



HYPHENS PHARMA INTERNATIONAL LIMITED

Results Briefing 1H2021

18 AUGUST 2021



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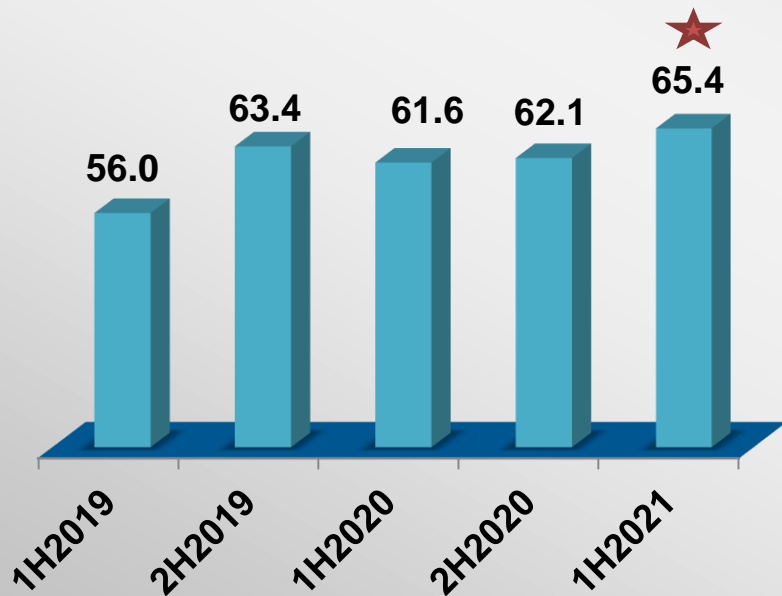
FINANCIAL RESULTS



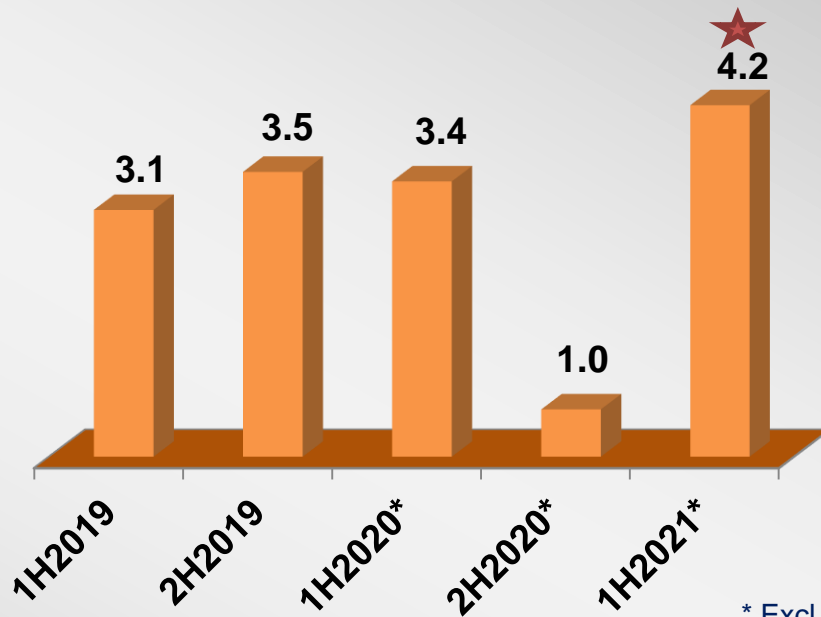
1.1

FINANCIAL PERFORMANCE

Revenue (S\$m)



Profit After Tax (S\$m)



* Excl JSS



1.2 INCOME STATEMENT

	1H2021	1H2020	YoY	2H2020	HoH
	S\$'000	S\$'000	%	S\$'000	%
Revenue	65,376	61,640	6.1%	62,057	5.3%
Cost of sales	(40,624)	(40,535)	0.2%	(39,734)	2.2%
Gross profit	24,752	21,105	17.3%	22,323	10.9%
Other income and gains	348	1,457	-76.1%	1,079	-67.7%
Distribution & marketing	(14,271)	(12,373)	15.3%	(14,150)	0.9%
Administrative expenses	(5,234)	(4,716)	11.0%	(5,421)	-3.4%
Finance costs	(48)	(51)	-5.9%	(59)	-18.6%
Other losses	(317)	(273)	16.1%	(1,813)	-82.5%
Profit before tax	5,230	5,149	1.6%	1,959	167.0%
Income tax expense	(915)	(867)	5.5%	(78)	1073.1%
Profit, net of tax	4,315	4,282	0.8%	1,881	129.4%
PAT without JSS	4,185	3,410	22.7%	988	323.6%

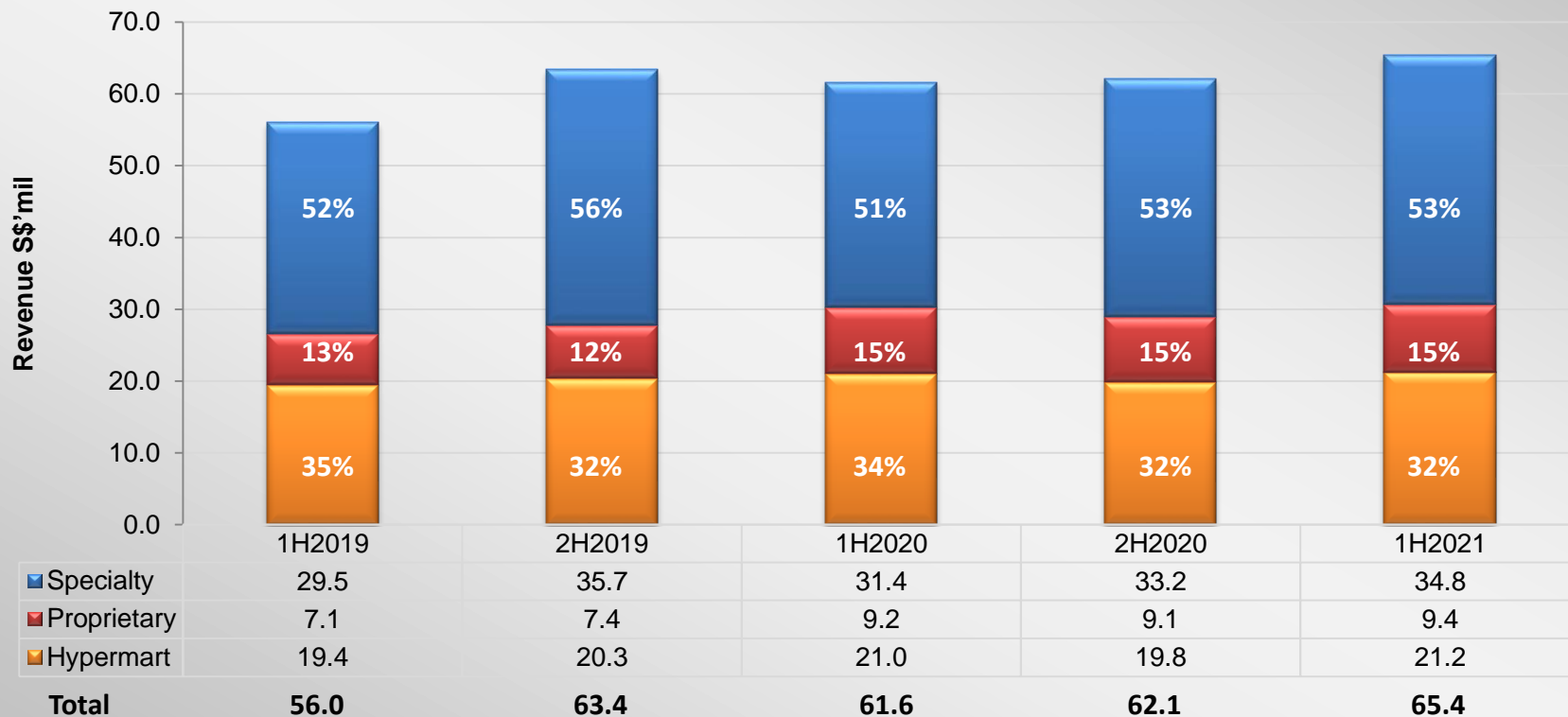
1H2021 vs 1H2020

- Revenue increased across all business segments and most geographical locations.
- GPM rose to 37.9% in 1H2021 from 34.2% in 1H2020.
- Decline in other income due to lower JSS.
- Increase in distribution & marketing exp due to higher A&P.
- Increase in admin exp due to higher R&D and staff costs.
- Excl JSS, PAT increased significantly by 22.7% over the 2 periods.



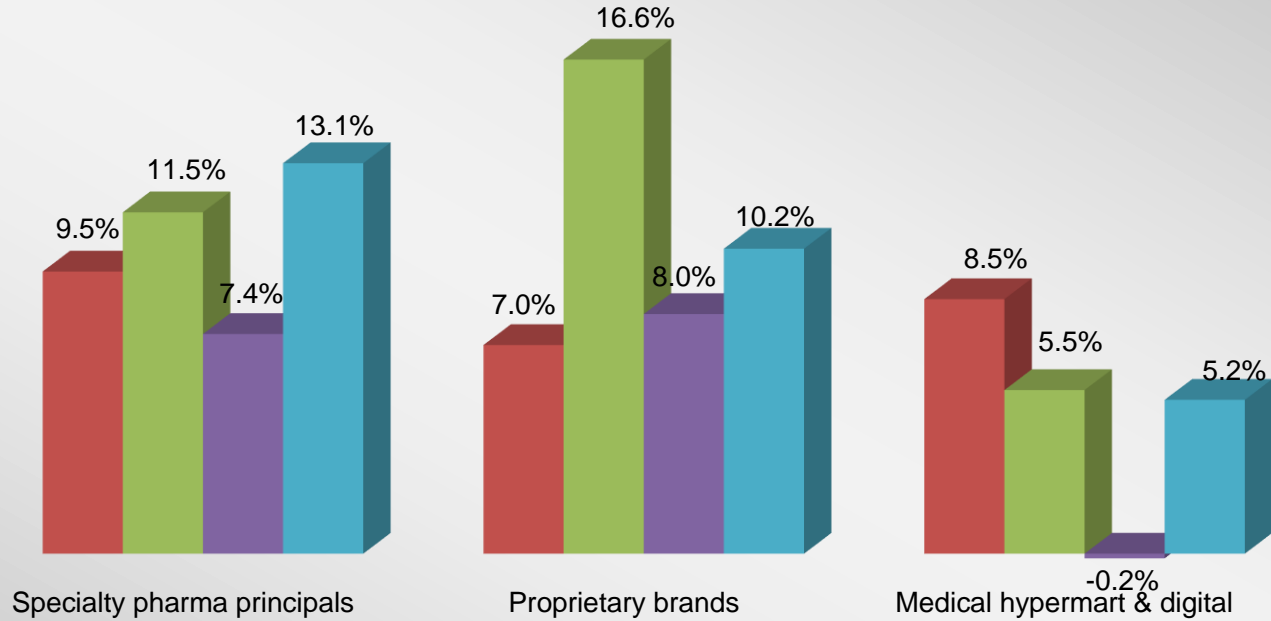
2.1

REVENUE BY BUSINESS SEGMENTS



2.2

EBITDA MARGIN BY BUSINESS SEGMENTS



■ FY2019 ■ 1H2020 ■ 2H2020 ■ 1H2021



3

FINANCIAL POSITION

S\$'000	30 Jun 2021	31 Dec 2020
Total assets	86,346	87,143
Inventories	15,086	16,888
Trade & other receivables	28,281	29,421
Cash & cash equivalents	30,921	27,526
Total liabilities	36,738	39,968
Trade & other payables	30,939	33,240
Bank borrowings	2,000	2,396
Total equity	49,608	47,175
NAV per share (cents)	16.51	15.70



4

CASHFLOW STATEMENT

S\$'000	1H2021	1H2020
<u>Cashflow from operating activities</u>		
Profit before tax	5,230	5,149
Adjustments for non-cash/non-op items	1,056	871
Changes in working capital	1,003	(2,156)
Tax paid	(1,023)	(223)
Cashflow from operating activities	6,266	3,641
Cashflow used in investing activities	(138)	(828)
Cashflow used in financing activities	(2,733)	(2,890)
Net cash inflow	3,395	(77)
Cash & cash equiv, beg balance	27,526	26,165
Cash & cash equiv, ending balance	30,921	26,088



BUSINESS UPDATES



1

Reinforcing medical hypermart and digital segment

- + New talents who have joined us to lead new digital initiatives.
- + Awarded e-pharmacy licence for WellAway Pharmacy.



W E L L A W A Y
P H A R M A C Y



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group



2 New product launch

NEW from Singapore's No. 1 Omega-3 Brand*

See Eye to Eye with Hydration

Promote Natural Tears, Help Relieve Dry Eyes

*Best-selling fish oil (Omega-3) supplement in major retail pharmacies from 2013 to 2020.
^vs. our regular Fish Oil



OMEGA
3

HIGH STRENGTH[^]



ANTIOXIDANT CURCUMIN

Natural nutrients that help with dry eyes



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group



3

Strengthening specialty pharma portfolio

ERDOMED®

**New Chemical Entity
(NCE)**

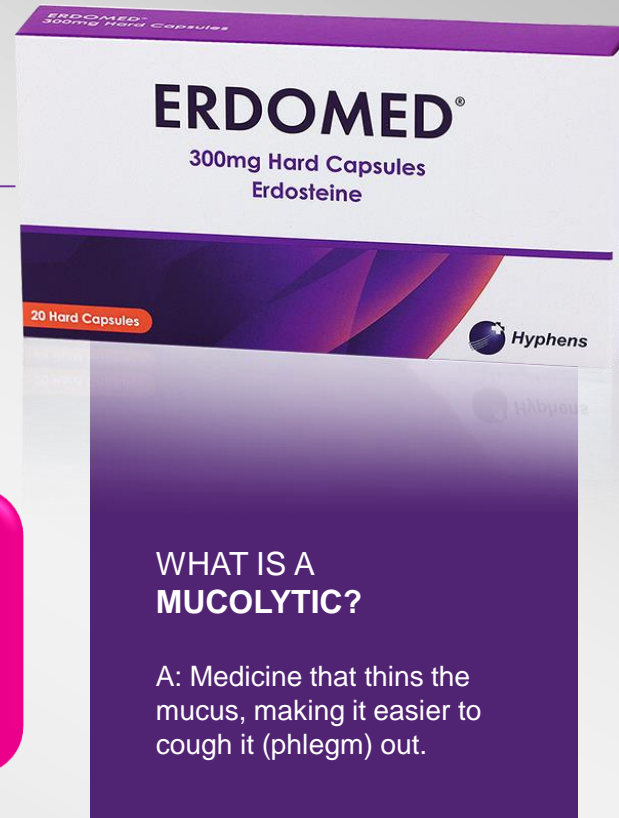
**THE MUCOLYTIC OF CHOICE
FOR ALL RESPIRATORY DISORDERS**



**Respiratory Tract
Infections**

**Chronic
Obstructive
Pulmonary
Disease (COPD)**

**Other Mucus-
Related Disorders**



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





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