가 (RAG , v4)

: 2025 - 10 - 18

[TABLE START]

| | 2022 | 2023 | 2024 | |
|--|------|------|------|--|
| | 35.6 | 25.6 | 22.7 | |
| | 3.3 | 11.5 | 14.9 | |
| | 32.4 | 14.1 | 7.8 | |

[TABLE END]

[ANALYSIS START]

:

가

[ANALYSIS END]

[SECTION START]

[TABLE START]

| | 2022 | 2023 | 2024 |
|--|-------|--------|--------|
| | 12.4 | 18.7 | 54.7 |
| | - 6.8 | - 18.9 | - 16.6 |
| | - 3.3 | - 18.3 | - 16.5 |

[TABLE END]

[ANALYSIS START]

:

.

[ANALYSIS END]

[SECTION START]

[TABLE START]

| 2024 - 05 | | | | | | | |
|-----------|--------------|------|---|---|---|---|--|
| 2022 - 10 | series A () | 36.0 | , | , | , | , | |
| 2018 - 07 | seed | | | | | | |
| 2018 - 05 | seed | | | | | | |
| | | | | | | | |

[TABLE END]

[ANALYSIS START]

: GTM 가

[ANALYSIS END]

[SECTION START]

| 60 | 2.5% | 6.5% | 9.0% |
|----|-------|------|-------|
| 50 | 2.5% | 4.5% | 7.0% |
| 40 | 29.0% | 5.5% | 34.5% |

| | 30 | 23.0% | 9.0% | 32.0% |
|--|----|-------|-------|--------|
| | 20 | 9.5% | 8.0% | 17.5% |
| | | 66.5% | 33.5% | 100.0% |

[ANALYSIS START]

· 가 .

[ANALYSIS END]

[SECTION START]

[TABLE START]

| | | 2025 - 04 | 2025 - 05 | 2025 - 06 | 2025 - 07 | 2025 - 08 | 2025 - 09 |
|------|---|-----------|-----------|-----------|-----------|-----------|-----------|
| (|) | - | - | - | - | 16 | 17 |
| () |) | - | - | - | - | 709.0 | 412.7 |
| 가() |) | - | - | - | - | 44.3 | 24.3 |

[TABLE END]

[ANALYSIS START]

: ARPPU/AOV

가

[ANALYSIS END]

[SECTION START] | MUV

[TABLE START]

| | | (MUV) | |
|---|-----------|-------|---------|
| 2 | 2025 - 04 | 251 | - 31.4% |
| 2 | 2025 - 05 | 293 | 16.7% |
| 2 | 2025 - 06 | 222 | - 24.2% |
| 2 | 2025 - 07 | 242 | 9.0% |
| 2 | 2025 - 08 | 271 | 12.0% |
| 2 | 2025 - 09 | 200 | - 26.2% |

[TABLE END]

[ANALYSIS START]

MUV : MoM -

[ANALYSIS END]

[TABLE START]

| • | | | | |
|---|------|--------|-----|-------|
| | | () | () | () |
| | 2022 | 9394.6 | 5.0 | - 4.0 |
| | 2023 | 8821.8 | 4.8 | - 3.9 |
| | 2024 | 1.5 | 4.6 | - 3.1 |

[TABLE END]

[ANALYSIS START]

:

가

[ANALYSIS END]

[SECTION START]

[TABLE START]

| | () | () | () |
|------|--------|---------|---------|
| 2022 | 2963.2 | - 480.0 | - 420.0 |
| 2023 | 1800.0 | - 130.0 | 1057.2 |
| 2024 | 2700.0 | - 708.0 | 8560.1 |

[TABLE END]

[ANALYSIS START]

:

[ANALYSIS END]

[SECTION START]

[TABLE START]

| | () | () |
|------|--------|--------|
| 2022 | 2963.2 | 370.4 |
| 2023 | 1800.0 | 5748.3 |
| 2024 | 2700.0 | 6899.3 |

[TABLE END]

[ANALYSIS START]

가 ,

.

[ANALYSIS END]

[SECTION START]

| | (%) | (%) | (%) |
|----|------|------|------|
| 20 | 2.0 | 4.0 | 6.0 |
| 30 | 24.0 | 22.0 | 46.0 |
| 40 | 30.0 | 10.0 | 40.0 |
| 50 | 6.0 | 2.0 | 8.0 |

| | (%) | (%) | (%) |
|----|------|------|-------|
| 60 | nan | nan | nan |
| | 62.0 | 38.0 | 100.0 |

[ANALYSIS START]

: · 가

.

[ANALYSIS END]

[SECTION START]

[TABLE START]

| | () | () | 가() |
|----------|-------|--------|------|
| 2025 - 0 | 318 | 3511.2 | 11.0 |
| 2025 - 0 | 5 358 | 4114.8 | 11.5 |
| 2025 - 0 | 6 333 | 4140.3 | 12.4 |
| 2025 - 0 | 7 162 | 2216.8 | 13.7 |
| 2025 - 0 | 8 244 | 3419.8 | 14.0 |
| 2025 - 0 | 9 322 | 4267.8 | 13.3 |

[TABLE END]

[ANALYSIS START]

: ARPPU/AOV ,

가 .

[ANALYSIS END]

[TABLE START]

| - | | - | | |
|---|------|-------|-------|--------|
| | | () | () | () |
| | 2022 | 122.6 | 39.0 | 83.7 |
| | 2023 | 161.6 | 160.2 | 1.5 |
| | 2024 | 133.8 | 183.0 | - 49.2 |

[TABLE END]

[ANALYSIS START]

· , ·

가

[ANALYSIS END]

[SECTION START]

[TABLE START]

| | () | () | () |
|------|-------|------------|-------------------|
| 2022 | 76.6 | - 35.2 | 2.0 |
| 2023 | 120.7 | - 52.7 | - 44.5 |
| 2024 | 134.0 | - 39.5 | - 38.8 |
| | 2023 | 2023 120.7 | 2023 120.7 - 52.7 |

[TABLE END]

[ANALYSIS START]

:

.

[ANALYSIS END]

[SECTION START]

[TABLE START]

| | () | () |
|------|-------|-----|
| 2022 | 76.6 | 1.5 |
| 2023 | 120.7 | 2.1 |
| 2024 | 134.0 | 2.2 |

[TABLE END]

[ANALYSIS START]

: 가 ,

.

[ANALYSIS END]

[SECTION START]

| date | stage | amount_() | investor |
|-----------|--------------|------------|----------|
| 2022 - 12 | series B () | 50.0 | |
| 2021 - 10 | pre - B | 60.0 | , , |
| 2020 - 01 | series A | 33.0 | , |
| 2019 - 09 | pre - A () | nan | |

| date | stage | amount_() | investor |
|-----------|-------------|------------|----------|
| 2019 - 01 | pre - A () | 5.0 | , |
| 2018 - 06 | pre - A () | 5.0 | , |
| 2017 - 12 | seed | 3.612 | |

[ANALYSIS START]

 GTM

가

[ANALYSIS END]

[SECTION START]

| [TABLE | START] |
|--------|--------|
| | |

| | (%) | (%) | (%) |
|----|------|------|-------|
| 20 | 1.5 | 5.8 | 7.3 |
| 30 | 15.1 | 25.2 | 40.3 |
| 40 | 16.1 | 19.2 | 35.3 |
| 50 | 6.5 | 6.4 | 12.9 |
| 60 | 2.0 | 2.2 | 4.2 |
| | 41.2 | 58.8 | 100.0 |

[TABLE END]

[ANALYSIS START]

가

[ANALYSIS END]

[SECTION START]

| month | consumer_transaction_count_() | consumer_transaction_amount_() |
|-----------|--------------------------------|---------------------------------|
| 2022 - 10 | 2.4 | 75.0 |
| 2022 - 11 | 2.3 | 72.0 |
| 2022 - 12 | 2.5 | 80.0 |
| 2023 - 01 | 2.8 | 90.0 |
| 2023 - 02 | 3.0 | 100.0 |
| 2023 - 03 | 2.2 | 85.0 |
| 2023 - 04 | 2.0 | 70.0 |
| 2023 - 05 | 2.1 | 65.0 |
| 2023 - 06 | 5.4 | 140.0 |
| 2023 - 07 | 3.0 | 110.0 |
| 2023 - 08 | 2.7 | 95.0 |
| 2023 - 09 | 2.5 | 90.0 |
| 2023 - 10 | 2.9 | 100.0 |
| 2023 - 11 | 3.1 | 105.0 |
| 2023 - 12 | 2.8 | 95.0 |
| 2024 - 01 | 2.4 | 85.0 |
| 2024 - 02 | 2.2 | 80.0 |
| 2024 - 03 | 2.5 | 90.0 |
| 2024 - 04 | 2.9 | 95.0 |
| 2024 - 05 | 3.0 | 100.0 |

| month | consumer_transaction_count_() | consumer_transaction_amount_() |
|-----------|--------------------------------|---------------------------------|
| 2024 - 06 | 2.6 | 85.0 |
| 2024 - 07 | 2.3 | 78.0 |
| 2024 - 08 | 3.1 | 92.0 |
| 2024 - 09 | 2.7 | 88.0 |
| 2024 - 10 | 2.4 | 82.0 |
| 2024 - 11 | 2.2 | 80.0 |
| 2024 - 12 | 2.0 | 76.0 |
| 2025 - 01 | 2.1 | 79.0 |
| 2025 - 02 | 2.2 | 81.0 |
| 2025 - 03 | 2.5 | 85.0 |
| 2025 - 04 | 1.7 | 82.4 |
| 2025 - 05 | 1.8 | 79.1 |
| 2025 - 06 | 3.3 | 95.5 |
| 2025 - 07 | 2.3 | 78.9 |
| 2025 - 08 | 2.4 | 82.6 |
| 2025 - 09 | 2.8 | 78.1 |

[ANALYSIS START]

: ARPPU/AOV 가

[ANALYSIS END]

[SECTION START]

| MUV

| | | (MUV,) | (%) |
|-----|--------|---------|--------|
| 202 | 2 - 10 | 15.0 | nan |
| 202 | 2 - 11 | 16.5 | 10.0 |
| 202 | 2 - 12 | 17.0 | 3.0 |
| 202 | 3 - 01 | 15.5 | - 8.8 |
| 202 | 3 - 02 | 14.8 | - 4.5 |
| 202 | 3 - 03 | 14.2 | - 4.1 |
| 202 | 3 - 04 | 13.8 | - 2.8 |
| 202 | 3 - 05 | 18.5 | 34.1 |
| 202 | 3 - 06 | 40.5 | 119.0 |
| 202 | 3 - 07 | 25.0 | - 38.3 |
| 202 | 3 - 08 | 22.0 | - 12.0 |
| 202 | 3 - 09 | 27.0 | 22.7 |
| 202 | 3 - 10 | 23.5 | - 13.0 |
| 202 | 3 - 11 | 24.0 | 2.1 |
| 202 | 3 - 12 | 25.0 | 4.2 |
| 202 | 4 - 01 | 22.0 | - 12.0 |
| 202 | 4 - 02 | 22.3 | 1.4 |
| 202 | 4 - 03 | 22.4 | 0.5 |
| 202 | 4 - 04 | 21.5 | - 4.0 |
| 202 | 4 - 05 | 22.0 | 2.3 |
| 202 | 4 - 06 | 27.0 | 22.7 |

| | (MUV,) | (%) |
|-----------|---------|--------|
| 2024 - 07 | 24.5 | - 9.3 |
| 2024 - 08 | 27.5 | 12.2 |
| 2024 - 09 | 26.8 | - 2.5 |
| 2024 - 10 | 27.0 | 0.7 |
| 2024 - 11 | 23.5 | - 13.0 |
| 2024 - 12 | 24.0 | 2.1 |
| 2025 - 01 | 23.0 | - 4.1 |
| 2025 - 02 | 23.2 | 0.9 |
| 2025 - 03 | 29.5 | 27.2 |
| 2025 - 04 | 17.1 | - 42.1 |
| 2025 - 05 | 19.9 | 16.2 |
| 2025 - 06 | 33.5 | 68.5 |
| 2025 - 07 | 26.8 | - 20.0 |
| 2025 - 08 | 26.4 | - 1.4 |
| 2025 - 09 | 27.4 | 3.8 |

[ANALYSIS START]

MUV : MoM -

,

, [ANALYSIS END]

[TABLE START]

| | | () | () | () |
|--|------|------|-----|--------|
| | 2022 | 4.2 | 4.0 | 1.7585 |
| | 2023 | 11.6 | 5.0 | 6.6 |
| | 2024 | 14.1 | 5.1 | 9.0 |

[TABLE END]

[ANALYSIS START]

:

가

[ANALYSIS END]

[SECTION START]

[TABLE START]

| | () | () | () |
|------|------|-----|--------|
| 2022 | 4.2 | 4.0 | 1.7585 |
| 2023 | 11.6 | 5.0 | 6.6 |
| 2024 | 14.1 | 5.1 | 9.0 |

[TABLE END]

[ANALYSIS START]

:

.

[ANALYSIS END]

[SECTION START]

[TABLE START]

| | | () | (|) |
|----|--------|-----|--------|---|
| 20 | 22 8.2 | 889 | 1410.9 | |
| 20 | 23 2 | .5 | 3236.9 | |
| 20 | 24 5 | .6 | 4795.4 | |

[TABLE END]

[ANALYSIS START]

: 가

.

[ANALYSIS END]

[SECTION START]

[TABLE START]

| date | stage | amount_(|) | investor |
|-----------|-------|----------|---|----------|
| 2023 - 09 | seed | 8.0 | | , |
| 2024 - 08 | | 4.0 | | |
| 2024 - 12 | | 2.0 | | |

[TABLE END]

[ANALYSIS START]

 GTM

가

[ANALYSIS END]

[SECTION START]

[TABLE START]

| | (%) | (%) | (%) |
|----|------|------|-------|
| 20 | 33.3 | 16.7 | 50.0 |
| 30 | 0.0 | 16.7 | 16.7 |
| 40 | 16.7 | 0.0 | 16.7 |
| 50 | 0.0 | 0.0 | 0.0 |
| 60 | 16.7 | 0.0 | 16.7 |
| | 66.7 | 33.3 | 100.0 |

[TABLE END]

[ANALYSIS START]

가

[ANALYSIS END]

[SECTION START]

| month | transaction_count | transaction_amount_(10kKRW) |
|-----------|-------------------|-----------------------------|
| 2022 - 10 | 25 | 850.0 |
| 2022 - 11 | 30 | 1200.0 |
| 2022 - 12 | 45 | 2300.0 |
| 2023 - 01 | 29 | 1710.6 |
| 2023 - 02 | 50 | 2900.0 |
| 2023 - 03 | 60 | 2600.0 |
| 2023 - 04 | 55 | 3100.0 |
| 2023 - 05 | 47 | 3500.0 |
| 2023 - 06 | 65 | 4658.4 |
| 2023 - 07 | 58 | 2378.6 |
| 2023 - 08 | 28 | 2200.0 |
| 2023 - 09 | 20 | 1800.0 |
| 2023 - 10 | 15 | 1600.0 |
| 2023 - 11 | 10 | 1400.0 |
| 2023 - 12 | 25 | 1500.0 |
| 2024 - 01 | 38 | 1700.0 |
| 2024 - 02 | 52 | 2300.0 |
| 2024 - 03 | 85 | 3400.0 |
| 2024 - 04 | 160 | 5200.0 |
| 2024 - 05 | 175 | 6100.0 |
| 2024 - 06 | 185 | 7100.0 |
| 2024 - 07 | 155 | 6400.0 |
| 2024 - 08 | 150 | 5900.0 |
| 2024 - 09 | 120 | 4800.0 |
| 2024 - 10 | 90 | 4200.0 |

| month | transaction_count | transaction_amount_(10kKRW) |
|-----------|-------------------|-----------------------------|
| 2024 - 11 | 55 | 2800.0 |
| 2024 - 12 | 60 | 3000.0 |
| 2025 - 01 | 75 | 3200.0 |
| 2025 - 02 | 95 | 3800.0 |
| 2025 - 03 | 110 | 4200.0 |
| 2025 - 04 | 85 | 3900.0 |
| 2025 - 05 | 120 | 5100.0 |
| 2025 - 06 | 180 | 5700.0 |
| 2025 - 07 | 195 | 6700.0 |
| 2025 - 08 | 160 | 6100.0 |
| 2025 - 09 | 100 | 4300.0 |

[ANALYSIS START]

: ARPPU/AOV ,

가

[ANALYSIS END]

[SECTION START]

| MUV

| month | MUV_estimated |
|-----------|---------------|
| 2022 - 10 | 8500 |
| 2022 - 11 | 25000 |
| 2022 - 12 | 46000 |
| 2023 - 01 | 42000 |
| 2023 - 02 | 45000 |
| 2023 - 03 | 9000 |
| 2023 - 04 | 13000 |
| 2023 - 05 | 16000 |
| 2023 - 06 | 15000 |
| 2023 - 07 | 24000 |
| 2023 - 08 | 30000 |
| 2023 - 09 | 25000 |
| 2023 - 10 | 18000 |
| 2023 - 11 | 15000 |
| 2023 - 12 | 18000 |
| 2024 - 01 | 14000 |
| 2024 - 02 | 13000 |
| 2024 - 03 | 25000 |
| 2024 - 04 | 35000 |
| 2024 - 05 | 43000 |
| 2024 - 06 | 39000 |
| 2024 - 07 | 60000 |
| 2024 - 08 | 42000 |
| 2024 - 09 | 40000 |
| 2024 - 10 | 82000 |
| 2024 - 11 | 19000 |

| month | MUV_estimated |
|-----------|---------------|
| 2024 - 12 | 20000 |
| 2025 - 01 | 21000 |
| 2025 - 02 | 22000 |
| 2025 - 03 | 26000 |
| 2025 - 04 | 34000 |
| 2025 - 05 | 31000 |
| 2025 - 06 | 38000 |
| 2025 - 07 | 46000 |
| 2025 - 08 | 42000 |

[ANALYSIS START]

MUV : MoM

[ANALYSIS END]

[TABLE START]

| | 2022 | 2023 | 2024 |
|--|-------|------|--------|
| | 22.4 | 54.5 | 38.1 |
| | 25.2 | 35.3 | 55.8 |
| | - 2.7 | 19.2 | - 17.7 |

[TABLE END]

[ANALYSIS START]

가

[ANALYSIS END]

[SECTION START]

[TABLE START]

| | 2022 | 2023 | 2024 |
|--|--------|--------|--------|
| | 101.3 | 140.6 | 26.1 |
| | - 25.3 | - 27.3 | - 37.1 |
| | - 24.2 | - 28.0 | - 36.9 |

[TABLE END]

[ANALYSIS START]

:

[ANALYSIS END]

[SECTION START]

[TABLE START]

| 2024 | 26.1 | 7,588.1 |
|------|-------|---------|
| 2023 | 140.6 | 4.6 |
| 2022 | 101.3 | 5.1 |

[TABLE END]

[ANALYSIS START]

: 가 ,

[ANALYSIS END]

[SECTION START]

| 2 | 2023 - 05 | Series A | 50.0 | , | | , | , | | | , |
|---|-----------|----------|------|---|---|---|---|---|---|---|
| 2 | 2022 - 04 | Pre - A | 20.0 | | , | , | | | , | |
| 2 | 2021 - 05 | Pre - A | | | | , | | , | | |
| 2 | 2020 - 01 | Seed | 1.0 | | | | | | | |

[ANALYSIS START]

GTM 가

[ANALYSIS END]

[SECTION START]

[TABLE START]

| | (%) | (%) | (%) |
|----|------|------|-------|
| 60 | 9.2 | 7.0 | 16.2 |
| 50 | 9.8 | 11.6 | 21.4 |
| 40 | 12.3 | 14.9 | 27.2 |
| 30 | 8.7 | 11.1 | 19.8 |
| 20 | 6.9 | 8.3 | 15.2 |
| | 46.9 | 52.9 | 100.0 |

[TABLE END]

[ANALYSIS START]

: · 가

[ANALYSIS END]

[SECTION START]

[TABLE START]

| | () | () |
|-----------|------|------|
| 2025 - 04 | 3031 | 27.9 |
| 2025 - 05 | 3196 | 29.2 |
| 2025 - 06 | 2973 | 26.1 |
| 2025 - 07 | 2933 | 25.6 |
| 2025 - 08 | 2986 | 25.7 |
| 2025 - 09 | 3000 | 26.0 |

[TABLE END]

[ANALYSIS START]

: ARPPU/AOV

가

[ANALYSIS END]

[SECTION START] | MUV

[TABLE START]

| - | _ | | |
|---|-----------|--|--|
| | | (MUV,) | (%) |
| | 2025 - 04 | 28.2 | nan |
| | 2025 - 05 | 26.7 | - 5.4 |
| | 2025 - 06 | 24.8 | - 7.1 |
| | 2025 - 07 | 26.1 | 5.2 |
| | 2025 - 08 | 26.6 | 1.9 |
| ; | 2025 - 09 | 26.8 | 0.8 |
| | | 2025 - 04 2025 - 05 2025 - 06 2025 - 07 2025 - 08 2025 - 09 | 2025 - 04 28.2 2025 - 05 26.7 2025 - 06 24.8 2025 - 07 26.1 2025 - 08 26.6 |

[TABLE END]

[ANALYSIS START]

MUV : MoM

, [ANALYSIS END]