




TTY Biopharm 4105

Operational Results Report



2024.11.27

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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:

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01 Q1~Q3/2024 Operational Highlights



Strong Revenue with Overseas Market Expansion

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Revenue Overview

✓ YoY Consolidated Revenue
+8% (4.18 billion)

✓ Consolidated Operating
Gross Margin **61%**

✓ EPS remained app. the same
as same period last year **\$3.7**

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.
- To explore the Vietnamese market by signing memorandums with 4 Vietnamese hospitals to provide multiple treatment options for cancers.

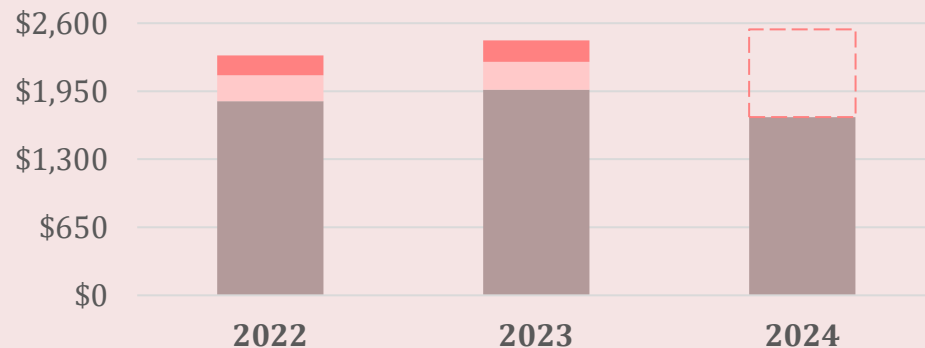
Q1~Q3/2024
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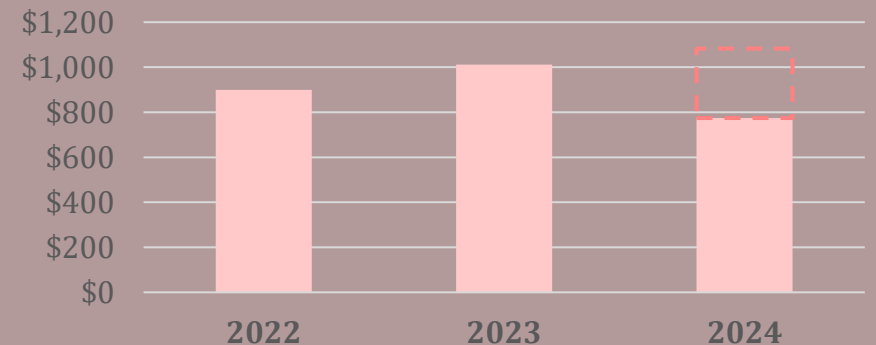
Sales of Oncology

(Unit: NT Mn)



Sales of Antibiotics

(Unit: NT Mn)



Three Arrows of Operation with Outstanding Results

Operational
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Export the Difficulty Generic Drugs

- Received milestone from overseas market of long-lasting microsphere drug, OT2015.
- Received milestone from European market of liposome products, Amphotericin B, Lipo-AB.

Self-developed New Drug

- Polymyxin B, the antibiotics new drug received license.

License-in the International New Drugs

- The "cocktail therapy" with oral chemotherapy drugs and monoclonal antibody-targeted drugs for metastatic colorectal cancer has been approved by the TFDA.
- 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.
- The cellular influenza vaccine distributing by TTY was published in an authoritative journal on the latest protective effect.
- Introducing the quadrivalent influenza vaccine for seniors over 65 years old to choose and better protection.

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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

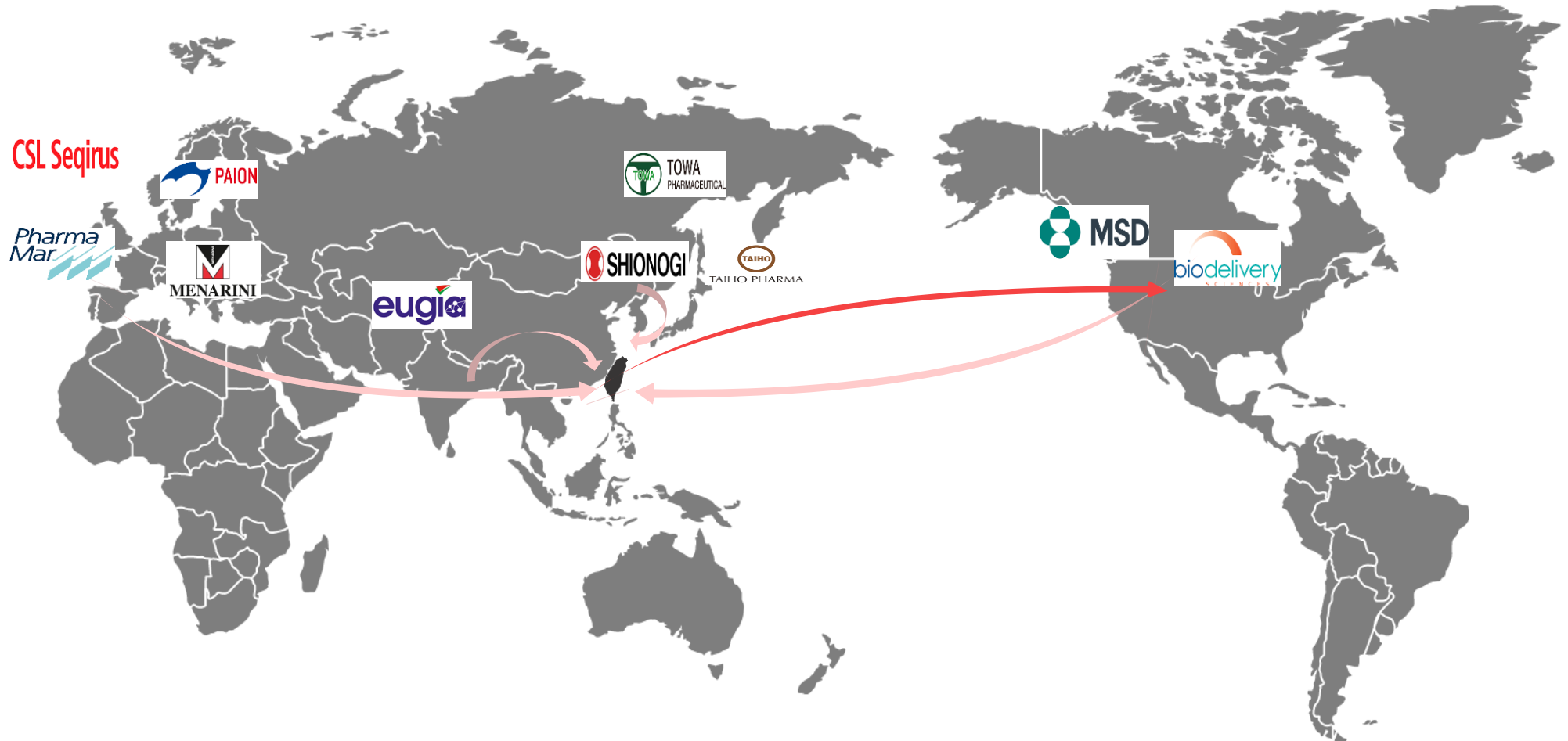
Oncology	2024	2025	2026
TTY_2P (MM)	→		
TTY_F (Breast Cancer)	→		
TTY_A (Lung Cancer NSCLC)	→		
TTY_B (Lymphoma)	→		

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 (Skin tissue infections and bacteremia caused by Gram-positive bacteria)	→		
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

- 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.



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02 Q1~Q3/2024 Financial Performance



Q1~Q3/2024 Financial Performance

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Income Statement			
(Unit: NT Thousand, except EPS)	Q1~Q3/2024	Q1~Q3/2023	YoY %
Net Sales	4,181,720	3,860,775	+8%
Operating Cost	(1,649,981)	(1,448,589)	+14%
Gross Profit	2,526,864	2,410,664	+5%
Gross Margin (%)	61%	62%	
Operating Expenses	(1,483,468)	(1,326,878)	+12%
Operating Profit	1,043,396	1,083,786	-4%
Operating Margin (%)	26%	28%	
Non-operating Income	173,739	108,638	+60%
Profit before Tax	1,217,135	1,192,424	+2%
Net Income (Consolidated)	975,799	938,278	+4%
Net Margin (%)	23%	24%	
EPS (Unit : NTD)	3.7	3.7	

Q1~Q3 '24 Financial Performance

- YoY consolidated revenue was 4.18 billion, +8% due to the high growth of overseas markets and Intensive Care BU, and momentum of reinvestment.
- YoY consolidated operating gross profit at 61% (-1% compared with the same period last year).
- Operating profit increased 12% than last year same period by the increased of R&D of new products and marketing fee.
- Non-operating income increased by 60% due to the increase of the investment (PE & ATB Thailand) returns compared to last year same period.
- Net income after tax was 976 million, and the net profit attributable to owners of the parent company was 915 million, EPS NTD\$3.7 was about the same as the same period last year.

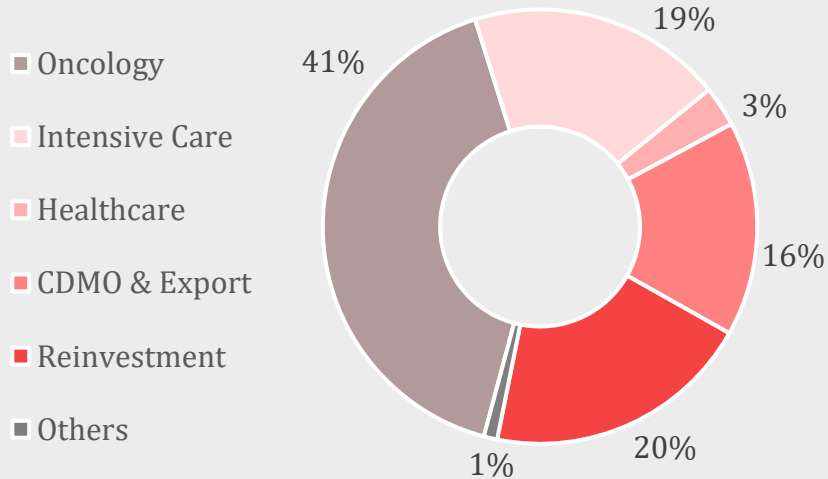
1H/2024 Steady Revenue Growth

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Q1~Q3/2024

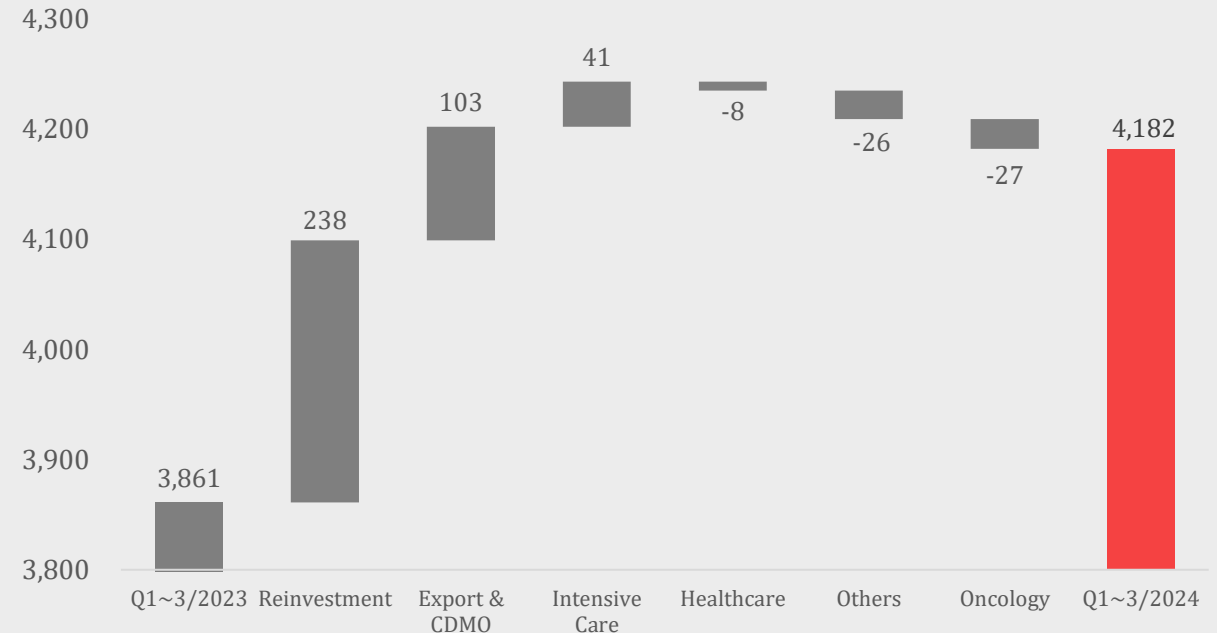
Revenue Breakdown

Product Category %



Q1~Q3/2024 Revenue Growth

Revenue (NT Mn)



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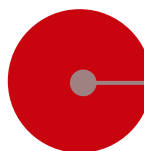
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03 2024 Outlook

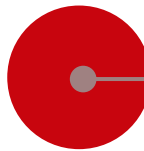


Core Strategy and the Three Arrows are Implemented



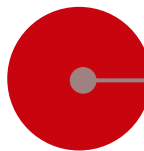
Strengthen Global Deployment

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



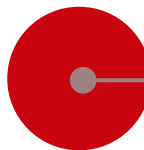
International Regulations

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



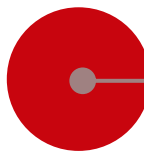
R&D Potentials

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.