

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

**TTI** BIOPHARM®

台灣東洋藥品

**WELCOME TO JOIN US**

May, 2021

「投資人關係」聯繫方式：[ir@tty.com.tw](mailto:ir@tty.com.tw)

# 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

公司概況

市場佈局

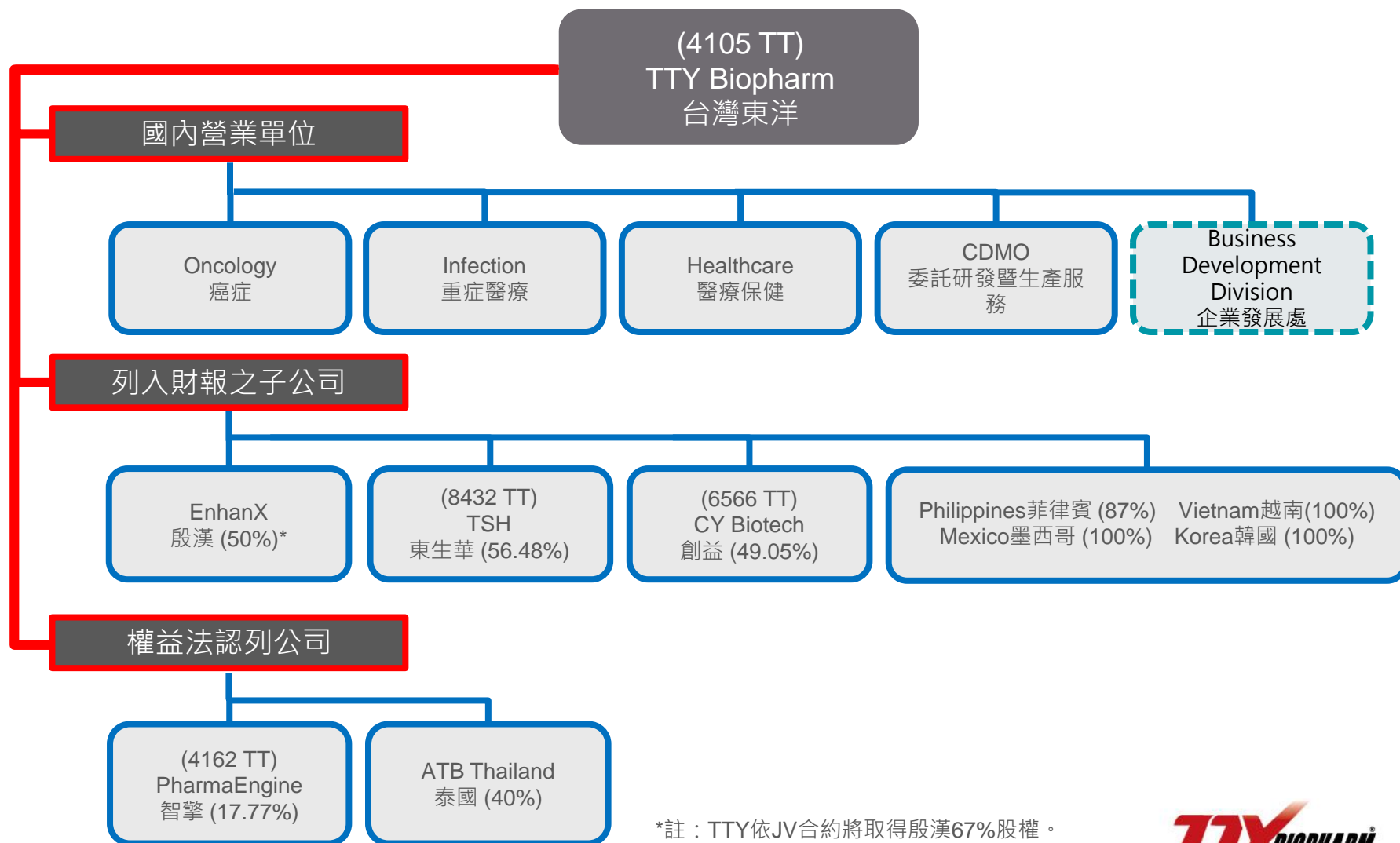
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匯總報告

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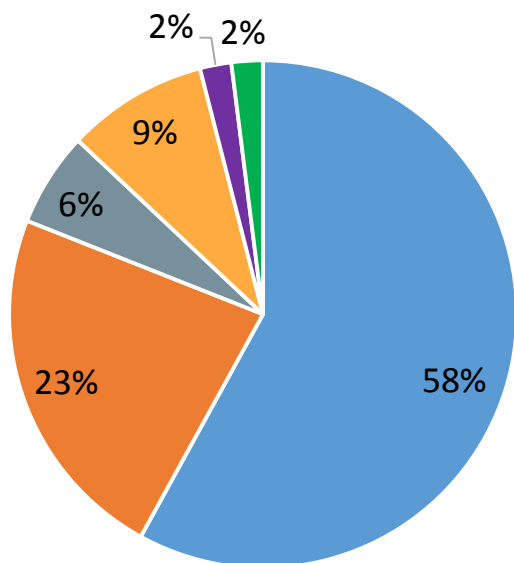
# 集團組織



\*註：TTY依JV合約將取得殷漢67%股權。

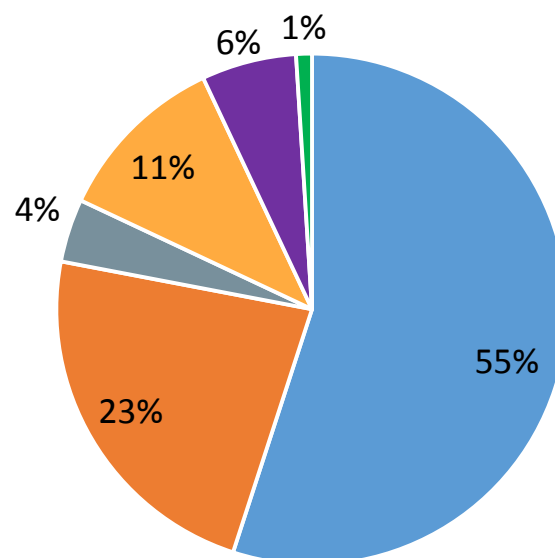
# 台灣各營業單位營收占比

1Q/2021銷售比例



■ 癌症 ■ 抗感染 ■ 醫療保健 ■ 代工 ■ 企業發展處 ■ 其他

1Q/2020銷售比例



■ 癌症 ■ 抗感染 ■ 醫療保健 ■ 代工 ■ 企業發展處 ■ 其他

# 主要產品 (1)

## Oncology (TOT)

## Intensive Care (TIT)

## Health Care (THT)

固態腫瘤  
(癌症)

Lipo-Dox  
(力得微脂體  
注射劑)



Oxalip  
(歐力普注射劑)



Lonsurf  
(朗斯弗膜衣)



Irino  
(益立諾)



UFUR  
(友復膠囊)



Epicin  
(益彼欣注射劑)



TS-1  
(愛斯萬膠囊)



Tynen  
(汰能注射劑)



Pexeda Inj.  
(派癌休注射劑)



Anazo  
(安納柔膜衣錠)



Gemmis  
(健仕注射液)



Folina  
(芙琳亞錠)



惡性血液疾病

Thado  
(賽得膠囊)



Ivic  
(癌微可膜衣錠)



Asadin  
(伸定注射劑)



Leavdo  
(瑞伏駭膠囊)



支持性醫療

Painkyl  
(平舒疼口頰  
溶片)



Megest  
(麥格斯口服  
懸液劑)



Otril  
(嘔速停靜脈  
注射劑)



Zobonic  
(抑骨凍晶靜脈  
注射劑)



# 主要產品 (2)

Oncology (TOT)

Intensive Care (TIT)

Health Care (THT)

Brosym C+S  
(博益欣)



Cepiro  
(希比洛靜脈乾粉注射劑)



Colimycin  
(克痢黴素注射劑)



Cubicin  
(救必辛注射劑)



Flucelvax  
(輔流威適流感疫苗)



Flusine  
(弗路欣錠)



Lipo-AB  
(立博黴)



Maxtam  
(抑西每靈注射劑)



METACIN  
(西腹黴素注射劑)



Oncology (TOT)

Intensive Care (TIT)

Health Care (THT)

Alginos  
(胃逆舒)



Algitab  
(艾胃逆服)



BIO-CAL PLUS  
(滋骨咀嚼錠)



Sulfin  
(速復利錠)



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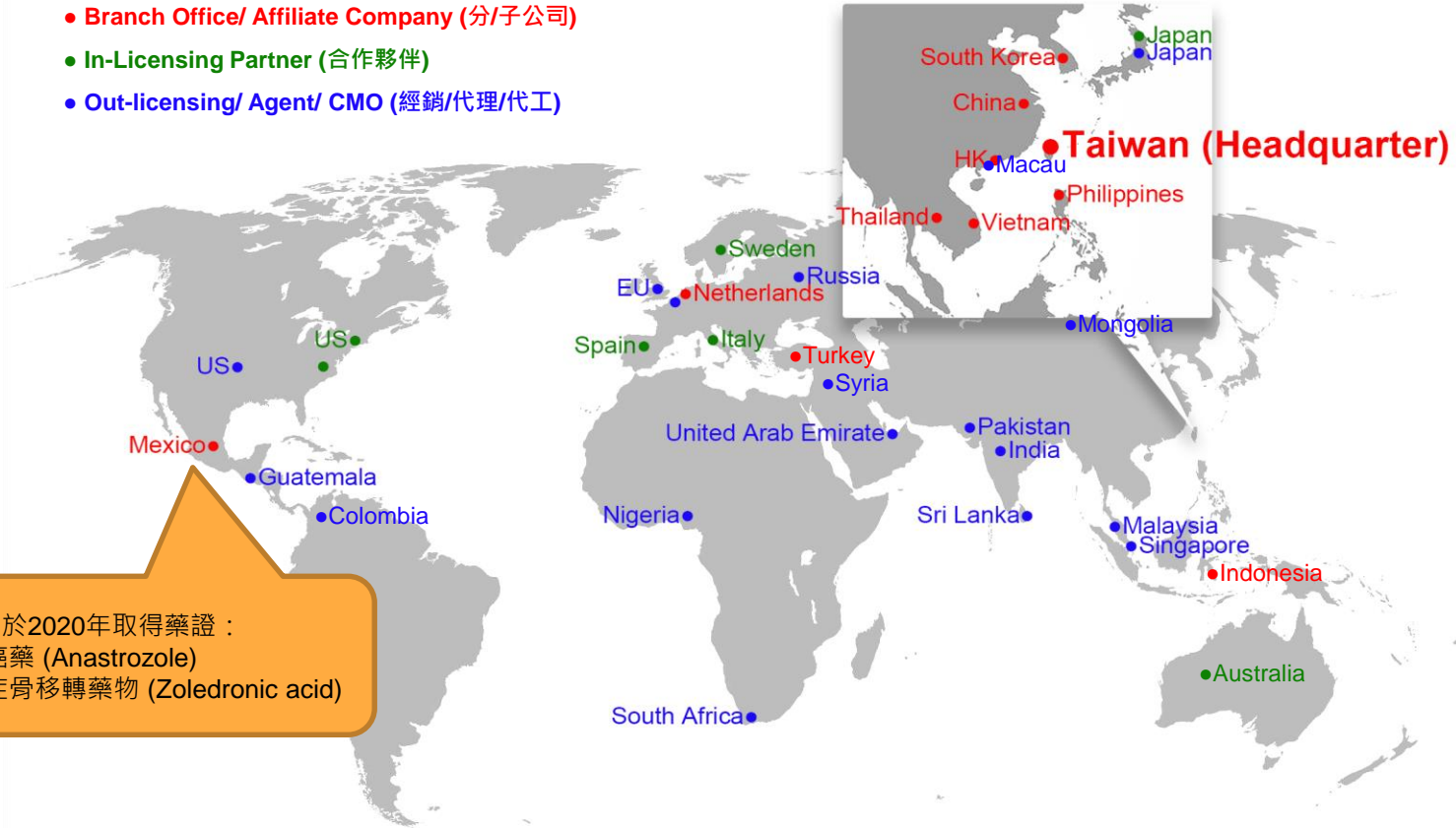
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# 市場佈局

- 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)



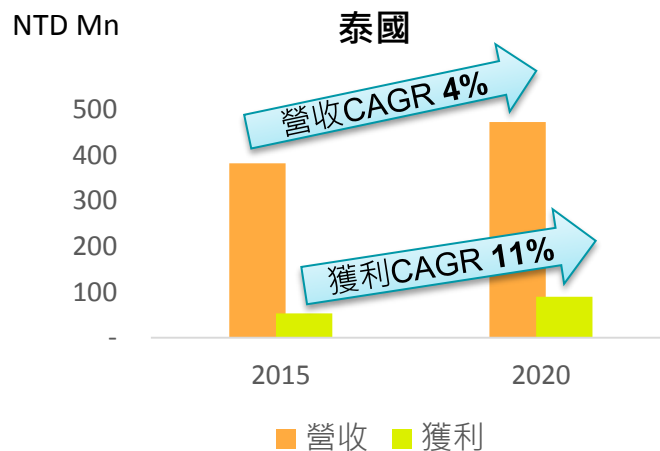
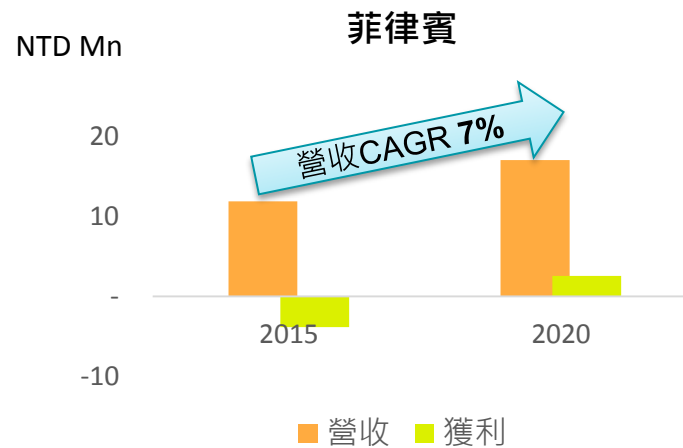
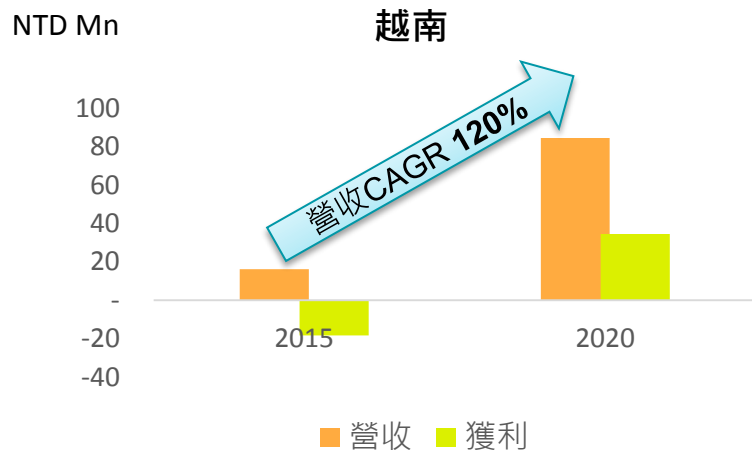
墨西哥子公司於2020年取得藥證：  
7.24-治療乳癌藥 (Anastrozole)  
12.4-治療癌症骨移轉藥物 (Zoledronic acid)

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

- TTY Biopharm consolidated sales as of  
2020- NTD 4.22B (USD 148M)  
2019- NTD 4.47B (USD 148M)  
Headquarter: Taipei, Taiwan  
Number of employees: 538

# 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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# 特殊劑型產品開發 / 新藥、困難學名藥

Product	type	indication	market value (USD Mn)	Original Pharma	Patent Expire	Expected to market
<b>Pegylipo (歐洲)</b>	微脂體	Ovarian Cancer	600	JJ	2016	2023
<b>Lipo-AB</b>		Fungal Infection	440	Gilead (liposome type)	2008	1H/2022
<b>Enx-201</b>		MS Acute	1,700 (similar BBB diseases)			2026
<b>Octreotide</b>	微球	Acromegaly	1,630	Novartis	2017	2024

Risperidone	微球	Mental Disorder	960	JJ (non microsphere)	2020	
Leuprolide		Prostate Cancer	1,240	TAP/ Abott & Takeda	2008	
LGIA 10		Diabetes	910			

## 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
Trabectedin (Yondelis)	軟組織肉瘤	西班牙公司	2020.9
Remimazolam	檢查鎮靜 全身麻醉 ICU鎮靜	Paion AG	2022
TTY_W	甲癬 (灰指甲)	日本公司	Q3/2021
TTY_Y	疾病預防	日本公司	2022
TTY_Z	多發性骨髓瘤	台灣公司	2022

於2021.3.5簽約

海外市場發展 + pipeline 為東洋成長雙引擎

**TTY BIOPHARM**  
台灣東洋藥品

# 東洋發展戰略- 三大成長動能



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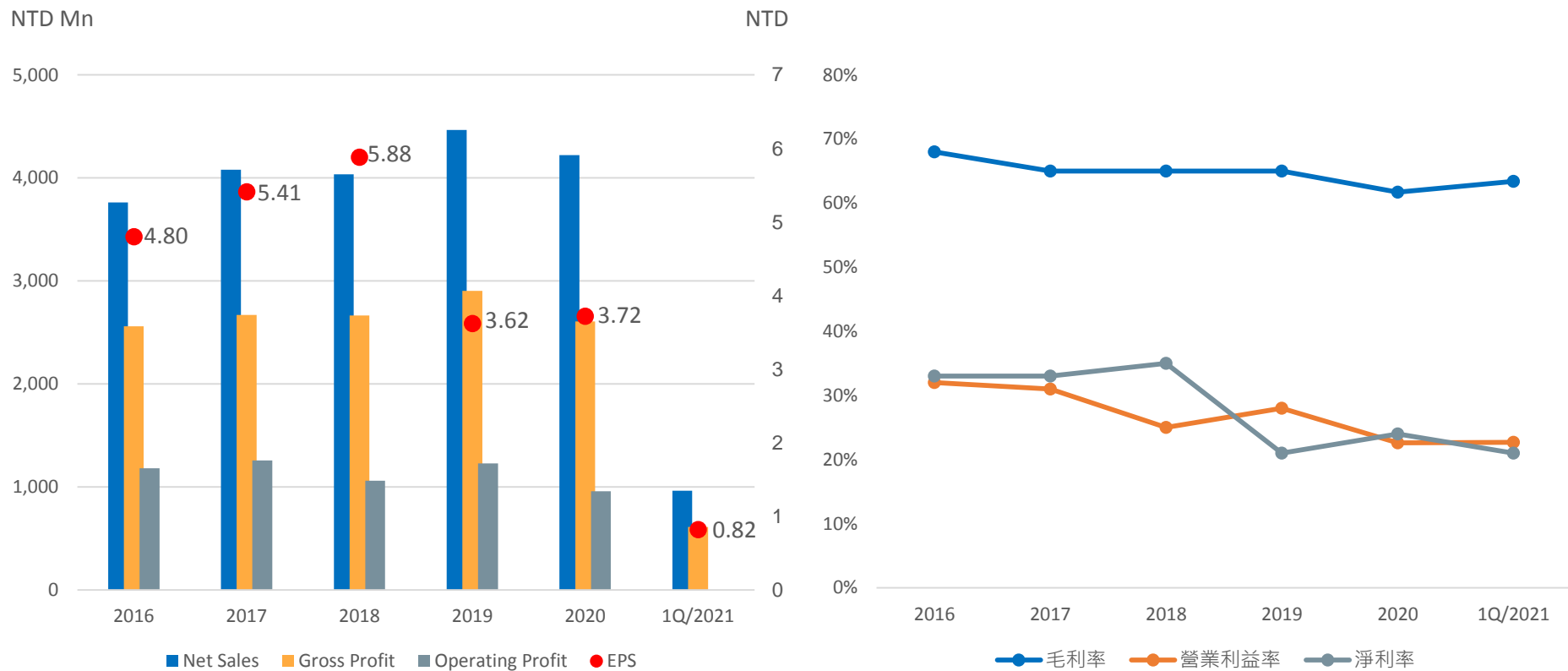
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# 財務表現 (合併基礎)





# 1Q/2021 vs 1Q/2020 損益表

新台幣百萬元

科目	1Q/2021		1Q/2020		差異	年增率
	金額	%	金額	%		
營業收入	964	100%	1,093	100%	(129)	-12%
營業毛利	611	63%	707	65%	(98)	-14%
營業費用	(392)	41%	(424)	39%	(32)	-8%
營業利益	219	23%	284	26%	(65)	-23%
營業外收入及支出	34	3%	40	4%	(6)	-15%
稅前淨利	253	26%	324	30%	(71)	-22%
本期淨利	202	21%	259	24%	(57)	-22%
本期淨利歸屬於公司	203	21%	254	23%	(51)	-20%
每股盈餘 (新台幣元)	0.82		1.02		(-0.20)	-20%
毛利率	63.4%		64.7%		-1.3%	
營業淨利率	22.7%		25.9%		-3.2%	
純益率	21.0%		23.7%		-2.7%	

# 健全財務結構與穩健現金流

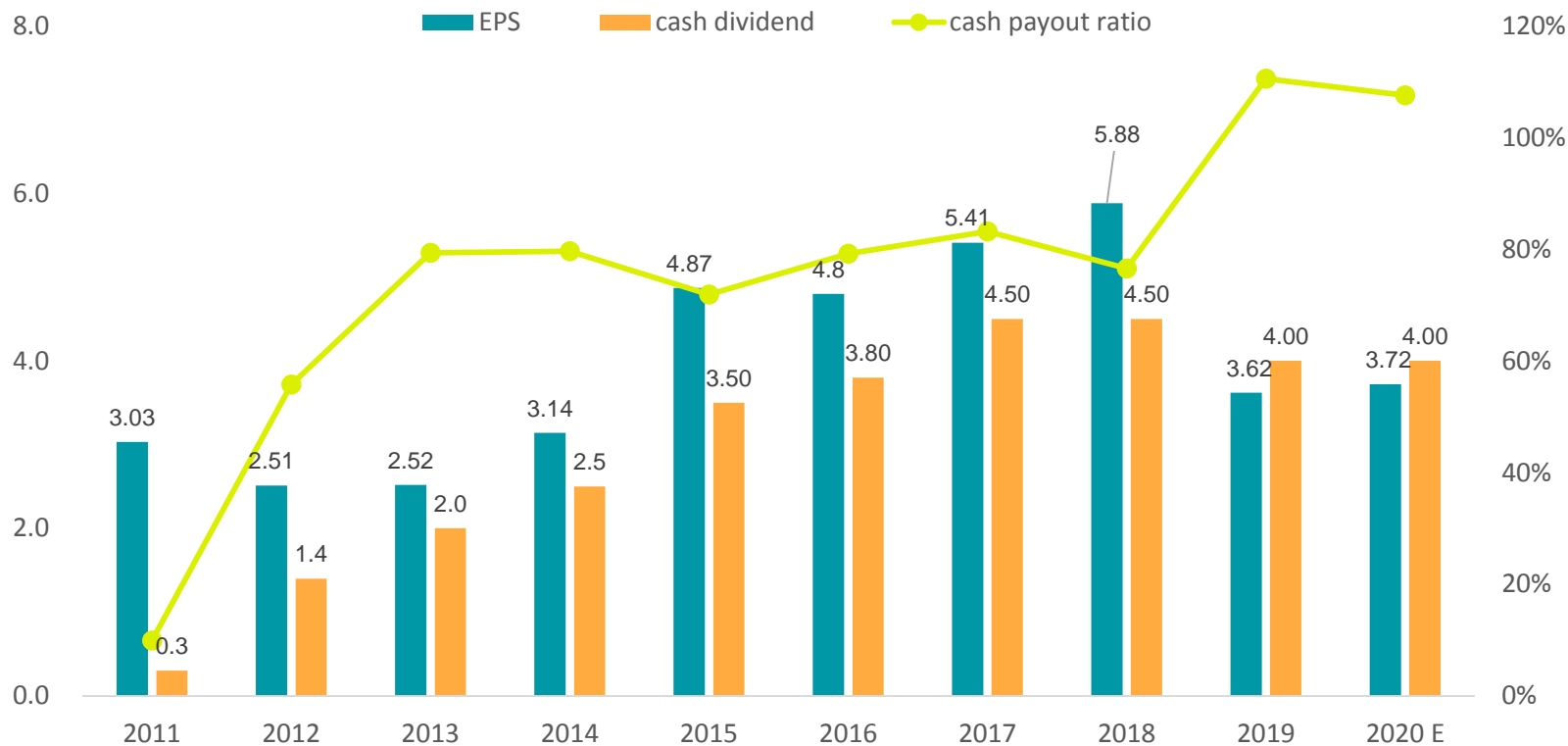
## 資產負債表

新台幣 百萬元	1Q/2021	1Q/2020
計息負債	2,140	1,852
淨借款	(686)	(1,067)
淨借款/股東權益	-12%	-19%
流動比率	199%	177%
每股淨值 (新台幣 元)	22.6	23.0

## 現金流量表

新台幣 百萬元	1Q/2021	1Q/2020
營業活動現金流	326	235
投資活動現金流	8	8
籌資活動現金流	(4)	(83)
匯率影響	1	1
淨現金流入(出)	331	161
期初餘額	2,224	2,422
期末餘額	2,555	2,583

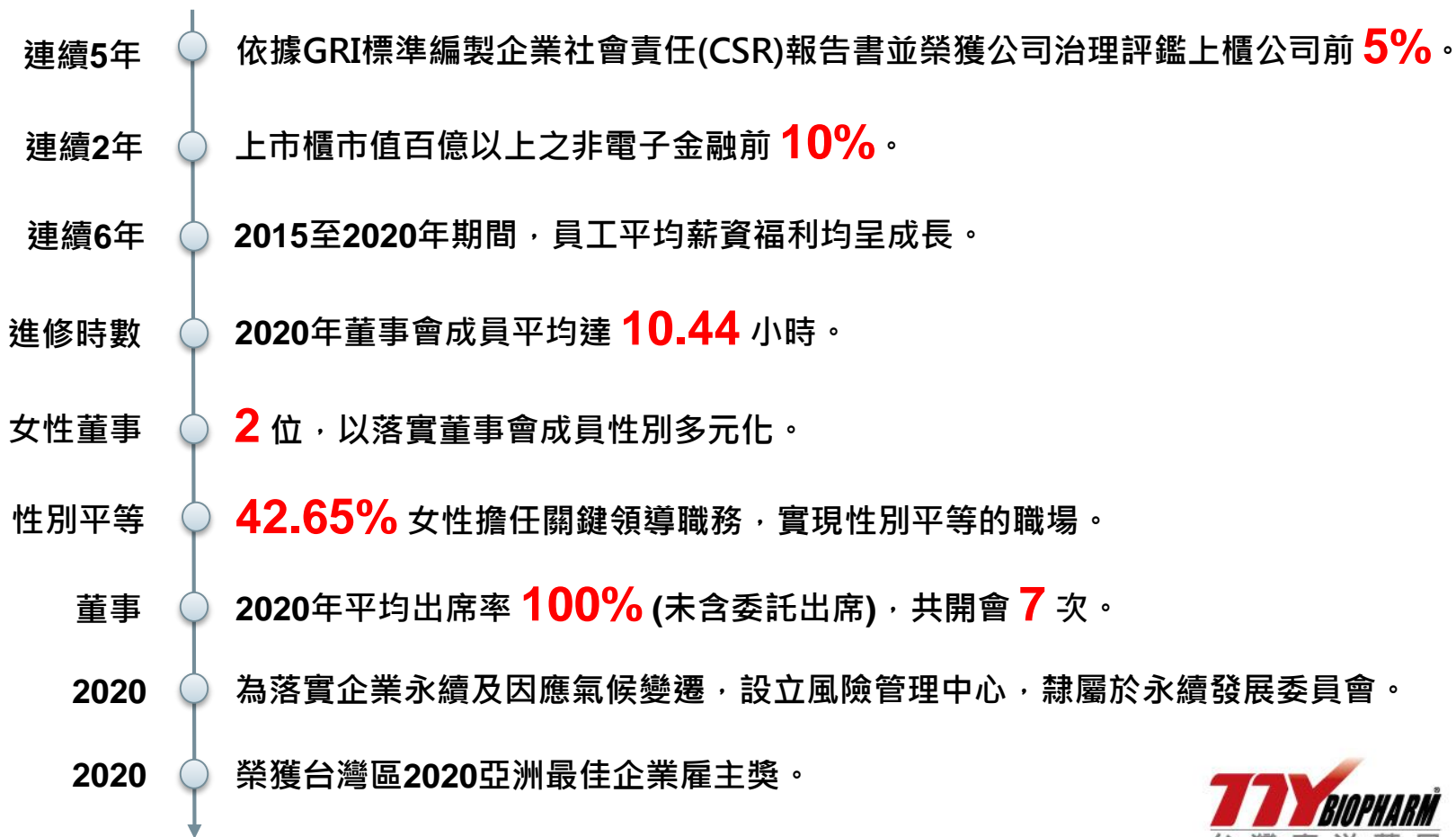
# 股利政策



註：2020年度現金股利發放需由股東常會(2021.6.9)決議通過

# 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，矢志追求企業永續。



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## 市場與產品發展

- Lipo-AB (北美)、Pegylipo (歐洲)與Octreotide (北美)市場持續進行中。
- 持續透過 license in 擴大營收規模。
- 自行研發產品以擴大營收規模。
- 結合現有骨科綜效，擴大醫療保健市場。

## 股利政策

- 現金股利配發率維持 75% 以上。

## 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，公費數量年增60%以上。
- 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。



Let's share and grow together  
in this big family



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