2nd Quarter 2015 Results

August 13, 2015 | Investor Relations



Financial information contained in this document is based on consolidated K-IFRS that have not been audited by an independent auditor: therefore, the information and financial data contained in this document are subject to change upon an independent auditor's audit.

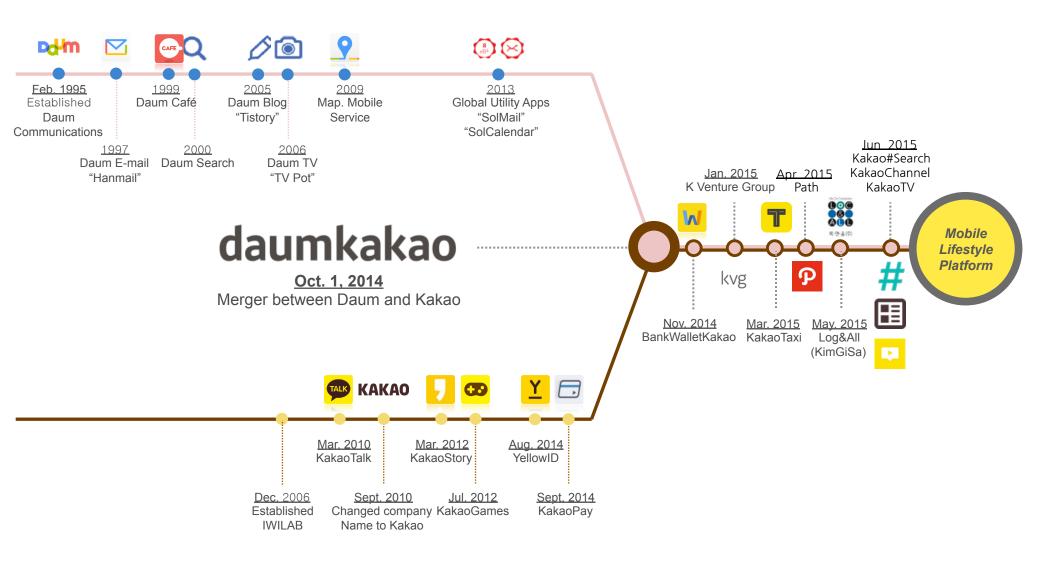
Also, this document contains the unaudited pro-forma combined financial information of the Daum Communications and the Kakao Corp., for the pre-merger periods, solely for the convenience of the investors. Please note that such financial information are not subject to an independent auditor's audit.

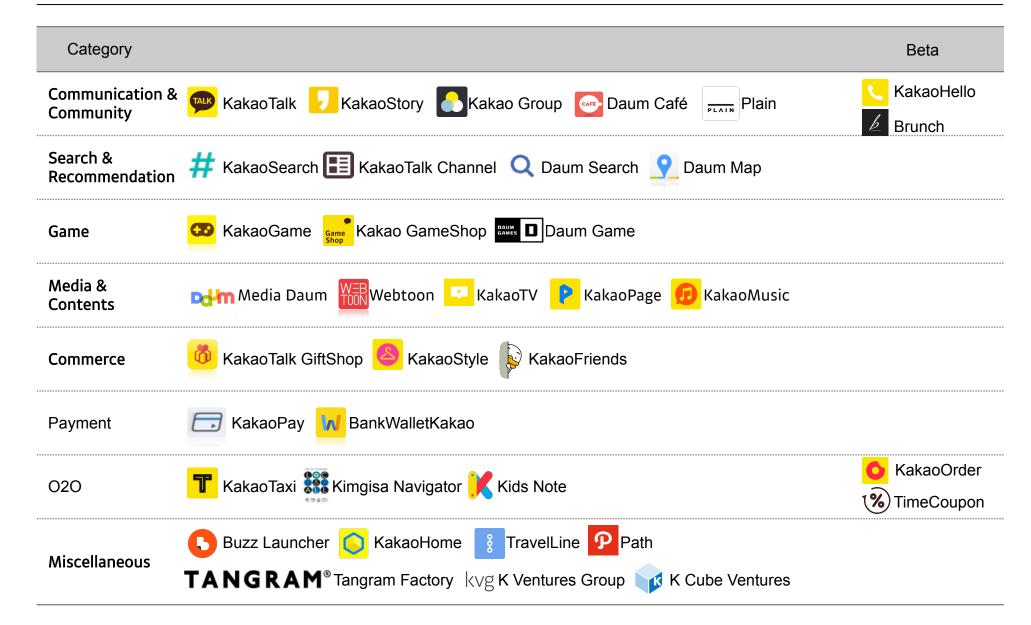
The company does not make any representation or accept liability, as to the accuracy or completeness of the information contained in this material. The format and contents of this document are subject to change for future filings and reports. Daum Kakao is not liable for providing future updates on all figures included in this document.

- 1. About Daum Kakao
- 2. KakaoTalk Monthly Active Users (MAUs)
- 3. Summary Results
- 4. Revenues
- 5. Expense
- 6. Profits
- 7. Financial Position

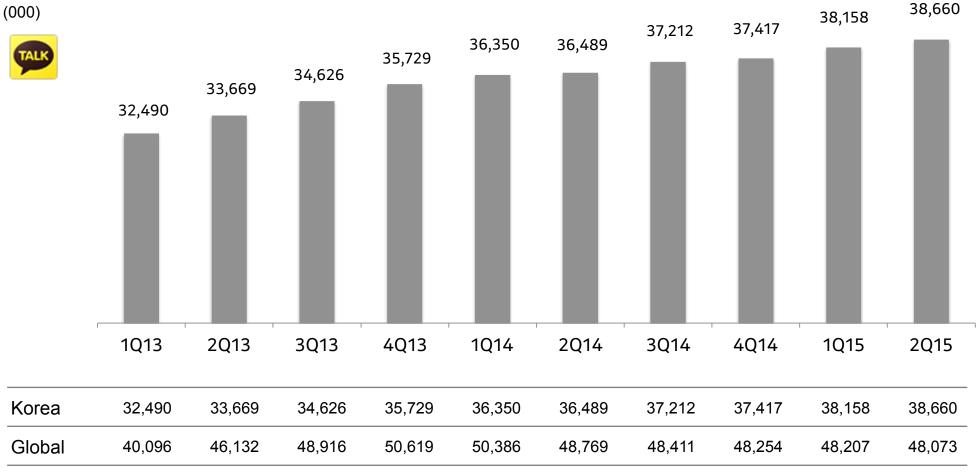
Appendix:

- Unaudited Consolidated Financial Statements: Pro-forma
- Unaudited Consolidated Financial Statements: K-IFRS
- Employees / Subsidiaries





- Continue to grow our domestic active users: QoQ +502K
- Total countries serviced: 230+ (based on country codes), in 15 languages



Average of monthly MAUs. Global includes domestic MAUs.

- Total revenue for 2Q2015 was 226.5bn Won, up 1% yoy. Mobile revenue was 117.2bn, up 10% yoy
- Operating income and Net income for 2Q2015 were 11.4bn and 21.4bn Won, down 82%, 62% yoy respectively.

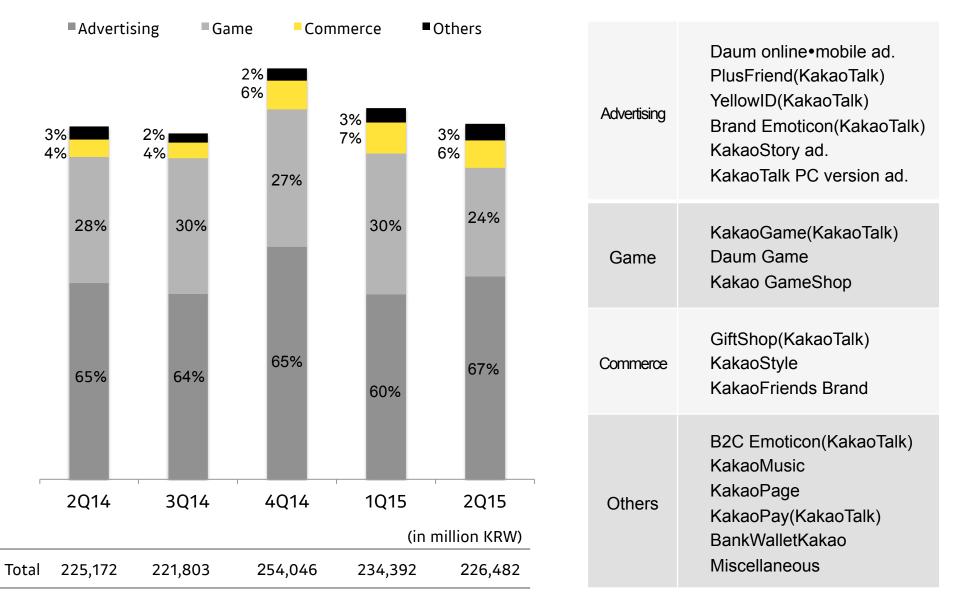
(in million KRW)

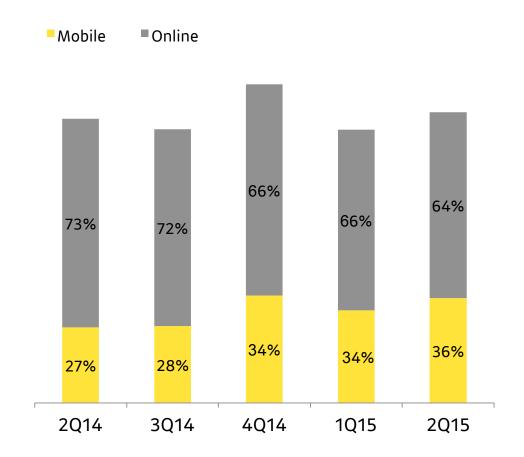
	2Q15	1Q15	Change	QoQ	2Q14	Change	YoY
Total Revenue	226,482	234,392	-7,910	-3%	225,172	1,310	1%
Advertising	150,736	141,753	8,983	6%	147,443	3,293	2%
Game	53,984	69,991	-16,007	-23%	62,574	-8,590	-14%
Commerce	13,678	15,526	-1,848	-12%	8,806	4,872	55%
Others	8,084	7,122	962	14%	6,349	1,735	27%
Operating Expense	215,049	194,040	21,009	11%	163,065	51,984	32%
Operating Income	11,434	40,352	-28,918	-72%	62,107	-50,673	-82%
% of Revenue	5%	17%	-12%p	-	28%	-23%p	-
EBIT	24,863 *	41,344	-16,481	-40%	64,905	-40,042	-62%
Net Income	21,369	30,846	-9,477	-31%	55,872	-34,503	-62%
EBITDA	29,678	57,744	-28,066	-49%	74,900	-45,222	-60%

* Net gain from sale of equity method stocks owned by K-cube Venture Fund and Kakao Venture Fund (9.1bn Won), impairment loss from OnNet Co., Ltd.'s online game (7.1bn Won), and gain from sale of Eastsoft shares owned by Daum Global Holdings Corp. (14.6 bn Won) were reflected

4. Revenue Breakdown

daumkakao





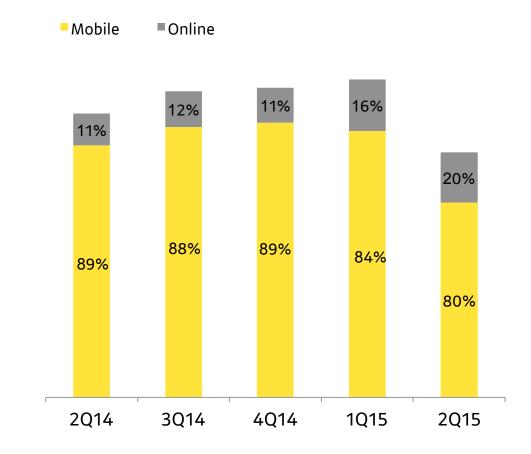
				(in	(in million KRW)		
Total	147,443	141,915	165,363	141,753	150,736		
Online	108,424	101,928	109,822	93,661	96,382		
Mobile	39,019	39,987	55,541	48,092	54,354		

Total Ad YoY 2% up, QoQ 6% up Online YoY 11% down, QoQ 3% up Mobile YoY 39% up, QoQ 11% up

- Strong performance in display ad sales and a steady increase in revenue from KakaoStory performance ads drove QoQ growth
- Decrease in online advertising revenue resulted from the impact of discontinuing Digital Signage service
- Advanced Advertising System, an integrated platform leading to effective cost management and diverse monetization programs, are being prepared to thrive in the growing mobile ad market

4. Revenue: Game platforms

daumkakao



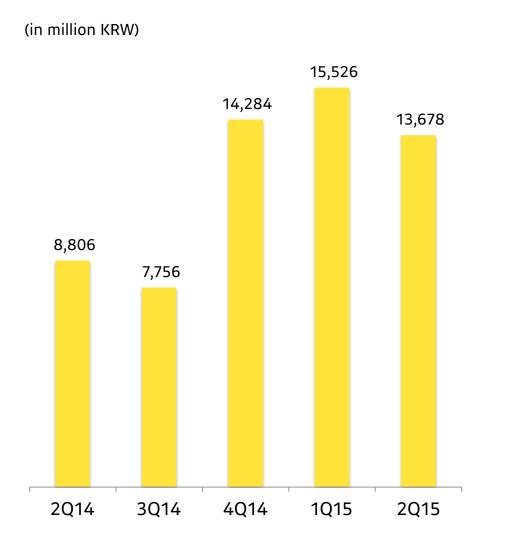
				(in	(in million KRW)		
Total	62,574	67,464	68,289	69,991	53,984		
Online	7,003	7,845	7,710	11,225	10,996		
Mobile	55,571	59,619	60,579	58,766	42,989		

Game YoY 14% down, QoQ 23% down Mobile YoY 23% down, QoQ 27% down Online YoY 57% up, QoQ 2% down

 Decrease in game revenue resulted from the decreased number of new game launched on the KakaoGame platform and weaker than expected performance of the existing 'for Kakao' games

✤ In 2H15,

- Strengthen the mobile game lineups through strategic alliances with major game companies
- Support more startups and mid-size game companies by helping them entering into the China market, and by leveraging our independent KakaoGameShop
- New mobile game genre including web board games and branded IP games are on the way- 'Friends Pop for Kakao', the first game featuring Kakao Friends character recorded 750,000 pre-orders in 8 days

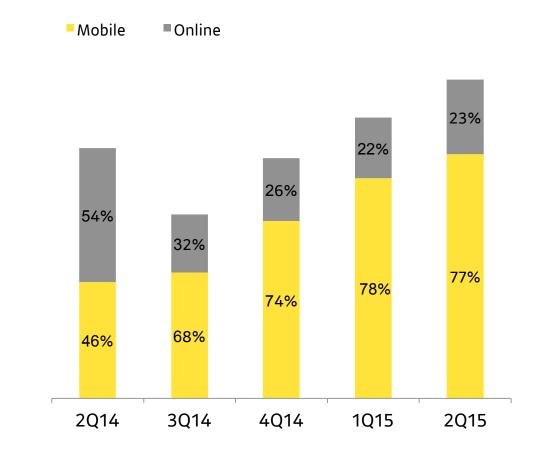


Commerce YoY 55% up, QoQ 12% down

- KakaoTalk GiftShop:
 - Seasonal factors attributed to QoQ decrease
 - Upward trend continues due to the increased product lineup, diversified commerce channels and enhanced User Interface
- KakaoStyle:
 - Continuously grow due to high Return on Ads Spend
- Kakao Friends:
 - Merchandise of the characters sold through-out on-line and off-line brand stores are gaining popularity amongst all age levels: more stores in 2h15
 - Creating a diverse set of business opportunities from collaboration products and services including foods, movie theater, cosmetics, franchise restaurants, based on the various business model including licensing

4. Revenue: Other platforms

daumkakao



				(in	(in million KRW)		
Total	6,349	4,668	6,110	7,122	8,084		
Online	3,397	1,475	1,611	1,540	1,895		
Mobile	2,952	3,193	4,499	5,582	6,189		

Others YoY 27% up, QoQ 14% up Mobile YoY 110% up, QoQ 11% up

- Mobile content platforms:
 - Continued growth in B2C Emoticon sales
 - Launched KakaoMusic streaming service
 - KakaoPage reached over 2 million monthly active users and recorded daily gross revenue of over 200 million Won in 2Q
- Payments:
 - Over 5 million KakaoPay users
 - Offline payments available at convenience stores nationwide via BankWalletKakao
- Miscellaneous included online video, cartoon, music, mail and messages services

Operating expenses in 2Q2015 was 215bn Won, up 32% yoy and 11% qoq, due mainly to the employees' stock option related insurance expenses recognized in 2Q15 and the labor cost for newly acquired subsidiaries.

(in million KRW)

	2Q15	1Q15	Change	QoQ	2Q14	Change	YoY
OP Expenses	215,049	194,040	21,009	11%	163,065	51,984	32%
Labor costs	54,590 ¹⁾	51,803	2,787	5%	42,683	11,907	28%
Fringe benefits	17,337 ²⁾	9,970	7,367	74%	9,757	7,580	78%
Depreciation	12,333	11,455	878	8%	9,537	2,796	29%
Rental fees	4,363	5,034	-671	-13%	3,760	603	16%
Commissions	56,381 ³⁾	52,645	3,736	7%	43,951	12,430	28%
Advertising	19,662 ⁴⁾	17,221	2,441	14%	8,875	10,787	122%
Bad Debt Exp.	394	-21	415	-	-23	417	-
Amortization	5,911	5,937	-26	0%	3,256	2,655	82%
Content fees	11,398 ⁵⁾	8,452	2,946	35%	8,080	3,318	41%
Ad agency fees	26,576	24,418	2,158	9%	26,659	-83	0%
Event fees	312	171	141	82%	410	-98	-24%
Others	5,794	6,955	-1,161	-17%	6,120	-326	-5%

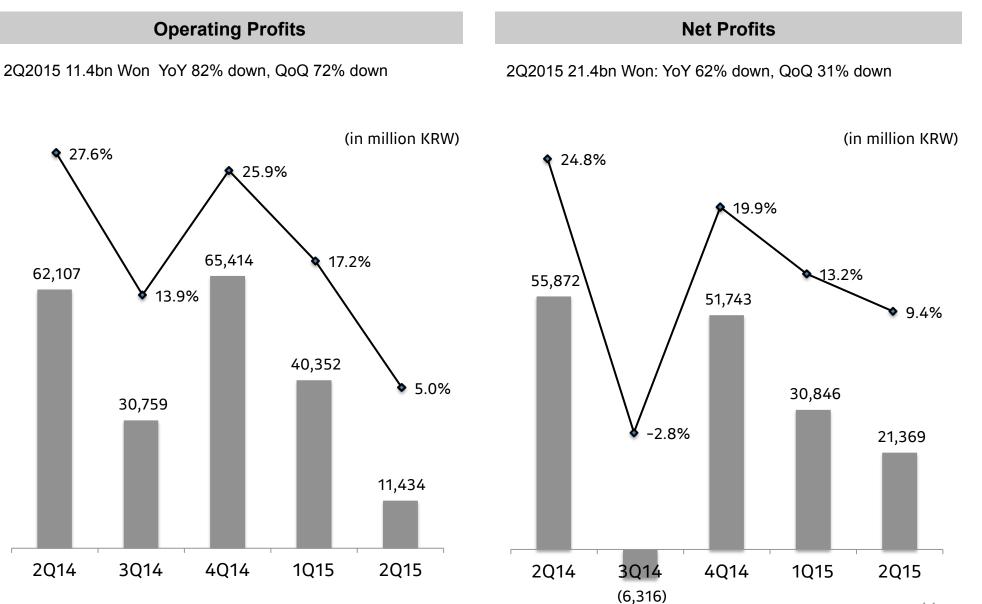
1) Additional labor costs for the employees of the four newly acquired subsidiaries including LOCNALL Inc. and Sellit Inc.

2) Adjusted health insurance expenses for the exercise of employee stock options in 2014 was recognized in 2Q15

3) Commission increased mainly due to increase in TAC related to network advertising revenue

4) Advertising increased due to various marketing activities on the newly launched services including KakaoTaxi and KakaoPay

5) Increased content acquisition costs including sporting events (account name change has been made from 'Outsourcing fees')



- Total assets was 2,887.9bn Won at the end of 2Q2015
- Capital Expenditure for 2Q2015 was 25.5bn Won consists of tangible 24.7bn and intangible 0.8bn

(in million KRW)

	2015.6.30	2014.12.31	Merged on 2014.10.1
Total assets	2,887,870	2,768,024	2,638,510
Cash & cash equivalents	328,641	451,228	414,971
Tangibles	215,198	196,894	191,137
Intangibles [*]	1,777,945	1,688,974	1,684,488
Total liabilities	350,523	304,797	267,729
Current	267,517	227,488	179,423
Non-current	83,006	77,309	88,306
Total equity	2,537,347	2,463,228	2,370,781
Capital stock	30,004	29,121	28,332
Capital surplus	2,257,707	2,258,974	2,246,535

* Goodwill 1,420,520 million Won

Appendix

- Unaudited Consolidated Financial Statements: Pro-forma
- Unaudited Consolidated Financial Statements: K-IFRS
- Employees / Subsidiaries

Consolidated Statements o	of Income				
(in million KRW)	2Q14	3Q14	4Q14	1Q15	2Q15
Sales Revenues	225,172	221,803	254,046	234,392	226,482
Advertising Platform	147,443	141,915	165,363	141,753	150,736
Game Platform	62,574	67,464	68,289	69,991	53,984
Commerce Platform	8,806	7,756	14,284	15,526	13,678
Others	6,349	4,668	6,110	7,122	8,084
Operating Expenses	163,065	191,044	188,632	194,040	215,049
Labor costs	42,683	64,834	47,242	51,803	54,590
Fringe benefits	9,757	9,460	8,782	9,970	17,337
Depreciation	9,537	9,975	10,596	11,455	12,333
Rental fees	3,760	3,880	4,287	5,034	4,363
Commissions	43,951	49,532	55,865	52,645	56,381
Advertising	8,875	11,314	9,116	17,221	19,662
Bad debt expenses	-23	-15	1,583	-21	394
Amortization	3,256	3,279	5,692	5,937	5,911
Content fees	8,080	7,826	7,111	8,452	11,398
Ad Agency fees	26,659	25,360	30,154	24,418	26,576
Event fees	410	307	1,833	171	312
Others	6,119	5,292	6,371	6,955	5,794
Operating Profit	62,107	30,759	65,414	40,352	11,434
Operating Profit Margin	27.6%	13.9%	25.7%	17.2%	5.0%
Other Revenues	1,267	175	485	1,339	9,822
Other Expenses	1,527	29,943	6,345	2,715	12,925
Financial Income	6,137	3,612	3,574	3,252	18,240
Financial Expenses	1,520	-188	69	330	951
Equity-method Income	-1,558	-1,060	-508	-553	-756
Gains on Equity method investments	-	-	181	35	591
losses on Equity method investments	1,558	1,060	689	588	1,346
Profit before Income Tax Expenses	64,905	3,730	62,551	41,344	24,863
Income Tax Expenses	9,033	-1,744	10,809	10,498	3,494
Net Profit from Continued Operations	55,872	5,474	51,743	30,846	21,369
Net Profit from Discontinued Operations	-	-11,790	-	-	-
Net Profit	55,872	-6,316	51,743	30,846	21,369
Net Profit of Controlling Interests	56,051	-5,127	51,914	31,097	20,556
Net Profit of Non-controlling Interests	-179	-1,189	-171	-250	814

Consolidated Statements of Financial Position

(in million KRW)	2014.12.31	2015.06.30
Current Assets	798,291	763,404
Cash and Cash Equivalents	451,228	328,641
Short-term Financial Instruments	184,548	263,452
Accounts Receivable	108,431	97,957
Other Current Financial Assets	25,843	29,754
Other Current Assets	24,709	41,056
Others	3,532	2,544
Non-Current Assets	1,969,734	2,124,466
Long-term Available for Sales	25,258	20,302
Equity Method Investments	18,712	57,576
Tangible Assets	196,894	215,198
Intangible Assets	1,688,974	1,777,945
Other Non-current Financial Assets	33,702	45,231
Other Non-current Assets	6,194	8,214
Total Assets	2,768,025	2,887,870
Liabilities	227,487	267,517
Trade Payables and Non-trade Payables	109,126	140,811
Accrued Expenses	5,443	6,492
Advances from Customers	34,488	28,002
Income Taxes Payable	20,680	21,911
Other Current Liabilities	57,751	70,300
Non-Current Liabilities	77,309	83,006
Non-Current Trade Payables and Non-trade Payables	3,362	10,993
Deferred Income Tax Liabilities	50,083	42,204
Other Non-Current Liabilities	23,864	29,809
Total Liabilities	304,797	350,523
Paid-in Capital	29,121	30,004
Capital Surplus	2,258,974	2,257,707
Capital Adjustments	-26,268	-8,787
Accumulated Other Comprehensive Income	2,114	-0,787
Retained Earnings	190,678	232,300
Non-controlling Interests	8,609	26,136
Total Equity	2,463,228	2,537,347
Total Liabilities & Equity	2,768,025	2,887,870

Daum Kakao Consolidated Financial Statements (K-IFRS)

Consolidated Statements of Income								
(in million KRW)	2Q14	3Q14	4Q14	1Q15	2Q15			
Sales Revenues	86,249	88,265	254,046	234,392	226,482			
Advertising Platform	16,993	17,651	165,363	141,753	150,736			
Game Platform	55,571	59,619	68,289	69,991	53,984			
Commerce Platform	8,806	7,756	14,284	15,526	13,678			
Others	4,880	3,238	6,110	7,122	8,084			
Operating Expenses	40,785	58,136	188,632	194,040	215,049			
Labor costs	14,956	29,154	47,242	51,803	54,590			
Fringe benefits	2,741	2,335	8,782	9,970	17,337			
Depreciation	2,193	2,407	10,596	11,455	12,333			
Rental fees	1,480	1,415	4,287	5,034	4,363			
Commissions	6,695	9,785	55,865	52,645	56,381			
Advertising	5,308	6,395	9,116	17,221	19,662			
Bad debt expenses	-	-	1,583	-21	394			
Amortization	72	80	5,692	5,937	5,911			
Content fees	-	-	7,111	8,452	11,398			
Ad Agency fees	3,643	3,551	30,154	24,418	26,576			
Event fees	76	144	1,833	171	312			
Others	3,620	2,870	6,371	6,955	5,794			
Operating Profit	45,465	30,129	65,414	40,352	11,434			
Operating Profit Margin	27.6%	13.9%	25.7%	17.2%	5.0%			
Other Revenues	899	79	485	1,339	9,822			
Other Expenses	-6	6,270	6,345	2,715	12,925			
Financial Income	1,134	1,174	3,574	3,252	18,240			
Financial Expenses	193	174	69	330	951			
Equity-method Income	-691	-707	-508	-553	-756			
Gains on Equity method investments	-	-	181	35	591			
losses on Equity method investments	691	707	689	588	1,346			
Profit before Income Tax Expenses	46,619	24,232	62,551	41,344	24,863			
Income Tax Expenses	4,346	251	10,809	10,498	3,494			
Net Profit from Continued Operations	42,273	23,982	51,743	30,846	21,369			
Net Profit from Discontinued Operations	-	-	-	-				
Net Profit	42,273	23,982	51,743	30,846	21,369			
Net Profit of Controlling Interests	42,337	24,029	51,914	31,097	20,556			
Net Profit of Non-controlling Interests	-64	-48	-171	-250	814			

Consolidated Statements of Financial Position

(in million KRW)	2013.12.31	2014.12.31	2015.06.30
Current Assets	180,504	798,291	763,404
Cash and Cash Equivalents	23,417	451,228	328,641
Short-term Financial Instruments	105,039	184,548	263,452
Accounts Receivable	44,636	108,431	97,957
Other Current Financial Assets	4,953	25,843	29,754
Other Current Assets	2,459	24,709	41,056
Others	-	3,532	2,544
Non-Current Assets	36,696	1,969,734	2,124,466
Long-term Available for Sales	-	25,258	20,302
Equity Method Investments	10,484	18,712	57,576
Tangible Assets	20,316	196,894	215,198
Intangible Assets	1,370	1,688,974	1,777,945
Other Non-current Financial Assets	1,211	33,702	45,231
Other Non-current Assets	3,315	6,194	8,214
Total Assets	217,200	2,768,025	2,887,870
Liabilities	35,872	227,487	267,517
Trade and Non-trade Payables	21,419	109,126	140,811
Accrued Expenses	-	5,443	6,492
Advances from Customers	-	34,488	28,002
Income Taxes Payable	-	20,680	21,911
Other Current Liabilities	14,453	57,751	70,300
Non-Current Liabilities	4,072	77,309	83,006
Non-Current Trade and Non-trade Payables	3,406	3,362	10,993
Deferred Income Tax Liabilities	-	50,083	42,204
Other Non-Current Liabilities	665	23,864	29,809
Total Liabilities	39,944	304,797	350,523
Paid-in Capital	20,997	29,121	30,004
Capital Surplus	112,347	2,258,974	2,257,707
Capital Adjustments	6,257	-26,268	-8,787
Accum. Other Comprehensive Inc.	-2,917	2,114	-13
Retained Earnings	40,573	190,678	232,300
Non-controlling Interests	-	8,609	26,136
Total Equity	177,257	2,463,228	2,537,347
Total Liabilities & Equity	217,200	2,768,025	2,887,870

(in person)

						(in person)
	1Q14	2Q14	3Q14	4Q14	1Q15	2Q15
Daum Kakao	2,162	2,272	2,250	2,262	2,255	2,271
L Daum	1,589	1,593	1,525			
L Kakao	573	679	725			
Daum Kakao Subsidiaries	1,059	1,089	1,217	1,269	1,348	1,413
Consolidated total	3,221	3,361	3,467	3,531	3,603	3,684

• Above number of employees include full-time and part-time employees

 Subsidiaries: Daum Global Holdings Corp., Daum Kakao Singapore Corp. Pte. Ltd., Daum Service Corp., Daum Game Co., Ltd., Daum Service CHINA Co., Ltd., Daum Service CHINA YanJiao Co., Ltd., ImageOn Corp., OnNet Co., Ltd., OnNet USA, Inc., OnNet Europe GmbH., Dialod Corp., TNK Factory Co., Ltd., Buzzpia Co., Ltd., Thinkreals Corp., Lotiple Inc., Kakao Lab Corp., Sunnyloft Corp., KAKAO SINGAPORE PTE. Ltd., Beijing KAKAO Co., Ltd., Ultra Caption Corp., Ltd., Ultra Interactive, Inc., KAKAO JAPAN Corp., Kids Note Inc., K-cube Venture Fund, Kakao Venture Fund, K-cube Ventures, K Venture Group, Sellit Inc., LOCNALL Inc., KakaoFriends Inc., Daum Games Europe B.V. (Total 31 subsidiaries as of June 30, 2015)



http://www.daumkakao.com/ir/earnings