

# Investor Presentation

exem

4Q 2023

exem

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## Disclaimer

This document is prepared for the convenience of our investors, and the forecast and predictive information presented in this document is based on our internal forecasts and environmental analysis, which may be subject to changes due to variations in management, economic conditions, and business conditions.

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EXEM

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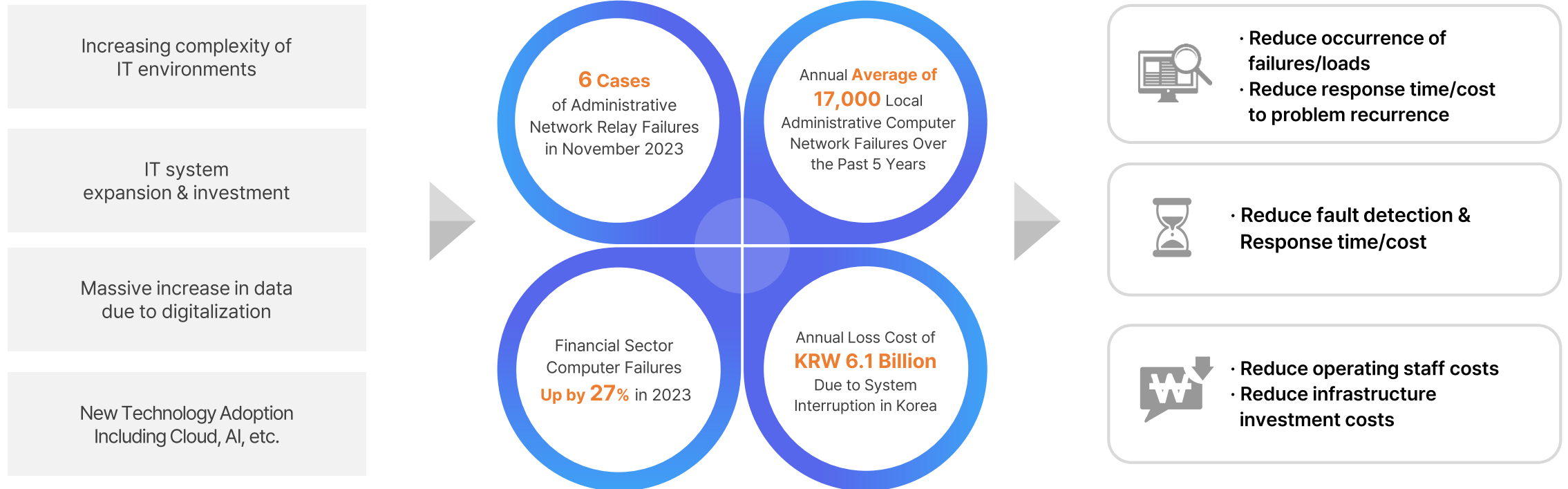
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# Why is IT System Performance Monitoring Crucial?

" IT systems define the success or failure of customer and public services."

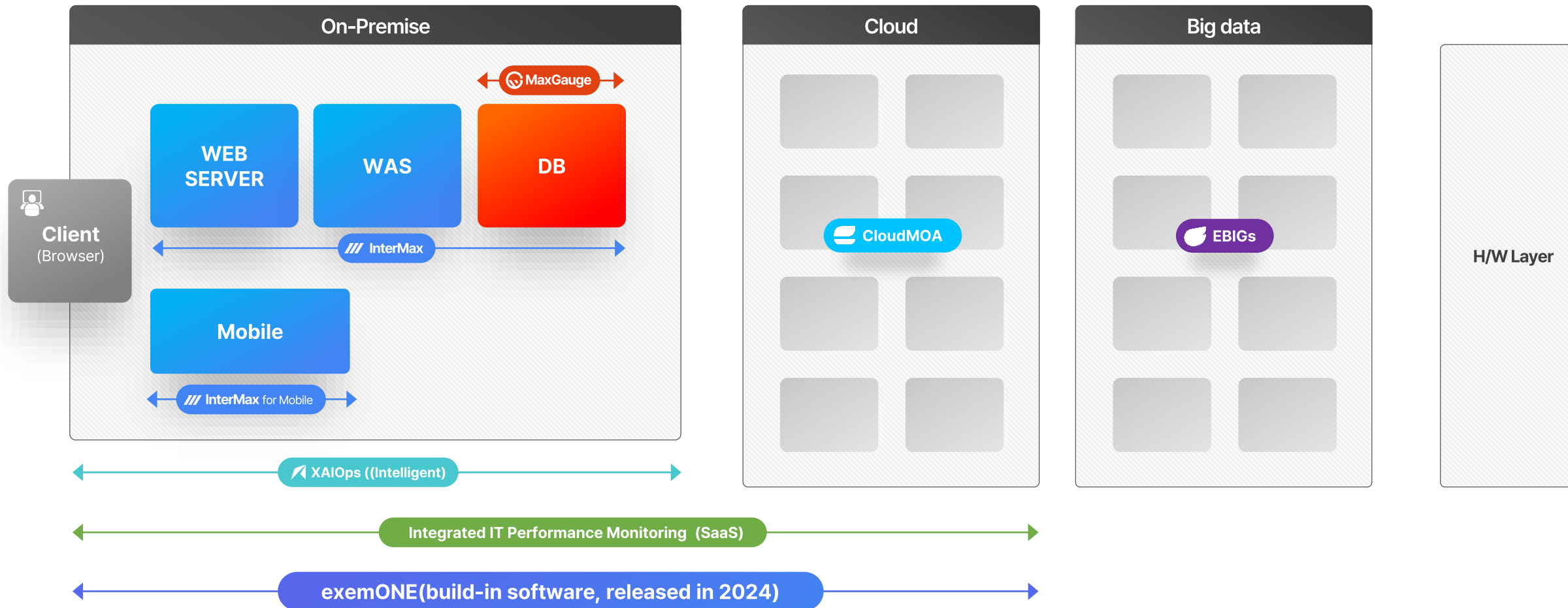
" Now, Integrated Monitoring Of IT Systems Is **Paramount.** "



- \* source
- Digital Platform Government Committee 'Digital Platform Realization Plan Report', 2023
  - Financial Supervisory Service 'Status of computer failures by financial industry', 2023
  - New Relic, 2023 Observability Forecast



**EXEM** Enhancing Corporate IT Efficiency with Comprehensive IT Performance Monitoring Solutions.



### Revenue and Finance

- '23 Consolidated sales KRW 58.9 billion (YoY -2%), operating profit KRW 4.9 billion (YoY -61%), net profit KRW 10.4 billion (YoY +39%), operating profit margin 9.1%, net profit margin 19.3%

- Continued stable sales in the DBPM business division, increased maintenance sales across all business divisions, and higher sales in the AIOps division.
- Increased salary expenses due to the rise in the number of employees, as well as higher current R&D expenses and new building management expenses. Additionally, depreciation expenses were incurred from 1Q, which were reflected in profits from the disposal of the old business site, etc.

### Existing Business

DBPM / APM

- **"Sustained Customer Loyalty"** Further expansion of the long-term lock-in customer base, focusing on ultra-large companies and first-tier financial groups. Continued expansion of maintenance services, with DBPM ranking first with a 55% domestic market share.
- **"Diverse DB Model Expansion"** Supports the largest variety of DB in Korea, including cloud DB and open-source DB, in line with the diversification of DB.
- **"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., Continuously winning back customers from competitors.

### New Business

(Big Data, AIOps, Cloud Management)

- **"Leveraging Big Data and Construction Expertise for Follow-up Opportunities"** Seoul Metropolitan Government's Generative AI Big Data Application, National Police Agency's ISP Initiative, and more.
- **"Boosting EBIGs Win-Back Opportunities"** Recapturing large semiconductor and telecommunication clients with competitive pricing and functionality, successful contracts with local governments and public institutions.
- **"Diversifying Revenue Streams with New AI and Big Data Solutions"** Launching AI-powered chatbot search package, analysis environment platform, and data inquiry analysis solution in 2024.
- **"Expanding AIOps Reach into New Cloud Control Arenas"** Expanding AIOps in secondary finance: targeting public data centers with leading market share in the financial sector; bundling 3 New CloudMOA customers.

### On-prem + Cloud Integrated Monitoring

SaaS / Built-in

- **"Integrated Monitoring Built-In Product 'exemONE' to Be Launched in The First Half of 2024"**
  - Responding to hybrid environment + all-in-one integrated performance management demand, targeting medium-sized and large companies / finance / major public institutions.
- **"Initial entry into the domestic SaaS market"**
  - Continued profit expansion through subscription-based billing, streamlined upselling and cross-selling opportunities, anticipated advantages from government SaaS development initiatives, facilitated global expansion opportunities.



“ 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. ”

### Customers

- Secured **750 + domestic** customers
- Secured **210 +** customers in 29 global countries
- **Ranked No.1** in the domestic market share
- **Ranked No.1** in the financial sector market share

### Expertise

- **Over 20 years of experience and expertise** in IT Monitoring
- **Over 80%** of the total workforce comprises engineers and developers (**over 250+**)

### Full Stack Monitoring Lineup

- Secured **IT operation optimization solutions**, including DBPM, APM, cloud management, AIOps, and big data platforms
- **Ensuring differentiated business quality** compared to competitors (distributors/partners) through performance, technical support, and customization.

### Integrated Monitoring Business Scalability ↑

- Adapt to market changes with integrated monitoring SaaS and built-in products
- Scalability aligned with **global standards** for business



**A Technology Leader** Reflecting 20 Years of IT Performance Monitoring Expertise in its Products, **Evolving Through Technological Innovation.**

### Proven Technology with Major Patents, Certifications, and Awards

Registration No.	명 칭
10-0906440	Apparatus for monitoring a performance of WEB applications by connecting WAS transaction with DBMS session and method thereof
10-0936967	Apparatus for tracing memory leaks of user programs on WAS environment and method thereof
10-1385608	TRANSACTION PURSUIT SYSTEM AND CONTROL METHOD THEREOF
10-1686919	METHOD AND APPARATUS FOR MANAGING INFERENCE ENGINE BASED ON BIG DATA
10-2133276	METHOD OF GENERATING NORMAL BAND FOR ABNORMAL DATA DETECTING BASED ON TIME SERIES DATA AND USING MULTIPLE NOISE DATA AND DEVICE IMPLEMENTING THEREOF
10-2133277	METHOD OF GENERATING NORMAL BAND FOR ABNORMAL DATA DETECTING BASED ON TIME SERIES DATA AND USING FOLLOWER BOUNDARY SETTING AND DEVICE IMPLEMENTING THEREOF
10-2019-0089196 (Application)	METHOD OF DETECTING ABNORMAL LOG BASED ON ARTIFICIAL INTELLIGENCE AND SYSTEM IMPLEMENTING THEREOF



**GS Certification (10)**

- MaxGauge 5, for Oracle v3.1, v2.5
- InterMax v5.0, 3.0, InterMax for Mobile v5
- BizMax v3.53
- Flamingo Bia Data Performance Management v3.0
- CloudMoA 3, XAI Ops v3.2





**InnoBiz Certification**

- Assessing technological innovation capabilities, marketability, and business feasibility






**KT-NT Certification**


- '오라클 DB용 성능 모니터링 도구' 기술 우수성 인정
- '웹 App서버 트랜잭션과 DB 관리 시스템 세션 연계 통한 웹 App 성능 분석 기술' 신기술 인정



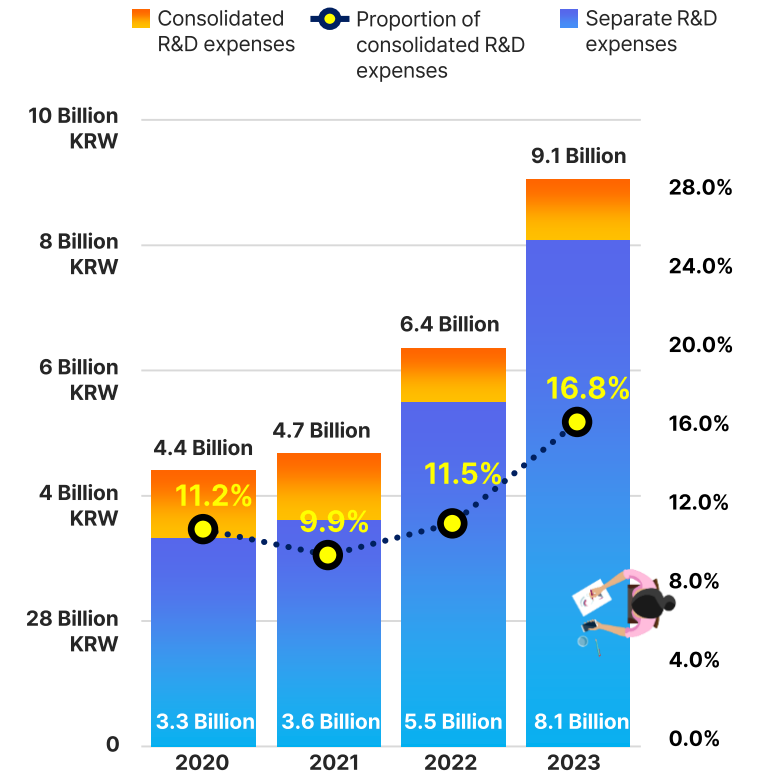









**Awards**

- Korea Big Data Award, Minister of SMEs and Startups Award, Minister of Knowledge Economy Award for IT Innovation, Jeonnam Big Data Activation Award, Minister of Information and Communication Award for New SW Product, etc.



### Narrowing the Technological Gap through Active Investment in New Technology R&D.



Solution	Market Definition	Launched Year	Revenue in 2023 <sup>1)</sup> (unit: KRW million)	Market Status
 MaxGauge	<b>DBPM</b> (DataBase Performance Monitoring)	2001	28,343	<ul style="list-style-type: none"> <li>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</li> <li>Market share: approximately 55%, No. 1 in Korea (at least as of 2022) → with TAM<sup>2)</sup>, 90% potential customer ratio outside of our current market occupancy</li> <li>Competitors: 1 major unlisted company and 6 other competitors</li> </ul>
 InterMax	<b>APM</b> (Application Performance Management)	2008	6,899	<ul style="list-style-type: none"> <li>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</li> <li>Market share : approximately 20%, 2nd in Korea</li> <li>Competitors : 1 major unlisted company and 7 other competitors</li> </ul>
 EBIGs	<b>Big Data Platform &amp; Big Data Construction/Analysis Service</b>	2016	5,680	<ul style="list-style-type: none"> <li>Domestic big data integrated platform construction market size<sup>3)</sup>: KRW 399.5 billion (as of 2022).</li> <li>Solution supply target market size: KRW 20 to 40 billion</li> <li>Competitors : 1 major foreign company, 1 publicly-listed company</li> </ul>
 XAIOps	<b>AIOps</b> (Artificial intelligence for IT Operations)	2019	1,601	<ul style="list-style-type: none"> <li>Early stage in domestic market</li> <li>Secured a total of 8 clients including 4 major banks, 1 leading credit card company, and 3 clients from public sector</li> <li>Competitors : 2 major foreign companies, 1 unlisted company and 1 publicly-listed company</li> </ul>
 CloudMOA	<b>Integrated Cloud Management</b>	2019	88	<ul style="list-style-type: none"> <li>Early stage in domestic market</li> <li>Secured a total of 9 clients including, credit card company, insurance, distribution, IDC center, and medical institution.</li> </ul>
 exemONE	<b>Integrated IT Performance Monitoring</b>	2024	-	<ul style="list-style-type: none"> <li>Early stage in domestic market</li> <li>Competitors : 1 unlisted company, 3 foreign companies</li> </ul>
 PETRA PetraCipher	<b>DB Security</b> (Access Control/Encryption)	2009/ 2010	10,416	<ul style="list-style-type: none"> <li>Market share : approximately 10%, 3rd in Korea (own estimate)</li> <li>Competitors : approximately 6 companies</li> </ul>

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 2023 public demand forecast, we specifically focus on big data-related software construction projects (excluding maintenance), along with their corresponding project amounts.

# References

## 1. Company Overview

Secures References from Over **990 Global Customers** in 29 Countries and **Leading Domestic Companies** in Every Industry Sector

(※ Separate, as of the end of 2023)

### Domestic

#### Financial Over 160

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



#### Public Over 230

Major ministries and public corporations such as KEPCO, Seoul Metropolitan Government, etc.



#### Corporate Over 380

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



### Global

#### Overseas Over 210

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.

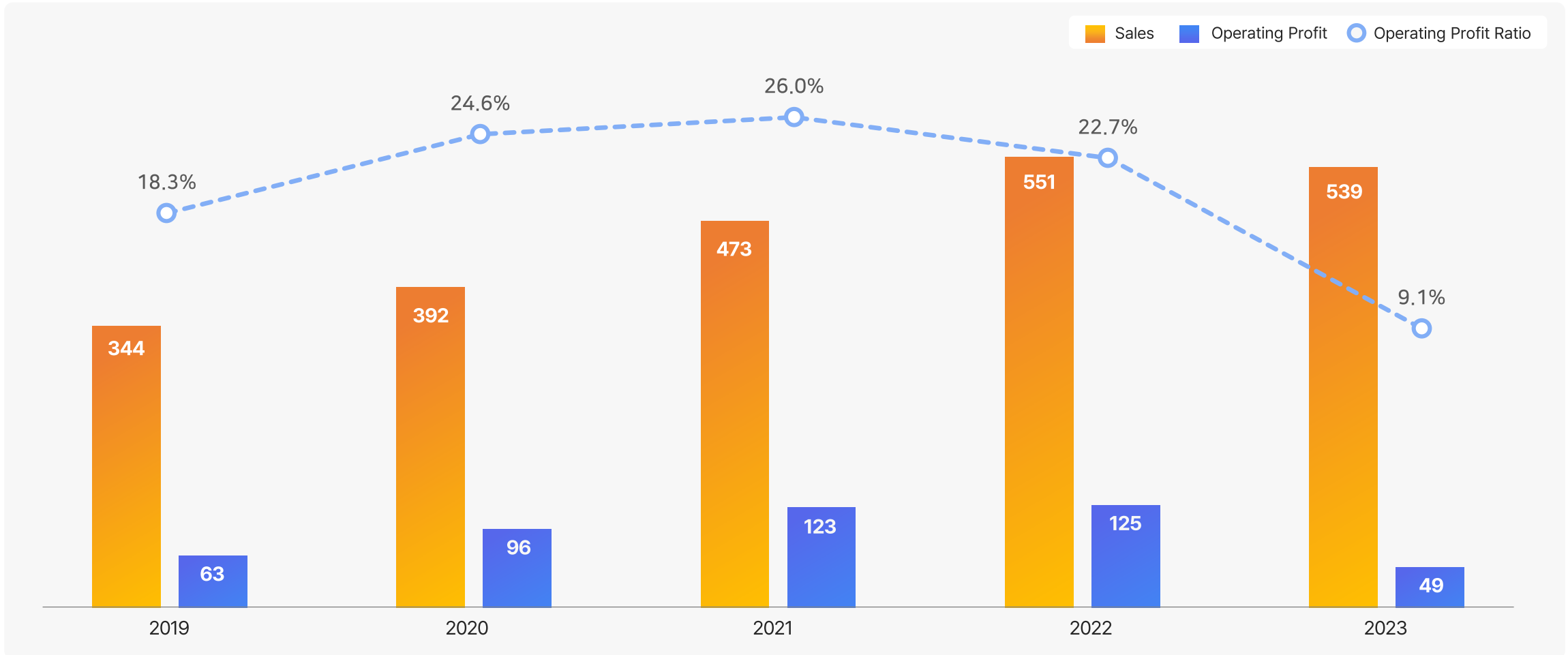




# Financial Performance for the Last 5 Years

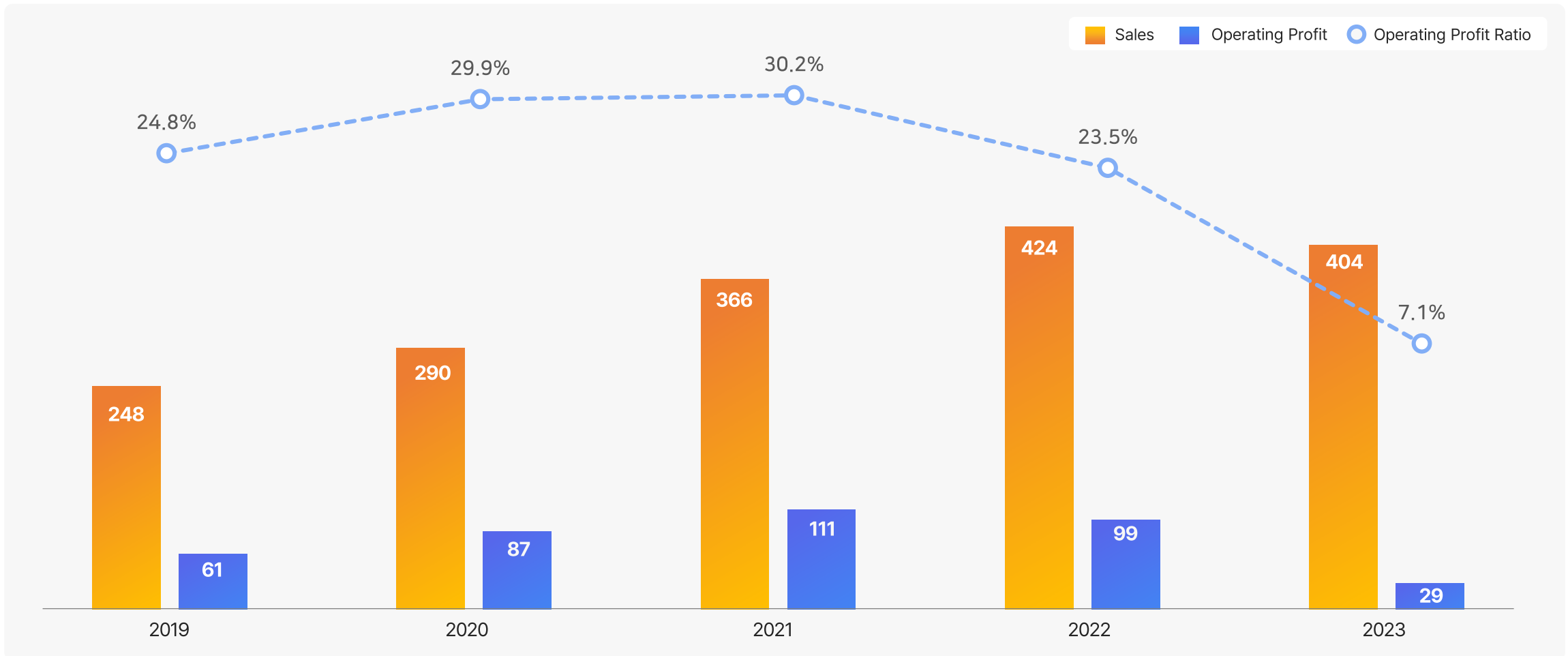
## 2. Financial Performance

**Consolidated** (unit : 100 million KRW)



# Financial Performance for the Last 5 Years

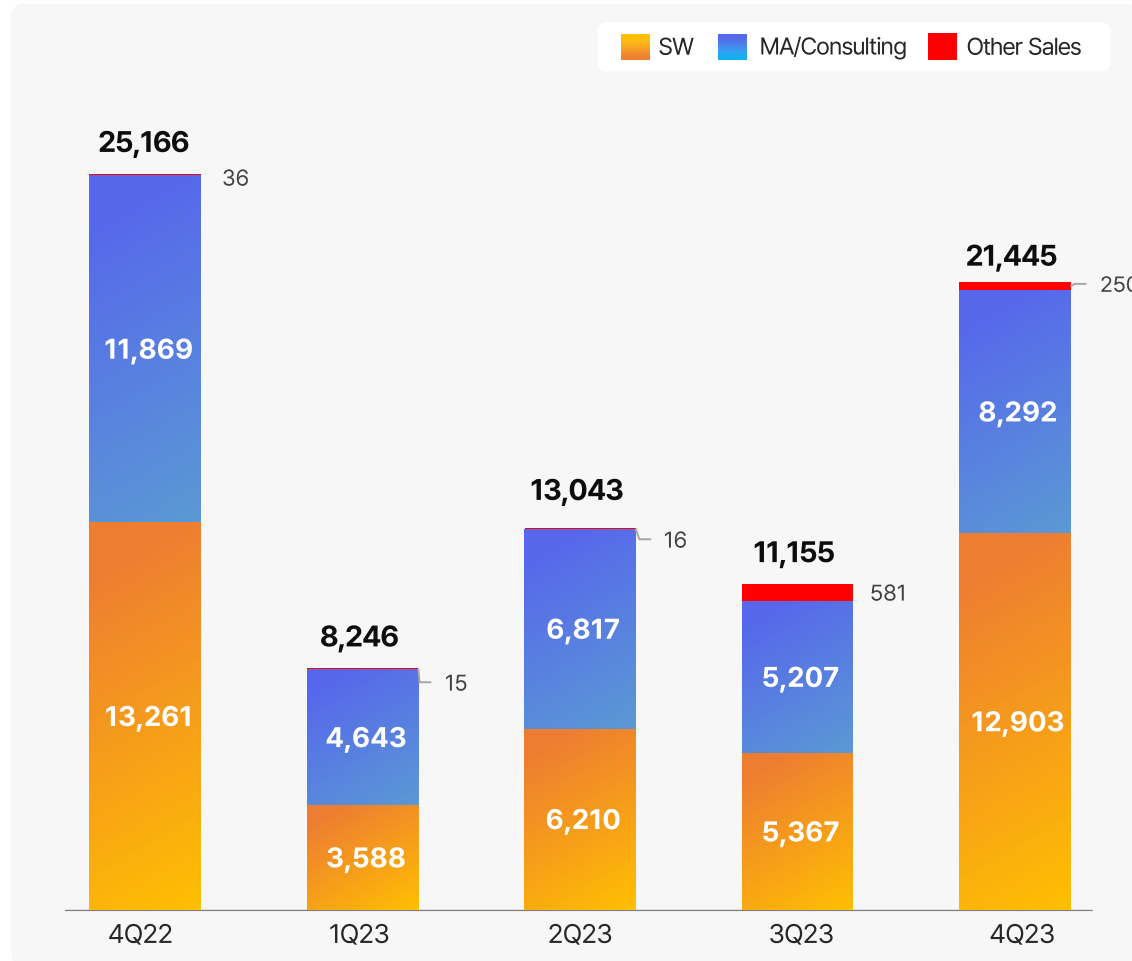
Separate (unit : 100 million KRW)



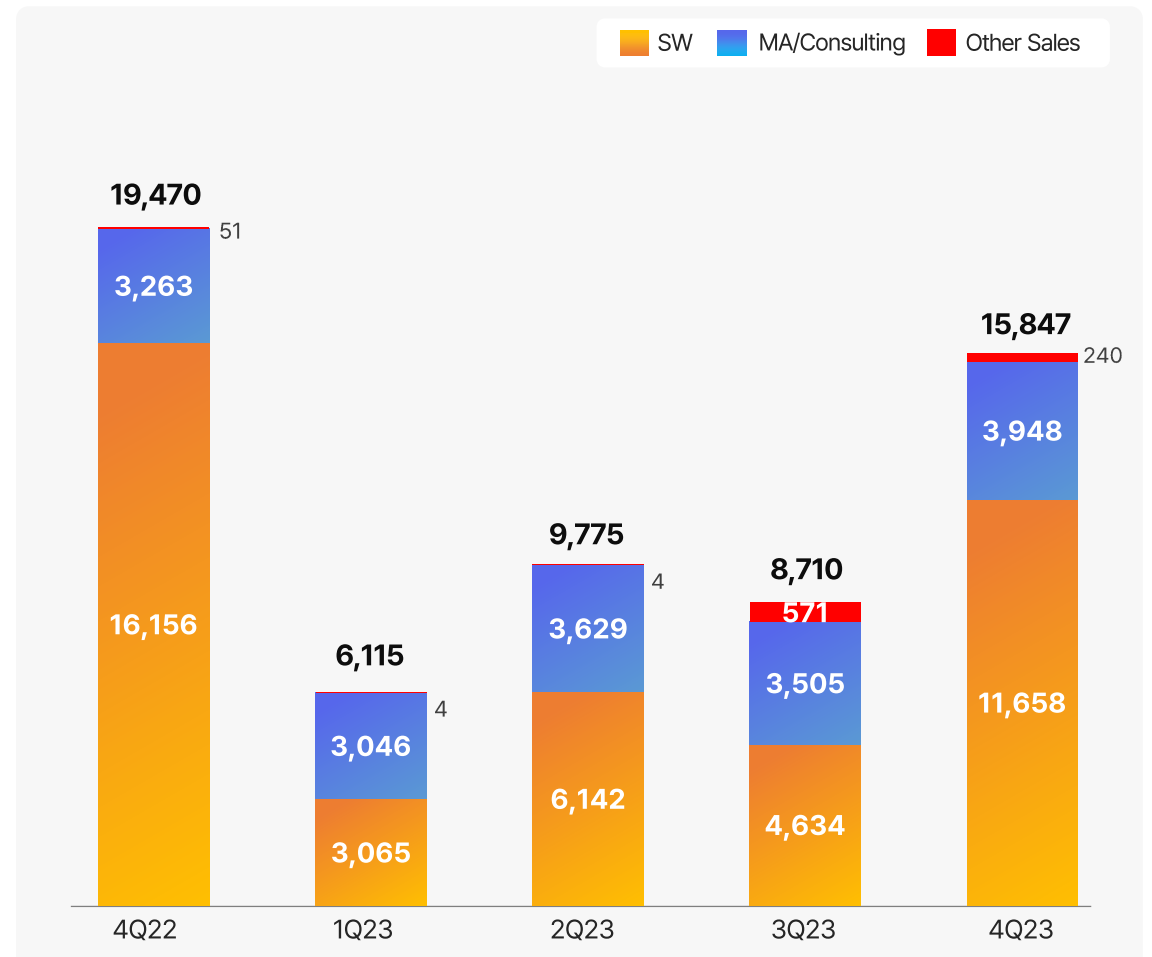
# Quarterly Financial Performance for the Previous Year

## 2. Financial Performance

**Consolidated** (unit : 100 million KRW)



**Separate** (unit : 100 million KRW)



\*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.



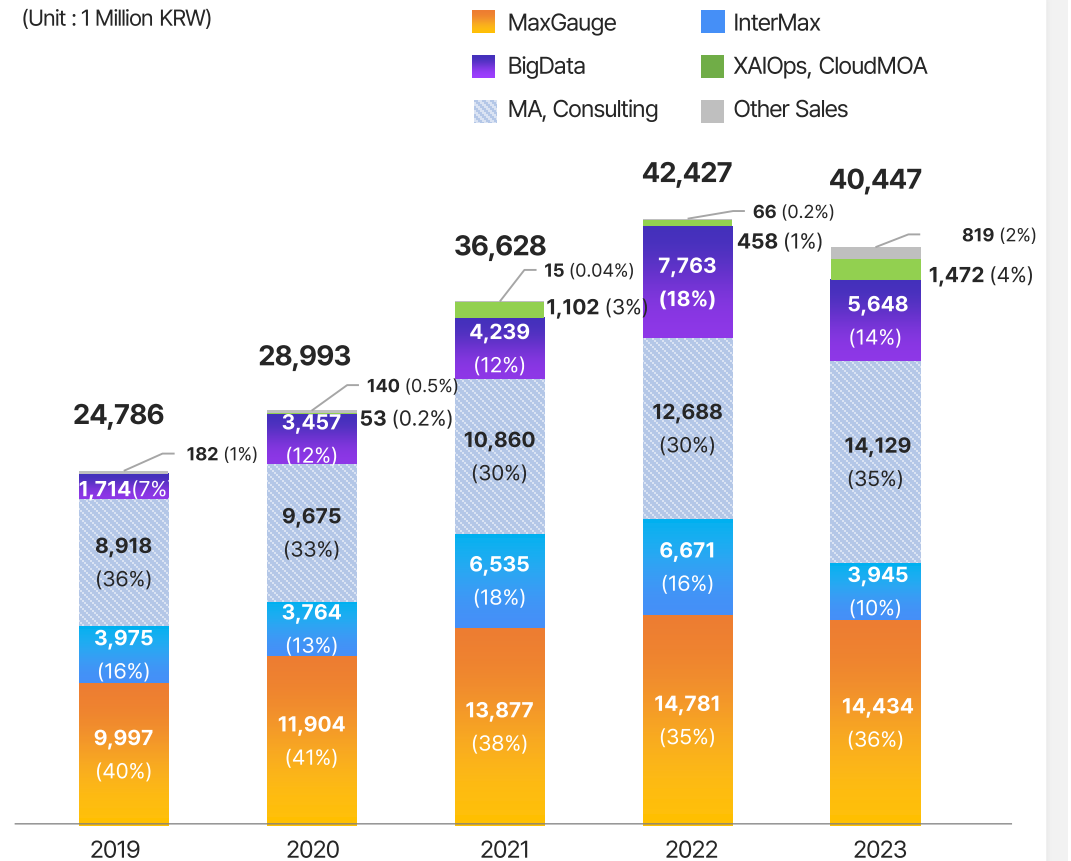
# Sales Breakdown

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

구분	2019	2020	2021	2022	2023	2019 - 2023 CAGR	
EXEM	MaxGauge (SW)	9,997 (40%)	11,904 (41%)	13,877 (38%)	14,781 (35%)	14,434 (36%)	9.6%
	InterMax (SW)	3,975 (16%)	3,764 (13%)	6,535 (18%)	6,671 (16%)	3,945 (10%)	-0.2%
	BigData (SW & Services)	1,714 (7%)	3,457 (12%)	4,239 (12%)	7,763 (18%)	5,648 (14%)	34.7%
	XAI Ops (SW)	-	37 (0.1%)	1,065 (3%)	352 (0.8%)	1,398 (3.5%)	235.6% (past 4 yrs)
	CloudMOA(SW)	-	16 (0.05%)	37 (0.1%)	106 (0.3%)	74 (0.2%)	66.6% (past 4 yrs)
	DataSaker(SW)	Before Launch				-	-
	Maintenance, Consulting	8,918 (36%)	9,675 (33%)	10,860 (30%)	12,688 (30%)	14,129 (35%)	12.2%
	Other Sales <sup>1)</sup>	182 (1%)	140 (0.5%)	15 (0.04%)	66 (0.2%)	819 (2%)	45.6%
SINSIWAY (Affiliate)	Petra(SW)	2,151 (32%)	3,514 (48%)	4,174 (52%)	4,620 (48%)	4,907 (47%)	22.9%
	PetraCipher(SW)	2,154 (32%)	1,174 (16%)	1,190 (15%)	2,227 (23%)	2,215 (21%)	0.7%
	PetraSign(SW)	70 (1%)	52 (0.7%)	35 (0.4%)	25 (0.3%)	136 (1%)	18.1%
	Maintenance	2,300 (34%)	2,506 (34%)	2,595 (32%)	2,798 (29%)	3,158 (30%)	8.2%
	Other Sales <sup>2)</sup>	141 (2%)	31 (0.4%)	61 (0.7%)	53 (1.0%)	43 (0.4%)	-25.7%

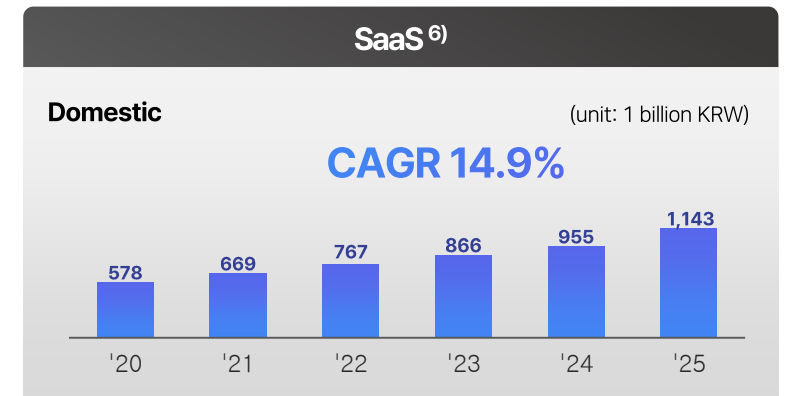
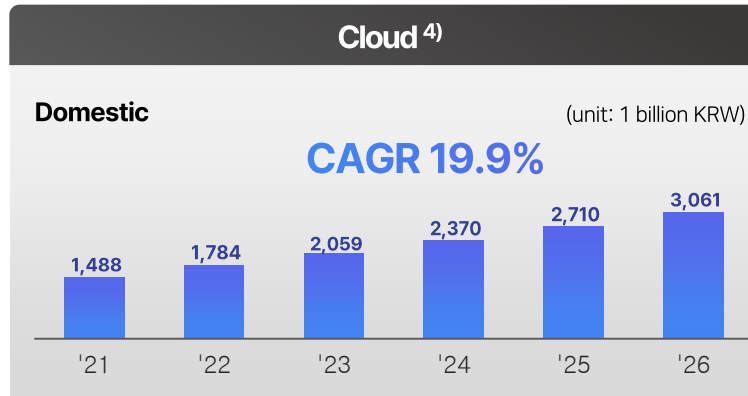
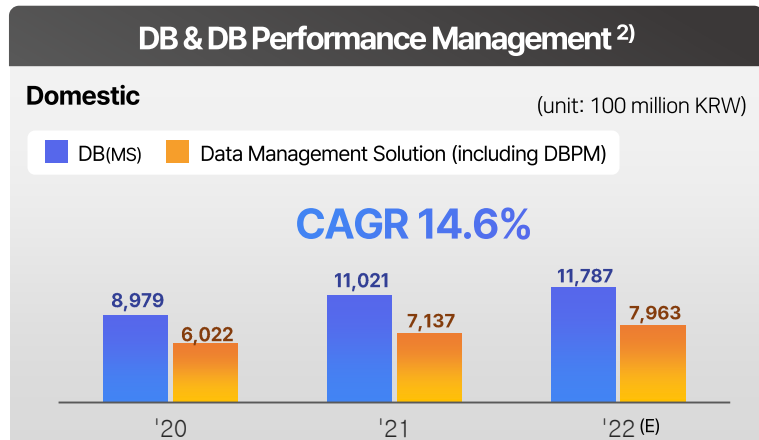
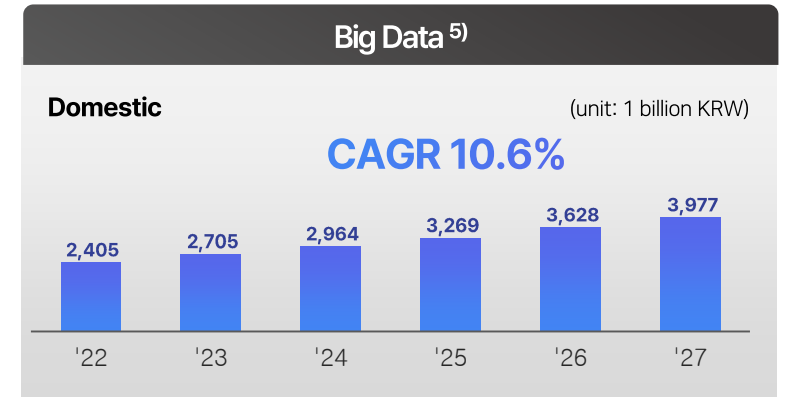
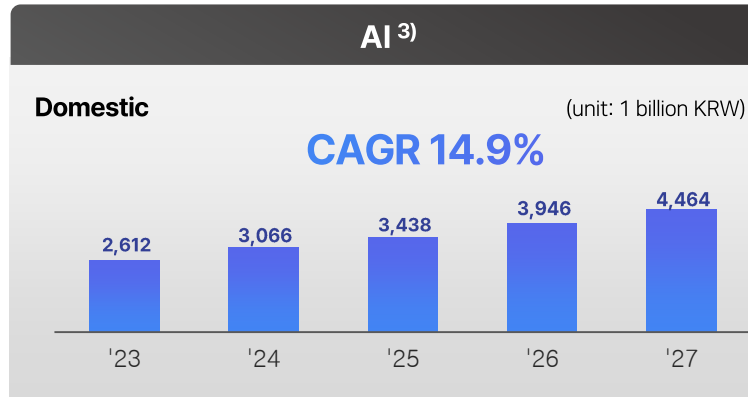
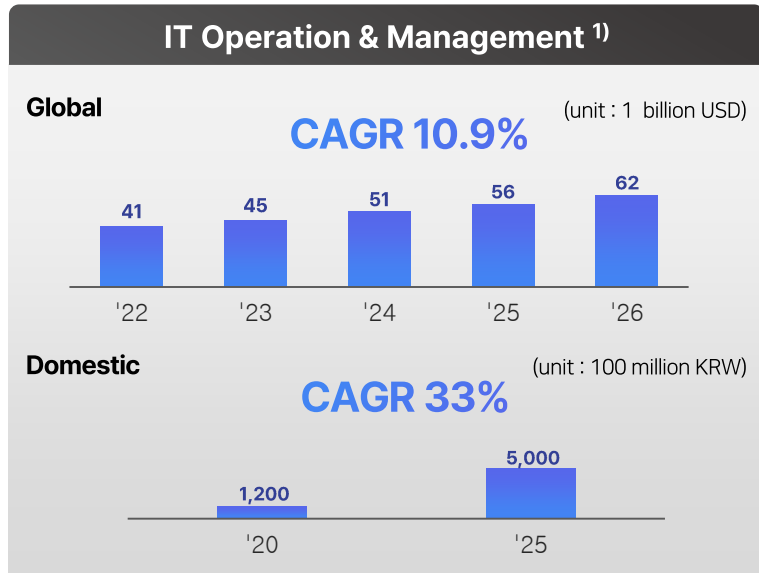
### Sales trend breakdown for the past 5 years on a separate basis

(Unit : 1 Million KRW)



\* 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



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

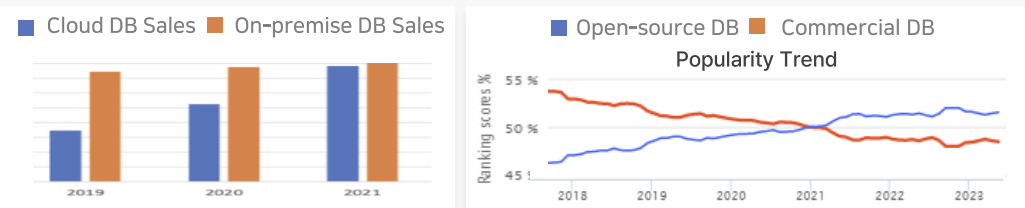
**Long-Term Relationships with Major Financial Customers, along with the Lock-In Effect** of Additional SW Expansion and Maintenance, **Strengthen Cross-Selling Opportunities** among over 800 DBPM Customers Both Domestically and Abroad.  
 Leading with **the Most Extensive Range of DB Models in Korea, Driven by DB Diversification, and Capitalizing on Growing Market Demand for End-To-End Monitoring**

Listed Times	2023	2022	2021	2020	2019
	Every Year (5 years)	A Public	A Public	A Public	A Public
B Manufacturing		B Manufacturing	B Manufacturing	B Manufacturing	B Manufacturing
C Manufacturing		C Manufacturing	C Manufacturing	C Manufacturing	C Manufacturing
D Financial		D Financial	D Financial	D Financial	D Financial
E Financial		E Financial	E Financial	E Financial	E Financial
F Financial		F Financial	F Financial	F Financial	F Financial
G Public		G Public	G Public	G Public	G Public
Over 3 years		H Public	H Public	H Public	H Public
		I Trading	I Trading	I Trading	
		J Financial	J Financial	J Financial	J Financial
		K Financial	K Financial		K Financial
		L Subsidiary	L Subsidiary		L Subsidiary
		M Financial	M Financial	M Financial	
		N Public		N Public	N Public
(Portion)	42%	52%	55%	41%	35%

**Recurring Customer Among The Top 30 Customers in Sales Over The Past 5 Years**

### DBPM

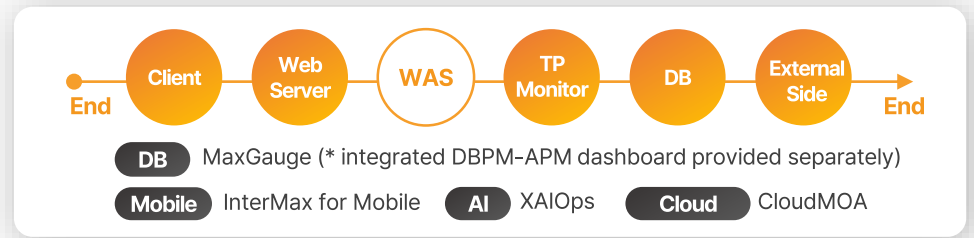
- Global Cloud DB, Open-source DB Growth
- Secured the largest DB monitoring lineup in Korea, including cloud/open-source DB.



\* 출처 : Gartner Blog, DBMS Market Transformation 2021 / DB-Engines, Popularity of open source DBMS VS commercial DBMS

### APM (E2E)

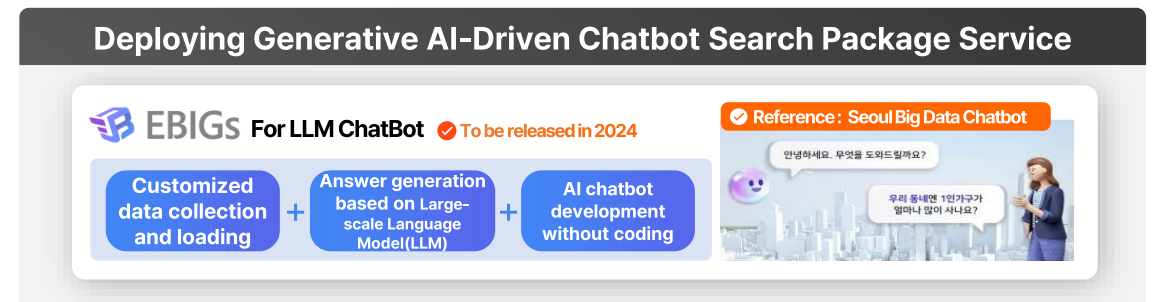
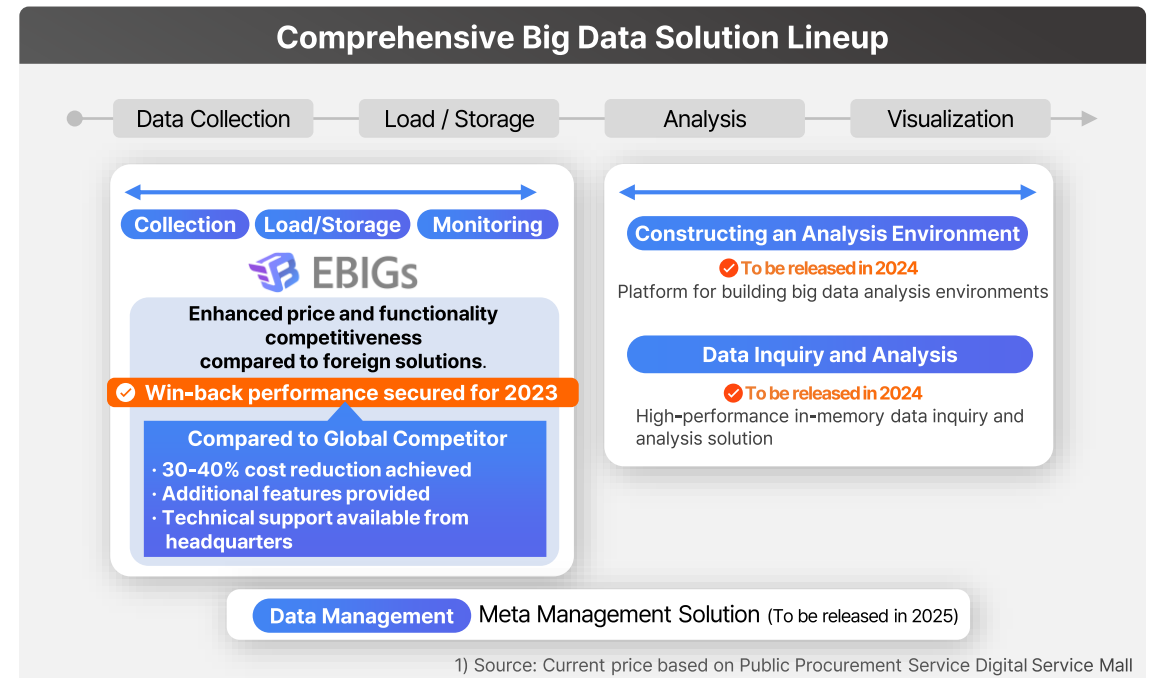
- Existing domestic APM player – “Unable to recognize exact problem/performance issues through WAS-centered monitoring”
- “Entire section (E2E) monitoring + linked with other solutions”





### (3) Expanding the Scale of the Big Data Construction Business and Securing Additional Revenue Sources through Solution Development.

## Expanding Opportunities for Large-Scale Public Construction Projects and Anticipating Additional Sales with a Comprehensive Big Data Solution Lineup



# (4) Expanding AIOps Business Opportunities, Including Data Centers

**Expansion of Large-Scale Data Center Business Opportunities** Leveraging Expertise in Primary Financial Institutions within The AIOps Field, with Further Expansion into Secondary Financial and Private Sectors



Verified by 4 banks (Only EXEM has) and 3 government agencies  
+ secured large credit card company

Over 20 years of IT monitoring operation experience

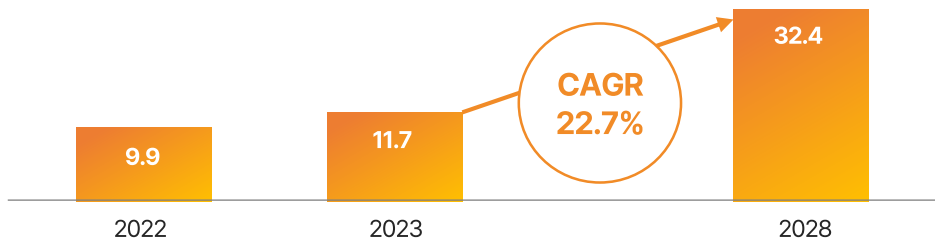
Strong grasp of high-demand AIOps in financial services and data centers

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...

- The global AIOps market is projected to expand at a compound annual growth rate (CAGR) of 22.7%, reaching \$32.4 billion by 2028 (Unit: USD BN).



\* Source : MarketsandMarkets, AIOps Platform Market – Global Forecast to 2028

- Manpower and costs for operating multiple data centers can be reduced with AIOps → "Essential for uninterrupted operation"



- Excessive time investment due to human resources-centered operation
- Operational capabilities vary by operator
- Difficulty identifying the cause and coping when a failure occurs

- Domestic data centers expected to increase from 147 in 2022 to 732 in 2029 (unit: number)



\* Source: Ministry of Trade, Industry and Energy, Data Center Concentration Relief Plan in the Metropolitan Area, 2023.03

# (5) Targeting Demand for Integrated Monitoring Based on Strong Monitoring Technology Competitiveness

## Responding to Integrated Monitoring Demand During the Cloud Transition Period

Based on a Superior Technology Position in The Legacy Market,

### Expanding Market Opportunities through SaaS Products, and Securing High Future Growth Potential



# (6) Security/Overseas Business with Sustainable Growth Potential

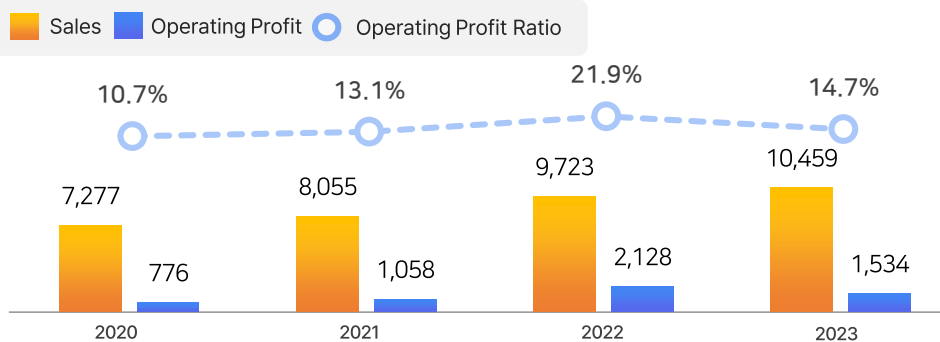
Continued Growth due to **Increased Demand for DB Security and Expansion of Cloud and Integrated Security Markets**  
**Establishment of Branches/Factories for Large Domestic Customers, Targeting Local Financial and High-End Industries,**  
**and Business Scalability Based on SaaS Model ↑**

## DB Security

- **DB Access Control: Our Core Business Ensuring Sustained Sales Stability Backed by Loyal Encryption Customer Base**
- **Boosting Sales via Cloud Marketplace Expansion into Small and Medium-Sized Customers**
- **Enhancing Competitiveness through Blockchain-based DID Technology Development**



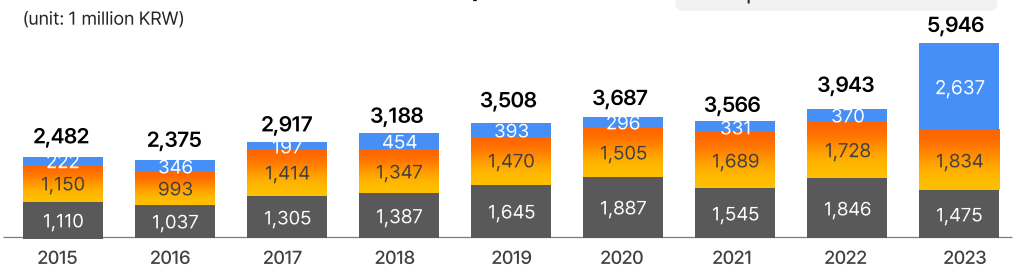
■ **SINSIWAY Sales/Operating Profit Trends for the Past 4 Years** (unit: 1 million KRW)



## 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
- ③ **Expansion of supplied products** MaxGauge for Cloud Released (2023)  
: Existing MaxGauge for Oracle, InterMax-centered supply → Expand monitoring target DB and target integrated 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**  
New Supply to Samsung Electronics' Taylor City Foundry in the US (3Q-4Q 2023)  
: 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 : 7.2 Billion KRW (as of the end of 2023)
- Sales : 53.9 Billion KRW (as of the end of 2023)
- Workforce : 316 (as of the end of 2023)
- Affiliated Companies (as of the end of 2023)

Definition	Company Name	Investment Stake (%)
Affiliate	SINSIWAY(DB Security) <small>Listed on KOSDAQ (November 2023)</small>	39.58
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, Mael Business Newspaper IT/digital columnist



# Milestones

✓ Appendix

## EXEM 1.0 DB Performance Monitoring

2001

Established **EXEM DBMax Launched**  
(the previous version of MaxGauge)

2002

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

## EXEM 2.0 Total Performance Management

2008

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



2011

10.5 Billion(KRW) Revenue Breakthrough  
Commendation from the Minister of Knowledge Economy for small and medium-sized business development

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

## EXEM 3.0 The 4th Industrial Revolution (Big Data)

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; **Flemingo 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)

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

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**

2024 **EXEM 5.0**

**Integrated IT Monitoring Era through unified platform**  
**exemONE Launched**  
Implementation of dividend in kind (consisting of 801,115 treasury stocks)

# Financial and Income Statement (Consolidated)

✓ Appendix

## Consolidated Financial Statement (unit : 1 million KRW)

Category	2020.12.31	2021.12.31	2022.12.31	2023.12.31
Current assets	52,994	64,049	44,894	58,259
Non-current assets	41,388	48,260	74,127	74,499
<b>Total assets</b>	<b>94,382</b>	<b>112,309</b>	<b>119,021</b>	<b>132,758</b>
Current liabilities	9,000	19,215	16,075	11,745
Non-current liabilities	4,819	1,332	1,513	2,281
<b>Total liabilities</b>	<b>13,819</b>	<b>20,547</b>	<b>17,588</b>	<b>14,026</b>
Capital stock	3,388	3,513	3,638	7,196
Capital surplus	37,984	42,696	47,463	43,750
Other components of equity	7,026	2,027	-2,972	-2,694
Accumulated other comprehensive income	-586	-396	-443	-471
Retained earnings	26,730	37,460	46,121	56,414
Non-controlling interests	6,021	6,461	7,626	14,537
<b>Total equity</b>	<b>80,563</b>	<b>91,762</b>	<b>101,433</b>	<b>118,732</b>

## Consolidated Income Statement (unit : 1 million KRW)

Category	4Q 22	1Q 23	2Q 23	3Q 23	4Q 23
Revenue	25,165	8,246	13,043	11,155	21,445
Cost of sales	12,291	5,059	5,832	5,993	10,132
Gross profit	12,874	3,187	7,211	5,161	11,313
Operating profit	7,288	-2,528	2,385	-223	5,278
Net income	4,529	2,223	1,843	2,977	3,379
Net profit attributable to the owners of the parent company	3,890	2,356	1,419	2,970	3,674
Net profit attributable to non-controlling interests	639	-133	424	7	-295
Other comprehensive income	-174	121	-103	10	-64
<b>Total comprehensive income</b>	<b>4,354</b>	<b>2,344</b>	<b>1,740</b>	<b>2,987</b>	<b>3,314</b>

# Financial and Income Statement (Seperate)

✓ Appendix

## Separate Financial Statement (unit : 1 million KRW)

Category	2020.12.31	2021.12.31	2022.12.31	2023.12.31
Current assets	43,712	52,464	31,796	40,184
Non-current assets	35,096	42,552	68,705	69,004
Total assets	78,808	95,016	100,501	109,188
Current liabilities	6,608	12,623	10,488	8,397
Non-current liabilities	375	415	604	785
Total liabilities	6,983	13,038	11,091	9,182
Capital stock	3,388	3,513	3,638	7,196
Capital surplus	37,779	42,653	47,522	43,930
Other components of equity	7,026	2,027	-2,972	-2,694
Accumulated other comprehensive income	-556	-524	-484	-472
Retained earnings	24,188	34,309	41,705	52,046
Non-controlling interests	71,825	81,978	89,409	100,006

## Separate Income Statement (unit : 1 million KRW)

Category	4Q 22	1Q 23	2Q 23	3Q 23	4Q 23
Revenue	19,470	6,115	9,775	8,710	15,847
Cost of sales	10,414	4,410	5,132	5,256	7,746
Gross profit	9,056	1,705	4,643	3,454	8,101
Operating profit	5,531	-2,184	1,341	-240	3,956
Net income	3,356	2,474	860	3,546	3,461
Other comprehensive income	-71	18	4	12	-22
Total comprehensive income	3,285	2,493	863	3,558	3,439

EXEM

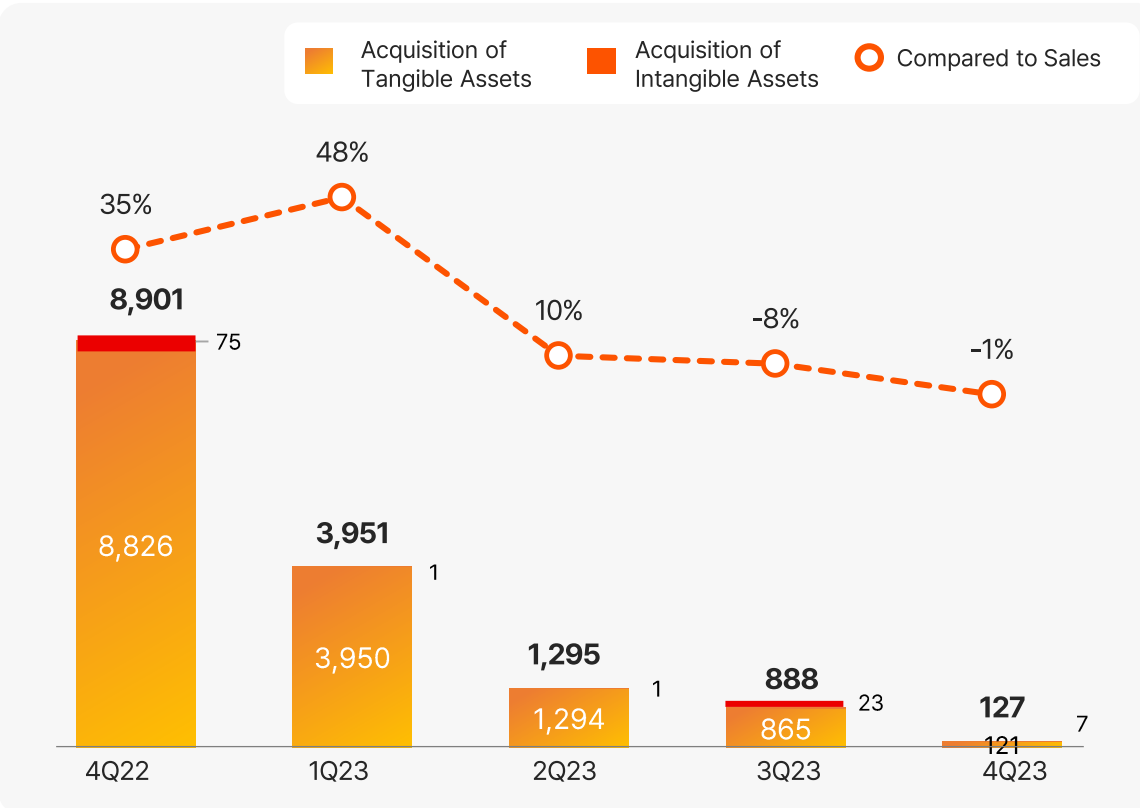


# CapEx / Workforce Status

✓ Appendix

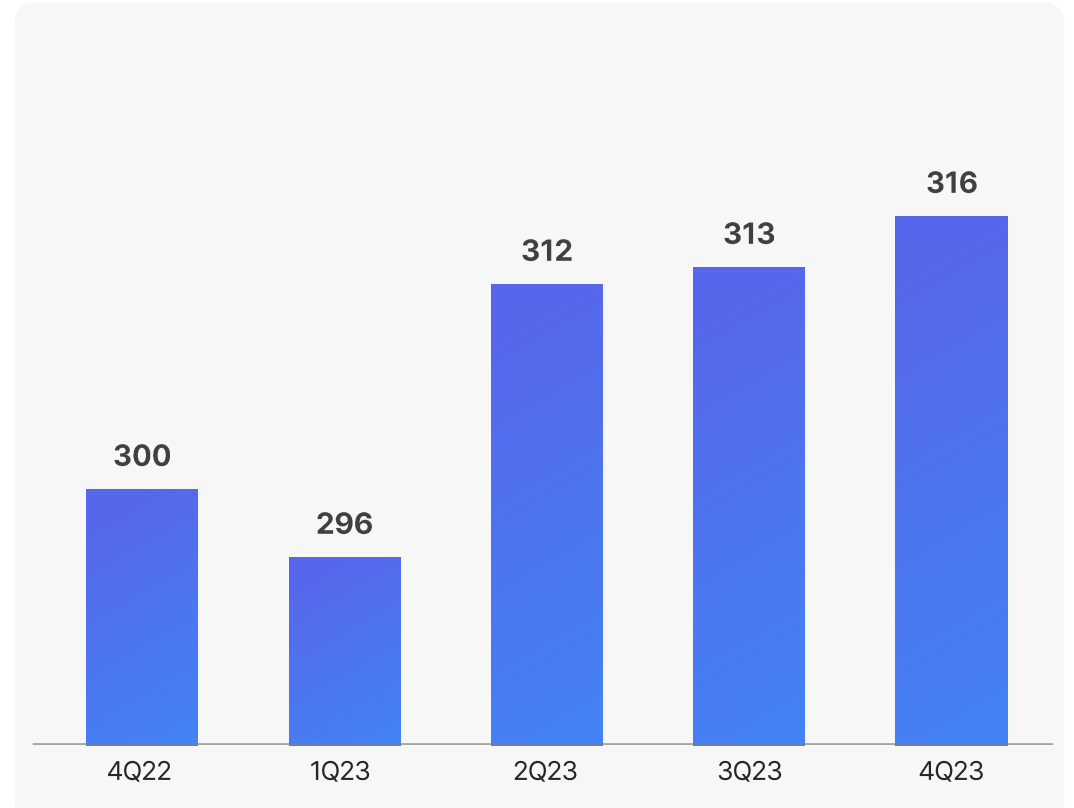
2022 **Increase in Tangible Assets Due to Construction of New Headquarters** in Magok-Dong, Sale of A Portion of The Old Office in 1Q & 3Q 2023  
 'Continued Recruitment to **Bolster Existing Business Sales** and **Expand R&D/Sales for New Ventures** - New Hires for 2Q 2023 Underway

**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

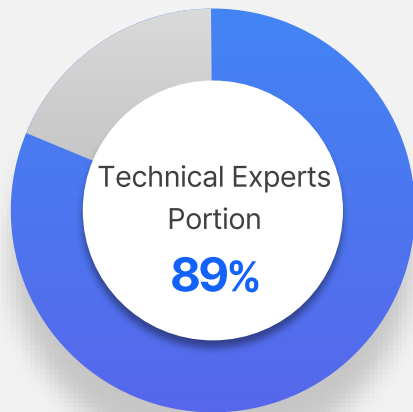
# Organizational Structure

✓ Appendix

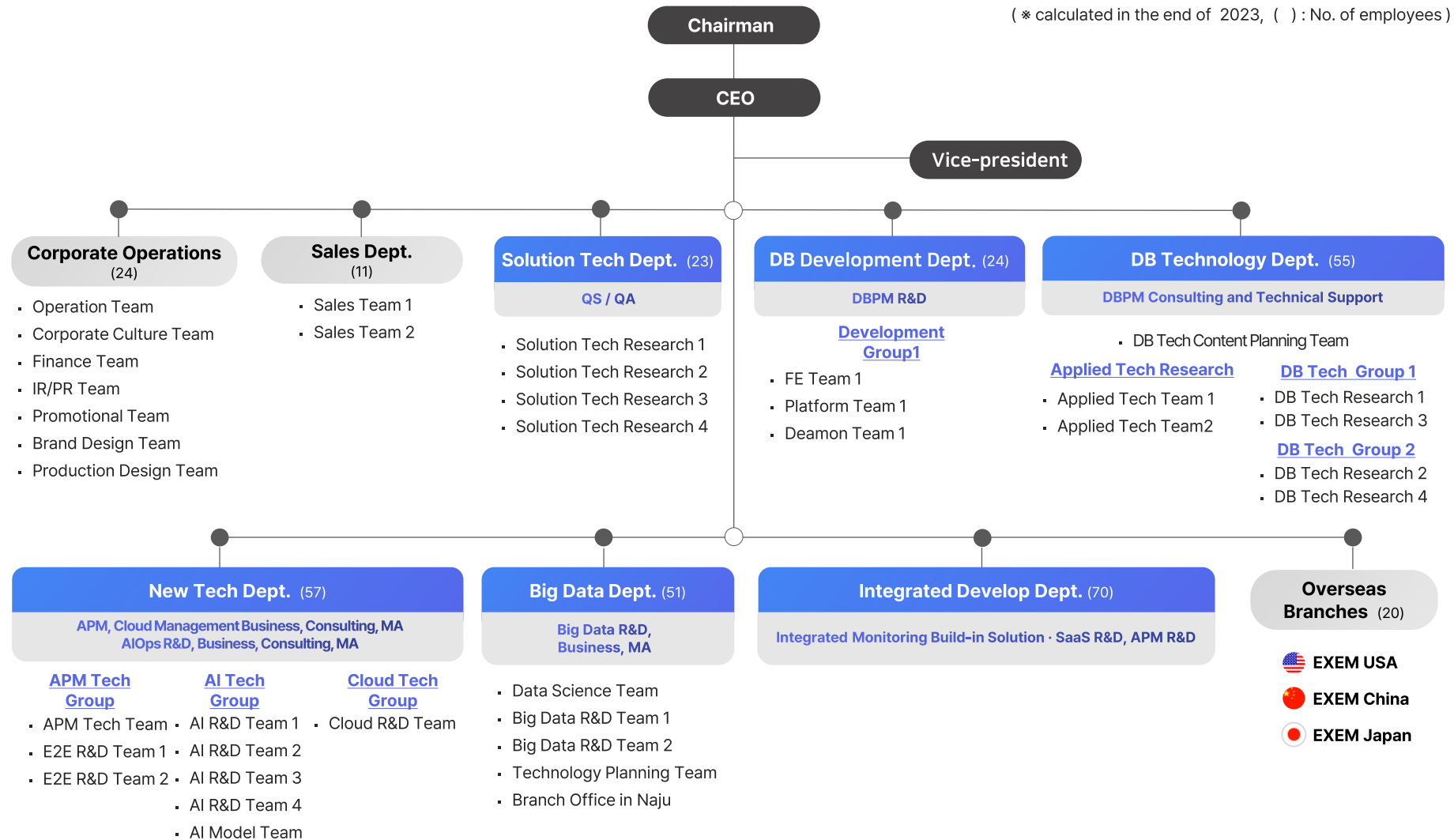


(\* calculated in the end of 2023, ( ) : No. of employees)

## Technical Experts Status



Technical  
Sales and Management



A nighttime photograph of modern office buildings. The central building has a dark facade with vertical slats and the 'exem' logo at the top. To its left is a building with vertical light columns and the 'JAS TECH' logo. To the right is a multi-story building with lit windows. The text 'THANK YOU' is centered in large white letters. There are also some decorative white 'x' marks and colored diagonal lines on the right side of the image.

**THANK YOU**

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