

The logo features the letters 'TTV' in a bold, red, italicized font, followed by 'BIOPHARM' in a white, italicized font with a registered trademark symbol. The entire logo is set against a black diamond-shaped background.

**TTV** BIOPHARM®

台灣東洋藥品

**WELCOME TO JOIN US**

December, 2020

# 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 forward-looking 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.

# Agenda

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市場佈局

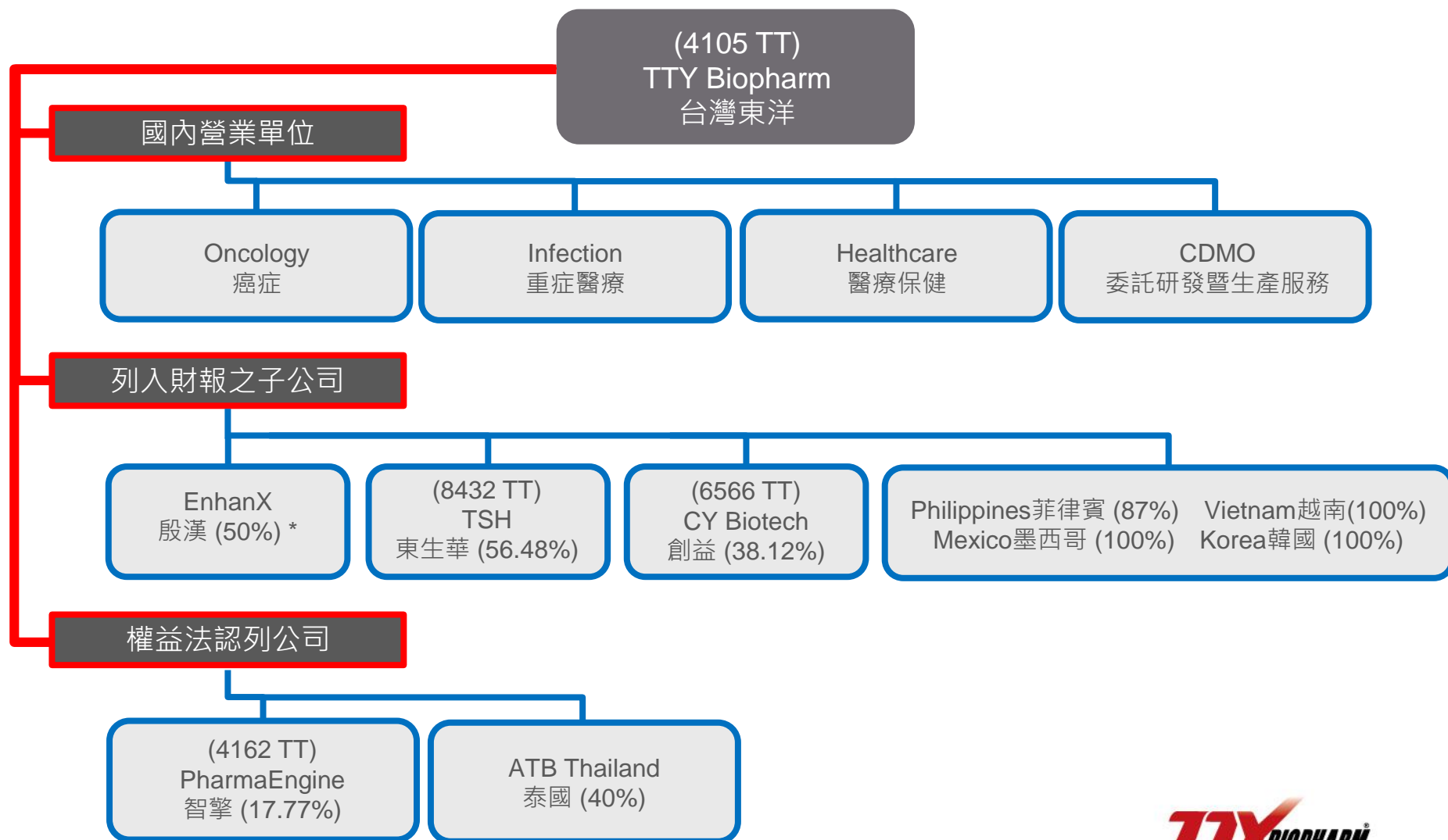
Pipeline進度

財務與ESG表現

匯總報告

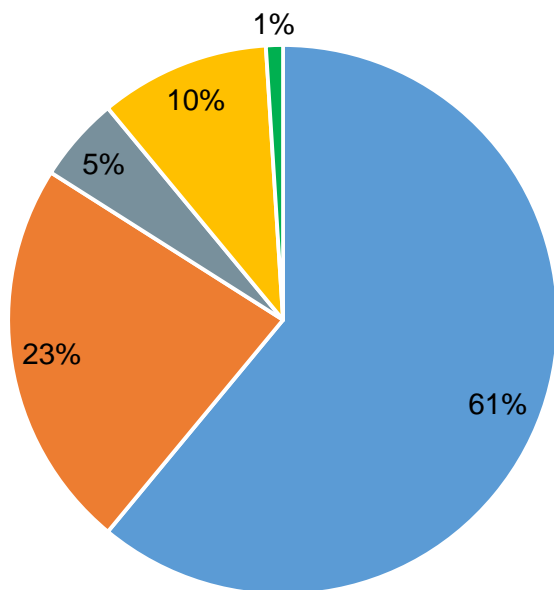
問答

# 集團組織

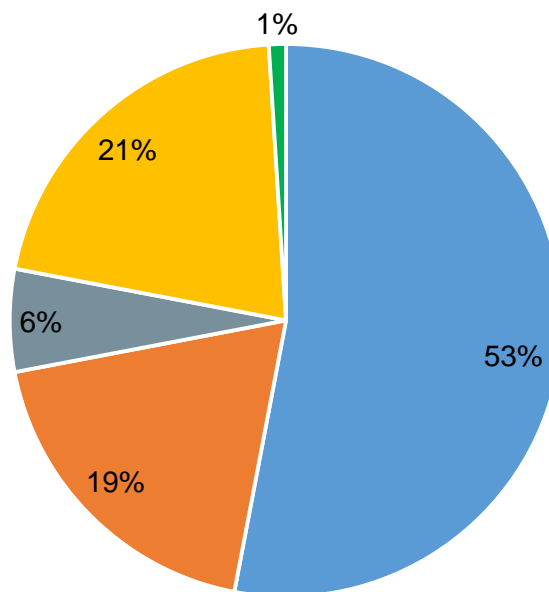


# 台灣各營業單位營收占比

1-3Q/2020



1-3Q/2019



■ 癌症 ■ 重症醫療 ■ 醫療保健 ■ 委託研發/生產服務 ■ 其它

■ 癌症 ■ 重症醫療 ■ 醫療保健 ■ 委託研發/生產服務 ■ 其它

# 主要產品 (1)

## Oncology (TOT)

UFUR  
(友復膠囊)



Gemmis  
(建仕注射液)



Epicin  
(益彼欣注射液)



Tynen  
(汰能注射劑)



Lipo-Dox  
(力得微脂體  
注射劑)



Zobonic  
(抑骨凍晶靜脈  
注射劑)



Painkyl  
(平舒疼口頰溶片)



Megest  
(麥格斯口服  
懸液劑)



TS-1  
(愛斯萬膠囊)



Ivic  
(癌微可膜衣錠)



Oxalip  
(歐力普注射劑)



Otril  
(嘔速停靜脈  
注射劑)



Lonsurf  
(朗斯弗膜衣錠)



Asadin  
(伸定注射劑)



Anazo  
(安納柔膜衣錠)



Folina  
(芙琳亞錠)



## Health Care (THT)

Thado  
(賽得膠囊)



Pexeda Inj.  
(派癌休注射劑)



Irino  
(益立諾)



Leavdo  
(瑞伏駭膠囊)



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# 主要產品 (2)

Oncology (TOT)

Intensive Care (TIT)

Health Care (THT)

Brosym C+S  
(博益欣)



Colimycin  
(克痢黴素注射劑)



Cubicin  
(救必辛注射劑)



Flucelvax  
(輔流威適流感疫苗)



METACIN  
(西腹黴素注射劑)



Lipo-AB  
(立博黴)



Flusine  
(弗路欣錠)



Maxtam  
(抑西每靈注射劑)



Cepiro  
(希比洛靜脈乾粉注射劑)



Oncology (TOT)

Intensive Care (TIT)

Health Care (THT)

Algitab  
(艾胃逆服)



BIO-CAL PLUS  
(滋骨咀嚼錠)



Alginos  
(胃逆舒)



Sulfin  
(速復利錠)



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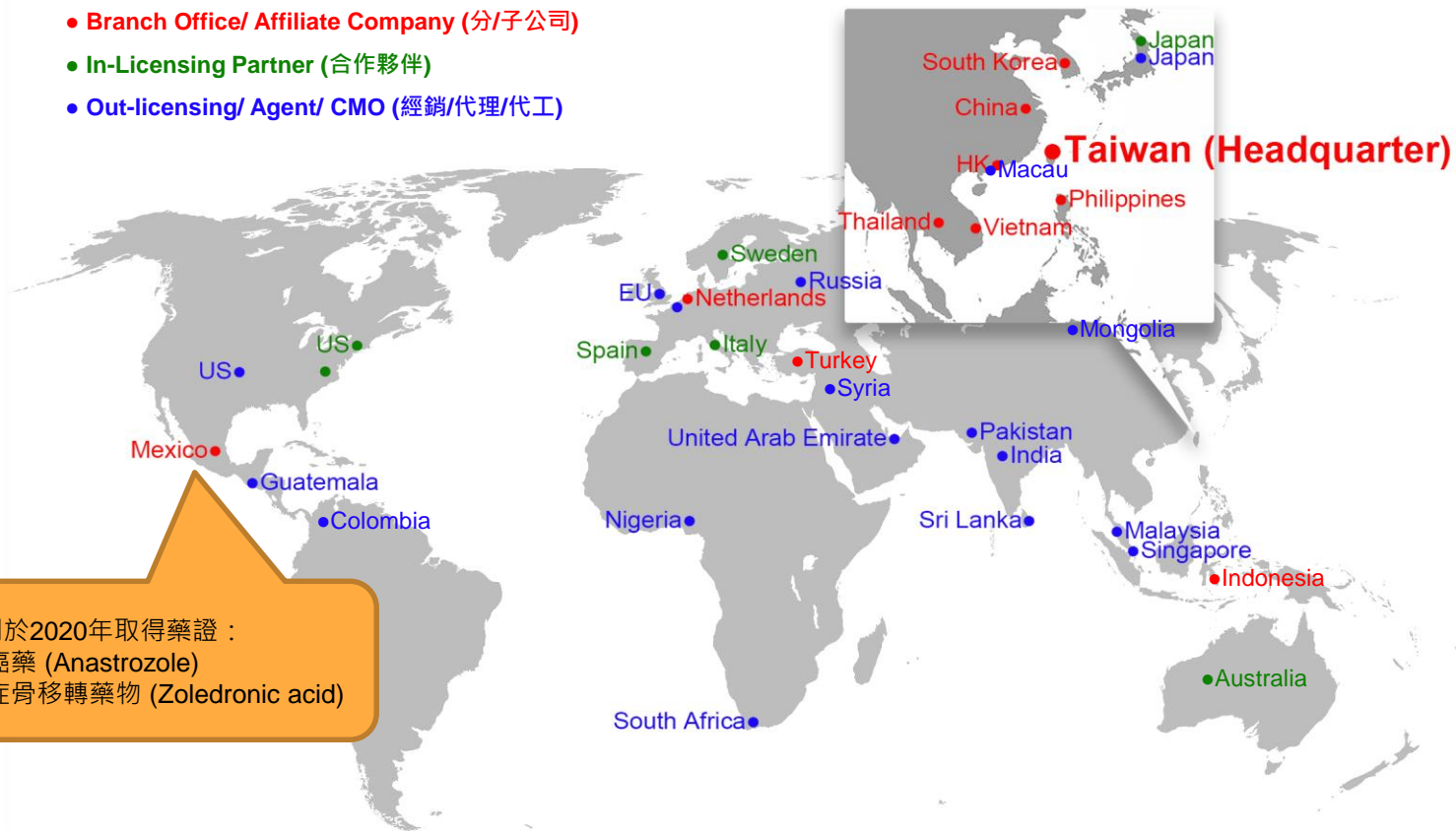
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# 市場佈局

- Branch Office/ Affiliate Company (分/子公司)
- In-Licensing Partner (合作夥伴)
- Out-licensing/ Agent/ CMO (經銷/代理/代工)



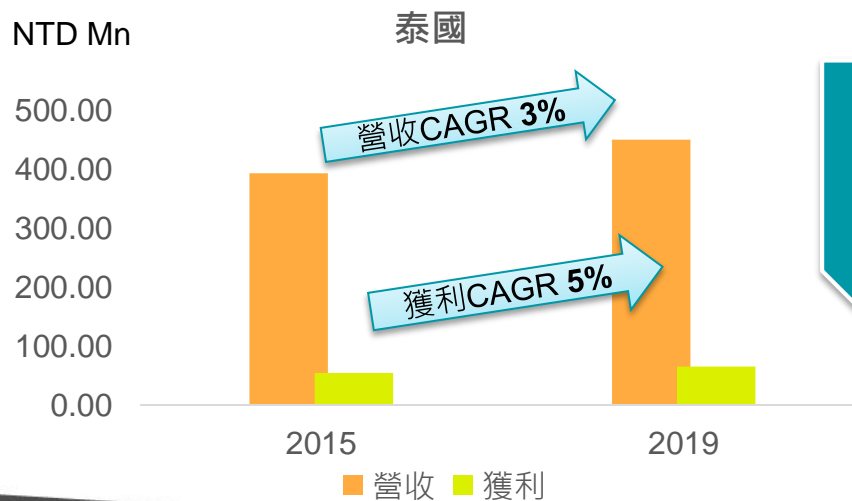
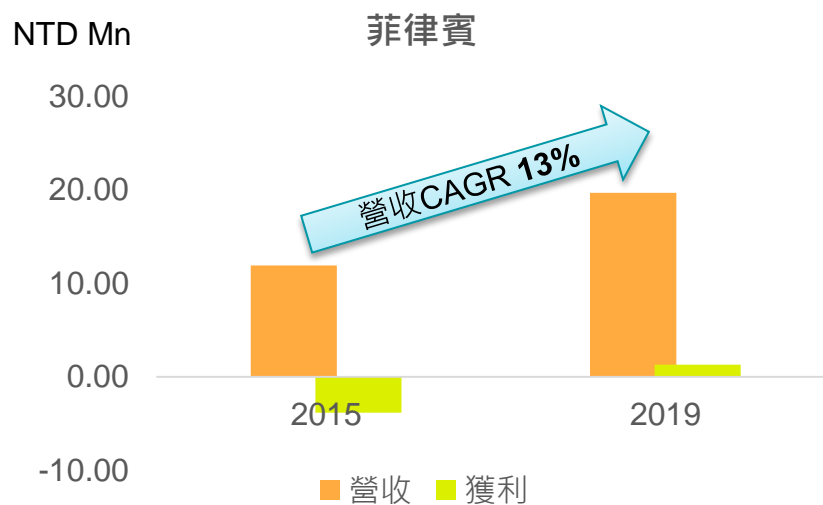
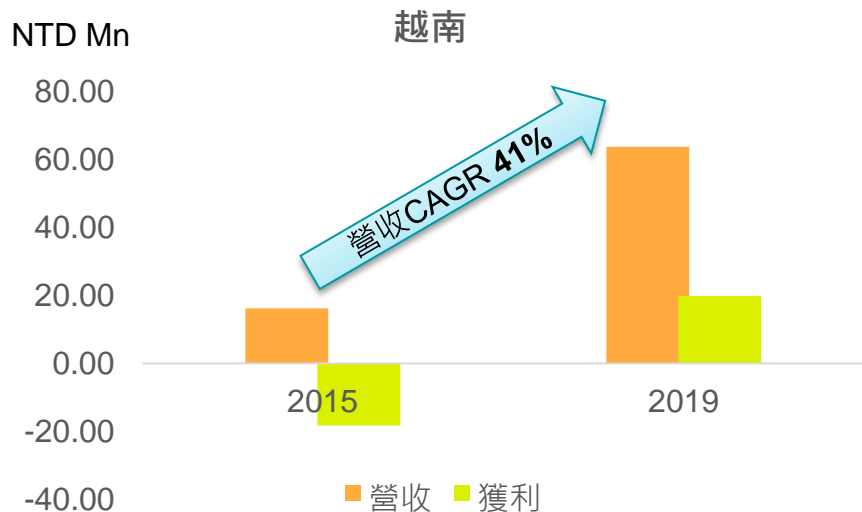
墨西哥子公司於2020年取得藥證：  
7.24-治療乳癌藥 (Anastrozole)  
12.4-治療癌症骨移轉藥物 (Zoledronic acid)

- Founded in 1960, restructured in 1996
- Traded in the Taiwan TPEX (2001, Code: 4105)
- Shares outstanding: 248.65 Million Shares (June, 2020)

- TTY Biopharm consolidated sales as of  
1-3Q/2020- NTD 3.019 B (USD 106 M)  
2019- NTD 4.44B (USD 148M)  
Headquarter: Taipei, Taiwan  
Number of employees: 554

# 海外市場營收與獲利現況

## 越南及菲律賓皆於2018年轉虧為盈



複製東南亞營運成功  
模式至其他海外市場  
為企業成長動能

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# 國際合作產品開發時程

Product	type	indication	market value (USD Mn)	Original Pharma	Patent Expire	Expected to market
<b>Pegylipo</b>	liposome	Ovarian Cancer	600	JJ	2016	2023
<b>Lipo-AB</b>	liposome	Fungal Infection	440	Gilead (liposome type)	2008	1H/2022
Leuprolide	microsphere	Prostate Cancer	1,240	TAP/ Abott & Takeda	2008	
Risperidone	microsphere	Mental Disorder	960	JJ (non microsphere)	2020	
<b>Octreotide</b>	microsphere	Acromegaly	1,630	Novartis	2017	2023
LGIA 10	microsphere	Diabetes	910			
<b>Enx-201</b>	liposome	MS Acute	1,700 (similar BBB diseases)			2025

## Liposome & Microspheres as Technology Platform

# 自行研發 與 License-in 產品

## 自行研發

產品名	開發類型	適應症	預計取證時程
TTY_1	學名藥	急性前骨髓細胞白血病	美國 2021
TTY_2	學名藥	多發性骨髓瘤	台灣 2022-2023 泰國 2023-2024 馬來西亞 2024-2025
TTY_3	新劑型新藥	革蘭氏陰性菌感染	台灣 2022

## License-in

產品名	適應症	合作對象	實際/預計 台灣上市日程
TTY_X	檢查鎮靜 全身麻醉 ICU鎮靜	英國公司	2022
TTY_Y	疾病預防	日本公司	2022
TTY_Z	多發性骨髓瘤	台灣公司	2022
Trabectedin (Yondelis)	軟組織肉瘤	西班牙公司	2020.9

海外市場發展 + pipeline 為東洋成長雙引擎

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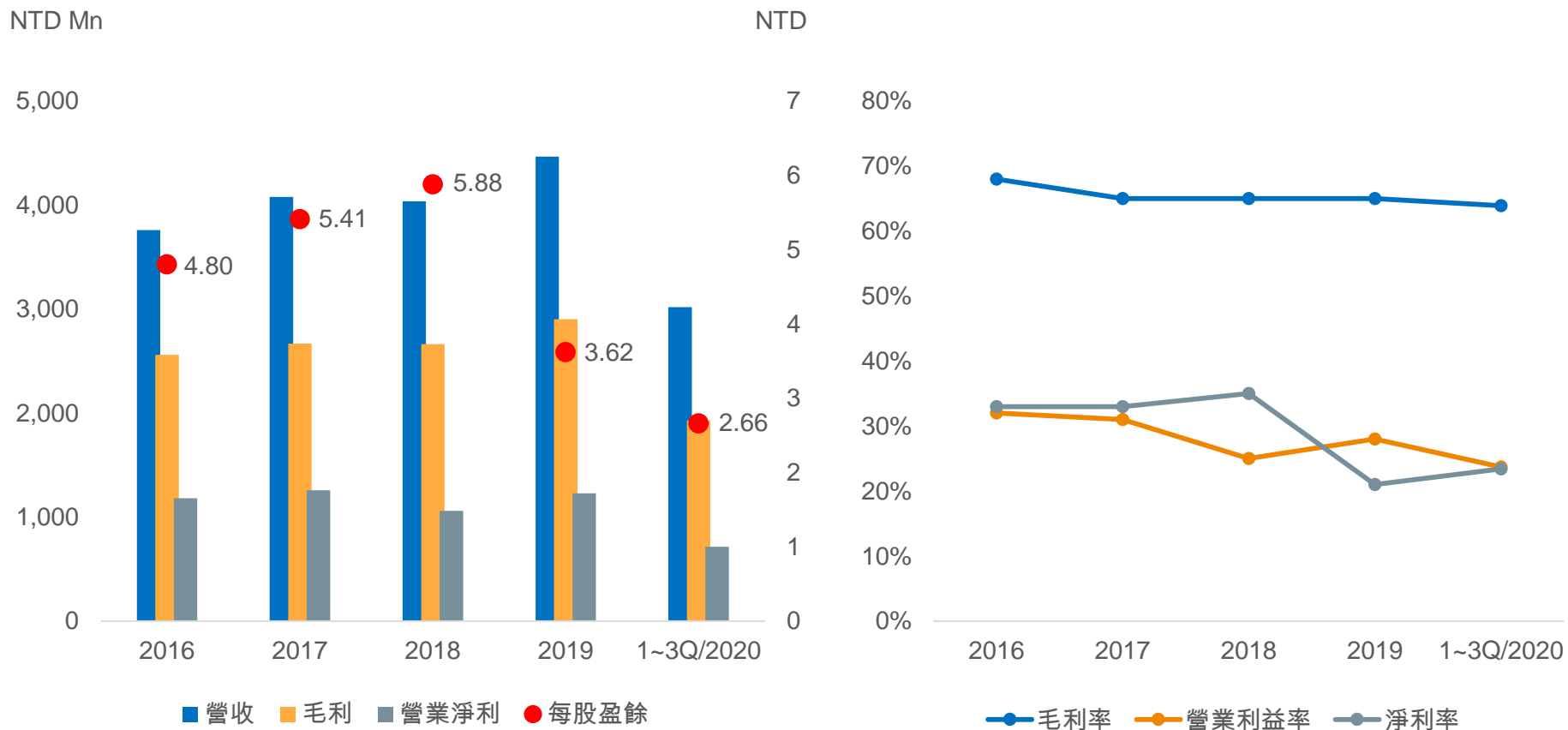
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# 財務表現 (合併基礎)



# 1-3Q/2020 損益表

NTD in Mn

Item	1~3Q/2020		1~3Q/2019		Variance	YoY
	Amount	%	Amount	%		
Net Sales	3,019	100%	3,355	100%	(336)	-10%
Gross Profit	1,930	64%	2,195	65%	(265)	-12%
Operating Expenses	(1,216)	40%	(1,211)	36%	(5)	-0.4%
Operating Profit	714	24%	985	29%	(271)	-28%
Non-Operating Income (Loss)	157	5%	134	4%	23	17%
Income before Tax	871	29%	1,119	33%	(248)	-22%
Net Income (Consolidated)	706	23%	891	26%	(185)	-21%
Net Income (TTY)	662	22%	869	25%	(207)	-24%
EPS (NT)	2.66		3.49		(0.83)	-24%
Gross Margin	63.9%		65.4%		-1.5%	
Operating Margin	23.7%		29.4%		-5.7%	
Net Margin	23.4%		26.5%		-3.2%	



# 健全財務結構與穩健現金流

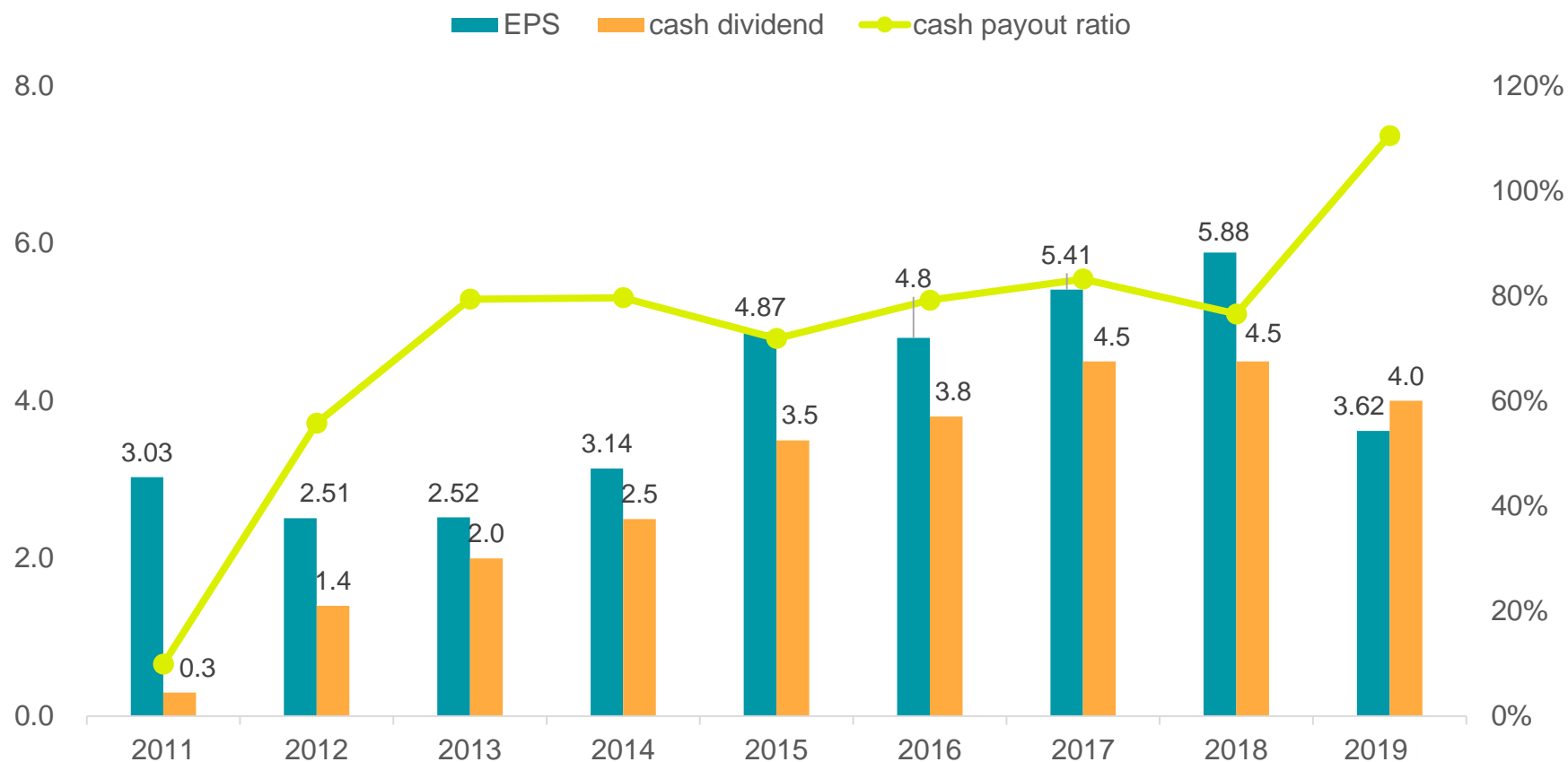
## 資產負債表

新台幣 百萬元	3Q 2020	4Q 2019	3Q 2019
計息負債	2,500	1,933	2,100
淨借款	(107)	(821)	(616)
淨借款/股東權益	-2%	-15%	-11%
流動比率	173%	164%	159%
每股淨值 (新台幣 元)	20.8	22.4	22.3

## 現金流量表

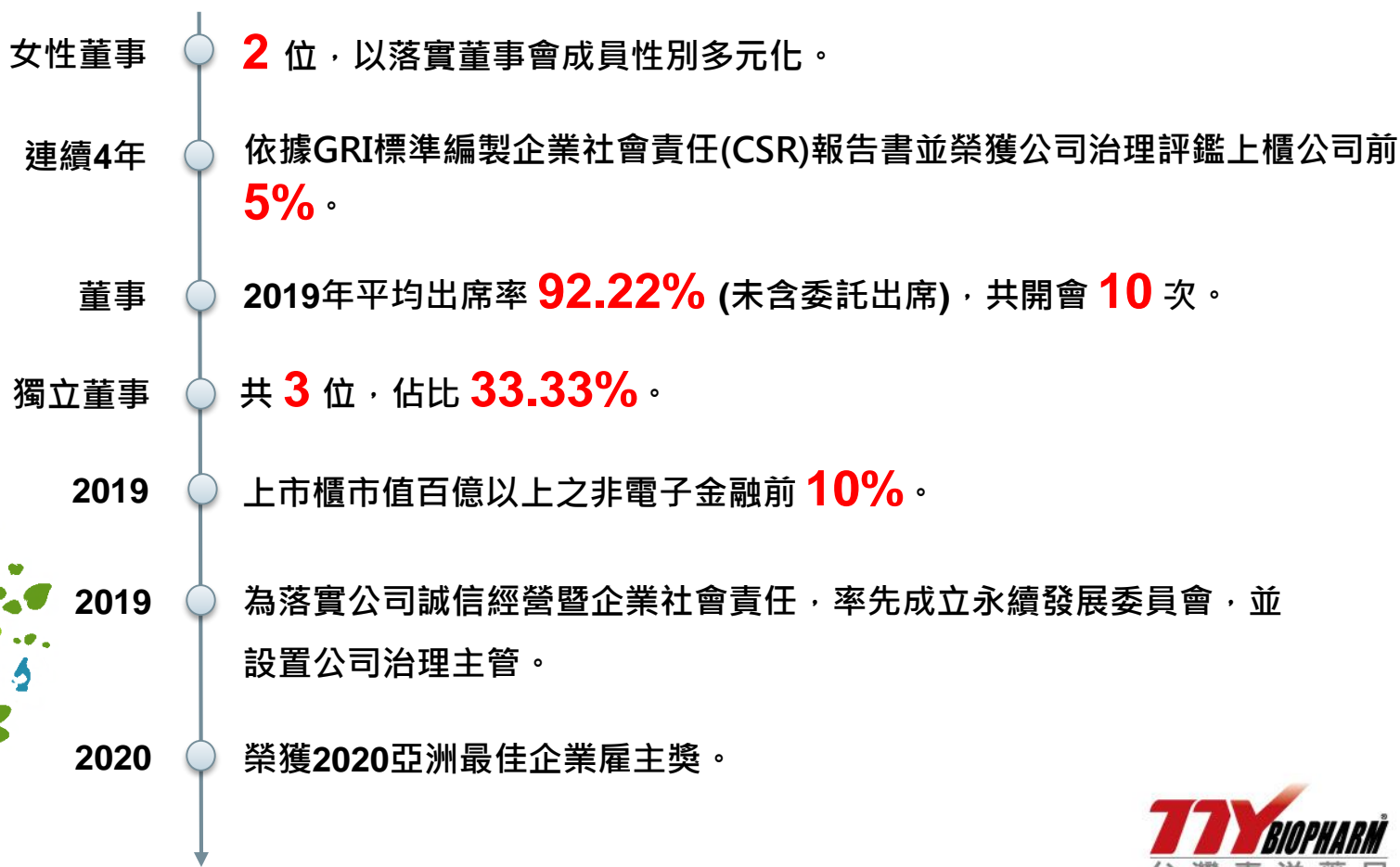
新台幣 百萬元	1~3Q/2020	1~3Q/2019
營業活動現金流	303	867
投資活動現金流	115	(406)
籌資活動現金流	(459)	(553)
匯率影響	(41)	6
現金減少數	(82)	(85)
期初餘額	2,422	2,372
期末餘額	2,340	2,287

# 股利政策



# ESG 表現

- ◆ 櫃買中心推動公司治理成效卓著，台灣東洋亦遵循主管機關規範，矢志成為卓越公司治理企業。



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## 市場與產品發展

- 預計 Lipo-AB and Pegylipo 上市時程為 2022 及 2023年。
- 持續執行 Octreotide 北美上市計畫。
- 持續海外市場開發與建置。
- 透過license in 與 自行研發產品以擴大營收規模。

## 股利政策

- 現金股利配發率維持 75% 以上。

## ESG 表現

- 落實企業社會責任，並強化社會參與和環境永續。

## 2021年營運展望

- 國內業務營收預計年增 5%-10%。
- 擴大流感疫苗(公費+自費)規模。
- 國際合作夥伴里程金入帳。
- 強化研發能力與透過 license in 積極引進新產品。



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in this big family



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