

The Hanmi logo is a red oval with the word "Hanmi" in white, italicized, sans-serif font.

Attention: This is the English translation of the presentation materials from the 2024 Hanmi Pharm Innovation Day event held on November 11, 2024, for analysts and investors in Korea. It provides detailed information about Hanmi Pharm's current business status, future innovation strategies, and R&D capabilities. We deeply appreciate your continued interest and support for our company.

2024 Hanmi Pharm Innovation Day

November 11, 2024



DISCLAIMER

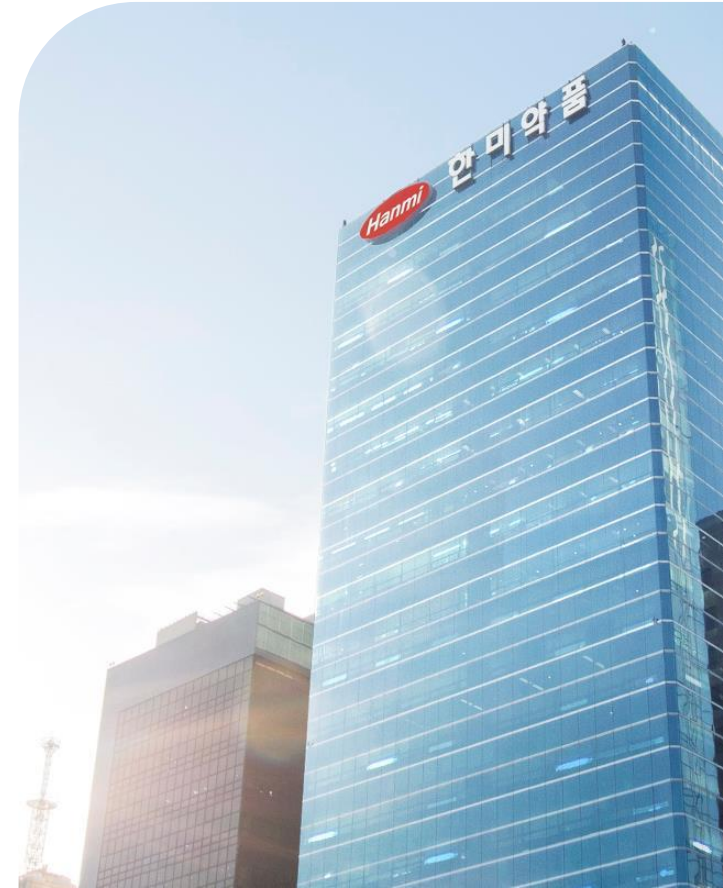
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This document includes "forward-looking information," such as forecasts, projections, plans, and expectations about the future, which have been prepared in good faith based on reasonable grounds or assumptions by the company. Due to the inherent uncertainties of such "forward-looking information," the company's actual future performance may differ significantly. As a result, this document cannot be used as evidence to determine legal responsibility for investment outcomes.

The underlying uncertainties and risks include, but are not limited to, uncertainties related to R&D, changes in the overall business environment, fluctuations in financial markets, and amendments to relevant laws and regulations.

Today's Agenda

I	WELCOME ADDRESS	1:30-1:40 PM
II	PRESENTATION OF INNOVATIONS	
	• COMPANY VALUE INNOVATION (CEO, Jae-Hyun Park)	1:40-2:00 PM
	• DOMESTIC BUSINESS INNOVATION (Head of Domestic Business Division, Myung-Hee Park)	2:00-2:20 PM
	• STRATEGIC PRODUCT INNOVATION (Head of New Product Development Division, Na-Young Kim)	2:20-2:40 PM
	Coffee Break	
	• R&D CAPABILITY INNOVATION (Head of R&D Center, In-Young Choi)	2:50-3:40 PM
	• GLOBAL BUSINESS INNOVATION (Global Division, Hae-Gon Shin)	3:40-4:00 PM
	Coffee Break	
III	Q&A	4:10-4:40 PM
IV	CLOSING REMARKS & NETWORKING	4:40-5:00 PM



Today's Speakers



CEO

President
Jae-Hyun Park



**Head of
Domestic Business Division**

Senior Vice President
Myung-Hee Park



**Head of
New Product Development Division**

Senior Vice President
Na-Young Kim



**Head of
R&D Center**

Senior Vice President
In-Young Choi



Global Division

Vice President
Hae-Gon Shin



Presentation of Innovations

01

**COMPANY
VALUE**

- I. Overview
- II. Hanmi's Vision

02

**DOMESTIC
BUSINESS**

03

**STRATEGIC
PRODUCT**

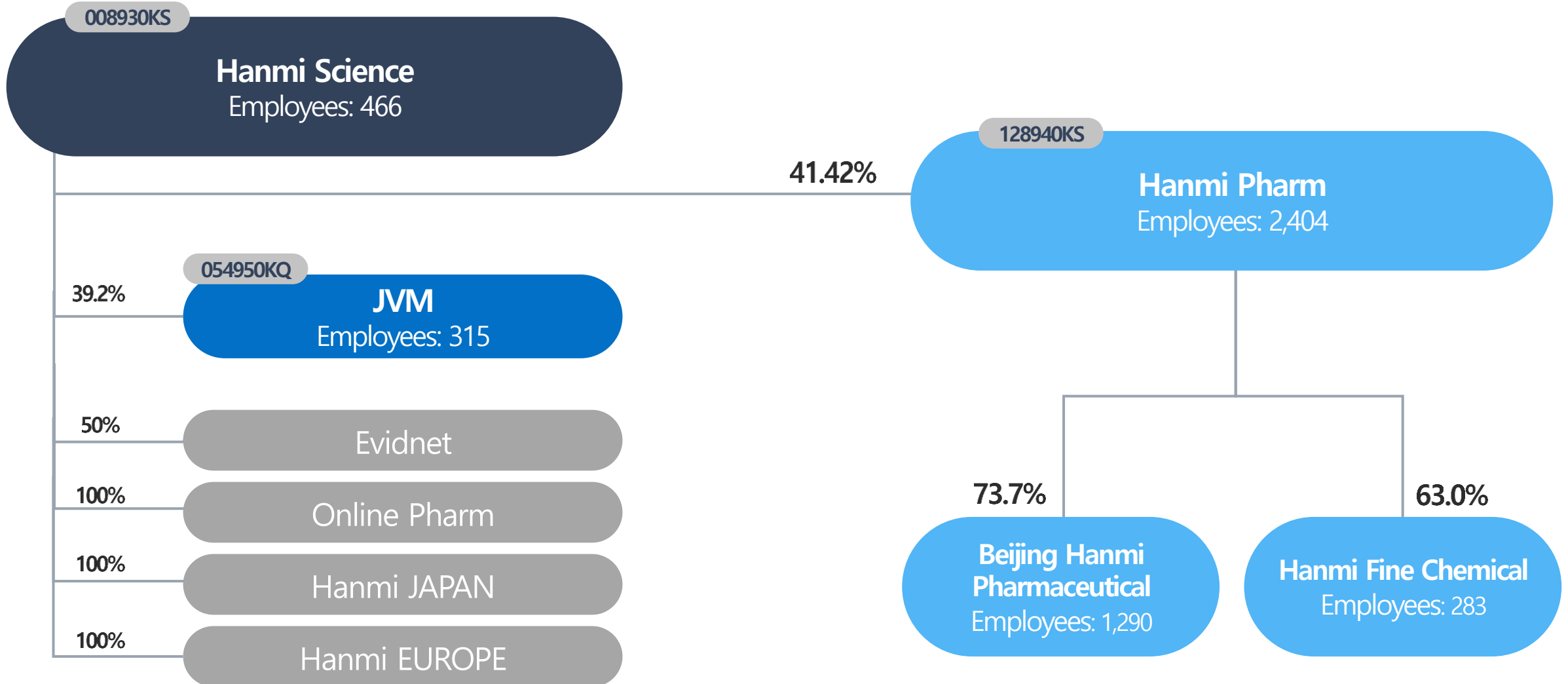
04

**R&D
CAPABILITY**

05

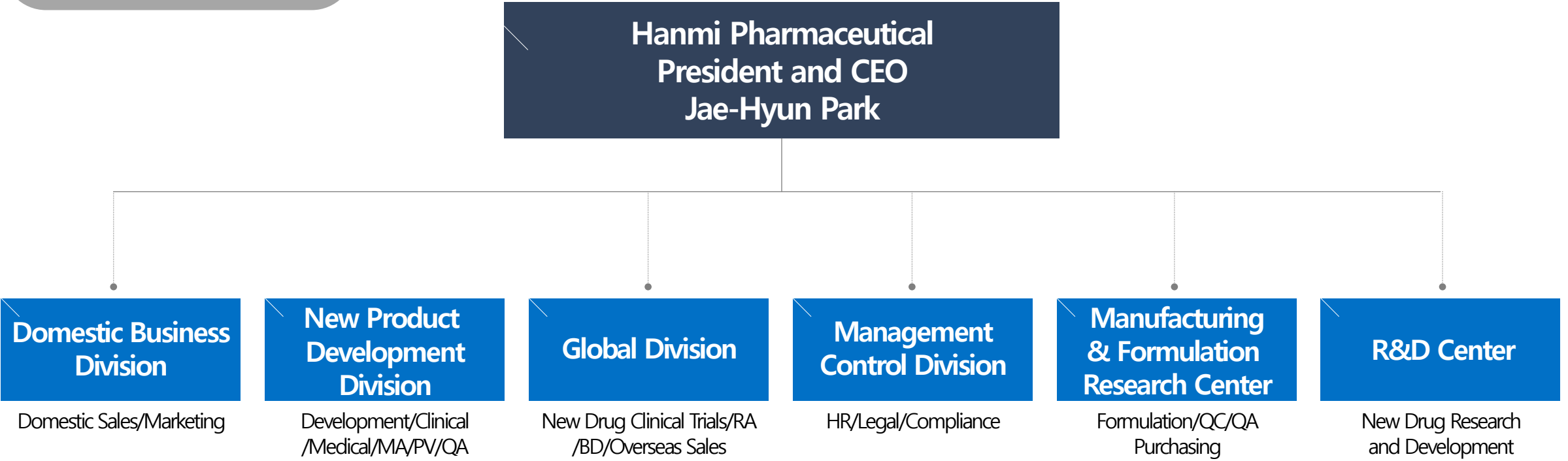
**GLOBAL
BUSINESS**

I Company Overview_Affiliates



I Company Overview_Organization Chart

5 Sites 1 R&D Center
(Employees: 2,404)



Strong Strategic Alliances Across the Globe

"Empowering Innovation Through Valued Partnerships"



I Company Overview_Manufacturing sites

Strong Strategic Alliances Across the Globe

“Global Standards and Differentiated Quality”

Paltan plant – Global DP manufacturing site



- The largest GMP production complex in Korea with an annual capacity of 10 billion tablets
- Production and supply of DP, such as solid formulations and eye drops
- EU GMP certification and ODM partnership with global companies such as MSD, Sanofi etc.

Pyeongtaek plant – Global biologics manufacturing site



- Global bio-GMP certification
- Production & supply of 2 bio-pharmaceuticals
- US FDA certified facility

Beijing Hanmi – DP manufacturing site in China



- China GMP certification
- Production of probiotics, OTC & ETC
- Additional production sites under the construction

Hanmi Fine Chemical – API manufacturing site



- Global GMP certification
- Chemical API, PEG, Peptide, mRNA Capping, etc.
- Production of cephalosporin antibiotics and general chemical raw materials

I Company Overview_Key performance highlights (IFRS Separate Basis)

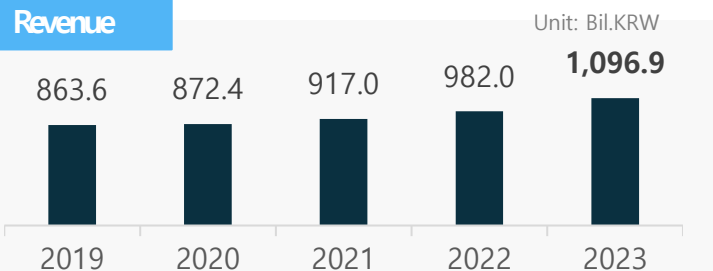
Key performance recently 5 years

Key points of performance growth

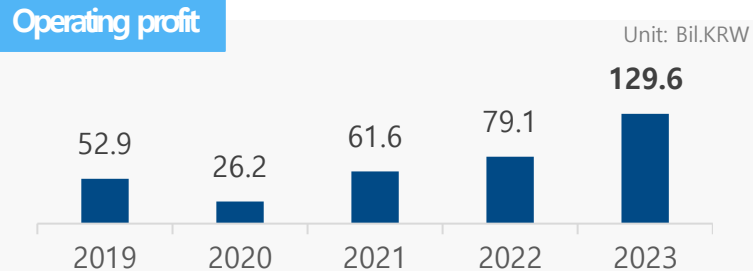
- Achieved 1 Trillion KRW in outpatient prescription sales for the 1st time among domestic pharmaceutical companies in 2023 and maintained the No.1 position for 6 consecutive years.
- Expanded blockbuster portfolio to 22 products, including Rosuzet[®], an increase of 4 products compared to 2022.
- Pioneered new markets and partnerships for DP(such as Gugu Tams[®]), establishing a foothold for overseas market expansion (Eurasia, Latin America, etc.).
- Enhanced profitability and operational efficiency of the bio-plant through increased production of Rolontis[®].

(Unit: Bil.KRW %)	'19		'20		'21		'22		'23		CAGR ('19~'23)	'24.1 ~ 3Q Cumulative Total
	Amount	Growth rate	Amount	Growth rate	Amount	Growth rate	Amount	Growth rate	Amount	Growth rate		Amount
Revenue	863.6	8.6	872.4	1.0	917.0	5.2	982.0	7.1	1,096.9	11.7	6.2	833.6
Operating profit (%)	52.9 (6.1%)	22.2	26.2 (3.0%)	-50.5	61.6 (6.7%)	135.1	79.1 (8.1%)	28.4	129.6 (11.8%)	63.8	25.1	103.0 (12.4%)
Net profit (%)	24.3 (2.8%)	89.8	3.0 (0.3%)	-87.7	24.5 (2.7%)	716.7	50.3 (5.1%)	105.3	109.2 (10.0%)	117.1	45.6	82.1 (9.8%)

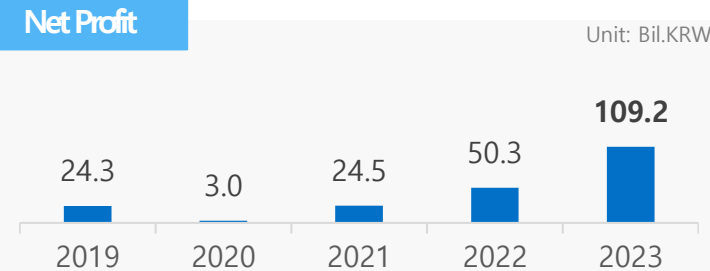
Revenue



Operating profit



Net Profit



I Company Overview_Key performance highlights (Beijing Hanmi)

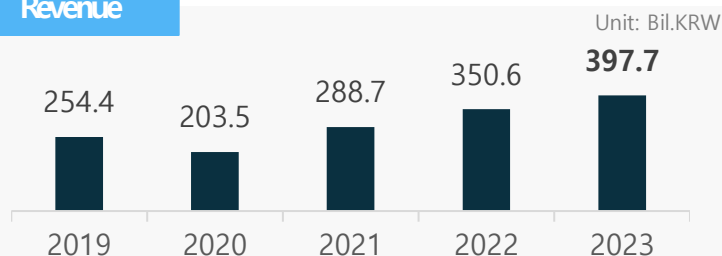
Key performance recently 5 years

Key points of performance growth

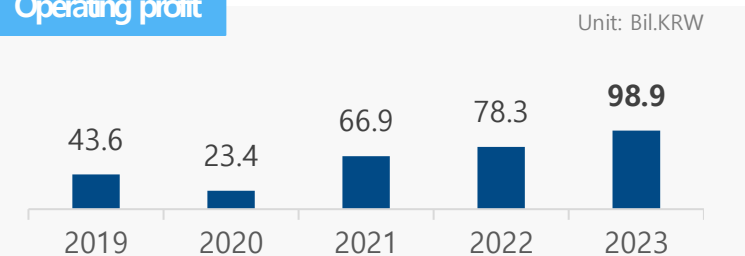
- Maintained strong growth and improved profitability driven by surging demand for new influenza cases in China.
- Achieved strong sales of IANPING®(Ambroxol Inhalation Solution), with successful inclusion in the national healthcare insurance system, paving the way for significant revenue growth in a relatively untapped market.
- Sustained double-digit annual revenue growth and maintained an operating profit margin in the 20% range post-pandemic.

(Unit: Bil.KRW, %)	'19		'20		'21		'22		'23		CAGR ('19~'23)	'24.1 ~ 3Q Cummulative Total Amount
	Amount	Growth rate	Amount	Growth rate	Amount	Growth rate	Amount	Growth rate	Amount	Growth rate		
Revenue	254.4	11.5	203.5	-20.0	288.7	41.9	350.6	21.4	397.7	13.4	11.8	310.8
Operating profit (%)	43.6 (17.1%)	1.4	23.4 (11.5%)	-46.3	66.9 (23.2%)	185.9	78.3 (22.3%)	17.0	98.9 (24.9%)	26.3	22.7	78.6 (25.3%)
Net profit(%)	37.4 (14.7%)	1.1	22.9 (11.3%)	-38.8	60.3 (20.9%)	163.3	71.8 (20.5%)	19.1	79.8 (20.1%)	11.1	20.9	70.6 (22.7%)

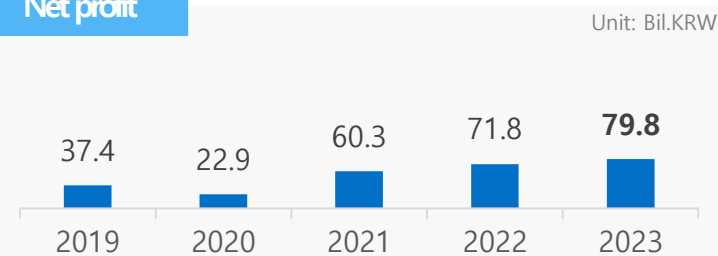
Revenue



Operating profit



Net profit



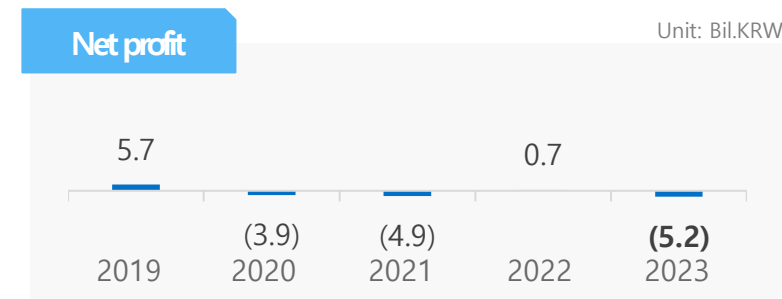
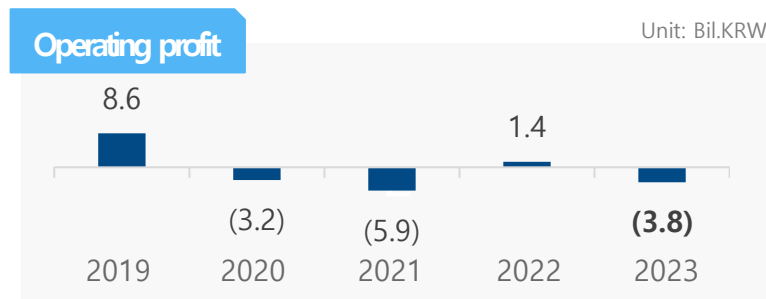
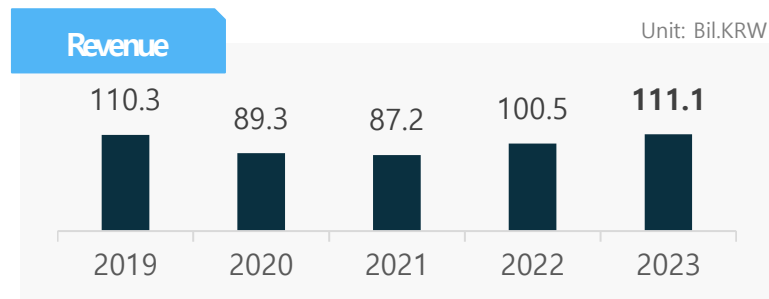
I Company Overview_Key performance highlights (Hanmi Fine Chemical)

Key performance recently 5 years

Key points of performance growth

- After a turn to a loss in 2023, focused on improving the management structure and identifying new growth drivers to achieve breakeven point(BEP), with a projected return to operating profit in 2024 driven by strong API export growth.
- Pushing to achieve economies of scale by realizing CDMO performance and securing competitiveness in API production.
- Working on cost structure improvements through diversification of sales markets beyond China and Japan, and enhancing process efficiency.

(Unit: Bil.KRW, %)	'19		'20		'21		'22		'23		CAGR ('19~'23)	'24.1 ~ 3Q Cumulative Total
	Amount	Growth rate	Amount	Growth rate	Amount	Growth rate	Amount	Growth rate	Amount	Growth rate		Amount
Revenue	110.3	29.3	89.3	-19.0	87.2	-2.4	100.5	15.3	111.1	10.5	0.2%	88.2
Operating profit (%)	8.6 (7.8%)	Turn to Profit	-3.2 (-3.6%)	Turn to Loss	-5.9 (-6.8%)	Sustained Deficit	1.4 (1.4%)	Turn to Profit	-3.8 (-3.4%)	Turn to Loss	-	3.2 (3.6%)
Net profit(%)	5.7 (5.2%)	Turn to Profit	-3.9 (-4.4%)	Turn to Loss	-4.9 (-5.6%)	Sustained Deficit	0.7 (0.7%)	Turn to Profit	-5.2 (-4.7%)	Turn to Loss	-	1.4 (1.6%)



I Company Overview_Key performance highlights (IFRS Consolidated Basis)

Key performance recently 5 years

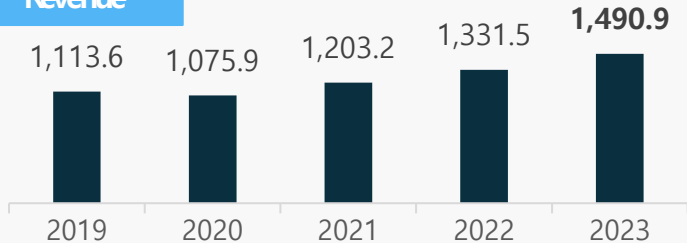
Key points of performance growth

- Maintained the No. 1 position in domestic outpatient prescription sales for six consecutive years and achieved the highest number of blockbuster products in Korea, with 22 products. / Continued product growth in the favorable Chinese market.
- Boosted bio-plant utilization through FDA approval (Rovedon®) / Profit growth driven by milestone payments from L/O.
- Continued improvement in profitability (industry-leading levels) through management restructuring and cost efficiency initiatives.

(Unit: Bil.KRW, %)	'19		'20		'21		'22		'23		CAGR ('19~'23)	'24.1 ~ 3Q Cumulative Total Amount
	Amount	Growth rate	Amount	Growth rate	Amount	Growth rate	Amount	Growth rate	Amount	Growth rate		
Revenue	1,113.6	9.6	1,075.9	- 3.4	1,203.2	11.8	1,331.5	10.7	1,490.9	12.0	7.6	1,143.9
Operating profit (%)	103.9 (9.3%)	24.3	49.0 (4.6%)	-52.8	125.4 (10.4%)	155.9	158.1 (11.9%)	26.1	220.7 (14.8%)	39.6	20.7	185.7 (16.2%)
Net profit(%)	63.9 (5.7%)	86.8	17.3 (1.6%)	-72.9	81.5 (6.8%)	371.1	101.6 (7.6%)	24.7	165.4 (11.1%)	62.8	26.8	145.2 (12.7%)

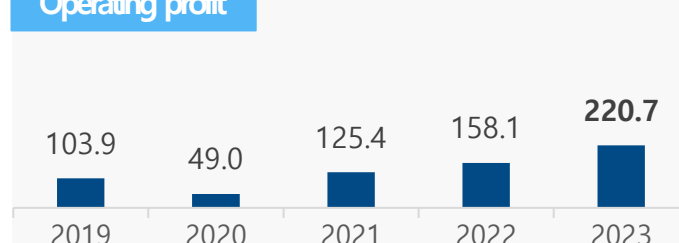
Revenue

Unit: Bil.KRW



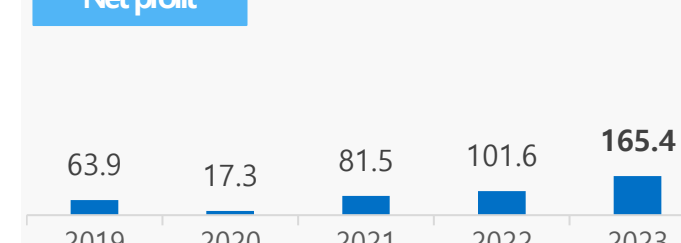
Operating profit

Unit: Bil.KRW



Net profit

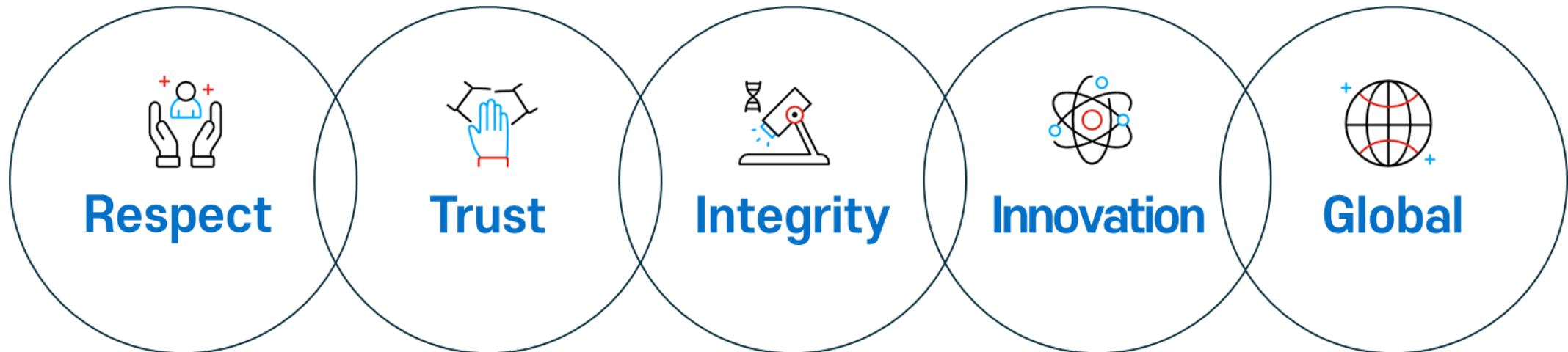
Unit: Bil.KRW



II Hanmi's VISION

Strong Strategic Alliances Across the Globe

Hanmi Pharm is Advancing Globally through Continuous Innovation based on Respect, Trust, and Integrity.



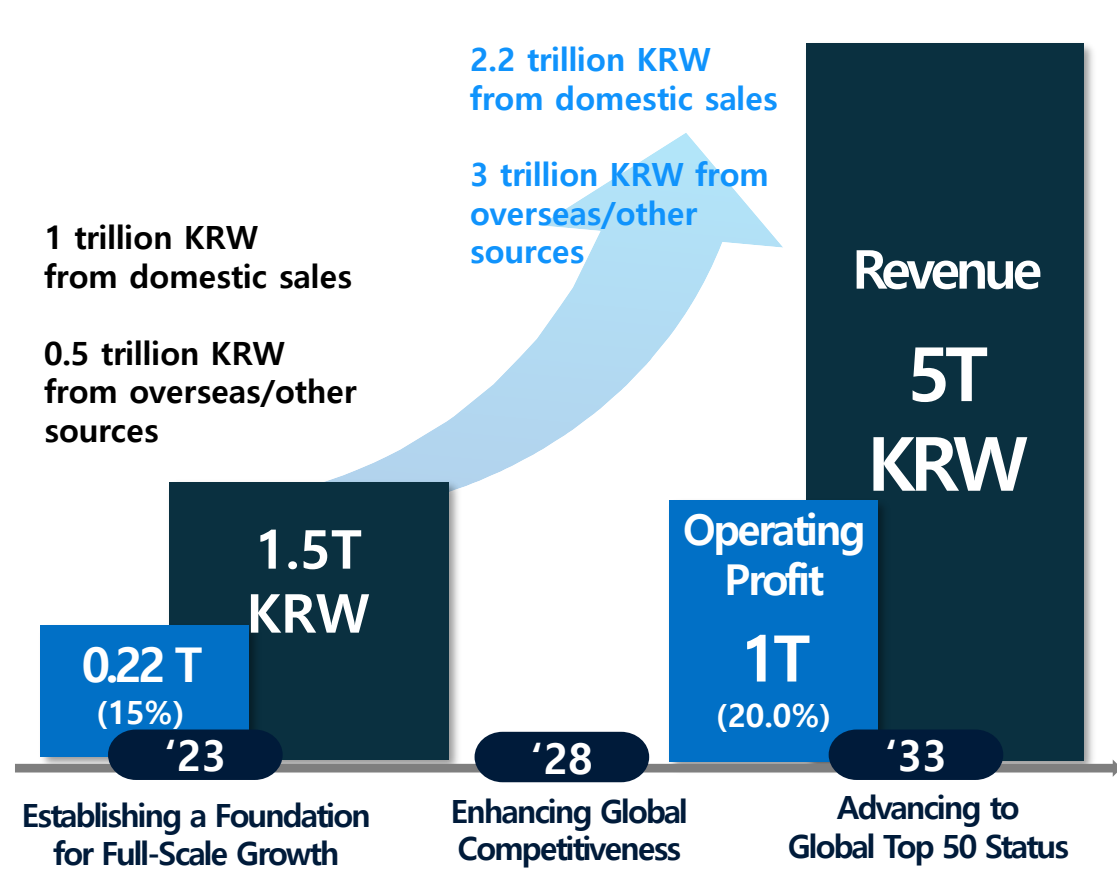
II Hanmi's VISION_Mid- to Long-Term Strategy

To achieve the goal of being a **Global Top-tier Healthcare Company**, Hanmi has established a **mid- to long-term strategies in 3 phases**.

	Phase I : '24~'25	Phase II : '26~'28	Phase III : '29~'33
Strategic Directions	Establish dominant leadership in the domestic market while building a strong foundation for global market expansion	Expand sales of innovative and incrementally modified drugs while strengthening global business capabilities	Accelerate growth led by innovative drugs and advance toward Global Top 50 status
R&D	<ul style="list-style-type: none"> • Securing new platforms and modalities to lead innovation • Strengthen capabilities in overseas clinical trials and regulatory approvals 	<ul style="list-style-type: none"> • Drive First-in-Class drug development • License-in/out achievements 	<ul style="list-style-type: none"> • Expand global new drug approvals operate global R&D hubs
Domestic and Global Market	<ul style="list-style-type: none"> • Achieve undisputed No. 1 market share in domestic market • Establish a foundation for global market entry 	<ul style="list-style-type: none"> • Identify new channels leveraging existing sales networks and drive the global growth of incrementally modified drugs 	<ul style="list-style-type: none"> • Increase sales of innovative drugs domestically and internationally while maximizing global distribution network capabilities and securing manufacturing hubs
Infrastructure, And Operations	<ul style="list-style-type: none"> • Build a corporate culture centered on challenge and innovation • Optimize operational systems and focus on reorganization for efficiency 	<ul style="list-style-type: none"> • Strengthen global operational capabilities through strategic partnerships and infrastructure development.8 	<ul style="list-style-type: none"> • Build a world-class corporate culture • Foster and attract global talent to drive future growth

II Hanmi's VISION _Plans

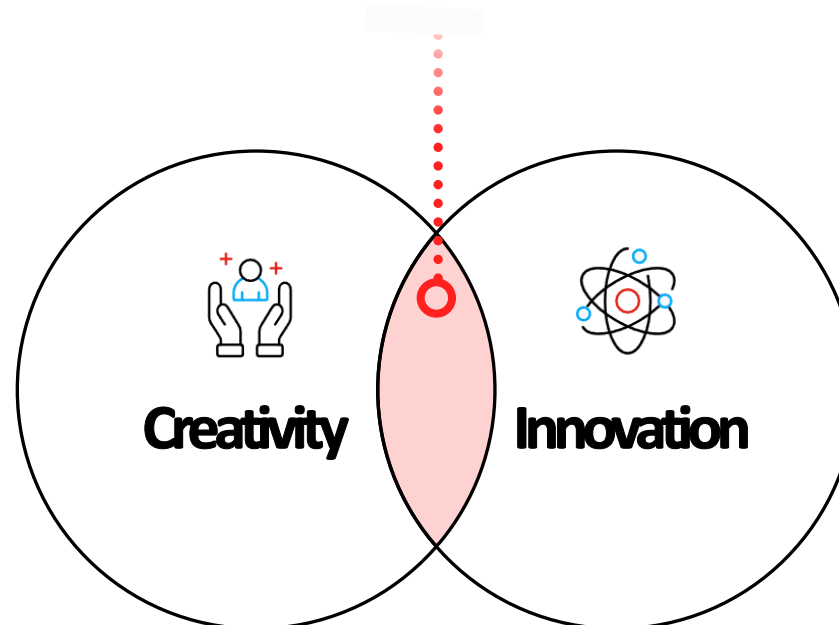
Through mid- to long-term strategy, Hanmi aims to achieve **5 Trillion KRW in revenue within 10 years** and **leap forward as a Top-tier pharmaceutical company**



Key Strategic Points by Division for Growth	
Domestic Business Division	<ul style="list-style-type: none"> Strengthen evidence-based marketing and patient-tailored treatment strategies Achieve overwhelming domestic market share leadership and launch innovative new drugs
New Product Development Division & Formulation Research Center	<ul style="list-style-type: none"> Develop new indications through innovations in dosing regimens and formulations Launch new products to drive continuous market expansion
R&D Center	<ul style="list-style-type: none"> Build a robust pipeline through a first-in-class strategy utilizing new modalities Enhance the value of new drugs through license-out deals and in-house development
Global Division	<ul style="list-style-type: none"> Globalize the Hanmi brand Strengthen the global market competitiveness of new drugs and products

II Hanmi's VISION_Plans

We are committed to achieving our vision of becoming a **pharmaceutical powerhouse**, driven by **creativity and innovation** that characterize Hanmi Pharm, ensuring **pharmaceutical sovereignty** at the core of our mission.





Presentation of Innovations

01 _____

COMPANY
VALUE

02 _____

**DOMESTIC
BUSINESS**

- I. Vision
- II. 2024 Performance
- III. Marketing Strategy
- IV. Mid-Long Term Strategy

03 _____

STRATEGIC
PRODUCT

04 _____

R&D
CAPABILITY

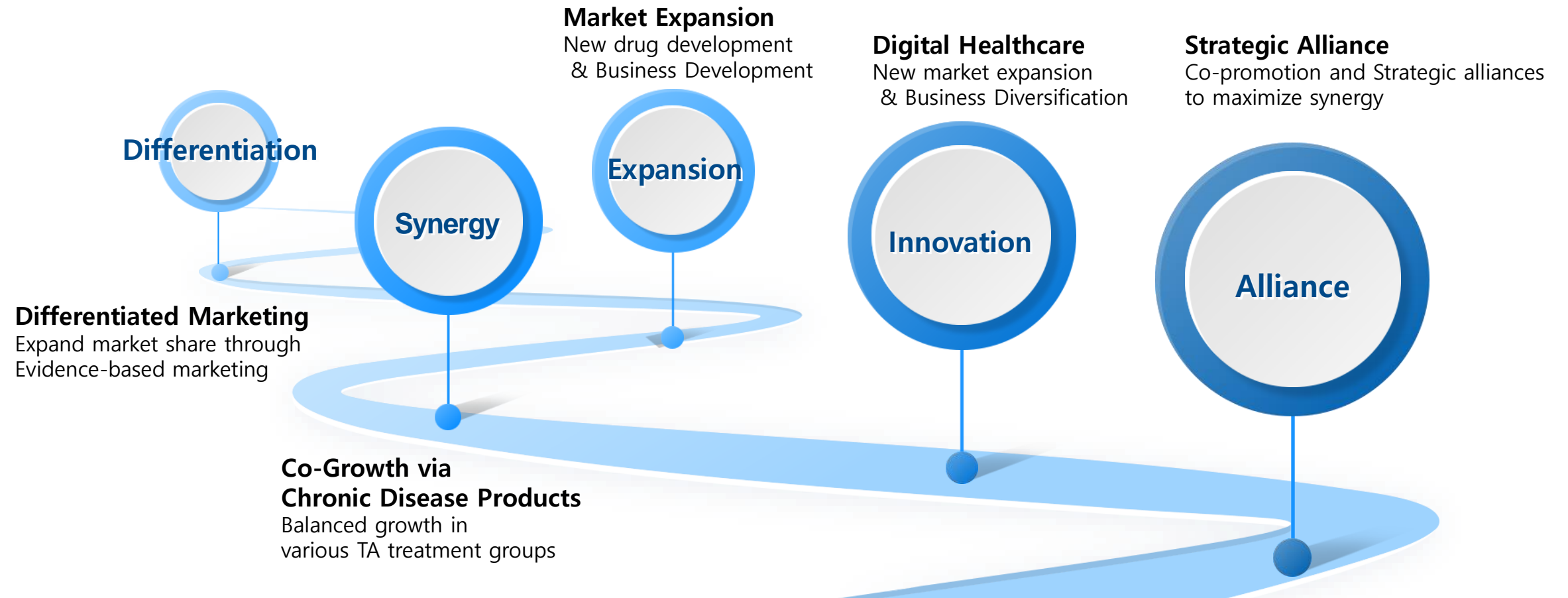
05 _____

GLOBAL
BUSINESS

I Vision

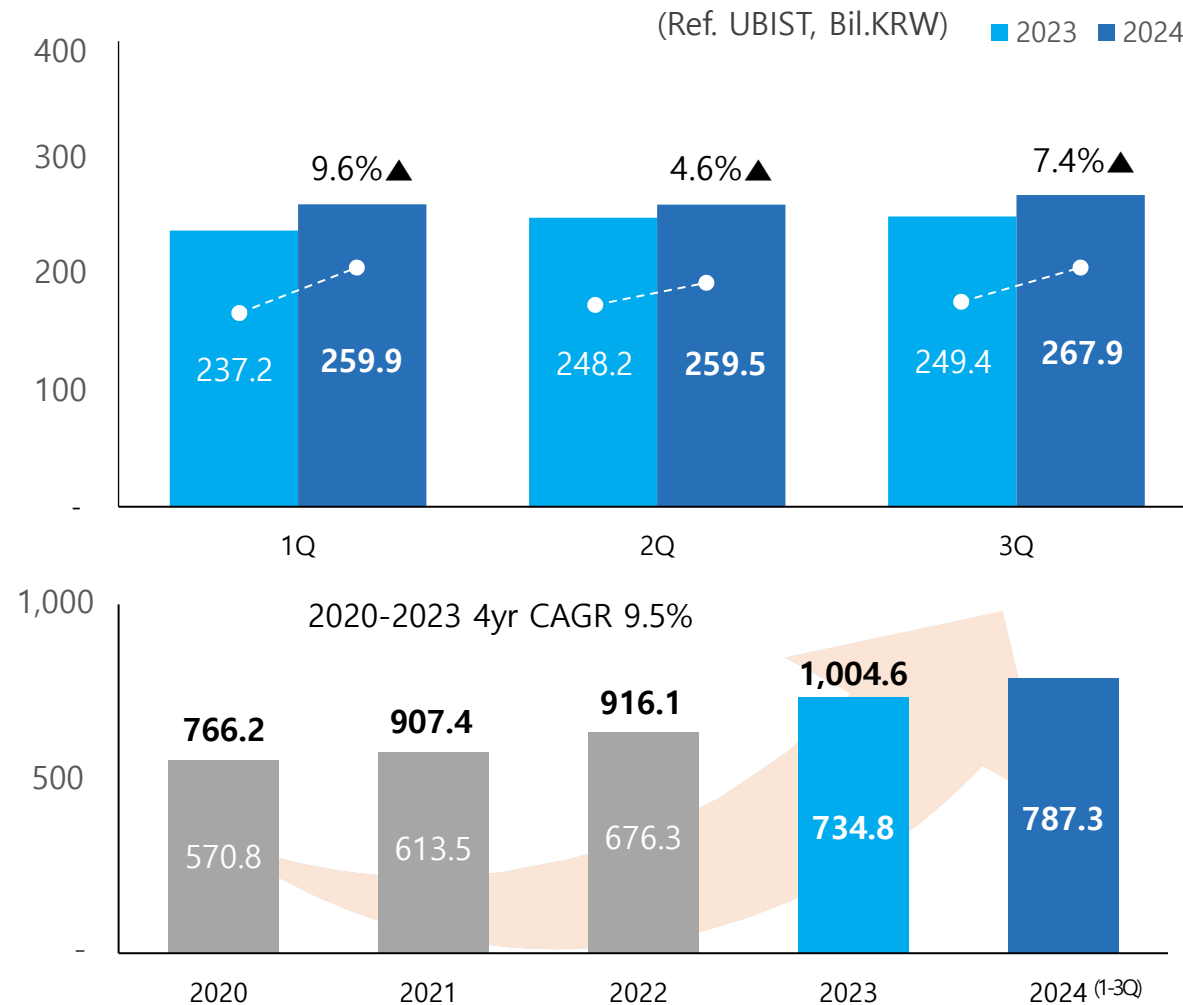
Global Hanmi Roadmap for 2033

- ① Preserve No.1 Position in ETC Market
- ② Maximize Sales and Profit



II 2024 Performance_Outpatient Prescription

Outpatient Prescription Performance



2024.4Q Forecast

- **Increasing sales of seasonal product**
 - HANMI FLU & Respiratory disease products
 - MAXIBUPEN Syrup – Manufacturing capacity Scale-up
- **Sales Growth in Chronic Disease Products**
 - ROSUZET, AMOSARTAN F, ESOMEZOL F
- **Full-Scale Sales of 2024 New Products**
 - New Products including RASPIRIN, LINAGLO, and ABITERONE DUO

2024 Forecast

- Expect to achieve sales **exceeding the market growth rate**
- 24.1Q-3Q YoY G/R 7.1% (vs. Market 5.0%)
- Top 1 Outpatient prescription for 7 consecutive years
- No. of Blockbusters¹⁾: 22 → 25

1) Products with revenue over 10 Bil.KRW

II 2024 Performance_Domestic Business Department



Package Marketing

- Integrative Growth by enhancing **Major-Minor products Joint Activities** on 4 types of Re-Marketing Target
- Re-Marketing Targets (No. of Products)
 - Comorbidities(11)
 - Specialty(23)
 - Combination Therapy(6)
 - Chronic Disease(14)

New Products and Blockbusters

- NEW Antidiabetics** Launched in 2023
 - ▶ **10.1 Bil. KRW** in 2024 (Jan.-Sep.)
- LINAGLOMET XR Launched in 2024
 - ▶ **Antidiabetics Pipeline Expansion**
- Blockbuster-to-be in 2025 : **DAPALON F***.
- 3 More Blockbusters in 2024 (vs. 2023)

*F : incl. Family Brands

Key Products Sales Growth

- ROSUZET** : The First Domestic Pharma Developed ETC to **reach 200 Bil. KRW**
- AMOSARTAN F** : **6yrs. NO. 1** in Antihypertensive FDC Market
- ESOMEZOL F** : **5yrs. NO. 1** in PPI Market
- URO Package**** : **3yrs. NO. 1** in Urology Market

**Products prescribed in Urology

II 2024 Performance_Blockbusters

Top holder of blockbusters

(Ref. 2023 UBIST, IQVIA)

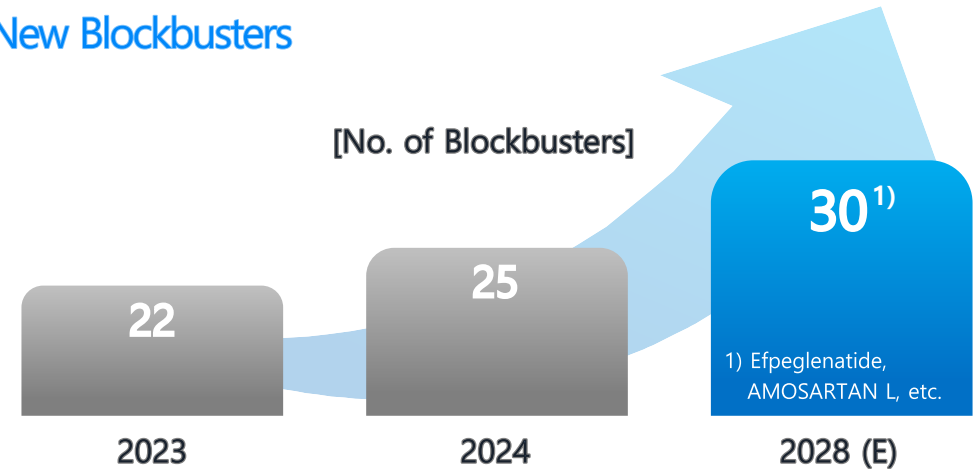
Product (indication)	SALES (Bil. KRW)	Product (indication)	SALES (Bil. KRW)
ROSUZET (Dyslipidemia)	178.8	PIDOGUL (Antithrombotic)	17.7
AMOSARTAN (Hypertension)	89.2	MIRABEK (Irritable bladder)	15.6
ESOMEZOL (Gastroesophageal reflux disease)	64.3	MONTERIZINE (Asthma·Allergic rhinitis)	15.6
PALPAL (Erectile dysfunction)	42.5	RABONE D (Osteoporosis)	14.1
HANMI TAMS(+OD) (Prostatic hypertrophy)	40.5	ROVELITO (Hypertension· Dyslipidemia)	14.0
AMOSARTAN PLUS (Hypertension)	30.9	ROLONTIS (Neutropenia)	12.5
NAXOZOL (NSAIDs)	26.8	HANMI OMEGA (Hypertriglyceridemia)	12.1
AMODIPIN (Hypertension)	24.8	AMOSARTAN Q (Hypertension· Dyslipidemia)	11.3
GUGU (Erectile dysfunction/ Prostatic hypertrophy)	21.7	MEDILAC (Probiotics)	10.9
HYALUMINI (Xerophthalmi)	20.3	CLARI (Infectious disease)	10.6
TRIAZONE (Antibiotics)	18.4	MOSARTA XQ (Hypertension· Dyslipidemia)	10.5

New Blockbusters in 2024

- Total 25 Blockbusters
- Sustainable Growth through Collaborative Efforts with New Products & Mature/Declining Products

FENOCID (Hypertriglyceridemia)	MONTEZAL (Asthma· Allergic rhinitis)	OSARTAN (Hypertension)
--	--	----------------------------------

- Driving Continuous Growth by Fostering New Blockbusters



II Marketing Strategy_CV (ROSUZET)

ROSUZET, No.1 Sales in Outpatient Prescription Market

Brand Value Maximization

No.1 Rank in Korea

- **The first No.1 Ranked in Korea's Outpatient Prescriptions Market** developed by domestic pharmaceutical company

Best Treatment Option

- Complying with new guidelines for dyslipidemia and **leading the way in new treatment paradigms** (The Lower, The Better)

Evidence-based

- Proven Prescription Rationale via **Large-scale Clinical Trials**
→ **RACING Trial** (applied as a reference for new treatment guidelines)



Beyond The Statin Campaign

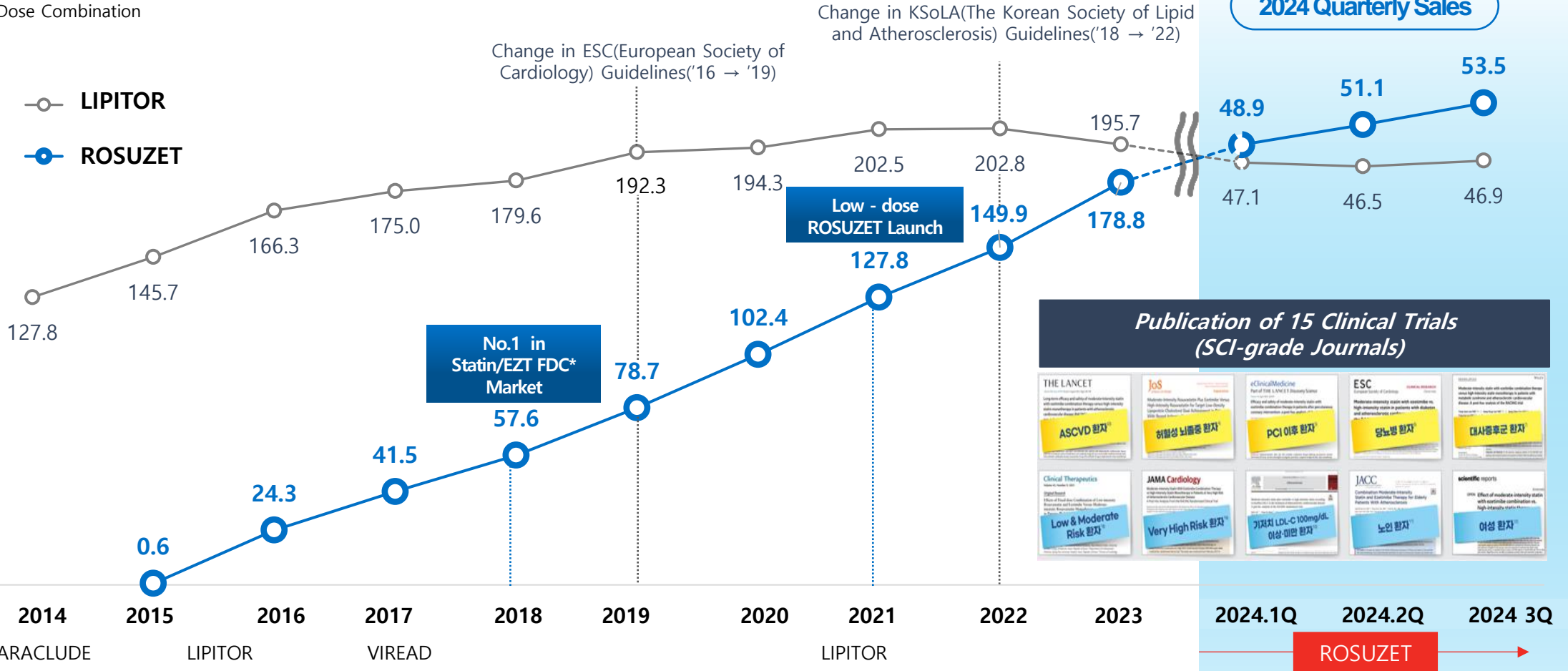
II Marketing Strategy_CV (ROSUZET)

Paradigm Shift in Dyslipidemia Treatment through Evidence-Based Marketing Activities

Dyslipidemia Treatment Sales Status

(Unit: Bil. KRW, UBIST)

*FDC: Fixed-Dose Combination



II Marketing Strategy_CV (AMOSARTAN F)

A Journey of Growth : Cumulative Sales of 1 Trillion KRW – A Narrative of 15 years



Most supported drug by HCP*s
*HCPs: Healthcare Professionals



17 Clinical trials publication in International Journals



Indication as initial therapy for patients with Stage 2 Hypertension

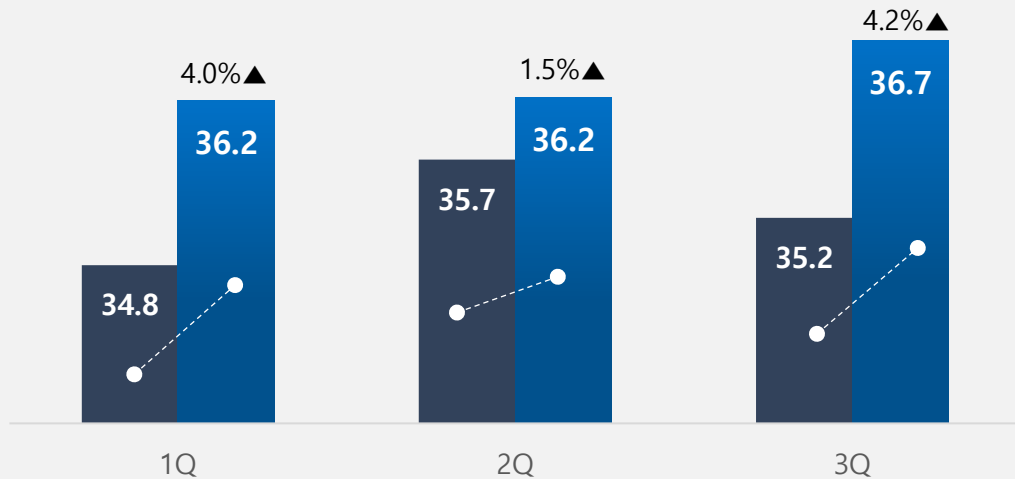


Family brands to expand line-up, No.1 hypertensive FDC for 5 years**
**Fixed dose combination

'23-'24 Quarterly Sales

[Unit: Bil. KRW, UBIST]

■ 2023 ■ 2024



Perfect Package for CV Risk Management AMOSARTAN F Line-up

The world's first FDC of Amlodipine Camsylate + Losartan K

AMOSARTAN
(Amlodipine/Losartan)

The world's first triple FDC CCB + ARB + Chlorthalidone

AMOSARTAN Plus
(Amlodipine/Losartan/Chlorthalidone)

The world's first triple FDC CCB + ARB + Rosuvastatin

AMOSARTAN Q
(Amlodipine/Losartan/Rosuvastatin)

The world's first quadruple FDC CCB + ARB + Rosuvastatin + Ezetimibe

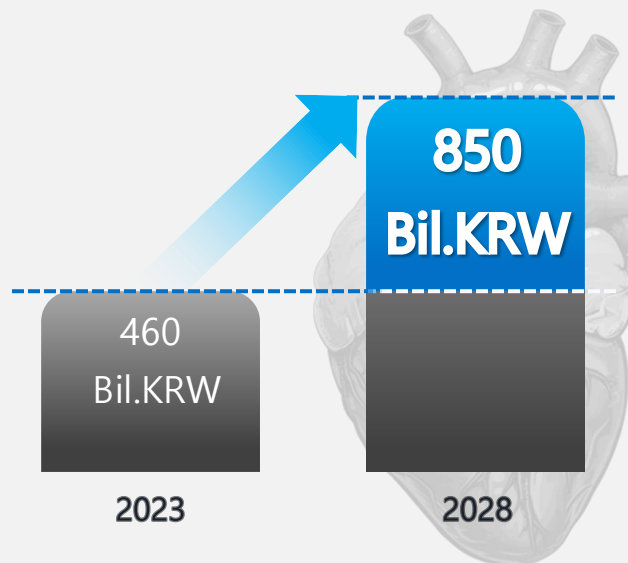
AMOSARTAN XQ
(Amlodipine/Losartan/Rosuvastatin/Ezetimibe)

II Marketing Strategy_CV/CCV Mid-Long term Strategy

*CV : Cardiovascular, CCV : Cardiocelebrovascular

Cardiovascular & Cerebrovascular System

- Issue** Increase in Demand due to the Entry into a Super-Aging Society
(Population aged ≥ 65 : 19%(2023) → 20.3%(2025) → 30.9%(2036))
- Goal** No.1 & Enhance Market Dominance through New Products
- Plan**
 - Differentiated Strategy through Evidence-based Marketing
 - Marketing programs focused on major specialty



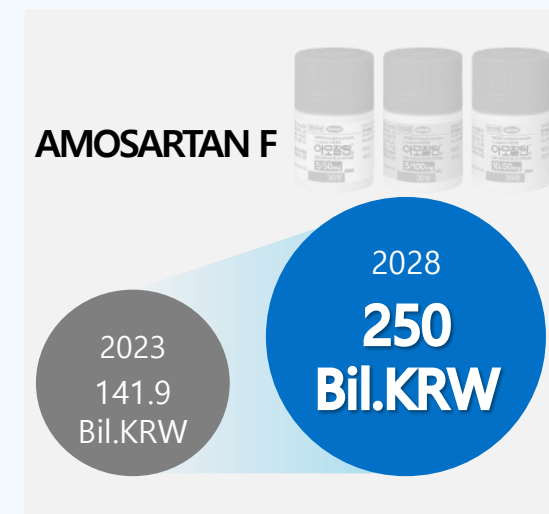
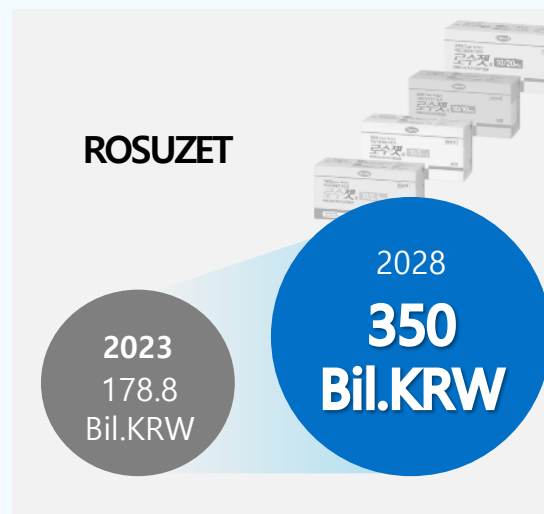
[Market] 6 Tril KRW
 [Sales] 460 Bil KRW, M/S 7.9%
[Goal] 850 Bil KRW, M/S 8.5%

CV Key Products Forecast

Market expansion following increase in Hypertension and Dyslipidemia patients

ROSUZET, AMOSARTAN
 Family brand expansion

Strengthen
 Evidence-based Marketing



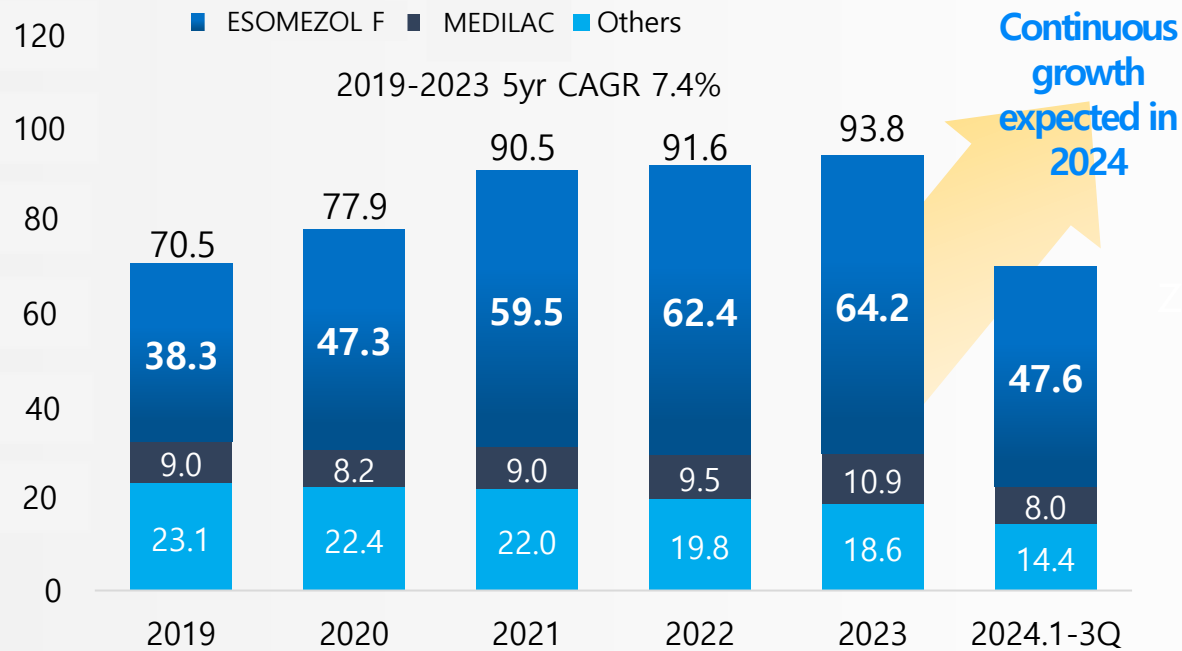
II Marketing Strategy_GI (ESOMEZOL F)

Game Changer in the GERD Market → Maximizing ESOMEZOL F Sales

- Cumulative Sales of 400 Bil. KRW(~2023) → Exceed 500 Bil. KRW(~2025)
- **No.1 in PPI market for 4 consecutive years** through Evidence-based marketing
- Mid-Long term Plan: ① ESOMEZOL Capsule indication expansion in '28(**Gastric Ulcer**) ② P-cab Generic Launch

6-year Sales of GI products

[Unit: Bil. KRW, UBIST]



No. 1 PPI brand in Korea,
ESOMEZOL F Line-Up



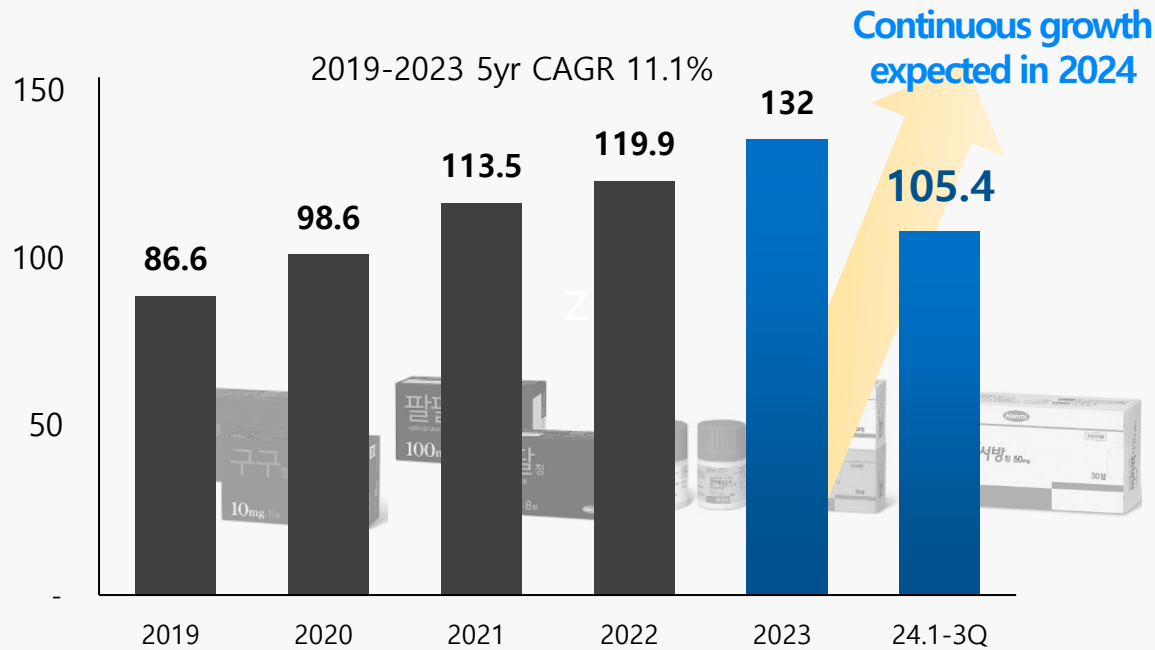
II Marketing Strategy_URO Package

Differentiating strategies through URO Package

- Sales of 132 Bil. KRW(2023) → 105 Bil. KRW(2024.1-3Q), YoY G/R 9%
- **No. 1 in the URO market for 2 consecutive years through evidence-based marketing(Target & Series Message)** (*Excl. anticancer market)
- Continuous market growth due to the transition into a super-aging society → Increase in M/S via **new products(e.g. FDC drugs)**

6-year Sales Status of URO products

[Unit: Bil. KRW, UBIST]



No. 1 brand in the domestic URO disease market,
URO package line-up

BPH ¹⁾ Products	OAB ²⁾ Products	ED ³⁾ Products

II Marketing Strategy_Oncology (ROLONTIS)

First & New Biologics in Oncology

ROLONTIS®

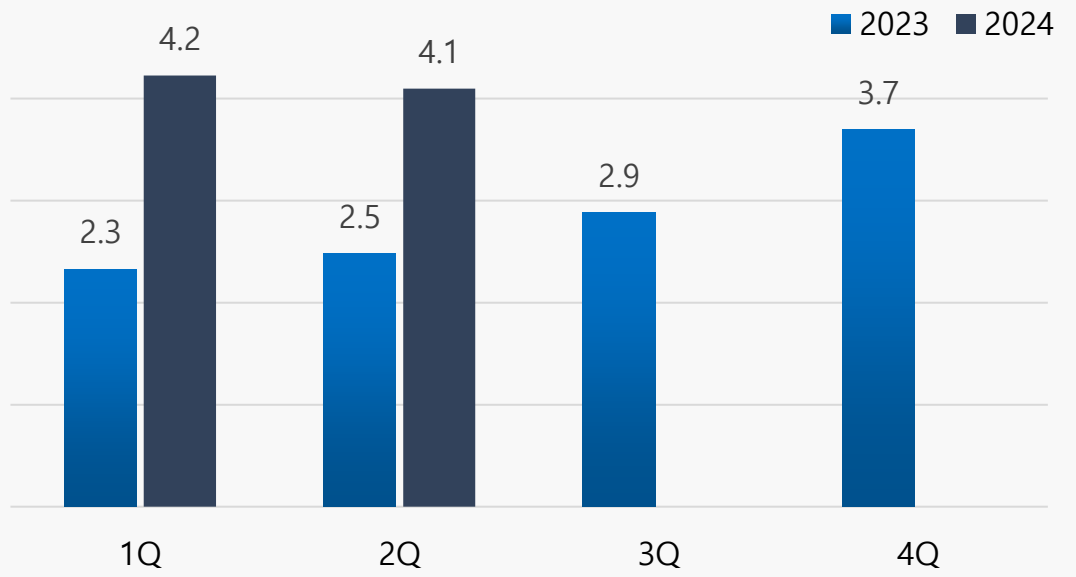
- 33rd Novel Drug in South Korea – MFDS Approval(2021) & FDA Approval(2022)
 - Aggressive Code-in capability(100% Code-in within 2 years of launch)
 - Blockbuster in 2 years(2023 12.5 Bil* / 2024.1-3Q YoY G/R 63.5%**)
- *IQVIA(incl. VAT) / **Internal Data



Verified Biomedicine

- ✓ Novelty
- ✓ Technological Level
- ✓ Added-value
- ✓ Market Competency
- ✓ Public Health Improvement

2023-2024 Quarterly Sales [Unit: Bil. KRW, IQVIA Audit]



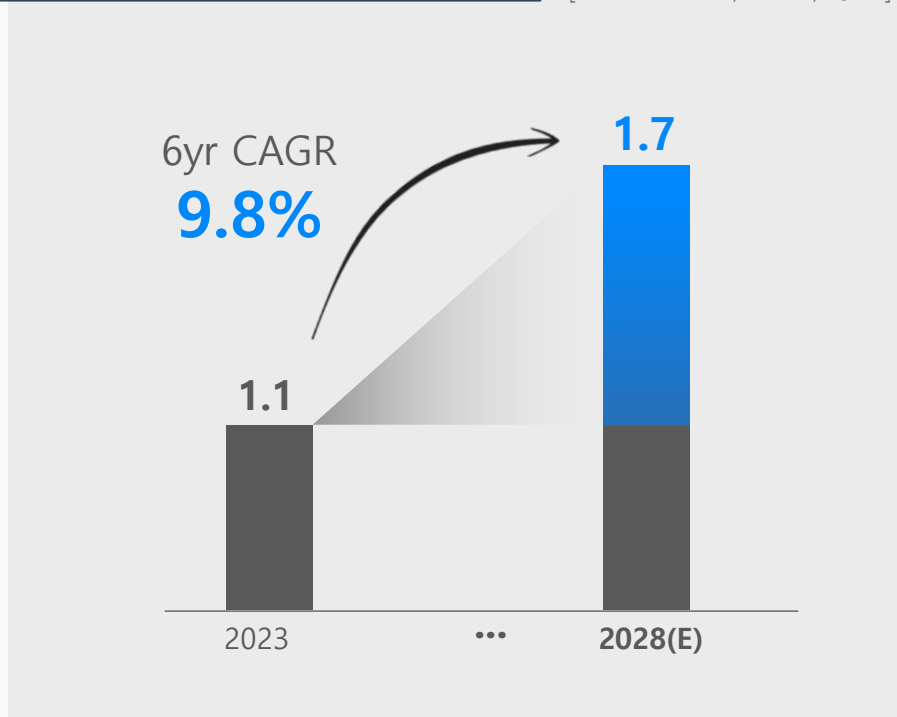
III Mid-Long Term Strategy_5 years Plan

2028 [1.7 Trillion KRW] Sales Plan : Portfolio Diversification and High Market Agility

- Portfolio reinforcement by growth acceleration in key products along with new drug development/partnership
- Digital Healthcare Business; New growth driver to establish unrivaled market leadership

Domestic Biz Dept. Sales

[Unit: Tril KRW, UBIST,IQVIA]



- Enhance market dominance via continuous products release in growth-projected TA
- Sales quantum jump with new obesity drug (Efpeglenatide) launch

- No.1 Chronic Disease Management through personalized treatment & platform integration



- Maximize sales via prescription rationale based on Evidence-based MKT'g
- Shift in focus of target subjects following the transition into a Super-aging society(CV, URO, OPH)

- Portfolio & Market Expansion through Strategic Alliance
- Promote external sales growth through Co-promotion of new drugs/biosimilars



Presentation of Innovations

01 _____

COMPANY
VALUE

02 _____

DOMESTIC
BUSINESS

03 _____

**STRATEGIC
PRODUCT**

- I. New Product R&D VISION
- II. New Product R&D Resources
- III. New Product R&D Tech
- IV. New Product R&D Pipeline

04 _____

R&D
CAPABILITY

05 _____

GLOBAL
BUSINESS

I New Product R&D VISION

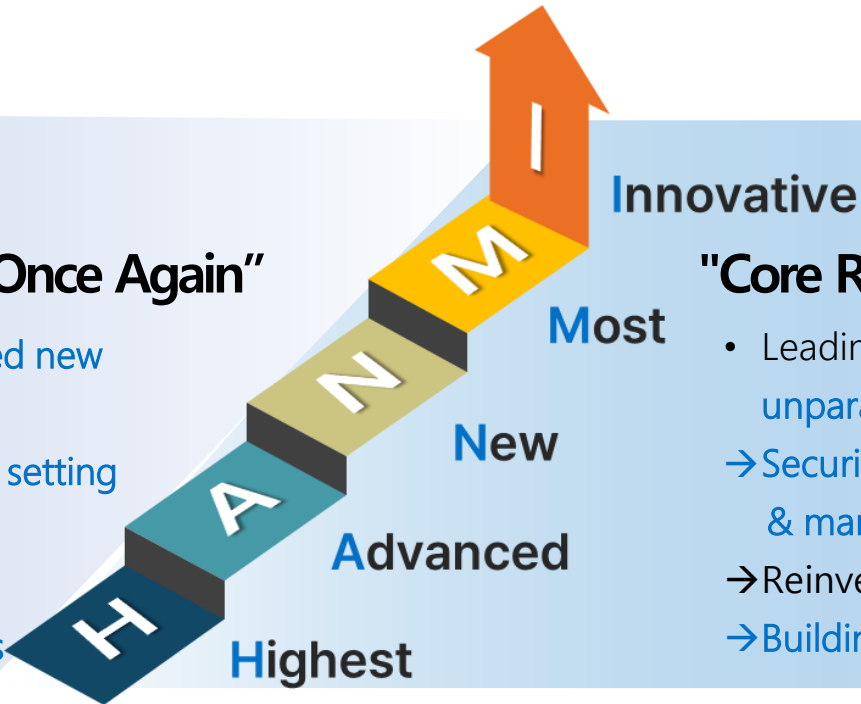
Turning Point for the Upcoming 50 years, Cornerstone for a Powerful Leap

Maintaining a SUPER GAP as the "First Mover" & "Top Tier"

1

"Challenging Ourselves" & "Leaping Once Again"

- Pioneering development of innovative/differentiated new products that break stereotypes and regulatory limitations & Pioneering HANMI's new trend and setting a milestone
- Creating sustainable new future value through the first-ever challenge in developing new business



2

"Core Role" in R&D Virtuous Cycle Structure

- Leading domestic market through unparalleled in-house new product
 - Securing resources for R&D investment & market-leading new product pipeline development
 - Reinvesting in R&D through revenue generation
 - Building a robust R&D model

II New Product R&D Resources

Integrated operation of specialized departments into a unified division for the same goal of "New Product Development"

Total No. of Members

184

New Product Development Division



Formulation Research Center

IP Team

New Product Development Division

New product clinical team

Medical team

PV team

QA team

MA team



✓ Deployment of professionals (MD, Pharm. D, Patent Attorney, Lawyer etc)
→ Possessing the highest level of R&D personnel

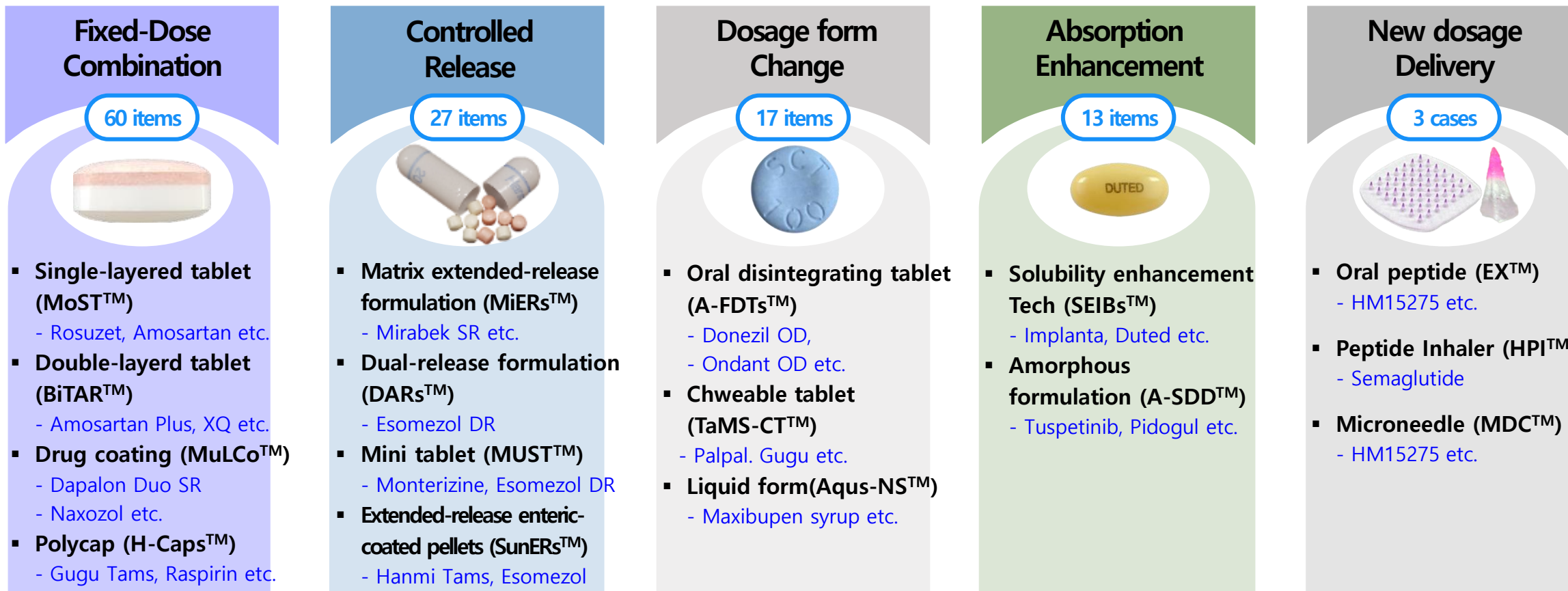
✓ Establishment of integrated KOL DB for R&D consultation

- Total 1,050 of Clinical, IIT, OS Researchers & 120 of MKT'g consultants
- Top 10 KOL selection for medical department

→ Strengthening Professionalism

III New Product R&D Tech Capacity

No.1 In-house R&D capabilities in Korea → Holding the Most Advanced Formulation-Based Tech. (16H-platform) * 2023 Data



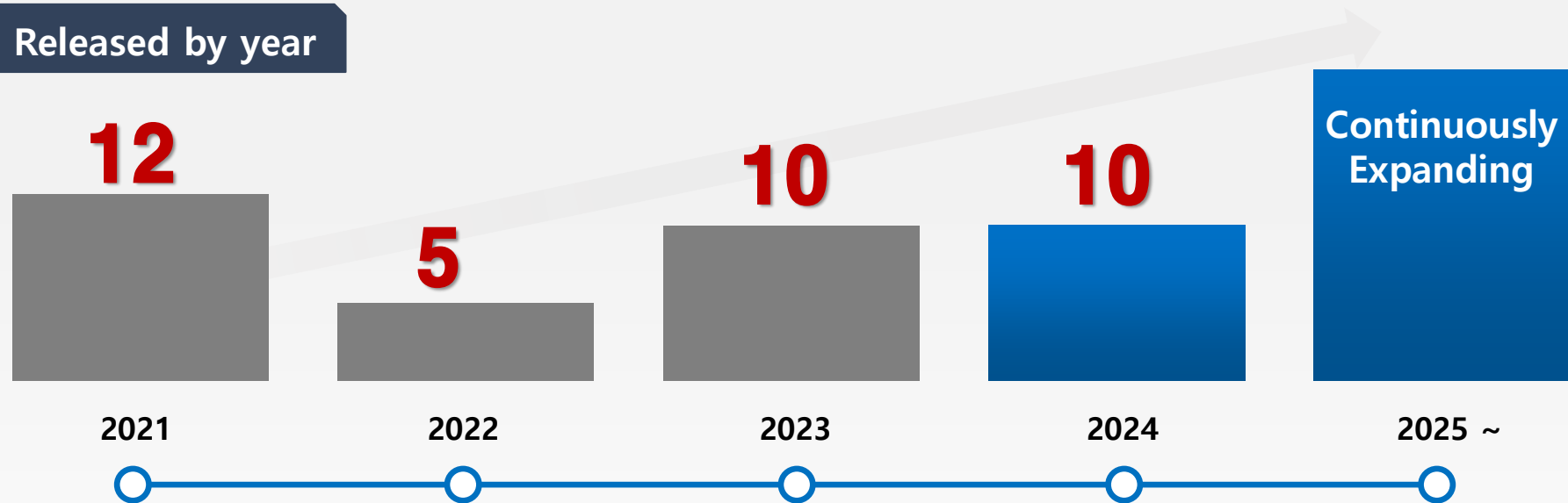
- **CDO model** (Collaborating with Global Pharma from the early stage of R&D)
- **Tech Transfer model** (Providing R&D data)

Continuous R&D of new products with potential for global expansion

IV New Product R&D Pipeline - Key Milestones

Facilitating a virtuous cycle for R&D resources through the continuous launch of highly competitive short- and long-term products.

New Products Released by year



FDC	Amosartan XQ	Closartan	Sildapa M SR	Raspirin Abiterone Duo	HCP1803 HCP2304/2305
Drug Repositioning	Rosuzet 10/2.5mg	Esomezol DR 10mg	Closartan 50/6.25mg		HIP0612 HCP1004

IV New Product R&D Pipeline - Strategy

Hanmi's expertise and technology as a pioneer in trendsetting+ Breakthrough/Innovative Thinking
 → Driving the Expansion of New Product Development & Portfolio Diversification

1 Proactive development of differentiated FDC

1

First place in
Korea through
LCM Strategy

- **World's first** 1st line target for HTN, "Low-dose triple FDC"
- **World's first** FDC for the huge market of "Dyslipidemia+DM"
- **World's first** optimal combination for HF improvement

2 Reflecting the changed Unmet Needs

2

Building
Line-up in the
Aging & QoL

- **Korea's first** new dosage form for neuropathic pain
- **Korea's first** new dosage form for GERD
- **Korea's first** new dosage form for BPH
- **Korea's first** new dosage form for Rolontis AI (Auto Inj.)

3 Multifaceted Drug Repositioning

3

Brand Value up
& Extension

- **Korea's first** indication expansion for "gastric ulcer"
- **World's first** NSAIDs Target indication expansion for "back pain"
- **Korea's first** HF target, indication expansion for "hypertension"

4 Future-oriented development of Digital Combination Products

4

efpeglenatide
+
DTx

- **Korea's first** Combination product (drug & DTx)
- Maximizing weight loss effect & tailored-options
 → Improving safety by minimizing GLP-1 side effects (muscle loss)

* LCM : Life Cycle Management

IV New Product R&D Pipeline – HCP1803 History

Planning



Although no current guidelines exist, HCP1803 is a promising, innovative future treatment → expected to revolutionize the market as a first-line therapy for hypertension

Efficacy

Faster & more effective than monotherapy

Safety

Reduction of side effects as dose-dependent

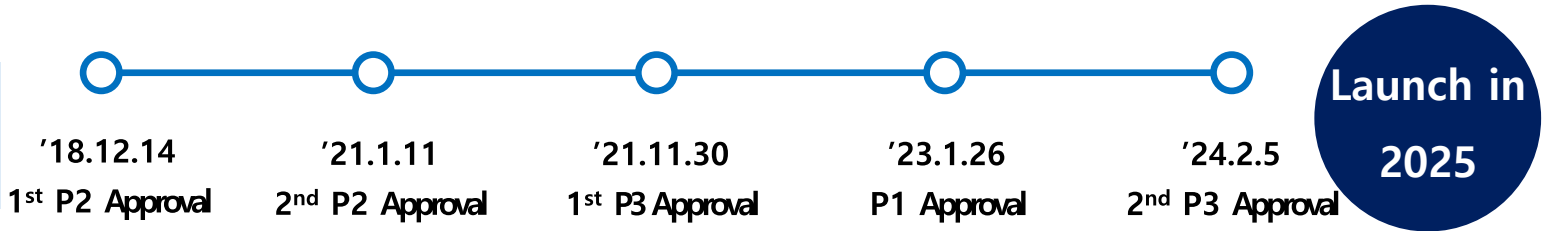
Variation

Multiple mechanisms & Complementary effects → Reduction in blood pressure variability

Compliance

Reduction of Pill burden & Treatment inertia

Through professional reviews, development was decided in 2018 → Long-term development through organic collaboration



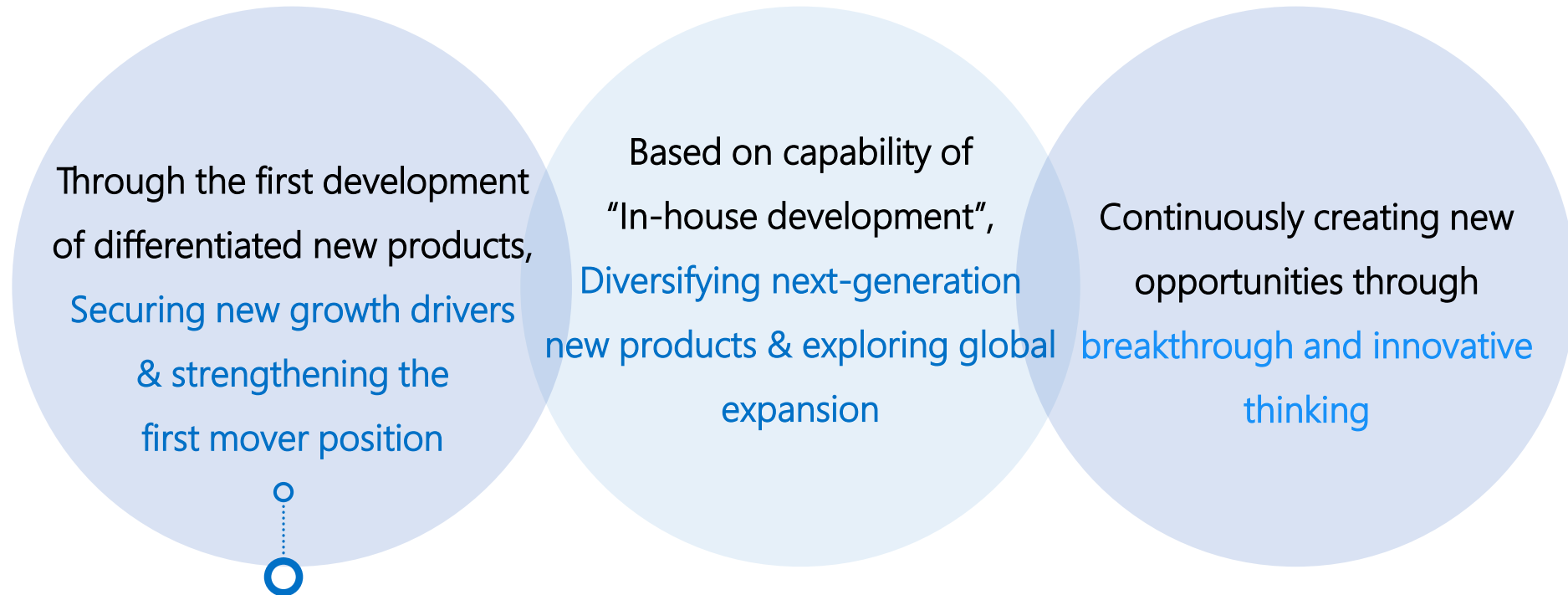
Challenging the **world's first commercialization** through **clinical proof** of combination therapy in the research stage [Primary treatment for hypertension] CCB, ARB, etc. 'Monotherapy → **Leading the prescription trend** with **"Low-dose triple FDC"** & dominating the hypertension market

IV New Product R&D Pipeline

Through unparalleled R&D capabilities, leading “proactive in-house development” with the highest number of Blockbuster in Korea
 → Leading the New Product Trend & Challenging for Innovation

Stage	Drug Approval / Release	Formulation Development/ Preclinical	Phase 1	Phase 3
Cardiovascular/ Metabolism/ Cancer/ Respiratory	1st Combi Raspirin 2024 Cardiovascular	1st Dosage HCP2401 2025	1st Combi HCP2304/2305 2028	1st Combi HCP1803 2025
		1st Combi efpeglenatide + DTX Obesity 2027	1st Combi HCP2303 2025	1st Indication HGP2304 2027
		1st Formulation Rolontis AI 2025 Neutropenia	1st Combi HCP2203 2030	New Drug efpeglenatide 2026 Obesity
		1st Indication HIP2303 2029	HGP2403 2026	
Musculoskeletal		1st Formulation HIP2404 2027		1st Indication HCP1004 2026
Gastrointestinal		1st Formulation HGP2401 2028		1st Indication HIP0612 2025
Urology	1st Combi Abiterone Duo 2024 Prostate cancer	1st Formulation HCP2402 2028	HGP2407 2026	

V Summary



Solidifying the position as a **top-tier 'blockbuster'**
product developer & ensuring a SUPER gap



Presentation of Innovations

01 _____

COMPANY
VALUE

02 _____

DOMESTIC
BUSINESS

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STRATEGIC
PRODUCT

04 _____

**R&D
CAPABILITY**

- I. Drug Discovery Strategy
- II. R&D Pipeline
- III. Clinical Research
- IV. R&D Key Milestones
- V. Summary

05 _____

GLOBAL
BUSINESS

I Drug Discovery Strategy & Core Platform_The Future of Hanmi R&D

Drive R&D performance to shift to a new drug-driven revenue structure

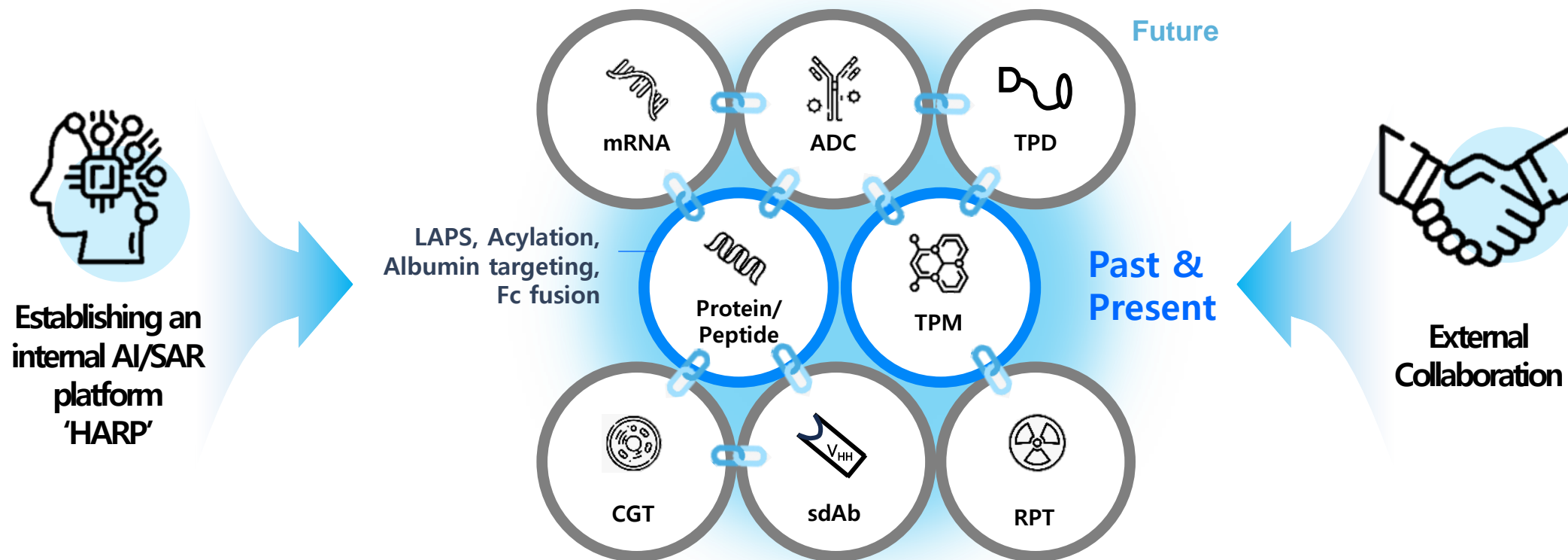


Create a virtuous cycle of R&D to drive sustainable future growth

Developing innovative new drugs as the cornerstone of "Global Company"

I Drug Discovery Strategy and Core Platforms_Sustainability in Hanmi R&D

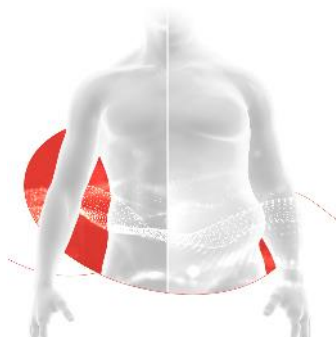
Sustainable R&D by advancing current technology drug development and leveraging new modalities (Global Top Tier)



ADC: Antibody drug conjugate, TPD: Target protein degradation, TPM: Target protein modulator, CGT: Cell & Gene therapy, sdAb: Single-domain antibody, RPT: Radiopharmaceutical therapy, SAR: Structure-activity relationship, HARP: Hanmi AI-driven research platform

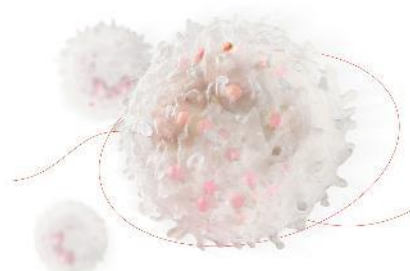
I Drug Discovery Strategy and Core Platforms_Changes in Hanmi's R&D

Reorganize to focus on key therapeutic areas



Obesity/Metabolism

- First-in class
- Various mechanisms of action
- Metabolic dysfunction-associated steatohepatitis (MASH)
- Obesity / H.O.P





Oncology

- New modalities (ADC, mRNA, CGT, sdAb, TPD)
- Tyrosine kinase inhibitor (TKI)
- Immuno-oncology (IL-2, PD-L1/4-1BB BsAb)
- Discovery of new targets (Epigenetics, Synthetic lethality)

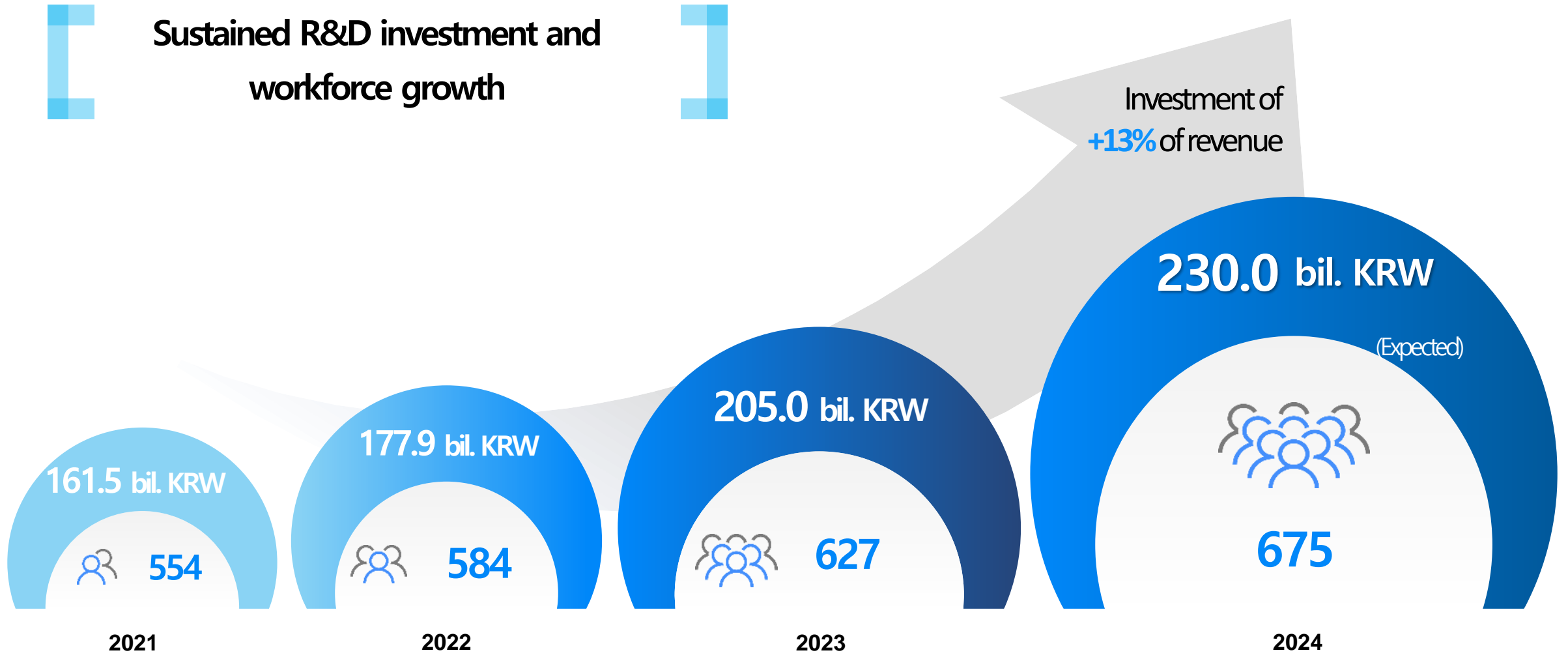


Rare Disease

- Short bowel syndrome (SBS) 
- Congenital hyperinsulinaemia (CHI) 
- Acute myeloid leukemia (AML)
- Fabry disease
- Orphan Drug Designation (FDA 8 cases, EMA 8 cases, MFDS 3 cases)

H.O.P: Hanmi Obesity Pipeline, **ADC:** Antibody drug conjugate, **CGT:** Cell & Gene therapy, **sdAb:** Single-domain antibody, **TPD:** Target protein degradation, **BsAb:** Bispecific antibody

I Drug Discovery Strategy and Core Platforms_R&D investment and workforce growth



I Drug Discovery Strategy and Core Platforms_New drug R&D Achievement

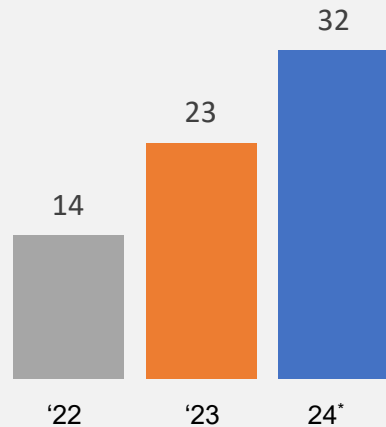


Continuous new drug R&D and Achievements



Presenting at international conferences**

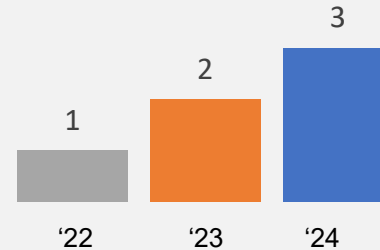
[Unit: cases]



Published many excellent results at international conferences

Investigational New Drug approvals

[Unit: cases]

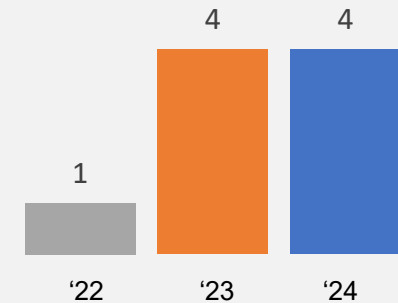


Continuous new clinical entries to gain competitive advantage

New preclinical studies

[Unit: cases]

*Includes upcoming cases in 2024
 **Includes only company presentations (excludes partner presentations)



Continuous identification of preclinical research challenges, providing potential for long-term growth

II R&D Pipeline_H.O.P (Hanmi Obesity Pipeline) – Obesity

- Obesity continues to increase **“Globesity”**, **changing recognition of obesity as a disease** and root cause of metabolic disease (WHO recognised obesity as a disease in 1997)
- **Aggressive obesity treatment/management** is expected to **paradigm shift of metabolic disease treatment**



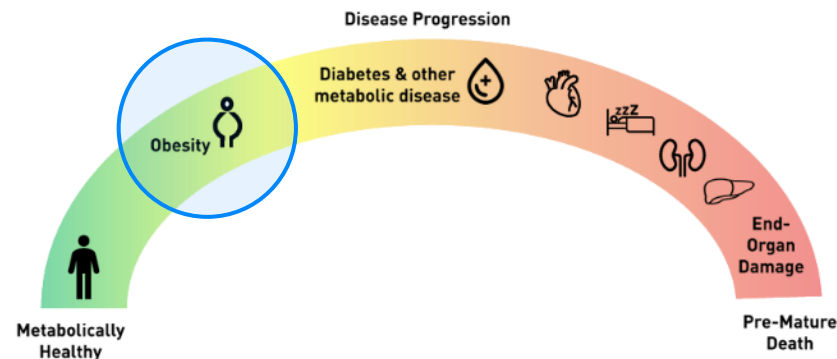
One in eight people are now living with obesity

1 March 2024 | News release | Reading time: 2 min (532 words)

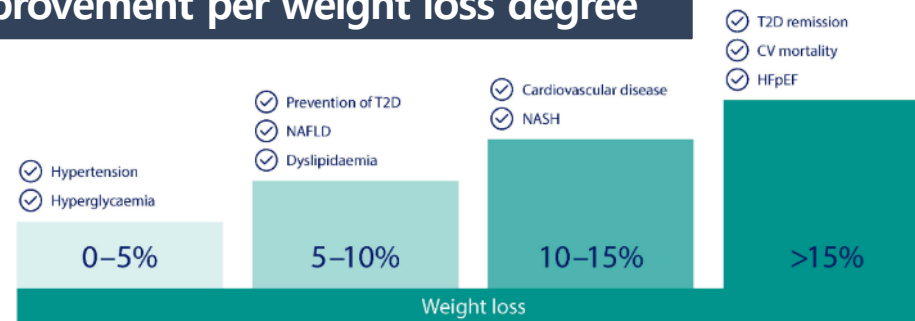
“At the other end of the malnutrition scale, obesity is one of today’s most blatantly visible – yet most neglected – public health problems. Paradoxically coexisting with undernutrition, an escalating **global epidemic** of overweight and **obesity** – **“globesity”** – is taking over many parts of the world. If immediate action is not taken, millions will suffer from an array of serious health disorders”.

Source: ¹ WHO, ² 2022 Lilly Diabetes & Obesity update material
³ 2022 Novo Capital Markets Day presentation

Obesity-related complications




Improvement per weight loss degree



II R&D Pipeline_H.O.P (Hanmi Obesity Pipeline) – Differentiating Obesity Portfolio

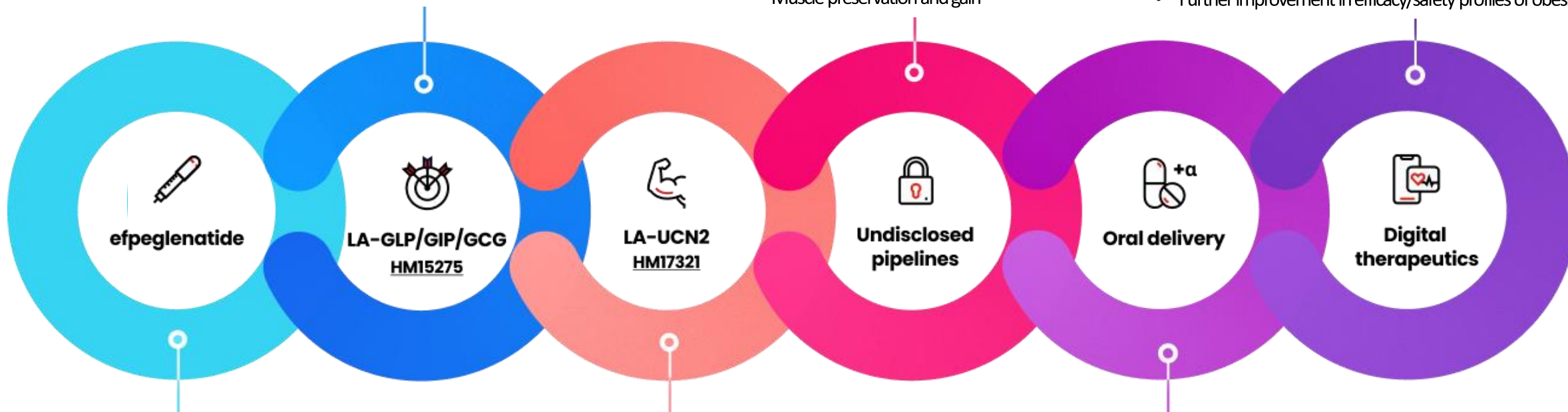
- Global pharma companies are also **building a broad obesity portfolio**
- H.O.P **distinguishes itself from Global Pharmas** by offering **competitive, tailored solutions for obesity management, establishing itself as a game changer**

		N	L	
“Obesity management” Incretin based & Injectable	Overweight WL <25%	Saxenda® / Wegovy® -5.4% / -14.4%	Zepbound® -20.1%	efpeglenatide Weight loss at the level of Wegovy® + Highest level of cardiovascular/renal disease protection
	Obese WL >25%	CagriSema (P3) -15% ~ -20% (GI AE risk, insufficient efficacy)	retatrutide (P3) -24% (Less than 40% of patients achieved ≥25%, -10.9% in lean mass)	HM15275 Expect - 25% or more weight loss + Low lean mass loss
“Maximise dosing convenience” Oral GLP-1RA & DDS	Oral semaglutide (P3) Peptide based, high drug price	orforglipron (P3) Small molecule	HM101460 Small molecule HM15275, HM17321 once-a-month patch formulation	
“Inhibit muscle loss, maintain quality weight” Game changer with new MOA	None	bimagrumab (P2) Only for combination therapy Preserves muscle mass	HM17321 Both mono. and in combination with incretins Weight loss (fat loss) + muscle gain	
“Digital healthcare”	None	LillyDirect™ Home delivery service (Saving drug price)	Digital medical device Modifying patient lifestyles Improving patient adherence	

II R&D Pipeline_H.O.P (Hanmi Obesity Pipeline) – Building Obesity Portfolio

Research on building a tailored obesity portfolio from treatment to weight management

- Best-in-class drug for severe obesity patients in global market
- Regulate eating disorders both for acquired & congenital obesity
- Muscle preservation and gain
- Development of digital platform to guide patients' life style and to improve patient adherence
- Further improvement in efficacy/safety profiles of obesity drugs



- Optimized GLP-1 obesity drug for overweight/class I obesity
- Best-in-class protective efficacy for cardiovascular disease among GLP-1s
- First-in-class obesity drug with AI and structural modeling technology that enables simultaneous weight loss and muscle gain
- An obesity drug that can be used in combination with incretins as well as alone for high quality weight management
- Development of next generation formulation technology for oral delivery
- Maximize dosing convenience with a once-a-month patch formulation

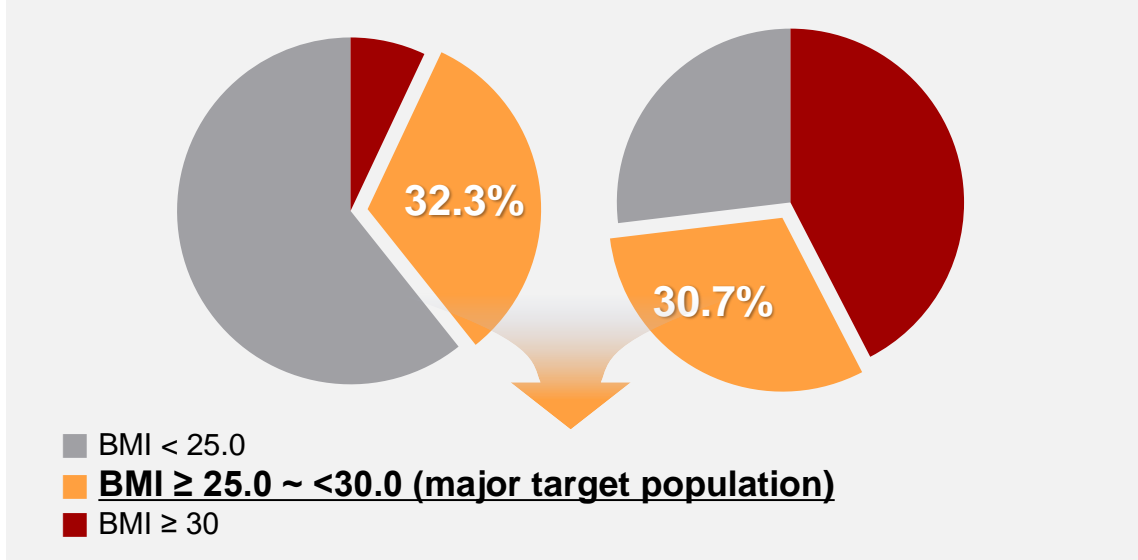
II R&D Pipeline_H.O.P (Hanmi Obesity Pipeline) – efpeglenatide

The most proven cardiovascular/renal protective obesity medications

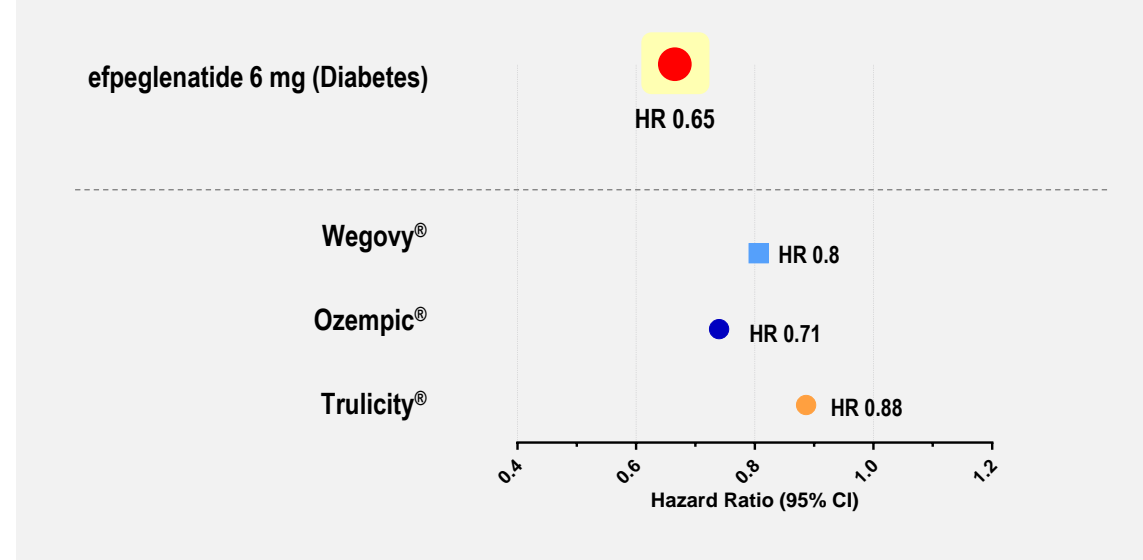


- GLP-1 obesity treatment optimized for overweight ~ class 1 obesity
- Applied LAPSCOVERY™, Hanmi's platform (Slow absorption to improve gastrointestinal side effects)
- Confirmed the best **cardiovascular/renal disease protection among GLP-1 incretin drugs**
- **Affordable pricing + stable supply** to eliminate shortages
- **Completed recruitment of Phase 3 patients**, planned for launch in late 2026

BMI distribution of Koreans (left) and Americans (right)



Compare CVOT results for incretin drugs



LAPSCOVERY: Long Acting Protein / Peptide Discovery Platform Technology, CVOT: Cardiovascular outcomes trial

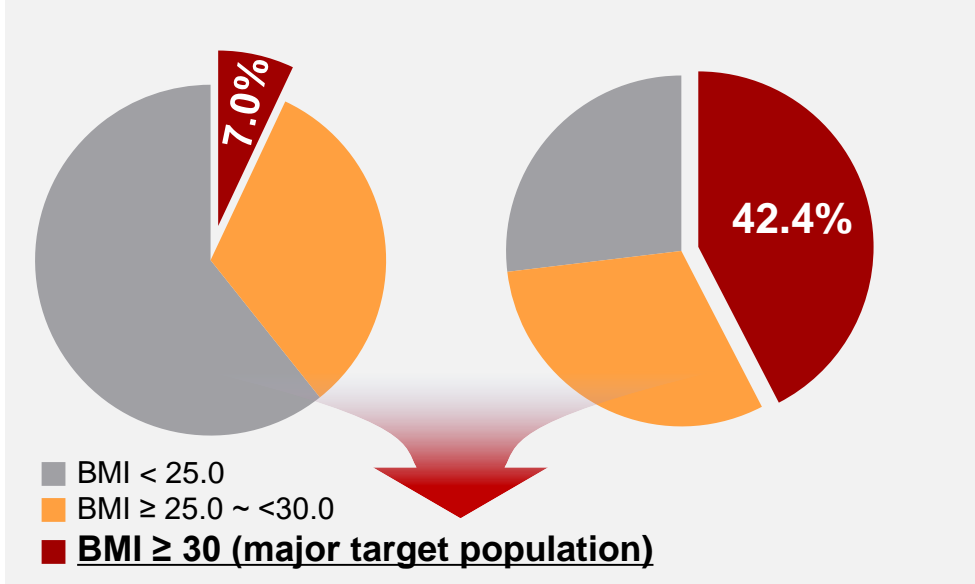
II R&D Pipeline_H.O.P (Hanmi Obesity Pipeline) – HM15275

The most effective drug for patients with severe obesity

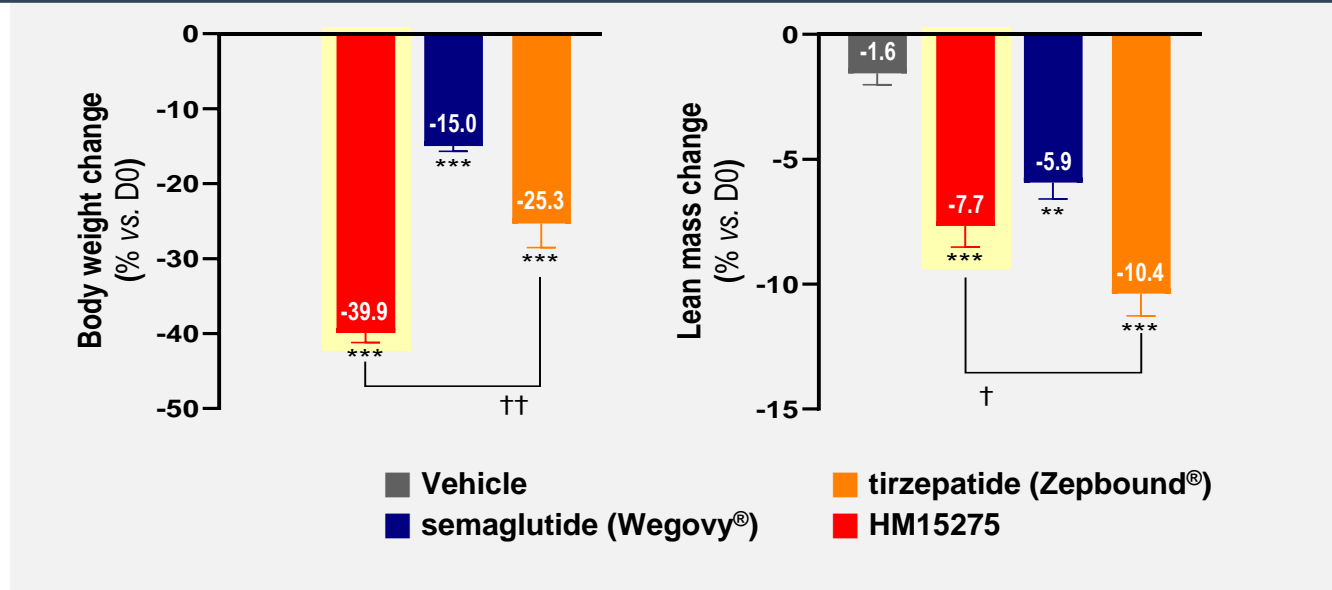


- Potential for weight loss efficacy comparable to surgical methods confirmed ($\geq 25\%$ anticipated)
- Potential for improvement of weight loss quality compared to existing obesity treatments
- Potential for treating diabetes and cardiovascular diseases through an optimized triple agonistic action (GLP-1/GIP/Glucagon)
- Currently completed Phase 1 SAD / MAD in progress (2024.05.03 FDA IND approved, 2024.09 MAD initiated)
- Phase 2 clinical trials expected to commence in 2H of 2025

BMI distribution of Koreans (left) and Americans (right)



Fat mass change (left) and Lean mass change (right) in obese mice



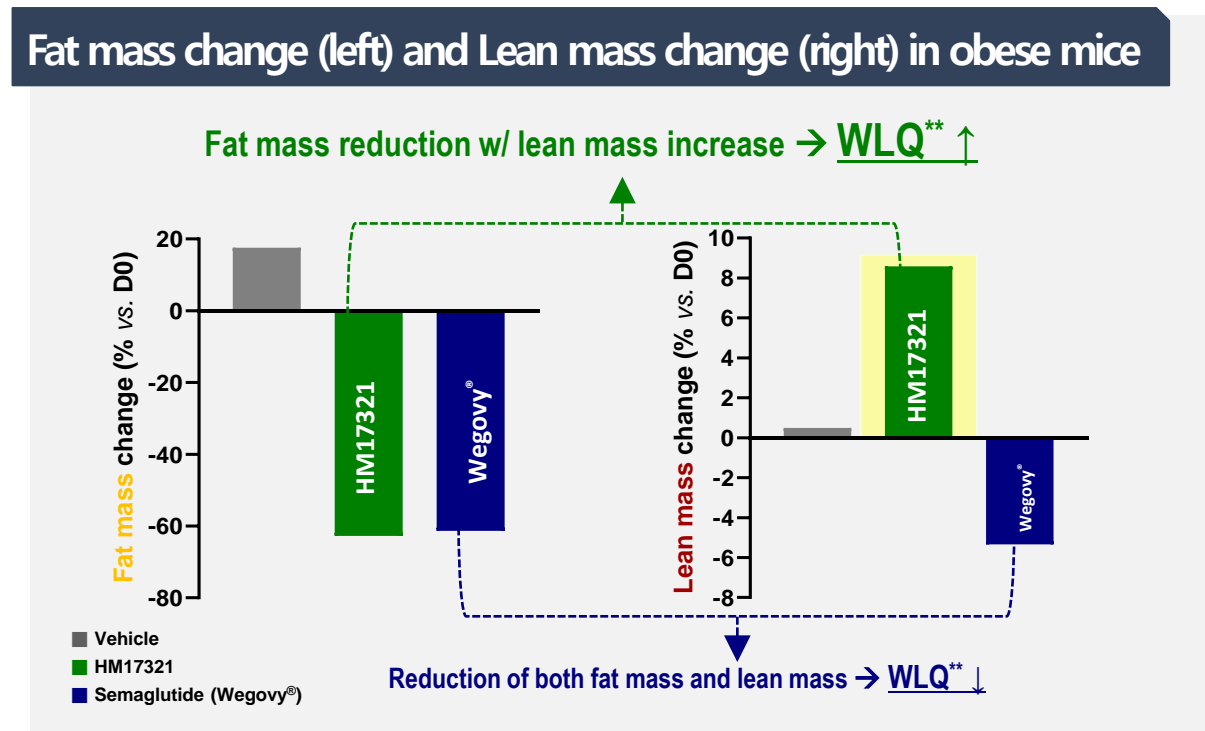
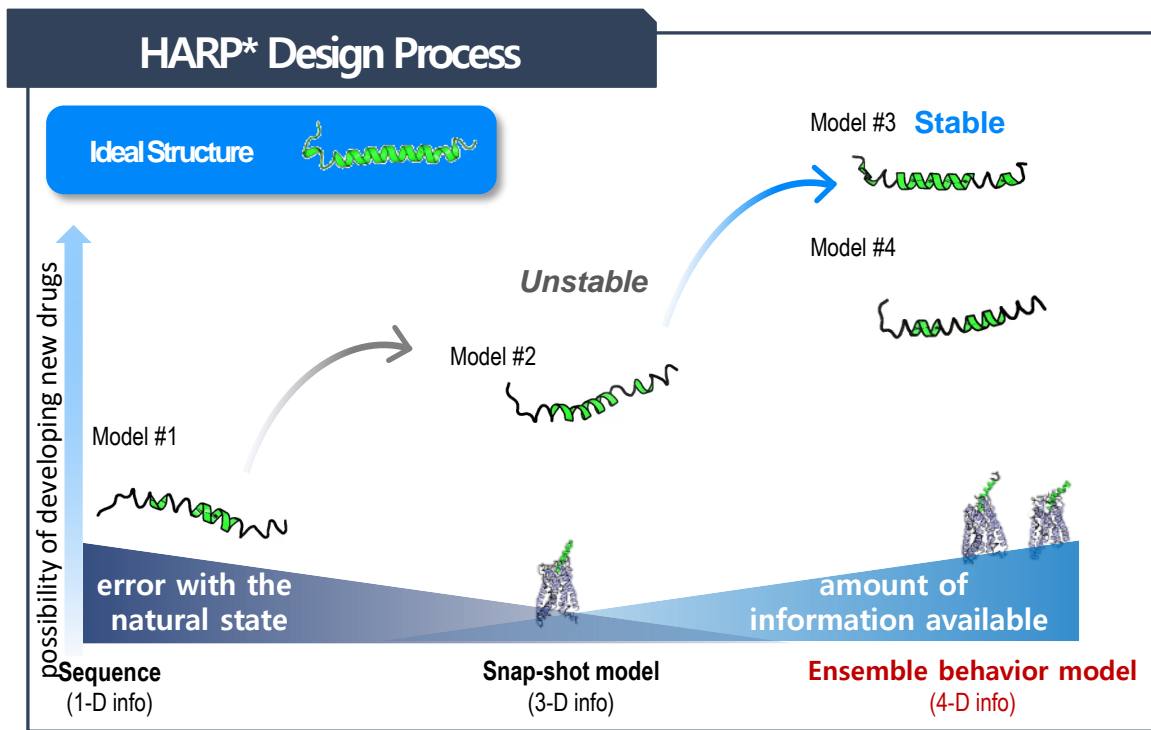
SAD: Single ascending dose, MAD: Multiple ascending dose

II R&D Pipeline_H.O.P (Hanmi Obesity Pipeline) – HM17321

A novel therapeutic agent enabling fat-selective weight loss and muscle gain

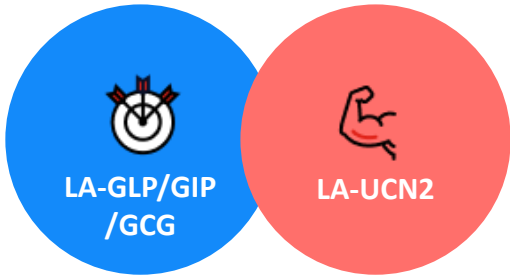


- Developing a novel drug enabling simultaneous muscle gain and weight loss (standalone available as well)
- AI/SAR (HARP*)-driven drug design brings pharmacological action (Fat ↓, Muscle ↑) → Shortening the development period
- Phase 1 clinical trial is planned to initiate in the 2H of 2025

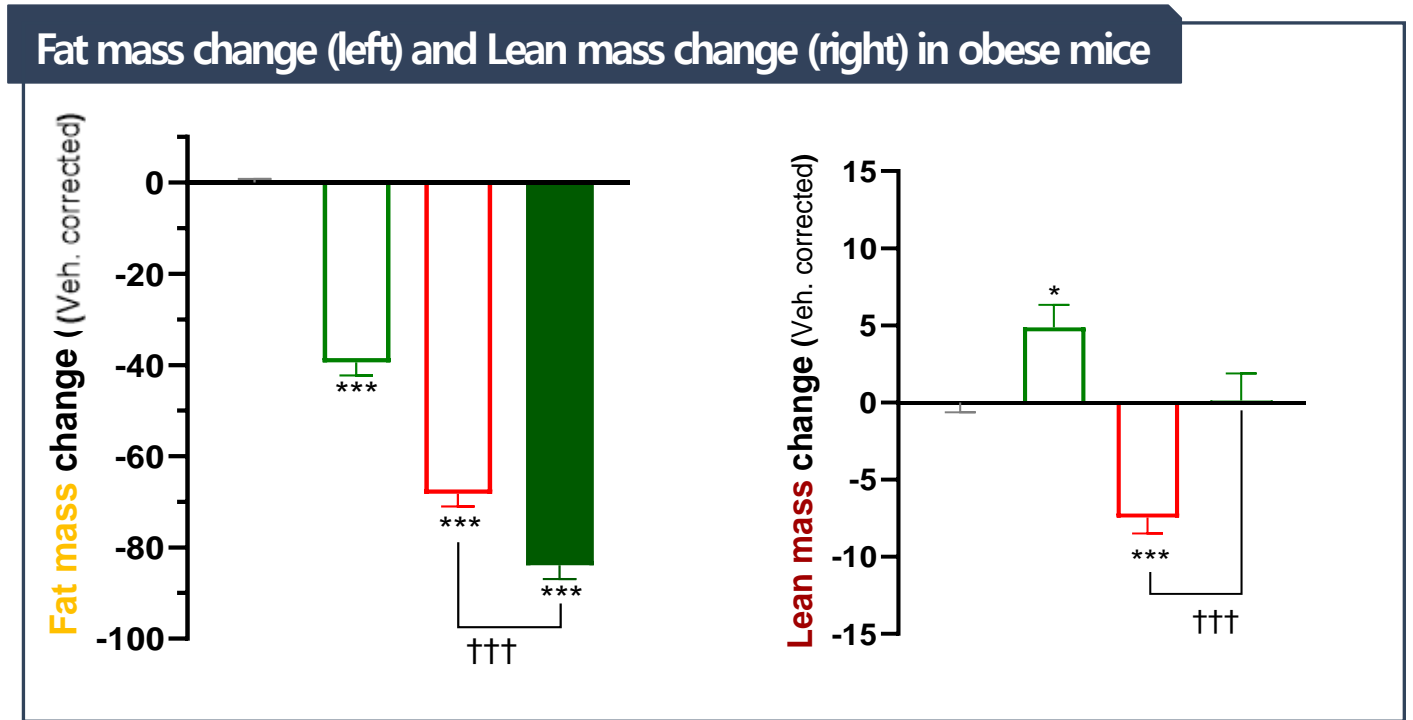
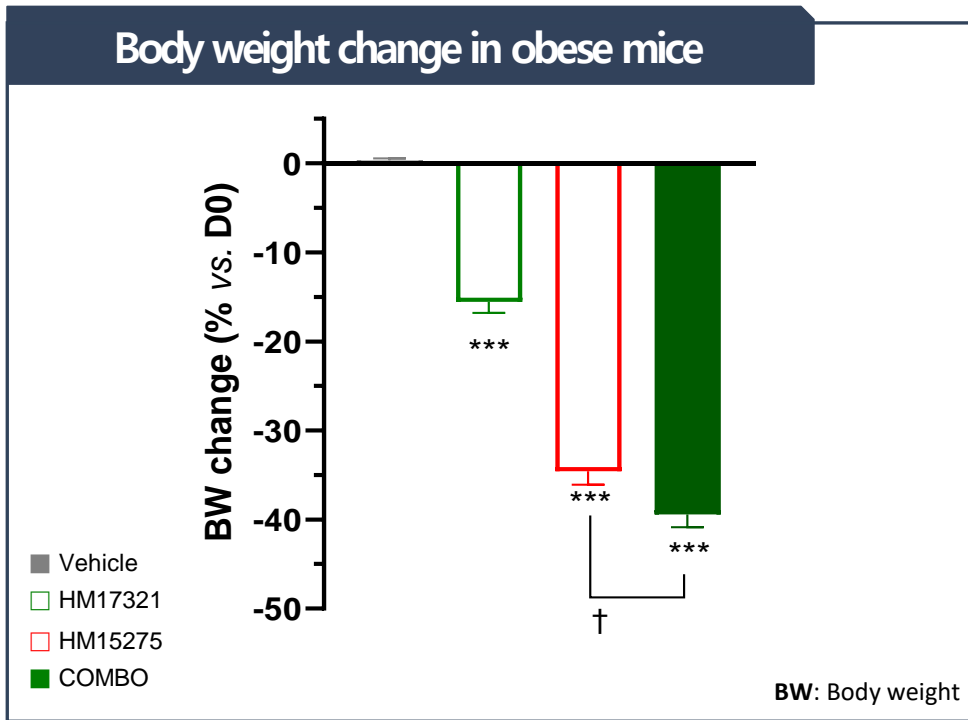


II R&D Pipeline_H.O.P (Hanmi Obesity Pipeline) – HM17321 + HM15275 Combination

Combination strategy for maximizing value of H.O.P



- Maximizing weight loss efficacy and improving quality of life for patients with severe obesity (BMI ≥40)
- A game changer enabling quality weight management for all patients; from overweight to severe obesity
- Both drugs share the same modality, **making it easier to develop an optimal combination therapy**



II R&D Pipeline_H.O.P (Hanmi Obesity Pipeline) – New formulation


Development of patient friendly formulation



- Continuous consideration of patient-friendly formulations
- Development of drug delivery technologies to reduce fear of injection needles and to enable application to oral medications and various peptide drugs → **H.O.P Value-Up**

*DPI: Dry-powder inhaler

Oral



small-molecule GLP-1R agonist

- Administered orally as a small molecule
- **Daily dosing with minimal side effects** PK profile of small molecule

Oral Peptide Delivery

GLP-1/GIP/Glucagon (HM15275)


- Application of absorption enhancer and **Oral Delivery EX™** Tech.
- Bioavailability (vs. subcutaneous) in Rat PK: ~ **2.9%**

Transdermal



- Microneedle formulation
- Use biodegradable polymer
- Bioavailability (vs. subcutaneous) in Rat PK: **38.1%**
- **HM15275 application study underway**

Inhalation



- semaglutide DPI*
- High absorption rate compared to oral (Rybelsus® bioavailability : 1.0% or less)
- Bioavailability (vs. subcutaneous) in Rat PK: **15.7%**

II R&D Pipeline_Oncology

Oncology strategy – Key strategies and approaches in anticancer drug development

Expansion and Sustainable Creation of Pipelines through Synergy of New Modalities

Current Strength Areas

Targeted oncology

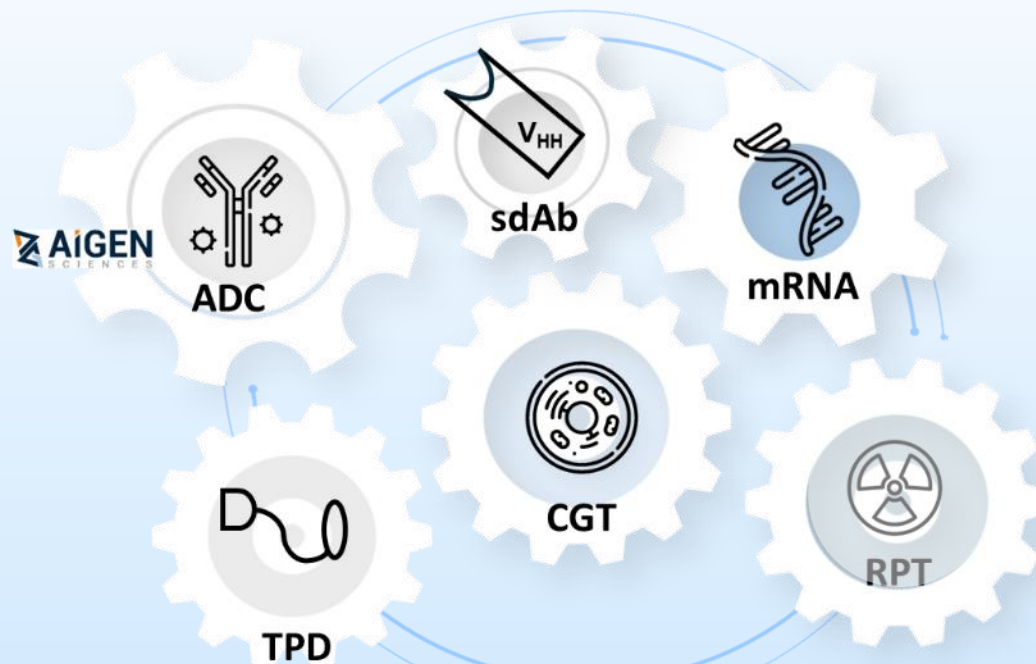
- belvarafenib (RAF)
- poseltinib (BTK)
- tuspetinib (MKI)
- HM97662 (EZH1/2)
- HM99462 (SOS1)

Immuno-oncology

- tivumecimon (CCR4)
- BH3120 (PD-L1/4-1BB)
- HM16390 (IL-2)

ADC: Antibody drug conjugate
 sdAb: Single-domain antibody
 TPD: Target protein degradation
 CGT: Cell & Gene therapy
 RPT: Radiopharmaceutical therapy

Expanding through synergistic modalities for undruggable targets



II R&D Pipeline_Rare Disease – CSR (Corporate social responsibility) & EV (Enterprise value)

Enhancing the rare disease portfolio to benefit society and increase corporate value

- **Continuous growth in the global market** driven by shifts in perception and government support (Estimated 1,234 Tril. KRW by 2030)
- Expanding research into the rare disease area with a **high success rate for new drugs compared to R&D investment costs**

efpegerglucagon
LAPSGlucagon analog

RPD*
Economic value of over \$100 million

Weekly subcutaneous injectable for Congenital hyperinsulinaemia

HM15912
LAPSGLP-2 analog

The first monthly subcutaneous injectable treatment for Short bowel syndrome

HM15421
LA-GLA

New Long-acting platform

The first monthly subcutaneous injectable enzyme replacement therapy for Fabry Disease

Expansion of the pipeline using new modalities

mRNA CGT

- Utilization of optimal new modalities with high accessibility to rare disease
- Enabling precision treatment for rare diseases with high unmet medical needs

* RPD (Rare Pediatric Disease Priority Review Voucher):

III Clinical Reserach – Global Key Group Network

Close collaboration with Global Key Groups for fast, smart clinical progression

Global CROs



Key Opinion Leaders



Scientific Conferences



Research Institutes

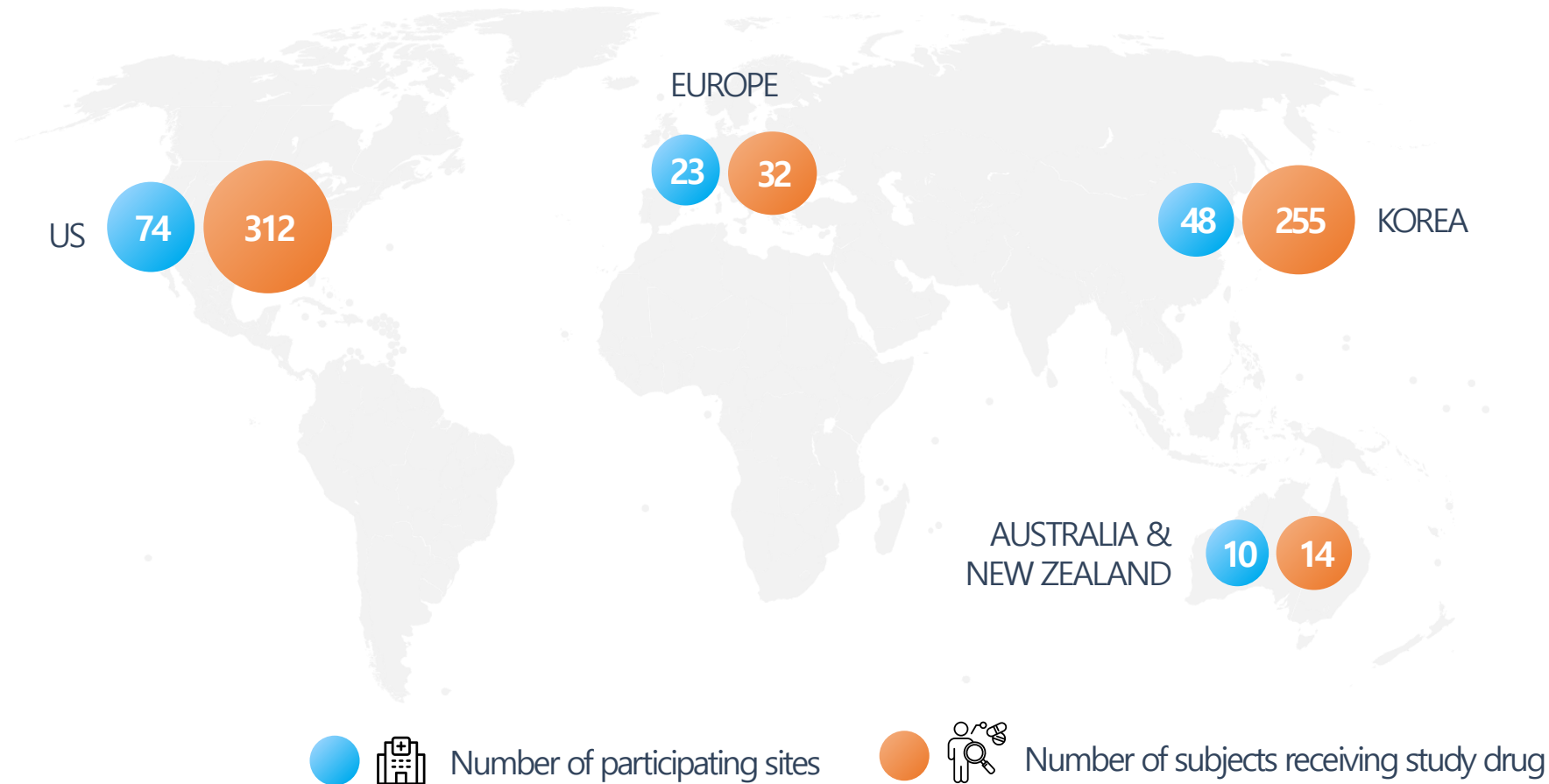


Regulatory Agencies



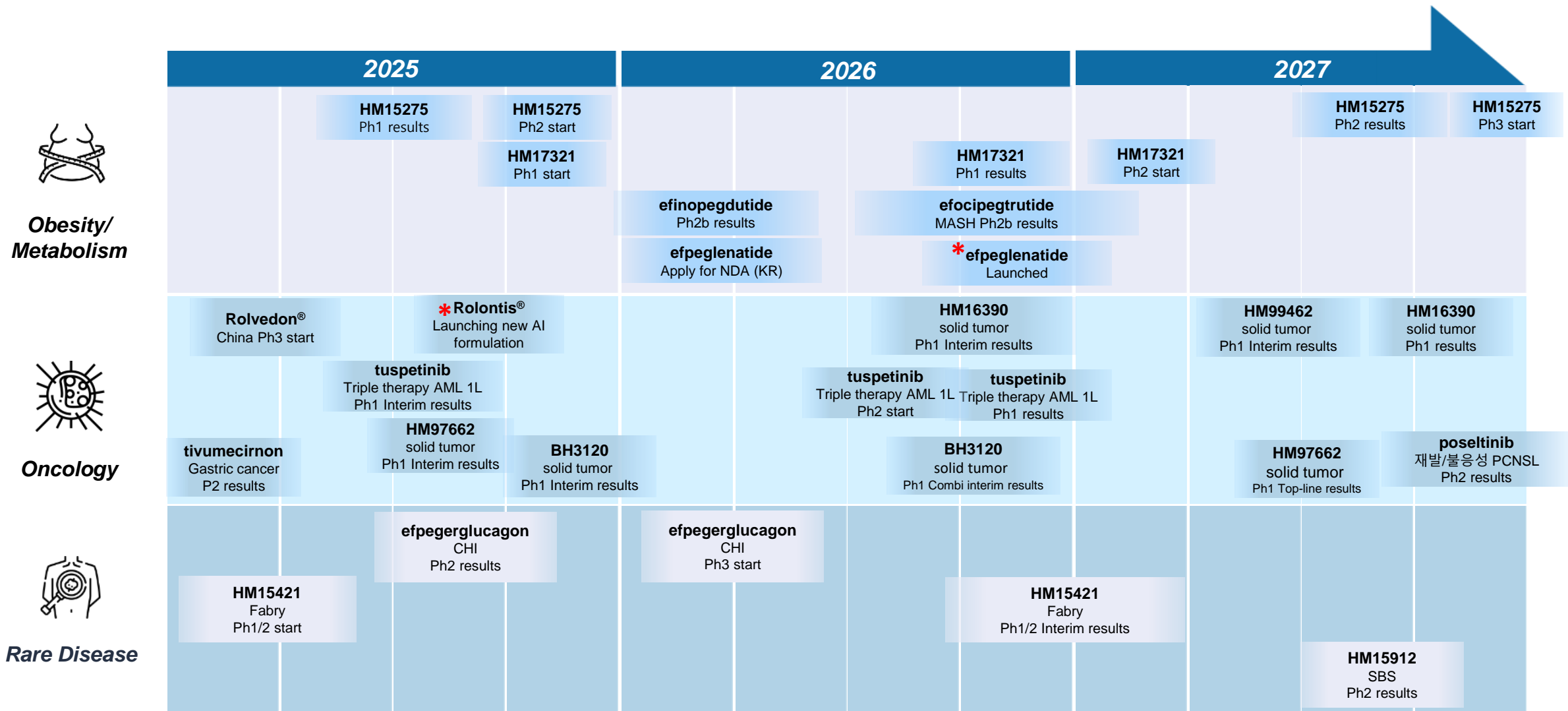
III Clinical Reserach – Ongoing Global Trials

Snapshot of Hanmi Pharm's Ongoing Global Trials



* 2024년 11월 현재 기준

IV R&D Key Milestones – Key Milestones & Upcoming Events



MASH: Metabolic dysfunction-associated steatohepatitis, AML: Acute myeloid leukemia, AI: Auto-injector

V Summary

Tailored, Full Cycle Obesity Portfolio-Building Research

- Development of full-cycle obesity therapeutics with differentiated cardiovascular/renal protection, low lean body mass loss, etc.
- Development of small molecule compounds and drug delivery technologies to maximize dosing convenience
- Development of game-changing obesity therapeutics that increase muscle mass through novel mechanisms

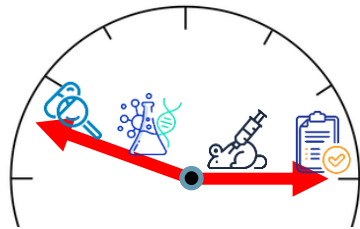
Next Generation Oncology Discovery Research

- Seamless development of current targeted/immuno-oncology pipelines
- Expand pipeline by creating synergies in new modalities
- Creating opportunities for undruggable targets

Strengthen Rare Disease Portfolio

- Enhance rare disease research to increase benefit society and increase corporate value
- Secure a competitive pipeline by applying best-fit modalities for targeted diseases

VI R&D MOTTO



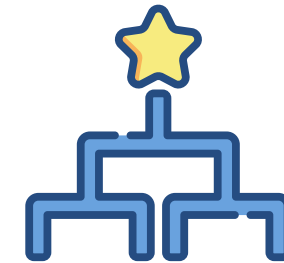
“Just-in-Time” Research Strategy

Timely decision-making and problem-solving with cross-functional teams with the goal of rapid clinical entry



“Deep Pockets” New Drug Pipeline

Expanding into new modalities (mRNA, TPD, CGT & ADC), continually discovering new challenges



“Together” Fruitful Together

Establish a culture of research collaboration that acts together, grows together

Presentation of Innovations

01 _____

COMPANY
VALUE

02 _____

DOMESTIC
BUSINESS

03 _____

STRATEGIC
PRODUCT

04 _____

R&D
CAPABILITY

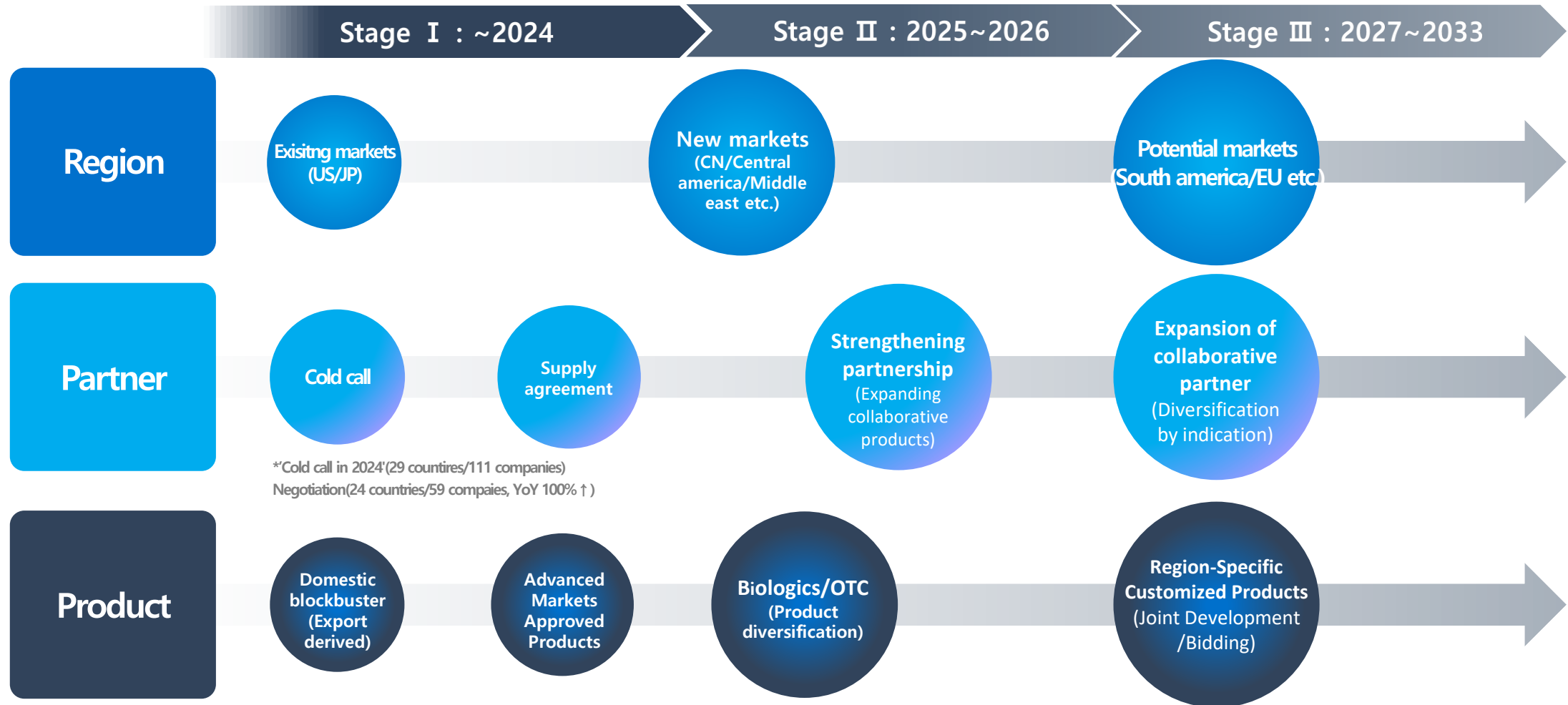
05 _____

**GLOBAL
BUSINESS**

- I. Global Business Expansion VISION
- II. Global Business Past and Present
- III. Achievement in 2024
- IV. '25Y Strategy
- V. Advancing bio-competitiveness

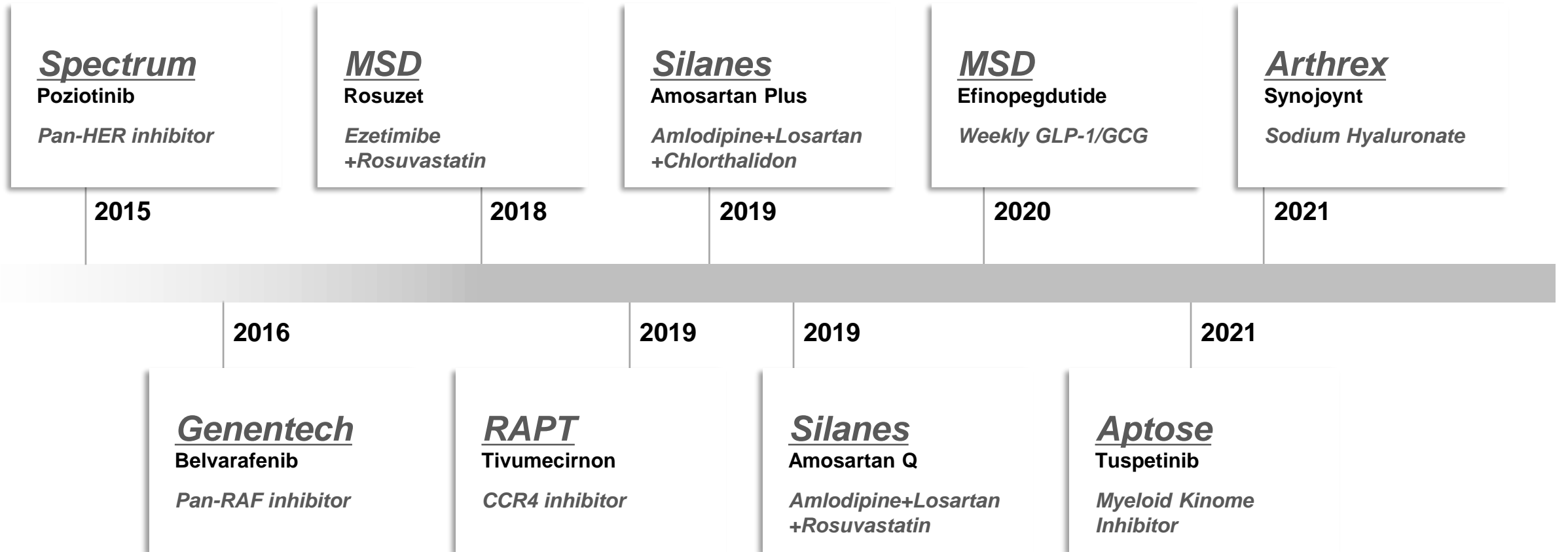
I Global Business Expansion VISION

Expand sales regions, partners, and products step by step to comprehensively cover demand



II Global Business Past and Present

What Hanmi Accomplished (2014~2023)



II Global Business Past and Present

Progress status of partnered pipelines

Rolvedon®

- Indication : Neutropenia
- Spectrum L/O in 2012
- FDA approval in 2022
- **NCCN guideline inclusion**
- Spectrum → Assertio (August 2023)
- **Quarterly revenue growth** following company acquisition
- **Phase 1 Same Day Dosing Trial results expected in December 2024**

* Partial ownership in Assertio

NCCN : National Comprehensive Cancer Network

efinopegdutide

- Indication : MASH
- MSD L/O in 2020
- Completion of Phase 2a Clinical Trial (August 2021 – October 2022)
- **Ongoing Phase 2** (June 2023~)
- In addition, two Phase 2a and one Phase 1 are ongoing

MASH : Metabolic dysfunction-associated steatohepatitis

tuspetinib

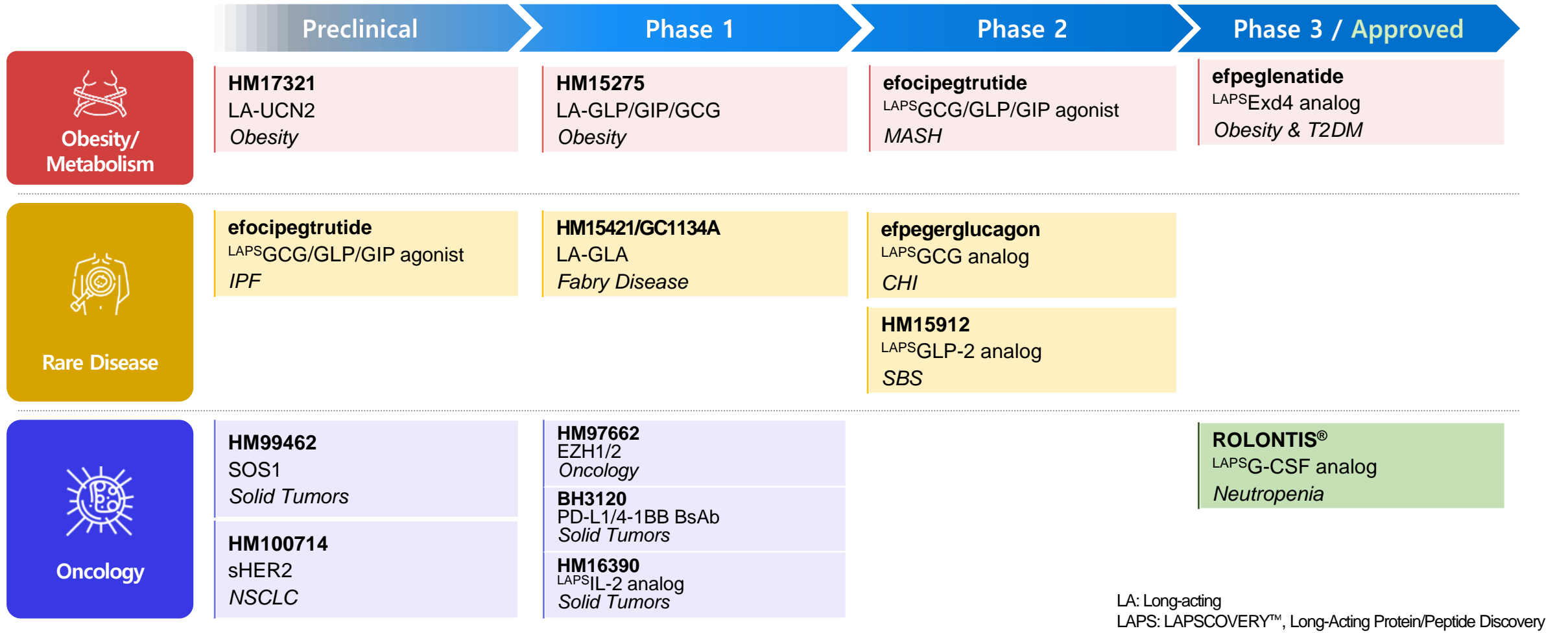
- Indication : AML
- Aptose L/O in 2021
- Ongoing Phase 1/2 (March 2019~)
- **Completion of Phase 1 for tuspetinib Monotherapy** in Relapsed/Refractor
- Ongoing Phase 1 **tuspetinib + venetoclax combination** in Relapsed/Refractor
- **Planned Phase 1 of tuspetinib + venetoclax + azacitidine as first line therapy**

* Partial ownership in Aptose

AML : Acute Myeloid Leukemia

II Global Business Past and Present

Hanmi's pipelines under business discussion



LA: Long-acting
 LAPS: LAPSCOVERY™, Long-Acting Protein/Peptide Discovery

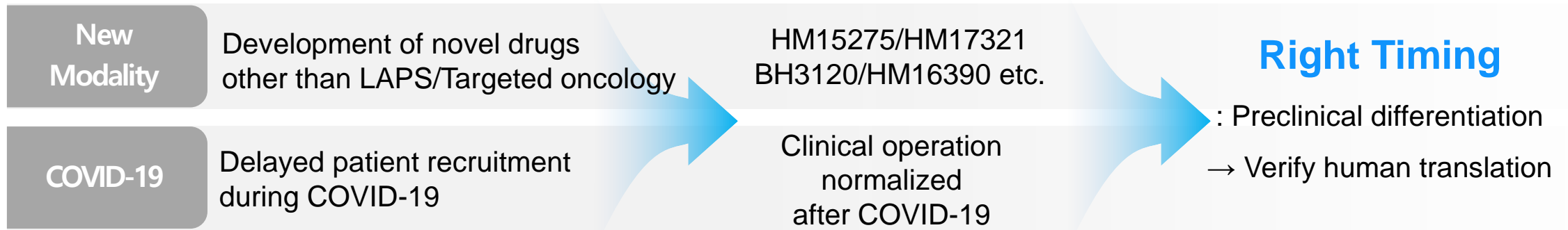
III Achievement in 2024_Novel drug

Achievement in 2024(Novel drug) & future direction

Preliminary activities conducted to enhance novel drug value

Supply Agreement	MTA	Conference	Partnering meeting
<ul style="list-style-type: none"> Phase 1 CTCSA for BH3120 signed with MSD ✓ Supply Keytruda → Reduced development costs ✓ Clinical collaboration with MSD → BH3120 value up <p><small>* CTCSA : Clinical Trial & Clinical Supply Agreement</small></p>	<ul style="list-style-type: none"> Novel drug pipeline MTA signed • Material supply → Reduced development costs ✓ Exploration of combination potential → Pipeline value up <p><small>* MTA : Material Transfer Agreement</small></p>	<ul style="list-style-type: none"> Participation in numerous conferences, including ASCO and ADA ✓ F2F meeting with various companies, scientists → Introduction of Hanmi's novel drugs and strategies ✓ Conducted SABM etc. → Established strategies reflecting the changing environment <p><small>* SABM : Scientific Advisory Board Meeting</small></p>	<ul style="list-style-type: none"> Attended many exhibitions such as JPM, BIO, etc. & held various meetings such as TC, DD, etc. ✓ Incorporate Q&As and feedback → Strengthen pipeline ✓ Continuous interest of potential partners

Waiting for the Right Timing!




III Achievement in 2024_Product Portfolio Consolidation

Expanding the Portfolio by Adding New Products (Biologics/OTC) to the Existing Focus on Incrementally Modified Drugs

Incrementally modified drug

Cardiovascular (Amosartan/Rosuzet)
/Urinary(GuGu Tams)
/Respiratory(Monterizine) etc.




+

Adding new products

Biologics / OTC (Rolontis/Synojoynt/OTC etc.)

- Exploration of potential demand following the transfer of Rolontis Asia sales rights
- Expansion to the Middle East, Central America, and Asia following the North American launch of Synojoynt
- Entry into the Chinese market with 7 OTC products (B2C Market)



III Achievement in 2024_Building Sales Bridgeheads by Territory

Aggressively pursue partners in growing markets to build market bridgeheads in established markets

* China/Southeast Asia/Middle East/Central America/Mongolia, etc.

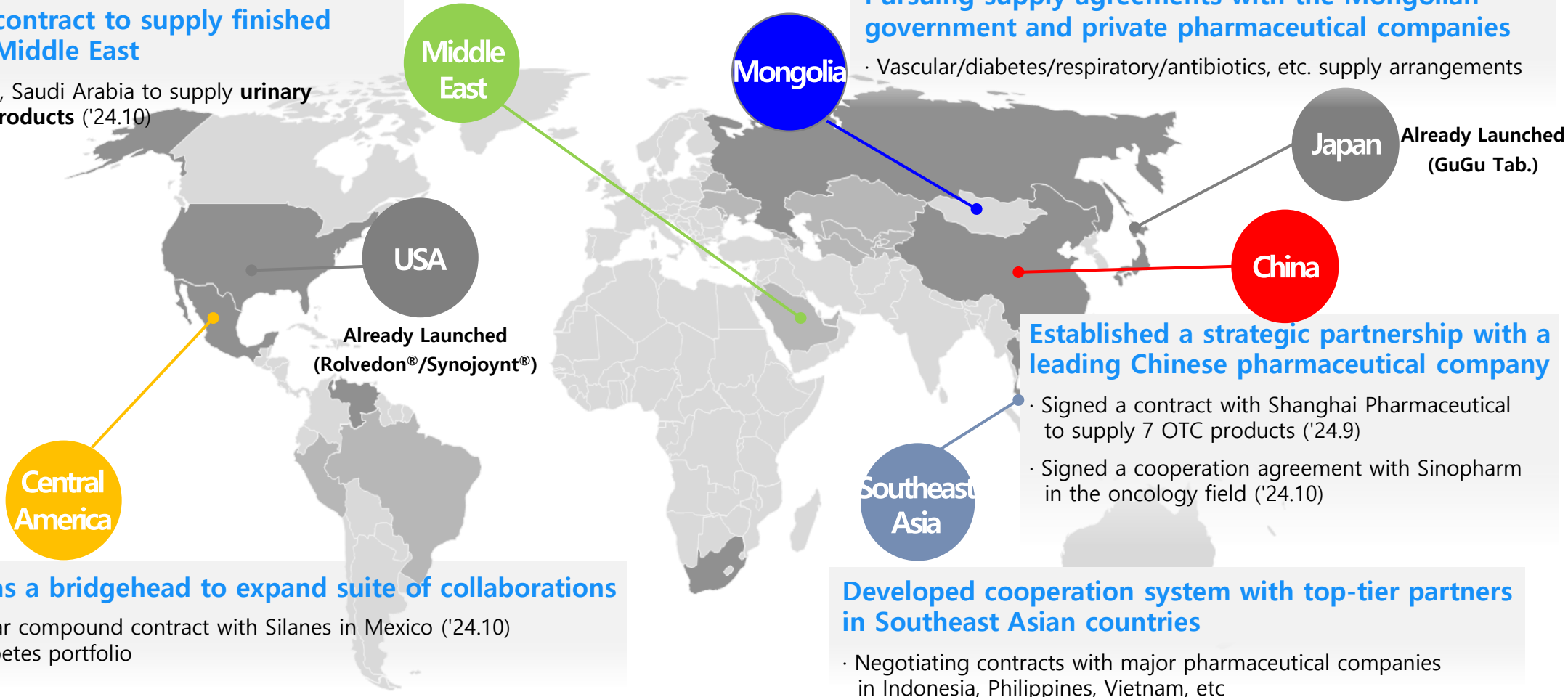
* North America/Japan

Signed our first contract to supply finished products to the Middle East

- Contract with **Tabuk**, Saudi Arabia to supply **urinary /anti-cancer final products** ('24.10)

Pursuing supply agreements with the Mongolian government and private pharmaceutical companies

- Vascular/diabetes/respiratory/antibiotics, etc. supply arrangements



USA

Already Launched
(**Rolvedon®/Synojoynt®**)

Central America

Use key partners as a bridgehead to expand suite of collaborations

- Signed a cardiovascular compound contract with **Silanes** in Mexico ('24.10) and expanded its diabetes portfolio

Mongolia

Japan

Already Launched
(**GuGu Tab.**)

China

Established a strategic partnership with a leading Chinese pharmaceutical company

- Signed a contract with **Shanghai Pharmaceutical** to supply 7 OTC products ('24.9)
- Signed a cooperation agreement with **Sinopharm** in the oncology field ('24.10)

Southeast Asia

Developed cooperation system with top-tier partners in Southeast Asian countries

- Negotiating contracts with major pharmaceutical companies in **Indonesia, Philippines, Vietnam, etc**

IV Strategy in 2025_Next-generation Product Lines

Strategically expanding the introduction of **next-generation product lines** targeting **specific indications**

Incrementally Modified Drug

Biologic New Drug

OTC

Released



Developing

+

Diabetes drug
(Dapalon, Sildapa, etc.)

+

Obesity drug
(efpeglenatide, etc.)

+

Over-the-counter drug
(Dupian, Siliman, etc.)

IV Strategy in 2025_Expand sales web by territory

Aggressive expansion of new sales territories based on experience working with key partners in each territory

China

Pharmaceutical Company(Sinopharm/Sanghai Pharm.) → Build partnerships with specialty pharmaceutical companies

Japan

Sandoz(GuGu Tab.) → Co-developed a new product with a major pharmaceutical company (First generic)

Southeast Asia

Negotiating contracts with TOP-TIER pharmaceutical companies in Indonesia, Philippines, and Vietnam

Middle East

Tabuk (#5 in Saudi Arabia) → Expand partnership with TOP-TIER pharmaceutical companies in the Middle East

Central and South America

SILANES (#10 in Mexico) → TOP-TIER pharmaceutical company in Mexico → South America (Brazil/Argentina, etc.)

V Enhancement Bioplant competitiveness_Drive new business

Utilizing large scale facilities to target the global pharmaceutical market (expanding CMO business)

- 1 Large-scale commercial production using prefilled syringe facilities (e.g. Vaccine, Protein, Peptide etc.)
- 2 CDMO business for manufacturing various types of proteins using large scale microbial culture facilities (Total 25,000L)
- 3 Process/analytical development/CMC service utilizing development know-how from clinical phase 1 to US FDA BLA approval

Commercial-Ready cGMP Facilities



Proven Pharmaceutical Quality System



On-site Experts Across Multiple Disciplines



V Enhancement Bioplant competitiveness _Reduce manufacturing costs and improve productivity

Reduce manufacturing costs/improve productivity through process improvement and scale-up

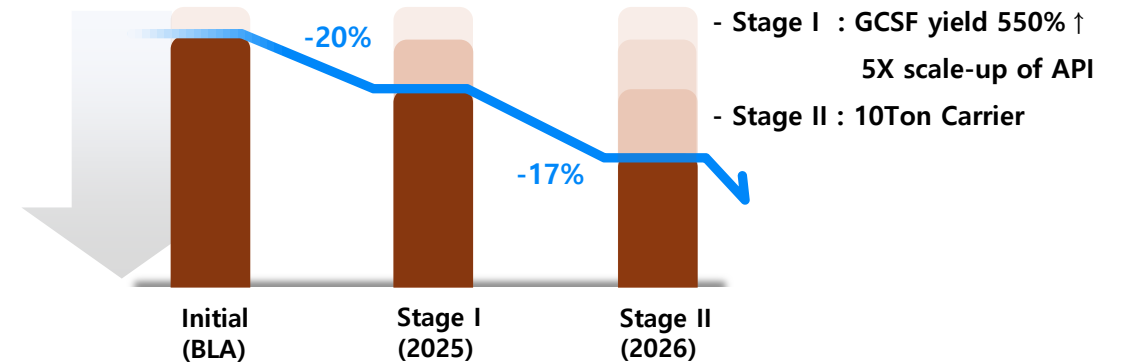
LAPS Carrier
600% Scale-up

Rolvedon®/Rolontis®
550% DS Yield-up
(Using same scale facilities)

efinopegdutide
230% DS Yield-up
(Using same scale facilities)

Hyaluronic Acid
170% DP Scale-up
(Synjoynt®, Hyalu Inj.)

Rolvedon®/Rolontis® reduce manufacturing costs

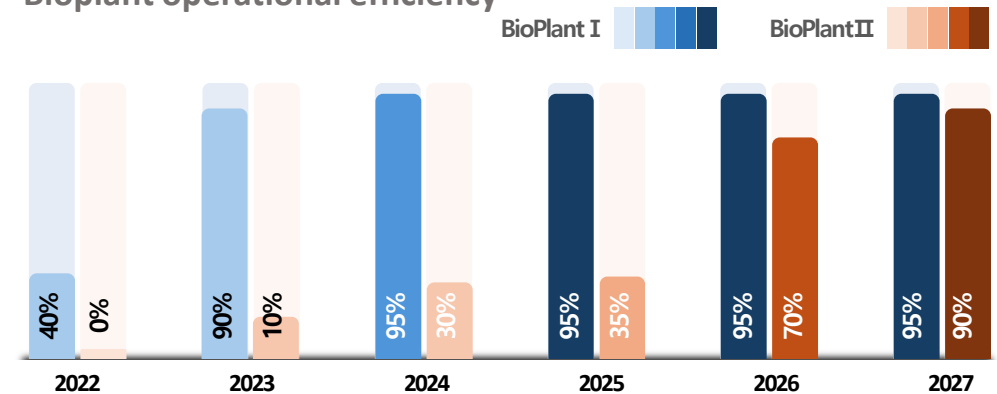


Improving bioplant operational efficiency

Routine Production
Rolvedon®, efpeglenatide, efinopegdutide

Global CDMO
Biosimilars, Protein, Peptides, Vaccines etc.

Bioplant operational efficiency



Expected to achieve full capacity in 2027 if current development plan is followed

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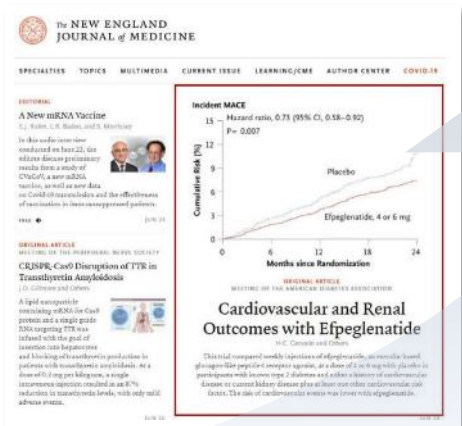
CLOSING REMARKS

"Hanmi Pharmaceutical's Strength"

Hanmi's Legacy– *efpeglenatide*

Developing the first domestically discovered GLP-1 "obesity" drug

Epeglenatide for people with diabetes
 Demonstrated effectiveness in reducing the incidence of major cardiovascular and kidney diseases



한미약품 "에페글레나타이드, 한국인 맞춤형 GLP-1 비만약으로 개발"

▲ 승인일: 2023.07.31 11:30

엡스커버리 플랫폼 적용한 에페글레나타이드, 한국서 비만약으로 개발 한국 적지화된 경제적 GLP-1 비만신약 목표... 식약처에 3상 IND 신청

[에피네프린 유사 소형인 기지] 연미약품이 GLP-1(Glucagon like peptide-1) 계열의 비만치료제를 독자 기술로 자체 개발해 한국에서 출시하기 위한 발걸음을 내디뎠다.

한미약품은 자사의 독자 플랫폼 기술 '엡스커버리'를 적용해 일 주일에 한번 투여하는 주사 제형의 대사질환 치료제로 개발해 온 '에페글레나타이드'를 비만치료제로 적용증을 변경해 출시하기 위한 준비에 착수했다고 31일 밝혔다.

한미약품은 이를 위해 지난 28일 식품의약품안전처에 임상3상 진행을 위한 임상시험계획서(IND)를 제출했으며, 식약처 승인 이후 본격적인 상용화 개발 작업을 빠르게 진행할 계획이다.

Korea's first obesity drug in development, Phase 3 clinical trial

Innovative thinking
 Diabetes to Obesity
 Developing conversions

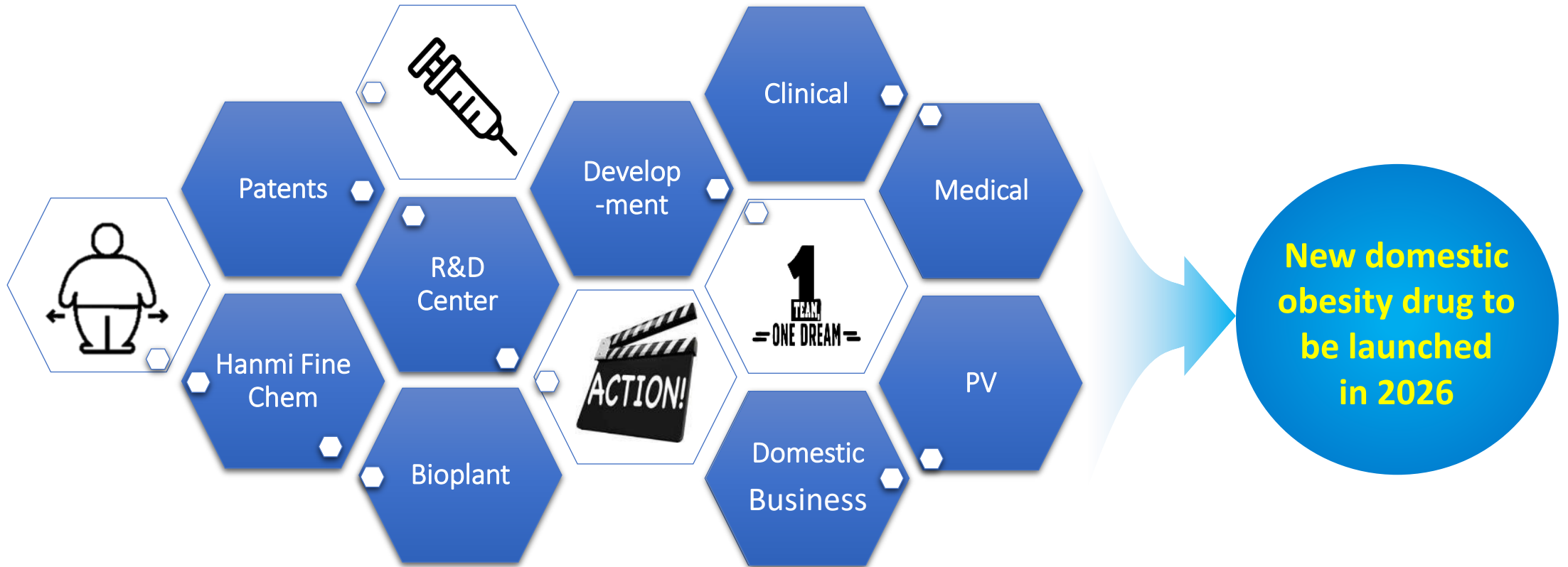
Quick decisions
 National representatives competing with global companies

Explosive propulsion
 Completed Phase 3 patient enrollment

"Hanmi Pharmaceutical's Strength"

Organic collaboration to resolve issues & manage timelines

Organizing "One Team" for a Successful Launch



Thank you



2024
Hanmi Pharm
Innovation Day