

**GENERAL ANNOUNCEMENT::RESULT BRIEFING FY2024****Issuer & Securities****Issuer/ Manager**

HYPHENS PHARMA INTERNATIONAL LIMITED

**Securities**

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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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The contact person for the Sponsor is Ms. Lee Khai Yinn (Telephone: +65 6232 3210) at 1 Robinson Road, #21-01 AIA Tower, Singapore 048542.

**Attachments**[2024 Analyst briefing.pdf](#)



# RESULTS BRIEFING FY2024

28 February 2025



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# Agenda



- 01 Results Overview
- 02 Business Updates
- 03 Financial Results
- 04 Business Outlook



01

# Results Overview

# Results Overview

**195.4<sub>m</sub>**

2024 Revenue (SGD)

**+14.6% YoY**

**95.8<sub>m</sub>**

2H2024 Revenue (SGD)

**-0.1% YoY**

**10.9<sub>m</sub>**

2024 PAT (SGD)

**+26.5% YoY**

**5.0<sub>m</sub>**

2H2024 PAT (SGD)

**-1.5% YoY**

FOR 2024 REVENUE



**Specialty Pharma  
Principals**

**+21.6% YoY**



**Proprietary  
Brands**

**+7.4% YoY**



**Medical Hypermart  
and Digital**

**+2.1% YoY**



02

# Business Updates



# Business Updates

Partner with 7-Eleven to offer Ocean Health® supplements



Jan 2024

License Wyzora® Cream for ASEAN countries from MC2 Therapeutics



Mar 2024

May 2024

License Amenalief® from Maruho for ASEAN



Jun 2024

Launch Ceradan® Advanced Hand Balm, in collaboration with A\*STAR



Aug 2024

Sep 2024

ARDENCE  
P H A R M A

Establishment of Arden Aesthetics Pte. Ltd. in Singapore



Ceradan® enters 5 major Middle East markets



Medical Aesthetics business expands its footprints to Indonesia and the Philippines



Win Gold Award for Best Managed Board at Singapore Corporate Awards 2024



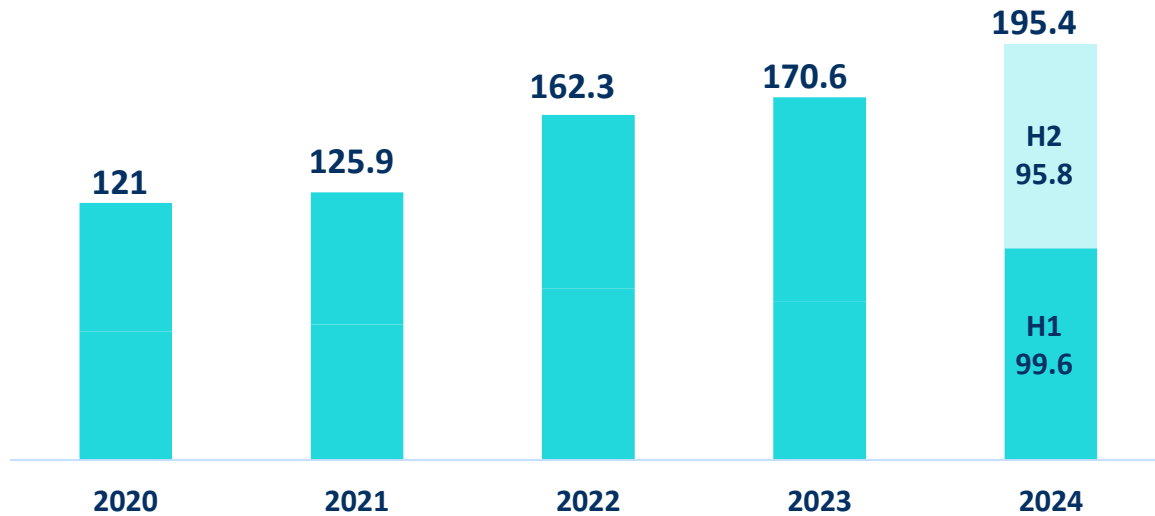
**03**

# **Financial Results**

# Overall Performance

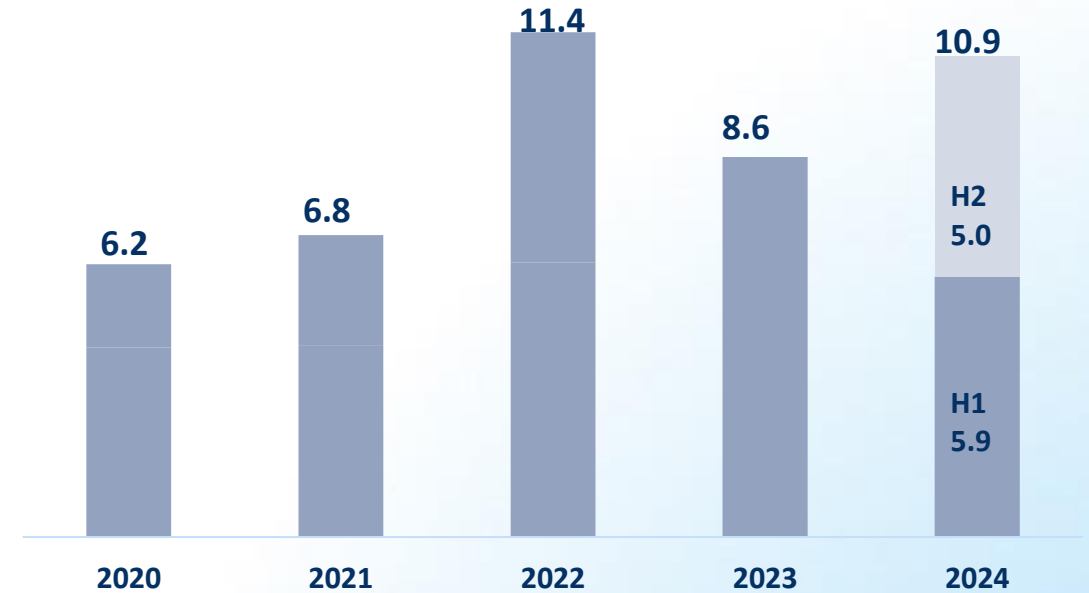
Revenue  
(SGDm)

FY2024 +14.6%YoY  
CAGR 12.7%

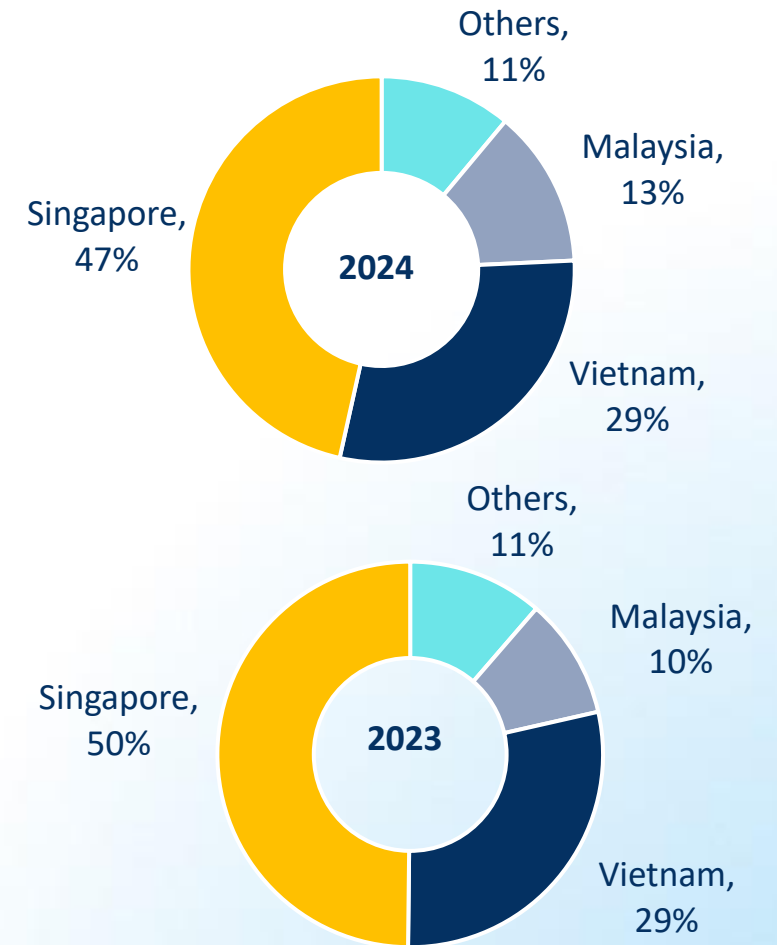
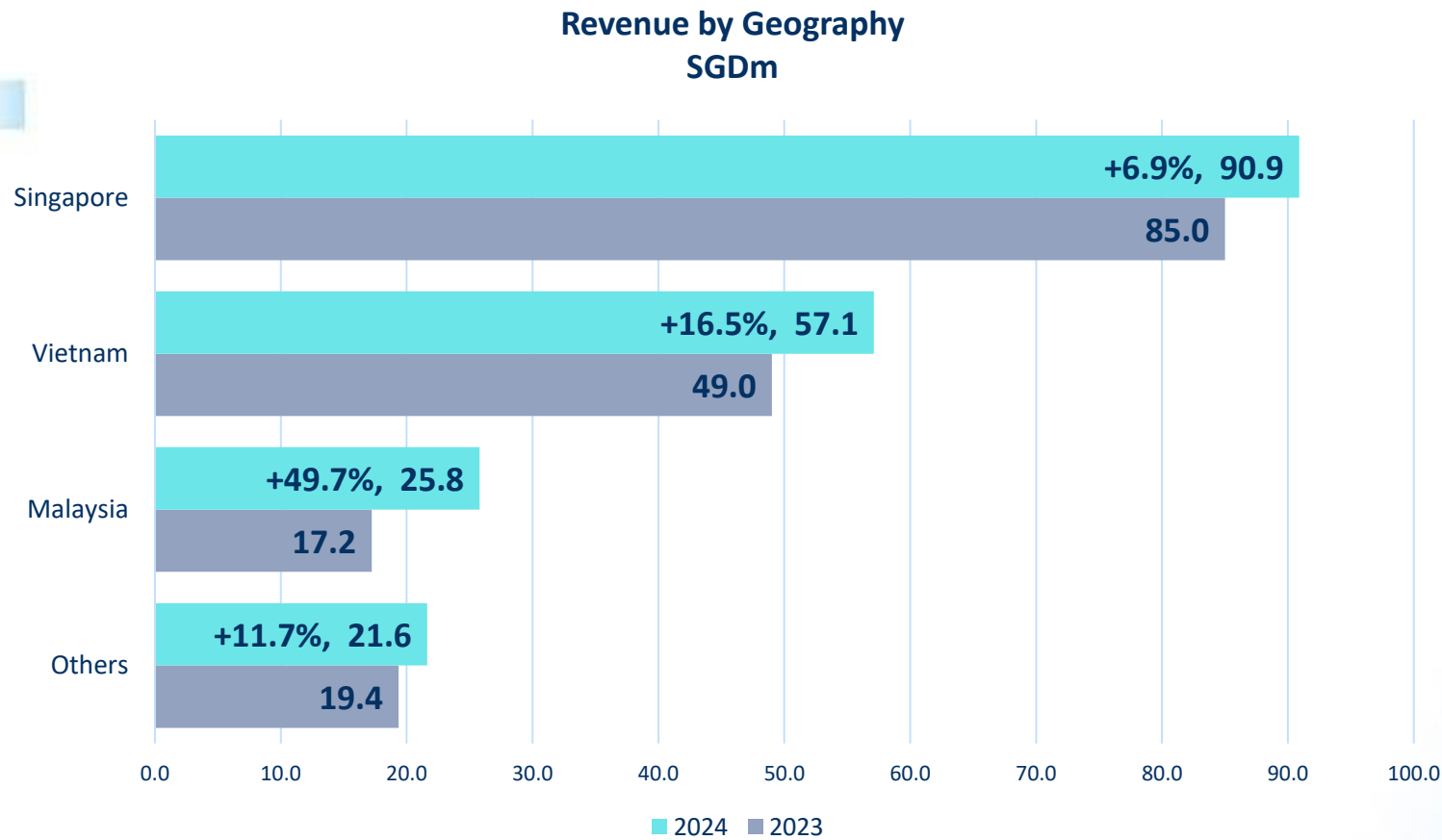


Profit after tax  
(SGDm)

FY2024 +26.5%YoY  
CAGR 15.2%



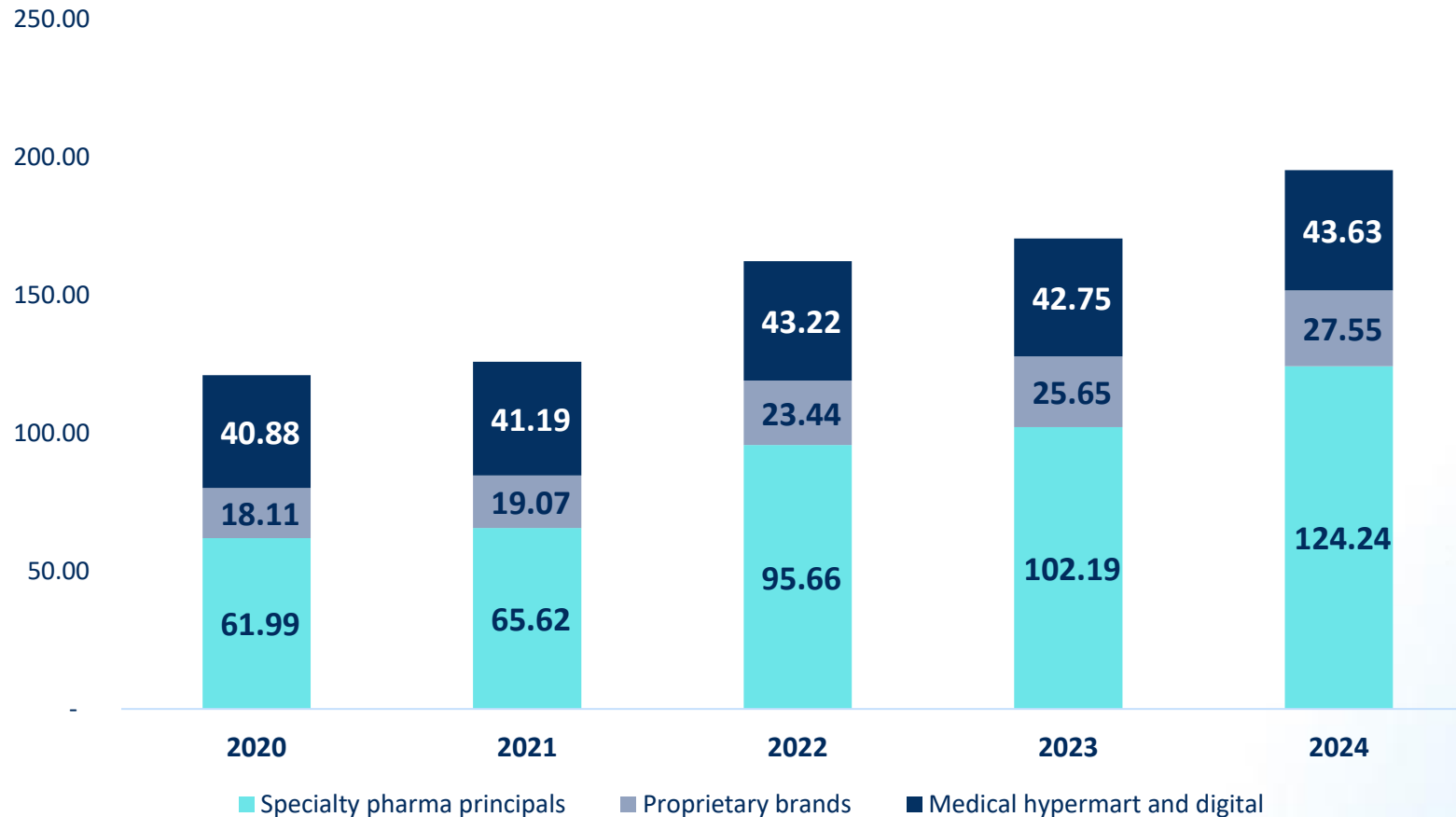
# Performance by Geography





# Performance by Segment

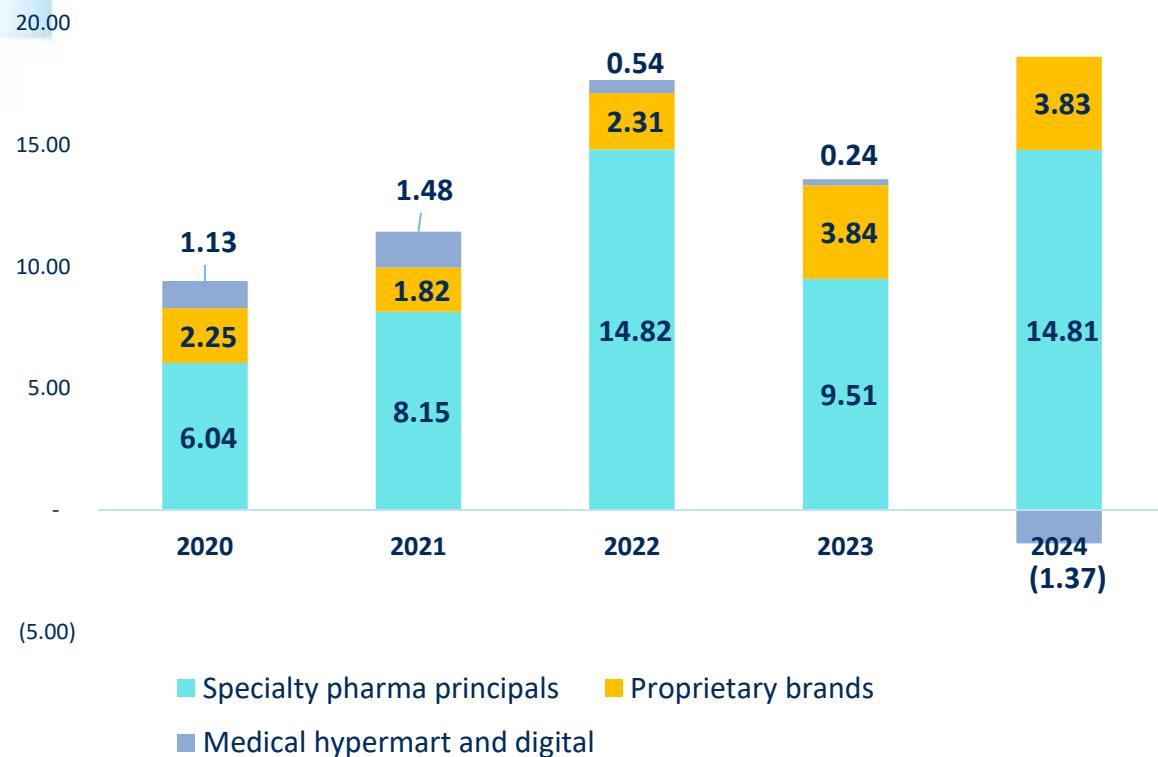
Segment Revenue  
SGDm



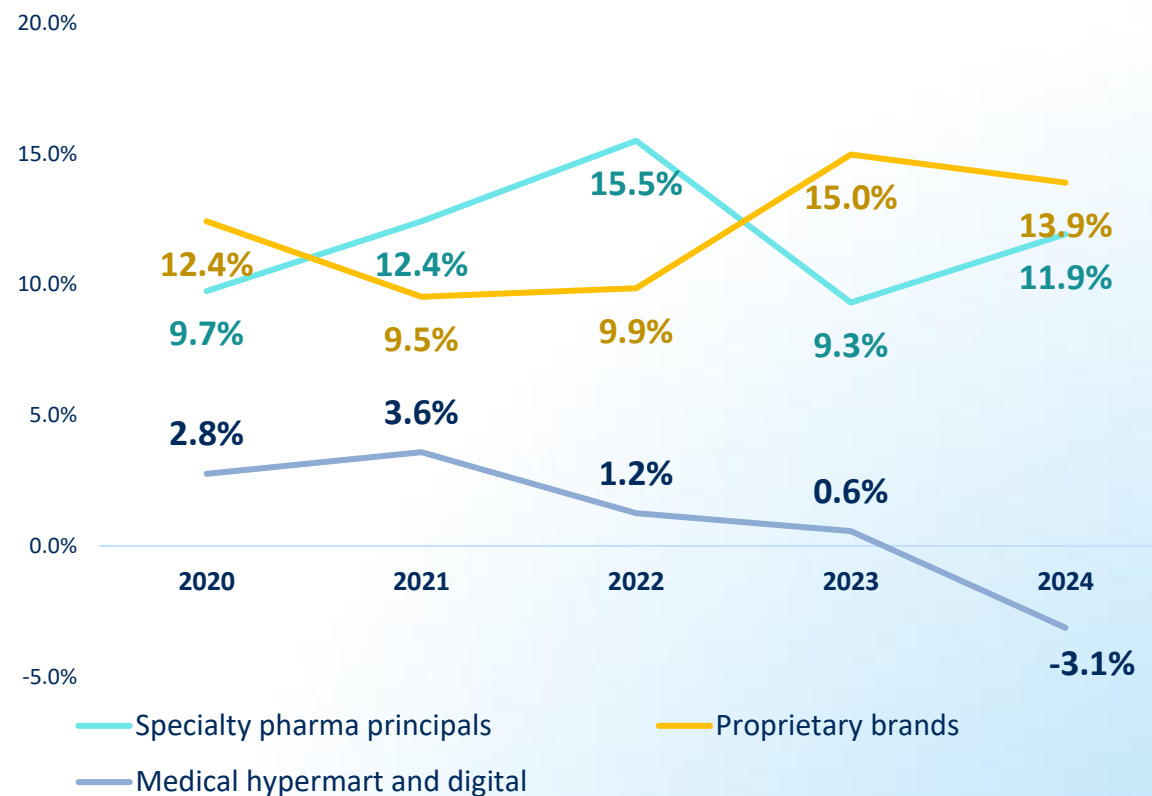
- Group revenue grew **14.6%** YoY mainly driven by specialty pharma principals.
- Specialty pharma principals segment grew **21.6%** YoY. The growth was contributed by all geographies.
- Proprietary brands segment grew by **7.4%** YoY, contributed by Ceradan® Ocean Health®, TDF® and Novem® nutraceutical products.
- Medical hypermart and digital segment grew by **2.1%**.

# Segment Profitability

EBIDTA by Segment  
SGDm

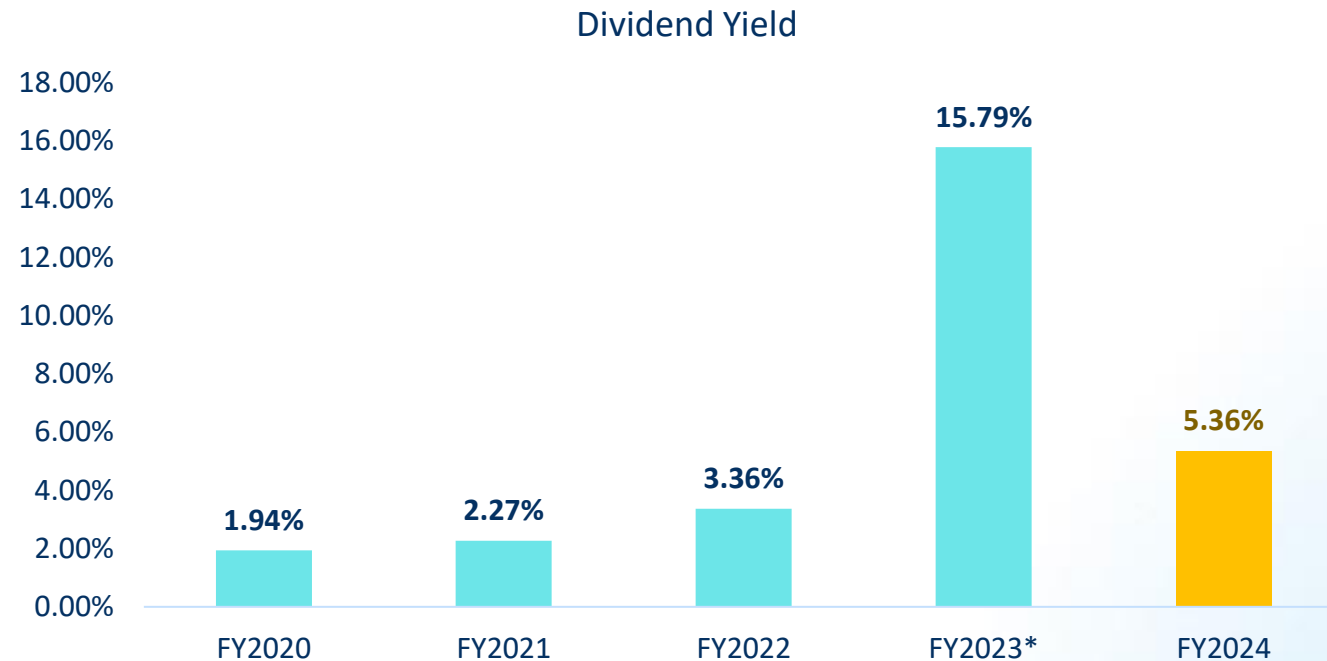


EBITDA Margin (%)



# Rewarding Shareholders

We are pleased to propose a dividend of **1.5 Singapore cents** (FY2023: 0.86 Singapore cents; 1H2023: 3.60 Singapore cents) per share for FY2024



\*Included Special interim dividends of 3.6 cents as part of 5<sup>th</sup> anniversary celebration since IPO. Dividend yield of the final dividend at 0.86 Singapore cents is 3.13%.

\*\* Dividend yield is calculated using dividend paid/ closing share price on the date immediately before the dividend declaration.

04

# Business Outlook



# Business Outlook

## Proprietary Brands



- ☐ Further penetrate existing markets and channels
- ☐ Continue product innovation, and grow current product portfolio
- ☐ Grow Ocean Health® into a truly regional brand by establishing greater presence in Malaysia, Indonesia and Vietnam

## Specialty Pharma Portfolio



- ☐ Continue growth momentum for key products. Some products require greater efforts to regain market share impacted by the supply chain disruption in 1H2023.
- ☐ Grow medical aesthetics product portfolio and expand geographically
- ☐ Costing pressure and foreign exchange risks continue to impact GPM, actively re-balance the product portfolio towards higher margin mix
- ☐ Continue to look for inorganic growth opportunities

## Medical Hypermart and Digital




- ☐ Continue to pursue the platform development, while further strengthening customer and vendor base
- ☐ Greater resources channeled to platform and market development
- ☐ Wholesale business to provide growth fuel for digital platform development


# Q&A







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