



Hyphens

Asean's Specialty Pharma Company



RESULTS BRIEFING 1H2024

19 August 2024



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Agenda



- 01 Results Overview
- 02 Business Updates
- 03 Financial Results
- 04 Business Outlook
- 05 Product Pipelines



01

Results Overview

Results Overview

99.6_m

1H2024 Revenue (SGD) **+33.4% YoY**

51.7_m

2Q2024 Revenue (SGD) **+24.5% YoY**

5.9_m

1H2024 PAT (SGD) **+66.7% YoY**

3.2_m

2Q2024 PAT (SGD) **+46.9% YoY**

FOR 1H2024 REVENUE



**Specialty Pharma
Principals**

+51.7% YoY



**Proprietary
Brands**

+20.7% YoY



**Medical Hypermart
and Digital**

+3.8% YoY

02

A close-up photograph of a woman with long, dark hair. She is holding a small, yellow, oval-shaped capsule between her fingers, positioned near her right eye. The background is a soft, out-of-focus light blue and white.

**Business
Updates**

Business Updates

Partner with 7-Eleven to offer Ocean Health® supplements



Jan 2024

Feb 2024

License Wyzora® Cream for ASEAN countries from MC2 Therapeutics



Mar 2024

License Amenalief® from Maruho for ASEAN



May 2024

Jun 2024



Establishment of Ardence Aesthetics Pte. Ltd. in Singapore



Ceradan® enters 5 major Middle East markets



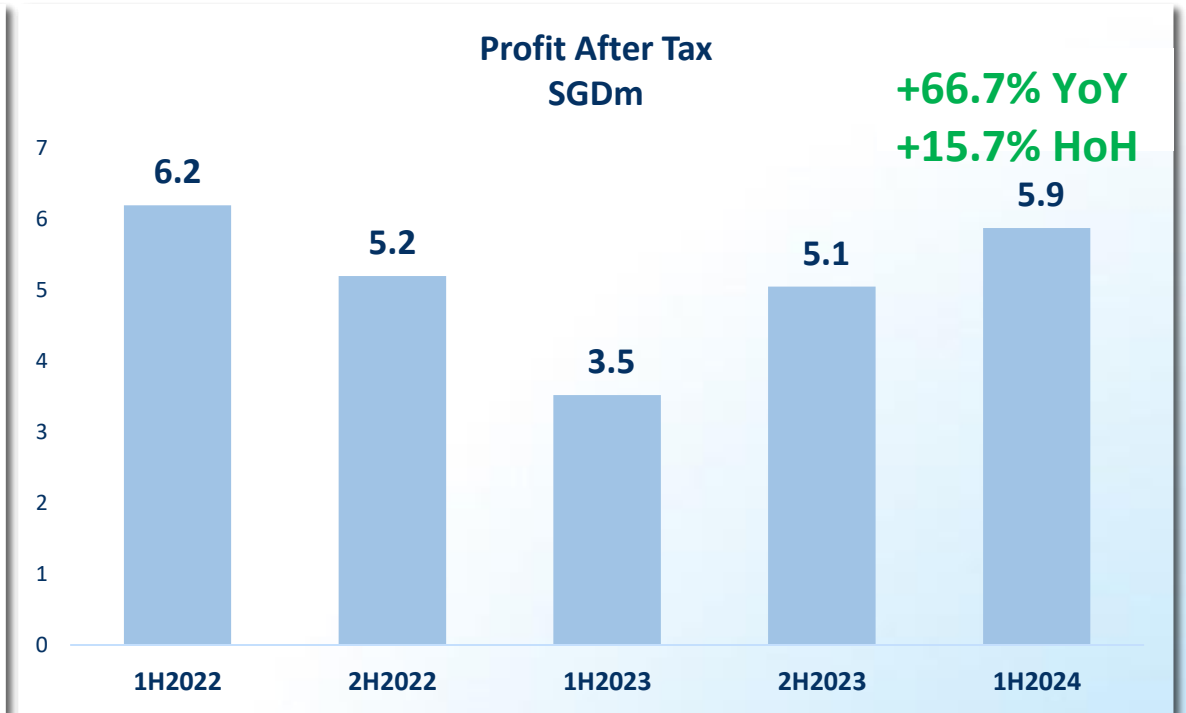
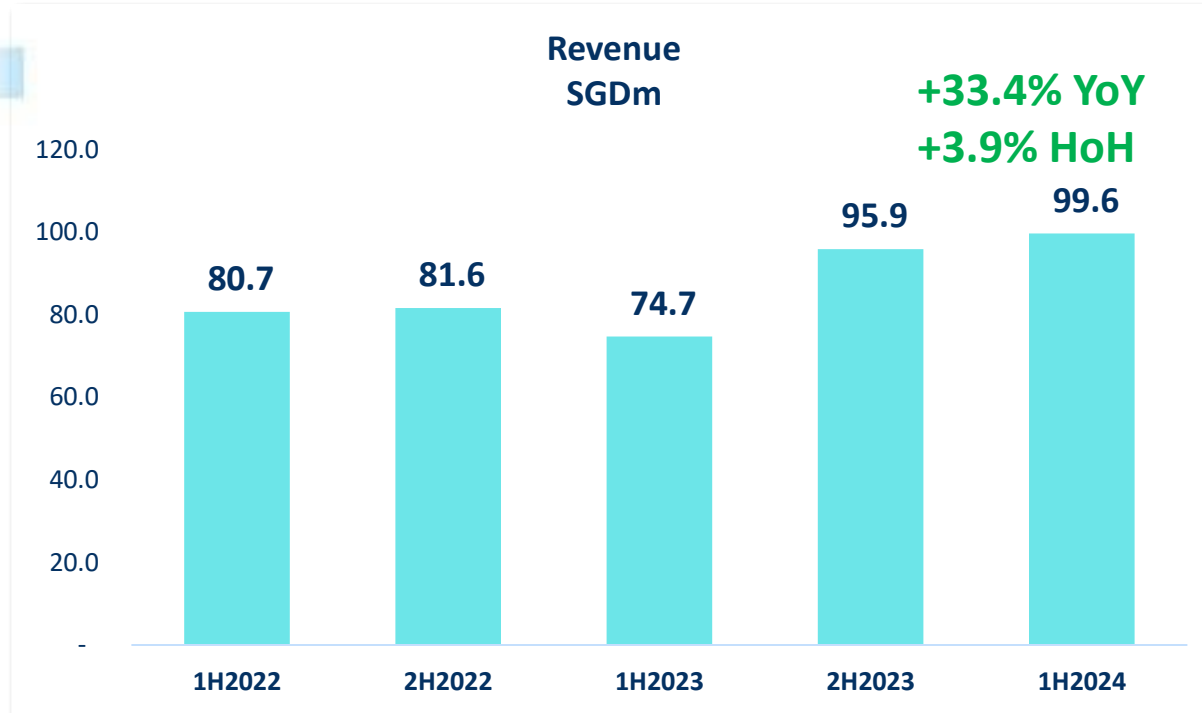
Medical Aesthetics business expanded its footprints to Indonesia and the Philippines



03

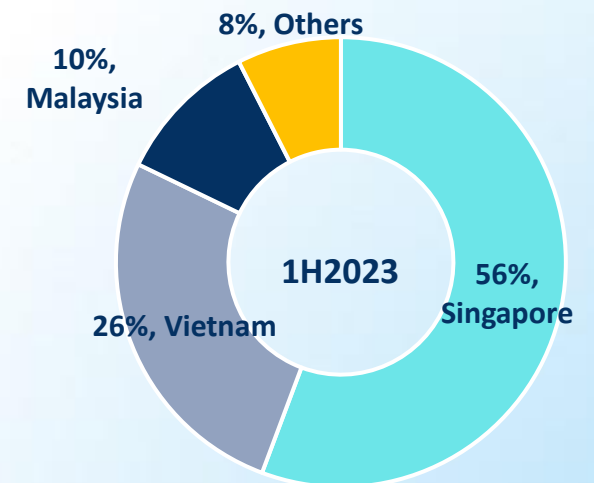
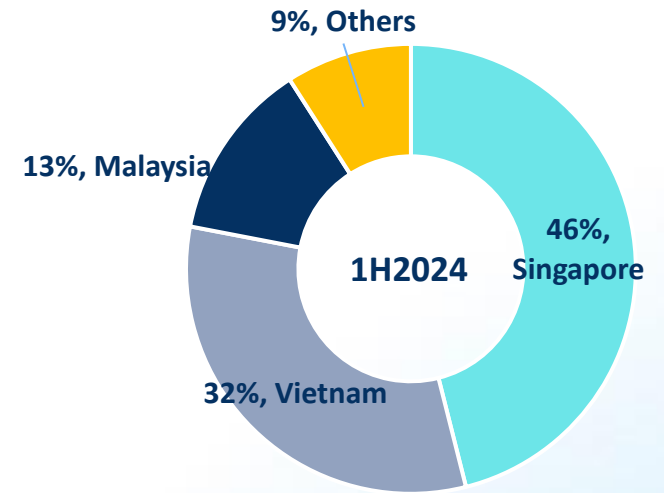
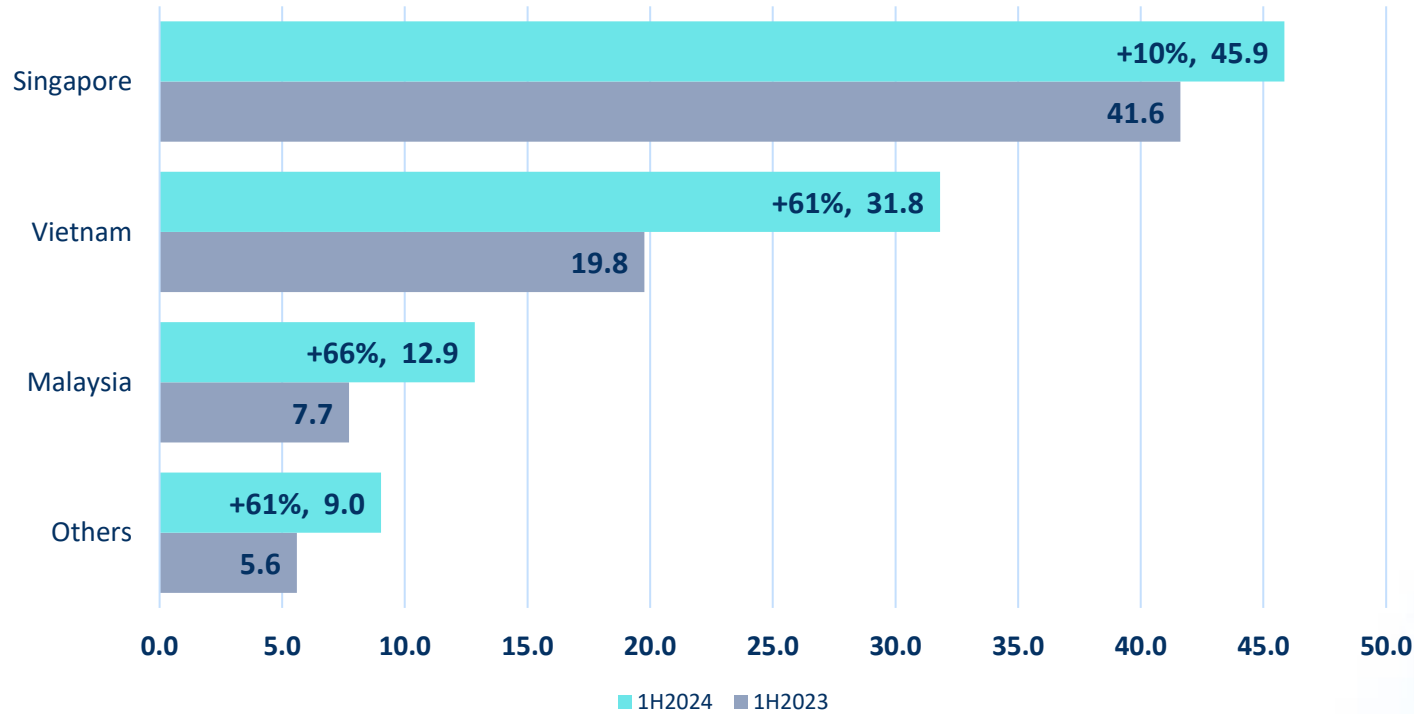
**Financial
Results**

Overall Performance



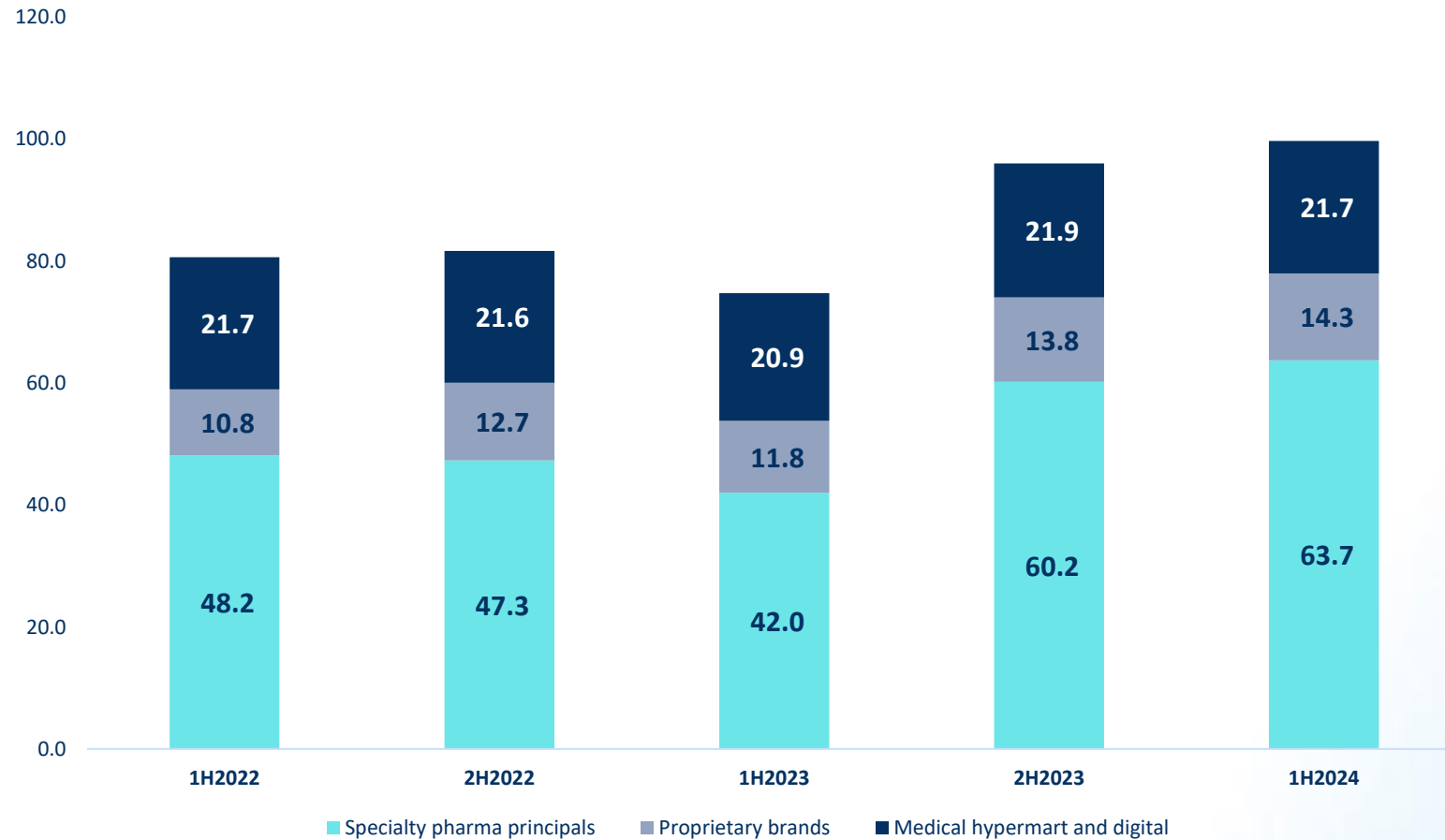
Performance by Geography

Revenue by Geography
SGDm



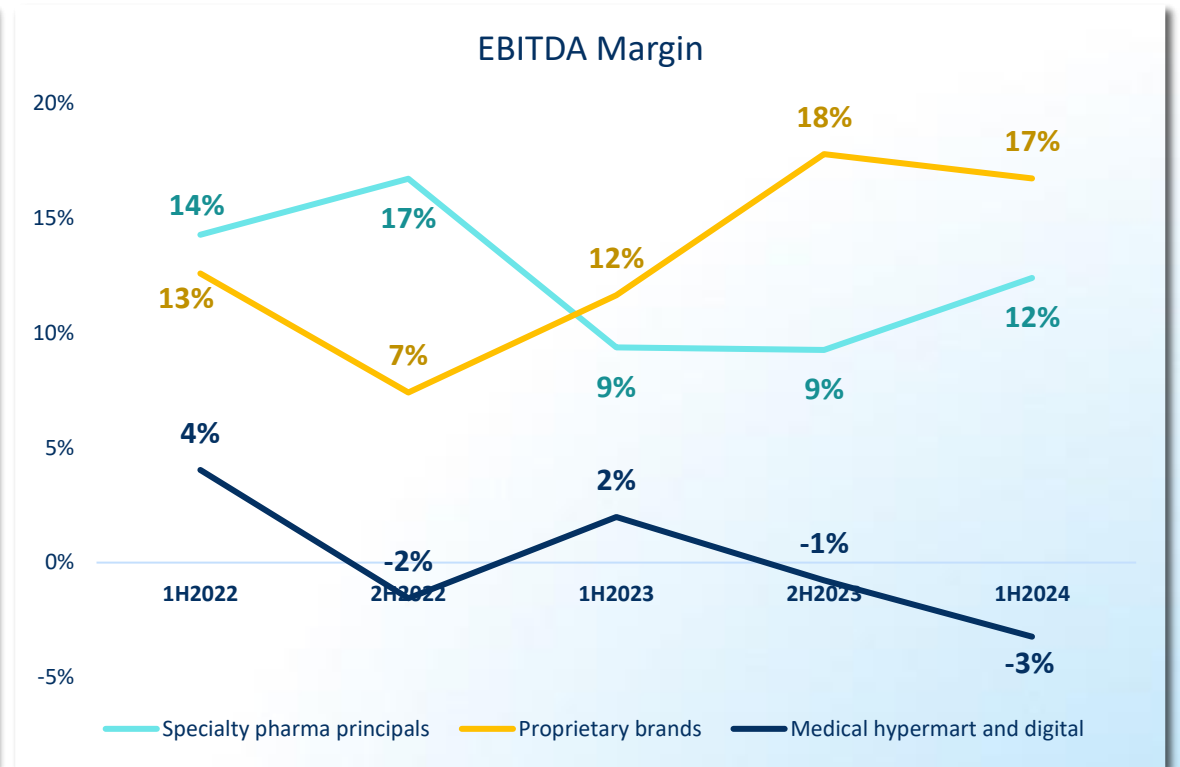
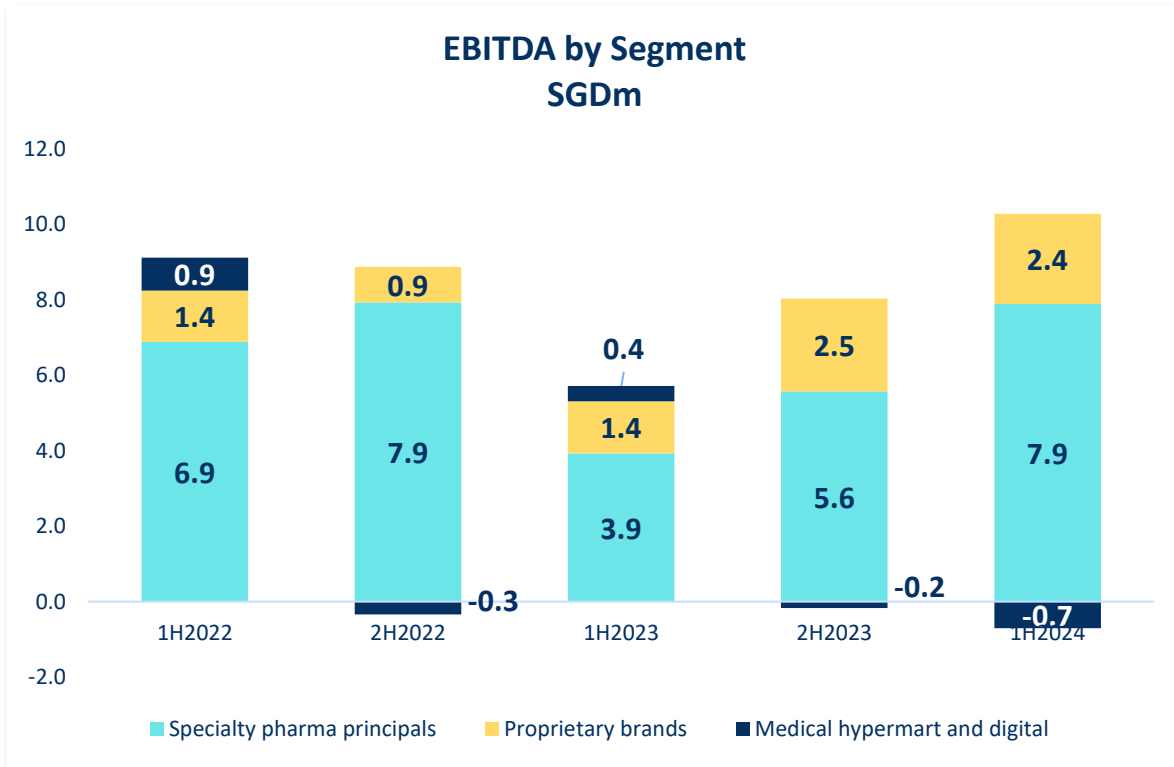
Performance by Segment

Revenue(SGDm)



- Strong 1H2024 YoY and HoH growth mainly driven by specialty pharma principals and proprietary brands.
- Specialty pharma principals
 - + **51.7%** YoY and +**5.8%** HoH
- Proprietary brands
 - +**20.7%** YoY and +**3.0%** HoH
- Medical hypermart and digital
 - +**3.8%** YoY and **-0.9%** HoH.

Segment Profitability



04

Business Outlook

Business Outlook

Proprietary Brands



- Further penetrate existing markets and expand into new markets
- Continue product innovation, grow current product portfolio
- In next 6 months, expect margin erosion due to ASEAN currencies depreciation against SGD, the denominating currency for supply

Specialty Pharma Portfolio



- Continue growth momentum for key products. Some products require greater efforts to regain market share impacted by the supply chain disruption in 1H2023.
- Grow medical aesthetics product portfolio
- Costing pressure and weakening ASEAN currencies vs. EUR and USD continue to impact GPM, actively re-balance the product portfolio towards higher margin mix
- Continue to look for inorganic growth opportunities

Medical Hypermart and Digital



- Continue to pursue the platform development, while further strengthening customer and vendor base
- Greater resources channeled to platform and market development
- Wholesale business to provide growth fuel for digital platform development

05

Product Pipelines

Product Pipeline

Assets	Month signed	Therapeutic areas	Geography	Features/Benefits
Winlevi® 	Dec 2022	Derma.	10 ASEAN countries	<ul style="list-style-type: none"> • First-in-class • New anti-acne treatment in 4 decades
Byfavo® 	May 2023	G.I.*	Singapore	<ul style="list-style-type: none"> • Works faster and better safety profile
Wyzora® 	Mar 2024	Derma.	10 ASEAN countries	<ul style="list-style-type: none"> • Patented technology • Unique cream formulation • Better efficacy • Better adherence
Amenalief® 	Jun 2024	Derma.	10 ASEAN countries	<ul style="list-style-type: none"> • Significantly less dosing • Safer for renal dysfunction patients
Ustefav (Ustekinumab biosimilar)	Jan 2024**	Derma.	Singapore, Malaysia and the Philippines	<ul style="list-style-type: none"> • For treatment of moderate to severe plaque psoriasis

G.I. - Gastroenterology

*Sedation during colonoscopy procedure

** Marketing authorization approved by EMA

Winlevi®



#1

Prescribed Branded Topical Acne Product in the U.S.¹

927K

Prescriptions since launch in Nov 2021²

\$28M

USD 2022 Sales³

17,900+

Unique Prescribers (>90% of dermatology HCPs)²

- First-in-class
- New anti-acne treatment in 4 decades⁶

10 ASEAN Countries

Hyphens Pharma licensed Winlevi® from Cosmo Pharmaceuticals in Dec 2022

Global Expansion

New partnerships in EU, UK, South Africa, Middle East, North Africa, South Korea²

International Launches

- Canada: Launched in Sep 2023⁴
- Australia: Approved by Australia Therapeutic Goods Administration (“TGA”) in Mar 2024⁵

European Market

Marketing Authorisation Application filed with European Medicine Agency in Oct 2023⁶

Byfavo®



€4.4M

Sales in first six months of 2023(H1 2022:EUR 2.7m)⁷

€40-50M

Peak revenue potential p.a. in EU*⁸

€35M

Peak revenue potential p.a. in Rest of World⁸

Hyphens Pharma has signed an exclusive sub-license and supply agreement with Hana Pharm Co., Ltd in May 2023 to develop and commercialise Byfavo® in **Singapore**

Features/Benefit

A procedural anaesthetic drug that works faster with better safety profile

Global presence

Byfavo® has received market approvals in the U.S., EU, Japan, China, the Philippines and South Korea⁸

* For procedural sedation

Wynzora®



c.15% and c.19%

Market share in Germany and Spain in 2023⁹

131%

Year-on-year sales increase in 2023¹⁰

€12.9M

Sales in first six months of 2024¹¹

10 ASEAN Countries

Hyphens Pharma licensed Wynzora® from MC2 Therapeutics in Mar 2024

Global presence

Wynzora® Cream is approved and marketed in the U.S., UK and several European countries, like Italy, Germany and Spain.^{12,13}

Features/Benefits

- Patented technology
- Unique cream formulation
- Better efficacy
- Better adherence

Ustefav (Ustekinumab biosimilar)

Stelara®, the originator product remained one of the **top 10** pharmaceutical products by sales globally in 2023¹⁴, with revenue **more than 10.9b USD** worldwide. ¹⁴

In Jan 2024, Uzpruvo (STADA) was approved by European Medicines Agency (“EMA”) as the 1st Biosimilar of Stelara^{15,16}

Approved in Japan, Canada and the European Economic Area (“EEA”). Market applications pending in other global markets, including the U.S. ¹⁷

Hyphens Pharma licensed Ustefav in **Singapore, Malaysia and the Philippines**

Q&A



Appendix

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