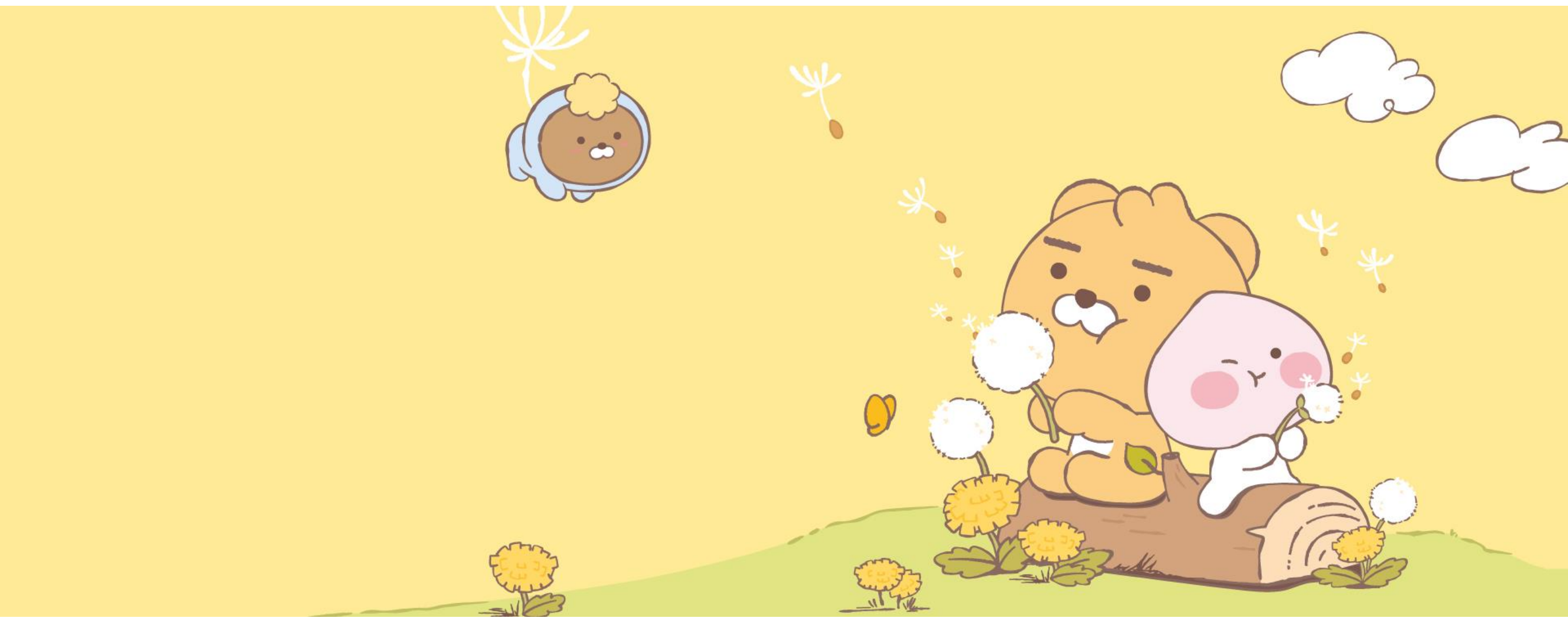


# kakao

May 2021 | Kakao Investor Relations



# Disclaimer

Financial information contained in this document is based on consolidated K-IFRS that have not been reviewed by an independent auditor.

Therefore, the information and financial data of Kakao and its subsidiaries (the “Company”, or “Kakao”) contained in this document are subject to change upon an independent auditor’s review.

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# **Kakao Ecosystem**

Kakao Business

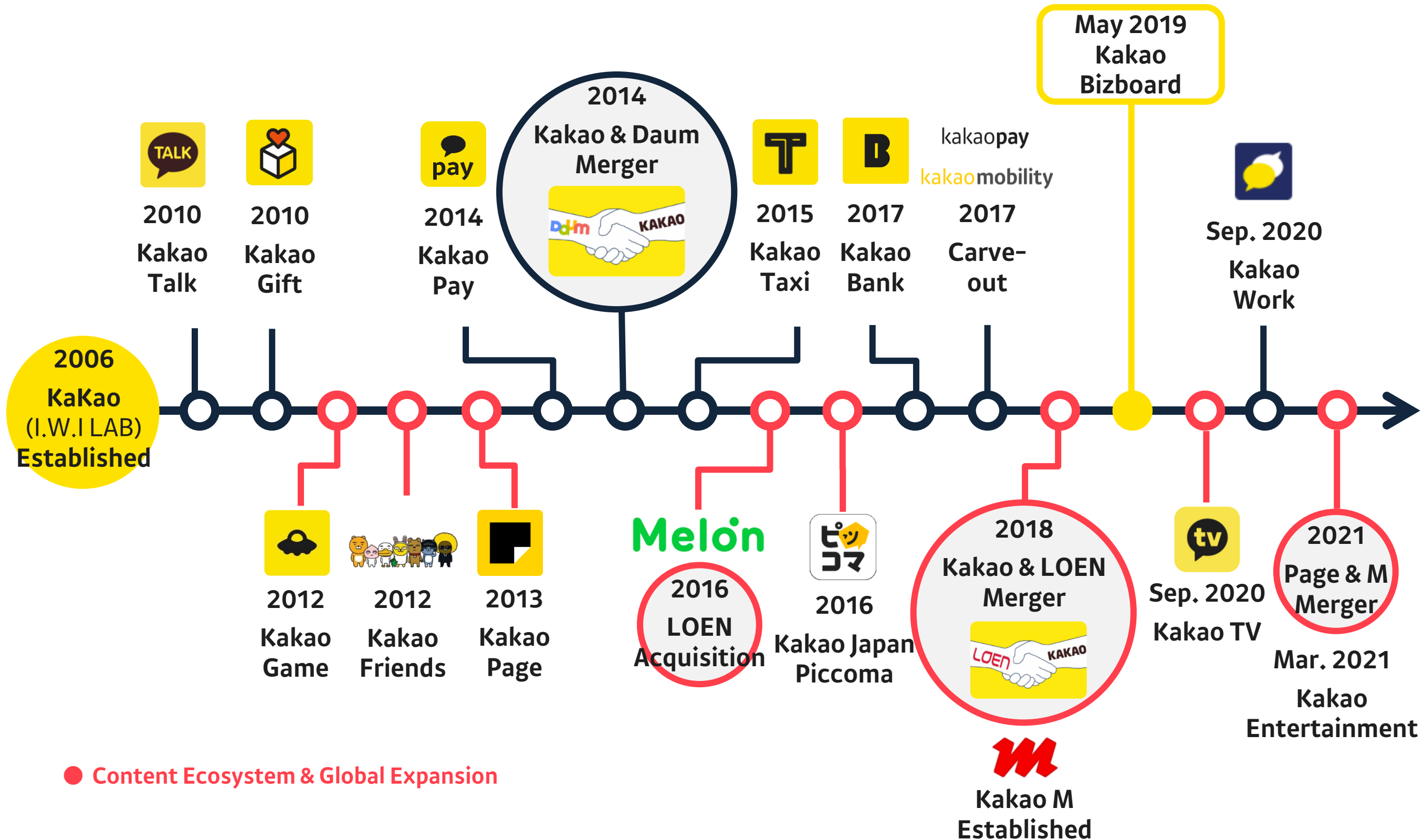
Financial Overview

## **Making a Better World with People and Technology**



# History

● Interactive Business Platform



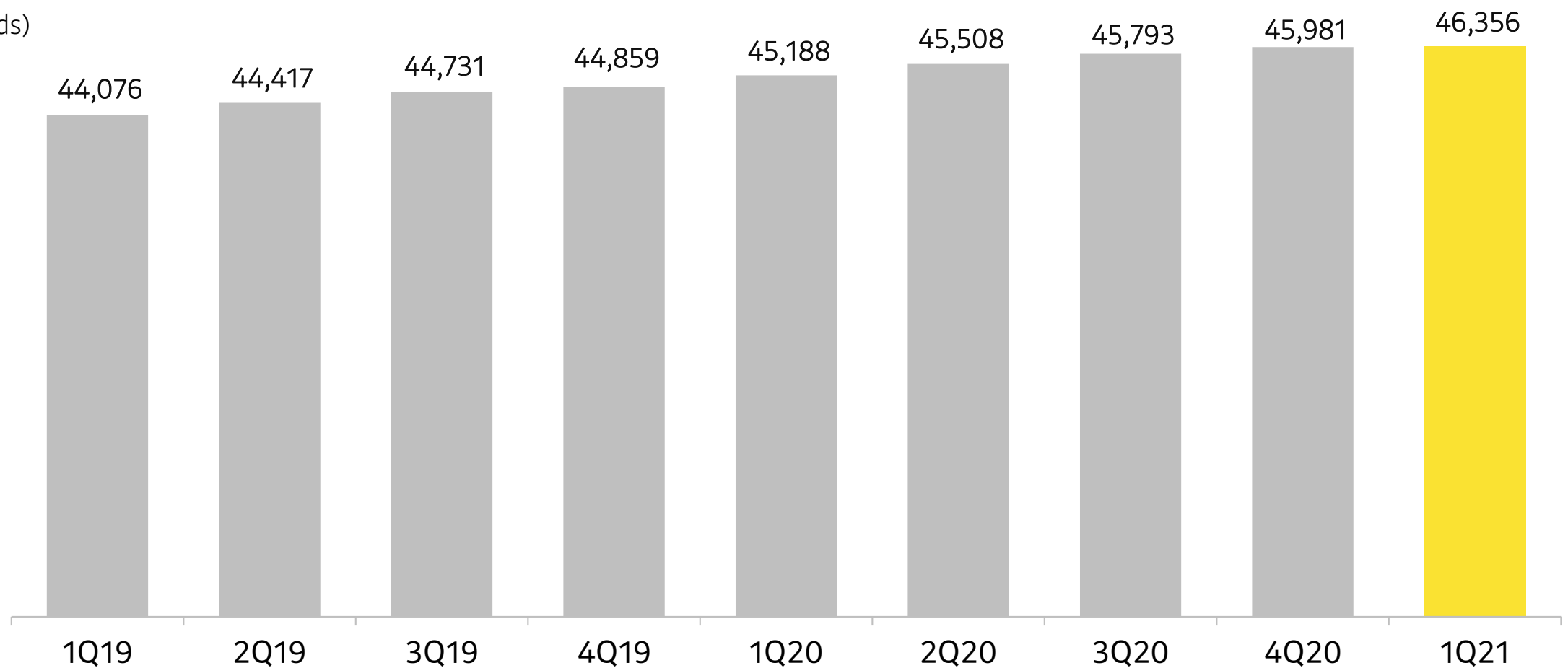
# Undisputed Market Leader

Monthly Active Users in Korea grew by +1.1M YoY, +190K QoQ



## KakaoTalk Monthly Active Users

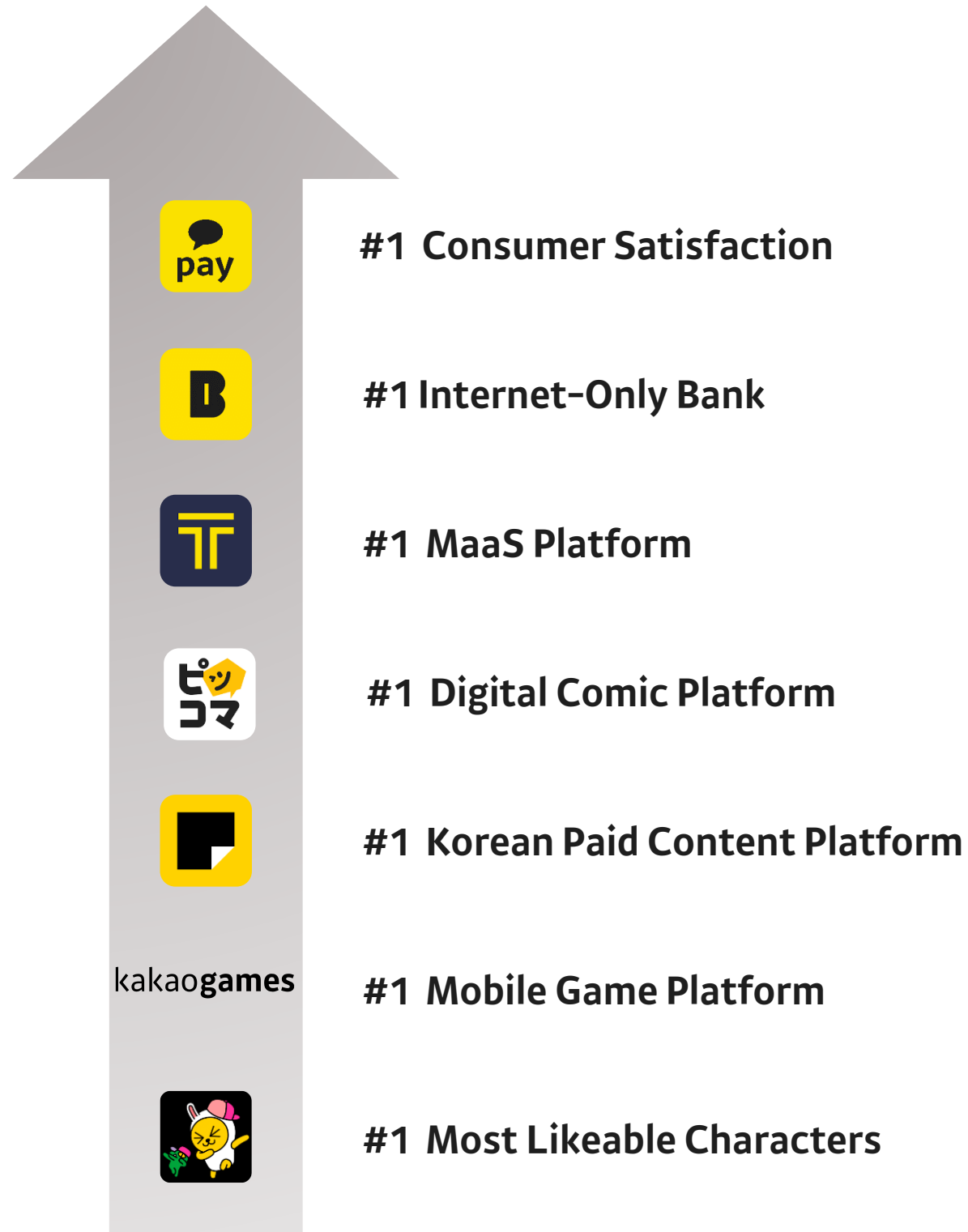
(in thousands)



|        |        |        |        |        |        |        |        |        |        |
|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Korea  | 44,076 | 44,417 | 44,731 | 44,859 | 45,188 | 45,508 | 45,793 | 45,981 | 46,356 |
| Global | 50,548 | 50,882 | 51,374 | 51,495 | 51,768 | 52,133 | 52,299 | 52,223 | 52,976 |

Average of monthly MAUs. Global includes domestic MAUs.

# Repeatable Success Formula



## Unique Success Factors for New Businesses:

- ✓ **Large User Base Encompassing an Entire Nation**
- +
- ✓ **Kakao's Nationwide Following Ensuring Success of New Service Launches**
- +
- ✓ **Unrivalled Access and Insight to User Data**
- +
- ✓ **Minimal User Acquisition Costs**

# Global Strategic Partnerships

Kakao's  
Stake<sup>1)</sup>

Strategic  
Partner

Transaction  
Valuation  
(KRW tn)

Investment  
Amounts  
(KRW bn)



**Kakao Mobility**

63.4%





Apr. 2021

**3.35**

**500**  
Jun. 2017

**219.9**  
Mar. 2021

**56.5**  
Apr. 2021



**Kakao Pay**

56.1%



Jul. 2020

**1.1**

**230**  
Feb. 2017

**115**  
Jul. 2020



**Kakao Games**

45.4%



ACEVILLE



**KRAFTON**

Sep. 2020

**4.6**

Market Cap<sup>2)</sup>

**kakao**  
ENTERTAINMENT

**Kakao Entertainment**

68.5%



**Kakao Page  
(Formerly)**

Jul. 2019

**1.2**

**125**  
Dec. 2016

**24**  
Jul. 2019

**Kakao M  
(Formerly)**

Mar. 2020

**1.6**

**210**  
Mar. 2020



**Kakao Bank**

31.6%




Kookmin Bank




SKYblueLuxury




Dec. 2020

**8.8**

**250**  
Nov. 2020

**750**  
Dec. 2020

1) Latest filings, 2) Market cap at close of listing date

# Company Management

## Kakao Founder & Chairman



**Brian Kim**  
“Korean Web Pioneer”  
By Forbes Asia

## Kakao CEO



Mason Yeo



Sean Joh

## Key Subsidiaries

**1998** Founder & CEO



One of the first online game portals globally  
\* Merged with NAVER (in 2000)

**2001** CEO



#1 Search portal in Korea

**2009** Founder & Chairman



#1 Mobile messaging app company in Korea  
\*Merged with Daum (in 2014)

**Kakao Games**



Nkay Namkoong



Leo Cho

**Kakao Mobility**



Alex Ryu

**Kakao Pay**



Alex Ryu

**Kakao Entertainment**



Joy Lee



Stephan Kim

**Kakao Japan**



Jay Kim

**Kakao Enterprise**



Andrew Beak

Kakao Ecosystem

**Kakao Business**

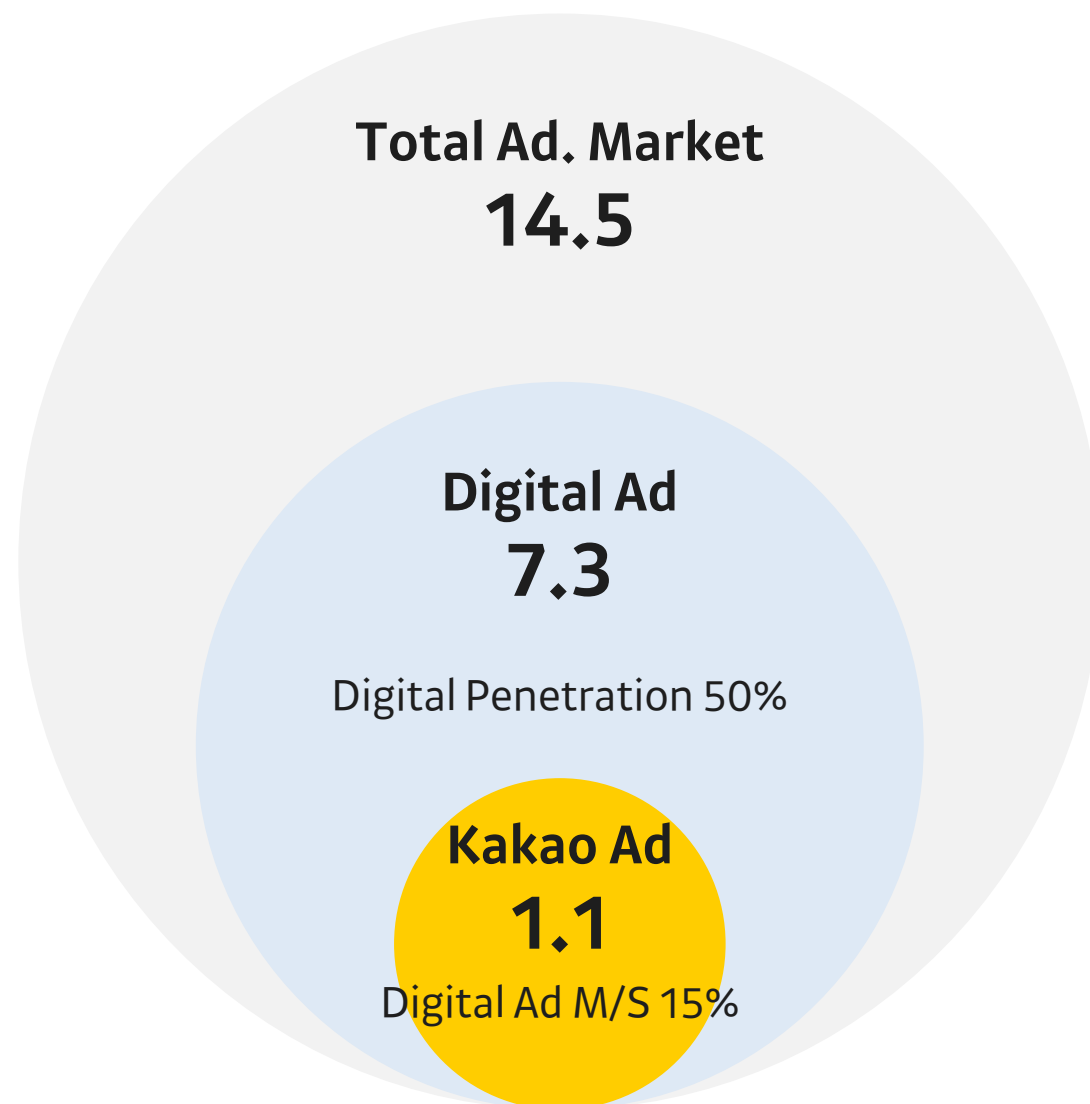
Financial Overview

# Paradigm Shift in Advertising Industry

## Significant Growth Opportunity in Kakao Talk as a Biz Platform

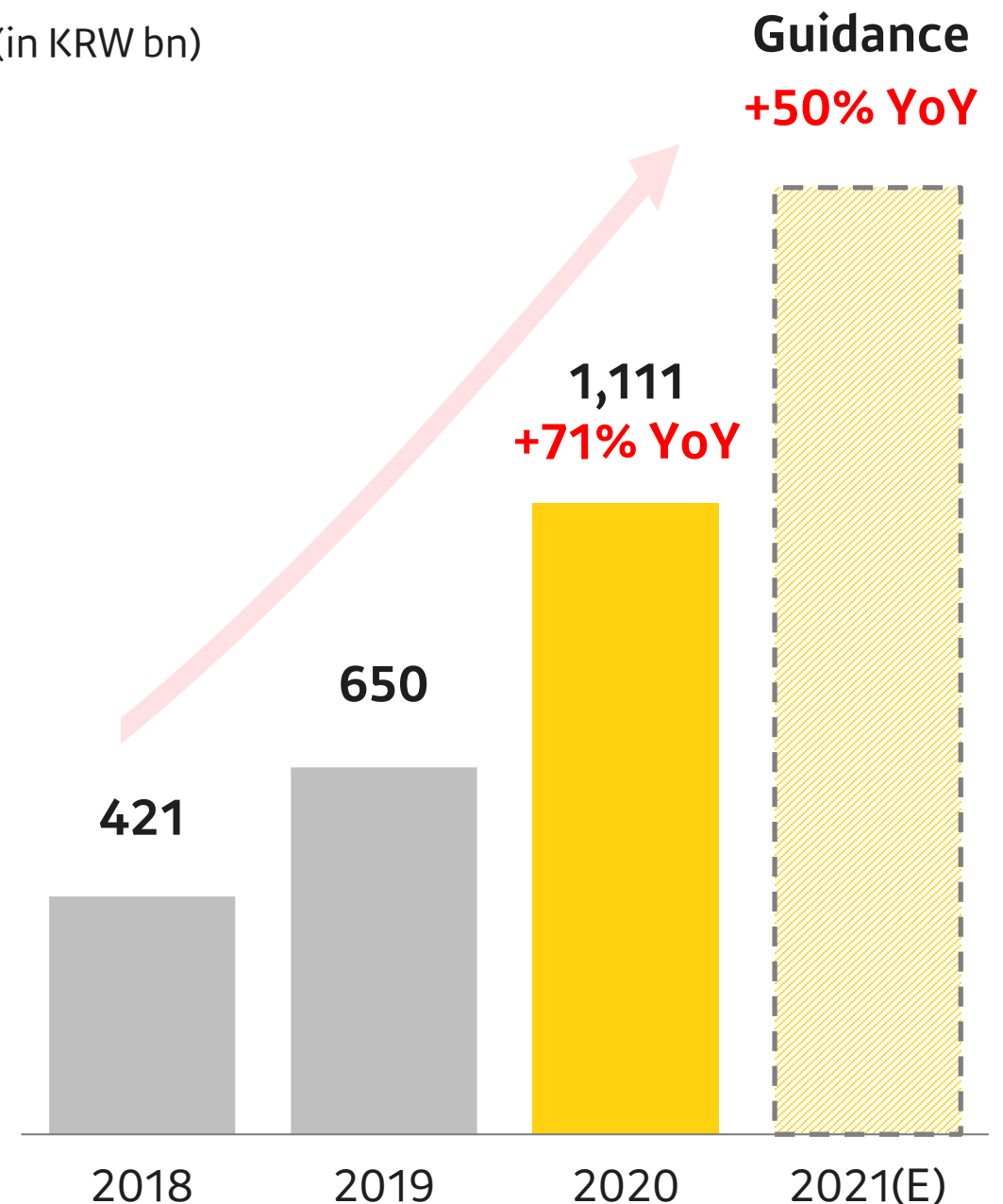
### Ad Market Size (2020)

(in KRW tn)



### Talk Biz Revenue

(in KRW bn)

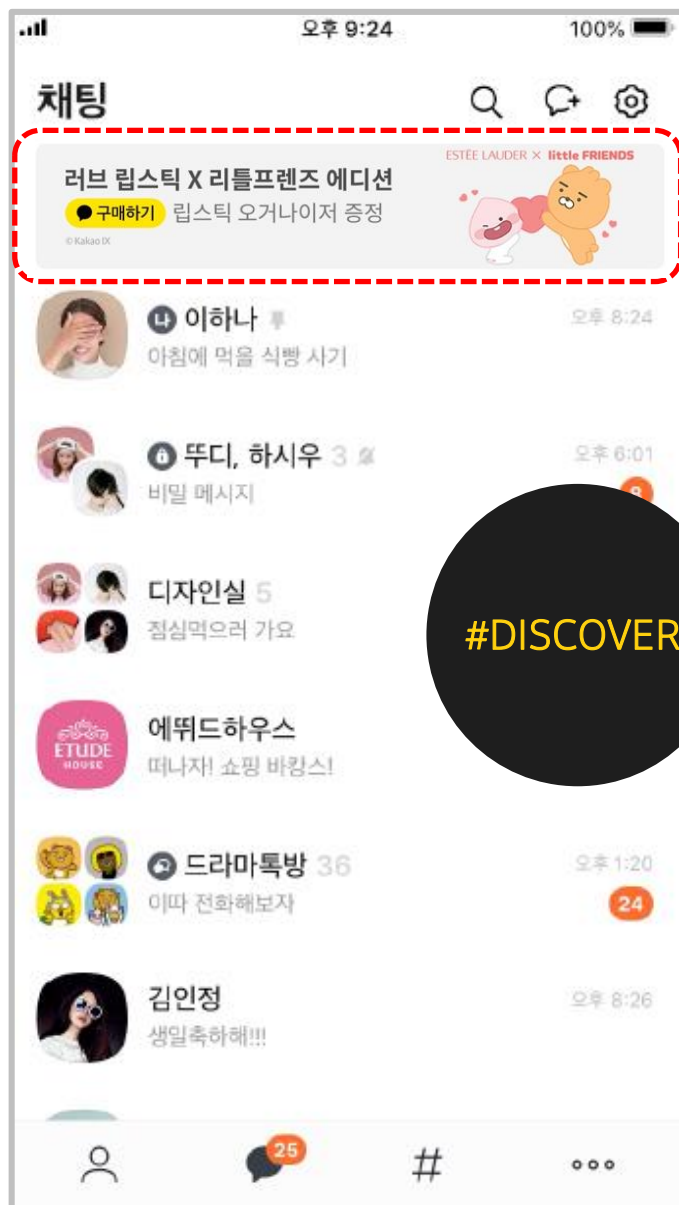


1) Kakao Ad includes Talk biz advertising and Portal Biz Revenue in FY2019

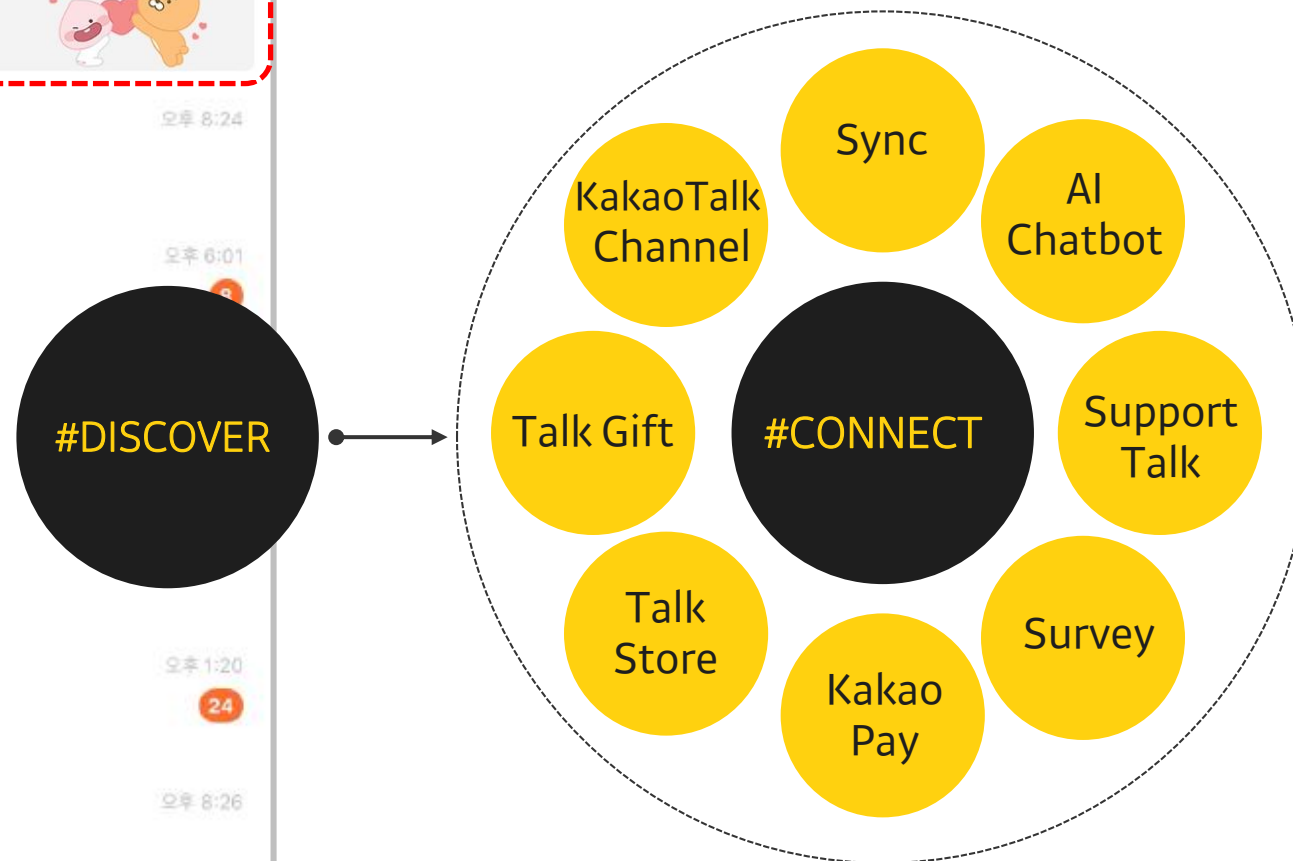
# Talk Biz Advertising(Kakao Bizboard)

New Innovative Way to Connect 46 million Mega Traffic

Chat list tab is where users spend the most time



Users can get recommendations of their interests



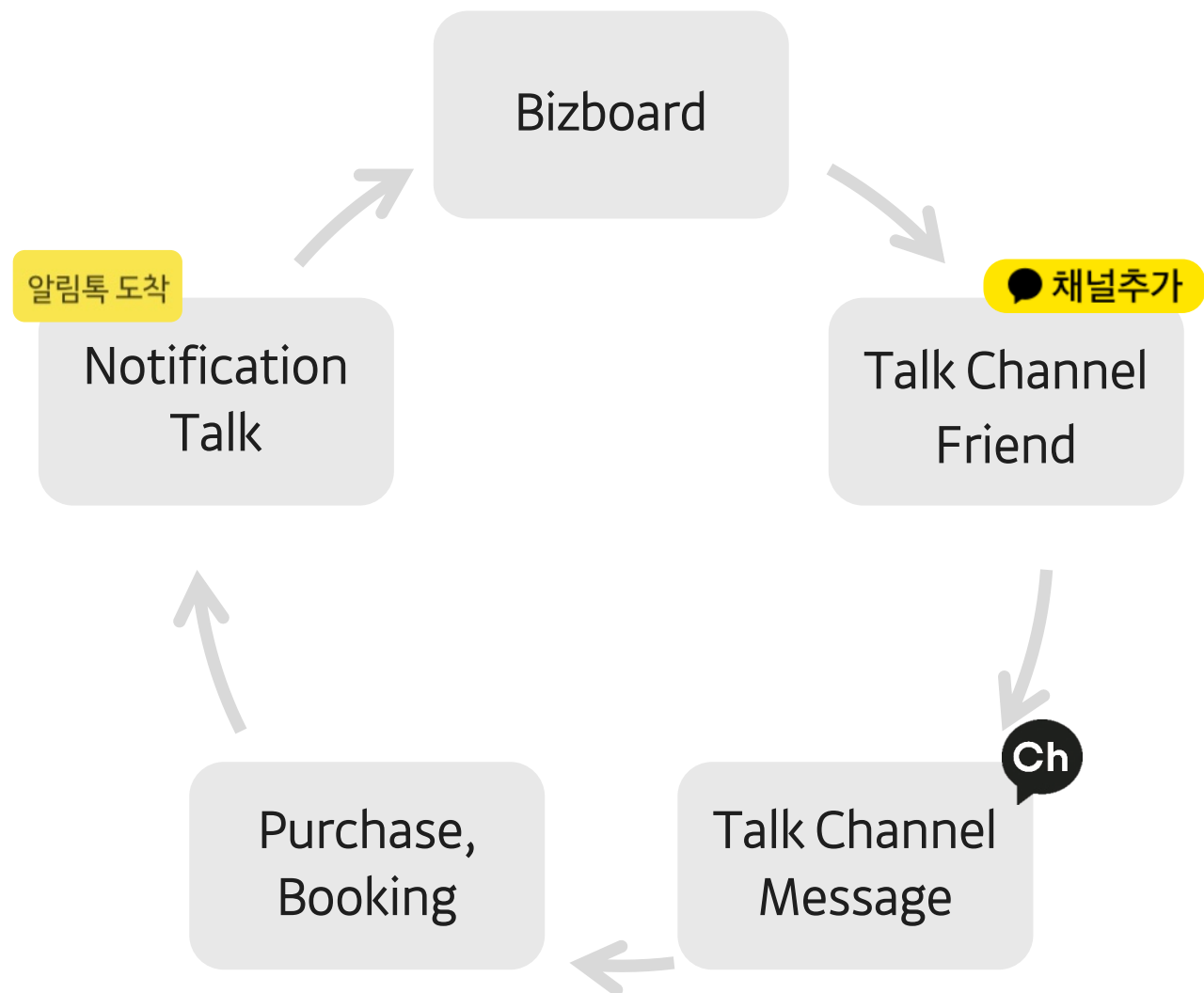
Users may fulfill any actions that wish to take



# Talk Biz Advertising(Message Ad)

## Virtuous cycle with Bizboard, KakaoTalk Channel and Notification Talk

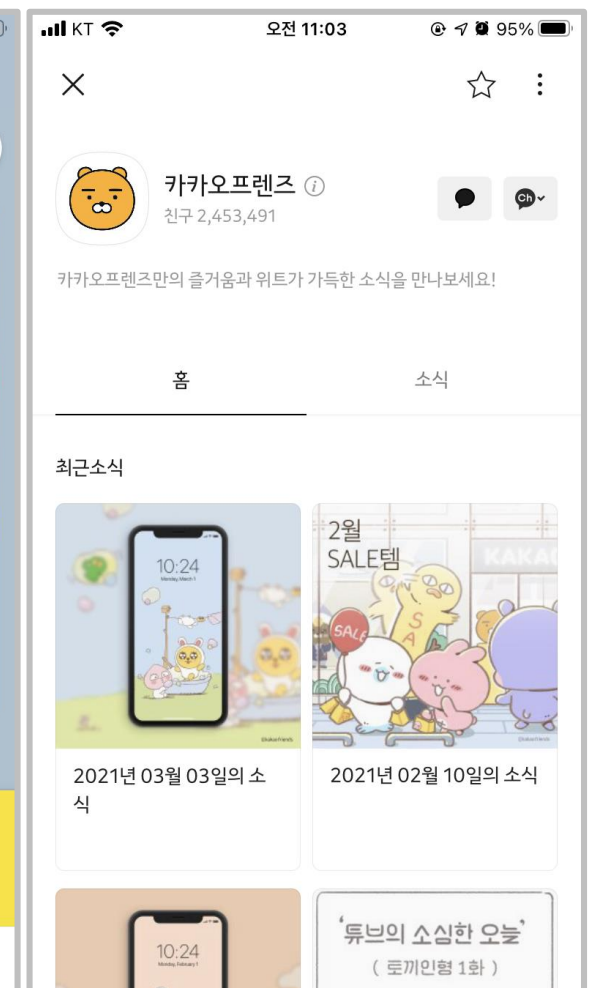
The virtuous cycle established with bizboard



The mandatory destination for customer management



KakaoTalk channel message ad



KakaoTalk channel home

## From Leveraging the Social Graph to any Talk-based Transactions

### kakaocommerce Key indices

**58% YoY**  
Total Commerce  
GMV

**54% YoY**  
Talk Gift GMV

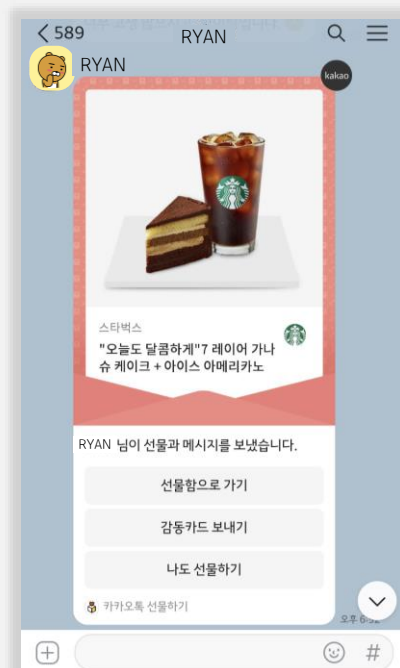
Delivery goods  
74% YoY

**2 x YoY**  
Talk Store GMV

**79% YoY**  
Makers GMV

Marketing place for  
newly launched  
products

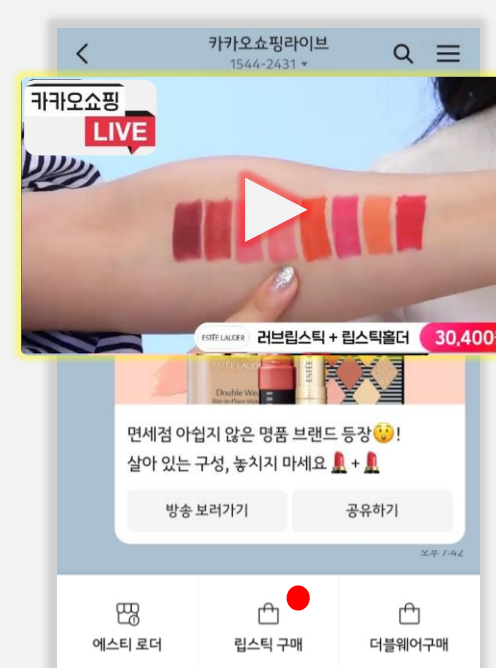
#### Gift



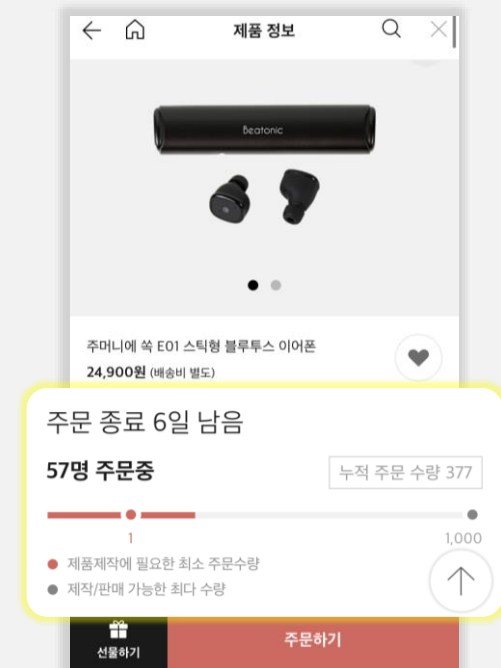
#### Talk Store > Talk Deal



#### Talk Store > Live Commerce



#### Makers (Made-to-order Platform)



## MaaS Platform with All-Inclusive Transportation Needs



### Kakao T Key Indices

**28mn**

Registered  
Users

Largest # of users

**14.72mn**

Credit Card  
Registrants

Ready to pay users

**21,000**

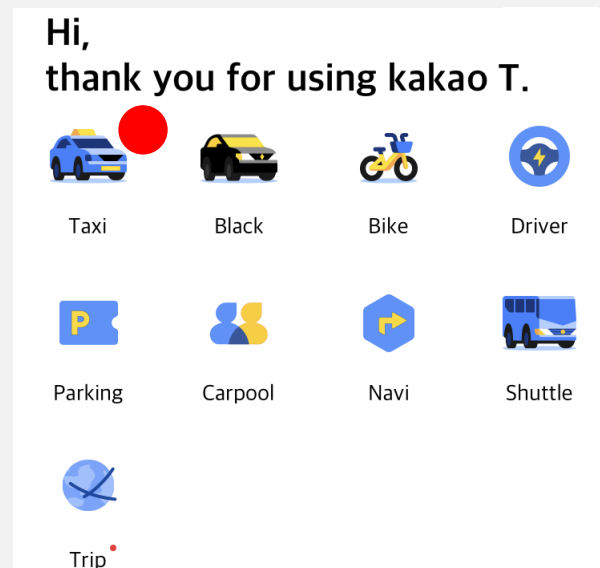
Kakao T Bule  
Fleet

**2 x YoY**

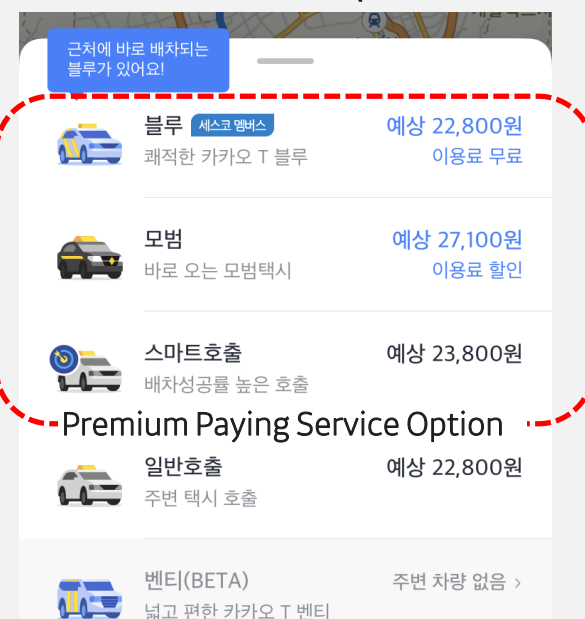
1Q21  
Revenue

Kakao corp  
consolidated revenue

### Kakao T Application



### Taxi Service Option



### Revolutionizing into a Service Meeting All Types of Mobility Demands



## No.1 All-Encompassing Daily Financial Platform



### Kakao Pay Key Indices

**36mn**

Accumulated  
Members

**4mn+**

Brokerage  
Accounts

Cumulative Investors  
1.6mn+

**W22.8tn**

1Q21 GMV

W67 tn FY2020  
W100 tn FY2021 Target

**127% YoY**

Non-transfer  
GMV

On/offline Payment,  
Loan channeling,  
Investment

#### Pay Money Upgrade

**Prepaid  
Top-up BM**

Non-Benefit  
for Deposit

Limit on Balance

Limited Scope of  
Financial Service

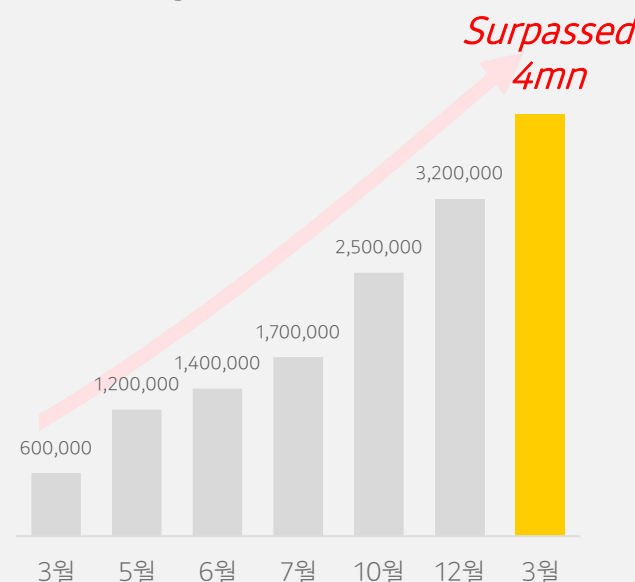
**Real Name  
Account**

Interest Benefit

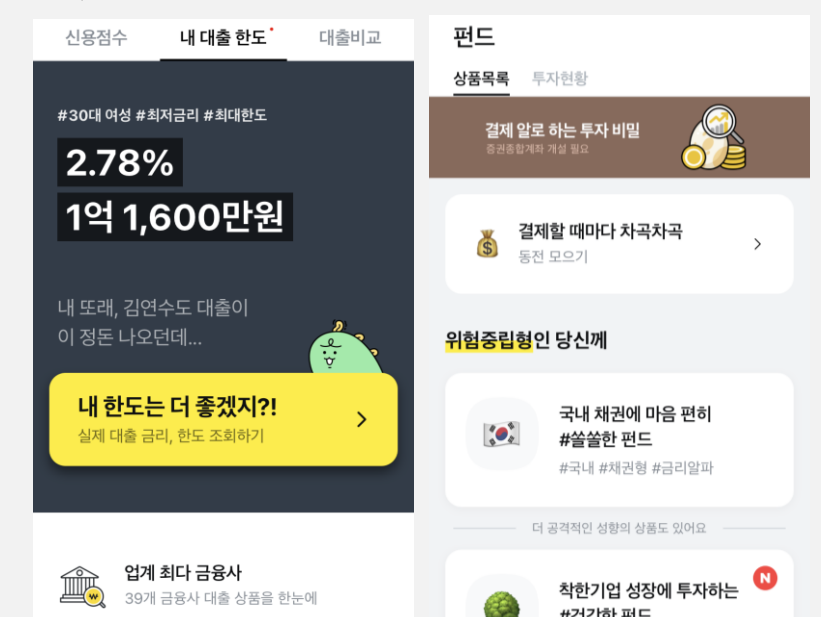
Equivalent to  
Brokerage Account

Diversified Financial  
Products

#### 4mn+ Real-name Based Brokerage Accounts Opened



#### Solid revenue growth thanks to payment and financial service expansion



## B2B Business Expansion with Differentiated AI Technology

### kakaoenterprise Key Services



Integrated Enterprise Platform



Business Service Platform



Kakao i Engine  
Kakao i Home



10 Years of Accumulated Know-hows



Industry Insight based Data

### Integrated Business Platform 'Kakao Work' Pre-launch Sep. 16<sup>th</sup> 2020 ► Paid Membership Launch in 2021

kakao

work

멤버

채팅

할 일

Bot

방금

바르가기

더보기

조직도

알림

설정

멤버

윤주은

과장 / 디자인팀

즐거찾기

사업팀 15

서하준

대리 / 인사팀

박서윤

팀장 / 사업팀

최재우

사원 / 경영지원팀

정유진

과장 / 인사팀

FREE

0원

E3 시스템이 기본 적용된 업무메신저와 전자결재, 근태관리를 무료로 사용할 수 있습니다.

공용 저장공간

5GB

STANDARD

6,500원

/1인

멤버당 10GB의 공용 저장공간과 함께 SLA가 보장되는 카카오휴를 광고 없이 사용할 수 있습니다.

공용 저장공간

10GB

/1인

PREMIUM

9,900원

/1인

멤버당 20GB의 공용 저장공간과 함께 높은 수준의 관리기능을 사용할 수 있습니다.

공용 저장공간

20GB

/1인

ENTERPRISE

15,900원

/1인

멤버당 1TB의 공용 저장공간과 함께 차이나이즈를 통해 최고 수준의 보안을 설정할 수 있습니다.

공용 저장공간

1TB

/1인

</

### Core Strength



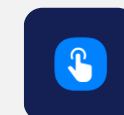
Combination of Brand Power and Expertise



Integrated Biz Platform based on Messenger Service



Integration of AI and Search Technology



Secure Cloud Environment

## # 1 Digital Music Platform with Unparalleled Market Presence



### Melon Key Indices

**5mn+**  
Paying  
Subscribers

Dominant Traffic

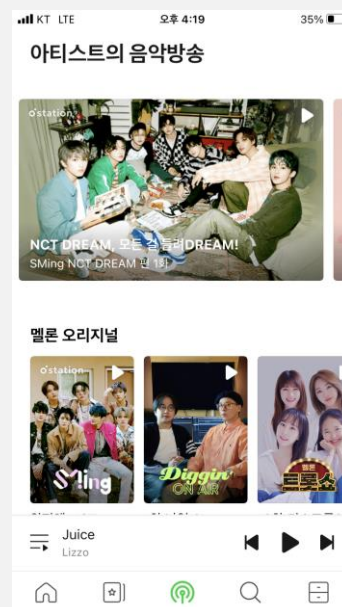
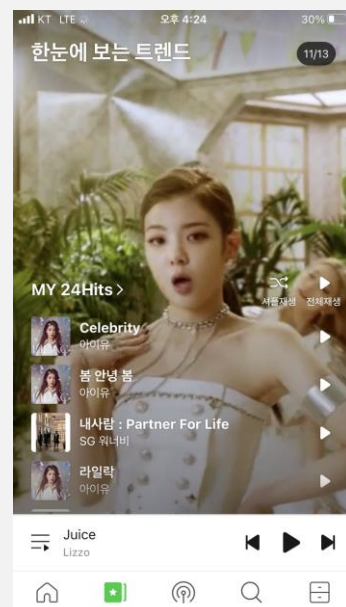
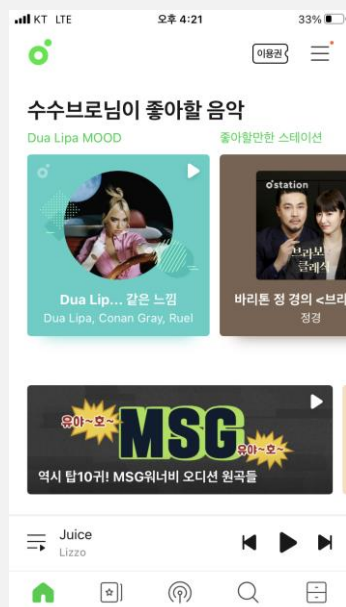
**40mn+**  
Song Library

Largest Music Content

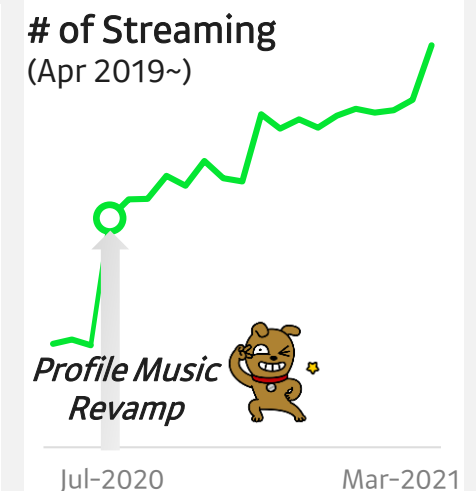
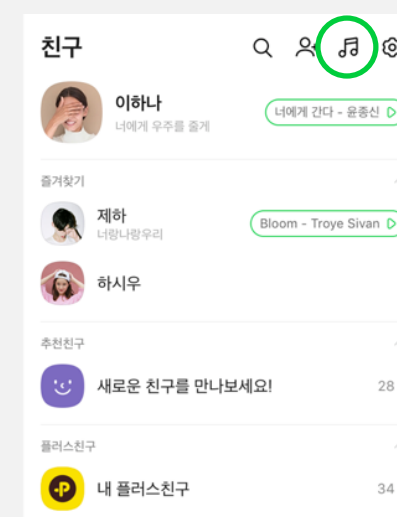
**110mn+**  
Playlists

More Personalized &  
Customized Functions

### Offering Customized Play List and Trendy Audio Contents



### Increased Streaming Trend through Talk Music



Multi-Platform Game Company Encompassing PC and mobile



Game Key Indices

1,100+  
Publishing

No.1 Mobile Game Platform

No.1  
Publisher

16mn+  
Monthly Users

Development  
Capability

In-house game development  
from casual to  
hard-core genre (XL Games)

Global  
Potential

Going Global  
Leveraging Proven IPs

Major Game Line-up

MOBILE

Princess connect!  
Re:diver

Guardian  
Tales

ODIN  
2Q21(E)

PC

PUBG

POE

ELYON

Title line-up to be released after 2Q21

|    | Title                           | Genre               |    | Title                          | Genre           |
|----|---------------------------------|---------------------|----|--------------------------------|-----------------|
| 2Q | Odin: Valhalla Rising           | MMORPG              | 4Q | Elyon (Global)                 | MMORPG          |
|    | Moonlight Sculptor (Global)     | MMORPG              |    | Odin: Valhalla Rising (Global) | MMORPG          |
|    | Friends Party Golf              | Casual              |    | Soul Artifact (temporary name) | Collectible RPG |
| 3Q | Eternal Return: Black Survival  | Battle Royale +MOBA |    | Dysterra                       | Survival FPS    |
|    | World Flipper                   | Pinball Action      |    | Project King (temporary name)  | Puzzle          |
|    | Kakaopage Play (temporary name) | Story               |    |                                |                 |

# Paid Content (Web Literature)

## Growth through Innovative Business Model and Original IPs



### Paid Content Key Indices

**W152.1bn**

Piccoma  
Platform GMV

181% YoY

**W167.2bn**

Kakao Page  
Total GMV

GMV including  
IP distribution

**Global No.1**

Comic App

In revenue size  
for Piccoma

**Piccoma 1tn**

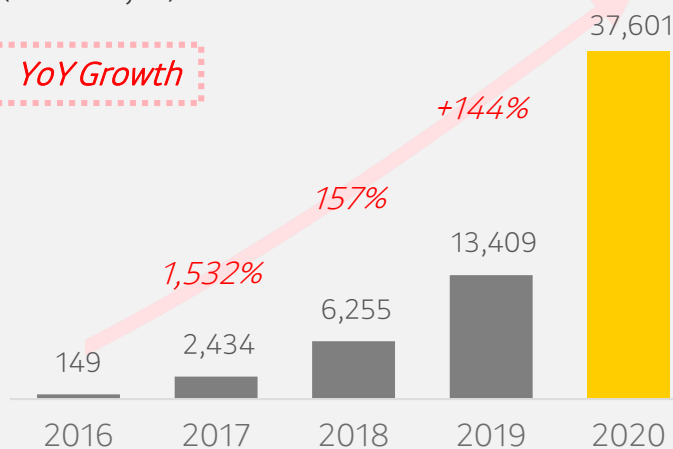
**Page 0.7tn**

FY2021 GMV Target  
Page GMV including  
IP distribution

Piccoma's accelerating growth  
from proven story IPs and unique business model

(Unit: mn JPY)

YoY Growth



Piccoma GMV Trend



Globally popular webtoon  
<Only I Level Up>

Augmented IP value of Kakao Page  
with virtuous cycle of contents



Drama based on Daum  
Webtoon  
<Itaewon Class>

## Transforming into a Leading Global Content Provider

### Kakao M Key Indices

**No.1**  
Music  
Distribution

Stable Cash Flow

**30mn+**  
1theK  
Subscriber

No.1 K-pop  
YouTube Channel

**90+**  
Musician

4 Music Labels

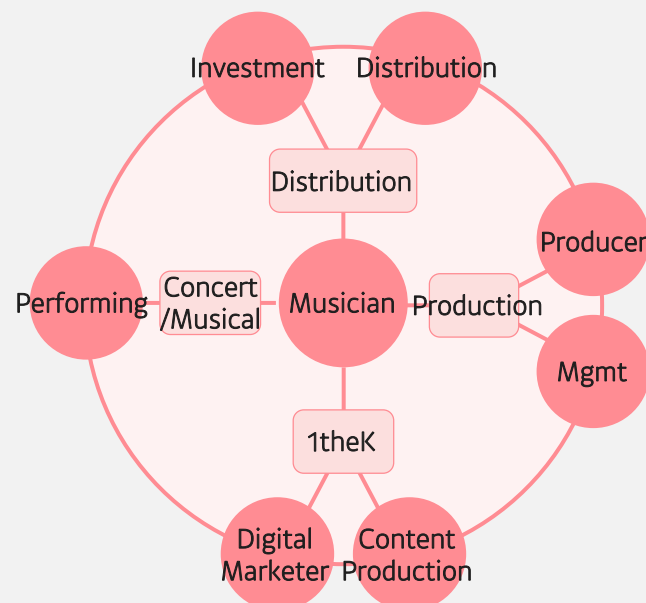
**150+**  
Actors &  
Actresses

Korea's Largest  
Talent Pool

**240+**  
Digital  
Contents

Accumulated original titles  
in 3 years

#### Music Business Portfolio



#### Content Production Capability

##### Talent Pool

Competitive  
casting power

##### Production

Mega Monster,  
in-house  
production studio

##### Story IP

Original IPs from  
Kakao Page and  
Piccoma

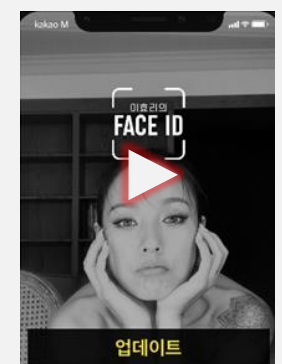
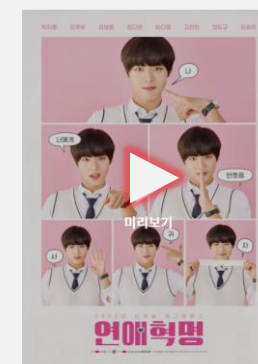
##### Key Creator

Top-notch  
producers with  
the expertise

#### Kakao TV Original Contents

Leveraging  
KakaoTalk channel,  
Notification talk, #tab

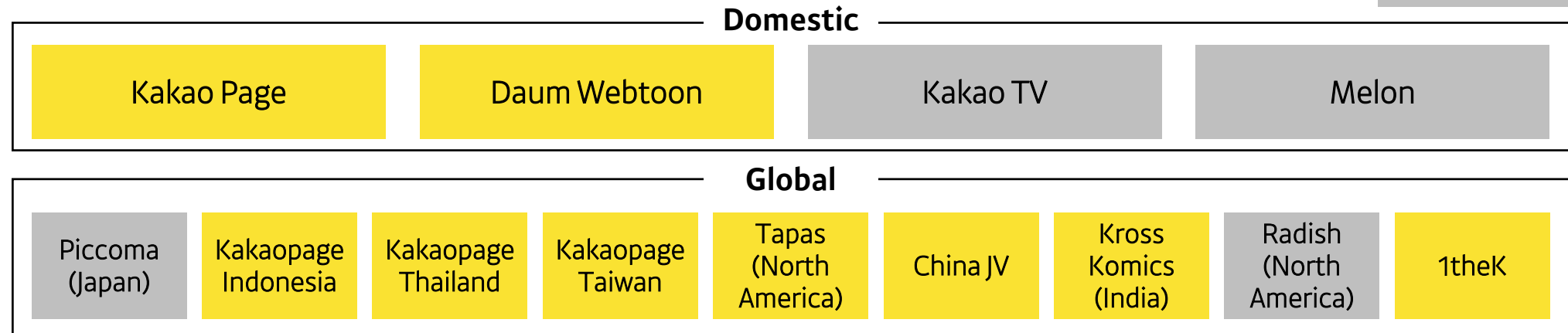
55 Digital Original Content  
(FY2021 Target)  
W300bn investment till 2023



# Kakao Entertainment | Big Bang of Value-chain

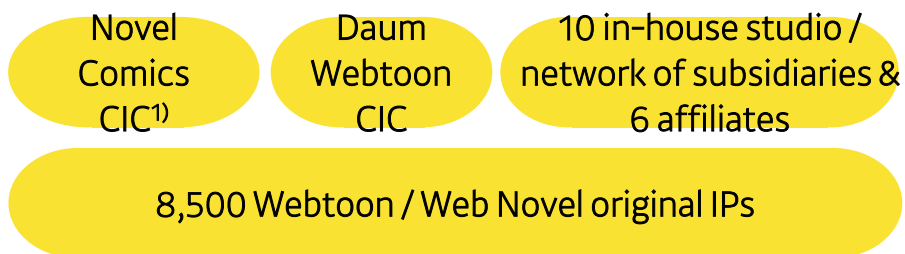
Subsidiary/In-house  
Affiliate/Outsourcing

## Platform Network (13)

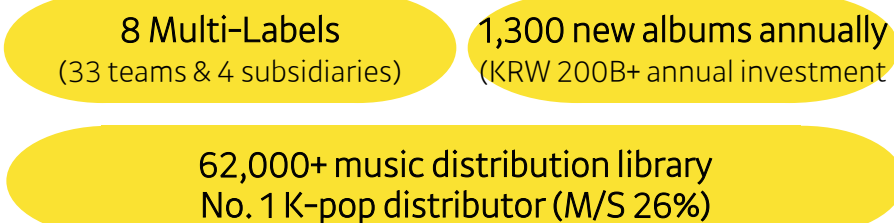


## Original Story

### IP Asset, Production Company



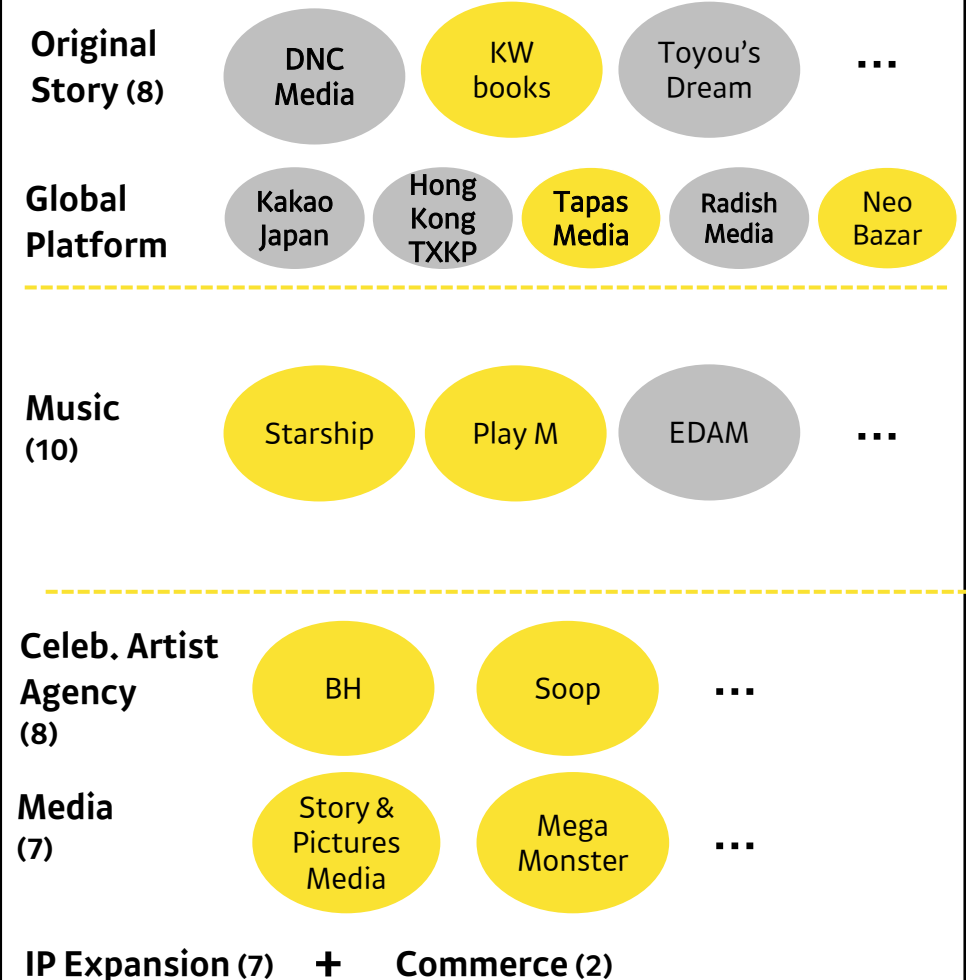
## Music



## Media



### Invested / Affiliates Network (53)



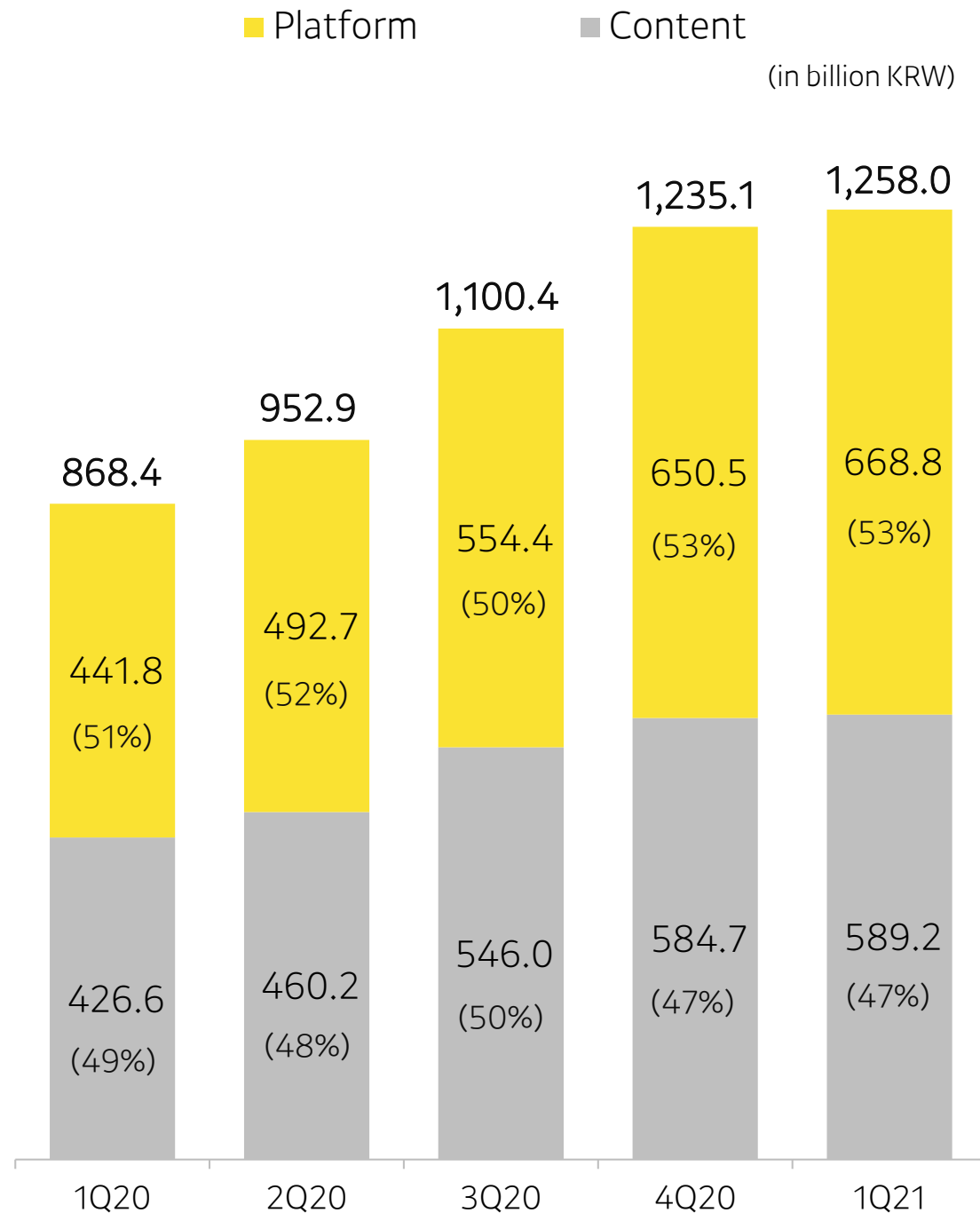
1) CIC : Company in Company  
2) CMM : Celebrity-owned Media Management

Kakao Ecosystem  
Kakao Business  
**Financial Overview**

# Revenue

Q1 Revenue YoY +45% / QoQ +2%

Mix - Platform 53% : Content 47%



| Revenue Breakdown |                        |                                                                                                              |
|-------------------|------------------------|--------------------------------------------------------------------------------------------------------------|
| Platform          | Talk Biz               | KakaoTalk Ad (Bizboard, Talk Channel, Emoticon, etc.)<br>Talk Commerce (Talk Gift, Talk Store, Makers, etc.) |
|                   | Portal Biz             | Daum PC Daum Mobile<br>Kakao Story/Style/Page<br>Other Subsidiaries' Ad                                      |
|                   | New Biz                | Mobility Pay Enterprise<br>Misc. (Other Subsidiaries)                                                        |
|                   | Game                   | Mobile PC Kakao VX                                                                                           |
| Content           | Music                  | Melon Digital music distribution<br>Kakao Music Ticket                                                       |
|                   | Paid Content           | Kakao Page Daum Webtoon<br>Piccoma                                                                           |
|                   | IP Business and Others | Kakao Friends<br>Kakao M (Excluding digital music distribution)                                              |

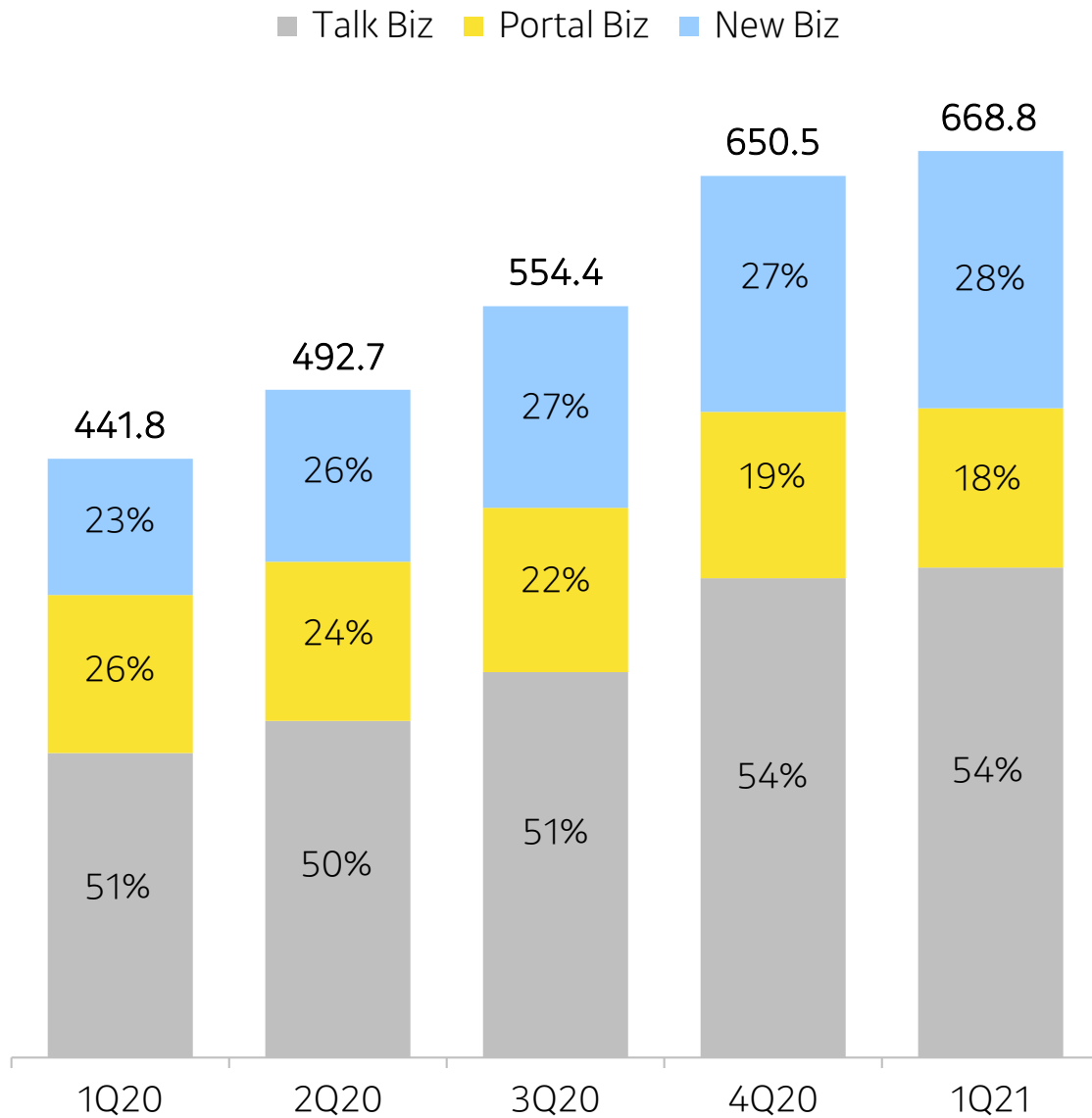
# Platform / Content

Platform YoY +51% / QoQ +3%

Content YoY +38% / QoQ +1%

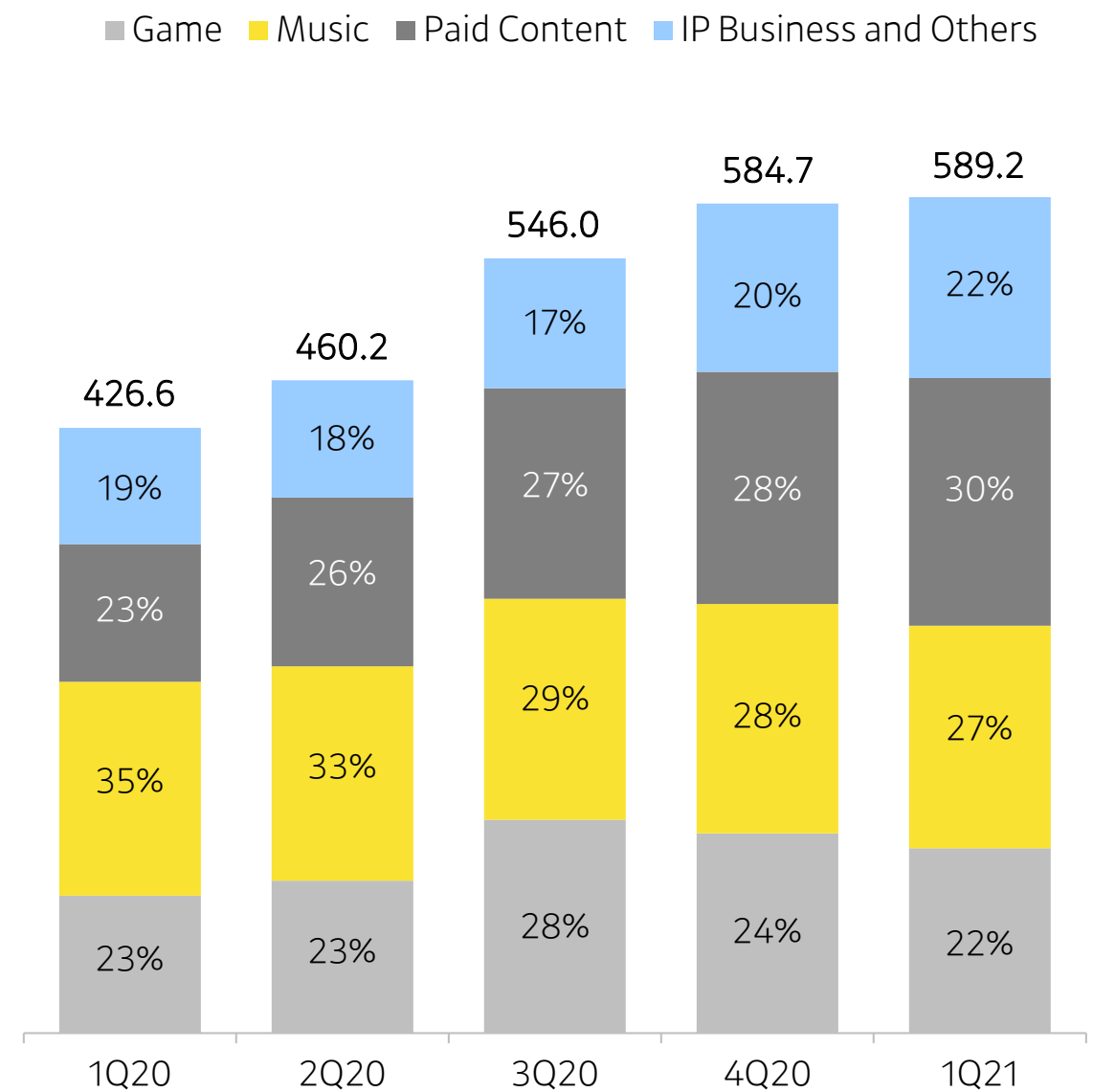
## Platform

(in billion KRW)



## Content

(in billion KRW)



Platform | **Talk Biz** **Portal Biz** **New Biz**

Talk Biz YoY +61% / QoQ +2%

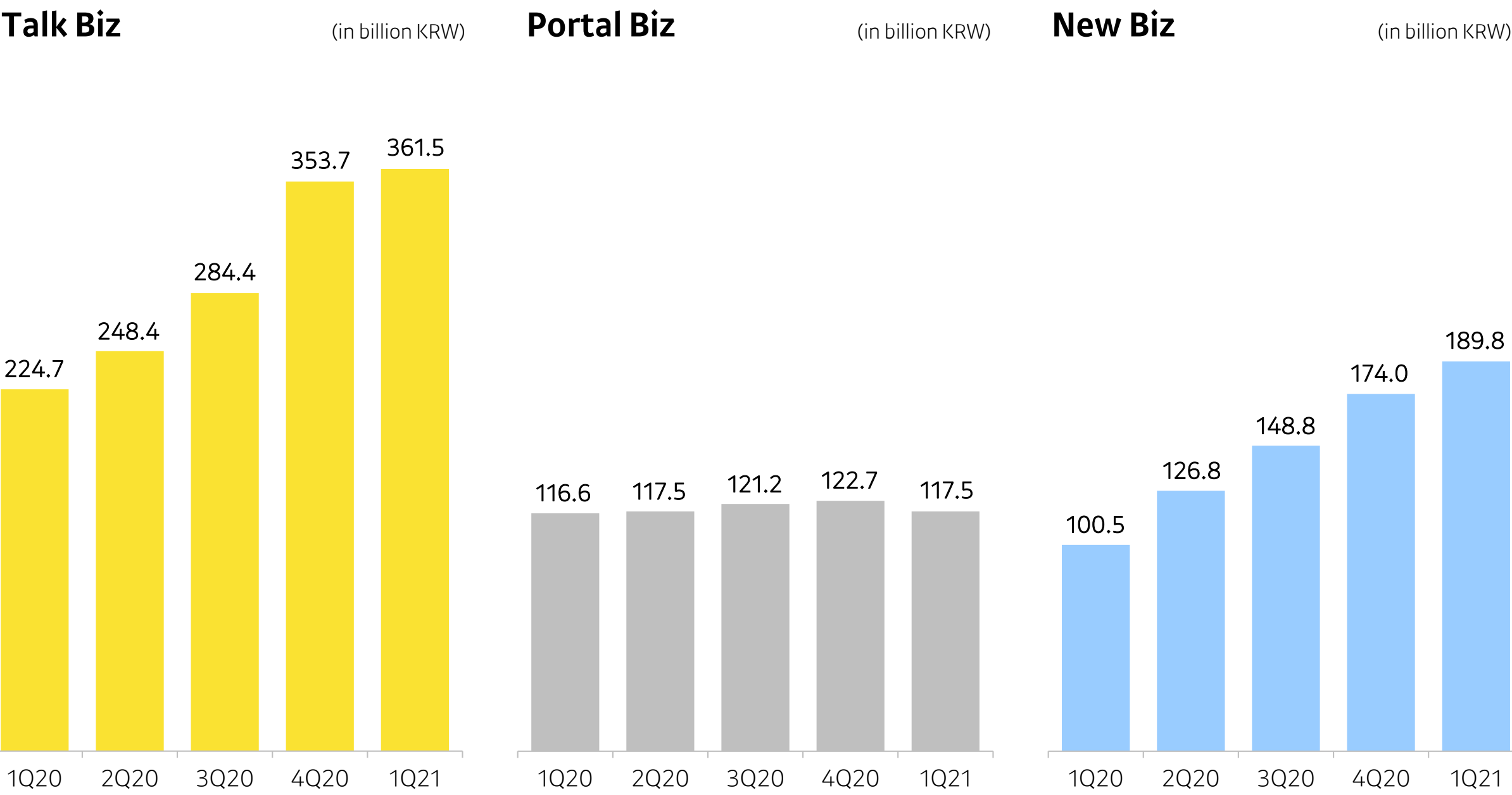
Portal Biz YoY +1% / QoQ -4%

New Biz YoY +89% / QoQ +9%

Growth of message ad. partially offsetting off-peak seasonality of Advertisement segment and GMV growth across the commerce platform

On quarter decline due to weak seasonality

T-blue franchise expansion of Mobility, and growth of payment and financial service segments of Pay



# Content | Game Music

Game YoY +35% / QoQ -7%

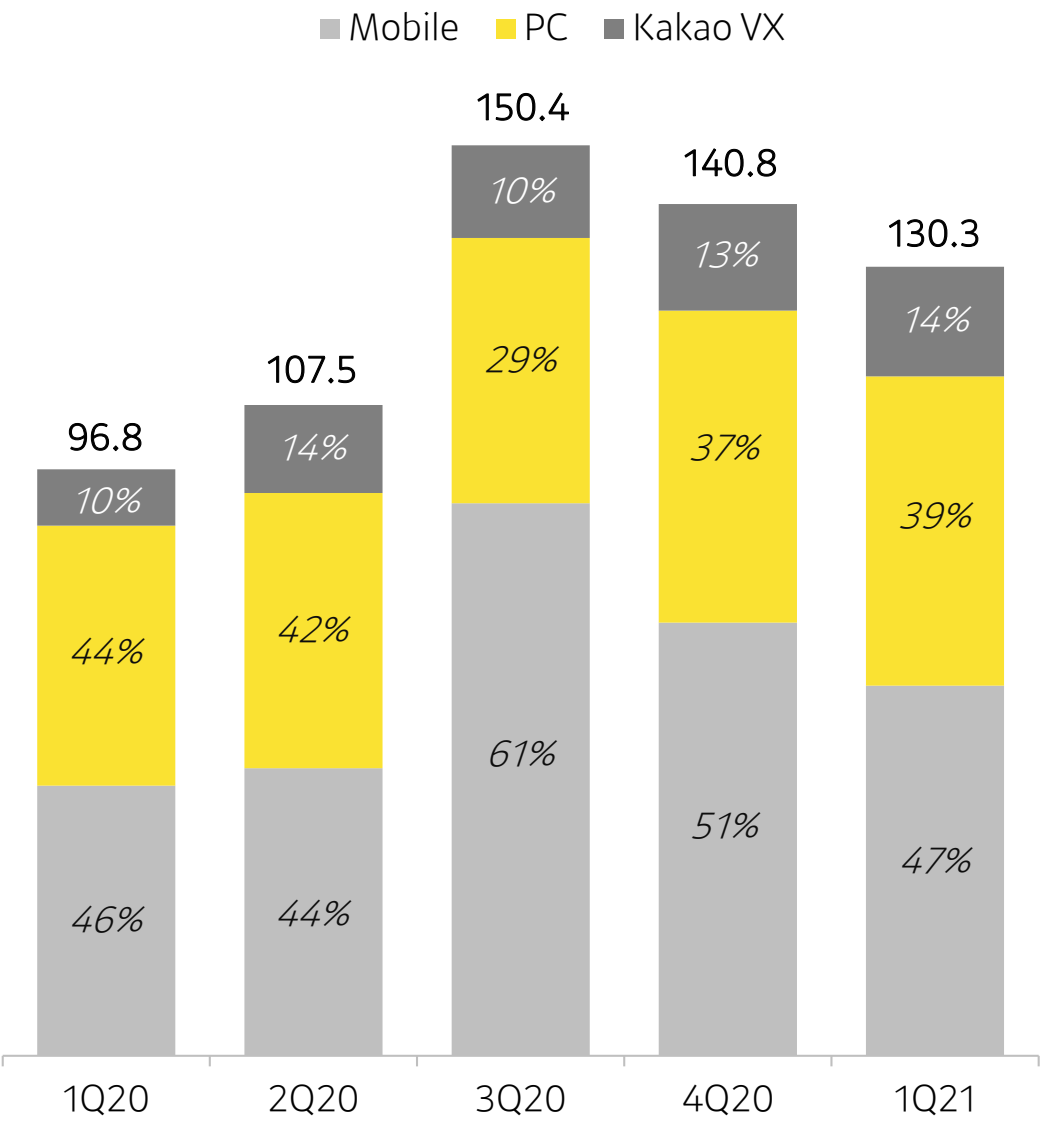
Music YoY +4% / QoQ -3%

On-year growth thanks to revenue stabilization of new game 'Elyon', outweighing overseas service termination of 'Black Desert'

Steady revenue trend with solid paying user base of more than 5 million

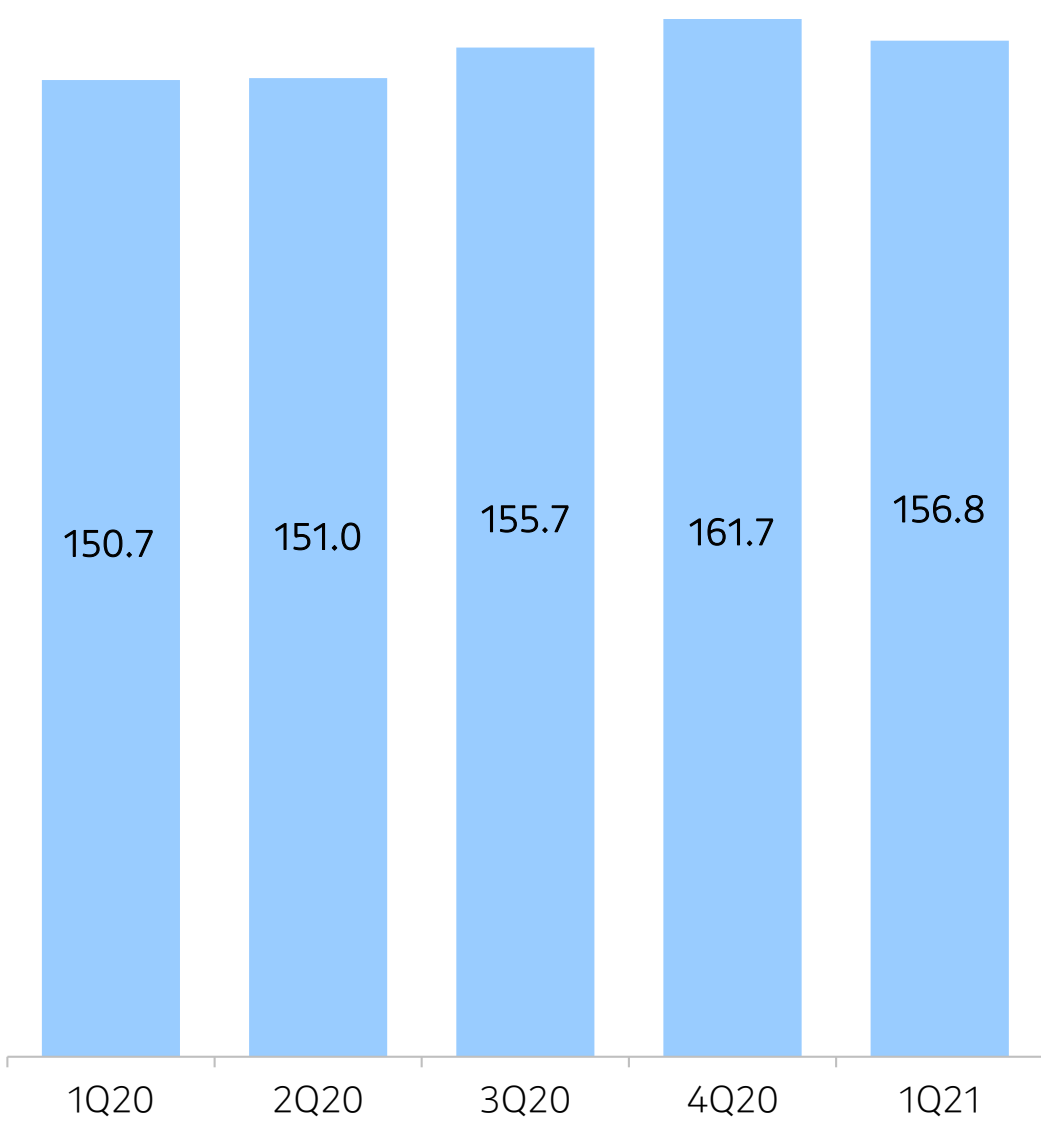
## Game

(in billion KRW)



## Music

(in billion KRW)



# Content | Paid Content IP Business and Others

Paid Content YoY +80% / QoQ +7%

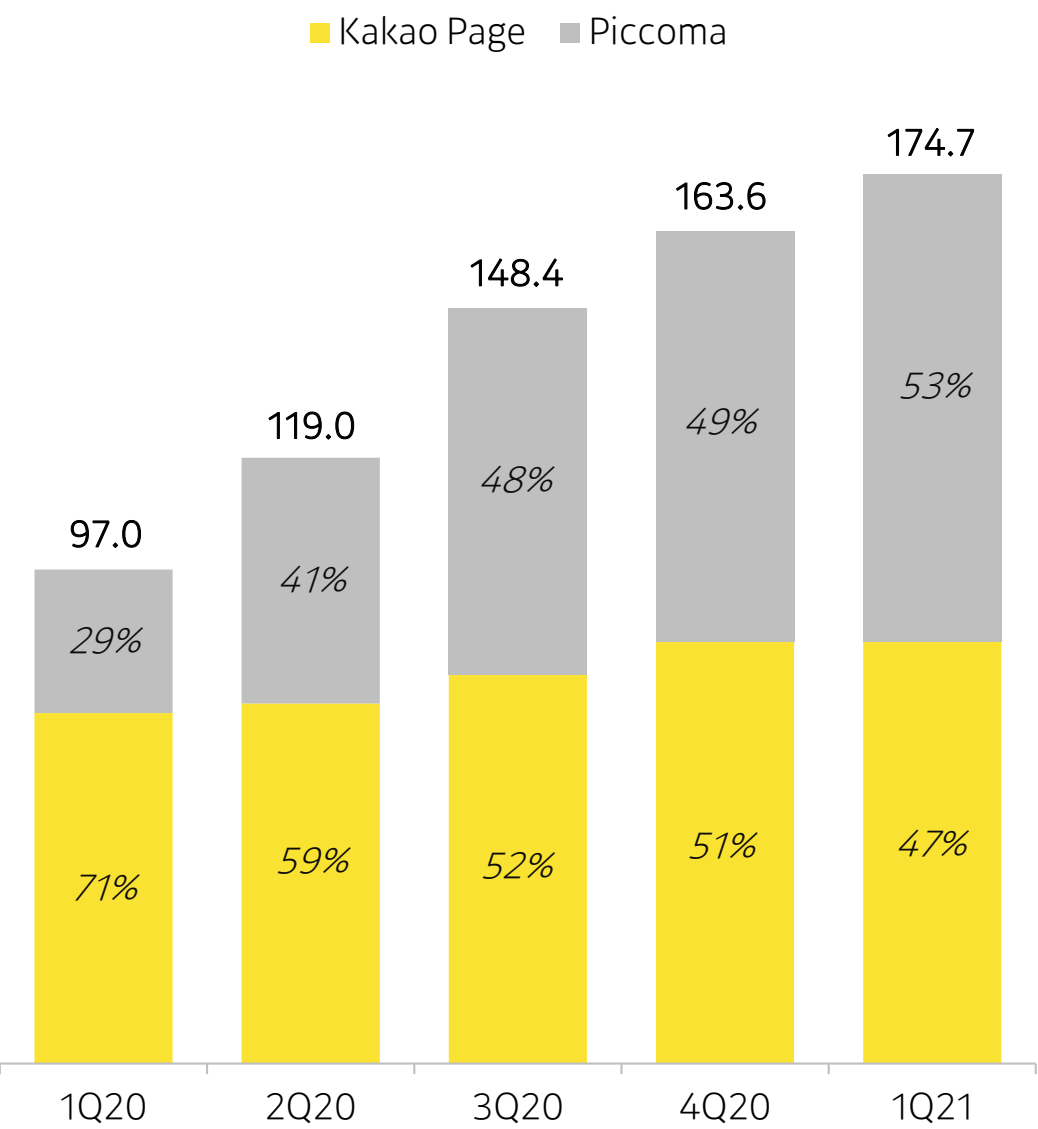
└ Kakao Page +20% (y) / -0.1% (q), Piccoma +226% (y) / +14% (q)

IP Biz and Others YoY +55% / QoQ +7%

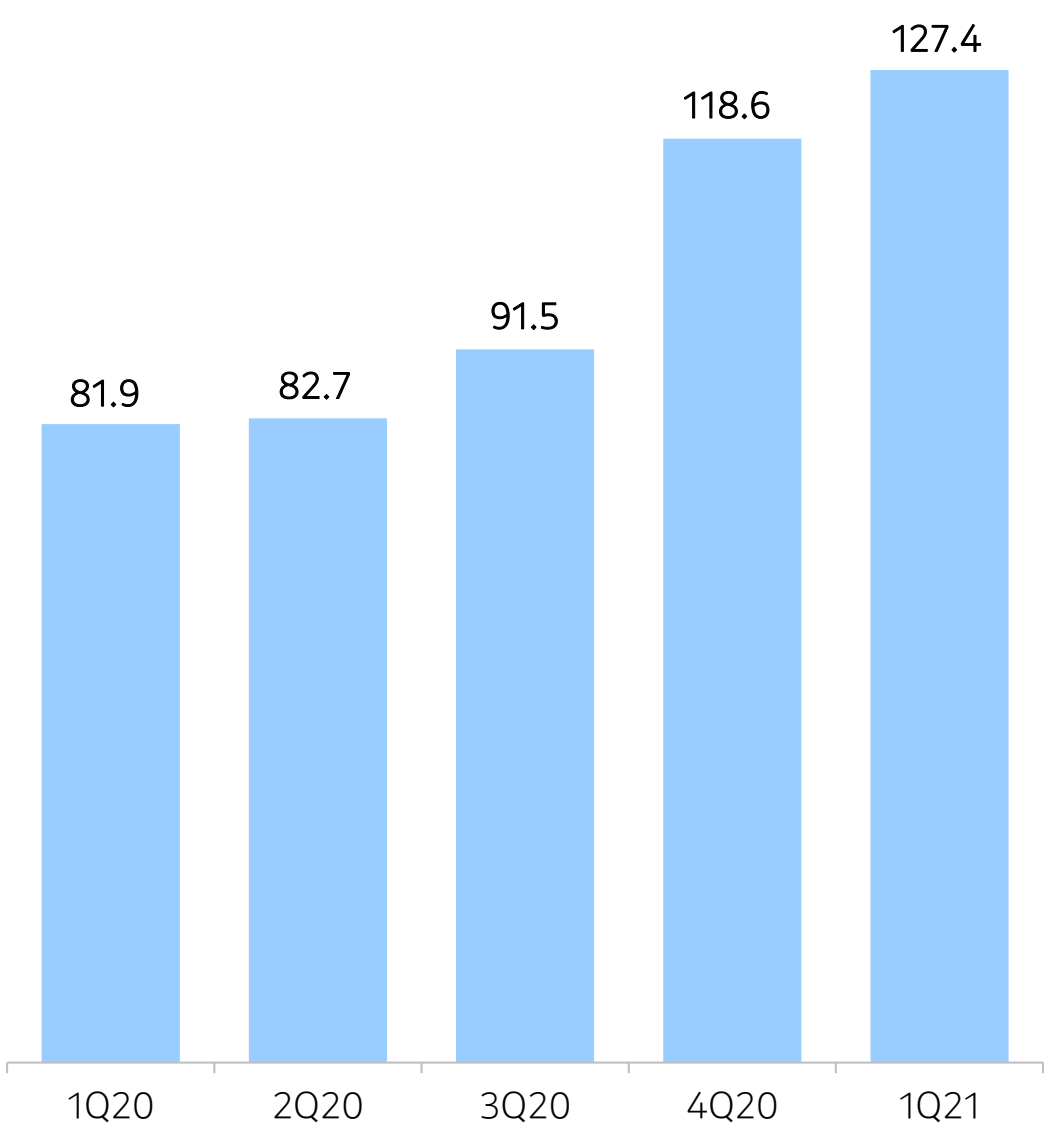
Global GMV expansion of both Kakao Page and Piccoma

Sales increase of video production and solid offline music distribution sales

**Paid Content** (in billion KRW)



**IP Business and Others** (in billion KRW)



# Earnings Summary - 2021 Q1

(in billion KRW)

|                           | 1Q20  | 4Q20    | 1Q21    | Change |                |
|---------------------------|-------|---------|---------|--------|----------------|
|                           |       |         |         | YoY    | QoQ            |
| Total Revenue             | 868.4 | 1,235.1 | 1,258.0 | 45%    | 2%             |
| Platform                  | 441.8 | 650.5   | 668.8   | 51%    | 3%             |
| Talk Biz                  | 224.7 | 353.7   | 361.5   | 61%    | 2%             |
| Portal Biz                | 116.6 | 122.7   | 117.5   | 1%     | -4%            |
| New Biz                   | 100.5 | 174.0   | 189.8   | 89%    | 9%             |
| Content                   | 426.6 | 584.7   | 589.2   | 38%    | 1%             |
| Game                      | 96.8  | 140.8   | 130.3   | 35%    | -7%            |
| Music                     | 150.7 | 161.7   | 156.8   | 4%     | -3%            |
| Paid Content              | 97.0  | 163.6   | 174.7   | 80%    | 7%             |
| IP Business and Others    | 81.9  | 118.6   | 127.4   | 55%    | 7%             |
| Operating Expenses        | 780.2 | 1,085.5 | 1,100.4 | 41%    | 1%             |
| Operating Profit          | 88.2  | 149.7   | 157.5   | 79%    | 5%             |
| <i>Margin (%)</i>         | 10.2% | 12.1%   | 12.5%   | 2.4%pt | 0.4%pt         |
| Net Profit                | 79.9  | -195.5  | 239.9   | 200%   | Turn-to-Profit |
| Controlling Interests     | 77.5  | -189.1  | 224.5   | 190%   | Turn-to-Profit |
| Non-controlling Interests | 2.4   | -6.4    | 15.3    | 529%   | Turn-to-Profit |

# Operating Expenses - 2021 Q1

(in billion KRW)

|                                       | 1Q20  | 4Q20    | 1Q21    | Change |      |
|---------------------------------------|-------|---------|---------|--------|------|
|                                       |       |         |         | YoY    | QoQ  |
| Operating Expenses                    | 780.2 | 1,085.5 | 1,100.4 | 41%    | 1%   |
| Labor Cost                            | 198.7 | 265.7   | 292.9   | 47%    | 10%  |
| Cost of Revenue                       | 381.7 | 491.5   | 493.0   | 29%    | 0%   |
| Outsourcing /<br>Infrastructure       | 92.1  | 145.1   | 144.5   | 57%    | -0%  |
| Marketing Expense                     | 29.9  | 87.5    | 67.2    | 125%   | -23% |
| Depreciation and<br>Amortization Cost | 58.7  | 78.2    | 79.2    | 35%    | 1%   |
| Misc.                                 | 19.1  | 17.4    | 23.6    | 24%    | 36%  |

# Profits

Operating Profit YoY +79% / QoQ +5%

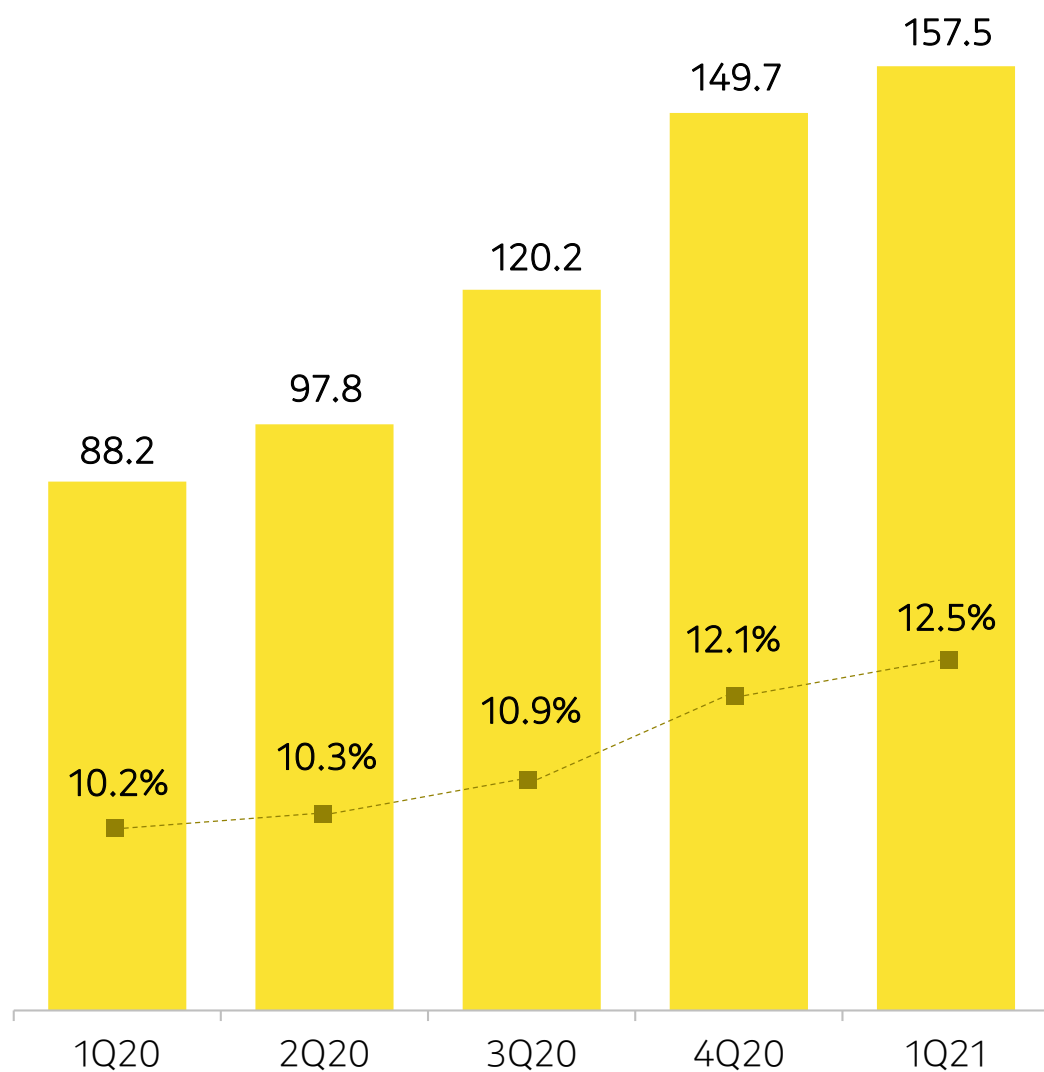
Net Profit YoY +200%

Solid top-line growth of core biz and bottom-line improvement of new biz

Improvement of both OP and equity-method income

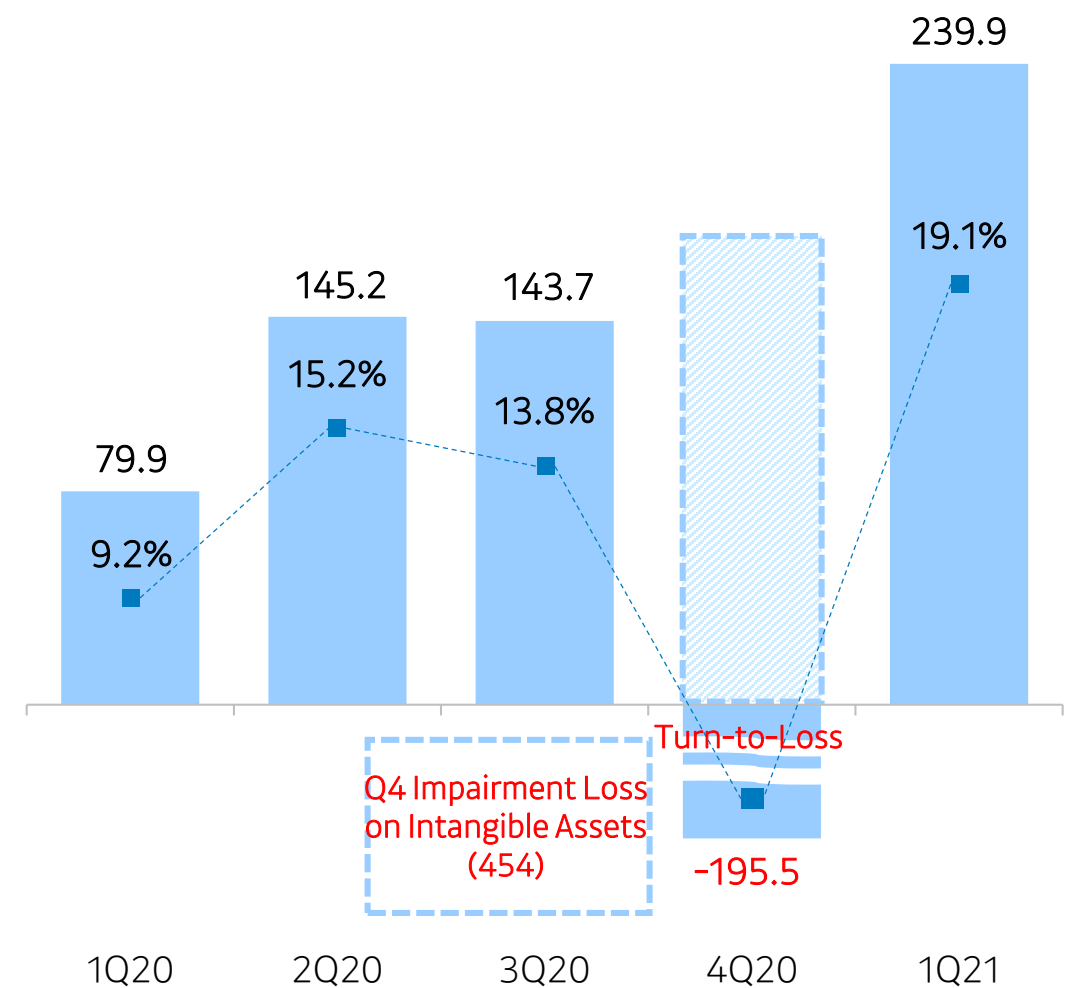
## Operating Profit(M)

(in billion KRW)



## Net Profit(M)

(in billion KRW)



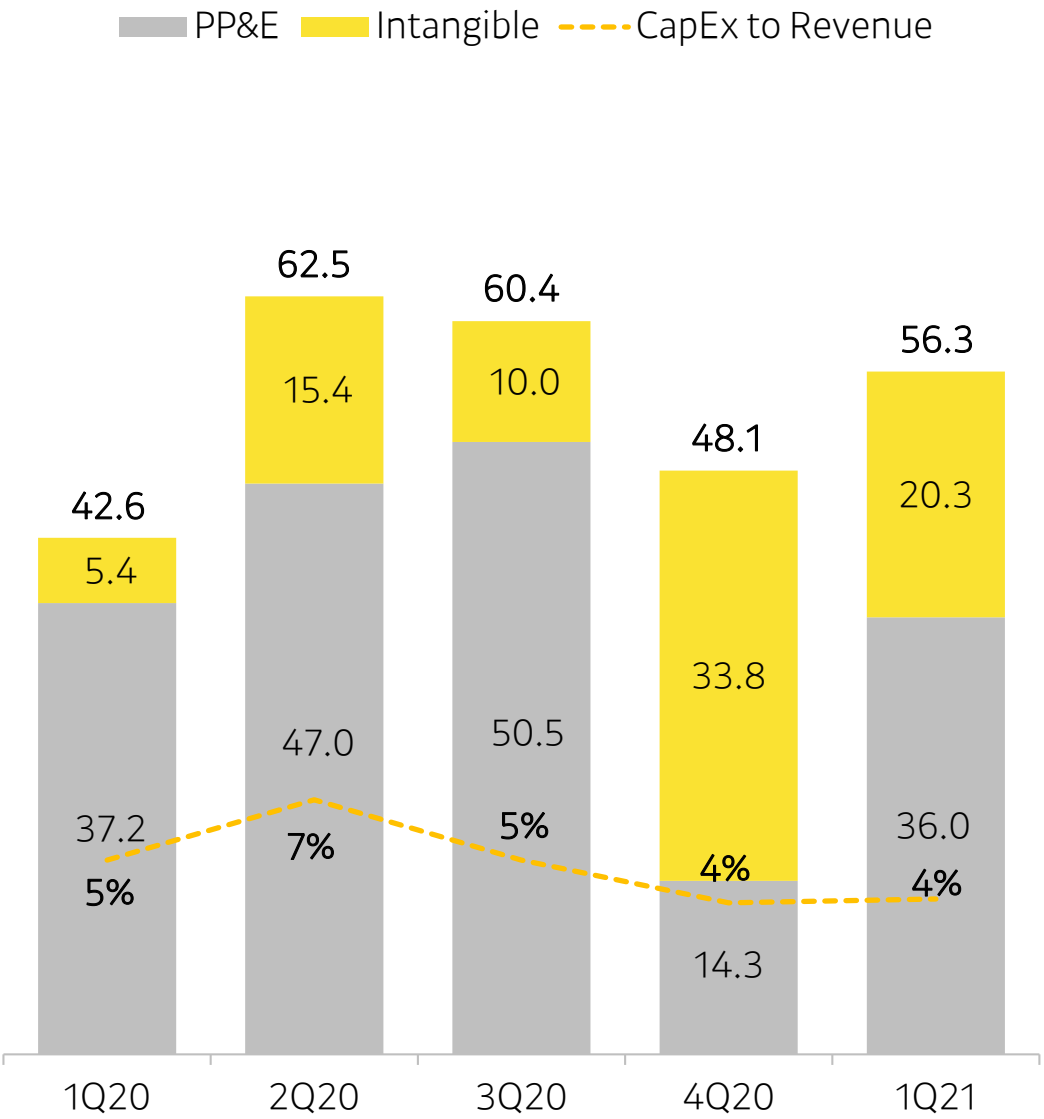
# CapEx / Employees

CapEx YoY +32% / QoQ +17%

Employees YoY +1,860 / QoQ +500

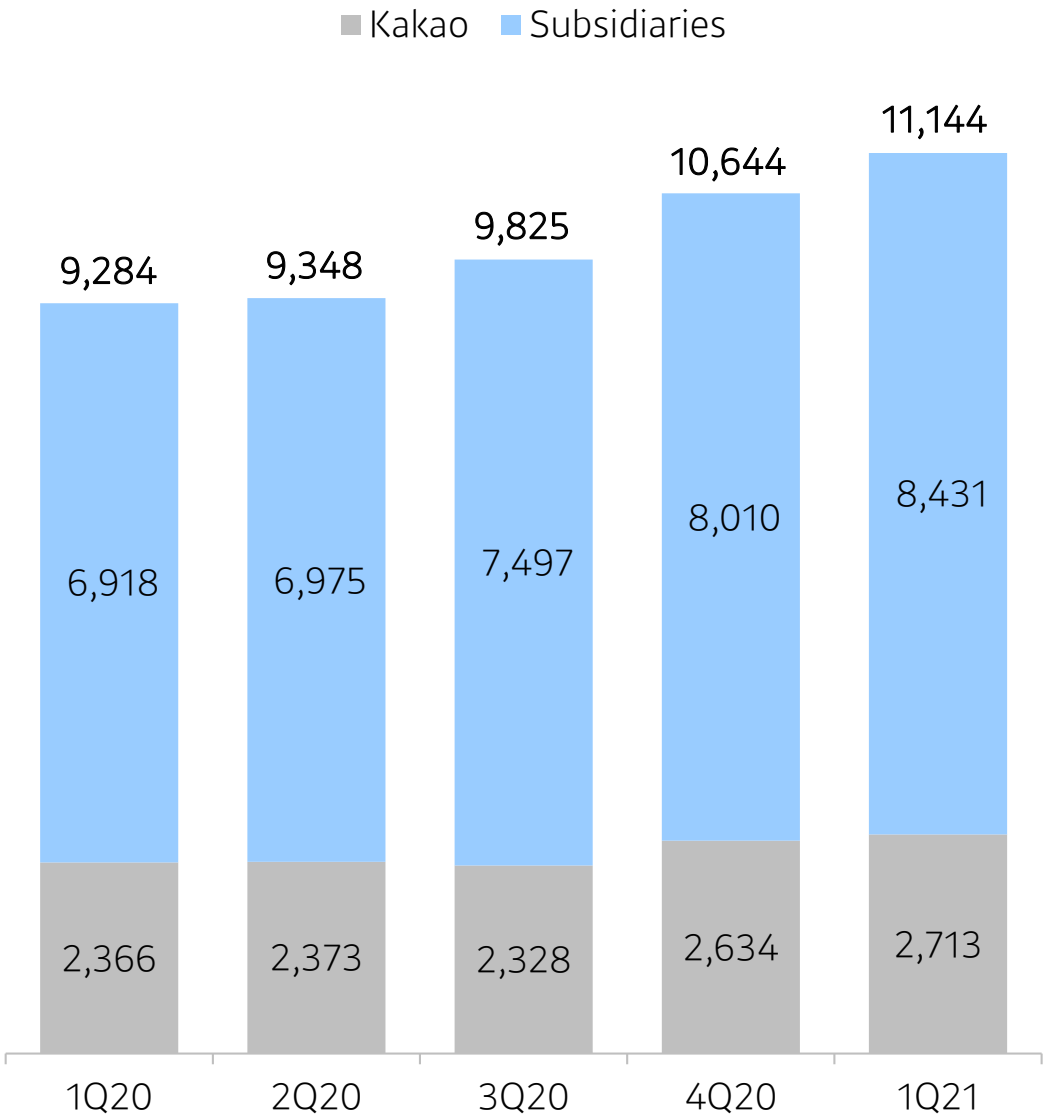
## CapEx

(in billion KRW)



## Employees

(# of people)



# Financial Statements Summary – Consolidated

| Income Statement                   |              |              |                |                |                |
|------------------------------------|--------------|--------------|----------------|----------------|----------------|
| (in billion KRW)                   | 1Q20         | 2Q20         | 3Q20           | 4Q20           | 1Q21           |
| <b>Total Revenue</b>               | <b>868.4</b> | <b>952.9</b> | <b>1,100.4</b> | <b>1,235.1</b> | <b>1,258.0</b> |
| Platform                           | 441.8        | 492.7        | 554.4          | 650.5          | 668.8          |
| Talk Biz                           | 224.7        | 248.4        | 284.4          | 353.7          | 361.5          |
| Portal Biz                         | 116.6        | 117.5        | 121.2          | 122.7          | 117.5          |
| New Biz                            | 100.5        | 126.8        | 148.8          | 174.0          | 189.8          |
| Content                            | 426.6        | 460.2        | 546.0          | 584.7          | 589.2          |
| Game                               | 96.8         | 107.5        | 150.4          | 140.8          | 130.3          |
| Music                              | 150.7        | 151.0        | 155.7          | 161.7          | 156.8          |
| Paid Content                       | 97.0         | 119.0        | 148.4          | 163.6          | 174.7          |
| IP Business and Others             | 81.9         | 82.7         | 91.5           | 118.6          | 127.4          |
| <b>Operating Expenses</b>          | <b>780.2</b> | <b>855.1</b> | <b>980.2</b>   | <b>1,085.5</b> | <b>1,100.4</b> |
| Labor Cost                         | 198.7        | 216.5        | 239.3          | 265.7          | 292.9          |
| Cost of Revenue                    | 381.7        | 409.5        | 463.7          | 491.5          | 493.0          |
| Outsourcing / Infrastructure       | 92.1         | 106.6        | 113.9          | 145.1          | 144.5          |
| Marketing Expense                  | 29.9         | 38.5         | 76.3           | 87.5           | 67.2           |
| Depreciation and Amortization Cost | 58.7         | 61.6         | 66.8           | 78.2           | 79.2           |
| Misc.                              | 19.1         | 22.3         | 20.3           | 17.4           | 23.6           |
| <b>Operating Profit</b>            | <b>88.2</b>  | <b>97.8</b>  | <b>120.2</b>   | <b>149.7</b>   | <b>157.5</b>   |
| Margin (%)                         | 10.2%        | 10.3%        | 10.9%          | 12.1%          | 12.5%          |
| Other Non-Operating Income         | 21.7         | 100.7        | 48.0           | 181.9          | 54.4           |
| Other Non-Operating Expenses       | 9.5          | 14.6         | 17.6           | 504.3          | 6.6            |
| Financial Income                   | 36.8         | 21.3         | 37.4           | 120.6          | 47.9           |
| Financial Expenses                 | 15.9         | 2.0          | 12.2           | 42.6           | 69.7           |
| Equity-method Income               | 5.3          | 0.9          | 3.8            | -1.3           | 135.1          |
| <b>Profit before Income Tax</b>    | <b>126.6</b> | <b>204.1</b> | <b>179.6</b>   | <b>-96.0</b>   | <b>318.7</b>   |
| Income Tax                         | 46.7         | 58.9         | 35.9           | 99.4           | 78.8           |
| <b>Net Profit</b>                  | <b>79.9</b>  | <b>145.2</b> | <b>143.7</b>   | <b>-195.5</b>  | <b>239.9</b>   |
| Controlling Interests              | 77.5         | 139.8        | 127.5          | -189.1         | 224.5          |
| Non-controlling Interests          | 2.4          | 5.5          | 16.2           | -6.4           | 15.3           |
| <b>EBITDAR<sup>1)</sup></b>        | <b>147.8</b> | <b>159.1</b> | <b>185.2</b>   | <b>226.1</b>   | <b>236.7</b>   |

1) EBITDAR: Rental expenses are included in lease amortization from Q1 2019 (EBITDA till FY2018)

| Statement of Financial Position              |                |                 |                 |
|----------------------------------------------|----------------|-----------------|-----------------|
| (in billion KRW)                             | 2019.12.31     | 2020.12.31      | 2021.3.31       |
| <b>Current Assets</b>                        | <b>2,829.7</b> | <b>4,462.9</b>  | <b>5,207.9</b>  |
| Cash and Cash Equivalents                    | 1,918.2        | 2,877.5         | 2,833.2         |
| S-T Financial Instruments                    | 207.8          | 694.1           | 726.2           |
| Account Receivable                           | 157.2          | 247.4           | 275.4           |
| Other Current Financial Assets               | 252.5          | 225.1           | 237.1           |
| Other Current Assets                         | 294.0          | 418.9           | 1,136.1         |
| <b>Non-Current Assets</b>                    | <b>5,907.6</b> | <b>6,987.4</b>  | <b>7,421.6</b>  |
| Investments in Associates and Joint Ventures | 978.9          | 1,504.4         | 1,921.7         |
| Tangible Assets                              | 349.8          | 430.7           | 447.4           |
| Intangible Assets                            | 3,548.4        | 3,351.6         | 3,340.7         |
| Other Non-current Assets                     | 1,030.4        | 1,700.8         | 1,711.8         |
| <b>Finance Assets</b>                        | <b>-</b>       | <b>503.6</b>    | <b>884.7</b>    |
| <b>Total Assets</b>                          | <b>8,737.3</b> | <b>11,954.0</b> | <b>13,514.2</b> |
| <b>Current Liabilities</b>                   | <b>2,433.3</b> | <b>2,929.6</b>  | <b>3,032.6</b>  |
| Account Payable and Other payable            | 578.6          | 836.0           | 914.8           |
| Short-term Borrowings                        | 448.6          | 188.4           | 207.1           |
| Income Tax Payable                           | 68.3           | 112.1           | 111.4           |
| Other Current Liabilities                    | 1,337.8        | 1,793.1         | 1,799.3         |
| <b>Non-Current Liabilities</b>               | <b>563.8</b>   | <b>1,166.1</b>  | <b>1,798.1</b>  |
| Non-Current Finance Lease Obligations        | 165.0          | 273.3           | 276.6           |
| Deferred Income Tax Liabilities              | 141.1          | 249.0           | 312.3           |
| Other Non-Current Liabilities                | 350.5          | 643.8           | 1,209.2         |
| <b>Finance Assets</b>                        | <b>-</b>       | <b>430.6</b>    | <b>806.3</b>    |
| <b>Total Liabilities</b>                     | <b>2,997.1</b> | <b>4,526.2</b>  | <b>5,637.0</b>  |
| Paid-in Capital                              | 43.2           | 44.3            | 44.4            |
| Capital Surplus                              | 5,043.2        | 5,833.1         | 5,903.5         |
| Other Accumulated Earnings                   | 7.2            | 18.6            | 34.6            |
| Accumulated Other Comprehensive Income       | -16.4          | 86.6            | 132.0           |
| Retained Earnings                            | 148.2          | 316.3           | 542.6           |
| Minority Interest                            | 514.8          | 1,128.8         | 1,220.1         |
| <b>Total Equity</b>                          | <b>5,740.1</b> | <b>7,427.7</b>  | <b>7,877.2</b>  |
| <b>Total Liabilities &amp; Equity</b>        | <b>8,737.3</b> | <b>11,954.0</b> | <b>13,514.2</b> |

# Financial Statements Summary – Parent

| Income Statement                   |              |              |              |               |              |
|------------------------------------|--------------|--------------|--------------|---------------|--------------|
| (in billion KRW)                   | 1Q20         | 2Q20         | 3Q20         | 4Q20          | 1Q21         |
| <b>Total Revenue</b>               | <b>406.6</b> | <b>415.1</b> | <b>449.5</b> | <b>508.0</b>  | <b>490.9</b> |
| <b>Operating Expenses</b>          | <b>341.2</b> | <b>359.4</b> | <b>377.1</b> | <b>401.5</b>  | <b>414.1</b> |
| Labor Cost                         | 68.7         | 71.8         | 81.6         | 85.8          | 102.9        |
| Cost of Revenue                    | 191.8        | 200.2        | 211.3        | 210.1         | 214.9        |
| Outsourcing / Infrastructure       | 42.7         | 50.0         | 43.1         | 55.8          | 55.4         |
| Marketing Expense                  | 3.1          | 4.0          | 5.0          | 7.5           | 3.4          |
| Depreciation and Amortization Cost | 30.8         | 28.5         | 30.8         | 37.6          | 32.1         |
| Misc.                              | 4.2          | 4.8          | 5.3          | 4.7           | 5.3          |
| <b>Operating Profit</b>            | <b>65.4</b>  | <b>55.7</b>  | <b>72.4</b>  | <b>106.5</b>  | <b>76.7</b>  |
| <i>Margin (%)</i>                  | <i>16.1%</i> | <i>13.4%</i> | <i>16.1%</i> | <i>21.0%</i>  | <i>15.6%</i> |
| Other Non-Operating Income         | 2.0          | 1.1          | 21.3         | 23.1          | 3.3          |
| Other Non-Operating Expenses       | 10.1         | 9.1          | 5.1          | 394.5         | 1.2          |
| Financial Income                   | 29.5         | 5.1          | 2.8          | 22.8          | 37.6         |
| Financial Expenses                 | 3.4          | 2.4          | 1.5          | 16.8          | 17.5         |
| <b>Profit before Income Tax</b>    | <b>83.4</b>  | <b>50.4</b>  | <b>90.0</b>  | <b>-258.9</b> | <b>98.9</b>  |
| Income Tax                         | 27.7         | 16.3         | 12.9         | 25.9          | 20.3         |
| <b>Net Profit</b>                  | <b>55.7</b>  | <b>34.1</b>  | <b>77.1</b>  | <b>-284.8</b> | <b>78.6</b>  |
| EBITDAR <sup>1)</sup>              | 97.1         | 84.4         | 103.1        | 144.5         | 26.5         |

1) EBITDAR: Rental expenses are included in lease amortization from 1Q 2019 (EBITDA till FY2018)

| Statement of Financial Position                            |                |                |                |
|------------------------------------------------------------|----------------|----------------|----------------|
| (in billion KRW)                                           | 2019.12.31     | 2020.12.31     | 2021.3.31      |
| <b>Current Assets</b>                                      | <b>1,014.0</b> | <b>1,782.4</b> | <b>1,871.4</b> |
| Cash and Cash Equivalents                                  | 647.1          | 1,356.9        | 992.5          |
| S-T Financial Instruments                                  | 15.6           | 65.5           | 65.5           |
| Account Receivable                                         | 95.0           | 120.5          | 106.2          |
| Other Current Assets                                       | 256.3          | 239.5          | 707.3          |
| <b>Non-Current Assets</b>                                  | <b>5,470.3</b> | <b>5,563.1</b> | <b>5,689.0</b> |
| Investments in Associates, Subsidiaries and Joint Ventures | 2,212.4        | 2,393.4        | 2,398.7        |
| Tangible Assets                                            | 248.3          | 272.1          | 278.9          |
| Intangible Assets                                          | 2,458.6        | 2,106.2        | 2,103.2        |
| Other Non-current Assets                                   | 551.1          | 791.3          | 908.3          |
| <b>Total Assets</b>                                        | <b>6,484.4</b> | <b>7,345.5</b> | <b>7,560.4</b> |
| <b>Current Liabilities</b>                                 | <b>1,371.0</b> | <b>1,421.6</b> | <b>1,401.7</b> |
| Account Payable and Other payable                          | 686.7          | 1,035.7        | 1,031.3        |
| Short-term Borrowings                                      | 429.1          | 58.0           | 40.0           |
| Income Tax Payable                                         | 38.1           | 49.8           | 66.0           |
| Other Current Liabilities                                  | 217.1          | 278.1          | 264.4          |
| <b>Non-Current Liabilities</b>                             | <b>255.1</b>   | <b>598.5</b>   | <b>643.2</b>   |
| Non-Current Finance Lease Obligations                      | 88.6           | 121.9          | 120.9          |
| Deferred Income Tax Liabilities                            | 88.0           | 108.2          | 134.1          |
| Other Non-Current Liabilities                              | 78.4           | 368.3          | 388.1          |
| <b>Total Liabilities</b>                                   | <b>1,626.1</b> | <b>2,020.1</b> | <b>2,044.9</b> |
| Paid-in Capital                                            | 43.2           | 44.3           | 44.4           |
| Capital Surplus                                            | 4,462.3        | 4,986.9        | 5,026.9        |
| Other Accumulated Earnings                                 | 41.3           | 18.6           | 34.6           |
| Accumulated Other Comprehensive Income                     | -2.9           | 66.5           | 134.7          |
| Retained Earnings                                          | 314.5          | 209.2          | 274.9          |
| <b>Total Equity</b>                                        | <b>4,858.3</b> | <b>5,325.4</b> | <b>5,515.6</b> |
| <b>Total Liabilities &amp; Equity</b>                      | <b>6,484.4</b> | <b>7,345.5</b> | <b>7,560.4</b> |

**Thank You**

