Gogolook | 6902 TT

Gogolook

Build for Trust

July 2023

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Agenda

1. Company Overview
2. Business Models
3. Growth Strategy
4. Financial Performance

Company Overview

Build for Trust

Our Vision

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

Company Overview

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. Gogolook owns the most comprehensive anti-fraud 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

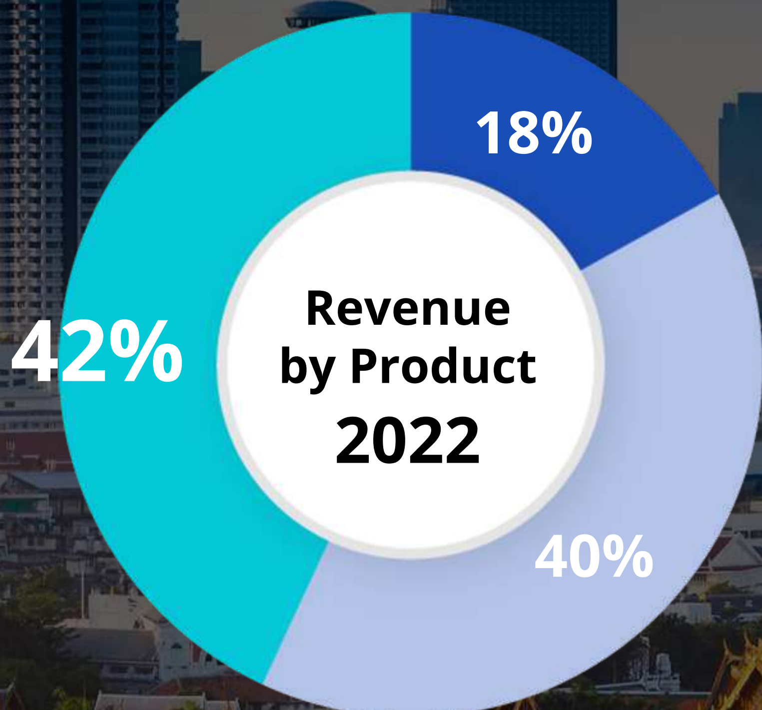
NT$ 420 mn
2022 Revenue (+64% YoY)

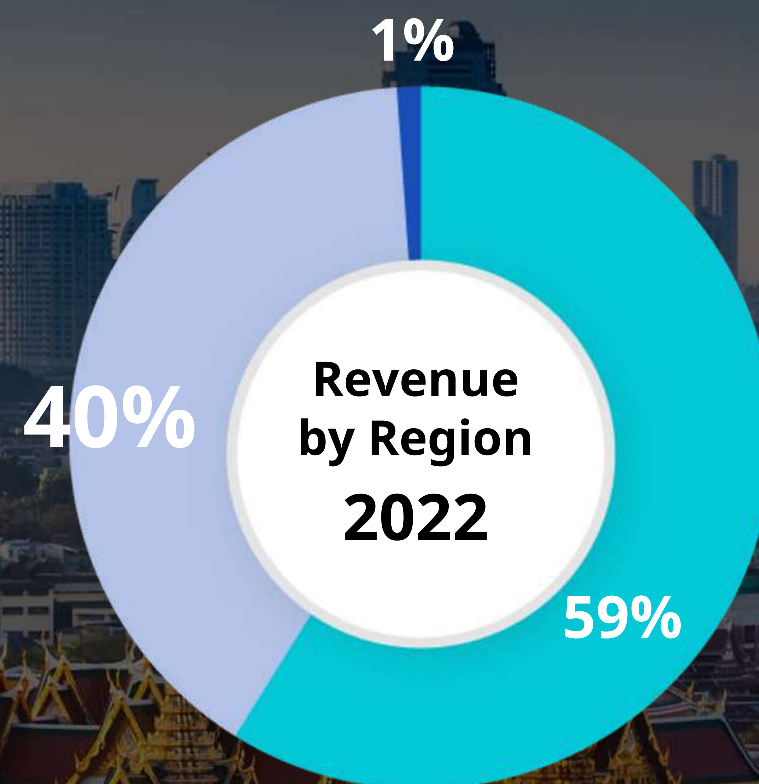
164
Employees

7
Major Markets

10 bn
Malicious Calls & Messages Blocked

Revenue of Trust Cloud Services on a Par with Digital Ads





- Trust Cloud Services
- Digital Ads
- Business Services

- Taiwan
- East Asia & Southeast Asia
- Others

Growth Drivers Overseas: **Thailand, Japan, South Korea, Hong Kong, Malaysia, and Brazil**

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

2012	2015	2016	2018	2020	2021	2022
Established	Began global expansion	Started monetizing	Launched digital identity solutions	Launched personal finance marketplace	Expanded digital identity solutions to KYC, AML, and Credit Risk Management	Invested in Japan and SEA market expansion

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

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%)

Company Overview

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
Cyber Police

Malaysia
Royal Malaysia Police

Hong Kong
Police Force

Gogolook Becomes a Foundation Member of GASA

Facilitating the exchange of anti-fraud information across regions

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

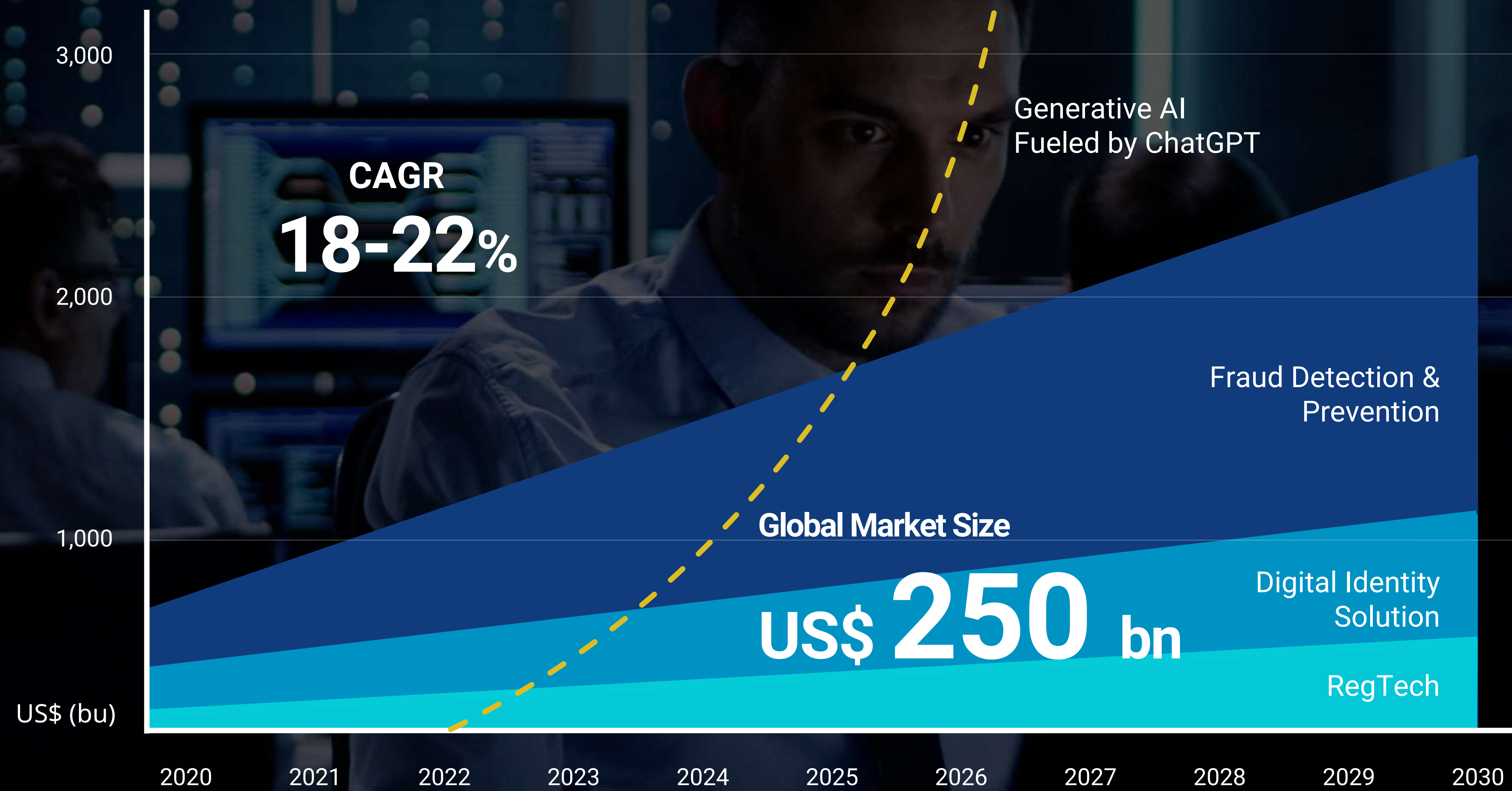
- Implementing a regular **"Remote-First"** policy not only provides better flexibility and efficiency, but also conserves energy and reduces carbon emissions
- Providing more flexible paid leave than required by law
- Employee Stock Ownership Plan

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



參考資料：Fortune Business Insight, Straits Research, KBV Research

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

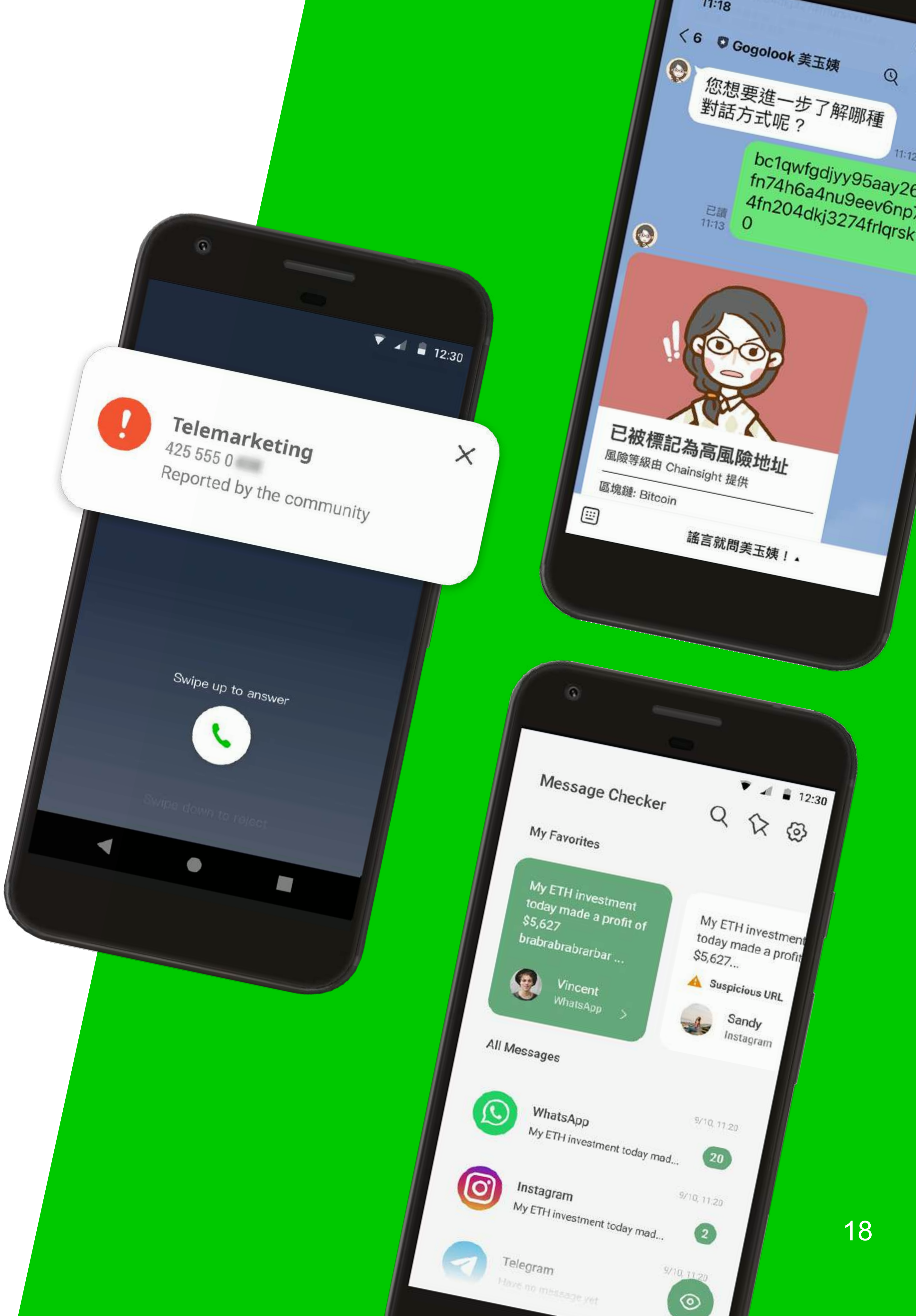
Enterprise Trust Cloud Services

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

Business Services

- Roo. Cash

Consumer Trust Cloud Services



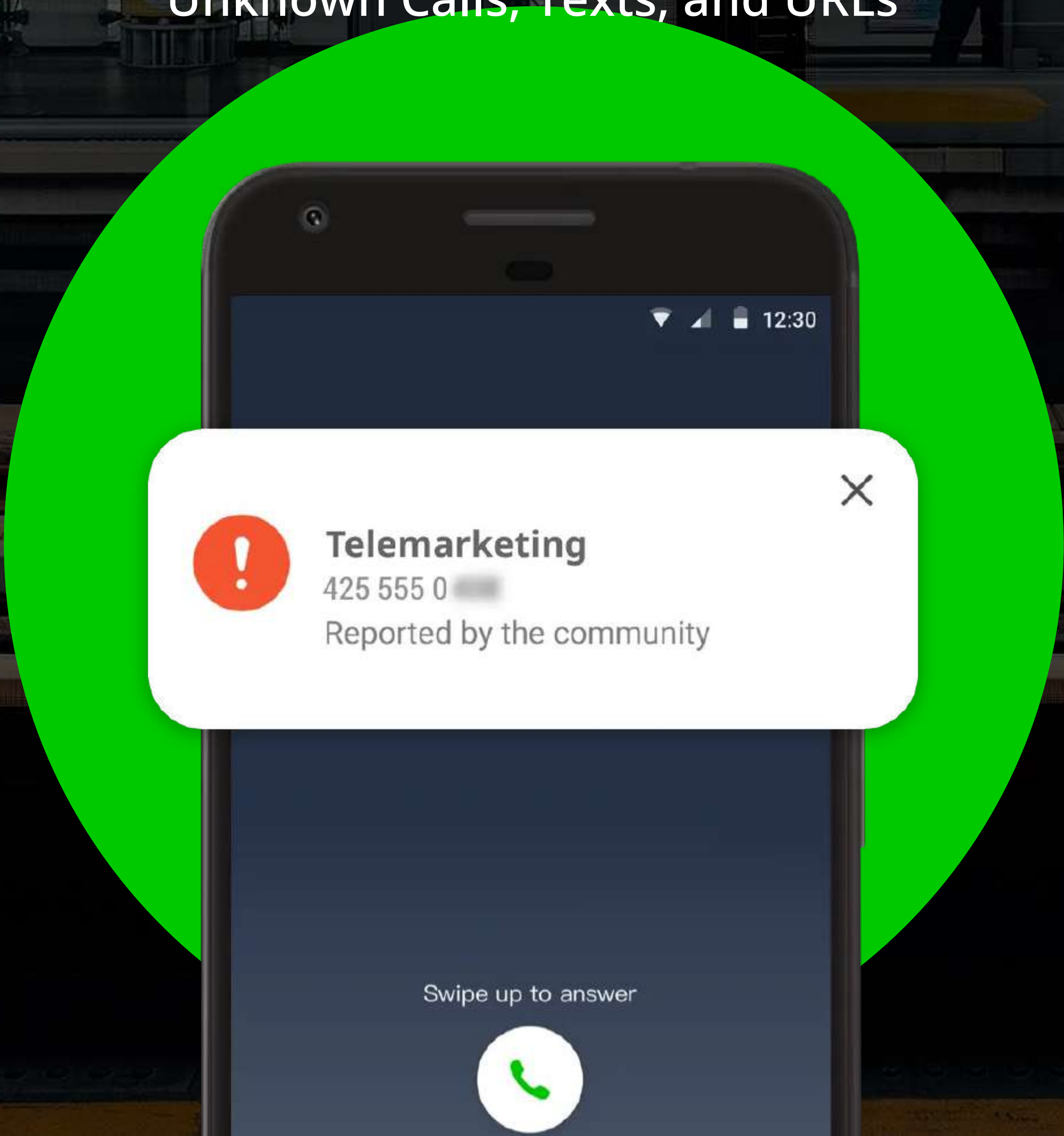
whoscall 美玉姨 Message Checker

Business Models

Caller ID & Block App

whoscall

Instant Identification of
Unknown Calls, Texts, and URLs



15 mn
Monthly Active Users

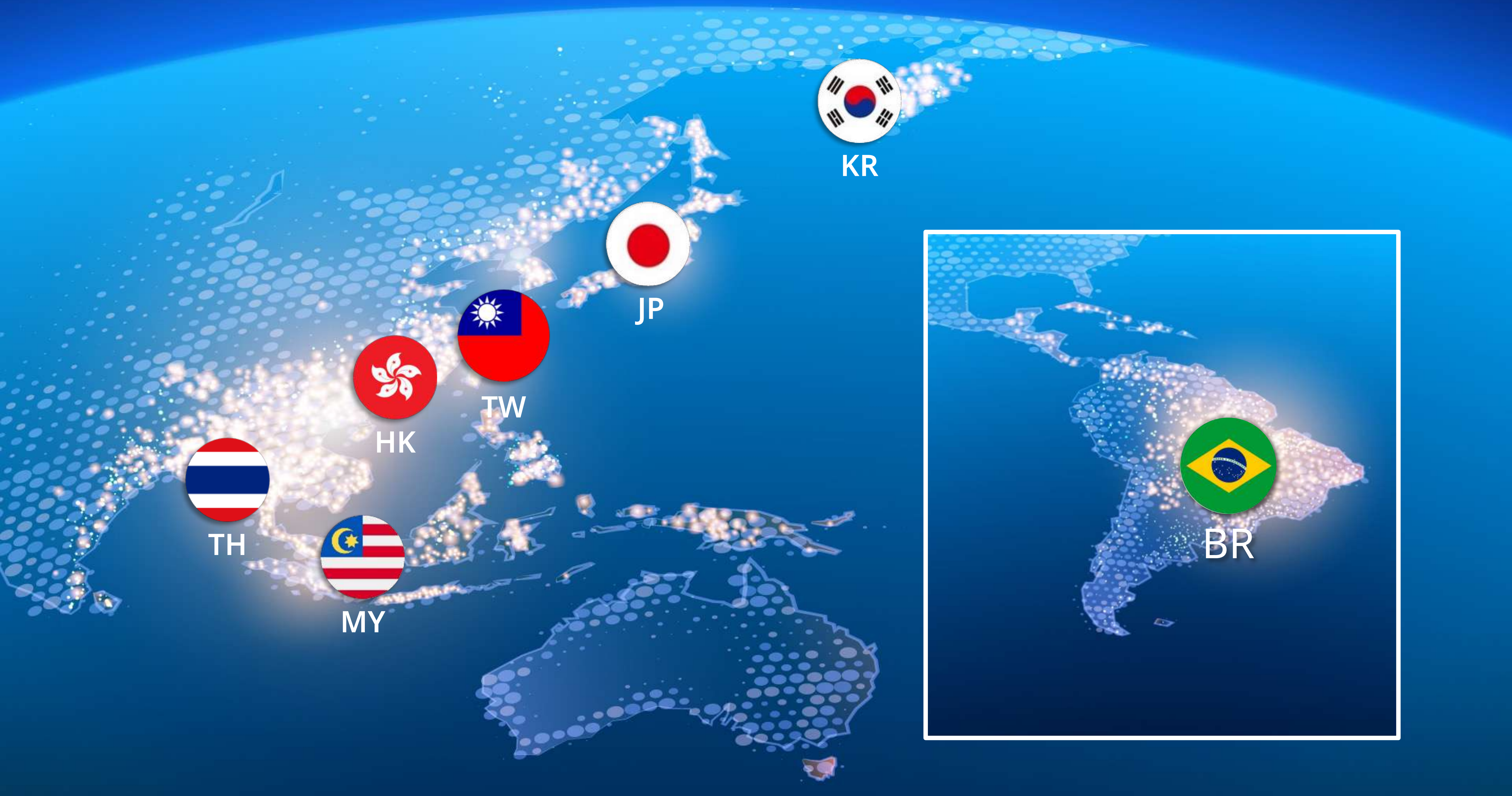
100 mn
Downloads

2.6 bn
Phone Number Database

2 bn
Call Traffics per month

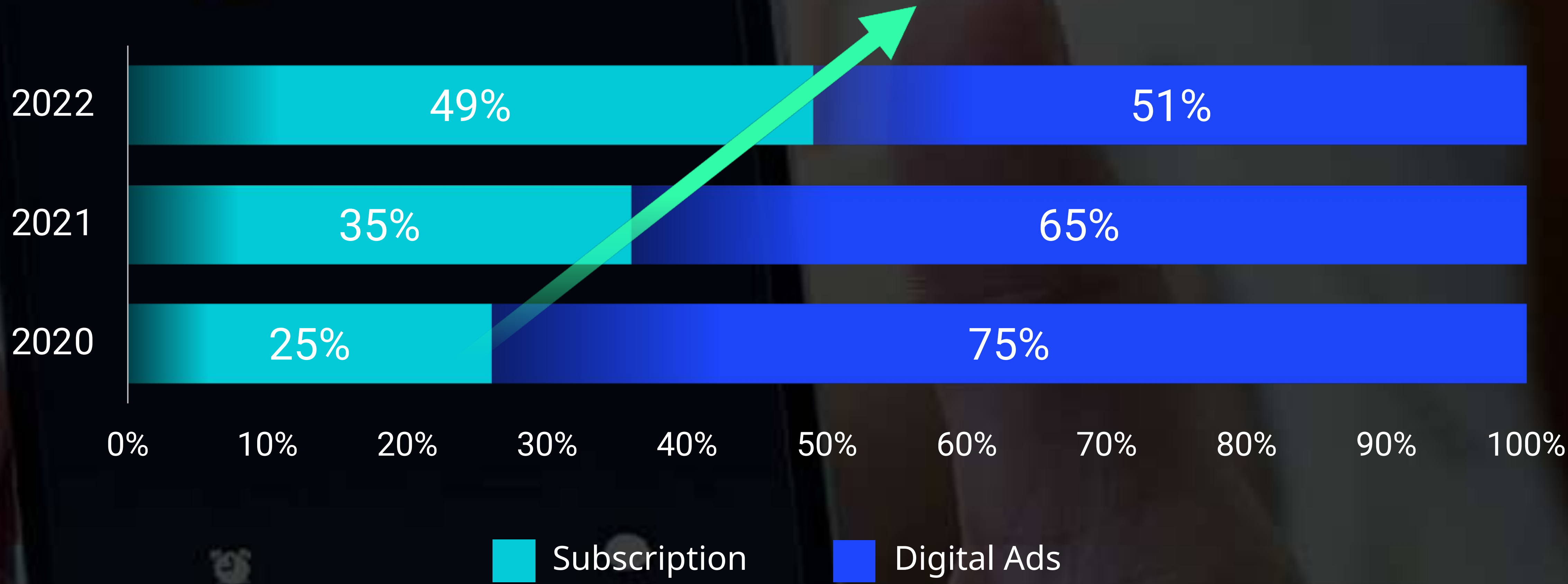
Business Models

Global Presence



Subscription on a Par with Digital Ads

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



Business Models

Continous 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

Moonkat

Enterprise Trust Cloud Services

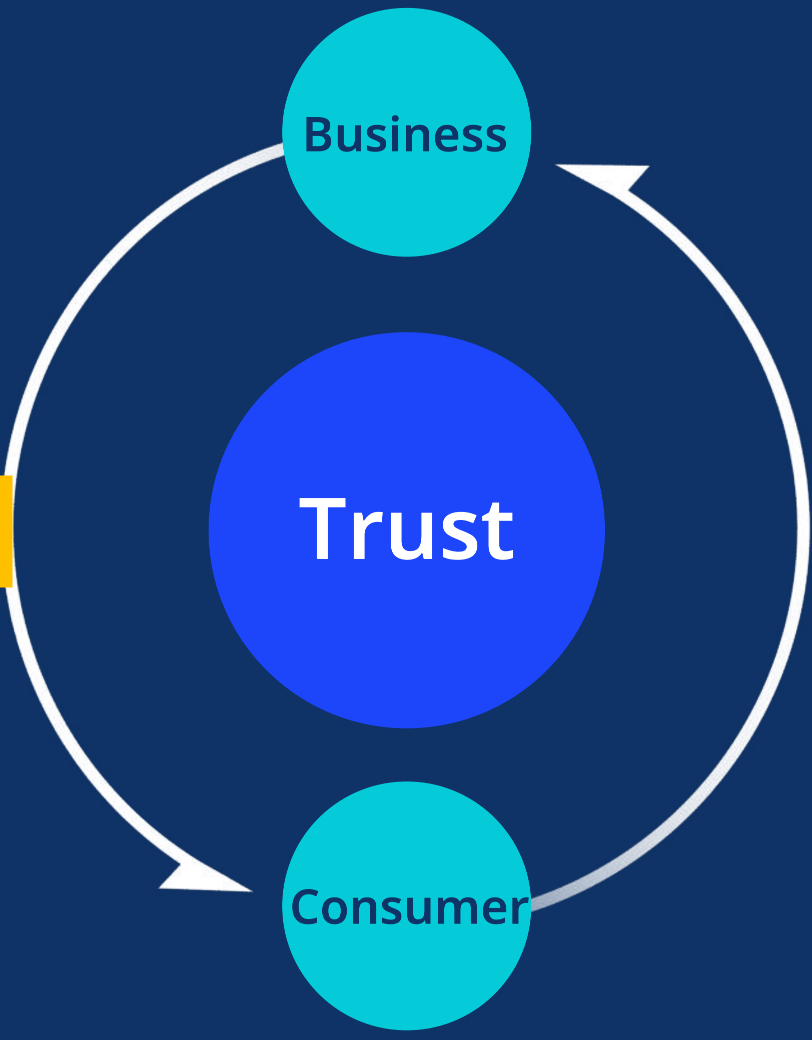
Identity Suite watchmen Crowdinsight

Trust Issues Arise Between Businesses and Consumers in the Digital Age

Can I allow this user to **access my service?**

#Fraud and Dummy Accounts

Identity Suite



Is this business **the real one?**

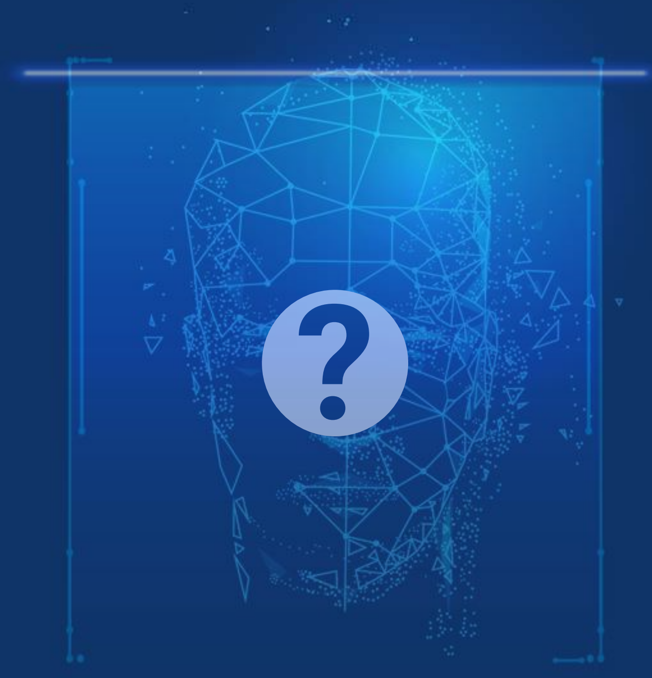
#Impersonation

Watchmen

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

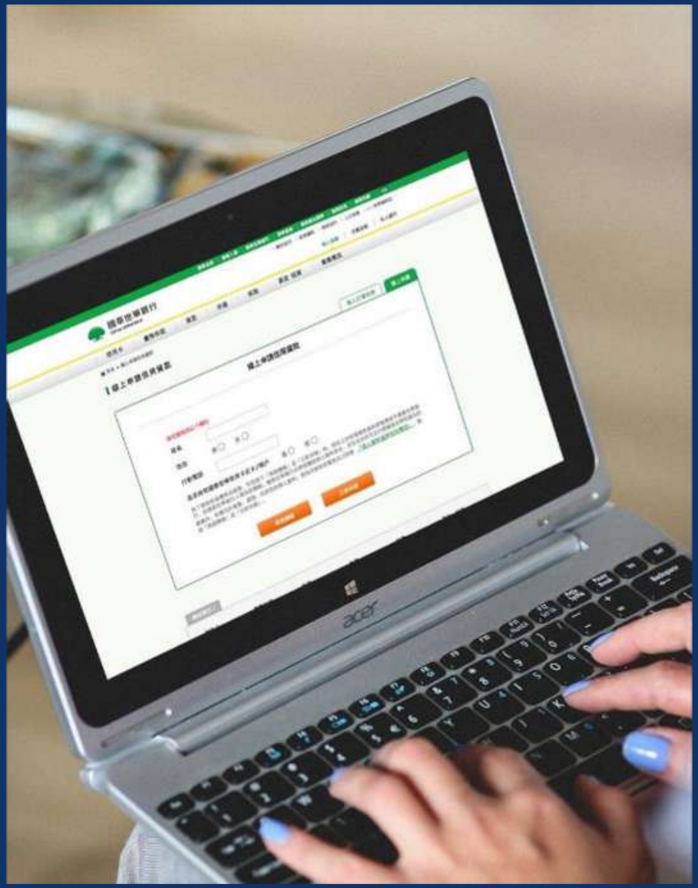
Reports with Risk Scores

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

Business Models

Trust in Consumers: Various Applications

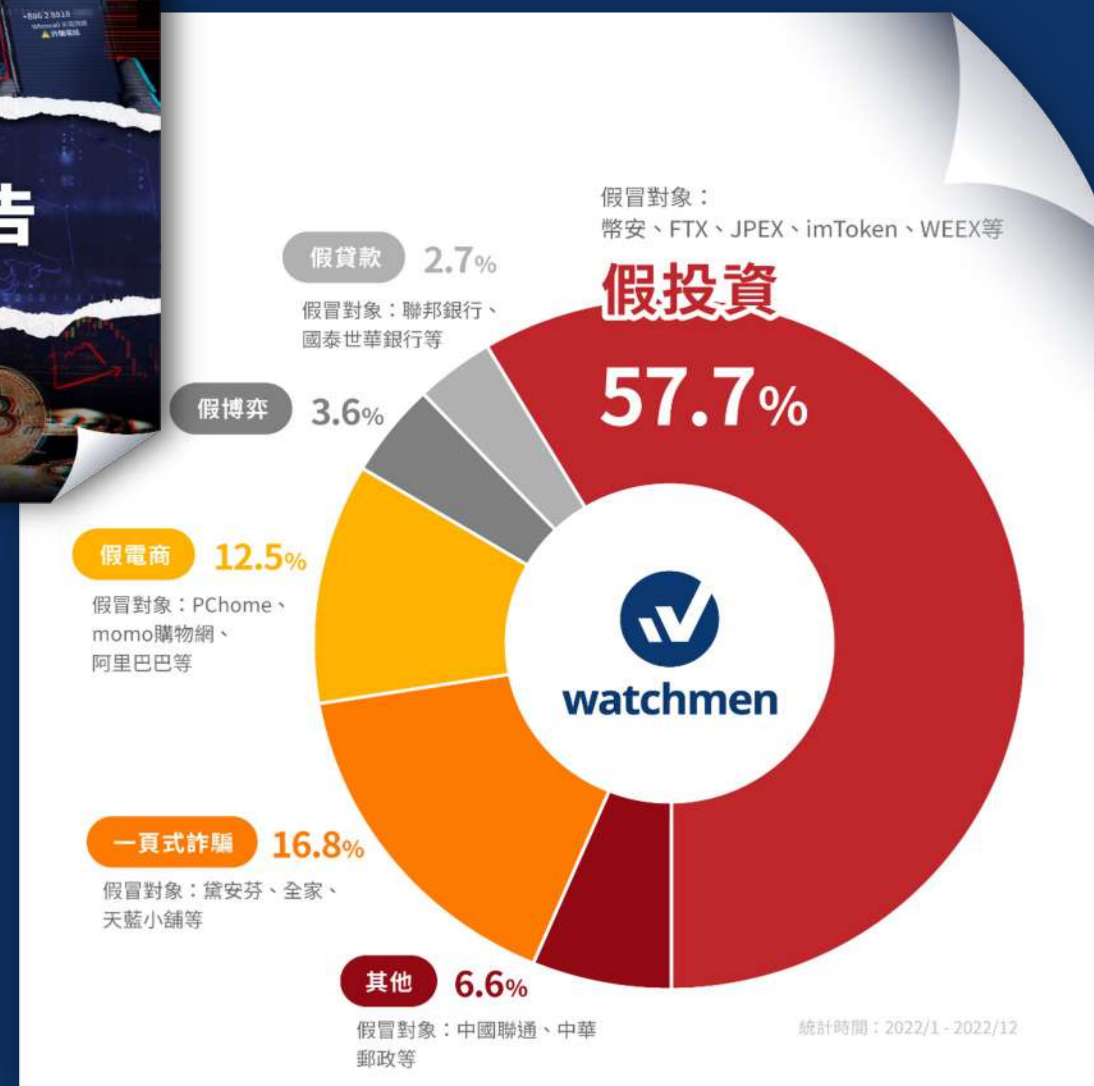
Account Opening / Loan Origination / e-KYC



Risk Scoring

Fintech Innovations

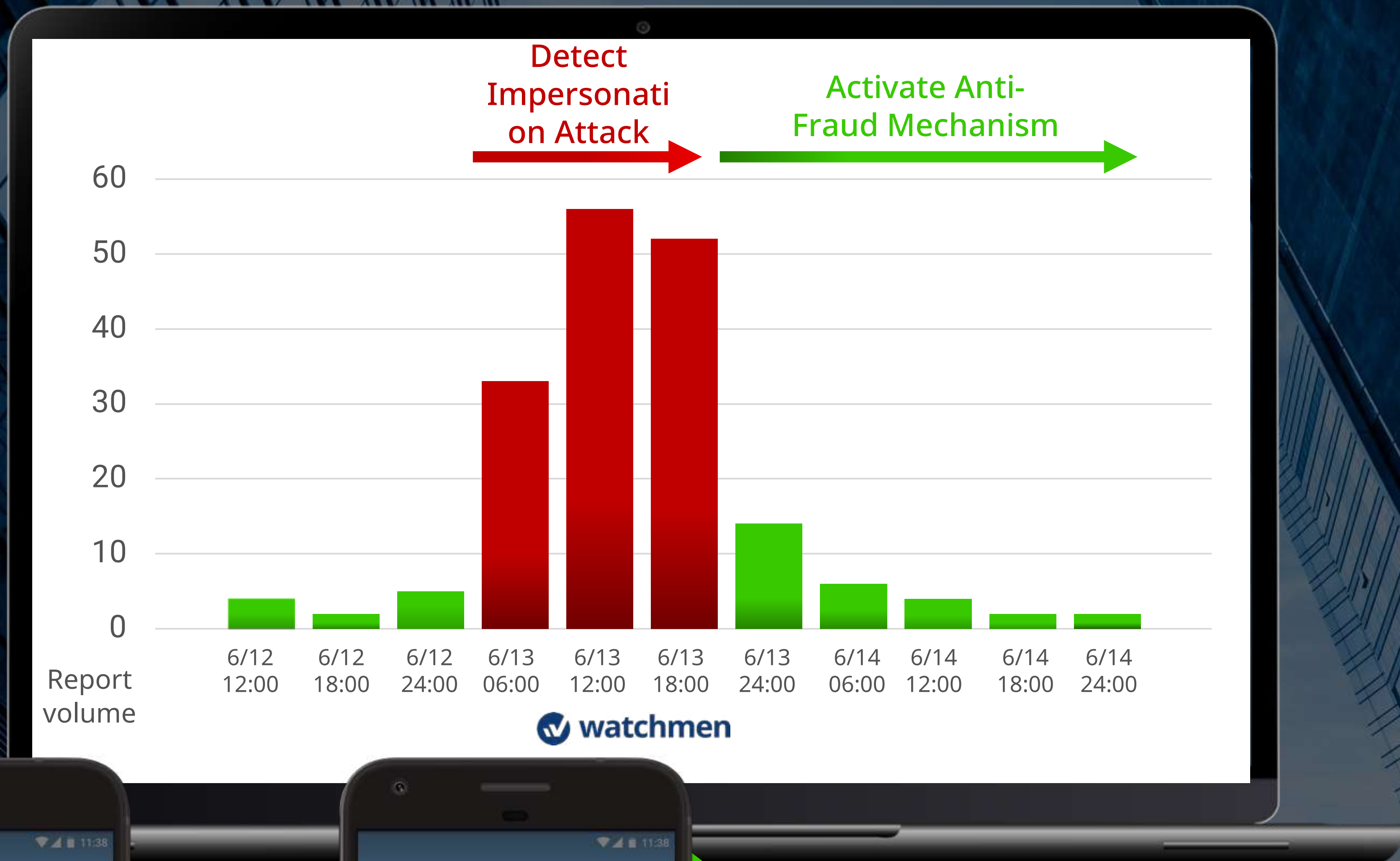
Trust in Businesses: Identity Theft Becomes More Common in the New Normal

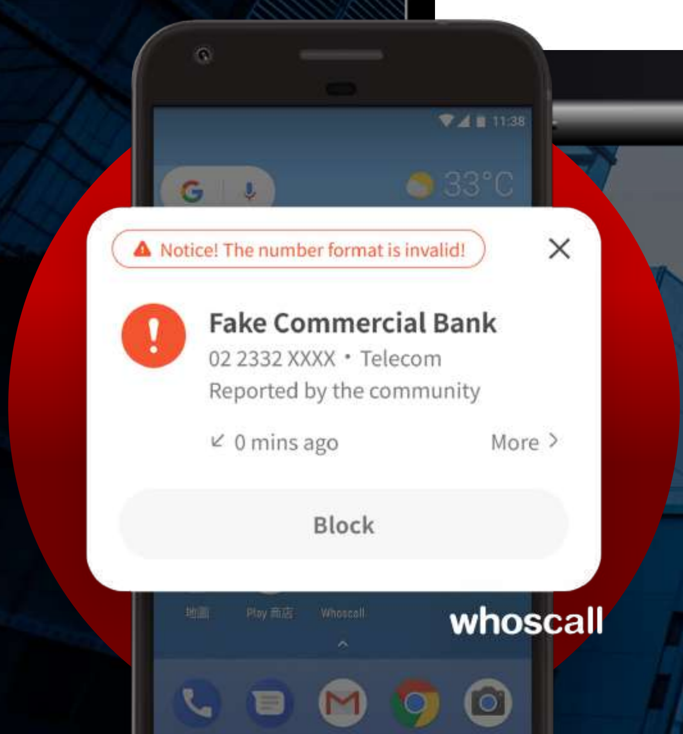


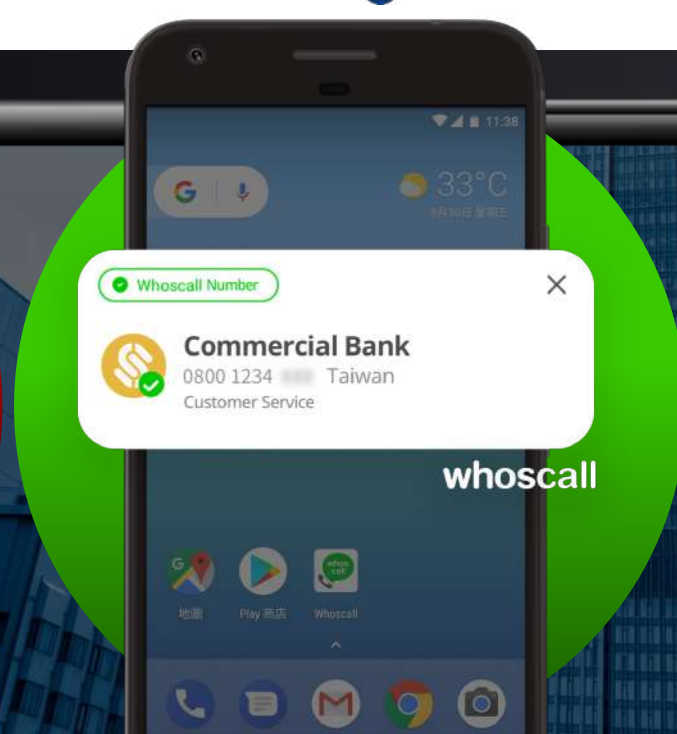
2022 Annual Fraud Report, NPA, Whoscall, Meiyu, Watchmen, Constella, Chainsight

Business Models

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

Roo.Cash
袋鼠金融

Most Convenient and Secure Personal Finance Marketplace

Data security standards on a par with banks

Roo.Cash 袋鼠金融

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

Business Models

Roo.Cash 袋鼠金融

Number of Financial Institution Partnerships	MAU	Monthly Views
20+	2M	12M

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

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

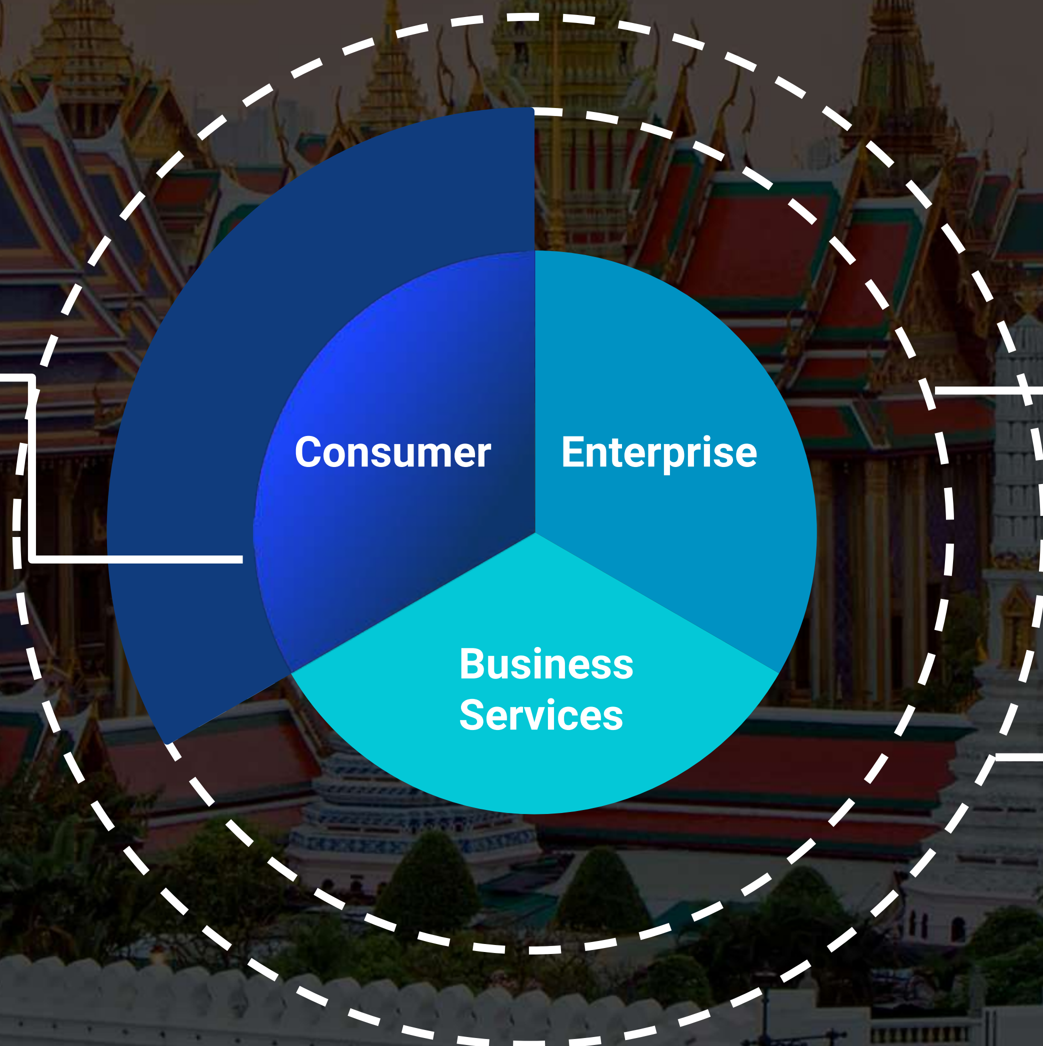
- Expand presence in more countries across Southeast Asia and the Western world

Growth Strategy

Diversified Growth in Multiple Countries and Sectors

Taiwan

Increase ARPU



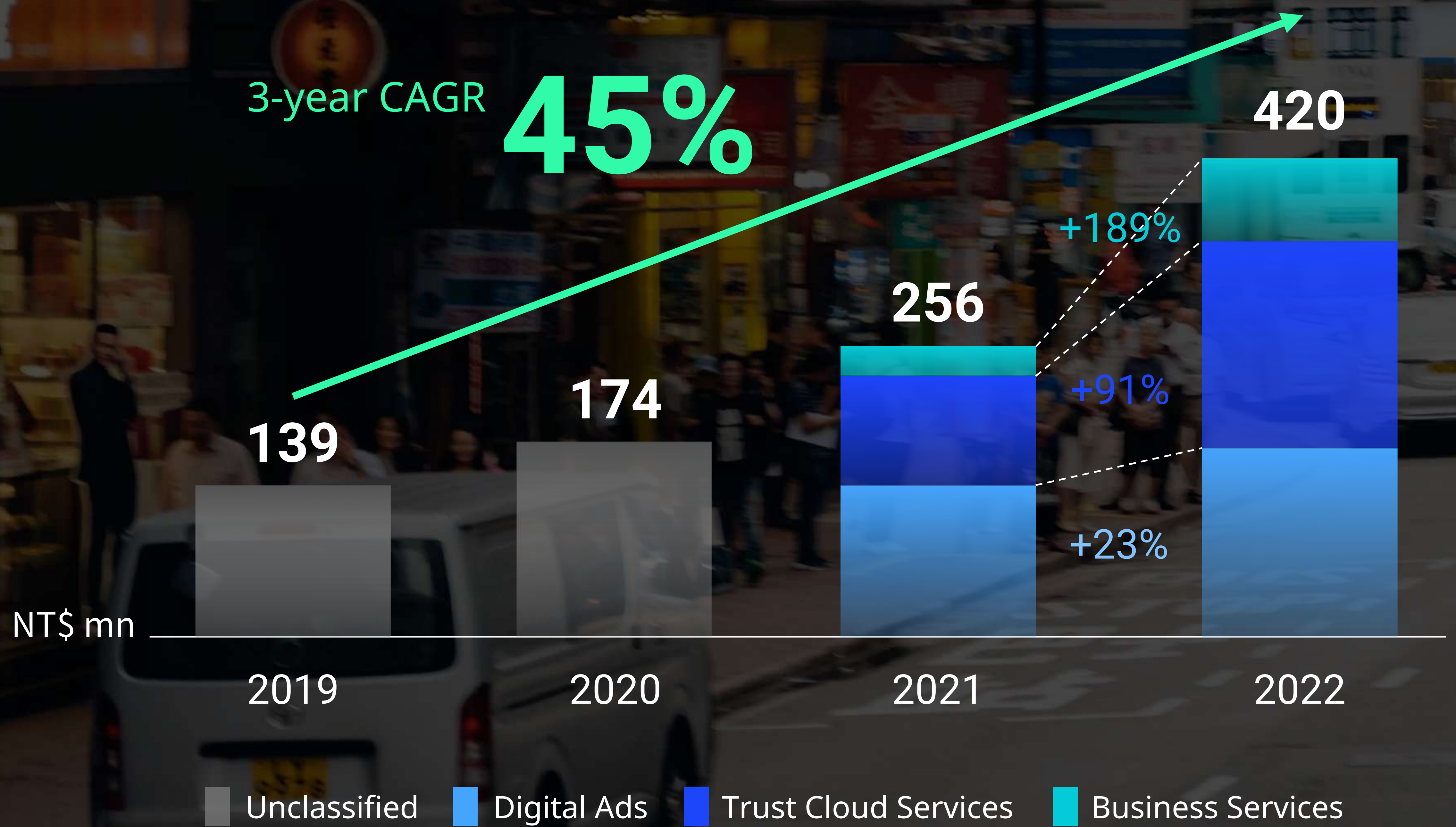
Existing Market

Increase the market share

New Market

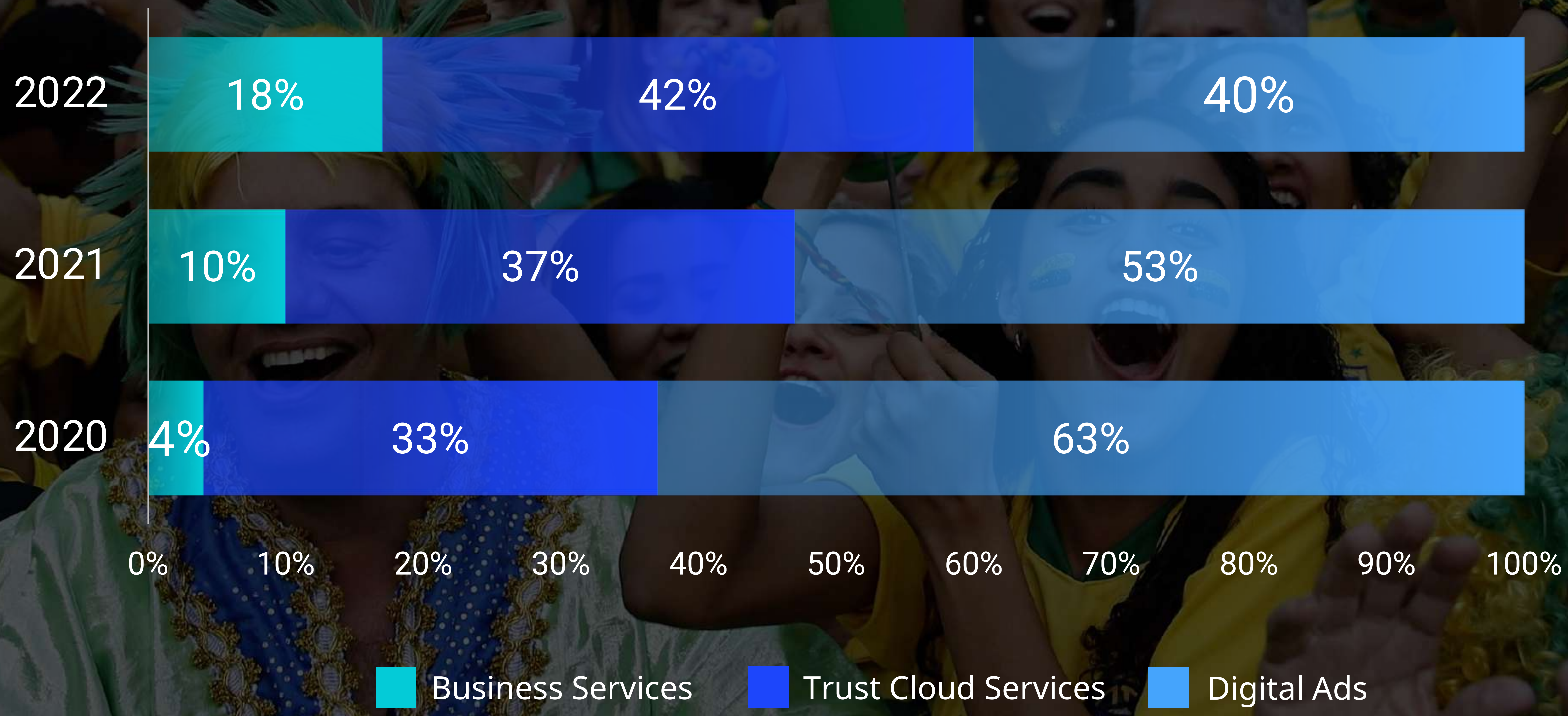
Expand presence in more countries across Southeast Asia and the Western world

Outgrowing The Industry Over The Long-Term



Growth Strategy

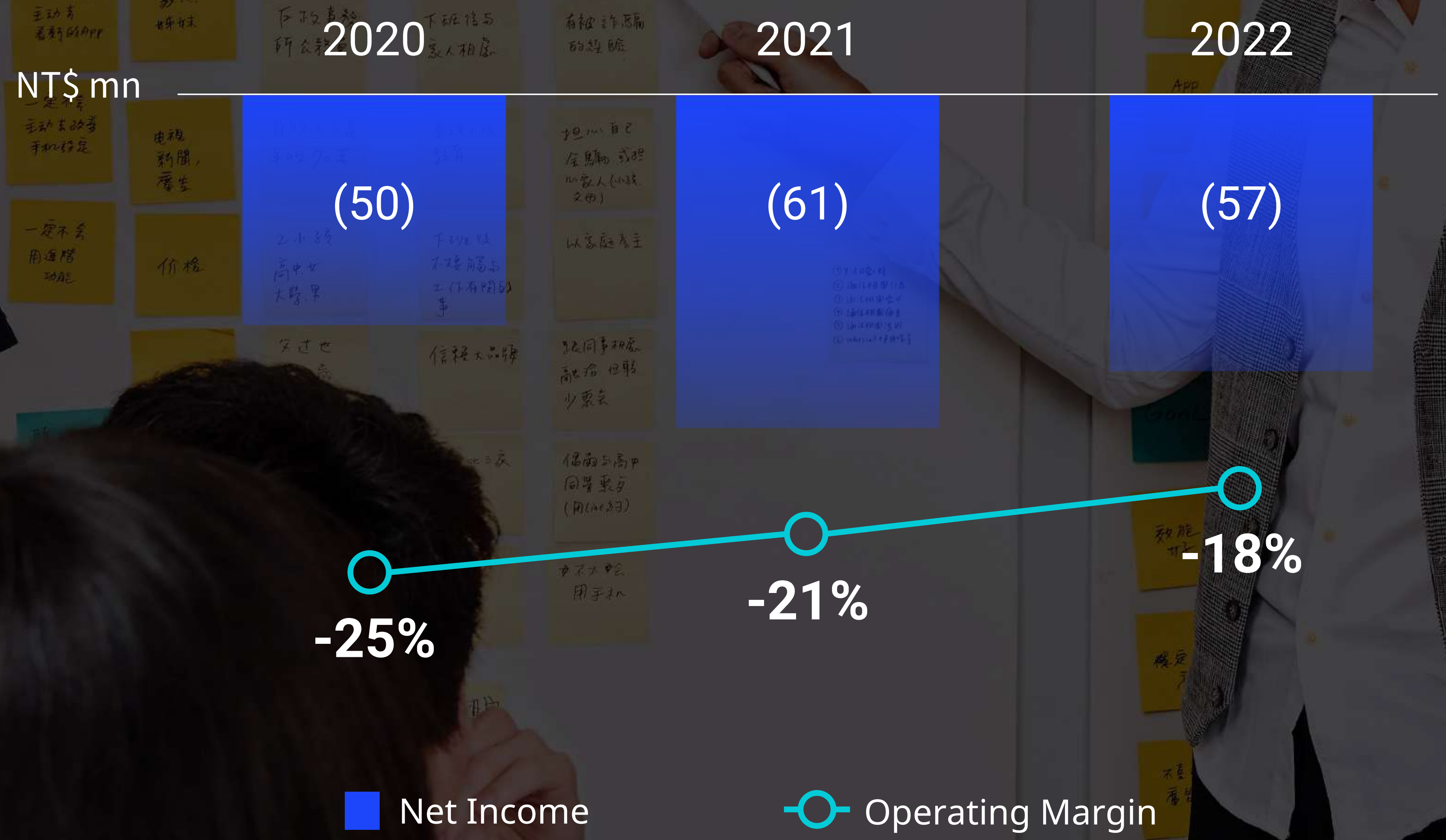
Diversifying Revenue Sources with Better Visibility



Growth Strategy

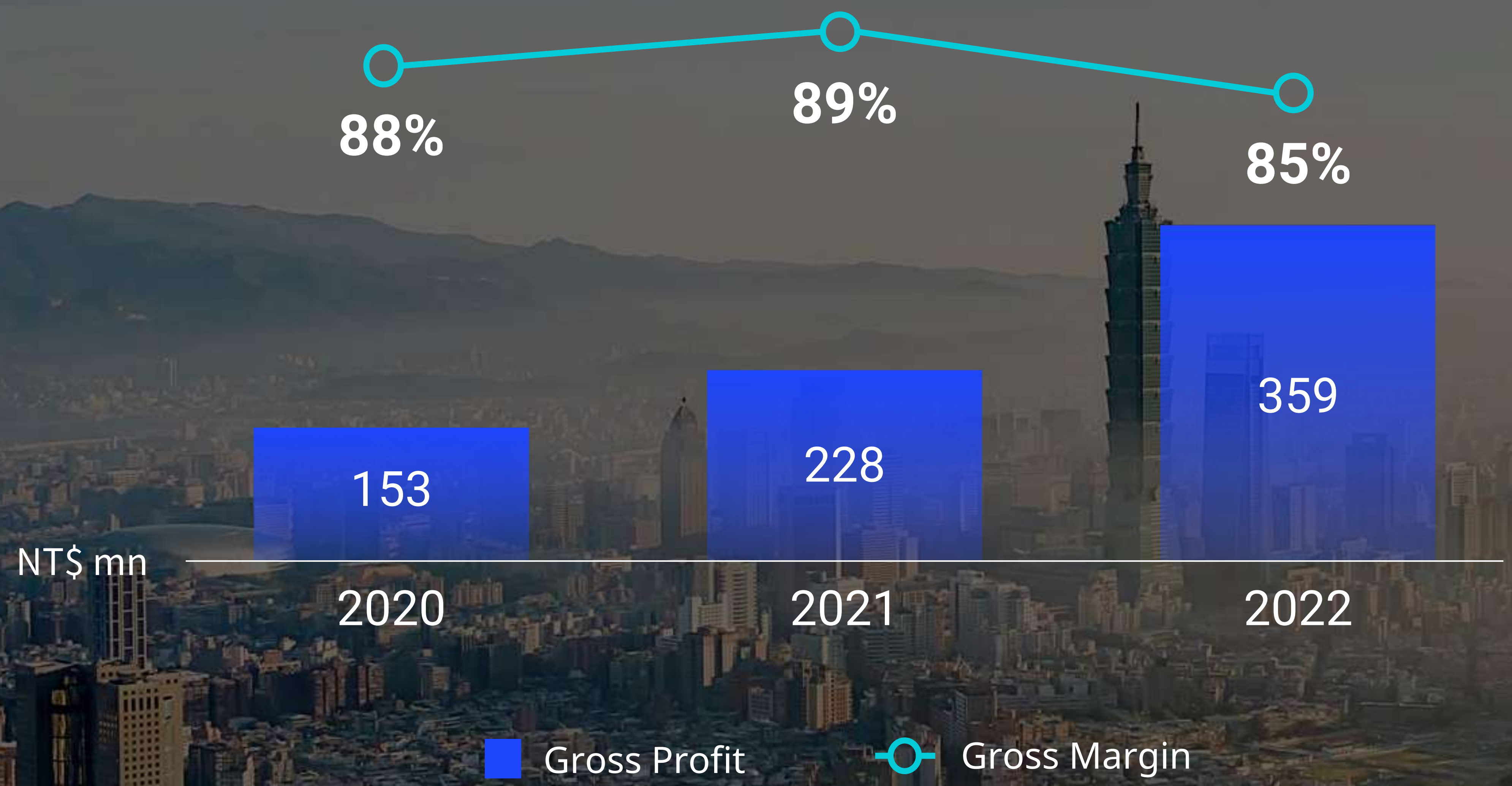
Expecting Higher Growth from Overseas Markets

Core Product Whoscall Profitable Since 2021



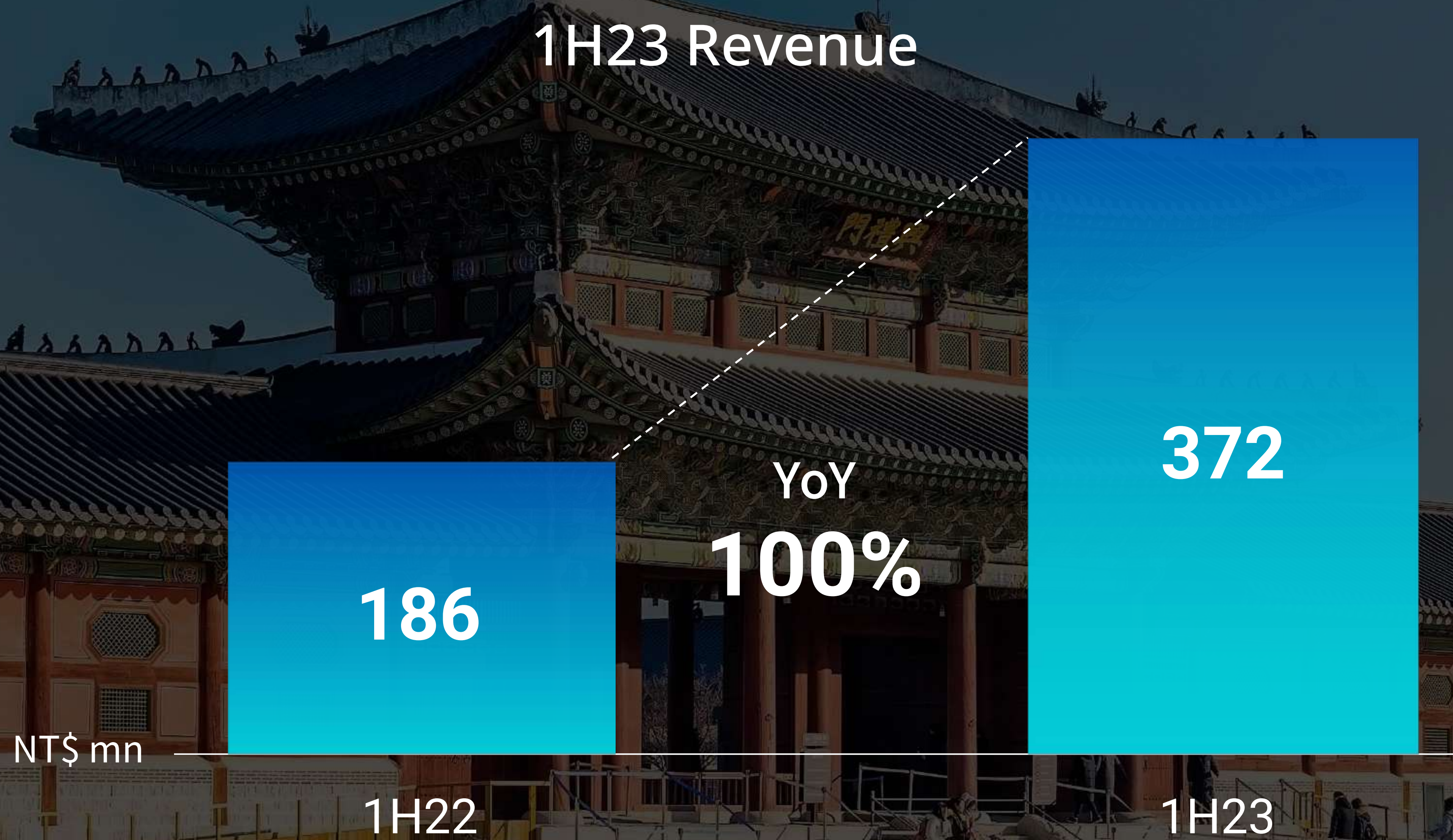
Growth Strategy

Maintaining High Margins



Growth Strategy

High Growth in 1H23: Leveraging Border Reopening and Ads Revenue Optimization

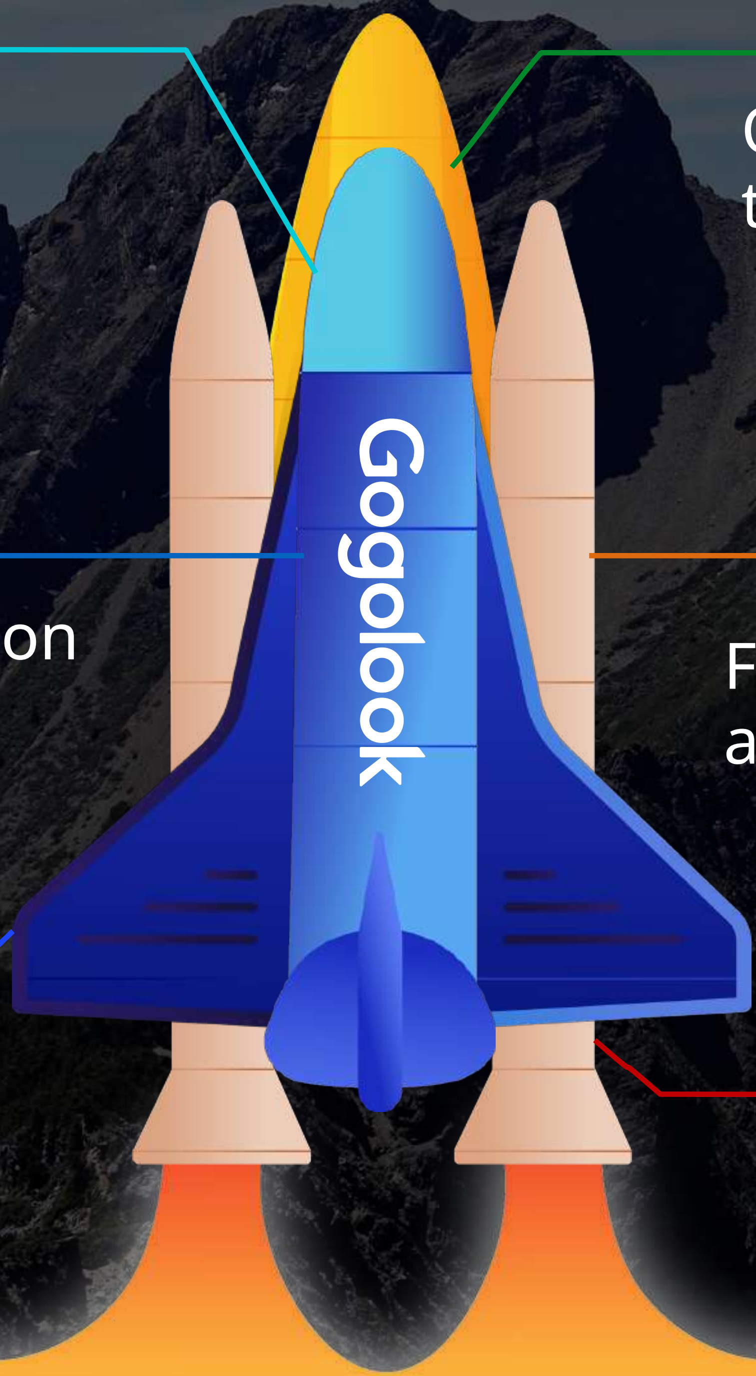


Growth Strategy

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

Thank you

Financial Performance

1Q23 Income Statement

NT$ Thousand	1Q23	4Q22	1Q22	QoQ	YoY
Revenue	182,123	133,434	88,030	36%	107%
Gross Profit	166,754	112,384	77,418	48%	115%
Operating Profit	**5,777**	**(8,447)**	**(13,984)**	**-**	**-**
Non-Operating Income	(3,854)	(6,504)	8,462	-	-
Profit Before Tax	1,923	(14,951)	(5,522)	-	-
Net Income	1,923	(14,951)	(5,522)	-	-
Net Income to Parent	**1,923**	**(14,951)**	**(5,522)**	**-**	**-**
EPS (NT$)	0.06	(0.48)	(0.18)	-	-
Key Ratios					
Gross Margin (%)	92%	84%	88%		
Operating Margin (%)	3%	-6%	-16%		
Opex / Sales (%)	88%	91%	104%		
Net Margin (%)	1%	-11%	-6%		
ROE (%)	3%	-26%	-8%		
ROA (%)	2%	-15%	-6%		

1Q23 Balance Sheet

NT$ Thousand	1Q23	4Q22	1Q22	QoQ	YoY
Cash and Cash Equivalents	206,644	224,738	247,978	-8%	-17%
Current Assets	**370,428**	**358,413**	**364,301**	3%	2%
Financial Assets - Non-Current	7,500	7,500	0	0%	-
Property, Plant, and Equipment	6,346	6,585	5,807	-4%	9%
Intangible Assets	21,851	20,032	1,267	9%	1625%
Total Assets	**415,091**	**404,230**	**389,666**	3%	7%
Short-term Debt	13,155	13,275	10,000	-1%	32%
Current Liabilities	**170,546**	**160,311**	**123,248**	6%	38%
Total Liabilities	**177,599**	**168,703**	**130,190**	5%	36%
Common Stock	308,988	308,988	170,130	0%	82%
Capital Surplus	21,534	21,397	382,745	1%	-94%
Retained Earnings	(93,076)	(94,999)	(293,399)	-2%	-68%
Other Equity	46	141	0	-67%	-
Total Equity	**237,492**	**235,527**	**259,476**	1%	-8%

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)
Key Ratios					
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.

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.