




TTY Biopharm 4105

Operational Results Report



2025.03.26

Disclaimer

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;
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- 9 litigation;
- 10 loss of key executives or other employees; and
- 11 adverse publicity and news coverage.

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01 2024 Operational Highlights



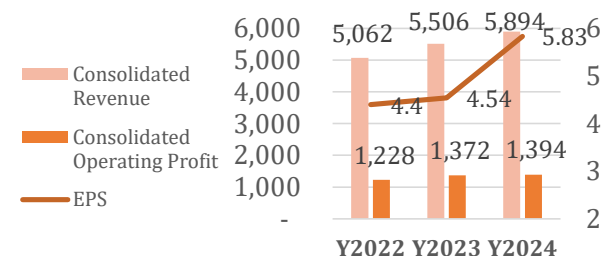
Strong Revenue Growth in 2024 with Continued Expansion in Overseas Markets

Revenue Overview

✓ **Consolidated Revenue**
YoY growth +7% **5.89 billion**

✓ **Consolidated Operating Profit**
YoY growth +2% **1.39 billion**

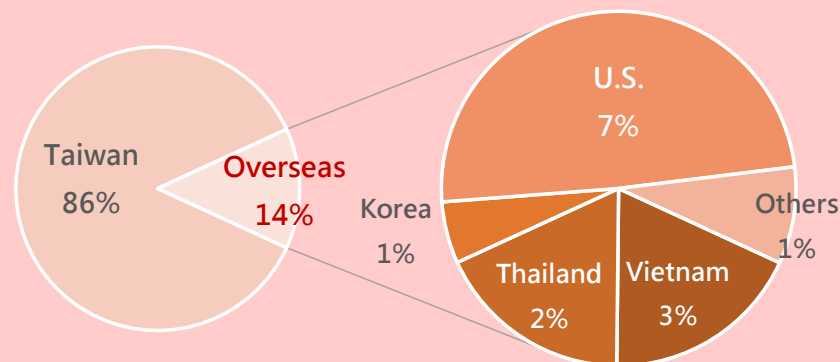
✓ **EPS**
YoY growth +28% **NT\$5.83**



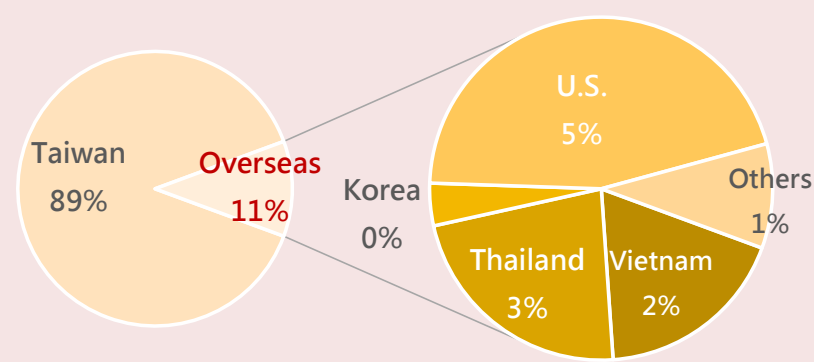
Market Development Highlights

- Received milestone from European and overseas market respectively from co-developed products of long-lasting microsphere and liposomes drugs with international pharma companies.
- Lipo-AB sales saw a significant leap in the U.S. market.
- To explore the Vietnamese market by signing memorandums with 4 Vietnamese hospitals to provide multiple treatment options for cancers.

2024 Overseas Sales Ratio



2023 Overseas Sales Ratio



2024
Operational
Highlights

2024
Financial
Performance

2025 Outlook

Three Arrows of Operation with Outstanding Results

2024
Operational
Highlights

2024
Financial
Performance

2025 Outlook

Export Difficulty Generic Drugs

Lipo-AB

- ▶ Lipo-AB sales saw a significant leap in the U.S. market.
- ▶ Received milestone from European market of liposome products
- ▶ Regulatory submissions initiated in Vietnam, the Philippines, Australia, and South America.

Octreotide LAR

- ▶ Received milestone from overseas market of long-lasting microsphere drug

License-in International New Drugs

Access to Global Therapies

- ▶ New global bile duct cancer drug entered local clinical trials
- ▶ Innovative blood cancer targeted therapy offering diverse treatment options
- ▶ The 5-Fu, compound oral capsule cancer drug, TS-1, has a new indication for early breast cancer and received certification on August 22, 2024.
- ▶ TTY_B vaccine received drug license in August.
- ▶ Introducing the quadrivalent influenza vaccine for seniors over 65 years old to choose and better protection.
- ▶ The cellular influenza vaccine distributing by TTY was published in an authoritative journal on the latest protective effect.
- ▶ The "cocktail therapy" with oral chemotherapy drugs and monoclonal antibody-targeted drugs for metastatic colorectal cancer has been approved by the TFDA.

Cross-Border Corporate Collaboration

- ▶ Strategic product alliances

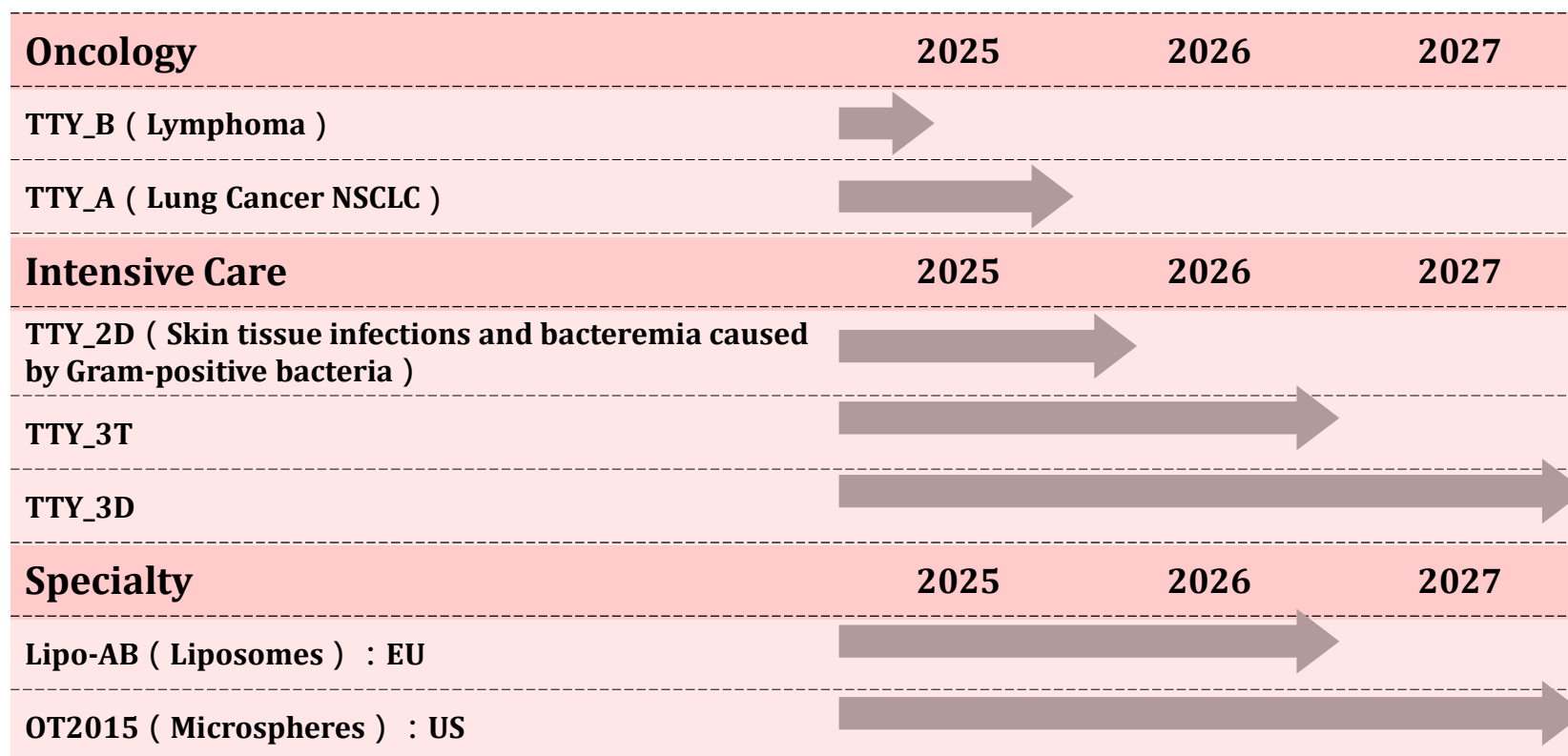
Self-developed New Drug

Strengthened Supply Resilience

- ▶ Polymyxin B, the antibiotics new drug received license.
- ▶ First domestically produced lung cancer targeted therapy (TTY_A) enters international treatment protocol in Taiwan

Product Pipeline: Self-develop, License-in, Cooperation

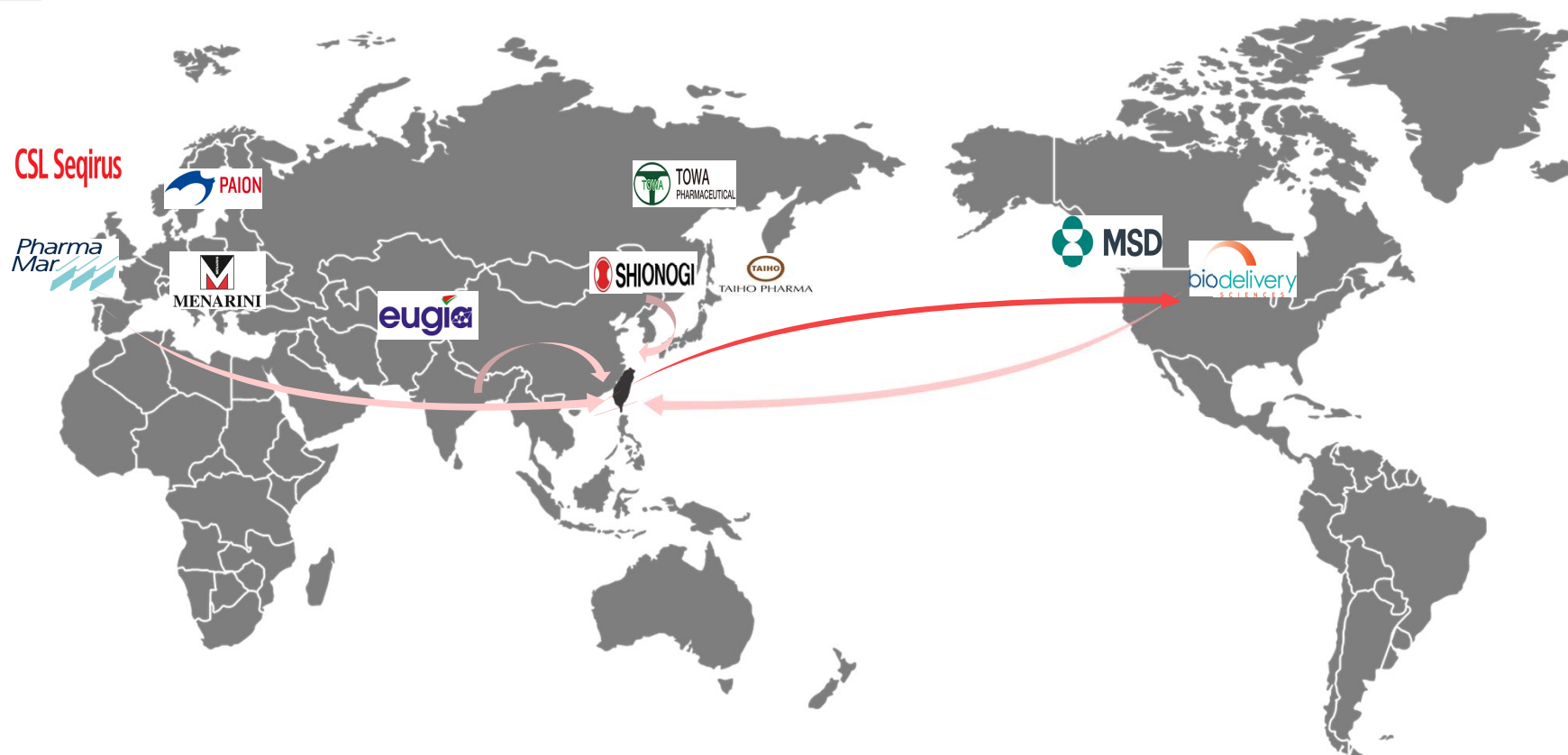
- Alliance with international partners to strengthen the advantage of the product portfolio
- Joint-develop specialty of generic drugs with international partners and expand overseas markets



• Note: those without marked are in Taiwan

Deploy Globally and Expand Overseas Market

- License-in/ collaboration/ **sales 130 drugs in 18 countries globally.**
- The export market will continue to grow and expand steadily, focusing on the development of the US and other major markets.
- Deepen cooperation with ASEAN markets, and sign MOUs with key hospitals in Vietnam market.



02 2024 Financial Performance



Financial Performance

Income Statement (Unit: NT Thousand, except EPS)		2024	2023	YoY %
Net Sales		5,893,847	5,505,542	7%
Operating Cost		(2,479,113)	(2,218,466)	12%
Gross Profit		3,416,171	3,282,130	4%
Gross Margin (%)		58%	60%	
Operating Expenses		(2,022,315)	(1,909,697)	6%
Operating Profit		1,393,856	1,372,433	2%
Operating Margin (%)		24%	25%	
Non-operating Income		491,831	47,032	946%
Profit before Tax		1,885,687	1,419,465	33%
Net Income (Consolidated)		1,519,354	1,118,601	36%
Net Margin (%)		26%	21%	
Net Profit Attributable to Owners of the Parent Company		1,449,622	1,128,509	
EPS (Unit : NTD)		5.83	4.54	

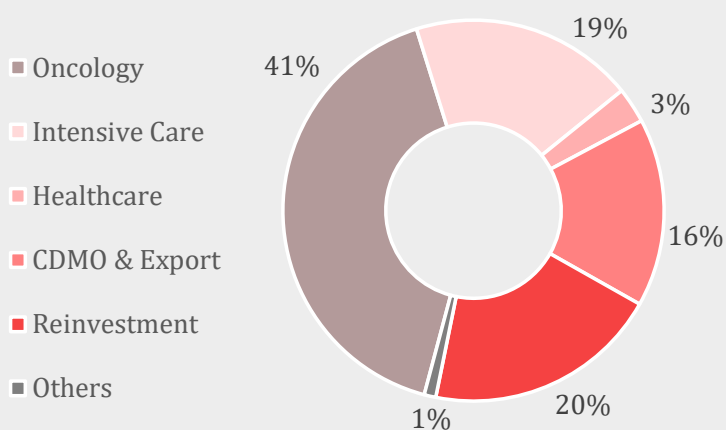
2024 Financial Performance

- YoY consolidated revenue was 58.9 billion, +7% due to the high growth of overseas markets and Intensive Care BU, and momentum of reinvestment.
- YoY consolidated operating gross profit at 58% (-2% compared with the same period last year).
- Operating profit increased 6% than last year same period by the increased of R&D of new products and marketing fee.
- Non-operating income increased by 946% due to the increase of the investment (PE & ATB Thailand) returns compared to last year same period. In addition, an impairment was recognized in 2023 based on the asset valuation results.
- Net income after tax was 15.19 billion, and the net profit attributable to owners of the parent company was 14.49 billion, and EPS was NT\$5.83, representing a year-over-year increase of NT\$1.29.

2024 Steady Revenue Growth

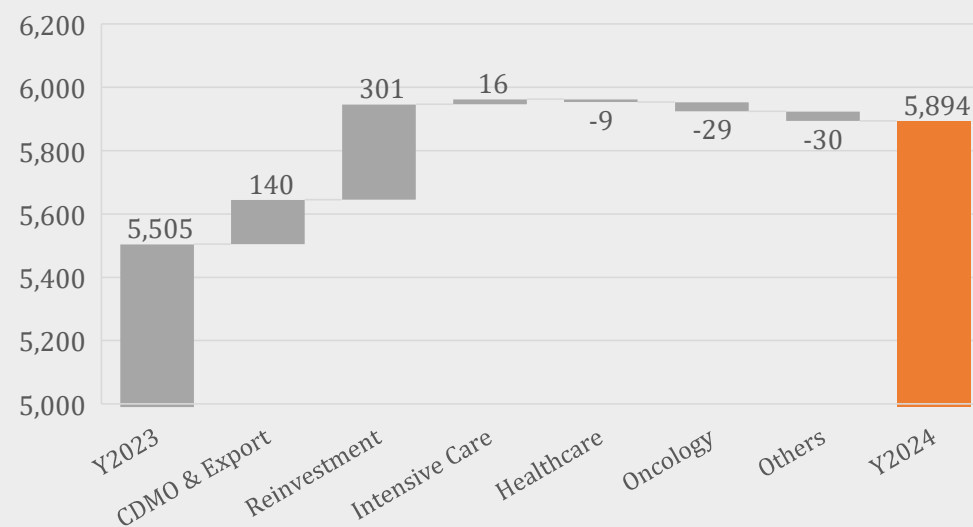
2024 Revenue Breakdown

Product Category %



2024 Revenue Growth

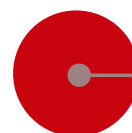
Revenue (NT Mn)



03 2025 Outlook

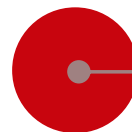


Core Strategy and the Three Arrows are Implemented



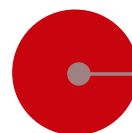
Strengthen Global Deployment

Explore potential products and expand international market through authorization, distribution, strategic cooperation and M&A.



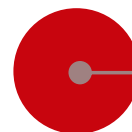
International Regulations

Understand the regulations in targeted markets and plan for the RA strategy and timeline to speed-up products launch.



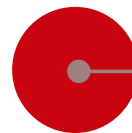
R&D Potentials

Integrate key technologies to create and focus on specialty platforms (liposomes, microspheres) to speed-up product development.



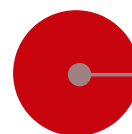
Strengthen Local Clinical Collaborations

Over the past 3 years, we've partnered with leading medical teams to support breakthrough clinical research and generate local data that guides real-world drug use.



Optimize Manufacturing Processes

Construct and maintain PIC/S GMP management system to manufacture injection and oral drugs.



Expand Marketing and Sales Channels

Expand domestic and overseas channels to promote high quality and suitable pharmaceutical drugs, to fulfill the unmet needs of patients and market.