



# 3Q23 Earnings Release

November 13, 2023

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The financial information in this document are consolidated earnings results based on K-IFRS.

This document is provided for the convenience of investors only, before the external audit on our financial results is completed. The audit outcomes may cause some parts of this document to change.

# 1. 실적요약 / Financial Summary (3Q23)

(Unit: KRWbn, 십억원)

	3Q22	2Q23	3Q23	YoY	YTD	YoY
Revenue	70.7	81.6	84.8	20.0%	230.8	17.6%
COGS	15.1	18.7	18.6	23.5%	51.6	17.2%
Gross Profit	55.6	62.9	66.2	19.1%	179.2	17.7%
(%)	78.7%	77.1%	78.1%	-0.6%p	77.6%	0.1%p
SG&A	30.8	34.9	31.7	2.6%	98.1	21.4%
Operating Profit	24.8	28.0	34.6	39.5%	81.0	13.6%
(%)	35.0%	34.3%	40.7%	5.7%p	35.1%	-1.2%p
Pre-tax Income	31.9	30.9	53.6	68.0%	108.8	37.6%
Net income	26.3	21.4	41.6	58.4%	80.0	38.9%
(%)	37.1%	26.2%	49.0%	11.9%p	34.7%	5.3%p

## 2. 제품 및 지역별 매출 / Revenue Breakdown (3Q23)

### 제품별 / By Product

(Unit: KRWbn, 십억원)

	3Q22	2Q23	3Q23	YoY	YTD	YoY
Toxin	41.9	43.4	45.9	9.6%	120.2	9.0%
Filler	22.3	30.4	31.3	40.0%	87.8	30.5%
Cosmetics	4.9	6.0	6.6	34.7%	18.8	29.8%
Thread	1.6	1.8	1.1	-32.4%	3.8	-5.2%
<b>Total</b>	<b>70.7</b>	<b>81.6</b>	<b>84.8</b>	<b>20.0%</b>	<b>230.8</b>	<b>17.6%</b>

### 지역별 / By Region

(Unit: KRWbn, 십억원)

	Toxin & Filler					
	3Q22	2Q23	3Q23	YoY	YTD	YoY
<b>Domestic</b>	22.9	32.8	29.7	29.6%	85.4	14.1%
<b>International</b>	41.3	40.9	47.5	15.0%	122.7	19.4%
Asia Pacific	24.6	24.9	26.4	7.1%	68.6	14.6%
North & South America	7.3	5.1	11.3	53.4%	21.0	20.6%
EU & Others	9.3	10.9	9.8	6.1%	33.0	30.2%
<b>Total</b>	<b>64.2</b>	<b>73.8</b>	<b>77.2</b>	<b>20.2%</b>	<b>208.1</b>	<b>17.1%</b>

\*아시아 태평양: 중국, 태국, 호주 및 기타 아시아 국가 포함  
 유럽 및 기타: 유럽 및 기타 국가 포함  
 북남미: 브라질, 캐나다 및 기타 LATAM 국가 포함

\*Asia Pacific: including China, Thailand, Australia and other Asian countries  
 EU & Others: including EU and other international countries  
 North & South America: including Brazil, Canada, and other LATAM countries

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