



BioSyent Inc

**MAR 2014**

Q4 & Fiscal 2013 Results



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# BioSyent Inc. Q4 & Fiscal 2013 Results

Today's presentation by:  
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Chairman and CEO

March 12, 2014

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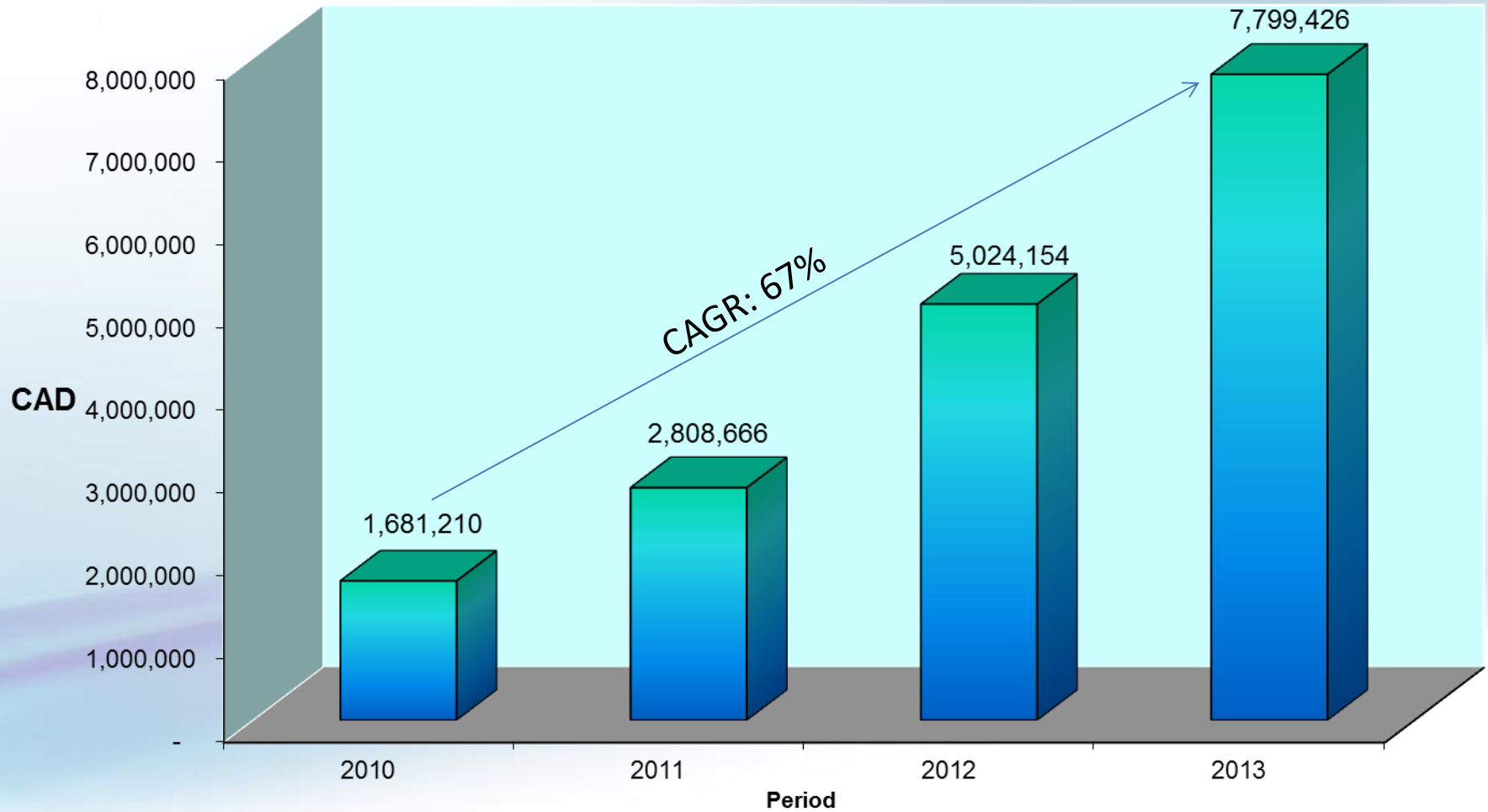
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# Sales by Quarter and twelve months ended December

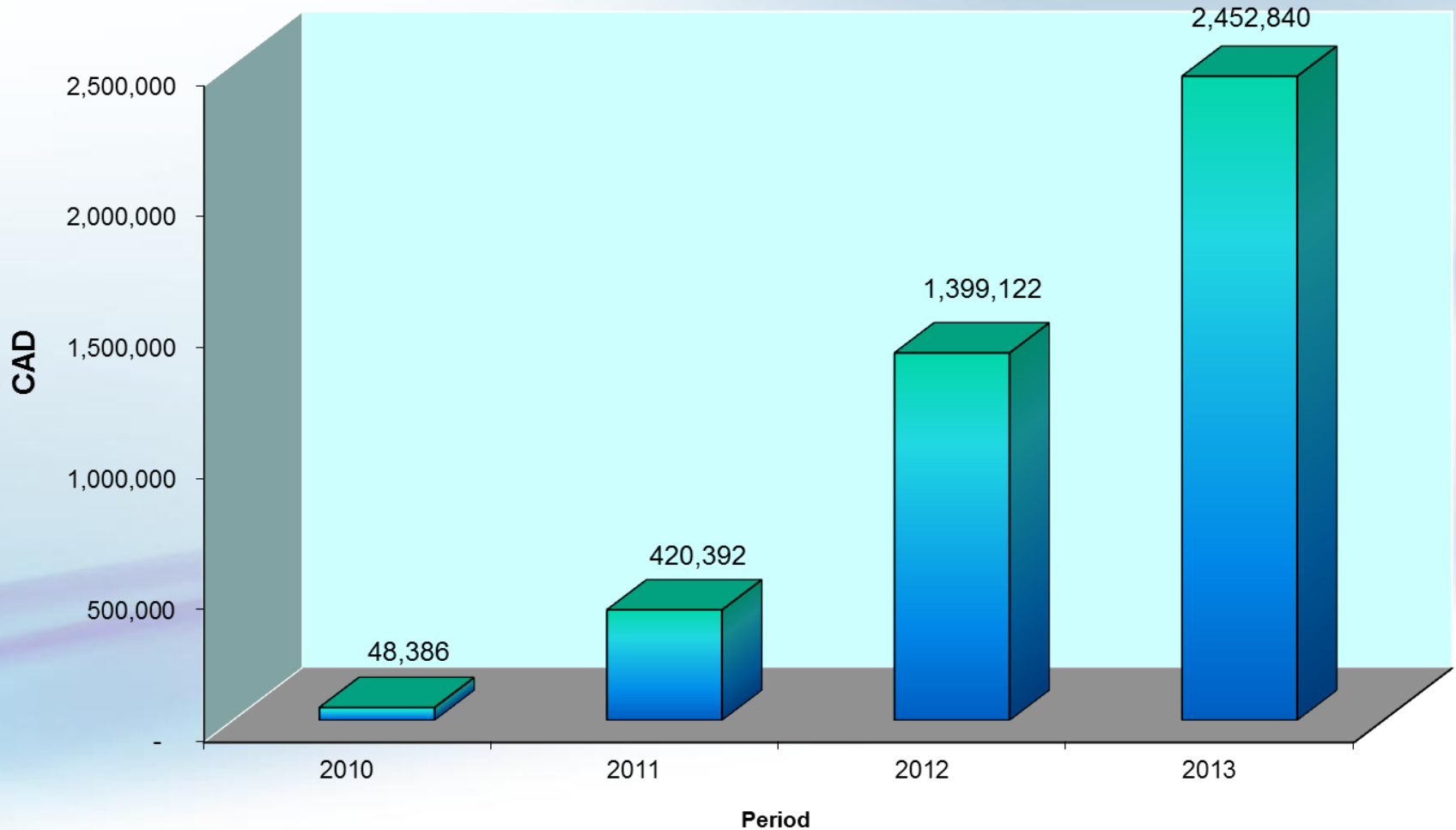


- **FeraMAX® Brand**
  - **Strong FeraMAX® 150 growth – up 11% sequentially**
  - **FeraMAX® Powder more than doubles vs. Q3 (low base)**
  - **New monthly records set for both products**
- **Cathejell™ units up 82% sequentially**
- **Pharma sales exceeded \$2 Million in a quarter for the first time**
- **As expected, very little Legacy product sales in Q4**

## Sales for Twelve Months Ended December

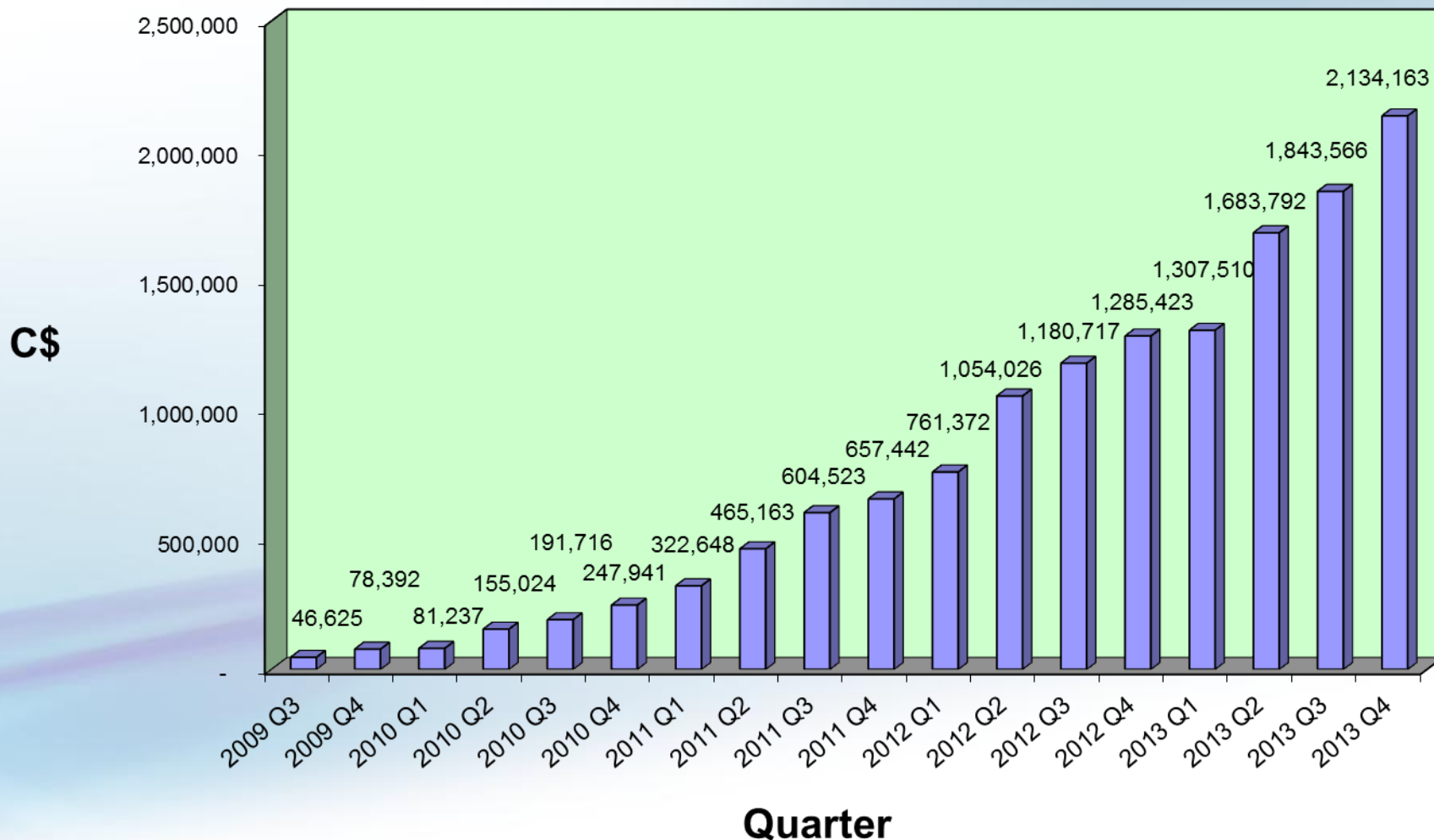


## Net Income Before Tax Twelve Months Ended December

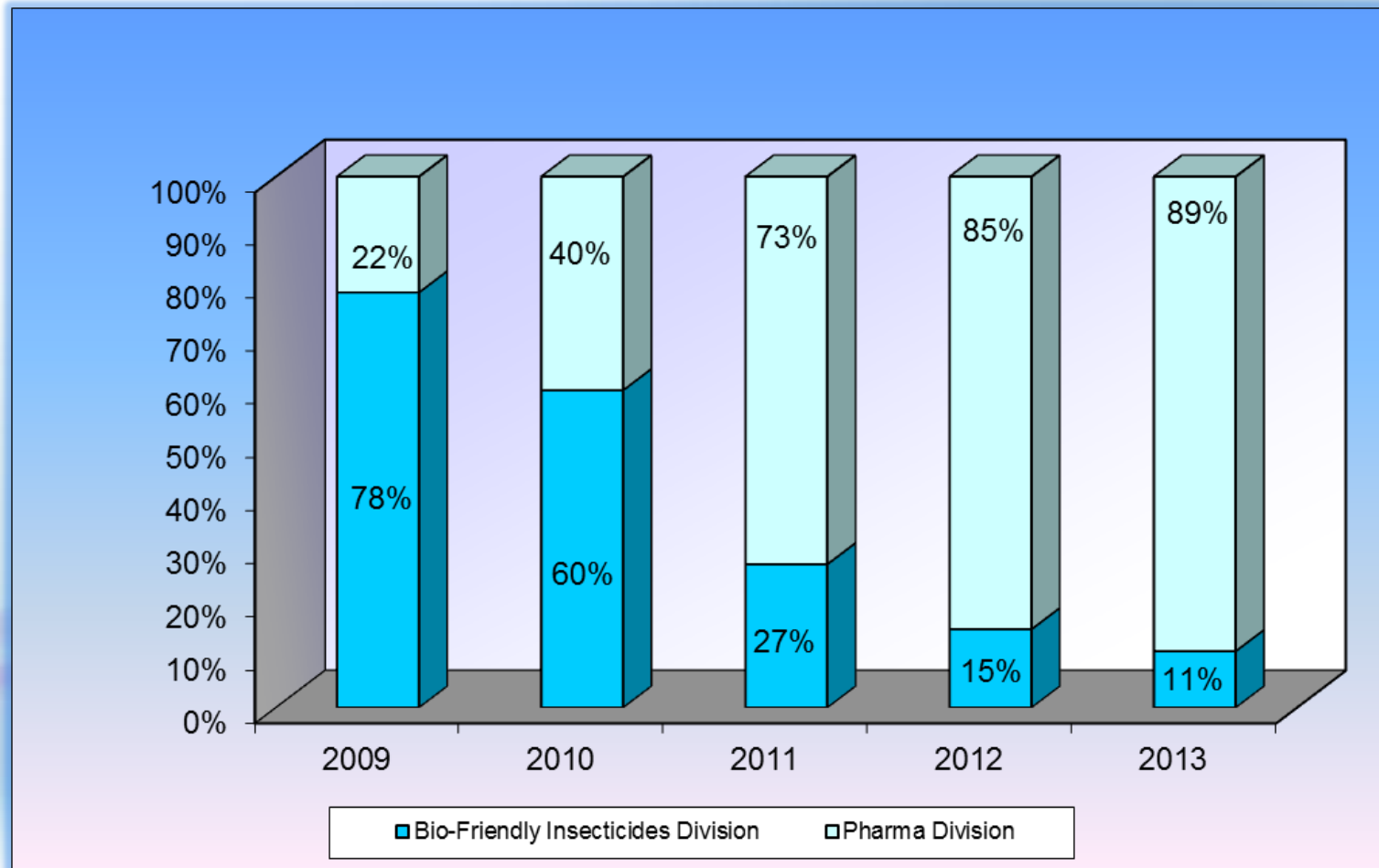


# Pharmaceutical Sales By Quarter

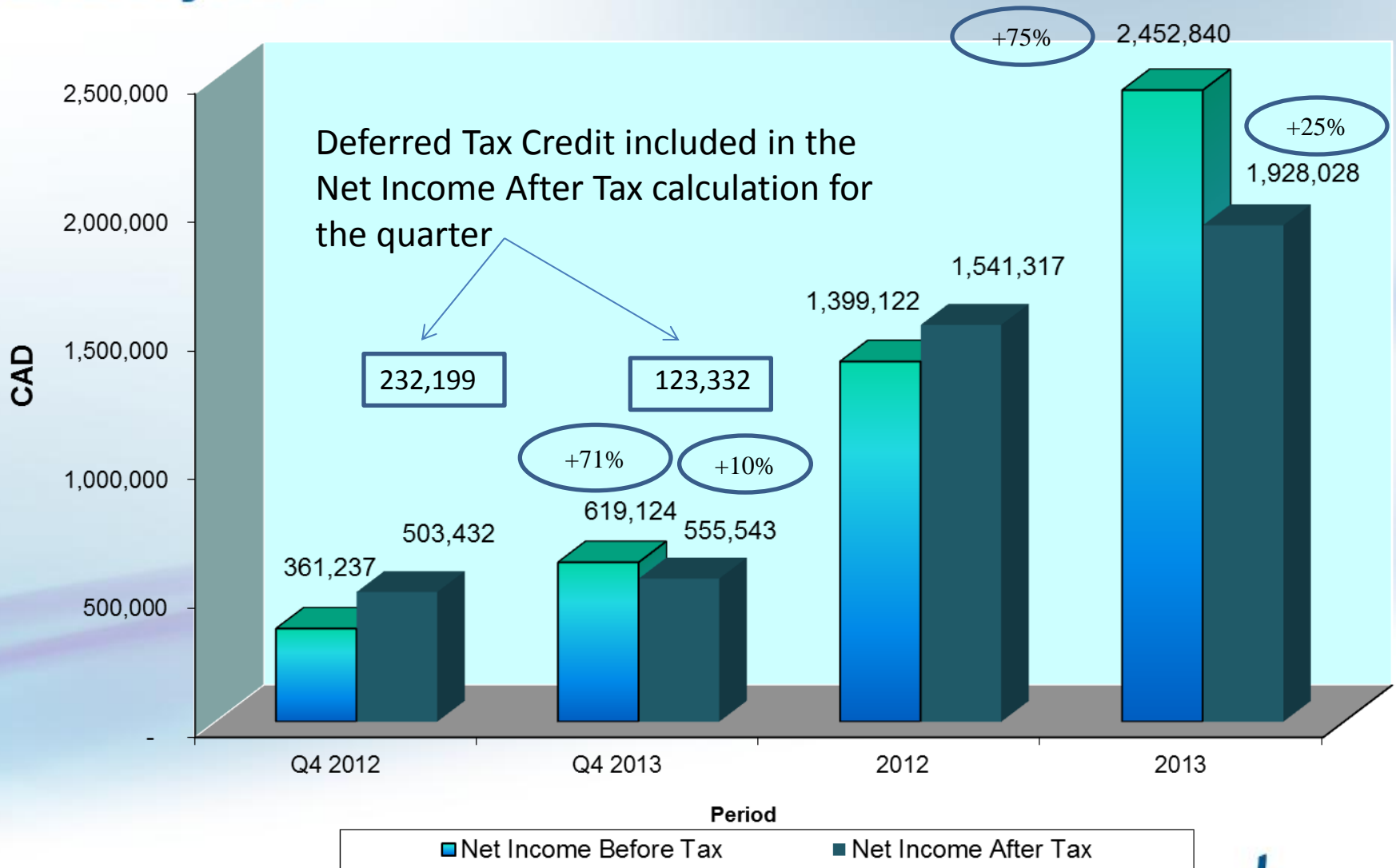
## 17 Consecutive Quarters of Growth







## Net Income Before & After Tax



AS AT	December 31 2011	December 31 2012	December 31 2013
<b>ASSETS</b>			
Receivables	\$ 335,186	\$ 589,697	\$ 585,519
Inventory	121,283	345,630	522,787
Prepaid expenses & deposits	35,921	71,257	136,511
Cash & Cash Equivalents	1,058,046	2,316,055	4,381,137
<b>CURRENT ASSETS</b>	\$ 1,550,436	\$ 3,322,639	\$ 5,625,954
Equipment	30,109	97,932	141,025
Intangible Assets	4,394	-	52,994
Deferred Tax	-	232,199	271,559
<b>TOTAL NON CURRENT ASSETS</b>	\$ 34,503	\$ 330,131	\$ 465,578
<b>TOTAL ASSETS</b>	<b>1,584,939</b>	<b>3,652,770</b>	<b>6,091,532</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>			
<b>CURRENT LIABILITIES</b>	\$ 422,371	\$ 723,357	\$ 767,672
Income Tax Payable	-	90,004	452,372
Deferred Tax Liability	-	-	16,858
Long & Short Term Debt	\$ 0	0	0
Total Equity	\$ 1,162,568	\$ 2,839,409	\$ 4,854,630
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	\$ 1,584,939	3,562,766	\$ 5,639,160

OPEX	Expense by Quarter			Full Year Expense		
	Q4 2012	Q4 2013	% Change	2012	2013	% Change
Selling & Marketing	392,550	536,414	37%	1,249,085	1,953,368	56%
General & Administration	326,856	523,214	60%	1,332,465	1,725,915	30%
All Other Expense Taken Together	(4,090)	15,469	-478%	3,346	23,037	588%
<b>Operating Expenses</b>	<b>715,316</b>	<b>1,075,097</b>	<b>50%</b>	<b>2,584,896</b>	<b>3,702,320</b>	<b>43%</b>

Q4 Revenue Increase vs. 2012

61%

2013 Revenue Increase

55%

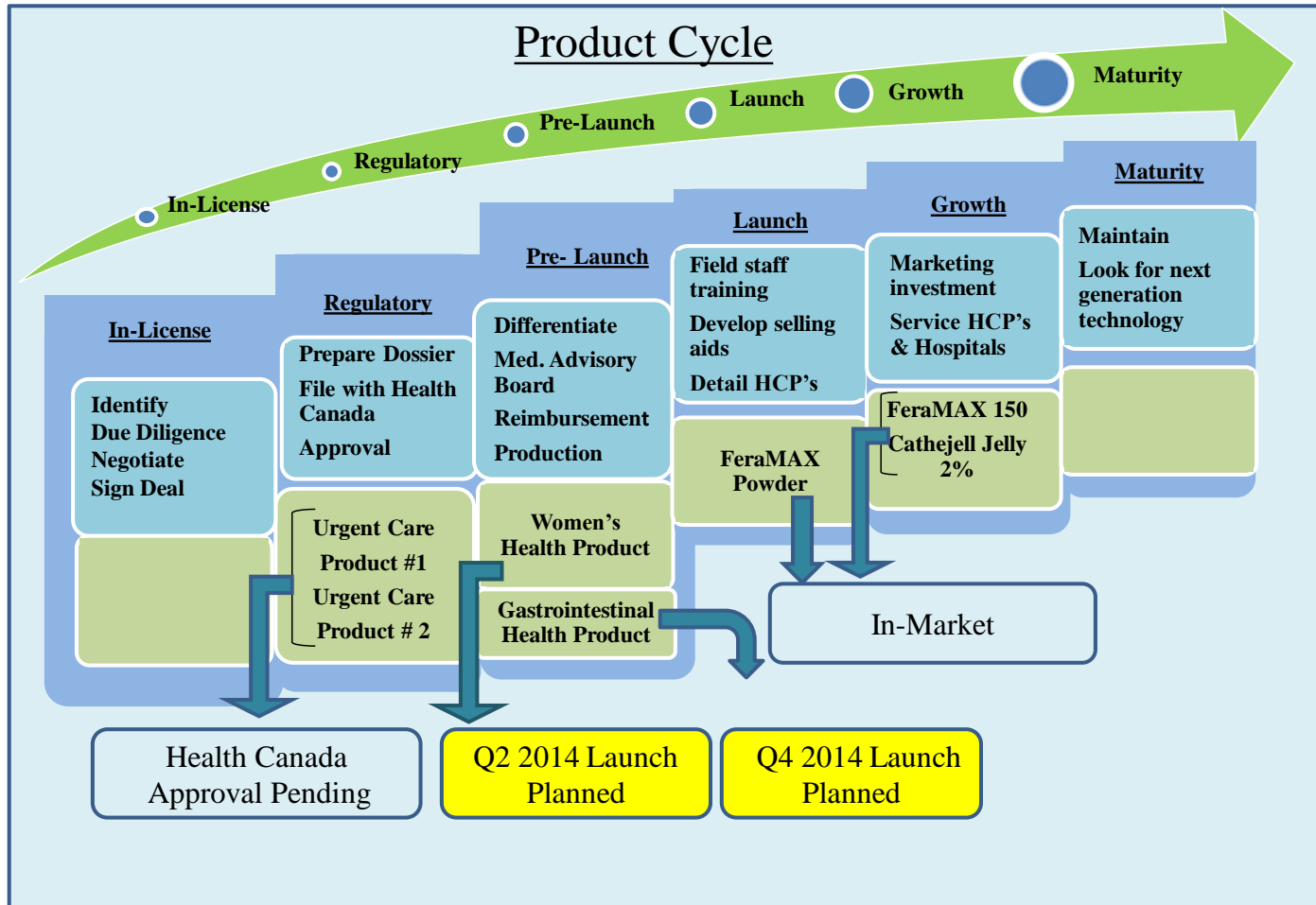
## Earnings Per Share December 31

	12 Months			3 Months
	2011	2012	2013	Q4 2013
<b>Numerator</b>				
Net income attributable to common shareholders	\$ 420,392	\$ 1,541,317	\$ 1,928,028	\$ 609,749
<b>Denominator</b>				
Basic				
Weighted average number of shares outstanding	12,517,743	12,862,222	13,511,894	13,437,976
Effect of Dilutive Securities adjusted for exercised options	711,762	1,295,350	887,775	820,505
Diluted				
Weighted average number of shares outstanding	13,229,505	14,157,572	14,399,669	14,258,481
<b>Basic earnings per share</b>	\$ 0.03	\$ 0.12	\$ 0.14*	\$ 0.05*
<b>Diluted earnings per share</b>	\$ 0.03	\$ 0.11	\$ 0.13*	\$ 0.04*

\*Tax Expense for 2013: \$0.04 per share

- **Announced the in-licensing of a new Gastrointestinal Health product**
  - Existing European partner (3<sup>rd</sup> partner from Europe) – same partner as Women's Health
  - Already Health Canada approved
  - Complimentary to existing promotion targets
  - Launch planned for Q4 2014
- **3 new medical sales representatives recruited – start later March**

- **Named Stephen Wilton to Board of Directors – over 28 years pharmaceutical experience including Astra Zeneca and Eli Lilly.**
- **Named to the TSX Venture Top 50 Ranking.**
- **Only one of over 2,100 TSXV companies to be named as a Top Performer for 3 consecutive years.**



3 products currently planned for 2014 launch  
 - 1 dependent on Health Canada approval





**Thank you.**

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