

TTY BIOPHARM[®]

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.

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.

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%

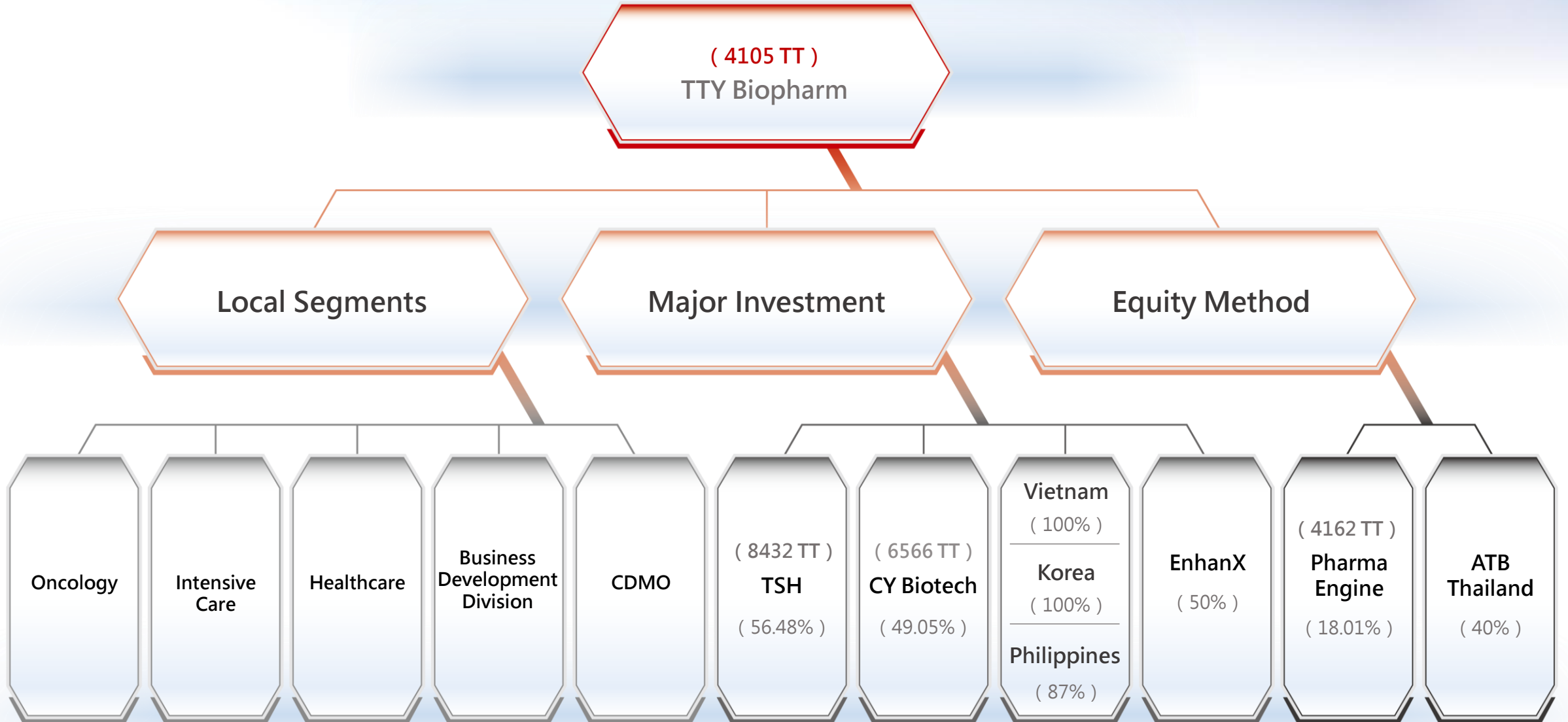
Company Overview

Market Deployment

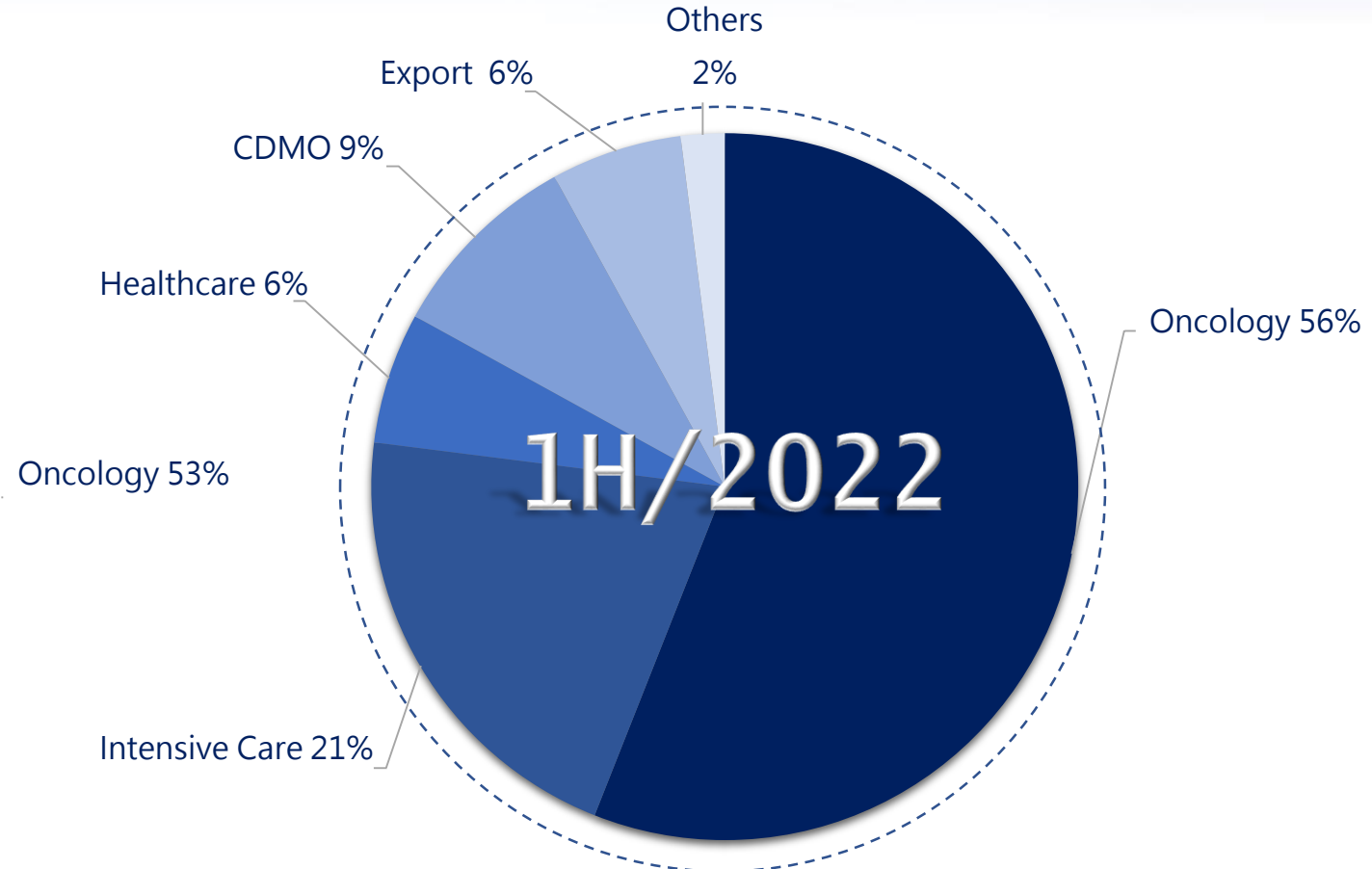
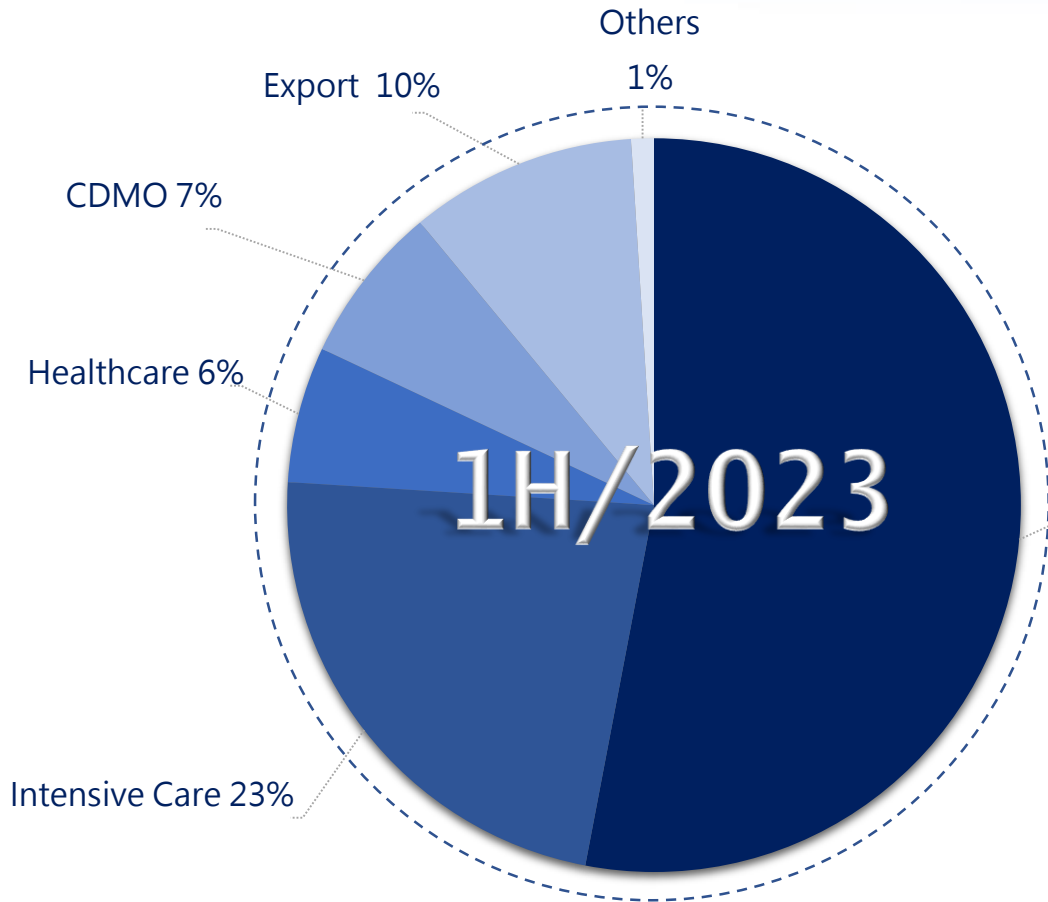
Strategy Development

Financial & ESG Performance

Organization



Revenue Breakdown



■ Oncology
 ■ Intensive Care
 ■ Healthcare
 ■ CDMO
 ■ Export
 ■ Others
 ■ Oncology
 ■ Intensive Care
 ■ Healthcare
 ■ CDMO
 ■ Export
 ■ Others

Market Deployment

Strategy Development

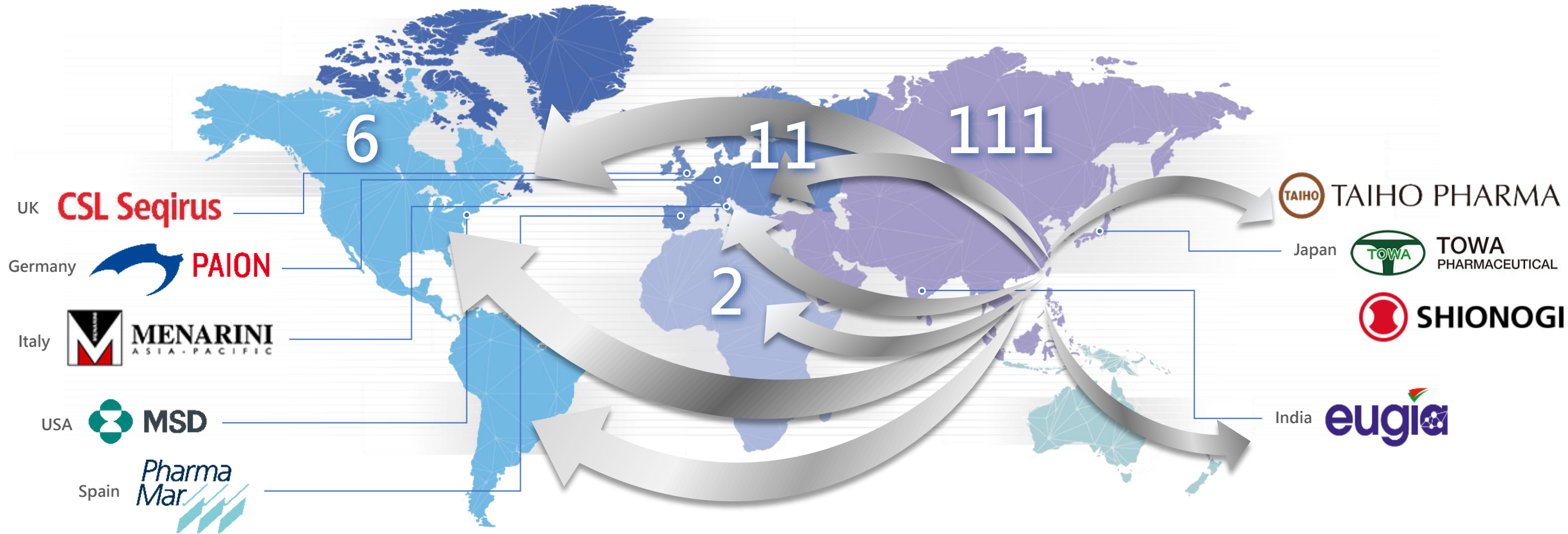
Financial & ESG Performance

Company Overview

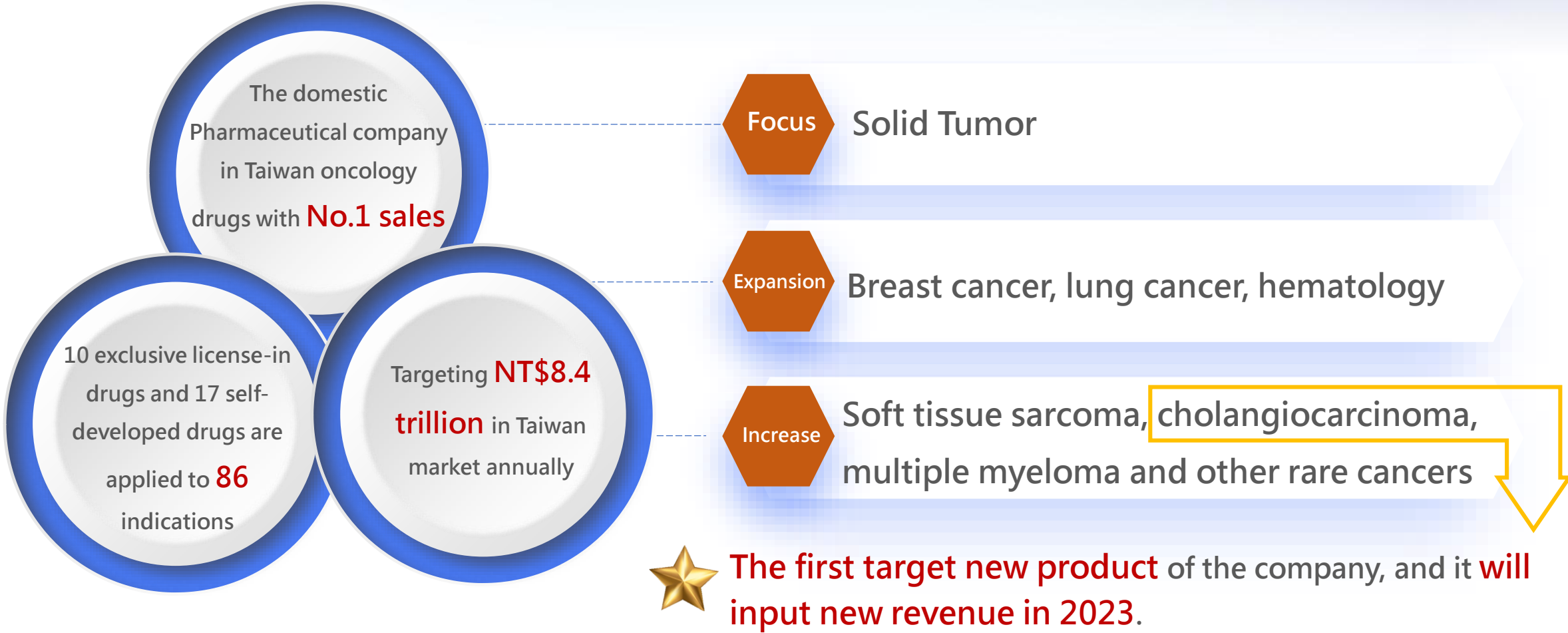


Global Deployment

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



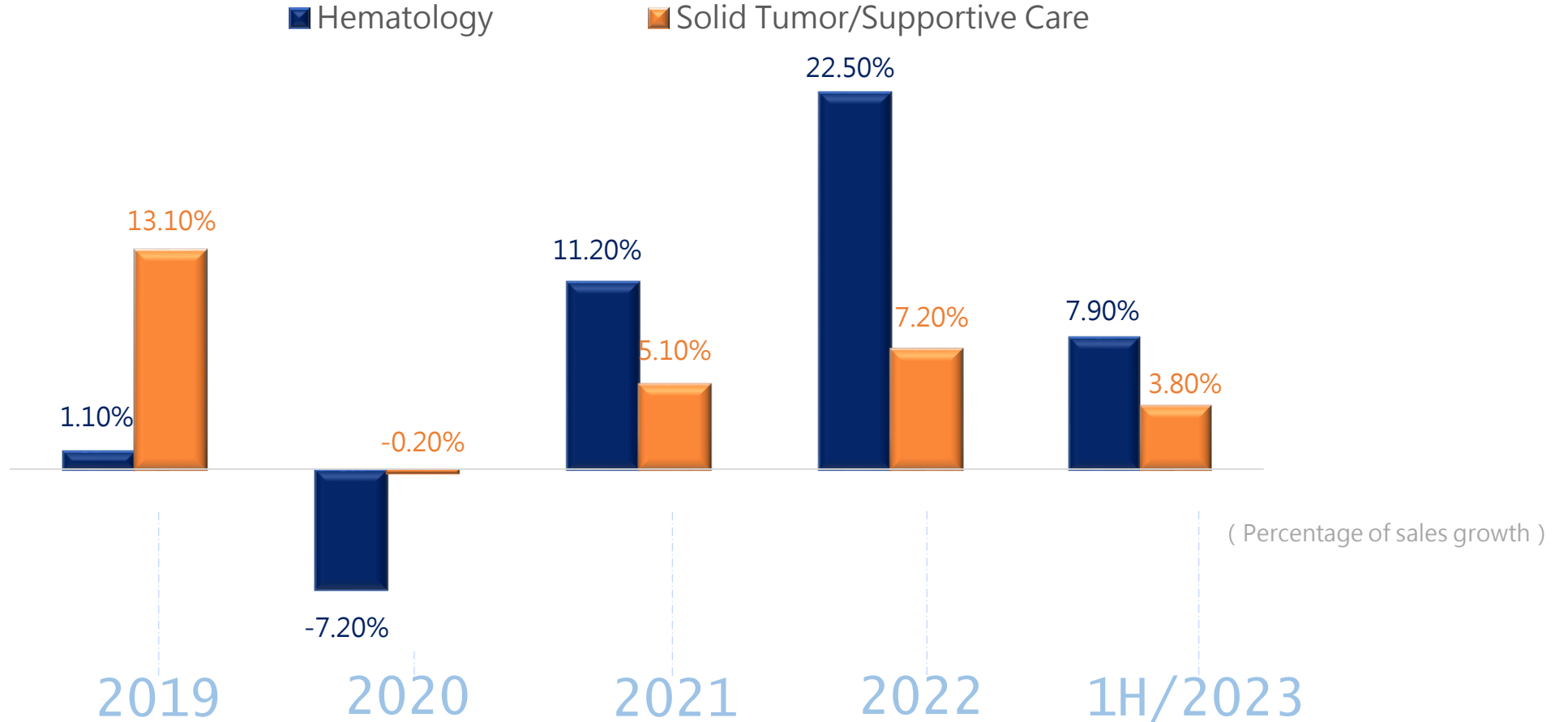
No. 1 Oncology Drug Sales in Taiwan



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.

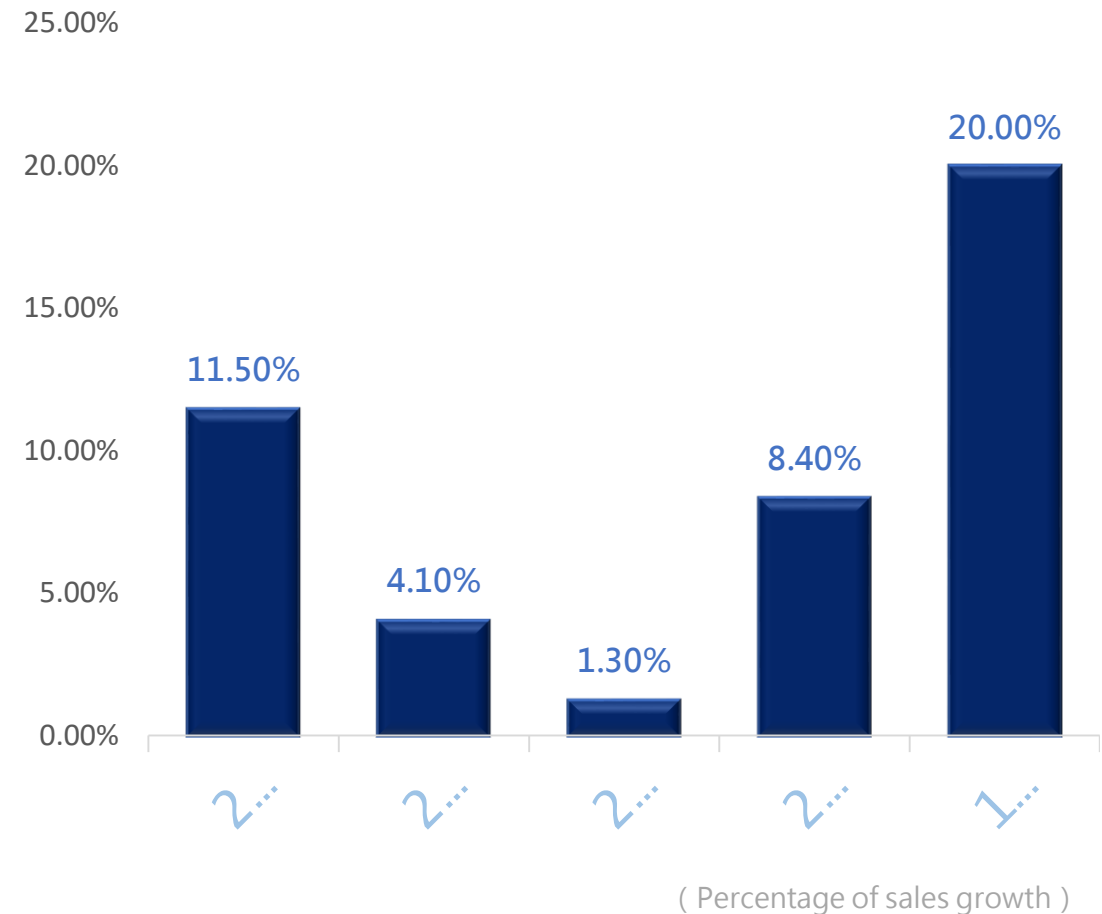


Note: impact from Covid-19 in year 2020

Antibiotic Injections Accounted for The Top 3 in Taiwan

1H/2023 vs 1H/2022

- All products of infections and severe disease sales growth **+ 20%**
- Brosym sales increases 9% (quantities sales increase **+ 25%**)
- Cubicin & Colimycin sales increase **+ 18~20%**



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.

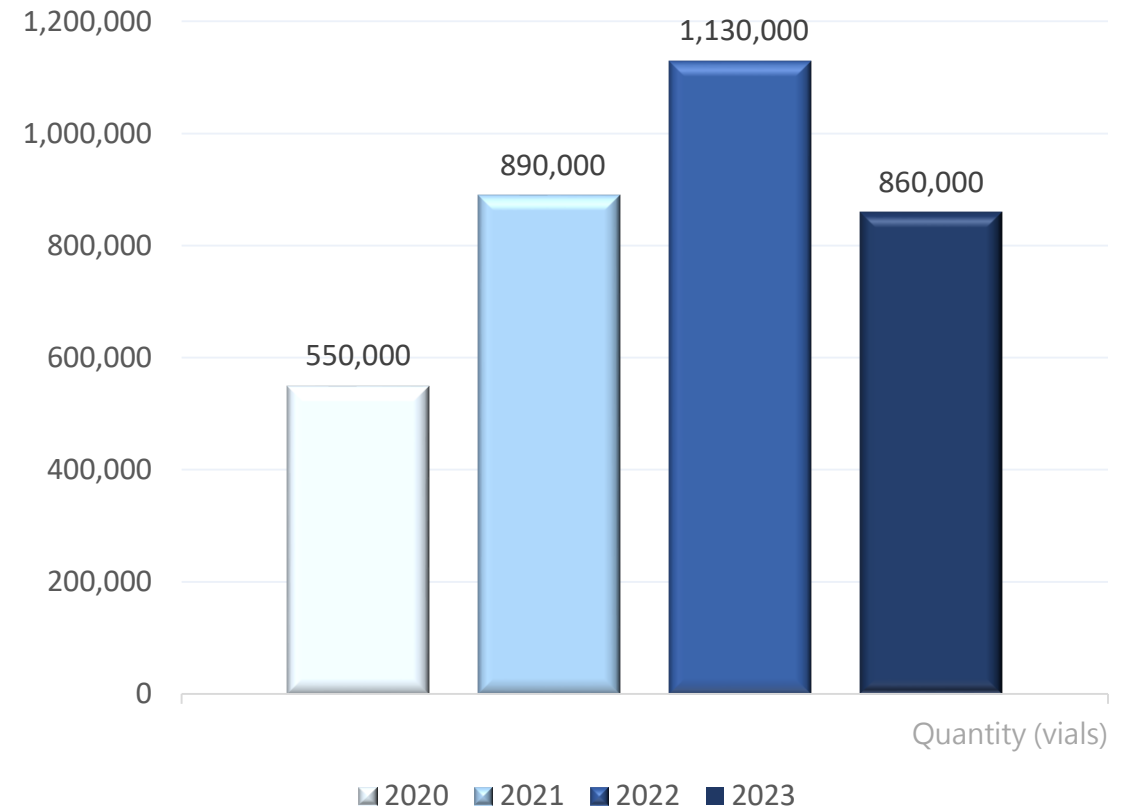
Remimazolam

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

Company Overview

Market Deployment

Dual-track of Inner and Outer Focus

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)		→				
	Gavreto (Lung Cancer)		→				
	TTY_A (Lung Cancer)		→				
	TTY_B (Lymphoma)		→				
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)		→				
	Byfavo (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	US	→			
		Pegylipo	EU	→			
	Microspheres	OT2015	US	→			

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

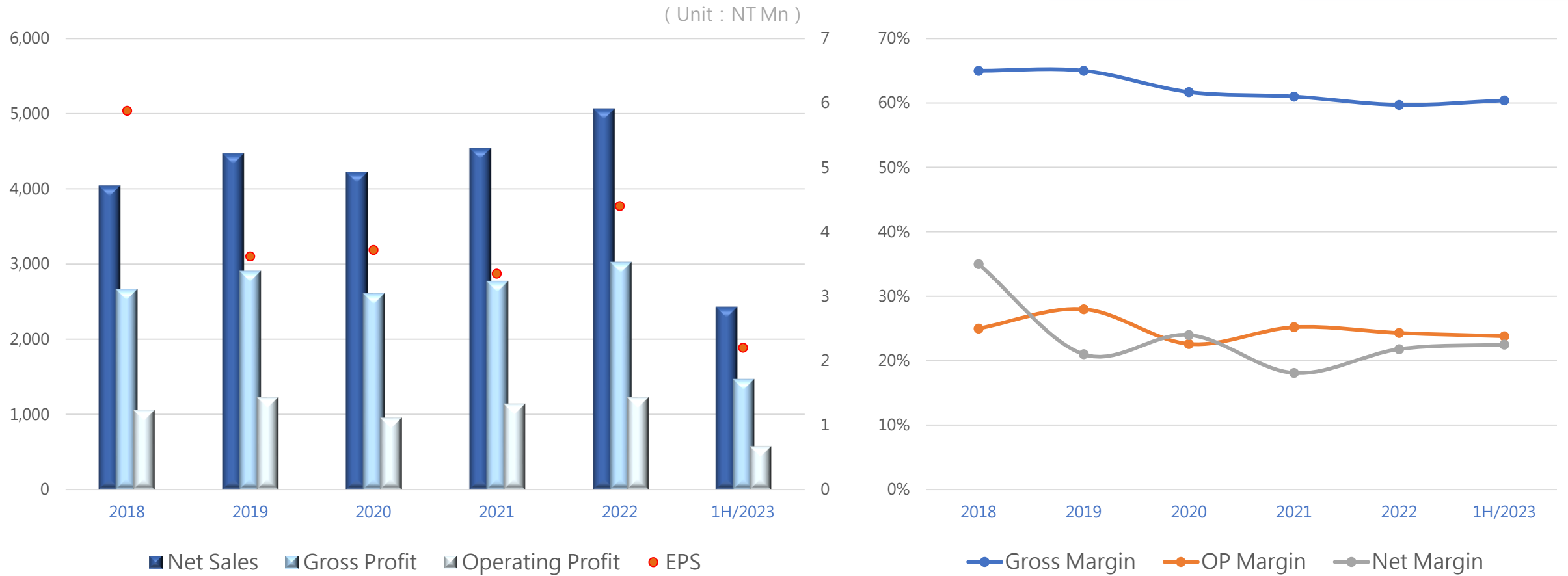
Financial & ESG Performance

Company Overview

Market Deployment

Strategy Development

Brilliant Financial Performance

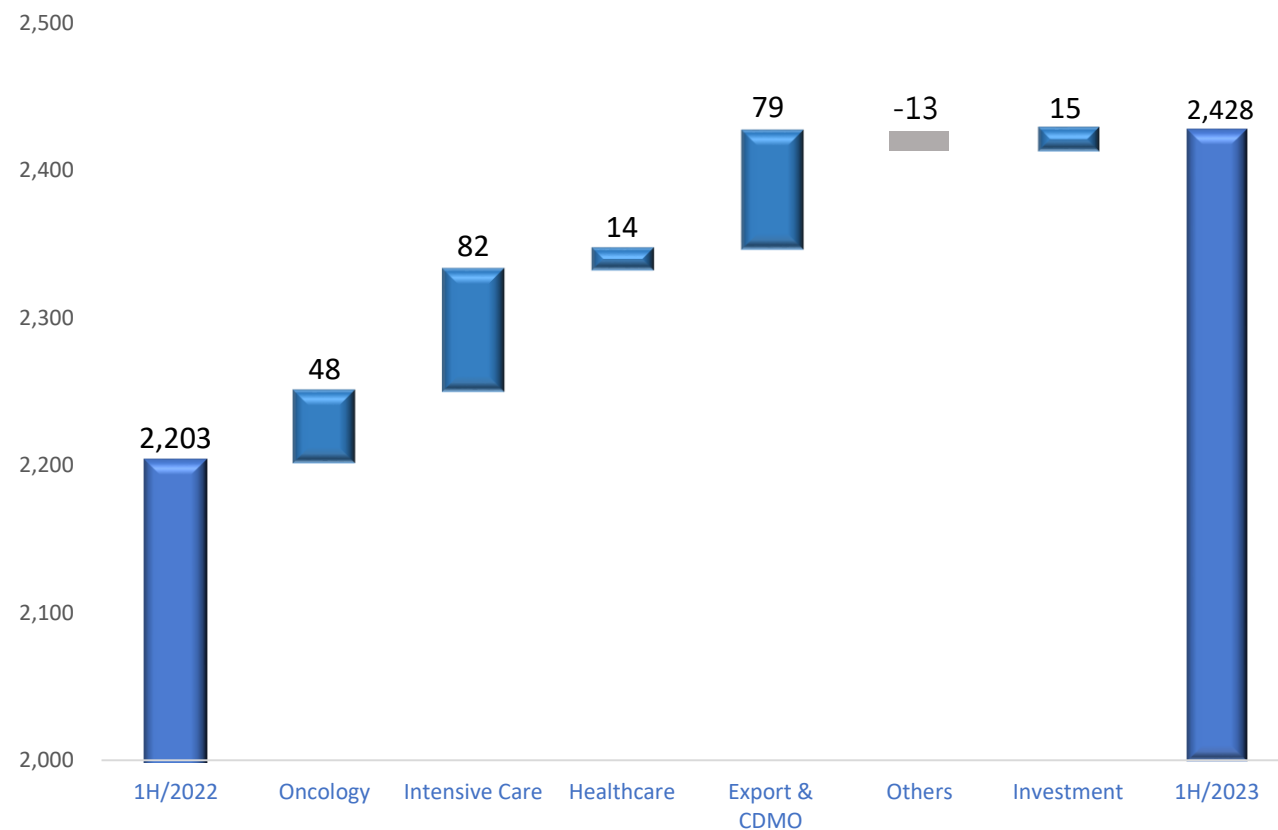


Income Statement for 1H/2023

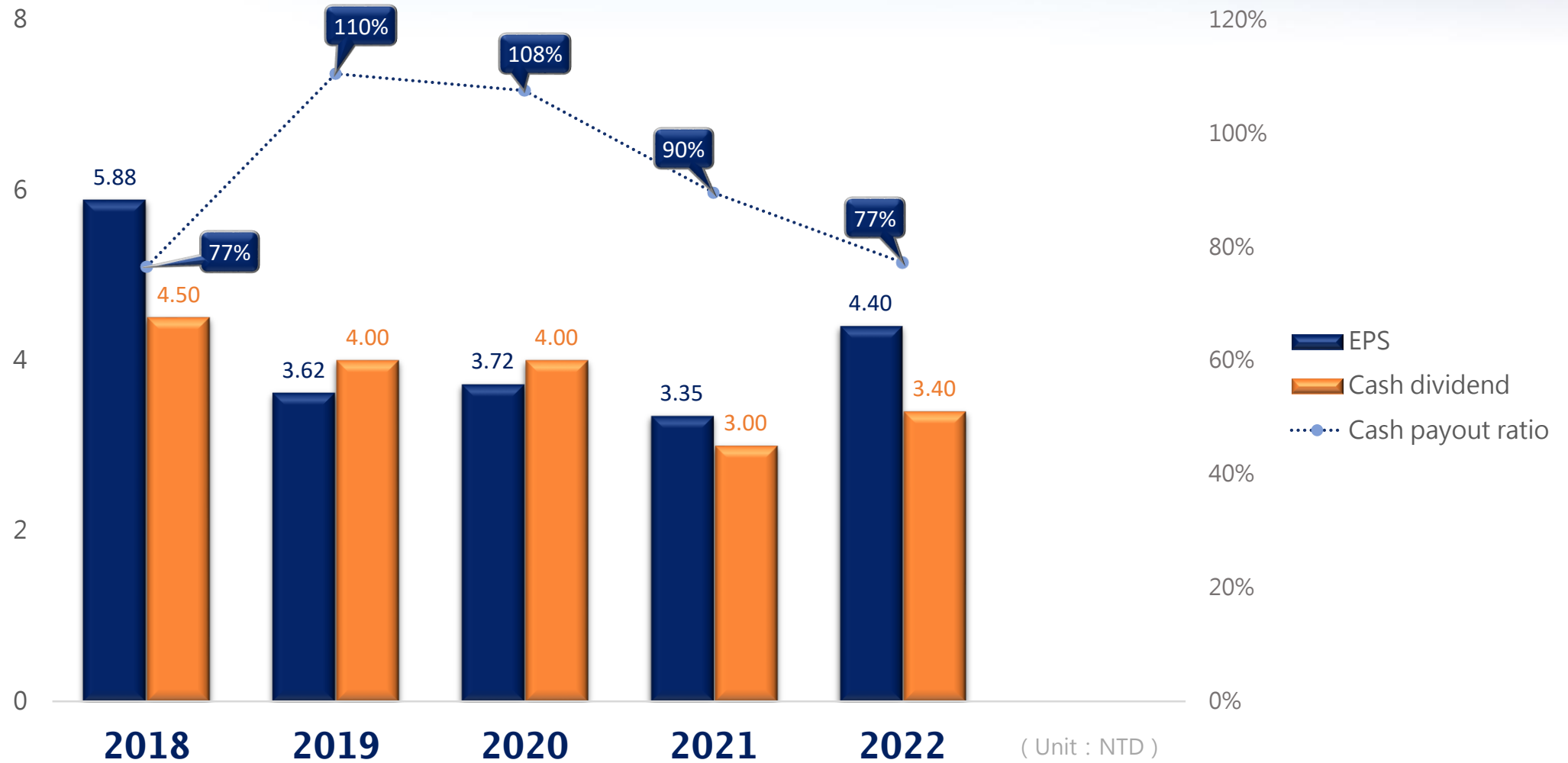
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Item	1H/2023	1H/2022	Variance	YoY
	Amount	Amount		
Net Sales	2,428	2,203	225	10%
Gross Profit	1,470	1,367	100	7%
Operating Profit	579	544	35	6%
Income before Tax	687	638	48	8%
Net Income (Consolidated)	546	511	35	7%
Net Income (TTY)	547	512	35	7%
EPS (NT)	2.20	2.06	0.14	7%
Gross Margin	60.4%	62.1%	-1.6%	
Operating Margin	23.8%	24.7%	-0.8%	
Net Margin	22.5%	23.2%	-0.7%	

(Unit : NT Mn)



Dividend Payout



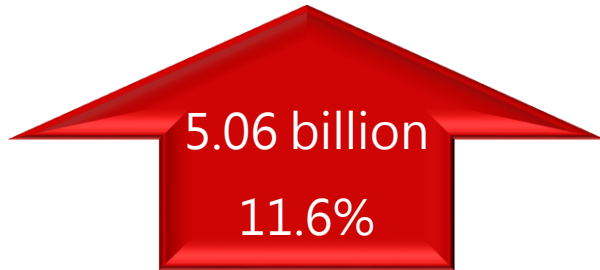
Excellent Performance

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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
