



HYPHENS PHARMA
INTERNATIONAL LIMITED
RESULTS BRIEFING
FY2023



7 MARCH 2024

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AGENDA

01 Overview

02 Our Business

03 Financial Results

04 Commitment to Sustainability

05 Business Outlook



01 OVERVIEW

170.6_m

FY2023 Revenue (SGD) **+5.1% YoY**

8.6_m

FY2023 PAT (SGD) **-24.6% YoY**

0.86_{sg cents}

Proposed FY2023 final dividend*

95.9_m

2H2023 Revenue (SGD) **+28.4% HoH**

5.1_m

2H2023 PAT (SGD) **+45.7% HoH**

2.77_{sg cents}

FY2023 EPS

- **OUTLOOK 2024:** ambitious growth targets driven by
 - + deeper **product penetration**
 - + **new market** entries
 - + product margin **optimisation**
 - + **new growth engine** from medical aesthetic business.

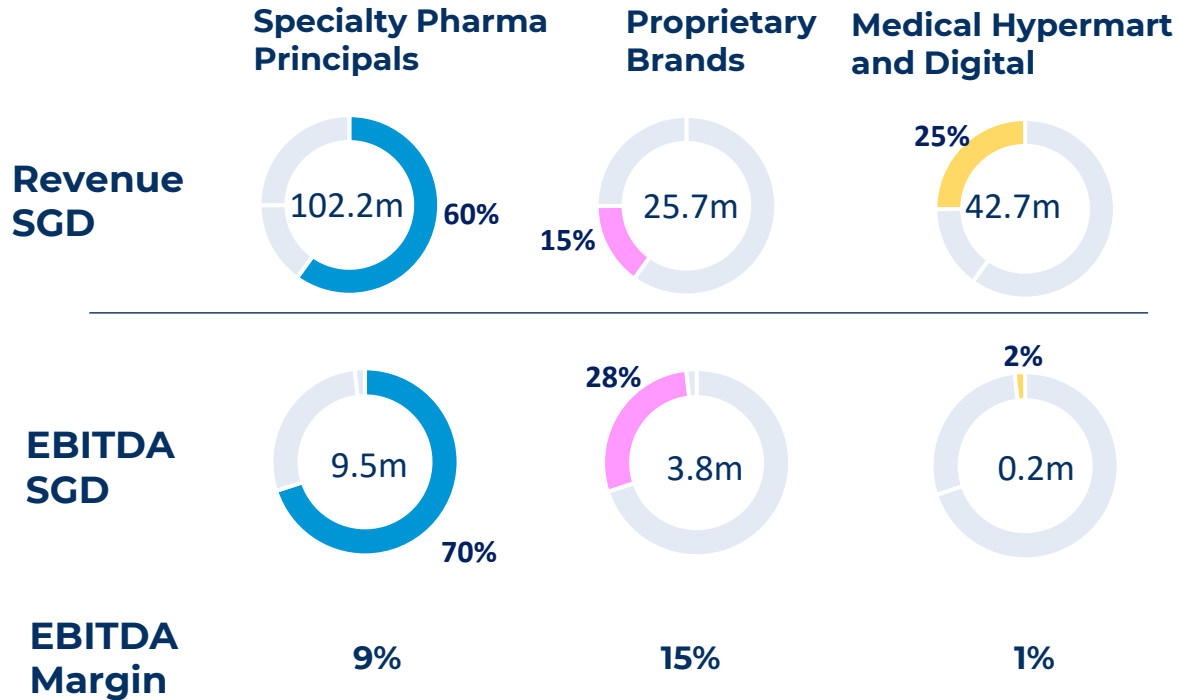
*final dividend subject to shareholders' approval at the upcoming annual general meeting



02 OUR BUSINESS

A leading ASEAN's Specialty Pharma and Consumer
Healthcare Group

SEGMENTS AND PRESENCE



5	14	>9000	Omnichannel
Operating countries	Distribution markets*	Customers (hospitals, clinics, pharmacies)	Ethical, Consumer healthcare, Digital

*Distribution markets are in addition to operating countries

LATEST UPDATES

Successful registration of Nabota® in Malaysia



Official launch of Nabota® and Plinest in Singapore



Aug 2023

Oct 2023

Acquisition of Ardence Pharma Sdn Bhd



Nov 2023

Partner with 7-Eleven to offer Ocean Health® supplements



Establishment of Ardence Aesthetics Pte. Ltd. in Singapore



Jan 2024

Ceradan® enters 5 major Middle East markets



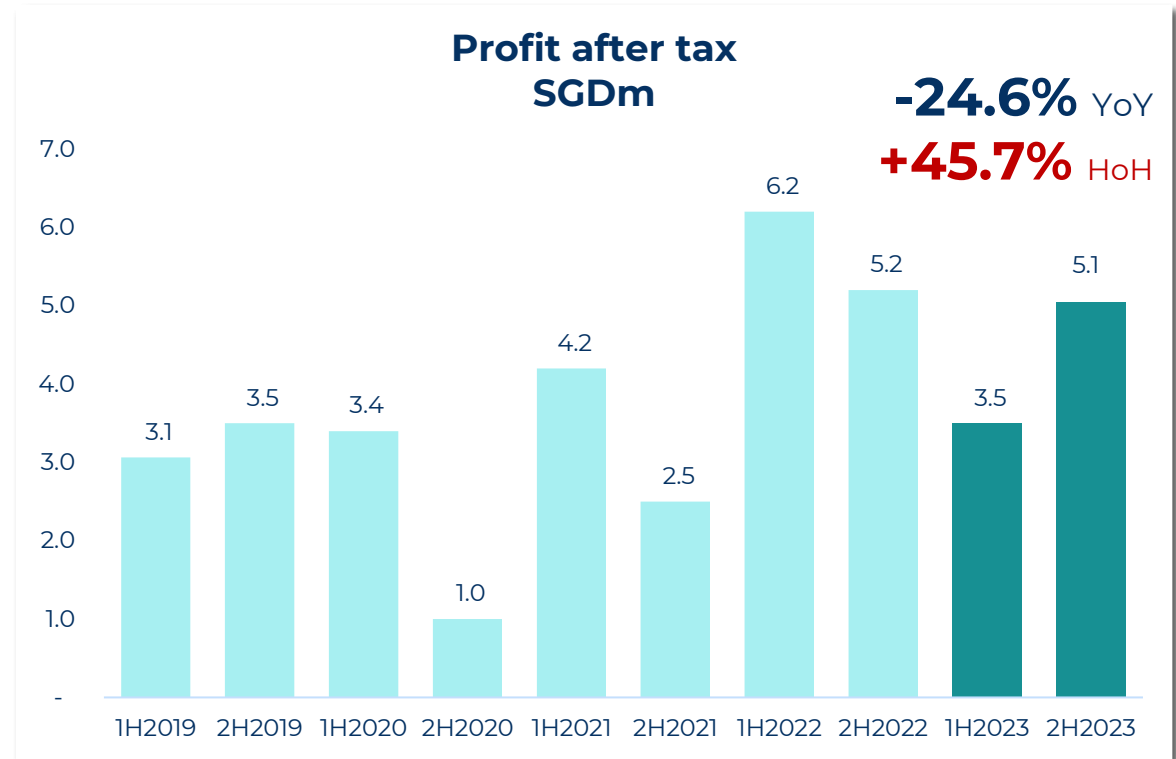
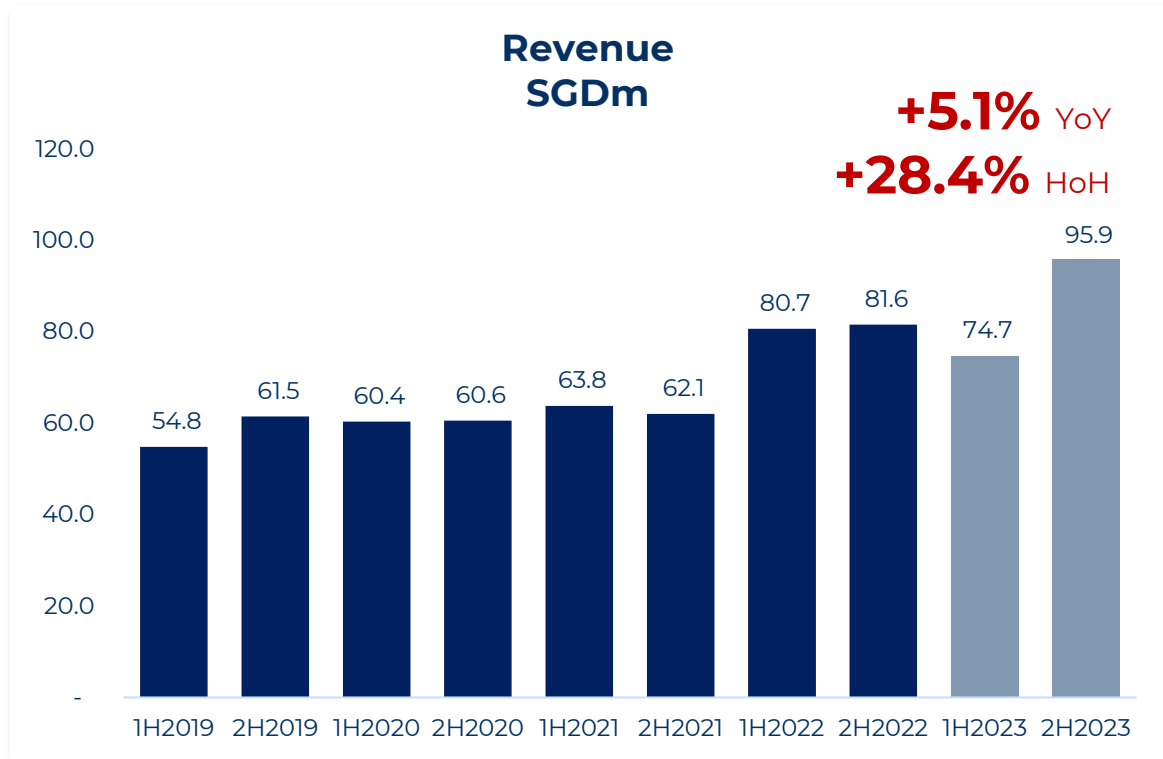
Feb 2024



03 FINANCIAL RESULTS

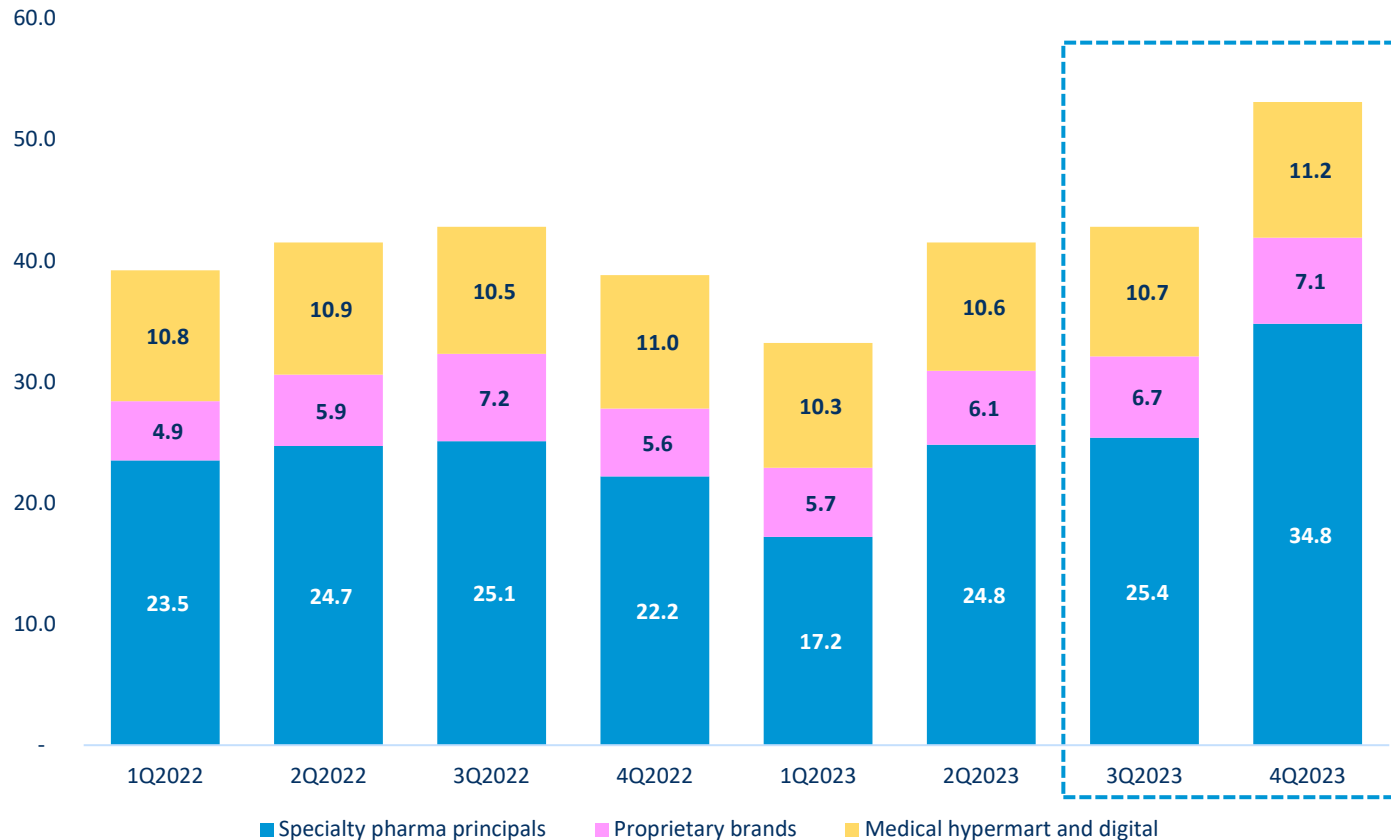
Strengthened Topline Recovery, while continue To Focus
On Margin Maximization And Operational Excellence

OVERALL PERFORMANCE



PERFORMANCE BY SEGMENT

Revenue(SGDm)



- ✓ Strong recovery in 2H2023 stems from:
 - improved supply chain situation for major selling products
 - strong organic growth from Ceradan® and Ocean Health®
 - inorganic growth from acquisition of Ardence Pharma Sdn Bhd
- ✓ Specialty pharma principals: **+43%** HoH, **+7%** YoY
- ✓ Proprietary brands **+17%** HoH, **+10%** YoY
- ✓ Medical hypermart and digital **+5%** HoH, **-1%** YoY.

INCOME STATEMENT

SGDm	2H2023	1H2023	HoH %	FY2023	FY2022	YoY %
Revenue	95.9	74.7	28%	170.6	162.3	5%
Gross profit	33.9	28.0	21%	62.0	62.8	-1%
Operating expenses	(28.1)	(24.5)	15%	(52.6)	(49.7)	6%
Distribution costs	(18.7)	(17.2)	9%	(35.9)	(33.3)	8%
Admin expenses	(7.6)	(6.5)	18%	(14.1)	(14.6)	-3%
Finance costs	(0.1)	(0.2)	-21%	(0.3)	(0.2)	17%
Other losses	(1.6)	(0.7)	130%	(2.3)	(1.6)	47%
Profit before tax	6.4	4.2	52%	10.6	14.3	-26%
Profit after tax	5.1	3.5	46%	8.6	11.4	-25%
GPM	35.3%	37.5%	-2.2 ppt	36.3%	38.7%	-2.4 ppt
PAT margin	5.3%	4.7%	0.6 ppt	5.0%	7.0%	-2 ppt

- ✓ Strong recovery from the loss of Biosensor sales since 1H2023
- ✓ Narrowing gross margin due to costing pressure from principals that could not be fully passed on to the market
- ✓ Conscious efforts were made to channel resources to sales and distribution vs. admin spending
- ✓ FX loss suffered from deteriorating MYR to SGD exchange rate, as well as Euro and USD fluctuation



04 COMMITMENT TO SUSTAINABILITY

Preserving Health, Sustaining Tomorrow

OUR COMMITMENTS TO SUSTAINABILITY



Packaging waste



Our goal is to develop eco-friendly packaging solutions for the entire Ocean Health product range by

2030



Talent Management

440

full time employee

20%

increase in headcount YoY

129

new hires in FY2023

67%

are female employees (+1% from FY2022)

65%

are female managers (+7% from FY2022)

1,625

hours of training (avg. 14 hour/employee)



Customer Health and Safety

We're proud to be awarded

Best Partner for People and Planet

by our principal Chiesi



Corporate Governance

We ranked

23rd

by the Singapore Governance and Transparency Index 2023- general category, conducted by CPA Australia, NUS Business School and SID (FY2022: ranked 55th)



05 BUSINESS OUTLOOK

Ride On The Momentum Of 2H Recovery, Forge Ahead A New Growth Horizon

BUSINESS OUTLOOK

Proprietary Brands



- To unlock brand equity value and grow its presence
- Appointed proprietary brands commercial director, re-look at brand strategy
- In mid-term, maintain the margin while further market expansion and market penetration

Specialty Pharma Portfolio



- Record FY2024 full year impact from sales of products from Laboratoires Gilbert S.A.S., Plinest and Nabota, etc.
- Ease of supply chain pressure on key selling products
- Market expansion for medical aesthetic business
- Costing pressure continues to impact GPM, actively re-balance the product portfolio towards higher margin mix
- Continue to look for inorganic growth opportunities

Medical Hypermart and Digital



- DocMed records full year revenue in Malaysia and Vietnam
- Greater resources channel to platform development and market development
- Wholesale business to provide growth fuel for digital platform development

NEW GROWTH HORIZON

The Medical Aesthetic business of Hyphens Group will be carried out under the brand **Ardence**, under the leadership of Hyphens Group COO and Ardence Aesthetics CEO, Mr. Yann Alain Marche and Ardence Aesthetics Commercial Director, Mr. Sean Loo.

**Hyphens Group COO,
Ardence Aesthetics CEO**

Yann Alain Marche



**Ardence Aesthetics
Commercial Director**

Sean Loo



Q&A





THANK YOU



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