

Gogolook | 6902



Gogolook

Aug 2023

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Agenda

- 1 **2Q23 Results & Outlook**
- 2 **Company Overview**
- 3 **Business Models**
- 4 **Growth Strategy**
- 5 **Financial Performance**

2Q23 Results & Outlook

2Q23 Results & Outlook

2Q23 Highlights

Revenue

NT\$ **190** mn

+ 93% YoY

Gross Margin

92%

+ 7 pts YoY

Operating Profit

NT\$ **9** mn

**Two Consecutive
Quarters of Profitability**

Historic first for Gogolook

2Q23 Results & Outlook

2Q23 Income Statement

NT\$ Thousand	2Q23	1Q23	2Q22	QoQ	YoY
Revenue	189,833	182,123	98,247	4%	93%
Gross Profit	174,174	166,754	83,121	4%	110%
Operating Profit	8,811	5,777	(25,524)	53%	-
Non-Operating Income	1,952	(3,854)	5,816	-	-66%
Profit Before Tax	10,763	1,923	(19,708)	460%	-
Net Income	10,763	1,923	(19,708)	460%	-
Net Income to Parent	10,763	1,923	(19,708)	460%	-
EPS (NT\$)	0.35	0.06	(0.66)	483%	-
Gross Margin (%)	92%	92%	85%		
Operating Margin (%)	5%	3%	-26%		
Opex / Sales (%)	87%	88%	111%		
Net Margin (%)	6%	1%	-20%		
ROE (%)	18%	3%	-32%		
ROA (%)	10%	2%	-20%		

1H23 Continually Benefit from Overseas Expansion and Growth from Diversified Sources

- ✓ Among our product lines, Business Services have shown the strongest growth momentum with Revenue increasing multiple folds as Roo.Cash benefited from the surge in credit card applications fueled by post-pandemic overseas travel.
- ✓ Digital Ads saw substantial growth due to ads efficiency optimization and, similarly to Trust Cloud Services (SaaS-based), also benefiting from overseas expansion.



1H23 Income Statement

NT\$ Thousand	1H23	1H22	YoY
Revenue	371,956	186,277	100%
Gross Profit	340,928	160,539	112%
Operating Profit	14,588	(39,508)	-
Non-Operating Income	(1,902)	14,278	-
Profit Before Tax	12,686	(25,230)	-
Net Income	12,686	(25,230)	-
Net Income to Parent	12,686	(25,230)	-
EPS (NT\$)	0.41	(0.84)	-
Gross Margin (%)	92%	86%	
Operating Margin (%)	4%	-21%	
Opex / Sales (%)	88%	107%	
Net Margin (%)	3%	-14%	
ROE (%)	10%	-20%	
ROA (%)	6%	-13%	

2Q23 Results & Outlook

2Q23 Balance Sheet

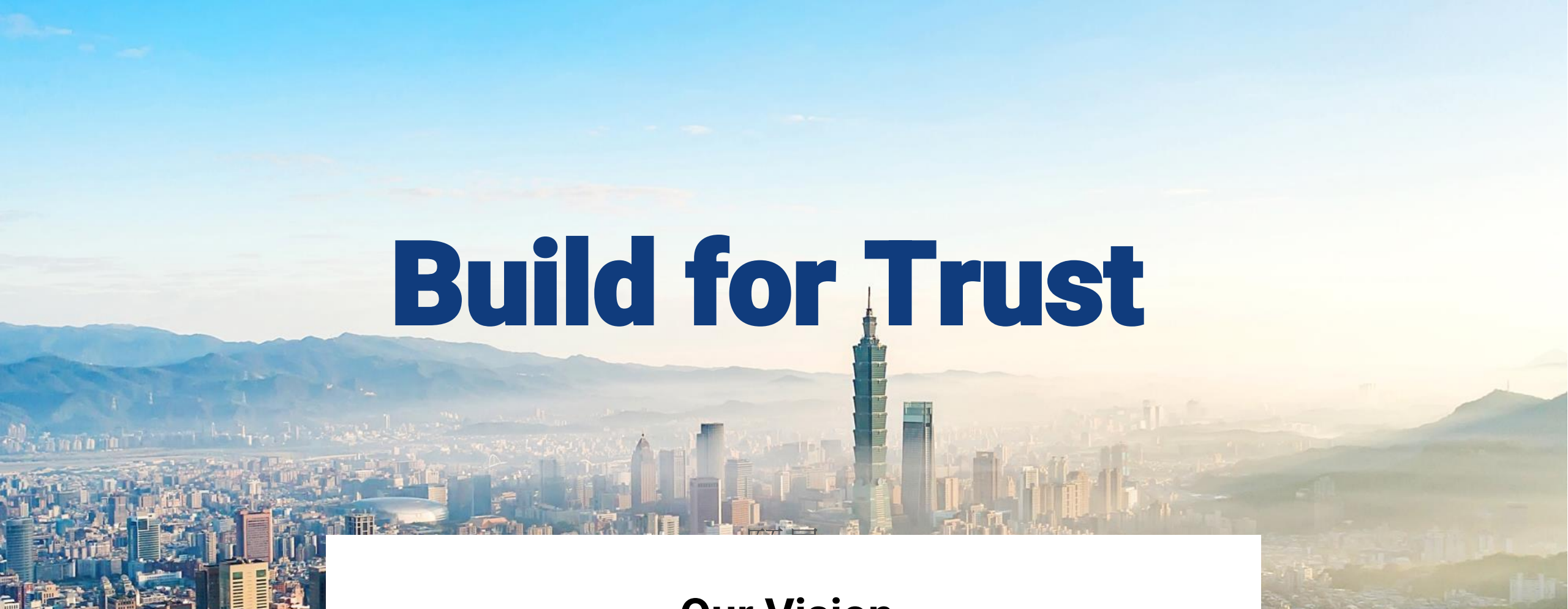
NT\$ Thousand	2Q23	1Q23	2Q22	QoQ	YoY
Cash and Cash Equivalents	225,187	206,644	235,340	9%	-4%
Current Assets	410,539	370,428	363,204	11%	13%
Financial Assets - Non-Current	7,500	7,500	-	0%	-
Property, Plant, and Equipment	5,983	6,346	5,774	-6%	4%
Intangible Assets	23,103	21,851	1,167	6%	1880%
Total Assets	453,912	415,091	385,975	9%	18%
Short-term Debt	13,065	13,155	10,000	-1%	31%
Current Liabilities	199,682	170,546	140,411	17%	42%
Total Liabilities	206,053	177,599	145,160	16%	42%
Common Stock	308,988	308,988	300,000	0%	3%
Capital Surplus	21,331	21,534	3,796	-1%	462%
Retained Earnings	(82,313)	(93,076)	(62,814)	-12%	31%
Other Equity	(147)	46	(167)	-	-12%
Total Equity	247,859	237,492	240,815	4%	3%

Outlook for 2023 and Beyond

- ✓ **The 2023 revenue growth is targeted to surpass last year's growth**
 - ✓ We expect Digital Ads to continue to deliver strong growth due to ads efficiency optimization and, similarly to Trust Cloud Services, continuing to benefit from overseas expansion. Business Services are expected to continue to grow.
 - ✓ In Taiwan, the focus is to enhance ARPU and profitability through diversified product lines. In 2H23, there will be more collaborations with governments and businesses in overseas markets, which should drive growth in users and revenue from Digital Ads and Trust Cloud Services.
- ✓ **Aim to outgrow the global TrustTech industry over the long-term***
 - ✓ Due to better-than-expected 1H results, we plan to increase investments in talent acquisition and overseas markets for long-term growth.
- ✓ **Expect to achieve long-term break-even within the next 24 months**
 - ✓ We focus on investment returns while pursuing sustainable and profitable growth.

*The global TrustTech industry refers to Fraud Detection and Prevention, Digital Identity, and RegTech sectors, with a CAGR of 18-22%.

Company Overview



Build for Trust

Our Vision

Committed to building a global trust network, Gogolook empowers individuals with trust through technology

Gogolook

- ✓ **Gogolook** is the world's leading **TrustTech** company. Through our proprietary algorithm and AI technology, we provide **anti-fraud** and **risk management-as-a-service** as well as business services for lead generation. Our service has versatile applications across the communication, fintech, and e-commerce sectors, while revenue streams have been shifting from digital ads to subscriptions (SaaS).
- ✓ **Whoscall**, the leading caller ID & block app, has over 100 mn downloads worldwide, with a particularly strong presence in Taiwan where one out of every two smartphone users is a user. Our main markets include Taiwan, Thailand, Japan, Korea, Hong Kong, Brazil, and Malaysia. Whoscall has accumulated over 1.6 bn phone numbers, making it the largest phone number database in East Asia and Southeast Asia.
- ✓ Gogolook also provides data and AI-driven services for enterprises. **Digital Identity** solutions help manage KYC, AML, credit risk and leadgen onboarding.
- ✓ Leveraging our anti-fraud database and AI technology, **Roo.Cash**, a personal finance marketplace, offers one-stop shopping and personalized products and has established a solid and leading position in Taiwan.
- ✓ With the aim to become the world's leading TrustTech company, Gogolook is committed to creating a global trust network by empowering individuals with trust through technology.

Company Overview

Gogolook at a Glance

2012

Established

NT\$ **320** mn

Paid-in Capital

NT\$ **420** mn

2022 Revenue (+64% YoY)

164

Employees

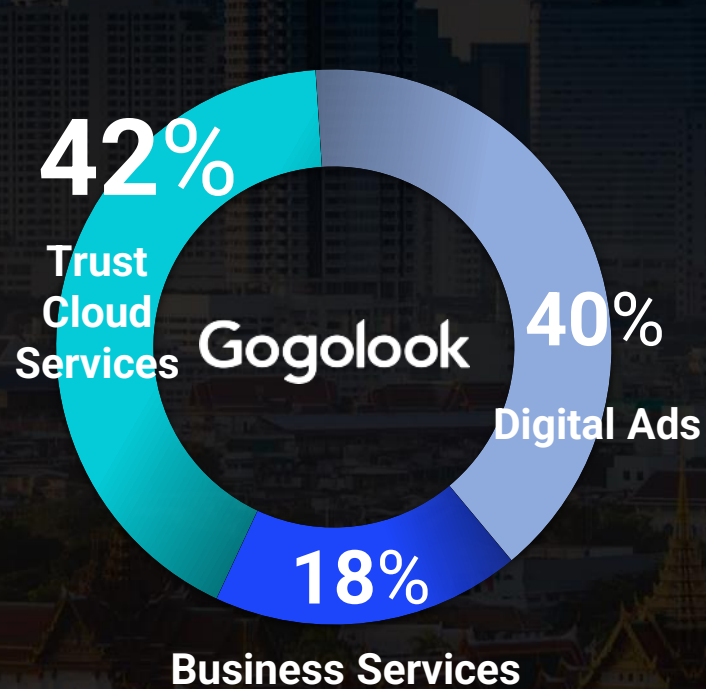
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Major Markets

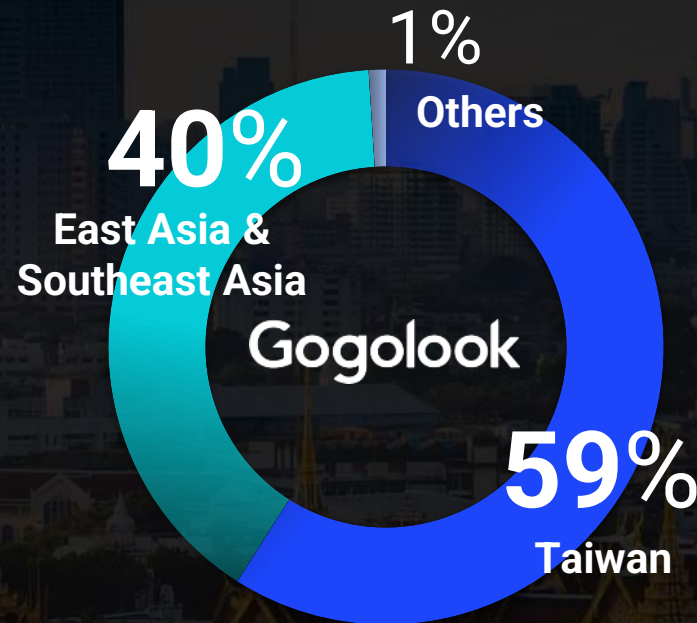
10 bn

Malicious Calls &
Messages Blocked

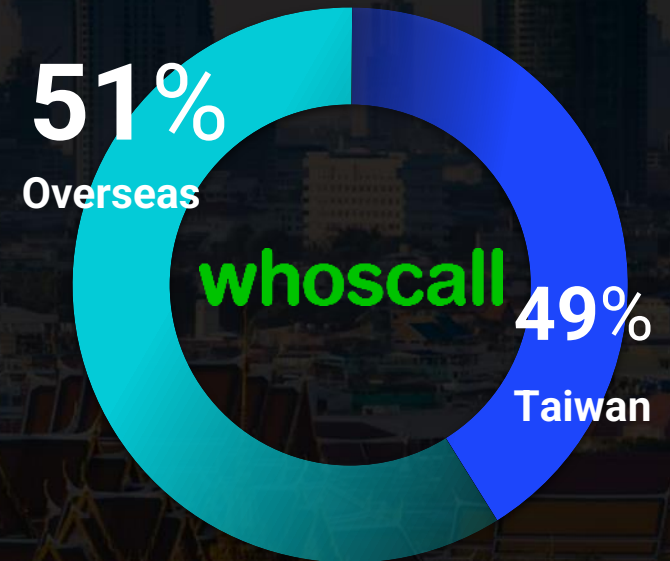
Revenue of Trust Cloud Services on a Par with Digital Ads



Revenue By Product



Revenue by Region



Management Team



Jackie Cheng

Chairman & Co-Founder

Master of Technology
Management, Tsing
Hua University



Jeff Kuo

CEO & Co-Founder

Ph.D of Industrial
Engineering, Tsing Hua
University



Reiny Song

CTO & Co-Founder

Master of Technology
Management, Tsing Hua
University



Manwoo Joo

COO

Master of Business
Administration, Helsinki
School of Economic

- Naver Business Platform, Head of MKT & Ops Div
- eBay Korea, General Manager.

Our team comprises specialists in AI, data, cybersecurity, Fintech... etc.

50 %

Engineers as % of
total employees

Multinational Team

9 Countries

Number of countries
employees come from

Company Overview

Milestones

Established

2012

**Started
monetizing**

2016

**Began global
expansion**

**Launched
personal finance
marketplace**

2020

**Launched digital
identity solutions**

**Invested in Japan
and SEA market
expansion**

2021

**Expanded digital identity
solutions to KYC, AML,
and Credit Risk
Management**

2022

Leading AI and Data Technology

#On-Device ML #Generative AI
#Predictive Modeling #NLP

High-Quality Database

#The Most Comprehensive Anti-Fraud Database in
East Asia and Southeast Asia #Phone Number #URL
#Reputation #Crypto Wallet Addresses

Gogolook

Innovative Anti-Fraud Solutions

#Whoscall #Auntie Meiyu #Roo.Cash #Message Checker
#JUJI #Moonkat #Identity Suite #Watchmen #AIDD

Exceptional User Experience

#App Store 4.8 stars #Google Play 4.5 stars
#High Penetration Rate
(Taiwan 50%, Bangkok 35%, Hong Kong 20%)

Government Partnerships

Joint Campaigns to Fight against Fraud
Exchanging the Latest Information and Database



Korea

Financial Service
Commission



Japan

The Fukuoka City
Government



Taiwan

National Police
Agency



Thailand

Royal Police



Malaysia

Royal Malaysia
Police



Hon Kong

Police Force

POLICE

Gogolook Becomes a Foundation Member of GASA

Facilitating the exchange of anti-fraud information across regions

Gogolook

and for Trust



Sustainable Growth



Protecting Data Security and Privacy

- Obtained **ISO 27001** Information Security Management certification in 2020
- Obtained **ISO 27701** Privacy Information Management certification in 2021



Diversity and Inclusion

- **164** Employees from **9** different countries with an average age of **33** and **40%** female managers



Employee Satisfaction

- Implementing a regular **"Remote-First"** policy not only provides better flexibility and efficiency, but also conserves energy and reduces carbon emissions
- Providing more flexible paid leave than required by law
- Employee Stock Ownership Plan

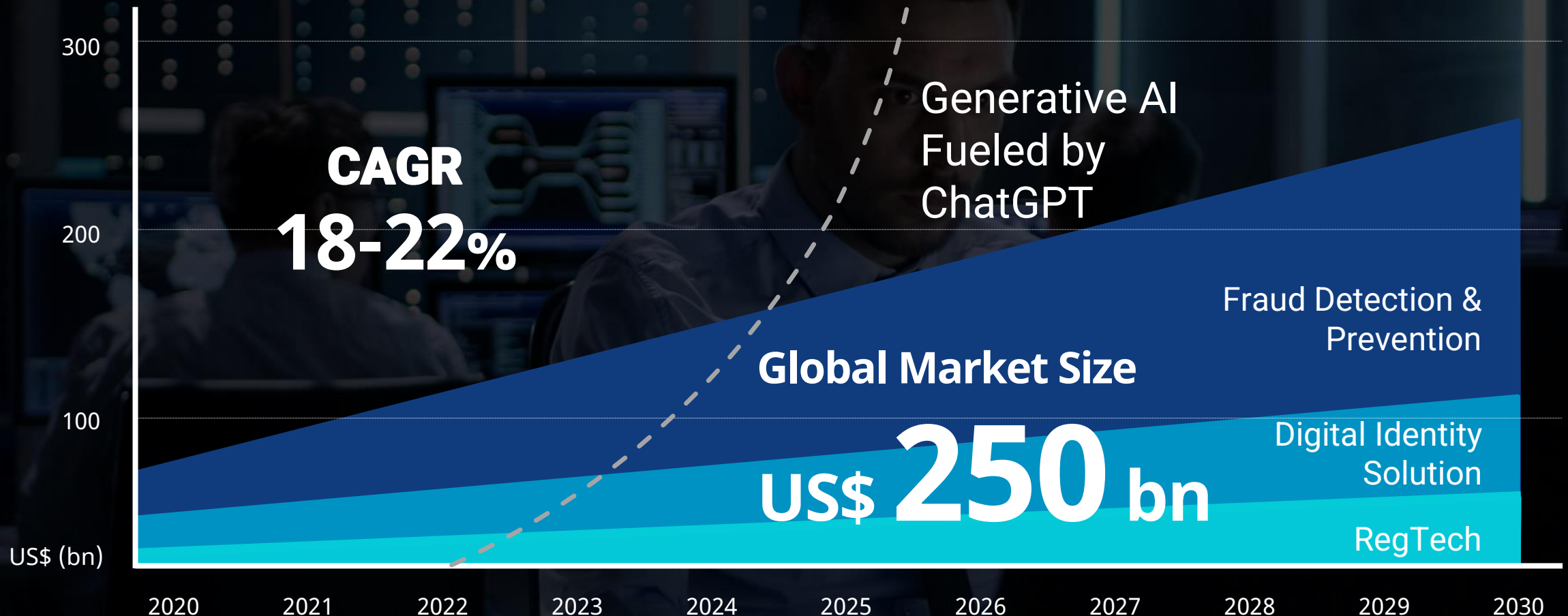


Building a Fraud-Free World

- Whoscall blocked over **10 bn** malicious calls and messages across the globe
- Detected over **5 mn** pieces of fake information on instant messengers
- Saved over **500** loan fraud victims

Business Models

TrustTech Markets are Growing Rapidly



References: Fortune Business Insight; Straits Research ; KBV research

Our Services

Gogolook Empowers Customers to Build Trust

Consumer Trust Cloud Services

- Whoscall
- Call Defender
- Auntie Meiyu
- Message Checker

Enterprise Trust Cloud Services

- Identity Suite
- Brand Identity Protection
- Anti-Fraud API Services

Business Services

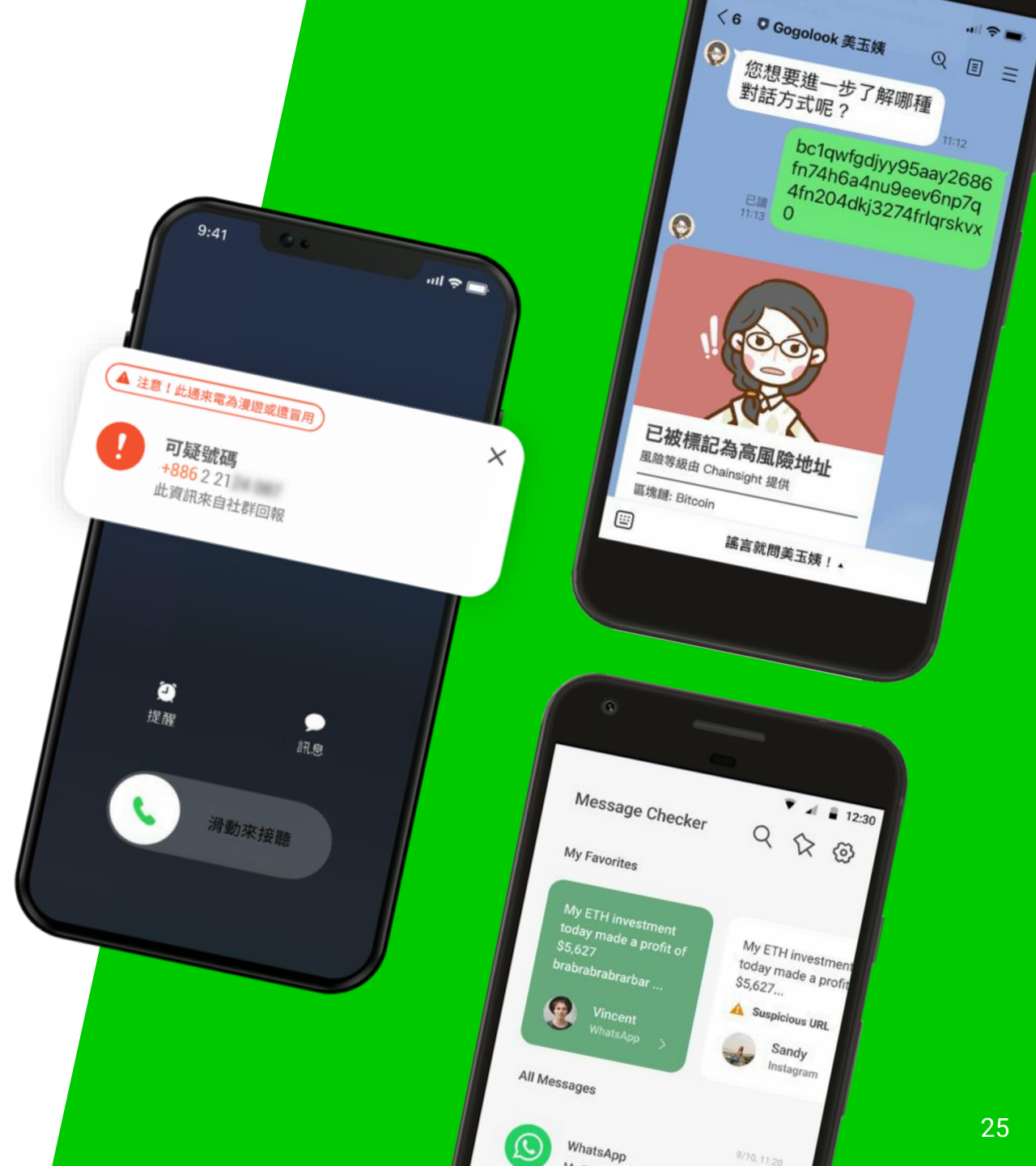
- Roo.Cash

Consumer Trust Cloud Services

whoscall



Message Checker



Whoscall: Caller ID & Block App

whoscall

Instant Identification of
Unknown Calls, Texts, and URLs



15 mn

Monthly Active Users



100 mn

Downloads



2.6 bn

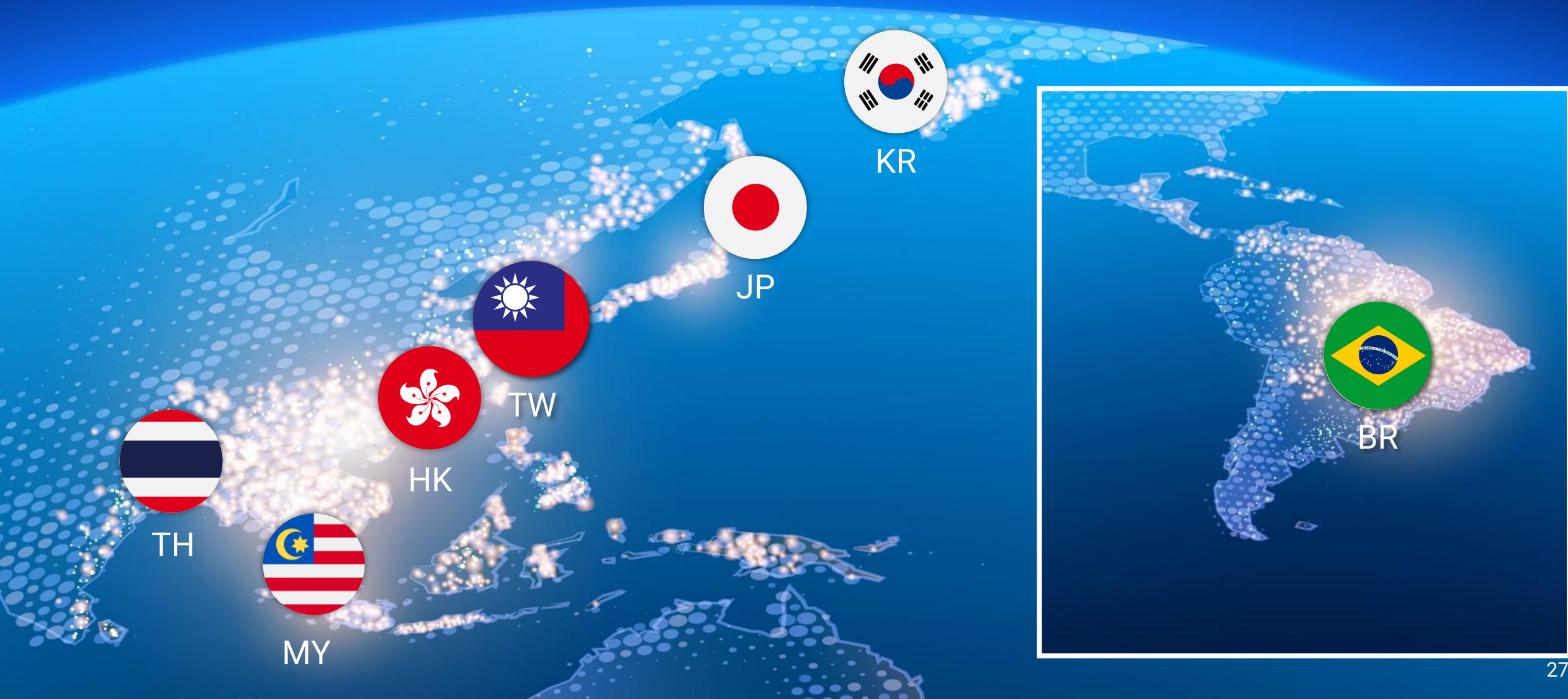
Phone Number Database



2 bn

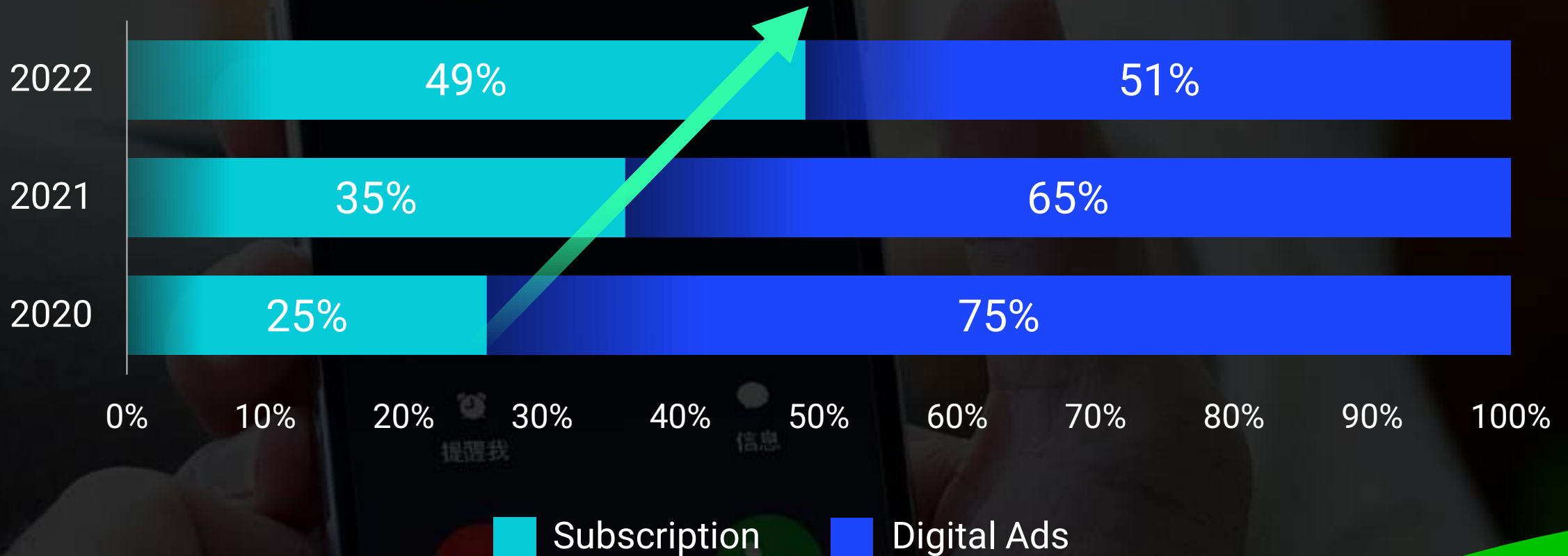
Call Traffics per month

Global Presence



Subscription on a Par with Digital Ads

Accelerate subscription revenue growth by continuously introducing new features and enhancing user experience.



Continuous Innovation of Consumer Trust Cloud Services

whoscall

Fact-checking
Chatbot

Auntie Meiyu

Data Access for
Enterprises

API / SDK
White-label

Text-Based Fraud
Protection APP

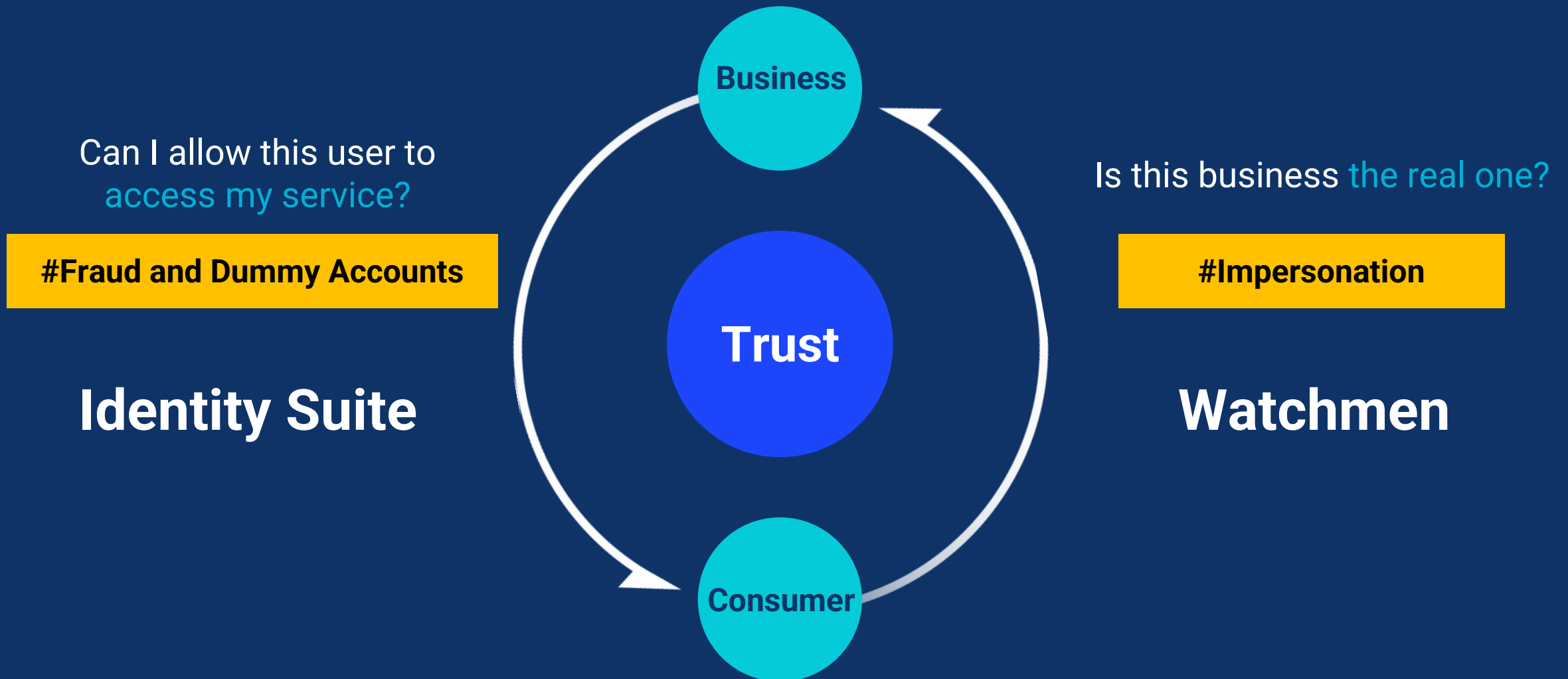
Message Checker

Blockchain
Fraud
Protection

Enterprise Trust Cloud Services

Identity Suite  watchmen Crowd*insight*

Trust Issues Arise Between Businesses and Consumers in the Digital Age



Trust in Consumers: Identity Suite

Powered by Big Data & AI and compliant with local privacy policy



Banks / E-Commerce / Payment



Risk Models with
Diverse Data



Reports with Risk Scores

Tested with bank & non-bank data, a stable model that is able to accurately reflect risk, particularly for thin-file clients

Trust in Consumers: Various Applications



Account Opening / Loan Origination / e-KYC

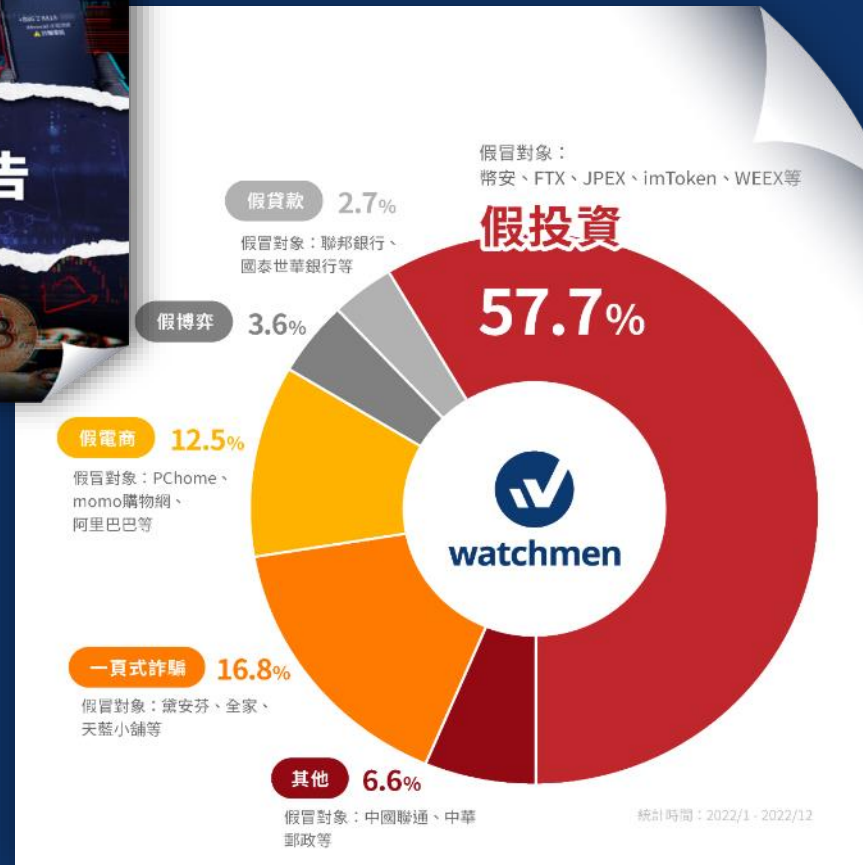
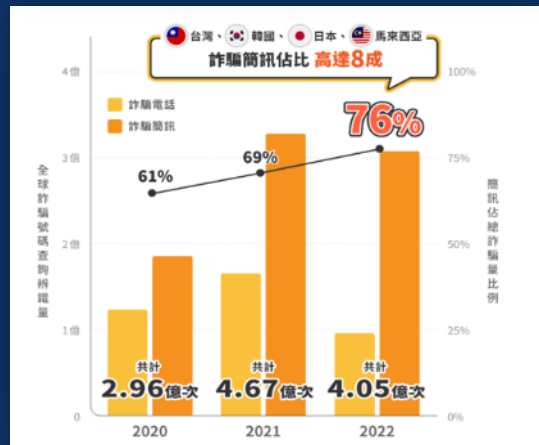


Risk Scoring

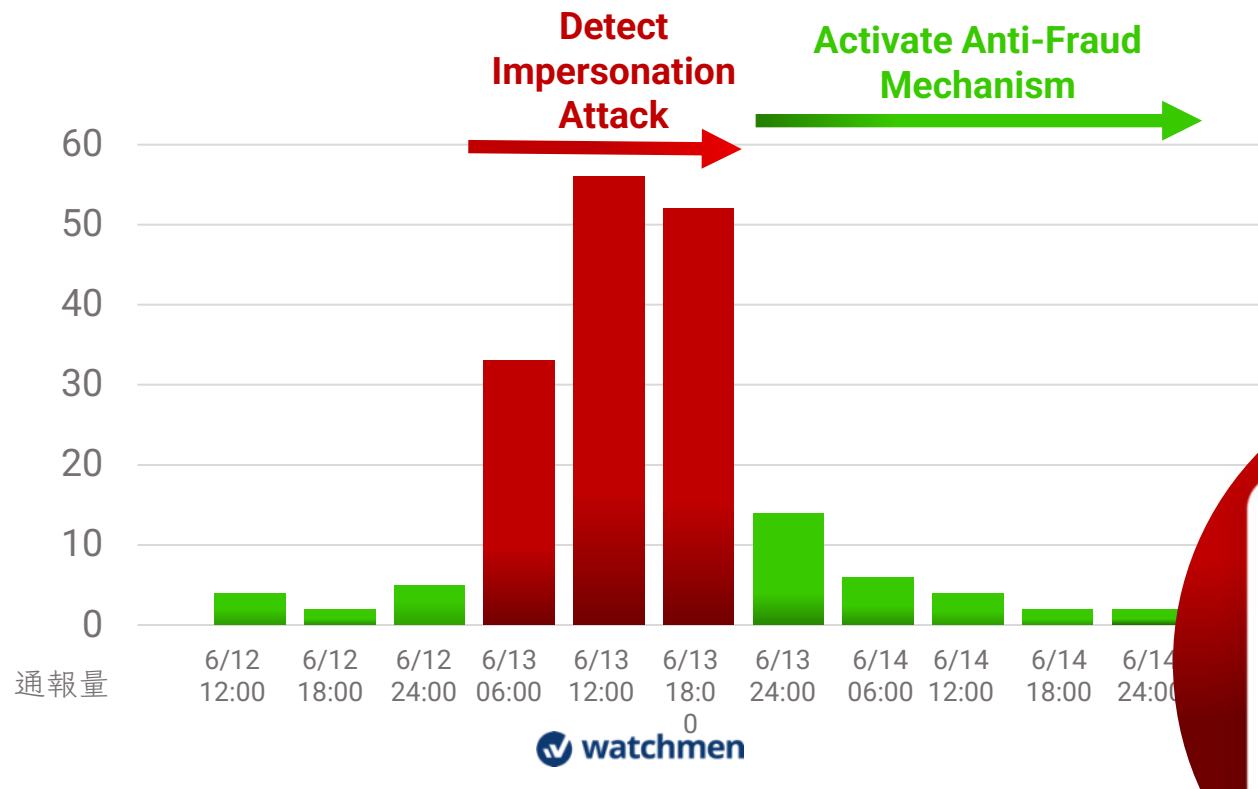


Fintech Innovations

Trust in Businesses: Identity Theft Becomes More Common in the New Normal



Trust in Businesses: Brand Identity Protection



Automatically detect business identity theft (including Calls, SMS, URLs, and Social Media)



Activate the block mechanism immediately



Business Services



Most Convenient and Secure Personal Finance Marketplace

Data security standards on a par with banks



Roo.Cash
袋鼠金融



- ① Comprehensive Personal Finance Platform
- ② Up-to-date Financial Product Comparison Tool
- ③ Personalized Financial Product Recommendations



Business Models



Number of Financial
Institution Partnerships

20₊

MAU

2_M

Monthly Views

12_M



AI + Innovation

Roo AI Chatbot



Jeff Kuo



Roo AI

What does Gogolook do? What is the ticker?

Gogolook Co., Ltd., with stock number 6902, is scheduled to be listed on the Taiwan Innovation Board (TIB) in the third quarter of 2023.

It is a leading global provider of digital anti-fraud and risk management services, adhering to the concept of "Build for Trust" and creating a series of TrustTech services and solutions, including Whoscall, Auntie Meiyu, Roo.Cash, and business solutions such as identity Suite and Watchmen Reputation Protection Service.

As global fraud issues become increasingly severe, both the market and the government are paying more attention to cybersecurity and anti-fraud issues. Gogolook has been cultivating the Asian market for over 10 years and has acquired key technologies and competitive advantages. In the year 2022, the company's consolidated revenue reached NT\$420 million, with a year-on-year growth rate of 64%. It is worth expecting the company's trend of development and operation.

* Disclaimer: The information provided above regarding the specific stock is not intended as investment advice or a recommendation. Please carefully evaluate and assess the risks involved.



Local Financial Database

The personal finance database has over 1,000 articles written by personal finance experts with a total of over 4 million words on over 200 financial products.



Intelligent Q&A Service

Roo AI is not just a personal finance centric ChatGPT but is Taiwan's first intelligent Q&A service specializing in financial products and personal finance knowledge.



Generative AI Technology

Through iterative optimizations and revisions, we have constructed a highly accurate matching model. It is a Natural Language Processing model that understands consumers much better in Taiwan.

80% Returning Visitor Rate

Growth Strategy

Multiple Long-Term Growth Drivers

Increase ARPU

Develop New Business Models

- Developing a broader range of services that revolve around the core value of "Trust"
- Internal innovation and startup programs

Expand Overseas

Promote Our Services to Overseas Markets

- Increase the market share of our existing services
- Test and promote new services

Explore New Markets

Resolving Trust Issues in More Countries

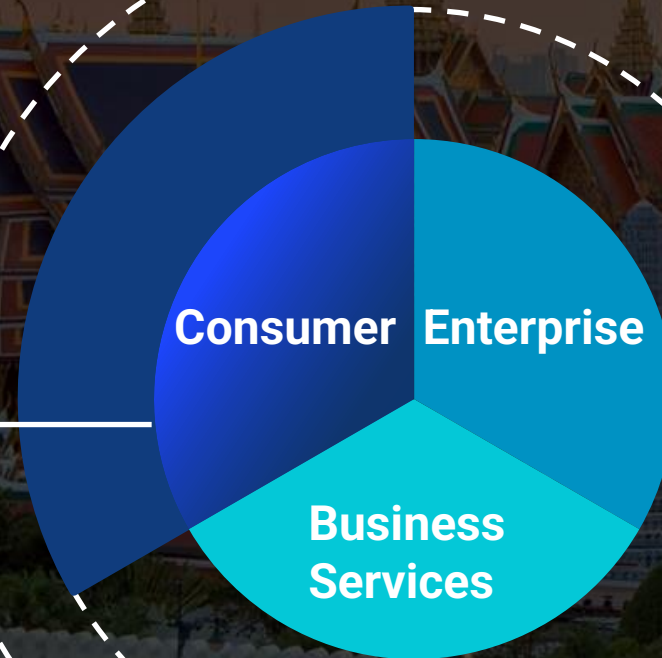
- Expand presence in more countries across Southeast Asia and the Western world

Diversified Growth in Multiple Countries and Sectors

Taiwan



Increase ARPU



Existing Market



Increase the market share

New Market



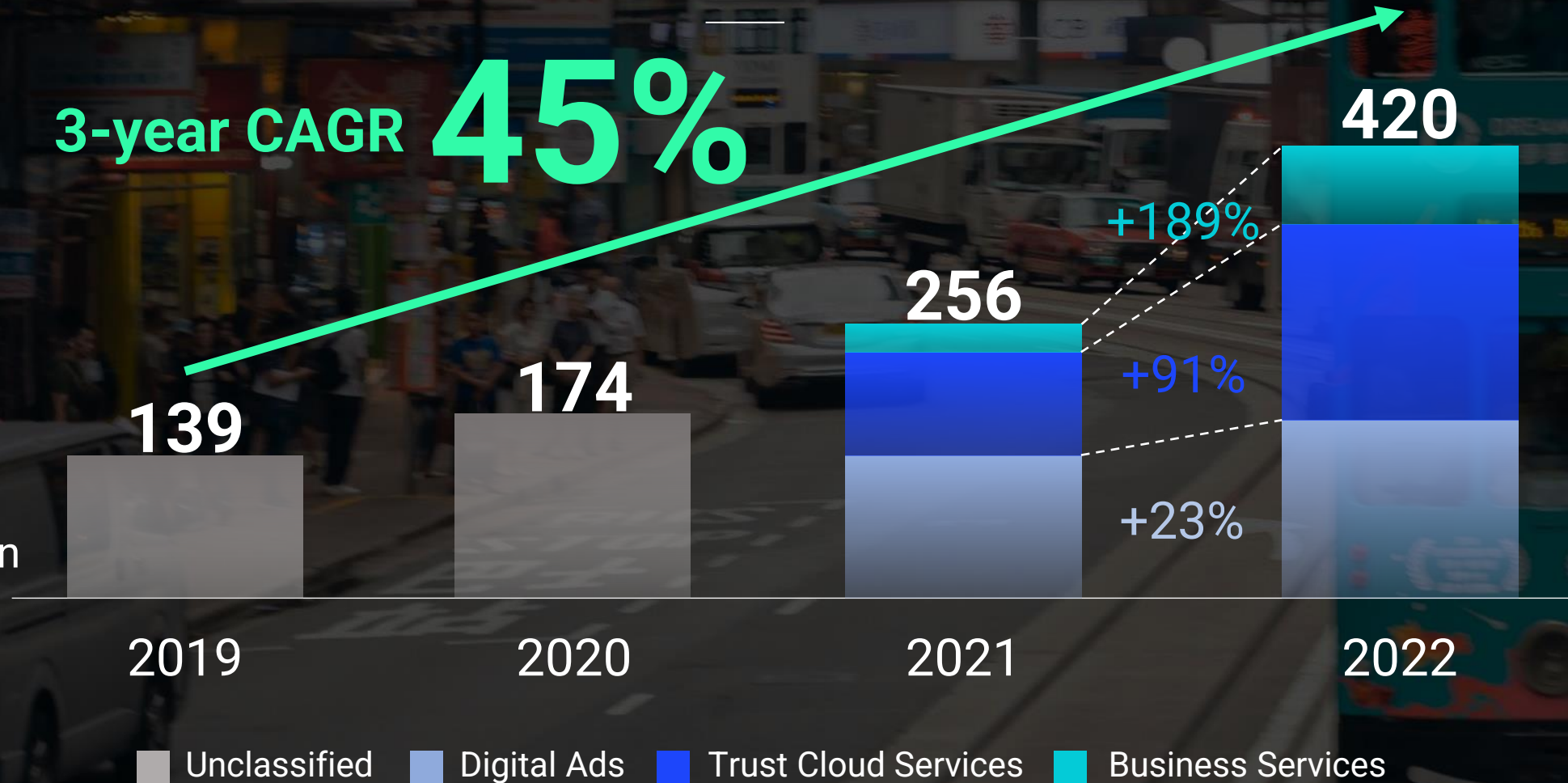
Expand presence in more countries across Southeast Asia and the Western world

Growth Strategy

Outgrowing The Industry Over The Long-Term

3-year CAGR **45%**

NT\$ mn



Growth Strategy

Continued to Grow Users

Whoscall Average MAU (mn / YoY%)

11.2

2020

+13%

12.6

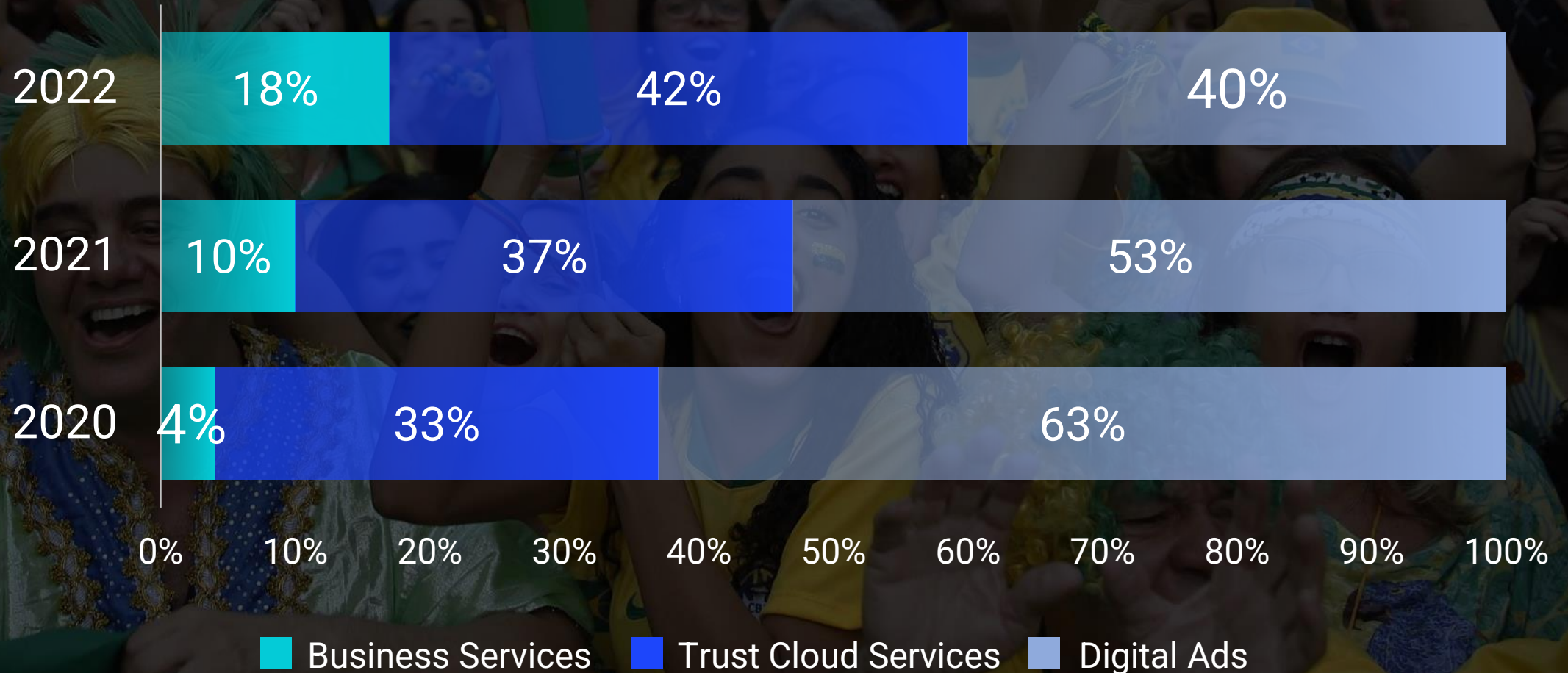
2021

+14%

14.3

2022

Diversifying Revenue Sources with Better Visibility



Growth Strategy

Expecting Higher Growth from Overseas Markets

NT\$ mn

Revenue

500

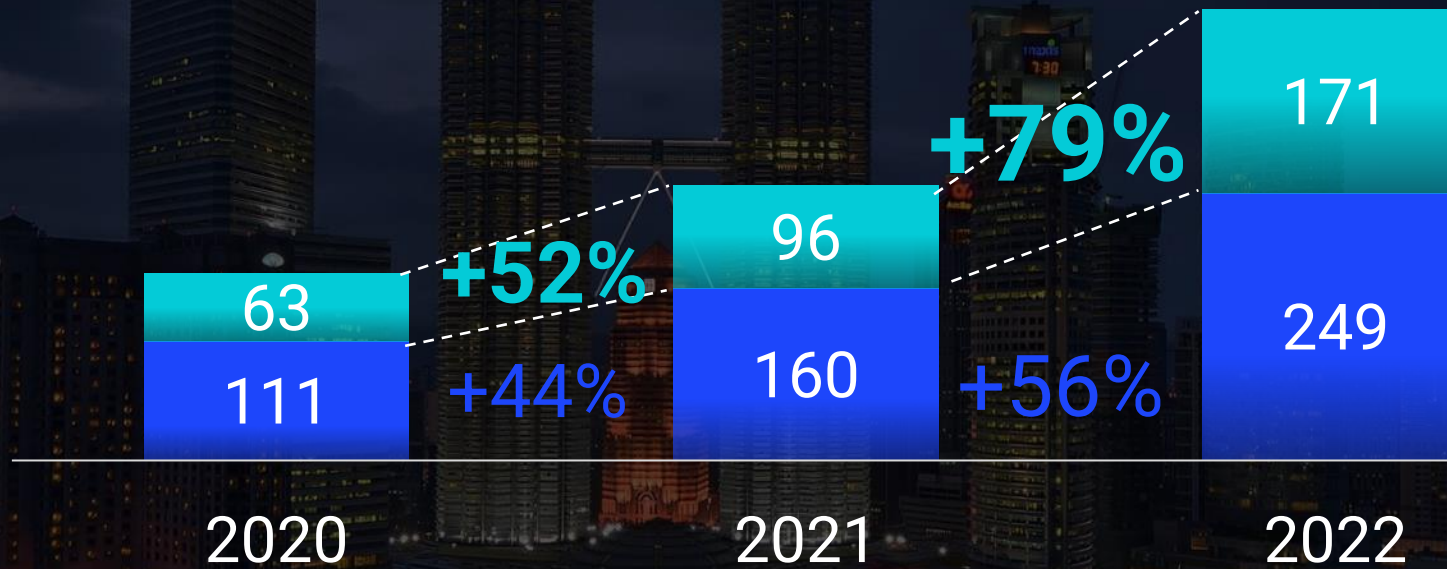
400

300

200

100

0

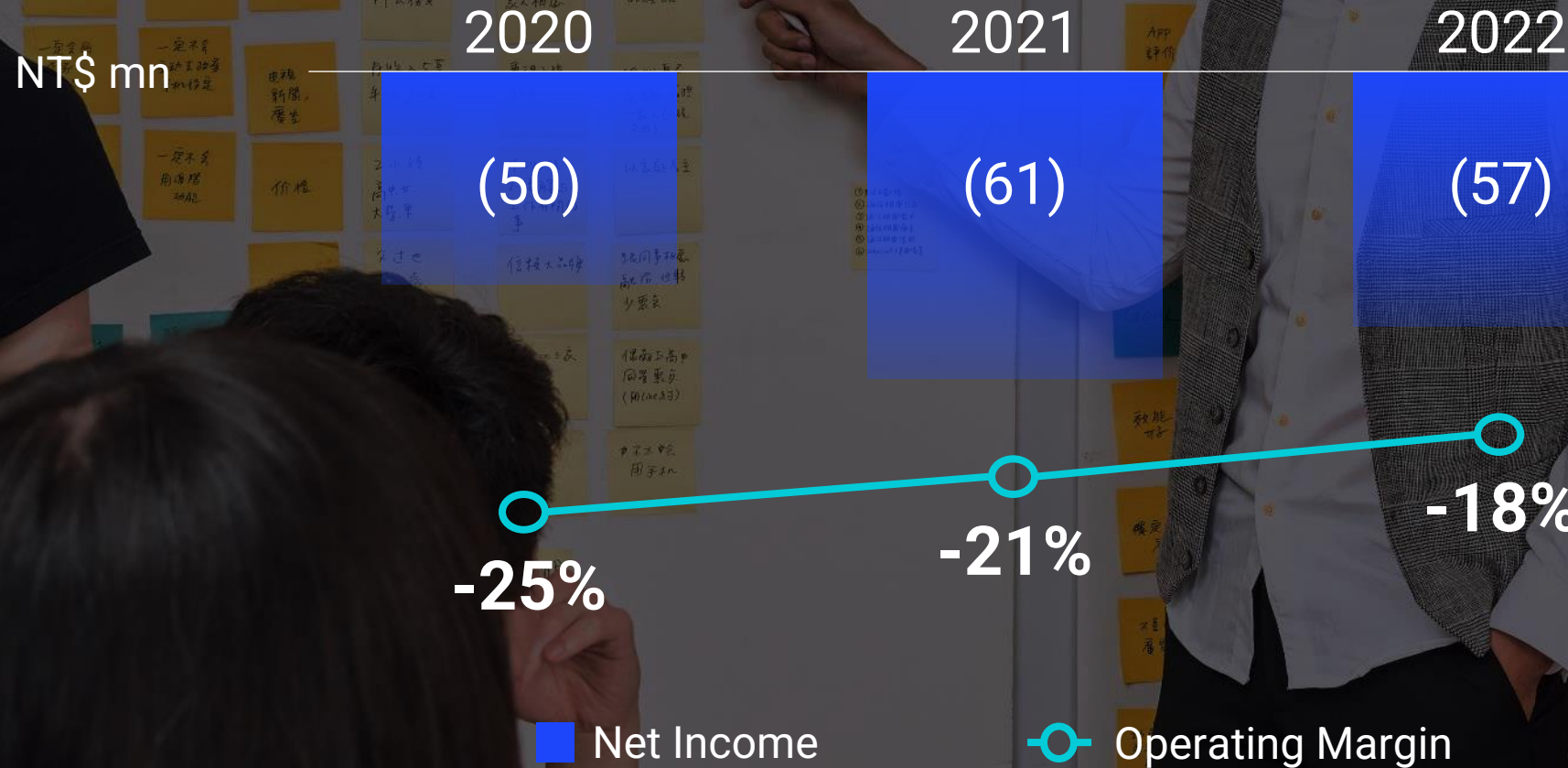


■ Taiwan

■ Overseas

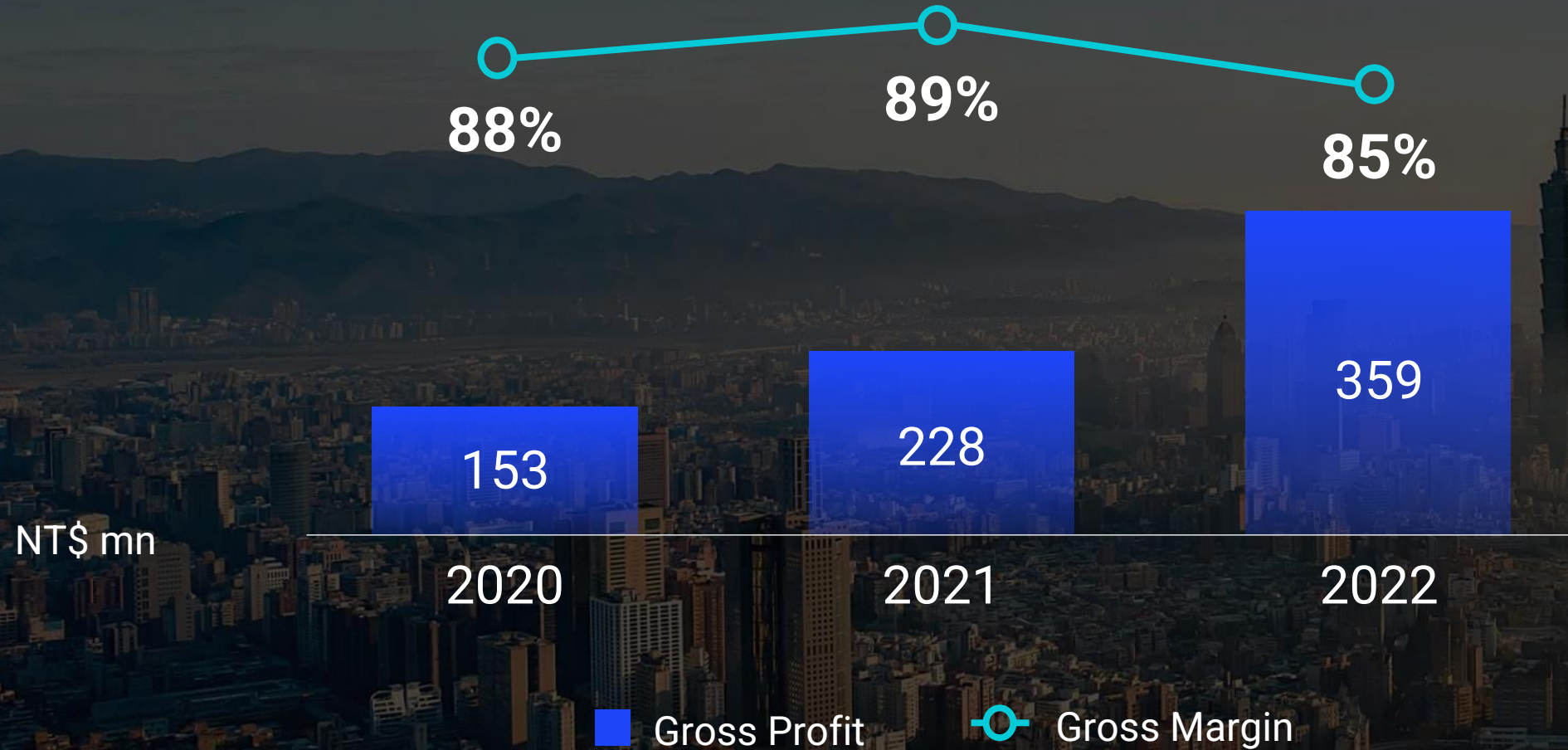
Growth Strategy

Core Product Whoscall Profitable Since 2021



Growth Strategy

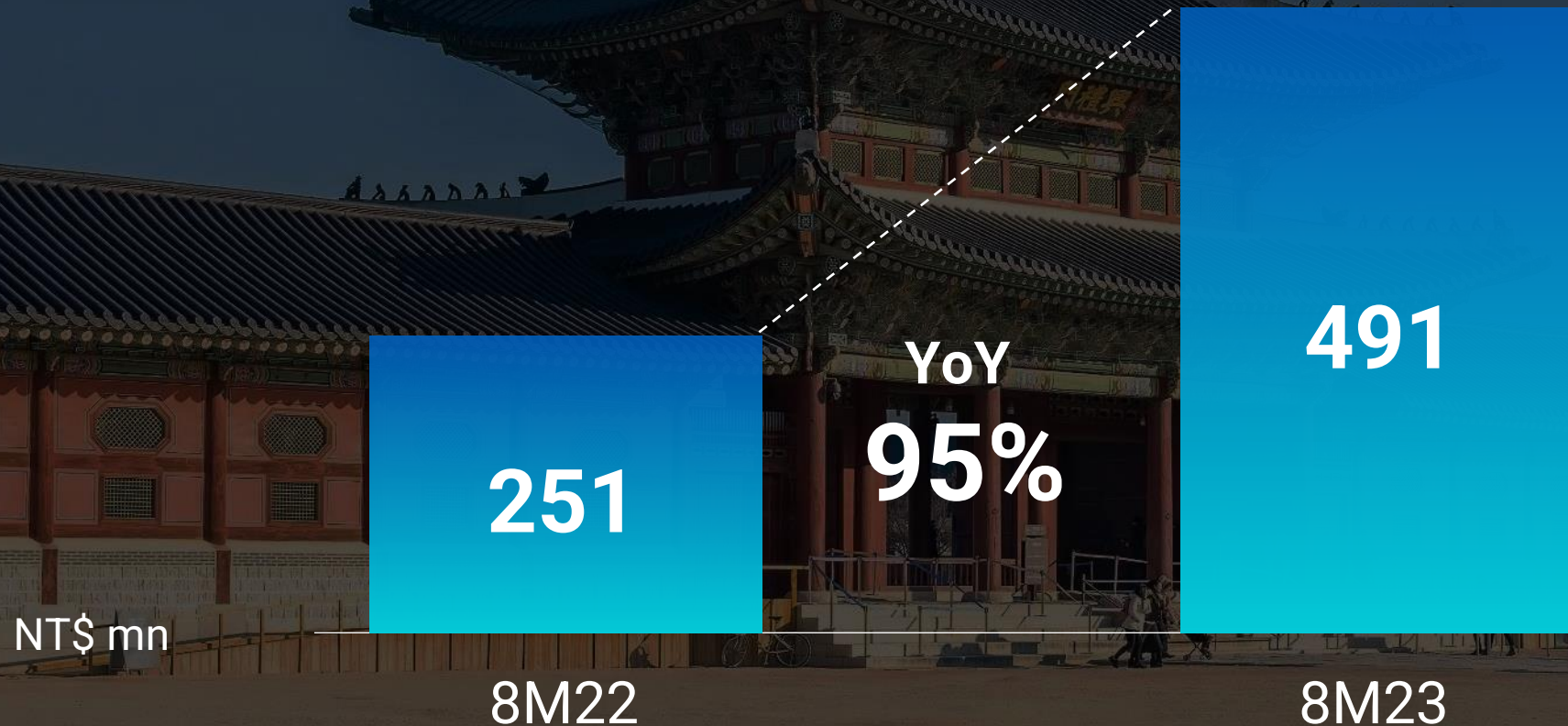
Maintaining High Margins



Growth Strategy

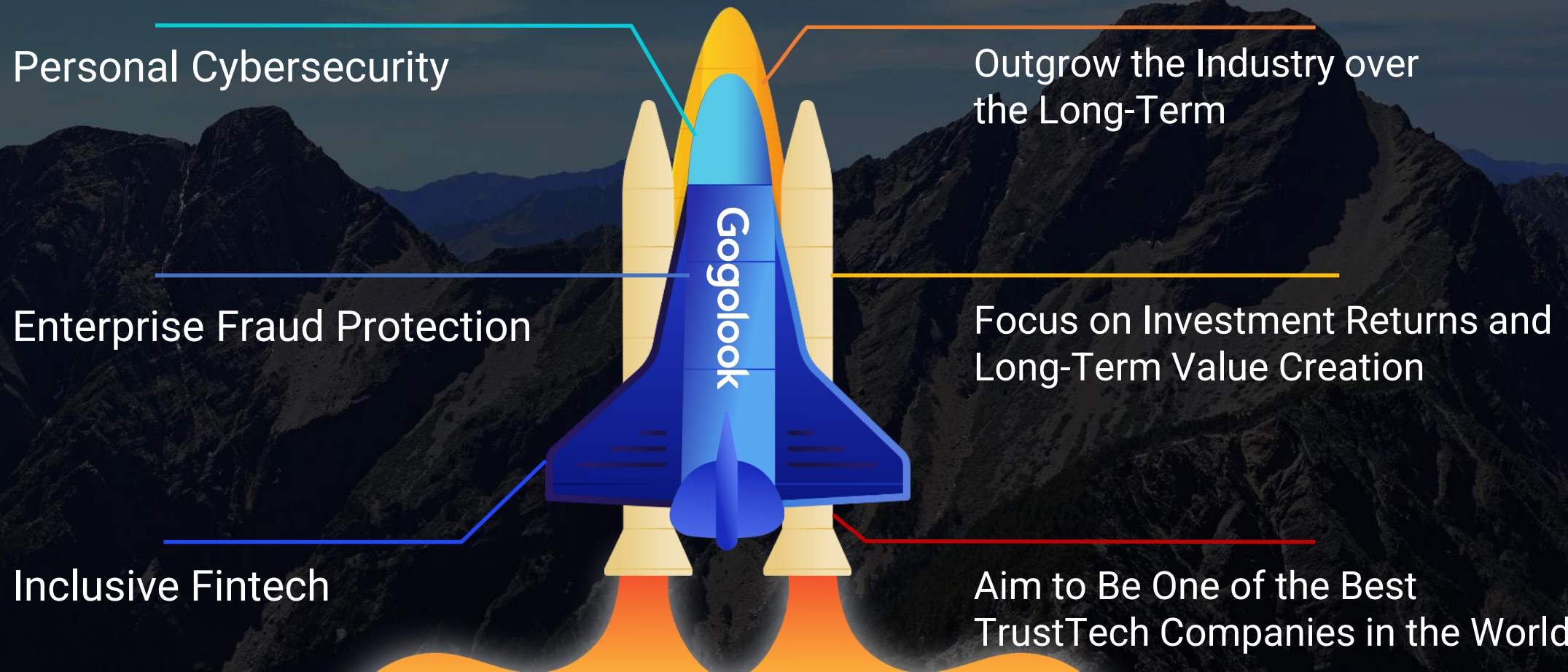
Continually Benefit from Overseas Expansion and Growth from Diversified Sources

Year-to-Date Revenue



Growth Strategy

TrustTech



Personal Cybersecurity

Outgrow the Industry over
the Long-Term

Enterprise Fraud Protection

Focus on Investment Returns and
Long-Term Value Creation

Inclusive Fintech

Aim to Be One of the Best
TrustTech Companies in the World

Thank you

Financial Performance

Financial Performance

Income Statement Highlights

NT\$ Thousand	2018	2019	2020	2021	2022
Revenue	121,336	138,781	173,927	255,637	420,085
Gross Profit	-	131,716	152,669	228,031	359,073
Operating Profit	(128,017)	(39,635)	(43,104)	(54,477)	(75,724)
Non-Operating Income	538	(4,723)	(7,190)	(6,674)	18,309
Profit Before Tax	(127,479)	(44,358)	(50,294)	(61,151)	(57,415)
Net Income	(127,479)	(44,358)	(50,294)	(61,151)	(57,415)
Net Income to Parent	-	(44,358)	(50,294)	(61,151)	(57,415)
EPS (NT\$)	-	(2.96)	(1.68)	(2.04)	(1.90)
Revenue Growth (%)	36%	14%	25%	47%	64%
Gross Margin (%)		95%	88%	89%	85%
Operating Margin (%)	-106%	-29%	-25%	-21%	-18%
Opex / Sales (%)		123%	113%	111%	104%
Net Margin (%)	-105%	-32%	-29%	-24%	-14%
ROE (%)	-63%	-39%	-24%	-21%	-23%
ROA (%)	-53%	-30%	-18%	-16%	-15%

* Financial statements in 2018 are based on EAS, 2019-2022 are based on IFRS

Financial Performance

Balance Sheet Highlights

NT\$ Thousand	2018	2019	2020	2021	2022
Cash and Cash Equivalents	108,043	63,623	340,978	264,193	224,738
Current Assets	153,735	128,298	395,152	357,021	358,413
Financial Assets - Non-Current	0	0	0	0	7,500
Property, Plant, and Equipment	2,686	1,619	1,460	4,485	6,585
Intangible Assets	1,931	0	1,767	1,367	20,032
Total Assets	159,943	138,470	405,647	376,851	404,230
Short-term Debt	0	10,000	10,000	10,000	13,275
Current Liabilities	21,824	47,806	80,787	105,560	160,311
Total Liabilities	21,824	49,304	81,013	111,771	168,703
Common Stock	150,000	150,000	170,130	170,130	308,988
Capital Surplus	115,598	115,598	381,230	382,827	21,397
Retained Earnings	(127,479)	(176,432)	(226,726)	(287,877)	(94,999)
Other Equity	0	0	0	0	141
Total Equity	138,119	89,166	324,634	265,080	235,527

* Financial statements in 2018 are based on EAS, 2019-2022 are based on IFRS

Gogolook

Build for Trust

