



# BioSyent Inc.

# Q1 2020 Results

MAY 28, 2020

PRESENTED BY:

RENÉ GOEHRUM  
PRESIDENT AND CEO

# Disclaimer

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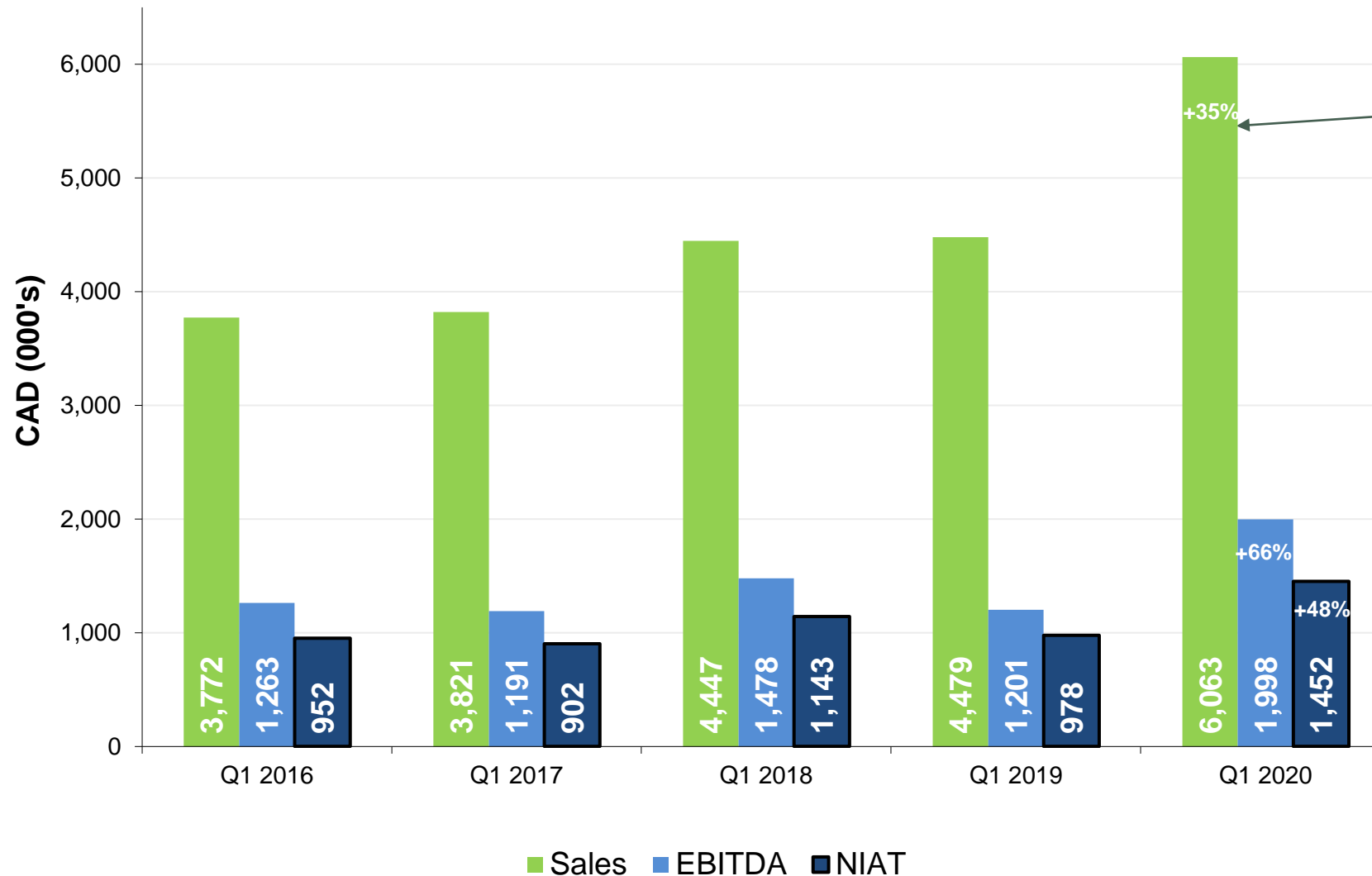
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# Sales, EBITDA and NIAT

## Quarter ended March 31, 2020



Driven by record quarterly sales for Canadian pharmaceutical business

COVID-19 accelerated volume 2<sup>nd</sup> half March

39 Consecutive Profitable Quarters

EBITDA Margin = 33%

# Q1 2020 Sales Summary

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- Q1 2020 Total Pharma Sales of \$6,024k **+41%** vs. Q1 2019
  - Q1 2020 Canadian pharma sales of \$5,956k **+39%** vs. Q1 2019
    - Q1 2020 vs. Q1 2019 Canadian pharma sales volumes (units):

Product	Q1 '20 vs. Q1 '19
FeraMAX <sup>®</sup>	<b>+44%</b>
RepaGyn <sup>®</sup>	<b>+25%</b>
Cathejell <sup>®</sup>	<b>+22%</b>
Aguettant System <sup>®</sup>	<b>+39%</b>
Cysview <sup>®</sup>	<b>(62%)</b>

- Q1 2020 International pharma sales of \$68k vs. Q1 2019 sales of \$nil
- Q1 2020 Legacy Business Sales of \$39k **(81%)** vs. Q1 2019

# COVID-19

*Business Not as Usual*

Impact on sales volume and timing

Consumer/patient demand implications

Supply Chain

Credit/receivables

Customer access

Operations

Planning – product launches

# Driving Sales Growth FeraMAX<sup>®</sup>



**#1 Pharmacist and Physician recommended iron supplement in Canada for 5 consecutive years**

48% of Pharmacists

47% of Physicians





# New Products

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- Women's health product: HRT
- Short-term treatment of vasomotor symptoms in postmenopausal women



# New Products

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## *Combogesic*<sup>®</sup> MD

- Double action pain relief of acetaminophen and ibuprofen in a single pill
- Superior efficacy versus acetaminophen or ibuprofen alone



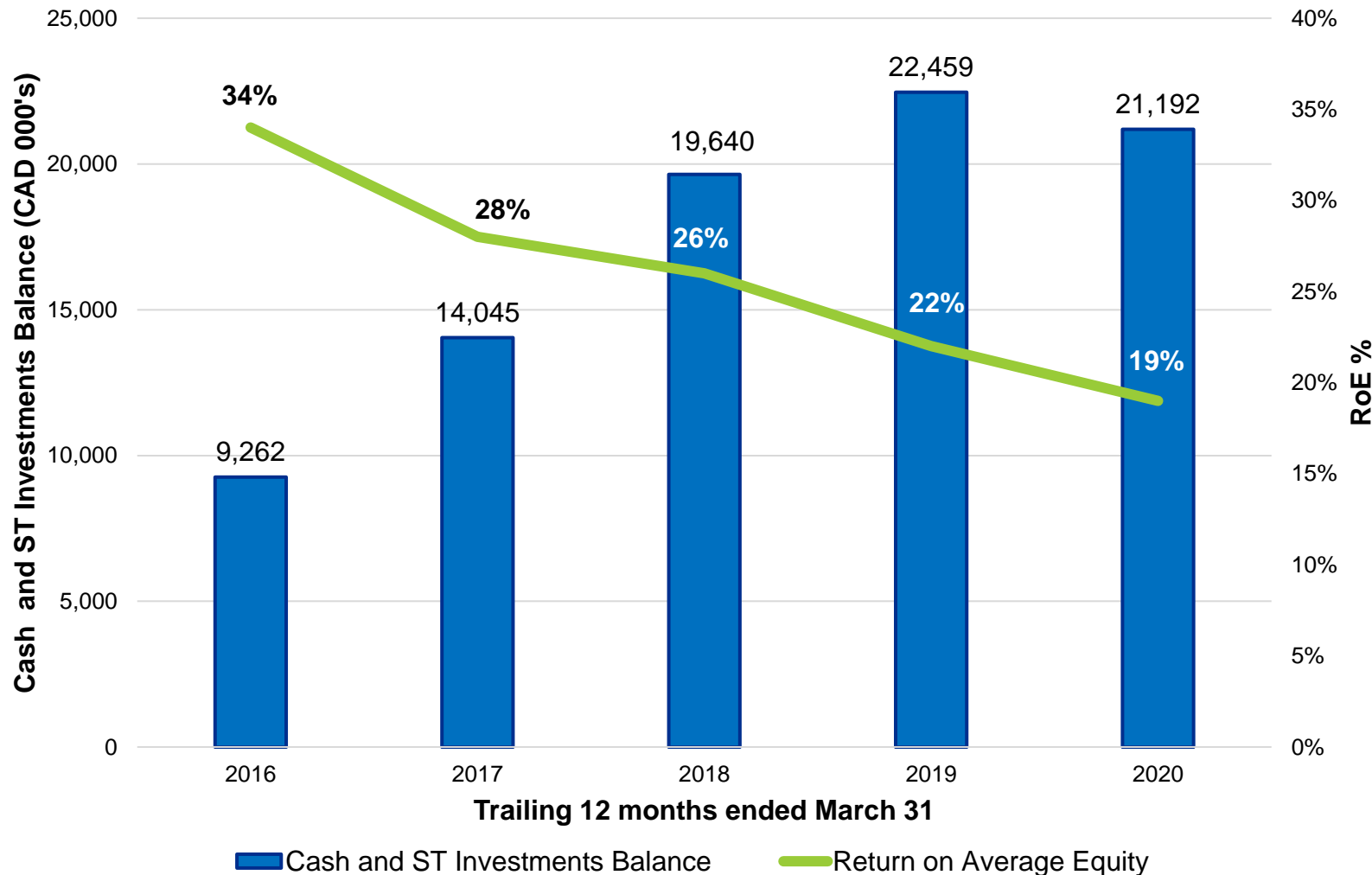


# Normal Course Issuer Bid (NCIB)

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 31, 2019	(51,000)	
NCIB 2: Jan 1, 2020 - Mar 31, 2020	(261,875)	
NCIB 2: Apr 1, 2020 - May 26, 2020	(332,400)	
<b>As of May 26, 2020</b>	<b>(1,595,275)</b>	<b>13,114,807</b>

**11% reduction in fully diluted shares since commencing NCIB 1 in Dec 2018**

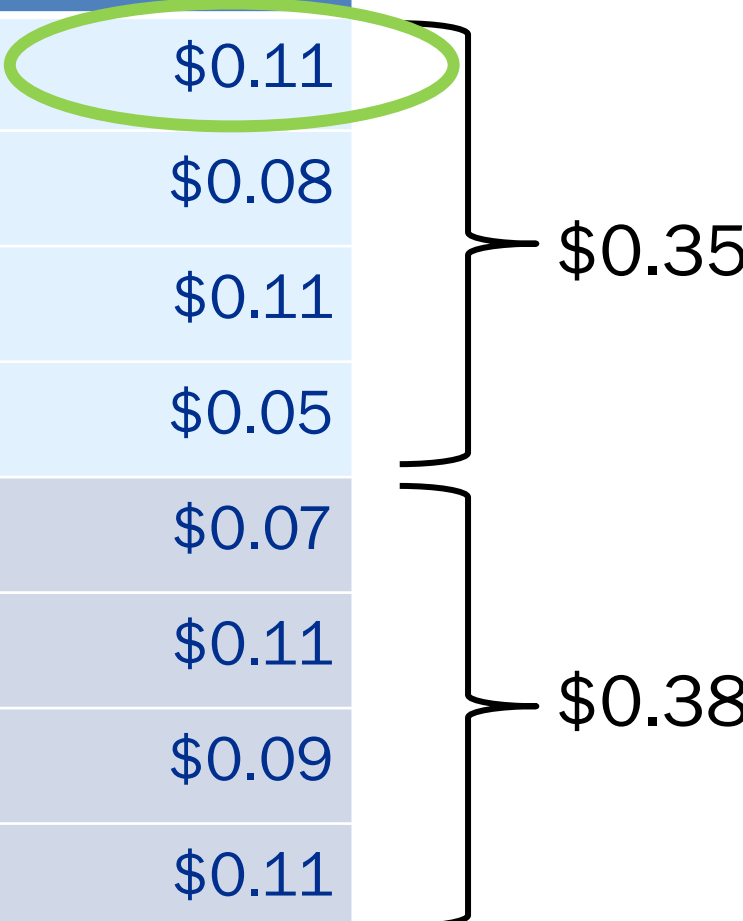
# Cash Balance & Return and Equity (“RoE”)



- Q1 2020 Cash Generation of +\$512k (ex-NCIB+RSU spend of \$1,294k)
- Zero Long-term Debt
- Working Capital of \$23,390k
- March 31, 2020 Cash Balance = \$1.58 per share (fully diluted)
- TTM March 31, 2020 RoE Net of Cash and ST investments = 124%
- Equity reduced by \$1,203k upon repurchase of 261,875 shares under NCIB in Q1 2020

# Fully Diluted Earnings per Share

Quarter	NIAT	Diluted EPS
Q1 2020	\$1,451,518	\$0.11
Q4 2019	\$1,167,845	\$0.08
Q3 2019	\$1,532,426	\$0.11
Q2 2019	\$690,843	\$0.05
Q1 2019	\$978,181	\$0.07
Q4 2018	\$1,671,410	\$0.11
Q3 2018	\$1,270,613	\$0.09
Q2 2018	\$1,620,233	\$0.11



# Stock Information

As at May 26, 2020

Exchange & Trading Symbol	TSXV: RX
May 26, 2020 Closing Stock Price (CAD)	\$4.17
52 Week Hi/Low:	\$8.20 / \$3.14
Issued Common Shares:	12,989,570
Treasury – RSU Shares in Trust	(128,000)
Treasury – NCIB Pending Cancellation	<u>(53,400)</u>
Outstanding Common Shares:	12,808,170
Options Outstanding	177,512
RSUs Outstanding	<u>129,125</u>
Fully Diluted Common Shares:	<u>13,114,807</u>
P/E Ratio (TTM):	11.29
P/B Ratio:	2.08

Profitable.

Demonstrated financial durability.

Well positioned.

Growth assets.

Intensely focused on long term growth.

# Thank you.