



BioSyent Inc.

Q2 / H1 2022 Results

AUGUST 23, 2022

PRESENTED BY: RENÉ GOEHRUM
PRESIDENT AND CEO



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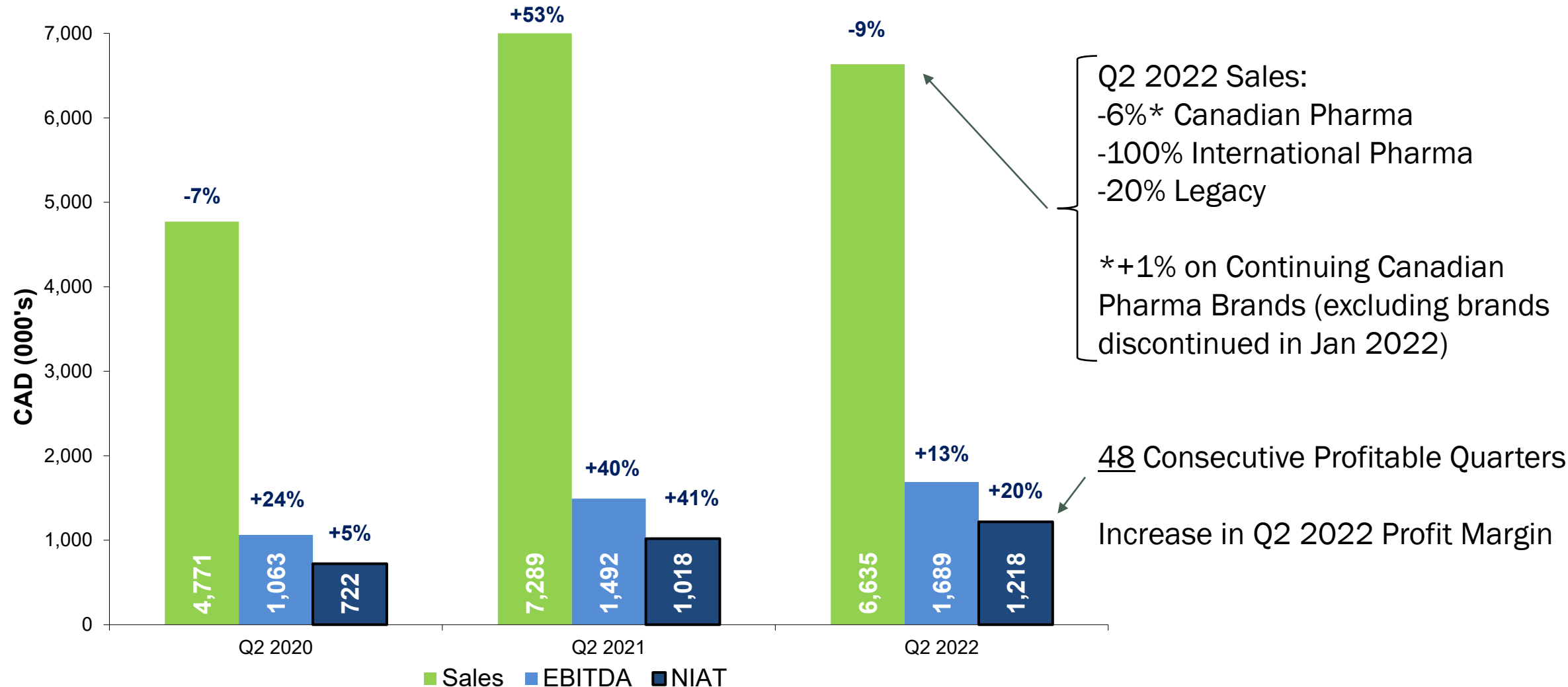
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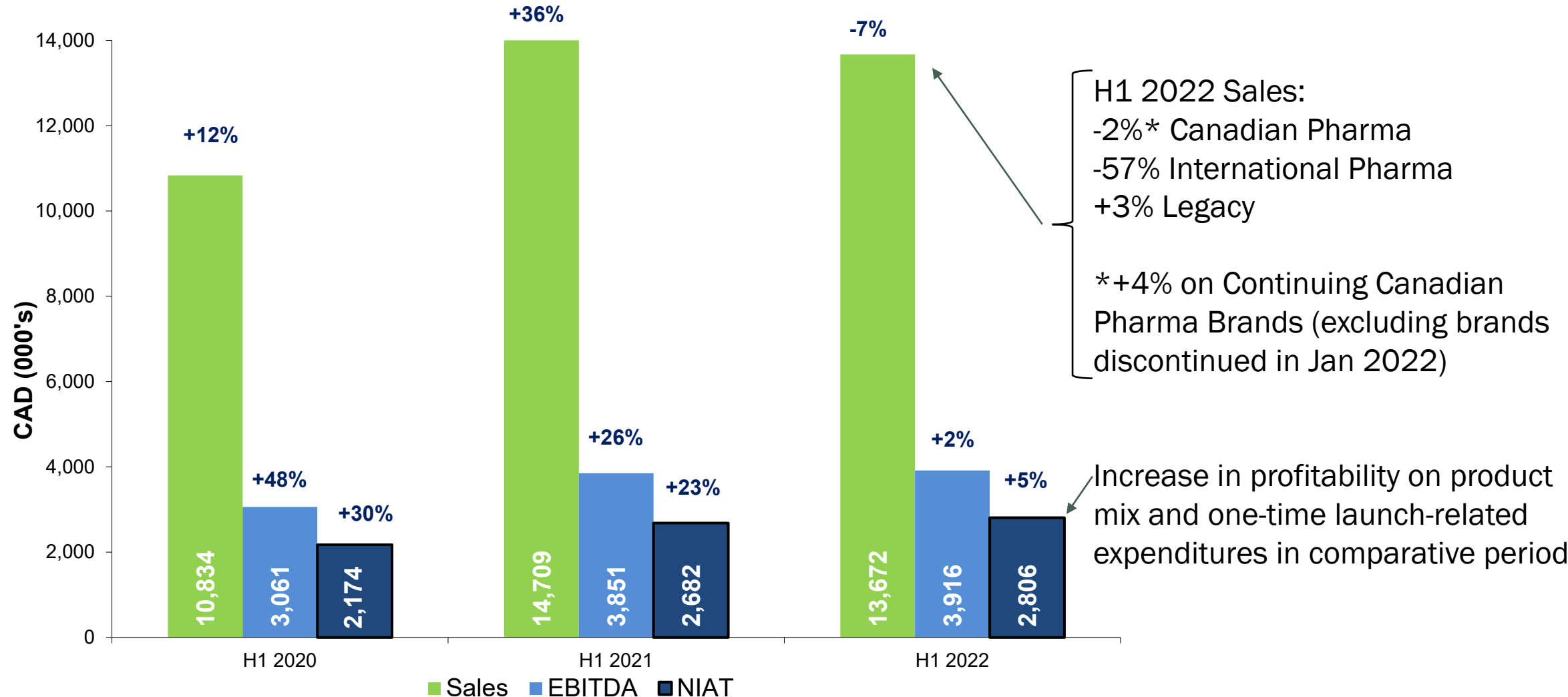
Sales, EBITDA and NIAT

Quarter (Q2) ended June 30, 2022



Sales, EBITDA and NIAT

First Half (H1) ended June 30, 2022



Fully Diluted Earnings per Share

Quarter	NIAT	Diluted EPS
Q2 2022	\$1,217,883	\$0.10
Q1 2022	\$1,587,904	\$0.13
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
Q4 2020	\$665,702	\$0.05
Q3 2020	\$955,909	\$0.07

\$0.50

\$0.33

Q2 / H1 2022 Sales Summary

	Q2 '22 Sales (\$)	Q2 '22 vs. Q2 '21 (%)	H1 '22 Sales (\$)	H1 '22 vs. H1 '21 (%)	
Canadian Pharma (\$)	\$6,272k	(6%)	\$12,591k	(2%)	FeraMAX® wholesale trade inventory slightly reduced in Q2 – retail sales showed modest growth
FeraMAX® (units)		(8%)		(2%)	
RepaGyn® (units)		+13%		+14%	
Cathejell® (units)		+8%		+6%	
Tibella® (units)		+52%		+58%	Double-digit launch brand growth Q2/H1
Combogesic® (units)		+45%		+10%	
Aguettant System® (units)*		(100%)		(100%)	
Cysview® (units)*		(100%)		(100%)	Large single FeraMAX® export sale in H1 2021 (\$1,140k)
International Pharma (\$)	\$0k	(100%)	\$566k	(57%)	
Legacy (\$)	\$363k	(20%)	\$515k	+3%	

*Products discontinued January 2022



FeraMAX[®]



- Most recommended iron supplement in Canada - pharmacists and physicians - 7 consecutive years⁽¹⁾
- Continued innovation and expansion of FeraMAX[®] product line for iron health

(1) Based on Pharmacy Practice + Business, The Medical Post and Profession Santé 2022 Survey on OTC Counselling and Recommendations

A New Platform for FeraMAX[®] Product Innovation



- 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 launches

Growth Drivers



Feramax® Pd Platform – Life Cycle Strategy

- New product early 2023
- Additional products in development



HRT agent for menopause therapy

- Launched July 2020



First formulation combining acetaminophen + ibuprofen for pain relief in Canada

- Promotion initiated in Q1 2021
- Competitive market



New women's health product approved by Health Canada

- Launch preparations underway



New products

- Acquisition and in-licensing – ongoing activity

Investments In:

Field Salesforce



Marketing Resources



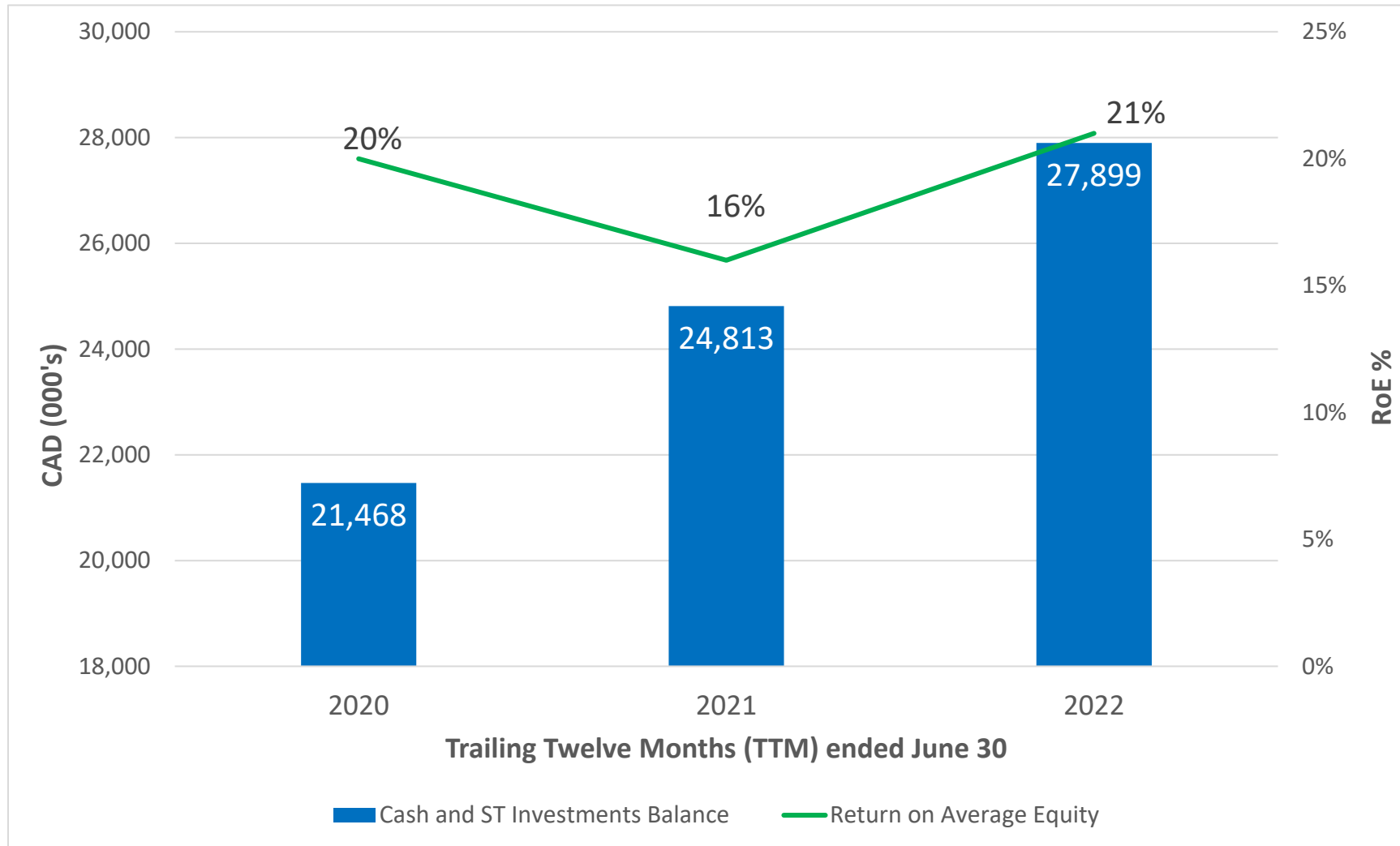
Product Development



Business Development



Cash Balance & Return and Equity (“RoE”)



- Zero Debt
- Jun 30/22 Working Capital of \$31.0M
- TTM Jun 30/22 Cash from Operations = \$6.1M
- TTM Jun 30/22 RoE Net of Cash and ST investments = 145%
- Equity reduced by \$2.5M upon repurchase of 313,750 shares under NCIB during TTM Jun 30/22
- Execution of strategy drives RoE to 21%



Capital Allocation linked to Strategy

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

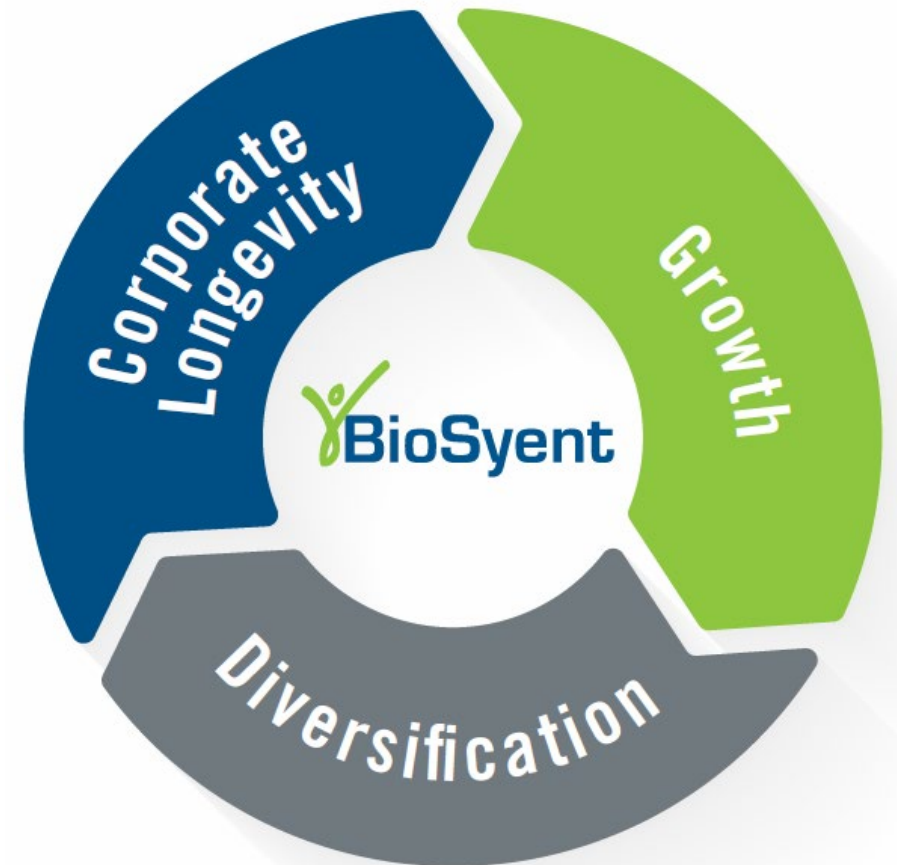
Cash:
\$27.9M

Debt:
\$0M

Growth &
Diversification

Dividends

Share
Buybacks



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	(2,091,225)	
As of August 19, 2022		12,619,042

315,300 shares purchased Jan 1 – Aug 19, 2022

- 14% reduction in f/d shares since commencing NCIB 1 in Dec 2018
- ~\$13.5 million cumulative capital investment in share buybacks to date @ avg cost of \$6.42/shr
- TTM EPS of \$0.50 (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 August 19, 2022

Exchange & Trading Symbol	TSXV: RX
August 19, 2022 Closing Stock Price (CAD)	\$7.99
52 Week Hi/Low:	\$10.00 / \$6.76
Issued Common Shares:	12,448,561
Treasury – RSU Shares in Trust	<u>(235,450)</u>
Outstanding Common Shares:	12,213,111
Options Outstanding	164,475
RSUs Outstanding	<u>241,456</u>
Fully Diluted Common Shares:	12,619,042
P/E Ratio :	15.74
P/B Ratio:	2.98



- ✓ **PROFITABLE.**
- ✓ **WELL POSITIONED.**
- ✓ **GROWTH ASSETS.**
- ✓ **FOCUSED ON LONG-TERM GROWTH AND TOTAL SHAREHOLDER RETURN.**



THANK YOU



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