

# **Financial Results Briefing** FY2024 Presentation

Macnica Holdings, Inc.

May 7, 2025



## AGENDA

#### 01. Results

- Business Performance Highlights for FY2024
- Results for FY2024 (Consolidated)

#### 02. Mid-Term Management Plan (FY2022-2024) Review

Review

#### 03. Mid-Term Management Plan (FY2025-2027)

- Long-Term Management Concept
- Mid-Term Management Plan

#### **Appendix** 04.

Quarterly Results

In this presentation, "ICs, electronic devices and others business" is referred to as Semiconductor Business. In the reportable segments, the performance of the CPS Solutions business is included in the Semiconductor Business and Network Business, and the figures overlap. Beginning in the fiscal year ending March 31, 2026, the segment name "Network Business" will be renamed "Cybersecurity and Other IT Solutions Business". In this presentation, it is referred to as the Cybersecurity Business. Please note that this change in segment name does not affect the segment classification, scope, or measurement methods.

Business Performance Highlights for FY2024



## **Business Performance Highlights for FY2024**

		Q4				FY24			FY25		
Yen billion	Results	Y/Y cha	ange	Q/Q cha	ange	Results	Y/Y cha	nge	Planned	Y/Y cha	nge
Net Sales	252.4	+24	+11%	▲10.4	<b>▲</b> 4%	1,034.2	+5.5	+1%	1,050	+15.8	+2%
Semiconductor Business	211.1	+16.9	+9%	▲12.6	<b>▲</b> 6%	880.3	▲27.6	▲3%	883	+2.7	+0%
Network Business	41.3	+7.1	+21%	+2.2	+6%	153.9	+33	+27%	167	+13.1	+9%
Operating Income	6.4	<b>A</b> 6	▲48%	<b>▲</b> 4.4	<b>▲</b> 41%	39.6	<b>▲</b> 24.1	▲38%	42	+2.4	+6%
Semiconductor Business	2.4	▲8.1	<b>▲</b> 77%	<b>▲</b> 5.2	<b>▲</b> 69%	26.3	▲30.3	<b>▲</b> 54%	24.1	▲2.2	▲8%
Network Business	4	+2.2	+114%	+0.8	+26%	13.3	+6.2	+88%	17.9	+4.6	+35%
Net Income attributable to Owners of Parent	2.5	<b>▲</b> 10.4	▲81%	<b>▲</b> 4.9	<b>▲</b> 66%	25.3	<b>▲</b> 22.8	<b>▲</b> 53%	27	+1.7	+7%
Cash Flow from Operating Activities						24.2	<b>▲</b> 15.7	▲39%			
Average exchange rate (JPY/USD)	154.11 yen					152.60 yen			140 yen (FY2	25 Planned)	

•In FY2024, Semiconductor Business continued to face an adjustment phase, while network business remained strong.

Semiconductor business: Decline in sales and significant drop in profit due to sluggish demand in industrial equipment Network business: Achieved over 20% YoY sales growth both in Japan and abroad, driven by strong demand for endpoint security-related products

•In FY2025, Semiconductor business is expected to remain in an adjustment phase through 1H, while Cybersecurity business (formerly Network business) is expected to maintain strong performance.

Semiconductor business: Adjustment phase expected to continue through 1H

Cybersecurity business: Strong performance expected to continue both in Japan and overseas

Assumptions: USD/JPY rate: 140 yen; limited direct impact expected from US tariff measures

•Mid-Term Management Plan (FY2025-FY2027): Shareholder Return Policy

Total return ratio: 40-50%; DoE: 5%



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.



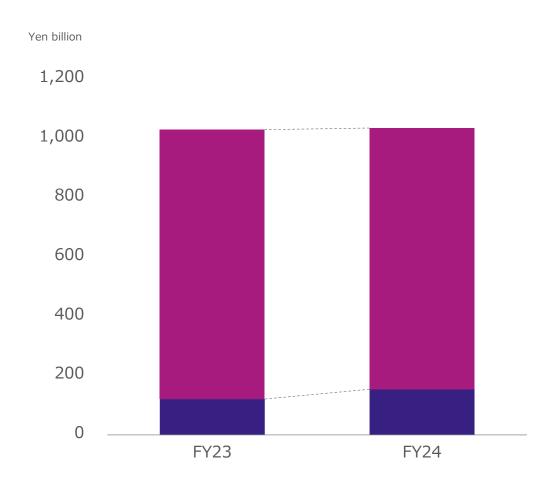
2 Results for FY2024 (Consolidated)



FY2024 Results (Consolidated)

## **Net Sales by Segment**

## 1,034.2 billion Y/Y Change +0.5%



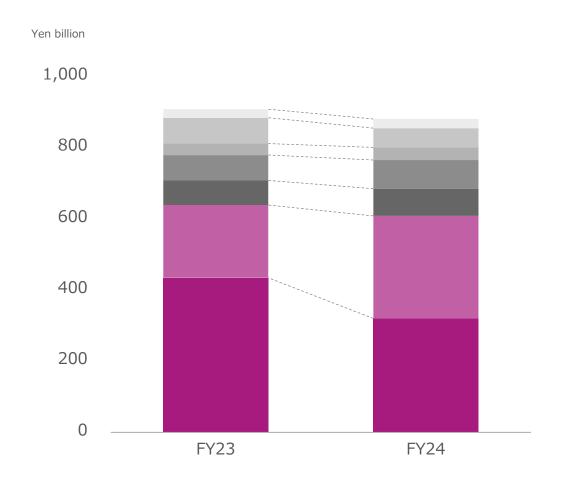
# **Y/Y Change + 0.5%**

	FY2	FY23		24	Y/Y	
(Yen billion)	Results	Ratio	Results	Ratio	Change	Change%
Semiconductor	907.8	88%	880.3	85%	▲27.6	▲3%
Network	120.9	12%	153.9	15%	+33	+27%
Total	1,028.7	100%	1034.2	100%	+5.5	+0.5%



## **Semiconductor Business by Application: Net Sales**

## 880.3 billion Y/Y Change ▲3.0%

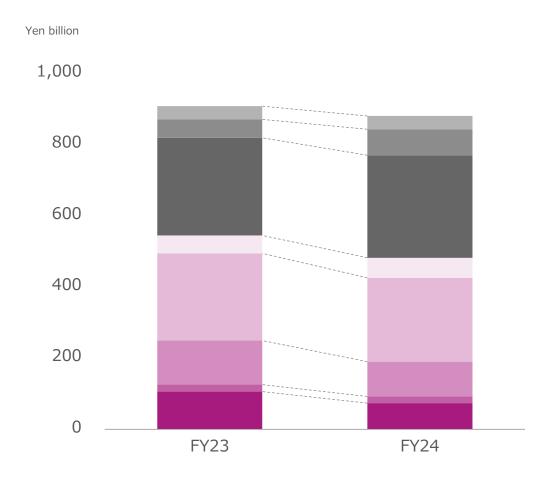


	FY2	.3	FY	24	Υ/	Υ
(Yen billion)	Results	Ratio	Results	Ratio	Change	Change%
Telecom Terminals	24	2%	25.7	3%	+1.8	+7%
Telecom Infrastructure	72.7	8%	54.1	6%	<b>▲</b> 18.6	▲26%
OA/Peripherals	32.1	4%	35.5	4%	+3.4	+11%
Computers	71.4	8%	80.5	9%	+9.1	+13%
Consumer Products	69.1	8%	76.6	9%	+7.4	+11%
Automotive Products	204.6	22%	288.2	33%	+83.6	+41%
Industrial Equipment	433.9	48%	319.7	36%	▲114.2	▲26%
Total	907.8	100%	880.3	100%	▲27.6	▲3.0%



## **Semiconductor Business by Product: Net Sales**

## 880.3 billion Y/Y Change ▲ 3.0%



	FY2	23	FY	24	Y/Y	
(Yen billion)	Results	Ratio	Results	Ratio	Change	Change%
Other	37.1	4%	37.3	4%	+0.2	+1%
Electric Devices	51.7	6%	73	8%	+21.3	+41%
Other Standard IC	274.3	30%	288.1	33%	+13.9	+5%
Memory	50.3	5%	56.3	7%	+6	+12%
Analog	245.2	27%	235.8	27%	▲9.4	<b>▲</b> 4%
ASSP	123.8	14%	97.7	11%	▲26.2	▲21%
ASIC	19.6	2%	18.7	2%	▲0.9	<b>▲</b> 5%
PLD	105.8	12%	73.4	8%	▲32.4	▲31%
Total	907.8	100%	880.3	100%	▲27.6	▲3.0%



## **Network Business by Product: Net Sales**

## 153.9 billion Y/Y Change +27.3%



	FY2	3	FY	24	Y/Y	
(Yen billion)	Results	Ratio	Results	Ratio	Change	Change%
Hardware	15	13%	15.6	10%	+0.6	+4%
Software	87.4	72%	115.9	75%	+28.5	+33%
Service	18.5	15%	22.4	15%	+3.9	+21%
Total	120.9	100%	153.9	100%	+33	+27.3%





Review



## **Group Performance**

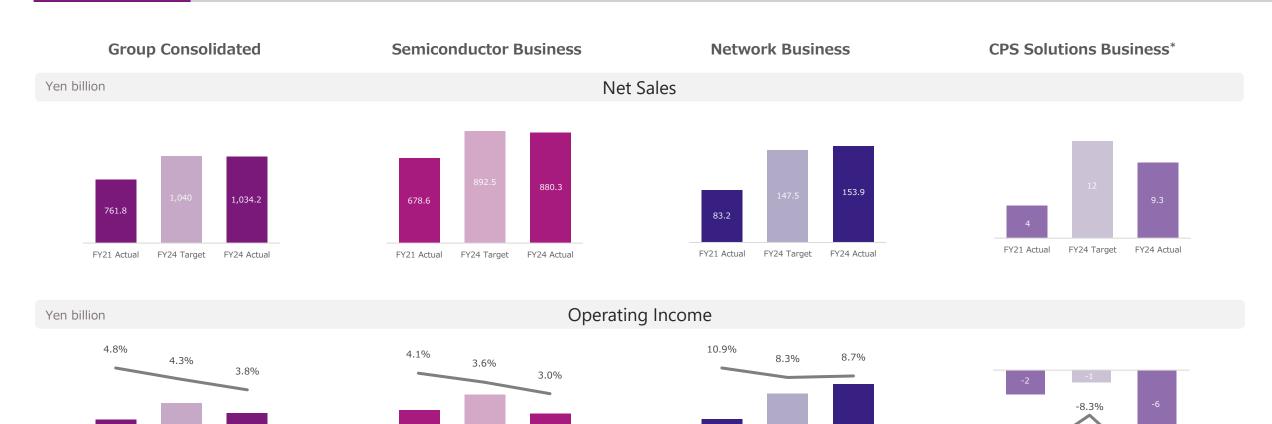
	FY2021	FY2024	Actual	FY2024 Target			
	Results	Results	Growth Rate	Target	Achievement Rate		
Consolidated net sales	761.8 bil yen	1,034.2 bil yen	+35.8 %	1,040 bil yen	<b>1</b> %		
Consolidated operating income	36.7 bil yen	39.6 bil yen	+7.9 %	44.5 bil yen	<b>▲</b> 11 %		
Consolidated operating income margin	4.8 %	3.8 %	▲1.0 Pt	4.3 %	▲0.5 Pt		
Consolidated net income	25.8 bil yen	25.3 bil yen	<b>1</b> 2.0 %	30 bil yen	<b>▲</b> 16 %		
Consolidated ROE*1	15.2 %	10.0 %	<b>▲</b> 5.2 %	15.0 %	▲5 Pt		
Working capital turnover*2	3.2	3.4	+0.2 Pt	3.8	▲0.4 Pt		
(Reference) Consolidated Net Income, 3-year cumulative total	FY19-21 42.3 bil yen	FY22-24 114.4 bil yen	+170.4 %				

<sup>\*1</sup> Consolidate ROE = Net Income attributable to Owners of Parent / Shareholders' Equity (Net Assets less Non-Controlling Interests, at end of the period)



<sup>\*2</sup> Working Capital Turnover = Annual Sales / Working Capital (Accounts Receivables + Inventories - Accounts Payable, at end of the period)

## **Group Performance**



FY21 Actual

FY24 Target

26.3

FY24 Actual

FY21 Actual

FY24 Target



36.7

FY21 Actual

FY24 Target

FY24 Actual

FY24 Actual

-64.5%

FY24 Actual

FY21 Actual

FY24 Target

## **Executive Summary**

## Semiconductor business impacted by supply shortages and US-China tensions; Network business maintained strong performance; CPS solutions business gaining traction

		3
	Business Expansion	CAGR: 9.1%; Domestic Automotive Market CAGR: 42.1%
Semiconductor	Operating Income	FY2019-2021 total: 44.2 bil yen to FY2022-2024 total: 138.3 bil yer (Approx. 3x increase)
Business	• Global	Despite a revenue decline in China, the Company executed M&A, business transfers, and new entity establishments outside China.
	<ul> <li>Business Growth</li> </ul>	CAGR: 22.8% (Domestic: 18.0%, Overseas: 34.5%)
<b>Network Business</b>	Security Market Share	Domestic Security Product Market Share: 18.4% (+6.7pts vs FY2021)
	<ul> <li>Proprietary Services</li> </ul>	ASM services: No.1 market share in Japan*
	Business Launches	FY2024: 9.3 bil yen (CAGR: 32.5%)
<b>CPS Solutions Business</b>	<ul> <li>Proprietary Services</li> </ul>	Services launched: 21 (total)
	Autonomous EV Bus	Demonstration experiments: 50 (total), Regular operation: 6
Characteristic or	<ul> <li>Institutional Design Changes</li> </ul>	Transitioned to a Company with an Audit & Supervisory Committee
Strengthening Management Base	<ul> <li>Strengthening IR/SR Activities</li> </ul>	Issued Integrated Report, renewed IR website, and strengthened dialogue
Fidingement base	Enhanced Branding	Enhanced media relations, rebranded, and launched a TV commercial



#### **Semiconductor Business**

## Expanded sales in growth markets; continued to actively pursue M&A

		CY21	CY24	Increase/Decrease
Semiconductor Business	Worldwide Market Share	2.6%	2.8%	+0.2%
	Domestic Market Share	12.8%	20.0%	+7.2%
				(Gar
Expansion of market share in growth domains		FY21	FY24	CAGR
	Semiconductor Business Sales	678.6 bil yen	880.3 bil yen	+9.1%
	Industrial Equipment Sales	284.7 bil yen	319.7 bil yen	+3.9%
	Automotive Sales	100.4 bil yen	288.2 bil yen	+42.1%
Increase of value-added		FY21	FY24	CAGR
solutions	Sales from Value-Added Solutions	22 bil yen	30.5 bil yen	+11.5%
Exploring products for		FY22	~FY24	
long-term growth	Number of New Supplier Agreements	17		
		FY22	~FY24	
Global strategy	M&A, Business Transfers, and Establishment of New Entities	;	3	

Source: (CY24) Gartner®, Market Share: Semiconductor Distributors, Worldwide, 2024, Emerging Technologies & Trends Research Team, 3 March 2025 (CY21) Gartner®, Market Share: Semiconductor Distributors, Worldwide, 2021, Masatsune Yamaji, 9 March 2022 (This research provides a historical snapshot in time.)

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#### **Network Business**

## Significant growth across all areas; steady increase in market share in Japan's security product market

Network Business		FY21	FY24	CAGR
Network business		83.2 bil yen	153.9 bil yen	+22.8%
		FY21	FY24	CAGR
	Domestic Security	42.2 bil yen	72.1 bil yen	+19.6%
By Category	Domestic Big Data	6.1 bil yen	11.1 bil yen	+22.3%
	Domestic Applications	7.8 bil yen	12.6 bil yen	+17.3%
	Overseas	21.8 bil yen	52.9 bil yen	+34.5%
Expansion of security		FY21	FY24	Increase/Decrease
business	Market Share in Domestic Security Product Market	11.7% TAM*1: 370.8 bil yen	<b>18.4%</b> TAM*2: 415.3 bil yen	+6.7%
Exploring products for		FY22	2∼FY24	
long-term growth	Number of New Supplier Agreements		27	
Clabal strategy		End of FY21	End of FY24	Increase/Decrease
Global strategy	Number of Countries/Regions Entered	9	22	+13



<sup>\*1</sup> Source: Fuji Chimera Research Institute's "2022 Network Security Business Survey" (FY21 Actual) \*2 Source: Fuji Chimera Research Institute's "2024 Network Security Business Survey" (FY24 Forecast) (Shares are calculated by the Company)

## **CPS Solutions Business**

## **Business growth driven by priority themes**

		FY21	FY24	CAGR
CPS Solutions Business		4 bil yen	9.3 bil yen	+32.5%
		FY21	FY24	CAGR
By Theme	Smart City & Mobility	1.2 bil yen	4.5 bil yen	+56.6%
	Smart Manufacturing	0.4 bil yen	0.7 bil yen	+25.0%
Expansion of CPS		End of FY21	End of FY24	Increase/Decreas
platforms	Number of Services Using CPS Platforms	1	6	+5
		End of FY21	End of FY24	Increase/Decreas
	Number of Customers	385	525	+140
Strengthening capabilities for long-term growth	Number of Suppliers (Value-Added Distribution)	50	106	+56
ioi iong tom growm	Number of Partners	93	285	+192
	Number of Proprietary Services (Services & Solutions)	14	21	+7
		End of FY21	End of FY24	Increase/Decreas
<b>Autonomous EV Bus</b>	Number of Demonstration Experiments	10	50	+40
	Number of Regular Operations	2	6	+4



## **Strengthening Management Base**

## **Strengthening Management Base through Corporate Department Enhancements**

		FY21	FY24	Increase/Decrease
Maximizing Human	Percentage of Women in Management Positions	5.0%	8.8%	+2.8%
Capital	Organizational Diagnosis Score*	4.35 <b>4.42</b>		+0.07
	Core Values Assessment*	4.48	4.53	+0.05
Strengthening Risk Management		Group-wide risk v	isualization and risk mar	agement regulations
Strengthening IT & DX Strategy	Order backlog processed per person (vs. pre-project)	3.6× increase (at peak capacity)		
	RPA-driven workload reduction (vs. pre-project)	14,200 hou		
		FY21	FY24	Increase/Decrease
Strengthening Financial Strategy	Operating cash flow (3-year cumulative)	68.3 bil yen	102.9 bil yen	+34.6 bil yen
Strategy	Working capital turnover	3.2	3.4	+0.2
		FY21	FY24	
Strengthening IR Strategy	Number of Investor Meetings (Held within the fiscal year)	100	333	
	Integrated Report	_	Limitless2024	(Issued since 2023)



<sup>\*</sup> The Organizational and Core Value Diagnostics reflect the scores from the annual Building a Strong Company Questionnaire survey, conducted since 2013 to enhance organizational management capabilities, covering all employees.

## **Strengthening Management Base**

## **Strengthening Management Base: Initiatives and Outcomes (FY2022-FY2024)**









IR/SR

### **Human Capital**

#### **Environment & Human Rights**

IT/DX

#### Others

- Integrated report
- Renewal of IR website
- Strengthening dialogue
- JPX Prime 150 Index
- JPX-Nikkei Index 400
- Nikkei 500 Stock Average
- TOPIX 500
- FTSE All-World Index

- New HR System
- DEI Statement
- Declaration of Health and Productivity Management
- Career Ownership Management Award 2024 - Grand Prize (Large Corporation, Management Transformation Category)
- Certified Health & **Productivity Management** Organization 2024

- Environmental Vision, **Environmental Policy**
- Macnica Group Human Rights Policy
- Launch of EcoVadis (Human Rights Risk Monitoring)
- Establishment of internal reporting system
- · CDP Rating: B
- SBT Certified

- Process Mining
- Hyperautomation
- Low-code/No-code **Development Systems**
- Generative AI Utilization Platform
- DX Projects
- Promotion of SCM/CRM Utilization
- DX Stock 2024
- 2024 CRM Best Practice Award

- MSCI ESG Rating: BBB
- Multi-stakeholder Policy
- Declaration on Building Partnership
- Group-wide Risk Visualization
- Risk Management Regulations
- Strengthening Global Cash Flow Management



## 03. Mid-Term Management Plan (FY2025-2027)

Long-Term Management Concept



## **Long-Term Management Concept: Overview**

Corporate Philosophy		Sowing seeds continuously under our feet								
	Purpose	Leading in an ever-changing world, we seek technology and intelligence beyond the cutting-edge, while envisioning the future and creating the "Now".								
Management Philosophy	Vision	Services & Solutions	s Company, creating nev	w value by connectin	g Technology an	nd Intelligence from aroun	d the world, towards a	prosperous futu	ire society	
· ·····osop···y	Value		Т	T.E.A.M.S. (Trust	Excitement Ag	gressiveness Move Str	etch )	etch )		
Policy on		consider addressing global environmental and social issues to be one of the most important matters in our management policy and are committed to achieving our purpose Leading in an ever-changing world, we seek technology and intelligence beyond the cutting-edge, while envisioning the future and creating the "Now".							ır purpose:	
Sustainability					Rusinoss Investment development with consideration for Strongthoning governance and risk management		gement Employee	education and a	awareness	
		Three Mid-Term Management Plans				Long-Term Management Targets				
Materiality	Materiality FY2022-24 FY2		FY2025-	Management Decourse Integration			Driving the development of future society			
	Management Reso	urce Fusion Phase	Specialization Enhan	ncement Phase	_	Phase	Creating a sustainable global environment			
Creating a sustainable global environment	• Grov	Company-wide Strat		Strengthening Management Base		rm Management Targets	Creating safe, se li	ecure, and con festyles	nfortable	
Contributing to economic	•	Business Model Transforms	ormation	Strengthening     Financial     Strategy	Net Sales	1.4 tri yen	Contributing to e through solvi	economic deve ng customer is		
development through solving customer issues	Semiconductor Business	Cybersecurity Business	CPS Solutions Business	<ul> <li>Strengthening         Human Capital         strategy     </li> </ul>	Operating Income	80 bil yen	Sustainable	Business Grov	wth	
Creating safe, secure, and comfortable lifestyles	• Focused Investment in Growth Countries • Continued	Expanding Value added     Distribution Mode     Enhancing Value	City & Mobility and Smart Manufacturing	<ul><li>Strengthening IR Strategy</li><li>Strengthening Branding</li></ul>	Operating Income	Over 5.7 %	Net Sales Operating Income	2.0 150	tri yen bil yen	
Strengthening resilience of	Strengthening in Growth Markets • Enhancing AI- related	added Services • Expanding Services & Solutions	Businesses Targeted Enhancement in Circular Economy,	<ul><li>Strengthening IT/DX Strategy</li><li>Strengthening</li></ul>	Margin	0 15 0 0/	Operating Income Margin	Over 7.5	%	
management and business	Businesses	Joiddolla	Healthcare, and Food & Agritech	Corporate Governance	ROE	Over 15.0 %	ROE	Over 15.0	%	



## 03. Mid-Term Management Plan (FY2025-2027)

Mid-Term Management Plan



## **Mid-Term Management Targets**

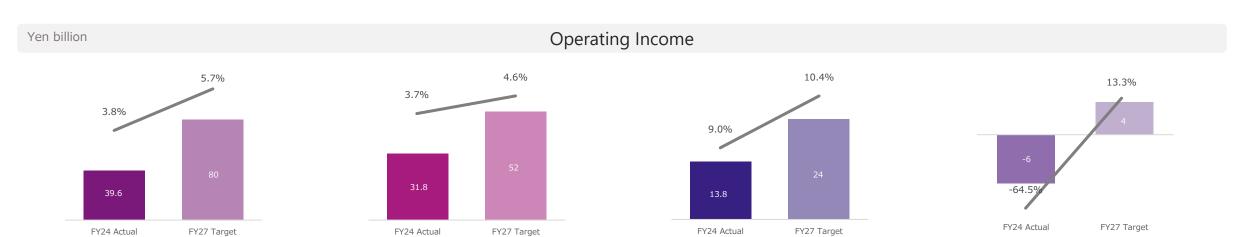
	FY2024 (Actual)	FY2027 (Mid-term)	FY2030 (Long-term)
Consolidated net sales	1.0342 tri yen	1.4 tri yen	2.0 tri yen
Consolidated operating income	39.6 bil yen	80 bil yen	150 bil yen
Consolidated operating income margin	3.8 %	5.7 %	7.5 %
Consolidated ROE*1	10.0 %	15.0 %	15.0 %

<sup>\*1</sup> Consolidate ROE = Net Income attributable to Owners of Parent / Shareholders' Equity (Net Assets less Non-Controlling Interests, at end of the period)



### **Mid-Term Management Targets (by Segment)**





In this slide, figures for Semiconductor and Cybersecurity businesses exclude any duplication of CPS Solutions Business figures. As a result, FY2024 actuals for the Semiconductor and Network businesses shown here differ from those on page 12.



## **Mid-Term Management Strategy**

## **Company-wide Strategy**

- Growth Investment Toward Vision 2030
- **Business Model Transformation**
- Strengthening AI-Related Businesses

### **Semiconductor Business**

- Focused Investment in **Growth Countries**
- Continued Strengthening in **Growth Markets**
- Enhancing AI-related Businesses

### **Cybersecurity Business**

- Expanding Value-added Distribution Model
- Enhancing Value-added Services
- **Expanding Services &** Solutions

### **CPS Solutions Business**

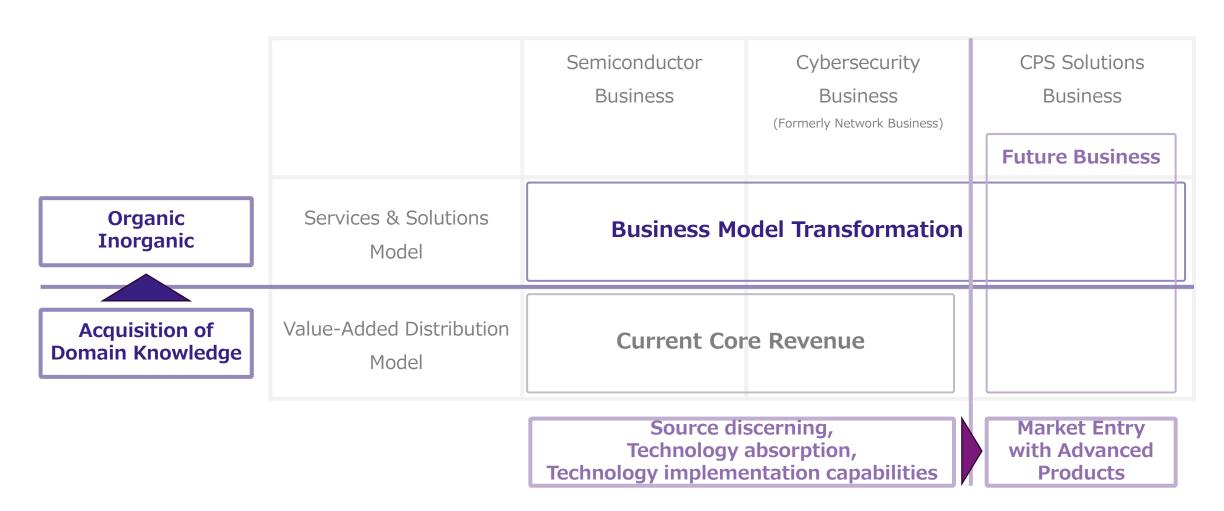
- Expansion in Smart City & Mobility and Smart Manufacturing Businesses
- Targeted Enhancement in Circular Economy, Healthcare, and Food & Agritech

## Strengthening Management Base

- Strengthening Financial Strategy
- Strengthening Human Capital strategy
- Strengthening IR Strategy
- Strengthening Branding
- Strengthening IT/DX Strategy
- Strengthening Corporate Governance



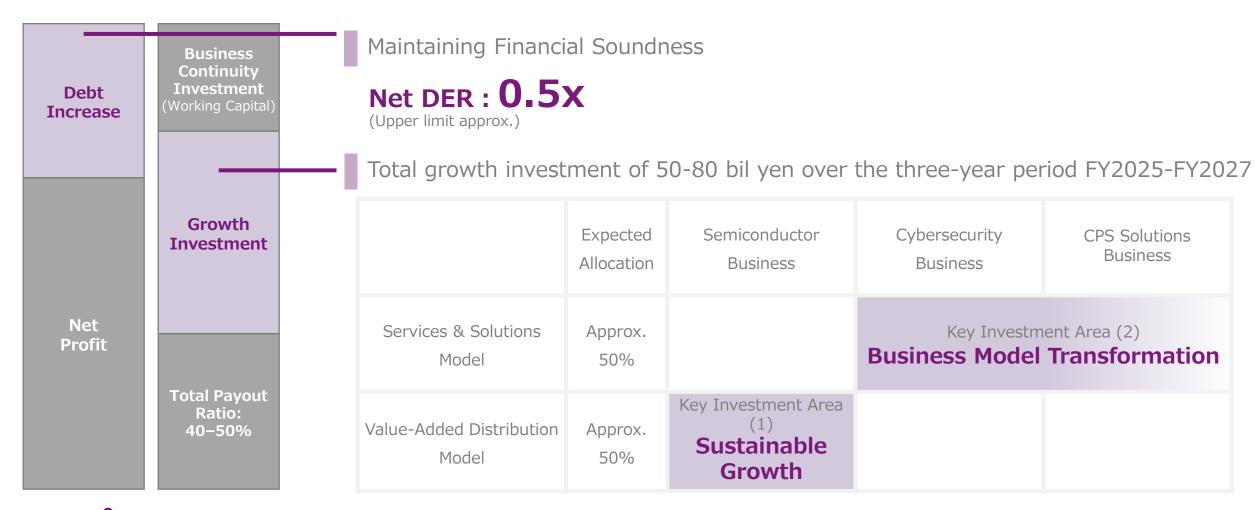
#### **Services & Solutions Model**





## **Company-wide Strategy: Growth Investment Toward Vision 2030**

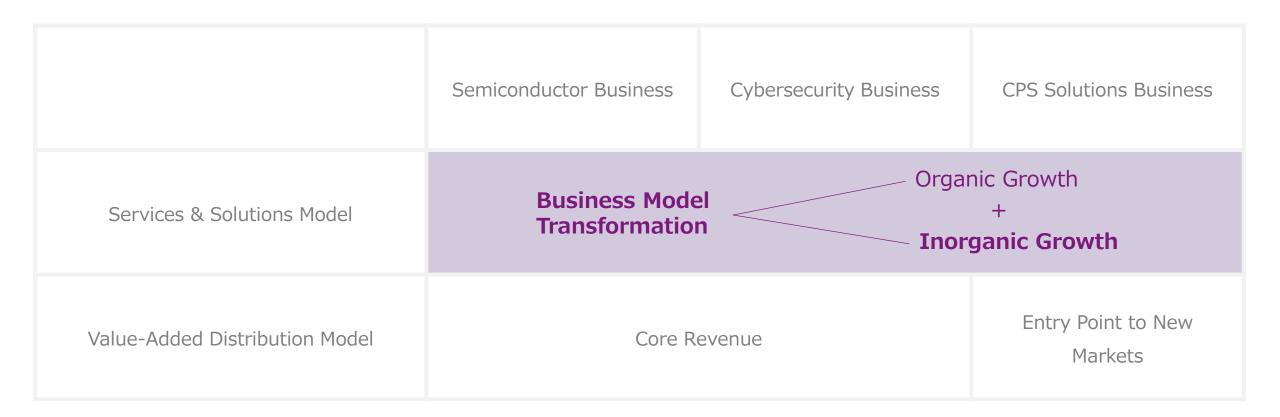
## **Capital Policy**





## **Company-wide Strategy: Business Model Transformation**

## **Strengthening Services & Solutions Model through Inorganic Growth**





## **Company-wide Strategy: Strengthening AI-Related Businesses**

## **Strengthening Three Distribution Models and Two Services & Solutions Models**

Semiconductor Business **CPS Solutions Business** Cybersecurity Business **Industry- and Operation-Specific General Services /** Services & Solutions Model **Customized Solutions for Individual Clients** Infrastructure-**Oriented AI Solutions System-Oriented AI** Value-Added Distribution Model Specialized **Solutions Edge-Oriented AI Solutions** 



#### **Semiconductor Business**

### **Sustainable Growth as Core Revenue Base**

**Focused Investment in Growth** 

**Countries** 

Focused Investment in Growth Countries

Specialized Strategy for the Chinese Market

**Continued Strengthening in Growth** 

**Markets** 

Continued Strengthening of Industrial Equipment

**Enhancing Software Solutions** 

**Enhancing AI-related Businesses** 

Company-wide AI Strategy

Infrastructure-Oriented and Edge-Oriented AI Solutions



## **Cybersecurity Business**

## **Strengthening Growth Investments to Drive Focused Growth**

Business Domains (Categories)

Security, Data/AI, Applications, and Overseas

**Expanding Value-added Distribution** 

Model

Growth Strategy for Existing Products

Growth Strategy for New Products and New Subcategories

**Enhancing Value-Added Operational** 

**Support Services** 

Associated with Distribution

**Enhancing Managed Services** 

Global Expansion of Managed Services

**Expanding Services & Solutions** 

Strengthening Proprietary Services & Solutions

Inorganic Growth Strategy



## Continued development and expansion as future core businesses

Smart City & Mobility	Expansion Phase	Expansion of Autonomous EV Bus and Operation  Management Systems
Smart Manufacturing	Expansion Phase	Expansion of Integration for the Manufacturing Sector
Circular Economy	Growth Phase	Expansion of Potential Businesses
Healthcare	Evidence Development Phase	Medical Device Sales and Evidence Development in the Cardiovascular Field
Food & Agritech	Commercialization Phase	Development of Data Business in Controlled Environment Agriculture



## **Global Management Base Supporting Sustainable Growth**

Strengthening Financial Strategy	Strengthening Capital Policy
Strengthening Human Capital Strategy	Maximizing Human Capital and Enhancing Well-being
Strengthening IR Strategy	Continued Strengthening in IR/SR Activities
Strengthening Branding	Enhancing Brand Equity
Strengthening IT/DX Strategy	Continued Strengthening of Global Common Platforms and DX
Strengthening Corporate Governance	Continued Enhancement of Global Governance



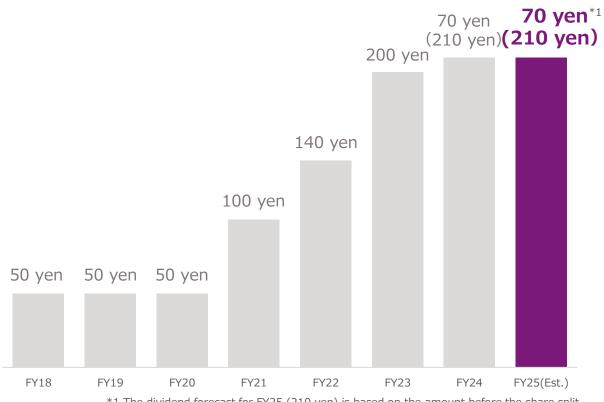
#### **Shareholder Return**

Shareholder Return Policy

Total Payout 40-50% Ratio

> 5% DOE

## Annual Dividend per Share



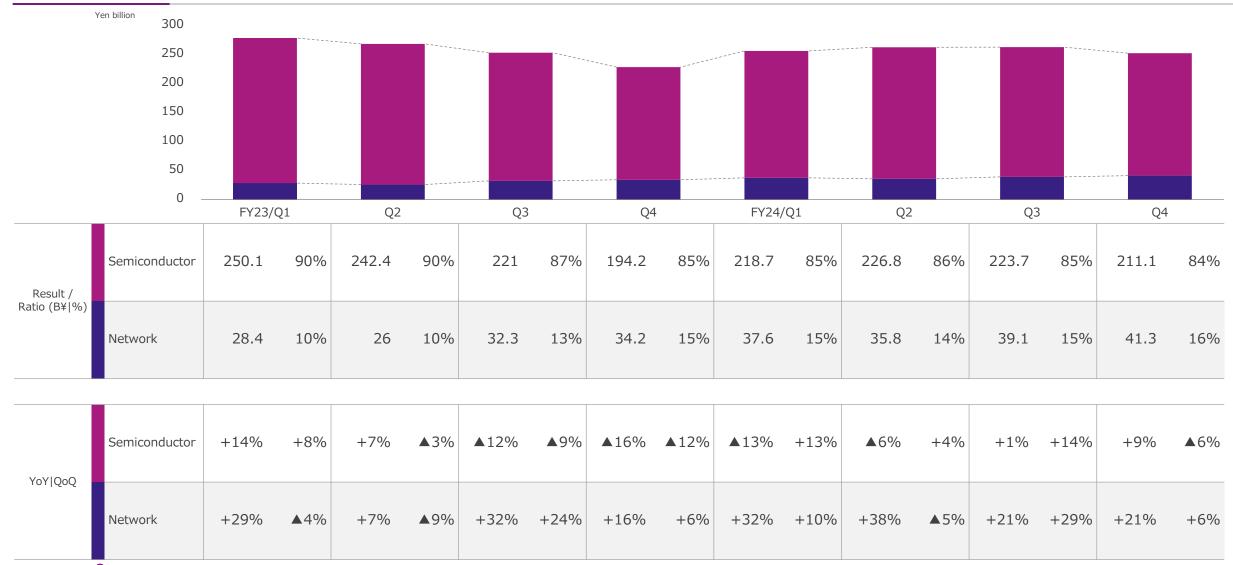
\*1 The dividend forecast for FY25 (210 yen) is based on the amount before the share split.



• Quarterly Results

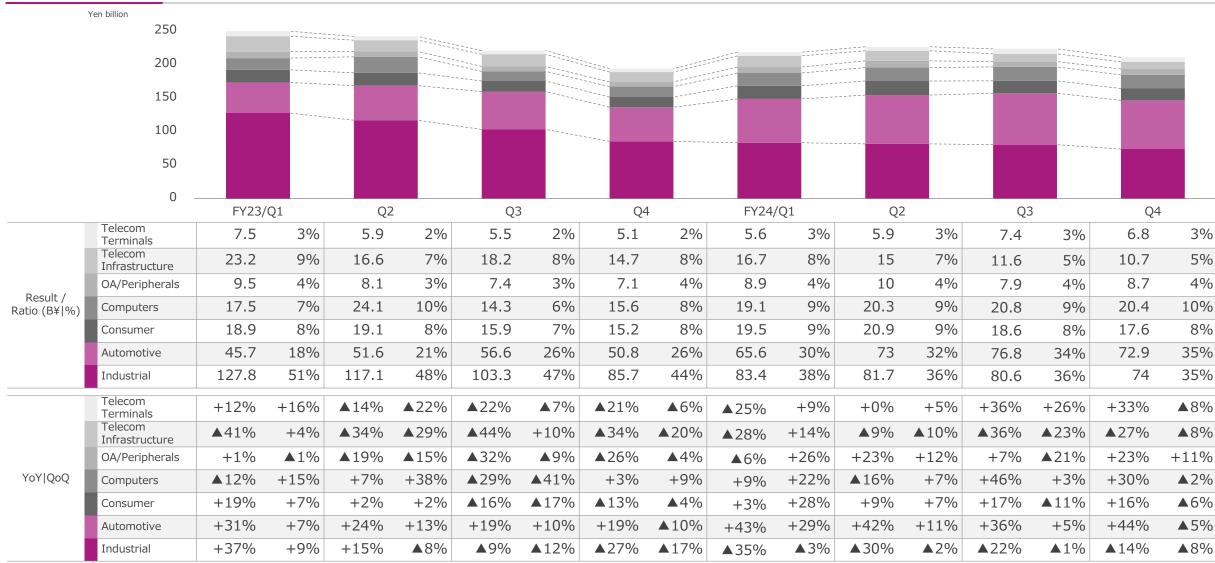


## **Quarterly Net Sales by Segment**



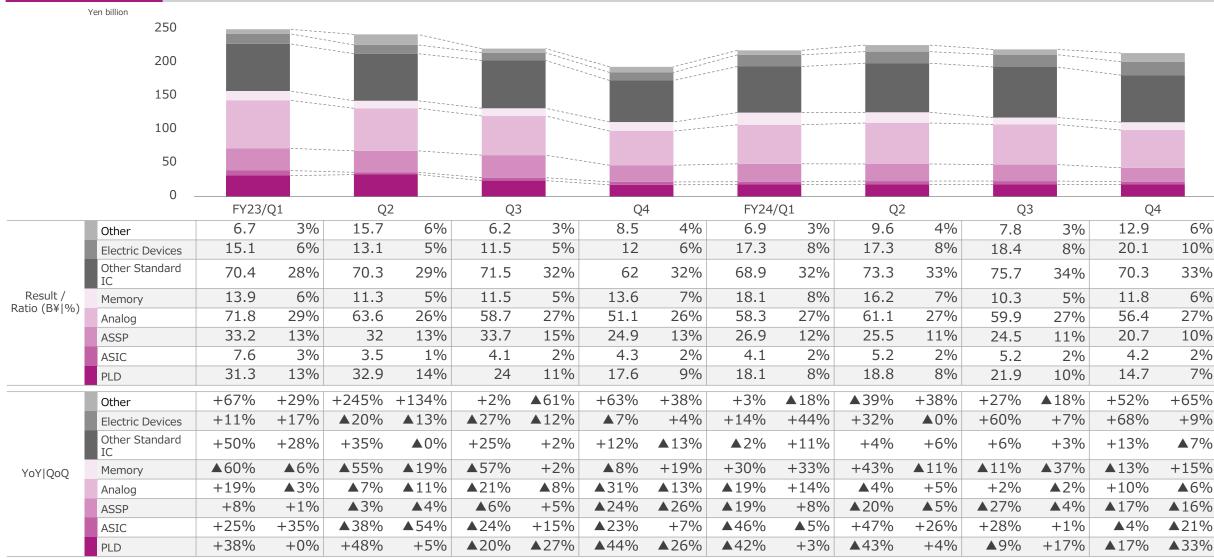


## **Quarterly Semiconductor Business by Application: Net Sales**



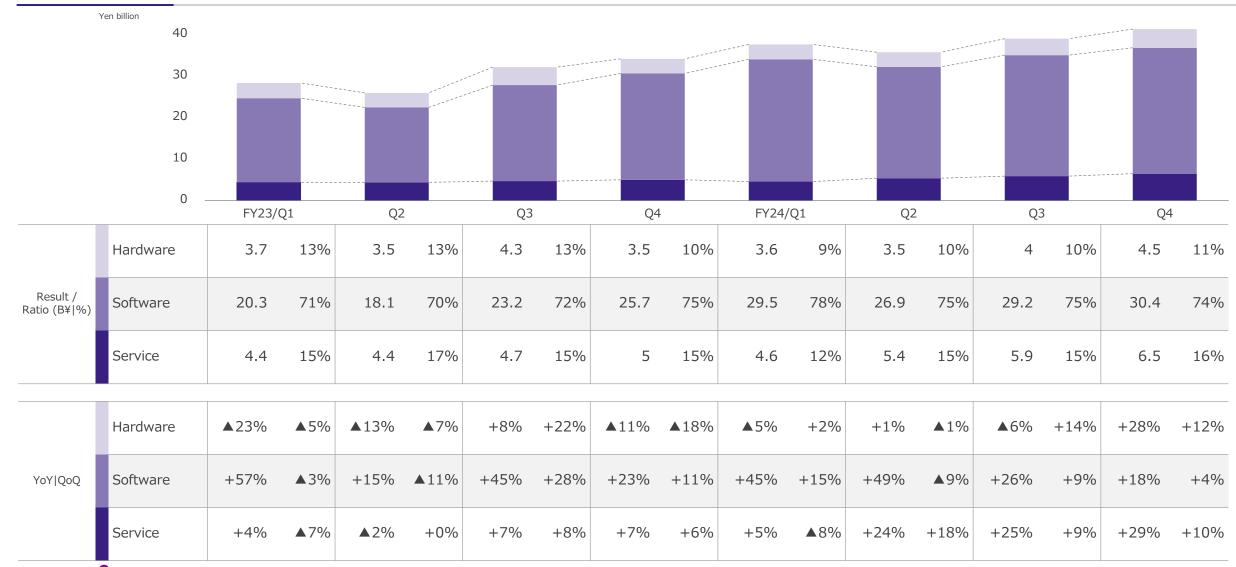


### **Quarterly Semiconductor Business by Product: Net Sales**



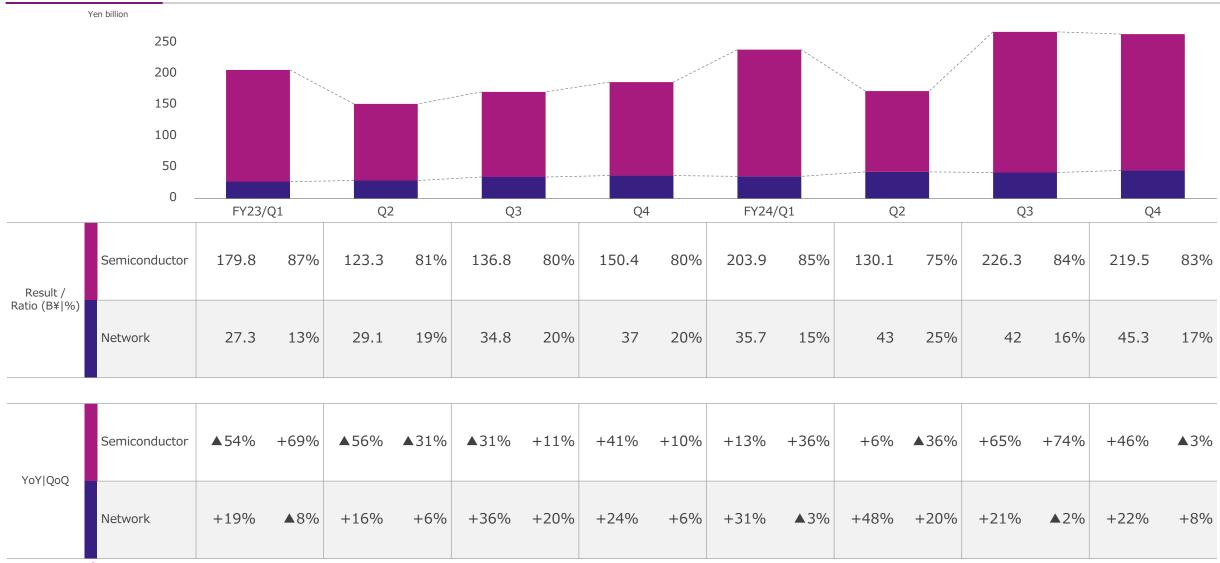


## **Quarterly Network Business by Product: Net Sales**





## **Quarterly Orders Received by Segment**





## **Quarterly Order Backlog by Segment**





# **MACNICA**

