

GENERAL ANNOUNCEMENT::RESULTS BRIEFING 1H 2023**Issuer & Securities****Issuer/ Manager**

HYPHENS PHARMA INTERNATIONAL LIMITED

Securities

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No

Announcement Details**Announcement Title**

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RESULTS BRIEFING 1H 2023

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Submitted By (Co./ Ind. Name)

Lim See Wah

Designation

Executive Chairman and CEO

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

Please refer to the attached.

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Attachments[Hyphens Results Briefing - H1 2023 15Aug.pdf](#)

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Hyphens

HYPHENS PHARMA INTERNATIONAL LIMITED

Results Briefing 1H 2023

17 AUG 2023



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BUSINESS UPDATES



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group



1.1 NEW ADDITIONS TO THE PORTFOLIO

WE ACTIVELY SEEK NEW LICENSING OPPORTUNITIES TO PROVIDE A WIDER RANGE OF PRODUCTS TO OUR CUSTOMERS

We have added the following products to our Singapore portfolio:



Products from Laboratoires Gilbert S.A.S. in the territories of Hong Kong, Laos, Mongolia, Singapore, Vietnam, Malaysia, Indonesia, Philippines, Thailand and Brunei



Launched the Joyful Gummies from Ocean Health in Singapore



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group





NEW LEADERSHIP JOINED THE COMPANY

WE ARE EXCITED TO HAVE NEW TALENTS TO JOIN US FOR THE NEXT STAGE OF GROWTH



RACHIT VOHRA

VP, Strategy & Business
Development



FLORA ZHANG

Chief Financial Officer



LAURENCE FREMY

Vietnam Country
Manager



1.3

DOCMED UPDATES

DOCMED LAUNCHED ITS JOINT VENTURE IN VIETNAM AND OPENED ITS MALAYSIA BUSINESS
TECHMED



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group



FINANCIAL RESULTS



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group

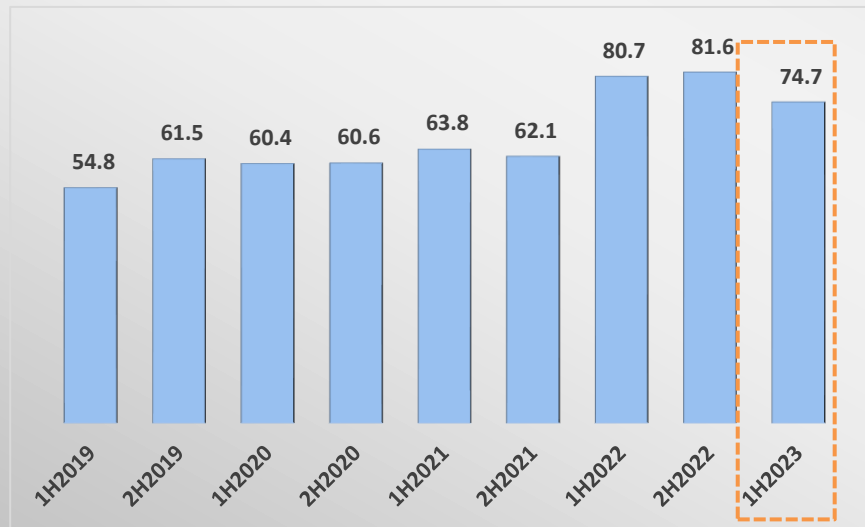




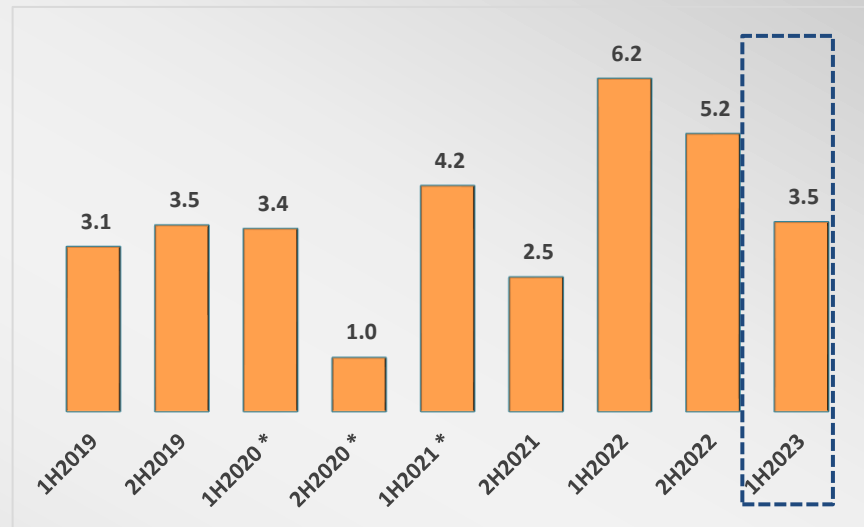
2.1 FINANCIAL PERFORMANCE

WE HAVE SHOWN RESILIENCE IN AN ENVIRONMENT FILLED WITH VOLATILITY AND UNCERTAINTY

Revenue (S\$m)



Profit After Tax (S\$m)



* Excl JSS



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group

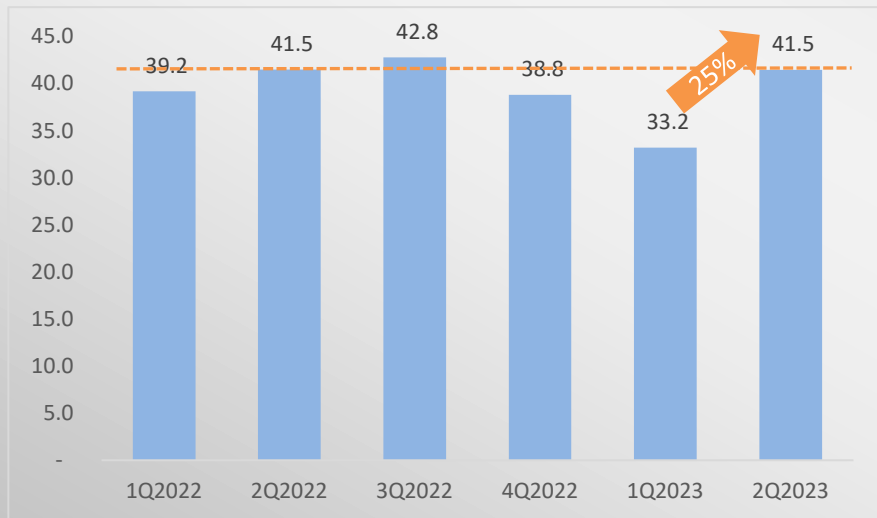




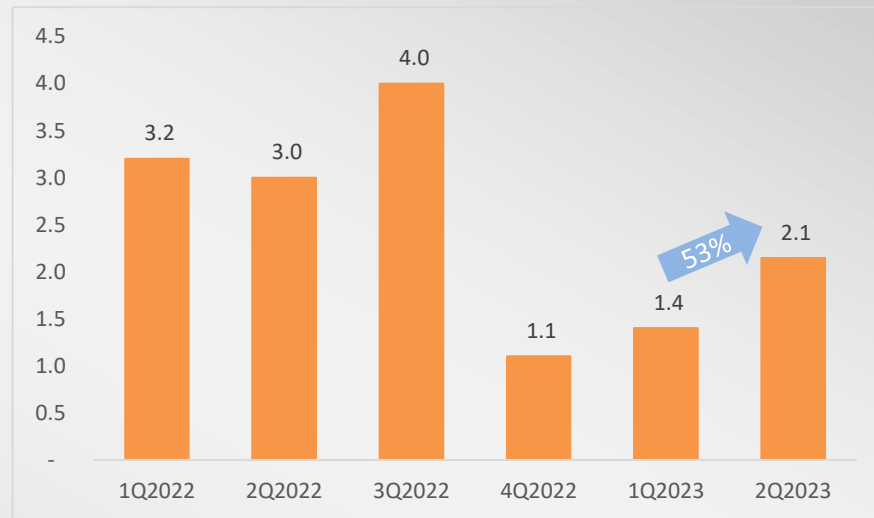
2.2 FINANCIAL PERFORMANCE BY QUARTER

WE HAVE ACHIEVED HIGH GROWTH QOQ IN Q2 AND ARE GETTING OURSELVES READY FOR H2

Revenue (S\$m)



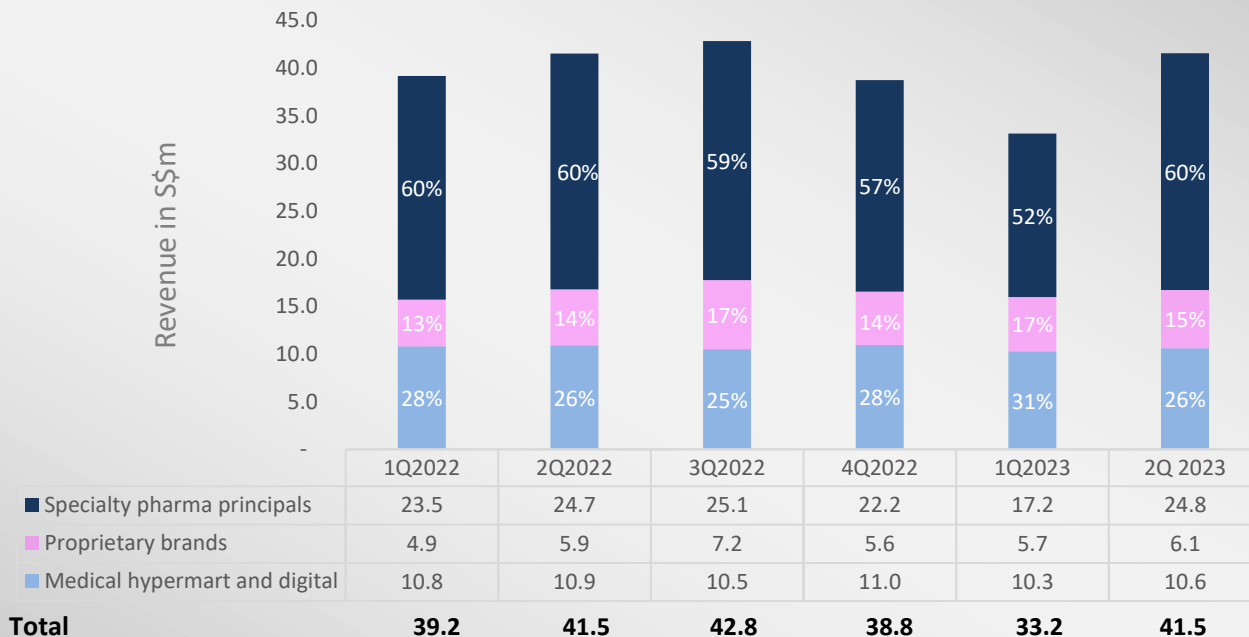
Profit After Tax (S\$m)



2.3

REVENUE BY BUSINESS SEGMENTS

PROPRIETARY BRANDS SHOW HEALTHY GROWTH YOY; SPECIALTY PHARMA SETS ON NEW GROWTH TRAJECTORY





2.4 INCOME STATEMENT

WE ARE CONFIDENT WITH THE BUSINESS FUNDAMENTALS, AND WE FUEL RESOURCES FOR THE NEXT PHASE OF GROWTH

1H2023 vs 1H2022

	1H2023	1H2022	YoY	YoY ex Biosensors
	S\$000	S\$000	%	%
Revenue	74,711	80,704	-7%	-2%
Cost of sales	(46,692)	(49,627)	-6%	-3%
Gross profit	28,019	31,077	-10%	0%
Other income and gains	365	343	6%	6%
Opex	(24,525)	(23,820)	3%	5%
Share of profit of associate	327	230	42%	42%
Profit before tax	4,186	7,830	-47%	-20%

- Revenue suffered from loss of Biosensors sales and supply chain disruptions.
- Overall GPM reduced by 1ppt YoY. However, excluding the impact from Biosensors in 2022, the GPM improved by 0.4ppt.
- Increase in OPEX as we continued to invest into medical hyphermart and digital segment.



2.5

REWARDING SHAREHOLDERS

	Dividend	Yield
FY2023	3.60 cents ^(a)	12.4% ^(b)
FY2022	1.11 cents	3.4% ^(c)

(a) Special interim dividends as part of 5th anniversary celebration since IPO.

(b) Yield is computed based on total dividends declared for the financial period divided by closing price of S\$0.29 @ 8 August 2023.

(c) Yield is computed based on total dividends declared for the financial period divided by closing price of S\$0.33 @ 6 April 2023.

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



BUSINESS OUTLOOK



Singapore's Leading Specialty Pharmaceutical and Consumer Healthcare Group





ACCELERATION FOR GROWTH

- + Grow our proprietary brands business
- + Grow the specialty pharma portfolio
- + Build medical aesthetics as an allied category to the Derma Business
- + Inorganic growth



QUESTIONS & ANSWERS





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