Huons Global

W Huons Global Investor Relations Q3 2017

Disclaimer

All information in this book including business performance and financial report is written by Korean-International Financial Reporting Standards(K-IFRS) .

This book includes a "forecast" about future. It is not about the past, but the future business plan including expected management status and financial performance, and sometimes there can be word such as 'anticipation', 'forecast', 'plan', 'expectation', and '(E)'.

A "forecast" can mean uncertain factors which can affect the company either positively or vice versa, and those can include:

- Domestic or international financial market trends including fluctuation of foreign exchange rate or interest rate.
- · Company's very important strategic decision such as M&A
- Unexpected business environment change in the main industry
- Other internal and external change that can affect the company's management and finance.

Because of those uncertain risks, company's actual business performance can be different from the "forecast" in this booklet. Also the information we provide is written as of the day we deliver the presentation, so it can be changed due to unexpected external status of industry or internal company's revision of strategies without any prior notice in the future.

Key Highlights



Strong Performance

Investment

Points

- In Q3'17, Consolidated sales revenue of KRW 85.9B, operating profit of KRW 18.4B, and net income of KRW 15.0B(60%, 101.4% and 131.8% Y/Y respectively)
- In Q3'17, Separated sales revenue of KRW 5.8B, operating profit of KRW 1.9B, net profit of KRW
 - **1.5B** \rightarrow Achieved an Op. margin of 33%
- Signed a MOU for the export of KRW 100B Hutox with global pharmaceutical companies in Europe, Russia and Brazil(Aug, 2017)



Botulinum Toxin('Hutox') : Approved for export license, Domestic clinical trial in phase 3

Medical Devices('Derma Shine', 'DermaAkne', 'Cryo elsa')

: Expansion of market through new product launches such as acne treatment and fat reduction equipment

Osteoarthritis Injection('HUMIA', 'Highhyal Plus', etc..)

: One-shot Osteoarthritis Injection, Domestic clinical trials phase 3 in progress



State-of-the-art cGMP Level Factory

:Expansion of CMO Business based on superior quality



Dermal Filler('Elravie') : Various product lines based on high purity HA(hyaluronic acid)

Eye Drops('Kynex', 'Clacier')

: Nano Combination(Clinical Phase 2 Completed), TB4 (Planning the US clinical trial), Diquas(Santen) Mono-dose type CMO biz

Health Functional Foods

: Launch individual certified products using fermentation technology(Honeybush)

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Company history Vision Group Overview Identity

Business

- Transition to holdings/Business model
- Business Performance
- Investment Points
 - I. Botulinum Toxin
 - Ⅱ. Dermal Filler
 - III. One-shot Osteoarthritis Injection
 - IV. Eye Drops
 - V. Medical Devices
- VI. Health Functional Foods
- VII. State-of-the-art cGMP Level Factory

Subsidiaries

- Huons
- Humedix
- Hubena
- Huons Medicare

Company history

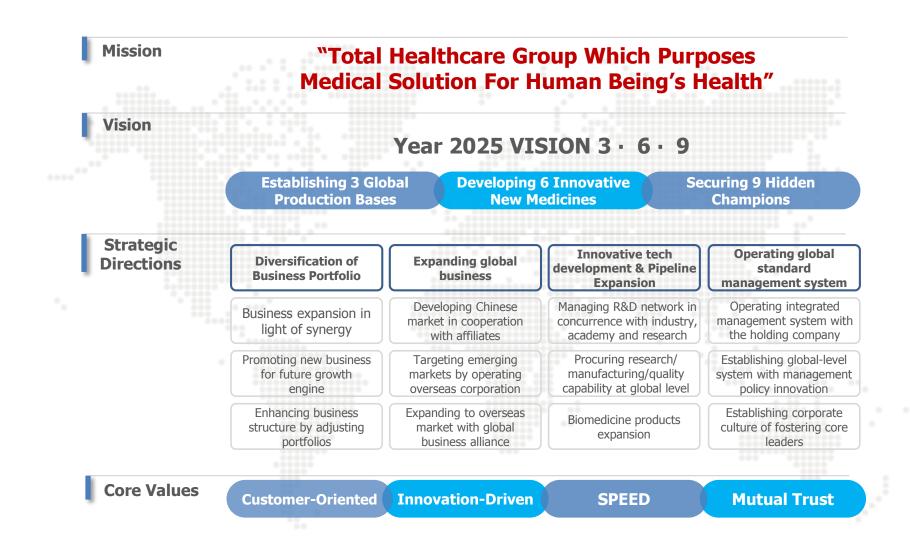


since 1965			grow	ing (2010 ~)	~	Transition to a holding company
		spring (2006 ~)	`10.01	Humedix incorporated	`16.05	
eginning (1965 ~)	preparatory (2000	'06.10 Awarded 'National Productivity Prime Minister Award'	`10.07	subsidiary (Acquisition) Huniz incorporated subsidiary(Acquisition)	`16.06 `16.08	& re-listed on KODAQ Finished Transition
		`06.12 Listed shares on the KOSDAQ	`11.12	Awarded '10 Million USD Export Tower'		to Hodings company system
65.07 Kwang Myung	'00.08 Selected as Venture company	'07.12 Awarded 'CSR'	`14.06	Selected as 'World Class 300'	l	
Pharm established	`03.06 Changed the name of Huons Co., Ltd.	'08.01 Arranged a strategic partnership with Alcon	`14.07	Huonland(JV in China) established the plant		
87.07 Converted into Kwang Myung Corporation	`03.08 Obtained	°08.12 Hubena incorporated subsidiary	`14.11	Innovative pharmaceutical company Certification	k	
98.12 Development Korea's	ISO 9001:2000	'09.03 USFDA Approval (510K) with Sodium	`14.12	Humedix Listed shares on the KOSDAQ		Global Total Health Care
first plastic container Inj.	'04.11 Awarded '5 Million USD Export Tower'	Chloride Inj. `09.10 Obtained New Plant	`15.11	Awarded 'EY Best Entrepreneur'		Specialized Company
99.01 changed the name to Kwang Myung Pharmaceutical Corp.	'05.09 Obtained INNO-BIZ	KGMP(Jecheon)	`16.05	Huons Natural incorporated subsidiary(Acquisition)	Ŵ	
		111	`16.09	Biotopia incorporated subsidiary (Acquisition)		
			`16.09	Panace incorporated subsidiary(Acquisition)		
			`16.10	Permission to export 100units of Hutox		

'16.12 Awarded '30 Million USD Export Tower'

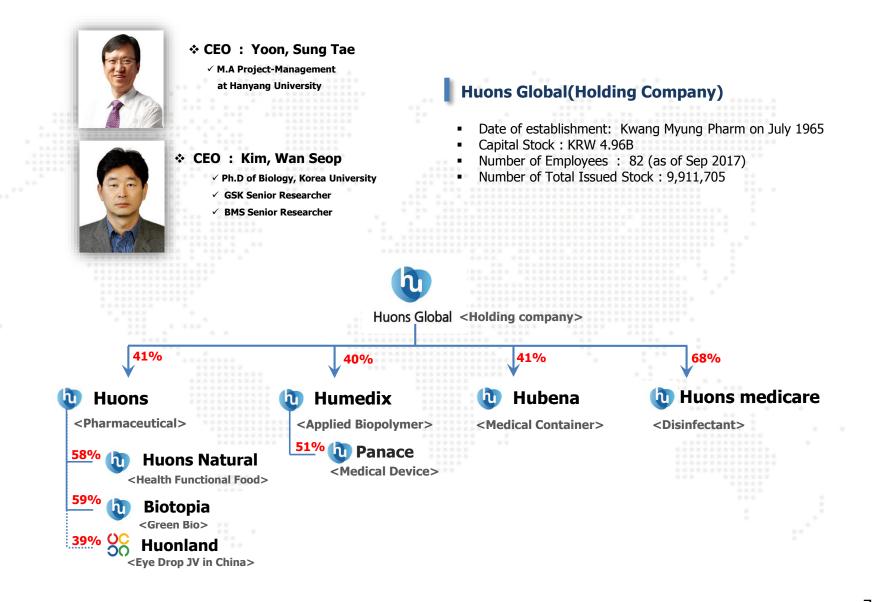
VISION





Group Overview





BUSINESS – Transition to holdings / Business model



Goal of transition to holdings

Maximize Transparency of Corporate Governance and Business Stability

- Management of
 Subsidiaries
- → Utilize efficient resources to create synergies
- → Obtain responsible management system

* Establishing a foothold

in a new business

- → Invest and manage the new business
- → Stabilize the new business
- → Found lucrative business structure

* Discover a new future

Growth Engine

- → Found a business to create synergies with the current business (Health care, esthetic, etc)
- → Actively discover diverse business opportunities

Business Structure

1.Holdings Division

Brand Fees

- Export agency Business
- Business agency (Management-related)
- Income from Dividend
- Income from Leasing

2.Sales

Division

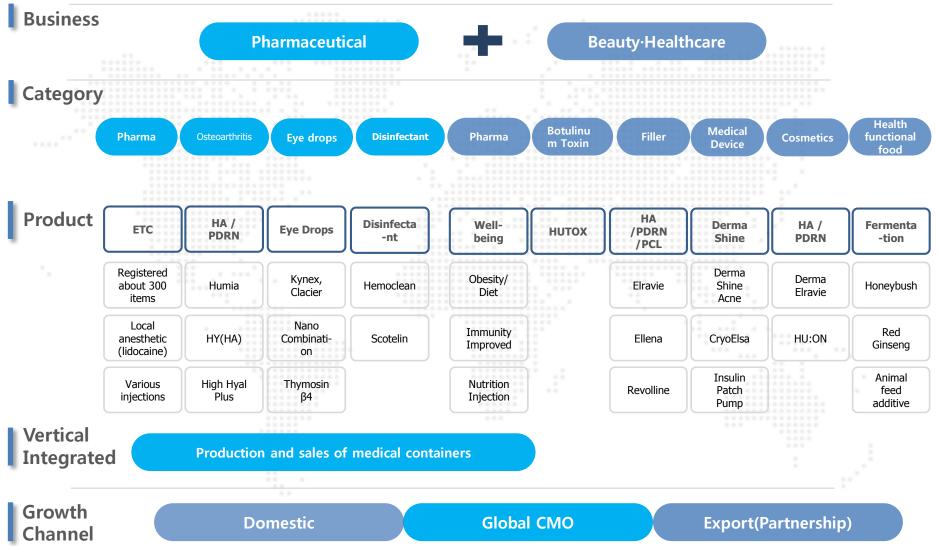
Botulinum Toxin R&D
 / Manufacturing



- Establishment of Huons Group New Building' in Pangyo 2nd District
 - Plan to move into Affiliated companies and research institutes
 - \rightarrow Collaboration and synergy effect among all affiliates
 - Construction will start at the end of 2017 and be completed in $\ensuremath{ 2H}$ 2020

Idendity





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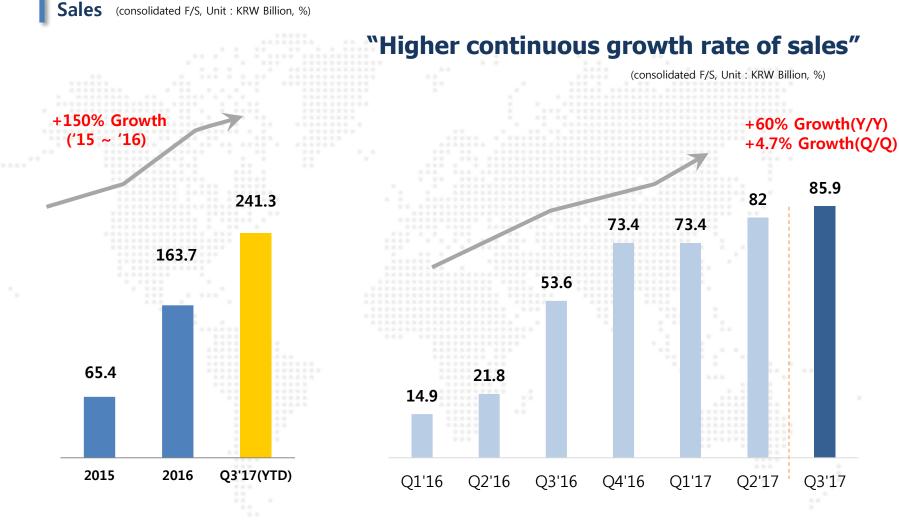
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Business

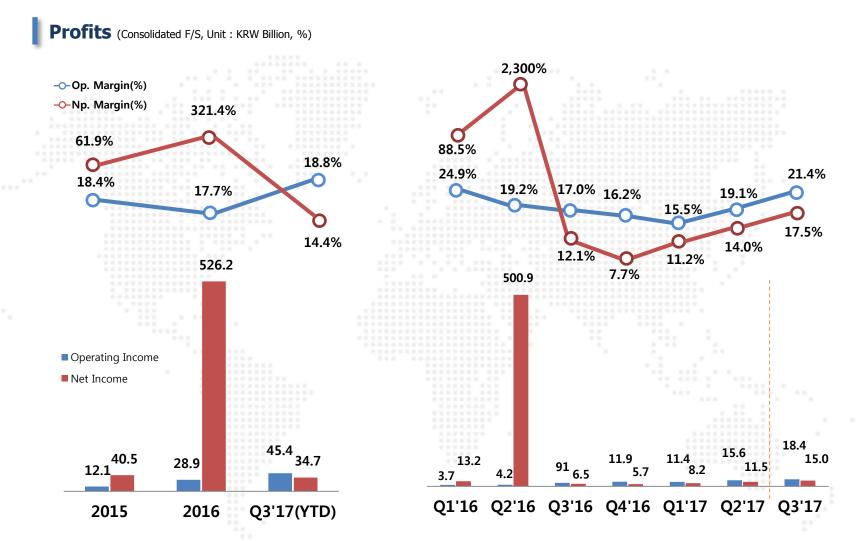
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Subsidiaries

- Huons
- Humedix
- Hubena
- Huons Medicare

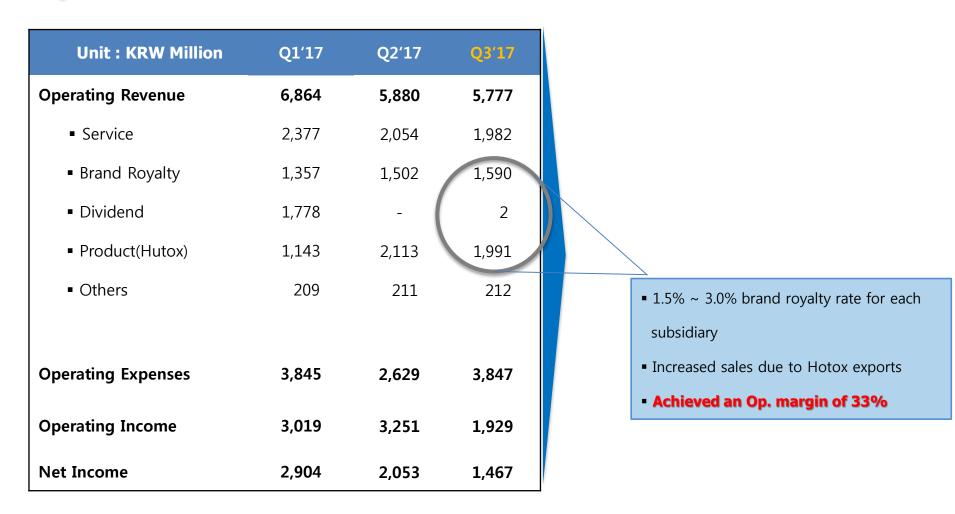


※ Since August 2016, earnings of HUONS Co., Ltd. are included in consolidated financial results



* The financial statements have been rewritten as a result of the split in 2016, and net income from discontinued operations for the year ended December 31, 2016 is KRW 506.4B which were operating profit of KRW 14.5B and operating profit of discontinued operations of KRW 491.8B were recognized as fair value.

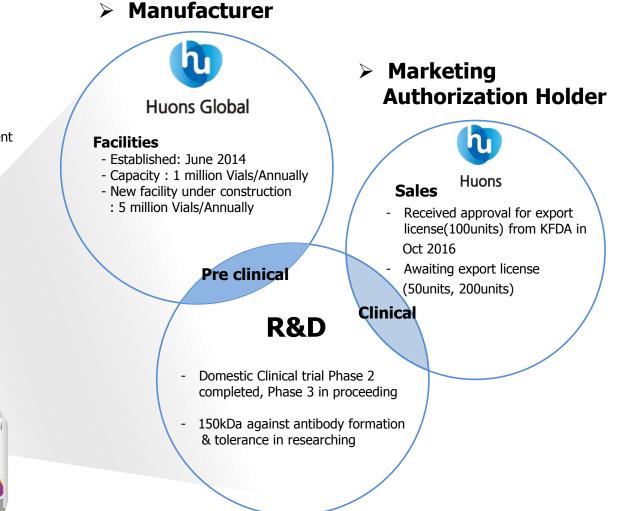
Performance (Separate F/S, Unit : KRW Million)



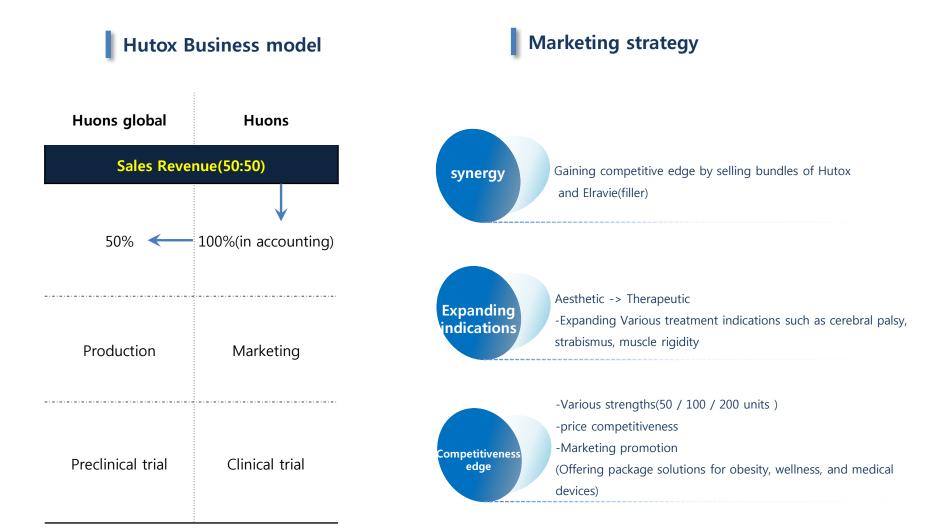
Ηυτοχ

Specifications

- Product Name: Hutox
- Advantage : High purity (>99%)
- Efficacy: Glabella wrinkle improvement
- API: Botulinum toxin type A
- Strain history : ATCC3502





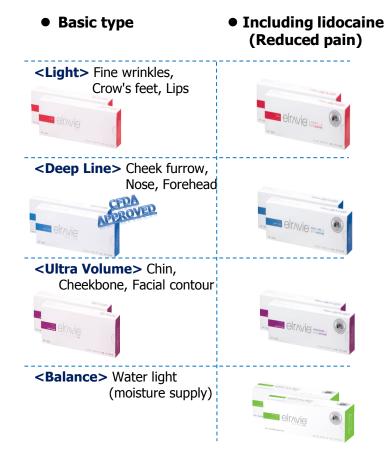


BUSINESS – Investment Point II (Dermal Filler I)

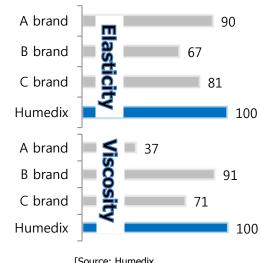


'Elravie' Filler

- Launched new product 'Elravie Premier' (Dec, 2016) → Increased stability
- HDRM Technology Applied [Patent : KR10-2014-0118582] → Good elasticity and viscosity compared to competing products, also excellent durability and resistance to enzymes.

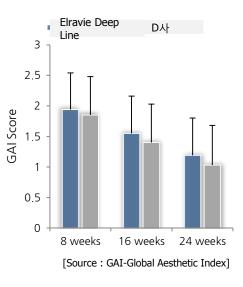


Comparison of dermal filler properties



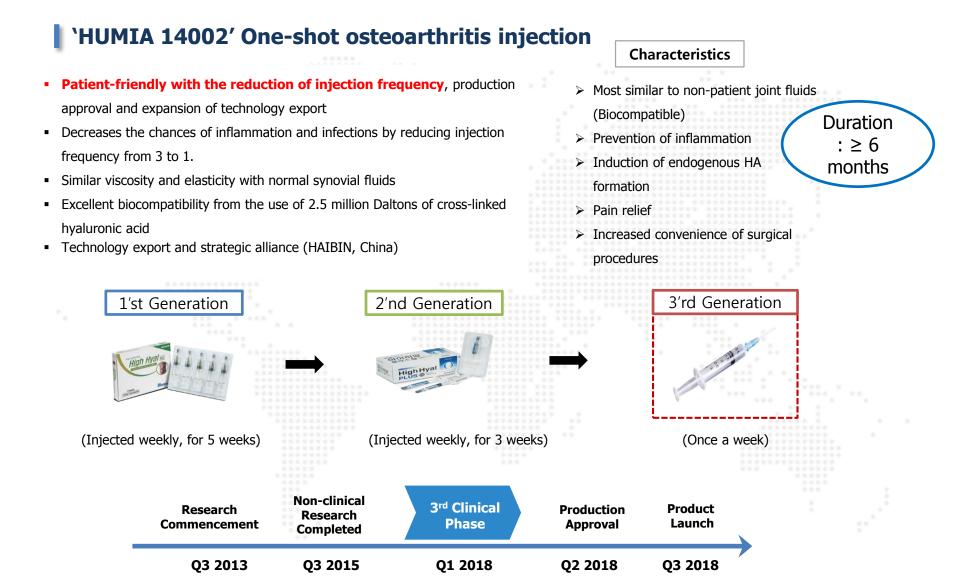
[Source: Humedix * Comparison of major filler products, with Humedix's fixed at 100 for reference]

• Comparison of clinical test (6 months)



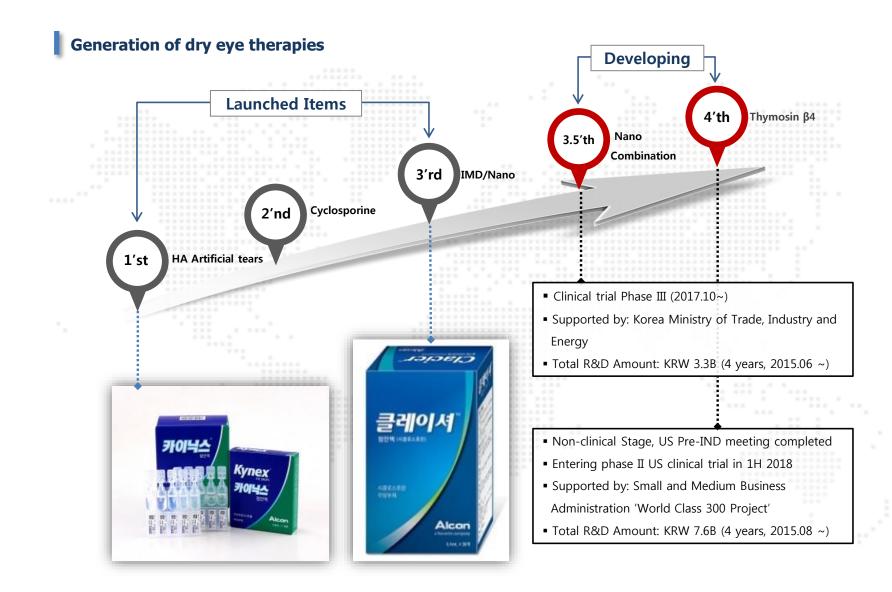
BUSINESS – Investment Point II (Osteoarthritis I)





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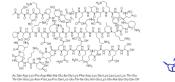
BUSINESS – Investment Point IV(Eye Drops II)

Dual effects of 'Goblet cell proliferation' and 'Anti-inflammation' \rightarrow "Thymosin β 4

Limitation of other products currently on the market

- * Artificial Tears: Minor dry eye
- Cyclosporine : Required long-term medication
- * Diquafosol : No Goblet cell proliferation

Thymosin β4 derivative effects





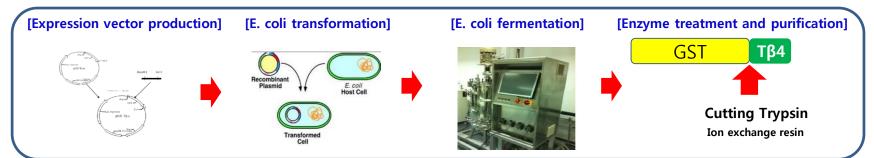
- Amino acid number: 43, Molecular weight: 4,921 Da
- Proteins found in platelets and wound areas
- Actin binding \rightarrow angiogenesis, anti-inflammation,

wound healing, cytoprotective effect

Targets	MOA(Mode of Action)
Promote cell migration	Move the promotion of corneal epithelial cells \rightarrow wound healing
Promote cell survival	Promote Goblet cell multiplication $ ightarrow$ stabilization of tear film
Anti-inflammatory	Reducing inflammatory of cornea and lacrimal gland

Production technology of Recombinant Protein Thymosin β4 derivative using E. coli fermentation

\rightarrow Low production cost compared to synthetic peptides



BUSINESS – Investment Point IV(Huonland)

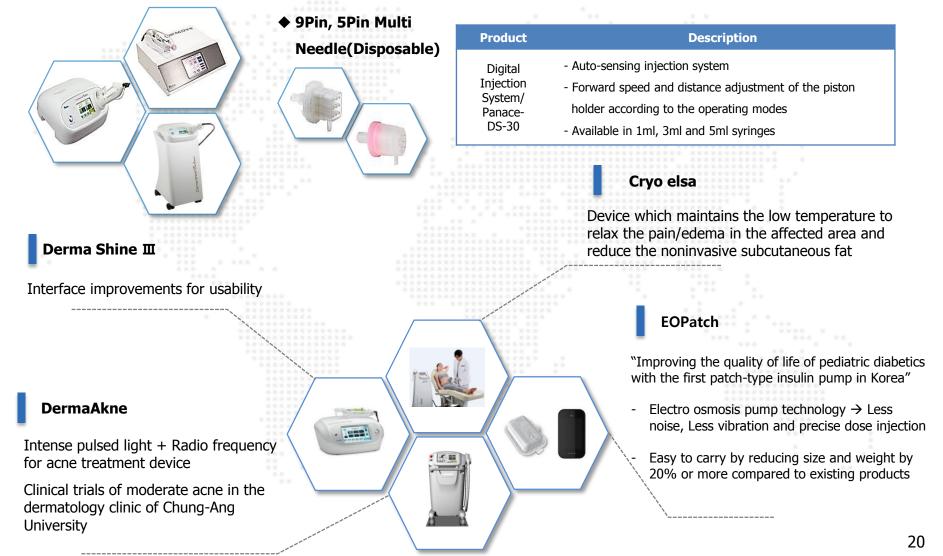
Huonland(JV) established for China eye drops market (KRW 1.4 trillion)

R&D	produ	ction	Sales / Marketing
	 Shareho Approve for glas Multi-o 	olders: Huons(39%), Noi	t Partners(7%), etc(3%). Brimonidine tartrate) 16) & GMP(Nov 2016)
Product	For use	Submitted tl application	

	application	approval date
Glaucoma	2015.09	2016.07(Completed)
keratitis	2015.12	2018.1H
Artificial tears	2015.12	2018.1H
Allergic conjunctivitis	2018.1H(E)	2019(E)
Antibiotic, keratitis	2018.1H(E)	2019(E)
Perfusate(cataract, etc.) during ophthalmic surgery	2017.4Q(E)	2018.4Q(E)
	keratitis Artificial tears Allergic conjunctivitis Antibiotic, keratitis Perfusate(cataract, etc.) during	Glaucoma2015.09keratitis2015.12Artificial tears2015.12Allergic conjunctivitis2018.1H(E)Antibiotic, keratitis2018.1H(E)Perfusate(cataract, etc.) during2017.4O(E)

Derma Shine Series

■ Digital Injection System and Multi Needle → Maximizing synergies with dermal filler 'Elravie' series





"Entering Health Functional Food Business"



R & D / Production / Sales / Supply of raw materials Maximize group synergy

✓ Health functional food R&D status

name	effect	Intro. of tech	Launching date(E)	status
Merit C	antioxidant	-	2012.12	On sale
zeromate	Dietary supplements	-	2017.05	On sale
Daeryong Han Sam	Immunity enhancement			On sale
honeybush	wrinkle improvement	KOREA INSTITUTE OF ORIENTAL MEDICINE	2017.07	On sale <u>Approved as</u> <u>a health functional</u> <u>food by KFDA</u>
HU028	Rhinitis prevention	KOREA FOOD RESEARCH INSTITUTE	2019.12	Human applicable test in Progress
HU029	Atopy treatment	KOREA FOOD RESEARCH INSTITUTE	2018.12	Human applicable test in Progress
HU038	climacteric	KOREA FOOD RESEARCH INSTITUTE	2019.06	Human applicable test in Progress
HU033	prostate	Choongnam university	2019.12	Discovery
HUG179	Reduce body fat	-	-	Discovery
GOS	Immunity enhancement	Catholic university	-	Discovery

Huons Natural (production & marketing)

✓ Differentiation points

- Presenting a new trend of health functional food market using approved raw materials
- Cooperation with sub-companies
- well-built sales network

✓ Products launched in 2017



Honeybush skin solution



<u>Honeybush kalamansi</u>



Fermented redginseng honeybush

BUSINESS – Investment Point VI(State-of-the-art cGMP level factory)

0

The new growth engines, "CMO business" and "exports"

State-of-the-art automation facilities in USA, Germany and Japan

Huons Global Botulinum Toxin Plant (Jecheon)



Huons Pharma Plant (Jecheon)



Huons Natural Health functional foods plant (Jincheon)



Humedix 1'st Factory (Jecheon)



Humedix 2'nd Factory (Jecheon)



Hubena Glass Container Factory (Nonsan)



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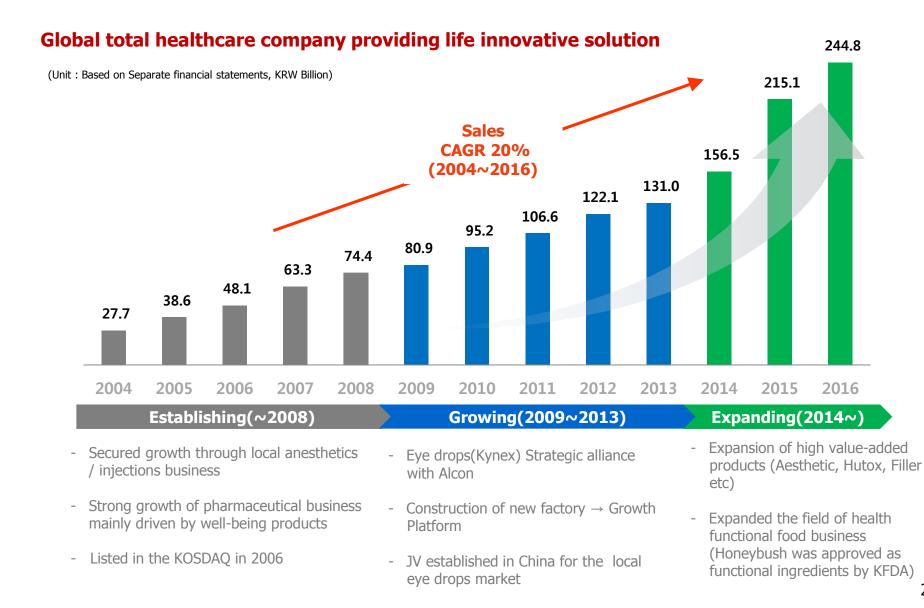
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Subsidiaries

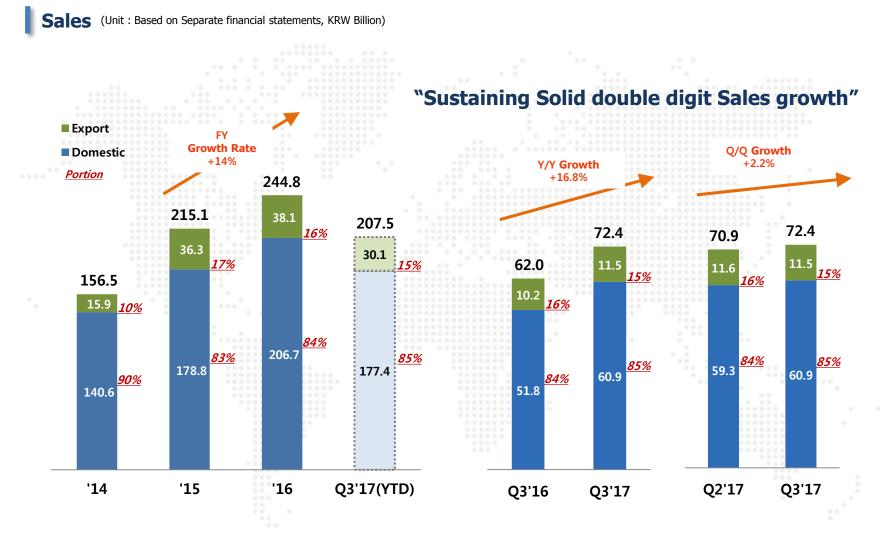
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- Humedix
- Hubena
- Huons Medicare(Huniz)





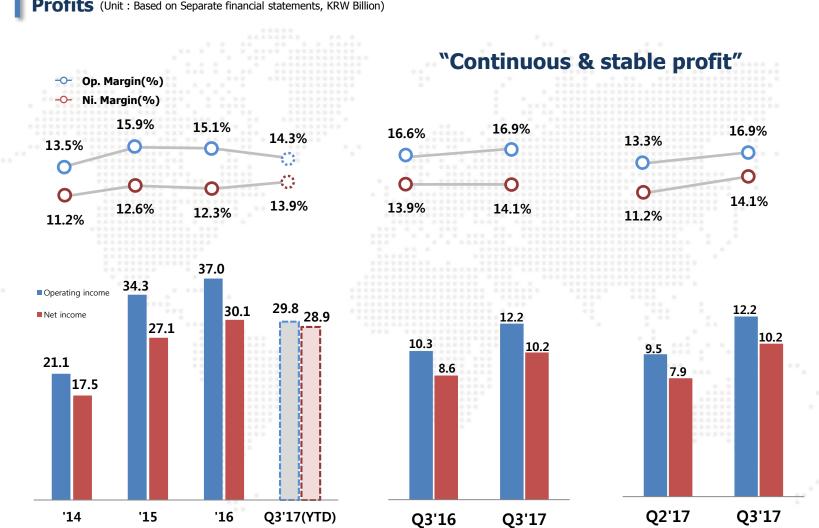
Subsidiaries – Huons II





<Assuming that Huons has not split, 2016 Pharmaceutical business separate F/S>

Subsidiaries – Huons III



Profits (Unit : Based on Separate financial statements, KRW Billion)

<Assuming that Huons has not split, 2016 Pharmaceutical business separate F/S>





Subsidiaries – Humedix I



37.4

23%

21%

3%

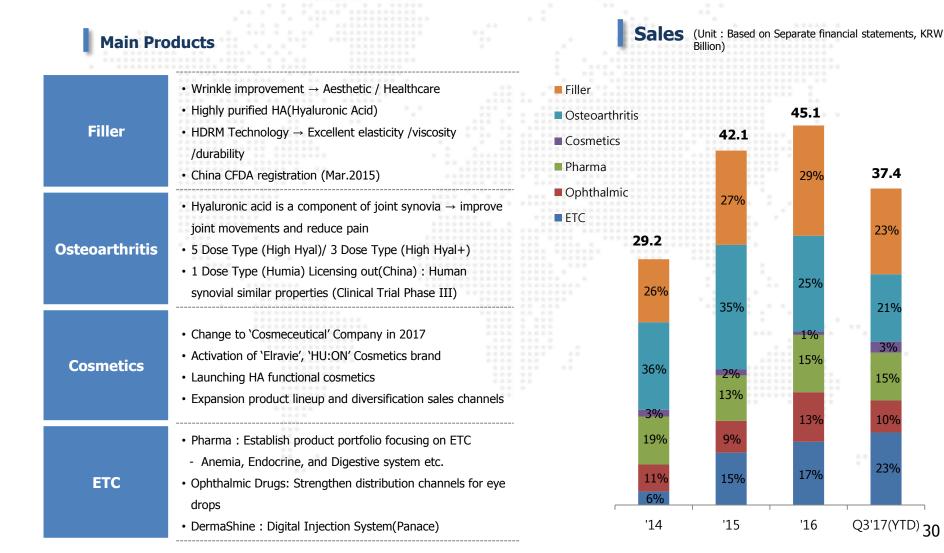
15%

10%

23%

Q3'17(YTD) 30

- Possessing world's best biopolymer original technology
- Increase of future value on account of continuous growth





"New growth momentum with new factory"



Second factory

New Factory Production & Facilities

- Reinforcement of prefilled Inj(Joint Inj) facility
- Installation of vial freeze drying Inj facility
- Installation of ampoule Inj facility
- Installation of asepsis cosmetics facility

Current Status

First factory

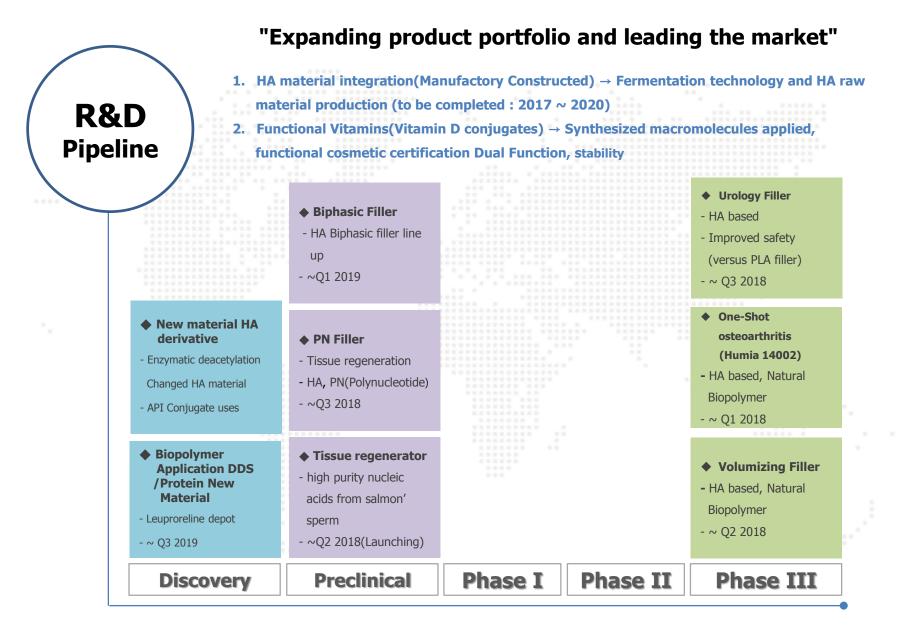
- Location : Chungcheongbuk-do Je-Cheon
- Beginning Date of Construction : March 2016
- Completed Date : April 2017
- Investment Amount : More than KRW 48B

Line of Second Factory

1'st factory	2'nd factory	Capacity
PFS#1	-	3,500ea/hrs
-	PFS#2	8,000ea/hrs
-	PFS#3~#4	Future Line
-	Vial-Freeze Dryer(Vial)	12,000Vial/hrs
-	Ampules#1	30,000ea/hrs
-	Ampules#2	Future Line

Subsidiaries – Humedix II

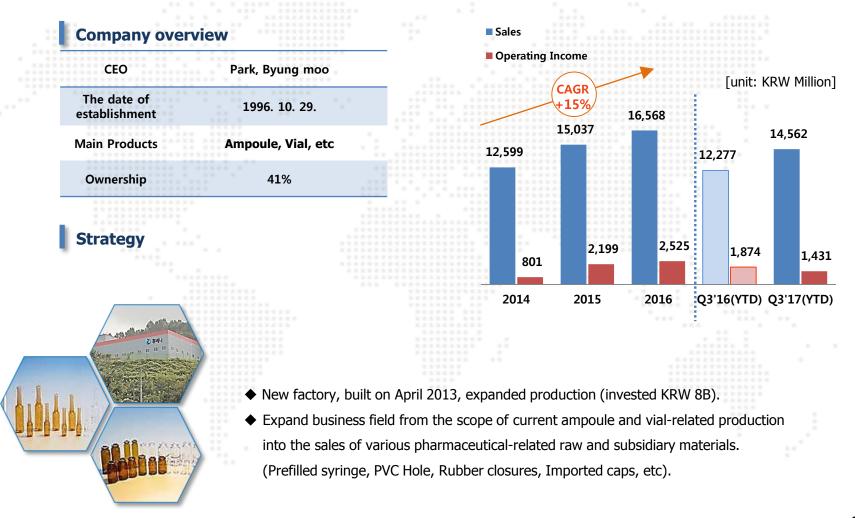




Subsidiaries – Hubena I



- Production and sale of specialized medical glass containers (Ampoule, Vial, Cartridge)
- Fulfilled with high quality of production and cost competitiveness by installing French automated building system (BMS) → Synergistic effect with safe subsidiary material delivery

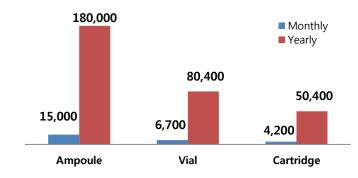




Production Facility

- Ampoule Production line
 10 lines
- Vial Production line
 10 lines
- Vial Printing 1 line
- Automatic packing machine(Large) 1 unit
- Shrink wrapping machine(Mobile) 3 units

Production Capability (Unit : K)



Major Products

Ampoule

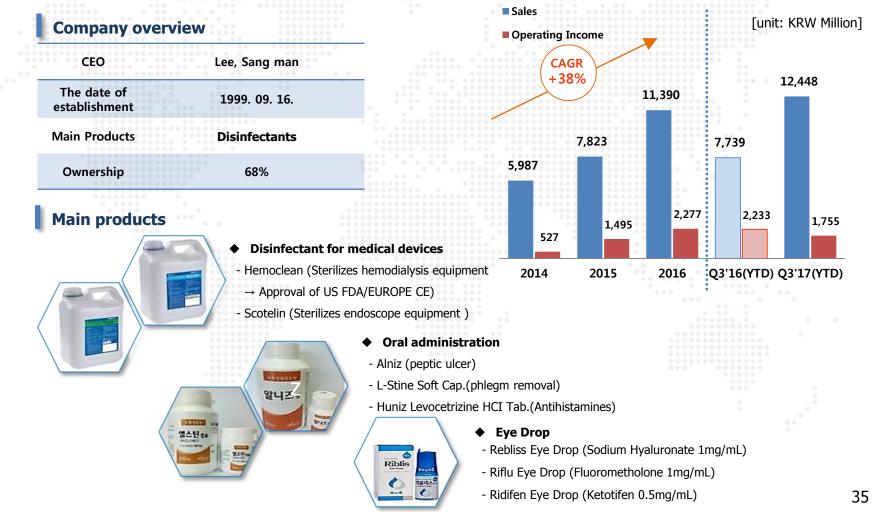
Item	Raw Materials Standard: 9.75Φ , Production Standard: $1.0cc \sim 30.0cc$
Туре	Vertical production method
Spec	 Type: Pattern B, C, D(ISO 9187-1) Cutting: One point cutting(OPC ISO 9187-2), Collar breaking, Scoring cutting Code ring: 1~3 ring Print: Silkscreen Printing
Standard	According to the specification of the order, Customizing a product
Raw material	German Schott, Europe glass tube

Vial

Item	Raw Materials Standard: $8.0\Phi \sim 50\Phi$, Production Standard: $1.0cc \sim 100.0cc$
Туре	Horizontal / Vertical Production Method
Spec	 Type: Injection(ISO 8362-1), Screw(ISO 11418-7), Blowback, Freeze-dried Print: Silkscreen Printing
Standard	According to the specification of the order, Customizing a product
Raw material	 For Injection : German Schott, Europe glass tube For Food & Cosmetics: German Schott, Europe glass tube, China glass tube

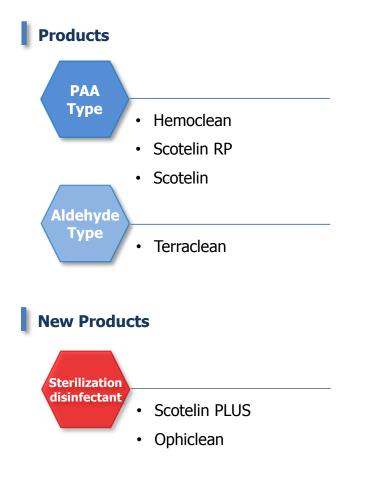
Subsidiaries – Huons Medicare I

- Sale and exportation of prescription drugs and disinfectant for medical devices
- Operation of specialized medicines business (echo-friendly antiseptic solution, prescription drugs)
- Acquired disinfectant business for medical devices from Mtechnology → Expanded business scope from existing disinfectant medicines to medical devices





Developed products that meet the standards of the US Centers for Disease Control and Prevention



Development status of sterilization disinfectant

- Outline
- Fast and excellent sterilization effect of medical device
- Extensive coverage
 - \rightarrow Expanding to various medical devices
- Products
 - PAA type: Scotelin PLUS
 - Aldehyde type : Ophiclean
- Specifications
- Formulation: Disinfectant(OTC)
- Disinfection of medical devices(Endoscope and others)
- Status
- Scotelin PLUS
- Development of formulation completed (Jan 2017)
- Validation and approval of KFDA in progress
- Ophiclean : Released May 2017

Summary of Financial Statement(Huons Global)

Summary of Consolidated Financial Statement

		(unit : KRW)
	Q3 2017	2016
I. Assets		
Current Assets	226,377,312,960	218,792,413,910
Non-Current Assets	366,927,734,925	338,268,578,846
Total Assets	593,305,047,885	557,060,992,756
II. Liabilities		
Current liabilities	92,924,833,269	89,603,121,629
Non-current liabilities	21,414,944,414	13,559,623,659
Total Liabilities	114,339,777,683	103,162,745,288
III. Equity		
Attribute to: Owner of the company	334,884,514,899	319,799,725,080
Issued capital	4,955,852,500	4,859,236,000
Capital surplus	245,820,354,586	244,416,224,908
Capital adjustments	(12,308,950,740)	(555,243,129,232)
Accumulated other Comprehensive income	48,884,927	(298,753,675
Retained earnings	96,368,373,626	626,066,147,079
Non-controlling Interests	144,080,755,303	134,098,522,388
Total Equity	478,965,270,202	453,898,247,468
Total equity and liabilities	593,305,047,885	557,060,992,756
I. Sales Revenue	241,306,999,150	163,712,232,478
II. Cost of Revenue	195,914,442,599	134,815,804,155
III. Operating Income	45,392,556,551	28,896,428,323
IV. Equity method Income	(538,098,729)	(339,703,419)
V. Other gains	3,758,072,553	813,842,674
VI. Other losses	1,001,422,887	2,663,149,297
VII. Finance income	1,342,484,351	2,532,905,555
VIII. Financial cost	1,344,101,492	2,899,487,769
IX. Profit before tax	47,609,490,347	26,340,836,067
X. Income tax expense	12,897,916,030	6,489,078,889
XI. Net income from continuing operations	34,711,574,317	19,851,757,178
XII. Net income from discontinued operations		506,355,524,146
XIII. Net Income	34,711,574,317	526,207,281,324

Summary of separated Financial Statement

		(unit : KRW)
	Q3 2017	2016
I. Assets		
Current Assets	11,358,652,962	17,395,778,462
Non-Current Assets	302,145,171,185	287,799,326,859
Total Assets	313,503,824,147	305,195,105,321
II. Liabilities		
Current liabilities	7,865,363,792	2,341,397,455
Non-current liabilities	299,130,000	299,130,000
Total Liabilities	8,164,493,792	2,640,527,455
III. Equity		
Issued capital	4,955,852,500	4,859,236,000
Capital surplus	242,472,286,564	242,472,286,564
Capital adjustments	(5,208,272,686)	(548,875,226,098)
Accumulated other Comprehensive income	(512,543,951)	(809,237,219)
Retained earnings	63,632,007,928	604,907,518,619
Total Equity	305,339,330,355	302,554,577,866
Total equity and liabilities	313,503,824,147	305,195,105,321
I. Sales Revenue	18,520,475,504	10,740,869,908
II. Cost of Revenue	10,321,712,362	10,711,508,859
III. Operating Income	8,198,763,142	29,361,049
IV. Other gains	13,552,298	17,118,075
V. Other losses	69,358,175	133,366,265
VI. Finance income	116,225,745	855,398,540
VII. Financial cost	141,532,842	253,479,786
VIII. Profit before tax	8,117,650,168	515,031,613
IX. Income tax expense	1,693,233,462	(176,777,030)
X. Net income from continuing operations	6,424,416,706	691,808,643
XI. Net income from discontinued operations	-	505,375,006,113
XII. Net Income	6,424,416,706	506,066,814,756

37