GENERAL ANNOUNCEMENT::CORPORATE PRESENTATION AT ASEAN REGIONAL HEALTHCARE CONFERENCE BY DBS

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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Status

New

Announcement Sub Title

CORPORATE PRESENTATION AT ASEAN REGIONAL HEALTHCARE CONFERENCE BY DBS

Announcement Reference

SG200803OTHRV0ZN

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 Catalist. The Sponsor has not verified the contents of this announcement.

This announcement has not been examined or approved by the SGX-ST. The SGX-ST assumes no responsibility for the contents of this announcement including the accuracy, completeness or correctness of any of the information, statements or opinions made or reports contained in this announcement.

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%20Presentation%20Deck DBS 030820.pdf

Total size =3261K MB



Hyphens Pharma International Limited

Singapore's Leading Specialty Pharma & Consumer Healthcare Group

SGX: 1J5, Bloomberg: HYP:SP



OUR STRATEGIC FOCUS



ASEAN's Leading
Pharmaceuticals &
Consumer Healthcare
Group



Long-Term Goal Asia's No. 1 Skin Health Company

COMPANY SNAPSHOT



18 MAY 2018 LISTED ON THE SGX-CATALIST

2019 REVENUE

S\$119 MILLION



5 COUNTRIES

250 EMPLOYEES

of our products are sold every minute!



3 CORE BUSINESSES

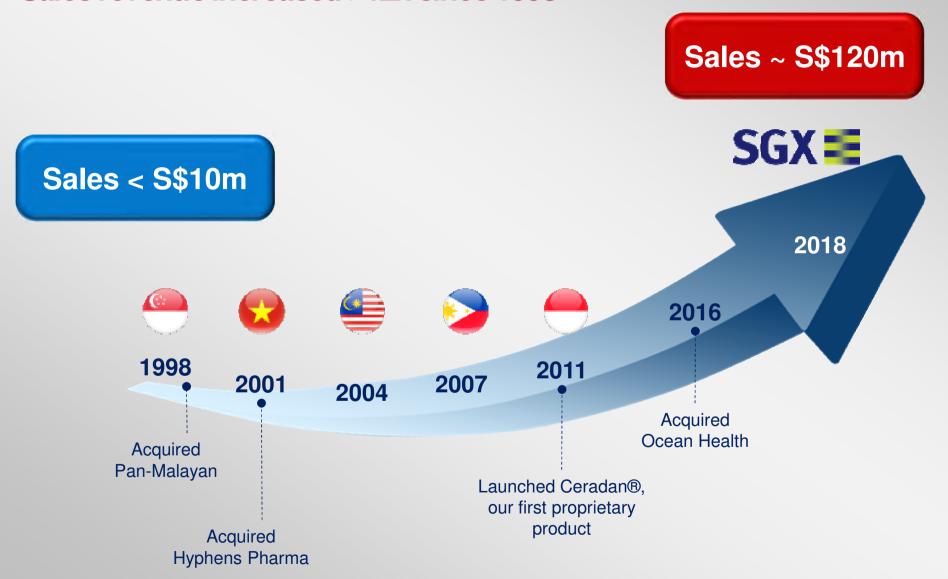






20 YEARS OF EXCEPTIONAL GROWTH

Sales revenue increased >12x since 1998







OUR **REGIONAL** PRESENCE









OTHERS 6.0%

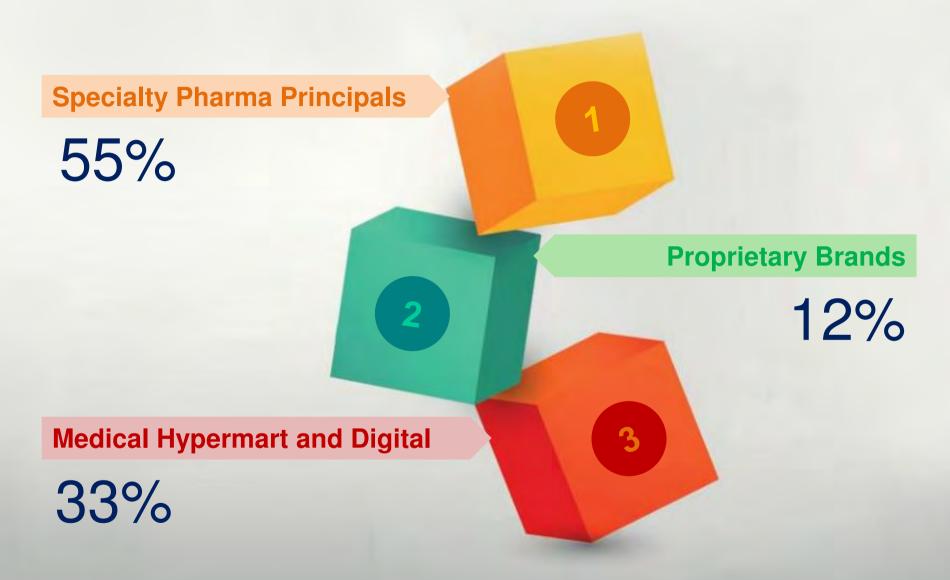
- Direct Presence, Marketing & Distribution Network
- Marketing & Distribution Network

Based on FY2019 revenue





OUR BUSINESS SEGMENTS

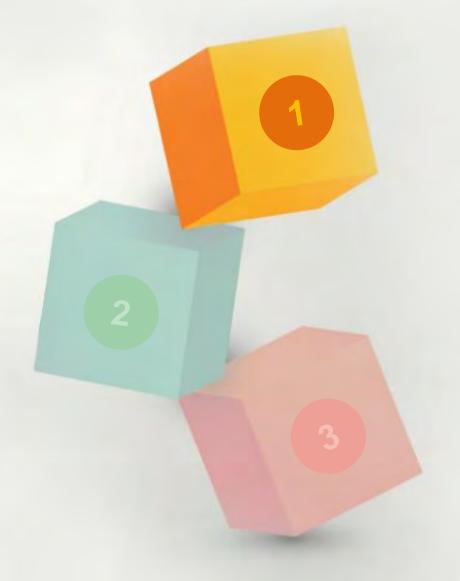


Based on FY2019 revenue





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.





OUR SPECIALTY PHARMA PRODUCTS







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

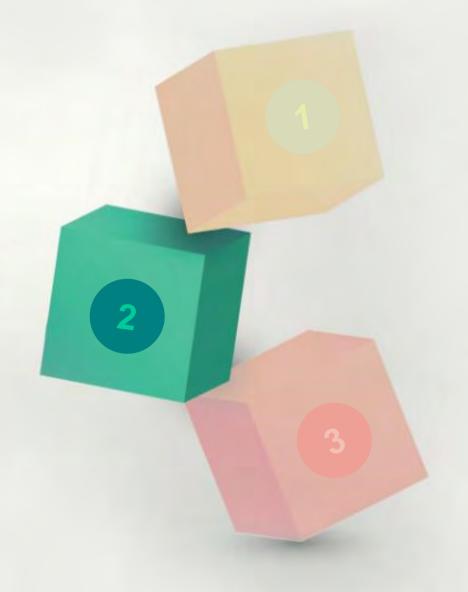
2019 Revenue Contribution: **13%**







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.





BRANDS WE OWN



























An advanced emollient with pH balanced formulation with a UK patent & pending in 13 other countries/region





ATOPIC DERMATITIS TREATMENT MARKET SIZE (USD)

Market Report from Future Market Insights, 2017





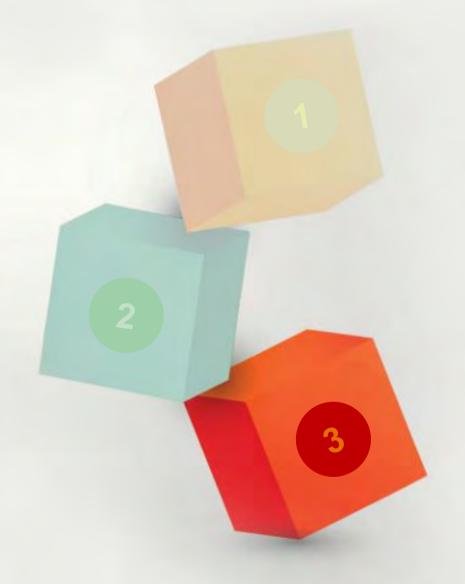
ASEAN \$210M







MEDICAL HYPERMART AND DIGITAL



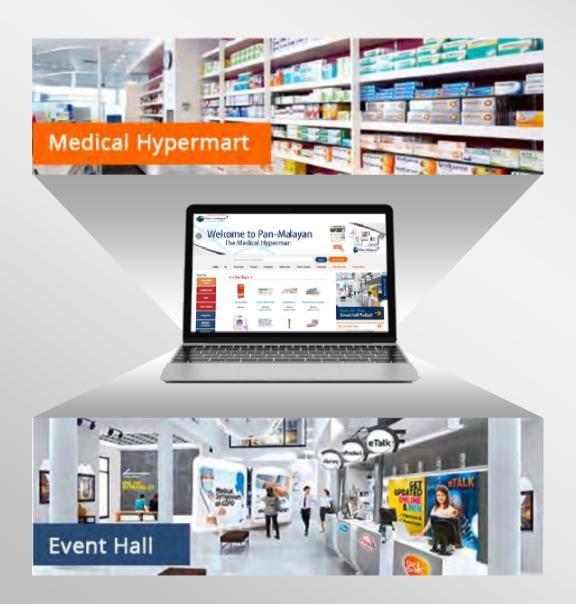
What We Do

- 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.





MEDICAL HYPERMART AND DIGITAL





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







BUSINESS HIGHLIGHTS in 1Q2020







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..."





GOING DIGITAL







are now available on







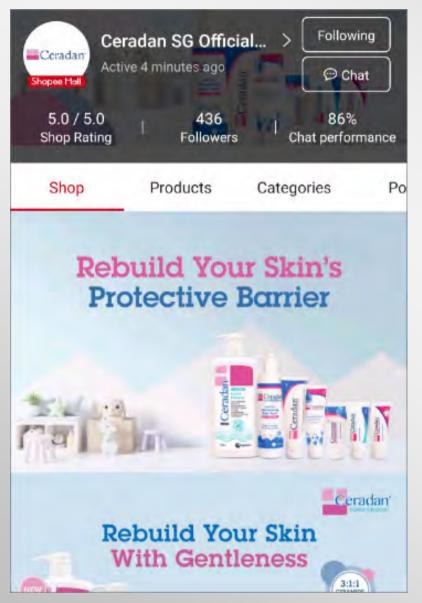


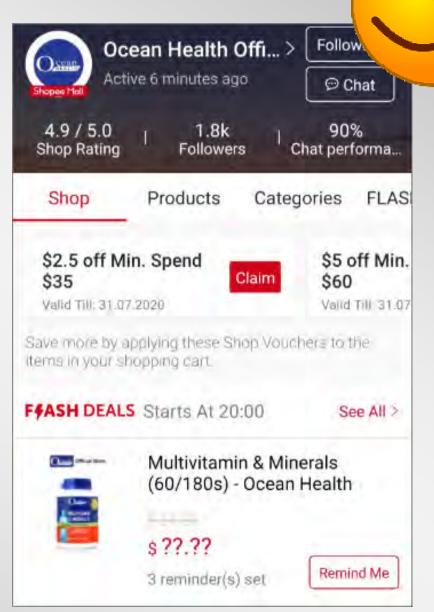




GOING DIGITAL

Well liked by consumers





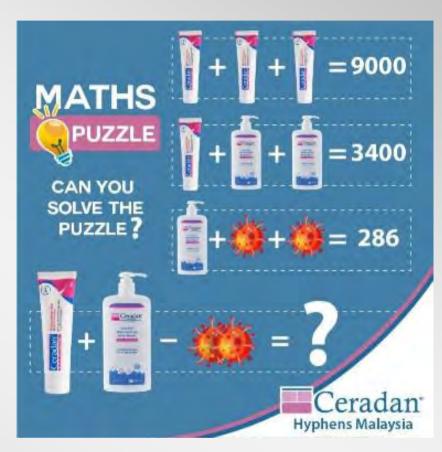




GOING DIGITAL

Engaging medical professionals

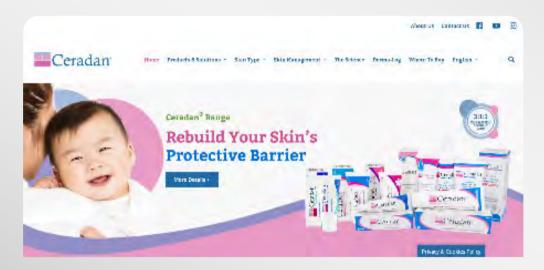








REVAMPED WEBSITES











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
- 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



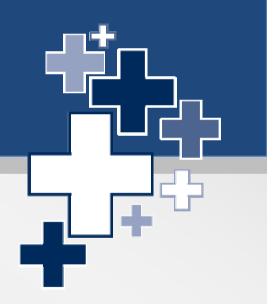




4



FINANCIAL HIGHLIGHTS

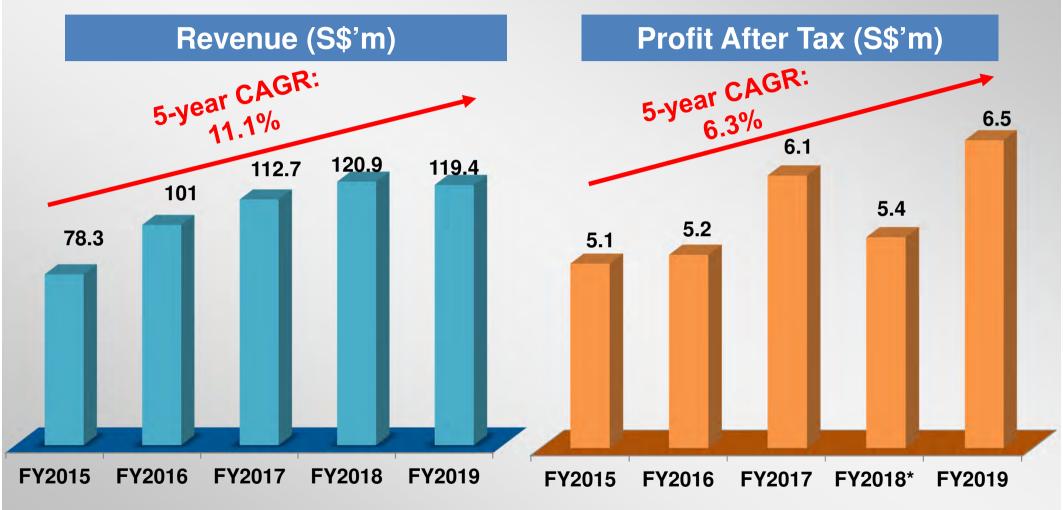


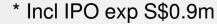






REVENUE & PROFITS GROWTH (RECAP)





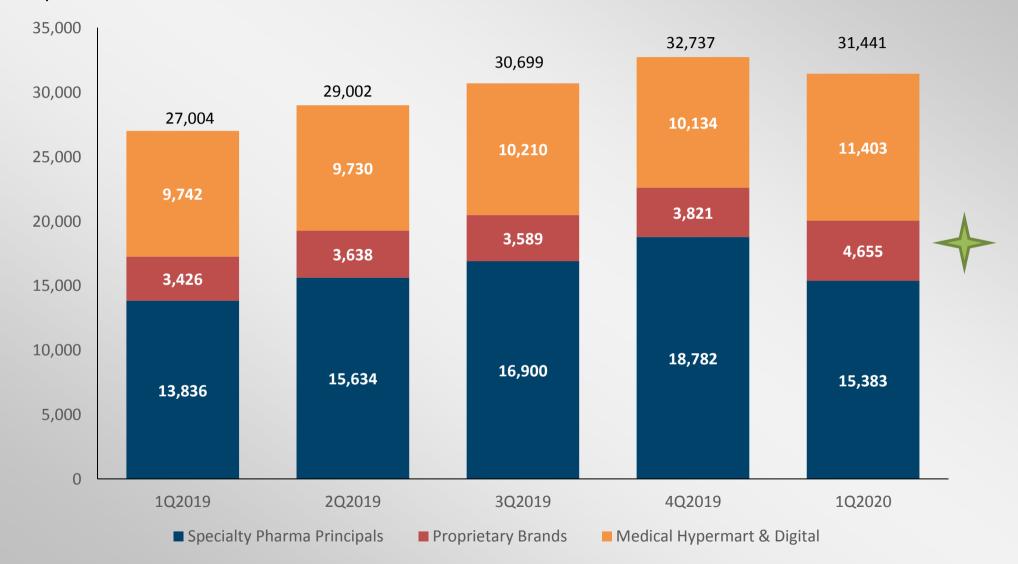






1.1 STRONG QUARTERLY REVENUE



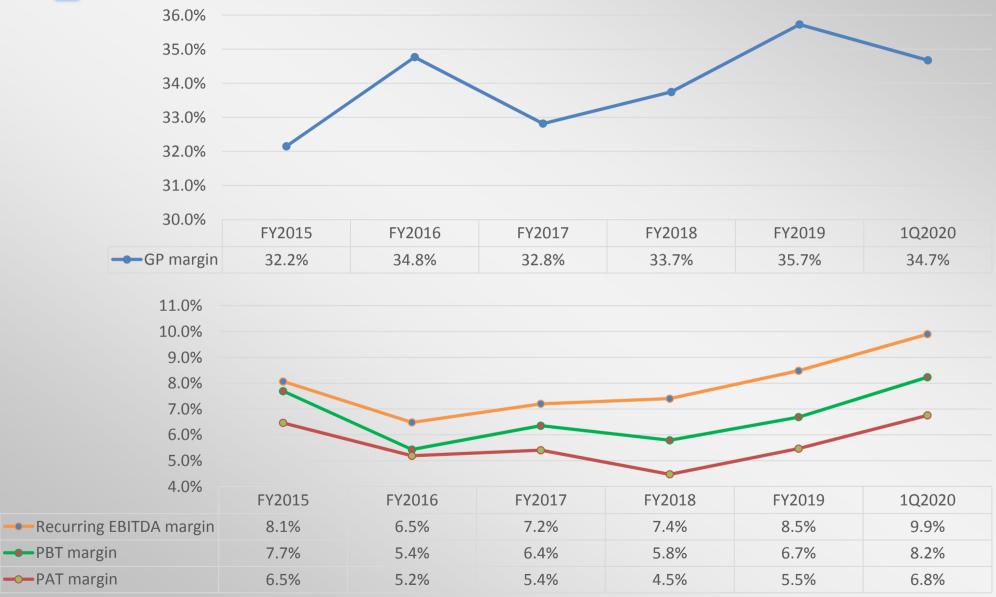






2

IMPROVING MARGINS









3 STRONG FINANCIAL POSITION & CASH FLOW

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

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)







MAINTAINING DIVIDEND POLICY

S\$'000	Dividend	Yield ^(a)	Div / NP ^(b)
FY2019	1 cent	1.9%	46.0%
FY2018	0.55 cents	1.0%	30.5%

- (a) Yield is computed based on total dividends declared for the financial year divided by closing price of \$\$0.53 @ 27 Jul 2020.
- (b) At least 30% of Net Profits Attributable to Shareholders in FY2018 & FY2019 intended to be distributed as dividends (IPO prospectus).

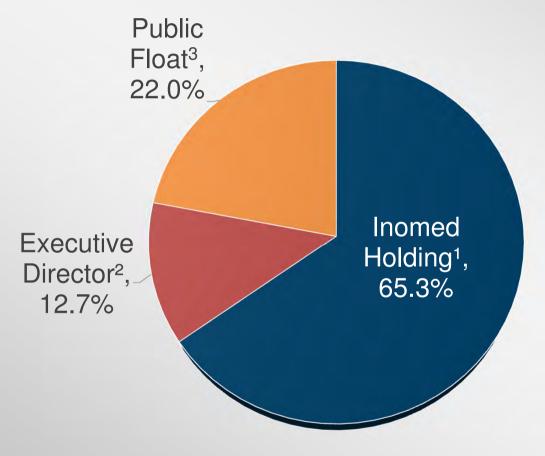
Commitment to maintain dividend policy to pay at least 30% of its net profits attributable to shareholders, subject to the Board's approval.





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 24 July 2020





ACTIVE INVESTOR OUTREACH 2019







RESEARCH REPORTS

Recommendation: Buy/ Accumulate

 initiating coverage with a ! 6%, TG), 28% upside, implyt

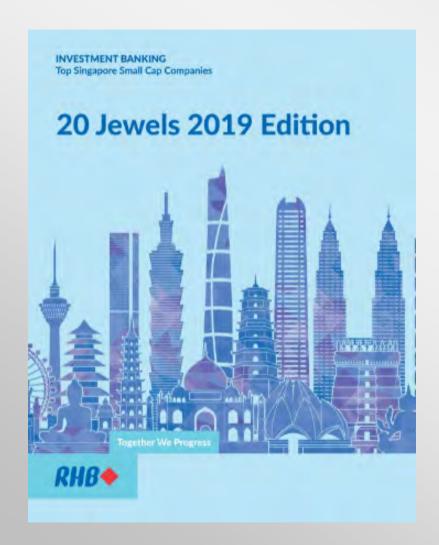
Pharma is one of Singapore)

companies ferestricere quoma FY10F PIE Industry average

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- Specialty pharma principals saw ar increase in revenue





Hyphens Pharma International Limited

Date: 08 November 2019

BUY (Initiating coverage) Target price: S\$0.285 Hyphens Pharma International Limited ("Hyphens

Healthy prospects in ASEAN

PhillipCapital

HYP S Price:

Hyphens Pharma International Ltd

Building channels to establish business longevity

SINGAPORE | HEALTHCARE | INITIATION

Feducine distributorship of Specialty Pharma entirel products confers high margins and

- Moont customer lovel's. Expansion into both online and offline retail sales channel such as Watson's. Europian
- Lazada and Rediviart will sour growth across product portfolio. Hyphers Planna continues to establish its presence within the region with expansion of product portfolio through new product launches and footpoint into various sale
- Initial econorage with ACCOMBLATE rating and a target price of \$50.435.

Company Background

Hyphens Pharma International Emited ("Hyphens Pharma") was founded in September 1990 by Chairman, Deputive Director and CLCLMr. Lim See Wab wifer the Courte made at investment in Pan Malayan Pharmacouticals ("Pan Malayan") its principal pusings: activities include the sales, marketing and distribution of pharmaceutical and healthcare. related products on behalf of its proprietory brands and renowned pharmaceutical principals such as Sofficel and Guerbeit

Today, Hyphens Phanna has expanded its business to include both 828 and 820 channels with direct presence across 5 countries (Singapore, Malassia, Vietnam, Indonesia and the Philippines and marketing and distribution network in 6 other markets (fanglades). Home: Cambodia, Hong Kong, Myanmar and Oman).

1. Exclusivity as regional product owner for proprietary brands and renowned brand principals from Europe and the United States.



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