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Huons Global

Investor Relations

3Q.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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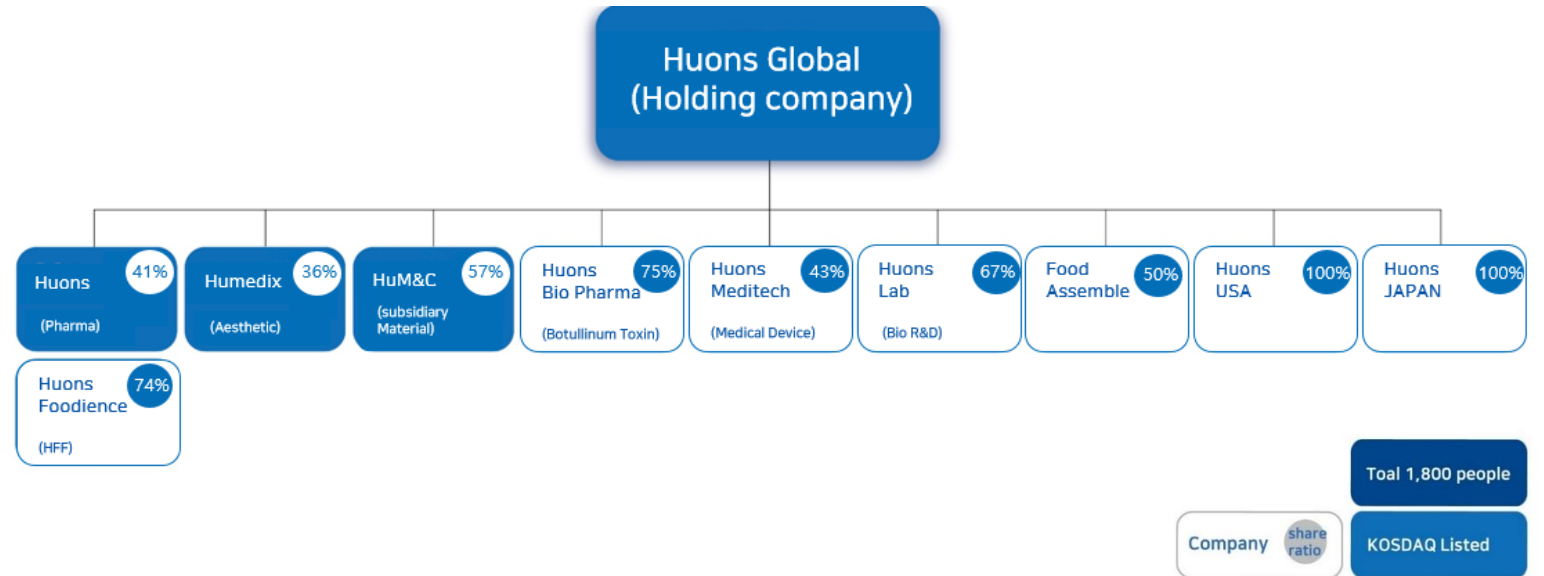
05_ R&D

Appendix

Company summary

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

Company name	Huons Global Co., Ltd.
Representative	Soo-young Song
Establishment Date	1965. 7.
Industry	A holding company of a healthcare group
address	Head Office: Seongnam-si, Gyeonggi-do, KR Factory: Jecheon-si, Chungcheongbuk-do, KR
Website	www.huonglobal.com



※ Percentage of shares is based on total number of issued shares including preferred shares.

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

hu Huons Lab **hu** HuM&C
hu Huons Biopharma

+ Biological Pharma

hu Huons Foodience

+ Health Functional Food

hu Huons Meditech

+ Medical devices

hu Humedix

+ Aesthetic

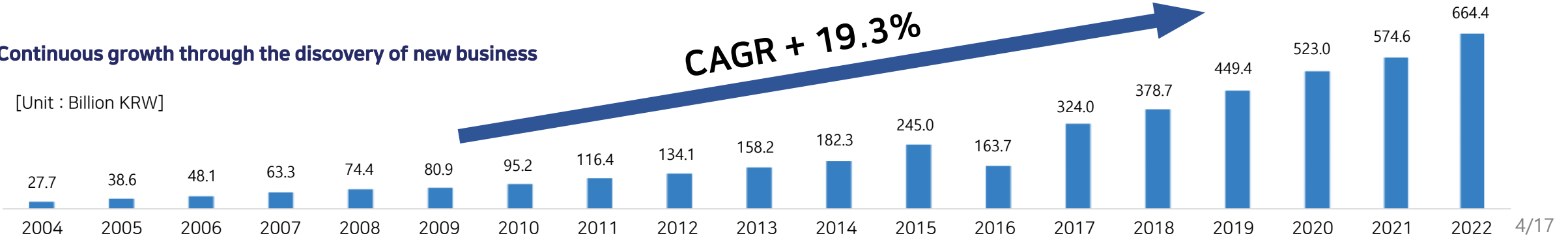
hu Huons

Pharmaceutical products

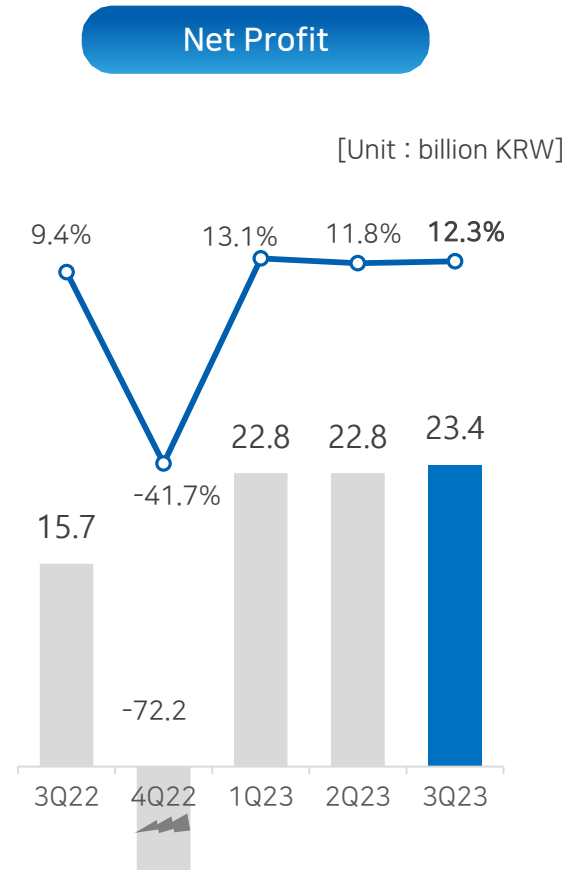
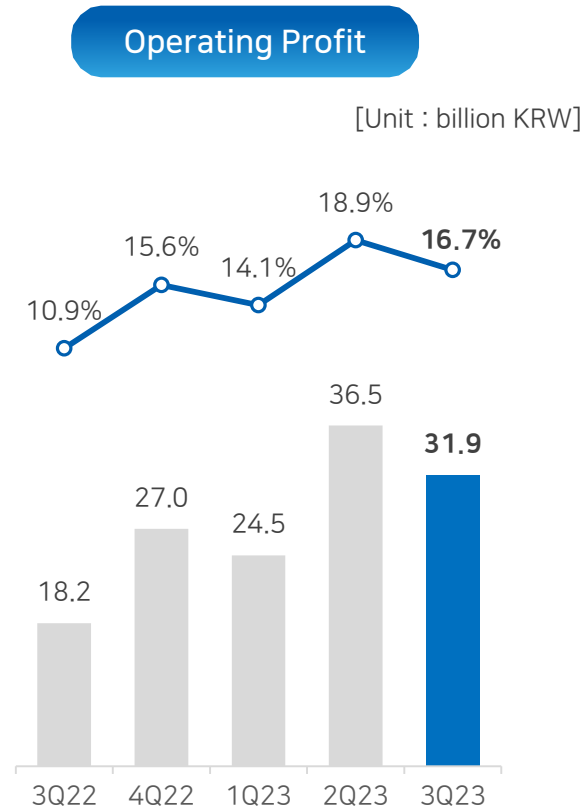
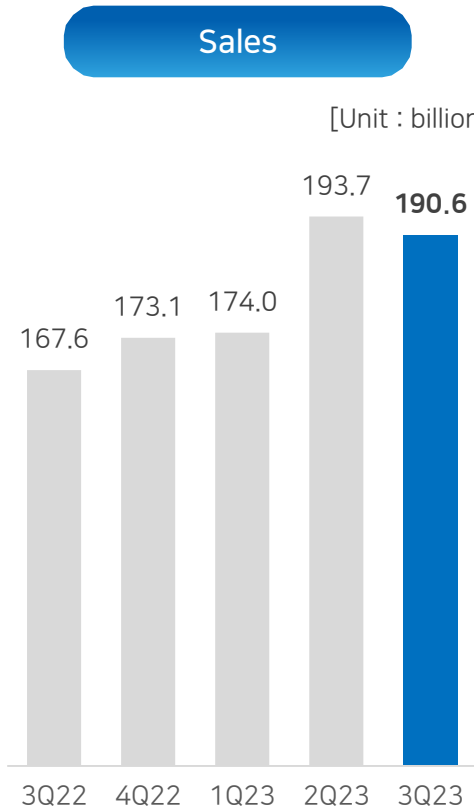
Continuous growth through the discovery of new business

CAGR + 19.3%

[Unit : Billion KRW]



- Revenue generation based on the stable performance of subsidiaries



[Sales]

190.6 bil KRW (YoY ▲13.8%, QoQ ▼1.6%)

- High growth in the ETC division
- Expansion of injection export regions
- Increased sales of fillers due to tourism and exports
- Expansion of medical containers sales

[Operating Profit]

31.9 bil KRW (YoY ▲75.0%, QoQ ▼12.7%)

[Net Profit]

23.4 bil KRW (YoY ▲48.7%, QoQ ▲2.6%)

- Improvement in profitability by sales re-composition

Huons Global 2. Business Performance_financial results by subsidiaries

(Unit : Million KRW)

Classification	Sales					Operating Profit					Net Profit				
	3Q23	3Q22	2Q23	YoY	QoQ	3Q23	3Q22	2Q23	YoY	QoQ	3Q23	3Q22	2Q23	YoY	QoQ
Huons Global (Consolidated)	190,617	167,565	193,744	+13.8%	-1.6%	31,901	18,230	36,549	+75.0%	-12.7%	23,387	15,128	22,802	+54.6%	+2.6%
Huons Global (Separated)	10,532	7,167	8,067	+46.9%	+30.5%	4,267	1,855	1,726	+130.0%	+147.1%	3,881	-195	-22	Turn to profit	Turn to profit
Huons	138,166	123,129	140,697	+12.2%	-1.8%	14,952	2,025	17,876	+638.4%	-16.4%	11,780	2,629	14,863	+348.1%	-20.7%
Humedix	39,655	31,891	39,763	+24.3%	-0.3%	11,355	7,847	11,393	+44.7%	-0.3%	7,215	6,207	3,280	+16.3%	+120.0%
HuM&C	12,563	10,280	12,629	+22.2%	-0.5%	1,543	361	1,432	+327.1%	+7.8%	1,143	286	2,670	+300.0%	-57.2%
Huons Meditech	13,643	14,453	15,096	-5.6%	-9.6%	601	2,345	1,429	-74.4%	-58.0%	204	1,867	1,817	-89.1%	-88.8%
Huons Biopharma	9,219	6,754	12,699	+36.5%	-27.4%	2,547	1,549	4,437	+64.4%	-42.6%	2,801	1,600	4,880	+75.1%	-42.6%
Huons Lab	-	-	-	-	-	-1,887	-400	-757	-	-	-1,932	-444	-806	-	-
Huons USA	282	-	201	-	+40.8%	12	-4,390	-14	Turn to profit	-	2	-3,647	-1,846	Turn to profit	-
Huons JAPAN	99	-	112	-	-12.1%	6	-147	3	Turn to profit	+78.5%	6	-146	3	Turn to profit	+77.6%

Business area : ETC with stable expanding to related businesses

ETC

- Various prescription medications
- Local anesthetic (Injections)

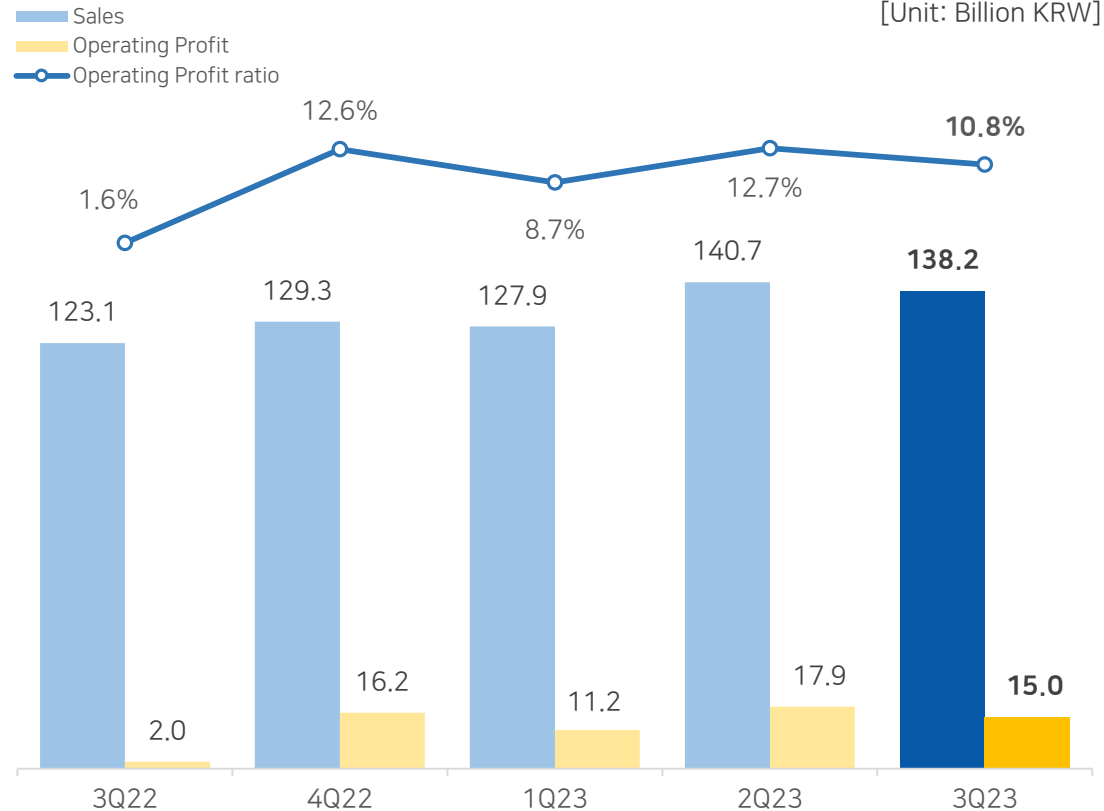
Beauty Well-being

- Various prescription medications
- Local anesthetic (Injections)

CMO

- Eye drops, Injections, etc.
- Customers : Domestic and foreign pharmaceutical companies

Sales Composition



Financial Performance

classification	3Q22	4Q22	1Q23	2Q23	3Q23	YoY	QoQ
ETC	52,753	59,103	57,223	66,311	66,462	+26.0%	+0.2%
Beauty Well-being	44,600	44,157	46,294	49,436	45,002	+0.9%	-9.0%
CMO	14,871	16,006	15,913	16,840	17,051	+14.7%	+1.3%
Subsidiary company	12,716	12,316	9,691	10,626	11,740	-7.7%	+10.5%
Capital Adjustments	-1,811	-2,268	-1,201	-2,516	-2,088	-15.3%	+17.0%
Total	123,129	129,314	127,919	140,697	138,166	+12.2%	-1.8%

➤ Increased in annual sales and profit

- Sales 138.2 bil KRW(YoY +12%) / OP 15 bil KRW(OPM 11%, YoY +638%)
- The growth of the ETC division

➤ Exports and revenue growth centered on injections

- Injections exports 13.5 bil KRW in 3Q (YoY +11%)
- U.S. exports 6.1 bil KRW in 3Q (YoY +7%)

➤ Start operation of eye drops line of plant 2

- Reflecting sales costs such as depreciation and test production costs
- Cost rate expected to stabilize in 2024 as sales rise

➤ A decrease in the proportion of SG&A expenses

- Due to the reorganization of HFF channels, reduced proportion of advertising costs and payment fees

Business area : Aesthetic and Pharmaceutical products using HA·PDRN

Filler·Toxin

- Beauty and healthcare (wrinkle improvement)
- Registered in China and Europe

ETC·CMO

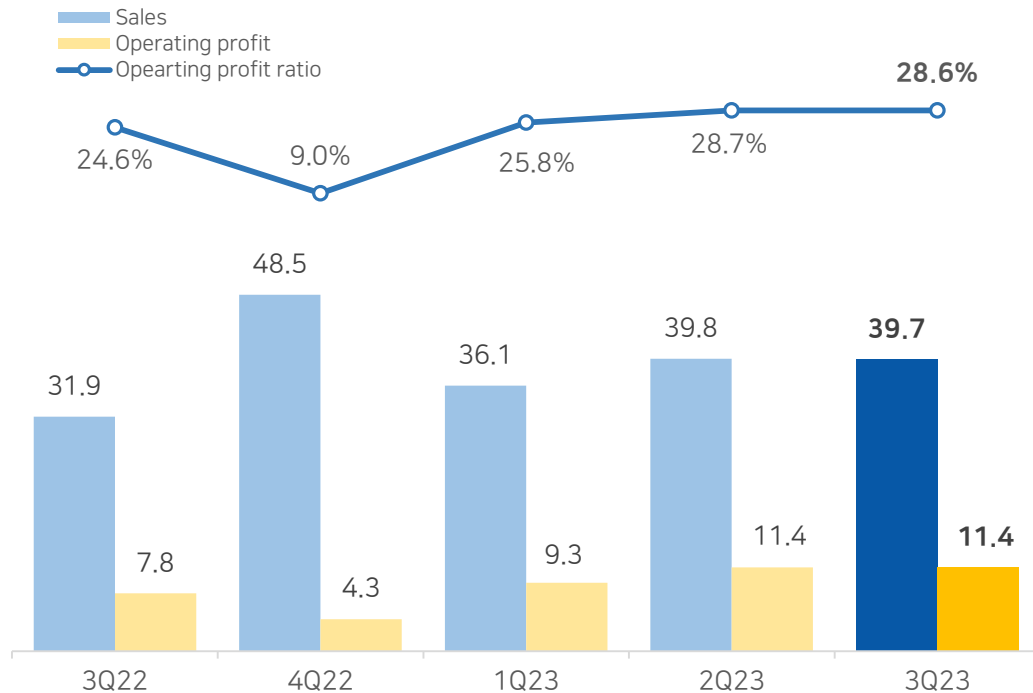
- Non-benefit medications
- 1 shot arthritis PFS
- New business (HFF, Medical device)

Cosmetics·etc.

- Functional cosmetics (HA·PDRN), Achieved approval in China

Sales Composition

[Unit: Billion KRW]



Financial Performance

Classification	3Q22	4Q22	1Q23	2Q23	3Q23	YoY	QoQ
Filler	9,711	10,008	11,307	11,393	13,669	+40.8%	+20.0%
Botulinum Toxin	6,621	7,531	6,104	7,687	6,293	-5.0%	-18.1%
Eye drops	3,873	5,818	6,596	7,203	6,689	+72.7%	-7.1%
ETC	4,820	4,711	4,662	5,654	4,316	-10.5%	-23.7%
Others	6,866	4,616	7,451	7,826	8,688	+26.5%	+11.0%
Total	31,891	32,684	36,120	39,763	39,655	+24.3%	-0.3%

➤ The highest sales, Sustained growth

- Sales 39.7 bil KRW(YoY +24%) / OP 11.4 bil KRW(OPM 29%, YoY +45%)
- Improvement in operating profit ratio (Improve profitability and utilization as sales increase)

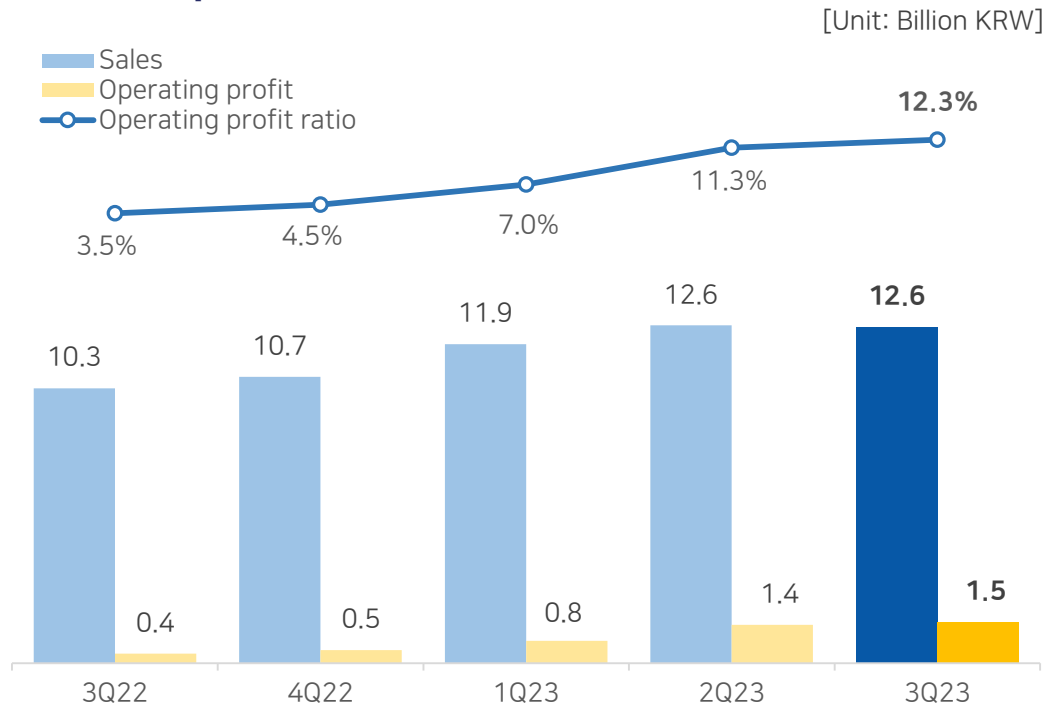
➤ The growth of the aesthetic business

- Fillers grow together in korea (6.1 bil KRW, YoY +33%) and overseas(7.6 bil KRW, YoY+47%)
- Increasing Demand for Overseas Medical Tourists
- Growth of China's filler market and expansion of exports to South America

Business area : Healthcare total subsidiaries

Medical container	Cosmetic	Chemical equipment
<ul style="list-style-type: none"> ▪ Manufacture medical glass containers through special glass technology ▪ 120 clients (including Huons Group) 	<ul style="list-style-type: none"> ▪ Puff, sponge, container for make-up ▪ Supplying materials to cosmetics companies (domestic&foreign) 	<ul style="list-style-type: none"> ▪ Chemical equipment distribution ▪ Regional agencies and online malls

Sales Composition



Financial performance

Classification	3Q22	4Q22	1Q23	2Q23	3Q23	YoY	QoQ
Medical Container	7,546	7,783	8,980	9,281	9,509	+26.0%	+2.5%
Cosmetic	2,734	2,923	2,942	3,348	3,054	+11.7%	-8.8%
Total	10,280	10,706	11,922	12,629	12,563	+22.2%	-0.5%

※ Sales other business (Drama production, etc.) in February 2023

➤ Performance improvement, profit margin growth

- Sales 12.6 bil KRW(YoY +22%, QoQ -0.5%)
- OP 1.5 bil KRW(OPM 12%, YoY +327%, QoQ +8%)

➤ Good performance in major business sectors

- Glass Business Division : Growth on rising demand for ampoules and vials in Korea (Expansion of the healthcare and aesthetic Market)
- Annual growth of the cosmetic business: Exports increase due to marketing activities such as overseas fairs

➤ Expansion of Production CAPA

- Construction of a local production base in Vietnam is underway (An Increase in Glass demand for basic medicines, fillers, Botox, etc.)

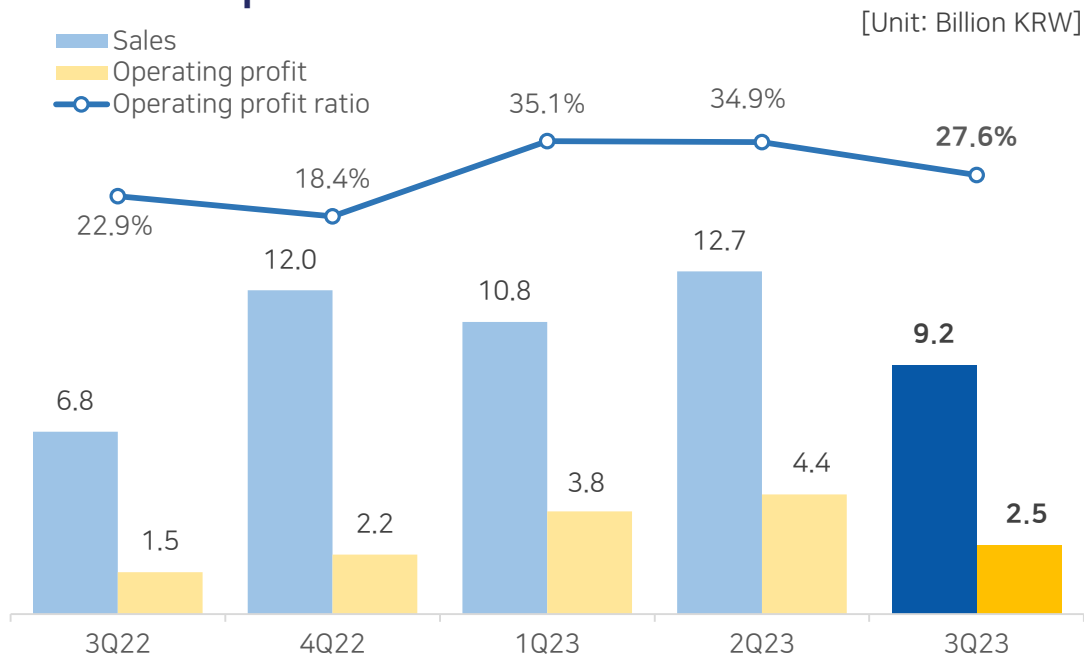
hu Huons Biopharma

Business area : Biological Pharma including botulinum toxin

➤ Sales growth compared to last year

- Sales 9.2 bil KRW(YoY +37%, QoQ -27%)
- OP 2.5 bil KRW (OPM 27.6%, YoY +64%, QoQ -43%)
- Decline in operating profit compared to the previous quarter:
(Reflect on Phase 3 clinical costs for expanding medical indications)

Sales Composition

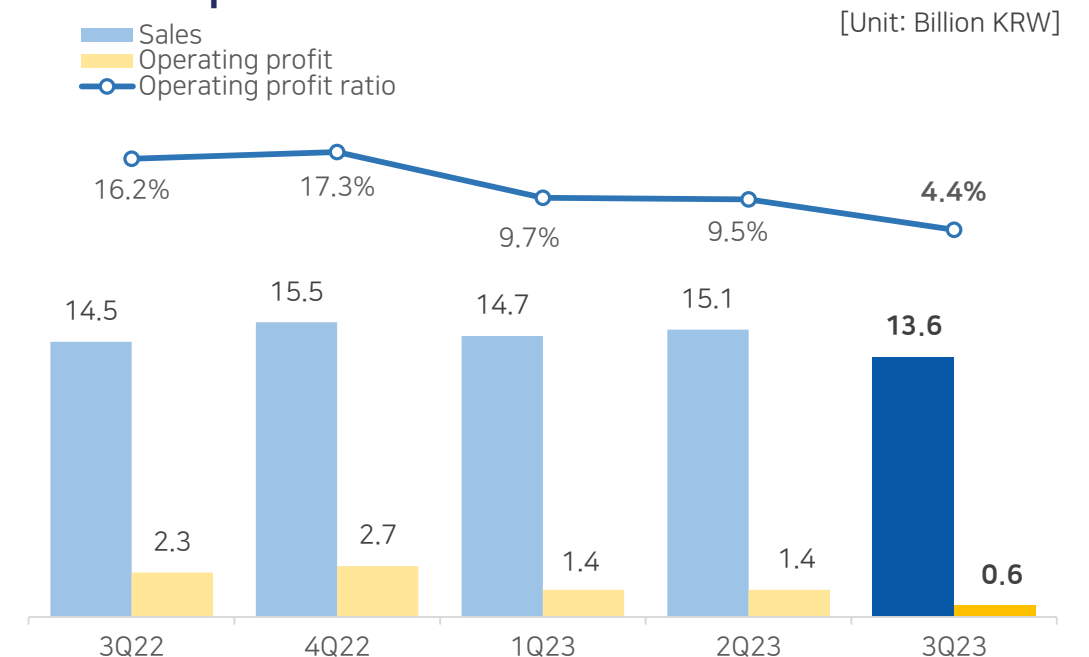


hu Huons Meditech

Business area : Disinfectants, Medical disinfectors, Sterilizers and other medical devices

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 Autsko-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 intensively

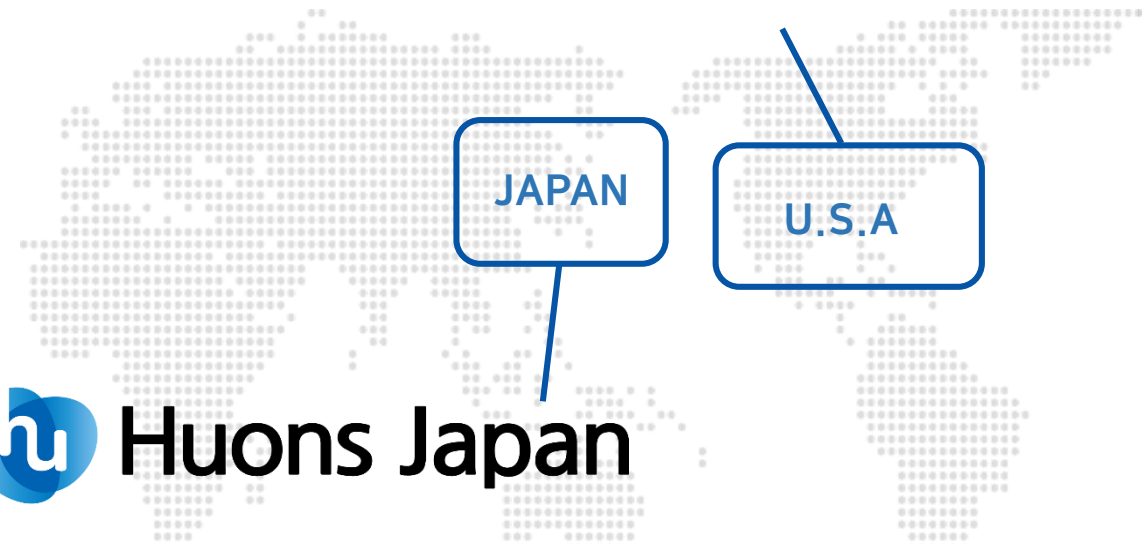
Group	Indication	Discovery	Pre-Clinical
New Biological Drug	Metabolism (Short Bowel Syndrome)	HLB1-006	4Q. 23
	Fibrosis (Skin)	HLB3-002	Ongoing ¹⁾
	Alzheimer's disease	HLB1-014	4Q. 25
	Obesity	HLB1-015	4Q. 23
Biosimilar	Osteoporosis	HLB3-013	1Q. 24

¹⁾ Non-clinical trials are currently under way. (Clinical trials scheduled for 2Q.24)

hu Huons USA

Local subsidiaries 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

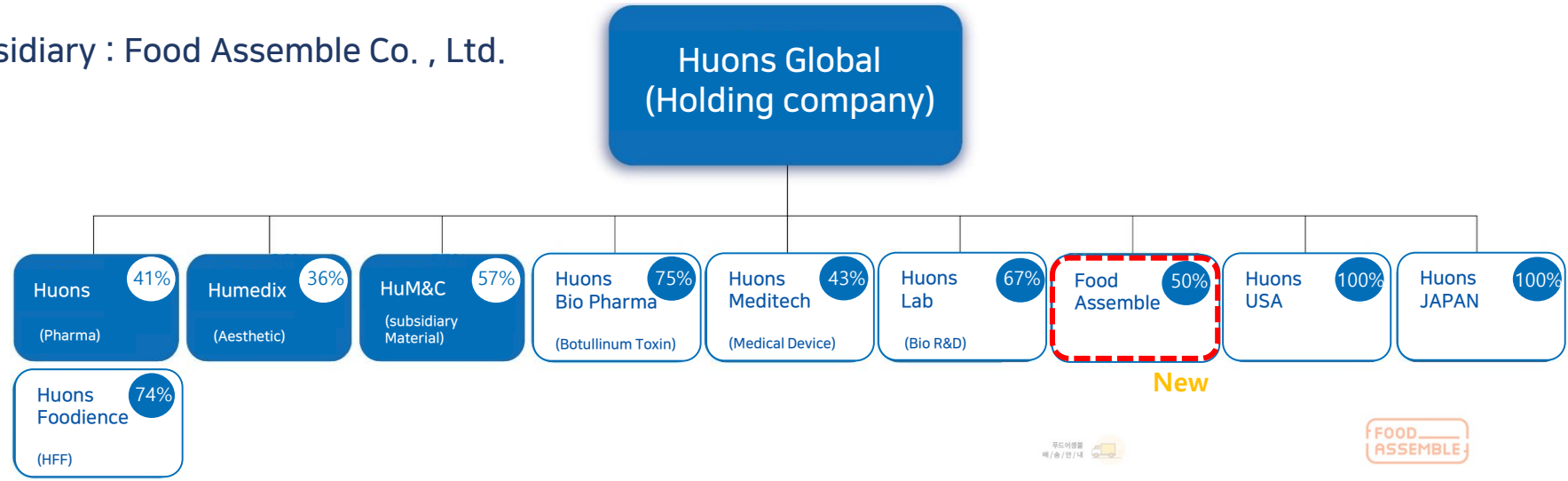


hu Huons Japan

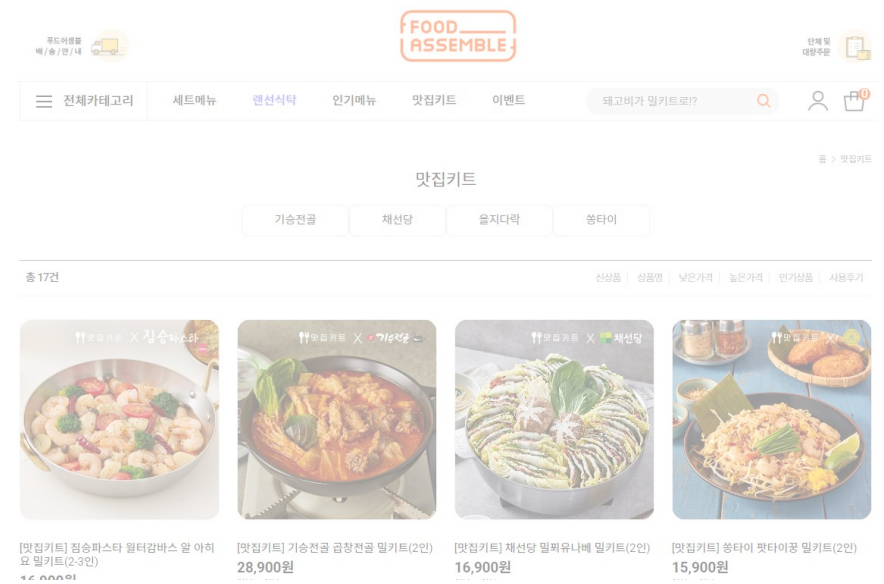
Local Corporation to Enter the Japanese Healthcare Market

- 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

- Admission of Subsidiary : Food Assemble Co. , Ltd.














Classification	Content
Name of Company	- Food Assemble Co. , Ltd.
Major Business	- Manufacture and distribution of meal kits
Admission Date	2023. 10. 26.
Reason for admission	<ul style="list-style-type: none"> - Expected growth of HMR market due to demographic changes - Re-composition & Eased competition in meal kits market after endemic - Entering new businesses and creating synergy for subsidiaries
Operational Plan	<ul style="list-style-type: none"> - Strengthening product competitiveness - Selection & Concentration of business area (Strengthening B2B, OEM/ODM with enhanced self-branding)



[As of Sep 30, 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	████████████████████					
		HUC1-259	Liver disease	██████████					
		HUC1-288	Heart failure	██████████					
		HUC1-454	Prostate cancer	██████████████					
		HUC1-505	Non-alcoholic steatohepatitis	██████████████					
	Incrementally Modified Drug	HUC2-007	Dry eye	██					
		HUC2-344	Diabetes	██████████████████████████████					
		HUC2-487	Glaucoma treatment	██████████████████████████████					
		HUC2-511	Dry eye	██████████████					
		HUC2-518	Epileptic bladder inflammation	████					
		HUC2-540	Hair loss	████					
		HUC2-541	Immunosuppressive effect	████					
		Huons Biopharma	Biomedicine	HBPB1-001	Upper extremity muscle stiffness	██			
HBPB1-001	Hypertrophy of the masseter			██████████████████████████████████████					
HBPB1-002	Wrinkles between the eyes			██████████████████████████████					
HBPB1-004	Wrinkles between the eyes(liquid type)			████					
Huons Lab	Bio new medicine	HLB1-006	Metabolism	██████████					
		HLB1-014	Alzheimer's (disease)	██████████					
		HLB1-015	Obesity treatment	██████████					
		HLB3-002	Skin/Drug proliferation	██████████████					
	Biosimilar	HLB3-013	Osteoporosis	██████████					

[As of Sep 30, 2023]

Category		Project	Indication	Development Phase					
Company	Sector			Discovery	Preclinical	Phase I	Phase II	Phase III	Registration
Humedix	API	HMS1-049	Anticoagulant						
		HMS1-069/017	Increased Tissue Infiltration						
	Medication	HMC2-073	Obesity treatment						
		HMC3-039	Increased Tissue Infiltration						
		HMC2-089	Lipolysis						
		HMM1-103	Dry eye						
	Medical Appliance	HMM1-048	Wrinkles around the eyes						
		HMM1-105	Osteoarthritis						
		HMM1-071	Collagen-producing filler						
		HMM1-047	Fine wrinkles on the neck						
		HMT1-106	Wrinkles around the eyes						

Conduct Interim dividend

- Implementation of a shareholder return policy to enhance corporate value
- An annual dividend (Year-end dividends) → A dividend of two times (Interim dividend + Year-end dividend)

[Mid-to-long-term shareholder return policy]

Dividend basis	Dividends Per Share
Target dividend	0% ~ 30% increase compared to the dividend per share of the previous business year
Type of dividends	Cash dividends (Year-end dividends + Interim dividends)
Application period	3 years (2023 ~2025)

[Shareholder Return Policy Status]

Classification	2023 ¹⁾	2022	2021	2020	2019
Total Dividend Amount (Unit : billion KRW)	3.1	6.1	5.9	4.5	4.3
Dividend per share (Unit : KRW)	250	500	500	400	400
Dividend Ratio to Market Value(% ²⁾)	1.2	2.7	1.2	1.3	1.1
Stock dividend (Per share)	-	-	0.05	0.05	0.05
Treasury stock (Unit : billion KRW)	-	5	-	-	-

1) The amount is based on interim dividends. The amount of year-end dividends will be decided later.
 2) 'Dividend Ratio To Market Value' above refers to the ratio of dividend per share to average of closing price for the days between two trading days before record date and a week prior to the date.

Board Members

(As of Sep 30, 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	Board Chairman of KPBMA (Korea Pharmaceutical and Bio-Pharma Manufacturers Association)	Director of Strategic Planning Huons Global	Advisor of law firm Lee&Ko	Director of YonSei Univ. Brain Research Institute	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 Local Sales & Marketing & Regulatory Affairs of Huons	Managing Director of KRX	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	3Q22	4Q22	1Q23	2Q23	3Q23
Assets	1,297,056	1,243,109	1,223,154	1,242,941	1,272,494
Current assets	602,121	611,226	585,663	586,850	605,141
Cash etc.*	362,028	364,473	323,646	306,963	318,183
Accounts receivable	104,564	107,142	114,355	124,504	124,383
Non-current assets	694,935	631,883	637,491	656,091	667,353
Liabilities	438,647	457,234	418,098	393,660	393,601
Current liabilities	332,458	367,562	333,087	306,249	303,752
Short-term borrowings	117,904	107,461	107,699	100,990	100,404
Current portion of long-term debt	-	-	6,033	6,033	21,033
Non-current liabilities	106,188	89,671	85,011	87,411	89,849
Long-term borrowings	52,826	70,826	65,000	65,000	65,000
Equity	858,410	785,876	805,056	849,281	878,894
Equity attributable to owners of parent	538,027	464,316	466,792	478,746	489,499
Retained earnings	191,113	116,845	117,427	125,298	133,299
Non-controlling interests	320,383	321,559	338,264	370,534	389,395
Stability Indicator					
Current ratio	181.1%	166.3%	175.8%	191.6%	199.2%
Debt to equity ratio	51.1%	58.2%	51.9%	46.4%	44.8%
Borrowing ratio	19.9%	22.7%	22.2%	20.3%	21.2%
Interest coverage ratio	497%	697%	665%	1,259%	1,126%

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

** Figures accumulated for 4 quarters

Financial Statements of Comprehensive Income

[Unit: million KRW]

Classification	3Q22	4Q22	1Q23	2Q23	3Q23
Sales	167,565	173,097	173,964	193,744	190,617
SG&A expenses	149,336	146,142	149,503	157,196	158,715
Operating Profit	18,230	26,955	24,460	36,549	31,901
Gains on valuation using equity method	295	(420)	306	(166)	152
Other revenues	5,642	(739)	2,257	3,801	1,670
Other expense	965	80,356	2,258	1,463	916
Interest expense	3,668	3,870	3,678	2,903	2,833
Profit before tax	19,603	(55,630)	33,357	31,101	32,671
Income tax expense	4,474	15,760	10,597	8,299	9,284
Net Profit	15,128	(71,389)	22,760	22,802	23,387
Profit, attributable to owners	5,620	(73,810)	6,706	7,871	11,063
Profit, attributable to non-controlling interests	9,509	2,420	16,054	14,932	12,324
A Profitability Indicator					
Operating profit ratio	10.9%	15.6%	14.1%	18.9%	16.7%
EBITDA Margin	16.5%	20.6%	19.0%	23.3%	21.5%
Net profit ratio	9.0%	-41.2%	13.1%	11.8%	12.3%
ROE**	52%	53%	54%	56%	57%
Sales/Asset**	151%	158%	152%	146%	145%

Thank you