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Huons

Investor Relations

KOSDAQ Connect 2025



Huons

Disclaimer

Information in this book, including business performance and financial statements, is written following Korean-International Financial Reporting Standards(K-IFRS).

This book contains “forward-looking statements” about future events. It includes management’s expectations of future events and financial performance, and words such as ‘anticipation’, ‘forecast’, ‘plan’, ‘expectation’, and ‘(E)’.

A “forecast” can mean uncertain factors which can affect the company either positively or adversely, 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 change in business environment of the company’s core industry
- Other internal or external change that may affect the company’s management and finance

The information in this book is written as of the date hereof and are subject to known and unknown risks and uncertainties that could cause actual results, conditions, and events to differ materially and adversely from those anticipated. It can be changed without any prior notice in the future.

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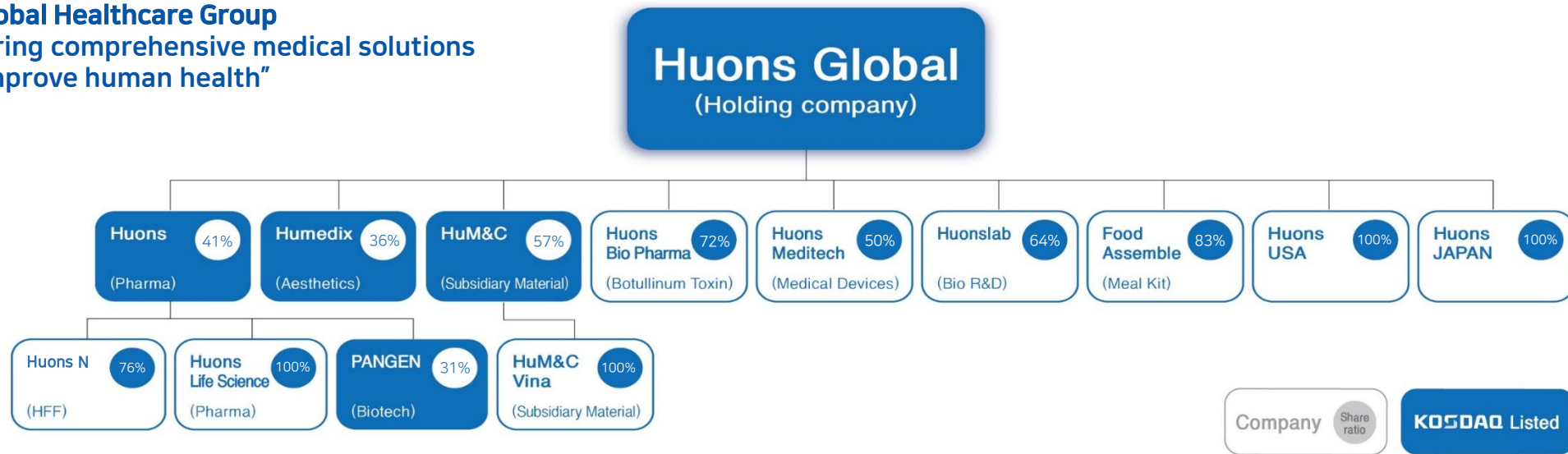
06_Shareholder Return

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Company Name	○ HUONS CO., LTD.
CEO	○ Soo-young Song
Foundation	○ July 1965 (Spin-off in May 2016)
Business Classification	○ Pharmaceuticals, Biotechnology, and Health Functional Food
Homepage	○ www.huons.com



“A Global Healthcare Group offering comprehensive medical solutions to improve human health”

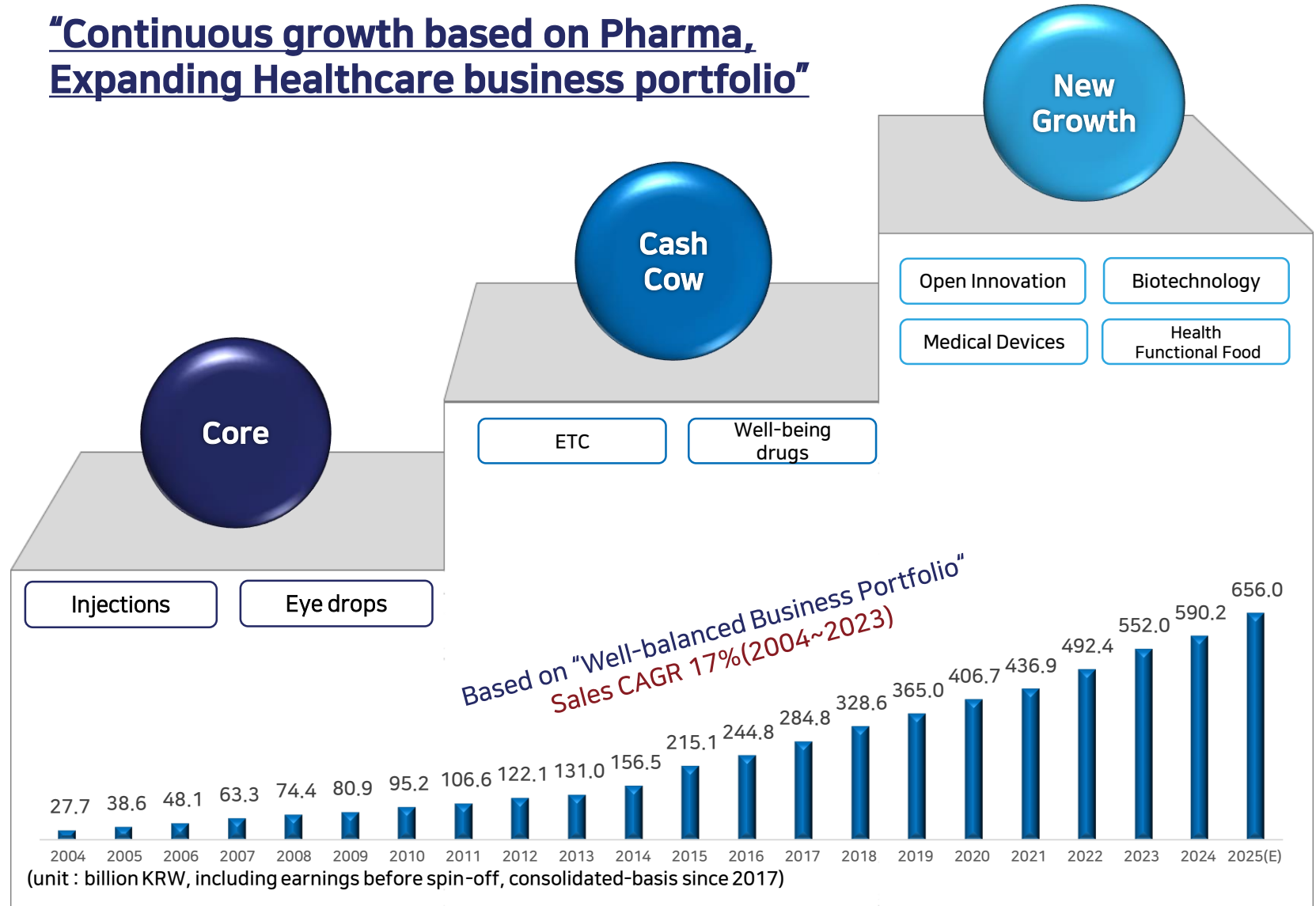


*Based on common stock, as of Mar 31, 2025

History

- 1965 Established Kwang Myung Pharmaceutical Company
- 2006 Listed on KOSDAQ
- 2016 Spin-off as a business company
- 2017 0.9% Sodium Chloride Inj. approval from the U.S. FDA
- 2018 1% Lidocaine Inj.(amp.) approval from the U.S. FDA
- 2019 0.75% Bupivacaine Dextrose Inj. approval from U.S. FDA
- 2020 1% Lidocaine Inj.(vial) approval from the U.S. FDA
Launch of "Elruby Menolacto Probiotics"
(Korea's First Probiotics for Menopausal Women)
- 2022 Establishment of Huons Foodience, a HFF subsidiary
(Merger of Huons Nature-Huons Natural)
Completion of Jecheon 2nd Factory
- 2023 2% Lidocaine Inj.(vial) approval from the U.S. FDA
Acquired Huons Life Sciences
(formerly Crystal Life Sciences)
- 2024 Opening of Dong-am R&D Center
Acquisition of PanGen Biotech Inc.
- 2025 1% Lidocaine inj. Multi-dose (vial) approval from the U.S. FDA
2% Lidocaine inj. Multi-dose (vial) approval from the U.S. FDA
Spin-off Merger of Health Functional Food Business,
Launch of HuonsN (formerly Huons Foodience)

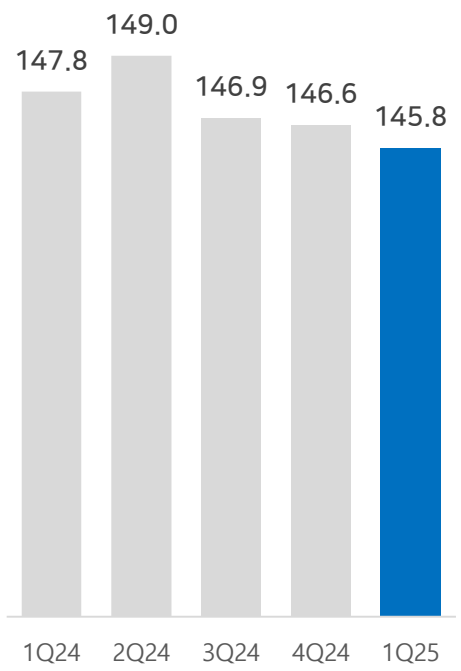
**"Continuous growth based on Pharma,
Expanding Healthcare business portfolio"**



- Sales: Continued Growth in Domestic Prescription Drugs, Increase in Eye Drop
- ExportsOperating Profit: Margin Recovery Driven by Improved Cost Ratio, Subsidiary Performance, and Cost Control

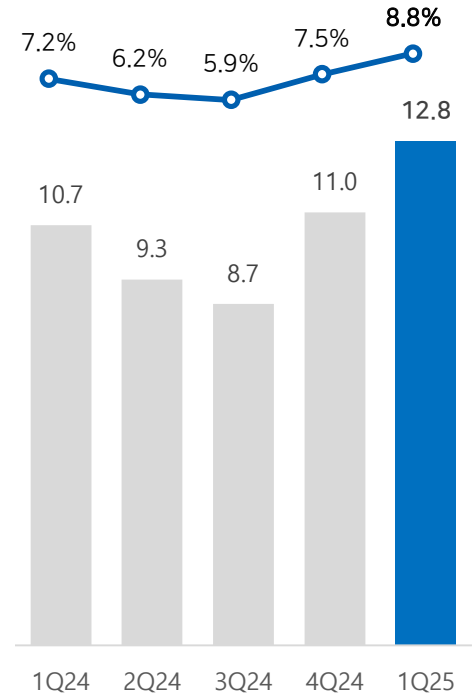
Sales

[Unit: billion KRW]



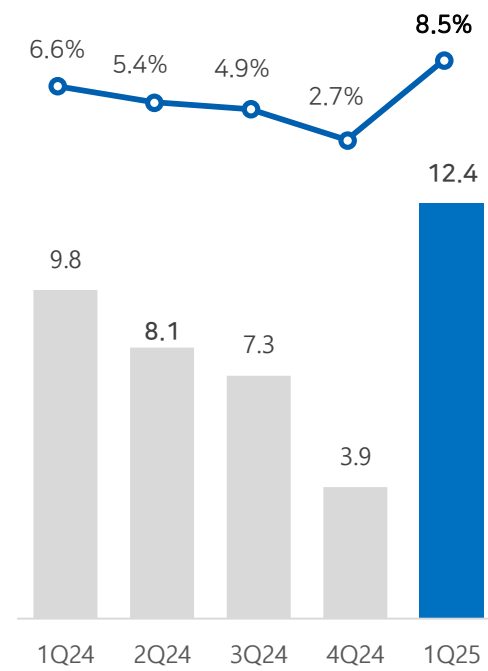
Operating Profit

[Unit: billion KRW, %]



Net Profit

[Unit: billion KRW, %]



[Sales]

1,458 bil KRW (YoY ▼1.3%, QoQ ▼0.5%)

- ✓ Stable ETC Sales Growth: +7% YoY
- ✓ Sales Decline Due to Spin-off Merger of Health Functional Food Business

[Operating Profit]

128 bil KRW (YoY ▲20.1%, QoQ ▲16.7%)

- ✓ Cost Ratio Improvement & Subsidiary Performance Enhancement
- ✓ SG&A Expense Reduction: Advertising & Promotion, Commission Fees

[Net Profit]

124 bil KRW (YoY ▲26.4%, QoQ ▲215.8%)

- Operating Margin Improvement at Huons (Standalone) + Profit Turnaround at Subsidiary HuonsN (formerly Huons Foodience) and Loss Reduction at Huons Life Sciences Drive Performance Enhancement

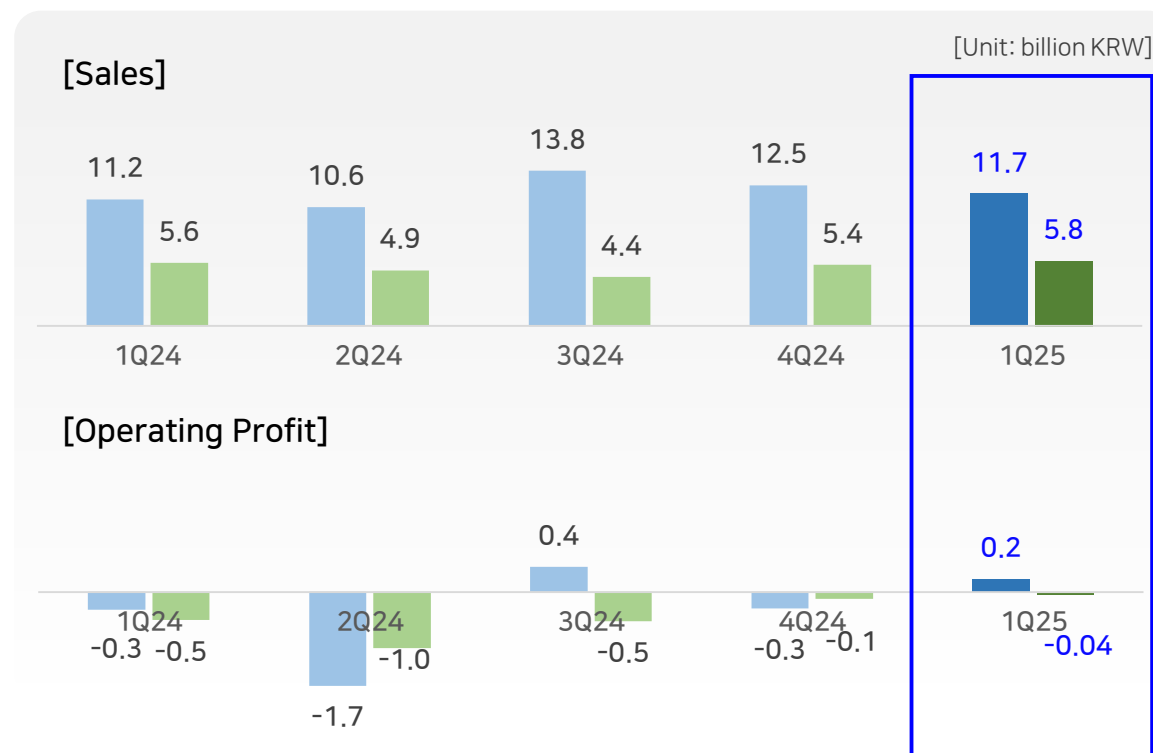
Huons Standalone P&L (1Q25)

[Unit: billion KRW, %]

Classification	1Q24	4Q24	1Q25	YoY	QoQ
Sales	132.3	131.3	131.6	-0.5%	+0.2%
ETC	64.1	69.8	68.9	+7.4%	-1.3%
Beauty·Wellbeing	48.7	43.2	43.7	-10.4%	+1.0%
CMO	19.5	18.3	19.1	-2.1%	+4.2%
Operating Porfit	11.6	11.5	12.8	+11.0%	+12.2%
OPM	8.7%	8.7%	9.8%	+1.0%p	+1.0%p
Net Profit	10.9	2.4	12.3	+12.9%	+413.0%

Subsidiaries Standalone P&L

■ HuonsN
■ Huons Life Sciences



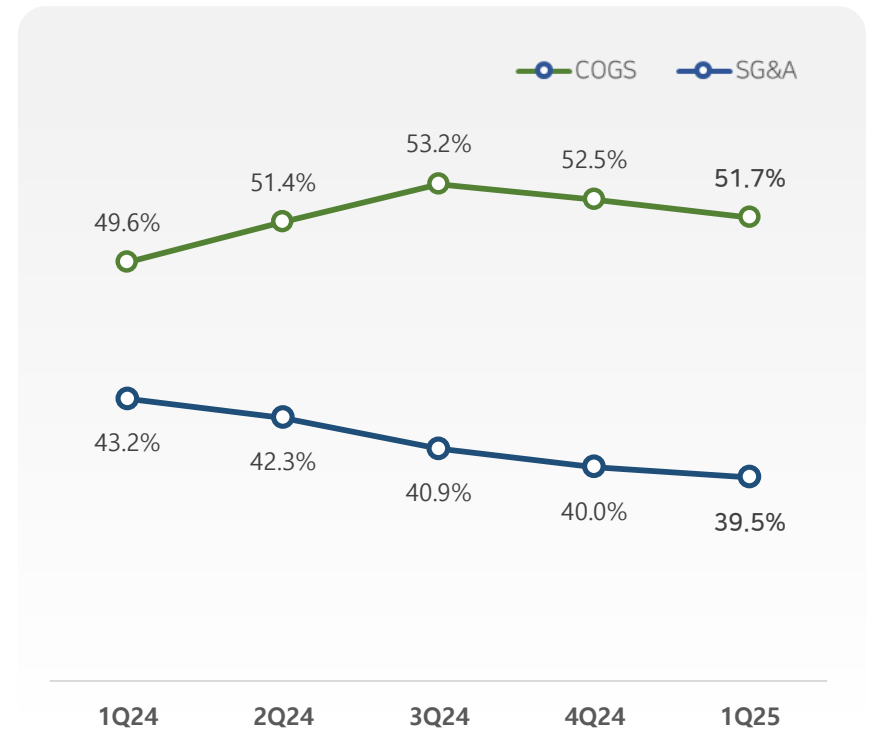
- 1Q25 COGS was 75.3 bil KRW (YoY +2.1%p, QoQ -0.8%p) and SG&A was 57.7 bil KRW (YoY -3.7%p, QoQ -0.5%p)
- Both Cost Ratio and SG&A Ratio on a Downward Trend
- Advertising, Commission, and Other Expense Accounts Continue to Decline, While R&D Spending Rises (Dry Eye Treatment, PPI Clinical Trials, etc.)




Quarterly Cost Analysis

[Unit: billion KRW, %]

Classification	1Q24		2Q24		3Q24		4Q24		1Q25		YoY	QoQ
Sales	147.8		149.0		146.9		146.6		145.8		-1.3%	-0.5%
Costs of sales	73.2	49.6%	76.6	51.4%	78.2	53.2%	76.8	52.4%	75.3	51.7%	+2.1%p	-0.8%p
SG&A Expenses	63.8	43.2%	63.0	42.3%	60.0	40.9%	58.6	40.0%	57.7	39.5%	-3.7%p	-0.5%p
Labor ¹⁾	8.8	6.0%	8.6	5.8%	8.4	5.7%	8.3	5.6%	8.7	6.0%	-1.5%	+5.5%
Advertising	5.6	3.8%	4.4	2.9%	3.7	2.5%	3.8	2.6%	3.1	2.1%	-44.5%	-19.0%
Commissions	14.2	9.6%	11.1	7.5%	11.4	7.8%	11.1	7.6%	8.8	6.0%	-37.9%	-20.6%
R&D	7.3	5.0%	8.9	6.0%	9.0	6.1%	9.6	6.5%	9.9	6.8%	+35.3%	+3.4%
Others	27.9	18.9%	30.0	20.1%	27.4	18.7%	25.8	17.6%	27.1	18.6%	-2.8%	+4.8%

COGS ratio / SG&A ratio



ETC	<ul style="list-style-type: none"> - Various medications (for prescription) - Local anesthetic 
Beauty · Well-being	<ul style="list-style-type: none"> - Medications (non-reimbursable) - Medical device (Dexcom G7 Continuous Glucose Monitoring System) - Health Functional Foods (planning of spin-off and merger with Huons Foodience) 
CMO	<ul style="list-style-type: none"> - Eye drops - Injections, tablets 
Subsidiaries	<ul style="list-style-type: none"> - Huons Foodience (HFF) - Huons Life Sciences (Pharma) *Acquired in December 2023

1Q Earning Review

[ETC] 1Q Sales **68.9 bil KRW** (YoY ▲7.4%, QoQ ▼1.3%)

- Domestic: Solid ETC performance across cardiovascular, metabolic, anesthetic, and flu-related products.
- U.S. export injection sales of KRW 4.2 bil KRW in Q1, an increase in the exports of eye drops (Clacier)

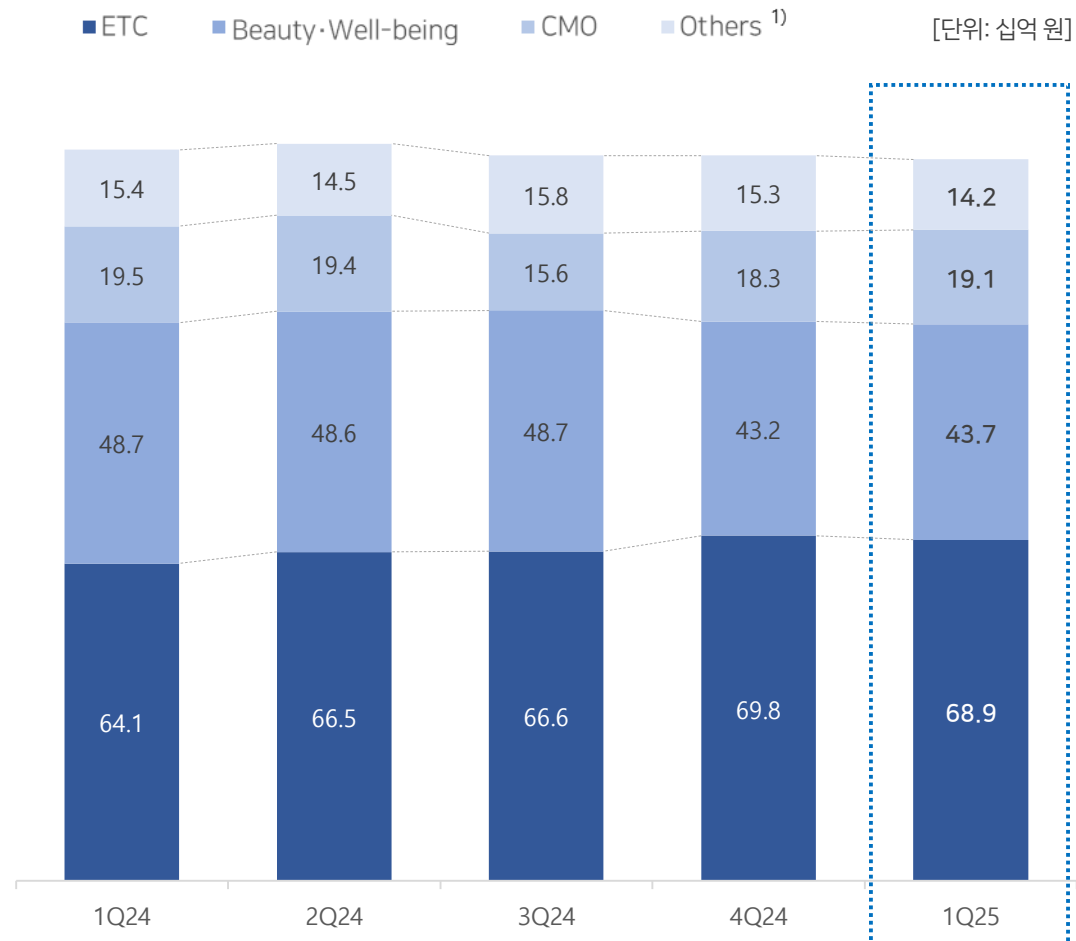
[Beauty · Well-being] 1Q Sales **43.7 bil KRW** (YoY ▼10.4%, QoQ ▲1.0%)

- Sales decline in the health functional food division followed by completion of the spin-off and merger in May
- Dexcom G7 continuous glucose monitor achieved record quarterly sales

[CMO] 1Q Sales **19.1 bil KRW** (YoY ▼2.1%, QoQ ▲4.2%)

- Utilization of the eye drop production line at the 2nd factory is increasing, resulting in stable sales.

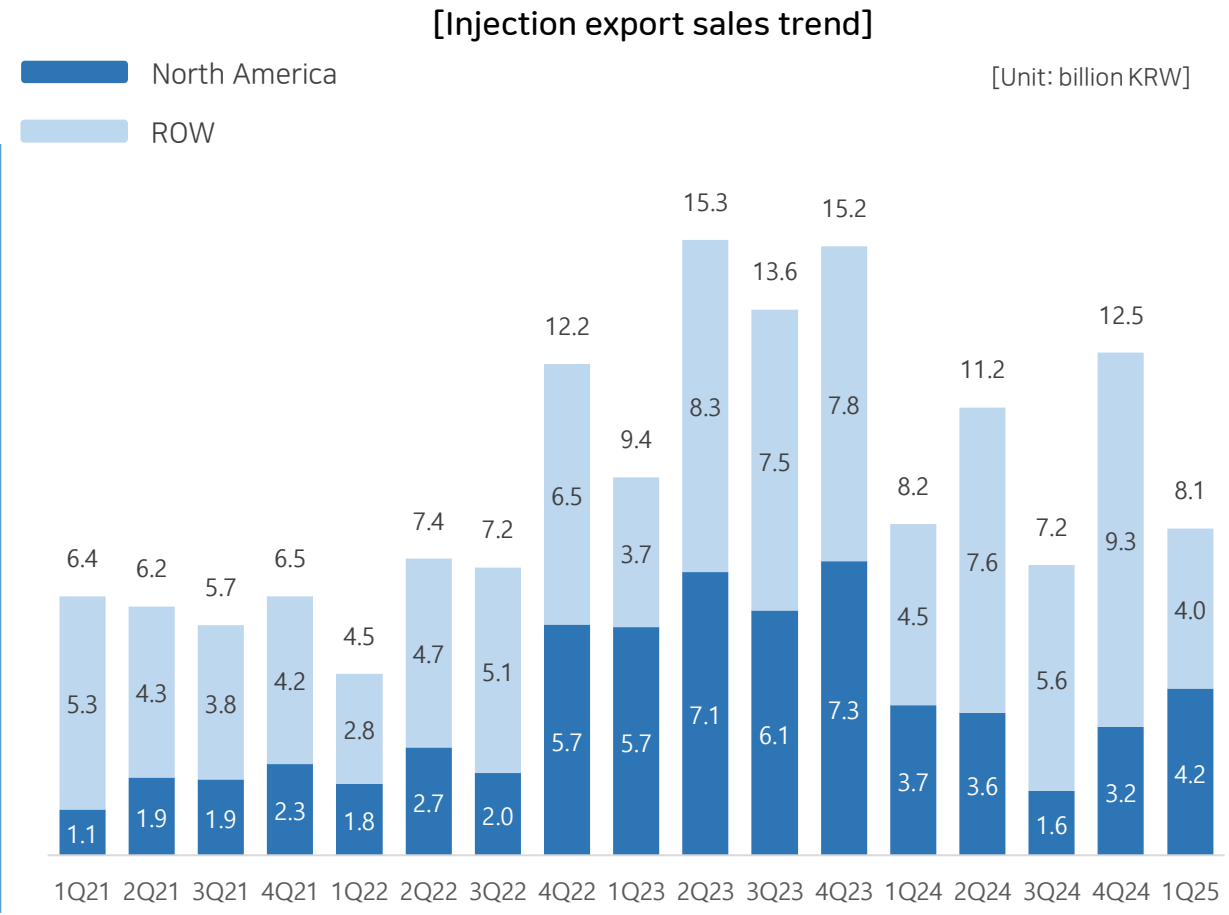
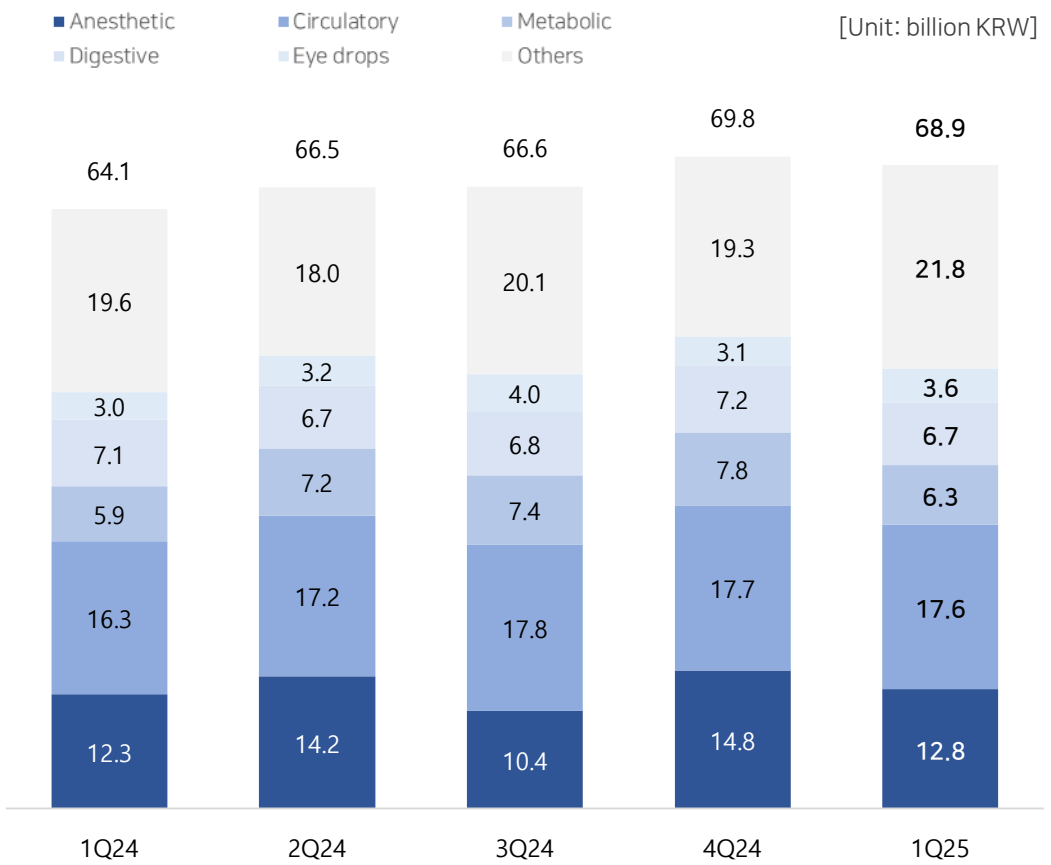
Sales by Business Segment



1) Sales of subsidiaries (Huons N, Huons BioPharma) including consolidation adjustments

ETC

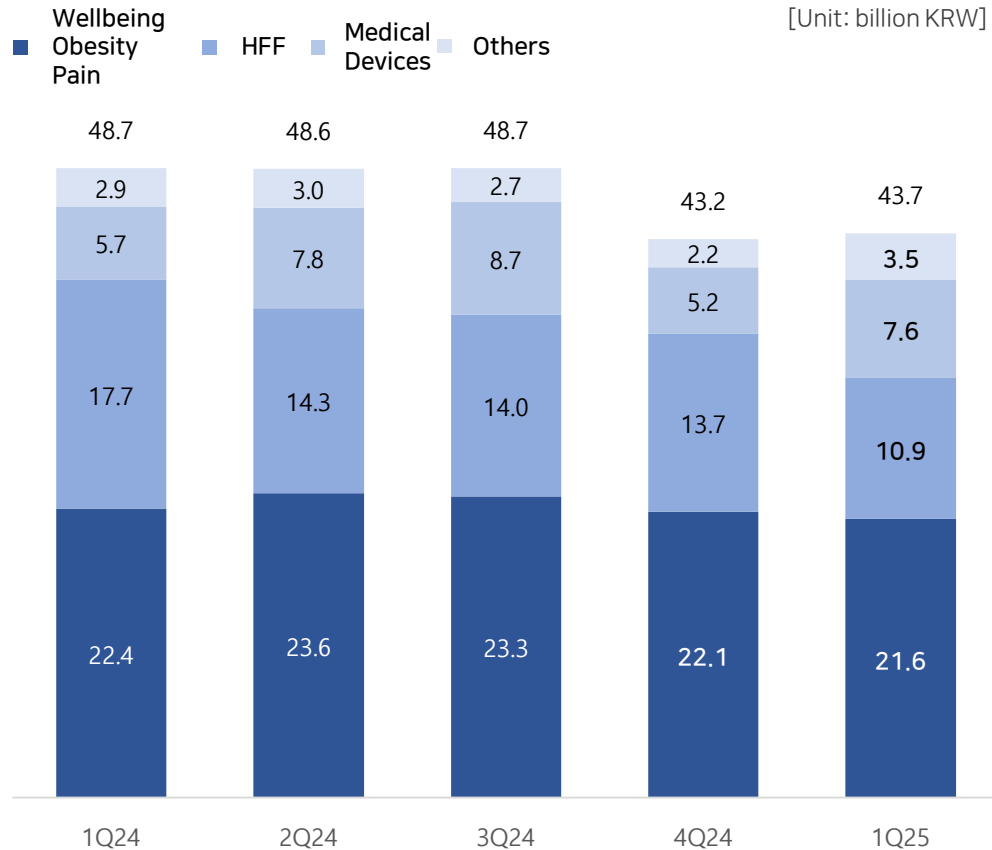
- 1Q Sales 69.8 bil KRW (YoY ▲7.4%, QoQ ▼1.3%)





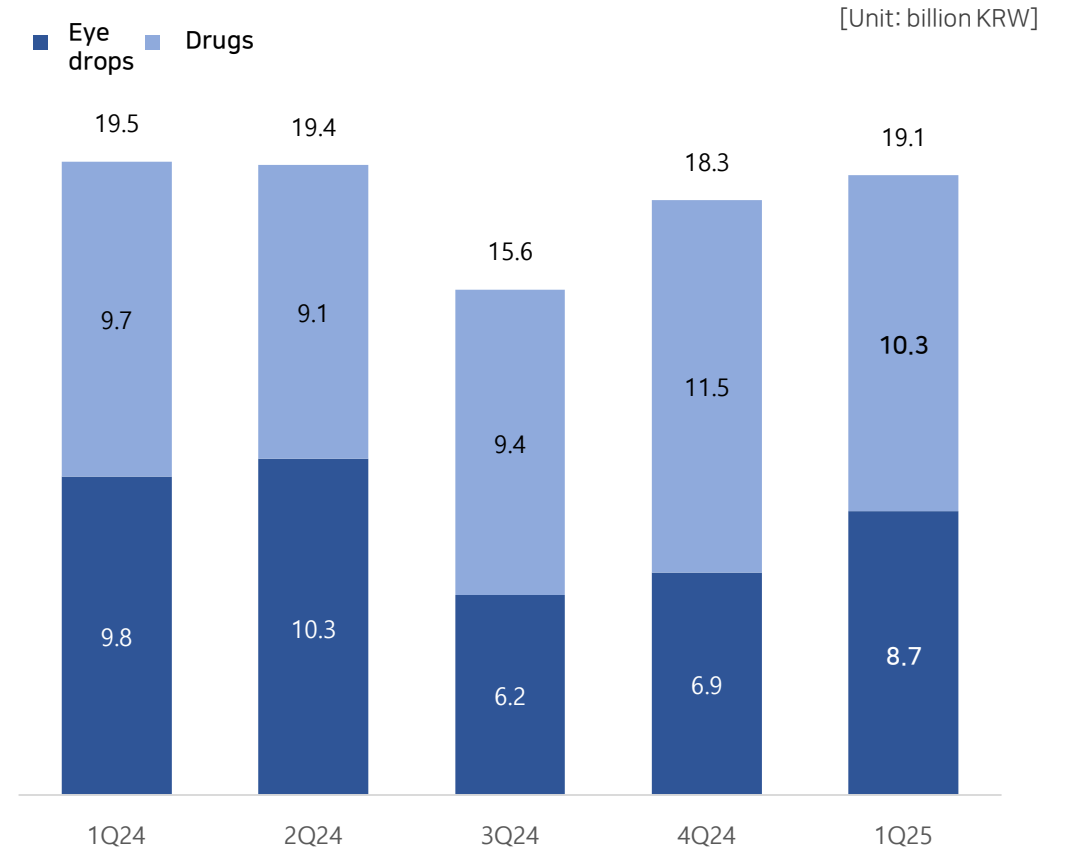
Beauty & Well-being

- 1Q Sales 43.7 bil KRW (YoY ▼10.4%, QoQ ▲1.0%)



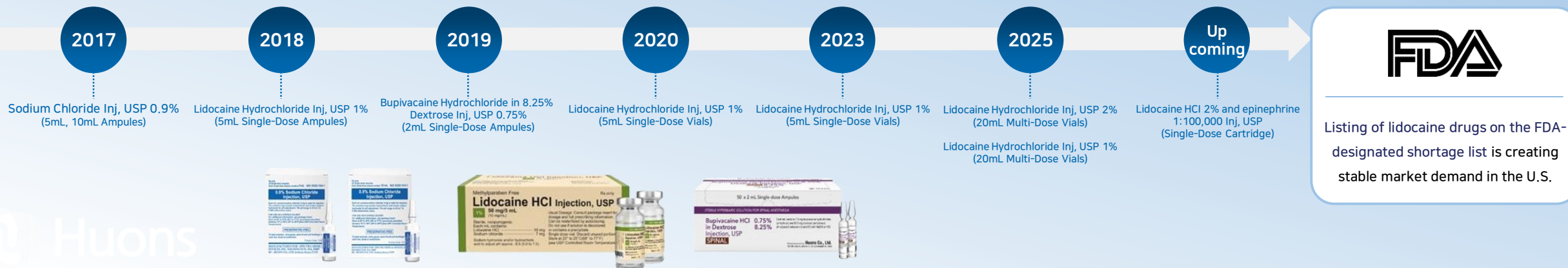
CMO

- 1Q Sales 19.1 bil KRW (YoY ▼2.1%, QoQ ▲4.2%)

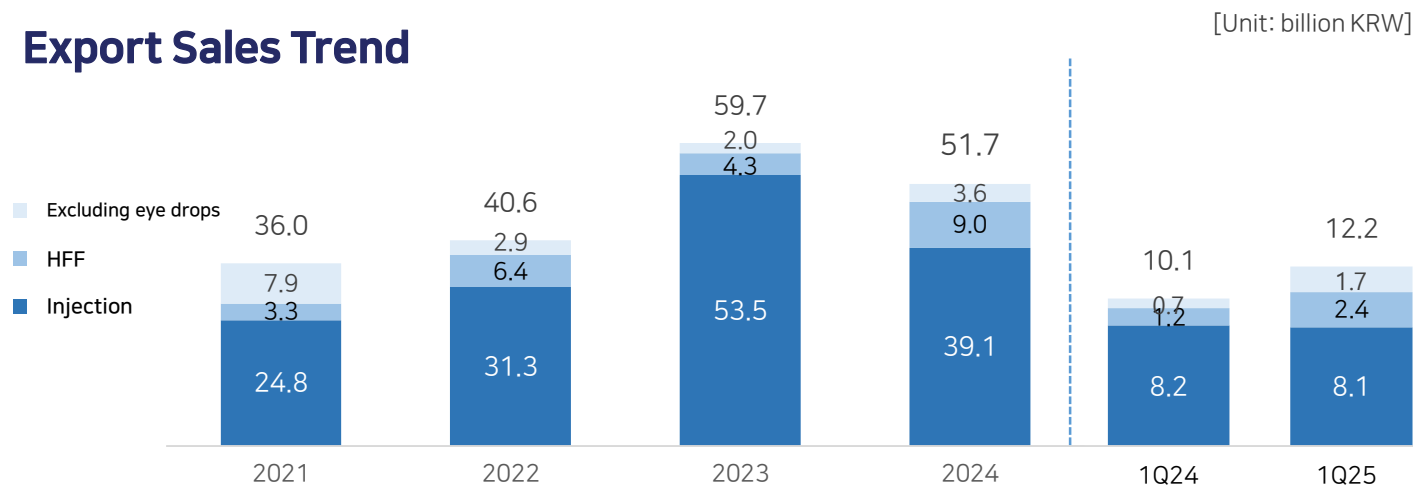


Huons 4. Business Status_ Expanding Global Business

- Export Product Portfolio & Country Expansion in 2025
 - U.S. market: Completed registration of two multi-dose lidocaine anesthetic products (1% and 2%, 20mL) in May 2025; pursuing new registrations for dental anesthetics; exporting CMC eye drops.
 - Other countries: Exports of Clacier eye drops are increasing, particularly in markets such as Jordan and Saudi Arabia.

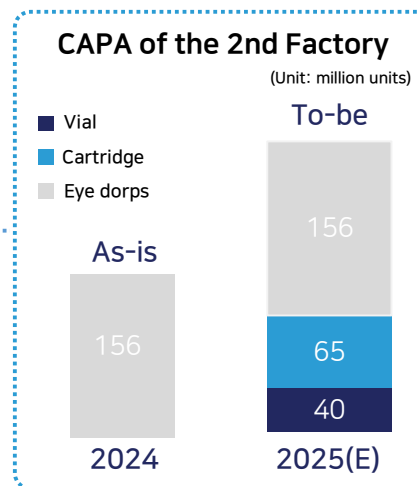


Export Sales Trend



Huons 2nd Factory

Production capacity (CAPA) is set to expand with the operation of new injectable (vial and cartridge) production lines at the Jecheon 2nd factory in the second half of 2025.



4. Business Status_Operation of new production line in 2nd factory

- Increased utilization of the eye drop production line at the 2nd factory, with injectable production lines set to commence operations in the second half of the year
 - Increased utilization of the eye drop production line at the 2nd factory, with injectable production lines set to commence operations in the second half of the year.
 - Eye drops: Full-scale operation of both single-dose and multi-dose eye drop production lines at the 2nd factory.

Eye Drop Sales¹⁾

[Unit: billion KRW]



Production Performance Overview

(Unit: million units, billion KRW, %)

Classification	Dosage Form	CAPA ²⁾		Output		Utilization Rate		Output	
		2024	1Q25	2024	1Q25	2024	1Q25	2024	1Q25
1st Factory	Injection	260	235	249	56	96%	95%	124.8	27.8
	Ampoule	57	64	70	19	123%	117%	43.2	10.8
	Vial	25	23	27	6	108%	99%	36.5	7.4
	Cartridge	138	110	122	26	89%	95%	34.7	7.7
	Plastic	40	38	30	6	75%	59%	10.3	1.9
	Eye Drop	340	274	292	62	86%	91%	40.5	9.2
	Oral Formulation	821	1,181	947	261	115%	88%	175.2	41.0
2nd Factory	Injection (Vial)	-	40	-	-	-	-	-	-
	Injection (Cartridge)	-	65	-	-	-	-	-	-
	Eye Drops	154	156	84	30	55%	77%	6.5	2.5

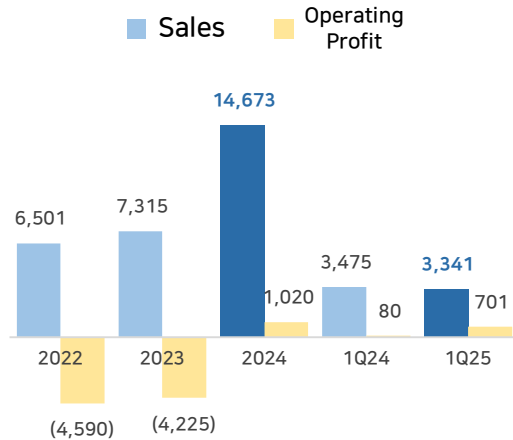
1) The sales figures represent the combined revenue from ETC (eye drops) and CMO (eye drops), as referenced in the Appendix: Business Segment Performance.

2) Production CAPA Update through Shift Work Changes

- Securing a biopharmaceutical pipeline and enhancing group synergies through the acquisition of PanGen in December 2024

Performance Overview

(Unit: million KRW)



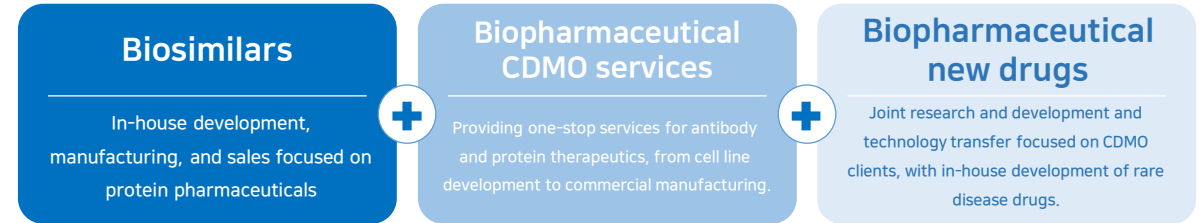
Classification	2022	2023	2024	YoY	1Q24	1Q25	QoQ
EPO Product	3,795	3,410	5,642	+65.5%	1,867	2,959	+58.5%
CDMO	1,596	2,562	6,269	+144.7%	1,345	262	-80.5%
Royalties	690	271	1,150	+324.4%	-	-	-
research services, etc.	420	1,072	1,612	+50.4%	263	220	-16.3%
total sales	6,501	7,315	14,673	+100.6%	3,475	3,441	-1.0%

Earning Highlights

- ✓ Full-Year 2024 Financial Performance
 - Operating profit turnaround initiated by balanced growth across major business segments
- ✓ Q1 2025 Financial Performance
 - Significant Increase in Overseas Sales of Biosimilar EPO Products
- ✓ Enhancing group synergies
 - Securing a Stable Commercialization Base for Huonslab's HyDIFFUZE Technology, Enabling Future Groupwide Growth

Key business

PANGEN BIOTECH



Key pipeline

Classification	Indication	Pre-Clinical	Clinical Stage			Remarks
			Phase 1	Phase 2	Phase 3	
EPO	Anemia	Sales in Korea, Malaysia, Saudi Arabia, the Philippines, and Türkiye				<p>Second global biosimilar EPO product</p>
Factor VIII	Hemophilia	Global Phase 3 clinical trial approval				<ul style="list-style-type: none"> • Aiming to register and launch sales in four or more countries starting in 2027 • Multinational Joint Clinical Trials or Technology Transfer
Aflibercept	macular degeneration	Completion of nonclinical studies				<ul style="list-style-type: none"> • Verification of quality equivalence between the original pharmaceutical product and our in-house product
Anti-SFTSV Ab	SFTS ¹⁾	Ongoing nonclinical studies				<ul style="list-style-type: none"> • First global new drug for SFTS¹⁾ • Completion of MFDS Research Project → Initiating Registration of Emergency Orphan Drugs
G-CSF ²⁾	Anticancer adjuvant	Completion of nonclinical studies				<ul style="list-style-type: none"> • Developed as a G-CSF biosimilar

- Spin-off of Huons' Health Functional Food Division, Absorption-Type Merger with Huons Foodience, and Establishment of Integrated Health Functional Food Company 'HuonsN'

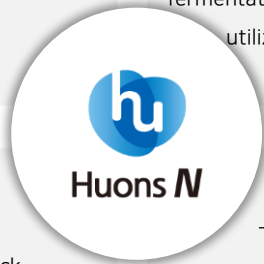
Business

OEM&ODM

Possession of Production Facilities for **Pouch, Powder, Fluidized Bed Granulation, Pill, Tablet, Suppository, and Freeze-Drying Lines**

Raw Materials & R&D

Providing differentiated solutions based on continuous research, new material development, and advanced technologies in lactic acid bacteria manufacturing, fermentation, and enzyme utilization







Feed additive

Applicable to All Livestock Species: Diverse Benefits Based on Live Bacteria, Inactivated Bacteria, and Metabolites—Antiviral Effect, Antibiotic Alternative, Digestion Promotion, and Diarrhea Prevention

Providing a One-Stop Solution for Health Functional Foods

Direct management of the entire process—from product planning that reflects market trends and consumer needs, to manufacturing, distribution, and sales

Individually Recognized Ingredient

Menopausal Lactobacillus YT-1 (HU-038)	 <p>Menolacto premium Menolacto probiotics</p>	<p>Function: It can help menopausal women's health & proliferate lactobacillus and suppress harmful bacteria HAT: the total score of 11 menopausal bases (KI) was confirmed Facial flushing, numbness in hands and feet, nervousness etc. Blockbuster health functional food product with annual sales exceeding 40 billion KRW</p>
Honeybush extraction fermented powder (HU-018)	 <p>Honeybush Skin Solution Capsules</p>	<p>Function: It can help maintain skin health from skin damage caused by ultraviolet rays HAT: skin wrinkles, moisturizing, and elasticity improvement are confirmed</p>
Combretum indicum extraction powder (HU-033)	 <p>Prostate Quisqualis indica</p>	<p>Function : It can help maintain prostate health HAT: significant improvement efficacy was confirmed in detailed items such as total score and residual urine of international prostate symptoms</p>
Weissella cibaria (JW-15)	 <p>Weissella cibaria</p>	<p>Function: It can support immune function HAT: Shows efficacy in activating NK cells and increasing immune cell activity substances</p>
Leaf and Stem Extract of Dendropanax morbiferus	 <p>Certificate of Functional Ingredient Approval by the MFDS</p>	<p>Function: It can help improve cognitive function HAT: MRI results showed an increase in the thickness of the cuneus and lingual gyrus regions of the cerebral cortex, as well as improvements in concentration and memory abilities.</p>
Perilla leaf extract	 <p>Certificate of Functional Ingredient Approval by the MFDS</p>	<p>Function: It can help reducing body fat HAT: the improvement of weight and body fat mass was confirmed</p>

- Opening of Huons Group’s integrated R&D center, ‘Huons Dongam Research Institute,’ in November 2024
- Pursuing R&D Synergy and Diverse Open Innovation Initiatives through Groupwide Research Integration

NCP112(HUC1-394)

Dry Eye Disease Treatments

Phase 1 in Korea

- ✓ Low likelihood of side effects and toxicity due to the use of peptide agents
- ✓ As a FPR2 Selective peptide ligand, inhibits inflammatory reactions by activating FPR2
- ✓ Restoring damaged cornea by suppressing conjunctivitis caused by dry eyes
- ✓ In-Licensing from Nova Cell Technology

A new mechanism-based treatment for dry eyes

Codor S Eye Drops

Glaucoma Treatments

Phase 3 in Korea

- ✓ Change in Active Ingredient Amount of Existing Product, Phase 3 Clinical Trial Demonstrates Safety, Efficacy, and Improved Ocular Comfort
- ✓ Development Status: Completion of Formulation Research, Phase 3 Clinical Trial Plan Approved

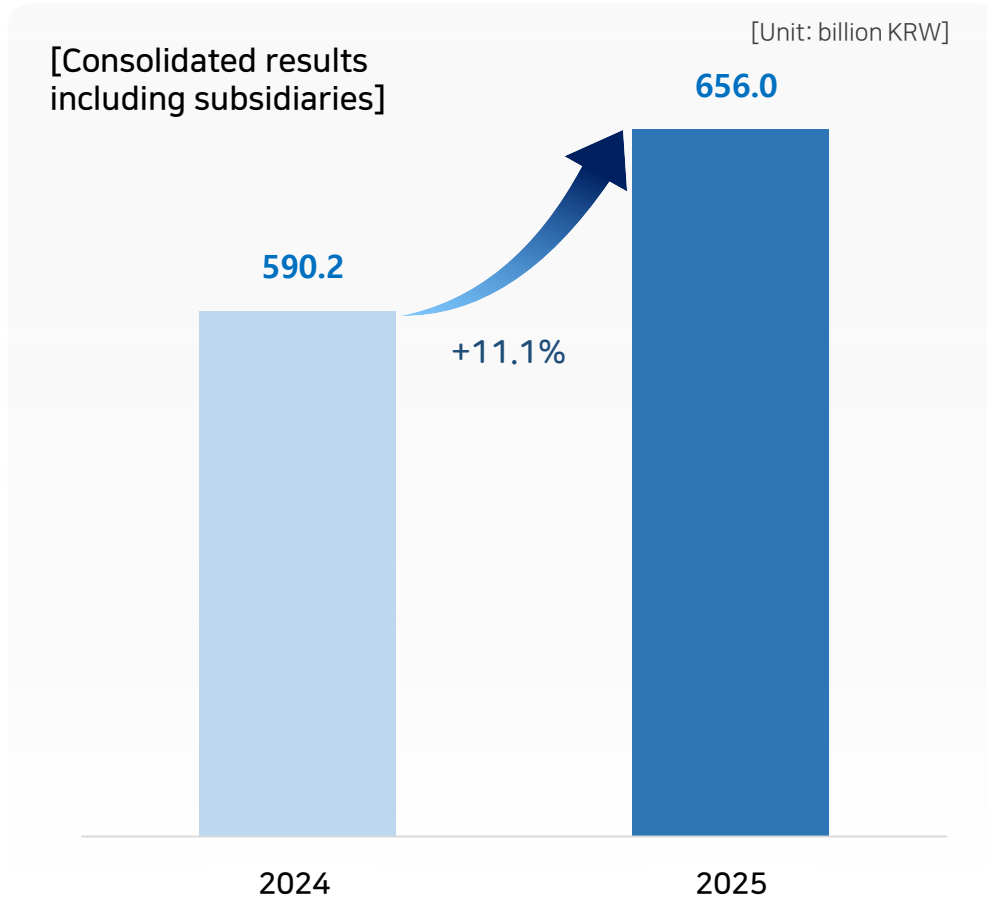
Development of Differentiated Glaucoma Treatments with Improved Eye Drop Comfort

Pipeline

Classification		Project Code	Indication	Development Stage
Synthetic	NCE	HUC1-394	Dry eye	Phase 1
	IMD	HUC2-007	Dry eye	Phase 3 complete
		HUC3-431	High blood pressure, Hyperlipidemia	Phase 1
		HUC3-443	High blood pressure, Hyperlipidemia	Phase 1
		HUC2-363	Peptic ulcer	Phase 1
Natural	HFF	HUN2-497	Fatigue improvement, exercise performance	Human application test
		HUN2-465	Anti-obesity	Human application test
		HUN2-521	Female vaginal health	Human application test
		HUN2-575	Urinary health	Human application test

※ Projects in discovery and preclinical stage are not included.

2025 Target Consolidated Revenue : 656 bil KRW (YoY ▲ 11.1%)



Key Business Strategy

Huons

- Expanding pharmaceutical exports based on stable domestic ETC drug sales (New anesthetic product received US FDA ANDA approval & expansion of export items such as eye drops)
- Improved Utilization of Second Plant and Operation of New Injectable Line → Revenue Growth and Profit Margin Recovery

HuonsN(formerly Huons Foodience)

- Expansion of Sales for Proprietary Brand 'Innerset' and Growth in Health Functional Food Exports
- Absorption-Type Merger of Huons' Spun-Off Health Functional Food Division → Enhanced Management Efficiency, Sales Expansion, and Performance Improvement

Huons Life Sciences

- Expansion of B2B Contract Manufacturing Business and Profit Margin Improvement through In-House Conversion
- Sales Expansion through Expansion of Solid Dosage Pharmaceutical Production Facilities

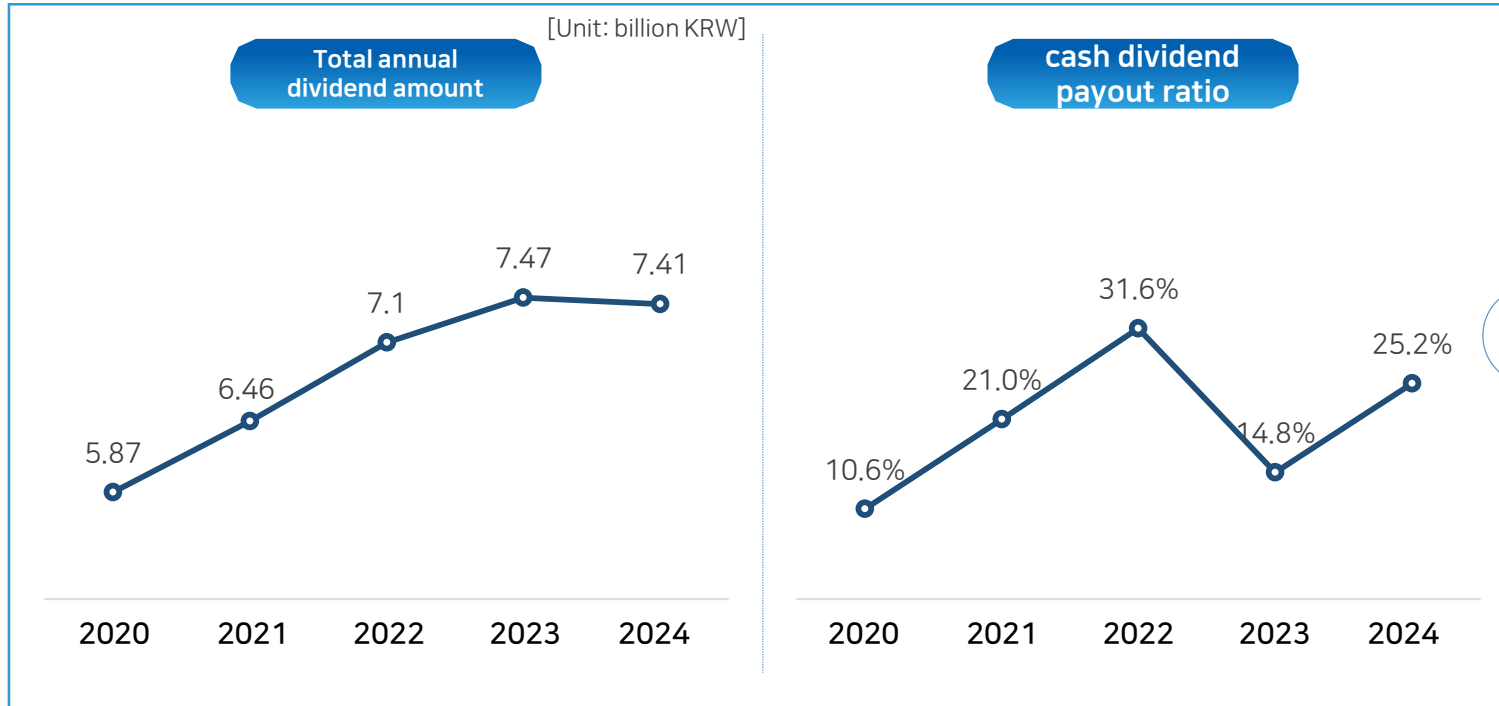
PanGen Biotech¹⁾

- Advanced GMP Facility Upgrades & Strengthening Biopharmaceutical CDMO Business
- Expansion of EPO (anemia treatment) biosimilar exports



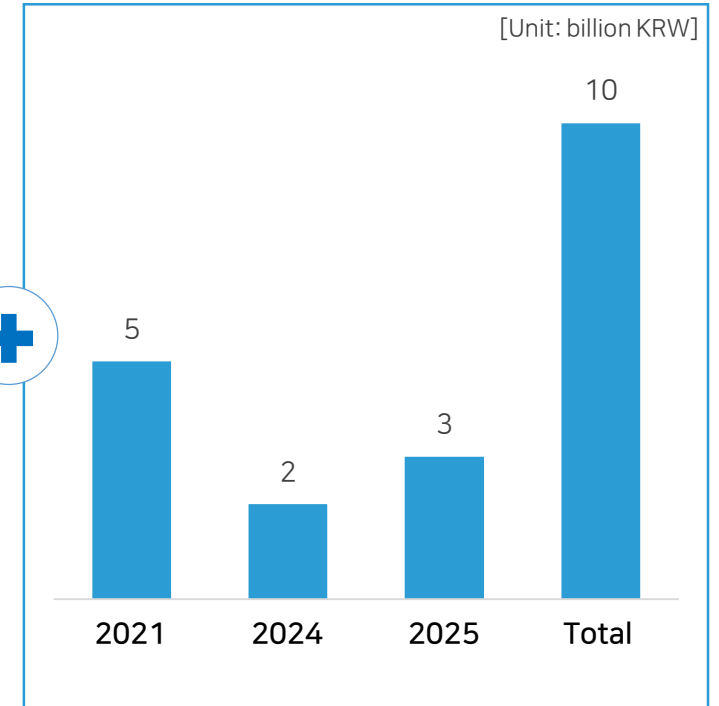
- Mid- to long-term dividend policy : semi annual dividends (Interim & Year-end), 0~30% increase in dividend per share from previous business year
- Implementation of Additional Share Buyback Worth 3 Billion KRW from Late 2024 to March 2024

Key Dividend Indicators



“Pursuing Continuous Dividend Increases through Dividend Policy”

Share Buyback



“Implementation of Share Buyback to Enhance Shareholder Value”

Statement of Financial Position

[Unit: mil KRW]

Classification	1Q24	2Q24	3Q24	4Q24	1Q25
Assets	542,821	566,217	585,336	606,285	604,864
Current assets	262,033	260,999	252,823	256,909	258,171
Cash etc.*	67,876	60,426	64,717	68,874	63,170
Accounts receivable	95,079	96,951	89,559	95,322	90,849
Inventory Asset	81,541	87,041	82,186	76,253	81,787
Non-current assets	280,788	305,218	332,513	349,376	346,693
Property, plant and equipment	202,923	226,562	256,199	242,671	239,801
Liabilities	206,505	222,344	239,040	255,690	248,676
Current liabilities	130,571	145,276	149,323	153,496	159,761
Accounts payable	16,697	21,321	17,268	18,257	19,861
Short-term borrowings**	41,500	59,834	67,667	77,667	81,367
Non-current liabilities	75,934	77,068	89,716	102,195	88,915
Long-term borrowings	61,700	62,866	77,116	89,200	76,333
Equity	336,316	343,873	346,296	350,595	356,188
Equity attributable to owners of holding co.	331,379	339,336	341,656	345,971	351,519
Retained earnings	253,487	261,987	265,518	269,458	327,920
Non-controlling interests	4,936	4,537	4,640	4,624	4,669
Stability Indicator					
Current ratio	201%	180%	169%	167%	162%
Debt to equity ratio	61%	65%	69%	73%	70%
Borrowing ratio	31%	36%	42%	48%	44%
Net debt ratio	11%	18%	23%	28%	27%
Interest coverage ratio	1350%	1550%	1468%	882%	684%

Statements of Comprehensive Income

[Unit: mil KRW]

Classification	1Q24	2Q24	3Q24	4Q24	1Q25
Assets	147,760	148,981	146,867	146,623	145,836
Current assets	73,248	76,630	78,172	76,961	75,339
Cash etc.*	74,512	72,351	68,695	69,662	70,497
Accounts receivable	63,820	63,042	60,012	58,651	57,651
Inventory Asset	10,692	9,309	8,684	11,011	12,845
Non-current assets	119	233	364	127	289
Property, plant and equipment	1,567	948	-198	-4,817	-583
Liabilities	12,377	10,490	8,850	6,321	12,551
Current liabilities	2,573	2,401	1,593	2,397	202
Accounts payable	9,804	8,089	7,257	3,924	12,349
Short-term borrowings**	9,881	8,488	7,145	3,940	12,306
Non-current liabilities	-77	-399	112	-16	43
Long-term borrowings					
Equity	7.2%	6.2%	5.9%	7.5%	8.8%
Equity attributable to owners of holding co.	10.8%	9.7%	9.3%	11.3%	12.6%
Retained earnings	6.6%	5.4%	4.9%	2.7%	8.5%
Non-controlling interests	14.7%	12.1%	10.5%	8.5%	9.1%
Stability Indicator	113%	112%	109%	103%	103%
Current ratio	161%	165%	169%	173%	170%

1) Cash etc. = Cash & Cash Equivalent + Short-term Financial Instruments
 2) Including current portion of long-term debt
 3) Figures accumulated for 4 quarters

Thank you