

# We Change the Way of Banking

B2B Fintech Platform Company



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"Forward-Looking Statements" contained in this document is information that has not been subjected to individual verification. Also, this is related to future events, not past events. It refers to the expected future management status and financial performance of the company with the terms of expressions, such as 'strategy', 'believes', 'may', 'will', 'estimates', 'intends', 'should', 'anticipates', 'goals', 'targets', 'aims', 'expectation', 'forecast', 'plan', '(E)', and other words of similar meaning or the negative or other variations of those terms.

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## Company Profile

Name	Webcash Co., Ltd.
CEO	Yoon, Wan Soo
Establishment	July 9, 1999
Capitals	₩3.63B (2019.01)
Employees	225 persons (2019.06. 30)
Business	B2B Fintech, Corporate CMS, and others
Product	Kyungrinara, BRANCH, In-House Bank, others.
Address	20FL KnK Digital Tower, 220 Yeongsin-ro, Yeongdeungpo-gu, Seoul, Korea
Website	<a href="https://www.webcash.co.kr/">https://www.webcash.co.kr/</a>

## About CEO



### Yoon, Wan Soo CEO

- CEO of Webcash Co., Ltd. (Current)
- Vice President of Korea Fintech Industry Association (Current)
- Business Planning in Dongnam Bank
- Director of People & Community Co., Ltd.
- Korean Fintech Industry Association Contribution Award
- 2016 Korea Global Leader Social Contribution Award
- SME Technology Innovation INNOBIZ Grand Award

## Management Philosophy



**Good Company**



## CEO Message

# WE CHANGE THE WAY OF BANKING

1st [Convenient Store ATM Service](#) in Korea.

1st [Virtual Account Service](#) in Korea.

1st [Corporate Internet Banking](#) in Korea.

and 1st [Integrated Cash Management Service](#) in Korea.

How do the customers finance in 5 years or 10 years later?

As all cells are connected to the heart,  
the future will be a world connected with finance!

CEO of Webcash Co., Ltd.

YOON, Wan Soo



## Webcash : “The Corporate B2B Fintech Platform Company”

Where will the customer do banking in Future?  
Fintech Platform of IT Corp.



### Corporate Fintech Platform



Market Size : 3.6M companies with ₩3,727T(≒ \$3.3T)  
Webcash B2B Fintech Platform : ₩1,000T(≒ \$0.9T)

Note : Korean B2B Payments in 2017

### Retail Fintech Platform

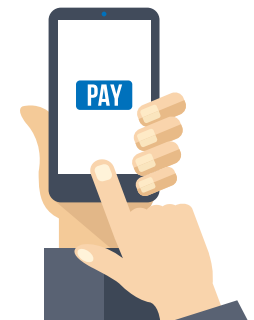
KakaoPay

 N Pay

samsung pay

 Toss

B2C Transactions : ₩603T (≒ \$0.55T)



Note : Korean B2C Payments in 2017



### B2B Fintech Platform Values and Opportunities

## Integrate



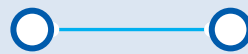
ONE-INTERFACE

Integrate All FI channels to  
ONE-INTERFACE.

- In-House Bank of Public Institutions
- Branch for Enterprises
- Kyungrinara for SMEs
- Branch G for Overseas Corporations



## Connect



ON-LINE

Connect FI & Company Systems as  
ON-LINE.

- ERP HUB BOX \_ standard
- ERP HUB BOX \_ premium
- ERP HUB BOX \_ enterprise



## Converge

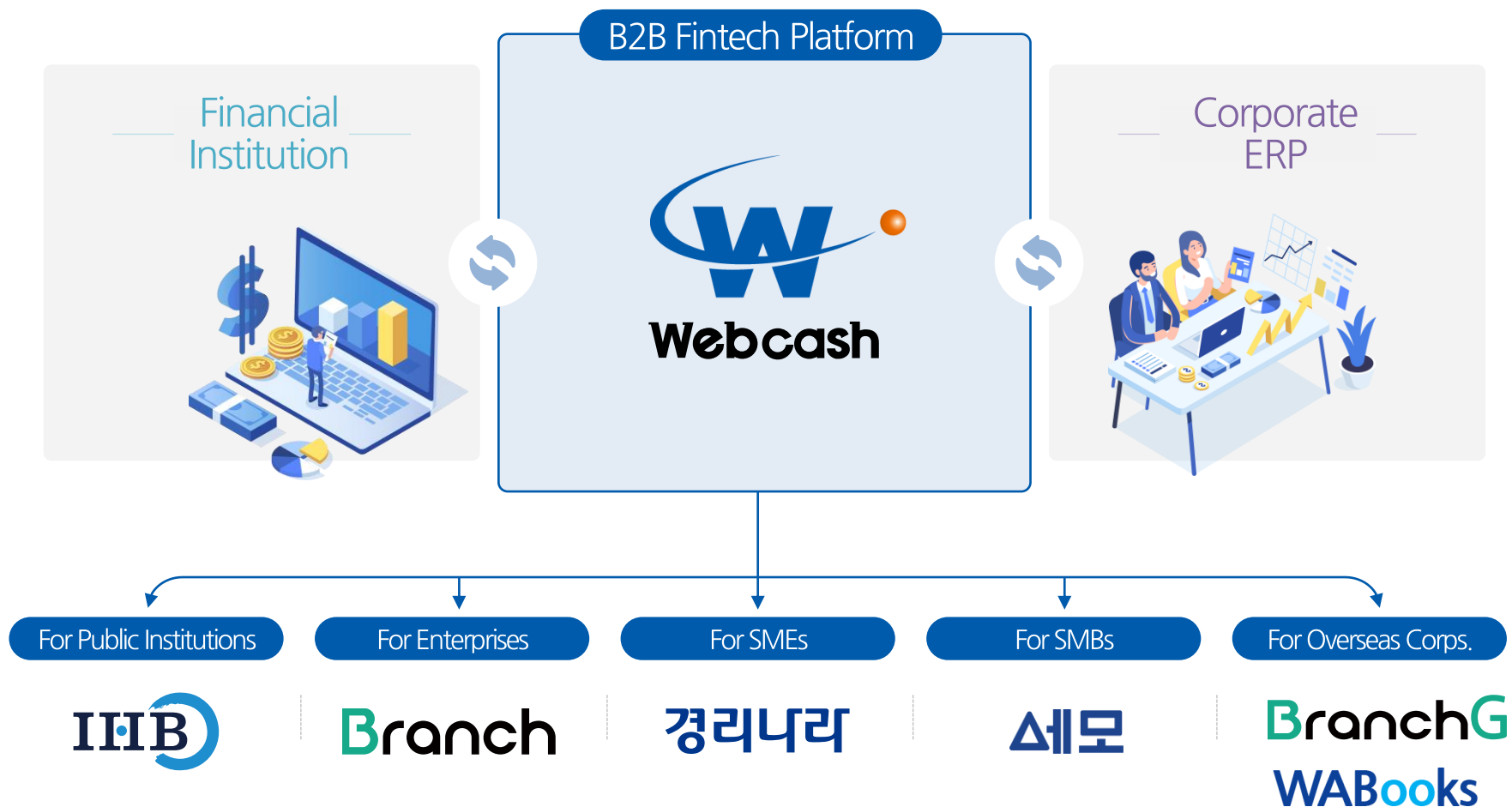


ONE-PROCESS

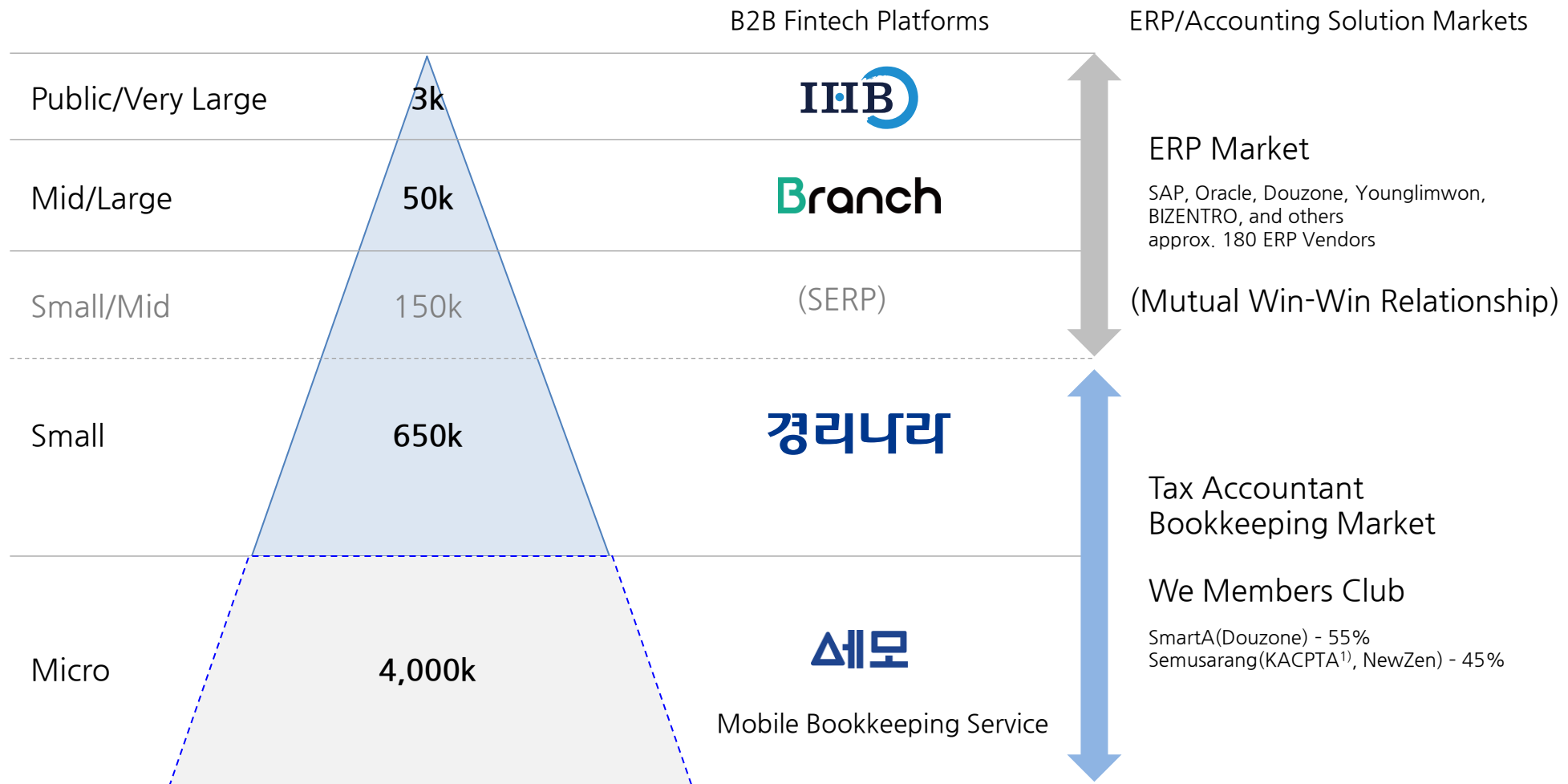
Converge Finance & Business into  
ONE-PROCESS.

- Finance + AR Mgmt. (Virtual Acct.)
- Finance + Financial Accounting
- Finance + HR & Payroll
- Finance + Expense Mgmt.
- Finance + ...

Only One B2B Fintech Platform in Korea  
Connecting Financial Institutions and Corporate Systems



## B2B Fintech Platform Business Lineups



1) Korean Association of Certified Public Tax Accountants



## Finance integrated Cash Management System for Mid/Large Enterprises



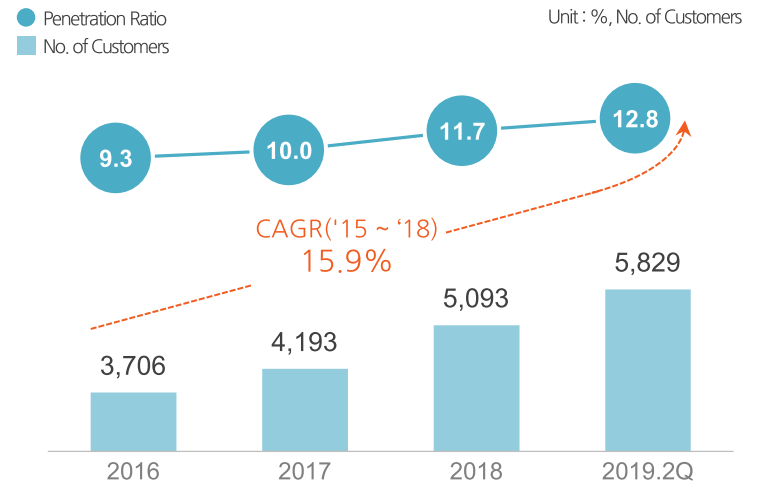
### Approx. 50K Target Market

- Over \$1B Revenue - Large Enterprise
- Over \$100M Revenue - Mid Enterprise
- Over \$10M Revenue

### Revenue Model

- Initial Solution Setup Fee
- Monthly Fees

### Market Penetration & Customers



## Finance integrated Treasury Management System for Public Institutions/Very Large Enterprises



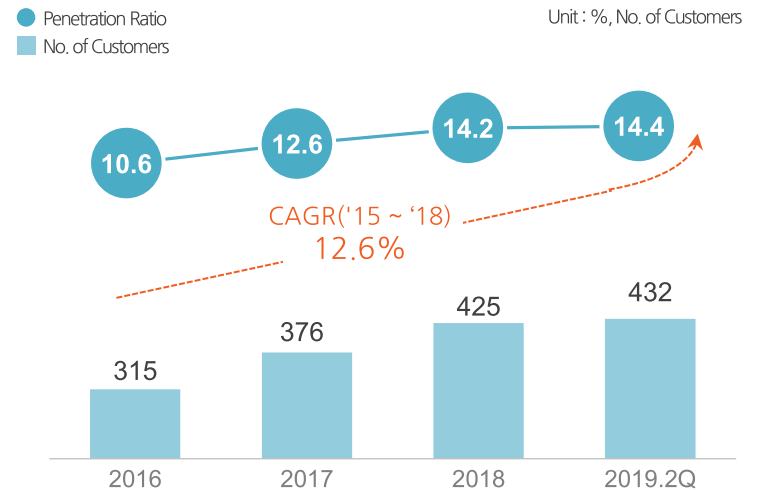
### Approx. 3~4K Target Market

- National/Local Governments, Local Education Offices
- Government Affiliates, Public Agencies, Associations
- Universities, Industry-Academia Co-ops, R&D Centers
- Holdings, Very Large Enterprises

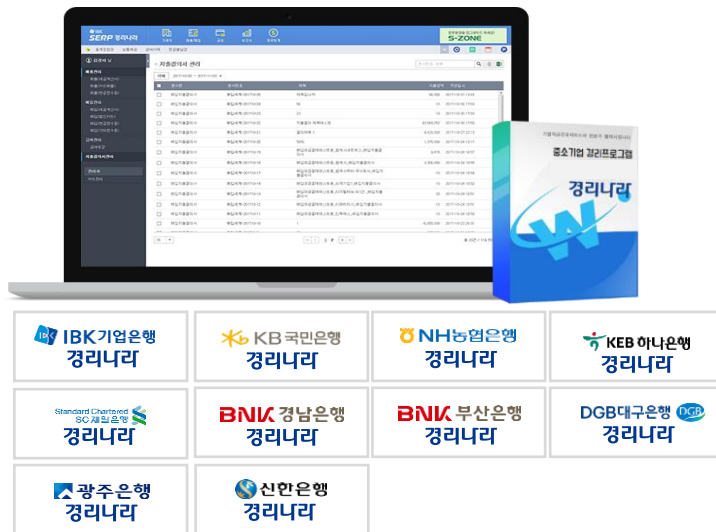
### Revenue Model

- Solution Customizations
- Initial Solution Setup Fee
- Monthly Fees

### Market Penetration & Customers



## Finance integrated Bookkeeping Business Program Drastically Reducing Accountant's Daily Business for SMEs



### Over 800K Target Market

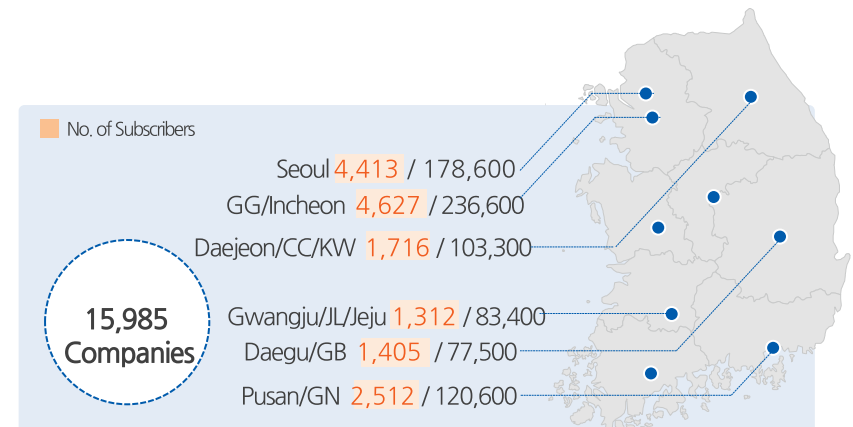
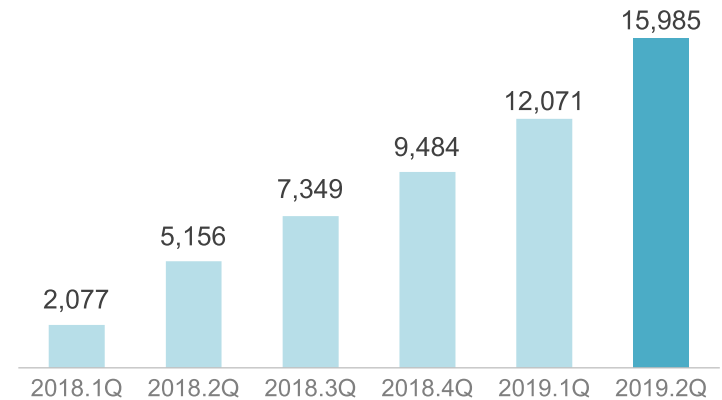
- 2 - 30 Employees
- SMEs using Bookkeeping Service
- SMEs using Offline Book or Excel Bookkeeping

### Revenue Model

- No Initial Fee
- Monthly Fees

### Cumulated Customers since Renewal

Unit : No. of Customers



Note : as of 2019.06.30

## BRANCH Global

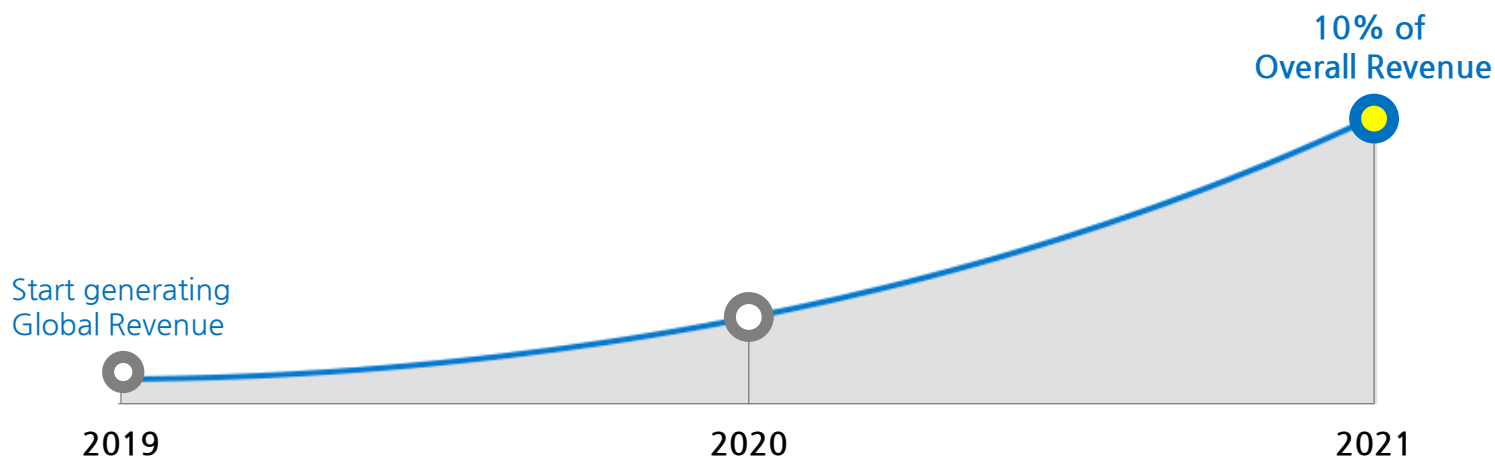
Global In-country CMS for Enterprises

- 2019 BRANCH VIETNAM
- 2020 BRANCH CAMBODIA
- 2021 2 countries every year

## WABooks

Global Financial Accounting Program for SMEs

- 2019 Complete WABooks Development in 2019
- 2020 WABooks Vietnam, Cambodia, USA
- 2021 2~3 countries every year



BRANCH G

Vietnam

Cambodia

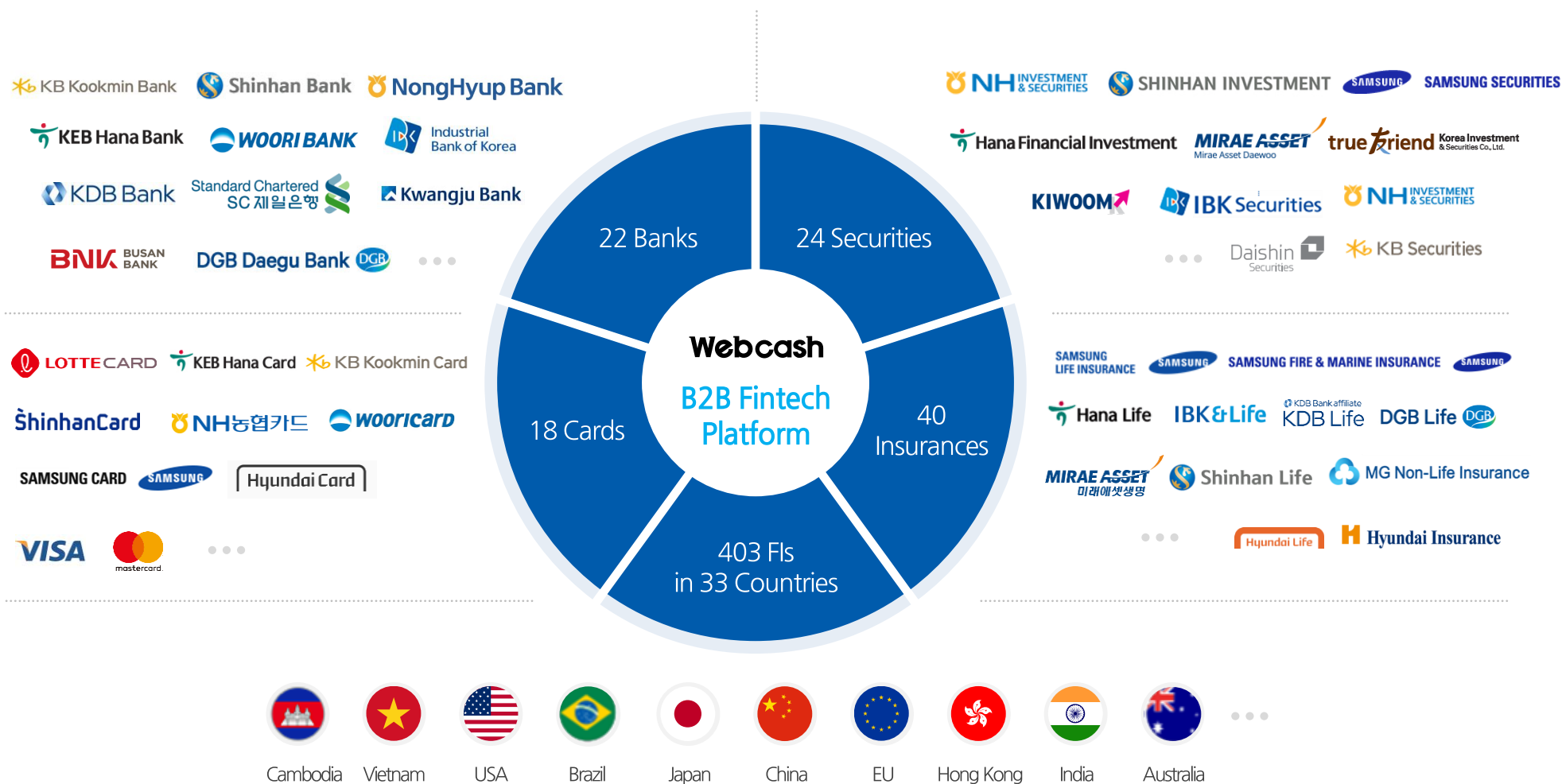
2 countries every year

WABooks

Vietnam, Cambodia, US

2~3 countries every year

Real-time Connectivity for All Financial Institutions in Korea,  
403 Financial Institutions in 33 Countries around the World





Connected with the solutions from 190 ERP companies in Korea,  
Connecting 40 Corporate ERP systems per Month



## Infra 3 : Marketing Channels - Partnership with Banks

Marketing Partnership with 11 Major Local Banks → 2 New Partner Banks in 2019

### 4 Major Commercial Banks

 **KB Kookmin Bank**

932 branches

 **KEB Hana Bank**

780 branches

 **Shinhan Bank**

872 branches

### Government Owned Banks

 **Industrial Bank of Korea**

602 branches

 **NongHyup Bank**

5,823 branches

 **KDB Bank**

75 branches

### Regional Banks

 **BNK BUSAN BANK**

267 branches

 **BNK 경남은행**

167 branches

 **DGB Daegu Bank**

246 branches

 **Kwangju Bank**

141 branches

### Foreign / Other Banks

 **Standard Chartered SC 제일은행**

270 branches

### New Partners in 2019

 **K bank**

 **MG Community Credit Cooperatives**

### Expected Upcoming Partner Banks

 **WOORI BANK**

 **Sh BANK**  
 **신협**  
 **KOREA POST**

 **Jeonbuk Bank**

 **Jeju Bank**

 **citibank**

 **kakaobank**

## Expand the Market Competitiveness with B2B Fintech Intellectual Properties in Korea → 8 New Intellectual Property Rights in 2019

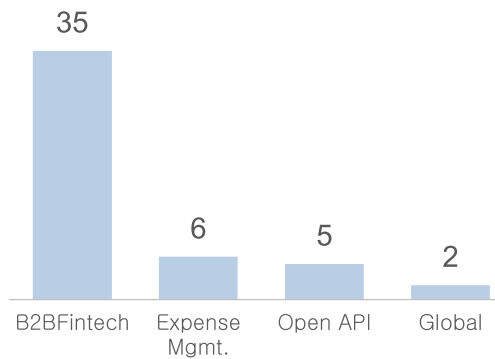
### Patent Status

#### B2B Fintech

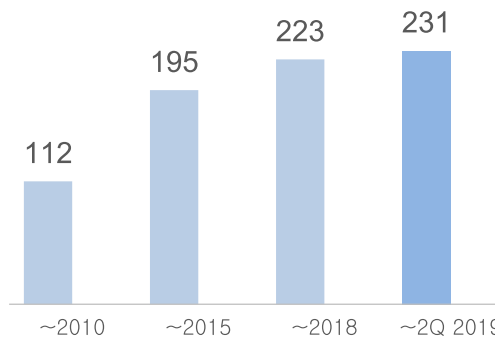
SYSTEM, METHOD  
AND COMPUTER  
PROGRAM FOR  
MANAGEMENT OF  
FUNDS RELATED TO  
CUSTOMS  
CLEARANCE(2019)



### No. of Patents by Category



### Intellectual Property Status by Year



#### B2B Fintech

rERP PREMIUM  
(Integrated R&D  
Administration  
System) (2019)



#### B2B Fintech

rERP STANDARD  
(Integrated R&D  
Administration  
System) (2019)



#### B2B Fintech

R&D Cost  
Management  
Evaluation System  
(2019)



## Operate Nationwide B2B Fintech Professional Expertise/Consulting/Service Organizations

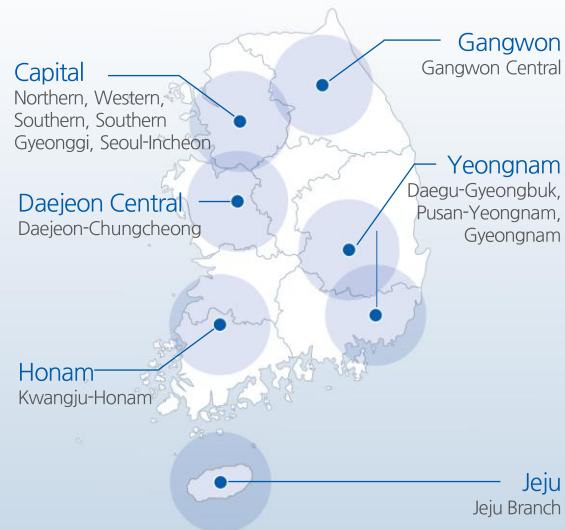
### 100 Financial Engineers

Professional Financial IT know-how with 10+ years development experience in Financial IT



### 120 Consultants

Attracting customers through visiting services and differentiated education system



### 60 Customer Service Employees

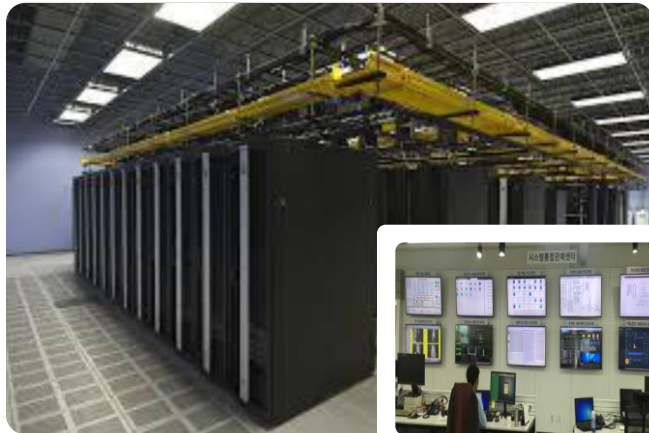
Professional Counselors and Effective Consultation System



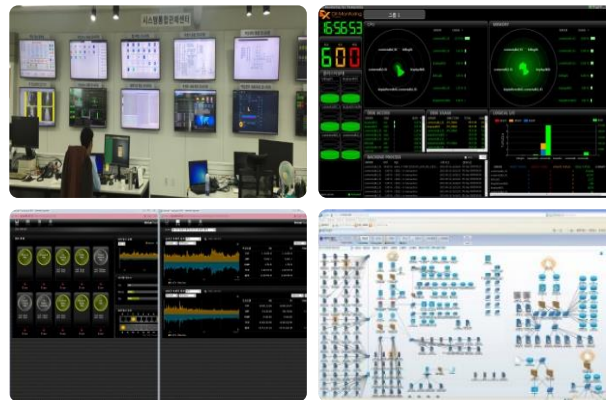


## The Only Finance-dedicated Data Center in Full Compliance with Electronic Financial Supervisory Regulations of Korea

### Financial Security Cloud Center



[KT Mokdong IDC 2nd Center]



[Security Control Tower]



KT-Webcash,  
Open Korea's 1st Financial Security Data Center  
... the financial cloud era is coming in full-scale.



Source : 2017.06.15 Electronic Times (etnews.com)



## 2019 Mid-Year Performance

- Sales
  - 24% decrease in revenue (YoY) due to the withdrawal of SI Business and other business restructuring
  - Steady increase of B2B Fintech business (+8% QoQ)
    - ※ 2Q 2018 B2B Fintech includes large-scale customizations
- OP Margin
  - OP Margin increased 13% and +4% YoY due to increase in Fee-based revenues

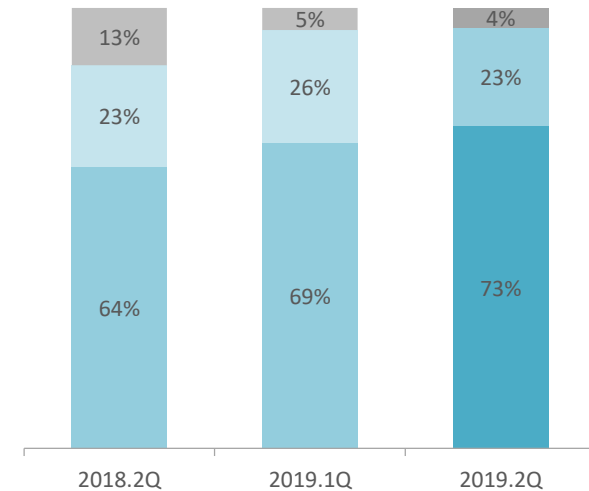
(Unit : ₩100M)

	2Q'18	2Q'19	YoY	1Q'19	QoQ
Revenue	395	300	-95	152	148
B2B Fintech	253	220	-33	106	114
SI	91	67	-24	39	28
Others	51	13	-38	7	6
OP Margin	37	40	3	16	24
OP Margin (%)	9%	13%	+4%	11%	+2%
Net Income				37	

## Change in Share of Revenues

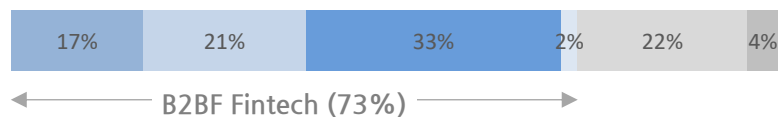
- Steady increase in B2B Fintech revenue
- SI Business revenue ended in 2Q 2019
- Other Business revenues remain at current level after the decline in 1Q 2019

■ B2B Fintech  
■ SI Business  
■ Others

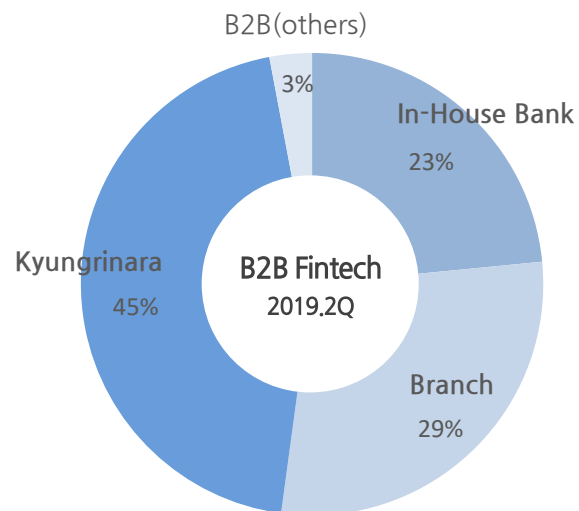


Note : Based on 2018 K-IFRS Consolidated Financial Statements,  
2019 Individual Financial Statements

## Share of Revenues for B2B Fintech Products



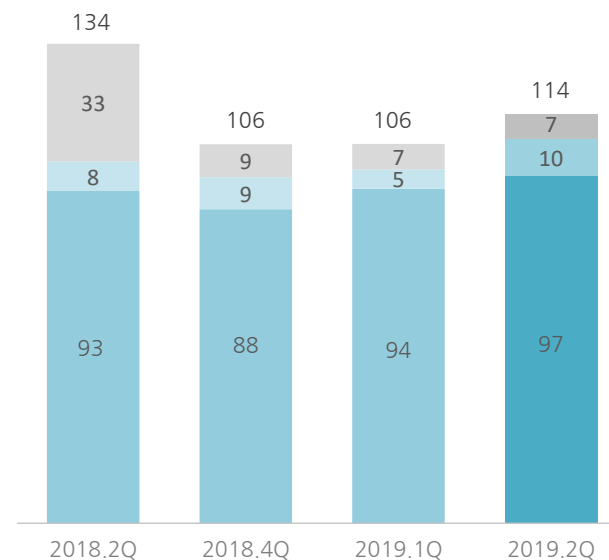
- In-House Bank
- Branch
- Kyungrinara
- B2B(others)
- SI
- Others



## Revenue Breakdown of B2B Fintech

- Customization Revenue
- Initial Setup Revenue
- Fee-based Revenue

Unit : ₩100M



## Financial Positions

Unit : ₩1M

Type	2016	2017	2018	2019.2Q
Current Assets	20,144	16,034	14,976	27,619
Non-Current Assets	20,291	19,682	22,158	38,643
Total Assets	40,435	35,716	37,134	66,262
Current Liability	20,480	14,909	13,283	10,524
Non-Current Liability	6,489	4,270	1,502	1,496
Total Liabilities	26,968	19,179	14,785	12,019
Capital	2,816	2,816	2,816	3,382
Capital Surplus	1,659	2,165	2,881	29,373
Other Components of Equity	17	(1,059)	(670)	(847)
Accumulated Other Comprehensive Income	80	139	49	49
Retained Earnings	8,328	12,476	17,273	22,285
Total Equity	13,467	16,537	22,349	54,242

Note : Based on K-IFRS Consolidated Financial Statements(2016~2018)/K-IFRS Individual Financial Statements (2019)

## Income Statement

Unit : ₩1M

Type	2016	2017	2018	2019.2Q
Operating Revenues	91,824	77,433	78,000	29,978
Operating Expenses	88,286	73,629	72,136	26,007
Operating Income	3,537	3,804	5,864	3,971
Non-operating Revenue	447	723	100	33
Non-operating Expenses	1,851	80	90	60
Financial Income	226	1,160	1,612	1,892
Financial Expenses	817	1,019	522	40
Net Income before Income Taxes	1,062	4,560	6,962	5,736
Net Income	(500)	3,621	5,500	5,823

Note : Based on K-IFRS Consolidated Financial Statements(2016~2018)/K-IFRS Individual Financial Statements (2019)



[www.webcash.co.kr](http://www.webcash.co.kr)