BIOPHARM 台灣東洋藥品

WELCOME TO JOIN US

September, 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 forwardlooking 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.





Market Deployment

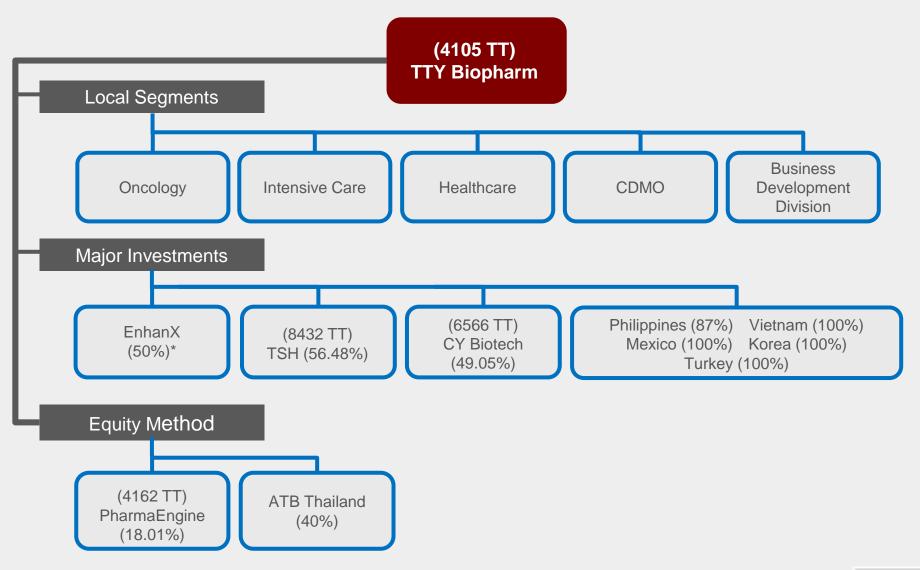
Pipeline Status

Financials & ESG Performance

Summary

Structure

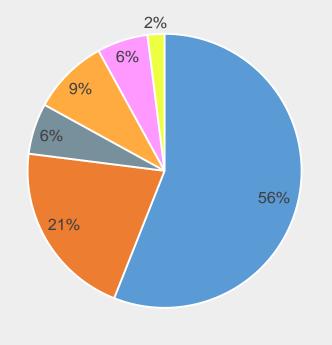




Revenue Breakdown

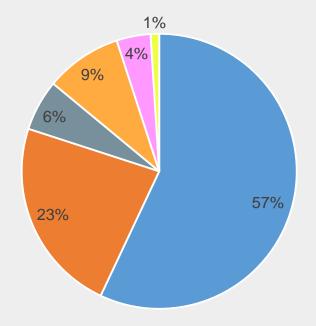


sales breakdown 1H/22



Oncology Infection Healthcare CDMO BDD Others

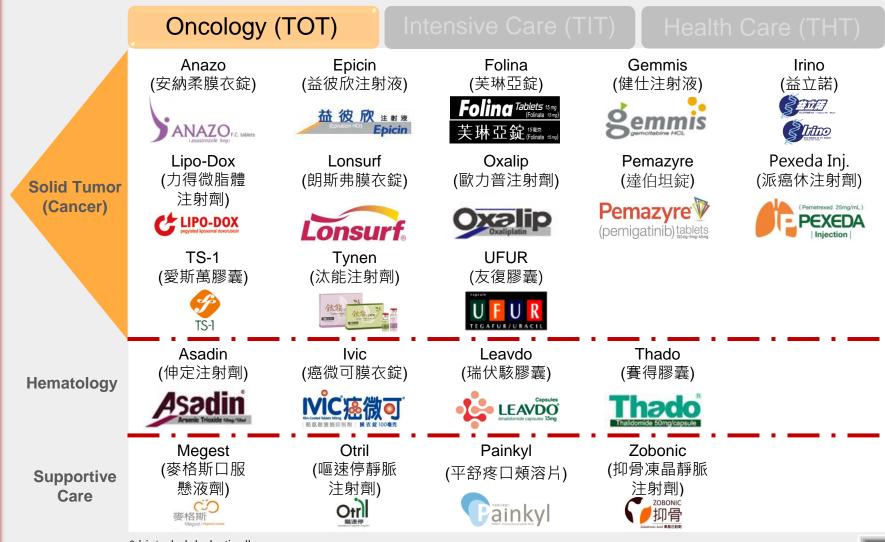
sales breakdown 1H/21



Oncology Infection Healthcare CDMO BDD Others

Major Products (1)

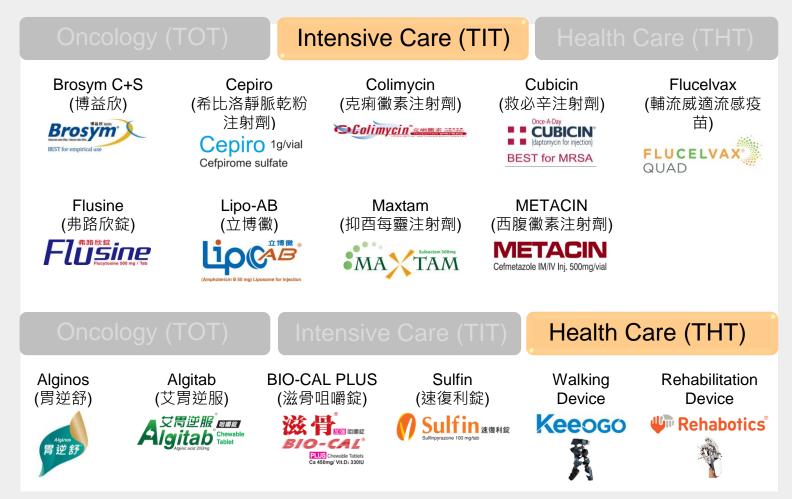




* Listed alphabetically.

Major Products (2)





* Listed alphabetically.





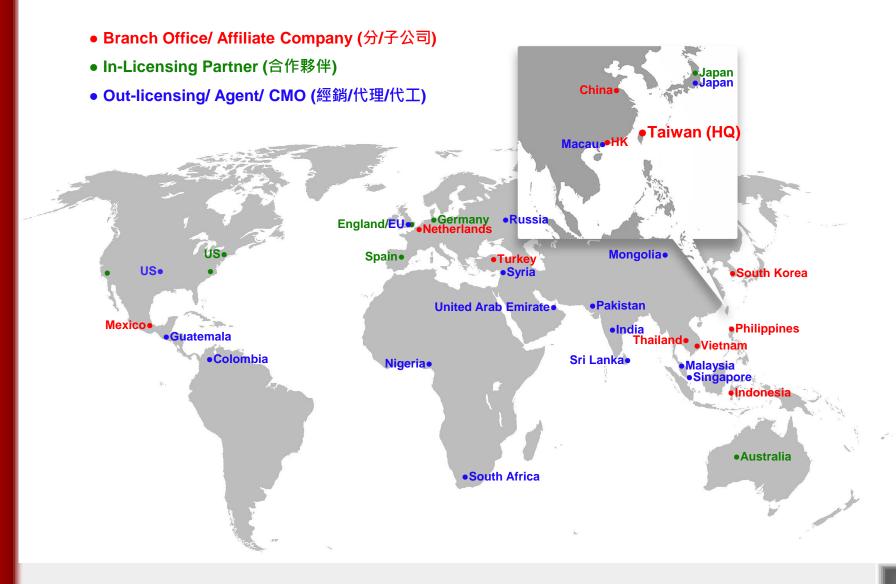
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Overseas Market Revenue & Profit



Vietnam & Philippines turned into profit since 2018.







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





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New Drugs / Difficult Generic Drugs



Development

Product	Туре	Indication	Market Value (USD Mn)	Original Pharma	Patent Expired	Expected to Market
Pegylipo (EU)		Ovarian Cancer	600	JJ	2016	2024
*Lipo-AB	liposome	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 BE data results are positive.

*Completion of pilot clinical trials.

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

Liposome & Microspheres as Technology Platform



TTY Development

Product	Туре	Indication	Approval expected time
*Arsenic Trioxide	Generic	Acute Promyelocytic Leukemia, APL	USA 2021
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

*Arsenic Trioxide received FDA approval in October, 2021.

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

License-in Products



License-in

Product	Indication	Partner	Expected to Market	
Trabectedin (Yondelis)	Soft Tissue Sarcoma	Spain Co.	2020.9	
Pemazyre	Metastatic Cholangiocarcinoma	US Co.		ained on 23, 2021
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	

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

Development Strategy- Growth Momentum

R&D Strategic Cooperation

- ➤ License-in
- > Self-development
- Establish
 Biotechnology
 Alliance

R&D & Manufacturing

- Emphasize PIC/S GMP Process (CMO)
- Focus on R&D technology (CDMO)
- Enlarge the potential of specialty development

Sales

- Complete production lines in specific categories
- Deepen the sales channels to expand the territory of domestic and overseas markets





Market Deployment

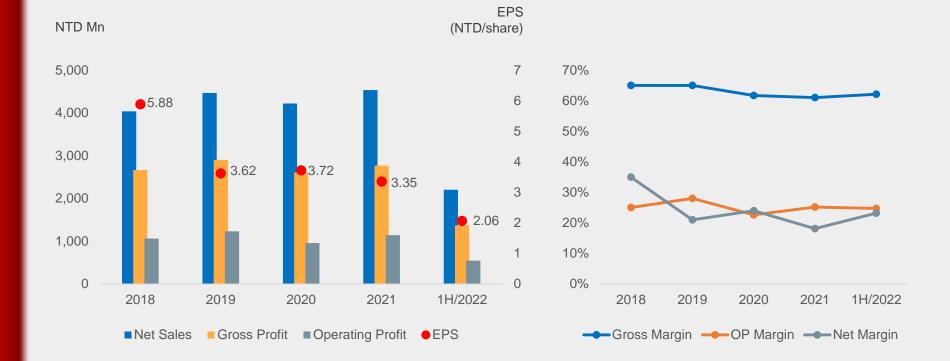
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Financials & ESG Performance

Summary

Financial Performance (Consolidated)





1H/2022 Financials



NTD in Mn

ltom	1H/20)22	1H/2	021	Variance	YoY
ltem	Amount	%	Amount	%	variance	TOT
Net Sales	2,203	100%	2,007	100%	196	10%
Gross Profit	1,367	62%	1,257	63%	110	9%
Operating Expenses	823	37%	766	39%	57	7%
Operating Profit	544	25%	491	24%	53	11%
Non-Operating Income (Loss)	94	4%	(144)	-7%	238	-166%
Income before Tax	638	29%	348	17%	290	83%
Net Income (Consolidated)	511	23%	231	11%	280	121%
Net Income (TTY)	512	23%	235	11%	277	118%
EPS (NT)	2.06	6	0.9	95	1.11	117%
Gross Margin	62.1	%	62.6	6%	-0.5	ppt
Operating Margin	24.7	%	24.	5%	0.2	opts
Net Margin	23.2	%	11.	5%	11.7	ppts



Balance Sheet

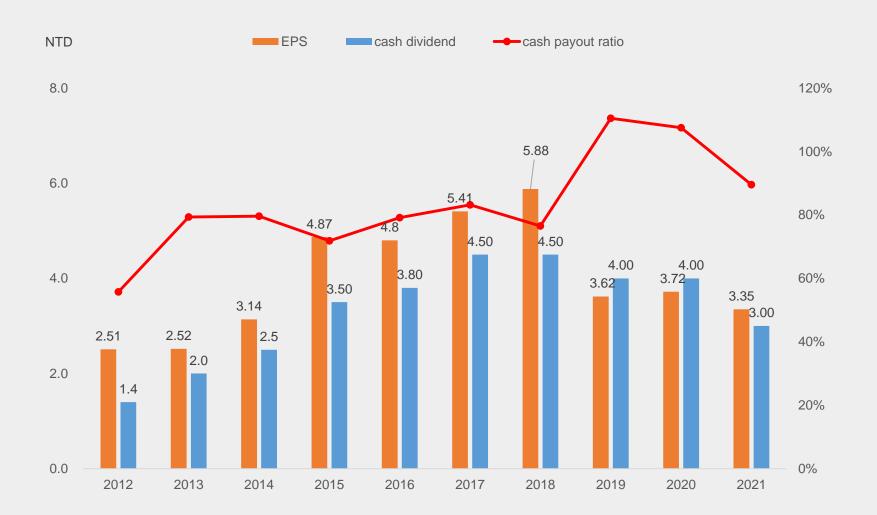
NTD Mn	2Q/2022	2Q/2021
Total Debt	1,750	1,885
Net Debt	(916)	(894)
Net Debt/Equity	-18%	-16%
Current Ratio	146%	207%
Book value/share(NT\$)	20.2	22.6

Cash Flow

NTD Mn	1H/2022	1H/2021
from Operating	462	599
from Investing	(23)	(42)
from Financing	(377)	(257)
FX Impact	93	(31)
Net Cash Flow	155	269
Beginning Balance	2,222	2,224
Ending Balance	2,377	2,493

Dividend Payout





ESG Focus



6 Consecutive Years	Ranked in the Top 5% OTC companies by TWSE Corporate Governance Evaluation.
Female Directors	2 were elected as directors to reflect gender diversity in the BoD.
Gender Equality 🔾	39.68% of female in the company hold key-leadership positions, which achieves gender equality in the workplace.
BoD 🔶	Average 97.78% attendance within a total 10 BoD meetings in 2021.
Manufacturing Sites	The discharged sewage and air pollutants are far below the government's management standards.
2021 🧅	In response to climate change issues, established a comprehensive strategies and indicators for TCFD (Task Force on Climate-related Financial Disclosures).
2021 🧅	Self-disclosure of SASB (Sustainability Accounting Standards Board) of climate-related to achieve sustainability.





Market Deployment

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Product Pipeline

- Expand the coverage of flu influenza recipients to increase market share.
- Lipo-AB (North America) / 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%.

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.



