

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, 2022

# 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.

**Company Overview**

**Market Deployment**

**Pipeline Status**

**Financials & ESG Performance**

**Summary**

**Q&A**

# Structure

**(4105 TT)  
TTY Biopharm**

## Local Segments

Oncology

Intensive Care

Healthcare

CDMO

Business  
Development  
Division

## Major Investments

EnhanX  
(50%)\*

(8432 TT)  
TSH (56.48%)

(6566 TT)  
CY Biotech  
(49.05%)

Philippines (87%) Vietnam (100%)  
Mexico (100%) Korea (100%)

## Equity Method

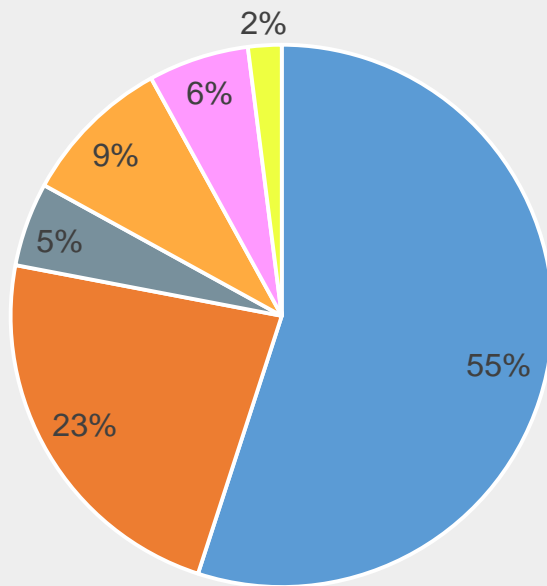
(4162 TT)  
PharmaEngine  
(18.01%)

ATB Thailand  
(40%)

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

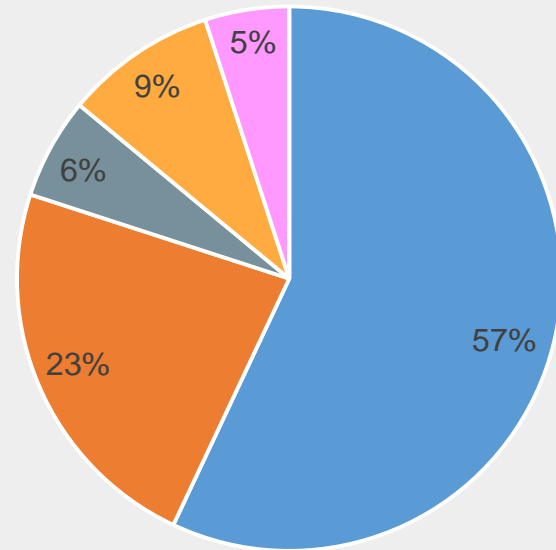
# Revenue Breakdown

sales breakdown 1-3Q/22
























■ Oncology ■ Infection ■ Healthcare ■ CDMO ■ BDD ■ Others

sales breakdown 1-3Q/21



■ Oncology ■ Infection ■ Healthcare ■ CDMO ■ BDD

# Major Products (1)

	Oncology (TOT)	Intensive Care (TIT)	Health Care (THT)		
Solid Tumor (Cancer)	<b>Anazo</b> (安納柔膜衣錠) 	<b>Epicin</b> (益彼欣注射液) 	<b>Folina</b> (芙琳亞錠) 	<b>Gemis</b> (健仕注射液) 	<b>Irino</b> (益立諾) 
	<b>Lipo-Dox</b> (力得微脂體注射液) 	<b>Lonsurf</b> (朗斯弗膜衣錠) 	<b>Oxalip</b> (歐力普注射劑) 	<b>Pemazyre</b> (達伯坦錠) 	<b>Pexeda Inj.</b> (派癌休注射劑) 
	<b>TS-1</b> (愛斯萬膠囊) 	<b>Tynen</b> (汰能注射劑) 	<b>UFUR</b> (友復膠囊) 		
Hematology	<b>Asadin</b> (伸定注射劑) 	<b>Ivic</b> (癌微可膜衣錠) 	<b>Leavdo</b> (瑞伏駭膠囊) 	<b>Thado</b> (賽得膠囊) 	
Supportive Care	<b>Megest</b> (麥格斯口服懸液劑) 	<b>Otril</b> (嘔速停靜脈注射劑) 	<b>Painkyl</b> (平舒疼口頰溶片) 	<b>Zobonic</b> (抑骨凍晶靜脈注射劑) 	

\* Listed alphabetically.

# Major Products (2)

## Oncology (TOT)

Brosym C+S  
(博益欣)



Flusine  
(弗路欣錠)



## Oncology (TOT)

Alginos  
(胃逆舒)



Algitab  
(艾胃逆服)



## Intensive Care (TIT)

Cepiro  
(希比洛靜脈乾粉  
注射劑)



Lipo-AB  
(立博微)



## Intensive Care

BIO-CAL PLUS  
(滋骨咀嚼錠)



Colimycin  
(克痢黴素注射劑)



Maxtam  
(抑西每靈注射劑)



Sulfin  
(速復利錠)



## Health Care (THT)

Cubicin  
(救必辛注射劑)



METACIN  
(西腹黴素注射劑)



## Health Care (THT)

Walking Device



Rehabilitation Device



\* Listed alphabetically.

# Agenda

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**Market Deployment**

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Financials & ESG Performance

Summary

Q&A



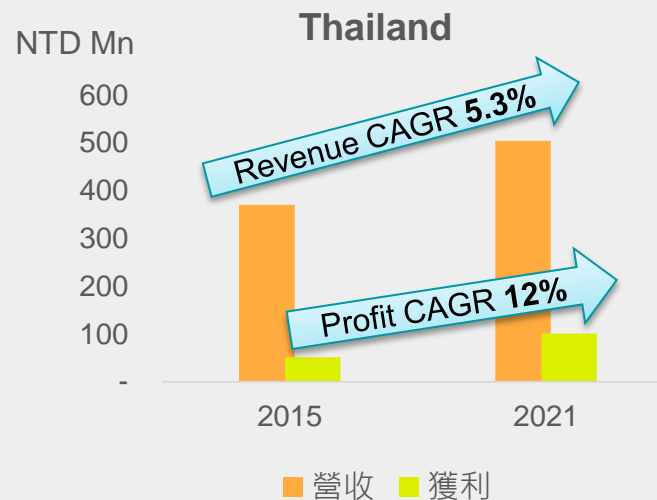
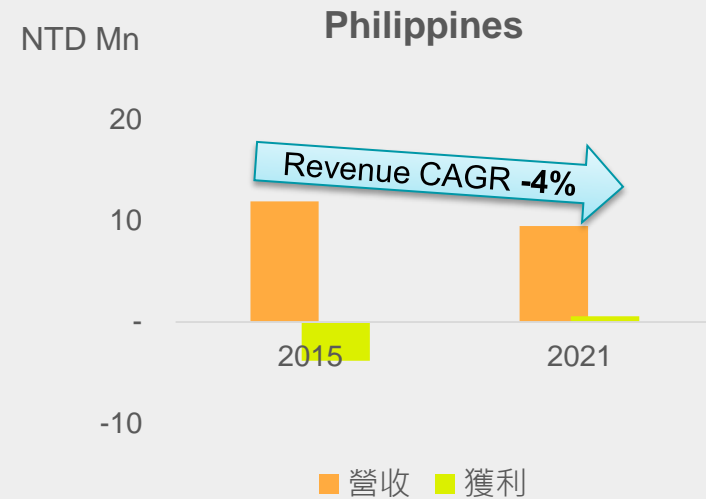
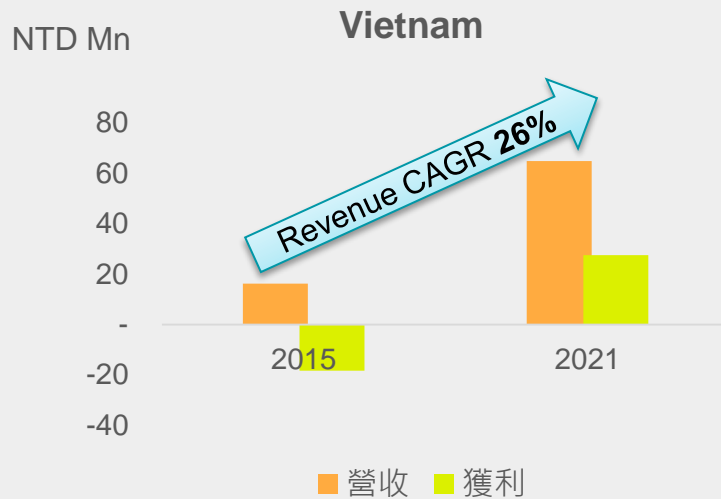
# Company Overview

- 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)



# Overseas Market Revenue & Profit

Vietnam & Philippines turned into profit since 2018.



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

Company Overview

Market Deployment

**Pipeline Status**

Financials & ESG Performance

Summary

Q&A

# New Drugs / Difficult Generic Drugs Development

Product	Type	Indication	Expected Market Value (USD Mn)	Original Pharma	Patent Expired	Expected to Market
Pegylipo (EU)	liposome	Ovarian Cancer	600	JJ	2016	2024
*Lipo-AB		Fungal Infection	440	Gilead (liposome type)	2008	2022
Enx-200		MS Acute	1,700 (similar BBB diseases)			2028
*Octreotide	microsphere	Acromegaly	1,630	Novartis	2017	2024

\*Lipo-AB got approval and obtained drug license in November, 2022, and expected launch in US market in 2023.

\*Completion of pilot clinical trials.

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

## Liposome & Microspheres as Technology Platform

# TTY Development Products

## TTY Development

Product	Type	Indication	Approval expected time
Zoledronic Acid 5mg/6.25ml	New Unit New Drug	Osteoporosis (Paget's disease of bone)	Taiwan 2022
TTY_2	Generic	Multiple Myeloma, MM	Taiwan 2023 Thailand 2024 Malaysia 2025
TTY_3	New Dosage Form	Infection caused by Gram-negative bacteria	Taiwan 2026
TTY_4	Generic	CML Blood Cancer	Taiwan 2024
TTY_6	Generic	Limited to serious infections of Gram-negative bacteria that are ineffective against general antibiotics and have multi-drug resistance	Taiwan 2023

Approval in  
April, 2022

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

# License-in Products

## License-in

Product	Indication	Partner	Expected to Market
Remimazolam	Check Sedation General Anesthesia	Paion AG	Check Sedation 2022 General Anesthesia 2023
Influenza Vaccine	Flu Prevention for Infants from 6M to 3Y	Seqirus Inc.	2H/2022
Quadrivalent Adjuvanted Influenza Vaccine	Flu	Seqirus Inc.	2023
TTY_Y	Chicken Pox Prevention	Japan Co.	Q1/2024
TTY_Z	Multiple Myeloma	Taiwan Co.	2024
TTY_X	(cIAI) complicated Intra-Abdominal Infection	Singapore Subsidiary	2024

Obtained on  
Nov. 10, 2022

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



# Agenda

Company Overview

Market Deployment

Pipeline Status

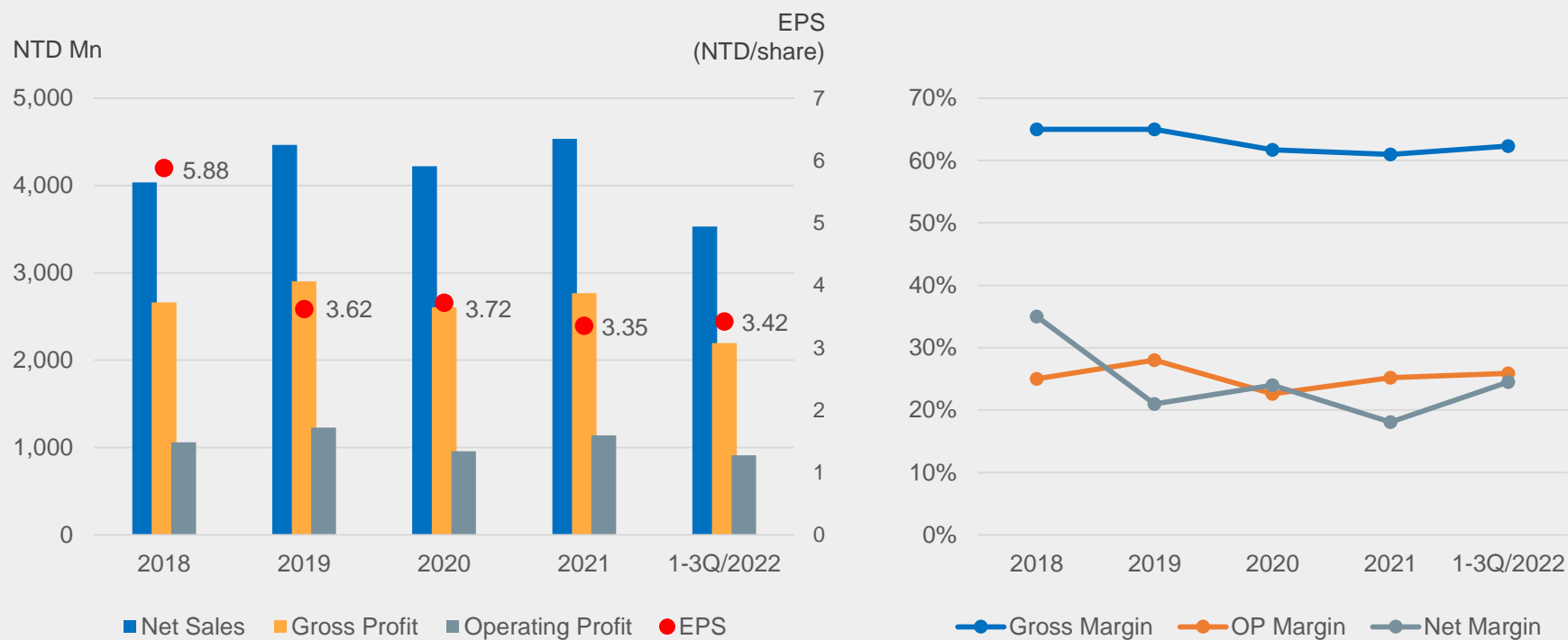
**Financials & ESG Performance**

Summary

Q&A



# Financial Performance (Consolidated)



# 1~3Q/2022 Financials

NTD in Mn

Item	1-3Q/2022		1-3Q/2021		Variance	YoY
	Amount	%	Amount	%		
Net Sales	3,529	100%	3,067	100%	462	15%
Gross Profit	2,197	62%	1,928	63%	269	14%
Operating Expenses	1,284	36%	1,164	38%	120	10%
Operating Profit	913	26%	764	25%	149	20%
Non-Operating Income (Loss)	162	5%	(102)	-3%	264	-259%
Income before Tax	1,075	31%	662	22%	413	62%
Net Income (Consolidated)	865	25%	484	16%	381	79%
Net Income (TTY)	850	25%	488	16%	362	74%
EPS (NT)	3.42		1.96		1.46	74%
Gross Margin	62.3%		62.9%		-0.6%	
Operating Margin	25.9%		24.9%		1.0%	
Net Margin	24.5%		15.8%		8.7%	

# Solid Balance Sheet / Stable Cash flow

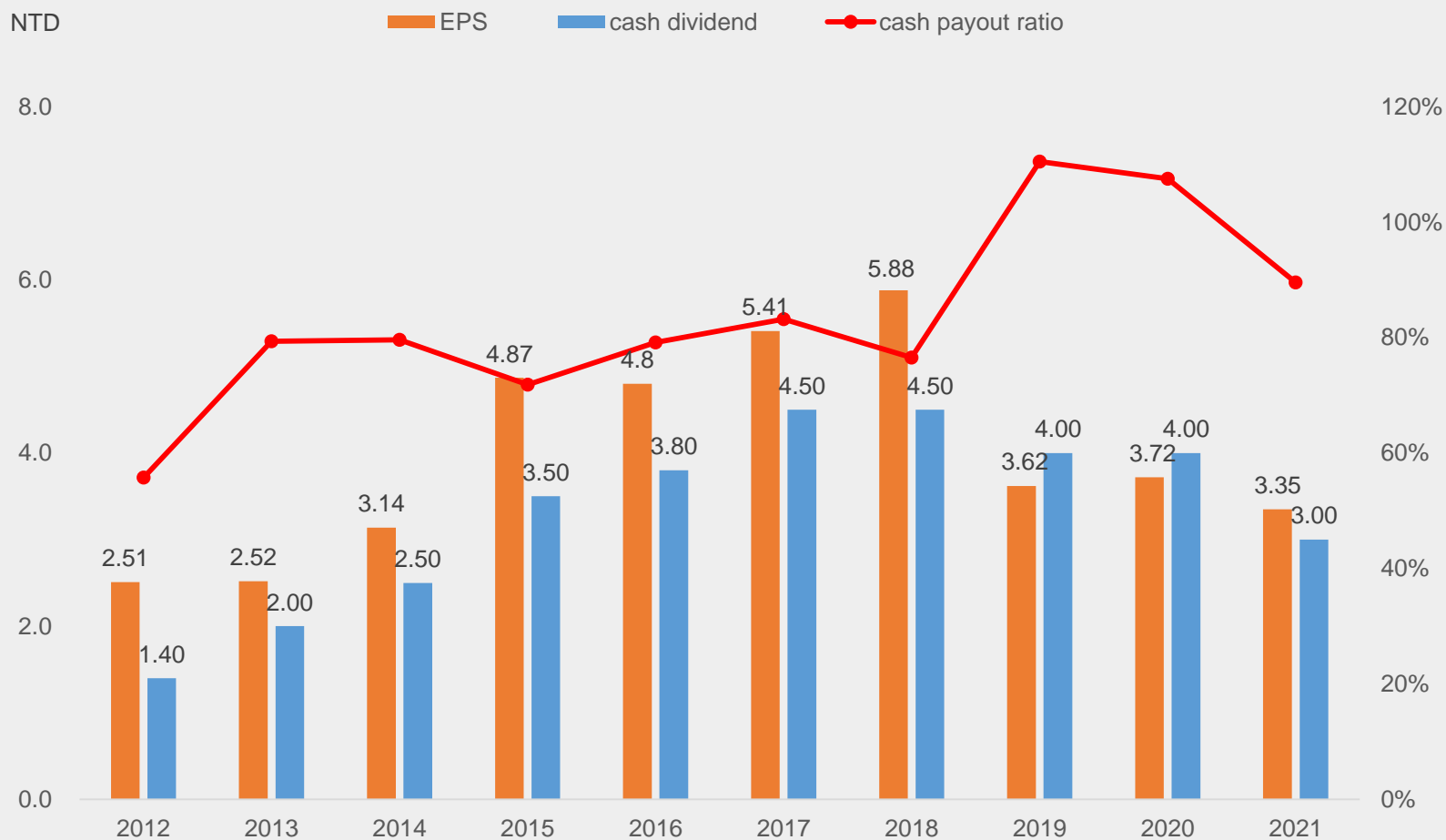
## Balance Sheet

NTD Mn	3Q/2022	3Q/2021
Total Debt	2,170	1,876
Net Debt	(603)	(969)
Net Debt/Equity	-11%	-20%
Current Ratio	158%	138%
Book value/share(NT\$)	22.0	19.5

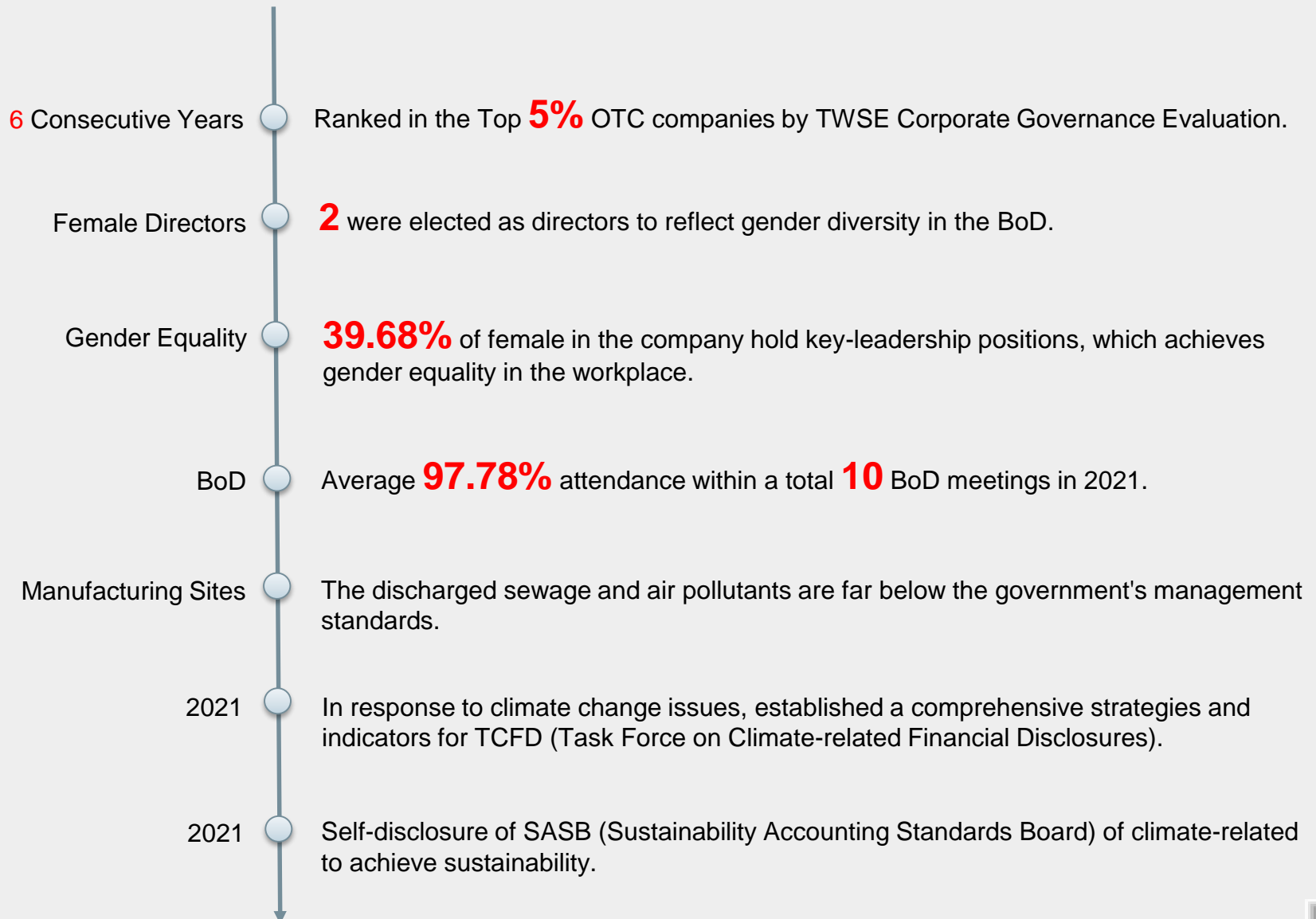
## Cash Flow

NTD Mn	1-3Q/2022	1-3Q/2021
from Operating	857	710
from Investing	(20)	(103)
from Financing	(730)	(267)
FX Impact	184	(32)
Net Cash Flow	291	308
Beginning Balance	2,222	2,224
Ending Balance	2,513	2,532

# Dividend Payout



# ESG Focus



# Agenda

Company Overview

Market Deployment

Pipeline Status

Financials & ESG Performance

Summary

Q&A

## 2023 Business Outlook

- Revenue of domestic sales is expected to increase 5%-10% annually.
- Expected milestone income from global partners.
- Expected sales of Lipo-AB & Remimazolam in US & TW markets in 2023.
- Strengthen R&D capabilities and introduce new products through license-in actively.

## Market & Product Development

- Expand the coverage of flu influenza recipients to increase market share.
- Pegylipo (Europe) and Octreotide (North America) markets are in progress continuously.
- Continue to cover the unmet medical needs through self-developed and license-in products.

## Dividend Policy

- Cash dividend distribution may change by a special resolution of the BoD.
- Maintain cash payout rate above 75%.

