



RESULTS BRIEFING 1H2025

21 August 2025



HYPHENS PHARMA INTERNATIONAL LIMITED

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Agenda

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



Business Updates



Business updates



Metoject® subcutaneous autoinjector pen

Obtained exclusive rights to commercialise Metoject® in Singapore, Malaysia, the Philippines and Vietnam

Completion of the tranche 2 acquisition of Ardence Pharma Sdn Bhd.



Acquired the Trademark of Visiopros® in Singapore

Launch novel acne treatment Winlevi®, to Singapore and Malaysia



Mar 2025

May 2025

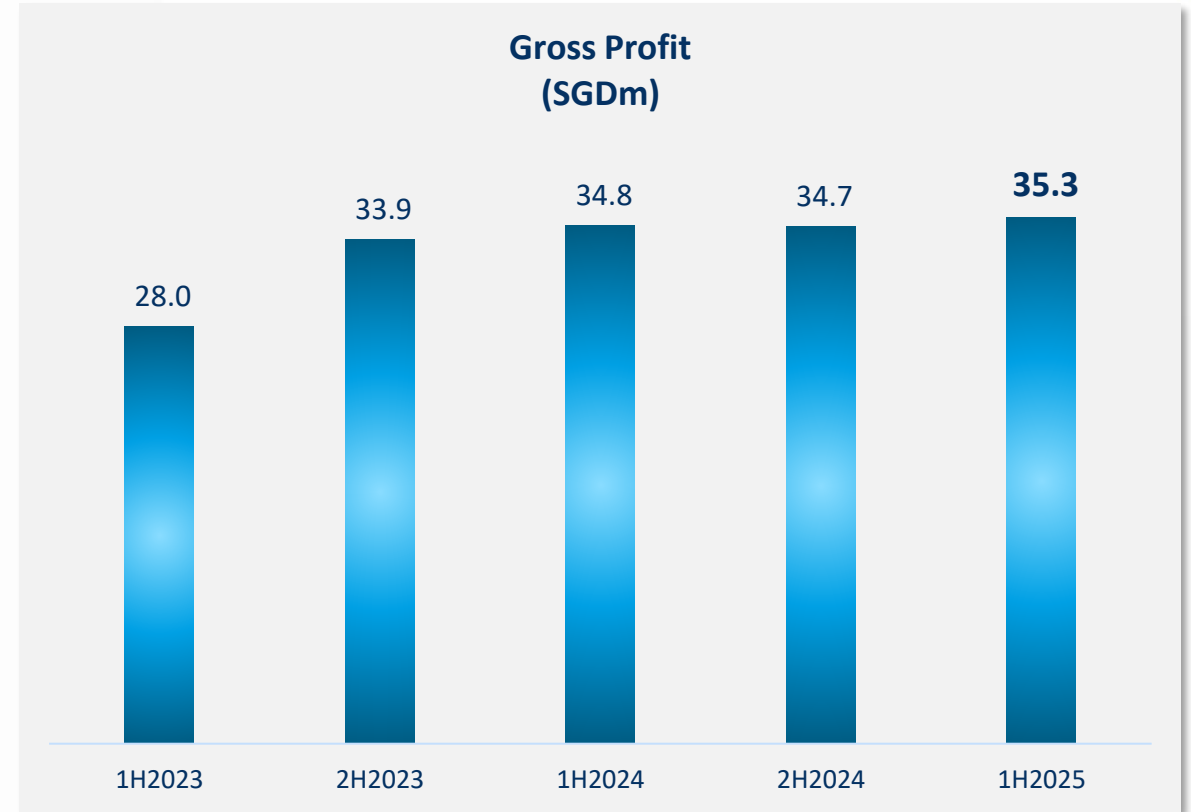
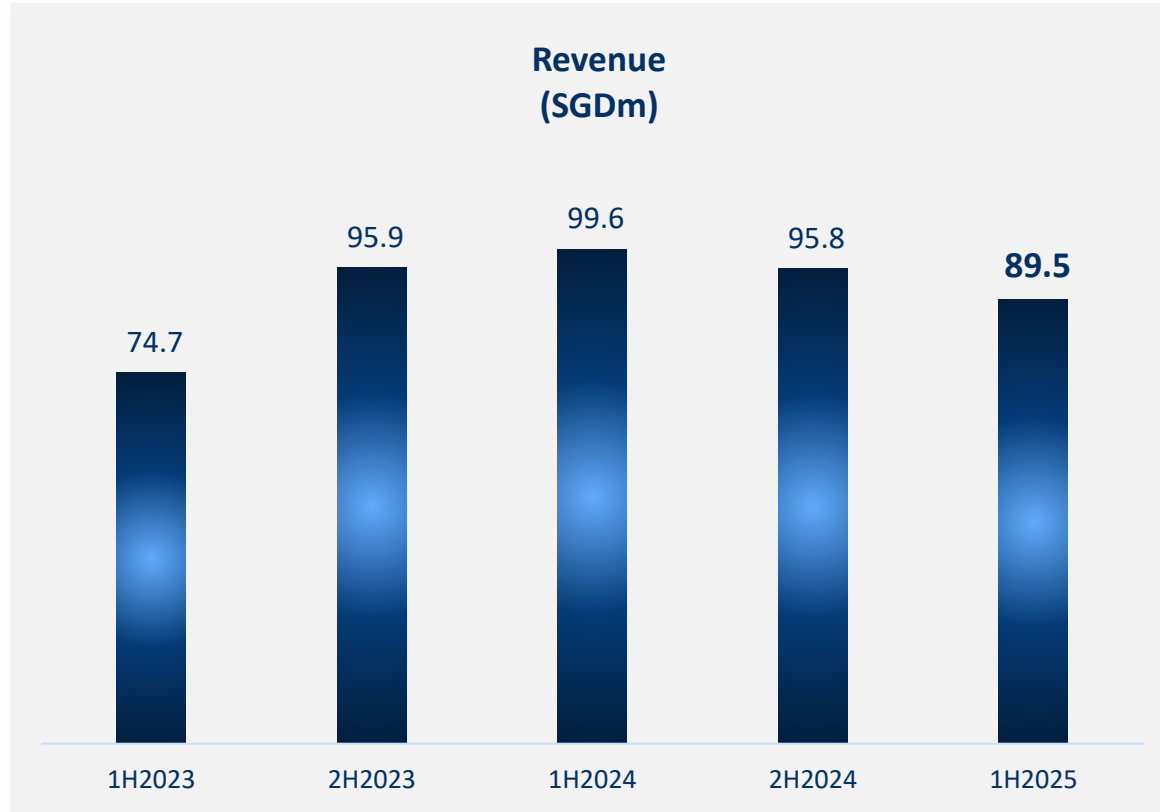
Q2 2025

July 2025

Financial Results



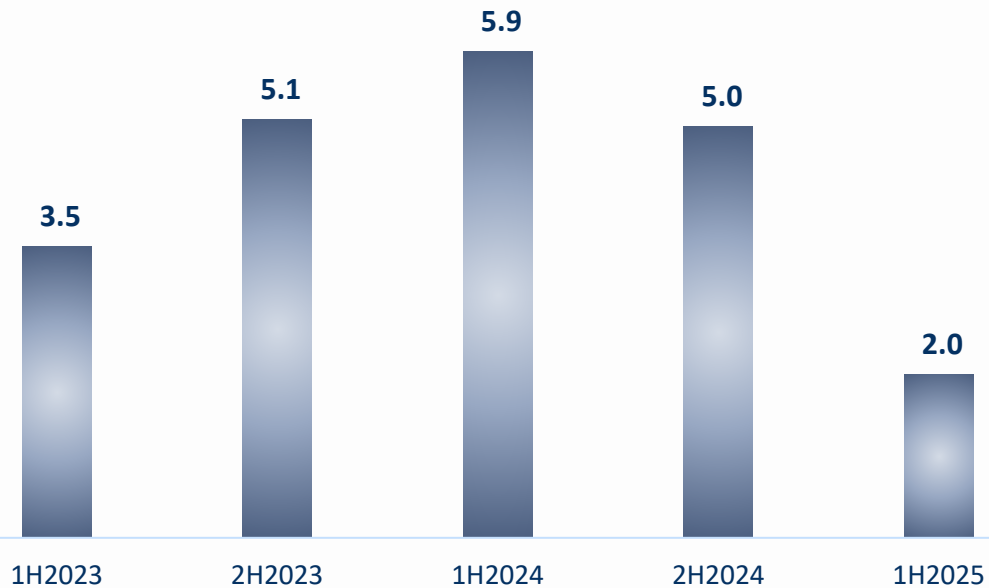
Overall Performance



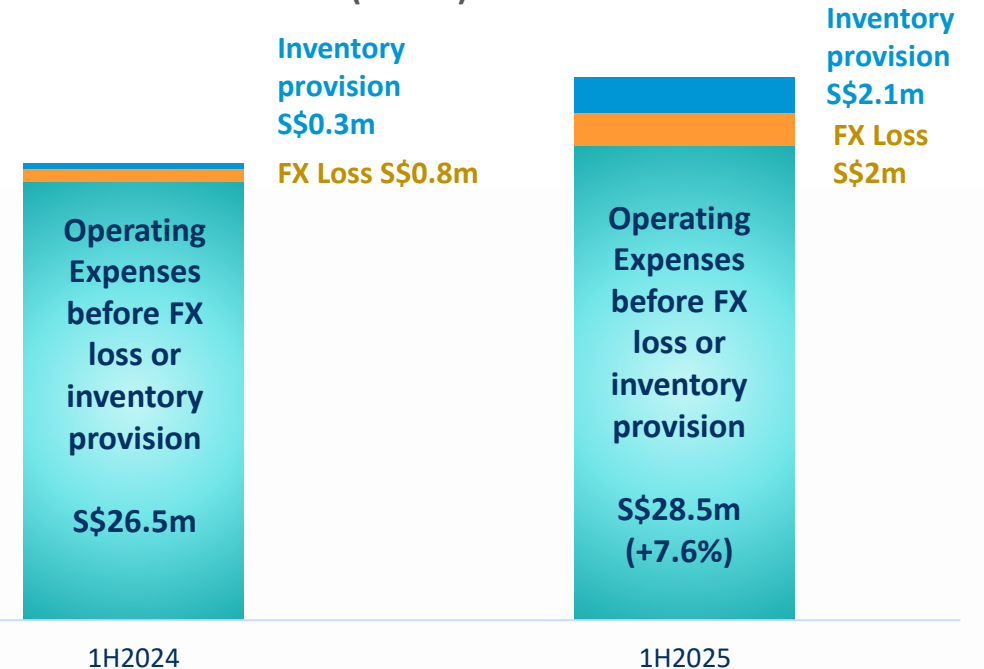
GPM has improved from 34.9% during 1H2024 to 39.4% in 1H2025

Overall Performance

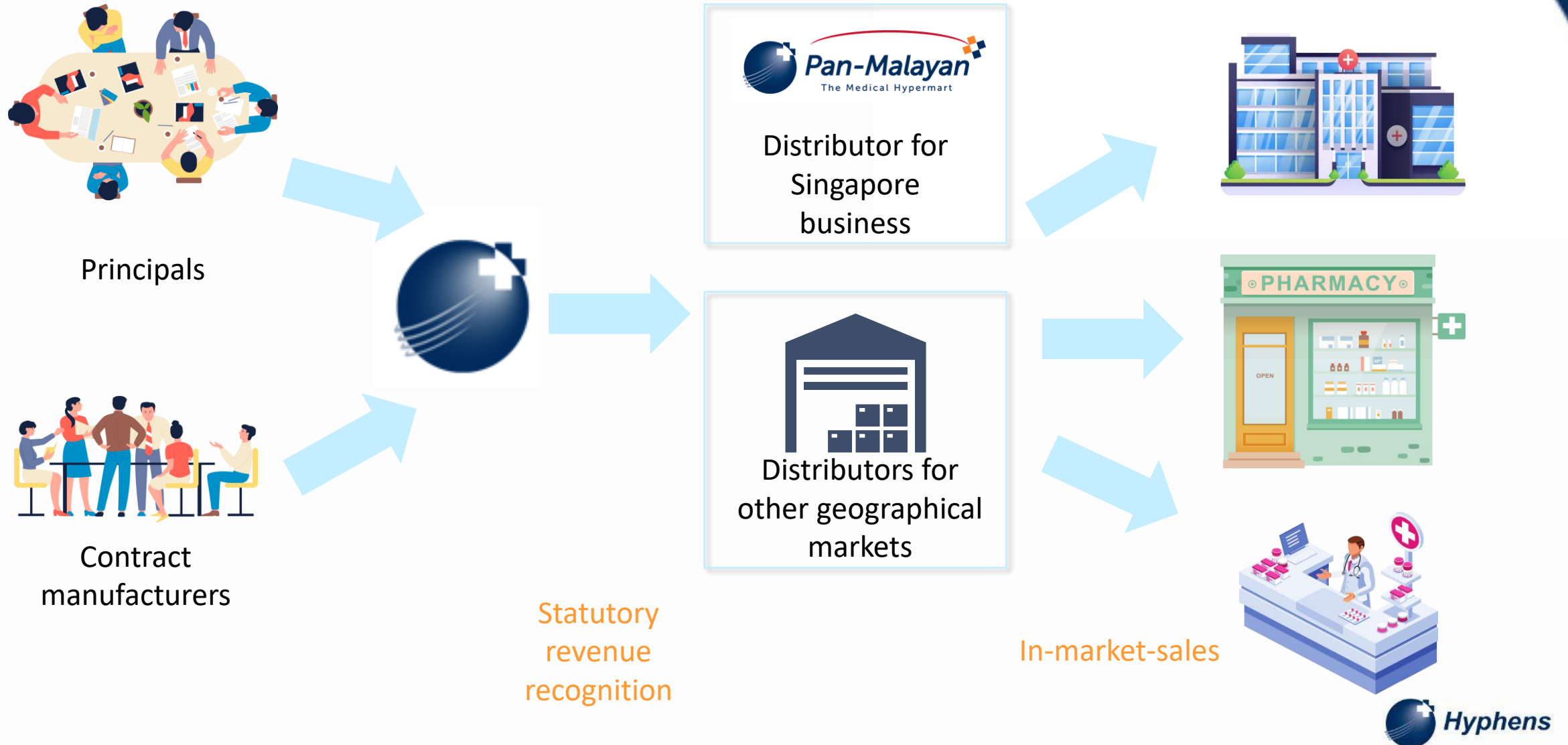
Profit after tax
(SGDm)



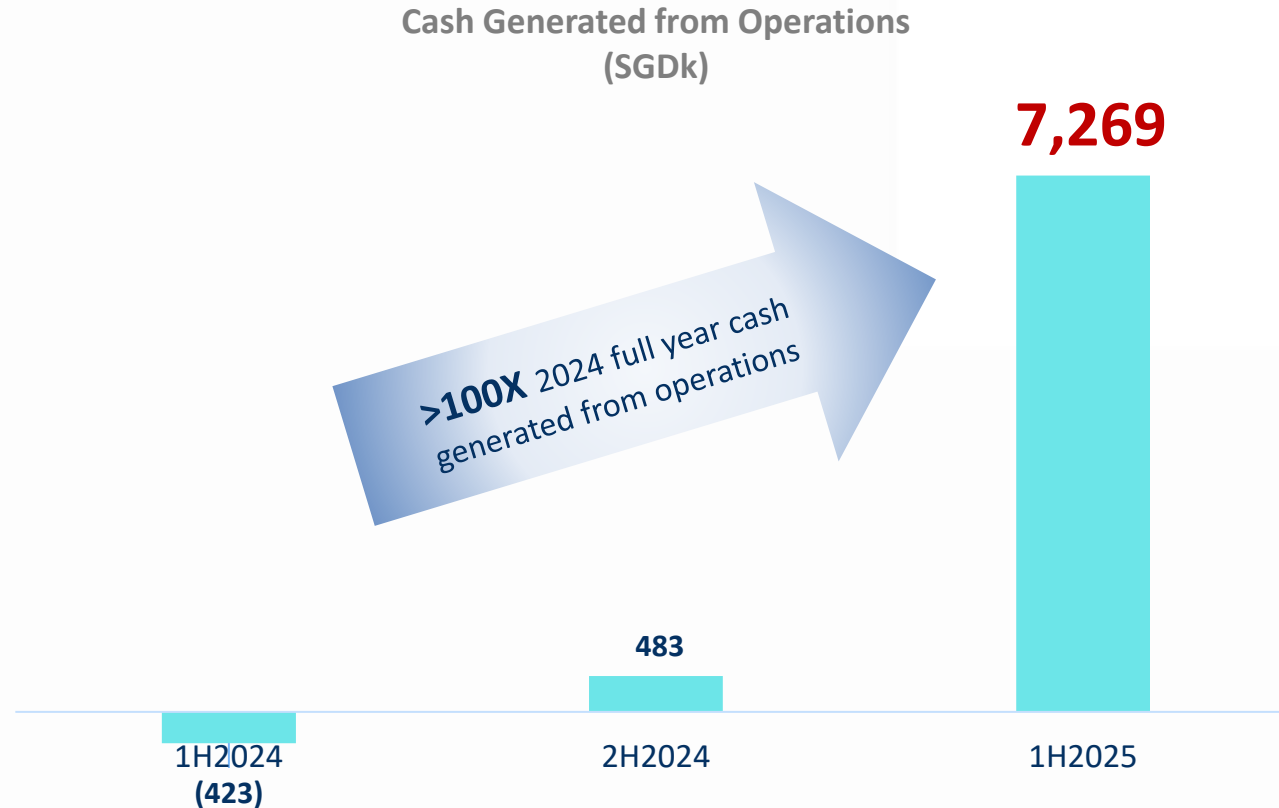
Operating Expenses
(SGDm)



So What Happened to Inventory?



Cash Generation from Operations



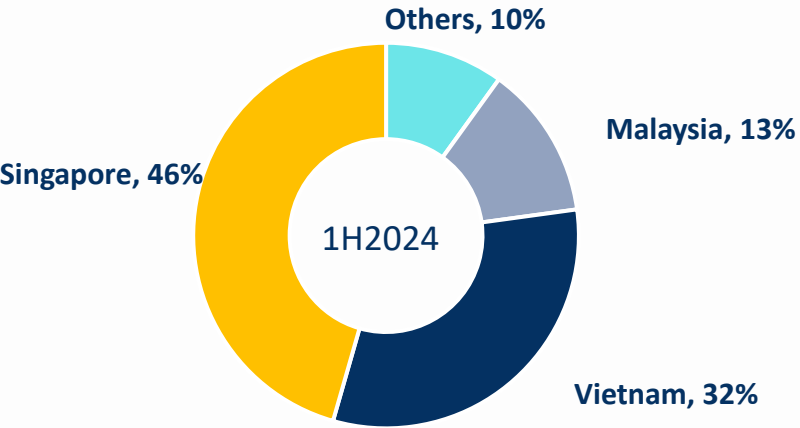
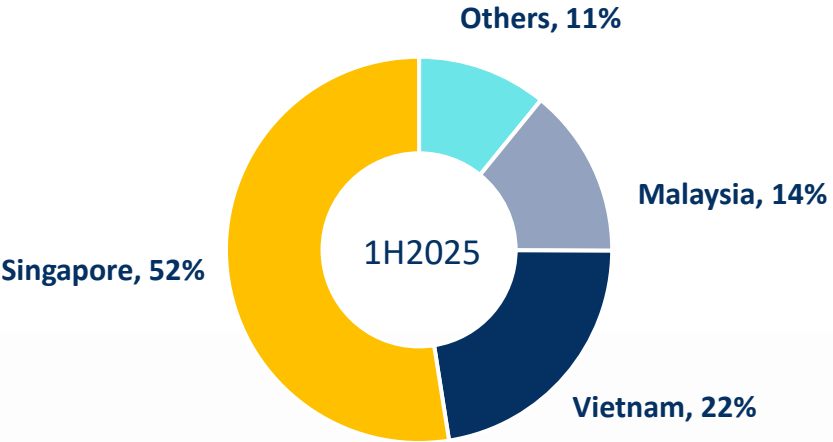
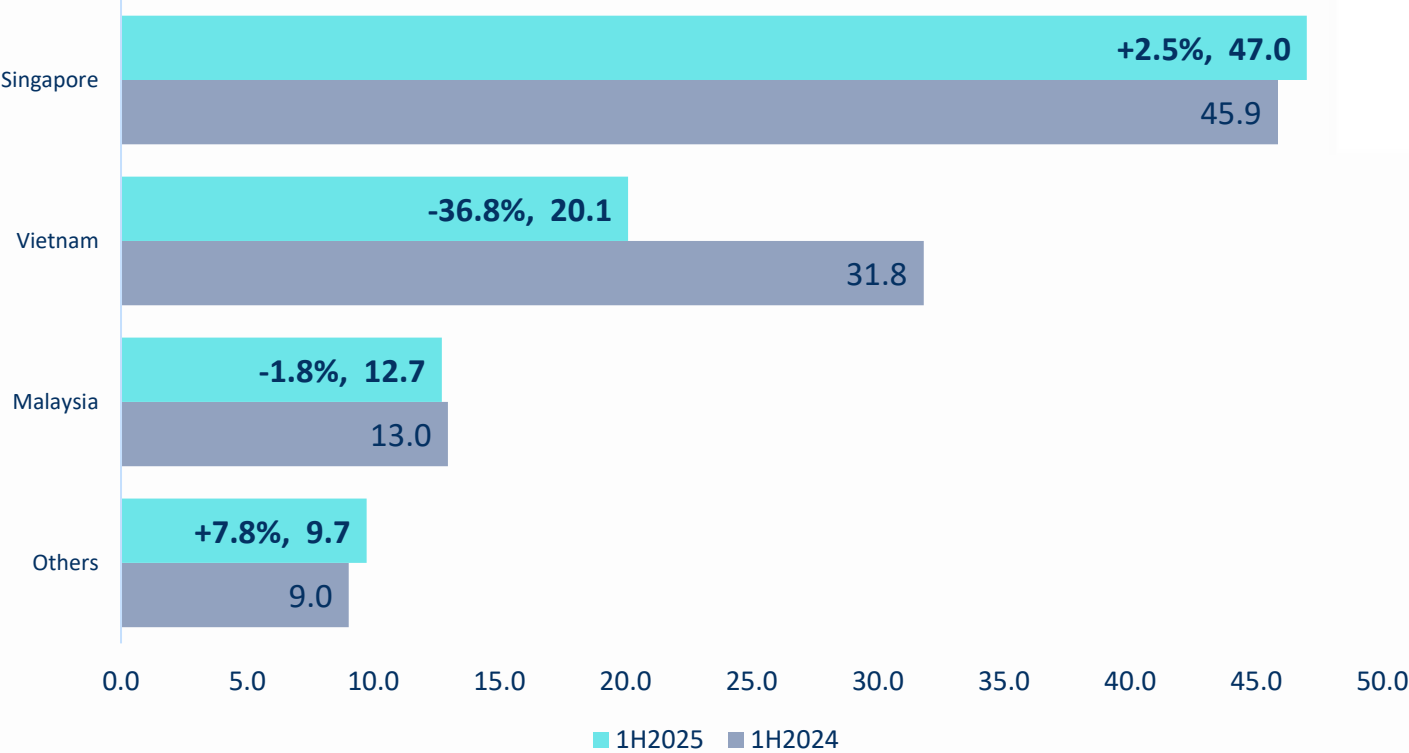
During 1H2025, as a result, we managed to

- release S\$8.1m (-24%) of working capital from inventory
- reduce bank borrowing by S\$1.7m (-16%)



Performance by Geography

Revenue by Geography
SGDm



+ We have 3 Revenue Segments

01

Specialty
Pharmaceutical
Principals



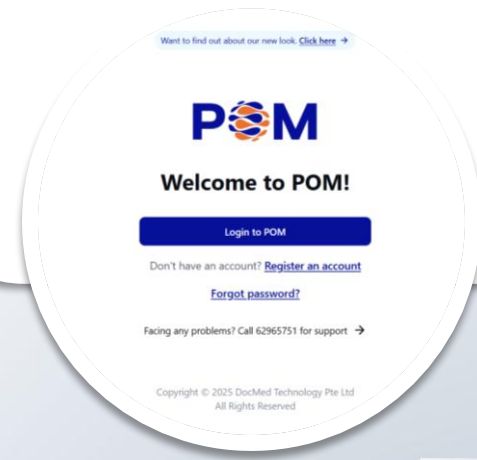
02

Proprietary
Brands



03

Medical Hypermart
& Digital



+ Updating the name of our segments

01

Pharmaceutical &
Medical Aesthetics



02

Proprietary
Brands

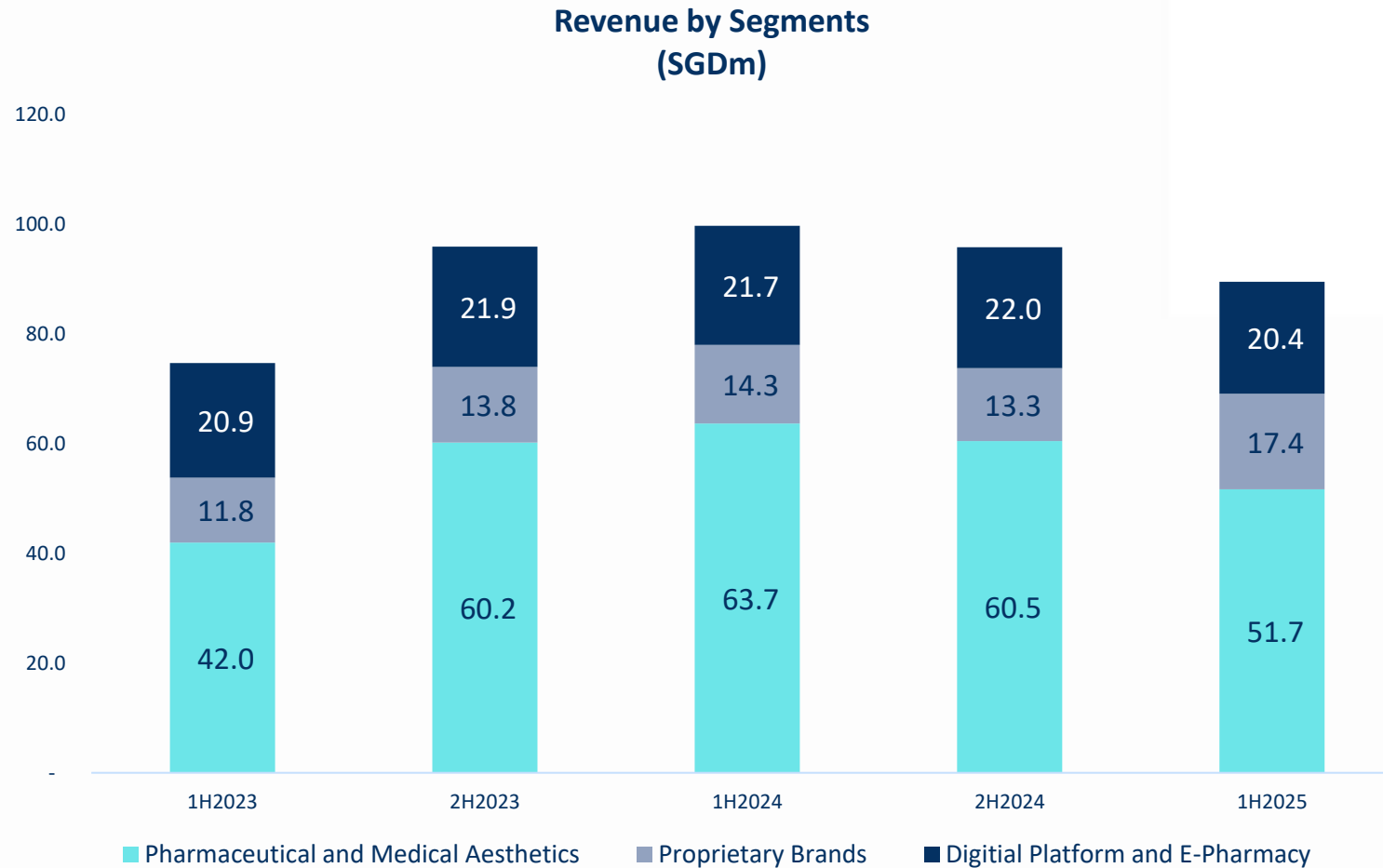


03

Digital Platform & E-
Pharmacy

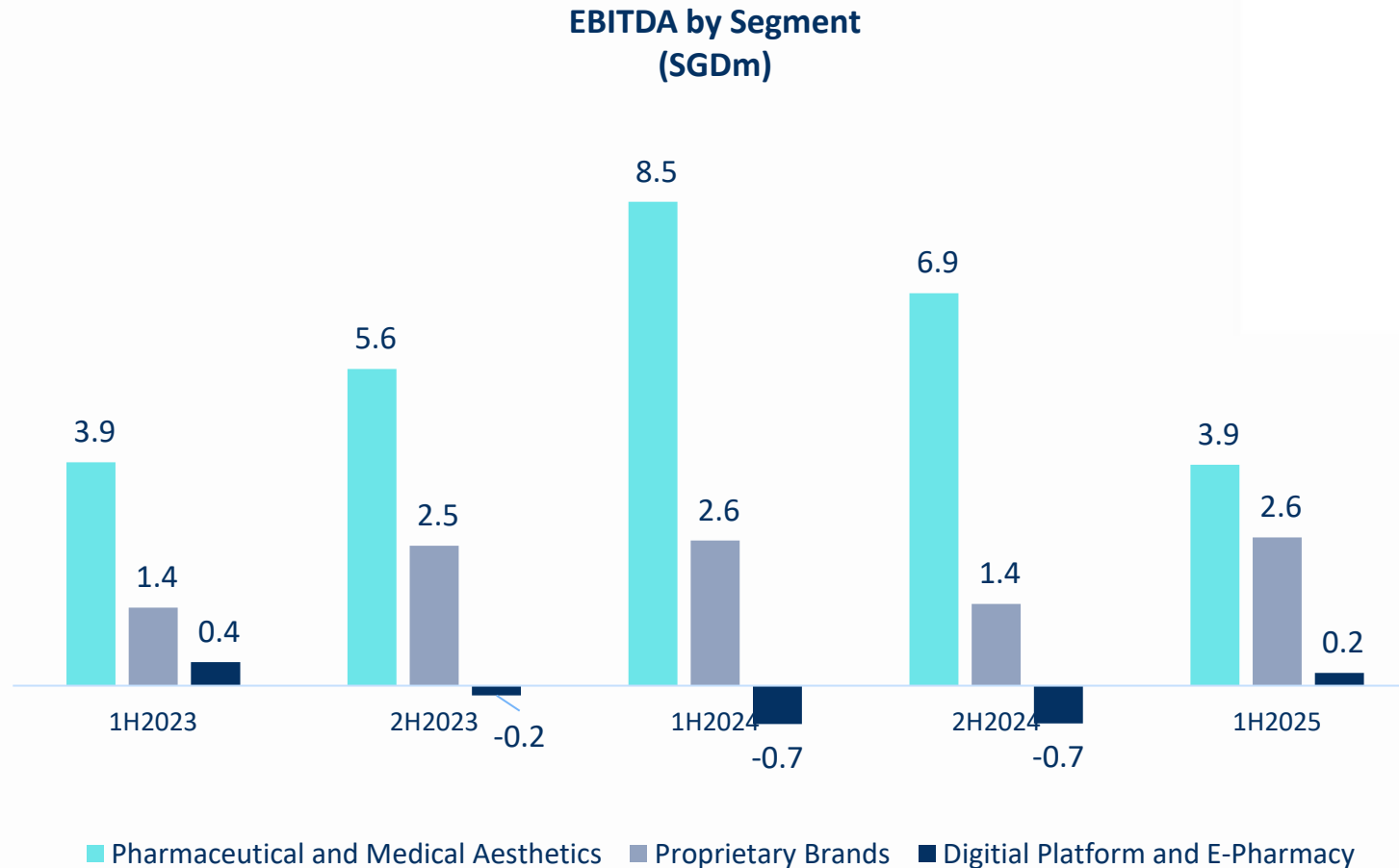


Revenue by Segment



- **Pharmaceutical and Medical Aesthetics**
 - Transition of the brand Vivomixx® to Visiopro®
 - Fenosup® re-classified to Proprietary Brands segment during 1H2025
 - Reduction in sales in Vietnam.
- **Proprietary Brands**
 - Expansion of portfolio (Visiopro® and Fenosup®)
 - Higher demand for Ceradan® and Ocean Health®
- **Digital Platform and E-Pharmacy** revenue dropped marginally, reflecting the Group's strategy to improve portfolio mix to achieve higher gross profit margin.

Segment Profitability



- **Pharmaceutical and Medical Aesthetics:**
 - Suffered from one-off provision of stock obsolesces for Sterimar of S\$2m.
- **Proprietary Brands**
 - Expansion of portfolio
 - Growth of Ceradan® and Ocean Health®
- **Digital Platform and E-Pharmacy**
 - Turned EBITDA positive
 - Benefiting from improvement in gross profit margin and operational efficiency

Business Outlook



Business Outlook

Proprietary Brands



- ☐ Resources behind the new launch of Winlevi® in Singapore and Malaysia
- ☐ Continue product innovation, and grow current product portfolio
- ☐ Further penetrate existing markets and channels

Pharmaceutical and Medical Aesthetics



- ☐ Grow medical aesthetics product portfolio and expand geographically
- ☐ Foreign exchange has continued to impact GPM, actively re-balance the product portfolio towards higher margin mix
- ☐ Continue to look for inorganic growth opportunities

Digital Platform and E-Pharmacy



- ☐ Continue to pursue the platform development, while further strengthening customer and vendor base
- ☐ Streamline operations to achieve better efficiency
- ☐ Wholesale business to provide growth fuel for digital platform development

Q&A



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