



# 4Q23 Earnings Release

February 14, 2024

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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 (4Q23)

(Unit: KRWbn, 십억원)

	4Q22	3Q23	4Q23	YoY	2023	YoY
Revenue	85.5	84.8	88.9	4.0%	319.7	13.5%
COGS	18.8	18.6	22.1	17.6%	73.7	17.3%
Gross Profit	66.7	66.2	66.8	0.2%	246.0	12.4%
(%)	78.0%	78.1%	75.1%	-2.9%p	76.9%	-0.8%p
SG&A	36.6	31.7	30.0	-18.0%	128.2	9.1%
Operating Profit	30.0	34.6	36.8	22.4%	117.8	16.2%
(%)	35.1%	40.7%	41.4%	6.2%p	36.9%	0.9%p
Pre-tax Income	-6.0	53.6	24.0	-	132.8	81.7%
Net income	3.1	41.6	17.1	451.6%	97.1	60.0%
(%)	3.6%	49.0%	19.3%	15.6%p	30.4%	8.8%p

## 2. 제품 및 지역별 매출 / Revenue Breakdown (4Q23)

### 제품별 / By Product

(Unit: KRWbn, 십억원)

	4Q22	3Q23	4Q23	YoY	2023	YoY
Toxin	50.4	45.9	48.8	-3.0%	169.1	5.2%
Filler	26.9	31.3	30.0	11.5%	117.8	25.1%
Cosmetics	6.4	6.6	7.9	23.2%	26.9	28.5%
Thread	1.8	1.1	2.2	22.2%	6.0	3.1%
<b>Total</b>	<b>85.5</b>	<b>84.8</b>	<b>88.9</b>	<b>4.0%</b>	<b>319.8</b>	<b>13.6%</b>

### 지역별 / By Region

(Unit: KRWbn, 십억원)

	Toxin & Filler					
	4Q22	3Q23	4Q23	YoY	2023	YoY
<b>Domestic</b>	32.2	29.7	27.7	-13.9%	113.1	5.6%
<b>International</b>	45.1	47.5	51.1	13.4%	173.8	17.6%
Asia Pacific	25.7	26.4	32.4	25.8%	101.0	17.9%
North & South America	5.5	11.3	6.6	21.0%	27.7	20.7%
EU & Others	13.9	9.8	12.1	-12.6%	45.1	15.1%
<b>Total</b>	<b>77.3</b>	<b>77.2</b>	<b>78.8</b>	<b>2.0%</b>	<b>286.9</b>	<b>12.6%</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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