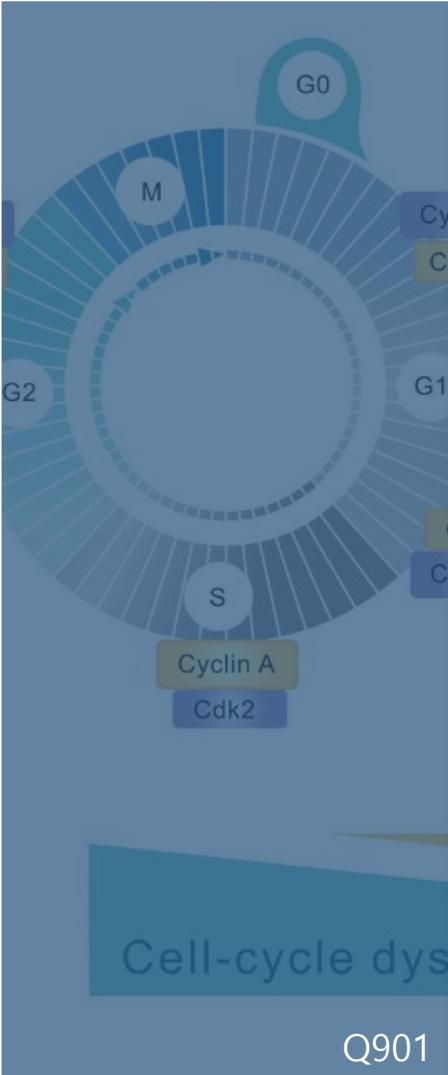
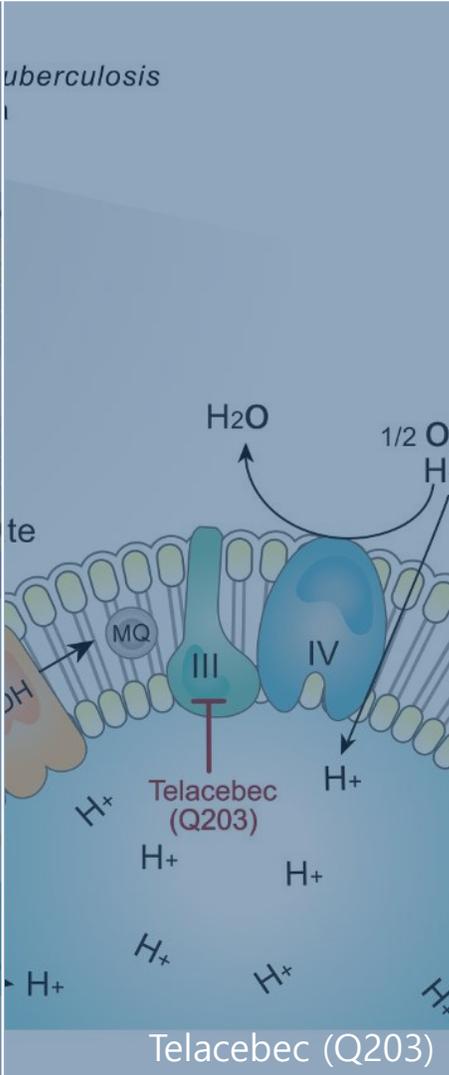


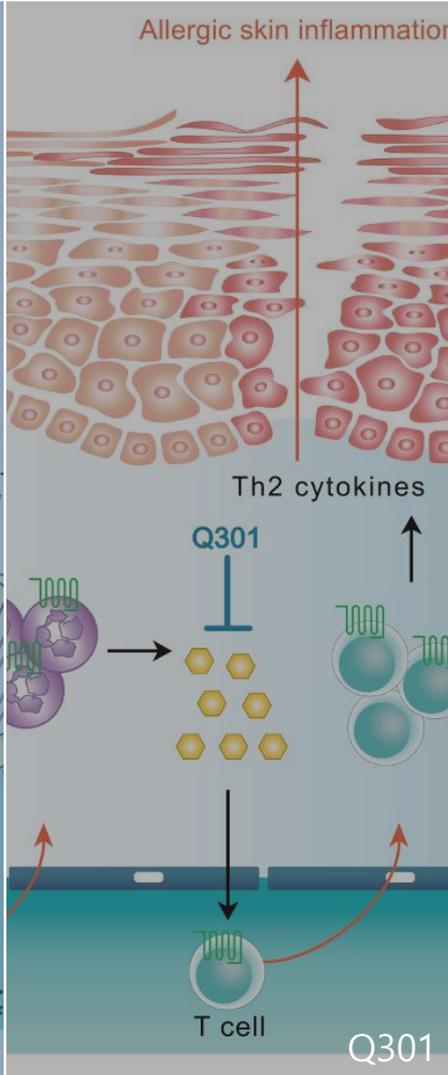
Q702



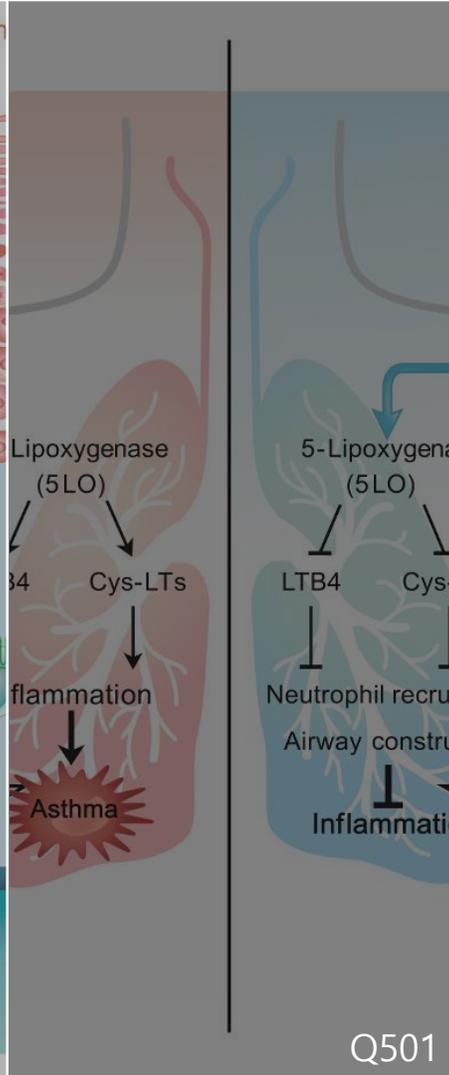
Q901



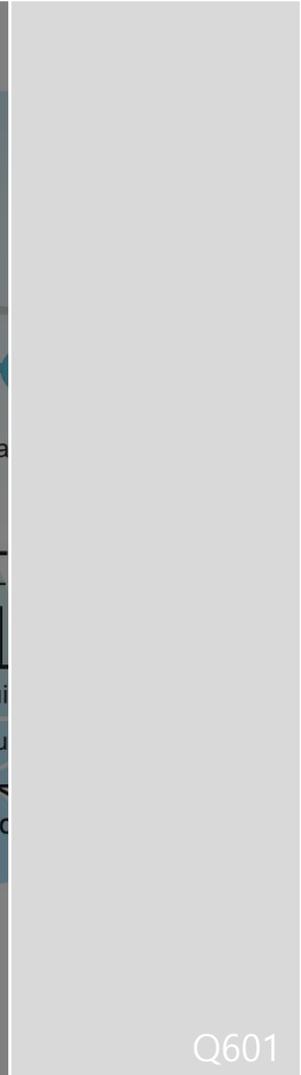
Telacebec (Q203)



Q301



Q501



Q601



2020 Investor Relations
Innovation for Unmet Medical Needs



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- **Business Model**

Company Overview

Business Model



Science Provider

Network R&D = Project Management + Open Innovation

Commercial Partner



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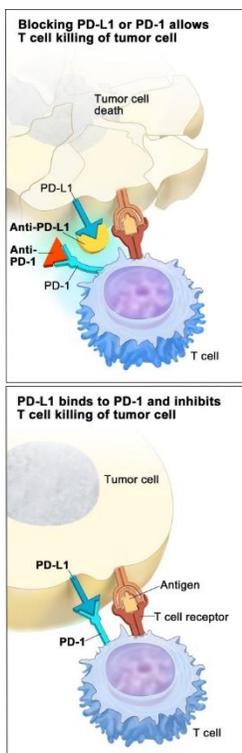
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- **Q702**
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 - Mechanism of Action
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- Q901
 - Indications and Unmet Needs
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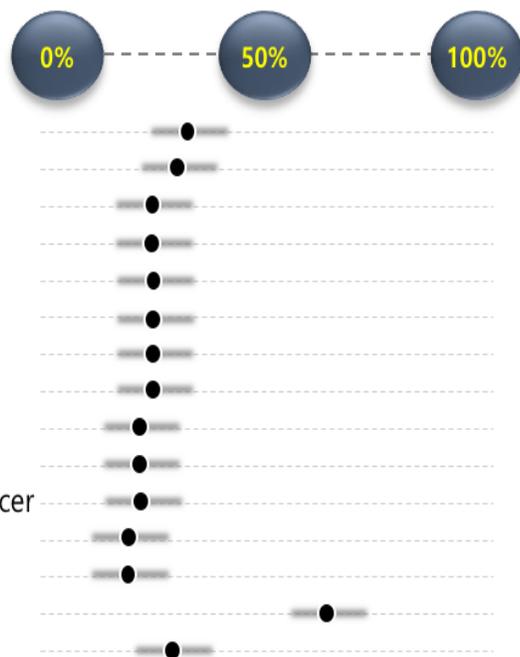
Q702

Cancer immunotherapy's Unmet Medical Needs

낮은 환자 반응률



- Melanoma
- UBC
- NSCLC
- HCC
- HNSCC
- RCC
- SCLC
- Esophageal
- TNBC
- Gastric
- Ovarian Cancer
- CRC
- GBM
- Hodgkin
- NHL

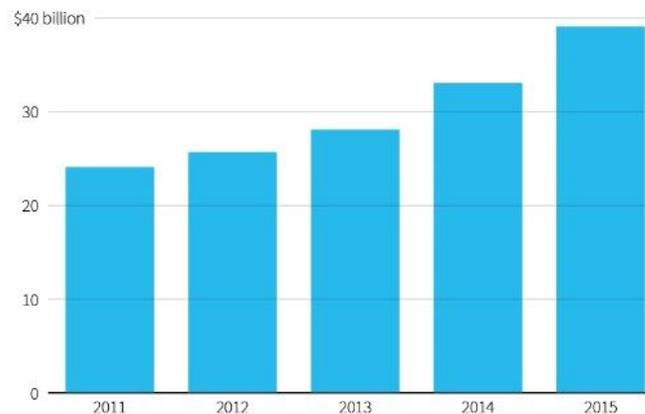


Payer's Dilemma

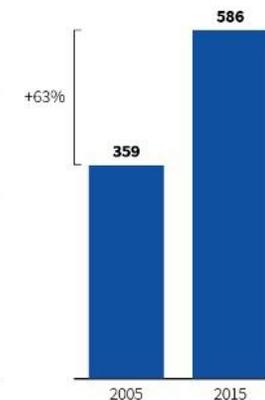
Oncology drug prices

Scientific progress, pricing power, drive pharmaceutical companies to emphasize oncology research.

U.S. SPENDING ON ONCOLOGY MEDICINES



NUMBER OF CANCER DRUGS IN CLINICAL DEVELOPMENT



PD1/PDL1 CHECKPOINT INHIBITOR PRICES

Estimated average per month*

Opdivo BRISTOL-MYERS SQUIBB \$13,100	Keytruda MERCK \$13,000	Bavencio** PFIZER \$13,000	Tecentriq ROCHE HOLDING \$12,500
--	-------------------------------	----------------------------------	--

* Drug price is based on the milligrams of medicine used and varies with the weight of the individual patient.

** Bavencio's price is the wholesale acquisition cost for an average patient.

Sources: QuintilesIMS Institute ; Reuters

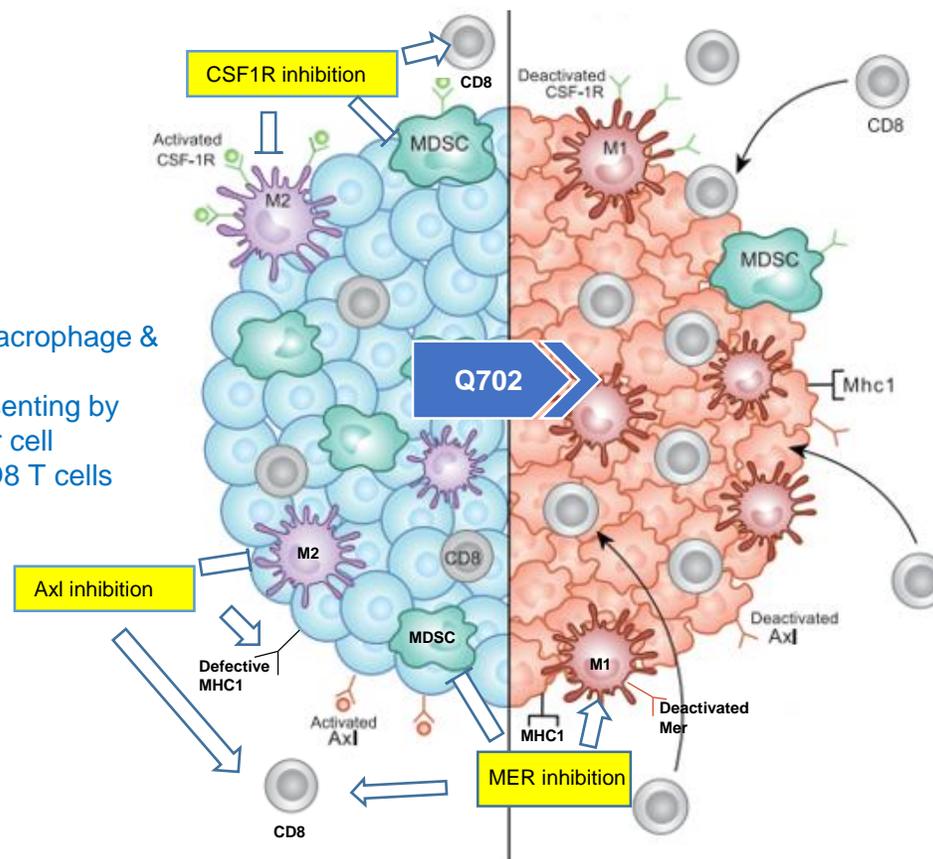
C. Chan 30/03/2017

Q702

Mechanism of Action

면역억제 종양 미세환경

- ✓ Tumor promoting M2 macrophage & MDSC recruitment
- ✓ Decreased antigen presenting by loss of MHC I on cancer cell
- ✓ Decreased cytotoxic CD8 T cells



종양미세환경 변화 by Q702

- ✓ Decreased Myeloid cell
- ✓ Decreased M-MDSC population
- ✓ Decreased tumor associated macrophage
- ✓ Decreased M2 population
- ✓ Increased M1 population
- ✓ Increased CD4 and CD8 T cells
- ✓ Increase antigen presenting by MHC I of cancer cell

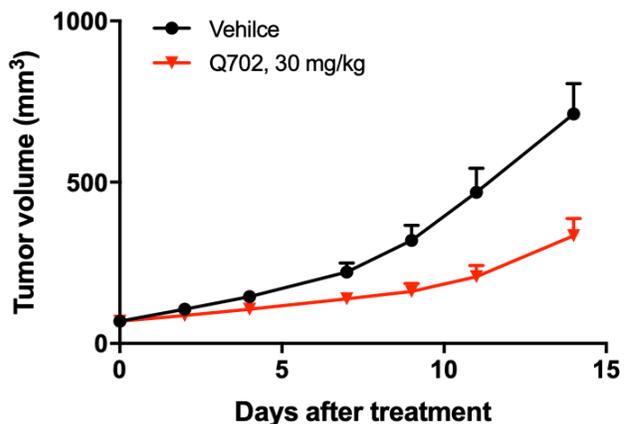
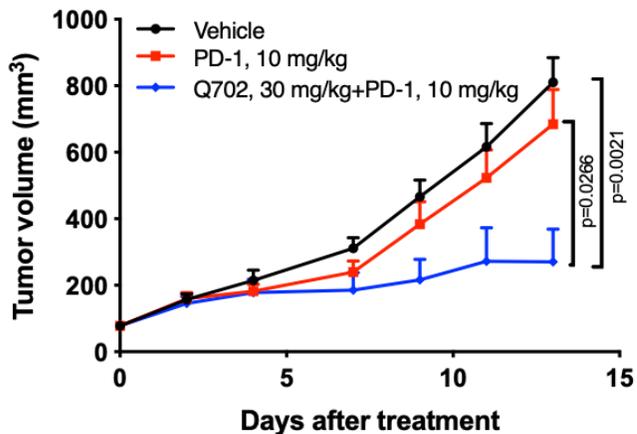
Q702 : Axl/Mer/CSF1R Triple Inhibitor

Change of TME(tumor micro-environment) by Q702

M1 MΦ ↑ , CD8 T cell ↑ , MHC1 ↑ , M2 MΦ ↓ , MDSC ↓

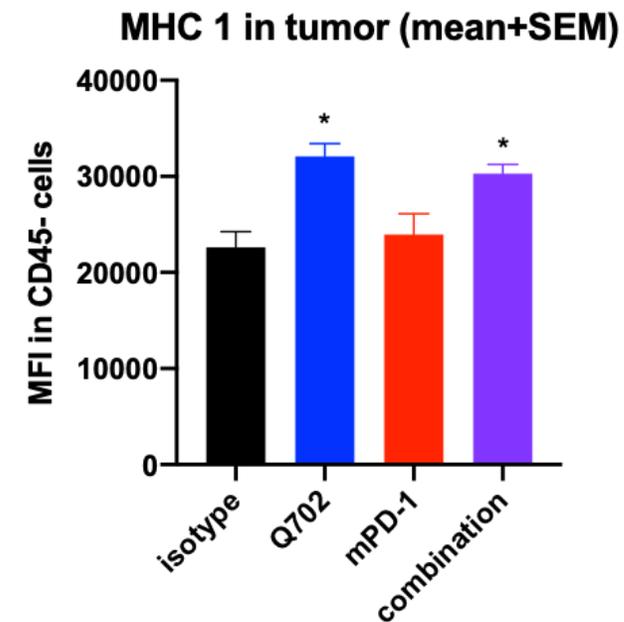
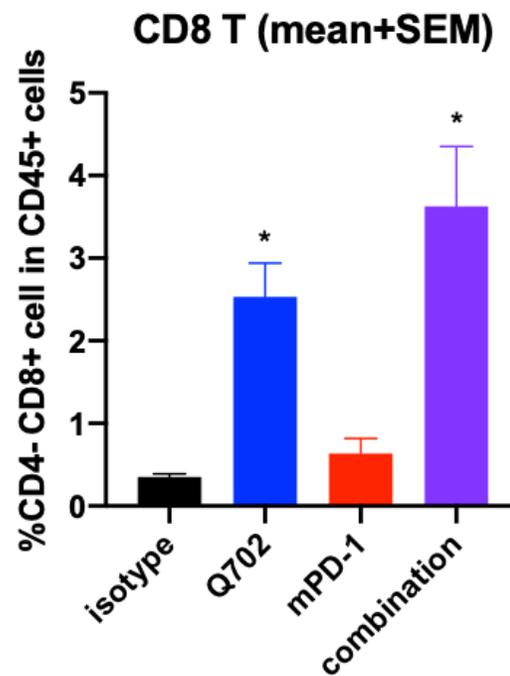
Q702

Key Data



Q702의 차별점

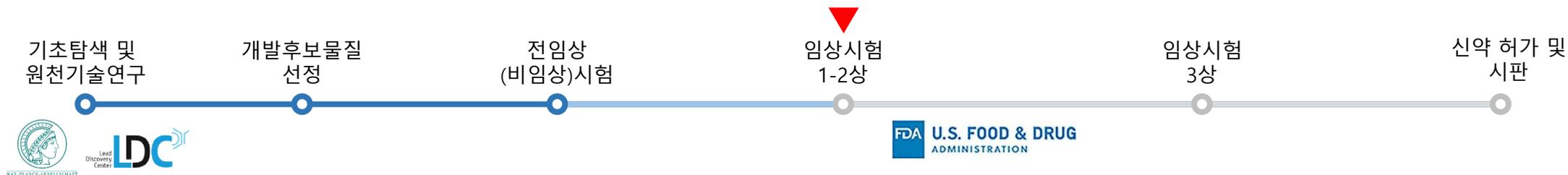
단독 투약 및 병용 투약에서 뛰어난 항암면역 활성화 및 암세포 식별 능력 증대



Immuno-oncology Program

Q702

R&D Development plan



개발 현황

- **2020년 5월 미국 FDA IND 승인**
"Multicenter, Open-label, Dose-Escalation, Safety, Pharmacodynamic, Pharmacokinetic Study of Q702 with a Cohort Expansion at the RP2D in Patients with Advanced Solid Tumors"
- **2020년 3분기 1상 escalation study 개시**
- **바이오마커 개발 진행 중**

개발 계획

- **단독 및 병용 처방으로 적응증 확장**
: 면역관문억제제 효과가 낮은 암
: 약제내성암 (EGFR TKI 내성 NSCLC)
- **가장 빠르게 효과를 보이는 적응증으로 3상 및 허가 가능**

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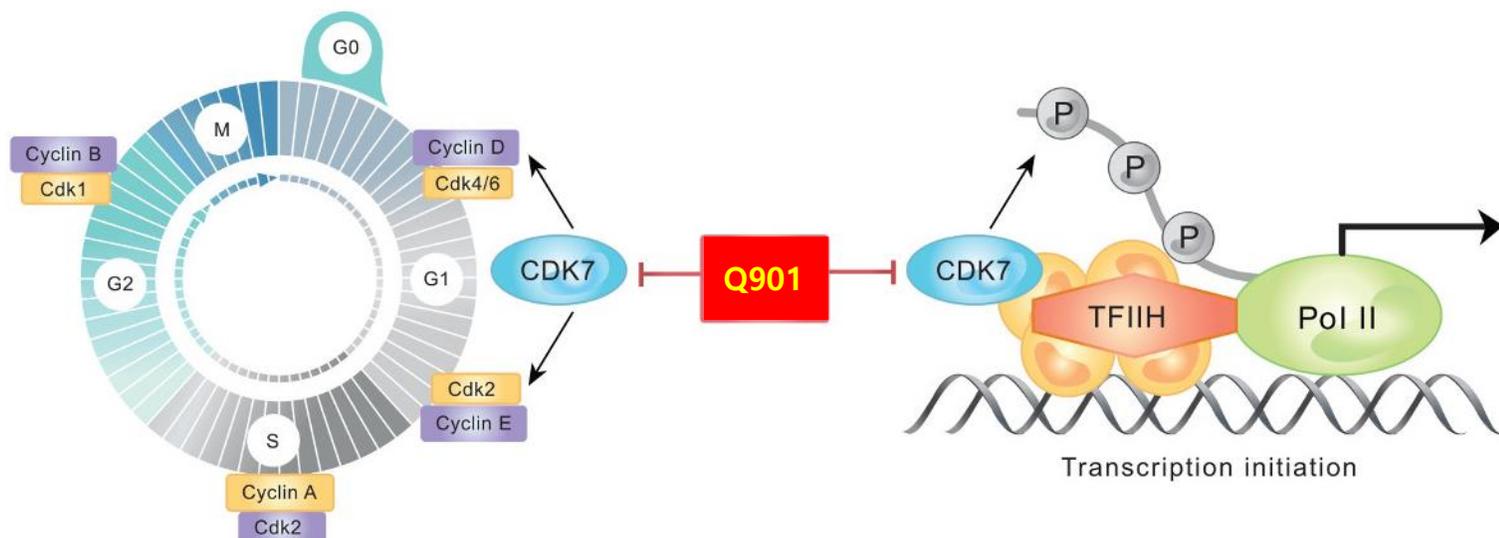
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Q901

Mechanism of Action

Q901 : 다수의 암세포에서 발견되는 'cell cycle checkpoints' 이상을 바로 잡을 수 있는 마스터 키 , **CDK7 inhibitor**



CDK7 is the Master cell cycle regulator

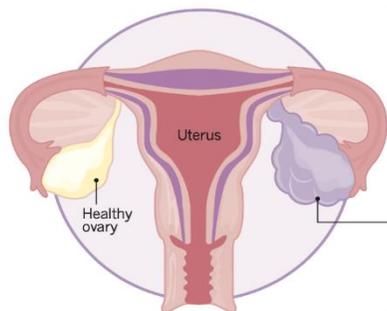
Q901 is an extremely selective and potent CDK7 inhibitor

Transcription addiction in cancer
Cell-cycle dysregulation in cancer

Q901

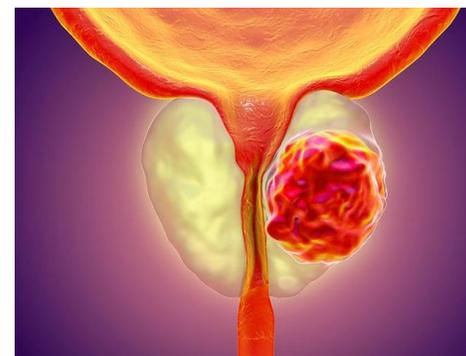
Indications and Unmet Needs

Ovarian Cancer (난소암)

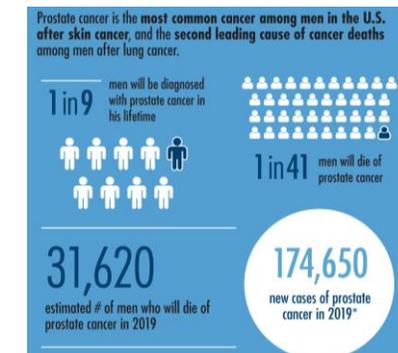


- 조기진단 어려운 대표 여성암 (Silent Killer)
- 표준 치료법 (Platinum)치치 이후 높은 재발율 (1년내 25%)
- Platinum-based therapy non-responder 에서의 치료법이 없음

Prostate Cancer (전립선암)



The International Gynecologic Cancer Society (IGCS)



- 남성에게 두 번째로 환자수와 사망자 많은 암 (미국기준)
- 거세 저항성 전립선암 (CRPC)을 포함하는 호르몬 치료에 반응하지 않는 환자들의 경우 치료법이 없음

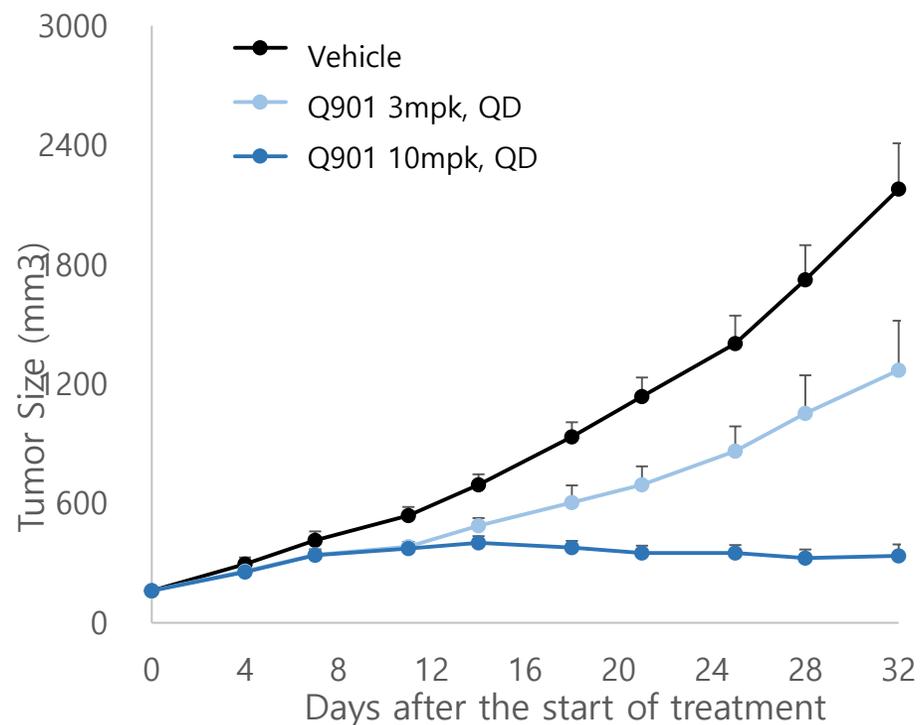
Q901 is a extremely selective CDK7 inhibitor showing potent tumor growth inhibition in various tumor models including drug resistant models

Q901

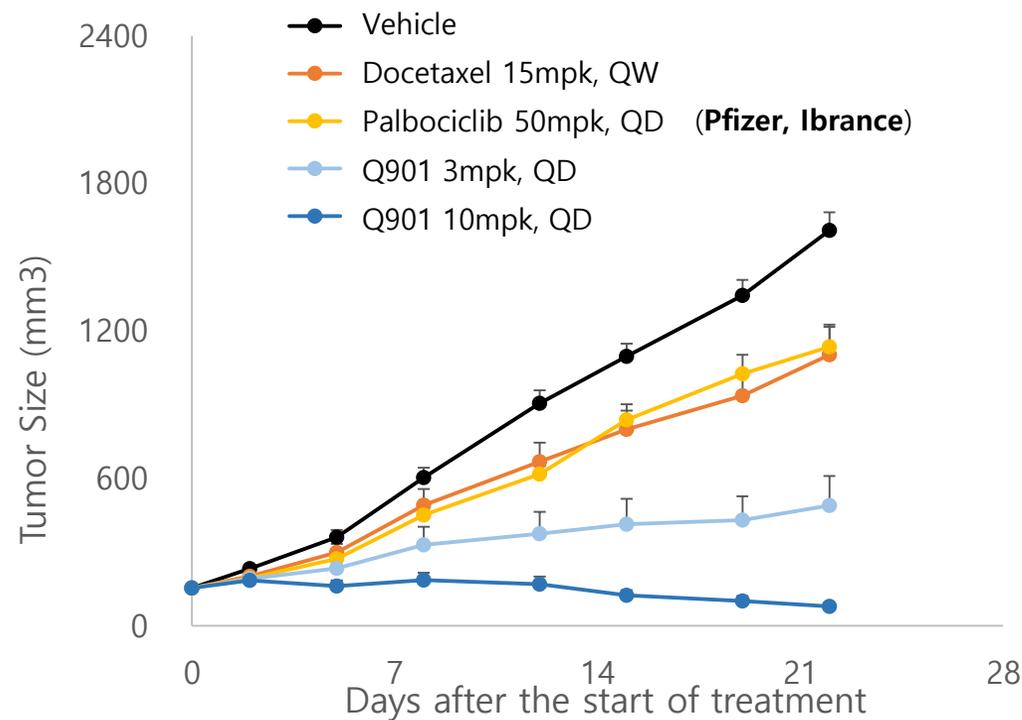
Key Data

대표적 내성암 모델에서의 효능을 통한 기전 검증

High Grade Serous Ovarian Cancer (난소암)



Castration Resistant Prostate Cancer (전립선암)



R&D Development plan



개발 현황

- 2020년 후보물질 확정 및 전임상 시험 진입
- 난소암, 전립선암 및 유방암 등 성호르몬 관련 항암제 개발 계획
- AACR 2020 온라인 포스터 발표

개발 계획

- 2021년 단독 처방으로 미국 임상 1상 진입
: 투여 용량 확정 및 항암 효과 확인
- 적응증 확대 연구로 과제 가치 제고

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 - **Competitive Pipeline in Global**
 - **R&D Development plan**
- **Telacebec(Q203)**
 - **R&D Background**
 - **R&D Development plan**
 - **Superiority**
- **New Science**

Q301

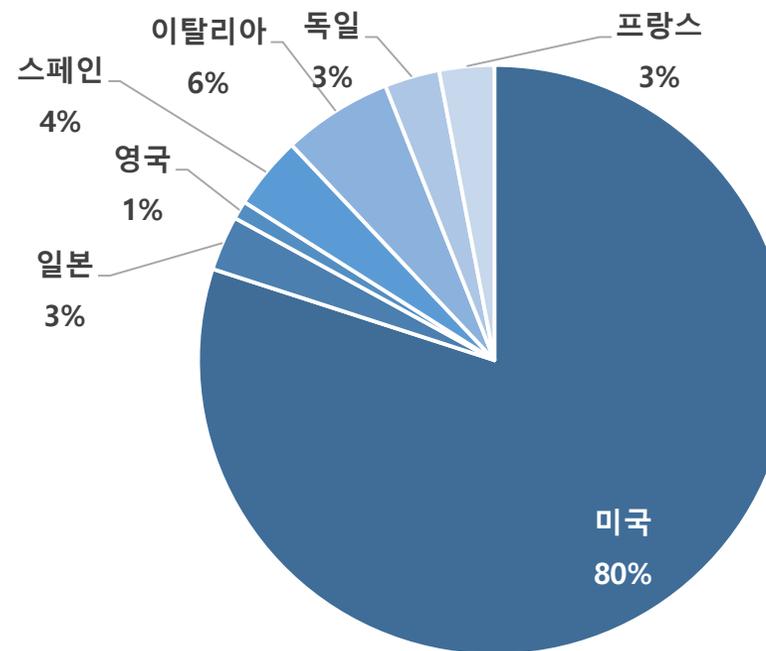
Atopic Dermatitis Market

아토피성 피부염 치료제 시장규모 및 전망



자료 : Global Data, 하이투자증권 리서치센터

국가별 아토피 시장 점유율 (2017년 기준, 7개 선진국)



자료 : Global Data, 하이투자증권 리서치센터

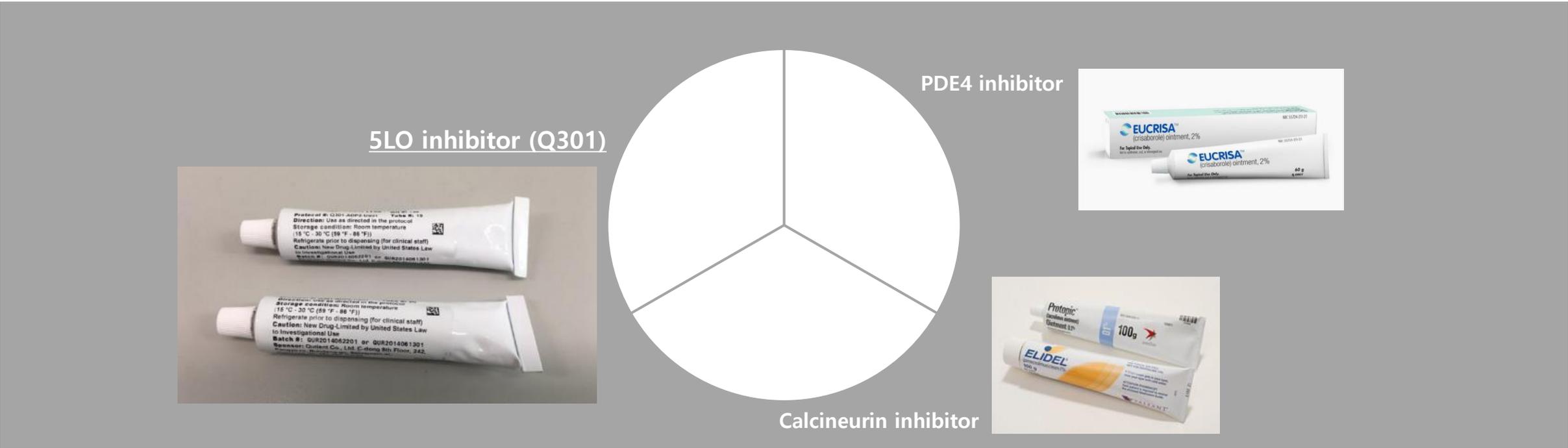
Q301

Market Position

새로운 기전의 아토피성 피부염 치료제

→ 기존 치료제에 제한적인 치료효과를 보고 있는 의사 및 환자에게 새로운 치료법을 제시함으로써 상보적 시장 점유

Non-steroid Topical Product Market for Atopic Dermatitis



Q301

R&D Development plan

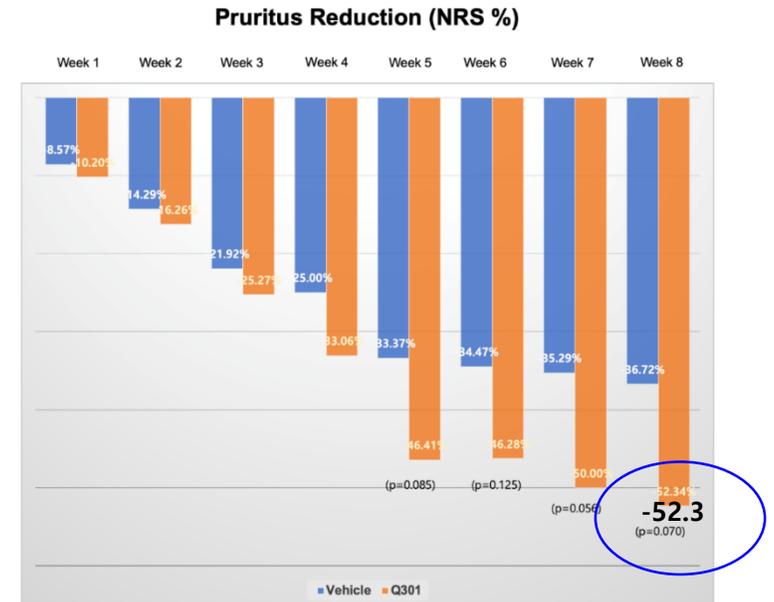
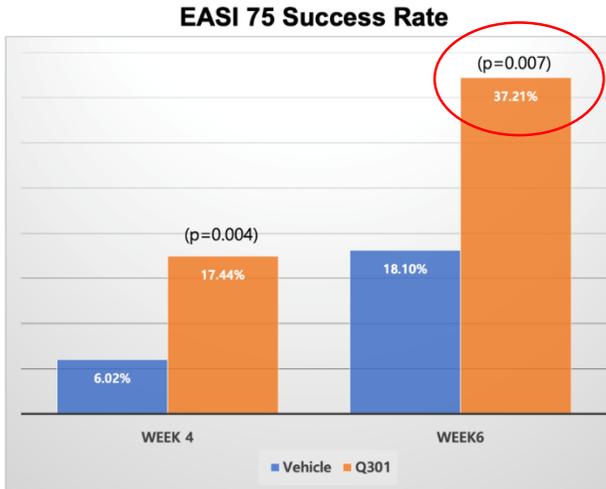


Phase 2b Data

Q301 임상2b상을 통해 뚜렷한 효능을 보이며 임상3상 전략을 제시

- 4~6주 투약으로 효능 확인
- EASI 지표 및 가려움증 지표(NRS)를 통한 3상 디자인 제시
- 두피센트 16주 투약 대비 대등한 결과 확보

	EASI75	NRS
SOLO2(n=708, 16w)	44%	-44.3%
Q301 (n=260, 8w)	37%	-52.3%



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 - R&D Development plan
 - Superiority
- **New Science**

Telacebec(Q203)

* 2018년 3월, Q203의 USAN, INN 성분명으로 "Telacebec" 확정

R&D Background

Unmet medical Needs

- **일반결핵 환자 장기 처방에 따른 내성발생 위험**
 - 이소니아지드, 리팜핀 등 4종 약물 6개월 이상 장기 투약
- **WHO 다제내성결핵 환자 처방 2018년 Guideline**
 - 레보플록사신, 목시플록사신, 베다퀴린, 리네졸리드 중 3종을 포함한 약품 18~20개월 장기 투약
 - MDR-TB 약물 부족으로 MDR-TB 약물만의 처방법 불가



WHO treatment guidelines for multidrug- and rifampicin-resistant tuberculosis
2018 update

- **MDR-TB 약물로 투여기간 단축하는 New Regimen 개발 협의**



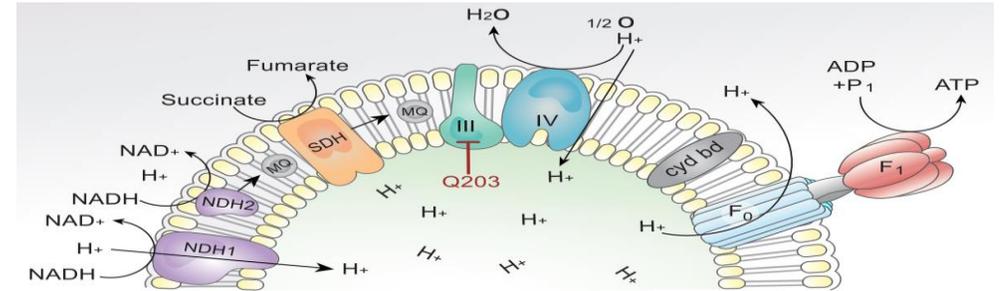
- **일반결핵과 MDR-TB에 모두 통용되는 Universal Regimen 절실**

Regimen	Duration (months)
일반결핵	1~2 개월
내성결핵	5~6 개월

"Telacebec* : New Regimen 구성 후보 중 **Front Runner**"

R&D Background

- **결핵균 호흡을 저해하는 신규 기전**



- **결핵균에만 작용하여 부작용 최소화**

Table 4. MIC₅₀ against non-tuberculous mycobacteria

Isolate Type	INH	RFP	OFX	MXF	LEV	SM	KM	CPM	AMK	EMB	PTH	CS	PAS	PZA	Q203 MIC ₅₀ (µM)
TDR02	R	R	R	R	R	R	R	R	R	R	R	R	R	R	0.6
TDR29	R	R	R	R	R	R	R	R	R	R	R	R	S	R	0.7
TDR27	R	R	R	R	R	R	R	R	R	R	R	R	S	R	2.0
TDR25	R	R	R	R	R	R	R	R	R	R	R	R	S	R	1.0
TDR41	R	R	R	R	R	R	R	R	R	R	R	R	R	R	0.1
TDR51	R	R	R	R	R	R	R	R	R	R	R	R	R	R	1.6
TDR58	R	R	R	R	R	R	R	R	R	R	R	R	S	S	0.8

- **완전내성결핵(TDR-TB) 치료 효능 확인**

Table 5. MIC₅₀ against non-tuberculous mycobacteria

Isolate Type	INH	RFP	OFX	MXF	LEV	SM	KM	CPM	AMK	EMB	PTH	CS	PAS	PZA	Q203 MIC ₅₀ (µM)
TDR02	R	R	R	R	R	R	R	R	R	R	R	R	R	R	0.6
TDR29	R	R	R	R	R	R	R	R	R	R	R	R	S	R	0.7
TDR27	R	R	R	R	R	R	R	R	R	R	R	R	S	R	2.0
TDR25	R	R	R	R	R	R	R	R	R	R	R	R	S	R	1.0
TDR41	R	R	R	R	R	R	R	R	R	R	R	R	R	R	0.1
TDR51	R	R	R	R	R	R	R	R	R	R	R	R	R	R	1.6
TDR58	R	R	R	R	R	R	R	R	R	R	R	R	S	S	0.8

INH : Isoniazid, RFP : Rifampicin, OFX : Ofloxacin, MXF : Moxifloxacin, LEV : Levofloxacin, SM : Streptomycin, KM : Kanamycin, CPM : Capreomycin, AMK : Amikacin, EMB : Ethambutol, PTH : Prothionamide, CS : Cycloserine, PAS : para-aminosalicylic acid, PZA : Pyrazinamide R : Resistant S : Sensitive TDR: Totally drug resistant

효능과 부작용을 동시에 해결할 수 있는 **First in Class** 신약 후보

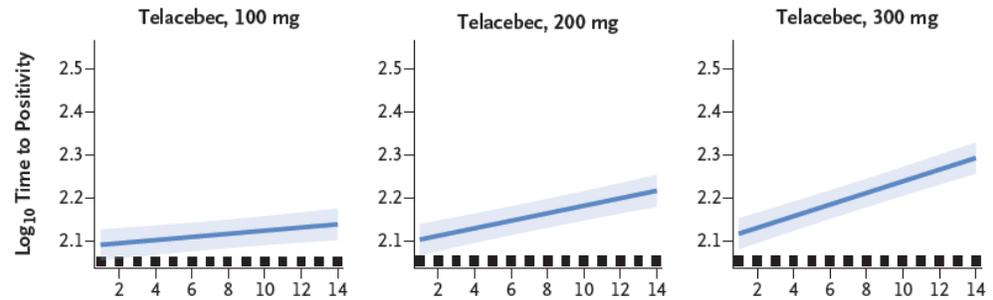
Telacebec (Q203)

R&D Development plan



Phase 2a Data

Telacebec(Q203)은 14일 투약으로 진행된 임상2a상에서 현재까지 개발된 내성결핵 치료제 중 가장 뚜렷한 항 결핵 효능을 보임



*** Priority Review Voucher (PRV)**

- 2007년 미국 FDA, 소외질병 치료제 개발 독려 목적으로 제도 도입 (결핵-리스트에 포함)
- 다른 의약품의 허가기간을 6개월로 단축, 제 3자에게 양도 가능
- 총 34개 발행 (Update Dec. 2019)

Telacebec (Q203) Scientific Excellence

Tuberculosis

- [Nature Medicine](#) (2013.08.04)

- 피인용률 상위 2%의 우수 논문

nature
medicine

LETTERS

Discovery of Q203, a potent clinical candidate for the treatment of tuberculosis

Kevin Pethel^{1,2}, Pablo Bifani^{2,3}, Ichan Jang¹, Sunhee Kang¹, Seijin Park¹, Sejin Ahn¹, Jan Jiricek², Juyoung Jung², Hee Kyoung Jeon², Jonathan Cochetto¹, Thierry Christophe¹, Honggun Lee², Marie Kempf⁴, Mary Jackson⁵, Anne J Lemerts⁵, Ila Pham⁵, Victoria Jones⁵, Min Jung Seo⁵, Young Mi Kim⁵, Mouyoung Seo⁵, Jeong Jea Seo⁵, Dongsik Park⁵, Yoonae Ko⁵, Inhee Choi⁵, Ryangyeo Kim⁵, Se Yeon Kim⁵, Seungbin Lim⁵, Seung-Ae Yim⁵, Jiyoun Nam⁵, Hwanhyu Kang⁵, Haerin Kwon⁵, Chuan-Tack Oh⁵, Yoojin Choi⁵, Yunhee Jung⁵, Jungilwan Kim⁵, Adeline Chua⁵, Bee Hwa Tan⁵, Madhes B Sanyal⁶, Sriharasa P S Rao⁵, Whitney S Barnes⁴, René Witschels⁴, John R Walker⁴, Sylvie Alonso⁴, Saeyeon Lee⁴, Jungjun Kim⁴, Soohyun Oh⁴, Taegwon Oh⁴, Irf Nehrbass⁴, Sung-Jun Han⁴, Zaesung No^{4,11}, Jinhwa Lee², Priscille Brodin², Sang-Nae Cho¹⁰, Kiyeon Nam⁹ & Jaeseung Kim¹

- [The New England Journal of Medicine](#) (2020.03.26)

- Impact factor 최상위 저널 (70.670)

THE NEW ENGLAND
JOURNAL OF MEDICINE

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CORRESPONDENCE [FREE PREVIEW](#)

Telacebec (Q203), a New Antituberculosis Agent

Telacebec (Q203) is a novel drug that targets *Mycobacterium tuberculosis* cellular energy production through inhibition of the mycobacterial cytochrome bc1 complex. This proof-of-concept study evaluated the bactericidal activity of telacebec over a period of 14 days in patients with newly diagnosed, drug-susceptible pulmonary tuberculosis.

March 26, 2020
N. Engl. J. Med. 2020; 382:1280-1281
DOI: 10.1056/NEJM1913327

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[PRV 부여대상 질병]

To be eligible for a voucher, the drug or vaccine must satisfy the following criteria.

- Treat one of the following diseases:
 - Blinding trachoma
 - Buruli Ulcer
 - Chagas (FDA added in 2015)
 - Chikungunya virus disease (FDA added in 2018)
 - Cholera
 - Cryptococcal meningitis (FDA added in 2018)
 - Dengue
 - Dracunculiasis
 - Fascioliasis
 - Filoviruses (including Ebola) (Congress added in 2014)
 - Human African trypanosomiasis
 - Lassa fever (FDA added in 2018)
 - Leishmaniasis
 - Leprosy
 - Lymphatic filariasis
 - Malaria
 - Material threat medical countermeasures (Congress added in 2016)
 - Neurocysticercosis (FDA added in 2015)
 - Onchocerciasis
 - Rabies (FDA added in 2018)
 - Rare pediatric disease (Congress added in 2012)
 - Schistosomiasis
 - Soil transmitted helminthiasis
 - Tuberculosis
 - Yaws
 - Zika (Congress added in 2016)

Buruli ulcer

- [Nature Communications](#) (2018.12.18)



ARTICLE

<https://doi.org/10.1038/s41467-018-07804-5> OPEN

Targeting the *Mycobacterium ulcerans* cytochrome *bc₁aa₃* for the treatment of Buruli ulcer

Nicole Scherr^{1,2}, Raphael Bieri^{1,2}, Sangeeta S. Thomas³, Aurélie Chaufour⁴, Nitin Pal Kalia³, Paul Schneide⁵, Marie-Thérèse Ruf^{1,2}, Araceli Lamelas^{1,2,6}, Malathy S.S. Manimekalan⁷, Gerhard Grüber⁷, Norihisa Ishii⁸, Koichi Suzuki^{8,9}, Marcel Tanner^{1,2}, Garrett C. Moraski¹⁰, Marvin J. Miller¹¹, Matthias Witschel⁵, Vincent Jarlier^{4,12}, Gerd Pluschke^{1,2} & Kevin Pethel^{3,7}

- [Antimicrobial Agents and Chemotherapy](#) (2020.03.31)



Antimicrobial Agents
and Chemotherapy

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Clinical Therapeutics

Telacebec for ultra-short treatment of Buruli ulcer in a mouse model

Deepak V. Almeida, Paul J. Converse, Tiff. Omansen, Sandeep Tyagi, Rokeya Tasneem, Jeonghan Kim, Eric L. Nuernberger

DOI: 10.1128/AAC.0259-20

Telacebec (Q203)

ARDS with viral pneumonia (Including Covid-19)



MINI-REVIEW

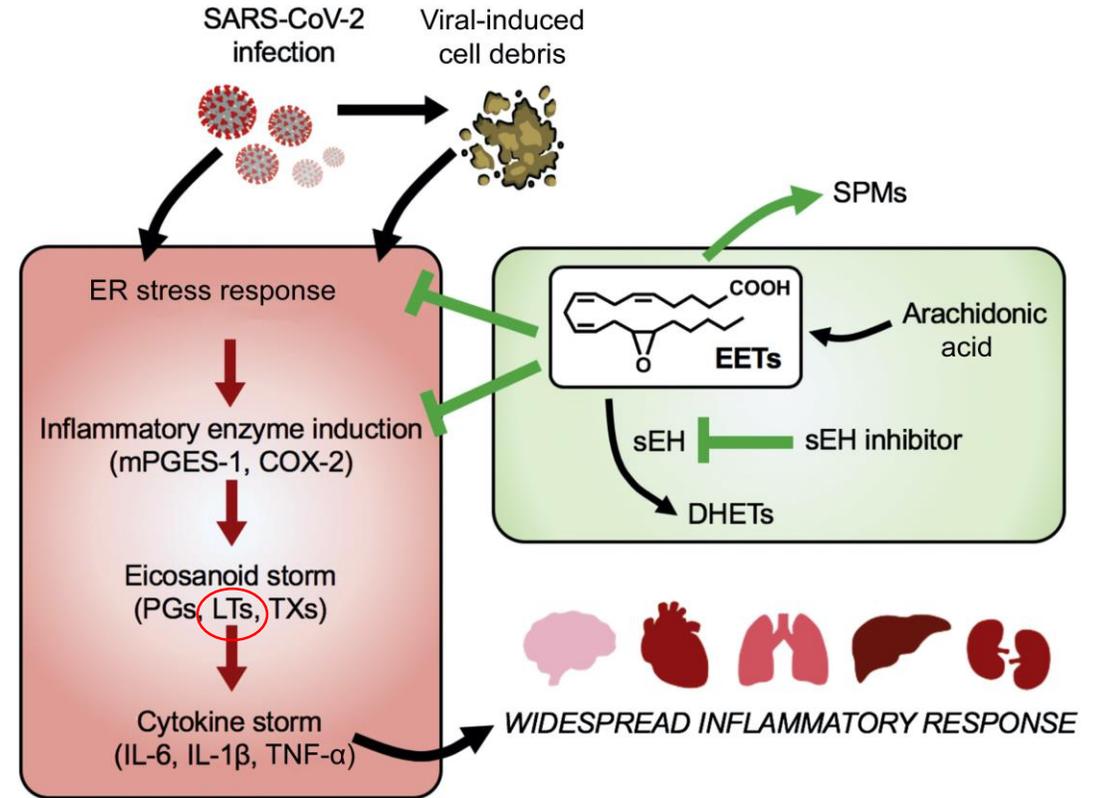
Eicosanoids

The Overlooked Storm in Coronavirus Disease 2019 (COVID-19)?

Bruce D. Hammock,* Weicang Wang,* Molly M. Gilligan,^{††} and Dipak Panigrahy^{††}

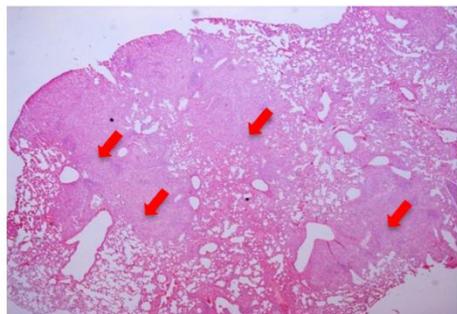
From the Department of Entomology and Nematology and UCD Comprehensive Cancer Center,* University of California, Davis, California; and the Center for Vascular Biology Research[†] and the Department of Pathology,[‡] Beth Israel Deaconess Medical Center, Harvard Medical School, Boston, Massachusetts

미국 병리학회지 2020년 6월 발표

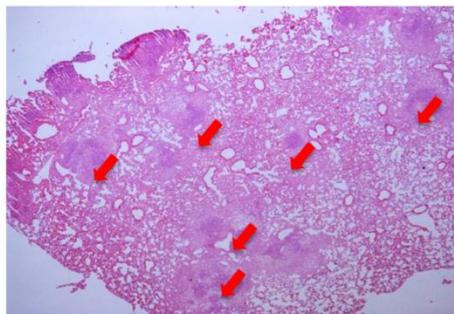


Telacebec (Q203)

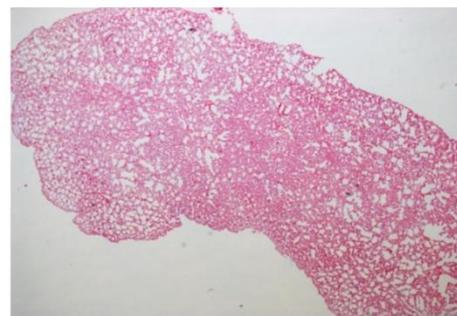
ARDS with viral pneumonia (Including Covid-19)



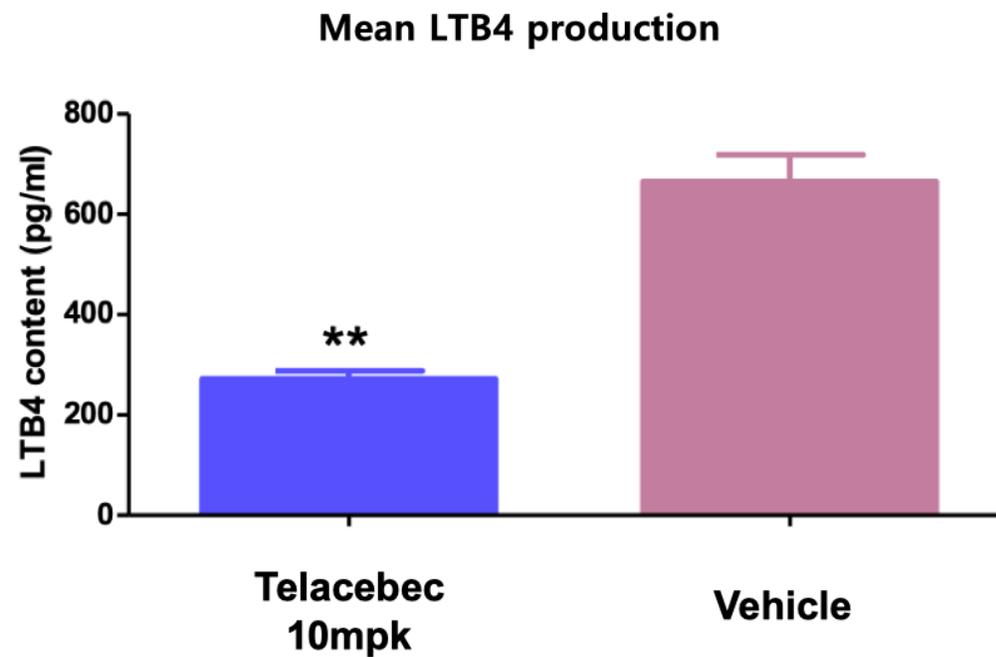
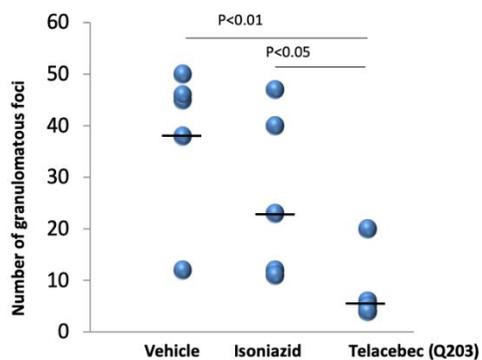
Untreated (vehicle)



INH(15mpk)
3.3 log₁₀ bacterial burden reduction



Telacebec (Q203) (10mpk)
3.13 log₁₀ bacterial burden reduction



** P value <0.01 compared with vehicle group

큐리언트 Telacebec 논문 중 (Nature Medicine, 2013)

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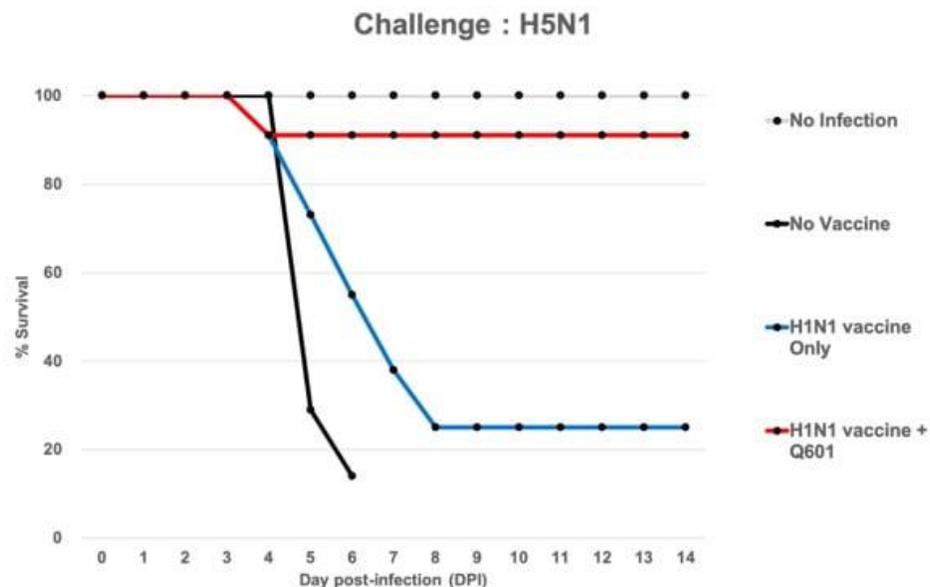
- **Q301**
 - Atopic Dermatitis Market
 - Competitive Pipeline in Global
 - R&D Development plan
- **Telacebec(Q203)**
 - R&D Background
 - R&D Development plan
 - Superiority
- **New Science**

Q601

Exploring new scientific frontier: Universal vaccine for influenza or covid-19?



H1N1 flu vaccination with short term Q601 administration provide good protection against H5N1 avian flu challenge



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Investment Highlight

Business Strategy : Spin-off new programs



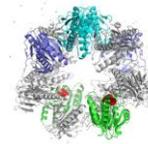
- 조인트벤처 설립을 위한 계약 체결 (2019.10.02)

독일막스플랑크연구소, LDC와 조인트벤처 설립

(2020년 1월 독일 도르트문트)

ImmunoProteasome Inhibitor

ImmunoProteasome 저해제



기존 치료제 대비 효능 및 부작용 개선

다발성골수종 및 고형암, 자가면역질환으로 적응증 확장

Multiple Myeloma의 Unmet Medical Need



셀진의 "Revlimid"
항암제 중 매출 Top1
탈리도마이드 계열



다케다의 "Velcade"
항암제 중 매출 Top15
Narrow Therapeutic Window

Investment Highlight

Pipeline Strategy : Sustainable Expansion of Pipeline in Global

			기초연구	개발후보 선정	전임상 개발	임상 1상	임상 2상	Remark	
항암	Axl/Mer/CSF1R triple inhibitor (Q702)	면역항암		[Progress bar]					
		비소세포폐암		[Progress bar]					
	CDK7 inhibitor (Q901)	암		[Progress bar]					
	iProteasome inhibitor	암 자가면역		Joint Venture in Dortmund					
항생	Cyt bc1 inhibitor (Telacebec/Q203)	다제내성결핵		[Progress bar]					
		브롤리 궤양		[Progress bar]					
		급성 호흡곤란 증후군		[Progress bar]					
항염증	Topical 5-LO inhibitor (Q301)	아토피성피부염		[Progress bar]					
	Oral 5LO inhibitor	천식		[Progress bar]					
면역	Q601	Immune Modulator		[Progress bar]					

설립된 지 100년 이상의 세계 정상급 연구기관과의 우수한 기초연구 소싱 네트워크



노벨상 33회 수상 경력



노벨상 10회 수상 경력

