



유한양행 기업설명회

2025. 1Q

2025년 1분기 실적 분석



별도

[단위 : 백만원]

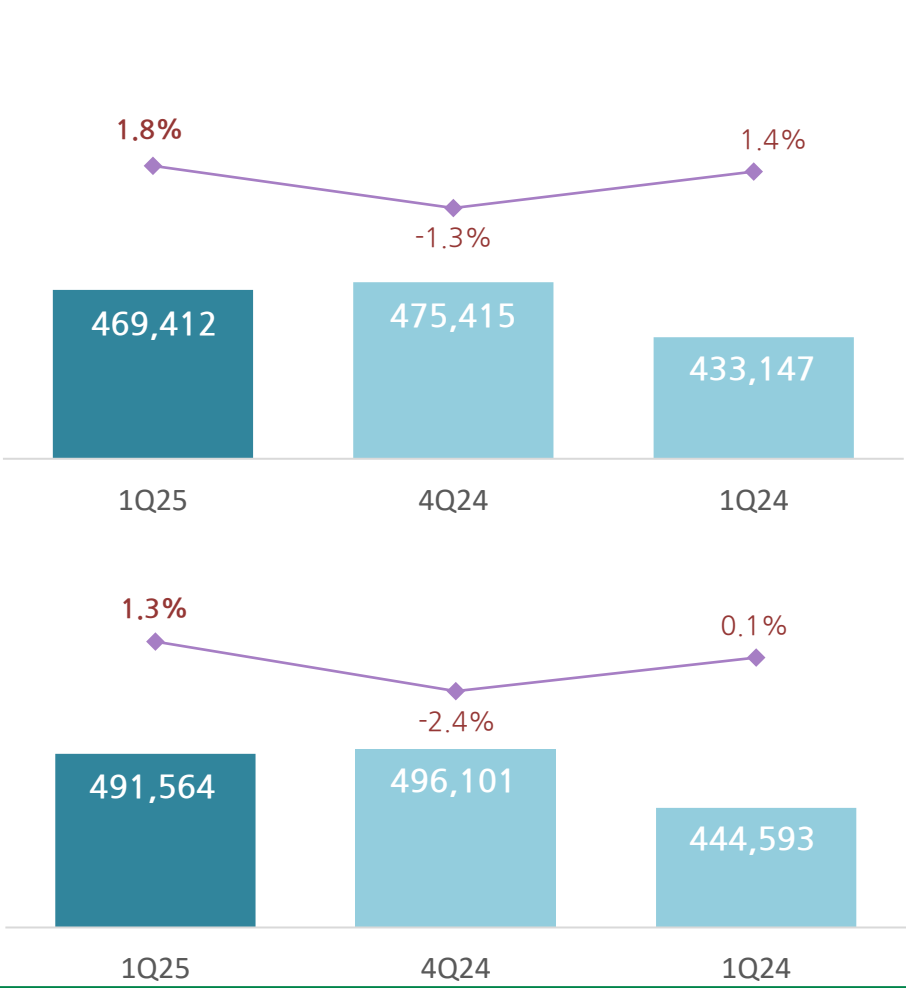
과 목	1Q25	4Q24	QoQ	1Q24	YoY
매출액	469,412	475,415	-1.3%	433,147	8.4%
라이선스 수익	3,976	3,963	0.3%	2,549	56.0%
매출원가	336,415	337,991	-0.5%	308,591	9.0%
매출원가율	71.7%	71.1%	0.6%p	71.2%	0.5%p
R&D 비용	50,199	64,734	-22.5%	45,683	9.9%
광고선전비	12,478	14,900	-16.3%	21,685	-42.5%
영업이익	8,645	-6,233	흑자 전환	6,142	40.8%
당기순이익	39,331	12,089	225.3%	36,369	8.1%

연결

[단위 : 백만원]

과 목	1Q25	4Q24	QoQ	1Q24	YoY
매출액	491,564	496,101	-0.9%	444,593	10.6%
영업이익	6,420	-11,817	흑자 전환	577	1012.3%
당기순이익	10,009	-23,102	흑자 전환	10,812	-7.4%

■ 매출 ■ 영업이익률 [단위 : 백만원, %]



2025년 1분기 사업부 및 주요 품목 실적



분기별 사업부 실적 (별도기준)

[단위 : 백만원]					
구분		1Q25	4Q24	QoQ	YoY
약품	비처방	54,313	53,746	1.1%	15.8%
	처방	275,468	297,620	-7.4%	4.9%
사업	소계	329,781	351,366	-6.1%	6.5%
생활건강사업		46,741	53,517	-12.7%	5.1%
해외사업		87,363	65,130	34.1%	17.9%
라이선스 수익		3,976	3,963	0.3%	56.0%
기타(임대, 수탁 등)		1,551	1,439	7.8%	-38.2%
매출액		469,412	475,415	-1.3%	8.4%

주요 품목 실적

[단위 : 백만원]				
구분	품목	1Q25	YoY	1Q24
비처방	안티푸라민(소염진통)	8,204	-12.9%	9,417
	엘레나(유산균)	5,826	-12.5%	6,658
	마그비(영양제)	5,089	25.2%	4,066
	비타민씨(영양제)	4,751	39.5%	3,407
	비판텐(상처치료제)	3,708		
처방	자디앙(당뇨병)	25,301	13.6%	22,262
	트윈스타(고혈압)	21,271	-2.1%	21,717
	트라젠타(당뇨병)	20,247	-20.0%	25,309
	비리어드(B형간염)	17,904	0.1%	17,879
	빅타비(HIV)	16,749	0.3%	16,697
	로수바미브(이상지질혈증)	16,666	2.1%	16,322
	베를리디(B형간염)	15,884	20.3%	13,203
	글리벡(백혈병)	12,560	1.9%	12,323
	코푸시럽/정(호흡기)	12,350	-17.2%	14,914
	페마라(항암제)	7,001	36.8%	5,117

R&D 현황

YUHAN



주요 혁신신약 파이프라인

* Black 합성신약, Blue 바이오신약

약물	타겟	적응증	후보물질	비임상	임상 1상	임상 2상	임상 3상	Licensor	Licensee
LAZERTINIB	EGFR 돌연변이 3세대 TKI	EGFR돌연변이 비소세포폐암	단독요법 (유한) 글로벌 3상					GENOSCO	Johnson&Johnson Innovative Medicine
			Amivantamab 병용요법 (J&J) 글로벌 3상						
YH14618 (Remedisc)	TGF-β	퇴행성 디스크						EnsolBio sciences	SpineBiopharma
YH12852 (PCS12852)	5-HT receptor	위마비증							Processa Pharmaceuticals
YH35324	IgE	Allergy (CSU, 천식, AD)						GInnovation	
YH32367	Her2/4-1BB	유방암, 위암, 담관암 등						ablbio	
YH42946	Her2, EGFR	Her2돌연변이 폐암, 위암 등						JINTS BIO	
YH35995	GCS	고셔병, 파브리병						GC	
YH32364	EGFR/4-1BB	두경부암, 위암, 대장암 등						ablbio	
YH45057	Androgen receptor	전립선암						Ubix Therapeutics	
YH44529	SOS1	고형암						Cyrus KANAPH	

CANCER RESEARCHERS / OTHER
HEALTH CARE PROFESSIONALS ▼

PATIENTS, CAREGIVERS,
AND ADVOCATES ▼

GET INVOLVED ▼

WAYS TO GIVE ▼

ABOUT THE AACR ▼

MEMBERSHIP

MEETINGS

EDUCATION AND TRAINING

RESEARCH FUNDING

PUBLICATIONS

RESEARCH

PROJECT GENIE

POLICY AND ADVOCACY

BLOG

AACR ANNUAL MEETING 2025

April 25 - 30, 2025
McCormick Place Convention Center
Chicago, IL



Background

YH32364 (ABL104), Anti-EGFR/4-1BB bispecific antibody

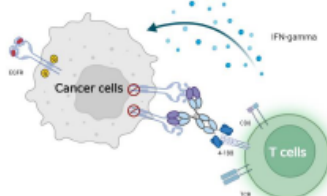
Structure



- Tumor-directed EGFR/4-1BB bispecific antibody engineered to amplify tumor-localized super-agonist activity of 4-1BB while minimizing the risk of peripheral toxicity
- IgG1 isotype antibody with silenced Fc effector function

Mechanism of action

- Induction of T cell activation and survival through EGFR expressing tumor-specific 4-1BB stimulation
- Growth signal blocking via EGFR receptor binding in tumor



Indications

- EGFR positive solid cancers: HNSCC, lung cancer, colon cancer etc.

Competitive advantage

- Compared to EGFR-mAb or TKI, YH32364 is expected to have
- Long-term clinical efficacy due to tumor-specific immune-memory
- Anti-tumor effect via EGFR signaling inhibition in patients with EGFR alteration
- Minimal liver toxicity risk through Fc-engineering

Development stage

- IND submitted in Jan 2025 (Korea MFDS)

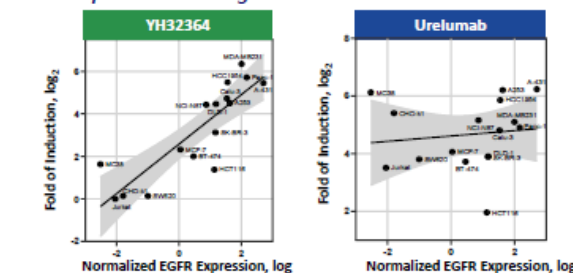
Results

YH32364 exhibits potent binding affinities to the targets

Table 1. The binding affinities to targets

	Assay system		YH32364	Benchmark anti-4-1BB mAb	Cetuximab
Binding affinity	SPR	h4-1BB	3.7	1.8	NA
	K _D (nM)	hEGFR	0.76	NA	0.87
In vitro Potency	4-1BB bioassay of DLD-1 (EC ₅₀ , nM)		0.031	0.294	NA

YH32364 induces to 4-1BB activation through EGFR expression level-dependent binding



- Assay system: 4-1BB bioassay / EGFR expression was normalized relative to MDA-MB-231
- Urelumab: in house preparation

Fig. 1. EGFR-dependent 4-1BB activation

YH32364 induces T cell activation and target cell lysis in a dose-dependent manner against EGFR-expressing cancer cells with a KRAS mutation

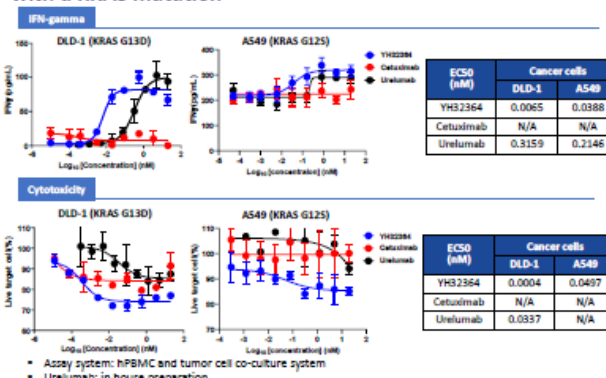


Fig. 2. In vitro hPBMc based cytokine secretion and target cell lysis

YH32364 shows strong in vitro anti-tumor efficacy against EGFR-positive HNSCC tumors when combined with anti-PD-1 treatment

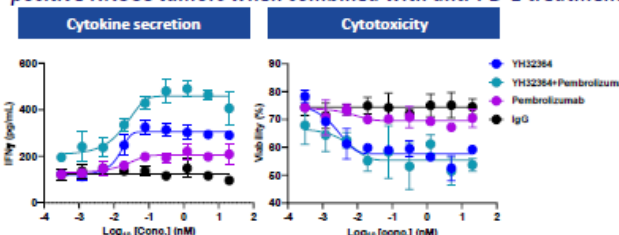
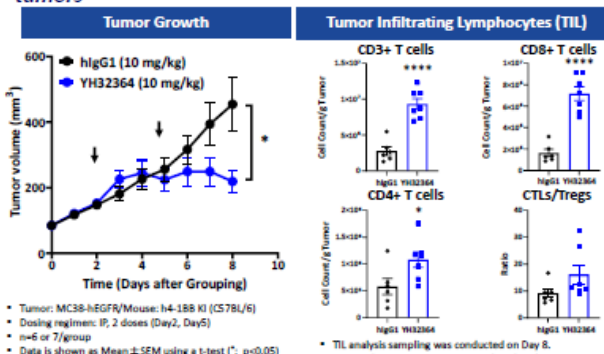


Fig. 3. In vitro efficacy of YH32364 plus pembrolizumab in CAL-27 cells

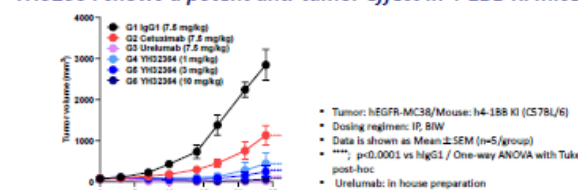
YH32364 treatment enhances immune cell infiltration into the tumors



- Tumor: MC38-hEGFR/Mouse: h4-1BB KI (CS7BL/6)
- Dosing regimen: IP, 2 doses (Day2, Day5)
- n=6 or 7/group
- Data is shown as Mean ± SEM using a t-test (*, p<0.05)

Fig. 4. Immune cell profiling in tumor from h4-1BB KI mouse

YH32364 shows a potent anti-tumor effect in 4-1BB KI mice



- Tumor: hEGFR-MC38/Mouse: h4-1BB KI (CS7BL/6)
- Dosing regimen: IP, BW
- Data is shown as Mean ± SEM (n=5/group)
- **p<0.0001 vs hEG1 / One-way ANOVA with Tukey post-hoc
- Urelumab: in house preparation

Fig. 5. In vivo efficacy in hEGFR-MC38 bearing 4-1BB KI mice

Single treatment of YH32364 shows prolonged anti-tumor efficacy against EGFR-expressing tumor via immune memory

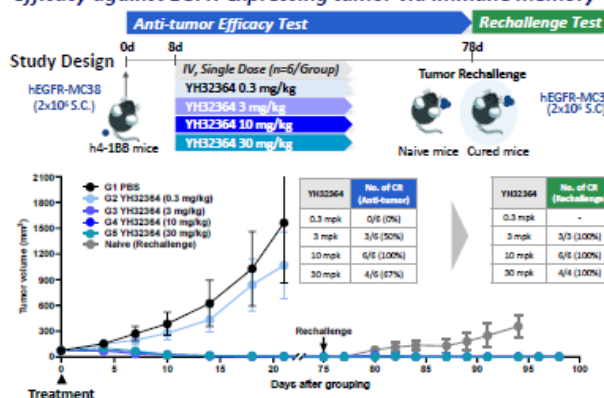


Fig. 6. Immune memory by YH32364 treatment confers durable TGI

YH32364 demonstrates robust anticancer efficacy and favorable tolerability in hPBMc xenograft mouse models

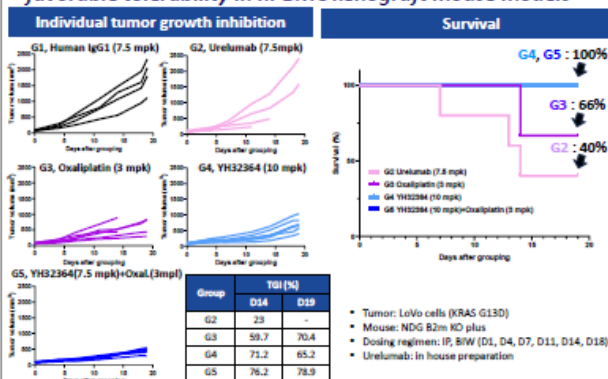


Fig. 7. Anti-tumor effect and favorable safety in combination with oxaliplatin

YH32364 is well tolerated in 4-week repeat dose cynomolgus monkeys GLP toxicology study

Table 2. The study design for 4-week repeated tox study

Group	Dose level (mg/kg)	Dosing	No. of animals	
			Male	Female
G1	Vehicle	QW, IV, 4 doses total	5*	5*
G2	YH32364		3	3
G3	YH32364		3	3
G4	YH32364		5*	5*

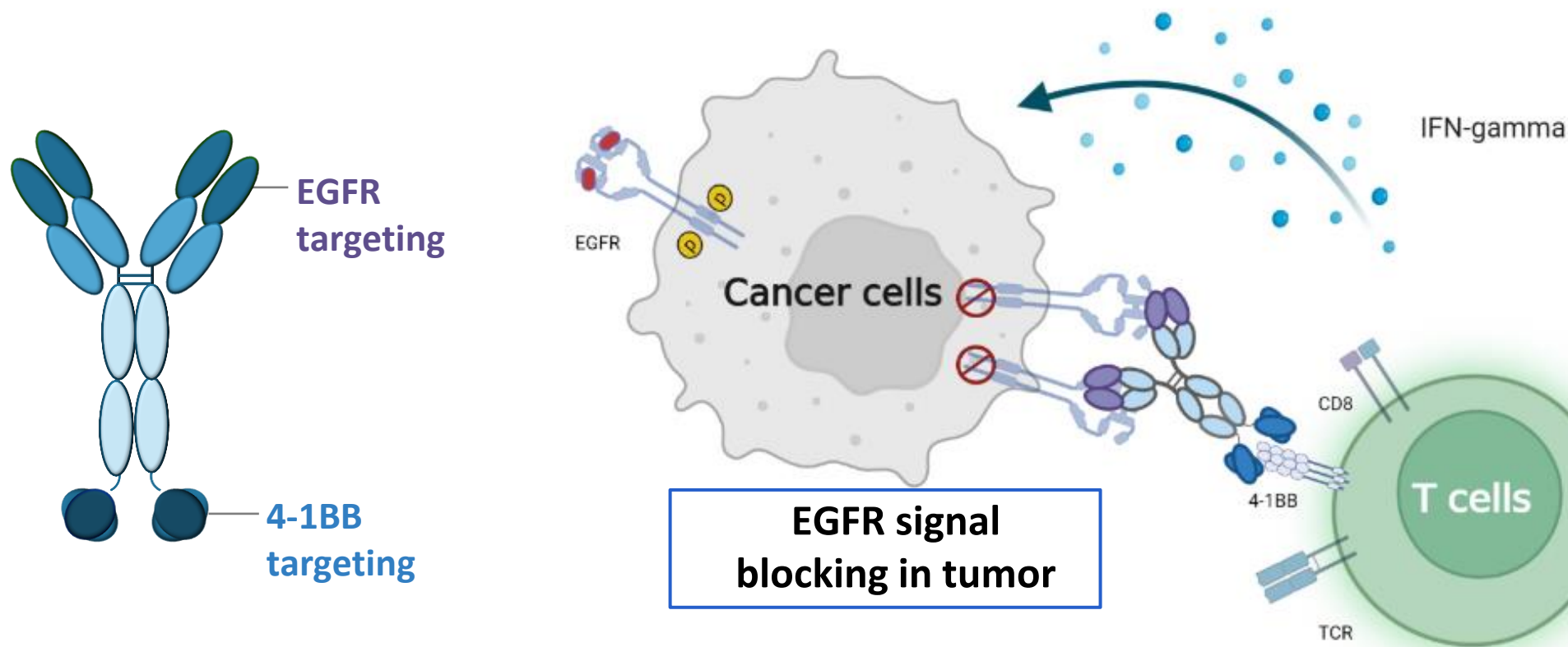
*: includes two additional animals for recovery phase

- Mortality/Body weight : No mortality and no YH32364-related body weight changes in all animals
- Clinical chemistry : No YH32364-related changes in hematology, clinical chemistry, and urinalysis effects (No increases in ALT and AST)
- Safety Pharmacology : No YH32364-related changes in abnormal ECG waveforms or arrhythmias, CNS, Respiratory evaluation
- Immunotoxicity : No YH32364-related effects in immunotyping (helper T cells, cytotoxic T cells, B cells, or NK cells), cytokine analysis (IFN-γ, IL-2, IL-4, IL-6, IFN-γ or TNF-α)
- NOAEL: 30 mg/kg, HNSTD: 100 mg/kg

Conclusions

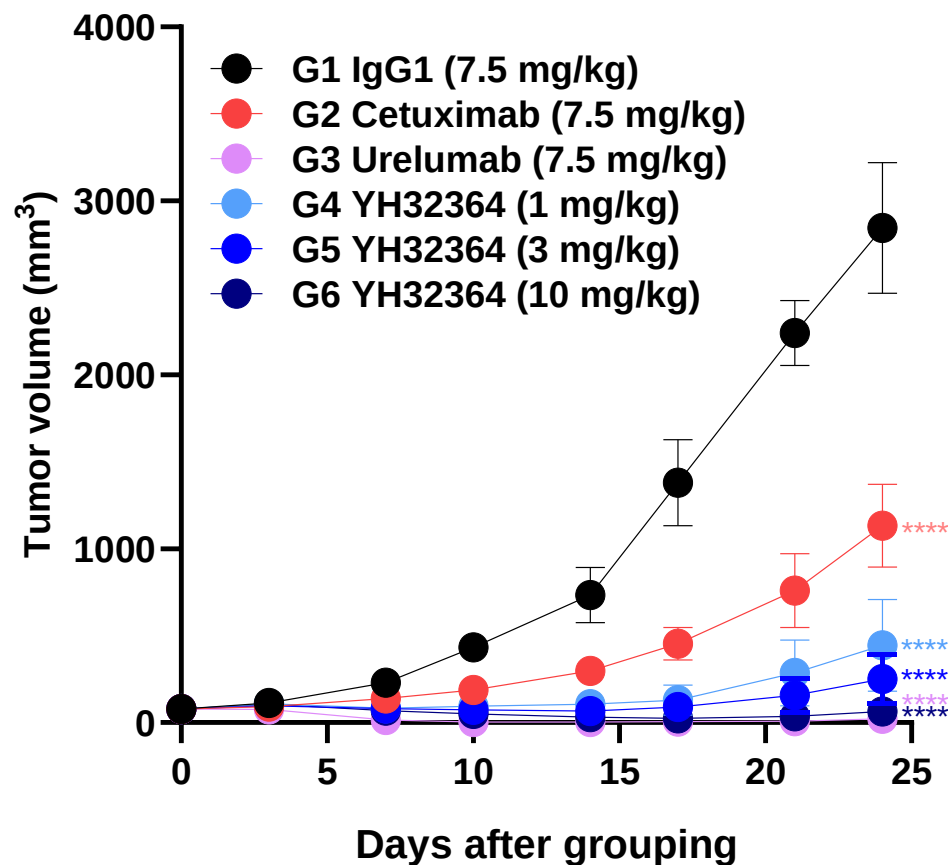
- YH32364 exhibited remarkable *in vitro* and *in vivo* effects via anti-tumor immunity
- YH32364 has been shown to be effective when utilized in combination with anti-PD1 and/or chemo-therapy
- YH32364 could be a promising therapeutic drug for cancer patients with EGFR expression, with favorable tolerability

YH32364: EGFR/4-1BB bispecific antibody



**Co-stimulation effect
for T cell activation**

YH32364 shows a potent anti-tumor effect in mice



- Tumor: hEGFR-MC38/Mouse: h4-1BB KI (C57BL/6)
- Dosing regimen: IP, BIW
- Data is shown as Mean $\pm$ SEM (n=5/group)
- ****; $p < 0.0001$ vs hIgG1 / One-way ANOVA with Tukey post-hoc
- Urelumab: in house preparation

Fig. 5. *In vivo* efficacy in hEGFR-MC38 bearing 4-1BB KI mice

Single injection of YH32364 showed prolonged tumor suppression in rechallenge study

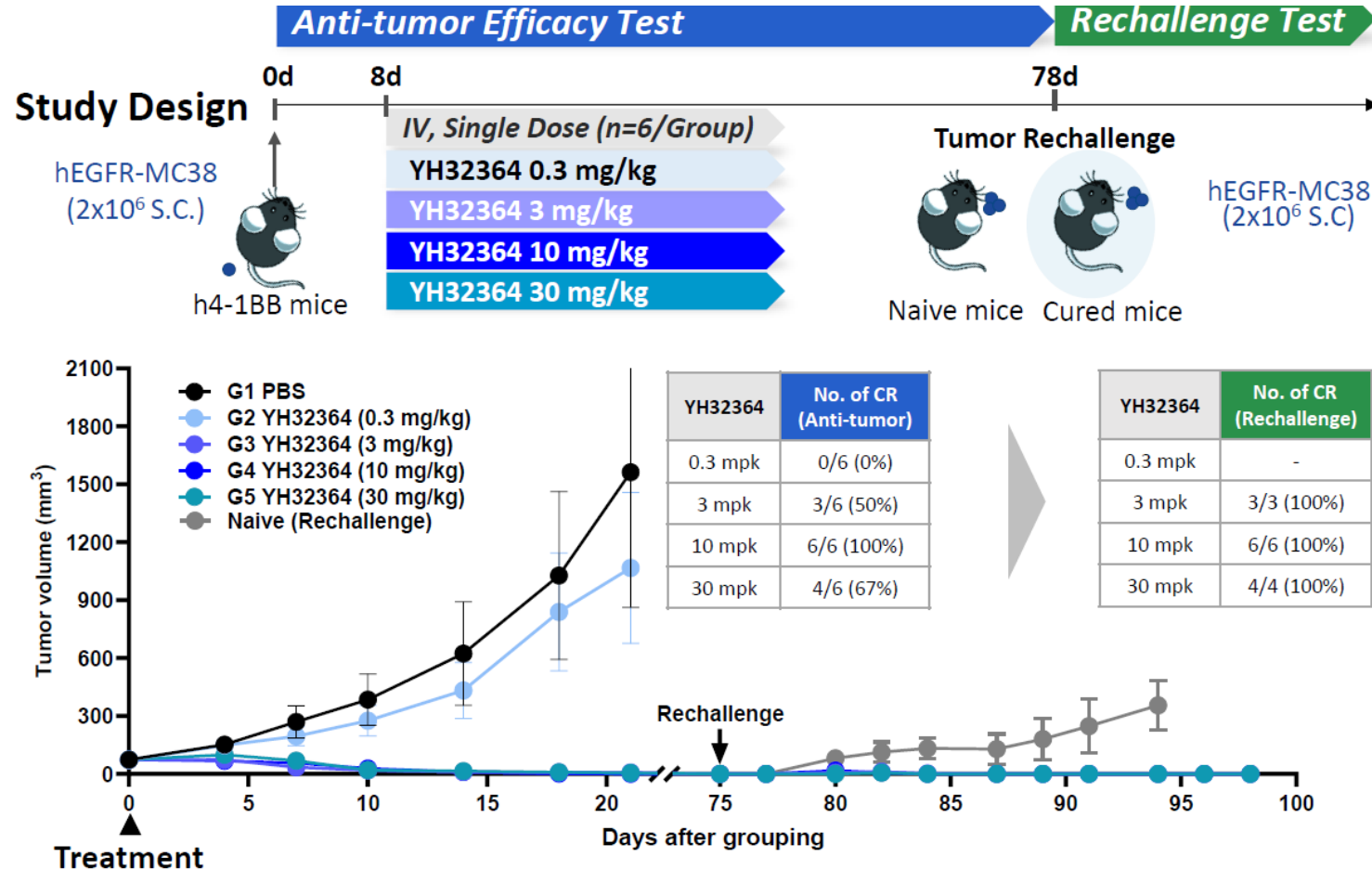


Fig. 6. Immune memory by YH32364 treatment confers durable TGI

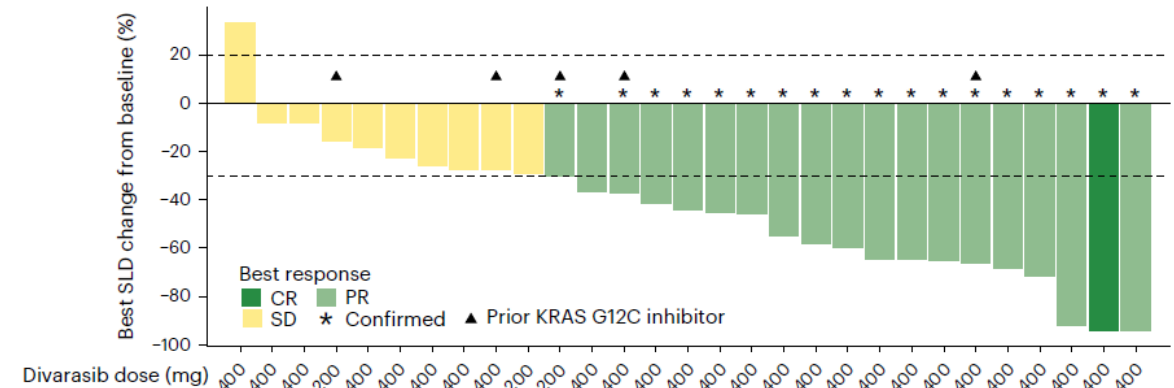
nature medicine



Article

<https://doi.org/10.1038/s41591-023-02696-8>

Divarasib plus cetuximab in *KRAS G12C*-positive colorectal cancer: a phase 1b trial



Combination and NCT#	Phase	Population	N	Efficacy
Cetuximab+Divarasib NCT04449874	1b	Advanced or metastatic CRC	29	Previous G12C inhibition (n=5) ORR: 60% G12C inhibition naive (n=24) ORR: 62.5% mPFS: 8.1m

Roche's Investor Update (AACR2023, Phase 1b study)

- Combination of Divarasib and Cetuximab demonstrated, **ORR of 62% with manageable safety profile** in advanced colorectal cancer with KRAS G12C inhibitor

YH32364-101 First-in-human Study Design

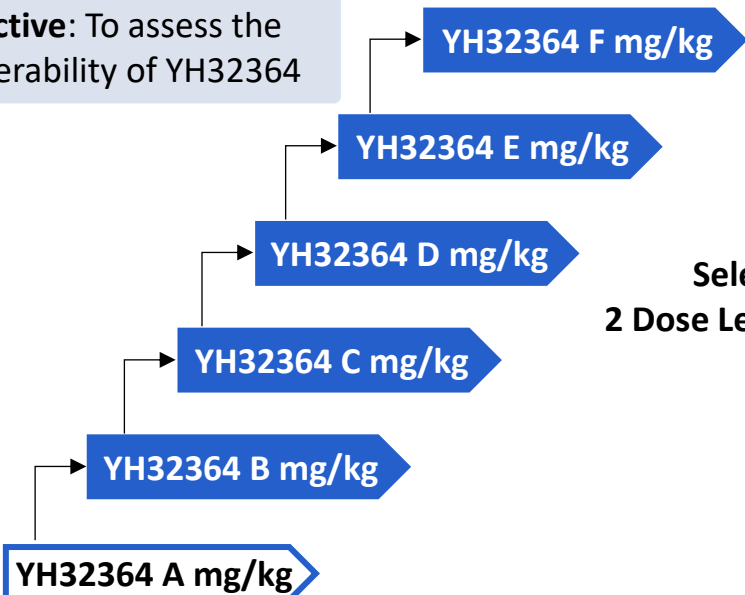
Part 1 Dose Escalation

(Locally advanced or metastatic EGFR overexpressing solid tumors)

Primary Objective: To assess the safety and tolerability of YH32364

BOIN

ATD



Selection of
2 Dose Levels for Part 2

Part 2 Dose Expansion

Dose Optimization (Cohort 1)

EGFR-
overexp
ressing
OOOO

R

1:1

Dose Level 1
(N=25)*

Dose Level 2
(N=25)*

RD

Primary Objective: To assess the ORR of YH32364 at the RD

Additional patients at RD
(N=10)*

Cohort 2

EGFR overexpressing solid
tumor type A** (N=35)



5604 : Antitumor activity of YH42946, a potent tyrosine kinase inhibitor, in NSCLC harboring EGFR exon 20 insertion mutations

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³ Bio & Drug Discovery Division, Korea Research Institute of Chemical Technology, Daejeon 34114, Republic of Korea, ⁴ Division of Medical Oncology, Department of Internal Medicine, Yonsei University College of Medicine, Seoul, Republic of Korea

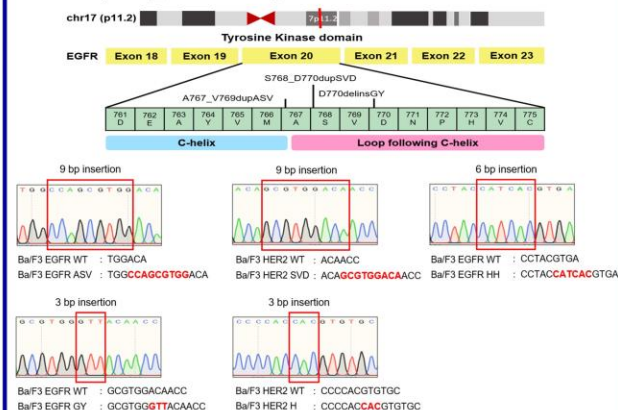


BACKGROUND

Epidermal growth factor receptor (EGFR) mutations are the most common in non-small cell lung cancer (NSCLC) patients, with around 30% carrying these mutations, of which approximately 4–10% are EGFR exon 20 insertion (ex20ins) mutations. The most common EGFR ex20ins mutations in NSCLC are ASV and SVD variants in the kinase domain. Currently, treatment options for this subset of patients are limited. YH42946 is an orally available tyrosine kinase inhibitor (TKI) targeting EGFR ex20ins mutations, and the potential to be a best-in-class drug candidate to address this unmet clinical need.

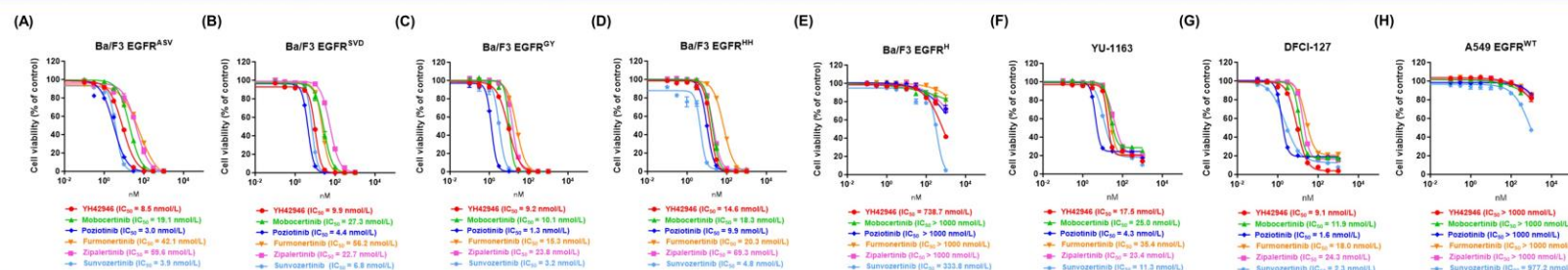
METHODS

Competitive binding affinity was measured using the KINOMEScan® screening platform. The inhibitory activity of YH42946 was evaluated through a cell viability assay in Ba/F3 cell lines expressing EGFR ASV, SVD, GY, and HH mutations. A549 cells were used to assess the cellular activity of EGFR wild-type (WT). To further confirm the mechanism of action, western blot analysis was performed on patient-derived cells (PDCs), including YU-1163 (S768_D770dup, SVD) and DFCI-127 (P772_H773insPNP).

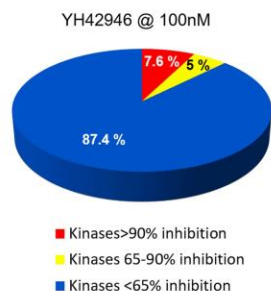


IN-VITRO EFFICACY

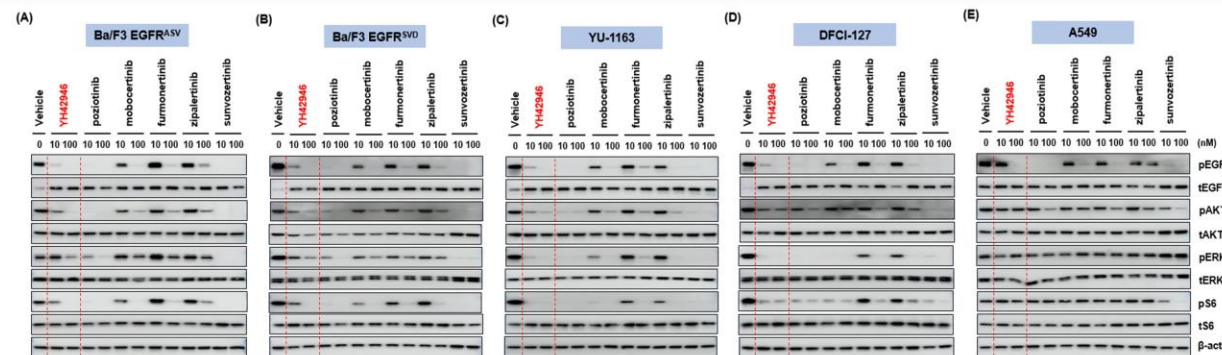
Cell proliferation



Kinase activity



Signaling pathway



CONCLUSIONS

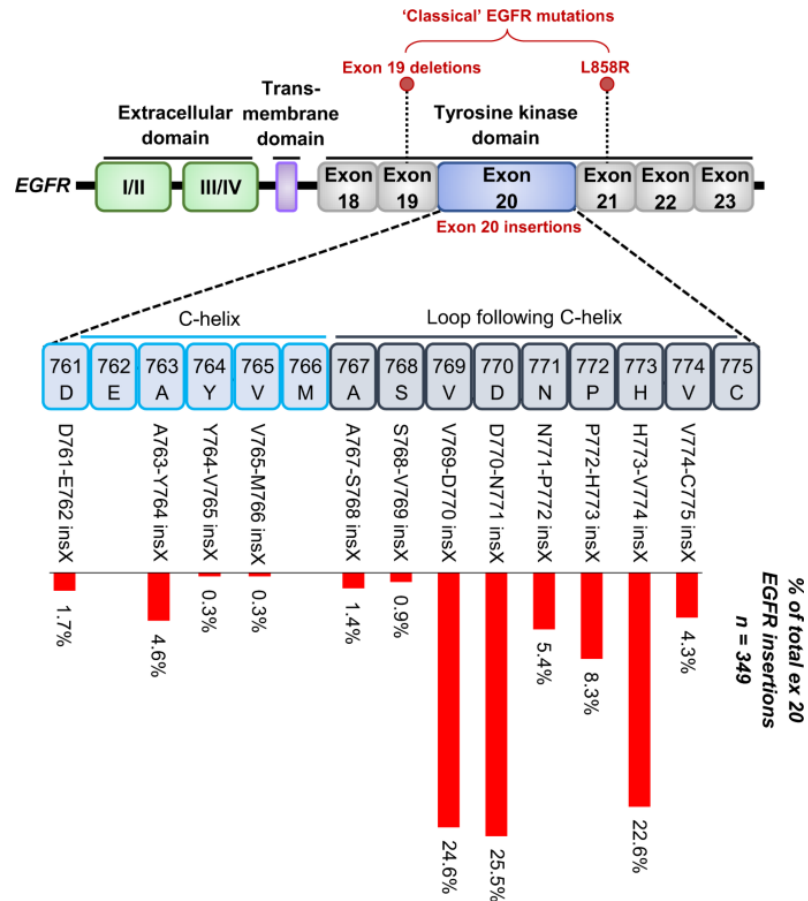
YH42946 is a potent small-molecule inhibitor that selectively targets EGFR ex20ins while sparing EGFR WT in preclinical models, offering potential therapeutic benefits for NSCLC patients with EGFR ex20ins mutations. Additionally, YH42946 has demonstrated effective inhibition of the EGFR pathway. Given these robust activities against EGFR ex20ins, YH42946 is anticipated to provide a significant therapeutic option for NSCLC patients harboring EGFR ex20ins mutations.

Presented at IASLC 2025 AACR, April 25-30, 2025. Please contact cbc1971@yuhs.ac, mira0802@yuhs.ac for permission to reprint and/or distribute.

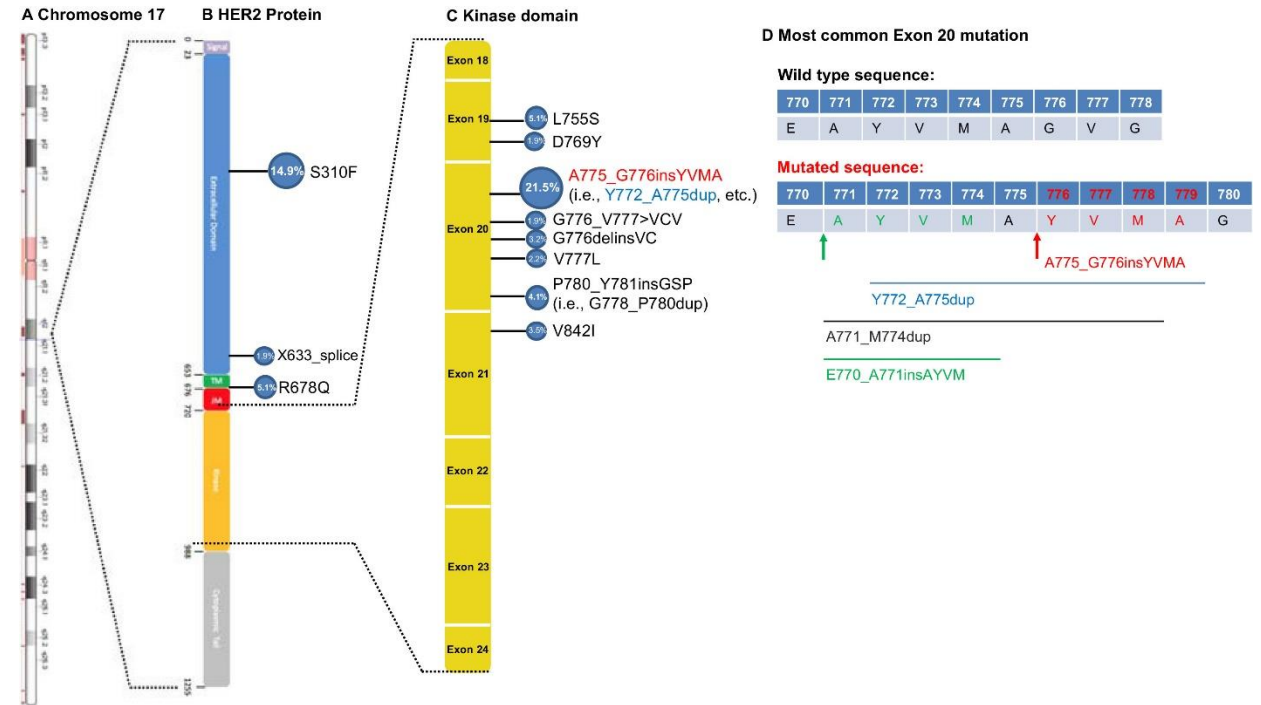
References: 1. Baraibar, I., Mezquita, L., Gil-Bazo, I., & Planchard, D. (2020). Novel drugs targeting EGFR and HER2 exon 20 mutations in metastatic NSCLC. Critical Reviews in Oncology/Hematology, 148, 102906.
Disclosures: This research was funded by YUHAN Company. YUHAN Company reviewed and provided feedback on the poster. The authors had full editorial control of the poster and provided their final approval of all content.

EGFR and Her2 exon 20 mutation in NSCLC

EGFR exon20 mutation: 0.3-3.7%



Her2 exon20 mutation: 2-4%



<https://doi.org/10.1016/j.jncc.2021.04.001>

<https://doi.org/10.1016/j.critrevonc.2020.102906>

<https://www.nature.com/articles/s41392-019-0038-9>

