

**TTY BIOPHARM<sup>®</sup>**

台灣東洋藥品

WELCOME TO JOIN US

Q1/2024 Investors Conference

3/27/2024

**4105**



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 continuously
- Cooperate with a pharmaceutical company to expand cancer drug product portfolio
- Obtaining licenses for anesthetic drugs (Byfavo), general anesthesia, and self-produced new drugs (Poly B)
- Adjuvanted influenza vaccine are distributing in Taiwan market

## Financial Performance

- **The revenue reached recorded high** in year 2023, the operating income hit another milestone
- Gross profit margin **over 60%** in 2023
- Maintain cash payout ratio above 75% over the years

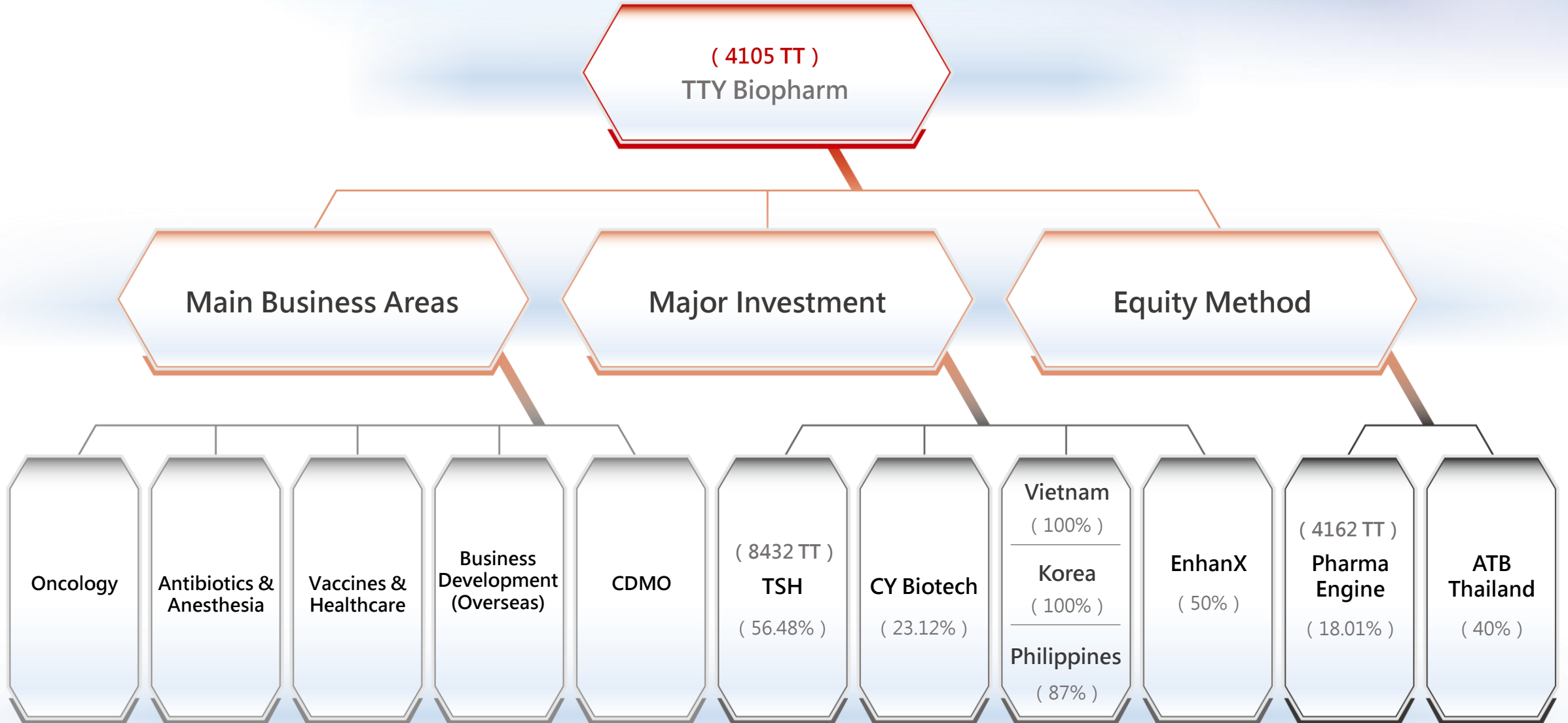
# Company Overview

Market Deployment

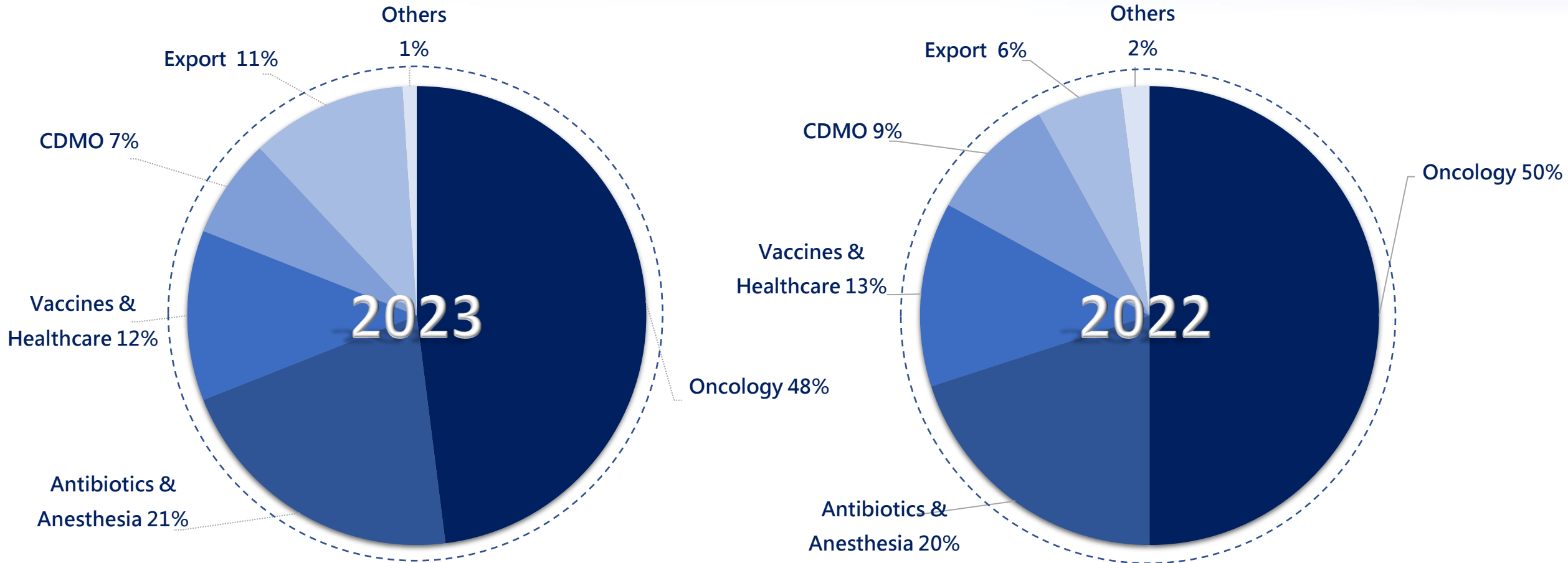
Strategy Development

Financial & ESG Performance

# Organization



# Revenue Breakdown



# Market Deployment

Strategy Development

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Company Overview

## Core Value

- ◆ Rapid development, manufacture and sales
- ◆ Complete industrial chain
- ◆ Quality focus
- ◆ Increase gross profit
- ◆ Global deployment

## Complete Indications

**130** products  
**86** indications

## International Strategic Partner

Cooperation with world-renowned pharmaceutical companies such as Taiho · Seqirus · Eugia... etc.

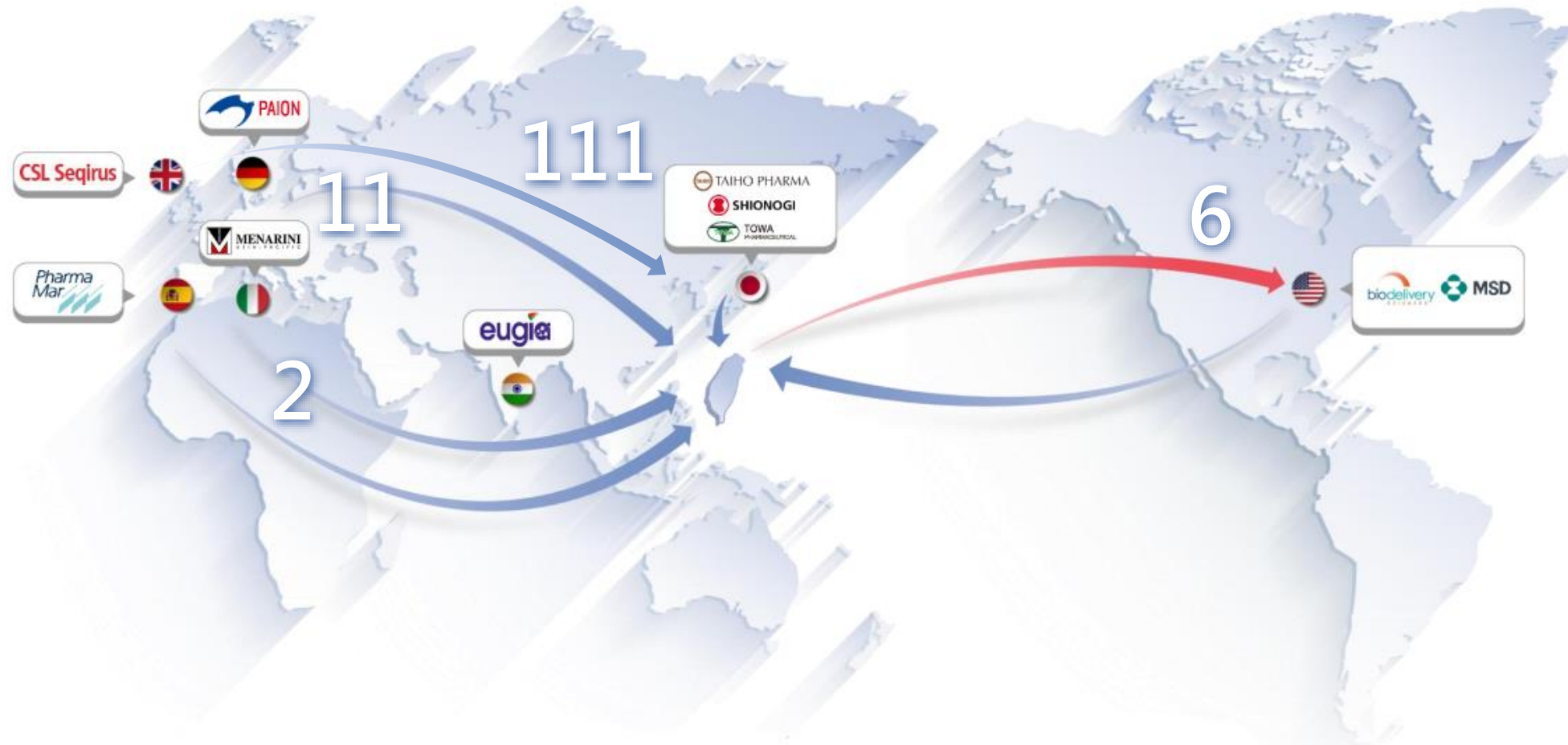
## Sales Expanding

Products expanded to **18 countries**

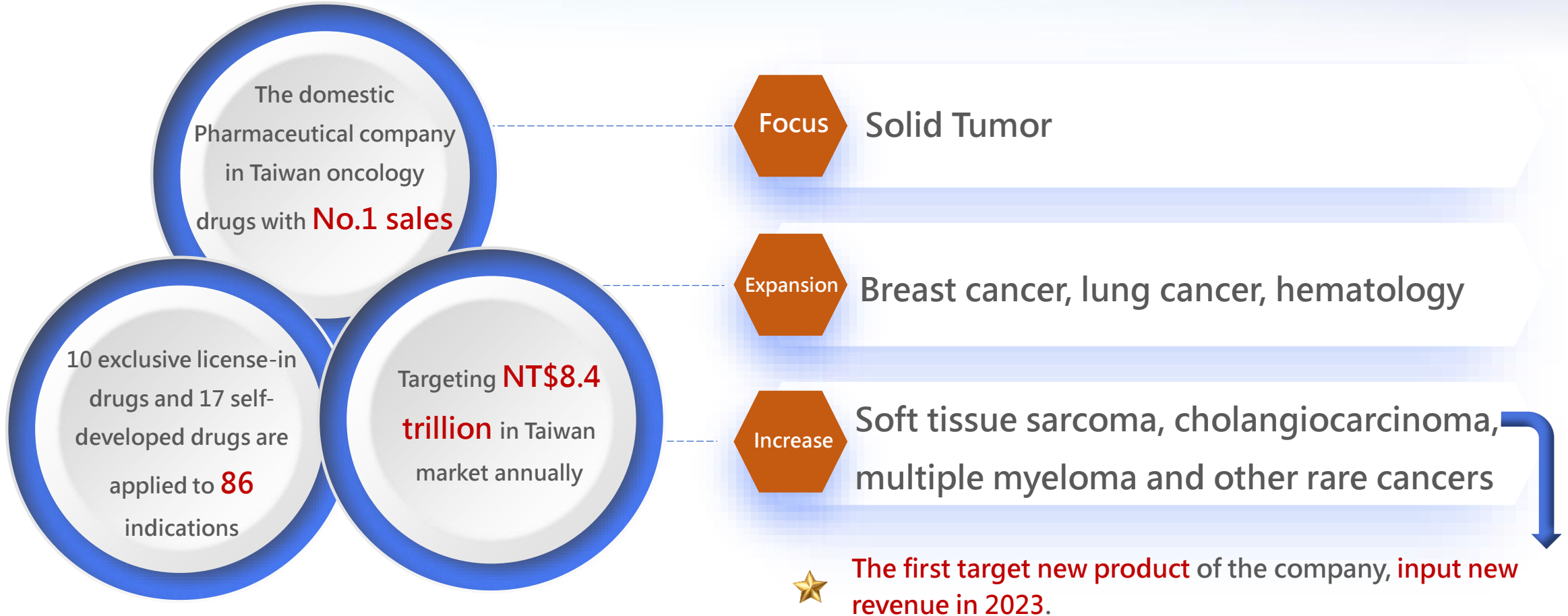


# Global Deployment

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



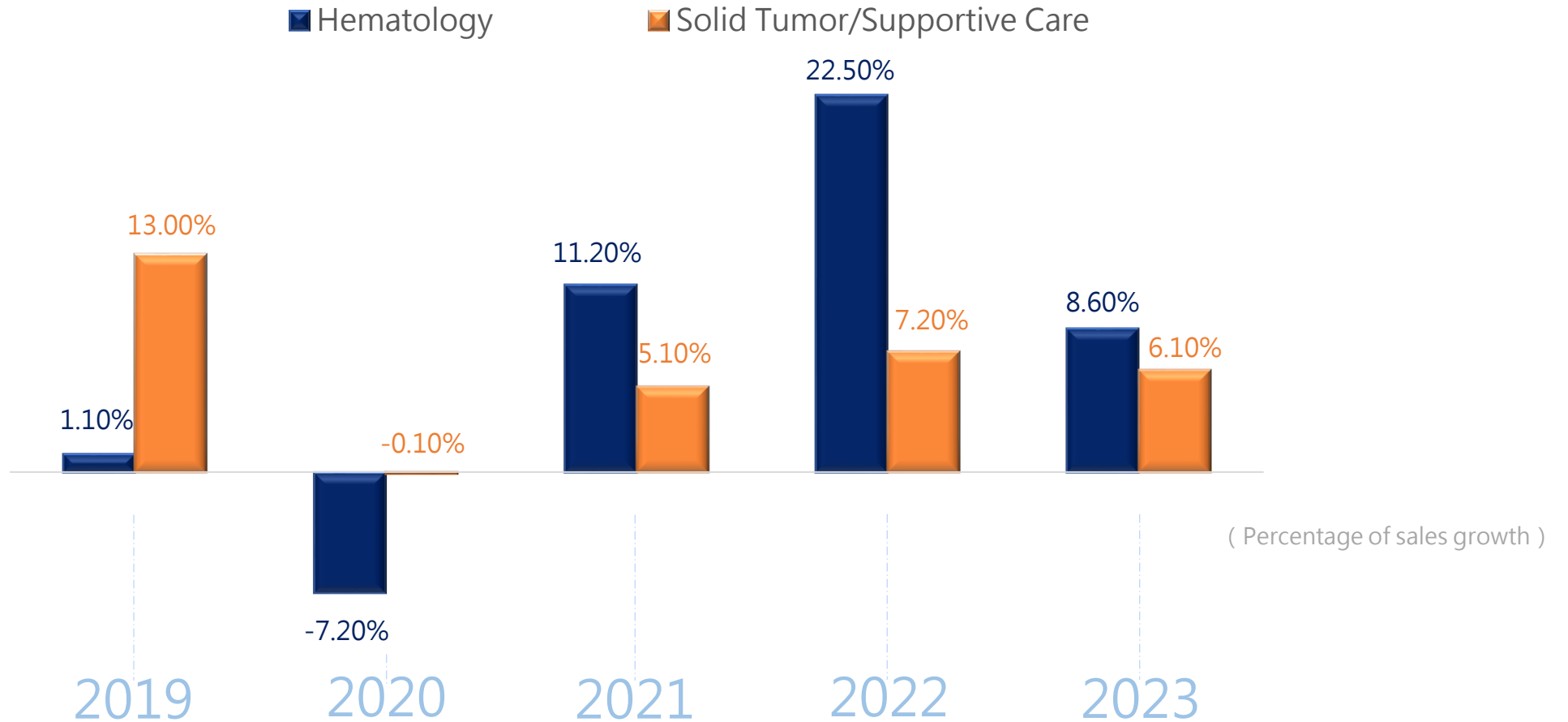
# No. 1 Oncology Drug Sales in Taiwan



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.

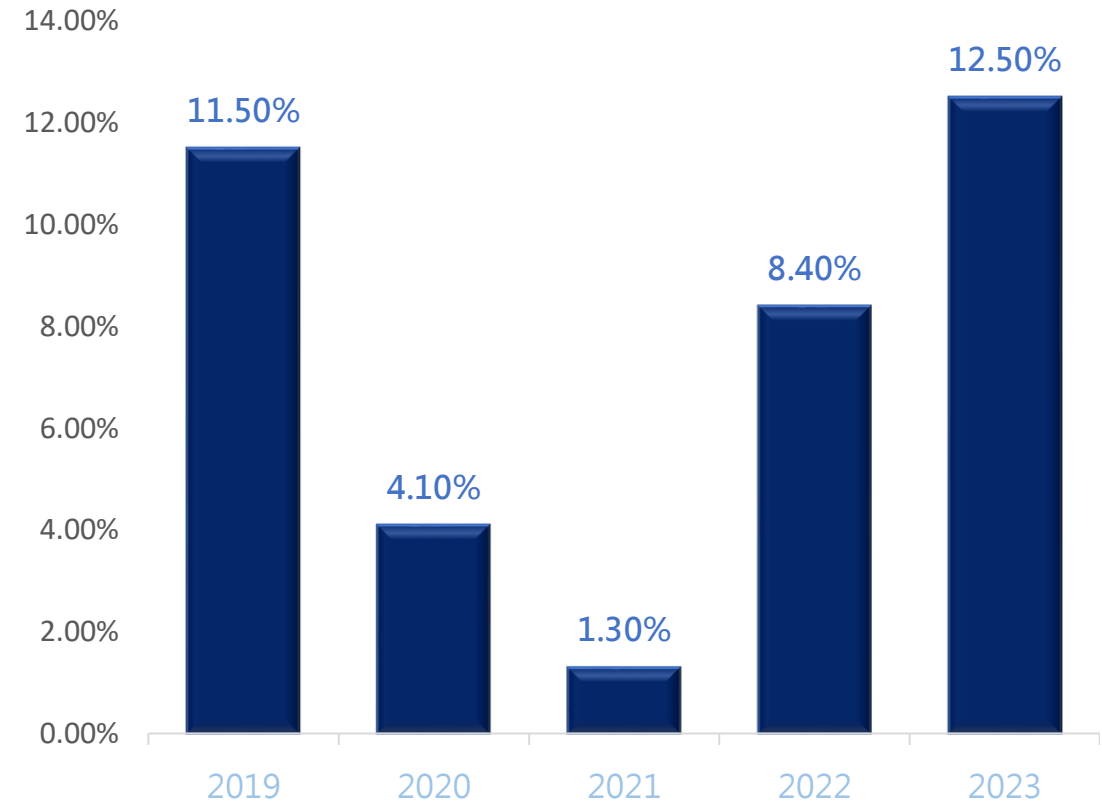


Note: impact from Covid-19 in year 2020

# Antibiotic Injections Accounted for The Top 3 in Taiwan

## 2023 vs 2022

- All products of infections and severe disease sales growth + **13%**
- Brosym sales increases **10%** ( quantities sales increase + 21% )
- Cubicin sales increase + **17%**
- Colimycin sales increase + **14%**



( Percentage of sales growth )

## Xerava (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.

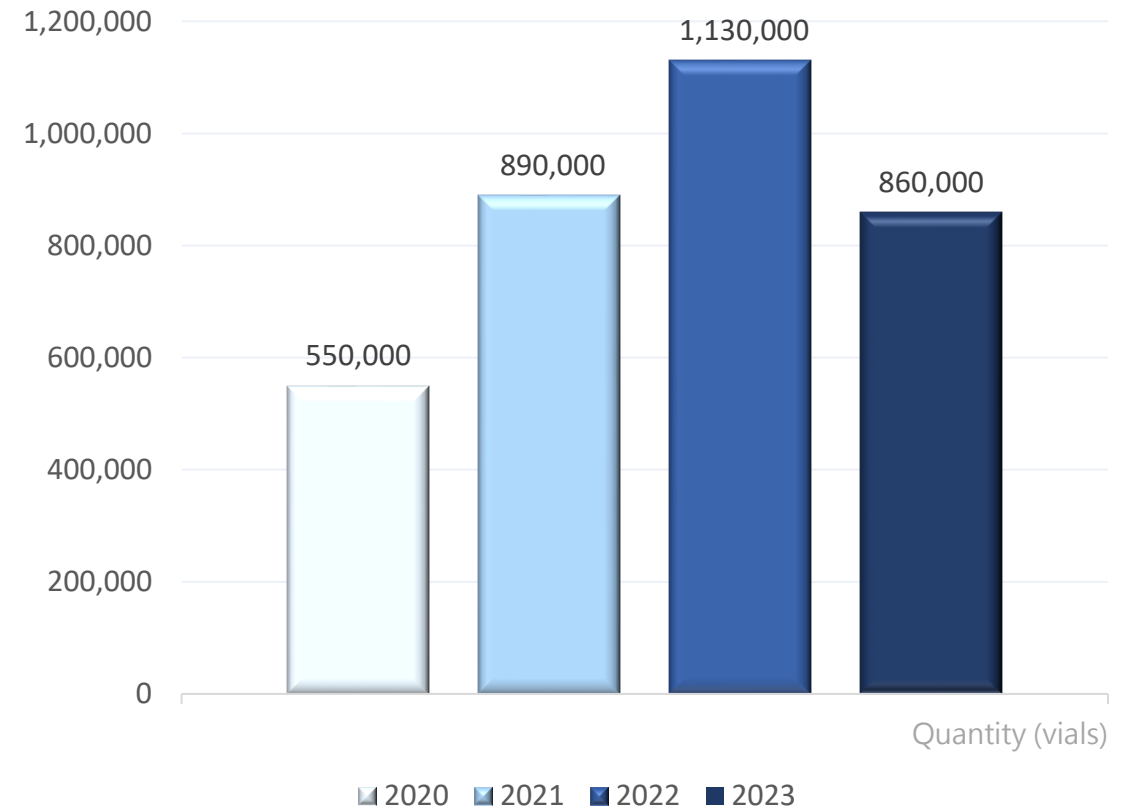
## Byfavo (Remimazolam)

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 operations** will be invested after obtaining new indications on **general anesthesia** by the end of year 2023.

# 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**



## 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.

# Core Strategies



# Growth Momentum

Territory	Product Name	Location	2023	2024	2025	2026
Oncology	TTY_2P (Multiple myeloma)		→			
	TTY_F (Breast Cancer)		→			
	TTY_A (TTY_A (Lung Cancer NSCLC))		→			
	TTY_B (Lymphoma)		→			
	TTY_C (RCC,HCC,DTC,EC)		→			
	TTY_3O		→			
Intensive Care	TTY_6 (Limited to serious infections of gram-negative bacteria that are ineffective against general antibiotics and have multi-drug resistance)		→			
	TTY_2D		→			
	TTY_3T		→			
	TTY_3D		→			
Vaccine	TTY_B Vaccine		→			
Specialty	Liposomes	Lipo-AB	EU	→		
	Microspheres	OT2015	US	→		

Complete the product line through overseas cooperation, self-development and license-in.

Note: those without marked are in Taiwan

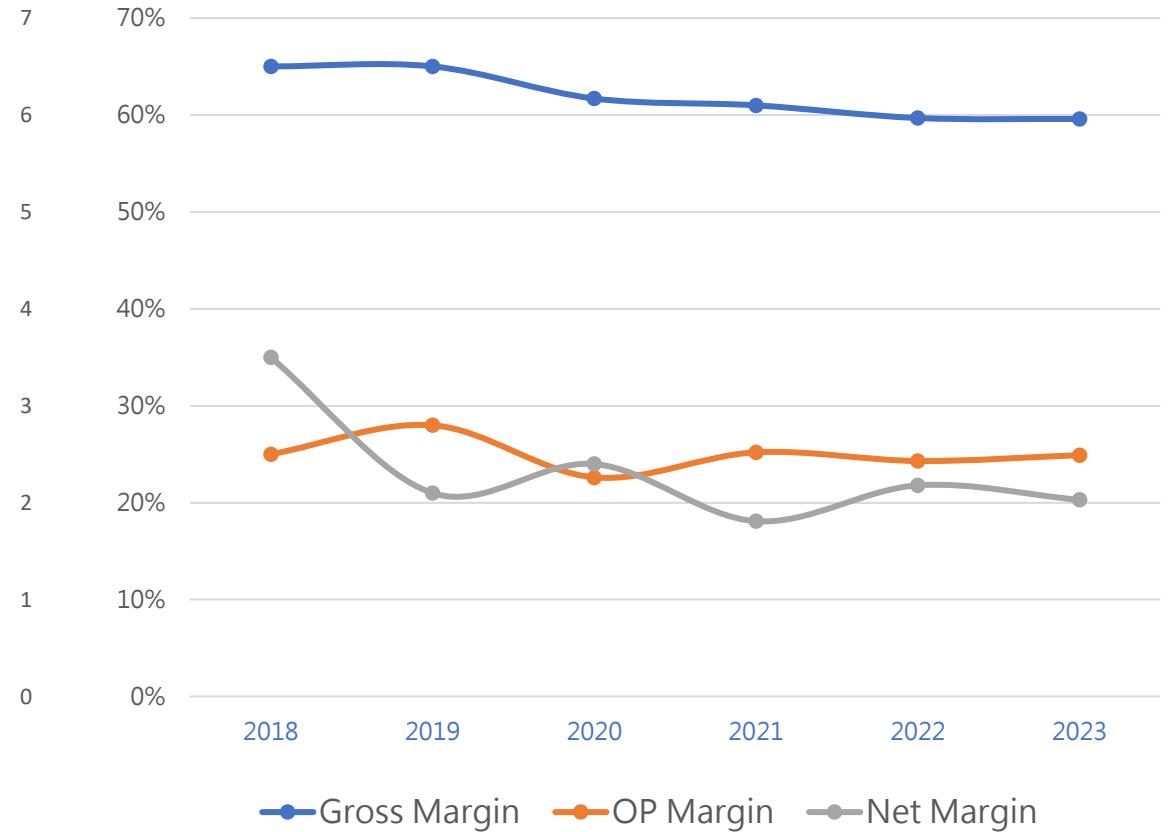
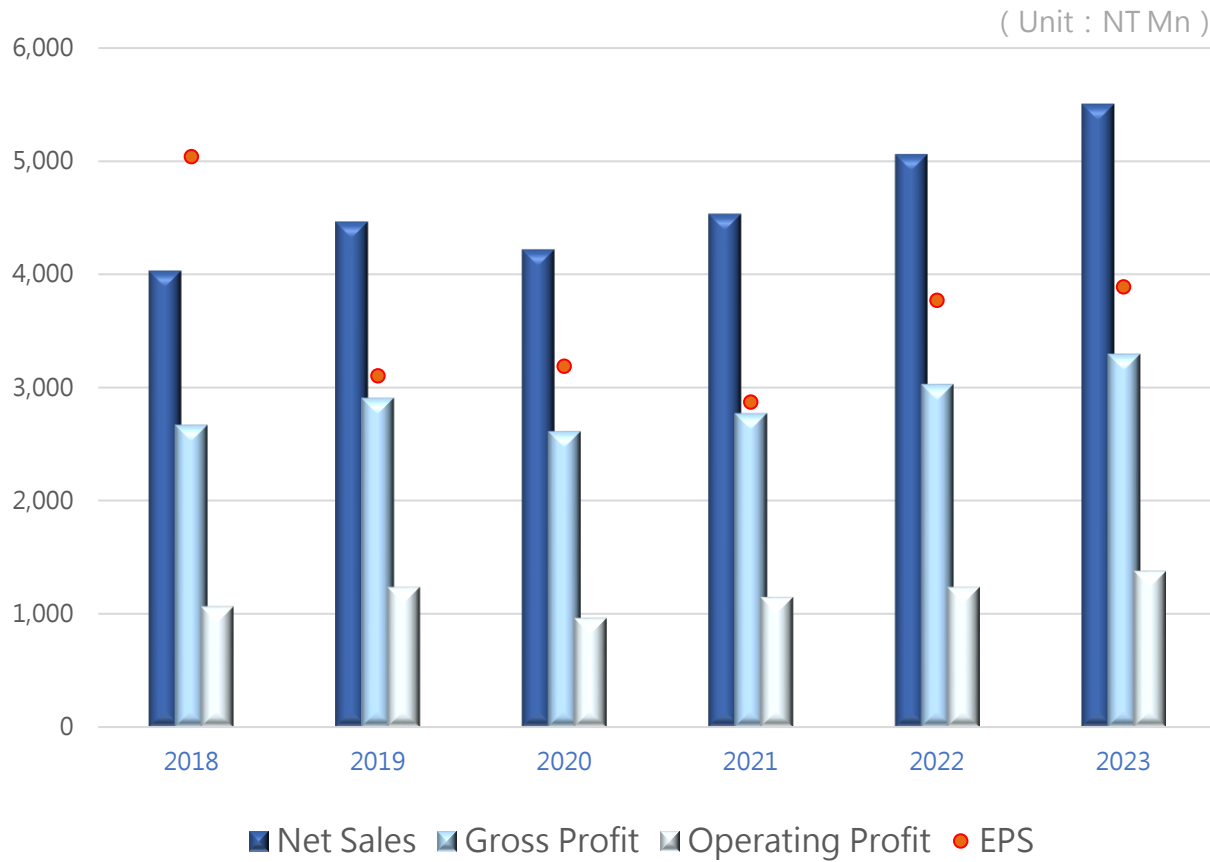
# Financial & ESG Performance

Company Overview

Market Deployment

Strategy Development

# Brilliant Financial Performance

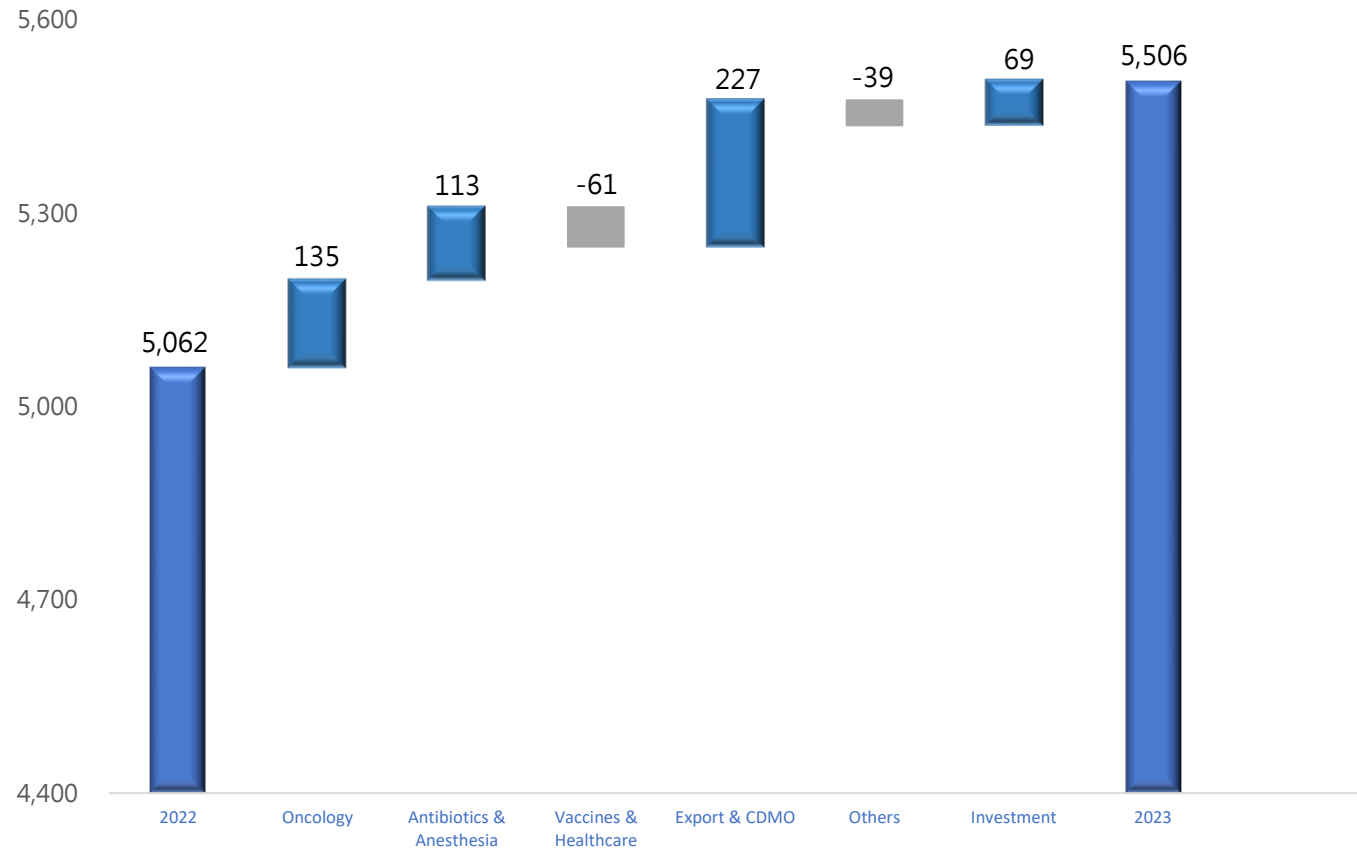


# Income Statement for 2023

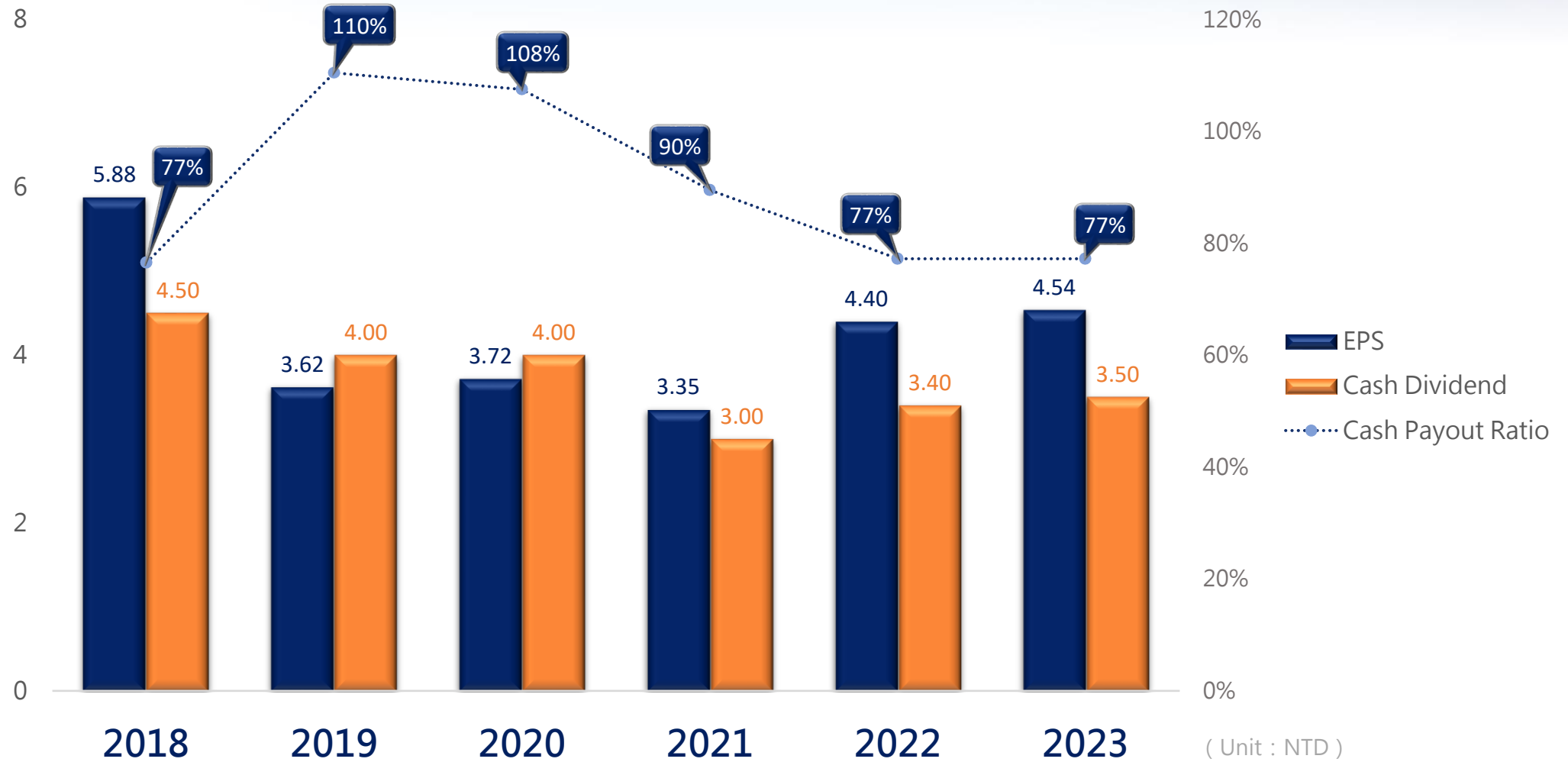
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Item	2023	2022	Variance	YoY
	Amount	Amount		
Net Sales	5,506	5,062	444	9%
Gross Profit	3,287	3,021	266	9%
Operating Profit	1,372	1,228	144	12%
Income before Tax	1,419	1,408	11	1%
Net Income (Consolidated)	1,119	1,103	16	1%
Net Income (TTY)	1,129	1,094	35	3%
EPS (NT)	4.54	4.40	0.14	3%
Gross Margin	60%	60%	0%	
Operating Margin	25%	24%	1%	
Net Margin	20%	22%	-2%	

( Unit : NT Mn )



# Dividend Payout



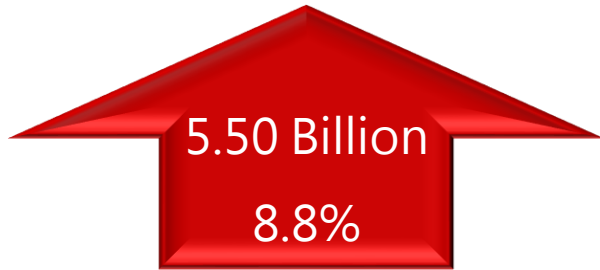
# Excellent Performance

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Year 2023

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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