



BioSyent Inc.

Q1 2022 Results

MAY 18, 2022

PRESENTED BY:

RENÉ GOEHRUM
PRESIDENT AND CEO

Disclaimer

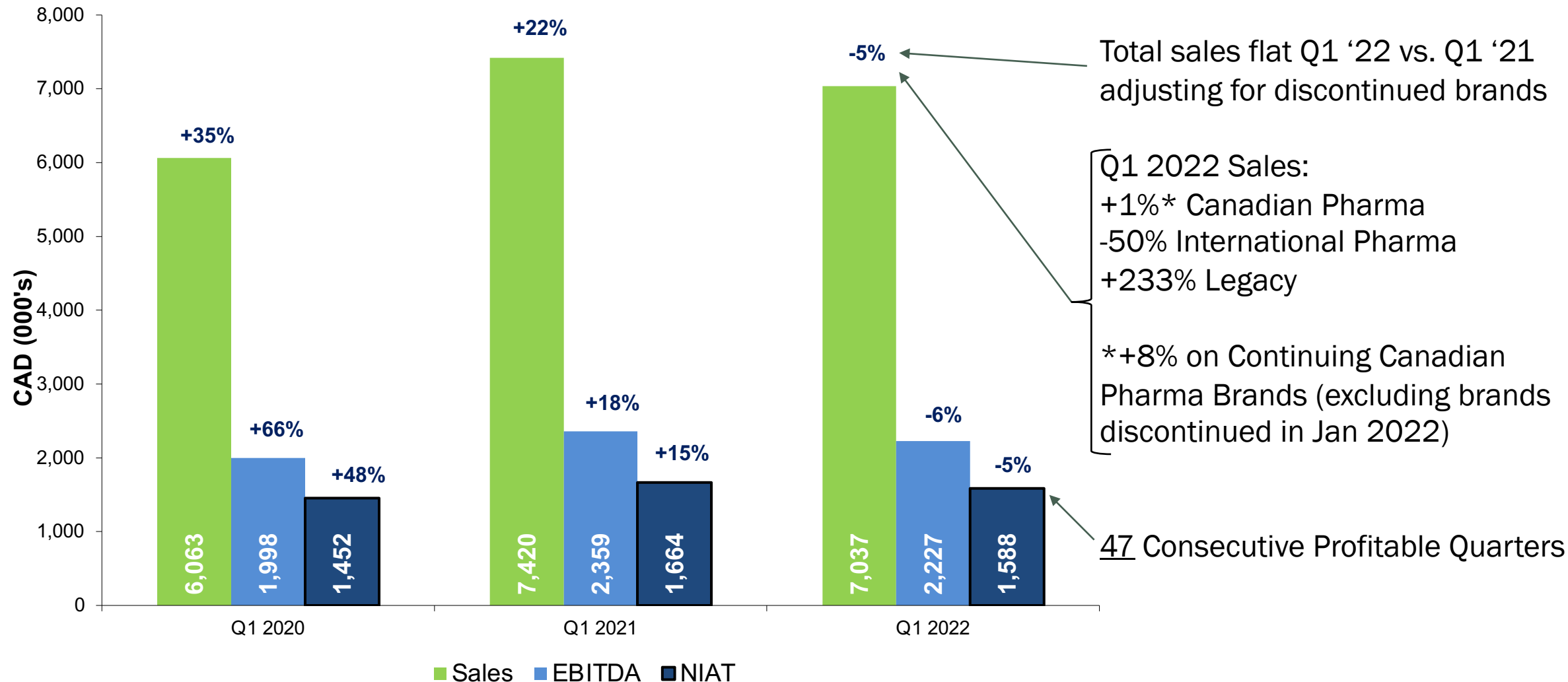
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Sales, EBITDA and NIAT

Quarter (Q1) ended March 31, 2022



Fully Diluted Earnings per Share

Quarter	NIAT	Diluted EPS	
Q1 2022	\$1,587,904	\$0.13	\$0.49 - TTM
Q4 2021	\$1,877,804	\$0.15	
Q3 2021	\$1,721,320	\$0.13	
Q2 2021	\$1,018,074	\$0.08	
Q1 2021	\$1,664,368	\$0.13	\$0.31
Q4 2020	\$665,702	\$0.05	
Q3 2020	\$955,909	\$0.07	
Q2 2020	\$722,206	\$0.06	

Q1 2022 Sales Summary

	Q1 '22 Sales (\$)	Q1 '22 vs. Q1 '21 (%)	
Canadian Pharma (\$)	\$6,319k	+1%	
FeraMAX® (units)		+4%	+8% Sales Growth on Continuing Canadian Pharma Brands
RepaGyn® (units)		+16%	
Tibella® (units)		+66%	
Combogesic® (units)		(5%)	
Cathejell® (units)		+3%	
Aguettant System® (units)*	\$0k	n/a	
Cysview® (units)*	\$0k	n/a	
International Pharma (\$)	\$566k	(50%)	Large single FeraMAX® export sale in Q1 2021 (\$1,140k)
Legacy (\$)	\$153k	+233%	

*Products discontinued January 2022

FeraMAX[®] #1 for 7th Consecutive Year

FeraMAX[®]



- Most recommended iron supplement in Canada by both pharmacists and physicians
- Based on *Pharmacy Practice + Business*, *The Medical Post* and *Profession Santé* 2022 Survey on OTC Counselling and Recommendations
- BioSyent continues to innovate and expand FeraMAX[®] product line for iron health



- FeraMAX® Pd platform introduced in October 2020
- Patented delivery system based on Polydextrose Iron Complex (“PDIC”)
- Foundation for future product developments
 - FeraMAX® Pd Therapeutic 150 launched Nov 2020
 - FeraMAX® Pd Powder 15 launched Oct 2021
 - Life Cycle strategy – further innovation for greater share of market
 - Preparing for new product launch in Q4 2022
 - Additional products in development

Growth Drivers



FeraMAX® Pd Platform – Life Cycle Strategy

- Additional products in development
- Next product launch ~Q4 2022



HRT agent for menopause therapy

- Launched July 2020



First formulation combining acetaminophen + ibuprofen for pain relief in Canada

- Promotion initiated in Q1 2021



New women's health product approved by Health Canada

- Launch preparations underway (~Q1 2023)



New products

- Acquisition and in-licensing opportunities assessed on a continual basis

Investments In:

Field Salesforce



Marketing Resources



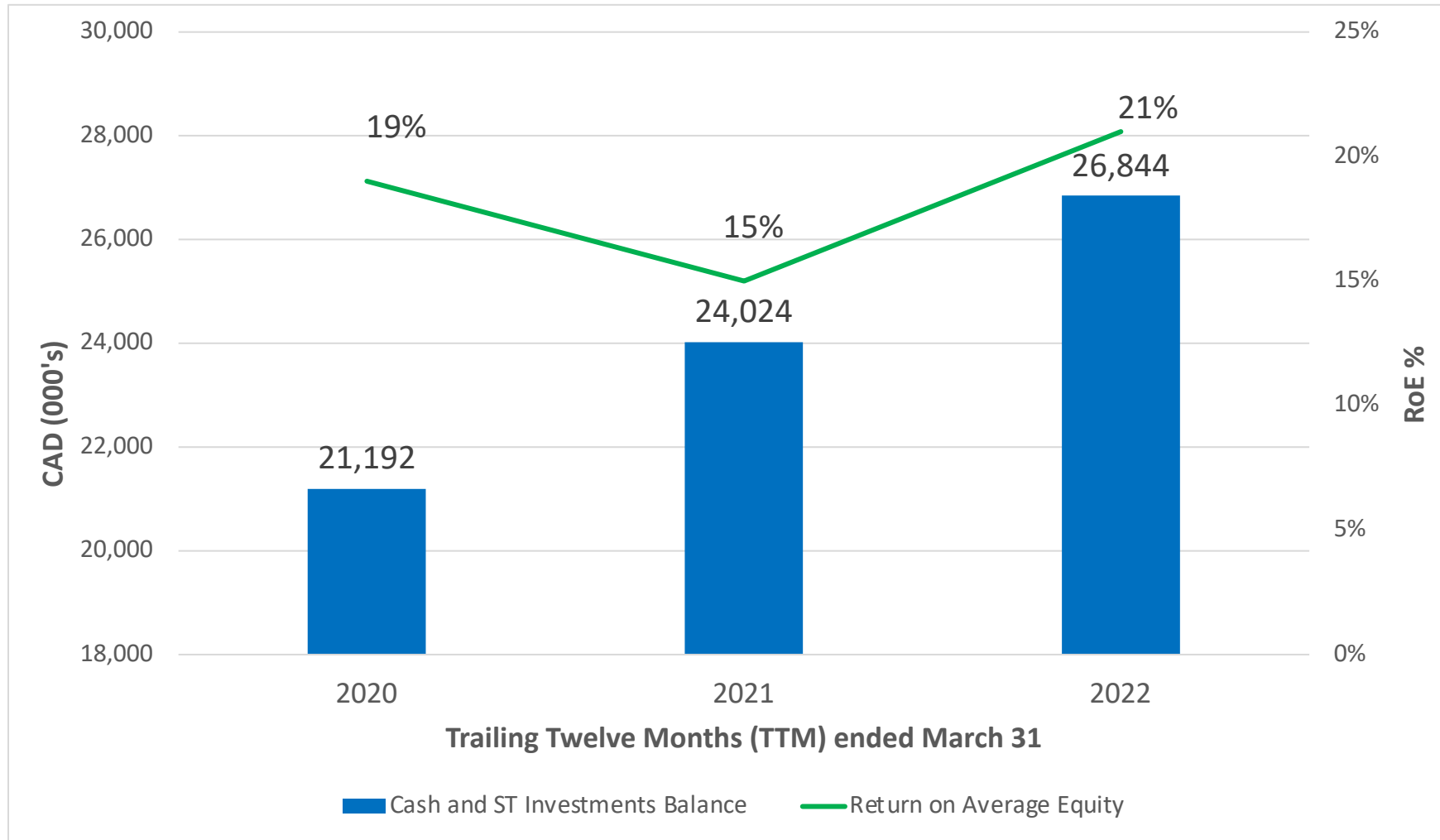
Product Development



Business Development



Cash Balance & Return and Equity (“RoE”)



- Zero Long-term Debt
- Mar 31/22 Working Capital of \$30,524k
- TTM Mar 31/22 Cash from Operations = \$5,484k
- TTM Mar 31/22 RoE Net of Cash and ST investments = 139%
- Equity reduced by \$1,807k upon repurchase of 230,650 shares under NCIB during TTM Mar 31/22
- Execution of strategy drives RoE to 21%



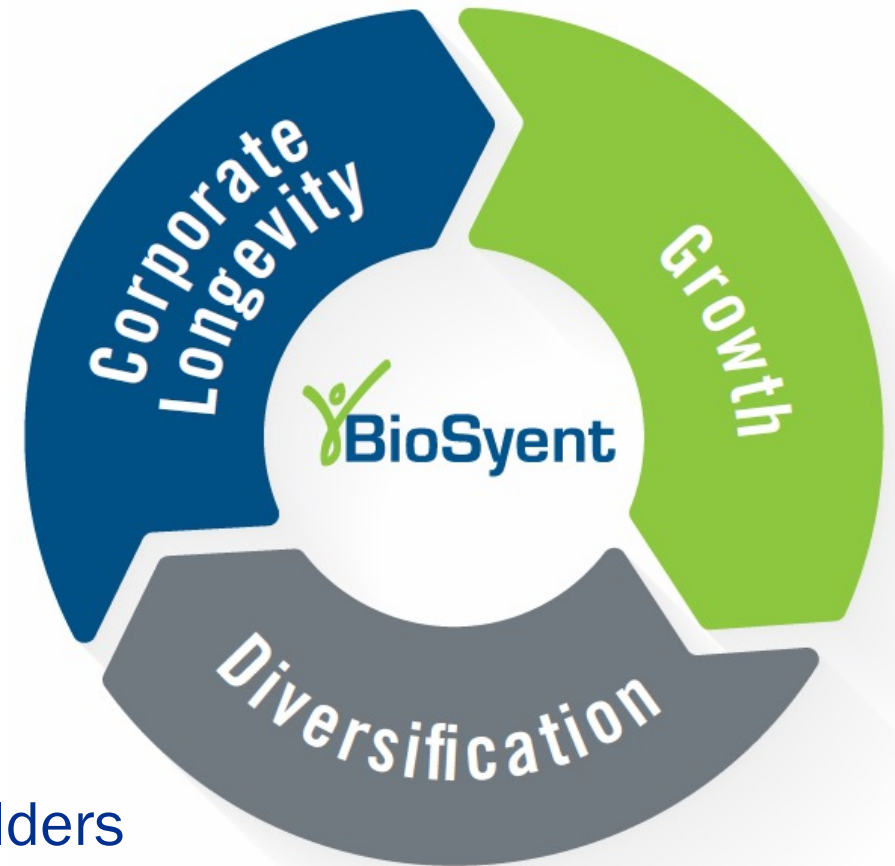
Capital Allocation linked to Strategy

First use of capital is to generate revenue
growth & portfolio diversification

Cash: \$26.8M

Debt: \$0M

Growth &
Diversification



Excess capital may also be returned to shareholders

Normal Course Issuer Bid (NCIB)

Period	No. Shares Repurchased	Fully Diluted Shares Outstanding
Dec 10, 2018		14,675,307
NCIB Purchases: Dec 10, 2018 – present	(1,905,925)	
As of May 13, 2022		12,816,212

129,700 shares purchased
Jan 1 – May 13, 2022

- 13% reduction in f/d shares since commencing NCIB 1 in Dec 2018
- ~\$11.9 million cumulative capital investment in share buybacks to date @ avg cost of \$6.26/shr
- TTM EPS of \$0.49 (cf. \$0.43 if no NCIB purchases)
- No new stock options granted since 2019
- Outstanding RSUs fully funded with shares purchased in open market and held in trust

Stock Information

As at May 13, 2022

Exchange & Trading Symbol	TSXV: RX
May 13, 2022 Closing Stock Price (CAD)	\$8.45
52 Week Hi/Low:	\$10.00 / \$6.76
Issued Common Shares:	12,634,161
Treasury – RSU Shares in Trust	<u>(226,100)</u>
Outstanding Common Shares:	12,408,061
Options Outstanding	164,475
RSUs Outstanding	<u>243,676</u>
Fully Diluted Common Shares:	12,816,212
P/E Ratio :	17.45
P/B Ratio:	3.27

Profitable.

Demonstrated financial durability.

Well positioned.

Growth assets.

Focused on long term growth and Total Shareholder Return.

Thank you.