# 2018 3Q IR PRESENTATION

## INVESTOR RELATIONS

SEPTEMBER 2018







## Disclaimer

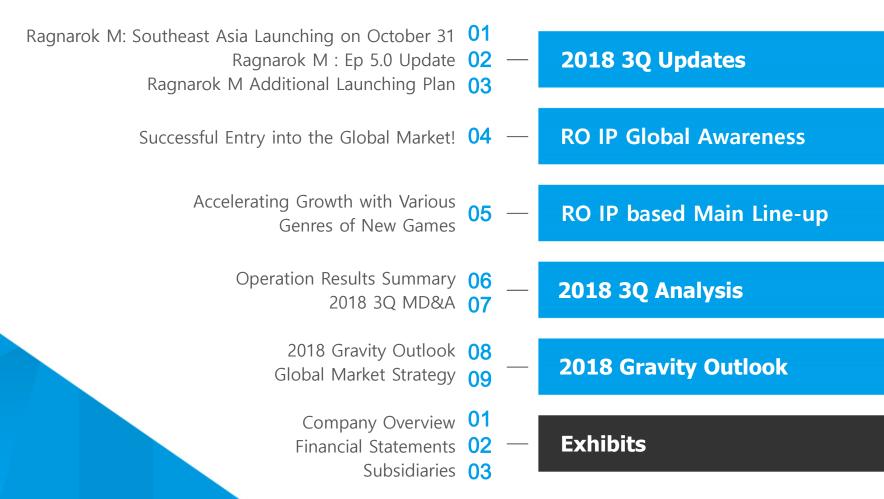
These materials have been prepared by GRAVITY Co., Ltd. ("Gravity" or the "Company"). The statements contained in this presentation have not been independently verified. No representations or warranties, express or implied, are made as to, and no reliance should be placed on, the accuracy, fairness or completeness of the information presented or contained in these materials. Neither the Company nor any of its affiliates, advisers or representatives accepts any responsibility whatsoever for any loss or damage arising from any information presented or contained in these materials. The information presented or contained in these materials is subject to change without notice and its accuracy is not guaranteed.

The presentations do not constitute an offer or invitation to purchase or subscribe for any shares or other securities of the Company and neither any part of the materials nor any information or statement contained therein shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.

Certain statements or other disclosure content in these presentation materials may include, in addition to historical information, "forward-looking statements" within the meaning of the "safe-harbor" provisions of the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking statements can generally be identified by the use of forward-looking terminology, such as "may," "will," "expect," "intend," "estimate," "anticipate," "believe," "project," or "continue" or the negative thereof or other similar words, although not all forward-looking statements will contain these words. These forward-looking statements are based on our current assumptions, expectations and projections about future events. All forward-looking statements involve risks and uncertainties that may cause our actual performance, financial condition or results of operations to be materially different from those suggested by the forward-looking statements, including, but not limited to, our ability to diversify revenue; our ability to collect, and in a timely manner, license fees and royalty payments from overseas licensees; our ability to acquire, develop, license, launch, market or operate commercially successful online games; our ability to compete effectively in a highly competitive industry; our ability to anticipate and access technological developments in our industry; our ability to recruit and retain quality employees as we grow; our ability to implement our growth strategies; and economic and political conditions globally. Investors should consider the information contained in our submissions and filings with the United States Securities and Exchange Commission (the "SEC") including our annual report for the fiscal year ended December 31, 2017 on Form 20-F, together with such other documents that we may submit to or file with the SEC from time to time, including on Form 6-K. The forward-looking statements speak only as of this press release and we assume no duty to update them to reflect new, changing or unanticipated events or circumstances.



## **CONTENTS**





### Ragnarok M is Coming to Southeast Asia

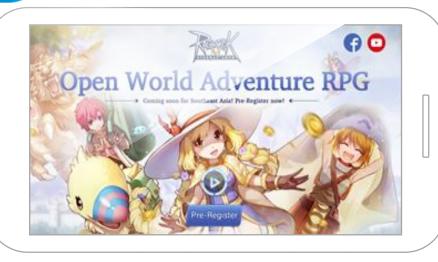
Ragnarok M : Southeast Asia Version Launching on October 31

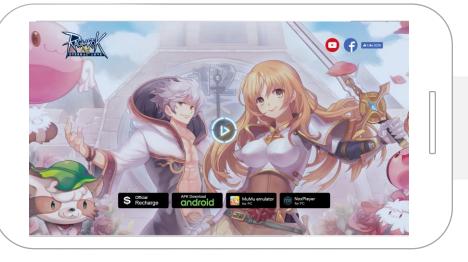
**02** Ragnarok M : 5.0 Episode Update

03 Ragnarok M : Additional Launching Plan

## Ragnarok M: Southeast Asia Version Launching on October 31 og GRAVITY







#### 2,500,000 Pre-registration signups! (as of Oct 31 2018)

- Pre-registration website/Google/Apple iOS opened on September 19!
- Five Languages (Thai, Indonesian, English, Vietnamese, Simplified Chinese)
- Launching Area: 11 countries including Thailand, Indonesia, Philippines, Singapore, Malaysia, Vietnam

- Free download Rank No.1 in iOS in 5 countries on launching day! (Thailand, Indonesia, the Philippines, Singapore, Malaysia)
  - Grossing Rank No. 1 in iOS in Thailand and Indonesia

Attracting over 2,500,000 Pre registration signups! Free download Rank No.1 in iOS in 5 countries on the launching day! Grossing Rank No. 1 in iOS in Thailand and Indonesia

## Ragnarok M: Southeast Asia Version Launching on October 31 🧒 GRAVITY



### Preoccupy Southeast Asia Market and Active Communication with Users in Off-line Game shows





**Thailand GAME SHOW 2018** (October 26~28)

The Philippines **Electronic Sports and Gaming Summit 2018** (October 26~28)

- Boosting Ragnarok M's expectations with the history that Ragnarok Online have won the best MMORPG Game awards in Thailand Game Show 2016, 2017 two years in a row
- Gaining brand awareness and know-how for the localization through Ragnarok online
- Targeting the Philippines Market With Ragnarok IP based games and Ragnarok M

## Ragnarok M: 5.0 Episode Update



#### Taiwan Ragnarok M's Oct Event

- Going up Rank **No.1 mobile game(in** term of sales) in iOS and No.4 in Google after the October event, discounting clothes Gacha for the concept of "Wanderer on the Universe"
- Maintaining in the top ten of iOS (as of Oct 15)





- A New City: Nifflheim, Realm of the Dead
- Boss)

- New Jobs: Magician (Sage) Archer (Bard, Dancer)

- Add the boss of the deceased (World

- Add a function to compose pets

Strengthen the lifecycle of Ragnarok M through continuous updates Loyal users with differentiated events and steady gamers

Taiwan/Korea Ragnarok M: 5.0 **Episode Update** planning on November 8



03

2018 3Q Updates

## Ragnarok M: Additional Launching Plan



Ragnarok M: North America Version launching in the first half of 2019 and preparing the service for Japan

NO. of Ragnarok Online Country **Registered Accounts** iOS No.1 iOS No.1 12.3M Android No.1 Android No.3 **Philippines** 10.4M **Thailand** 7.3M iOS No.2 Global Launch: Southeast Asia version in **Total Games No.20** 5.3M Brazil October, North America version in the first China 5.1M quarter of 2019 U.S. and Canada 5M - Publishing by US Subsidiary, Gravity Interactive - North America Version: Plan to launch in North America, 4.2M Japan South America and Oceania 3.2M Indonesia 1.4M Russia and CIS Singapore/Malaysia 1.1M Japan Launch: Preparing the service



# Successful Entry Into the Global Market!

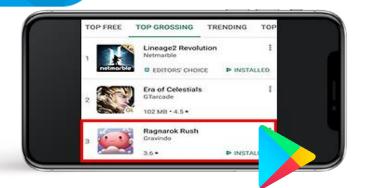
Q4 Ragnarok R(Ragnarok Rush) Indonesia LaunchingRagnarok Online Russia Re-launching on August 15

04

#### Ragnarok IP Global Awareness

## **Successful Entry into the Global Market!**





# Google Store Top Grossing Rank No. 3 after the launch of Ragnarok R (Ragnarok Rush) in Indonesia

- 1 Launching in Android on September 12 and in iOS on September 14
- ② Successful Entry into Indonesia (Market Google Play Top Grossing No.3)





### Ragnarok Online Russia Re-launching on August 15

- ① Strengthen Ragnarok IP awareness by strategic alliance with new Local Publishers (Innova)
- 2 Extend to global based on localization per market and hit in major Asian markets





Ragnarok IP based Main Line-up

Accelerating Growth with Various Genres of New Games

**05** Diversification Strategy for Ragnarok IP Business Expand lineups with In-house development

05

Ragnarok IP based Main Line-up

## Accelerating Growth with Various Genres of New Games 😉 GRAVITY

### Diversification Strategy of Ragnarok IP Business: Improve users satisfaction with the new games







### Ragnarok M: First Love(MMORPG)

- Tencent Holdings Limited announced the Highly anticipated game, one of 20 titles in China joy, Ragnarok M: First Love on September 3
- In progress of CBT with about 10,000 applicants

#### Intro:

- Enhancing Functions (Climbing up a ladder, the change of weather/time etc.)
- Maximizing user's enjoyment
- Anticipating revenue growth from diverse monetization models

### Ragnarok Mobile Adventurer(3D ARPG)

In Progress of development

#### Intro:

- The sequel to Ragnarok R and Team play functions with 3D graphics
- Real-time communication through voice chatting

Date: Plan to launch in 2019

#### 3D Web Game

#### Intro:

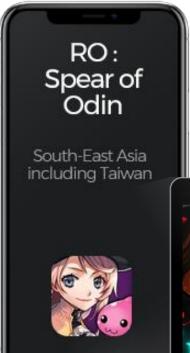
- Upgraded the sequel to Ragnarok Prequel with delicate effects Full 3D

**Date :** Plan to launch in Taiwan during the first half of 2019

Ragnarok IP based Main Line-up

## 

**Expand line-up with In-house development** 



Ragnarok: Spear of Odin (ACTION MORPG)

#### Intro:

- Action RPG Game based on Ragnarok IP
- Selection of jobs: A thief, a knight, and a magician
- Collecting the card and improving the characters, being able to cooperation play in live

Date: Plan to launch in Taiwan during the first half of 2019



Preparing the other games based on Ragnarok IP





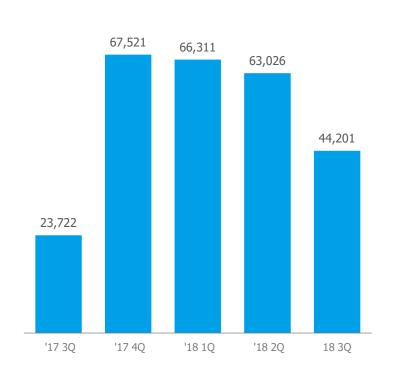
**06** Operation Results Trend

07 Revenues Breakdown

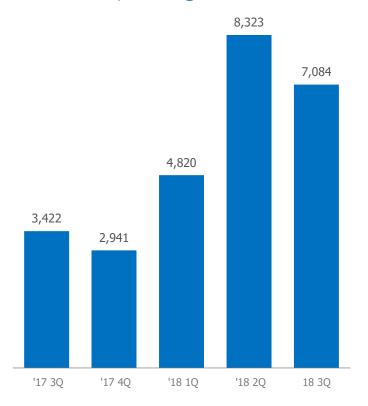
## **Operation Results Trend**



#### Revenues



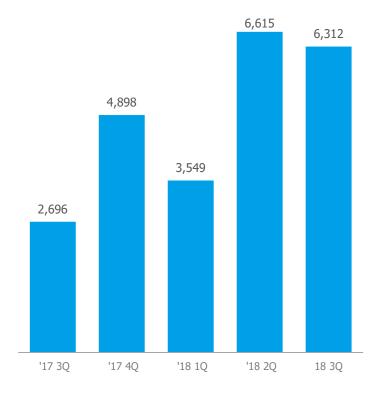
### Operating Profit



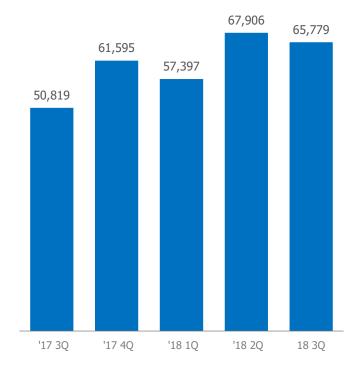
## **Operation Results Trend**







# Cash and Short-term Financial Instruments



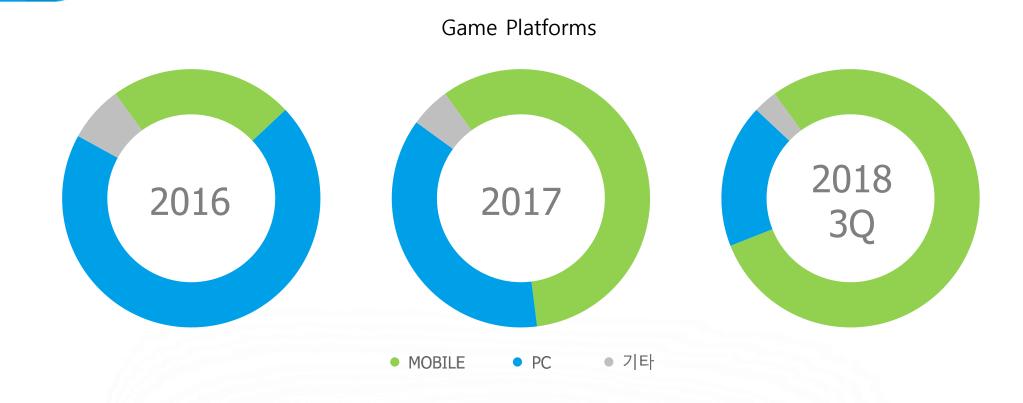
### **Revenues Breakdown**





### **Revenues Breakdown**





Continues Revenue Growth in both Online and Mobile Games



**Gravity as a Leading Service Provide in Online** and Mobile Game Markets





2018 Gravity Outlook

**08** Upcoming Launchings

09 Global Market Strategy

2018 Gravity Outlook

## **Upcoming Launchings**



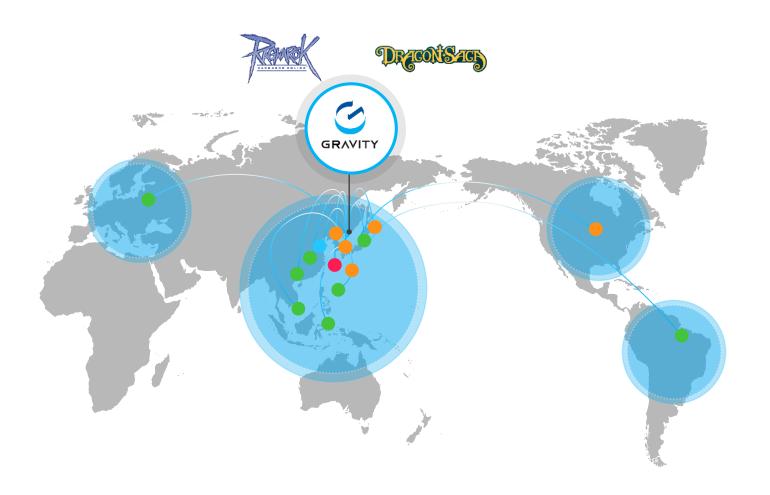


Platform	Game	Plan	Schedule	Market	
PC	Ragnarok Online	Additional Re <b>-</b> launching	2019	TBD	
PC	Dragon Saga	Additional launching	TBD	China	
Web Browser	Ragnarok Prequel (Ragnarok Journey)	Additional launching	2019	South East Asia	
Web Browser	3D Web game	New launch	1H 2019	Taiwan	
Mobile	Ragnarok R (Card RPG)	Additional launching	2019	South East Asia	
Mobile	Ragnarok M (MMO RPG)	Additional launching	1Q 2019/ TBD	Global Markets/Japan	
Mobile	RO : Idle Poring (Communication RPG)	Additional launching	2019	Japan	
Mobile	Ragnarok: Spear of Odin (MO RPG)	New launch	1H 2019	Taiwan	
Mobile	Mobile games based on Ragnarok IP	New launch	2019	TBD	
Mobile	Valor Tactics Guard	New launch	2018 4Q	United States, Canada, the Philippines, Singapore, Malaysia	
Mobile	Heroes of Dongeon(BURST)	New launch	2018 4Q	Korea	
Mobile	Dawn Break	New launch	2018 4Q	Korea	



### GRAVITY 21

### **Global Market Strategy**



### **Strategic Plans for Global Market**

- US Subsidiary: Expand the global service to North America, South America, Oceania
- Global business targeting more then 80 countries → Expansion and buildup
- Strengthen Market power in Southeast Asia such as Indonesia, Thailand etc.
- Own growth engine through opportunity to find a new business





- **01** Company Information
- **02** Financial Statements
- 03 Subsidiaries

#### **Exhibits**

## **Company Information**





April 4, 2000



Seoul, Korea(HQ), Taipei, Taiwan (Subsidiary), California, USA (Subsidiary)



544 (Including Subsidiaries, as of September 30, 2018)



Development and Publishing of Online Games and Mobile Games
IP Licensing Business
Character merchandizing and other IT Services



CEO Hyun Chul Park COO Yoshinori Kitamura CFO Heung Gon Kim 02

#### **Exhibits**

### **Financial Statements**



(In millions of KRW except share and per share data)

Consolidated Statements of Comprehensive Income (IFRS)

Account	2017 3Q	2017 4Q	2018 1Q	2018 2Q	2018 3Q	
Account		(unaudited)				
Revenues	23,722	67,521	66,311	63,026	44,201	
Online games—subscription revenue	9,126	7,661	8,896	6,116	6,005	
Online games—royalties and license fees	3,492	4,731	4,619	3,208	2,961	
Mobile games and applications	9,730	52,592	51,396	51,790	33,387	
Character merchandising, animation and other revenue	1,374	2,537	1,400	1,912	1,848	
Cost of revenues	13,922	51,521	45,784	43,150	29,806	
Gross Profit	9,800	16,000	20,527	19,876	14,395	
Total operating expenses	6,378	13,059	15,707	11,553	7,311	
SG&A	4,943	10,964	13,827	9,470	5,602	
R&D expenses	1,436	1,899	1,874	1,742	1,760	
Other expenses (income)	(1)	196	6	341	(51)	
Operating Profit	3,422	2,941	4,820	8,323	7,084	
Finance income	200	758	590	892	58	
Financial costs	(1)	(804)	(293)	(573)	187	
Profit before income tax expense	3,621	2,895	5,117	8,642	7,329	
Income Tax Expense	914	(2,015)	1,593	2,042	1,024	
Profit for the per	2,707	4,910	3,524	6,600	6,305	
Profit (loss) attributable to:						
Non controlling interest	11	12	(25)	(15)	(7)	
Owners of the Parent Company	2,696	4,898	3,549	6,615	6,312	
Earnings (loss) per share—basic and diluted:	388	705	511	952	908	
Earnings (loss) per ADS—basic and diluted:	388	705	511	952	908	

02

#### **Exhibits**

### **Financial Statements**



(In millions of KRW except share and per share data)

Consolidated Statement of Financial Position (IFRS)

Account	2017 3Q	2017 4Q	2018 1Q	2018 2Q	2018 3Q
Account	(unaudited)	(audited)	(unaudited)		
Assets	74,453	115,883	111,792	108,198	98,756
Current Assets	71,964	108,871	104,748	101,137	90,956
Cash and cash equivalents	50,819	61,595	57,397	67,906	65,779
Account receivables, net	16,750	42,168	41,811	28,008	20,751
Others	4,395	5,108	5,540	5,223	4,426
Non Current Assets	2,489	7,012	7,044	7,061	7,800
Property and equipment, net	766	946	972	1,329	1,615
Intangible asset	157	1,036	947	520	526
Deferred tax assets	0	3,036	3,037	3,036	3,036
Other non-current financial assets	987	1,394	1,384	1,453	1,492
Others	579	600	704	723	1,131
Liabilities	35,617	71,885	64,010	54,119	38,418
Current Liabilities	29,022	64,744	57,464	48,043	33,532
Account Payables	13,032	44,410	38,248	29,028	18,720
Deferred Revenue	13,429	16,100	14,639	15,177	12,361
Others	2,561	4,234	4,578	3,838	2,451
Non Current Liabilities	6,595	7,141	6,546	6,076	4,886
Equity	38,836	43,998	47,782	54,079	60,338
Share capital	3,474	3,474	3,474	3,474	3,474
Capital surplus	27,149	27,164	27,164	27,164	27,140
Other components of equity	262	(40)	220	(83)	(118)
Retained earnings (Accumulated deficit)	8,524	13,962	17,511	24,126	30,438
Non-controlling interest	(573)	(562)	(587)	(602)	(596)
Total Liabilities and Equity	74,453	115,883	111,792	108,198	98,756

## **Exhibits**

### **Subsidiaries**

### **GRAVITY** 26

#### Gravity Interactive, Inc.

- Steam Service
- Operation of warpportal.com
- Global Mobile Game Service
- Global Online Gam Service



GRAVITY

#### NeoCyon, Inc.

- Mobile Games Development
- Mobile Game Service in Korea
- B2B IT Service

#### Gravity Communications Co., Ltd.

• Strategical Planning for Asian Markets

Gravity Interactive, Inc.

#### **Gravity Entertainment Corporation**

Game Service in Japan

NeoCyon, Inc.

Gravity Co., Ltd.

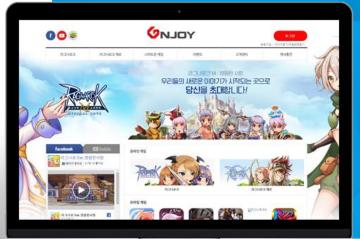
Gravity Communications Co., Ltd.

GRAVITY

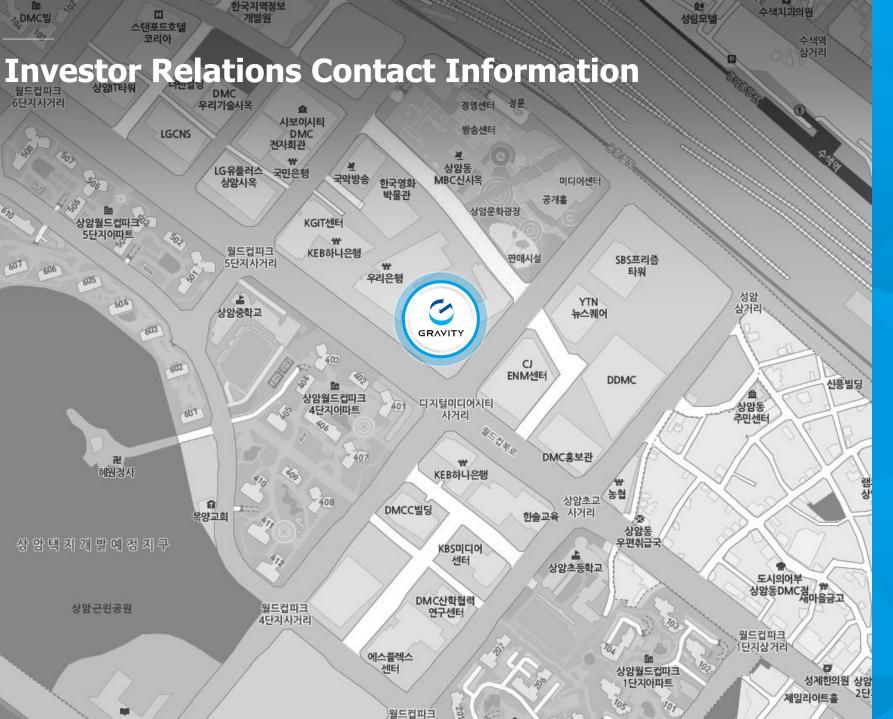
Gravity Entertainment Corporation

### **Gravity Co., Ltd.**

- Online and Mobile Game Development
- Ragnarok Online Service in Korea
- Online and Mobile Game Service in Korea
- IP Licensing Business
- Global Business Planning and Marketing



Game Portal Site: **GnJoy.com** 



**Heung Gon Kim**Chief Financial Officer

Sang Eun Sung IR Manager



Address | 15F, 396 World Cup buk-ro, Mapo-gu, Seoul 121-795, Korea

**E-mail** | ir@gravity.co.kr

**Tel** | +82 - 2 - 2132 - 7800~7801

Fax | +82 - 2 - 2132 - 7070



# **Thank You**