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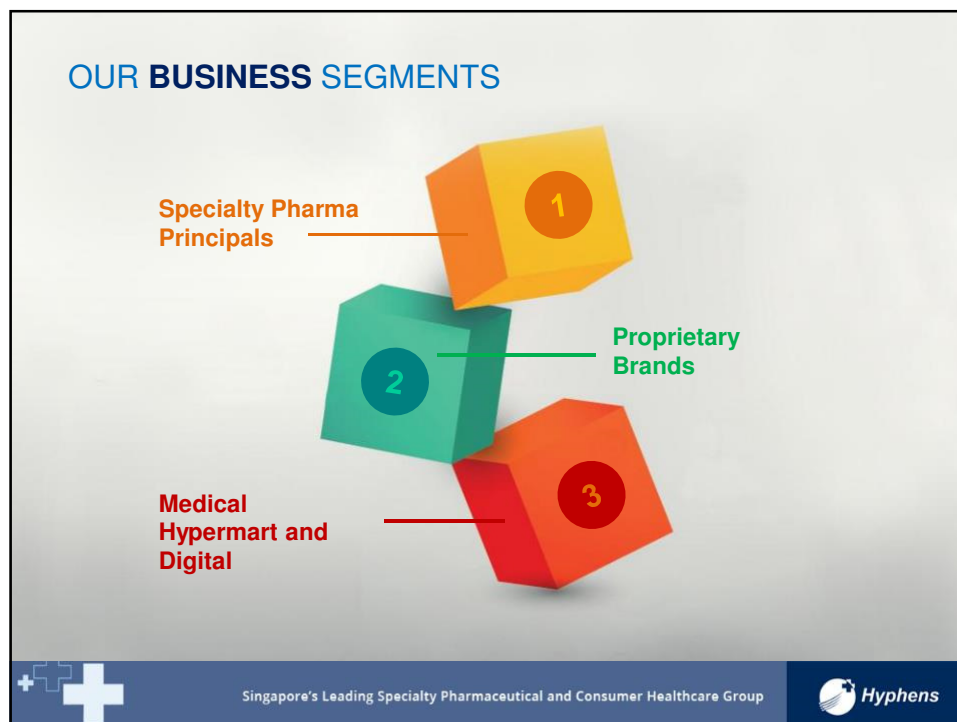
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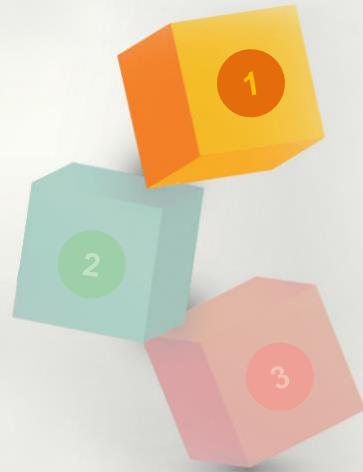


Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group





## SPECIALTY PHARMA PRINCIPALS



### What We Do

1. We handle specialised products, under exclusive agreements with our principals, mainly from Europe.
2. We register and hold product licenses with local authorities.
3. We promote these products through medical representatives to specialists and GPs.



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## OUR REGIONAL FOOTPRINT

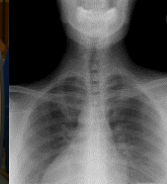


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## CONTRAST MEDIA PRODUCTS

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



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## OTHER SPECIALTY PHARMA PRODUCTS



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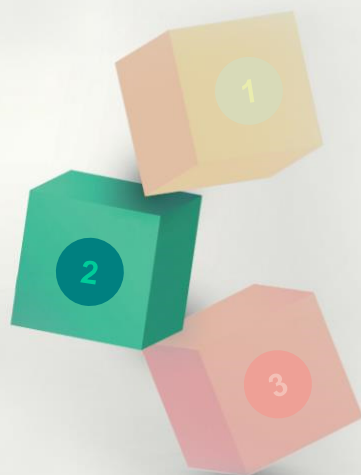
## ENT (EAR, NOSE, THROAT) & ALLERGY



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## PROPRIETARY BRANDS



### What We Do

1. We are the product owner, and the world is our market.
2. We engage in product development.
3. We contract manufacture these products, which bear our trademarks.



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## BRANDS WE OWN









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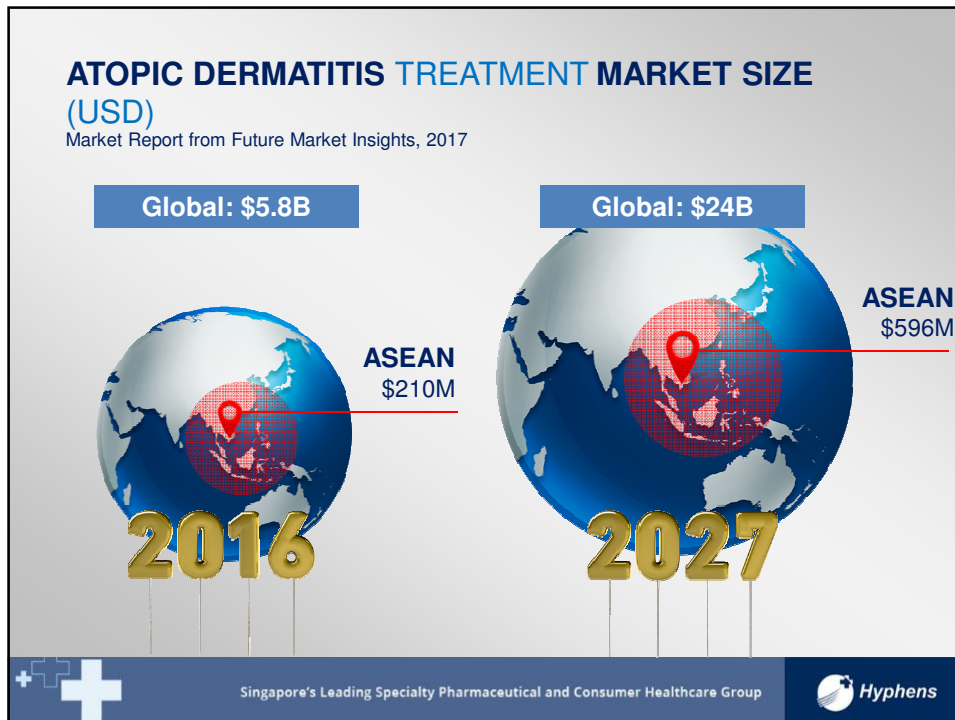




LAUNCHED THIS YEAR!

An advanced emollient with ***pH balanced*** system with a patent pending formulation

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### Ceradan® CLINICALLY TESTED PRODUCTS

- Clinical collaborations with **KK Women's and Children's Hospital** and **National Skin Centre** on Ceradan® regimen
- Publication in Journal of Dermatology and Therapy

#### Case Study in Indonesia – Ceradan® Diaper Cream

	Day 1	Day 3	Day 7
<b>Mild cases</b>			
<b>Moderate to severe cases</b>			

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**TDF® DERMA FORMULA**

**HOME CARE**

**OILY & ACNE**

**DRY & SENSITIVE**

**HYPER-PIGMENTATION**

**AGE DEFENSE**

**CHEMICAL PEEL**

CLINICALLY PROVEN FOR  
**tdf**  
DERMA FORMULA  
PHOTOAGING & ACNE SCARS

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**LAUNCHED THIS YEAR!**

**XCELAREV®  
Skin  
Lightening²**

**LIGHTENS  
DARK SPOTS IN 3  
MONTHS¹**

**XCELAREV®  
A PATENTED  
DELIVERY SYSTEM²**

**WELL TOLERATED  
WITH LONG-TERM  
USE¹**

**tdf**  
DERMA FORMULA

**FAIRENCE®  
T-COMPLEX  
PIGMENTATION CREAM**

**HP**  
Hyper-pigmentation

¹ Based on data on file  
² Patent No.: UK GB 2549418

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**Ceradan® MARKETING ACTIVITIES**

**22<sup>nd</sup> REGIONAL CONFERENCE OF DERMATOLOGY (Asian-Australasian)**  
 International Society of Dermatology  
 21 - 24 April 2018 • Raffles City Convention Centre, Singapore  
*Bridging the Gaps in Dermatology*

**ACKNOWLEDGEMENTS**  
 Diamond Sponsor  
**Hyphens**  
 Platinum Sponsors

**Ceradan®**  
 The complete emollient therapy  
 in the management of atopic dermatitis

**311**  
 REBUILDING A HEALTHY SKIN BARRIER FROM WITHIN

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**Ocean HEALTH**  
 Quality You Can Trust

**A WELL-REGARDED BRAND BY CONSUMERS**

**Strengths:**

- ✓ Brand that I can trust<sup>#</sup>
- ✓ Good value for money<sup>#</sup>

**WINNER**  
 Guardian Health & Beauty Awards  
 since 2008

**WINNER**  
 Watsons HWB Award  
 since 2007

**WINNER**  
 Unity Popular Choice Award  
 since 2008

**WINNER**  
 Superbrands Status  
 since 2004

**SINGAPORE'S NO. 1\* OMEGA-3**

**ODORLESS OMEGA-3 1000**

**OMEGA-3 1000**

**JOINT-RX**

**PRIMROSE OIL 1000**

**CALCIUM PLUS-RX**

**VITA-TITE & MINERA**

\* 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)

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**Ocean HEALTH**  
Quality You Can Trust

## NUTRITIONAL SUPPLEMENTS




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

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**8** clinically proven synergistic probiotic strains

**10** billion LIVE bacteria | Added with vitamins B, D and zinc in Kids formula

Uses **VIVOMIXX™** formula



**PLAY ON**

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**Ocean HEALTH**  
Quality You Can Trust

## A DOMINANT BRAND WIDELY DISTRIBUTED



**Poster at Bus Stops Islandwide**







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## MEDICAL HYPERMART AND DIGITAL



### What We Do

1. We are a wholesaler of pharmaceutical products and medical supplies.
2. We cater largely to private clinics and pharmacies.
3. We have > 3,000 customers and > 4,000 items in our inventory
4. We also have a B2B e-commerce platform that facilitates 24/7 ordering.
5. Only in Singapore at this juncture.



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## MEDICAL HYPERMART AND DIGITAL



Medical Hypermart



Event Hall



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



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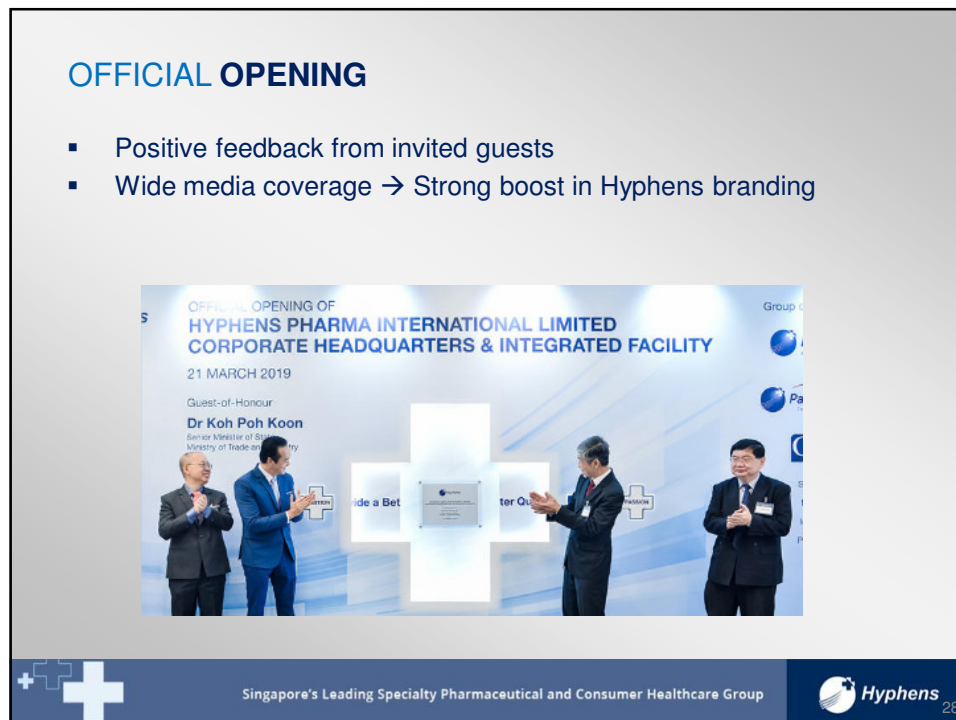
Over 1,500 members on our online Medical Hypermart!



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## MOU SIGNING CEREMONY

- R&D collaboration activities for dermatologicals & cosmeceuticals with A\*ccelerate
- Target eczema, acne and pigmentary disorders
- Review of new technologies with several development projects underway



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## SGX PUBLICATIONS

**SGX** 28 March 2019

**10 in 10 – Hyphens Pharma International (SGX Code: 1J5)**  
10 Questions in 10 Minutes with SGX listed companies

**Hyphens**  
SINGAPORE'S LEADING SPECIALTY PHARMACEUTICAL AND CONSUMER HEALTHCARE GROUP

**10 Questions for Hyphens Pharma International**

**Company Overview**  
Hyphens Pharma International is a Singapore-based specialty pharmaceutical and consumer healthcare group with a strong presence across 5 ASEAN countries and distribution networks in Asia and Middle East. It has 3 core businesses: (1) Specialty Pharma Principals, (2) Proprietary Brands and (3) Medical Equipment & Digital.

**1. What are some notable developments that Hyphens Pharma's shareholders can look forward to?**

We intend to grow our portfolio of proprietary products and have identified opportunities in the skin health market. We see the recent MOU signed with A\*ccelerate of A\*Link as a step forward to further strengthen our skin health portfolio. With a pipeline of new product introductions and further geographical expansion, we are aiming for accelerated growth for the Group, which we believe will be rewarding to our shareholders.

To support our growth strategy, we have also strengthened our manpower capital with experienced hires for the positions of Business Director for Hyphens Dermatology, Business Development Director to spearhead our Group's internationalisation, Associate Marketing Director to drive the growth of the consumer healthcare business and Vice President for the Philippines market.

**2. What are some of Hyphens Pharma's main business segments and their growth drivers?**

**1. Specialty Pharma Principals (c.57% of FY18 revenue)** – Marketing and sales of a range of specialty pharmaceutical products in selected ASEAN countries through exclusive distributorship or licensing.

### Hyphens Flies Asian Flag in Pharma Industry

26 Apr 2019 | Category: Market Debates



#### Hyphens Pharma International

SGX Code:	1J5
Market Cap (\$M)	64.5
Last Price (\$)	0.295
% Price Change (1D)	-27.3
% Price Change (1M)	30.5
% Change 52W High	-25.5
% Change 52W Low	34.4
2018 Dividend	0.005000
2018 Div Yield	1.7
P/E (FY18)	11.9
P/B (FY18)	0.7

Source: SGX Stockfacts (24 April 2019)

Healthcare veteran Lin See Wah's rejection from medical school more than three decades ago turned out to be a significant pivot in his entrepreneurial journey.

Setting himself for a place in the Department of Pharmacy at the National University of Singapore's Faculty of Science, Lin discovered a passion for pharmaceuticals in the ensuing years.

"I grew up wanting to be a doctor. But pharmacy turned out to be an exciting and inspiring discipline," he recalled.

"I realised that without drugs, medicine would not be what it is today. The advancement in pharmaceuticals is a true companion to the advancement of healthcare," he noted.

"For example, for a successful surgery, you need both skilled surgeons and drugs – without the anaesthetic, you can't carry out the procedure."

After graduating with a Bachelor of Science in Pharmacy with Honours, the aspiring drug innovator began his career as a regional product manager in French-owned pharmaceuticals firm Hyphens Pharma in Singapore.



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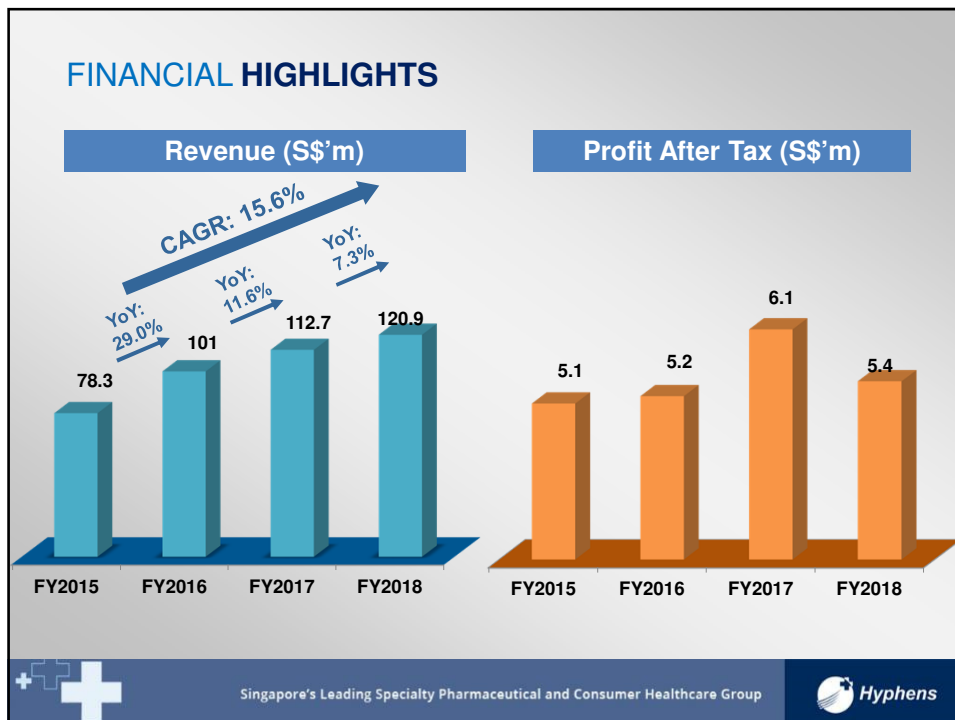


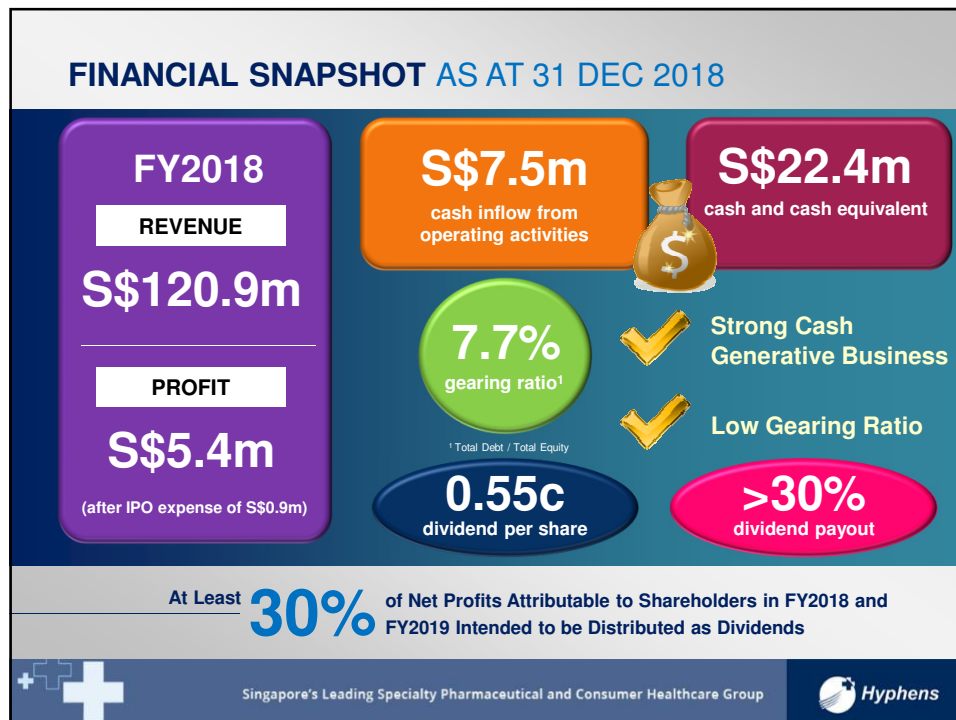
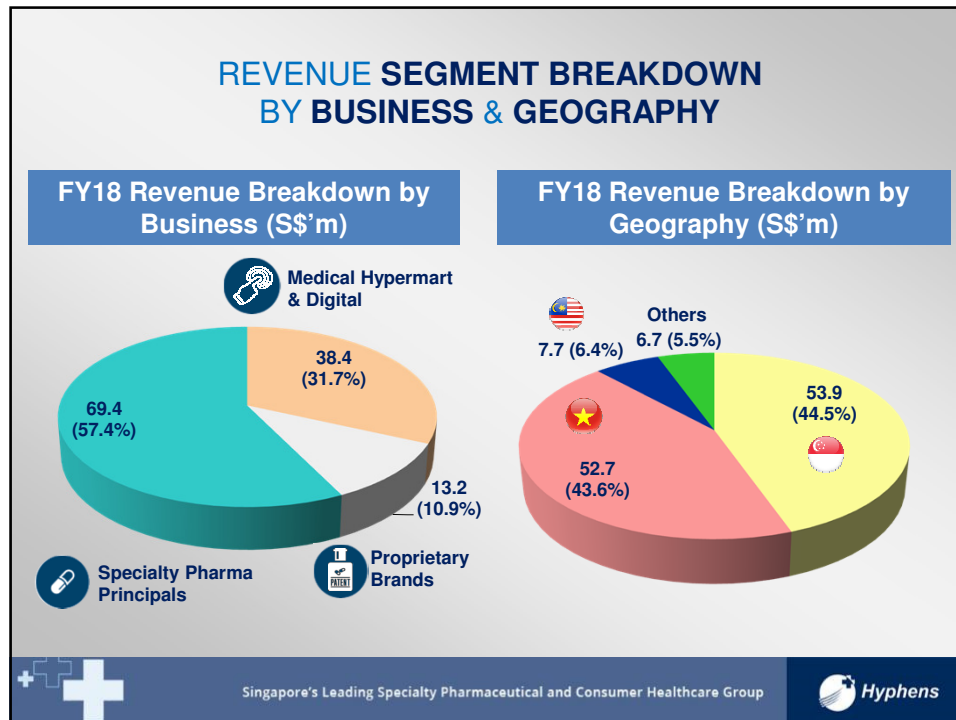
# FINANCIAL HIGHLIGHTS

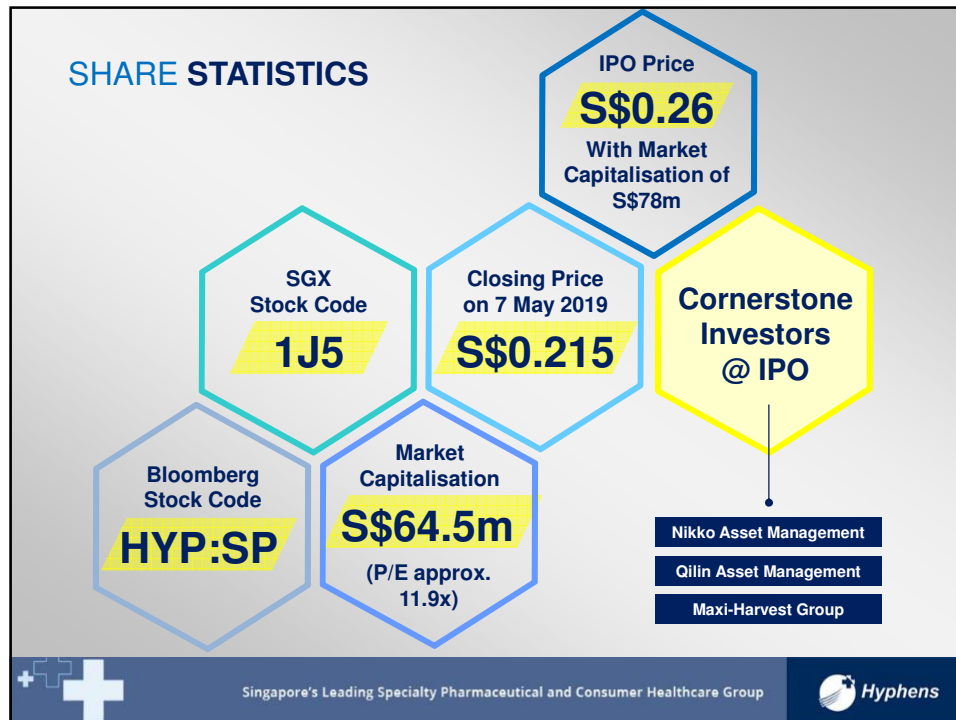


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 Hyphens 31







## Hyphens

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