



HYPHENS PHARMA INTERNATIONAL LIMITED

3RD ANNUAL GENERAL MEETING

28 APRIL 2021



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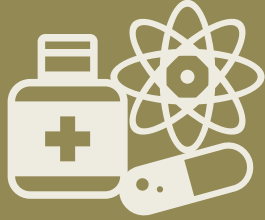
CORPORATE PRESENTATION



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

1

Specialty Pharma Principals

2

Proprietary Brands

Ceradan

TDF

CG 210

Ocean Health

3

Medical Hypermart and Digital



ANNUAL REPORT 2020



- + Deepening Digital Capabilities
- + Expanding Regionally
- + Widening Product Portfolio
- + Creating Value via Intangible Assets
- + Supporting Community Outreach
- + Financial Performance
- + Rewarding Shareholders





DEEPENING DIGITALISATION CAPABILITIES



Building the

Digital Transformation

Talent Pool

- + Senior Manager, Digital Transformation
- + E-Commerce & Digital Services Manager
- + Associate E-Commerce Manager





EXPANDING REGIONALLY



Shanghai
Good Luck
上海古腊国际
贸易有限公司

Mainland China

JSPharma

South Korea



Healthguard
Pharmacy
Limited

Sri Lanka



SUTL HK

Hong Kong, Macau
and Duty-Free
Channels in China



3

WIDENING PRODUCT PORTFOLIO



- + Hyphens has acquired the **rights, titles** and interests in the **trademarks** of CG 210® for Singapore & Malaysia
- + CG 210® is a globally renowned & patented topical botanical hair growth-promoting agent
- + New brand ownership adds to our **Proprietary Brands** business segment
- + Inclusion of scalp care as part of our **dermatology** portfolio



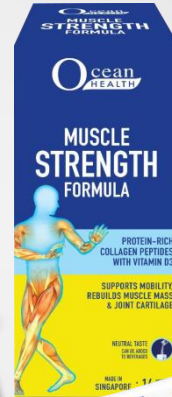
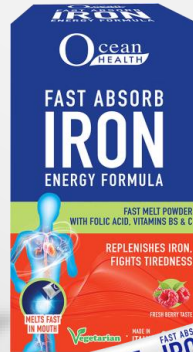
3 WIDENING PRODUCT PORTFOLIO

- + Patent for Ceradan[®] Advanced technology in UK.
- + Patent pending in 13 other countries/ region.
- + New product launches:
- + Ceradan[®] facelifift:



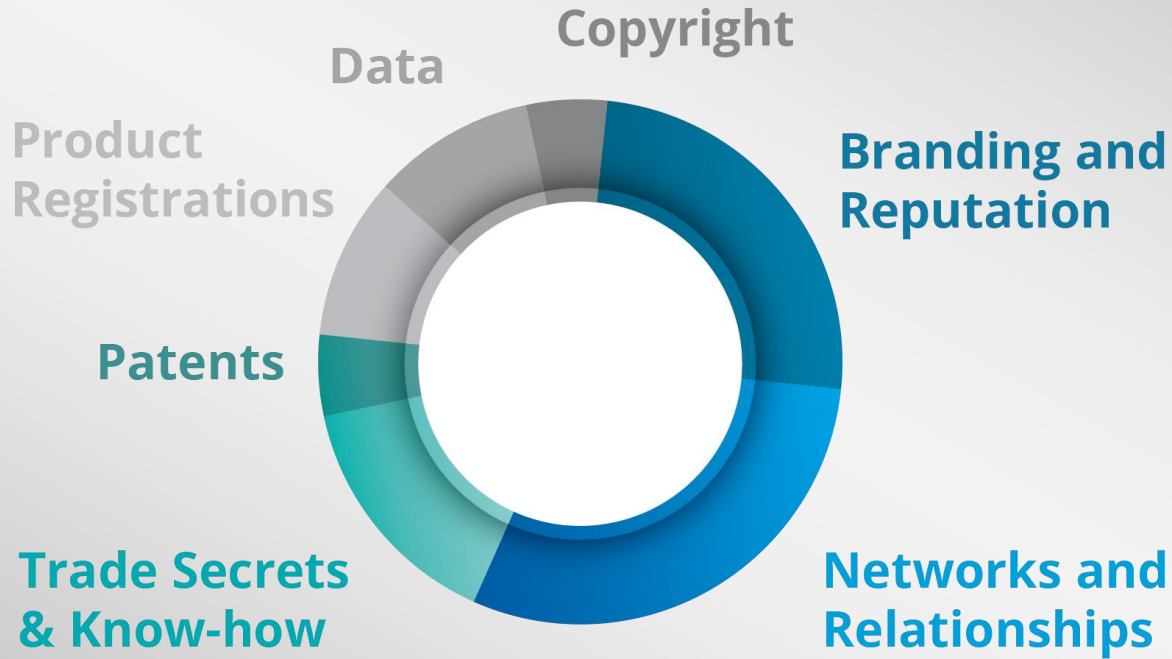
3

WIDENING PRODUCT PORTFOLIO



4

CREATING VALUE VIA INTANGIBLE ASSETS



5

SUPPORTING COMMUNITY OUTREACH



**HAND IN HAND
TOGETHER WITH YOU**



to give back to our communities

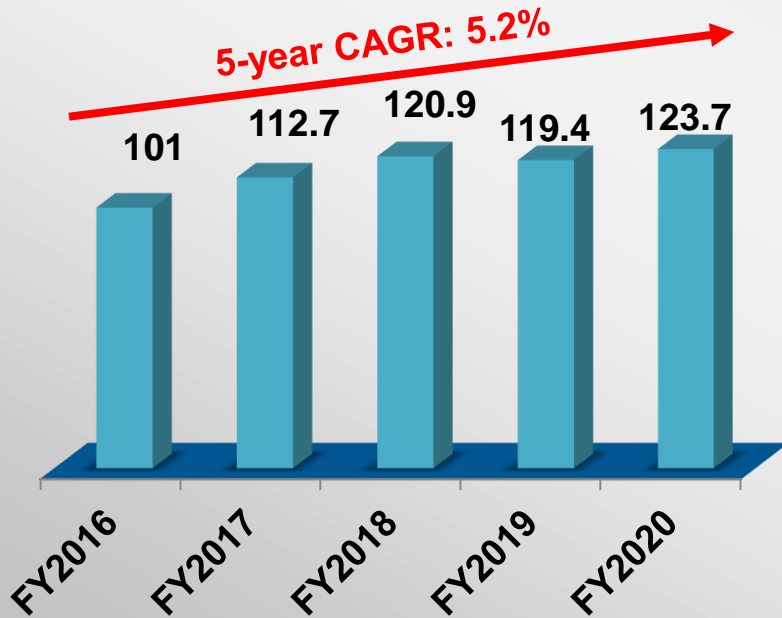


Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group

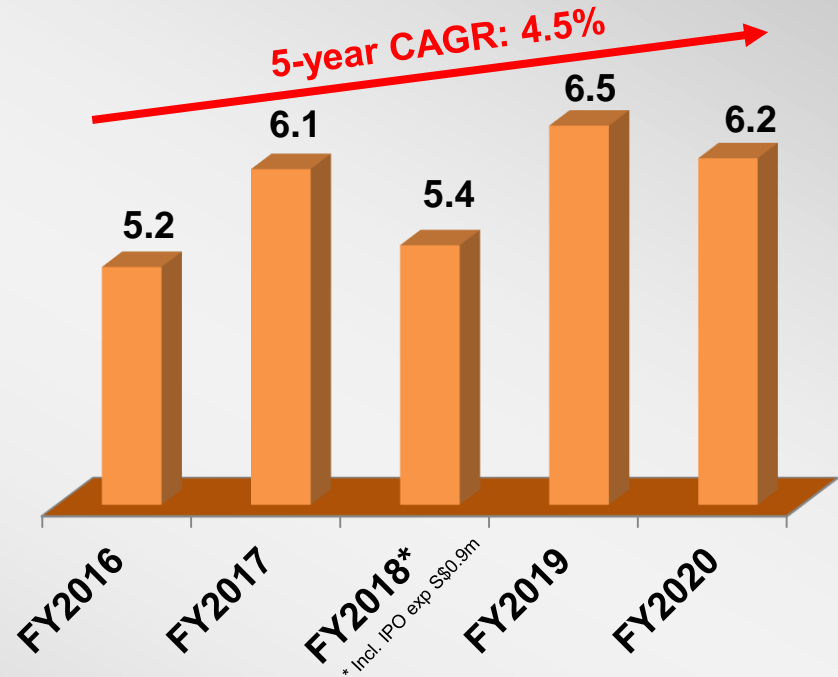


6.1 FINANCIAL PERFORMANCE

Revenue (S\$'m)

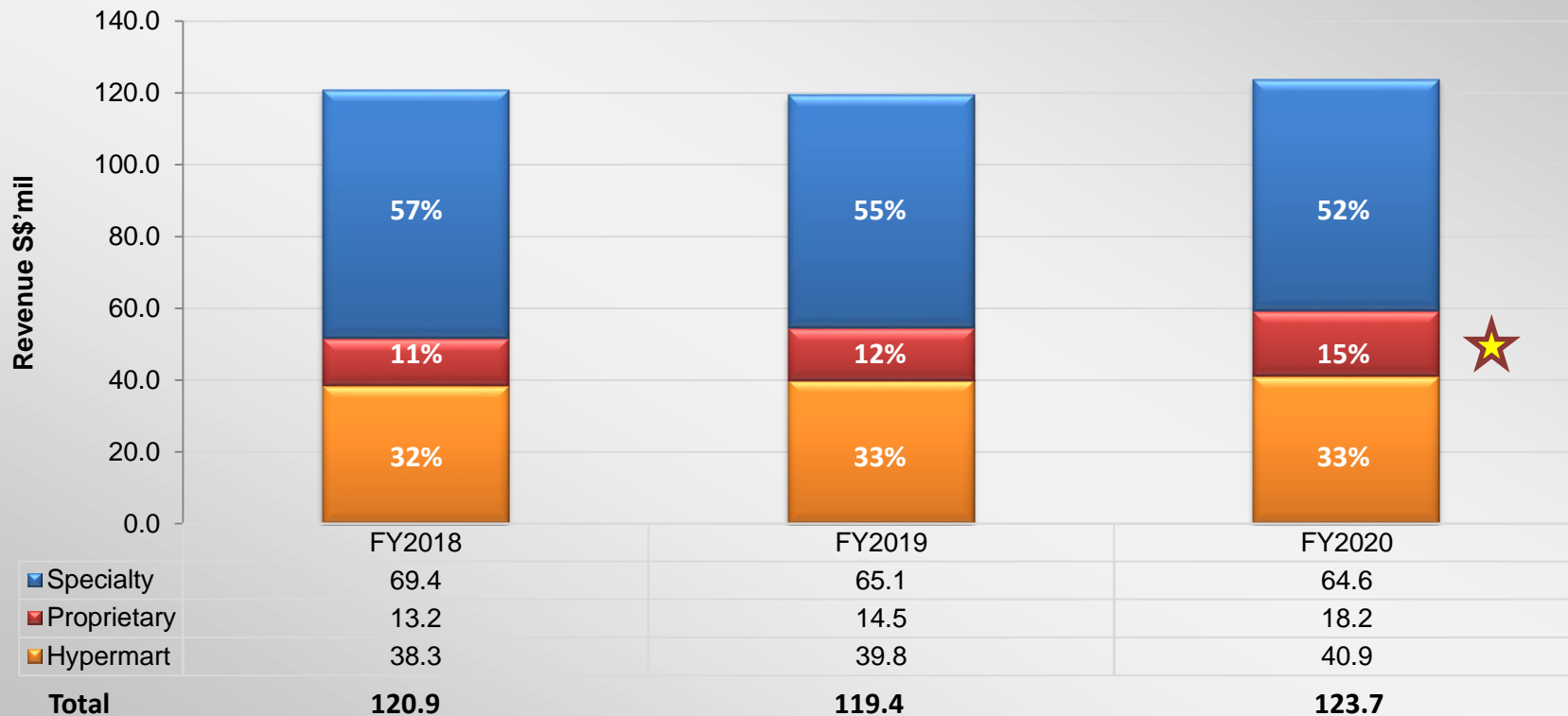


Profit After Tax (S\$'m)



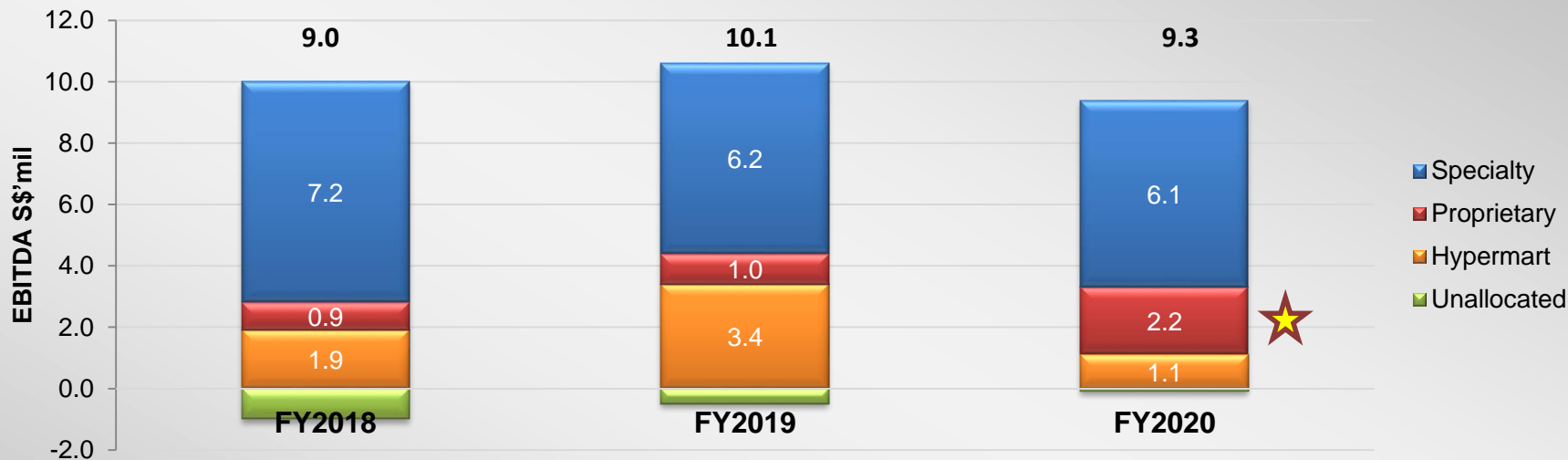
6.2

REVENUE BY BUSINESS SEGMENTS



6.3

EBITDA BY BUSINESS SEGMENTS



EBITDA margin

Specialty	10.4%	9.5%	9.4%
Proprietary	6.8%	6.9%	12.1%
Hypermart	5.0%	8.5%	2.7%



7

REWARDING SHAREHOLDERS

S\$'000	Dividend	Yield ^(a)	Div / NP ^(b)
FY2020 (subj to shareholders' approval)	0.62 cents	1.9%	30.2%
FY2019	1 cent	3.1%	46.0%
FY2018	0.55 cents	1.7%	30.5%

- (a) Yield is computed based on total dividends declared for the financial year divided by closing price of S\$0.32 @ 23 April 2021.
- (b) Dividend policy: to pay at least 30% of its net profits attributable to shareholders, subject to the Board's approval.



BUSINESS OUTLOOK



INVESTING FOR GROWTH

1. Investment in Proprietary Brands
2. Internationalisation
3. Going Digital
4. Strengthen Specialty Pharma portfolio
5. Acquisitions
6. Challenges – COVID-19



QUESTIONS & ANSWERS



QUESTIONS FROM SHAREHOLDERS

- Q1:** For the past 3 years, Group revenue is stagnant at around S\$120 million and profit net of tax is also stagnant at around S\$6 million. Is the Company concerned with this stagnation? Where is the growth going to come from, both top line and bottom line?
- Q2:** Hyphens markets & sells a range of specialty pharmaceutical products in selected ASEAN countries, and has strong regulatory capabilities as well as significant experience in certain therapeutic areas/ medical specialties. As such, (a) Is Hyphens actively seeking to leverage this strong capability to expand the distribution of the specialty pharmaceutical products to the rest of the ASEAN countries where Hyphens has no direct presence? (b) Are there plans to synchronise the distribution of its full range of specialty pharmaceutical products across the ASEAN countries?



QUESTIONS FROM SHAREHOLDERS

- Q3:** Although the China market holds enormous opportunities, it is also very competitive. As such, can the management please share the China expansion/ marketing strategy for Ceradan? Where/How is Ceradan sold in China?
- Q4:** Why did Hyphens only market TDF Fairence in the South Korea market? Is there potential to expand the rest of the TDF range in South Korea?
- Q5:** CG210 is available in retail channels only in Malaysia. Are there plans to bring the CG 210 range into the retail channels in Singapore?



QUESTIONS FROM SHAREHOLDERS

- Q6:** Why did revenue of Medical Hypermart & Digital segment increase from S\$39.8 million to S\$40.8 million yet EBITDA declined from S\$3.4 million to S\$1.1 million? Did you face more competition that necessitated a reduction in your margins?
- Q7:** Hyphens had signed a memorandum of understanding with Doctor Anywhere, and was awarded e-pharmacy license for WellAway Pharmacy. Other than telemedicine and perhaps onboarding more products / end customers in the B2B platform, are there any other major potential avenues for business growth in the Medical Hypermart segment?



RESOLUTIONS



RESOLUTION 1

To receive and adopt the Directors' Statement and Audited Financial Statements of the Company for the financial year ended 31 December 2020 together with the Auditors' Report thereon.

Votes in Favour		Votes Against		Abstained
No. of shares	%	No. of shares	%	No. of shares
241,290,256	100	-	-	-



RESOLUTION 2

To declare a **final tax exempt (one-tier) dividend of 0.62 Singapore cents per ordinary share** for the financial year ended 31 December 2020.

Votes in Favour		Votes Against		Abstained
No. of shares	%	No. of shares	%	No. of shares
241,290,256	100	-	-	-



RESOLUTION 3

To re-elect **Mr Heng Wee Koon** under Regulation 97 of the Constitution.

Votes in Favour		Votes Against		Abstained
No. of shares	%	No. of shares	%	No. of shares
234,669,056	97.26	6,621,200	2.74	-



RESOLUTION 4

To re-elect **Mr Ng Eng Leng** under Regulation 97 of the Constitution.

Votes in Favour		Votes Against		Abstained
No. of shares	%	No. of shares	%	No. of shares
234,669,056	97.26	6,621,200	2.74	-



RESOLUTION 5

To re-elect **Mr Chan Kiat** under Regulation 103 of the Constitution.

Votes in Favour		Votes Against		Abstained
No. of shares	%	No. of shares	%	No. of shares
241,290,256	100	-	-	-



RESOLUTION 6

To approve the Directors' fees of **SGD 184,900** for the year ended 31 December 2020.

Votes in Favour		Votes Against		Abstained
No. of shares	%	No. of shares	%	No. of shares
126,863,895	100	-	-	114,426,361



RESOLUTION 7

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

Votes in Favour		Votes Against		Abstained
No. of shares	%	No. of shares	%	No. of shares
234,669,056	97.26	6,621,200	2.74	-



RESOLUTION 8

To authorise Directors to allot and issue **new shares** pursuant to Section 161 of the Companies Act (Chapter 50) and Rule 806 of the SGX-ST Listing Manual Section B: Rule of Catalyst.

Votes in Favour		Votes Against		Abstained
No. of shares	%	No. of shares	%	No. of shares
234,622,900	97.24	6,667,356	2.76	-



RESOLUTION 9

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

Votes in Favour		Votes Against		Abstained
No. of shares	%	No. of shares	%	No. of shares
120,127,339	94.75	6,657,356	5.25	114,505,561



RESOLUTION 10

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

Votes in Favour		Votes Against		Abstained
No. of shares	%	No. of shares	%	No. of shares
120,127,339	94.75	6,657,356	5.25	114,505,561



SCRUTINEER'S CERTIFICATE

 **DREW CORP SERVICES**
A WHOLLY-OWNED SUBSIDIARY OF DREW & NAPIER LLC

General Line
T : +65 6531 2266
F : +65 6533 1542

DrewCorp Services Pte Ltd
10 Collyer Quay
#10-01 Ocean Financial Centre
Singapore 049315

www.drewnapier.com/drewcorp

26 April 2021

To: The Board of Directors
Hyphens Pharma International Limited (*Issuer*)

Dear Sirs,

As scrutineer appointed for the poll conducted at the Annual General Meeting of the Issuer held by way of electronic means on 28 April 2021, we hereby certify that the results of the poll (rounded to the nearest 2 decimal places) are correctly set out below:

No.	For	For %	Against	Against %	Total No. of Voting Shares	Total %
Resolution 1	241,290,256	100.00	0	0.00	241,290,256	100.00
Resolution 2	241,290,256	100.00	0	0.00	241,290,256	100.00
Resolution 3	234,669,056	97.26	6,621,200	2.74	241,290,256	100.00
Resolution 4	234,669,056	97.26	6,621,200	2.74	241,290,256	100.00
Resolution 5	241,290,256	100.00	0	0.00	241,290,256	100.00
Resolution 6	126,863,895	100.00	0	0.00	126,863,895	100.00
Resolution 7	234,669,056	97.26	6,621,200	2.74	241,290,256	100.00
Resolution 8	234,622,900	97.24	6,667,356	2.76	241,290,256	100.00
Resolution 9	120,127,339	94.75	6,657,356	5.25	126,784,695	100.00
Resolution 10	120,127,339	94.75	6,657,356	5.25	126,784,695	100.00

Yours faithfully,



DrewCorp Services Pte Ltd



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group





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

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