



Lotus Pharmaceutical

1Q25 Financial result

May 21, 2025



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Agenda

1. 1Q25 BUSINESS HIGHLIGHTS
2. 1Q25 FINANCIAL RESULTS
3. LOTUS BUSINESS OUTLOOK

01

**BUSINESS
HIGHLIGHTS**



1Q25 RESULTS AND BUSINESS HIGHLIGHTS

New First Quarter Record Results

- **Revenue TWD 4,730 mn** (13% YoY) and **EPS TWD 5.47** (38% YoY), both setting new 1Q records
 - Gross margin of 61.6%, 6.7ppt improvement from last year supported by contribution from higher-margin oncology export products
 - Operating margin remained healthy at 36.2% for the quarter.

Two-pronged Business To Drive Sustainable Growth

- **Asia markets** grew 12% YoY mainly driven by Thailand and Vietnam markets
 - Successful integration of Lotus & Teva operations in Thailand
 - Smooth takeover of Alpha Choay in Vietnam
 - Darbepoetin alfa (biosimilar of Aranesp®) co-promotion with CKD started in Korea
 - 15 SKUs launched in Asia in 1Q25
- **Export markets** grew 14% YoY driven by sales of Lenalidomide in the U.S.
 - 13 SKUs launched in 1Q25

YTD PIPELINE UPDATES

Key Filings

- **Voclosporin (US) – Successful NCE-1 filing**
- **Ruxolitinib IR (EU)**

Key Approvals

- **Adcirca (TW) – the first and only class I ERA therapy**
- Pomalidomide (EU)
- Enzalutamide (KR)
- Dydrogesterone (EU)

Key Launches

- **Alpha Choay (Vietnam)**
- **Darbepoetin alfa (KR)**
- Pomalidomide (UK)
- **Nintedanib launch readiness on track**

Key Licensing Agreements

- **Serplulimab** (Anti-PD-1 mAb), an orphan drug for small cell lung cancer for South Korean market
- **Qelbree®** (viloxazine) for ADHD in South Korea, HK, Taiwan and Southeast Asia
- **LNZ100** (aceclidine) for presbyopia for South Korea and Southeast Asia

YTD PIPELINE SUMMARY – R&D and BD

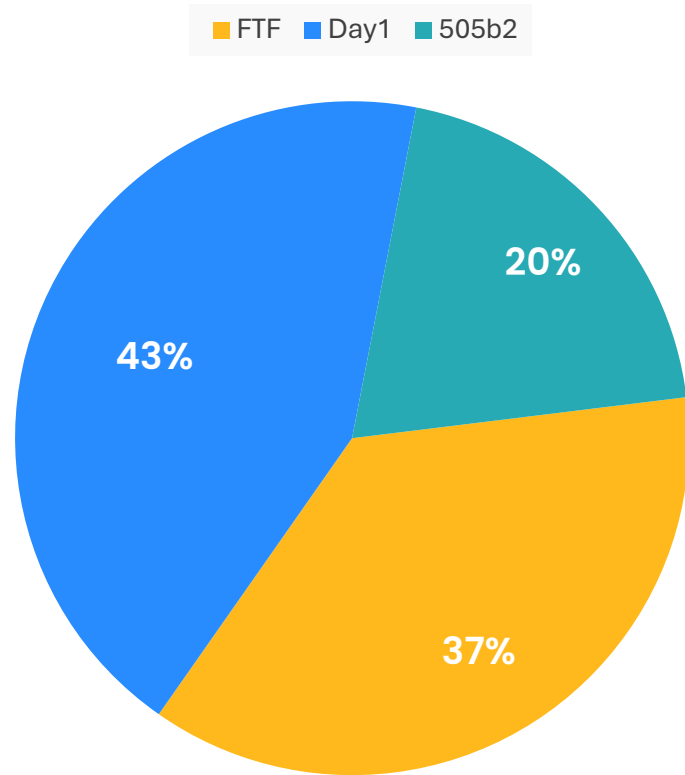
R&D Pipelines – **30**

BD Pipelines – **35**

Oncology & Immunology	18	15
Central Nervous System	2	5
Primary Care & Lifestyle*	9	14
Nephrology	1	1

YTD PIPELINE SUMMARY – R&D

Product Type in RD Pipelines



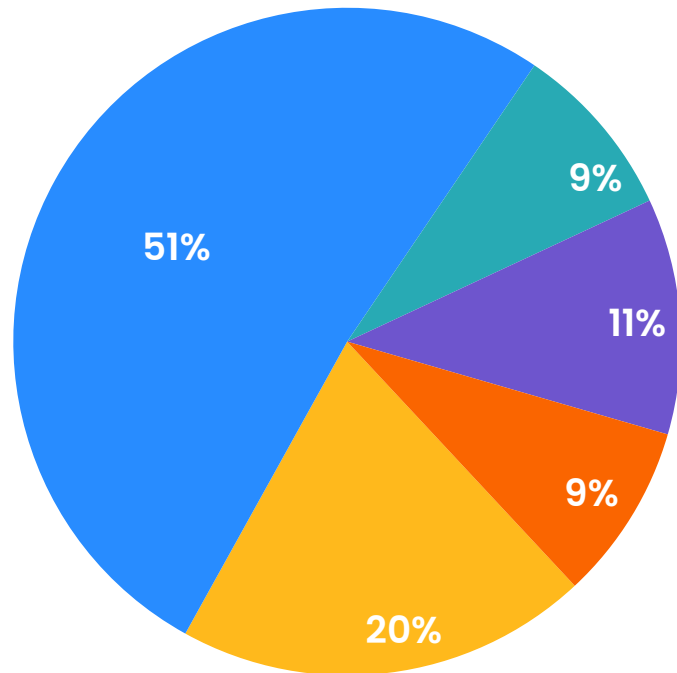
Pipeline highlights

- **30 ongoing projects**
 - 11 FTFs, 13 Day 1 and 6 505b(2)
- **Co-development agreements with partners with unique technology and/or IPs**
- **5 new projects initiated**
 - 1 oncology, 4 primary care

YTD PIPELINE SUMMARY – BD

Product Type in BD Pipelines

■ Gx ■ NCE ■ 505b2 ■ Biosimilars ■ Tail-end brand



Pipeline highlights

- **35 high-value, branded innovative products**
 - 18 NCEs, 3 505b(2), 4 biosimilars, 3 branded, 7 generics
- **Hybrid Strategy**
 - BD expands Lotus' pipeline with branded products
 - Complementary to internal R&D pipeline



02

FINANCIAL INFORMATION

1Q25 Financial Results

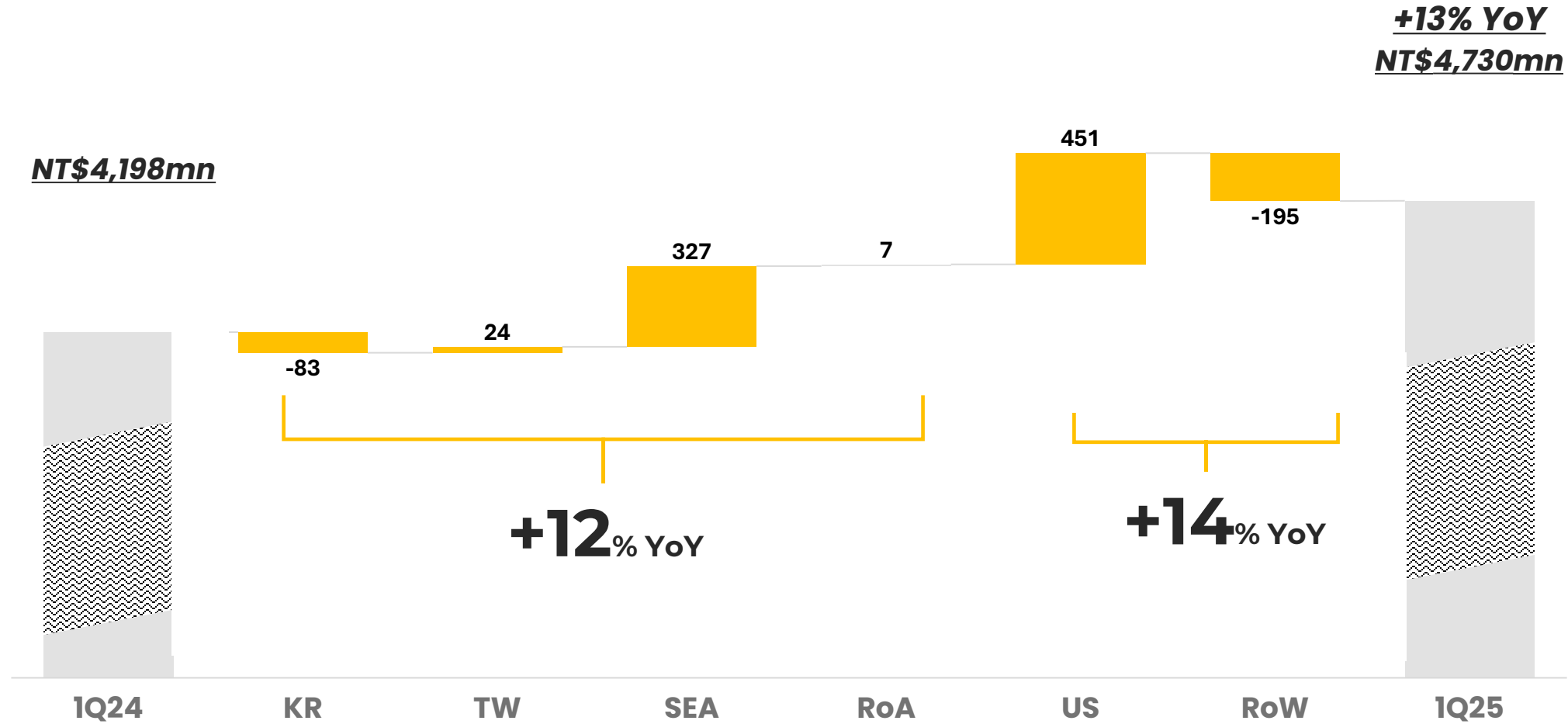
(in NTD millions, except for EPS)

Key Financials		
	25'Q1	YoY Change
Net Sales	4,730	12.7%
Cost of Goods	(1,814)	-4.2%
Gross Profits	2,915	26.6%
%	61.6%	6.7ppt
SG&A	(1055)	13%
R&D	(145)	24.0%
Operating Expenses	(1,201)	14.6%
Operating Income	1,715	36.6%
%	36.2%	6.3ppt
Non-OP		
Net of other gain/loss	145	-19%
Finance costs	(118)	(9%)
Earnings Before Tax	1,742	33.4%
Net Income	1,435	38.5%
Basic EPS (NTD)	5.47	38%

1Q25 Performance

- **Net sales increased 12.7% YoY** driven by lenalidomide US sales, robust growth of SEA market by successful integration
- **Gross margin of 61.6%, +6.7ppt YoY**, due to increased contributions from higher-margin oncology export products
- **Operating expenses increased 14.6% YoY**
 - SG&A: driven by additional costs related to the acquired businesses in Thailand and Vietnam.
 - R&D: Increased 24% YoY to NT\$145 million due to increase of labor costs.
- **Operating margin of 36.3%, + 6.7ppt YoY**, by higher margin products.

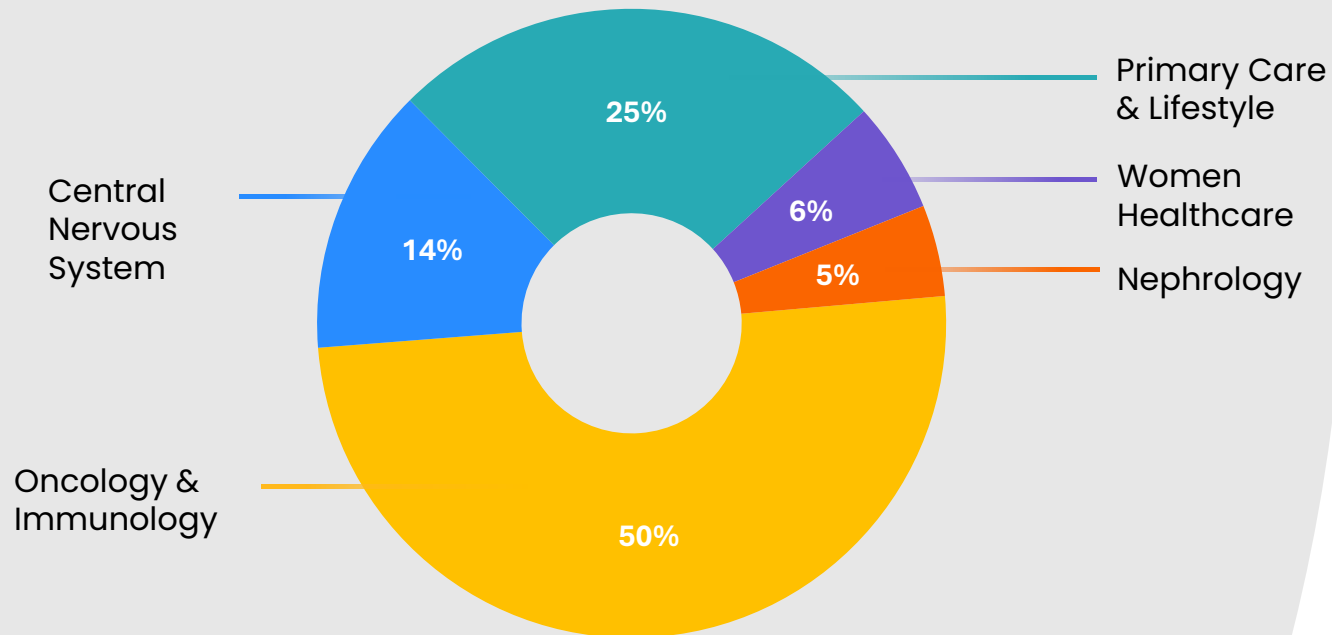
1Q25 Sales Expansion YoY



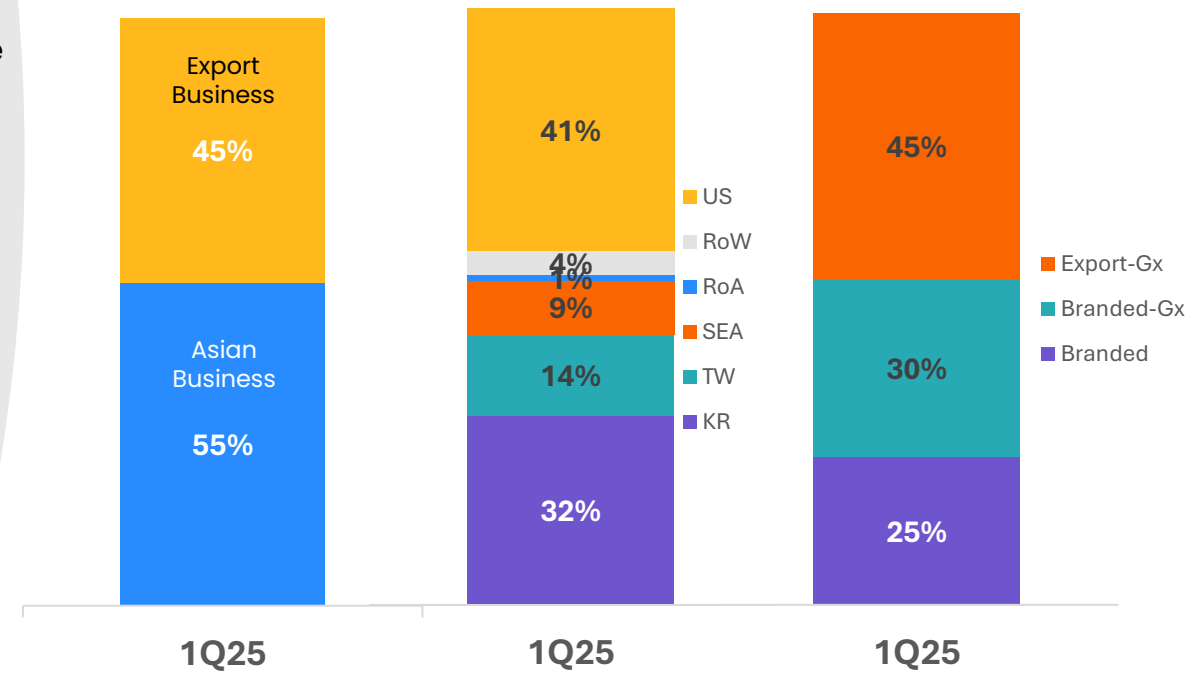
Diversification Across Therapies and Markets

Diversified Portfolio

1Q25 Revenue Breakdown by TA

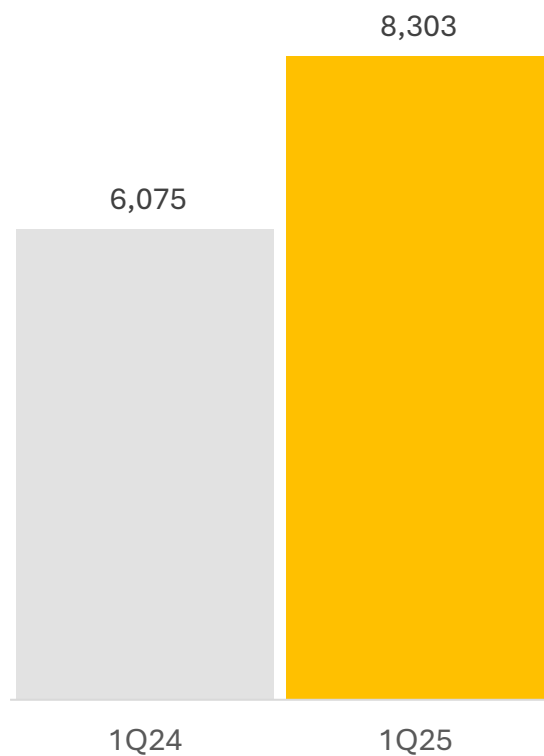


Revenue Breakdown

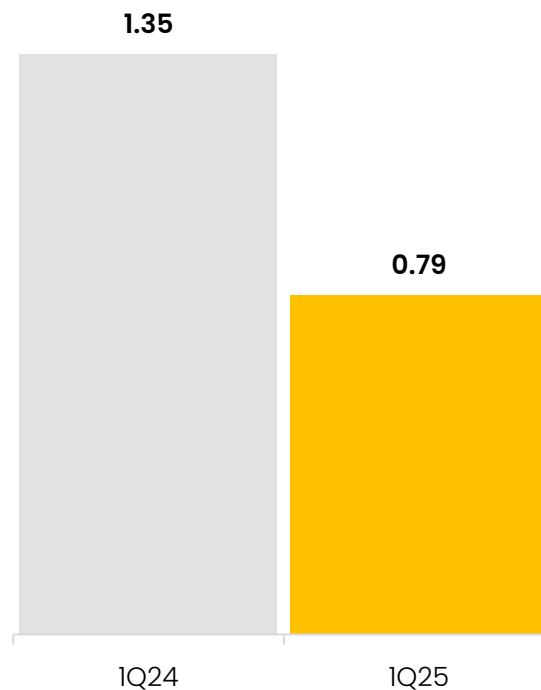


Strong Capital Structure

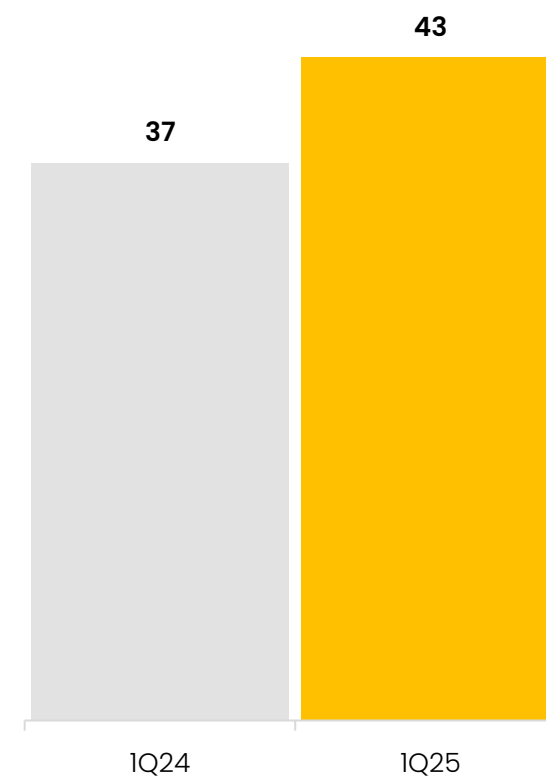
LTM EBITDA* (NT\$m)



NET DEBT/LTM EBITDA*



LTM EBITDA Margin(%)



03
BUSINESS
OUTLOOK



Update On Recent US Market Developments

US Tariffs Risks

- Impact remains unclear due to ongoing shifts of tariff policies
- Completed early stockpiling of inventories in US warehouses since April
- Management to continue closely monitor latest development and enhance readiness for policy clarity
- Possible remedy includes transfer of some manufacturing to the US

Most Favored Nation Drug Pricing

- Policies still undergoing finalizing stages, and once completed, could take years to implement
- Patented brands are in scope as they account for ~90% of market value with only ~10% of market volume
- Expect no negative impact on generics and biosimilar markets as they are already under more competitive pricing environment

An international pharmaceutical company with global presence, focused on commercializing novel and generic pharmaceuticals, offering patients better, safe and more accessible medicines

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<https://www.lotuspharm.com.tw/>



+886 2 2700 5908



info@lotuspharm.com



www.linkedin.com/company/lotus-pharmaceutical-co-ltd/