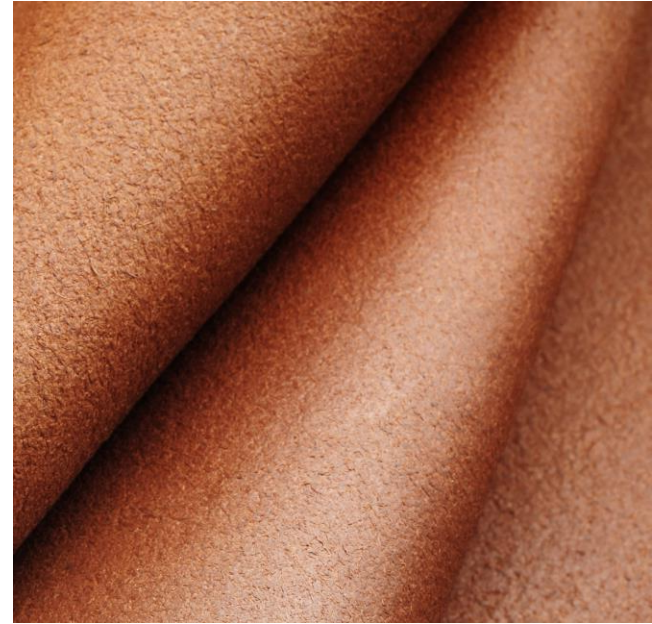


# Investor Presentation



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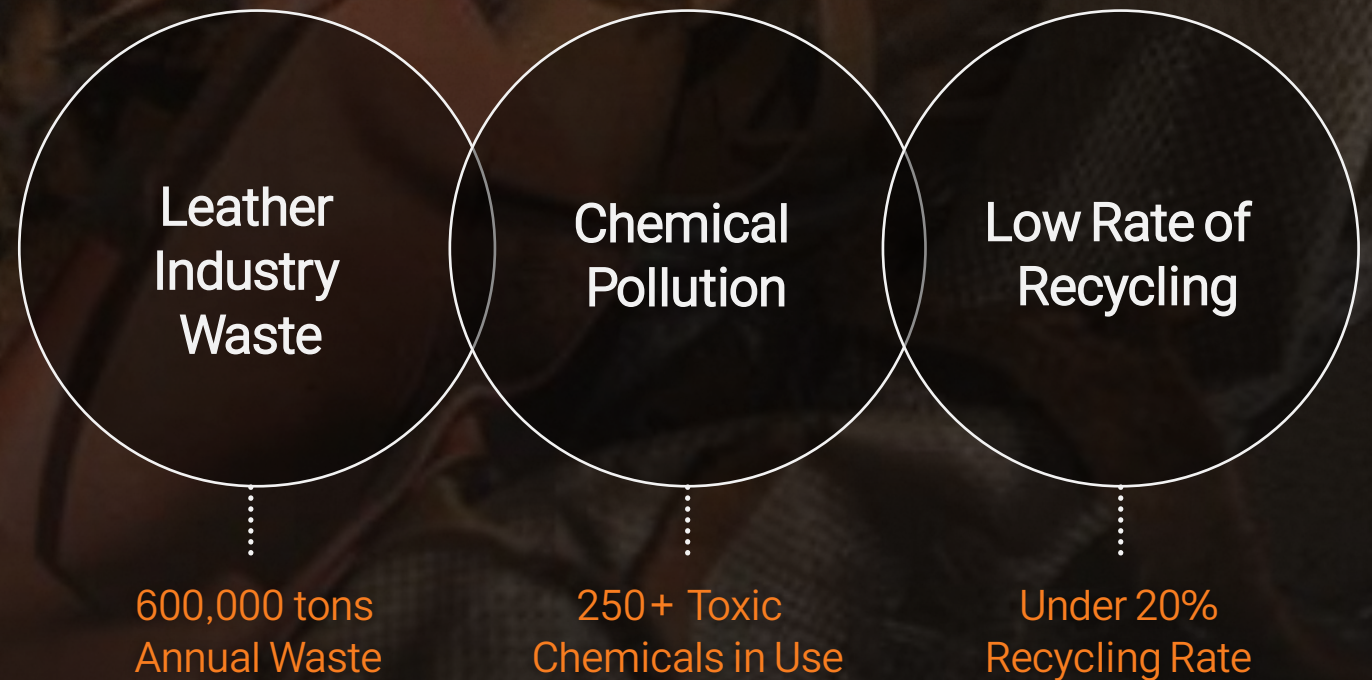
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# Three Critical Challenges

These interconnected challenges drive our mission: transforming leather industry waste and harmful chemical processes into sustainable solutions through efficient resource recycling





# The Food Industry Waste Crisis

Food byproducts like spent Food By-Products:

**910 million + tons annual waste**

(South Korea)

From raw resource:

**43% are wasted**

Therefore:

**Only ~20% currently recycled**

Food waste from totals 910 million+ tons annually, releasing methane gas with a greenhouse effect 21 times stronger than CO<sub>2</sub> when incinerated. With recycling rates below 20%, urgent solutions are needed to prevent resource waste and reduce environmental impact.







# World's First **Agro-based Regenerated Leather**

Through years of specialized R&D, Brownskin has transformed Food & Leather waste recycling from under 20% to over 95% efficiency.

**29%**

**Food Industry byproduct**

**66%**

**Leather Industry byproduct**

**05%**

**Eco-binder**



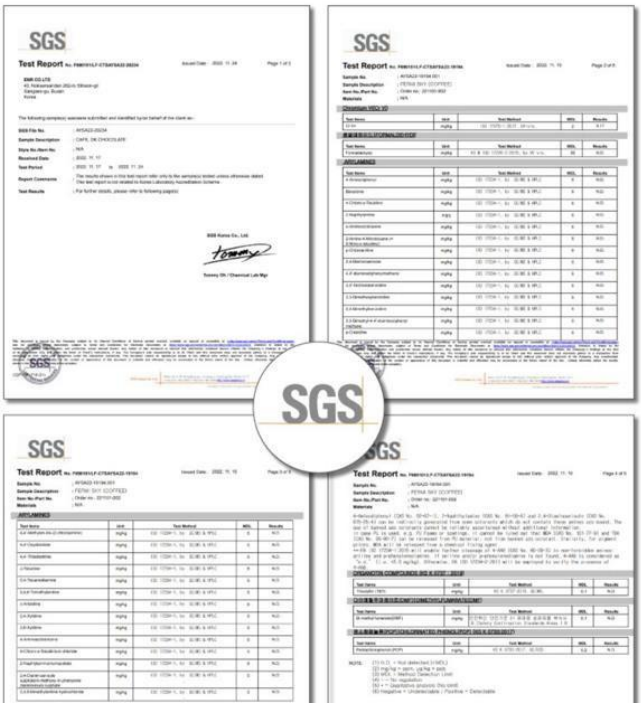
# Unparalleled Performance

## Certifications in Regenerated Leather

Our regenerated leather achieves 1.5x higher tensile strength than conventional leather while providing antimicrobial and deodorizing properties. We deliver superior functionality while solving traditional leather's environmental challenges.

### 11 Safety, Antimicrobial & Deodorizing Certifications

\* Swiss SGS Safety Certification



### 120% Higher Tensile Strength vs Natural Leather

\* Verified by Korea Institute of Footwear & Leather Technology



### 90% Higher Resource Circulation Rate

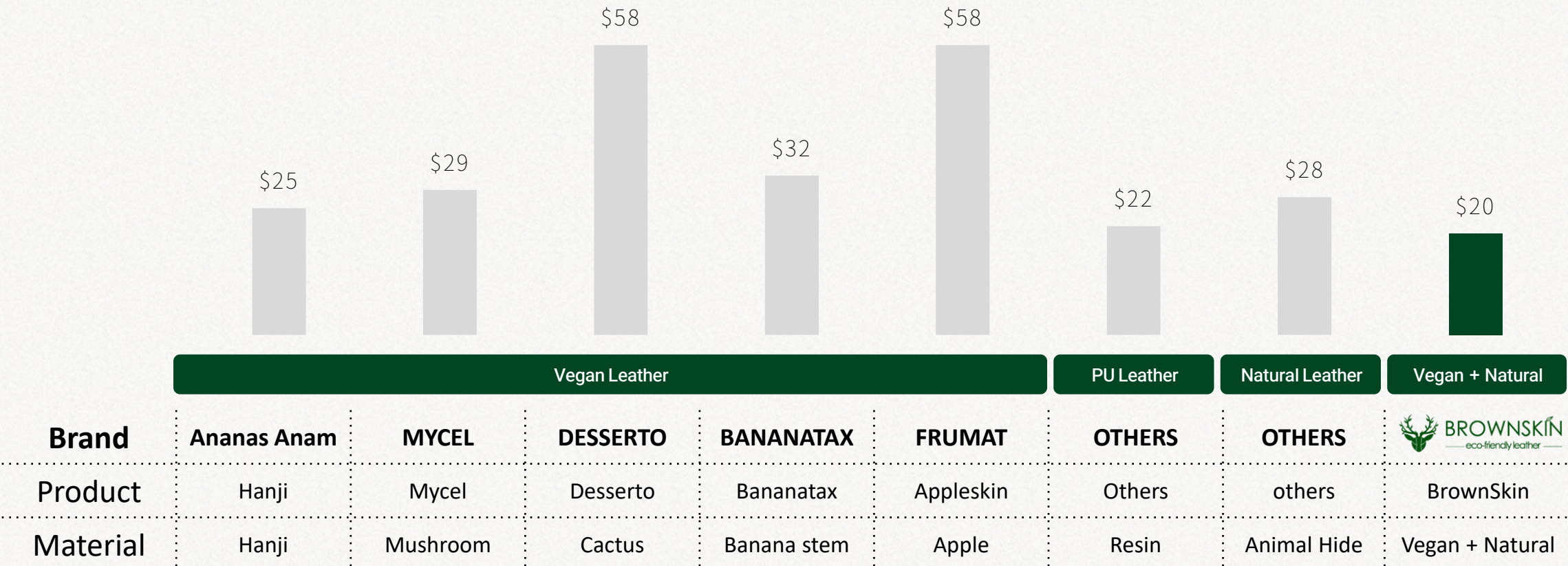
\* Global Recycled Standard Certified





# Leading in Sustainability, Performance, and Value

While traditional leather manufacturers dominate the current market, Brownskin revolutionizes the industry through 95% resource circulation rate, superior antimicrobial properties, and competitive pricing at \$20/yd, establishing a unique position in the global leather market.





# Three-Stage Revenue Structure

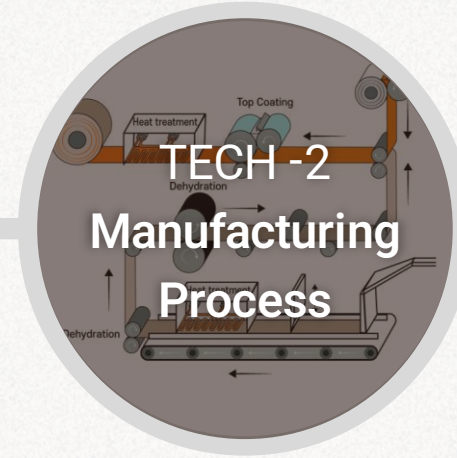
## High Operating Profit with Competitive Pricing

We achieve both material sourcing and revenue through food waste processing fees,  
Maintaining prices up to **75% lower than competitors**.

Through ODM maximization, we achieve an **18.8% operating profit margin**, 1.5x higher than industry average.



# THREE TECH



Brownskin's core technologies consist of three components:

TECH-1 focuses on byproduct analysis and raw material processing

TECH-2 enhances antimicrobial and deodorizing properties during leather manufacturing

TECH-3 implements smart ODM manufacturing systems. These combined enable efficient circular leather production.

(Patent: 10-2024-0166232, 10-2024-0166202, 10-2024-0166245 )



# THREE TECH



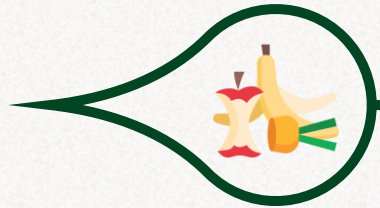
TECH -1  
Material  
Processing



TECH -2  
Manufacturing  
Process



TECH -3  
Product  
Development



**Collection of  
Food By-products**



**Component Extraction  
Raw Material Testing**



**High Temp Drying  
Primary Pulverization**



**Freeze-drying  
Secondary Fine Pulverization**



**Mixturizaion**



**Eco-Friendly  
Recycled Leather**

Materialization  
(Collection/Drying/Pulverizing)

- Collection and combination testing of seasonal food by-products
- Hazard analysis and component extraction technology for raw materials

Uniform Pulverization  
(Equipment Tailored to Raw Materials)

- 80°C drying for 24 hours, with 2-stage temperature control
- -72°C ultra-low temperature freeze-drying and fine pulverization

Activation of Recycled Leather Functionality  
(Vegan+ Leather byproduct Blending)

- Optimized blending of raw materials and leather by-products
- Base production technology for blended recycled leather



# THREE TECH



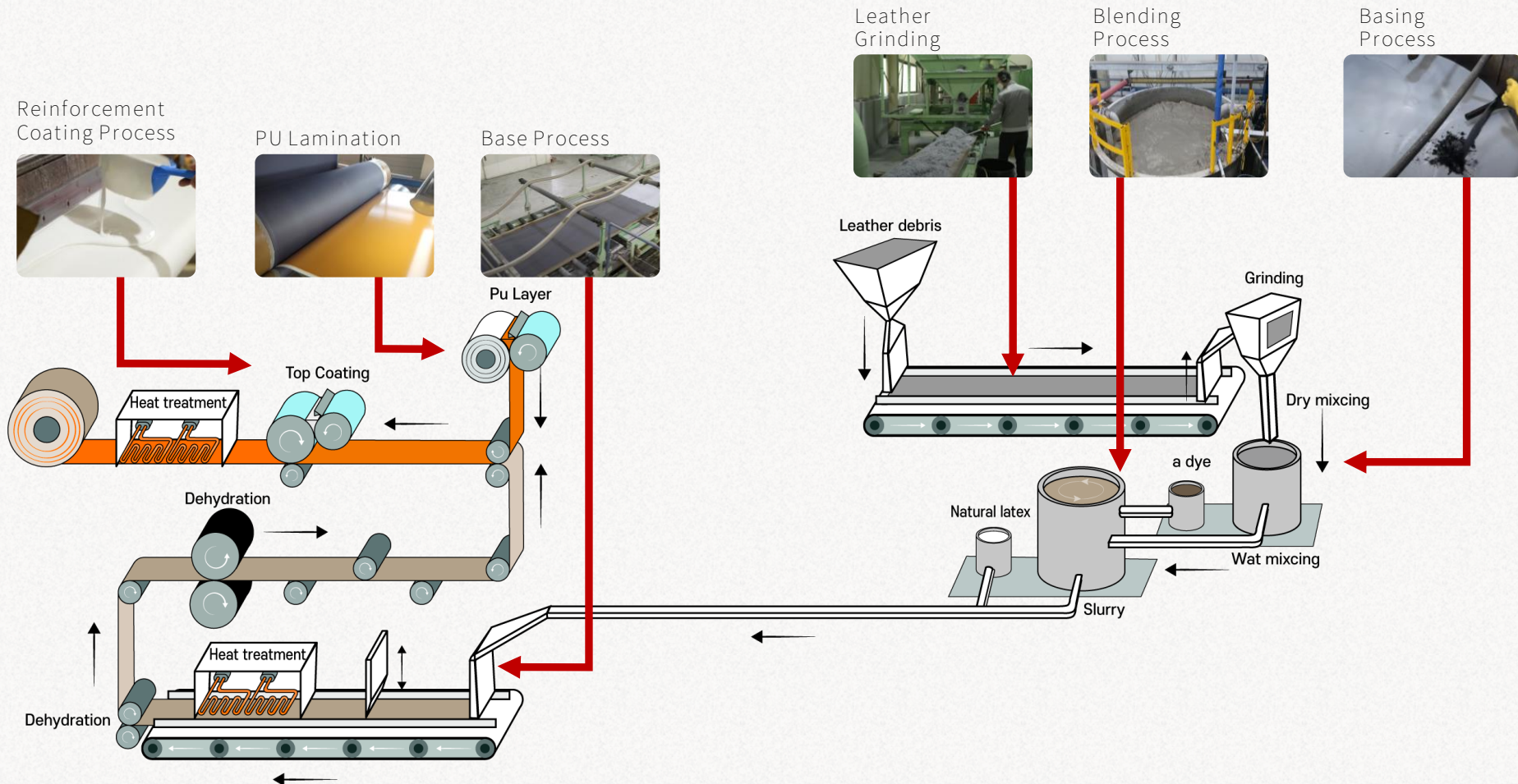
TECH -1  
Material  
Processing



TECH -2  
Manufacturing  
Process

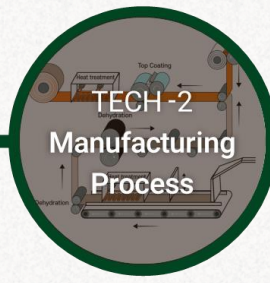


TECH -3  
Product  
Development

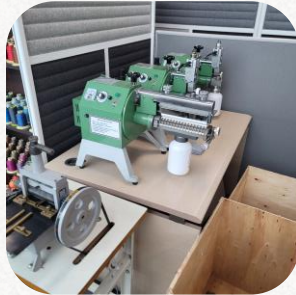
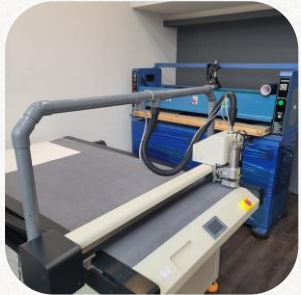




# THREE TECH



Direct Production Capacity  
Handbag : 10,000pcs/yr  
Small Leather Goods : 30,000pcs/yr



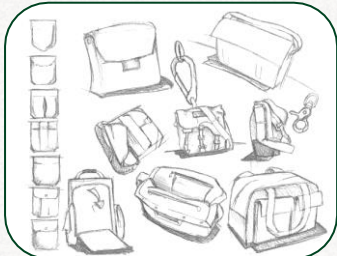
## Facility & Equipment Scale

- Handbag manufacturing eq. (\$220K)
- 12 specialized system reassembly machines
  - 2 skiving & splitting machines
  - 2 hotbed presses
  - 3 automatic bonding machines

## Raw Material Inventory

- Eco-friendly recycled leather & materials (\$144K)
- Cowhide ground recycled leather: 2000m<sup>2</sup>
  - Grape skin recycled leather: 1000m<sup>2</sup>
  - Other types of leather: 1000m<sup>2</sup>

Handbag sub-materials (\$72K)

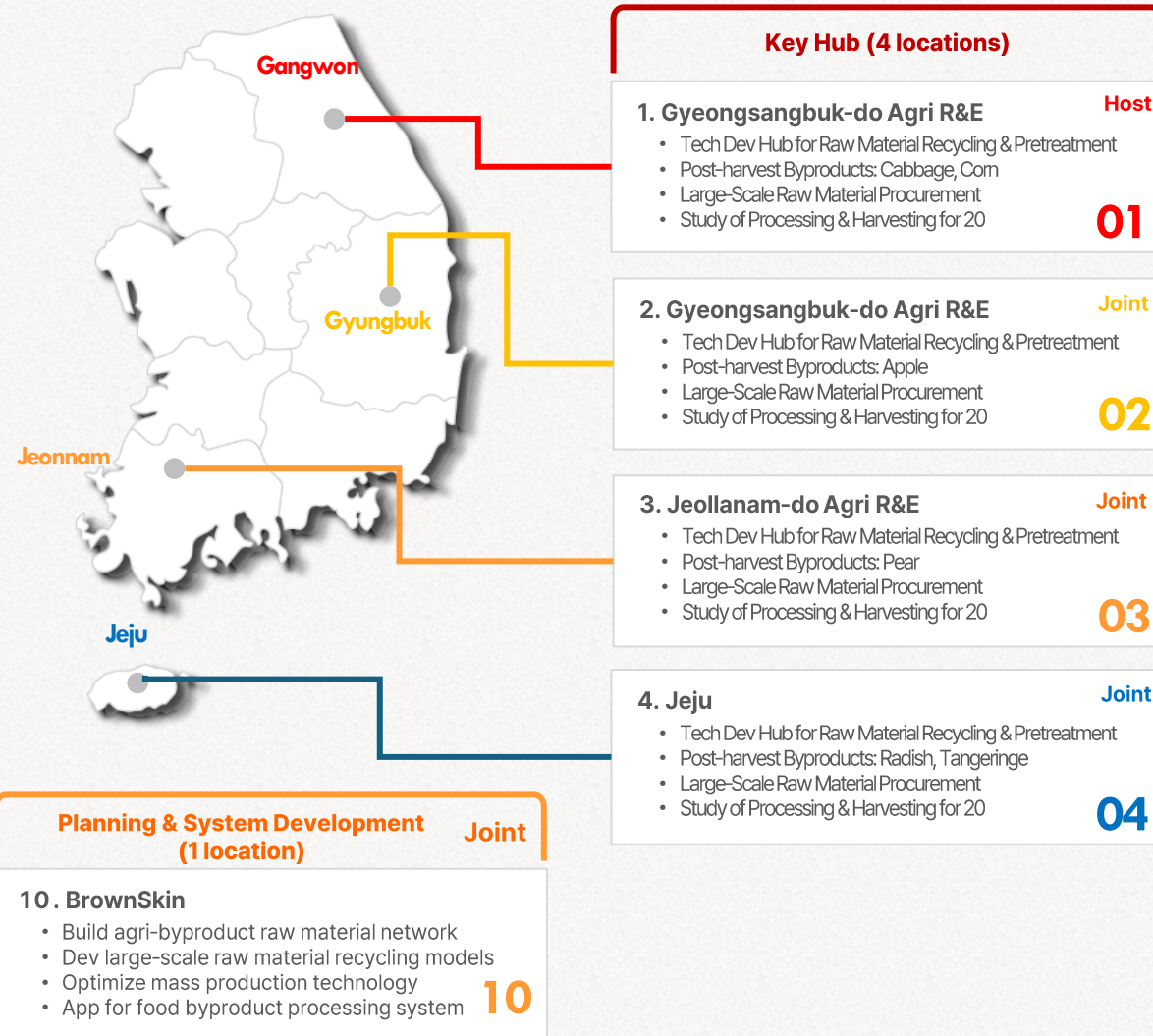


Leather Goods Design Dev + ODM Production  
In-house Design: Product design by in-house professionals  
ODM Expertise: 40+ yrs in handbag Design + Manufacturing  
A/S Support: A/S system for repairs & quality assurance

4+ Locations

# Hubs for Agricultural By-product Raw Materialization System

| R&D Support (5 locations)   |       |    |
|---|-------|----|
| 5. Gyeonggi-do Agri R&E   | Joint | 05 |
| <ul style="list-style-type: none"><li>• Joint R&amp;D Base</li><li>• Pre-treatment Tech by Material Type</li><li>• Study on 20 Crops in Gyeonggi Region</li></ul>   |       |    |
| 6. Chungcheongbuk-do Agri R&E   | Joint | 06 |
| <ul style="list-style-type: none"><li>• Joint R&amp;D Base</li><li>• Pre-treatment Tech by Material Type</li><li>• Study on 20 Crops in Chungcheongbuk-do</li></ul> |       |    |
| 7. Chungcheongnam-do Agri R&E   | Joint | 07 |
| <ul style="list-style-type: none"><li>• Joint R&amp;D Base</li><li>• Pre-treatment Tech by Material Type</li><li>• Study on 20 Crops in Chungcheongnam-do</li></ul> |       |    |
| 8. Jeonbuk Province Agri R&E  | Joint | 08 |
| <ul style="list-style-type: none"><li>• Joint R&amp;D Base</li><li>• Pre-treatment Tech by Material Type</li><li>• Study on 20 Crops in Jeonbuk Province</li></ul>  |       |    |
| 9. Gyeongsangnam-do Agri R&E  | Joint | 09 |
| <ul style="list-style-type: none"><li>• Joint R&amp;D Base</li><li>• Pre-treatment Tech by Material Type</li><li>• Study on 20 Crops in Gyeongsangnam-do</li></ul>  |       |    |





# French Fragrance Brand Collaboration with Maison21G 3-Country Partnership, VIP Product Supply

Brownskin demonstrated environmental value through collaboration with GS Retail and achieved 800% of our funding goal on Wadiz through partnership with French brand Maison21G. In 2024, we supplied VIP products for the Korea-Africa Summit.



**Coffee Leather**  
1,000pcs (22.10)



MAISON 21G  
PARIS



**Tangerine Leather**  
500pcs (22.10)



kakao



**Coffee Leather**  
1,000pcs (24.06)



**Cacao Leather**  
10,00pcs (24.09)



**LOTTE**



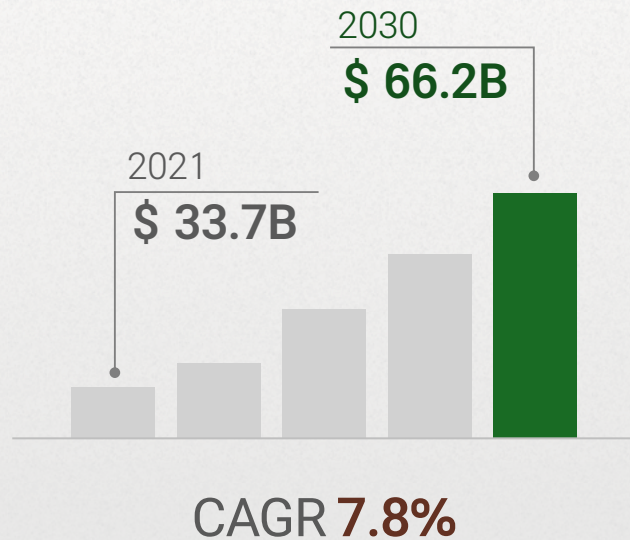
# Opportunities: Market Growth + Policy Tailwind

## Alternative Leather Market Growing Steadily at 7.8% CAGR

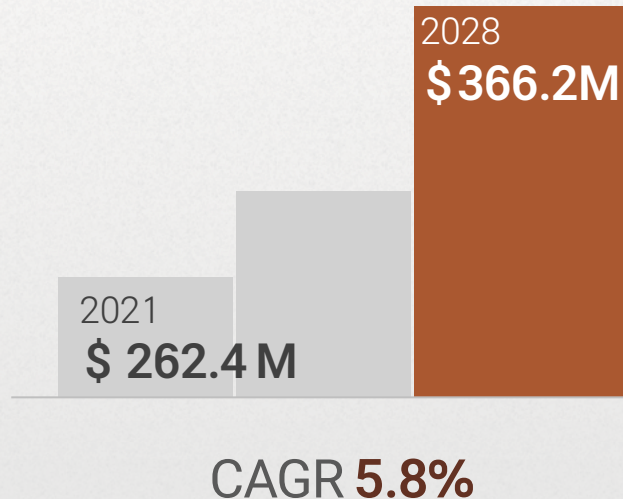
The alternative leather market is projected to grow at 7.8% CAGR through 2025.

Government policies focusing on renewable energy production and methane reduction create a favorable environment for Brownskin's growth. Particularly, increasing demand for alternative materials in premium products presents significant market expansion opportunities.

### Global Alternative Leather Market Size



### Africa Alternative Leather Market Size



### Policy Changes



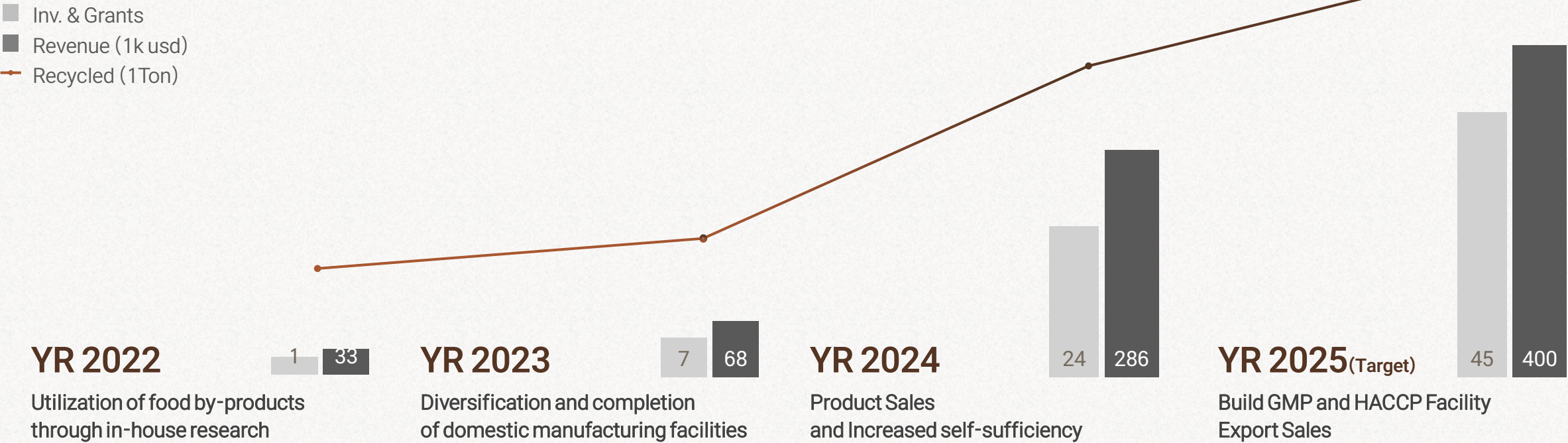
- Target: 3x increase in renewable energy production
- Plan: 80% reduction in methane from leather and coffee waste processes
- Increasing adoption in automotive, fashion, and luxury goods



# Goal and Progress

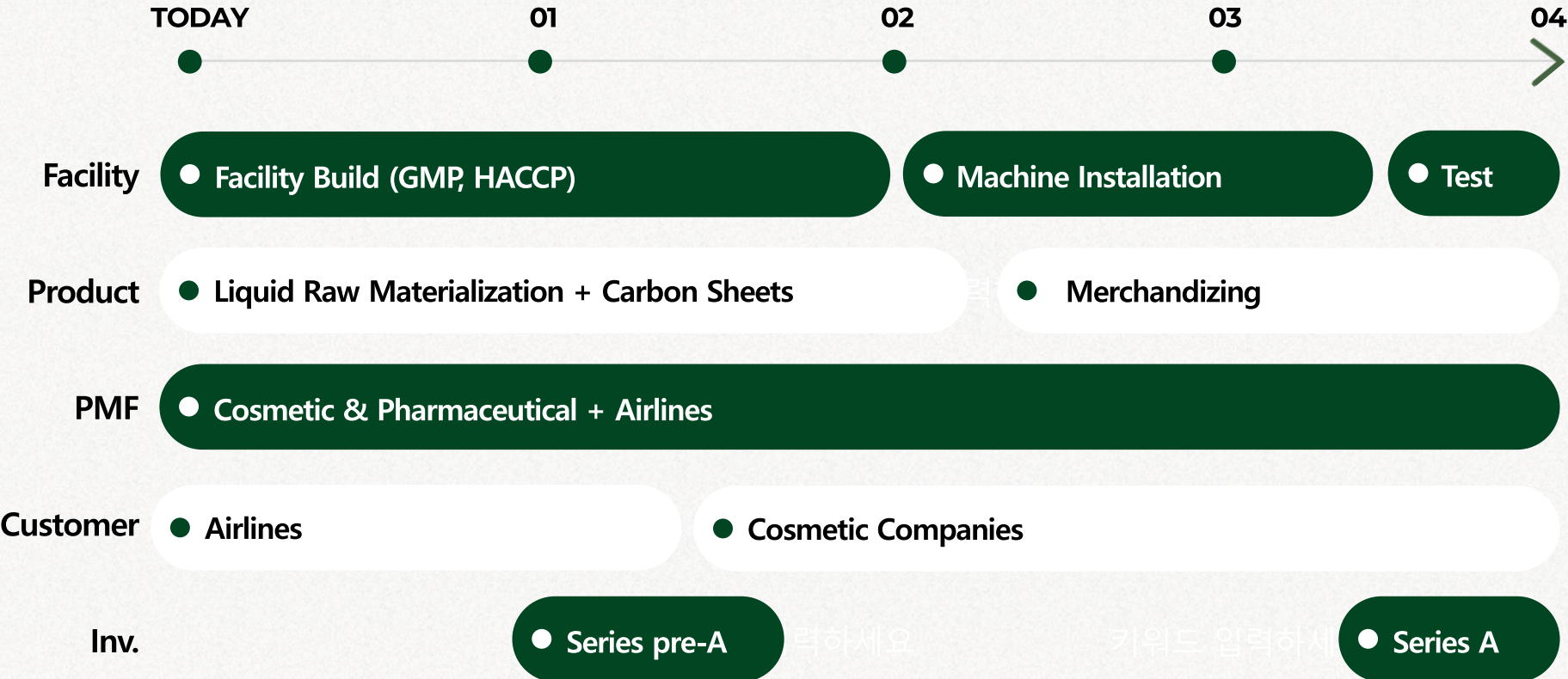
## 100 tons of resource recycling and 300% revenue growth

In 2025, we will start building GMP and HACCP Facility.  
We aim to establish our own research lab and mass production facility.  
Starting in 2026, we will prepare to expand into Biochemical Market using said facility.



# Scaling UP

## Global Market Expansion Program





# Scaling UP

## Global Market Expansion Program



|           |   |      |       |
|-----------|---|------|-------|
| Name      | SusHi Tech Tokyo  | 장소   | Japan |
| Date      | 25.5  | Team | 2명    |
| Objective | Company promotion and material meetings   |      |       |
| Result    |    |      |       |

|                     |  |      |              |
|---------------------|--|------|--------------|
| Name                | IFAT AFRICA  | 장소   | South Africa |
| Date                | 25.7   | Team | 2명           |
| Objective           | Company promotion and material meetings, product exhibition  |      |              |
| buyer/<br>expo info | <a href="https://ifat-africa.com/en/trade-fair/">https://ifat-africa.com/en/trade-fair/</a><br>Preparing for Participation |      |              |

|                     |  |      |        |
|---------------------|--|------|--------|
| Name                | Who's next<br>(The leading fashion trade show)   | 장소   | France |
| Date                | 25.9   | Team | 2명     |
| Objective           | Company promotion and material meetings, product exhibition  |      |        |
| buyer/<br>expo info | <a href="https://webrate.org/site/whosnext.com/">https://webrate.org/site/whosnext.com/</a><br>Participation in the current event selection completed. |      |        |

|                     |  |      |       |
|---------------------|--|------|-------|
| Name                | FaW Tokyo<br>(Fashion World Tokyo)   | 장소   | Japan |
| Date                | 25.10  | Team | 2명    |
| Objective           | Company promotion and material meetings, product exhibition  |      |       |
| buyer/<br>expo info | <a href="https://www.fashion-tokyo.jp/hub/en-gb.html">https://www.fashion-tokyo.jp/hub/en-gb.html</a><br>Participation in the current event selection completed. |      |       |

# Expert Team Leading Brownskin

## Over 100 Years Combined Experience

Led by CEO Sang-gyu Nam with over 30 years in the leather industry, supported by Professor Jae-young Lee as product development advisor, Dr. Won-ju Kim with 25 years in leather R&D, and CTO Bong-yong Ju with 40+ years in handbag manufacturing



### Management / Material R&D

#### Sang-gyu Nam | CEO

- 4 years in regenerated leather R&D
- 6 years as designer and production manager at Sivend
- 2nd generation leather industry (30-year leather jacket company)
- 2nd generation leather industry (30-year leather jacket company)



### Handbag Production Manager

#### Bong-yong Ju | CTO

- Production manager at Mizmodo
- CEO of Jeonhayang
- Experience with Daks, MCM, Bibury, etc.
- 40 years in handbag manufacturing

### Director / R&D / Research Advisory

#### Kim Won-ju

- Ph.D. in Applied Life Sciences
- 25 years in leather R&D
- ENR Regenerated Leather



### Sales & Marketing

#### Mingu Cho | COO

- Real Estate Sales (Healing State)
- DB Developer (RiskCom)
- Headhunting & Marketing (Nexed)
- AI Edu Company Co-founder (EP)



### Material R&D

#### Jong-in Won

- Material R&D at Brownskin
- HR management experience
- Economics major

### Product Commercialization Advisor

#### Lee Jae-young

- Professor of Fashion Design and Branding at Pyeongtaek University
- Ph.D. in Fashion Design from Hongik University
- Korea Industry Technology Evaluation Manager, Ministry of Trade, Industry and Energy



From By—products  
to **Wow—Products**

We are dedicated to enriching our customers' lives  
by providing innovative, sustainable leather solutions  
that blend eco-conscious design with exceptional quality.

**BrownSkin.**

# Thank You



[www.brownskin.co.kr](http://www.brownskin.co.kr)  
[sunday.cho@brownskin.kr](mailto:sunday.cho@brownskin.kr)

**BrownSkin.**  
— eco-friendly leather —