

IR Letter

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- Jeisys Medical announces third quarter 2023 results on Nov 9, 2023
- Quartely sales of KRW 39.1bn (YoY 36.5%), operating profit at KRW 10.2bn (YoY 32.5%)

Jeisys Meical Inc. reported financial results for the third quarter on Nov 9, 2023

Jeisys Medical Inc. achieved the highest quartely sales and operating profit by high demand for POTENZA and propelled by eariler sales of Density, which is non-invasive RF new device in the third quarter of this year. We also launched the U.S market through a new partnership Oct 3, 2023 after receiving FDA approvals last September.

We will commit to achieve higher growth from various product portfolio in the global market and enter to the Japanese market with Density

3Q 2023 Summary

- 1. Sales :** Jeisys Medical Inc. posted KRW 39.1bn in consolidated sales, a rise 36.5% from the previous year
by high demand for RF devices and increases in number of aesthetic procedures in the global market
- 2. Gross Margin:** Its posted KRW 27.1bn, a 39% increase from the previous year and its gross margin ratio was 69%
The ratio of COGS posted 31% by continued efforts to stabilize the price of raw materials
- 3. Operating Profit:** It posted KRW 10.2bn, a 32.5% increase from the previous year.
Although sales growth and the ratio of COGS remained stable, its operating profit ratio recorded 26% by increased one-time expense and strengthened investment in marketing
- 4. Net Profit:** Nothing significant to report, it incurred corporate tax of KRW 2.1bn, its net profit reached KRW 8bn, which is increased by 12% compared to last year and its net profit ratio recorded 21%

I. Sales

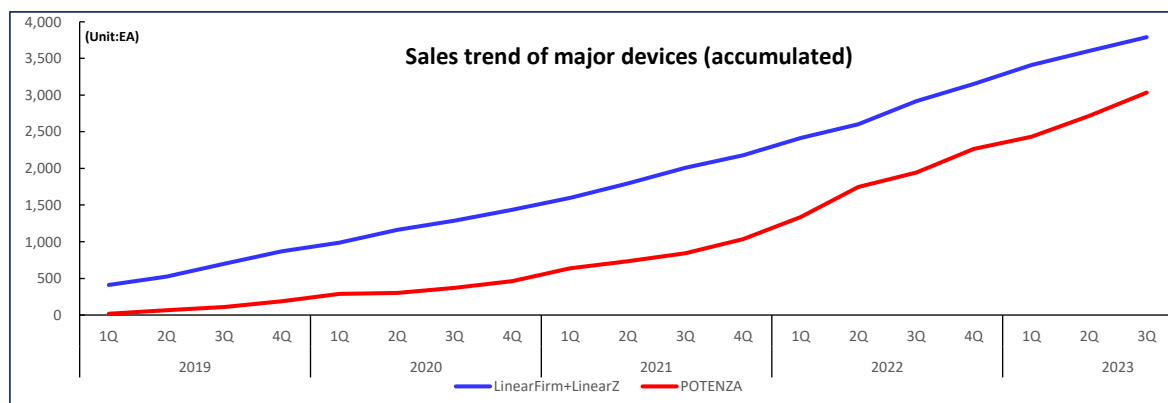
It posted KRW 39.1bn in consolidated sales, a 37% increase from the previous year. Although the sales of HIFU devices decreased by slowdown of Linear Z sales in Domestic and Japanese market, RF devices sales showed notably growth centered in the Domestic and Japanese market and propelled by earlier sales of Density

① Sales by product portfolio

The sales of RF devices showed notably growth centered in continuous growth of POTENZA in the global market and propelled by earlier sales of Density. The sales of HIFU devices decreased by slowdown of Linear Z and also consumables decreased slightly. Although the sales of tips showed strong growth with the RF devices growth, the sales of consumables decreased by the base effect of the previous year

Sales by product portfolio in 3Q were RF 32%, HIFU 10%, IPL 3%, LASER 7%, Consumables 39% and others 8%.

- RF (YoY 110%) :
 - Continuous sales growth for POTENZA in the Domestic and Japanese market
 - Booming earlier sales of Denisty
 - Completion of shipment according to the annual purchase order plan
- HIFU (YoY -31%) :
 - The sales in the domestic and overseas market decreased by slowdown of Linear Z sales
- IPL (YoY 2%) :
 - The sales in the domestic and overseas market slightly increased
- Laser (YoY -17%) :
 - The sales in the domestic and overseas market decreased.
- Consumables (YoY 43%) :
 - The sales of cartridge decreased by the base effect of the previous year
 - The sales of tips showed strong growth with the RF devices growth in the Domestic and Japanese market
- Others (YoY 140%) :
 - Strong sales of skin booster in the Japan market by its subsidiary (SACCI BIO) created the synergy with pumping tip from POTENZA



② Sales by Region

In the current quarter, the sales of POTENZA showed notable growth in the domestic and Japanese market

The domestic and U.S market extended sales growth centered in RF devices from beginning earlier sales of Density

The proportion of sales by region was 21% domestic and 79% overseas.

- Domestic (YoY 75%) :

- The sales of Linear Z decreased by intense competition in the domestic market

The sales of RF devices showed continuous sales by high demand of POTENZA and booming earlier

sales of DENSITY. It recorded a 92% increase from the previous year

Growth acceleration of tip sales as increasing in number of aesthetic procedures (YoY 316%)

- Overseas (YoY 29%)

Japan

Weakening demand for HIFU device by rapid growth with RF devices

With the expansion of POTENZA trends, the sales of RF device increased (YoY 162%)

The sales of cartridge decreased by the base effect of the previous year

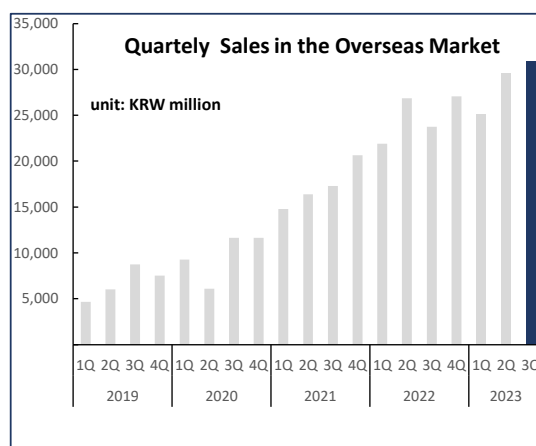
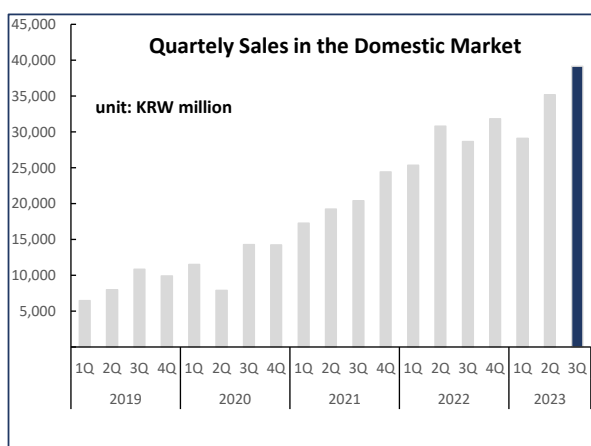
The sales of tips showed strong growth as increasing in number of aesthetic procedures (YoY 253%)

Booming sales of Skin Booster with POTENZA as increasing in number of aesthetic procedures(YoY 369%)

ODM

- POTENZA: Completion of shipment with the annual purchase order plan

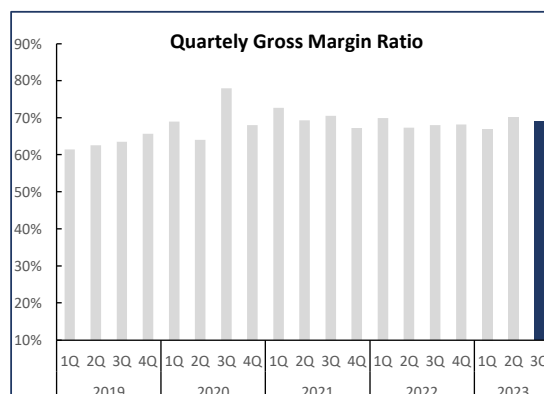
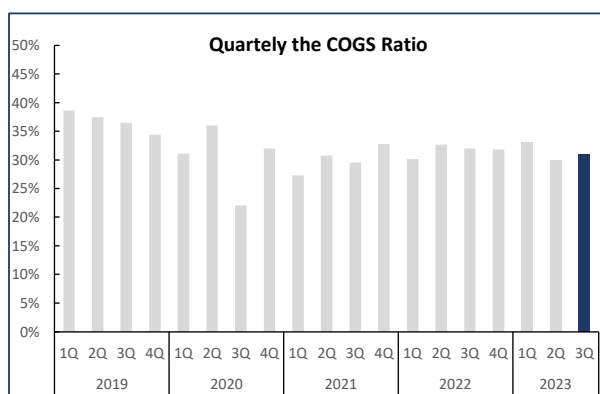
- DENSITY: Completion of the first shipment on september after receiving FDA approvals



II. Gross Margin

Its posted KRW 27.1bn, a 39% increase from the previous year and its gross margin ratio was 69%

The ratio of COGS posted 31% by continued efforts to stabilize the price of raw materials

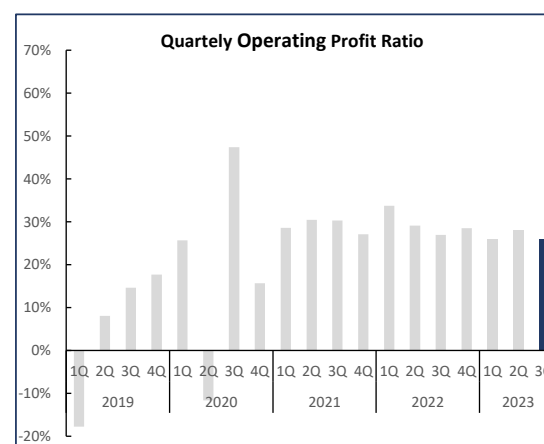
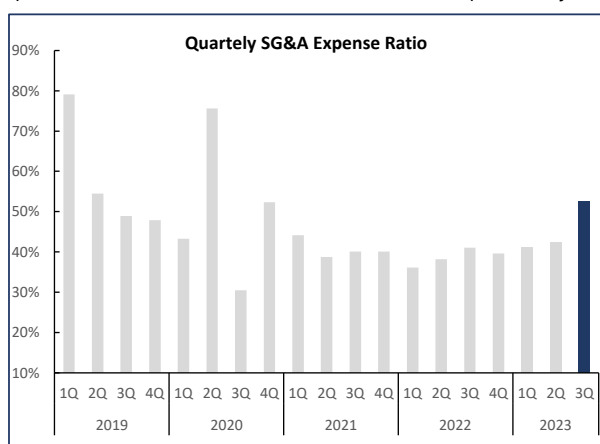


III. Operating Profit

Although the highest ever quartely sales reached KRW 39.1bn, the SG&A ratio improved 3%p from the previous year

by increasing one-time expense and strengthening investment in marketing

It posted KRW 10.2bn, a 32% increase from the previous year.



IV. Net Profit

Nothing significant to report, it incurred corporate tax of KRW 2.1bn, its net profit reached KRW 8bn, which is increased by 12% compared to last year and its net profit ratio recorded 21%

► Consolidated Statements of Income (K-IFRS)

Consolidated based on K-IFRS (Unit : KRW million)	3Q 2023	3Q 2022	2Q 2023	YoY	QoQ
Sales	39,106,933,050	28,642,012,351	35,161,219,612	36.5%	11.2%
Cost of Good Sold	12,010,808,835	9,159,820,294	10,515,580,482	31.1%	14.2%
Gorss Margin	27,096,124,215	19,482,192,057	24,645,639,130	39.1%	9.9%
SG&A Expense	16,873,131,470	11,765,761,223	14,997,717,163	43.4%	12.5%
Operating Profit	10,222,992,745	7,716,430,834	9,647,921,967	32.5%	6.0%
Profit before tax	10,128,822,984	9,111,454,775	8,017,905,193	11.2%	26.3%
Net Profit	8,052,282,889	7,181,646,345	6,249,323,533	12.1%	28.9%