

The logo features the letters 'TTI' in a bold, red, italicized font, followed by 'BIOPHARM' in a white, italicized font with a registered trademark symbol. The entire logo is set against a black diamond-shaped background.

**TTI BIOPHARM<sup>®</sup>**

**台灣東洋藥品**

**WELCOME TO JOIN US**

May, 2021

Investor Contact : [ir@tty.com.tw](mailto:ir@tty.com.tw)

# Safe Harbor Statement

## This presentation contains certain forward-looking statements.

These forward-looking statements may be identified by words such as 'believes', 'expects', 'anticipates', 'projects', 'intends', 'should', 'seeks', 'estimates', 'future' or similar expressions or by discussion of, among other things, strategy, goals, plans or intentions. Various factors may cause actual results to differ materially in the future from those reflected in forward-looking statements contained in this presentation, among others:

1. pricing and product initiatives of competitors;
2. legislative and regulatory developments and economic conditions;
3. delay or inability in obtaining regulatory approvals or bringing products to market;
4. fluctuations in currency exchange rates and general financial market conditions;
5. uncertainties in the discovery, development or marketing of new products or new uses of existing products, including without limitation negative results of clinical trials or research projects, unexpected side-effects of pipeline or marketed products;

6. increased government pricing pressures;
7. interruptions in production
8. loss of or inability to obtain adequate protection for intellectual property rights;
9. litigation;
10. loss of key executives or other employees; and
11. adverse publicity and news coverage.

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**You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date on which they are made. TTY Biopharm undertakes no obligation to update publicly or revise any forward-looking statements.** Any statements regarding earnings growth is not a profit forecast and should not be interpreted to mean that TTY Biopharm's earnings or earnings per share for this year or any subsequent period will necessarily match or exceed published earnings or earnings per share forecasts of TTY Biopharm Company Limited.

# Agenda

**Company Overview**

**Market Deployment**

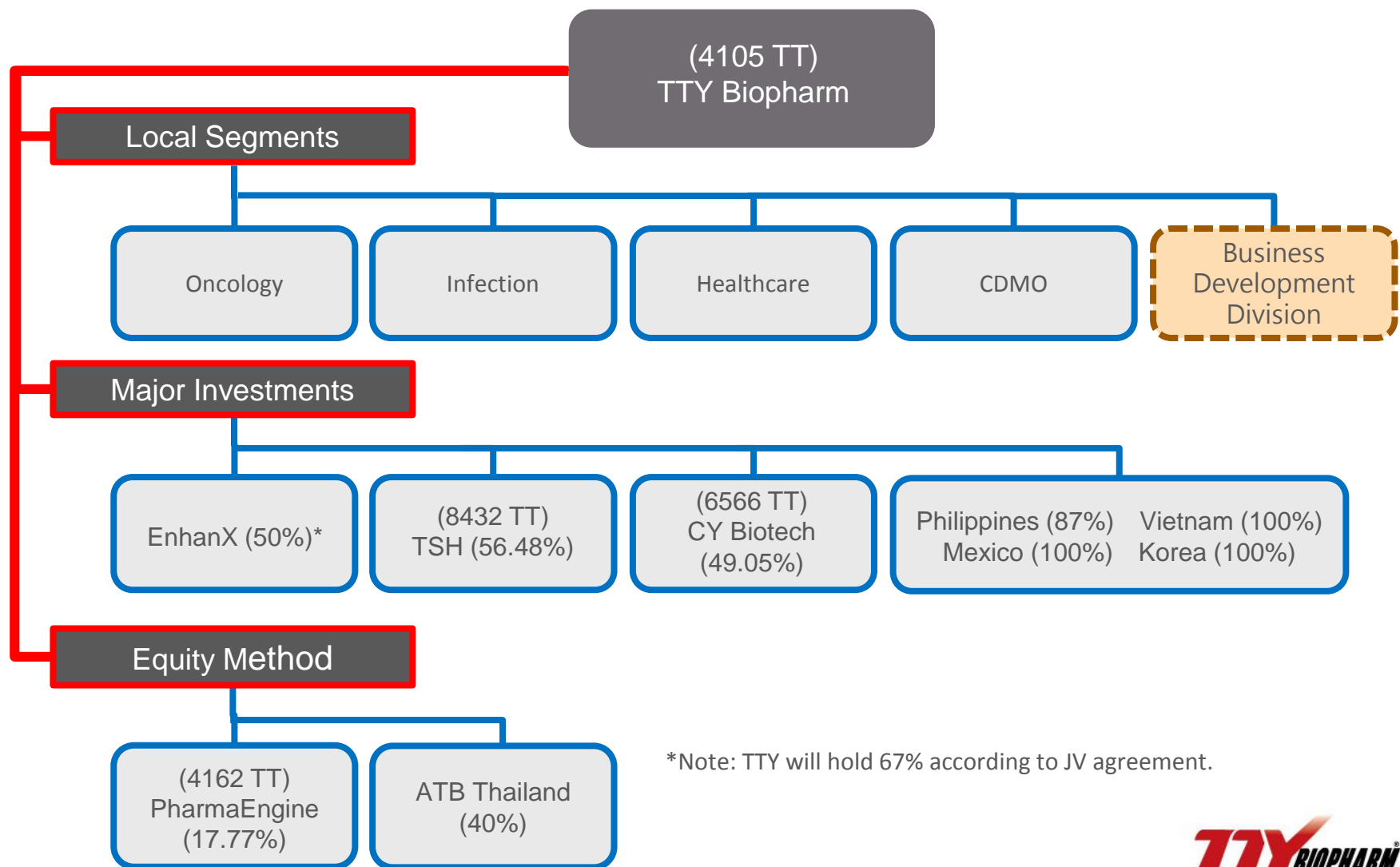
**Pipeline Status**

**Financials & ESG Performance**

**Summary**

**Q&A**

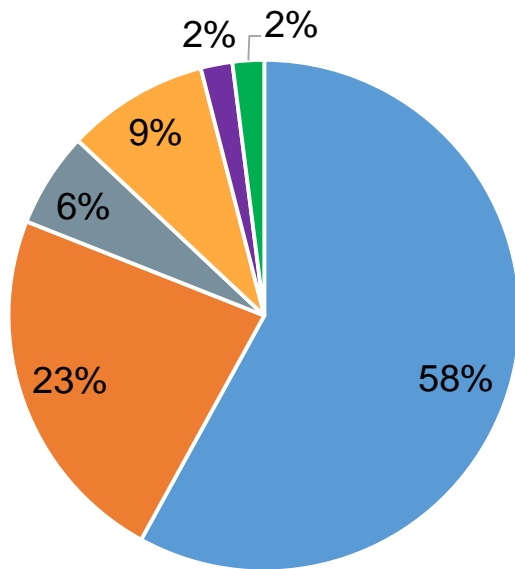
# Structure



\*Note: TTY will hold 67% according to JV agreement.

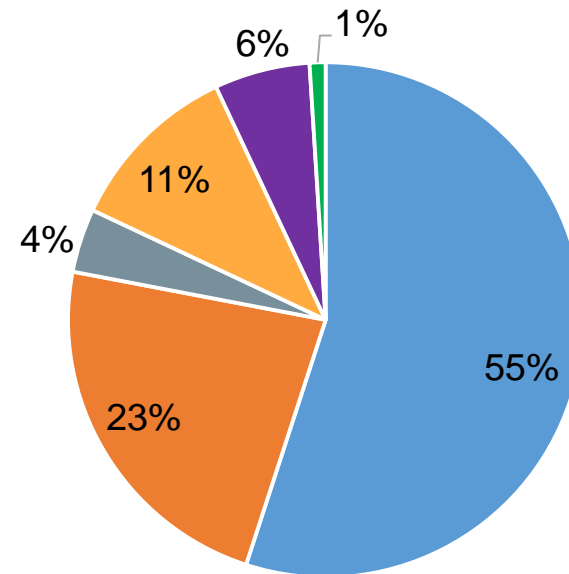
# Revenue Breakdown

Sales breakdown year 1Q/2021



■ Oncology ■ Infection ■ Healthcare ■ CDMO ■ BDD ■ others

Sales breakdown year 1Q/2020



■ Oncology ■ Infection ■ Healthcare ■ CDMO ■ BDD ■ others

# Major Products (1)

## Oncology (TOT)

## Intensive Care (TIT)

## Health Care (THT)

### Solid Tumor (Cancer)

Lipo-Dox  
(力得微脂體  
注射劑)



Oxalip  
(歐力普注射劑)



Lonsurf  
(朗斯弗膜衣錠)



Irino  
(益立諾)



UFUR  
(友復膠囊)



Epicin  
(益彼欣注射劑)



TS-1  
(愛斯萬膠囊)



Tynen  
(汰能注射劑)



Pexeda Inj.  
(派癌休注射劑)



Anazo  
(安納柔膜衣)



Gemmis  
(健仕注射液)



Folina  
(芙琳亞錠)



### Hematology

Thado  
(賽得膠囊)



Ivic  
(癌微可膜衣錠)



Asadin  
(伸定注射劑)



Leavdo  
(瑞伏駭膠囊)



### Supportive Care

Painkyl  
(平舒疼口頰  
溶片)



Megest  
(麥格斯口服  
懸液劑)



Otril  
(嘔速停靜脈  
注射劑)



Zobonic  
(抑骨凍晶靜脈  
注射劑)



# Major Products (2)

## Oncology (TOT)

## Intensive Care (TIT)

## Health Care (THT)

Brosym C+S  
(博益欣)



Cepiro  
(希比洛靜脈乾粉注射劑)



Colimycin  
(克痢黴素注射劑)



Cubicin  
(救必辛注射劑)



Flucelvax  
(輔流威適流感疫苗)



Flusine  
(弗路欣錠)



Lipo-AB  
(立博黴)



Maxtam  
(抑西每靈注射劑)



METACIN  
(西腹黴素注射劑)



## Oncology (TOT)

## Intensive Care (TIT)

## Health Care (THT)

Alginos  
(胃逆舒)



Algitab  
(艾胃逆服)



BIO-CAL PLUS  
(滋骨咀嚼錠)



Sulfin  
(速復利錠)



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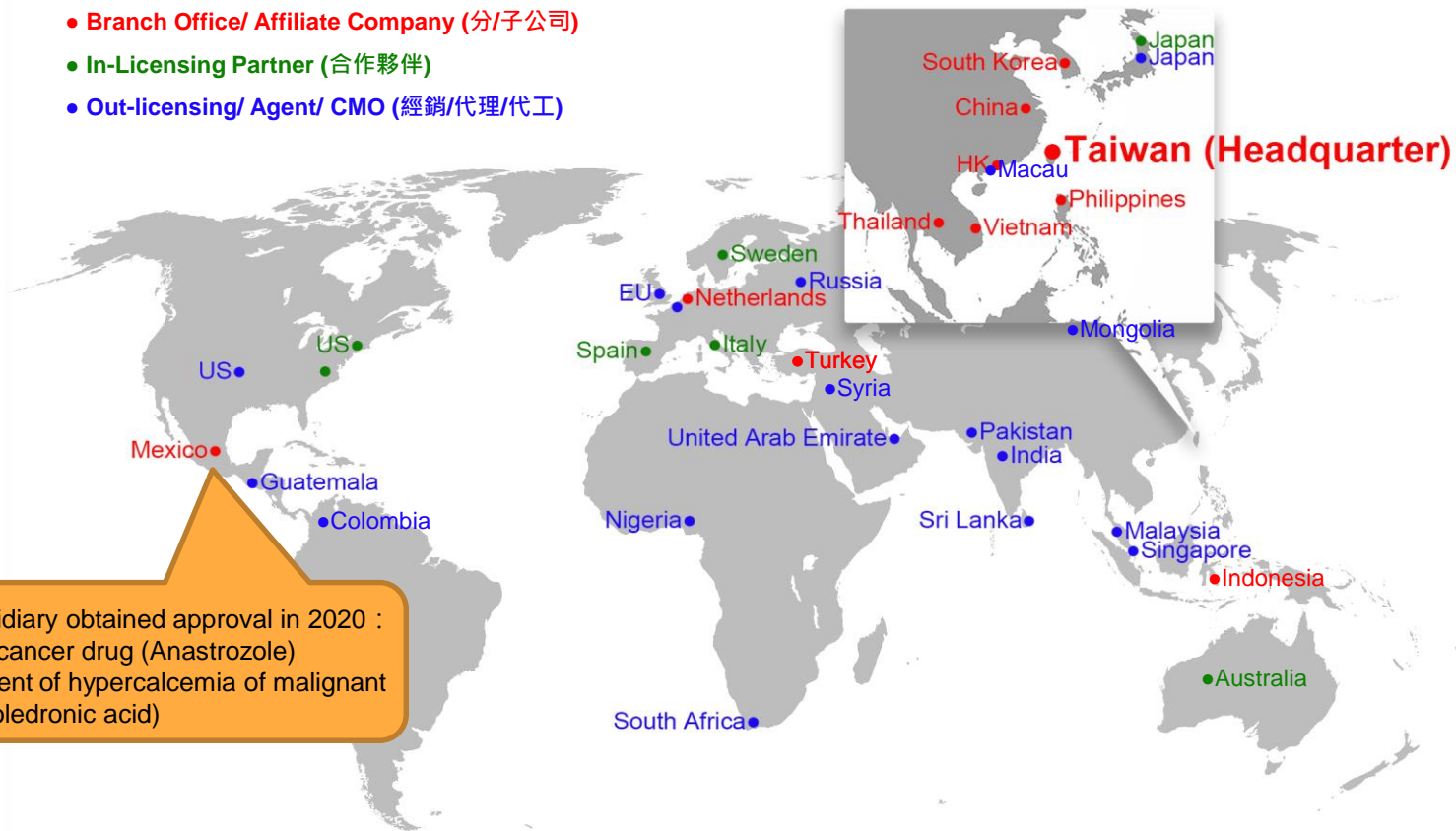
Summary

Q&A



# Company Overview

- Branch Office/ Affiliate Company (分/子公司)
- In-Licensing Partner (合作夥伴)
- Out-licensing/ Agent/ CMO (經銷/代理/代工)



Mexico Subsidiary obtained approval in 2020 :  
7.24- Breast cancer drug (Anastrozole)  
12.4- Treatment of hypercalcemia of malignant neoplasia (Zoledronic acid)

- Founded in 1960, restructured in 1996
- Traded in the Taiwan TPEX (2001, Code: 4105)
- Shares outstanding: 248.65 Million Shares

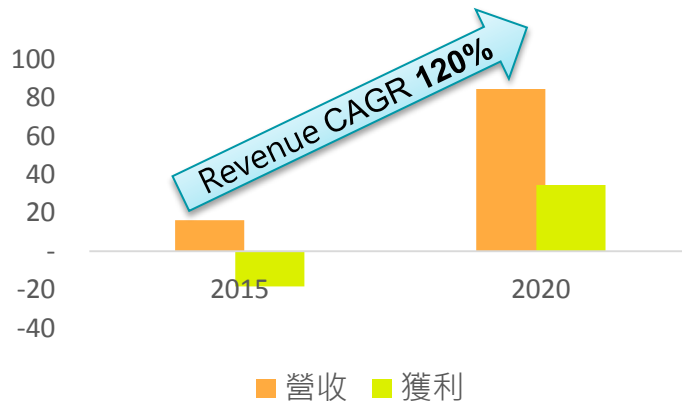
- TTY Biopharm consolidated sales as of  
2020- NTD 4.22B (USD 148M)  
2019- NTD 4.47B (USD 148M)  
Headquarter: Taipei, Taiwan  
Number of employees: 538

# Overseas Market Revenue & Profit

Vietnam & Philippines turned into profit since 2018.

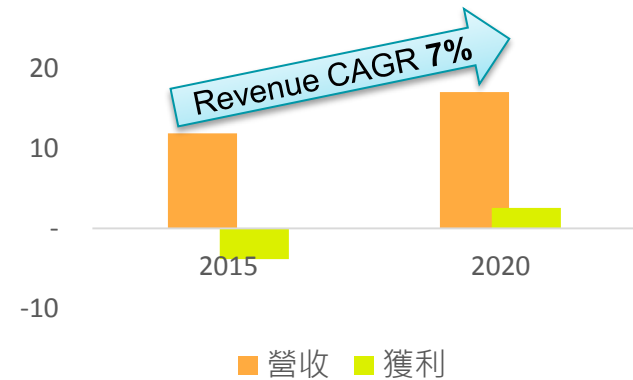
NTD Mn

Vietnam



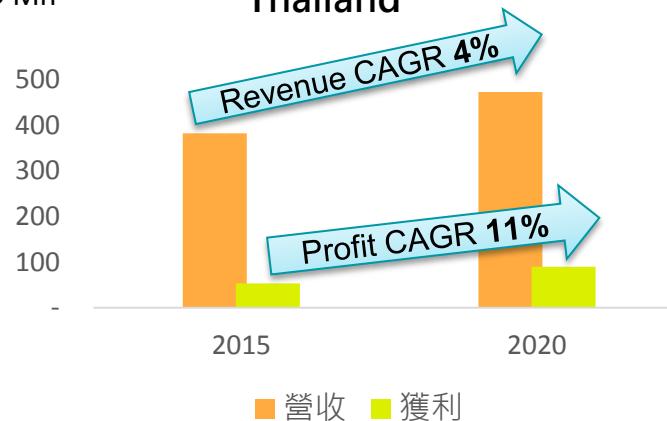
NTD Mn

Philippines



NTD Mn

Thailand



Transform of success from Southeast Asia to overseas markets as growth driver.

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# Specialty Development / New drugs, Difficult Generic drugs

Product	type	indication	market value (USD Mn)	Original Pharma	Patent Expire	Expected to market
<b>Pegylipo (EU)</b>	liposome	Ovarian Cancer	600	JJ	2016	2023
<b>Lipo AB</b>		Fungal Infection	440	Gilead (liposome type)	2008	1H/2022
<b>Enx-201</b>		MS Acute	1,700 (similar BBB diseases)			2026
<b>Octreotide</b>	microsphere	Acromegaly	1,630	Novartis	2017	2024

Risperidone	microsphere	Mental Disorder	960	JJ (non microsphere)	2020	
Leuprolide	microsphere	Prostate Cancer	1,240	TAP/ Abott & Takeda	2008	
LGIA 10	microsphere	Diabetes	910			

**Liposome & Microspheres  
as Technology Platform**

# TTY Development & License-in Products

## TTY Development

Product	Type	Indication	Approval expected time
TTY_1	Generic	Acute Promyelocytic Leukemia, APL	USA 2021
TTY_2	Generic	Multiple Myeloma, MM	Taiwan 2022-2023 Thailand 2023-2024 Malaysia 2024-2025
TTY_3	New dosage form	Infection caused by Gram-negative bacteria	Taiwan 2022

## License-in

Product	Indication	Partner	Expected to Market
Trabectedin (Yondelis)	Soft Tissue Sarcoma	Spain Co.	2020.9
Remimazolam	Check Sedation General Anesthesia ICU Sedation	Paion AG	2022
TTY_W	Onychomycosis	Japan Co.	Q3/2021
TTY_Y	Chicken Pox Prevention	Japan Co.	2022
TTY_Z	Multiple Myeloma	Taiwan Co.	2022

Signed contract on 2021.3.5

Overseas markets penetration & pipeline development as the Dual Growth Engine.

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# Development Strategy- Growth Momentum



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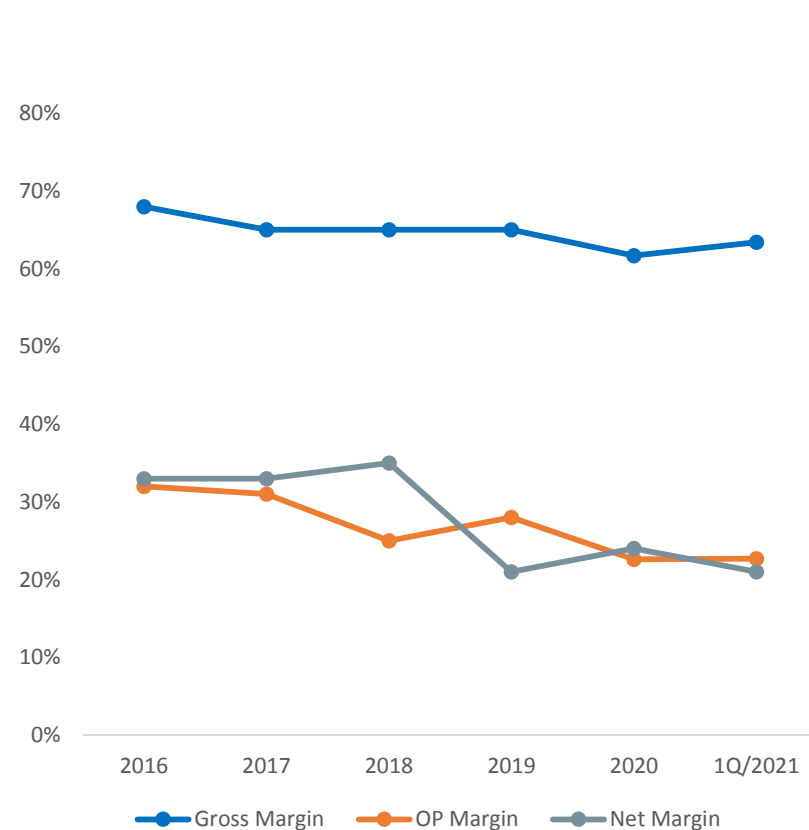
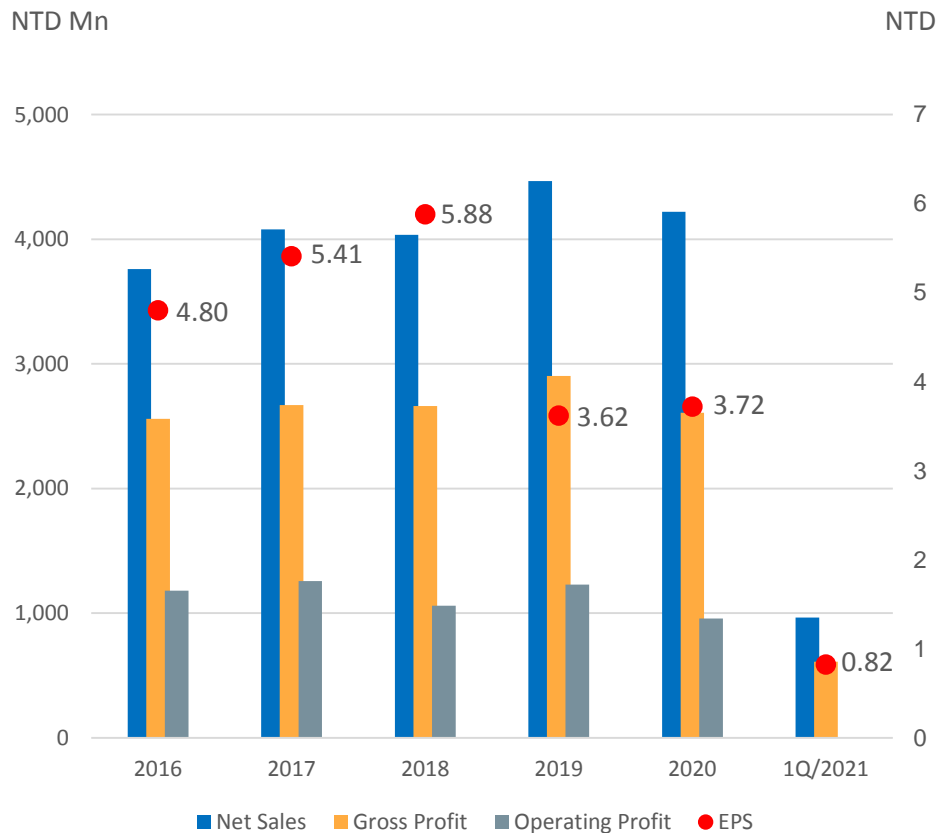
Pipeline Status

**Financials & ESG Performance**

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# Financial Performance (Consolidated)





# 2020 Financials

NTD in Mn

Item	1Q/2021		1Q/2020		Variance	YoY
	Amount	%	Amount	%		
Net Sales	964	100%	1,093	100%	(129)	-12%
Gross Profit	611	63%	707	65%	(98)	-14%
Operating Expenses	(392)	41%	(424)	39%	(32)	-8%
Operating Profit	219	23%	284	26%	(65)	-23%
Non-Operating Income (Loss)	34	3%	40	4%	(6)	-15%
Income before Tax	253	26%	324	30%	(71)	-22%
Net Income (Consolidated)	202	21%	259	24%	(57)	-22%
Net Income (TTY)	203	21%	254	23%	(51)	-20%
EPS (NT)	0.82		1.02		-0.20	-20%
Gross Margin	63.4%		64.7%		-1.3%	
Operating Margin	22.7%		25.9%		-3.2%	
Net Margin	21.0%		23.7%		-2.7%	

# Solid Balance Sheet and Stable Cash flow

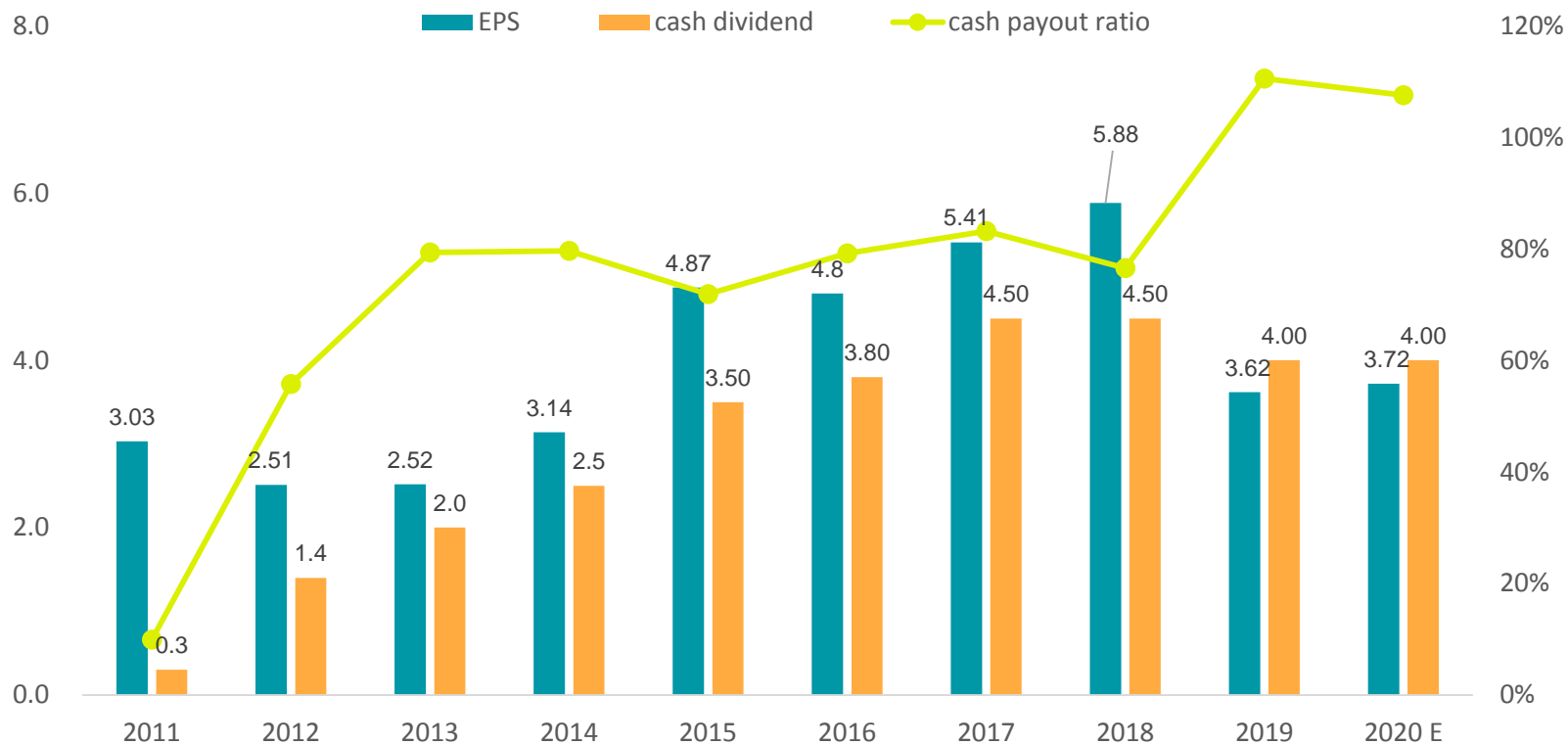
## Balance Sheet

NTD Mn	1Q/2021	1Q/2020
Total Debt	2,140	1,852
Net Debt	(686)	(1,067)
Net Debt/Equity	-12%	-19%
Current Ratio	199%	177%
Book value/share(NT\$)	22.6	23.0

## Cash Flow

NTD Mn	1Q/2021	1Q/2020
from Operating	326	235
from Investing	8	8
from Financing	(4)	(83)
FX Impact	1	1
Net Cash Flow	331	161
Beginning Balance	2,224	2,422
Ending Balance	2,555	2,583

# Dividend Payout



Note : Wait for approval by Annual General Meeting on 6.9.2021.

# ESG Focus

- 5 Consecutive Years ● Ranked in the Top **5%** OTC companies by TWSE Corporate Governance Evaluation.
- 2 Consecutive Years ● Top **10%** of TPEX-listed and OTC companies in non-financial nor electronic stocks with a market value of more than NT\$10 billion.
- 6 consecutive years ● From 2015 to 2020, the average salary and benefits of employees have shown growth.
- Training ● **10.44** hours of the average hours of board members.
- Female Directors ● **2** were elected as directors to reflect gender diversity in the BoD.
- Gender Equality ● **42.65%** of female in the company hold key-leadership positions, which achieves gender equality in the workplace.
- BoD ● Average **100%** attendance within a total **7** BoD meetings in 2020.
- 2020 ● Risk management center under the Sustainability Committee established to implement corporate sustainability and respond to climate change.
- 2020 ● Award of Best Companies to Work for in Asia 2020 Taiwan Edition.



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## Product Pipeline

- Lipo-AB (North America) / Pegylipo (Europe) and Octreotide (North America) markets are in progress continuously.
- Continue to expand revenue scale through license-in.
- Self-developed products to expand the scale of revenue.
- Combine with the existing orthopedic synergy to expand the medical and healthcare market.

## Dividend Policy

- Maintain cash payout rate above 75%.

## 2021 Business Outlook

- Revenue of domestic sales is expected to increase 5%-10% annually.
- Expand the scale of (public expense + self-pay) flu vaccine, and the number for public has increased by more than 60% annually.
- Expected milestone income from global partners.
- Strengthen R&D capabilities and introduce new products through license-in actively.



Let's share and grow together  
in this big family



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tsh biopharm



PharmaEngine

智擎生技製藥股份有限公司

