

2024년 3분기 실적발표

2024 Q3 Earnings call

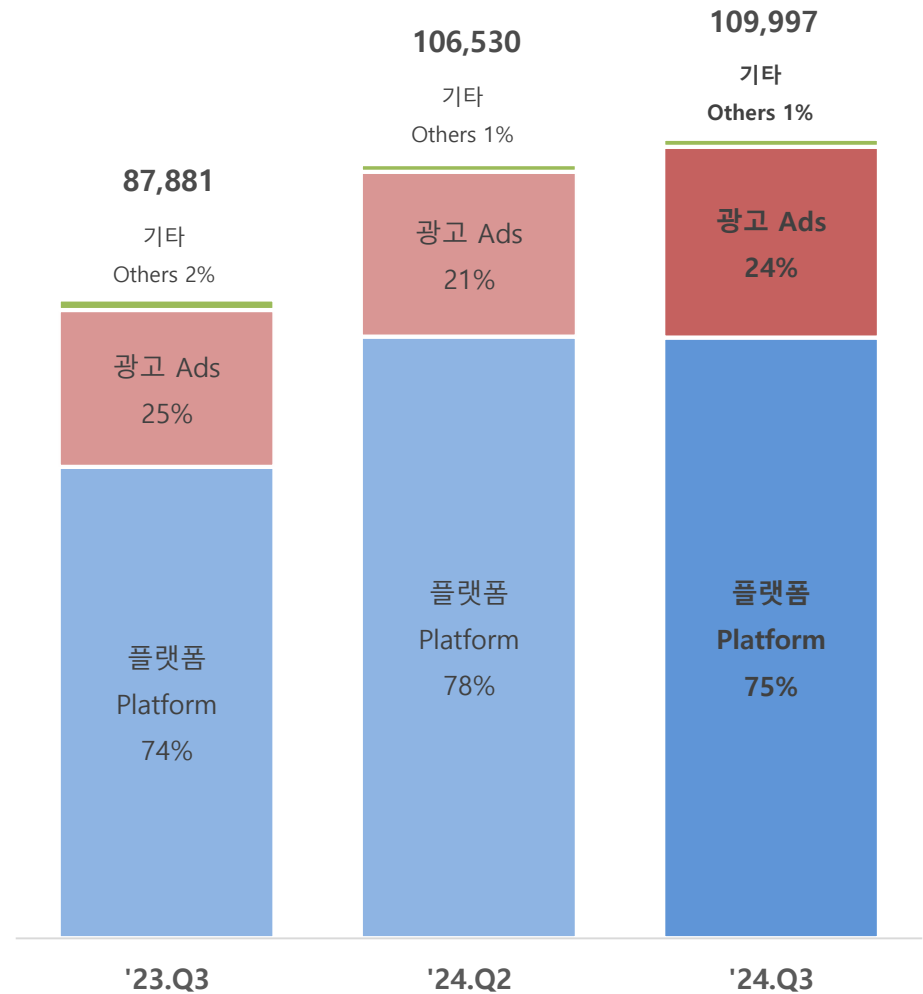
Oct. 2024

분기실적 요약 / Q3 Earnings Summary

(단위/Unit : 백만원/mKRW)	'24.Q3	QoQ	YoY	'24.Q2	'23.Q3
매출 Revenue	109,997	3.3%	25.2%	106,530	87,881
플랫폼 Platform Service	82,639	-0.2%	27.4%	82,782	64,860
광고 Advertisement	26,238	15.7%	21.7%	22,670	21,564
기타 Others	1,120	3.8%	-23.2%	1,078	1,457
영업비용 Costs	86,129	17.6%	30.5%	73,228	65,983
영업이익 Operating Profit	23,868	-28.3%	9.0%	33,303	21,897
법인세차감전순이익 Earnings before taxes	29,279	-18.9%	19.1%	36,081	24,586
당기순이익 Net Profit	24,038	-13.1%	25.0%	27,670	19,228

비중 / Portion

(단위/Unit : 백만원/ mKRW, 매출 비중/% of Revenue)

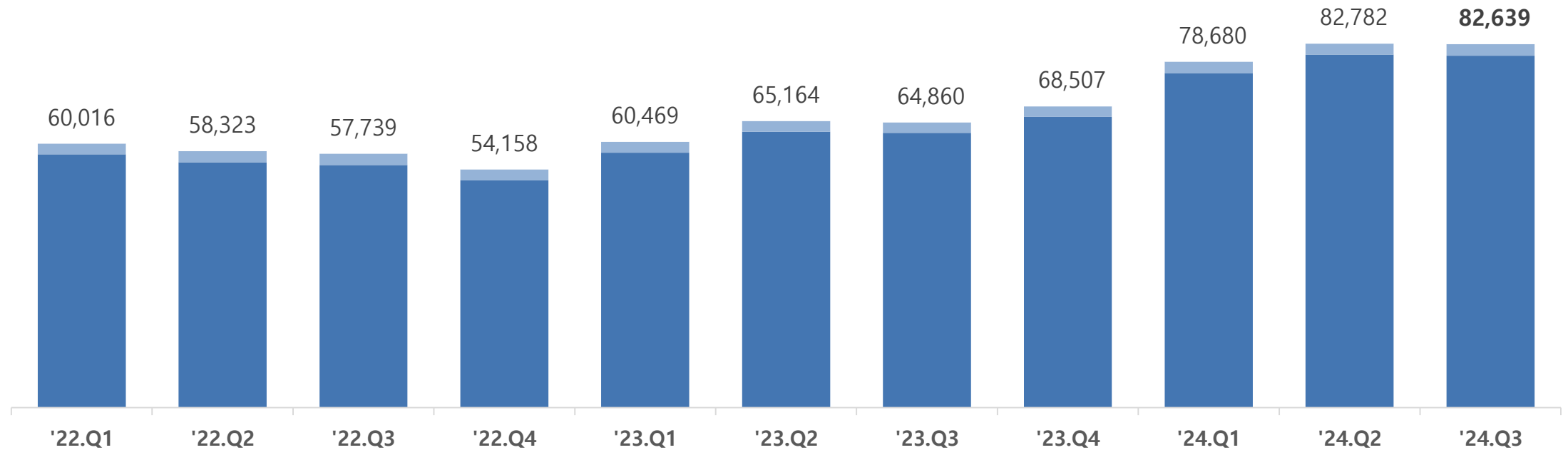


플랫폼 / Platform Service

- '24.Q3 플랫폼 매출 826억원 (-0.2% Q/Q, +27.4% Y/Y)
- 결제유저 수 증가로 ARPPU 감소 상쇄

- '24.Q3 Platform Service : 82.6 billion won (-0.2% Q/Q, +27.4% Y/Y)
- The increase in paying users offsets the decline in ARPPU.

- 기능성 아이템 + 플랫폼 기타 / Non-Gift Related Item sales + Platform Others
- 기부경제선물 / Donations and Subscriptions



광고 / Advertisement

- '24.Q3 광고 매출 262억원 (+15.7% Q/Q, +21.7% Y/Y)

- 플랫폼 광고 및 광고 기타 매출 성장에 따른 매출 증가

- 플랫폼 광고: 38억원 (+23.1% Q/Q, +13.2% Y/Y)
- 콘텐츠형 광고: 143억원 (-0.3% Q/Q, +13.6% Y/Y)
- 광고기타: 81억원 (+55.6% Q/Q, +45.0% Y/Y)

- '24.Q3 Advertisement : 26.2 billion won (+15.7% Q/Q, +21.7% Y/Y)

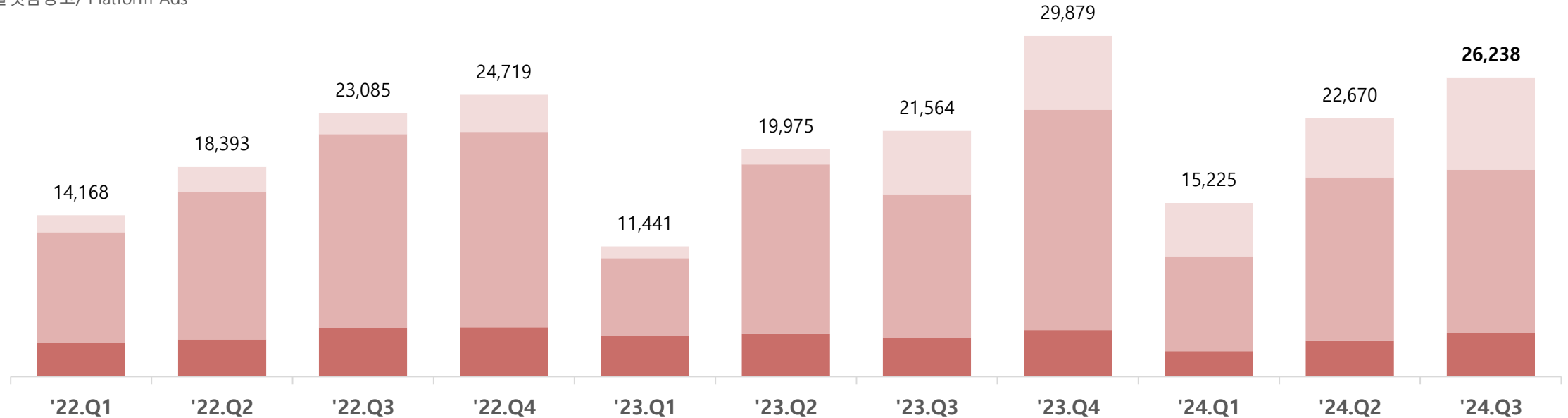
- Ads revenue growth led by Platform and Others Ads

- Platform Advertisement 3.8 billion won (+23.1% Q/Q, +13.2% Y/Y)
- Branded Contents : 14.3 billion won (-0.3% Q/Q, +13.6% Y/Y)
- Ads Others : 8.1 billion won (+55.6% Q/Q, +45.0% Y/Y)

■ 광고 기타 / Ads others

■ 콘텐츠형광고 / Branded-Contents Ads

■ 플랫폼광고/ Platform Ads

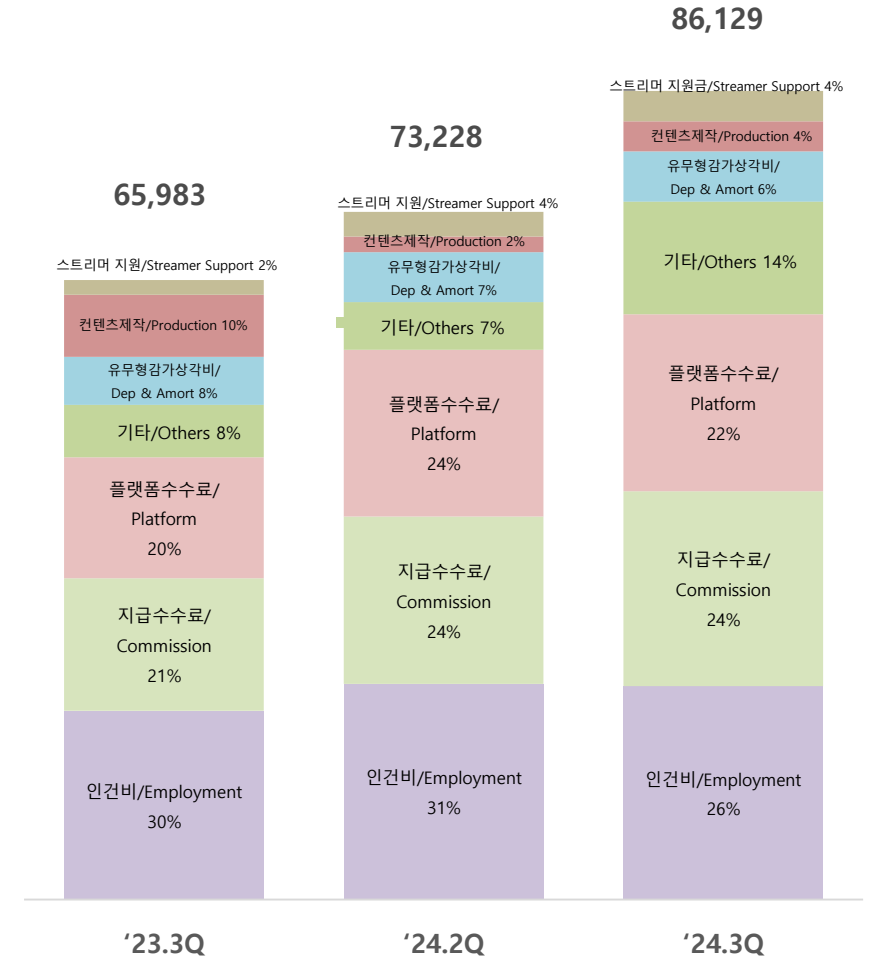


비용 / SG&A

(단위/Unit : 백만원/mKRW)	'24.Q3	QoQ	YoY	'24.Q2	'23.Q3
비용 SG&A	86,129	17.6%	30.5%	73,228	65,983
인건비 Labor cost	22,713	-1.0%	13.0%	22,952	20,096
지급수수료 (중계권/기타) Commission (Copyrights/Others)	8,604	45.1%	27.0%	5,930	6,773
지급수수료 (광고) Commission (Ads)	12,176	2.2%	66.0%	11,918	7,336
과금수수료 Paying Charges	13,535	-1.1%	39.1%	13,686	9,731
회선사용료 Internet circuit expense	5,299	30.1%	68.8%	4,072	3,140
스트리머 지원금 Streamer support expense	3,247	24.3%	106.4%	2,612	1,573
컨텐츠제작비 Contents production cost	3,222	93.1%	-51.3%	1,668	6,614
유무형감가상각비 Depreciation & Amortization	5,337	0.0%	4.2%	5,336	5,121
지급임차료 Rent	94	11.0%	2.6%	84	91
행사비 Event expense	292	-45.2%	-14.5%	533	342
기타 Others	11,611	161.7%	124.7%	4,437	5,166

비중 / Portion

(단위/Unit : 백만원/ mKRW, 비용 비중/% of cost)



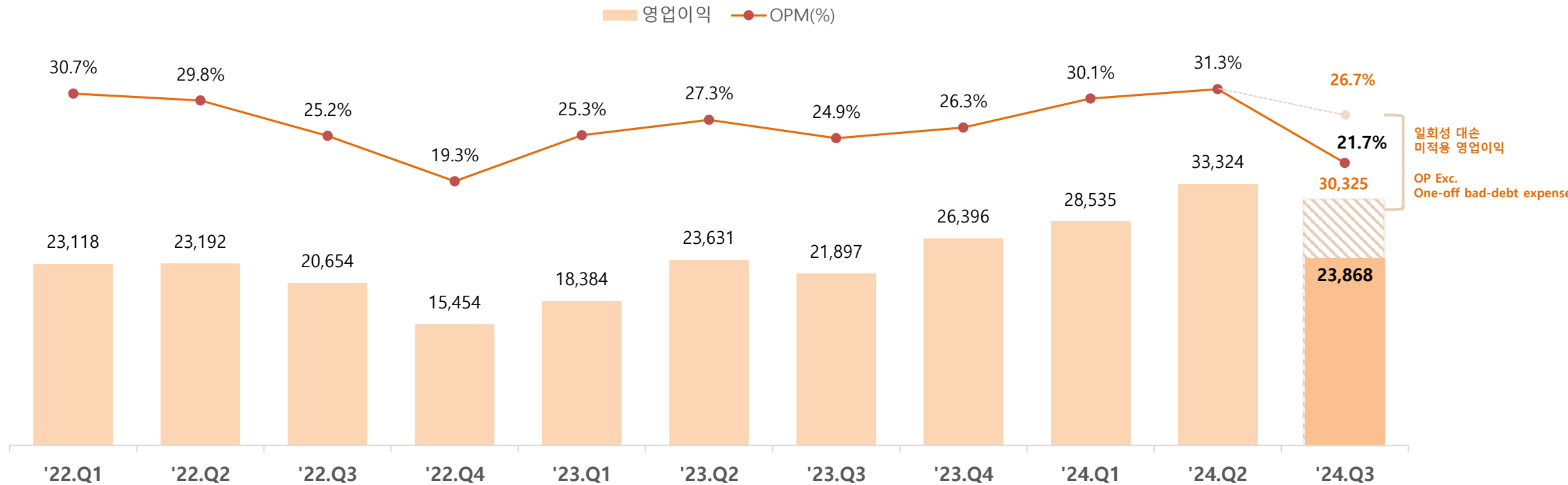
• 지급수수료 Commission = 중계권 수수료 Copyrights + 광고 수수료 Ads commission + 기타 수수료 Others commission
 • 플랫폼수수료 Platform charge = 회선사용료 Paying Charges + 과금수수료 Internet circuit expense

• 기타 Others = 지급임차료 Rent + 행사비 Event expense + 기타 Others

영업이익 / Operating Income

- '24.Q3 영업이익 239억원 (-28.3% Q/Q, +9.0% Y/Y), OPM 21.7%
- 일회성 대손상각비 미적용 영업이익 303억원 (-9% Q/Q, +38% Y/Y), OPM 27.6%

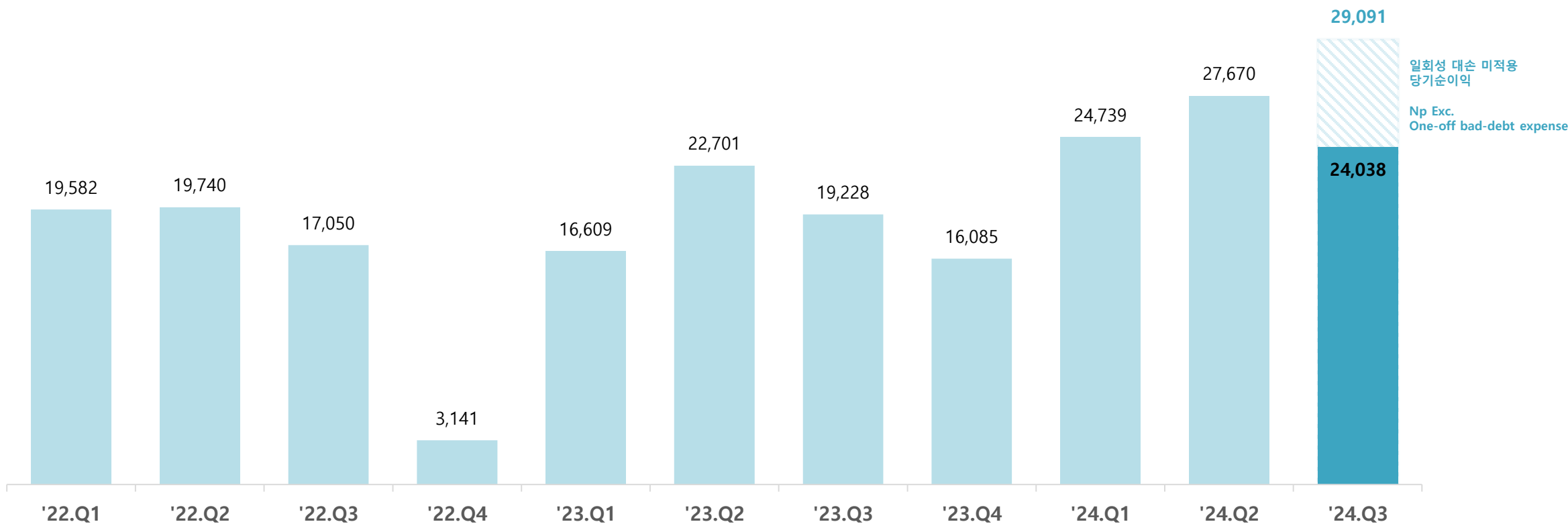
- '24.Q3 Operating profit 23.9 billion won (-28.3% Q/Q, +9.0% Y/Y), OPM 21.7%
- Excluding the impact of one-time expense(bad-debt), the operating income is 30.3 billion won (-9% Q/Q, +38% Y/Y), with an operating margin (OPM) of 27.6%



당기순이익 / Net profit

- '24.Q3 당기순이익 240억원 (-13.1% Q/Q, +25.0% Y/Y)
- 일회성 대손상각비 미적용 당기순이익 255억원 (+5% Q/Q, +51% Y/Y)

- '24.Q3 Net profit 24.0 billion won (-13.1% Q/Q, +25.0% Y/Y)
- Excluding the impact of one-time expense(bad-debt), the net profit is 25.5 billion won (+5% Q/Q, +51% Y/Y)



연결 재무상태표 / Consolidated Financial Statement

(단위/Unit : 백만원/mKRW)	2024.09.30	2024.06.30	2023.09.30
자산총계 Total assets	652,115	615,812	540,904
유동자산 Current assets	554,187	520,412	431,635
비유동자산 Non-current assets	97,928	95,400	109,269
부채총계 Total liabilities	297,023	284,528	261,511
유동부채 Current liabilities	284,487	274,582	249,352
비유동부채 Non-current liabilities	12,537	9,945	12,159
자본총계 Total shareholders' equity	355,092	331,284	279,392
자본금 Capital stock	5,747	5,747	5,747