

## Financial Results Summary

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**May 8, 2018**

**Sanken Electric Co., Ltd.**

# 1. Comparative Financial Summary

	Segment	FY Mar 16					FY Mar 17					FY Mar 18					
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
Net Sales	Semiconductors	29,702	33,165	29,148	33,102	125,117	30,921	31,724	31,299	35,378	129,322	35,192	36,513	36,158	35,973	143,836	
	Power Systems	Social Systems	2,428	3,685	3,250	5,516	14,879	1,975	3,235	2,728	5,358	13,296	2,720	3,692	3,982	5,360	15,754
		Power Supply Units	4,068	4,279	3,950	3,625	15,922	4,001	4,198	4,004	3,950	16,153	3,539	4,343	4,102	3,635	15,619
			6,496	7,964	7,200	9,141	30,801	5,976	7,433	6,732	9,308	29,450	6,259	8,035	8,084	8,995	31,373
	Total		36,198	41,130	36,347	42,244	155,919	36,899	39,156	38,030	44,687	158,772	41,452	44,548	44,242	44,967	175,209
Operating Income	Semiconductors	1,316	3,101	1,717	3,113	9,247	1,708	2,668	1,986	2,889	9,251	3,087	3,928	3,757	3,464	14,236	
	Power Systems	Social Systems	-124	361	101	635	973	-285	-103	-82	290	-180	-221	76	-34	457	278
		Power Supply Units	-286	-88	-320	-279	-973	-355	32	-228	167	-384	-84	169	68	43	196
			-410	273	-219	356	0	-640	-71	-310	457	-565	-305	245	34	500	474
	Corp./Elimination		-708	-634	-572	-530	-2,444	-748	-755	-696	-556	-2,755	-745	-753	-656	-530	-2,684
Total		198	2,739	928	2,938	6,803	319	1,842	981	2,788	5,930	2,036	3,421	3,134	3,435	12,026	
Ordinary Income		-137	1,662	706	1,560	3,791	-594	2,019	923	2,678	5,026	1,514	4,151	3,228	2,915	11,808	
Net Income		-602	711	-537	599	171	-1,182	1,110	123	1,688	1,739	547	-13,660	2,116	-424	-11,421	

## 2. Net Sales by Product

		FY Mar 16					FY Mar 17					FY Mar 18					
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
Semi-conductors	Diode	2,505	3,364	2,797	3,116	11,782	2,744	3,084	2,903	3,196	11,927	2,533	2,902	2,796	2,837	11,068	
	Transistor	1,728	2,162	1,763	2,036	7,689	1,856	2,129	1,809	2,013	7,807	1,884	1,966	1,996	1,985	7,831	
	IC	24,032	25,483	22,391	23,125	95,031	24,602	24,858	24,433	27,468	101,361	29,174	29,221	29,568	29,145	117,108	
	LED	1,142	1,606	1,507	1,931	6,186	1,332	1,637	1,409	1,750	6,128	1,551	1,724	1,511	1,592	6,378	
	Others	295	550	690	2,894	4,429	387	16	745	951	2,099	50	700	287	414	1,451	
		29,702	33,165	29,148	33,102	125,117	30,921	31,724	31,299	35,378	129,322	35,192	36,513	36,158	35,973	143,836	
Power Systems	Social Systems	UPS	991	1,437	754	1,648	4,830	859	1,123	977	2,117	5,076	766	1,211	1,176	2,009	5,162
		Inverter	718	594	385	271	1,968	293	377	501	392	1,563	513	508	649	513	2,183
		DC Power Supply	390	795	830	1,944	3,959	373	909	679	1,658	3,619	1,045	1,216	1,619	1,873	5,753
		ESS, Power Conditioner	259	423	557	620	1,859	44	311	147	435	937	202	189	192	267	850
		Maintenance & Others	70	436	724	1,033	2,263	406	515	424	756	2,101	193	570	346	698	1,807
			2,428	3,685	3,250	5,516	14,879	1,975	3,235	2,728	5,358	13,296	2,720	3,692	3,982	5,360	15,754
	Power Supply Units	SMPS	1,818	2,108	1,789	1,653	7,368	1,830	1,915	1,956	2,377	8,078	1,756	2,017	2,102	1,962	7,837
		AC Adapter	1,984	1,649	1,225	1,676	6,534	1,829	1,719	1,656	1,418	6,622	1,235	1,602	1,493	1,174	5,504
		Transformer & Others	266	522	936	296	2,020	342	564	392	155	1,453	548	724	507	499	2,278
			4,068	4,279	3,950	3,625	15,922	4,001	4,198	4,004	3,950	16,153	3,539	4,343	4,102	3,635	15,619
		6,496	7,964	7,200	9,141	30,801	5,977	7,433	6,732	9,308	29,450	6,259	8,035	8,084	8,995	31,373	
Total		36,198	41,130	36,347	42,244	155,919	36,899	39,156	38,030	44,687	158,772	41,452	44,548	44,242	44,967	175,209	

# 3. Net Sales by Market

(Unit: Million Yen)

			FY Mar 16					FY Mar 17					FY Mar 18				
			1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Semi conductors	Consumer	TV	603	902	814	715	3,034	576	752	770	676	2,774	663	719	689	657	2,728
		DVD, BRD etc.	11	15	17	12	55	6	7	8	6	27	5	8	5	6	24
		Audio	310	584	443	477	1,814	363	502	377	416	1,658	454	492	433	477	1,856
		White Goods/Appli.	5,803	6,630	4,641	6,742	23,816	6,262	6,465	6,801	7,987	27,515	8,676	9,075	8,814	9,370	35,935
		Other Consumer	16	19	20	22	77	30	40	38	38	146	29	56	45	47	177
	Sub total		6,743	8,150	5,935	7,968	28,796	7,237	7,766	7,994	9,123	32,120	9,827	10,350	9,986	10,557	40,720
	Automotive		17,754	18,566	17,103	18,900	72,323	18,343	18,381	17,742	20,451	74,917	19,364	19,103	19,563	18,995	77,025
	OA/ Industrial	Printer, PC-related	1,801	2,159	1,688	1,765	7,413	1,740	1,882	1,627	1,629	6,878	1,927	2,020	1,860	1,715	7,522
		OA	217	221	189	165	792	146	153	139	136	574	149	129	112	108	498
		Communications	34	49	47	41	171	53	40	51	41	185	52	54	47	40	193
		LED, FA, Others	3,153	4,020	4,186	4,263	15,622	3,402	3,502	3,746	3,998	14,648	3,873	4,857	4,590	4,558	17,878
Sub total		5,205	6,449	6,110	6,234	23,998	5,341	5,577	5,563	5,804	22,285	6,001	7,060	6,609	6,421	26,091	
Sub total		29,702	33,165	29,148	33,102	125,117	30,921	31,724	31,299	35,378	129,322	35,192	36,513	36,158	35,973	143,836	
Power Systems	Social Systems	Communications	596	1,077	753	2,097	4,523	498	928	823	2,051	4,300	1,098	1,268	1,601	1,956	5,923
		Governmental & Public sector	430	877	688	1,157	3,152	397	725	473	1,046	2,641	405	842	826	1,390	3,463
		Private Sector	559	879	648	1,035	3,121	520	828	638	1,113	3,099	461	789	669	1,195	3,114
		Renewable Energy	259	423	557	620	1,859	44	311	147	435	937	202	189	192	267	850
		Overseas, Others	584	429	604	607	2,224	516	443	647	713	2,319	553	605	694	552	2,405
	Sub total		2,428	3,685	3,250	5,516	14,879	1,975	3,235	2,728	5,358	13,296	2,720	3,692	3,982	5,360	15,754
	Power Supply Units	Consumer	1,199	931	654	914	3,698	1,157	1,207	1,104	917	4,385	864	1,076	938	599	3,477
		OA, Industrial	2,604	2,826	2,351	2,415	10,196	2,501	2,427	2,508	2,878	10,314	2,128	2,542	2,656	2,537	9,863
		Transformer, Others	265	522	945	296	2,028	343	564	392	155	1,454	547	725	508	499	2,279
	Sub total		4,068	4,279	3,950	3,625	15,922	4,001	4,198	4,004	3,950	16,153	3,539	4,343	4,102	3,635	15,619
Sub total		29,702	33,165	29,148	33,102	125,117	30,921	31,724	31,299	35,378	129,322	35,192	36,513	36,158	8,995	31,373	
Total			36,198	41,130	36,347	42,244	155,919	36,899	39,156	38,030	44,687	158,772	41,452	44,548	44,242	44,967	175,209

## 4. Major Affiliates' Performance

Allegro MicroSystems, LLC		FY Mar 16					FY Mar 17					FY Mar 18				
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Net Sales	(Million US \$)	134.8	131.4	122.9	137.2	526.3	146.9	149.3	147.8	156.1	600.1	170.4	163.4	163.6	157.5	654.9
	(Hundred M Yen)	163.7	160.7	149.3	158.6	632.3	158.9	152.9	161.8	176.9	650.4	189.3	181.4	184.9	170.5	726.1
Operating Income	(Million US \$)	15.9	20.1	13.8	17.7	67.5	20.3	26.7	25.7	17.8	90.5	30.1	26.7	26.2	20.8	103.8
	(Hundred M Yen)	19.3	24.6	16.7	20.5	81.1	21.9	27.5	28.1	20.5	98.1	33.5	29.6	29.7	22.3	115.1
Ordinary Income	(Million US \$)	15.5	18.1	14.8	19.7	68.1	20.3	29.7	25.8	20.9	96.7	31.7	27.2	27.1	22.3	108.3
	(Hundred M Yen)	18.8	22.2	18.0	22.9	81.9	21.9	30.7	28.2	23.9	104.8	35.3	30.2	30.6	23.9	120.0
Net Income	(Million US \$)	9.8	10.9	9.5	13.4	43.6	13.5	19.6	16.4	16.0	65.5	21.5	18.7	21.7	10.7	72.6
	(Hundred M Yen)	11.9	13.3	11.5	15.7	52.4	14.6	20.3	18.0	18.1	71.0	23.9	20.7	24.5	11.4	80.5
Exchange rate	(Yen)	120.15					108.39					110.86				
Polar Semiconductor, LLC		FY Mar 16					FY Mar 17					FY Mar 18				
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	通期	1Q	2Q	3Q	4Q	通期
Net Sales	(Million US \$)	34.7	33.0	31.2	27.4	126.3	31.8	29.9	28.4	33.4	123.5	33.1	35.1	35.1	41.8	145.1
	(Hundred M Yen)	42.1	40.4	38.0	31.3	151.7	34.4	30.5	31.2	37.7	133.8	36.8	38.9	39.7	45.4	160.8
Operating Income	(Million US \$)	-0.6	-1.2	-4.2	-13.1	-19.1	-3.7	-6.5	-7.4	-7.1	-24.7	-3.2	-3.5	-5.4	1.4	-10.7
	(Hundred M Yen)	-0.7	-1.5	-5.1	-15.6	-22.9	-4.0	-6.7	-8.1	-8.0	-26.8	-3.5	-3.9	-6.1	1.7	-11.8
Ordinary Income	(Million US \$)	-1.0	-1.6	-4.4	-13.5	-20.5	-4.4	-7.0	-8.2	-7.8	-27.4	-3.9	-4.2	-6.1	0.6	-13.6
	(Hundred M Yen)	-1.2	-1.9	-5.3	-16.2	-24.6	-4.7	-7.3	-8.9	-8.8	-29.7	-4.3	-4.7	-6.9	0.8	-15.1
Net Income	(Million US \$)	-0.6	-1.1	-9.2	-1.8	-12.7	-2.8	-4.7	-5.7	-10.4	-23.6	-2.5	0.6	-1.1	0.1	-2.9
	(Hundred M Yen)	-0.7	-1.3	-11.2	-2.0	-15.2	-3.1	-4.8	-6.2	-11.5	-25.6	-2.8	0.7	-1.2	0.1	-3.2
Exchange rate	(Yen)	120.15					108.39					110.86				
PT.Sanken Indonesia		FY Mar 16					FY Mar 17					FY Mar 18				
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Net Sales	(Million US \$)	29.2	27.3	23.0	26.8	106.3	29.6	31.6	29.1	29.1	119.4	19.3	25.8	24.5	22.5	92.1
	(Hundred M Yen)	35.5	33.4	27.9	30.9	127.7	32.0	32.5	31.8	33.1	129.4	21.4	28.7	27.6	24.4	102.1
Operating Income	(Million US \$)	-0.5	0.4	-1.5	-1.2	-2.8	-1.5	1.2	-0.4	1.3	0.6	-1.2	0.4	-0.1	-0.9	-1.8
	(Hundred M Yen)	-0.6	0.5	-1.8	-1.4	-3.3	-1.6	1.3	-0.5	1.5	0.7	-1.3	0.4	-0.1	-1.0	-2.0
Ordinary Income	(Million US \$)	0.0	0.1	-1.9	-2.2	-4.0	-2.1	0.9	0.0	1.3	0.1	-1.2	0.2	-0.1	-1.7	-2.8
	(Hundred M Yen)	0.0	0.1	-2.5	-2.4	-4.8	-2.3	1.0	0.0	1.4	0.1	-1.4	0.3	-0.1	-1.8	-3.1
Net Income	(Million US \$)	0.0	0.1	-2.1	-2.1	-4.1	-2.1	0.9	0.0	1.1	-0.1	-1.2	-70.4	-0.2	-4.0	-75.8
	(Hundred M Yen)	0.0	0.1	-2.5	-2.5	-4.9	-2.3	1.0	0.0	1.2	-0.1	-1.4	-78.2	-0.6	-3.8	-84.0
Exchange rate	(Yen)	120.15					108.39					110.86				

Note: Operating income for FY 16 of Polar Semiconductor LLC includes US\$8.6 million, or JPY 1.03 billion, accounted for as Extraordinary Loss in the Consolidated Financial Statements. 4

## 5. Capital Expenditures / Depreciation / R&D Expenses

< Consolidated >

(Unit : Million Yen)

	FY Mar 16					FY Mar 17					FY Mar 18				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Capital Expenditure	5,139	2,428	1,409	1,435	10,411	1,907	2,280	2,553	2,331	9,071	3,427	3,771	4,575	4,798	16,571
Depreciation	2,622	2,755	2,773	2,773	10,986	2,639	2,610	2,662	2,593	10,504	2,597	2,616	2,657	2,669	10,539
R&D Expenses	8,797		8,559		17,356	7,714		8,285		15,999	8,825		8,738		17,563

## 6. Debt Outstanding

(Unit : Billion Yen)

	Sep. '16	Mar. '17	Sep. '17	Mar. '18
Total Outstanding	89.9	91.0	89.0	72.5

As of the end of each month



# Financial Results Summary

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