

inno.N
(KS.195940)

Investor Presentation



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Official TELEGRAM → search '195940'



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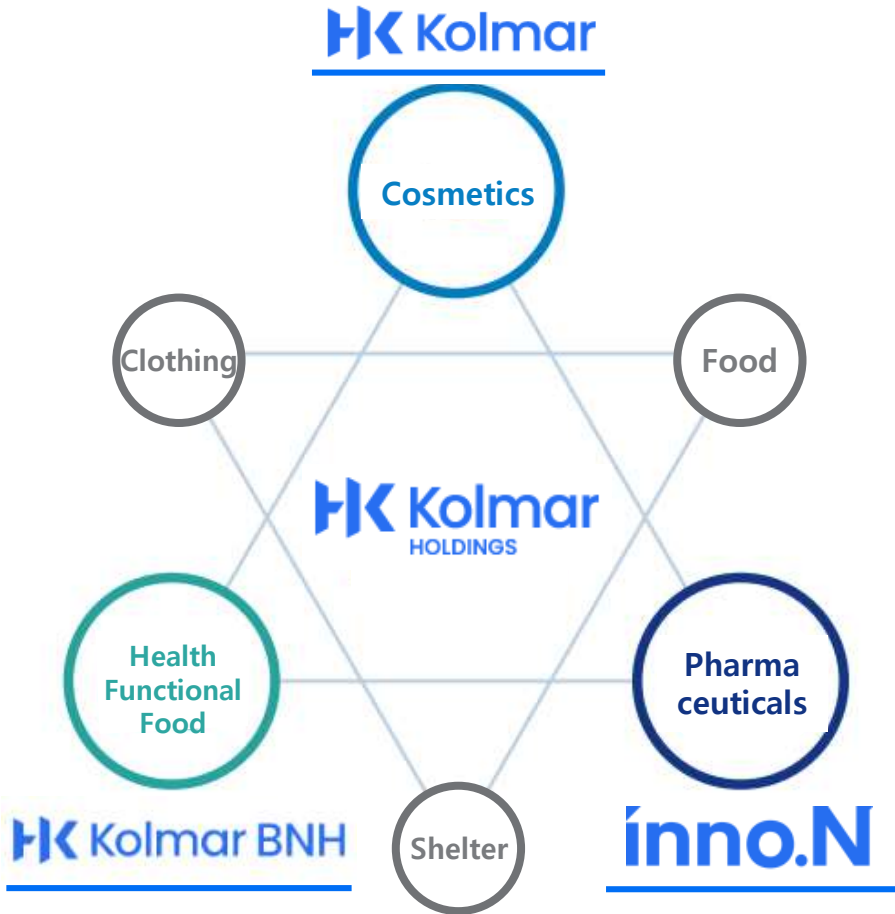
innovate
New & Next

▾ **Company Overview**

Core Business – ETC / H&B / R&D

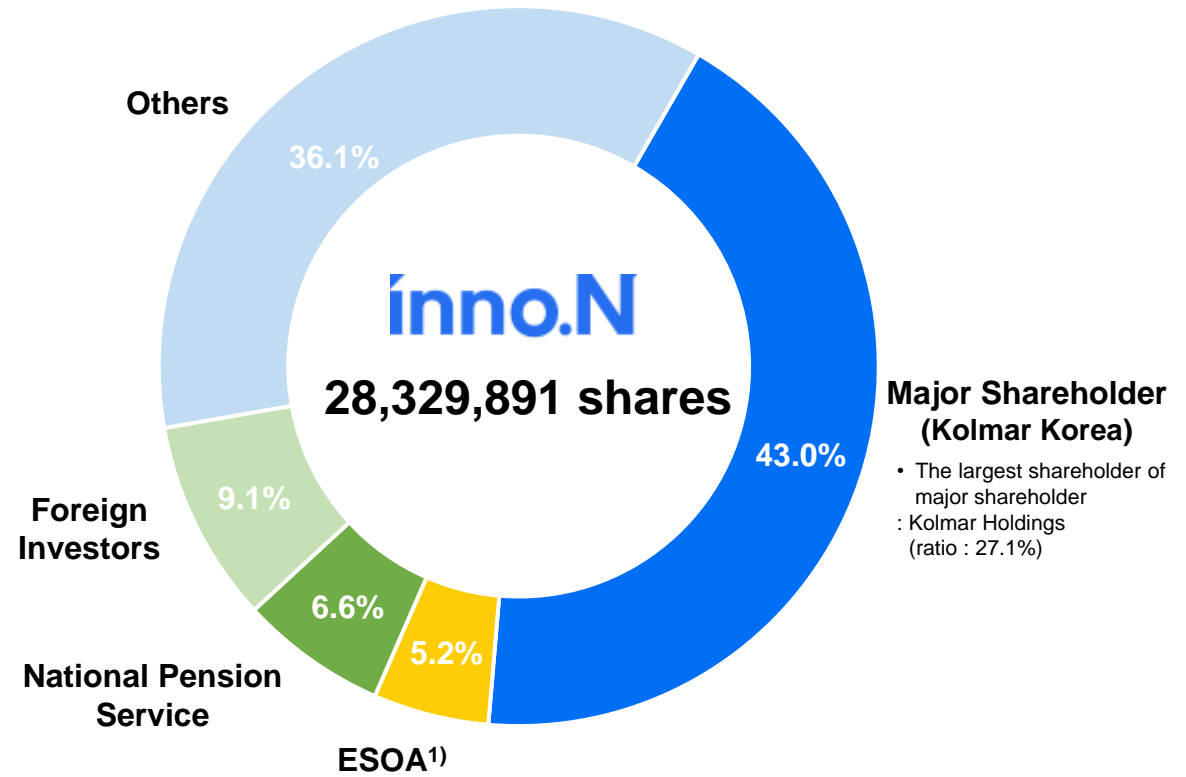
Company Overview

Kolmar Korea Group



Shareholders

As of Mar 31, 2024



1) Employee Stock Ownership Association

ESG

Initiatives

UNGC (UN Global Compact)



HK inno.N joined UNGC in October of 2021 and ever since has been submitting an annual report (COP) on how it has implemented the 10 principles of UNGC in its business operations.

K-RE100 (Korean version of RE100)



RE 100 is a global renewable energy initiative aiming to have power generated using environment-friendly and renewable energy sources, such as through photovoltaic power or wind power, make up 100% of the electric power demanded.

Since joining the Korean version of RE 100, often referred to as K-RE 100, in 2023, HK inno.N has been implementing detailed programs to have 100% of its energy needs met through renewable energy sources by year 2050.

ESG Ratings



Year	Total
2023	BBB



Year	Total	E	S	G
2023	A	A	A+	A



Year	Asset Size	Total
1H2024	AA	AA
2H2023	AA	AA
1H2023	AA	AA

Corporate Identity

No.1 Korean pharmaceutical company by 2028 via global expansion



The image features a world map with a central blue dot representing Korea. From this dot, numerous curved lines radiate outwards to various locations across all continents, symbolizing global expansion. The text 'inno.N' is written in a blue, sans-serif font over the map.

inno.N

Blockbuster Drug Developer

KR's 30th Novel Drug
K-CAB®

Target to penetrate K-CAB in 100 Countries

45 countries
As of 2024

New IV Plant Expansion('2022~)

Largest Capacity in KR
105mn bags/yr

Megabrand Condition®

KR's No.1
Hangover relieving Drink

Business Diversification (Kolmar Group)

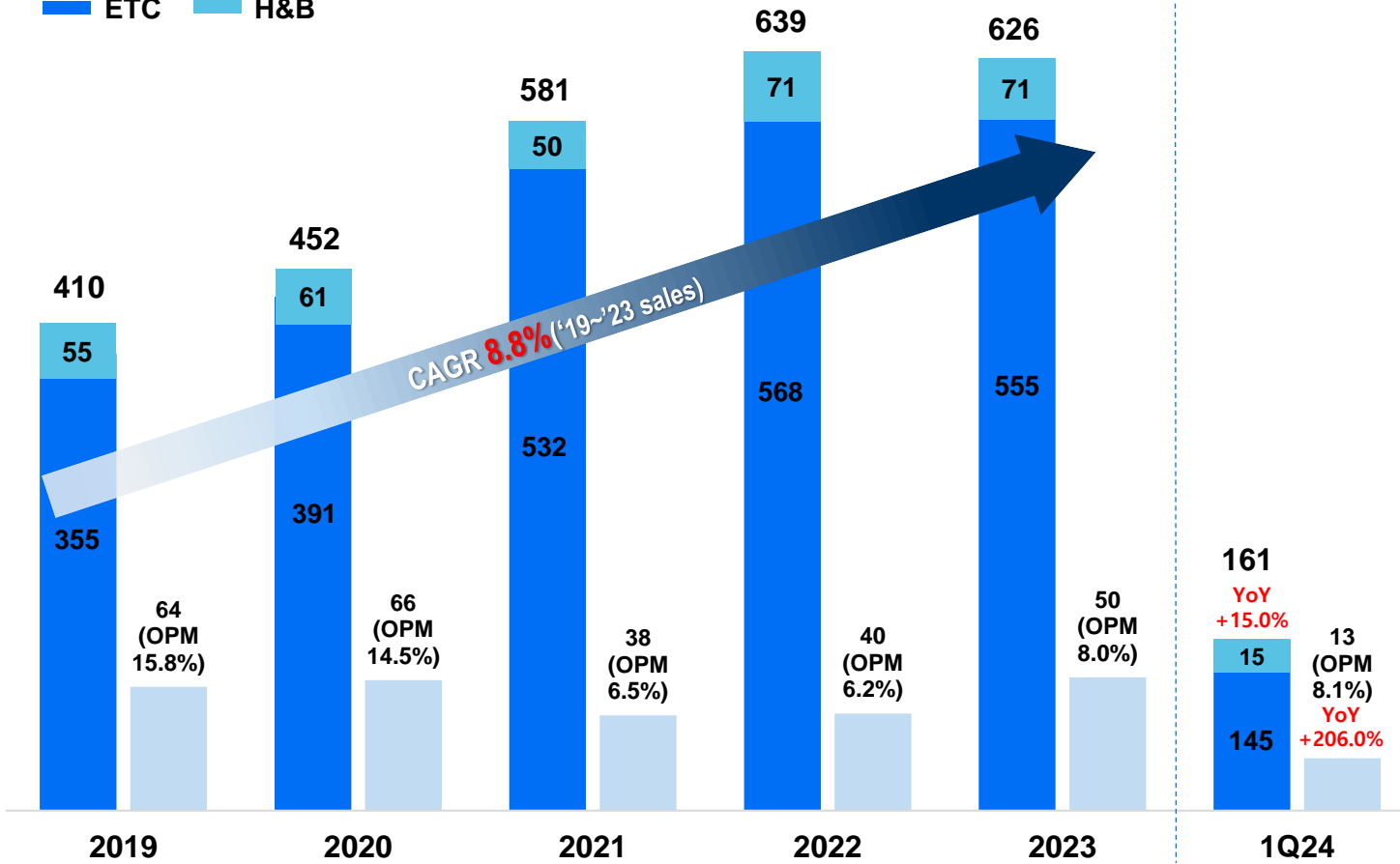
Ethical Drug
Health & Beauty

Business Performance

Rapid sales growth since launch of K-CAB['19~'23 sales CAGR : 8.8%]

(Unit : USD mn)

■ ETC ■ H&B



• K-CAB launched
*30th Korean novel drug

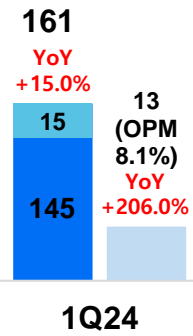
• Beauty business initiated

• Rapid growth of K-CAB
• MSD vaccine introduced

• Global milestones
• IV new plant operated

• K-CAB finished products exported
• Even growth of all IV products

ETC (90%)		
<ul style="list-style-type: none"> Ethical drug lineup in more than 7 treatment areas (cardiovascular, gastrointestinal, diabetes/kidney, anticancer, etc.) Essential medicines for national basic medical care and disaster preparedness, such as IV and vaccines 		
	Gastrointestinal	Cardiovascular
	IV	Diabetes/Kidney
H&B (10%)		
<ul style="list-style-type: none"> Health: hangover relieving drink, healthcare beverage Beauty: hair loss care, cosmetics 		
	Hangover relieving drink	Healthcare beverage
	Hair care	Cosmetics



Company Overview



Core Business – ETC / H&B / R&D

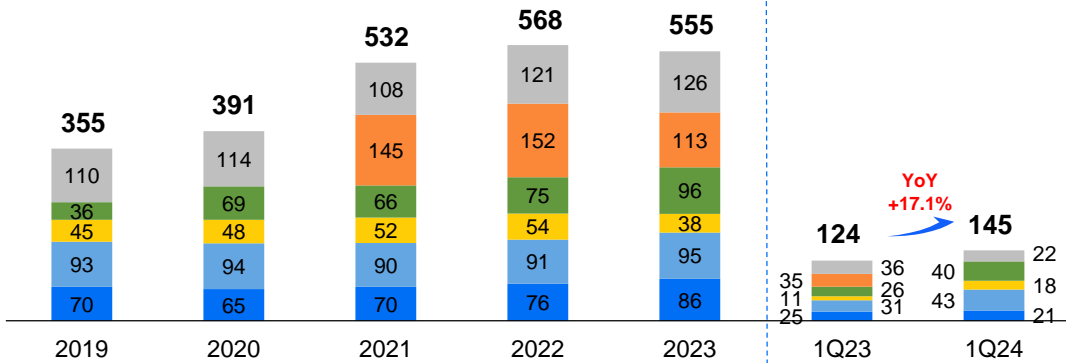
ETC – Business Status

Continuous Rapid Growth via K-CAB / IV Significant Profitability Improvement from 2024

Sales trend

(Unit : USD mn)

■ IV ■ Cardiovascular ■ Diabetes/Kidney ■ Gastrointestinal ■ MSD vaccine ■ Others



Major achievements

1 Continuous K-CAB Growth (5th year since launch)
USD 26 mn in sales('19) → USD 90 mn in sales('23)

2 Additional growth momentum via new Osong IV plant
Production capacity Expansion
: 50 mn bags per a year → 105 mn bags per a year

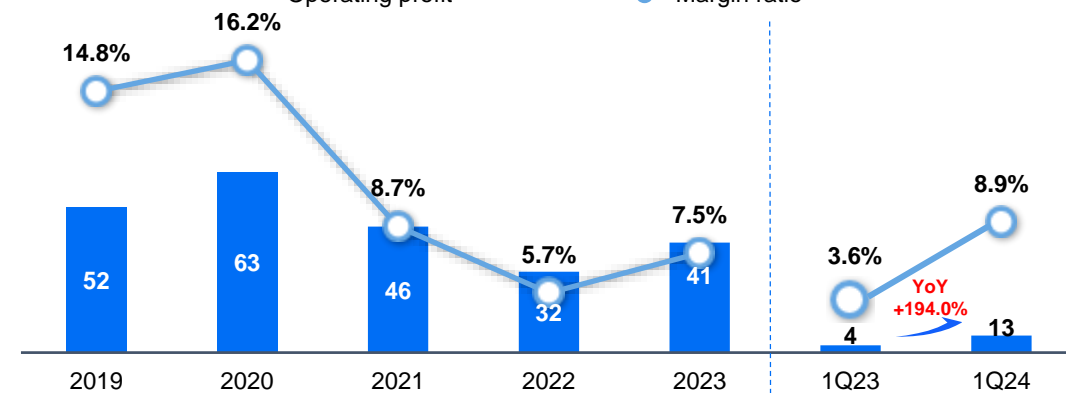
**3 Strengthening cardiovascular and diabetes portfolios
And improving profitability**
Sales of 4 types of Kanarb family, Xigduo, etc. from 2024

Operating profit and margin ratio trend

(Unit : USD mn)

■ Operating profit

○ Margin ratio

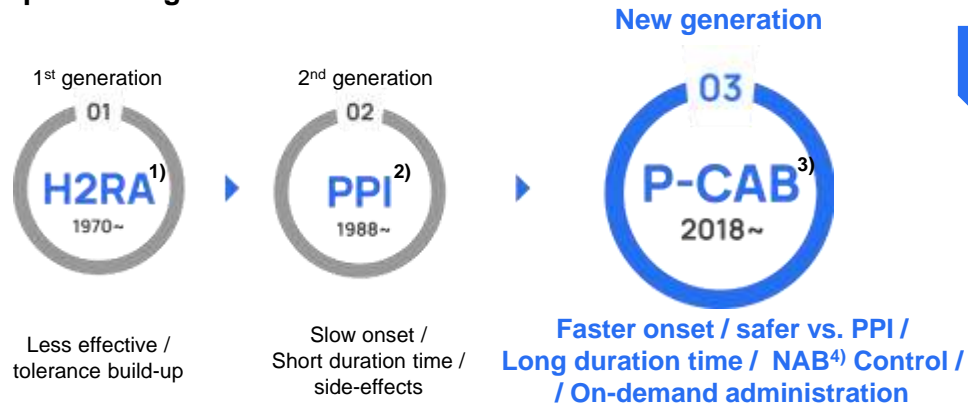


Source: Company data, DART

K-CAB® : Next Generation A2B Drug

Unparalleled advantages over PPI / H2RA and other competing P-CAB drugs

Market positioning



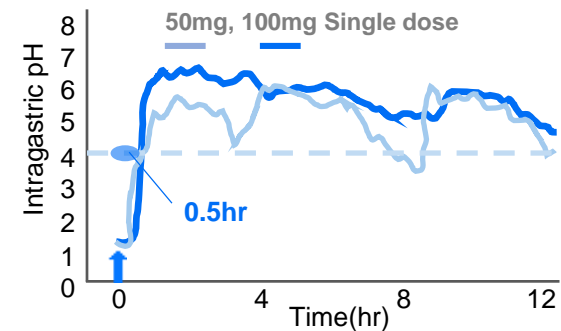
Overview of K-CAB

5 Indications	Gastric acid related diseases (EE, NERD, GU, Maintenance treatment, H. pylori infection)
4 Formulations	50mg tablet / 50mg orally disintegrating tablet 25mg tablet / 25mg orally disintegrating tablet
Patent Term	Substance patent(valid till Aug '31), Crystalline form patent(valid till Mar '36)
Market Size	Global ⁵⁾ : USD 16 bn Domestic ⁶⁾ : USD 879 mn

Onset Time ⁷⁾

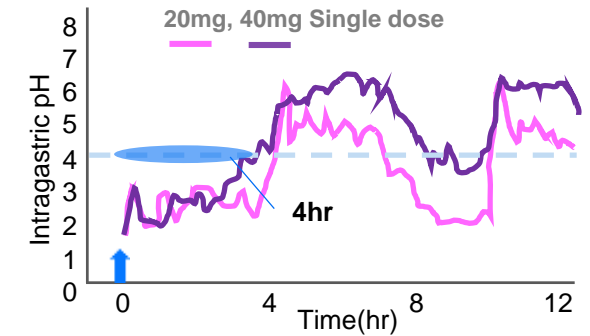
Fastest
3rd gen

Tegoprazan (K-CAB / P-CAB)
* Inno.N (KOR) / launched in '19



2nd gen

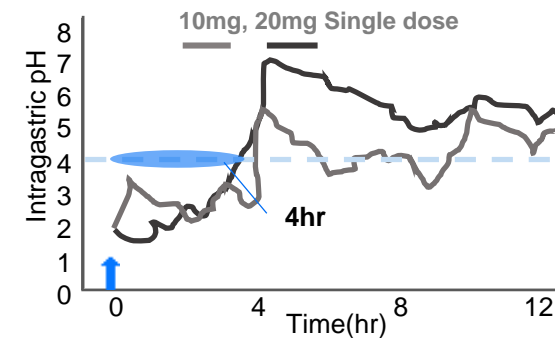
Esomeprazole (PPI)



3rd gen

Vonoprazan (P-CAB)

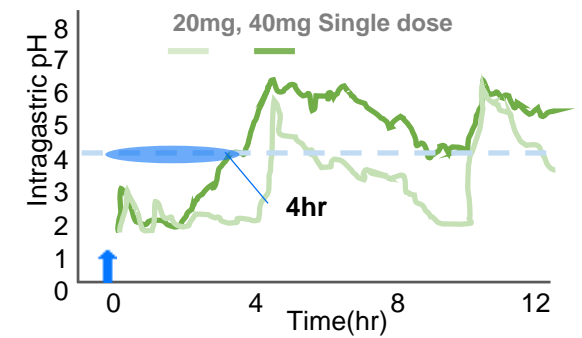
* TAKEDA (JPN) / launched in '15



3rd gen

Fexuprazan (P-CAB)

* Daewoong (KOR) / launched in '22



Source: Company data, UBIST data, BCC Research

Note: 1) H2 Receptor Antagonist 2) Proton Pump Inhibitor 3) Potassium-Competitive Acid Blockers 4) Nocturnal Acid Breakthrough 5) BCC data 6) '22 Ubist data 7) [CJ_APA_108] CSR of 2. Jenkins H, et al. Aliment Pharmacol Ther. 2015;41(7):636-648 3. Sunwoo J, et al. Aliment Pharmacol Ther. 2018;48(2):206-218;

K-CAB® : Shortest time to reach 100mn in sales, unrivaled No.1 A2B Drug

Launched in
Mar, 2019

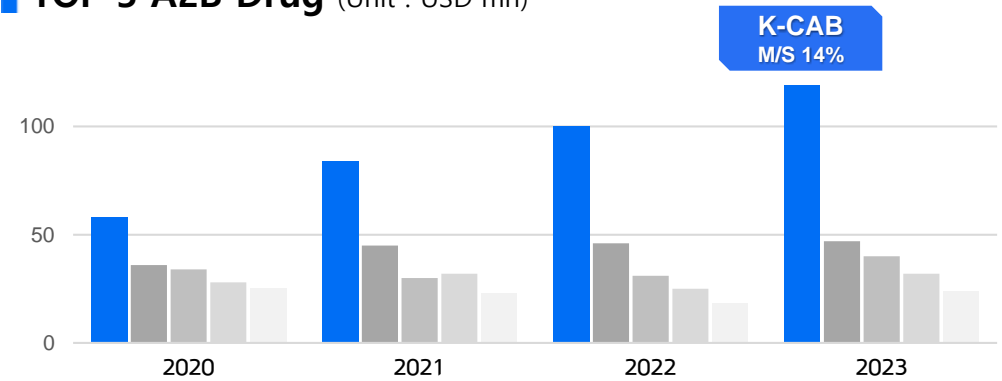
Co-Promotion with
Boryung
(Jan 2024~)

Accumulated prescription
sales (63 months)
USD 442mn

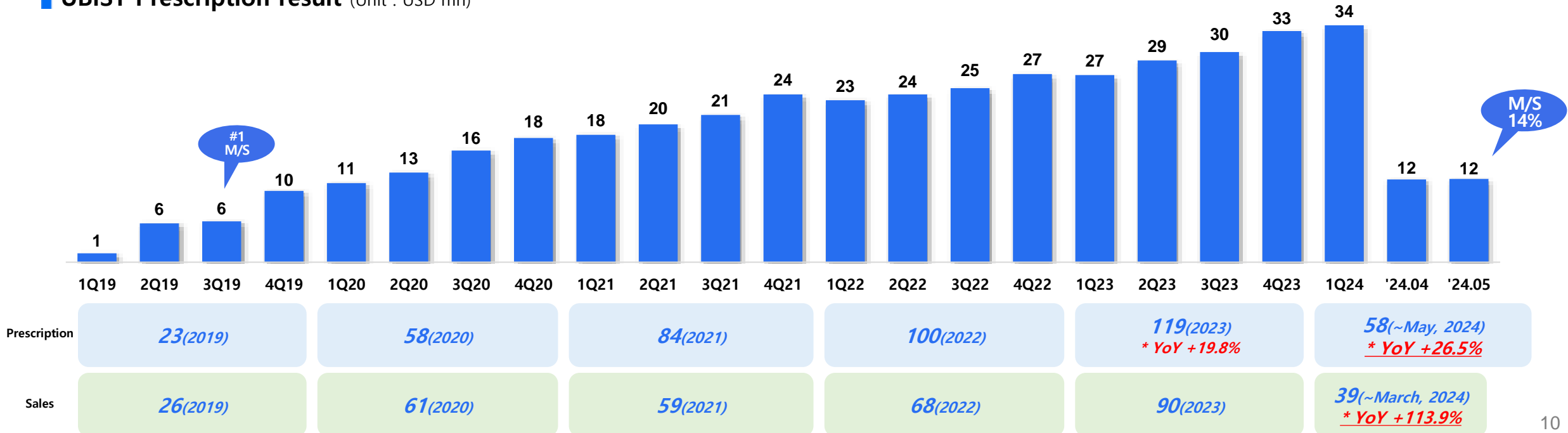
Prescription performance
exceeded **USD 11mn** on
average per a month

#1
A2B drug since 3Q19
(market size **USD 956mn**)

TOP 5 A2B Drug (Unit : USD mn)



UBIST Prescription result (Unit : USD mn)

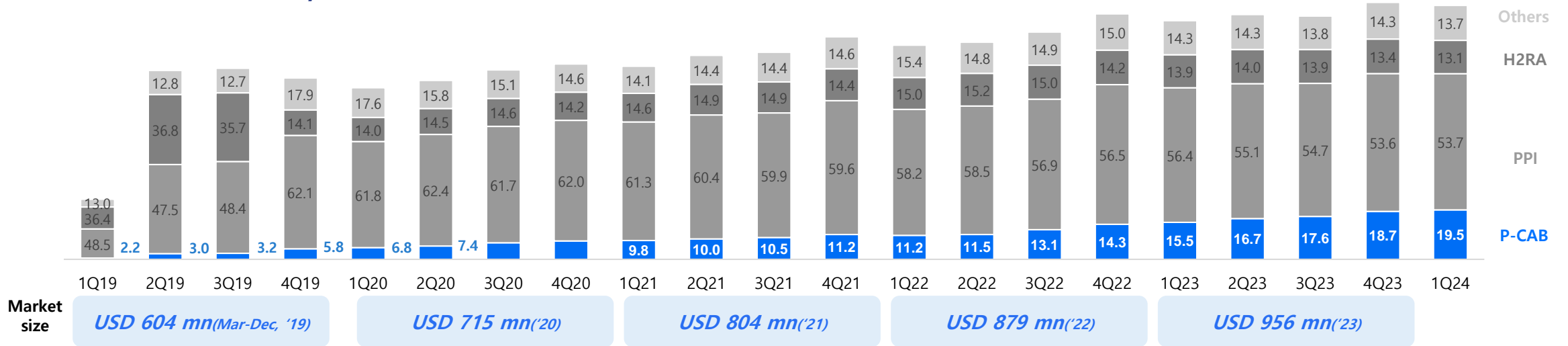


Source : UBIST, Company data

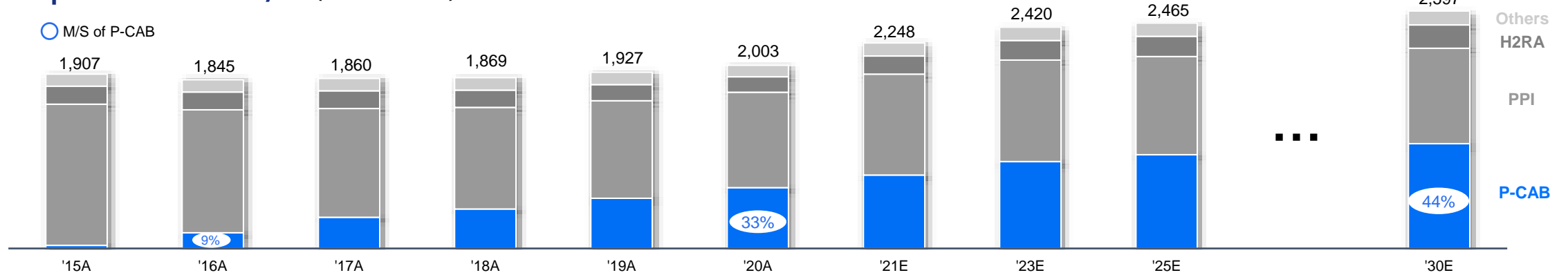
Domestic/Japanese A2B Market status

Rapid switching phenomenon from PPIs to P-CABs in the A2B market

Domestic Market M/S (Unit : %)



Japanese Market M/S (Unit : USD mn)



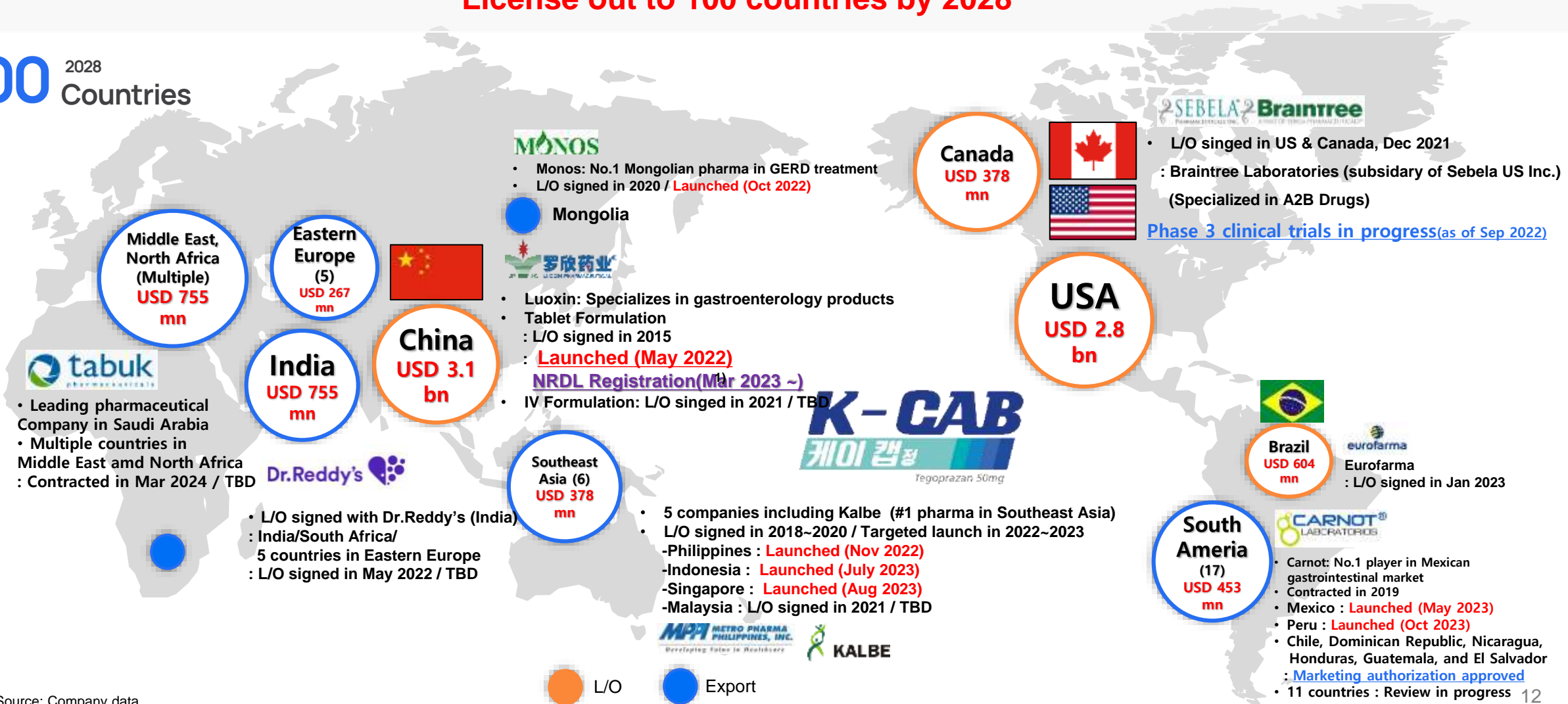
Source : BCC Research

K-CAB® : Global Strategy

Licensed Out to 45 countries including US and China

License out to 100 countries by 2028

+100 Countries 2028



MONOS

- Monos: No.1 Mongolian pharma in GERD treatment
- L/O signed in 2020 / **Launched (Oct 2022)**

罗欣药业

- Luoxin: Specializes in gastroenterology products
- Tablet Formulation : L/O signed in 2015
- **Launched (May 2022)**
- **NRDL Registration (Mar 2023 ~)**
- IV Formulation: L/O signed in 2021 / TBD

K-CAB
Tegoprazan 50mg

케이캡

KALBE

- 5 companies including Kalbe (#1 pharma in Southeast Asia)
- L/O signed in 2018~2020 / Targeted launch in 2022~2023
- Philippines : **Launched (Nov 2022)**
- Indonesia : **Launched (July 2023)**
- Singapore : **Launched (Aug 2023)**
- Malaysia : L/O signed in 2021 / TBD

Canada

USA

- L/O signed in US & Canada, Dec 2021
- Braintree Laboratories (subsidiary of Sebela US Inc.) (Specialized in A2B Drugs)
- [Phase 3 clinical trials in progress \(as of Sep 2022\)](#)

tabuk

- Leading pharmaceutical Company in Saudi Arabia
- Multiple countries in Middle East and North Africa
- Contracted in Mar 2024 / TBD

Dr.Reddy's

- L/O signed with Dr.Reddy's (India)
- India/South Africa/
- 5 countries in Eastern Europe
- L/O signed in May 2022 / TBD

Brazil

South America

- Eurofarma
- Eurofarma : L/O signed in Jan 2023
- Carnot: No.1 player in Mexican gastrointestinal market
- Contracted in 2019
- Mexico : **Launched (May 2023)**
- Peru : **Launched (Oct 2023)**
- Chile, Dominican Republic, Nicaragua, Honduras, Guatemala, and El Salvador : [Marketing authorization approved](#)
- 11 countries : Review in progress

Source: Company data
Note : 1) National Reimbursement Drug List

K-CAB® : Tech Transfer(China, USA)

China Launch, US Phase III Clinical Trials



泰欣赞 (Taixinzan) launched, registered on NRDL¹⁾

- L/O contract in 2015(Amount : USD 95mn)
- MA approval in Apr 2022 / Launched in May 2022
 - Listed as innovative new drug in China (1st class)
 - Indications : GERD, Duodenal ulcer, H. pylori infection(apply for permission)
- Registered on NRDL, Mar 2023
- Global No.1 A2B market, 2nd largest pharmaceutical market
 - Chinese A2B market expected to reach USD 3.1 bn in 2021

NRDL registration to boost rapid growth in China

- Term : Mar 2023 ~ Dec 2024(Gradual registration by province)
- Registered in 31 provinces, sale activity and marketing commencement
- Market penetration via strong sales force and product competence
- Sales growth via high price and high volume

Royalty payment receipt in 3Q23 First payment after NRDL registration

L/O Contract

- Braintree Laboratories, a subsidiary of SeBELA US Inc. (Amount : USD 54mn)

USA GERD Market

- 65m+ GERD patients in the US
- 40m PPI patients
 - : ~20% are refractory patients, 30~40% are irresponsive
- Min. potential → 20%~30% of PPI users, Potential sales of \$1 billion USD

R&D Pipeline Progress

Indication	Stage				
	Phase 1	Phase 2	Phase 3	NDA Submission	FDA Approval
Erosive esophagitis (n=1,250)	██████████	SKIP	██████████
Non erosive reflux disease (n=800)	██████████	SKIP	██████████

Note : 1) National Reimbursement Drug List

Source: SeBELA Corporate Presentation (2023)

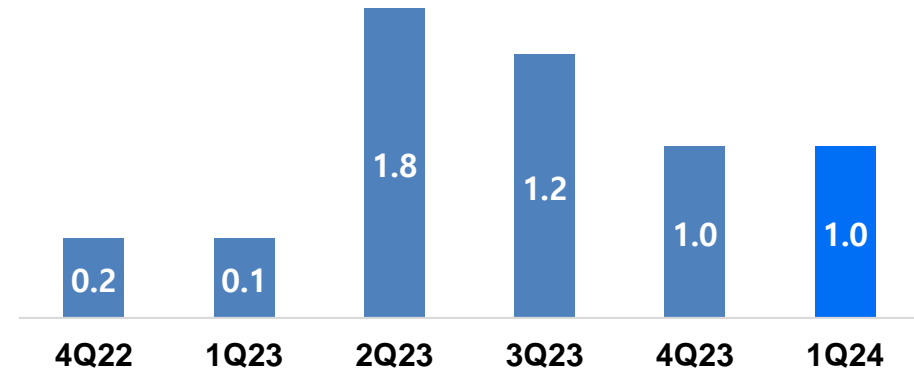
K-CAB® : Finished Product Exports

Global Launch and Sales Initiation via Marketing Authorization Approval

| K-CAB finished product export countries

No.	Region	Country	Launch
1	-	Mongolia	Oct 2022
2	South-East Asia	Philippines	Nov 2022
3		Indonesia	Jul 2023
4		Singapore	Aug 2023
5	South America	Mexico	May 2023
6		Peru	Oct 2023
7		Chile	<p>Marketing authorization approved</p> <p>↓</p> <p>Launch (TBD)</p>
8		Dominican Republic	
9		Nicaragua	
10		Honduras	
11		Guatemala	
12		El Salvador	

| K-CAB finished product export sales trend (unit : USD mn)



Strategic Partnership

Maximizing synergy through joint co-promotion between Korean Top-Class novel drugs



Introduction of 4 types of Kanarb family from Boryung

- Kanarb, Korean 15th novel drug
(Component : Fimasartan trihydrate)
- Introduction items : Kanarb, Dukaro, Dukarb, Dukarb Plus
- Prescription performance

: USD 90mn in 2022 → USD 101mn in 2023
(Source : UBIST)

Co-Promotion Strategy

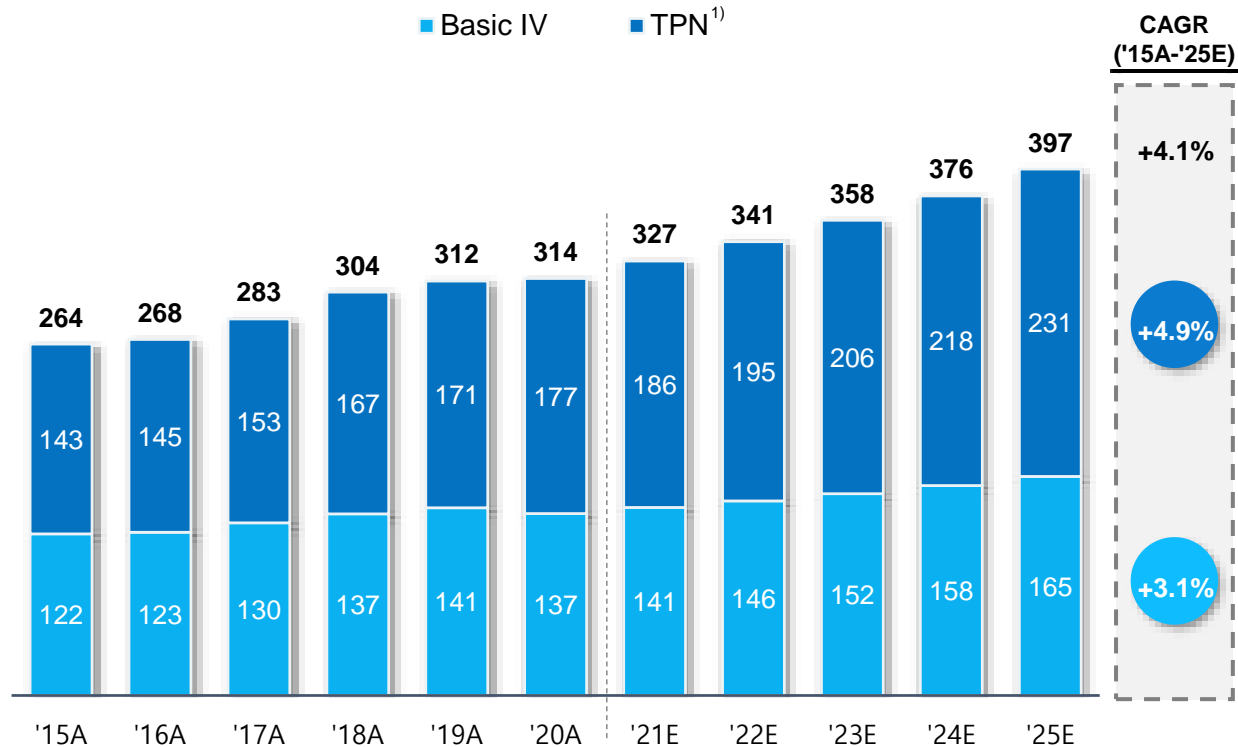
- Strengthening hypertension/dyslipidemia portfolios
- Expanding the prescription range for chronic diseases
- Maximizing growth potential between two novel drug by sharing blockbuster development capabilities

Domestic IV Market Forecast

Sturdy 4% CAGR and steady demand fueled by in-patients and patients with severe conditions

Domestic IV market

(Unit : USD mn)



Key growth drivers



Increased usage of basic IV in in-patients

Higher growth rate than populations increase rate ('14-'19)
 Population: +0.4%, inpatients: +1.8%
 Usage of IV: +1.4%



Increased TPN¹⁾ demand fueled by patients with severe conditions

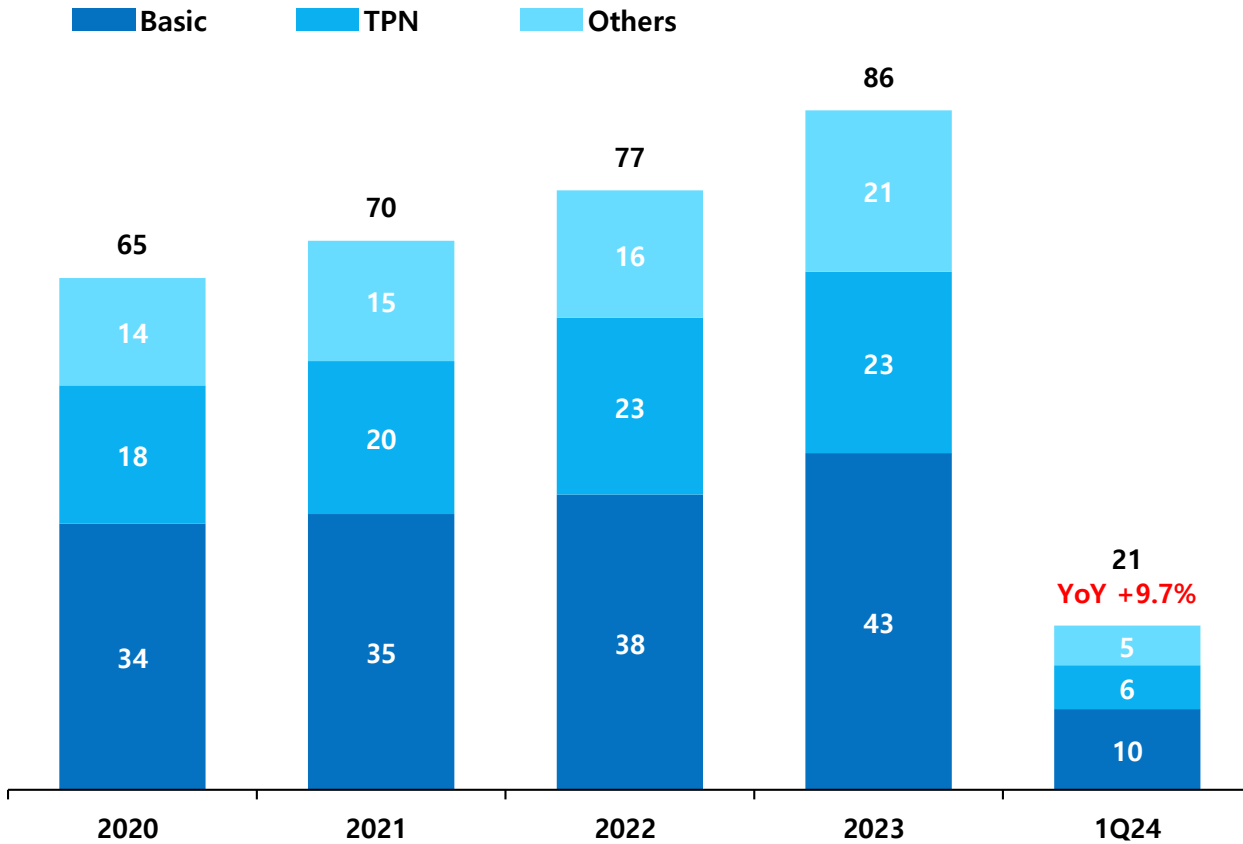
Increase in usage of TPN¹⁾ from inpatients suffering from severe illnesses that rely on intravenous injection

Source: BCC Research
 Note: 1) Total parenteral nutrition

IV Business

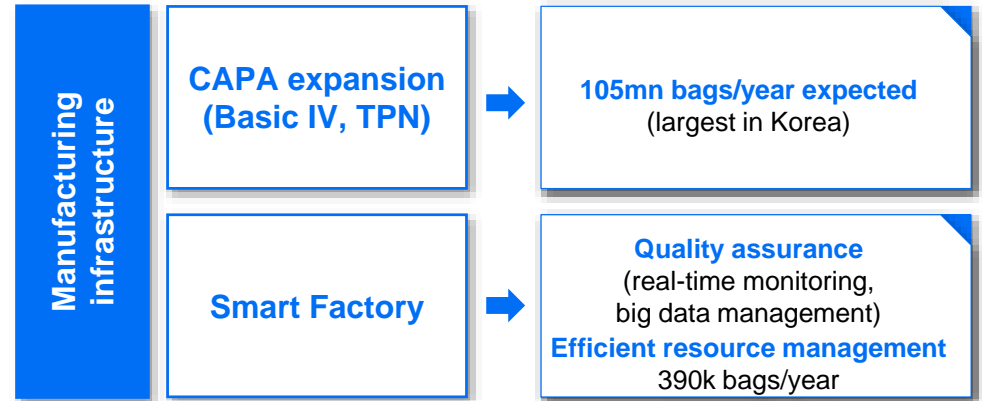
Strengthen competitiveness via capacity expansion, TOP¹⁾ implementation and development of new TPN

IV sales (Unit : USD mn)



Operation of New IV plant (from June 2022)

Key progress



Note : 1) Twist-Off Protector

Company Overview



Core Business – ETC / H&B / R&D

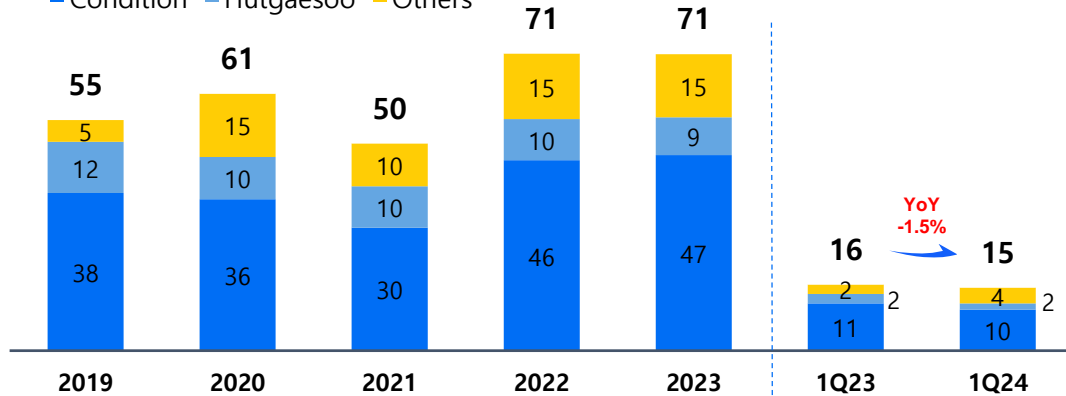
H&B (Health & Beauty) – Business Status

Well balanced portfolio consisting products with high profits
(hangover relieving drink) & new business (beauty)

Sales trend

(Unit : USD mn)

■ Condition ■ Hutgaesoo ■ Others



Major achievements

1 Hangover relieving drink (Condition)

- Sales increase(recovery) after lifting of social distancing restrictions
- Expansion of M/S of ND(Non-Drink : stick, hwan) product

2 Healthcare beverage

- Constant growth via release of new products and expansion of distribution networks
- Hutgaesoo, barley tea, carbonated water(REFREZ), liquid tea(tealog)

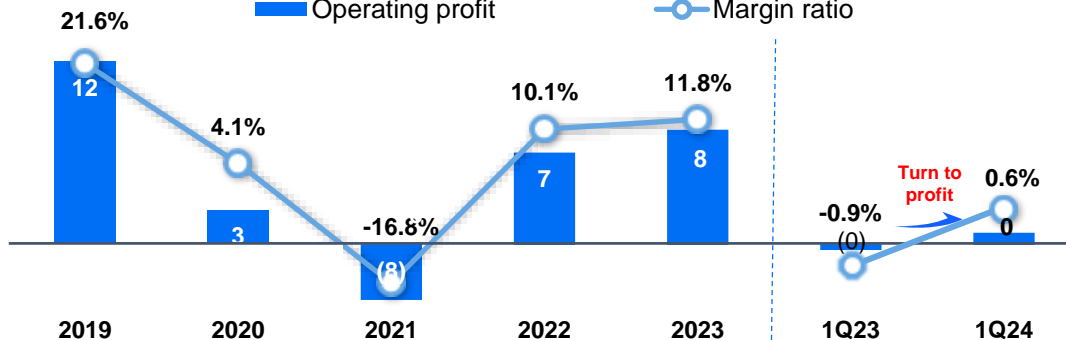
3 Beauty

- Lineup : 'bewants' eye serum stick, shampoo(Scalpmed)
- Expansion of bewants brand lineup
- Expansion of distribution network : H&B Store on/off channel(1,300 stores), Amazon US

Operating profit and margin ratio trend

(Unit : USD mn)

■ Operating profit ○ Margin ratio

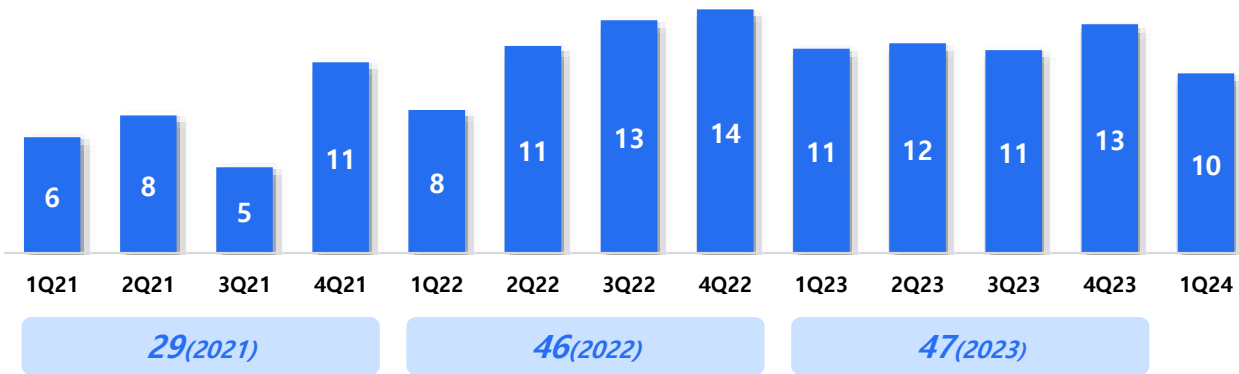


Condition, No.1 Hangover Relieving Drink

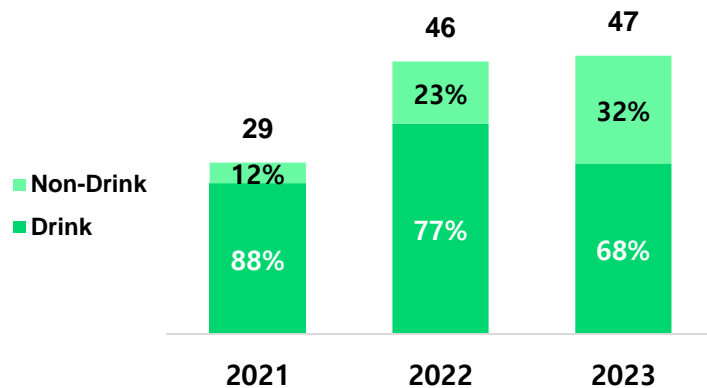
Condition - #1 in market share

New Market generation and market expansion with the launch of "Condition Stick"

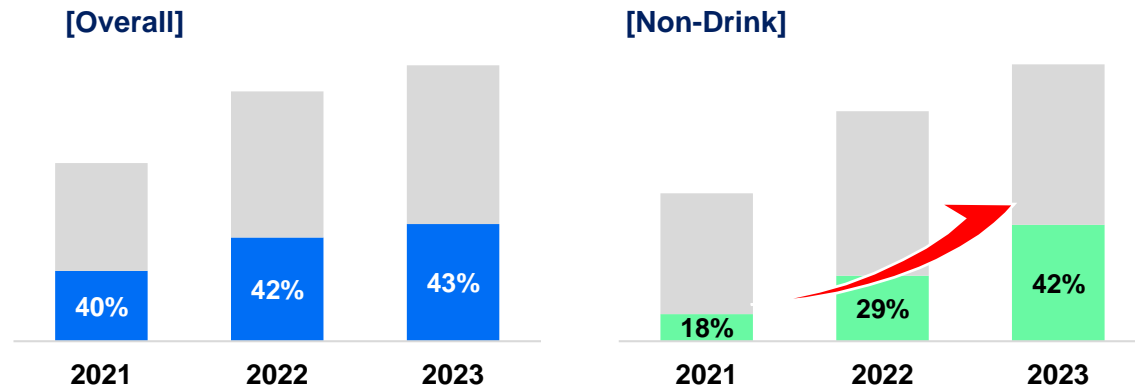
Quarterly sales (Unit : USD mn)



Yearly sales (Unit : USD mn)



Condition M/S(Domestic)



Source : Company data, Nielsen IQ Korea data

H&B_Other Beverage

Tealog (Zero calorie iced tea)

- Launched in 2023
- Sales in 2023 : USD 7mn



Hutgaesoo (Liquid tea for thirst)

- Launched in 2010 / Sales in 2023 : USD 9mn



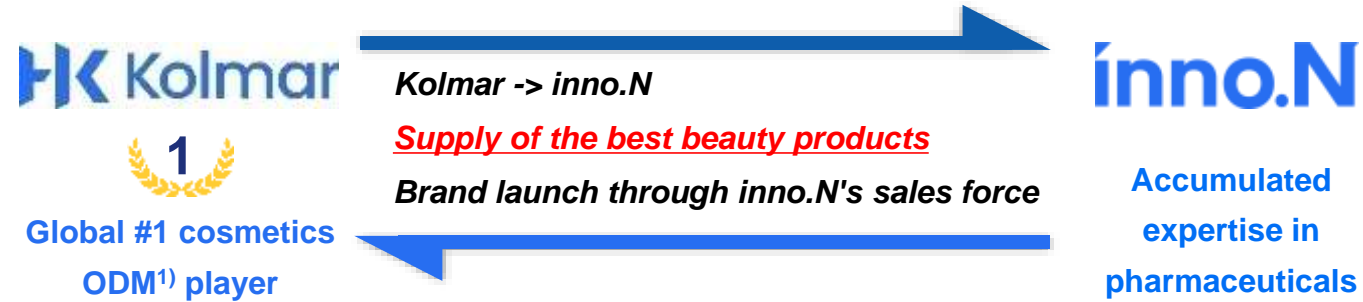
Saessakbori (Liquid tea)

- Launched in 2015 / Sales in 2023 : USD 2mn



H&B - Synergy with Kolmar

Swift entry into derma cosmetics market via accumulated pharmaceutical know-how and partnership with Kolmar (cosmetics ODM¹⁾)



Synergy with Kolmar

Continuous portfolio diversification with aggressive branding

ScalpMed



Hair-loss prevention
 "Microbiome"
 technologies

Be+wants



Patented "nymphoides indica"
 anti-aging, vegan-certified
 product

Growth strategies

Product line-up expansion

major brands

ScalpMed
Be+wants

strategic development

Channel expansion

- Expanding various channel networks such as H&B Store (on/off), Amazon US, etc

Selective market penetration

- Prevention of hair loss
- Slow-aging Basic Line






Company Overview



Core Business – ETC / H&B / R&D

R&D – Key pipeline

Operating R&D pipelines for synthetic new drugs, antibodies, and cell therapy in the areas of gastrointestinal, diabetes/obesity, autoimmune, infection, and oncology

Development stage	Candidate	Pre-clinical	P1	P2	P3	Launch
 Gastrointestinal	Best-in-class First-in-class		B IN-114199 CIC ¹⁾	F FM-101 MASH ²⁾		C K-CAB GERD ³⁾ , Gastric Ulcer, H. Pylori eradication
 Diabetes/Obesity					Planned Ecnoglutide GLP-1 Receptor Agonist	
 Autoimmune	B 22ND01 TYK2 inhibitor		B IN-115314 AD ⁴⁾ , Psoriasis, Rheumatoid arthritis		B IN-115314 Pet Atopic Dermatitis	
 Infection		B IN-B00001 Smallpox				
 Oncology	F IN-B00003 CAR-T/CAR-NK	B IN-119873 Next gen. EGFR ⁵⁾ inh.	B IN-B00004 CD56 NK (AML, MM)			
	F IN-B00002 HLA-G MAB					

Source: Company data

Note: 1) Chronic idiopathic constipation; 2) Metabolic Dysfunction-Associated Steatohepatitis; 3) gastroesophageal reflux disease 4) Atopic dermatitis; 5) Epidermal growth factor receptor

Ecnoglutide: Long-lasting Weekly Injection of GLP-1 Receptor Agonist

Significant decrease in HbA1C and body weight with comparable efficacy to semaglutide and tirzepatide

Overview of Ecnoglutide

Target Indications	Type 2 Diabetes, Obesity, MASH ¹⁾
Dosage & Administration	Once a Week, Subcutaneous(SC) Injection
Development Status	P3 Clinical Studies for T2D/Obeisty in China are ongoing * P1 in AUS / P2 in China and AUS/NZ / P3 in China conducted * P3 for T2D/Obesity planned in KR
Remarks	❖ Clinically proven efficacy and safety which is comparable with semaglutide & tirzepatide ❖ Better cost-effectiveness than current competitors in market ❖ Potential development opportunity for FDC ²⁾ /oral formulation

Paradigm of T2D Treatment: GLP-1 RA³⁾ is a Next-Generation Drug



Market Trends

- ❖ GLP-1 agonist market: reaching a global market size of \$105B in 2029
- ❖ Big pharmas are moving to combination of amylin analogue or DCRA⁴⁾ as well as dual/triple agonist of incretin mimetics in clinical developments

Source: Company internal data, GlobalData, DataMonitor, ADA 2023_poster

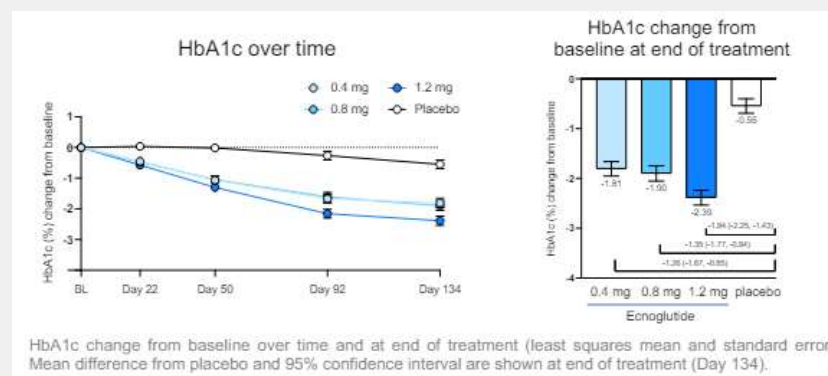
Note: 1) Metabolic dysfunction-associated steatohepatitis 2) Fixed-Dose Combination 3) Glucagon-like Peptide 1

4) Dual amylin and calcitonin receptor agonist

Clinical Information

HbA1c reduction (P2 in China)

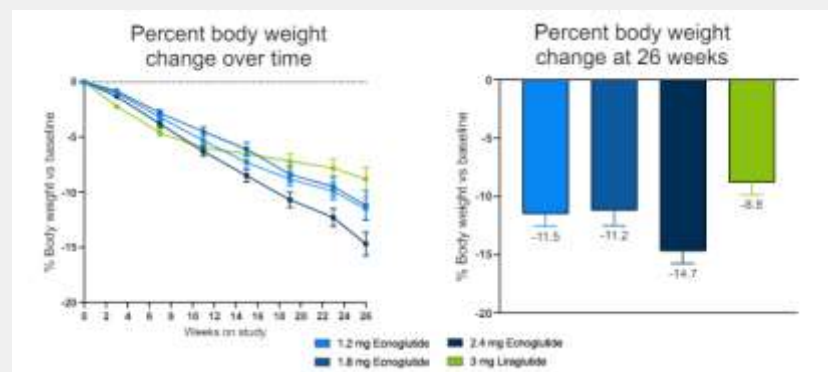
Up to -2.39% HbA1c change at the end of treatment(134 Day)



HbA1c change from baseline over time and at end of treatment (least squares mean and standard error). Mean difference from placebo and 95% confidence interval are shown at end of treatment (Day 134).

Body weight reduction at 26weeks(P2 in AUS/NZ)

Up to 14.7% BW loss after 26weeks of once-weekly dosing



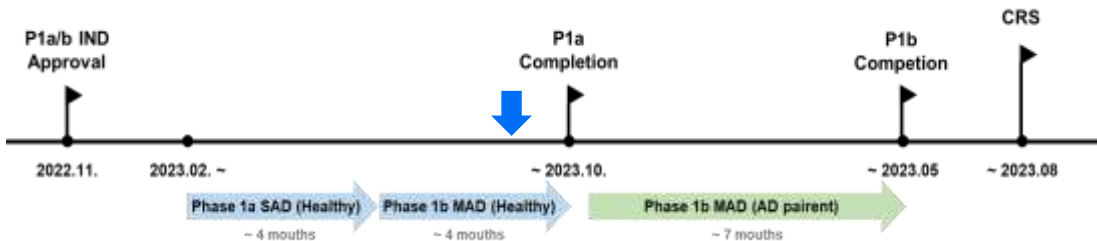
IN-115314: New topical JAK inhibitor for treatment of atopic dermatitis (AD)



Selectivity
 AD DNCB Model
ADME
 2/4/13 week repeat Tox (Rat, Monkey)
 8 week topical repeat Tox (Minipig)
 Genotoxicity
 Local Tox (Dermal, Eye)

Phase 1: First-in-Human (Topical) study ongoing

	Phase Ia	Phase Ib	
	Single Ascending Dose (SAD)	Multiple Ascending Dose (MAD)	
Target	Healthy volunteer (Korean)	Healthy volunteer (Korean)	Patient (Korean, mild to moderate AD)
Investigational product	IN-115314 ointment (5 doses) Placebo	IN-115314 ointment (2 doses) Placebo	IN-115314 ointment (2 doses) Elidel cream
No. of subjects	32	24	24
Endpoint	<ul style="list-style-type: none"> Safety Exposure 	<ul style="list-style-type: none"> Safety Exposure 	<ul style="list-style-type: none"> Efficacy PK/PD parameters Safety
Duration	4M	4 M	7 M



SAD: Completion, MAD: Ongoing; Adverse effect not reported

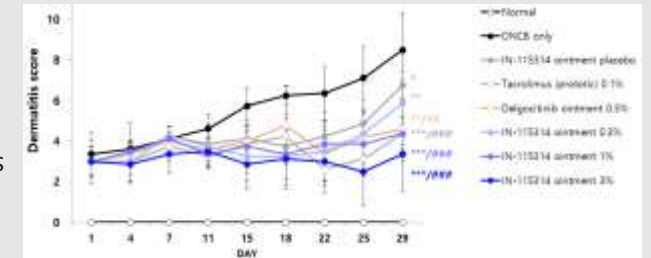
Efficacy and safety of topical IN-115314 (pre-clinical)

Growth of the global atopic dermatitis market : \$16B+ by 2027

- \$10B by 2019, CAGR 13% / Topical market: 25~30%
- 1st topical JAK inhibitor (Opzelura®): market sale \$400M by 2022.
 - Topical market approx. doubles (US) / predicted peak sales \$1.8B
 - Safety concerns by systemic exposure

In vivo efficacy in mouse AD model

- DNCB-induced mouse AD model, Topical administration BID for 28 days
- ~50% improvement in dermatitis score and other skin parameters
- : IN-115314 ointment 3% ≥ tacrolimus 0.1% (TCI), delgocitinib 0.5% (JAKi)



Topical JAK inhibitor, improves safety by minimizing systemic exposure

- No significant adverse effect was observed in Minipig 8-week repeated toxicity study.
- Compared to Opzelura®, improved safety by minimizing systemic exposure (Best in Class).

Day	Dose	AUC _{0-24hr} (ng*h/mL)	Remark
Ruxolitinib cream (Opzelura)			
Day 296	1.0% QD	79	WBC↓
	1.0% BID	146	WBC↓ (dermal NOAEL)
	1.5% BID	198	WBC↓
IN-115314 ointment			
Day 56	1% QD	1.44	-
	3% QD	3.96	-
	5% QD	21.97	- (NOAEL)

IN-115314: New JAK inhibitor for treatment of canine atopic dermatitis (Pet HealthCare)

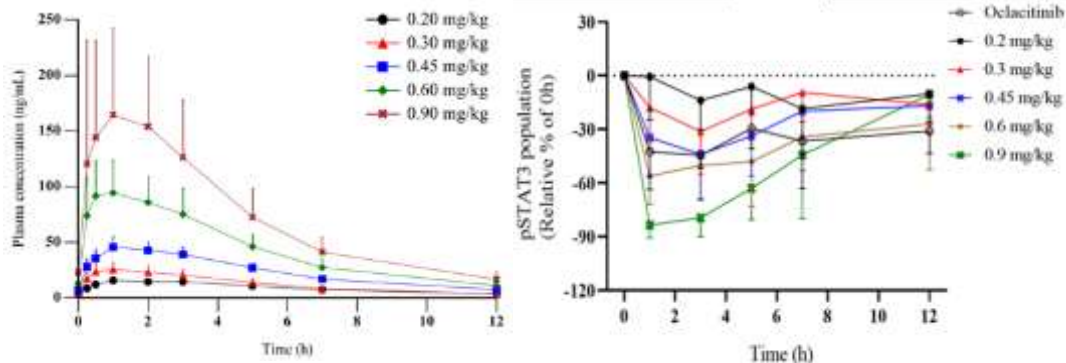


Selectivity
AD HDM Model (mice)
AD DNCB Model (mice)

PK-PD study in healthy dogs
13-week repeated tox study in dogs
Genotoxicity study
Safety pharmacology study

HDM induced AD model in dogs
IL-31 induced pruritus model in dogs

PK/PD study in dogs



- Dose-dependent increase in exposure from 0.2 to 0.9 mg/kg.
- Dose-related PD effects on JAK1-related biomarker were confirmed.
- Effective dose of IN-115314 is considered to be similar to Apoquel®.

Efficacy study in dogs

- HDM induced AD model in dogs: on-going
- IL-31 induced pruritus model in dogs: on-going

Animal Health Sector Revenue Growth

Annual Growth Rate & Shifts in Pets and Livestock

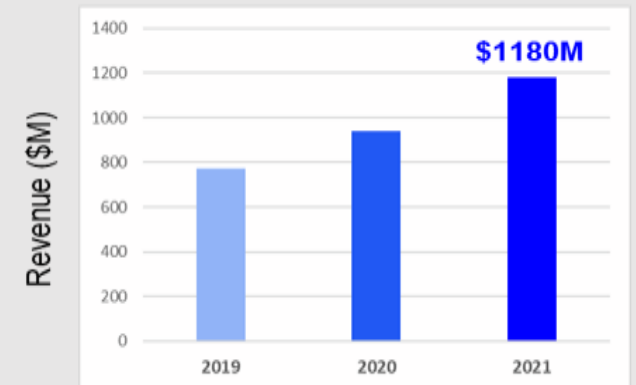


Source: Healthforanimals 2022

JAK inhibitor as a Good Treatment Option for Canine Atopic Dermatitis

- Apoquel® (JAK inhibitor of Zoetis) sales was \$800 million in 2022.
- Skin disease including atopic dermatitis is the most common Vet visits (18%, CAGR 9% in Korea)

Zoetis's AD Revenue (for Canine Use)*



*Apoquel (JAKi) + Cytopoint (IL-31 mab) for Canine AD

IN-119873: Allosteric EGFR inhibitor, the best partner of Tagrisso®

The 4th Gen EGFR TKI for the treatment of L858R EGFR+NSCLC

Efficacy

GLP-Tox

Phase 1

Phase 2

Phase 3

Selectivity
in vitro efficacy
-L858R, L858R/T790M,
L858R/C797S, L858R/T790M/C797S
CDX model
PDX model
Brain metastasis *in vivo* model

I Competitive differentiation in the EGFR TKI Market

▶ The first allosteric EGFR inhibitor

- Excellent kinase selectivity without EGFR wild type activity
- Synergistic effect with osimertinib by unique allosteric binding mode
- Provide treatment options to Tagrisso® resistance patients.

▶ Great antitumor efficacy in patient derived xenograft

- High potential for demonstrating strong efficacy in human tumors

▶ Excellent antitumor efficacy in brain metastasis model

- Enhanced Competitiveness through improved antitumor efficacy in brain



Development of 4th generation EGFR inhibitor compatible with 3rd generation TKI osimertinib combination

▶ Unmet medical needs

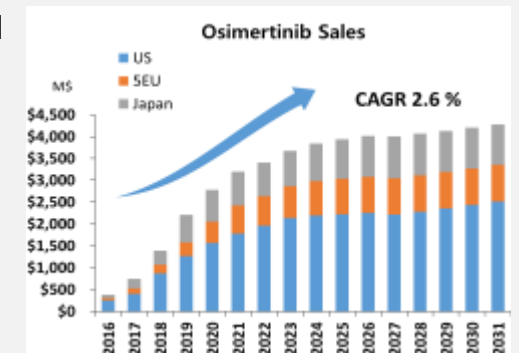
- Despite the approval of 3rd-generation EGFR inhibitors, patients with the L858R mutation exhibit a more unfavorable prognosis.
- There is currently no established standard 2nd line therapy following osimertinib treatment.
- The next-generation EGFR TKIs should address osimertinib resistance effectively, while avoiding EGFR WT activity to reduce issues like skin problems and cardiotoxicity.

▶ Development strategy

- Enhancing efficacy and minimizing through combination with 3rd generation EGFR TKI
- 4th generation EGFR inhibitor as the 2nd line treatment for non-responder to 3rd generation EGFR TKI drugs

▶ Forecast global market growth of EGFR TKI

- Growing and to reach \$6.8B by 2029 at CAGR 11%
- Global market growth of Osimertinib \$4.3B by '29 at CAGR 2.6 %
- The synergistic effect with osimertinib is expected to lead to the expansion of the market, potentially increasing the osimertinib market share.



▶ Global partnering opportunity

TKI: tyrosine kinase inhibitor; Tagrisso®(osimertinib): Standard of Care of NSCLC