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Huons Global

Investor Relations

4Q.2023.



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” 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.

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01_ Company Summary

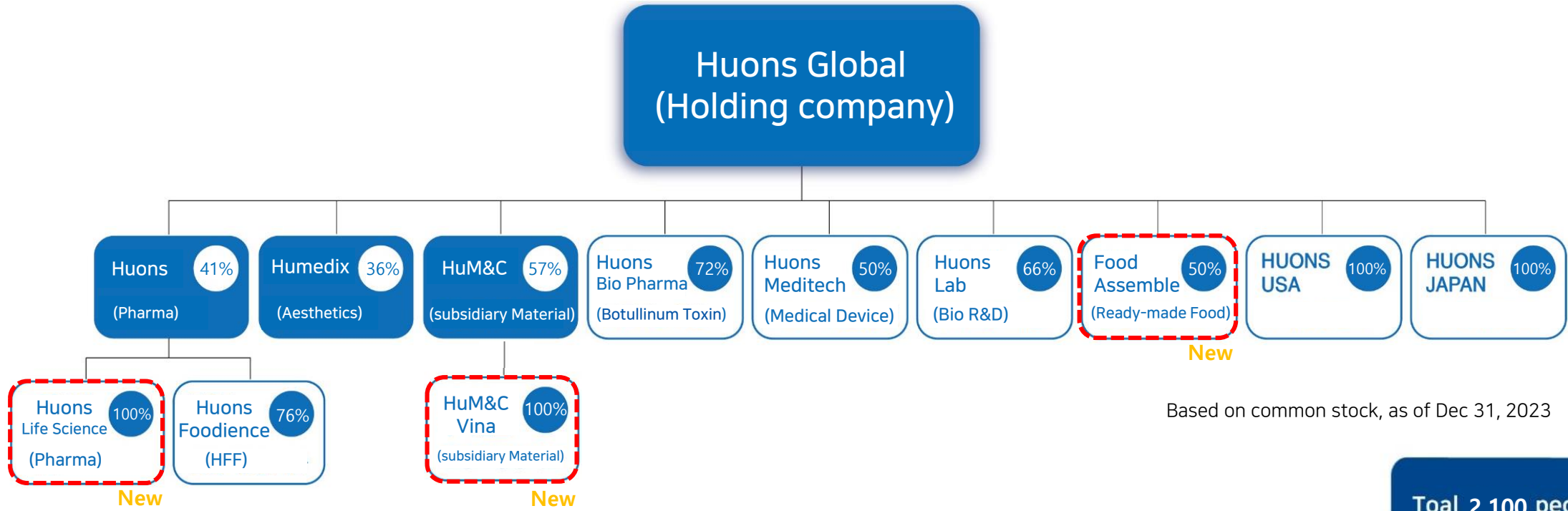
02_ Business Performance

03_ Subsidiaries

04_ R&D

Appendix

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



Based on common stock, as of Dec 31, 2023

- New Affiliates
 - Food Assemble (New business in ready-made food)
 - Huons Life Science (Increasing pharmaceuticals' productivity) *former Crystal Life Scence
 - HuM&C Vina (Medical containers manufacture plant located overseas)

Company share ratio

Toal 2,100 people

KOSDAQ Listed

Role within Huons Group

- Set the strategy and direction of the group
- Discovering new growth engines & Expanding business area
- Growth through strategic M&A

hu Huons USA
hu Huons JAPAN

+ Strengthening overseas business

+ Healthcare subsidiaries

+ Biological Pharma

+ Health Functional Food

+ Medical devices

+ Aesthetic

Pharmaceutical products

hu Huons

hu Humedix

hu Huons Life Science

hu Huons Foodience



hu Huons Meditech

hu Huons Lab

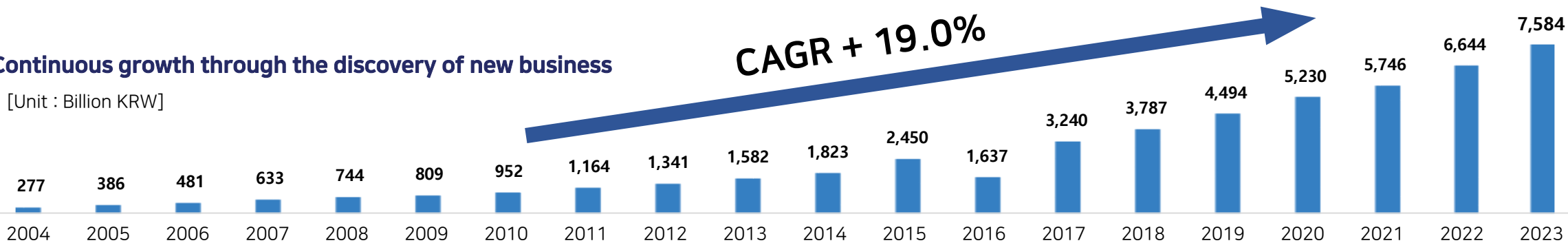
hu HuM&C

hu Huons Biopharma

Continuous growth through the discovery of new business

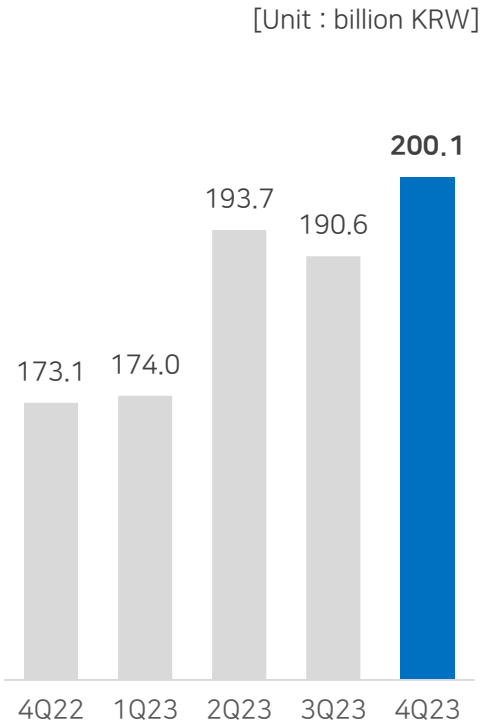
[Unit : Billion KRW]

CAGR + 19.0%

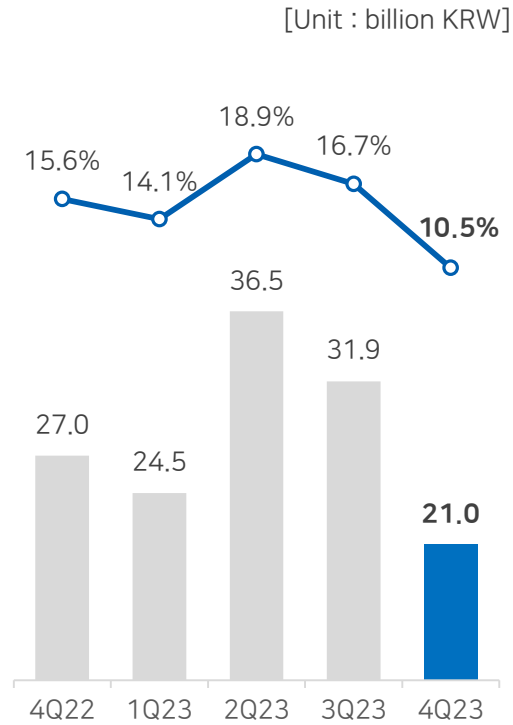


- Record high performance by continued high growth in overall business

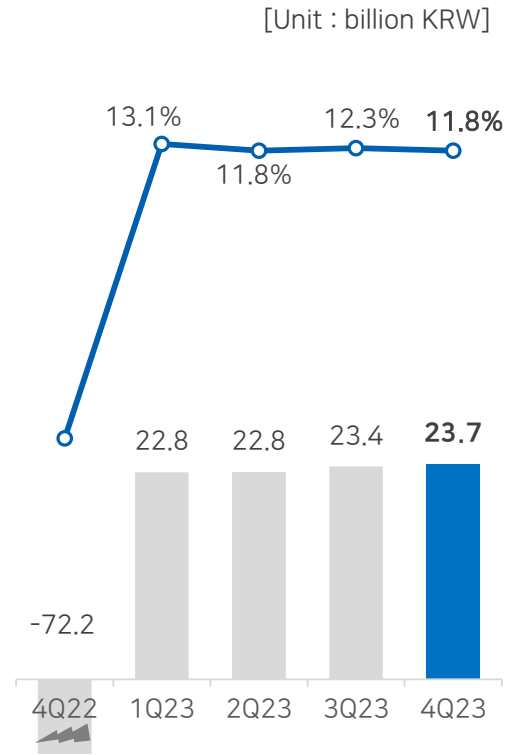
Sales



Operating Profit



Net Profit



[Sales]

- 200.1 bil KRW** (YoY ▲15.6%, QoQ ▲5.0%)
- ✓ Continuous high-growth in ETC division
 - ✓ Increasing demand for aesthetics(filler, BTX)

[Operating Profit]

21.0 bil KRW (YoY ▼21.9%, QoQ ▼34.0%)

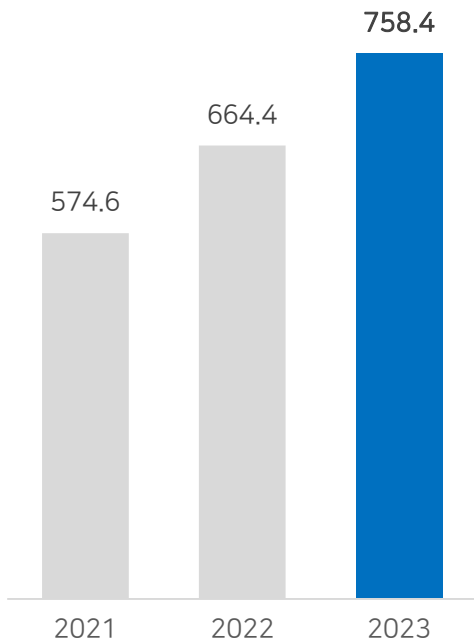
[Net Profit]

- 23.7 bil KRW** (YoY Turn to profit, QoQ ▲1.2%)
- ✓ One-time cost incurred (personal expense, marketing)
 - ✓ Major subsidiaries' cost ratio rose
 - Maintenance of facilities,
 - Provision for inventory assets

- Steady growth of all subsidiaries → Highest annual performance

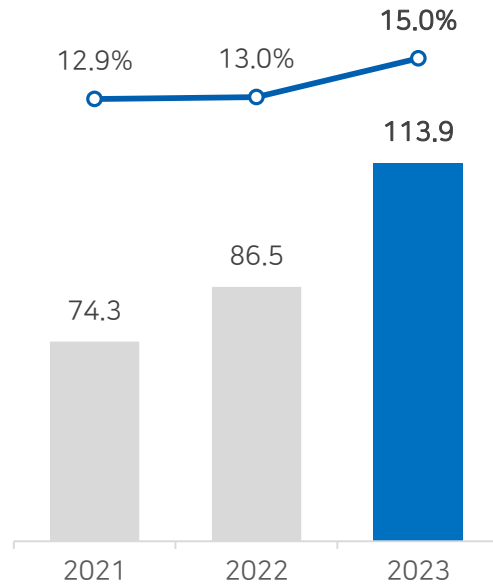
Sales

[Unit : billion KRW]



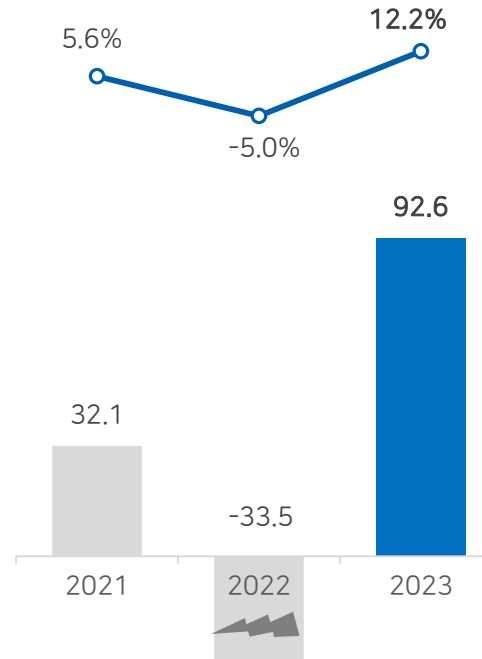
Operating Profit

[Unit : billion KRW]



Net Profit

[Unit : billion KRW]



[Sales]

758.4 bil KRW (YoY ▲14.2%)

[Operating Profit]

113.9 bil KRW (YoY ▲31.8%)

- ✓ Increase in exports (filler, BTX)
- ✓ Growth in high-yield major business(ETC, esthetic, BTX)

[Net Profit]

92.6 bil KRW (YoY Turn to profit)

- ✓ Base effect of damaged losses on intangible assets(Subsidiary goodwill, etc.)

Huons Global 2. Business Performance_Profit&Loss Status_Quarterly

(Unit : Million KRW)

Classification	Sales					Operating Profit					Net Profit				
	4Q23	4Q22	3Q23	YoY	QoQ	4Q23	4Q22	3Q23	YoY	QoQ	4Q23	4Q22	3Q23	YoY	QoQ
Huons Global (Consolidated)	200,055	173,097	190,617	+15.6%	+5.0%	21,040	26,955	31,901	-21.9%	-34.0%	23,679	-72,189	23,387	Turn to Profit	+1.2%
Huons Global (Separated)	8,068	8,276	10,532	-2.5%	-23.4%	618	2,721	4,267	-77.3%	-85.5%	6,311	-8,770	3,881	Turn to Profit	+62.6%
Huons (Consolidated)	145,224	129,314	138,166	+12.3%	+5.1%	11,987	16,240	14,952	-26.2%	-19.8%	9,874	3,764	11,780	+162.3%	-16.2%
Humedix	36,736	32,684	39,655	+12.4%	-7.4%	5,257	6,265	11,355	-16.1%	-53.7%	3,245	-1,868	7,215	Turn to Profit	-55.0%
HuM&C (Consolidated)	11,312	10,706	12,563	+5.7%	-10.0%	1,036	486	1,543	+113.2%	-32.9%	3,830	-626	1,143	Turn to Profit	+235.1%
Huons Meditech	15,992	15,472	13,643	+3.4%	+17.2%	-33	2,679	601	-101.2%	-105.5%	1,687	2,005	204	-15.9%	+728.4%
Huons Biopharma	11,517	11,996	9,219	-4.0%	+24.9%	4,080	2,209	2,547	+84.7%	+60.2%	6,467	2,174	2,801	+197.4%	+130.9%
Huons Lab	-	-	-	-	-	-2,430	-626	-1,887	-	-	-2,029	-1,091	-1,932	-	-
Huons USA	446	99	282	+350.0%	+57.9%	151	-145	12	Turn to Profit	+1,194.3%	146	779	2	-81.3%	+7,741.9%
Huons JAPAN	125	75	99	+67.5%	+27.1%	39	-35	6	Turn to Profit	+575.2%	27	-35	6	Turn to Profit	+371.3%

* HuM&C applied consolidated criteria due to incorporated subsidiary(HuM&C Vina)

hu Huons Global 2. Business Performance_Profit&Loss Status_Yearly

(Unit : Million KRW)

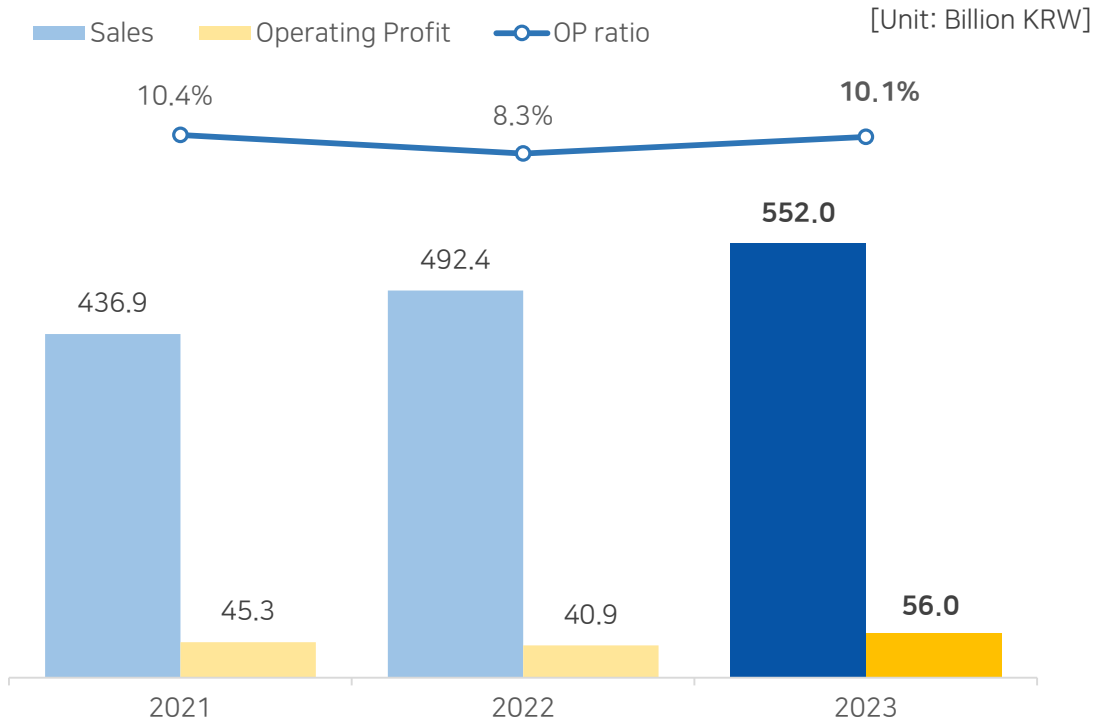
Classification	Sales				Operating Profit				Net Profit			
	2021	2022	2023	YoY	2021	2022	2023	YoY	2021	2022	2023	YoY
Huons Global (Consolidated)	574,648	664,365	758,380	+14.2%	74,302	86,476	113,950	+31.8%	32,071	-33,463	92,628	Turn to Profit
Huons Global (Separated)	32,194	32,931	39,328	+19.4%	8,311	11,090	11,066	-0.2%	52,305	4,175	12,541	+200.4%
Huons	436,911	492,387	552,007	+12.1%	45,282	40,867	56,002	+37.0%	30,581	22,608	50,385	+122.9%
Humedix	110,992	123,173	152,274	+23.6%	15,990	26,043	37,310	+43.3%	10,051	21,154	24,821	+17.3%
HuM&C (Consolidated)	12,543	35,630	48,425	+35.9%	-1,929	1,766	4,842	+174.1%	-6,178	798	10,308	+1,191.3%
Huons Meditech	41,058	62,075	59,479	-4.2%	5,984	9,796	3,431	-65.0%	4,733	7,821	5,378	-31.2%
Huons Biopharma	15,155	31,596	44,265	+40.1%	2,803	6,183	14,869	+140.5%	2,503	6,136	17,773	+189.6%
Huons Lab	192	87	-	-100.0%	-2,800	-3,692	-6,313	-	-3,017	-4,260	-6,050	-
Huons USA	76	99	1,085	+994.9%	-3,575	-4,933	147	Turn to Profit	-3,425	-3,183	-1,699	-
Huons JAPAN	-	75	477	+537.9%	-	-242	63	Turn to Profit	-	-242	51	Turn to Profit

* HuM&C applied consolidated criteria due to incorporated subsidiary(HuM&C Vina)

Business area : ETC with stable expanding to related businesses

ETC	Beauty Well-being	CMO
<ul style="list-style-type: none"> Various medications (for prescription) Local anesthetic injections 	<ul style="list-style-type: none"> Medications (non-reimbursable) Health Functional Food Medical Devices 	<ul style="list-style-type: none"> Eye drops Other medications

Sales Composition



Financial Performance

[Unit : Million KRW]

classification	2021	2022	2023	YoY
ETC	195,918	213,751	261,170	+22.2%
Beauty·Well-being	149,502	175,595	188,776	+7.5%
CMO	58,183	65,712	65,036	-1.0%
Subsidiary company	40,430	44,072	43,973	-0.2%
Capital Adjustments	-7,122	-6,743	-6,949	-3.1%
Total	436,911	492,387	552,007	+12.1%

- **Achieving record-high operating profit based on ETC growth**
 - Sales 552.0 bil KRW(YoY +12%) / OP 56.0 bil KRW(OPM 10.1%, YoY +37%)
 - Remarkable growth in anesthetic exports :
 - Additional registration of FDA drugs (5 types of injections currently)
 - Expansion of export countries outside of North America
 - Increasing profit of HFF : new-line up (Sagunja) & expanding proportion of online sales
- **Expansion of productivity by plant 2**
 - Operating new line of eye drops : +48% production capacity than before
 - Expansion of injection line : aims to be operational in 2025
 - vial : + 204% / Cartridge : + 49%

Business area : Aesthetic and Pharmaceutical products using HA·PDRN

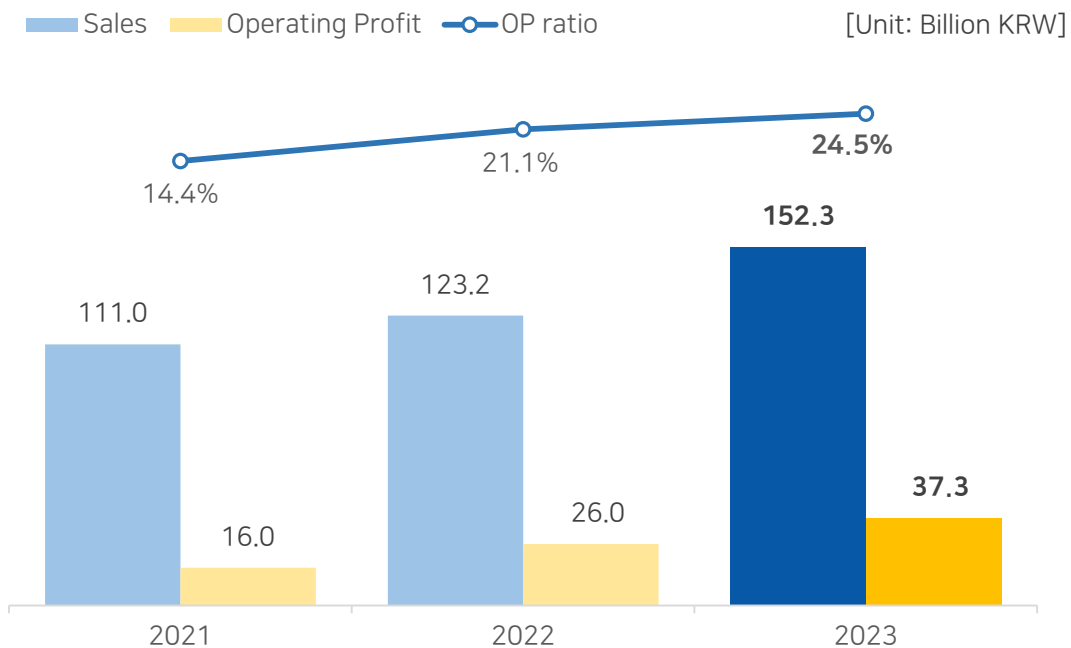
Filler·Toxin

ETC·CMO

Cosmetics·
etc.

- Beauty and healthcare (wrinkle improvement)
- Registered in China and Europe
- Medications(non-reimbursable)
- 1 shot arthritis PFS
- New business (HFF, Medical device)
- Functional cosmetics (HA·PDRN), Achieved approval in China

Sales Composition



Financial Performance

[Unit : Million KRW]

classification	2021	2022	2023	YoY
Filler	26,016	34,344	49,067	+42.9%
Botulinum Toxin	13,285	22,791	26,375	+15.7%
Eye drops	14,301	18,522	27,692	+49.5%
ETC	13,380	18,518	18,882	+2.0%
Others	44,010	28,998	30,258	+4.3%
Total	110,992	123,173	152,274	+23.6%

➤ Record-breaking by growth of aesthetic business

- Sales 152.3 bil KRW(YoY +24%) / OP 37.3 bil KRW(OPM 24.5%, YoY +43%)
- Improved utilization followed by sales growth → Increased operating profit

➤ Remarkable growth of all business

- Sales of Filler 49.1 bil KRW(YoY +43%), BTX 26.4 bil KRW(YoY +16%) by increased demand in aesthetic
- Increased ETC sales (operating new injection line → diversifying portfolio)

➤ Excavating new growth drivers

- Bio API(Heparin sodium localization), Development of new aesthetic products

Business area : Healthcare containers

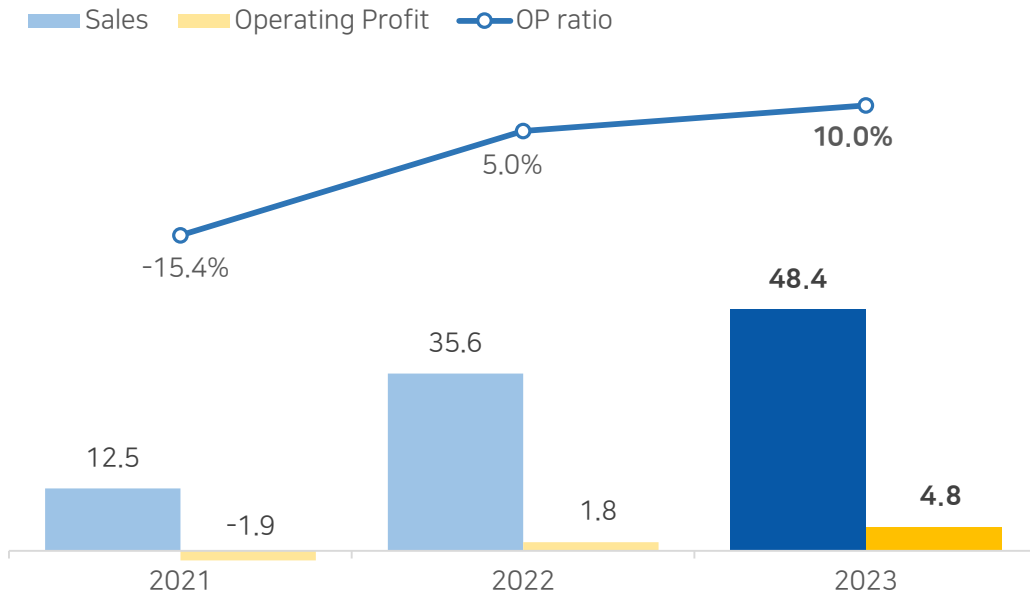
Medical Container

Cosmetic

- Manufacturing medical -glass containers
- Superior technology for special glass
- Puff, sponge, container for make-up
- Cosmetic brands OEM/ODM
- Experiment equipment distribution

Sales Composition

[Unit: Billion KRW]



Financial performance

classification	2021	2022	2023	YoY
Medical Container	-	22,791	36,361	+59.5%
Cosmetic	12,453	12,420	12,057	-2.9%
Etc.	90	419	7	-98.3%
Total	12,543	35,630	48,425	+35.9%

※ Merger with Hubena(glass container) in Jul 2022, after acquisition in Apr 2022

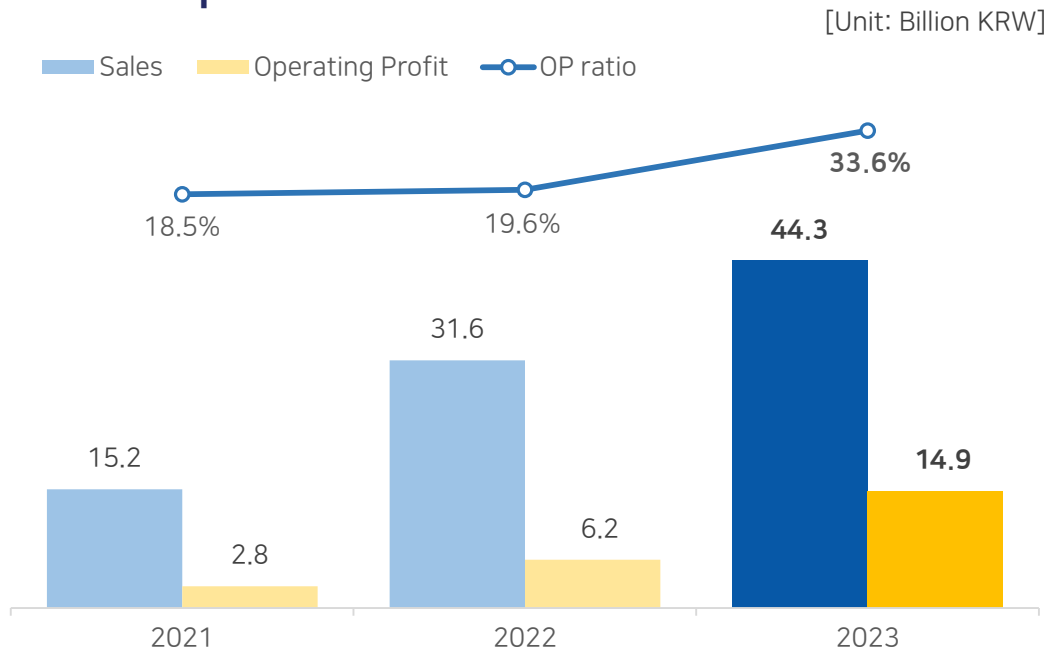
- **Operating profit expanded by the high growth of Medical container(glass)**
 - Sales 48.4 bil KRW(YoY +36%), OP 4.8 bil KRW(OPM 10%, YoY +174%)
 - Increasing medical container demand by growth of pharmaceutical & aesthetic market
- **Establishing overseas production base**
 - HuM&C Vina : Local subsidiary in Vietnam, medical container factory (Construction will be completed by 2025)
 - Additional 60% of production capacity compared to domestic line

hu Huons Biopharma

Business area : Biopharmaceuticals including botulinum toxin

- Continuing annual growth performance
 - Sales 44.3 bil KRW(YoY +40), OP 14.9 bil KRW (OPM 33.6%, YoY +140%)
 - Growing international BTX market (exports 7.1 bil KRW, YOY+328%)
 - Production capacity expansion in progress, by 2025(6.5mil vial → 13.7mil vial, +111% ↑)

Sales Composition

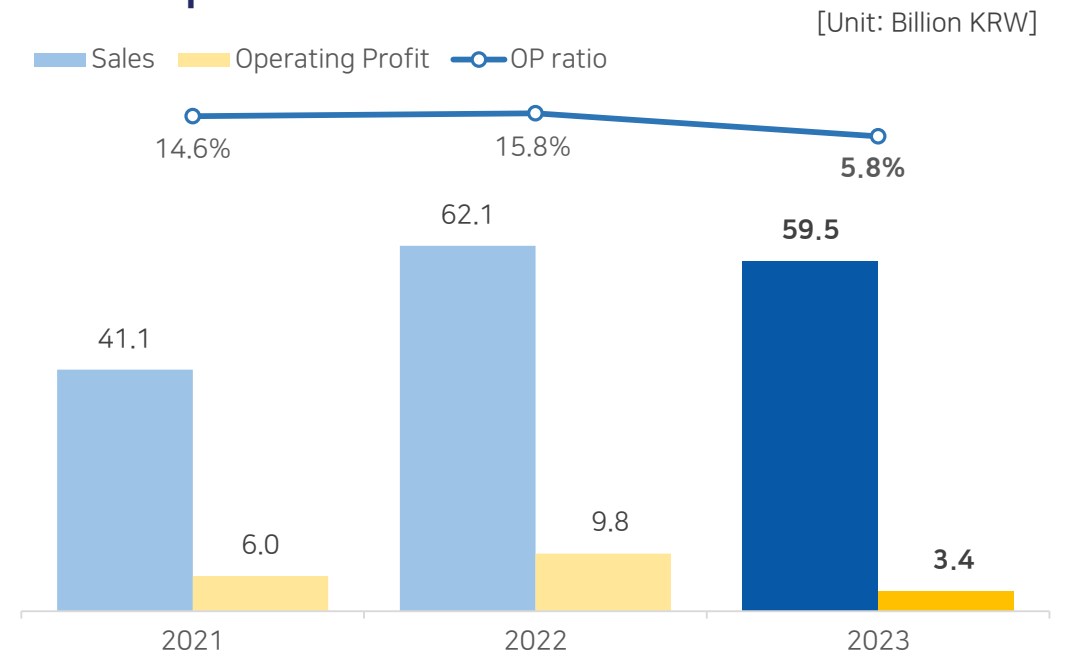


hu Huons Meditech

Business area : Medical devices, Medical disinfectors, Sterilizers

Therapy	Beauty	Others
<ul style="list-style-type: none"> ▪ Extracorporeal shockwave therapy 'URO-EMX', 'URO-EX', 'IMPO 88' ▪ 'JILL'SOF' for Vaginal dryness 	<ul style="list-style-type: none"> ▪ 'Derma Shine' for Auto-Injection ▪ Derma AKNE' for acne treatment 	<ul style="list-style-type: none"> ▪ Medical Sterilizers ▪ Space Sterilizers ▪ Antiseptic and Pharma(ETC)

Sales Composition



hu Huonslab

Subsidiary specialized in R&D of Biopharmaceuticals

- Hold 5 types of biological drugs pipelines
- Research and develop new peptide and recombinant protein medicines

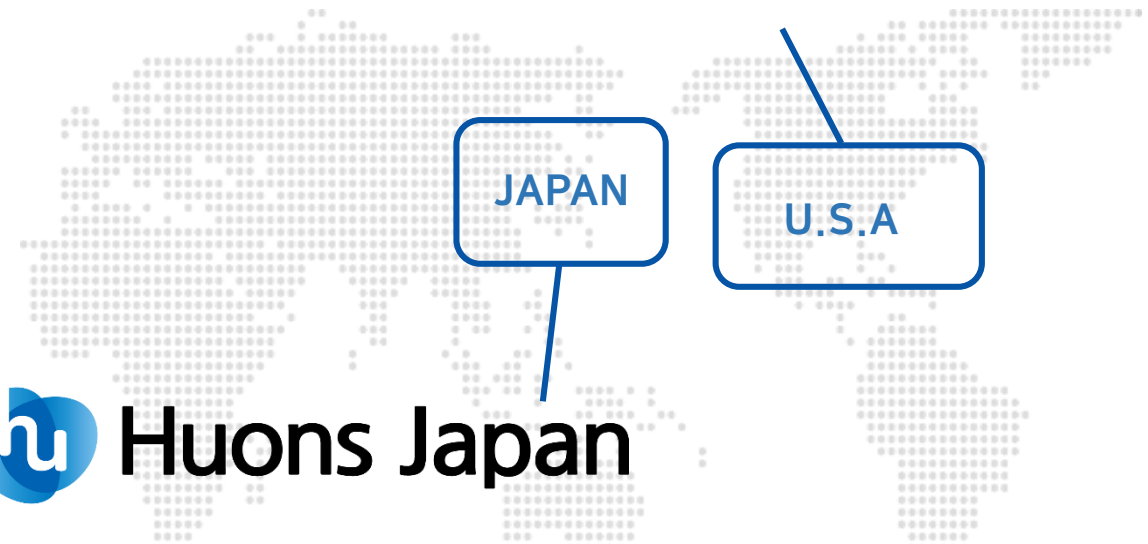
Group	Indication	Discovery	Pre-Clinical
New Biological Drug	Fibrosis (Skin)	HLB3-002 (Hyaluronidase, drug diffusion)	Pre-Clinical finished ¹⁾
	Obesity	HLB1-015 (Long acting GLP-1/2)	2025. 2Q
		HLB1-016 (GIP-1)	2025. 3Q
	Alzheimer's disease	HLB1-014 (Recombinant antibody)	2025. 4Q
	Metabolism	HLB1-006 Long acting GLP-1/2, short bowel syndrome)	Getting ready for L/O
Biosimilar	Osteoporosis	HLB3-013 (Recombinant antibody)	Getting ready for L/O

1) Clinical trials scheduled for 2024. 3Q

hu Huons USA

Local corp to expand businesses in the U.S. and North America

- Signed a contract to supply topical anesthetic (lidocaine) with McKesson
- High quality propagation of Huons injections through large distribution networks
- Expansion of product line targeting U.S. market with shortage of basic drug supply



hu Huons Japan

Local corp to Enter the Japanese healthcare market

- Local distribution and sale of medicines, medical devices, health functional foods, etc.
- Joint R&D and drug technology introduction will be promoted in exchange with local companies

[As of Dec 31, 2023]

Category		Project	Indication	Development Phase					
Company	Sector			Discovery	Preclinical	Phase I	Phase II	Phase III	Registration
Huons	New Chemical Entities	HUC1-394	Dry eye						
	Incrementally Modified Drug	HUC2-007	Dry eye						
		HUC2-344	Diabetes						
Humedix	API	HMS1-049	Anticoagulant						
		HMS1-069/017	Increased Tissue Infiltration						
	Medication	HMC3-039	Increased Tissue Infiltration						
	Medical Appliance	HMM1-048	Wrinkles around the eyes						
Huons Biopharma	Biomedicine	HBPB1-001	Upper extremity muscle stiffness						
		HBPB1-001	Hypertrophy of the masseter						
		HBPB1-002	Wrinkles between the eyes						
Huons Lab	Biomedicine	HLB3-002	Skin/Drug proliferation						

Strengthened shareholder return policy – Raised DPS & Interim Dividend Introduction

- Transparent and active shareholder return policy for enhancement of corporate value
- Implementation of Interim Dividend : Twice a year(Interim&Year-end)
- Operation of long-term dividend policy : Rasing DPS Yearly by 0~30%
→ Increased by 5% in 2023

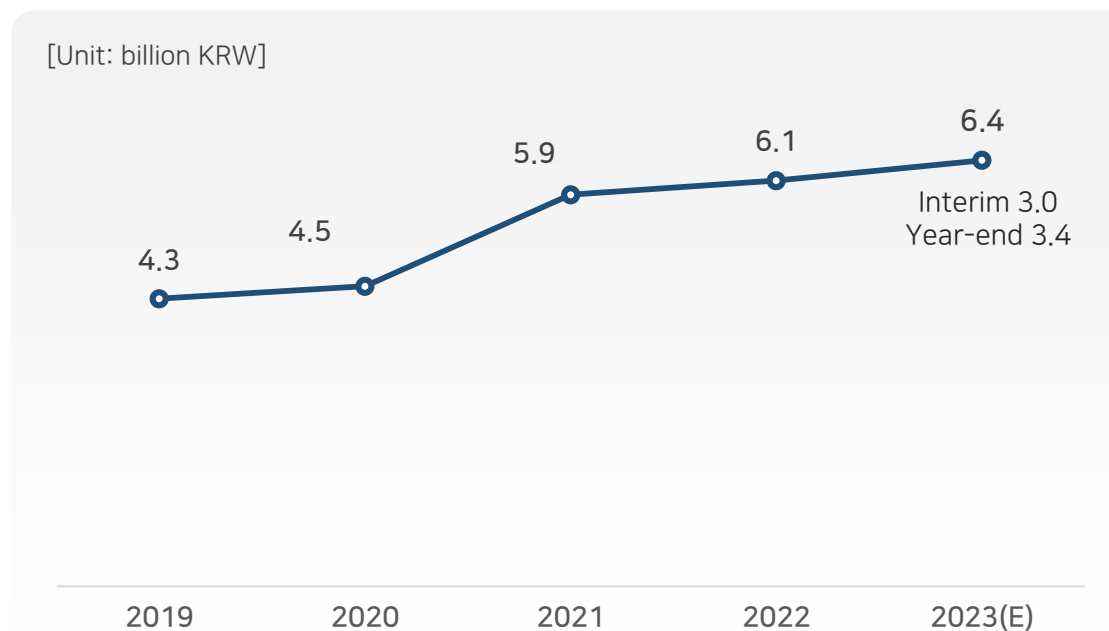
[FY 2023 Cash Dividends]

Dividend Type	Interim	Year-end
Dividend per Share	250 KRW	275 KRW
	Yearly : 525 KRW (FY2022 : 500 KRW)	
Dividend Ratio to Market Value ¹⁾	1.19%	1.15%
Total Dividend Amount	3,062,018,750 KRW	3,368,220,625 KRW
Dividend Record Date	2023-06-30	2024-04-01
Scheduled Dividend Payment Date	2023-08-25	2024-04-19

* Dividends will be finally approved by the general shareholders' meeting

1) Calculated by the dividend percentage per share based on the average arithmetic price of the final price formed in the securities market during the previous week, starting from a day before the date of resolutions.

[Total Annual Dividends]



Board Members

(As of Dec 31, 2023)

	Soo-Young Song	Sung-Tae Yoon	In-Sang Yoon	Kyu-yeon Lee	Jin-Woo Chang	Jong-Hyuk Bae
Position	President C.E.O	Chairman Director	Director	Outside Director	Outside Director	Outside Director
Current	C.E.O. of Huons Global and Huons	- President of Huons Group - Vice Chairman of KPBMA (Korea Pharmaceutical and Bio-Pharma Manufacturers Association)	Director of Strategic Planning Huons Global	Advisor of law firm Lee&Ko	Head professor of Korea Univ. Neuro Surgery	Representative lawyer of lawfirm Daehwan
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.	Department of Huons - Local Sales - Marketing - Regulatory Affairs	Managing Director of KRX	Director of YonSei Univ. Brain Research Institute Professor of YonSei Univ. College of Medicine	Chief prosecutor of Seoul High Prosecutors' Office Dispute settlement commissioner (FSS)

Audit Committee

Chairman Kyu-Yeon Lee

Member Jin-Woo Chang

Member Jong-Hyuk Bae

ESG Committee

Chairman Soo-Young Song

Member Kyu-Yeon Lee

Member Jin-Woo Chang

Consolidated Statement of Financial Position

[Unit: million KRW]

Classification	4Q22	1Q23	2Q23	3Q23	4Q23
Assets	1,243,109	1,223,154	1,242,941	1,272,494	1,317,964
Current assets	611,226	585,663	586,850	605,141	591,196
Cash etc.*	364,473	323,646	306,963	318,183	304,990
Accounts receivable	107,142	114,355	124,504	124,383	138,219
Non-current assets	631,883	637,491	656,091	667,353	726,769
Liabilities	457,234	418,098	393,660	393,601	407,287
Current liabilities	367,562	333,087	306,249	303,752	301,140
Short-term borrowings	107,461	107,699	100,990	100,404	122,657
Current portion of long-term debt	-	6,033	6,033	21,033	31,273
Non-current liabilities	89,671	85,011	87,411	89,849	106,148
Long-term borrowings	70,826	65,000	65,000	65,000	66,943
Equity	785,876	805,056	849,281	878,894	910,677
Equity attributable to owners of parent	464,316	466,792	478,746	489,499	501,825
Retained earnings	116,845	117,427	125,298	133,299	146,039
Non-controlling interests	321,559	338,264	370,534	389,395	408,852
Stability Indicator					
Current ratio	166.3%	175.8%	191.6%	199.2%	196.3%
Debt to equity ratio	58.2%	51.9%	46.4%	44.8%	44.7%
Borrowing ratio	22.7%	22.2%	20.3%	21.2%	24.3%
Interest coverage ratio	697%	665%	1,259%	1,126%	816%

* Cash etc. = Cash & Cash Equivalent + Short-term Financial Instruments

** Figures accumulated for 4 quarters

Financial Statements of Comprehensive Income

[Unit: million KRW]

Classification	4Q22	1Q23	2Q23	3Q23	4Q23
Sales	173,097	173,964	193,744	190,617	200,055
SG&A expenses	146,142	149,503	157,196	158,715	179,015
Operating Profit	26,955	24,460	36,549	31,901	21,040
Gains on valuation using equity method	(420)	306	(166)	152	(1,140)
Other revenues	(739)	2,257	3,801	1,670	1,810
Other expense	80,356	2,258	1,463	916	1,956
Interest expense	3,870	3,678	2,903	2,833	2,580
Profit before tax	(55,630)	33,357	31,101	32,671	22,503
Income tax expense	15,760	10,597	8,299	9,284	(1,176)
Net Profit	(72,189)	22,760	22,802	23,387	23,679
Profit, attributable to owners	(74,266)	6,706	7,871	11,063	12,744
Profit, attributable to non-controlling interests	2,077	16,054	14,932	12,324	10,935
A Profitability Indicator					
Operating profit ratio	15.6%	14.1%	18.9%	16.7%	10.5%
EBITDA Margin	20.6%	19.0%	23.3%	21.5%	10.5%
Net profit ratio	-41.7%	13.1%	11.8%	12.3%	11.8%
ROE**	52.6%	54.1%	55.8%	56.9%	59.2%
Sales/Asset**	158.2%	151.9%	146.4%	144.8%	144.7%

Thank you