

GENERAL ANNOUNCEMENT::RESULTS BRIEFING FY2019**Issuer & Securities****Issuer/ Manager**

HYPHENS PHARMA INTERNATIONAL LIMITED

Securities

HYPHENS PHARMA INTL LIMITED - SG1EE4000006 - 1J5

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No

Announcement Details**Announcement Title**

General Announcement

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Announcement Sub Title

Results Briefing FY2019

Announcement Reference

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Submitted By (Co./ Ind. Name)

Lim See Wah

Designation

Executive Chairman and CEO

Description (Please provide a detailed description of the event in the box below)

Please refer to the attached.

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The contact persons for the Sponsor are Ms Heng Mui Mui, Managing Director, and Mr Kelvin Wong, Senior Vice President, who can be contacted at 12 Marina Boulevard, Level 46, Marina Bay Financial Centre Tower 3, Singapore 018982, Telephone: +65 6878 8888.

Attachments

[Hyphens%20Results%20Briefing%20-%20FY2019 Final.pdf](#)

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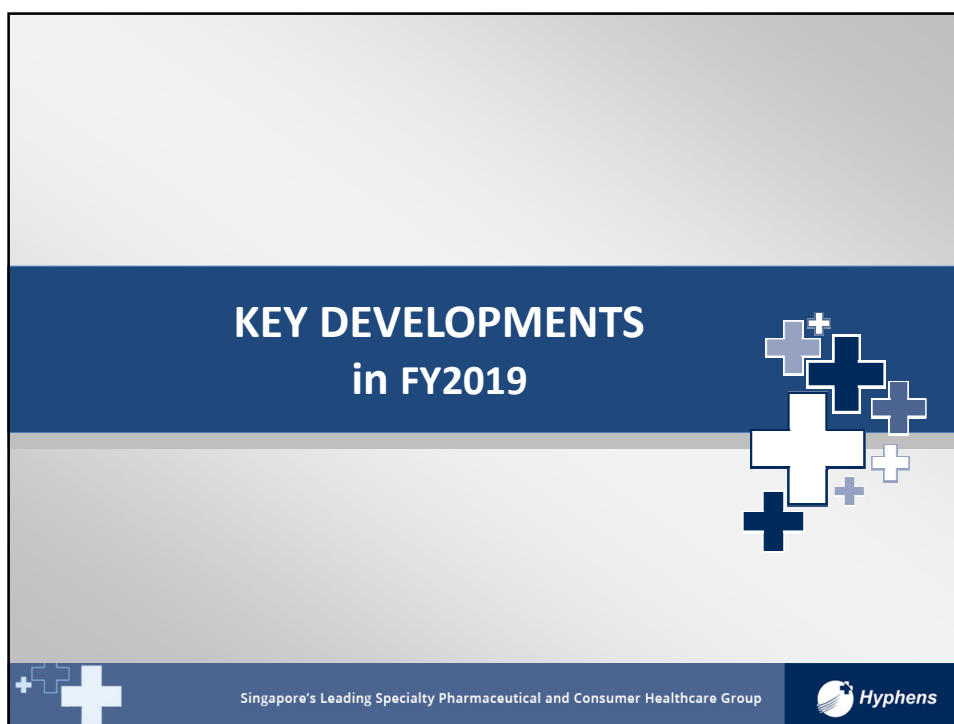
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Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group





RECAP FY2019

2. Strengthened human talent

New Independent Director



New Management Team



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group



RECAP FY2019

3. Expanded & enhanced product offerings



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group



RECAP FY2019

4. Analyst initiated coverage @ Target price: S\$0.25 – S\$0.285



INVESTMENT BANKING
Top Singapore Small Cap Companies

20 Jewels 2019 Edition

Together We Progress

RHB

Singapore Initiating Coverage

3 July 2019

Hyphens Pharma (HYP SP)

Undervalued And Under-Covered; Initiate **BUY**

Healthcare | Pharmaceuticals

Buy

Target Price (Return)	S\$0.25 (+28%)
Price	S\$0.196
Market Cap	US\$43.5m
Avg Daily Turnover (USD\$000,000)	26/35

Hyphens Pharma Intl Ltd

Leveraging on trust with doctors for profitability

SINGAPORE | HEALTHCARE | UPDATE

- Specialty pharmaceuticals the major earnings driver, rising from 52% of total revenue in FY18 to 57% in FY19.
- High product barriers, brand reputation and product efficacy will enable Hyphens to maintain its prime.
- Revenue generated in emerging countries.
- The stock trades at decent dividend yield.

Company Background

Hyphens Pharma, an pharmaceutical and consumer healthcare group, has a direct presence in Indonesia and the Philippines, covering five additional Asian countries.

Hyphens Pharma International Limited

Target price: **S\$0.285** (+46%)

BUY (Initiating coverage)

HYP SP

Price: **S\$0.196** as at 16 November 2019

Healthy prospects in ASEAN

Hyphens Pharma International Limited (Hyphens Pharma, Company or the Group) is a leading specialty pharmaceutical and consumer healthcare group with a diverse geographical footprint. The Group develops and markets proprietary dermatological and healthcare supplements, distributes pharmaceuticals and medical supplies in Singapore and markets and sells specialty pharmaceutical products in the burgeoning ASEAN region.

Complex local drug regulatory framework and long lead time to gain acceptance are key barriers to entry. Hyphens has a 20-year track record in building up a distribution network in ASEAN. Each country has its unique regulatory requirements to accept and approve the sale and consumption of drugs. The process entails specialist knowledge in medical and healthcare practices, and continuous engagements with medical practitioners to gain their acceptance of the products.



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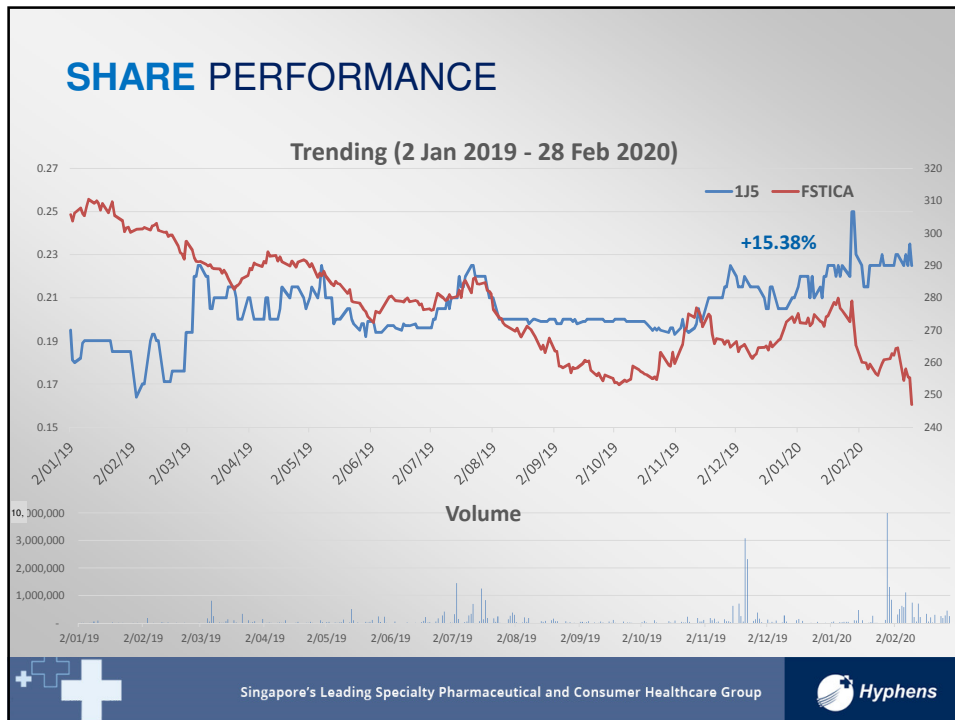
RECAP FY2019

5. Investor outreach



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group





BUSINESS OUTLOOK

Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group

Hyphens 12

INVESTING FOR GROWTH

1

Establishing a broader geographical footprint

- Cementing leadership position in Singapore and deepening presence in ASEAN
- Expanding international footprint in Asia, Middle East and Africa

2

Investment in proprietary brands

- Driving growth of skin health portfolio through Ceradan® and TDF® brands
- Nurturing Ocean Health® as a leading nutritional supplement brand of Singapore
- R&D for new products, improve formulation & generate scientific validation



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group



INVESTING FOR GROWTH

3

Strengthening specialty pharma portfolio

- Launching new specialty pharma products in regional markets
- Seeking licensing opportunities for new products

4

Reinforcing medical hypermart and digital segment

- Continue to leverage its broad network in the Singapore market
- Exploring new digital business initiatives

5

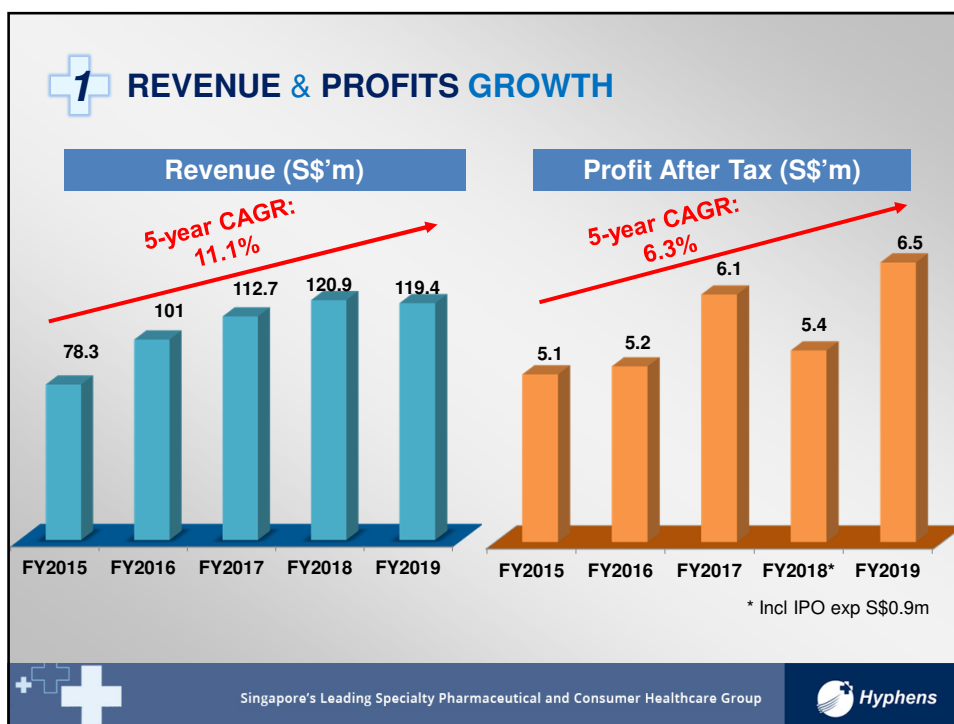
Acquisitions

- Continue to source for synergistic opportunities

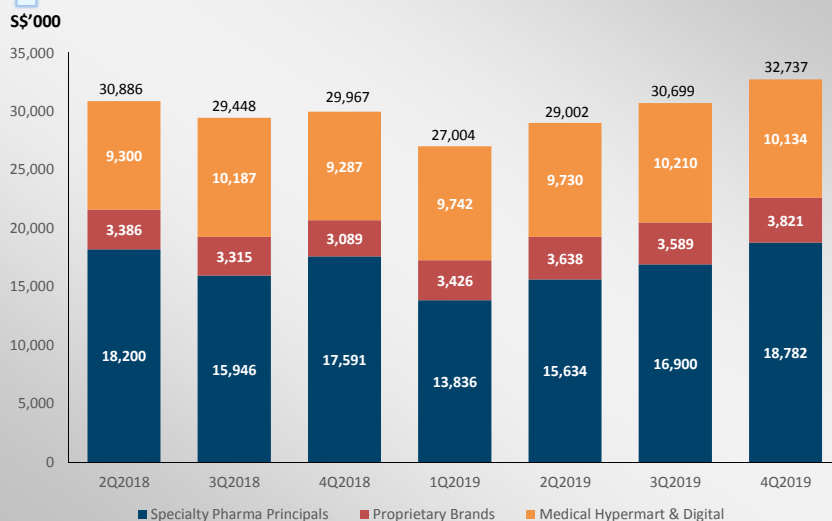


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1.1 QUARTERLY REVENUE RISING

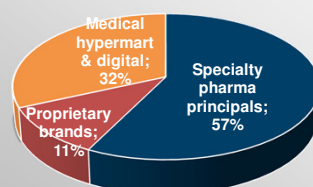
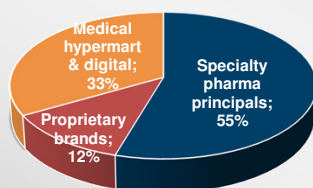


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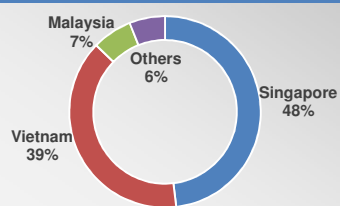
1.2 SEGMENT REVENUE

Business Segments

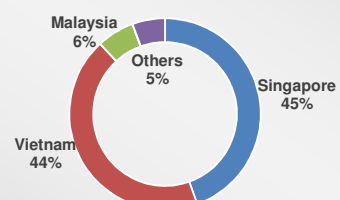


Geography

FY2019



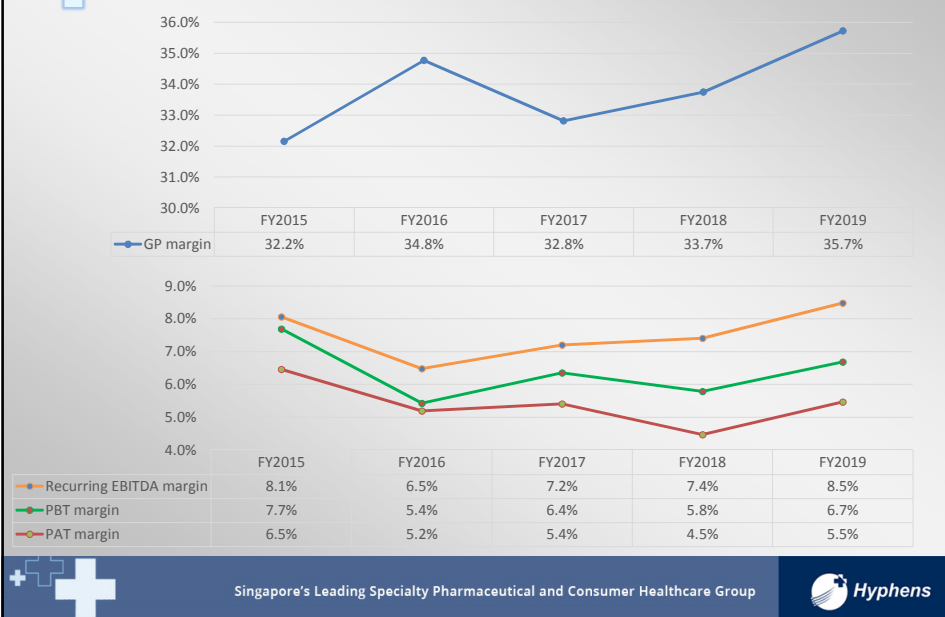
FY2018



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2 IMPROVING MARGINS



3 STRONG FINANCIAL POSITION & CASH FLOW

S\$'000	31 Dec 2019	31 Dec 2018
Total assets	80,131	74,979
Cash & cash equivalents	26,165	22,353
Total liabilities	36,055	35,817
Financial liabilities	300	3,000
Total equity	44,076	39,162
NAV per share (cents)	14.67	13.05

S\$'000	FY2019	FY2018
Cashflow from operating activities	9,454	7,536
Cashflow used in investing activities	(450)	(3,324)
Cashflow used in financing activities	(5,192)	5,848
Net cash inflow	3,812	10,060
Free cash flow*	8,970	4,128

* Net Cash From Operations + Interest/Dividends Received - Net Interest Paid - Capex

4 HIGHER DIVIDENDS

S\$'000	Dividend	Yield ^(a)	Div / NP ^(b)
FY2019	1 cent	4.4%	46.0%
FY2018	0.55 cents	2.4%	30.5%

(a) Yield is computed based on total dividends declared for the financial year divided by closing price of S\$0.255 @ 28 Feb 2020.

(b) At least 30% of Net Profits Attributable to Shareholders in FY2018 & FY2019 intended to be distributed as dividends.

Total Shareholder Return

Period	Capital Appreciation	Dividend Received	Total Shareholder Return
3 Months	-	-	- %
6 Months	+0.025	-	+12.50 %
1 Year	+0.031	0.006	+19.07 %

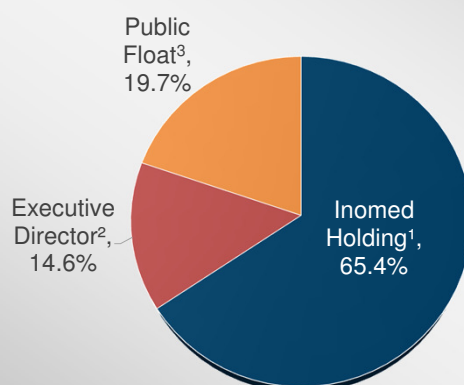
Source: Investor-One



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group



5 MANAGEMENT OWNERSHIP



¹ Owned by Mr. Lim See Wah, CEO and Dr. Tan Kia King, Non-Executive Director

² Mr. Tan Chwee Choon, Executive Director

³ As at 12 Mar 2019



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group



