



November 9, 2022

To Whom It May Concern

KYORIN and SUSMED conclude Collaboration Research and Sales Agreement for development of Digital Therapeutics in Otolaryngology Field

KYORIN Holdings, Inc. (Head office: Chiyoda-ku, Tokyo; President & CEO: Yutaka Ogihara) today announced that KYORIN Pharmaceutical Co., Ltd. (Head office: Chiyoda-ku, Tokyo; President & CEO: Shigeru Ogihara, hereinafter KYORIN), a subsidiary of KYORIN Holdings, Inc. and SUSMED Inc. (Head office: Chuo-ku, Tokyo, President & CEO: Taro Ueno, hereinafter SUSMED) have entered into an agreement for the collaborative development and the exclusive sales by KYORIN in Japan on the digital therapeutics (hereinafter DTx) in otolaryngology field (hereinafter Product). KYORIN will pay SUSMED for an upfront payment (100 million yen) and milestone payments depending on the progress in the development (600 million yen as already fixed as of today) as well as royalties on the sales of the Product.

KYORIN will expand its product portfolio in its strategic otolaryngology field, aiming to further increase its presence in this area and contribute to treatment of the disease in otolaryngology area.

SUSMED is working on the development of DTx for insomnia, CKD and oncology. The DTx for insomnia has been submitted for marketing approval in February 2022.

Under this agreement, KYORIN and SUSMED will conduct the development using KYORIN's knowledge in disease areas and clinical development, and SUSMED's platform and clinical trial management system of DTx and its know-how. After obtaining the Marketing Authorization, solely KYORIN will sell the Product in Japan. KYORIN and SUSMED aim to contribute to progress in medical care by providing new treatment options to patients through the development of Product.

1. About KYORIN

Trusted among patients and professionals in the medical industry, KYORIN strives to be a pharmaceutical company recognized as the one with social significance by improving its presence in the specific therapeutic areas and through its global discovery of novel drugs. KYORIN uses franchise customer strategy where its marketing efforts are focused on respiratory medicine, otolaryngology and urology. In drug discovery, it is deploying 'selection and concentration' and promoting activities aimed at first-in-class drug discovery, such as actively searching for and introducing external drug discovery themes as well as multi-tiered program development.

Trade Name: KYORIN Pharmaceutical Co., Ltd.
Location: 6, Kanda Surugadai 4-chome, Chiyoda-ku, Tokyo
Foundation: December 1923
President & CEO: Shigeru Ogihara
URL : <https://www.kyorin-pharm.co.jp/>

2. About SUSMED

SUSMED is a research and development company that promotes digital medicine, and is working on the development of several DTx for insomnia and other disorders. In addition, the company have various patents such as medical applications of blockchain technology that leads to efficient clinical trials or mobile apps' technologies that makes DTx development more efficient and reliable.

Trade Name: SUSMED, Inc.
Location: 6-2, Nihonbashi Honcho 3-chome, Chiyoda-ku, Tokyo
Foundation: February 2016
President & CEO: Taro Ueno
URL : <https://www.susmed.co.jp/>

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