



IR Materials

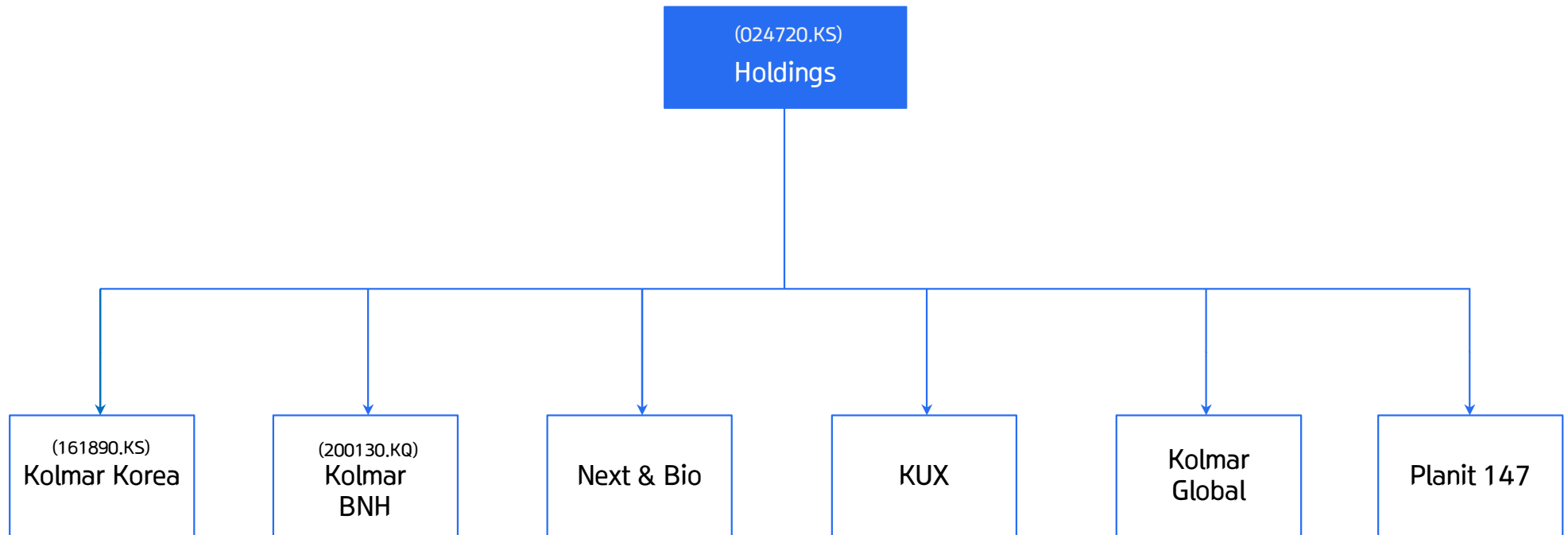
US NDR 23 ~ 26, JAN



- As a note, it is suggested to use this material only as a reference. The information has been prepared in advance, prior to being checked by outside auditors, is solely for the convenience of investors of Kolmar Korea Co., Ltd. (the “Company”), and is subject to change in the process of final review by external auditors.
- It contains information and data that are subject to change without prior notice due to uncertainties, changes in the organizational structure, redefinition of accounting policies, *etc.*, and may cause the actual results to differ from those stated or implied in this material.
- The information contained herein should not be utilized for any legal purposes in regards 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 herein.

1. Kolmar's Profile
2. Business Summary
3. Market Trends
4. Kolmar's Strategy

» Kolmar Group Governance Structure

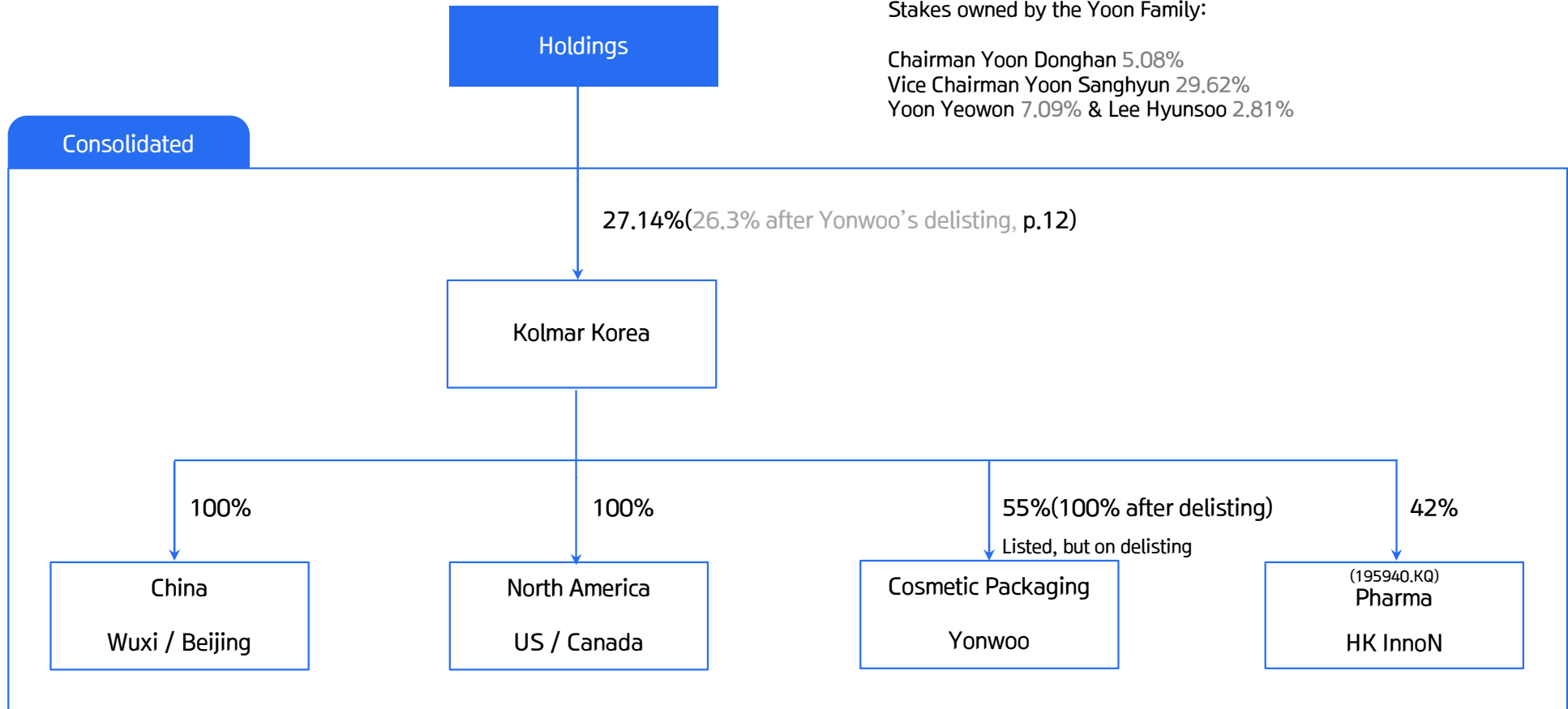


» Kolmar Korea & Subsidiaries

Family Sum of 44.81% in Kolmar Holdings

Stakes owned by the Yoon Family:

Chairman Yoon Donghan 5.08%
 Vice Chairman Yoon Sanghyun 29.62%
 Yoon Yeowon 7.09% & Lee Hyunsoo 2.81%



» Kolmar Profile

Summary of Income Statement

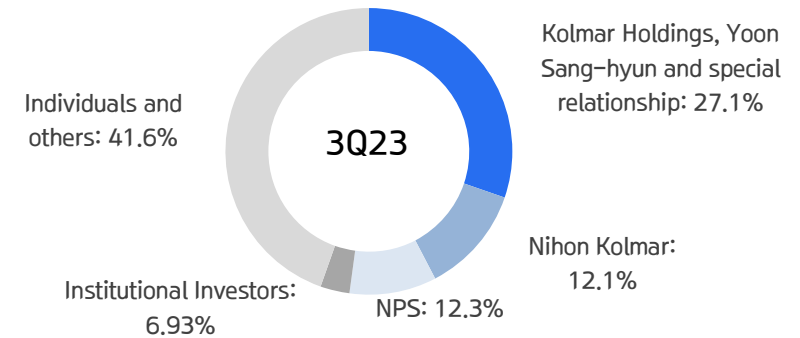
3Q23 Consolidated
Sales KRW1,604 b
Operating profit KRW99b

3Q23 Separate
Sales KRW642b
Operating profit KRW61b

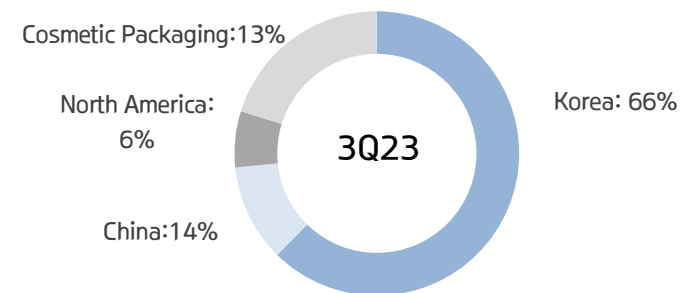
Cosmetics Account for 62% of Consolidated Sales

Korea	China Wuxi / Beijing	North America US / Canada	Cosmetic Packaging
-------	----------------------------	------------------------------------	-----------------------

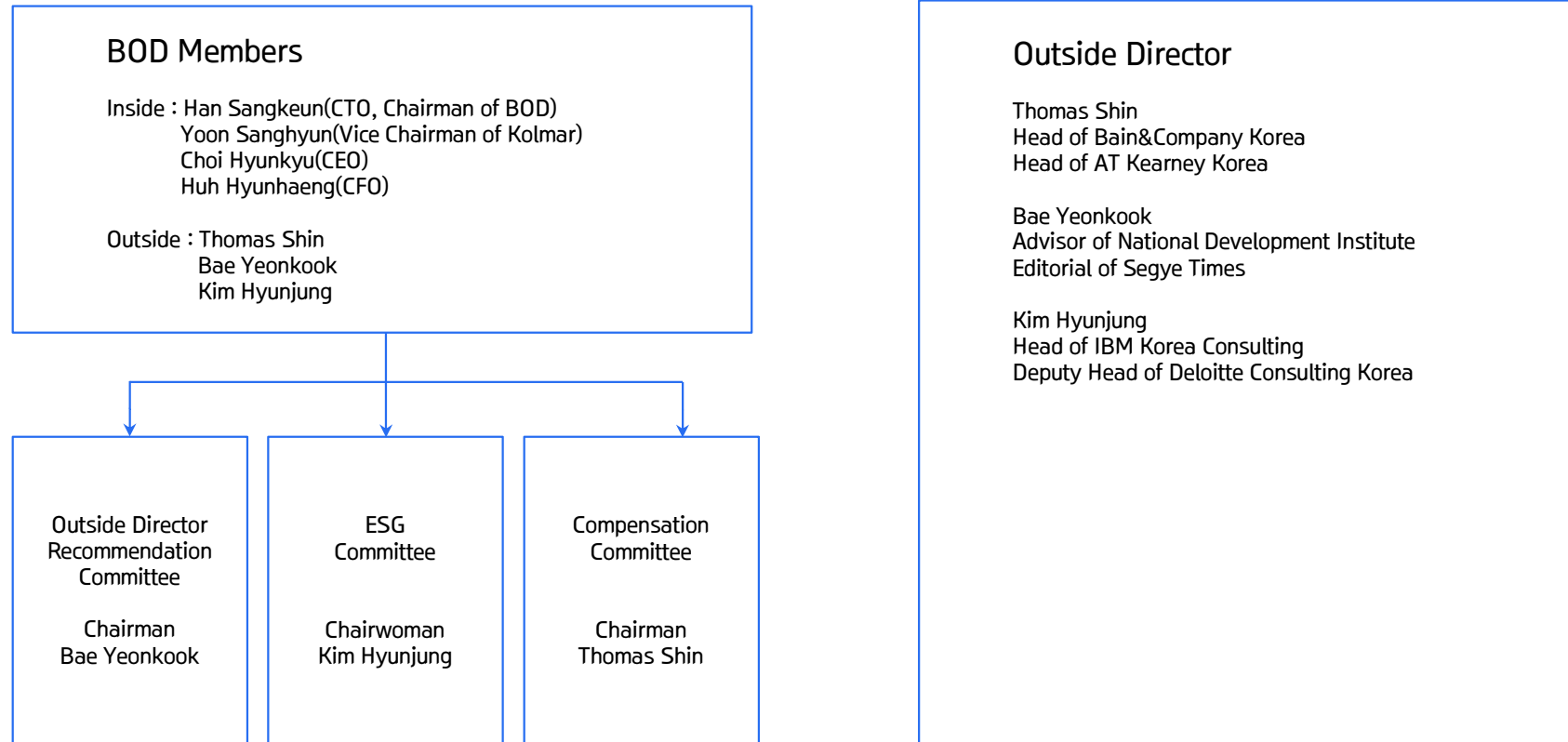
Share Distribution



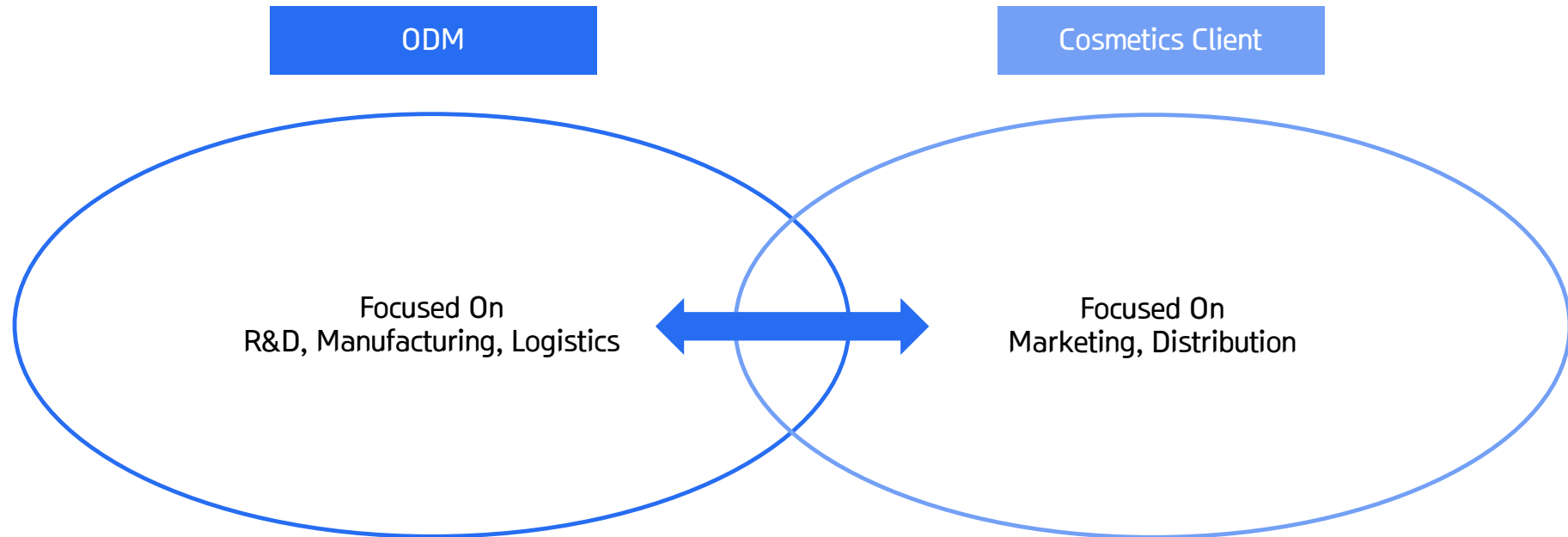
Composition of Cosmetics Sales



» Kolmar BOD & Committee



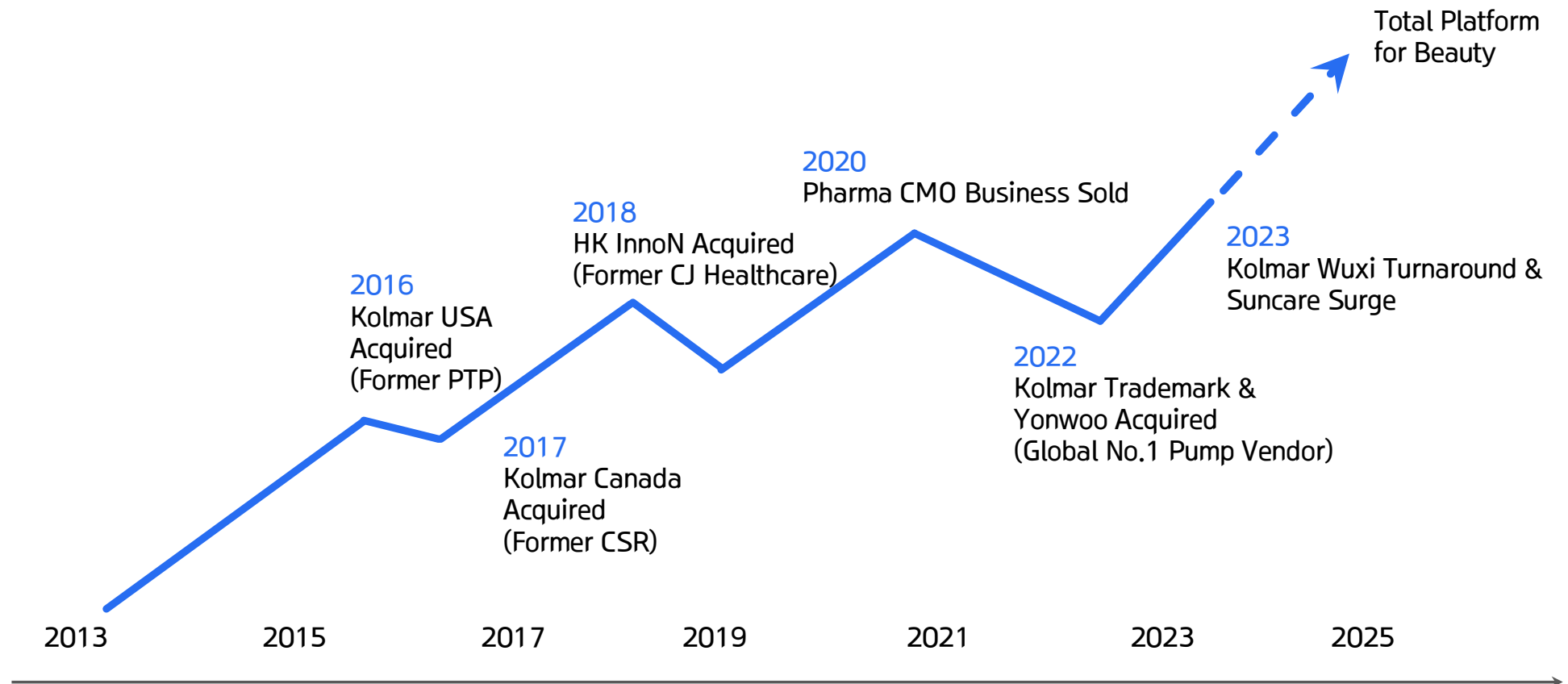
» Kolmar ODM Business Model



IP is the key difference between ODM and OEM

1. Kolmar's Profile
- 2. Business Summary**
3. Market Trends
4. Kolmar's Strategy

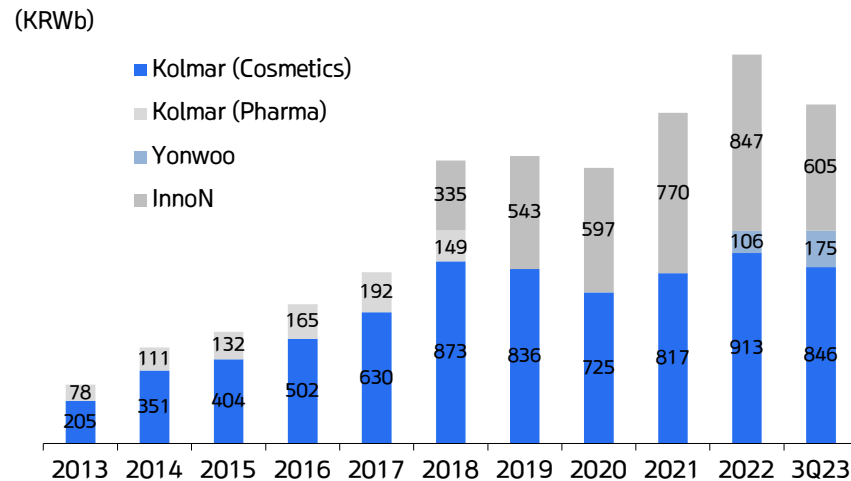
» Business Summary – Growth History



» Business Summary – Annual Sales and Total Assets

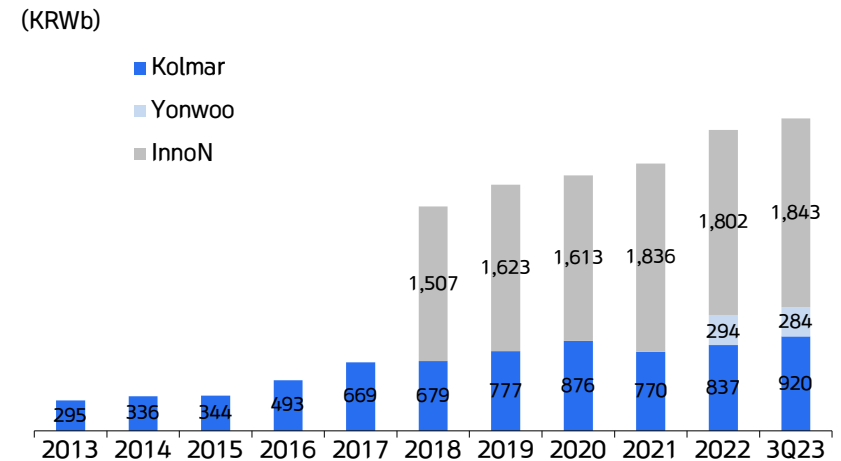
- In 3Q23, Kolmar Korea’s consolidated sales of KRW1,604b, an operating profit of KRW99b, and total assets of KRW3,046b
- Its sales over the last 9 years have grown at a CAGR of 23.3%, and its total assets have expanded at a CAGR of 29.1%
- Yonwoo’s earnings started being booked in Kolmar’s consolidated revenue in 3Q22, and 2023 will mark the first full fiscal year that its results are reflected in Kolmar’s consolidated earnings

Sales (KRWb)



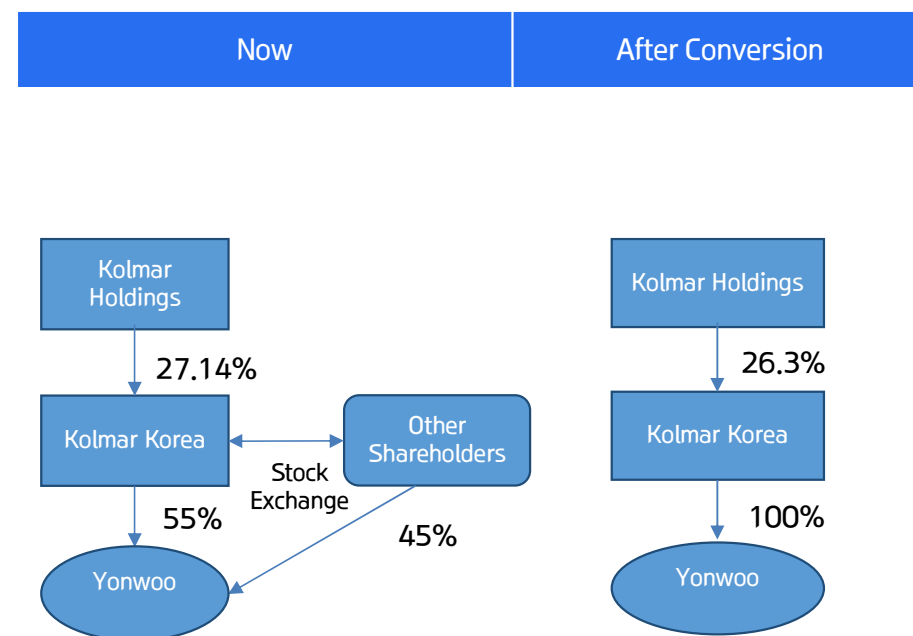
Source : Kolmar Korea

Total Assets (KRWb)



Yonwoo's Conversion for 100% owned Subsidiary

Event	Kolmar Korea	Yonwoo	Detail
Calling Board Member	11, OCT(WED) – done		7 Days before Board Meeting
Board Resolution	19, OCT(THU) – done		Securities Registration
Record Date for Shareholders	3, NOV(FRI) – done		
Written Objection Notification	17, NOV(FRI) – done	N/A	
Shareholder's Meeting	N/A	18, DEC(MON) – done	Board Meeting for Kolmar Korea
D-day for Opposing Shareholders to Request Purchase	N/A	8, JAN(MON) – done	
Trading Suspension	N/A	8, FEB (THU)	
Stock Exchange	14, FEB (WED)		
Listing day of New Stock	6, MAR (WED)		



» Appendix – Consolidated Financial Statement

· Income Statement

Account	3Q22	3Q23	YoY
Sales	4,735	5,164	9.1%
COGS	3,529	3,751	6.3%
Gross Profit	1,207	1,413	17.1%
SG&A	1,026	1,103	7.5%
Personal Expense	298	379	27.4%
Commissions	212	178	-16.2%
ETC	516	545	5.8%
Operating Profit	181	310	71.5%
Gains on Finance	232	59	-74.3%
Losses on Finance	195	117	-40.3%
Other Gains	6	21	279.0%
Other Losses	17	11	-38.0%
Tax	145	71	-51.0%
Net Income	65	198	203.9%
Control shareholder	8	115	1,348.1%

· Balance Sheet

(KRW 100mn)

Account	3Q22	3Q23	YoY
Asset	29,708	30,461	2.5%
Current Asset	8,641	8,854	2.5%
Non-Current Asset	21,067	21,607	2.6%
Liabilities	14,611	15,224	4.2%
Current Liabilities	7,869	10,774	36.9%
Non-Current Liabilities	6,743	4,450	-34.0%
Shareholder's Equity	15,096	15,237	0.9%
Capital	114	114	0%
Capital Reserve	2,640	2,623	-0.6%

» Appendix – Separate Financial Statement

· Income Statement

Account	3Q22	3Q23	YoY
Sales	1,755	1,861	6.0%
COGS	1,511	1,587	5.0%
Gross Profit	244	274	12.3%
SG&A	140	143	2.3%
Personal Expense	42	53	51.6%
Commissions	54	42	-23.1%
ETC	44	49	11.4%
Operating Profit	104	131	25.7%
Gains on Finance	144	35	-75.4%
Losses on Finance	36	42	14.8%
Other Gains	1	2	280.2%
Other Losses	15	8	-46.3%
Tax	103	27	-73.5%
Net Income	94	91	-3.1%

· Balance Sheet

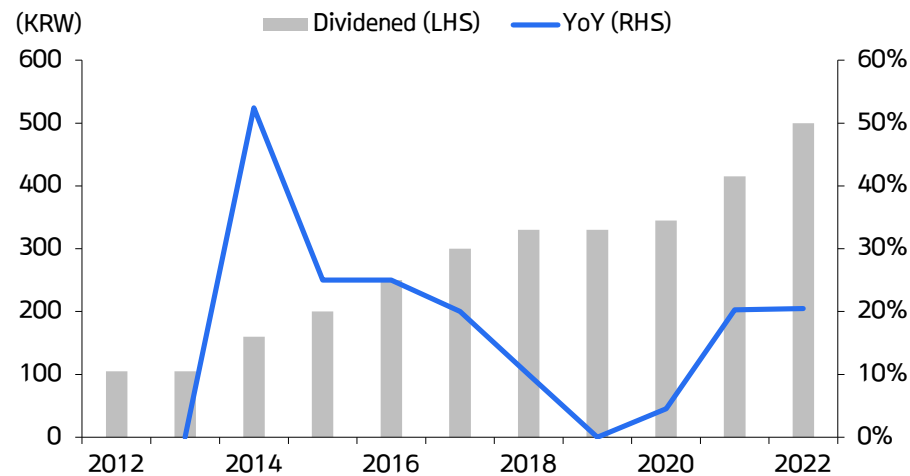
(KRW 100mn)

Account	3Q22	3Q23	YoY
Asset	12,602	12,349	2.4%
Current Asset	2,410	2,431	0.9%
Non-Current Asset	9,651	9,918	2.8%
Liabilities	5,504	5,996	8.9%
Current Liabilities	2,114	4,048	91.5%
Non-Current Liabilities	3,390	1,948	-42.5%
Shareholder's Equity	6,558	6,353	-3.1%
Capital	114	114	0%
Capital Reserve	2,303	2,303	0%

» Business Summary – Dividends

- Kolmar Korea has consistently increased its dividends for 11 consecutive years without any decrease
- It paid a DPS of KRW500 in 2022, and maintains a policy of increasing its dividend payouts
- Its 2022 dividend yield (1.08%) is similar to that paid out by leading companies (Amorepacific: 0.97%; LG H&H: 1.22%)

Kolmar's DPS



Source : Kolmar Korea

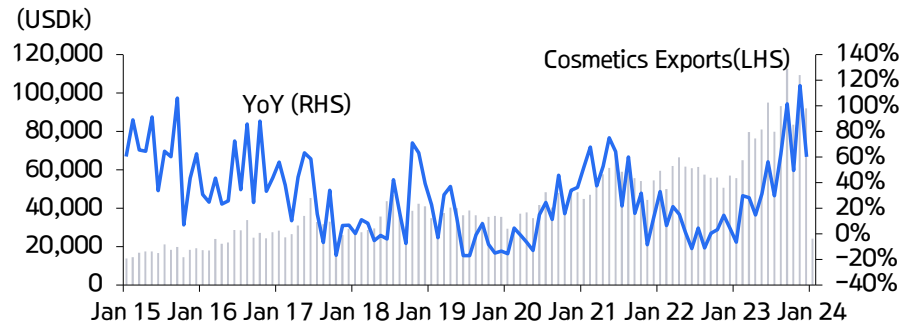
Cosmetics Companies: Dividend Trends (KRW)

Company	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Face Value
Kolmar Korea	105	105	160	200	250	300	330	330	345	415	500	500
Dividend Growth (YoY)		0.0%	52.4%	25.0%	25.0%	20.0%	10.0%	0.0%	4.5%	20.3%	20.5%	
Dividend Yield	1.24%	0.67%	0.78%	1.07%	1.18%	1.35%	1.54%	1.64%	1.57%	1.19%	1.08%	
Payout Ratio	12.5%	24.5%	22.4%	16.6%	15.5%	11.6%	12.6%	13.7%	13.6%	10.4%	10.9%	
Amorepacific	650	650	900	1,350	1,580	1,280	1,180	1,000	800	980	680	500
LG H&H	3,750	3,750	4,000	5,500	7,500	9,000	9,250	11,000	11,000	12,000	4,000	5,000
Cosmax			476	667	979	294	587	881	0	550	0	500
C&C International		0	0	0	267	267	200	240	261	0	0	100

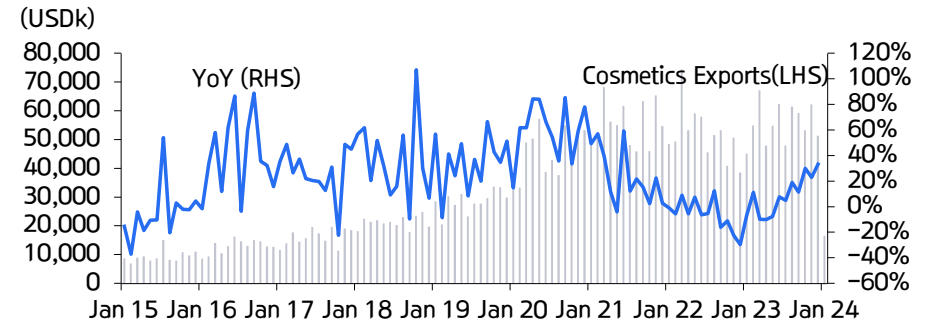
1. Kolmar's Profile
2. Business Summary
- 3. Market Trends**
4. Kolmar's Strategy

Market Trends – Market Size US 101b, CN 73b, JP 46b, KR 14b

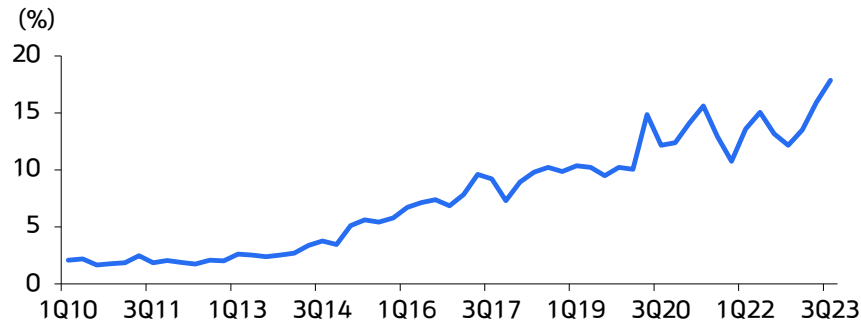
Korea Cosmetics Exports to US



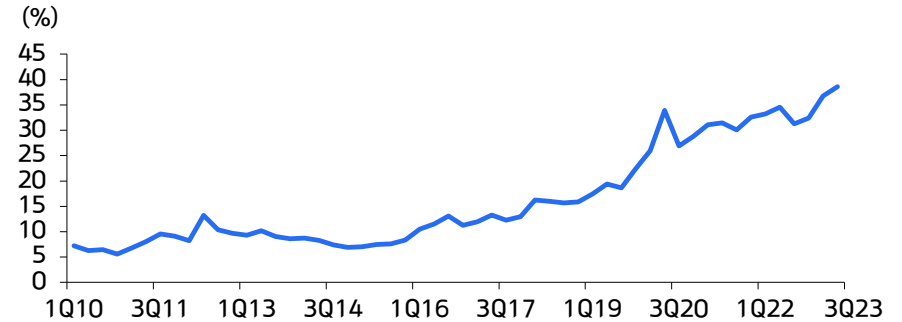
Korea Cosmetics Exports to Japan



Korea Cosmetics Share in US Imports – Korea 18%, No.1



Korea Cosmetics Share in Japan Imports – Korea 37%, No.1

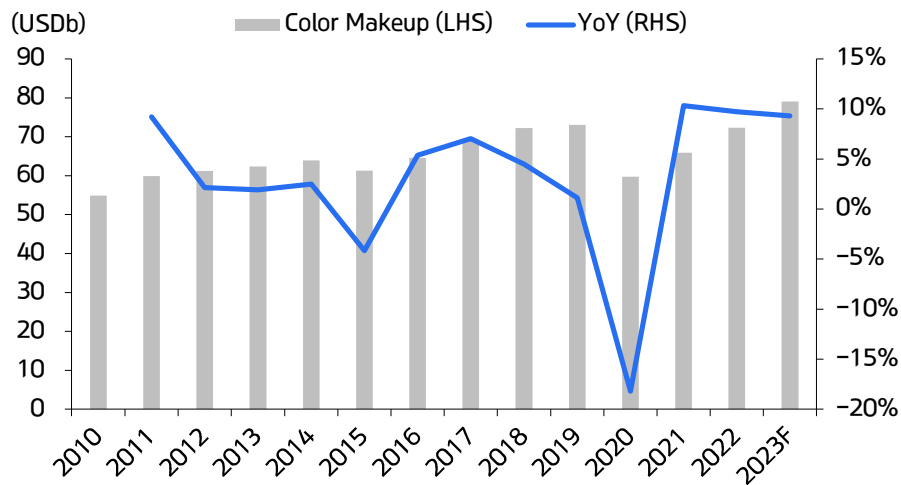


Source : TRASS, KITA, Hana Securities, Merits Securities, Kolmar Korea

» Market Trends – Color Makeup Trend

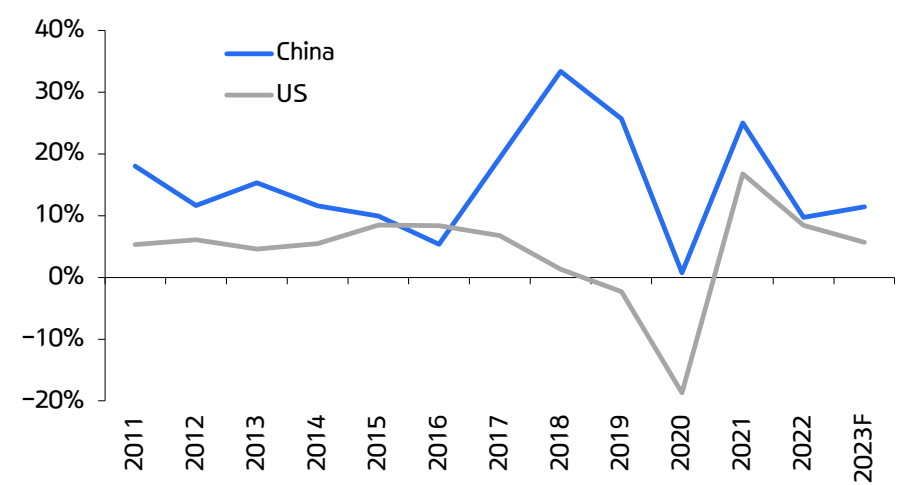
- Makeup sales declined in 2020 due to COVID-19, but the sales growth trend re-emerged in 2021
- While the US leads trends in the makeup market, the Chinese market stands out in terms of growth potential
- Strengthening efforts to win a larger slice of the makeup market, focusing on lip tints, base makeup with functions, & hybrid products

Sales of Color Makeup Market Rebound in 2021



Source : Euromonitor, Kolmar Korea

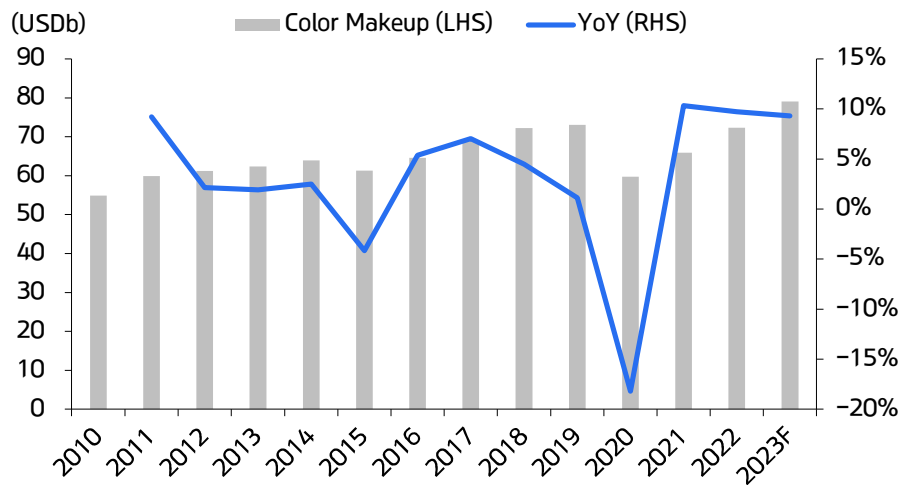
Color Makeup: Sales Growth in US and China



» Market Trends – Color Makeup Trend

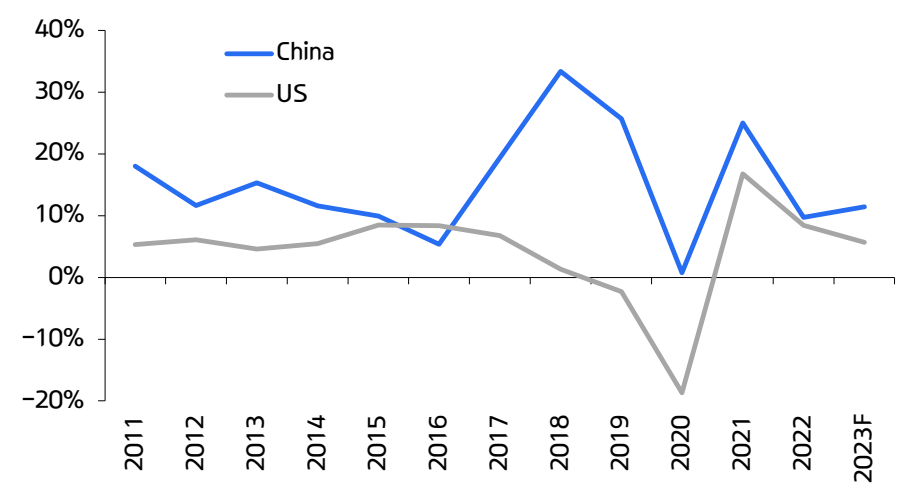
- Makeup sales declined in 2020 due to COVID-19, but the sales growth trend re-emerged in 2021
- While the US leads trends in the makeup market, the Chinese market stands out in terms of growth potential
- Strengthening efforts to win a larger slice of the makeup market, focusing on lip tints, base makeup with functions, & hybrid products

Sales of Color Makeup Market Rebound in 2021



Source : Euromonitor, Kolmar Korea

Color Makeup: Sales Growth in US and China

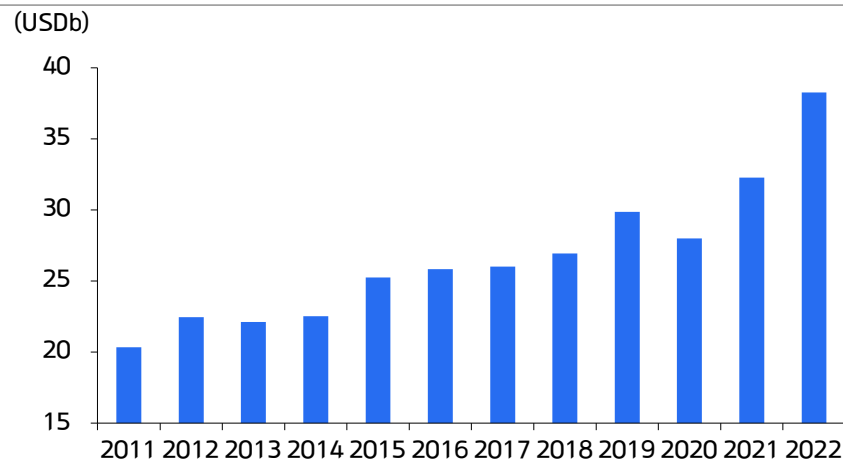


➤ Market Trends – Indie Brands Gaining Popularity

Market Share of L'Oréal Legacy Brands

	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
L'Oréal Paris	2.8%	2.8%	2.8%	2.8%	2.7%	2.7%	2.6%	2.6%	2.6%	2.7%	2.7%	2.7%
Maybelline New York (L'Oréal Group)	0.9%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	0.8%	0.8%	0.8%
Lancôme (L'Oréal Group)	0.9%	0.9%	0.9%	0.9%	1.0%	1.0%	1.0%	1.1%	1.2%	1.2%	1.3%	1.3%
Garnier (L'Oréal Group)	1.5%	1.4%	1.4%	1.4%	1.3%	1.3%	1.3%	1.2%	1.2%	1.2%	1.2%	1.2%
Sum	6.1%	6.0%	6.2%	6.1%	6.0%	6.0%	5.9%	5.9%	5.9%	5.9%	6.0%	6.0%

L'Oréal Sales (Consolidated)



Source : L'Oréal, Euromonitor, Kolmar Korea

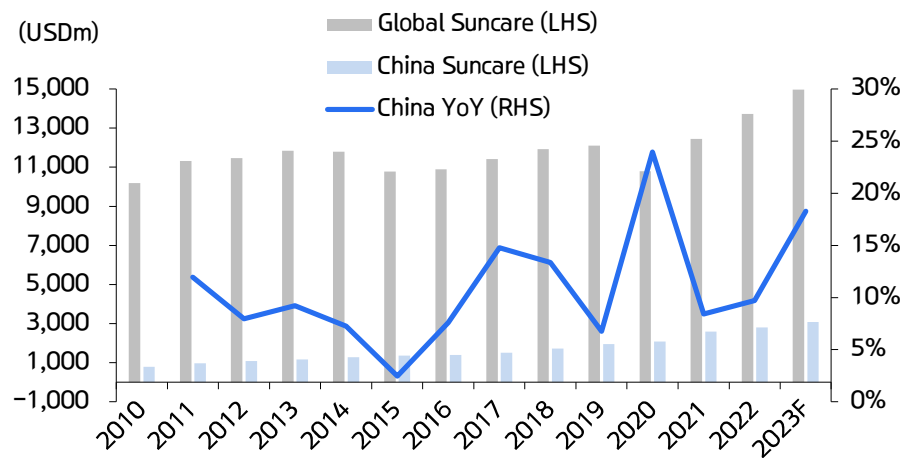
L'Oréal Group's Acquisitions

2011	IT Cosmetics	2018	Thermes de Saint-Gervais-les-Bains
2017	CeraVe	2018	Logocos Naturkosmetik AG
2018	Modiface	2019	Carol's Daughter
2018	Magic Holdings/MissFresh	2020	Takami Co
2018	Pulp Riot	2021	Thayers Natural Remedies
2018	Stylenanda	2023	Aesop

» Market Trends – Suncare Growth

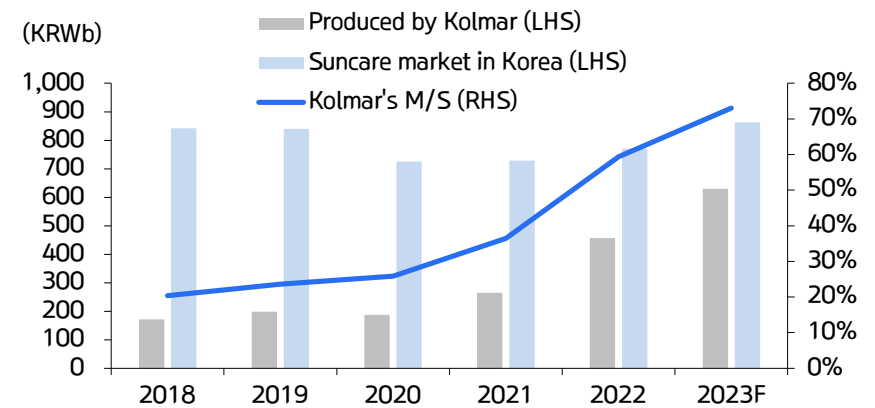
- The Suncare category is relatively small in absolute terms, but its growth potential stands out
- Kolmar possesses overwhelming competitiveness in the field thanks to its liquid foundation synthesis technology
- 2Q23, Kolmar's products captured almost 73% (estimated) of the sun care market in Korea

Global Suncare Market and Growth in China



Source : Euromonitor, Kolmar Korea

Korean Suncare Market and Kolmar's Penetration



1. Kolmar's Profile
2. Business Summary
3. Market Trends
4. **Kolmar's Strategy**

» Kolmar's Strategy – Brand Shift in China

Double Eleven Pre-Sales on Tmall(2023)

	Skin Care	Make Up
1	Proya	Timage
2	L'Oréal	YSL
3	Lancôme	Nars
4	Estee Lauder	Estee Lauder
5	Skinceuticals	CPB
6	Olay	Make up forever
7	Winona	3CE
8	Guerlain	MAC
9	LA MER	Lancôme
10	HR	Maogeping
11	Clarins	Giorgio Armani
12	Laroche Posay	Givenchy
13	Comfy	L'Oréal
14	Kiehl	Flower Knows
15	Shiseido	Florasis
16	YSL	Tom Mark
17	Chando	CT
18	Amiro	Bobbi Brown
19	CPB	Shu-uemura
20	SK-II	Guerlain

Source : Third party Data, Kolmar Korea

Suncare Market Share by Brand in China Online Channel(1H23)

	Brand	Nationality	Retail Revenue	Shipment
1	Mistine	蜜丝婷	Thailand	10.2%
2	Anessa	安热沙	Japan	8.7%
3	Lancôme	兰蔻	France	6.9%
4	Shiseido	资生堂	Japan	4.8%
5	Meiking	美康粉黛	China	2.7%
6	L'Oréal Paris	欧莱雅	France	2.5%
7	Winona	薇诺娜	China	2.3%
8	Florasis	花西子	China	2.2%
9	CPB	肌肤之钥	Japan	2.2%
10	Decorte	黛珂	Japan	1.9%

Tmall Suncare Sales Volume TOP 10(DEC 23)

	Brand	Nationality	Price (CNY)	Sales Unit	SNS Follower	Function
1	Mistine(Cream)	Thailand	69	40k	4.3m	Non-sticky
2	Unny Club	China	69	20k	3.5m	Non-sticky, Continuity
3	Winona	China	188	20k	15.5m	Cleansing free, Skincare
4	L'Oréal	France	100	20k	25.6m	Moist, Anti Aging
5	Zliaix	China	39	10k	1m	Whitening
6	Anessa	Japan	238	10k	4.3m	Water Resist, Skincare
7	Hipapa	China	69	10k	0.5m	For Kids, Spray type
8	Mistine(Spray)	Thailand	69	10k	4.3m	Non-whitecast, Non-sticky
9	Shangpree	Korea	112	6k	0.3m	UV Protection, Non-sticky
10	AHC	Korea	188(2pc)	6k	3.4m	Non-sticky, For Sensitive Skin

» Kolmar's Strategy – ESG

〈ESG Management strategy〉

✓ **Strategic Direction and Areas of Priority**

1. Responsible Innovation	Environmental Management System
	Safety and Health / information Protection
	Board Operation / Compliance
2. Innovation for product	Product Accountability
	Environmentally Friendly Products
	Resource Circulation
3. Innovation for Society	Human Rights Management
	Supply Chain Management / Local Community Impact
	Stakeholder Communication

In 2023 Kolmar Korea has established long-term ESG management strategy based on a corporate philosophy that pursues the values of human beauty and health to pursue sustainable business.

〈ESG key Achievements〉

✓ **Expansion of Renewable Energy Facilities**

Kolmar Korea joined K-RE100 in 2022 and is gradually increasing the use of renewable energy. Solar energy generation facilities have been installed at the Sejong Factory, and utilized for internal facility operations. It is expected to reduce greenhouse gas emissions annually by approximately 133.6 tCo2-eq, and plan to consider additional use of renewable energy

✓ **Obtained First Premium environmental label**

Kolmar Korea the first in Korea to receive 'Premium Eco-Label Certification' from the Ministry of Environment. The Ministry of Environment grants premium eco-label certification to the top 1% of products that generate fewer pollutants throughout the entire production process.

✓ **Supporting Children Who have been Discharged from Orphanages**

Kolmar Korea, in collaboration with the social enterprise SOYF Studio, supports the healthy self-reliance of children who have been discharged from orphanages. Kolmar Korea recently donated 'Vito Hand Cream', a social contribution product whose design was directly participated in by young people preparing for self-reliance.

» Kolmar's Strategy – ESG

〈ESG Evaluation Results〉

✓ KCGS(Korea Institute of Corporate Governance and Sustainability)

	2023	2022	2021
Overall Rating	A	B+	B+
Environment	A	B+	B+
Society	A+	B+	A
Governance	A	B+	B+

✓ Sustainvest

	2023	2022	2021
Overall Rating	AA	-	-
Scale Rating	A	B	C

✓ EcoVadis

	2023	2022	2021
Overall Rating	Silver	Bronze	Bronze

ESG Evaluation Criteria on Kolmar

- E
 - BOD Reporting System on Environmental Issues
 - Greenhouse Gas Measurement System
- S
 - Open Information on Employee Diversity
 - Vendors Coop System
- G
 - BOD Evaluation
 - Internal Control & Risk Management

ESG Potential

- E
 - TCFD Report
- S
 - Vendors ESG Level Improvement

» Appendix – Corporate History

1921	Kolmar founded by Mr. Lessing L. Kole and Dr. Fredrick Marsek	Jan. 28th, 2011	International Excellent Cosmetics Manufacturing and Quality Management Standard certification for the first time in Korea	Jan. 30th, 2018	Kolmar Korea · Kolmar Korea Holdings · Kolmar BNH incorporated into the KRX300 indexes of the Korea Exchange
May, 15th, 1990	Kolmar Korea founded by Yoon Dong-han	Jul. 18th	The basic cosmetics factory of Kolmar Korea is designated as the No. 1 CGMP compliant business in Korea by the Food and Drug Administration	Oct. 11 th	Completed the construction of Kolmar Cosmetics (Wuxi) Co., Ltd.
Oct, 24th, 1996	Kolmar Korea listed on KOSPI	Aug. 26th	The color cosmetics factory of Kolmar Korea is designated as the No. 2 CGMP compliant business in Korea by the Food and Drug Administration	Mar. 1st, 2019	HK inno.N launched "K-Cap Tab.", Korea's 30th new medicine
Mar. 15th, 2002	Kolmar Korea entered the pharmaceutical industry and completed its pharmaceutical plant	Apr. 29th, 2012	Kolmar Korea was selected as one of the 300 world-class supported companies by Ministry of Knowledge Economy	Jul. 29th	Acquired TKM (currently HK Bio Innovation)
Jan. 15th, 2003	Kolmar Korea establishes the first life sciences research center in the cosmetics industry	Oct. 1st	Kolmar Korea was transformed to a holding company structure and has divided itself into a holding company and a cosmetic business subsidiary.	Jul. 30 th	Kolmask acquired the Jayjun cosmetics mask pack factory
Mar. 30th, 2006	Sunbiotech (currently Kolmar BNH) is approved as the first national research institute company	Jun. 20 th	Kolmar Korea completed the construction of the largest single cosmetics manufacturing factory in Asia	Dec. 18th, 2020	Newly established "Planit 147", a beauty & health production platform
		Feb. 03rd, 2015	Kolmar BNH listed on the KOSDAQ	Mar. 15th, 2021	Announced a new Corporate Identity
		Jun. 28th, 2016	Established Kolmask, an affiliate specializing in manufacturing mask packs	Aug. 9 th	HK inno.N has been listed on KOSDAQ
		Nov. 30th	Acquired CSR Cosmetic Solutions, a Canadian cosmetic OEM/ODM company	Dec. 6 th	Kolmar BNH was awarded the 200 Million Dollar Export Tower in celebration of the 58th Trade Day
				Dec. 28 th	Kolmar Korea Holdings acquired Next&Bio Inc.
				Sep. 23th, 2022	Acquisition of Yonwoo, Packaging company



2024 Kolmar. All rights reserved.
www.kolmar.co.kr, kolmar-ir@kolmar.co.kr

End of Documents