

COMPANY PROFILE

MAYPHARM

A total beauty group enhancing the quality of life



Contents

- About Maypharm
- Business Introduction & Performance
- R&D, Production Facilities
- Marketing Activities
- Corporate Achievement

CEO Message



Welcome to Maypharm Co., Ltd.

Since our founding in 2009, Maypharm has been committed to becoming a global leader in the dermaceutical and medical aesthetics industry. Our vision is to rejuvenate and elevate skin health through innovative and effective solutions.

In just over a decade, we have become a prominent force in Korea's medical aesthetics market, reflecting our dedication to quality, safety, and customer satisfaction. Guided by **Integrity**, we prioritize ethical decisions and always act in the best interest of our customers and partners. We embrace an open **Mindset**, fostering innovation through honest communication and collaboration. With **Consideration** at the core of our business, we handle situations with empathy and fairness, ensuring that all stakeholders feel valued.

Our **Craftsmanship** is evident in our diverse range of high-quality products, including Skin Boosters, Dermal Fillers, and Botulinum Toxin, all developed to meet the strict standards of the Korean Food and Drug Administration (KFDA). Maypharm holds prestigious certifications, including CE and CPNP, among other global recognitions, reflecting our strong commitment to maintaining the highest standards of quality and safety on a global scale.

At Maypharm, we believe in **Mutual Growth**. We pursue not only the benefit of the service provider but also the satisfaction of the buyer and consumer. This philosophy has enabled us to build strong global partnerships and deliver superior products and services. Our revenue has consistently doubled each year, reflecting the improved quality of our sales. In 2023, we achieved a revenue milestone of 50 million USD, highlighting our sustained growth and the trust our customers place in us. With a robust global presence and a commitment to continuous innovation, Maypharm is well-positioned for ongoing success.

Thank you for choosing us as your trusted partner in medical aesthetics.

권종욱 | CEO

A stylized, handwritten signature in black ink, appearing to read 'Kwon'.

Jong Wook Kwon
(President of Maypharm Co., Ltd.)

About Maypharm

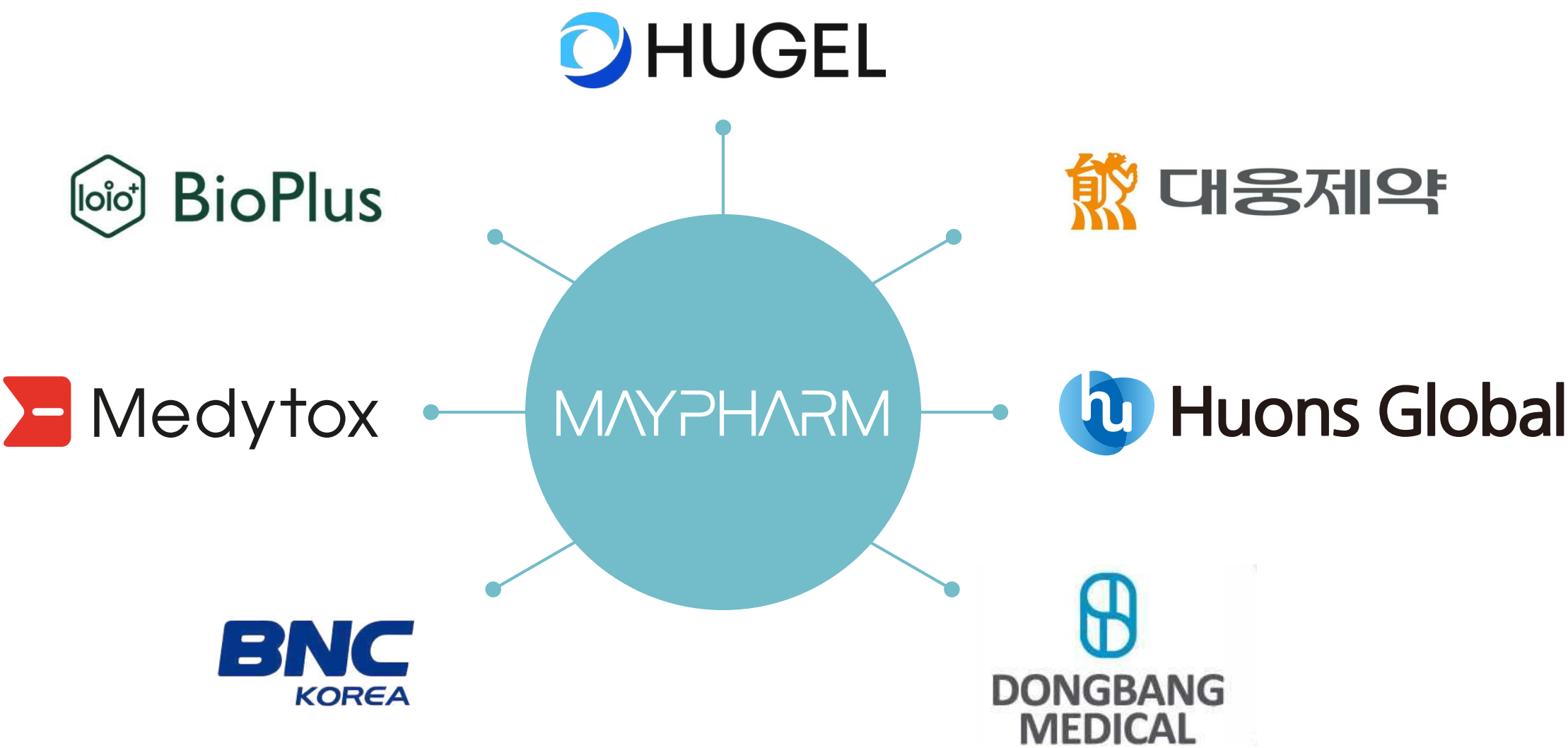
Company Overview

Maypharm was established to develop, manufacture, and export medical aesthetic products. Maypharm is one of global experts providing total medical aesthetic solutions with high quality of products including botulinum toxins, hyaluronic acid fillers, PLLA fillers, diverse skin boosters and lifting threads.

Company Profiles(as of 2024)

Company Name	Maypharm Co., Ltd.
Establishment	December 02, 2015
CEO	Jongwook Kwon
Headquarter	205-27, Gasan digital 1-ro, Geumcheon-gu, Seoul
Business Area	Development, manufacturing, export
Revenue	KRW50bn
Employees	50 persons

Business Partners



About Maypharm

Product Overview

Botulinum Toxin

Metox, Kamomis

- Maypharm provides two brands of product named 'Metox' and 'Kamomis'.
- Metox has two type of product as 100unit and 200unit.
- Kamomis has one type of product as 100unit



METOX
100 Unit



METOX
200 Unit



KAMOMIS
100 Unit

Hyaluronic Acid Filler

Metoo Fill, Mayfill, Hyalmass, Kamomis

- Maypharm presents 16 types of products with Enhanced safety satisfying all needs of customers from volumizing and skin boosting.



METOO FILL+ POINT
Light / Deep / Volume



HYALMASS
Soft / Mild / Hard / Ultra



MAYFILL
Light / Deep / Volume



KAMOMIS FILL
Light / Deep / Volume

Biopolymer Filler

meNnus series, Polydio, Manla Kar

- Maypharm presents 3 types of PLLA Filler by 200mg, 360mg and 365mg to offer better options, also presents PDO Filler named 'Polydio'.
- Manla Kar is collagen filler with superb volumizing filler.



meNnus
1 vial (200mg) x 10 ea / carton



meNnus Plus+
1 vial (360mg) x 10 ea / carton



meNnus Fill
1 vial (365mg) x 15 ea / carton



POLYDIO
10 vials - 300mg / 5 ea



MANLA KAR
1 syringe (1ml)

Body Filler

Sedy Fill, Hyalmass body, Kamomis body, Metoo Fill Pro

- Maypharm provides four brands of body fillers by 10ml, 60ml, 100ml.
- Those have syringe type, vial type, and pack.



SEDY FILL 10CC
1 Syringe (10ml)



SEDY FILL 60CC
Lidocaine 3mg / No Lidocaine



METOO FILL+ PRO
1 Infusion Pack (100ml)



HYALMASS 60CC
1 vial (60ml)

Lipolysis

Pine bottle, Slim Point, Sedy Line

- Maypharm provides three brands of Lipolysis products.
- Products vary at size and types to give customer better options.



PINE BOTTLE
1 ampoule (10ml) x 5 / box



SLIM POINT For Body
- 1 ampoule (30ml) x 3 / box For Face
- 1 ampoule (10ml) x 5 / box



SEDY LINE
1 vial (60cc)

Hair Filler & Skin Booster

Hairna Exosome Filler, Skin Booster

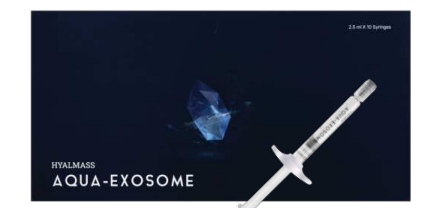
- Maypharm provides world first Exosome hair filler.
- Also provides Exosome, PN, PDRN Skin Booster.



HAIRNA EXOSOME
HAIR FILL
1 syringe (2.5ml)



2XSOME
Powder (100mg) & Diluent (6ml)



HYALMASS AQUA-EXOSOME
1 syringe (2.5ml) x 10 / box



METOO Healer
PDRN BOOST CH
1 vial (3ml) x 10 ea / box



MAYSTER
Agent 1. Freeze-dried powder (100mg)
Agent 2. Activator (5ml)



RECELL
5 ampoules - 3ml / ea

About Maypharm

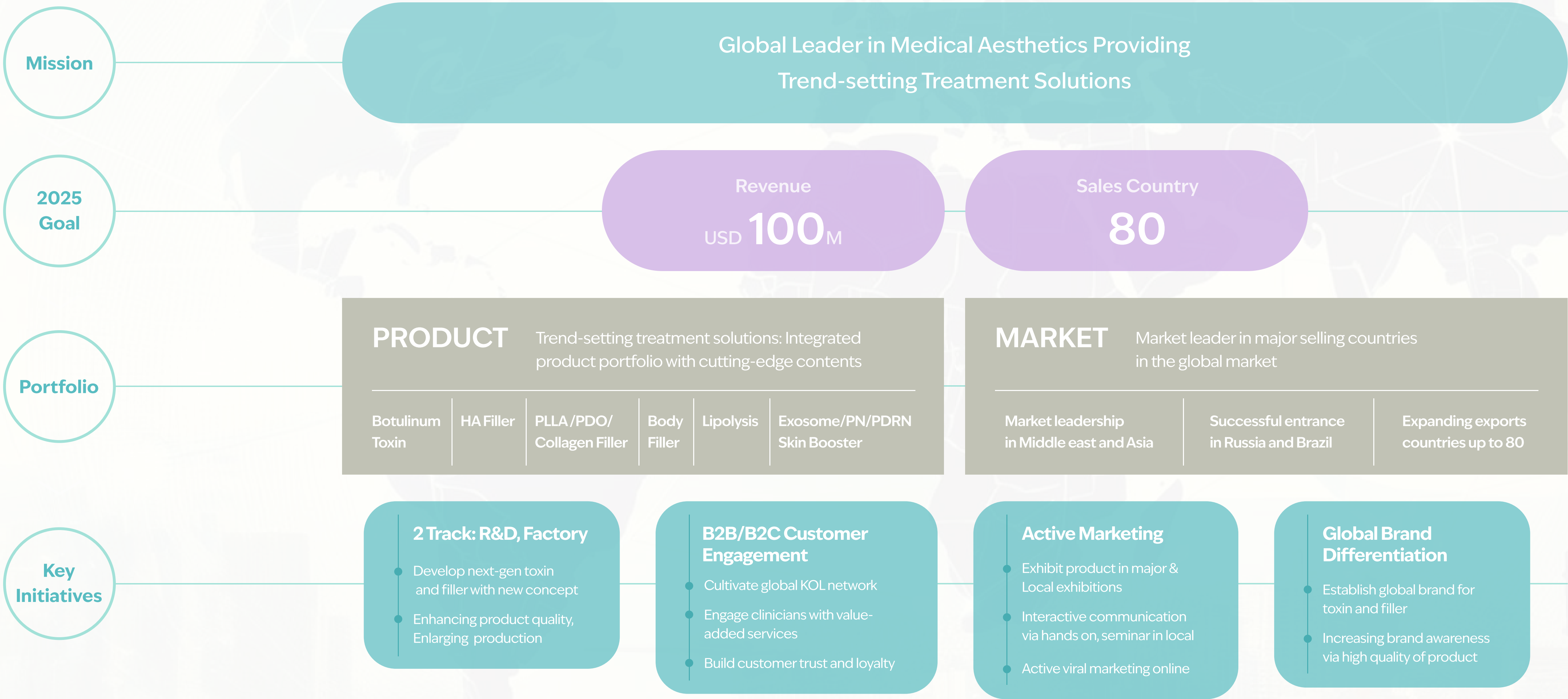
Maypharm History

Based on outstanding products such as botulinum toxin, hyaluronic acid filler, PDO thread, and cosmetics and consumer trust, Maypharm has acquired a leading position in global aesthetics markets in about 50 countries since its foundation in 2009. Maypharm will work to become one of the world's best companies to provide health and beauty to mankind and create values for living a happy life through trust-based management and continued investment in R&D.



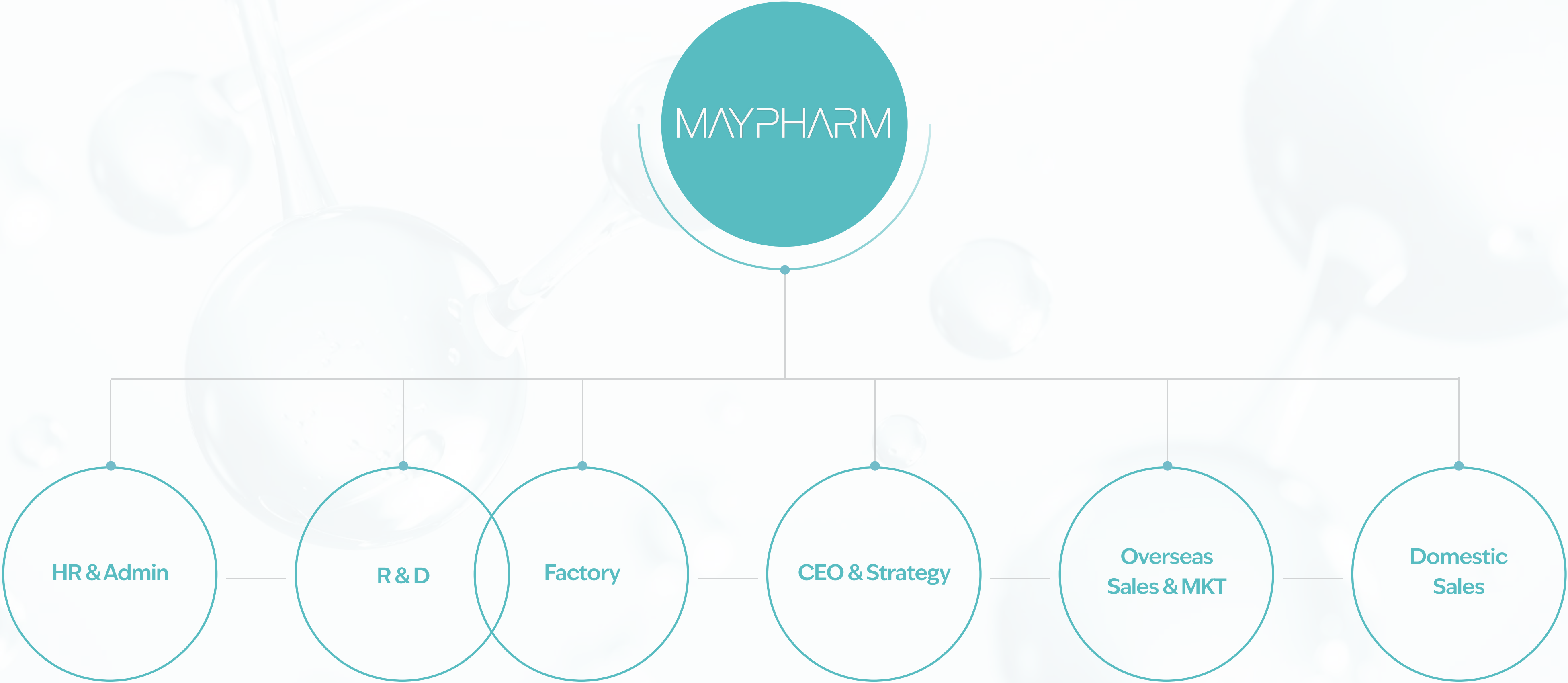
About Maypharm

Vision & Strategy



About Maypharm

Organization





Business Introduction & Performance

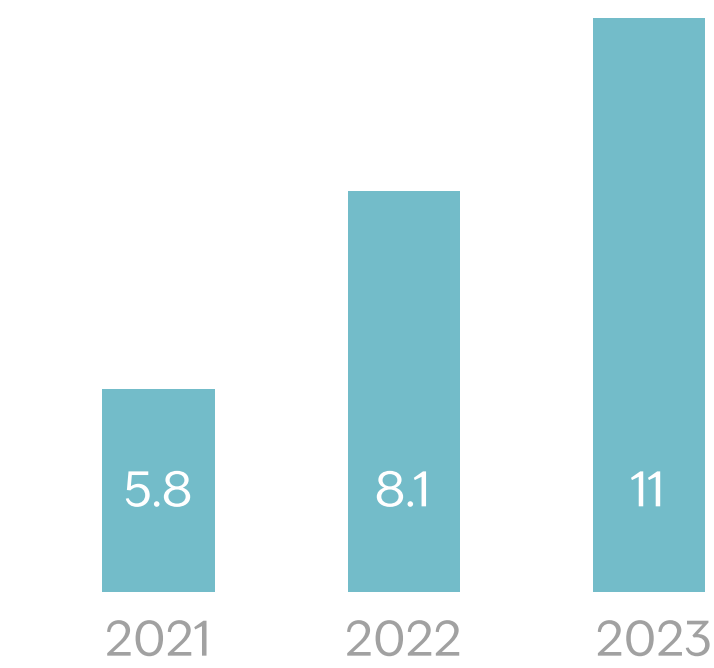
- Botulinum Toxin
- Hyaluronic Acid Filler
- Body Filler
- Biopolymer Filler
- Functional Skin Booster

Business Introduction & Performance

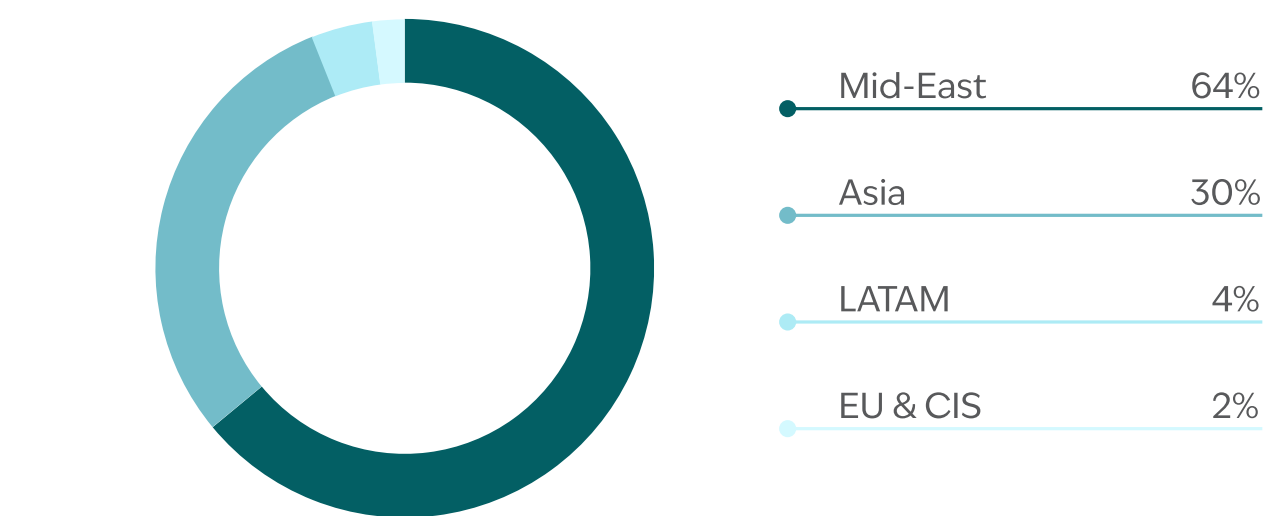
Botulinum Toxin

Revenue Trend

(Unit: USD M)



Regional Revenue



Overview

Maypharm have provided 'Metox' & 'Kamomis', a type A botulinum toxin based on a microorganism strain of clostridium Botulinum. With 'Metox' & 'Kamomis', Maypharm advanced into the aesthetics market for glabellar lines and crow's feet as well as the therapeutics market. Maypharm provides 2 brands of products. 'Metox' has 2 types of products by dosage(100units/200units) and 'Kamomis' has 100unit of product to offer better options to practitioners and improve economic efficiency.

Business Performance

Maypharm's botulinum toxin revenue in 2022 increased By 48% compared to 2021 to USD8.1M. Despite the Covlde-19 situation and fierce competition, Maypharm continued to strengthen its product quality and marketing activities. Thanks to such efforts, revenue in 2023 increased by 33% compared to 2022. Boosted by the sales increase in Mid-East, particularly from the launch of 'Metox 200unit', the total amount of botulinum toxin sales are increased. These developments are expanded to Asian market with proven sales and quality of product. Maypharm are establishing local branch and joint venture in Indonesia and Vietnam based on these successful experience to further sales expansion and diversify sales market.

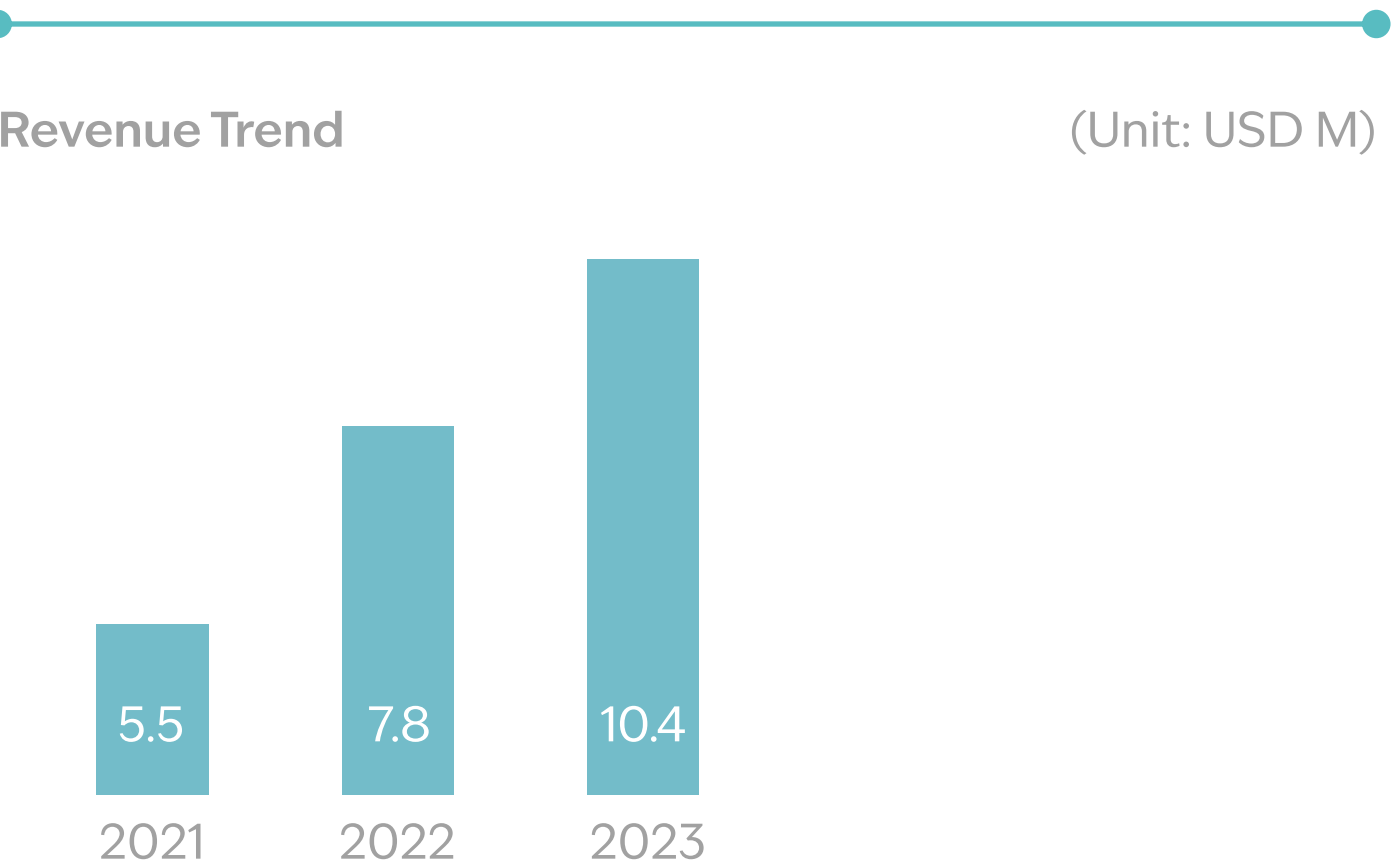


Business Introduction & Performance

Hyaluronic Acid Filler

Revenue Trend

(Unit: USD M)



Regional Revenue

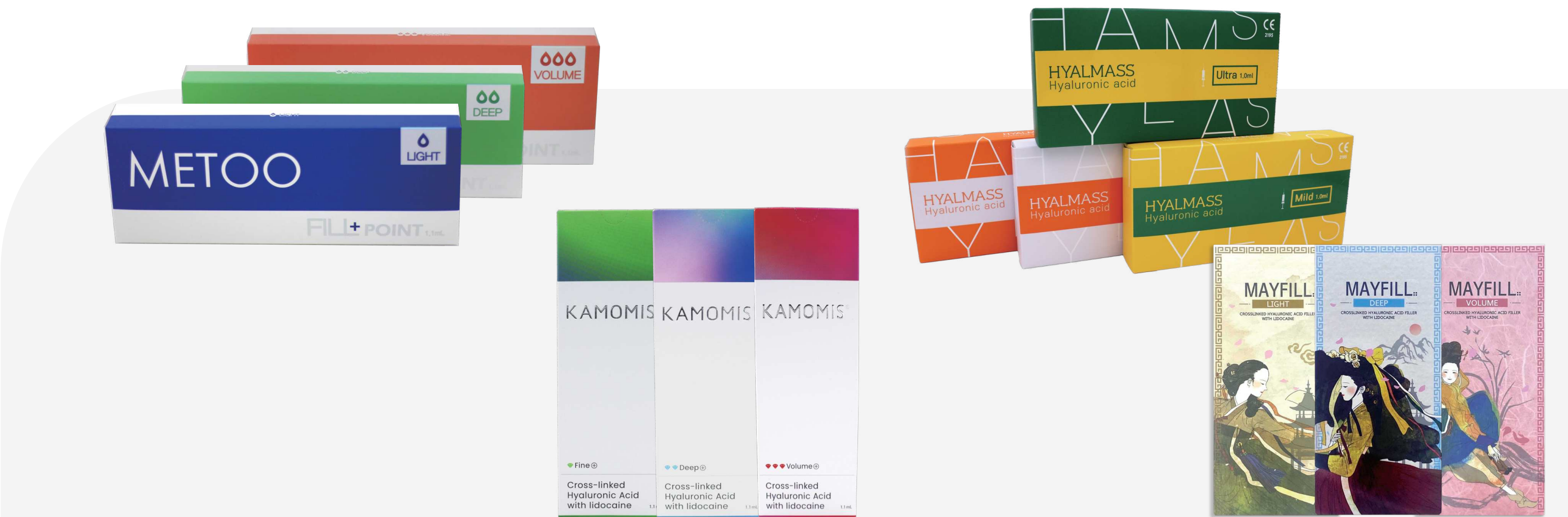


Overview

Maypharm produces and sells hyaluronic acid filler products known as 'Metoo', 'Hyalmass', 'Mayfill', and 'Kamomis'. Maypharm's HA fillers are produced with high level of quality standard and showing high efficacy with long lasting results. To improve customer satisfaction , Maypharm provides various HA filler products tailored to multiple functions such as wrinkle management, facial and lips contouring, and lifting.

Business Performance

In 2023, Maypharm's hyaluronic acid filler revenue rose by 33% to USD10.4M. Despite difficult environments such as global economy depression and fierce competition. In 2022, Maypharm's HA filler revenue also rose by 42% compared to 2021. Maypharm submitted NDA for HA Filler to China partner For approval from NMPA. After the approval, Maypharm Expect dramatic sales increase of HA filler. Maypharm also discuss about ANVISA approval with several Brazil major distributors. Construction of the new plant for HA filler is a part of our grand plan to advance into more international market with superb quality of product.

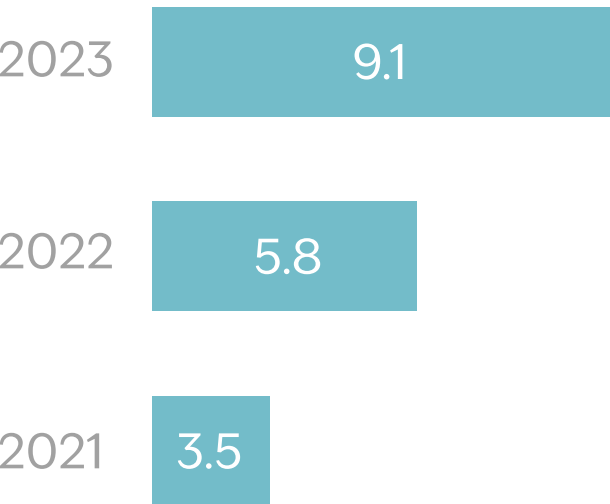


Business Introduction & Performance

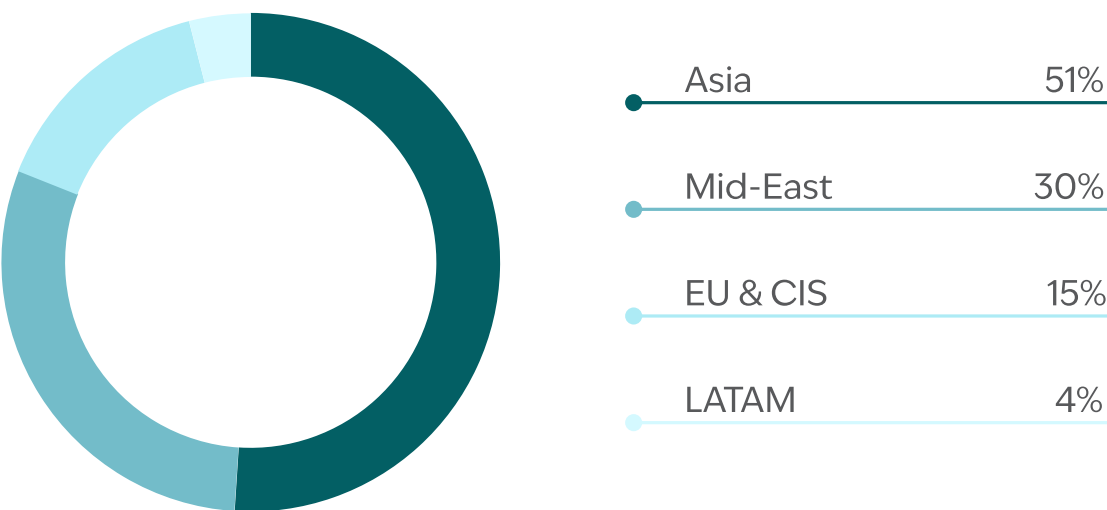
Body Filler

Revenue Trend

(Unit: USD M)



Regional Revenue



Overview

Maypharm have leaded HA body filler market under brand of ‘SEDY FILL’, ‘METOO’ AND ‘KAMOMIS’. Body filler is made with hyaluronic acid but it targets to boost body such as breast and buttocks. Maypharm is 1st generation to develop and produce HA body filler and brand of ‘SEDY FILL’ become most famous brand of body filler. Customers also love Maypharm’s body filler and continue to purchase the products. Maypharm develop and produce new series of body filler to satisfy customer’s need by enlarging volume and using higher grade of hyaluronic acid.

Business Performance

Maypharm’s body filler sales recorded USD9.1M in 2023. We strengthened its product line-up and conducted product renewal centering on its real benefits. The series are serving customer’s needs to volume up the body customer desire. Maypharm have registered body filler from Europe to China one by one. These registration boost sales of body fillers. Maypharm also use same grade of hyaluronic acid as dermal HA filler for body filler made in its quality proven factory which are reasons to get good customer feedback.

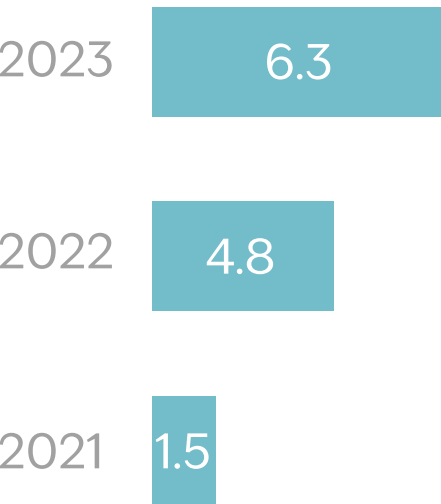


Business Introduction & Performance

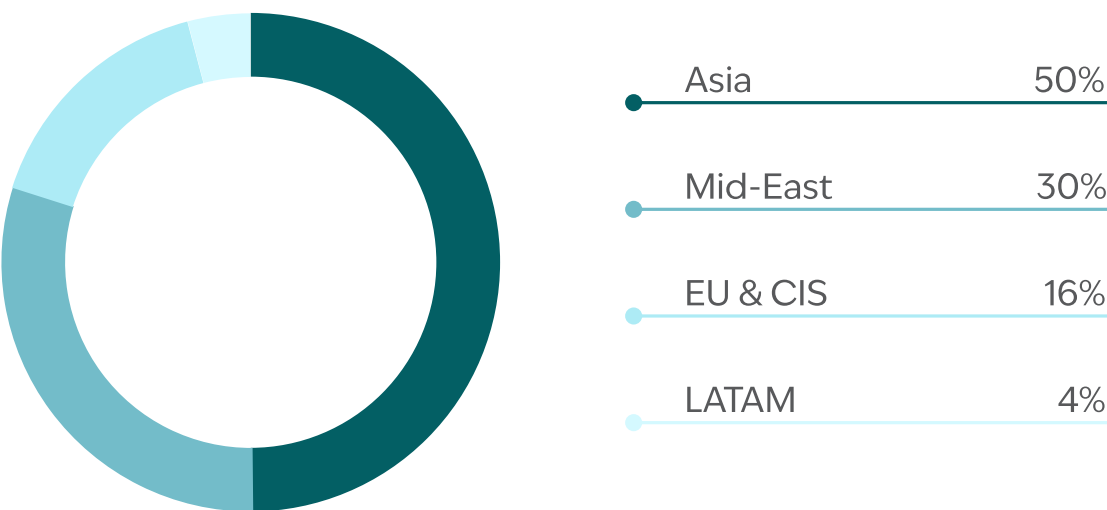
Biopolymer Filler

Revenue Trend

(Unit: USD M)



Regional Revenue



Overview

These days, Biopolymer fillers get more popular such as PLLA, PDO, PCL and Atelo Collagen. Maypharm develop and produce 3 types of PLLA filler, PDO filler and Atelo Collagen filler. PLLA and PDO Fillers are welcomed in the market because those material stimulate customer's own collagen regeneration and show natural skin boosting and lifting. Those materials have longer lasting effect(2~3years) than HA fillers(1~1.5years) and can be dissolved inside skin so no need to remove it. Collagen filler are upgraded as Atelo collagen. When collagen filler was introduced, there was problem of side effect because human body regard collagen as antigen. Atelo collagen is new collagen without the side effect by getting rid of telopeptide of collagen. Atelo collagen filler has excellent and natural volume up effect. It can be used parts of face which HA filler is not appropriate to be applied such as neck and eyes area.

Business Performance

Maypharm's PLLA fillers has 3 types of PLLA by volume of PLLA materials to give customer more choice. PLLA filler is more well accepted in Mid-East, Maypharm have sole distributorship contract in Iraq and Qatar. Maypharm also discuss about term & conditions on distribution with buyer in other country such as Iran, Jordan, and Oman. Next biggest market for PLLA is Russia and CIS. Maypharm have discussed about registration product in Russia and Kazakhstan. The process is started and is expected to get approval in 2026. Then sales of PLLA filler will be 5 times of 2023's sales. Atelo collagen filler is hot in China. Market research firm expect Chinese Atelo collagen filler's market is USD10B. Maypharm started registration process with renown Chinese partner and expect approval from NMPA in 2025. Then, sales revenue of Atelo collagen is expected to USD5M in 2026 and 2 times more every year.

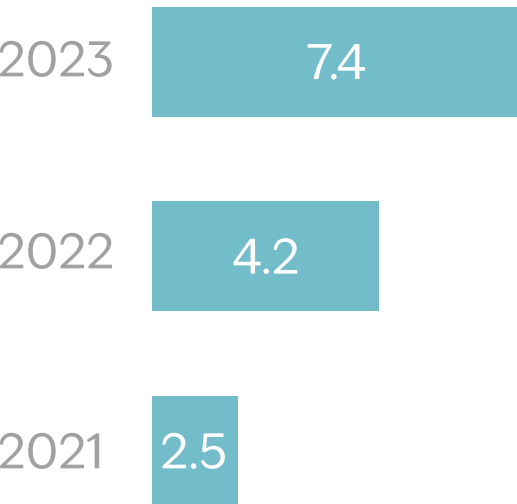


Business Introduction & Performance

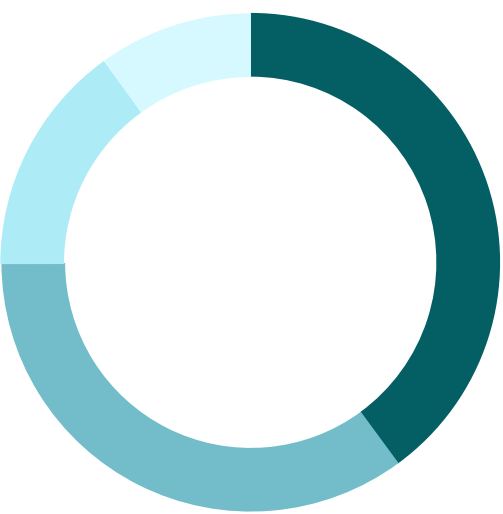
Functional Skin Booster

Revenue Trend

(Unit: USD M)



Regional Revenue



Asia	40%
Mid-East	30%
EU & CIS	15%
LATAM	10%

Overview

Maypharm have developed various functional skin booster such as exosome skin booster, PN/PDRN, PLLA, Lipolysis, anti-hair fall products. Those materials of skin booster can have synergy by combining hyaluronic acid and each other. 'Hyalmass Aqua' is product showing excellent effect by synerge of HA, Exosome, and PDRN. '2xosome' is highly concentrated exosome skin booster to maximize its effects such as anti-inflammation, skin cell regeneration etc. 'Mayster' is product combining HA, PLLA, and PDRN. 'Hairna Exosome Hair Fill' is anti-hair fall and hair growing product beloved by customers. Maypharm also have 3 brand of lipolysis products such as Pine bottle, Slim point, and Sedy line. Those products are well accepted and sold in Asian market.

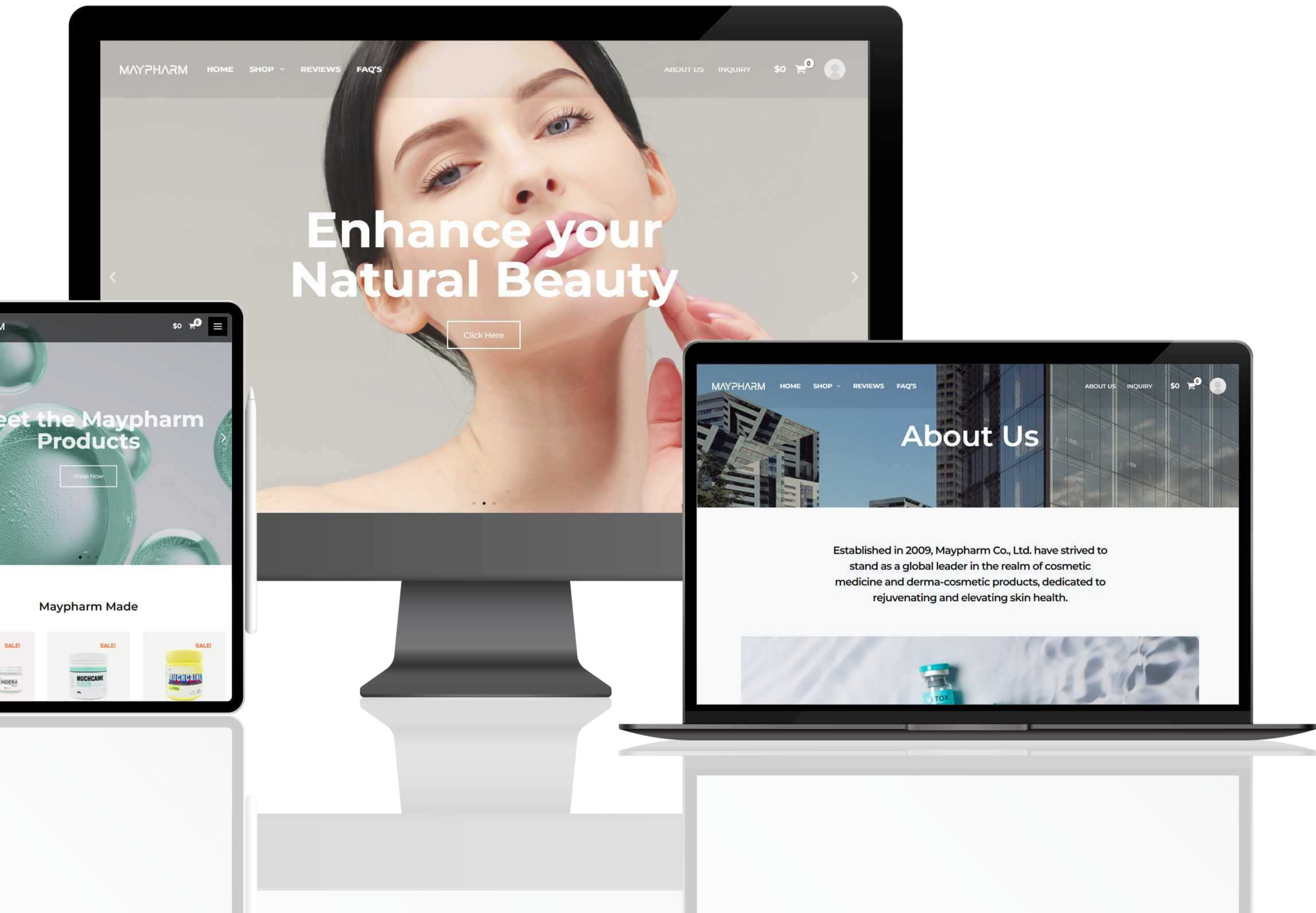
Business Performance

Maypharm's skin booster sales is continuously increased every year and reached to USD7.4M in 2023. These dramatic increase is coming from seamless new product line-up development and new concept of products. Exosome products are loved in Mid-East market so sales revenue are getting increased. Lipolysis products are hot in Asia market such as China and Indonesia. Maypharm brand awareness is getting popular due to these skin booster sales, which lead to other products sales increase. Maypharm's skin booster acquired all necessary registration in China, Europe, Mid-East ect. These registration and good quality are main reasons of sale revenue increase. Maypharm is developing another new skin booster to accelerate increase of sales revenue of skin booster.



Business Introduction & Performance

Online Sales



Overview

Maypharm operates its own online sales platform, directly reaching dermatologists through our B2C online shopping mall. This direct approach allows us to build strong, loyal customer relationships while securing better profit margins. By eliminating intermediaries, we ensure that our products are delivered efficiently, providing top-tier service and value to our clients. This strategy not only enhances our market presence but also strengthens our commitment to quality and customer satisfaction.

Business Performance

The primary goal of our online sales platform was to acquire new customers. However, it surpassed expectations, generating \$2 million in sales by 2023. Building on this success, Maypharm plans to launch a new online shopping mall featuring an enhanced, user-friendly payment system to drive further growth. We anticipate that this strategic expansion will not only increase sales but also solidify our position as a leader in the market, offering seamless and accessible shopping experiences to our clients.

R&D, Production Facilities



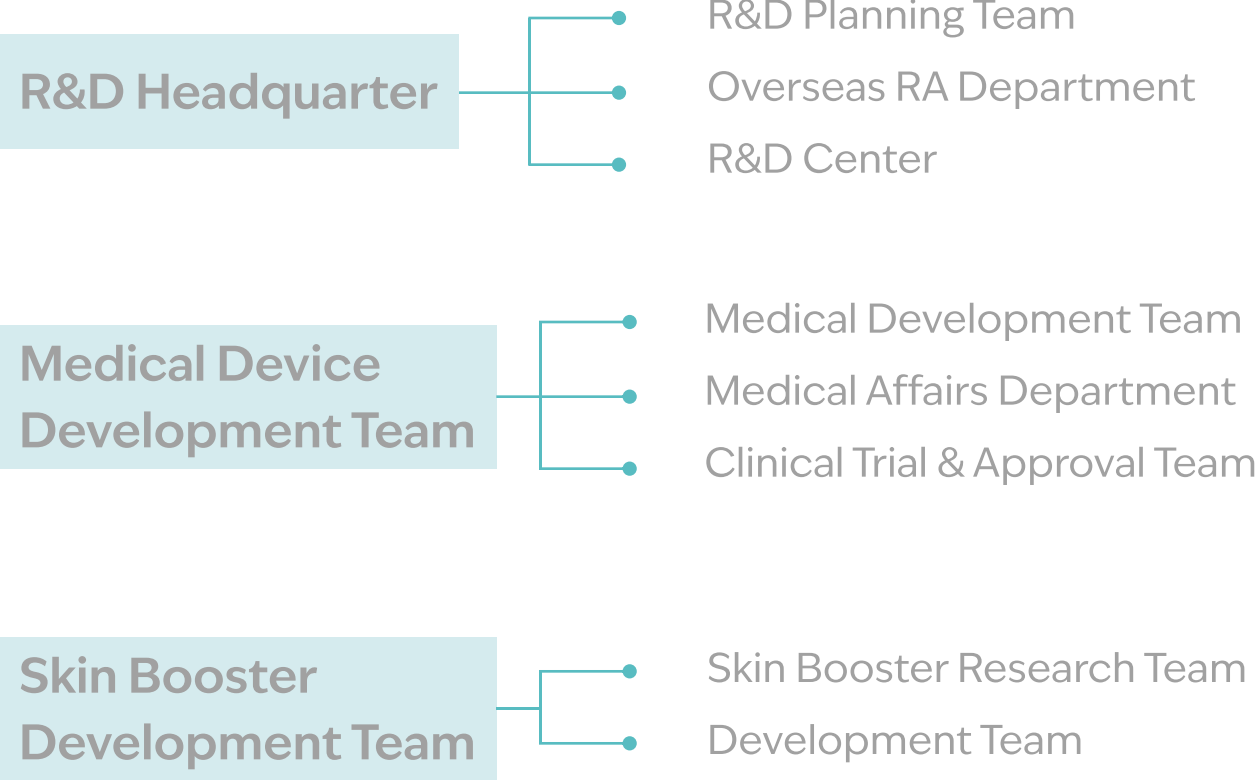
- R&D
 - R&D Organization
 - Domestic R&D partner
 - Overseas R&D partner
- Production Facilities

R&D

Maypharm continues to invest R&D activities to expand and open innovation strategies. We seek to fortify partnership with domestic & overseas R&D partners to lead the biomedical industry.

R&D Organization

Maypharm's R&D organization consist of Development Headquarter, Medical Device development team, Skin booster development team.



Domestic R&D partner

KINS Lab in Seoul National University



Biomaterial Synthesis Lab in Sookmyung University



Overseas R&D partner

The DERSMITHSON in Poland



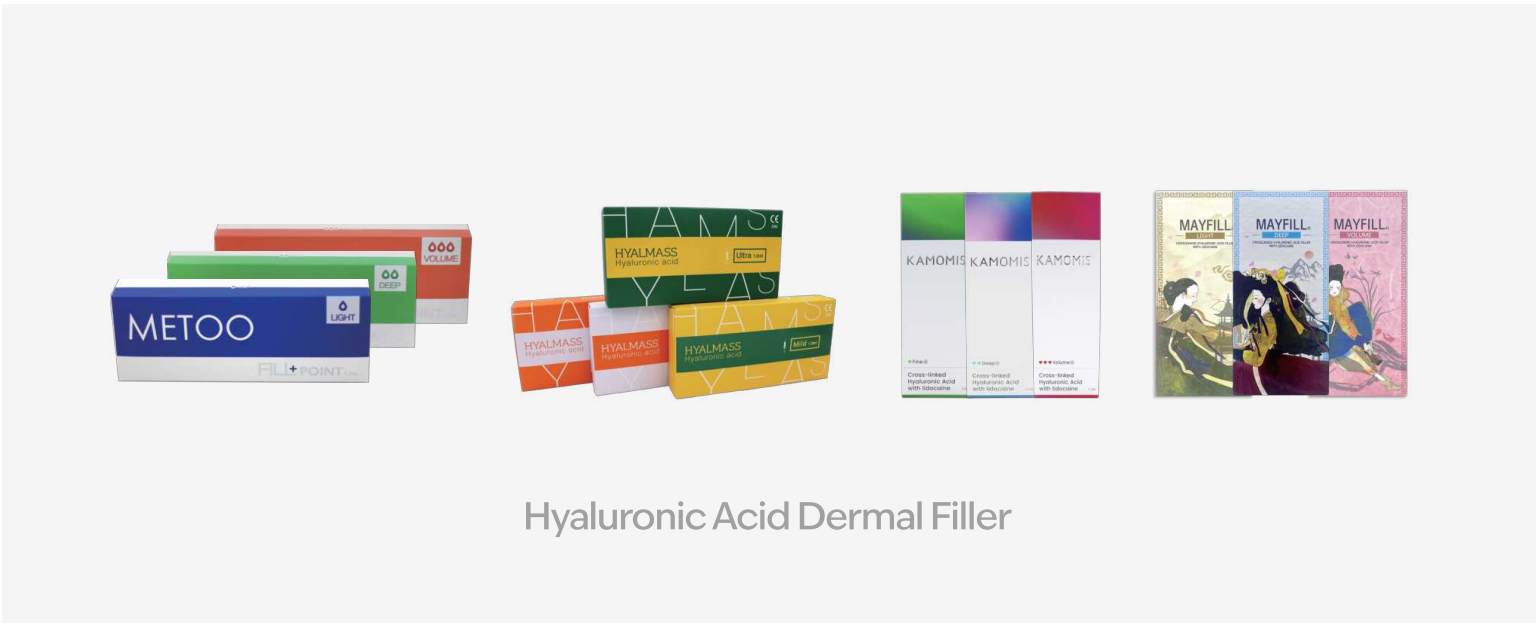
DERSMITHSON provides a constant opportunity to improve the quality of life, through the use of Tissue Engineering and regenerative medical and Medicine product.

Polymer Fillers(solide and liquid, Gel Type)

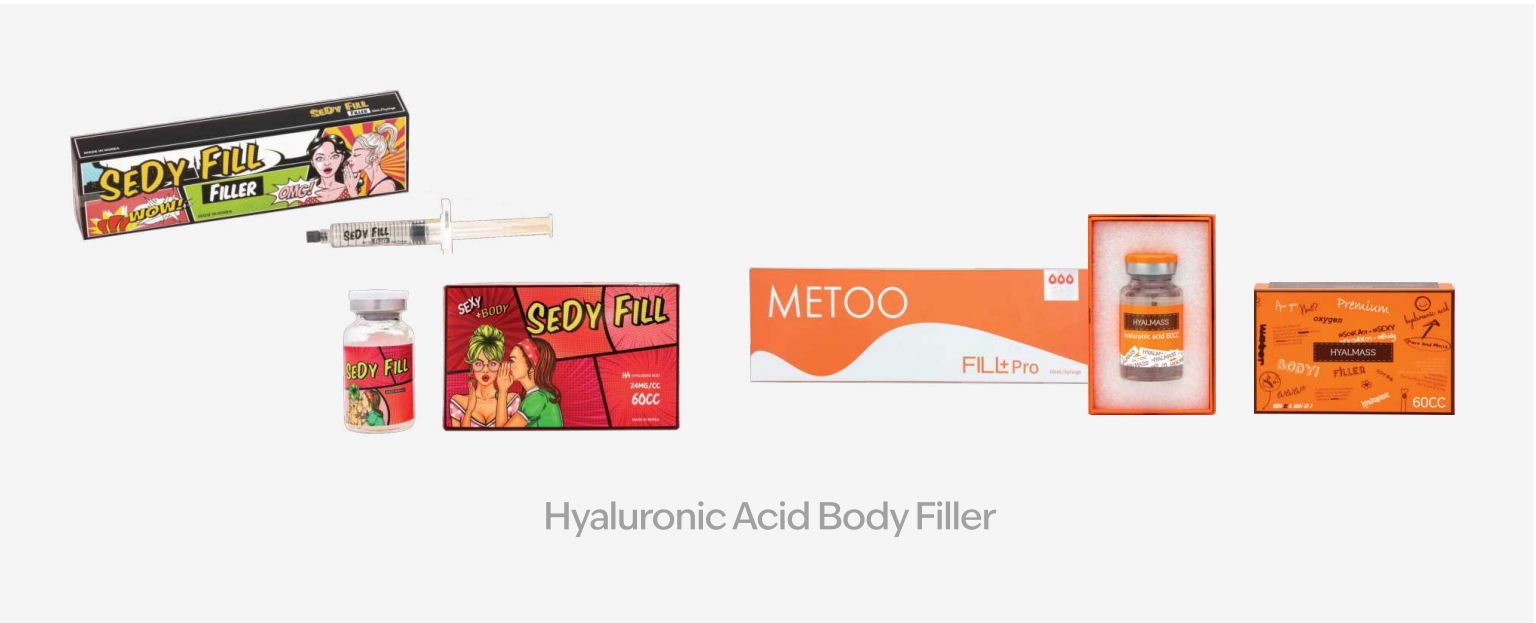


Production Facilities

Maypharm production facilities is located in GwangMyeong city nearby Seoul , set up with a state of the art technology.



Hyaluronic Acid Dermal Filler



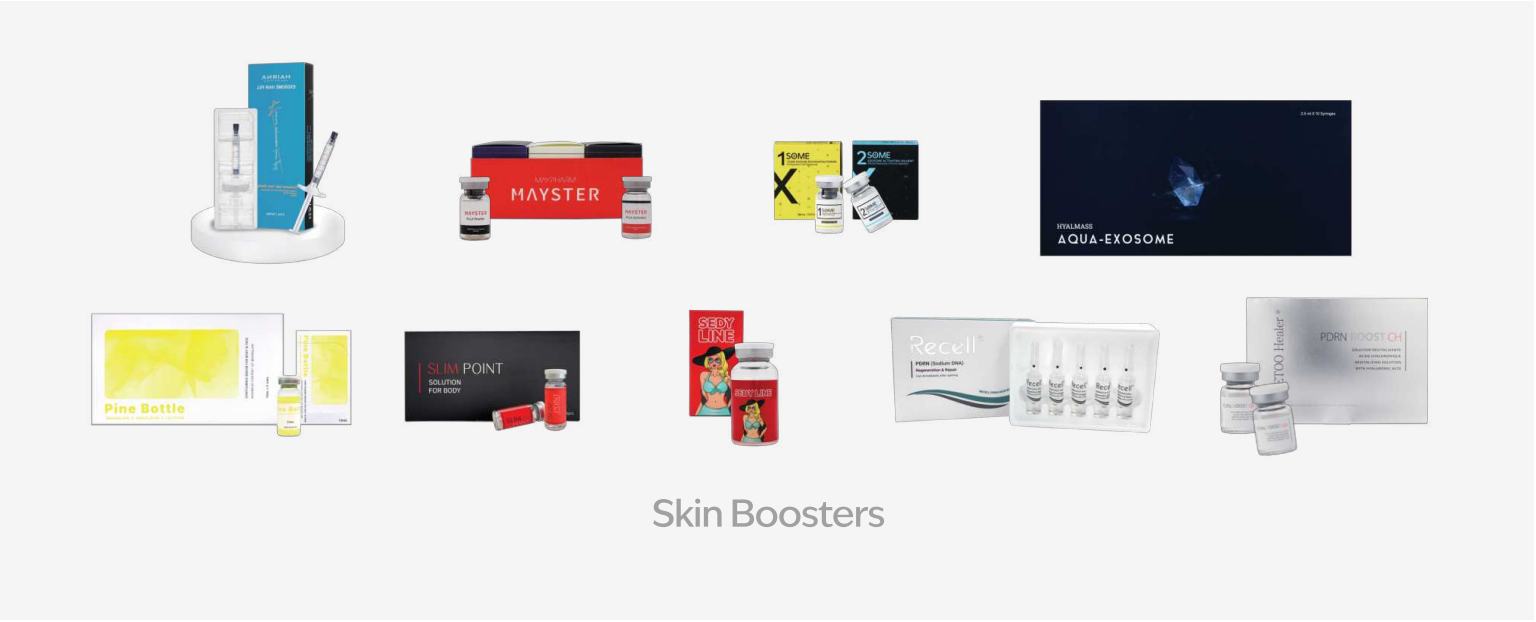
Hyaluronic Acid Body Filler

Best quality of Product

Maypharm's factory have maintained a stable production capacity with the development of optimum engineering method and through accumulation of manufacturing know-how. Our production facilities can produce HA Filler, Biopolymer Filler, Skin boosters.



Biopolymer Filler



Skin Boosters



Marketing Activities



- Exhibition
- Seminar
- Advertisement

Exhibition

Maypharm actively attend global exhibition to market and promote its products to customers to a broader audience. These events provide valuable opportunities to showcase our innovative solutions, connect with potential customers and partners, and stay updated on the latest industry trends. By engaging with the global market, we continue to strengthen our brand presence and build lasting relationships with key stakeholders.

IMCAS



Dubai Derma



AMWC Monaco



Beauty Eurasia Turkey



China International Beauty Expo



Cosmoprof HK



Exhibition

Maypharm actively attend global exhibition to market and promote its products to customers to a broader audience. These events provide valuable opportunities to showcase our innovative solutions, connect with potential customers and partners, and stay updated on the latest industry trends. By engaging with the global market, we continue to strengthen our brand presence and build lasting relationships with key stakeholders.

Intercharm Korea



Intercharm Russia



KIMES Korea



K Med Expo Vietnam



The Aesthetic Show in Las Vegas



Arab Health



Seminar

Maypharm hold product seminar including Hands on with our global partners to show customers product's superiority.

Seminar for HA filler in UK



Seminar for Metox in China



Seminar for PLLA filler in Colombia



Seminar for Body filler in Iraq



Seminar for HA filler in Japan



Seminar for Pine bottle in Indonesia



Advertisement

Maypharm continue its effort for marketing activities to increase brand awareness and assure customer confidence.

New York Time Squares advertisement



HAIRNA

헤어나 케어



meNnus

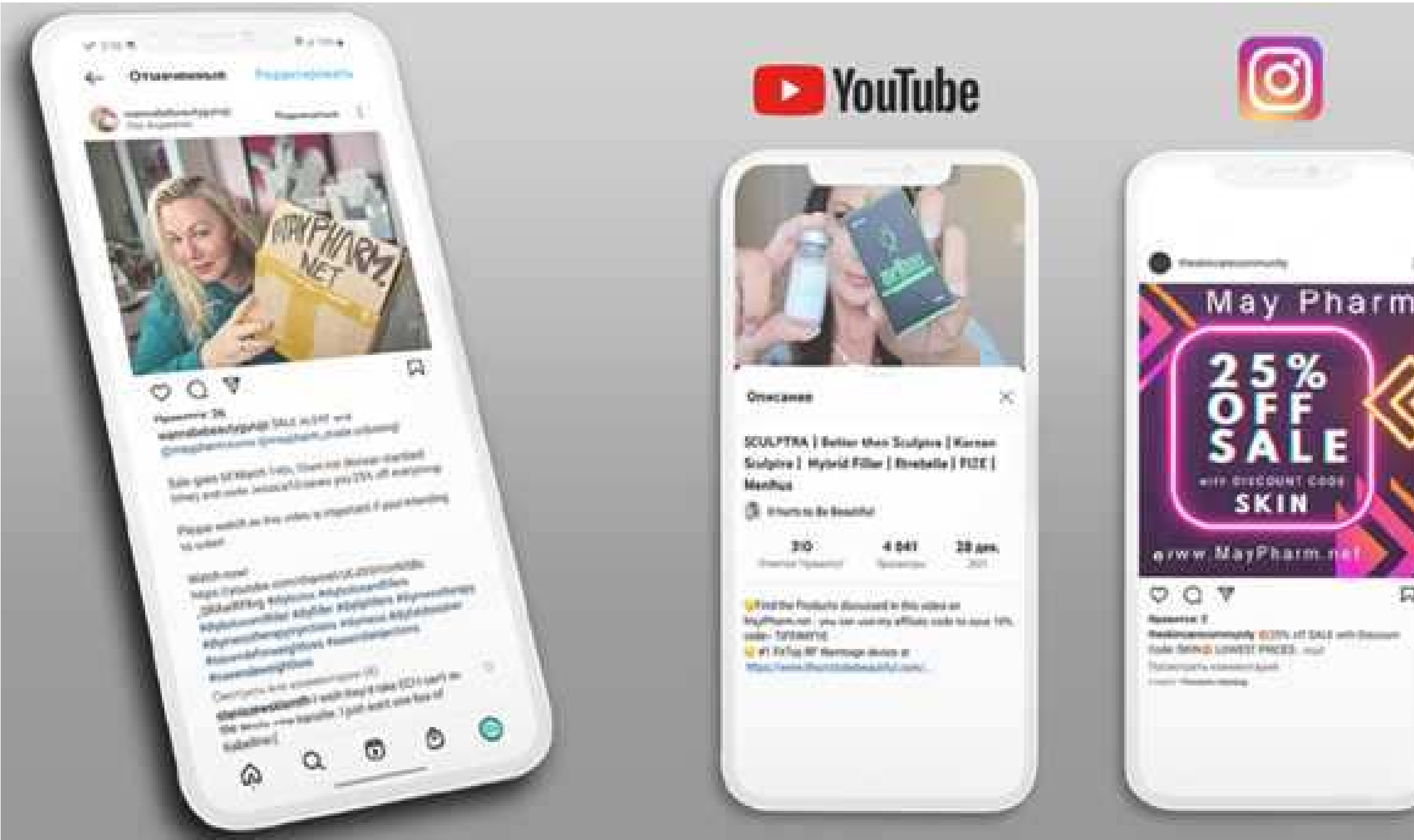
미앤너스



METOX
Purified Neurotoxin Complex

미톡스

Online marketing



Corporate Achievement

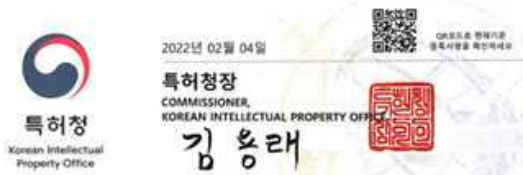
- Trademark & Patent
- Certificate & Award

Trademark & Patent

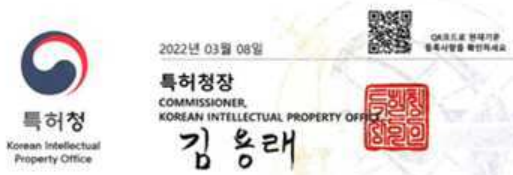
Maypharm continue to register our trademark and Patent to protect our Intellectual property rights and technology.



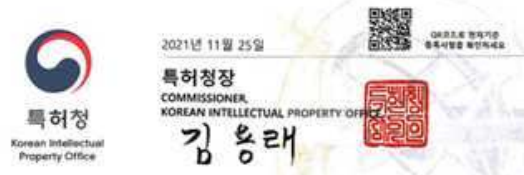
위의 표장은 「상표법」에 따라 상표등록원부에 등록되었음을 증명합니다.
This is to certify that, in accordance with the Trademark Act, a trademark has been registered at the Korean Intellectual Property Office.



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Trademark & Patent

Maypharm continue to register our trademark and Patent to protect our Intellectual property rights and technology.

공개특허 10-2023-0014250



(19) 대한민국특허청(KR)
(12) 공개특허공보(A)

(11) 공개번호 10-2023-0014250
(43) 공개일자 2023년01월30일

(51) 국제특허분류(Int. Cl.)

A61B 17/34 (2006.01) A61B 17/00 (2022.01)
A61F 2/00 (2021.01)

(52) CPC특허분류

A61B 17/3408 (2013.01)
A61F 2/0059 (2013.01)

(21) 출원번호 10-2021-0096392

(22) 출원일자 2021년07월21일

심사청구일자 없음

(71) 출원인

(주)미팜

서울특별시 강원구 가산디지털1로 205-27, 1515
호(가산동, 가산에이원타워)

(72) 발명자

권종욱

서울특별시 노원구 덕릉로 684

현재 청구항 수 : 총 6 항

(54) 발명의 명칭 **시술도중 이발을 방지하기 위한 리프팅 기술을 니들 및 시술세트**

(57) 요약

본 발명은 시술도중 이발을 방지하기 위한 리프팅 기술을 니들 및 시술세트 관한 것으로서, 니들본체 중앙부에 리프팅실을 관통 연결시킬 수 있도록 하는 관통공을 마련하여 리프팅 기술 중 니들에 연결된 리프팅실이 리프팅 기술 도중 리프팅 기술을 니들로부터 이탈되는 것을 방지할 수 있게 함으로써, 리프팅 기술이 안정적으로 수행되어 그 결과 시술자 및 피시술자에게 신뢰성을 부여할 수 있게 되고, 또 한, 관통공을 관통한 리프팅실의 일단부를 클램프로 고정시키고 타단부는 권취실에 권고려 권취되어 있 는 상태에서 바늘에 의해 탄력적으로 풀리면서 시술이 시행되도록 하여 대상물로 투입되는 리프팅실이 최대 한 평평하게 당겨져서 시술 중에 별도로 리프팅실을 당겨야 하는 번거로움이 방지되게 함으로써, 시술 작업이 선 속하게 이루어짐은 물론 리프팅실의 소비량도 최소화되어 그 결과 비용절감을 도모할 수 있게 되며, 또한, 리프팅 기술을 니들의 관통공으로 리프팅실을 관통시킨 상태에서 한편 진행되는 리프팅 기술을 니들에 대해 두 가닥의 리프팅실이 따라 가면서 대상물 내에 배치되도록 함으로써, 결과적으로 대상물 내부로써 리프팅 실의 배치에 따른 시술 시간이 최대한 단축되면서 이에 따라 시술자 및 피시술자에게 시술 소요와 시술 고통에 따른 부담감을 최대한 경감시킬 수 있게 되는 등의 효과를 얻을 수 있다.

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(54) 발명의 명칭 **리프팅실의 회전 및 위치변경을 방지할 수 있는 리프팅용 시술도구**

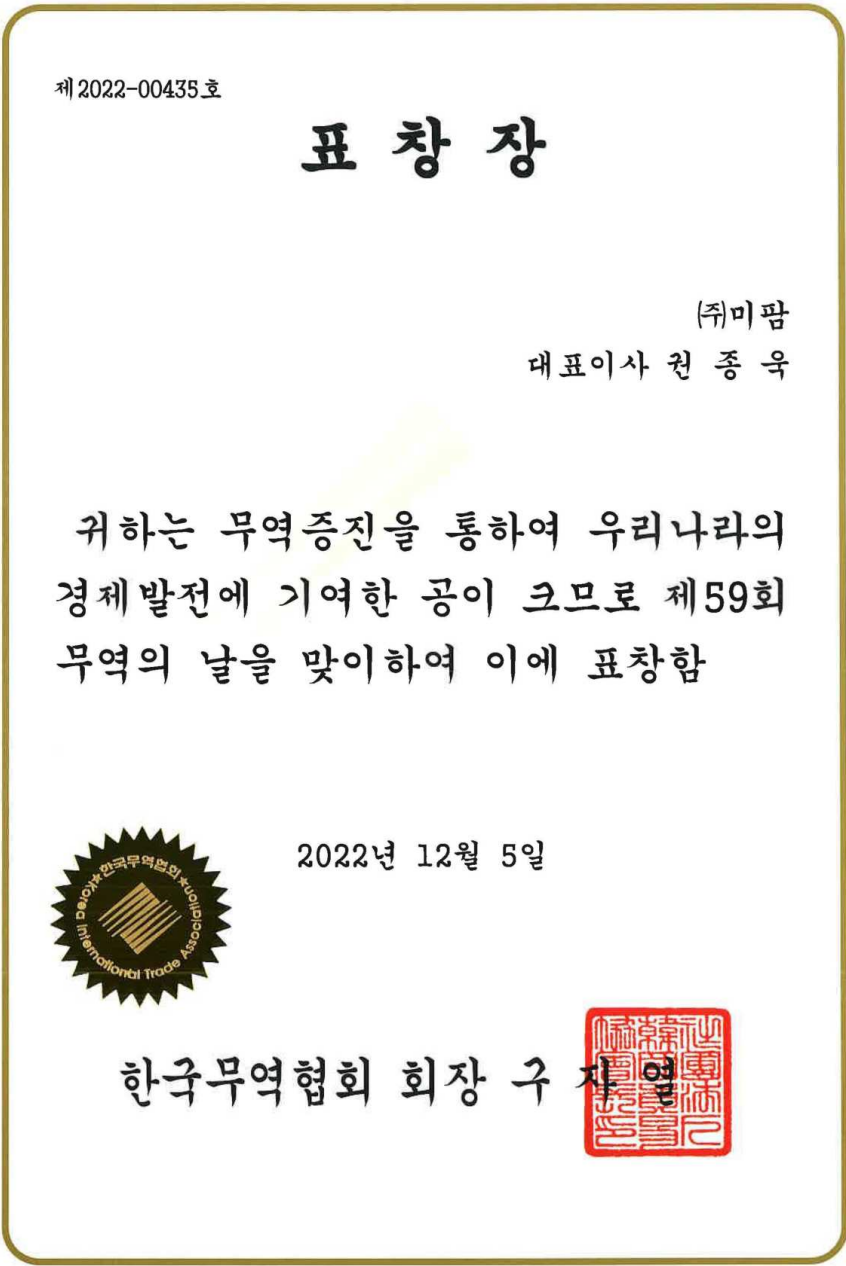
(57) 요약

본 발명은 납작한 회전방지부를 형성하여 리프팅실의 회전 및 위치 변경이 적절히 방지되도록 하면서 리프팅실이 정위치에 적절히 배치될 수 있도록 하는 피부 리프팅용 수술 도구에 관한 것으로, 본 수술 도구는 금속재의 원형 관으로 형성되고, 선단의 상면 일부가 절개되어 삽입공이 형성되며, 원형 구멍이 타원형으로 납작해지도록 일부가 상하로 가압되어 제1 회전방지부가 형성되는 바늘과; 상기 바늘의 후단에 장착되고, 상기 바늘과 연동되게 수평의 연동공이 형성되는 손잡이와 상기 삽입공을 통해 상기 바늘의 내측에 삽입되고, 상기 제1 회전방지부에 의해 회전이 방지되는 상태로 상기 바늘의 내부에 구비되며, 외면에 미늘 형태의 돌기가 다수개로 형성되고, 연상 구조로 이루어지는 리프팅실을 포함한다

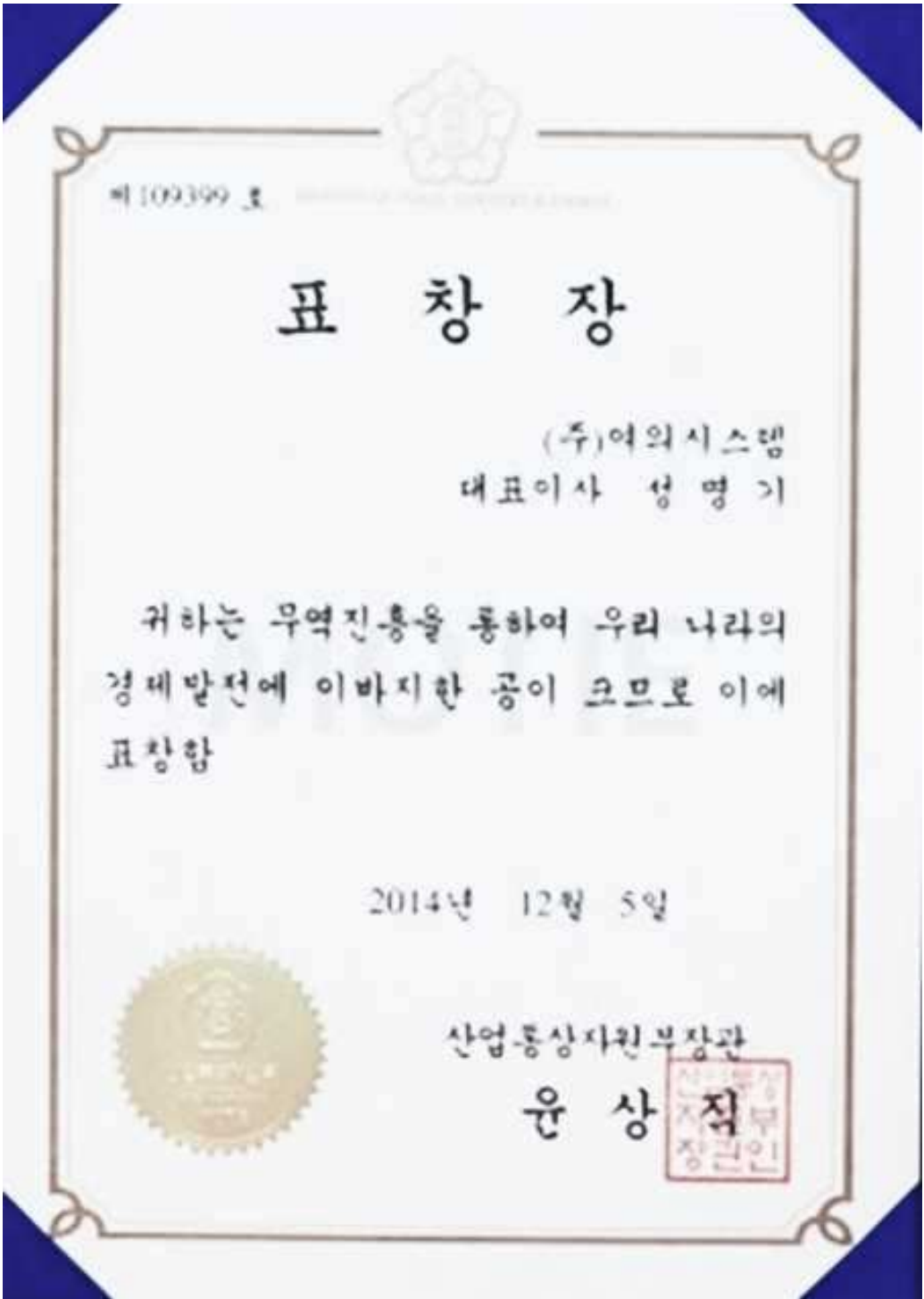
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Award for
overseas sales over USD 30M



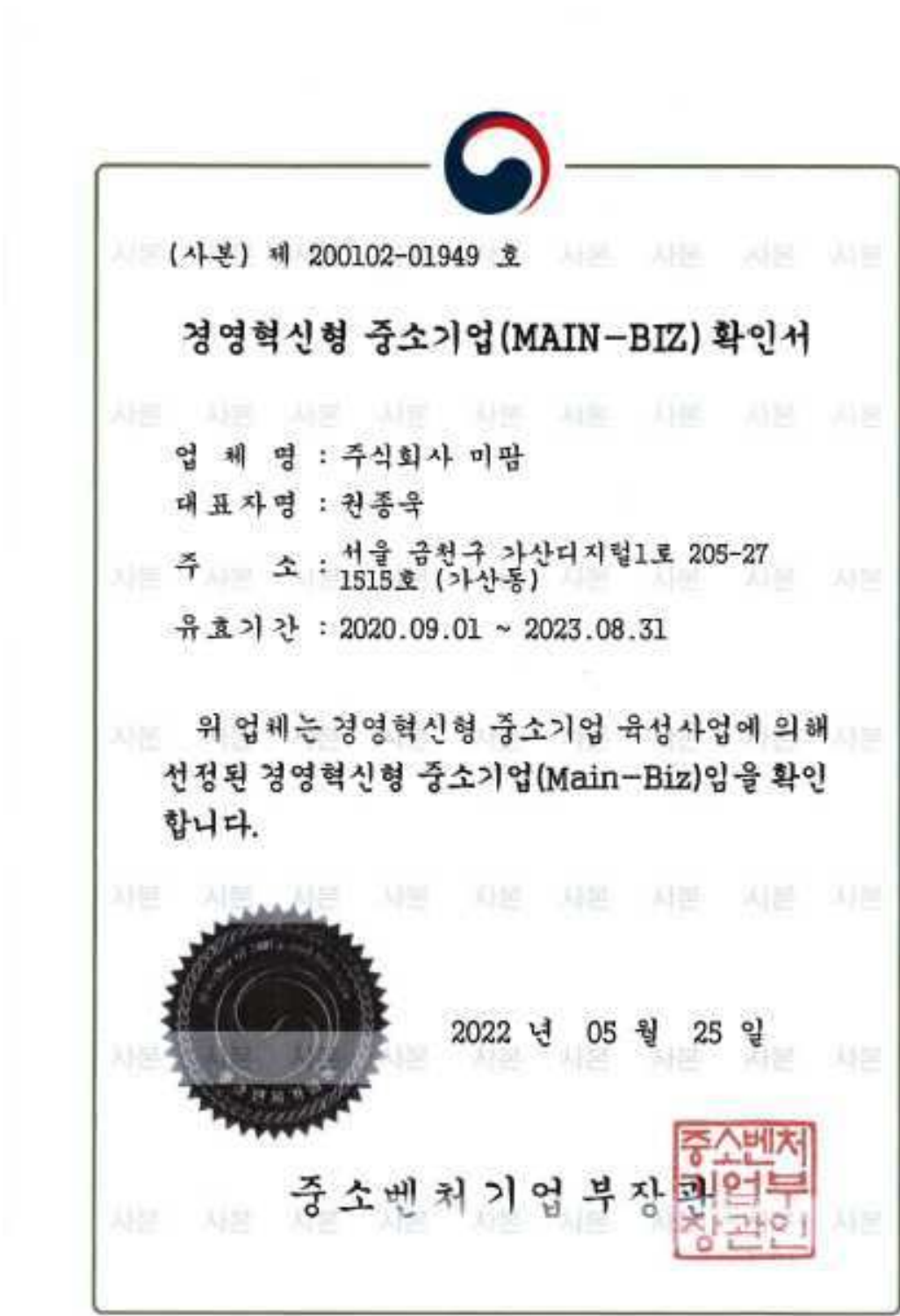
Award for
overseas sales over USD 10M



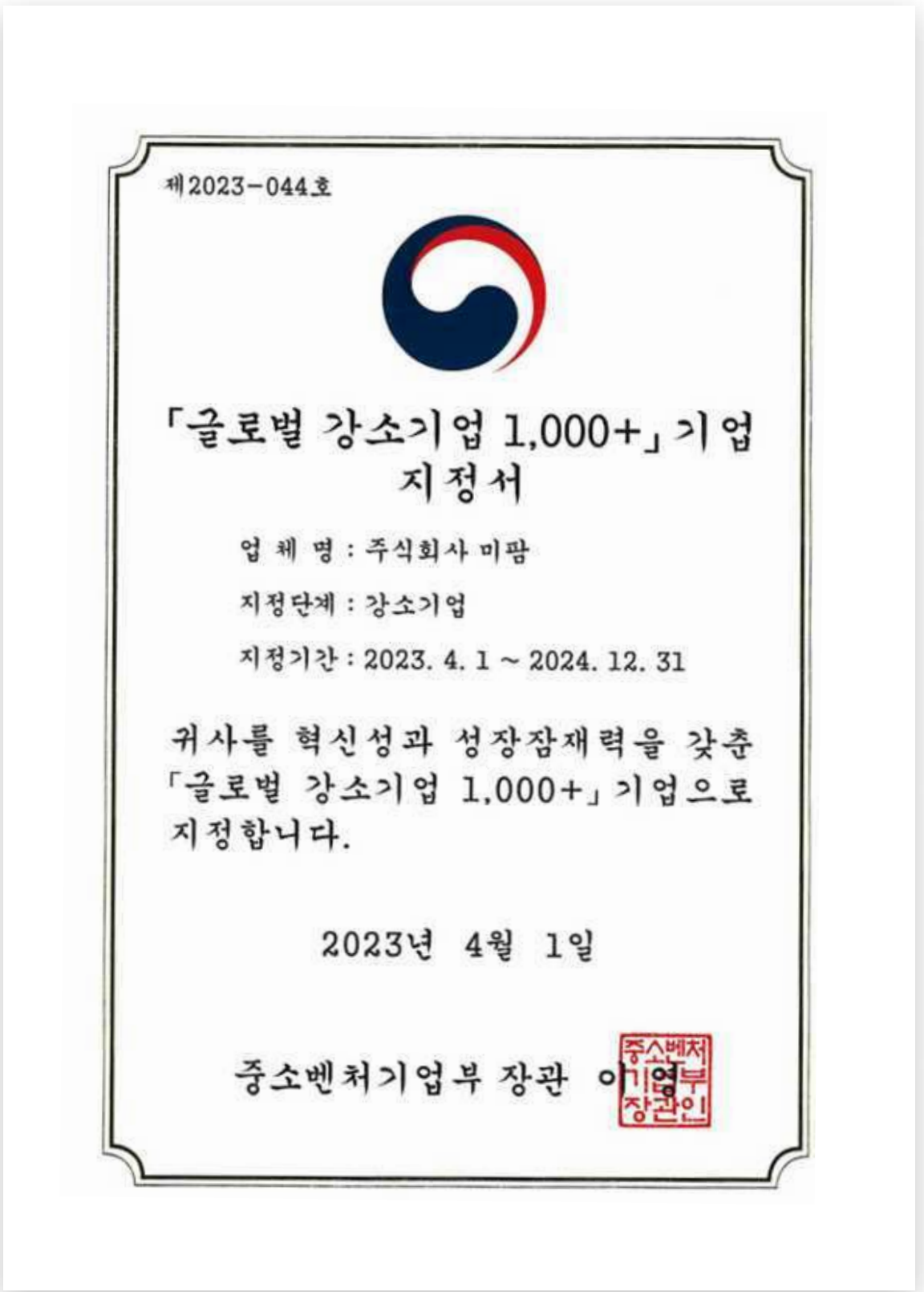
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