



**Jeisys Medical Inc.**  
**3Q 2022 Earnings**

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## Summary of 3Q 2022 Earnings

- Sales Growth due to the launch of new HIFU device (LinearZ) [3Q2022 KRW28.6bn / YoY 40%]
- According to an increase in sales, Operating Profit increased [3Q2022 KRW7.7bn / YoY 25%]

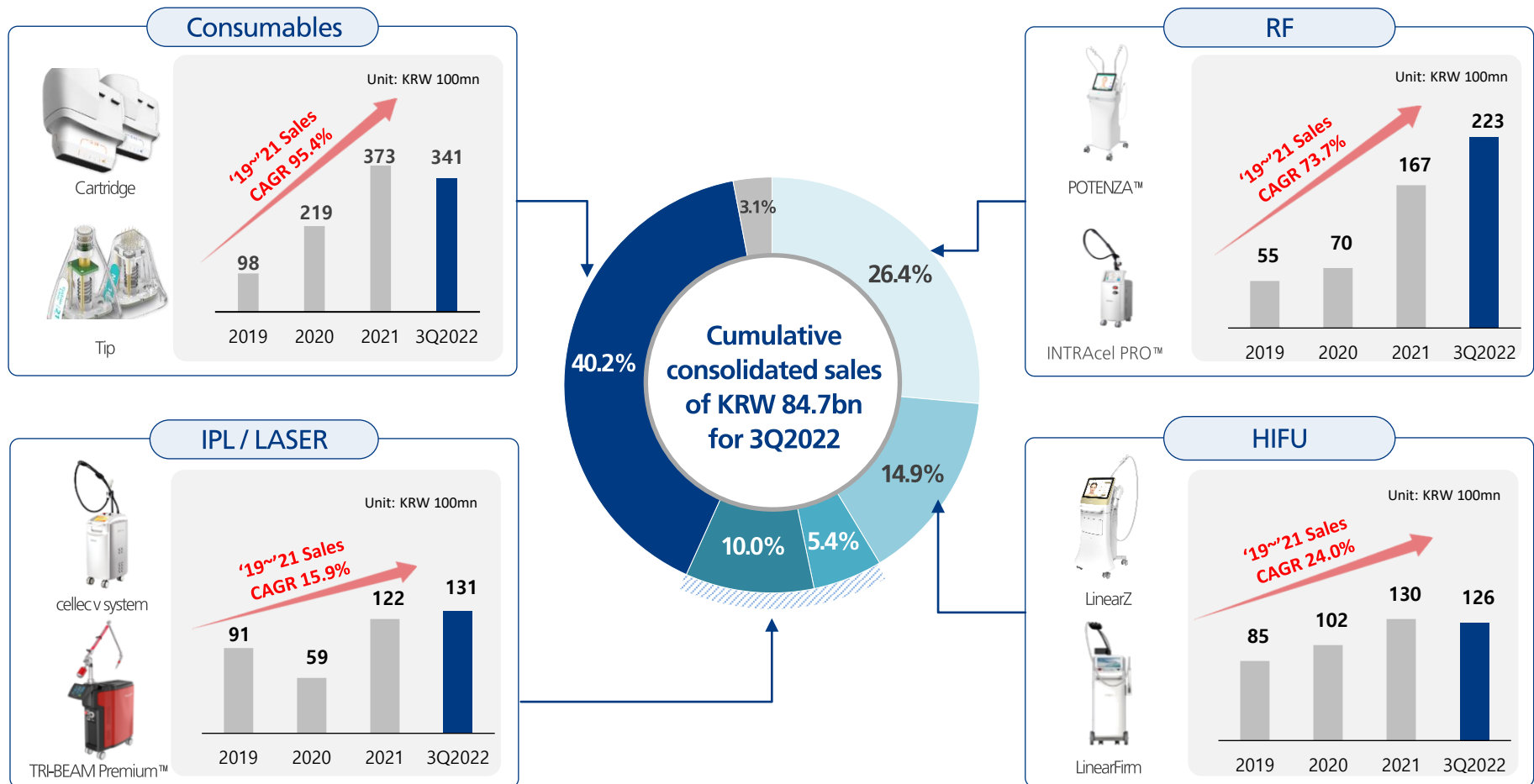
Unit: KRW million

Consolidated based on K-IFRS	2021		2022		YoY	
	3Q	Cumulative	3Q	Cumulative	3Q	Cumulative
Sales	20,404	56,901	28,642	84,746	40.4%	48.9%
Cost of Goods sold	6,026	16,652	9,160	26,854	52.0%	61.3%
Gross profit	14,378	40,249	19,482	57,893	35.5%	43.8%
SG&A	8,184	23,258	11,766	32,666	43.8%	40.5%
Operating Profit	6,194	16,992	7,716	25,227	24.6%	48.5%
Net Profit before Income Tax	6,391	6,480	9,111	26,876	42.6%	314.7%
Net Profit (Note 1)	6,135	5,466	7,182	21,054	17.1%	285.2%
EBITDA	6,859	18,779	8,333	27,295	21.5%	45.3%

Note 1) 1Q 2021\_ Other losses (Merger Cost KRW 10.569 million)

## Sales Classification by Product portfolio

- Change the growing trend of HIFU after the launch of LinearZ.
- Sales growth of consumables by increasing in number of aesthetic procedures.



## Sales by product portfolio

- Change the growing trend after the launch of LinearZ
- Continuous sales growth as expanding global supply from POTENZA
- Due to Bulk Order supplied in 2Q2022, the sales of tip decreased

Unit: KRW million

Consolidated based on K-IFRS	2021		2022		YoY	
	3Q	Cumulative	3Q	Cumulative	3Q	Cumulative
Sales	20,404	56,901	28,642	84,746	40.4%	48.9%
Device	10,678	29,188	16,625	48,072	55.7%	64.7%
Consumable	9,573	26,246	10,740	34,097	12.2%	29.9%
Others	153	1,467	1,277	2,578	737.1%	75.8%

### ○ Device

- **HIFU**(YoY 49%) : - Change the growing trend after the launch of LinearZ  
- The sales of Ultracel Q+ increased in other countries, including Southeast Asia
- **RF**(YoY 43%) : - POTENZA ODM increased on a year-over-year  
- Continuous growing trend in Japan
- **LASER**(YoY 38%) : Overseas Sales of Edge One increased
- **IPL**(YoY 57%) : Overseas Sales of Cellc and others increased

### ○ Consumables

- **Cartridge**(YoY 61%) : As increasing in number of aesthetic procedures through the existing device of Linearfirm (Ultracel Q+), Sales increased.
- **Tip**(YoY -48%) : - Decline in sales due to Bulk Order supplied  
- In 3Q2021(YoY) and Bulk Order supplied in 2Q2022

Note 1) Growth rate : Based on number of sales

## Sales by Regional

- Achieved sales growth in domestic through the launch of LinearZ and marketing strategy in 3Q
- Thanks to an increase in Overseas sales centered on HIFU and RF devices, cumulative sales in overseas accounted for 85.6%

Unit: KRW million

Consolidated based on K-IFRS	2021		2022		YoY	
	3Q	Cumulative	3Q	Cumulative	3Q	Cumulative
Sales	20,404	56,901	28,642	84,746	40.4%	48.9%
Domestic	3,093	8,401	4,882	12,209	57.8%	45.3%
Overseas	17,311	48,500	23,761	72,538	37.3%	49.6%

### Domestic

- **HIFU** : - Change the growing trend after the launch of LinearZ (QoQ 369%)  
- Enhance brand awareness through marketing activities
- **RF** : Sales decreased slightly due to temporary decline in demand (YoY -19%)
- **Consumables** : Cartridge (YoY 30%), Tip (YoY 15%)

### Overseas

- **Japan** : - HIFU : Change the growing trend after the launch of Ultracel[Zi] (QoQ 24%)  
- POTENZA : Expanded by entering aesthetic clinics (YoY 16%)  
- Consumables : Cartridge (YoY 71%), Tip (YoY 289%)
- **Cynosure** : - POTENZA : Increased the quantity of ODM as higher demand (YoY 147%)  
- Consumables : Decline in sales due to Bulk Order supplied in 3Q2021(YoY) and Bulk Order supplied in 2Q2022

Note 1) Growth rate: Based on number of sales

- Achieved operating profit of KRW 7.7bn/ Cumulative operating profit of KRW 25.2bn [OPM 30%]

- Improved marketing and R&D expenses in 3Q 2022

Unit: KRW million

Consolidated based on K-IFRS	2021		2022		YoY	
	3Q	Cumulative	3Q	Cumulative	3Q	Cumulative
Cost of Goods sold	6,026	16,652	9,160	26,854	52.0%	61.3%
Gross profit	14,378	40,249	19,482	57,893	35.5%	43.8%

• The cost of goods sold ratio in 3Q2022 : the raw material cost increases and HIFU sales promotion launches in domestic market (YoY 2%p)

Unit: KRW million

Consolidated based on K-IFRS	2021		2022		YoY	
	3Q	Cumulative	3Q	Cumulative	3Q	Cumulative
SG&A	8,184	23,258	11,766	32,666	43.8%	40.5%
Operating Profit	6,194	16,992	7,716	25,227	24.6%	48.5%

• SG&A ratio : Increased by SG&A (YoY 1%p)

• SG&A : - Increased labor costs for enhancing core manpower (YoY KRW 0.9bn)

- Increased advertising expense as the launch of LinearZ (YoY KRW1.9bn)

Unit: KRW million

Consolidated based on K-IFRS	2021		2022		YoY	
	3Q	Cumulative	3Q	Cumulative	3Q	Cumulative
Net Profit	6,135	5,466	7,182	21,054	17.1%	285.2%

• Other Losses (Cumulative) : Merger Cost (KRW 10,569mn) in 1Q2021

GROW YOUR BUSINESS WITH  
JEISYS MEDICAL INC.,



## APPENDIX

- 01 Corporate Identity
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**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

- 86% of revenue from overseas (Cumulative in 3Q2022)
- Global No 1 Collaboration with Cynosure

## Excellent Business Performances

- CAGR, 52% of revenue (2019~2021)
- 30% of operating profit (Cumulative in 3Q2022)

## ○ Company Overview

<b>Company Name</b>	Jeisys Medical Inc.
<b>Date of Establishment</b>	December 1, 2017 (Before the merger of SPAC: August 25, 2004)
<b>CEO</b>	Dong Hwan Kang
<b>Business area</b>	Manufacturing of medical devices
<b>No. of Employees</b>	195 (As of September-end 2022)
<b>Capital</b>	KRW 7,130mn (As of September-end 2022)
<b>Subsidiary</b>	- SACCI Bio Co., Ltd - Jeisys Medical Japan Inc. - Jeisys Medical Australia Pty. Ltd.
<b>Head office</b>	307, 96, Gamasan-ro, Geumcheon-gu, Seoul, Republic of Korea
<b>Homepage</b>	<a href="http://www.jeisys.com">http://www.jeisys.com</a>

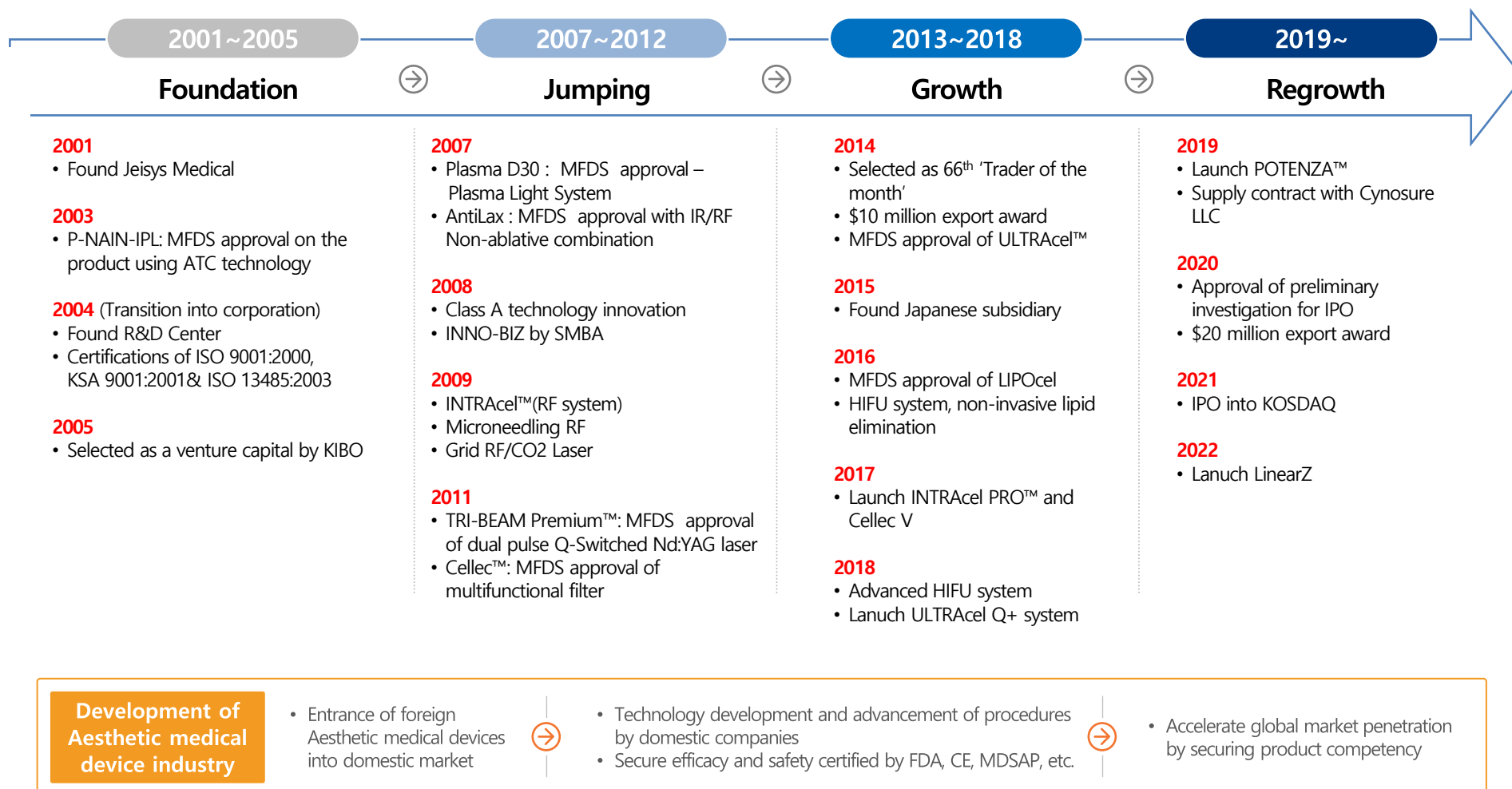
## ○ Executive



Jeisys

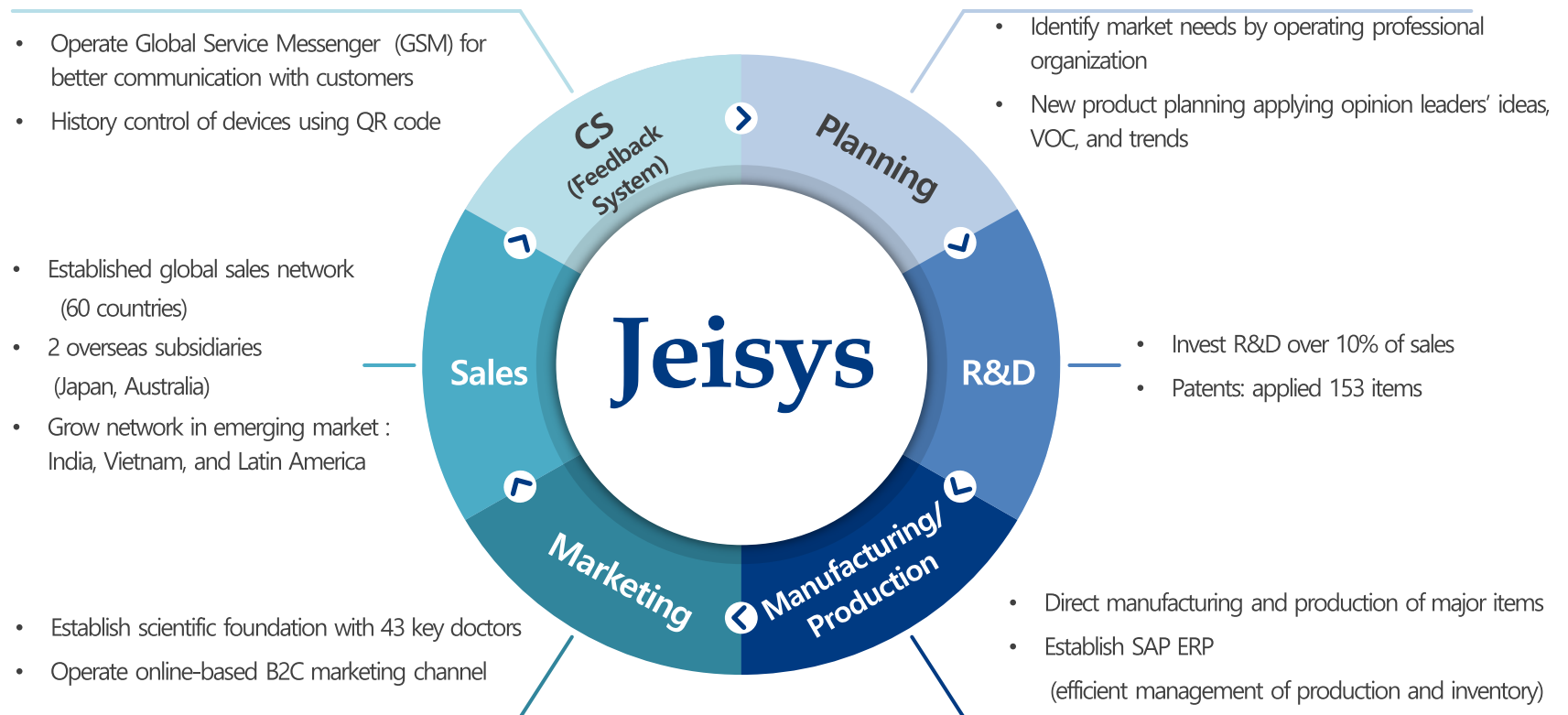
CEO  
**Dong Hwan Kang**

Name	Official responsibilities
Myung Hoon Kim	COO
Tae Hwan Kim	CFO
Do Wan Kim	CCO
Min Young Kim	Director of Product Development
Myung Hoon Lee	SACCI Bio Co., Ltd. CEO
Ryo Tanaka	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

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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 60.2% in the last 3 years
- Continue expanding the export share centered in Japan and North America (Cumulative in 3Q2022 85.6%)

### 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

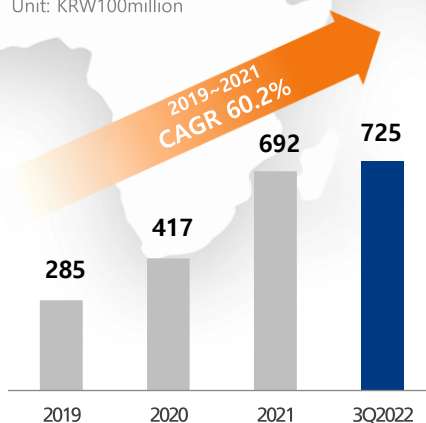
- Finding partnership through a strategic investment
- Expanded Sales Channel

### 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 microneedling
- 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







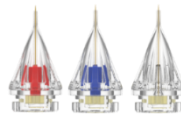
- Melasma
- Rosacea
- Skin Tightening
- Scar, Acne Scar

# 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



## HIFU (LinearZ)



### 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 (LinearZ)\_Cartridge

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

\*Two modes available in all cartridges



## ○ Shareholders

Rating Classification	Shareholder Name	Number of Shares	Stake Percentile
Largest Shareholders	Dong Hwan Kang	17,972,844	25.21%
Affiliated Persons	Myung Hoon Lee	3,859,127	5.41%
	Kang Lak Lee	90,000	0.13%
	Tae Hwan Kim	9,000	0.01%
	Il kwon Kang	2,000	0.00%
Treasury Shares	Jeisys Medical Inc	131,048	0.18%
Holding at least 5%	National Pension Service of Korea	3,694,047	5.18%
Other shareholders	-	45,541,406	63.87%
<b>Issued Shares</b>	<b>-</b>	<b>71,299,472</b>	<b>100%</b>

Note1) As of September-end 2022

## Consolidated Statements of Financial Position

Unit: KRW million

field	2019	2020	2021	3Q2022
Current assets	19,725	28,264	54,173	69,877
Non-current assets	8,086	10,903	19,886	35,460
<b>Total assets</b>	<b>27,810</b>	<b>39,167</b>	<b>74,059</b>	<b>105,337</b>
Current liabilities	23,358	12,918	24,027	23,923
Non-current liabilities	13,495	9,290	2,379	10,485
<b>Total liabilities</b>	<b>36,853</b>	<b>22,208</b>	<b>26,405</b>	<b>34,409</b>
Issued capital	2,048	3,043	7,130	7,130
Capital Surplus	2,769	20,200	26,849	26,421
Elements of other Stockholder's equity	76	341	6,367	8,994
Other comprehensive income/loss accumulated amount	54	-38	-126	-198
Retained earnings	-13,989	-6,587	6,865	28,034
Non-controlling interests	-	-	568	547
<b>Total equity</b>	<b>-9,043</b>	<b>16,959</b>	<b>47,654</b>	<b>70,928</b>

Note 1) Consolidated Financial results based on K-IFRS

## Consolidated Statements of Income

Unit: KRW million

field	2019	2020	2021	3Q2022
<b>Sales</b>	<b>35,149</b>	<b>47,829</b>	<b>81,296</b>	<b>84,746</b>
Cost of Goods Sold	12,829	14,090	24,649	26,854
Gross Profit	22,320	33,739	56,647	57,893
SG&A Expense	19,484	22,709	33,042	32,666
<b>Operating Profit</b>	<b>2,836</b>	<b>11,030</b>	<b>23,604</b>	<b>25,227</b>
Finance Income	1,261	1,965	1,045	2,729
Finance Costs	2,067	4,217	897	952
Other Gains	347	141	208	72
Other Losses	1,055	705	10,866	199
Profit before tax	1,321	8,215	13,093	26,876
Income tax	130	1,064	-667	5,822
Profit from discontinued operations	-89	391	-268	-
<b>Net Profit</b>	<b>1,102</b>	<b>7,543</b>	<b>13,493</b>	<b>21,054</b>