## **WEMADE MAX**

## 4Q FY2022 Earnings Results

WEMADE MAX INVESTOR RELATIONS

2023. 02. 15.

## Disclaimer

The financial information under this document is the sales performance of WEMADE MAX Co., Ltd. (the "Company") written in accordance with K-IFRS. The result of 4Q 2022 is provided as reference to investors, and some parts of this document are subject to change due to result of external audit.

This document contains forward-looking statements regarding financial situation and performance, as well as information related to plans and goals of the executives of the Company and its subsidiaries. Forward-looking statements include predictive information of the Company, and it may be changed by unknown risks, uncertainties and other factors which may influence the actual results or performance of the Company.

This document is written based on the current financial status. Please note that the actual results and performance of the Company may be materially different than those expressed in this document. The Company has no liability to outwardly perform based on new information or incidents which may be occurred in the future.

#### • WEMADE MAX (Consolidated)

Joy Studio Co., Ltd., LightCON Co., Ltd., Wemade Next Co., Ltd., Wemade Connect Co., Ltd., LikeIT Games Co., Ltd., Nexelon Co., Ltd., Nitro(X) Co., Ltd.,

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## **1. Key Results and Plans**

#### 4Q 2022 Results

| Enhanced Development<br>Capabilities                       | <ul> <li>Wemade Connect, a consolidated subsidiary, merged with 'Wemade IF' (Nov 1)</li> <li>Wemade Connect acquired 'Nitro(X)' (Nov 1)</li> </ul>   |
|--|--|
| <rise of="" re:verse="" stars=""><br/>Global Launch</rise> | <ul> <li>LightCON, a consolidated subsidiary, globally launched <rise of="" re:verse="" stars="">, Strategy Simulation SLG (Oct 27)</rise></li> <li>; NFT pre-sale sold out and ranked 2nd in sales under Google Play strategy game category in Hong Kong</li> </ul>   |
| <spirits savor=""><br/>Global Launch</spirits>             | <ul> <li>Wemade Connect globally released <spirits savor="">, Idle RPG Mobile Games(Dec 15)</spirits></li> <li>; Secured 400,000 pre-bookings and selected as Excellent Beta Game of One Store</li> </ul>  |
| Released Game Updates<br>and Organized Promotion<br>Events | <ul> <li>Wemade Connect, <abyssrium> climbed to 3rd on Free Apps in Japan(Oct 7)</abyssrium></li> <li>Wemade Connect, <everytown> collaborated with Lotte World Adventure(Dec 20)</everytown></li> <li>LightCON, <god hitgo="" of=""> carried out massive renewal updates for 7<sup>th</sup> Anniversary of Service(Dec 20)</god></li> </ul> |

#### 1Q 2023 Update and Plans

8 New Games being prepared for WEMIX Platform

New Mobile Game based on MIR IP under development

- LightCON, to roll-out of blockchain collectible RPG + TCG games <Valkyrious (Tentative)>, Social Casino <Vegas>
- Wemade Connect, to release globally new blockchain game <Abyssrium Origin> <SPOLIVE>, etc
- Developing new mobile game <The Legend of Mir 2> by Wemade Connect

## 2. 4Q 2022 Summary of Consolidated Financial Results

- Revenue (-11% QoQ, +93% YoY) : Decreased QoQ followed by stabilizing existing mobile game sales including <MIR4> and <MIR4 global> but increased YoY thanks to the integration effect of a new consolidated subsidiary, Wemade Next
- Operating Income (-69% QoQ, Profit continues YoY): Down QoQ due to increased marketing and service fee

following the launch of a new blockchain game < Rise Of Stars>

• Net Income (Turn to deficit QoQ, Deficit continues YoY) : Turned to deficit QoQ

|                               |        | _      |                      |       |                      |          | [8]      |                     |
|-------------------------------|--------|--------|----------------------|-------|----------------------|----------|----------|---------------------|
|                               | 4Q'22  | 3Q'22  | QoQ                  | 4Q'21 | YoY                  | YTD 2022 | YTD 2021 | YoY                 |
| Revenue                       | 18,205 | 20,496 | -11%                 | 9,413 | +93%                 | 86,022   | 35,522   | +142%               |
| <b>Operating Expenses</b>     | 16,557 | 15,219 | +9%                  | 8,953 | +85%                 | 61,016   | 35,230   | +73%                |
| Operating Income              | 1,648  | 5,277  | -69%                 | 460   | Profit<br>continues  | 25,006   | 292      | Profit<br>continues |
| Non-Operating<br>Income(loss) | -1,360 | 6      | -                    | -936  | -                    | -1,185   | -793     | -                   |
| Financial<br>Income(loss)     | -1,200 | 1,853  | -                    | -161  | -                    | 1,006    | -532     | -                   |
| Equity Method                 | -165   | -223   | -                    | -263  | -                    | -730     | -435     | -                   |
| Income before tax             | -1,077 | 6,913  | Turned to<br>deficit | -901  | -20%                 | 24,097   | -1,468   | Turned to<br>profit |
| Income tax                    | 1,883  | 0      | -                    | -148  | -                    | 1,861    | 34       | -                   |
| Net Income                    | -2,960 | 6,913  | Turned to<br>deficit | -753  | Deficit<br>continues | 22,237   | -1,502   | Turned to<br>profit |

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

[Unit: Million KRW]

#### 3. Sales Breakdown

## **By Platform**

- Mobile (-12% QoQ, +144% YoY) : Declined QoQ by stabilizing existing mobile games
- PC Online (+7% QoQ, -25% YoY) : Rose QoQ mainly on sales increase in <Silkroad>
- Others (-10% QoQ, -12% YoY) : Down QoQ and YoY with decreased sales in license and advertisement

|           | 4Q'22  | 3Q'22  | QoQ  | 4Q'21 | YoY   |
|-----------|--------|--------|------|-------|-------|
| Mobile    | 15,695 | 17,837 | -12% | 6,428 | +144% |
| PC Online | 671    | 627    | +7%  | 898   | -25%  |
| Others    | 1,839  | 2,032  | -10% | 2,086 | -12%  |
| Total     | 18,205 | 20,496 | -11% | 9,413 | +93%  |

\* Any discrepancies in any table between the totals and the sums of the amounts listed are due to rounding

[Unit: Million KRW]

#### 3. Sales Breakdown

## **By Region**

• Domestic (-9% QoQ, +86% YoY) : Declined QoQ driven by decrease in domestic sales of existing mobile games

#### but increased YoY contributed by the integration effect of Wemade Next

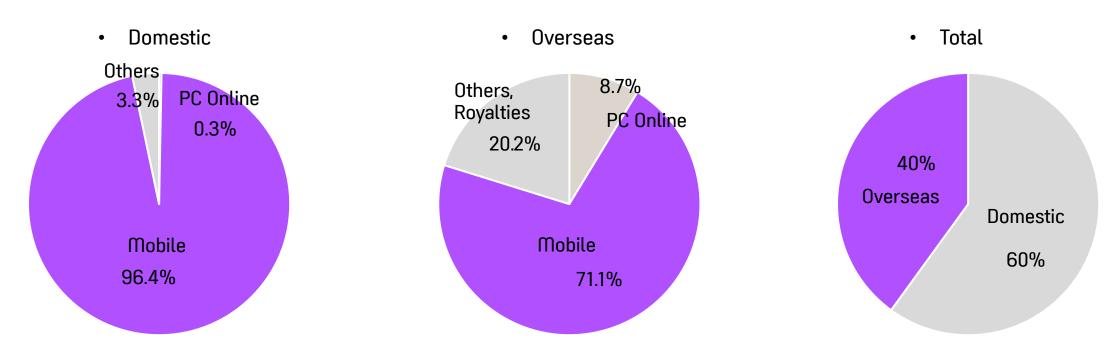
• Overseas (-14% QoQ, +105% YoY) : Dropped QoQ affected by stabilizing existing mobile game sales including <MIR4 global>

; jumped YoY on the consolidation effect of Wemade Next

[Unit: Million KRW]

|          | 4Q'22  | 3Q'22  | QoQ  | 4Q'21 | YoY   |
|----------|--------|--------|------|-------|-------|
| Domestic | 10,730 | 11,814 | -9%  | 5,760 | +86%  |
| Overseas | 7,475  | 8,682  | -14% | 3,653 | +105% |
| Total    | 18,205 | 20,496 | -11% | 9,413 | +93%  |

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



## 4. Operating Expenses

• Operating Expenses (+9% QoQ, +85% YoY) : Climbed QoQ due to more marketing expenses and service fees

for new game releases

| 4Q'22 Operating Expenses [Unit: Million KRU |        |        |       |       |       |  |
|---|--------|--------|-------|-------|-------|--|
|   | 4Q'22  | 3Q'22  | QoQ   | 4Q'21 | YoY   |  |
| Labor*                                      | 8,333  | 8,226  | +1%   | 4,100 | +103% |  |
| Service Fee                                 | 5,235  | 4,661  | +12%  | 3,536 | +48%  |  |
| Marketing                                   | 1,738  | 847    | +105% | 397   | +338% |  |
| Taxes                                       | 87     | 110    | -21%  | 58    | +51%  |  |
| Others                                      | 1,163  | 1,376  | -16%  | 862   | +35%  |  |
| Total                                       | 16,557 | 15,219 | +9%   | 8,953 | +85%  |  |

• Includes wage, retirement benefits, employee benefits, stock compensation cost.

\* 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**

#### [Unit: 100 Million KRW] 2020 2021 2022 421 534 1,244 **Total Assets Current Assets** 279 316 1.022 222 142 219 **Non-current Assets** 138 **Total Liabilities** 261 448 77 104 157 **Current Liabilities** 61 **Non-current Liabilities** 157 292 796 **Total Equity** 283 273 79 166 Capital Stock 79 **Retained Earnings** -392 -405 -164 **Total Liabilities & Equity** 421 534 1,244

**Consolidated Balance Sheet** 

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#### Consolidated Income Statement

|                            |      | [Unit: 1 | 100 Million KRW] |
|----------------------------|------|----------|------------------|
|                            | 2020 | 2021     | 2022             |
| Revenue                    | 379  | 355      | 860              |
| Operating Expenses         | 431  | 352      | 610              |
| Operating Profit           | -52  | 3        | 250              |
| Non-operating Income(loss) | -49  | -18      | -9               |
| Income before tax          | -101 | -15      | 241              |
| Income tax                 | 1    | 1        | 19               |
| Net Income                 | -100 | -15      | 222              |
| Controlling Interest       | -104 | -13      | 248              |
| Non-controlling Interest   | 4    | -2       | -26              |

\* Above consolidated Income Statement figures are YTD figures

\* Any discrepancies in any table between the totals and the sums of the amounts listed are due to rounding