



Presentation to Investors

2018 3Q
Investor Relations

Disclaimer

All information in this book including business performance and financial report is written by Korean-International Financial Reporting Standards(K-IFRS) .

This book includes a “forecast” about future. It is not about the past, but the future business plan including expected management status and financial performance, and sometimes there can be word such as ‘anticipation’, ‘forecast’, ‘plan’, ‘expectation’, and ‘(E)’.

A “forecast” can mean uncertain factors which can affect the company either positively or vice versa, and those can include:

- Domestic or international financial market trends including fluctuation of foreign exchange rate or interest rate.
- Company’s very important strategic decision such as M&A
- Unexpected business environment change in the main industry
- Other internal and external change that can affect the company’s management and finance.

Because of those uncertain risks, company’s actual business performance can be different from the “forecast” in this booklet. Also the information we provide is written as of the day we deliver the presentation, so it can be changed due to unexpected external status of industry or internal company’s revision of strategies without any prior notice in the future.

Contents

Highlights

Company Overview

Business Strategy

R&D



Strong Performance

▪ **Revenue 47.8, OP 6.7, G/R 18%** (YoY, Unit; Billion KRW, 2018 3Q)

→ Filler 18% ↑, Cosmetic 95% ↑



Elravie Filler + Medical Device + HUTOX

Growth Engines



Elravie



HUMIA



CMO Business : New Factory

Summary of Financial Statement(Humedix) I

(Unit : Million KRW)

Summary of Consolidated Financial Statement

	3Q 2018	2017	Ratio
Current assets	57,006	65,341	-12.76%
Non-current assets	67,573	63,288	6.77%
Total assets	124,579	128,628	-3.15%
Current liabilities	14,701	11,483	28.02%
Non-current Liabilities	316	4,280	-92.62%
Total liabilities	15,017	15,763	-4.73%
Total equity	109,562	112,865	-2.93%

Summary of Consolidated Income Statement

	2018 3Q	2017 3Q	YOY
Revenue(Sales)	47,761	40,471	18.01%
Cost of sales	30,298	22,309	35.81%
Selling general administrative expenses	10,738	8,602	24.83%
Operating income	6,725	9,560	-29.65%
Profit	7,687	11,275	-31.82%

Summary of separated Financial Statement

	3Q 2018	2017	Ratio
Current assets	50,636	56,099	-9.74%
Non-current assets	68,683	69,621	-1.35%
Total assets	119,318	125,719	-5.09%
Current liabilities	14,222	10,899	30.49%
Non-current Liabilities	317	4,281	-92.60%
Total liabilities	14,538	15,180	-4.23%
Total equity	104,780	110,540	-5.21%

Summary of separated Income Statement

과목	2018 3Q	2017 3Q	YOY
Revenue(Sales)	42,222	37,366	13.00%
Cost of sales	27,866	20,478	36.08%
Selling general administrative expenses	10,257	8,023	27.84%
Operating income	4,099	8,865	-53.76%
Profit	5,231	8,028	-34.84%

Summary of Financial Statement(Humedix) II



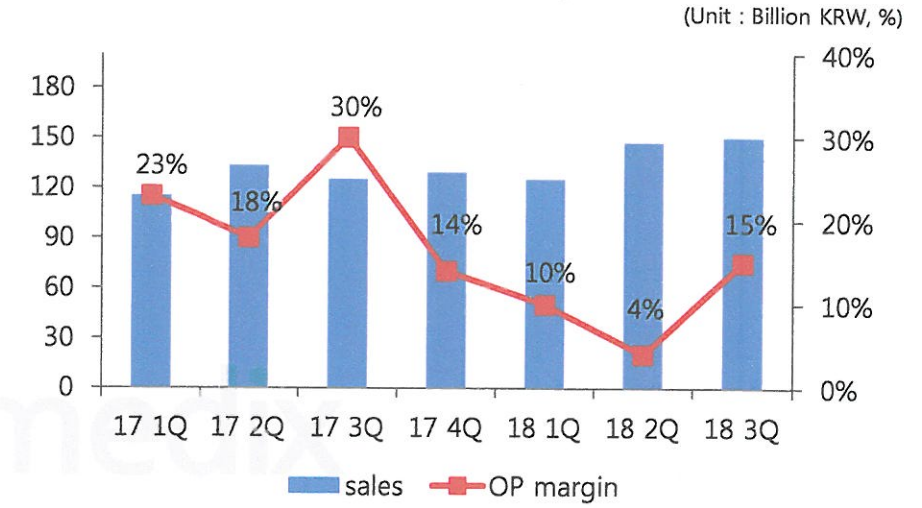
Summary of Consolidated Income Statement (Unit : Million KRW)

	2018 3Q	2018 2Q	QoQ
Revenue(Sales)	16,906	16,550	2.2%
Cost of sales	10,221	11,303	-9.6%
Selling general administrative expenses	3,469	3,865	-10.2%
Operating income	3,215	1,382	132.6%
Profit	3,138	2,101	49.4%

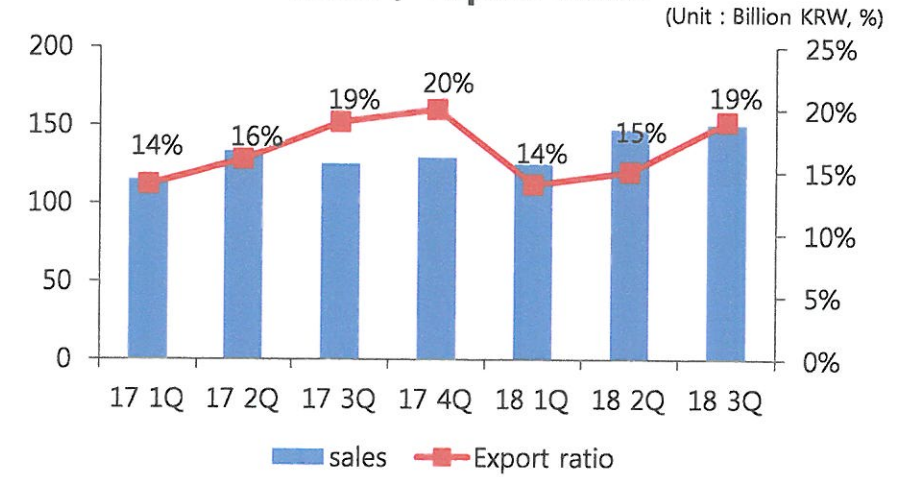
Summary of separated Income Statement (Unit : Million KRW)

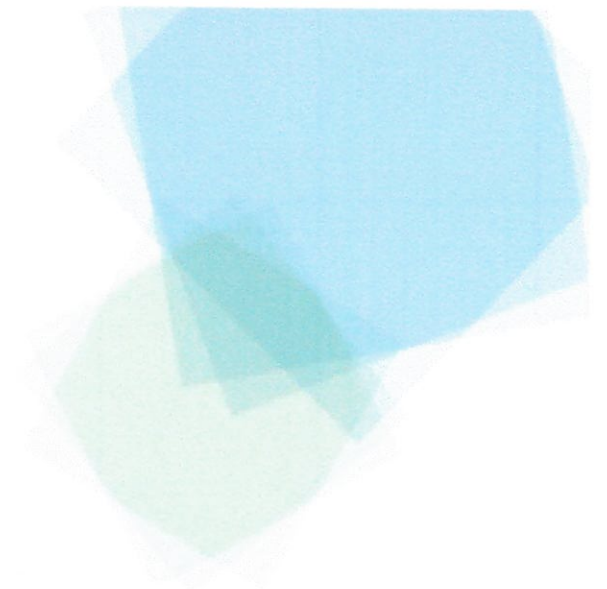
	2018 3Q	2018 2Q	QoQ
Revenue(Sales)	14,989	14,713	1.9%
Cost of sales	9,439	10,465	-9.8%
Selling general administrative expenses	3,334	3,661	-8.9%
Operating income	2,216	586	278.2%
Profit	2,337	1,406	66.2%

Sales / OP margin



Sales / Export Ratio





Huons Group

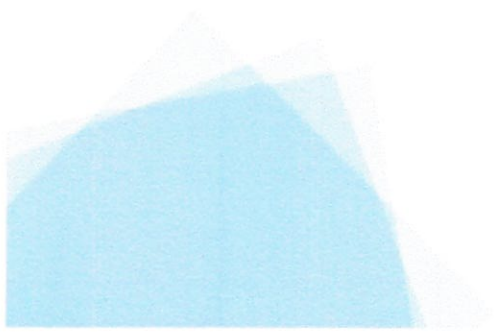
Company Overview

Huons Group

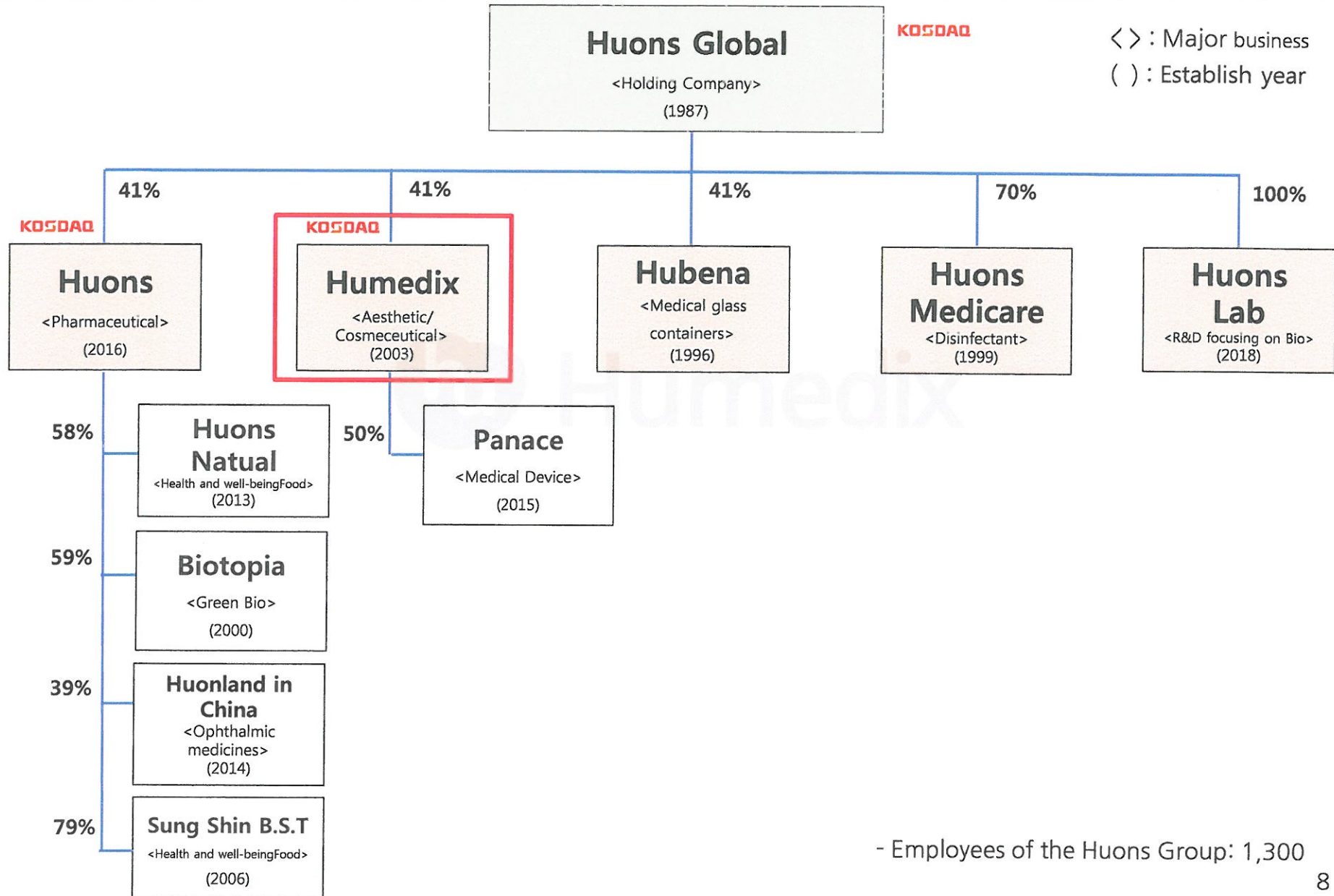
Company Overview

Company History

Business Area



Huons Group



- Employees of the Huons Group: 1,300

Company Overview



(2018. 3Q)

Company Name	Humedix	Date of establishment	February, 2003
CEO	KOO WAN, CHUNG	Listed	Dec 26 th , 2014 (KOSDAQ)
Head Office	603 Megavalley, 268, Hagui-ro, Dongan-gu, Anyang-si, Gyeonggi-do, Korea	Employee	181 person
Factory	17, Biovalley 2ro, Jecheon-si, Chungcheongbuk-do, Korea	Key Product	Filler , Anti-osteoarthritis Medicine, Cosmetics
Equity	4.7 Billion KRW	Webpage	www.humedix.com

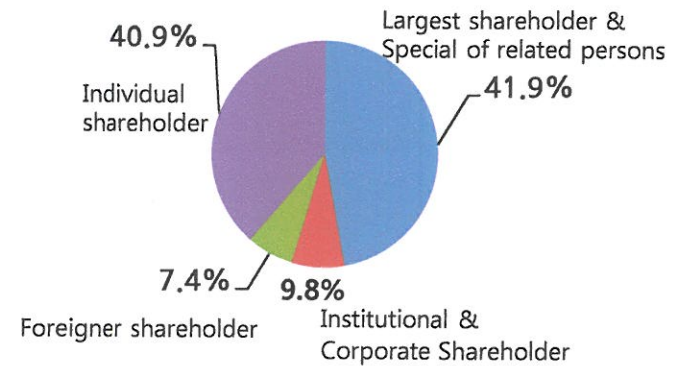
CEO Profile



❖ CEO, KOO WAN, CHUNG

- 3M Korea (1982~1995)
- CEO, Allergan Korea (1995~2004)
- CEO, Alcon Korea (2004~2016)
- CEO, Humedix (2017~)

Shareholder Constitution



Company History



Total Health Care Company in the world

Growing (2015 ~)

Leap (2013 ~)

Preparatory (2003 ~)

'03.02 Founded as Herb Valley

'10.01 Changed the company name into Humedix Co., Ltd./
Incorporated as a subsidiary of Huons global Co., Ltd.

'12.01 Approved as Beauty filler 'Elraive' from KFDA

'13.06 Selected as an export promising small and medium enterprise from Korean SMEs

'13.12 Awarded a million-dollar export prize from Korean TIE

'14.05 Received IR Jang Young Sil Award from Korean Science and ICT

'14.12 Listed on KOSDAQ

'15. 03 Approved as Dermal filler 'Elraive Deep Line Plus' from CFDA

11 Received Venture Industry Medal(Steel Tower Medal) from Korean TIE

12 Awarded three million-dollar export prize from Korean TIE Received approval of CE as Elraive Fillers light, Ultral volumes, Deep line.

'16.03 Started the second facility construction

'17.01 Koo Wan CHUNG was appointed as CEO

04 Completed the second facility as cGMP class

12 Approved KGMP for the second facility from KFDA Awarded five million-dollar export prize from Korean TIE

'18.04 Revitalex launched

04 'HUIMIA' NDA applied to KFDA

05 KICOX Global Leading Company

05 Humedic & AriBio Strategic Alliance

07 Commemorate the city of Jecheon in 2018

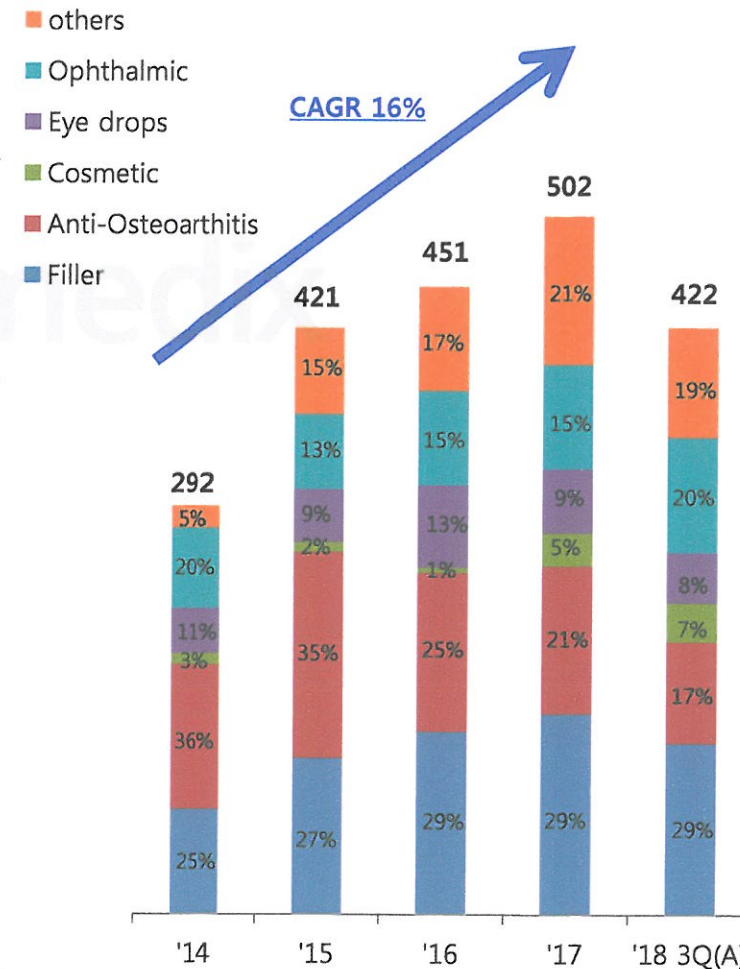


[Business Structure]

Filler	<ul style="list-style-type: none"> Using wrinkle-enhancing beauty molding health care Using high purity hyaluronic acid raw material HI Technology CFDA registration (Mar. 2015)
Anti-osteoarthritis	<ul style="list-style-type: none"> Licensed the single shot type technology to Haibin company(China) Completed the phase III using the single shot type in Korea Joint synovial injection (Hyaluronic acid component) improved athletic performance / reduced pain
Cosmetic	<ul style="list-style-type: none"> Developed and retained brands; 'Elraive', 'HU:ON' Launched exclusive functional cosmetics of HA Specialized(Wrinkle improvement, whitening, etc.) Expanding product lines and diversifying sales channels Continuously
Others	<ul style="list-style-type: none"> Approved RevitaleX (PDRN) from KFDA and launched the new items in the regenerative medicine market Medicine : Establish a portfolio focusing on Prescription drug; Anemia, Endocrine disease, etc. Ophthalmic medicines : <ul style="list-style-type: none"> - Corneal and conjunctival epithelia trouble - Supplements in ophthalmic operations Derma Shine : Supplements in ophthalmic operation (Panace)

[Sales Structure]

[KRW 100 mil]





Business Strategy

Filler

Osteoarthritis treatment

Cosmetics

CMO

Filler Business Strategy



- Elravie Filler + Medical Device + HUTOX
- Various product lines based on high purity HA
- Strategic alliance with Interlims in China

- ✓ Filler + HUTOX package synergy
→ *High annual growth rate : 30%*
- ✓ Preemptively entering the booming Chinese beauty market
→ *Securing new growth engine*

➤ Production process of highly purified HA



- Application of advanced HI method (High molecular Ideal Reticulated Matrix)→ High viscosity, elasticity, safety
- Good volume sense compared to competing products, also excellent durability and resistance to enzymes (2.5 million dalton polymer)
- Elravie filler formally registered in CFDA(Mar. 2015)
- Four kinds of Elravie obtained European CE Certification(Dec. 2015)
- New products such as Volumizing filler will be released(2018)



<Light>



<Deep Line>



<Ultra Volume>

Osteoarthritis treatment Business Strategy

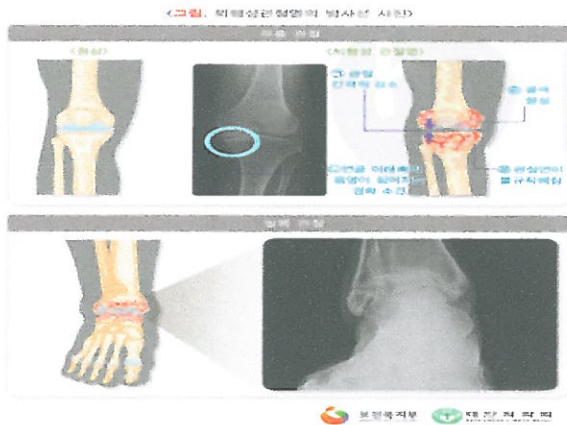


- Improved usability; single-injection
- Decreases the chances of inflammation and infections
- Excellent biocompatibility; using 2.5 Mil. Daltons of HA



- ✓ Technology export and strategic alliance (HAIBIN, China)
- ✓ Enlarge entry into developed markets such as EU and North America

➤ Hyaluronic acid is a component of joint synovia.



< five-injection cycle : High Hyal >



< three-injection cycle : High Hyal Plus >

- NDA applied to KFDA (May 2018) → Approval estimation; '18.4Q)
- Patient synovia with increased inflammation factors is reverted to the normal joint synovia conditions
- The high viscosity and resulting lubricating activities of the joint improve joint movements and reduce pain.
- Excellent cost (from raw material to product) & absolute advantage of the quality (sterile material)
- The CMO sales has increased and Domestic market share has expanding

Cosmetics Business Strategy



- Enhancing 'Derma Elravie' brand
- Developed high-functional cosmetics raw materials; HA , PDRN
- Honey bush : Specified individual approved raw materials, Wrinkle-improving raw material

- ✓ China, United States, East O2O Biz
- ✓ Duty Free Shop, Home Shopping, Road Shop, Visit Sales, H&B Store



<Skin rejuvenation care Aseptic ampoule>



<Modeling Effector>



<Tone-Up Cream>



<Premium Mask Pack>



<Derma Elravie>

New product Line-up



PDRN Ample
HA + PDRN Ample



Honeybush Mask Pack
HA + Honeybush



High functional cosmetics
HA + New Active ingredient



Growth factor cosmetics
HA + EGF & FGF

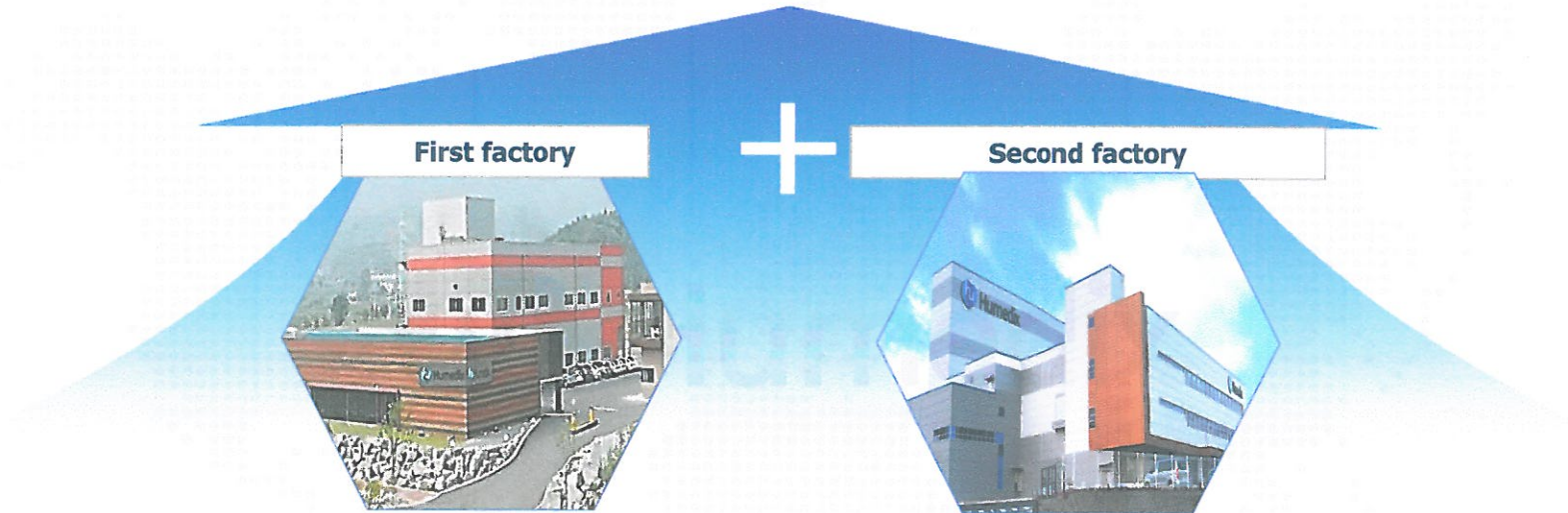


Moisturizing factor cosmetics
HA + PDRN

CMO Business Strategy



“New growth momentum secured through operation of the second plant”
Capacity : 4 times bigger than first factory, 200 billion won production CAPA secured



New Factory Production & Facilities

- Reinforcement of prefilled Inj(Joint Inj) facility
- Installation of vial freeze drying Inj facility
- Installation of ampoule Inj facility
- Installation of asepsis cosmetics facility

Line of Second Factory

1'st factory	2'nd factory	Capacity
PFS#1	-	3,500ea/hrs
-	PFS#2	8,000ea/hrs
-	PFS#3~#4	Future Line
-	Vial-Freeze Dryer(Vial)	12,000Vial/hrs
-	Ampules#1	30,000ea/hrs
-	Ampules#2	Future Line



R&D

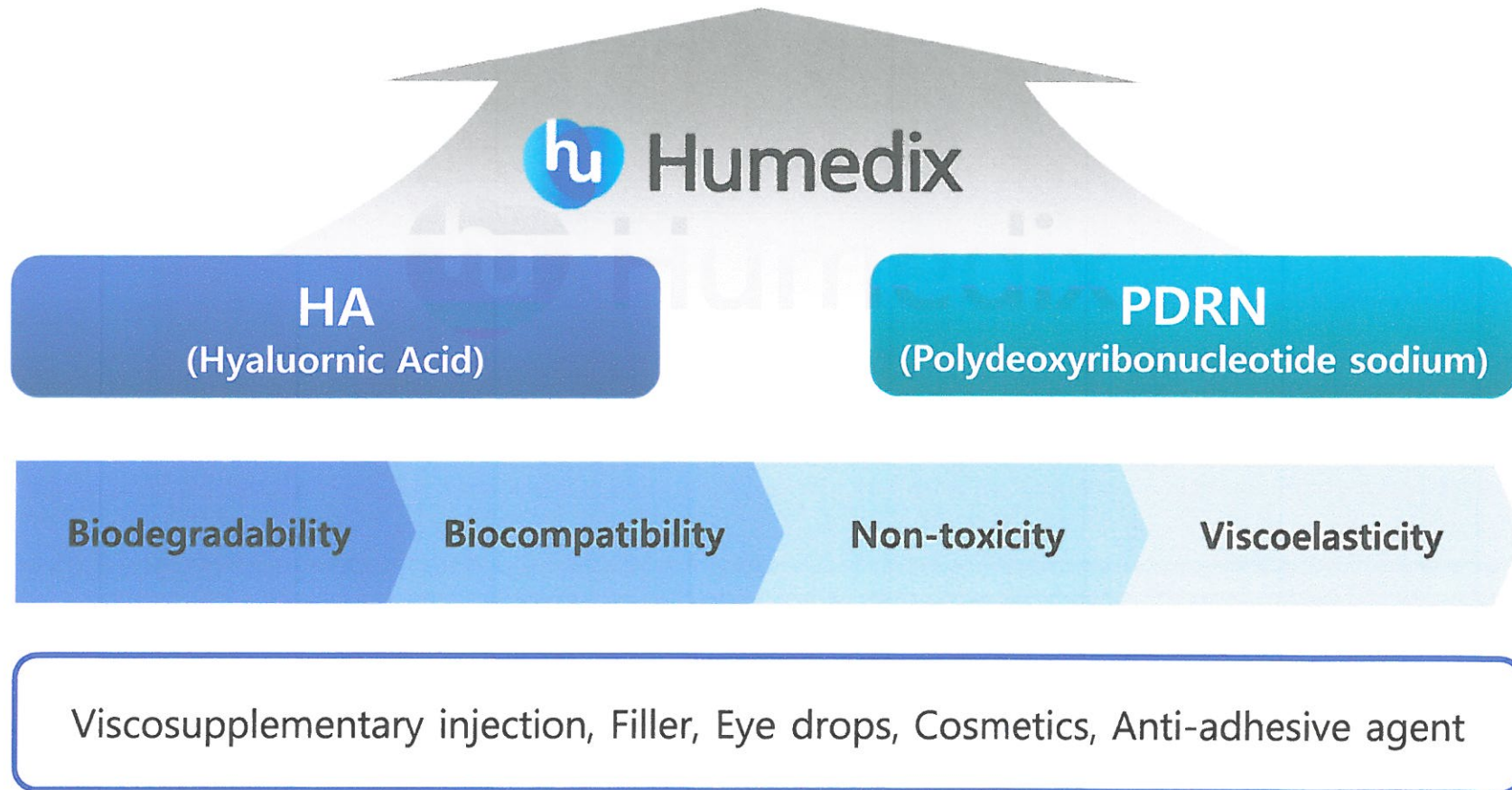
Core competency

Pipeline

Product serialization



Biopolymer Technology & Application Leader

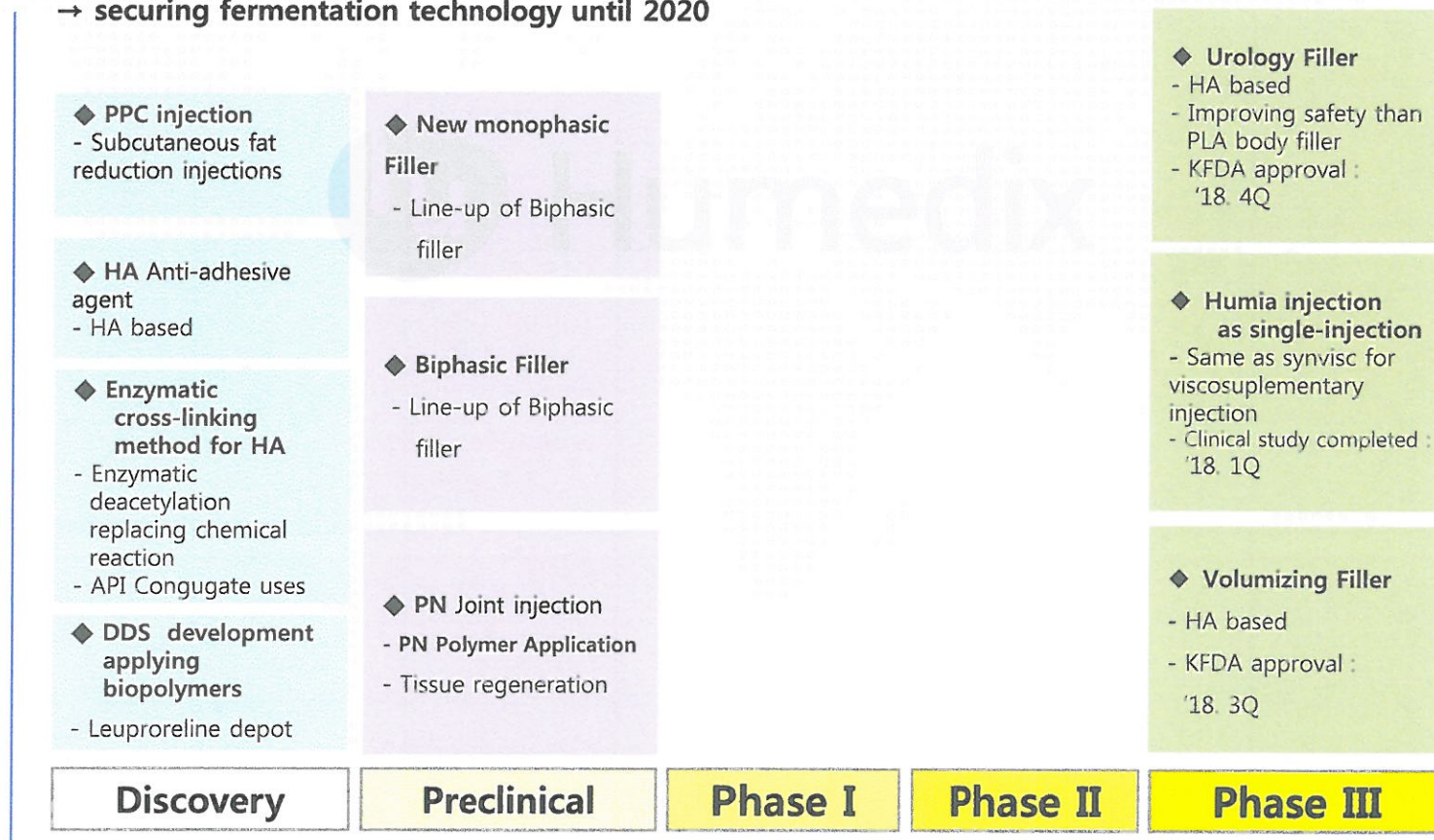




"Leading Markets via Expanding Product Portfolios"

1. Strengthening line-up of filler and medicine using Hyaluronic acid (HA) as Humedix's own API
2. Expanding line-up of PDRN Pharmaceuticals and medical devices
3. Developing Platform technology manufacturing enzymatic deacetylated HA as a new material
4. Constructing HA raw material producing system (manufacturing plant construction)

→ securing fermentation technology until 2020





HA Diversification

PDRN (PolyDeoxyRiboNucleotide)

Volumizing Filler

Penis Enlargement Filler

PN Eye drops, PN Joint injection

- Hyaluronic Acid (HA) based/naturally derived polymers
- Leading the filler field through the diversification of physical properties and materials
- Currently in clinical study phaseⅢ (18.3Q scheduled to be completed)

Expectation effectiveness

- Safety improvement
 - Reduced HA and crosslinker content
- Volumizing effect of the facial area
 - Improvement of high viscosity / high elasticity / persistence

- Higher safety compared to existing products
 - Compared to existing products (PLA, crosslink dextran)
- Proven safety / efficacy through clinical trials
 - Clinical trials approved by the Ministry of Food and Drug Safety ('18.4Q scheduled to be completed)

Expectation effectiveness

- Expansion of HA filler new market with a new indication with safety / efficacy secured by clinical trials

- Application of high purity purified nucleic acid derived from natural materials
- Extraction of high-purity nucleic acid from salmon testis self-developed
- PDRN raw materials : KFDA(18.02)
- PN Joint injection : Preparing clinical trial('18.4Q)

Expectation effectiveness

- Shortening wound healing time
- Collagen generation Promotion of cell differentiation
- Vascular endothelial cells Induction of proliferation factor

Subsidiary company- Panace



Derma Shine Balance

- Digital Injection System and Multi Needle
- Maximizing synergies with dermal filler 'Elravie' series



Derma Shine pro

Interface improvements for usability



DermaAkne

Intense pulsed light + Radio frequency for acne treatment device

Clinical trials of moderate acne in the dermatology clinic of Chung-Ang University



Cryo elsa

Device which maintains the low temperature to relax the pain/edema in the affected area and reduce the noninvasive subcutaneous fat





THE END