

CLASSYS Story

Manufacturing and selling skincare and aesthetic medical devices.

KOSDAQ 214150

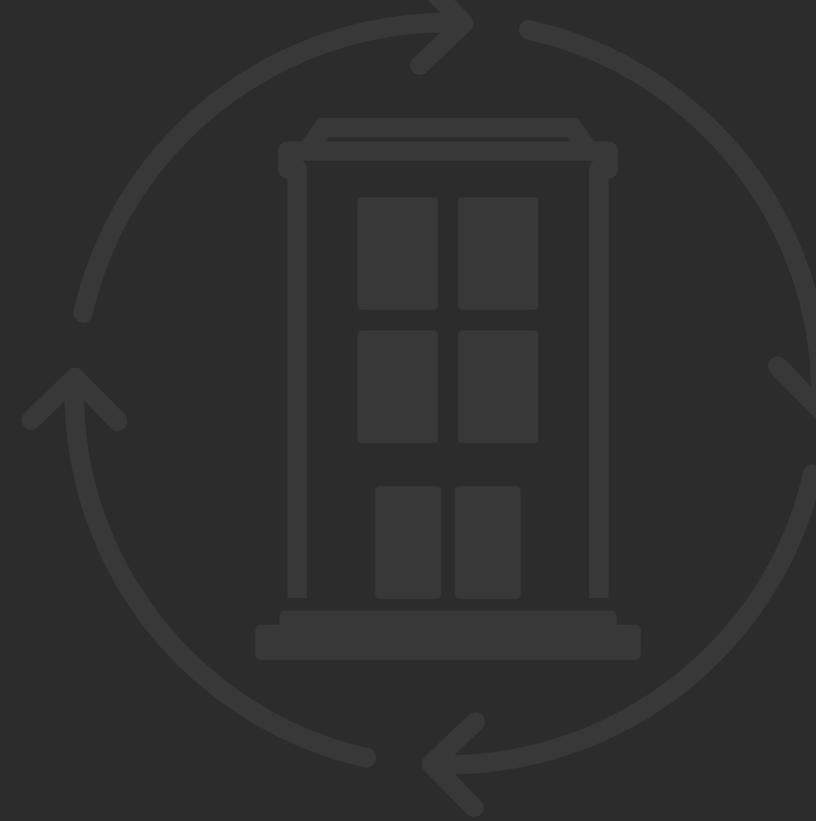
June. 13. 2023

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I Company Overview

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1. Key Figures



Gross Revenue Growth

(5Y CAGR, **32%**
(2022' 141.8 bn KRW)



Global Market Presence

60%
(Global Expansion in 60 countries
Licensed in 27 countries)



Consumables Revenue Growth

5Y CAGR, **37%**
(2022' 55.6 bn KRW)



Ultraformer Cumulative Sales / Annual Procedures (estimation)

**12,000 Units /
3.3mn times**
(Global)



EBITDA Growth

5Y CAGR **41%**
(2022' EBITDA 72.2 KRW bn,
EBITDA Margin **51%**)



Financial Market Assessment

**Market Cap KRW 2tn
KOSDAQ Global Segment
ESG Rating B+(by KCGS)**

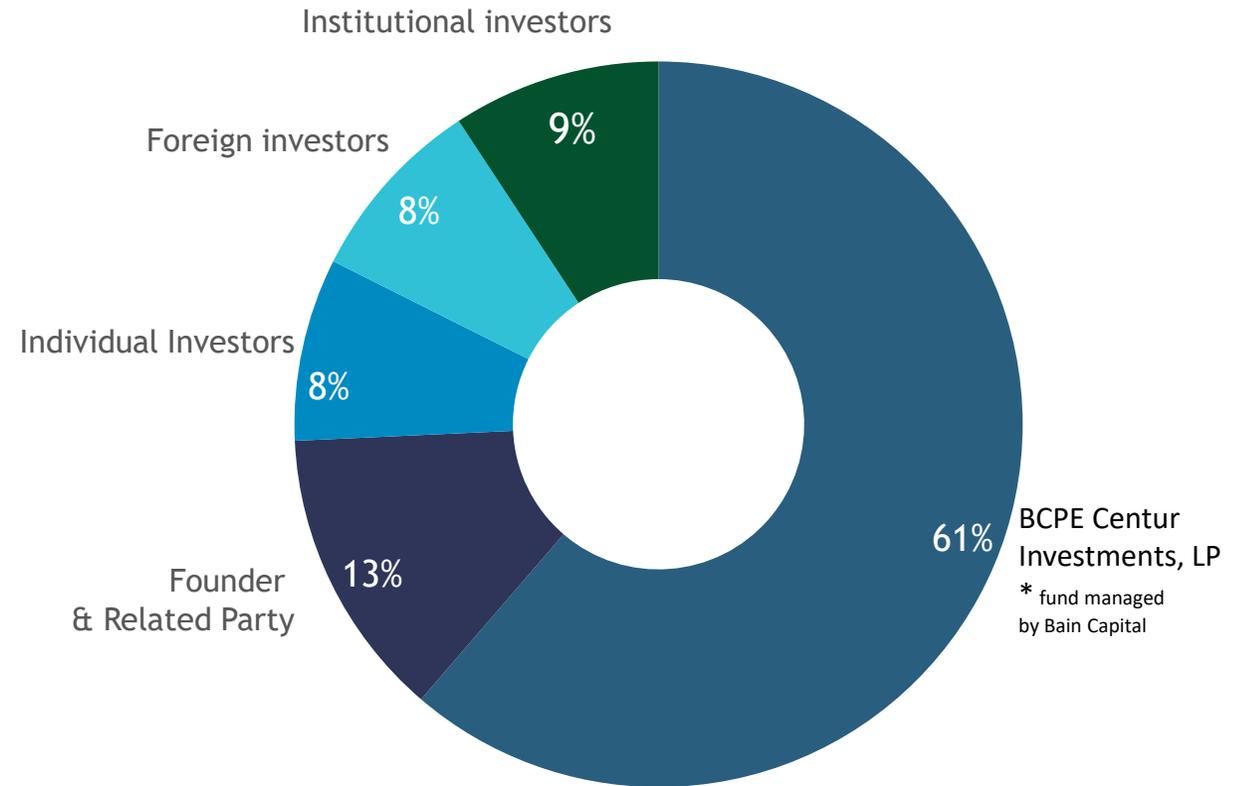


2. Company Overview

○ Company overview

Company name	CLASSYS Inc.
CEO	Seung Han Baek
Founded	Jan 10, 2007
Listed KOSDAQ	Dec 28, 2017
Capital	KRW 6,477mn (as of 2022)
Employees	352 (as of Dec 31, 2022)
Business areas	Medical aesthetics device manufacturing
Brands	 CLASSYS Cluederm SKEDERM
Headquarters	208 Teheran-ro, Gangnam-gu, Seoul, Korea
Website/ Contact	http://www.classys.co.kr / 1544-3481

○ Shareholder composition



* Based on 31, Mar 2023

3. Company History

Product foundation

2007~2014

- Jan 2007 Foundation of CLASSYS
- May 2011 Launch of Cryolipo
- Feb 2012 Ultraformer approved by MFDS
- Aug 2014 Launch of UF3(Ultraformer 3, known as Shurink in Korea)

Ultraformer 3



2014

Product/regional diversification

2015~2016년

- Mar 2015 UF3 obtained Europe CE approval
- Jun 2015 CLATUU obtained Europe CE approval
- Nov 2015 Won USD 5mn Export Tower Award
- Apr 2016 Scizer approved by MFDS

CLATUU



2015

Scizer



2016

Infrastructure expansion

2017~2021년

- Dec 2017 - Listed to KOSDAQ / opened CLASSYS Tower
- Sep 2018 Acquired Moonjeong-dong plant 1
- Sep 2019 Completed Misa plant 2
- Oct 2021 - Started sales of UF MPT(Ultraformer MPT, known as Shurink Universe in Korea)
- Dec 2021 - UF3 exceeded 3,500 units installed - Won USD 50mn Export Tower Award

Plant 1



2018

Plant 2



2019



Quantum leap forward

2022년~

- Jan 2022 Ultraformer MPT sales launching in Korea
- Jan 2022 HQ relocation (208 Teheran-ro, CLASSYS)
- Mar 2022 BCPE(fund managed by Bain Capital) became majority shareholder
- Apr 2022 SH Baek appointed as CEO
- Aug 2022 Volnewmer approved by MFDS
- Nov 2022 Incorporated into the KOSDAQ blue chip company 'KOSDAQ Global Segment'
- Dec 2022 UF MPT exceeded 1,100 units installed in Korea
- Mar 2023 Volnewmer & UF MPT Marketing by utilizing celebrities

Ultraformer MPT



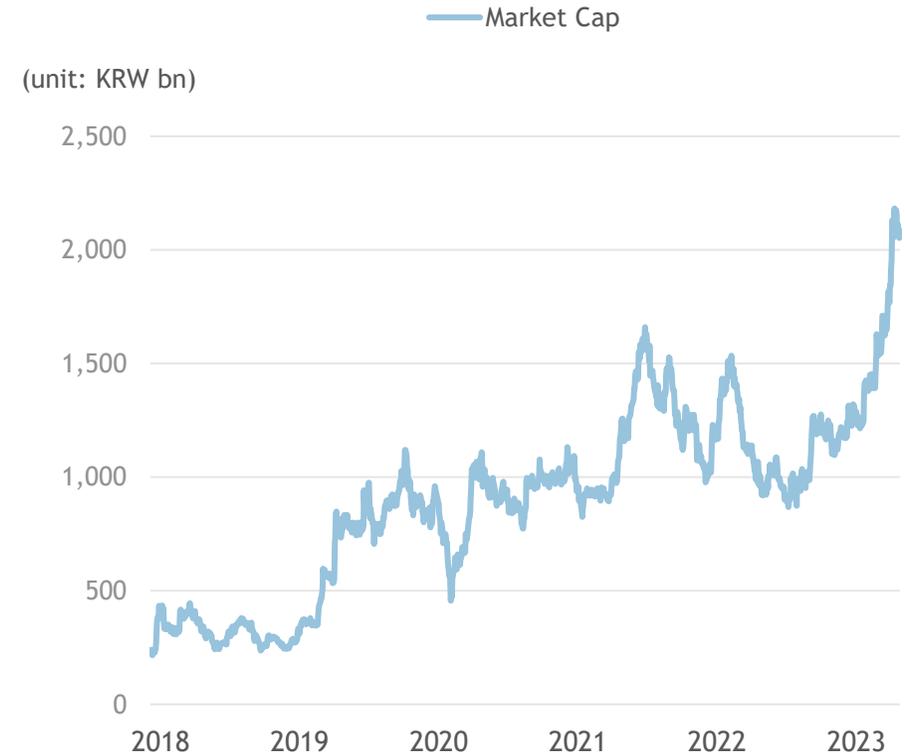
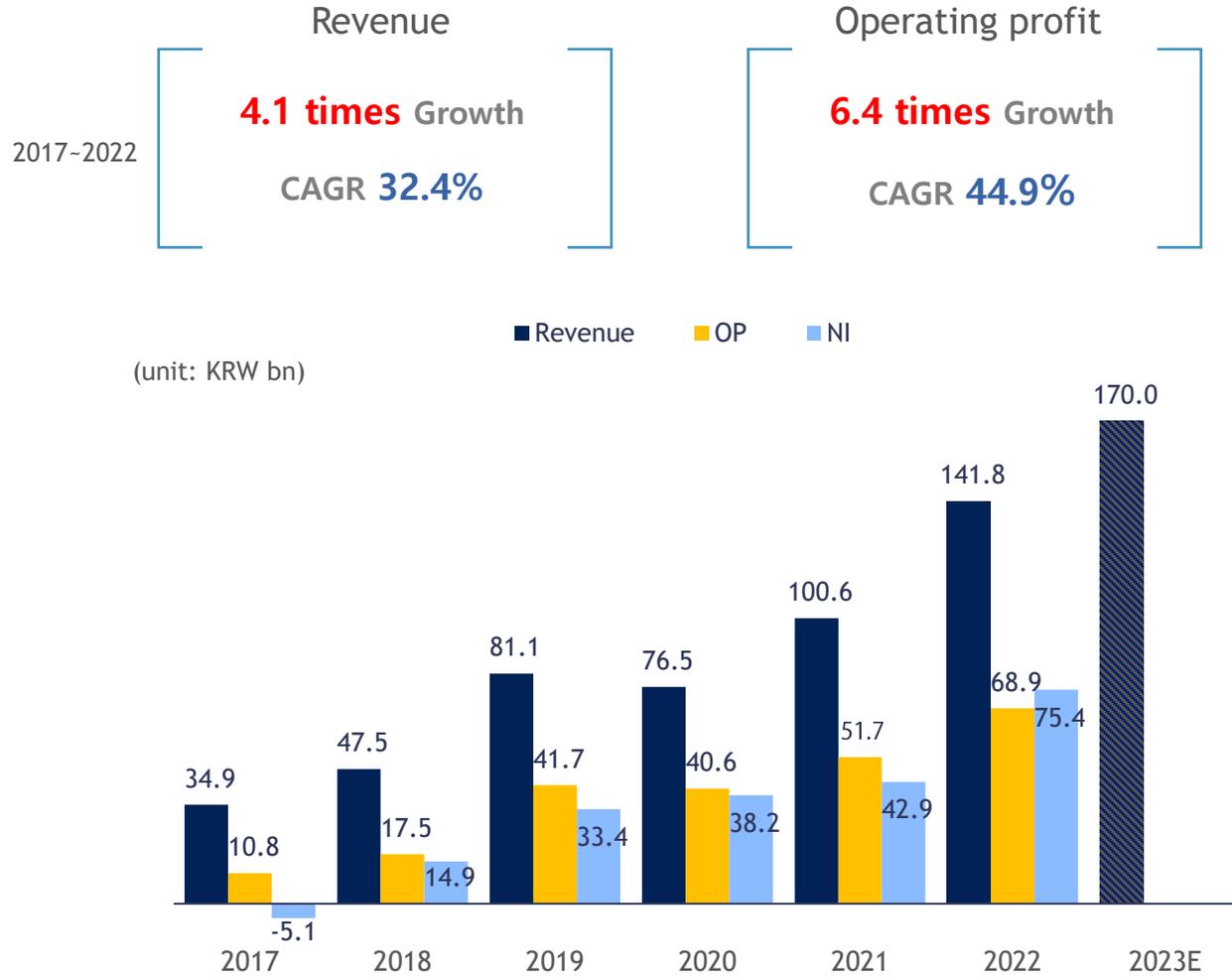
2021

Volnewmer



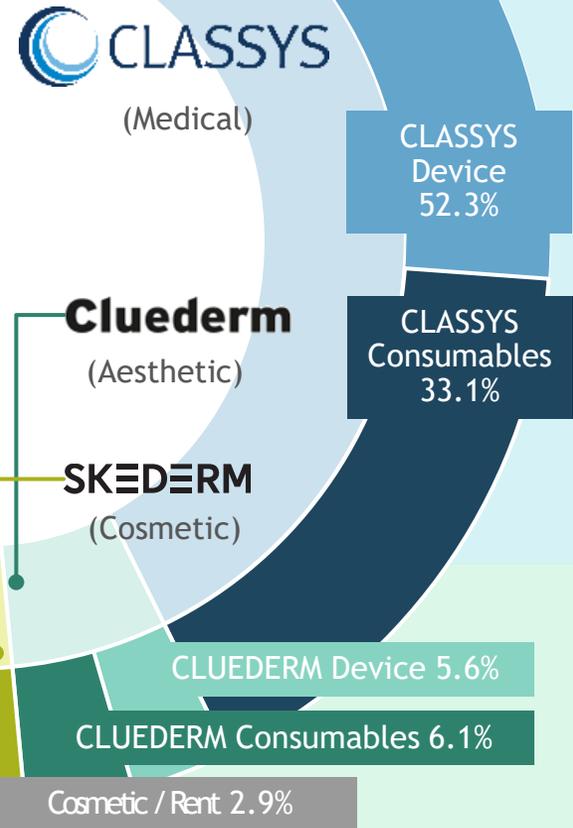
2022

4. Growth History



Note1) Consolidated
 Note2) '17 NI loss is due to Merge with KTB SPAC2. It's only a one-time accounting record and there is no cash expenditure.
 Note3) '20 NI includes temporary tax refund for S/O exercise
 Note4) '22 NI includes temporary non-operating profit generated on selling previous HQ building (trading profit of about 30 billion won)

5. Product Portfolio





Ultraformer 3 (Shurink)

HIFU for Facial Lifting & Tightening
Body Tightening & Contouring

+

Ultraformer 3 -Cartridges

		
1.5mm	2.0mm	3.0mm
		
4.5mm	6.0mm	9.0mm



Scizer

HIFU for abdominal fat reduction

+

Scizer-Cartridges





Alpha (Clatuu Alpha)

Reduction & cooling of subcutaneous fat

+

Alpha Hand-piece





Ultraformer MPT (Shurink Universe)

Next-generation of UF3 - Multi select MMFU X 4 (Normal, Micro Pulse, Circular, Micro circular)

+

Ultraformer MPT - Cartridges

						
DERMA Shrink 1.5	I Shrink 2.0	CELUP Shrink 3.0	LINUP Shrink 4.5	DERMA Booster 1.5	CELUP Booster 3.0	LINUP Booster 4.5



Volnewmer

Monopolar RF (Radio Frequency) for wrinkle treatment & skin tightening

+

Volnewmer Tip

			
ITip for eyes (0.25cm ²)	FTip for face (3.0cm ²)	Multipurpose VTip (4.0cm ²)	STip for body (16.0cm ²)



Ulfit

HIFU for body fat reduction & lifting



Refit

RF for pain relief



Aquapure

Vacuum



Cool4D

Cooling

+

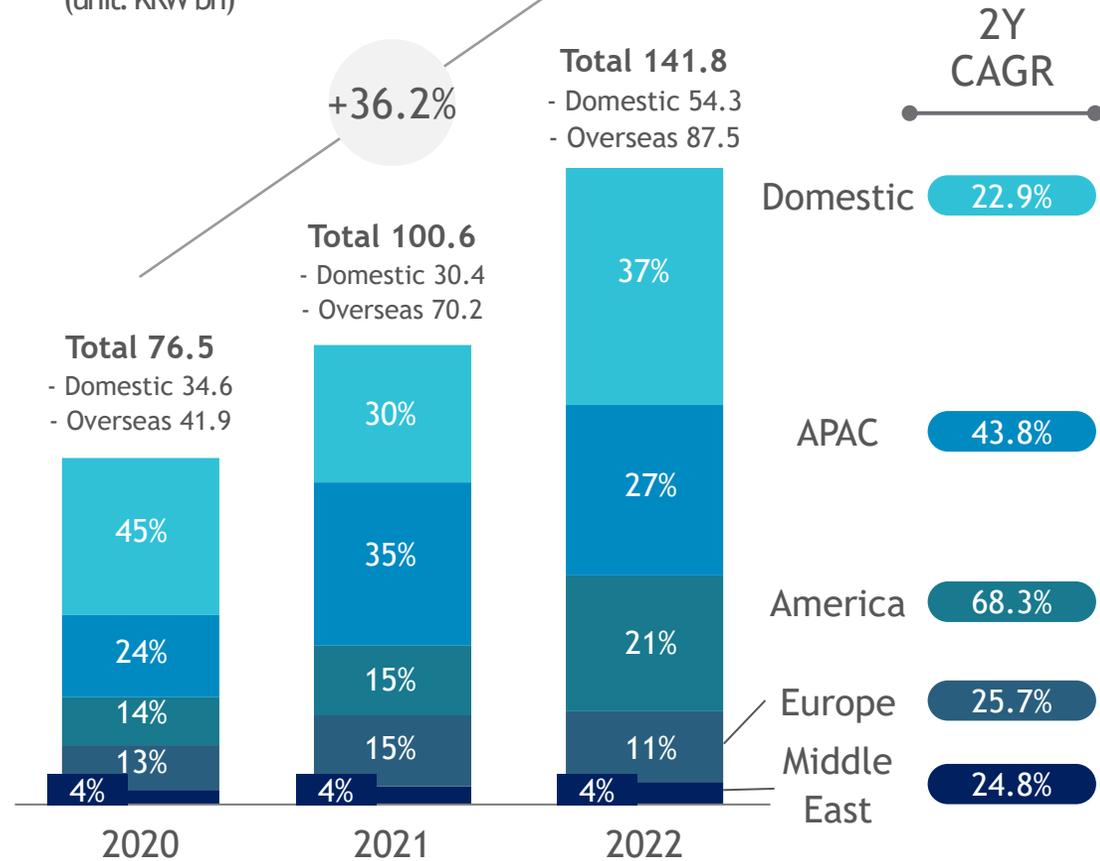
Consumable

1. HIFU(High Intensity Focused Ultrasound): Eyebrow lifting, facial/abdominal/thigh lifting, abdominal circumference reduction;
 2. RF(Radio Frequency): Induces tightening of dermis & production of collagen;

6. Regional Portfolio

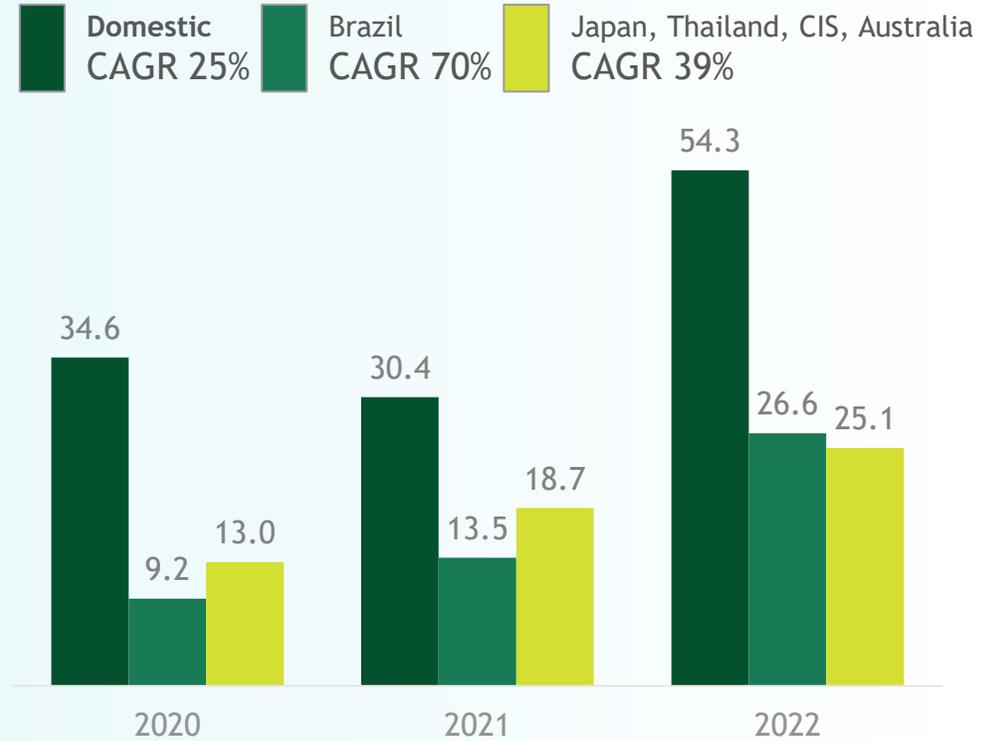
Revenue breakdown by continent

(unit: KRW bn)



Revenue breakdown by major region

(unit: KRW bn)



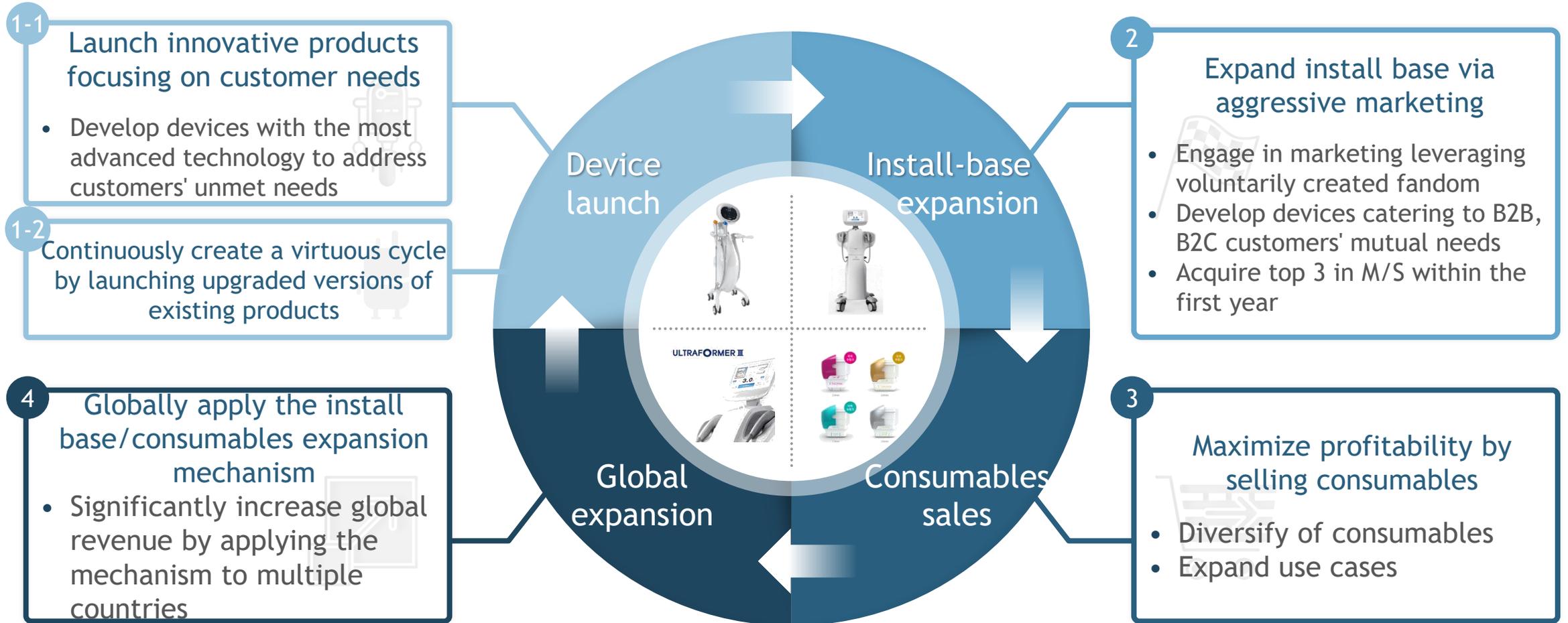
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II Business Highlights

1. Success formula of CLASSYS in the EBD market
2. Dominant No.1 player in Korea
3. Strong global presence

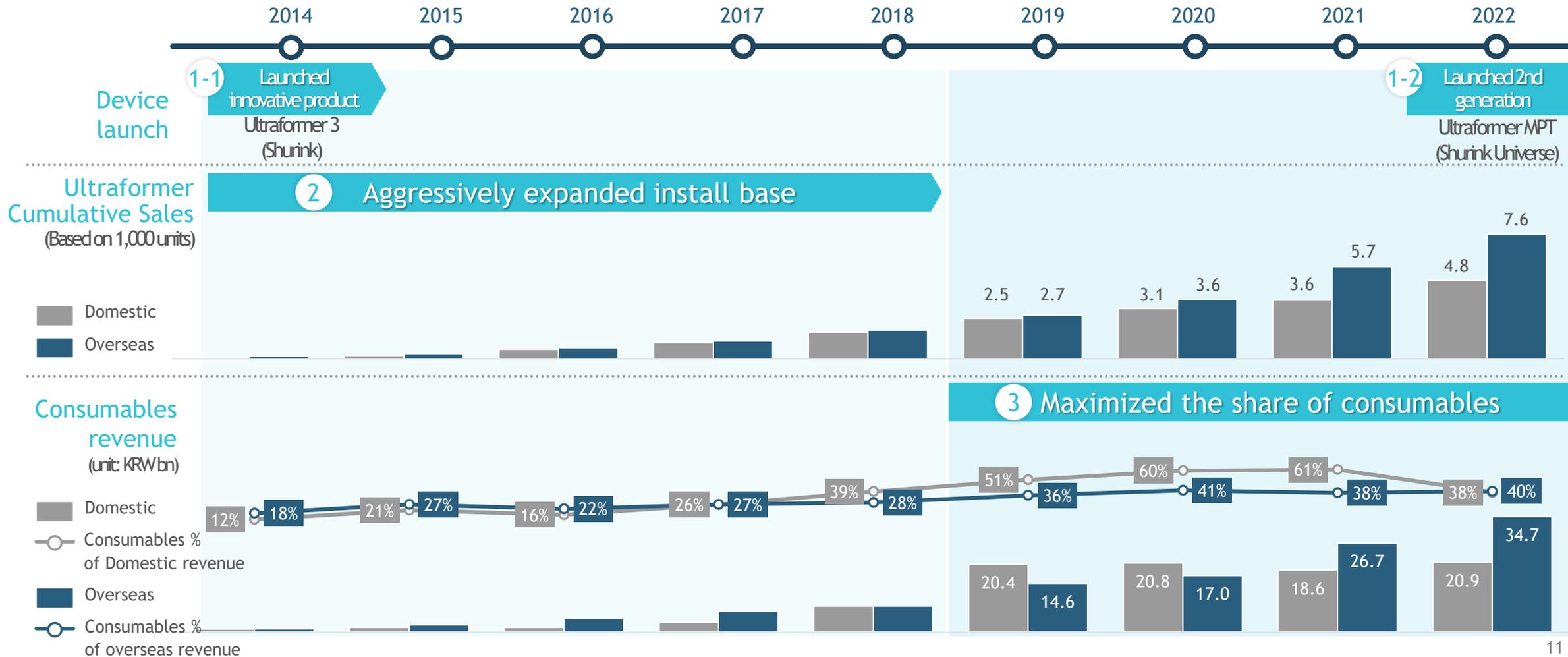
1. Success formula of CLASSYS in the EBD market

Following the popularization of "Shurink" in the domestic market, acceleration in growth through expansion into the global market



1. Success formula of CLASSYS in the EBD market

Ultraformer has become a global blockbuster brand after a phased growth

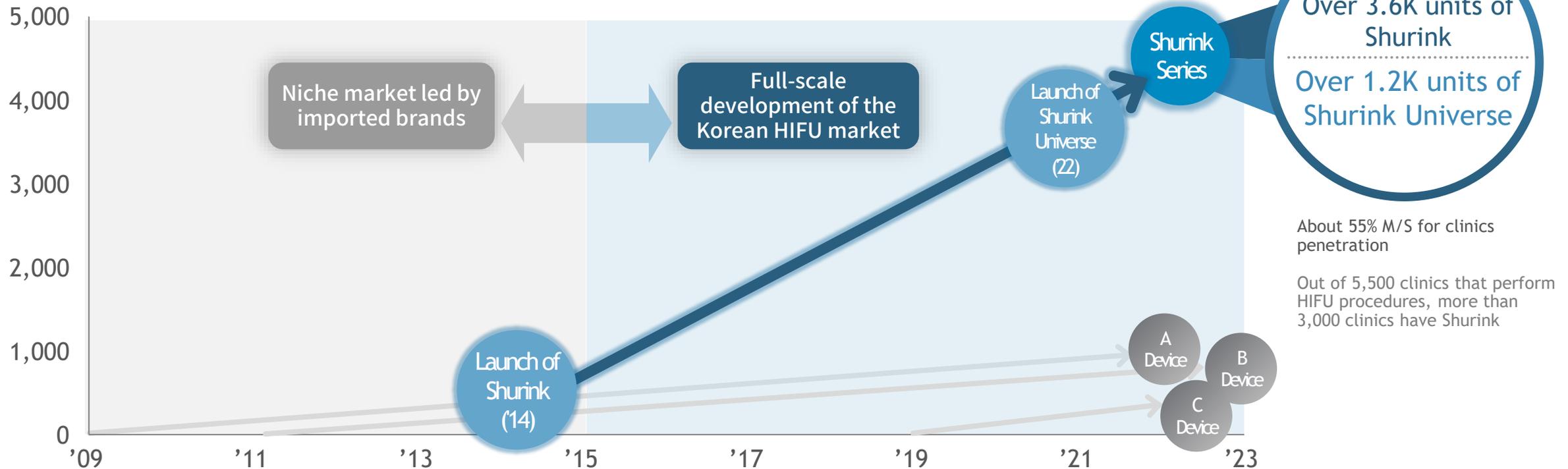


2. Dominant No.1 player in Korea

with over 4,800 devices sold in the Shurink series, Maintaining the M/S 1st in the HIFU market in Korea

○ cumulative number of sales by HIFU device in the Korean market

cumulative number of sales (units)



2. Dominant No.1 player in Korea

Shurink has the largest customer pool in Korea that voluntarily created a fandom

○ **B2B customer** ~3,000 hospitals/clinics in Korea have Shurink

- ~90% of large network hospitals are using Shurink
- Doctors **voluntarily create marketing content** to promote procedures (e.g. Doctors' YouTube channels, blogs)
- **Most preferred device** by clinics newly starting to offer medical aesthetics procedures
- **Must-have device** when opening a dermatology/plastic surgery/aesthetics clinic



○ **B2C customer** 1.1M patients receive Shurink treatment a year
* 3.3M when including global patients(estimation)

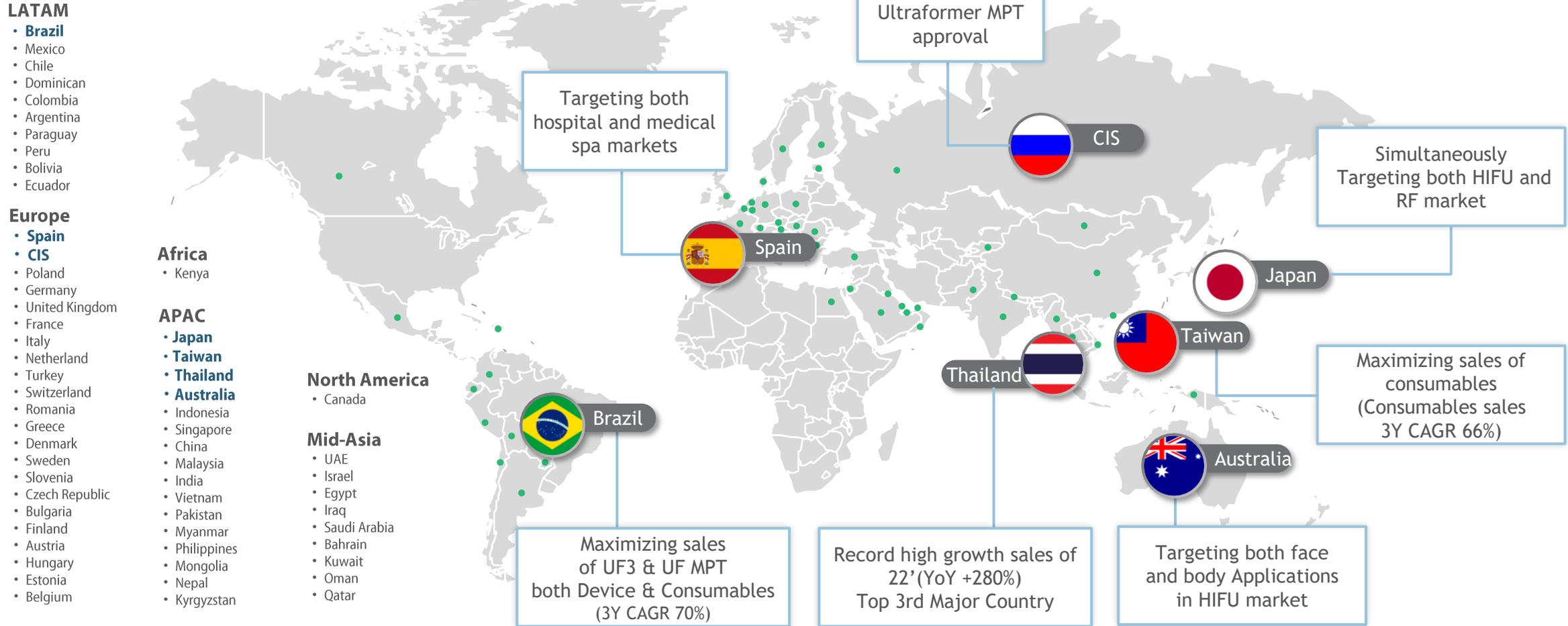
- Overwhelmingly large no. of patients' **voluntary procedure reviews**
- EBD brand **most mentioned in digital channel** (incl. SNS, blogs, beauty apps)
- Overwhelmingly large no. of virals vs. competitors
(#Shurink 123k vs. #A Device 79k, # B Device 12k, # C Device 6k)



- # 슈링크(Shurink)
게시물 12.3만
- # 슈링크 리프팅
(Shurink lifting)
게시물 2.9만

3. Strong global presence

Entered 60 countries and Applying UF's success formula for global market expansion





Why CLASSYS

1

Market growth

Fast growing global market

2

Global expansion

Exponential growth potential in market

3

Product expansion

Successful Launch of 2nd Blockbuster, Volnewmer

4

Innovative Technology

Customer-Oriented Product Innovation

5

Quality/production capability

Manufacturing / Quality Excellence

6

Excellent Business Model

Total Cost Ownership

7

Governance

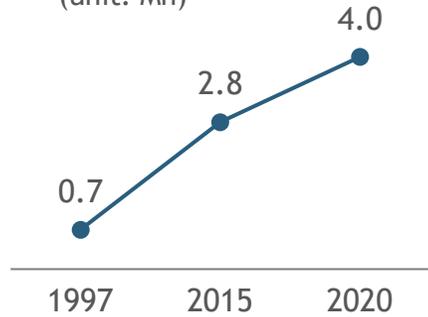
Professional Management Team

1. Attractive Market Growth (EBD)

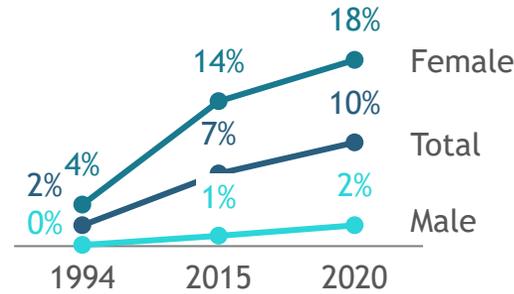
Medical aesthetics market is expected to grow fast led by EBD (energy-based device) as cosmetic procedures become more common and wide-spread

No. of non-invasive cosmetic procedures per year in the US

(unit: Mn)



Penetration to cosmetic surgeries/ procedures in Korea



Common

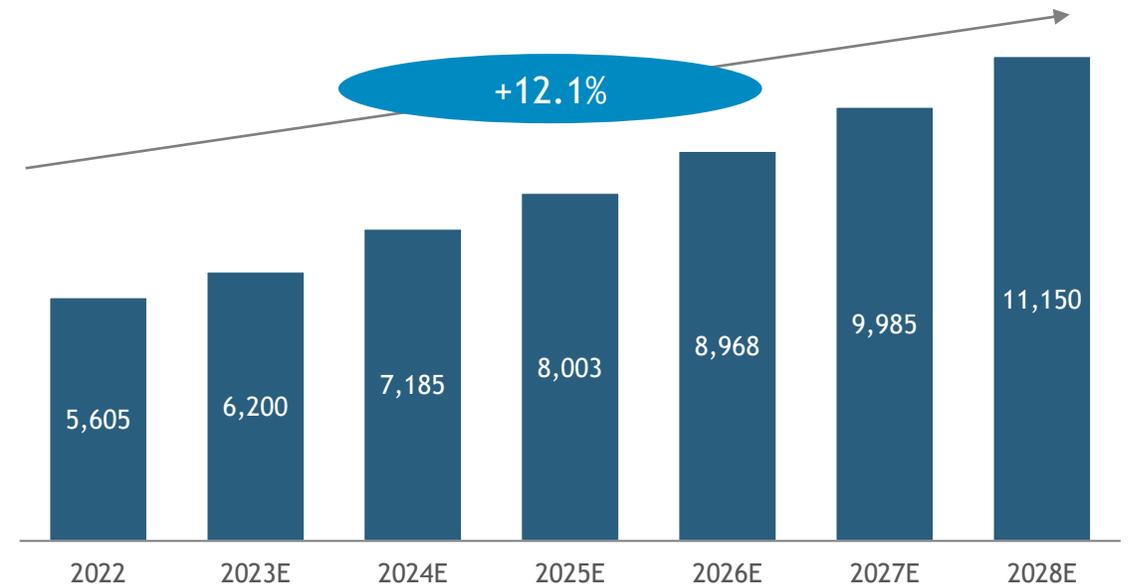
- Cosmetic procedures are used commonly before job interview, wedding, etc.
- People prefer to non-invasive procedures leaving no scar and no recovery period (e.g. EBD)

Wide-spread

- High retreatment rate of consumers who experience the effect of treatment
- Aesthetic procedures are wide-spread self-care method not a luxury
- People prefer to aesthetic procedures vs. surgeries due to cost-effectiveness and accessibility

Global EBD Market size forecast

(unit : Million USD)



1)EBD (energy-based device): Devices inducing skin regeneration, firming via non-invasive energy stimulations without surgery

2. Exponential Growth Potential in Market - On-Time Registration

launching new product UF MPT/Volnewmer in additional and Visualizing the expansion of large markets incl. Europe/US/China

○ Roadmap for global market entry



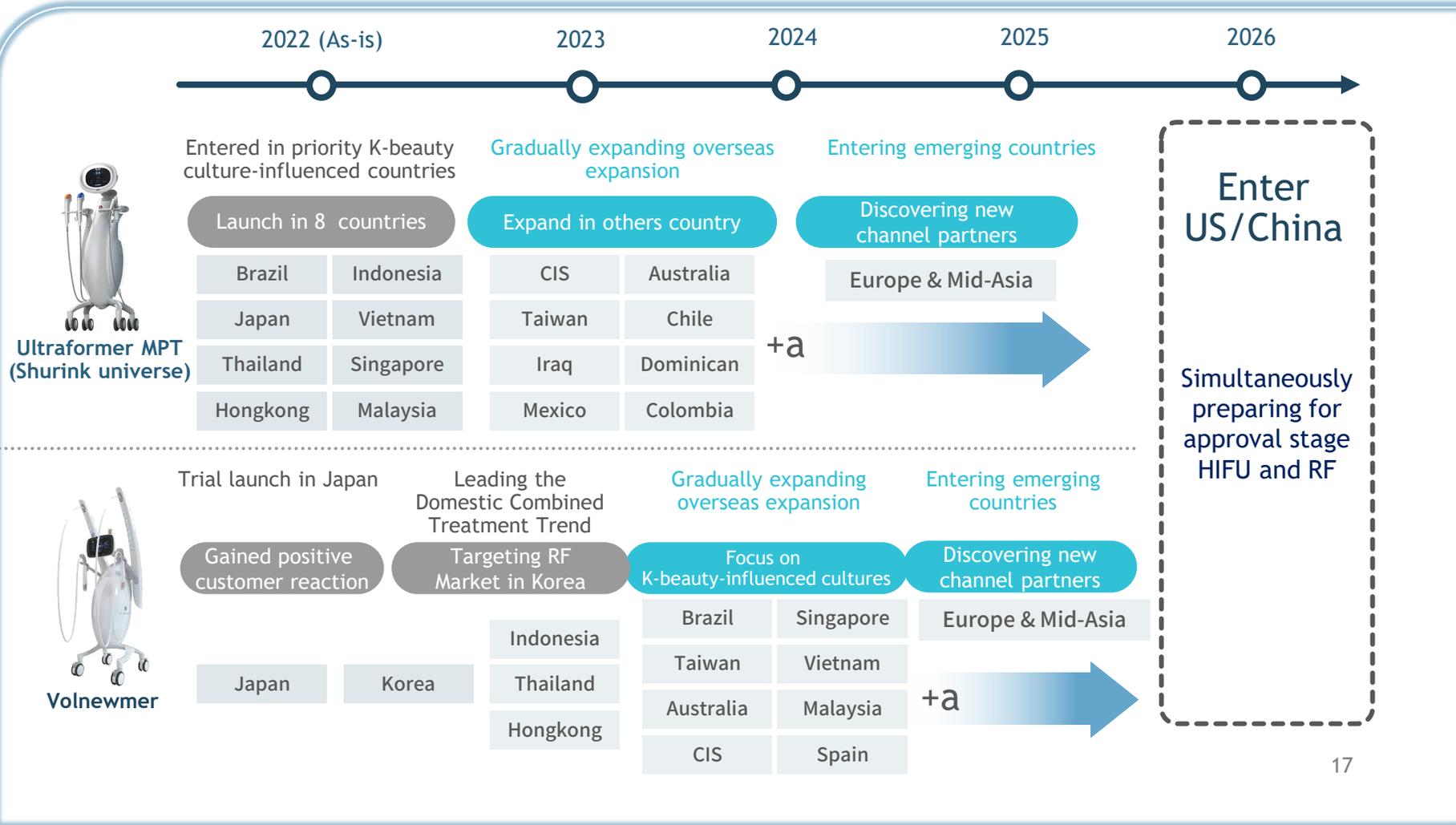
**Surpass 10K units
Global device sales**

Ultraformer 3 (Shurink)

* Export to 60 countries
Secured approvals in 27 countries

TOP 8 countris

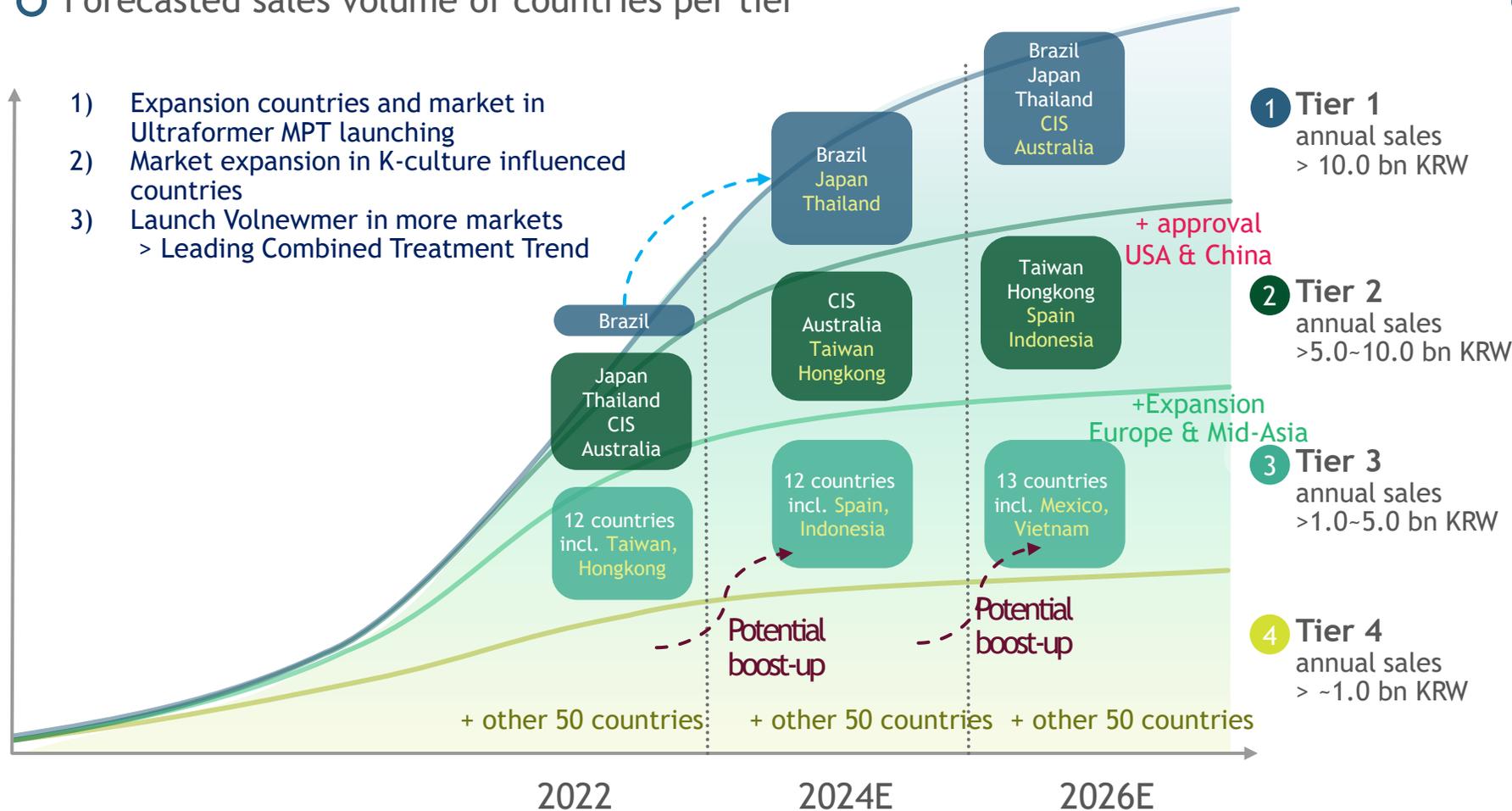
- Brazil
- Japan
- Thailand
- CIS
- Australia
- Taiwan
- Spain
- Indonesia



2. Exponential Growth Potential in Market - Tier Up Strategy

The share of high-revenue-generating countries is expected to increase via tier-up strategy specific to country type

Forecasted sales volume of countries per tier



Key tier-up initiatives

- Maximize revenue via localized B2B marketing
- Obtain to approval of Ultraformer MPT early

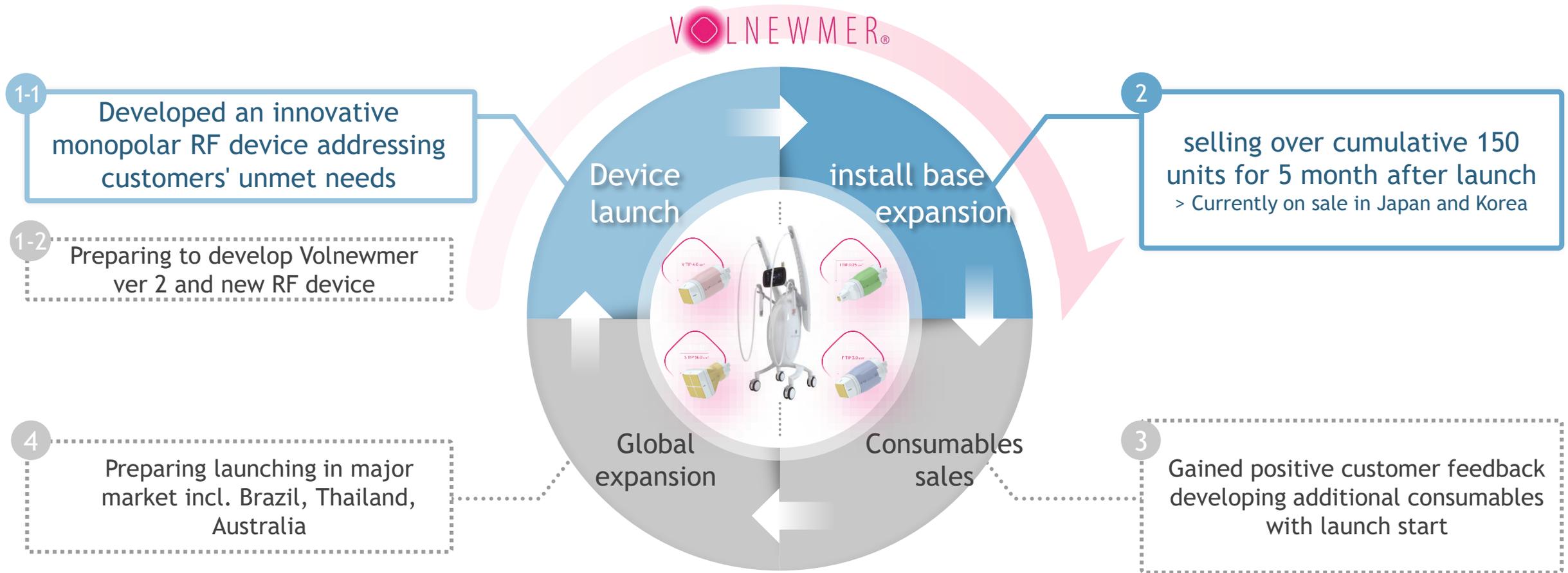
- Launch Volnewmer in priority markets incl. K-culture spread countries
- Obtain approval in large markets

- Launch UF MPT in additional markets and expand to Europe/ME
- e.g. Target premium segment, organize local conferences

- Boost-up in high potential countries
- e.g. Sales agency incentive and replacement

3. Successful Launch of 2nd Blockbuster, Volnewmer

Volnewmer, a new RF device is expanding to install base following the UF's success formula



3. Successful Launch of 2nd Blockbuster, Volnewmer

Aggressive B2B, B2C marketing is carried out to accelerate Volnewmer's install base growth

B2C Marketing Maximizing brand exposure by utilizing multiple celebrities

Powerful celebrities for endorsement



Jiyeon Im & Jooyoung Cha for Volnewmer Minsi Go for UF MPT

taking a 360-degree campaign approach (OOH, TVC, DA, SNS etc.)



B2B Marketing Diversifying face-to-face touchpoints worldwide

CLASSYS ambassadors



~30 CLASSYS ambassadors (key doctors) worldwide

CLASSYS academy



~20 CLASSYS academy sessions in 10+ countries

User meetings



~10 small group regional meetings around the world

Domestic and international conferences/seminars

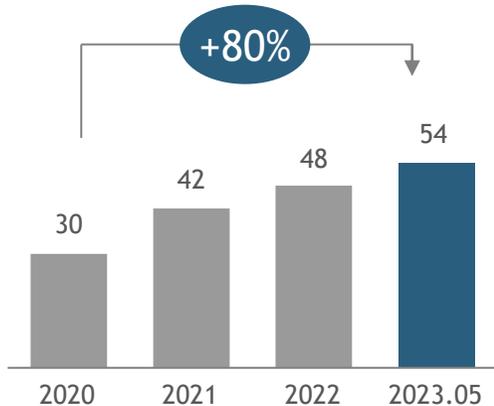


~20 participations and key doctors' presentations

4. Customer-Oriented Product Innovation

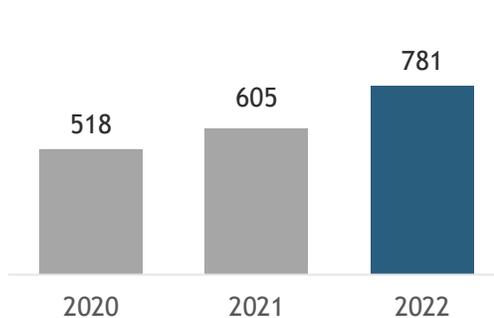
CLASSYS has developed R&D roadmap per domain based on R&D organization's differentiated capabilities

R&D Experts

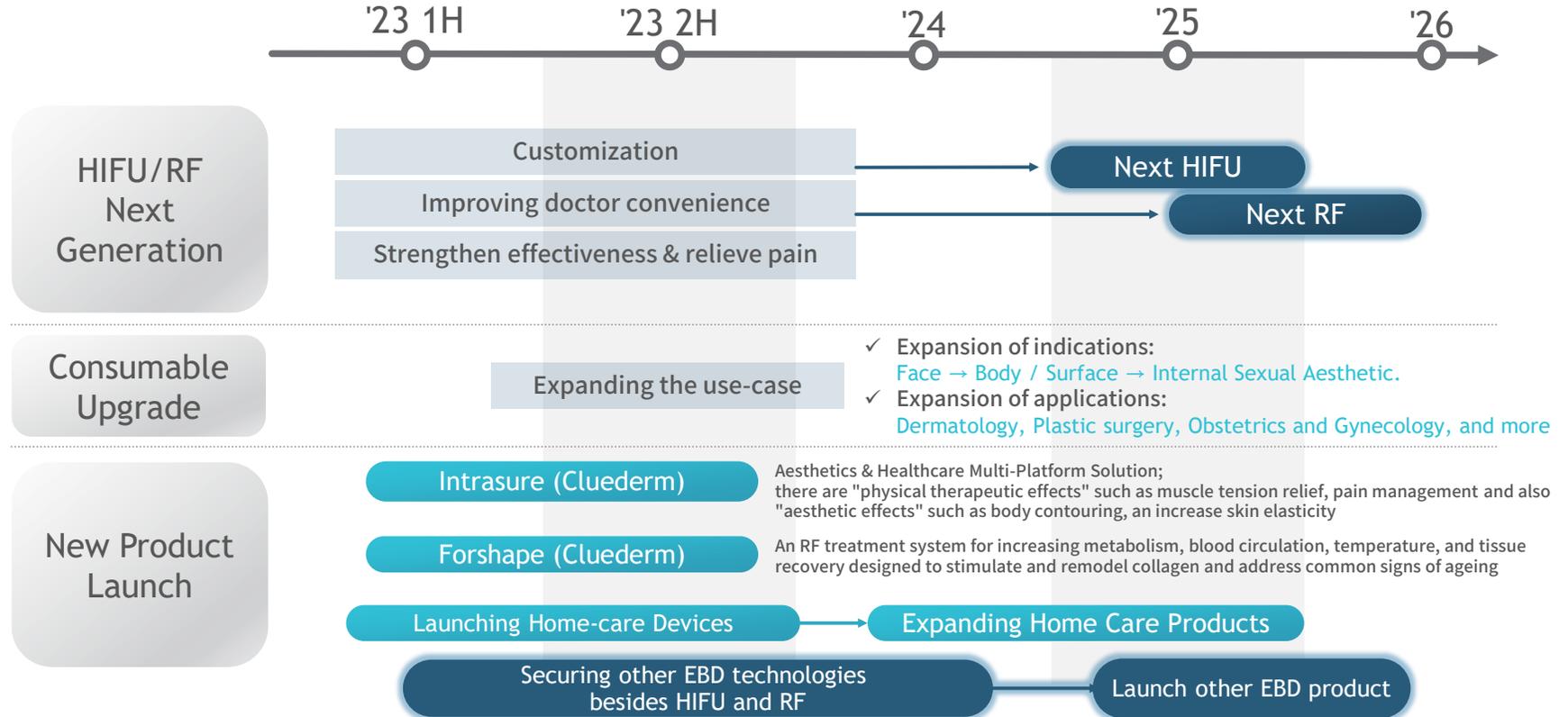


33% of R&D Division personnel in management positions, as of May 2023

IP / Patent



Segmented R&D roadmap covering entire EBD technology under the goal of developing innovative products meeting customer needs



5. Manufacturing / Quality Excellence

CLASSYS has global top-tier orgs and capabilities to accelerate regional and product expansion

Recruited AP Lean Production Director of a global leading player

“
We will build smart factory to achieve manufacturing excellence at the level of global leading players”

- Production Director
Former AP Lean Director,
Parker Hannifin Korea



○ Key initiatives for building a smart factory

Production plan Production based on demand forecasting through monthly S&OP meetings with the Sales department

- Timely response to market demand through optimized production volume
- efficiency in the purchasing/inventory processes

Production management Improved productivity through stabilization of the SIOP¹ system and visualized goal management (Digital Ops)

- Manage production target achievement rate, purchasing/inventory status with daily dashboard

Improve labor-intensive processes by introducing Robotics

- Introduce robots to the HIFU cartridge assembly process on a trial basis
- 1 robot for 3 workers
- Improved participation in employee improvement activities and increased sense of ownership through HPT (High-Performance Team) operation



Quality control Quality stabilization through QMS strengthening and LEAN production system

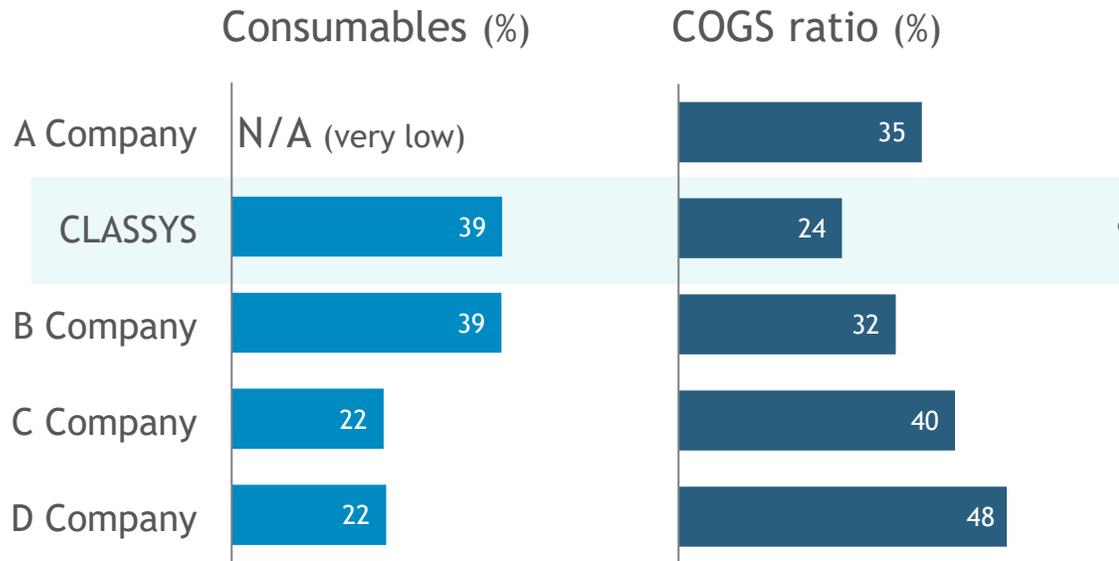
- Reduced quality risks in whole process through the introduction of P-FMEA²
- Reduce defect rate by establishing an integrated management system from parts to finished products

1. SIOP (Sales Inventory Operation Planning): Planning for sales, inventory, and production.
2. P-FMEA (Process-Failure Mode Effect Analysis): Analysis of potential failure modes and their effects

6. Total Cost Ownership

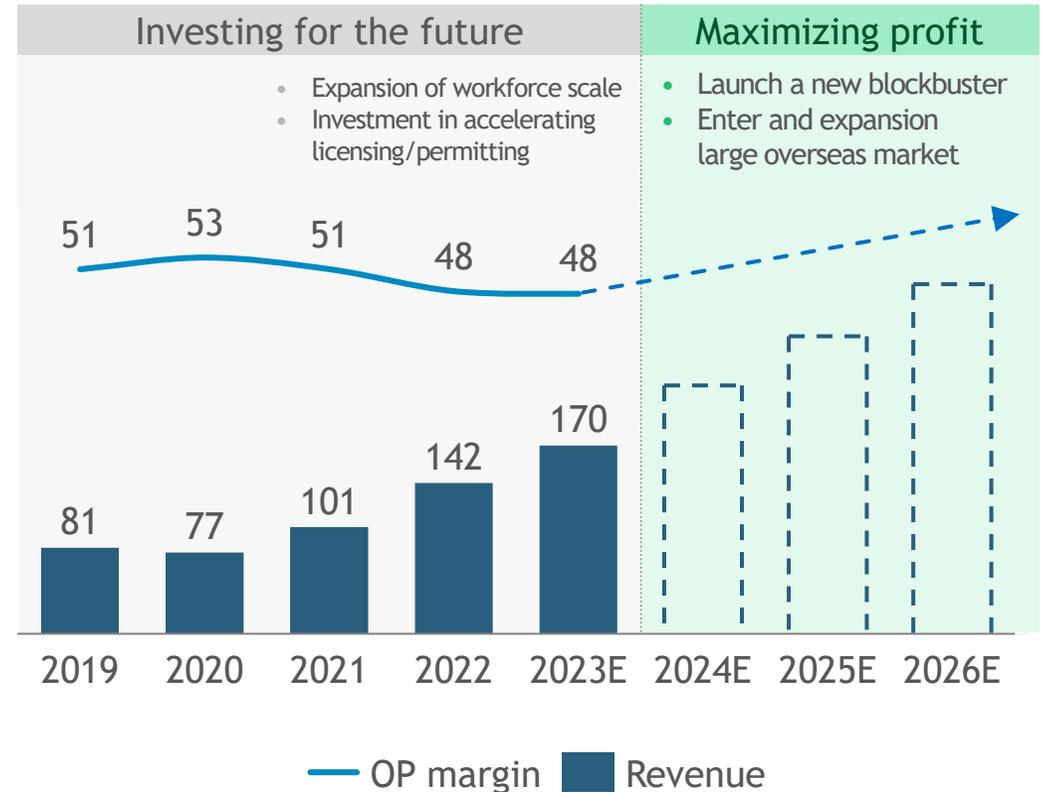
Sales leverage effect will maximize when scale increases as CLASSYS' COGS ratio is low due to the high portion of consumables in its product portfolio

- COGS ratio is low due to high portion of consumables (domestic Top 5 players in terms of annual sales as of '2022)



- ✓ holding a product portfolio with a high proportion of consumables
- ✓ Maintaining low-cost rates through global-level manufacturing excellence

- Sales leverage will lead to maximized profits (unit: %, KRW bn)



7. Professional Management Team



Role /Name	Key experience/competencies	Career history (Pre-CLASSYS)
CEO SH Baek	<ul style="list-style-type: none"> Over 25 years of experience in management and global business development in various healthcare companies in Korea and abroad. 	<ul style="list-style-type: none"> Abbott Korea / Beckman Coulter Korea, CEO / Danaher Korea, BoD Member / Chairman of In Vitro Diagnostic Products Committee of Korea Medical Devices Industry Association
R&D SM Park	<ul style="list-style-type: none"> A highly respected expert in ultrasound medical device technology development with over 35 years of industry experience. 	<ul style="list-style-type: none"> Samsung GE Ultrasound Division CTO, Siemens Healthineers
Production TS Yoon	<ul style="list-style-type: none"> A global leader in motion/control with 300 factories worldwide and expertise in APAC Lean, specializing in factory improvement and innovation. 	<ul style="list-style-type: none"> P&G/Bosch/Brady Corporation AP Lean Director, Parker Hannifin Korea
Financial YS Choi	<ul style="list-style-type: none"> Experience CFO in multiple consumer goods companies with expertise in business planning, M&A, accounting, and other management areas. 	<ul style="list-style-type: none"> GONGCHA KOREA, CFO Eco Solutions Group, CFO
Approval GH Kang	<ul style="list-style-type: none"> An expert in medical device quality approvals, with approval experience in US, China, and Europe. 	<ul style="list-style-type: none"> Samsung (Medical Device Division) / recensmedical QRA(Quality, Regulatory Affairs) Director Siemens Healthineers
Overseas YJ Park	<ul style="list-style-type: none"> Specializes in APAC and SEA regions, with capabilities in building new sales channels and advancing sales networks. 	<ul style="list-style-type: none"> SEA Director, Bio-Rad Laboratories
Domestic SW Han	<ul style="list-style-type: none"> Over 15 years of experience in advanced sales systems at leading domestic and international medical aesthetics device companies. 	<ul style="list-style-type: none"> J&J Medtech Korea/GE Healthcare Korea/Phillips Korea Hironic/Viol/Huons Medical
Marketing MJ Shin	<ul style="list-style-type: none"> Oversaw marketing in medical aesthetics and luxury cosmetics industry for a global leader. 	<ul style="list-style-type: none"> Luxury Business Marketing Director, L'Oréal /Coty Korea Solta Medical Marketing Director, Bausch Health Korea
CIC HJ Kim	<ul style="list-style-type: none"> An EBD market specialist with years of experience managing skin beauty medical devices and KOLs. 	<ul style="list-style-type: none"> CLASSYS since 2014
SPO KY Bom	<ul style="list-style-type: none"> A business development/strategic planning expert with experience in developing various business strategies at a global consulting firm. 	<ul style="list-style-type: none"> McKinsey & Company Engagement Manager LG Electronics H&A Division oversaw business development

CLASSYS Expansion Plan

“A global aesthetics business leader”
 delivering customer oriented and innovative products and solutions



Contents

IV Financial Results

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 - 2) Revenue Breakdown
 - 3) Specified SG&A
 - 4) Summary B/S

2. Quarterly / Yearly Trend
 - 1) Earning
 - 2) Cost
 - 3) Sales Breakdown by Brand
 - 4) Sales Breakdown by Export

Summary I/S– 1Q23

[Unit : KRW Billion]

	1Q23	4Q22	QoQ	1Q22	YoY
Sales	39.0	40.5	-4%	35.4	10%
Cost of Sales	8.8	9.2	-5%	8.8	-0.4%
GP	30.2	31.2	-3%	26.6	14%
GPM	77.5%	77.2%	0.3%p	75.1%	2.4%p
SG&A	10.3	11.8	-13%	9.9	4%
OP	19.9	19.4	2%	16.7	19%
OPM	51.0%	48.0%	3.0%p	47.2%	3.8%p
NI	18.8	30.0	-37%	12.8	46%
NIM	48.2%	74.2%	-26.1%p	36.2%	12.0%p

- **1Q23**
 - **Sales KRW 39.0 bn (+10% YoY, -4% QoQ)**
: Despite a high base effect due to the launch of ULTRAFORMER MPT(Shurink universe) in the domestic market in 1Q22, sales increase 10% YoY , driven by the expansion of domestic consumables sales for Shurink Universe and growth in overseas device and consumables sales.
 - **OP KRW 19.9 bn, OPM 51% (+19% YoY, +2% QoQ)**
: Improved cost structure due to the increase of consumables sales portion (Portion : Devices 50%, Consumables 48%)
: the easing of fixed cost burden as sales growth.
 - **NI KRW 18.8 bn, NIM 48%**
: Favorable FX effects compared to YoY
: One-time issue resolved (sale of previous building in 4Q22)

Note1) Consolidated.

Revenue Breakdown– 1Q23

[Unit : KRW Billion]

	1Q23	4Q22	QoQ	1Q22	YoY
CLASSYS	18.4	21.0	-13%	20.5	-10%
Export	12.5	14.7	-15%	8.7	43%
Domestic	5.9	6.3	-7%	11.8	-50%
Cluederm	1.2	2.0	-43%	2.0	-42%
Export	1.0	2.0	-47%	1.9	-45%
Domestic	0.1	0.1	70%	0.1	26%
Consumables	18.7	16.6	13%	11.8	58%
Export	10.5	9.1	15%	8.3	26%
Domestic	8.2	7.5	9%	3.5	135%
Cosmetics	0.3	0.3	8%	0.6	-52%
Export	0.1	0.1	-28%	0.4	-83%
Domestic	0.2	0.2	28%	0.2	1%
Rent	0.5	0.5	-4%	0.5	-4%
Total	39.0	40.5	-4%	35.4	10%
Export	24.0	25.9	-7%	19.3	25%
Domestic	14.9	14.6	2%	16.1	-7%

- **1Q23**
- **CLASSYS KRW 18.4 bn / 47% in revenue**
 - : Export
 - Stable demand of Ultraformer 3 & Strong demand of Ultraformer MPT
 - High growth in Brazil, Thailand, and CIS.
 - : Domestic
 - Stable demand of Ultraformer 3
 - Volnewmer sales on track
- **Cluederm KRW 1.2 bn / 3% in revenue**
- **Consumables KRW 18.7 bn / 48 % in revenue**
 - : Export
 - Cartridge sales are driven by increasing install base in Brazil and major markets
 - : Domestic
 - high demands of Shurink Universe procedure and Increase billable cartridge
- **Skederm KRW 0.3 bn / 1% in revenue**
- Rent KRW 0.5 bn / 1% in revenue**

Note1) Consolidated.

Specified SG&A– 1Q23

[Unit : KRW Billion]

	1Q23	4Q22	QoQ	1Q22	YoY
Salaries	2.2	2.1	5%	2.6	-14%
R&D	2.1	1.3	61%	1.1	94%
Commissions	1.8	3.6	-51%	0.9	86%
Advertising	1.3	1.2	11%	1.6	-18%
Sales commissions	0.6	0.6	-11%	1.7	-66%
Depreciation	0.4	0.4	9%	0.4	18%
Sample	0.4	0.4	-4%	0.1	184%
Travel	0.3	0.2	64%	0.0	1,001%
Fringe benefits	0.2	0.5	-56%	0.5	-49%
Retirement benefits	0.2	0.2	-37%	0.2	-28%
Others	0.8	1.2	-31%	0.8	8%
Total	10.3	11.8	-13%	9.9	4%

- **1Q23**
 - **Salaries KRW 2.2 bn / 5.6% in revenue**
 - **R&D KRW 2.1 bn / 5.4% in revenue**
- starting R&D stage for HIFU/RF next generation and expanding the use-case, actively pursuing early approvals
 - **Commissions KRW 1.8 bn / 4.5% in revenue**
 - **Advertising KRW 1.3 bn / 3.4% in revenue**
- Marketing new campaign from March to May
 - **Sales commissions KRW 0.6 bn / 1.5% in revenue**
- Related to domestic device sales by distributors for Shurink Universe and Volnewmer

Note1) Consolidated.

Summary B/S– 1Q23

[Unit : KRW Billion]

	2020	2021	2022	1Q23
Assets				
CA	83.0	73.1	147.8	168.6
Cash etc.	67.6	47.9	111.6	129.1
Inventories	9.9	16.5	23.4	22.4
AR	3.5	2.1	8.0	11.2
NCA	54.5	143.2	183.6	183.8
P.P.E	50.1	80.7	104.2	121.2
Inv. properties	1.8	58.4	74.7	57.7
Total Assets	137.5	216.3	331.4	352.4
Liabilities				
CL	13.4	16.8	36.2	46.3
NCL	0.3	35.8	65.6	65.1
Total Liabilities	13.7	52.6	101.8	111.5
Equity				
Shareholder's Equity	123.8	163.7	229.6	240.9
Total liabilities and shareholders' equity	137.5	216.3	331.4	352.4

• **1Q23**

➤ **Current Asset KRW 168.6 bn**

- Cash KRW 168.6 bn : Operating Cash flow
- Inventory KRW 22.4 bn : Finished Goods KRW 4.6 bn, Raw Materials KRW 17.8 bn
- AR KRW 11.2 bn : Most of AR, about 90% arose within 3 months

➤ **Non-current Asset KRW 183.8 bn**

- Buildings 121.2b KRW – HQ, Factories
- Buildings for rent 57.7b KRW in HQ

➤ **Current Liability KRW 46.3 bn**

- Current tax liabilities KRW 22.4 bn, Accounts payable KRW 7.5 bn(Other financial liabilities), Coupons KRW 4.5 bn etc.

➤ **Non-current Liability KRW 65.1 bn**

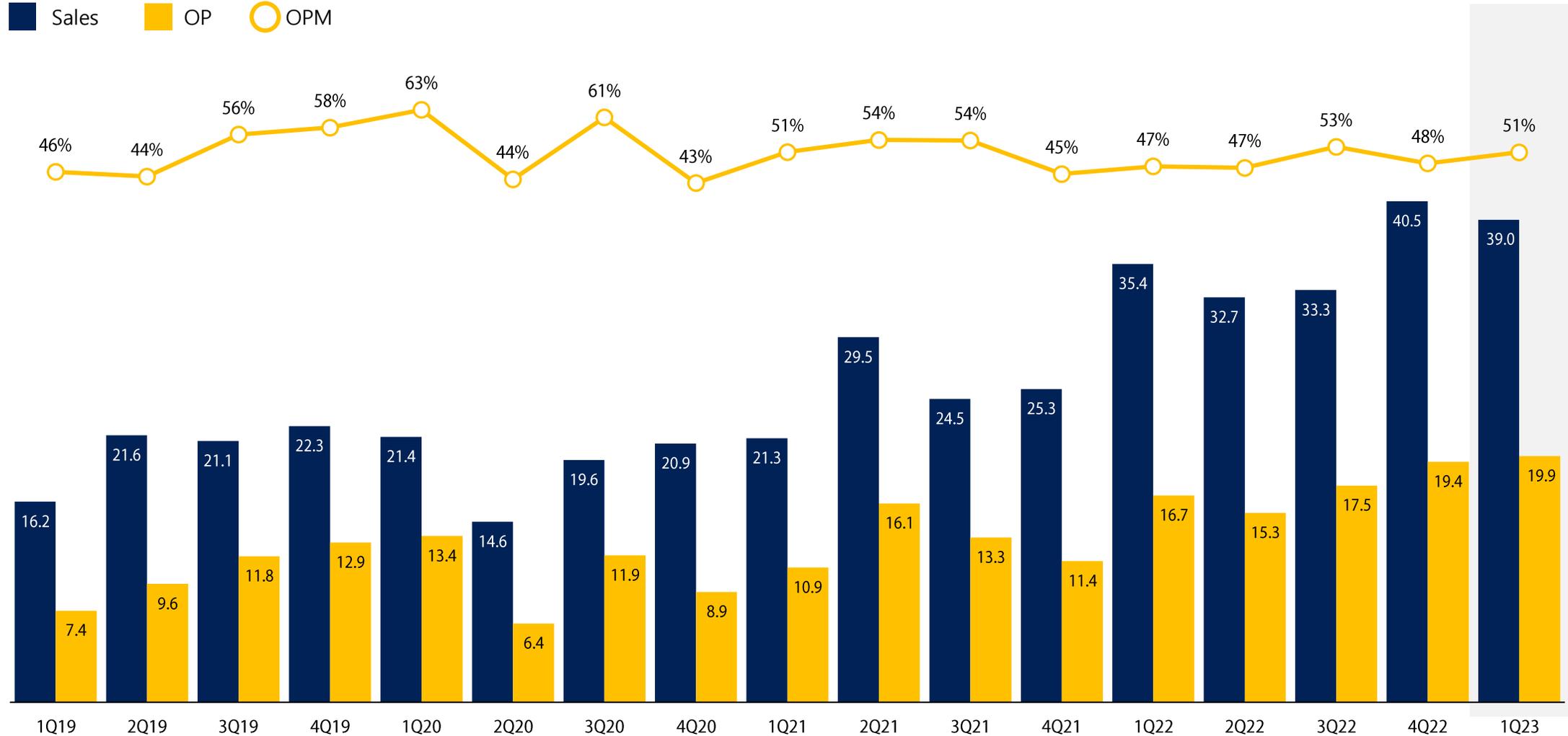
- Debt for Headquarter building 66.2b KRW

➤ **Equity KRW 240.9 bn**

Earning (QoQ)

[unit : KRW bn]

■ Sales ■ OP ○ OPM

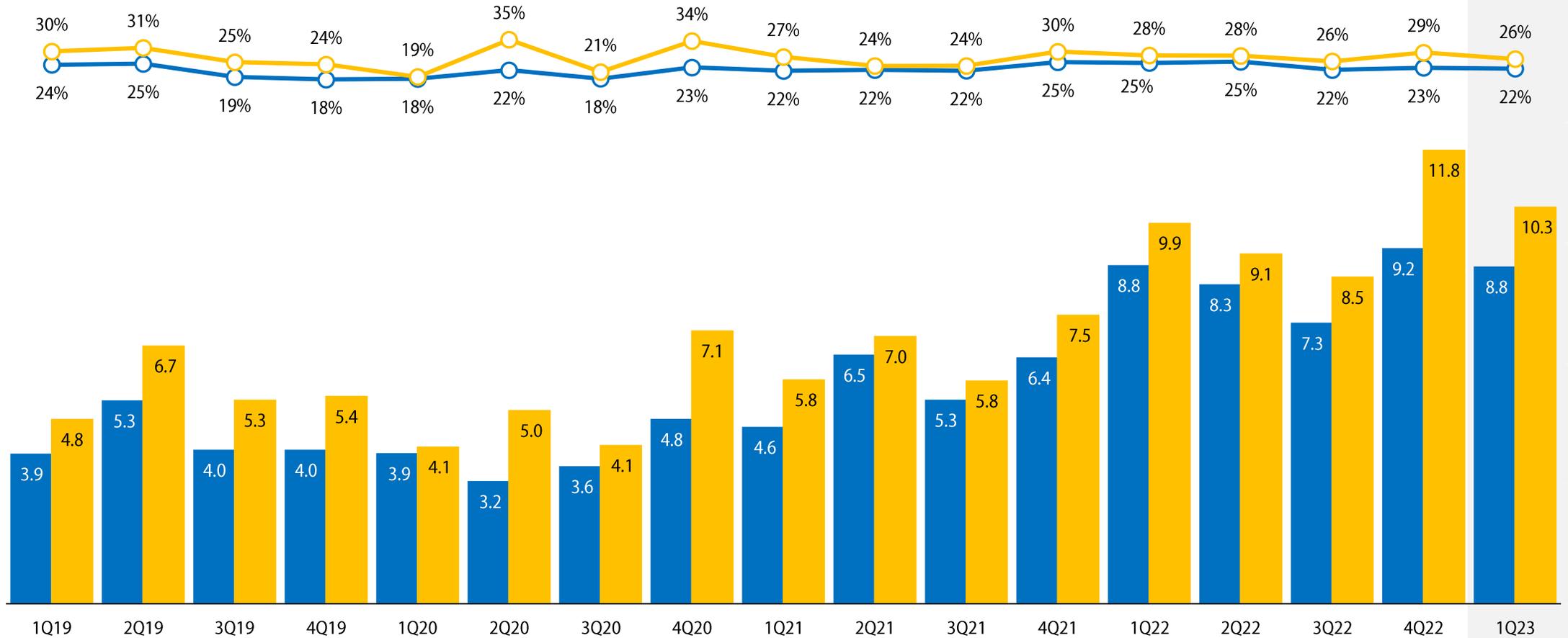


Note1) Consolidated.

Cost (QoQ)

[unit : KRW bn]

■ COGS ■ SG&A ○ COGS Ratio ○ SG&A Ratio

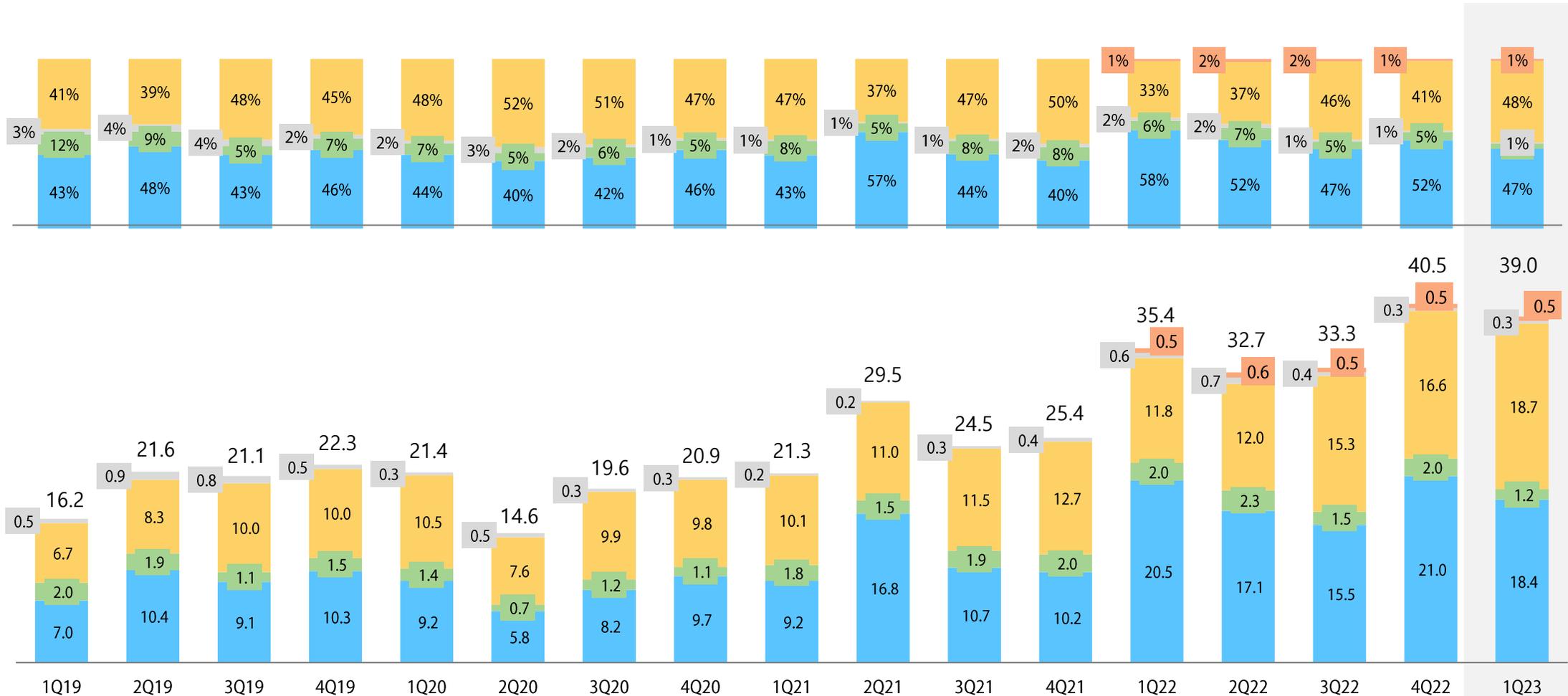


Note1) Consolidated.

Sales Breakdown by Brand (QoQ)

[unit : KRW bn]

Classys Cluederm Skederm Consumables Rent

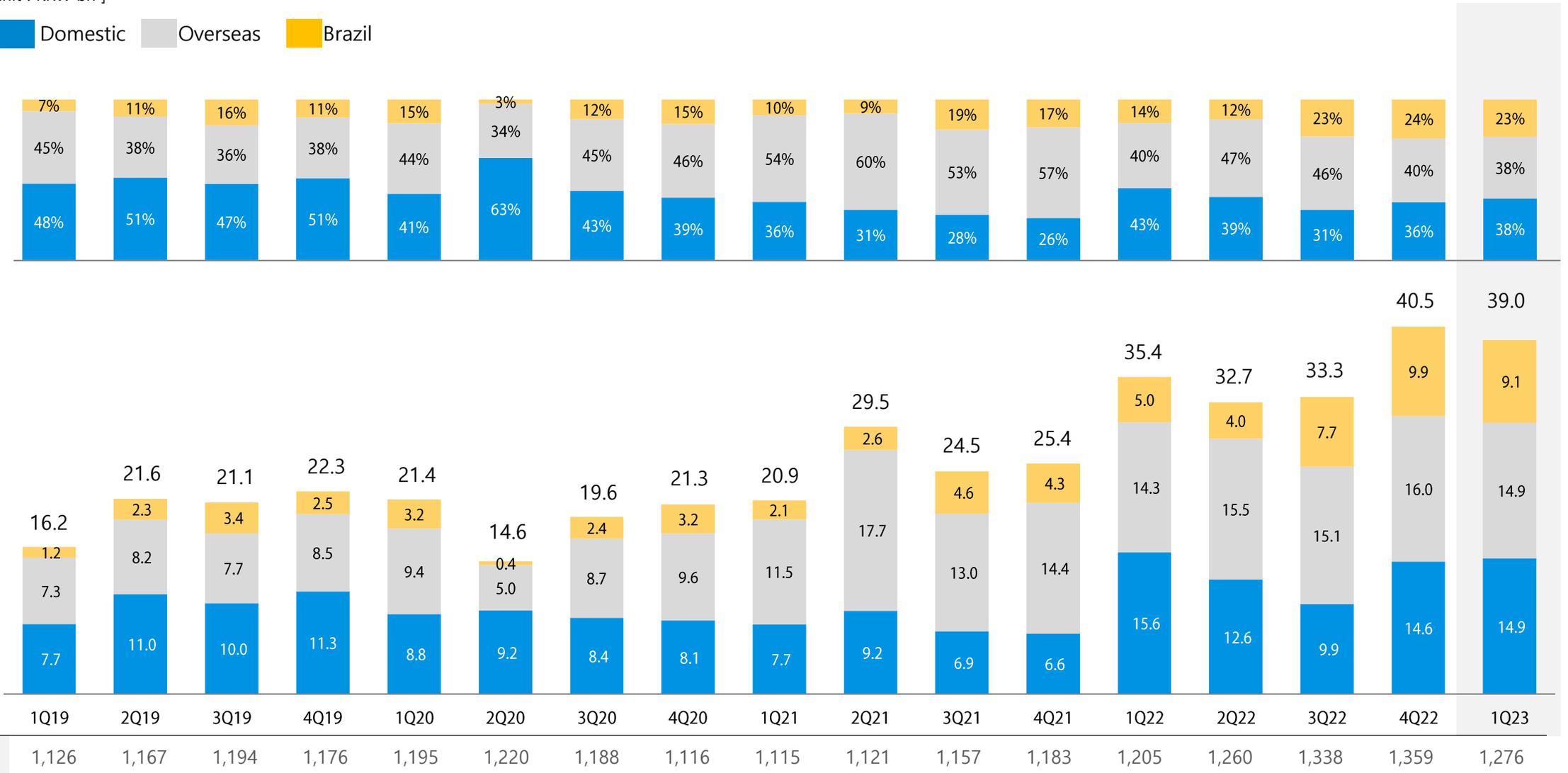


Note1) Consolidated.

Sales Breakdown by Export (QoQ)

[unit : KRW bn]

Domestic Overseas Brazil

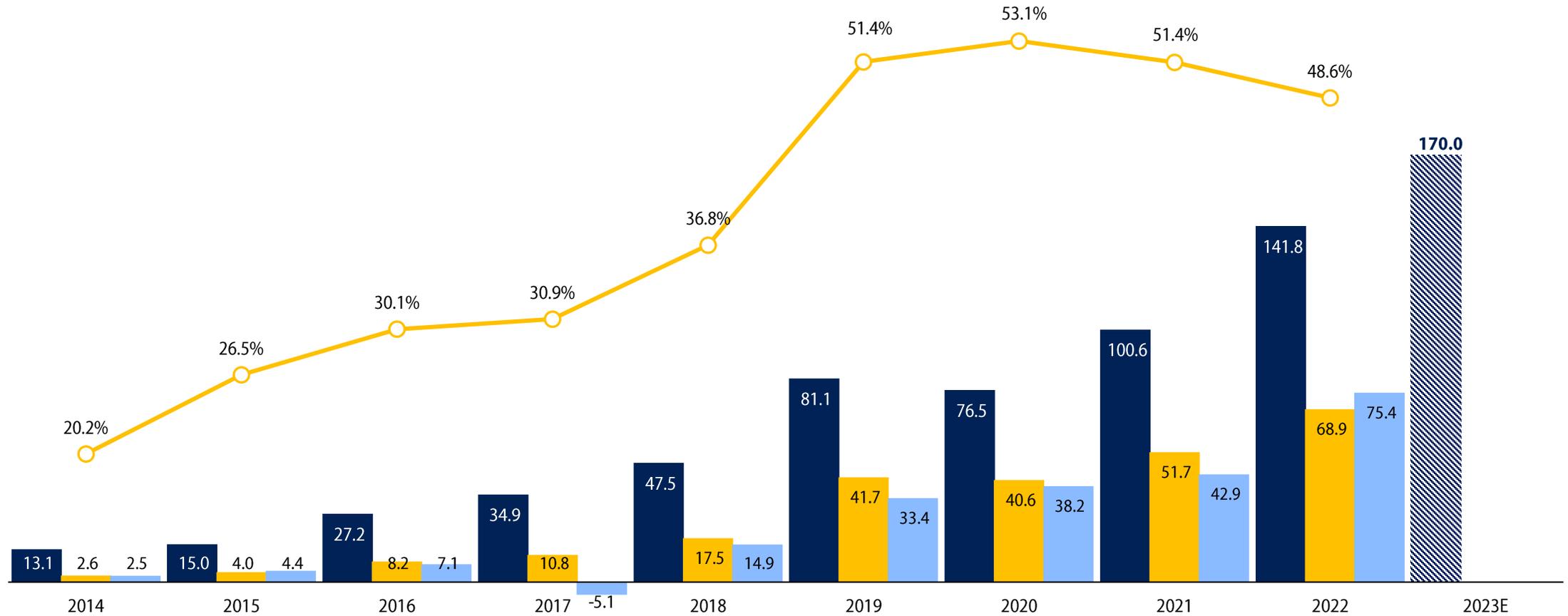


Note 1) Connection standard
 Note 2) Period average dollar

Earning(YoY)

[unit : KRW bn]

■ Sales ■ OP ■ NI ○ OPM



Note1) Consolidated

Note2) '17 NI loss is due to Merge with KTB SPAC2. It's only a one-time accounting record and there is no cash expenditure.

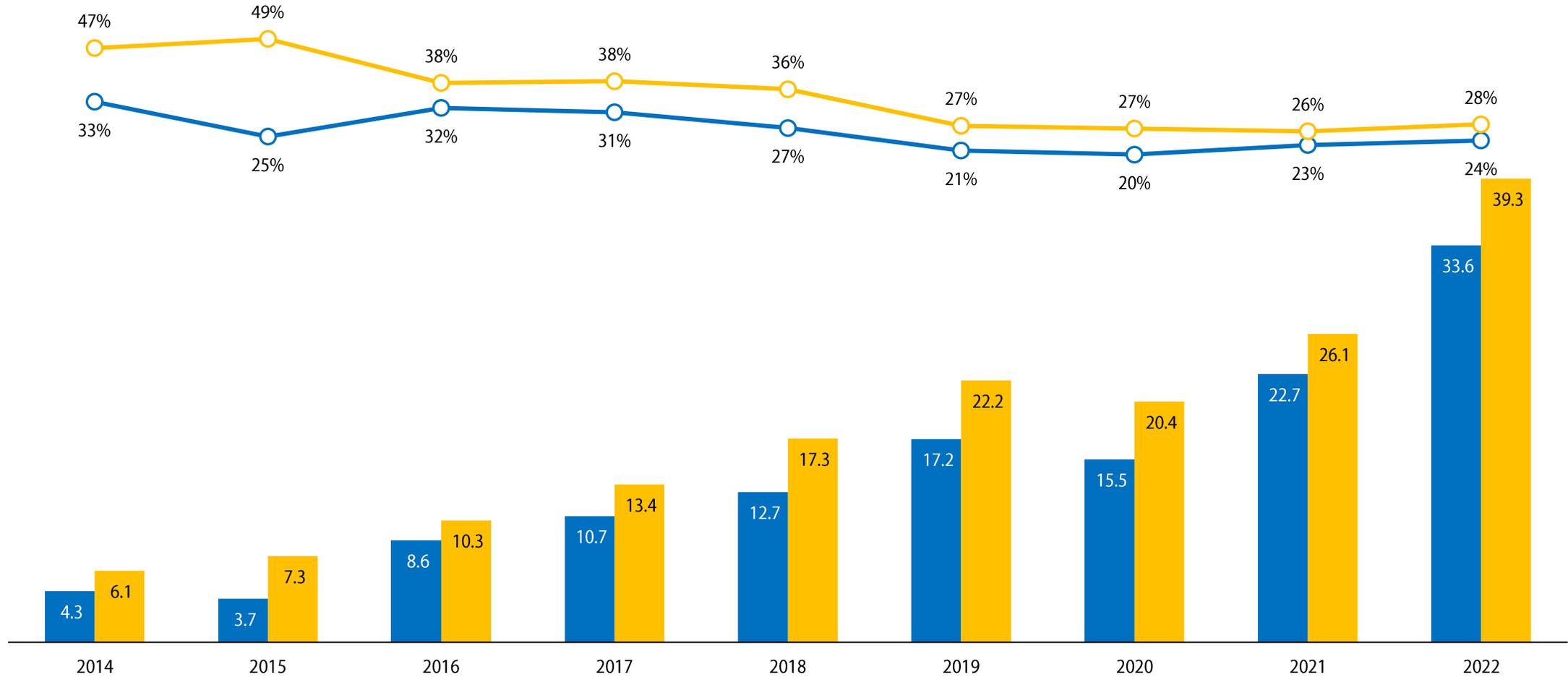
Note3) '20 NI includes temporary tax refund for S/O exercise

Note4) '22 NI includes temporary non-operating profit generated on selling previous HQ building (trading profit of about 30 billion won)

Cost (YoY)

[unit : KRW bn]

■ COGS ■ SG&A ○ COGS Ratio ○ SG&A Ratio

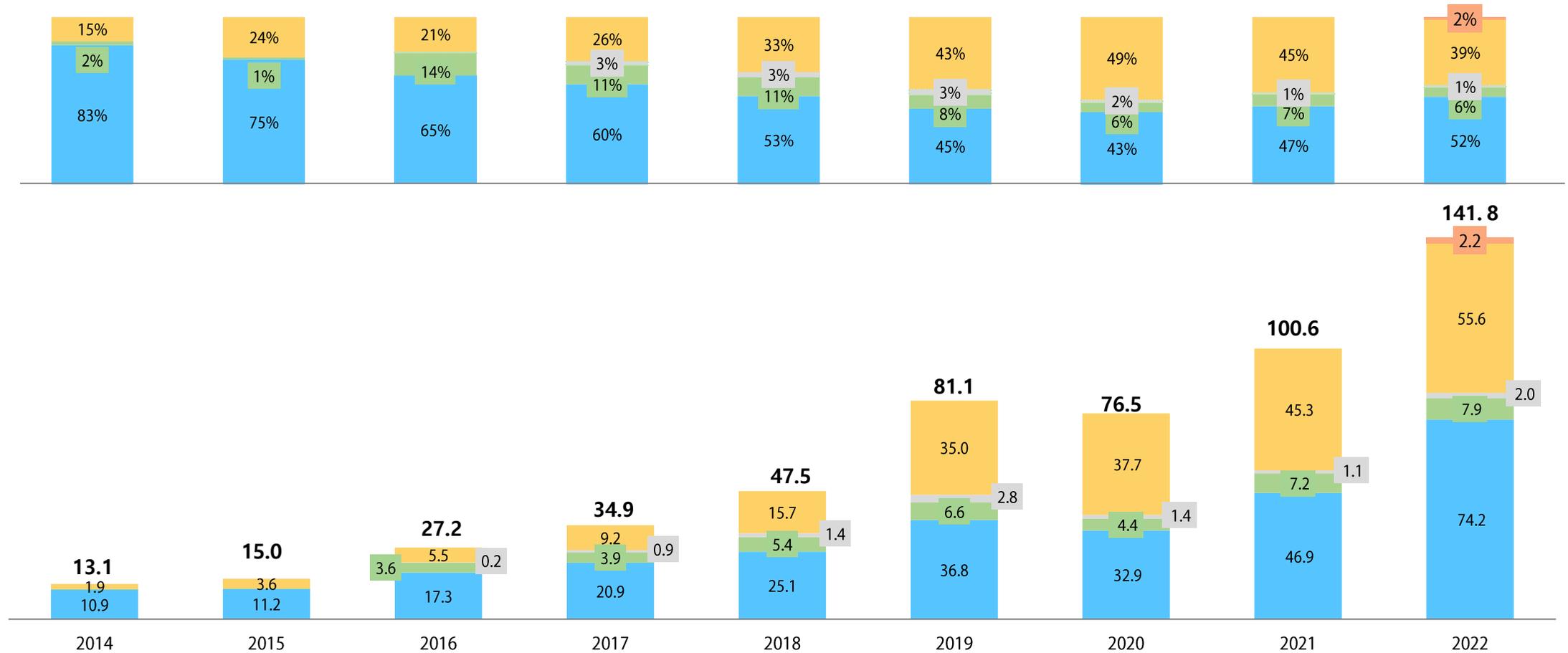


Note1) Consolidated.

Sales Breakdown by Brand (YoY)

[unit : KRW bn]

Classys Cluederm Skederm Consumables Rent

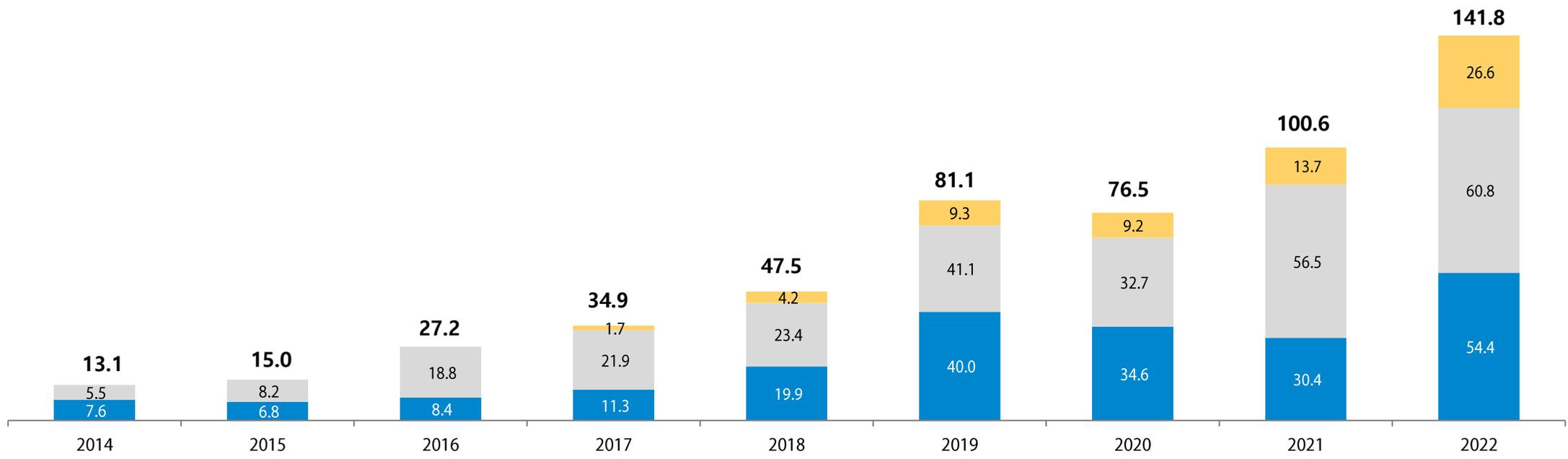
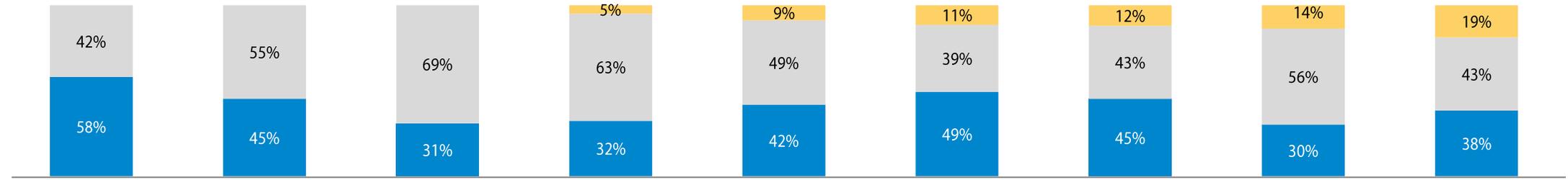


Note1) Consolidated.

Sales Breakdown by Export (YoY)

[unit : KRW bn]

Domestic Overseas Brazil



W/\$	2014	2015	2016	2017	2018	2019	2020	2021	2022
	1,053	1,132	1,160	1,130	1,101	1,166	1,180	1,144	1,292

Note 1) Connection standard
 Note 2) Period average dollar