

INVESTOR RELATIONS

Investor Presentation 4Q 2023
2024.04

vatech

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A modern, multi-story office building with a glass facade and a prominent 'vatech' logo on the top right corner. The building features a mix of glass windows and solid grey panels, with a balcony area visible on the lower floors. The sky is a clear, light grey.

vatech

Who we are

Business Overview

1. Company Profile
2. History
3. Products (EOX, IOX, etc)
4. Sales by Region



Vatech (kosdaq: 043150) *Digital Dental X-ray Imaging System*

3,849 billion

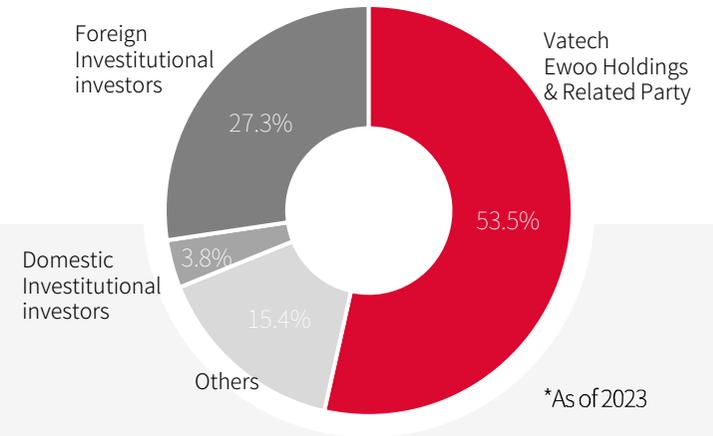
Revenues
('23 Consolidated, KRW)

90.5%

Vatech Export-Sales Ratio

16.4%

4-Year CAGR
(2020~2024)



1992. 04. 04

Establishment Date

2006. 09. 29

Listed Date

7,427 million

Capital

271

Employees

Ownership Structure

(14,854,256 shares)



The World's First History

| 2005 | 2006 | 2013 | 2014 | 2016 | 2017 | 2019 | 2020 | 2022 | 2023 |
|---|---|---|---|--|--|---|--|---|---|
| | | | | | | | | | |
| <p>Launched a 3-in-1 digital x-ray system (Panorama, Cephalo, CT)</p> <p>Created a paradigm shift in the global dental diagnostic market</p> | <p>VATECH listed in the KOSDAQ</p> | <p>Launched a low dose system that features a 4.9 second scanning time and 75% reduced dosage</p> <p>Created the 'Green' category in the global market</p> | <p>Launched a system that can take 2D and 3D images at once</p> <p>Enhanced convenience for staff and patients</p> | <p>Launched a flexible oral sensor</p> <p>Universalization of medical CNT</p> <p>Enhanced convenience and Accuracy of scanning with the use of an ultra-light portable x-ray</p> | <p>Introduction of AI Application in dental diagnostic software</p> <p>Received '100 million Dollar Export Tower' For the first time in Dental Industry</p> | <p>Selection of an excellent public disclosure Corporation by the Korea Exchange</p> <p>The largest number of patent applications in the field of dental imaging for 5 years</p> | <p>Vatech launches endodontic CT</p> <p>With 3D images, the number of root canals as well as their shape can be efficiently identified and analyzed</p> | <p>Selection of an excellent public disclosure Corporation by the Korea Exchange</p> <p>Received '200 million Dollar Export Tower' For the first time in Dental Industry</p> | <p>The next game changer Green X 12: Imaging in 5 areas in 1 shot</p> <p>The follow-up to the best selling Green Smart, which has sold over 10,000 units worldwide</p> |

Dental Imaging System(Extra-Oral X-ray)

Creating new paradigm by utilizing **Green Technology** and **2D X-ray/3D CBCT** full-line up

PaX-i™



PaX-i Insight™



vatech A9



Green Smart™



Green 16™
Green 18™
Green 21™



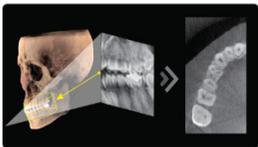
Green X 18



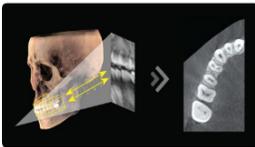
Next Game Changer

Green X 12™

Compressed Sensing Technology CT + Pano + Ceph + Model Scan



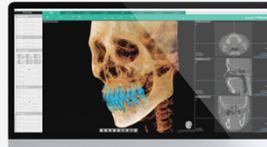
Normal Image Reconstruction



Smart X Image Reconstruction



Endo mode



AI solution Ez3D-i

EzRay Air P : The world's first medical CNT-based portable X-ray



Dental Imaging System(Intra-Oral X-ray)

Extension of market power through
Ultra-light Intraoral X-ray(IOX),
Intra-oral Sensor, 3D Scanner(IOUS) Package Strategy



IOX

Diagnosis of 2-3 teeth
Utilized with
X-ray equipment

EzRay Air™ Portable



EzRay Air™ Wall



EzRay™ Chair



Intra-oral Sensor

The world's first
bendable
Intra-Oral Sensor

EzSensor Soft™



3D Scanner(IOUS)

Entering the digital
prosthetic market
with EzScan

EzScan™

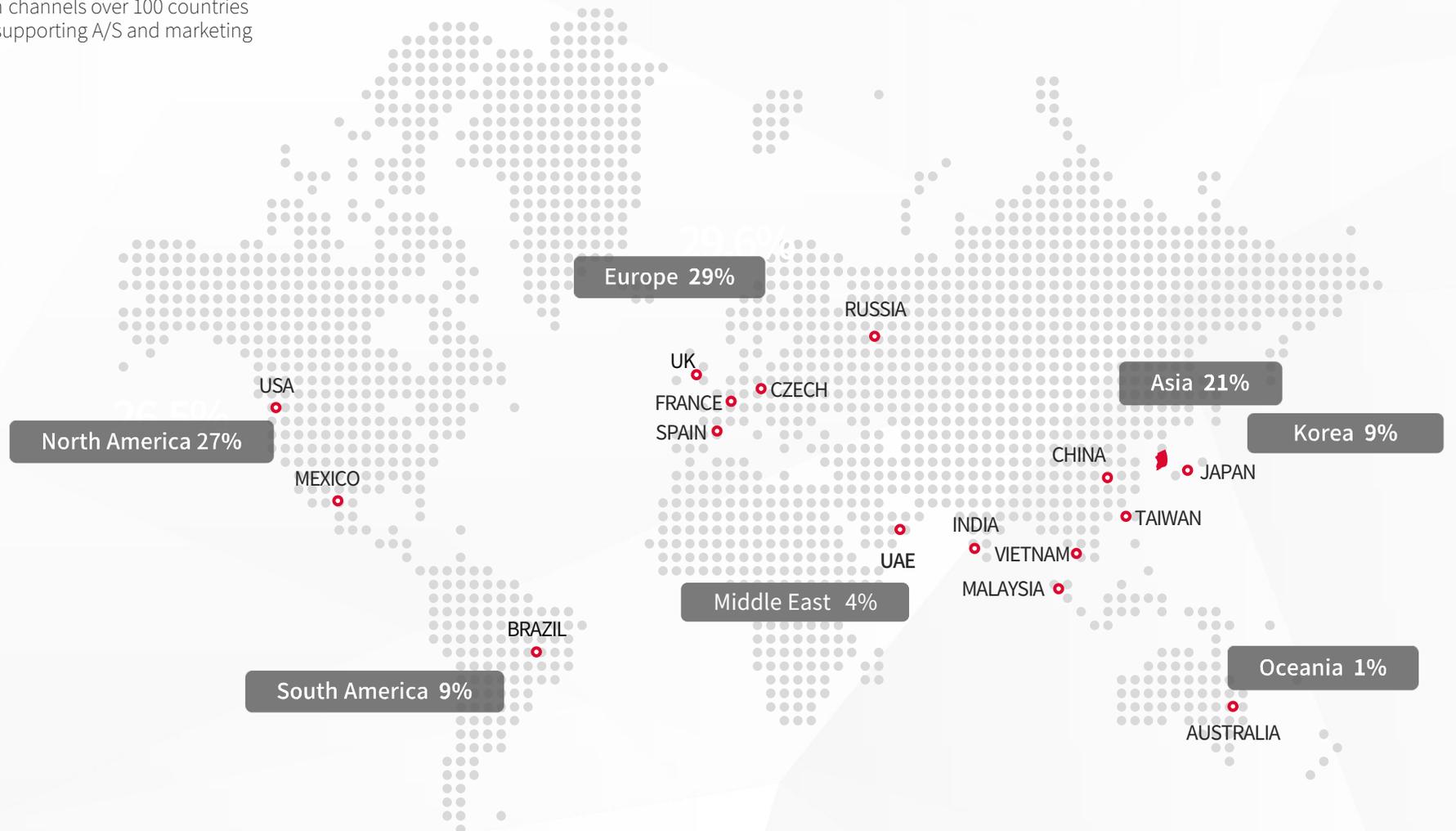


The world-first commercialization of CNT(Carbon Nano Tube)
Ultra-light X-ray EzRay Air P

% of Sales by Continent('23)

Businesses on every continent
with 16 subsidiaries worldwide

Sales through distribution channels over 100 countries
16 overseas subsidiaries supporting A/S and marketing





Earnings Presentation

Fourth Quarter 2023

Financial Results Summary

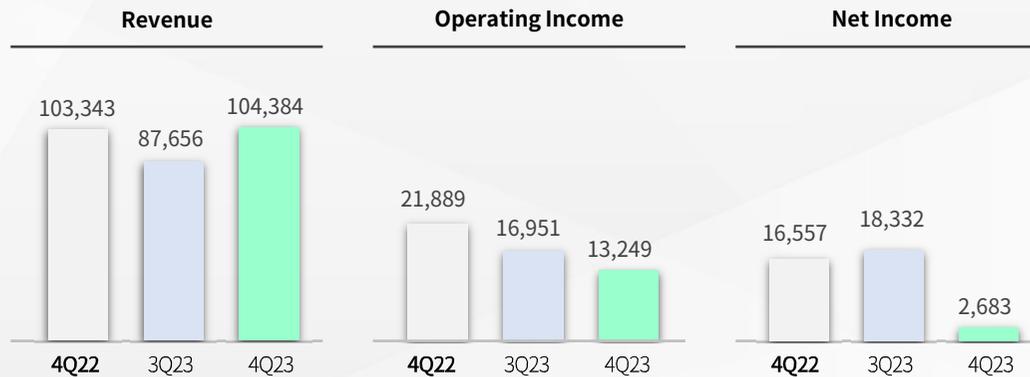
Revenue Breakdown by Product

Revenue Breakdown by Region

* Appendix(Financial Information)

Financial Results Summary

| (Consolidated, M KRW) | 4Q23 | 3Q23 | QoQ % | 4Q22 | YoY % |
|-------------------------|----------------|---------------|---------------|----------------|---------------|
| Revenues | 104,384 | 87,656 | +19.1% | 103,343 | +1.0% |
| Operating Income | 13,249 | 16,951 | -21.8% | 21,889 | -39.5% |
| Profit Before Tax | 5,970 | 20,165 | -70.4% | 19,667 | -69.6% |
| Net Income | 2,683 | 18,332 | -85.4% | 16,557 | -83.8% |
| <hr/> | | | | | |
| Gross Profit Margin | 54.3% | 53.7% | +0.6%p | 57.1% | -2.8%p |
| Operating Profit Margin | 12.7% | 19.3% | -6.6%p | 21.2% | -8.5%p |
| Net Profit Margin | 2.6% | 20.9% | -18.3%p | 16.0% | -13.4%p |



Revenues

- Y/Y and Q/Q increased due to the impact of dealer additions in the U.S. market, higher sales in South America and the launch of Green X 12

Operating Income

- Decreased due to increased R&D expenses and rising SG&A expenses such as overseas subsidiaries' labor costs and sales promotion expenses.

Net Income

- Pre-tax income decreased due to lower equity method income and impairment loss on intangible assets of foreign subsidiaries

Revenue Breakdown by Product

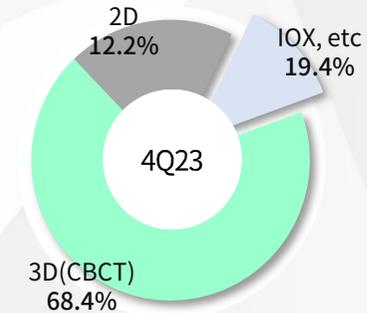
New product Green X 12 expanded sales in overseas and domestic markets, increasing the percentage of sales by 3D products Y/Y and Q/Q

| (Separated, M KRW) | 4Q23 | 3Q23 | QoQ % | 4Q22 | YoY % |
|--------------------|---------------|---------------|---------------|---------------|--------------|
| 3D(CBCT) | 43,842 | 32,195 | +36.2% | 41,363 | +6.0% |
| 2D | 7,790 | 6,998 | +11.3% | 8,082 | -3.6% |
| IOX, etc | 12,462 | 13,983 | -10.9% | 12,709 | -1.9% |

Strategy

- Market demand is shifting from 2D to 3D products and we're trying to expand premium products sales
- Expanding market dominance by strengthening quality, technology and customer service.

% of Sales by Product



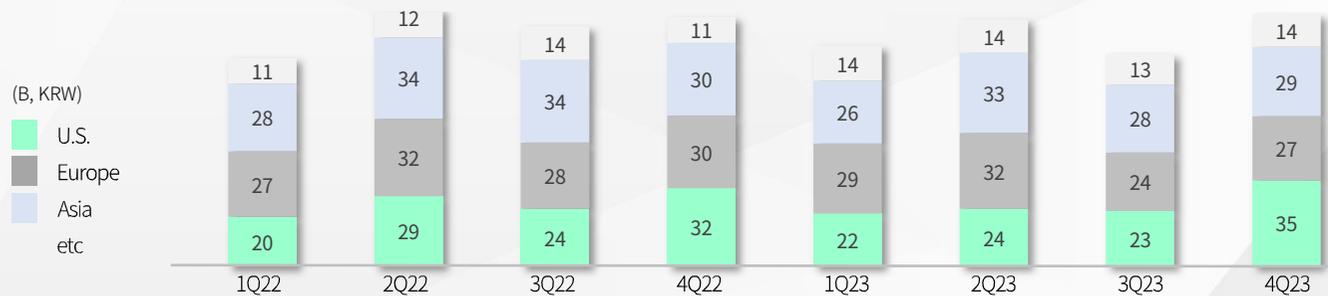
Revenue Breakdown by Region

U.S. revenue grew strongly by 56.4% QoQ and 10.0% YoY due to dealer additions and new product launches
Continued revenue growth in South America, an emerging market

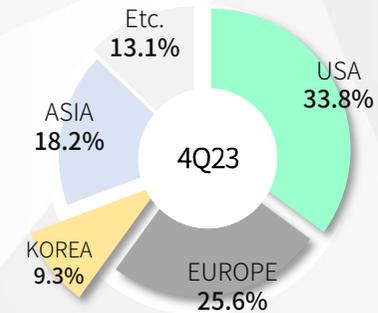
| (Consolidated, M KRW) | 4Q23 | 3Q23 | QoQ % | 4Q22 | YoY % |
|---------------------------|---------------|---------------|---------------|---------------|---------------|
| Korea | 9,657 | 8,814 | +9.6% | 8,388 | +15.1% |
| North America | 35,314 | 22,574 | +56.4% | 32,103 | +10.0% |
| Europe | 26,667 | 24,297 | +9.8% | 30,079 | -11.3% |
| Russia | 8,128 | 8,181 | -0.6% | 10,049 | -19.1% |
| France | 5,202 | 4,814 | +8.1% | 4,642 | +12.1% |
| Czech | 4,735 | 3,404 | +39.1% | 4,397 | +7.7% |
| Asia(except Korea) | 19,011 | 19,368 | -1.8% | 21,626 | -12.1% |
| China | 3,172 | 3,685 | -13.9% | 4,520 | -29.8% |
| Vietnam | 2,745 | 2,755 | -0.4% | 2,050 | +33.9% |
| South America | 10,041 | 8,002 | +25.5% | 6,673 | +50.5% |

Strategy

- Entering the U.S. market stabilization phase and expanding market dominance
- Response to demand from advanced and emerging markets with a variety of lineups and new products



Sales by Region



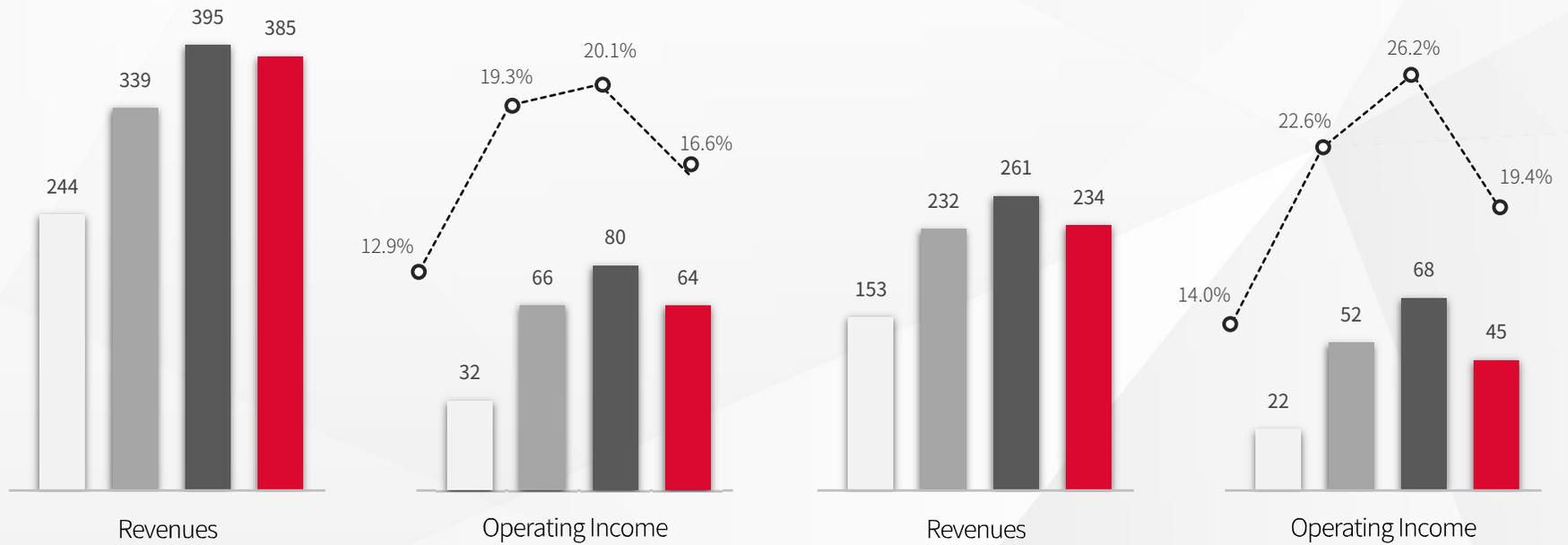
4 YEAR Financial Performance

Consolidated

Separated

(Billion, KRW)

- 2020년
- 2021년
- 2022년
- 2023년
- Operating Margin



↑ Total Revenue CAGR +16.4% Up, Operating Income CAGR +26.5% Growth ↑

Performance Table

Consolidated Income Statement

| (Units: Billion, KRW) | 1Q21 | 2Q21 | 3Q21 | 4Q21 | 1Q22 | 2Q22 | 3Q22 | 4Q22 | 1Q23 | 2Q23 | 3Q23 | 4Q23 |
|-------------------------------------|------|------|------|------|------|------|------|------|------|------|------|------|
| Sales | 75 | 85 | 83 | 96 | 86 | 107 | 99 | 103 | 91 | 102 | 88 | 104 |
| Cost of Sales | 40 | 42 | 42 | 50 | 43 | 54 | 48 | 44 | 43 | 48 | 41 | 48 |
| Gross Profit | 35 | 43 | 41 | 46 | 43 | 53 | 51 | 59 | 48 | 54 | 47 | 57 |
| Selling and Administrative Expenses | 22 | 23 | 24 | 31 | 28 | 30 | 31 | 37 | 34 | 34 | 30 | 43 |
| Operating Profit | 13 | 20 | 18 | 15 | 15 | 23 | 20 | 22 | 14 | 20 | 17 | 13 |
| Other profits | 3 | 2 | 5 | 1 | 5 | 10 | 12 | -3 | 7 | 4 | 3 | 3 |
| Other losses | 1 | 3 | 2 | 3 | 3 | 7 | 7 | 6 | 4 | 3 | 3 | 10 |
| Equity method gains | 2 | - | 1 | 1 | 1 | 2 | 1 | 11 | - | 1 | 2 | - |
| Financial Income | 2 | 1 | 2 | - | 1 | 3 | 4 | -1 | 2 | 2 | 2 | 1 |
| Financial losses | 1 | - | - | 1 | - | - | - | 4 | 1 | 1 | 1 | 2 |
| Profit Before Tax | 18 | 19 | 23 | 14 | 19 | 30 | 29 | 20 | 18 | 22 | 20 | 6 |
| Tax Expense | 3 | 5 | 4 | 7 | 4 | 6 | 5 | 3 | 4 | 5 | 2 | 3 |
| Net Profit | 15 | 14 | 19 | 8 | 15 | 23 | 24 | 17 | 15 | 17 | 18 | 3 |

Performance Table

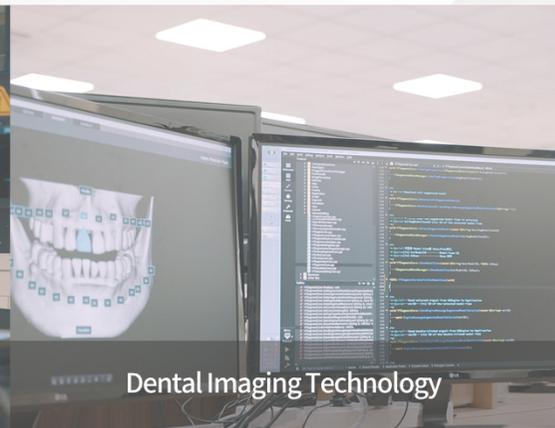
Consolidated Income Statement

| (Units: Billion, KRW) | 21Y | 22Y | 23Y |
|-------------------------------------|-----|-----|-----|
| Sales | 339 | 395 | 385 |
| Cost of Sales | 173 | 190 | 180 |
| Gross Profit | 166 | 205 | 205 |
| Selling and Administrative Expenses | 100 | 126 | 141 |
| Operating Profit | 66 | 80 | 64 |
| Other profits | 11 | 24 | 17 |
| Other losses | 9 | 24 | 20 |
| Equity method gains | 4 | 15 | 3 |
| Financial Income | 4 | 8 | 7 |
| Financial losses | 1 | 5 | 4 |
| Profit Before Tax | 74 | 98 | 67 |
| Tax Expense | 19 | 19 | 14 |
| Net Profit | 55 | 79 | 53 |

Consolidated Balance Sheet, Financial Ratio

| (Units: Billion, KRW) | 21Y | 22Y | 23Y |
|---------------------------|------|------|------|
| Total Asset | 420 | 511 | 587 |
| Cash and Cash equivalents | 86 | 70 | 74 |
| Short-term deposits | 19 | 20 | 22 |
| Inventories | 78 | 99 | 112 |
| Tangible assets | 72 | 82 | 106 |
| Intangible assets | 3 | 9 | 2 |
| Total Liabilities | 135 | 148 | 173 |
| Short-term trade Payables | 42 | 41 | 44 |
| Short-term borrowings | 3 | 5 | 7 |
| Other current liabilities | 2 | 3 | 3 |
| Long-term borrowings | 13 | 7 | 16 |
| Total Equity | 285 | 363 | 414 |
| Capital | 7 | 7 | 7 |
| Premium on common stock | 24 | 24 | 24 |
| Earned surplus | 259 | 335 | 384 |
| Current Ratio | 253% | 268% | 279% |
| Debt Ratio | 48% | 41% | 41% |

VATECH is a Leading Global Healthcare Group,
consisting of 5 domestic companies/subsidiaries and 16 overseas subsidiaries.





Always On Your Side

We contribute to creating a better world
with new technologies and products.

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