



FY2024 Q4 Earnings

2025. 01. 23 | Investor Relations

Disclaimer

Review of the FY2024 Q4 financial results has not been finalized.
Figures in this earnings release are subject to changes during
the independent auditing process.

All financial information contained in this document is based on consolidated K-IFRS.

This material contains forward-looking statements which can be subject to certain
risks and uncertainties that could cause actual results to differ materially.



Financial Results

FY2024 Q4

We Do Technology
첨단기술의 중심, 더 나은 세상을 만듭니다

Revenue Analysis

DRAM

B/G Mid Single% ↑ QoQ
ASP Approx. 10% ↑ QoQ

FY2024 Q4 Revenue
KRW 19.77T
+12% QoQ / +75% YoY

FY2024 Q3 Revenue
KRW 17.57T

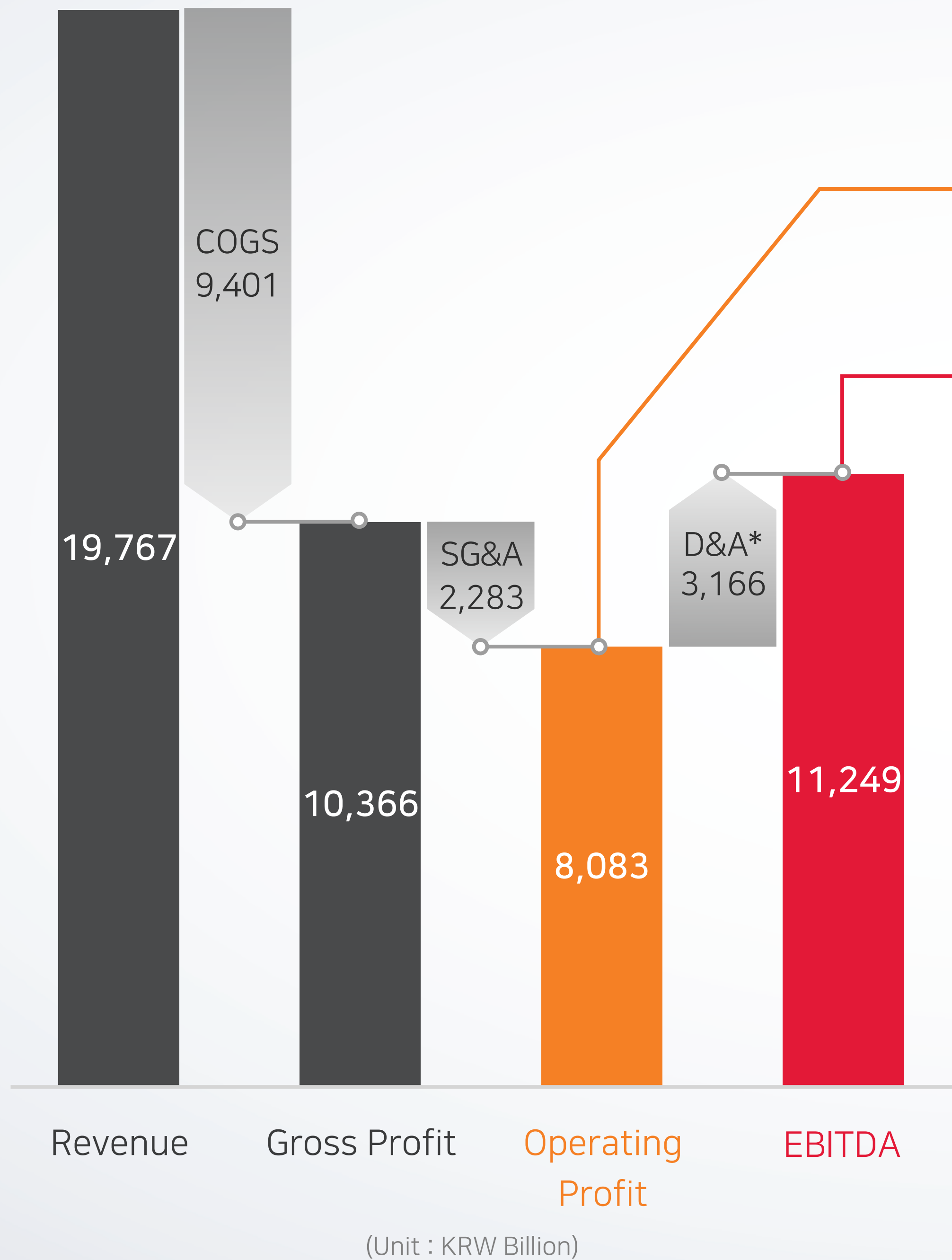
NAND

B/G Mid Single% ↓ QoQ
ASP Mid Single% ↓ QoQ

Achieved record high quarterly revenue

* Solidigm results are consolidated

Profit Analysis – Operating Profit



Another quarter of record-high operating profit

Operating Profit
KRW 8.08T

- Increased mix of high value-added products, such as HBM and eSSD
- Changing biz. structure to ensure stable performance amidst market fluctuations
- OP Margin 41%

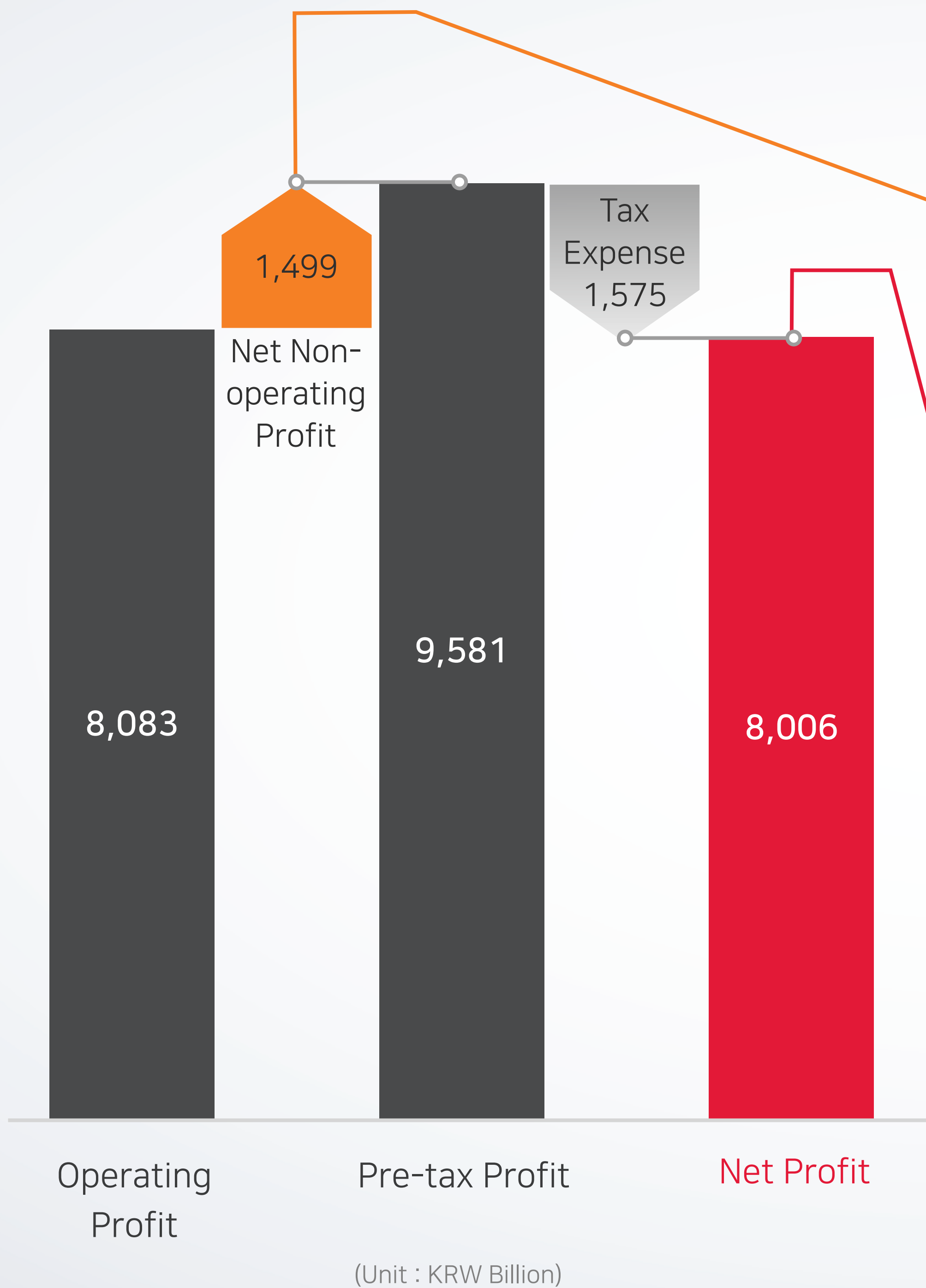
EBITDA KRW 11.25T

(+11% QoQ / +214% YoY)

- EBITDA Margin 57%

* D&A : Depreciation and Amortization Expense

Profit Analysis – Net Profit



Non-operating Profit (Loss)
KRW 1.5T

- Foreigncurrency related net gain KRW 0.62T
- Other non-operating net gain KRW 0.87T, including gain from partial sale of stake in System IC Wuxi

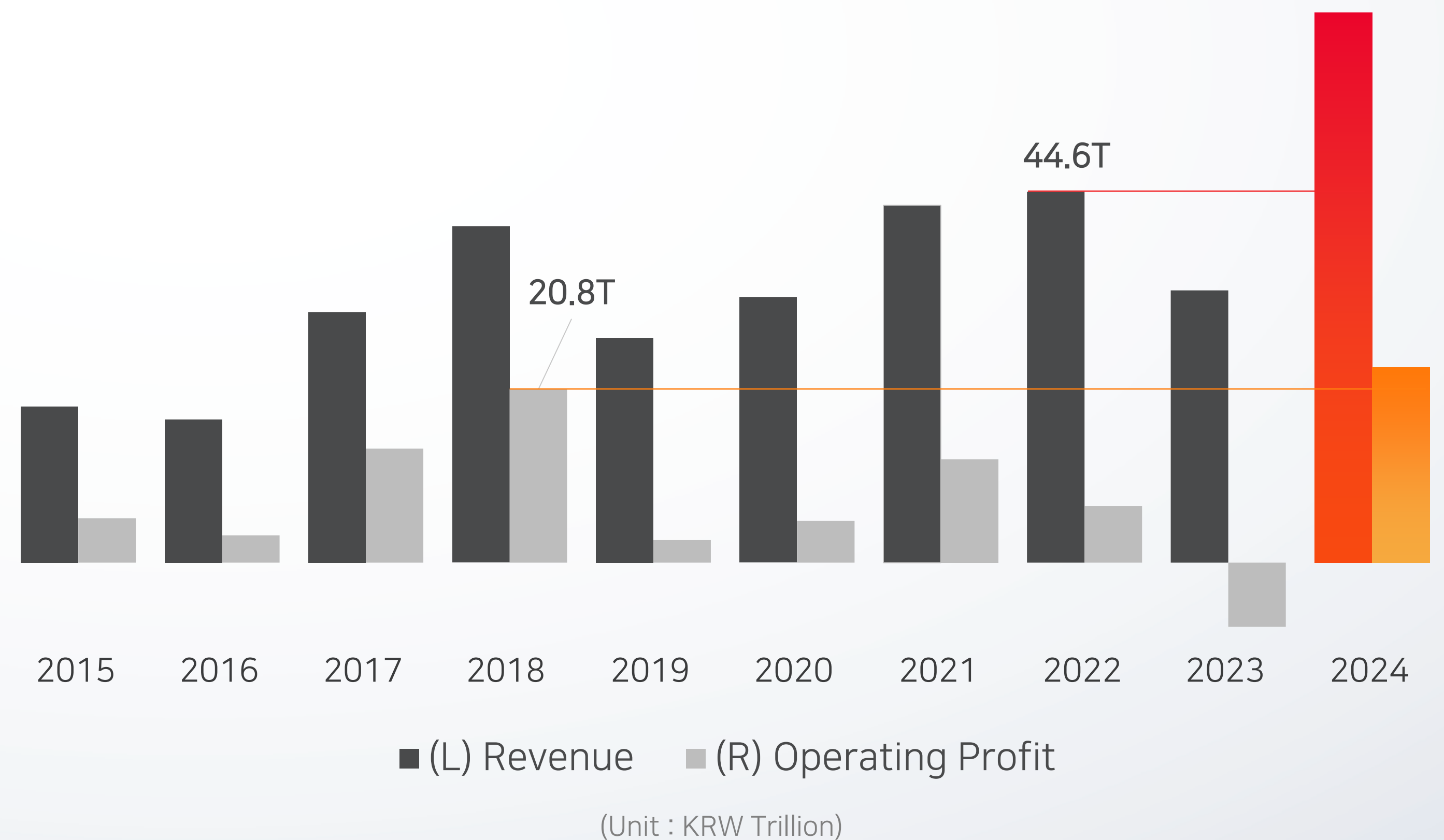
Net Profit KRW 8.0T

- Net profit margin 41%

2024 Highlights

Revenue KRW 66.2T, Operating Profit KRW 23.5T

- Achieved record-high revenue and operating profit
- With growth of AI memory demand, memory mkt. is transitioning to customized mkt. focused on high performance & quality products, enabling stable profit generation for memory companies



DRAM/NAND

Highlights

DRAM

- Supplied industry's first HBM3E 8Hi in March '24, and HBM3E 12Hi in 4Q'24, reinforcing No. 1 HBM provider position
- '24 HBM sales increased more than 4.5x, contributing to record-high DRAM performance
- Strengthened profitability of conventional DRAM products by expanding sales of DDR5 & LPDDR5

NAND

- Achieved record-high annual sales and operating profit in '24
- eSSD sales increased 300%+ YoY
- Enhanced eSSD product line-up by adding 61TB/122TB QLC based product at '24YE

Financial Position

'23 Q4

'24 Q3

'24 Q4

Cash*

KRW 8.92T

KRW 10.86T

KRW 14.16T

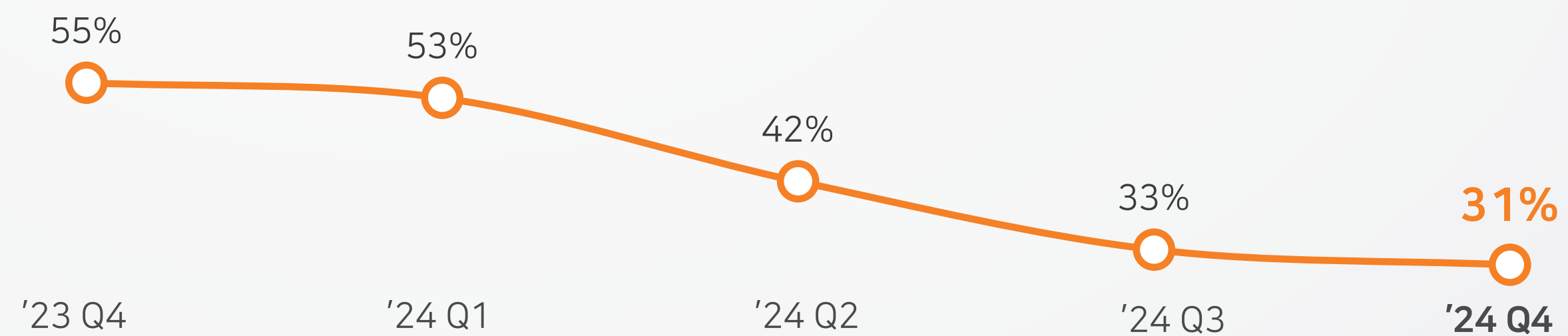
Debt**

KRW 29.47

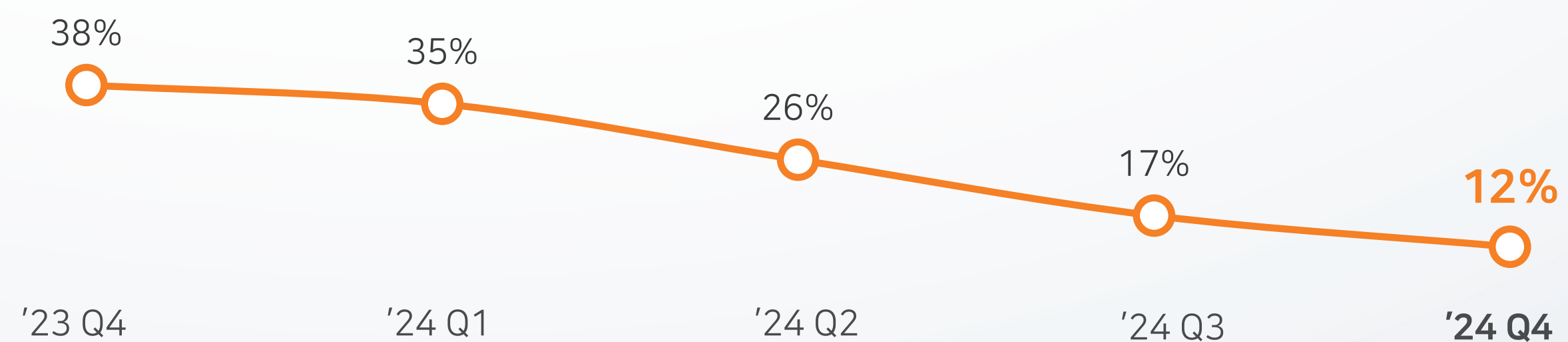
KRW 21.84T

KRW 22.68T

Debt-to-Equity Ratio



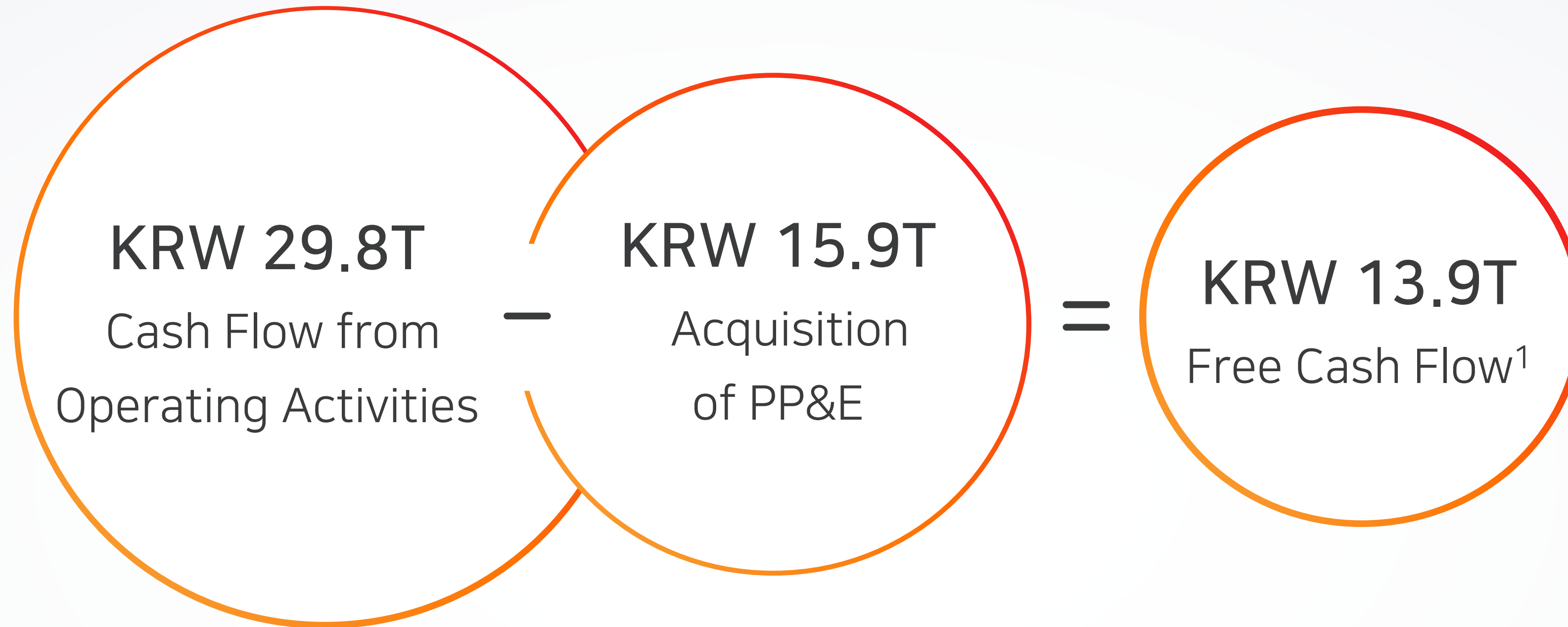
Net Debt-to-Equity Ratio



* Cash = Cash & Cash Equivalents + Short-term Financial Instruments

** Debt = Short-term Borrowings + Current portion of Long-term Borrowings + Debentures + Long-Term Borrowings

FY2024 Dividend



Annual Dividend² = KRW 1,200 per share + 5% of Annual FCF¹

Q4 DPS KRW 1,305/share

'24 Accumulated DPS³ KRW 2,205/share

1) FCF = Cash Flow from Operating Activities - Acquisition of PP&E (based on consolidated Cash Flow Statement for the Fiscal Year)

2) Refer to "Management Information related to Key Management Matters (Fair Disclosure) Jan 28, 2022" for Dividend policy(FY22~FY24)

3) In accordance with articles of incorporation, dividend record date will be set for Feb. 28th, and actual dividend amount may change reflecting changes in treasury shares by the record date

※ All figures in this presentation are rounded to KRW Billions, leading to some statements not adding up completely



Market Outlook

Company Plan

We Do Technology
첨단기술의 중심, 더 나은 세상을 만듭니다

Market Outlook

Summary

DRAM Demand B/G

NAND Demand B/G

Yr. '25; +Mid-to-High Teen% YoY

Yr. '25; +Low Teen% YoY

PC

Low-to-mid single%
set growth

Enterprise PC refresh cycle from Win10 end of support in 2H, and full fledged launch of AI PCs

AI PC penetration to reach 30 ~ 40%

Expect wider adoption of 16/24/32GB DRAM densities to support AI functions

MO

Low-to-mid single%
set growth

AI S/P penetration to reach approx. 30%

Expect demand growth for high-perform. MO memory such as LPDDR5X /LPDDR5T

SV

High single% set growth

Strong demand momentum to continue, driven by AI SV

Ongoing demand growth for HBM and high-density SV DRAM, that are essential for HPC

Expect demand growth for custom HBM within 2~3 yrs, to support diverse AI customer needs

Company Plan

Sales B/G

Given weak seasonality for IT devices and relatively high memory inventory for some end mkts.

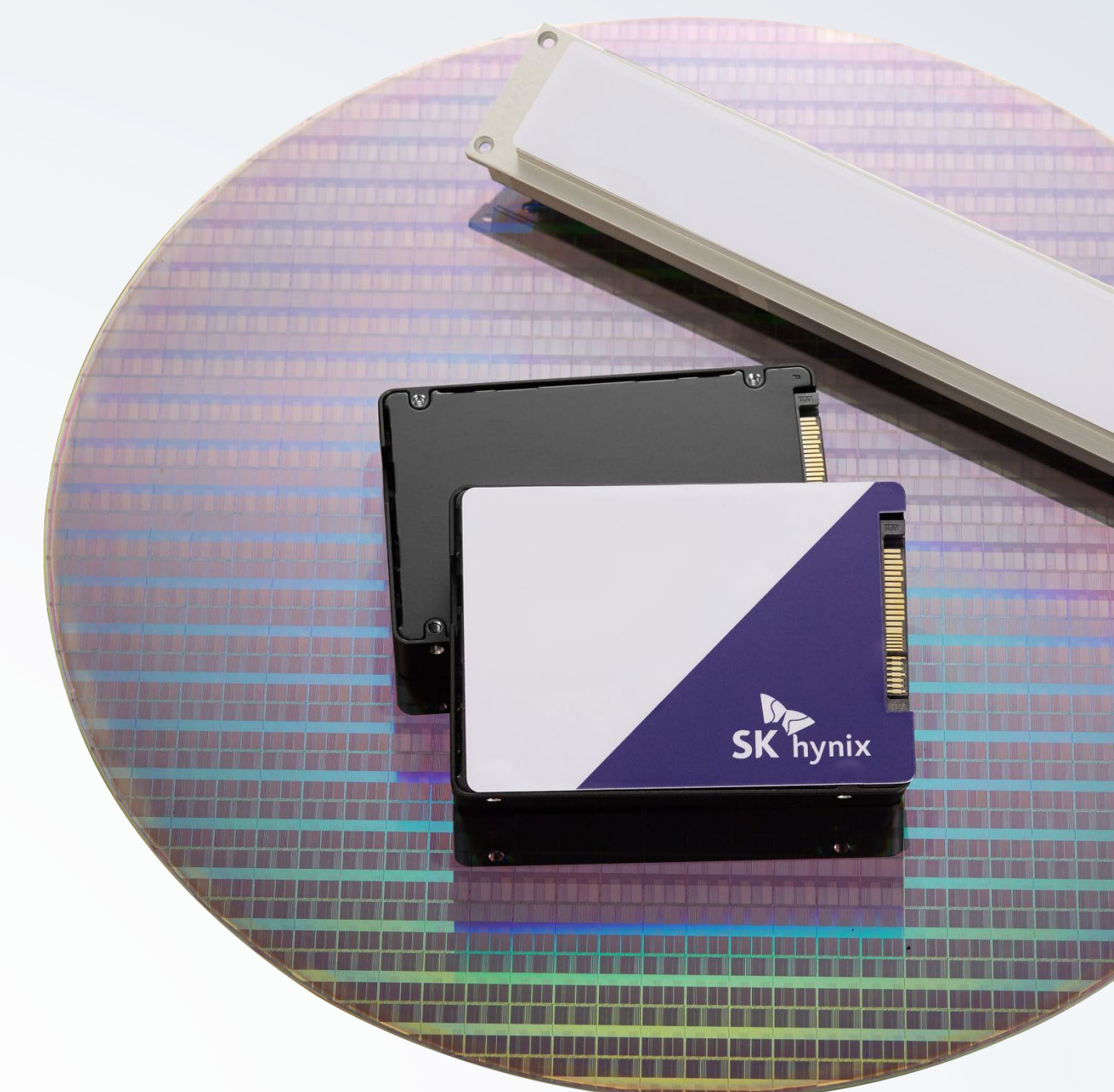
DRAM

Q1 B/G: Low-teen% decrease QoQ

NAND

Q1 B/G: High-teen% decrease QoQ

(incl. Solidigm)



CapEx

- Yr '25 CapEx for infrastructure to increase meaningfully due to new fab construction, though total CapEx increment will be limited
- M15X currently under construction in Cheong-ju, scheduled to open in Q4'25
- 1st fab in Yong-in will begin construction in '25, with target opening in Q2'27
- CapEx will be focused on products that have secured profitability, will flexibly adjust investments based on mkt. conditions
- At end of Yr. '24, finalized funding of approx. KRW 660bn under CHIPS Act

Products /Tech Highlights



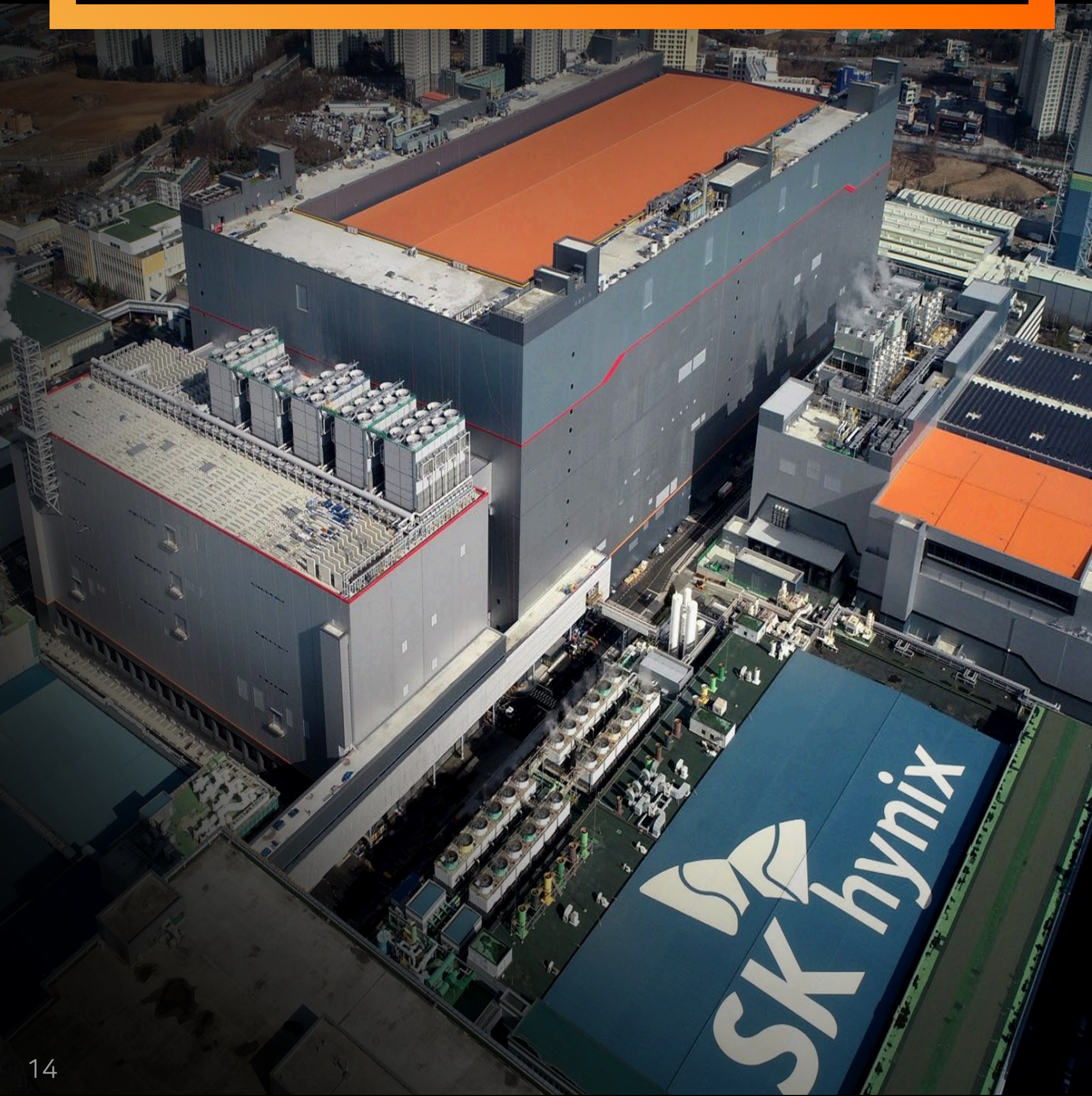
HBM

- Expect Yr. '25 revenue to grow over 100% YoY
- Rising demand from ASIC customers
- HBM3E 12Hi product support well in progress, expect 12Hi bit volume to crossover with 8Hi in 1H'25, as scheduled
- Developed industry's 1st HBM3E 16Hi using Adv. MR-MUF in Nov. '24
- Will complete development and secure mass production readiness in Yr. '25 for HBM4 12Hi, which will be mainstream product in Yr. '26



DRAM/NAND

- Tech migration to adv. nodes for production of DDR5/LPDDR5
- Preparing various product lines, such as LPCAMM2 & ZUFS, that offer improved processing speed and power efficiency, for on-device AI demand
- For NAND, maintain profit-oriented operational decisions and flexible sales strategy





New Shareholder Return Policy

FY'25 ~ FY'27

We Do Technology
첨단기술의 중심, 더 나은 세상을 만듭니다

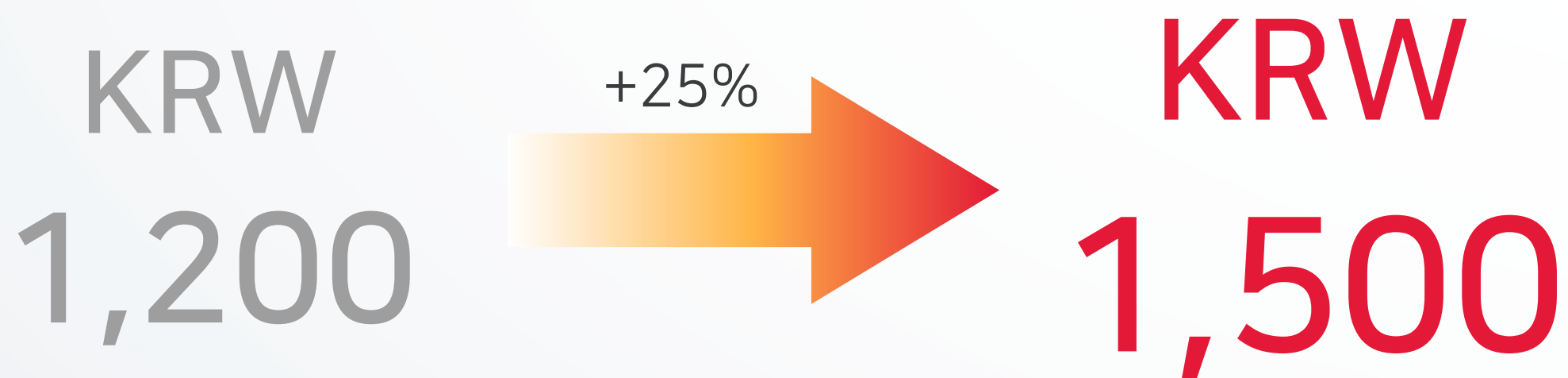
FY'25~'27 New Shareholder Return Policy

『KRW 1,500 per share ^{Fixed Dividend}
 + Upon achieving financial goals*,
 within 50% of 3-yr. cumulative FCF ^{Additional Dividend}』

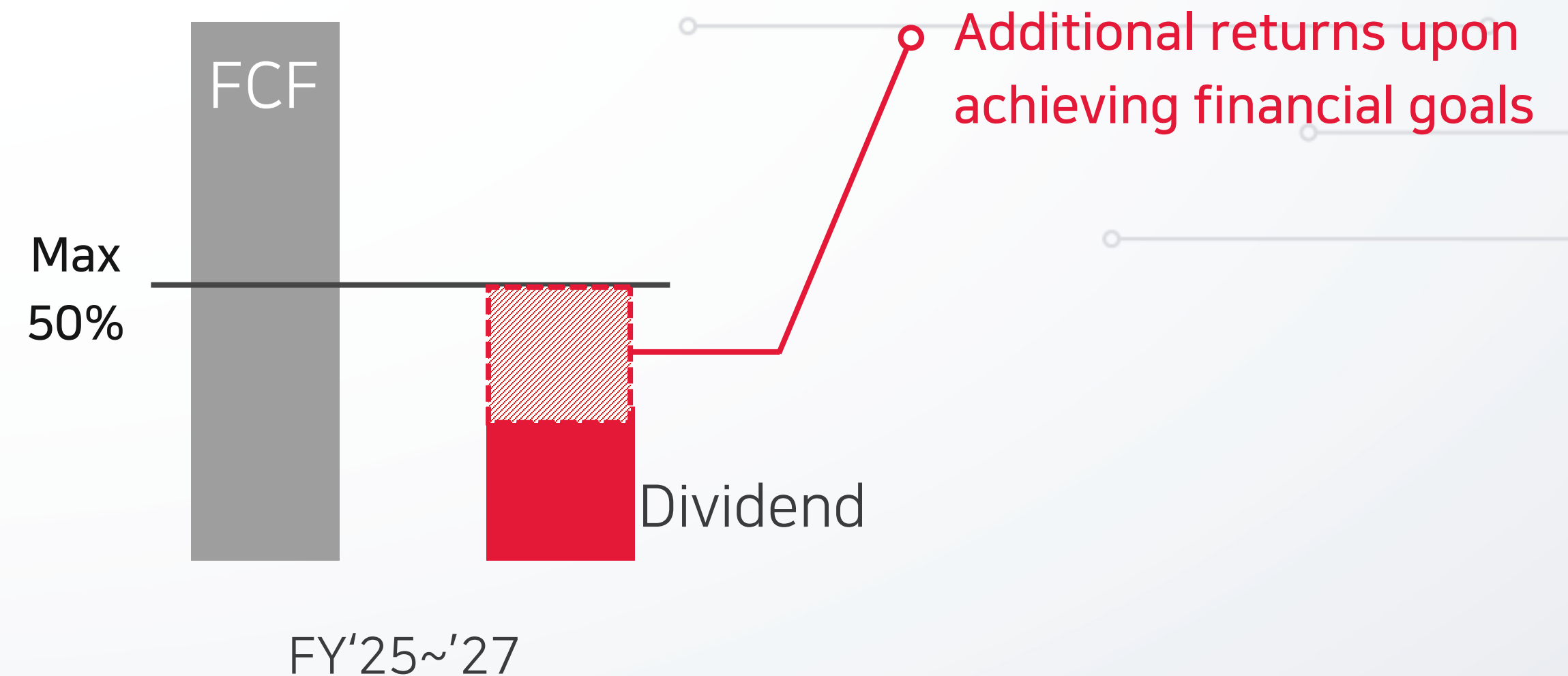
*Financial goals: secure positive net cash position and maintain appropriate cash levels



Annual Fixed Dividends Increased by 25%



Additional Returns within 50% of FCF



- Annual cash dividend payout will be increased to KRW 1T
- Ensures total cash dividend amount will at least meet the level that was paid under the previous policy

- After policy term ends, additional returns will be implemented within the scope of maintaining financial goals



Appendix

FY2024 Q4

We Do Technology
첨단기술의 중심, 더 나은 세상을 만듭니다

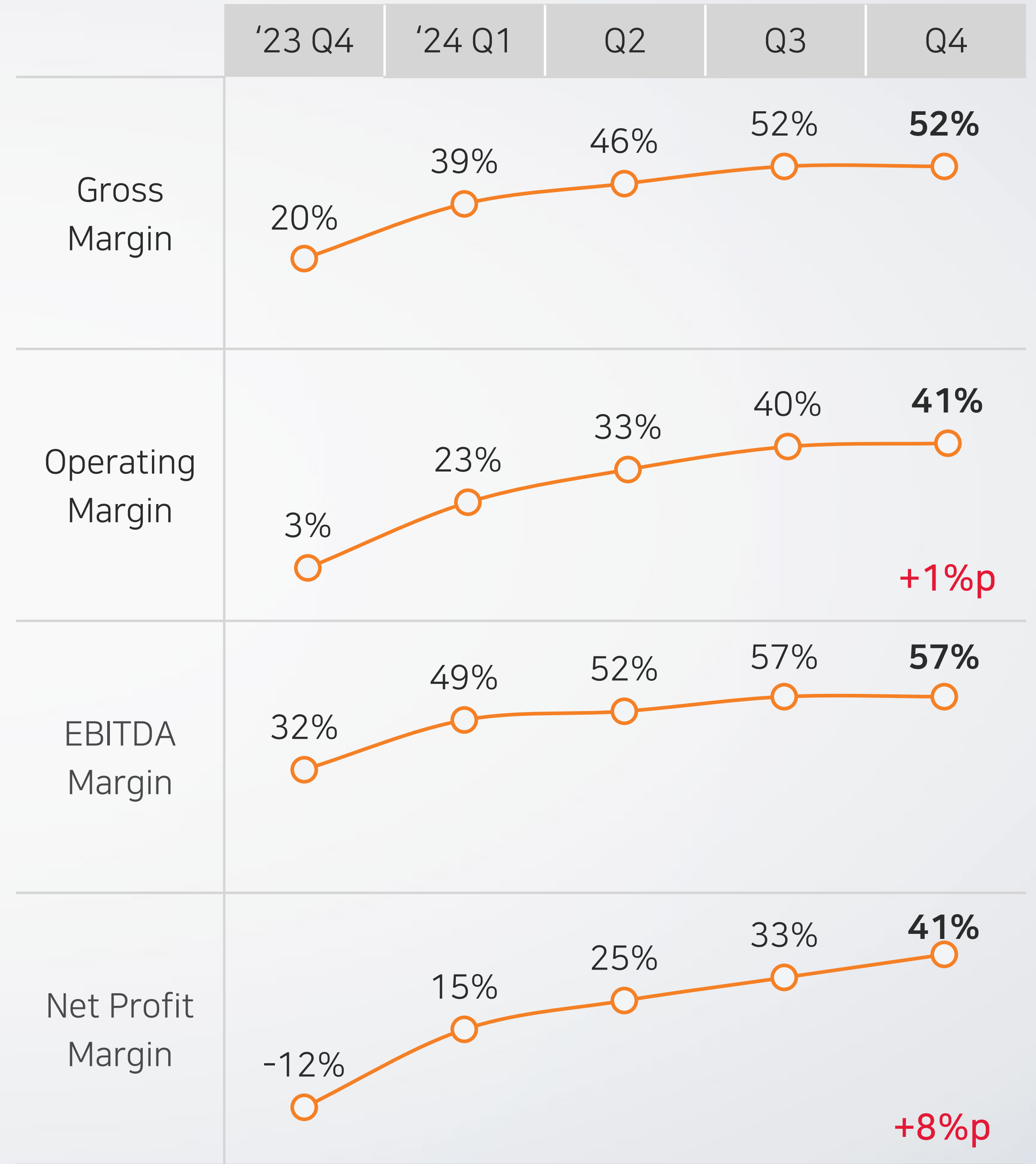
Income Statement

(Unit : KRW Billion)		'24 Q4	'24 Q3	'23 Q4	Q/Q	Y/Y
Revenue		19,767	17,573	11,306	+12%	+75%
Gross Profit		10,366	9,171	2,226	+13%	+366%
Operating Profit		8,083	7,030	346	+15%	+2,236%
EBITDA*		11,249	10,100	3,582	+11%	+214%
Net Profit		8,006	5,753	(1,379)	+39%	-
EPS (KRW)	Basic	11,611	8,344	(1,972)		
	Diluted	11,571	7,924	(1,972)		
Shares Outstanding (Mil. Shares)	Basic	689	689	688		
	Diluted	690	710	688		

* EBITDA = Operating Profit + Depreciation & Amortization

※ All figures in this presentation are rounded to KRW Billions, leading to some statements not adding up completely

Profitability



+1%p

+8%p

Statement of Cash Flows

(Unit : KRW Billion)

	'24 Q4	'24 Q3	'23 Q4
Beginning Cash Balance**	10,858	9,688	8,531
CF from Operating Activities	11,081	7,804	3,969
Net Profit (Loss)	8,006	5,753	(1,379)
D&A*	3,173	3,082	3,251
Changes in Working Capital, etc.	(99)	(1,032)	2,097
CF from Investing Activities	(7,469)	(3,688)	(1,694)
Acquisition of PP&E	(7,248)	(3,516)	(1,728)
CF from Financing Activities	(930)	(2,741)	(1,702)
Changes in Debt	(591)	(2,401)	(1,333)
Repayment of Lease Liability	(143)	(149)	(178)
Dividend Payout	(207)	(207)	(206)
Effect of F/X rate changes on Cash & Equivalents	617	(205)	(184)
Net Changes in Cash	3,298	1,170	390
Ending Cash Balance**	14,156	10,858	8,921

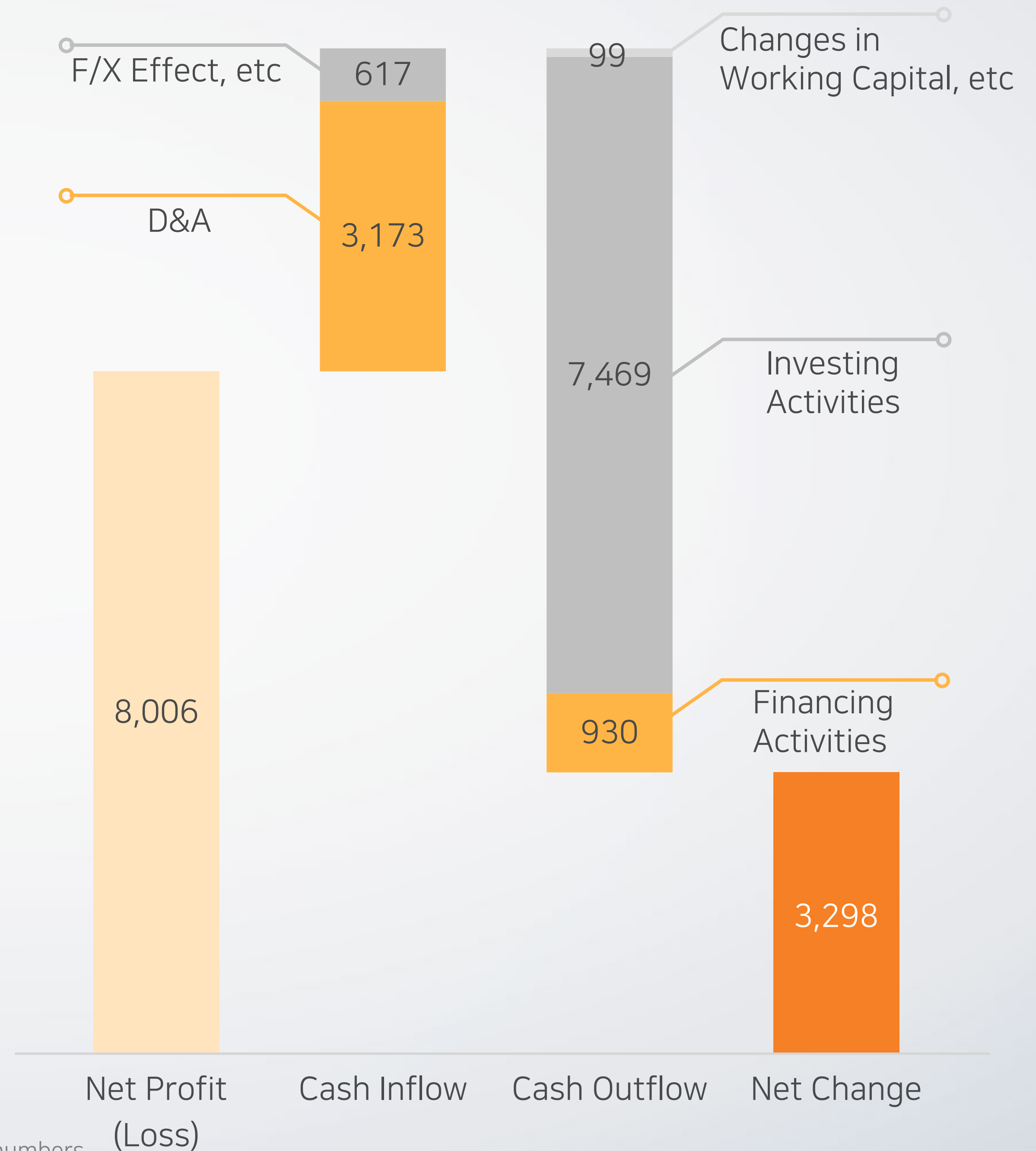
* Depreciation & Amortization, including depreciation for non-operating (idle) assets

** Cash & Cash Equivalents + Short-term Financial Instruments, leading to deviation from reported numbers

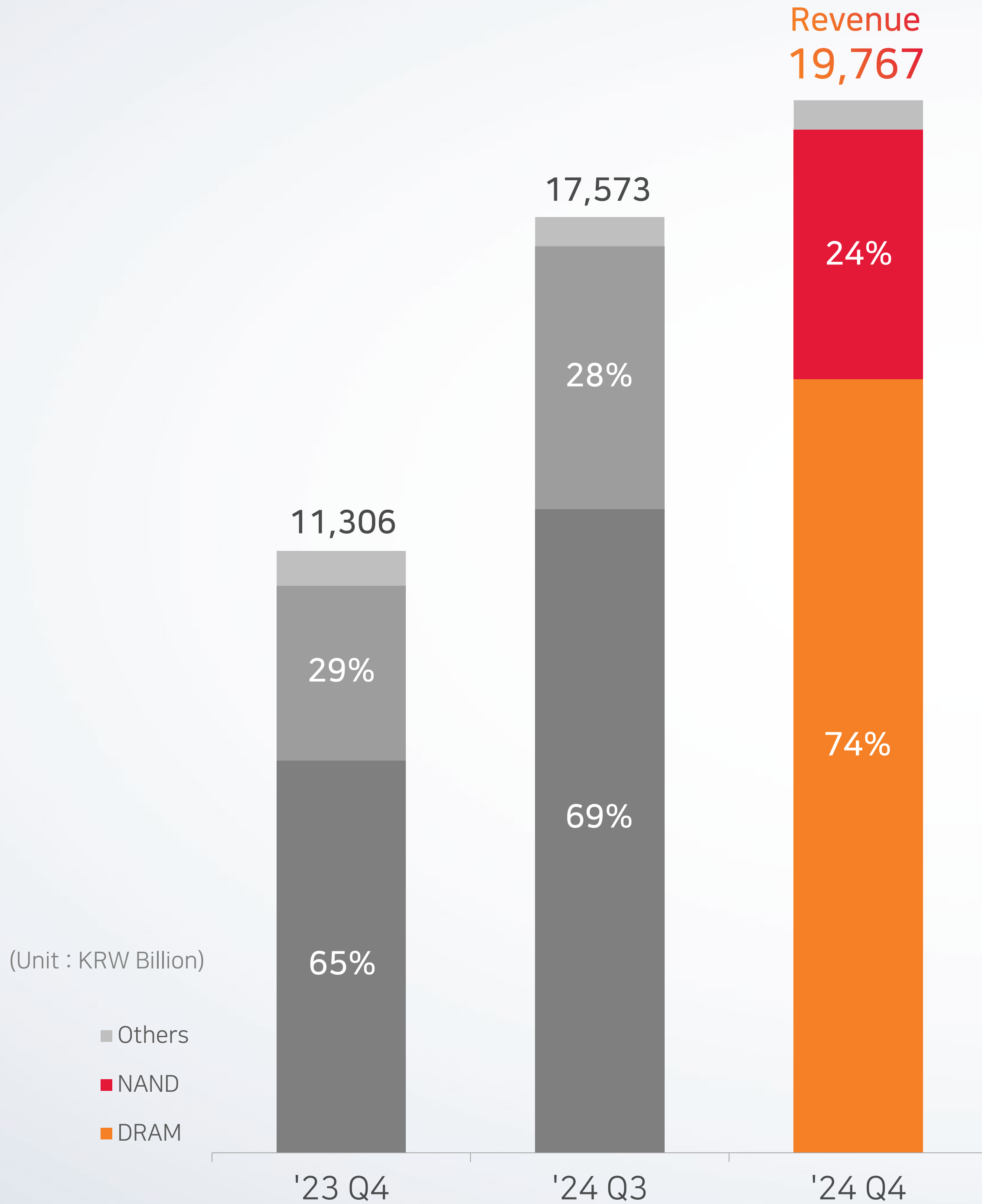
※ All figures in this presentation are rounded to KRW Billions, leading to some statements not adding up completely

Net Cash Flow

(Unit : KRW Billion)



Revenue by Product

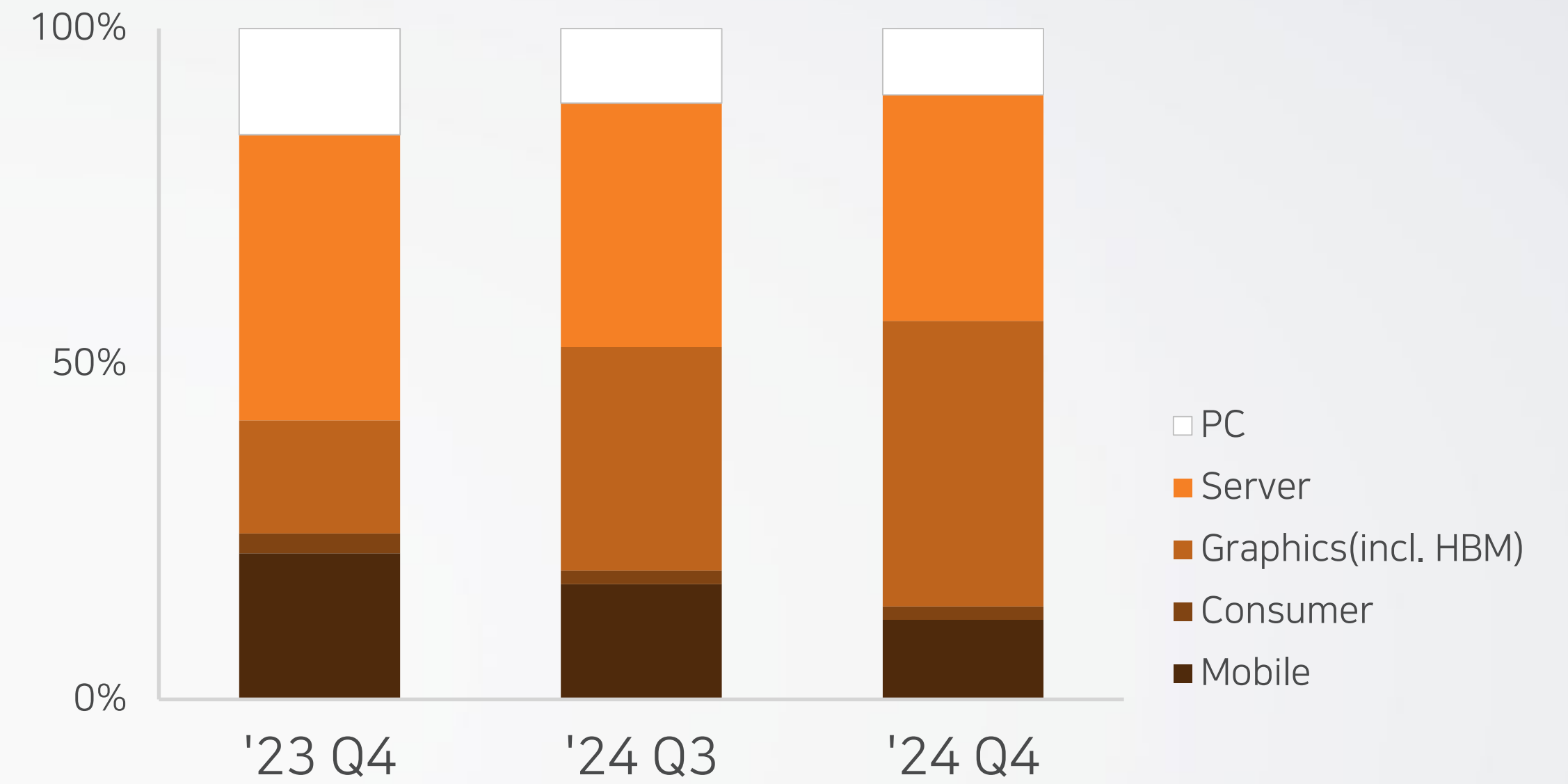


* Revenue by product portion is based on KRW, Solidigm results consolidated

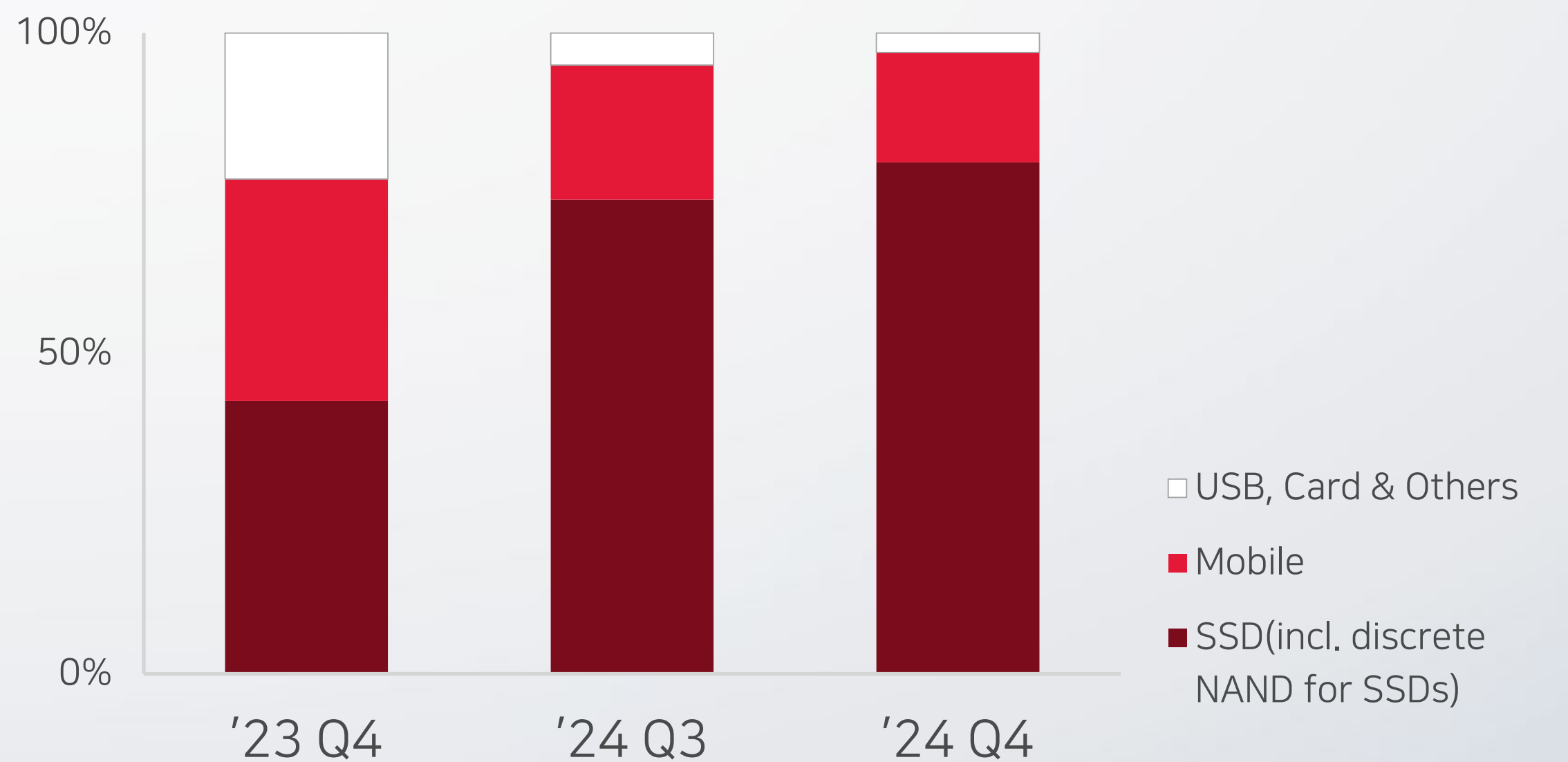
※ All figures above are rounded to KRW Billions, leading to some statements not adding up completely

Revenue by Application

DRAM



NAND



* NAND Revenue by application is based on USD revenue incl. Solidigm



THE END

[Attachment1] Statement of Financial Position

K-IFRS (KRW Billion)

	Q4'24	Q3'24	Q4'23	QoQ	vs. Q4'23
Assets					
Current Assets	42,279	37,078	30,468	+5,201	+11,811
Cash & Cash Equivalents*	14,156	10,858	8,921	+3,298	+5,235
Accounts Receivables	13,019	10,471	6,600	+2,548	+6,419
Inventories	13,314	13,354	13,481	-40	-167
Non-Current Assets	77,576	71,289	69,862	+6,287	+7,714
Property, Plant & Equipment	60,157	54,634	52,705	+5,524	+7,453
Intangible Assets	4,019	3,926	3,835	+92	+184
Total Assets	119,855	108,367	100,330	+11,488	+19,525
Liabilities					
Interest-bearing Debts	22,684	21,845	29,469	+839	-6,785
S-T Borrowings	1,283	1,742	4,146	-459	-2,862
Current Portion of L-T Borrowings	3,969	3,399	5,712	+570	-1,743
Bonds	12,409	11,905	9,490	+505	+2,919
L-T Borrowings	5,022	4,799	10,121	+223	-5,099
Accounts Payables	2,277	1,890	1,846	+387	+432
Total Liabilities	45,940	43,066	46,826	+2,874	-887
Shareholders' Equity					
Capital Stock	3,658	3,658	3,658	-	-
Capital Surplus	4,487	4,479	4,373	+9	+115
Retained Earnings	65,418	57,842	46,729	+7,576	+18,689
Total Shareholders' Equity	73,916	65,302	53,504	+8,614	+20,412

* Short-term Financial Instruments and Short-term Investments included

[Attachment2] Income Statement

K-IFRS (KRW Billion)

		Q4'24	Q3'24	Q4'23	QoQ	YoY
Revenue		19,767	17,573	11,306	+12%	+75%
Cost of Goods Sold		9,401	8,402	9,080	+12%	+4%
Gross Profit		10,366	9,171	2,226	+13%	+366%
SG&A Expenses		2,283	2,141	1,880	+7%	+21%
Operating Profit		8,083	7,030	346	+15%	+2,236%
Net Financial Profit/Loss		-170	-233	-334		
Net F/X Transaction & Translation P/L		625	18	258		
Net Income(Expense) From Jointly Controlled Entities & Associates		-27	7	-4		
Others		1,071	57	-2,141		
EBITDA		11,249	10,100	3,582	+11%	+214%
Income Before Tax		9,581	6,879	-1,875	+39%	-
Tax Expense/Benefit		1,575	1,126	-495	+40%	-
Net Profit		8,006	5,753	-1,379	+39%	-
EPS(KRW)	Basic	11,611	8,344	-1,972		
	Diluted	11,571	7,924	-1,972		
Shares Outstanding (mn shares)	Basic	689	689	688		
	Diluted	690	710	688		