



# Macnica Holdings



(TSE Code: 3132 / Sector: Semiconductor Trading Company)

## FY03/2024 First Quarter Results

### GIR View

#### ■ Summary of Financial Results for the 1Q for the year Ending March 31, 2024

The company announced 1Q FY03/2024 results after the market close on July 31, 2023. At the same time, the company upwardly revised its 1H and full-year forecasts.

##### 1Q Results:

- ◆ Sales 278.562 billion yen (+15.4% YoY), operating profit 20.653 billion yen (+68.4% YoY), recurring profit 19.611 billion yen (+73.9% YoY), net profit 13.580 billion yen (+72.8% YoY).
- ◆ Actual exchange rate performance averaged about ¥135/US dollar (¥126.5/US dollar in the same period of the previous year).

##### Progress rate:

- ◆ vs. new 1H forecast: 50.8% of sales, 57.4% for operating profit, 57.5% for recurring profit, and 72.2% for net profit.
- ◆ vs. new full-year forecasts: 25.3%, 31.3%, 31.2%, and 32.2%, respectively.

#### ■ Key Points of Financial Results for the 1Q FY03/2024

Both sales and profit increased in the semiconductor and network businesses.

##### Semiconductor Business:

(Sales: +14.1% YoY; Operating profit: +70.1% YoY)

- ◆ Industrial equipment (+37.0%) and automotive (+30.5%), which accounted for 62.3% of the company's sales, led the way.
- ◆ PLD (+37.7%), ASIC (+24.8%), ASSP (+8.2%), analog (+19.1%), and other standard ICs (+50.2%)

increased sales. Memory (-60.2%) was sluggish for telecommunication infrastructure and computers.

- ◆ Market share continues to increase due to expansion of customers for specific suppliers (e.g., Renesas Electronics).
- ◆ Orders received declined 53.9%, while backlog decreased 20.0%. Semiconductor supply shortages improved, and inventories and lead times normalized.

##### Network Business:

(Sales: +29.1% YoY; Operating profit: +55.9% YoY)

- ◆ Software sales increased 56.9% YoY. Significant growth in endpoint security and global business.
- ◆ Security: +8%, Big Data: +137%, Applications: +37%, Overseas: +41%. Big Data sales rose sharply due to a large project. Security saw a single-digit growth rate due to the previous year's large projects.
- ◆ In the domestic U.S. dollar-denominated purchase and yen sales business, price pass-through progressed, absorbing the impact of the yen's depreciation.

#### ■ Forecast for the year ending March 31, 2024

##### 1H company forecast:

**Note) Previous forecast -> New forecast**

- ◆ Sales 528,000 -> 548,000 million yen (+11.3% YoY), operating profit 30,400 -> 36,000 million yen (+34.3% YoY), recurring profit 29,200 -> 34,100 million yen (+43.8% YoY), net profit 20,400 -> 23,300 million yen (+38.5% YoY).
- ◆ Exchange rate assumption of 130 yen/USD.

**Full-year forecasts:****Note) Previous forecasts -> New forecasts**

- ◆ Sales 1,100,000 -> 1,100,000 million yen (+6.9% YoY), operating profit 62,000 -> 66,000 million yen (+7.1% YoY), recurring profit 59,500 -> 62,800 million yen (+10.5% YoY), net profit 41,200 -> 42,200 million yen (+2.9% YoY).
- ◆ Exchange rate assumption of 130 yen/USD.

**Semiconductor business (Sales: 6.0% YoY, Operating profit: 0.3% YoY)**

- ◆ Industrial equipment and automotive markets: Driven by manufacturing DX, semiconductor capex, EVs, etc.
- ◆ China: Demand for memory, mainly for data centers, is expected to decline.

**Network Business****(Sales: 14.9% YoY, Operating Profit: 66.2% YoY)**

- ◆ Endpoint security is driving growth area. Cloud service related applications and Big Data for data analysis are also expected to grow further.

**■ Medium-Term Management Plan Outlook**

- ◆ Medium-term targets for the fiscal year ending March 31, 2025 (sales of 1.2 trillion yen, operating profit of 67 billion yen, and net profit of 50 billion yen). Target to return the Services and Solutions business to profitability.

- ◆ Semiconductor Business: Sustained performance expansion by focusing on industrial equipment and automotive markets.
- ◆ Security business: growth in existing markets and steady seeding of new markets.
- ◆ Evolution of the service and solution model: Expansion of suppliers and partners.
- ◆ Started working on generative AI, DX of internal operations, and planning and conception of services for customers.

**■ Shareholders' return policy and Others****Medium-Term Management Plan Shareholder Return Policy:**

ROE of 15% or more, consolidated dividend on equity ratio (DOE) of 4% or more. Stable and continuous dividend payment, total return ratio of 30-50%.

**Dividend increase forecast for FY03/2024:**

Interim dividend of 75 yen, year-end dividend of 75 yen to be paid, total of 150 yen (10 yen increase from the previous year), payout ratio of 22.0 %.

**Figure 1 Consolidated Results****Share Price ¥6,360 (Aug 16, 2023)**

Fiscal Year	Sales (mn)	YoY (%)	Operating profit (mn)	YoY (%)	Recurring profit (mn)	YoY (%)	Net Profit (mn)	YoY (%)	EPS (Yen)	PER (X)
03/2019	524,235	4.0%	15,324	1.1%	13,101	-12.3%	8,883	-22.2%	142.0	44.8
03/2020	521,193	-0.6%	14,447	-5.7%	11,072	-15.5%	5,633	-36.6%	90.1	70.6
03/2021	553,962	6.3%	18,769	29.9%	16,399	48.1%	10,875	93.1%	175.4	36.3
03/2022	761,823	37.5%	36,707	95.6%	35,487	116.4%	25,798	137.2%	414.9	15.3
03/2023	1,029,263	35.1%	61,646	67.9%	56,832	60.1%	41,030	59.0%	664.9	9.6
1Q of 03/2024	278,562	15.4%	20,653	68.4%	19,611	73.9%	13,580	72.8%	224.3	-
2Q of 03/2024 CE	269,438	7.2%	15,347	5.6%	14,489	16.6%	9,720	8.4%	160.5	-
1H of 03/2024 Previous CE	528,000	7.2%	30,400	13.4%	29,200	23.2%	20,400	21.3%	336.9	-
1H of 03/2024 CE	548,000	11.3%	36,000	34.3%	34,100	43.8%	23,300	38.5%	384.8	-
03/2024 Previous CE	1,100,000	6.9%	62,000	0.6%	59,500	4.7%	41,200	0.4%	680.4	9.3
03/2024 CE	1,100,000	6.9%	66,000	7.1%	62,800	10.5%	42,200	2.9%	696.9	9.1

Source: Prepared by Global IR, Inc. based on company data

Note: CE=Company Estimate. Rounded under JPY mn. Rounded to one decimal place. Calculated by Global IR, Inc.



## Main Q&A in Company Interviews

### Regarding business performance

#### Q1: Exchange rate assumptions

1Q results averaged about 135 yen/USD, 5 yen weaker than the initial assumption of 130 yen/USD. The initial assumption of 130 yen/USD was maintained for both 1H and full year. The rapid depreciation of the yen has a positive impact on the semiconductor business and a negative impact on the network business.

#### Q2: Semiconductor Business Outlook

The company lowered its full-year forecast for semiconductor business sales (initial forecast: 987.2 billion yen -> new forecast: 984.815 billion yen) because it expects the recovery of memory sales, mainly in the Chinese market, to be longer (next fiscal year) than expected (the second half of this fiscal year). On the other hand, the company raised its full-year operating profit forecast (initial forecast: 51.5 billion yen -> new forecast: 55.5 billion yen) because the percentage of memory sales with low gross profit margin will be lower than expected. If the yen depreciates more sharply than expected (¥130/USD), this will be a positive factor for earnings, leaving room to add to the full-year forecast.

#### Q3: Network Business Outlook

As the international situation becomes unstable, cyber attacks tend to increase, and security investments are expanding not only to major companies but also to the entire supply chain. 1Q big data projects were also security-related projects to analyze data on cyber attack detection information.

#### Q4: Will the semiconductor business continue to expand its trade area

The company believes there is room for expansion in the near term. 1Q saw the addition of customers for suppliers such as Renesas Electronics, mainly for industrial equipment. Texas Instruments' switch to direct sales will have an impact, but the impact on the company will be minor.

### Market and Trends

#### Q5: Impact of AI

The company is using AI internally to improve operational efficiency in demand forecasting and other areas. The company's AI business, CrowdAnalytix, provides AI services to customers. NVIDIA's GPUs (including AI chips) are high-priced products because they are provided on servers, and its customer base is mainly large companies.

#### Q6: Progress of the Medium-Term Management Plan

The current medium-term management plan, which ends in FY03/2025, will need to be revised depending on how well the company performs in FY03/2024. The company's operating profit forecast for FY03/2024 is already 66 billion yen and is approaching the target of 67 billion yen for FY03/2025. The next medium-term management plan (FY03/2026-FY03/2028) will be formulated in the following fiscal year, and the long-term goal for FY03/2031 is to improve profitability through the services and solutions model as the third business pillar, with the semiconductor and network businesses as the core.



Figure 2 1H & Full year results and forecasts

Unit: JPY mn, %

1H & Full Year CE	FY03/2023			FY03/2024			YoY		
	1H	2H	Full year	1H CE	2H CE	Full year CE	1H CE	2H CE	Full year CE
<b>Sales</b>	<b>492,562</b>	<b>536,701</b>	<b>1,029,263</b>	<b>548,000</b>	<b>552,000</b>	<b>1,100,000</b>	11.3%	2.9%	6.9%
Cost of sales	435,006	468,353	903,359	479,040	486,960	966,000	10.1%	4.0%	6.9%
<b>Gross profit</b>	<b>57,556</b>	<b>68,347</b>	<b>125,903</b>	<b>68,960</b>	<b>65,040</b>	<b>134,000</b>	19.8%	-4.8%	6.4%
Gross profit margin	11.7%	12.7%	12.2%	12.6%	11.8%	12.2%			
SG&A	30,754	33,502	64,256	32,960	35,040	68,000	7.2%	4.6%	5.8%
SG&A ratio to sales	6.2%	6.2%	6.2%	6.0%	6.3%	6.2%			
<b>Operating profit</b>	<b>26,801</b>	<b>34,845</b>	<b>61,646</b>	<b>36,000</b>	<b>30,000</b>	<b>66,000</b>	34.3%	-13.9%	7.1%
OP margin	5.4%	6.5%	6.0%	6.6%	5.4%	6.0%			
<b>Recurring profit</b>	<b>23,707</b>	<b>33,125</b>	<b>56,832</b>	<b>34,100</b>	<b>28,700</b>	<b>62,800</b>	43.8%	-13.4%	10.5%
RP margin	4.8%	6.2%	5.5%	6.2%	5.2%	5.7%			
<b>Net profit</b>	<b>16,821</b>	<b>24,209</b>	<b>41,030</b>	<b>23,300</b>	<b>18,900</b>	<b>42,200</b>	38.5%	-21.9%	2.9%
NP margin	3.4%	4.5%	4.0%	4.3%	3.4%	3.8%			

Source: Prepared by Global IR, Inc. based on company data

Note: CE=Company Estimate. Rounded under JPY mn. Rounded to one decimal place. Calculated by Global IR, Inc.

Figure 3 Quarterly Results

Unit: JPY mn, %

Quarterly Financial Results (Cumulative)	FY03/2022				FY03/2023				FY03/2024
	1Q	1-2Q	1-3Q	1-4Q	1Q	1-2Q	1-3Q	1-4Q	1Q
<b>Sales</b>	178,064	362,343	557,145	761,823	241,320	492,562	768,004	1,029,263	278,562
YoY	42.3%	40.9%	40.4%	37.5%	35.5%	35.9%	37.8%	35.1%	15.4%
<b>Gross profit</b>	20,258	41,274	65,095	90,718	27,359	57,556	92,018	125,903	36,602
YoY	38.0%	40.0%	41.5%	39.9%	35.1%	39.4%	41.4%	38.8%	33.8%
Gross profit margin	11.4%	11.4%	11.7%	11.9%	11.3%	11.7%	12.0%	12.2%	13.1%
SG&A	12,951	25,837	39,719	54,010	15,093	30,754	46,723	64,256	15,949
YoY	19.6%	18.1%	17.2%	17.2%	16.5%	19.0%	17.6%	19.0%	5.7%
SG&A ratio to sales	7.3%	7.1%	7.1%	7.1%	6.3%	6.2%	6.1%	6.2%	5.7%
<b>Operating profit</b>	7,306	15,437	25,375	36,707	12,265	26,801	45,295	61,646	20,653
YoY	89.9%	103.2%	109.2%	95.6%	67.9%	73.6%	78.5%	67.9%	68.4%
Operating profit margin	4.1%	4.3%	4.6%	4.8%	5.1%	5.4%	5.9%	6.0%	7.4%
<b>Recurring profit</b>	7,514	15,343	24,561	35,487	11,280	23,707	40,829	56,832	19,611
YoY	105.0%	104.1%	107.0%	116.4%	50.1%	54.5%	66.2%	60.1%	73.9%
Recurring profit margin	4.2%	4.2%	4.4%	4.7%	4.7%	4.8%	5.3%	5.5%	7.0%
<b>Net profit</b>	6,255	11,988	17,822	25,798	7,857	16,821	29,289	41,030	13,580
YoY	151.0%	133.4%	119.0%	137.2%	25.6%	40.3%	64.3%	59.0%	72.8%
Net profit margin	3.5%	3.3%	3.2%	3.4%	3.3%	3.4%	3.8%	4.0%	4.9%

  

Quarterly Financial Results	FY03/2022				FY03/2023				FY03/2024
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
<b>Sales</b>	178,064	184,279	194,802	204,678	241,320	251,242	275,442	261,259	278,562
YoY	42.3%	39.6%	39.6%	30.2%	35.5%	36.3%	41.4%	27.6%	15.4%
<b>Gross profit</b>	20,258	21,016	23,821	25,623	27,359	30,197	34,462	33,885	36,602
YoY	38.0%	42.1%	44.0%	36.1%	35.1%	43.7%	44.7%	32.2%	33.8%
Gross profit margin	11.4%	11.4%	12.2%	12.5%	11.3%	12.0%	12.5%	13.0%	13.1%
SG&A	12,951	12,886	13,882	14,291	15,093	15,661	15,969	17,533	15,949
YoY	19.6%	16.7%	15.6%	17.3%	16.5%	21.5%	15.0%	22.7%	5.7%
SG&A ratio to sales	7.3%	7.0%	7.1%	7.0%	6.3%	6.2%	5.8%	6.7%	5.7%
<b>Operating profit</b>	7,306	8,131	9,938	11,332	12,265	14,536	18,494	16,351	20,653
YoY	89.9%	116.8%	119.3%	70.7%	67.9%	78.8%	86.1%	44.3%	68.4%
Operating profit margin	4.1%	4.4%	5.1%	5.5%	5.1%	5.8%	6.7%	6.3%	7.4%
<b>Recurring profit</b>	7,514	7,829	9,218	10,926	11,280	12,427	17,122	16,003	19,611
YoY	105.0%	103.2%	111.9%	141.1%	50.1%	58.7%	85.7%	46.5%	73.9% <sup>1</sup>
Recurring profit margin	4.2%	4.2%	4.7%	5.3%	4.7%	4.9%	6.2%	6.1%	7.0%
<b>Net profit</b>	6,255	5,733	5,834	7,976	7,857	8,964	12,468	11,741	13,580
YoY	151.0%	116.7%	94.4%	191.4%	25.6%	56.4%	113.7%	47.2%	72.8% <sup>1</sup>
Net profit margin	3.5%	3.1%	3.0%	3.9%	3.3%	3.6%	4.5%	4.5%	4.9%

Source: Prepared by Global IR, Inc. based on company data

Note: Rounded under JPY mn. Rounded to one decimal place. Calculated by Global IR, Inc.



Figure 4 Quarterly Business Segment Trends

Unit: JPY mn, %

Business Segments (Cumulative quarterly period)	FY03/2022				FY03/2023				FY03/2024
	1Q	1-2Q	1-3Q	1-4Q	1Q	1-2Q	1-3Q	1-4Q	1Q
Sales	178,064	362,343	557,145	761,823	241,320	492,562	768,004	1,029,263	278,562
YoY	42.3%	40.9%	40.4%	37.5%	35.5%	35.9%	37.8%	35.1%	15.4%
ICs, electronic devices and others	159,465	324,768	498,120	678,602	219,303	446,305	697,323	929,020	250,127
YoY	46.9%	45.4%	44.1%	41.0%	37.5%	37.4%	40.0%	36.9%	14.1%
Network Business	18,599	37,575	59,025	83,220	22,017	46,256	70,681	100,242	28,434
YoY	12.0%	10.9%	15.4%	14.3%	18.4%	23.1%	19.7%	20.5%	29.1%
Operating profit	7,306	15,437	25,375	36,707	12,265	26,801	45,295	61,646	20,653
YoY	89.9%	103.2%	109.2%	95.6%	67.9%	73.6%	78.5%	67.9%	68.4%
ICs, electronic devices and others	5,328	11,381	18,644	27,499	10,766	23,818	40,779	55,329	18,318
YoY	206.6%	258.0%	214.2%	184.7%	102.1%	109.3%	118.7%	101.2%	70.1%
Network Business	1,915	3,930	6,605	9,082	1,498	2,982	4,514	6,316	2,335
YoY	-7.0%	-8.6%	9.7%	2.3%	-21.8%	-24.1%	-31.7%	-30.5%	55.9%
Corporate and elimination	63	126	126	126	1	1	2	1	-

  

Business Segments (Quarterly)	FY03/2022				FY03/2023				FY03/2024
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
Sales	178,064	184,279	194,802	204,678	241,320	251,242	275,442	261,259	278,562
YoY	42.3%	39.6%	39.6%	30.2%	35.5%	36.3%	41.4%	27.6%	15.4%
ICs, electronic devices and others	159,465	165,303	173,352	180,482	219,303	227,002	251,018	231,697	250,127
YoY	46.9%	44.1%	41.7%	33.2%	37.5%	37.3%	44.8%	28.4%	14.1%
Network Business	18,599	18,976	21,450	24,195	22,017	24,239	24,425	29,561	28,434
YoY	12.0%	9.8%	24.3%	11.5%	18.4%	27.7%	13.9%	22.2%	29.1%
Operating profit	7,306	8,131	9,938	11,332	12,265	14,536	18,494	16,351	20,653
YoY	89.9%	116.8%	119.3%	70.7%	67.9%	78.8%	86.1%	44.3%	68.4%
ICs, electronic devices and others	5,328	6,053	7,263	8,855	10,766	13,052	16,961	14,550	18,318
YoY	206.6%	320.1%	163.7%	137.7%	102.1%	115.6%	133.5%	64.3%	70.1%
Network Business	1,915	2,015	2,675	2,477	1,498	1,484	1,532	1,802	2,335
YoY	-7.0%	-10.1%	55.4%	-13.3%	-21.8%	-26.4%	-42.7%	-27.3%	55.9%
Corporate and elimination	63	63	-	-	1	-	1	-1	-

Source: Prepared by Global IR, Inc. based on company data

Note: Rounded under JPY mn. Rounded to one decimal place. Calculated by Global IR, Inc.

Figure 5 Quarterly Trends by Product and Application

Unit: JPY mn, %

By item	FY03/2022				FY03/2023				FY03/2024
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
<b>Sales</b>	<b>178,064</b>	<b>184,279</b>	<b>194,802</b>	<b>204,678</b>	<b>241,320</b>	<b>251,242</b>	<b>275,442</b>	<b>261,258</b>	<b>278,562</b>
ICs	145,693	154,033	160,002	166,394	201,720	206,122	229,230	213,627	228,323
PLD	17,318	17,244	19,280	18,677	22,738	22,264	30,035	31,313	31,310
ASIC	2,808	4,908	4,142	3,755	6,130	5,743	5,361	5,672	7,648
ASSP	22,642	22,605	20,714	23,113	30,703	32,943	35,787	32,768	33,234
Analog	43,710	43,478	46,355	46,896	60,248	68,191	74,152	73,859	71,784
Memory	25,106	30,214	30,323	31,562	35,015	25,000	26,776	14,845	13,923
Other standard IC	34,106	35,584	39,186	42,387	46,883	51,982	57,117	55,167	70,423
Electronic device	10,382	8,414	9,430	10,686	13,559	16,327	15,708	12,870	15,092
Other	3,389	2,857	3,918	3,401	4,023	4,554	6,077	5,199	6,710
Network Related Products	18,598	18,977	21,449	24,195	22,017	24,239	24,424	29,561	28,434
Hardware	4,285	4,438	4,560	4,585	4,847	4,025	3,949	3,940	3,741
Software	8,299	8,944	10,649	13,052	12,955	15,745	16,059	20,944	20,330
Service	6,013	5,595	6,239	6,558	4,214	4,469	4,415	4,676	4,363
<b>Gross profit</b>	<b>20,258</b>	<b>21,016</b>	<b>23,821</b>	<b>25,623</b>	<b>27,359</b>	<b>30,197</b>	<b>34,462</b>	<b>33,884</b>	<b>36,602</b>
ICs	13,676	14,544	16,307	17,861	19,924	22,506	26,226	25,537	27,068
Electronic device	1,417	1,057	1,133	1,222	1,692	1,994	1,863	1,595	2,037
Other	451	493	661	673	695	624	917	1,029	1,305
Network Related Products	4,712	4,922	5,718	5,867	5,046	5,073	5,454	5,723	6,191



Sales by application	FY03/2022				FY03/2023				FY03/2024
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
ICs, electronic devices and others	159,460	165,300	173,360	180,480	219,300	227,000	251,020	231,700	250,130
Communication	28,890	32,950	32,260	31,350	45,770	32,010	39,420	28,940	30,740
Communication terminal	5,240	5,390	6,020	5,240	6,700	6,800	6,980	6,490	7,510
Communication infrastructure	23,650	27,560	26,240	26,110	39,070	25,210	32,440	22,450	23,230
OA and Peripheral Equipment	7,180	7,440	8,090	8,080	9,460	10,000	10,830	9,620	9,520
Computer	18,840	18,090	20,860	22,860	19,860	22,490	20,160	15,160	17,490
Consumer Products	15,060	14,720	13,500	13,320	15,900	18,730	19,030	17,550	18,850
In-vehicle	23,580	23,870	25,280	27,710	35,040	41,680	47,500	42,620	45,720
Industrial Equipment	65,910	68,230	73,370	77,160	93,270	102,090	114,080	117,810	127,810
Network Business	18,600	18,980	21,450	24,190	22,020	24,240	24,420	29,560	28,430
Total amount	178,060	184,280	194,810	204,670	241,320	251,240	275,440	261,260	278,562
Composition by item	FY03/2022				FY03/2023				FY03/2024
Sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
ICs	81.8%	83.6%	82.1%	81.3%	83.6%	82.0%	83.2%	81.8%	82.0%
PLD	9.7%	9.4%	9.9%	9.1%	9.4%	8.9%	10.9%	12.0%	11.2%
ASIC	1.6%	2.7%	2.1%	1.8%	2.5%	2.3%	1.9%	2.2%	2.7%
ASSP	12.7%	12.3%	10.6%	11.3%	12.7%	13.1%	13.0%	12.5%	11.9%
Analog	24.5%	23.6%	23.8%	22.9%	25.0%	27.1%	26.9%	28.3%	25.8%
Memory	14.1%	16.4%	15.6%	15.4%	14.5%	10.0%	9.7%	5.7%	5.0%
Other standard IC	19.2%	19.3%	20.1%	20.7%	19.4%	20.7%	20.7%	21.1%	25.3%
Electronic device	5.8%	4.6%	4.8%	5.2%	5.6%	6.5%	5.7%	4.9%	5.4%
Other	1.9%	1.6%	2.0%	1.7%	1.7%	1.8%	2.2%	2.0%	2.4%
Network Related Products	10.4%	10.3%	11.0%	11.8%	9.1%	9.6%	8.9%	11.3%	10.2%
Hardware	2.4%	2.4%	2.3%	2.2%	2.0%	1.6%	1.4%	1.5%	1.3%
Software	4.7%	4.9%	5.5%	6.4%	5.4%	6.3%	5.8%	8.0%	7.3%
Service	3.4%	3.0%	3.2%	3.2%	1.7%	1.8%	1.6%	1.8%	1.6%
Gross profit	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
ICs	67.5%	69.2%	68.5%	69.7%	72.8%	74.5%	76.1%	75.4%	74.0%
Electronic device	7.0%	5.0%	4.8%	4.8%	6.2%	6.6%	5.4%	4.7%	5.6%
Other	2.2%	2.3%	2.8%	2.6%	2.5%	2.1%	2.7%	3.0%	3.6%
Network Related Products	23.3%	23.4%	24.0%	22.9%	18.4%	16.8%	15.8%	16.9%	16.9%
Sales composition by application	FY03/2022				FY03/2023				FY03/2024
ICs, electronic devices and others	89.6%	89.7%	89.0%	88.2%	90.9%	90.4%	91.1%	88.7%	89.8%
Communication	16.2%	17.9%	16.6%	15.3%	19.0%	12.7%	14.3%	11.1%	11.0%
Communication terminal	2.9%	2.9%	3.1%	2.6%	2.8%	2.7%	2.5%	2.5%	2.7%
Communication infrastructure	13.3%	15.0%	13.5%	12.8%	16.2%	10.0%	11.8%	8.6%	8.3%
OA and Peripheral Equipment	4.0%	4.0%	4.2%	3.9%	3.9%	4.0%	3.9%	3.7%	3.4%
Computer	10.6%	9.8%	10.7%	11.2%	8.2%	9.0%	7.3%	5.8%	6.3%
Consumer Products	8.5%	8.0%	6.9%	6.5%	6.6%	7.5%	6.9%	6.7%	6.8%
In-vehicle	13.2%	13.0%	13.0%	13.5%	14.5%	16.6%	17.2%	16.3%	16.4%
Industrial Equipment	37.0%	37.0%	37.7%	37.7%	38.6%	40.6%	41.4%	45.1%	45.9%
Network Business	10.4%	10.3%	11.0%	11.8%	9.1%	9.6%	8.9%	11.3%	10.2%
Total amount	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: Prepared by Global IR, Inc. based on company data

Note: Rounded under JPY mn. Rounded to one decimal place. Calculated by Global IR, Inc.



## Management Indicators

### PL Statements

(Millions of yen)

Fiscal Year	FY03/2017	FY03/2018	FY03/2019	FY03/2020	FY03/2021	FY03/2022	FY03/2023	FY03/2024 CE
Sales	398,503	504,085	524,235	521,193	553,962	761,823	1,029,263	1,100,000
YoY	-1.7%	26.5%	4.0%	-0.6%	6.3%	37.5%	35.1%	6.9%
Gross profit	46,269	56,094	61,061	59,891	64,835	90,718	125,903	134,000
YoY	4.5%	21.2%	8.9%	-1.9%	8.3%	39.9%	38.8%	6.4%
Gross profit margin	11.6%	11.1%	11.6%	11.5%	11.7%	11.9%	12.2%	12.2%
Operating profit	10,473	15,163	15,324	14,447	18,769	36,707	61,646	66,000
YoY	7.6%	44.8%	1.1%	-5.7%	29.9%	95.6%	67.9%	7.1%
Operating profit margin	2.6%	3.0%	2.9%	2.8%	3.4%	4.8%	6.0%	6.0%
Recurring profit	9,635	14,937	13,101	11,072	16,399	35,487	56,832	62,800
YoY	-5.3%	55.0%	-12.3%	-15.5%	48.1%	116.4%	60.1%	10.5%
Net profit	6,534	11,412	8,883	5,633	10,875	25,798	41,030	42,200
YoY	-10.3%	74.7%	-22.2%	-36.6%	93.1%	137.2%	59.0%	2.9%
Net profit margin	1.6%	2.3%	1.7%	1.1%	2.0%	3.4%	4.0%	3.8%

### Per Share Data

(Yen)

Fiscal Year	FY03/2017	FY03/2018	FY03/2019	FY03/2020	FY03/2021	FY03/2022	FY03/2023	FY03/2024 CE
Total number of shares issued and outstanding (thousand shares)	58,793	62,813	62,813	63,031	63,031	63,031	60,857	-
EPS	114.31	206.08	142.03	90.14	175.39	414.89	664.89	696.87
EPS Adjusted	114.03	-	-	-	-	-	-	-
BPS	1,879	2,010	2,116	2,142	2,290	2,735	3,299	-
DPS	35.0	50.0	50.0	50.0	50.0	100.0	140.0	150.0

### Balance Sheet

(Millions of yen)

Fiscal Year	FY03/2017	FY03/2018	FY03/2019	FY03/2020	FY03/2021	FY03/2022	FY03/2023	FY03/2024 CE
Current assets	200,543	251,399	276,885	236,384	243,400	335,032	491,080	-
Cash, deposits, and investment securities	15,552	28,789	14,217	14,715	25,443	25,174	37,571	-
Tangible fixed assets	6,626	6,807	7,530	7,501	7,449	7,951	8,027	-
Intangible fixed assets	1,448	1,597	2,821	2,515	2,332	3,426	9,145	-
Investments and other assets	6,391	6,113	12,328	17,029	15,314	10,454	10,529	-
Total fixed assets	14,615	15,742	22,374	26,863	26,190	27,551	26,540	-
Total assets	215,158	267,142	299,259	263,247	269,590	362,584	517,620	-
Total current liabilities	99,535	125,197	149,540	116,987	108,351	161,249	298,764	-
Total noncurrent liabilities	10,854	13,731	14,319	10,707	15,229	21,570	11,094	-
Total liabilities	93,551	110,389	138,928	163,860	127,695	123,580	182,819	-
Total net assets	104,769	128,210	135,399	135,551	146,010	179,764	207,762	-
Interest-bearing debt	27,546	58,262	84,685	53,961	32,047	59,158	55,318	-

### Cash flows

(Millions of yen)

Fiscal Year	FY03/2017	FY03/2018	FY03/2019	FY03/2020	FY03/2021	FY03/2022	FY03/2023	FY03/2024 CE
Depreciation and amortization	1,274	1,500	1,660	1,976	1,986	2,804	3,468	-
Cash flows from operating activities	3,169	-28,595	-30,173	45,770	38,076	-15,534	38,896	-
Cash flows from investing activities	-1,083	-1,804	-7,251	-8,919	-2,181	-1,653	-869	-
Cash flows from financing activities	-8,322	43,699	21,916	-35,797	-26,189	14,368	-27,100	-



**Financial Data**

(%)

Fiscal Year	FY03/2017	FY03/2018	FY03/2019	FY03/2020	FY03/2021	FY03/2022	FY03/2023	FY03/2024 CE
Return on Assets (ROA)	4.6%	6.2%	4.6%	3.9%	6.2%	11.2%	12.9%	-
Return on Equity (ROE)	6.3%	10.0%	6.9%	4.3%	7.9%	16.5%	22.2%	-
Equity ratio	47.9%	47.0%	44.2%	50.2%	52.7%	46.9%	38.6%	-

Source: Prepared by Global IR, Inc. based on company securities reports.

Note: CE=Company Estimate. Rounded under JPY mn. Rounded to one decimal place. Calculated by Global IR, Inc.





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