



RaQualia Pharma Inc.  
October 16, 2023

## Launch of Tegoprazan in Peru

Nagoya, Japan – RaQualia Pharma Inc. (headquartered in Nagoya; President & CEO: Hirobumi Takeuchi, “RaQualia”) announced today that one of its sublicensees, Laboratorios Carnot (Headquarters: Mexico City, Mexico; “Carnot”), started the product sales in Peru of tegoprazan, a drug for gastroesophageal reflux disease (“tegoprazan”), which was licensed through HK inno.N Corporation (headquartered in Seoul, South Korea; “HK inno.N”).

Tegoprazan is a potassium-competitive acid blocker (P-CAB), a new-generation treatment for gastroesophageal reflux disease. P-CABs have a different mechanism of action from proton pump inhibitors (PPIs), the first-line therapy for gastroesophageal reflux disease, and suppress gastric acid secretion more rapidly and persistently than PPIs. RaQualia and HK inno.N entered into an exclusive license agreement for developing, marketing, and manufacturing tegoprazan with sublicensing rights. HK inno.N and sublicensees worldwide have been conducting business activities for tegoprazan. In South Korea, where tegoprazan was first launched in 2019 by HK inno.N under the trade name K-CAB<sup>®</sup>, the product has maintained the No. 1 market share for three consecutive years since its launch, with domestic sales in 2022 on an outpatient prescription basis reaching 132.1 billion won (approximately 13.2 billion yen / 1 won = 0.10 yen). The cumulative sales from January to June this year reached 114 billion won (approximately 11.4 billion yen / 1 Korean won = 0.10 yen), and sales are steadily increasing.

Regarding Peru, in 2019, HK inno. N and Carnot entered into a license agreement for 17 Latin American countries, including Peru. In July this year, Carnot received marketing approval from the Peru authorities for the four indications of erosive esophagitis, non-erosive gastroesophageal reflux disease, gastric ulcer, and *Helicobacter pylori* eradication adjuvant therapy. Since then, Carnot has been preparing to launch the product, and on October 12, Carnot launched the product under the trade name Ki-CAB<sup>®</sup>. October 12 is Columbus Day in Peru, commemorating Christopher Columbus’s landing in the New World. According to Carnot, the launch date was set to celebrate a significant step forward for the product as an innovative and pioneering pharmaceutical in the Latin American region.

Prior to the launch in Peru, Carnot had already begun marketing the product in Mexico in May of this year. In addition to Carnot, Eurofarma Laboratórios S.A.A. (headquartered in São Paulo, Brazil) has also acquired the rights to Brazil through HK inno.N. With the launch of tegoprazan in Peru, tegoprazan is now available in eight countries: South Korea, China, Mongolia, the Philippines, Mexico, Indonesia, Singapore, and Peru, and clinical development, regulatory review, and launch preparation activities are currently underway in 29 other countries.

Under the license agreement with HK inno.N, RaQualia has the right to receive a portion of the revenues earned by HK inno.N from sublicensees. Although RaQualia will receive no lump-sum payment due to this product launch, RaQualia believes that expanding territories of tegoprazan sales will enhance RaQualia’s business earnings and corporate value over the medium to long term. The impact on the consolidated financial results for the fiscal year ending December 31, 2023 (January 1, 2023 to December 31, 2023) will be immaterial.

RaQualia will continue to strengthen its partnership with HK inno.N, providing continuous support for the development and sublicensing to expand the options for gastric acid-related diseases, thereby making further contributions to improving patients' quality of life.