



HYPHENS PHARMA INTERNATIONAL LIMITED

5TH ANNUAL GENERAL MEETING

26 APRIL 2023



5TH
YEAR
ANNIVERSARY

DISCLAIMER

This presentation has been prepared by Hyphens Pharma International Limited (the "**Company**" and, together with its subsidiaries, the "**Group**").

This content in this presentation is being furnished to you on a confidential basis and solely for your information and neither this presentation nor any part thereof may be (i) used or relied upon by any other party or for any other purpose; (ii) copied, photocopied, duplicated, photographed or otherwise reproduced in any form or by any means; or (iii) redistributed, passed on or otherwise disseminated or quoted, directly or indirectly, to any person either in your organisation or elsewhere. None of the Company, SAC Capital Private Limited (the "**Sponsor**") nor any of their respective affiliates, advisors and representatives makes any representation regarding, or assumes any responsibility or liability whatsoever (in negligence or otherwise) for, the accuracy or completeness of, or any errors or omissions in, any information contained herein nor for any loss howsoever arising from any use of the content in this presentation.

By attending or viewing all or part of this presentation, you:

- i. represent and warrant that you are lawfully able to receive this presentation under the laws of the jurisdiction in which you are located and all other applicable laws;
- ii. agree to be bound by the limitations and restrictions described herein; and
- iii. agree to maintain confidentiality regarding the information disclosed in this presentation and to continue to adhere to all applicable securities and insider trading rules and laws in any jurisdiction at all times.

This presentation does not constitute, or form any part of any offer for sale or subscription of, or solicitation of any offer to buy or subscribe for, any securities in Singapore or any other jurisdiction nor shall it or any part of it form the basis of, or be relied on in connection with, any contract or commitment whatsoever.

The information in this presentation is a summary only and does not purport to contain all of the information that may be required to evaluate the Company or any potential transaction. Any potential transaction could be made available to you in accordance with applicable laws and regulations, including the distribution of any required documents for such potential transaction and such documents will supersede all prior information provided to you, herein or otherwise. Information in this presentation is qualified in its entirety by reference to an offering document for any potential transaction, if it proceeds.

None of the Company, the Sponsor, and any of their respective holding companies, subsidiaries, associated undertakings, controlling persons, affiliates, and any of their respective directors, officers, partners, employees, agents, advisers or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising, whether directly or indirectly, from any use, reliance or distribution of this presentation or its contents or otherwise arising in connection with this presentation. It is not the intention to provide, and you may not rely on the content of this presentation as providing, a complete or comprehensive analysis of the Company's or the Group's financial or trading position or prospects. The information and opinions contained in this presentation is provided as at the date hereof (unless otherwise indicated) and are subject to change without notice. This presentation may not contain all material information concerning the Company or the Group.

The information contained in this presentation has not been independently verified. The accuracy and completeness of the information and opinions in this presentation is not guaranteed and no representation or warranty, expressed or implied, is made as to, and no reliance, in whole or in part, should be placed on the fairness, accuracy, completeness or correctness of the information, opinions or assumptions contained herein. Further, nothing in this presentation should be construed as constituting legal, business, tax or financial advice. None of the Sponsor and its subsidiaries or affiliates has independently verified, approved or endorsed the material herein.

The information in this presentation includes historical information about and relevant to the Group that should not be regarded as an indication of the future performance of the Group or the value of the shares of the Company. This presentation also contains forward-looking statements that may be identified by their use of words like "plans", "expects", "will", "anticipates", "believes", "intends", "depends", "projects", "estimates" or other words of similar meaning and that involve assumptions, risks and uncertainties. All statements that address expectations or projections about the future and all statements other than statements of historical facts included in this presentation, including, but not limited to, statements about the strategy for growth, product development, market position, expenditures, and financial results, are forward-looking statements. Such forward-looking statements are based on certain assumptions and expectations of future events regarding the Group's present and future business strategies and the environment in which the Group will operate, and must be read together with those assumptions. No assurance or guarantee is given that these assumptions and expectations are accurate or will be realised. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. These risks, uncertainties and assumptions include, without limitation, general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from other entities, shifts in customer demand, customers and partners, changes in operating expenses including employee wages, benefits and training, governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business. Predictions, projections or forecasts of the economy or economic trends of the markets are not necessarily indicative of the future or likely performance of the Group. Past performance is not necessarily indicative of future performance. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the Company's current view of future events. None of the Company and the Sponsor, their respective affiliates and their respective agents assumes any responsibility to amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events, or otherwise.

Neither this presentation nor any of its content may be used without the prior written consent of the Company and the Sponsor. Any forwarding, distribution or reproduction of the information in this presentation electronically or otherwise, in whole or in part, is unauthorised.



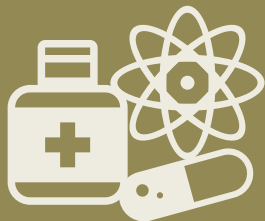
CORPORATE PRESENTATION



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group



OUR STRATEGIC FOCUS



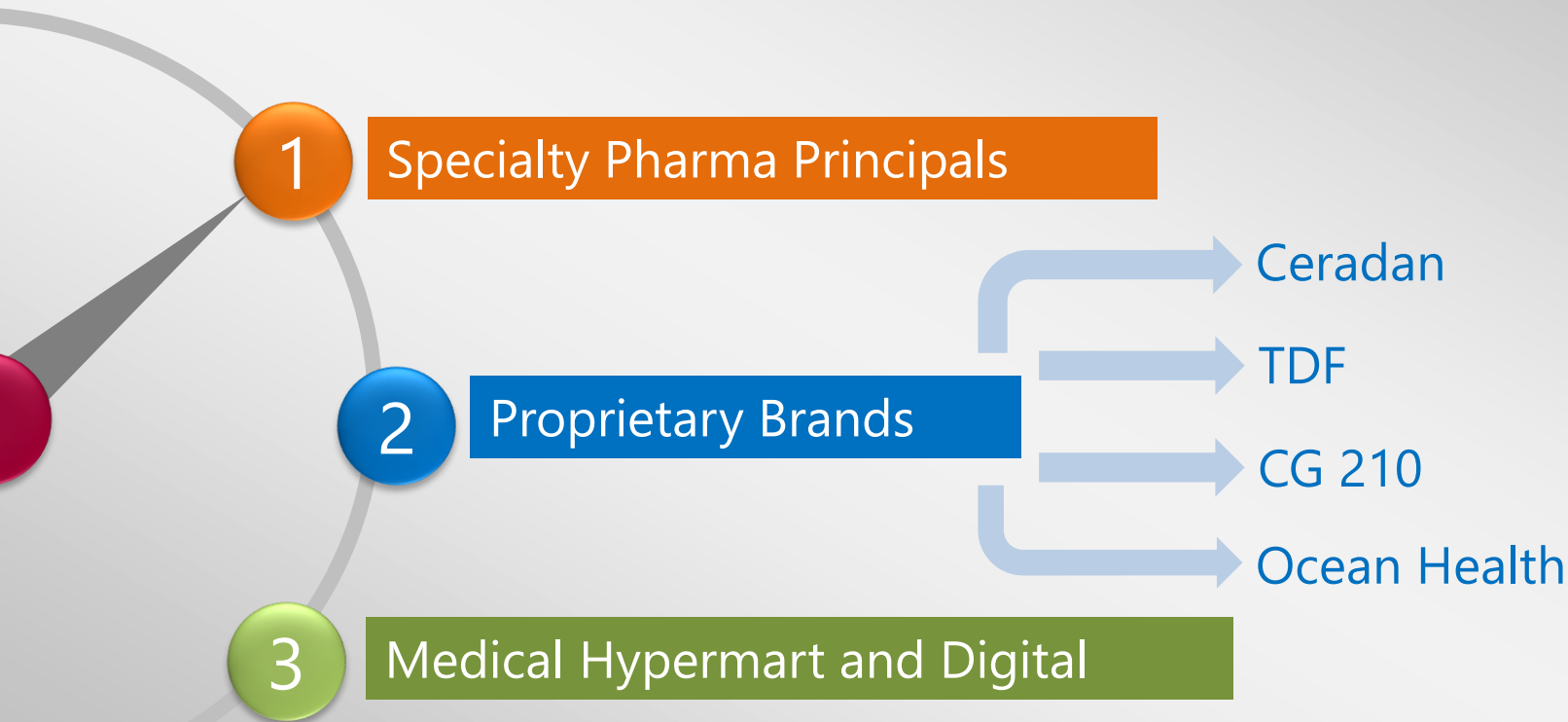
ASEAN's Leading
Pharmaceuticals &
Consumer Healthcare
Group



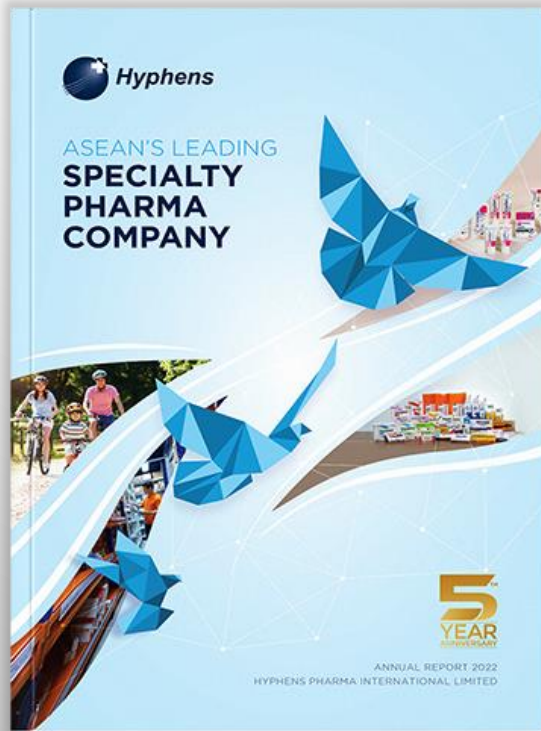
Long-Term Goal
Asia's No. 1
Skin Health
Company



OUR BUSINESS SEGMENTS



ANNUAL REPORT 2022



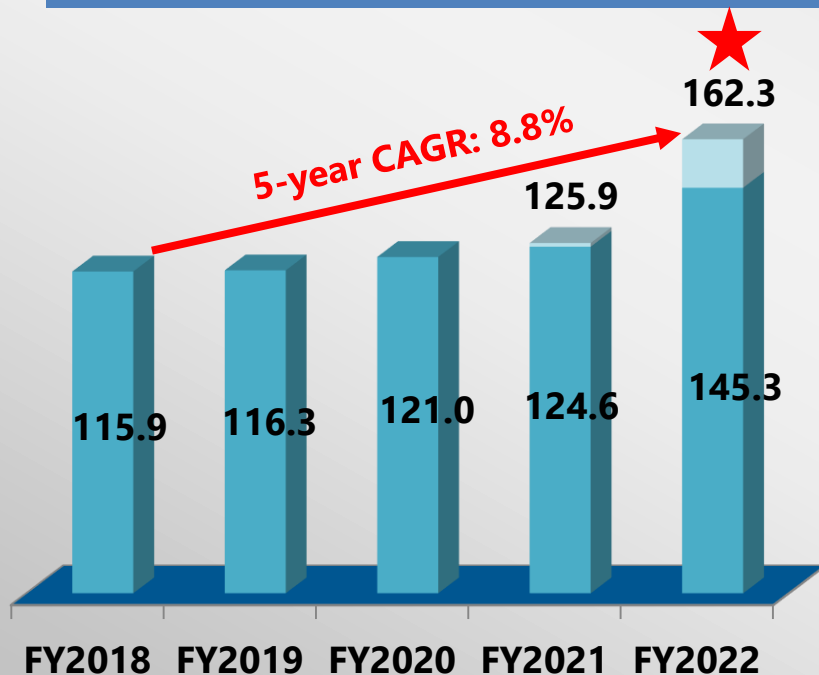
- + 5th Year Listing Anniversary – A Milestone Reflection
- + Product Portfolio Enhancement
- + Digitalisation for the Future
- + Supporting Local Communities
- + Financial Performance
- + Rewarding Shareholders





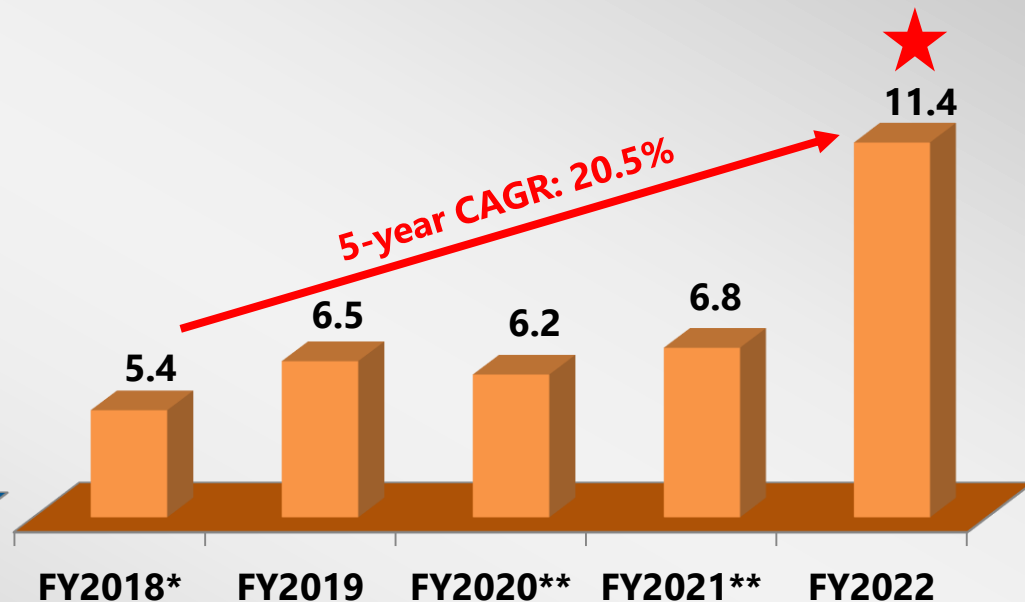
A MILESTONE REFLECTION

Revenue (S\$'m)



#Restated for FY2018-FY2020 to be consistent with FY2021 and FY2022

Profit After Tax (S\$'m)



*Incl IPO exp S\$0.9 million; **Incl JSS & Covid-related stock prov





A MILESTONE REFLECTION

Specialty Pharma Principals Segment



*Growing
the core...*

*Nurturing the new,
seeding the future*





A MILESTONE REFLECTION

Proprietary Brands Segment



*Growing
the core...*

*Nurturing the new,
seeding the future*





PRODUCT PORTFOLIO ENHANCEMENT

Successful In-Licensing of Winlevi® for 10 ASEAN Countries from Cosmo Pharmaceuticals



- + New type of acne prescription medication approved by the U.S. FDA in nearly 40 years
- + Only topical cream that treats hormonal acne directly in the skin
- + Access to all future product extension of Winlevi® for acne treatment
- + Our opportunity to enter other countries where we don't have a presence, e.g., Thailand



2

PRODUCT PORTFOLIO ENHANCEMENT



- + TDF® Blu Voile sunscreen scientifically proven to protect skin against blue light at cellular level.
- + Inked a 10-year exclusive license and supply agreement (with auto-renewal) to distribute and market Lederlon®, an intra-articular corticosteroid injection, for the treatment of osteoarthritis.
- + Entered into an exclusive agreement to distribute and sell Nabota®, a premium high-purity botulinum toxin.





PRODUCT PORTFOLIO ENHANCEMENT



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group





DIGITALISATION FOR THE FUTURE

- + Capital injection of S\$6 million into DocMed Technology Pte. Ltd. ("DocMed") from Metro Holdings Limited via its subsidiary
- + Medical Hypermart and Digital segment comprises all digital assets (POM, WellAway, and DocCentral platforms) under DocMed
- + DocMed's human capital strengthened
- + Launched POM Marketplace app for our B2B customers





SUPPORTING LOCAL COMMUNITIES



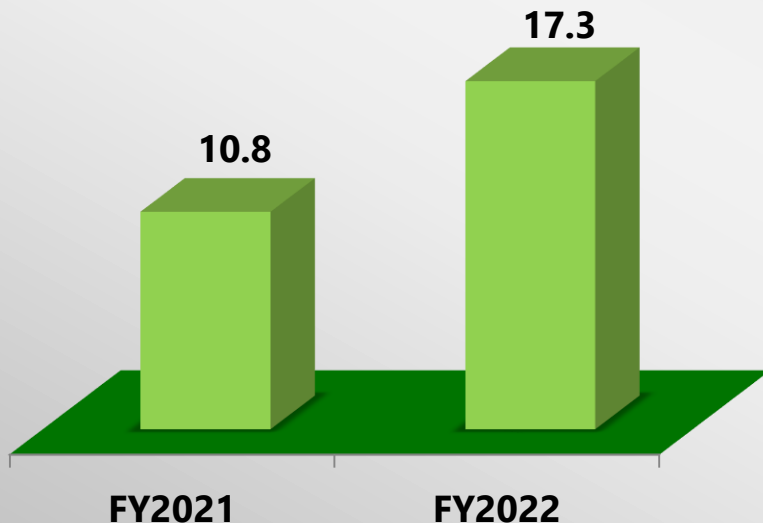
Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group



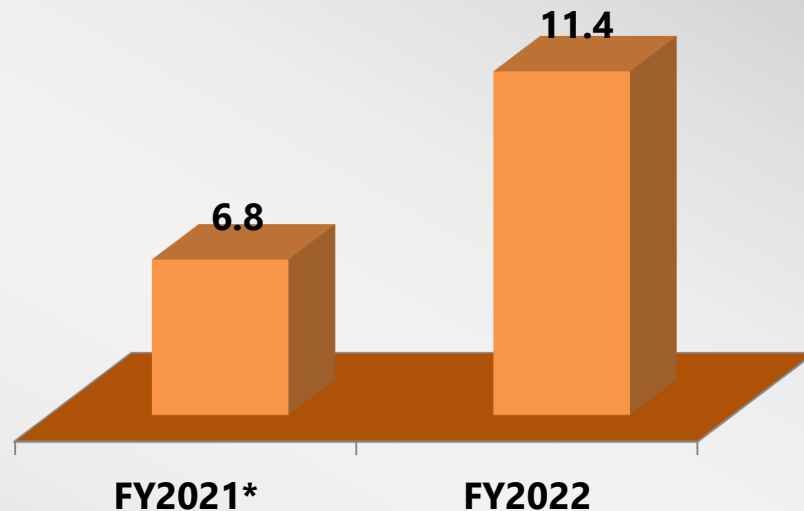


FINANCIAL PERFORMANCE

Recurring EBITDA (S\$'m)



Profit After Tax (S\$'m)



**Incl JSS & Covid-related stock prov*

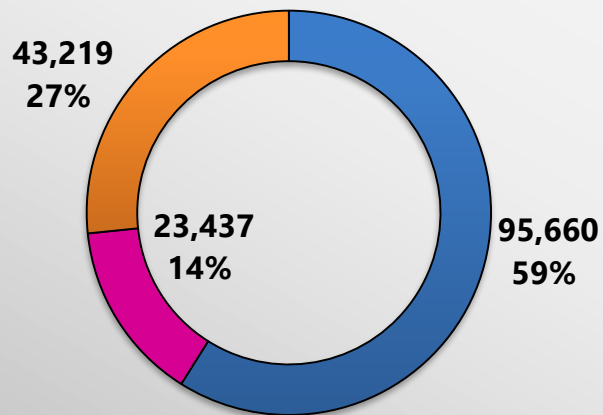




FINANCIAL PERFORMANCE – BUSINESS SEGMENTS

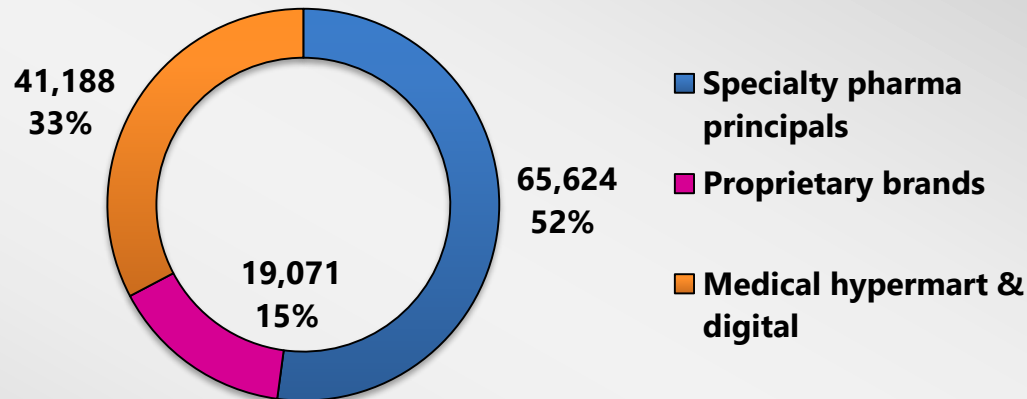
FY2022

(In S\$'000)



FY2021

(In S\$'000)



- Specialty pharma principals
- Proprietary brands
- Medical hypermart & digital



6

REWARDING SHAREHOLDERS

S\$'000	Dividend	Yield ^(a)	Div / NP ^(b)
FY2022 (subj to shareholders' approval)	1.11 cents	3.3%	30.2%
FY2021	0.67 cents	2.0%	30.2%

(a) Yield is computed based on total dividends declared for the financial year divided by closing price of S\$0.335 @ 21 April 2023.

(b) Dividend policy: to pay at least 30% of its net profits attributable to shareholders, subject to the Board's approval.



BUSINESS OUTLOOK



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group



OUR GROWTH STRATEGY

1. Investment in proprietary brands
2. Internationalisation
3. Strengthen specialty pharma portfolio
4. Going Digital
5. Acquisitions
6. Embarked on flagship growth programme
Scale-Up SG by Enterprise Singapore



Q&A



QUESTION FROM SHAREHOLDER

Ardence is a solid entity:

Ardence Pharma Sdn Bhd	2022	2021
	S\$'000	S\$'000
Profit and total comprehensive income for reporting year	1,129	578
Net assets	1,520	615

Based on pages 70 and 98 of the annual report, the employees paid \$27,000 for the 3% stake in Ardence, implying a valuation of just \$1.1m for Ardence (equal to 2022 profit). What factors were taken into account in parting the shares at such a low price?



QUESTION FROM SHAREHOLDER

Company's Response

In FY2022, Ardence bought back shares from shareholders based on the book value of the net assets as of the transaction date. As of the transaction date, net asset value of Ardence was approximately S\$885,000, which explained for the disposal of 3% interest at S\$27,000.



RESOLUTIONS



VOTING ON RESOLUTIONS

Resolution 1:

To receive and adopt the Directors' Statement and Audited Financial Statements of the Company for the financial year ended 31 December 2022 together with the Auditors' Report thereon.



VOTING ON RESOLUTIONS

Resolution 2:

To declare a **final tax exempt (one-tier) dividend of 1.11 Singapore cents per ordinary share** for the financial year ended 31 December 2022.



VOTING ON RESOLUTIONS

Resolution 3:

To re-elect **Dr Tan Kia King** under Regulation 97 of the Company's Constitution.



VOTING ON RESOLUTIONS

Resolution 4:

To approve the Directors' fees of **SGD 232,000** for the year ended 31 December 2022.



VOTING ON RESOLUTIONS

Resolution 5:

To re-appoint **RSM Chio Lim LLP** as auditors of the Company and to authorise the Directors to fix their remuneration.



VOTING ON RESOLUTIONS

Resolution 6:

To authorise Directors to allot and issue **new shares** pursuant to Section 161 of the Companies Act 1967 and Rule 806 of the SGX-ST Listing Manual Section B: Rule of Catalist.



VOTING ON RESOLUTIONS

Resolution 7:

To authorise Directors to grant awards and issue shares in accordance with the **Hyphens Performance Share Plan**.



VOTING ON RESOLUTIONS

Resolution 8:

To authorise Directors to grant options and issue shares in accordance with the **Hyphens Share Option Scheme**.



TIME FOR A BREAK



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group



POLL RESULTS



POLL RESULTS

Resolutions	Votes in Favour		Votes Against		Abstained
	No. of shares	%	No. of shares	%	No. of shares
1. To receive and adopt the Directors' Statement, Audited Financial Statements and Auditor's Report for FY2022	250,053,456	100	-	-	-
2. To declare a final tax exempt (one-tier) dividend of 1.11 Singapore cents per ordinary share	250,053,456	100	-	-	-
3. To re-elect Dr Tan Kia King as Director	173,672,655	100	-	-	-
4. To approve the Directors' fees payable by the Company	135,627,095	100	-	-	-
5. To re-appoint RSM Chio Lim LLP as Auditors	249,793,456	99.90	260,000	0.10	-



POLL RESULTS

Resolutions	Votes in Favour		Votes Against		Abstained
	No. of shares	%	No. of shares	%	No. of shares
6. Authority to allot and issue new shares	244,773,300	97.91	5,214,656	2.09	-
7. Authority to grant awards and issue shares in accordance with the Hyphens Performance Share Plan	202,158,740	97.49	5,214,556	2.51	-
8. Authority to grant options and issue shares in accordance with the Hyphens Share Option Scheme	202,158,740	97.49	5,214,556	2.51	-





Hyphens Pharma International Limited (SGX: 1J5)
16 Tai Seng Street, Level 4, Singapore 534138
www.hyphensgroup.com

in | Follow us on LinkedIn