



BioSyent Inc.

# Q3/YTD 2021 Results

PRESENTED BY:

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PRESIDENT AND CEO

NOVEMBER 18, 2021

# Disclaimer

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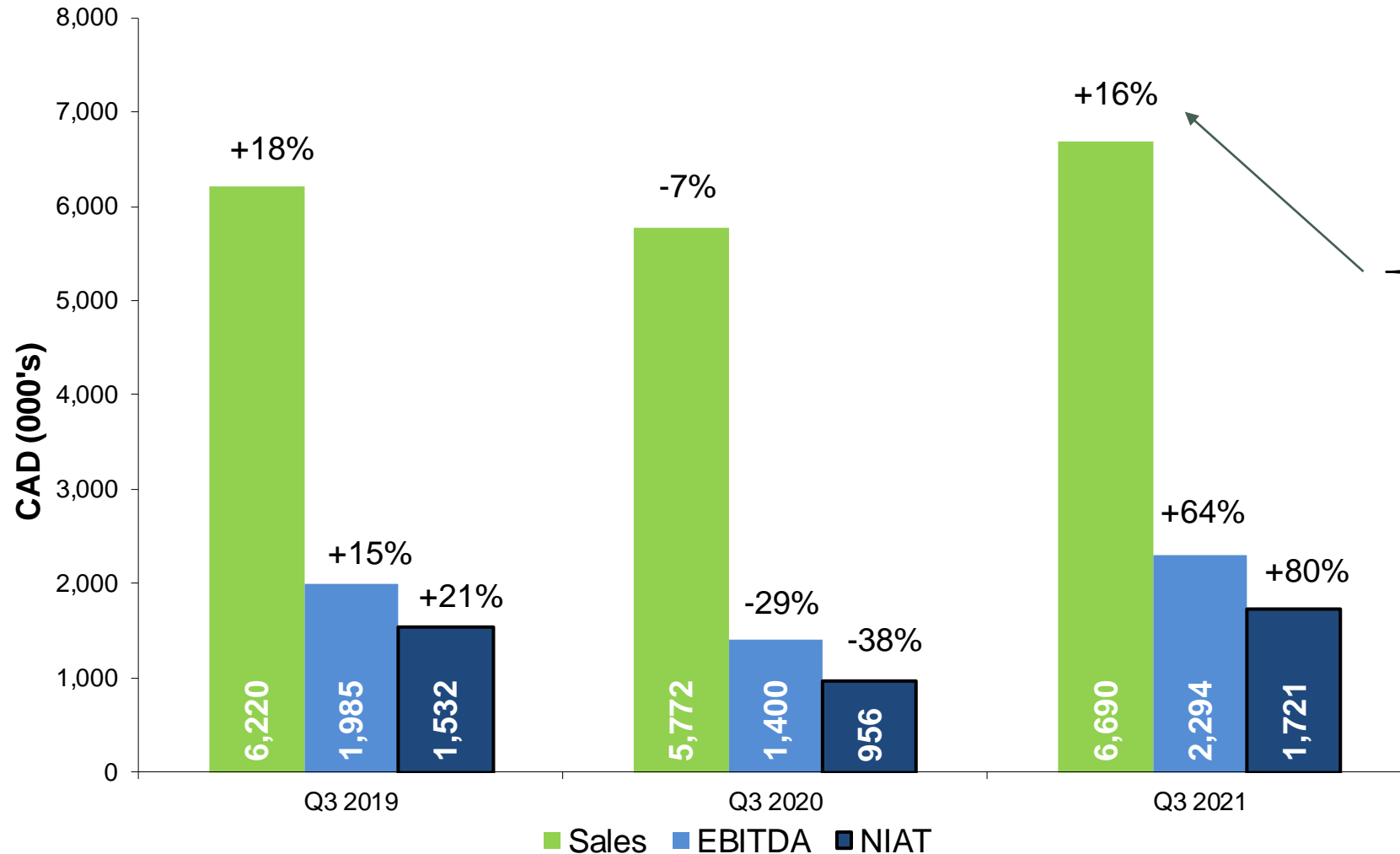
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# Sales, EBITDA and NIAT

## Quarter (Q3) ended September 30, 2021



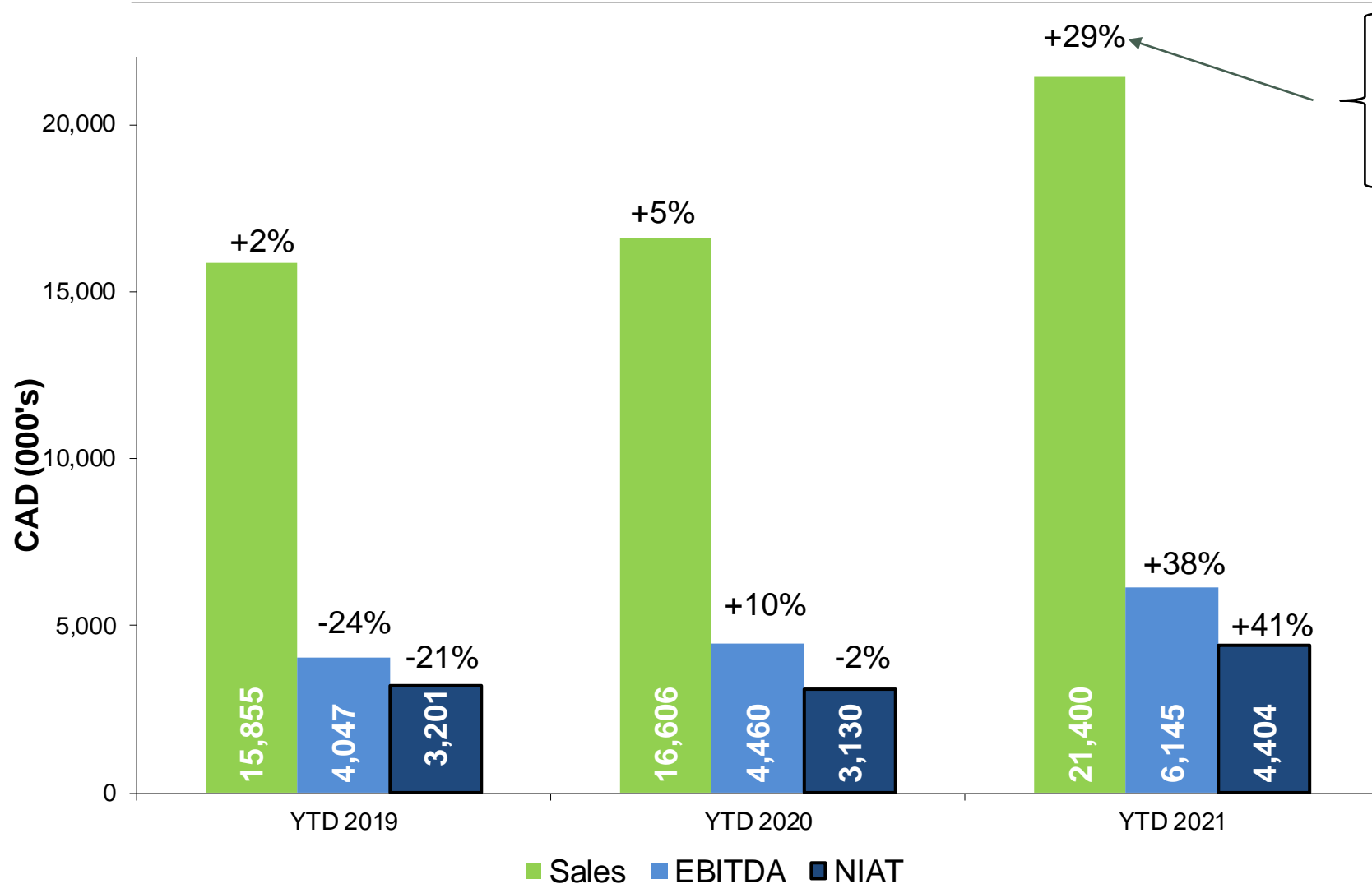
45 Consecutive Profitable Quarters

Q3 2021 Sales:  
 +17% Canadian Pharma  
 -100% International Pharma  
 -5% Legacy

- Q3 2021 Highest ever quarterly NIAT of \$1,721k
- Q3 2021 Net profit margin of 26%

# Sales, EBITDA and NIAT

Nine months (YTD) ended September 30, 2021



YTD 2021 Sales:  
+22% Canadian Pharma  
+675% International Pharma  
+31% Legacy

- Resilience of established Canadian pharma brands
- Tibella<sup>®</sup> and Combogesic<sup>®</sup> contribute to sales growth
- Resurgence of International pharma business

YTD 2021 net profit margin of 21% vs. YTD 2020 profit margin of 19% due to pre-revenue launch spending in YTD 2020 on Tibella<sup>®</sup> and Combogesic<sup>®</sup>

# Q3 / YTD 2021 Sales Summary

	Q3 '21 Sales (\$)	Q3 '21 vs. Q3 '20 (%)	YTD '21 Sales (\$)	YTD '21 vs. YTD '20 (%)
<b>Canadian Pharma (\$)</b>	<b>\$6,410k</b>	<b>+17%</b>	<b>\$19,314k</b>	<b>+22%</b>
FeraMAX® (units)		+6%		+14%
RepaGyn® (units)		(4%)		+8%
Tibella® (units)		+170%		n/a
Cathejell® (units)		+1%		+18%
Aguettant System® (units)		+68%		+8%
Cysview® (units)		(25%)		+35%
<b>International Pharma (\$)</b>	<b>\$0k</b>	<b>(100%)</b>	<b>\$1,305k</b>	<b>+675%</b>
<b>Legacy (\$)</b>	<b>\$281k</b>	<b>(5%)</b>	<b>\$780k</b>	<b>+31%</b>

-All brands contribute to YTD 2021 Canadian pharma growth

-Tibella® and Combogesic® launch growth rate impacted by depressed patient traffic through HCP offices

\$Nil Intrn'l FeraMAX® sales in Q3 2021; however, three international orders shipped in Q4 2021

Further growth in Legacy Business in Q4 2021

# COVID-19

## *Resilience through Challenges*

HCP access improving though still 1/3 below pre-COVID

Canadian HCP's not seeing patients in-person at pre-COVID levels

Launch products Tibella<sup>®</sup> and Combogesic<sup>®</sup> most affected

Canadian case counts recently rising - further uncertainty

We are pushing forward – results are evident

- FeraMAX<sup>®</sup> Pd platform introduced in October 2020
- Patented delivery system based on Polydextrose Iron Complex (“PDIC”)
- Foundation for future product developments
- Internally derived – lifecycle strategy



# Growth Drivers



FeraMAX<sup>®</sup> Pd Therapeutic 150 launched in Nov 2020

FeraMAX<sup>®</sup> Pd Powder 15 launched in Oct 2021

Further launch activity planned for 2022, 2023



HRT agent for menopause therapy

Launched in Canada late Jul 2020

Tibolone recently added to SOGC menopause treatment guidelines



First Canadian formulation of acetaminophen + ibuprofen for pain relief

Promotional activity commenced Q1 2021

Ordered by ~4,400 pharmacies





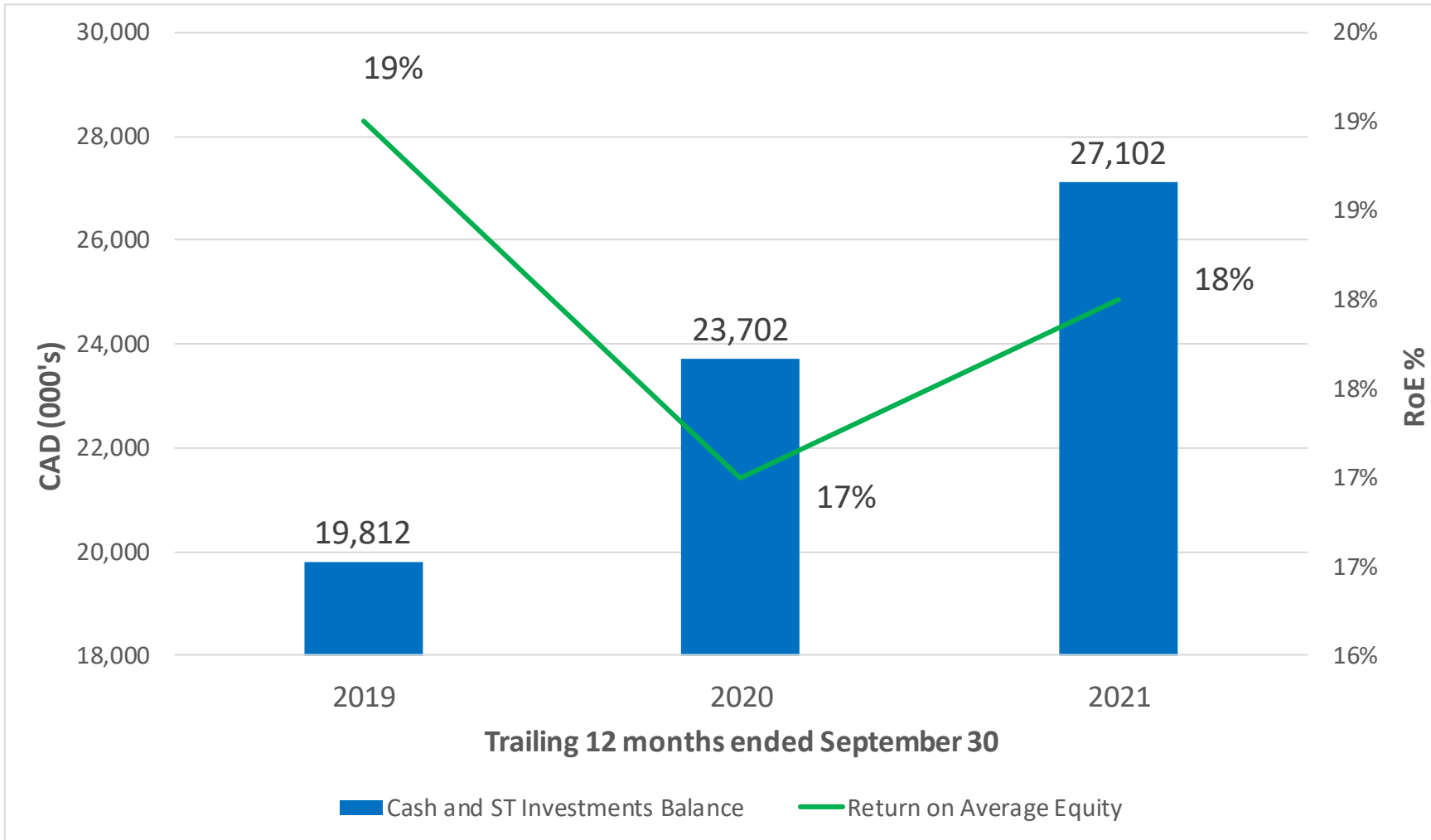
# Focus on Growth Assets

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Return of licensed rights and discontinue sale of products effective Dec 31, 2021:

- Aguetant<sup>®</sup> System for PFS
  - Cysview<sup>®</sup>
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- Focus on assets contributing more significantly to revenue and profit growth objectives, and providing better Return on Investment
    - Existing and new FeraMAX<sup>®</sup> products derived from lifecycle strategy
    - Combogesic<sup>®</sup>
    - Tibella<sup>®</sup>
  - FeraMAX<sup>®</sup> lifecycle strategy supported by unique technology application to drive awareness, compliance, treatment success and FeraMAX<sup>®</sup> brand market share
    - In-licensed July 2021
    - Pre-launch testing underway

# Cash Balance & Return and Equity (“RoE”)



- Zero Long-term Debt
- Sept 30/21 Working Capital of \$28,783k
- TTM Sept 30/21 Cash from Operations = \$4,735k
- TTM Sept 30/21 RoE Net of Cash and ST investments = 140%
- Equity reduced by \$565k upon repurchase of 79,700 shares under NCIB during TTM ended Sept 30/21

# Capital Allocation



Strategic Plan (2021-2025)  
updated earlier this year

Capital allocated to achievement of our long-term goals:

Growth

Diversification

Longevity



# Normal Course Issuer Bid (NCIB)

Period	No. Shares Repurchased	Fully Diluted Shares Outstanding
<b>Dec 10, 2018</b>		<b>14,675,307</b>
NCIB 1: Dec 10, 2018 - Dec 9, 2019	(950,000)	
NCIB 2: Dec 17, 2019 - Dec 16, 2020	(645,275)	
NCIB 3: Dec 17, 2020 – Nov 16, 2021	(142,650)	
<b>As of Nov 15, 2021</b>	<b>(1,737,925)</b>	<b>12,961,448</b>

62,950 shares repurchased subsequent to Q3 2021

- 12% reduction in fully diluted shares since commencing NCIB 1 in Dec 2018
- Average cost of \$6.09/share
- ~\$10.6 million cumulative capital investment in share buybacks to date – to the benefit of shareholders

# Fully Diluted Earnings per Share

Quarter	NIAT	Diluted EPS
Q3 2021	\$1,721,320	\$0.13
Q2 2021	\$1,018,074	\$0.08
Q1 2021	\$1,664,368	\$0.13
Q4 2020	\$665,702	\$0.05
Q3 2020	\$955,909	\$0.07
Q2 2020	\$722,206	\$0.06
Q1 2020	\$1,451,518	\$0.11
Q4 2019	\$1,167,845	\$0.08

Q3 2021 promotion investment in launch brands Tibella<sup>®</sup>, Combogesic<sup>®</sup> equivalent to:

\$0.03 f/d EPS Q3 2021

\$0.39

\$0.32

# Stock Information

As at November 17, 2021

Exchange & Trading Symbol	TSXV: RX
November 17, 2021 Closing Stock Price (CAD)	\$7.19
52 Week Hi/Low:	\$9.59 / \$6.76
Issued Common Shares:	12,796,258
Treasury – RSU Shares in Trust	<u>(201,500)</u>
Outstanding Common Shares:	12,594,758
Options Outstanding	172,345
RSUs Outstanding	<u>194,345</u>
Fully Diluted Common Shares:	<b>12,961,448</b>
P/E Ratio (TTM):	18.38
P/B Ratio:	2.93

Profitable.

Demonstrated financial durability.

Well positioned.

Growth assets.

Focused on long term growth and Total Shareholder Return.

# Thank you.