

**GENERAL ANNOUNCEMENT::RESULTS BRIEFING 1Q2020****Issuer & Securities****Issuer/ Manager**

HYPHENS PHARMA INTERNATIONAL LIMITED

**Securities**

HYPHENS PHARMA INTL LIMITED - SG1EE4000006 - 1J5

**Stapled Security**

No

**Announcement Details****Announcement Title**

General Announcement

**Date & Time of Broadcast**

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RESULTS BRIEFING 1Q2020

**Announcement Reference**

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**Submitted By (Co./ Ind. Name)**

Lim See Wah

**Designation**

Executive Chairman and Chief Executive Officer

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

Please refer to the attached.

This announcement has been prepared by the Company and its contents have been reviewed by the Sponsor, DBS Bank Ltd. ("Sponsor") for compliance with the Singapore Exchange Securities Trading Limited ("SGX-ST") Listing Manual Section B: Rules of Catalyst. The Sponsor has not verified the contents of this announcement.

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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-%201Q2020.pdf](#)

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Total size =2348K MB

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Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group





**BUSINESS HIGHLIGHTS**

Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group

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This slide features a dark blue header with the text "BUSINESS HIGHLIGHTS" in white. To the right of the text is a cluster of white and dark blue plus signs of varying sizes. The background is a light gray gradient. The footer is dark blue and contains a white plus sign logo on the left, the text "Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group" in the center, and the Hyphens logo on the right.



**OUR STRATEGIC FOCUS**

**ASEAN's Leading Pharmaceuticals  
& Consumer Healthcare Group**

**Long-term goal:  
Asia's No. 1 Skin Health Company**

Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group

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This slide has a light gray gradient background. At the top, it says "OUR STRATEGIC FOCUS" in blue. Below this, there are two colored boxes: a light blue box containing the text "ASEAN's Leading Pharmaceuticals & Consumer Healthcare Group" and a light green box containing the text "Long-term goal: Asia's No. 1 Skin Health Company". The footer is dark blue and contains a white plus sign logo on the left, the text "Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group" in the center, and the Hyphens logo on the right.

## IMPACT FROM COVID-19

- **Impact on operations**
  - Continued to operate as part of essential services
  - Increase in supply lead time and freight costs
- **Impact on financial position**
  - Strong cash position and operating cash inflow
  - Good position to seize opportunities
- **Pledging support**
  - Committing S\$150k to support frontline healthcare professionals & donations to marginalised communities affected by COVID-19 pandemic

*“ COVID-19 has created a challenging operating environment. We will remain agile and to adapt to a different operating environment...”*



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## GOING DIGITAL



are now available on




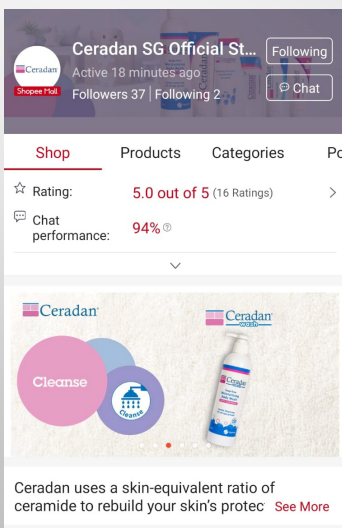
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## GOING DIGITAL

### Well liked by consumers





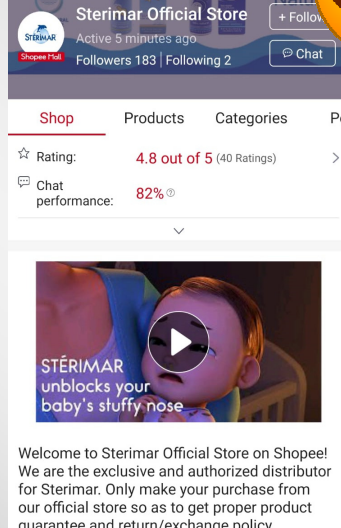
**Ceradan SG Official Store**  
Active 18 minutes ago  
Followers 37 | Following 2

**Shop** Products Categories Po

☆ Rating: **5.0 out of 5** (16 Ratings)

Chat performance: **94%**

Ceradan uses a skin-equivalent ratio of ceramide to rebuild your skin's protection. [See More](#)



**Sterimar Official Store**  
Active 5 minutes ago  
Followers 183 | Following 2

**Shop** Products Categories Po


☆ Rating: **4.8 out of 5** (40 Ratings)

Chat performance: **82%**

**STÉRIMAR** unblocks your baby's stuffy nose

Welcome to Sterimar Official Store on Shopee! We are the exclusive and authorized distributor for Sterimar. Only make your purchase from our official store so as to get proper product guarantee and return/exchange policy.

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## GOING DIGITAL

### Engaging medical professionals




**MATHS PUZZLE**  
CAN YOU SOLVE THE PUZZLE?

$\text{Ceradan} + \text{Ceradan} + \text{Ceradan} = 9000$   
 $\text{Ceradan} + \text{Ceradan} + \text{Ceradan} = 3400$   
 $\text{Ceradan} + \text{COVID-19} + \text{COVID-19} = 286$   
 $\text{Ceradan} + \text{COVID-19} = ?$

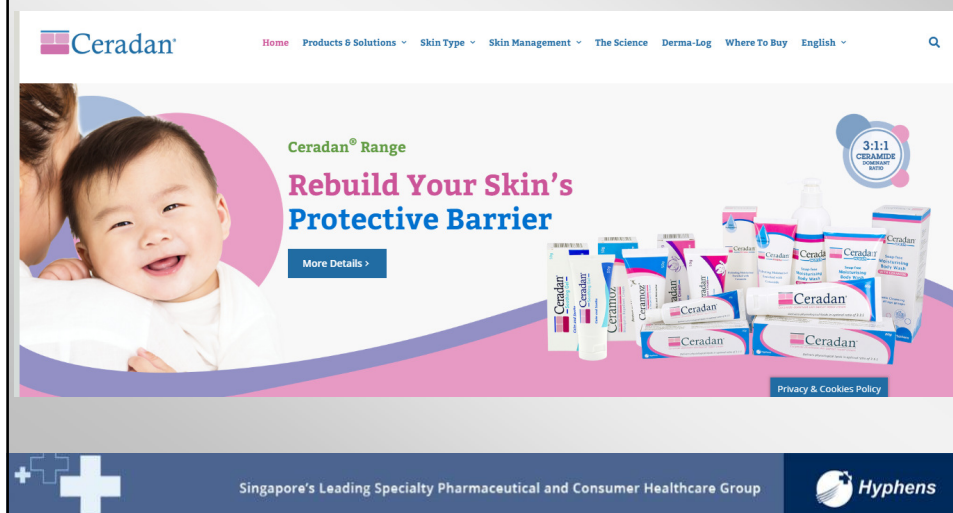
**Ceradan**  
Hyphens Malaysia

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## GOING DIGITAL

Introducing brand new Ceradan website [www.ceradan.com](http://www.ceradan.com)



## GOING DIGITAL

Revamped Virtual Hypermart [www.pom.com.sg](http://www.pom.com.sg)





## 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



## 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

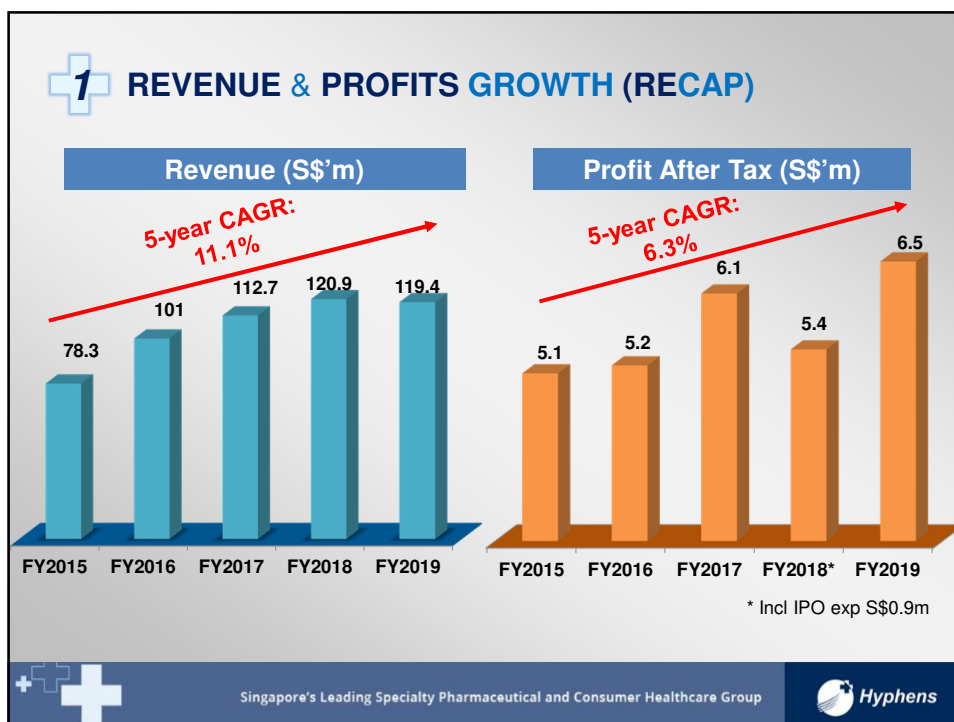
- Continue to leverage its broad network in the Singapore market
- Exploring new digital business initiatives

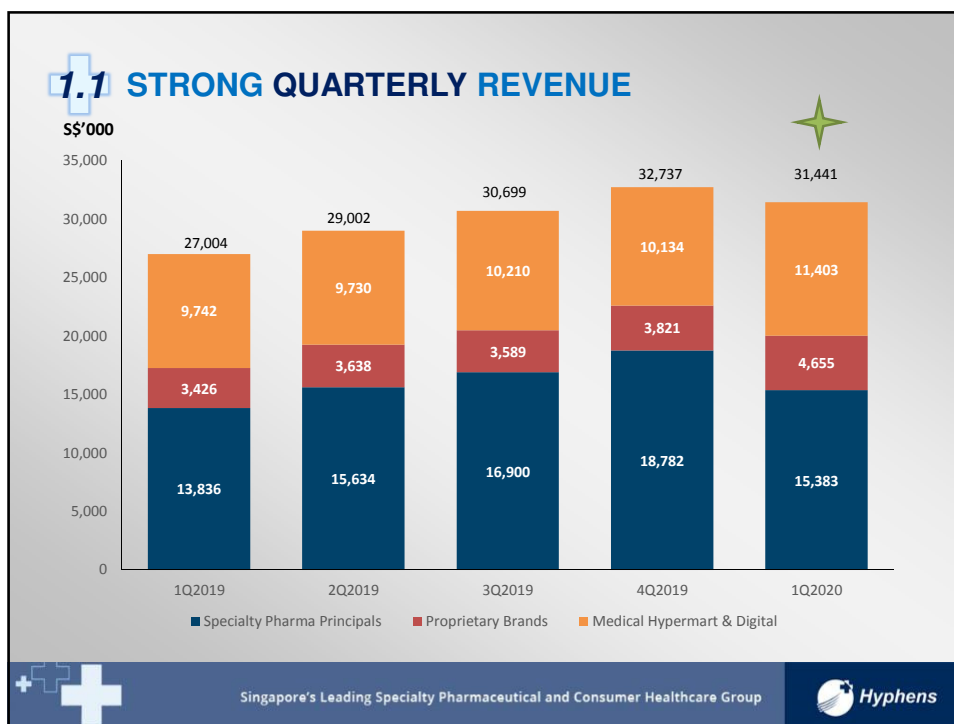
### 5 Acquisitions

- Continue to source for synergistic opportunities



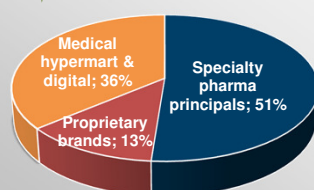
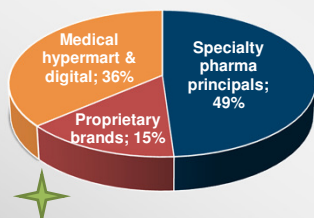




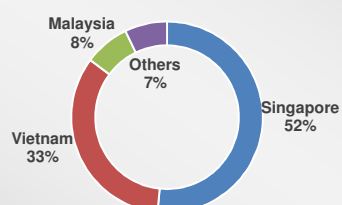
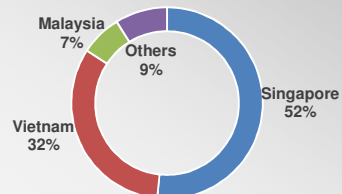


## 1.2 SEGMENT REVENUE

### Business Segments



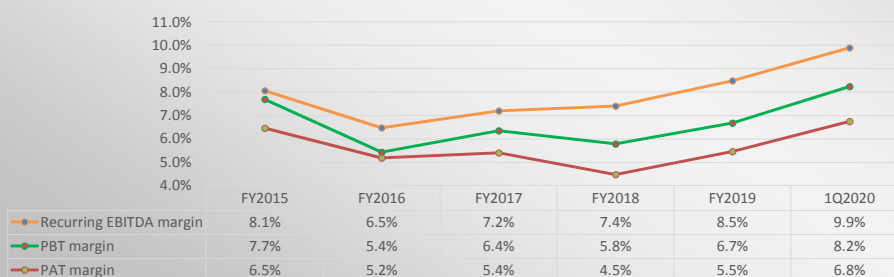
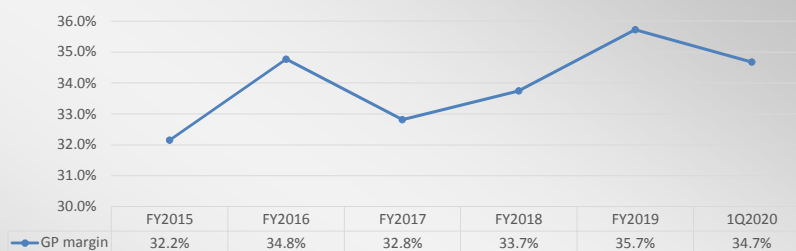
### Geography



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group



## 2 IMPROVING MARGINS



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### 3 STRONG FINANCIAL POSITION & CASH FLOW

S\$'000	31 Mar 2020	31 Dec 2019
Total assets	84,031	80,131
Cash & cash equivalents	<b>27,799</b>	<b>26,165</b>
Total liabilities	37,894	36,055
Financial liabilities	720	300
Total equity	46,137	44,076
<b>NAV per share (cents)</b>	<b>15.36</b>	<b>14.67</b>

S\$'000	1Q2020	1Q2019
Cashflow from operating activities	2,025	2,293
Cashflow used in investing activities	(600)	(287)
Cashflow used in financing activities	209	(2,216)
Net cash inflow	1,634	(210)



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### 4 MAINTAINING DIVIDEND POLICY

S\$'000	Dividend	Yield <sup>(a)</sup>	Div / NP <sup>(b)</sup>
FY2019 <sup>(c)</sup>	1 cent	4.0%	46.0%
FY2018	0.55 cents	2.2%	30.5%

- (a) Yield is computed based on total dividends declared for the financial year divided by closing price of S\$0.25 @ 13 May 2020.
- (b) At least 30% of Net Profits Attributable to Shareholders in FY2018 & FY2019 intended to be distributed as dividends (IPO prospectus).
- (c) Reclass Final Dividends to Interim Dividends to facilitate earlier payment on 8 June 2020.

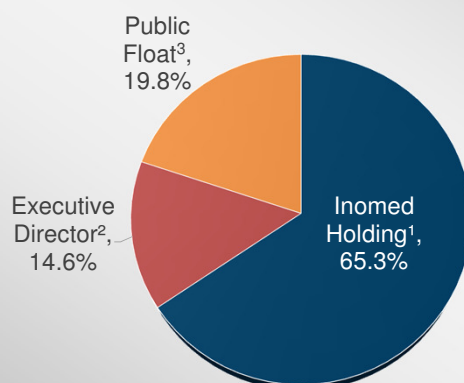
Commitment to maintain dividend policy to pay at least 30% of its net profits attributable to shareholders, subject to the Board's approval.



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## 5 MANAGEMENT OWNERSHIP



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

<sup>2</sup> Mr. Tan Chwee Choon, Executive Director

<sup>3</sup> As at 11 Mar 2020



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### Hyphens

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