

Make the world clean, healthy and beautiful with light

# '3Q 2024 Earnings Result

Seoul Semiconductor Co., Ltd.

IR Team

November 8. 2024

서울반도체의 국문 IR자료 및 재무제표는 인터넷을 통해 다운로드 받을 수 있습니다.

1) IR프레젠테이션 : 서울반도체 홈페이지 <http://www.seoulsemicon.com/kr/ir/data/>

2) 재무제표: 금융감독원 전자공시사이트 <http://dart.fss.or.kr>

회사명(서울반도체) 또는 회사코드 (046890)를 넣은 후 검색버튼 클릭  
재무제표는 분/반기 및 사업보고서를 통해 확인하실 수 있습니다.

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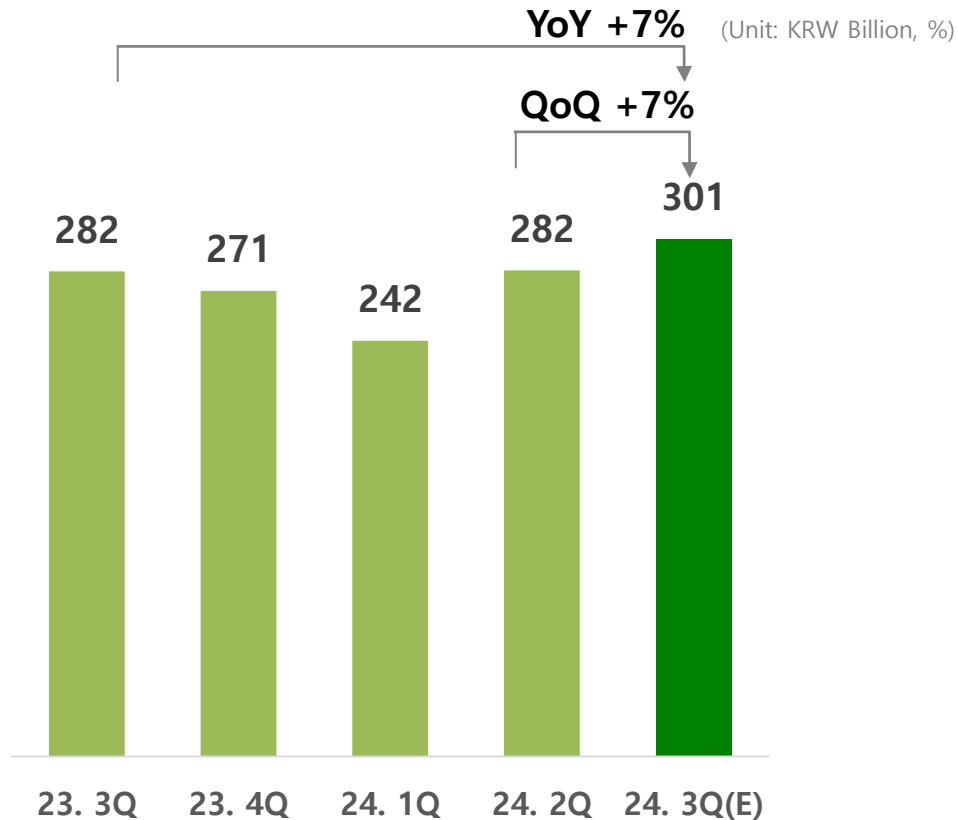
# 01

## '3Q 2024 Earnings Results

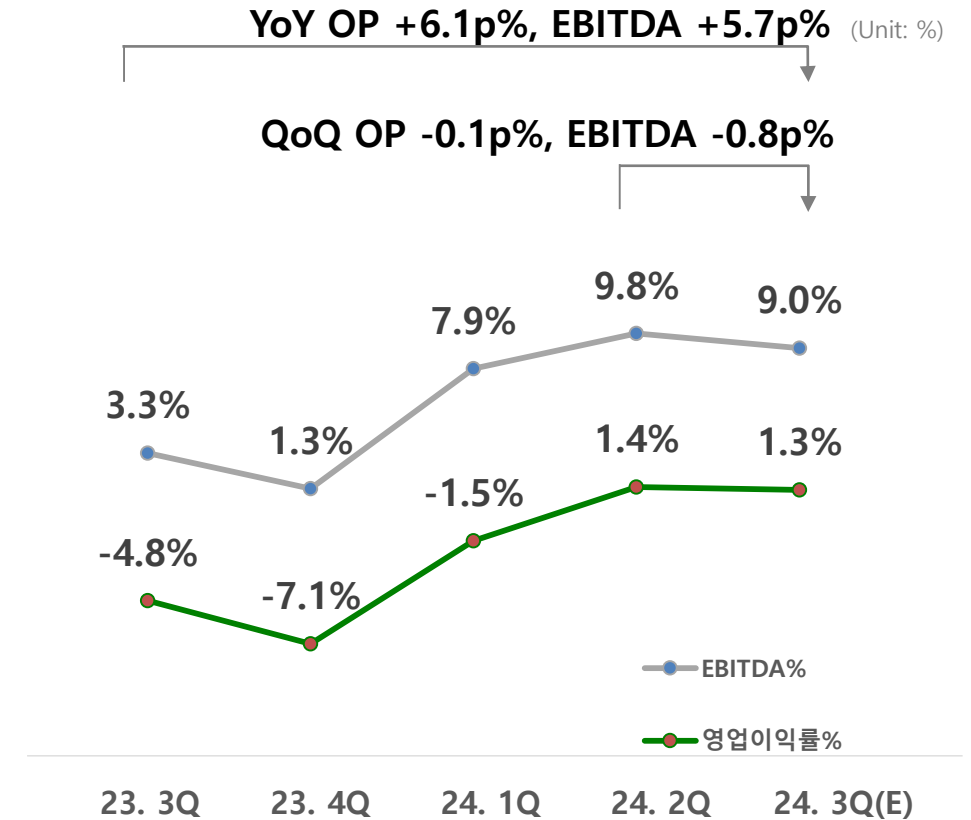
# 1. Revenue & Profits

Revenue continues to grow after return to profitability in 2Q 24

## Revenue



## OP% & EBITDA%

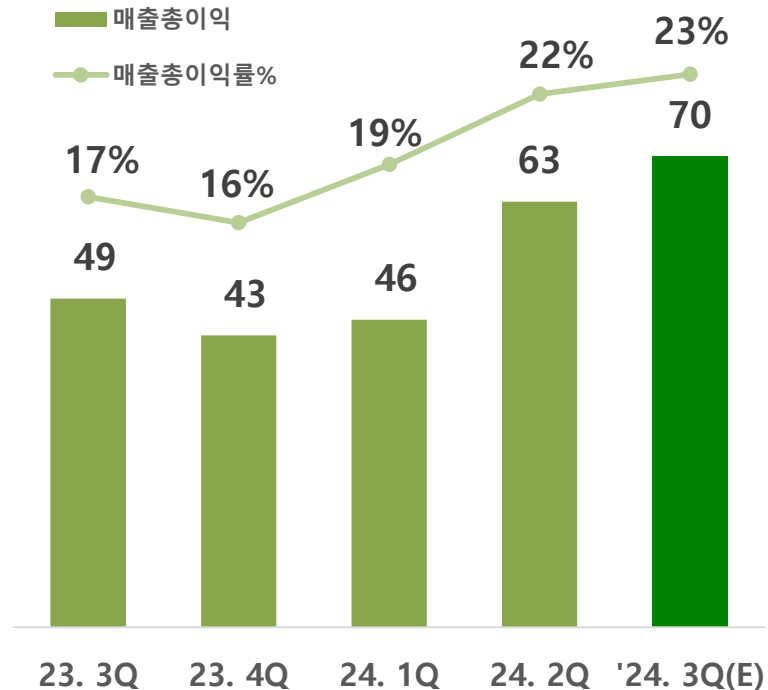


## 2. Gross Margin and R&D

Higher gross margin growth due to lower fixed cost ratio as revenue increases

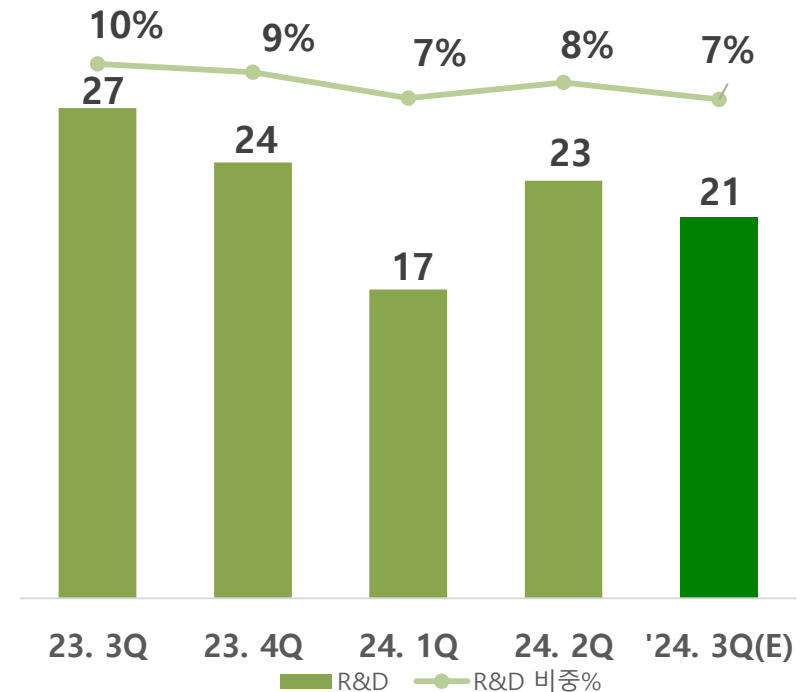
### Gross Margin

(Unit: KRW Billion, %)



### R&D

(Unit: KRW Billion, %)



### 3. Business Performance Summary

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**Second consecutive quarter of revenue growth since returning to profitability**

**Increased revenue from Automotive division, Growing 20-30% annually**

**Gross margin continues to rise, profitability improves**

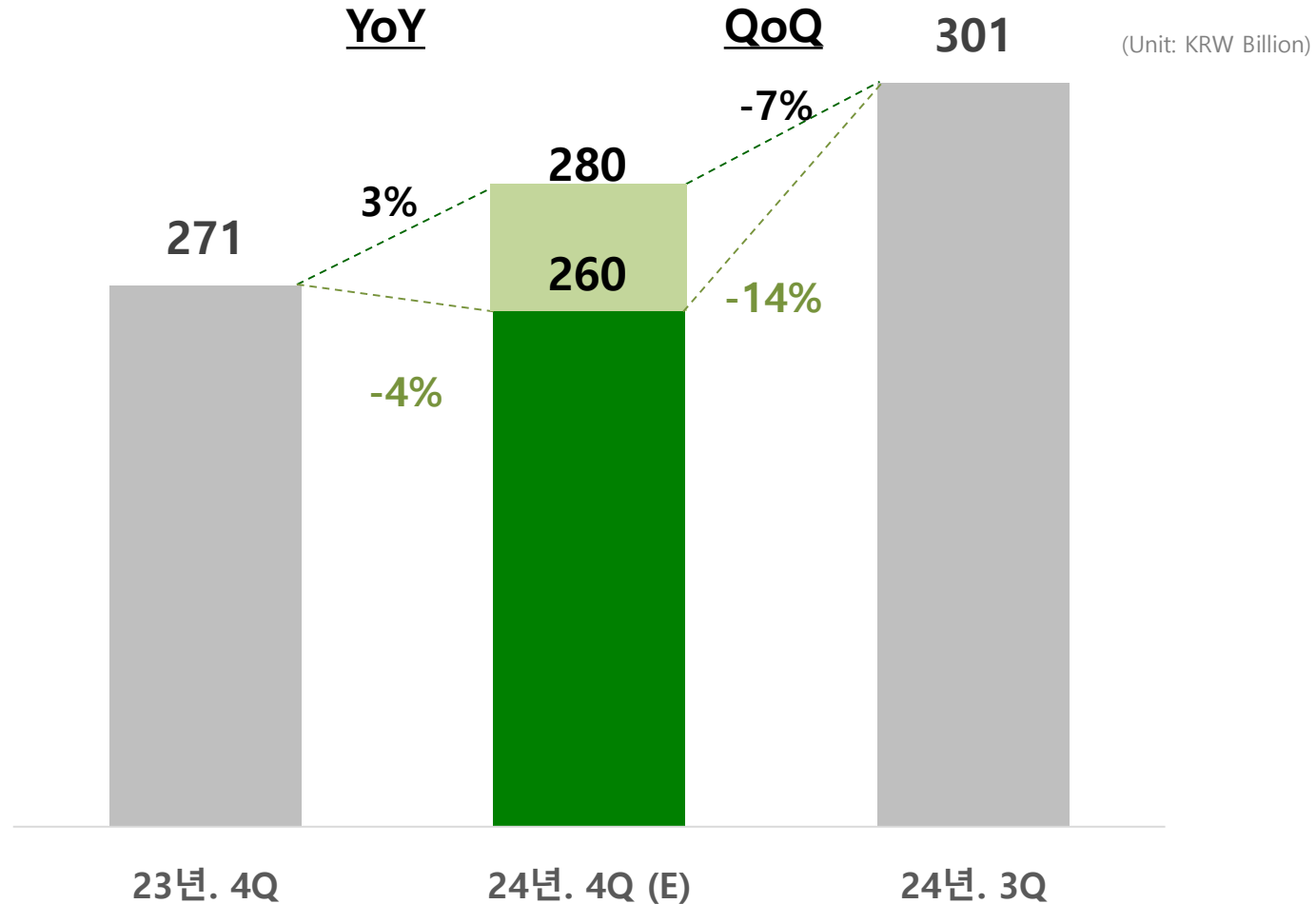
02

**'Q4 2024 Outlook**

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# 1. '4Q 2024 Outlook

## Q4 Revenue Outlook Guidance of KRW 260-280 Billion





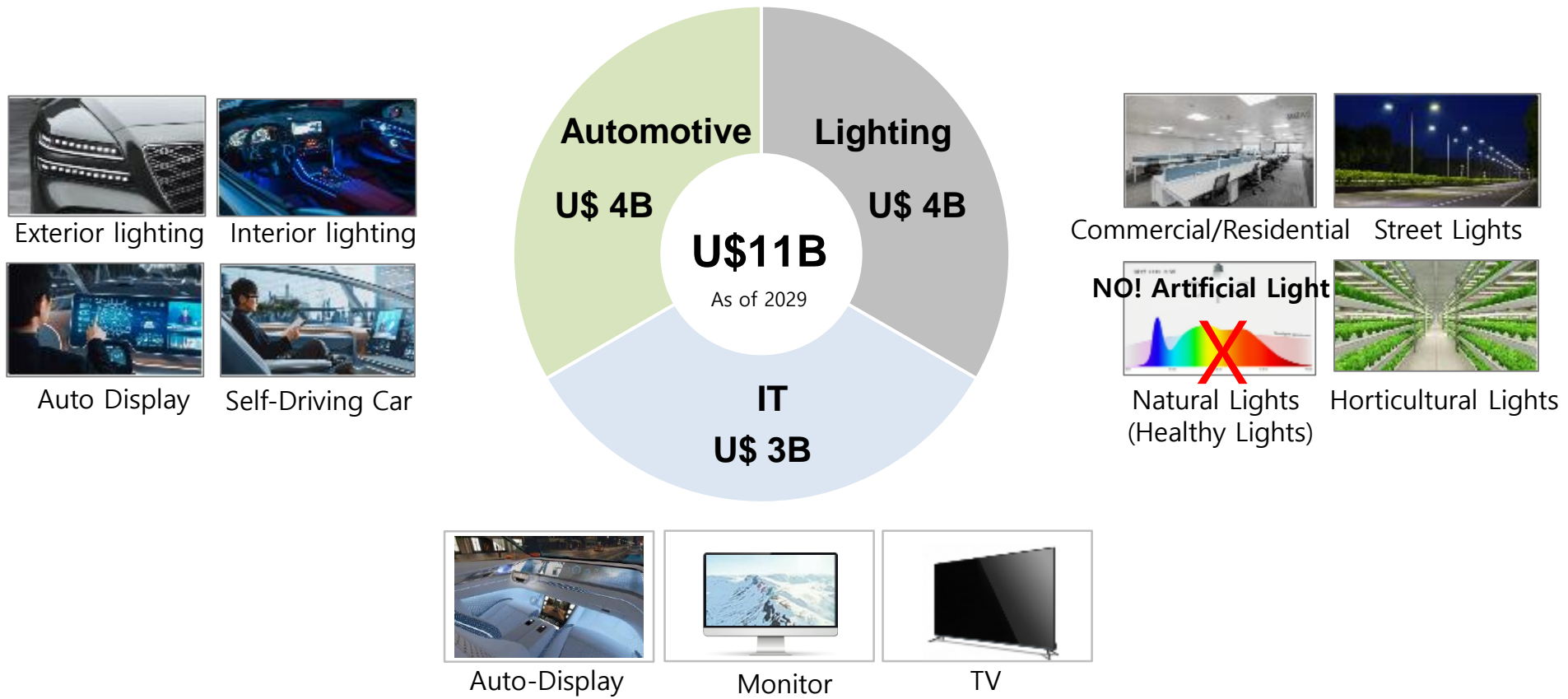
03

## Major Market & Growth Engines

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# 1. Seoul Semiconductor's Major Market

Seoul Semiconductor focuses on three major LED markets of Automotive, Lighting and IT with a TAM of \$11B



\*US \$11B :  
Target of Seoul Semiconductor Co., Ltd. out of \$16B

# 2.Growth Engines \_ Automotive

**Paradigm shift** : Simple Transportation → 3C (Communication, Consideration, and Comfort )

Use 'light' for energy saving, eco-friendly, safety, and differentiate design



ADB



HUD



Communication Lighting



Wide Display

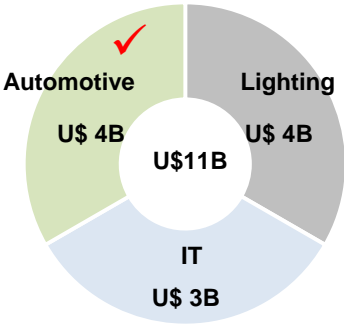


Transformation into a multifunctional space



Interior Enhancement

WICOP, Model Design-Win



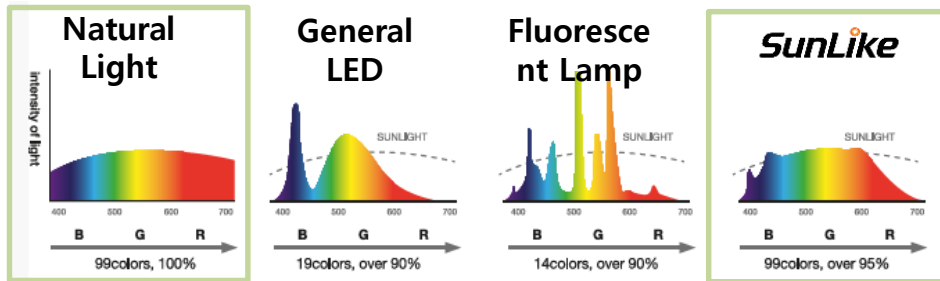
WICOP Design-Win, more than 100 models of global Top 10 companies every year

# 3. Growth Engines \_ Lighting

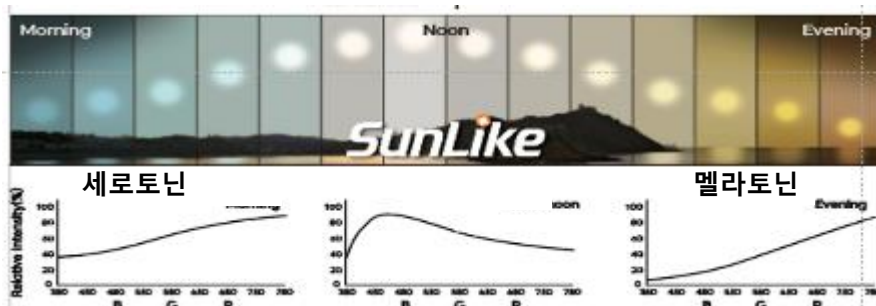
**Paradigm shift** : Cheaper, cheaper lighting →  
Preventing childhood myopia and enhancing memory

World  
1st  
Tech

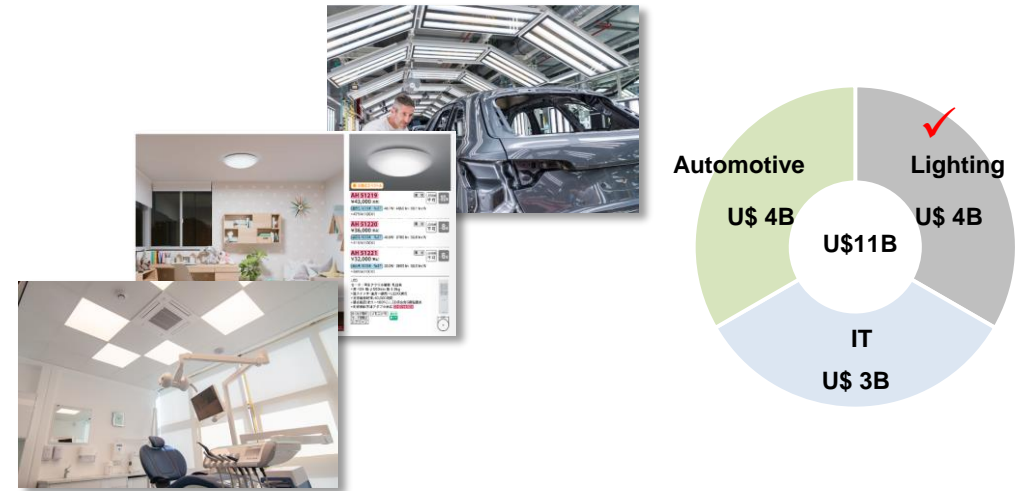
Natural light = Sun Spectrum  
= 24HR Human circadian rhythm required



**SunLike** Next version



SunLike clinical trials and Product applications



University of Basel  
Insomnia

SINGAPORE EYE RESEARCH INSTITUTE  
Pediatric Myopia

HARVARD UNIVERSITY  
Memory Decline

SNU MEDICINE  
Eyes fatigue

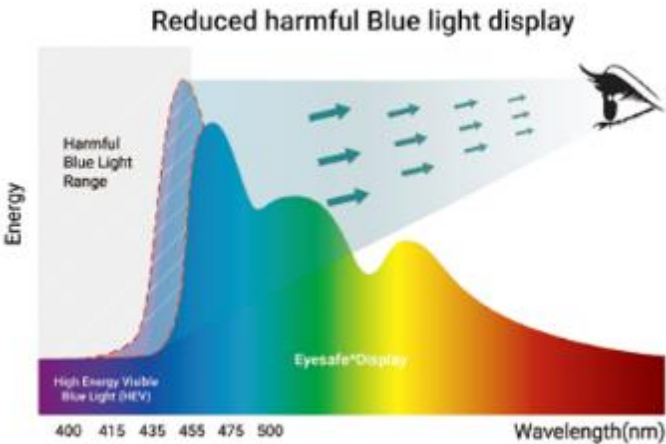
UNIVERSITY OF OXFORD  
Indistinct Color

# 3. Growth Engines \_ IT

**Paradigm shift** : Unstable organic LCD, OLED → 10 times brighter, protecting eyesight

World  
1st  
Tech

## Blue light reduction (LBL) technology

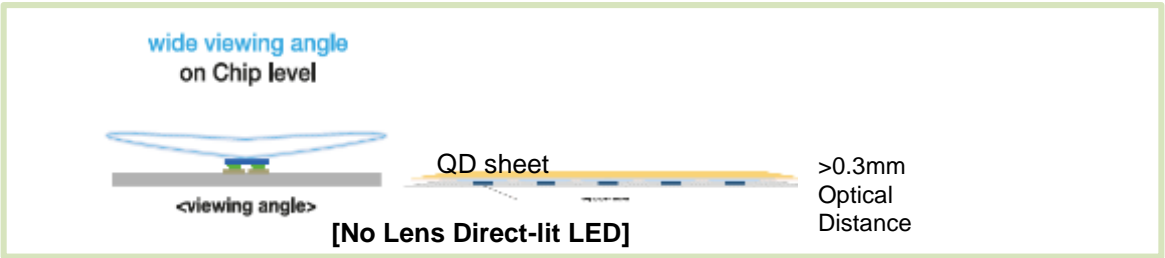
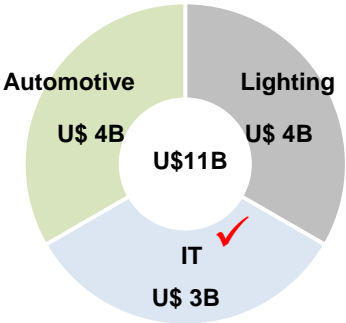


[Using standard Filter]



[Using Seoul Semiconductor LED]

## Ultra-thin displays & Product applications



**Q&A**

# 04

## Appendix

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# 1. Financial statements summary (~2024. 3Q)

Seoul Semiconductor co., Ltd

(Unit: KRW 100 Million)

(100 Million Won)	'21.4Q	2021	'22.1Q	'22.2Q	'22.3Q	'22.4Q	2022	'23.1Q	'23.2Q	'23.3Q	'23.4Q	2023	'24.1Q	'24.2Q	'24.3Q
[Income Statement]															
Sales	3,135	13,010	2,876	2,936	2,837	2,446	11,094	2,245	2,552	2,820	2,706	10,324	2,416	2,868	3,008
COGS	2,680	10,350	2,445	2,369	2,392	1,969	9,176	1,843	2,059	2,332	2,274	8,508	1,960	2,229	2,313
COGS (%)	85.5%	79.5%	85.0%	80.7%	84.3%	80.5%	82.7%	82.1%	80.7%	82.7%	84.0%	82.4%	81.1%	22.3%	76.9%
Gross Profit	455	2,661	431	567	444	477	1,919	403	493	487	433	1,815	456	638	695
Gross Profit (%)	14.5%	20.5%	15.0%	19.3%	15.7%	19.5%	17.3%	17.9%	19.3%	17.3%	16.0%	17.6%	18.9%	22.3%	23.1%
SG&A	520	2,029	501	530	536	686	2,253	548	514	622	626	2,309	492	598	656
SG&A Ratio	16.6%	15.6%	17.4%	18.0%	18.9%	28.1%	20.3%	24.4%	20.1%	22.1%	23.1%	22.4%	20.4%	20.9%	21.8%
Operating Profit	-64	632	-70	37	-92	-209	-334	-145	-21	-135	-193	-494	-36	40	39
Operating Profit (%)	-2.0%	4.9%	-2.4%	1.3%	-3.2%	-8.6%	-3.0%	-6.5%	-0.8%	-4.8%	-7.1%	-4.8%	-1.5%	1.4%	1.3%
Pre-tax Profit	-106	758	-41	124	81	-472	-308	-132	-24	-166	-380	-702	-34	62	-37
Net Profit	-107	615	-16	90	-19	-597	-543	-117	-67	-208	-208	-745	-54	86	-81
[Balance Sheet]															
Total Assets	15,131	15,131	14,605	14,225	14,488	12,899	12,899	12,817	12,484	12,665	12,836	12,836	12,084	12,719	12,580
Current Assets	7,297	7,297	6,669	6,186	6,231	5,504	5,504	5,387	5,187	5,540	5,634	5,634	5,260	5,999	5,934
Cash and Equivalents	860	860	278	495	514	788	788	877	422	677	1,026	1,026	978	1,045	1,165
Inventory	2,098	2,098	1,937	2,047	1,615	1,392	1,392	1,324	1,389	1,296	1,204	1,204	1,174	1,343	1,377
Non-current Assets	7,834	7,834	7,936	8,039	8,257	7,394	7,394	7,430	7,298	7,125	7,202	7,202	6,824	6,719	6,646
Total Liabilities	6,610	6,610	6,348	5,730	5,881	5,143	5,143	5,167	4,974	5,358	5,585	5,585	5,300	6,160	5,803
Current Liabilities	4,588	4,588	4,293	3,542	3,478	3,051	3,051	3,125	3,030	3,507	3,793	3,793	3,989	4,915	4,612
Non-Current Liabilities	2,021	2,021	2,055	2,189	2,404	2,092	2,092	2,042	1,944	1,851	1,793	1,793	1,312	1,244	1,191
Total Equity	8,521	8,521	8,256	8,495	8,607	7,756	7,756	7,651	7,511	7,307	6,879	6,879	6,784	6,559	6,777



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- 회사가 영위하는 주요 사업 분야의 예상치 못한 급격한 여건 변화
- 기타 경영현황 및 재무실적에 영향을 미칠 수 있는 국내외적 변화

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# THANK YOU

[www.seoulsemicon.com](http://www.seoulsemicon.com)

Seoul Semiconductor IR Team  
Contact : [irteam@seoulsemicon.com](mailto:irteam@seoulsemicon.com)