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# Sky Labs inks distribution agreement with Otsuka Pharma for 'CART BP pro' in Japan

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**Secures distribution agreement to launch CART BP pro in the Japanese hospital and clinic market**



South Korea-based startup Sky Labs Inc. has entered into an exclusive distribution agreement with Otsuka Pharmaceutical Co. for the ring-type blood pressure monitor, 'CART BP pro', in the Japanese hospital and clinic market.

This agreement follows the memorandum of understanding (MoU) signed between the two companies in December 2024. Sky Labs initially explored global expansion opportunities through Korea Otsuka Pharmaceutical, and the introduction by the Korean affiliate led to formal discussions and negotiations with Otsuka's headquarters. Such a collaboration represents a successful open-innovation case in which a Korean venture company leveraged the domestic subsidiary of a multinational corporation as a bridge to establish a partnership with its global headquarters.

By partnering with Otsuka and leveraging profound expertise in the cardiovascular field as well as its extensive distribution network, Sky Labs aims to reach a broader patient population and accelerate the adoption of CART BP pro across hospitals and clinics throughout Japan.

The number of hypertension patients in Japan is approximately 43 million, of whom an estimated 29% fail to achieve blood pressure control despite receiving treatment, and 33% are believed to be unaware of their condition. Given these clinical requirements and the vast patient population, CART BP pro is expected to significantly contribute to the management of hypertensive patients in Japan, ranging from precise diagnosis and optimal treatment strategy development to systematic assessment of therapeutic effects.