

## GENERAL ANNOUNCEMENT::RESULTS BRIEFING FY2021

### Issuer & Securities

#### Issuer/ Manager

HYPHENS PHARMA INTERNATIONAL LIMITED

#### Securities

HYPHENS PHARMA INTL LIMITED - SG1EE4000006 - 1J5

#### Stapled Security

No

### Announcement Details

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RESULTS BRIEFING FY2021

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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.

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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.

### Attachments

[Hyphens Results Briefing FY2021 Final.pdf](#)

Total size =2286K MB



# HYPHENS PHARMA INTERNATIONAL LIMITED

## Results Briefing FY2021

2 MARCH 2022



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# FINANCIAL RESULTS



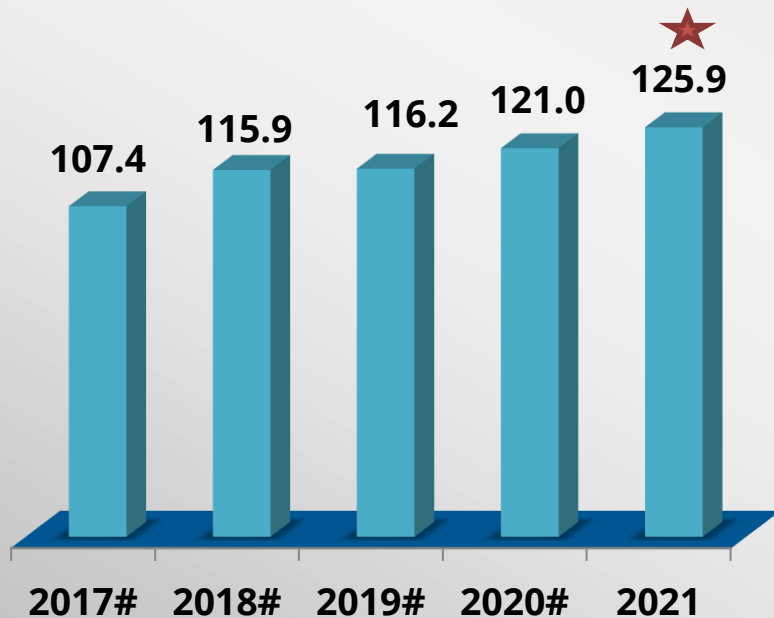
Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group





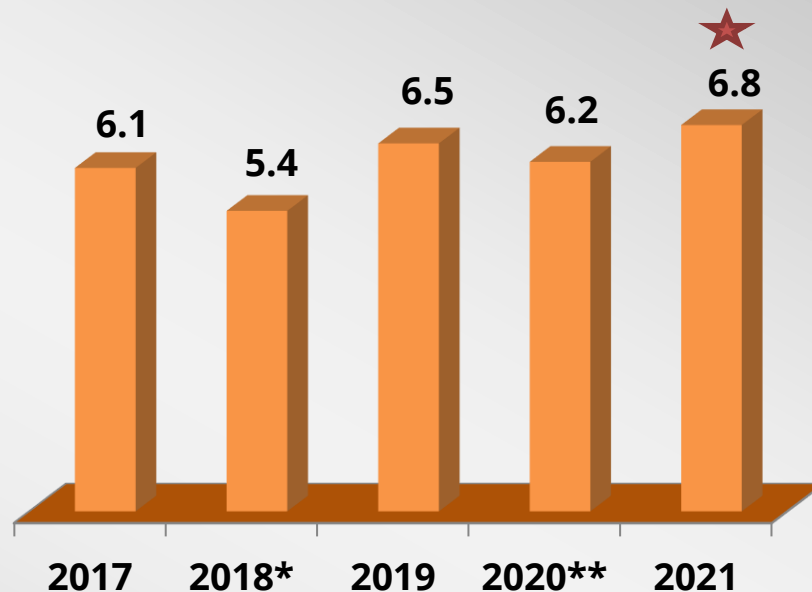
# 1.1 FINANCIAL PERFORMANCE

Revenue (S\$m)



# Restated for prior years to be consistent with FY2021

Profit After Tax (S\$m)



\* Incl IPO exp; \*\* Incl JSS & Covid-related stock prov





## 1.2 INCOME STATEMENT

S\$'000	FY2021	FY2020	Variance
<b>Revenue</b>	<b>125,883</b>	<b>120,977</b>	<b>4%</b>
Gross profit	48,083	43,636	10%
Other income & gains	964	2,295	-58%
Share of assoc profit	17	-	-
<b><u>Operating expenses</u></b>			
Marketing expenses	(28,394)	(26,523)	7%
Admin expenses	(11,639)	(10,138)	15%
Finance costs	(95)	(110)	-14%
Other losses	(680)	(2,052)	-67%
<b>Profit before tax</b>	<b>8,256</b>	<b>7,108</b>	<b>16%</b>
<b>Profit after tax</b>	<b>6,846</b>	<b>6,163</b>	<b>11%</b>
<b>EPS (cents)</b>	<b>2.27</b>	<b>2.05</b>	<b>11%</b>

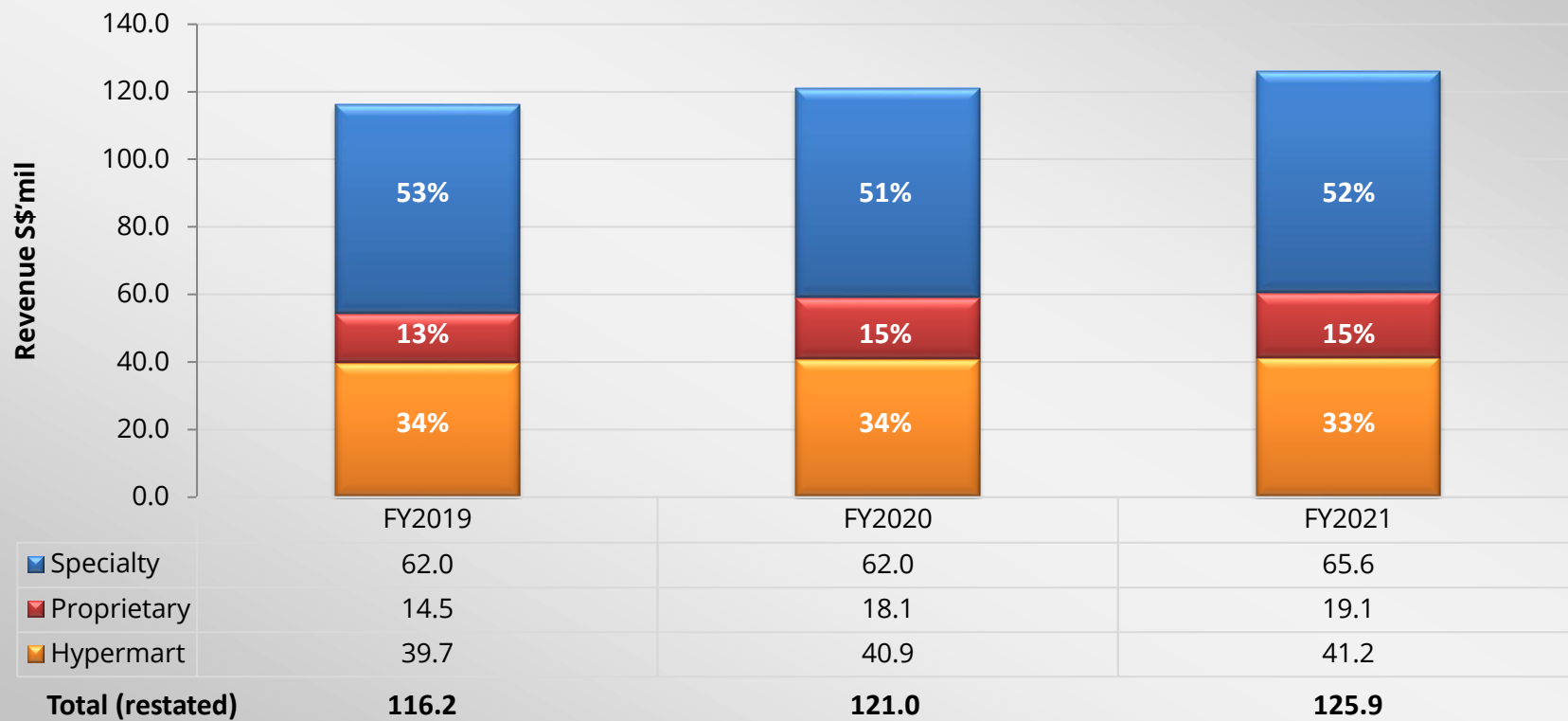
### Notes

- Revenue increased across all business segments and most geographical locations.
- Improved GPM to 38.2% in FY2021 from 36.1% in FY2020.
- Decline in other income due to lower JSS, partially offset by higher FX gains.
- Increase in distribution & marketing exp mainly due to higher staff costs.
- Increase in admin exp partly due to Novem acq trans cost & higher R&D costs.
- Reduction in other losses from lower stock obsolescence & write-offs.
- Strong profit growth despite much lower JSS.
- About 1-mth contribution from Novem Group.



# 1.3

## REVENUE BY BUSINESS SEGMENTS

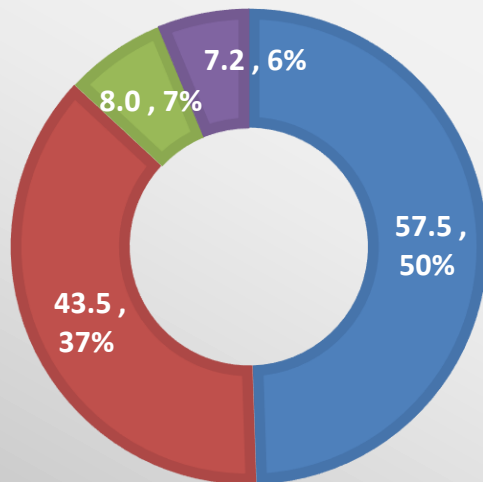




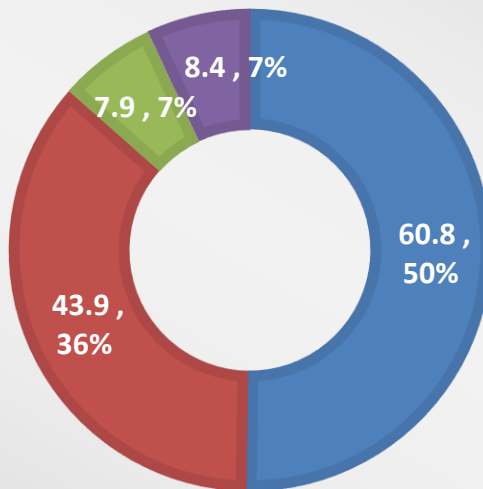
# 1.4

## REVENUE BY GEOGRAPHICAL SEGMENTS

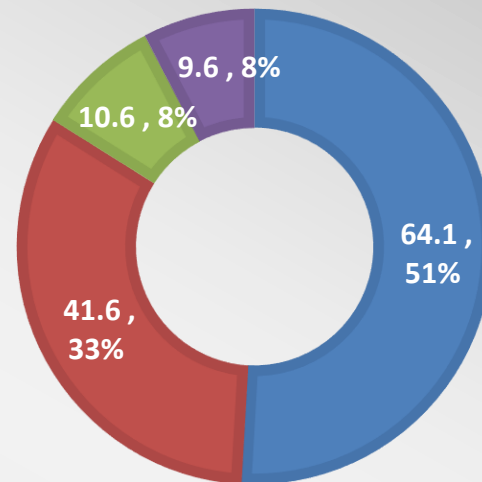
FY2019



FY2020



FY2021



■ Singapore ■ Vietnam ■ Malaysia ■ Others

*Note: Revenue in S\$'mil & restated prior years to be consistent with FY2021*

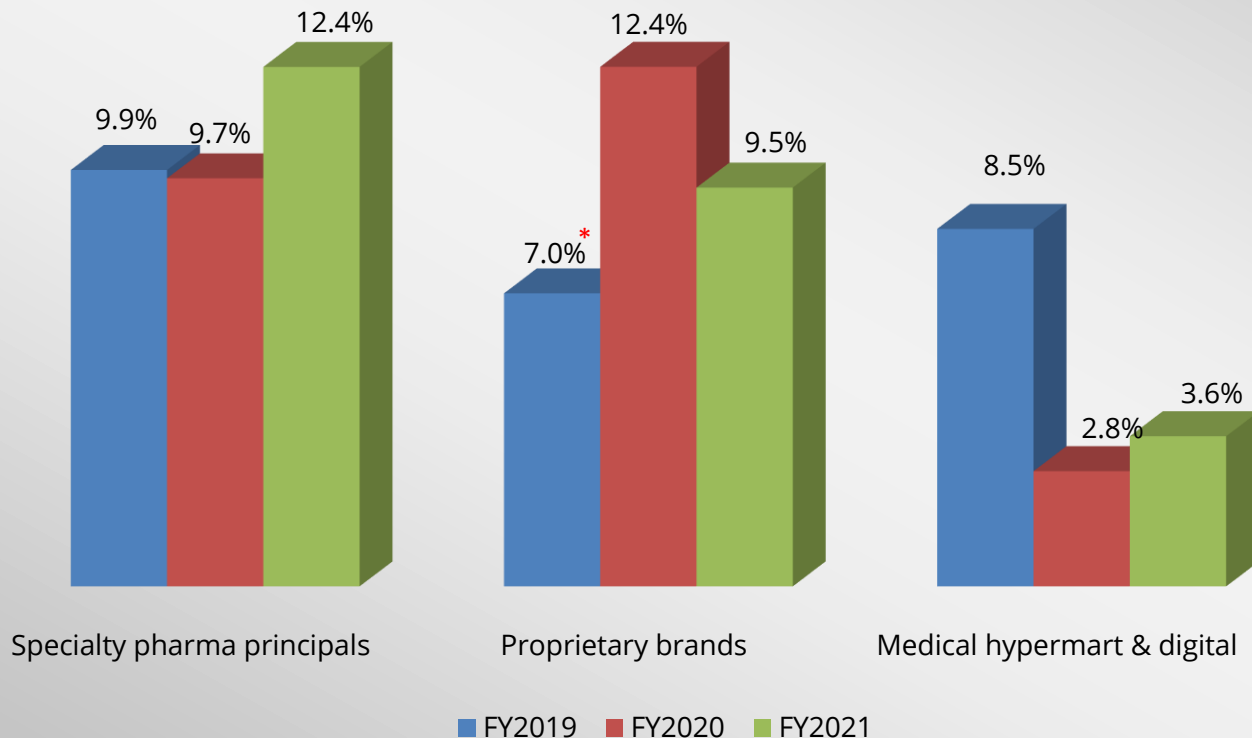


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# EBITDA MARGIN BY BUSINESS SEGMENTS



Notes:

*Due to restatement of revenue in prior years to be consistent with FY2021, prior years' EBITDA margins have been updated accordingly.*

*\*Exclude goodwill impairment*





## FINANCIAL POSITION

S\$'000	31 Dec 2021	31 Dec 2020
<b>Total assets</b>	<b>98,412</b>	<b>81,458</b>
Inventories	25,076	16,888
Trade & other receivables	28,543	23,736
Cash & cash equivalents	19,461	27,526
<b>Total liabilities</b>	<b>43,779</b>	<b>34,283</b>
Trade & other payable	33,563	27,555
Bank borrowings	6,075	2,396
<b>Total equity</b>	<b>54,633</b>	<b>47,175</b>
<b>NAV per share (cents)</b>	<b>17.69</b>	<b>15.70</b>



# 3

## CASHFLOW STATEMENT

S\$'000	FY2021	FY2020
<b><u>Cashflow from operating activities</u></b>		
Profit before tax	8,256	7,108
Adjustments for non-cash/non-op items	2,661	1,893
Changes in working capital	(3,464)	(3,810)
Tax paid	(1,415)	(1,061)
<b>Cashflow from operating activities</b>	<b>6,038</b>	<b>4,130</b>
<b>Cashflow used in investing activities</b>	<b>(14,917)</b>	<b>(1,013)</b>
<b>Cashflow used in financing activities</b>	<b>814</b>	<b>(1,756)</b>
Net cash inflow	(8,065)	1,361
Cash & cash equiv, beg balance	27,526	26,165
<b>Cash &amp; cash equiv, ending balance</b>	<b>19,461</b>	<b>27,526</b>





## PROPOSED DIVIDEND

S\$'000	Dividend	Yield*	Div / Net Profit
FY2021 (subj to shareholders' approval)	0.67 cents	2.3%	30.2%
FY2020	0.62 cents	2.1%	30.2%
FY2019	1 cent	3.4%	46.0%
FY2018	0.55 cents	1.9%	30.5%

*\* Yield is computed based on total dividends declared for the financial year divided by closing price of S\$0.295 @ 28 February 2022.*

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



# BUSINESS UPDATES



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BEST  
SELLING  
SKIN  
BARRIER  
CREAM

SG



THE MOST  
WANTED  
SKIN  
BARRIER  
CREAM

MY



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WATSON'S  
HWB  
AWARDS  
2021

BEST  
SELLING  
MULTIVITAMIN  
(VEGETARIAN)  
SUPPLEMENT



guardian  
AWARDS  
2021

BEST SELLER

WATSON'S  
HWB  
AWARDS  
2021

BEST  
SELLING  
OMEGA-3  
SUPPLEMENT



TRUSTED  
BRAND  
OMEGA-3  
SUPPLEMENT



guardian  
AWARDS  
2021

WINNER  
RADIANCE AWARDS



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# 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

Challenges : COVID-19







**Hyphens Pharma International Limited (SGX: 1J5)**  
16 Tai Seng Street, Level 4, Singapore 534138  
[www.hyphensgroup.com](http://www.hyphensgroup.com)

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