# HYBE

#### **2Q FY2022** Business Result

2022.08.03

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#### Earnings Summary – Q2 2022

2022 Q2 Revenue 512.2 billion KRW : YoY +83.8%, QoQ +79.7% 2022 Q2 Operating Profit 88.3 billion KRW : YoY +215.3%, QoQ +138.2%

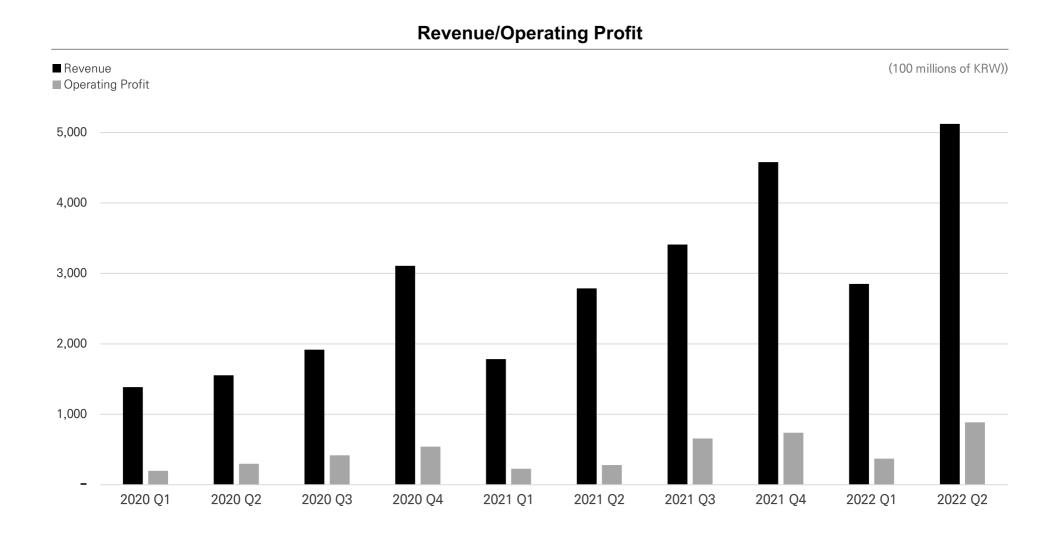
(millions of KRW)

	0004 00			Change	
	2021 Q2	2022 Q1	2022 Q2	YoY	QoQ
Total Revenue	278,610	284,974	512,218	83.8%	79.7%
Artist Direct-involvement	128,619	153,322	325,883	153.4%	113.9%
Albums	107,012	64,643	210,890	97.1%	226.2%
Concerts	-	61,306	84,959	-	38.6%
Ads, appearances and management	21,607	26,374	30,033	39.0%	13.9%
Artist Indirect-involvement	149,991	132,652	186,335	24.2%	40.5%
Merchandising and licensing	50,099	69,565	98,783	97.2%	42.0%
Contents	91,289	48,541	70,693	-22.6%	45.6%
Fan club, etc	8,603	14,546	16,858	96.0%	15.9%
Operating Expense	250,599	247,907	423,907	69.2%	71.0%
Opearting Profit	28,010	37,067	88,310	215.3%	138.2%
OP Margin (%)	10.1%	13.0%	17.2%	+7.1%p	+4.2%p
Adjusted EBITDA*	43,672	63,889	107,418	146.0%	68.1%
Adjusted EBITDA rate(%)	15.7%	22.4%	21.0%	+5.3%p	-1.4%р
Net Profit	20,259	30,659	93,043	359.3%	203.5%

\* Adjusted EBITDA : EBITDA+Gain/loss from equity method, depreciation on right of use assets is not added in EBITDA

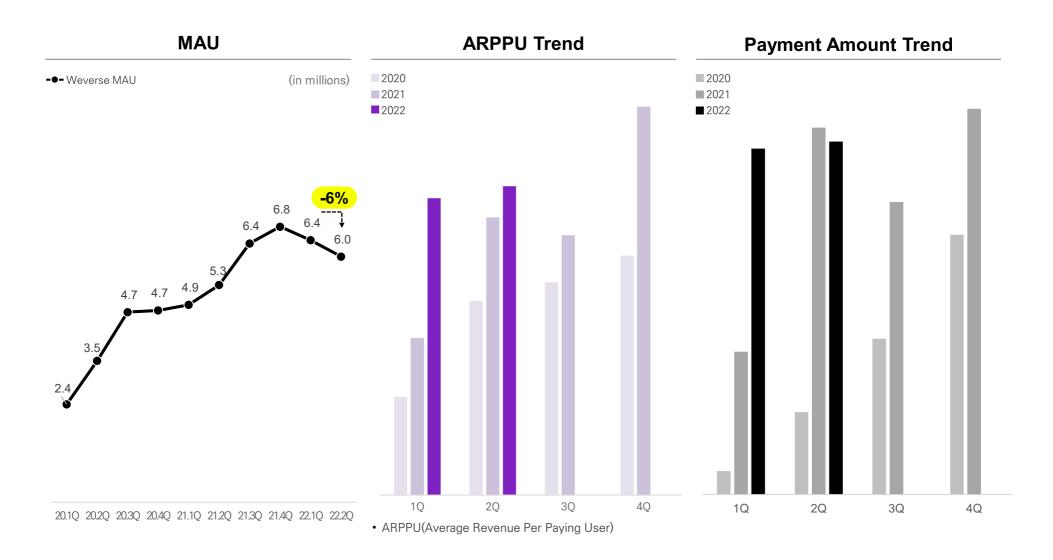
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#### Growth

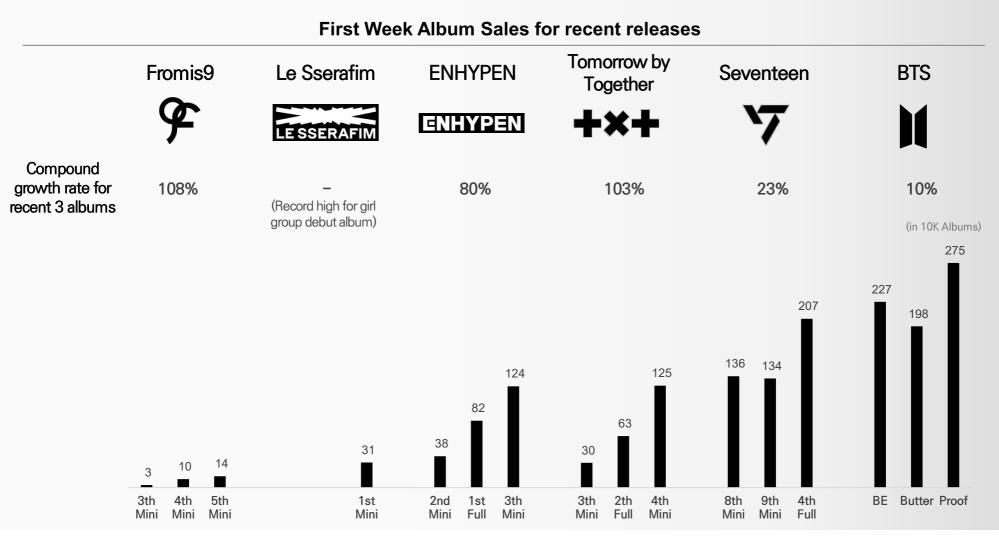


#### 2Q FY2022 BUSINESS RESULT

## WEVERSE KPI



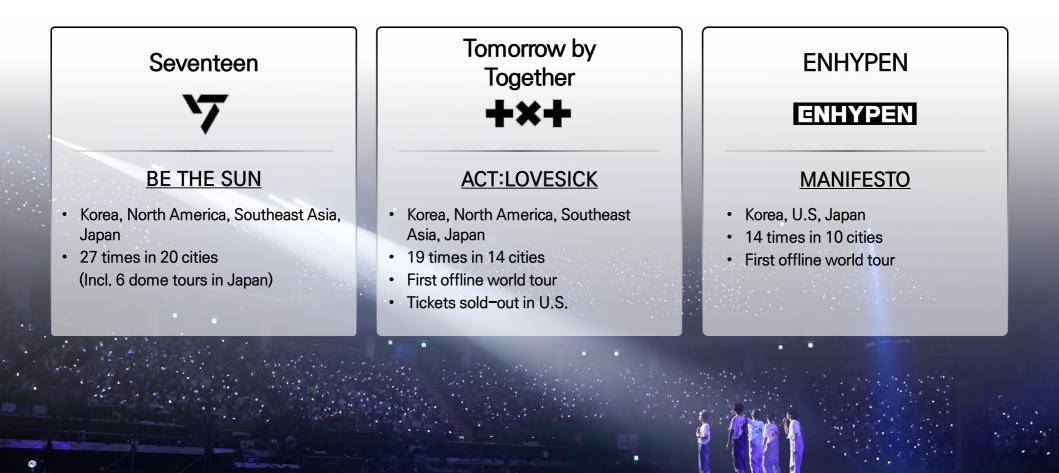
## Album Highlights



\* First week album sales is based on Hanteo chart

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#### World Tour Plan

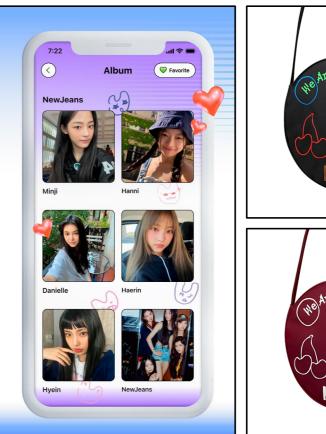


#### NewJeans



- Groundbreaking way of promotion
- Three title tracks
- 440,000+ album pre-order
- Launched 'Phoning', Fan-artist communication app for NewJeans

#### Phoning



#### Bag version Album



# In the Seom with BTS

<image/>			<ul> <li>Relaxing Puzzle Game</li> <li>Game for everyone</li> <li>Adorable graphics of beautiful island and cute characters</li> </ul> High-quality story <ul> <li>Incorporated the story of BTS at the level of two feature-length animations</li> </ul>
6.0 million Registered Users	Max. 2.2mil.	#1 in 28 states App Ranking	Superior technologyIn house develop• Introduced unique Al technology• Improve fan satisfaction by developing with the
95.7% Percentage of overseas users	4.85 Google Play Rating	4.90 Apple Store Rating	Analyze users' play to balance the level of the game

## **Financial Statements Summary**

#### **Consolidated Income Statement**

(in million KRW)

Category	2021.2Q	2021.3Q	2021.4Q	2022.1Q	2022.2Q
Total Revenue	278,610	341,038	457,946	284,974	512,218
Cost of sales	145,274	161,094	243,997	129,859	281,970
Gross margin	133,336	179,943	213,949	155,115	230,247
SG&A	105,326	114,306	140,119	118,048	141,937
Labor cost	40,331	47,923	60,818	51,908	55,722
Logistics cost	15,235	18,923	24,754	13,890	23,699
Depreciation and Amortization cost	10,055	14,001	12,822	13,470	14,275
Rent/upkeep	8,036	8,127	9,299	9,130	9,883
Outsourcing/Fees	26,836	18,789	22,128	19,452	24,447
Other SG&A expenses	4,832	6,543	10,297	10,198	13,910
<b>Operating Profit</b>	28,010	65,637	73,830	37,067	88,310
Margin (%)	10.1%	19.2%	16.1%	13.0%	17.2%
Non-operating income	3,431	11,401	40,921	31,322	61,546
Non-operating expenses	4,889	7,507	25,355	20,054	30,254
Profit before income tax	26,552	69,531	89,396	48,335	119,602
Income tax	6,293	19,822	35,774	17,676	26,560
Net profit	20,259	49,709	53,622	30,659	93,043
Controlling interests	20,504	47,901	51,291	32,543	92,206
Non-controlling interests	<del>-</del> 245	1,808	2,331	-1,884	837
Adjusted EBITDA	43,672	86,469	105,455	63,889	107,418
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#### **Consolidated Balance Sheet**

(in million KRW)

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Category	2020.12	2021.12	2022.06
Current assets	1,389,257	2,003,133	2,213,828
Non-current assets	535,186	2,725,782	3,085,678
Total assets	1,924,443	4,728,915	5,299,507
Current liabilities	296,242	586,619	896,400
Non-current liabilities	429,261	1,255,711	1,096,868
Total liabilities	725,503	1,842,330	1,993,268
Share capital	17,812	20,677	20,677
Share premium	1,147,515	2,469,875	2,469,875
Accumulated other comprehensive income	- 13,993	140,577	309,470
Retained earnings (accumulated deficit)	44,001	180,803	305,551
Non-controlling interests	3,605	74,654	200,667
Total equity	1,198,939	2,886,585	3,306,239
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