



IR BOOK

THE INVESTOR RELATIONS OF CLASSYS 2023

7 November 2023

Medical Aesthetics Devices Manufacture
KOSDAQ 214150



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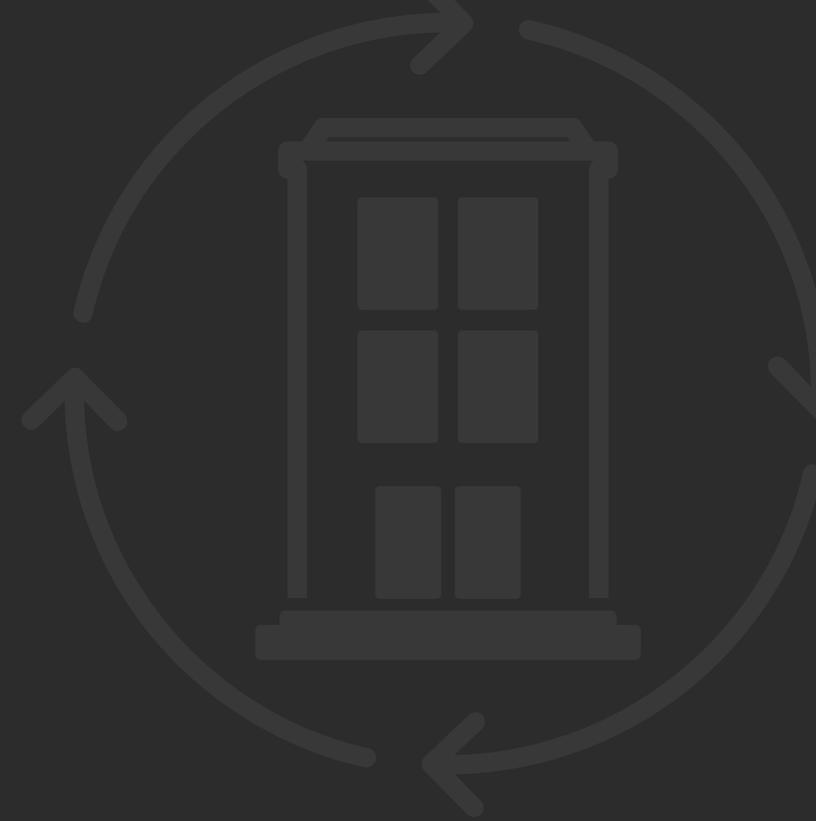
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- II Business Highlights
- III Growth Strategy
- IV Financial Results



Contents

I Company Overview

1. Key Figures
2. Overview
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5. Regional Portfolio

1. Key Figures

Sales Growth

5Y CAGR **32%**
(YTD 3Q23, KRW 133.1bn, YoY +31%)



Overseas Sales

65% (YTD 3Q23)
Export to 70 countries /
Secured approvals in 27 countries



Consumable Sales Growth

5Y CAGR **43%**
(YTD 3Q23, KRW 61.0bn, YoY +56%
consumables portion 46%)



Ultraformer cumul. sales/
annual cases of procedures (E)

Over 14K unit.
3.3M cases
(Global)



EBITDA Growth

5Y CAGR **46%**
(YTD 3Q23, EBITDA KRW 70.7bn, YoY +35%
EBITDA Margin 53%)



Valuation

Market cap **KRW 2+ tril**
Listed on KOSDAQ's Global Segment
ESG Rating BBB (by MSCI)



* 5Y = 2017-2022

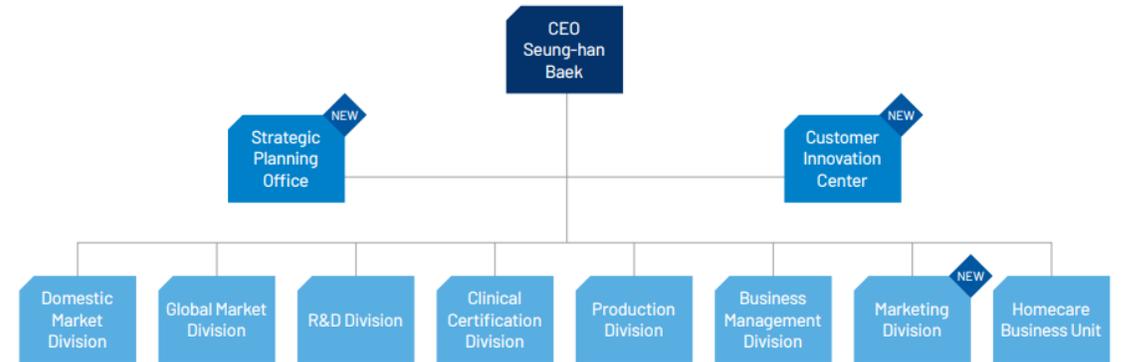
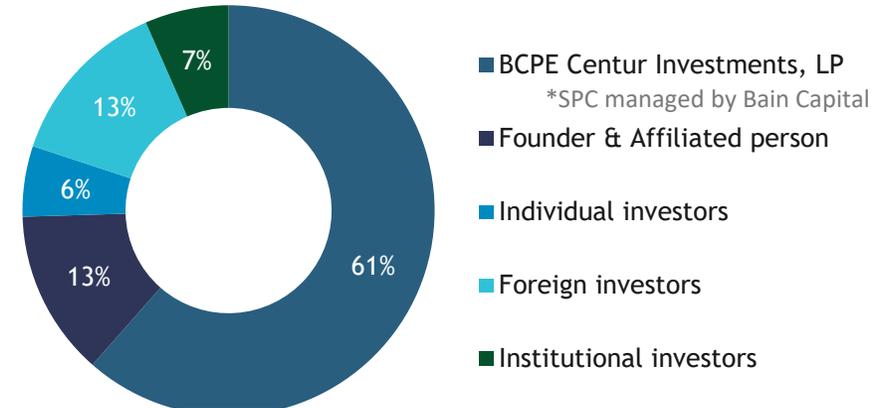
2. Overview

In 2022, Classsys improved its corporate structure by hiring ten new executives with diverse expertise. We also introduced two new entities and promoted the Marketing Division to better support our CEO. This resulted in a more systematic and reinforced organization with one office, one center, seven divisions, and one business unit, setting the stage for future growth.

○ Company Overview

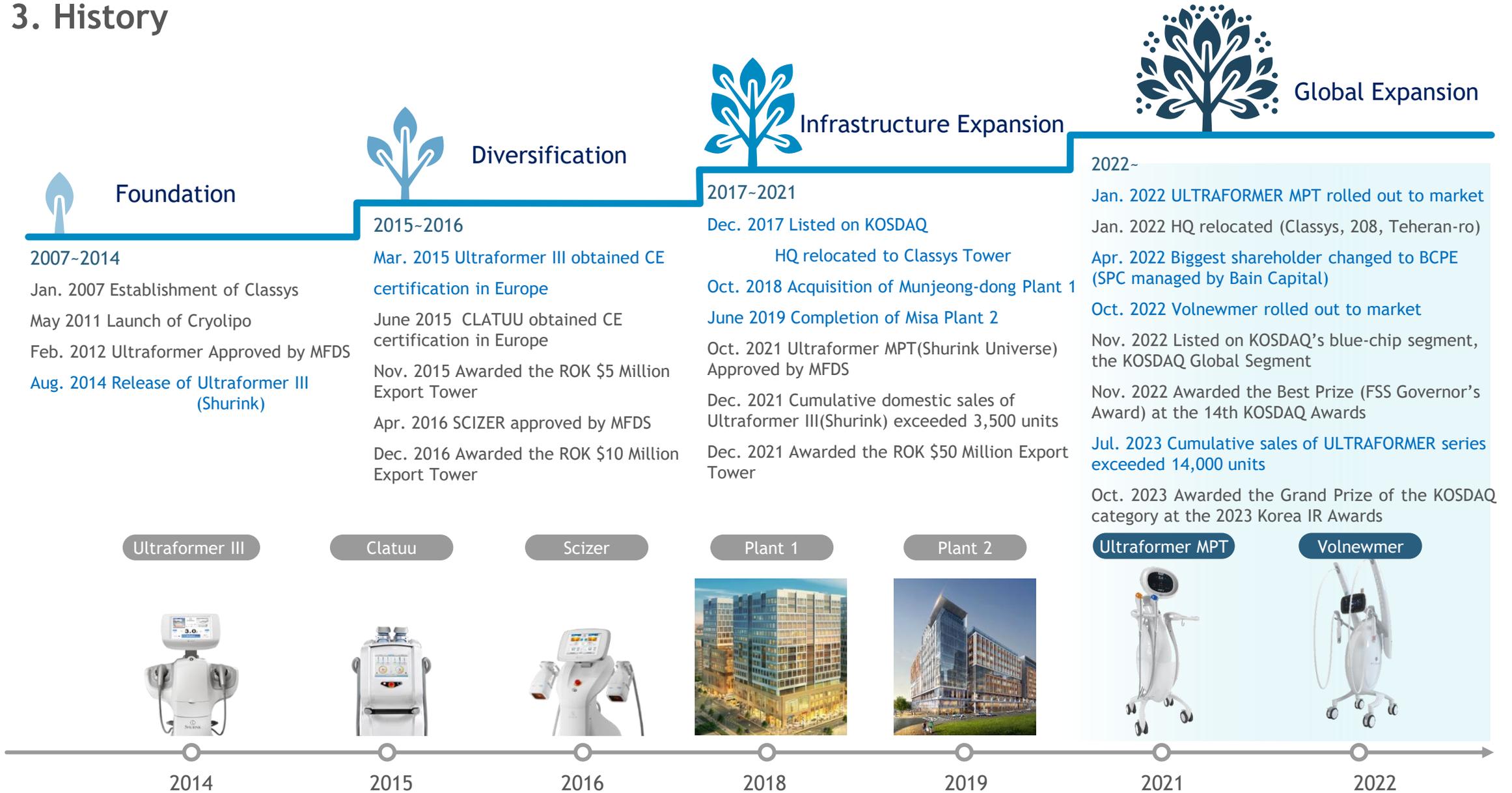
Company name	CLASSYS Inc.
CEO	Baek Seung-han
Date incorporated	10 January 2007
Date listed	28 December 2017
Equity capital	KRW 6,477 M (as of the end of September 2023)
Headcount	372 persons (as of the end of September 2023)
Business line	Manufacture of medical aesthetics devices & distribution of cosmetics
Brands	 CLASSYS Cluederm SKEDERM
HO address	CLASSYS, 208, Teheran-ro, Gangnam-gu, Seoul, Korea
Website/e-mail.	http://www.classsys.com / ir@classsys.com

○ Share Ownership & Management Structure



Note: As of September 30, 2023

3. History



4. Product Portfolio



CLASSYS Device 52.3%

Cluederm (Aesthetic)

CLASSYS Consumables 33.1%

SKEDERM (Cosmetic)

CLUEDERM Device 5.6%

CLUEDERM Consumables 6.1%

Cosmetics/rent 2.9%



Ultraformer III (Shurink)

Eye brow lifting, improve elasticity in face, abdomen, thigh and remove wrinkles



Ultraformer III Cartridges



Scizer

Reduce abdominal circumference HIFU



Scizer Cartridges



Clatuu Alpha

Cooling control technology for reduce subcutaneous layer

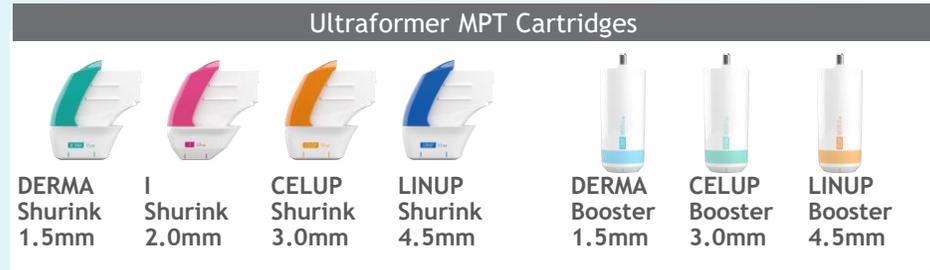


Alpha handpiece



Ultraformer MPT (Shurink Universe)

Gen. 2 Shurink - MP & Normal modes - Ultra Booster cartridge added

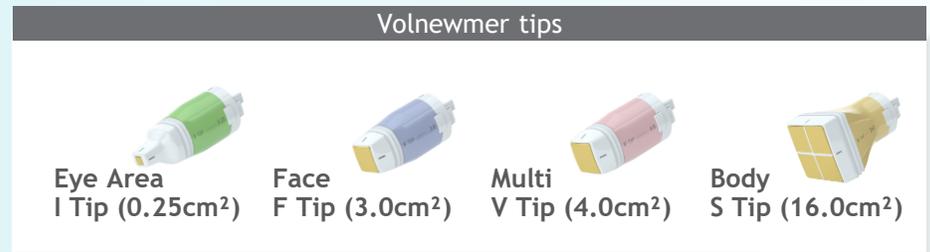


Ultraformer MPT Cartridges



Volnewmer

6.78Mhz monopolar RF causing tissue coagulation



Volnewmer tips



Ulfit

Eye brow lifting, improve elasticity in face, abdomen, thigh HIFU



Aquapure

aspirating blood, body fluid and pimple + causing absorption of medicine



Refit

alleviate pain RF



Cool4D

alleviate pain, reduce edema and subcutaneous layer



Consumables

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

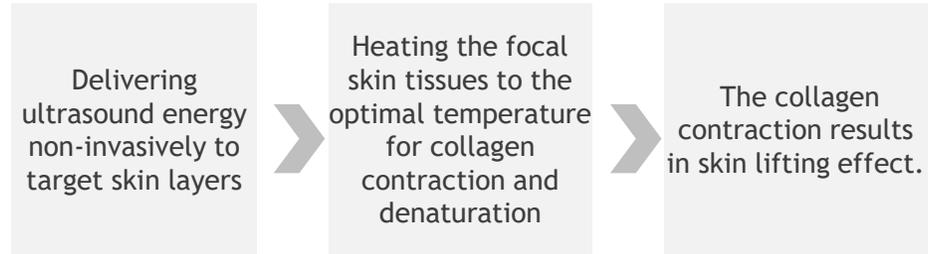
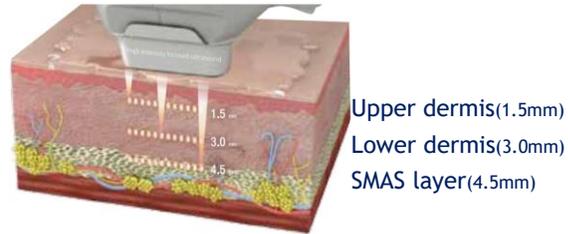
* As of 2022



Ultraformer MPT(Shurink Universe) | HIFU

* HIFU(High Intensity Focused Ultrasound): Eyebrow lifting, facial/abdominal/thigh lifting, abdominal circumference reduction

Mechanism of Action



*TCP: thermal coagulation points

Features

7 Cartridges for Different Depths

ULTRA F handpiece-exclusive 4 cartridges



DERMA 1.5mm I 2.0mm CELUP 3.0mm LINUP 4.5mm

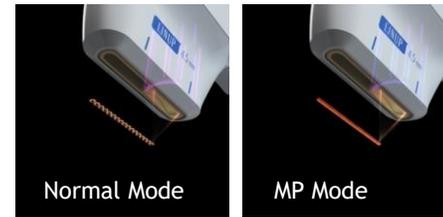
3 pen-type cartridges exclusively for ULTRA BOOSTER handpieces



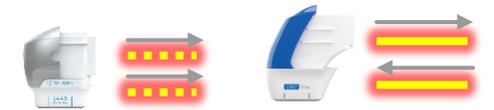
DERMA 1.5mm CELUP 3.0mm LINUP 4.5mm

Cartridge tips can easily follow skin curves, enabling delicate procedures

MP & Normal(Dot)

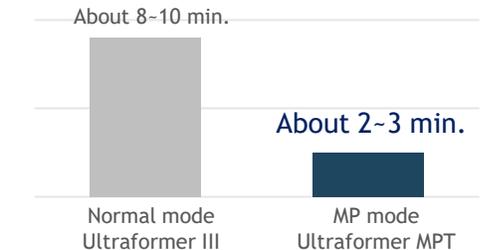


Less Pain, Faster Results



Previous One way procedure New Two-way procedure

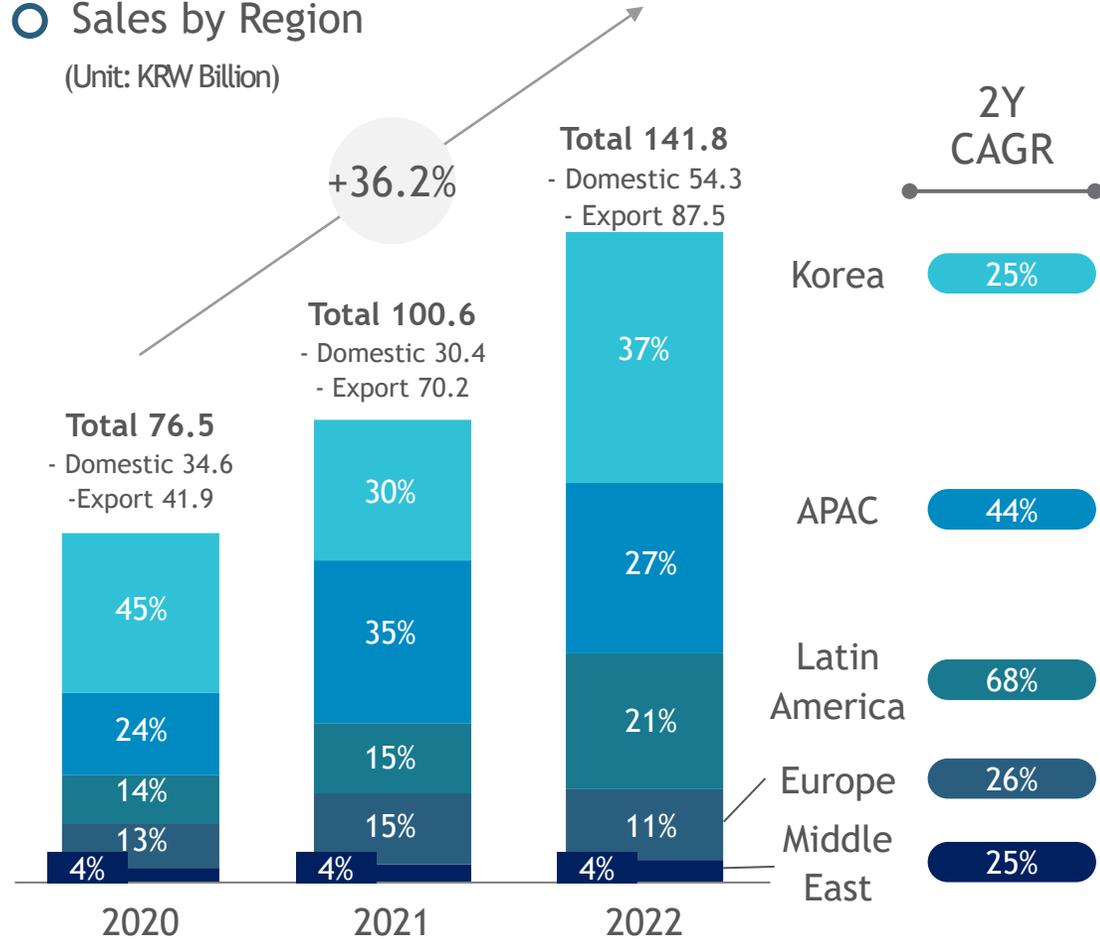
Procedure Durations (for 300 shots)



5. Regional Portfolio

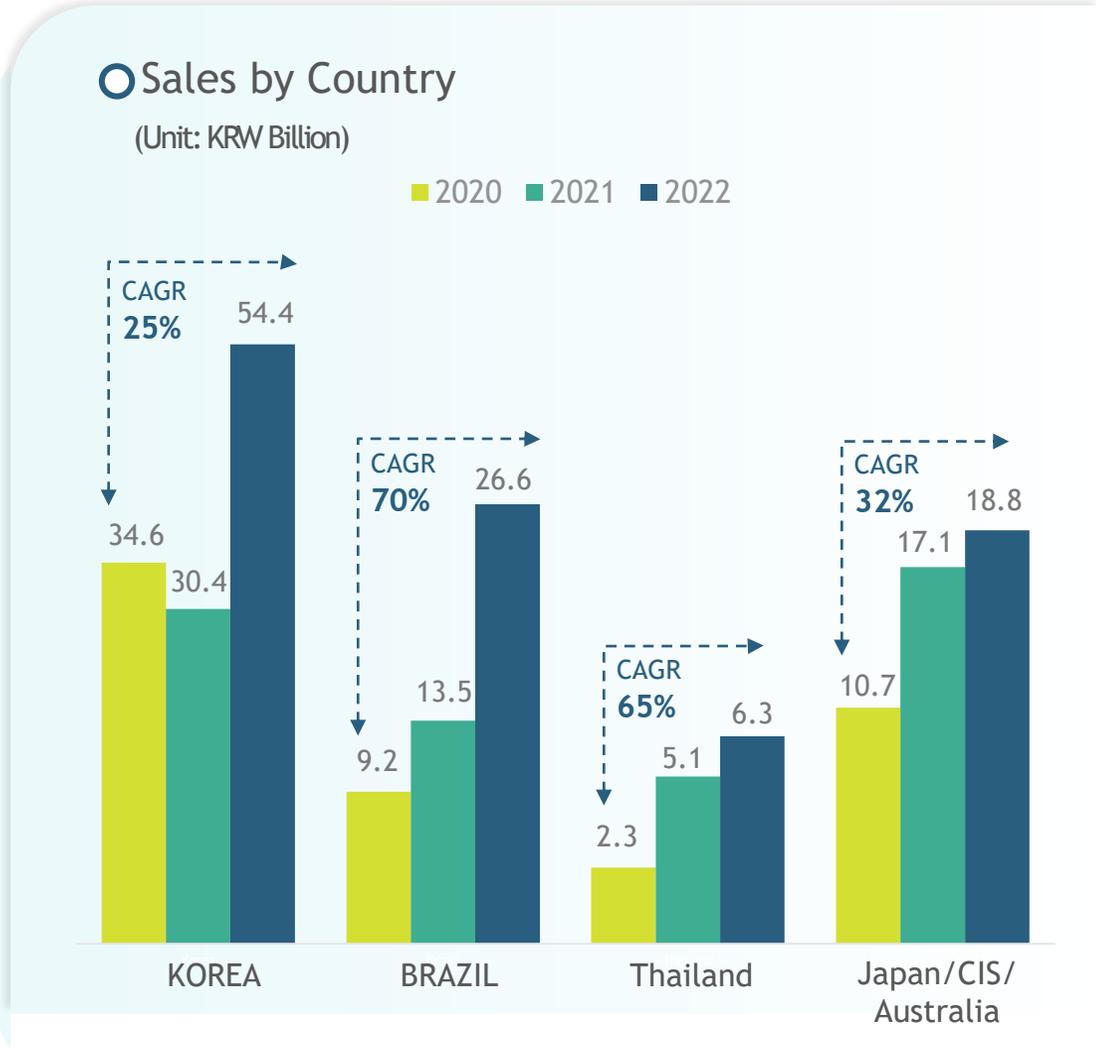
Sales by Region

(Unit: KRW Billion)



Sales by Country

(Unit: KRW Billion)



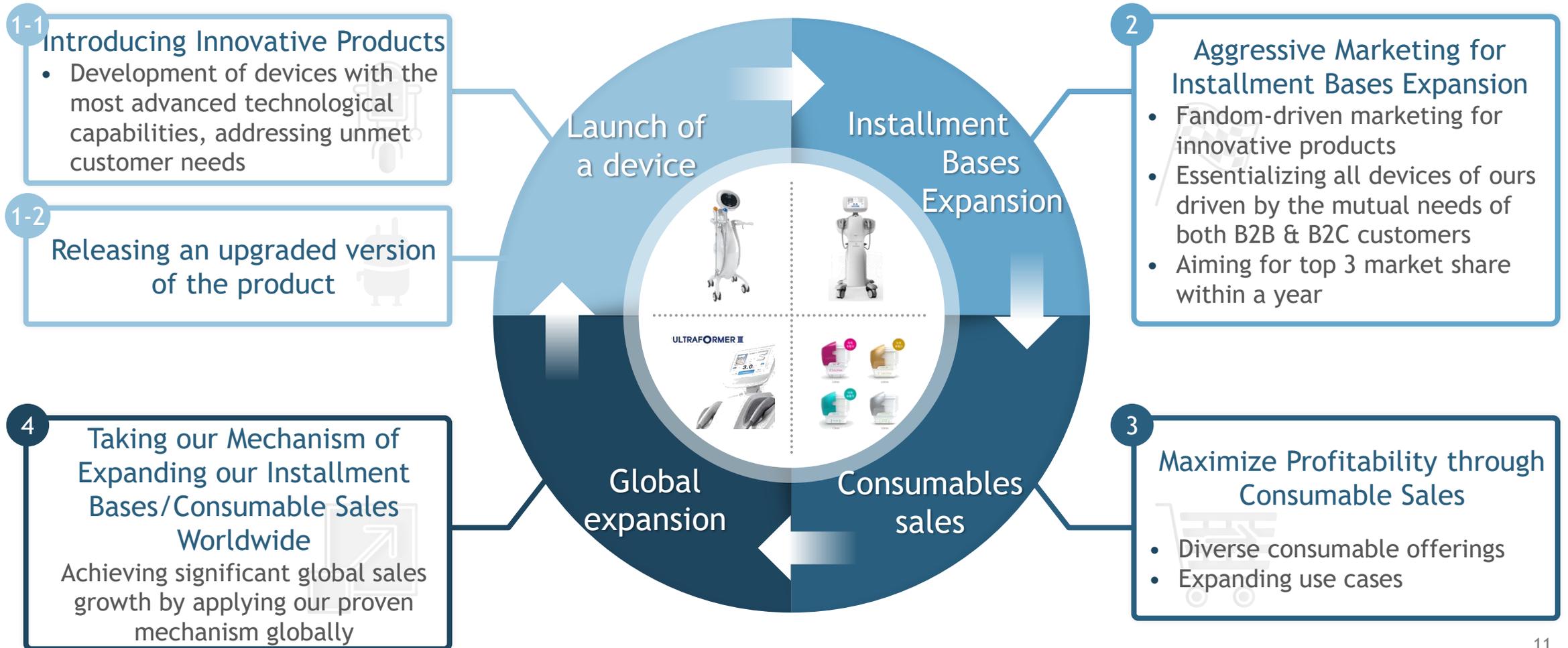
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II Business Highlights

1. Classys' Success Formula
2. Unrivaled Presence in HIFU Market
3. Strong Global Presence and Rapid Market Expansion

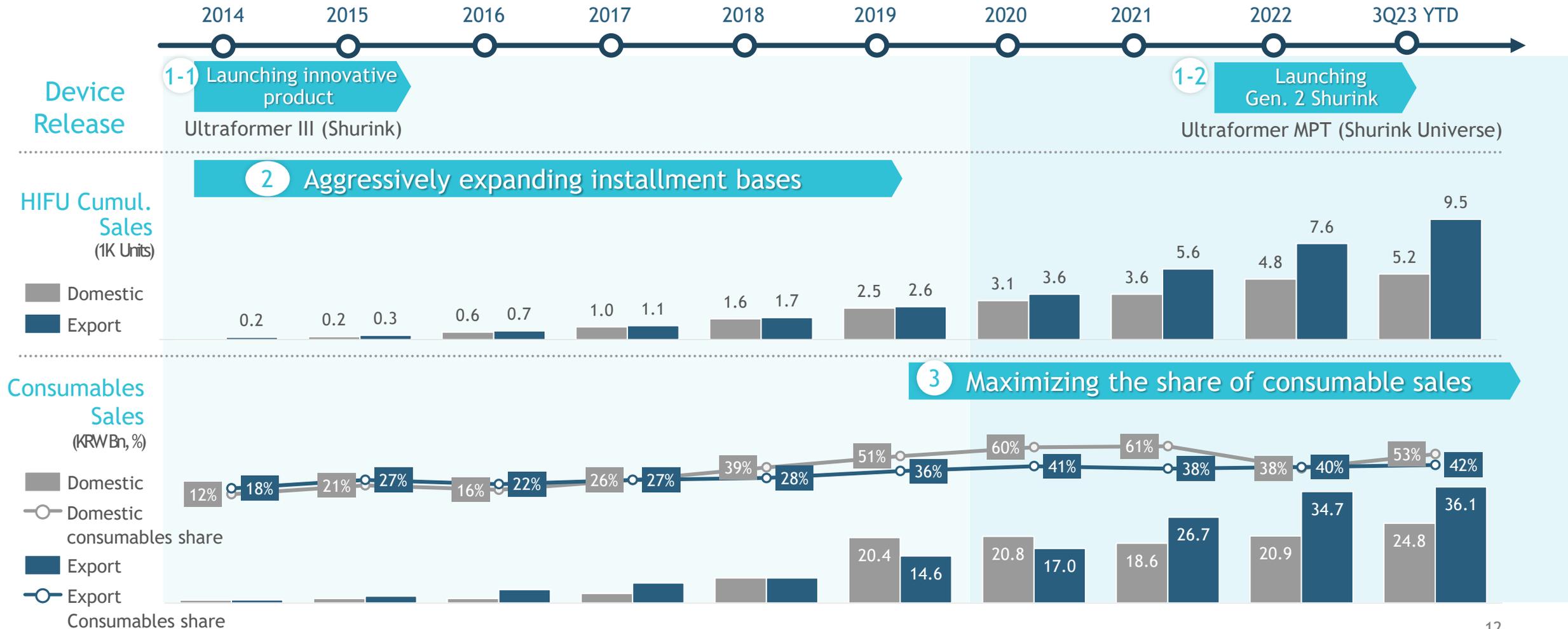
1. Classys' Success Formula

Established a virtuous cycle of 'launching an innovative product → Increased sales of consumables in tandem with the use of installed devices → global sales growth'



1. Classys' Success Formula

Accelerate growth, expanding into global market after popularizing Ultraformer III(Shurink) in Korea



2. Unrivaled Presence in HIFU market

5,200+ units sold accumulatively, securing unrivaled No.1 position in the domestic HIFU market1)

○ 55% M/S in Domestic HIFU market



- Shurink’s accumulated sales : 3,700+ units
- Shurink Universe’s accumulated sales : 1,500+ units

Shurink is released in 2014, Shurink Universe is released in 2022

○ B2B customers +3,000 Shurink-equipped clinics in Korea

- Over 90% of 600 large-network clinics using Shurink
- **User-generated marketing content** promotion of the procedures (doctors’ YouTube, blog, etc.)
- **Most preferred device** by doctors newly entering the medical aesthetics sector
- An “**Essential**” device for the dermatology/plastic surgery clinics and aesthetics-specialized clinics



○ B2C customers Domestically 1.1M Shurink procedure cases per year (E)

*3.3M a year globally

- An overwhelming volume of **viral review postings** by end users
- **Digital buzz No.1** among medical aesthetics device brands (SNS, blog, beauty app, etc.)
- #Shurink 123K vs. #foreign brand A 79K, #local brand B 12K, #local brand C 6K

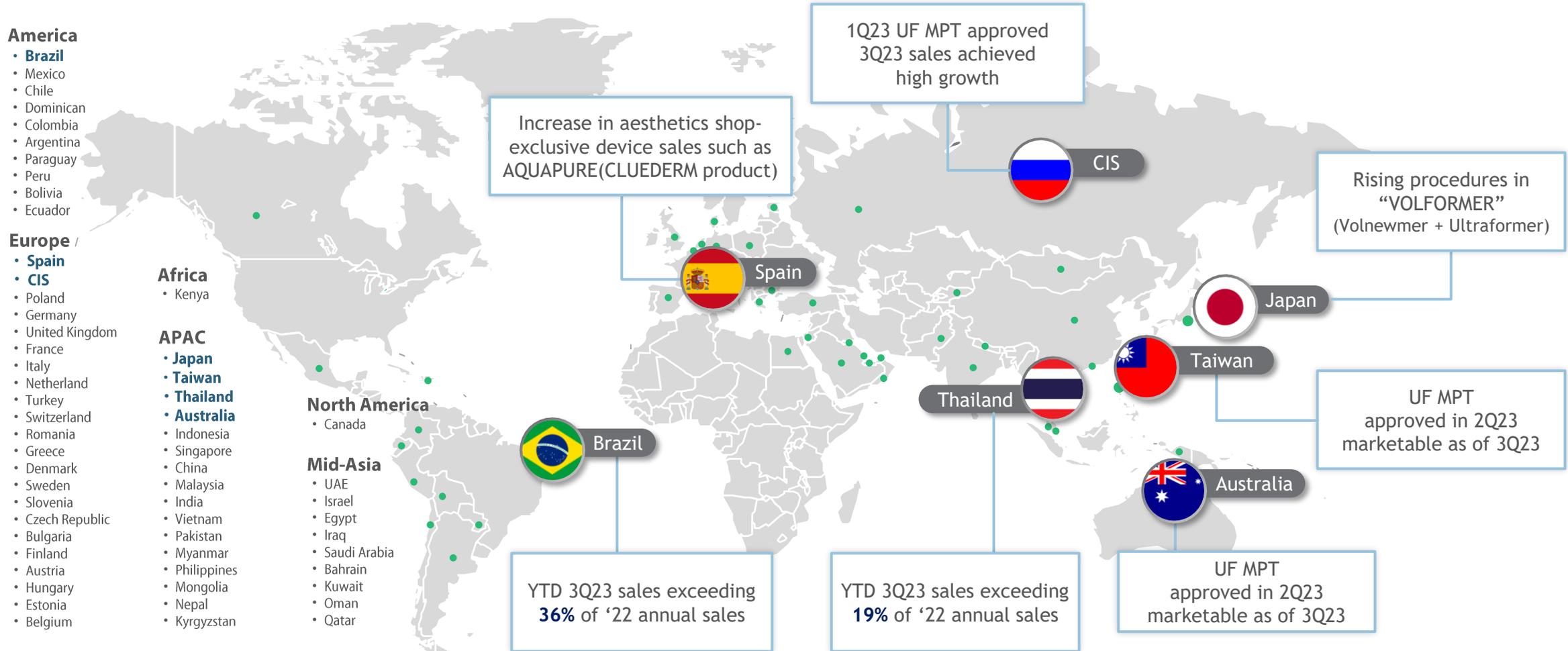


#슈링크 게시물 12.3만

#슈링크리프팅 게시물 2.9만

3. Strong Global Presence And Rapid Market Expansion

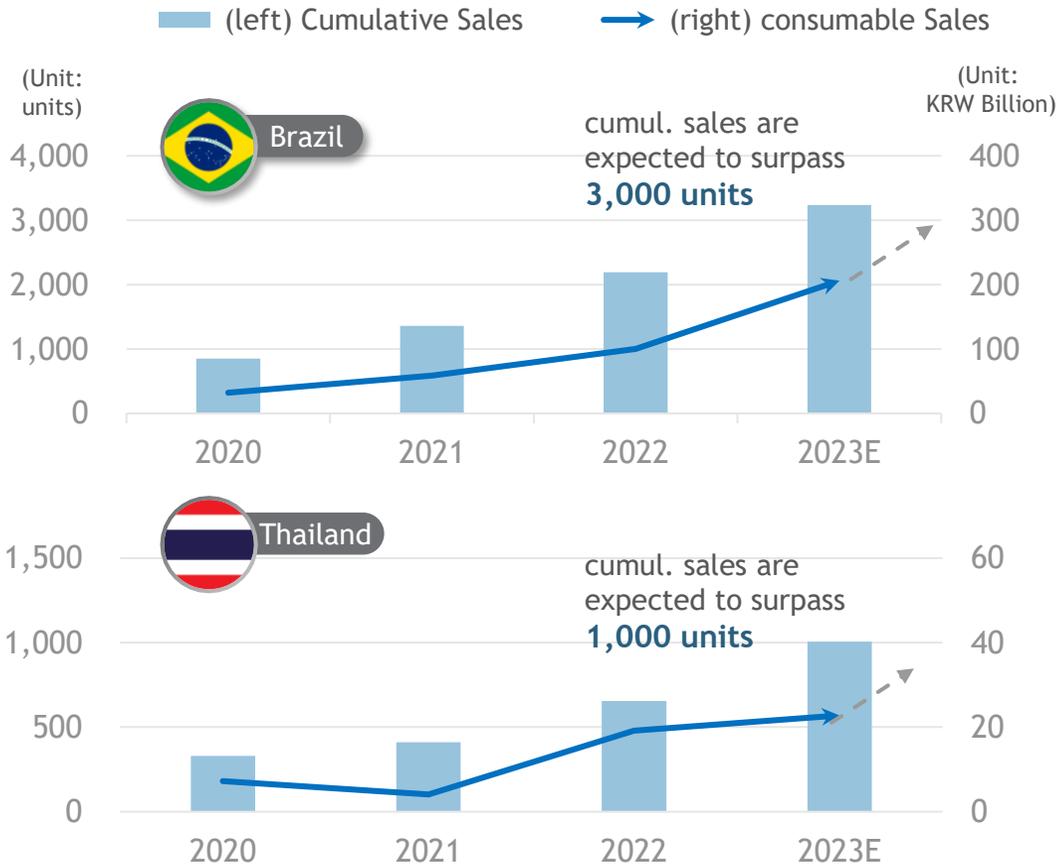
Marketed in 70 countries, Ultraformer III_(Shurink) is expanding its presence in the global HIFU market



3. Strong Global Presence And Rapid Market Expansion

Market expansion and consumable sales growth are expected in Brazil and Thailand, where cumulative sales growth trends are robust.

Classys/Ultraformer secured market-leading brand positions.



Two-track Approach

Ultraformer MPT

- Targeting the premium market to position itself as **the most reliable procedure**

Ultraformer III

- Positioning itself as **an essential tool** for dermatologists in private practice, aiming for mainstream popularity

Marketing Campaigns

- **(B2B) local Ultraformer specialist clinical teams** offer skilled know-how to doctors, helping maximize the efficacy and efficiency of procedures / **Evidence-based User Meetings and Product Launch Symposiums** Establishing networks for sharing Ultraformer’s clinical research data worldwide and networking with the medical community
- **(B2C) End Users :** Expanding the Classys/Ultraformer brand presence through online social media platforms

Market with High Growth Potential

- **Unmatched scales**, compared to the domestic market , in the number of dermatologist clinics, doctors, and end users
- **Customer base is growing faster** with age diversification, increased male participation, and an increase in the utilization rate of cosmetic products
- **With the launch of Volnewmer** scheduled for 2024, a **Volformer marketing plan will promote** combined procedures involving Volnewmer and Ultraformer



III Growth Strategy

1

Capture Market Growth

CLASSYS has driven rapid market growth as EBD procedures have become more common

2

Global Expansion

Strategically fortifying our presence with higher growth potential

3

Product Portfolio Diversification

Accelerate the sales of Monopolar RF (Volnewmer)

4

Innovative Technology

Develop diversified innovative products covering customers' unmet needs

5

Quality / Production Competitiveness

Enhance operational capability to maximize the growth potential

6

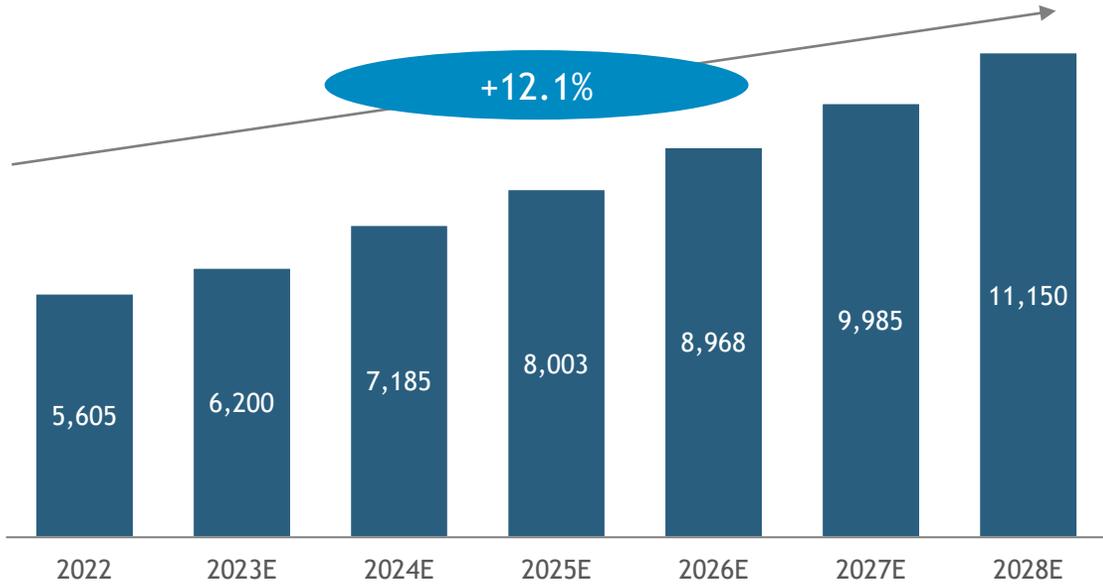
CLASSYS Expansion Plan

1. CLASSYS has driven rapid market growth as EBD procedures have become more common

The EBD (energy-based device) sector is expected to lead the growth of the medical aesthetic market, especially Procedure Trend will be rapidly grew by Classys Product

Global EBD Market Growth Outlook

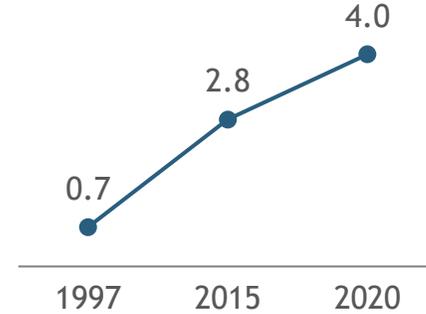
(Unit: USD Million)



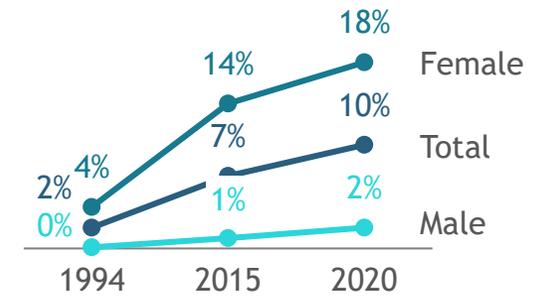
1) EBD (energy based device): a device regenerating skin condition & elasticity with non-invasive energy stimulation without surgical procedures

Annual non-invasive aesthetics procedures in USA

(Unit: 1M cases)



Penetration of plastic surgery/ aesthetic procedure in Korea



Habituated

- **Aesthetics procedures have become routines** of everyday life such as job interviews, weddings, and more.
- **Preference for non-invasive procedures**, such as EBD procedures, that leave no marks and require minimal recovery time

Popularized

- **High rate of revisits** by satisfied consumers
- No longer a luxury reserved for the affluent but **an essential part of self-grooming**
- **More affordable and accessible** aesthetic procedures compared to plastic surgery

Source: ASAPS, Gallup Korea, Markets and markets, Mordor Intelligence

2. Strategically fortifying our presence with higher growth potential

New products, Ultraformer MPT/Volnewmer, have been launched & will expand into major markets, including Europe, the USA, and China.

Global Expansion Roadmap



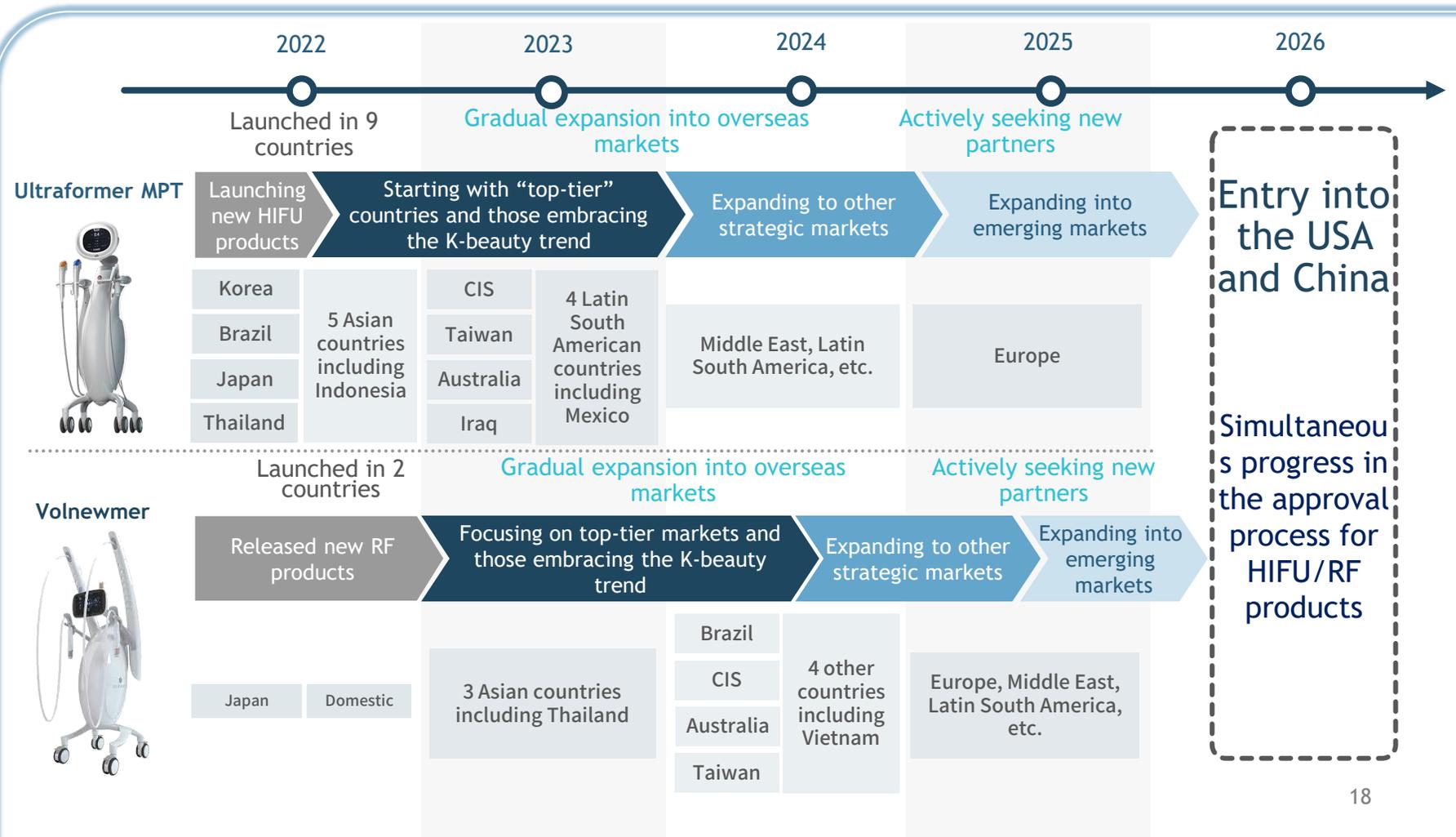
Ultraformer III (Shurink)

11,000+ units sold globally

Export to 70 countries
(Secured approvals in 27 countries)

TOP 8 best-selling countries

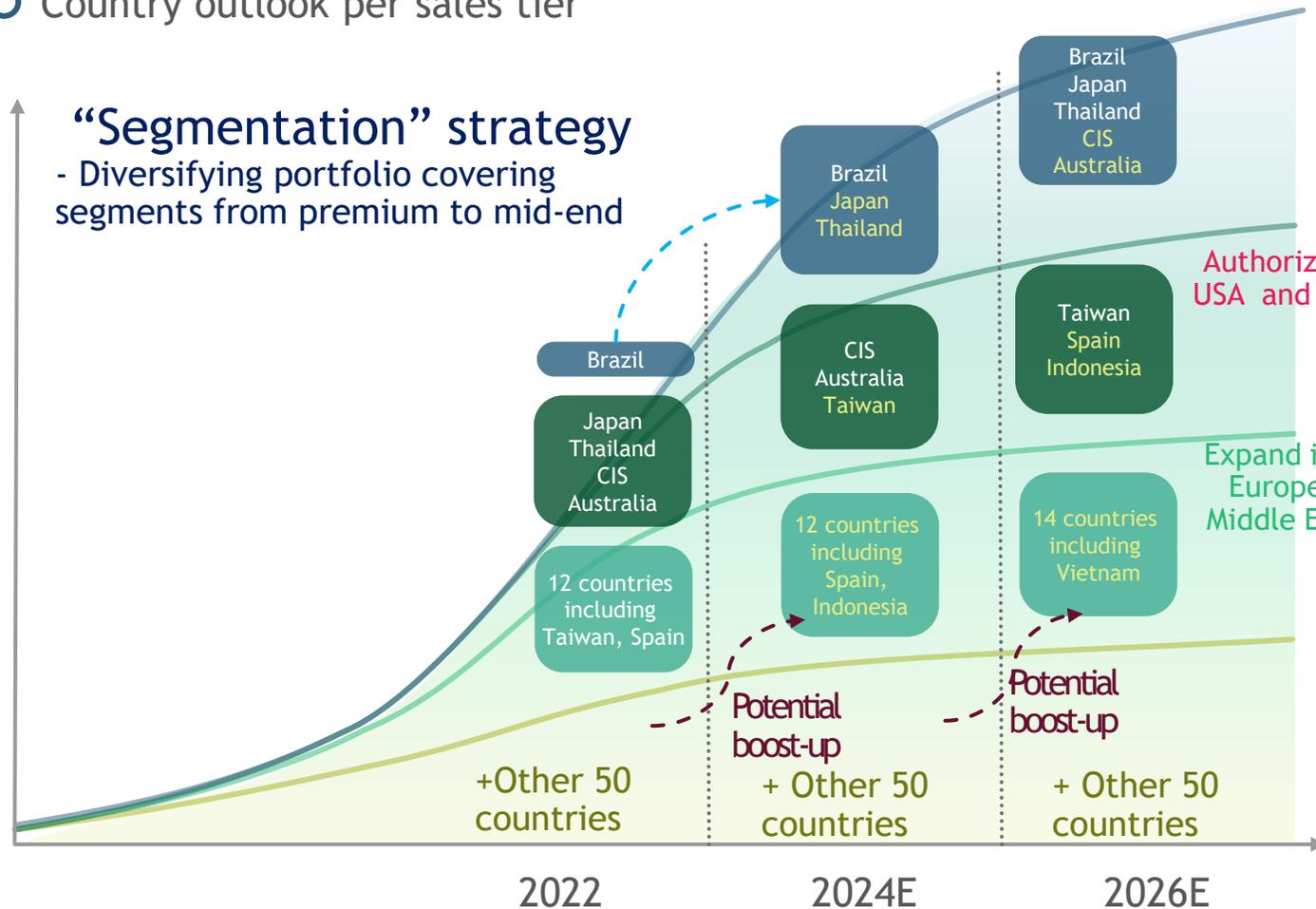
- Brazil
- Japan
- Thailand
- CIS
- Australia
- Taiwan
- Spain
- Indonesia



2. Strategically fortifying our presence with higher growth potential

Proactively support key markets with customized Tier-up strategies

Country outlook per sales tier



Tier-up Strategy

- 1 Tier 1**
Annual sales >KRW 10 bn
- 2 Tier 2**
Annual sales >KRW 5~10 bn
- 3 Tier 3**
Annual sales >KRW 1~5 bn
- 4 Tier 4**
Annual sales < KRW 1 Bn

- Maximize sales with localized B2B marketing
- Premium strategy (Ultraformer MPT)

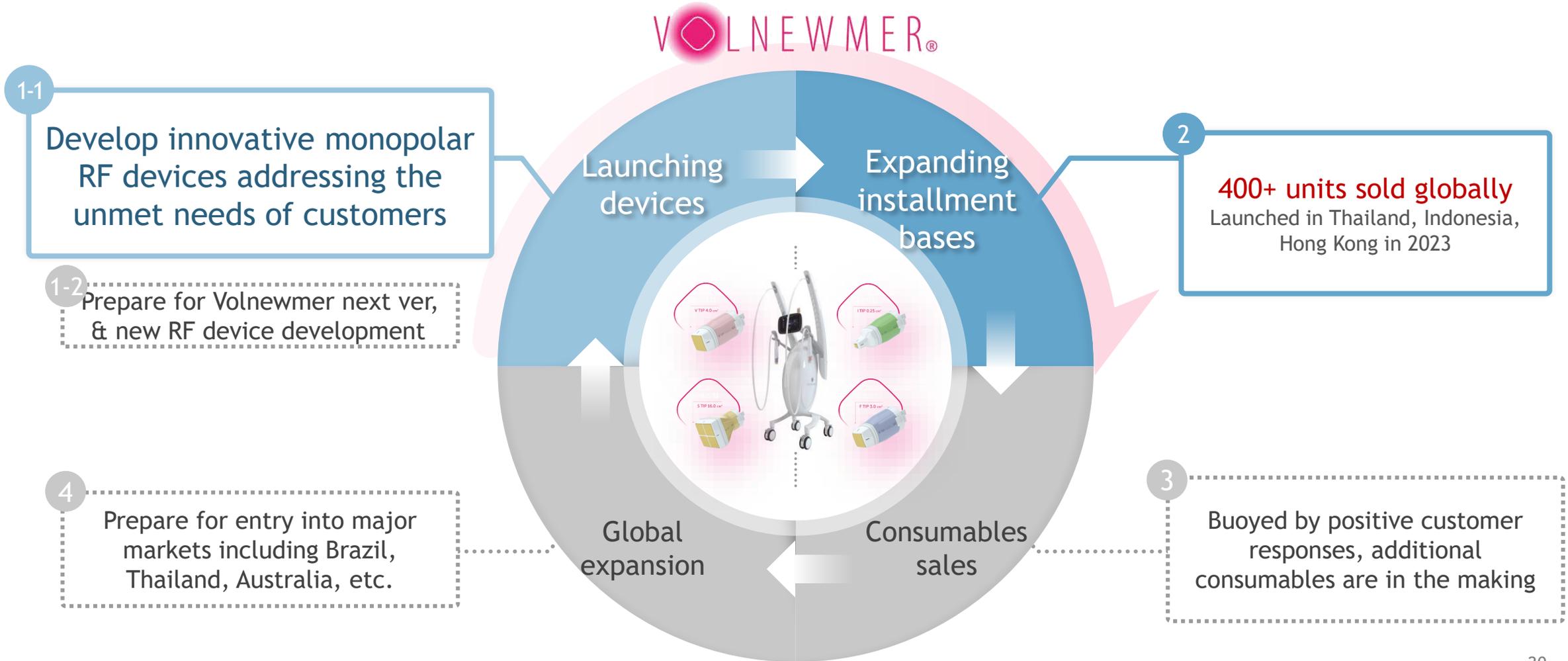
- Launch Volnewmer in strategic priority regions covering K-culture enthusiast countries
- Benchmark/duplicate Tier-1’s success cases

- Launch Ultraformer MPT & expand into Europe/Middle East markets
- Initiate premium strategy, local conferences, etc.

- Boost-up approach to high potential countries

3. Accelerate the Sales of Monopolar RF (Volnewmer)

Creating a virtuous cycle of innovative new RF device, Volnewmer



Volnewmer | 6.78Mhz Monopolar RF

* RF(Radio Frequency): Induces tightening of dermis & production of collagen

Mechanism of Action



Features

4 tips of different sizes

Four different tip shapes applicable according to the target area

- V tip**
V TIP 4.0 cm²
- I tip**
I TIP 0.25 cm²
- S tip**
S TIP 16.0 cm²
- F tip**
F TIP 3.0 cm²

Continuous Water Cooling

Continuous water cooling can simultaneously protect the skin surface and transfer more intense thermal energy.

Strong & Safe Energy Transfer

Tiltable & cushion-equipped hidden edge tip design effectively transfers RF energy.

- Hidden edge
- Tilting & Cushion
- Curved Surface
- Automatic Detection of Impedance



3. Accelerate the Sales of Monopolar RF (Volnewmer)

Aggressive B2B & B2C marketing to build up Volnewmer installment bases

B2C Marketing Maximizing our brand exposure by working with multiple popular celebrities

Working with powerful celebrity models



Volnewmer models:
Actresses Lim Ji-yeon & Cha Joo-young



Shurink model:
Actress Koh Min-see

All-out marketing campaigns on all available channels



B2B marketing Diversifying face-to-face contacts by domestic/overseas region

Classys Ambassadors



Domestic/Global Classys Ambassadors (key doctors)
~30 persons

Classys Academy



Country-specific Classys Academy
+10 countries ~20 times

User Meetings



User meetings & conferences by global region
~10 times

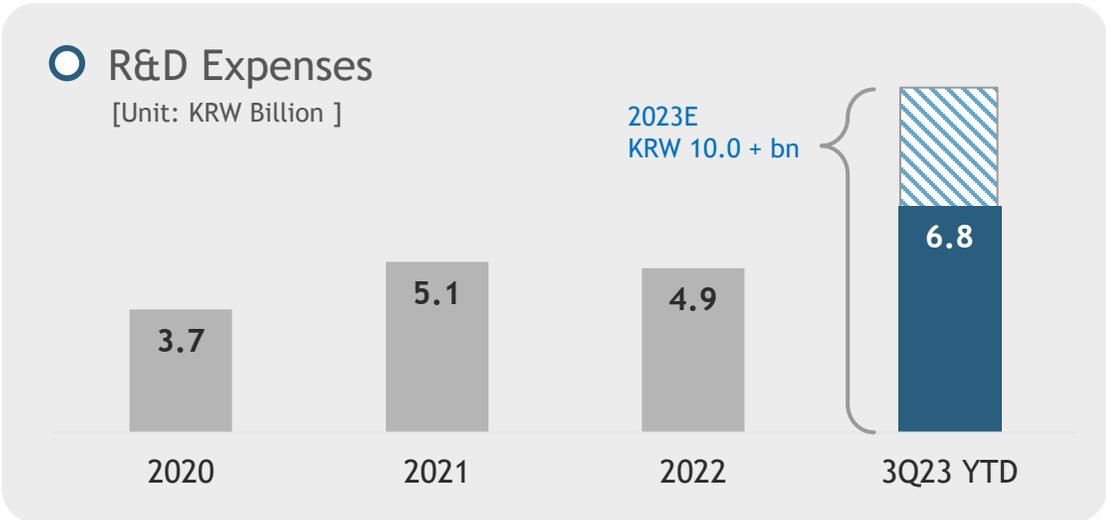
Domestic/Global Conferences/Seminars



Medical conferences & key doctor lectures
~20 times

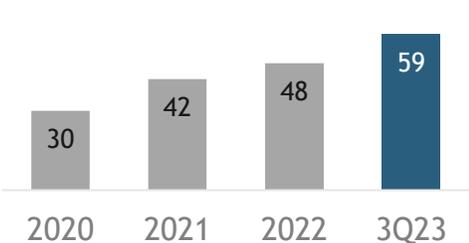
4. Develop diversified innovative products covering customers' unmet needs

Define technology development roadmap for each key domain based on differentiated R&D organization & competence

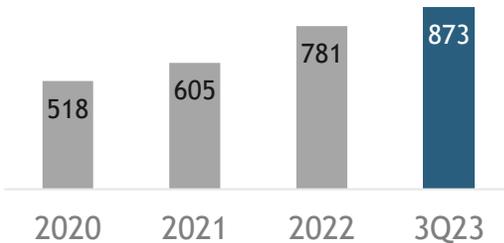


R&D Experts

(unit: persons)

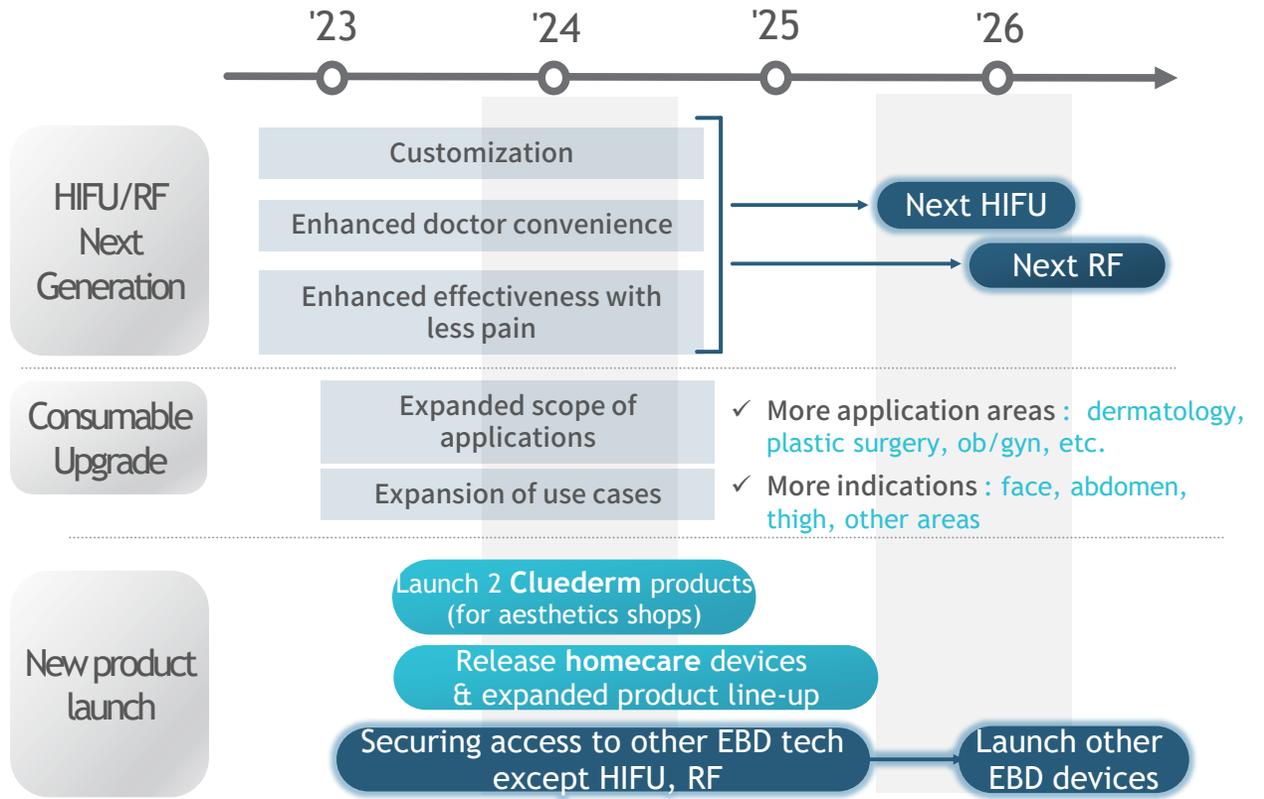


Number of IPs Registered



* 35% R&D Division of managerial employees (As end of Sep, '23)

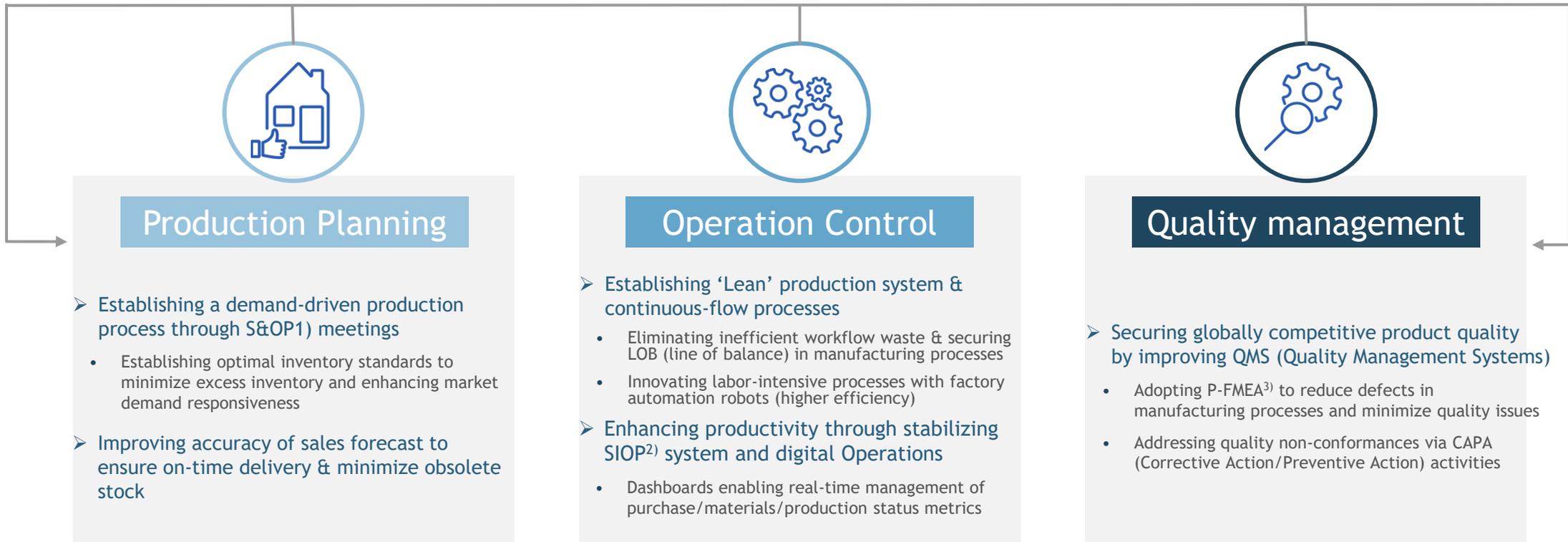
Detailed technology roadmap encompassing the entire spectrum of EBD technology



5. Enhance Operation Capability to Maximize the Growth Potential

Innovate manufacturing processes/sites to secure world's top-tier production/quality competence

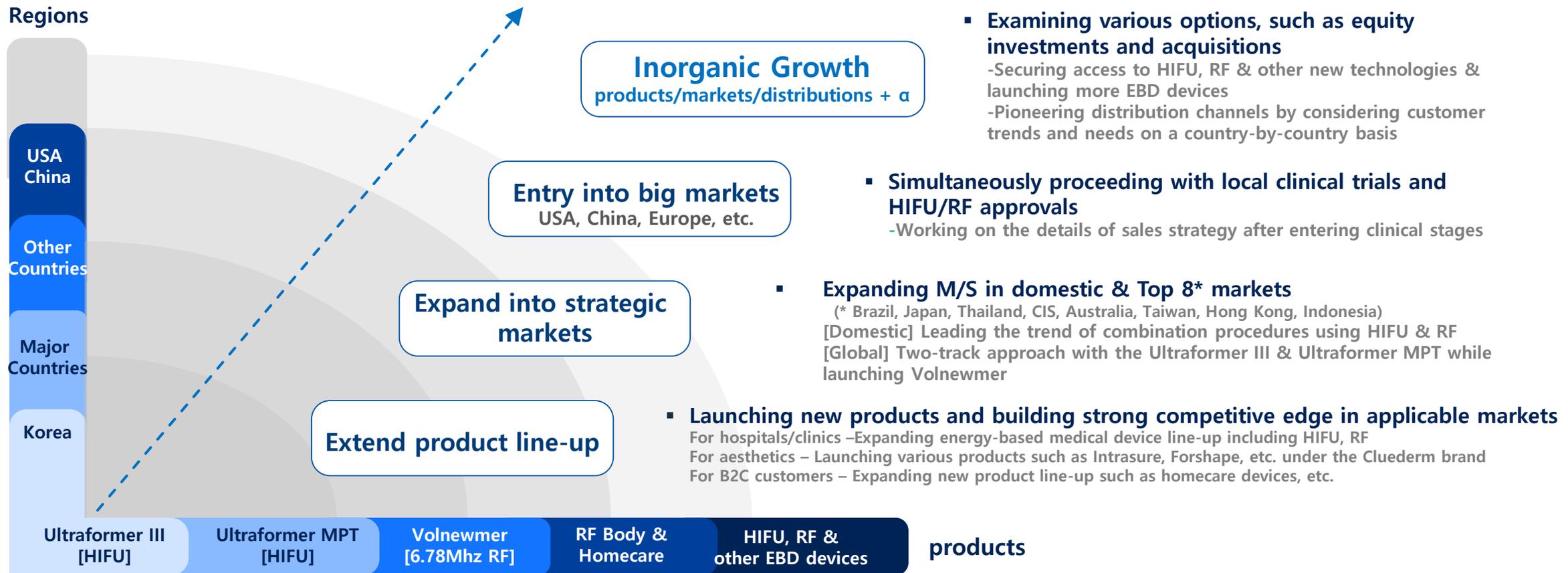
Key Initiatives for greater production & quality competitiveness



1) S&OP: Sales and Operations Planning
 2) SIOP: Sales Inventory Operation Planning
 3) P-FMEA: Process-Failure Mode Effect Analysis

CLASSYS Expansion Plan

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



Contents

IV Financial Results

1. 3Q23 Earnings
2. Quarterly Performance Trends
3. Annually Performance Trends

1. 3Q23 Earnings - Profit & Loss

[Unit: KRW Billion]

	3Q23	2Q23	QoQ	3Q22	YoY
Sales	48.2	45.9	5.1%	33.3	45.0%
COGS	11.2	9.6	17.3%	7.3	53.5%
(%)	23.3%	20.9%	2.4%p	22.0%	1.3%p
Gross profit	37.0	36.3	1.9%	26.0	42.6%
(%)	76.7%	79.1%	-2.4%p	78.0%	-1.3%p
SG&A	12.3	13.2	-6.3%	8.5	45.8%
(%)	25.6%	28.7%	-3.1%p	25.5%	-0.1%p
Operating profit	24.7	23.1	6.6%	17.5	41.1%
(%)	51.1%	50.4%	0.7%p	52.5%	-1.4%p
Profit before income tax	27.8	24.6	12.7%	22.1	25.4%
Net profit	21.2	18.6	14.2%	18.7	13.2%
(%)	43.9%	40.4%	3.5%p	56.3%	-12.3%p

	YTD 3Q23	YTD 3Q22	YoY
Sales	133.1	101.3	31.4%
COGS	29.6	24.4	21.2%
(%)	22.2%	24.1%	-1.9%p
Gross profit	103.5	76.9	34.6%
(%)	77.8%	75.9%	1.8%p
SG&A	35.8	27.5	30.4%
(%)	26.9%	27.1%	-0.2%p
Operating profit	67.7	49.4	36.9%
(%)	50.8%	48.8%	2.0%p
Profit before income tax	75.5	56.3	34.2%
Net profit	58.5	45.3	29.1%
(%)	44.0%	44.7%	-0.8%p

- **Sales: KRW 48.2 bn**
(+45.0% YoY, +5.1% QoQ)
: Achieved excellent results and set a new record for quarter-high sales revenue despite being in the off-season
: Increase in both the number of countries selling the new product Ultraformer MPT and the monthly avg. domestic sales of Volnewmer
- **Gross Profit: KRW 37.0 bn, GPM 76.7%**
(+42.6% YoY, +1.9% QoQ)
: The increased share of domestic and global equipment sales resulted in a slight QoQ drop in the GPM (% of Equipment – 3Q23 54% vs 2Q23 51%)
- **Operating Profit: KRW 24.7 bn, OPM 51.1%**
(+41.1% YoY, +6.6% QoQ)
: SG&A expenses decreased QoQ due to reduced TVC advertising expenses, despite incurring one-time due diligence costs (commissions paid) for equity investments
: All in all, the SG&A ratio remains stable.
- **Net Profit: KRW 21.2 bn, NPM 43.9%**
(+13.2% YoY, +14.2% QoQ)
: Interest profit/loss of KRW 0.8bn and foreign exchange profit/loss of KRW 2.4bn for 3Q23

Note 1) On a consolidated basis

1. 3Q23 Earnings - Sales by brand

[Unit: KRW Billion]

	3Q23	2Q23	QoQ	3Q22	YoY	YTD 3Q23	YTD 3Q22	YoY
CLASSYS (medical Devices)	25.8	22.0	17.6%	15.5	66.6%	66.1	53.1	24.5%
Export	17.8	16.3	9.0%	11.5	54.6%	46.5	29.6	57.2%
Domestic	8.0	5.7	42.4%	4.0	101.1%	19.6	23.6	-17.0%
CLUEDERM (Aesthetics Devices)	0.9	1.5	-42.5%	1.5	-41.3%	3.6	5.8	-38.3%
Export	0.8	1.4	-41.9%	1.4	-41.6%	3.3	5.4	-39.5%
Domestic	0.1	0.1	-48.8%	0.1	-36.0%	0.3	0.4	-21.3%
Consumables	20.5	21.8	-5.9%	15.3	34.0%	61.0	39.1	55.9%
Export	12.2	13.5	-10.0%	9.8	24.1%	36.1	25.6	41.2%
Domestic	8.3	8.3	0.8%	5.5	51.6%	24.8	13.4	85.2%
SKEDERM (Homecare products)	0.6	0.2	166.3%	0.4	47.2%	1.2	1.7	-32.4%
Export	0.3	0.03	768.8%	0.2	74.8%	0.4	1.0	-61.7%
Domestic	0.4	0.2	73.6%	0.3	31.3%	0.8	0.7	8.0%
Others (Rentals)	0.4	0.4	2.3%	0.5	-24.0%	1.3	1.6	-21.6%
Total	48.2	45.9	5.1%	33.3	45.0%	133.1	101.4	31.3%
Export	31.0	31.3	-0.7%	22.9	35.8%	86.3	61.6	40.2%
Domestic	17.2	14.6	17.5%	10.4	65.4%	46.8	39.8	17.7%

- **CLASSYS: KRW 25.8bn / 54% of sales**
: **Export**
- Continuous growth in sales volumes of Ultraformer III and Ultraformer MPT
: **Domestic**
- Steady sales of Ultraformer MPT and an expanding monthly avg. sales of Volnewmer
- **CLUEDERM: KRW 0.9bn / 2% of sales**
- **Consumables KRW 20.5bn / 42% of sales**
: **Export**
- The surge in equipment orders in 1H took time to use up the included consumables, resulting in a slight decrease in consumable orders in 3Q23. However, local usage is consistently growing.
: **Domestic**
- A sharp rise in Ultraformer MPT sales led to a surge in coupon usage in 3Q23, but paid cartridge consumption is on the rise due to the continued demand for Ultraformer MPT procedures
- **SKEDERM: KRW 0.6bn / 1% of sales**
: Sales growth of lifting patches due to the expanded distribution network in China
- **Others: KRW 0.4bn / 1% of sales**

Note 1) On a consolidated basis

1. 3Q23 Earnings - SG&A

[Unit: KRW Billion]

	3Q23	2Q23	QoQ	3Q22	YoY
Salaries	2.5	2.4	3.9%	2.8	-10.4%
(% of sales)	5.3%	5.3%		8.5%	
R&D	2.2	2.3	-3.0%	1.0	120.6%
(% of sales)	4.6%	5.0%		3.0%	
Advertisement	1.5	3.7	-60.4%	1.1	31.8%
(% of sales)	3.0%	8.1%		3.3%	
Commissions	2.0	1.0	89.9%	1.1	75.6%
(% of sales)	4.1%	2.3%		3.4%	
Sales commission	1.0	0.7	35.4%	0.5	108.0%
(% of sales)	2.1%	1.6%		1.5%	
Depreciation	0.5	0.5	10.4%	0.3	85.7%
(% of sales)	1.1%	1.0%		0.8%	
Employee benefits	0.3	0.3	14.4%	0.3	2.6%
(% of sales)	0.7%	0.7%		1.0%	
Warranty expenses	0.3	0.3	-7.8%	0.3	4.6%
(% of sales)	0.6%	0.7%		0.8%	
Others	2.0	1.9	5.9%	1.0	95.6%
(% of sales)	4.1%	4.1%		3.0%	
Total	12.3	13.2	-6.3%	8.5	45.8%
(% of sales)	25.6%	28.7%		25.5%	

	YTD 3Q23	YTD 3Q22	YoY
	7.2	7.9	-9.7%
	5.4%	7.8%	
	6.6	3.1	112.2%
	5.0%	3.1%	
	6.5	4.7	37.3%
	4.9%	4.7%	
	4.8	3.1	55.3%
	3.6%	3.0%	
	2.3	3.2	-26.4%
	1.8%	3.1%	
	1.4	1.0	38.7%
	1.1%	1.0%	
	0.9	1.1	-16.4%
	0.7%	1.0%	
	0.7	0.7	-5.6%
	0.5%	0.7%	
	5.5	2.6	106.0%
	4.1%	2.6%	
	35.8	27.5	30.4%
	26.9%	27.1%	

- **Salaries: KRW 2.5 bn / 5.3% of sales**
(-10.4% YoY, +3.9% QoQ)
- **R&D: KRW 2.2 bn / 4.6% of sales**
(+120.6% YoY, -3.0% QoQ)
- Continued investments in product upgrades, new technology development, approval procedures in the US and China, and the expansion of regions for new product approvals
- **Advertising: KRW 1.5 bn / 3.0% of sales**
(+31.8% YoY, -60.4% QoQ)
- TVCF advertising concentrated during 2Q23
- Ramped up online marketing campaigns in the domestic market and enhanced overseas conferences, exhibitions, and product launch symposiums during 3Q23
- **Commissions: KRW 2.0 bn / 4.1% of sales**
(+75.6% YoY, +89.9% QoQ)
- One-time expenses incurred for due diligence in an ongoing equity investment agreement in 3Q23
- **Sales commission: KRW 1.0 bn / 2.1% of sales**
(+108.0% YoY, +35.4% QoQ)
- Sales commissions paid for domestic sales of Volnewmer and Ultraformer MPT/ Sales commissions for domestic sales of Volnewmer and Ultraformer MPT are paid as a pro-rata rebate.
- Distribution network commissions paid for the Homecare Business Unit's cosmetics sales

Note 1) On a consolidated basis

1. 3Q23 Earnings - Financial Status- 3Q23

[Unit: KRW Billion]

		3Q23	2022	2021	2020
Assets					
	Current assets	174.6	147.8	73.1	83
	Cash & cash equivalents	122.9	111.6	47.9	67.6
	Inventories	21.6	23.4	16.5	9.9
	Accounts receivables	17.4	8.0	2.1	3.5
	Non-current assets	188.5	183.6	143.2	54.5
	P.P.E.	125.2	104.2	80.7	50.1
	Invested properties	54.6	74.7	58.4	1.8
Total Assets		363.1	331.4	216.3	137.5
Liabilities					
	Current liabilities	28.3	36.2	16.8	13.4
	Non-current liabilities	63.6	65.6	35.8	0.3
Total Liabilities		91.9	101.8	52.6	13.7
Equity					
	Retained earnings	255.3	204.2	133.1	93.2
Total Equity		271.2	229.6	163.7	123.8
Total Liabilities + Equity		363.1	331.4	216.3	137.5

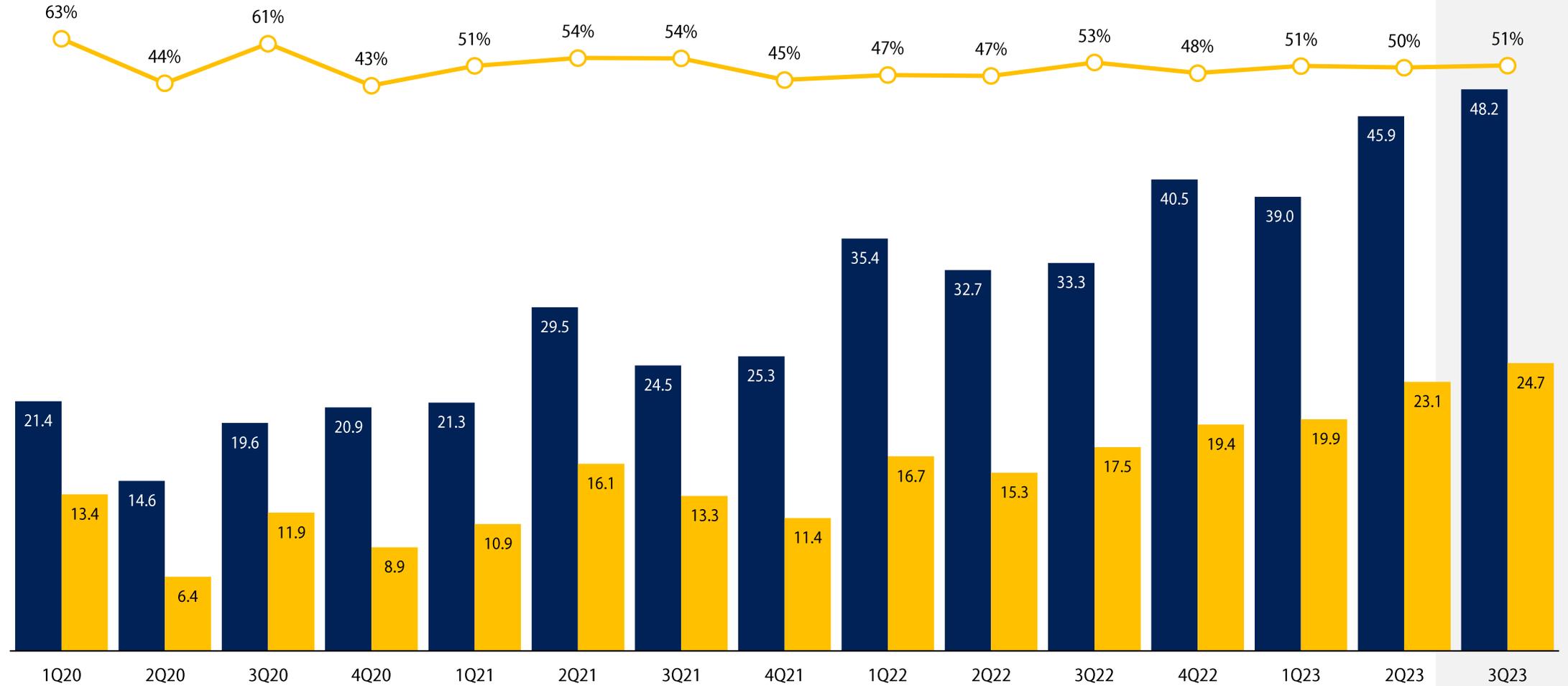
- **Current Ratio : 617%,
Total Debt/Equity : 34%**
- **Current assets: KRW 174.6 bn**
 - Robust sales performance contributed to simultaneous increases in cash and inventories/accounts receivables
 - Efficient inventory management and the Lean production system enhanced inventory efficiency.
 - 99% of accounts receivable have a maturity of less than six months, highly likely to be collected during the current period.
- **Non-current assets: KRW 188.5 bn**
 - Tangible assets 125.2 bn, invested properties 54.6 bn : The QoQ decrease in invested properties is due to the termination of lease contracts on certain lots in the headquarters building, which have been converted for our own use. This also explains the similar QoQ growth gap in P.P.E.
- **Current liabilities: KRW 28.3 bn**
 - The drop from 2022 in the current liabilities is attributable to a decrease in tax payables following our corporate tax payments.
 - Specifically, current income tax liabilities of KRW 7.5 bn, trade payables of KRW 5.0bn, accrued expenses of KRW 5.0 bn, advances received of KRW 4.8 bn, and short-term borrowings of KRW 2.6 bn
- **Non-current liabilities: KRW 63.6 bn**
 - Long-term borrowings of KRW 6.26 bn

Note 1) On a consolidated basis

2. Quarterly Performance Trends_PL

[Unit: KRW Billion]

■ Sales ■ OP ○ OPM



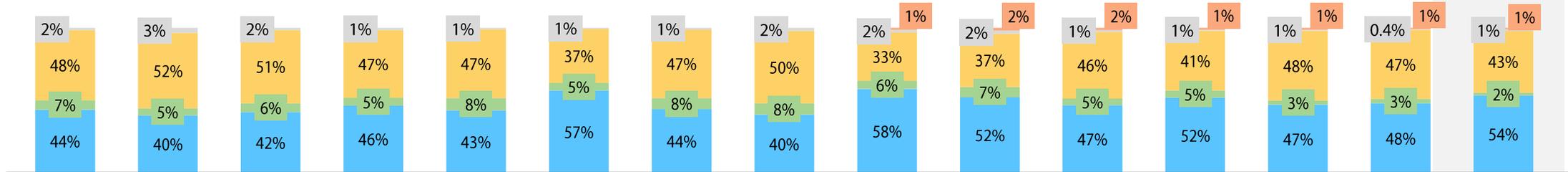
Note 1) On a consolidated basis

2. Quarterly Performance Trends_Sales by Brand

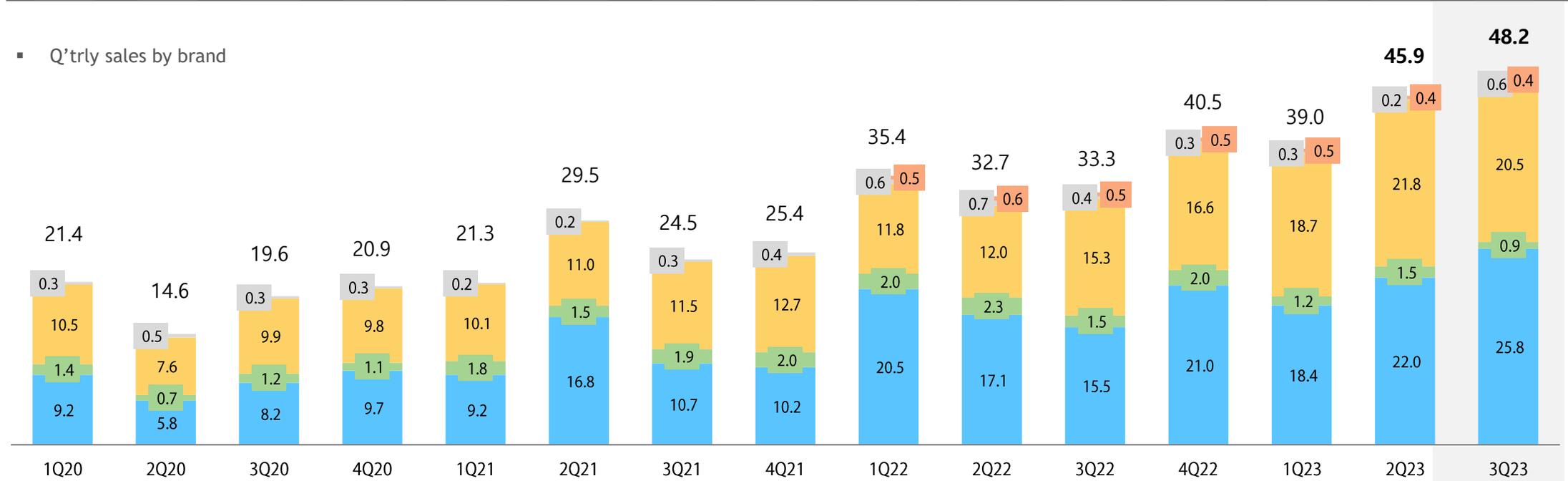
[Unit: KRW Billion]

CLASSYS CLUEDERM Consumables SKEDERM Others

▪ % of sales



▪ Q'trly sales by brand



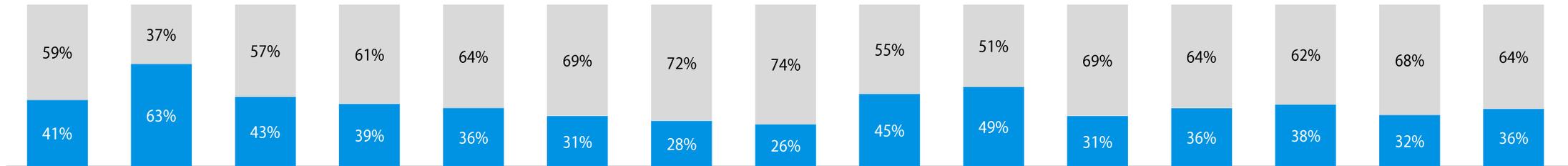
Note 1) On a consolidated basis

2. Quarterly Performance Trends_Sales by Region

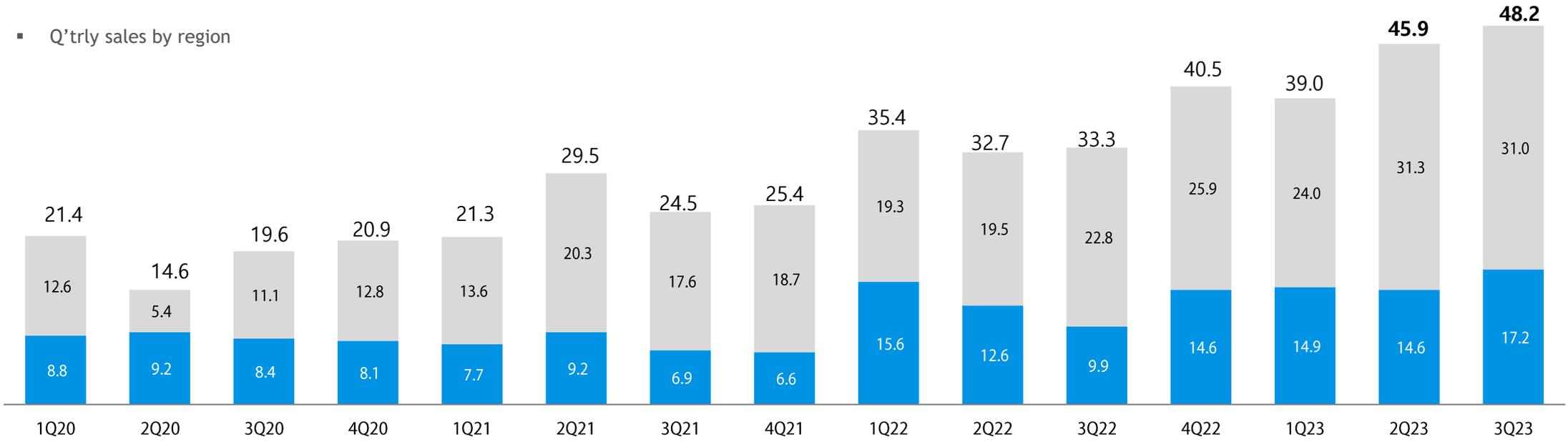
[Unit: KRW Billion]

■ Domestic ■ Export

▪ % of sales



▪ Q'trly sales by region



₩/\$

1,195	1,220	1,188	1,116	1,115	1,121	1,157	1,183	1,205	1,260	1,338	1,359	1,276	1,315	1,312
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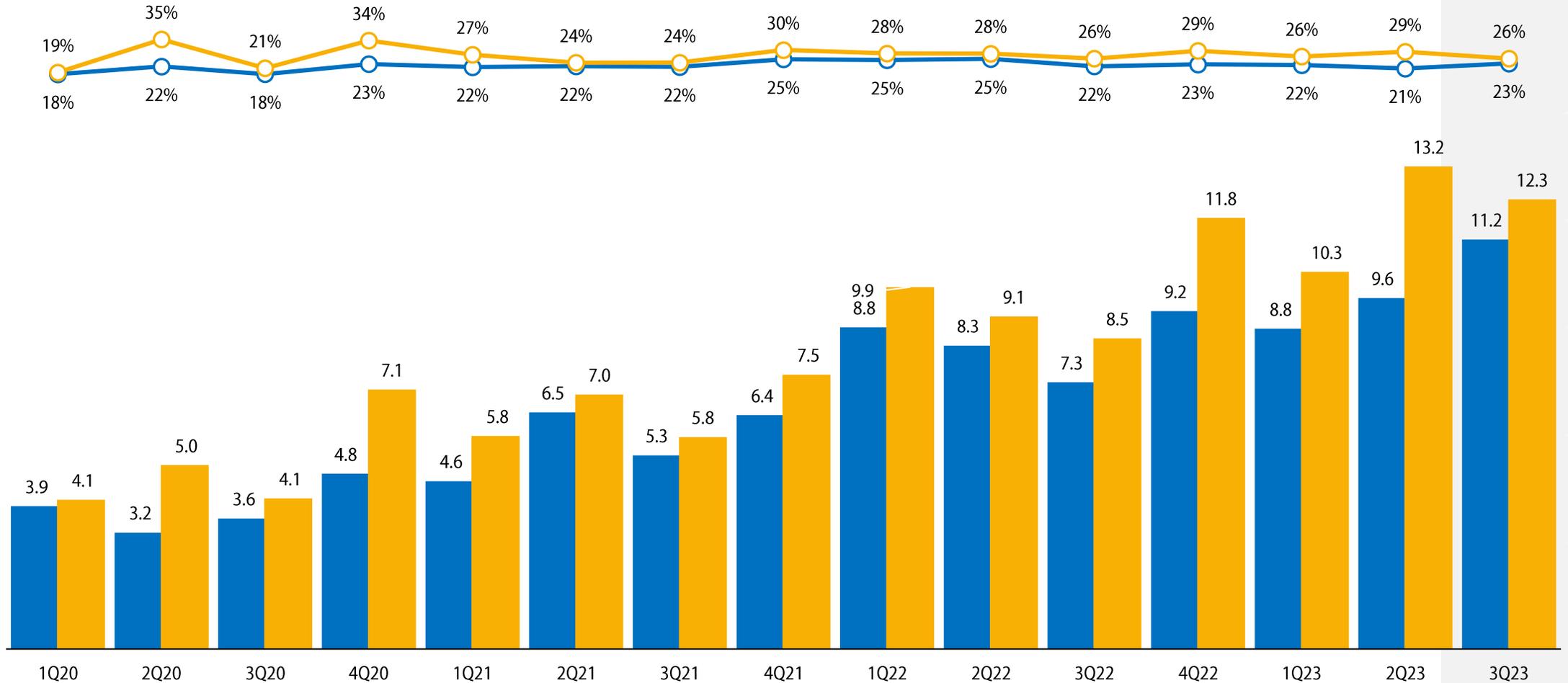
Note 1) On a consolidated basis

Note 2) ₩/\$ exchange rate is averaged over the period.

2. Quarterly Performance Trends_Cost

[Unit: KRW Billion]

■ COGS ■ SG&A ○ COGS % ○ SG&A %

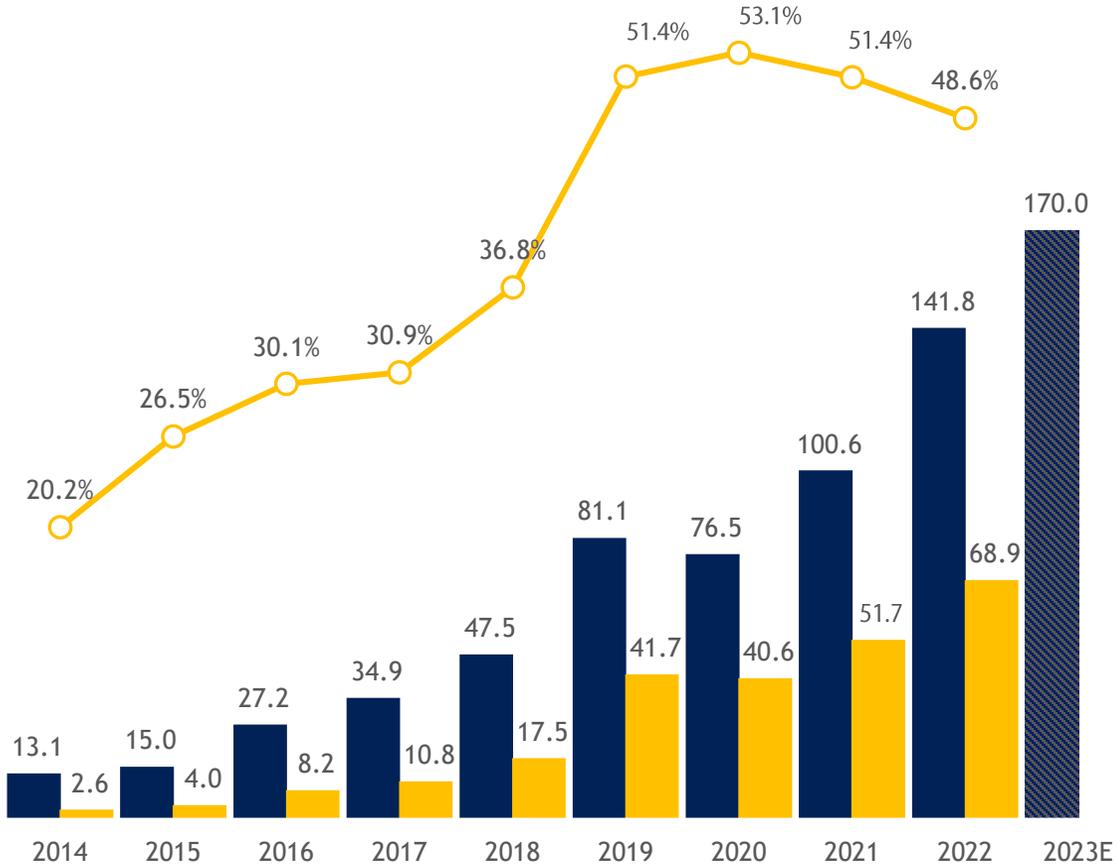


Note 1) On a consolidated basis

3. Annually Performance Trends_PL

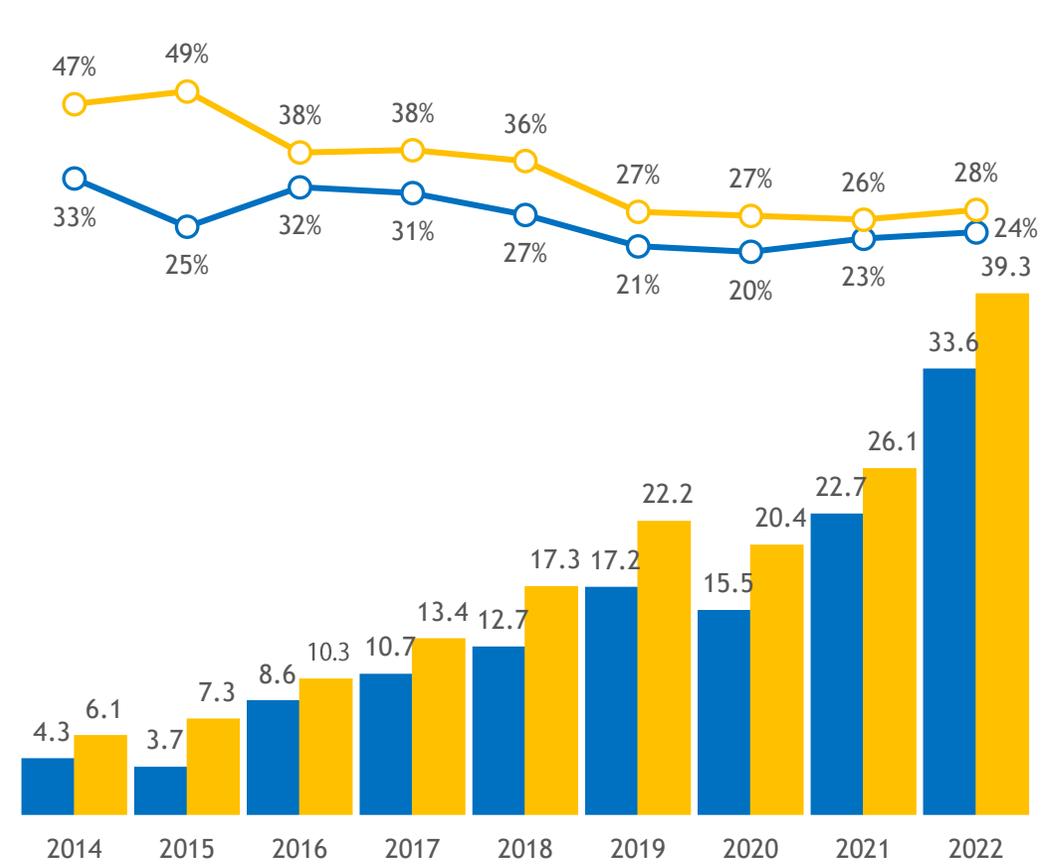
[Unit: KRW Billion]

■ Sales ■ OP ○ OPM



[Unit: KRW Billion]

■ COGS ■ SG&A ○ COGS % ○ SG&A %



Note1) On a consolidated basis

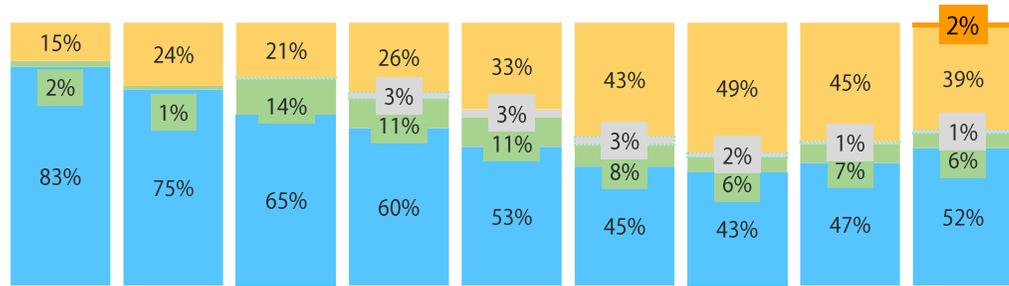
Note1) On a consolidated basis

3. Annually Performance Trends_Sales

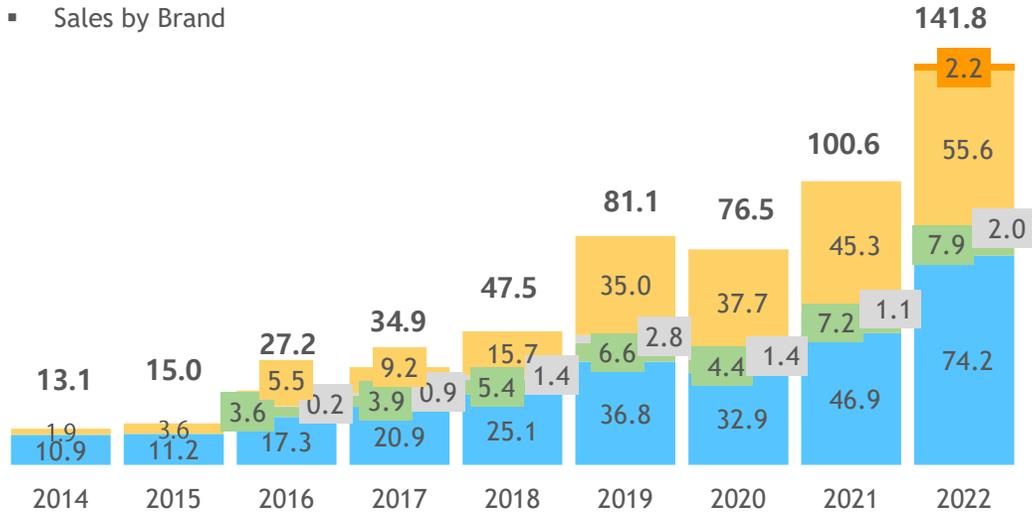
[Unit: KRW Billion]

CLASSYS CLUEDERM Consumables SKEDERM Others

▪ % of Sales



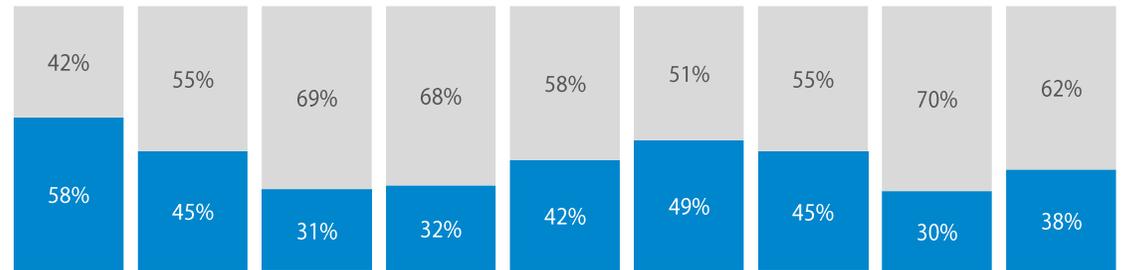
▪ Sales by Brand



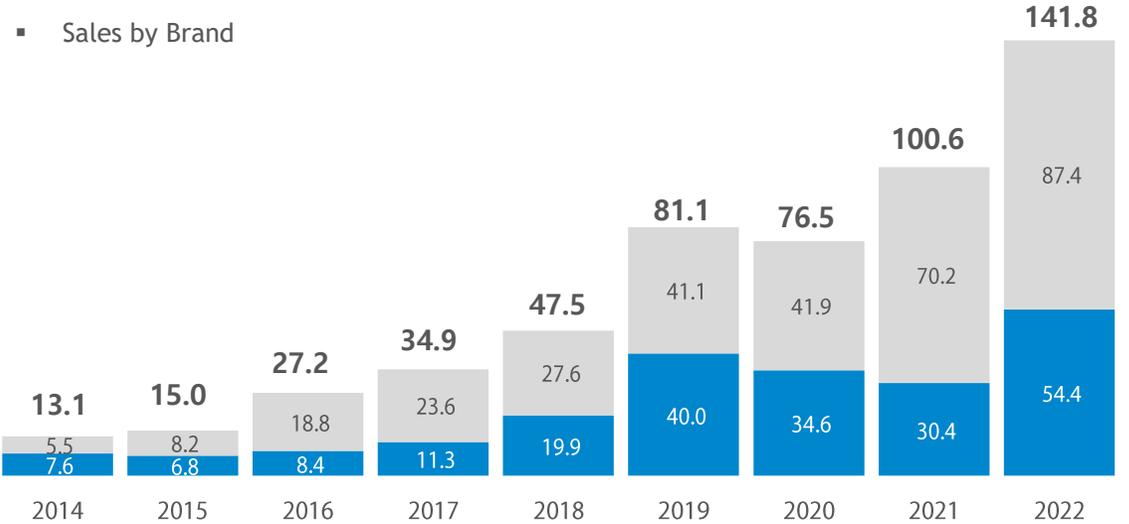
[Unit: KRW Billion]

Domestic Export

▪ % of sales



▪ Sales by Brand



₩/\$	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

Note1) On a consolidated basis

Note1) On a consolidated basis