

CELL BIOTECH

Probiotics & Microbiome company



2023 3Q Earnings Release

2023. 11. 15.

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2023 3Q cumulative Earnings Summary

Revenue up 6.1% to KRW 39 billion, operating loss KRW 190 million

Domestic revenue up 5.2%, overseas revenue up 7.2%

Duolac brand sales up 1.0% to KRW 22.2 billion, OEM/ODM sales up 24% to KRW 13.1 billion,

Raw material sales down 12% to KRW 3.7 billion

(unit : KRW 100 mil)

	2022 3q cum.	of revenue	2023 3q cum.	of revenue	YoY
Revenue	367.2		389.5		6.1%
Domestic	207	56.4%	217.8	55.9%	5.2%
Overseas	160.2	43.6%	171.7	44.1%	7.2%
	2022 2q cum	Profit margin	2023 3q cum.	Profit margin	YoY
Operating Profit	45.8	12.5%	-1.9	-0.5%	
Net Profit	117.1	31.9%	36.0	9.2%	-69.3%

2023 3Q Earnings Summary

Revenue up 10% to KRW 13.7 billion, operating profit down 12.1% to KRW 1.8 billion

Domestic revenue up 11.5%, overseas revenue up 8.3%

Duolac brand sales up 5.0% to KRW 7.5 billion, OEM/ODM sales up 31% to KRW 5.06 billion,

Raw material sales down 20% to KRW 1.13 billion

(unit : KRW 100 mil)

	2022 3q	of revenue	2023 3q	of revenue	YoY
Revenue	124.2		136.6		10.0%
Domestic	66.2	53.3%	73.8	54.0%	11.5%
Overseas	58.0	46.7%	62.8	46.0%	8.3%
	2022 3q	Profit margin	2023 3q	Profit margin	YoY
Operating Profit	20.6	16.6%	18.1	13.3%	-12.1%
Net Profit	50.3	40.5%	29.6	21.7%	-41.2%

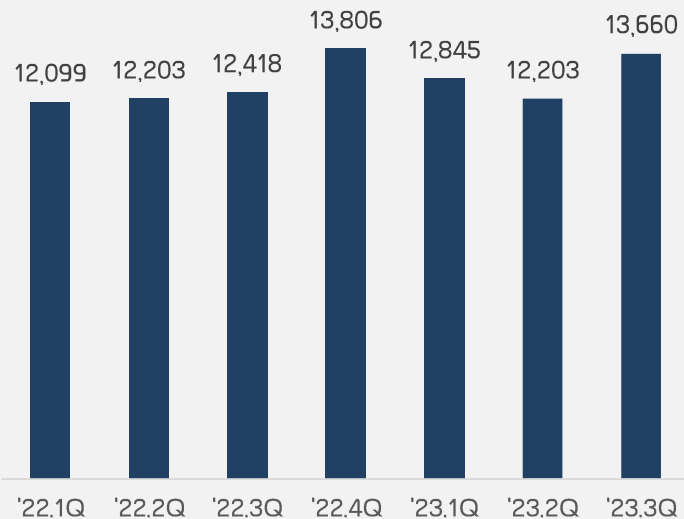
Revenue trends

3q revenue KRW 13.7 billion, yoy +10%

Domestic sales increase 11.5%. Overseas sales increase 8.3%

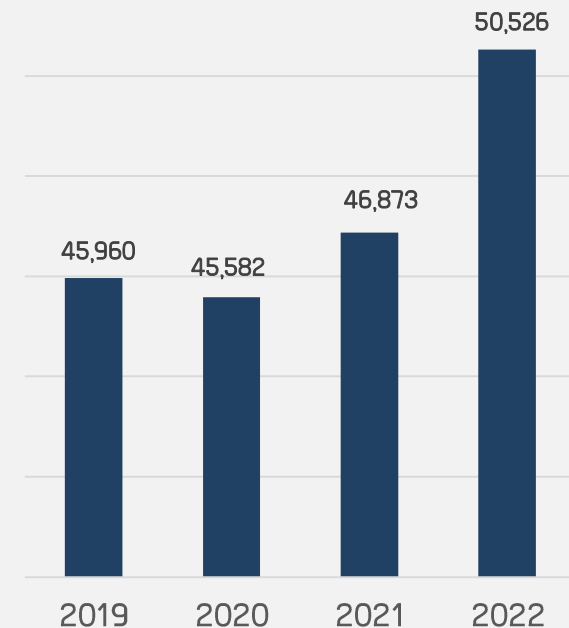
Quarterly revenue

(unit: KRW mil)



Full year revenue

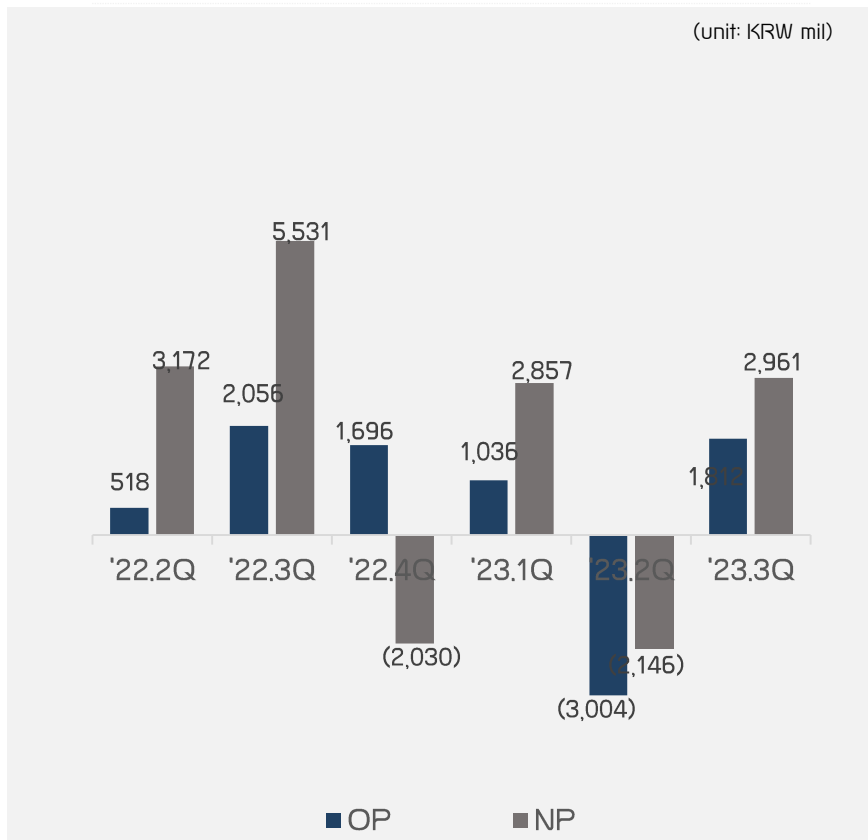
(unit: KRW mil)



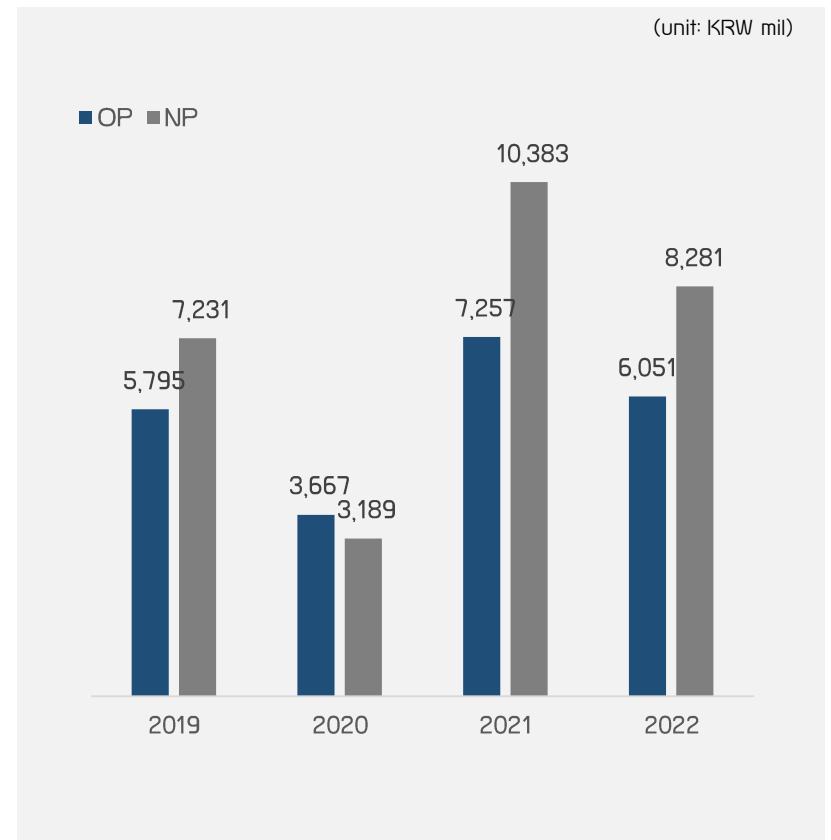
Profit trends

3q operating profit KRW 1.8 billion, yoy -12.1%
Net interest income +2.96 billion

Quarterly profit

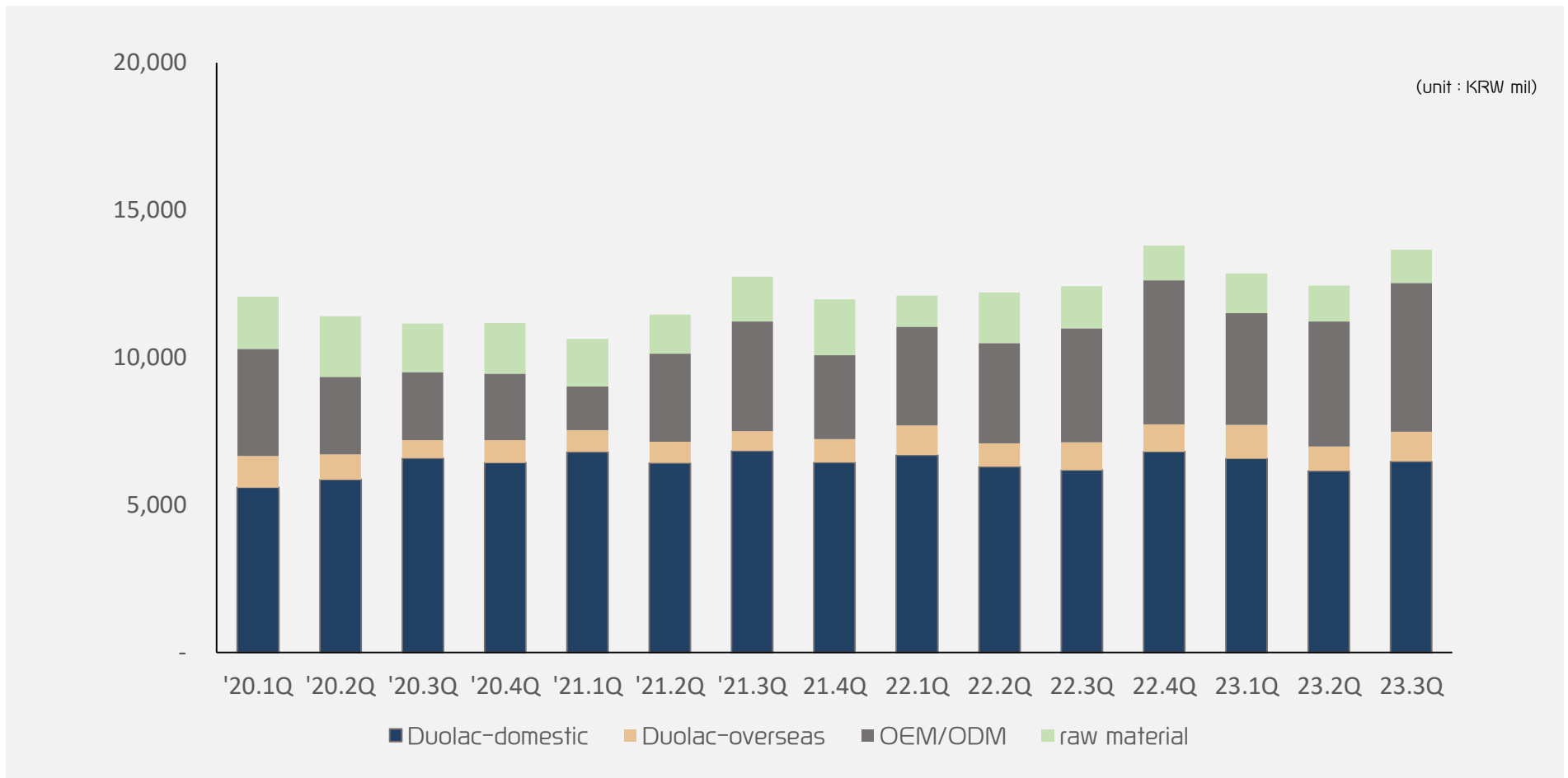


Full year profit



Revenue breakdown

3q revenue of Duolac brand +6% to KRW 7.5 bil., OEM/ODM +31% to KRW 5.1 bil., and raw material -20% to KRW 1.13 bil.



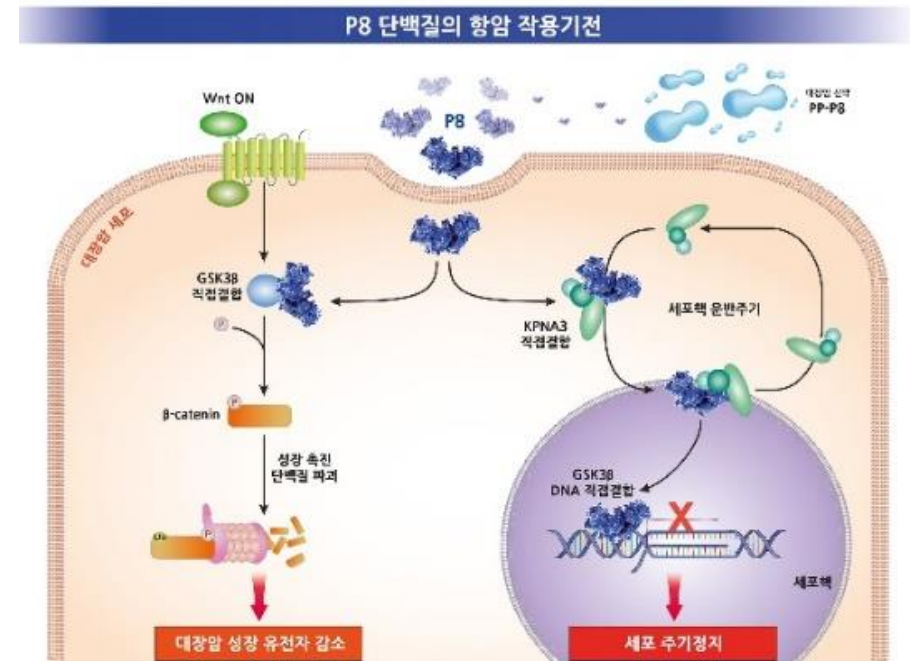
Microbiome R&D

- 1) Microbiome First-in-Class anticancer pipeline 'PP-P8' clinical phase 1 IND submitted (Mar 5, 2021)



- 2) Acquisition European patent of PP-P8 (Apr 1, 2021) (patent number EP3453718)
- 3) Presentation of a dissertation to a journal (May 31, 2021)
A synthetic probiotic engineered for colorectal cancer therapy modulates gut microbiota. Microbiome 2021
- 4) GMP facilities for LBP completed due diligence (1H 2021)
- 5) P8 Anticancer MOA paper published (23.06.07)
Anti-Cancer Roles of Probiotic-Derived P8 Protein in Colorectal Cancer Cell Line DLD-1, Int. J. Mol. Sci, 2023

- 6) Investigation of the anticancer mechanism 'PP-P8' (23.07.10)
- Published in SCI-class 'International Journal of Molecular Sciences'



* Article
<https://www.hankyung.com/it/article/202307104212i>

'Duolac' ranked No. 1 in global exports for 10 consecutive years



* Article
https://jhealthmedia.joins.com/article/article_view.asp?pno=27072

First developing in Korea 'Protein Absorption Synergy Lactobacillus'



* Article
https://newsis.com/view/?id=NISX20230727_0002392232&clD=10434&pID=13200

Consolidated Financial Summary

CELL BIOTECH

Income statement

(unit : KRW 100 mil., %)

	2022 3q		2023 3q	
	Amount	Ratio	Amount	Ratio
Revenue	124.2	100.0%	136.6	100.0%
Gross profit	91.2	73.4%	100.6	73.6%
SG&A expenses	70.6	56.8%	82.5	60.4%
Operating profit	20.6	16.6%	18.1	13.3%
Non operating profit/expense	48.4	39.0%	18.9	13.9%
Profit before tax	69.0	55.5%	37.0	27.1%
Consolidated net income	55.3	44.5%	29.6	21.7%

Statement of financial position

(unit : KRW 100 mil., %)

	2022. 12	2023. 09
Assets	1,159	1,167
Current Assets	757	801
Non current Assets	402	366
Liabilities	78	80
Current Liabilities	74	69
Non current Liabilities	4	11
Shareholder's Equity	1,081	1,087
Capital Stock	47	47
Retained Earnings	1,150	1,155