

DAOUTECH

Company Overview



Profile

Our motto is supporting our clients' change and innovation in line with our company's name, which means doing great good to the world. We do it by leading IT industry as the first generation over the past thirty-eight years in Korea.

Name

Daou Tech Inc.

CEO

Youn-Duck Kim

Established

January 9th, 1986

Stock listing

August 27th, 1997

Revenue

228.5 M USD



Operating Profit

43.9 M USD



Assets

880.2 M USD



Employees

653



[Non-consolidated financial results for FY 2023, Exchange rate \$1=W1,289.4, USD as of Dec 31st, 2023]



History

Founded in 1986, we had played a vital role in the growth of DBMS and internet market during the company's early period. In 2000, we started developing our own software and services, and recently broaden business to data center, collaboration tool and eCommerce in order to offer new values for our clients.

1986~1999

2000~2009

2010~2023

Technology & Service

1987.10	Started "Informix" as a sole distributor in Korea	2004.03.	Contract as IBM SW Distributor	2010.04.	Launched a Mobile Coupon service 'coupop'
1987.12.	Development the nation's First Hangeul RDBMS	2005.09.	Virtualizaiton Solution partnership with Vmware	2014.03.	Launched a next generation groupware service 'DaouOffice'
1995.01.	Started "Netscape" as a sole distributor in Korea	2006.11.	Open software partnership with RedHat	2017.01.	Launched 'DM PPulio' Service
1996.11.	Development on-line stock trading system 'WebTrade'	2008.10.	Partnership with EnterpriseDB	2021.09.	Launched Daouoffice Accounting and Daouoffice ESS (Employee Self-Service)

Business

1986.01.	Established "Daou Technology Inc."	2000.02.	Established "KIWOOM Securities Co., Ltd."	2010.03.	Relocated "Daou Tech" office Building (Jukjeon)
1988.03.	Selected as a promising small business by Electronics and telecommunications Research Institute	2003.06.	Acquired "Kiwoom Investment Co.,Ltd"	2012.08.	Acquired of "Cine21i Co.,Ltd" (Contents Business)
1992.06.	Established "Daou Data Corp."	2005.11.	Acquired "SaramInHR Co., Ltd.", Online employment portal	2013.07.	Merger of "G&J Inc", IDC Industry advancement
1993.06.	Awarded as a Excellent Venture business by Ministry of Science and Technology	2006.08.	Established "Kiwoom ENS Inc"	2015.12.	Acquired "SKNS Co.,Ltd" B2B messaging
1997.08.	Listed on the Korea Stock Exchange	2008.01.	Merger of "UNITEL Networks Co.,Ltd"	2016.01.	Split establishment "KIDARIENT CORP."
		2008.06.	Merger of "Terrace Technologies Inc."	2017.06.	Acquired "Bizmailer", bulk email marketing solution
				2018.01.	Merger of "Sabangnet", eCommerce orders management service
				2022.12	Merger of "Spaceriver", Warehouse management systems
				2023.12	Relocated 'Daou Tech' office Building (Pangyo)

DaouKiwoom Group

We started our business in IT field and diversified into other various online businesses.



- DAOU TECH
- DAOU DATA
- KICA Korea Information Certificate Authority Inc.



- KIWOOM
- KIWOOM ASSET MANAGEMENT
- KIWOOM INVESTMENT
- KIWOOM SAVINGS BANK
- KIWOOM Yes SAVINGS BANK
- KIWOOM ASSET PLANNER
- KIWOOM PRIVATE EQUITY
- KIWOOM CAPITAL
- KIWOOM F&I



- saramin
- saramin HS
- KIDARI STUDIO
- LEZHIN
- imazins
- eMoney
- wisebirds
- KIWOOM ESTATE & SERVICE



- DAOU JAPAN
- DAOU DALIAN
- DAOUKIWOOM INNOVATION
- KIWOOM SEKURITAS INDONESIA
- KIWOOM INVESTMENT MANAGEMENT INDONESIA

Business Segment

We have continued to serve as a trusted long-term partner, helping our clients create future-proof business. We are creating innovative solutions to meet the needs of clients through our business segments of 'Marketing Communication', 'Commerce', 'Biz Infra' and 'ITO'.



Marketing partner for small business

We help our clients connect with their customers in proven ways.

Marketing
Communication

Commerce



All-in-one eCommerce platform

As eCommerce market is growing faster, we provide our clients with various services.



Seamlessly designed for enterprise

We offer the best suits your organization's needs on IT assets and collaborative works.

Biz Infra

ITO



The best IT infrastructure to support your business

We provide stable and reliable operations to our subsidiaries and clients in BFSI in Korea and internationally.

Marketing Communication _marketing partner for small business

We help our clients connect with their customers in proven ways. We will work to create new services to responding to ever-changing business environments.

Messaging

No.1 A2P messaging¹⁾



Timely customer engagement by SMS, LMS and MMS campaign. Working directly with carriers, the design and operation of messaging gateway ensure your message reaches its destination.



www.ppurio.com

Biz Messaging

RCS, KakaoTalk Official Dealer



This service sends a large amount of text messages, RCS, and Kakao talk messages through the integrated shipping module/API link. We provide a stable shipping environment through the linkage directly with telecommunication companies and kakao.



www.bizppurio.com | www.ufit.co.kr

Internet Fax

No.1 internet fax service¹⁾



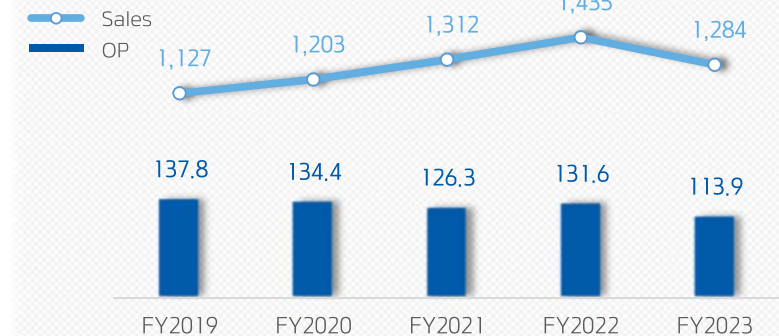
Sending and receiving faxes digitally, without a fax machine via email, the mobile app or our website. Faxing from Microsoft Word, HWP and picture file is also offered.



www.enfax.co.kr

Messaging(B2B,B2C), Fax – Sales, OP

(unit: 100 million KRW)



Marketing Communication _marketing partner for small business

We help our clients connect with their customers in proven ways. We will work to create new services to responding to ever-changing business environments.

Mobile Gift Vouchers

Mobile vouchers from the hearts



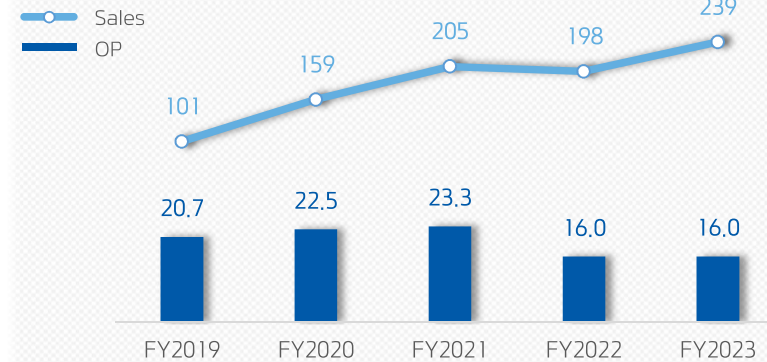
Choice of 100+ leading brands and 3,000+ products to select your gifts. Customizing product for bulk distribution campaign, designed especially for enterprises.

coup:p bizcoup:p

www.coupop.co.kr

Mobile Gift Vouchers – Sales, OP

(unit: 100 million KRW)



<How to redeem Gift Vouchers>

Gift card that can be redeemed in the offline store.



<Brands>

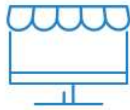
- 쇼핑상품권
 - 신세계, Home plus, emart, LOTTE DEPARTMENT STORE, ARITAUM, MISSHA
- 주유권
 - SK 에너지, GS칼텍스, S-OIL
- 식음료
 - PARIS BAGUETTE, DUNKIN' DONUTS, mexi cane Chichen, SWEET KING, PUSSEY & DONUTS, CHICKEN, THE COFFEE SHOP, JOE'S COFFEE
 - CAFFÉ PASCUCCI, bibigo, 죠스커피, PARIS CROISSANT, Jumba Juice, THE COFFEE SHOP, JOE'S COFFEE
 - Caffé Bene, Domino's, Kyobon, VIPS, THE PLACE, ATGOL IN-SO COFFEE, HOLLYS COFFEE, BURGER KING
 - LOTTERIA, OUTBACK STEAKHOUSE, COLD STONE, KFC, 롯데리아, BSBurger, BR, STARBUCKS
- 엔터테인먼트
 - CGV, MEGABOX, GOLFZON, 엔터테인먼트, CULTURE LAND
- 편의점 교환권
 - GS25, CU, 7-ELEVEN

Commerce_all-in-one eCommerce platform

The e-commerce market is growing faster than ever and we have many business opportunities open to you.

Multi-channel retail software

No.1 multi-channel retail SW¹⁾



The most comprehensive order management service in Korea. It involves distribution of products, track of orders and inventories from over 400 of online marketplaces in one place. We provide customer support with our professional consultants.



www.sabangnet.co.kr

050 Virtual Phone Number / Coupon booklet



Phone numbers beginning with 050 are virtual number that are used to conceal the actual phone number. It is an effective marketing tool for small businesses with a frequent incoming calls. Featured in call answer, callback SMS, call greetings and logs.



www.callmix.co.kr | www.telpass.co.kr

Escrow

Escrow service



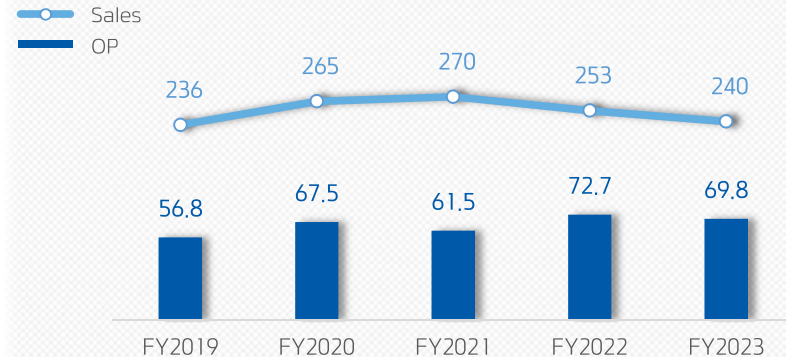
Payment in P2P or SNS can be safely carried out without fraud risk. We help sellers and consumers transact in safe through an easy and convenient payment methods.



www.unicro.co.kr

Multi-Channel Retail SW, Escrow, 050 Virtual Phone Number – Sales, OP

(unit: 100 million KRW)



• Sabangnet is included from January in 2018.

Biz Infra_seamlessly designed for enterprise

We offers the best suits your organization's needs on IT assets and collaborative works. It had been developed from our collective experience and research.

Collaboration tool

Innovative business platform



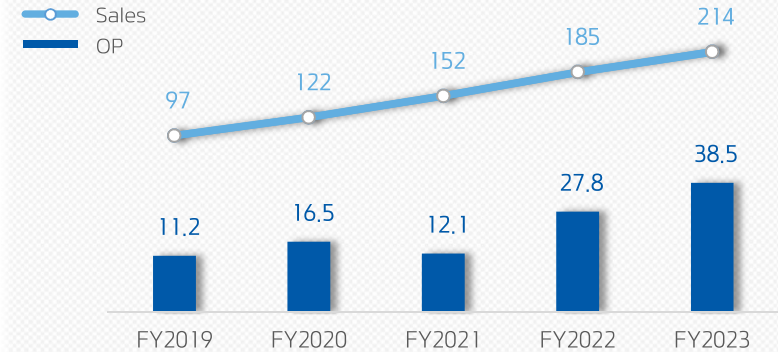
It provides 20 collaboration functions for the business, such as email, e-approvals, employee timesheet, accounting and video conference. It offers a wide range of configuration option, either installed or hosted.



www.daouoffice.com

Collaboration tool – Sales, OP

(unit: 100 million KRW)



IDC & Cloud

Reliable and scalable IDC services



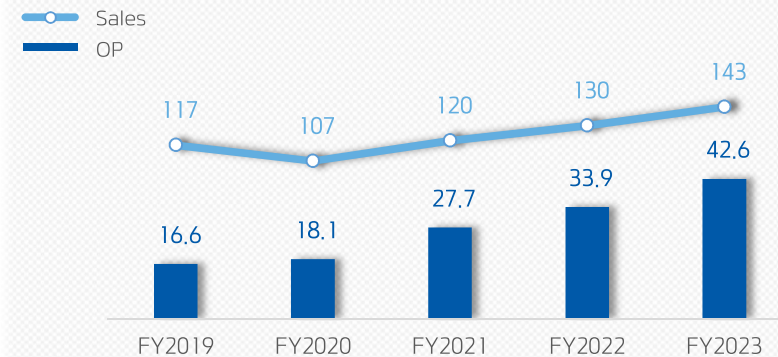
We offers colocation, hosting, CDN and cloud services with comprehensive security measures. It is operated in the most up-to-date facility with stable network.



www.daouidc.com | www.daoucloud.com | www.halfdomain.co.kr

IDC&Cloud – Sales, OP

(unit: 100 million KRW)



ITO_The best IT infrastructure to support your business

We provide stable and reliable operations to our subsidiaries and clients in BFSI(Banking, Financial Services and Insurance) in both locally and internationally.



Business

Application development and maintenance



Infrastructure

System, network, DR configuration and operation



Data Security

Security infrastructure planning and operation



SI Consulting

Information strategy, Process consulting

KIWOOM Securities' next-generation trading system

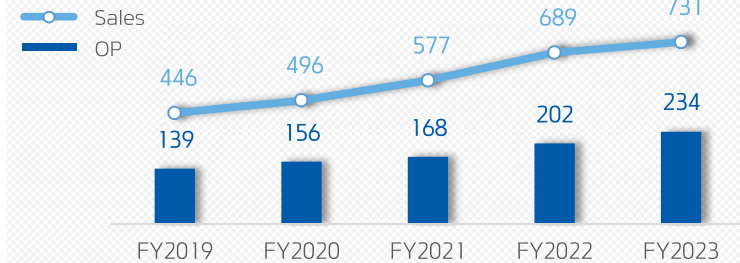
Highly reliable operation of system is the cornerstone of the nation's biggest number of concurrent users and transaction volume of trading.

- Market Share : **29.9%**
- Trading Volume : **\$ 15.1B** per day
- Concurrent User : **485,000 users**

※ [As of Dec. 2023 / Exchange rate \$1=₩1,289.4, USD]

Kiwoom Securities' trading system – Sales, OP

(unit: 100 million KRW)



Construction of Group's IT collaboration system

- 'Hero Global' Renewal Project
- Renewal of "Kiwoom Savings Bank" Consumer Finance System

Reference in SEA

- Thailand : Support Finansia Syrus HERO
- Indonesia : Kiwoom Securities Indonesia's project
- Vietnam : Establish standard model for IT Securities in SEA and R&D
- ASEAN : Develop a new business model with Vietnam's IT HR

Sales & Operating Profit

[unit: million of KRW]

Business	Product	FY2021			FY2022			FY2023		
		Sales	OP	OP%	Sales	OP	OP%	Sales	OP	OP%
Communication	Ppurio, enFax	131,201	12,634	9.6%	143,532	13,158	9.2%	128,359	11,389	8.9%
	coupop	20,472	2,330	11.4%	19,802	1,596	8.1%	23,879	1,597	6.7%
subtotal		151,674	14,965	9.9%	163,334	14,754	9.0%	152,238	12,985	8.5%
Commerce	SABANGNET, UNICRO, Callmix	27,004	6,148	22.8%	25,318	7,270	28.7%	24,002	6,976	29.1%
subtotal		27,004	6,148	22.8%	25,318	7,270	28.7%	24,002	6,976	29.1%
Biz Infra	DAOU IDC	12,020	2,773	23.1%	13,040	3,394	26.0%	14,303	4,264	29.8%
	DaouOffice	15,222	1,208	7.9%	18,545	2,778	15.0%	21,355	3,852	18.0%
subtotal		27,242	3,981	14.6%	31,584	6,172	19.5%	35,658	8,116	22.8%
ITS	KIWOOM' System	57,695	16,829	29.2%	68,907	20,220	29.3%	73,125	23,364	32.0%
	Group' IT	9,283	1,764	19.0%	12,270	2,449	20.0%	9,584	1,706	17.8%
subtotal		66,978	18,593	27.8%	81,177	22,669	27.9%	82,709	25,070	30.3%
subtotal		272,897	43,687	16.0%	301,413	50,866	16.9%	294,607	53,147	18.0%
Adjustment	Plan assets etc.		2,533			2,432			3,398	
Total		272,897	46,220	16.9%	301,413	53,298	17.7%	294,607	56,545	19.2%

DLAOUTECH

Appendix



Consolidated Financial Statements

[Consolidated Statements Of Financial Position]

[million of KRW]

Title Of Account	FY2021	FY2022	FY2023
Asset			
I . Current Asset	327,642	415,083	415,124
II . Non-Current Assets	611,634	736,251	796,017
III . Financial Assets	45,383,169	48,108,675	52,131,318
Total Assets	46,322,446	49,260,009	53,342,459
Liabilities			
I . Current Asset	121,362	386,914	510,052
II . Non-Current Assets	532,637	280,103	145,763
III . Financial Assets	41,051,978	43,404,579	47,136,112
Total Liabilities	41,705,977	44,071,596	47,791,926
Equity			
I . Capital Stock	22,433	22,433	22,433
II . Capital Surplus	292,154	307,024	317,303
III . Retained Earnings	1,667,199	2,016,828	2,205,551
IV . Capital Adjustment	-18,956	-20,988	-20,988
V . Accumulated Other Comprehensive Income	13,540	-10,057	-5,398
Equity attributable to owners of parent	1,976,371	2,315,240	2,518,901
Non-controlling interests	2,640,098	2,873,173	3,031,632
Total Equity	4,616,469	5,188,413	5,550,533
Total Liabilities & Equity	46,322,446	49,260,009	53,342,459

[Consolidated Income Statement]

[million of KRW]

Title Of Account	FY2021	FY2022	FY2023
I . Sales	6,086,980	9,210,610	9,855,142
Cost of Sales	4,240,483	7,903,903	8,625,639
Gross Profit	1,846,498	1,306,707	1,229,503
Selling & Administrative Expenses	589,264	588,020	589,623
II . Operating Income	1,257,234	718,687	639,880
Other Income	69,296	45,050	60,041
Other Expenses	66,129	38,542	66,202
Financial Income	3,155	8,868	15,058
Financial Expense	9,930	7,641	12,029
Equity Method Income / Loss	45,148	18,503	29,831
III . Income Before Income Tax	1,298,774	744,926	666,579
Income Tax Expenses	384,585	64,402	176,564
IV . Net Income	914,189	680,524	490,016
Profit attributable to owners of the parent	376,114	372,565	225,975
Profit attributable to non-controlling interests	538,074	307,960	264,041

Financial Statements

[Statements Of Financial Position]

[million of KRW]

Title Of Account	FY2021	FY2022	FY2023
Asset			
I .Current Asset	322,691	316,453	257,293
II .Non-Current Assets	729,416	823,420	877,664
Total Assets	1,052,107	1,139,874	1,134,956
Liabilities			
I .Current Liabilities	106,158	318,066	401,273
II .Non-Current Liabilities	349,313	190,896	39,359
Total Liabilities	455,471	508,963	440,633
Equity			
I .Capital Stock	22,433	22,433	22,433
II .Capital Surplus	178,513	178,513	178,513
III .Capital Adjustment	-10,030	-12,139	-12,139
IV .Accumulated Other Comprehensive Income	-3,610	-15,964	-18,681
V .Retained Earnings	409,330	458,068	524,197
Total Equity	596,636	630,911	694,324
Total Liabilities & Equity	1,052,107	1,139,874	1,134,956

[Income Statement]

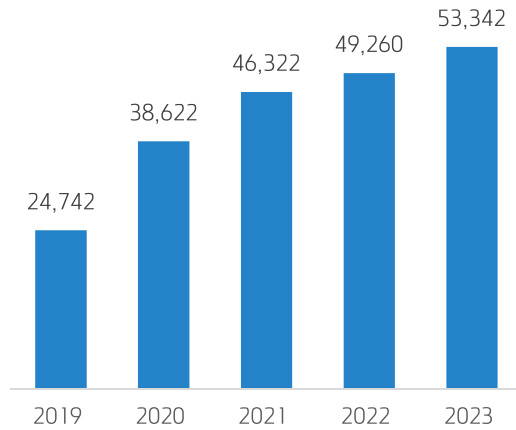
[million of KRW]

Title Of Account	FY2021	FY2022	FY2023
I . Sales	272,897	301,413	294,607
Cost of Sales	202,878	222,794	208,004
Gross Profit	70,019	78,619	86,603
Selling & Administrative Expenses	23,799	25,321	30,057
II . Operating Income	46,220	53,298	56,545
Other Income	8,793	3,891	14,874
Other Expenses	14,117	9,349	10,122
Financial Income	40,206	52,111	51,759
Financial Expense	7,512	7,371	9,716
III . Income Before Income Tax	73,590	92,580	103,340
Income Tax Expenses	12,187	18,088	10,295
VI . Net Income	61,403	74,492	93,046

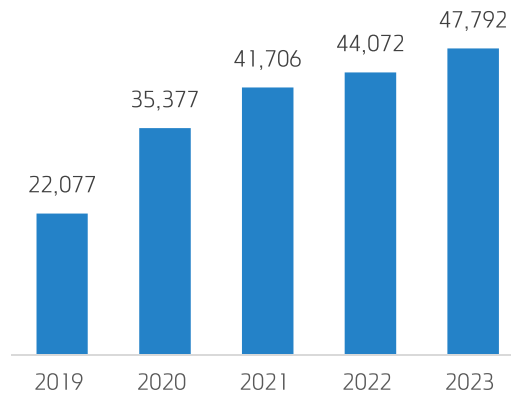
Financial Highlights (consolidated)

[billion of KRW]

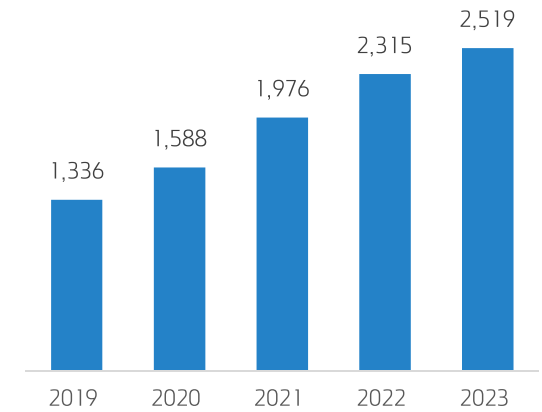
Total Assets



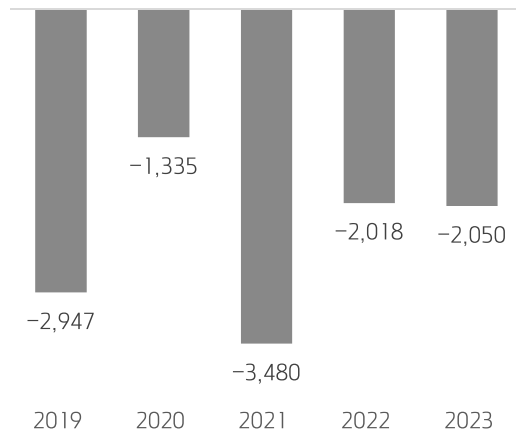
Total Liabilities



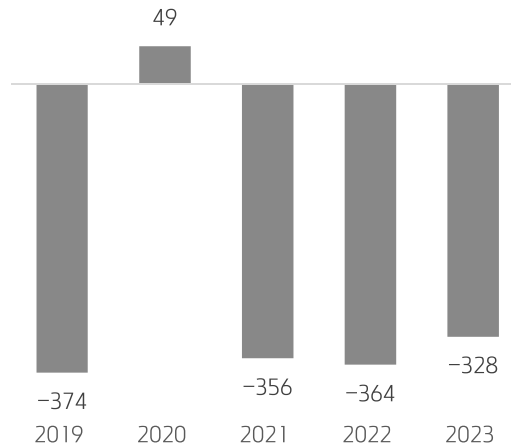
Total Equity(owners of parent)



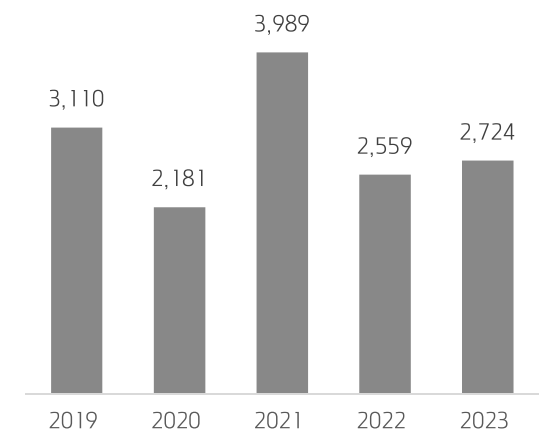
Cash Flow from Operations



Cash Flow from Investments



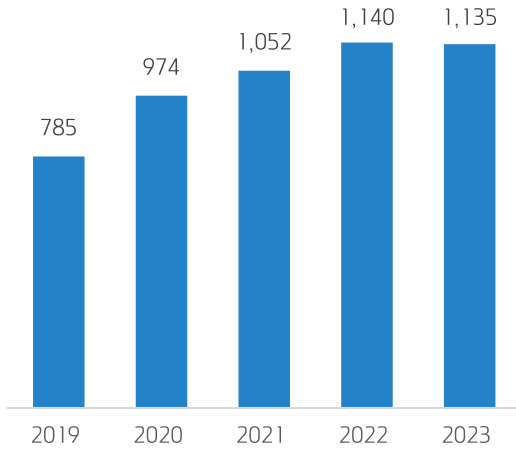
Cash Flow from Financing



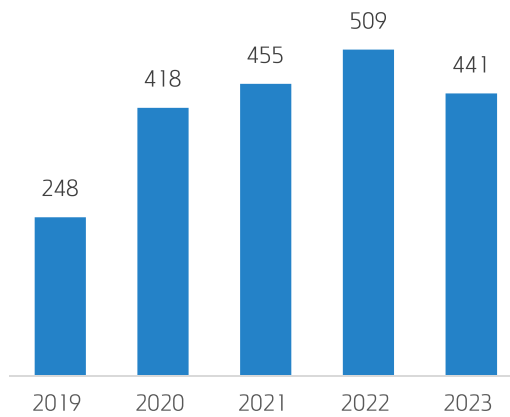
Financial Highlights (separate)

[billion of KRW]

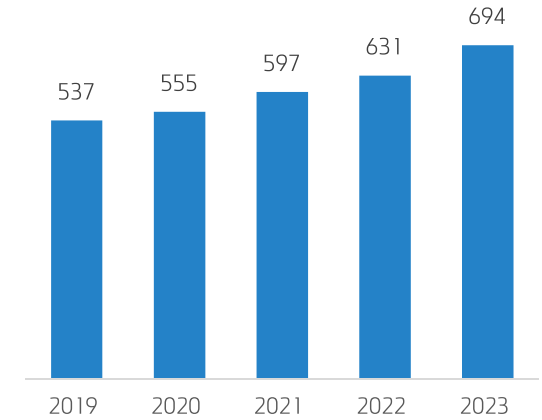
Total Assets



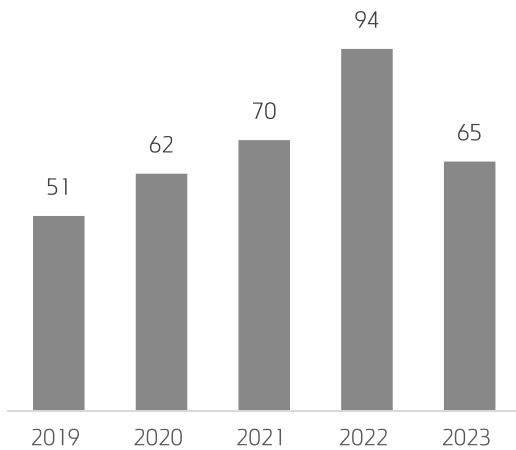
Total Liabilities



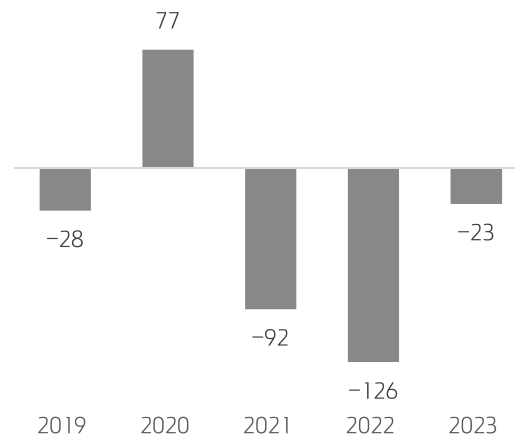
Total Equity



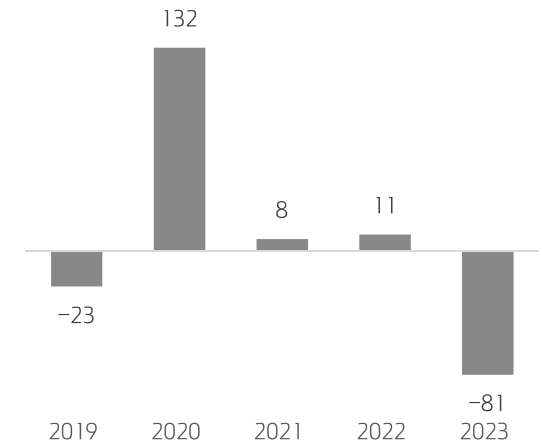
Cash Flow from Operations



Cash Flow from Investments

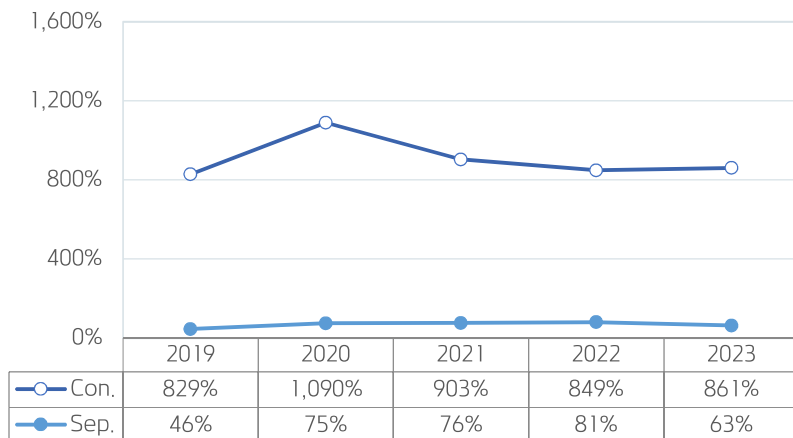


Cash Flow from Financing

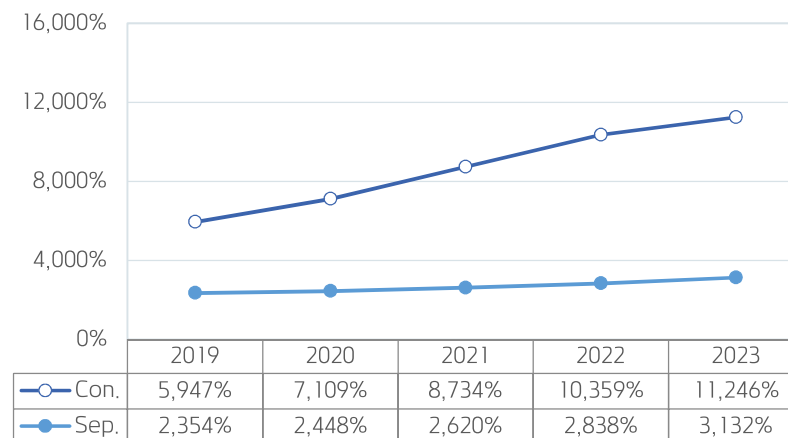


Financial Ratio

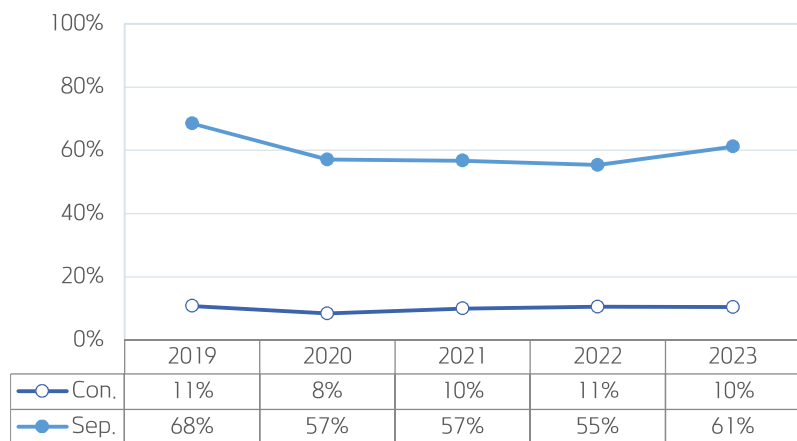
Debt Ratio



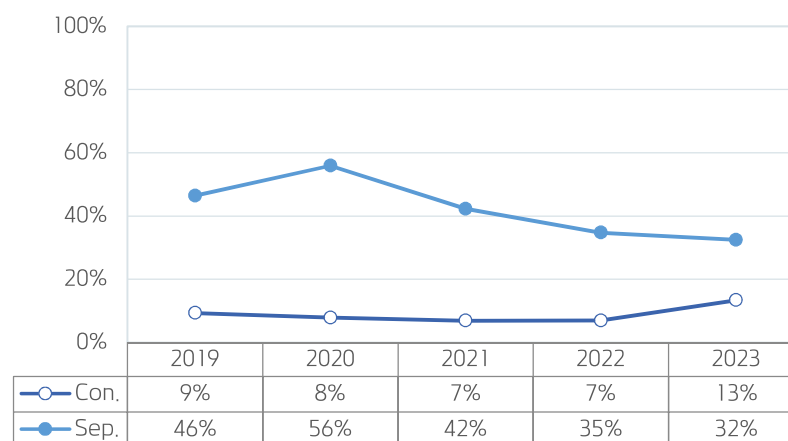
Reserve Ratio



BIS Ratio

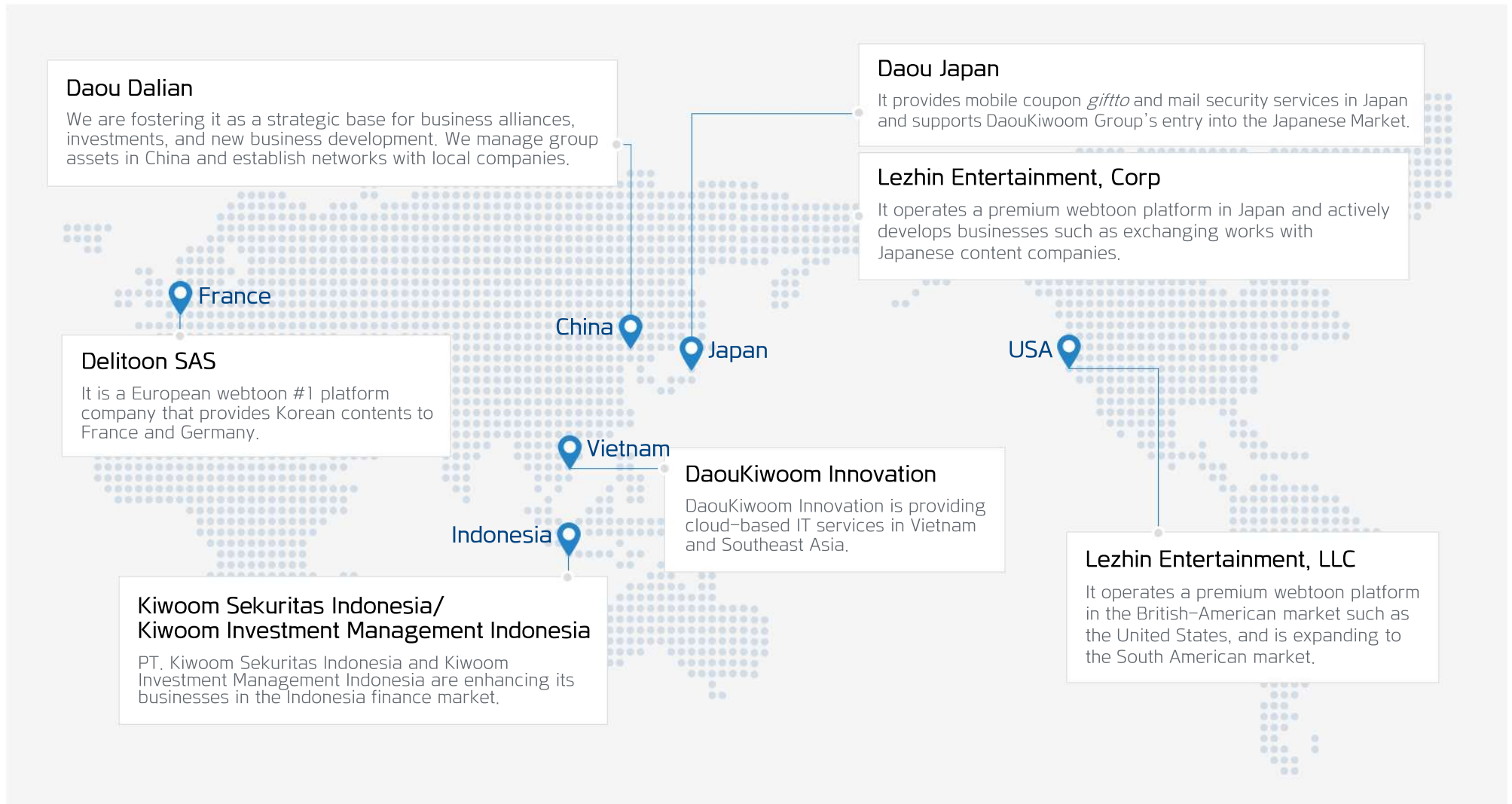


Dividend Payout Ratio



Overseas Business

DaouKiwoom Group has expanded into USA, Japan, China, Indonesia, Vietnam and France, creating outstanding developments in areas of IT, finance, and service. DaouKiwoom still continues its growth beyond Korea today.



DAOU TECH

Thank you

www.daou.com

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4F Daou Digital Square, 69, Geumto-ro, Sujeong-gu, Seongnam-si,
Gyeonggi-do, Korea

