

i-SENS IR Letter



3Q 2025 Preliminary Results and Outlook

3Q 2025 Consolidated (Preliminary): Revenue KRW 78.5 bn, Operating Profit KRW 1 bn

Results & Outlook

◆ 3Q 2025 Preliminary Results (Consolidated)

- Revenue: KRW 78.5 bn (+10% YoY)
- Operating Profit: KRW 1 bn (-73% YoY)
- Net Loss: KRW 0.6 bn (turned to a loss)

◆ 3Q 2025 Detailed Analysis

1. Revenue

- YOY Increase of KRW 7 bn (+10%)
- BGM: +9% YoY / POCT: +16% YoY
- CGM +708% YoY (KRW 4.4 bn Domestic / KRW 1.3 bn Overseas)
 - CGM growth driven by the expanded adoption of upgraded CareSens Air
- By region: U.S. -25% YoY, Korea +37% YoY, Others +38% YoY, Europe +76% YoY, Asia (ex-Korea) -4% YoY

2. Operating Profit

- The decline in operating profit year-on-year was mainly due to one-off expenses such as bad debt expenses, patent-related legal fees, and regulatory approval costs, which temporarily affected profitability.
- These are considered strategic investments for new product development and global business expansion, and the Company's core earnings base remains stable.
- While there was a positive impact of approximately KRW 9.0 bn from the restructuring of AgaMatrix, overall consolidated operating profit declined due to temporary cost factors.
- In the fourth quarter, operating profit is expected to improve with the continued growth of the CGM business and stabilization of the automated production line at Songdo Plant 2.

◆ 2025 CGM & BGM Business Outlook

1. Key Milestones

- 2Q: CareSens Air upgraded version launched in Korea and Europe, completed automated production line at Songdo Plant 2 increasing annual production capacity of CareSens Air expanded from 0.5 million to 2 million units, won Finland CGM tender (4-year contract, annual revenue expected around KRW 3.0 bn).
- 3Q: Completed CareSens Air 2 domestic pivotal clinical trial for adults, launched AgaMatrix CGM PL brand in the U.K, won Malaysia MOH BGM tender (3-year contract, annual revenue expected around KRW 2.0 bn).
- 4Q: Initiate U.S. investigational clinical trial for CareSens Air 2, initiate CareSens Air 2 domestic pivotal clinical trial for pediatric and adolescent, launch CareSens Air receiver globally, submit CGM clinical evaluation approval application in China, launch embecta BGM PL brand in the Philippines.

2. Global Launch Plan

- CareSens Air: Launched in 14 countries in 2024, with expansion to over 17 additional countries planned in 2025.
- CareSens Air 2: Planned launch in Korea and Europe in 2027, and in the U.S. in 2028.

3. Revenue Target

- CGM revenue target: KRW 9.5 bn (Domestic) + KRW 5.5 bn (Overseas) = KRW 15.0 bn in total.
- Cumulative CGM revenue for 3Q reached approximately KRW 12.4 bn (KRW 8.9 bn Domestic / KRW 3.5 bn Overseas), achieving about 83% of the annual target.

4. Long-term Vision

- Aiming to achieve a 10% share of the global CGM market in the 2030s.

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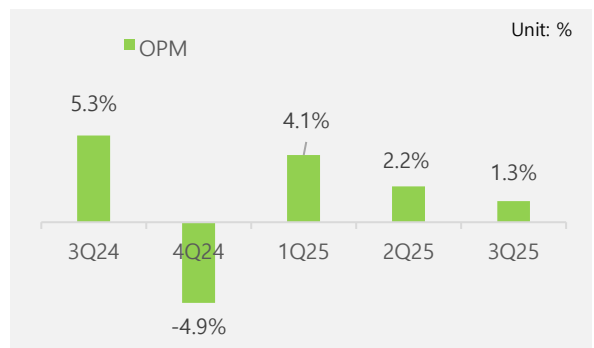
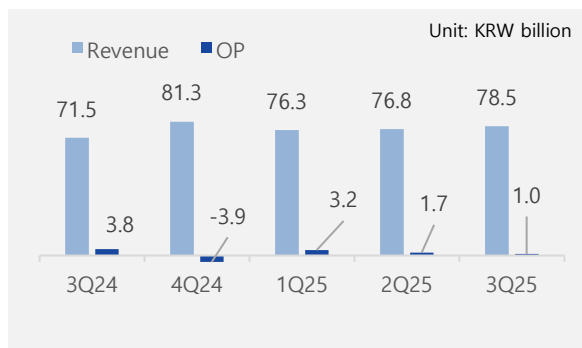
Summary Financial Statements



Quarterly Performance

Unit: KRW billion, %

	2Q24	3Q24	4Q24	2024	1Q25	2Q25	3Q25	YoY %	YTD
Revenue	69.9	71.5	81.3	291	76.3	76.8	78.5	9.7%	10.4%
Operating Profit	2.0	3.8	-3.9	2.7	3.2	1.7	1.0	-73.4%	11.5%
OPM (%)	2.8%	5.3%	-4.8%	0.9%	4.1%	2.2%	1.3%		



Revenue by Segments

Unit: KRW million, %

Segments	2Q24	3Q24	4Q24	2024	1Q25	2Q25	3Q25	YoY %	YTD
(1) BGM	58,028	60,879	68,500	244,526	66,000	64,424	67,334	8.5%	11.6%
Strip	48,327	52,301	53,068	196,631	49,244	45,488	41,231	-21.1%	-5.3%
Meter	5,829	6,133	9,848	31,425	8,060	9,587	15,526	153.1%	53.7%
Others	2,027	2,921	4,229	12,028	5,617	5,729	4,898	67.7%	108.3%
CGM	1,844	703	1,899	6,165	3,081	3,619	5,678	707.5%	190.1%
(2) POCT	11,494	9,435	12,238	43,907	9,958	12,168	10,956	16.1%	4.5%
Blood Electrolyte / Gas Analyzer	4,631	4,086	4,505	17,763	4,265	4,884	4,864	19.0%	5.7%
PT/INR Analyzer	5,342	4,119	5,942	19,743	3,859	5,116	4,250	3.2%	-4.2%
HbA1c Analyzer / PT10V	1,522	1,230	1,791	6,401	1,834	2,168	1,842	49.7%	26.8%
(3) Others	378	26	33	982	311	198	199	686.5%	-25.3%
Total	69,900	71,519	81,315	291,138	76,269	76,789	78,490	9.7%	10.4%

Quarterly Gross Profit

Unit: KRW million, %

	2Q24	3Q24	4Q24	2024	1Q25	2Q25	3Q25	YoY %	YTD
Revenue	69,900	71,519	81,315	291,138	76,269	76,789	78,490	9.7%	10.4%
GP	28,522	29,857	27,944	113,534	30,780	31,599	29,048	-2.7%	6.7%
GPM (%)	40.8%	41.7%	34.4%	39.0%	40.4%	41.2%	37.0%		

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Summary Financial Statements



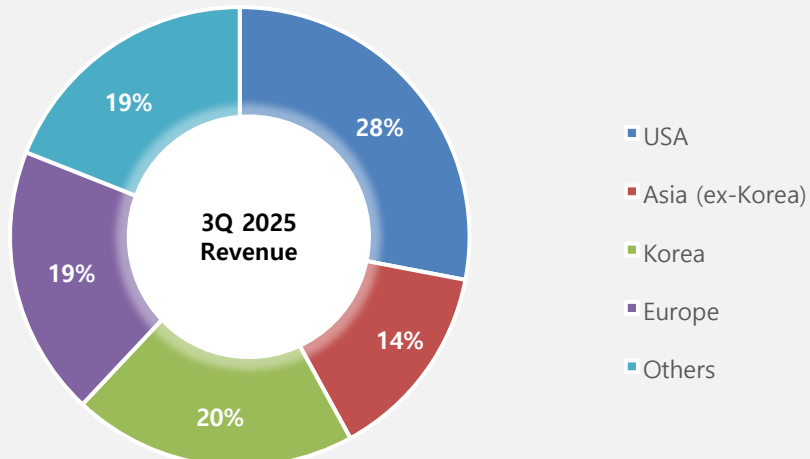
Revenue by Region

Unit: KRW million, %

Region	2Q24	3Q24	4Q24	2024	1Q25	2Q25	3Q25	YoY %	YTD
USA	26,074	28,445	30,416	109,268	30,613	21,773	21,837	-24.5%	-5.6%
Asia (ex-Korea)	13,018	11,022	14,003	49,066	11,401	10,594	11,009	-3.8%	-8.1%
Korea	14,623	14,312	15,583	58,703	15,011	15,339	19,474	36.7%	15.7%
Europe	7,118	7,571	8,025	32,143	8,247	14,450	13,246	75.5%	49.4%
Others	9,068	10,169	13,288	41,958	10,997	14,633	12,923	38.2%	36.7%
Total	69,900	71,519	81,315	291,138	76,269	76,789	78,490	9.7%	10.4%

Revenue by Region

Unit: %



Revenue by Major Customers / Affiliates

Unit: KRW million, %

	2Q24	3Q24	4Q24	2024	1Q25	2Q25	3Q25	YoY %	YTD
(1) BGM OEM/ODM									
Arkray	9,643	14,268	15,882	50,246	13,208	11,108	10,219	-28.4%	0.5%
Handok	3,273	3,178	3,861	13,768	3,282	1,988	3,267	2.8%	-13.8%
Nipro	2,169	1,789	3,269	8,763	2,753	2,543	1,853	3.6%	25.7%
(2) CGM									
Domestic	1,417	532	1,143	4,811	1,930	2,559	4,374	722.1%	141.6%
Overseas	427	171	756	1,354	1,151	1,060	1,305	663.0%	487.9%
(3) China Subsidiary	6,406	6,900	5,476	24,598	5,035	6,741	8,768	27.0%	7.4%
(4) AgaMatrix	10,256	9,922	8,666	37,555	10,595	9,759	8,593	-13.4%	0.2%
(5) CoaguSense	5,312	4,027	5,937	19,618	3,802	5,138	4,176	3.7%	-4.1%
(6) Others	30,997	30,732	36,325	130,425	34,514	35,893	35,935	16.9%	13.3%
Total	69,900	71,519	81,315	291,138	76,269	76,789	78,490	9.7%	10.4%

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