



BioSyent Inc.

Q2/H1 2020 Results

AUGUST 26, 2020

PRESENTED BY:

RENÉ GOEHRUM
PRESIDENT AND CEO

Disclaimer

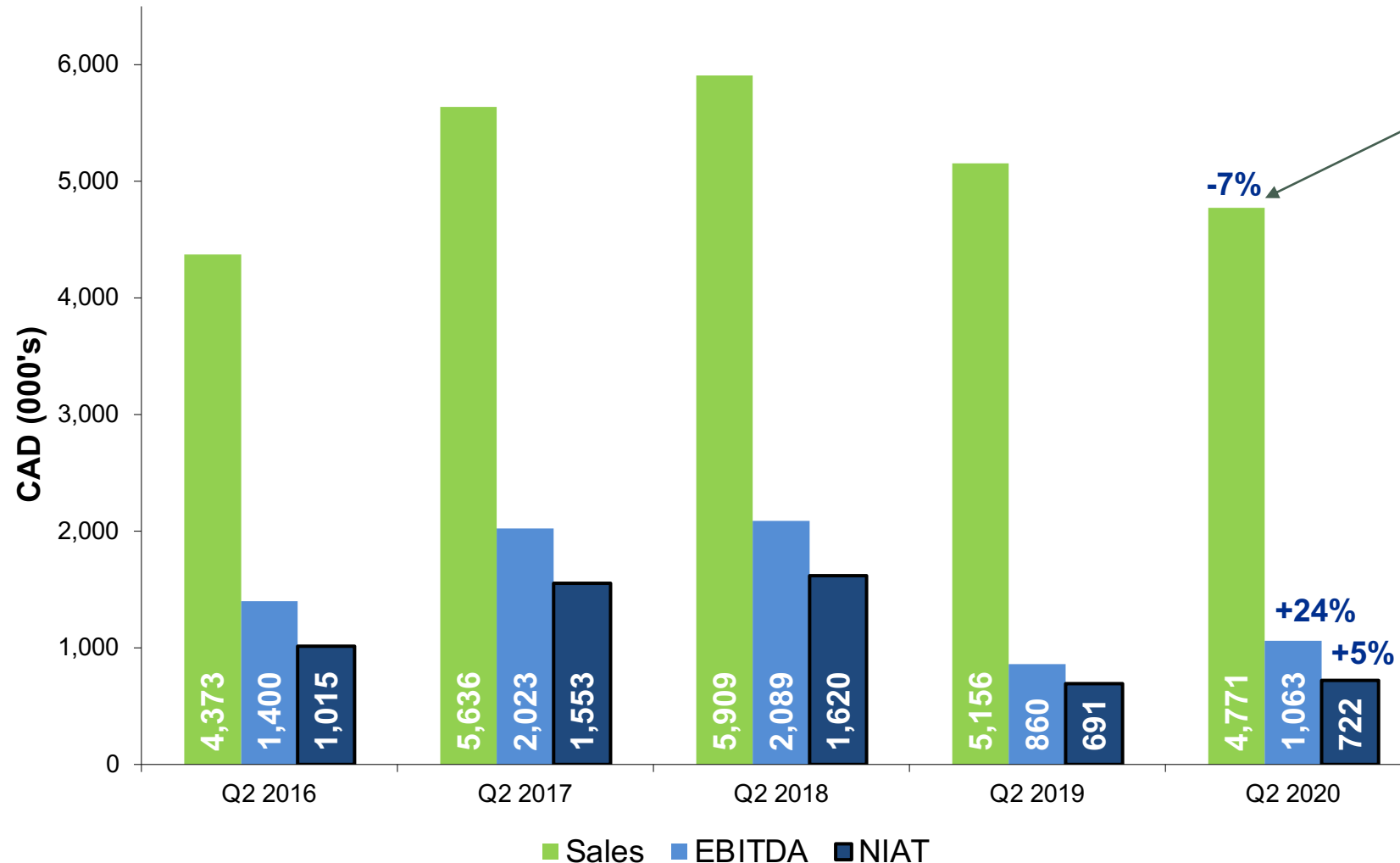
This presentation is for informational purposes only and should not be considered as an offer to buy or sell securities. No stock exchange has either approved or disapproved of the information that is contained in this presentation. This presentation may contain forward-looking statements within the meaning of Canadian Securities legislation and the forward-looking statements contained herein are made as at the date of this presentation and, accordingly, are subject to change after such date. Undue reliance should not be placed on such statements. These statements involve a number of risks and uncertainties including statements regarding the outlook for BioSyent Inc., business and operational results.

By nature, these risks and uncertainties could cause actual results to differ materially from what has been indicated. Factors that could cause actual results to differ materially from any forward-looking statement include, but are not limited to, failure to obtain governmental regulatory approvals, product recalls, competition from similar products and other factors including those risks and uncertainties identified above.

BioSyent Inc. undertakes no obligation to update publicly or otherwise revise any forward-looking information as a result of new information, future results or other such factors which affect this information, except as required by law.

Sales, EBITDA and NIAT

Quarter ended June 30, 2020



Decline in April 2020 sales following COVID-19-prompted inventory accumulation by Canadian pharma wholesalers

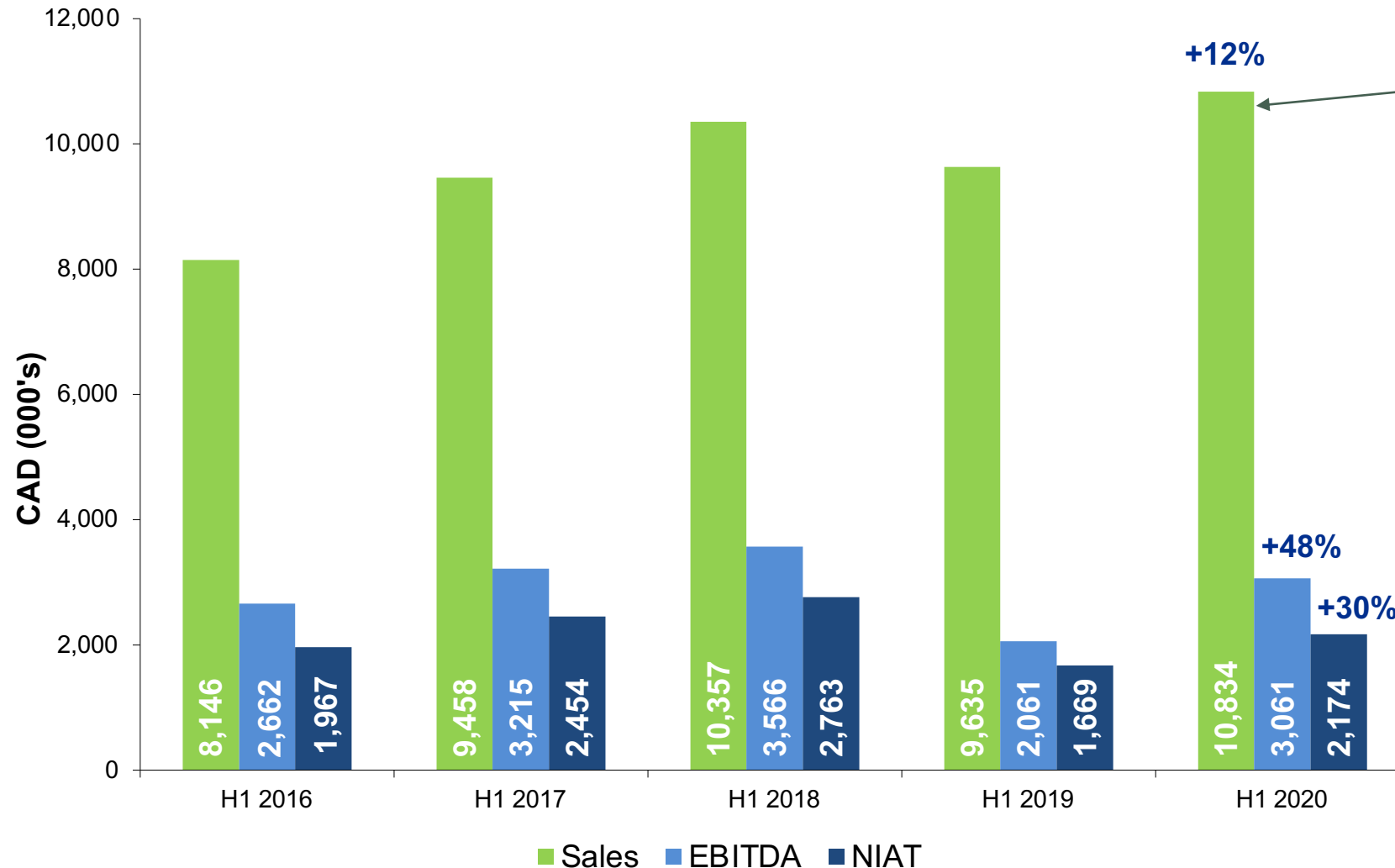
40 Consecutive Profitable Quarters / 10 years of Continuous Profitability

Tibella® pre-launch investments impact Q2 OPEX, EBITDA

Q2 EBITDA Margin = 22%

Sales, EBITDA and NIAT

Six months ended June 30, 2020



14% growth in Canadian pharma sales H1'20 vs. H1'19

Normalization in May/June 2020 sales volumes following inventory rebalancing in April 2020

H1 EBITDA Margin = 28%

Q2 2020 Sales Summary

- Q2 2020 Total Pharma Sales of \$4,510k (7%) vs. Q2 2019
- Q2 2020 Canadian pharma sales of \$4,416k (9%) vs. Q2 2019
 - Q2 2020 vs. Q2 2019 Canadian pharma sales volumes (units):

Product	Q2 '20 vs. Q2 '19
FeraMAX®	(11%)
RepaGyn®	(11%)
Cathejell®	(29%)
Aguettant System®	+17%
Cysview®	(57%)

Decline in April 2020 sales volumes following inventory loading by wholesalers at end of March

- Q2 2020 International pharma sales of \$94k vs. Q2 2019 sales of \$nil
- Q2 2020 Legacy Business Sales of \$261k (16%) vs. Q2 2019

H1 2020 Sales Summary

- H1 2020 Total Pharma Sales of \$10,534k **+16%** vs. H1 2019

- H1 2020 Canadian pharma sales of \$10,371k **+14%** vs. H1 2019

- H1 2020 vs. H1 2019 Canadian pharma sales volumes (units):

Product	H1 '20 vs. H1 '19
FeraMAX®	+15%
RepaGyn®	+6%
Cathejell®	(5%)
Aguettant System®	+28%
Cysview®	(60%)

Normalization in May and June sales volumes

Decline in number of elective procedures in Canadian hospitals

Increase in demand for urgent care products driven by COVID-19

- H1 2020 International pharma sales of \$162k vs. H1 2019 sales of \$nil

- Significant impact of COVID-19 on largest export market

- H1 2020 Legacy Business Sales of \$300k **(42%)** vs. H1 2019

COVID-19

Resilience through Challenges

Continued Growth in Canadian pharma business

Successful launch of Tibella® in July 2020

Continued launch preparations for Combogesic®

Minimal supply chain interruption to date

No credit/collection issues to date

Workflows and connectivity of employees maintained

Continued access restrictions to HCPs

Export markets affected

Driving Sales Growth FeraMAX[®]



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

48% of Pharmacists

47% of Physicians



New Products



- Women's health product: HRT
- Short-term treatment of vasomotor symptoms in postmenopausal women
- Available in Canada as of July 2020



New Products

Combogesic[®] MD

- Double action pain relief of acetaminophen and ibuprofen in a single pill
- Superior efficacy in combined formulation versus acetaminophen or ibuprofen alone
- Canadian launch preparations underway

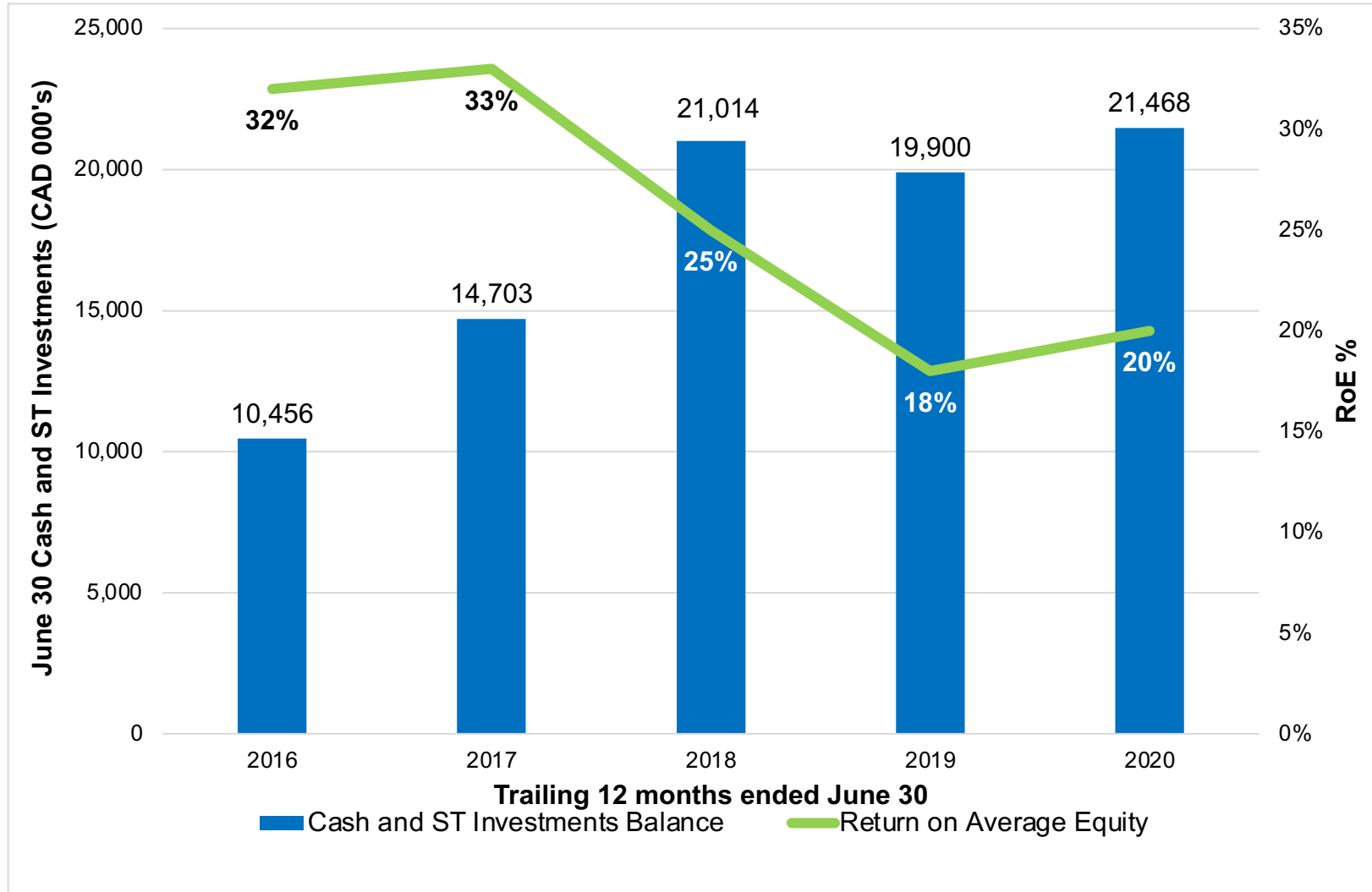


Normal Course Issuer Bid (NCIB)

Period	No. Shares Repurchased	Fully Diluted Shares Outstanding
Dec 10, 2018		14,675,307
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 – Jun 30, 2020	(332,400)	
As of August 26, 2020	(1,595,275)	13,114,807

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

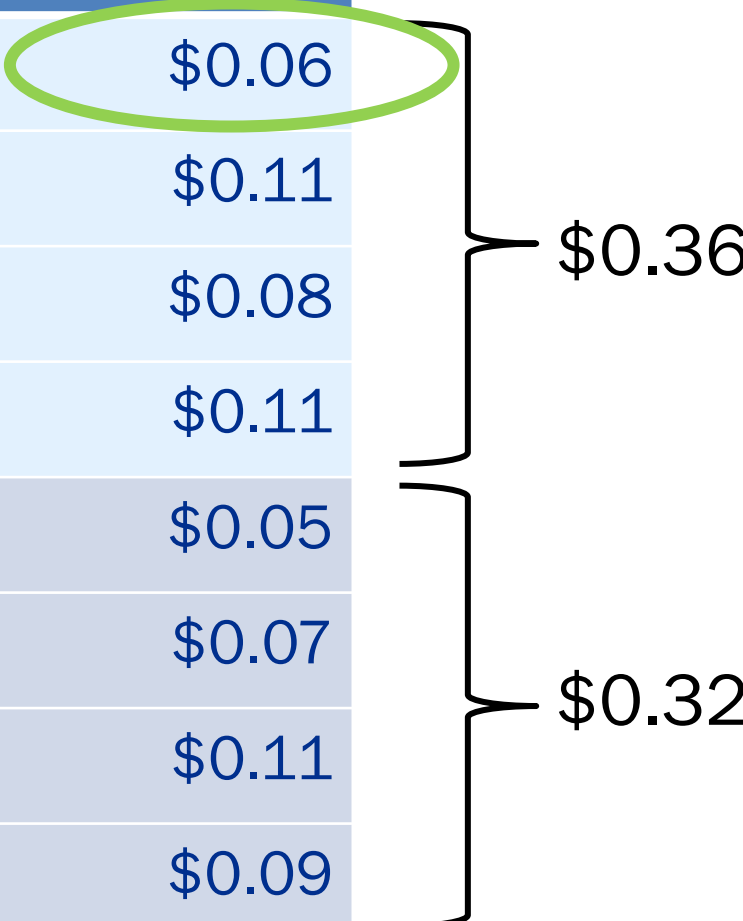
Cash Balance & Return and Equity (“RoE”)



- H1 2020 Cash from Operations of \$2,819k
- H1 2020 NCIB Spend of (\$2,663k)
- Zero Long-term Debt
- Working Capital of \$22,901k
- June 30, 2020 Cash Balance = \$1.64 per share (fully diluted)
- TTM June 30, 2020 RoE Net of Cash and ST investments = 114%
- Equity reduced by \$2,510k upon repurchase of 594,275 shares under NCIB in H1 2020

Fully Diluted Earnings per Share

Quarter	NIAT	Diluted EPS
Q2 2020	\$722,206	\$0.06
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



Stock Information

As at August 24, 2020

Exchange & Trading Symbol	TSXV: RX
August 24, 2020 Closing Stock Price (CAD)	\$7.04
52 Week Hi/Low:	\$7.50 / \$3.14
Issued Common Shares:	12,936,170
Treasury – RSU Shares in Trust	<u>(128,000)</u>
Outstanding Common Shares:	12,808,170
Options Outstanding	177,512
RSUs Outstanding	<u>129,125</u>
Fully Diluted Common Shares:	13,114,807
P/E Ratio (TTM):	18.94
P/B Ratio:	3.59

Profitable.

Demonstrated financial durability.

Well positioned.

Growth assets.

Intensely focused on long term growth.

Thank you.