



Jeisys Medical Inc.
2Q 2023 Earnings

Disclaimer

Financial information contained in this document is based on consolidated K-IFRS that have not been audited by an independent auditor.

Therefore, the information and financial data of Jeisys Medical and its subsidiaries (the "Company", or "Jeisys Medical") contained in this document are subject to change upon an independent auditor's audit.

The company does not make any representation or accept liability, as to the accuracy or completeness of the information contained in this material.

The format and contents of this document are subject to change for future filings and reports. Jeisys Medical is not liable for providing future updates on all figures included in this document.

Therefore, this presentation contained herein should not be utilized for any legal purposes in regard to investors' investment results. The company hereby expressly disclaims any and all liability for any loss or damage resulting from the investors' reliance on the information contained here in.



Summary of 2Q 2023 Earnings

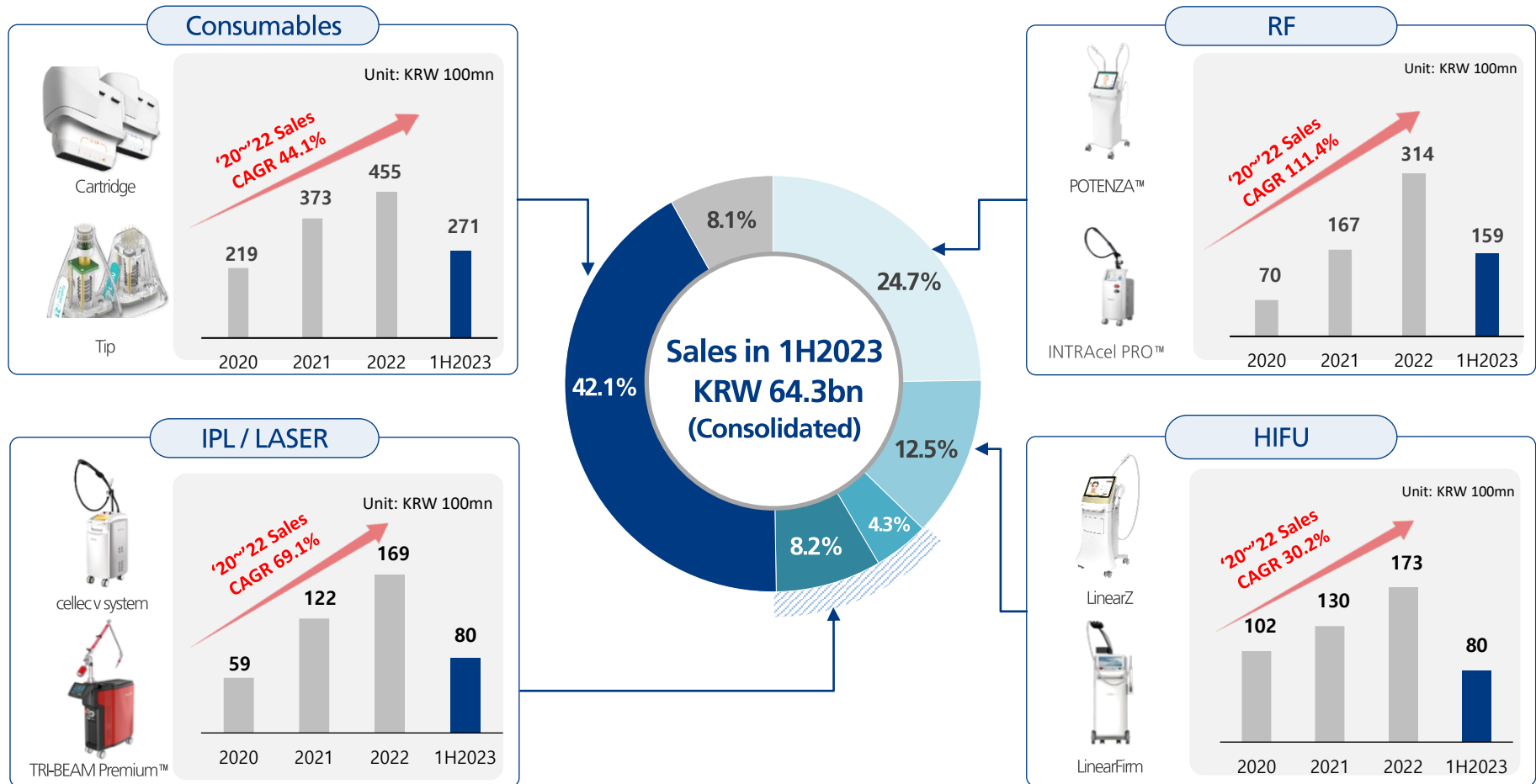
- The highest ever quarterly sales reached KRW 35.2bn [YoY 14% / QoQ 21%]
- The highest ever quarterly operating profit reached KRW 9.6bn [YoY 8% / QoQ 27%]

Unit: KRW million

Consolidated based on K-IFRS	2022		2023		YoY	
	2Q	Accumulated	2Q	Accumulated	2Q	Accumulated
Sales	30,770	56,104	35,161	64,266	14.3%	14.5%
Cost of Goods sold	10,056	17,694	10,516	20,072	4.6%	13.4%
Gross Margin	20,715	38,411	24,646	44,194	19.0%	15.1%
SG&A Expense	11,753	20,900	14,998	26,932	27.6%	28.9%
Operating Profit	8,962	17,510	9,648	17,262	7.7%	-1.4%
Net Profit before Income Tax	9,366	17,765	8,018	16,452	-15.1%	-6.8%
Net Profit	7,360	13,873	6,249	12,930	-15.1%	-6.8%
EBITDA	9,704	18,961	10,688	19,307	10.1%	1.8%

Sales Classification by Product Portfolio

- Growth acceleration of consumables sales as increasing in number of aesthetic procedures
- Continuous sales growth of RF, HIFU devices by high demand in the global market



Sales by product portfolio

- Continuous sales growth of devices by expanding global supplies in the global market
- Sales improved by an increase in ASP (Devices, Consumables)

Unit: KRW million

Consolidated based on K-IFRS	2022		2023		YoY	
	2Q	Accumulated	2Q	Accumulated	2Q	Accumulated
Sales	30,770	56,104	35,161	64,266	14.3%	14.5%
Device	17,023	31,446	17,733	31,972	4.2%	1.7%
Consumables	13,120	23,357	14,304	27,057	9.0%	15.8%
Others	628	1,302	3,124	5,236	397.9%	302.3%

○ Device

- **HIFU**(YoY 18%) : - Increases in sales of LinearZ in domestic
- Increases in sales of Ultracel Q+ in other countries including Southeast Asia
- **RF**(YoY 7%) : - Continuous sales growth for POTENZA in Japan (YoY 144%)
- According to annual purchase order plan, quantities of the order decreased
- **LASER**(YoY 9%) : - Slightly increases in sales in domestic and overseas
- **IPL**(YoY -38%) : - Decreases in sales in domestic and overseas

○ Device

- **Cartridge** : - Continuous sales growth as increasing in number of aesthetic procedures
- **Tip** : - Continuous sales growth as increasing in number of aesthetic procedures in domestic and Japan
- According to annual purchase order plan, quantities of the order decreased
- **Others** : - Strong sales of skin booster in Japan by its subsidiary (SACCI BIO), the synergy with pumping tip from POTENZA

- Continuous sales growth for RF (POTENZA, Tip) in Japan market
- Global launch for Density in the second half of 2023, Expectation of growth for POTENZA ODM

Unit: KRW million

Consolidated based on K-IFRS	2022		2023		YoY	
	2Q	Accumulated	2Q	Accumulated	2Q	Accumulated
Sales	30,770	56,104	35,161	64,266	14.3%	14.5%
Domestic	3,894	7,327	5,625	9,627	44.4%	31.4%
Overseas	26,876	48,777	29,536	54,639	9.9%	12.0%

Domestic

- HIFU : - Continuous Sales growth led by increases in sales of LinearZ (YoY 54%)
- Increases in Sales centered in Gangnam
- RF : - Showed growth by launching new device (Density) and expanding demand for POTENZA (YoY 48%)
- Consumables : Growth acceleration of sales
as increasing in number of aesthetic procedures

Overseas

- Japan : - HIFU : As conversion of HIFU device sales from UltracelQ+ to Ultracel[Zi], sales of UltracelQ+ decreased
(Sales volume YoY -24%)
- POTENZA : As continuously expanded installation of RF devices in aesthetic clinic (YoY 144%)
- Consumables : - Cartridge : Slightly decreased
- Tip : Continuous sales growth as increasing in number of aesthetic procedures(YoY 295%)
- Cynosure : - POTENZA : As the annual purchase order plan, quantities of the order decreased in 2Q
- Consumables :Smaller orders owing to hold inventories

- Achieved its operating profit of KRW 9.6bn in 2Q 2023 [OPM 27%]
- With losses on foreign currency translation, its net profit record reverse growth

Unit: KRW million

Consolidated based on K-IFRS	2022		2023		YoY	
	2Q	Accumulated	2Q	Accumulated	2Q	Accumulated
Cost of Goods Sold	10,056	17,694	10,516	20,072	4.6%	13.4%
Gross Margin	20,715	38,411	24,646	44,194	19.0%	15.1%

- The COGS ratio in 2Q 2023 : its ratio improved 3%p by increases in ASP of devices and cost of raw materials stability

Unit: KRW million

Consolidated based on K-IFRS	2022		2023		YoY	
	2Q	Accumulated	2Q	Accumulated	2Q	Accumulated
SG&A Expense	11,753	20,900	14,998	26,932	27.6%	28.9%
Operating Profit	8,962	17,510	9,648	17,262	7.7%	-1.4%

- The four major social insurance fee (for employers) increased by exercising of stock options (KRW 1.5bn)
- Commissions : Due to Increased expense for obtaining approvals and legal expenses (KRW 4bn)

Unit: KRW million

Consolidated based on K-IFRS	2022		2023		YoY	
	2Q	Accumulated	2Q	Accumulated	2Q	Accumulated
Net Profit	7,360	13,873	6,249	12,930	-15.1%	-6.8%

- Losses on foreign currency translation : incurred KRW 1.1bn by weakened Japanese currency
- Corporate Tax : incurred KRW 1.8bn

GROW YOUR BUSINESS WITH
JEISYS MEDICAL INC.,



APPENDIX

- 01 Corporate Identity
- 02 Company Overview
- 03 History
- 04 Integrated Business Process
- 05 Global Partnership
- 06 Overseas business capabilities
- 07 RF (POTENZA™)
- 08 RF (Density)
- 09 HIFU (Linear Z)
- 10 Shareholders
- 11 Financial Information

Jeisys

Jeisys

A Global Company Specialized for Skincare Aesthetic Medical Devices

Diversified Product Portfolio

- HIFU, RF, IPL and LASER based products
- Secure product safety and efficacy (FDA, CE, MDSAP)

Global Business Capability

- 85% of revenue from overseas (1H 2023)
- Global No 1 Collaboration with Cynosure

Excellent Business Performances

- CAGR, 56% of revenue (2020~2022)
- 27% of operating profit (1H 2023)

○ Company Overview

Company Name	Jeisys Medical Inc.
Date of Establishment	December 1, 2017 (Before the merger of SPAC: August 25, 2004)
CEO	Dong Hwan Kang
Business area	Manufacturing of medical devices
No. of Employees	228 (As of June-end 2023)
Capital	KRW 7,638mn (As of June-end 2022)
Subsidiary	<ul style="list-style-type: none"> - SACCI Bio Co., Ltd - Jeisys Medical Japan Inc. - Jeisys Medical Australia Pty. Ltd. - Jeisys Medical VN Company Ltd
Head office	307,308,401,808,1015 96, Gamasan-ro, Geumcheon-gu, Seoul, Republic of Korea
Homepage	http://www.jeisys.com

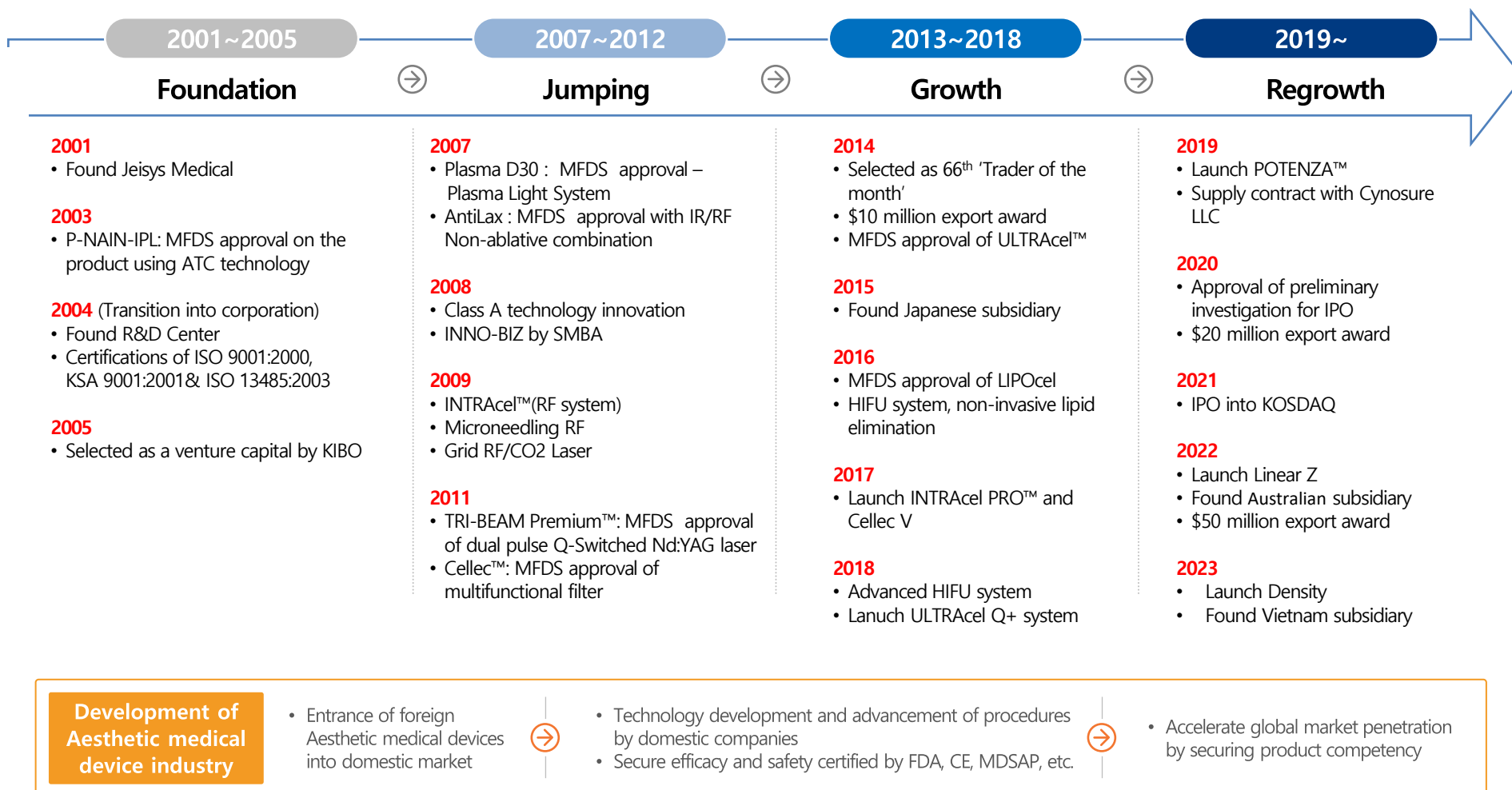
○ Executive



Jeisys

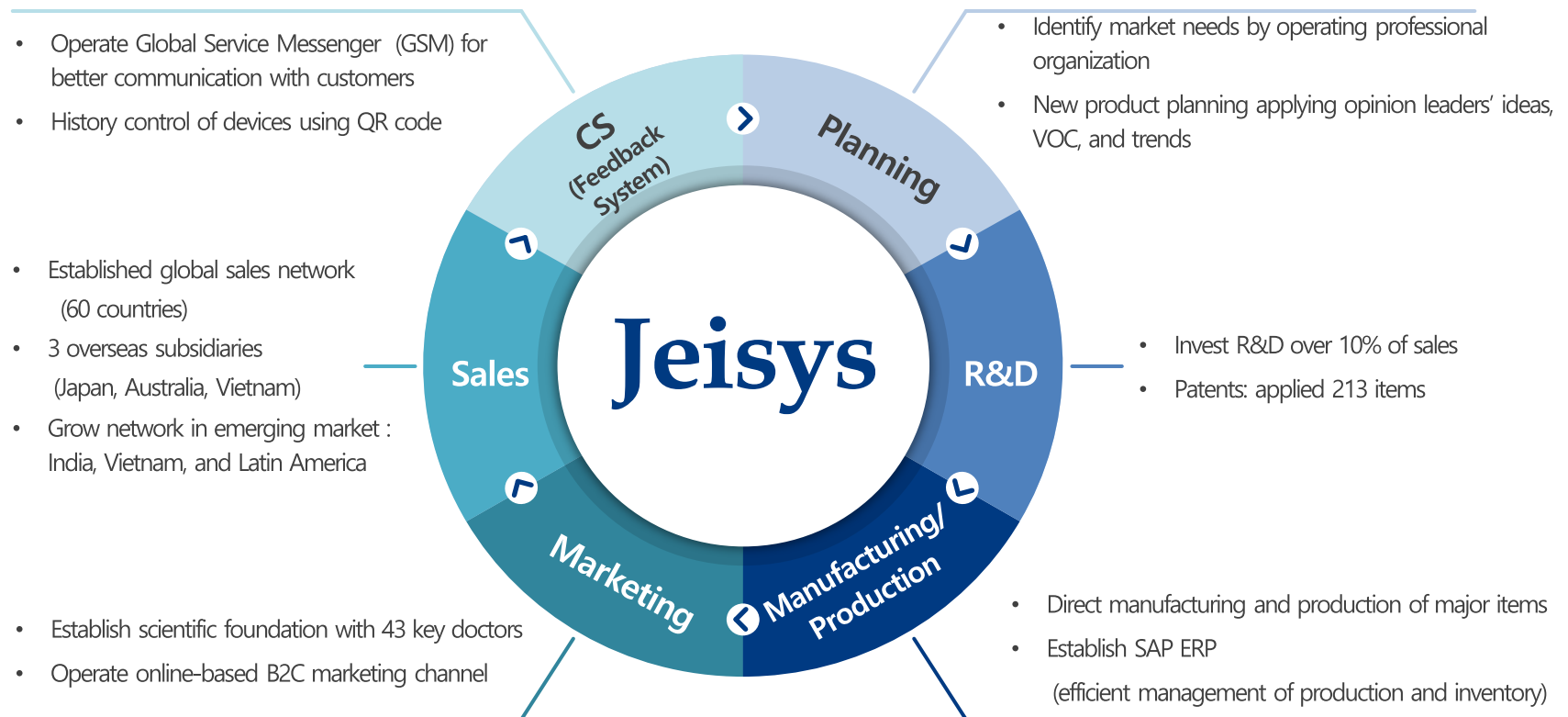
CEO
Dong Hwan Kang

Name	Official responsibilities
Myung Hoon Kim	COO
Tae Hwan Kim	CFO
Min Young Kim	Director of Product Development
Hiroyuki Matsuda	Jeisys Medical Japan, Inc. CEO



Integrated Business Process

- Establishment of end-to-end process including product planning, development, production, marketing, etc.



- Accelerate global market penetration by collaboration with Cynosure

Jeisys



CYNOSURE®

Agreement in June 2019

Expansion of collaborative areas starting with ODM supply

Planning

- Planning new product
- Discussion to improve and innovate existing products

R&D

- Co-developing products to further penetrate into the global market

Product Supply

- Continuous expansion of supply items such as HIFU/RF products, consumables, etc.

Network

- Co-entrance to global market (Asia, Latin America, etc.)

Overseas business capabilities

- Entering to more than 60 countries and the export growth was 60.6% in the last 3 years
- Continue expanding the export share centered in Japan and North America (2Q2023 84%)

Europe

- Expanded ODM through Cynosure (POTENZA)
- Expanded sales channel (HIFU, LASER ,etc.)

China

- Plan business advance through partnership

Japan

- Acquired the market share of HIFU devices
- Constant growth in POTENZA
- Sales in main devices from Cynosure

North America

- Expanded ODM through Cynosure (POTENZA)
- Plan business advance

SE Asia

- Expanded ODM through Cynosure (POTENZA)
- Expanded Sales Channel (HIFU, LASER ,etc.)

Latin America

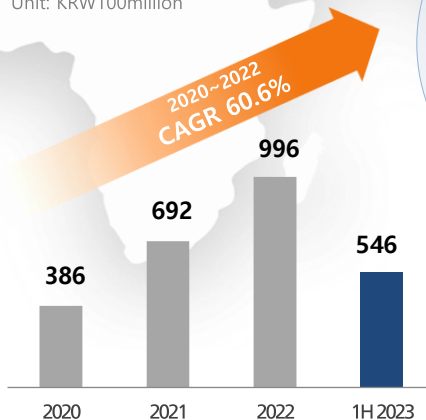
- Finding partnership through a strategic investment
- Expanded Sales Channel

Australia

- Enter in collaboration with Cynosure (POTENZA, HIFU)
- Strengthens business capabilities with a local subsidiary

The trend of export

Unit: KRW100million





Overview

- 3 Handpieces and 14 tips to treat diverse indications with less pain
- Technology to deliver solutions using RF micro needling
- Optimal parameters using Bi/Mono/1Mhz/2Mhz combinations

Features

- Real-time impedance monitoring
- 4 modes using RF Customization
- Drug Delivery – Pumping Tips (CP-tip)
- Interchangeable Monopolar & Bipolar continuous output technology

Indication







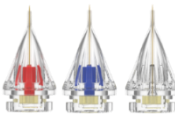
- Melasma
- Rosacea
- Skin Tightening
- Scar, Acne Scar

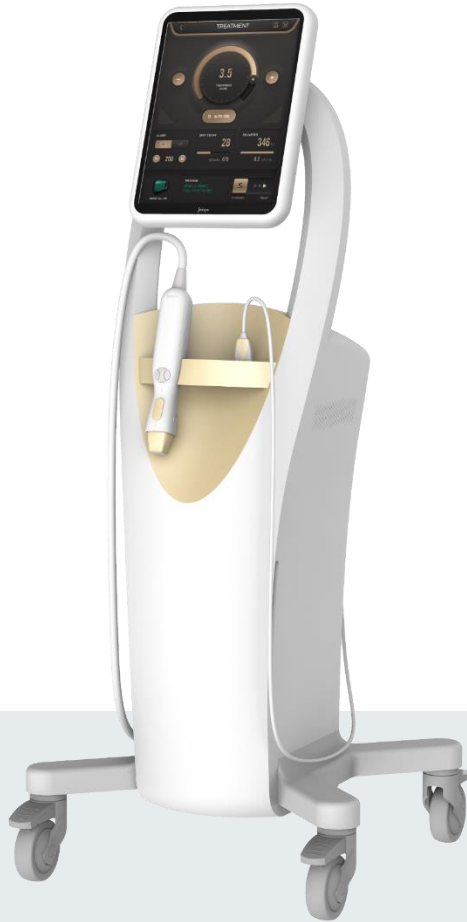
POTENZA

POWER of recovery

POTENTIAL to evolve

POSSIBILITY to overcome limitations

✓ Non-Invasive Tips			✓ Invasive Tips			
DIAMOND	DDR	SFA	Insulated	Non-Insulated	Pumping	1-Pin
						
DIAMOND	DDR	SFA	I-16 I-25 I-49	N-16 N-25 N-49	CP-16 CP-25	P1-08 A1-12 A1-15
Lifting & Tightening	Rejuvenation	Fine line, Skin Textures	Wrinkle, Rejuvenation	Melanin, Flushing, Pore	Drug Delivery, Scar	Acnes



Overview

- A device that generates collagen by monopolar RF energy reaching down to the deep dermis while achieving tightening effects through bipolar RF energy affecting the epidermal to upper dermal layer.



Features

- Reduces pain and prevents burn by cooling skin through spraying coolant
- World's first bipolar indirect heating
- Monopolar and Bipolar Sequential Pulse
- Single & Multi MHz

Indication

- Wrinkle improvement
- Skin Tightening
- Lifting



✓ Facial type		✓ Body type
EYE TIP	FULL FACE TIP	BODY TIP
		
<ul style="list-style-type: none"> • Wrinkles • Eyebrow lifting 	<ul style="list-style-type: none"> • Tightening • Lifting 	<ul style="list-style-type: none"> • Double chin • Abdomen • Arm • Axilla • Body contouring

HIFU (Linear Z)



Overview

- A product that features the function to control various depths in a single cartridge and two modes (dot and linear) to be used selectively has been designed for the convenience and safety of the user.

Features







- Able to control Depth & Mode in one cartridge
- Convenient treatment thanks to the DWR(Degassed Water Replacement)
- 62% faster than previous model (100 shots 60s->37s)
- Safety secured through Z-pattern energy irradiation(=overlap of irradiation at each end avoided)
- Effective clinical parameters secured through fat proliferation and reduction and tightening

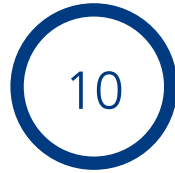
Indication

- Tightening and lifting
- Double chin improvement
- Fat reduction

LINEARZ

HIFU (Linear Z)_Cartridge

✓ Facial type			✓ Body type
A(Basic)	B(Essential)	C(Core)	D(Contour)
			
Mode			
1. Dot 			
2. Linear 			
<p>*Two modes available in all cartridges</p>			
<ul style="list-style-type: none"> • 2.0 mm DOT • 2.0 mm LINEAR • 3.0 mm DOT • 3.0 mm LINEAR 	<ul style="list-style-type: none"> • 1.5 mm DOT • 1.5 mm LINEAR • 2.0 mm DOT • 2.0 mm LINEAR • 3.0 mm DOT • 3.0 mm LINEAR 	<ul style="list-style-type: none"> • 4.5 mm DOT • 4.5 mm LINEAR 	<ul style="list-style-type: none"> • 9.0 mm DOT • 9.0 mm LINEAR • 11.0 mm DOT • 11.0 mm LINEAR • 13.0 mm DOT • 13.0 mm LINEAR



○ Shareholders

Rating Classification	Shareholder Name	Number of Shares	Stake Percentile
Largest Shareholders	Dong Hwan Kang	17,972,844	23.53%
Affiliated Persons	Myung Hoon Lee	3,739,127	4.90%
	Tae Hwan Kim	294,425	0.39%
	Min Young Kim	270,907	0.35%
	Hye Jin Sun	141,810	0.19%
	YI WON JU	115,580	0.15%
	Il Kwon Kang	2,000	0.00%
Treasury Shares	Jeisys Medical, Inc.	645,539	0.84%
Holding at least 5%	The Capital Group Companies, Inc.	5,703,950	7.47%
Other shareholders	-	47,498,316	62.18%
Issued Shares	-	76,384,498	100.00%

Note1) As of June-end 2023

Consolidated Statements of Financial Position

Unit: KRW million

Filed	2020	2021	2022	1H2023
Current Assets	28,264	54,173	74,483	89,988
Non-current Assets	10,903	19,886	43,634	43,646
Total Assets	39,167	74,059	118,117	133,634
Current Liabilities	12,918	24,027	26,583	27,026
Non-current Liabilities	9,219	2,379	11,579	11,022
Total Liabilities	22,207	26,405	38,162	38,048
Issued Capital	3,043	7,130	7,130	7,638
Capital Surplus	20,200	26,849	26,421	33,717
Elements of others Stockholder's equity	341	6,367	12,434	7,685
Other comprehensive in come/loss accumulated amount	-38	-126	-562	-917
Retained earnings	-6,587	6,865	33,995	46,879
Non-controlling inter ests	-	568	537	584
Total Equity	16,959	47,654	79,954	95,586

Note 1) Consolidated based on K-IFRS

Consolidated Statements of Income

Unit: KRW million

Filed	2020	2021	2022	1H2023
Sales	47,828	81,296	116,550	64,266
COGS	14,090	24,649	36,975	20,072
Gross Profit	33,739	56,647	79,575	44,194
SG&A	22,708	33,042	45,540	26,932
Operating Profit	11,030	23,604	34,035	17,262
Finance Income	1,965	1,045	2,097	1,451
Finance Costs	4,216	897	1,983	2,283
Other Gains	141	208	100	9
Other Losses	705	10,866	362	69
Profit before tax	8,215	13,093	33,886	16,452
Income tax	1,063	-667	6,873	3,521
Profit from discontin ued operations	-	-268	-	-
Net Profit	7,542	13,493	27,012	12,930