GENERAL ANNOUNCEMENT::CORPORATE PRESENTATION

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

13-Jan-2022 12:20:11

Status

New

Announcement Sub Title CORPORATE PRESENTATION

Announcement Reference SG220113OTHRRUAO

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.

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Attachments

20220113 Corporate Presentation Slides.pdf

Total size =3486K MB



HYPHENS PHARMA INTERNATIONAL LIMITED

Singapore's Leading Specialty Pharma & Consumer Healthcare Group

13 JANUARY 2022





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Hyphens

INTRODUCTION



COMPANY SNAPSHOT





OUR REGIONAL FOOTPRINT







OUR STRATEGIC FOCUS



ASEAN's Leading Pharmaceuticals & Consumer Healthcare Group



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



OUR BUSINESS SEGMENTS









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



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group

Hyphens Hyphens

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





Ceradan[®] ATOPIC DERMATITIS RANGE



Gentle, Non-Soap Wash

- Specially-Formulated Mosquito Repellent for AD
- 3 Ceramide-Dominant Therapeutic Moisturiser
- Menthol Gel to Calm & Soothe Itchy Skin
- 5 Maintenance Therapy
- Triple Protective Action Against Diaper Rash
- 2 Enriched with Essential Skin Lipids in a pH Balanced System
- Optimal Hand Hygiene and Moisturisation
- 9 Mild & Soap-Free Cleanser











The World's First and Most Advanced **Emollient Therapy**



For Ezcema-Prone Skin

Patent pending in 13 other countries / regions



CERADAN IN CHINA



China International Import Exhibition (CIIE) 5-10 Nov 21中国国际进口博览会 1) presentation in Singapore-China Trade & Investment Forum (SCTIF) 2) Ceradan booth



神经酰胺为主要成分的保湿剂 行為自研会社 化应用数 在另一项研究中^{15]}。研究者使用神经酰胺为主要成分的保湿剂(Ceradan Cream: Hyphens Pharma Pte Ltd, Singapore)治疗了58例AD患者。结果表明所有患者均表现出不同程度的改善 并可防止45.5%患者的复发。 研究结果 百分比 愿意使用前短就设为主的治疗保湿剂 58 2095 可能继续使用神经酰胺为主的治疗保障剂 27.30% 不会使用神经酰胺为主的治疗保湿剂 3.60% 这表明会有维修器院的模型和不但对AD自然有良好的辅助治疗效果。而且自然的依从供得需。 此序现的--我们刚刚完成的一个小小的能床测察。我们使用以神经戴鞍为主要成分的保湿剂(Ceradan Cream) Hyphens Pharma Pte Ltd, Singapore)治疗了11例轻中度AD患者、结果表明 25 21 平均分 下辟来 治疗前研究者整体评分(IGA) 2.8分(0-6分) 使用Ceradan保湿剂2周后的评分 1.9分(0-6分) 他用Ceradan保湿剂4周治疗结束后的理公 1.3公(0-6公) 54,80% 思考自我感觉评价 孝別 治疗能 ARE 下除来 6.8 (0-1092 61.30% 平均干燥程度 2.6 平均腐蚀程度 670 1091 59.10% 4.4 (0-10分) 傳統的影响程度 4.7 (0-10分) 1.8 61.50% 所有医生和患者对这种含有神经酰胺的保湿剂的满意度均为100%(满意+非常满意)。 最后需要提示一点:神经酰胺是一种脑类,它的油性相对而言大一些,非常适合北方、冬季、干燥 的环境以及干燥的皮肤便用 本文作者: 释少为 清华大学附属垂杨崩医院皮肤科主任 Collaboration with CMA中华医学会 Medical write-up after pilot study with Dermatology Branch of Chinese

Medical Association (CMA)







- tdf derma formula originates from "Therapeutic Dermatologic Formula"
- It is a brand established by Ocean Health for more than 20 years in Singapore and the region
- TDF is widely available in Singapore through hospitals, as well as selected dermatologists' and general practitioners' clinics







PRODUCT PORTFOLIO EXPANSION THROUGH ACQUISITION



Hyphens has acquired the *rights, titles* and interests in the *trademarks* of CG 210[®] for Singapore & Malaysia CG 210[®] is a globally renowned & patented topical botanical hair growth-promoting agent New brand ownership adds to our **Proprietary Brands** business segment Inclusion of scalp care as part of our *dermatology* portfolio







A WELL-REGARDED BRAND BY CONSUMERS





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



Over 1,500 members on our online Medical Hypermart!



LATEST DEVELOPMENTS









- **Singapore-based leading healthcare-focused distributor** of pharmaceutical products, nutraceutical products and medical devices
- 20-year stable operating track record
- >40 brand principals mainly across Europe and Asia
- Serves >1,000 active customers including hospitals, polyclinics, specialists and general practitioners
- >150 products in its portfolio, including proprietary brand of generics and in-house developed nutraceutical products
- Current headcount is **28**, mainly sales & marketing executives with **5** pharmacists (excluding Ardence)
- Novem Sciences Private Limited, has 45% shareholding interest in Ardence Pharma Sdn Bhd, a Malaysian wholesaler of pharmaceutical and medical goods









- Strategic opportunity to acquire a portfolio of businesses with a good management team
- Financially attractive from a revenue scale and earnings accretion perspective
- Gain access to new brand principals, products and customers to enhance and enlarge revenue and profits, and strengthen presence in the Singapore market
- Strengthen market leadership position in Singapore
- Enhances ability to deliver a variety of high quality healthcare products and services to an enlarged customer base comprising both private and public sectors
- Further strengthen proprietary brands business segment with addition of Novem's proprietary brand of products





Novem's products cater for a variety of diseases and therapeutic areas such as musculoskeletal, cardiology, ophthalmology and general surgery.

Pharmaceuticals

- Tablet/Capsule/Injectable/Vaccines ٠
- **Proprietary Brand of Generics** ٠
- **Distributed Generics & Vaccines** .





ActivO[™]-50 Ubiquinol 50mg

ActivQ[™]-100 Ubiquinol 100mg



Lipesco®-E Alpha-Lipoic Acid 600mg, Vit B1 50mg, Vit B6 50mg, Vit B12 100mcg, Vit E 8mg

Evidence Based Nutraceuticals

Novem developed products



:-D3

Helio-D3[™]

1000 IU (25 ug)

Vitamin D3



Flemental Magnesium 200 mg 500mg

RemeCur™ **Bioactive Curcumin**

RemeCur

Distributed brands



NC2 Native Collagen II 10mg





Oxithion Sublingual L-Glutathione 100mg & 250mg oral granules





Orthotect Glucosamine HCI 750mg

SuperKrill2 Forte Antarctic Krill Oil 500mg





Medical Devices

Visco-supplement



KD Intra-articular Gel 2.2% and 2.5% Sodium Hvaluronate Intra-articular injection 2ml and 4.8ml



HAppyCross 1.6% (Malaysia Only) Cross-Linked Hyaluronic acid 1.6% + Mannitol 3.5% Intra-articular injection 2.2ml



HaemoCer (& H Plus) Plant-based Haemostatic Powder Pack of 2g/5g



Collatamp G Gentamicin Collagen Sponge 5x5cm / 10x10cm



Guardix Sol

1.5g/5g Syringe

Anti-Adhesion Barrier

Guardix se

10

Biosurgery

Ear, Nose, Throat



Glove Port Single Port Laparoscopic Surgery

Vascular, Musculoskeletal, Infectious Control





bioXtra oral care for xerostomia



NePlus



Drossa-Nose® Sal Marinum 1% Mesh Nebulizer Tube of 20g







For chronic venous insufficiency

2 LICENSING DEAL OF USTEKINUMAB BIOSIMILAR

- Exclusive license and supply agreement with DKSH's subsidiary, Favorex Pte Ltd
- To commercialise in Singapore, Malaysia & the Philippines
- Proposed Ustekinumab biosimilar, which is undergoing clinical studies, is a human monoclonal antibody for the treatment of immune mediated disorders like plaque psoriasis, psoriatic arthritis and Crohn's disease
- Worldwide sales of Ustekinumab was estimated to reach US\$ 8.4 billion in 2021

Mr Lim See Wah, ("林世华") Executive Chairman and CEO of Hyphens Pharma commented: "Dermatology is one of our focus areas and we want to bring to market innovative medical dermatological products to meet the needs of patients suffering from various skin disorders. We were interested to add Ustekinumab to our product portfolio because of its dermatology indications, which we believe will help to enhance our dermatology product offerings for Asia."







BUSINESS OUTLOOK





INVESTING FOR GROWTH

- 1. Investment in Proprietary Brands
- 2. Internationalisation
- 3. Going Digital
- 4. Strengthen Specialty Pharma Portfolio
- 5. Acquisitions

Challenges : COVID-19







FINANCIALS



Revenue (S\$'m)

Profit After Tax (S\$'m)





MAINTAINING DIVIDEND POLICY

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

S\$'000	Dividend	Yield*	Div / NP
FY2020	0.62 cents	2.1%	30.2%
FY2019	1 cent	3.3%	46.0%
FY2018	0.55 cents	1.8%	30.5%

* Yield is computed based on total dividends declared for the financial year divided by closing price of S\$0.30 @ 10 January 2022.







RESEARCH REPORTS

-3.4%

HYPH SI

HYP SP

US\$67.19m

S\$91.09m

Results were above expectations. 9M21 PATMI is at 88% of our FY21e forecast.

The new acquisition of healthcare distributor Novem for S\$16.3mn has the potential to

Maintain ACCUMULATE unchanged DCF TP (WACC 7.2%) of S\$0.345. We raise our

FY21e by 6% due to the higher margins from the increased mix of proprietary products.

Hyphens is undertaking a long-term investment and journey to build a leading portfolio

Despite the pandemic lockdown in Vietnam, Hyphens managed to sustain earnings

GCGS CIMB	нгталон	
company Note	Pharmaceuticals Singapore January 6, 2022	Sha
Singapore	Hyphens Pharma In	ternat
Consensus ratings*: Buy 3 Hold 0 Sell 0	Ltd	
arget price: \$\$0.39	On the lookout for growth	
revious target: SS Ip/downside: 22.0%	Manual Andrews and Andrews Andrews Andrews Andrews	

tional

ariah Compliant

rived TP of S\$0.36 (WACC: 9.4%) post its acquisition of Novem

We like HYP for its resilient business model and growing product portfolio as well as sales and distribution channels that will drive future earnings growth.

Re-rating catalysts: accretive portfolio acquisitions and positive Ceradan patent applications. Key risks: movement restrictions in medical channels.

Hyphens Pharma International Ltd

17 Nov 2021

BUY (Maintained)

BBG	HYP SP
Market cap	S\$92.6m
Price (17 Nov 2021)	\$\$0.30
52-week range	\$\$0.285 - \$\$0.375
Target Price	\$\$0.40 (previously \$\$0.37)
Shares Outstanding	308.8m

Strategic Acquisition of Novem Group

Raised our target price to \$\$0.40. Hyphens announced a S\$16.3m acquisition of Novem group, S\$13.8m paid in cash and remaining in shares. We estimate this could add S\$12m to sales and S\$1.3m to net profit in FY22E. The deployment of cash on hand will lift ROE to 14.0% in FY22E. Our FY22E earnings estimates is raised by 20%, and we introduced our FY23E forecast. Our revised target price is 8.1% higher at \$\$0.40 based on DCF (WACC 14.8%).

		COMPANY UPDATE	Healt
KGI	CHINA DEVELOPMENT FINANCIAL	Hyphens Pharma Intl	Lto
		(HYP SP/HYPH.SI)	

A fresh start

 \bullet

Megan Choo / 65 6202 1190 / megan.choo@kgi.com Tan Jiunn Chyuan (Kenny) / 65 6202 1196 / Kenny.tan@kgi.com

- · 1Q21 looks promising. Recovering from FY2020's dip of 5.6% in net profit, Hyphens delivered its highest ever quarterly sales in Q1 with profit margin hitting 6.3%, as demand in Vietnam recovered.
- Staying focused Proprietary brands. The group is

Outperform - Upgrade			
Price as of 28 Jun 21 (SGD)	0.32	Performance (Absolute)	
12M TP (S\$)	0.43	1 Month (%)	3.1
Previous TP (S\$)		3 Month (%)	5.3
Upside (%)	36.7	12 Month (%)	8.6

of proprietary skin health products and brands across Asia.

Speedbump in Vietnam

better than expected in 3021.

raise EPS by 25% to 30%.

SINGAPORE | HEALTHCARE | 3Q21 Update

Co

Сι Та

Reuters:

.

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Bloomberg:

Market cap:

CGS-CIMB / Consensus:

Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group



thcare · Singapore



22 November 2021

ACCUMULATE (MAINTAINED)

AST CLOSE PRICE	SGD 0.300
ORECAST DIV	SGD 0.007
ARGET PRICE	SGD 0.345
OTAL RETURN	17.2%
OMPANY DATA	
LOOMBERG CODE	HYP SP
/S SHARES (MIN) :	300
ARKET CAP (USD mn / SGD mn):	66.3/90.1
2 - WK HI/LO (SGD) :	0.375/0.285
M Average Daily T/O (mn) :	0.09

BULL AND StocksBnB.com

PhillipCapital

Hyphens Pharma International Ltd BEAR

CONCLUSION





KEY STRENGTHS



Strong regulatory capabilities with high barriers to entry

Portfolio of pharmaceutical products, with strong principal relationships

Ownership of a range of proprietary products and brands

Strong sales and marketing capabilities



Hyphens

Highly experienced and committed management team supported by a strong and stable employee base











COLD ROOM



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