

The logo features the letters 'TTV' 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.

**TTV** BIOPHARM®

台灣東洋藥品

**WELCOME TO JOIN US**

December, 2021

# 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.

TTY Biopharm cautions that this foregoing list of factors is not exhaustive. There may also be other risks that management is unable to predict at this time that may cause actual results to differ materially from those in forward-looking statements.

**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**

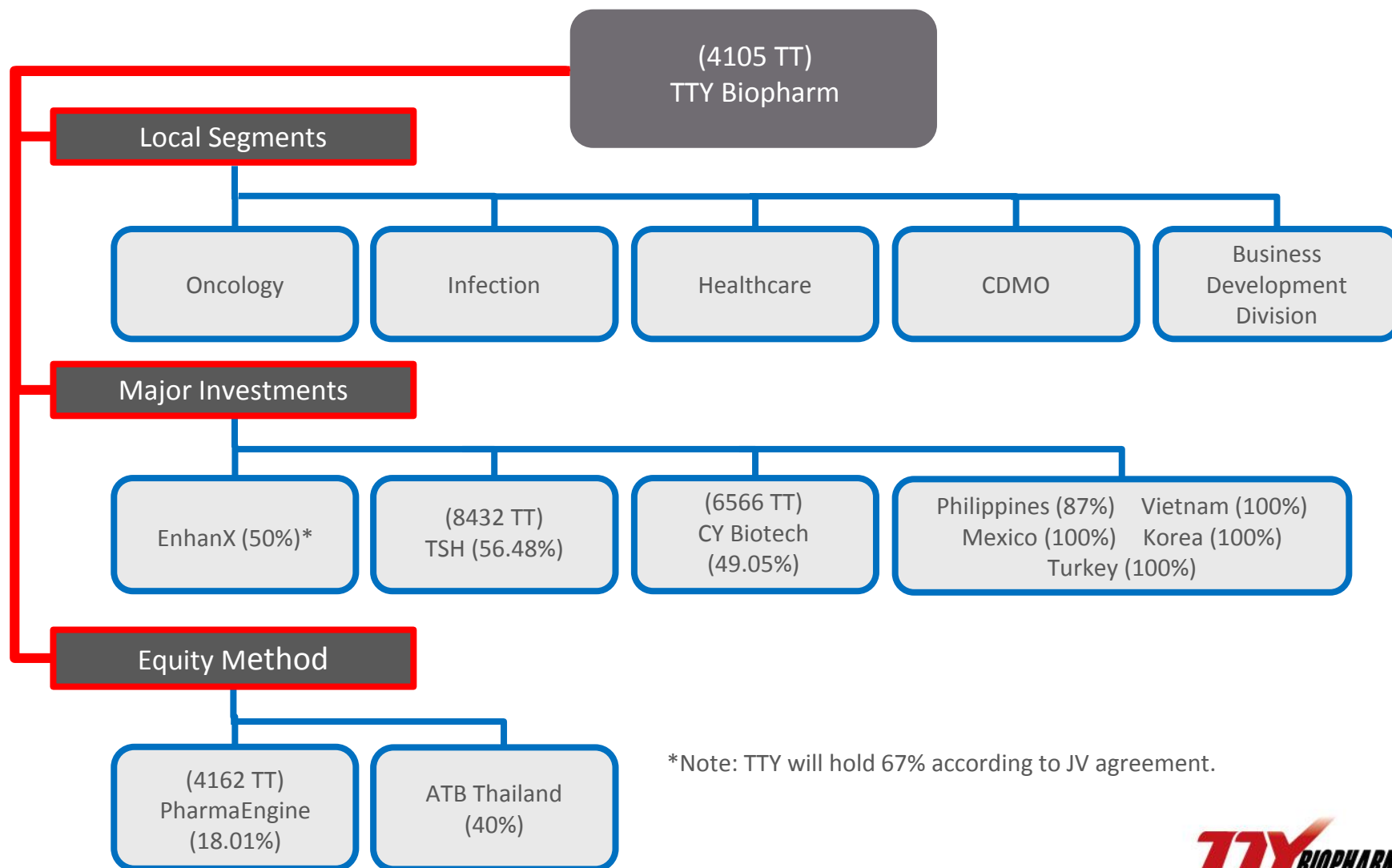
**Pipeline Status**

**Financials & ESG Performance**

**Summary**

**Q&A**

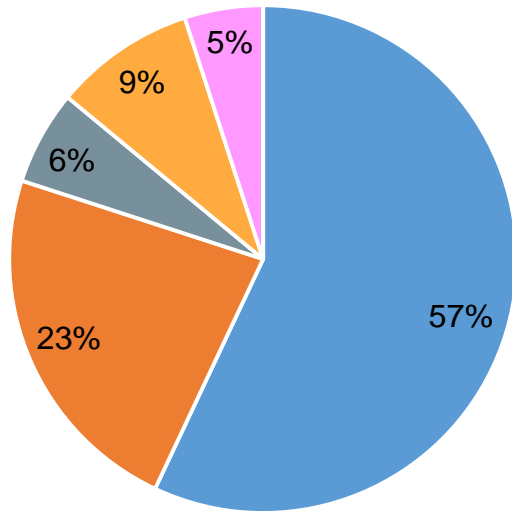
# Structure



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

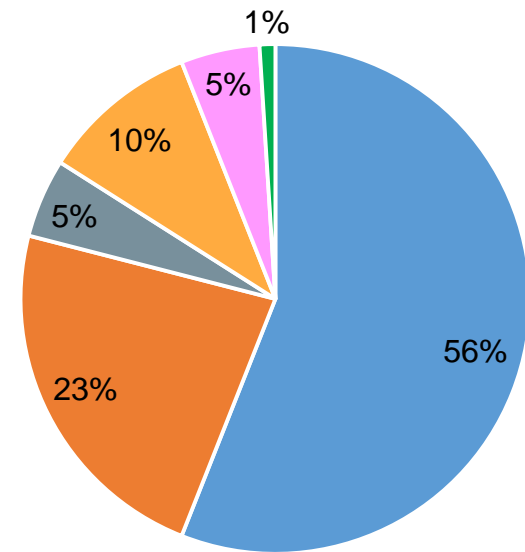
# Revenue Breakdown

sales breakdown year 1~3Q/2021



■ Oncology ■ Infection ■ Healthcare ■ CDMO ■ BDD

sales breakdown year 1~3Q/2020



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

# Major Products (1)

## Oncology (TOT)

## Intensive Care (TIT)

## Health Care (THT)

### Solid Tumor (Cancer)

Anazo  
(安納柔膜衣錠)



Epicin  
(益彼欣注射液)



Folina  
(芙琳亞錠)



Gemmis  
(健仕注射液)



Irino  
(益立諾)



Lipo-Dox  
(力得微脂體  
注射液)



Lonsurf  
(朗斯弗膜衣錠)



Oxalip  
(歐力普注射劑)



Pexeda Inj.  
(派癌休注射劑)



TS-1  
(愛斯萬膠囊)



Tynen  
(汰能注射劑)



UFUR  
(友復膠囊)



### Hematology

Asadin  
(伸定注射劑)



Ivic  
(癌微可膜衣錠)



Leavdo  
(瑞伏駭膠囊)



Thado  
(賽得膠囊)



### Supportive Care

Megest  
(麥格斯口服  
懸液劑)



Otril  
(嘔速停靜脈  
注射劑)



Painkyl  
(平舒疼口頰  
溶片)



Zobonic  
(抑骨凍晶靜脈  
注射劑)



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# 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)



"Keeogo" Powered  
Walking Assistance  
Device



"RM" Wearable  
Powered Hand  
Rehabilitation Device



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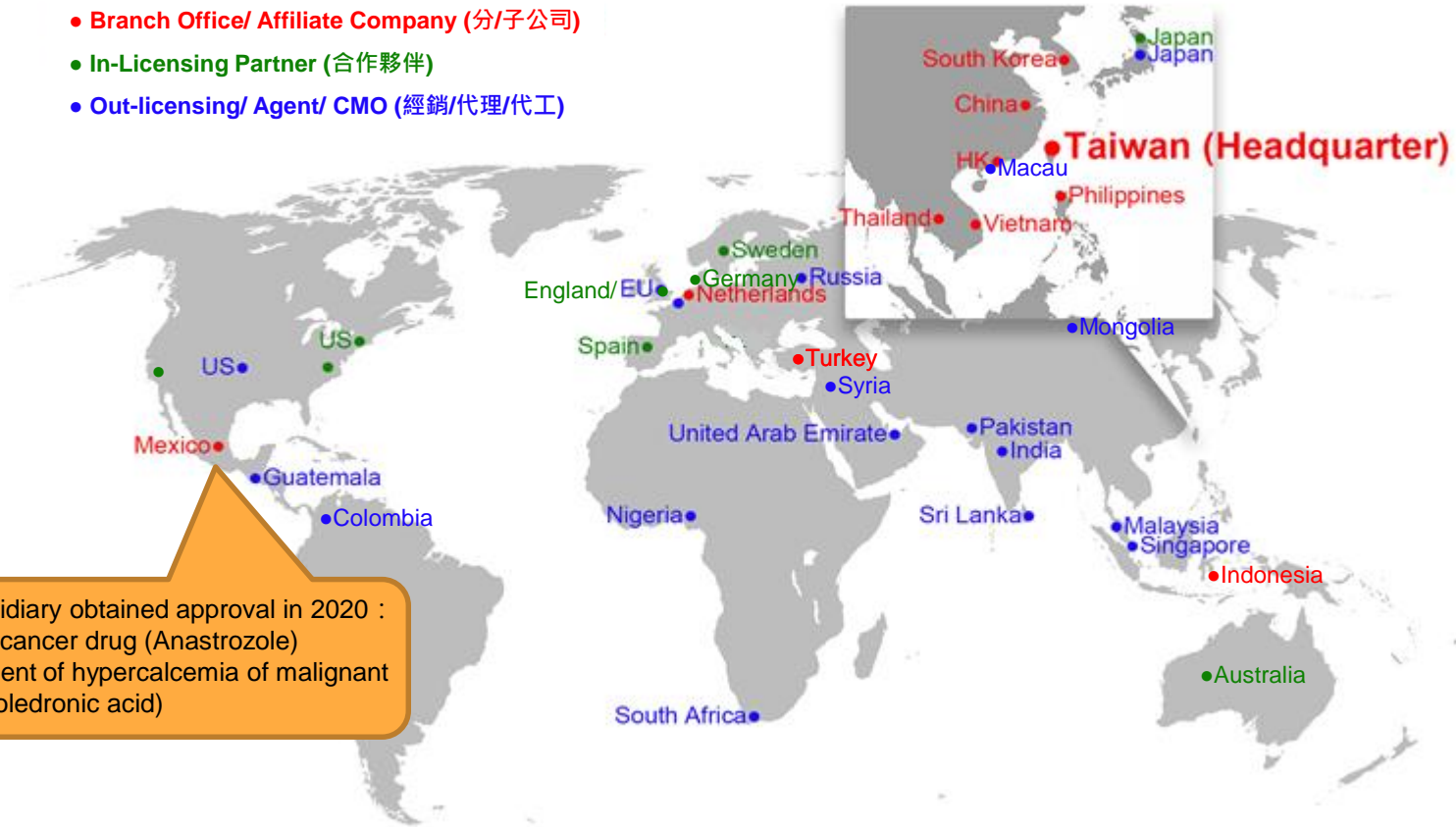
Summary

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# 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)



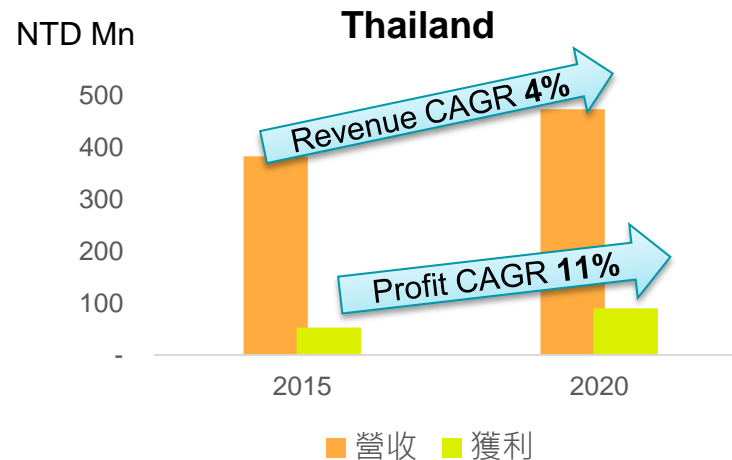
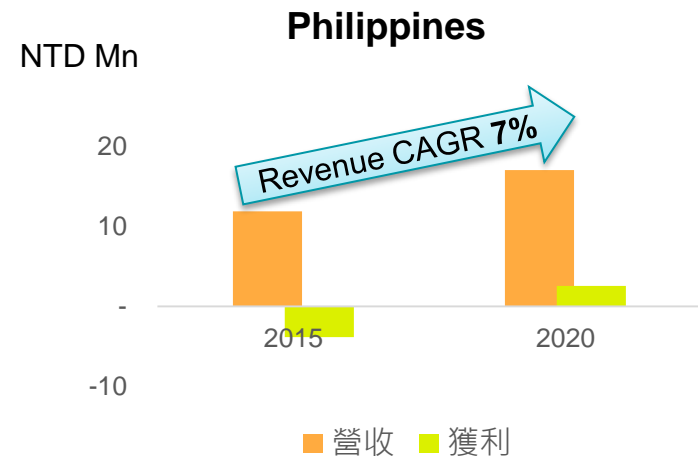
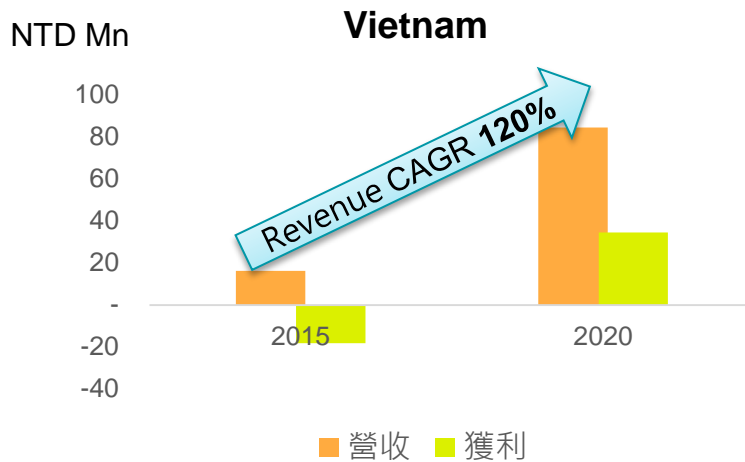
Mexico Subsidiary obtained approval in 2020 :  
7.24- Breast cancer drug (Anastrozole)  
12.4- Treatment of hypercalcemia of malignant neoplasia (Zoledronic acid)

- 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.



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	2022
<b>Enx-200</b>		MS Acute	1,700 (similar BBB diseases)			2026
<b>Octreotide</b>	microsphere	Acromegaly	1,630	Novartis	2017	2024

\*Acquired BE by end of November, 2021.

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
*Arsenic Trioxide	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
TTY_4	Generic		
TTY_5	New Unit New Drug	Osteoporosis (Paget's disease of bone)	Taiwan 2022

Approval in October, 2021

## 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.	1H/2022
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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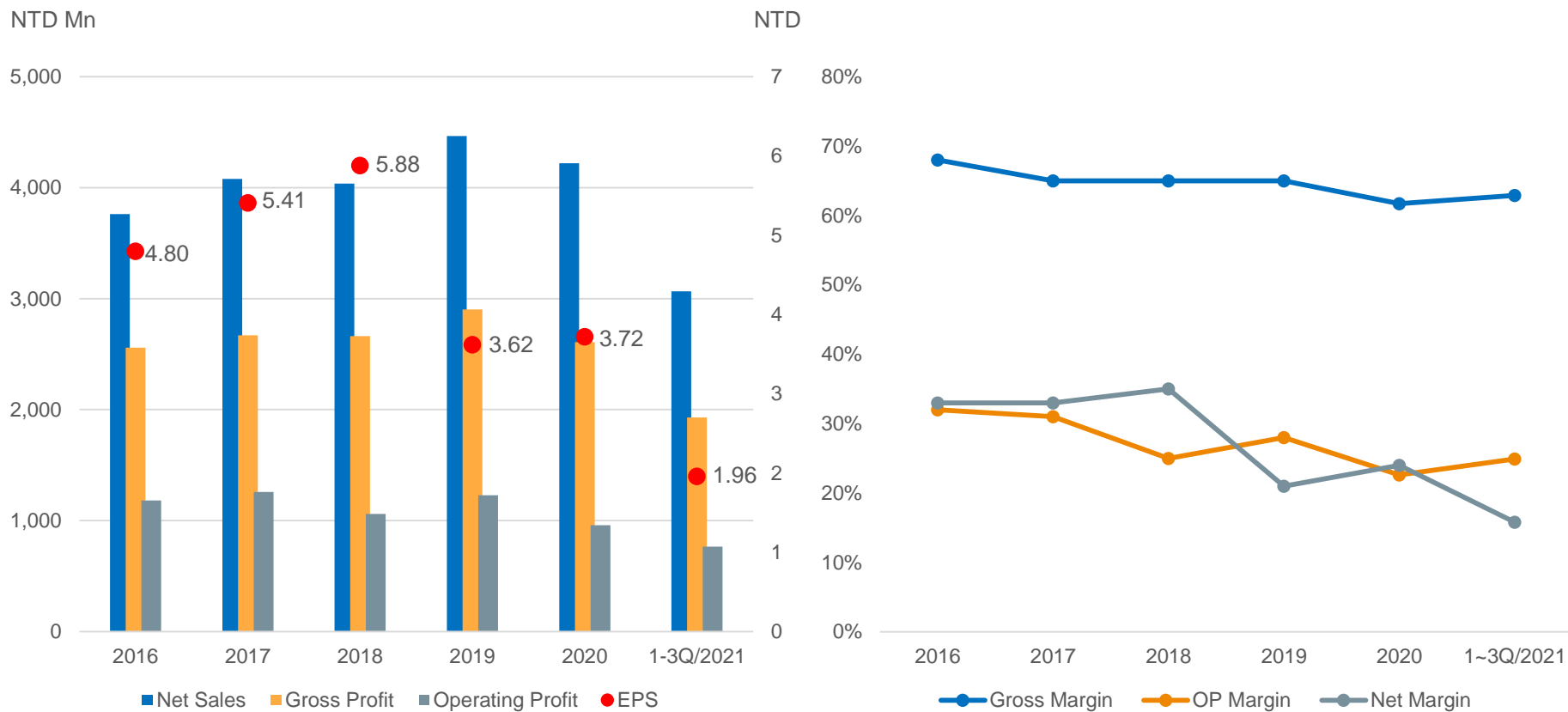
Pipeline Status

**Financials & ESG Performance**

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# Financial Performance (Consolidated)





# 1~3Q/2021 Financials

NTD in Mn

Item	1~3Q/2021		1~3Q/2020		Variance	YoY
	Amount	%	Amount	%		
Net Sales	3,067	100%	3,019	100%	48	2%
Gross Profit	1,928	63%	1,927	64%	1	0.1%
Operating Expenses	(1,164)	38%	(1,216)	40%	(52)	-4%
Operating Profit	764	25%	714	24%	50	7%
Non-Operating Income (Loss)	(102)	-3%	157	5%	(259)	-165%
Income before Tax	662	22%	871	29%	(209)	-24%
Net Income (Consolidated)	484	16%	706	23%	(222)	-31%
Net Income (TTY)	488	16%	662	22%	(174)	-26%
EPS (NT)	1.96		2.66		(0.70)	-26%
Gross Margin	62.9%		63.9%		-1.0%	
Operating Margin	24.9%		23.7%		1.2%	
Net Margin	15.8%		23.4%		-7.6%	

# Solid Balance Sheet and Stable Cash flow

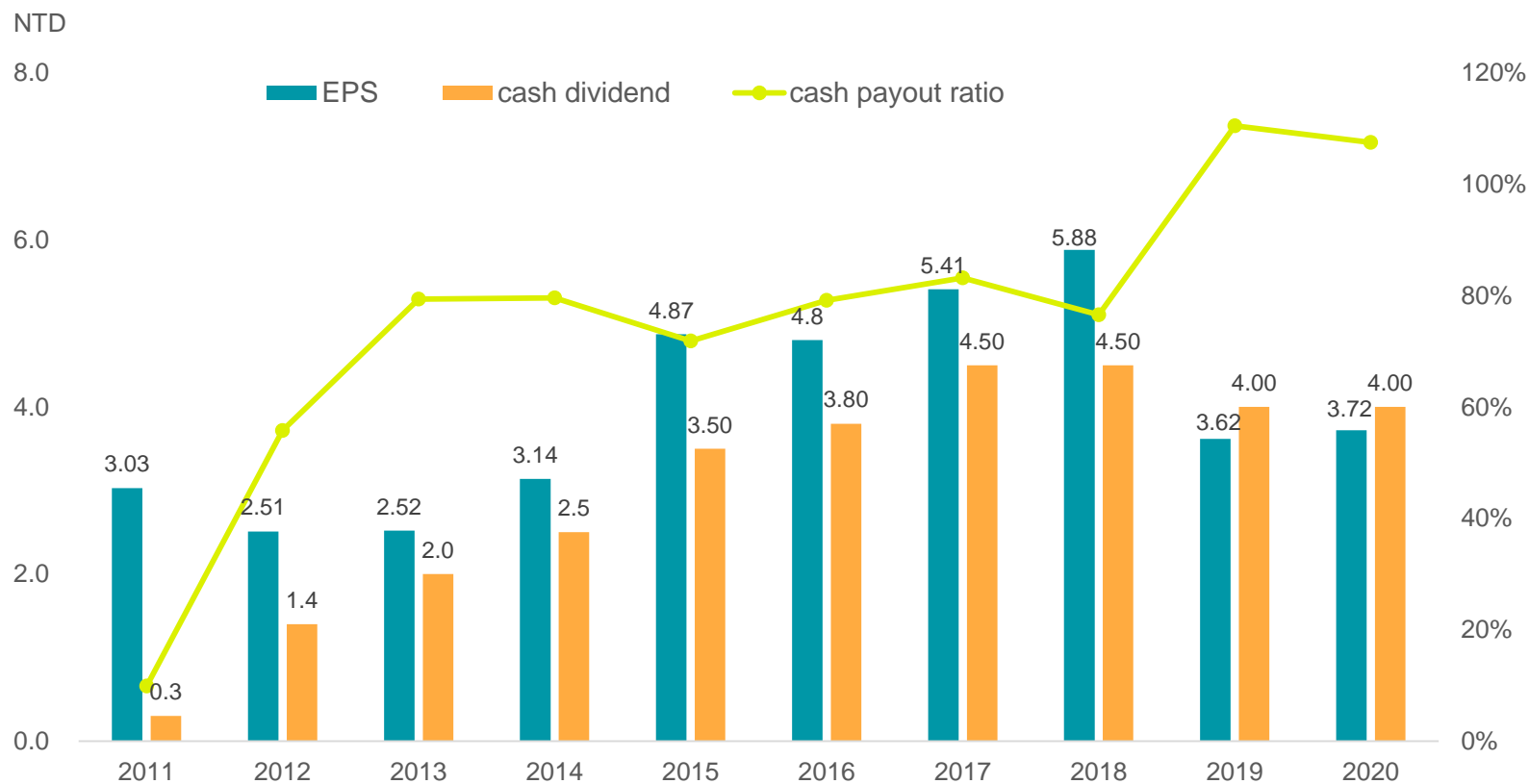
## Balance Sheet

NTD Mn	3Q/2021	3Q/2020
Total Debt	1,876	2,500
Net Debt	(969)	(107)
Net Debt/Equity	-20%	-2%
Current Ratio	138%	173%
Book value/share(NT\$)	19.5	20.8

## Cash Flow

NTD Mn	1~3Q/2021	1~3Q/2020
from Operating	710	303
from Investing	(103)	115
from Financing	(267)	(459)
FX Impact	(32)	(41)
Net Cash Flow	308	(82)
Beginning Balance	2,224	2,422
Ending Balance	2,532	2,340

# Dividend Payout



# 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.
- 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.
- Manufacturing Sites The discharged sewage and air pollutants are far below the government's management standards.
- 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

- A Generic drug, Arsenic Trioxide, received US FDA approval in October, 2021.
- 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%.

## 2022 Business Outlook

- Revenue of domestic sales is expected to increase 5%-10% annually.
- Strengthen the OEM or distribution business of various vaccines.
- 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

