HYPHENS PHARMA INTERNATIONAL LIMITED

Results Briefing 1H 2023

17 AUG 2023

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BUSINESS UPDATES

1.1 NEW ADDITIONS TO THE PORTFOLIO

WE ACTIVELY SEEK NEW LICENSING OPPORTUNITIES TO PROVIDE A WIDER RANGE OF PRODUCTS TO OUR CUSTOMERS

We have added the following products to our Singapore portfolio:

byfavo (remimazolam) CIV for injection 2.5 mg/mL

NABOTA® inj.

Products from Laboratoires Gilbert S.A.S. in the territories of Hong Kong, Laos, Mongolia, Singapore, Vietnam, Malaysia, Indonesia, Philippines, Thailand and Brunei

LABORATOIRES Physiolac

Physiodose

dologel

ACERUMEN

Launched the Joyful Gummies from Ocean Health in Singapore

1.2 NEW LEADERSHIP JOINED THE COMPANY

WE ARE EXCITED TO HAVE NEW TALENTS TO JOIN US FOR THE NEXT STAGE OF GROWTH

RACHIT VOHRA

VP, Strategy & Business Development

FLORA ZHANG

Chief Financial Officer

LAURENCE FREMY

Vietnam Country Manager

1.3 DOCMED UPDATES

DOCMED LAUNCHED ITS JOINT VENTURE IN VIETNAM AND OPENED ITS MALAYSIA BUSINESS TECHMED

GETTING AHEAD WITH THE EDGE SINGAPORE

PREMIUM LATEST NEWS VIEWS CAPITAL

PREMIUM DEALS, JOINT VENTURES & ALLIANCES

Hyphens Pharma's DocMed partners Hoang Duc to digitalise pharmaceutical supply chain in Vietnam

Samantha Chiew

Wed, Apr 12, 2023 · 07:11 AM GMT+08 · 3 months ago · 2 min read

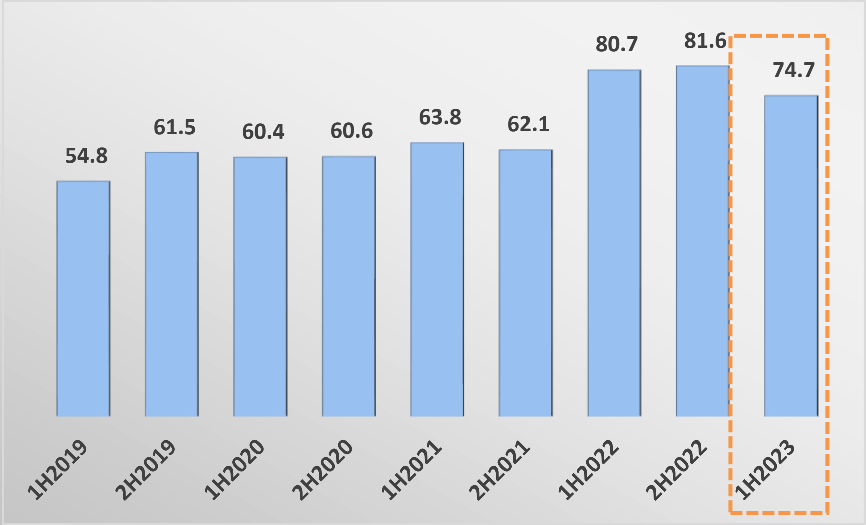
Hyphens Pharma expands footprint in Vietnam with JV.

FINANCIAL RESULTS

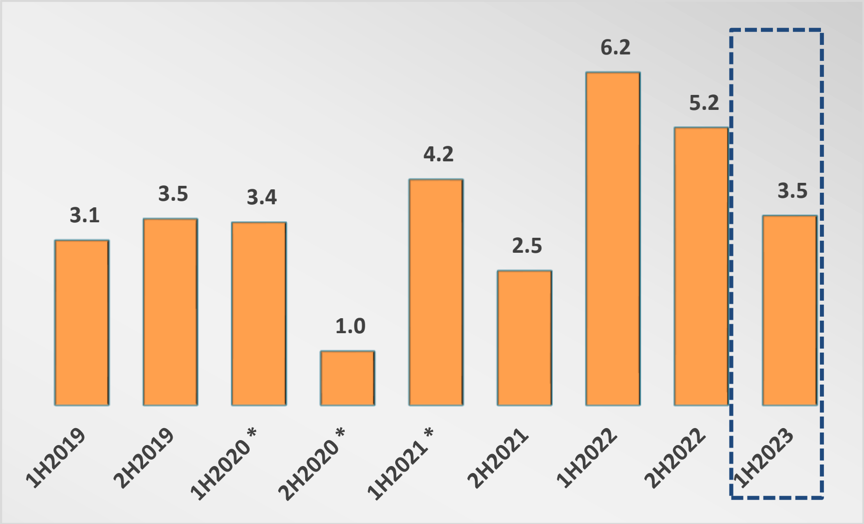
2.1 FINANCIAL PERFORMANCE

WE HAVE SHOWN RESILIENCE IN AN ENVIRONMENT FILLED WITH VOLATILITY AND UNCERTAINTY

Revenue (S$'m)



Profit After Tax (S$'m)

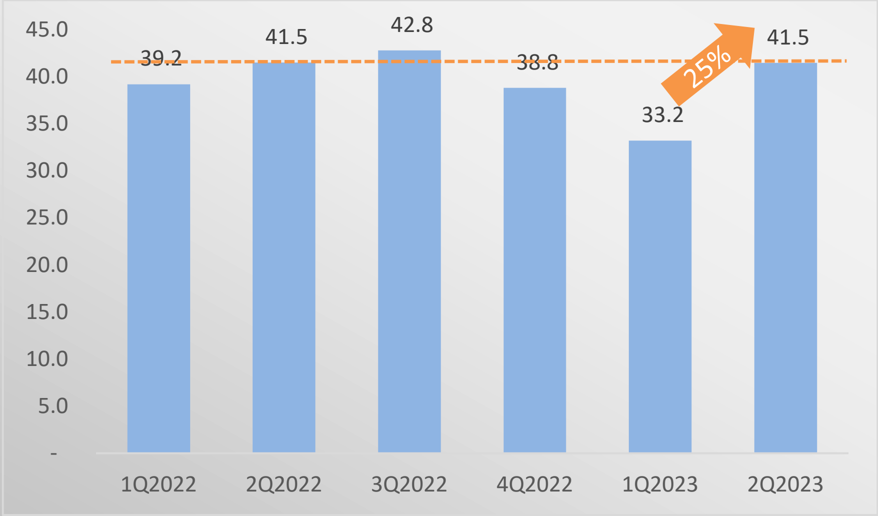


* Excl JSS

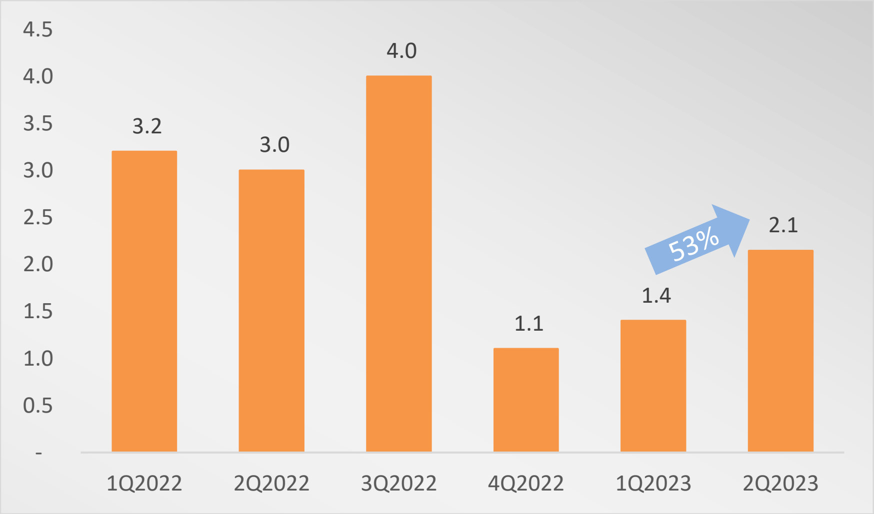
2.2 FINANCIAL PERFORMANCE BY QUARTER

WE HAVE ACHIEVED HIGH GROWTH QOQ IN Q2 AND ARE GETTING OURSELVES READY FOR H2

Revenue (S$'m)

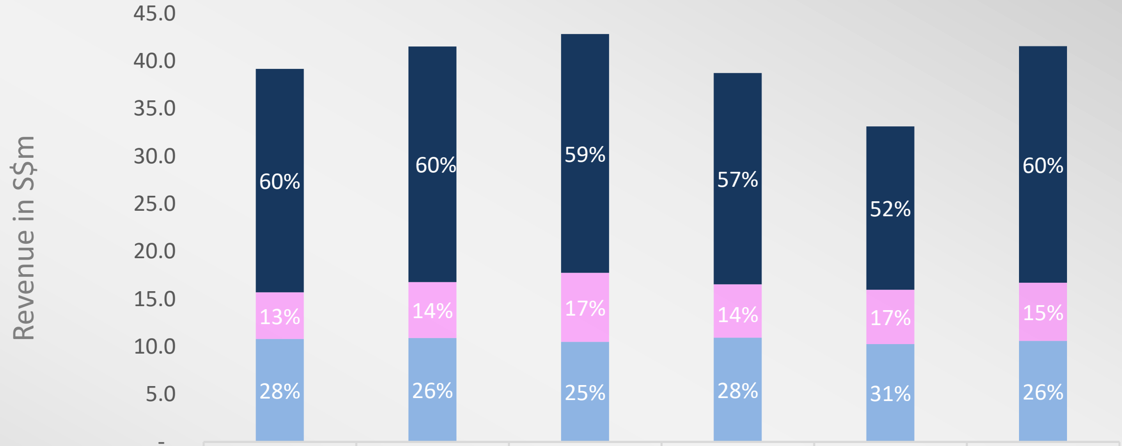


Profit After Tax (S$'m)



2.3 REVENUE BY BUSINESS SEGMENTS

PROPRIETARY BRANDS SHOW HEALTHY GROWTH YOY; SPECIALTY PHARMA SETS ON NEW GROWTH TRAJECTORY



	1Q2022	2Q2022	3Q2022	4Q2022	1Q2023	2Q 2023
Specialty pharma principals	23.5	24.7	25.1	22.2	17.2	24.8
Proprietary brands	4.9	5.9	7.2	5.6	5.7	6.1
Medical hypermart and digital	10.8	10.9	10.5	11.0	10.3	10.6
Total	**39.2**	**41.5**	**42.8**	**38.8**	**33.2**	**41.5**

2.4 INCOME STATEMENT

WE ARE CONFIDENT WITH THE BUSINESS FUNDAMENTALS, AND WE FUEL RESOURCES FOR THE NEXT PHASE OF GROWTH

	1H2023 S$000	1H2022 S$000	YoY %	YoY ex Biosensors %
Revenue	**74,711**	**80,704**	**-7%**	**-2%**
Cost of sales	(46,692)	(49,627)	-6%	-3%
Gross profit	28,019	31,077	-10%	0%
Other income and gains	365	343	6%	6%
Opex	(24,525)	(23,820)	3%	5%
Share of profit of associate	327	230	42%	42%
Profit before tax	**4,186**	**7,830**	**-47%**	**-20%**

1H2023 vs 1H2022

- Revenue suffered from loss of Biosensors sales and supply chain disruptions.
- Overall GPM reduced by 1ppt YoY. However, excluding the impact from Biosensors in 2022, the GPM improved by 0.4ppt.
- Increase in OPEX as we continued to invest into medical hyphermart and digital segment.

2.5 REWARDING SHAREHOLDERS

	Dividend	Yield
FY2023	3.60 cents [a]	12.4%[b]
FY2022	1.11 cents	3.4%[c]

(a) Special interim dividends as part of 5th anniversary celebration since IPO.

(b) Yield is computed based on total dividends declared for the financial period divided by closing price of S$0.29 @ 8 August 2023.

(c) Yield is computed based on total dividends declared for the financial period divided by closing price of S$0.33 @ 6 April 2023.

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

BUSINESS OUTLOOK

3 ACCELERATION FOR GROWTH

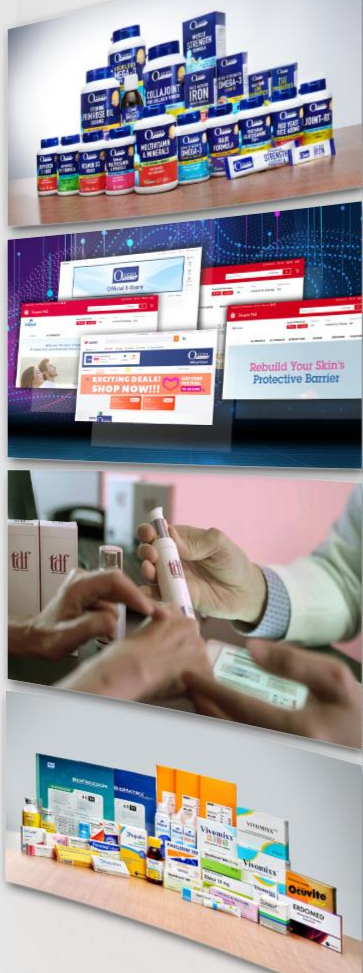
+ Grow our proprietary brands business

+ Grow the specialty pharma portfolio

+ Build medical aesthetics as an allied category to the Derma Business

+ Inorganic growth

QUESTIONS & ANSWERS



Hyphens

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