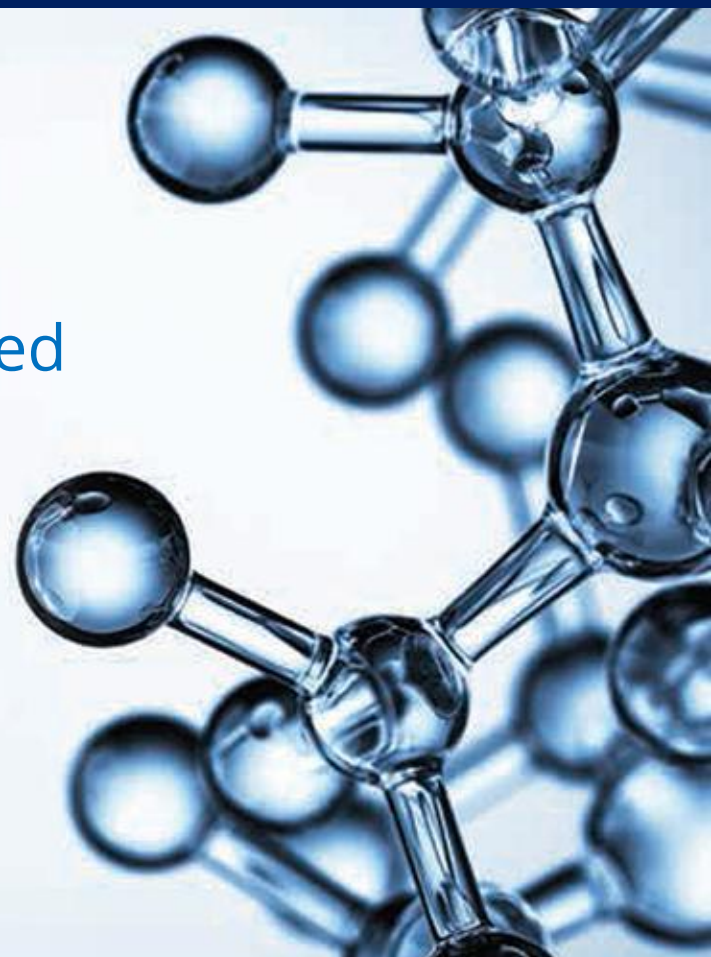




Hyphens Pharma International Limited

Annual General Meeting

26 April 2019



HYPHENS PHARMA INTL LTD (SGX: 1J5)

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COMPANY SNAPSHOT



**ON
18 MAY
2018**

**LISTED ON
THE
SGX-CATALIST**

2018 REVENUE

\$S121 MILLION



5 COUNTRIES

450 PERSONNEL



14 of our products are
sold *every minute!*



**3 CORE
BUSINESSES**



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group



OUR **BUSINESS** SEGMENTS

**Specialty Pharma
Principals**

1

**Proprietary
Brands**

2

**Medical
Hypermart and
Digital**

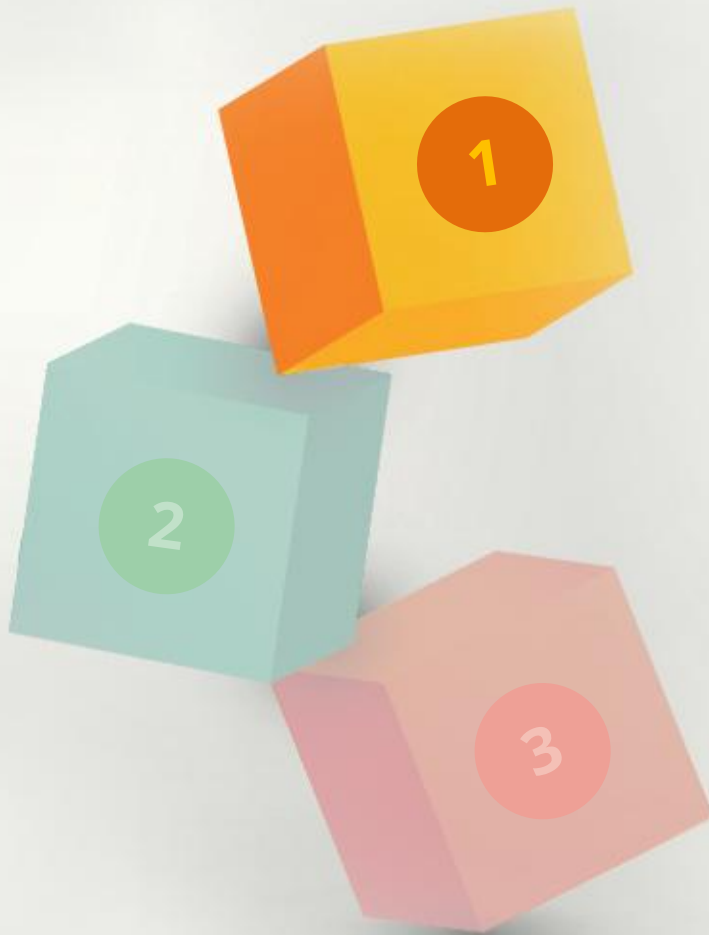
3



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group



SPECIALTY PHARMA PRINCIPALS



What We Do

1. Handle specialised products, under exclusive agreements with our principals from Europe and the US.
2. Register and hold product licenses with local authorities.
3. Promote products through medical representatives to specialists and GPs.

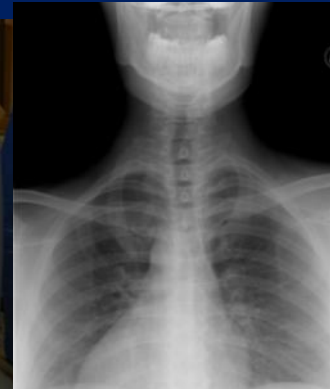
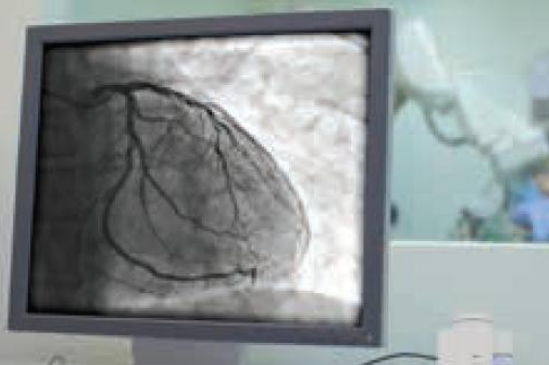


OUR REGIONAL FOOTPRINT



CONTRAST MEDIA PRODUCTS

GUERBET – XENETIX® • DOTAREM® • LIPIODOL®



Our products
are used for:

- X-Rays
- CT Scans
- MRI

Participation in
Scientific Congresses

25 years of
working
relationship

2018 Revenue
Contribution: **13.7%**



Booth Presence



Symposiums



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group



ENT (EAR, NOSE, THROAT) & ALLERGY



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group



OTHER SPECIALTY PHARMA PRODUCTS

Interventional Cardiology
(Biosensors Coronary Stents)

Gastroenterology

Otorhinolaryngology

Obstetrics & Gynaecology

Rheumatology

Ophthalmology

Neuroscience & Psychiatry

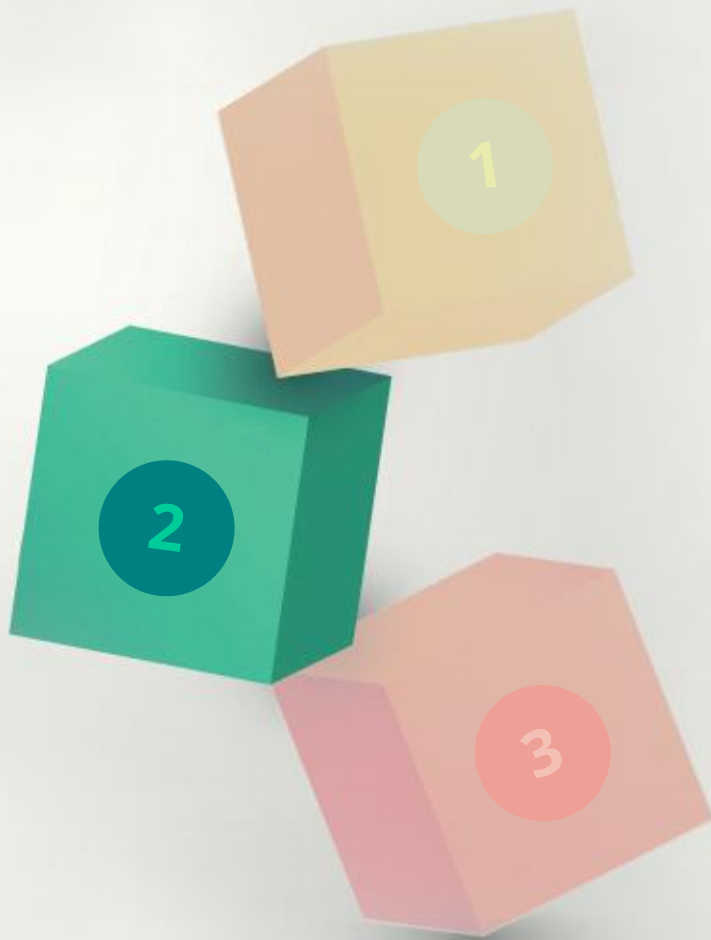
Family Medicine



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group



PROPRIETARY BRANDS



What We Do

1. Direct ownership of the products under various brand names and market them to the world.
2. Constantly engaged in product research & development.
3. Contract manufacture these products, bearing our trademarks.



BRANDS WE OWN



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group





Maintenance Therapy

Specially-Formulated Mosquito Repellent For AD

Triple Protective Action Against Diaper Rash



Ceramide-Dominant Therapeutic Moisturiser

*IQVIA 2018 Q3 Survey on Top-of-Mind Awareness on 31 Private Dermatologists in Singapore



TDF® DERMA FORMULA

HOME CARE



OILY & ACNE

DRY &
SENSITIVE

HYPER-
PIGMENTATION

AGE DEFENSE



CHEMICAL PEEL





A WELL-REGARDED BRAND BY CONSUMERS

- ✓ **Brand that I can trust[#]**
- ✓ **Good value for money[#]**



SINGAPORE'S NO. 1* OMEGA-3



[#] 2018 Nielsen Survey – A Comprehensive and Holistic Understanding of the Health Supplement Market
^{*} Best selling fish oil (Omega-3) supplement awarded by Guardian, Unity & Watsons (since 2013)



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group





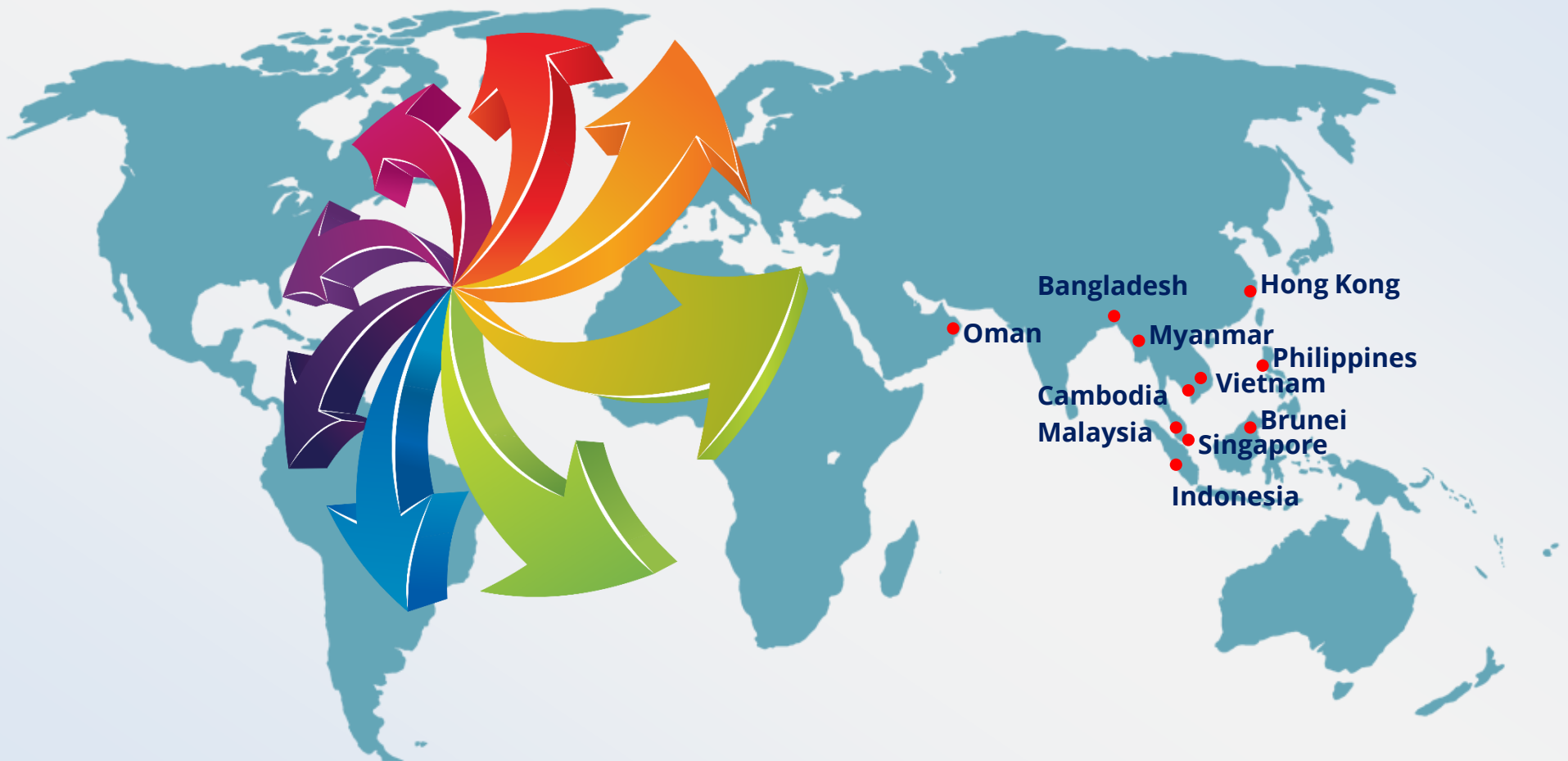
NUTRITIONAL SUPPLEMENTS



Clinical Series is a professional range of health supplement products to meet the **clinical nutrition needs** of patients



WE MARKET OUR BRANDS IN



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group



MEDICAL HYPERMART AND DIGITAL



What We Do

1. Wholesaler of pharmaceutical products and medical supplies.
2. Cater largely to private clinics and pharmacies.
3. > 3,000 customers and > 4,000 items in our inventory.
4. Have B2B e-commerce platform that facilitates 24/7 ordering.
5. Only in Singapore at the moment.



MEDICAL HYPERMART AND DIGITAL



Over 1,500
members
on Medical
Hypermart
!



1st pharmaceutical wholesaler in Singapore
to establish an online platform and capture
new digital opportunities



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group



FINANCIAL SNAPSHOT AS AT 31 DEC 2018

FY2018

REVENUE

S\$120.9m

PROFIT

S\$5.4m

(after IPO expense of S\$0.9m)

S\$7.5m

cash inflow from
operating activities

S\$22.4m

cash and cash
equivalent



7.7%

gearing
ratio¹

¹ Total Debt / Total Equity



**Strong Cash
Generative Business**



Low Gearing Ratio

0.55c
dividend per share

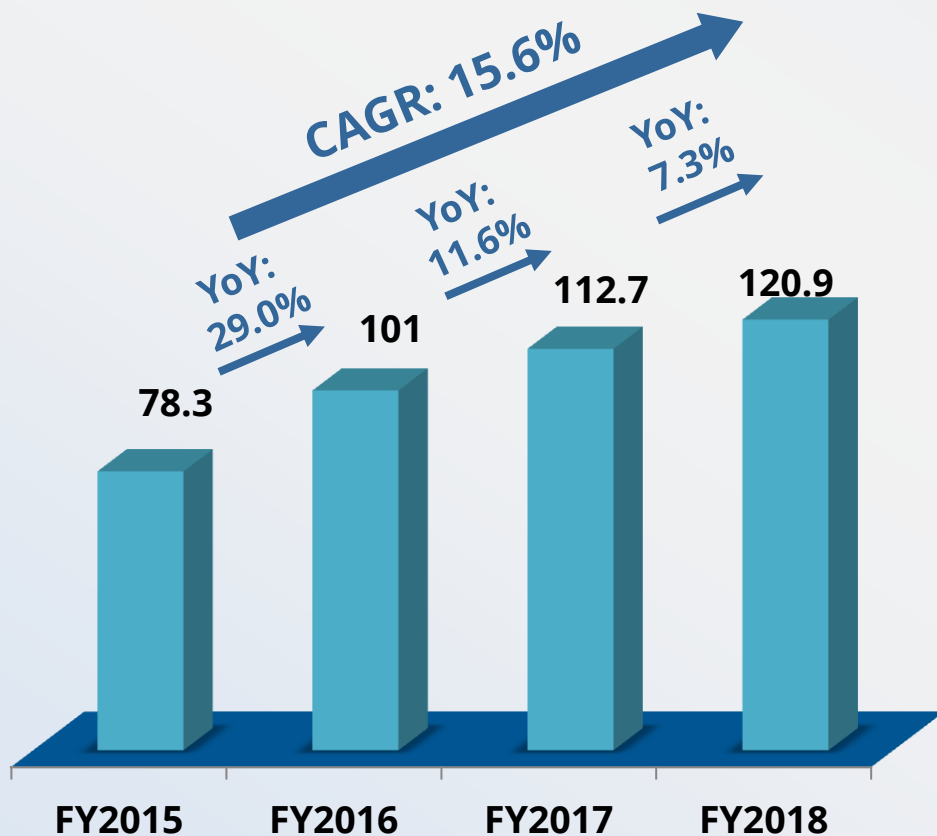
>30%
dividend payout

At Least **30%** of Net Profits Attributable to Shareholders in FY2018
and FY2019 Intended to be Distributed as Dividends

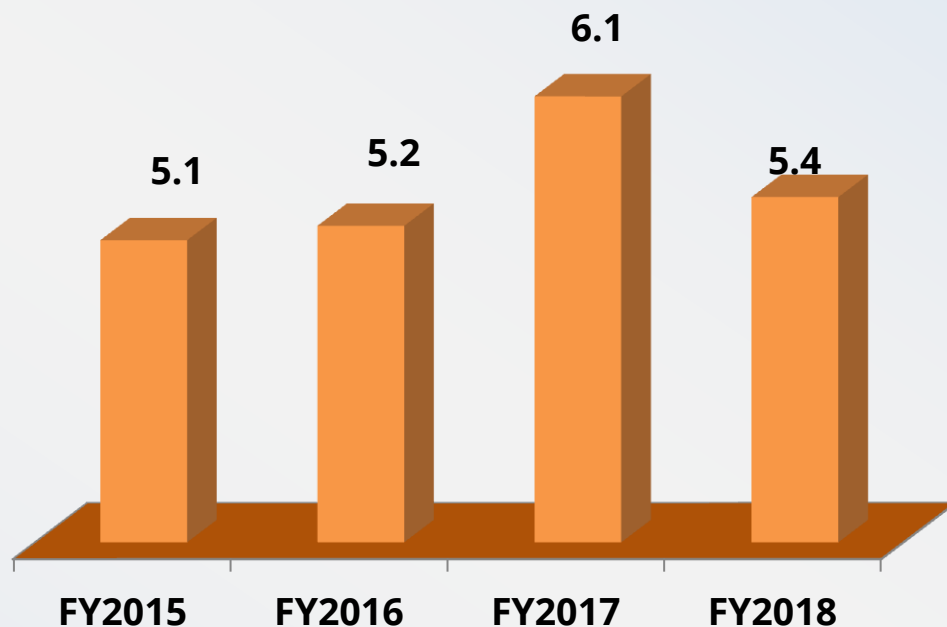


FINANCIAL HIGHLIGHTS

Revenue (S\$m)

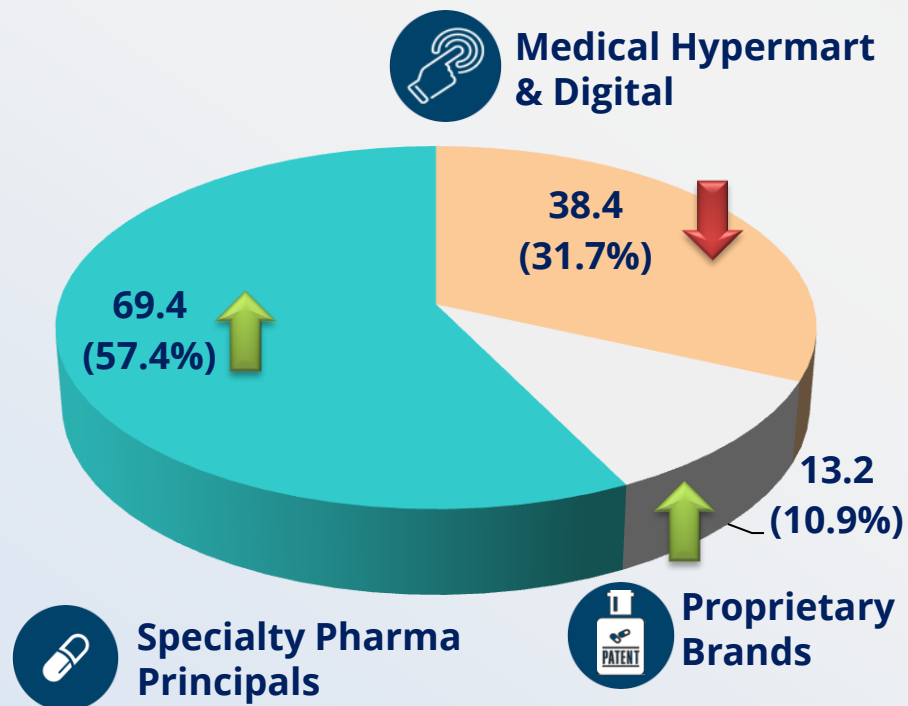


Profit After Tax (S\$m)

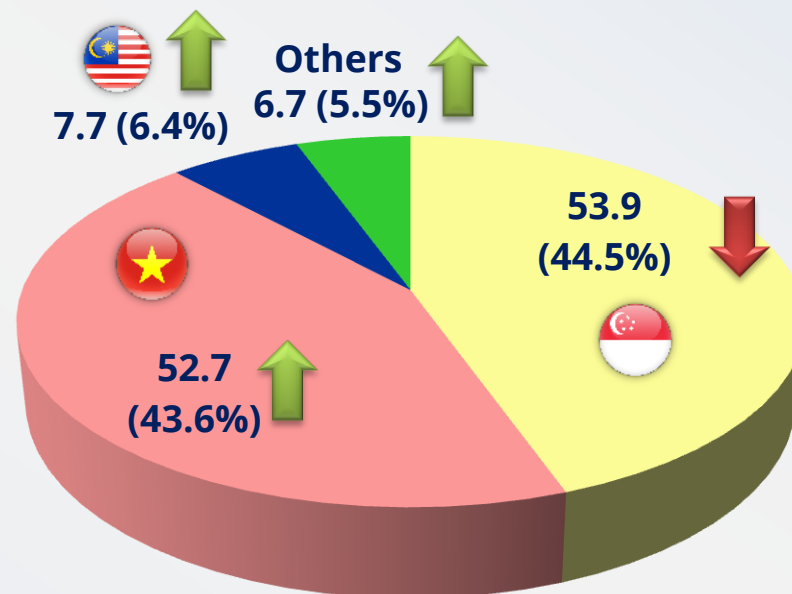


REVENUE SEGMENT BREAKDOWN BY BUSINESS & GEOGRAPHY

FY18 Revenue Breakdown by Business (S\$m)



FY18 Revenue Breakdown by Geography (S\$m)



FUTURE GROWTH

- **New product launches**
 - Products with patented and patent pending technologies to grow the skin health business
 - Continue to enhance product offerings through licencing and research collaborations
 - Launching new specialty pharma products in regional markets
- **Establishing a broader geographical footprint**
 - Cementing leadership position in Singapore and deepening ASEAN presence
 - Marketing development in countries already operating in
 - Expanding international footprint
- **Digital technologies**
 - Exploring potential opportunities within this segment
- **Driven by enhanced human capital**
 - Investing in manpower to support expansion plans
 - Associate Marketing Director
 - Business Director, Dermatology
 - Vice President, Philippines
 - Business Development Director





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