



HansBiomed Corp. Investor Relations 2024



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Chapter 01. About Us

- 1) Company Overview**
 - 1-1 Introduction
 - 1-2 History
 - 1-3 Infrastructure
 - 1-4 Corporate governance
-

2) Product Portfolio

Chapter 01_01 Company Overview_Introduction

HansBiomed Corp.

A leader in tissue engineering and plastic surgery medical devices in Korea
A leader in the global bio industry

Company Name	HansBiomed Corp.
Date Established	September 15, 1999
CEO	GeunYoung Kim
Business Areas	Development, manufacturing, and sales of allografts and medical devices
HQ	7, Jeongui-ro 8-gil, Songpa-gu, Seoul, Korea 05836
LAB/GMP	Yuseong-gu, Daejeon, Korea
In Global	Hans USA(NJ/CA), Hans Mexico, Hans Columbia, Hans UK, Hans Thailand, Hans China, Hans Vietnam, Hans Ireland
Subsidiary	HansPhama, HansCare, MintMedical, Rebirth(LCC), ATEMs



Chapter 01_01 Company Overview_History

A Company that creates unprecedented innovation based on innovation R&D technology

Establish Technology



- 1993** Established HansMedical for scar treatment business
- 1999** Converted HansBiomed Co.,Ltd. Into Hansbiomed Corp.
- 2002** Established the largest tissue engineering research laboratory in Asia
Registered the first bonegraft in Korea with the U.S. FDA
Selected as a world-class certified company
- 2005** Permitted to establish the first tissue bank in Korea



Make Innovations



- 2008** Gained CE certification(Europe)for breast implants for the first time in Asia
- 2009** Listed on KOSDAQ for the first in industry
- 2011** Established Hans USA
- 2012** Became the first in Asia to be approved by AATB*
*American Association of Tissue Banks
- 2015** Successfully developed the first breast implants in Korea
- 2017** Constructed and relocated to the headquarters in Munjeong



Steady Development



- 2019** Established a GMP manufacturing facility
Expanded Hans Daedeok R&D Center
- 2020** Selected as a "Youth-Friendly Small Giant" by the Ministry of Employment and Labor
Established MintMedical Co., Ltd.
- 2021** Established a joint venture corporation, Rebirth, with Wego Group
- 2023** Selected as a world-class certified product(MintLift)

Chapter 01_01 Company Overview_Infrastructure



HansBiomed HQ

Location In Seoul
Established In 2017
Floor 1F Advanced Medical Devices R&D
4F Broadcasting, Workshop
8F GMP Facility(clinical)
R&D Advanced medical devices etc

HansBiomed GMP

Location In Daejeon
Established In 2002
GMP Tissue / Silicone / Medical devices
R&D First Tissue Bank in Korea
AATB Accreditaion

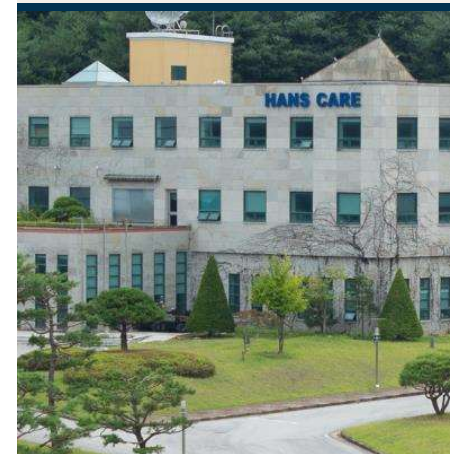


Hans Pharma

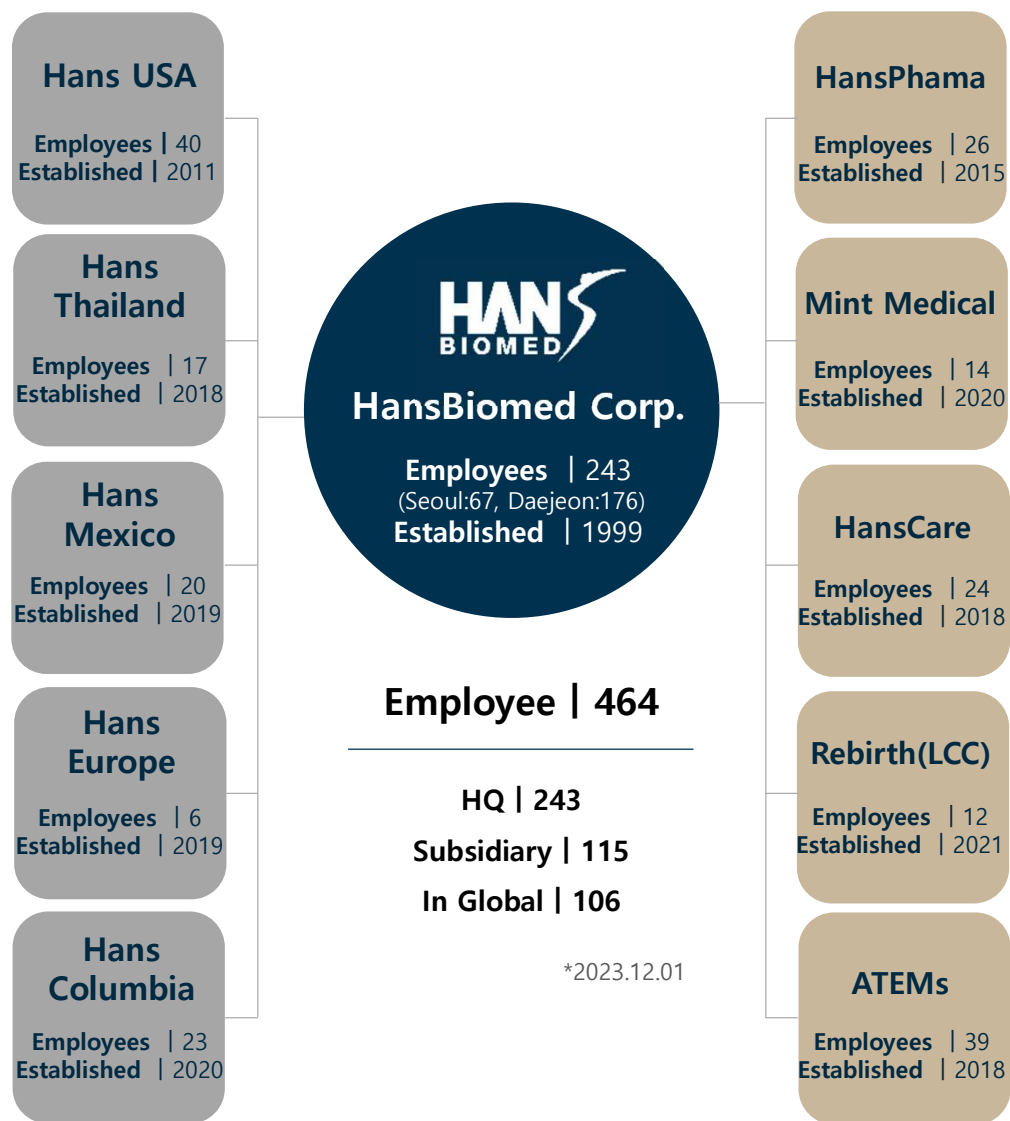
Location In Daejeon
Established In 2019
R&D Stem Cell Derived Exosome
Certi ISO 9001
ISO 14001
ISO 22716

HansBiomed Lab

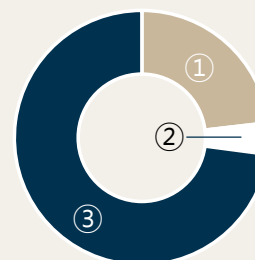
Location In Daejeon
Established In 2019
R&D High-Technology Biopharmaceuticals
GMP GMP Facility



Chapter 01_01 Company Overview_Corporate governance



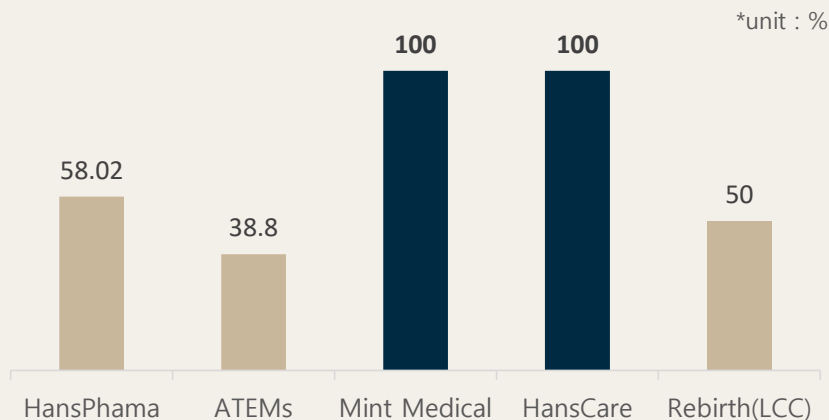
Shareholder Sturcture of HansBiomed



	Shares	Ratio
① Founder & Affiliated person	3,407,196	25.18%
② Treasury shares	539,388	3.99%
③ Others	9,579,783	70.83%
Total issued shares	13,526,367	100%

*2023.12.01

Shareholding percentage of Subsidiary



Chapter 01_02 Product Portfolio

Biologics

25 th Sales(%)	24 th Sales(%)
37,201 (47%)	32,292 (43%)

Bone graft

Used in orthopedic and neurosurgical spinal surgeries, fractures, and bone tumors
Used for gum reconstruction during dental implant surgery



Skin graft

Used for reconstruction surgeries such as breast cancer and rotator cuffs
Used for skin grafting in burn patients



Medical Device

25 th Sales(%)	24 th Sales(%)
34,154 (44%)	35,121 (47%)

Lifting thread

Primarily used in plastic surgery and dermatology for facelift procedures



Hair transplant device

Efficient hair follicle implantation device



Silicone Polymer

25 th Sales(%)	24 th Sales(%)
1,095 (1%)	1,894 (3%)

Breast implants

Breast augmentation surgeries in plastic surgery
Reconstruction surgeries in breast surgery for breast cancer patients



Scar treatment

Scar-minimizing treatments
Sold as OTC in pharmacies



Biocosmetic

25 th Sales(%)	24 th Sales(%)
2,159 (3%)	2,176 (3%)

Skin booster

Anti-aging product line used in dermatology, plastic surgery, and aesthetic clinics



Cosmeceutical

Cosmetics containing cell culture solution and fusidum extract



*Unit : KRW 100million

Chapter 02. Business areas

1) Biologics

- 1-1 Bone graft
 - 1-2 Skin graft
 - 1-3 Sales analysis
 - 1-4 Chinese market
-

2) Medical device

- 2-1 Lifting thread (MINT LIFT)
 - 2-2 Hair transplant device (LION)
-

3) Biocosmetic

- 3-1 Cosmeceutical (Kladie)
-

4) Silicon Polymer

Chapter 02_01 Biologics _ Bone graft



SureOss®

- It is a freeze-fried allogenic bone of cortical bone that does not undergo demineralization, so growth factors and mineral components that promote bone regeneration are preserved as it is, and it has excellent osteoconduction ability.
- It is contained in a special curved syringe, so it is convenient to use



ExFuse™

- It is a DBM plus cancellous bone chip, which stimulates the proliferation of mesenchymal cells and differentiation into osteogenic cells to help normal bone formation.
- Putty/Gel Type whose shape can be adjusted to fit the transplantation site



Genesis™ Sponge

- Sponge-type allograft with compression and elastic of Cancellous Bone (Sponge-type increases convenience for transplantation)



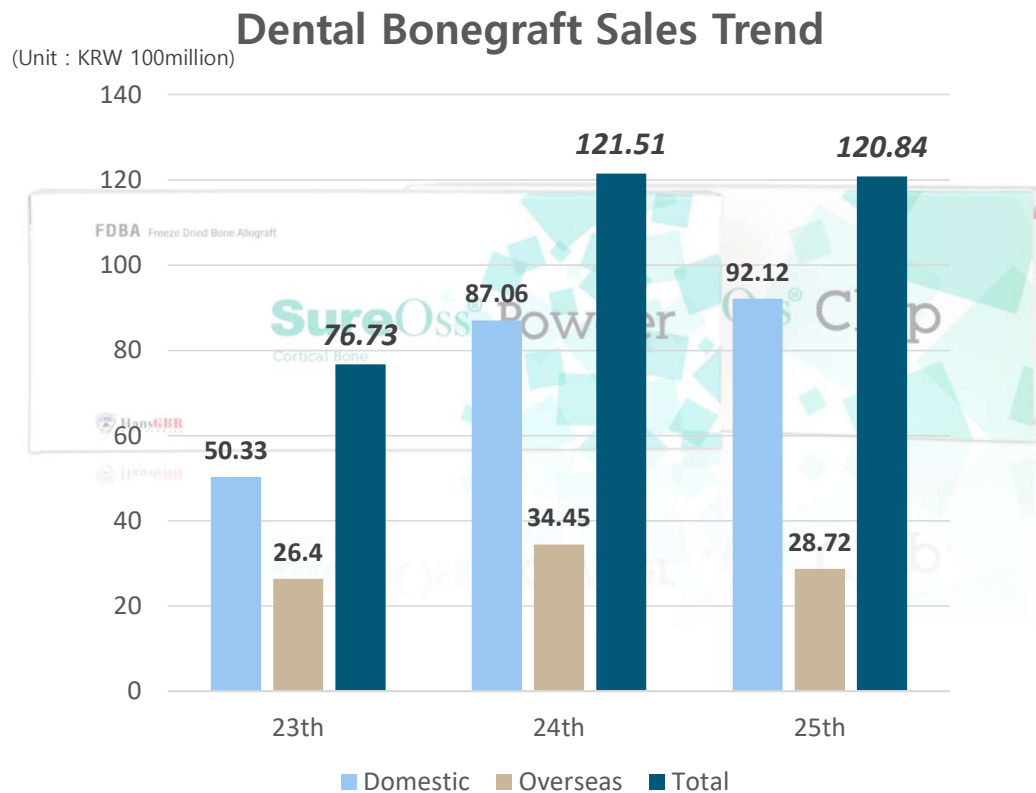
OSSTOP™

- Absorbable and hemostatic agent that controls bleeding by forming a physical protective film when bleeding inside the bone due to fractures, amputations, etc
- Securing safety by obtaining cytotoxic response level (grade 0)

R&D of numerous bone graft products, including DBM and more
Manufacturing and selling products in various departments, such as **DT/ OP/ NS**

Chapter 02_01 Biologics _ Bone graft

Increasing Sales of Dental Bonegraft



HansBiomed Allograft(Bone)

- Used for gum reconstruction during dental implant surgery
- Certified by MFDS(Korea), FDA 510K(US), NMPA(China) and others



OSSTEM Exclusive Contract

- Since 2009, Dental allograft(bone) have been supplied exclusively to OSSTEM Korea
- Exclusive contract for allograft(bone) was signed only for private hospitals in China



China Market Extension

- Exclusive contract with OSSTEM for allograft (bone) was signed only for private hospitals
- Exclusive contract with other partner for allograft (bone) will be sign only for public hospitals

Chapter 02_01 Biologics _ Skin graft



BellaCell HD™

- Non-cellular allograft used in breast surgery and other procedures to transplant onto patients with skin defects
- Available for immediate use upon opening as a ready-to-use(RTU) product
- Increased flexibility by 40%



SureDerm™ UROMAX

- Non-cellular allograft used in urology
- 100% allogeneic dermis attaches to the patient's natural tissue
- 2 types(RTU, freeze-drying)



SureDerm® Implant

- Used in OS and NS for ligaments and skin defects
- It is freeze-drying human dermis that maintains the three-dimensional structure of the dermal layer by removing the cells in the epidermis and dermis that cause immune responses from human skin



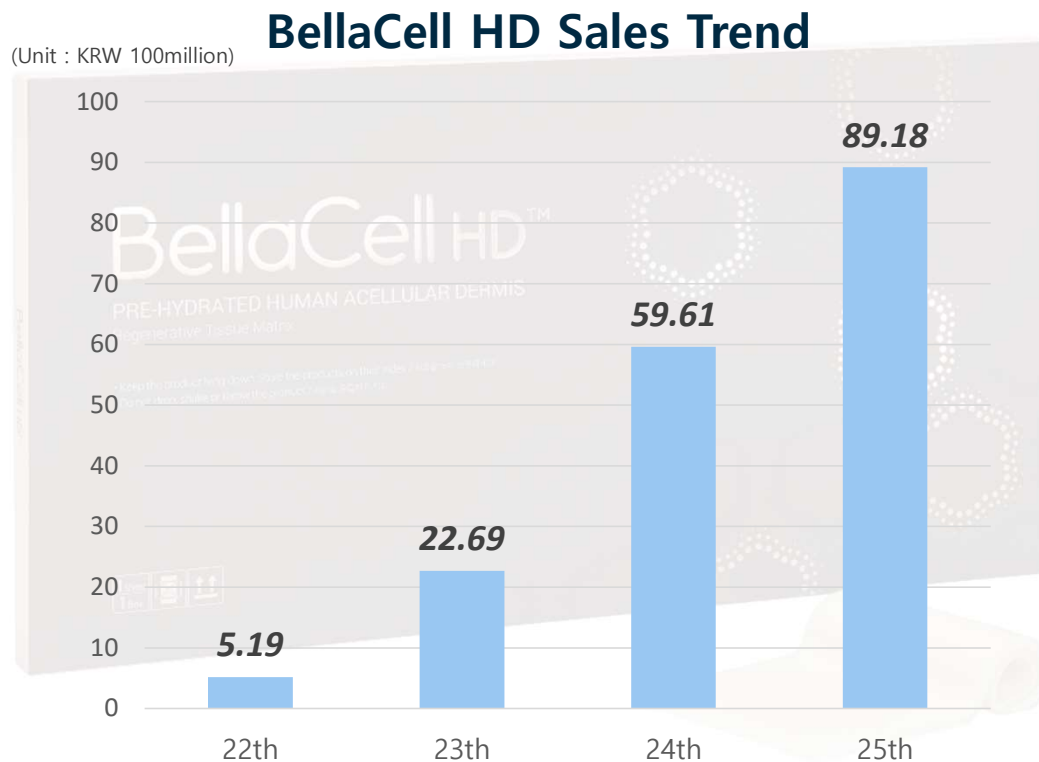
BellaGen™

- It is an injectable ADM product made of 100% allogeneic dermis.
- It is a Human Collagen Filler that shows a high engraftment rate when injected and can be used for supplementary purposes using treatment and surgery of damaged tissues

Human Dermis with the removal of cells that cause immune rejection
R&D in various types such as freeze-drying, RTU(hydration), and injection

Chapter 02_01 Biologics _ Skin graft

Promotion of rapid growth for BellaCell HD



Develop New ADM Market

- GS, PS Breast Conserving Surgery
(Used for reconstruction surgeries such as breast cancer)
- NS Craniotomy of using ADM
(After neurosurgery cranial surgery, it is used to prevent anterior head depression)

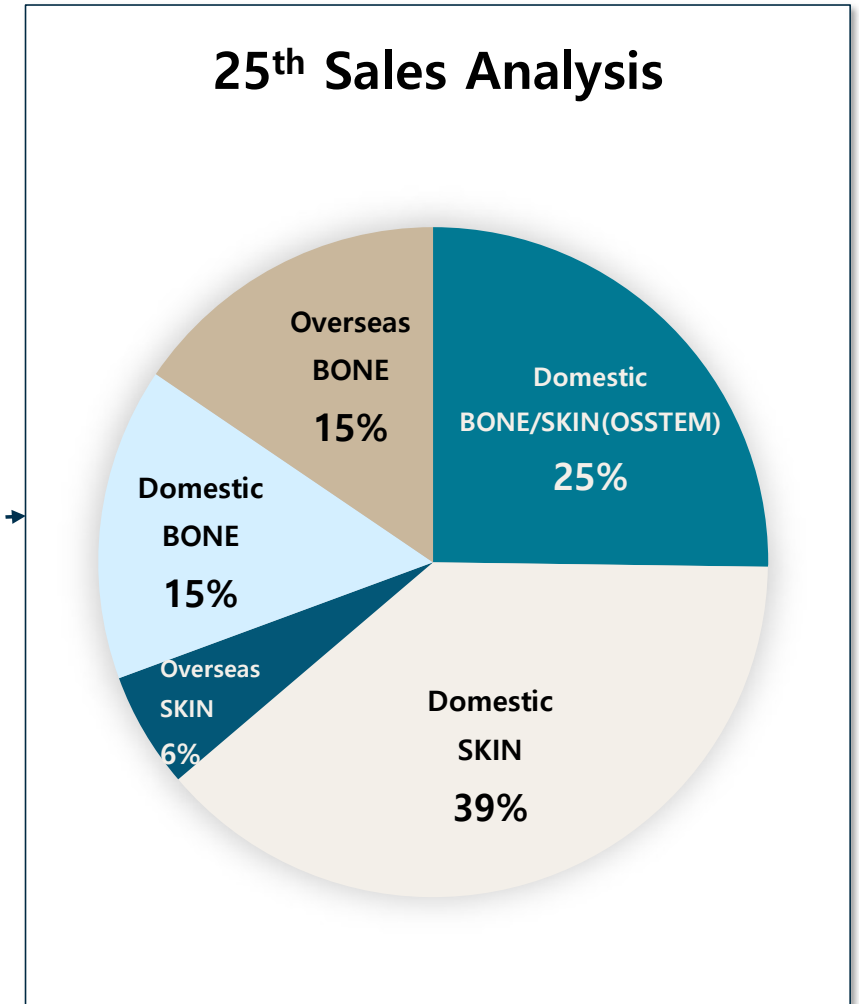
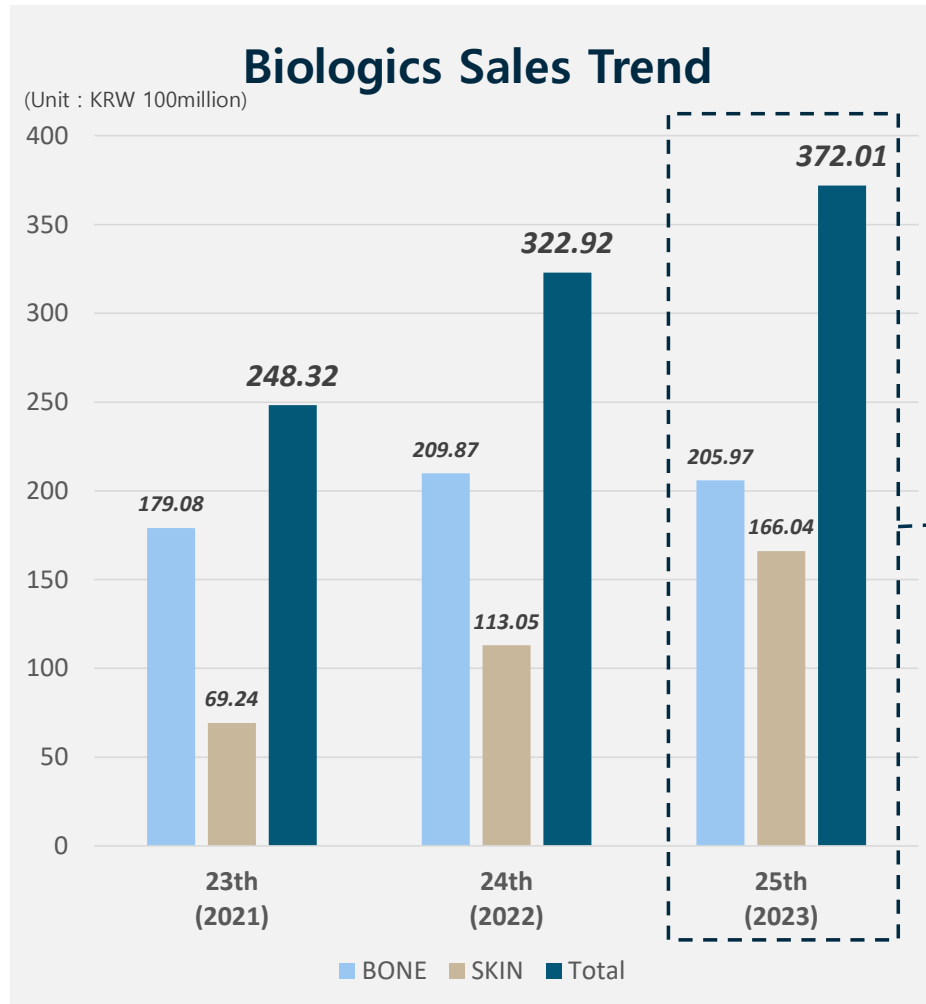
Increasing Breast Reconstruction surgery

- Annual increase of patients due to health insurance coverage expansion for breast reconstruction surgeries since April 2015
- Increased early breast cancer diagnosis rate expands the breast reconstruction technology market using ADM

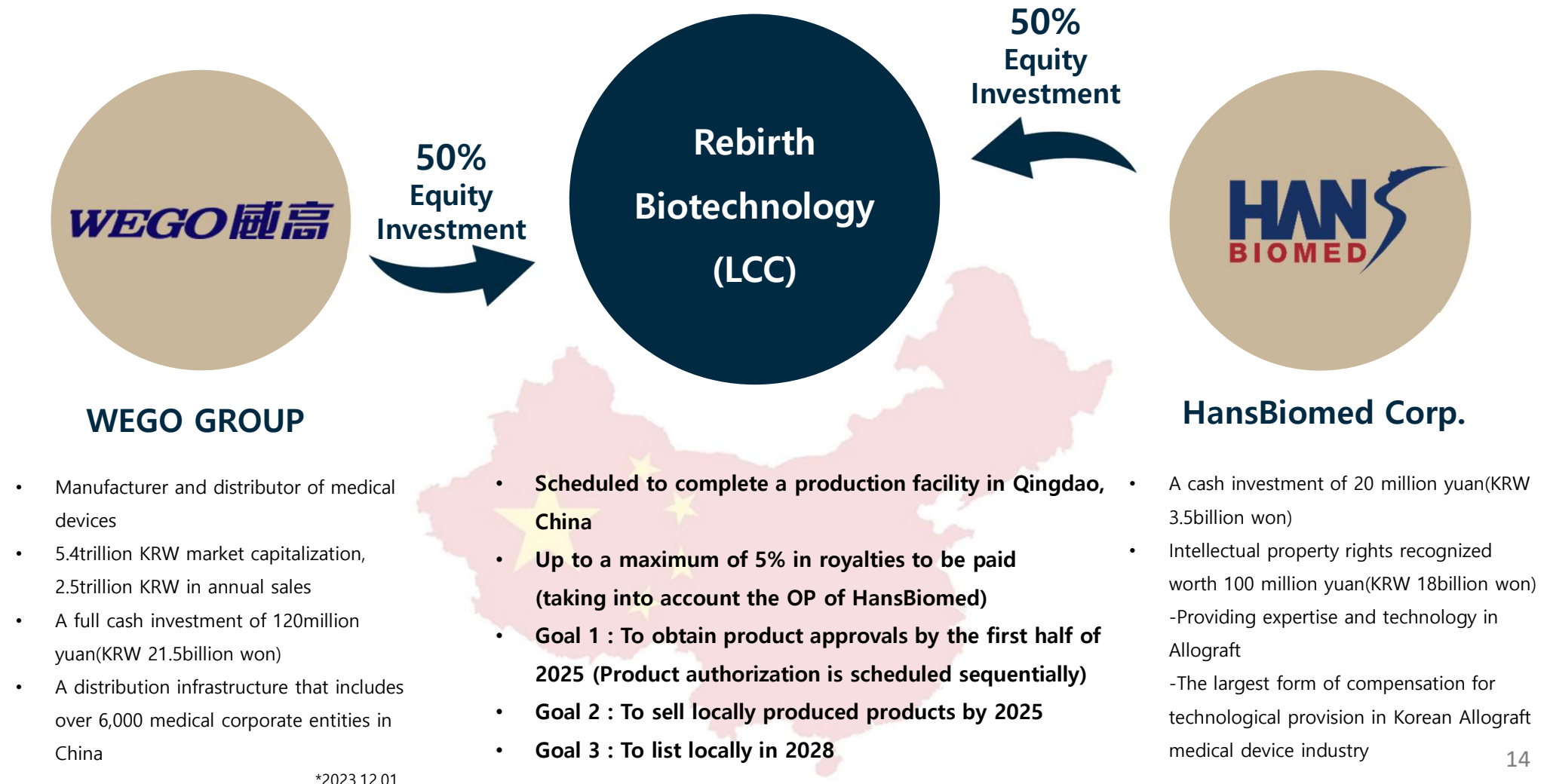
Paradigm Shift

- Subpectoral ▶ Prepectoral
- Pain reduction and aesthetic/beauty effects
- About 14million won for the reconstruction of one side
(50% national health insurance, 50% private insurance)

Chapter 02_01 Biologics _ Sales analysis

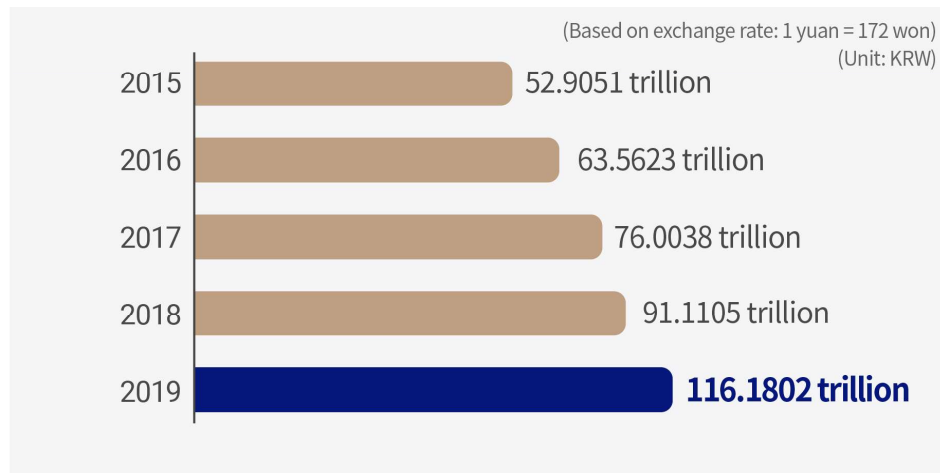


Chapter 02_01 Biologics _ Chinese Market



Chapter 02_01 Biologics _ Chinese Market

Size of the Chinese medical device market



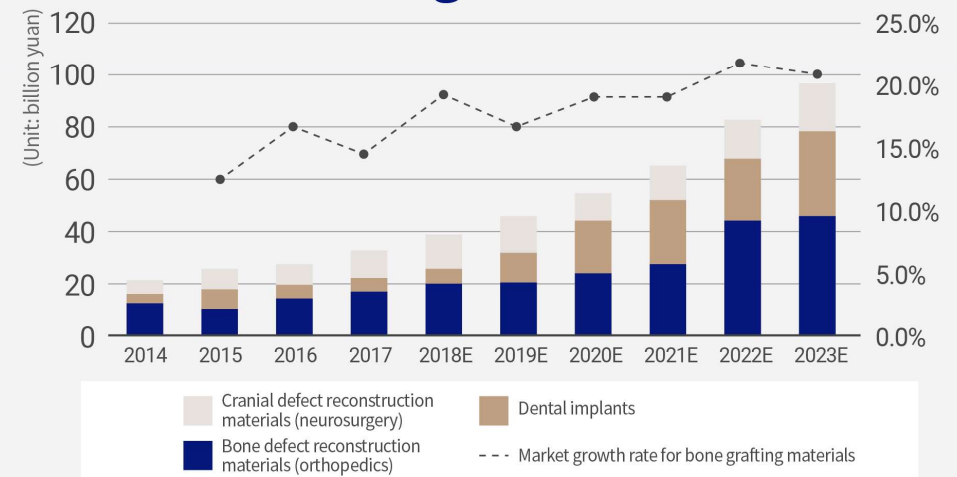
* Source: China Medical Device Report, published in 2019

Growing at an average annual rate of at least 20% since 2014

530.4 billion yuan as of 2018

The overall medical device market in China growing rapidly each year, with a CAGR of at least 20% since 2014

Chinese bone graft material market growth rate



* Source: Industrial Information Network, Dongxin Securities Research Report

The bone graft market in China, more than 30 times bigger than that of Korea

Large potential for growth

The size of the bone graft market in 2023 is predicted to be 9.69 billion yuan (1.8 trillion won)

Chapter 02_02 Medical device_ Lifting thread

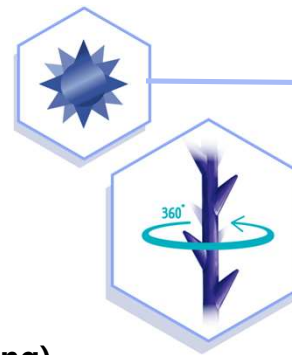
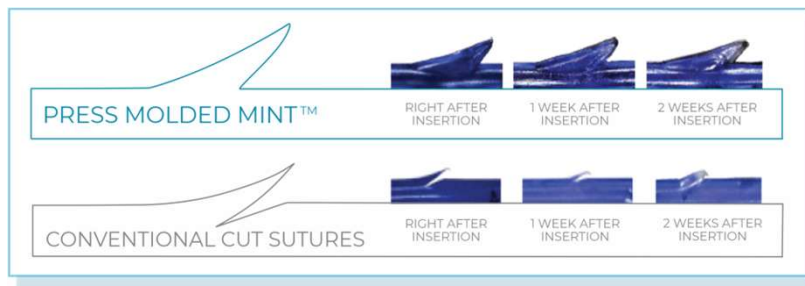
360° HELICAL DESIGN lifting thread MINT Lift®

- Certified by MFDS(Korea), FDA(US), CE(Europe), NMPA(China) and others in 11 countries
 - Being sold by export to 40+ countries
 - 100% biodegradable polydioxanone (PDO) component absorbed in the dermis layer
 - Approved as facial tissue fixation thread for uses in lifting for the first time in Korea
 - During the press-molding process, the barbs are positioned in a 360° helical pattern around the MINT PDO threads
- This design allows the PDO thread to better anchor onto the 3D structures of the skin for powerful repositioning effects
- 11+ papers and clinical data to ensure safety and effectiveness Offers a diverse product portfolio for customized procedures to meet the specific needs



360° HELICAL DESIGN lifting thread MINT Lift®

- **Manufacturing method patented in 11 countries**
(Higher fixation and sustainability than those offered by other companies)
- **MINT Lift®, licensed product for facail tissue fixation(lifting)**

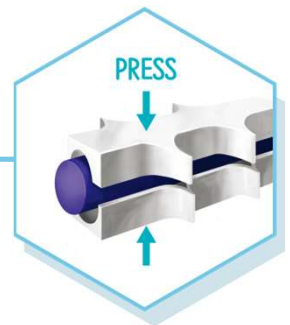


360° HELICAL DESIGN

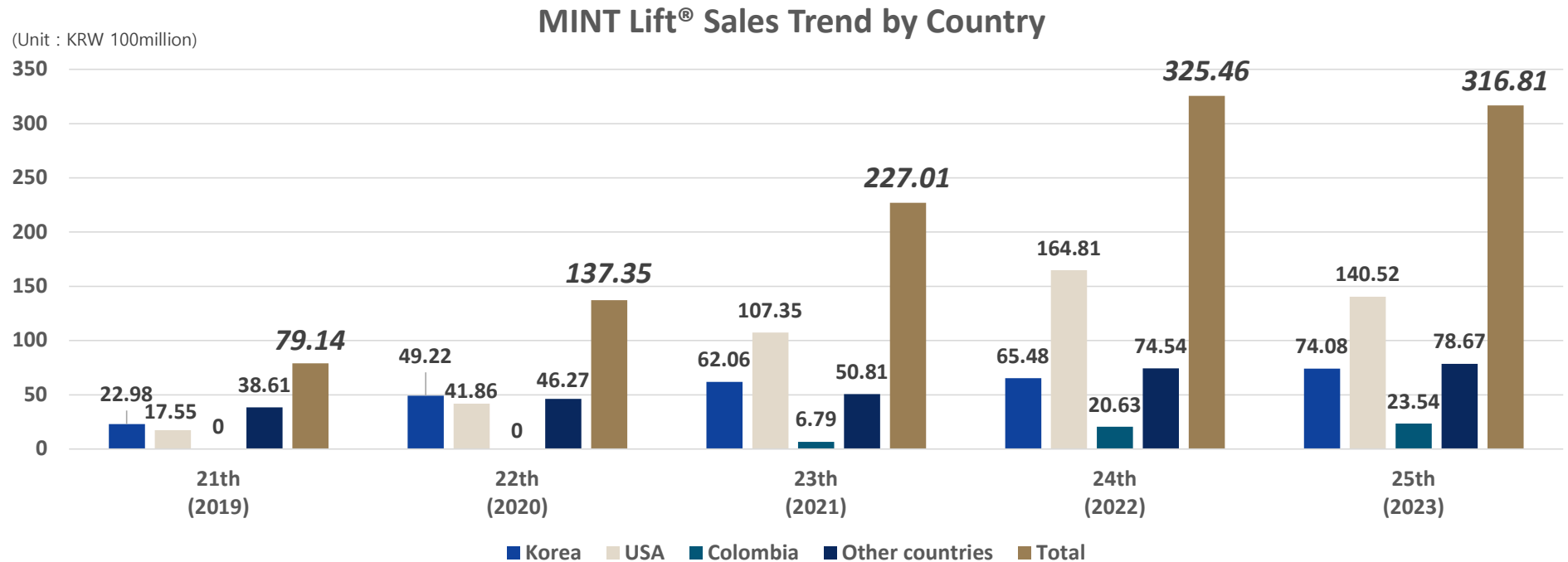
During the press-molding process, the barbs are positioned in a 360° helical pattern around the MINT Lift threads. This design allows the MINT Lift to better anchor onto the 3D structures of the skin for powerful repositioning effects.

PRESS MOLDED BARBS

Conventional sutures cut their barbs from the core of the thread which affects its integral core and leads to faster barb degradation. The barbs of MINT Lift threads are press molded onto the surface of the thread to maintain its structural integrity over a longer period of time.



Chapter 02_02 Medical device_ Lifting thread



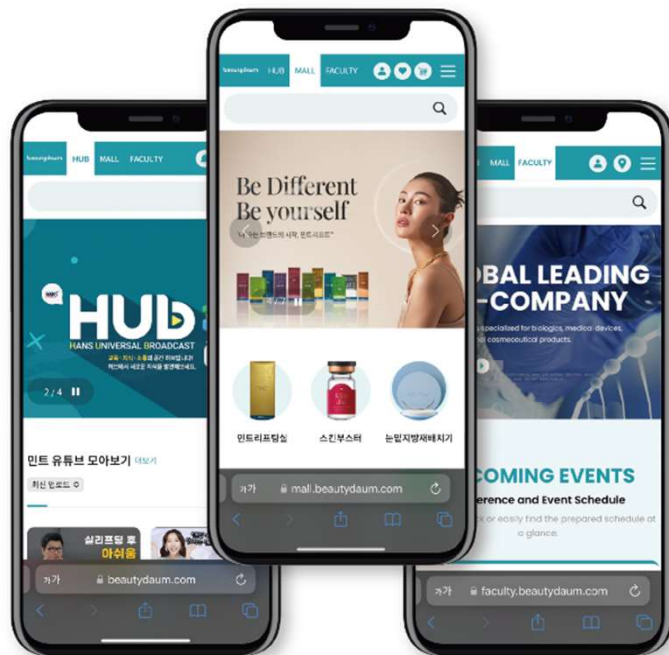
- MINT Lift® showed a sales growth of 300%, with a particularly outstanding growth record of 700% in the US market, over the past 5 years
- 3-year Growth Rates : High growth rates maintained in various countries, including Colombia (246%), Mexico (200%), and Thailand (283%)
- Anticipating sales from the 26th in Brazil(MINT Lift all lineup approvals completed)
- Anticipating sales expansion with approvals for key MINTLift lineups in the 26th, including China and Thailand

Chapter 02_02 Medical device_ Lifting thread

beautydaum

All about Lifting thread

Purchase and education at once! One stop service is opened



MintLift Specialty Online Shop

- An integrated shop where you can purchase lifting threads, procedural supplies, and more in one go
- New categories, including pharmaceuticals and medical supplies, are now open
- Easy and quick ordering process



Global Medical Professional Education Platform

- Real-time webinar viewing for medical professionals
- Training through various medical procedural videos
- Sharing domestic and international HansBiomed event schedules



The Library of Lifting Thread

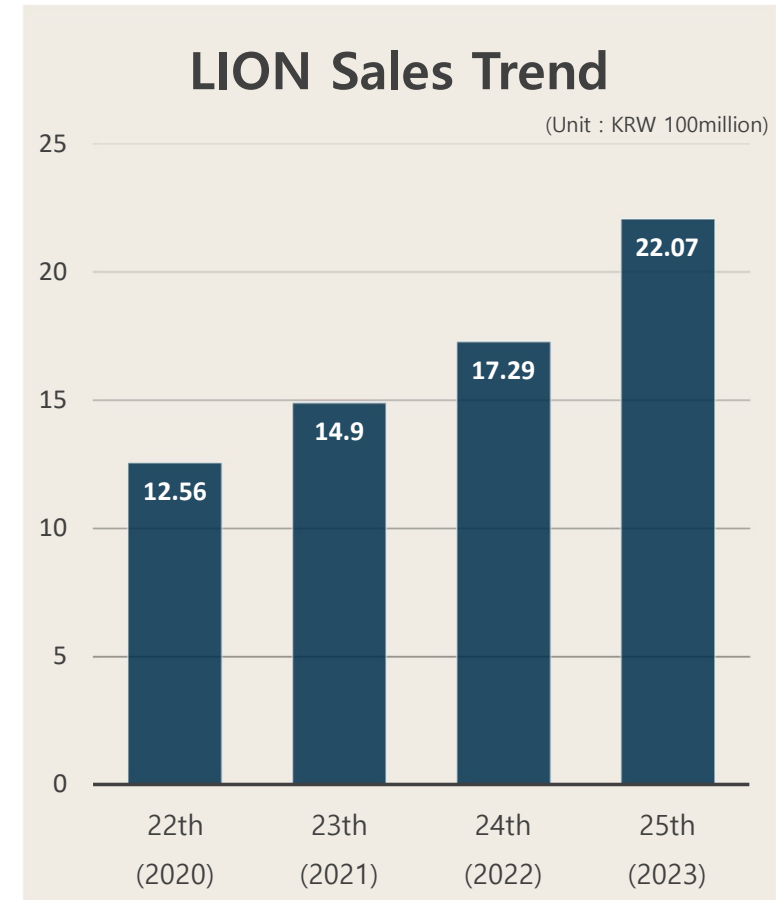
- Housing over 300 resources, including videos, catalogs, and research papers
- Quick and easy access through a mobile app

Chapter 02_02 Medical device_ Hair transplant device

Patented hair transplant device, LION



- Lion is a hair transplant device approved in more than 10 countries, including the USA(FDA) and Korea(MFDS)
- Patented clips allows shortened procedure time and easier, faster replacement of transplantation needles
- Precise transplantation needles help reduce potential scalp injuries during procedures
- Positive growth trend of annual sales
- Development in progress for hair transplant, hair loss treatments, and more



Chapter 02_03. Cosmeceutical

Bio-Cosmetic brand, Klardie

Klardie technologies

Continuous research on

'Human umbilical cord-derived mesenchymal stem cell(hUC-MSCs)'

- ▶ Found positive results in terms of skin cell regeneration, whitening, and antioxidant
- ▶ R&D of umbilical cord stem cell-derived products and skin booster



**Skinbooster
Cellup Dia/Ruby Solution**
[Dermatological Use]Skin tightening
and whitening care



Scalp-repair Cellup Ampoule
Effective for preventing hair loss
and improving scalp environment



Patent registration for neural
stem cell culture medium



US MSC culture medium
Listed in INCI



Neural stem cell culture
Medium listed in INCI



Induced neural stem cell
Culture medium listed in INCI



Fusicare Series
Moisturizing and soothing
home care

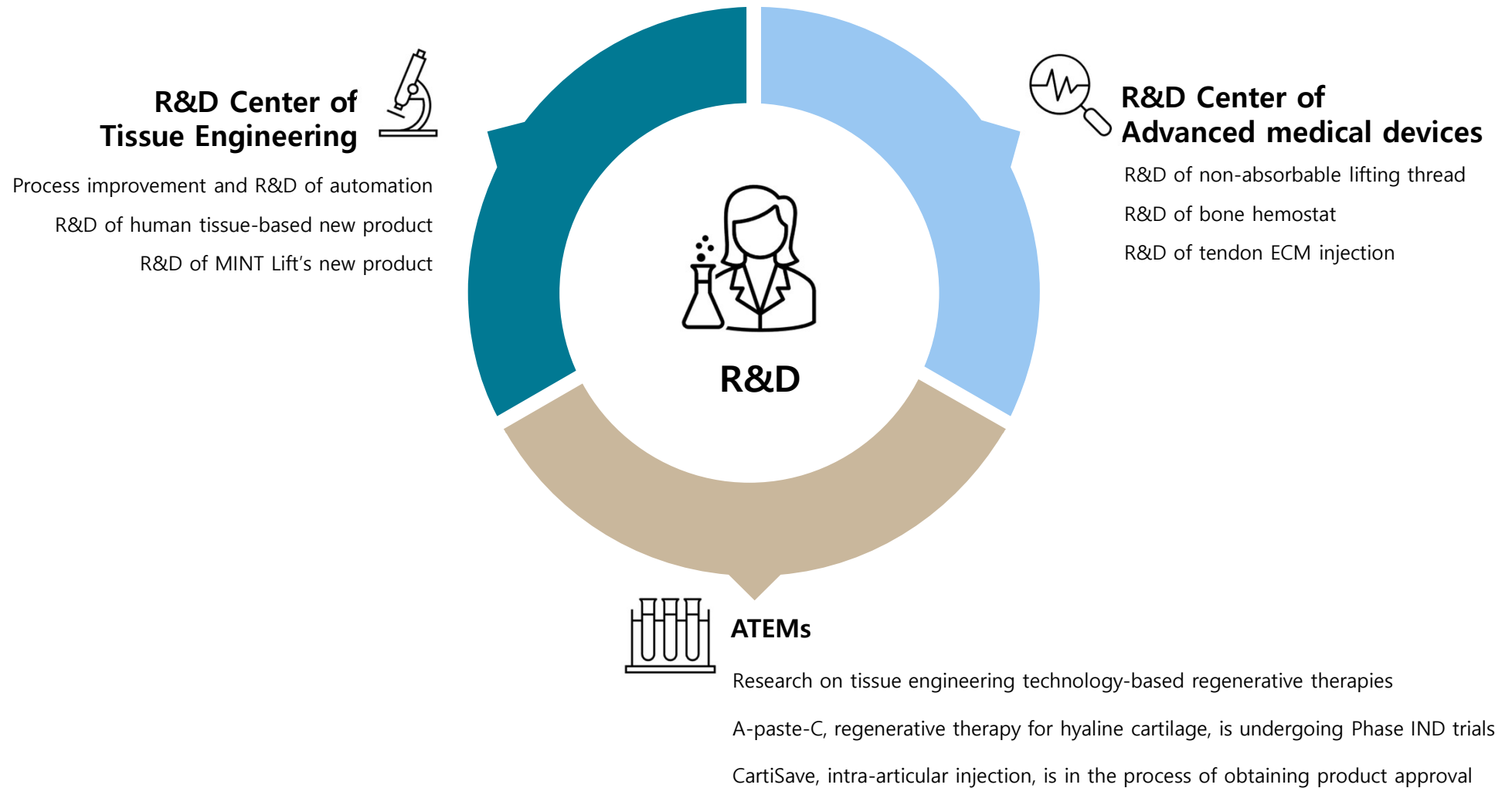


Timeless Cellup Series
Premium anti-aging home care

Chapter 03. Growth strategy

1) Future growth engine

Chapter 03_01. Future Growth Engine



Chapter 04. Business Performance & ESG

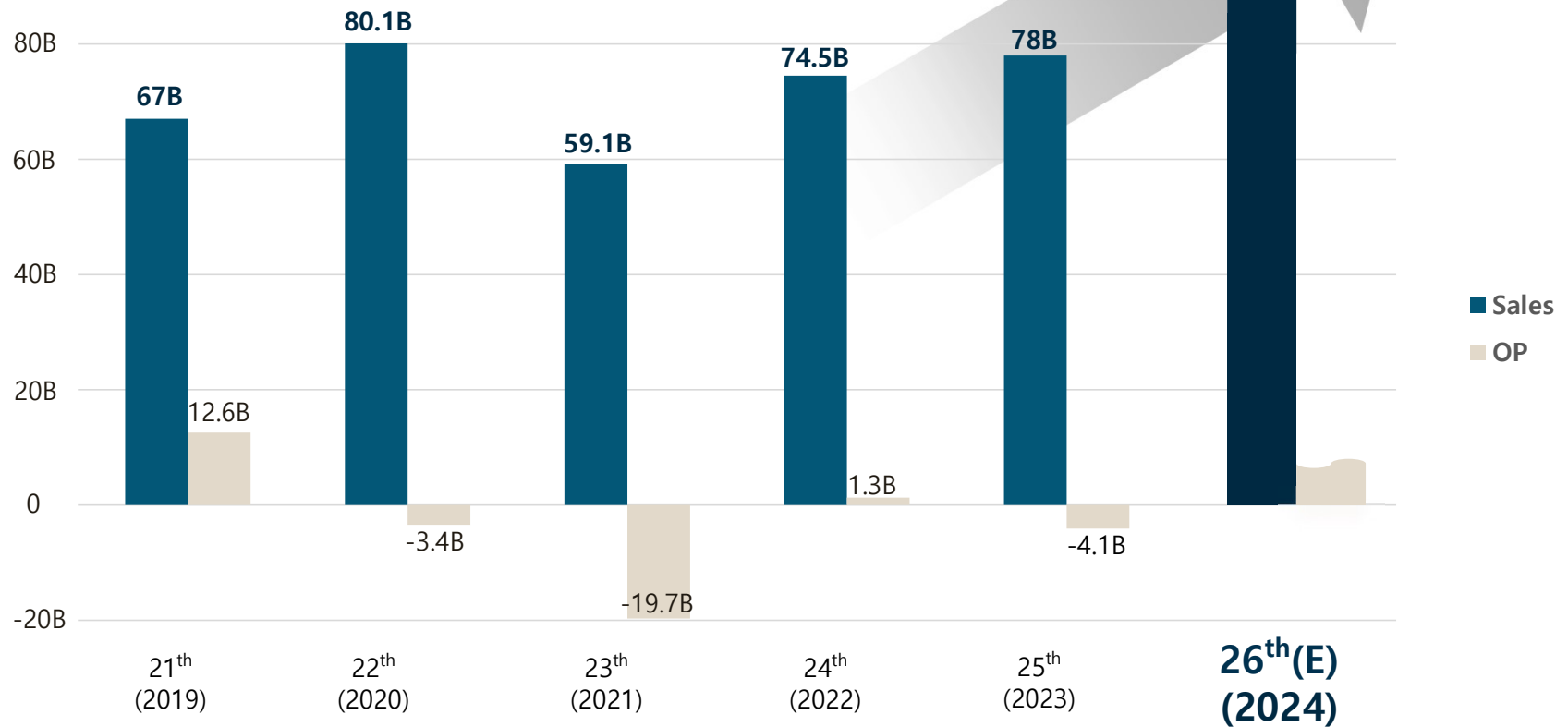
1) Business performance and Forecast

2) ESG

Chapter 04_01. Business performance and Forecast

GOAL : Sustainable growth of sales and generation of profit

(Unit : KRW 1won)



Chapter 04_02. ESG



C S R

한스바이오메드, 임직원 참여 연말 김장김치 나눔 봉사

[포세일보] 최영주 기자

보도 : 2022.12.09 11:20 수정 : 2022.12.09 11:20



Quarterly employee volunteering and donation activities to contribute to the community



Carbon neutrality

한스바이오메드 환경부 친환경 캠페인 '고고챌린지' 동참

[서울=뉴스1] 김민석 기자 | 2022-06-02 11:45 송고

1

가 음



Use eco-friendly paper and ink packaging
Participation in the Ministry of Environment's eco-friendly campaign 'GoGo Challenge'



Compliance

한스바이오메드, ESG 경영 가속화

정찬 기자

입력: 2022.04.21 09:30 | | 읽는 시간: 40초



Declaration of ethical management to minimize the risk of management corruption
Implementation of the 'Clean Hans' system for autonomous supervision and reporting of unfair acts



HansBioMed focuses on sustainable management driven by SDGs

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Thank You