



2023 1Q Earnings

Consolidated financial statement K-IFRS

April 26, 2023

- ✓ The financial information in this document are consolidated earnings results based on K-IFRS.
- ✓ This document is provided for the convenience of investors only, before the external audit on our Q1 2023 financial results is completed. The audit outcomes may cause some parts of this document to change. Please note that Hanmi will not be responsible for individual investment decisions sole based on this material. In addition, Hanmi will not be responsible for update of this material which based on current business results.
- ✓ This presentation contains forward-looking statements with respect to the financial condition, results of operations and businesses of Hanmi Pharmaceutical Company. By their nature, forward-looking statements and forecasts involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future. There are a number of factors that could cause actual results and developments to differ materially from that expressed or implied by these forward-looking statements. These factors include, among other things, the loss or expiration of patents, marketing exclusivity or trade marks; exchange rate fluctuations; the risk that R&D will not yield new products that achieve commercial success; the impact of competition, price controls and price reductions; taxation risks; the risk of substantial product liability claims; the impact of any failure by third parties to supply materials or services; the risk of delay to new product launches; the difficulties of obtaining and maintaining governmental approvals for products; the risk of failure to observe ongoing regulatory oversight; the risk that new products do not perform as we expect; and the risk of environmental liabilities.
- ✓ **Consolidated subsidiaries (K-IFRS)**
: Beijing Hanmi Pharmaceutical Co., Ltd 73.68%, Hanmi Fine Chemical Co., Ltd 63.00%

- ◆ Highlights
- ◆ Key Events
- ◆ Financial Results
- ◆ Sales Analysis
- ◆ Cost Analysis

- ◆ Appendix

- ✓ **1Q Sales KRW 361.7bn, Operating profit KRW 60.5bn**
 - Hanmi Pharm KRW 250.7bn, Beijing Hanmi KRW 111.0bn*, Hanmi Fine Chem KRW 25.9bn
 - Consolidated Operating profit delivered 47.9% YoY growth

- ✓ **R&D investment KRW 45.7bn**
 - Invested 12.6% of consolidated revenue
 - Hanmi Pharm KRW 38.2bn (15.2% of revenue), Beijing Hanmi KRW 5.6bn (5.0% of revenue)

✓ Pipeline Updates

- JAN - Aptose initiates monotherapy dosing of Tuspentinib in Phase1/2 AML patients
-
- FEB - ROLVEDON receives permanent J-Code(J1449) effective as of April 1, 2023
-
- MAR - Spectrum reports first launched quarter 4Q Rolvedon's net sales as \$10.1 million
-
- APR - Hanmi unveils a total of 7 research studies in posters at AACR including ^{LAPS}IL-2 analog, EZH1/2 dual inhibitor, and 'BH3120'
- Rosuzet's efficacy in LDL-C management for elderly patients published in the *Journal of the American College of Cardiology*

✓ 5 New products launched

- 'V-fenac Eye Drop', marginal blepharitis and conjunctivitis treatment
- 'Nicegoline Tab', first-line treatment for dementia syndrome
- 'Nocotine Tab', treatment for Smoking cessation
- 'Levoxacin Eye Drops', quinolone antibiotic eye drops
- 'Dapalon Family', diabetes treatment based on SLGT2i inhibitor (dapagliflozin)

Financial Results

Consolidated Business Results



- ▶ 1Q23 Sales KRW 361.7bn, +12.6% YoY
- ▶ Operating profit KRW 60.5bn, Net profit KRW 49.6bn
- ▶ OP soars +47.9% YoY thanks to the increased sales portion of finished products and Beijing Hanmi's strong earnings growth

Unit: Billion KRW

| | 2023 1Q | 2022 1Q | YoY | 2022 4Q | QoQ |
|-------------------------|-----------------|-----------------|-------|-----------------|--------|
| Sales | 361.7 | 321.1 | 12.6% | 351.2 | 3.0% |
| Operating Profit (%) | 60.5 (16.7%) | 40.9 (12.7%) | 47.9% | 38.8 (11.1%) | 55.6% |
| Pre-tax Profit (%) | 55.6 (15.4%) | 36.4 (11.3%) | 52.8% | 20.7 (5.9%) | 169.2% |
| Net Profit (%) | 49.6 (13.7%) | 25.0 (7.8%) | 98.1% | 22.6 (6.4%) | 119.9% |

- ▶ 1Q23 Sales KRW 250.7bn, +10.7% YoY, -6.0% QoQ
- ▶ Operating profit KRW 31.0bn, Net profit KRW 25.0bn
- ▶ Sales breakdown: Finished products 85%, Merchandise 13%

Unit: Billion KRW

| | 2023 1Q | 2022 1Q | YoY | 2022 4Q | QoQ |
|--------------------------------|------------------------|------------------------|--------------|-----------------------|---------------|
| Sales | 250.7 | 226.6 | 10.7% | 266.7 | -6.0% |
| Finished products | 212.1 | 187.6 | 13.1% | 221.7 | -4.3% |
| Merchandise | 32.8 | 36.1 | -9.8% | 37.4 | -13.0% |
| Upfront/Milestones | 0.7 | 0.2 | 234.1% | 3.0 | -75.4% |
| Others | 5.1 | 2.7 | 85.7% | 4.6 | 10.2% |
| Operating Profit (%) | 31.0 (12.4%) | 16.9 (7.5%) | 83.1% | 25.4 (9.5%) | 22.1% |
| Pre-tax Income (%) | 25.5 (10.2%) | 23.9 (10.5%) | 6.6% | 7.8 (2.9%) | 227.9% |
| Net Income (%) | 25.0 (10.0%) | 16.6 (7.3%) | 50.1% | 11.8 (4.4%) | 112.4% |

Sales Analysis

Outpatient Prescription Sales of Key Brands (UBIST data)



- ▶ ‘Amosartan family’, ‘Pal Pal’ maintained solid revenue of KRW 33.2bn, KRW 12.6bn, respectively
- ▶ ‘Rosuzet’ delivered KRW 38.5bn showing +17.8% YoY growth

Unit: Billion KRW

| | Product | 2023 1Q | 2022 1Q | YoY | 2022 4Q | QoQ |
|-----|------------------|---------|---------|-------|---------|-------|
| ETC | Rosuzet | 38.5 | 32.7 | 17.8% | 37.3 | 3.1% |
| | Amosartan family | 33.2 | 31.9 | 4.1% | 33.3 | -0.2% |
| | Esomezol | 13.5 | 13.5 | -0.5% | 13.8 | -2.4% |
| | Pal Pal | 12.6 | 11.1 | 13.7% | 12.5 | 0.6% |
| | Hanmi Tams/OD | 8.8 | 8.2 | 7.2% | 8.6 | 1.8% |
| | Gugu | 6.0 | 5.2 | 16.1% | 5.7 | 4.8% |
| | Amodipin | 5.9 | 5.9 | 0.2% | 6.0 | -1.5% |
| | Naxozol | 5.7 | 5.4 | 4.4% | 5.8 | -1.4% |
| | Hyalu Mini | 4.2 | 4.4 | -5.4% | 4.1 | 1.1% |
| | Pidogul | 3.7 | 3.4 | 8.6% | 3.6 | 2.2% |

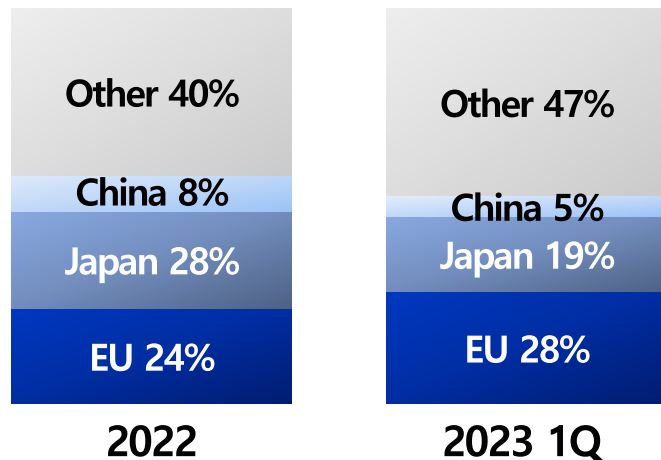
► 1Q23 exports* KRW 41.4bn, +40.5% YoY

Unit : Billion KRW

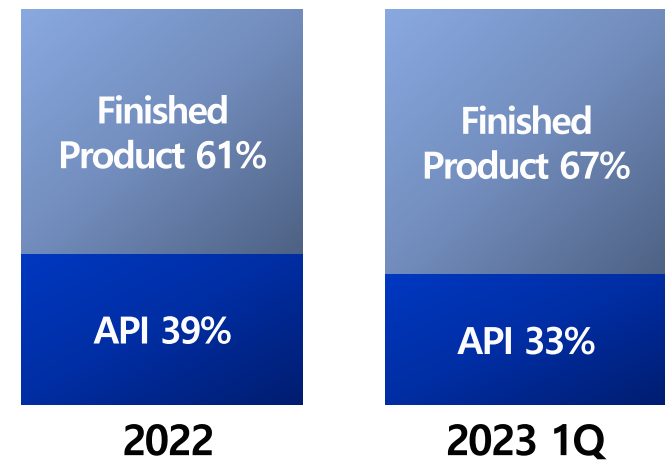
| | 2023 1Q | 2022 1Q | YoY | 2022 4Q | QoQ |
|----------|---------|---------|-------|---------|--------|
| Domestic | 208.6 | 196.9 | 5.9% | 213.5 | -2.3% |
| Export | 41.4 | 29.5 | 40.5% | 50.2 | -17.4% |

► Export details

Increased exports to Others & EU



Finished Product proportion increased



Sales by region

Sales by product

- ▶ 1Q23 Sales KRW 111.0bn, +17.1% YoY, +31.6% QoQ
- ▶ OP sharply rose +21.1% YoY, +174.5% QoQ driven by sales growth of main products and fully recovering from the impact of Covid-19

Unit : Billion KRW

| | | 2023 1Q | 2022 1Q | YoY | 2022 4Q | QoQ |
|-------------|----------------------|-----------------|-----------------|-------|-----------------|--------|
| Billion KRW | Sales | 111.0 | 94.8 | 17.1% | 84.3 | 31.6% |
| | Operating Profit (%) | 30.8 (27.8%) | 25.5 (26.9%) | 21.1% | 11.2 (13.3%) | 174.5% |
| | Pre-tax Income (%) | 32.9 (29.7%) | 27.0 (28.5%) | 22.0% | 11.7 (13.8%) | 182.4% |
| | Net Income (%) | 27.9 (25.2%) | 22.9 (24.2%) | 21.9% | 10.0 (11.9%) | 179.2% |
| 1,000 RMB | Sales | 596,173 | 499,742 | 19.3% | 442,173 | 34.8% |
| | Operating Profit | 165,660 | 134,335 | 23.3% | 59,150 | 180.1% |
| | Pre-tax Income | 176,816 | 142,232 | 24.3% | 61,354 | 188.2% |
| | Net Income | 150,016 | 120,831 | 24.2% | 52,678 | 184.8% |

- ▶ 1Q23 Sales KRW 25.9bn, +9.1% YoY
- ▶ Profit declined as COGS increased due to the product mix

Unit: Billion KRW

| | 2023 1Q | 2022 1Q | YoY | 2022 4Q | QoQ |
|----------------------|------------------|---------------|------|---------------|--------|
| Sales | 25.9 | 23.7 | 9.1% | 29.6 | -12.6% |
| Operating Profit (%) | -3.4 (-13.3%) | 0.5 (2.0%) | TTR | 1.3 (4.3%) | TTR |
| Pre-tax Income (%) | -4.0 (-15.4%) | 0.4 (1.6%) | TTR | 1.2 (3.9%) | TTR |
| Net Income (%) | -4.0 (-15.5%) | 0.3 (1.4%) | TTR | 0.9 (3.1%) | TTR |

Cost Analysis



- ▶ 1Q23 R&D investment (revenue basis) : KRW 45.7bn, 12.6% of revenue
- ▶ Maintained similar rate of previous year's R&D expenses due to the maintenance of R&D cost-efficiency strategy

Unit: Billion KRW

| | | 2023 1Q | 2022 1Q | YoY | 2022 4Q | QoQ |
|-----------------|----------------|---------|---------|--------|---------|--------|
| Consol. | SG&A | 105.9 | 100.8 | 5.1% | 102.0 | 3.8% |
| | R&D Investment | 45.7 | 35.0 | 30.5% | 55.8 | -18.0% |
| Hanmi Pharm | SG&A | 55.2 | 56.0 | -1.5% | 59.9 | -7.8% |
| | R&D Investment | 38.2 | 26.7 | 42.9% | 44.8 | -14.8% |
| Beijing Hanmi | SG&A | 48.8 | 42.9 | 13.7% | 40.0 | 21.9% |
| | R&D Investment | 5.6 | 6.9 | -18.5% | 9.5 | -41.3% |
| Hanmi Fine Chem | SG&A | 2.0 | 1.9 | 5.6% | 1.8 | 15.9% |
| | R&D Investment | 2.0 | 1.4 | 35.2% | 1.4 | 35.7% |



Appendix

Income Statement Consolidated Business Results



Unit: Billion KRW

| | 2023 1Q | 2022 1Q | YoY | 2022 4Q | QoQ |
|------------------|---------|---------|-------|---------|--------|
| Sales | 361.7 | 321.1 | 12.6% | 351.2 | 3.0% |
| COGS | 154.1 | 148.4 | 3.9% | 159.9 | -3.6% |
| % | 42.6% | 46.2% | | 45.5% | |
| SG&A | 105.9 | 100.8 | 5.1% | 102.0 | 3.8% |
| % | 29.3% | 31.4% | | 29.0% | |
| Operating profit | 60.5 | 40.9 | 47.9% | 38.8 | 55.6% |
| % | 16.7% | 12.7% | | 11.1% | |
| Pre-tax income | 55.6 | 36.4 | 52.8% | 20.7 | 169.2% |
| % | 15.4% | 11.3% | | 5.9% | |
| Net income | 49.6 | 25.0 | 98.1% | 22.6 | 119.9% |
| % | 13.7% | 7.8% | | 6.4% | |

Balance Sheet Consolidated Business Results



Unit: Billion KRW

| | As of Mar 2023 | As of Dec 2022 | QoQ |
|------------------------|----------------|----------------|-------------|
| Current Asset | 784.4 | 694.2 | 13.0% |
| Non-Current Asset | 1,210.9 | 1,230.4 | -1.6% |
| <i>Total Asset</i> | <i>1,995.3</i> | <i>1,924.6</i> | <i>3.7%</i> |
| Current Liability | 697.9 | 676.7 | 3.1% |
| Non-Current Liability | 229.5 | 238.6 | -3.8% |
| <i>Total Liability</i> | <i>927.4</i> | <i>915.4</i> | <i>1.3%</i> |
| <i>Total Equity</i> | <i>1,067.9</i> | <i>1,009.2</i> | <i>5.8%</i> |

Income Statement - Hanmi Science Consolidated



Unit: Billion KRW

| | 2023 1Q | 2022 1Q | YoY | 2022 4Q | QoQ |
|------------------|---------|---------|-------|---------|--------|
| Sales | 291.3 | 252.0 | 15.6% | 288.1 | 1.1% |
| COGS | 279.2 | 243.3 | 14.8% | 281.1 | -0.7% |
| Operating profit | 31.3 | 19.6 | 59.4% | 15.4 | 103.9% |
| Pre-tax income | 28.4 | 19.0 | 49.4% | 22.3 | 27.4% |
| Net income | 27.1 | 17.0 | 59.6% | 22.7 | 19.2% |

R&D Pipeline



| | Pre-clinical | Phase 1 | Phase 2 | Phase 3 | Registration | Approved |
|-------------------------------|--|---|---|---|--|---|
| Obesity/ NASH/ Diabetes | LAPSGlucagon Combo [HM15136+Efpeglenatide] Obesity/Metabolic disease | | LAPSGLP/GCG [Efinopegdutide] NASH | LAPSExd4 Analog [Efpeglenatide] Diabetes | | |
| | | | LAPSTriple Agonist [Efocipegrutide] NASH | | | |
| Oncology | PD-L1/4-1BB BsAb [BH3120] Solid tumors | Rolvedon® [Efrapegrastim] Chemotherapy-induced Neutropenia (Same Day Administration) | pan-RAF Inhibitor [Belvarafenib] BRAF mutant/fusion solid tumor | pan-HER Inhibitor [Pozotinib] HER2 exon 20-mutated NSCLC (2 nd line) | Oraxol® [Paclitaxel+Encequidar] Solid tumors (breast cancer) | Rolvedon® [Efrapegrastim] Chemotherapy-induced Neutropenia |
| | SOS1 [HM99462] Solid tumors | pan-RAF Inhibitor [Belvarafenib] Solid tumors (melanoma) | CCR4 Antagonist [FLX475] Solid tumors | | | |
| | LAPSiL-2 Analog [HM16390] Solid tumors | PD-1/HER2 BsAb [BH2950] Solid tumors | BTK [Poseltinib] B-cell lymphoma | | | |
| | | MKI [Tuspentinib] Acute Myeloid Leukemia | | | | |
| | | EZH1/2 Inhibitor [HM97662] Solid tumors, hematologic cancers | | | | |
| | | | | | | |
| Rare Diseases/ Other | LAPSTriple Agonist [HM15211] Idiopathic Pulmonary Fibrosis | | LAPSGlucagon Analog [HM15136] Congenital Hyperinsulinism | | | Synjoynt® [Sodium hyaluronate] Pain in osteoarthritis of the knee |
| | Long-acting GLA [HM15421] Fabry disease | | LAPSGLP-2 Analog [HM15912] Short Bowel Syndrome | | | |
| | | | LAPShGH [Efpegsomatropin] Growth Hormone Deficiency | | | |
| | | | Luminate® [ALG-1001] Dry Age-related Macular Degeneration | | | |

| | FDA | EMA | Others |
|----------------------|--|--|---|
| LAPS Triple Agonist | <ul style="list-style-type: none"> • Orphan Drug <ul style="list-style-type: none"> - Primary Biliary Cholangitis - Primary Sclerosing Cholangitis - Idiopathic Pulmonary Fibrosis • Fast Track <ul style="list-style-type: none"> - NASH | <ul style="list-style-type: none"> • Orphan Drug <ul style="list-style-type: none"> - Primary Biliary Cholangitis - Primary Sclerosing Cholangitis - Idiopathic Pulmonary Fibrosis | |
| LAPS Glucagon Analog | <ul style="list-style-type: none"> • Orphan Drug: <ul style="list-style-type: none"> - Congenital Hyperinsulinism • Rare Pediatric Disease: <ul style="list-style-type: none"> - Congenital hyperinsulinism | <ul style="list-style-type: none"> • Orphan Drug <ul style="list-style-type: none"> - Congenital Hyperinsulinism - Autoimmune Insulin Syndrome | <ul style="list-style-type: none"> • Orphan Drug <ul style="list-style-type: none"> - Congenital Hyperinsulinism in S. Korea MFDS |
| LAPS GLP-2 Analog | <ul style="list-style-type: none"> • Orphan Drug <ul style="list-style-type: none"> - Short Bowel Syndrome • Rare Pediatric Disease <ul style="list-style-type: none"> - Short Bowel Syndrome • Fast Track <ul style="list-style-type: none"> - Short Bowel Syndrome | <ul style="list-style-type: none"> • Orphan Drug <ul style="list-style-type: none"> - Short Bowel Syndrome | <ul style="list-style-type: none"> • Orphan Drug <ul style="list-style-type: none"> - Short Bowel Syndrome in S. Korea MFDS |
| Oraxol | <ul style="list-style-type: none"> • Orphan Drug <ul style="list-style-type: none"> - Angiosarcoma | <ul style="list-style-type: none"> • Orphan Drug: <ul style="list-style-type: none"> - Soft Tissue Sarcoma | <ul style="list-style-type: none"> • Promising Innovative Medicine <ul style="list-style-type: none"> - Metastatic Breast Cancer in the UK MHRA |
| Poziotinib | <ul style="list-style-type: none"> • Fast Track <ul style="list-style-type: none"> - NSCLC | | |
| Tuspetinib | <ul style="list-style-type: none"> • Orphan Drug <ul style="list-style-type: none"> - Acute Myeloid Leukemia • Fast Track <ul style="list-style-type: none"> - Relapsed/Refractory AML with FLT3 mutation | | <ul style="list-style-type: none"> • Orphan Drug <ul style="list-style-type: none"> - Acute Myeloid Leukemia in S. Korea MFDS |
| LAPShGH | | <ul style="list-style-type: none"> • Orphan Drug <ul style="list-style-type: none"> - Growth Hormone Deficiency | |

Thank You

 **Hanmi Pharmaceutical**