



HYPHENS PHARMA INTERNATIONAL LIMITED

4TH ANNUAL GENERAL MEETING

27 APRIL 2022



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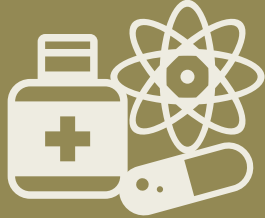
CORPORATE PRESENTATION



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 2021



- + Growing Through Acquisition
- + Product Portfolio Enhancement
- + Fast-Tracking Digital Expansion
- + Supporting Community Outreach
- + Financial Performance
- + Rewarding Shareholders





GROWING THROUGH ACQUISITION

NOVEM[®]
Innovating healthcare with excellence

Leading Healthcare-Focused
Distributor



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group



2

PRODUCT PORTFOLIO ENHANCEMENT

- + Skin pH buffering technology used Ceradan® Advanced patent granted in US, Singapore and Malaysia, in addition to UK
- + Patent pending in 10 other countries / region



- + Awards affirmed Ceradan® strong brand recognition in retail





PRODUCT PORTFOLIO ENHANCEMENT



2

PRODUCT PORTFOLIO ENHANCEMENT

Licensing Deal of Ustekinumab Biosimilar



- + Exclusive license and supply agreement with DKSH's subsidiary, Favorex Pte Ltd
- + To commercialise in Singapore, Malaysia and the Philippines
- + Proposed Ustekinumab biosimilar, which is undergoing clinical studies, is a human monoclonal antibody for the treatment of immune mediated disorders like plaque psoriasis, psoriatic arthritis and Crohn's disease



3

FAST-TRACKING DIGITAL EXPANSION



- + Incorporated DocMed Technology Pte. Ltd. to further develop the Medical Hypermart and Digital segment of our business
- + WellAway Pharmacy: Featured in The Straits Times – *“First HSA-registered e-pharmacy in Singapore launched”*



3

FAST-TRACKING DIGITAL EXPANSION



- + Cloud-based, multi-lingual HR system
- + New Enterprise Resource Planning (ERP) system to automate certain operations and financial processes
- + “Hyphens Digital Day” to increase organisation digital literacy and awareness



4

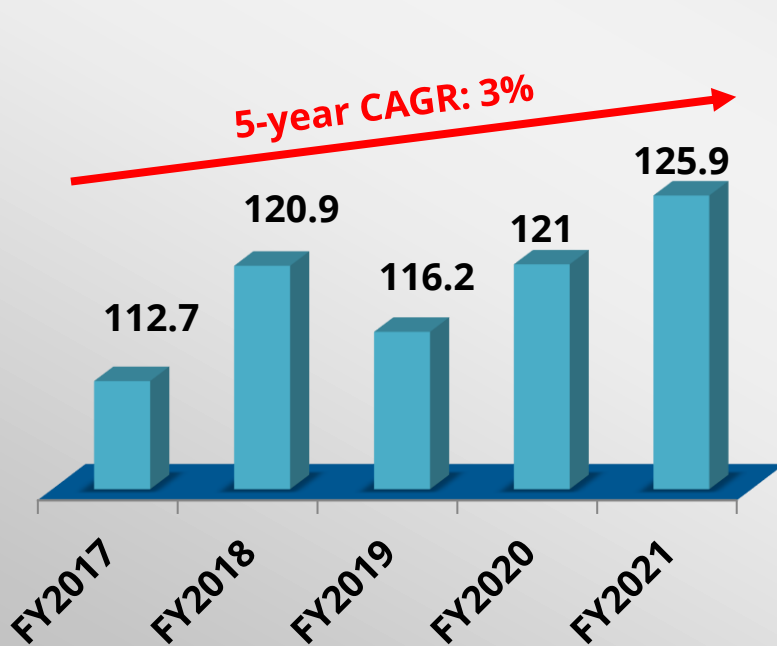
SUPPORTING COMMUNITY OUTREACH



5

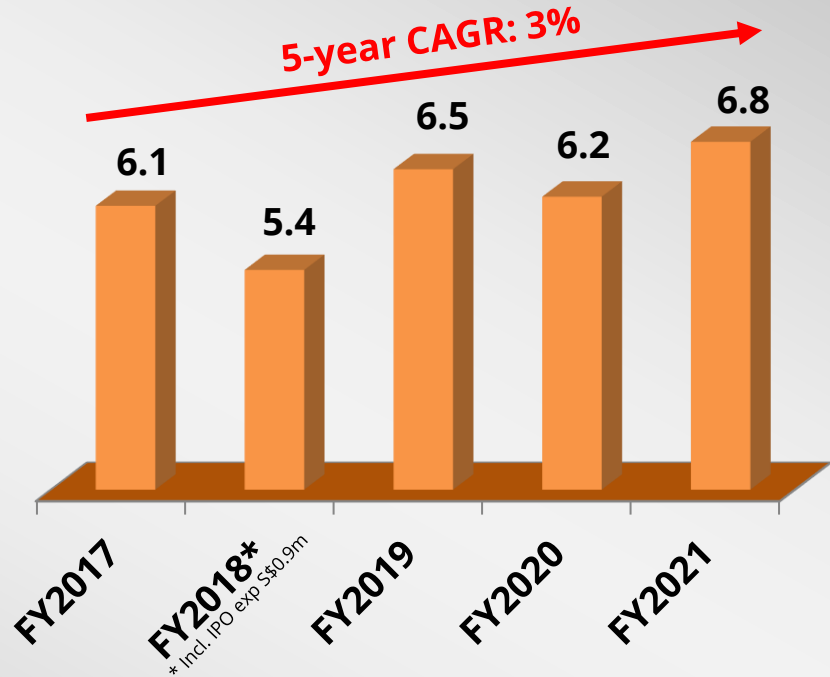
FINANCIAL PERFORMANCE – P&L

Revenue (S\$m)



Note: Restated for FY2019 & FY2020

Profit After Tax (S\$m)



* Incl. IPO exp \$40.9m



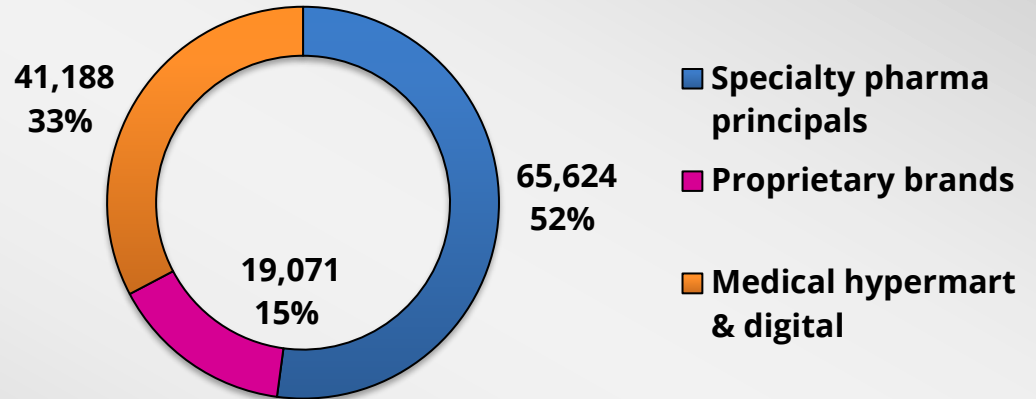
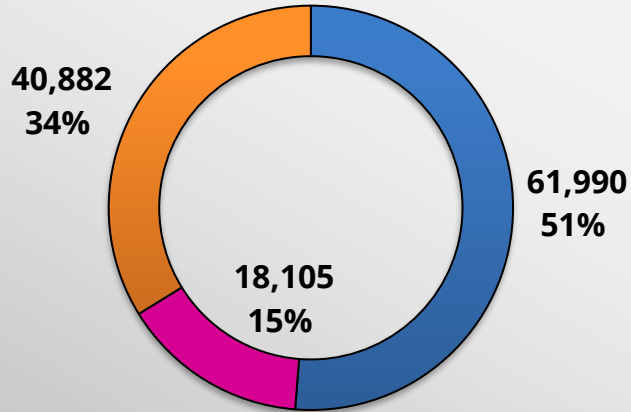
5

FINANCIAL PERFORMANCE – BUSINESS SEGMENTS

FY2020

FY2021

In S\$'000



- Specialty pharma principals
- Proprietary brands
- Medical hypermart & digital



6

REWARDING SHAREHOLDERS

S\$'000	Dividend	Yield ^(a)	Div / NP ^(b)
FY2021 (subj to shareholders' approval)	0.67 cents	2.3%	30.2%
FY2020	0.62 cents	2.1%	30.2%

(a) Yield is computed based on total dividends declared for the financial year divided by closing price of S\$0.29 @ 22 April 2022.

(b) Dividend policy: to pay at least 30% of its net profits attributable to shareholders, subject to the Board's approval.



BUSINESS OUTLOOK



STRENGTHENING OUR FOCUS

1. Investment in the development of proprietary brands
2. Internationalisation
3. Enhance digitalisation
4. Strengthen the specialty pharmaceuticals portfolio
5. Inorganic growth through acquisitions



QUESTIONS & ANSWERS



QUESTIONS FROM SHAREHOLDERS

- Q1:** How many new proprietary products is Hyphens planning this year? How about Novem's pipeline?
- Q2:** Are there potential operational cost savings from the Novem acquisition, e.g. consolidation of backend resources? How much cross-selling opportunities are there?
- Q3:** How does Hyphens determine market trends/demand for Product Conceptualisation? Is it through partner dermatologists for skin care products? What about health supplements?
- Q4:** Other than the multi-year agreement with A*STAR, any plans to strengthen the R&D roadmap by collaborating with more research institutes (local/overseas) or our leading educational institutions to build a stronger pipeline of dermatological products in the future, considering Hyphens is aiming to be Asia's No.1 skin health company?



QUESTIONS FROM SHAREHOLDERS

- Q5:** Is the Board satisfied with the progress of Hyphens in China? Why did Hyphens participate in the China International Import Exhibition as well as a collaboration with Chinese Medical Association write-up?
- Q6:** Have elective surgeries and doctor visits for non-COVID-19 related illnesses resumed in the primary markets (Singapore/Vietnam) and has this led to a pent-up demand for Hyphens products?
- Q7:** How viable is the WellAway business model? Does WellAway need a certain economy of scale to be profitable?
- Q8:** Does Hyphens see a significant impact on this FY's profitability due to supply chain issues or inflationary pressures? If so, are there steps taken to mitigate this?



RESOLUTIONS



RESOLUTION 1

To receive and adopt the Directors' Statement and Audited Financial Statements of the Company for the financial year ended 31 December 2021 together with the Auditors' Report thereon.

Votes in Favour		Votes Against		Abstained
No. of shares	%	No. of shares	%	No. of shares
248,390,356	99.94%	150,000	0.06%	-



RESOLUTION 2

To declare a **final tax exempt (one-tier) dividend of 0.67 Singapore cents per ordinary share** for the financial year ended 31 December 2021.

Votes in Favour		Votes Against		Abstained
No. of shares	%	No. of shares	%	No. of shares
248,390,356	99.94%	150,000	0.06%	



RESOLUTION 3

To re-elect **Mr Lim See Wah** under Regulation 97 of the Constitution.

Votes in Favour		Votes Against		Abstained
No. of shares	%	No. of shares	%	No. of shares
248,390,356	99.94%	150,000	0.06%	-



RESOLUTION 4

To re-elect **Ms Tan Seok Hoong @ Mrs Audrey Liow** under Regulation 97 of the Constitution.

Votes in Favour		Votes Against		Abstained
No. of shares	%	No. of shares	%	No. of shares
248,390,356	99.94%	150,000	0.06%	-



RESOLUTION 5

To approve the Directors' fees of **SGD 227,000** for the year ended 31 December 2021.

Votes in Favour		Votes Against		Abstained
No. of shares	%	No. of shares	%	No. of shares
133,963,995	99.89%	150,000	0.11%	114,426,361



RESOLUTION 6

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
248,130,356	99.84%	410,000	0.16%	-



RESOLUTION 7

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 Catalist.

Votes in Favour		Votes Against		Abstained
No. of shares	%	No. of shares	%	No. of shares
242,989,600	97.77%	5,545,556	2.23%	100



RESOLUTION 8

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

Votes in Favour		Votes Against		Abstained
No. of shares	%	No. of shares	%	No. of shares
124,300,639	95.73%	5,550,656	4.27%	118,689,061



RESOLUTION 9

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

Votes in Favour		Votes Against		Abstained
No. of shares	%	No. of shares	%	No. of shares
124,300,639	95.73%	5,550,656	4.27%	118,689,061



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

24 April 2022

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 to be held via electronic means on 27 April 2022, we hereby certify that the results of the poll (rounded to the nearest two decimal places) are correctly set out below:

	VOTES FOR	%	VOTES AGAINST	%	VOTES TOTAL
Resolution 1	248,390,356	99.94	150,000	0.06	248,540,356
Resolution 2	248,390,356	99.94	150,000	0.06	248,540,356
Resolution 3	248,390,356	99.94	150,000	0.06	248,540,356
Resolution 4	248,390,356	99.94	150,000	0.06	248,540,356
Resolution 5	133,963,995	99.89	150,000	0.11	134,113,995
Resolution 6	248,130,356	99.84	410,000	0.16	248,540,356
Resolution 7	242,989,600	97.77	5,545,556	2.23	248,535,156
Resolution 8	124,300,639	95.73	5,550,656	4.27	129,851,295
Resolution 9	124,300,639	95.73	5,550,656	4.27	129,851,295

Yours faithfully,



DrewCorp Services Pte Ltd

DrewCorp Services Pte Ltd (Co. Regn No. 200102492H)
Chartered Secretaries • Corporate Administration • Immigration Applications • Process Agent

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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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