PERFECT

(NYSE: PERF)

Al Innovations

**Company Presentation** Q4 2024

## **Beautiful Al** Beautify the World with

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Perfect's fiscal year end is December 31. References to "FY24" are to the fiscal year ended December 31, 2024. Other fiscal years and quarters are referred to in a corresponding manner. All references to dollars or "US\$" in this Presentation are to United States dollars.

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**Perfect Corp.** #1 Beauty & Fashion Tech SaaS Company That Makes Your World Beautiful

VISION Transform the world with AI Innovations

MISSION • Empower individuals to create amazing photo & videos with the power of AI technologies

• Help brands solve pain points with a modern optimized shopping experience

## ABOUT

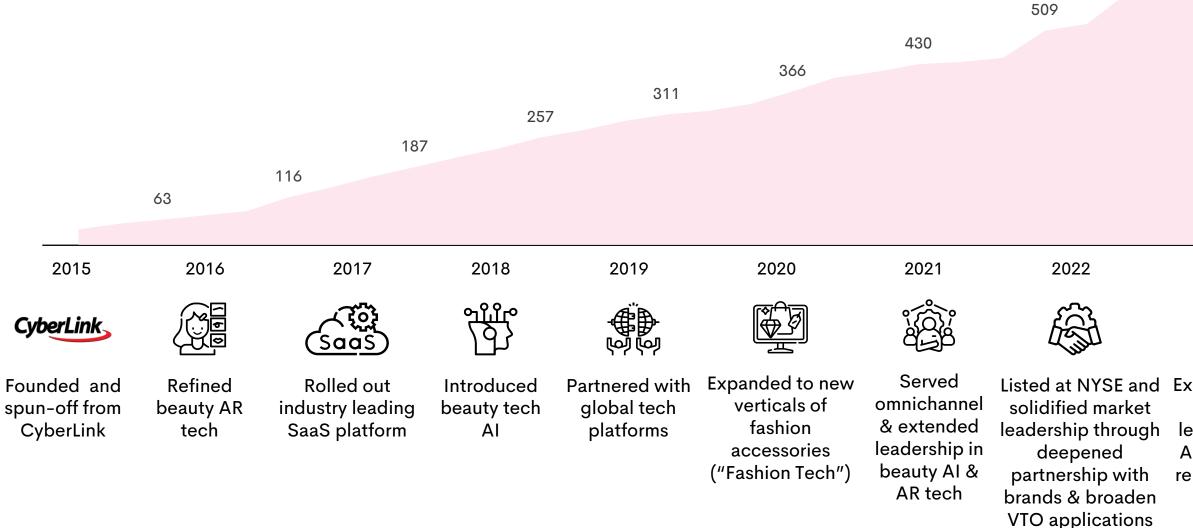
<sup>1</sup> As of January 7 2025.

- Founded in 2015
- Listed on 10/2022 (NYSE: PERF)
- 370+ Employees and over 180+ developers



## Perfect's Path To Becoming the Leader in Beauty & Fashion AR & Al

Over the past 9 years, we have partnered with over 732 brands<sup>1</sup> and grown to offer over 822K SKUs<sup>1</sup> for try-on at our Beauty, Skincare, Jewellery, and Fashion SaaS platform.



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<sup>1</sup> As of December 31, 2024. Please visit Perfect's website for brands success stories: https://www.perfectcorp.com/business/successstory/list.

732

645

Number of Brands

2023

### 2024 and beyond



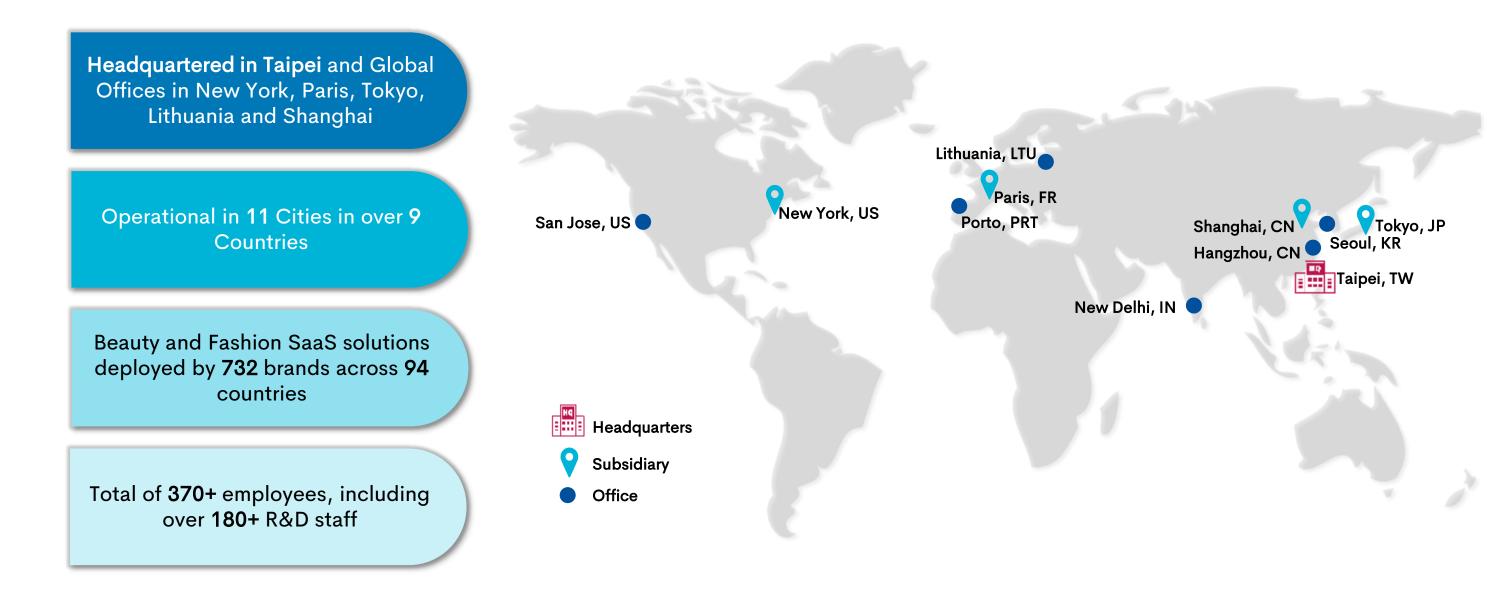
Expanded into AI Skincare & leveraged Gen-AI to create AIrelated products



Further strengthen market adoption of jewelry and fashion offerings and innovates new AI functionalities

## Perfect Corp. Global Footprint

Global presence across all major beauty/fashion markets



<sup>1</sup> As of January 7, 2025.

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## **Perfect's Leadership Team**

## Seasoned management team working together for over a decade



Alice Chang Founder, CEO

- CEO of CyberLink from 1997 to 2015 before founding Perfect.
- Forbes article recently named Alice "the Godmother of virtual makeup"<sup>1</sup>



Louis Chen EVP and CSO

 20+ years with Perfect and CyberLink leading global strategic relationship alliances and corporate development



Johnny Tseng SVP and CTO

- 25+ years with Perfect and CyberLink.
- Recipient of the Individual Achievement Award for technology advancement by Taiwan's Ministry of Economic Affairs



Wayne Liu President of Americas & CGO

- 13+ years with Perfect and CyberLink.
- Extensive experience in engineering management positions with Intel, Broadcom, and NVIDIA

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<sup>1</sup> Debter, Lauren. "You Can Try Makeup Online Before You Buy It, Thanks To This Woman Entrepreneur." Forbes, January 10, 2023, https://www.forbes.com/sites/laurendebter/2023/01/10/perfect-corp-alice-chang-virtual-try-on-technology-beauty/?sh=49d223657eef

## **Iris Chen**

VP of Finance & Accounting

22+ years
experience as Head
of Corporate
Finance &
Accounting at
CyberLink before
joining Perfect

## **Perfect's Advisory Board**

Professional advisory team to share industry insights and exchange thoughts on the market



**Angelica Ramos Munson** 

**Global Chief Digital Officer** Shiseido



## **Adrien Jacques Geiger** CEO

L'Occitane en Provence

Head of Digital Open Innovation and New Services Design **CHANEL Fragrance and Beauty** 



## **Steve Hwang**

Former SVP, Partnerships & Strategy Snap Inc.

## Steven R. Feldman, MD, PhD

Professor of Dermatology, Pathology and Social Sciences & Health Policy Wake Forest School of Medicine

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## Cédric Begon

## PERFECT is a **BEAUTIFUL A** company



**4** Pillars that Meets Consumer & Brands Demands





## Perfect's Beautiful AI – the Fusion of Beauty & AI

**BEAUTIFUL AI** 

**CORE ENGINE** 

Perfect has an unique business model that allows us to utilize the identical technology to serve both enterprises (2B) & consumers (2C). By testing products in retail market, we gather valuable feedbacks to optimize product offerings and provide insights for brand clients.



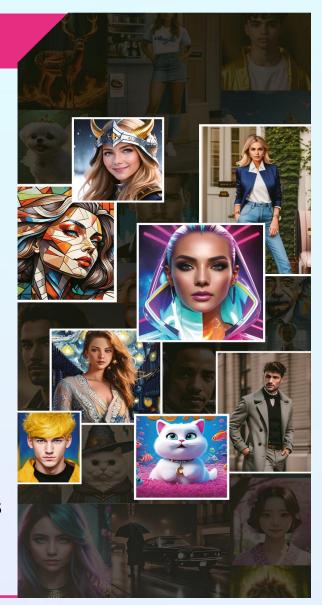
## B2B

- SaaS model with global brands
- AI & AR beauty solutions for makeup, skincare, hair, and fashion tech
- Omni-channel deployment
- Revenue generated through annual recurring subscriptions

## B2C

- 5 mobile apps & 1 online editing webpage with freemium models
- Gen Al-powered features for creating endless inspiration in smart photo editing
- AI & AR solutions direct for consumers
- Highly scalable business with data-driven insights

## **auty & Al** both enterprises (2B) & e product offerings and



## Perfect Completes Acquisition of Wanna from Farfetch (Jan. 7, 2025)







A Strategic acquisition of Wanna makes Perfect Corp. group as the only AR/AI VTO solution provider with complete solutions for Beauty & Fashion in the market. With full range from makeup, watch, jewelry, shoe, bag, scarves and cloth VTO solution.

## The Ultimate AI + AR Powerhouse





## Wanna Overview

**Fashion Customers** 

## WANNA

- **Year of Founding:** founded 2018, acquired by • Farfetch in 2022 and now part of Perfect Corp. Group since Jan 2025.
- **Key Service and Solution:** Wanna offers virtual  $\bullet$ try-ons (VTO) for **shoes, bags, watches, scarf**, etc to disrupt the fashion e-commerce with 3D and AR technologies

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## A Strategic Merger with WANNA: Elevating Beauty & Fashion Virtual Try-On to Unmatched Excellence

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**Global leader in beauty & fashion tech solutions** 



AR Makeup & Jewelry



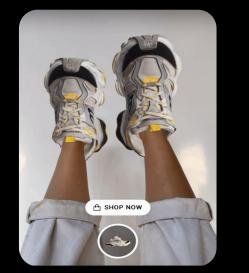
AI Skin Analyzer



**AR Eyewear** 

## WANNA

**Pioneer in Fashion & Accessories Try-On** 



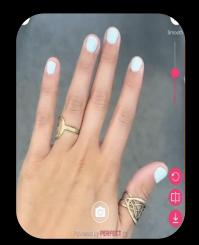
**AR Shoes** 



AR Watch & Jewelry Set



**AR Necklace** 



**AR Nail** Confidential



**AR Scarf** 





### **AR** Clothing



### AR Bag PERFECT

## AI/AR Technologies





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## **Perfect Corp.'s Al Innovation Journey**

### Al Machine Learning

Perfect Corp. inception! Debut of Perfect's real-time AR and Al-Powered makeup virtual try-ons. Onset of Al Machine Learning technology.

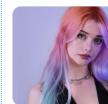


Makeup VTO

2015

### Al Machine Learning

Perfect Corp.'s expands to include shade detection for foundations and Hair Color VTO experience.



Hair Color VTO



Foundation VTO

2017

### Al Deep Learning

Perfect Corp. utilizes Deep Learning to support precise Skin Analysis, Face Shape, and Facial Attributes analysis.



Skincare Analysis



2019

### Al Adversarial Generative Network (GAN)

Perfect Corp. utilizes AI GAN technology to lead the development of AI Skin Simulation and initial AI Hairstyles Virtual Try-on, introducing unprecedented innovations to brands.



Skin Simulation



Al Hairstyle

2021

### Al Deep Learning & Generative Al

Perfect Corp.'s Al deep learning technology brought the very first market solution for marker-free hand virtual try-ons. Started using Generative Al for consumer features like Al Avatar







2022

### **Gen-Al Diffusion**

Perfect Corp. began vast experiments to lavage stable diffusion technology to develop solutions for AI Fashion, new AI Hairstyles, AI Wigs, and 2D-to-3D Jewelry Try-on technologies.



Al Hairstyle



Al Fashion



2D-to-3D Jeweiry VIC

2023

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### Large Language Model & GPT

Perfect Corp.'s PerfectGPT framework advances BeautyGPT and SkincareGPT for all beauty, skincare, and fashion services previously developed, including makeup, skincare, hair, jewelry, nails, face, and fashion.





Al Makeup Transfer



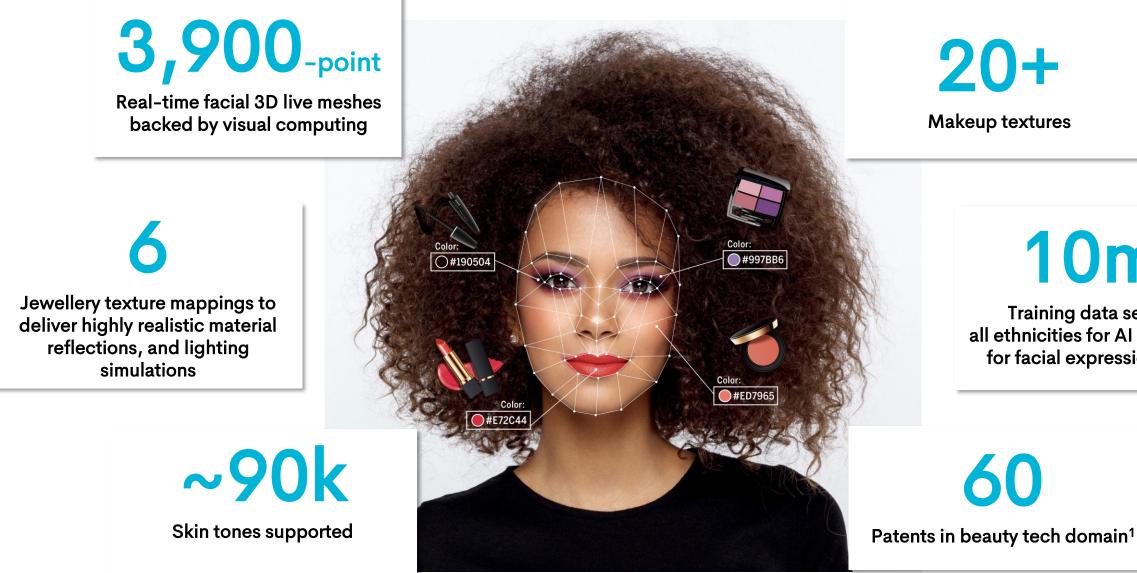
Al Studio



HD AI Skin Analysis



## **Data Empowers Our Advanced Beauty Tech and Innovates Product R&D**



<sup>1</sup> As of December 31, 2024.

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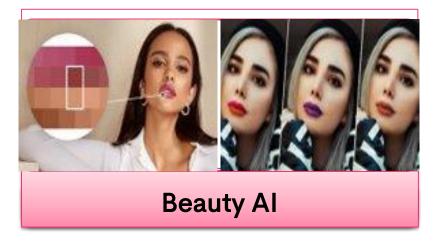


## 10m+

Training data sets across all ethnicities for AI deep learning for facial expressions analysis

## Leading Technology Capabilities for AI Solutions in Beauty, Skin and Hair

## Pioneering Al Makeup Transfer Technology



- 3,000+ Makeup Patterns & 20+ Textures and Finishes
- 89,969 Shades and Skin Tones
- **Over 10 Billion** Virtual Try-ons per year

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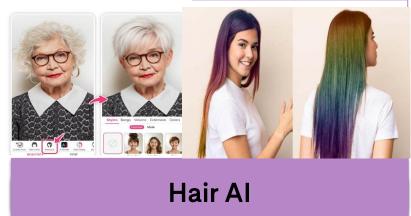
## Breakthrough in HD Skin Analysis Framework



**Skin Al** 

- 70,000+ Medical-grade Images
- Validated by Dermatologists & Academic Papers
- Personalized AI Skin Tool Used over 40M Times

## Innovative AI Hair Type Analysis Solution



- Wide range of AI Generated Hair Styles
- 10 Hair Type Detection & 4 **Frizziness Levels**
- AI Model trained on
  - 10,000+ Ethnically Diverse
  - Hair Images

## **Enterprise B2B Solutions**





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LIVE

## From Physical Trials (Try Before You Buy) to Virtual Try-On (VTO)

In the world of beauty, more product trials bring more sales. Thus, brands make enormous efforts to encourage trials.

## **Obstacles Preventing Users from more Physical Trials**



Physical Trials are Time Consuming



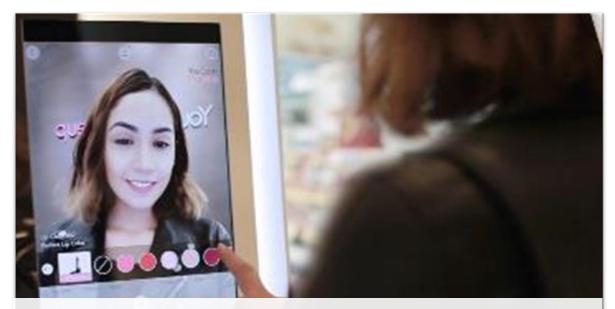
Sanitary Concerns



**Tester Availability** 

## **Physical Trials**





## **Beauty Al**

## Advantages of Virtual Try-on (VTO)

Try Before You Buy

Try Unlimited SKUs with AR tech

**Increase Engagement & Sales** 

**Clean and Efficient** 

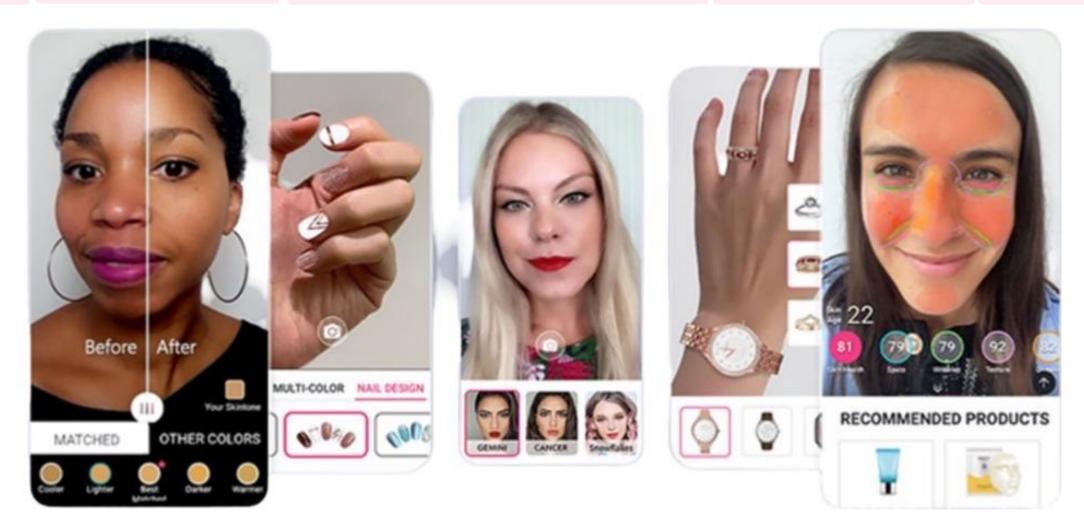
## Beauty 3.0 $\rightarrow$ AI + AR for Full Category Experience

## Beauty 3.0 AI + AR

O Beauty VTO

## O Skin Analysis

O Fashion, Watch, Jewellery O Personalization O Recommendation





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## The Rise of Skin Opportunities



## **Skin Diagnosis**

- Consumers spending more on Skincare products and services than ever!
- Brands/Retailer prioritizing Skincare sales



## **Aesthetic Beauty**

- The Aesthetic Beauty Market is booming with younger consumer visits
- Effective Skin beauty treatments
- Increased ASP spending with larger TAM

## Unique AI Skin Diagnosis with HD Capabilities Attracted Med Spa & Clinics

The AI skin diagnostic tool utilizes deep learning technology to provide users with real-time and high definition skin analysis by simply using an iPad/iPhone. This solution has achieved reliable test results for dermatology practices and gained good traction from new channels, such as med spa, aesthetic clinics, and dermatology practices.

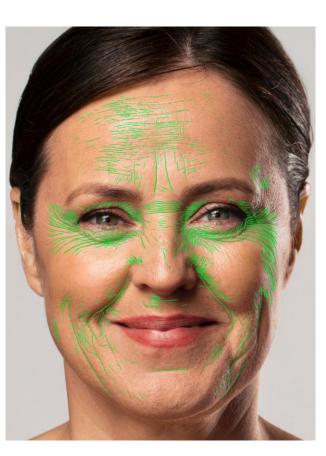
70k+ Medical grade images used to build skin analysis technology

## 20+

Types of supported skin conditions detected

95% Test-retest reliability rate

### HD Wrinkles Analysis







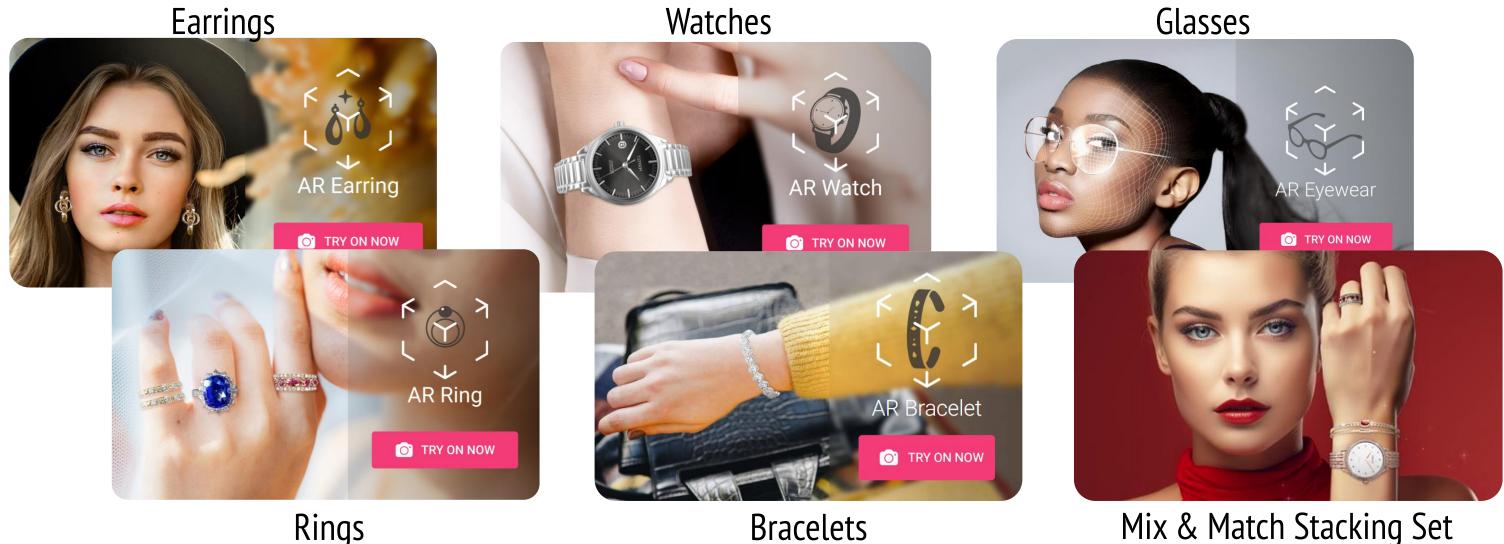


Please refer to Perfect's website for more information: https://www.perfectcorp.com/business/products/ai-skin-diagnostic.



## **Fashion AI Solutions for Jewelleries and Watches**

Unique 2D-3D and high polygon 3D virtual try-ons to elevate online luxury shopping experiences for jewelry and watch brands



## Mix & Match Stacking Set

## **B2C Consumer Apps**



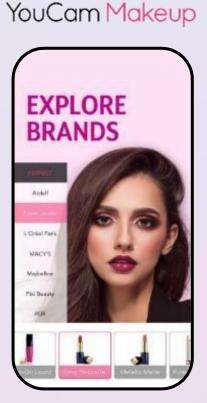


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LIVE

## YouCam Mobile Apps

## **Beautiful AI** Technology Contributes to Aesthetic Beauty and Self-Confidence with Gen Al features for photo, video, and camera users.



#1 AR Makeover App

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### YouCam Perfect



**Powerful Selfie Camera Editor** 

## YouCamVideo



#1 Makeup Video App

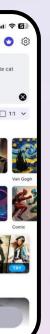


Dynamic Image Enhancer

## YouCam A Pro Enter your prompt any details E.g. A cute cal □ 1:1 ¥ Select Styl Editor's Choice

Versatile AI Art Generator









### **Free Online** Al Image Generator

Free Download Now! Create multiple styles, including Christmas cards, photos, logos, and AI stories with a single click.

superwoman gold armor suit, flying in neon New York city, stand in empire building, fashion

Generate

### Smart Online Al **Editing Tool**



Hairstyle

Most Trendy Makeup



VTO for lipstick, eye makeup, contour, foundation, and blush, as well as trendy makeup filters with 3D accessories

### One-tap **Flawless Skin**



Easily beautify photos and automatically remove blemishes, whiten teeth, and smooth skin

Try-on **Al Hairstyle** Long Wavy

Try more than 20 hairstyles with the AI hairstyle simulation in iust seconds



Try 100+ hair colors and trendy hair dye patterns easily

### Magic **Face Reshape**



Refine facial features to achieve a natural look in one click

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Easily enhance selected body areas while still maintaining a natural and realistic body shape



## YouCam Perfect – All-in-One Photo Editing App Powered by Al

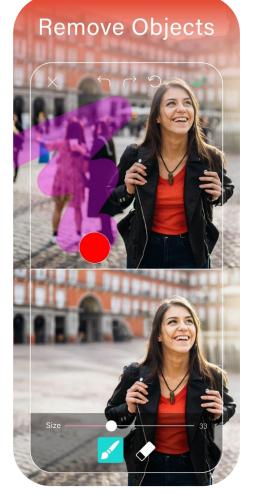
Retro

Photo Filter

### All-in-one Photo Editor



Easily beautify, enhance, and edit photos and videos to unleash creativity and for selfexpression



Use AI to easily erase unwanted items in photos, including people, text, objects and reflections

Try popular photo effects like vintage filters, sparkle effects, or elevate photos' aesthetic with trending filters



Easily enhance selected body areas while still maintaining a natural and realistic body shape



Turn portraits into stunning pieces of art by creating personalized Magic Avatar in different styles

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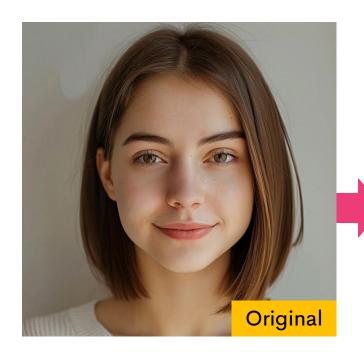




Add AI Selfie filters in various styles, including Royal, Sci-fi, Pop Art, and more

## **Al Makeup Transfer**

Recreate desired makeup look from one image, now supports eyes, face, and lip makeup







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<sup>1</sup> Please note that results generated by generative AI may vary, depending on the training data used and other factors.

## YouCam Makeup Al Hair



## Before After **Gorgeous Curly Hair**



Cutting bangs is no longer a risky move! Virtually try on all the popular styles with just a few clicks. Easily see how amazing looks like with new bangs.

- 10+ AI Bangs filters
- Easy to use, instant effect
- Hyper-realism with Gen AI

## **AI Hair Extension**

Experiment with a variety of lengths, from long to extra-long, easily adjust hair length, effortlessly switch to the perfect length.

- 3 lengths, easily switch at your convenience
- Realistic and instant results



The Hairstyle Virtual Try-on gives complete freedom to virtually try a broad array of different hairstyles with highly-sophisticated haircut simulation technology.

- 60+ AI Styles filters
- consumers

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## **AI Hair Styles**

• The latest layered haircut style Short, long, fringe – all hairstyles for

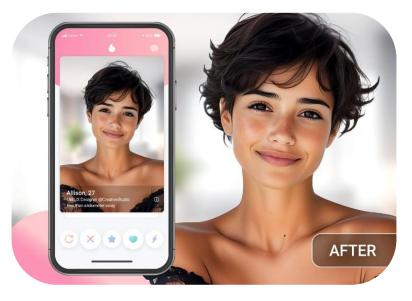
## YouCam Makeup Al Hair



## Al Hair Color

The AI Hair technology allows shoppers to virtually try on hair colors and experience various hair dye products in the most convenient way.

- 4+ hair dye color patterns
- Full RGB color range hair dye try-on
- Support for pigmented colors



## **AI Hair Volume**

Enhance your look with fuller, more voluminous hair instantly!

- 5+ hair volume options
- Seamlessly fill gaps, add hair with AI
- Works for all hair types: straight, curly and thin.



- 6+ different wavy types
- for a natural look.
- hairstyle

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## **Al Hair Wavy**

### AI easily creates different curl styles, switch them freely to perfectly showcase every curve!

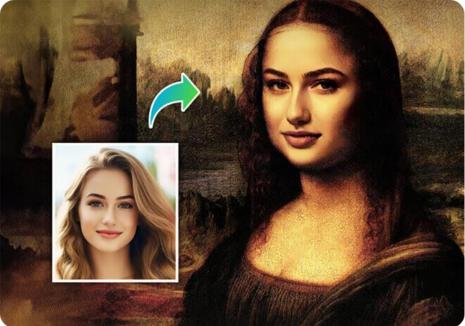
Effortlessly blends various wavy hair

Maintain the original hair color and

## YouCam Video Generative AI for Video and Photo







## Al Video Enhancer

- Upscale and Boost Video Quality
- Powerful AI Video Enhancement

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## Al Image to Video

- Make Stunning AI Videos from One Photo
- Advanced Algorithms, Text prompts and **Realistic Animations**

- Photo Face Swap
- Video Face Swap
- Multiple Face Swap

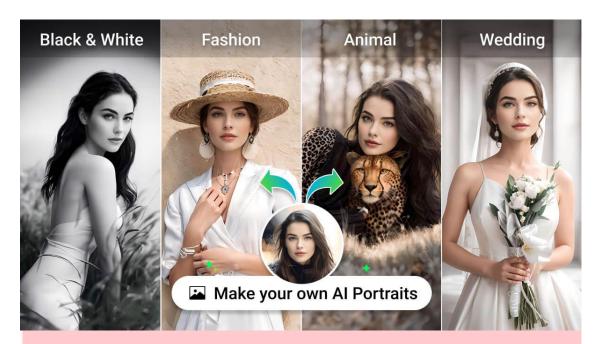
## **AI Video Photo Face Swap**

## YouCam Online Editor for Image Enhancement and Creation



## **Al Image Extender**

- Unleash infinite imagination with seamless image expansion
- Customize your photos with versatile ration presets
- Al outpainting: Quality & Creativity



## **Al Portrait Generator**

- Fashion-forward glamour AI portraits
- Animal companion portraits
- Wedding bliss transformation
- Classic black & white elegance

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# Financial Highlights & Key Metrics



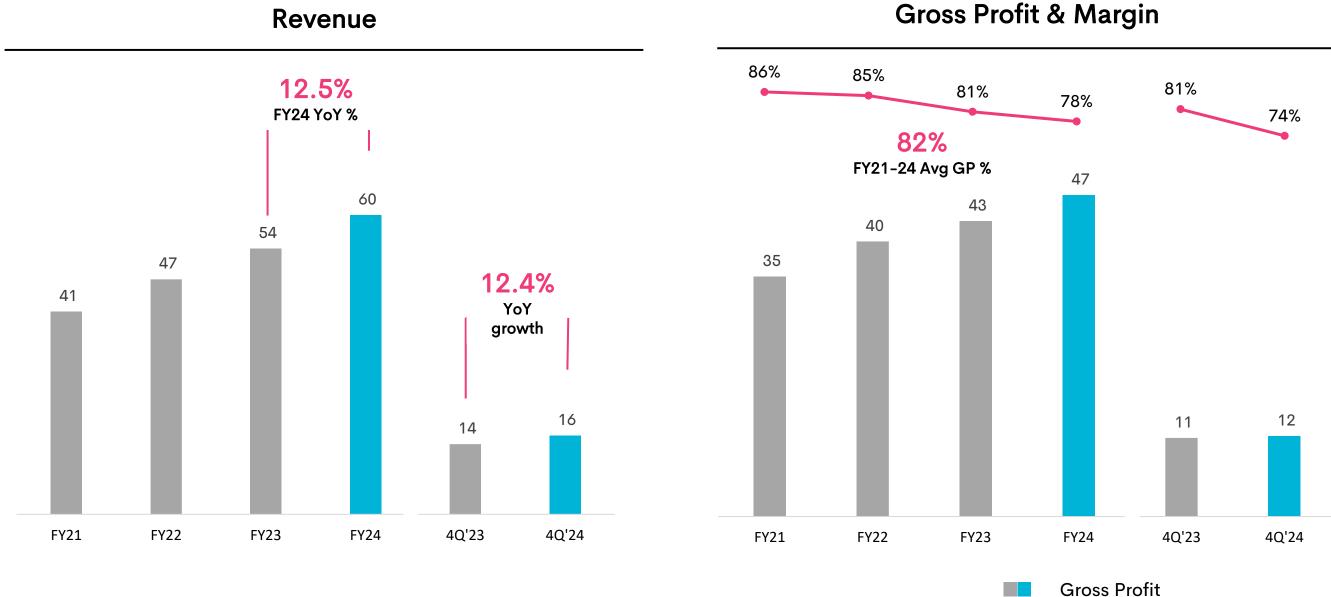


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## Strong Organic Growth and Highly Scalable Cost Structure

(\$ in USD millions)



Source: Company data and estimates.

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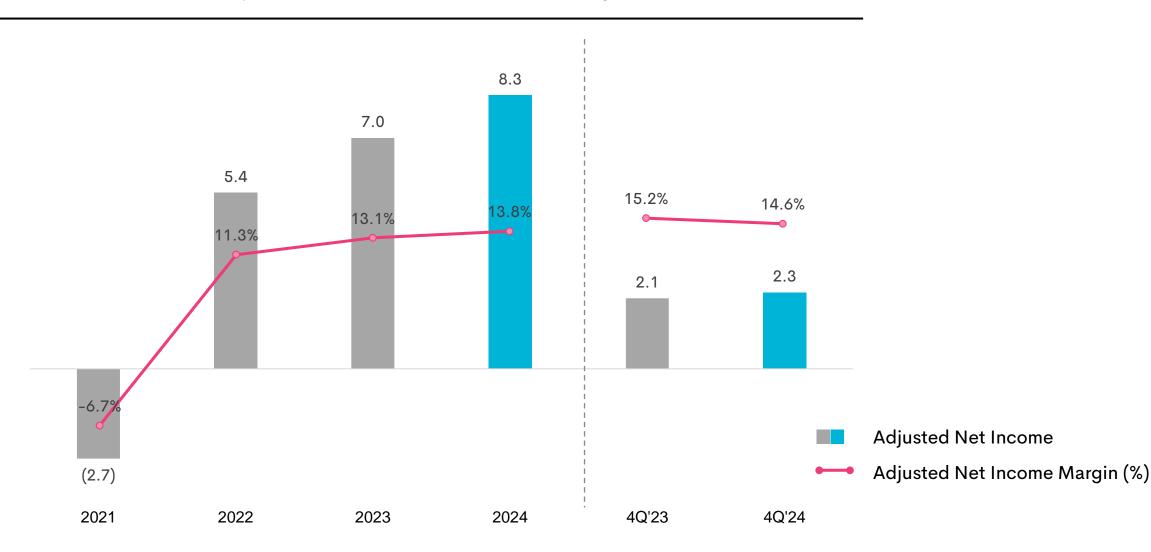


Gross Margin (%)

## Solid & Stable Growth in Profitability

(\$ in USD millions)

### Adjusted Net Income<sup>1</sup> & Its Margin



<sup>1</sup> Adjustments include one-time and non-recurring items as well as non-cash items such as one-off transaction costs, non-cash equity-based compensation, and non-cash valuation (gain)/loss of financial liabilities. Starting from the first quarter of 2024, we no longer exclude foreign exchange gain (loss) from adjusted net income (loss). As we transitioned to using the U.S. dollar as the functional currency for certain subsidiaries in 2023, our foreign exchange gains (losse), which historically have predominantly been unrealized, have not been material since 2023.

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## **Perfect's Positive Operating Cash Flow**

The Company had a positive operating cash flow of \$13.0 million in full year 2024, compared to \$13.6 million in full year 2023. The positive operating cash flow demonstrated the company's ability to generate sufficient cash flow to support business operations.

	Year ended December 31	
(\$ in thousands)	2023	202
Cash flows from (used in) operating activities	\$13,578	\$13,0



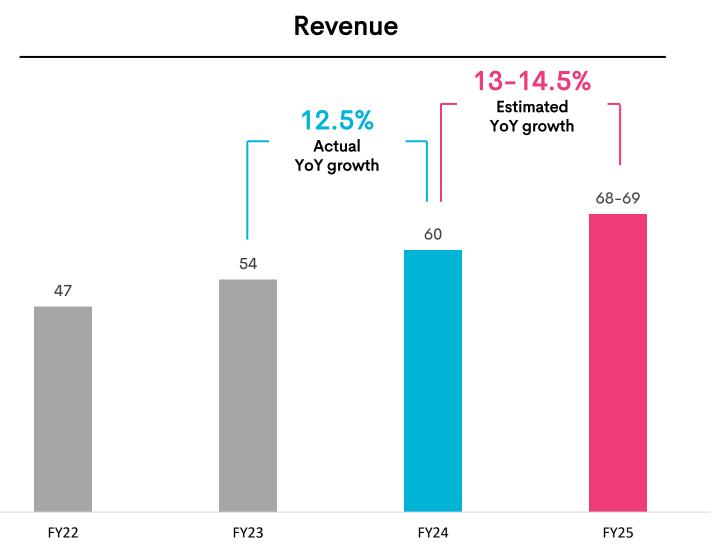


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## Business Outlook for 2025<sup>1</sup>

(\$ in USD millions)



- Taking into account the recent advancements of products powered by AI and AR technology, the growing demand for our enterprise SaaS solutions, and the strong momentum in the mobile beauty app subscription business, we observed a healthy recovery in 2025.
- We expect the growth of our total revenue recognized under IFRS for full year 2025 to range from 13% to 14.5% year-over-year, compared to full year 2024.

Source: Company data and estimates. <sup>1</sup> Please Note that this forecast is based on the Company's current assessment of the market and operational conditions, and that these factors are subject to change.

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# Perfect's Q4 2024 Financial Performance

- Total Q4 Revenue was \$15.9 million, compared to \$14.1 million in the same period of 2023, +12.4% YoY. ٠
  - AR/AI cloud solutions and subscription revenue was \$15.1 million, compared to \$12.0 million in Q4'23, +25.4% YoY.
  - Licensing revenue was \$0.5 million, compared to \$1.8 million in Q4'23, -72.2% YoY.
- Gross Profit was \$11.8 million (74.1% gross margin), compared with \$11.5 million (or 81.3% gross margin) in ۲ Q4'23, +2.5% YoY.
- **Operating Expenses was <u>\$12.2 million</u>**, compared with \$12.7 million in Q4'23, -3.6% YoY.
  - S&M Expenses were \$6.9 million, compared to \$6.7 million in Q4'23, +3.6% YoY.
  - R&D Expenses were \$2.8 million, compared to \$3.0 million in Q4'23, -8.3% YoY.
  - G&A Expenses were \$1.8 million, compared to \$3.0 million in Q4'23, -41.0% YoY.
- **Operating Loss was <u>\$0.5 million</u>**, compared with operating loss of \$1.2 million in Q4'23. ٠
- Net Income was <u>\$1.1 million</u>, compared to \$1.4 million in Q4'23, -21.8% YoY. •
- Adjusted Net income was <u>\$2.3 million</u>, compared to \$2.1 million in Q4'23, +8.2% YoY. ۲
- **Positive Operating Cash Flow <u>\$3.3 million</u>**, compared to \$3.1 million in Q4'23, +3.4% YoY.

## Perfect's Full Year 2024 Financial Performance

- Total 2024 Revenue was \$60.2 million, compared to \$53.5 million in the same period of 2023, +12.5% YoY. ٠
  - AR/AI cloud solutions and subscription revenue was \$53.8 million, compared to \$44.8 million in 2023, +20.2% YoY.
  - Licensing revenue was \$5.2 million, compared to \$7.5 million in 2023, -30.8% YoY.
- Gross Profit was \$46.9 million (78.0% gross margin), compared with \$43.1 million (or 80.6% gross margin) in 2023, ۲ +8.9% YoY.
- **Operating Expenses were <u>\$50.1 million</u></u>, compared with \$48.8 million in 2023, +2.7% YoY.** 
  - S&M Expenses were \$28.2 million, compared to \$25.7 million in 2023, +9.7% YoY.
  - R&D Expenses were \$12.0 million, compared to \$11.5 million in 2023, +4.7% YoY.
  - G&A Expenses were \$8.5 million, compared to \$11.6 million in 2023, -26.6% YoY.
- **Operating Loss was <u>\$3.1 million</u>**, compared with operating loss of \$5.7 million in 2023. ۲
- Net Income was <u>\$5.0 million</u>, compared to \$5.4 million in 2023, -7.3% YoY. •
- Adjusted Net income was <u>\$8.3 million</u>, compared to \$7.0 million in 2023, +18.6% YoY.
- Positive Operating Cash Flow \$13.0 million, compared to \$13.6 million in 2023, -4.2% YoY

# Perfect's Mobile Beauty App Business Has Been Growing Strong

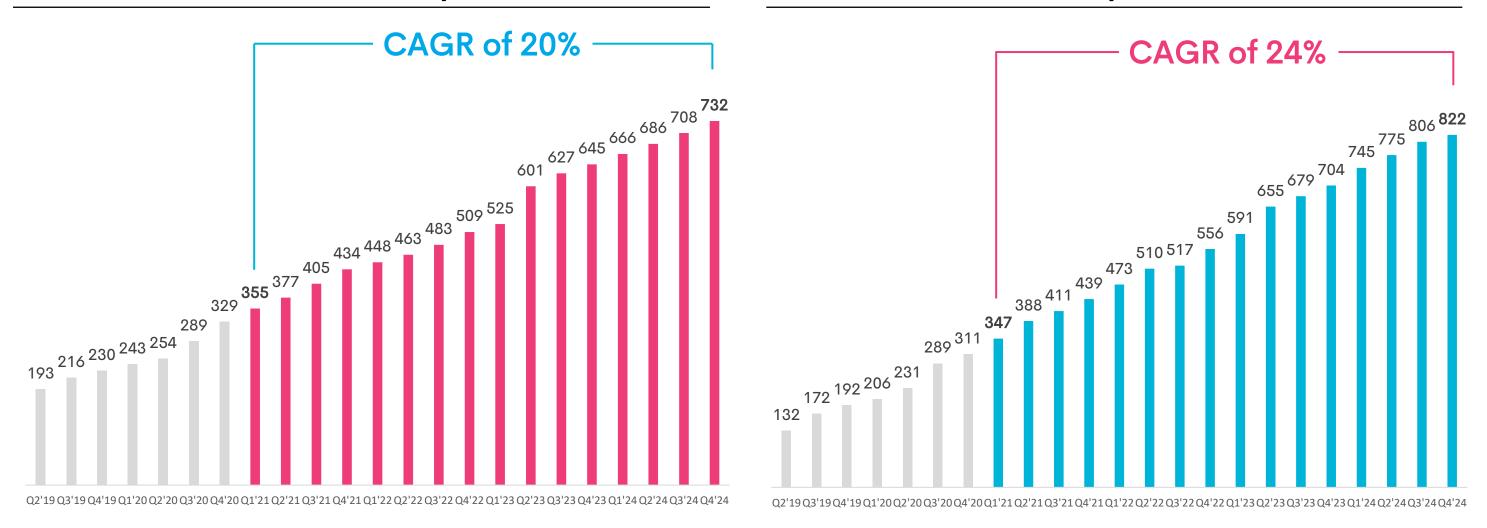
In the fourth quarter, active subscribers increased by 14% from the same period last year, reaching a historical high of over 1,000,000 active subscribers<sup>1</sup>.



# Perfect's Scalable SaaS Business Model with Continued Expansion in **Brands and SKUs**

Number of Brands by Quarter

SKUs\* by Quarter





\*SKU counts in thousands ('000)

# **Multiple Avenues To Drive Growth**

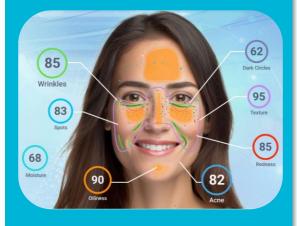
We see significant growth opportunities from existing brands, new brands, new verticals, as well as from new Gen AI features launched in mobile app and synergistic M&A.

**Deepen Penetration** Within Top 20 **Beauty Groups** 



- Cross-sell to sister brands  $\checkmark$ in the Groups
- Upsell more modules and  $\checkmark$ functions to brands
- $\checkmark$ Enable more SKUs in all categories
- Upscale to more countries  $\checkmark$ within a brand

## **Expand Into Skincare AI**



- Growing demand for AI  $\checkmark$ Skin Analysis and Skin Diagnosis.
- Engage with a larger customer base, such as med spa, aesthetic clinic, and dermatologist.

## Penetrate to Fashion and Jewelry AI



- Expand product portfolio to cover a wide variety of fashion accessories and jewelry, including earrings, rings, bracelets, necklaces, and watches.
- Provide unique stacking  $\checkmark$ options that allow users to try on multiple pieces at the same time.

### Innovate Premium Gen Al Features in YouCam Apps



- $\checkmark$ Strong momentum in the growth of subscriber base.
- Continue to innovate premium features leveraging Gen Al technology photo/video editing, enhancement, and beautification.





Speed up brand relationships, vertical and geographies expansion

Accelerate revenue growth and margins

 $\checkmark$ 

 $\checkmark$ 

# Key Partnership





• LIVE

• LIVE

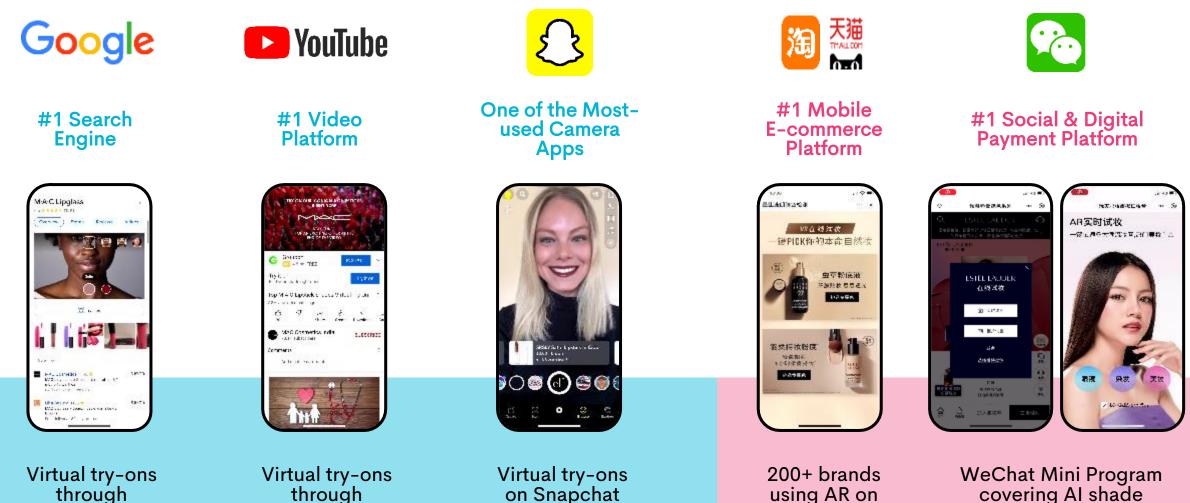
LIVE

# **Perfect Forms Strategic Partnerships With World Class Tech Giants**

This creates truly omnichannel support for our clients.

## **Global Tech Giants**

## **Asian Tech Giants**



through organic search results

through brands' YouTube videos

on Snapchat brand profile

using AR on Taobao and Tmall: 6,000 SKUs available for users to try



### #1 Video Social Platform



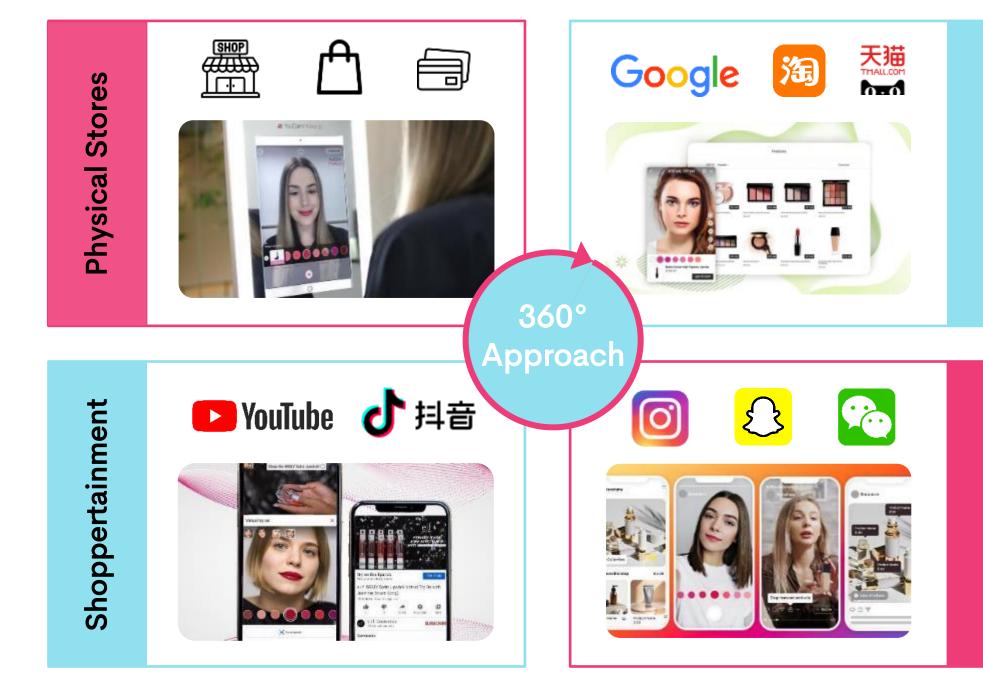


finder & skincare, AR hair color & eye color, make-up virtual try-on, and brow virtual try-on

Brands can subscribe to the service and expand their AR offerings from Perfect Console with one click

## Perfect's 360° Beauty Tech Solutions Support Optimized Omnichannel Strategies

Whether online or offline, we are where our clients need us.



PERFECT

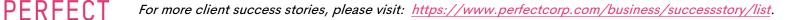


# Social Media

# Perfect's Proven Track Record in Supporting Client Success

## We help drive brands' sales, conversion, and customer engagement.

Brand	Perfect Solution Used	<b>ROI Improvement</b>	Customer Testime
ESTĒE LAUDER companies	Live AR Training for Beauty Advisors AR Makeup Try-on (in stores & online)	+250% purchase conversion 17,000+ Beauty advisors trained	"Now this [high -touch] experience ha tech AI and AR to create a more engag journey for our customers. While we h innovating our products and services, Corp., we can now also innovate and experience."
NARS	Al Shade Finder Makeup Try-On	+300% purchase conversion 10%+ average order size	<i>"Perfect Corp. is constantly innovating meet the needs of our consumers acro markets. When we identify a new opp quick to respond, and they can scale a</i>
CLINIQUE	AR Makeup Try-on Al Shade Finder	+30% increase in cart size +500% increase in website visit dwell time	<i>"It's proven to be an excellent way to sales. The feedback has been very pos accuracy, and they also find the virtua fun, which is also important."</i>
	AR Makeup Try-on Al Shade Finder	+200% increase in customer engagement	<i>"We've always seen strong customer of virtual try-on experiences—online and also found that strong customer engag significantly higher rates of conversion purchase more."</i>
SallyHansen.	AR Makeup (Nail) Try-on	<b>+120%</b> increase in purchase intent <b>+300%</b> increase in # of shades viewed	<i>"The Perfect Corp. technology is min lets people really evaluate colors, loo different light, and while moving their real life."</i>





### nonials

has been enabled by high aging, more personalized have always focused on s, with partners like Perfect d elevate the consumer

ing to make sure we can ross all the different portunity, Perfect Corp. is e to meet any need."

to facilitate and convert ositive. Customers love its ual try-on experience to be

r engagement with our nd in our stores. We've agement leads to on. Engaged customers

ind-blowing...This [tech] oking back and forth, in a eir fingers around just like in

# Perfect's ESG Commitment





• LIVE

• LIVE

# Perfect Is Green Tech & an ESG Facilitator

Consumers' growing awareness of sustainability will further accelerate brands' adoption of AR & AI, creating stronger tailwinds for Perfect.



### **Environmental Sustainability for Beauty**

Reduce beauty sampling / tester Prevent overconsumption Lower product returns



BIG AWARDS

FOR BUSINESS

sustainable beauty and eco-friendly

environmentally conscious brands and improve their beauty try-on experiences

### Perfect AR and AI-Powered VTO Technology was named 2021 Green Product of the Year<sup>1</sup>



PFRFFC

How Kao leveraged Perfect's beauty tech to achieve amazing ESG results!

C 🗇 https://www.kao.com/global/en/news/products/2021/20210728-001/	A [] @ \$6 (\$ 10 (A				
као	Global   English 🛛 🌐 Kao Worldwide				
About the Kao Group 🗸 🛛 Our Brands 🛛 Research & Development 🗸 Sustainability 🗸 Investor Relations 🗸 Careers	News Release				
Home > News Release > products > 2021 > Kao Discontinues Provision of Hair Bundle Color Samples for Hair Color Sections to Reduce Plastic Use and Is Now Utilizing AR Hair Color Simulation					
2021/07/28 News Balease Products	> Japapese Version				

Kao Discontinues Provision of Hair Bundle Color Samples for Hair Color Sections to Reduce Plastic Use and Is Now Utilizing AR Hair Color Simulation

> Kao Corporation will discontinue the provision of hair bundle color samples for all hair color and hair manicure sections in Japan from October 2021. The hair bundle color samples are a sales promotion tool that allows customers to select hair colors in stores. This initiative will help reduce up to 56 tons of plastics used to produce the samples a year



## Perfect has helped Kao to become more sustainable

# KAO's ESG Achievements by the Numbers: 56 Tons Reduces Plastic Waste per Year

- 1 Million Simulations per Week
- 22 Try-ons per Visitor









# The AI & AR powerhouse helping beauty & fashion brands to achieve successful digital transformation