

**inno.N**  
(KS.195940)

# Investor Presentation



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Official TELEGRAM



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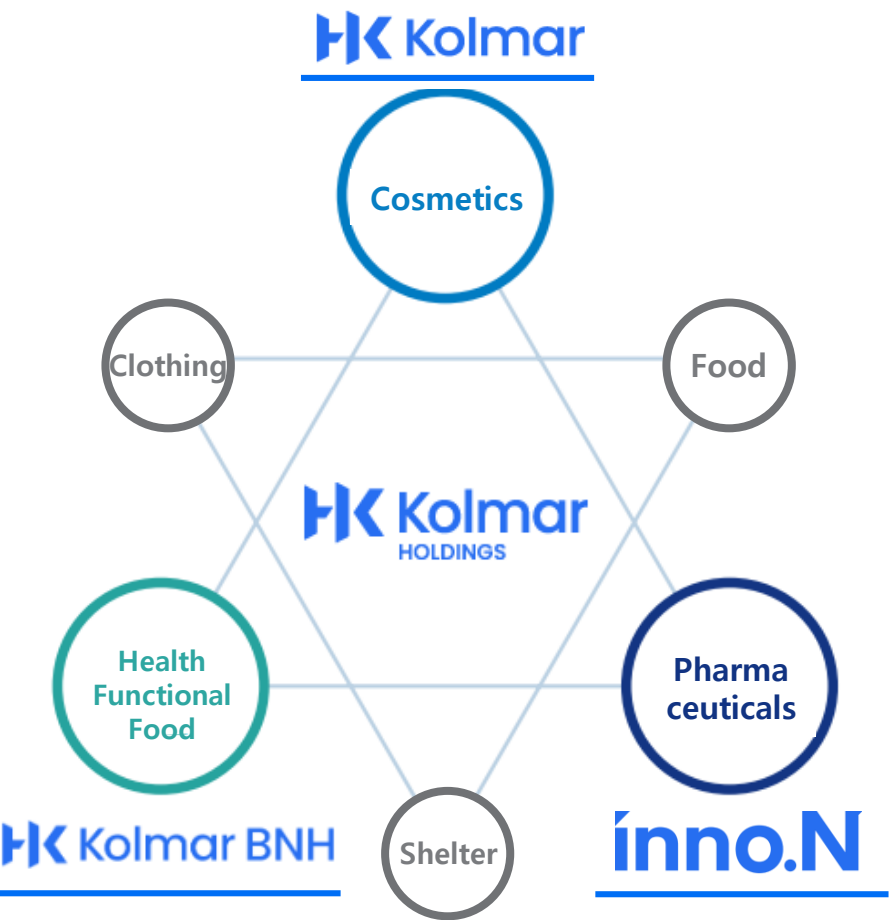
innovate  
New & Next

## ▀ Company Overview

Core Business – ETC / H&B / R&D

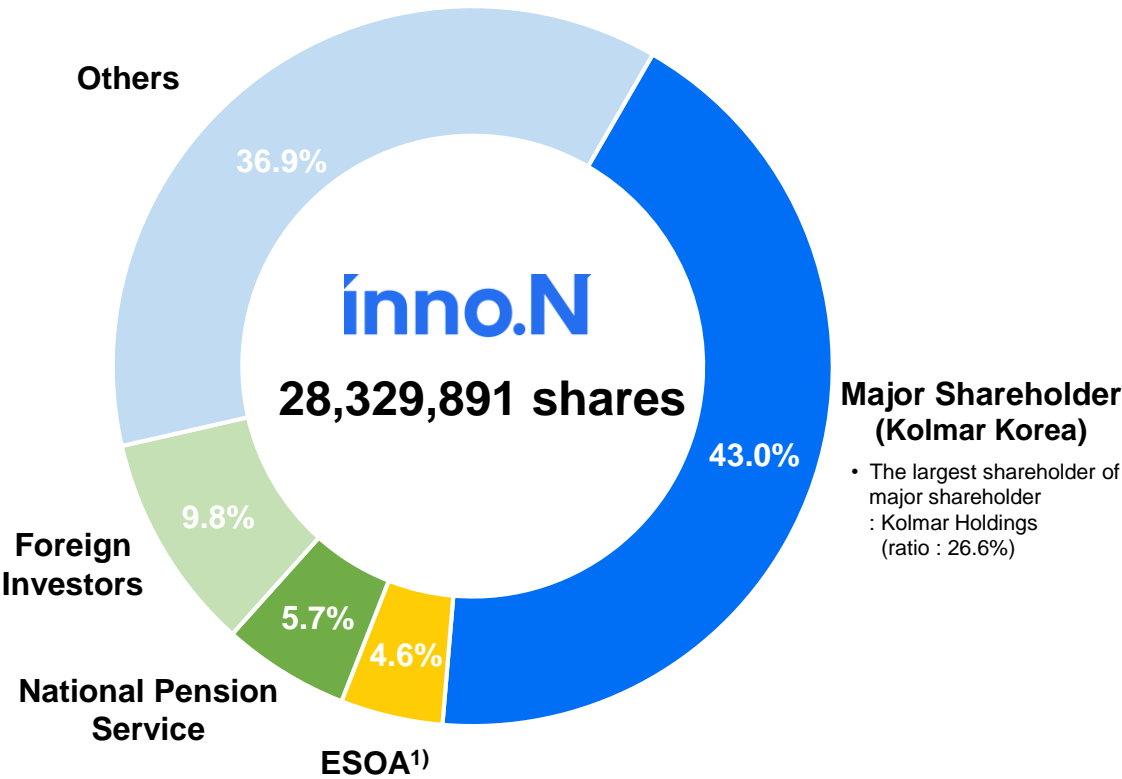
# Company Overview

## Kolmar Korea Group



## Shareholders

As of Mar 31, 2025



1) Employee Stock Ownership Association

# Corporate Identity

Full-fledged growth into a global pharmaceutical company



The image features a world map with a light gray background. A blue silhouette of South Korea is centered in East Asia, with the text 'inno.N' in blue next to it. Numerous thin, curved blue lines radiate from this central point to various locations across the globe, including North America, South America, Europe, Africa, and Asia. Each line terminates in a small blue circular dot, representing global expansion or international presence.

inno.N

Blockbuster Drug Developer

KR's 30th Novel Drug  
K-CAB®

Target to penetrate  
K-CAB in 100 Countries

53 countries  
as of 2025

New IV Plant  
Expansion('2022~)

Largest Capacity in KR  
105mn bags/yr

Megabrand  
Condition®

KR's No.1 (M/S 44%)  
Hangover relieving Drink

R&D Pipeline

GLP-1 receptor agonist,  
JAK inhibitor

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
2024	A+	A	A+	A+
2023	A	A	A+	A



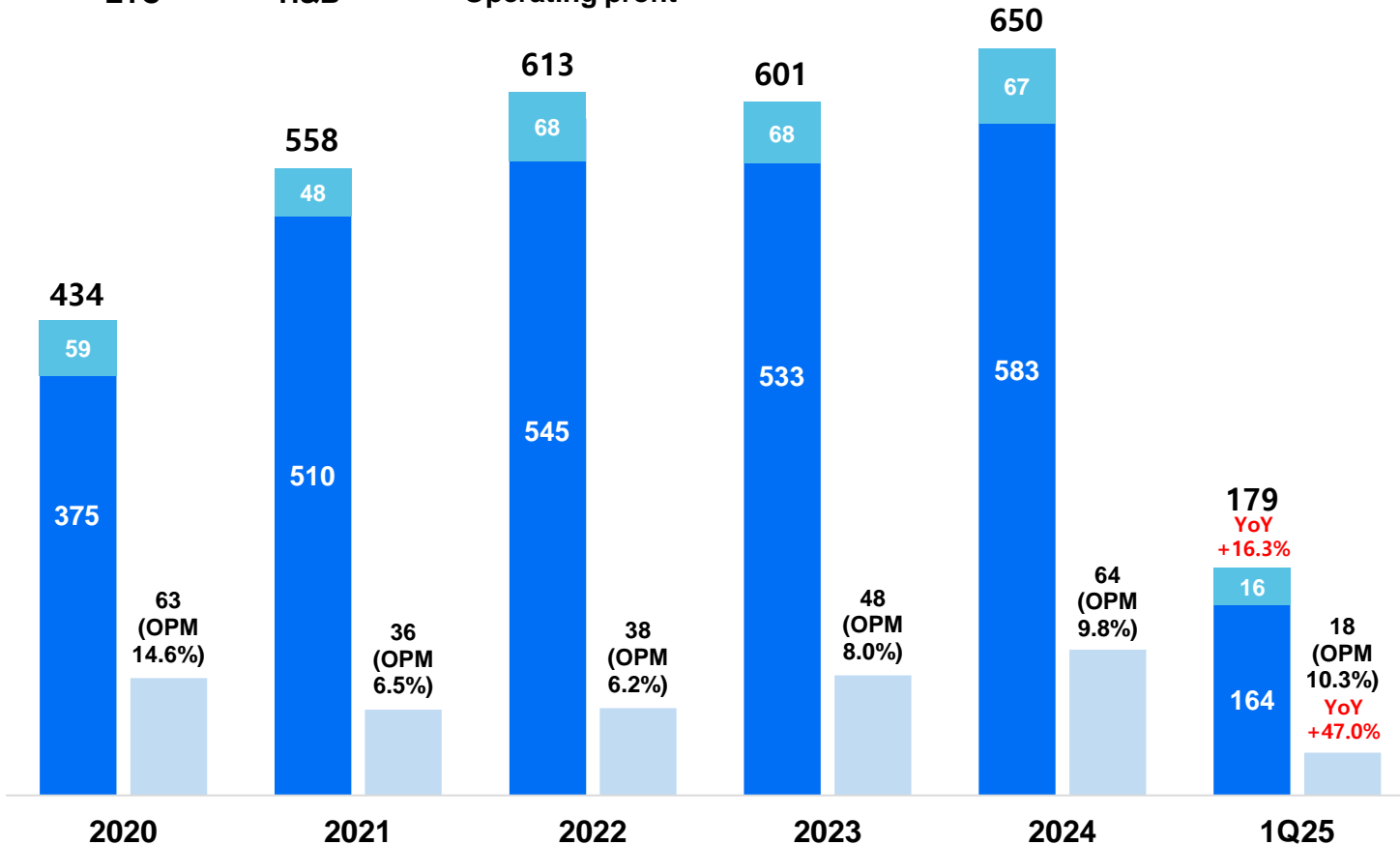
Year	Asset Size	Total
2H2024	AA	AA
1H2024	AA	AA
2H2023	AA	AA
1H2023	AA	AA

# Business Performance

## Rapid sales growth since launch of K-CAB

(Unit : USD mn)

■ ETC ■ H&B ■ Operating profit



• 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

• Change in K-CAB co-promotion contract  
• Cardiovascular & Diabetes drug expansion  
• Receiving global royalties

✓ Increase in global royalties  
✓ Growth of exports of K-CAB finished products  
✓ Recovery of Condition sales

### ETC (91%)

- 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



### H&B (9%)

- Health: hangover relieving drink, healthcare beverage
- Beauty: hair loss care, cosmetics



Company Overview



**Core Business – ETC / H&B / R&D**



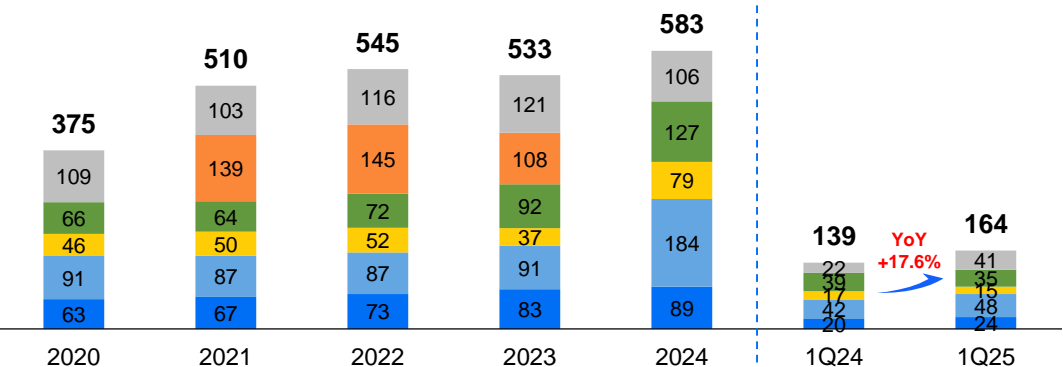
# ETC – Business Status

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

### Sales trend

(Unit : USD mn)

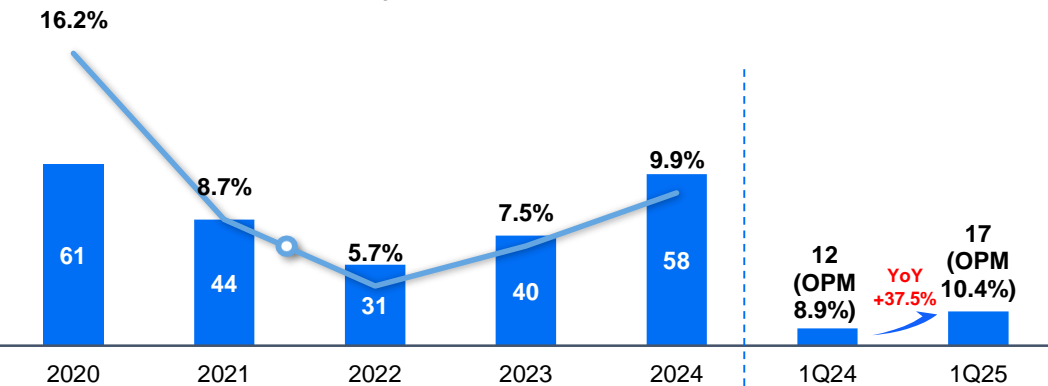
■ IV ■ Cardiovascular ■ Diabetes/Kidney ■ Gastrointestinal ■ MSD vaccine ■ Others



### Operating profit and margin ratio trend

(Unit : USD mn)

■ Operating Profit ○ OPM



### Major achievements

1 Continuous growth of K-CAB prescription, global royalties and exports of finished products  
(Prescription) USD 115 mn ('23) → USD 143 mn ('24)  
(Sales) USD 87 mn ('23) → USD 122 mn ('24)

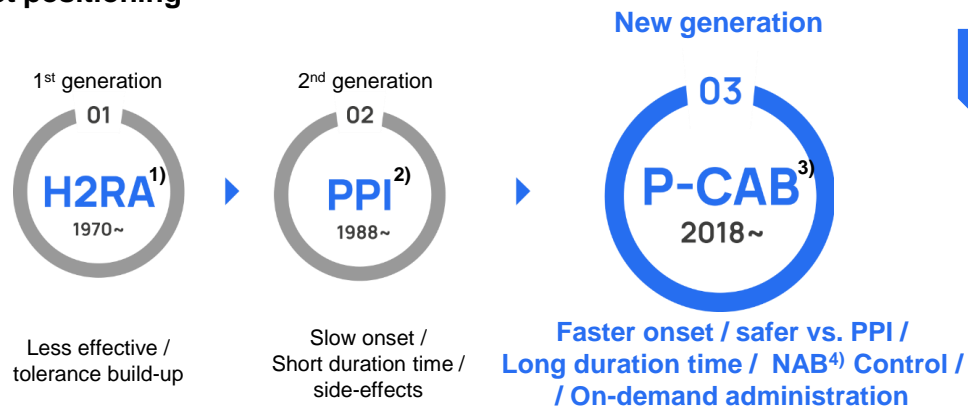
2 Additional growth momentum via new Osong IV plant  
Production capacity Expansion  
: 50 mn bags per a year → 105 mn bags per a year

3 Establishing a diverse pharmaceutical portfolio  
Cardiovascular, diabetes/kidney, antibiotics and anti-cancer





# K-CAB® : Next Generation A2B Drug

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

### Market positioning



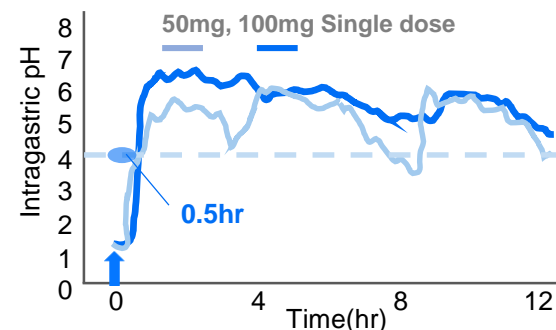
### Overview of K-CAB

 <b>5</b> Indications	Gastric acid related diseases (EE, NERD, GU, Maintenance treatment, H. pylori infection)
 <b>4</b> 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 <sup>5)</sup> : USD 15,217 bn Domestic <sup>6)</sup> : USD 997 mn

### Onset Time<sup>7)</sup>

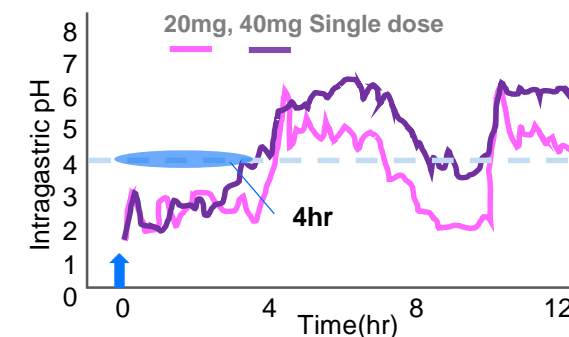
**Fastest**  
3rd gen

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



2nd gen

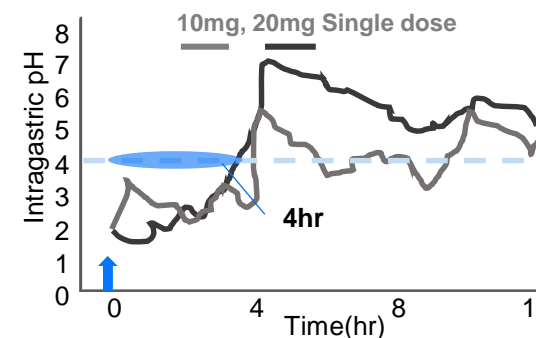
**Esomeprazole (PPI)**



3rd gen

**Vonoprazan (P-CAB)**

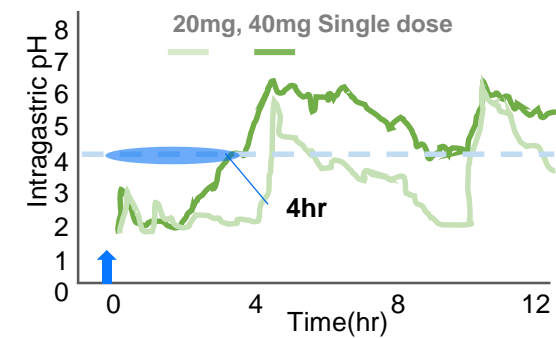
\* TAKEDA (JPN) / launched in '15



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) '24 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

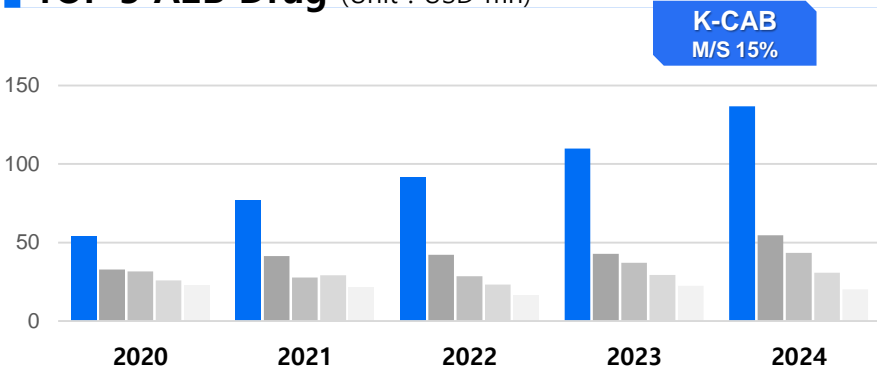
**USD 548mn**

Prescription performance  
exceeded **USD 13mn** on  
average per a month

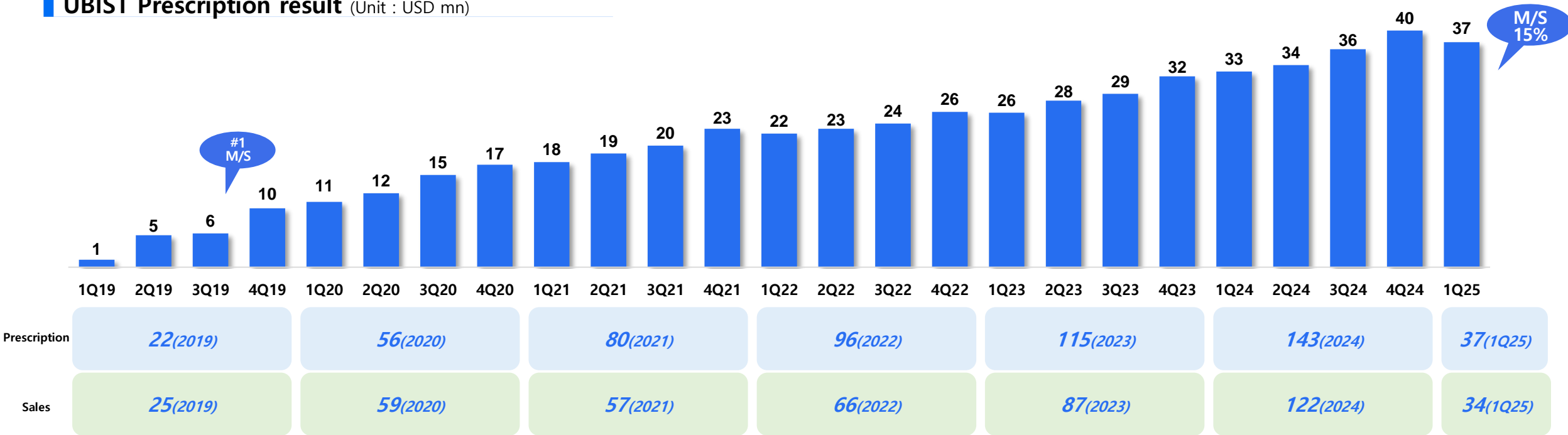
**#1**

A2B drug since 3Q19  
(market size **USD 955mn**)

## TOP 5 A2B Drug (Unit : USD mn)



## UBIST Prescription result (Unit : USD mn)

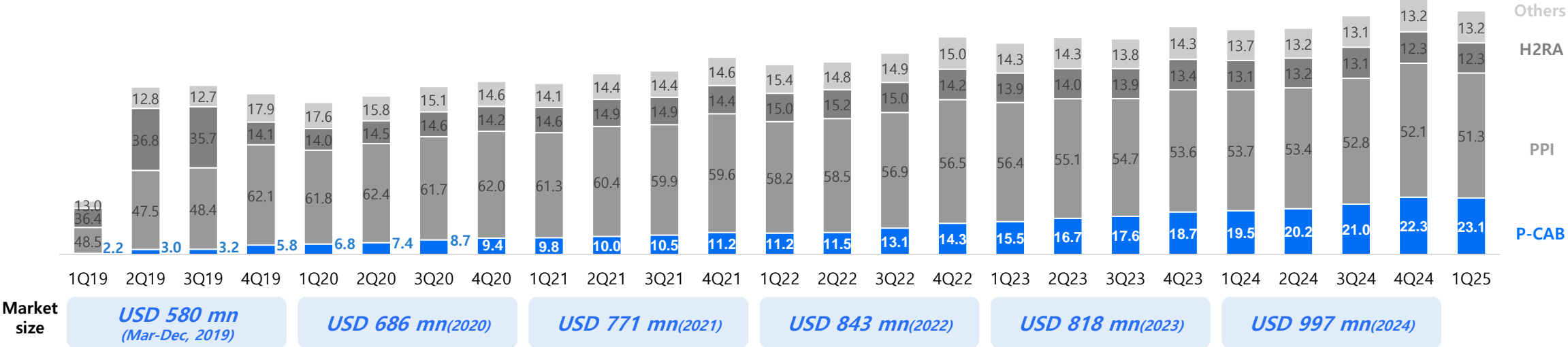


Source : UBIST, Company data

# Domestic/Japanese A2B Market status

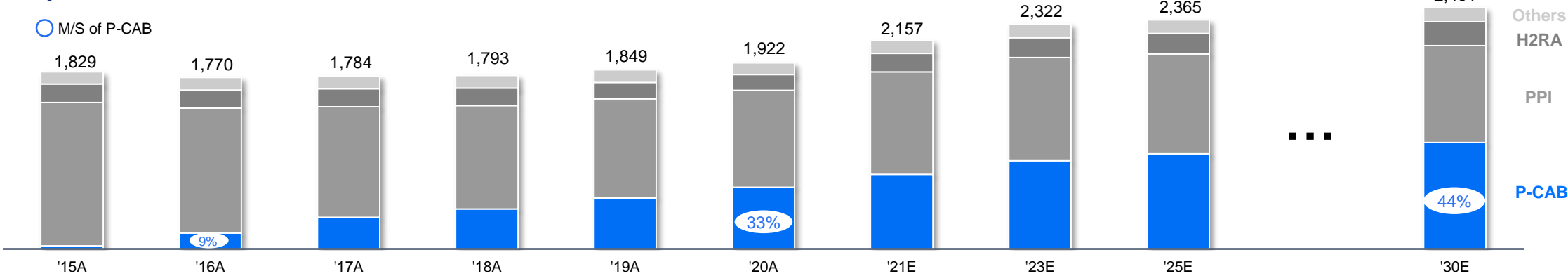
Rapid switching phenomenon from PPIs to P-CABs in the A2B market

Domestic Market M/S (Unit : %)



Source : UBIST

Japanese Market M/S (Unit : USD mn)



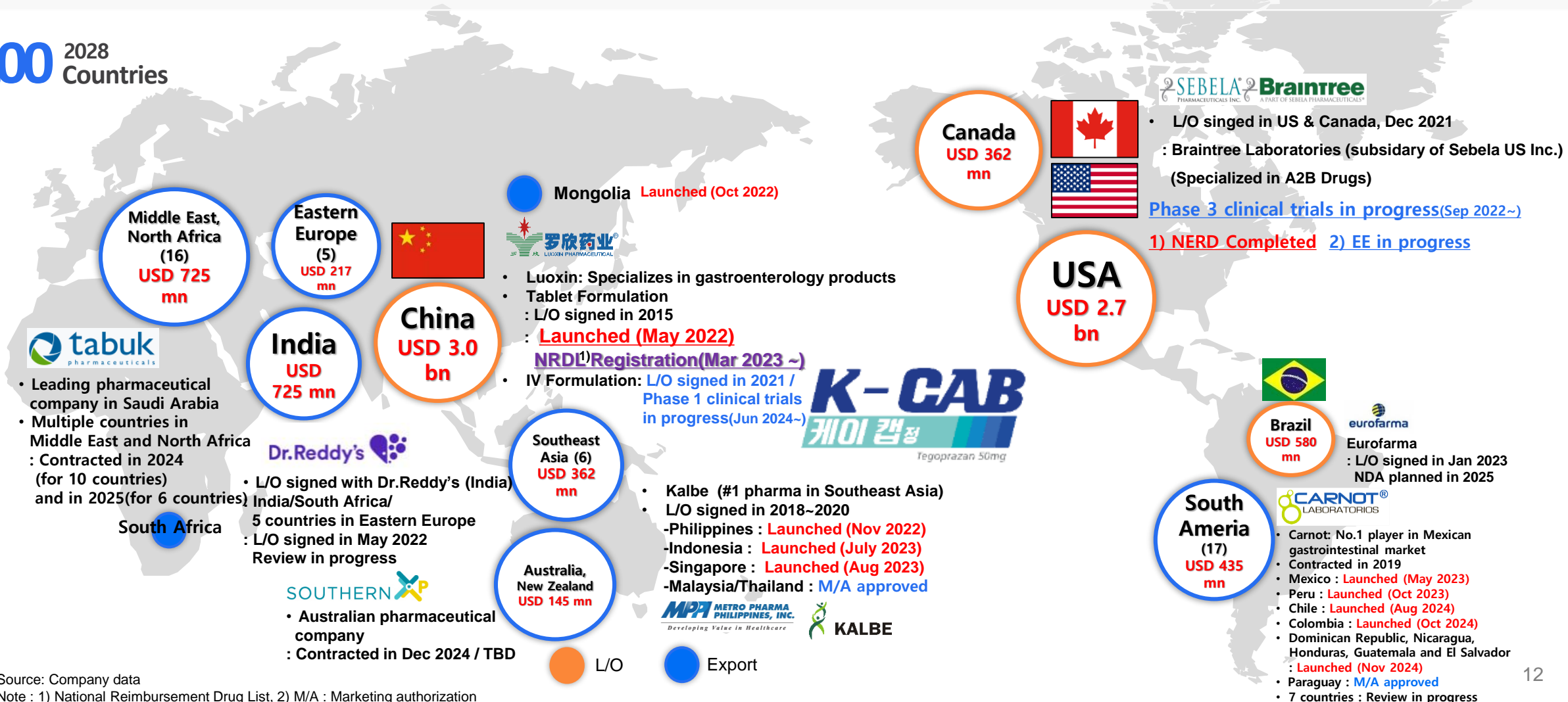
Source : BCC Research

# K-CAB® : Global Strategy

Licensed Out to 53 countries including US and China → Marketing approval and launch in 18 countries

**License out to 100 countries by 2028**

**+100** 2028  
Countries



Source: Company data

Note : 1) National Reimbursement Drug List, 2) M/A : Marketing authorization

# K-CAB® : Tech Transfer(China, USA)

## China Launch, US Phase III Clinical Trials



China



### 泰欣赞 (Taixinzan) launched, registered on NRDL<sup>1)</sup>

- 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

Note : 1) National Reimbursement Drug List



USA

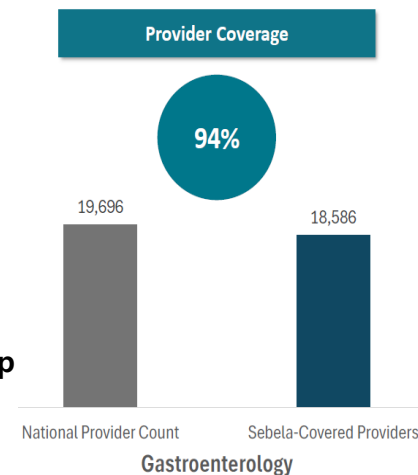


### L/O Contract (Dec. 2021)

- 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



### R&D Pipeline Progress

Indication	Status				
	P1	P2	P3	NDA	FDA approval
Erosive esophagitis (n=1,250)	██████████	SKIP	Fully Enrolled	.....	.....
Non erosive reflux disease (n=800)	██████████	SKIP	Completed	.....	.....
※ Long-Term Safety (n = 400)	████████████████████	████████████████████	Completed		

Source: SeBELA Corporate Presentation (2024), Clinicaltrials.gov

## Tegoprazan (BLI5100) Phase 3 To Complete in 2025

### Erosive Esophagitis (BLI5100-301)

#### Healing Phase Design

- Tegoprazan 100mg vs lansoprazole 30mg
- Up to 8 weeks treatment (healing at Weeks 2 and 8)
- Primary endpoint: complete endoscopic healing
- Key secondary endpoints: % heartburn-free days, LA Grade C/D healing at Week 8, Week 2 healing (all patients and C/Ds)
- N = 1,250 patients at 136 US sites, **fully enrolled**

#### Maintenance Phase Design

- Tegoprazan 50mg/100mg, lansoprazole 15mg
- Primary endpoint: complete endoscopic healing at Week 24
- Key secondary endpoints: % heartburn-free days; LA Grade C/D

### Non-Erosive Reflux Disease (BLI5100-302)

- Tegoprazan 50mg/100mg vs placebo
- 4-week initial treatment period, 20-week safety follow-up
- Primary endpoint: % heartburn-free days during first 4 weeks
- N = 780 patients, 112 US sites
- **Study complete (results to be announced in 2025)**

### Long-Term Safety Extension (BLI5100-303)

- Patients with NERD (302) or healed EE (301)
- Tegoprazan 50mg/100mg vs placebo (minimum of 100 patients per dose level) treated for 1 year to satisfy ICH chronic exposure requirements
- 28-week treatment period
- N = 400 patients at up to 60 US sites





# Tegoprazan (BLI5100) Phase 3 **RESULTS** are in!

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Roswell, GA 30076

Email: [info@sebelapharma.com](mailto:info@sebelapharma.com)  
Website: [www.sebelapharma.com](http://www.sebelapharma.com)  
Phone: +1 844 SEBELA1

## Sebela Pharmaceuticals® Announces Positive Topline Results from Phase 3 TRIUMpH Program of Tegoprazan in GERD

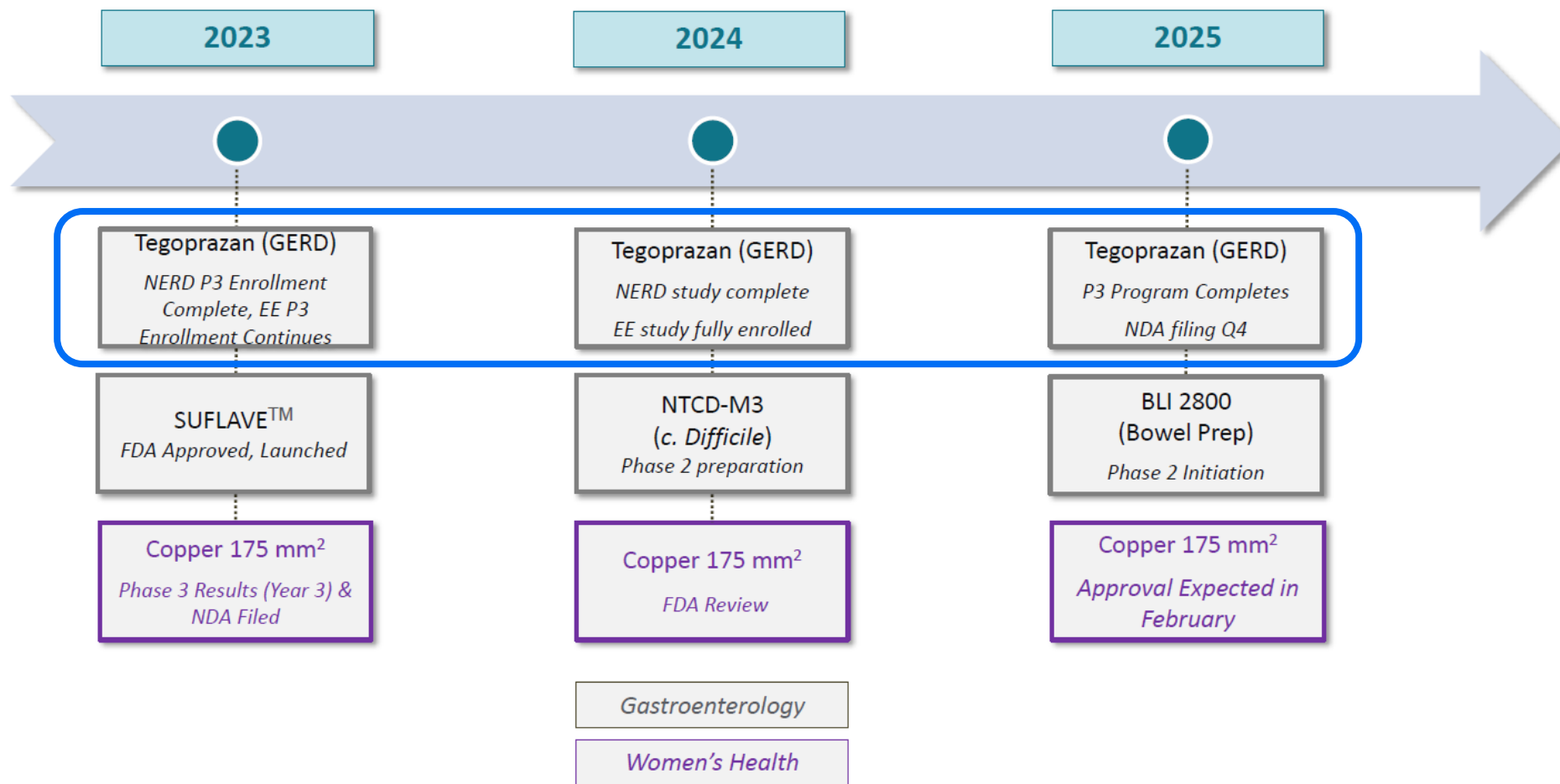
- Tegoprazan proves to be faster acting and more effective than a proton pump inhibitor (PPI) in the healing of erosive esophagitis (EE)
  - Met all primary and secondary endpoints in healing phase of EE
  - Demonstrated superiority over lansoprazole, a PPI, in healing at weeks 2 and 8 in all grades of EE
- Tegoprazan met all primary and secondary endpoints in non-erosive reflux disease (NERD)
  - Achieved significant improvement of both 24 hour and overnight heartburn as well as regurgitation versus placebo in NERD

**BRAINTREE, Mass., April 23, 2025** /PRNewswire/ – Braintree Laboratories, a part of Sebela Pharmaceuticals® and a leading manufacturer of gastroenterology pharmaceutical products, today announced positive topline results from two pivotal US Phase 3 clinical trials evaluating tegoprazan, a novel potassium-competitive acid blocker (P-CAB), in patients with gastroesophageal reflux disease (GERD).

Across both the EE and NERD pivotal studies known as TRIUMpH, tegoprazan achieved significance in all primary and secondary endpoints tested. This included statistical superiority over a PPI (lansoprazole) in achieving complete esophageal healing at weeks 2 and 8 across all grades of EE, including the significant cohort of patients with severe disease (LA Grades C & D). In the NERD trial, tegoprazan demonstrated complete symptom relief for both heartburn (overnight and heartburn free days) and regurgitation.

The maintenance phase of the EE study will complete in Q3 2025 with a New Drug Application inclusive of both the EE and NERD indications planned for filing with FDA in Q4 2025. Braintree® intends to submit results from the TRIUMpH Phase 3 studies to a high impact, peer reviewed journal along with presentation of this data at a leading gastroenterology conference in the future.

## Corporate Milestones: 2023-2025



### Recap: P-CABs are a Multi-Billion \$ Market Opportunity

- Tegoprazan, a billion \$ opportunity in GERD<sup>1</sup> : erosive esophagitis (EE) and non-erosive reflux disease (NERD)
  - P-CABs<sup>2</sup> (vonoprazan and tegoprazan) are first Rx innovation in GERD since PPIs first launched 30 years ago
  - P-CABs are faster acting, longer acting and more potent with less variability than PPIs<sup>3</sup>
  - Tegoprazan achieved blockbuster status (\$121m 2023 sales, 4<sup>th</sup> full year) in South Korea (population 52m) and already approved in 16 countries
  - Two other PCABs approved in Asia, one (vonoprazan) had \$850m in 2023 sales in Japan (population 125m)
  - Phathom (NASDAQ: PHAT), single product company, successfully launching VOQUEZNA® in US
  - Tegoprazan will be second to market in US; Third entrant unlikely for 6+ years
- Market research<sup>4</sup> supports US P-CAB market estimate of \$4-5 billion; >10m patients not well-controlled on PPIs

(1) Gastroesophageal reflux disease. Common symptoms include heartburn and regurgitation

(2) Potassium-competitive acid blockers

(3) Proton pump inhibitors. Well known brands include Prevacid®, Nexium® and Prilosec® and are registered marks of Takeda Pharmaceuticals U.S.A., Inc., and AstraZeneca, respectively

(4) Source: Trinity Life Sciences - Quantitative Market Research August 2024

VOQUEZNA is a registered trademark of Phathom Pharmaceuticals, Inc.

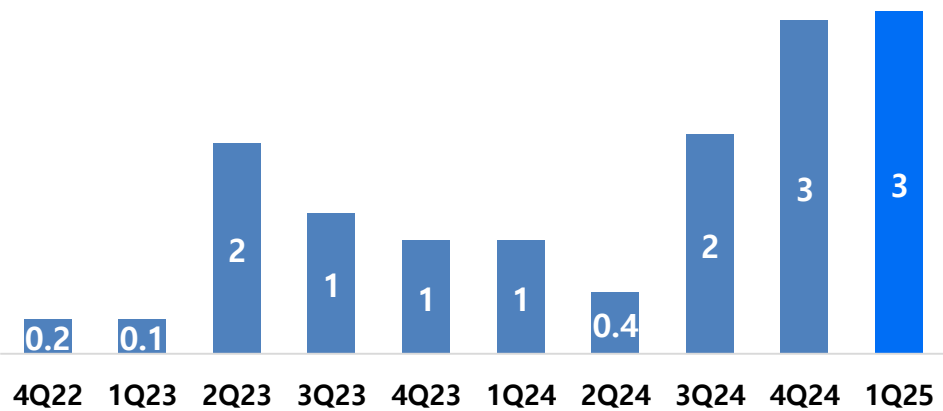
# K-CAB® : Finished Product Exports

## 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		 Malaysia	M/A approved
6		 Thailand	
7	South America	 Mexico	May 2023
8		 Peru	Oct 2023
9		 Chile	Aug 2024
10		 Colombia	Oct 2024
11		 Dominican Republic	Nov 2024
12		 Nicaragua	
13		 Honduras	
14		 Guatemala	
15		 El Salvador	
16		 Ecuador	M/A approved
17		 Paraguay	

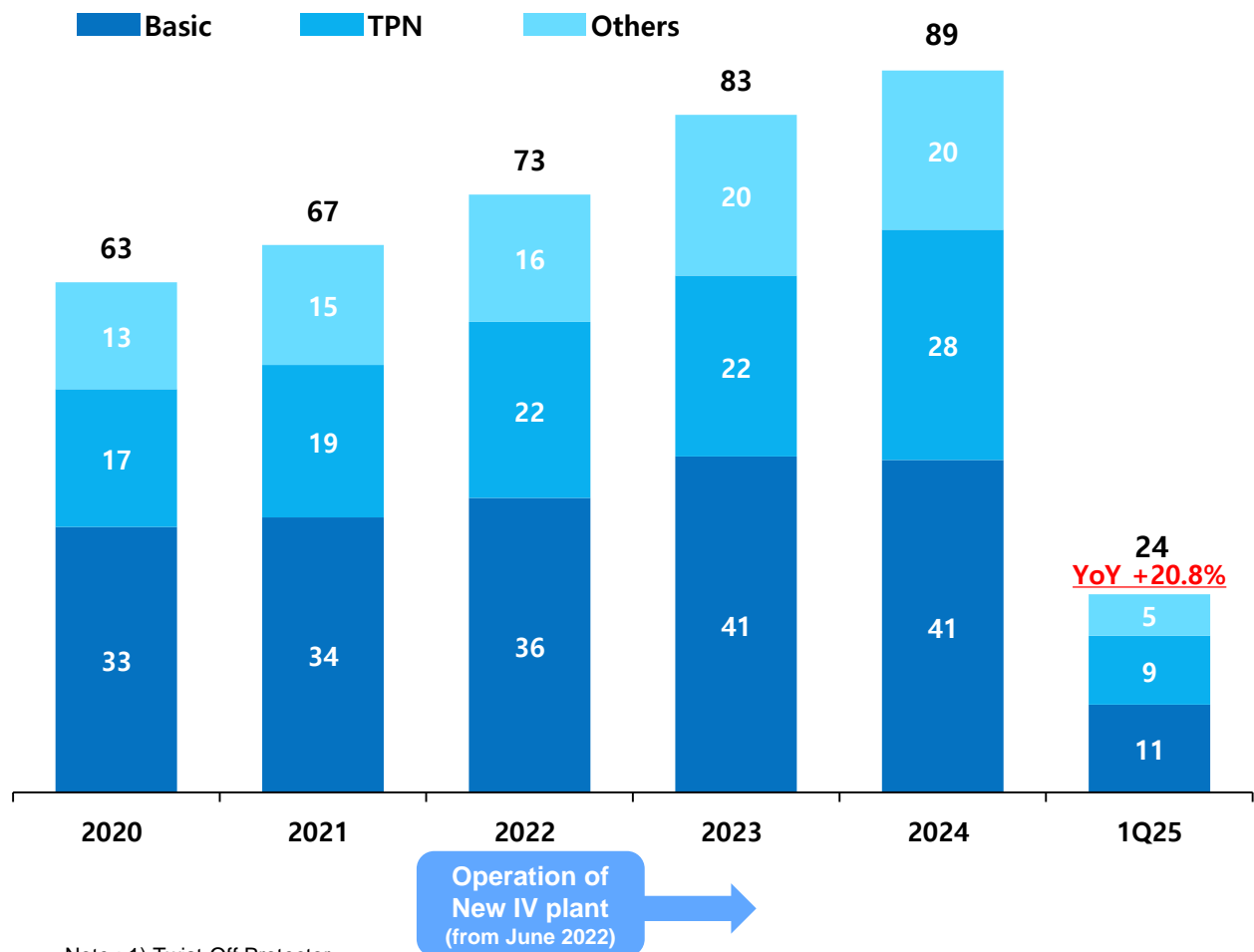
K-CAB finished product export sales trend (unit : USD mn)



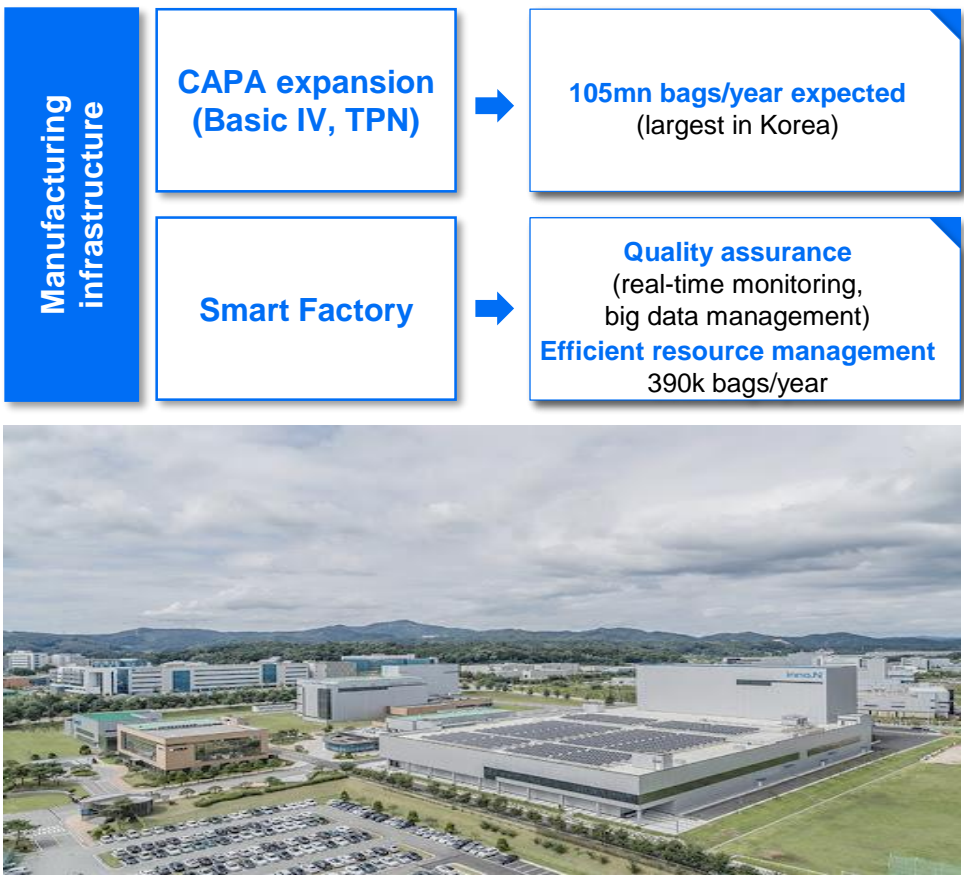
# IV Business

Strengthen competitiveness via capacity expansion,  
TOP<sup>1)</sup> implementation and development of new TPN

IV sales (Unit : USD mn)



Key progress



Company Overview



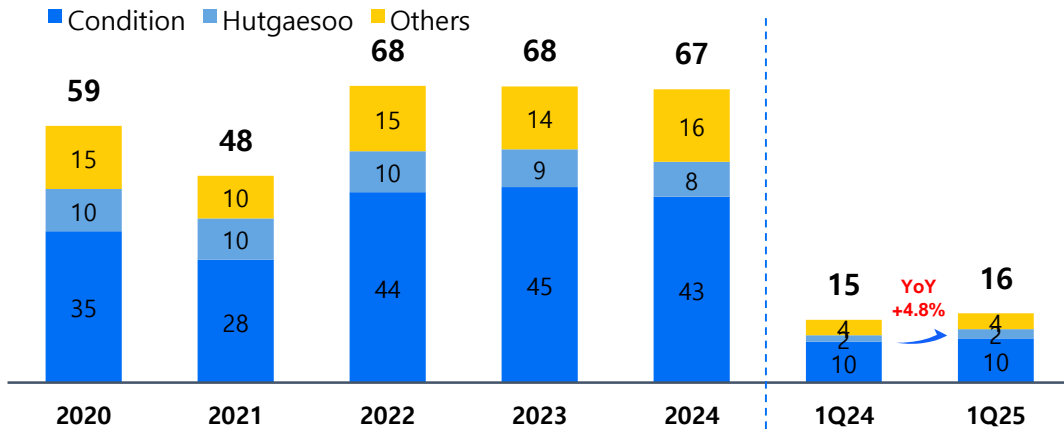
**Core Business** – ETC / **H&B** / R&D

# H&B (Health & Beauty) – Business Status

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

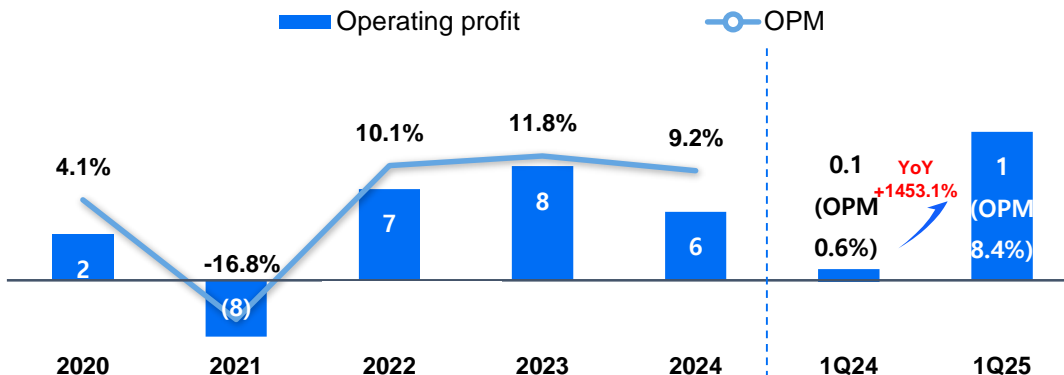
## Sales trend

(Unit : USD mn)



## Operating profit and margin ratio trend

(Unit : USD mn)



## 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, pill) 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

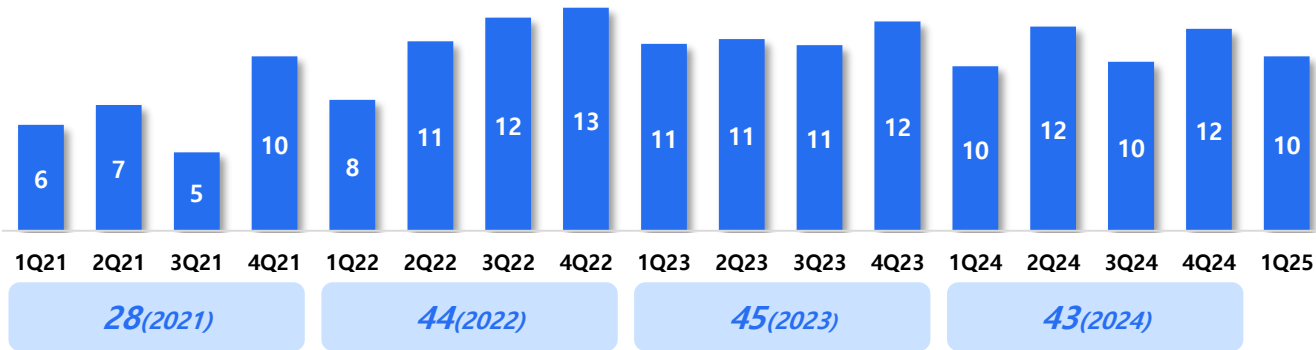
- Lineup : 'bewants' eye serum stick, shampoo(Scalpmed)
- Expansion of bewants brand lineup
- Expansion of distribution network : H&B Store on/off channel(1,300 stores), Amazon US



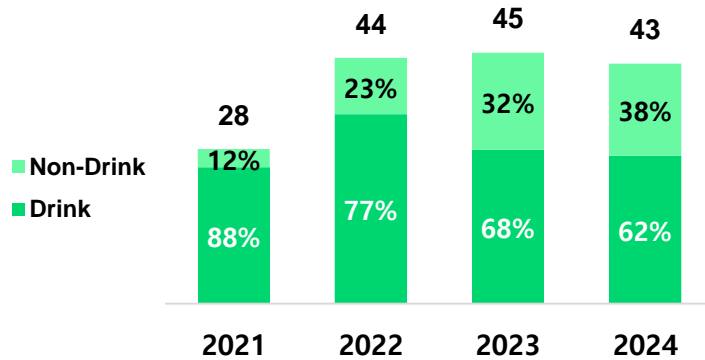
# Condition, No.1 Hangover Relieving Drink

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

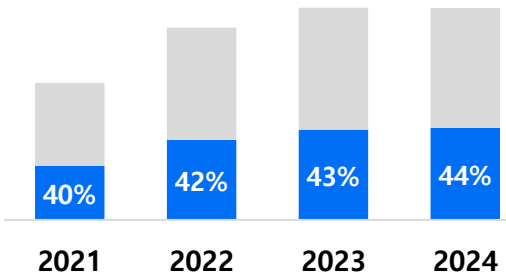
**Quarterly sales** (Unit : USD mn)



**Yearly sales** (Unit : USD mn)



**Condition M/S(Domestic)**



Source : Company data, Nilsen IQ Korea data





## H&B\_Other Beverage

### Tealog (Zero calorie iced tea)

- Launched in 2023
- Sales in 2024 : USD 9 mn



### Hutgaesoo (Liquid tea for thirst)

- Launched in 2010 / Sales in 2024 : USD 8 mn



### Saessakbori (Liquid tea)

- Launched in 2015 / Sales in 2024 : USD 2 mn








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	<div>Best-in-class</div> <div>First-in-class</div>		<b>B</b> IN-114199 CIC <sup>1)</sup>	<b>F</b> FM-101 MASH <sup>2)</sup>		<b>C</b> K-CAB GERD <sup>3)</sup> , Gastric Ulcer, H. Pylori eradication
 Diabetes/Obesity					<b>B</b> IN-B00009 GLP-1 Receptor Agonist	
 Autoimmune	<b>B</b> 22ND01 TYK2 inhibitor			<b>B</b> IN-115314 Atopic Dermatitis	<b>B</b> IN-115314 Pet Atopic Dermatitis	
 Infection		<b>B</b> IN-B00001 Smallpox				
 Oncology	<b>F</b> IN-B00003 CAR-T/CAR-NK		<b>B</b> IN-B00004 CD56 NK (AML, MM)			
	<b>F</b> IN-B00002 HLA-G MAB					

Source: Company data

Note: 1) Chronic idiopathic constipation; 2) Metabolic Dysfunction-Associated Steatohepatitis; 3) gastroesophageal reflux disease

# 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 Ecnoglutide

Target Indications	Type 2 Diabetes, Obesity, MASH <sup>1)</sup>
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 <sup>2)</sup> /oral formulation



**Paradigm of T2D Treatment: GLP-1 RA<sup>3)</sup> 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 DCRA<sup>4)</sup> as well as dual/triple agonist of incretin mimetics in clinical developments

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

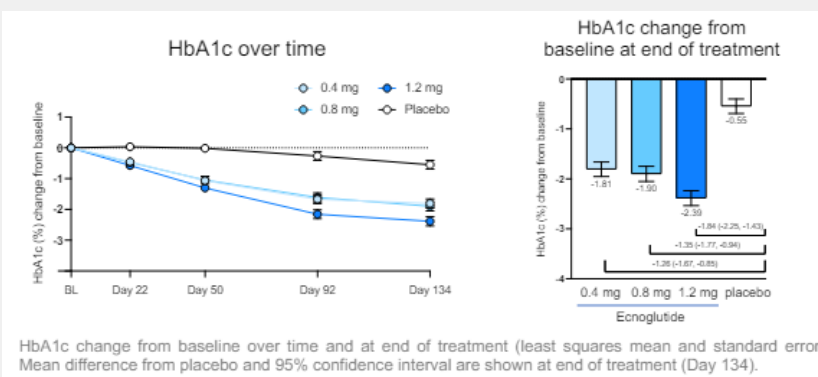
Note: 1) Metabolic dysfunction-associated steatohepatitis 2) Fixed-Dose Combination 3) Glucagon-like Peptide 1

4) Dual amylin and calcitonin receptor agonist

## Clinical Information

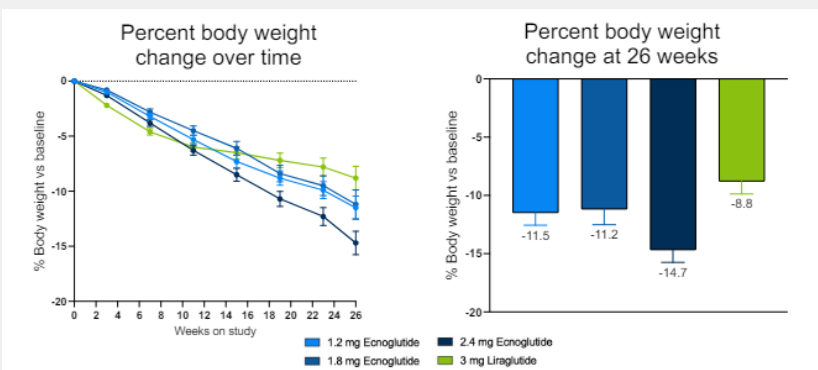
### HbA1c reduction (P2 in China)

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



### 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)



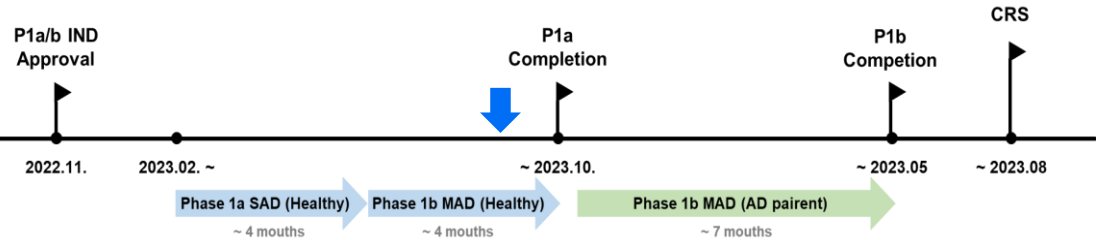
Selectivity  
AD DNCB Model

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)
Investigational product	IN-115314 ointment (5 doses) Placebo	IN-115314 ointment (2 doses) Placebo
No. of subjects	32	24
Endpoint	<ul style="list-style-type: none"><li>Safety</li><li>Exposure</li></ul>	<ul style="list-style-type: none"><li>Safety</li><li>Exposure</li></ul>
Duration	4M	4 M

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



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

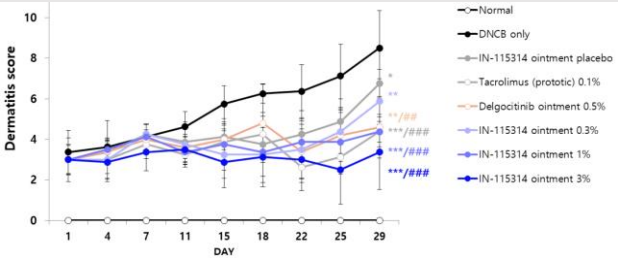
## Efficacy and safety of topical IN-115314 (pre-clinical)

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

- \$10B by 2019, CAGR 13% / Topical market: 25~30%
- 1<sup>st</sup> 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 <sub>0-24hr</sub> (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)

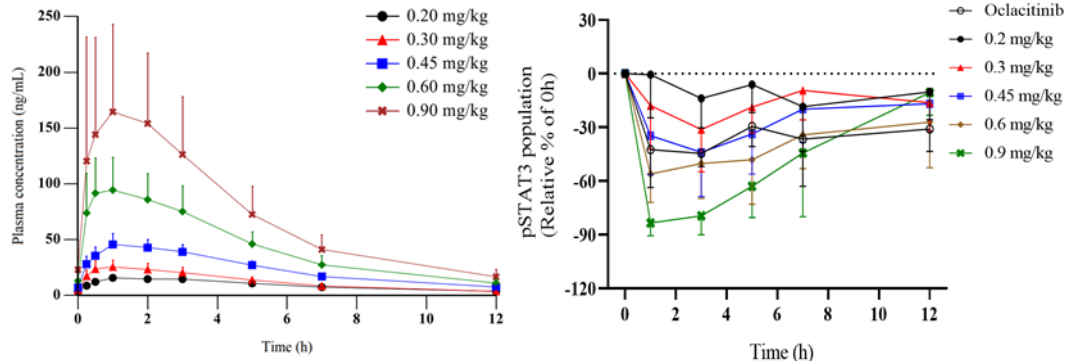


Selectivity  
AD HDM Model  
(mice)  
AD DNCB Model  
(mice)

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



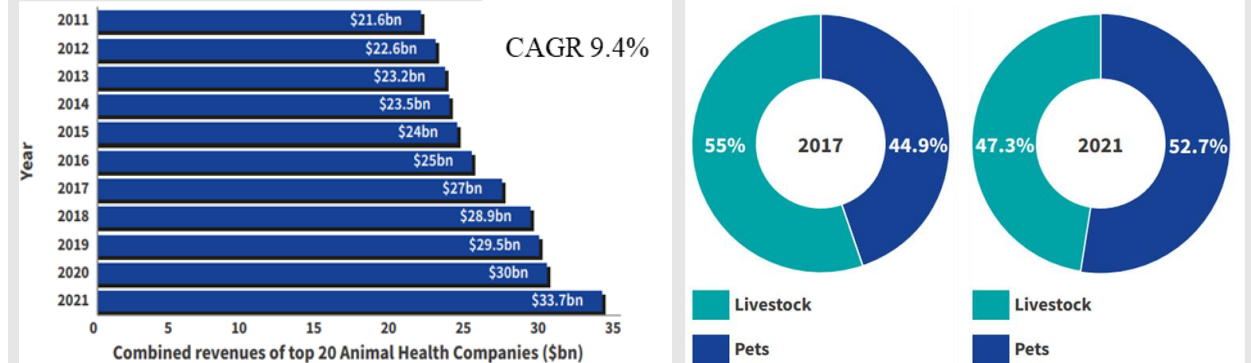
- Dose-dependent increase in exposure from 0.2 to 0.9 mg/kg.
- Dose-related PD effects on JAK1-related biomarker were confirmed.
- Effective dose of IN-115314 is considered to be similar to Apoquel®.

## 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

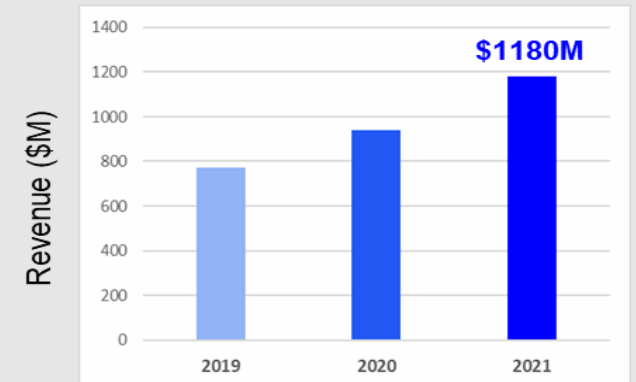


Source: Healthforanimals 2022

### 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