

## Financial Results Summary

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**August 8, 2018**

**Sanken Electric Co., Ltd.**

# 1. Comparative Financial Summary

(Unit: Million Yen)

|                   | Segment            | FY March 17 |        |        |        |         | FY March 18 |         |        |        |         | FY March 19 |    |    |    |       |
|-------------------|--------------------|-------------|--------|--------|--------|---------|-------------|---------|--------|--------|---------|-------------|----|----|----|-------|
|                   |                    | 1Q          | 2Q     | 3Q     | 4Q     | Total   | 1Q          | 2Q      | 3Q     | 4Q     | Total   | 1Q          | 2Q | 3Q | 4Q | Total |
| Net Sales         | Semiconductors     | 30,921      | 31,724 | 31,299 | 35,378 | 129,322 | 35,192      | 36,513  | 36,158 | 35,973 | 143,836 | 36,485      |    |    |    |       |
|                   | Power Systems      |             |        |        |        |         |             |         |        |        |         |             |    |    |    |       |
|                   | Social Systems     | 1,975       | 3,235  | 2,728  | 5,358  | 13,296  | 2,720       | 3,692   | 3,982  | 5,360  | 15,754  | 2,909       |    |    |    |       |
|                   | Power Supply Units | 4,001       | 4,198  | 4,004  | 3,950  | 16,153  | 3,539       | 4,343   | 4,102  | 3,635  | 15,619  | 3,285       |    |    |    |       |
|                   |                    | 5,976       | 7,433  | 6,732  | 9,308  | 29,450  | 6,259       | 8,035   | 8,084  | 8,995  | 31,373  | 6,194       |    |    |    |       |
| Total             |                    | 36,899      | 39,156 | 38,030 | 44,687 | 158,772 | 41,452      | 44,548  | 44,242 | 44,967 | 175,209 | 42,680      |    |    |    |       |
| Operating Income  | Semiconductors     | 1,708       | 2,668  | 1,986  | 2,889  | 9,251   | 3,087       | 3,928   | 3,757  | 3,464  | 14,236  | 3,406       |    |    |    |       |
|                   | Power Systems      |             |        |        |        |         |             |         |        |        |         |             |    |    |    |       |
|                   | Social Systems     | -285        | -103   | -82    | 290    | -180    | -221        | 76      | -34    | 457    | 278     | -183        |    |    |    |       |
|                   | Power Supply Units | -355        | 32     | -228   | 167    | -384    | -84         | 169     | 68     | 43     | 196     | 76          |    |    |    |       |
|                   |                    | -640        | -71    | -310   | 457    | -565    | -305        | 245     | 34     | 500    | 474     | -107        |    |    |    |       |
| Corp./Elimination |                    | -748        | -755   | -696   | -556   | -2,755  | -745        | -753    | -656   | -530   | -2,684  | -769        |    |    |    |       |
| Total             |                    | 319         | 1,842  | 981    | 2,788  | 5,930   | 2,036       | 3,421   | 3,134  | 3,435  | 12,026  | 2,529       |    |    |    |       |
| Ordinary Income   |                    | -594        | 2,019  | 923    | 2,678  | 5,026   | 1,514       | 4,151   | 3,228  | 2,915  | 11,808  | 1,803       |    |    |    |       |
| Net Income        |                    | -1,182      | 1,110  | 123    | 1,688  | 1,739   | 547         | -13,660 | 2,116  | -424   | -11,421 | 563         |    |    |    |       |

## 2. Net Sales by Product

(Unit: Million Yen)

|                 |                    | FY March 17            |        |        |        |         | FY March 18 |        |        |        |         | FY March 19 |       |    |    |       |
|-----------------|--------------------|------------------------|--------|--------|--------|---------|-------------|--------|--------|--------|---------|-------------|-------|----|----|-------|
|                 |                    | 1Q                     | 2Q     | 3Q     | 4Q     | Total   | 1Q          | 2Q     | 3Q     | 4Q     | Total   | 1Q          | 2Q    | 3Q | 4Q | Total |
| Semi-conductors | Diode              | 2,744                  | 3,084  | 2,903  | 3,196  | 11,927  | 2,533       | 2,902  | 2,796  | 2,837  | 11,068  | 2,834       |       |    |    |       |
|                 | Transistor         | 1,856                  | 2,129  | 1,809  | 2,013  | 7,807   | 1,884       | 1,966  | 1,996  | 1,985  | 7,831   | 1,866       |       |    |    |       |
|                 | IC                 | 24,602                 | 24,858 | 24,433 | 27,468 | 101,361 | 29,174      | 29,221 | 29,568 | 29,145 | 117,108 | 30,034      |       |    |    |       |
|                 | LED                | 1,332                  | 1,637  | 1,409  | 1,750  | 6,128   | 1,551       | 1,724  | 1,511  | 1,592  | 6,378   | 1,482       |       |    |    |       |
|                 | Others             | 387                    | 16     | 745    | 951    | 2,099   | 50          | 700    | 287    | 414    | 1,451   | 269         |       |    |    |       |
|                 |                    | 30,921                 | 31,724 | 31,299 | 35,378 | 129,322 | 35,192      | 36,513 | 36,158 | 35,973 | 143,836 | 36,485      |       |    |    |       |
| Power Systems   | Social Systems     | UPS                    | 859    | 1,123  | 977    | 2,117   | 5,076       | 766    | 1,211  | 1,176  | 2,009   | 5,162       | 777   |    |    |       |
|                 |                    | Inverter               | 293    | 377    | 501    | 392     | 1,563       | 513    | 508    | 649    | 513     | 2,183       | 568   |    |    |       |
|                 |                    | DC Power Supply        | 373    | 909    | 679    | 1,658   | 3,619       | 1,045  | 1,216  | 1,619  | 1,873   | 5,753       | 1,220 |    |    |       |
|                 |                    | ESS, Power Conditioner | 44     | 311    | 147    | 435     | 937         | 202    | 189    | 192    | 267     | 850         | 196   |    |    |       |
|                 |                    | Maintenance & Others   | 406    | 515    | 424    | 756     | 2,101       | 193    | 570    | 346    | 698     | 1,807       | 148   |    |    |       |
|                 |                    |                        | 1,975  | 3,235  | 2,728  | 5,358   | 13,296      | 2,720  | 3,692  | 3,982  | 5,360   | 15,754      | 2,909 |    |    |       |
|                 | Power Supply Units | SMPS                   | 1,830  | 1,915  | 1,956  | 2,377   | 8,078       | 1,756  | 2,017  | 2,102  | 1,962   | 7,837       | 1,824 |    |    |       |
|                 |                    | AC Adapter             | 1,829  | 1,719  | 1,656  | 1,418   | 6,622       | 1,235  | 1,602  | 1,493  | 1,174   | 5,504       | 738   |    |    |       |
|                 |                    | Transformer & Others   | 342    | 564    | 392    | 155     | 1,453       | 548    | 724    | 507    | 499     | 2,278       | 723   |    |    |       |
|                 |                    |                        | 4,001  | 4,198  | 4,004  | 3,950   | 16,153      | 3,539  | 4,343  | 4,102  | 3,635   | 15,619      | 3,285 |    |    |       |
|                 |                    |                        | 5,977  | 7,433  | 6,732  | 9,308   | 29,450      | 6,259  | 8,035  | 8,084  | 8,995   | 31,373      | 6,194 |    |    |       |
| Total           |                    | 36,899                 | 39,156 | 38,030 | 44,687 | 158,772 | 41,452      | 44,548 | 44,242 | 44,967 | 175,209 | 42,680      |       |    |    |       |

# 3. Net Sales by Market

(Unit: Million Yen)

|                    |                          |                              | FY Mar 17 |        |        |         |         | FY Mar 18 |        |        |         |         | FY March 19 |    |    |    |       |
|--------------------|--------------------------|------------------------------|-----------|--------|--------|---------|---------|-----------|--------|--------|---------|---------|-------------|----|----|----|-------|
|                    |                          |                              | 1Q        | 2Q     | 3Q     | 4Q      | Total   | 1Q        | 2Q     | 3Q     | 4Q      | Total   | 1Q          | 2Q | 3Q | 4Q | Total |
| Semi<br>conductors | Consumer                 | AV                           | 582       | 759    | 778    | 682     | 2,801   | 668       | 727    | 694    | 663     | 2,752   | 653         |    |    |    |       |
|                    |                          | Audio                        | 363       | 502    | 377    | 416     | 1,658   | 454       | 492    | 433    | 477     | 1,856   | 452         |    |    |    |       |
|                    |                          | White Goods/Appli.           | 6,262     | 6,465  | 6,801  | 7,987   | 27,515  | 8,676     | 9,075  | 8,814  | 9,370   | 35,935  | 9,715       |    |    |    |       |
|                    |                          | Others                       | 30        | 40     | 38     | 38      | 146     | 29        | 56     | 45     | 47      | 177     | 46          |    |    |    |       |
|                    |                          | Sub total                    | 7,237     | 7,766  | 7,994  | 9,123   | 32,120  | 9,827     | 10,350 | 9,986  | 10,557  | 40,720  | 10,866      |    |    |    |       |
|                    | Automotive               |                              | 18,343    | 18,381 | 17,742 | 20,451  | 74,917  | 19,364    | 19,103 | 19,563 | 18,995  | 77,025  | 19,434      |    |    |    |       |
|                    | OA/<br>Industrial        | Printer, PC-related          | 1,740     | 1,882  | 1,627  | 1,629   | 6,878   | 1,927     | 2,020  | 1,860  | 1,715   | 7,522   | 1,840       |    |    |    |       |
|                    |                          | OA                           | 146       | 153    | 139    | 136     | 574     | 149       | 129    | 112    | 108     | 498     | 116         |    |    |    |       |
|                    |                          | Communications               | 53        | 40     | 51     | 41      | 185     | 52        | 54     | 47     | 40      | 193     | 14          |    |    |    |       |
|                    |                          | Industrial, FA, Others       | 3,402     | 3,502  | 3,746  | 3,998   | 14,648  | 3,873     | 4,857  | 4,590  | 4,558   | 17,878  | 4,215       |    |    |    |       |
|                    | Sub total                |                              | 5,341     | 5,577  | 5,563  | 5,804   | 22,285  | 6,001     | 7,060  | 6,609  | 6,421   | 26,091  | 6,185       |    |    |    |       |
| Sub total          |                          | 30,921                       | 31,724    | 31,299 | 35,378 | 129,322 | 35,192  | 36,513    | 36,158 | 35,973 | 143,836 | 36,485  |             |    |    |    |       |
| Power<br>Systems   | Social<br>Systems        | Tele Comm.                   | 498       | 928    | 823    | 2,051   | 4,300   | 1,098     | 1,268  | 1,601  | 1,956   | 5,923   | 1,210       |    |    |    |       |
|                    |                          | Governmental & Public sector | 397       | 725    | 473    | 1,046   | 2,641   | 405       | 842    | 826    | 1,390   | 3,463   | 446         |    |    |    |       |
|                    |                          | Private Sector               | 520       | 828    | 638    | 1,113   | 3,099   | 461       | 789    | 669    | 1,195   | 3,114   | 523         |    |    |    |       |
|                    |                          | Renewable Energy             | 44        | 311    | 147    | 435     | 937     | 202       | 189    | 192    | 267     | 850     | 196         |    |    |    |       |
|                    |                          | Overseas, Others             | 516       | 443    | 647    | 713     | 2,319   | 553       | 605    | 694    | 552     | 2,405   | 534         |    |    |    |       |
|                    |                          | Sub total                    | 1,975     | 3,235  | 2,728  | 5,358   | 13,296  | 2,720     | 3,692  | 3,982  | 5,360   | 15,754  | 2,909       |    |    |    |       |
|                    | Power<br>Supply<br>Units | Automotive                   | 262       | 260    | 322    | 349     | 1,194   | 287       | 380    | 375    | 350     | 1,392   | 315         |    |    |    |       |
|                    |                          | Industrial, Tele Comm.       | 530       | 485    | 430    | 660     | 2,105   | 410       | 446    | 490    | 514     | 1,860   | 511         |    |    |    |       |
|                    |                          | Transformer                  | 336       | 305    | 311    | 373     | 1,324   | 427       | 361    | 379    | 437     | 1,603   | 482         |    |    |    |       |
|                    |                          | Consumer, OA, Others         | 2,873     | 3,148  | 2,941  | 2,568   | 11,530  | 2,415     | 3,156  | 2,858  | 2,334   | 10,764  | 1,977       |    |    |    |       |
|                    |                          | Sub total                    | 4,001     | 4,198  | 4,004  | 3,950   | 16,153  | 3,539     | 4,343  | 4,102  | 3,635   | 15,619  | 3,285       |    |    |    |       |
| Sub total          |                          | 30,921                       | 31,724    | 31,299 | 35,378 | 129,322 | 35,192  | 36,513    | 36,158 | 8,995  | 31,373  | 6,194   |             |    |    |    |       |
| Total              |                          |                              | 36,899    | 39,156 | 38,030 | 44,687  | 158,772 | 41,452    | 44,548 | 44,242 | 44,967  | 175,209 | 42,680      |    |    |    |       |

## 4. Major Subsidiary's Financial Results Summary

| Allegro MicroSystems, Inc. (AMI) |                  | FY March 17 |       |       |       |       | FY March 18 |       |       |       |       | FY March 19 |    |    |    |       |
|----------------------------------|------------------|-------------|-------|-------|-------|-------|-------------|-------|-------|-------|-------|-------------|----|----|----|-------|
|                                  |                  | 1Q          | 2Q    | 3Q    | 4Q    | Total | 1Q          | 2Q    | 3Q    | 4Q    | Total | 1Q          | 2Q | 3Q | 4Q | Total |
| Net Sales                        | (Million US \$ ) | 158.5       | 160.0 | 160.8 | 171.0 | 650.3 | 184.3       | 178.1 | 178.5 | 175.9 | 716.8 | 187.4       |    |    |    |       |
|                                  | (Hundred M Yen)  | 171.4       | 163.8 | 176.0 | 193.6 | 704.9 | 204.8       | 197.7 | 201.7 | 190.5 | 794.6 | 204.5       |    |    |    |       |
| Operating Income                 | (Million US \$ ) | 16.2        | 23.6  | 18.3  | 11.1  | 69.2  | 25.0        | 25.1  | 19.6  | 22.0  | 91.7  | 26.2        |    |    |    |       |
|                                  | (Hundred M Yen)  | 17.5        | 24.5  | 20.0  | 13.0  | 75.0  | 27.8        | 27.9  | 22.3  | 23.8  | 101.7 | 28.6        |    |    |    |       |
| Ordinary Income                  | (Million US \$ ) | 15.5        | 24.7  | 16.5  | 12.8  | 69.5  | 25.9        | 30.2  | 19.8  | 22.2  | 98.1  | 23.7        |    |    |    |       |
|                                  | (Hundred M Yen)  | 16.8        | 25.6  | 18.1  | 14.9  | 75.3  | 28.8        | 33.6  | 22.4  | 24.0  | 108.7 | 25.9        |    |    |    |       |
| Net Income                       | (Million US \$ ) | 10.9        | 18.3  | 11.0  | 7.9   | 48.1  | 18.7        | 21.7  | 14.0  | 17.3  | 71.7  | 19.3        |    |    |    |       |
|                                  | (Hundred M Yen)  | 11.8        | 19.0  | 12.2  | 9.3   | 52.1  | 20.8        | 24.1  | 15.9  | 18.7  | 79.5  | 21.1        |    |    |    |       |
| Exchange rate                    | (Yen)            | 108.39      |       |       |       |       | 110.86      |       |       |       |       | 109.11      |    |    |    |       |

• Allegro MicroSystems, Inc.(AMI): A headquarters company with Allegro MicroSystems, LLC and Polar Semiconductor, LLC

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

< Consolidated >

(Unit : Million Yen)

|                      | FY March 17 |       |       |       |        | FY March 18 |       |       |       |        | FY March 19 |    |    |    |       |
|----------------------|-------------|-------|-------|-------|--------|-------------|-------|-------|-------|--------|-------------|----|----|----|-------|
|                      | 1Q          | 2Q    | 3Q    | 4Q    | Total  | 1Q          | 2Q    | 3Q    | 4Q    | Total  | 1Q          | 2Q | 3Q | 4Q | Total |
| Capital Expenditures | 1,907       | 2,280 | 2,553 | 2,331 | 9,071  | 3,427       | 3,771 | 4,575 | 4,798 | 16,571 | 5,150       |    |    |    |       |
| Depreciation         | 2,639       | 2,610 | 2,662 | 2,593 | 10,504 | 2,597       | 2,616 | 2,657 | 2,669 | 10,539 | 2,715       |    |    |    |       |
| R&D Expenses         | 7,714       |       | 8,285 |       | 15,999 | 8,825       |       | 8,738 |       | 17,563 | 4,364       |    |    |    |       |

## 6. Debt Outstanding

(Unit : Billion Yen)

|                   | Sep. '16 | Mar. '17 | Sep. '17 | Mar. '18 | Jun. '18 |
|-------------------|----------|----------|----------|----------|----------|
| Total Outstanding | 89.9     | 91.0     | 89.0     | 72.5     | 71.8     |

As of the end of each month



# Financial Results Summary

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