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ASIA EDITION

Korea's Hanmi Pharma secures export deal with Mexican partner Sanfer for GLP-1 obesity drug and more

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Hanmi is pursuing an expansion of efpeglenatide's indications from obesity into diabetes



Hanmi is accelerating its global market entry with efpeglenatide, Korea's first domestically developed GLP-1 class obesity and metabolic disease treatment. Hanmi Pharmaceutical, the core operating company of Hanmi Science, has signed an exclusive distribution agreement with Mexican pharmaceutical company Laboratorios Sanfer for efpeglenatide, its GLP-1 obesity therapy, as well as the Dapalon Family, Hanmi's flagship diabetes treatment portfolio (Dapalon Tab. and Dapalon Duo SR Tab.).

Under the agreement, Hanmi will supply efpeglenatide and the Dapalon Family, while Laboratorios Sanfer will be responsible for regulatory approval, marketing, distribution, and sales within Mexico.

Mexico is one of the countries with the highest obesity rates globally, with obesity prevalence reaching 36.86%, while diabetes prevalence stands at 16.4%. As demand in the market extends beyond weight loss and maintenance therapy to include blood glucose management, the agreement reflects confidence in efpeglenatide's global scalability and strategic value.

The partnership is expected to gradually expand collaboration across efpeglenatide and other metabolic disease treatments, including additional product launches and joint marketing strategies over the mid- to long term.

Ricardo Amtmann, CEO of Sanfer, stated, "Through this partnership, we aim to contribute to addressing the rapidly growing challenges of obesity and diabetes in Mexico."

Meanwhile, Hanmi completed its regulatory application for efpeglenatide to the Ministry of Food and Drug Safety on December 17, 2025. In September 2025, the company also submitted an IND for a Phase 3 clinical trial evaluating combination therapy with SGLT-2 inhibitors and metformin, which was approved on January 21, 2026. Hanmi is pursuing an expansion of efpeglenatide's indications from obesity into diabetes, with obesity approval targeted for the second half of 2026 and an additional diabetes indication planned for 2028.