




TTY Biopharm 4105

Operational Results Report



2024.06.26

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:

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01 Q1/2024 Operational Highlights



Strong Revenue with Overseas Market Expansion

Operational
Results Report

Revenue Overview

✓ YoY Consolidated Revenue
+9% (1.27 billion)

✓ Consolidated Operating
Gross Margin **61%**

✓ Q1 EPS reached new high
for last 5 years **1.13**

Market Development Highlights

- Lipo-AB received profit sharing from the US. Share of overseas market revenue increased to 14%.
- Alliance with global pharmaceutical company to strengthen the oncology product portfolio.

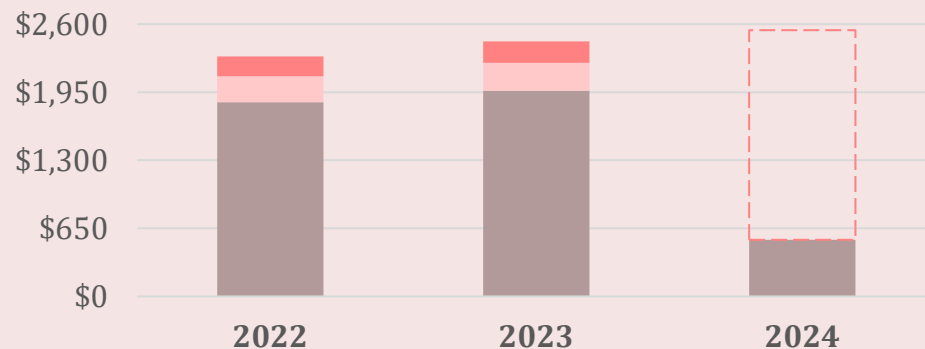
Q1/2024
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Highlights

Q1/2024
Financial
Performance

2024 Outlook

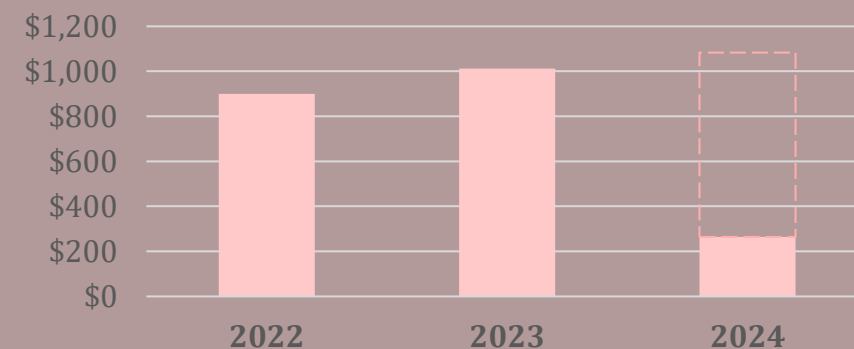
Sales of Oncology

(Unit: NT Mn)



Sales of Antibiotics

(Unit: NT Mn)



Three Arrows of Operation with Outstanding Results

Export the Difficulty Generic Drugs

- Lipo-AB received US profit sharing
- Lipo-Dox received Pakistan drug license in January

Self-developed New Drug

- Polymyxin B, the antibiotics new drug received license in February

License-in the International New Drugs

- Authorized oral drug for cholangiocarcinoma (TS1) has been NIH listed from February
- Expanding the self-pay market of cellular flu vaccines and adjuvanted vaccines

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

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2024 Outlook

- 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

| Oncology | 2024 | 2025 | 2026 |
|---------------------------|------|------|------|
| TTY_2P (MM) | → | | |
| TTY_F (Breast Cancer) | → | | |
| TTY_A (Lung Cancer NSCLC) | → | | |
| TTY_B (Lymphoma) | → | | |
| TTY_C (RCC, HCC, DTC, EC) | → | | |
| TTY_30 | → | | |

| Intensive Care | 2024 | 2025 | 2026 |
|---|------|------|------|
| 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 | 2024 | 2025 | 2026 |
| TTY_B Vaccine | → | | |
| Specialty | 2024 | 2025 | 2026 |
| Lipo-AB (liposomes): EU | → | | |
| OT2015 (Microspheres): US | → | | |

• Note: those without marked are in Taiwan

Deploy Globally and Expand Overseas Market

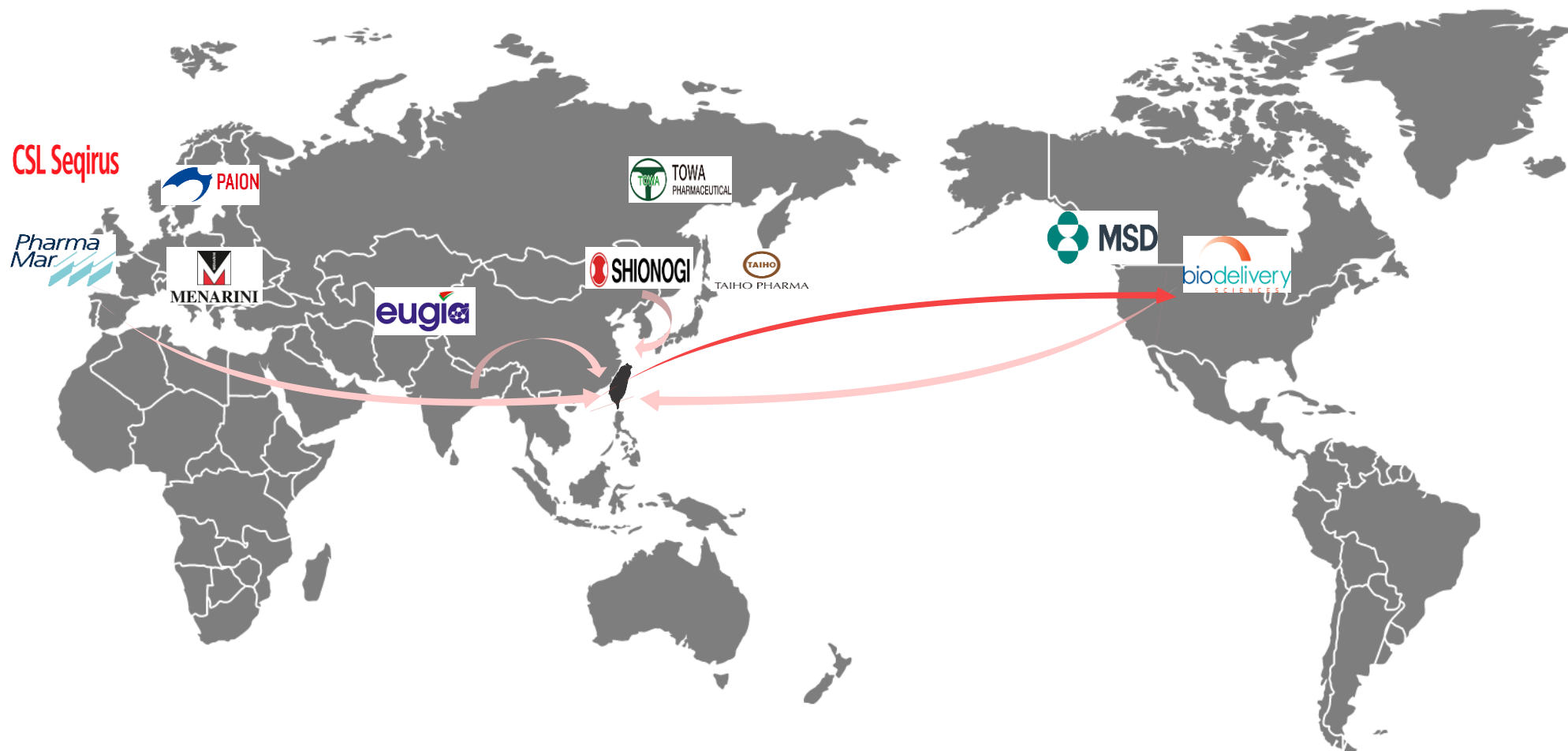
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2024 Outlook

- 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 Q1/2024 Financial Performance



Q1/2024 Financial Performance

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Income Statement

(Unit: NT Thousand,
except EPS)

| | 2024 Q1 | 2023 Q1 | YoY % |
|----------------------------------|------------------|------------------|------------|
| Net Sales | 1,273,605 | 1,166,332 | 9% |
| Operating Cost | (500,746) | (455,977) | 10% |
| Gross Profit | 722,859 | 710,355 | 9% |
| Gross Margin (%) | 61% | 61% | |
| Operating Expenses | (461,019) | (466,575) | -1% |
| Operating Profit | 309,901 | 245,399 | 26% |
| Operating Margin (%) | 24% | 21% | |
| Net Income (Consolidated) | 294,726 | 234,541 | 26% |
| Net Margin (%) | 23% | 20% | |
| EPS (Unit : NTD) | 1.13 | 0.96 | 0.17 |

Q1/2024 Financial Performance

- YoY consolidated revenue +9% due to the high growth of overseas markets in US and Southeast Asia.
- YoY consolidated operating gross profit remained the same at 61%.
- Operating profit 24% with 3% increased than last year same period due to reinvestment income.

Q1/2024 Steady Revenue Growth

Operational
Results Report

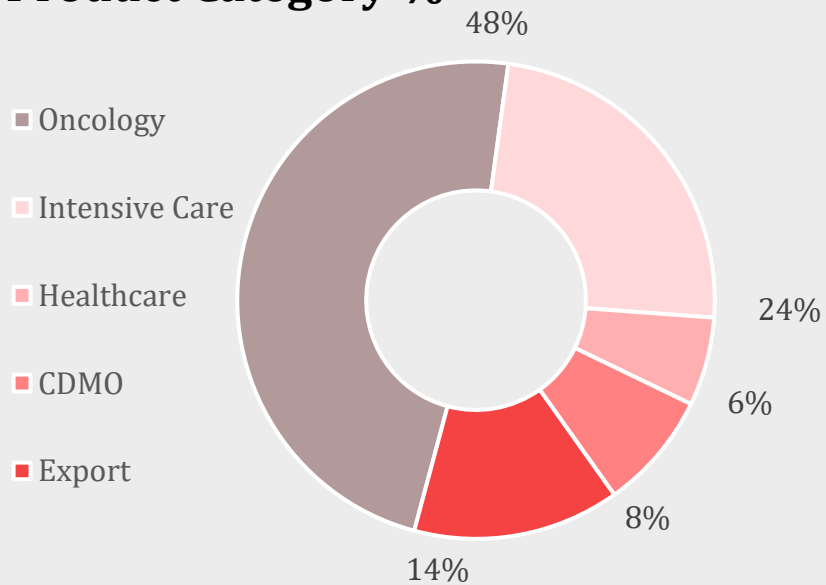
Q1/2024 Revenue Breakdown Q1/ 2024 Revenue Growth

Q1/2024
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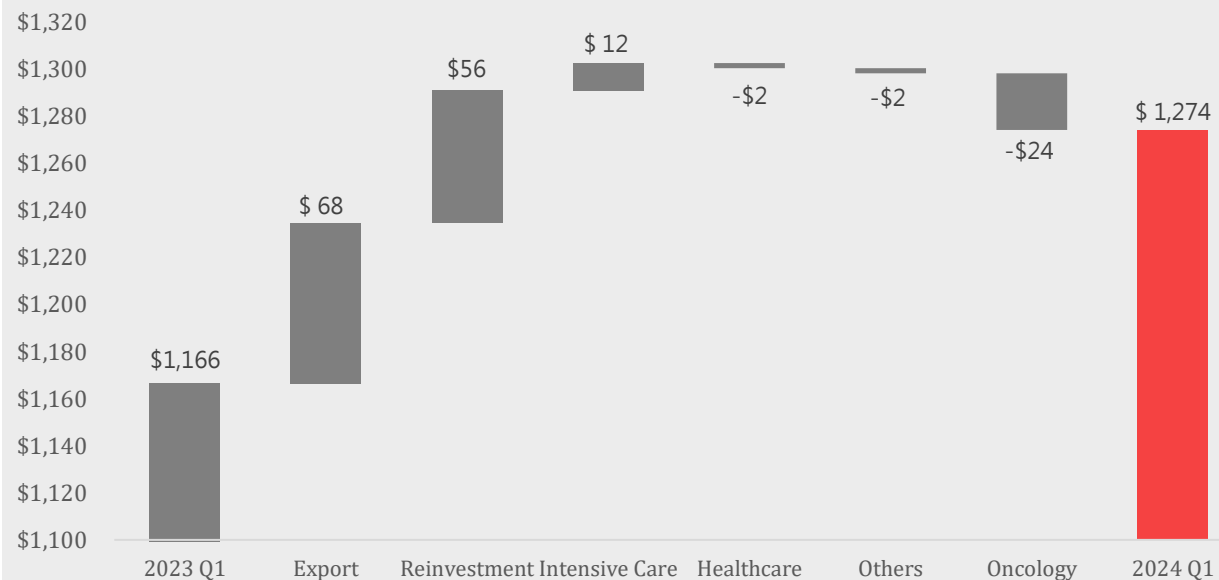
**Q1/2024
Financial
Performance**

2024 Outlook

Product Category %



Revenue (NT Mn)



Q1/2024
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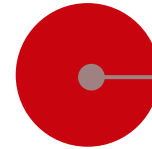
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2024 Outlook

03 2024 Outlook

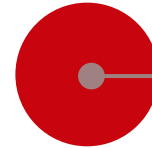


Core Strategy and the Three Arrows are Implemented



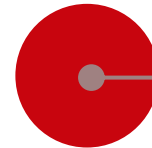
Strengthen Global Deployment

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



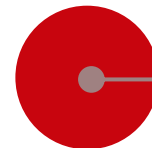
International Regulations

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



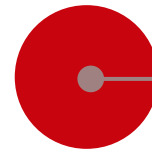
R&D Potentials

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



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.