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## Issuer & Securities

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### Issuer/ Manager

HYPHENS PHARMA INTERNATIONAL LIMITED

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### Securities

HYPHENS PHARMA INTL LIMITED - SG1EE4000006 - 1J5

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### Stapled Security

No

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## Announcement Details

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### GENERAL ANNOUNCEMENT::RESULTS BRIEFING 1H2021

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### Date & Time of Broadcast

18-Aug-2021 12:36:33

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### Status

New

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### Announcement Sub Title

RESULTS BRIEFING 1H2021

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### Announcement Reference

SG210818OTHR94MR

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

Lim See Wah

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### Designation

Executive Chairman and Chief Executive Officer

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

Please refer to the attached.

This announcement has been reviewed by the Company's sponsor, SAC Capital Private Limited (the "Sponsor"). It has not been examined or approved by the Singapore Exchange Securities Trading Limited (the "SGX-ST") and the SGX-ST assumes no responsibility for the contents of this announcement, including the correctness of any of the statements or opinions made or reports contained in this announcement.

The contact person for the Sponsor is Ms Lee Khai Yinn (Tel: (65) 6232 3210) at 1 Robinson Road, #21-00 AIA Tower, Singapore 048542.

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## Attachments

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[Hyphens Results Briefing - 1H2021.pdf](#)

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Total size =2114K MB

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# HYPHENS PHARMA INTERNATIONAL LIMITED

## Results Briefing 1H2021

18 AUGUST 2021



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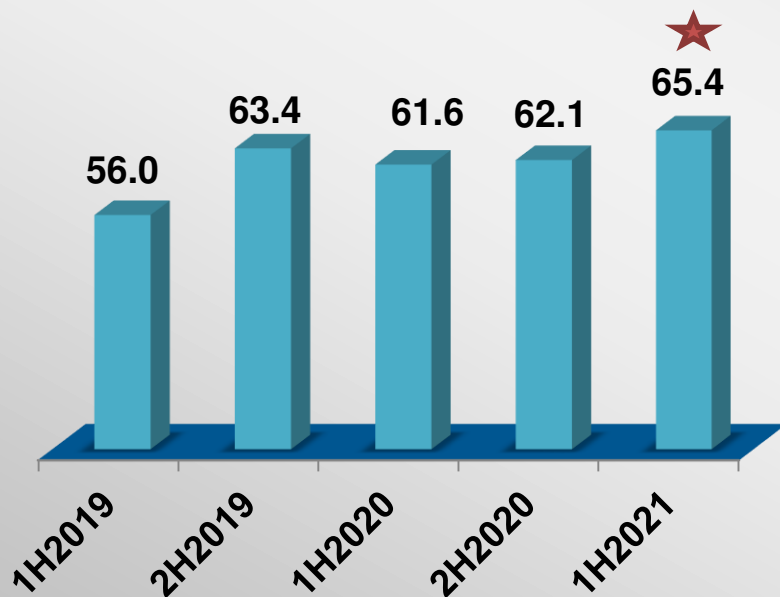
# FINANCIAL RESULTS



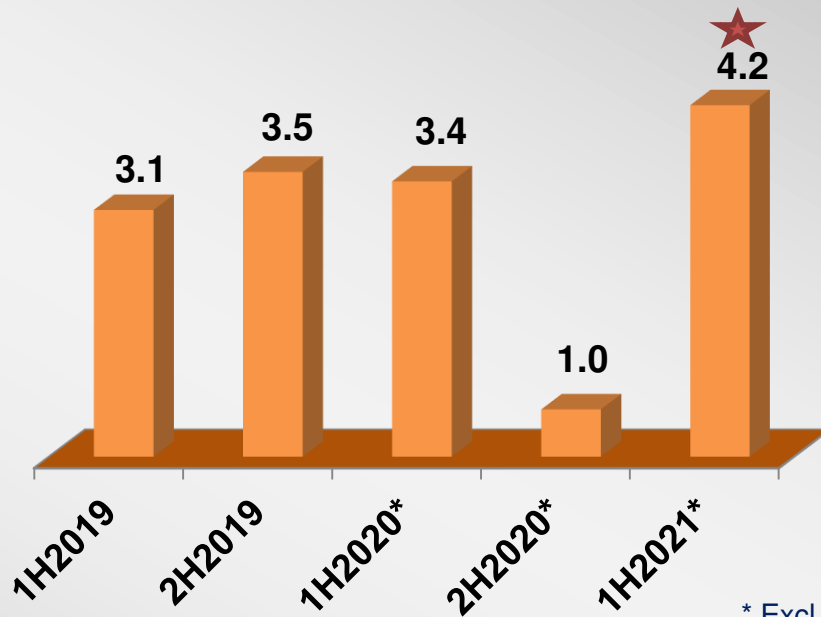


# 1.1 FINANCIAL PERFORMANCE

Revenue (S\$'m)



Profit After Tax (S\$'m)



\* Excl JSS



# 1.2 INCOME STATEMENT

	1H2021	1H2020	YoY	2H2020	HoH
	S\$'000	S\$'000	%	S\$'000	%
<b>Revenue</b>	<b>65,376</b>	<b>61,640</b>	<b>6.1%</b>	<b>62,057</b>	<b>5.3%</b>
Cost of sales	(40,624)	(40,535)	0.2%	(39,734)	2.2%
<b>Gross profit</b>	<b>24,752</b>	<b>21,105</b>	<b>17.3%</b>	<b>22,323</b>	<b>10.9%</b>
Other income and gains	348	1,457	-76.1%	1,079	-67.7%
Distribution & marketing	(14,271)	(12,373)	15.3%	(14,150)	0.9%
Administrative expenses	(5,234)	(4,716)	11.0%	(5,421)	-3.4%
Finance costs	(48)	(51)	-5.9%	(59)	-18.6%
Other losses	(317)	(273)	16.1%	(1,813)	-82.5%
<b>Profit before tax</b>	<b>5,230</b>	<b>5,149</b>	<b>1.6%</b>	<b>1,959</b>	<b>167.0%</b>
Income tax expense	(915)	(867)	5.5%	(78)	1073.1%
<b>Profit, net of tax</b>	<b>4,315</b>	<b>4,282</b>	<b>0.8%</b>	<b>1,881</b>	<b>129.4%</b>
PAT without JSS	4,185	3,410	22.7%	988	323.6%

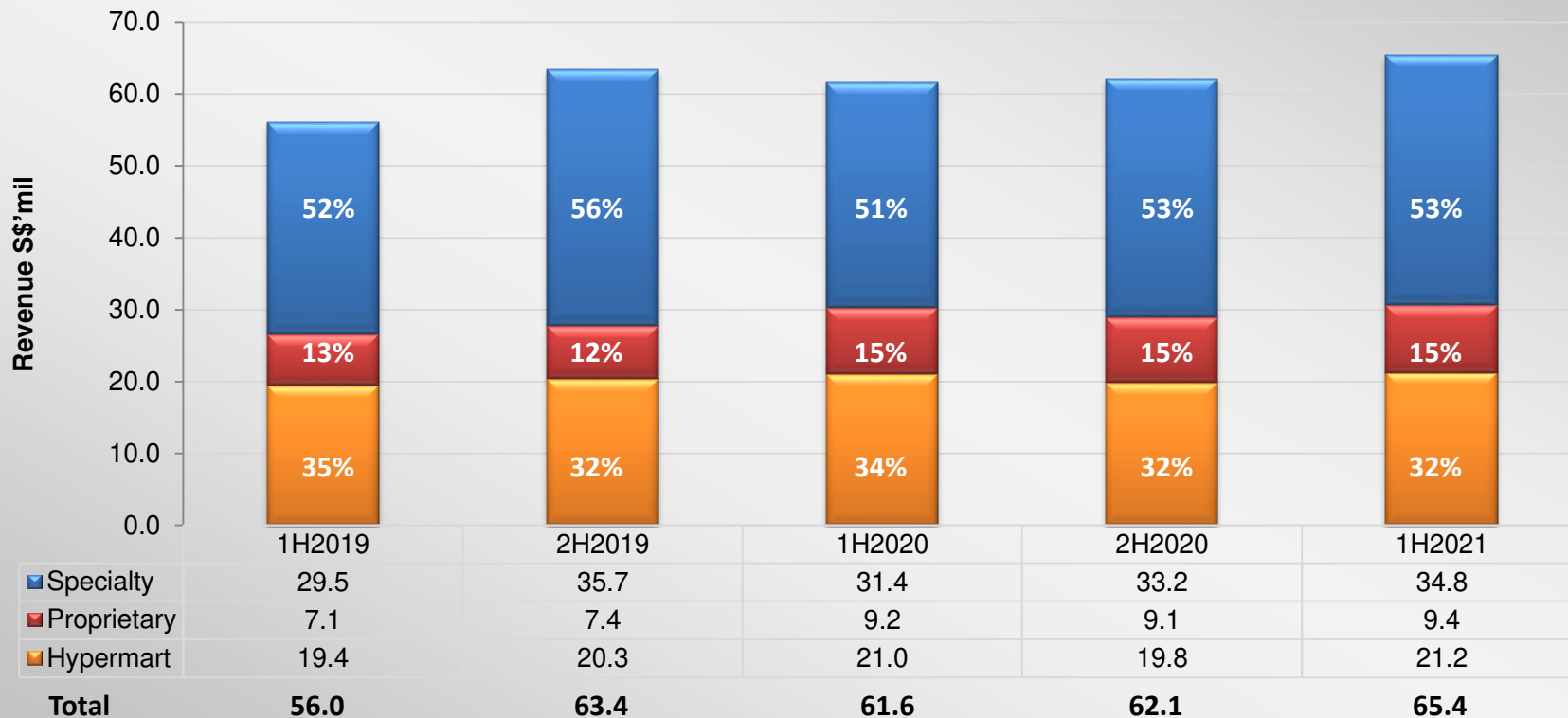
## 1H2021 vs 1H2020

- Revenue increased across all business segments and most geographical locations.
- GPM rose to 37.9% in 1H2021 from 34.2% in 1H2020.
- Decline in other income due to lower JSS.
- Increase in distribution & marketing exp due to higher A&P.
- Increase in admin exp due to higher R&D and staff costs.
- Excl JSS, PAT increased significantly by 22.7% over the 2 periods.



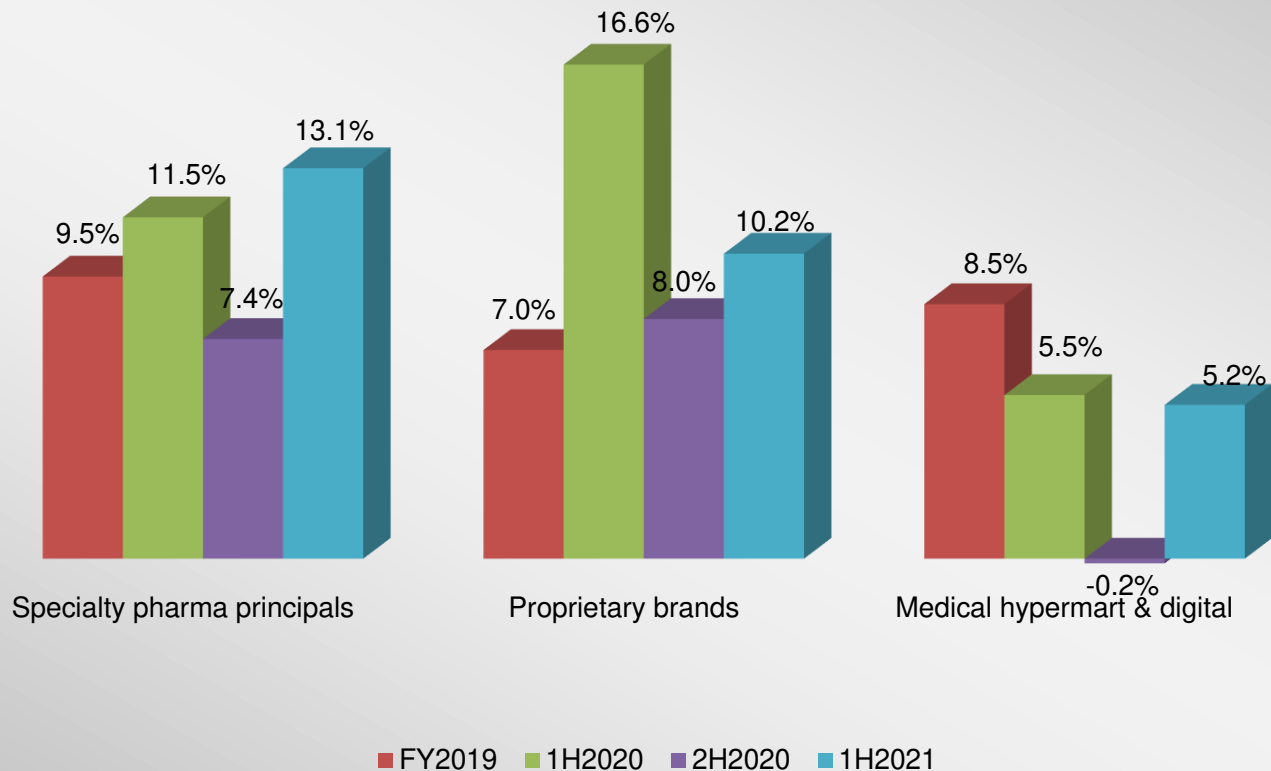


## 2.1 REVENUE BY BUSINESS SEGMENTS



# 2.2

## EBITDA MARGIN BY BUSINESS SEGMENTS





# 3

## FINANCIAL POSITION

S\$'000	30 Jun 2021	31 Dec 2020
<b>Total assets</b>	<b>86,346</b>	<b>87,143</b>
Inventories	15,086	16,888
Trade & other receivables	28,281	29,421
Cash & cash equivalents	30,921	27,526
<b>Total liabilities</b>	<b>36,738</b>	<b>39,968</b>
Trade & other payables	30,939	33,240
Bank borrowings	2,000	2,396
<b>Total equity</b>	<b>49,608</b>	<b>47,175</b>
<b>NAV per share (cents)</b>	<b>16.51</b>	<b>15.70</b>



# 4

## CASHFLOW STATEMENT

S\$'000	1H2021	1H2020
<b><u>Cashflow from operating activities</u></b>		
Profit before tax	5,230	5,149
Adjustments for non-cash/non-op items	1,056	871
Changes in working capital	1,003	(2,156)
Tax paid	(1,023)	(223)
<b>Cashflow from operating activities</b>	<b>6,266</b>	<b>3,641</b>
<b>Cashflow used in investing activities</b>	<b>(138)</b>	<b>(828)</b>
<b>Cashflow used in financing activities</b>	<b>(2,733)</b>	<b>(2,890)</b>
Net cash inflow	3,395	(77)
Cash & cash equiv, beg balance	27,526	26,165
Cash & cash equiv, ending balance	30,921	26,088



# BUSINESS UPDATES



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group



## Reinforcing medical hypermart and digital segment

- + New talents who have joined us to lead new digital initiatives.
- + Awarded e-pharmacy licence for WellAway Pharmacy.



WELLAWAY  
PHARMACY



## 2 New product launch

NEW from Singapore's No. 1 Omega-3 Brand\*

# See Eye to Eye with Hydration

Promote Natural Tears, Help Relieve Dry Eyes

\*Best-selling fish oil (Omega-3) supplement in major retail pharmacies from 2013 to 2020.  
^vs. our regular Fish Oil



OMEGA  
3

HIGH STRENGTH<sup>^</sup>



ANTIOXIDANT CURCUMIN

*Natural nutrients that help with dry eyes*



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group



## Strengthening specialty pharma portfolio

# ERDOMED®

**New Chemical Entity  
(NCE)**

**THE MUCOLYTIC OF CHOICE  
FOR ALL RESPIRATORY DISORDERS**



**Respiratory Tract  
Infections**

**Chronic  
Obstructive  
Pulmonary  
Disease (COPD)**

**Other Mucus-  
Related Disorders**



**WHAT IS A  
MUCOLYTIC?**

A: Medicine that thins the mucus, making it easier to cough it (phlegm) out.



# BUSINESS OUTLOOK



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group



# INVESTING FOR GROWTH

1. Investment in Proprietary Brands
2. Internationalisation
3. Going Digital
4. Strengthen Specialty Pharma Portfolio
5. Acquisitions
6. Challenges – COVID-19







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