

## GENERAL ANNOUNCEMENT::RESULTS BRIEFING 1H2025

### 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

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Results Briefing 1H2025

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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 (Tel: +65 6232 3210) at 1 Robinson Road #21-01 AIA Tower, Singapore 048542.

### Attachments

[1H2025 Analyst briefing.pdf](#)

Total size =1504K MB



# RESULTS BRIEFING 1H2025

21 August 2025



HYPHENS PHARMA INTERNATIONAL LIMITED

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# Agenda

- 01 Business Updates**
- 02 Financial Results**
- 03 Business Outlook**



# Business Updates



# Business updates



Metoject® subcutaneous autoinjector pen

Completion of the tranche 2 acquisition of Ardence Pharma Sdn Bhd.

Obtained exclusive rights to commercialise Metoject® in Singapore, Malaysia, the Philippines and Vietnam



Acquired the Trademark of VisioPro® in Singapore

Launch novel acne treatment Winlevi®, to Singapore and Malaysia



Mar 2025

May 2025

Q2 2025

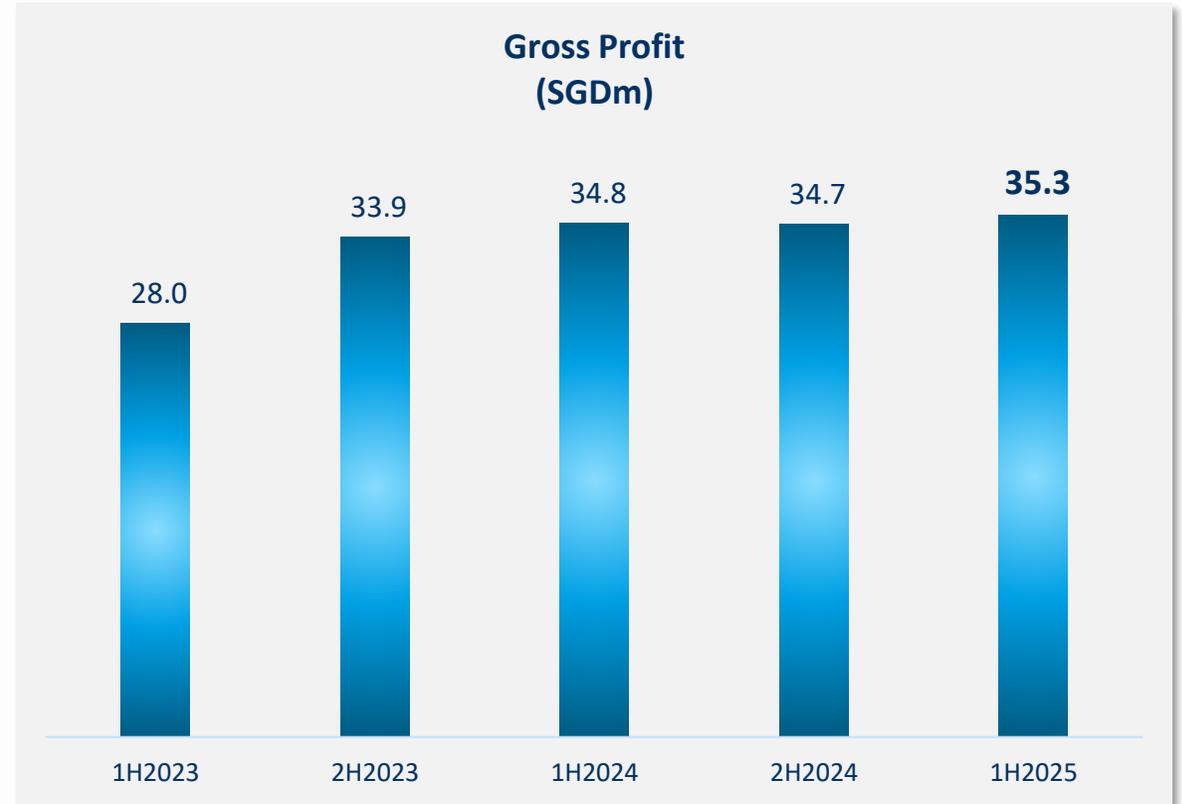
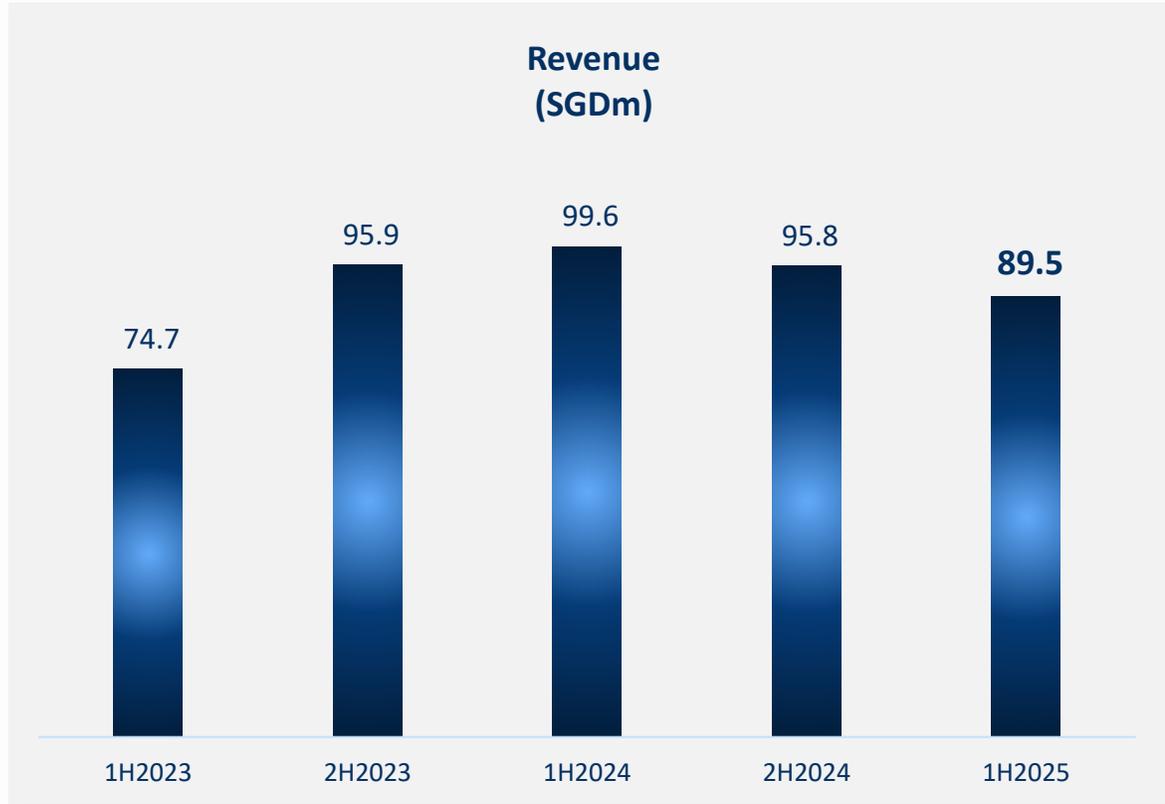
July 2025



# Financial Results



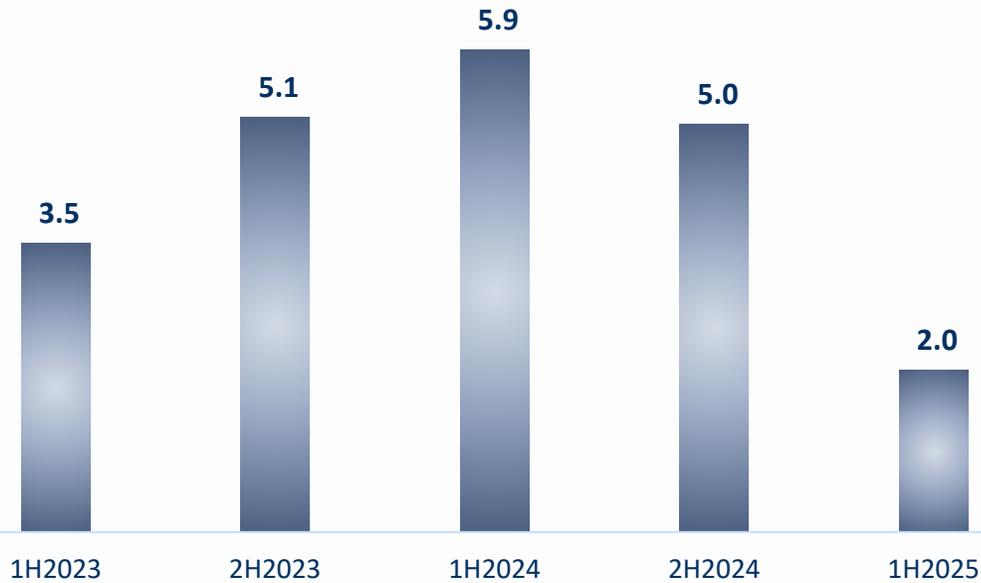
# Overall Performance



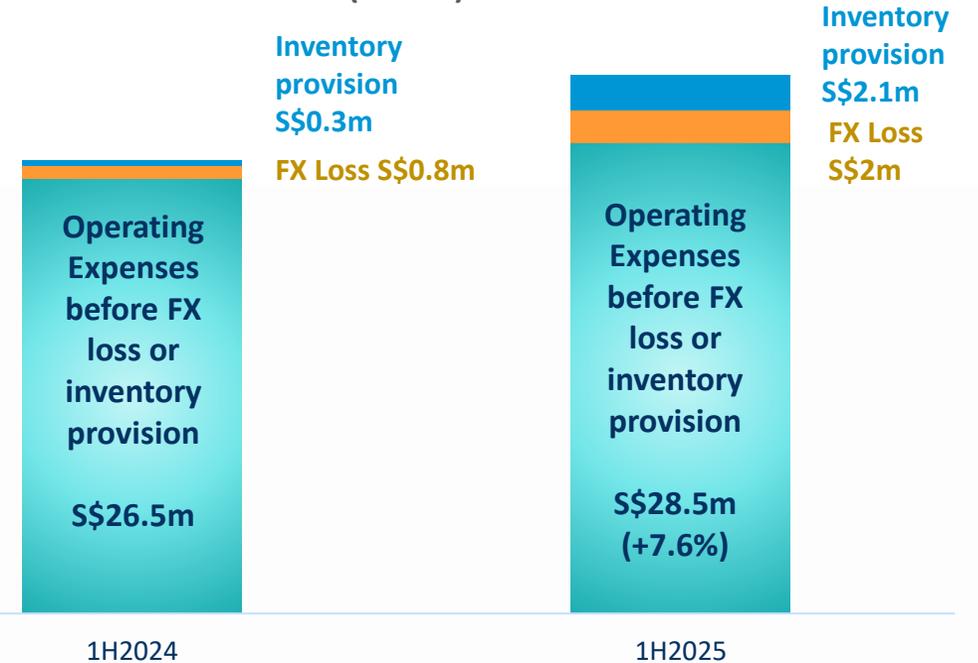
GPM has improved from 34.9% during 1H2024 to 39.4% in 1H2025

# Overall Performance

Profit after tax  
(SGDm)



Operating Expenses  
(SGDm)



# So What Happened to Inventory?



Principals



Contract manufacturers



Distributor for  
Singapore  
business



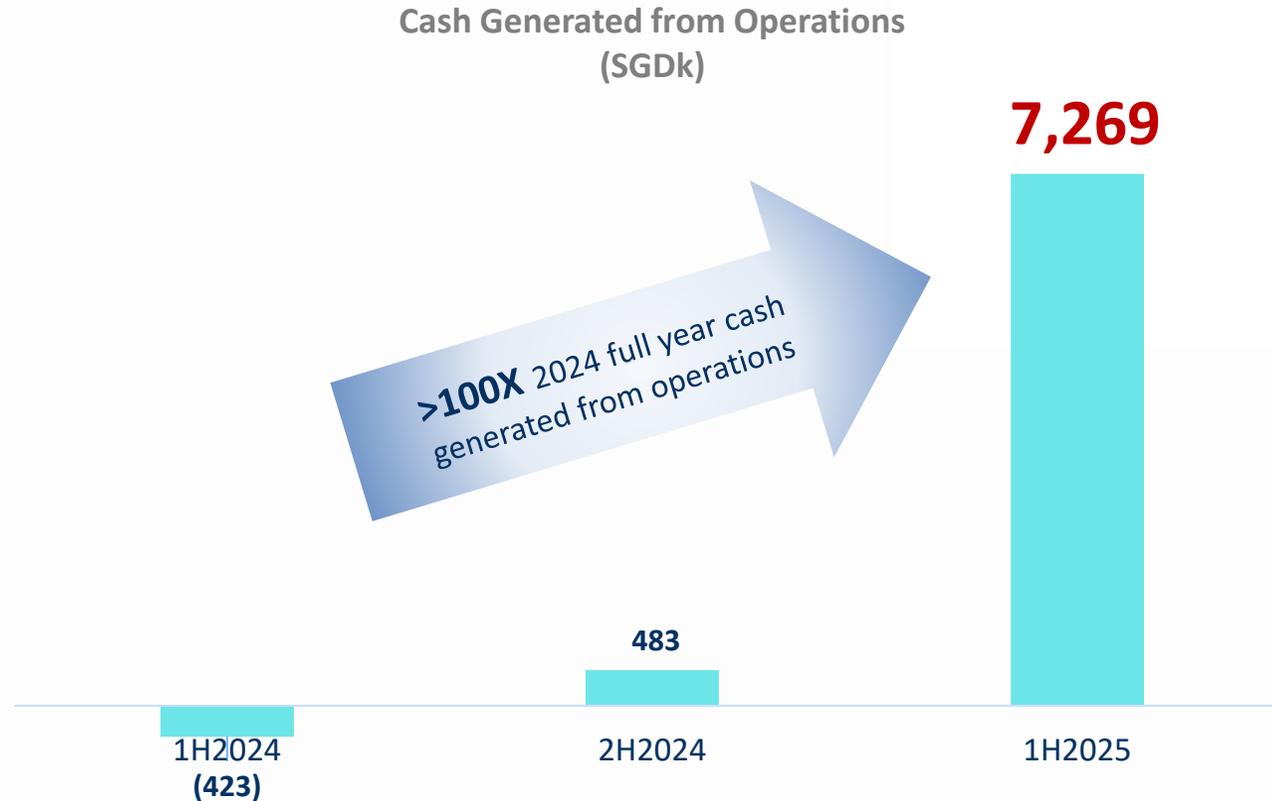
Distributors for  
other geographical  
markets



Statutory  
revenue  
recognition

In-market-sales

# Cash Generation from Operations



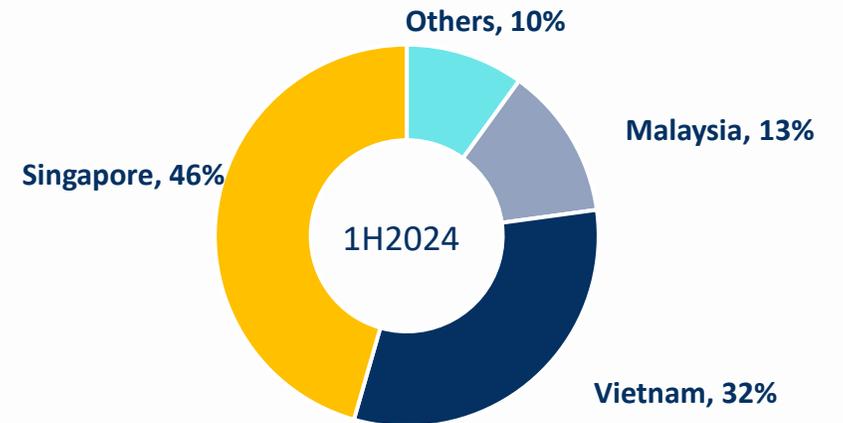
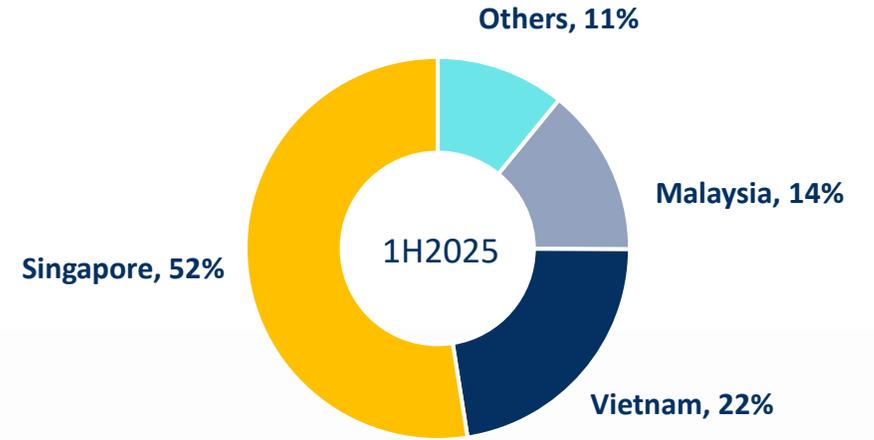
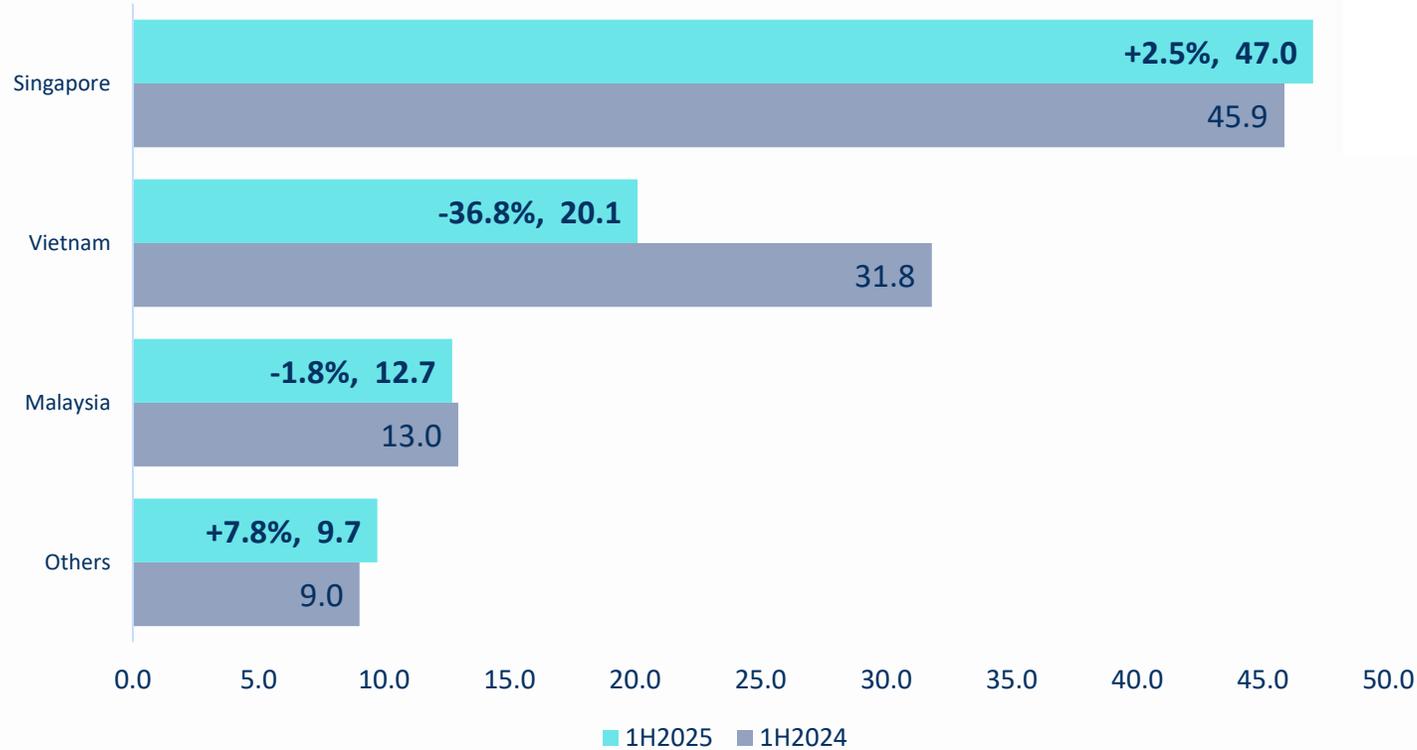
During 1H2025, as a result, we managed to

- release S\$8.1m (-24%) of working capital from inventory
- reduce bank borrowing by S\$1.7m (-16%)



# Performance by Geography

Revenue by Geography  
SGDm



# + We have 3 Revenue Segments

**01**

Specialty  
Pharmaceutical  
Principals



**02**

Proprietary  
Brands



**03**

Medical Hypermart  
& Digital



# + Updating the name of our segments

01

Pharmaceutical &  
Medical Aesthetics



02

Proprietary  
Brands

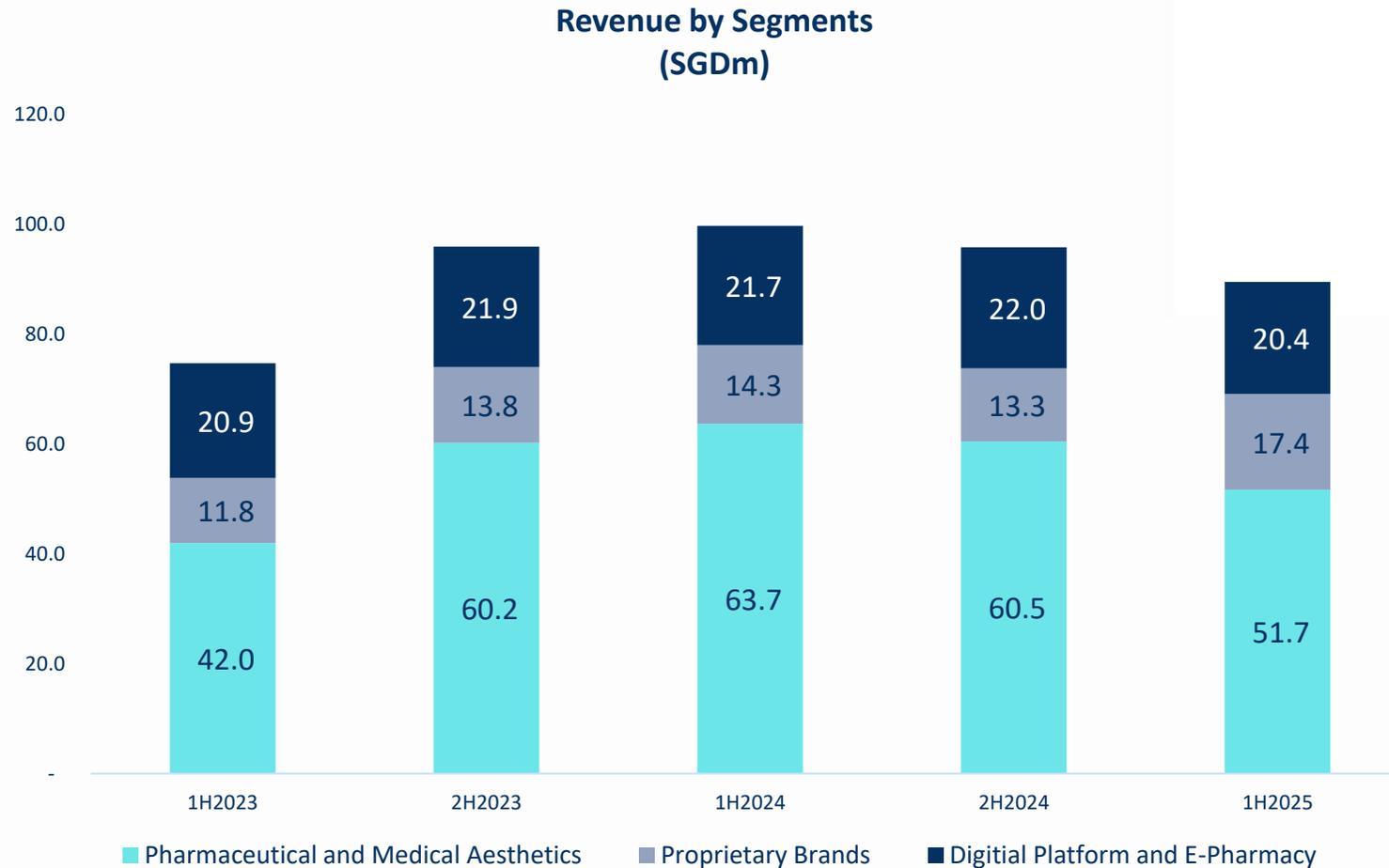


03

Digital Platform & E-  
Pharmacy

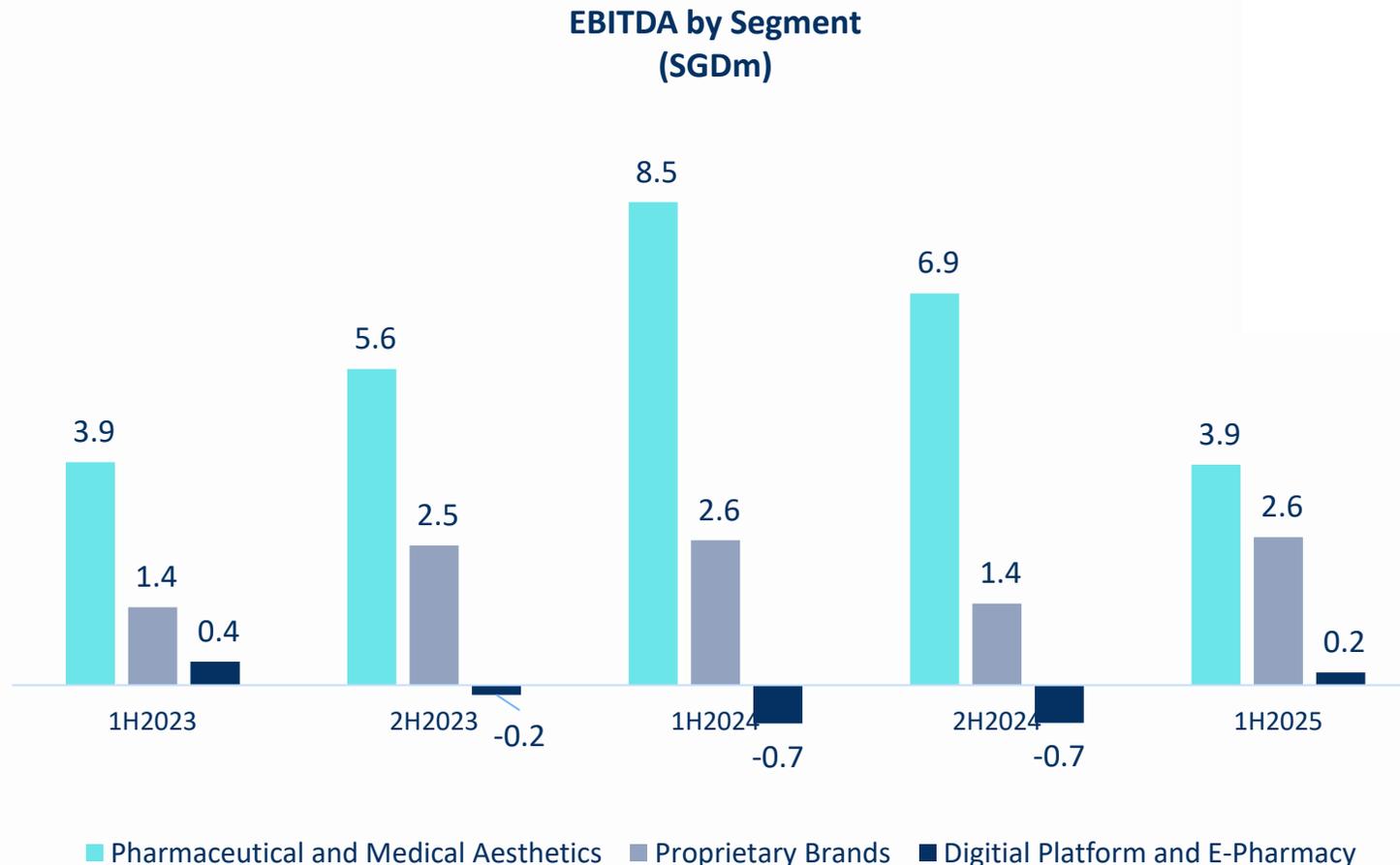


# Revenue by Segment



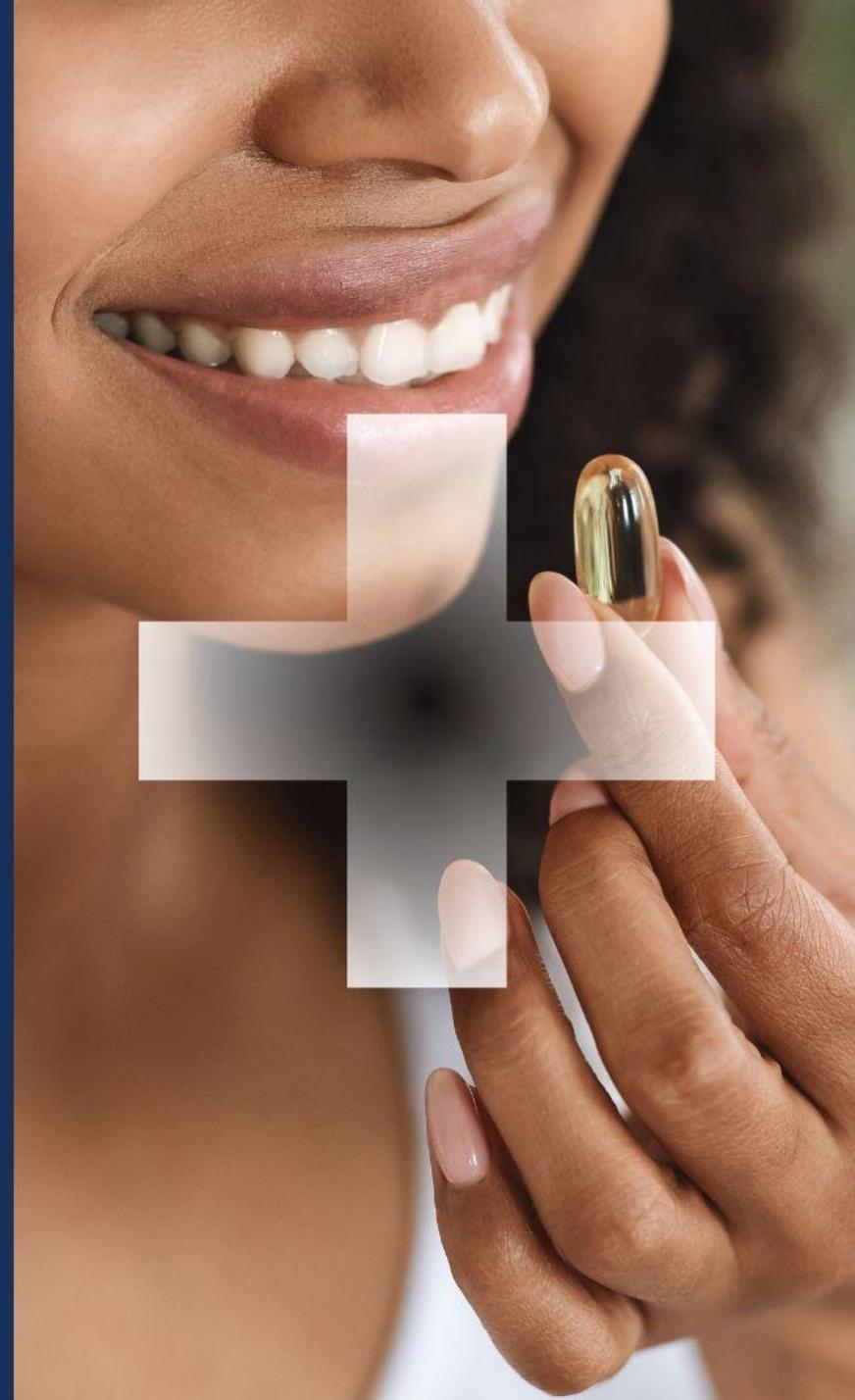
- **Pharmaceutical and Medical Aesthetics**
  - Transition of the brand Vivomixx® to Visiopro®
  - Fenosup® re-classified to Proprietary Brands segment during 1H2025
  - Reduction in sales in Vietnam.
- **Proprietary Brands**
  - Expansion of portfolio (Visiopro® and Fenosup®)
  - Higher demand for Ceradan® and Ocean Health®
- **Digital Platform and E-Pharmacy** revenue dropped marginally, reflecting the Group's strategy to improve portfolio mix to achieve higher gross profit margin.

# Segment Profitability



- **Pharmaceutical and Medical Aesthetics:**
  - Suffered from one-off provision of stock obsolesces for Sterimar of S\$2m.
- **Proprietary Brands**
  - Expansion of portfolio
  - Growth of Ceradan® and Ocean Health®
- **Digital Platform and E-Pharmacy**
  - Turned EBITDA positive
  - Benefiting from improvement in gross profit margin and operational efficiency

# Business Outlook



# Business Outlook

## Proprietary Brands



- Resources behind the new launch of Winlevi® in Singapore and Malaysia
- Continue product innovation, and grow current product portfolio
- Further penetrate existing markets and channels

## Pharmaceutical and Medical Aesthetics



- Grow medical aesthetics product portfolio and expand geographically
- Foreign exchange has continued to impact GPM, actively re-balance the product portfolio towards higher margin mix
- Continue to look for inorganic growth opportunities

## Digital Platform and E-Pharmacy



- Continue to pursue the platform development, while further strengthening customer and vendor base
- Streamline operations to achieve better efficiency
- Wholesale business to provide growth fuel for digital platform development



# Q&A



