

#### **Investor Presentation**

WEMADE INVESTOR RELATIONS

August 9th, 2023

#### Disclaimer

The financial information of this Presentation is the sales performance of Wemade Co., Ltd. (the "Company"), prepared in accordance with the standards of the K-IFRS. The result of 2Q FY2023 is provided as a reference for the convenience of the investors, and without the completion of the external auditor's review, it is subject to any changes resulting from the accounting audit process and the instructions of the Financial Services Commission.

This document contains forward-looking statements regarding the financial situation, operation, sales performance, senior management's plan, and goals for the Company and its subsidiaries subject to consolidation. Such forward-looking statements include "predictive information" about the future. It is subject to change pending any unknown risks, uncertainties, or other factors which may impact the actual performance results of the Company.

This document has been prepared based on the current information available. Please be advised that the Company is not liable to update on any new piece of information or any future event which may cause any change of any nature in any public manner, and that there may also be significant differences from the Company's actual performance results in the future.

#### Wemade (Consolidated)

Wemade Max Co., Ltd., Wemade XR Co., Ltd., Wemade Next Co., Ltd., Wemade M Co., Ltd., Wemade Plus Co., Ltd., ChuanQi IP Co., Ltd., Wemade Play Co., Ltd., (formerly Sunday Toz Co., Ltd.), LightCON Co., Ltd., Joystudio Co., Ltd., Wemade Connect Co., Ltd., Nexelon inc., LIKEIT Games Co., Ltd., Nitro X Co., Ltd., CaiShenChuanQi Co., Ltd., Wemix Korea Co., Ltd., Wemix Pte. Ltd., PGS CNCI Korea Fund 1, Wemix Bahamas, LLC., Wemix US, LLC, WeRise Limited, LIGHTSCALE HOLDINGS PTE. LTD., Shanghai WeRise Limited, LIGHTSCALE LABS PTE. LTD., WEMIX MENA LTD., BYLO Malta Ltd., DOTI SOFT Co., Ltd., Lightscale Inc., This Means War Co., Ltd., Play Links Co., Ltd., Play Toz Corp., PlayMatchical Corp., 코람코일반사모부동산투자신탁제142호\*, JB국내리츠일반사모부동산투자신탁제1호\*, K-1 19th Real Estate Investment Trust Company, Wemade Science Technology(Yinchuan) Co., Ltd., Wemade Online Co., Ltd., Wemade Entertainment USA Inc., BYLO Curacao B.V., Beijing Wemade IP Service Co., Ltd., Fujian Wemade Intellectual Property Service Co., Ltd., WEMADE HONG KONG LIMITED, Wemade Entertainment Digital Technology Shanghai Co., Ltd.

<sup>\*</sup>Companies that only have official names in Korean.

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## 1. Key Results and Outlook

#### 2Q'23 Results

## New MMORPG <NIGHT CROWS> #1 Top Grossing

#### **Strengthening Global Partnerships**

- 1) Middle East Business Expansion
- 2) Continuous Cooperation with Global Partners

#### **WEMIX 3.0**

- 1) Global Blockchain Service Expansion
- 2) WEMIX PLAY onboarding continued
- 3) Stable Coin WEMIX\$ listing
- 4) New partners as 40 WONDERS (NCP)

#### • < NIGHT CROWS > officially released on April 27, ranked #1 Top Grossing in Korea on both Google Play Store and Apple App Store.

- Acquired additional 5% shares of MADNGINE, the developer of <NIGHT CROWS>
- Signed MOUs with the Ministry of Investment in Saudi Arabia (MISA) and Abu Dhabi's global tech ecosystem 'Hub71'
- In-discussion with Microsoft for cooperation, including new console (X-BOX) FPS game <This Means War (tentative)>
- Launched New DeFi services 'Kurrency', 'Konverter', NFT-based DeFi service' NFTFi', and transparent social platform 'Wepublic'
- Six new games, <Infinity Party Battle>, <ANIPANG COINS>, <Word Fishing Championship>, <N-Age Awakening>, <Navy Crypto Field>, <ANIPANG BLAST>, onboarded on WEMIX PLAY
- WEMIX\$ listed on BitMart, a global digital asset exchange, for the first time
- 4 new partners, including Korean game company 'Kakao Games' and Japanese mobile game company 'gumi', joined as WEMIX 3.0 Node Council Partners (40 WONDERS)

#### 3Q'23 Updates and Outlook

#### **Upcoming New Games**

- 1) In-house games
- 2) Onboarding games on WEMIX PLAY

#### **Global Blockchain Business Expansion**

- 1) WEMIX as "Top 100 New Brands 2023"
- 2) Platinum Sponsor in WebX
- 3) WEMIX listing on CoinDCX in India

- Soon to release the Blockchain Game < NIGHT CROWS GLOBAL> by end of the year
- Developing <Legend of YMIR>, a MMORPG reinterpretation of Norse mythology
- Consolidated subsidiaries, preparing various genres of games including SNG <Love Recipe>, MMORPG <Legend of MIR2:</li>
   Fate>, and Collectible RPG <Valkyrious>
- <C9: Golden Continent> (Jul 12) and <MIR2M: The Dragonkin> (Jul 18) onboarded, recording a total of 33 onboarding games on WEMIX PLAY
- WEMIX, nominated as the first Korean IT company under "Top 100 new Brands 2023" by Clarivate Analytics, a leading global information service provider (Jul 13)
- Participated 'WebX', Japan's largest Web3 conference, as a platinum sponsor (Jul 25)
- WEMIX listed on 'CoinDCX', India's leading cryptocurrency exchange that supports trading with Indian Rupee (INR) (Jul 19)
- Published WEMADE's first ESG report, 'Sustainability Report 2022';

**Enhancing ESG Management** 

[Unit: Million KDIII]

## 2. 2Q'23 Summary of Consolidated Financial Results 5

- Revenue (+70% QoQ, +46% YoY): Recorded all-time high quarterly revenue, thanks to new MMORPG < NIGHT CROWS>
- Operating Income (Deficit decreased QoQ, Deficit continued YoY): Revenue-linked service fees increased, yet deficit decreased QoQ
- Net Income (Deficit continued QoQ, Deficit decreased YoY): Deficit continued due to higher income tax

					[Unit: Illillion KRW]
	2Q'23	1Q'23	QoQ	2Q'22	YoY
Revenue	159,279	93,903	70%	108,964	46%
Operating Expenses	199,618	140,677	42%	143,526	39%
Operating Income	-40,339	-46,775	Deficit decreased	-34,562	Deficit continued
Non-Operating Income(loss)	1,401	27,499	-	-22,267	-
Financial Income(loss)	3,025	-8,548	-	31,784	-
<b>Equity Method</b>	12,092	-2,060	-	-2,139	-
Income before tax	-23,822	-29,883	Deficit decreased	-27,184	Deficit decreased
Income tax	5,624	-1,338	-	5,189	-
Net Income	-29,446	-28,545	Deficit continued	-32,373	Deficit decreased

<sup>\*</sup>Any discrepancies in any table between the totals and the sums of the amounts listed are due to rounding.

## By Business Segment

- Game (+79% QoQ, +54% YoY): Soared 79% growth QoQ driven by new title <NIGHT CROWS>
- License (+5% QoQ, -24% YoY): Rose QoQ along with newly launched license game
- WEMIX Platform (-61% QoQ, +12% YoY): Fell on reduced PLAY Wallet DEX transaction value

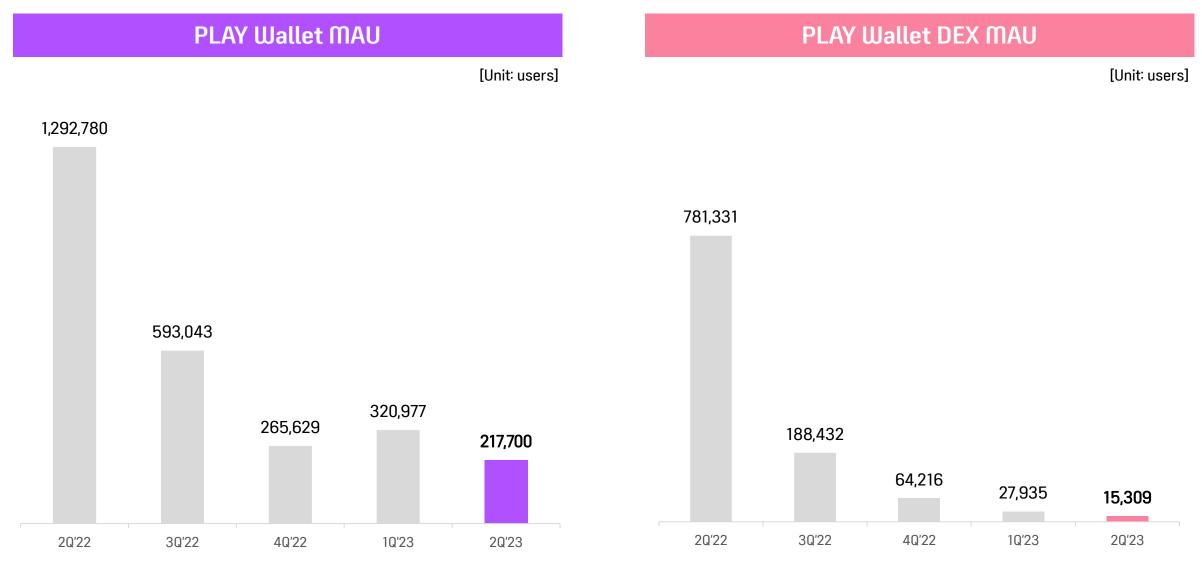
					[Unit: Million KRW]
	2Q′23	1Q'23	QoQ	2Q'22	YoY
Game (Mobile / PC Online)	150,467	83,869	79%	97,945	54%
License	6,414	6,088	5%	8,389	-24%
WEMIX Platform	959	2,476	-61%	858	12%
Others	1,438	1,469	-2%	1,772	-19%
Total	159,279	93,903	70%	108,964	46%

<sup>\*</sup>Any discrepancies in any table between the totals and the sums of the amounts listed are due to rounding.

<sup>\*\*</sup>Base price of WEMIX for WEMIX Platform sales recognition in 20'23 is KRW 2,276. WEMIX Platform sales is recognized from unearned revenue.

## WEMIX Platform Key Performance Indicators (1)

• In 2Q'23, MAUs for PLAY Wallet and PLAY Wallet DEX fell QoQ.



<sup>\*</sup>The MAU above is an average value for each quarter. PLAY Wallet MAU is based on the number of visits, while PLAY Wallet DEX MAU is based on transaction usage.

<sup>\*</sup>The MAU above is calculated on Korea Standard Time(KST).

<sup>\*</sup>Previous Quarterly MAU values were recalculated and updated accordingly.

## WEMIX Platform Key Performance Indicators (2)

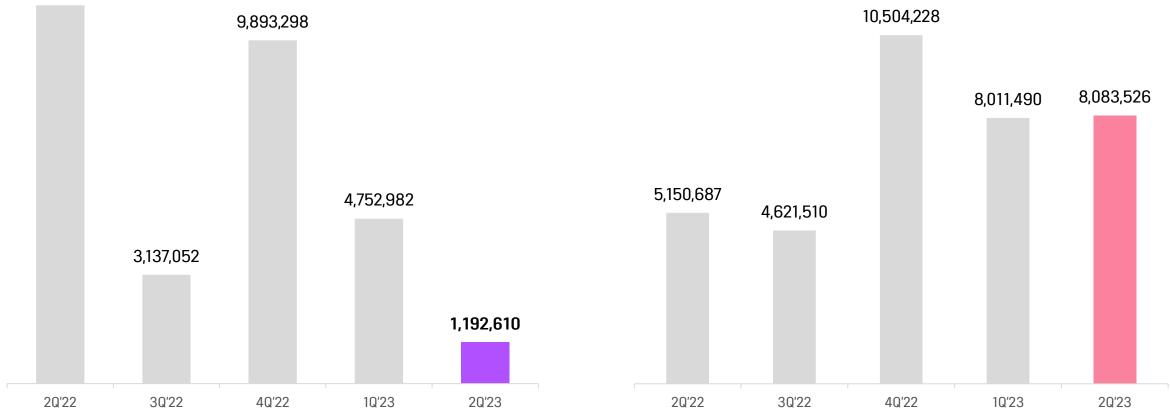
- The cumulative number of PLAY Wallet accounts in 2Q'23 continued steady growth of 12% YoY.
- With new titles, <Infinity Party Battle>, <ANIPANG COINS>, <World Fishing Championship>, <N-Age Awakening>, <Navy Crypto Field>, <ANIPANG BLAST>, a total of 33 games have been onboarded so far.



## WEMIX Platform Key Performance Indicators (3)

- PLAY Wallet DEX transaction value decreased QoQ, recording 1.2 Million WEMIX in 2Q'23.
- The total value of PLAY Wallet NFT transaction growth continued, recording 8.1 Million WEMIX in 2Q'23.

## PLAY Wallet DEX Quarterly Transaction Value [Unit: WEMIX] 10,906,273 9,893,298 PLAY Wallet NFT Quarterly Transaction Value 10,504,228



<sup>\*</sup>The DEX Quarterly transaction value above includes every transaction generated in PLAY Wallet DEX.

<sup>\*</sup>The DEX Quarterly transaction value and NFT Quarterly transaction value above are calculated on Coordinated Universal Time(UTC).

<sup>\*</sup>Previous Quarterly transaction values were recalculated and updated accordingly.

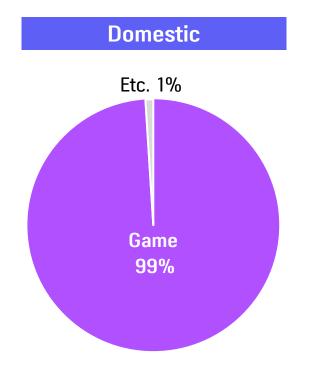
## By Region

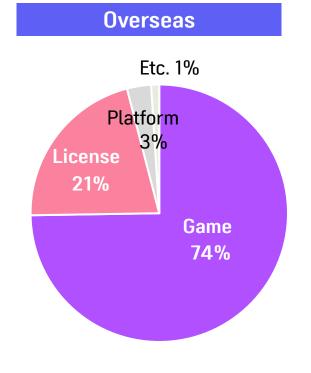
- Domestic (+158% QoQ, +104% YoY): Jumped 158% QoQ led by new MMORPG <NIGHT CROWS>
- Overseas (-32% QoQ, -35% YoY): Declined QoQ on sales stabilization of existing games

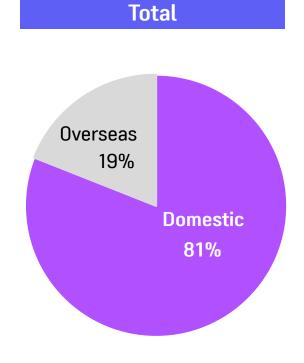
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	2Q'23	1Q'23	QoQ	2Q'22	YoY
Domestic	129,811	50,373	158%	63,530	104%
Overseas	29,468	43,530	-32%	45,435	-35%
Total	159,279	93,903	70%	108,964	46%

<sup>\*</sup>Any discrepancies in any table between the totals and the sums of the amounts listed are due to rounding.







<sup>\*</sup>Less than 1% is omitted from indications.

## 4. Operating Expenses

• Operating Expenses (+42% QoQ, +39% YoY): Increased QoQ from marketing costs and revenue-linked service fees for new game launch

					[Unit: Million KRW]
	20'23	1Q′23	QoQ	20′22	YoY
Labor*	62,812	55,269	14%	56,200	12%
Service Fee	84,656	48,325	75%	41,136	106%
Communication*	10,063	11,825	-15%	12,317	-18%
Marketing	21,015	11,852	77%	24,457	-14%
Depreciation	15,573	5,088	206%	5,256	196%
Taxes	910	2,147	-58%	965	-6%
Others	4,589	6,170	-26%	3,195	44%
Total	199,618	140,677	42%	143,526	39%

<sup>\*</sup>Includes wages, retirement benefits, employee benefits, and stock compensation costs. Communication expenses include server operating costs.

<sup>\*\*</sup>Any discrepancies in any table between the totals and the sums of the amounts listed are due to rounding.

## 5. Summary of Consolidated Financial Statements

#### Consolidated Balance Sheet

		[Unit: 100 Million KRW]	
	2021	2022	2Q'23
Total Assets	10,273	14,298	13,511
Current Assets	3,992	4,054	3,378
Non-current Assets	6,281	10,245	10,133
Total Liabilities	3,836	8,955	8,829
Current Liabilities	3,550	7,227	7,243
Non-current Liabilities	286	1,728	1,587
Total Equity	6,437	5,343	4,682
Capital Stock	169	172	172
Retained Earnings	3,876	1,812	965
Total Liabilities & Equity	10,273	14,298	13,511

#### Consolidated Income Statement

[Unit: 100 Million KRW]

	2021	2022	2Q'23
Revenue	3,350	4,635	2,532
Operating Expenses	2,376	5,484	3,403
Operating Profit	974	-849	-871
Non-operating Income(loss)	2,968	-992	234
Income before tax	3,918	-1,817	-537
Income tax	837	41	43
Net Income	3,081	-1,858	-580
Controlling Interest	3,067	-1,854	-595
Non-controlling Interest	14	-3	15

<sup>\*</sup>The figures of the summary of consolidated income statement above are based on the accumulated amounts.

<sup>\*</sup>Any discrepancies in any table between the totals and the sums of the amounts listed are due to rounding.