

Leading Developer
Value Innovator

Dentium



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Dentium
For Dentists By Dentists





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Company Overview

- 01. Company Profile
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- 04. Dental Implant Market Competition Landscape

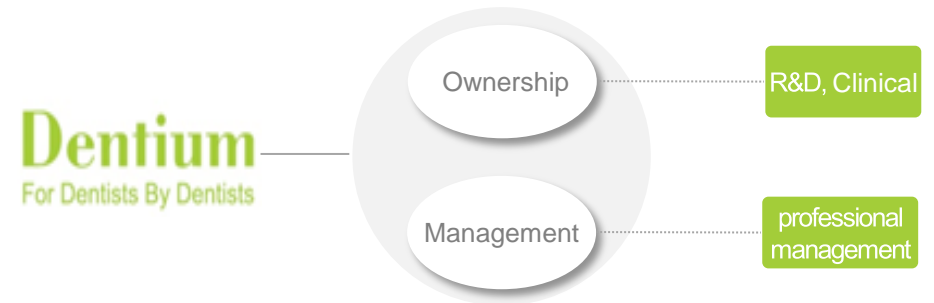


Clean Company with separate ownership & management

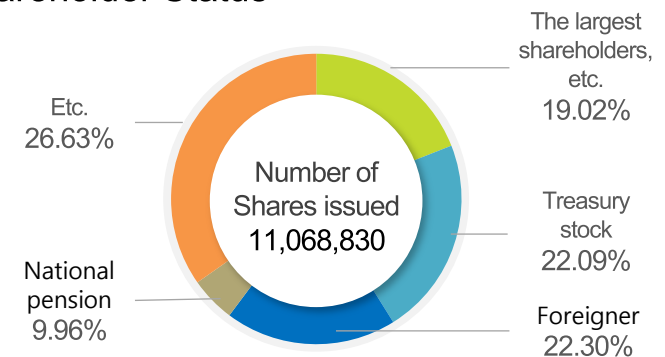
● General Information

Company Name	Dentium Co., Ltd.
Founded	June 7, 2000
Listed Date	March 15, 2017
CEO	Seung-Woo Seo
Capital Stock	KRW 6,184 million
Total Assets	KRW 709.7 billion
Sales	KRW 355.9 billion
Core Business	Production and sales of dental medical devices, etc. (Implant system, etc.)
HQ	Teheran-ro, Gangnam-gu, Seoul

● Governance structure



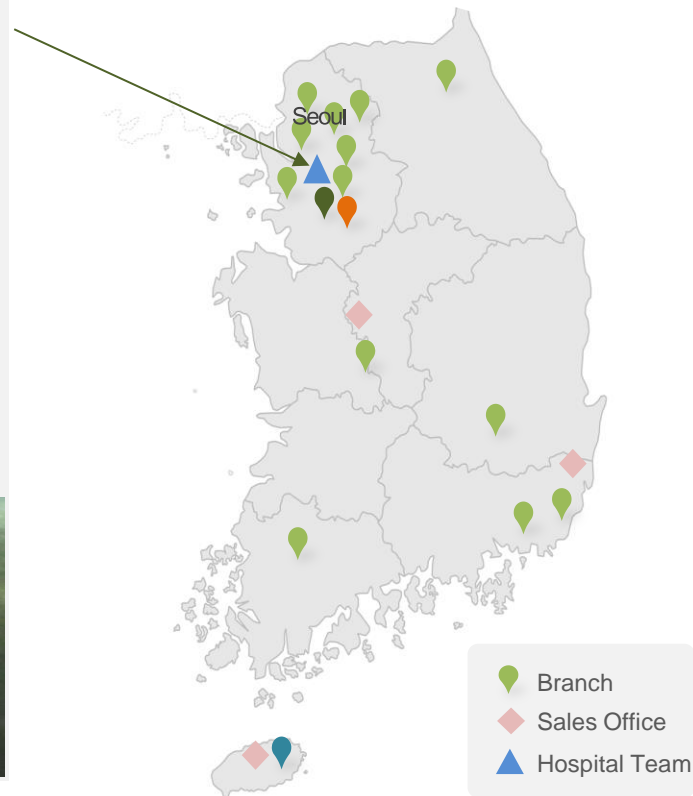
● Shareholder Status



- Headquarter : Production, Management, R&D
- Domestic Sales Network : 17 Branches, 2 Sales Offices, 1 Hospital Team

Headquarter Building / D-Factory

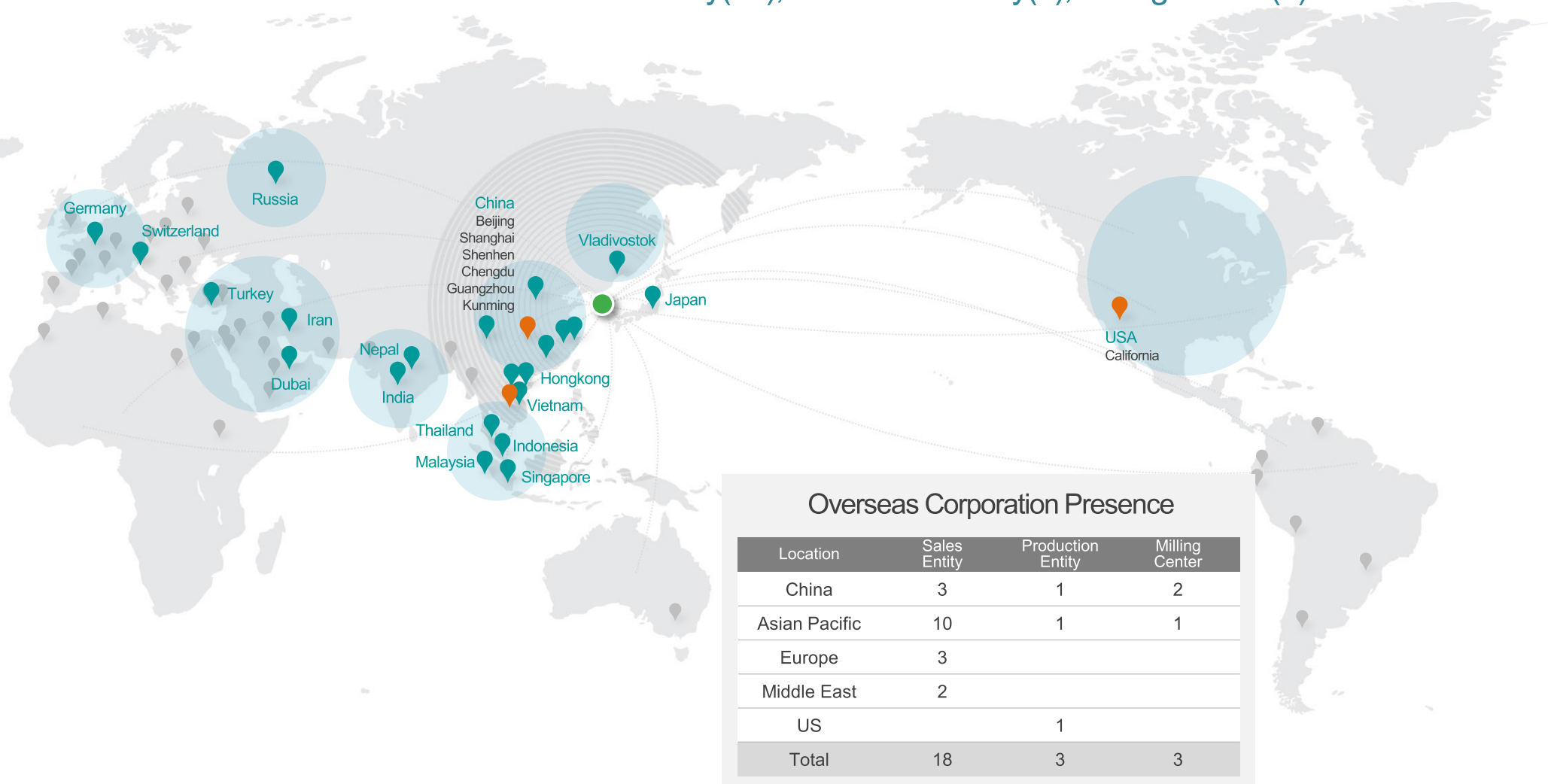
- Consolidation of implant manufacture & major business places
- Equipment development & manufacture of Digital Dentistry



Domestic Sales Network

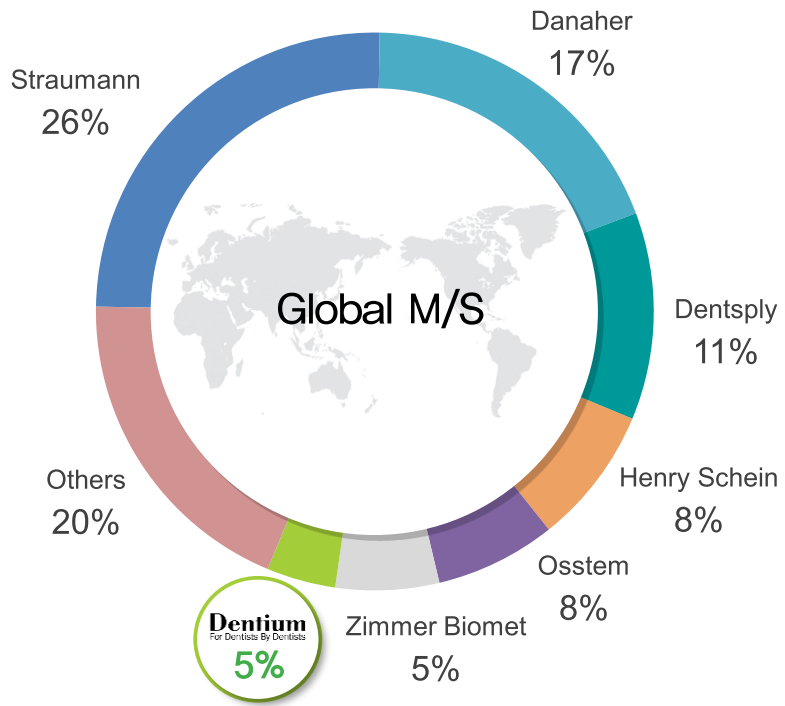
Location	Branch	Sales Office	Hospital Team
Seoul	4	-	1
Incheon/ Gyeonggi	5	-	-
Gangwon	1	-	-
Daejeon/ Chungcheong	2	-	-
Honam	1	1	-
Busan/ Gyeongnam	3	-	-
Gyeongbuk	1	-	-
Jeju	-	1	-
Total	17	2	1

Overseas Presence : Sales Entity(18), Production Entity(3), Milling Center(3)



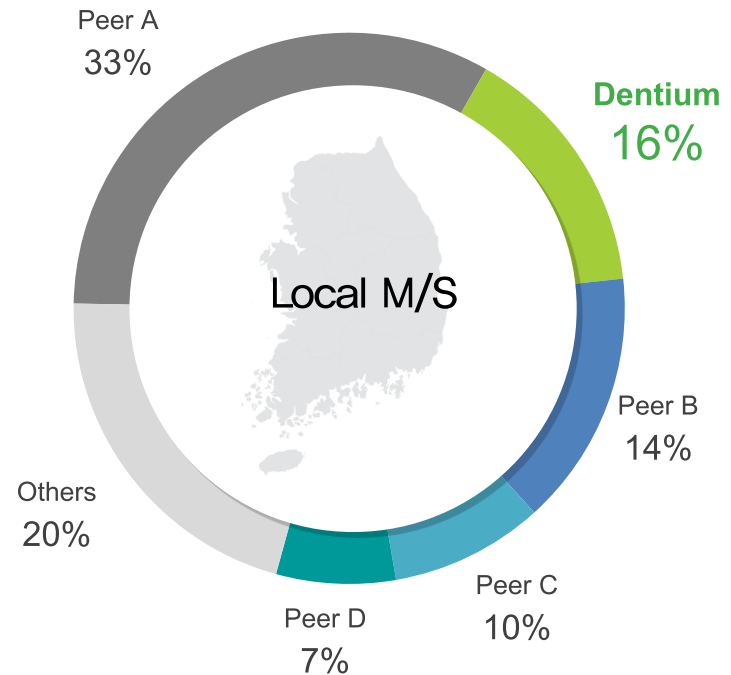
Formation of Oligopolistic Market dominated by competitive overseas/domestic major companies

● Global Dental Implant Market Share



Note : Dentium market share is calculated by inverting the revenue and the market share of Straumann
Source : Straumann

● Domestic Dental Implant Market Share



Note: Based on domestic dental implant sales / Dental implant revenue of private companies are estimated
Source: FSS DART



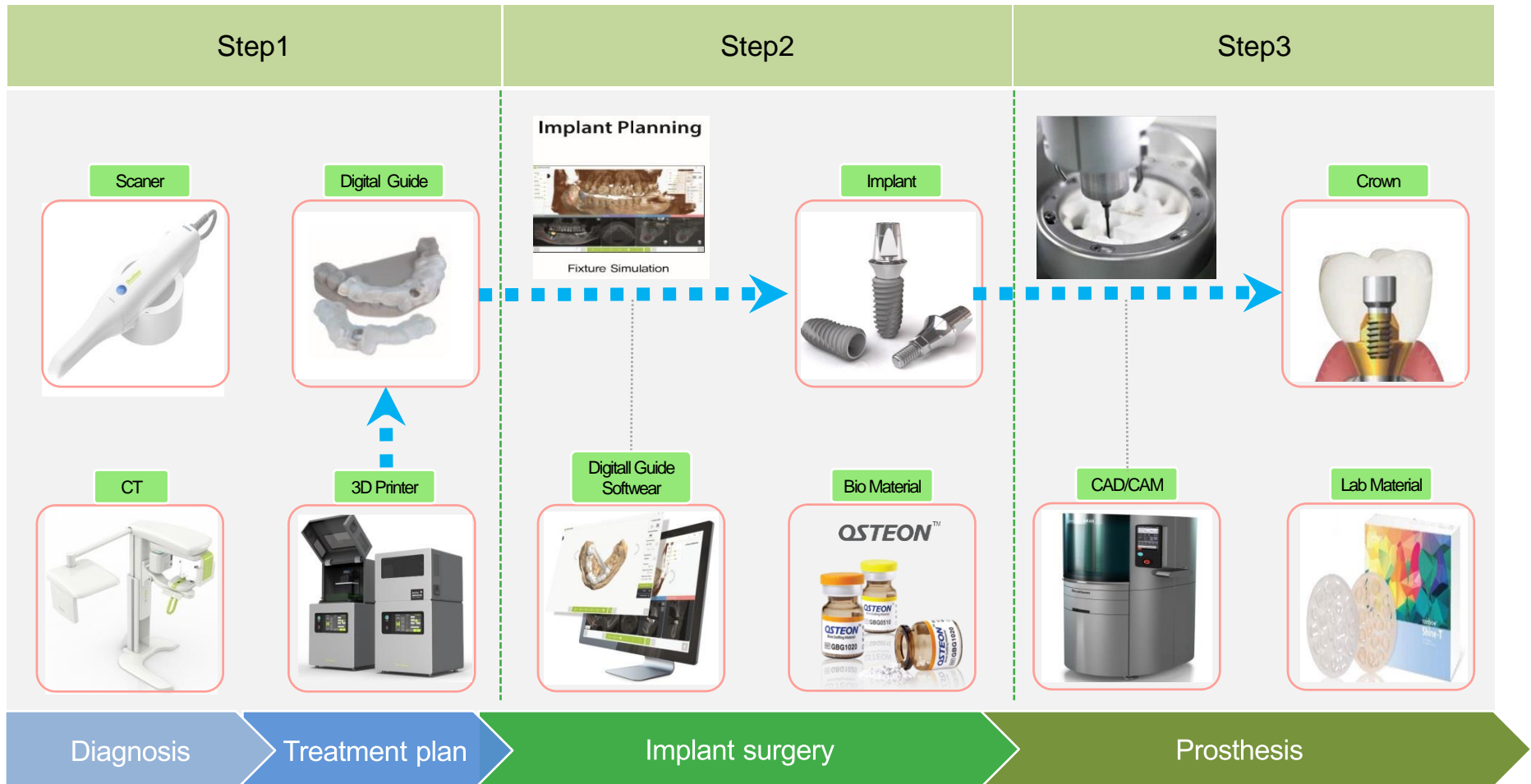
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Business Contents

- 01. Business Areas
- 02. Digital Implant
- 03. Digital Dentistry
- 04. Chair-side System
- 05. Implant Competitiveness
- 06. Digital Dentistry Competitiveness

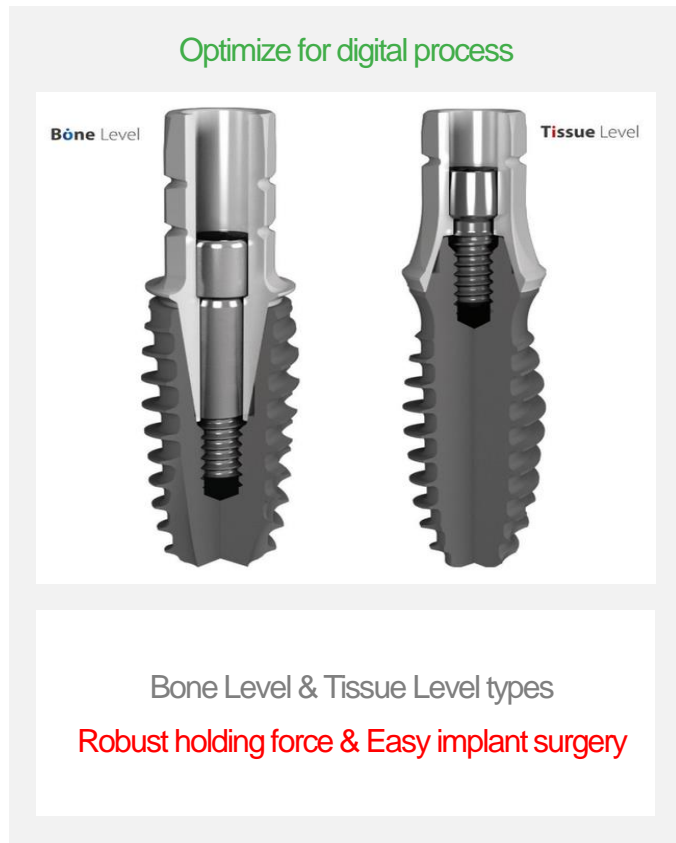


Total Digital Line-up deployment from diagnosis to prosthesis



Reflect on the latest trends based on **digital technology**

● bright implant



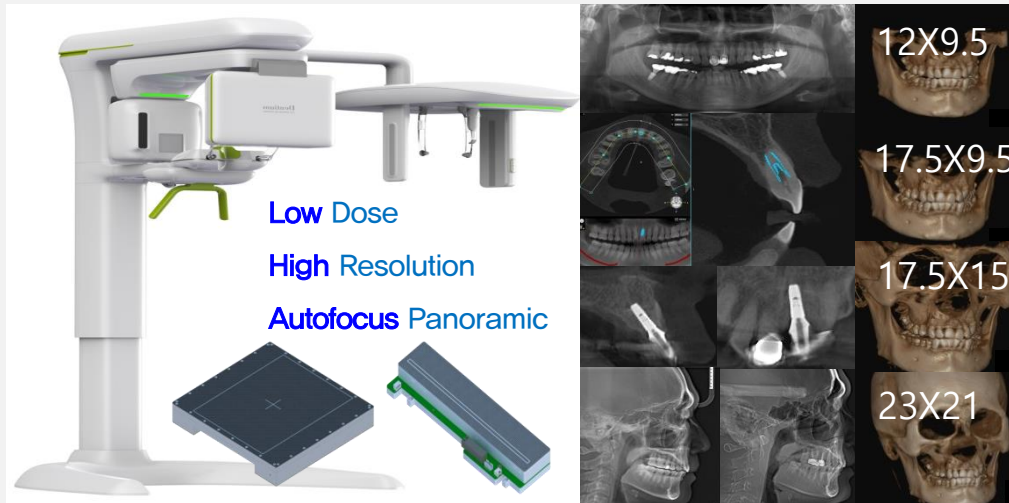
● Digital Guide SW



Expanding the market with **Digital Dentistry Solutions** other than implant

● bright CT

Excellent price competitiveness through self-development of detector

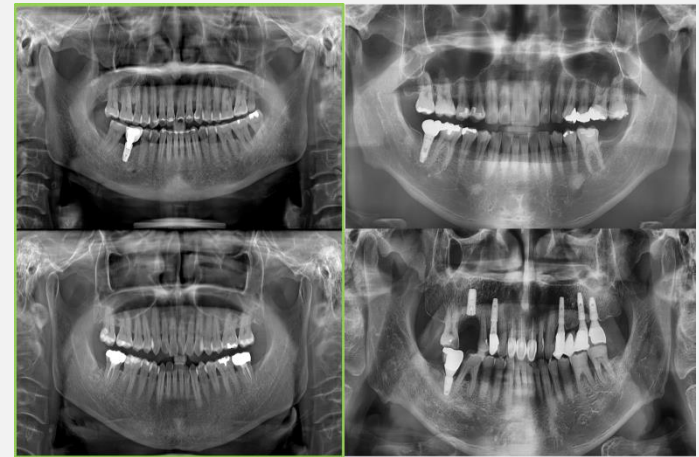


CBCT + Panorama + Cephalo 3 in 1 system

Implant simulation function

Orthodontic diagnosis & analysis function

High Resolution



Cephalometric S/W

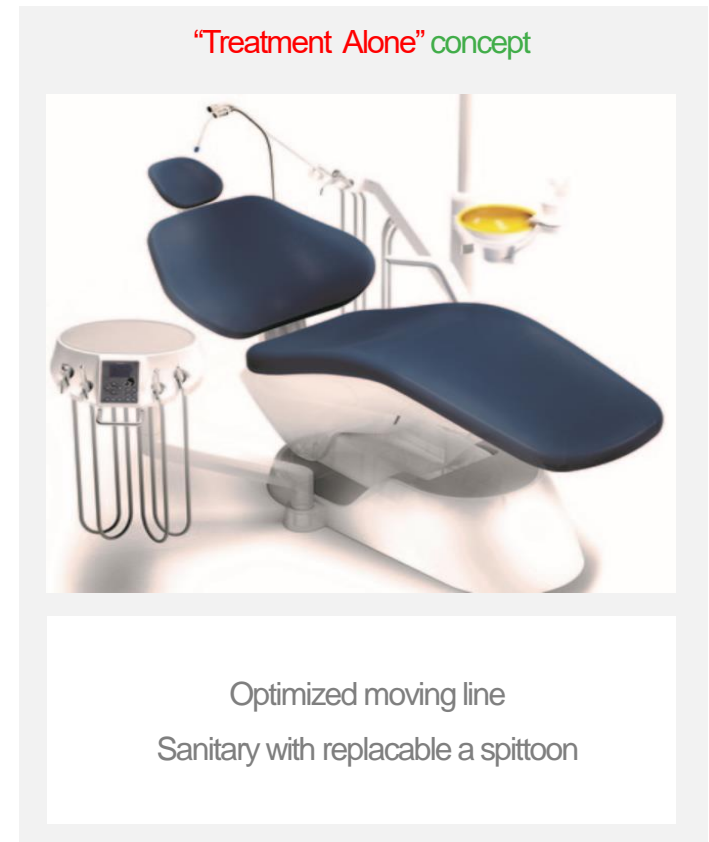


Enhance Chair-side system

● Chair-side system



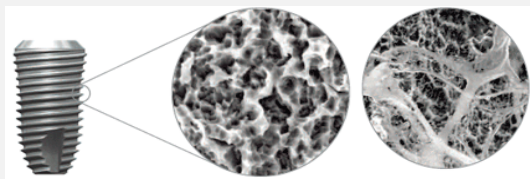
● bright Alone



Securing the competitiveness of implant with high technology & quality

1 | Technology

Developed the first surface treatment technology in Korea (S.L.A Surface)



2 | R&D

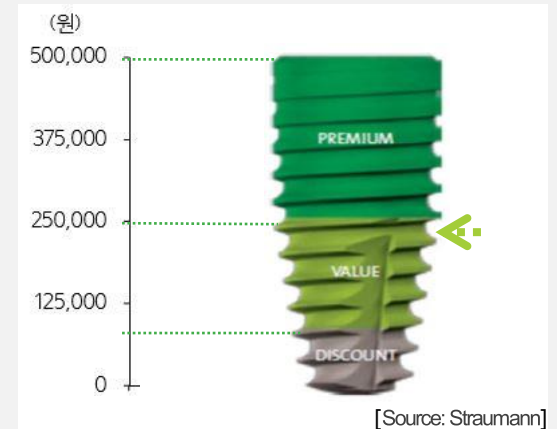
A sole domestic solution provider with 20yr proven clinical data



Trust-building by providing long-term clinical data

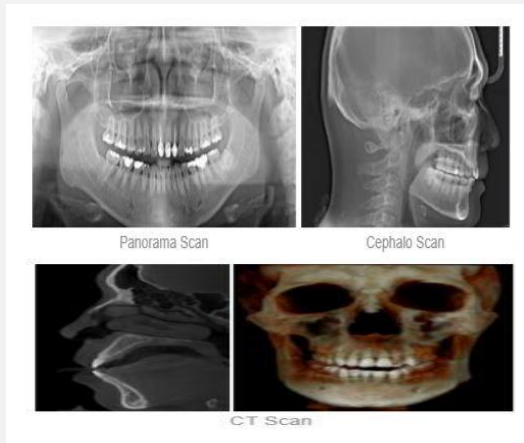
3 | Price

Value Segment Upper Price



Upper Price Positioning within Value Segment in overseas market

Sustainable growth prospects through **internalization of source technology**
1 | Technology

Securing source technology
 through self-development


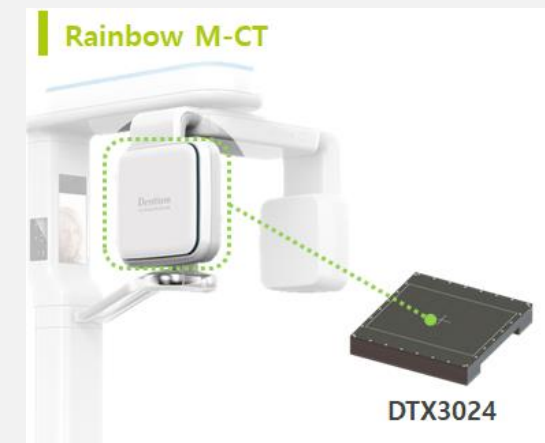
- Panorama + CBCT + Cephalo 3 in 1
- **Wide FOV** for orthodontic treatment
- Low Dose, High Resolution

2 | R&D

Conduct government research project


Using the 3D printer, **New implant**
system development

3 | Price

Cost reduction through self-development


Detector self-development
 & Mass production



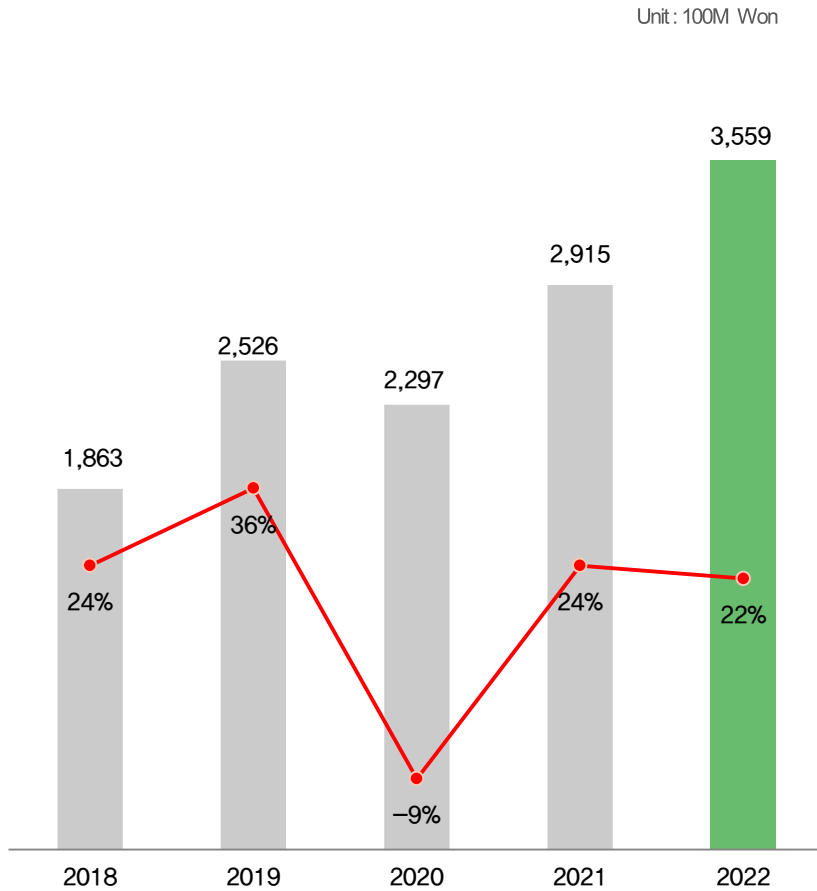
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Business Performance & Future Plans

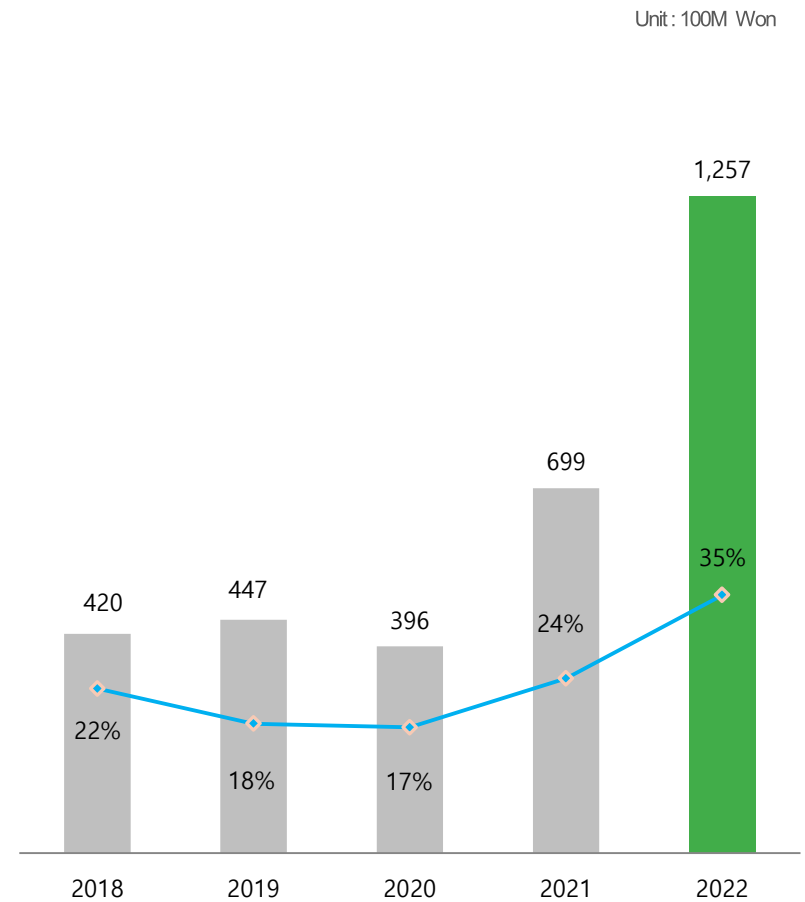
01. Business Performance
02. High Growth Potential
03. Growth Strategies
04. Overseas Manufacturing Facilities
05. Growth Roadmap

Continued growth in sales and top-line profitability

● Sales

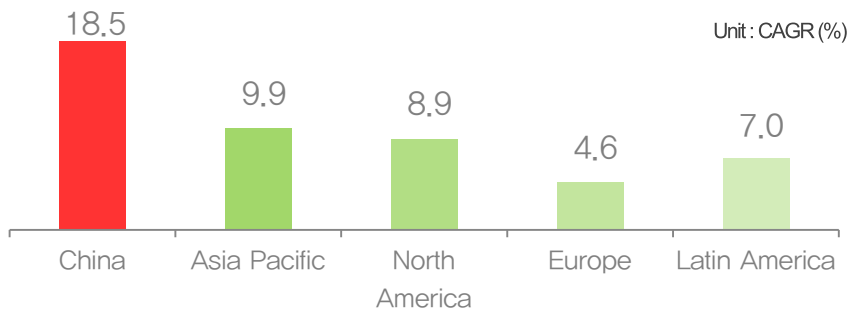
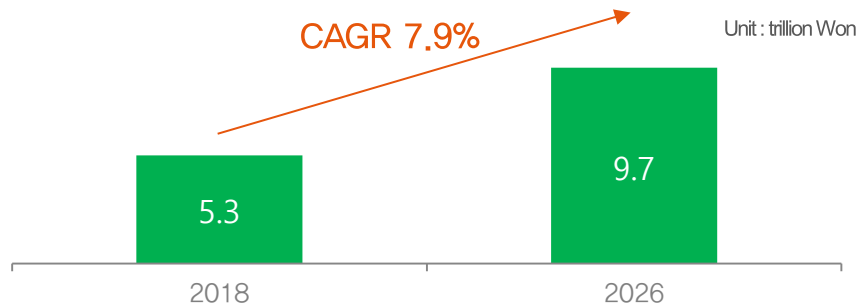


● Operating Profit



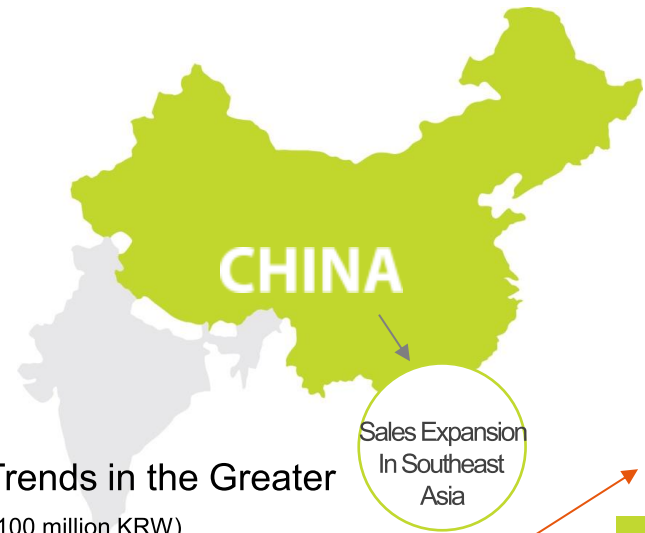
M/S Expansion In The Rapidly Growing China Market

● Fast-growing China market

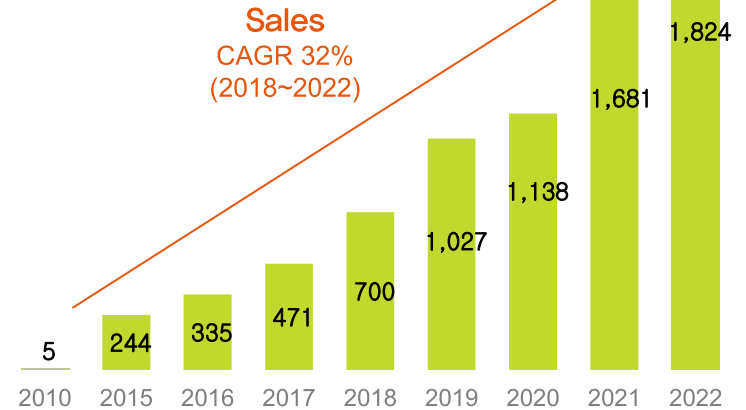


Source : MRG, Reports and Data (2019)

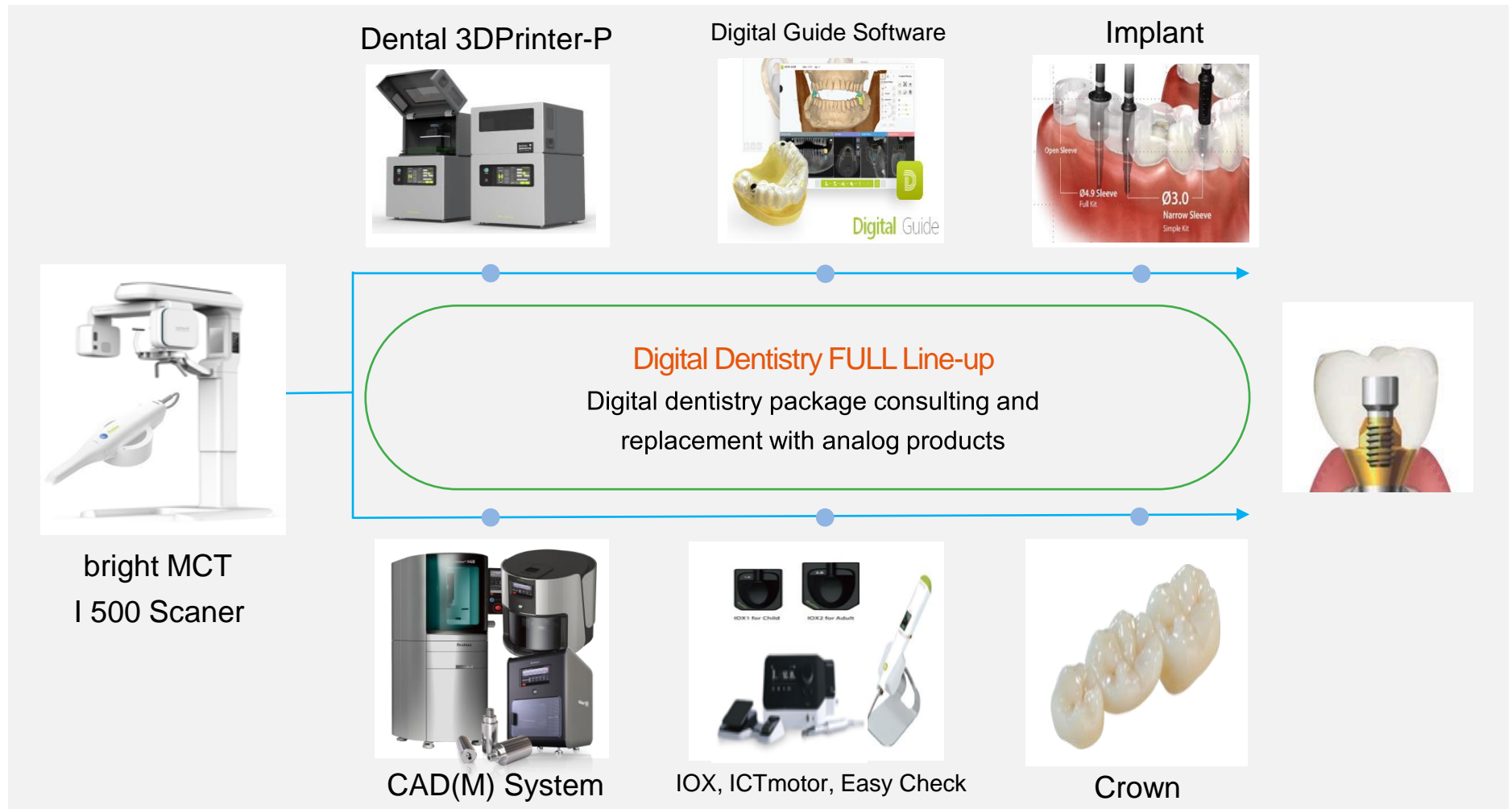
Preoccupancy in emerging markets



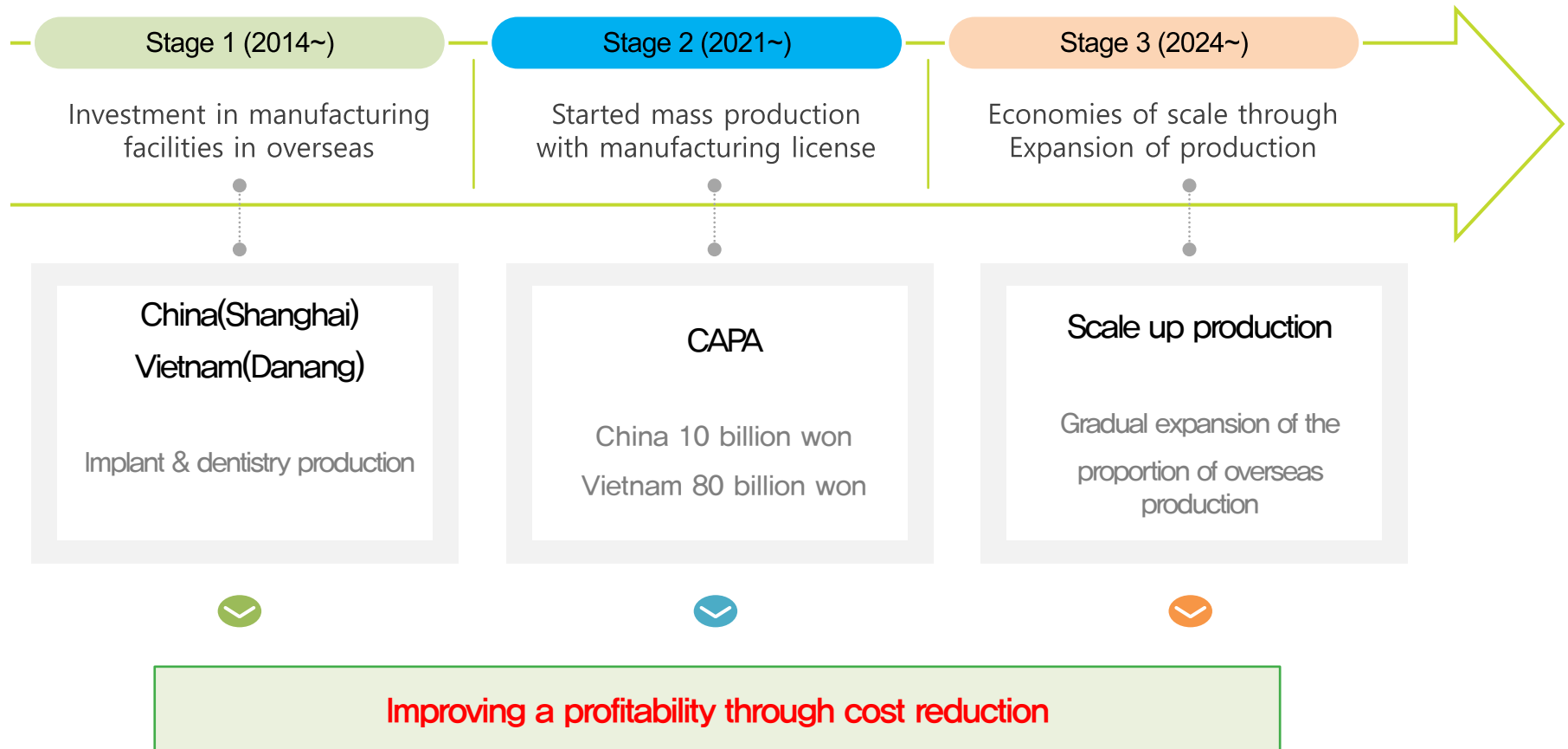
Sales Trends in the Greater China (100 million KRW)



Increase sales and profitability by providing **Digital Dentistry Package**



Reduced manufacturing cost through production efficiency and economies of scale



Ensure Sustainable Business Growth through Continued New Product Releases and Entry into New Overseas Markets

Mid/Long term Business strategies

Target

2028~2030
Phase 3

Dental solution provider by expanding
Sales in advanced markets



Global Top 3

2025~2027
Phase 2

Economies of scale through vertical
integration of global production systems



Sales growth rate
20% annual growth

2022~2024
Phase 1

Increase sales by providing
Digital Dentistry Line-up



Sales : 500 billion Won



Appendix

01. Summary of Consolidated Financial Statements



● Statement of Financial Position

Unit: KRW mn

Account	2023.3Q	2022	2021	2020
Current Assets	337,149	303,705	240,285	195,275
Non-current Assets	395,080	370,879	329,918	314,961
Total Assets	732,229	674,584	570,203	510,236
Current Liabilities	241,984	229,276	180,229	193,288
Non-current Liabilities	56,524	72,144	98,875	88,347
Total Liabilities	298,508	301,420	279,104	281,635
Paid-in Capital	6,184	6,184	6,184	6,184
Capital Surplus	30,226	30,226	30,226	30,241
Retained Earnings	390,416	331,416	247,733	194,968
Other Capital Components	6,634	6,055	7,697	-2,100
Non-Controlling Interest	-741	-717	-742	-693
Shareholders' Equity	433,721	373,164	291,098	228,601

● Statement of Comprehensive Income

Unit: KRW mn

Account	2023.3Q	2022.3Q	2022	2021
Revenue	268,976	261,853	355,866	291,530
COGS	79,587	80,776	95,190	98,376
Gross Profit	189,389	181,077	260,676	193,154
SG&A	105,410	91,761	134,973	123,271
Operating Income	83,979	89,315	125,703	69,883
Non-operating Incomes	1,520	1,885	2,889	3,944
Non-operating Expenses	1,682	2,134	3,081	3,753
Finance Income	10,447	25,950	13,938	15,589
Finance Expenses	11,437	14,750	21,053	10,945
EBT	82,827	100,265	118,395	74,718
Tax	20,277	23,838	32,251	19,218
Net Income	62,550	76,427	86,144	55,499