0.0	-0.0	-0.0	+0.1	-0.0	-0.0	-0.0
Other Adjustments (SG&A)	-0.7	-1.0	-0.9	+2.6	-0.7	-0.9	-0.2	+1.8
Other Non-Recurring Adjustments <sup>*7</sup> (R&D)	-	-	-	-	-	-0.8	+0.0	-
Other Non-Recurring Adjustments (SG&A, Others)	+0.7	-4.4	+4.3	+12.7	+2.0	+11.9	+0.9	+1.8
<b>Operating Profit (Non-GAAP)</b>	30.1	33.0	21.5	19.4	7.2	27.4	26.9	31.5
<b>Operating Margin (Non-GAAP) (%)</b>	16.2%	16.3%	12.0%	10.4%	4.8%	14.2%	14.7%	16.4%

\*1: Non-GAAP figures are calculated by removing or adjusting non-recurring items and other adjustments from GAAP (IFRS based) figures following a certain set of rules. The Group believes non-GAAP measures provide useful information in understanding and evaluating the Group's constant business results, and therefore results are provided in non-GAAP base. This adjustment and exclusion include the amortization of intangible assets recognized from acquisitions, other PPA (purchase price allocation) adjustments and costs relating to acquisitions, stock-based compensation, as well as other non-recurring expenses and income the Group believes to be applicable.

\*2: As of the first quarter ended March 31, 2019, there has been a change in the Group's auditor, and therefore quarterly figures of the year ended December 31, 2018, provided under IFRS are not reviewed by the previous auditor. However, for each of the quarterly figures of the year ended December 31, 2018 provided under the generally accepted accounting principal in Japan (J-GAAP) have been reviewed by the Group's previous auditor.

\*3: PPA effects include market valuations of inventories and fixed assets. The PPA for the business combinations with IDT, which Renesas acquired on March 30, 2019, has been revised at the end of the full year ended December 2019. The revised PPA are reflected in the figures of FY2019/12. \*4: Selling, general and administrative expenses \*5: Research & development expenses

\*6: Include adjustments to equalize period expenses such as taxes \*7: Include non-recurring profit or losses above a certain amount such as acquisition related costs and costs related to offering

# GAAP (IFRS) / NON-GAAP<sup>\*1</sup> RECONCILIATION

## FY18/12- <sup>\*2</sup>

(B yen)	FY18/12				FY19/12			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>Net Profit (GAAP/After PPA<sup>*3</sup>)</b>	18.6	31.6	11.8	-10.9	-1.8	-8.9	4.1	0.8
Reconciliations in Operating Profit Level	+6.7	+0.3	+8.4	+20.5	+8.5	+38.0	+18.8	+21.0
Reconciliations in Net Profit (Tax Impacts from Non-GAAP Adjustments)	-0.1	-0.6	-0.4	-2.4	-	-3.3	-0.5	-0.2
<b>Net Profit (Non-GAAP)</b>	25.2	31.2	19.8	7.2	6.6	25.8	22.5	21.6
<b>Non-GAAP EPS<sup>*4</sup></b>	15.1 yen	18.7 yen	11.9 yen	4.3 yen	4.0 yen	15.2 yen	13.2 yen	12.6 yen

\*1: Non-GAAP figures are calculated by removing or adjusting non-recurring items and other adjustments from GAAP (IFRS based) figures following a certain set of rules. The Group believes non-GAAP measures provide useful information in understanding and evaluating the Group's constant business results, and therefore results are provided in non-GAAP base. This adjustment and exclusion include the amortization of intangible assets recognized from acquisitions, other PPA (purchase price allocation) adjustments and costs relating to acquisitions, stock-based compensation, as well as other non-recurring expenses and income the Group believes to be applicable.

\*2: As of the first quarter ended March 31, 2019, there has been a change in the Group's auditor, and therefore quarterly figures of the year ended December 31, 2018, provided under IFRS are not reviewed by the previous auditor. However, for each of the quarterly figures of the year ended December 31, 2018 provided under the generally accepted accounting principal in Japan (J-GAAP) have been reviewed by the Group's previous auditor.

\*3: PPA effects include market valuations of inventories and fixed assets. The PPA for the business combinations with IDT, which Renesas acquired on March 30, 2019, has been revised at the end of the full year ended December 2019. The revised PPA are reflected in the figures of FY2019/12.

\*4: Earnings per share

# FY19/12 Q4/FULL-YEAR FINANCIAL SNAPSHOT

GAAP (IFRS) <sup>\*1\*2</sup>

YoY and QoQ results of the Revenue are rounded off to one decimal place.

(B yen)	FY18/12		FY19/12					
	Q4 (Oct-Dec)	Full year (Jan-Dec)	3Q (Jul-Sep)	4Q (Oct-Dec) Actual	YoY	QoQ	Full year (Jan-Dec) Actual	YoY
Revenue	187.7	756.5	183.4	192.0	+2.3%	+4.7%	718.2	-5.1%
Gross Margin	40.5%	43.9%	44.5%	46.1%	+5.7pts	+1.7pts	42.2%	-1.8pts
Operating Profit/Loss (Margin)	-1.1 (-0.6%)	68.2 (9.0%)	8.2 (4.4%)	10.6 (5.5%)	+11.6 (+6.1pts)	+2.4 (+1.1pts)	6.8 (1.0%)	-61.4 (-8.1pts)
Net Profit/Loss	-10.9	51.1	4.1	0.8	+11.7	-3.3	-5.8	-56.9
EBITDA <sup>*3</sup>	27.1	180.9	47.2	49.8	+22.7	+2.6	154.9	-26.1
1 US\$=	113 yen	110 yen	108 yen	108 yen	5 yen appreciation	1 yen depreciation	109 yen	1 yen appreciation
1 Euro=	130 yen	131 yen	121 yen	119 yen	10 yen appreciation	1 yen appreciation	123 yen	8 yen appreciation

\*1: As of the first quarter ended March 31, 2019, there has been a change in the Group's auditor, and therefore quarterly figures of the year ended December 31, 2018, provided under IFRS are not reviewed by the previous auditor. However, for each of the quarterly figures of the year ended December 31, 2018 provided under the generally accepted accounting principal in Japan (J-GAAP) have been reviewed by the Group's previous auditor

\*2: The allocation of the acquisition costs (PPA) for the business combinations with IDT, which Renesas acquired on March 30, 2019, has been revised at the end of the third quarter ended September 2019. The revised PPA are reflected in the figures of FY2019/12.

\*3: Operating profit + Depreciation and amortization

# BALANCE SHEETS

IFRS <sup>\*1\*2</sup>

(B yen)	As of Mar 31, 2018	As of Jun 31, 2018	As of Sep 30, 2018	As of Dec 31, 2018	As of Mar 21, 2019 <sup>*8</sup>	As of Jun 30, 2019 <sup>*8</sup>	As of Sep 20, 2019 <sup>*8</sup>	As of Dec 31, 2019 <sup>*8</sup>
<b>Total Assets</b>	1,085.7	1,119.7	1,125.3	1,055.2	1,875.6	1,696.9	1,665.4	<b>1,667.4</b>
Cash and Cash Equivalents <sup>*3</sup>	124.3	160.3	184.5	188.8	196.7	116.5	124.3	<b>146.5</b>
Inventories	136.7	135.5	138.6	115.4	128.1 <sup>*9</sup> (Prior to consolidation of IDT: 109.3)	99.4	94.2	<b>89.6</b>
Goodwill	179.2	186.5	191.6	187.2	633.2	614.9	615.7	<b>625.0</b>
Intangible Assets	185.9	183.4	178.0	166.5	478.0	445.8	427.7	<b>414.6</b>
<b>Total Liabilities</b>	515.7	504.0	488.5	454.3	1,237.5	1,105.4	1,068.1	<b>1,043.7</b>
Interest-Bearing Debt <sup>*4</sup>	229.5	233.9	231.2	195.0	965.3	852.7	828.8	<b>785.9</b>
<b>Total Equity</b>	570.0	615.7	636.8	601.0	638.0	591.5	597.3	<b>623.6</b>
<b>D/E Ratio (Gross)<sup>*5</sup></b>	0.40	0.38	0.36	0.33	1.52	1.45	1.39	<b>1.27</b>
<b>D/E Ratio (Net)<sup>*6</sup></b>	0.18	0.11	0.07	0.01	1.21	1.25	1.18	<b>1.03</b>
<b>Equity Ratio<sup>*7</sup></b>	52.2%	54.7%	56.3%	56.7%	33.9%	34.7%	35.7%	<b>37.2%</b>

\*1: As of the first quarter ended March 31, 2019, there has been a change in the Group's auditor, and therefore quarterly figures of the year ended December 31, 2018, provided under IFRS are not reviewed by the previous auditor. However, for each of the quarterly figures of the year ended December 31, 2018 provided under the generally accepted accounting principal in Japan (J-GAAP) have been reviewed by the Group's previous auditor.

\*2: The allocation of the acquisition costs (PPA) for the business combinations with IDT, which Renesas acquired on March 30, 2019, has been revised at the end of the full year ended December 2019. The revised PPA are reflected in the figures of FY2019/12.

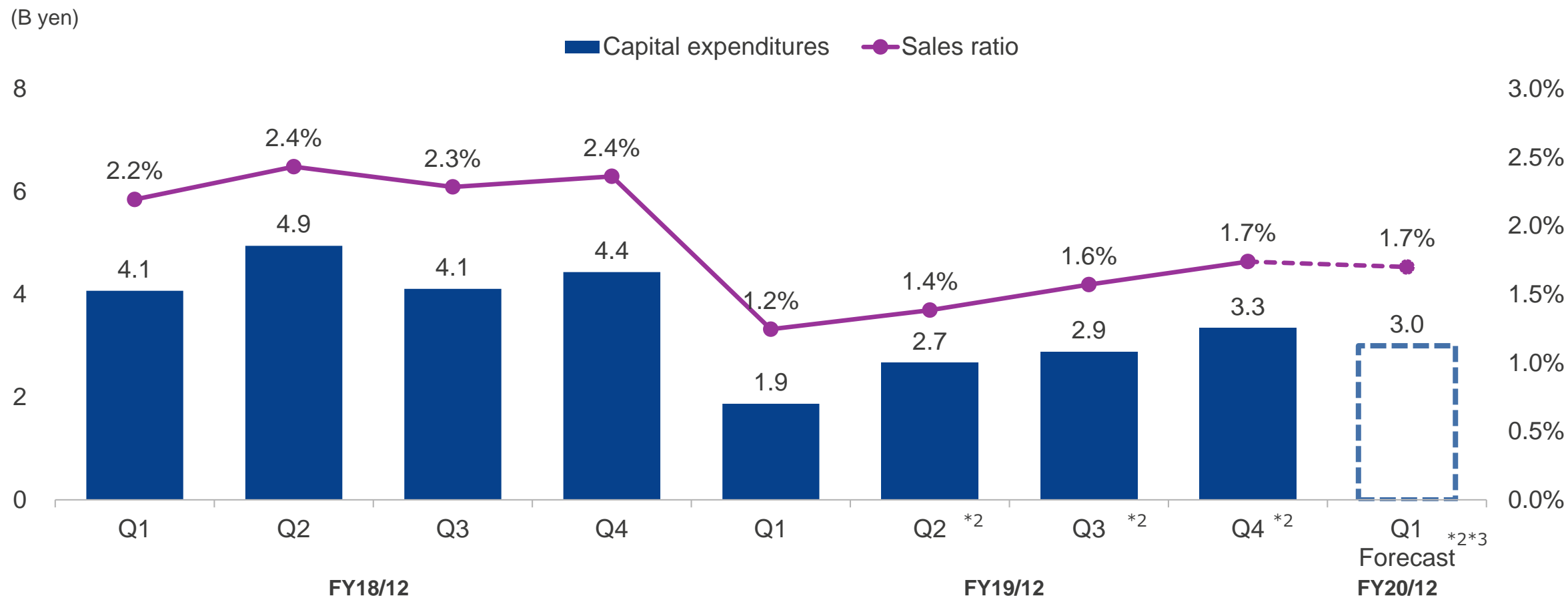
\*3: Sum of Cash and deposits and Short-term investment securities minus Time deposits with maturities of more than three months and securities with maturities of more than three months

\*4: Borrowings (current and non-current liabilities) + Lease Obligations (current and non-current liabilities) + Corporate bonds \*5: Interest-Bearing Debt / Equity \*6: (Interest-Bearing Debt - Cash and Cash Equivalents) / Equity

\*7: Total equity attributable to the parent / Total liabilities and equity \*8: Figures after consolidation of IDT

\*9: The Group's inventories prior to the consolidation of IDT of 109.3 billion yen+ IDT's inventory of 7.5 billion yen + PPA effects (fair price evaluation of IDT inventory) of 11.3 billion yen

# CAPITAL EXPENDITURES \*1



\*1: The figures are investment decision basis of tangible and intangible fixed assets and does not match the sum listed in the cash flow statement.

\*2: Excluding IDT

\*3: Sales ratio represents a comparison of the midpoint in the sales revenue forecast range

# MAJOR ANNOUNCEMENTS FROM FY2019

## Major D-ins & Partners

- Established a joint laboratory with SAIC Volkswagen to accelerate development for China's automotive market
- Renesas' innovative R-Car and RH850 adopted by Nissan for its New Skyline ProPILOT 2.0
- Collaboration with StradVision on smart camera development for next-generation ADAS
- Renesas MCUs begin out-of-the-box support for Microsoft Azure RTOS
- Collaboration with Altair Semiconductor on cellular IoT solutions
- IDT's wireless charging technology adopted by Samsung Galaxy Book Flex and Ion laptops



## New products & technologies

- Developed world's first 28nm cross-domain flash MCU featuring virtualization for automotive control to accelerate automotive ECU integration
- Launched 14-cell Li-ion battery management IC to maximize battery cell life and driving range for hybrid and electric vehicles
- Unveiled RA Family for 32-bit Arm® Cortex-M® MCU
- Launched 32-bit RX23W MCU featuring Bluetooth® 5.0 for IoT endpoint devices



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### (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. Such forward-looking statements do not represent any guarantee by management of future performance. In many cases, but not all, we use such words as “aim,” “anticipate,” “believe,” “continue,” “endeavor,” “estimate,” “expect,” “initiative,” “intend,” “may,” “plan,” “potential,” “probability,” “project,” “risk,” “seek,” “should,” “strive,” “target,” “will” and similar expressions to identify forward-looking statements. You can also identify forward-looking statements by discussions of strategy, plans or intentions. These statements discuss future expectations, identify strategies, contain projections of our results of operations or financial condition, or state other forward-looking information based on our current expectations, assumptions, estimates and projections about our business and industry, our future business strategies and the environment in which we will operate in the future. Known and unknown risks, uncertainties and other factors could cause our actual results, performance or achievements to differ materially from those contained or implied in any forward-looking statement, including, but 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.

This presentation is based on the economic, regulatory, market and other conditions as in effect on the date hereof. It should be understood that subsequent developments may affect the information contained in this presentation, which neither we nor our advisors or representatives are under an obligation to update, revise or affirm.