

**TTY BIOPHARM<sup>®</sup>**

台灣東洋藥品

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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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## Profitable Sales

- License-in/ collaboration/ sales 130 drugs in 18 countries globally
- **No. 1 oncology drug sales** in Taiwan
- Steady growth of vaccine products

## Operating Outlook

- Expand domestic and overseas markets through strategic collaboration and R&D potential
- **Expected milestone income from global partners**
- Lipo-AB is distributing in the US market
- Pemazyre and Gavreto (lung cancer) are distributing in Taiwan market
- Remimazolam, adjuvanted influenza vaccine are distributing in Taiwan market

## Financial Performance

- **The revenue reached recorded high** in year 2022, the operating income out performed
- Gross profit margin **over 60%**
- Maintain cash payout ratio above 75%

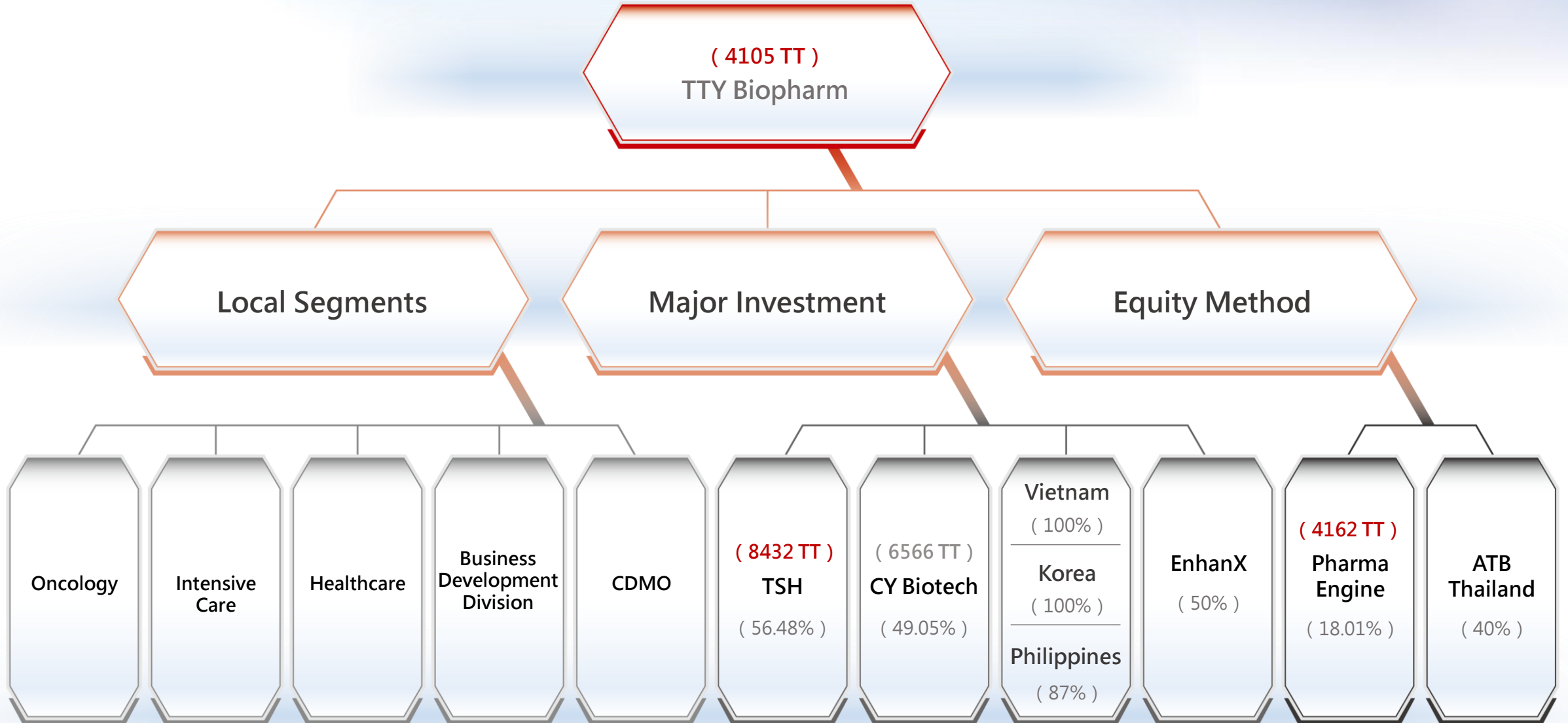
# Company Overview

Market Deployment

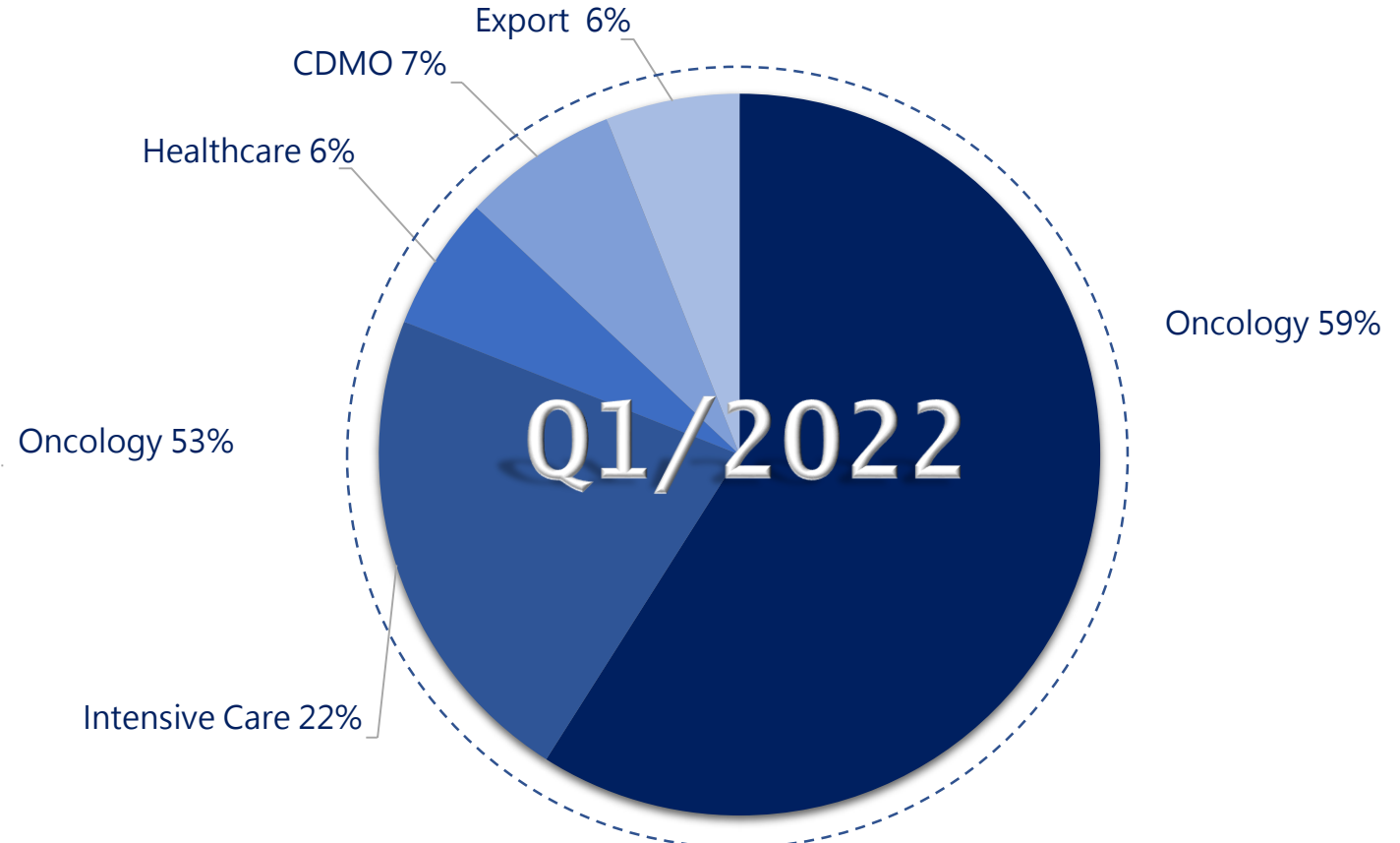
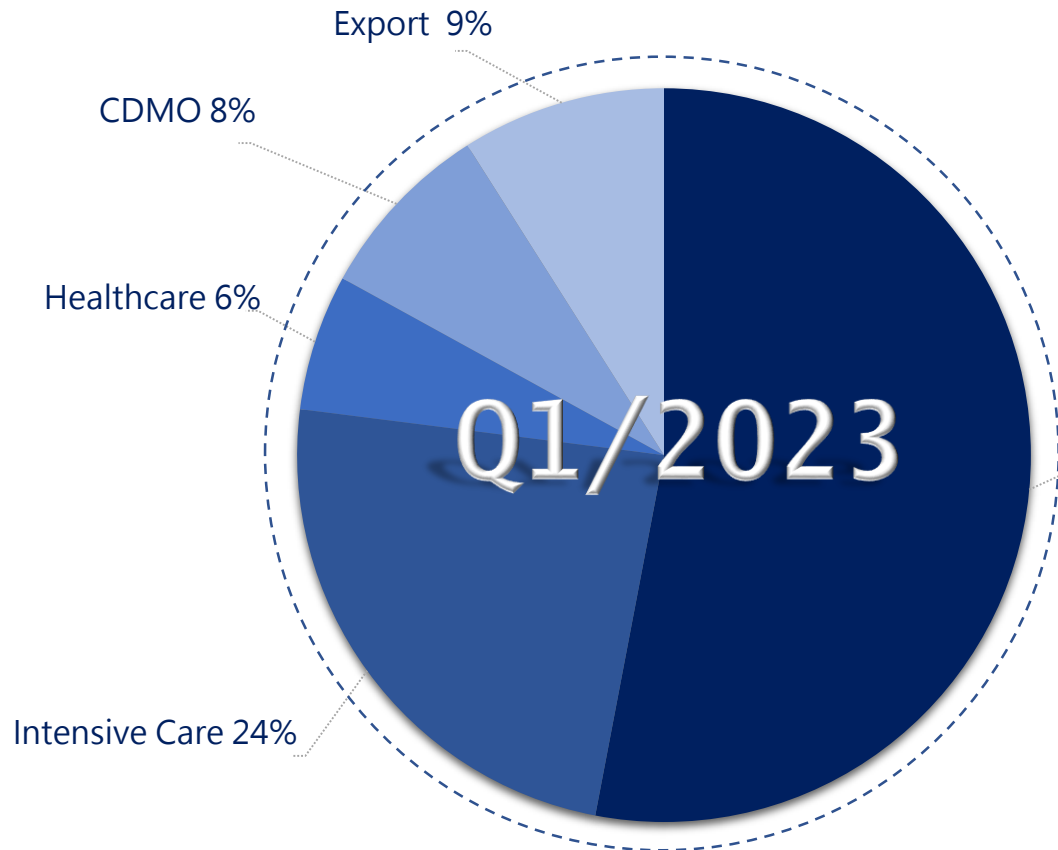
Strategy Development

Financial & ESG Performance

# Organization



# Revenue Breakdown



■ Oncology ■ Intensive Care ■ Healthcare ■ CDMO ■ Export

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# Market Deployment

Strategy Development

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Company Overview

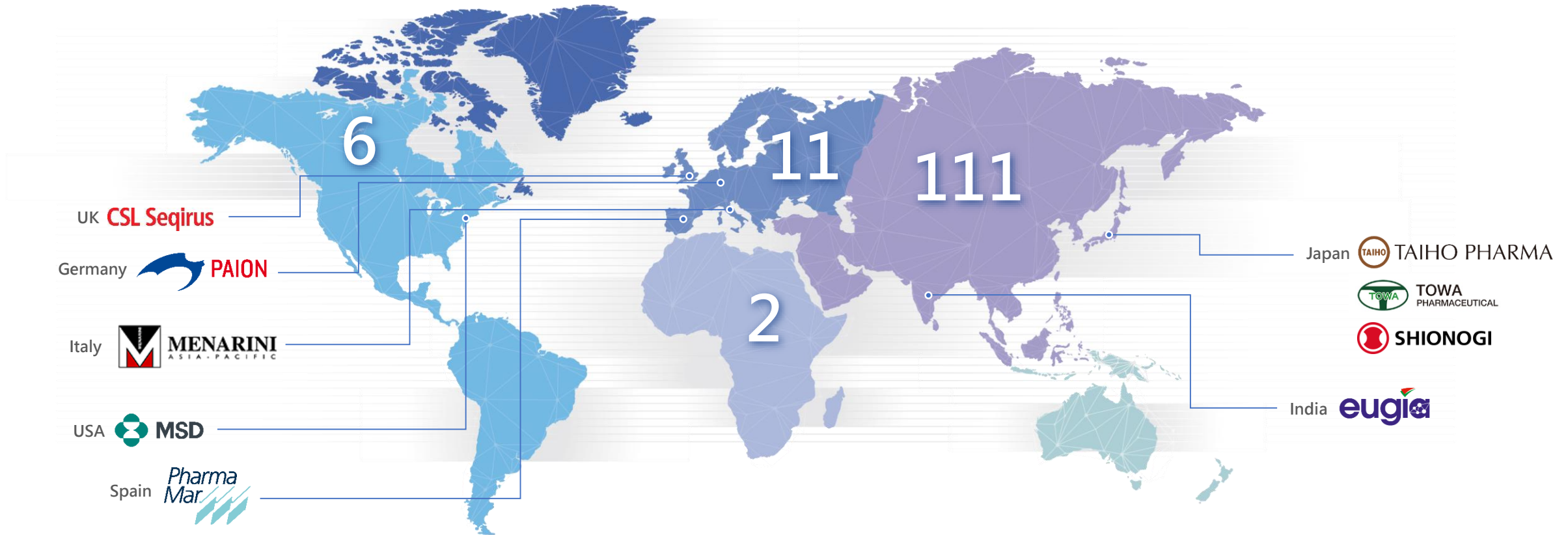
# Global Deployment



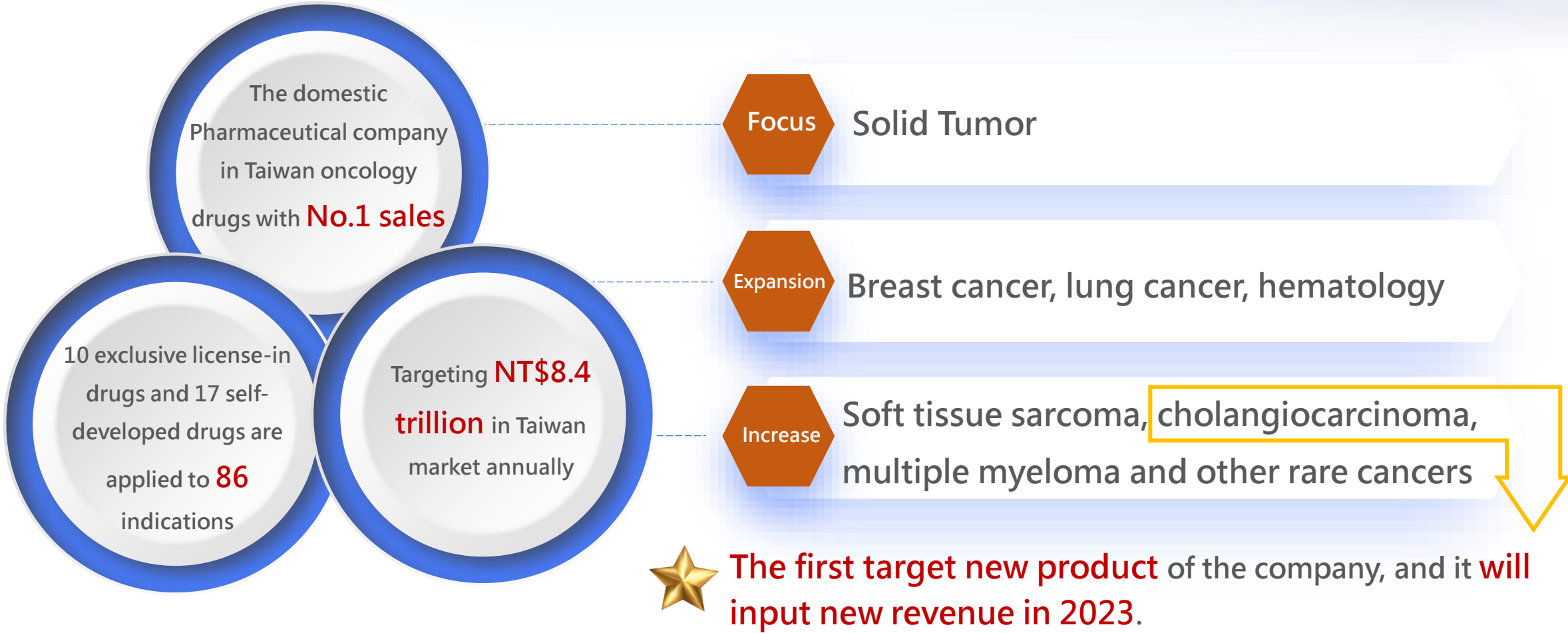


# Global Deployment

License-in/ collaboration/ **sales 130 drugs in 18 countries globally**



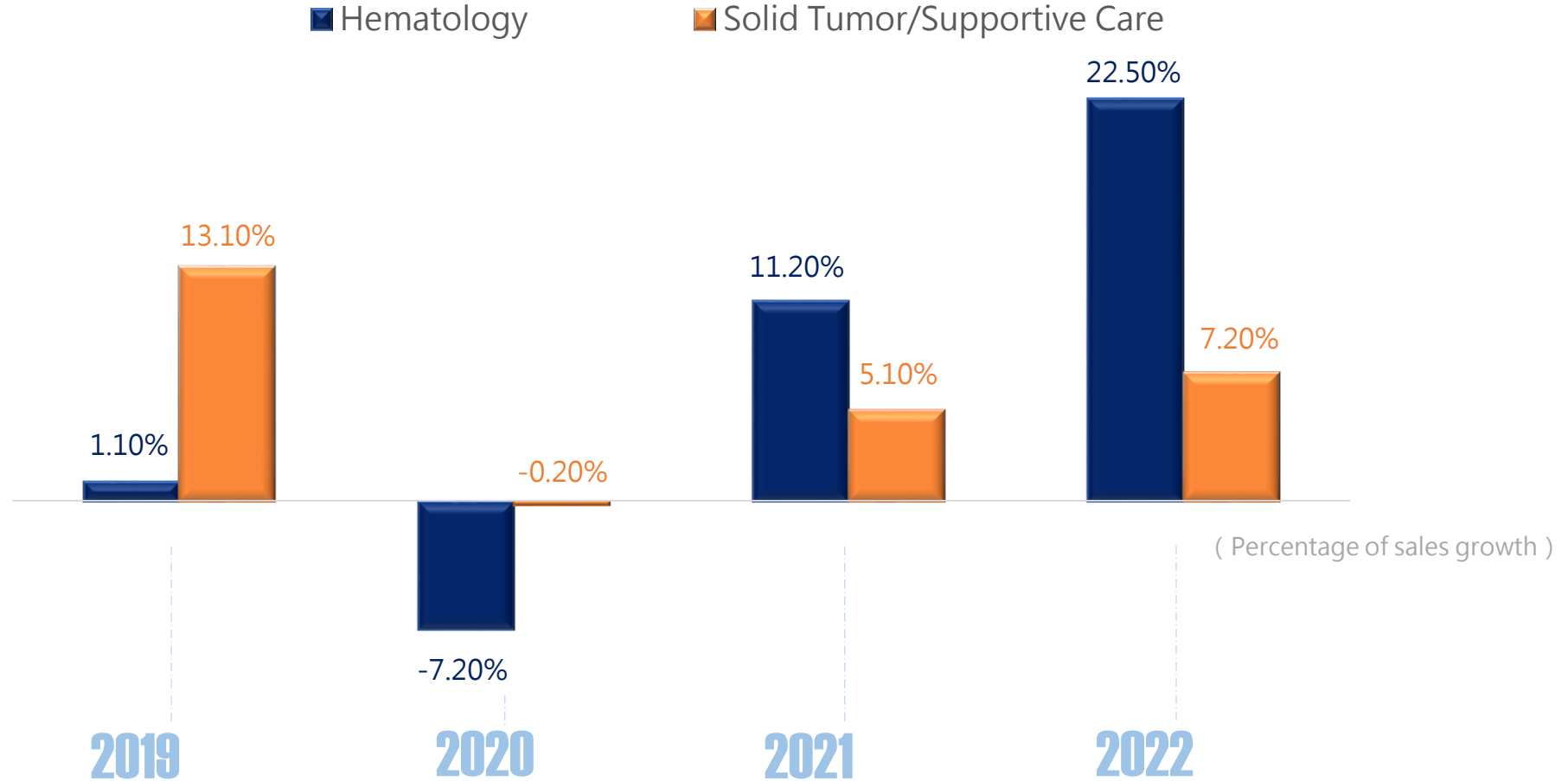
# No. 1 Oncology Drug Sales in Taiwan



Note: data from Allied Market Research, global market size of oncology drugs was appx. USD 135.5 billion (4.15 trillion NTD), it will be reach USD 274.4 billion (NTD8.4 trillion) in 2030 with CAGR 7.5%.

# No.1 Oncology Drugs in Taiwan

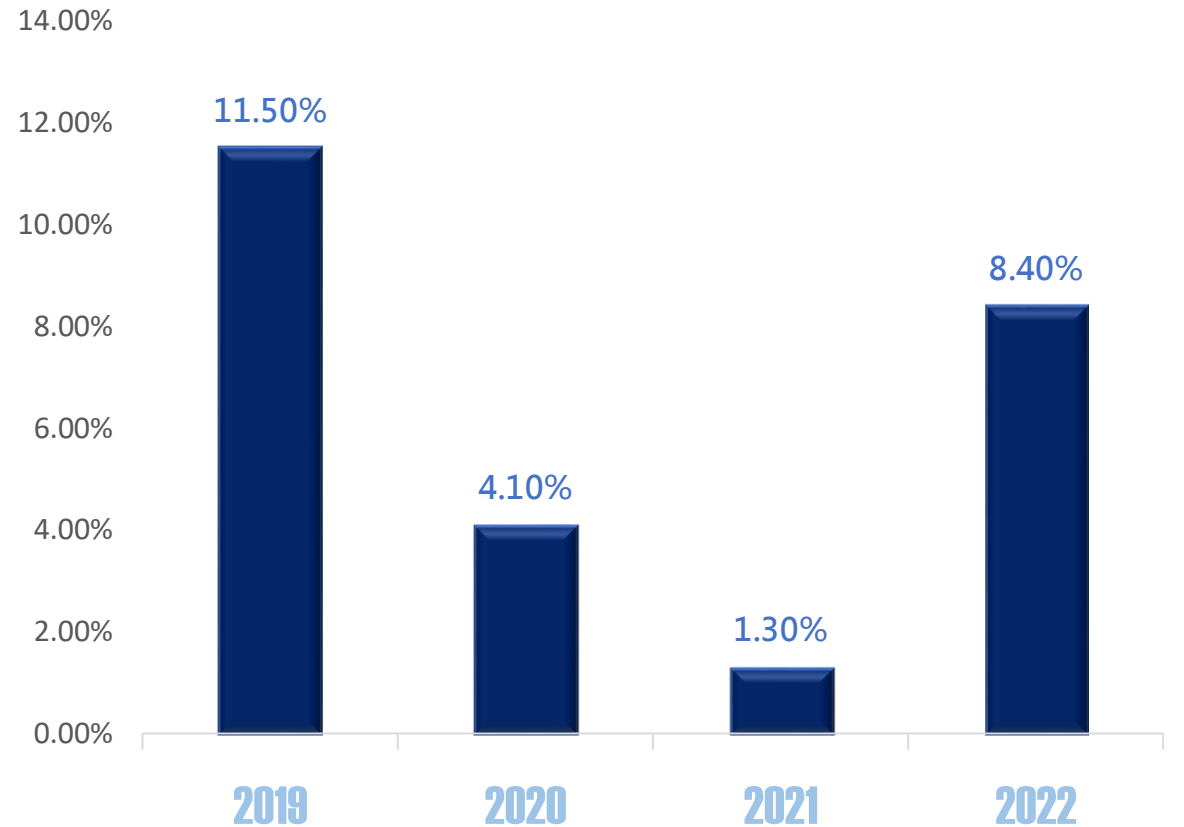
Sales of blood cancer is in positive growth.



Note: impact from Covid-19 in year 2020

# Antibiotic Injections Accounted for The Top 3 in Taiwan

- All products of infections and severe disease sales growth **+ 8.4%** in 2022 vs 2021
- Brosym sales increases 9% ( quantities sales increase **+ 19%** )
- Cubicin & Colimycin sales increase **+ 8~9%**



( Percentage of sales growth )

## Eravacycline

**Position :** Complicated intra-abdominal infection, multi-resistant strain infection; future opportunities for lung and blood-related infections.

**Market size :** Approximately **900,000** patient days annually.

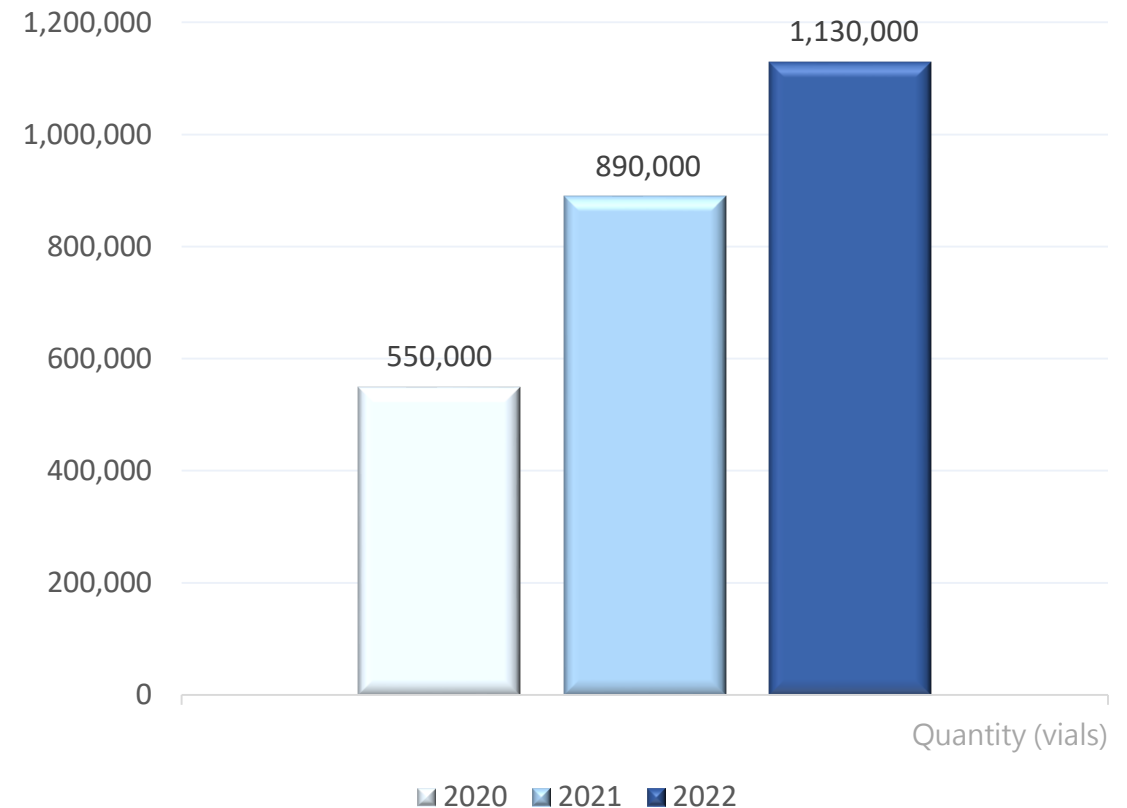
## Remimazolam

**Position :** **The first development of ultra-short-acting** Benzodiazepine (the most commonly used hypnotic and sedative drug).

**Market size :** **Approximately 1.3 million person-times of health examinations annually. It' s about 2.5 million person-times of general anesthesia operations** will be invested after obtaining new indications by the end of the year.

# Flu Vaccine Sales Increase

- Quadrivalent **adjuvanted** influenza vaccine will cover the middle-aged and elderly population **(over 65 years old)**
- **Influenza vaccine** can be given to all citizens **over 6 months old**



Note: vaccine revenues to be recognized in healthcare BU from 2023



## Flucelvax Quad

Position : Self-pay groups **under the age of 65**, CDC public-funded groups (**under the age of 18 and over 50**).

Market size : Approximately a total of **NTD\$1.8 billion dollars** in public-funded and self-pay annually.

## Fluad Tetra

Position : Groups **of over 65 years old** (self-pay market).

Market size : Approximately a total of **NTD\$0.5 billion dollars** annually.

# Strategy Development

Financial & ESG Performance

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Market Deployment

## Internal Focus

- ◆ The strategic goal is to complete the cancer and anti-infection product line, and strengthen the market layout in Southeast Asia.
- ◆ Shorten R&D cycle to reach the time to market.
- ◆ Optimize the supply chain: reduce costs and increase efficiency to reduce inventory and increase inventory turnover.
- ◆ Strategic choice of partners to achieve a win-win situation.

## External Extension

- ◆ License-in products to expand the company's product portfolio, complete product lines in specific fields, and build sales channels.
- ◆ Strengthen international cooperation: jointly develop market territory with strategic partners, and create a synergy alliance of biotechnology.
- ◆ We have comprehensive services of the whole industry chain, from marketing distribution to authorized agency cooperation.
- ◆ It has experience in listing and sales promotion of generic drugs and new drugs, multiple market strategies, and extending the product life cycle.
- ◆ Focus on oncology and severe disease fields to optimize the brand image.

Territory	Product Name	Location	2022	2023	2024	2025	
Oncology	TTY_2 ( Multiple myeloma )		→				
	TTY_4 ( CML Hematology )		→				
	TTY_Z ( Multiple myeloma )		→				
	Gavreto ( Lung Cancer )		→				
	TTY_A ( Lung Cancer )		→				
Intensive Care	TTY_3 ( Infection caused by gram-negative bacteria )		→				
	TTY_6 ( Limited to serious infections of gram-negative bacteria that are ineffective against general antibiotics and have multi-drug resistance )		→				
	Remimazolam		Check Sedation →	General Anesthesia →			
	TTY_Y ( Chicken pox prevention )		→				
	TTY_X ( [cIAI] Complicated intra-abdominal infection )		→				
Vaccine	Fluad Tetra ( Quadrivalent adjuvanted influenza vaccine )		→				
Specialty	Liposomes	Lipo-AB		→			
		Pegylipo		→			
	Microspheres	Octreotide		→			

Complete the product line through overseas cooperation, self-development and license-in. Note: those without marked are in Taiwan

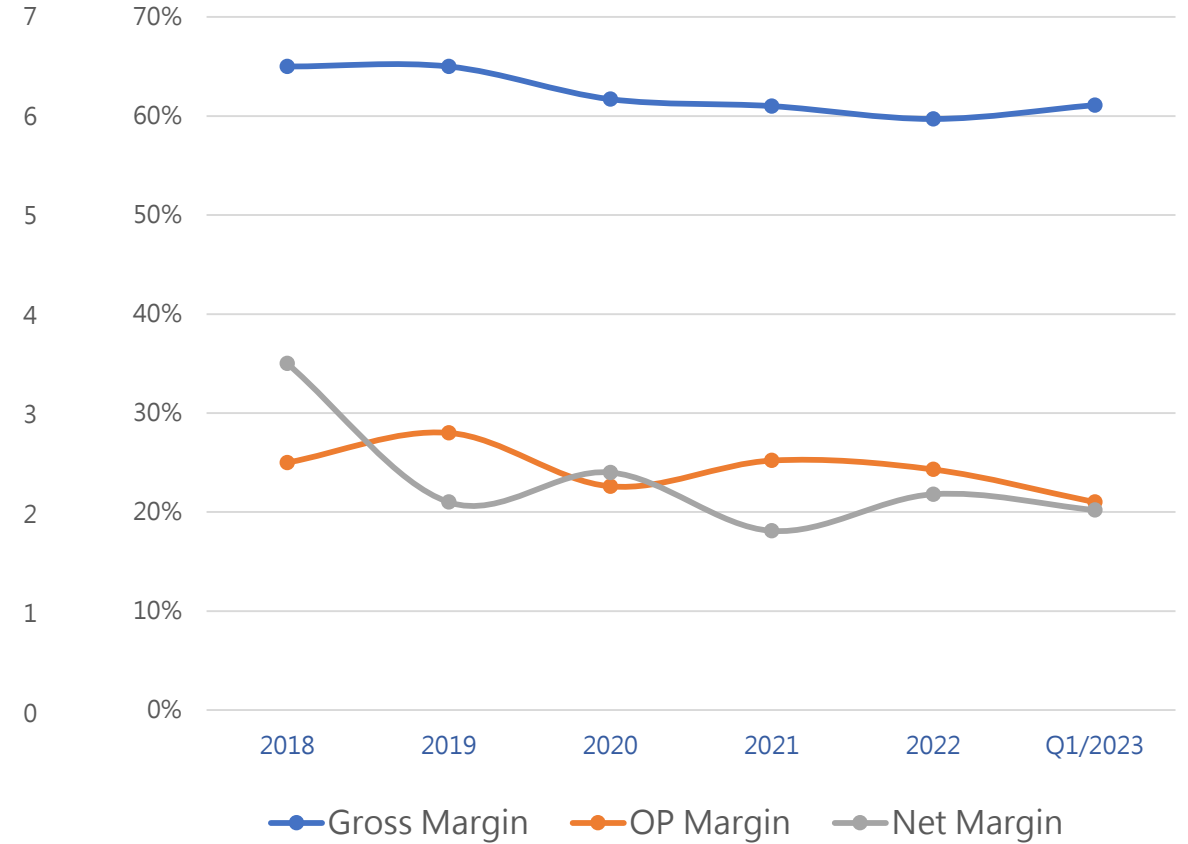
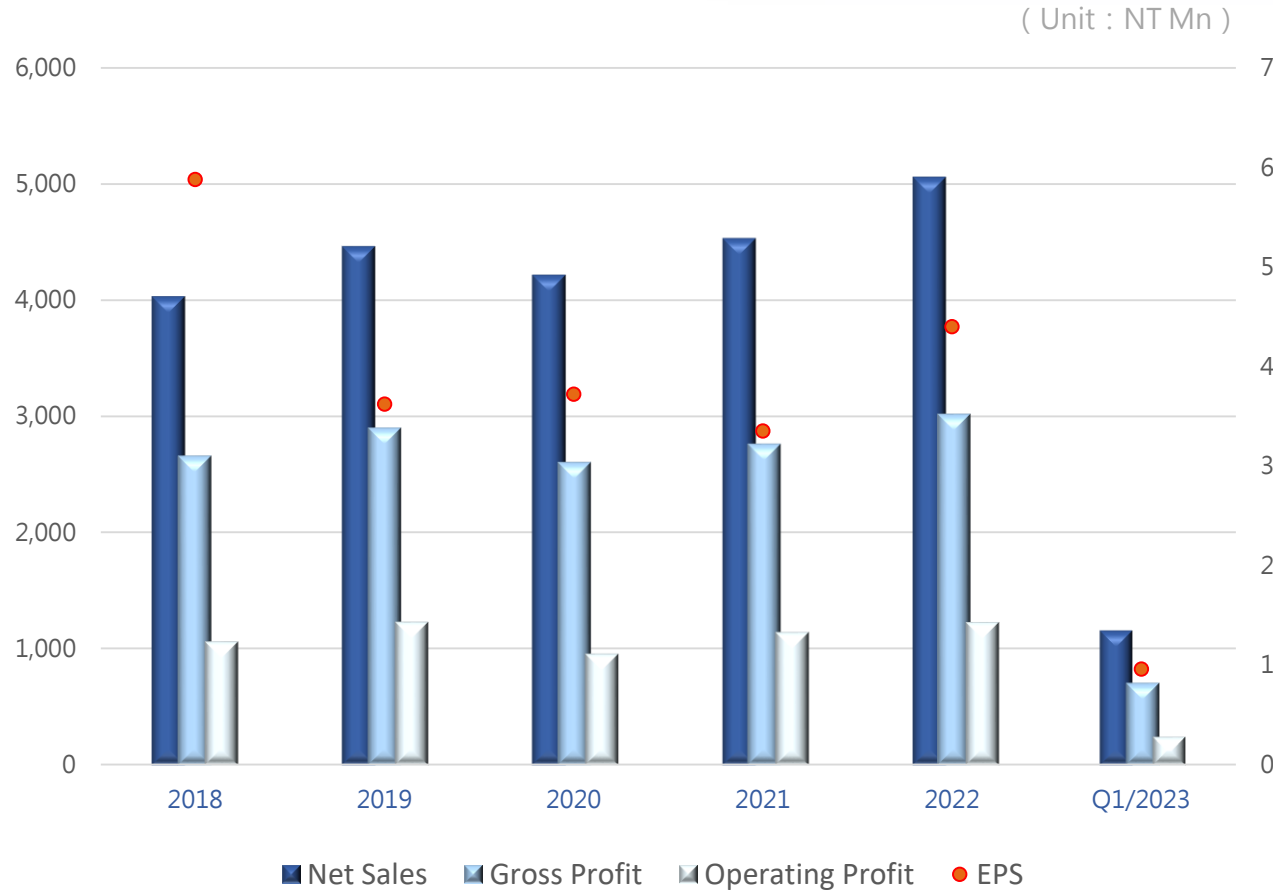
# Financial & ESG Performance

Company Overview

Market Deployment

Strategy Development

# Brilliant Financial Performance

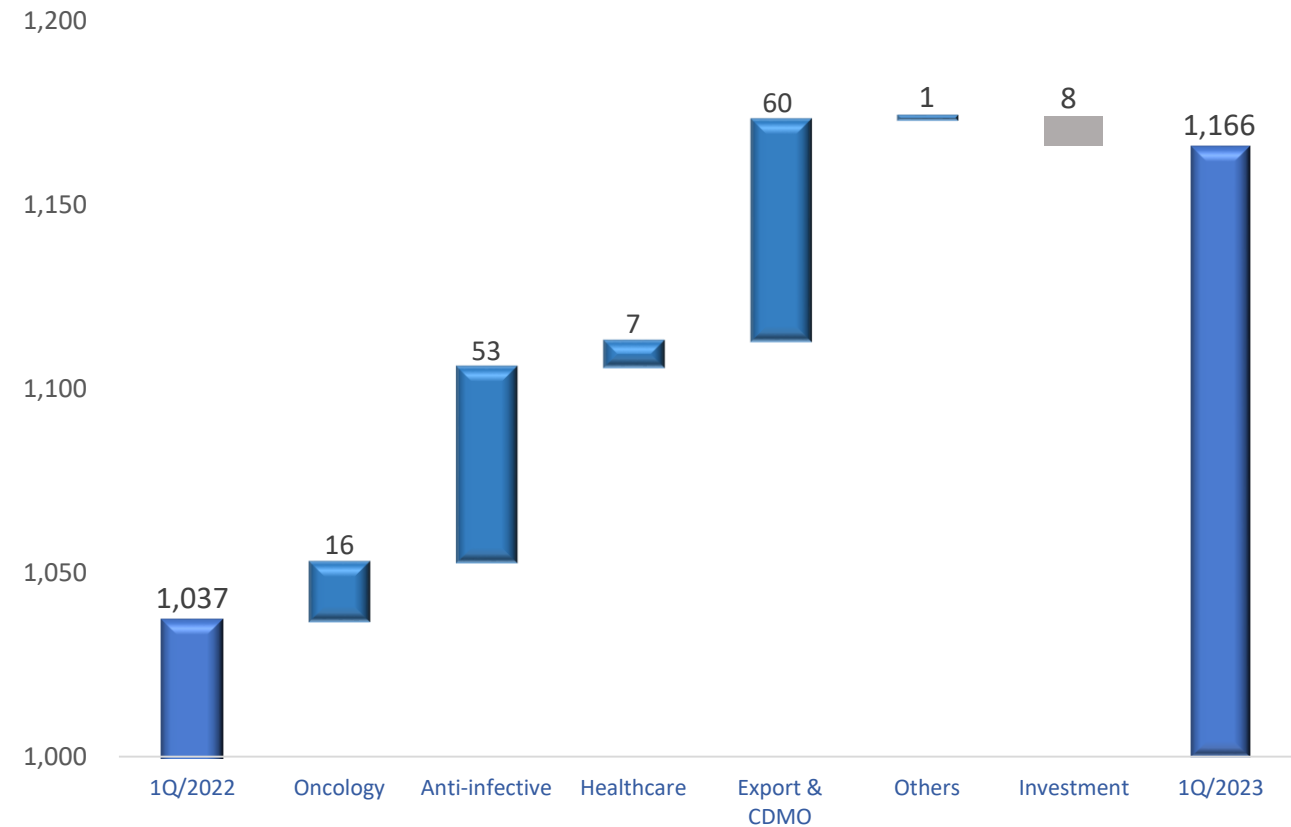




# Income Statement for Q1/2023

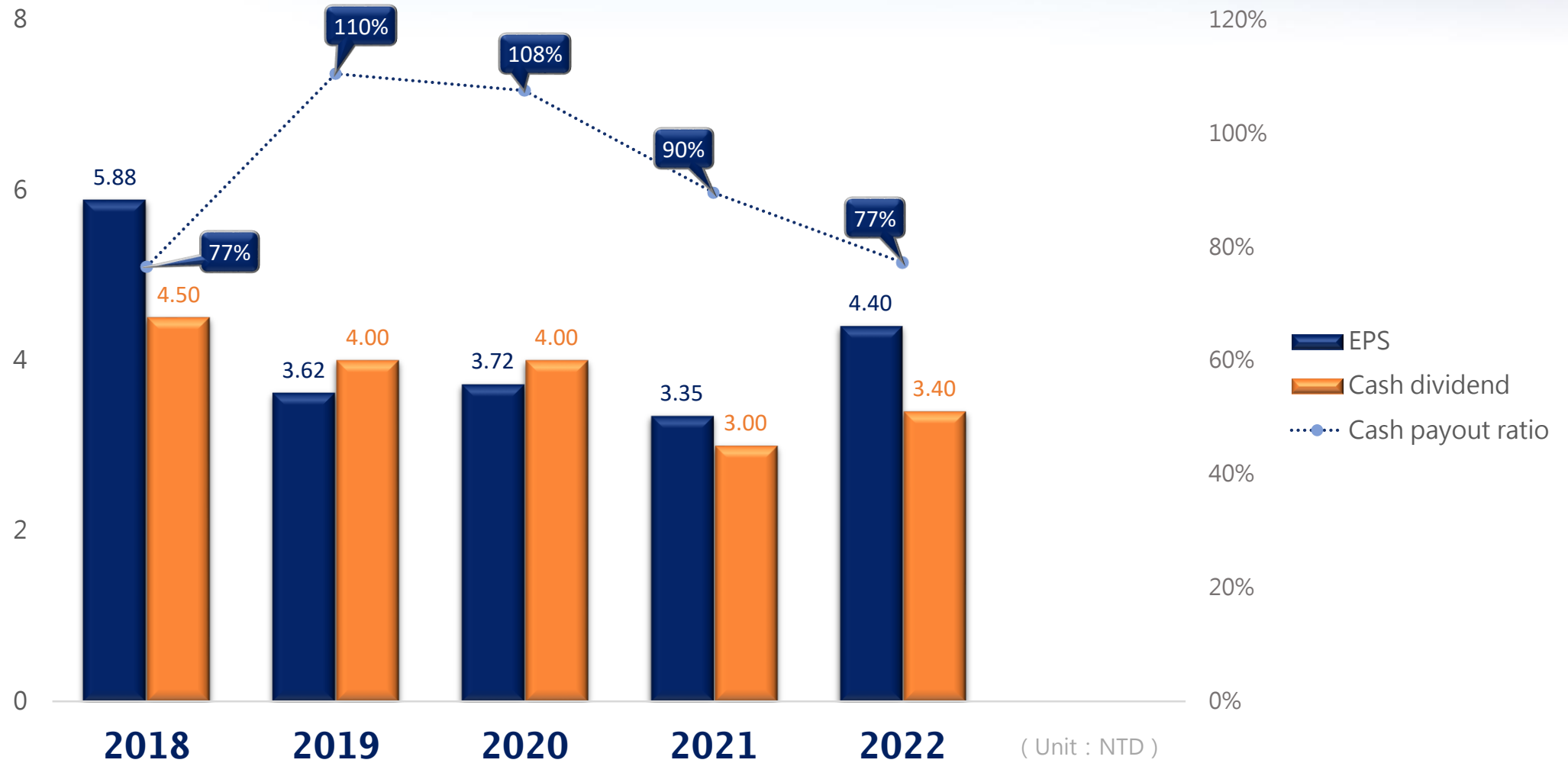
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Item	Q1/2023	Q1/2022	Variance	YoY
	Amount	Amount		
Net Sales	1,166	1,037	129	12%
Gross Profit	712	647	65	10%
Operating Profit	245	247	(2)	-1%
Income before Tax	293	287	6	2%
Net Income (Consolidated)	235	228	7	3%
Net Income (TTY)	239	228	11	5%
EPS (NT)	0.96	0.91	0.05	5%
Gross Margin	61.1%	62.4%	-1.3%	
Operating Margin	21.0%	23.8%	-2.8%	
Net Margin	20.2%	22.0%	-1.8%	



( Unit : NT Mn )

# Dividend Payout



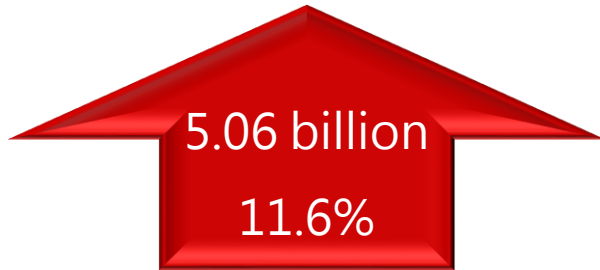
# Excellent Performance

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Year 2022

Revenue reached a new high



**7** Consecutive Years

**Ranked in the Top 5%**

OTC companies by TWSE Corporate Governance Evaluation.

**2** Consecutive Years

Healthcare Platinum Award  
TCSA Taiwan Enterprise Sustainability Award

**2** Consecutive Sessions

Best Companies to Work for in Asia 2022 Taiwan Edition

Health 2.0 Forum

Best Companies in the healthcare industry

# Thanks for listening

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