Financial Results Briefing

FY2024 3Q Presentation

Macnica Holdings, Inc.

February 3, 2025

In this presentation, "ICs, electronic devices and others business" is referred to as Semiconductor Business. In the disclosed segments, the performance of the CPS Solutions business is included in the Semiconductor Business and Network Business, and the figures overlap.

Business Performance Highlights for FY2024 3Q

Yen billion	Q3 Results	Q3 Y/Y change		Q3 Q/Q change		Q1-Q3 Results	Q1-Q3 Y/Y change		FY24 Planned	FY24 Progress
Net Sales	262.8	+9.5	+4%	+0.2	+0%	781.8	▲18.5	▲2%	1,040	75%
Semiconductor Business	223.7	+2.6	+1%	▲3.1	▲1%	669.2	▲44.4	▲6%	892.5	75%
Network Business	39.1	+6.9	+21%	+3.3	+9%	112.6	+25.9	+30%	147.5	76%
Operating Income	10.8	▲2.5	▲19%	+0.5	+5%	33.2	▲18.1	▲35%	44.5	75%
Semiconductor Business	7.6	▲3.9	▲34%	▲0	▲0%	23.9	▲22.2	▲48%	32.3	74%
Network Business	3.2	+1.5	+85%	+0.5	+20%	9.3	+4.1	+79%	12.2	76%
Net Income att Owners of Parent	7.4	▲1.9	▲21%	+0.2	+2%	22.6	▲12.5	▲36%	30	75%
Cash Flows fm Operating Activities						17.2	▲19.8	▲54%		
Average exchange rate (JPY/USD)	149.03 yen					152.10 yen			145 yen (FY24 Planned)	

In 3Q, Semiconductor business was weak, Network business remained strong.

Semiconductor business: Sales in automotive applications remained firm, but sales for industrial equipment were sluggish due to delays in recovery in the Chinese market and inventory adjustments. Situation as a whole remained flat.

Network business: Good performance in Japan and overseas, centering on endpoint security-related products.

Outlook for the Fourth Quarter

Semiconductor business: Demand in industrial equipment market expected to remain weak, recovery is expected next fiscal year.

Network business is expected to remain strong both domestically and internationally.

Full-Year Forecast for FY2024 remains unchanged.

Due to the above environment, the full-year earnings forecast previously announced on October 28 remains unchanged.
A share buyback of 3 billion yen has already been implemented in November 2024.

Dividends (per share)

	Mid	End	Annual	Payout
FY2023	26.66 yen	40 yen	66.66 yen	25%
FY2024	35 yen	35 yen ※1	70 yen ※1	42% ※1

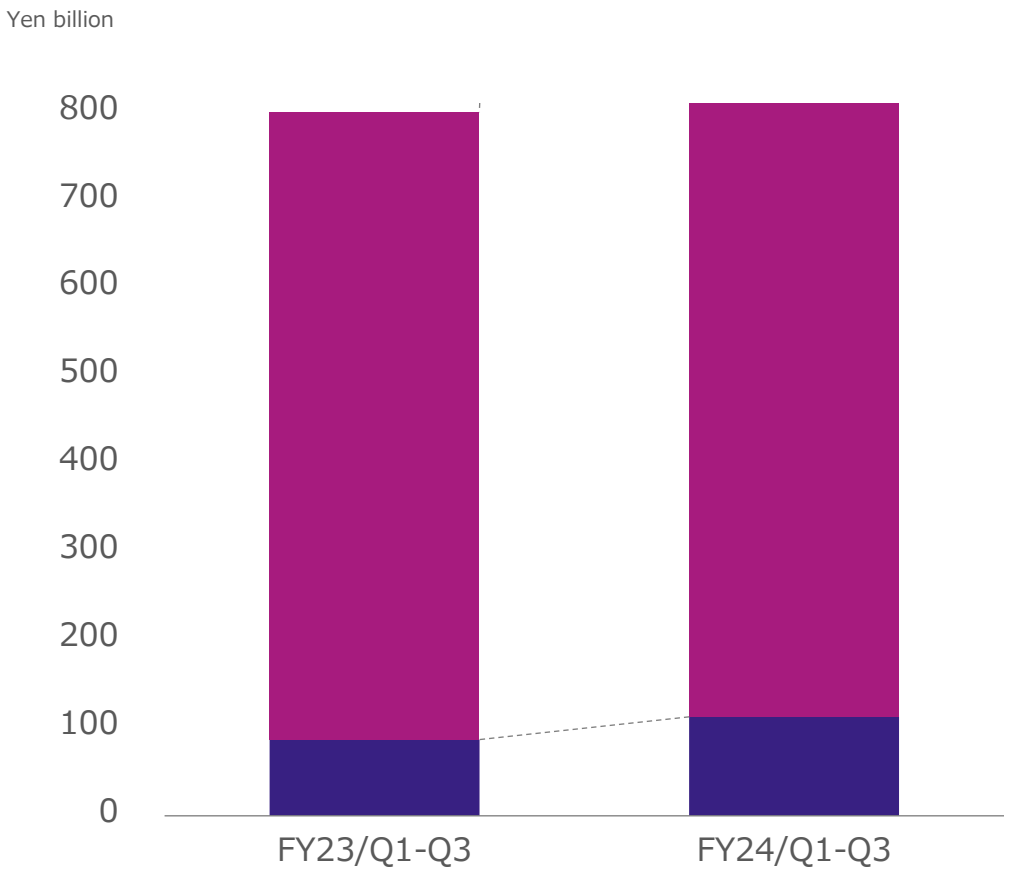
*1 Est.

The Company executed a 1-for-3 share split of common shares, effective on October 1, 2024. Figures prior to the split are calculated on the assumption that the share split was conducted.

Glosel Co., Ltd. was consolidated into the B/S as of March 2024 and into the P/L from April 2024 (Semiconductor Business).

Net Sales by Segment

¥781.8 billion Y/Y Change▲2.3%



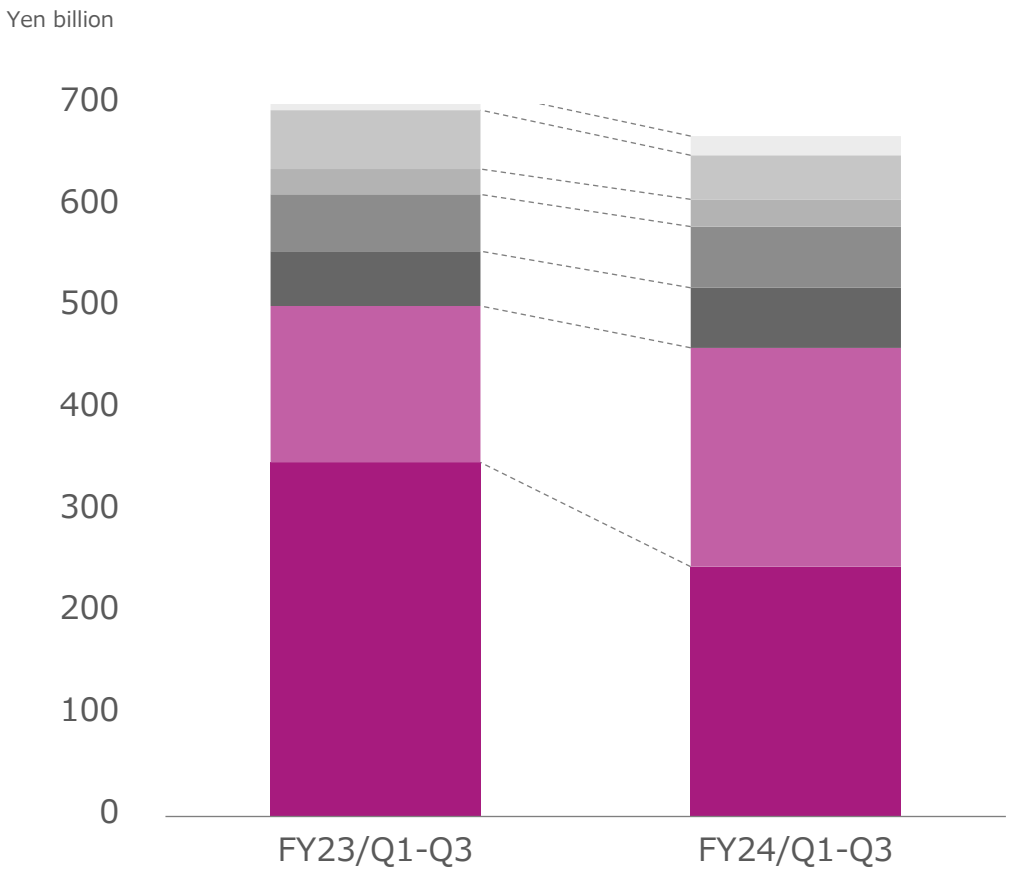
Y/Y Change▲2.3%

Yen billion	FY23/Q1-Q3 Results	FY23/Q1-Q3 Ratio	FY24/Q1-Q3 Results	FY24/Q1-Q3 Ratio	Y/Y Change	Y/Y Change%
Semiconductor	713.6	89%	669.2	86%	▲44.4	▲6%
Network	86.7	11%	112.6	14%	+25.9	+30%
Total	**800.3**	**100%**	**781.8**	**100%**	**▲18.5**	**▲2.3%**

Glosel Co., Ltd. was consolidated into the B/S as of March 2024 and into the P/L from April 2024 (Semiconductor Business).

Semiconductor Business by Application: Net Sales

¥669.2 billion Y/Y Change▲6.2%

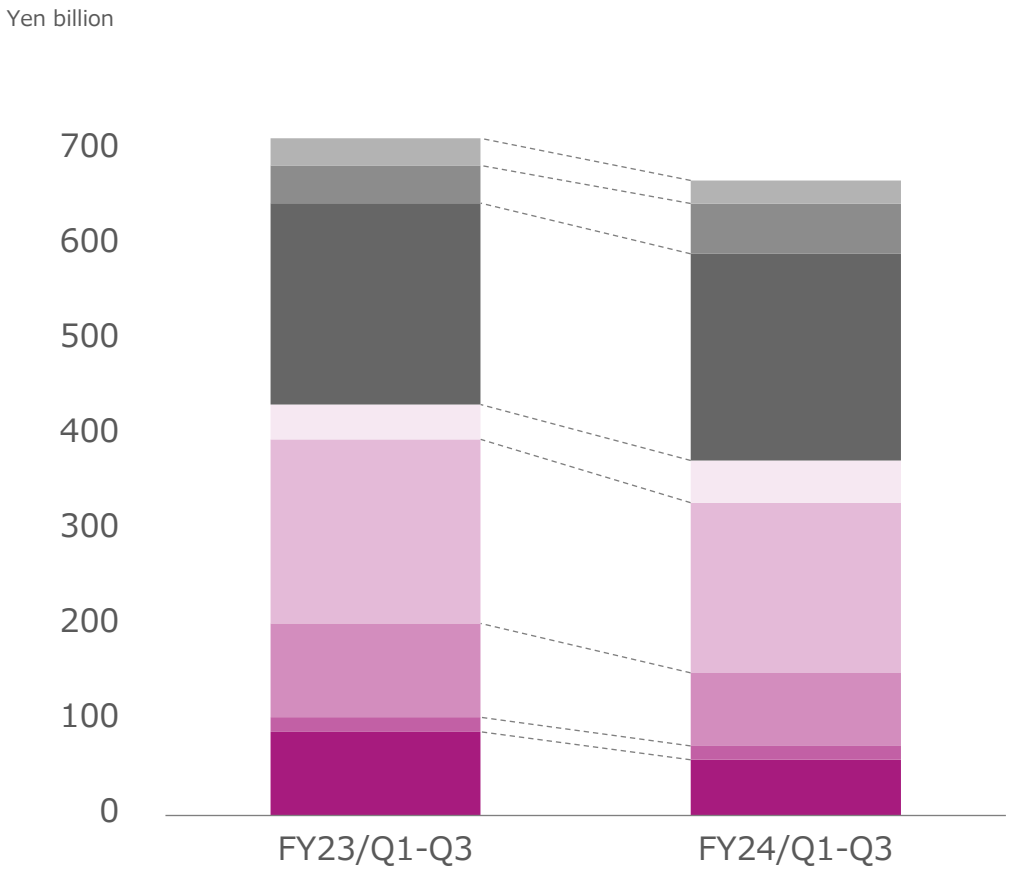


Yen billion	FY23/Q1-Q3 Results	FY23/Q1-Q3 Ratio	FY24/Q1-Q3 Results	FY24/Q1-Q3 Ratio	Y/Y Change	Y/Y Change%
Telecom Terminals	18.8	3%	18.9	3%	+0.1	+1%
Telecom Infrastructure	58	8%	43.3	6%	▲14.7	▲25%
OA/Peripherals	25	3%	26.8	4%	+1.8	+7%
Computers	55.8	8%	60.2	9%	+4.3	+8%
Consumer Products	53.9	7%	59	9%	+5.1	+9%
Automotive Products	153.9	22%	215.3	32%	+61.5	+40%
Industrial Equipment	348.2	49%	245.7	37%	▲102.5	▲29%
Total	**713.6**	**100%**	**669.2**	**100%**	**▲44.4**	**▲6.2%**

Glosel Co., Ltd. was consolidated into the B/S as of March 2024 and into the P/L from April 2024 (Semiconductor Business).

Semiconductor Business by Product: Net Sales

¥669.2 billion Y/Y Change▲6.2%

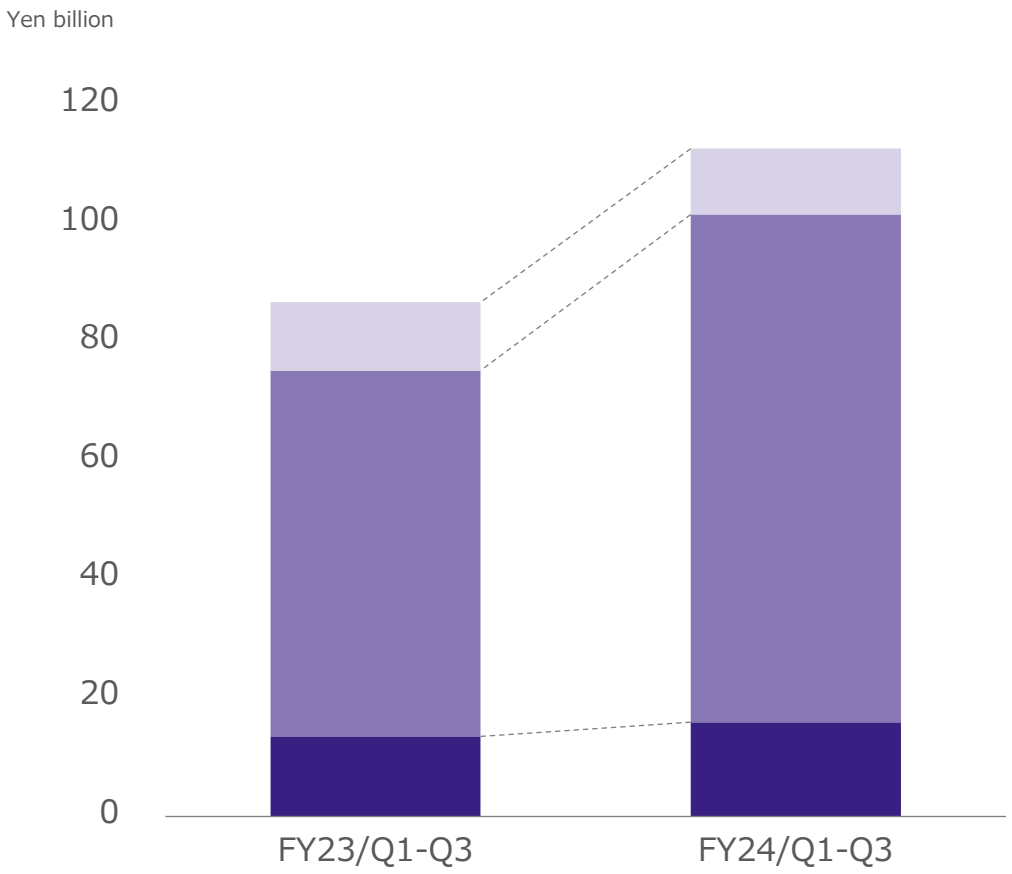


Yen billion	FY23/Q1-Q3 Results	FY23/Q1-Q3 Ratio	FY24/Q1-Q3 Results	FY24/Q1-Q3 Ratio	Y/Y Change	Y/Y Change%
Other	286	4%	243	4%	▲43	▲15%
Electric Devices	397	6%	530	8%	+132	+33%
Other Standard IC	2,122	30%	2,178	32%	+56	+3%
Memory	367	5%	445	7%	+78	+21%
Analog	1,940	27%	1,793	27%	▲148	▲8%
ASSP	989	14%	770	11%	▲219	▲22%
ASIC	153	2%	146	2%	▲7	▲5%
PLD	882	12%	587	9%	▲295	▲33%
Total	7,136	**100%**	**6,692**	**100%**	**▲444**	**▲6.2%**

Glosel Co., Ltd. was consolidated into the B/S as of March 2024 and into the P/L from April 2024 (Semiconductor Business).

Network Business by Product: Net Sales

¥112.6 billion Y/Y Change+29.9%

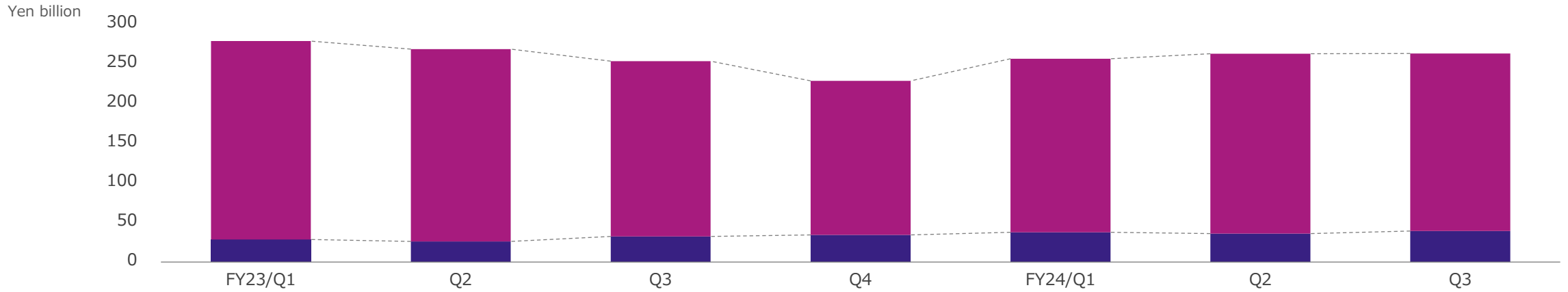


Yen billion	FY23/Q1-Q3 Results	FY23/Q1-Q3 Ratio	FY24/Q1-Q3 Results	FY24/Q1-Q3 Ratio	Y/Y Change	Y/Y Change%
Hardware	11.5	13%	11.1	10%	▲0.4	▲4%
Software	61.7	71%	85.6	76%	+23.9	+39%
Service	13.5	16%	15.9	14%	+2.5	+18%
Total	**86.7**	**100%**	**112.6**	**100%**	**+25.9**	**+29.9%**

Glosel Co., Ltd. was consolidated into the B/S as of March 2024 and into the P/L from April 2024 (Semiconductor Business).

Appendix

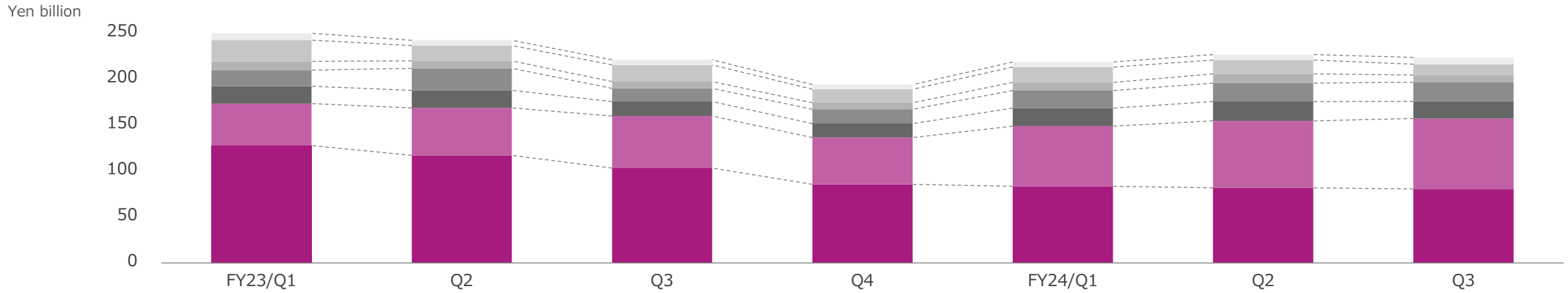
Quarterly Net Sales by Segment



		FY23/Q1		Q2		Q3		Q4		FY24/Q1		Q2		Q3	
Result/Ratio (B¥|%)	Semiconductor	250.1	90%	242.4	90%	221	87%	194.2	85%	218.7	85%	226.8	86%	223.7	85%
	Network	28.4	10%	26	10%	32.3	13%	34.2	15%	37.6	15%	35.8	14%	39.1	15%
YoY|QoQ	Semiconductor	+14%	+8%	+7%	▲3%	▲12%	▲9%	▲16%	▲12%	▲13%	+13%	▲6%	+4%	+1%	▲1%
	Network	+29%	▲4%	+7%	▲9%	+32%	+24%	+16%	+6%	+32%	+10%	+38%	▲5%	+21%	+9%

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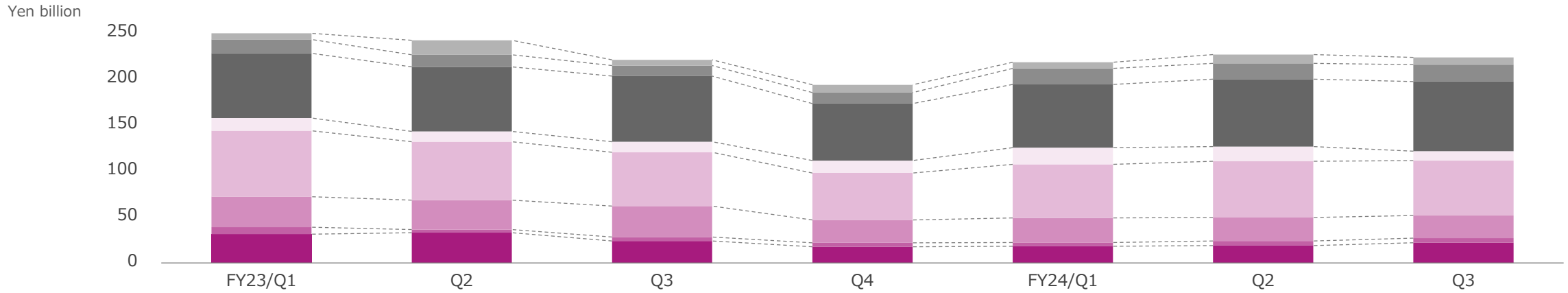
Quarterly Semiconductor Business by Application: Net Sales



		FY23/Q1		Q2		Q3		Q4		FY24/Q1		Q2		Q3	
Result/Ratio (B¥|%)	Telecom Terminals	7.5	3%	5.9	2%	5.5	2%	5.1	2%	5.6	3%	5.9	3%	7.4	3%
	Telecom Infrastructure	23.2	9%	16.6	7%	18.2	8%	14.7	8%	16.7	8%	15	7%	11.6	5%
	OA/Peripherals	9.5	4%	8.1	3%	7.4	3%	7.1	4%	8.9	4%	10	4%	7.9	4%
	Computers	17.5	7%	24.1	10%	14.3	6%	15.6	8%	19.1	9%	20.3	9%	20.8	9%
	Consumer	18.9	8%	19.1	8%	15.9	7%	15.2	8%	19.5	9%	20.9	9%	18.6	8%
	Automotive	45.7	18%	51.6	21%	56.6	26%	50.8	26%	65.6	30%	73	32%	76.8	34%
	Industrial	127.8	51%	117.1	48%	103.3	47%	85.7	44%	83.4	38%	81.7	36%	80.6	36%
YoY|QoQ	Telecom Terminals	+12%	+16%	▲14%	▲22%	▲22%	▲7%	▲21%	▲6%	▲25%	+9%	+0%	+5%	+36%	+26%
	Telecom Infrastructure	▲41%	+4%	▲34%	▲29%	▲44%	+10%	▲34%	▲20%	▲28%	+14%	▲9%	▲10%	▲36%	▲23%
	OA/Peripherals	+1%	▲1%	▲19%	▲15%	▲32%	▲9%	▲26%	▲4%	▲6%	+26%	+23%	+12%	+7%	▲21%
	Computers	▲12%	+15%	+7%	+38%	▲29%	▲41%	+3%	+9%	+9%	+22%	▲16%	+7%	+46%	+3%
	Consumer	+19%	+7%	+2%	+2%	▲16%	▲17%	▲13%	▲4%	+3%	+28%	+9%	+7%	+17%	▲11%
	Automotive	+31%	+7%	+24%	+13%	+19%	+10%	+19%	▲10%	+43%	+29%	+42%	+11%	+36%	+5%
	Industrial	+37%	+9%	+15%	▲8%	▲9%	▲12%	▲27%	▲17%	▲35%	▲3%	▲30%	▲2%	▲22%	▲1%

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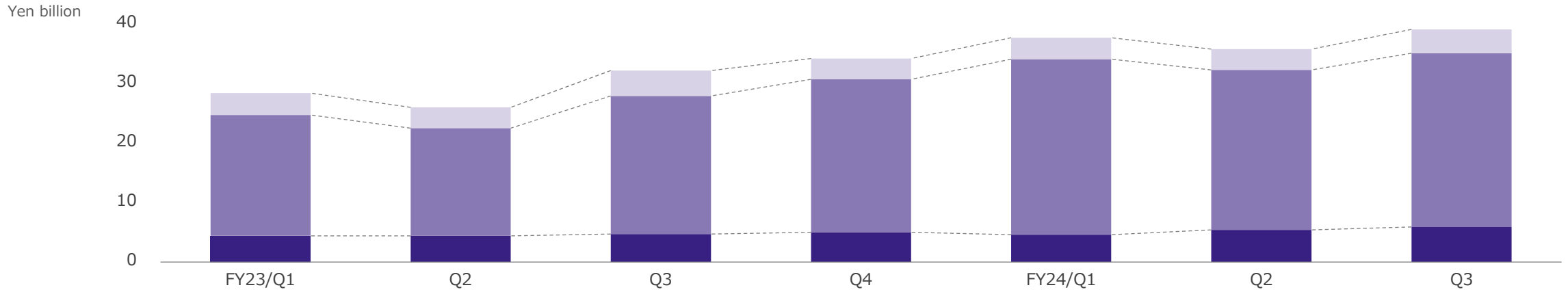
Quarterly Semiconductor Business by Product: Net Sales



		FY23/Q1		Q2		Q3		Q4		FY24/Q1		Q2		Q3	
Result/Ratio (B¥/%)	Other	6.7	3%	15.7	6%	6.2	3%	8.5	4%	6.9	3%	9.6	4%	7.8	3%
	Electric Devices	15.1	6%	13.1	5%	11.5	5%	12	6%	17.3	8%	17.3	8%	18.4	8%
	Other Standard IC	70.4	28%	70.3	29%	71.5	32%	62	32%	68.9	32%	73.3	33%	75.7	34%
	Memory	13.9	6%	11.3	5%	11.5	5%	13.6	7%	18.1	8%	16.2	7%	10.3	5%
	Analog	71.8	29%	63.6	26%	58.7	27%	51.1	26%	58.3	27%	61.1	27%	59.9	27%
	ASSP	33.2	13%	32	13%	33.7	15%	24.9	13%	26.9	12%	25.5	11%	24.5	11%
	ASIC	7.6	3%	3.5	1%	4.1	2%	4.3	2%	4.1	2%	5.2	2%	5.2	2%
	PLD	31.3	13%	32.9	14%	24	11%	17.6	9%	18.1	8%	18.8	8%	21.9	10%
YoY/QoQ	Other	+67%	+29%	+245%	+134%	+2%	▲61%	+63%	+38%	+3%	▲18%	▲39%	+38%	+27%	▲18%
	Electric Devices	+11%	+17%	▲20%	▲13%	▲27%	▲12%	▲7%	+4%	+14%	+44%	+32%	▲0%	+60%	+7%
	Other Standard IC	+50%	+28%	+35%	▲0%	+25%	+2%	+12%	▲13%	▲2%	+11%	+4%	+6%	+6%	+3%
	Memory	▲60%	▲6%	▲55%	▲19%	▲57%	+2%	▲8%	+19%	+30%	+33%	+43%	▲11%	▲11%	▲37%
	Analog	+19%	▲3%	▲7%	▲11%	▲21%	▲8%	▲31%	▲13%	▲19%	+14%	▲4%	+5%	+2%	▲2%
	ASSP	+8%	+1%	▲3%	▲4%	▲6%	+5%	▲24%	▲26%	▲19%	+8%	▲20%	▲5%	▲27%	▲4%
	ASIC	+25%	+35%	▲38%	▲54%	▲24%	+15%	▲23%	+7%	▲46%	▲5%	+47%	+26%	+28%	+1%
	PLD	+38%	+0%	+48%	+5%	▲20%	▲27%	▲44%	▲26%	▲42%	+3%	▲43%	+4%	▲9%	+17%

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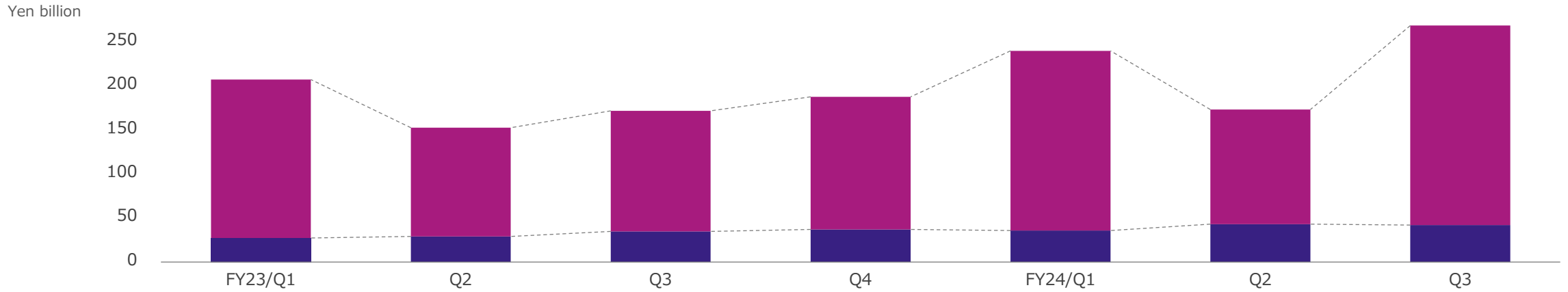
Quarterly Network Business by Product: Net Sales



		FY23/Q1		Q2		Q3		Q4		FY24/Q1		Q2		Q3	
Result/Ratio (B¥|%)	Hardware	3.7	13%	3.5	13%	4.3	13%	3.5	10%	3.6	9%	3.5	10%	4	10%
	Software	20.3	71%	18.1	70%	23.2	72%	25.7	75%	29.5	78%	26.9	75%	29.2	75%
	Service	4.4	15%	4.4	17%	4.7	15%	5	15%	4.6	12%	5.4	15%	5.9	15%
YoY|QoQ	Hardware	▲23%	▲5%	▲13%	▲7%	+8%	+22%	▲11%	▲18%	▲5%	+2%	+1%	▲1%	▲6%	+14%
	Software	+57%	▲3%	+15%	▲11%	+45%	+28%	+23%	+11%	+45%	+15%	+49%	▲9%	+26%	+9%
	Service	+4%	▲7%	▲2%	+0%	+7%	+8%	+7%	+6%	+5%	▲8%	+24%	+18%	+25%	+9%

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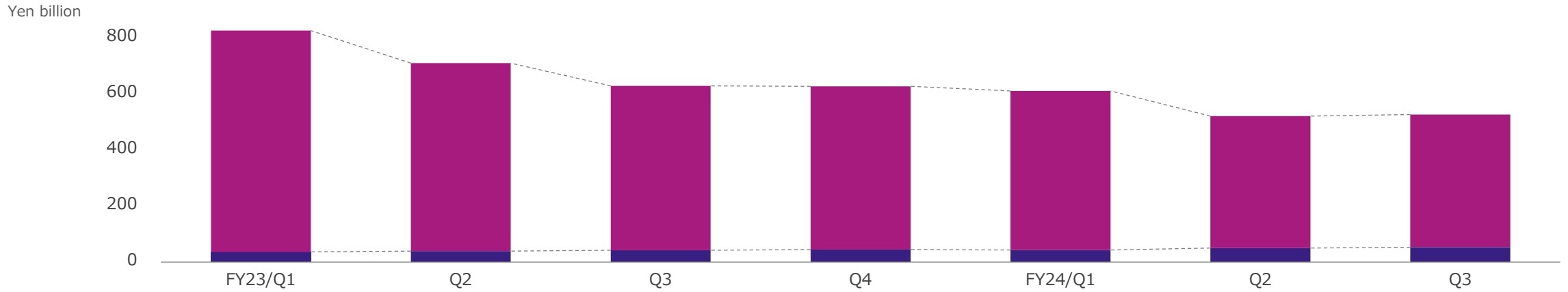
Quarterly Orders Received by Segment



		FY23/Q1		Q2		Q3		Q4		FY24/Q1		Q2		Q3	
Result/Ratio (B¥|%)	Semiconductor	179.8	87%	123.3	81%	136.8	80%	150.4	80%	203.9	85%	130.1	75%	226.3	84%
	Network	27.3	13%	29.1	19%	34.8	20%	37	20%	35.7	15%	43	25%	42	16%
YoY|QoQ	Semiconductor	▲54%	+69%	▲56%	▲31%	▲31%	+11%	+41%	+10%	+13%	+36%	+6%	▲36%	+65%	+74%
	Network	+19%	▲8%	+16%	+6%	+36%	+20%	+24%	+6%	+31%	▲3%	+48%	+20%	+21%	▲2%

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Quarterly Order Backlog by Segment



		FY23/Q1		Q2		Q3		Q4		FY24/Q1		Q2		Q3	
Result/Ratio (B¥|%)	Semiconductor	790.4	96%	671.3	94%	587	93%	583	93%	568.3	93%	471.5	90%	474.2	90%
	Network	36.2	4%	39.3	6%	41.9	7%	44.6	7%	42.7	7%	49.9	10%	52.8	10%
YoY|QoQ	Semiconductor	▲20%	▲8%	▲35%	▲15%	▲41%	▲13%	▲32%	▲1%	▲28%	▲3%	▲30%	▲17%	▲19%	+1%
	Network	+3%	▲3%	+9%	+9%	+13%	+7%	+20%	+7%	+18%	▲4%	+27%	+17%	+26%	+6%

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