

RESULTS BRIEFING FY2024

28 February 2025



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Agenda



- 01 Results Overview
- 02 Business Updates
- 03 Financial Results
- 04 Business Outlook



01

Results Overview

Results Overview

195.4_m

2024 Revenue (SGD)

+14.6% YoY

95.8_m

2H2024 Revenue (SGD)

-0.1% YoY

10.9_m

2024 PAT (SGD)

+26.5% YoY

5.0_m

2H2024 PAT (SGD)

-1.5% YoY

FOR 2024 REVENUE



**Specialty Pharma
Principals**

+21.6% YoY



**Proprietary
Brands**

+7.4% YoY



**Medical Hypermart
and Digital**

+2.1% YoY

02

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

May 2024

License Amenalief® from Maruho for ASEAN



Jun 2024

Launch Ceradan® Advanced Hand Balm, in collaboration with A*STAR



Aug 2024

Sep 2024

ARDENCE
P H A R M A

Establishment of Ardenice Aesthetics Pte. Ltd. in Singapore



Ceradan® enters 5 major Middle East markets



Medical Aesthetics business expands its footprints to Indonesia and the Philippines



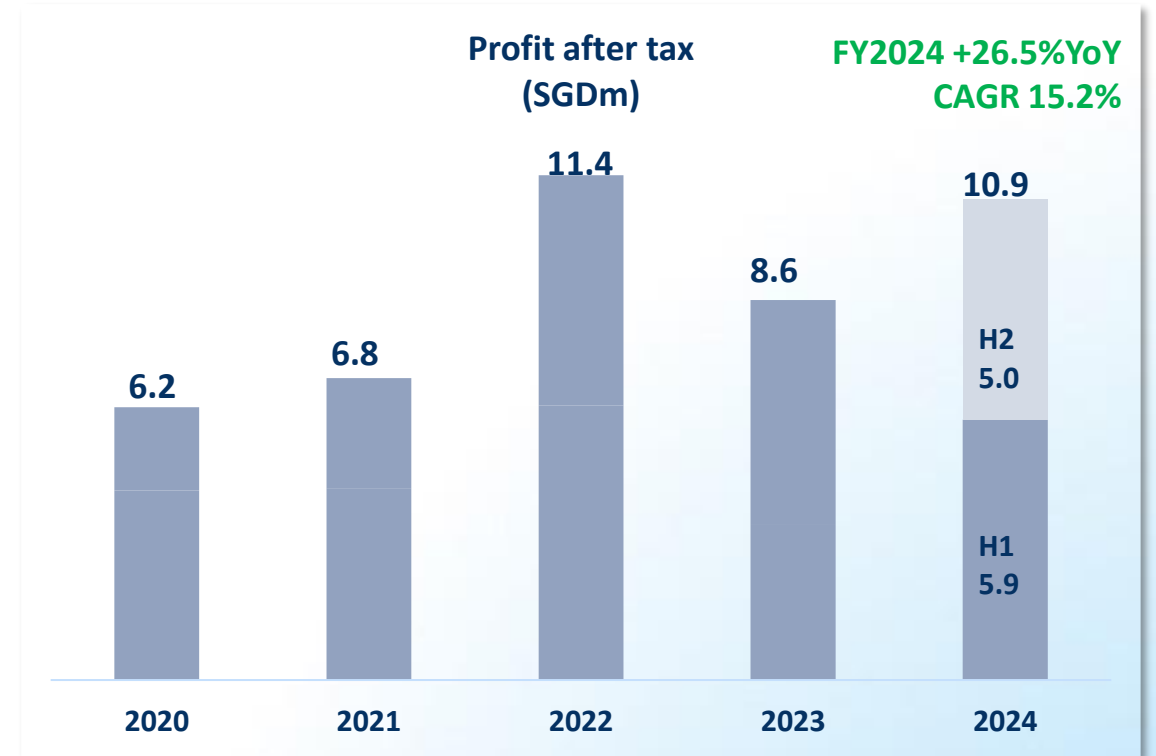
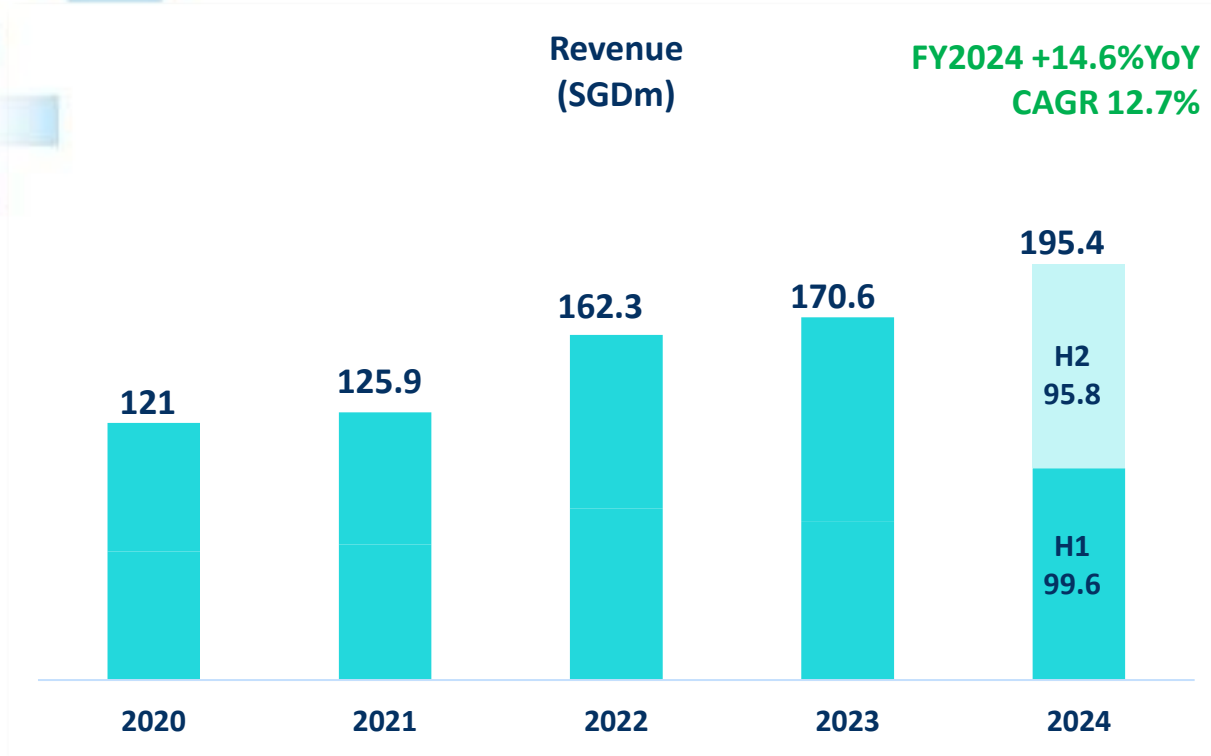
Win Gold Award for Best Managed Board at Singapore Corporate Awards 2024



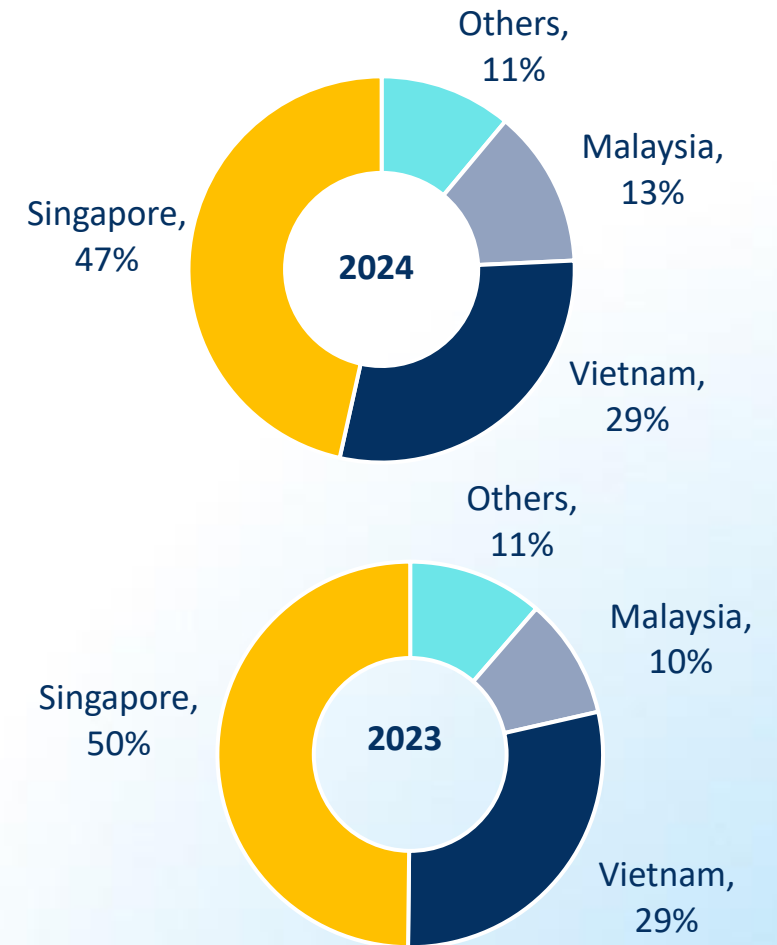
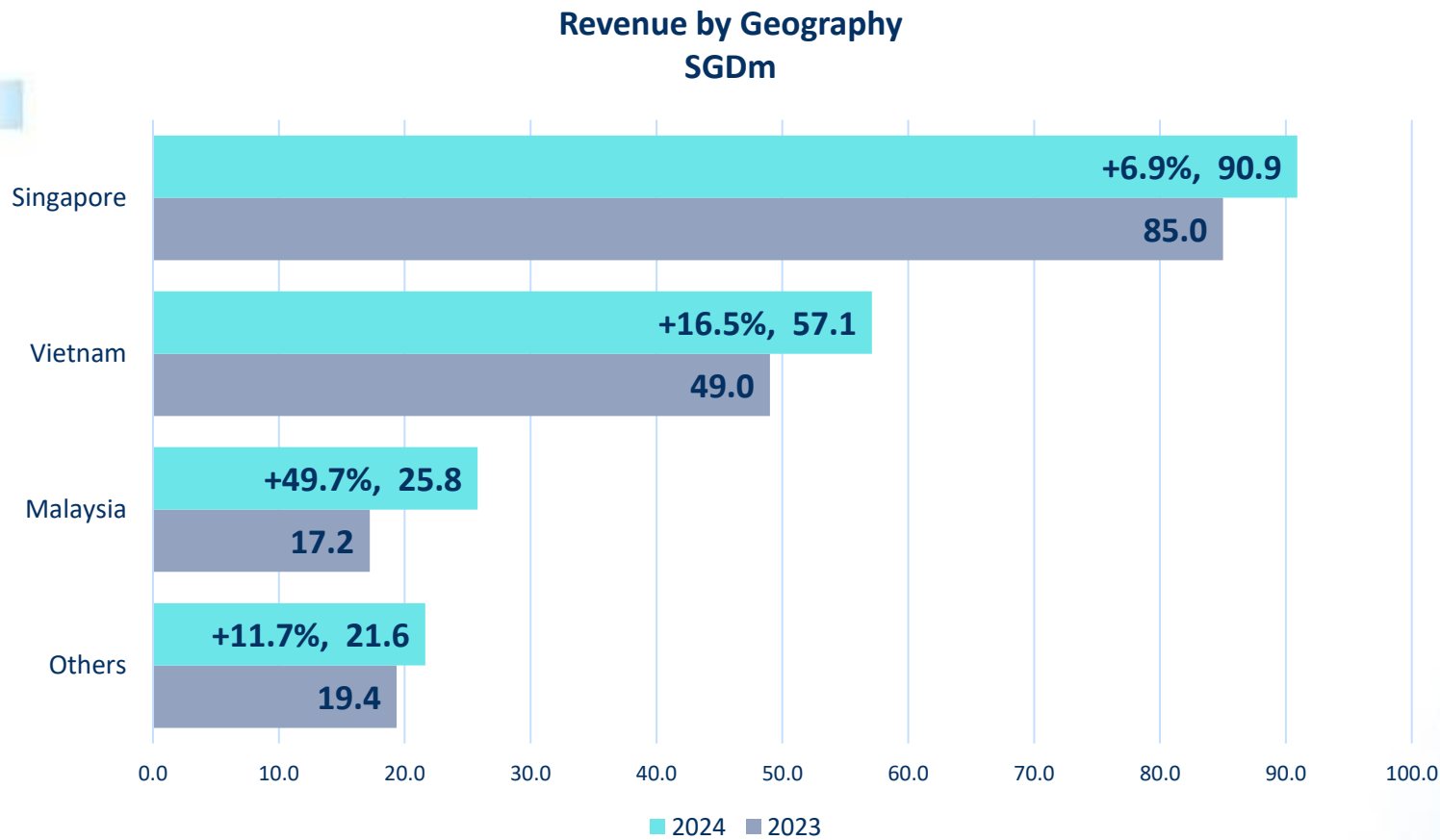
03

Financial Results

Overall Performance

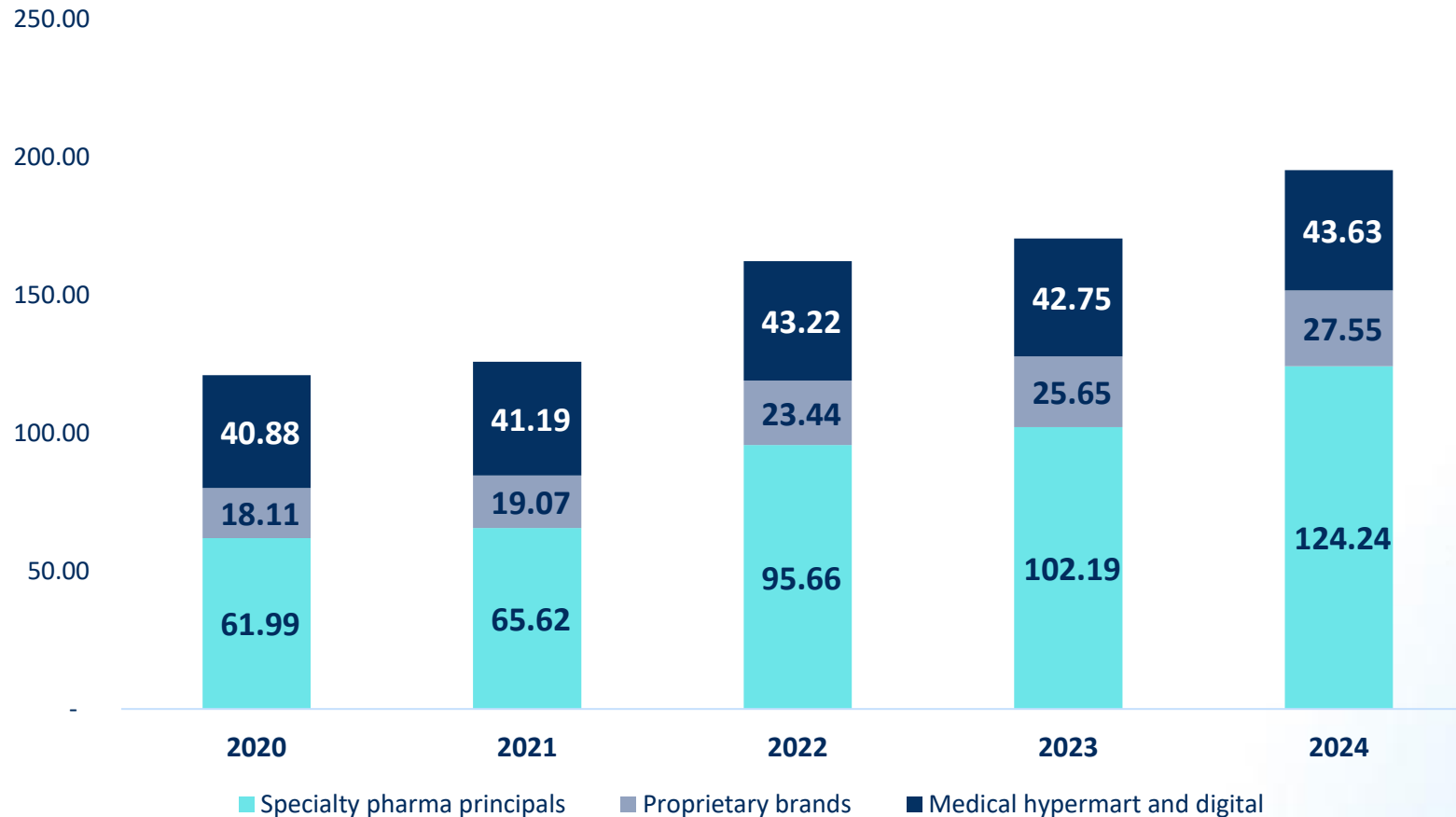


Performance by Geography



Performance by Segment

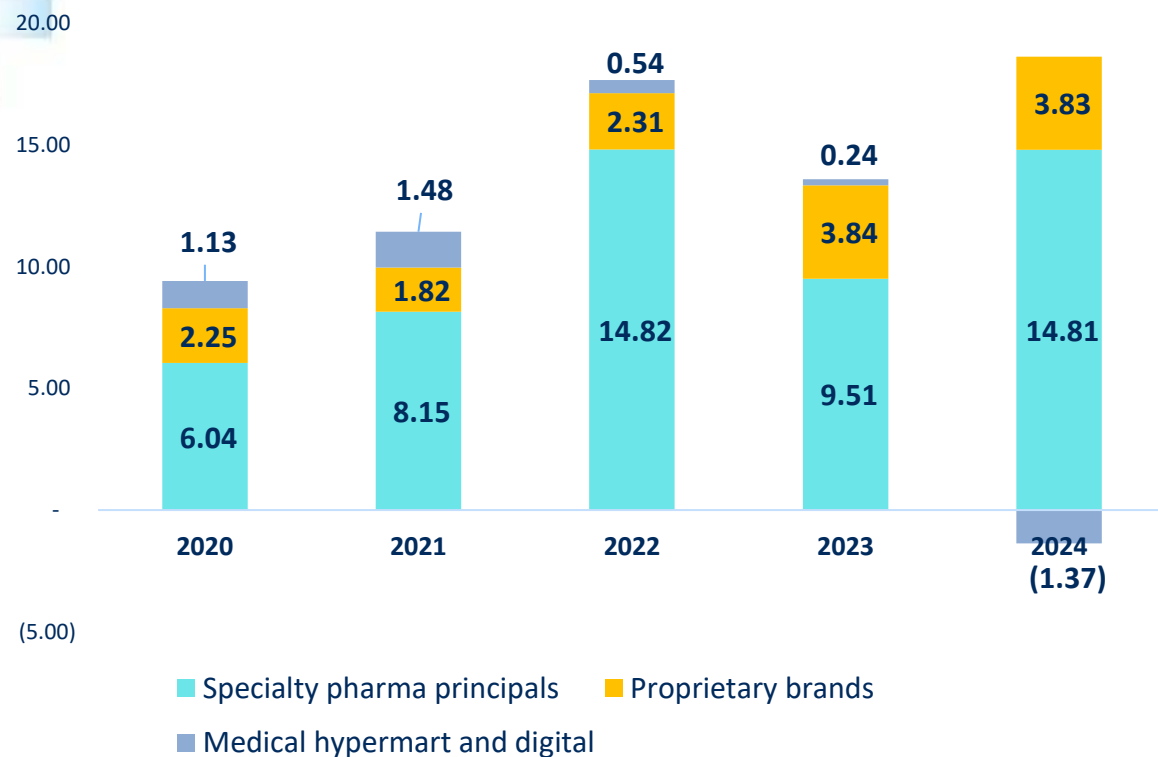
Segment Revenue
SGDm



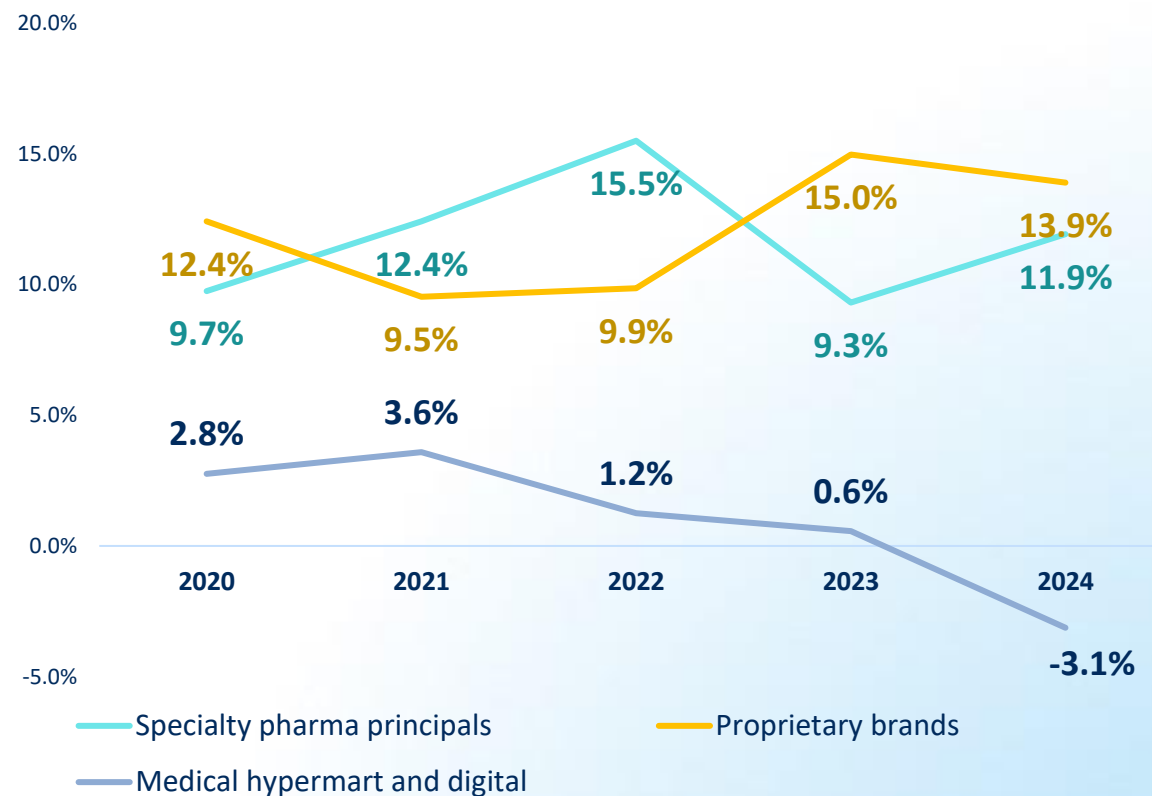
- Group revenue grew **14.6%** YoY mainly driven by specialty pharma principals.
- Specialty pharma principals segment grew **21.6%** YoY. The growth was contributed by all geographies.
- Proprietary brands segment grew by **7.4%** YoY, contributed by Ceradan® Ocean Health®, TDF® and Novem® nutraceutical products.
- Medical hypermart and digital segment grew by **2.1%**.

Segment Profitability

EBIDTA by Segment
SGDm

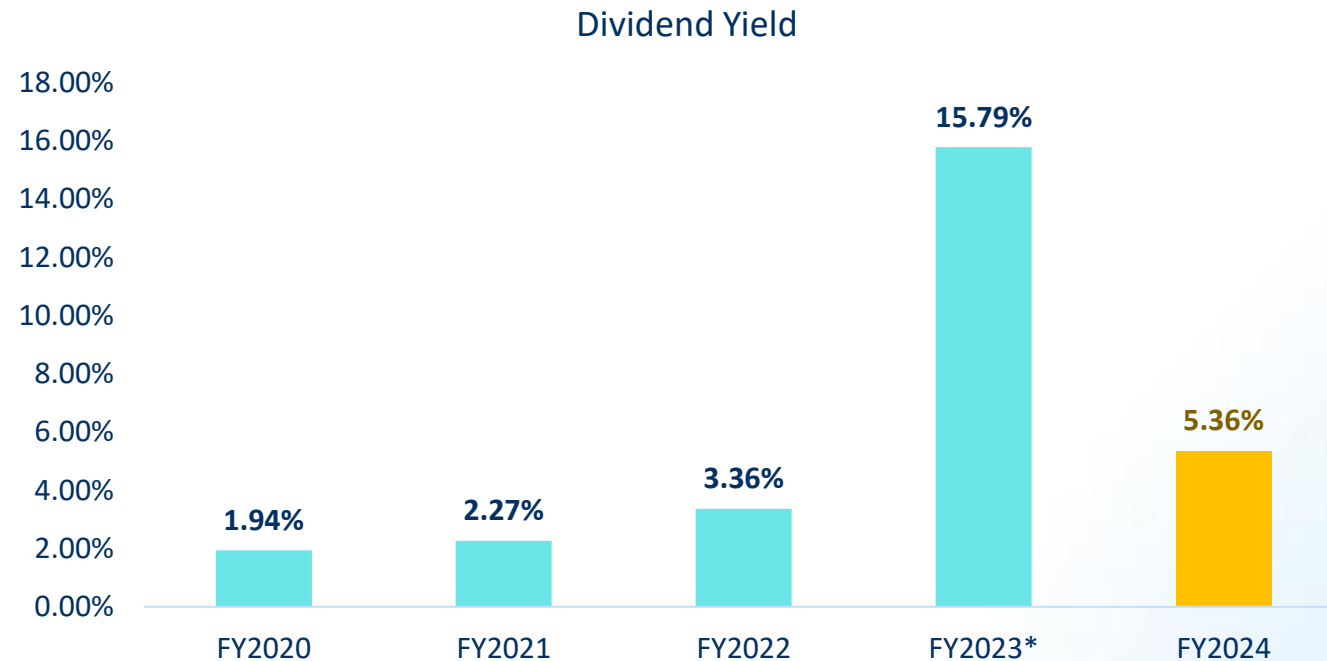


EBITDA Margin (%)



Rewarding Shareholders

We are pleased to propose a dividend of **1.5 Singapore cents** (FY2023: 0.86 Singapore cents; 1H2023: 3.60 Singapore cents) per share for FY2024



*Included Special interim dividends of 3.6 cents as part of 5th anniversary celebration since IPO. Dividend yield of the final dividend at 0.86 Singapore cents is 3.13%.

** Dividend yield is calculated using dividend paid/ closing share price on the date immediately before the dividend declaration.

04

Business Outlook

Business Outlook

Proprietary Brands



- ☐ Further penetrate existing markets and channels
- ☐ Continue product innovation, and grow current product portfolio
- ☐ Grow Ocean Health® into a truly regional brand by establishing greater presence in Malaysia, Indonesia and Vietnam

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 and expand geographically
- ☐ Costing pressure and foreign exchange risks 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

Q&A





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#Hairin44Days