



# 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 years in Korea.

Name

Daou  
Technology

CEO

Youn-Duck Kim

Established

January 9th, 1986

Stock listing

August 27th, 1997

Revenue

191.4 M USD



Operating  
Profit

34.6 M USD



Assets

679.0 M USD



Employees

492



[Non-consolidated financial results for FY 2019, Exchange rate \$1=₩1,156.00, USD as of Dec 31st, 2019]



# 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

### Technology & Service

- 1987.10 Started "Informix" as a sole distributor in Korea
- 1987.12. Development the nation's First Hangeul RDBMS
- 1995.01. Started "Netscape" as a sole distributor in Korea
- 1996.11. Development on-line stock trading system 'WebTrade'

## 2000~2009

- 2004.03. Contract as IBM SW Distributor
- 2005.09. Virtualizaiton Solution partnership with Vmware
- 2006.11. Open software partnership with RedHat
- 2008.10. Partnership with EnterpriseDB

## 2010~2018

- 2010.04. Launched a Mobile Coupon service 'donutbook'
- 2014.03. **Launched a next generation groupware service 'DaouOffice'**
- 2016.03. **Launched 'SNS Form' Service**
- 2017.01. Launched 'DM PPulio' Service
- 2017.05. Study on AI issue tracking system construction - Seoul university Industry-Academia Collaboration Foundation

### Business

- 1986.01. Established "Daou Technology Inc."
- 1988.03. Selected as a promising small business by Electronics and telecommunications Research Institute
- 1992.06. Established "Daou Data Corp."
- 1993.06. Awarded as a Excellent Venture business by Ministry of Science and Technology
- 1997.08. Listed on the Korea Stock Exchange

- 2000.02. **Established "KIWOOM Securities Co., Ltd."**
- 2003.06. Acquired "Kiwoom Investment Co.,Ltd"
- 2005.11. Acquired "SaramInHR Co., Ltd.", Online employment portal
- 2006.08. Established "Kliwoom ENS Inc"
- 2008.01. **Merger of "UNITEL Networks Co.,Ltd"**
- 2008.06. **Merger of "Terrace Technologies Inc."**

- 2010.03. Relocated "Daou Tech" office Building (Jukjeon Digital valley)
- 2012.08. Acquired of "Cine21i Co.,Ltd" (Contents Business)
- 2013.07. **Merger of "G&J Inc", IDC Industry advancement**
- 2015.12. Acquired "SKNS Co.,Ltd" B2B messaging
- 2016.01. **Split establishment "KIDARIENT CORP."**
- 2017.06. Acquired "Bizmailer", bulk email marketing solution
- 2018.01. **Merger of "Sabangnet", eCommerce orders management service**

# DaouKiwoom Group

We started our business in IT field and diversified into other various online businesses.  
We achieved \$3.1 Billion business based on our 2019 annual report.



- **DAOU**TECH
- **DAOU**DATA
- **KICA** Korea Information Certificate Authority Inc.
- **MIRAE** TECHNOLOGY



- **KIWOOM**
- **KIWOOM** ASSET MANAGEMENT
- **KIWOOM** INVESTMENT
- **KIWOOM** SAVINGS BANK
- **KIWOOM** Yes SAVINGS BANK
- **KIWOOM** ASSET PLANNER
- **KIWOOM** PRIVATE EQUITY
- **KIWOOM**CAPITAL



- **saramin**
- **saramin** HS
- **KIDARI** STUDIO
- **KIDARI**ENT
- **mazins**
- **eMoney**
- **wisebirds**
- **KIWOOM** ESTATE & SERVICE



- **DAOU** JAPAN
- **DAOU** DALIAN
- **KIWOOM** SECURITIES 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.

Biz Infra

ITO



## Seamlessly designed for enterprise

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



## 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 messaging<sup>1)</sup>



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

## KakaoTalk Biz Message

KakaoTalk Official Dealer



Transactional and promotional messages which are sent by KakaoTalk messaging app, nearly having 90% market share in Korea. Blocked message on KakaoTalk is resent through SMS.



www.bizppurio.com

## Internet Fax

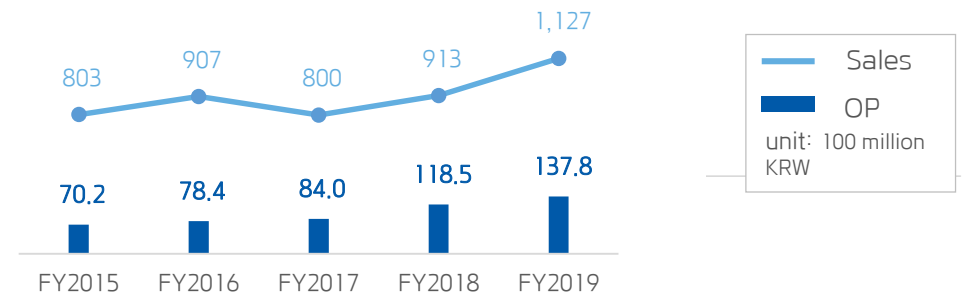
No.1 internet fax service<sup>1)</sup>



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



# 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

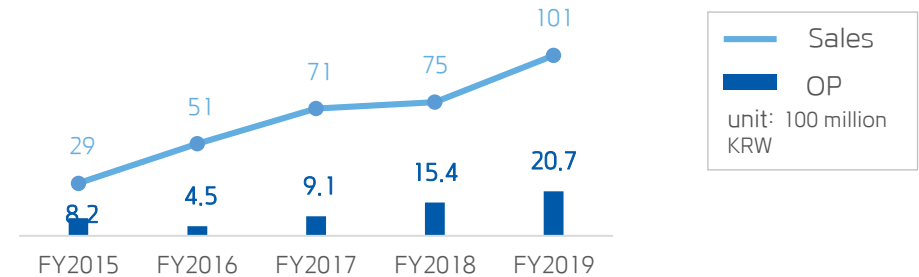
Mobile vouchers from the hearts



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



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



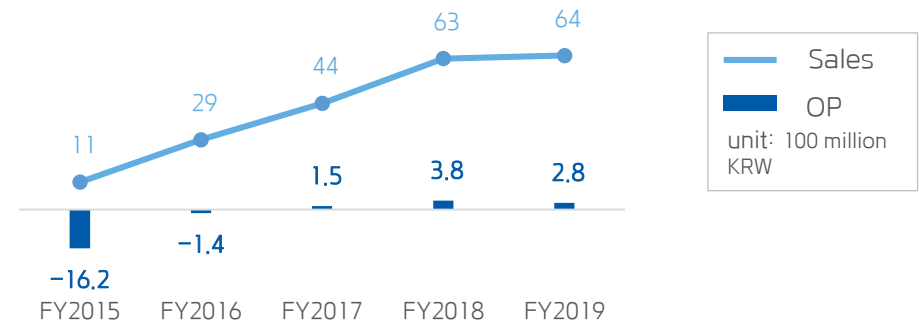
## 050 Virtual Phone Number /Coupon booklet



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](http://www.callmix.co.kr) | [www.telpass.co.kr](http://www.telpass.co.kr)

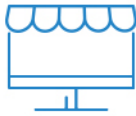




# Commerce\_all-in-one eCommerce platform

eCommerce sales are growing faster than ever and we see a lot of business opportunities. We provide our clients with best solutions – including P2P commerce, SNS commerce and online order management.

## eCommerce Order Management No.1 eCommerce OMS<sup>1)</sup>



The most comprehensive order management service in Korea. It involves distribution of products, track of orders and inventories from over 250 of online marketplaces in one place. We provide customer support with our professional consultants.

**SABANGNET**  
www.sabangnet.co.kr

## Escrow No.1 escrow service<sup>2)</sup>



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.

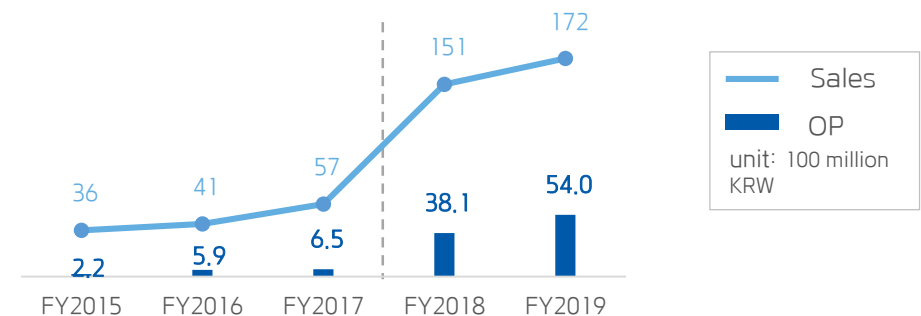
**UNICRO**  
www.unicro.co.kr

## SNS Order/Payment The best partner for selling on SNS



We provide order and payment service for those who sell a small number of products on social media such as Kakao Story, Instagram and Facebook. Mobile shopping cart also available without additional charge.

**SNSForm**  
www.snsform.co.kr



- 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

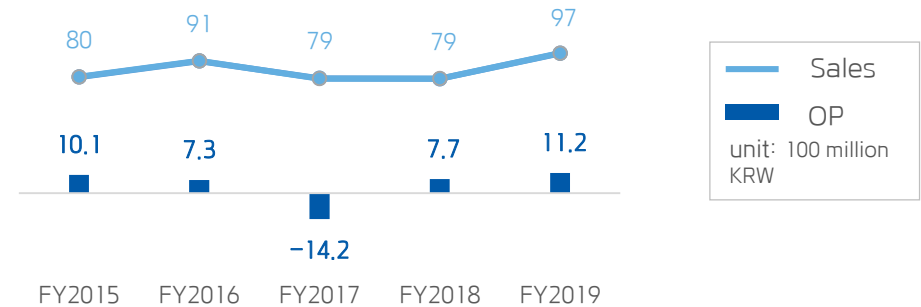
No.1 Korea brand satisfaction<sup>1)</sup>



It provides 18 collaboration functions for the business, such as email, e-approvals and employee timesheet. It offers a wide range of configuration option, either installed or hosted.



[www.daouoffice.com](http://www.daouoffice.com)



## IDC & Cloud

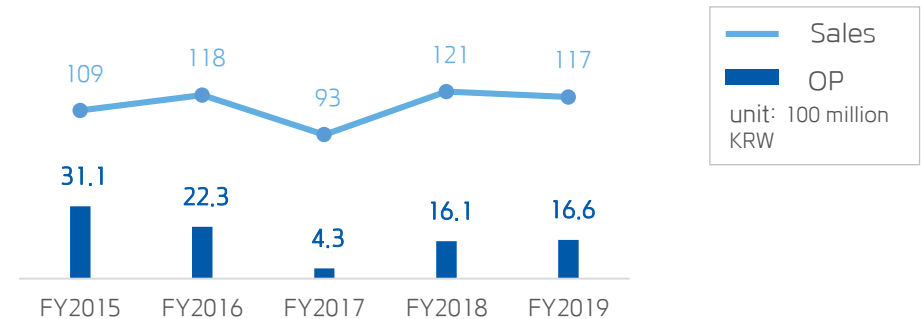
Reliable and scalable IDC services



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.

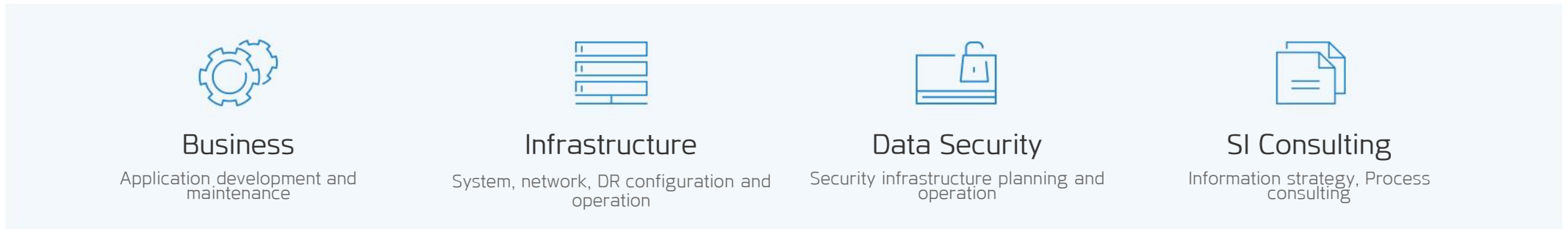


[www.daouidc.com](http://www.daouidc.com) | [www.daoucloud.com](http://www.daoucloud.com) | [www.halldomain.co.kr](http://www.halldomain.co.kr)



# ITO\_The best IT infrastructure to support your business

Our expertise in banking and securities has been proven by managing KIWOOM Securities' online security trading system. It has been provided to our subsidiaries and overseas customers.

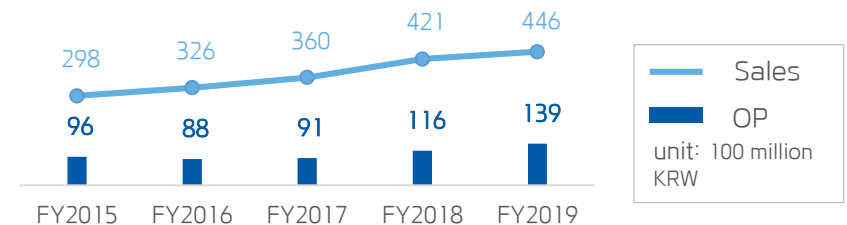


## KIWOOM Securities' next-generation trading system

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

- M/S Retail Brokerage High : **29.6%**
- Trading Volume : **\$ 32.3 B** per day
- Concurrent User : **470,000 users**

※ [As of Sep. 2020]



## Construction of Group's IT collaboration system

- Project of "Kiwoom Securities" web system improvement
- Project of "SaraminHR" Web system improvement
- Construction of "Kiwoom YES Savings Bank" Mobile Application
- Construction of "Kiwoom Savings Bank" Mobile Application

## Reference in SEA

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

# Sales & Operating Profit

[unit: million of KRW]

Business	Product	FY2019~			~3Q.2019			~3Q.2020		
		Sales	OP	OP%	Sales	OP	OP%	Sales	OP	OP%
Communication	Ppurio, enFax	112,699	13,784	12.2%	83,893	10,104	12.0%	87,334	9,978	11.4%
	donutbook	10,076	2,072	20.6%	6,966	1,410	20.2%	10,214	1,829	17.9%
subtotal		122,775	15,856	12.9%	90,859	11,515	12.7%	97,547	11,807	12.1%
Commerce	SABANGNET, SNSForm, UNICRO	17,155	5,401	31.5%	12,799	4,026	31.5%	14,318	5,063	35.4%
	Tepass, Callmix	6,445	282	4.4%	5,211	324	6.2%	5,229	-15	-0.3%
subtotal		23,600	5,683	24.1%	18,010	4,351	24.2%	19,547	5,048	25.8%
Biz Infra	DAOU IDC	11,723	1,664	14.2%	8,924	1,122	12.6%	7,799	1,407	18.0%
	DaouOffice	9,659	1,121	11.6%	6,960	769	11.0%	8,775	1,269	14.5%
subtotal		21,382	2,785	13.0%	15,884	1,890	11.9%	16,574	2,676	16.1%
ITS	KIWOOM Securities'	44,582	13,867	31.1%	33,553	10,660	31.8%	36,639	12,087	33.0%
	Group' IT	8,969	1,822	20.3%	7,979	1,562	19.6%	5,931	1,497	25.2%
subtotal		53,551	15,689	29.3%	41,531	12,222	29.4%	42,570	13,584	31.9%
subtotal		221,309	40,013	18.1%	166,284	29,978	18.0%	176,239	33,115	18.8%
Adjustment	Plan assets etc.					1,225			1,934	
Total		221,309	40,013	18.1%	166,284	31,203	18.8%	176,239	35,049	19.9%



# Appendix



# Consolidated Financial Statements

## [Consolidated Statements Of Financial Position]

[million of KRW]

Title Of Account	FY2017	FY2018	FY2019
Asset			
I .Current Asset	10,915,713	15,905,914	19,960,508
II .Non-Current Assets	1,648,330	3,015,077	4,210,932
<b>Total Assets</b>	<b>12,564,043</b>	<b>18,920,991</b>	<b>24,171,440</b>
Liabilities			
I .Current Liabilities	9,853,155	15,123,509	18,757,680
II .Non-Current Liabilities	799,896	1,356,910	2,749,534
<b>Total Liabilities</b>	<b>10,653,051</b>	<b>16,480,419</b>	<b>21,507,214</b>
Equity			
I .Capital Stock	22,433	22,433	22,433
II .Capital Surplus	242,531	280,434	275,604
III . Retained Earnings	804,324	889,689	1,058,600
IV .Capital Adjustment	-18,554	-17,564	-19,635
V .Accumulated Other Comprehensive Income	6,310	24,872	-757
Equity attributable to owners of parent	1,057,045	1,199,865	1,336,245
Non-controlling interests	853,947	1,240,708	1,327,980
<b>Total Equity</b>	<b>1,910,992</b>	<b>2,440,573</b>	<b>2,644,226</b>
<b>Total Liabilities &amp; Equity</b>	<b>12,564,043</b>	<b>18,920,991</b>	<b>24,171,440</b>

## [Consolidated Income Statement]

[million of KRW]

Title Of Account	FY2017	FY2018	FY2019
I . Sales	1,372,803	2,202,396	2,901,833
Cost of sales	788,917	1,570,619	1,998,009
Gross Profit	583,886	631,777	903,824
Selling & Administrative Expenses	253,684	307,725	396,286
<b>II . Operating Income</b>	<b>330,202</b>	<b>324,052</b>	<b>507,538</b>
Other Income	16,522	15,105	28,285
Other Expenses	8,297	10,492	27,525
Financial income	3,238	2,496	3,211
Financial expense	6,133	10,935	7,463
Equity method income / loss	8,316	4,258	29,369
<b>III . Income Before Income Tax</b>	<b>343,848</b>	<b>324,484</b>	<b>533,415</b>
Income Tax Expenses	101,720	102,085	137,870
<b>IV . Income from continuing operation</b>	<b>242,128</b>	<b>222,399</b>	<b>395,545</b>
V . Income from Discontinued Operation	1,015	3,005	319
<b>VI . Net Income</b>	<b>243,143</b>	<b>225,404</b>	<b>395,865</b>
Profit attributable to owners of the parent	114,579	110,368	185,320
Profit attributable to non-controlling interests	128,563	115,036	210,545

# Financial Statements

## [Statements Of Financial Position]

[million of KRW]

Title Of Account	FY2017	FY2018	FY2019
Asset			
I .Current Asset	106,133	142,095	174,269
II .Non-Current Assets	599,522	611,314	610,620
Total Assets	705,654	753,409	784,889
Liabilities			
I .Current Liabilities	188,639	71,162	75,126
II .Non-Current Liabilities	17,163	167,907	172,432
Total Liabilities	205,802	239,069	247,558
Equity			
I .Capital Stock	22,433	22,433	22,433
II .Capital Surplus	178,513	178,513	178,513
III .Capital Adjustment	-9,154	-10,030	-10,030
IV .Accumulated Other Comprehensive Income	-366	-4,688	-3,129
V .Retained Earnings	308,426	328,112	349,545
Total Equity	499,853	514,340	537,332
<b>Total Liabilities &amp; Equity</b>	<b>705,654</b>	<b>753,409</b>	<b>784,889</b>

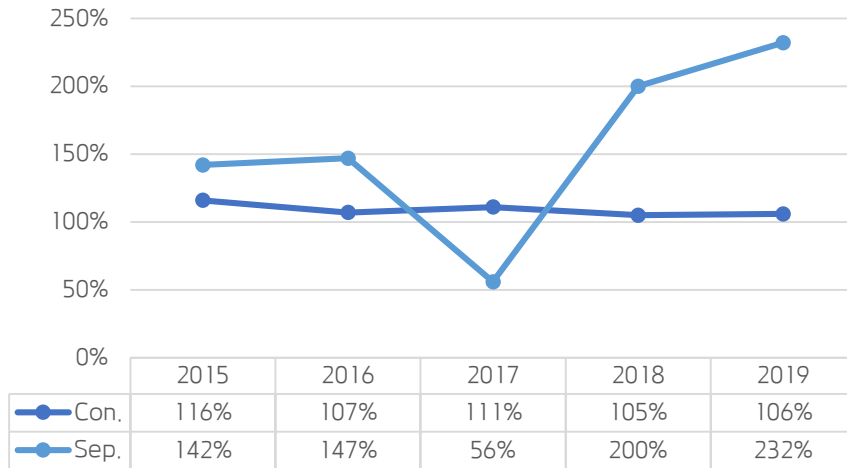
## [Income Statement]

[million of KRW]

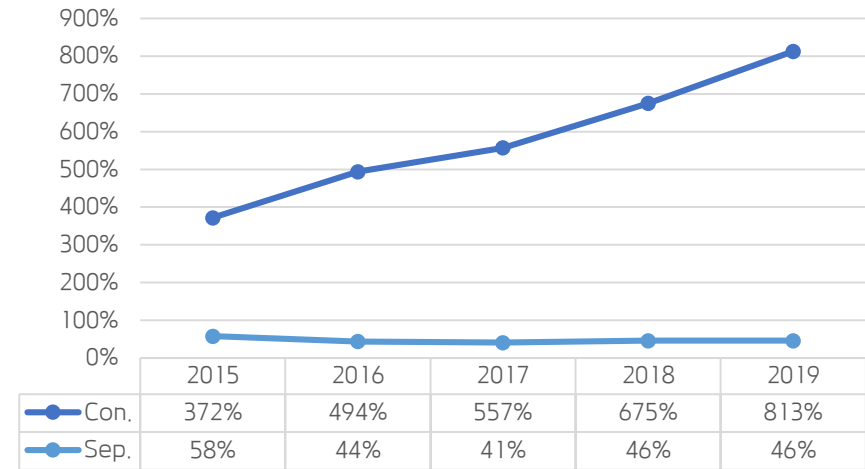
Title Of Account	FY2017	FY2018	FY2019
I . Sales	163,603	192,269	221,309
Cost of sales	130,842	145,114	166,157
Gross Profit	32,760	47,155	55,152
Selling & Administrative Expenses	13,390	13,881	15,138
II . Operating Income	19,370	33,275	40,013
Other Income	7,392	4,709	4,240
Other Expenses	8,497	8,102	12,082
Financial income	13,338	17,950	23,120
Financial expense	4,352	5,999	6,332
III . Income Before Income Tax	27,251	41,833	48,959
Income Tax Expenses	6,272	11,528	11,697
IV . Income from continuing operation	20,979	30,305	37,262
V . Income from Discontinued Operation	1,015	3,110	
VI . Net Income	21,994	33,415	37,262

# Financial Ratio

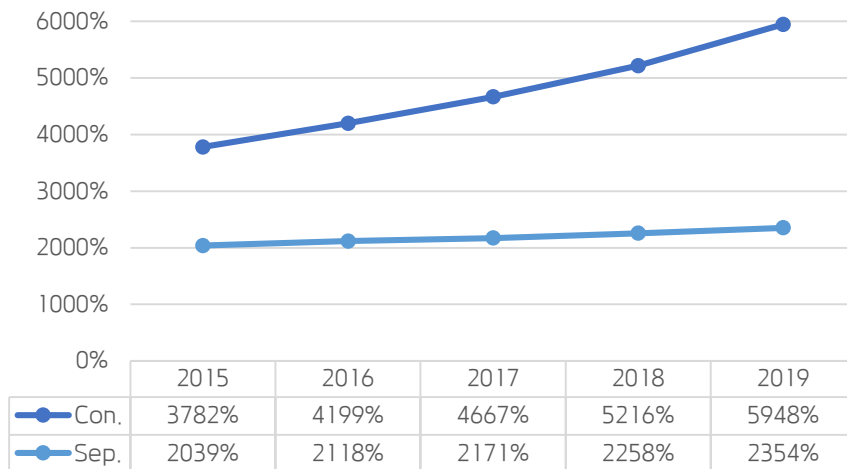
### Current Ratio



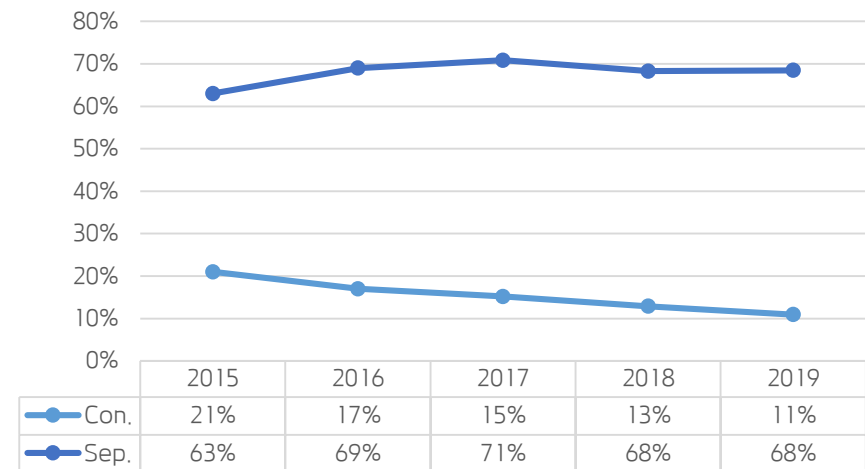
### Debt Ratio



### Reserve Ratio



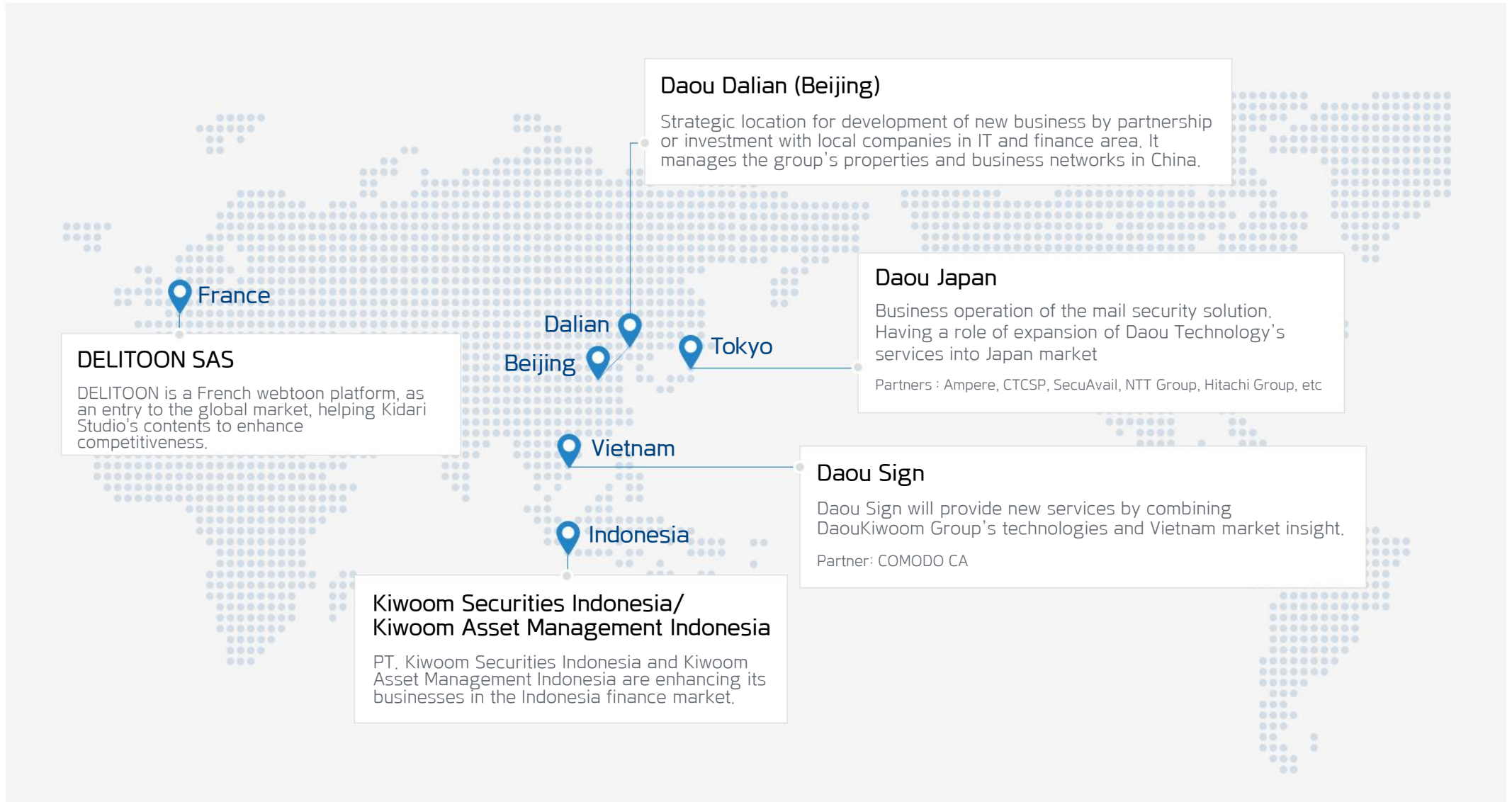
### BIS Ratio





# Overseas Business

We are aiming to spread growth on global scale. Our overseas business division globally exists with four overseas business units in four countries including Japan, China, Indonesia, Vietnam and France. IT, finance and service business are operated in the mentioned locations. We will continue our growth in overseas with investment in R&D and salesforce.





# Thank you

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