IR BOOK(Finance)

THE INVESTOR RELATIONS OF CLASSYS 2025

10 Nov 2025

Disclaimer

This material has been prepared by Classys (the "company") for the purpose of providing information in a presentation that will be made for investors. Please be informed that transferring, copying, or re-distributing this document to others is prohibited.

Attendance at this presentation is considered as your agreement to comply with the above-mentioned restrictions, and violation of these restrictions may be regarded as a violation of the Financial Investment Services and Capital Markets Act of South Korea.

The forward-looking statements included herein are unverified and pertains to future events related to the company's expected future financial performance, and are expressed with words such as 'forecast,' 'prospect,' 'expectation,' 'outlook' and '(E).'
Despite being made in good faith based on reasonable grounds or assumptions by management, such "forward-looking statements" are subject to various influences, including changes in future business environments, and inherently contain uncertainties. As a result, actual future performance may significantly differ from the information stated or implied in the forward-looking statements.
Additionally, the future outlook is based on the information available at the time of the presentation and is subject to change based on future market developments and changes in the Company's strategic direction without prior notice.

The company and its executives do not assume any responsibility for losses incurred through the use of this document (including negligence and other cases).

This document does not constitute a solicitation for placement, sales, trading or subscription of stocks. No part of this document should be considered as a basis or ground for related contracts, agreements, or investment decisions. All investment decisions related to stock purchases should be made solely based on investors' reasonable judgment.

Financial Results

CLASSYS Cluederm shurink / SKEDERM

- 3Q25 Review
- 2025 Guidance vs Performance

1. Profit & Loss

(KRW bn)

consolidated basis	3Q25	3Q24	YoY	2Q25	QoQ	3Q25 YTD	3Q24 YTD	YoY
Revenue	**83.0**	**59.4**	**+39.7%**	**83.3**	**-0.3%**	**243.4**	**168.5**	**+44.4%**
COGS	(19.3)	(12.8)	+50.4%	(19.3)	+0.0%	(54.3)	(34.2)	+58.8%
(%)	23.2%	21.6%	+1.7%p	23.1%	+0.1%p	22.3%	20.3%	+2.0%p
Gross profit	**63.7**	**46.6**	**+36.7%**	**64.0**	**-0.5%**	**189.1**	**134.3**	**+40.8%**
(%)	76.8%	78.4%	-1.7%p	76.9%	-0.1%p	77.7%	79.7%	-2.0%p
SG&A	(26.1)	(17.6)	+47.9%	(21.0)	+24.3%	(69.7)	(47.7)	+46.1%
(%)	31.5%	29.7%	+1.8%p	25.2%	+6.2%p	28.6%	28.3%	+0.3%p
Operating profit	**37.6**	**29.0**	**+29.9%**	**43.0**	**-12.5%**	**119.4**	**86.6**	**+37.8%**
(%)	45.3%	48.7%	-3.4%p	51.6%	-6.3%p	49.1%	51.4%	-2.4%p
Financial Income	2.2	(3.1)	-173.4%	1.0	+120.3%	5.4	8.3	-34.7%
Financial Expenses	3.0	(2.7)	-211.2%	(11.5)	-125.8%	(9.8)	(3.8)	+161.2%
Other Income	0.1	0.0	+3826.8%	0.0	+50.0%	0.1	0.0	+1046.5%
Other Expenses	(0.0)	0.0	-2467.5%	(0.7)	-92.5%	(0.8)	(1.6)	-49.3%
Pre-Tax Income	**42.8**	**22.4**	**+91.3%**	**31.9**	**+34.3%**	**114.3**	**89.0**	**+28.4%**
Tax Expenses	(9.7)	(5.9)	+64.7%	(5.4)	+79.0%	(25.0)	(19.9)	+25.8%
Net Income	**33.1**	**16.5**	**+100.8%**	**26.5**	**+25.1%**	**89.3**	**69.2**	**+29.1%**
(%)	39.9%	27.8%	+12.1%p	31.8%	+8.1%p	36.7%	41.0%	-10.6%p
EBITDA	**41.3**	**30.2**	**+37.1%**	**46.7**	**-11.4%**	**130.3**	**90.2**	**+44.5%**
(%)	49.8%	50.8%	-1.0%p	56.0%	-6.2%p	53.5%	53.5%	+0.1%p

(Note 1) If negative or expenses, shown in parentheses
(Note 2) Net Income = attributable to owners of the parent company

❑ **Revenue: KRW 83.0 bn (YoY +39.7% QoQ -0.3%)**
- Continued strong YoY growth through 3Q25
- YTD 3Q25 revenue surpassed FY2024 results, sustaining steep growth momentum
- On track to meet FY2025 guidance

❑ **Gross Profit: KRW 63.7 bn (YoY +36.7%, QoQ -0.5%)**
- Device sales mix increased alongside expansion in the U.S. and Europe
- Solid 70% margin maintained despite inclusion of legacy ILOODA contribution
- Unit costs for key products remains stable after prior declines

❑ **Operating Profit: KRW 37.6 bn (YoY +29.9%, QoQ -12.5%)**
- Included deferred ad expenses and one-off merger-related costs
- SG&A ratio stable despite merger-related amortization
- Annual SG&A ratio managed within budget

❑ **Profitability Ratios**
- OPM 45.3% / NPM 39.9% / **EBITDA Margin 49.8%**

KRW/USD	3Q24	4Q24	1Q25	2Q25	3Q25
End	1,320	1,470	1,467	1,356	1,402
Avg	1,359	1,397	1,453	1,404	1,392

2. Sales by Brand

(KRW bn)

consolidated basis	3Q25	3Q24	YoY	2Q25	QoQ	3Q25 YTD	3Q24 YTD	YoY
Revenue	**83.0**	**59.4**	**+39.7%**	**83.3**	**-0.3%**	**243.4**	**168.5**	**+44.4%**
Global	53.0	40.2	+31.7%	53.4	-0.8%	158.9	114.2	+39.2%
Korea	30.0	19.2	+56.4%	29.9	+0.4%	84.5	54.3	+55.5%
Device	**42.9**	**32.7**	**+31.2%**	**45.5**	**-5.6%**	**123.5**	**85.8**	**+43.9%**
Global	31.3	26.5	+18.3%	32.9	-4.6%	90.1	66.3	+35.8%
Korea	11.6	6.2	+86.0%	12.6	-8.1%	33.4	19.5	+71.3%
Consumables	**37.3**	**26.0**	**+43.4%**	**35.2**	**+6.0%**	**113.5**	**78.6**	**+44.5%**
Global	21.5	13.6	+58.6%	20.1	+7.0%	67.7	46.4	+46.0%
Korea	15.8	12.4	+26.9%	15.1	+4.6%	45.8	32.2	+42.3%
Homecare	**2.5**	**0.4**	**+477.6%**	**2.4**	**+5.3%**	**5.7**	**3.3**	**+70.6%**
Global	0.1	0.2	-25.0%	0.4	-71.4%	1.1	1.5	-25.0%
Korea	2.4	0.3	+760.6%	2.0	+21.2%	4.6	1.9	+143.8%
Rentals(Korea)	**0.2**	**0.2**	**+3.4%**	**0.2**	**+16.2%**	**0.7**	**0.8**	**-12.9%**

❑ **Exports: KRW 53.0 bn (YoY +31.7%, QoQ -0.8%), 64% of Revenue**

- Thailand ranked No.1 in revenue among countries as of 3Q25 YTD, and solid growth across CIS, Japan, and Australia
- Strong new product momentum in Europe (Turkey, Spain) and the Americas (U.S., Canada)
- Brazil Entering Recovery Phase

❑ **Domestic: KRW 30.0 bn (YoY +56.4%, QoQ +0.4%), 36% of Revenue**

- Contribution from legacy ILOODA products
- Continued strong growth in consumables

❑ **Devices: KRW 42.9 bn (YoY +31.2%, QoQ -5.6%), 52% of Revenue**

- Overseas growth led by legacy ILOODA products
- Strong Reepot performance; Quadessy launch in Jul 2025
- Steady sales of Shurink Universe and Volnewmer

❑ **Consumables: KRW 37.3 bn (YoY +43.4% QoQ +6.0%), 45% of Revenue**

- Robust demand for Ultraformer and Volnewmer
- Shurink sustaining dominant domestic usage
- Volnewmer ad campaign to boost 4Q growth

❑ **Homecare: KRW 2.5 bn, 3% of Revenue**

- Growth driven by Home-Use Beauty Device

3. SG&A

(KRW bn)

consolidated basis	3Q25	3Q24	YoY	2Q25	QoQ	3Q25 YTD	3Q24 YTD	YoY
SG&A	26.1	17.6	+47.9%	21.0	+24.3%	69.7	47.7	+46.1%
(% of sales)	31.5%	29.7%		25.2%		28.6%	26.5%	
Salaries	4.1	3.2	+29.2%	3.8	+9.0%	11.8	8.8	+33.8%
(% of sales)	5.0%	5.4%		4.5%		4.8%	4.9%	
R&D	4.4	3.1	+41.6%	4.2	+2.7%	12.8	8.7	+46.6%
(% of sales)	5.2%	5.2%		5.1%		5.2%	4.8%	
Advertising	6.0	4.7	+26.4%	2.5	+139.5%	12.1	9.5	+27.9%
(% of sales)	7.2%	8.0%		3.0%		5.0%	5.3%	
Commissions	2.2	2.2	+0.3%	1.6	+36.5%	6.1	7.0	-12.6%
(% of sales)	2.6%	3.7%		1.9%		2.5%	3.9%	
D&A	2.8	0.7	+304.7%	2.7	+3.3%	8.1	2.0	+305.5%
(% of sales)	3.4%	1.2%		3.2%		3.3%	1.1%	
Sales commission	1.1	0.8	+34.4%	1.8	-36.7%	4.4	2.8	+58.3%
(% of sales)	1.4%	1.4%		2.1%		1.8%	1.6%	
Retirement benefits	0.3	0.2	+8.4%	0.3	-0.4%	0.8	0.7	+14.8%
(% of sales)	0.0%	0.0%		0.0%		0.0%	0.0%	
Others	5.3	2.7	+95.2%	4.2	+27.4%	13.5	8.2	+65.5%
(% of sales)	6.4%	4.6%		5.0%		5.5%	4.5%	

(Note 1) D&A = Depreciation/Amortization

❑ **SG&A: KRW 26.1 bn (YoY +47.9%, QoQ +24.3%), 31.5% of Revenue**
- Increase mainly reflects ILOODA post-merger expenses

❑ **Salaries: KRW 4.1 bn (YoY +29.2%, QoQ +9.0%), 4.0% of Revenue**
- Headcount(등 of period): 526 (3Q25) vs. 515 (2Q25), 420 (3Q24)

❑ **R&D: KRW 4.4 bn (YoY +41.6%, QoQ +2.7%), 5.2% of Revenue**
- Continued new product and upgrade projects
- Expanding global approvals and indications

❑ **Advertising: KRW 6.0 bn (YoY +26.4%, QoQ +139.5%), 7.2% of Revenue**
- Major OOH and digital campaigns featuring Park Seo-joon and Chae Soo-bin (Jul-Aug)
- Annual spend within planned budget

❑ **Commissions: KRW 0.22 bn (YoY +0.3%, QoQ +36.5%), 2.6% of Revenue**
- MedSystems acquisition (3Q25) vs. One-off advisory fees for ILOODA merger (3Q24)

❑ **Depreciation/Amortization: KRW 0.28 bn (YoY +304.7%, QoQ +3.3%), 3.4% of Revenue**
- Recurring amortization of merger-related assets

❑ **Others: KRW 5.3 bn (YoY +95.2%, QoQ +27.4%), 6.4% of Revenue**
- Higher bad debt expense (+KRW 2.0 bn YoY), expected reversal by year-end

4. Financial Position

(KRW bn)

consolidated basis	2022	2023	2024	1Q25	2Q25	3Q25
Assets						
Current assets	**147.8**	**185.7**	**234.2**	**254.2**	**248.4**	**272.4**
Cash & Cash Equivalents	111.6	136.9	158.0	174.4	159.2	171.6
Inventories	23.4	19.4	30.0	30.4	30.1	31.3
Accounts Receivables	6.9	17.3	36.9	40.2	49.0	57.7
Non-current assets	**183.6**	**189.7**	**374.2**	**377.7**	**378.1**	**382.0**
P.P.E	104.2	139.0	193.2	198.2	198.4	202.9
Investment Property	74.7	41.1	29.4	29.4	29.4	29.3
Intangible Assets	1.5	2.8	140.9	140.2	140.6	140.1
Total Assets	**331.4**	**375.4**	**608.4**	**631.9**	**626.5**	**654.4**
Liabilities						
Current liabilities	36.2	29.2	128.9	71.4	47.1	44.9
Non-Current liabilities	65.6	62.7	26.8	93.8	84.7	91.2
Total Liabilities	**101.9**	**91.9**	**155.7**	**165.2**	**131.8**	**136.0**
Equity						
Capital stock	6.5	6.5	6.6	6.6	6.6	6.6
Retained earnings	204.2	271.0	336.1	349.0	375.5	408.5
Total Equity	**229.6**	**283.5**	**452.6**	**466.8**	**494.7**	**518.4**
Total Liabilities+Equity	**331.4**	**375.4**	**608.4**	**631.9**	**626.5**	**654.4**

(Note 1) Cash & Cash Equivalents is the sum of cash and cash equivalents, short-term financial instruments, and financial assets at fair value through profit or loss (FVPL).

❑ **Total Assets: KRW 654.4 bn**
Total Liabilities: KRW 136.0 bn/ Total Equity: KRW 518.4 bn

❑ **Current Assets: KRW 272.4 bn**

- Cash & Cash Equivalents:
  - Up on strong operating performance
  - Treasury share buyback in progress
- Inventories:
  - Continued improvements in production management systems
- Accounts Receivable:
  - Collection structure secured through collateral and assignment agreements despite higher Brazil exposure (KRW 27.8 bn)
  - Credit reviews on new customers to maintain a sound financial position amid sales growth
  - Homecare B2B sales growing through major retail partners

❑ **Non-current Assets: KRW 382.0 bn**

- PPE & Investment Properties:
  - HQ and plant buildings. Increase in construction-in-progress assets reflects the New Knowledge Industry Center currently under construction
- Intangible Assets:
  - Ongoing amortization of merger-related assets

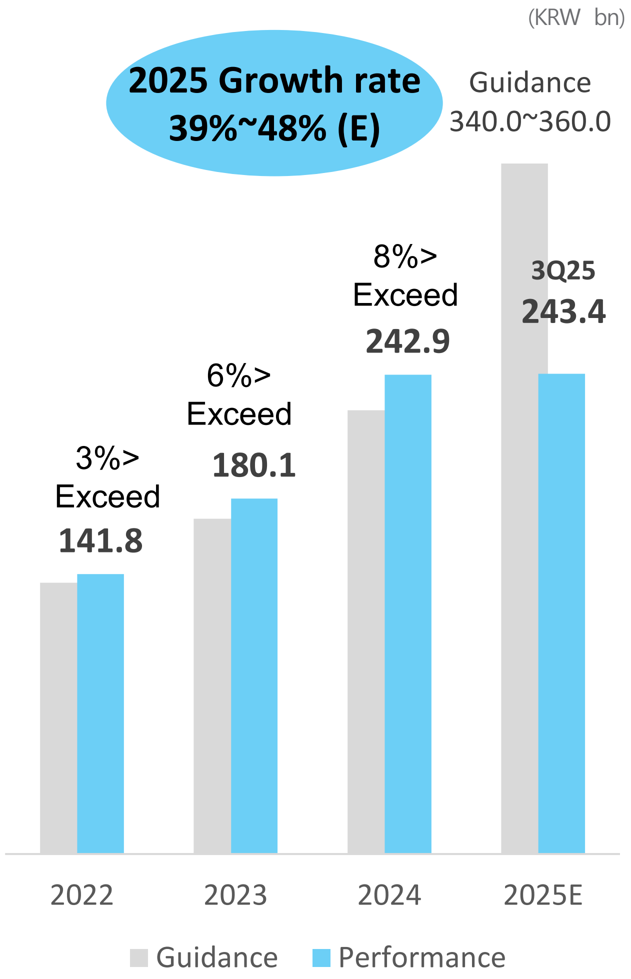
❑ **Current Liabilities: KRW 44.9 bn**

- Corporate tax payments

❑ **Non-current Liabilities: KRW 91.2 bn**

- HQ building loan: KRW 83.3 bn
- Increase from loan-financed installment payments for legacy ILOODA Knowledge Industry Center

5. 2025 Guidance vs Performance



Full-scale Growth in the US

MRF/HIFU Device Sales in Americas (2025E)

+300

New product launches and enhanced training programs through Cartessa Aesthetics in the U.S. and Canada

Launch in Europe/ME

HIFU/MRF Device Sales in Europe (2025E)

+500

Effective rollout of Ultraformer and Volnewmer across key countries Following first MDR in Europe

Successful Localization in Japan

Direct Subsidiary Sales in Japan (2025E)

100±

- Stronger engagement with chain clinics
Launch of Reepot and Quadessy, completing the full lineup of four core technologies

Expansion of Domestic Market

Quadessy Device Sales (2025E)

100±

- Quadessy launched in July
- Reepot exceeding satisfaction expectations

Soaring Procedures Globally

YTD Shurink Universe Consumable Sales in Sep

yoy45.8%

- Full-scale domestic B2C marketing from July
- Expanded global launch symposiums

Improved Profit Margin

YTD OPM in Sep

+49.1%

- Cost-saving initiatives for ILOODA product lines
- Unit cost reduction from increased production volume

208, Teheran-ro, Gangnam-gu, Seoul
http://www.classys.com | +82-2-6313-2106
email: ir@classys.com