

Investor Presentation

exem

3Q 2023

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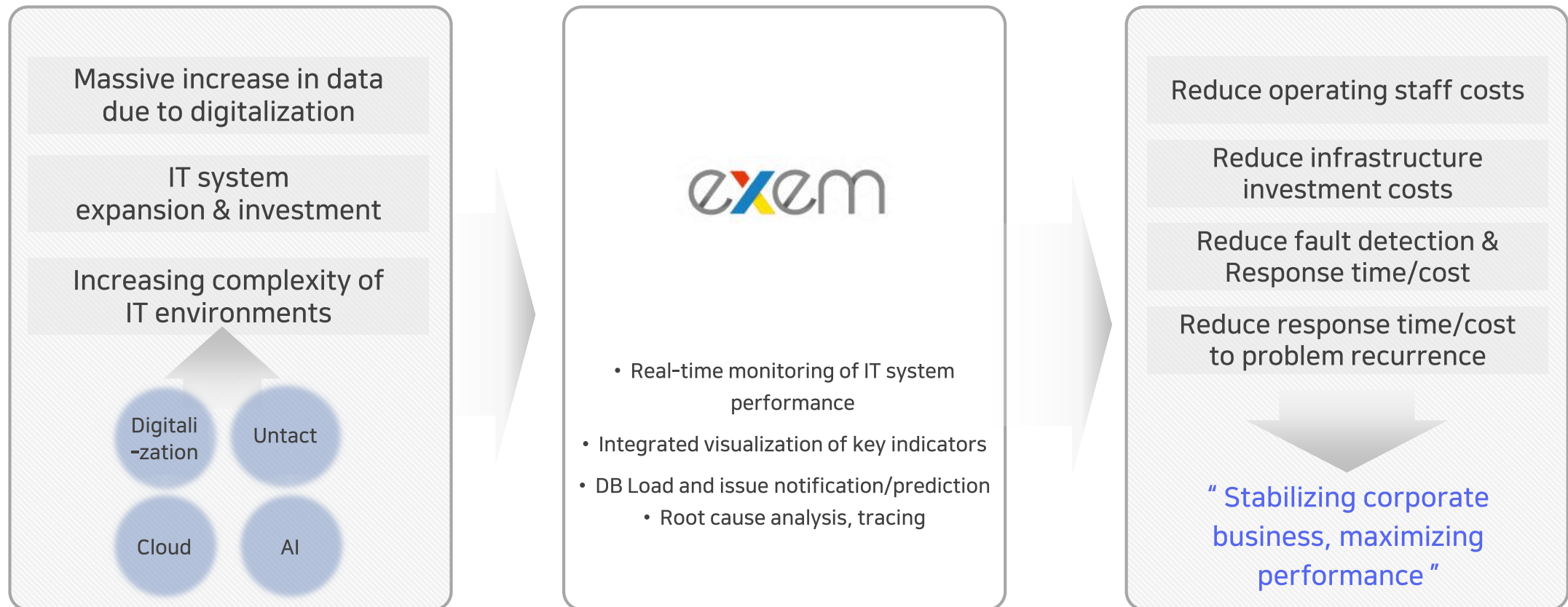
Chapter 3. Investment Highlight

Appendix

Why is IT System Performance Monitoring Crucial?

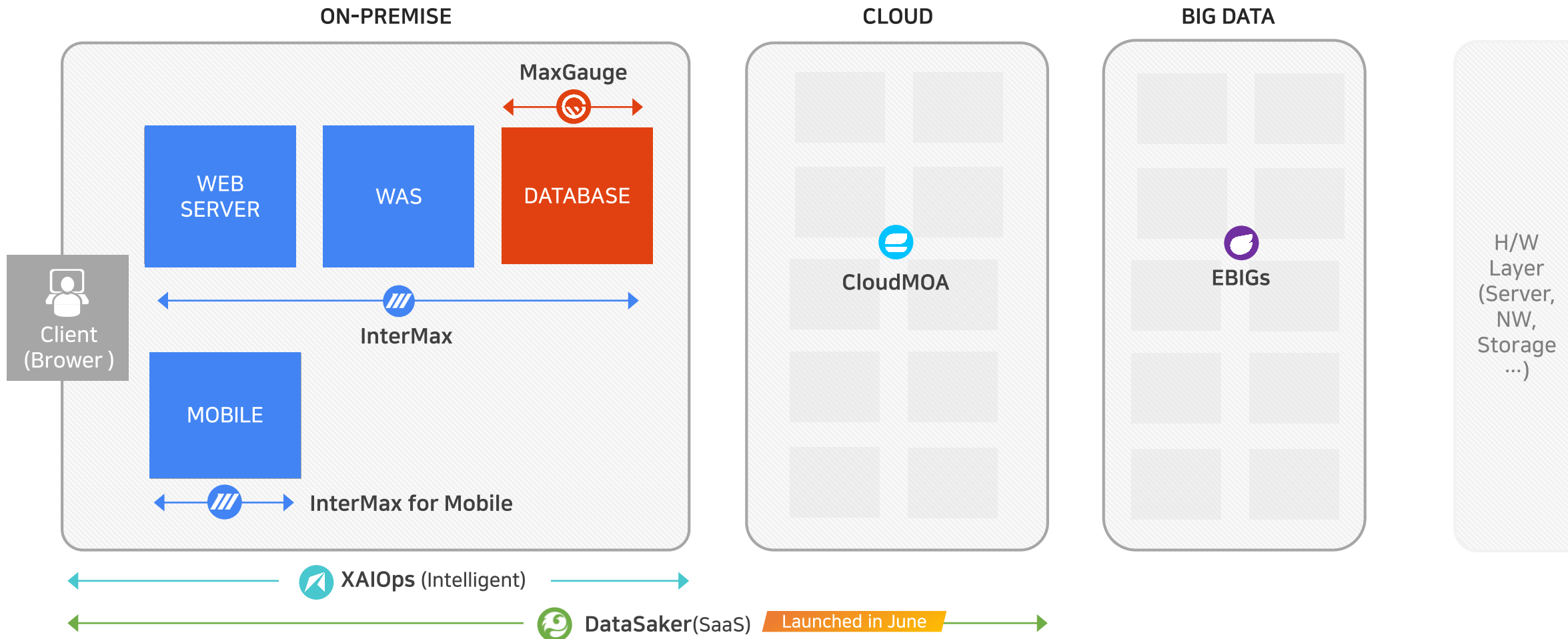
IT systems serve as the foundation of all corporate enterprises, wielding the power to shape business outcomes.

"Now, integrated monitoring of corporate IT systems is paramount."





Enhancing Corporate IT Efficiency with Comprehensive IT Performance Monitoring Solutions.



Revenue and Finance

- **'22 Consolidated sales KRW 55.1 billion**, operating profit KRW 12.5 billion, net profit KRW 9.6 billion (YoY +16%, +2%, YoY -15%), operating profit margin 22.7%, net profit margin 17.4%
 - Balanced sales increase across all business sectors + significant sales increase in the big data sector, recruitment of employees and completion of office building to strengthen business competitiveness, and increase in purchases due to large-scale big data project, etc.
- **'23 3Q Cumulative Consolidated sales KRW 32.4 billion**, operating loss KRW 0.4 billion, net profit KRW 7 billion (YoY +8%, loss conversion, YoY +39%), net profit margin 21.7%
 - DBPM, Big data, DB security, AIOps sales increase, R&D/Personnel expenses increase related to hiring employees, M&A costs of the new office building, profit from the sale of old office building are reflected.
 - '23 3Q consolidated sales KRW 11.2 billion, operating loss KRW 0.2 billion, net profit KRW 3 billion, net profit margin 26.7%

Core Biz (DBPM, APM)

- **Sustained Customer Loyalty:** EXEM maintains its No. 1 position in the domestic DBPM market, and also financial sector DBPM market. As customers expand IT system periodically, our long-term customer relationships makes customers to continue expanding IT monitoring SW, MA.
- **Diverse DB Model Expansion:** We respond to market needs by offering Korea's largest selection of monitored DB models, including cloud DB and open-source DB, to cater to evolving DB usage.
- **Comprehensive End-to-End Monitoring:** Setting a new APM standard, we prioritize End-to-End (E2E) monitoring over the conventional WAS-centric approach, enhancing our response capabilities in the APM market.

Bew Biz (Big Data, AIOps, Cloud Management)

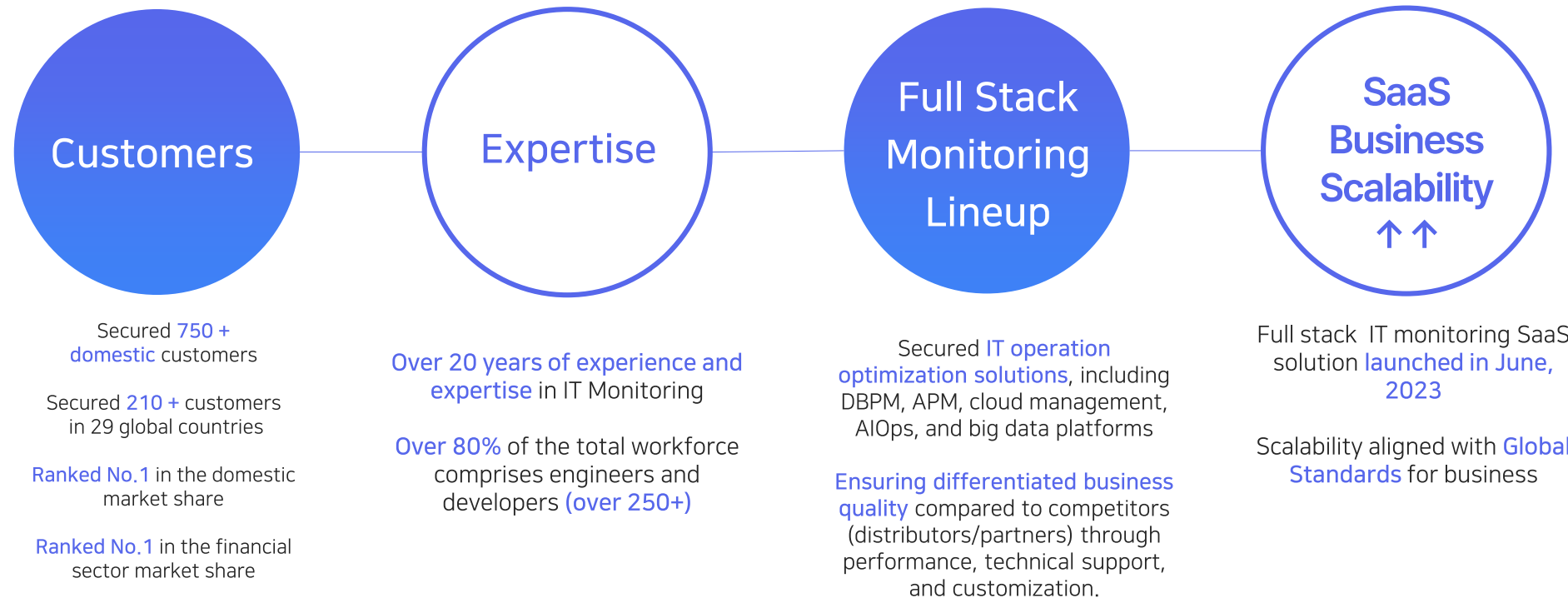
- **Elevating Business with Big Data Consulting:** Exploring ISP and construction projects in partnership with the Seoul Metropolitan Government, National Police Agency, Korea Gas Corporation, and other emerging metropolitan governments and ministries.
- **Growing AIOps Portfolio:** Expanding AIOps references including private enterprises and data centers, leveraging our recognized expertise, acknowledged by Korea's leading 5 financial companies and 3 government agencies.
- **Expanding Cloud Management references :** Expanding our references by having showcased successful implementations in IDC centers, banks, credit card companies, and distribution firms.








SaaS (Launched in June)

- **Sustainable Profit Expansion Blueprint:** Developing a framework for continuous profit expansion by leveraging upselling and cross-selling strategies with subscription-based billing and existing customers , aiming to achieve Break-Even Point (BEP) within three years.
- **Pioneering the Domestic SaaS IT Monitoring Market:** Initiating entry into the domestic SaaS IT monitoring market and subsequently expanding our presence worldwide.
- **Energizing Business in Alignment with the Korea Government's SaaS Focus:** Anticipating the benefits of heightened public engagement and the government's commitment to fostering the SaaS industry, especially benefiting software companies.



EXEM, a global IT company representing Korea, has been experiencing growth through a diverse array of technologies, including Database, Application, Cloud, AI, Big Data, and SaaS, which cover performance management of the entire IT system.



| Solution | Market Definition | Launched Year | Revenue in 2022 ¹⁾ (unit: KRW million) | Market Status |
|---|--|----------------|--|---|
|  MaxGauge | DBPM (DataBase Performance Monitoring) | 2001 | 27,834 | <ul style="list-style-type: none"> • Domestic market size: approximately KRW 44 billion (own estimate, as of 2022) → Market size continues to grow at a CAGR of 10% from the past three years • Market share: approximately 55%, No. 1 in Korea (at least as of 2022) → with TAM²⁾, 90% potential customer ratio outside of our current market occupancy • Competitors: 1 major unlisted company and 6 other competitors |
|  InterMax | APM (Application Performance Management) | 2008 | 9,155 | <ul style="list-style-type: none"> • Domestic market size: approximately KRW 72.3 billion (own estimate, as of 2022) → Market size continues to grow at a CAGR of 15% from the past three years • Market share : approximately 20%, 2nd in Korea • Competitors : 1 major unlisted company and 7 other competitors |
|  EBIGs | Big Data Platform & Big Data Construction/Analysis Service | 2016 | 7,763 | <ul style="list-style-type: none"> • Domestic big data integrated platform construction market size³⁾: KRW 399.5 billion (as of 2022). • Solution supply target market size: KRW 20 to 40 billion • Competitors : 1 major foreign company, 1 publicly-listed company |
|  XAIOps | AIOps (Artificial intelligence for IT Operations) | 2019 | 431 | <ul style="list-style-type: none"> • Early stage in domestic market • Secured a total of 8 clients including 4 major banks, 1 leading credit card company, and 3 clients from public sector • Competitors : 2 major foreign companies, 1 unlisted company and 1 publicly-listed company |
|  CloudMOA | Integrated Cloud Management | 2019 | 198 | <ul style="list-style-type: none"> • Early stage in domestic market • Secured a total of 9 clients including, credit card company, insurance, distribution, IDC center, and medical institution. |
|  DataSaker | SaaS-type Integrated IT Performance Monitoring | 2023 (June) | - | <ul style="list-style-type: none"> • Early stage in domestic market • Competitors : 1 unlisted company, 3 foreign companies |
| Affiliate  | DB Security (Access Control/Encryption) | 2009/ 2010 | 9,680 | <ul style="list-style-type: none"> • Market share : approximately 10%, 3rd in Korea (own estimate) • Competitors : approximately 6 companies |

¹⁾ The figure in the consolidated financial statements represents the total amount from both products and services.

²⁾ TAM (Total Addressable Market) encompasses not only listed companies with a high IT infrastructure adoption rate but also financial institutions, major industries, major local governments, and central core public institutions.

³⁾ Within the results of the Ministry of Science and Technology's '22 data industry status survey and the confirmed '23 public demand forecast, we specifically focus on big data-related software construction projects (excluding maintenance), along with their corresponding project amounts.

References

Secures References from Over 970 Global Customers in 29 Countries and Leading Domestic Companies in Every Industry Sector

(※ Separate, as of the end of third quarter of 2023)

Financial Over160

Customers include 20 major financial institutions, including the top 5 commercial banks.

Public Over 220

Major ministries and public corporations such as KEPCO, Seoul Metropolitan Government, Ministry of Public Administration and Security, etc.

Corporate Over 370

Secured a large number of leading domestic manufacturing/service/distribution customers

Overseas Over210

Secured customers from China's local financial sector (banks, securities), Expanding business centered on high-end manufacturing, Solution competitiveness recognized by Samsung Semiconductor, AT&T, LA State Government, etc.

China unicom 中国联通, CHINA TELECOM, PKCC 中国人民保险集团股份有限公司, 中信银行 CHINA CITIC BANK, 华泰证券 HUATAI SECURITIES, 建信人寿 CCB LIFE, TCL, 湘财证券 XIANGCAI SECURITIES, TIANMA, 国泰君安期货 GUOTAI JUNAN FUTURES

AT&T, TOYOTA, 7-ELEVEN, NTT DATA, KDDI

FUJITSU, CTC, NRI 日本経済, DeeCorp Dynamic & Economy, TOSHIBA

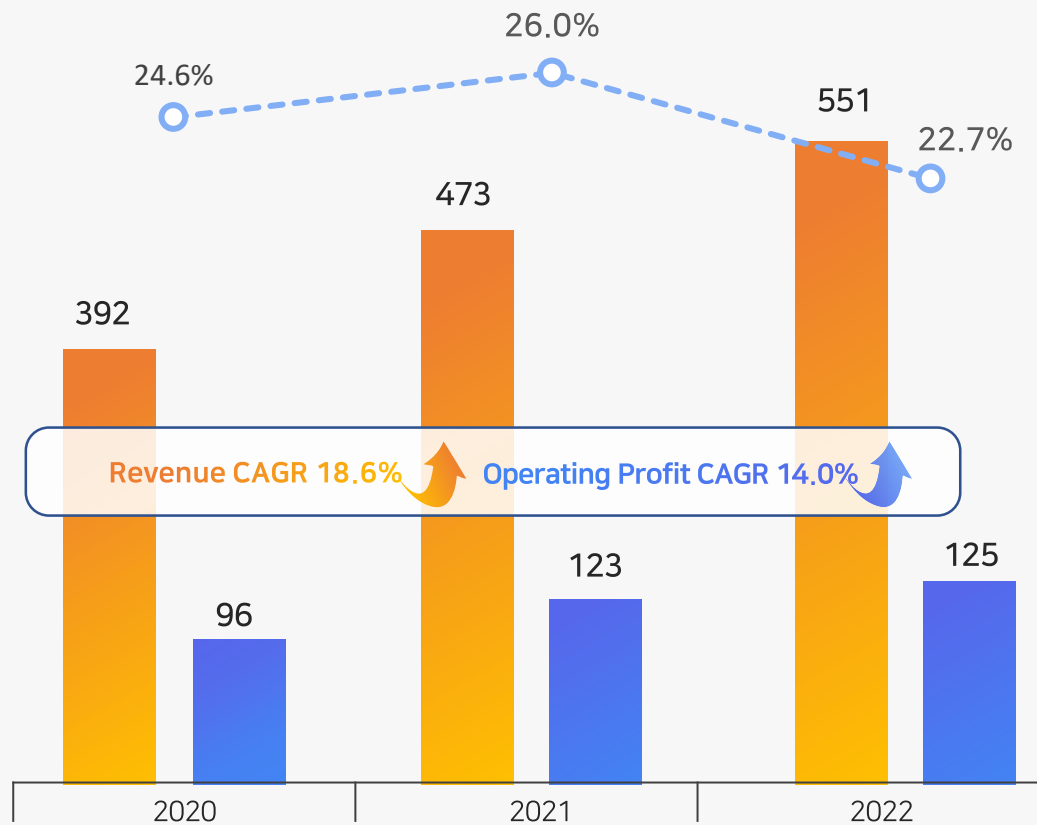


Financial Performance for the Last 3 Years

Consolidated

(unit : 100 million KRW)

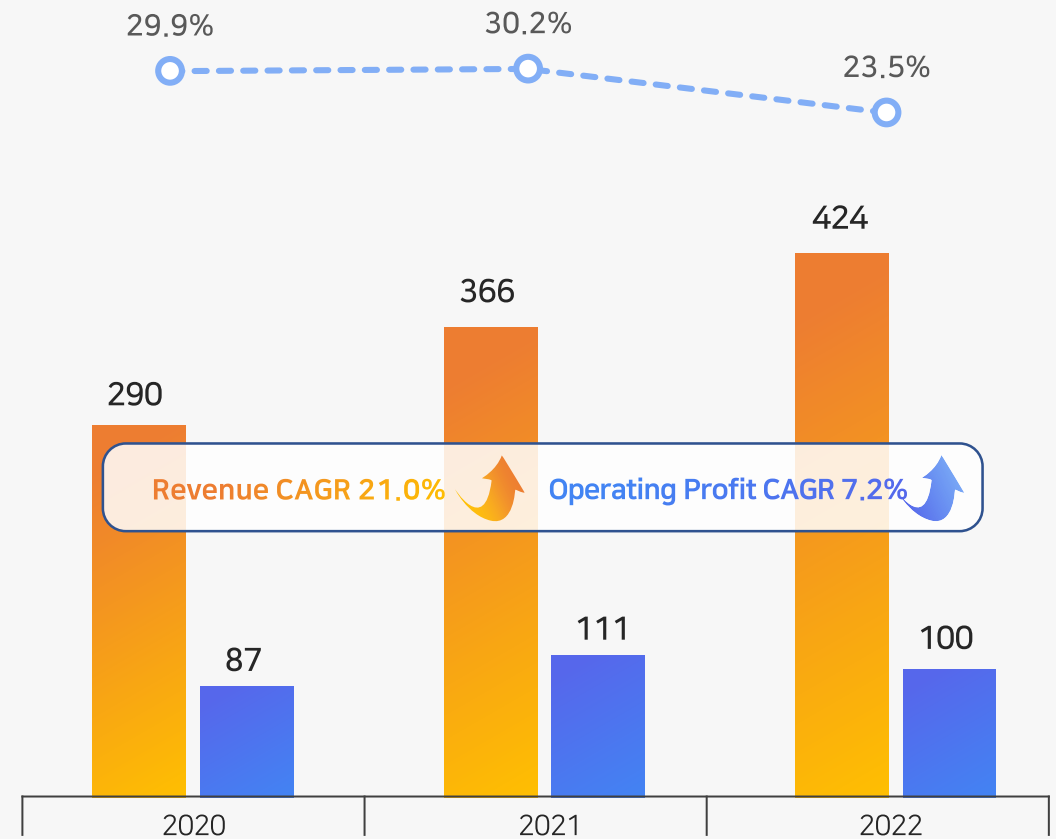
■ Sales ■ Operating Profit ○ Operating Profit Ratio



Separate

(unit : 100 million KRW)

■ Sales ■ Operating Profit ○ Operating Profit Ratio

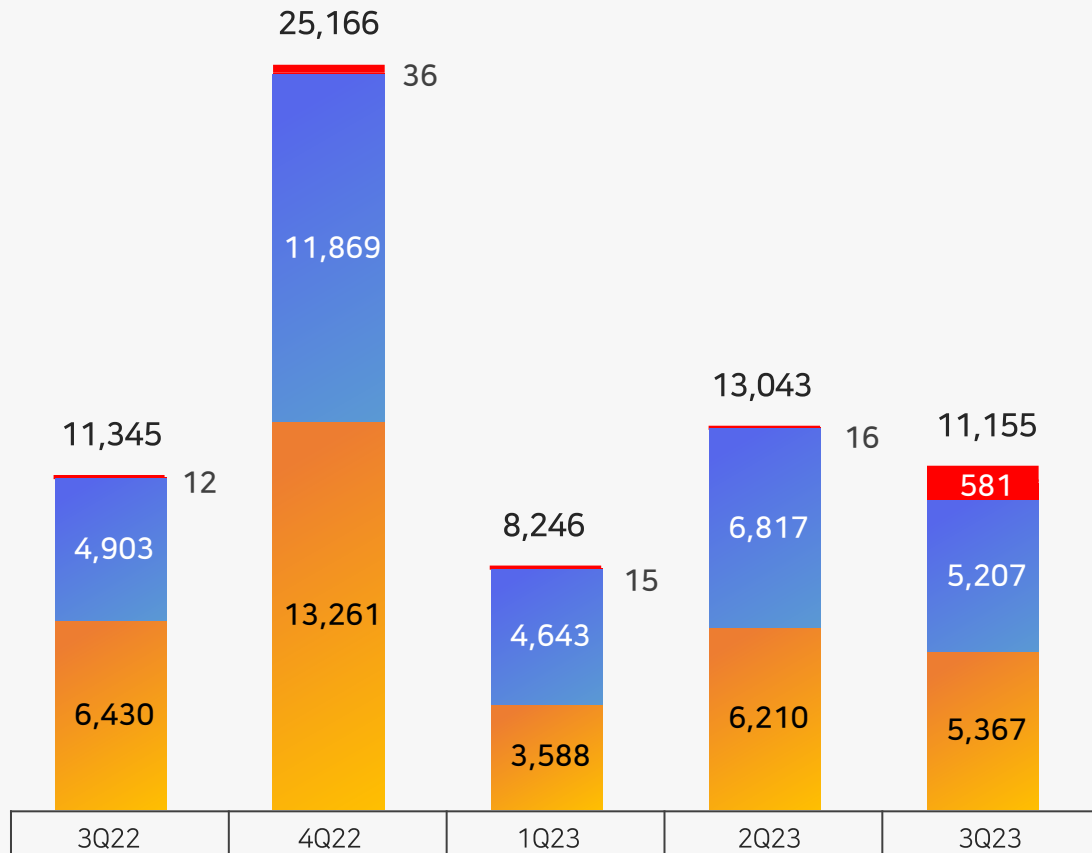


Quarterly Financial Performance for the Previous Year

Consolidated

(unit : 100 million KRW)

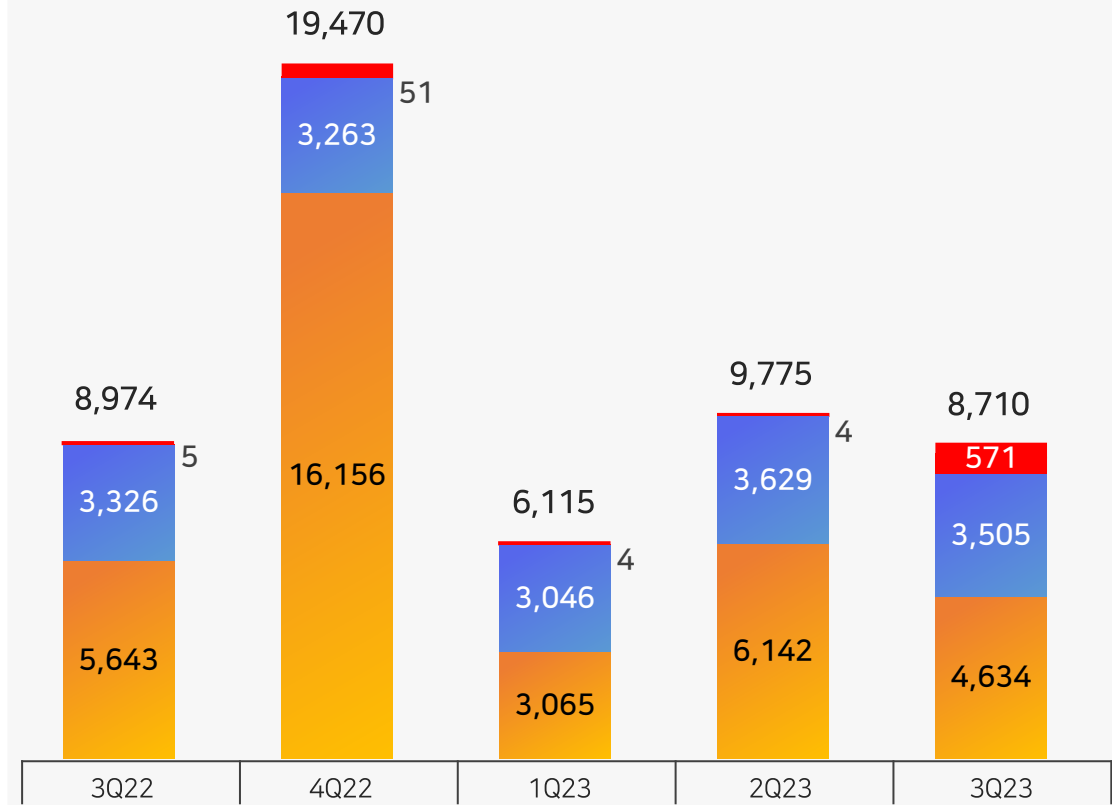
SW MA/Consulting Other Sales



Separate

(unit : 100 million KRW)

SW MA/Consulting Other Sales



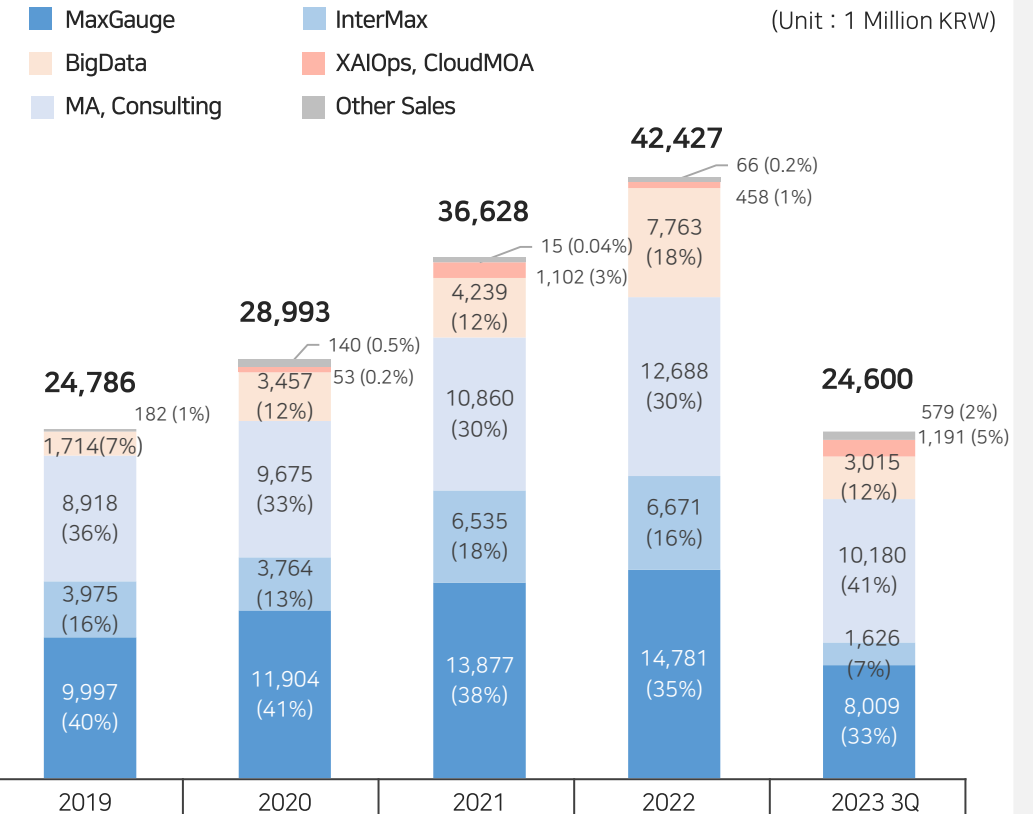
*In separate sales, big data service(Big Data platform construction/analysis/Managing) sales were categorized as SW sales because the big data business involves providing SW and services simultaneously in a project-oriented manner.

Sales Breakdown

Virtuous Sales Expansion Cycle: Existing Customers' System Expanding, Cross-Selling/Bundling, and Attracting New Customers

| | | 2019 | 2020 | 2021 | 2022 | 3Q 2023 (Cumulative) | '19-'22 CAGR |
|-------------------------|---------------------------|----------------|-----------------|-----------------|-----------------|-------------------------|------------------------|
| EXEM | MaxGauge (SW) | 9,997 (40%) | 11,904 (41%) | 13,877 (38%) | 14,781 (35%) | 8,009 (33%) | 13.9% |
| | InterMax (SW) | 3,975 (16%) | 3,764 (13%) | 6,535 (18%) | 6,671 (16%) | 1,626 (7%) | 18.8% |
| | BigData (SW & Services) | 1,714 (7%) | 3,457 (12%) | 4,239 (12%) | 7,763 (18%) | 3,015 (12%) | 65.5% |
| | XAI Ops (SW) | - | 37 (0.1%) | 1,065 (3%) | 352 (0.8%) | 1,191 (4.8%) | 208.4% (past 3 yrs) |
| | CloudMOA (SW) | - | 16 (0.05%) | 37 (0.1%) | 106 (0.3%) | - | 157.4% (past 3 yrs) |
| | DataSaker (SW) | Before Launch | | | | - | - |
| | Maintenance, Consulting | 8,918 (36%) | 9,675 (33%) | 10,860 (30%) | 12,688 (30%) | 10,180 (42%) | 12.5% |
| | Other Sales ¹⁾ | 182 (1%) | 140 (0.5%) | 15 (0.04%) | 66 (0.2%) | 579 (2.3%) | -28.7% |
| SINSIWAY (Affiliate) | Petra (SW) | 2,151 (32%) | 3,514 (48%) | 4,174 (52%) | 4,620 (48%) | 2,480 (42%) | 29.0% |
| | PetraCipher (SW) | 2,154 (32%) | 1,174 (16%) | 1,190 (15%) | 2,227 (23%) | 1,185 (20%) | 1.1% |
| | PetraSign (SW) | 70 (1%) | 52 (0.7%) | 35 (0.4%) | 25 (0.3%) | 28 (0.5%) | -29.1% |
| | Maintenance | 2,300 (34%) | 2,506 (34%) | 2,595 (32%) | 2,798 (29%) | 2,253 (38%) | 6.8% |
| | Other Sales ²⁾ | 141 (2%) | 31 (0.4%) | 61 (0.7%) | 53 (1.0%) | 33 (0.6%) | -27.8% |

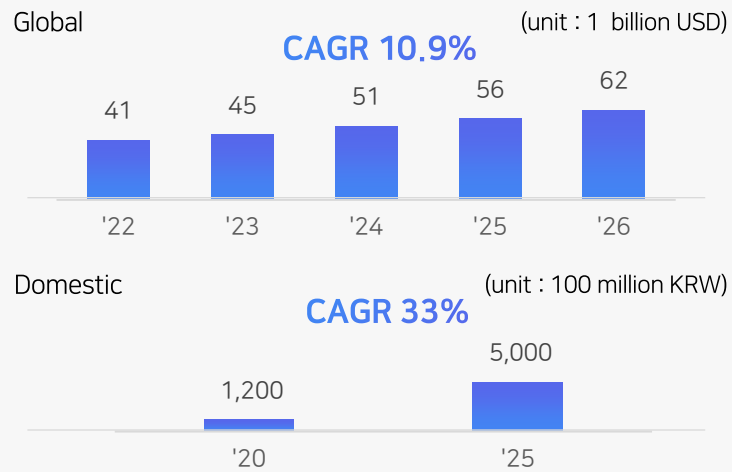
Sales trend breakdown for the past 5 years on a separate basis



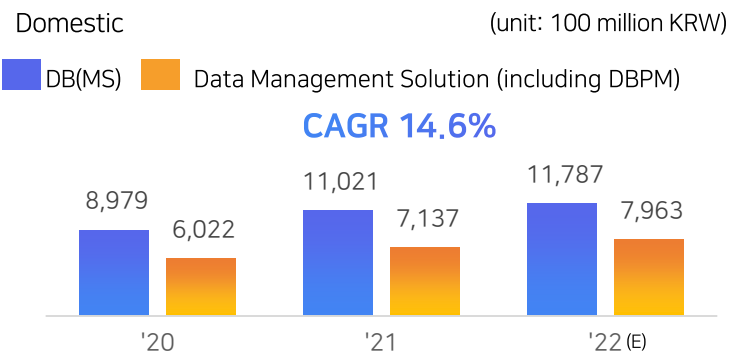
※ In the case of the above table, figures are based on separate/individual financial statements 1) Sales of products, publication of books, etc. 2) Sales of products, rent, etc.

(1) Continued growth in upstream markets

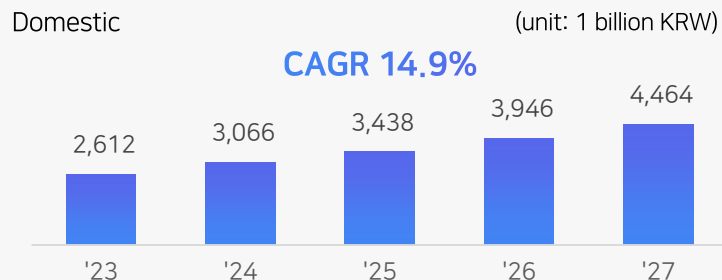
IT Operation & Management ¹⁾



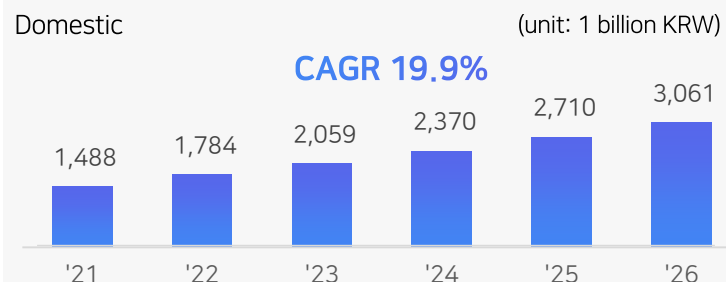
DB & DB Performance Management ²⁾



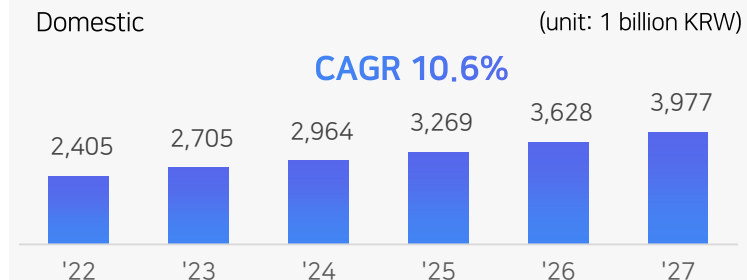
AI ³⁾



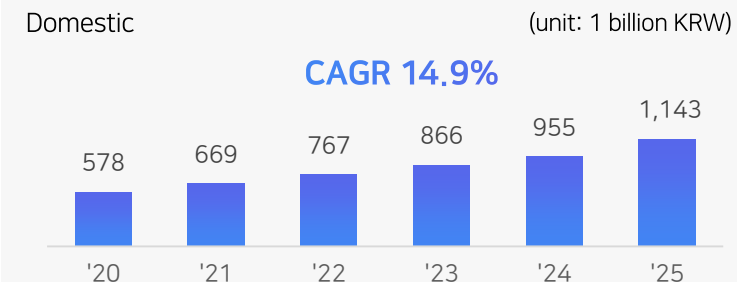
Cloud ⁴⁾



Big Data ⁵⁾



SaaS ⁶⁾



1) Gartner Forecast: Enterprise Infrastructure Software, Worldwide, 2020-2026, 2Q22 Update. Published June, 2022. IT Operations Market / IDC Korea

2) Korea Data Industry Promotion Agency, 2022 Data Industry Status Survey, April 2023

3) Korea IDC, Korea Artificial Intelligence 2023-2027 Forecast, March 2023

4) Korea IDC, domestic public cloud SW market forecast, 2022-2026, February 2023

5) Korea IDC, domestic big data and analysis (BDA) market forecast, 2023-2027, March 2023

6) [ET News] To foster globally competitive SaaS companies, Electronic Newspaper, 2022.11.23, <https://www.etnews.com/20221123000243>

(2) Continued growth based on stable DBPM · APM (E2E) business

Long-term relationships with major financial customers, along with the lock-in effect of additional SW expansion and maintenance, strengthen cross-selling opportunities among over 800 DBPM customers both domestically and abroad.
 Leading with the most extensive range of DB models in Korea, driven by DB diversification, and capitalizing on growing market demand for end-to-end monitoring.

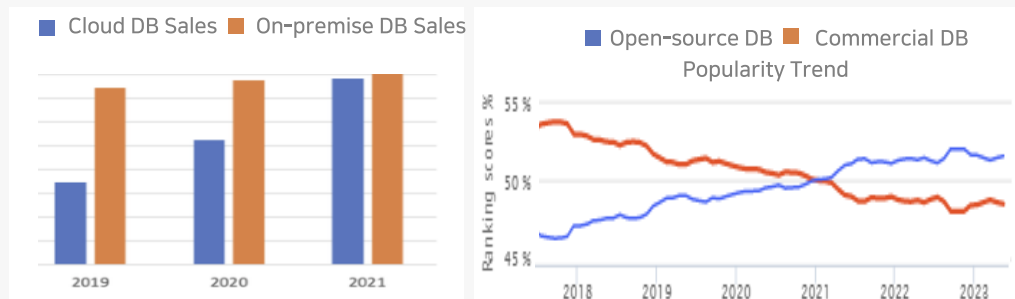
DBPM

→ Secure long-term relationships with large financial customers, expand into new opportunities and explore new markets through diversified DB diversification

| Major customers over the past 4 years | 2022 | 2021 | 2020 | 2019 |
|---------------------------------------|-----------------|-----------------|-----------------|-----------------|
| | A Manufacturing | A Manufacturing | A Manufacturing | A Manufacturing |
| | B Public | B Public | B Public | B Public |
| | C Manufacturing | C Manufacturing | C Manufacturing | C Manufacturing |
| | D Financial | D Financial | D Financial | D Financial |
| | E Public | E Public | G Public | F Financial |
| | F Financial | F Financial | H Financial | G Public |
| | G Public | G Public | I Public | H Financial |
| | | | I Public | |

Global Cloud DB, Open-source DB Growth

→ Secured the largest DB monitoring lineup in Korea, including cloud/open-source DB.

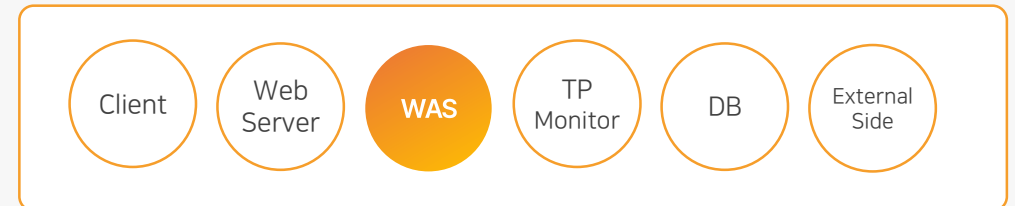


(※ Resource : Gartner Blog, DBMS Market Transformation 2021 / DB-Engines, Popularity of open-source VS commercial DBMS)

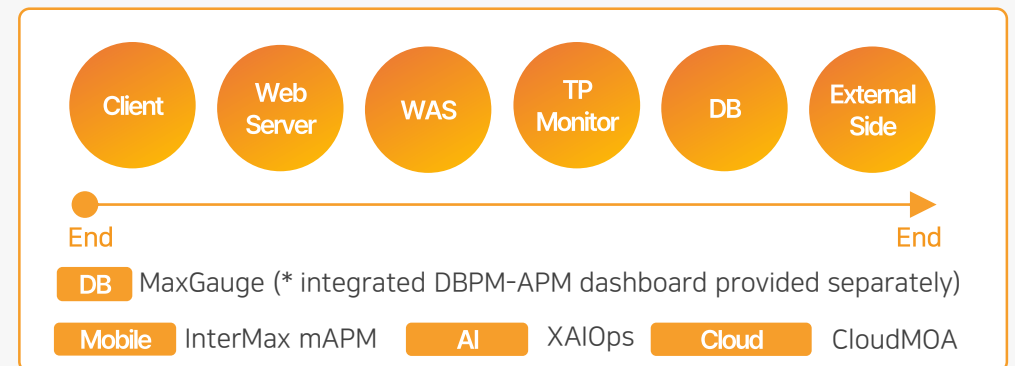
APM(E2E)

→ Expansion of Supply Opportunities: End-to-End and Linked Solutions Instead of Partial Monitoring All from a Single Vendor.

Existing domestic APM player – “Unable to recognize exact problem/performance issues through WAS-centered monitoring”



EXEM InterMax – “Entire section (E2E) monitoring + linked with other solutions”

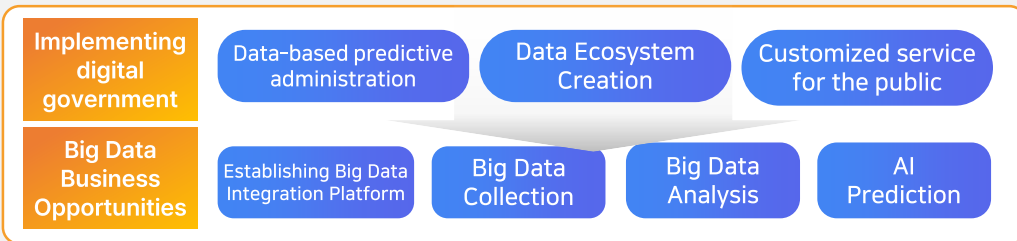


(3) Expansion of big data business performance creation

Expanding opportunities to secure large-scale main project based on winning a big data ISP/consulting project,
 Expanding win-back opportunities due to paid Hadoop management solution for big data system construction
 and operation management packages

Consulting-based public big data business opportunity

→ Follow-up business opportunity in each stage of public big data ·
 Main business opportunity based on ISP/consulting business ↑



ISP/consulting business expected to have large-scale follow-up business

- KOGAS** (Korea Gas Corporation): Big data master plan consulting service (completed in '23 03)
- SEOUL METROPOLITAN GOVERNMENT**: AI-based big data service platform (Phase 2) (Completed in '23 04)
 → Received 3rd stage business contract ('23 11)
- 경찰청** (Korean National Police Agency): Establishment of fingerprint and criminal record system integrated ISP/BPR (completed in '23 06)

In addition, new metropolitan governments and major government ministries are in preliminary discussions on similar ISP projects.

Capable of full big data lifecycle, including energy management and EVs

- KETEP** (한국에너지기술연구원): Establishment of a large-capacity power AMI data distribution platform
- KEPCO** (Korea Electric Power Corporation): Construction of Korea's largest big data platform and other projects
- MOLIT** (Ministry of Land, Infrastructure and Transport): Development of electric vehicle safety monitoring verification service

Winback opportunity for over 500 domestic customers due paid Hadoop management solution

→ Aggressive sales based on price/function competitiveness compared to expensive foreign competitive solutions

<Global company C's Product> <EXEM EBIGS>

MIN \$10,000/node (over 13 million won/node) ₩9.9 million/node ¹⁾

Approximately 30-40% cost savings

1) Source: Current price based on Public Procurement Service Digital Service Mall

- Support for functions not provided by other competitors
- Customization provided
- Professional engineer technical support

(4) Strengthening AI and cloud management business

Expanding business opportunities in **public/Secondary finance/other private companies/data centers** based on delivering AIOps to major banks.

Promotion of joint proposal for cloud business based on cooperation with cloud council and MSP

AIOps

→ Based on existing customers in financial sector, Expanding customers to public/secondary finance/other private companies + data centers

2023: Secured New Clients from Financial Sector (Credit Card Company, Bank)

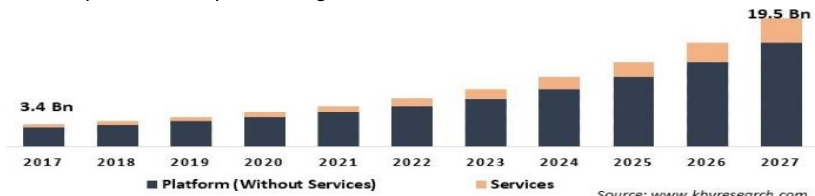
Core Competence

- Verified by 4 banks (Only EXEM has) and 3 government agencies
- Over 20 years of IT monitoring operation experience
- Strong grasp of high-demand AIOps in financial services
- 95% prediction accuracy

In overseas markets, AIOps is actively being introduced in public administration, military, legal, and medical/healthcare fields.

U.S. Department of Defense, Army/Air Force, NASA, Department of Homeland Security, Department of Agriculture, Department of Justice, Department of Health and Human Services, NASDAQ, New York City, Dutch courts, UK Driver's Licensing Office, Bleking Regional Board of Sweden, United Arab Emirates National Health Insurance Company, Ministry of Electronics and Communications Technology of India, Bahrain Electronic government, various government-affiliated organizations/research institutes...

Global AIOps market expected to grow at a CAGR of 21% and reach \$19.5 billion in 2027



Cloud Management

→ Establishing cases Through DBPM, APM Linkages. In 2023, Secured Three Related Business Contracts

- Collaborating on joint projects with Cloud Council and Megazone Cloud, Korea's leading MSP.

MEGAZONE CLOUD + EXEM + 오픈소스컨설팅 + INNOEYESYS + Ntuple + STRATO

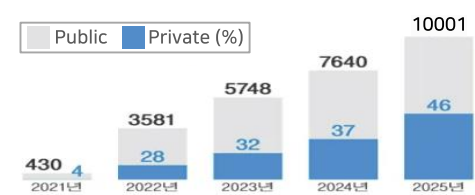
Cooperation to strengthen cloud operation and management business | Integrated Management | Infrastructure establishment | Security | Open API | Operations Portal

[Cloud Council]

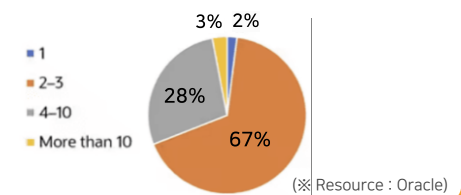
Core Competence

- Linkage with InterMax
- Management of public and private cloud-based IDC centers
- Obtained NIPA 'Cloud Service Quality and Performance Verification' certification
- Obtain Certified Kubernetes Administration (CKA) certification. Maintain a pool of engineers.

Plan to convert 10,000 public information systems to cloud by 2025



98% of companies worldwide are adopting/planning to multi-cloud

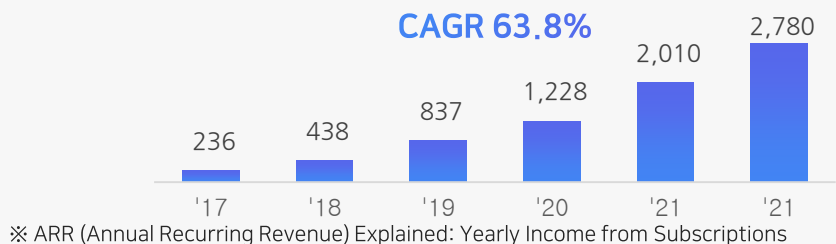


(5) High growth potential of SaaS business

Subscription-type billing-based continuous revenue expansion structure with a goal to achieve BEP within 3 years.
Anticipated benefits from the government's commitment to fostering SaaS businesses.

- Promising Growth Potential in Early-Stage Domestic SaaS IT Monitoring Market
Considering the subscription-based billing growth of global SaaS-type IT monitoring solutions (e.g., Datadog case)

ARR Customers Exceeding \$100,000 Soar from 236 (2017) to 2,780 (2021)



Strong customer retention and upselling metrics

GRR in the upper 90% range
(Gross Retention Rate)

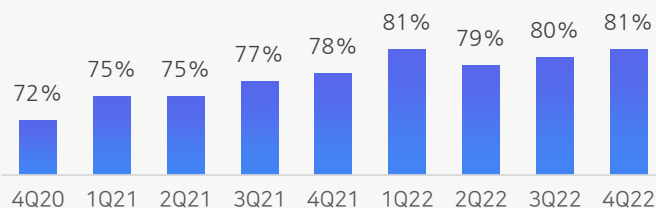
NRR 130%+
(Non Retention Rate)

(※ '22 4Q, dollar basis)

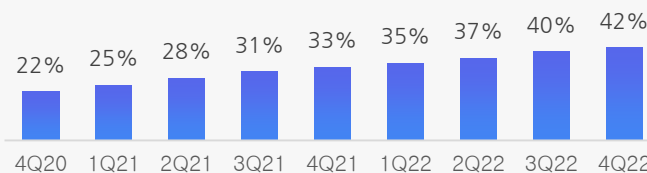
※ In the context of GRR, it signifies the portion of recurrent sales retained from existing customers over a specific timeframe, encompassing losses due to downgrades and churn. NRR, on the other hand, is an indicator that accounts for upselling and cross-selling activities, showcasing the growth potential inherent in the existing customer base.

More than 80% of customers using multiple products within the SaaS platform

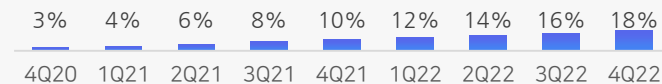
Customers using 2 or more products



Customers using 4 or more products



Customers using 6 or more products



(※ Resource : DataDog, Investor Presentation post-4Q22)

SaaS key policy initiatives

Develop 10,000 SaaS companies by 2026

Cultivating 250 SW companies with sales of KRW 100 billion or more by 2027

Introducing a direct ordering system for SaaS-type services
- Increased proportion of SaaS in public software

(6) Security/Overseas business with sustainable growth potential

Continued growth due to increased demand for DB security and expansion of cloud and integrated security markets
 Establishment of branches/factories for large domestic customers, targeting local financial and high-end industries,
 and business scalability based on SaaS model ↑

DB Security

- Respond to rising demand for DB security products from cloud-based SMBs
- Supply of DB integrated security system through system modularization (under development)
- Provision of integrated DB security services in multi & hybrid cloud environments (under development)

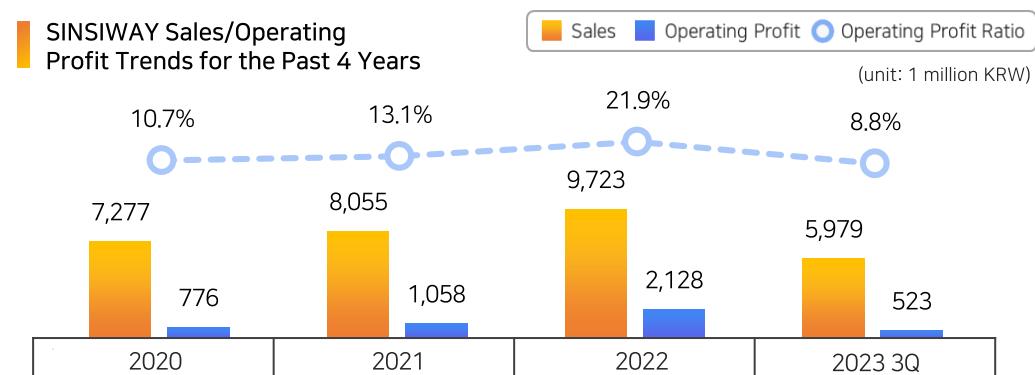
Measures to strengthen personal information protection under Korea's 3 Main Data Privacy Laws

Expand the scope of application of the internal accounting management system and strengthen security management audits

Demand for security advancement ↑
 Demand for integrated security ↑

Security demand in the cloud environment ↑

SINSIWAY Sales/Operating Profit Trends for the Past 4 Years



Overseas Business

① Market appeal based on local market performance

: Chinese financial sector, high-end manufacturing / Experience in supplying over 200 large corporations/institutions including Japanese financial sector, LA state government, AT&T, etc.

② Expansion of sales partners

: Continuously expanding our Japanese partners, including companies with over 90 sales bases across Japan, and having cooperative partners in Europe, the US, China, and Singapore.

③ Expansion of supplied products

: Existing MaxGauge for Oracle, InterMax-centered supply → Expansion of monitoring target DB and plan to target SaaS product market in the future

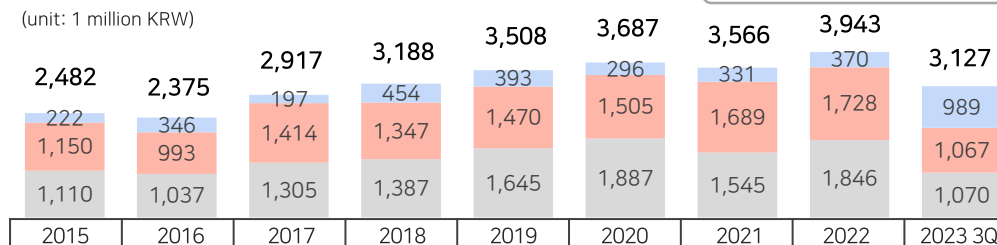
④ Development and provision of local specialized services

: Supplying 'Smart DBA', a remote DB performance diagnosis service, due to lack of engineers in Japan and increasing consulting/non-face-to-face demand

⑤ Market development as domestic customers establish overseas branches/factories

: Securing continuous business opportunities when customers establishes overseas branches and factories with high satisfaction with solution adoption

Annual sales trend of overseas corporations



EXEM Corporation

- Inception : January 2001
- Stock Listing Date : June 26, 2015
- Capital : 3.6 Billion KRW (as of September 2023)
- Sales : 55.1 Billion KRW (as of the end of 2022)
- Workforce : 313 (as of September 2023)
- Affiliated Companies (as of September 2023)

| Definition | Company Name | Investment Stake(%) |
|------------|--|---------------------|
| Affiliate | SINSIWAY(DB Security) Listed on KOSDAQ ('23 11) | 47.73 |
| Subsidiary | EXEM JAPAN Co.,Ltd.(Japan) | 75.00 |
| Subsidiary | EXEM CHINA Co.,Ltd.(China) | 63.16 |
| Subsidiary | MAXGAUGE, INC.(US) | 91.00 |

Co-CEO (From September 11th, 2023, EXEM implemented a co-CEO system.)

EXEM CHAIRMAN Cho Chongarm

- Seoul National University(Diplomacy and Global Politics major)
- Postech (SW Engineering, master's degree)
- KAIST AIM Course Completion
- POSCO, Information System department, EIS development
- POSDATA Consulting Department, CASE TOOL Consultant
- Oracle Korea, DB Technical Consulting Team, Oracle Tuning Consultant



EXEM CEO Koh Pyoungseok

- Seoul National University(Department of Political Science)
- EXEM Chief Operating Officer(COO)
- EXEM (CSO), Head of Big Data Technology Department
- Current regulatory review committee member of the Ministry of Science and ICT
- Current outside director of KSS Shipping
- Member of the Future Talent Special Committee of the National Science and Technology Advisory Council
- Hankyoreh Newspaper, IT Chosun, Maeil Business Newspaper IT/digital columnist



Milestones

※. Appendix

EXEM1.0 DB Performance Monitoring

EXEM 2.0 Total Performance Management

EXEM 3.0 The 4th Industrial Revolution (Big Data)

EXEM 4.0 Implementation of new technologies Including AI, Cloud, SaaS.


2001

Established EXEM
DBMax Launched
(the previous version of MaxGauge)

2002

KT NT IT certification acquired at one time
Jang Young-shil Award

2008

InterMax Launched, New Excellent Technology(NET) Award 
Established EXEM JAPAN, EXEM CHINA


2011

10.5 Billion(KRW) Revenue Breakthrough

2012

Korea IT Innovation Award
One of the Korea 100 Best Companies to work for

2014

Established EXEM USA 
President's award of merit for venture development

2015

Listed on **KOSDAQ**
Shares Acquisition of SINSIWAY (50.24%) & I'mCloud(25%)
20.7 Billion(KRW) Revenue Breakthrough

2016

Starting Big Data Consulting

Merged Cloudine, Co., LTd; **Flamingo Launched**
27.5 Billion(KRW) Revenue Breakthrough

2017

KEPCO's largest big data integration platform construction project
Orders received from Kakao/Citibank, K bank,
33.7 Billion(KW) Revenue Breakthrough

2018

Partnership with KNIME, Designated Partner of Match-up AI/Big Data project (Ministry of Education)
32.4 Billion(KW) Revenue Breakthrough (with 3.5 billion coming from overseas branches)

2019

Commercialization of AI & Cloud

XAI Ops, CloudMOA Launched
34.5 Billion(KRW) Revenue Breakthrough

2020

CloudMOA /XAI Ops Orders received from Hyundai Card and KDN
39.2 Billion(KRW) Revenue Breakthrough

2021

CloudMOA /XAI Ops Orders received from major financial clients (Busan/Shinhan and Woori Bank)
CloudMOA SaaS, MaxGauge for HANA Launched,
47.3 Billion(KRW) Revenue Breakthrough

2022

MaxGauge for CloudDB / EBIGs Launched
Relocation to the new EXEM headquarters in Magok
55.1 Billion(KRW) Revenue Breakthrough

2023

Ready for SaaS Business

MaxGauge for Cloud(MySQL, MariaDB) Launched
Integrated Observability SaaS Solution DataSaker Launched

3rd Quarter Financial and Income Statement (Consolidated)

Consolidated Financial Statement

(unit : 1 million KRW)

| Category | 2020.12.31 | 2021.12.31 | 2022.12.31 | 2023.09.30 |
|--|---------------|----------------|----------------|----------------|
| Current assets | 52,994 | 64,049 | 44,894 | 41,259 |
| Non-current assets | 41,388 | 48,260 | 74,127 | 75,029 |
| Total assets | 94,382 | 112,309 | 119,021 | 116,288 |
| Current liabilities | 9,000 | 19,215 | 16,075 | 6,471 |
| Non-current liabilities | 4,819 | 1,332 | 1,513 | 1,410 |
| Total liabilities | 13,819 | 20,547 | 17,588 | 7,881 |
| Capital stock | 3,388 | 3,513 | 3,638 | 3,638 |
| Capital surplus | 37,984 | 42,696 | 47,463 | 47,463 |
| Other components of equity | 7,026 | 2,027 | -2,972 | -2,972 |
| Accumulated other comprehensive income | -586 | -396 | -443 | -417 |
| Retained earnings | 26,730 | 37,460 | 46,121 | 52,866 |
| Non-controlling interests | 6,021 | 6,461 | 7,626 | 7,829 |
| Total equity | 80,563 | 91,762 | 101,433 | 108,407 |

Consolidated Income Statement

(unit : 1 million KRW)

| Category | 3Q 22 | 4Q 22 | 1Q 23 | 2Q 23 | 3Q 23 |
|---|--------------|--------------|--------------|--------------|--------------|
| Revenue | 11,345 | 25,165 | 8,246 | 13,043 | 11,155 |
| Cost of sales | 4,052 | 12,291 | 5,059 | 5,832 | 5,993 |
| Gross profit | 7,294 | 12,874 | 3,187 | 7,211 | 5,161 |
| Operating profit | 2,860 | 7,288 | -2,528 | 2,385 | -223 |
| Net income | 2,334 | 4,529 | 2,223 | 1,843 | 2,977 |
| Net profit attributable to the owners of the parent company | 2,030 | 3,890 | 2,356 | 1,419 | 2,970 |
| Net profit attributable to non-controlling interests | 304 | 639 | -133 | 424 | 7 |
| Other comprehensive income | 32 | -174 | 121 | -103 | 10 |
| Total comprehensive income | 2,367 | 4,354 | 2,344 | 1,740 | 2,987 |

3rd Quarter Financial and Income Statement (Seperate)

Separate Financial Statement

(unit : 1 million KRW)

| Category | 2020.12.31 | 2021.12.31 | 2022.12.31 | 2023.09.30 |
|--|---------------|---------------|----------------|----------------|
| Current assets | 43,712 | 52,464 | 31,796 | 32,266 |
| Non-current assets | 35,096 | 42,552 | 68,705 | 69,578 |
| Total assets | 78,808 | 95,016 | 100,501 | 101,844 |
| Current liabilities | 6,608 | 12,623 | 10,488 | 4,928 |
| Non-current liabilities | 375 | 415 | 604 | 592 |
| Total liabilities | 6,983 | 13,038 | 11,091 | 5,520 |
| Capital stock | 3,388 | 3,513 | 3,638 | 3,638 |
| Capital surplus | 37,779 | 42,653 | 47,522 | 47,522 |
| Other components of equity | 7,026 | 2,027 | -2,972 | -2,972 |
| Accumulated other comprehensive income | -556 | -524 | -484 | -450 |
| Retained earnings | 24,188 | 34,309 | 41,705 | 48,586 |
| Non-controlling interests | 71,825 | 81,978 | 89,409 | 96,324 |

Separate Income Statement

(unit : 1 million KRW)

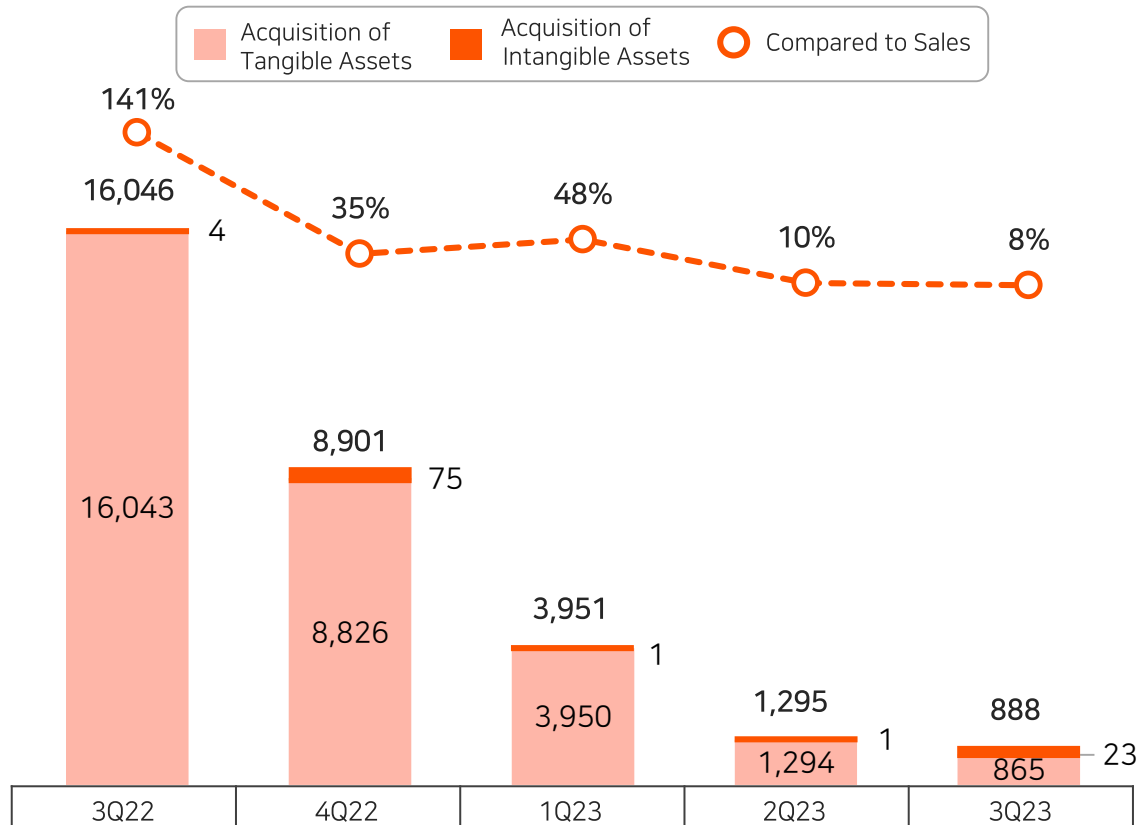
| Category | 3Q 22 | 4Q 22 | 1Q 23 | 2Q 23 | 3Q 23 |
|----------------------------|-------|--------|--------|-------|-------|
| Revenue | 8,974 | 19,470 | 6,115 | 9,775 | 8,710 |
| Cost of sales | 3,663 | 10,414 | 4,410 | 5,132 | 5,256 |
| Gross profit | 5,311 | 9,056 | 1,705 | 4,643 | 3,454 |
| Operating profit | 2,413 | 5,531 | -2,184 | 1,341 | -240 |
| Net income | 1,734 | 3,356 | 2,474 | 860 | 3,546 |
| Other comprehensive income | 55 | -71 | 18 | 4 | 12 |
| Total comprehensive income | 1,790 | 3,285 | 2,493 | 863 | 3,558 |

CapEx / Workforce Status

- '22 Increase in tangible assets due to construction of new headquarters in Magok-dong, sale of a portion of the old office in 1Q & 3Q '23
- '22 Continued recruitment to strengthen existing business sales and secure new business R&D/sales, '23 2Q new recruits conducted, YoY +17

CapEx

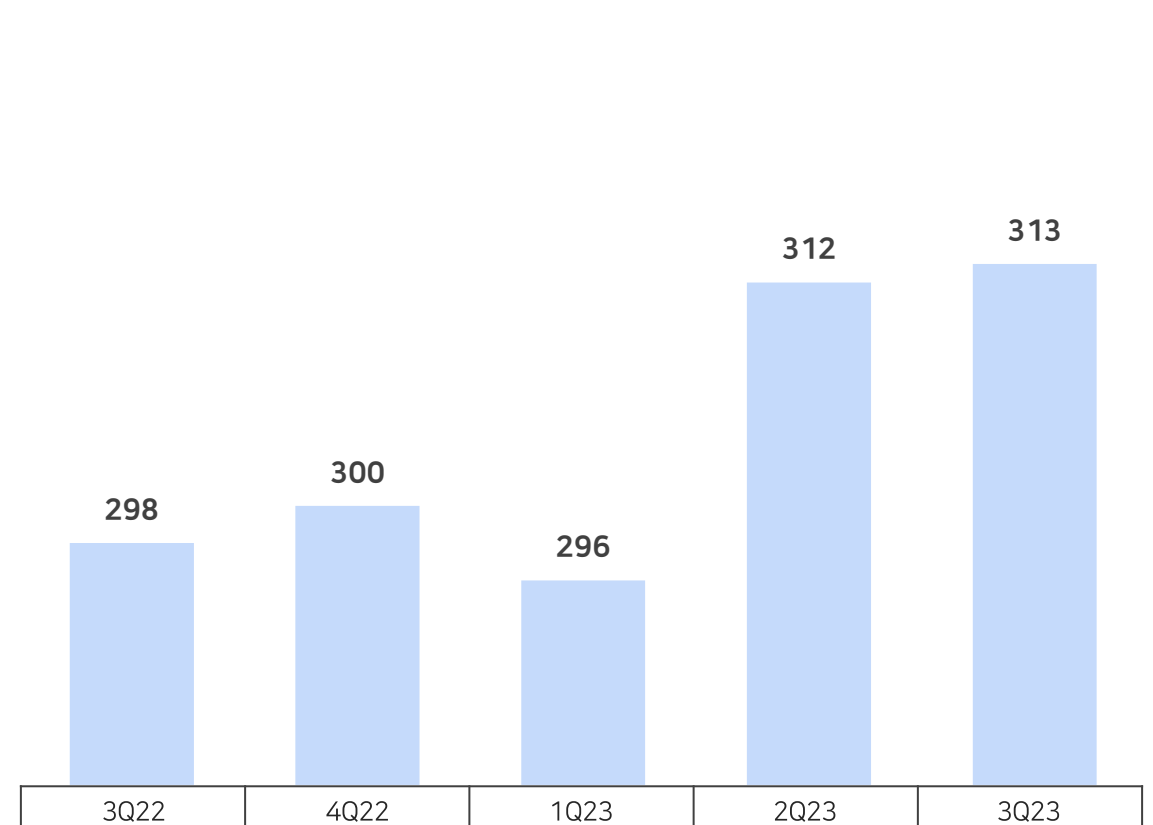
(unit: 1 million KRW,
based on consolidated standard)



* CapEx is based on cash outflow for new acquisition of tangible and intangible assets

EXEM Workforce Status

(unit : number)



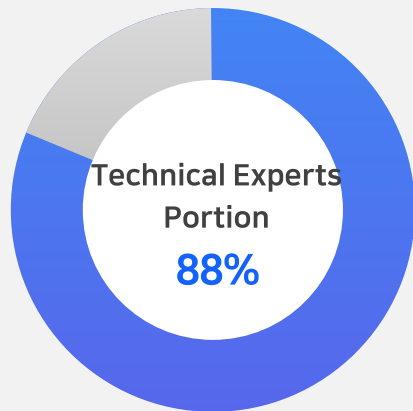
* Number of employees excluding the number of employees in four subsidiaries

Organizational Structure

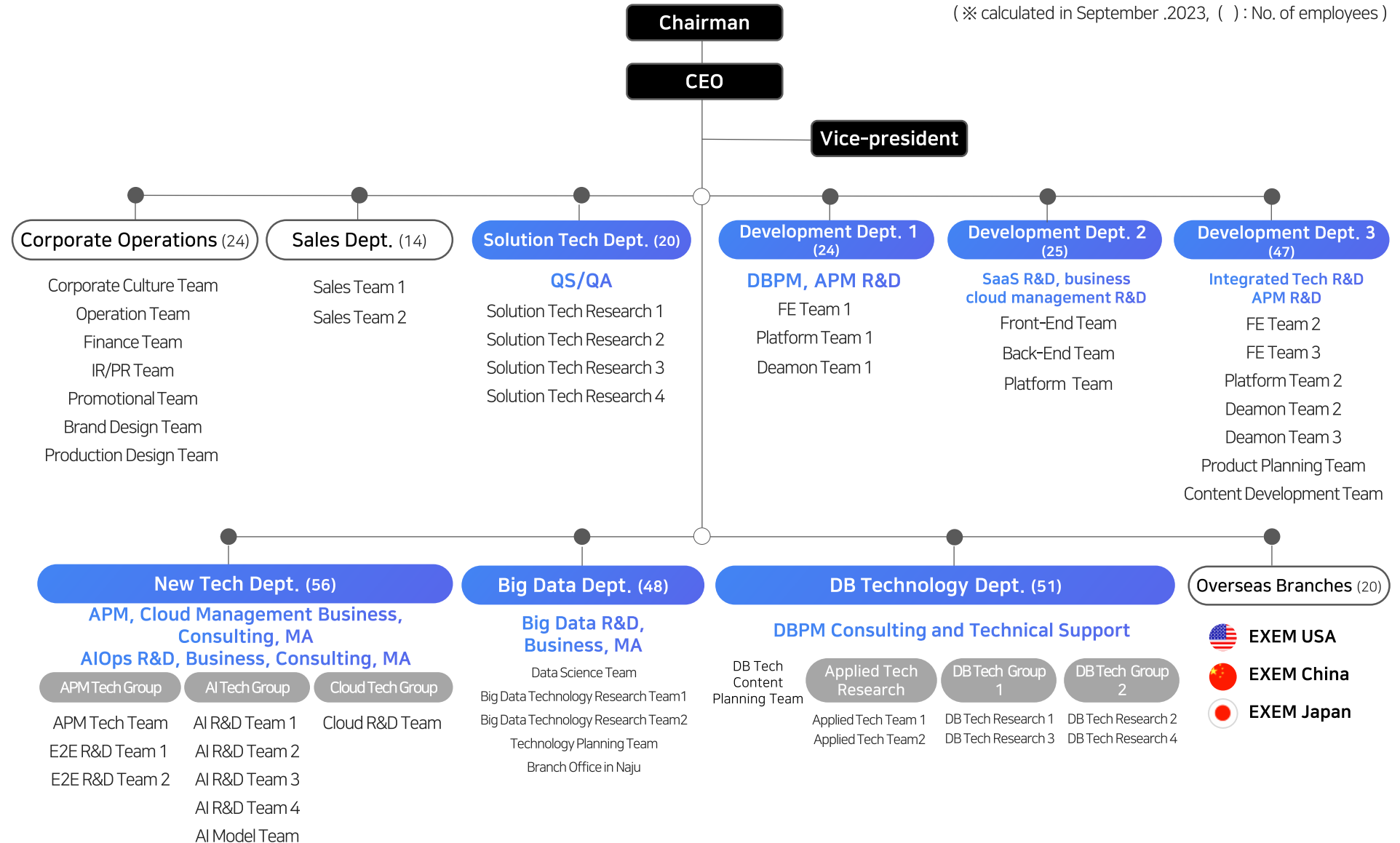
※. Appendix

(※ calculated in September .2023, () : No. of employees)

Technical Experts Status



■ Technical
■ Sales and Management



A nighttime photograph of modern buildings. The central building has a dark, vertically-slatted facade with the 'exem' logo at the top. To its left is a building with a grid of vertical light tubes and the 'JAS TECH' logo at the base. To the right is a multi-story building with lit windows. The text 'THANK YOU' is centered in large white letters. There are also several diagonal lines in white, blue, orange, and yellow, and 'X' marks in the corners.

THANK YOU

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