

ENGLEWOOD LAB

Third quarter 2022 IR Book





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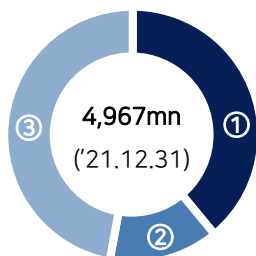
Disclaimer

This document is to provide various Investor Relation information including, but not limited to general business and financial information regarding Englewood Lab, Inc. It is drafted based on objective facts as much as possible. In deed, items in this document includes forecasting statement, current business prospects, plans strategies, opinions and many more Englewood Lab, Inc. focused on. Continuingly this document also includes other contents that shows historical facts and prospects concerning future business performance. These judgements made by Englewood Lab, Inc. based on information which obtained at this time includes a certain amount of risk and uncertainty.

Chapter 1.
Company Overview

About Us

Company Name	Englewood LAB, Inc.
CEO	Hyun Chul Cho
Date of Establishment	July 14 th , 2004
Listing Date	October 14 th , 2016
*Employees	267('21.12.31)
Business Area	R&D / Manufacturing of Cosmetics(ODM · OEM)
Capital Stock	4,967 million('21.12.31)
Homepage	www.Englewoodlab.com



Shareholders	**Shares	Ratio
① Cosmecca Korea Co., Ltd. (Major Shareholders and Related Parties)	8,768	44.1%
② Nihon Kolmar Holdings Co., Ltd.	2,000	10.1%
③ Others	9,100	45.8%
Total	19,868	100.0%

* Includes Englewood LAB Korea Co., Ltd.(Subsidiary)

** Unit : Thousands Shares

Mission&Vision

Mission

“By maximizing customer satisfaction through innovative R&D and high-quality manufacturing.”

Vision



INNOVATION

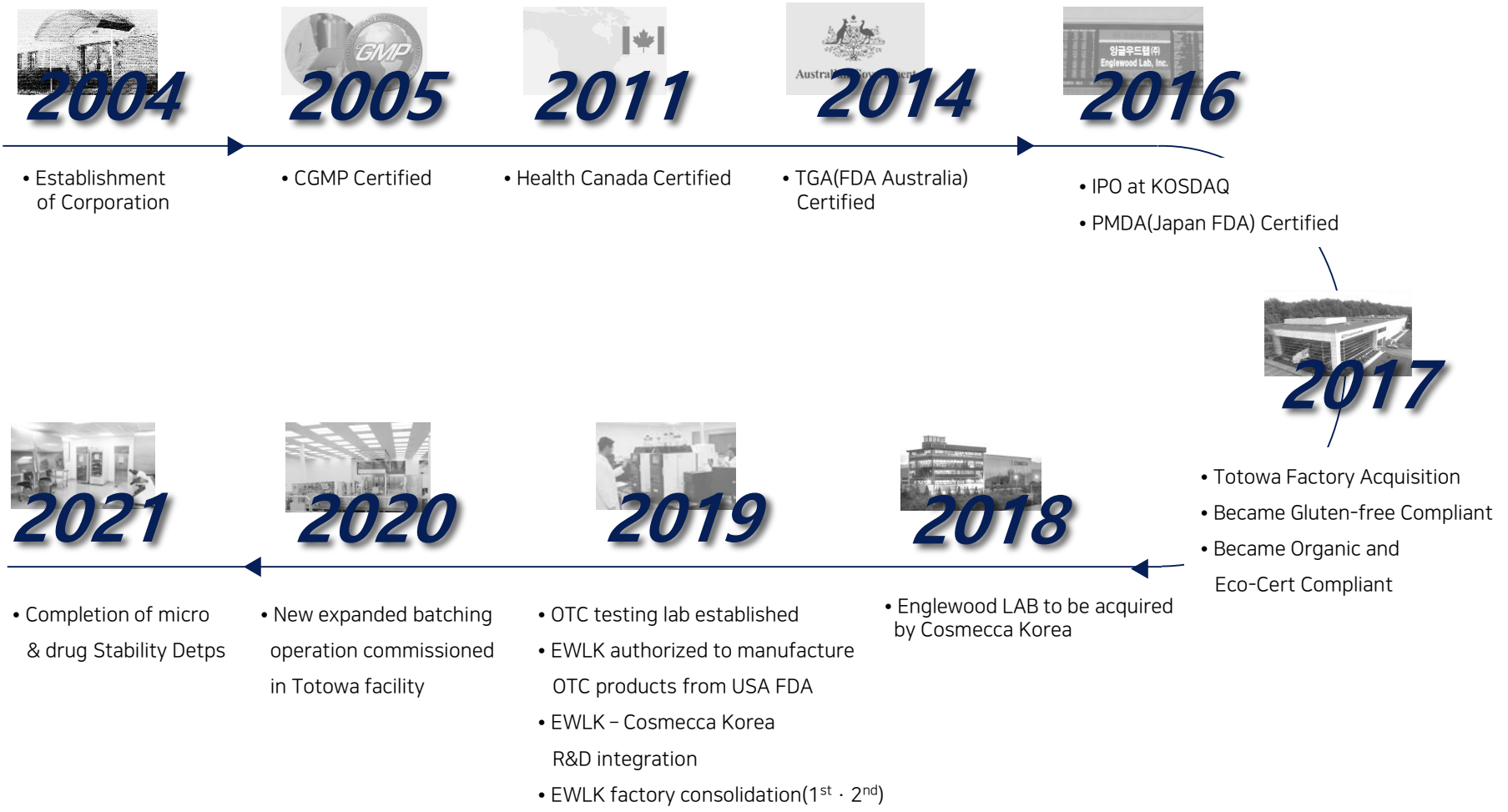


QUALITY

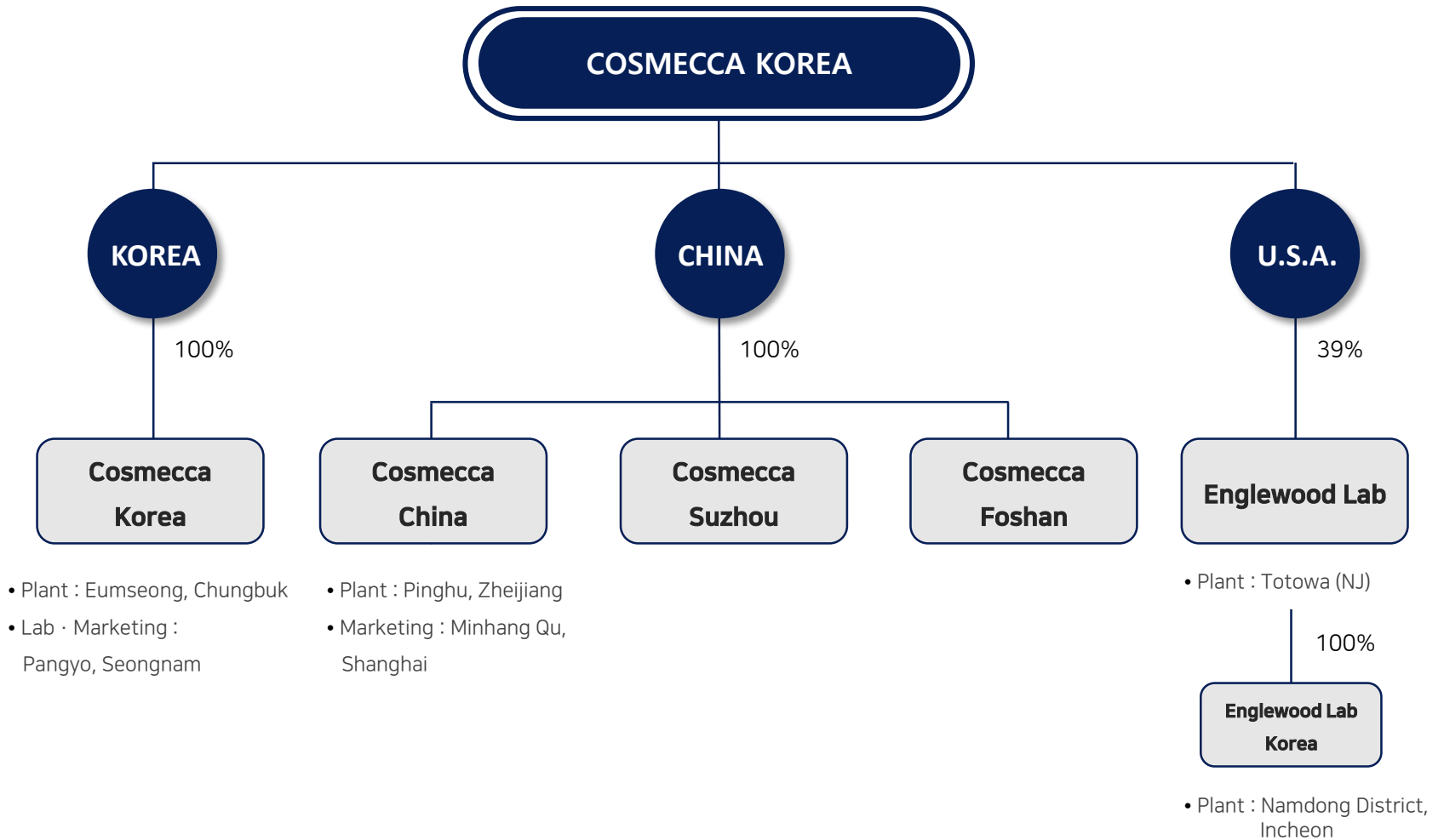


TRUST

History



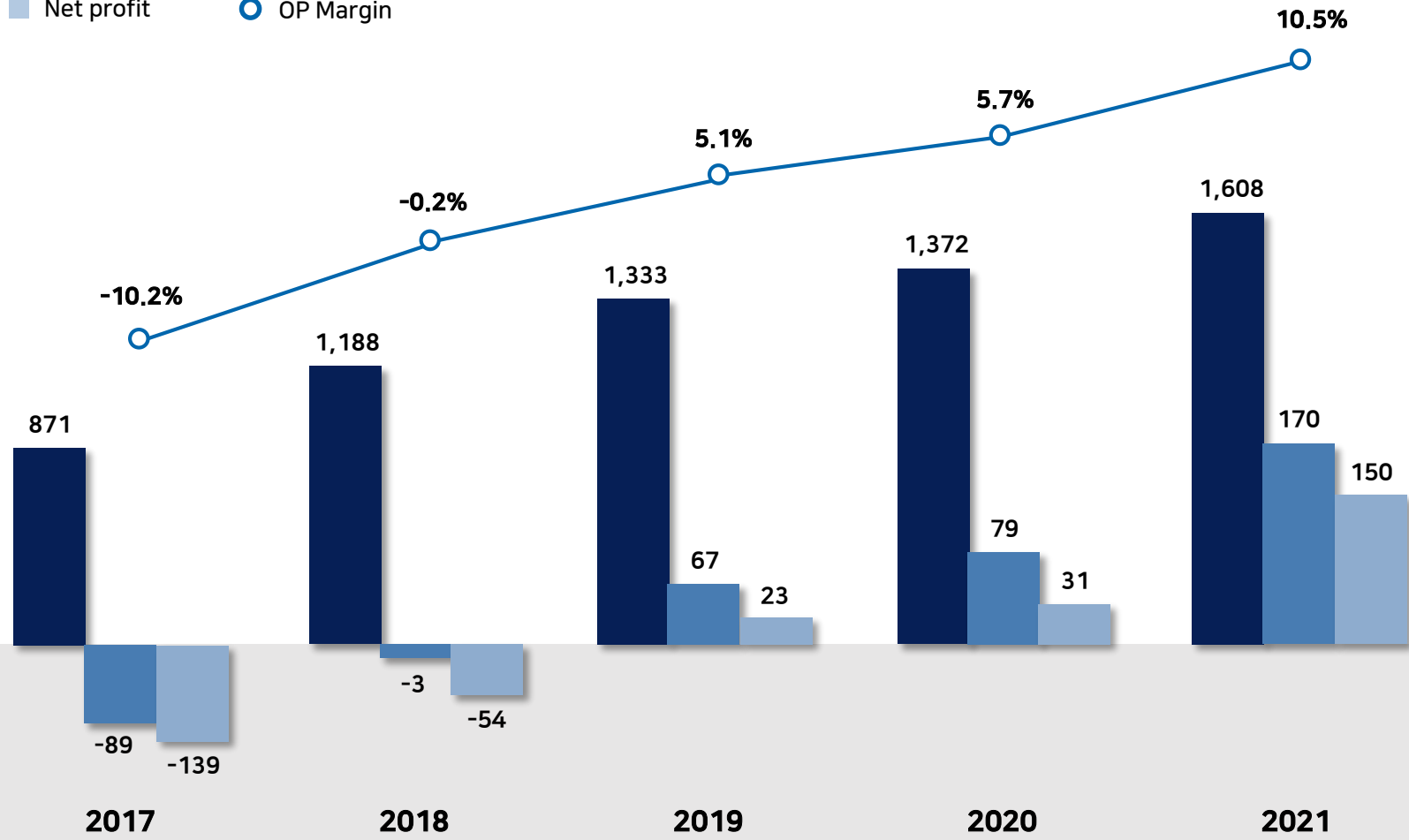
1) EWLK : Englewood LAB Korea Co., Ltd.(Subsidiary)



Financial Highlights

Unit : KRW billion, %

- Revenue
- Operating profit
- Net profit
- OP Margin

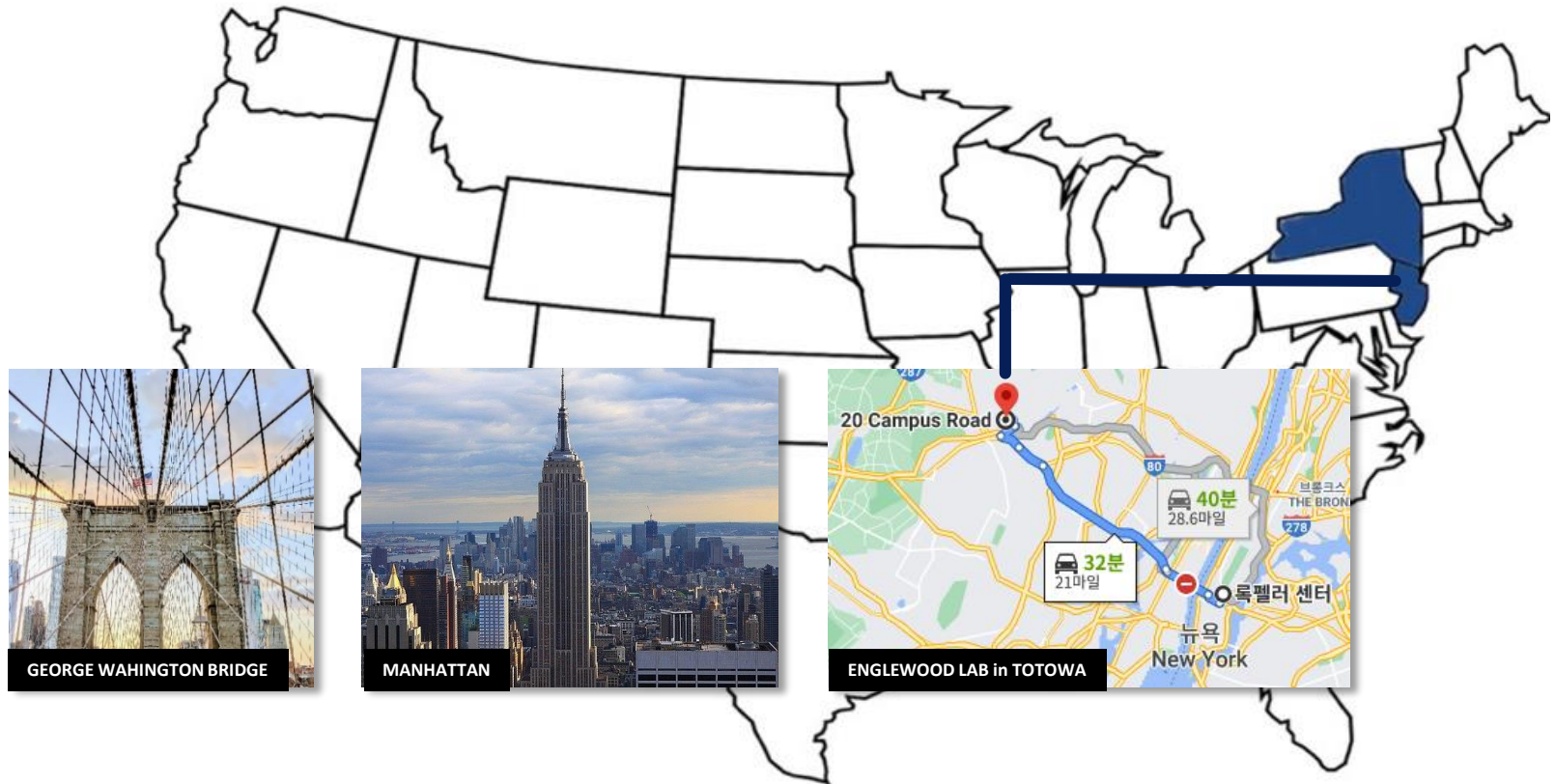


Chapter 2.

Business Competitiveness

Strategic Location

Englewood Lab is located 30 minutes from Manhattan, New York, home to a number of global cosmetics companies.



Englewood Lab leads the global beauty market with its Skincare · Hybrid Beauty · OTC production technologies.

01 | Skincare



Face & Body Hydrator

Englewood Lab's skincare manufacturing capabilities include a wide range of oils, creams, serums, cleansers, and masks for any application.

02 | Hybrid Beauty(Color)



Tinted Moisturizer

Englewood Lab's innovative R&D team is ready to provide creative solutions to help you take the lead in global hybrid beauty trends.

03 | Over-the-Counter(OTC)



Sun Cream SPF

Englewood Lab is an FDA registered and ISO accredited facility with OTC Analytical testing Laboratory capabilities.

Englewood Lab Global CAPA

Englewood Lab currently operates factories in the United States and Korea.

The annual production capacity of Englewood Lab has surpassed *0.23 billion units.



* Basis on 2 shift

Growth Strategy for the Future

1. Growth of Skincare cosmetics business in the U.S.A

- Leading the cosmetics market through continuous new product launches based on innovation and technology
- Growth by expanding and maintaining relationships with customers

2. Specialize in OTC cosmetics production

- Started production of OTC cosmetics based on proven quality, reliability, service and technology
- Development of innovative products through strategic partnerships with global customers

3. Expand the global markets

- Developing new products and responding to existing and new customers in cooperation with Cosmecca Korea
- Expansion of production capacity through new production facilities and expansion

Global Expansion

Specialize in OTC

Sustainable growth of skincare business

FUTURE

Advanced Manufacturing Facilities

Englewood Lab has the flexibility to work with clients in producing.

State-of-the-art manufacturing facilities

- Produce test batches at 5kg and full-scale batches up to 5ton
- Manage customer inventory and keep products fresh
- Deliver the best products, transparently, through all stages of production



Chapter 3.
3Q'22 Snapshot

Revenue down 3.4% to KRW 42,956 million, Operating profit down 42.8% to KRW 3,658 million

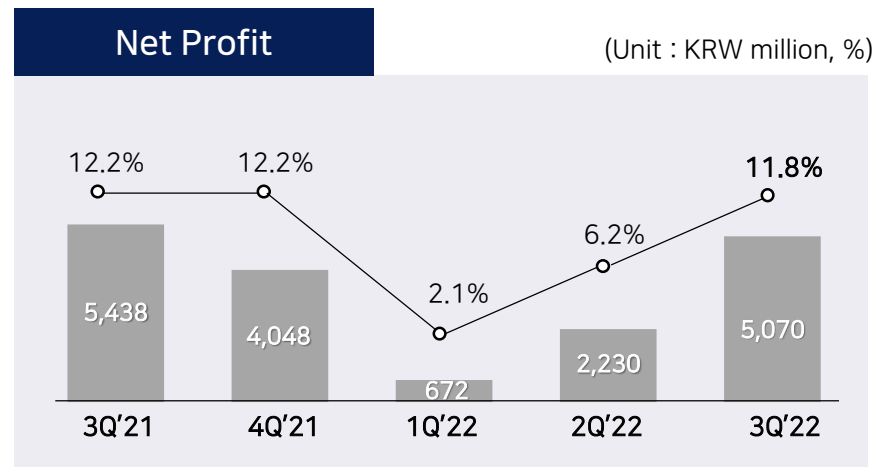
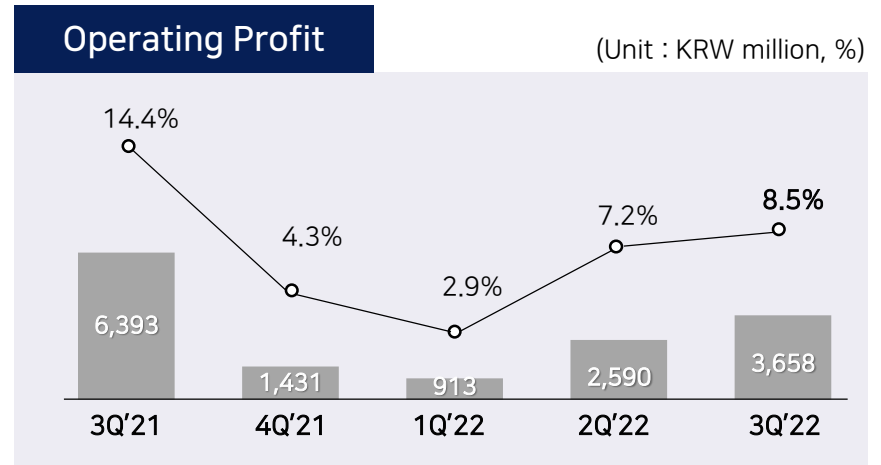
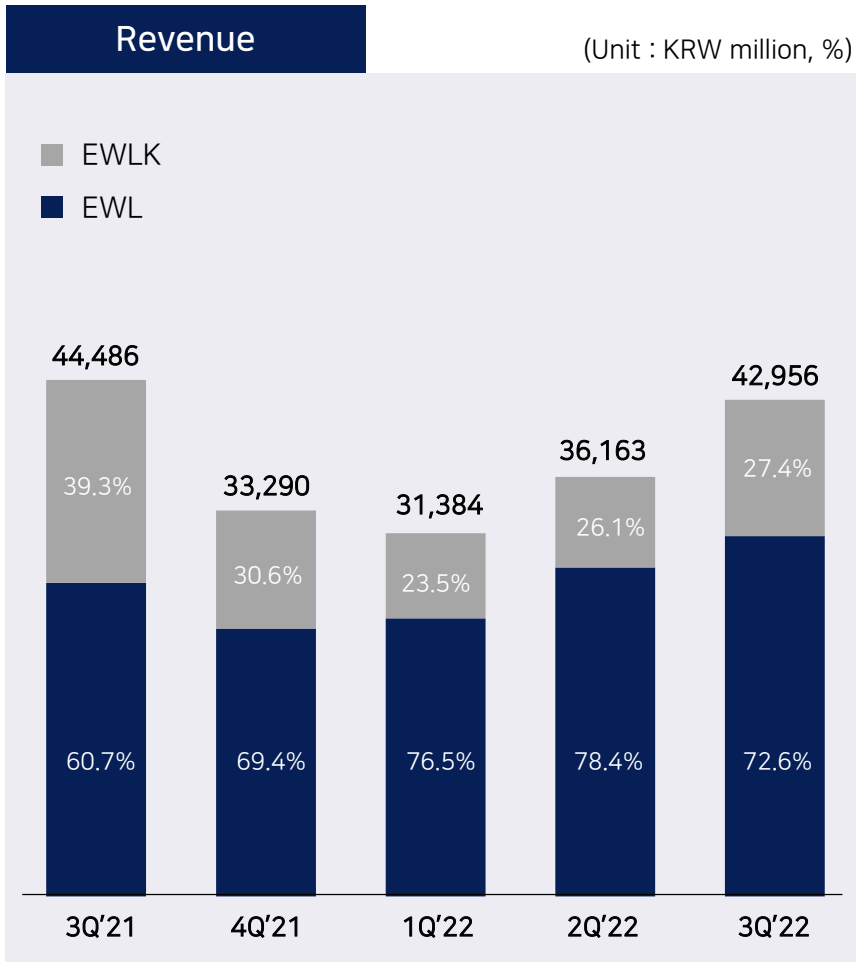
EWL Revenue KRW 31,232 mn, OP KRW 1,840 mn. EWLK Revenue KRW 11,797 mn, OP KRW 1,819 mn

(Unit : KRW million)

	2021 3Q	% of Revenue	2022 3Q	% of Revenue	YoY(%)
Revenue*	44,486	100.0%	42,956	100.0%	-3.4%
EWL	27,169	60.7%	31,232	72.6%	15.0%
EWLK	17,589	39.3%	11,797	27.4%	-32.9%
	2021 3Q	OP Margin(%)	2022 3Q	OP Margin(%)	YoY(%)
Operating Income*	6,393	14.4%	3,658	8.5%	-42.8%
EWL	4,239	15.6%	1,840	5.9%	-56.6%
EWLK	2,160	12.3%	1,819	15.4%	-15.8%
Net Income	5,438	12.2%	5,070	11.8%	-6.8%

1) * : Includes intercompany transactions

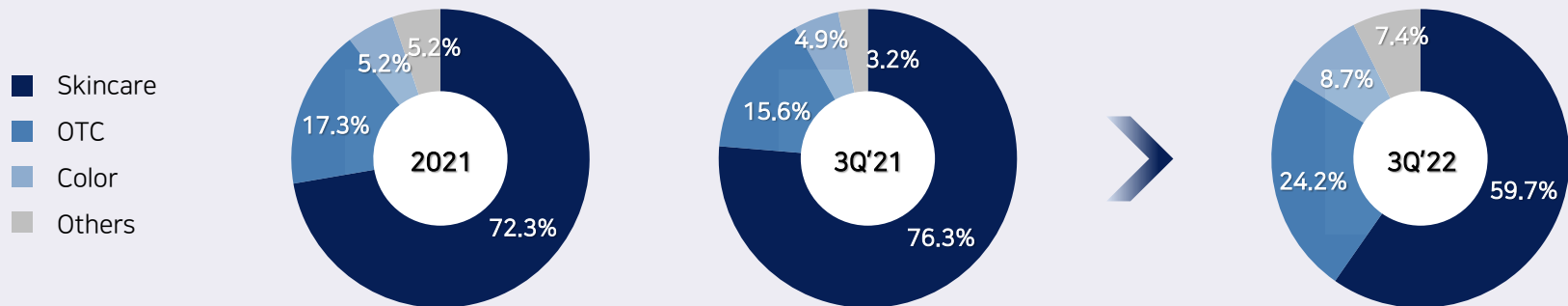
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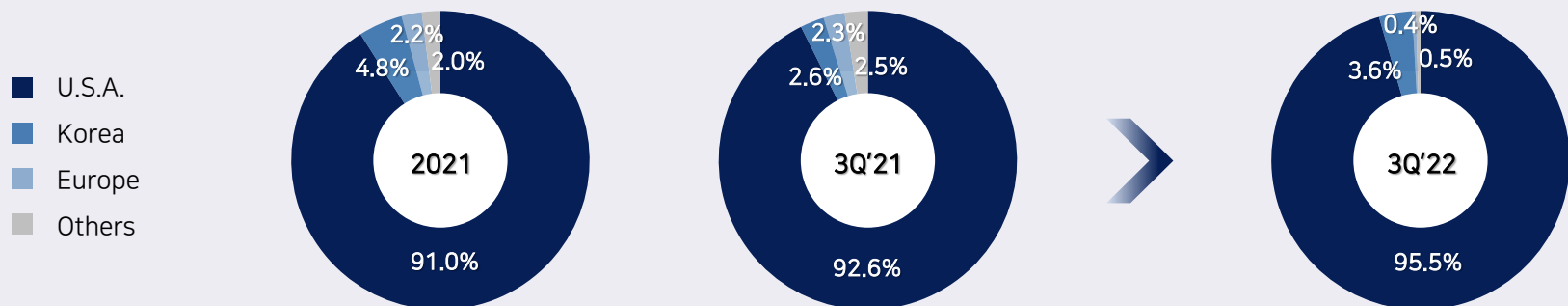
% of Sales by Product

(Unit : %)



% of Sales by Region

(Unit : %)



Chapter 4.

Appendix

Financial Summary(Consolidated)

(Unit : million USD)

	2019	2020	2021
Total Assets	99,623	99,924	108,124
Current Assets	52,114	62,200	74,030
Noncurrent Assets	47,509	37,723	34,094
Total Liabilities	46,829	44,164	39,840
Current Liabilities	33,250	28,473	23,546
Noncurrent Liabilities	13,578	15,692	16,293
Shareholder's Equity	52,794	55,760	68,284
Capital Stock	4,967	4,967	4,967
	2019.01.01- 2019.12.31	2020.01.01- 2020.12.31	2021.01.01- 2021.12.31
Sales	114,371	116,239	140,522
COGS	92,187	94,924	110,376
Gross Profit	22,184	21,315	30,146
SG&A	16,396	14,646	15,334
Operating Income	5,788	6,669	14,813
Earnings before Interest and Tax	4,840	4,069	13,193
Net income	1,946	2,612	13,105

(Unit : KRW million)

	2019	2020	2021
Total Assets	115,343	108,717	128,181
Current Assets	60,338	67,674	87,762
Noncurrent Assets	55,006	41,043	40,418
Total Liabilities	54,218	48,051	47,230
Current Liabilities	38,497	30,978	27,914
Noncurrent Liabilities	15,721	17,072	19,315
Shareholder's Equity	61,125	60,666	80,951
Capital Stock	5,751	5,404	5,888
	2019.01.01- 2019.12.31	2020.01.01- 2020.12.31	2021.01.01- 2021.12.31
Sales	133,317	137,168	160,816
COGS	107,458	112,015	126,316
Gross Profit	25,859	25,153	34,500
SG&A	19,112	17,284	17,548
Operating Income	6,746	7,869	16,952
Earnings before Interest and Tax	5,641	4,801	15,098
Net income	2,269	3,082	14,997

Financial Summary(Separate)

(Unit : million USD)

	2019	2020	2021
Total Assets	80,879	82,133	87,817
Current Assets	46,611	47,962	53,817
Noncurrent Assets	34,268	34,171	33,999
Total Liabilities	27,081	23,604	18,285
Current Liabilities	17,366	15,004	10,361
Noncurrent Liabilities	9,715	8,600	7,924
Shareholder's Equity	53,797	58,529	69,531
Capital Stock	4,967	4,967	4,967
	2019.01.01- 2019.12.31	2020.01.01- 2020.12.31	2021.01.01- 2021.12.31
Sales	100,093	94,231	96,929
COGS	78,626	76,402	75,000
Gross Profit	21,467	17,829	21,928
SG&A	13,278	12,564	10,684
Operating Income	8,189	5,265	11,244
Earnings before Interest and Tax	5,374	6,413	12,687
Net income	2,480	4,732	11,002

(Unit : KRW million)

	2019	2020	2021
Total Assets	93,641	89,361	104,107
Current Assets	53,966	52,183	63,800
Noncurrent Assets	39,675	37,178	40,306
Total Liabilities	31,355	25,681	21,677
Current Liabilities	20,107	16,324	12,283
Noncurrent Liabilities	11,248	9,357	9,394
Shareholder's Equity	62,287	63,680	82,429
Capital Stock	5,751	5,404	5,888
	2019.01.01- 2019.12.31	2020.01.01- 2020.12.31	2021.01.01- 2021.12.31
Sales	116,674	111,198	110,927
COGS	91,650	90,158	85,832
Gross Profit	25,023	21,039	25,095
SG&A	15,477	14,827	12,227
Operating Income	9,546	6,213	12,868
Earnings before Interest and Tax	6,264	7,567	14,519
Net income	2,891	5,584	12,591

