



# 3Q20 Earnings Release

November 10, 2020  
Investor Relations

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The financial information in this document are consolidated earnings\* results based on K-IFRS.

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# 1. 실적요약 / Financial Summary



[Unit: KRWbn, 십억원]

	3Q19	2Q20	3Q20	Change in %	
				YoY	QoQ
Revenue	51.1	48.3	54.1	5.7%	12.0%
COGS	14.3	15.2	15.6	9.5%	2.6%
Gross Profit	36.9	33.0	38.4	4.3%	16.3%
(%)	72.1%	68.4%	71.1%	-1.0%p	2.6%p
SG&A	18.6	16.3	17.3	-7.4%	5.7%
Operating Profit	18.2	16.7	21.2	16.2%	26.7%
(%)	35.6%	34.6%	39.1%	3.5%p	4.5%p
Others	-1.5	5.6	-0.7		
Pre-tax Income	16.7	22.3	20.4	22.2%	-8.3%
Net income	12.1	15.1	10.7	-11.6%	-29.5%
(%)	23.6%	31.3%	19.7%	-3.9%p	-11.6%p

## 2. 제품별 매출 / Revenue Breakdown



[Unit: KRWbn, 십억원]

	3Q19	(%)	2Q20	(%)	3Q20	(%)	YoY	QoQ
Toxin	23.7	46.4%	26.7	55.2%	28.2	52.2%	19.0%	5.9%
Filler	16.5	32.3%	13.5	28.0%	17.9	33.1%	8.5%	32.4%
Cosmetics (Wellage)	5.1	9.9%	3.2	6.6%	3.8	7.1%	-24.6%	18.9%
Medical device	4.9	9.6%	4.4	9.2%	3.6	6.6%	-27.5%	-20.1%
Hugel America	1.0	1.9%	0.4	0.9%	0.6	1.1%	-40.4%	28.5%
<b>Total</b>	<b>51.1</b>	<b>100.0%</b>	<b>48.3</b>	<b>100.0%</b>	<b>54.1</b>	<b>100.0%</b>	<b>5.7%</b>	<b>12.0%</b>

### 3. 지역별 매출 / Regional Breakdown



[Unit: KRWbn, 십억원]

		Toxin & Filler				
		3Q19	2Q20	3Q20	YoY	QoQ
Domestic		20.7	24.2	21.1	2.0%	-12.8%
Export		19.5	16.0	25.0	28.2%	56.7%
	Asia	14.2	13.6	20.1	41.3%	47.8%
	Latin America	1.1	0.4	1.9	72.4%	389.4%
	EU/CIS	4.2	2.0	3.0	-28.1%	53.4%
Total		40.2	40.2	46.1	14.7%	14.8%

## 4. 재무상태표 / Balance Sheet



[Unit: KRWbn, 십억원]

	2018	2019	3Q20
<b>Asset</b>			
Current Asset	684.8	640.9	662.7
Non-Current Asset	233.5	253.8	282.4
<b>Total Asset</b>	<b>918.3</b>	<b>894.7</b>	<b>945.0</b>
<b>Liability</b>			
Current Liability	23.0	37.6	40.9
Non-Current Liability	110.4	112.9	117.4
<b>Total Liability</b>	<b>133.5</b>	<b>150.4</b>	<b>158.3</b>
<b>Equity</b>			
Paid-in Capital	2.2	2.2	6.4
Capital Surplus	4.6	331.4	327.2
Other Capital Components	-38.3	-397.1	-395.7
Accumulated Other Comprehensive Income	-1.3	-5.3	1.0
Retained Earning	760.5	768.3	798.5
Non-Controlling Interests	57.1	44.8	49.4
<b>Total Equity</b>	<b>784.8</b>	<b>744.3</b>	<b>786.7</b>
<b>Total Liability and Equity</b>	<b>918.3</b>	<b>894.7</b>	<b>945.0</b>



**HUGEL**