



Huons Global

Investor Relations

2021. 4Q



Huons Global

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” often means uncertain factors which can affect the company either positively or vice versa, and those can include:

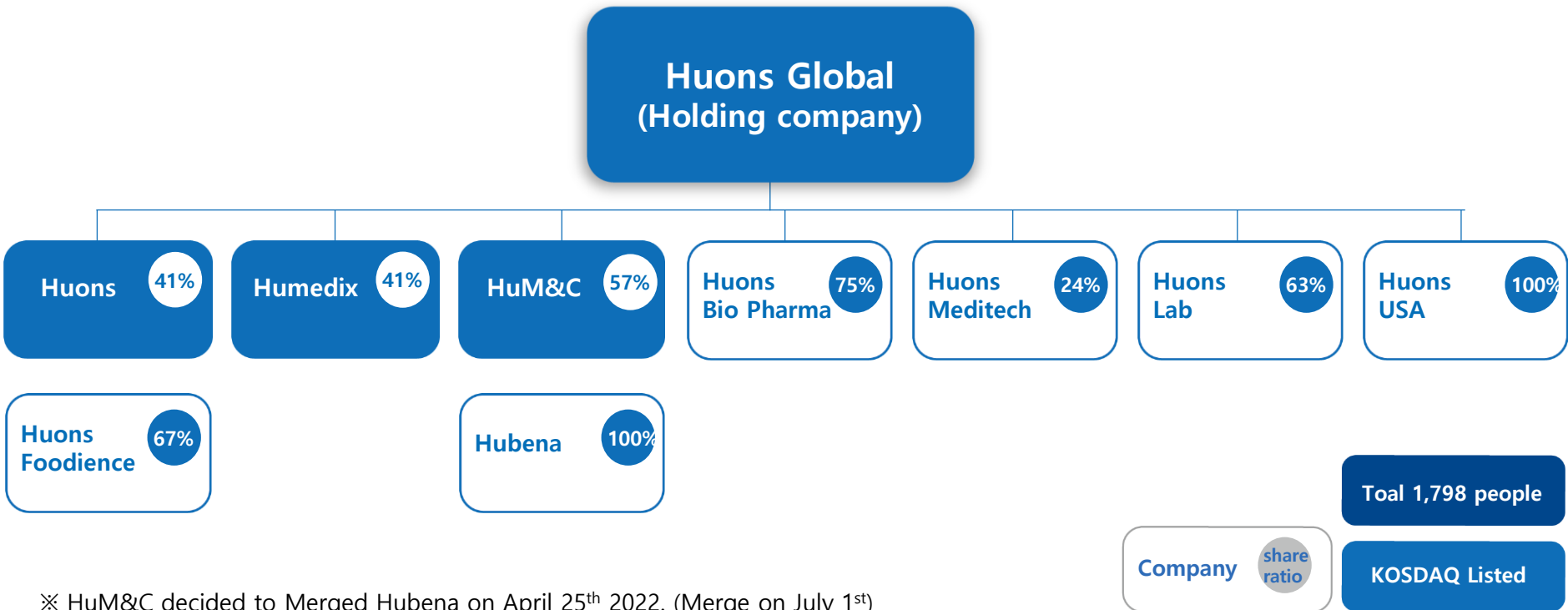
- Domestic or international financial market trends including fluctuation of foreign exchange rate or interest rate.
- Company’s very important strategic decision such as M&A
- Unexpected business environment change in the main industry
- Other internal and external change that can affect the company’s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

Contents

- 1 Introduction**
- 2 Business Results**
- 3 Subsidiaries**
- 4 Financial Statements**

“Total Healthcare Group”
Includes Pharma, Medical Device, Health Functional Food and Cosmetic business



※ HuM&C decided to Merged Hubena on April 25th 2022. (Merge on July 1st)



Board Members

		Su-Young Song	Sung-Tae Yoon	WanSeop Paul Kim	Kyu-Yeon Lee	Byung-Hun Tak	Jin-Woo Chang
Position		President C.E.O	Chairman	President	Director Outside Director	Director Outside Director	Director Outside Director
P r o f i l e	Current	C.E.O. of Huons Global and Huons	Board Chairman of KPBMA (Korea Pharmaceutical and Bio-Pharma Manufacturers Association)	Director of Huons Global CEO of HuonsLab	Advisor of law firm Lee&Ko	-	Director of YonSei Univ. Brain Research Institute
	Recent & Past	C.E.O. of Deloitte Consulting Korea C.E.O of Deloitte Consulting Japan Senior Vice President of PwC Japan	C.E.O of Huons Global IBM Korea MS Project Mgt. at Hanyang Univ.	BMS/GSK/Diosynth MIT Scientist PhD Biology at Korea Univ. MSc Molecular Biology in CANADA	Managing Director of Korea Exchange (KRX)	Commander of Seoul Police Department BS Fine Chemistry at Seoul National Univ. of Science & Technology	Professor of YonSei Univ. College of Medicine M.D., PH.D.

Audit Committee

Chairman Kyu-Yeon Lee

Member Byung-Hun Tak

Member Jin-Woo Chang

ESG Committee

Chairman Su-Young Song

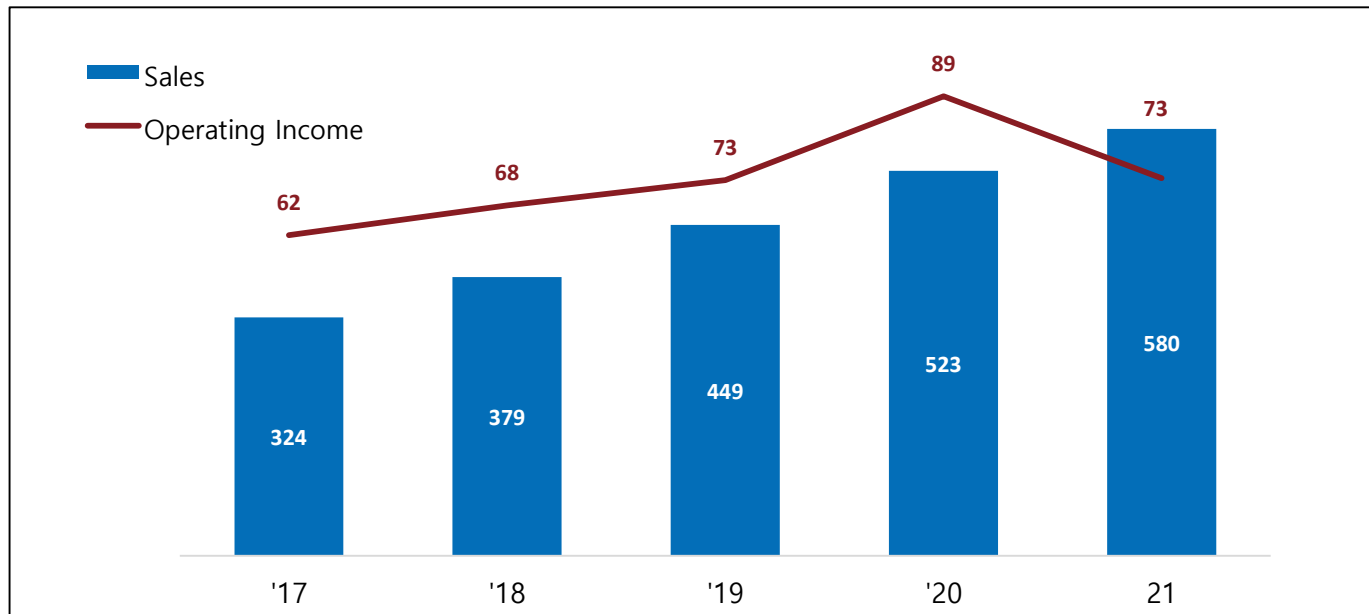
Member Kyu-Yeon Lee

Member Jin-Woo Chang

Company Overview

- ✓ Consolidated sales CAGR 12.3%, operating income CAGR 3.3% since 2016
- ✓ Converted to a holding company in 2016, and now has 7 subsidiaries and 4 sub-subsidiaries
- ✓ Spun off the bio business division in April 2021, and became a pure holding company

(Consolidated, billion KRW)



Business Overview

- ✓ Group Vision : **Total Healthcare Group**
- ✓ Group Strategy : **Open Innovation & In-house R&D**
- ✓ By merging subsidiaries, plan to specialize in Health Functional Food, Medical Device and Healthcare subsidiary material business



Pharma Bio-Pharma	Huons, Humedix, Huons Bio Pharma, Huons Meditech, Huons Lab
Medical Device	Huons, Humedix, Huons Meditech,
Health Functional Food	Huons, Huons Foodience
Container & etc	HuM&C, Hubena, HUONS USA, Blossom Story, Blossom Pictures



Continuous growth based on the steady growth of subsidiaries

(Unit : billion KRW)	Sales			Operating Income		
Corporate	2021	2020	YoY	2021	2020	YoY
Huons Global (Consolidated)	580	523	+10.9%	73	89	-17.8%
Huons Global	32	42	-23.1%	8	15	-44.8%
Huons	404	366	+10.2%	44	52	-16.0%
Humedix	94	80	+16.6%	12	12	+0.1%
HuM&C	10	-	-	-1	-	-
Huons Bio Pharma	15	-	-	3	-	-
Hubena	25	23	+9.4%	3	3	-6.7%
Huons Medicare	41	39	+5.4%	6	7	-16.6%
Huons Lab	0.2	1	-63.7%	-3	-2	-90.0%
HUONS USA, INC.	0.01	8	-99.0%	-4	0.04	Run a deficit
Huons Natural	18	16	+16.4%	1	1	+1.3%
Huons Nature	22	30	-27.4%	-0.1	2	Run a deficit
Huons Medical	20	19	+3.2%	4	4	-8.2%

※ Separate financial statements before elimination of insider transactions

※ HuM&C's result was reflected from Q2(after consolidation).



Sales composition

(Unit : billion KRW)	Sales		
Classification	2021	2020	YoY
Service	14	11	+30.9%
Brand	6	5	+8.6%
Royalty and other	1	2	-68.1%
Dividend	4	5	-21.5%
Rental	2	0	+403.2%
Product	6	18	-69.9%
Total	32	42	-23.1%

※ Bio business division was spun off in April, product sales are excluded since 2Q 21.

※ Sales increase YoY +13.2% when product sales are excluded.

Capital Allocation Plan

1 Shareholder Return

Continuous annual dividends(cash, stock)

Continuing Shareholder Return Policy since listed in 2006

2 Investment

1. Acquire IP rights

Finding & investing items that can maximize business value

2. M&A

Finding businesses to expand healthcare-related portfolios and value chains

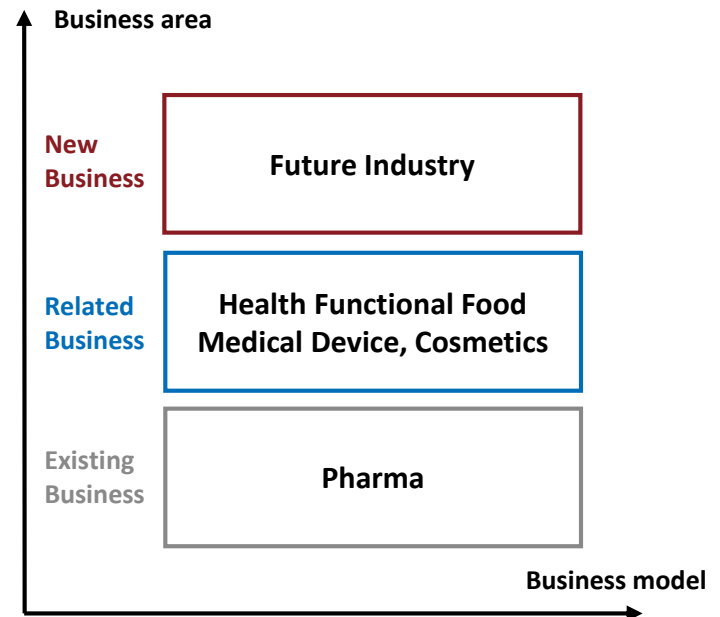
Capital Allocation Plan – Investment for growth

Strengthen investment to continue growth(Aquire IP rights)

- ✓ Strengthening In-house R&D & Seeking Open-Innovation.
- ✓ Finding new business items through License In/Out, Strategic Investment.
- ✓ **After converting to a pure holding company, Huons Global will lead investment in new business areas.**

Key Investment Status (Huons Group)

Classification	Cases	Remarks
Pharma	14	Biosimilar, injection, API, Etc.
Medical device	7	Dental, Diabetes
Etc.	5	drug development platform based on AI



Based on Pharma(ETC), stably growing through expansion of related businesses

Pharma(ETC)

- Medications that require prescription
- Comprehensive portfolio covering various fields
- Expanding markets(export local anesthetics to the U.S)



Beauty·Well-being·Others

- Medications and others for health maintenance
- Health Functional Food and Medical Device



CMO

- Produce multiple items(eye drops, injections, etc)
- Customers : Multiple domestic and foreign pharmaceutical companies



Growth Strategy "Open Innovation"

- Make an exclusive domestic sales rights contracts and Joint research agreements
- Aim to find a next-generation growth-engine through Open Innovation

Classification	Indication	Status
New Chemical Entities	Liver disease	Selection of candidate materials in 2023
	Heart failure	Planning to start non-clinical in 2022
	Ocular disease	Planning to start IND in 2023

Subsidiary "Huons Foodience"

- Health functional food company
- Business in OEM/ODM, Own brand and export
- Building Value chain from raw materials to logistics
- Continuous development in raw materials

Stably growing based on Aesthetic and Pharmaceutical products using HA·PDRN

Filler

- Used for beauty and healthcare such as wrinkle improvement
- Registered in China and Europe



Pharma·CMO

- ETC based on API, Manufacturing PFS, Amp, Vial, Eye drops
- Launched 1 shot arthritis(2nd in Domestic), L/O to China, EU CE certification



Cosmetics·etc.

- Functional cosmetics using HA·PDRN, Achieved approval in China
- Launched LIZTOX('19.06)



Growth Strategy "Biosimilar APIs"

- Strengthening aesthetic portfolio and becoming Bio-specialized company by expanding biosimilar API business

Classification	DMF Approval	Remarks
HA	2008	Raw material : Filler, injection of arthritis, eyedrops
PDRN	2018	Raw material : Regenerative medicine and beauty
Heparin	2022	First in localizing animal origin API
Hyaluronidase	2022	Less side effects

Cosmetic packaging and Medical container(Ampulem, Vial, Cartridge)

- Incorporate Hubena into a subsidiary ('22.04), merged('22.07) to diversify business area
- Aiming for Healthcare Total Subsidiary Material company
- Work with affiliates to increase profitability and secure growth momentum

Cosmetic Packaging

- Manufacture puff, sponge, container for make-up
- Supplying materials to cosmetics companies(domestic&foreign)



Medical container

- Manufacture medical glass containers through special glass technology
- 120 clients including Huons Group



Physical and chemical equipment distribution

- Merged chemical equipment distribution business
- Distribute by establishing regional agencies and online malls



Healthcare Total Subsidiary Material company

Conduct Biological Pharma business include botulinum toxin

- Bio business division was spun off from Huons Global('21.04)
- Attracted 155.4 billion KRW investment from IMEIK(China) ('21.06)
- Share Holding Ratio('21.09) : Huons Global(74.6%), IMEIK(25.4%)

Manufacturing Facilities	Product line-up	
	HUTOX(export)	Liztox(domestic)
<ul style="list-style-type: none"> Facilities in Jecheon <ul style="list-style-type: none"> Plant 1(1 mil Vials) Plant 2(5 mil Vials) Plant 3(9 mil Vials) : complete till 2024, operate in 2025 Selected as an institution of merit for biosafety management('20.10) 	<ul style="list-style-type: none"> Approval for export('16.10) 32 countries, 26 partner contracts License and Supply Agreement with AQUAVIT HOLDINGS in US('21.04) License and Supply Agreement with HAEMATO PHARM in EU('21.10) → Planning Clinical trial 	<ul style="list-style-type: none"> Launched('19.06) Co-sales in domestic market : Huons and Humedix 50unit('21.06), 100unit('19.04), 200unit('21.07) approved








R&D status

- Expansion of indications and development of small molecule formulations

Pipe-line	Indications	Discovery	Pre-clinical	Phase I	Phase II	Phase III	Registration
HBPB1-001 (900kDa)	Glabellar lines						●
	Crow's feet lines						●
	Post stroke-upper limb spasticity					●	
	Benign masseteric hypertrophy				●		
HBPB1-002 (150kDa)	Glabellar lines				●		
HBPB1-004	Glabellar lines	●					
HBPB1-005	Glabellar lines	●					
HBPB3-003	Cellulite	●					

Manufacture medical disinfectors, disinfectants and sterilizers

- Established Huons Meditech : Merged Huons Medicare and Huons Medical ('22.02)
- Portfolio of medical devices(Beauty, Therapy, Sterilizers, etc.)

Antiseptic and Pharma(ETC)	Medical Device			
	Medical Sterilizers	Space Sterilizers	Beauty	Therapy
<ul style="list-style-type: none"> ▪ Antiseptic products for artificial kidney, endoscope instrument sterilization, body/hands tissue, and etc. ▪ Eyedrops, ETC for dyslipidemia and digestive system etc. 	<ul style="list-style-type: none"> ▪ 'Huen Single' ▪ "single use and discard" system ▪ Target on general hospital and overseas market 	<ul style="list-style-type: none"> ▪ 'HUEN IVH ER' Europe CE certification 	<ul style="list-style-type: none"> ▪ 'Derma Shine' for Autsko-Injection (China NMPA, Europe CE, Australia TGA certification) ▪ 'Derma AKNE' for acne treatment (Europe CE certification) 	<ul style="list-style-type: none"> ▪ Extracorporeal shockwave therapy 'URO-EMX', 'URO-EX', 'IMPO 88' ▪ 'JILL'SOF' for Vaginal dryness 

To become Medical device company covers various fields

Subsidiary specialized in R&D of Biopharmaceuticals

- Hold 6 types of biological drugs pipelines
- Research and develop new peptide and recombinant protein medicines intensively

Group	Indication	Discovery	Pre-Clinical
New Biological Drug	Metabolism (Short Bowel Syndrome)	HLB1-001	4Q, 22
	Fibrosis(Skin)	HLB1-002 (Drug Delivery)	3Q, 22
		HLB1-003	1Q, 23
		HLB1-005	2Q, 23
Biosimilar	Osteoporosis	HLB3-001	1Q, 23

Consolidated Financial Information

(Unit: Million KRW)

Classification	2021	2020
Total Assets	1,283,748	949,023
Current assets	618,519	427,322
Non-current assets	665,228	521,700
Total liabilities	432,627	293,624
Current liabilities	347,001	237,373
Non-current liabilities	85,626	56,251
Total equity	851,120	655,399
Dominant business owner's equity	537,838	412,828
Non-controlling interests	313,282	242,570

Classification	2021	2020
Revenue(Sales)	579,937	523,048
Cost of sales	506,594	433,799
Operating Income	73,342	89,249
Profit(loss) before tax	62,502	111,793
Corporate tax	30,432	20,750
Net income	32,071	91,043

Separate Financial Information

(Unit: Million KRW)

Classification	2021	2020
Total Assets	552,398	392,414
Current assets	123,929	53,250
Non-current assets	36,850	339,163
Total liabilities	181,798	68,409
Current liabilities	144,948	62,974
Non-current liabilities	3,586	5,436
Total equity	370,601	324,004
Capital	6,015	5,732
Capital surplus	242,472	242,472
Capital adjustment	(12,209)	(11,029)
Earned surplus	134,322	86,829

Classification	2021	2020
Revenue(Sales)	32,194	41,867
Cost of sales	23,883	26,797
Operating Income	8,311	15,070
Profit(loss) before tax	69,673	16,878
Corporate tax	17,368	2,072
Net income	52,305	14,807

Thank you