No longer just in your thought bubble

## **DearU**

1Q'23 Earnings Results

May 11, 2023

#### DearU

Ticker: 376300, KOSDAQ Investor Relations 2023

# Disclaimer

All financial information contained herein is based on a non-consolidated basis in accordance with International Financial Reporting Standards ("IFRS").

The information on the earnings results of 1Q23 has been prepared in advance, prior to being reviewed by the external auditor, solely for the convenience of our investors, and the contents herein are subject to change in the process of audit review by the external auditor.

Please note that all forward-looking statements are based on various factors relating to our internal operations, business strategy and market environments and our actual future results and the timing of certain events may differ materially from those forward-looking statements implied herein.

We expressly disclaim and do not bear responsibility to publicly update any changes in our expectations, or any changes in our events, conditions.

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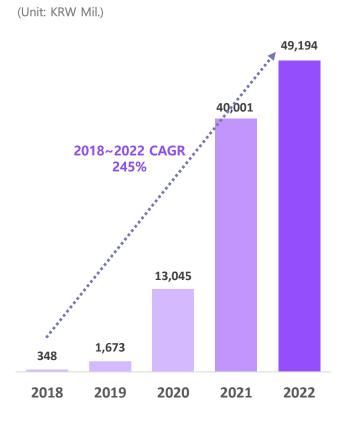
- **Operating Revenue**
- **Profitability**
- **Operating Expenses**

Non-consolidated Statement of Income Non-consolidated Statement of Financial Position Appendix

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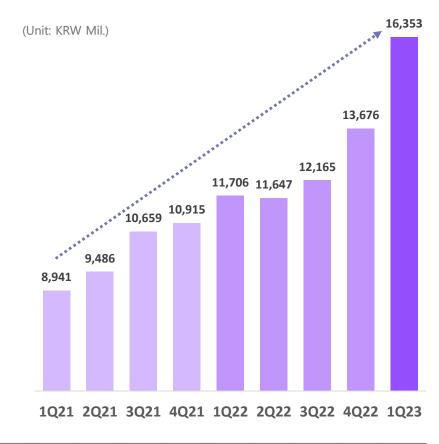
### Q1 I 2023 Earnings **Operating Revenue**

#### **Yearly Operating Revenue**



%	2018	2019	2020	2021	2022	
YoY	12%	381%	680%	207%	23%	

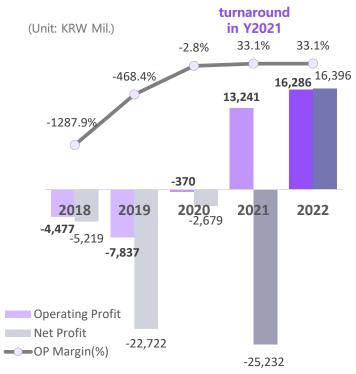
#### **Quarterly Operating Revenue**



%	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23
YoY	999%	290%	163%	90%	31%	23%	14%	25%	40%
QoQ	56%	6%	12%	2%	7%	-1%	4%	12%	20%

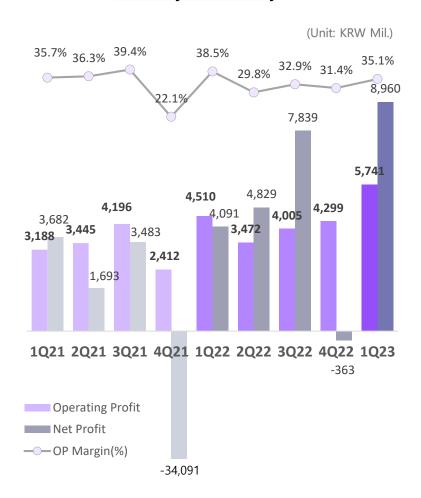
## Q1 12023 Earnings Profitability

#### **Yearly Profitability**



2019	2021
Intangible asset impairment loss due to merger with Brinicle Inc.	Loss on valuation due to CB & CPS conversion to common stock
- 13.3bil. won	- CB: 226K Shares, 4.8bil. won
	- CPS: 1.6M Shares, 33.6bil. won

#### **Quarterly Profitability**

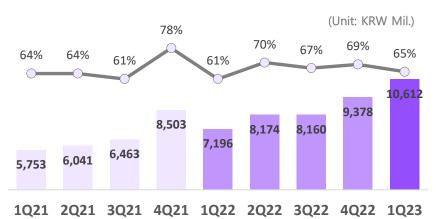


## Q1 1 2023 Earnings Operating Expenses

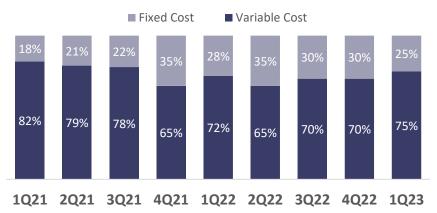
#### **Yearly OPEX Trend**

#### (Unit: KRW Mil.) 103% 67% 67% Fixed Cost **Total OPEX** Variable Cost 32,908 ——OPEX Ratio(%) **Total OPEX** 26,760 **Total OPEX** 13,416 2020 2021 2022 turnaround

#### **Quarterly OPEX Trend**



#### **Quarterly OPEX Structure**



<sup>\*</sup>Main Variable Costs: Google & iOS App. Platform Fee

in Y2021

<sup>\*</sup>Main Fixed Costs: Labor related costs



#### **Appendix.** Non-consolidated Financial Statements

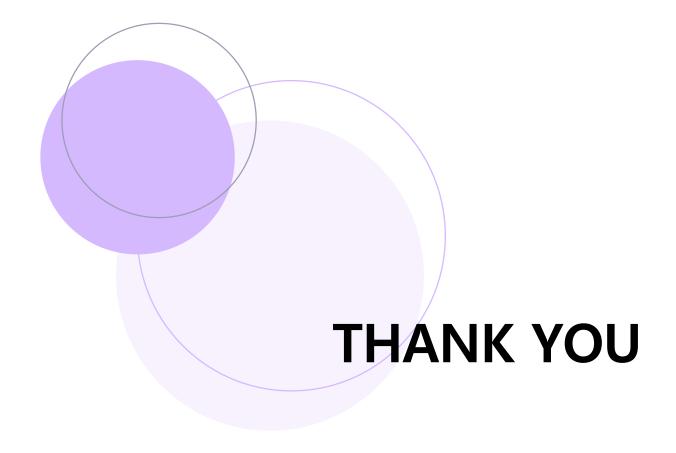
#### **Statement of Income**

(단위: 백만원)	Q1′21	Q2′21	Q3′21	Q4′21	Q1′22	Q2′22	Q3′22	Q4′22	Q1′23	2021	2022
Operating Revenue	8,941	9,486	10,659	10,915	11,706	11,647	12,165	13,676	16,353	40,001	49,194
Operating Expenses	5,753	6,041	6,463	8,503	7,196	8,174	8,160	9,378	10,612	26,760	32,908
Operating Income	3,188	3,445	4,196	2,412	4,510	3,472	4,005	4,299	5,741	13,241	16,286
Non-operating Income	1,077	17	22	144	541	1,605	3,893	-2,123	3,280	1,260	3,916
Non-operating Expenses	582	991	91	37,216	29	221	59	2,986	60	38,881	3,294
Earnings before income taxes	3,682	2,471	4,127	-34,660	5,022	4,857	7,839	-810	8,960	-24,380	16,907
Income tax expense		778	644	-570	930	28		-447		852	511
Net Income	3,682	1,693	3,483	-34,091	4,091	4,829	7,839	-363	8,960	<del>-</del> 25,232	16,396

#### **Statement of Financial Position**

(단위: 백만원)	Q1′21	Q2′21	Q3′21	Q4′21	Q1′22	Q2′22	Q3′22	Q4′22	Q1′23
Current Assets	10,250	13,737	17,954	106,042	111,326	115,193	129,076	134,889	139,683
Cash	6,275	8,537	13,611	86,825	90,586	94,472	109,778	115,659	105,123
Non-current Assets	7,948	7,885	8,138	27,514	27,627	19,093	19,080	17,652	27,143
Total Assets	18,199	21,622	26,092	133,556	138,952	134,286	148,156	152,541	166,827
Current Liabilities	15,630	17,232	18,089	9,257	10,416	10,015	10,192	11,049	13,021
Non-current Liabilities	357	349	343	724	734	674	684	267	450
Total Liabilities	15,987	17,581	18,433	9,980	11,150	10,689	10,876	11,316	13,471
Capital Stock	8,406	8,406	8,406	10,989	10,989	10,989	11,565	11,792	11,852
Capital Surplus	21,747	21,747	21,747	150,740	150,740	150,740	156,670	159,005	162,102
Other elements of shareholders' equity	317	452	587	19,205	19,340	10,306	9,644	11,161	10,693
Accumulated other comprehensive Income									482
Retained earnings	-28,259	-26,565	-23,082	-57,358	-53,267	-48,438	-40,599	-40,733	-31,773
Total Shareholders' equity	2,212	4,041	7,659	123,576	127,802	123,597	137,280	141,225	153,356

Note. Cash: Short-term financial instruments included.



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