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Chapter 1.Executive Summary

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Appendix





Chapter 1. **Executive Summary**

01 Business Performance and Financial Highlights

Investor Relations 2022





01. Business Performance and Finance Highlights

Progress in Business and in Financials in 3Q

- Going global
 - EOPatch with Narsha App (AOS and iOS) Launched in Europe
 - Approval from the U.A.E. and Indonesia
 - Preparing to submit a 510(k) application to the US FDA for EOPatch
- Direct Sales in Korea
 - Direct Sales in Korea; number of users increases to 580+ in Oct 2022
- New Product
 - Announcement of a new breakthrough product R&D: 7-day 3ml "EOPatch 3.0"
 - EOPatch X T1D clinical study well under way
 - 76% enrollment rate (First patient enrolled in May 2022)

+(New Biz) Investment in Ferrex Therapeutics for drug-device combination biz

3Q 2022 Revenue of 3.5 B Korean Won; compared to 0.3 B Won in 3Q, 2021;
 916% increase from the same period last year





Chapter 2 **Business Highlights**

- 01 Diabetes Management Market Trends (1) (2)
- 02 Korea Market (1) (2) (3)
- 03 Global Market (1) (2) (3)
- 04 EOPatch Product Roadmap & Clinical Studies
- 05 World's First 7-Day Wearable Pump, EOPatch 3.0 (1) (2)
- 06 Facility Investment
- 07 Non-insulin Business Updates (1) (2)

Investor Relations 2022



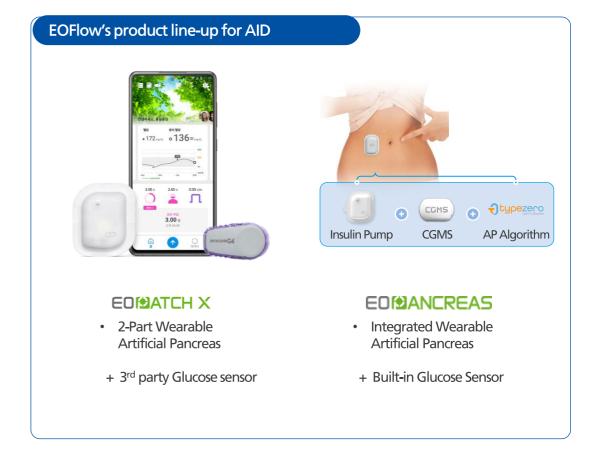


01. Diabetes Management Market Trends (1) AID and Wearable

- 1. Paradigm shifts to Automated Insulin Delivery (AID; Global AID CAGR 42%; Insulin Pump CAGR 12%) We are currently conducting a clinical study of AID pump; EOPatch X in Korea
- 2. Insulin pump market visibly shifting to wearable disposable market

Global AID and Insulin Pump User Unit: thousand ■ Global AID User ■ Global Total Pump User 1,932 1,725 1,540 1,380 1,232 1,100 982 **AID** 907 CAGR 47.0% 639 42% 450 37.0% 300 224 21.79 20 18.29 2022(E) 2017 2018 2019 2020 2021 2023(E) **AID Product in market EOFlow** Medtronic Tandem Tandem Medtronic Roche Insulet MiniMed 670G Basal IQ Control IQ MiniMed 770G Accu-Chek OmniPod 5 EOPatch X Insight (EU) Dana-CamDiab

CamAPS FX(UK)

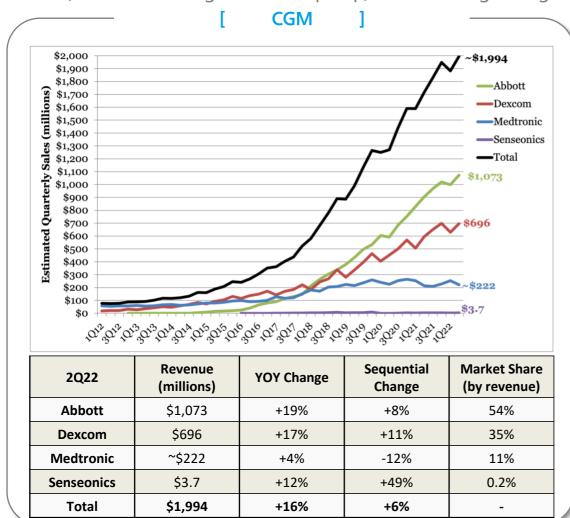


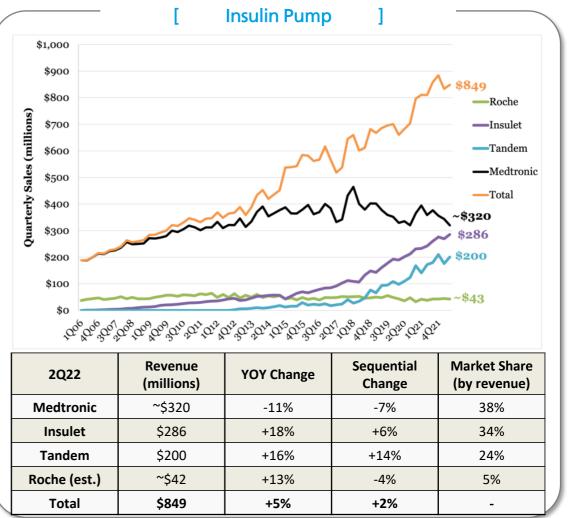
Source: Close Concerns, Internal



01. Diabetes Management Market Trends (2) Wearable

In CGM, overall market grows. With pump, Insulet is outgrowing everybody else (Tandem cannibalizes Medtronic, but what after this...?)







02. Korea Market (1) Sales Activities

Company's sales & marketing activities picking up speed after termination of sales contract with Korean partner, Huons Offering various events and programs to users, guardians and medical personnel to boost EOPatch brand awareness

- EOPatch free trial offer in August
 - Offered 4 patches to new patients free for trial
 - Recorded all-time high number of 316 participants



- EOPatch Togethering user gatherings
 - 120 existing and new users participated in September
 - Planning regional gatherings: Busan in 1Q. 2023



- EOPatch Symposium
 - Celebrating 1 year of EOPatch sales
 - Busan on Nov. 26 ~ 27





02. Korea Market (2) Sales Performance

Number of new users has increased by 78% since EOFlow's direct sales, August – October 2022 Establishing & expanding network of hospitals offering EOPatch service & product

New user increase in numbers (78% ↑ monthly average)



Increasing number of EOPatch-friendly Hospitals

Securing regional hospitals: New users can receive how-to-use trainings directly at the hospital; Users can purchase the product from 6 out of the 45 hospitals

No. of Base Hospitals





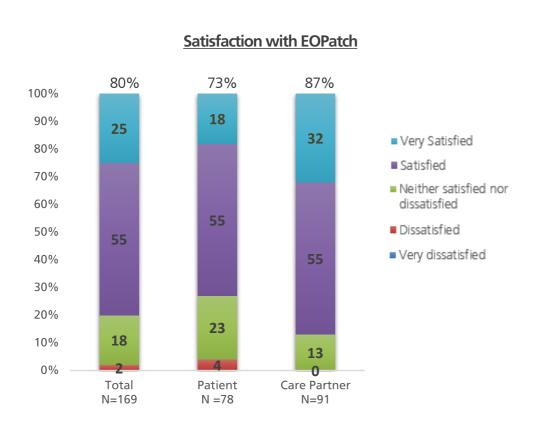
OCT 2022

2023

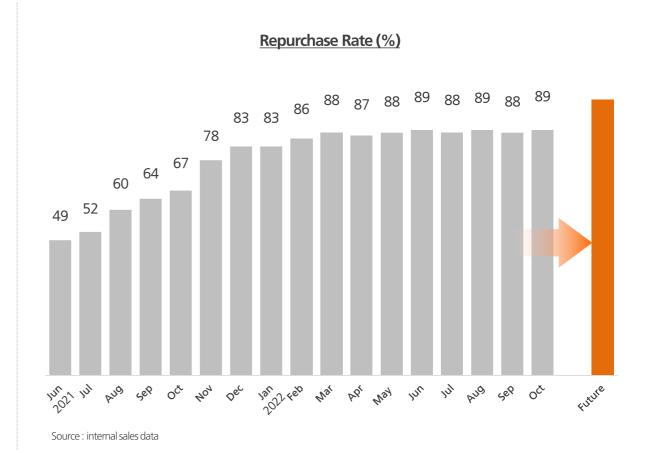


02. Korea Market (3) EOPatch User Experience Survey & Repurchase Rate

Survey was conducted to identify satisfaction of EOPatch, N=169 complete (Patient N=78, Care Partner N=91) How satisfied are you with your EOPatch pump?







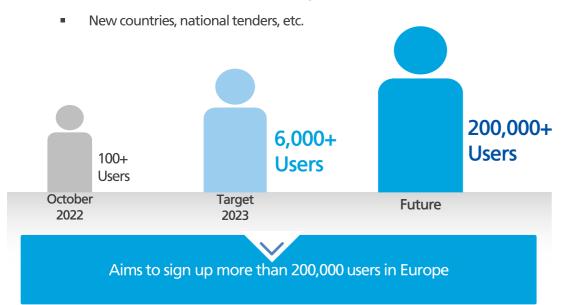


03. Global Market (1) Europe

Officially launched EOPatch with Narsha app in September (both in AOS and iOS)

Making progress in tenders & securing reimbursement: should lead to increased user & sales base

- Direct Sales (General reimburse market) + Tender-based approach
- 7 tenders won so far
 - 3 countries, 7 cities: Italy (Lombardia, Palermo, Napoli, Abruzzo, Lazio), Greece (Cyprus), Sweden (Stockholm)
 - Awarded 25% ~ 100%
 - Patient enroll date : end of 2022 ~ early 2023
- 5 more tenders submitted so far; waiting for results







03. Global Market (2) Europe Launch Status

Starting with an official product launch in Italy in September, Menarini speeds in product registration, reimbursement and launch

GlucoMen Day PUMP Launch Status

Country	Product Registration	Reimbursement	Product Launch
Italy	Registered	Tender-based	September
Belgium	Registered	Reimbursed	Waiting
Germany	Registered	Under negotiation	October
Greece	Registered	Under negotiation	November
Portugal	Registered	Under negotiation	Q1 2023
Sweden	Registered	Tender-based	October
Spain	Registered	Tender-based	October
UK	Registered	Under negotiation	Q1 2023
France	Registered	Under negotiation	Q3 2023
Netherlands	Registered	Under negotiation	May
Austria	Ongoing	Under negotiation	Under negotiation
Total	Registered in 10 Countries	Reimbursed in 4 Countries	Launched in 5 Countries



03. Global Market (3) US

Preparing for entry: emphasis is on establishing long-term global leadership

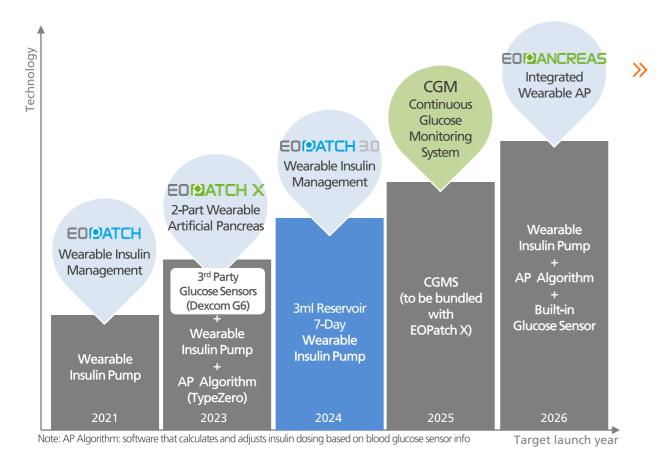
- 1. EOPatch2.0 FDA 510(k) filing within 2022
- 2. Engaged with several potential partners global leaders
 - Several potential partnership discussions at varying stages
 - Hoping to finalize on partnership within the next 4-6 months
- 3. Focusing on differentiation strategies:
 - Weekly T1D (AP): better value; better compliance
 - 3ml for T2D: smart basal & bolus for T2D, with simple UI
- 4. Other development: non-insulin opportunity with Ferrex Therapeutics
 - \$7B+ opportunity
 - (Harvard/MGH drug IP) + (EOPatch continuous subcutaneous delivery)
 - Addressing iron overload issue while eliminating side effects



04. EOPatch Product Roadmap & Clinical Studies

Providing end-to-end smart care solution for people with diabetes

Aims to launch the world's first fully integrated wearable artificial pancreas (AP) system in 2025



Product roadmap/Launch Schedule

EOPatch & EOPatch 3.0

Ongoing post approval clinical study for T2D (21.2H ~ 22.2H)

3ml, 7-Day EOPatch 3.0 targeting T1D & T2D

EOPatch X

Ongoing K-MFDS approval clinical study (started in Jan. 2022)

Product approval & market launch target: end of 2023

CGMS

Secured world-class in-house CGM solution

Preparing a clinical study targeting 2025 launch (as a part of EOPatch X)

EOPancreas (all-in-one wearable AID)

Under development with in-house sensor solution

EOFLOW CO., LTD. 15

^{*} Product Road Map



05. World's First 7-Day Wearable Pump, EOPatch 3.0 (1)

The smallest and lightest wearable pump made possible for increased user compliance Prototypes built & tested successfully

- Increase insulin reservoir size (2ml → 3ml) + Runs for up to 7 days
- Serving T1D Lower cost & improve compliance (weekly routine)
- Serving T2D Severe T2D patients often require more insulin and need simpler user interface

22% larger in size and 20% heavier in weight

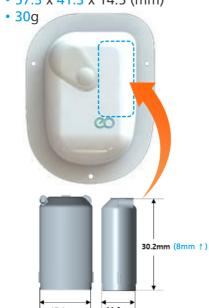
Current EOPatch

• 49.5 x 39 x 14.5 (mm)



New EOPatch 3.0

• 57.3 x 41.3 x 14.5 (mm)



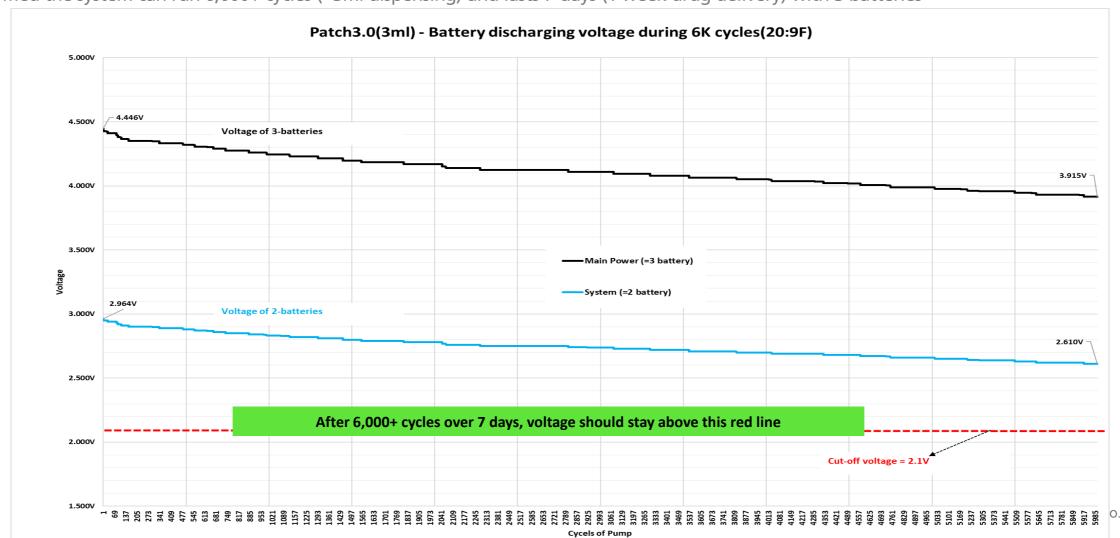
- EOPatch 3 prototype runs 7 days continuously with a 3ml reservoir
- Based on the ultra-low-power, high-performance pumping technology
- Successfully completed biocompatibility and toxicity tests on all major fast acting insulin products (1H, 2022)
- Cost increase will be 'small' over the current 3.5-day product



05. EOPatch 3.0 (2) Working Prototype Test Results

Functional Tests

Verified the system can run 6,000+ cycles (=3ml dispensing) and lasts 7-days (1 week drug delivery) with 3 batteries







06. Facility Investment

New lines at Gonjiam site: Target volumes of 825Ku/yr in 2022; 3.4M/yr in 2023; up to 6M/yr in 2024 Total investment ~20 billion Won/3.4Mu; ~33billion Won/6Mu

Korea Site 1 **Outsourced production base** EOPump Main Production Annual 300K Capacity Product Korea Site 2 **Outsourced production base** EOPatch Production Annual 300K Main Capacity Product

Gonjiam (1st stage)

Semi-Auto manufacturing line

- Production capacity: 825ku/year
- Under KGMP approval review > Dec. 2022 Approval expected
- Site construction for further expansion (~Apr. 2023)

Gonjiam (2nd stage)

Full-Auto manufacturing line

- 1 new fully automated line capacity: 2.7M/year
- Addition of EOPump manufacturing line
- Additional registration of CE MDD manufacturing site; CE MDR, FDA planned
- The new line installation to be completed in 1H, 2023
- A second automated line installation planned for 2023

Gonjiam New Site

Automation to reduce production cost and expand manufacturing capacity; located in Gonjiam (~1 hour drive from EOFlow HQ)



Main Products

• EOPump and EOPatch

Production Capacity

- ~22.2H, 825k/year Capacity
- ~23.2H, 3.4M/year Capacity



07. Non-insulin Business Updates (1) Overview

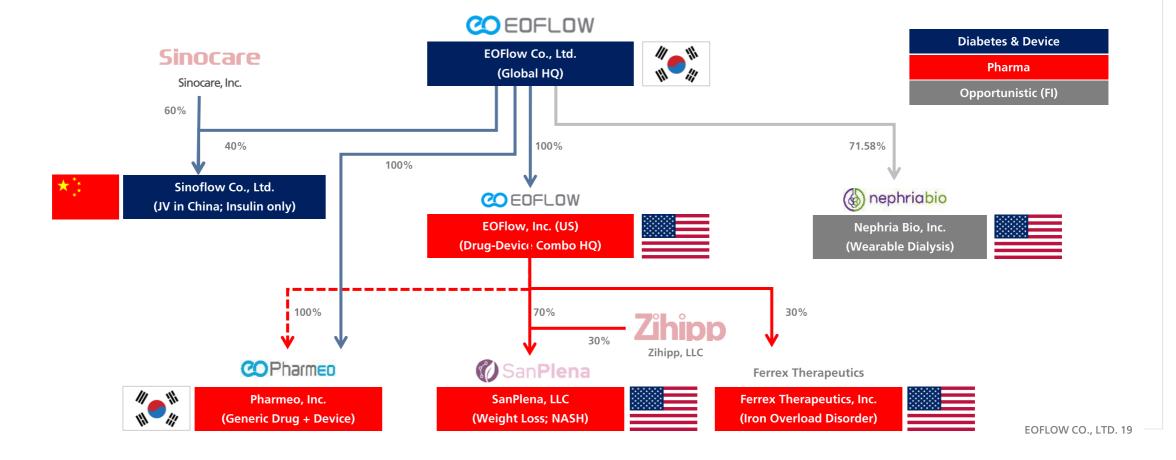
Key Opportunities in Drug-Device Combo Biz: Combining generic drug with EOFlow wearable platform,

Accelerate commercialization of drug candidates with short half-life

Two Key Axis: **EOFlow Korea HQ** as a diabetes & device platform operations

EOFlow, Inc. (US subsidiary) as a device-drug combo 'pharma' operations

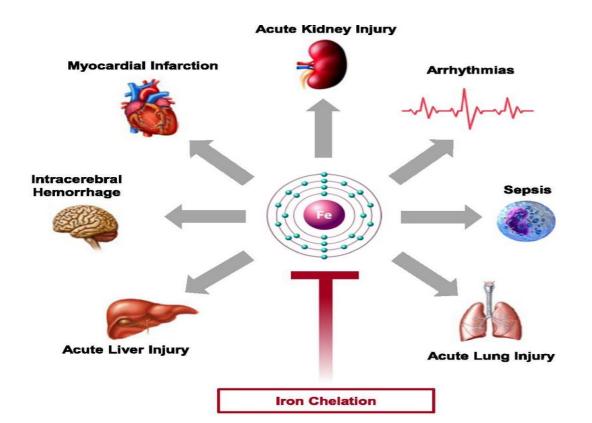
EOFlow provides initial funding and its EOPatch wearable drug delivery system to SanPlena and Ferrex





07. Non-insulin Business Updates (2) Ferrex Therapeutics

- Our second drug –device product investment of U\$2.99mil owing 30% stake as the second largest shareholder
- Ferrex, founded by HS Choi, a Harvard Medical School professor and the inventor of nanochelator platforms, is developing innovative solutions for treatment of iron overload disorder
- Ferrex's new drug overcomes an off-target issue of current iron-chelation drugs which causes severe side effects: proved superior efficacy in animal tests.
- Given Novartis dominant market whose size is U\$ 5.2bil as of 2021 and will grow to U\$ 7.9bil by 2030, Ferrex's new drug can be a blockbuster



FDA-approved iron c helators	Deferoxamine (DFO)	Deferasirox (DFX)	Deferiprone (DFP)	
Brand name	Desferal	Exjade, Jadenu	Ferriprox	
FDA approval	1968	2005 / 2015	2011	
Dose frequency	Infusion (8-24 h)	QD	TID/BID	
Half-life	<2 h	8-16 h	2-3 h	
Toxicity	Renal tox Hypotension Tachycardia Muscle pain	GI bleeding Renal failure Liver failure Cytop enia	Neutropenia Agranulocytosis Hepatic fibrosis Infection	
Current Players	Novartis (Switzerland) , Apotex Inc. (Canada), Cipla (India), Sun Pharm a (India), Natco Pharma (India)			



Chapter 3. Financial Highlights

01 Q3 FY22 Income statement02 Q3 FY22 Balance Sheet

Investor Relations 2022





01. Q3 FY22 Income statement (Consolidated)

Recorded 3Q 2022 revenue of 3.5 billion Korean Won, an increase of 916% from the prior year

(Korean Won in millions)	Q3 2021	Q2 2022	Q3 2022	YoY	QoQ
Revenue	343	664	3,481	+916.2%	+424.5%
Gross Margin	(251.5)%	(96.4)%	29.9%	+281.4%	+126.3%
SG&A % of Sales	1,819.9%	1,162.1%	263.0%	(1,556.9)%	(899.1)%
R&D % of Sales	649.7%	578.0%	109.7%	(540.0)%	(468.3)%
Operating Profit	(7,096)	(8,353)	(8,115)	(1,019)	238
Operating Margin	(2,071.4)%	(1,258.5)%	(233.1)%	+1,838.3%	+1,025.4%
Net Income	(7,197)	(9,745)	(5,525)	1,672	4,220
Diluted EPS (in Won) Note: Based on K-IFRS consolidated financial statement standa	(624)	(291)	(176)	448	115

Note: Based on K-IFRS consolidated financial statement standard; Korean Won in millions except for EPS



02. Q3 FY22 Balance Sheet (Consolidated)

Continue to maintain a strong balance sheet

(Korean Won in millions)	Q3 2021	Q2 2022	Q3 2022	YoY	QoQ
Total Assets	61,997	158,340	158,989	96,992	649
Cash, Cash Equivalents and Other Current Financial Assets	34,686	105,568	100,015	65,329	(5,553)
Account Receivals, net	532	4,085	5,784	5,252	1,699
PP&E	13,405	20,264	23,420	10,015	3,156
Investments	6,458	9,553	9,695	3,237	142
Total Debt	39,546	44,088	46,552	7,006	2,464
Short term debt	920	35,038	35,845	34,925	807
Long term debt	35,637	4,966	6,390	(29,247)	1,424
Equity	22,451	114,252	112,437	89,986	(1,815)

Note: Based on K-IFRS consolidated financial statement standard



Appendix

- 01 Company Overview
- 02 Brief Company History
- 03 Top-Tier Global Team
- 04 Clinical Partners & Advisors
- 05 Summary of Financial Statements (Consolidated)

Investor Relations 2022



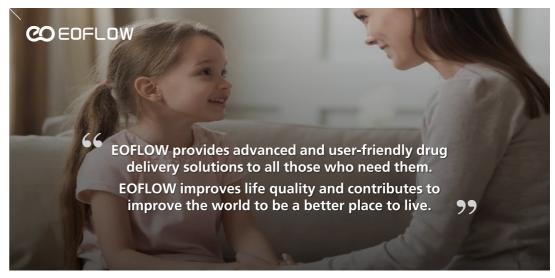
01. Company Overview



Company Overview

Company Name	EOFlow Co., Ltd.
CEO	Jesse J. Kim (Kim, Jaejin)
Date Established	2011. 9. 27.
Date Listed	KOSDAQ 2020.09.14.
Paid-in Capital (owner's capital)	3 Billion Korean Won (122.7 Billion)
Employees	121
Main Business	Medical Device Manufacturing
Main Product	Wearable Insulin Pump
Headquarter Address	#H2202, 172 Dolmaro, Bundang-Gu, Seongnam-Si, Gyeonggi-Do, Korea 13605
Website	www.eoflow.com

Mission Statement



Date	Award	Ву
2017.07	Grand Prize, First Beyond-TIPS Awards	MoSMB
2017.12	Grand Prize, TIPS Grand Convention IR Competition	MoSMB
2018.08	EOFlow, 'Top 100 Science Spinoffs'	Spinoff.com
2019.01	Integrated Wearable AP System, FDA Breakthrough Devices Designation awarded	FDA
2019.10	MedTech Outlook, '2019 Company of the Year' in Diabetes	MedTech Outlook
2019.10	Red Herring 'Top 100 Asia' award	Red Herring

02. Brief Company History



Fundamental Research Period

• 2011

University of Texas at Austin, EOP patent filed

- Patents issued in the US, EU, Korea (in 2020)

EOFlow Co., Ltd. Founded

- Preliminary animal tests (TX)

• 2012

First government project

- Key pump parameters investigated & improved

• 2013

UT IP license agreement signed

- Gasless electroosmotic pump patent
- Conditional, permanent license (exclusive for insulin)

• 2014

Insulin pump product spec defined

- First working product prototype demonstrated

Product Development Period

· 2015

Angel & Series-A closed (4B KRW)
Pump module (EOPatch) working sample demonstrated
Working controller sample developed & demo'd

· 2016

Relocate to SNUH's Healthcare Innovation Park
First commercial-grade samples demonstrated V&V tests
conducted
Series-B closed (5.5B KRW)

• 2017

First production line ready; US subsidiary established; Signed up Korean sales partner (Huons)

- EOPatch1, KMFDS approval (12.19.)
- Integrated module sensor partner signed up (POCTech)
- Integrated AP module selected by JDRF for funding

· 2018

TypeZero AP algorithm agreement signed Series-C closed (14B KRW) Selected for major government grant program (3.5B KRW) First animal tests completed (August)

Commercialization & Growth Period

· 2019

FDA Breakthrough Device Designation award (January)
Series-D closed (4B KRW)
EOPatch2, KMFDS approval (06.27.)
EU distribution agreement signed with Menarini (07.24.)
Sensor partner (DexCom) cooperative agreement signed
T1D coaching service agreement with MediPlus (11.27.)
2019 Red Herring Top100 Asia finalist
MedTech Outlook 2019 Company of the Year

· 2020

Mezzanine round closed (2.1B KRW)

Listed in the Korean KOSDAQ market (09.14.)

EOPatch Post-market clinical study result announced

• 2021

Issued convertible bonds (35B KRW)
Started EOPatch Sales in Korea (04.22.)
Received EU CE certification (05.24.)
Secured production capacity in Gonjiam (07.30.)
Indonesia distribution agreement signed with PT.PNS (12.08.)

• 2022

Chinese JV Sinoflow established in China (01.26.)
Capital raise and 2:1 stock split (113B KRW)
GCC distribution agreement signed with GulfDrug (03.30.)
Received approval from the United Arab Emirates (07.15.)
Started EOPatch (GlucoMen Day PUMP) Sales in Europe by Menarini (09.22.)
Received approval from Indonesia (10.20.)

03. Top-Tier Global Team



A global team of experience & know-how Founded 2011; Currently 130+ employees in Korea & the US

> MIT graduate with engineering background

First to commercialize low-power electroosmotic pump technology

Second to commercialize wearable disposable insulin pump

CEO with over 20 years of **Silicon Valley** startup experiences

Jesse Kim **Founding CEO**

- MIT, EECS
- Motorola, R&D
- Intel, Technical Marketing
- TeleCruz, Biz Dev

CO EDFLOW



Luis Malave President, US

30 years in medical device industry

First VP of Engineering, Insulet; MiniMed early member, Medtronic; Medical device startup CEO

(Early member & COO at Insulet)

I. Welsford, Ph.D. CTO



RA(Regulator Affairs)expert; FDA, CE (RA leader at Insulet)

Paylon Medical, RA/QA/CA SVP; Fujitsu Bioscience Group; Insulet, RA/QA/CA Director

CJ Kim COO



Experienced technology entrepreneur

KAIST Ph.D., Samsung Advanced Institute of Technology; Samsung Display

Richard H. An CFO



Management and finance specialists

UC Berkeley MBA

NH Investment&Securities, Mirae Asset Daewoo Securities, Rexpine Investment, Fugenbio, Korea Development Finance Corp.



Global Clinical Study & Research Partners















Diabetes-center

Juvenile Diabetes Research Foundation St. Mary's Hospital

Seoul Asan Hospital

Severance Hospital Seoul National Univ. Bundang Hospital Samsung Seoul Hospital



Dr. David Klonoff Prof., UCSF; First AP clinical studies PI (Medtronic); Editor-in-Chief, Journal of Diabetes Sci. & Tech



Prof. Kim, SI Prof., Medical engr, Hanyang U. Chairman, Osong K-Bio Center Vice chairman, KHIR Center MD, Korea Science Foundation



Prof. WJ Lee, MD Endocrinologist, Seoul Asan Hospital



Prof. Frank Park
Dean, Mech/Aero Engineering,
Seoul National University;
IEEE Transaction on Robotics,
Editor-in-Chief



Prof. JR Park, MD Head of diabetes center, Seoul Asan Hospital; Secretary, KDA



Prof. JH Cho, MD Head of U-Health center, St. Mary's Hospital

05. Summary of Financial Statements (Consolidated)



Consolidated Balance Sheet

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Consolidated balance sine	Ct			Unit : million KRW
	2019	2020	2021	2022.3Q
Current assets	6,207	23,036	37,271	113,838
Non-current assets	3,810	6,117	25,389	45,151
Total assets	10,018	29,153	62,660	158,989
Current liabilities	1,179	1,796	3,261	38,764
Non-current liabilities	5,352	2,522	40,482	7,788
Total liabilities	6,531	4,318	43,743	46,552
Capital attributable to the parent company	3,487	24,835	18,248	112,218
Capital amount	934	1,126	1,175	3,030
Capital surplus	53,927	94,167	116,386	229,206
Other capital	819	1,034	2,640	3,406
Accumulated other comprehensive income	(57)	292	(419)	1,336
Deficiencies	(52,136)	(71,783)	(101,533)	(124,760)
Capital not-attributable to the parent company	-	-	669	219
Total Equity	3,487	24,835	18,917	112,437

Note: Based on K-IFRS consolidated financial statement standard

Consolidated Income Statement

Unit: million KRW

	2019	2020	2021	2022.3Q (Accumulated)
Sales	-	22	693	5,094
Cost of Goods Sold	-	692	2,824	5,462
Gross Profit	-	(671)	(2,131)	(368)
Selling & Administrative Expenses	8,490	12,188	24,761	24,372
Operating profit	(8,490)	(12,858)	(26,892)	(24,740)
Non-Operating Profit	(125)	(25)	38	379
Financial Profit	(774)	(6,764)	(3,134)	612
Profit(Loss) before Tax	(9,389)	(19,647)	(29,988)	(23,749)
Net income	(9,389)	(19,647)	(29,988)	(23,749)

Note: Based on K-IFRS consolidated financial statement standard