

SOLUM

Solution Provider



SOLUM IR Material

2025.6

Tailwinds

- **Automation/DT** Accelerated demand for intelligent, automated solutions across industries
- **Connectivity** Demand for real-time data analytics and control of intelligent edge
- **Electrification** Increasing power management, distribution and consumption

+

**Positioned for
Strong Growth
Amidst Favorable
Industry
Megatrends**

- **Key Enabling HW**

Core HW technologies elemental to innovative solutions, incl. display, power, semiconductor, sensor, comms.

- **Advanced In-House SW**

Scalable & secure SW solutions, combined with our HW architecture, offer max. performance and efficiency

- **Optimized Global Infra**

A globally optimized footprint maximizes operation flexibility, cost efficiency, and value delivery

Best-in-Class Solution

+

Our Business

SOLUM

The ICT¹⁾ business, led by ESL²⁾, is growing strongly due to rising retail automation demand, while the Electronics³⁾ business sustains stable sales with its captive customers and pursues growth through product and market diversification, including server PSUs⁴⁾ and EV solutions

Electronics

“Reliable and optimal power solutions”

3-in-1 board⁵⁾ integrating essential components of a TV into a single solution, as well as built-in power modules that supply and control power for various electronic devices.

Key Customers

SAMSUNG



HYUNDAI **KEFICO**



Financials (FY24, KRW)

Sales

1,149 bn.

O/P

25 bn.

ICT

“Comprehensive smart solutions for retailers”

A digital display device, Electronic Shelf Label, along with the related communication gateway and software, that replaces the manually managed paper price tags traditionally used in retail stores.

Key Customers



REWE



LOWE'S

Financials (FY24, KRW)

Sales

446 bn.

O/P

45 bn.

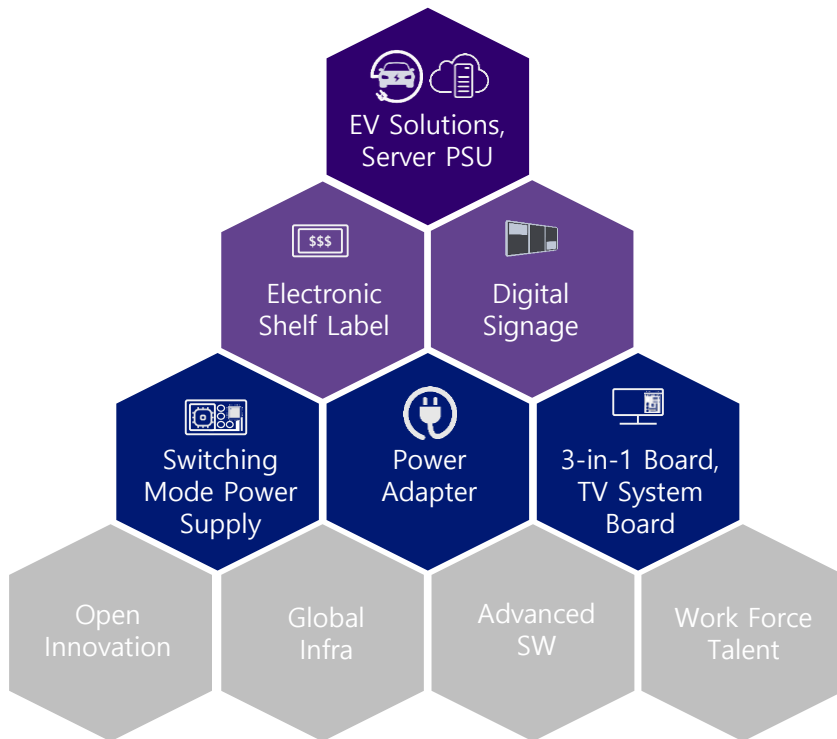
1) ICT (Info. and Comm. Technology) – ESL, IoT products
3) Electronics – Power Module, 3-in-1 board, Digital Signage, etc.
5) 3-in-1 Board – video board, power board & tuner

2) ESL – Electronic Shelf Label
4) PSU – Power Supply Unit

Winning Business Model

SOLUM

Based on our strong global execution capabilities and comprehensive product portfolio, we are committed to building a robust framework to ensure sustainable, long-term growth



Future Solutions

Proactively preparing for future high-potential industries to seed the next wave of growth

Star Products

Unrivalled products in high-growth sectors underpinning strong topline growth and profit expansion

Cash Cow Business

Proprietary technologies in power, electronics, and display, while easing fixed cost pressure through stable revenue flow

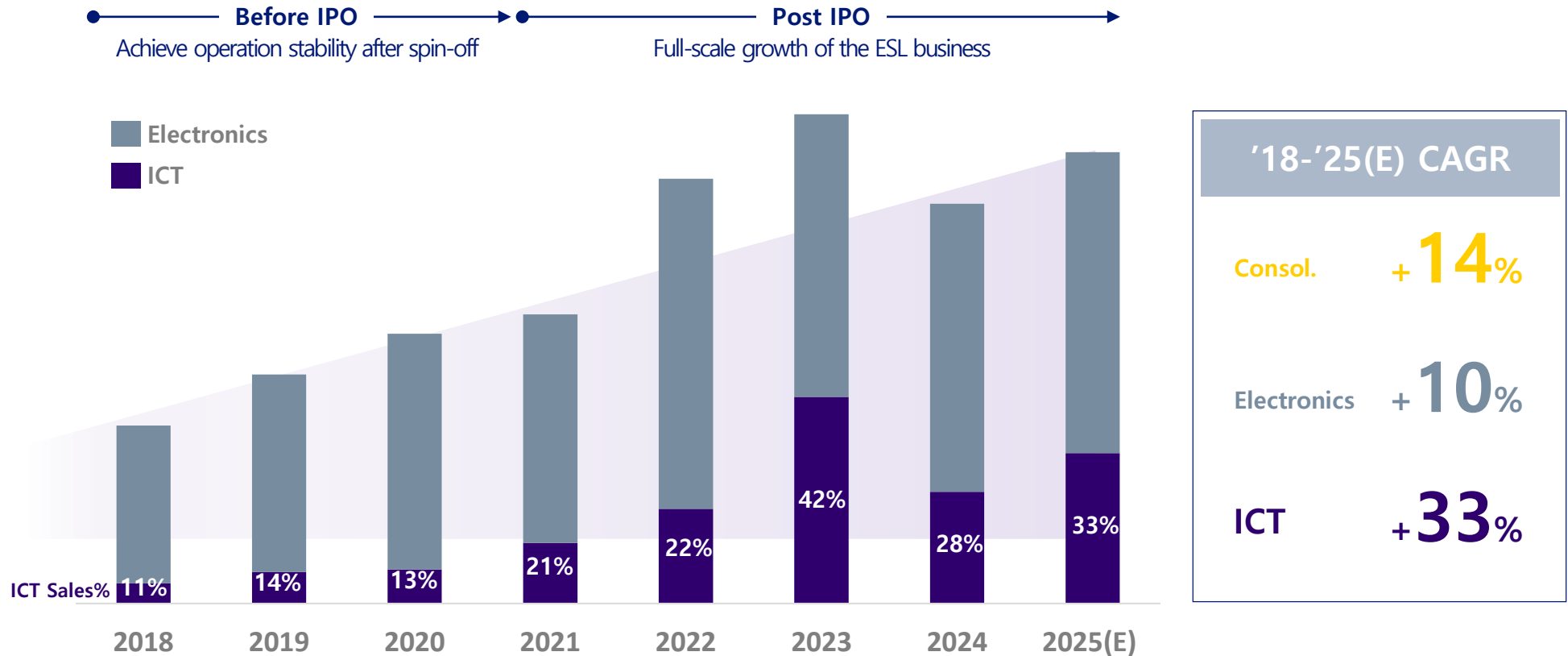
Enablers / Foundation

Framework for strong, sustainable winning business model

Topline Growth Trend

SOLUM

Following the 2021 IPO, the ICT business – driven primarily by ESL business – demonstrated strong growth, serving as a key catalyst to topline expansion



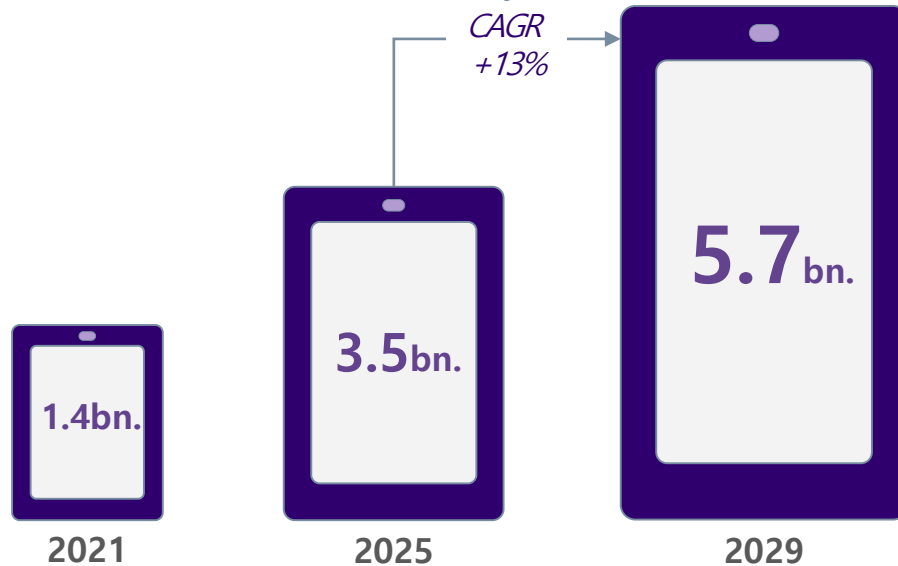
A structurally favorable and sustainable competitive environment, driven by a double-digit industry growth and a commanding market share held by the top four players

Global ESL Market Outlook

(unit : USD)

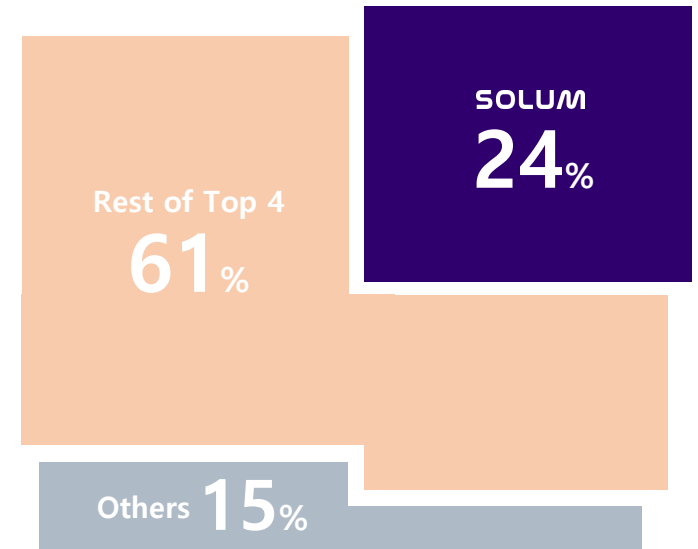
Growth Catalysts

- Reduced labor
- Omni-channel optimization
- AI & IoT tech. retail solutions
- Enhanced customer experience



2023 Global ESL M/S

SOLUM holds the #2 position, with top 4 market players accounting for 85% M/S



We are leading the advancement of Value Added Services(VAS), delivering a turnkey solution that empowers retailers to unlock new value and innovative business models

Gateway

Improved updates, speed, and tag capacity via advanced communication technology

Gateway	Infrared / RF → BLE
---------	---------------------



ESL Tag

Range of specs and options such as color & size, and extended battery life with lower power consumption

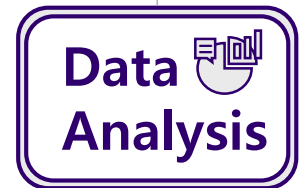
Display	LCD / B&W → EPD / Color
Size	Small / Standardized → Large / Customized
Battery	Coin Cell → Digital Shelf System

- RF : Radio Frequency
- BLE : Bluetooth Low Energy
- EPD : Electronic Paper Display

Server

Migration to cloud-based management systems and expanded integration features for legacy systems

Management System	On premise → SaaS
	Basic data input/output features → Add-on features



AI-Powered Services

- Real-time shelf monitoring
- Inventory management
- Automated planogram assignment

Advanced Data Analytics

- Retail data collection and analysis
- Product assortment automation
- Pricing strategy optimization

Retail Market Solution

- Digital campaigns
- Customer experience features
- Real-time campaign tracking

Driven by the rapid digital shift in advertising, we aim to evolve into a total marketing solutions provider by incorporating digital signage alongside our market-leading ESL solutions

Rationale

Integrate

Leverage core competencies in current business areas, incl. ESL and 3-in-1 board

Enhance

Elevate customer experience and amplify marketing impact

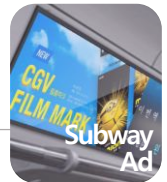
Grow^(topline)

Achieve an higher ASP through expanded solution offerings to retail customers

Product



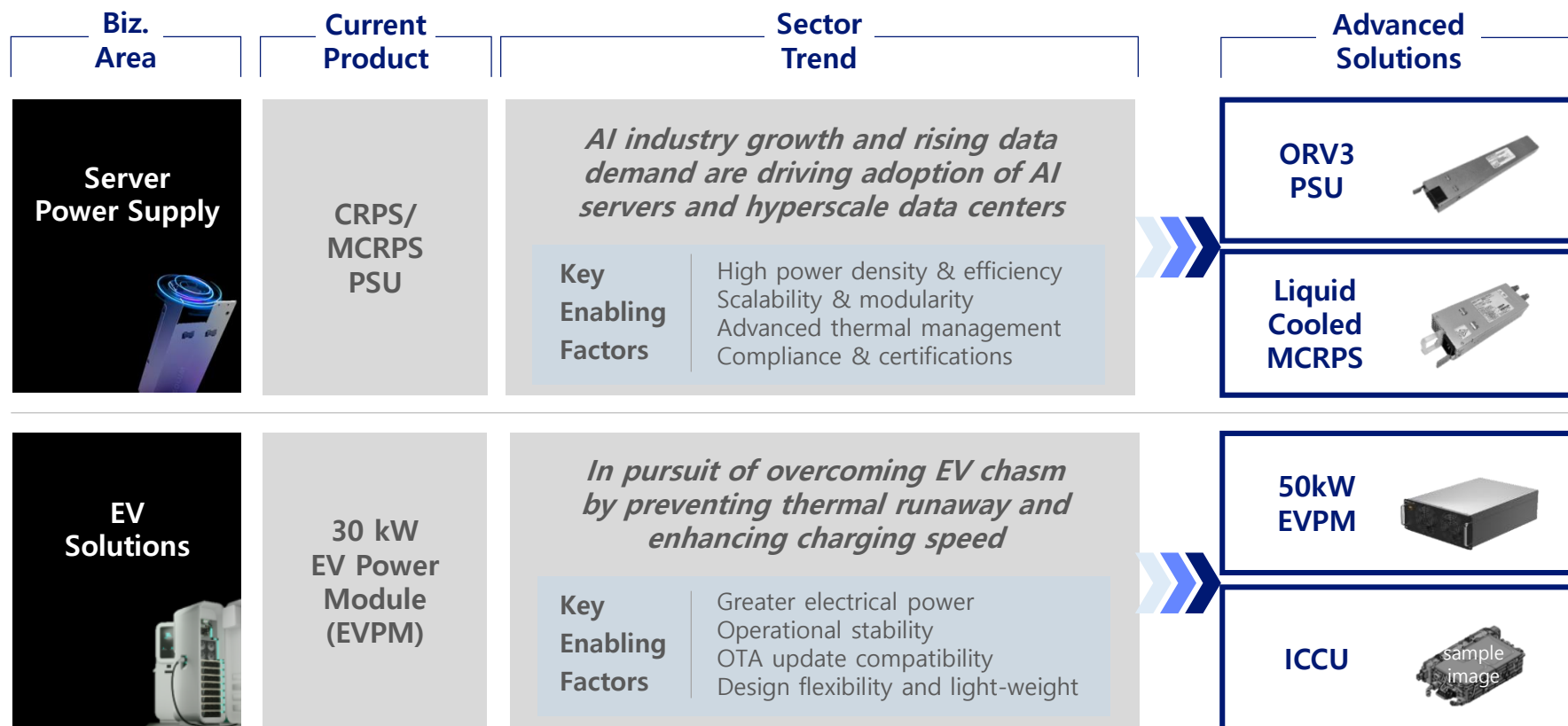
Applications



Next Growth Engine

SOLUM

We are striving to secure market leadership and long-term growth by strengthening our product portfolio through innovation-driven product development

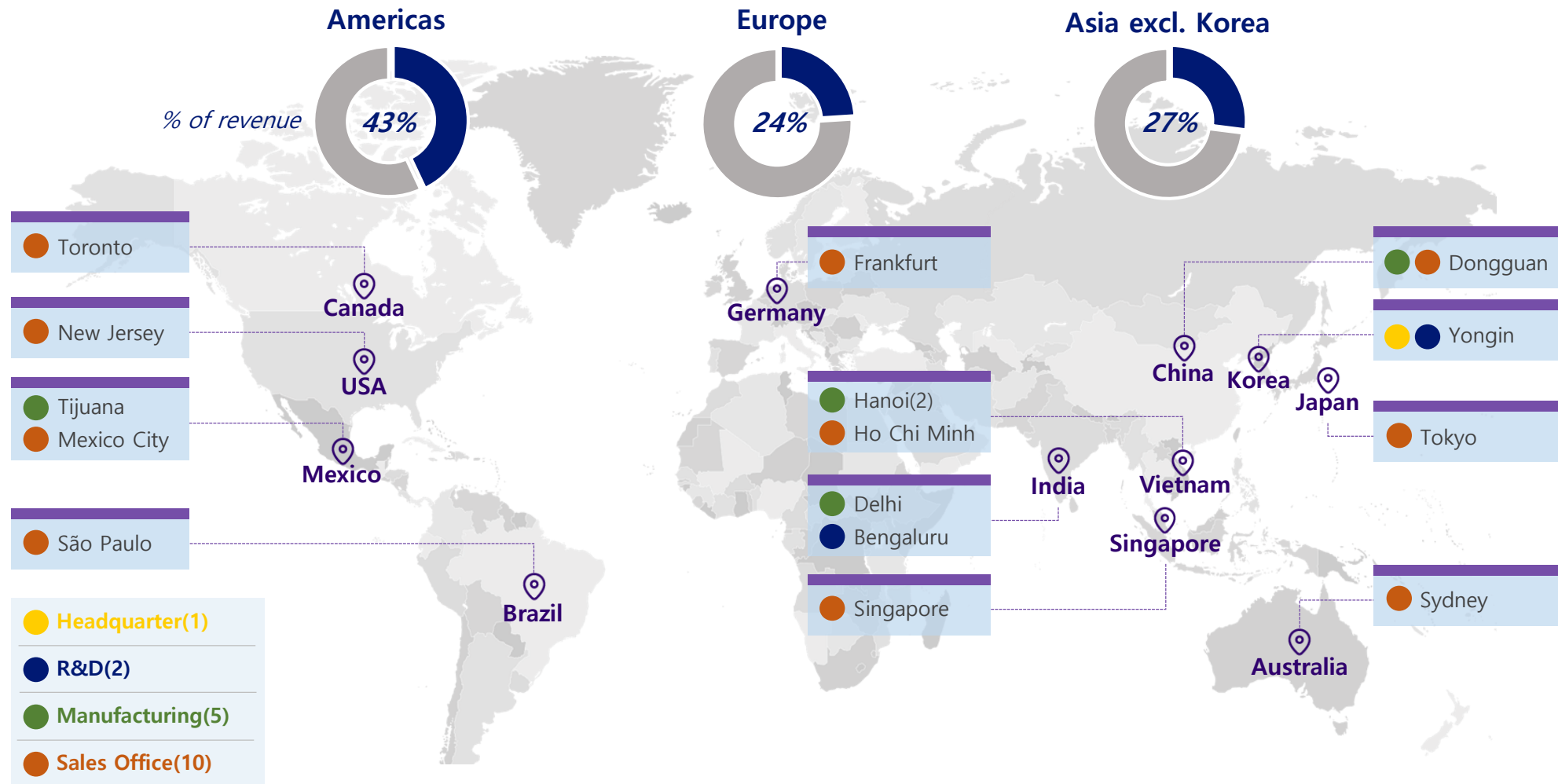


- CRPS – Common Redundant Power Supply
- MCRPS – Modular CRPS
- ORV3 – Open Rack V3 Base Specification
- ICCU – Integrated Charging and Discharging Control Unit

Global Capabilities

SOLUM

Our seamless global expansion is built on global infrastructure comprising of scalable & cost-competitive operations, strategic proximity to customers, and enhanced local capabilities



Our strong track record of leveraging core technology to develop best-in-class products have earned us numerous prestigious awards and recognitions

SOLUM IP Status

SOLUM IP (560)

Patent	TM	Design
392	112	56

Power (291)

Patent	TM	Design
277	2	12

ESL (86)

Patent	TM	Design
34	18	34

Tuner (72)

Patent	TM	Design
72	-	-

IoT (46)

Patent	TM	Design
9	27	10

Common (65)

Patent	TM	Design
-	65	-

Award Recognitions

2020

Red Dot Design Award

- Newton retail product line



2020

IDEA Design Award

- Newton retail product line



2021

Presidential Award

- Localization of semiconductor components



2025

Premier Partner

- Recognized for commitment, quality, and operational excellence

SAMSUNG

Recent Financials

- 1Q25 Results

Earnings Highlights

2025 1Q Sales KRW 397.4 bn.

Up 3.3% YoY, driven by increased sales volume of SMPS¹⁾ to NA customers and growth in sales of server PSUs²⁾

- Part of our ongoing efforts in customer diversification and product advancement

2025 1Q Operating Profit KRW 11.5 bn., EBITDA KRW 23.1 bn.

Increased SG&A from pre-emptive establishment of overseas sales corporations and expansion of sales & marketing personnel to strengthen ESL's³⁾ global sales capabilities

- A temporary margin squeeze from higher fixed costs, as revenue contribution from these investments has yet to materialize

Key Events

Vision Declaration Ceremony (April 21)

Outlined our vision to evolve into a solution platform company by advancing our customer/product/regional portfolio and penetrating high-growth industries

1) SMPS – Switching Mode Power Supply

2) PSU – Power Supply Unit

3) ESL – Electronic Shelf Label

Financial Results

unit : KRW bn., %, %p

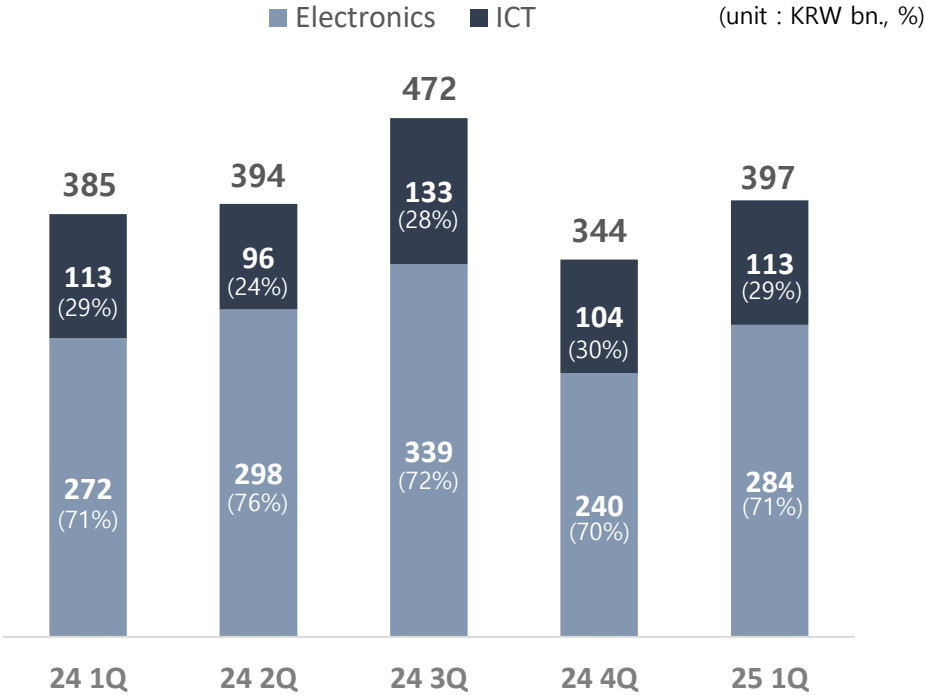
	2025 1Q	2024 1Q	YoY	2024 4Q	QoQ
Sales	397.4	384.8	+12.5	343.5	+53.9
Gross Profit	66.7	63.8	+2.9	60.7	+6.0
(%)	16.8%	16.6%	+0.2%p	17.7%	-0.9%p
Operating Profit	11.5	20.3	-8.8	1.3	+10.2
(%)	2.9%	5.3%	-2.4%p	0.4%	+2.5%p
EBITDA	23.1	29.9	-6.8	15.7	+7.4
(%)	5.8%	7.8%	-2.0%p	4.6%	+1.2%p
Net Income	2.5	11.6	-9.2	-0.5	3.0
(%)	0.6%	3.0%	-2.4%p	-0.1%	+0.8%p

2025 1Q Earnings by Division

Division	Sales	OP
Electronics ¹⁾	283.9 bn.	5.7 bn.
ICT ²⁾	113.5 bn.	5.8 bn.

1) Electronics – Power Module, 3in1 board, Digital Signage, Tuner
2) Info. and Comm. Technology – ESL, IoT products, CE-WiFi

Sales Trend by Division



Balance Sheet

	2024 end	2025 1Q end	Change	%
unit : KRW bn., %				
Total Assets	982.7	1,092.8	+110.1	+11.2%
Cash & Equivalents	106.9	102.9	-4.0	-3.7%
Total Liabilities	548.4	658.9	+110.6	+20.2%
Debt	331.8	376.6	+44.9	+13.5%
Total Equity	434.4	433.8	-0.5	-0.1%
Capital Stock	25.0	25.0	-	-
Liability to Equity %	126.3%	151.9%	+25.6%p	
Debt to Equity %	76.4%	86.8%	+10.4%p	
Net Debt to Equity %	56.6%	63.1%	+6.5%p	

Any projections in this document are made as of the date hereof taking into account current market conditions and the business direction of the Company. These projections may change based on any changes in market conditions or the Company's strategies. Accordingly, the Company undertakes no obligation to update or revise any forward-looking statements, whether due to new information, future events, or otherwise.



End of Document



Empowering Tomorrow,
Defining the Future