## FY18/12 Q2 PRESENTATION

RENESAS ELECTRONICS CORPORATION JULY 31, 2018

BIG IDEAS
FOR EVERY SPACE

## FINANCIAL TARGETS AND STRATEGY

Long-term Financial Targets**
(Starting from CY16)
Topline growth

## High Single-Digit CAGR

Margin Improvement

Adj. GM ${ }^{2}: 44 \%{ }^{4} \rightarrow 50 \%$<br>Adj. om ${ }^{3}: 12 \%{ }^{4} \rightarrow$ over 20\%

Clear Path to Gross Margin Expansion

## Topline Growth

Manufacturing Optimization
Better Product Mix
Intersil Consolidation

## Further Acquisitions

## STEPS TO IMPROVE GROSS MARGIN

Adjusted Gross Margin*1
(Illustrative)


1: Non-GAAP figure, Gross Margin: The calculation of adjusted gross profit margin excludes the effects of inventory buildup, Purchased Price Allocation ("PPA") effects following the purchase of Intersil and expenses related to stock-based compensation. For a detailed reconciliation of the GAAP / non GAAP items, please see pages $6-8$ in the appendix to these materials

## CUSTOM APPROACHES FOR FOCUSED INDUSTRIES



## NON-GAAP BASIS INFORMATION

In this section, Renesas Electronics Group (hereinafter "the Group") applies NonGAAP 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") excluding non-recurring and other items. The Group believes Non-GAAP operating income is useful information to understand its recurring operating performance.

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

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

- Non-GAAP Basis: Results excluding non-recurring and certain other items. Following the completion of the purchase of Intersil in February 2017, Non-GAAP figures exclude amortization of goodwill, amortization of purchased intangible assets, costs related to the Intersil acquisition, stockbased compensation cost, costs related to the offering, and PPA (purchase price allocation) effects associated with the acquisition. See page 5 for reconciliation of Japan GAAP and Non-GAAP.
- PPA effects include market valuations of inventories and fixed assets, etc.
- The consolidated financial statements for the year ended December 31, 2017 reflected a significant revision in allocation of the acquisition cost following the provisional accounting treatment finalized on December 31, 2017 for a business combination of Intersil which Renesas acquired on February 24, 2017. For details, please refer to the earnings report, "Renesas Electronics Reports Financial Results for the First Quarter Ended March 31, 2018".

| (B yen) | FY17/12 |  |  |  | FY18/12 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 (Forecast) |
| Net Sales (After PPA) | 177.2 | 197.3 | 195.5 | 210.2 | 185.9 | 203.5 | 175.6 |
| PPA Effects (Net Sales) | +0.4 | +0.8 | -0 | +0 | - | - | - |
| Net Sales (Non-GAAP) | 177.6 | 198.1 | 195.5 | 210.2 | 185.9 | 203.5 | 175.6 |
| Gross Margin (GAAP/After PPA) | 77.7 | 81.9 | 93.0 | 100.2 | 88.8 | 91.9 | 75.5 |
| PPA Effects (Net Sales/COGS*1) | +3.1 | +8.5 | +0.3 | +0.4 | +0.3 | +0.3 | +0.2 |
| Stock-Based Compensation (COGS) | +0 | +0 | +0 | +0.2 | +0.1 | +0.1 | +0.2 |
| Gross Profit (Non-GAAP) | 80.8 | 90.5 | 93.3 | 100.8 | 89.3 | 92.4 | +75.9 |
| Gross Margin (Non-GAAP) (\%) | 45.5\% | 45.7\% | 47.7\% | 47.9\% | 48.0\% | 45.4\% | 43.2\% |

## GAAP/NON-GAAP*1 RECONCILIATION (FY17/12-)

| (B yen) | FY17/12 |  |  |  | FY18/12 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 (Forecast) |
| Operating Profit (GAAP/After PPA) | 22.1 | 9.4 | 25.0 | 21.9 | 20.6 | 23.0 | 4.4 |
| PPA Effects ${ }^{2}$ ( $\mathrm{Net} \mathrm{Sales/COGS}{ }^{3}$ ) | +3.1 | +8.5 | +0.3 | +0.4 | +0.3 | +0.3 | +0.2 |
| PPA Effects (R\&D ${ }^{4}$, SG\&A ${ }^{5}$ ) Increase in depreciation of fixed assets, etc. | +0.1 | +0.2 | +0.2 | +0.2 | +0.1 | +0.1 | +0.1 |
| Stock-Based Compensation (COGS) | +0 | +0 | +0 | +0.2 | +0.1 | +0.1 | +0.2 |
| Amortization of Goodwill (SG\&A) | +1.8 | +5.2 | +5.2 | +5.3 | +5.1 | +5.2 | +5.1 |
| Costs Related to the Acquisition of Intersil (SG\&A) | +0.5 | +0.4 | +0.4 | +0.2 | +0.2 | +0.2 | +0.2 |
| Costs Related to the Acquisition of Intersil (R\&D) | - | - | - | +0.1 | +0 | +0.1 | +0 |
| Amortization of Purchased Intangible Assets (SG\&A) | +1.5 | +4.4 | +4.4 | +4.5 | +4.1 | +3.7 | +3.7 |
| Stock-Based Compensation (R\&D) | +0 | +0.3 | +0.3 | +0.5 | +0.2 | +0.5 | +0.4 |
| Stock-Based Compensation (SG\&A) | +0 | +0.3 | +0.3 | +0.9 | +0.6 | +0.6 | +0.9 |
| Costs Related to the Offering and Others (SG\&A) | - | +0.2 | +0 | - | +0 | +0.2 | +0.3 |
| Operating Profit (Non-GAAP) | 29.1 | 29.0 | 35.9 | 34.1 | 31.4 | 33.9 | 15.5 |
| Operating Margin (Non-GAAP) (\%) | 16.4\% | 14.6\% | 18.4\% | 16.2\% | 16.9\% | 16.7\% | 8.8\% |

*1: Non-GAAP Basis: Results excluding non-recurring and certain other items. Following the completion of the purchase of Intersil in February 2017, Non-GAAP figures exclude amortization of goodwill, amortization of purchased
intangible assets, costs related to the Intersil acquisition, stock-based compensation cost, costs related to the offering, and PPA (purchase price allocation) effects associated with the acquisition. See page 5 for reconciliation of intangible assets, costs related to the Intersil acquisition, stock-based compensation cost, costs related to the offering, and PPA (purchase price allocation) effects associated with the acquisition. See page 5 for reconciliation of
Japan GAAP and Non-GAAP. *2: PPA effects include market valuations of inventories and fixed assets. *3: Cost of goods sold *4: Research \& development expenses *5: Selling, general and administrative expenses
*2: PPA effects include market valuations of inventories and fixed assets. $\qquad$ *4: Research \& development expenses
. Seling, general and administrative expenses

## GAAP/NON-GAAP*1 RECONCILIATION (FY17/12-)

| (B yen) | FY17/12 |  |  |  | FY18/12 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | $\begin{gathered} \text { Q3 } \\ \text { (Forecast) } \end{gathered}$ |
| Net Profit Attributable to Shareholders of Parent Company (GAAP/After PPA) | 17.2 | 19.1 | 22.3 | 18.6 | 23.3 | 26.1 | 1.6 |
| Reconciliations in Operating Profit Level | +7.0 | +19.6 | +10.9 | +12.2 | +10.8 | +10.9 | +11.1 |
| Reconciliations in Ordinary Profit (PPA Effects*2) | - | - | - | +0.1 | - | - |  |
| Reconciliations in Net Profit (PPA Effects) | -0.5 | -1.4 | -0.6 | -0.5 | - | - | - |
| Reconciliations in Net Profit (Impact from Intersil Acquisition) | - | - | - | - | -8.2 | -6.7 | - |
| Net Profit Attributable to Shareholders of Parent Company (Non-GAAP) | 23.6 | 37.3 | 32.7 | 30.3 | 25.9 | 30.4 | 12.6 |

*1: Non-GAAP Basis: Results excluding non-recurring and certain other items. Following the completion of the purchase of Intersil in February 2017, Non-GAAP figures exclude amortization of goodwill, amortization of purchased intangible assets, costs related to the Intersil acquisition, stock-based compensation cost, costs related to the offering, and PPA (purchase price allocation) effects associated with the acquisition.
*2: PPA effects include market valuations of inventories and fixed assets.

## FY18/12 Q2 FINANCIAL SNAPSHOT (non-gaAp basIs")

| (B yen) | FY17 |  | FY18 (FY18/12) |  |  |  |  |  | $\begin{gathered} \text { 1H } \\ \text { Actual } \end{gathered}$ | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Apr-Jun (Q2) | $\begin{gathered} \text { 1H } \\ \text { (Jan-Jun) } \end{gathered}$ | Jan-Mar <br> (Q1) | Apr-Jun (Q2) Forecast | Apr-Jun (Q2) Actual | YoY | QoQ | Change from May 11 FCT |  |  |
| Net Sales | 198.1 | 375.8 | 185.9 | 196.1 | 203.5 | +2.7\% | +9.5\% | +3.8\% | 389.4 | +3.6\% |
| Semi Sales | 194.3 | 366.9 | 182.0 | 192.7 | 199.1 | +2.5\% | +9.4\% | +3.3\% | 381.1 | +3.9\% |
| Gross Margin | 45.7\% | 45.6\% | 48.0\% | 44.0\% | 45.4\% | -0.3pt | -2.6pts | +1.4pts | 46.6\% | +1.1pts |
| Operating Income (Margin) | $\begin{array}{r} 29.0 \\ (14.6 \%) \end{array}$ | $\begin{array}{r} 58.1 \\ (15.5 \%) \end{array}$ | $\begin{array}{r} 31.4 \\ (16.9 \%) \end{array}$ | $\begin{array}{r} 25.1 \\ (12.8 \%) \end{array}$ | $\begin{array}{r} 33.9 \\ (16.7 \%) \end{array}$ | $\begin{array}{r} +4.9 \\ (+2.0 \mathrm{pts}) \end{array}$ | $\begin{array}{r} +2.5 \\ (-0.2 p t) \end{array}$ | $\begin{array}{r} +8.8 \\ (+3.9 \mathrm{pts}) \end{array}$ | $\begin{array}{r} 65.3 \\ (16.8 \%) \end{array}$ | $\begin{array}{r} +7.2 \\ (+1.3 p t s) \end{array}$ |
| Net Income Attributable to Shareholders of Parent Company | 37.3 | 60.9 | 25.9 | 21.3 | 30.4 | -6.9 | +4.5 | +9.0 | 56.3 | -4.6 |
| EBITDA*2 | 47.3 | 93.4 | 53.5 | 48.1 | 56.5 | +9.3 | +3.0 | +8.4 | 110.0 | +16.6 |
| 1 US\$= | 111 yen | 112 yen | 108 yen | 105 yen | 108 yen | $\begin{array}{r} 3 \text { yen } \\ \text { appreciation } \end{array}$ | $\begin{array}{r} 1 \text { yen } \\ \text { appreciation } \\ \hline \end{array}$ | $\begin{array}{r} 3 \text { yen } \\ \text { depreciation } \end{array}$ | 109 yen | $\begin{array}{r} 3 \text { yen } \\ \text { appreciation } \end{array}$ |
| 1 Euro= | 122 yen | 122 yen | 133 yen | 129 yen | 131 yen | $\begin{array}{r} 9 \text { yen } \\ \text { depreciation } \end{array}$ | $\begin{array}{r} 2 \text { yen } \\ \text { appreciation } \end{array}$ | $\begin{array}{r} 2 \text { yen } \\ \text { depreciation } \end{array}$ | 133 yen |  |

[^0]
## FY18/12 Q2 SEMICONDUCTOR SALES (non-GaAp basis")

YoY $\quad+4.8$ B yen $(+2.5 \%)$


## FY18/12 Q2 SEMICONDUCTOR SALES (NoN-GAAP basis")

## QoQ +17.1 B yen (+9.4\%)

(B yen)


## FY18/12 Q2 SEMICONDUCTOR SALES (NoN-GAAP basis")



## QUARTERLY SEMICONDUCTOR SALES TRENDS (NON-GAAP BASIS ${ }^{* 1}$ )


 assets, costs related to the Intersil acquisition, stock-based compensation cost, costs related to the offering, and PPA (purchase price allocation) effects associated with the acquisition.

## GROSS MARGIN, OPERATING MARGIN AND OPEX TRAJECTORY

 (NON-GAAP BASIS*1)
 assets, costs related to the Intersil acquisition, stock-based compensation cost, costs related to the offering, and PPA (purchase price allocation) effects associated with the acquisition.

## FY18/12 Q2 OPERATING INCOME (NON-GAAP BASIS**) <br> YoY +4.9 B yen



## FY18/12 Q2 OPERATING INCOME (NON-GAAP BASIS*1)

QoQ +2.5 B yen


## FY18/12 Q2 OPERATING INCOME (NON-GAAP BASIS*1)

vs FCT +8.8 B yen


## FY18/12 Q3 FINANCIAL FORECASTS <br> (NON-GAAP BASIS ${ }^{*}$ )

| (B yen) | FY17 |  | FY18 (FY18/12) |  |  |  | 9 months <br> Forecast <br> (Jan-Sep) | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Q3 } \\ \text { (July-Sep) } \end{gathered}$ | $\begin{aligned} & 9 \text { months } \\ & \text { (Jan-Sep) } \end{aligned}$ | $\stackrel{\text { Q2 }}{\text { (Apr-Jun) }}$ | Q3 Forecast (July-Sep) | YoY | QoQ |  |  |
| Net Sales | 195.5 | 571.3 | 203.5 | 175.6 | -10.2\% | -13.7\% | 565.0 | -1.1\% |
| Semiconductor Sales | 192.3 | 559.2 | 199.1 | 172.6 | -10.2\% | -13.3\% | 553.7 | -1.0\% |
| Gross Margin | 47.7\% | 46.3\% | 45.4\% | 43.2\% | -4.5pts | -2.2pts | 45.6\% | -0.7pt |
| Operating Income (Margin) | $\begin{array}{r} 35.9 \\ (18.4 \%) \end{array}$ | $\begin{array}{r} 94.0 \\ (16.5 \%) \end{array}$ | $\begin{array}{r} 33.9 \\ (16.7 \%) \end{array}$ | $\begin{array}{r} 15.5 \\ (8.8 \%) \end{array}$ | $\begin{array}{r} -20.5 \\ (-9.6 \mathrm{pts}) \end{array}$ | $\begin{array}{r} -18.4 \\ (-7.8 p t s) \end{array}$ | $\begin{array}{r} 80.8 \\ (14.3 \%) \end{array}$ | $\begin{array}{r} -13.3 \\ (-2.2 p t s) \end{array}$ |
| Net Income Attributable to Shareholders of Parent Company | 32.7 | 93.5 | 30.4 | 12.6 | -20.0 | -17.7 | 68.9 | -24.6 |
| EBITDA ${ }^{\text {2 }}$ | 54.9 | 148.3 | 56.5 | 38.5 | -16.5 | -18.0 | 148.5 | +0.2 |
| 1 US\$= | 111 yen | 112 yen | 108 yen | 109 yen | 2 yen appreciation | 1 yen depreciation | 108 yen | 4 yen appreciation |
| 1 Euro= | 130 yen | 125 yen | 131 yen | 126 yen | 4 yen appreciation | 5 yen appreciation | 130 yen | 6 yen depreciation |

 assets, costs related to the Intersil acquisition, stock-based compensation cost, costs related to the offering, and PPA (purchase price allocation) effects associated with the acquisition.
*2: Operating income + Depreciation and amortization + Amortization of long-term prepaid expenses

## FY18/12 Q3 SEMICONDUCTOR SALES FORECAST

(NON-GAAP BASIS ${ }^{* 1}$ )


## FY18/12 Q3 SEMICONDUCTOR SALES FORECAST (NON-GAAP BASIS")



## FY18/12 Q3 OPERATING INCOME FORECAST

(NON-GAAP BASIS ${ }^{*}$ )


## FY18/12 Q3 OPERATING INCOME FORECAST <br> (NON-GAAP BASIS ${ }^{*}$ )



## GAAP BASIS INFORMATION

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

*2: 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 FY2016 ended December 2016.
3:Amount of income (loss) from inventory buildup of the EOL products resulting from the realignment of the factories

## FY18/12 Q2 FINANCIAL SNAPSHOT

| (B yen) | FY17/12 |  | FY18/12 |  |  |  |  |  | 1H Actual | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Q2 } \\ \text { (Apr-Jun) } \end{gathered}$ | $\begin{gathered} \text { 1H } \\ \text { (Jan-Jun) } \end{gathered}$ | $\begin{gathered} \text { Q1 } \\ \text { (Jan-Mar) } \end{gathered}$ | (Apr-Jun) Forecast | ${ }_{(\text {Apr-Jun) }}^{\mathrm{C} 2}$ Actual | YoY | QoQ | Change from May 11 FCT |  |  |
| Net Sales | 197.3 | 374.5 | 185.9 | 196.1 | 203.5 | +3.1\% | +9.5\% | +3.8\% | 389.4 | +4.0\% |
| Semi Sales | 193.5 | 365.7 | 182.0 | 192.7 | 199.1 | +2.9\% | +9.4\% | +3.3\% | 381.1 | +4.2\% |
| Gross Margin | 41.5\% | 42.6\% | 47.8\% | 43.8\% | 45.2\% | +3.7pts | -2.6pts | +1.4pts | 46.4\% | +3.8pts |
| Operating Income (Margin) | $\begin{array}{r} 9.4 \\ (4.8 \%) \end{array}$ | $\begin{array}{r} 31.6 \\ (8.4 \%) \end{array}$ | $\begin{array}{r} 20.6 \\ (11.1 \%) \end{array}$ | $\begin{array}{r} 14.4 \\ (7.3 \%) \end{array}$ | $\begin{array}{r} 23.0 \\ (11.3 \%) \end{array}$ | $\begin{array}{r} +13.5 \\ (+6.5 \mathrm{pts}) \end{array}$ | $\begin{gathered} +2.4 \\ (+0.2 p t) \end{gathered}$ | $\begin{array}{r} +8.6 \\ (+3.9 \mathrm{pts}) \end{array}$ | $\begin{array}{r} 43.6 \\ (11.2 \%) \end{array}$ | $\begin{array}{r} +12.0 \\ (+2.8 p t s) \end{array}$ |
| $\begin{aligned} & \text { Net Income } \\ & \text { Attributable to Shareholders } \\ & \text { of Parent Company } \\ & \hline \end{aligned}$ | 19.1 | 36.3 | 23.3 | 10.7 | 26.1 | +7.0 | +2.8 | +15.4 | 49.4 | +13.1 |
| EBITDA*2 | 37.8 | 80.5 | 52.3 | 46.3 | 54.8 | +17.1 | +2.6 | +8.5 | 107.1 | +26.7 |
| 1 US\$= | 111 yen | 112 yen | 108 yen | 105 yen | 108 yen | $\begin{array}{r} 3 \text { yen } \\ \text { appreciation } \end{array}$ | $\begin{array}{r} 1 \text { yen } \\ \text { appreciation } \\ \hline \end{array}$ | deprecien | 109 yen | $\begin{array}{r} 3 \text { yen } \\ \text { appreciation } \\ \hline \end{array}$ |
| 1 Euro= | 122 yen | 122 yen | 133 yen | 129 yen | 131 yen | $\begin{array}{\|r} 9 \text { yen } \\ \text { depreciation } \end{array}$ | $\begin{array}{r} 2 \text { yen } \\ \text { appreciation } \\ \hline \end{array}$ | $\begin{array}{r} 2 \text { yen } \\ \text { depreciation } \end{array}$ | 133 yen | $\begin{array}{r} 11 \text { yen } \\ \text { depreciation } \end{array}$ |

*1: The consolidated financial statements for the year ended December 31, 2017 reflect a significant revision in allocation of the acquisition cost following the provisional accounting treatment finalized on December 31, 2017 for a business combination of Intersil which Renesas acquired on February 24, 2017
2: Operating income + Depreciation and amortization + Amortization of long-term prepaid expenses + Amortization of goodwil

## BALANCE SHEETS*1

| (Byen) | $\begin{gathered} \text { As of Jun. 30, } \\ 2017 \end{gathered}$ | $\begin{gathered} \text { As of Sept. 30, } \\ 2017 \end{gathered}$ | $\begin{gathered} \text { As of Dec. 31, } \\ 2017 \end{gathered}$ | $\begin{gathered} \text { As of Mar. 31, } \\ 2018 \end{gathered}$ | $\begin{gathered} \text { As of Jun. 30, } \\ 2018 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total Assets | 1,018.5 | 1,023.7 | 1,062.7 | 1,016.2 | 1,044.3 |
| Cash and Cash Equivalents ${ }^{2}$ | 126.6 | 124.4 | 139.5 | 124.3 | 160.3 |
| Inventories | 109.0 | 120.6 | 126.6 | 138.8 | 138.5 |
| Liabilities | 566.7 | 544.0 | 550.8 | 505.0 | 493.7 |
| Interest-Bearing Debt*3 | 249.8 | 232.1 | 229.5 | 227.0 | 231.6 |
| Shareholders' Equity | 444.6 | 466.9 | 485.5 | 510.1 | 536.8 |
| Net Assets | 451.7 | 479.7 | 511.9 | 511.2 | 550.6 |
| D/E Ratio (Gross) ${ }^{* 4}$ | 0.56 | 0.49 | 0.45 | 0.45 | 0.43 |
| D/E Ratio (Net) ${ }^{*}$ | 0.27 | 0.23 | 0.18 | 0.20 | 0.13 |
| Equity ${ }^{* 6}$ Ratio | 44.1\% | 46.5\% | 47.7\% | 49.8\% | 52.1\% |

[^1]
## EBITDA*1 AND CASH FLOWS

<EBITDA (B yen)>



1 EBITDA: Operating income + Depreciation and amortization + Amortization of long-term prepaid expenses + Amortization of goodwill *3 Free cash flows: Cash flows from operating activities + cash flows from investing activities
*2: Operating income + Depreciation and amortization + Amortization of long-term prepaid expenses *4 Acquisition-related payments (Net): Sum of payments for purchase of Intersil shares and Intersil's cash and cash equivalents as of

## FY18/12 Q3 FINANCIAL FORECASTS

| (B yen) | FY17/12 ${ }^{*}$ |  |  |  | FY18/12 |  | 9 months <br> (Jan-Sep) <br> Forecast | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\stackrel{\text { Q3 }}{\text { (Jul-Sep) }}$ | 9 months (Jan-Sep) | Q2 <br> (Apr-Jun) | Q3 Forecast (Jul-Sep) | YoY | QoQ |  |  |
| Net Sales | 195.5 | 570.1 | 203.5 | 175.6 | -10.2\% | -13.7\% | 565.0 | -0.9\% |
| Semi Sales | 192.3 | 557.9 | 199.1 | 172.6 | -10.2\% | -13.3\% | 553.7 | -0.8\% |
| Gross Margin | 47.6\% | 44.3\% | 45.2\% | 43.0\% | -4.6pts | -2.2pts | 45.3\% | +1.0pt |
| Operating Income (Margin) | $\begin{array}{r} 25.0 \\ (12.8 \%) \end{array}$ | $\begin{array}{r} 56.5 \\ (9.9 \%) \end{array}$ | $\begin{array}{r} 23.0 \\ (11.3 \%) \end{array}$ | $\begin{array}{r} 4.4 \\ (2.5 \%) \end{array}$ | $\begin{array}{r} -20.6 \\ (-10.3 \mathrm{pts}) \end{array}$ | $\begin{array}{r} -18.6 \\ (-8.8 \mathrm{pts}) \end{array}$ | $\begin{array}{r} 48.0 \\ (8.5 \%) \end{array}$ | $\begin{array}{r} -8.5 \\ (-1.4 \mathrm{pts}) \end{array}$ |
| Net Income Attributable to Shareholders of Parent Company | 22.3 | 58.6 | 26.1 | 1.6 | -20.8 | -24.5 | 51.0 | -7.6 |
| EBITDA*2 | 54.1 | 134.6 | 54.8 | 36.6 | -17.6 | -18.3 | 143.7 | +9.1 |
| 1 US\$= | 111 yen | 112 yen | 108 yen | 109 yen | 2 yen appreciation | 1 yen depreciation | 108 yen | 4 yen appreciation |
| 1 Euro= | 130 yen | 125 yen | 131 yen | 126 yen | 4 yen appreciation | 5 yen appreciation | 130 yen | 6 yen depreciation |

*1: The consolidated financial statements for the year ended December 31, 2017 reflected a significant revision in allocation of the acquisition cost
following the provisional accounting treatment finalized on December 31, 2017 for a business combination of Intersil which Renesas acquired on February 24, 2017 2: Operating income + Depreciation and amortization + Amortization of long-term prepaid expenses + Amortization of goodwil

## BIG IDEAS FOR EVERY SPACE

## (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.


[^0]:    *1: Non-GAAP Basis: Results excluding non-recurring and certain other items. Following the completion of the purchase of Intersil in February 2017, Non-GAAP figures exclude amortization of goodwill, amortization of purchased
    intangible assets, costs related to the Intersil acquisition, stock-based compensation cost, costs related to the offering, and PPA (purchase price allocation) effects associated with the acquisition.
    *2: Operating income + Depreciation and amortization + Amortization of long-term prepaid expenses

[^1]:    *1: The consolidated financial statements for the year ended December 31, 2017 reflect a significant revision tin allocation of the acquisition cost following the provisional accounting treatment finalized on December 31, 2017 for a business combination of Intersil which Renesas acquired on February 24, 2017
    2. 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

    3: Short-term borrowings + Current portion of long-term borrowings + Lease obligations + Long-term borrowings
    *4: Interest-Bearing Debt / Equity *5: (Interest-Bearing Debt - Cash and Cash Equivalents) / Equity *6: Shareholders’ Equity + Other Comprehensive Income

