inno.N (KS.195940)

Investor Presentation

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Official TELEGRAM





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innovate New & Next

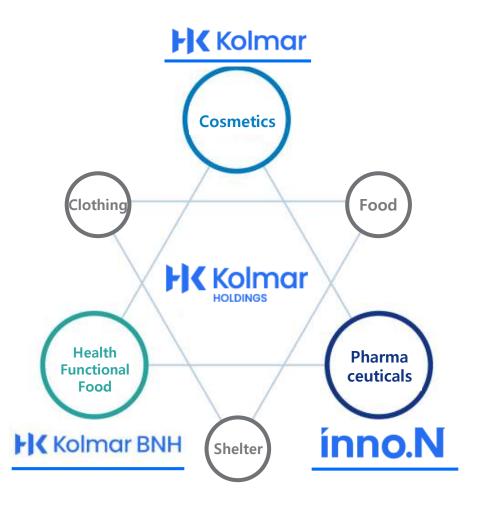
Contents inno.N

Company Overview

Core Business - ETC / H&B / R&D

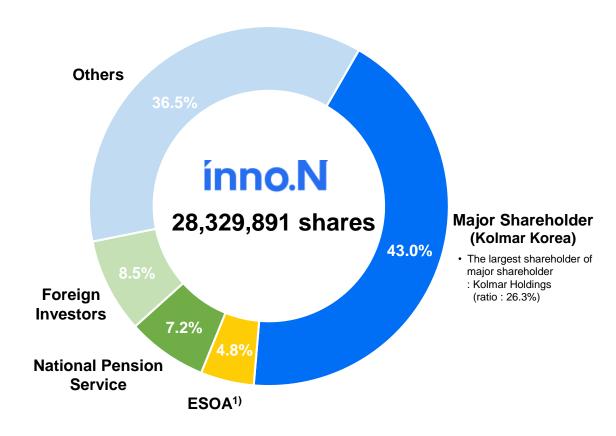
Company Overview

Kolmar Korea Group



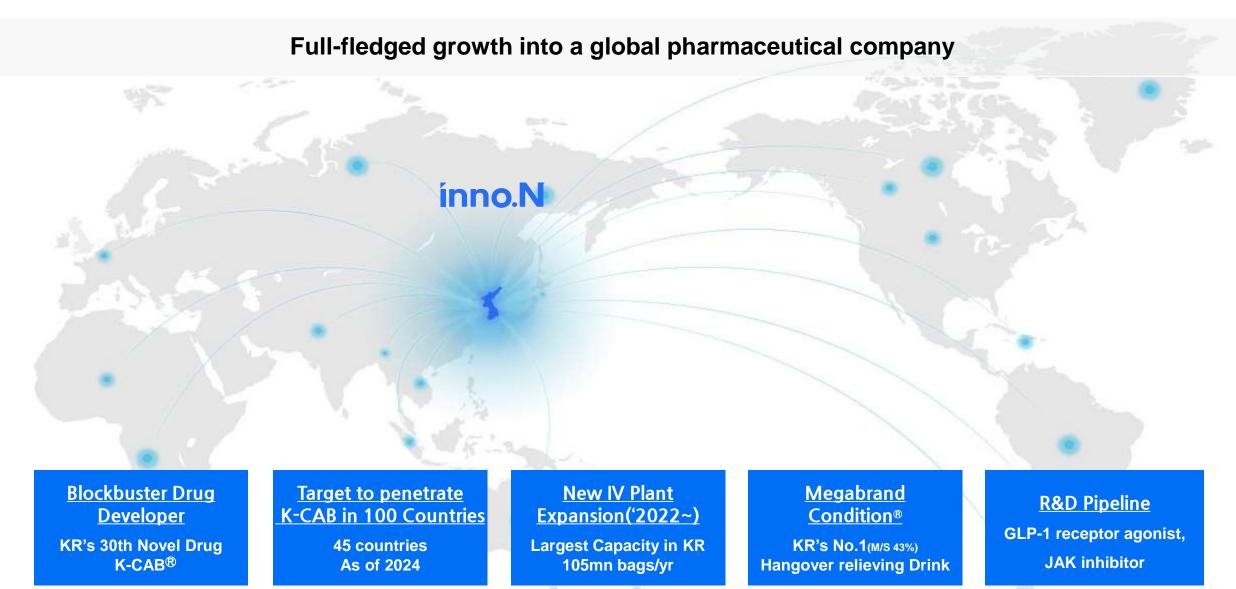
Shareholders

As of Sep 30, 2024



1) Employee Stock Ownership Association

Corporate Identity



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.



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	Е	S	G
2024	A+	Α	A+	A+
2023	Α	Α	A+	Α



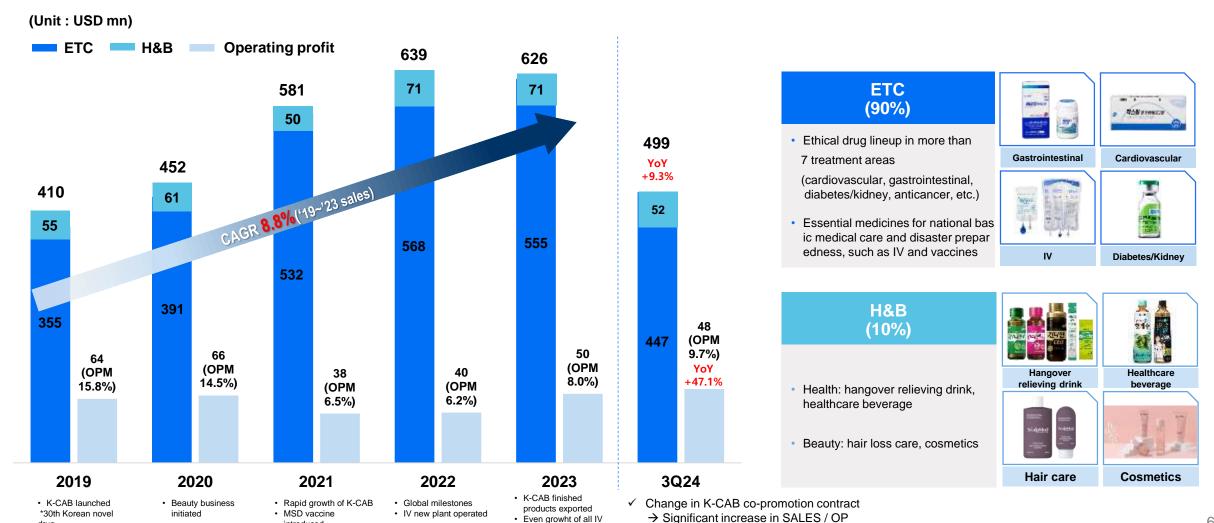
Year	Asset Size	Total
1H2024	AA	AA
2H2023	AA	AA
1H2023	AA	AA

Business Performance

introduced

drug

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



✓ Carddiovascular & Diabete drug expension

products

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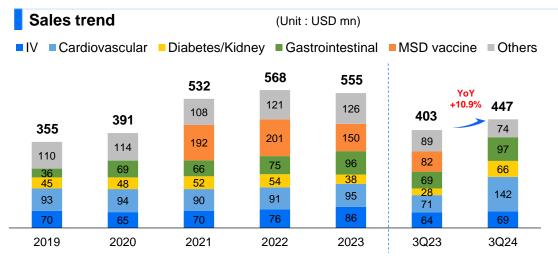
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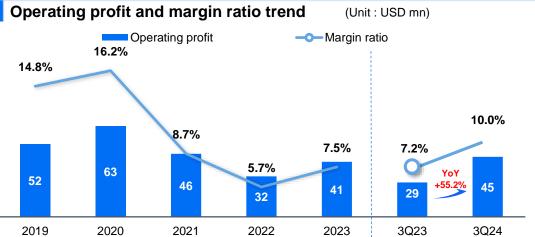
Company Overview

Core Business - ETC/H&B/R&D

ETC – Business Status

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





Major achievements

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

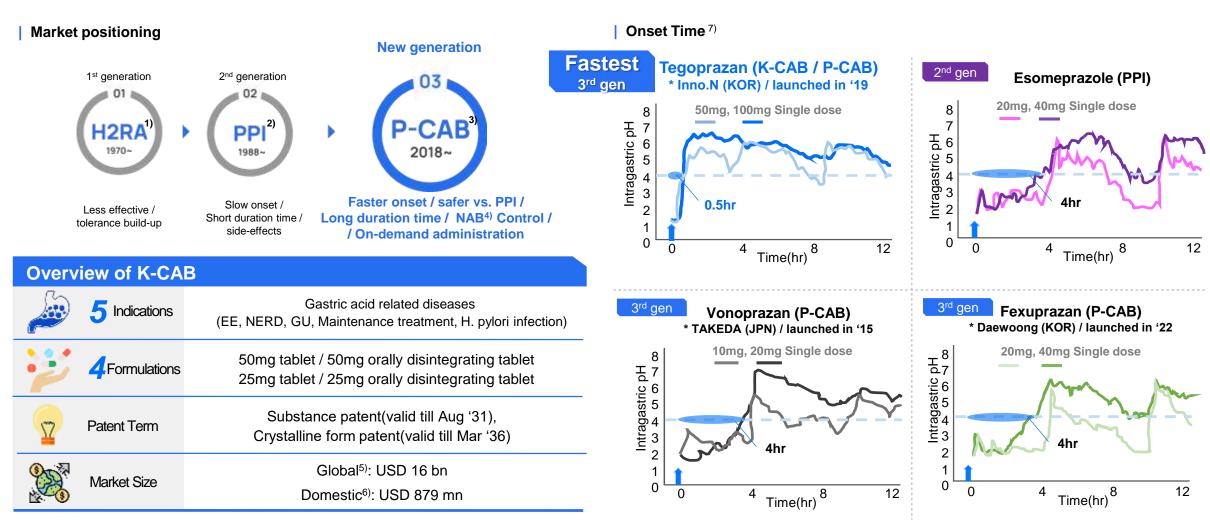
2 Additional growth momentum via new Osong IV plant
Production capacity Expansion

: 50 mn bags per a year → 105 mn bags per a year

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

K-CAB®: Next Generation A2B Drug

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



Source: Company data, UBIST data, BCC Research

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

Launched in Mar, 2019

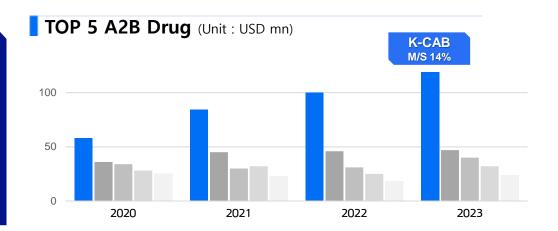
Co-Promotion withBoryung
(Jan 2024~)

Accumulated prescription sales

USD 504mn

Prescription performance exceeded **USD 14mn** on average per a month

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



UBIST Prescription result (Unit : USD mn)



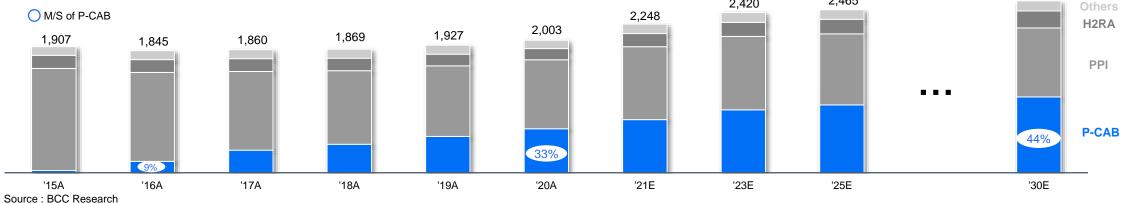
Source : UBIST, Company data

Domestic/Japanese A2B Market status

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

Domestic Market M/S (Unit: %)

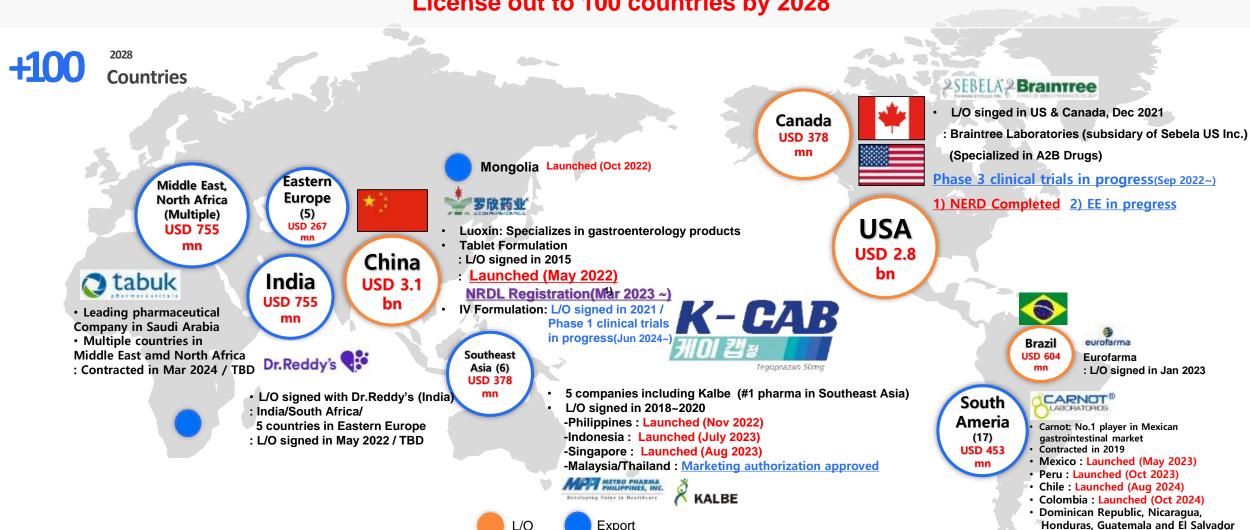




K-CAB®: Global Strategy

Licensed Out to 45 countries including US and China → Marketing approval and launch in 17 countries

License out to 100 countries by 2028



: Launched (Nov 2024)

• 8 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
- 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
- Injection(LX22001) clinical trials approved NMPA in June 2024

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



USA



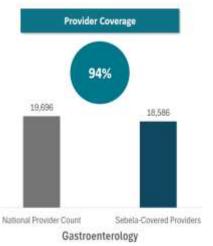
L/O Contract (Dec. 2021)

 Braintree Laboratories, a subsidiary of Sebela US Inc. (Amount: USD 540mn)

Overview

- US pharmaceutical company with market leading position in Gastroenterology
- FDA approved Novel Drug [SUTAB('21), SUFLAVE('23)]
- net sales ~\$150m, driven by market leading colon prep
- Covering 94% of US Gastroenterology provider





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

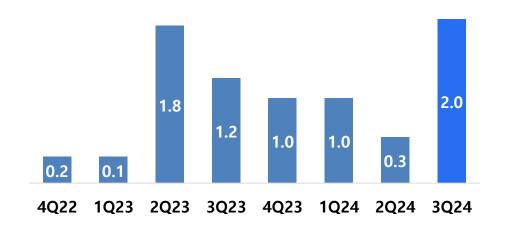
K-CAB®: Finished Product Exports

Global Launch and Sales Initiation via Marketing Authorization Approval

K-CAB finished product export countries

Lan	Region	Country	Launch
1	-	Mongolia	Oct 2022
2		Philippines	Nov 2022
3	South-	Indonesia	Jul 2023
4	East	Singapore	Aug 2023
5	Asia	Malaysia	<u>Marketing</u>
6		喜 Thailand	authorization approved
7		Mexico	May 2023
8		↔ Peru	Oct 2023
9		🕒 Chile	Aug 2024
10		⊖ Colombia	Oct 2024
11	South America	nominican Republic	
12		Nicaragua	
13		C Honduras	Nov 2024
14		🙌 Guatemala	
15		🕏 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

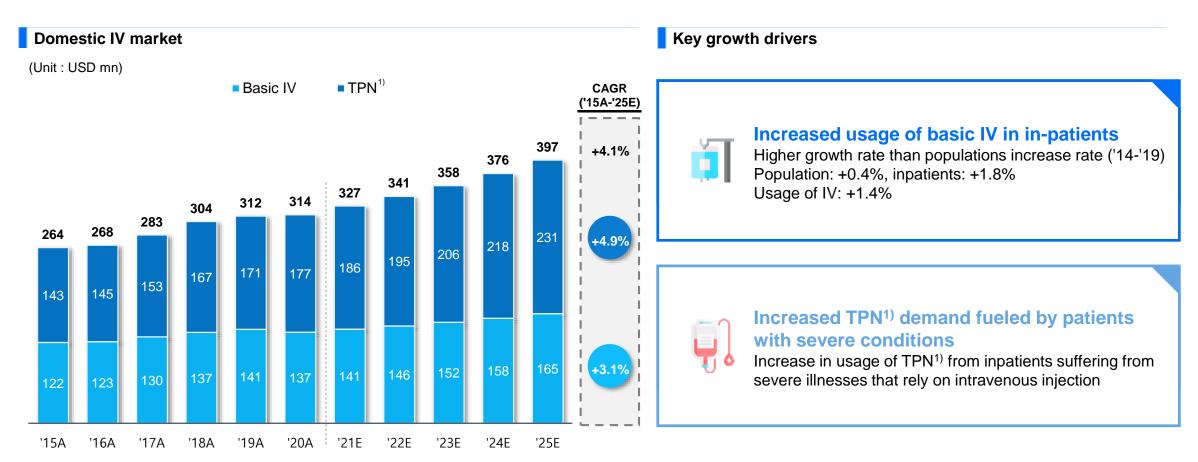
Co-Promotion Strategy

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

(Source : UBIST)

Domestic IV Market Forecast

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

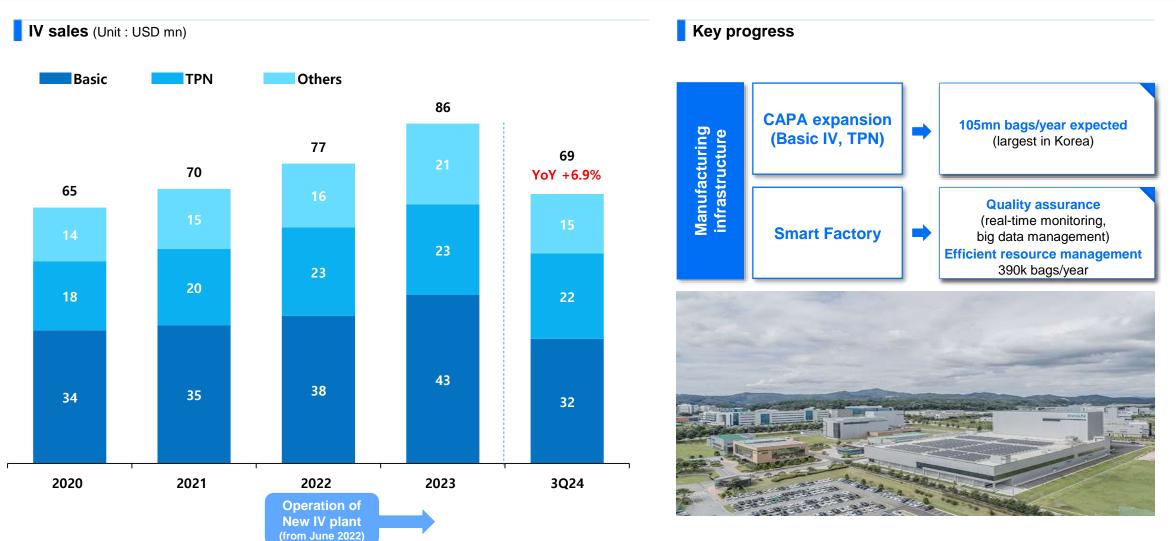


Source: BCC Research Note: 1) Total parenteral nutrition

IV Business

Note: 1) Twist-Off Protector

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



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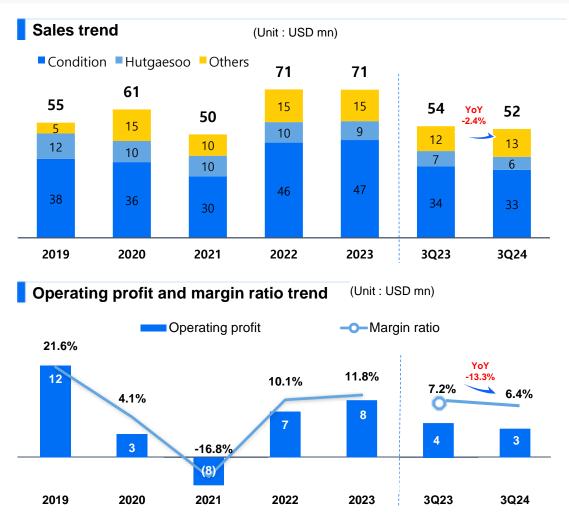
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Company Overview

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)



Major achievements



Hangover relieving drink (Condition)

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



Healthcare beverage

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

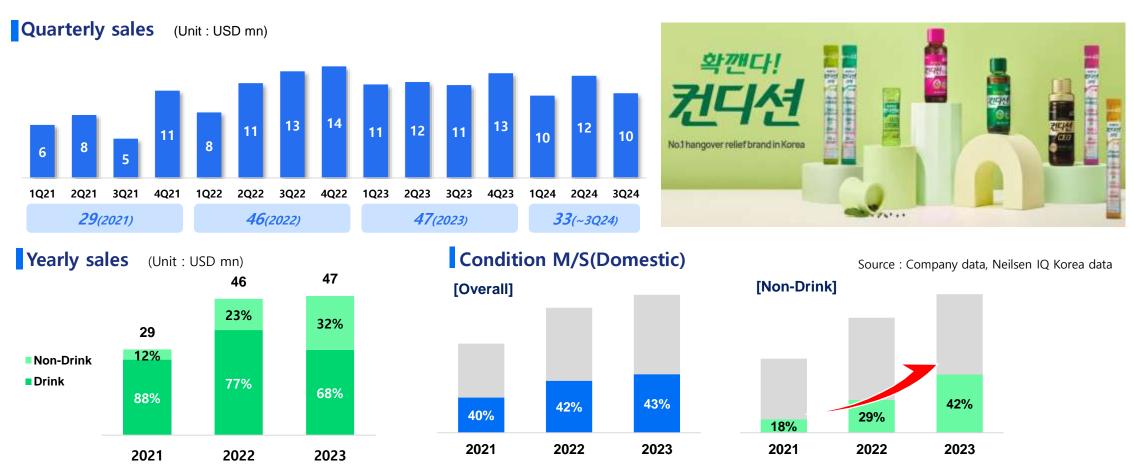


Beauty

- 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

Condition, No.1 Hangover Relieving Drink

Condition - #1 in market share New Market generation and market expansion with the launch of "Condition Stick"



- The Ministry of Food and Drug Safety announced [test guidelines for effectiveness of hangover relieving products]
- From Jan 1, 2025, the use of 'hangover relieving' phrase is only available when test results according to the guidelines are obtained,
 Condition's market position is expected to be further strengthened.

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))



Kolmar -> inno.N

Supply of the best beauty products

Brand launch through inno.N's sales force

inno.N

Accumulated expertise in pharmaceuticals

Synergy with Kolmar

Continuous portfolio diversification with aggressive branding

ScalpMed Hair-loss prevention "Microbiome" technologies



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

Source: BCC Research

Note: 1) Original design development

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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					IN-B00009 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)			
Oncology	F IN-B00002 HLA-G MAB					

Source: Company data

IN-B00009: 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 Ecno	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 FDC²/oral formulation 		



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

SU, PPAR

DPP-4

SGLT-2

GLP-1 RA



- 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

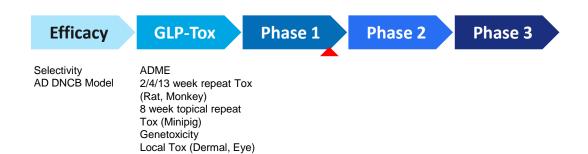
Clinical Information | HbA1c reduction (P2 in China) Up to -2.39% HbA1c change at the end of treatment(134 Day) HbA1c change from HbA1c over time baseline at end of treatment 0.4 mg → 1.2 mg -O- Placebo 0.4 mg 0.8 mg 1.2 mg placebo Ecnoglutide HbA1c change from baseline over time and at end of treatment (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 Percent body weight Percent body weight change over time change at 26 weeks 8 2 4 8 9 16 12 14 16 18 1.2 mg Ecnogluide 3 2.4 mg Ecnogluide 1.8 mg Ecnoglutide 33 mg Lineglutide

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

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

Dual amylin and calcitonin receoptor agonist

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



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

	Phase la		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	Safety Exposure	Safety Exposure	EfficacyPK/PD parametersSafety
Duration	4M	4 M	7 M
P1a/b IND Approval		P1a Completion	CRS P1b Competion
2022.11. 2023.0	02. ~ Phase 1a SAD (Healthy) Phase 1b MAD (He - 4 mouths - 4 mouths	~ 2023.10. Phase 1b MAD (AD pairent)	~ 2023.05 ~ 2023.08

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

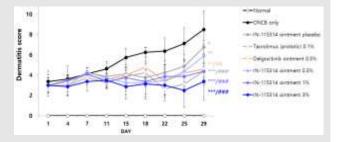
Efficacy and safety of topical IN-115314 (pre-clinical)

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 minimzing systemic exposure

- No significant adverse effect was observed in Minipig 8-week repeated toxicity study.
- Compared to Opzelura®, improved safety by minimzing 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 ointme	ent		
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)

Efficacy

GLP-Tox

Phase 1

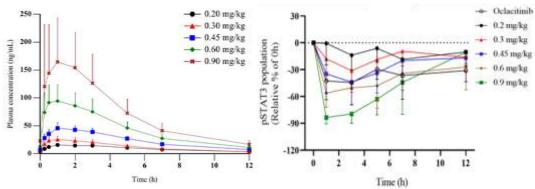
Phase 2

Phase 3

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

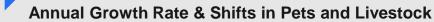


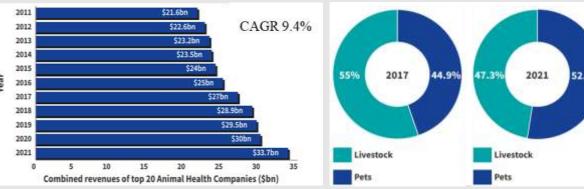
- Dose-dependent increase in exposure from 0.2 to 0.9 mg/kg.
- Dose-related PD effects on JAK1-related biomarker were confirmed.
- Effective dose of IN-115314 is considered to be similar to Apoquel[®].

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

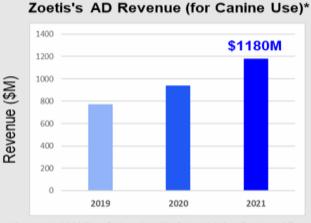




Source: Healthforanimals 2022

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)



*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

Competitive differentiation in the EGFR TKI Market

The first allosteric EGFR inhibitor

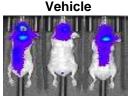
- Excellent kinase selectivity without EGFR wild type activity
- Synergistic effect with osimertinib by unique allosteric binding mode
- Provide treatment options to Tagrisso® resistance patients.

Great antitumor efficacy in patient derived xenograft

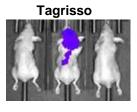
- High potential for demonstrating strong efficacy in human tumors

Excellent antitumor efficay 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

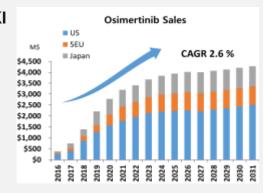
- Despite the approval of 3rd-generation EGFR inhibitors, patients with the L858R mutation exhibit a more unfavorable prognosis.
- There is currently no established standard 2nd line therapy following osimertinib treatment.
- The next-generation EGFR TKIs should address osimertinib resistance effectively, 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