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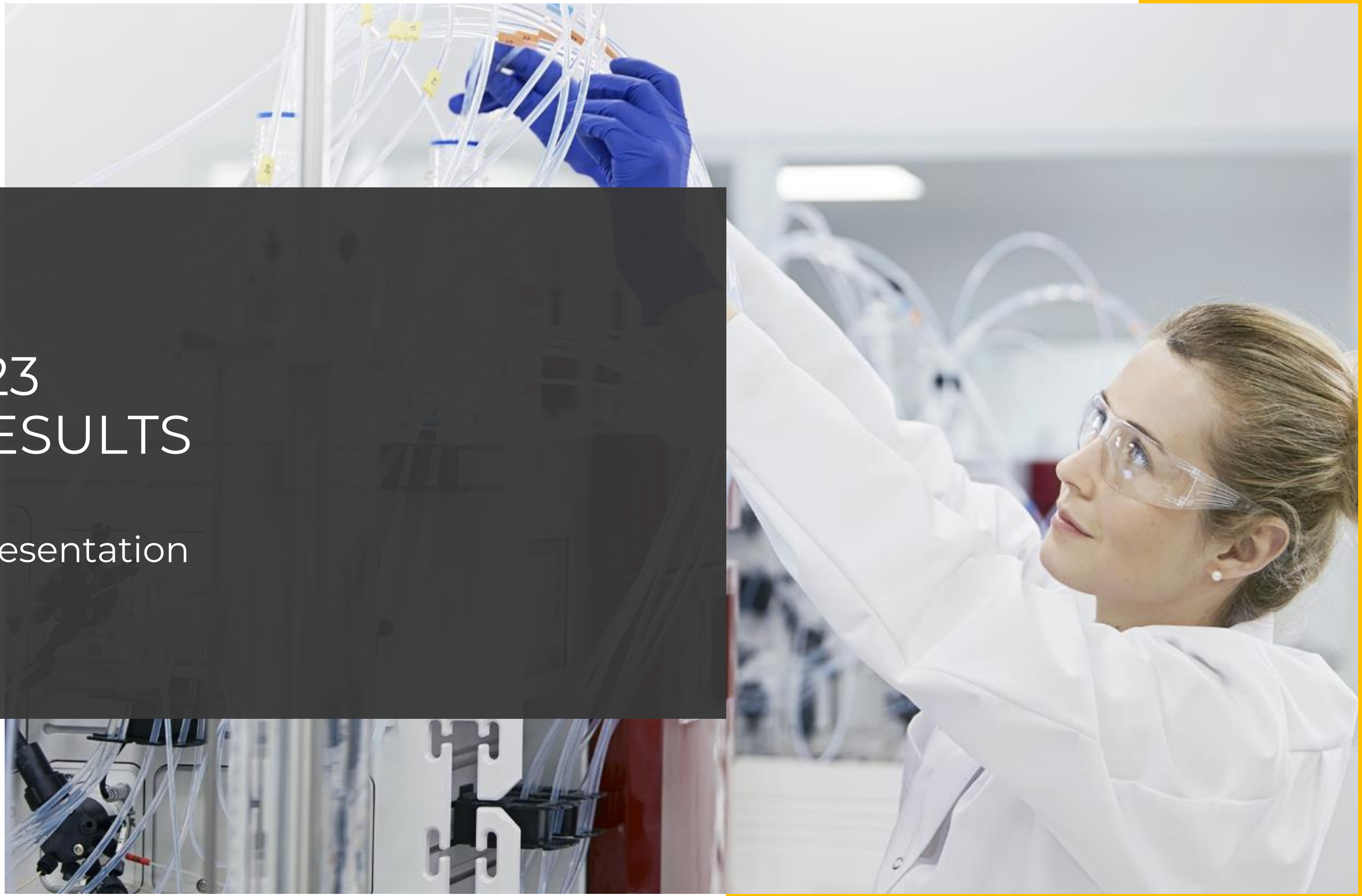
4Q23 and 2023 EARNINGS RESULTS

Investor meeting Presentation

1795.TT

Mar 2024



Safe Harbor Statement

Except for historical information contained herein, the matters set forth in this presentation are forward looking statements that are subject to risks and uncertainties that could cause actual results to differ materially. These forward looking statements are not based on historical facts but rather on management's expectations regarding future growth, results of operations, performance, future capital and other expenditures, competitive advantages, business prospects and opportunities. Statements in this presentation about our future plans and intentions, results, level of activities, performance, goals or achievements or other future events constitute forward looking statements. Wherever possible, words such as "anticipate", "believe", "expect", "may", "could", "will", "potential", "intend", "estimate", "should", "plan", "predict", or the negative or other variations of statements reflect management's current beliefs and assumptions and are based on the information currently available to our management. **Investors are cautioned not to place undue reliance on these forward looking statements, which are made as of the date of this presentation** and we assume no obligation to update or revise any forward looking statements.

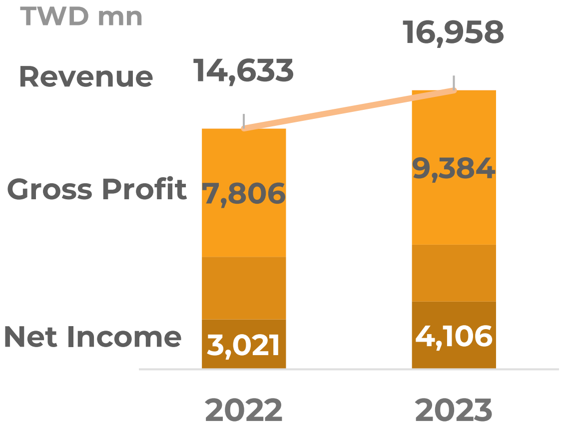
Agenda

BUSINESS HIGLIGHTS

2023 FY

Petar Vazharov, CEO

2023 BUSINESS HIGHLIGHTS



Strong 2023 Results

- **Record-high revenue TWD 16,958 mn (16% YoY)** and **EPS TWD 15.72 (36% YoY).**
- Gross margin and operating margin recorded **55%** and **29%**, respectively, beating historical record of the company.
- Rapid earnings growth with **CAGR of 136.8%** since turning profitable in 2017.

Two-Pronged Expansion of the Business

- Asian business growth **21%** YoY mainly contributed by Taiwan and Vietnam
  - Taiwan and Vietnam revenue growth for **66%** and **199%** YoY respectively, driven by successful strategy shift in Taiwan and first-to-launch product vinorelbine in Vietnam.
  - **63** SKUs launched in Asia in 2023.

- Export business grow **10**% YoY driven by Lenalidomide US launch and sustainable buprenorphine/naloxone sales.
  - **60** SKUs launched in 2023.

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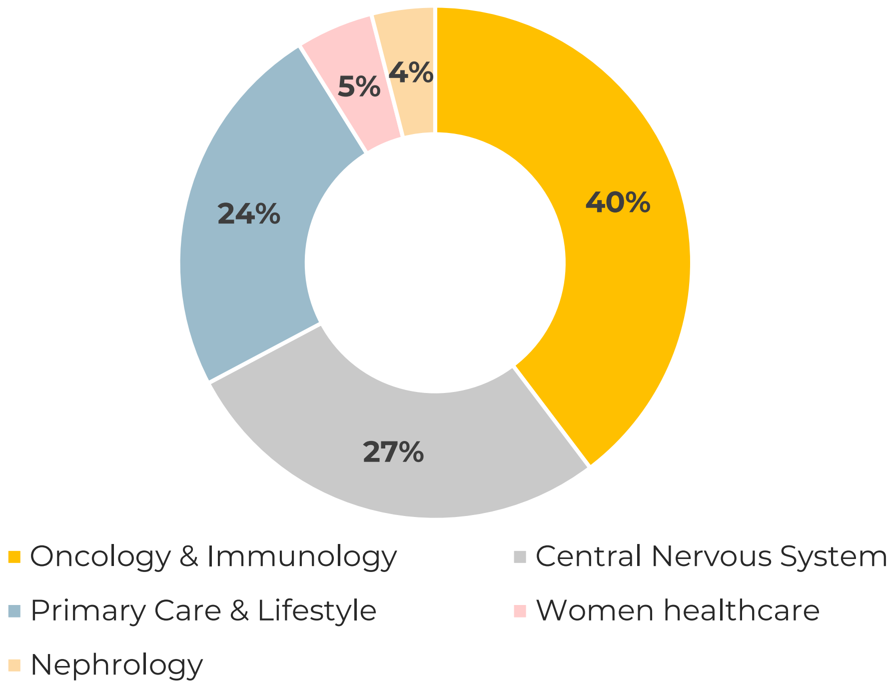
DIVERSIFICATION ACROSS THERAPIES AND MARKETS

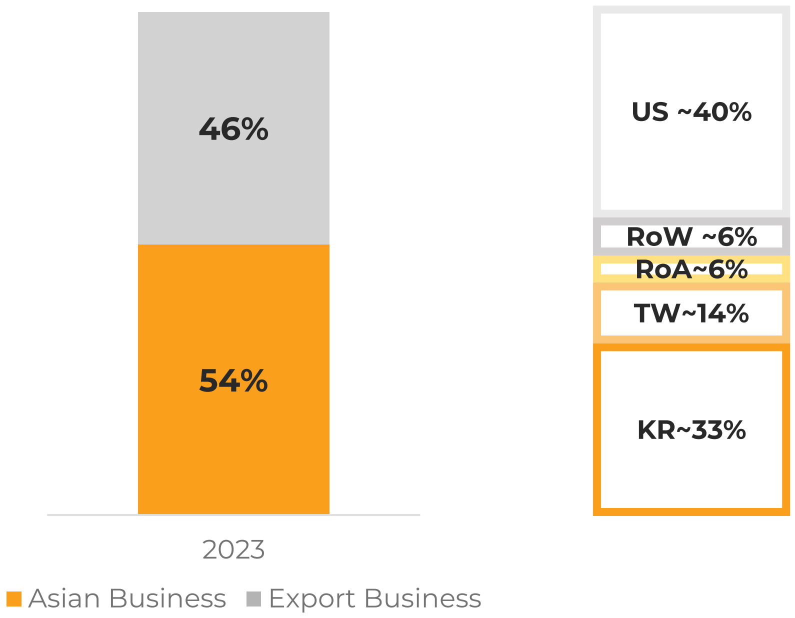
Diversified Portfolio

2023 Revenue Breakdown by TA



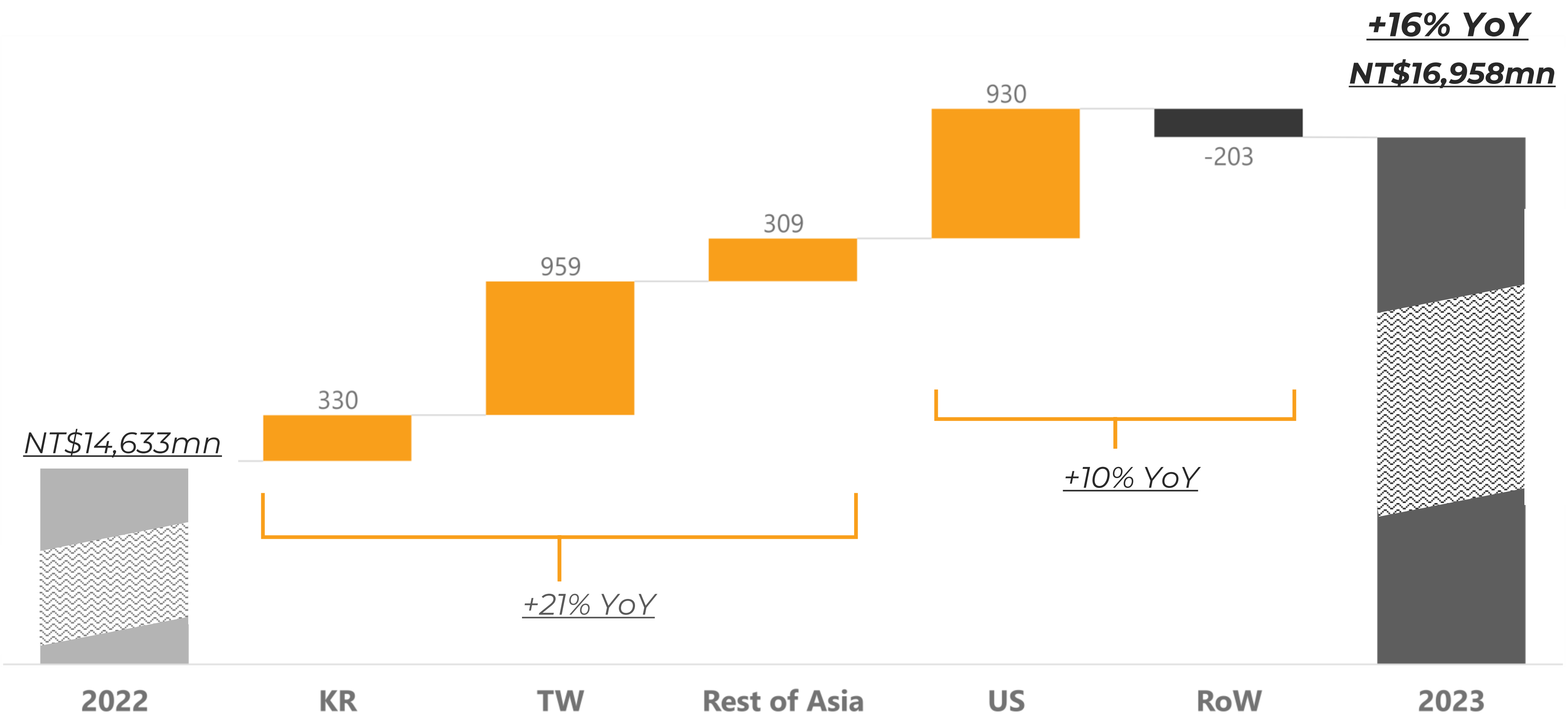
Revenue Breakdown by Market

2023 Revenue = NT$16,958mn



Note: From Q3'23, Anti-obesity, Cardiovascular, Urology, Allergy and others consolidated into "Primary Care and Lifestyle"
RoA= rest of Asia, including SEA, China, Japan, India sales

SALES EXPANSION OF 2023 YoY



2023 KEY business ACHIEVEMENT

77 approvals and 27 INN launched

Key approvals and launches

- **Lenalidomide** approved and launch in Japan, Brazil and Philippine
- **Nintedanib** approved in Canada and tentative approval in the US.
- **Pomalidomide** approved in Canada
- **Zepzelca** approval by TFDA, first NCE product to launch in Taiwan.
- **Midostaurin** approved by TFDA and tentative approved in the US.
- **Vinorelbine** approved and first-to-launch in Vietnam.

Major R&D progress

- **5** dossier submitted
- **7** new projects initiated
- **22** ongoing project

25 BD deals and 29 licensing-out deals

BD deals-

505(b)2

- Alzheimer treatment **ADLARITY** in Asia market
- First and only EPA omega3 prescription **VAZKEPA** for Asia
- Global collaboration right to develop and commercialize **NRX-101**

biosimilar

- Commercial right in Asia of biosimilar **Denosumab (2 indications)**
- Commercial right of **Ustekinumab** in south KR

complex injectables

- **Leuprolide** and **semaglutide**

Key Licensing-out deals

- Nintedanib license out to global pharma
- Pomalidomide license out to a leading pharma

GLOBAL ROLLOUT OF COMMERCIAL PRODUCTS

Product	Indications	IQVIA market size (US$mn)	# of market already launched	# of markets to launch in next 5 years	% of target markets launched
Lenalidomide	Multiple myeloma	10,000	49	7	88%
Gefitinib	Lung cancer	4+	32	8	80%
Vinorelbine	NSCLC	28+	30	2	94%
Enzalutamide	Prostate cancer	145+	11	15	42%
Sunitinib	Rare kidney cancer	45+	9	5	64%
Pomalidomide	Multiple myeloma	900+	3	24	11%
Nintedanib	Idiopathic pulmonary fibrosis	3,500+		43	NA
Midostaurin	Acute myeloid leukemia	510+		9	NA
Tofacitinib	Rheumatoid arthritis	380+		20+	NA

0% 25% 50% 75% 100%

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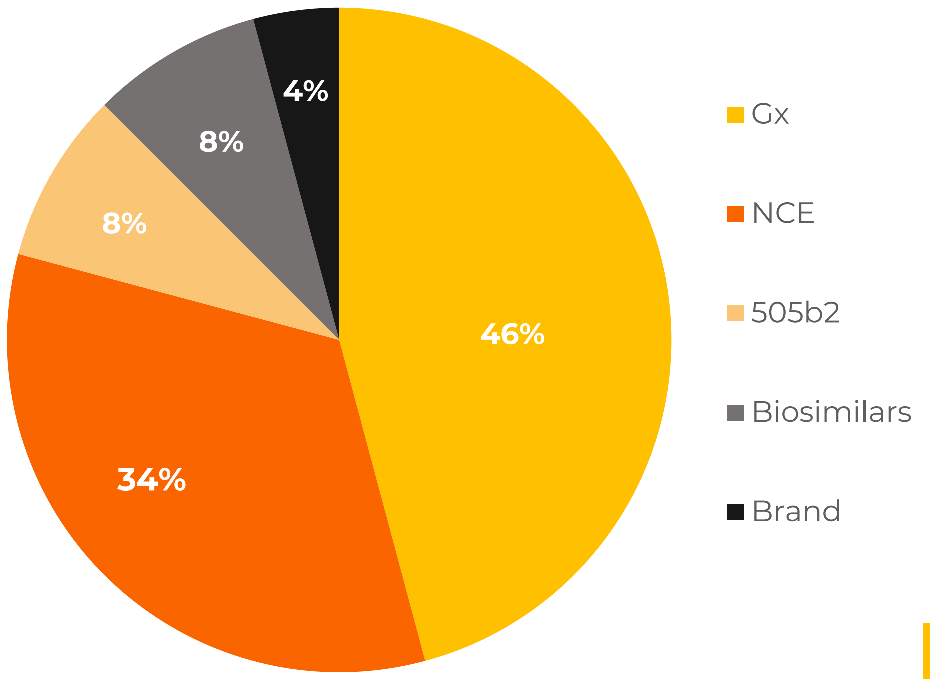
BUILDING HYBRID PIPELINE PORTFOLIO THROUGH IN-HOUSE DEVELOPMENT AND STRONG BUSINESS DEVELOPMENT ABILITY

	R&D pipelines	BD deals
Oncology & Immunology	20	10
Central Nervous System	1	5
Primary Care & Lifestyle	5	8
Women healthcare		
Nephrology	1	1

Product type in BD pipelines



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*Primary Care & Lifestyle: Anti-obesity, Cardiovascular, Respiratory & Allergy, Endocrinology & Diabetes, Others Therapeutic Area
*Pipeline # representing the number of current active projects, # of BD deals representing the number of deals in the late negotiation stage.

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FINANCIAL RESULTS
2023

Bjartur Shen, Strategies & Finance VP

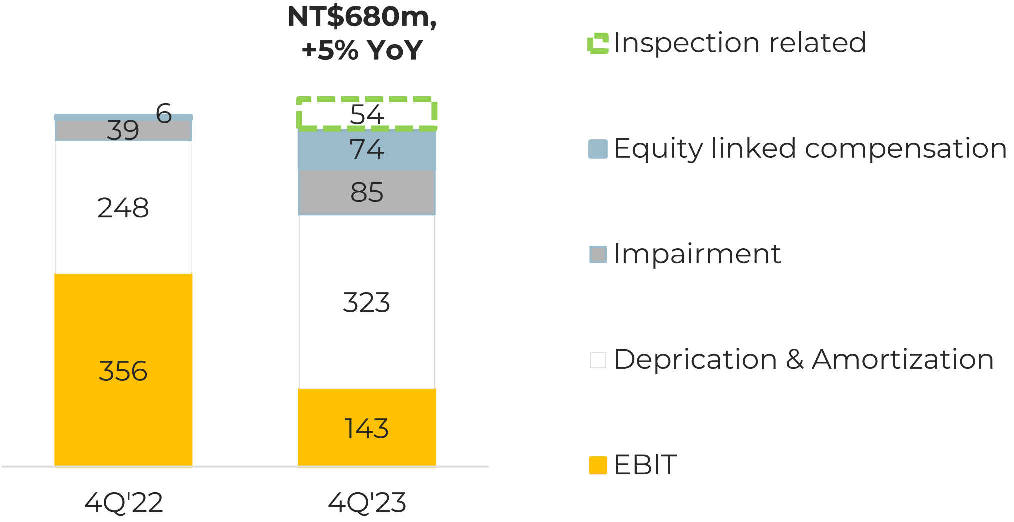
2023 FINANCIAL RESULTS

(in NTD millions, except for EPS)

Key Financials	2023	YoY %	4Q'23	YoY
Net Sales	**16,958**	**16%**	**3,419**	**8%**
Cost of Goods	(7,574)	11%	(1,996)	13%
Gross Profits	**9,384**	**20%**	**1,423**	**2%**
%	*55.3%*	*2%*	*41.6%*	*2.5%*
R&D	(721)	39%	(192)	76%
SG&A	(3760)	18%	(1,088)	16%
Operating Expenses	(4,481)	-21%	(1,280)	-23%
Operating Income	**4,903**	**19%**	**143**	**-60%**
%	*29%*	*1%*	*4.2%*	*-7%*
Non-OPEX				
Finance costs	(557)	46%	(158)	39%
Net of other gain/loss	757	258%	522	903%
Earnings Before Tax	5,103	30%	508	72%
Net Income	**4,106**	**36%**	**400**	**139%**
Basic EPS (NTD)	**15.72**	**36%**	**1.53**	**138%**

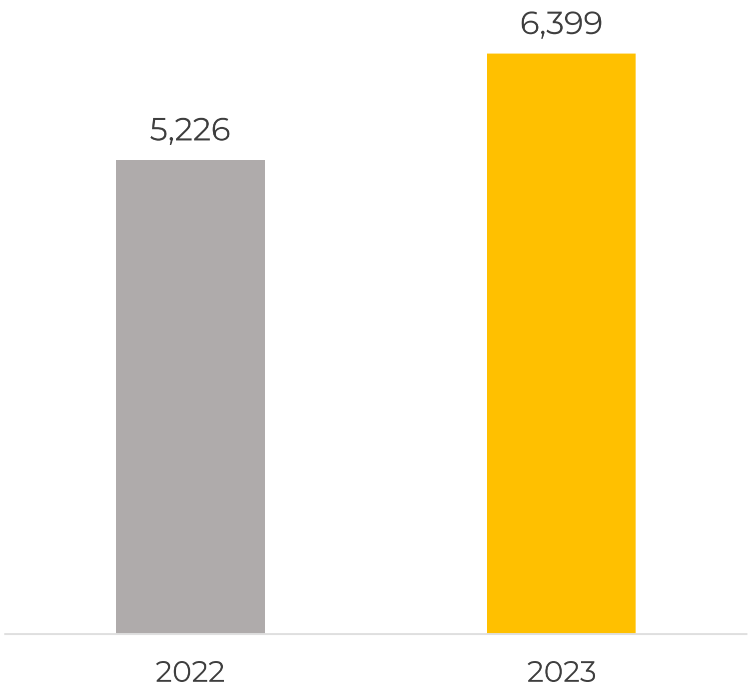
2023 Performance

- 2023 revenue, GPM, OPM and EPS reached historical high
- 2023 Operating expenses increased primarily due to product amortization, payroll from global expansion and promotion activities.
- 4Q23 sales TWD 3,419m down 25% QoQ due to decline of Bup/Nal sales and no lenalidomide shipment in the US market.
- 4Q23 operating margin was impacted by product amortization and depreciation, and recognition of RSA expense.
- Non-op income mainly from gain on valuation of financial asset in Q4 .

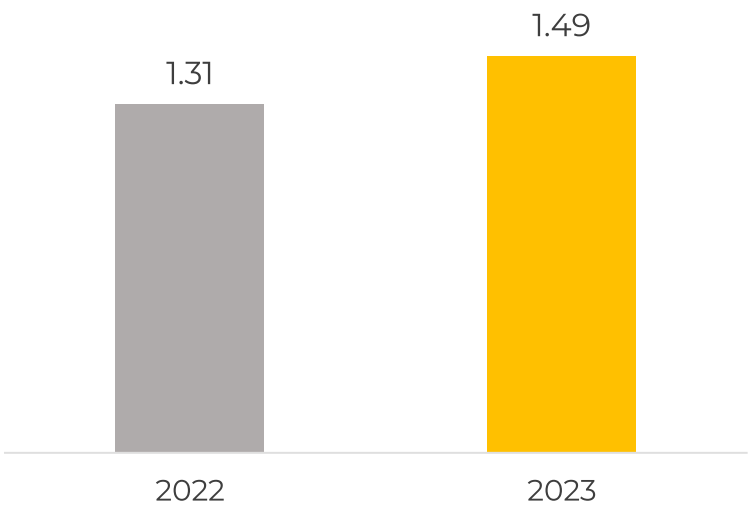


CAPTIAL STRUCTURE REMAINED STRONG - BY STEADILY GROWING OPERATIONS

LTM EBITDA* (NT$mn)



NET DEBT/LTM EBITDA*



*EBITDA =EBIT + Depreciation + Amortization + Impairment + Shared Based Payment

2024 LOTUS BUSINESS OUTLOOK

- **Growth in Export market by existing products and new area launch:**
  - Lenalidomide sustainable growth
  - Buprenorphine / Naloxone will continue to be a major product
  - Continue to rollout major products globally: Pomalidomide, Nintedanib and Enzalutimide.

- **Asian market expansion :**
  - Sustainable organic growth in Taiwan and Korea
  - SEA cluster accelerate growth via sales platform and product acquisitions

- **Strengthen co-development of high value products with appropriate risk management:**
  - Partnership in complex generics, 505b2 and even NCEs