



BioSyent Inc.

Q2/H1 2021 Results

AUGUST 25, 2021

PRESENTED BY:

RENÉ GOEHRUM
PRESIDENT AND CEO

Disclaimer

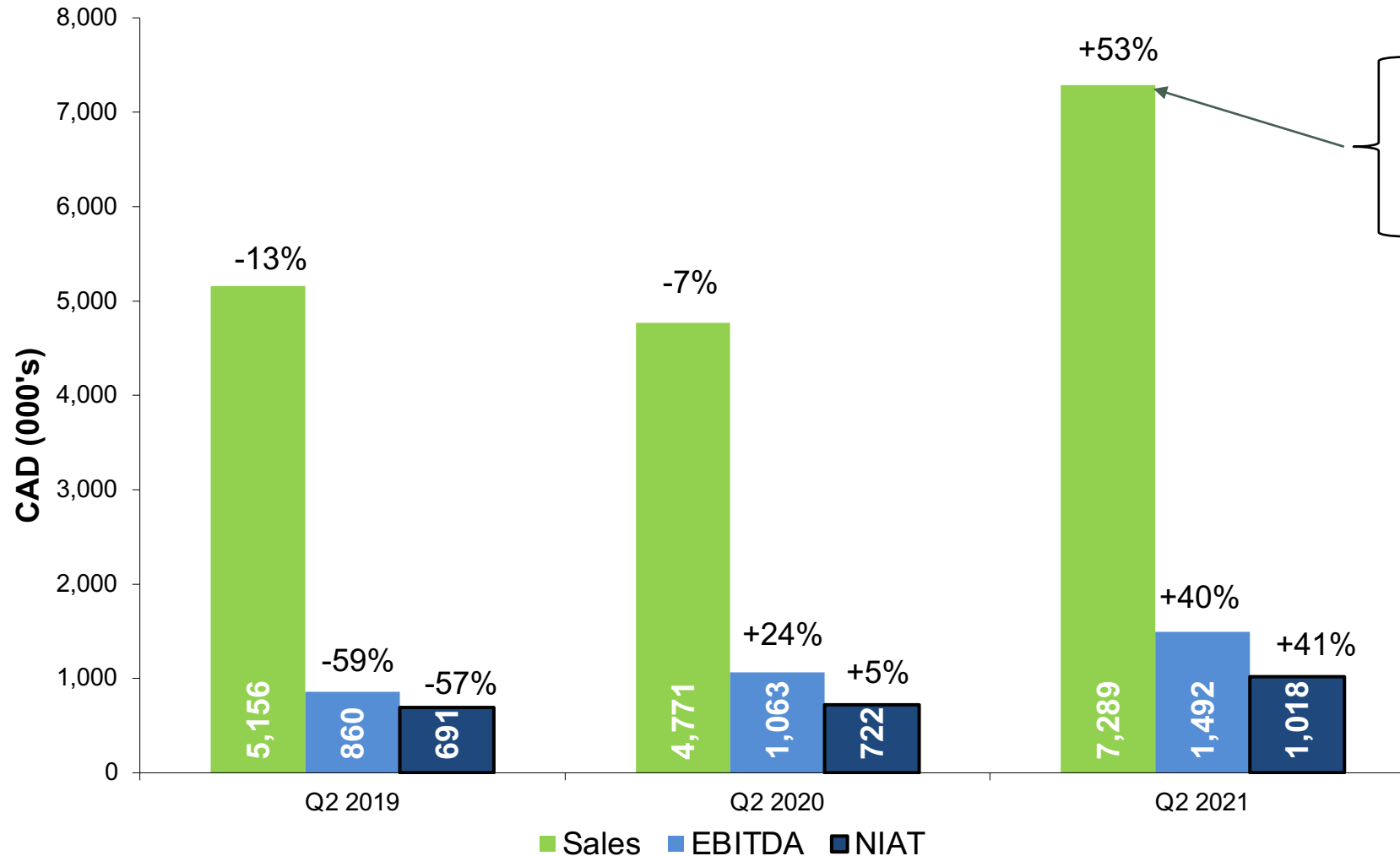
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Sales, EBITDA and NIAT

Quarter ended June 30, 2021



44 Consecutive Profitable Quarters

Q2 2021 Sales:
+51% Canadian Pharma
+75% International Pharma
+74% Legacy

- Q2 2020 Canadian Pharma sales negatively impacted by short-term trade inventory rebalancing
- Tibella® and Combogesic® contribute to sales growth

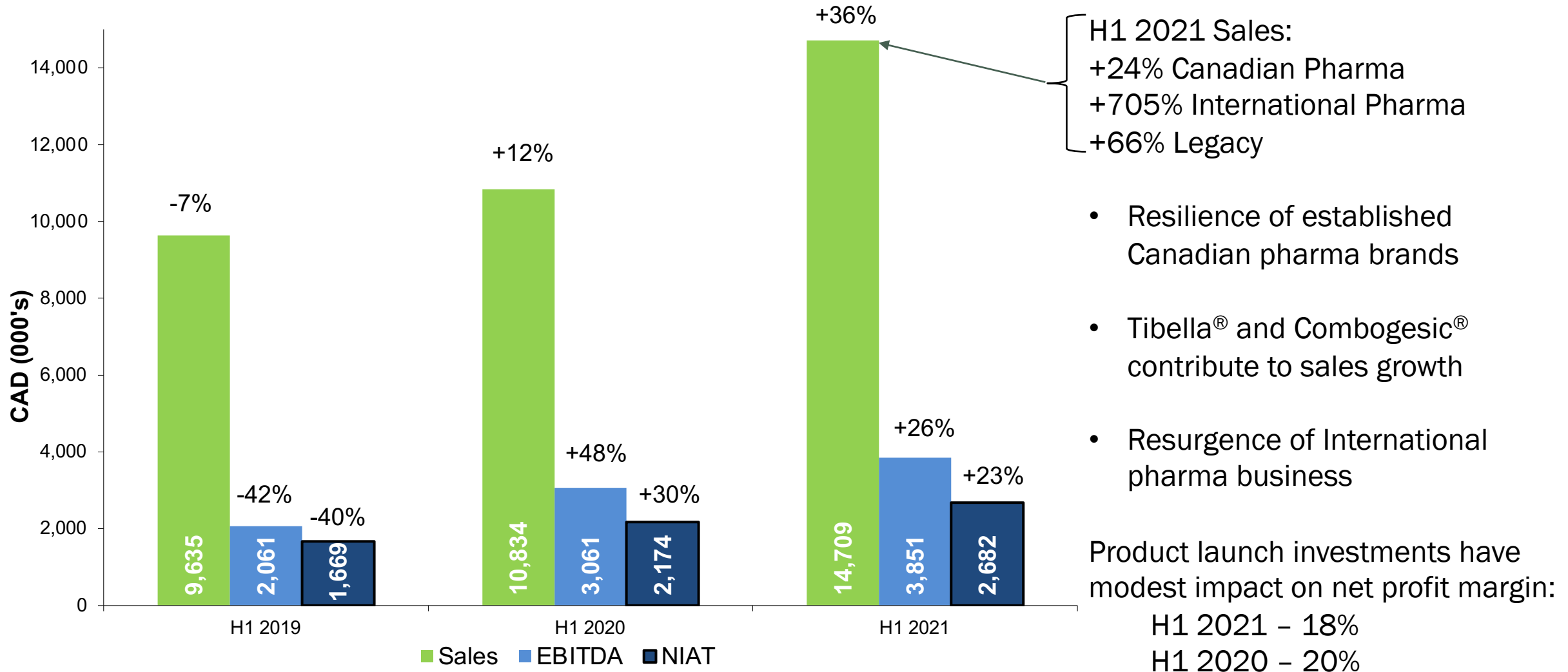
Product launch investments have modest impact on net profit margin:

Q2 2021 – 14%

Q2 2020 – 15%

Sales, EBITDA and NIAT

First Half ended June 30, 2021



Q2 / H1 2021 Sales Summary

	Q2 '21 Sales (\$)	Q2 '21 vs. Q2 '20 (%)	H1 '21 Sales (\$)	H1 '21 vs. H1 '20 (%)
Canadian Pharma (\$)	\$6,670k	+51%	\$12,904k	+24%
FeraMAX® (units)		+45%		+18%
RepaGyn® (units)		+31%		+15%
Cathejell® (units)		+72%		+29%
Aguettant System® (units)		+13%		(11%)
Cysview® (units)		+167%		+157%
International Pharma (\$)	\$165k	+75%	\$1,305k	+705%
Legacy (\$)	\$454k	+74%	\$500k	+66%

Q2 '20 impacted by trade inventory rebalancing – COVID-19

Tibella® and Combogesic® contribute but launch growth rate impacted by COVID-19

Low comp in Q2 '20 due to COVID-19

\$1,140k single FeraMAX® sale to largest intn'l market after 12-month gap

COVID-19

Resilience through Challenges

Continued growth of established brands in Canadian pharma business – lead by FeraMAX®

HCP access restrictions and patient volumes
- Tibella® and Combogesic® most affected

International FeraMAX® shipment to largest export market in Q1 2021 after >12-month gap; repeat shipments to smaller export market in Q2 2021

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



New Products – Driving Growth



FeraMAX[®] Pd Therapeutic 150 - first product on FeraMAX[®] Pd platform

Further launch activity planned for Q4 2021, H2 2022, 2023



HRT agent for menopause therapy

Launched in Canada late Jul 2020

Accepted as first-line therapy by Canadian thought leaders



First Canadian formulation of acetaminophen + ibuprofen for pain relief

Promotional activity commenced Q1 2021

Available in ~4,000 pharmacies

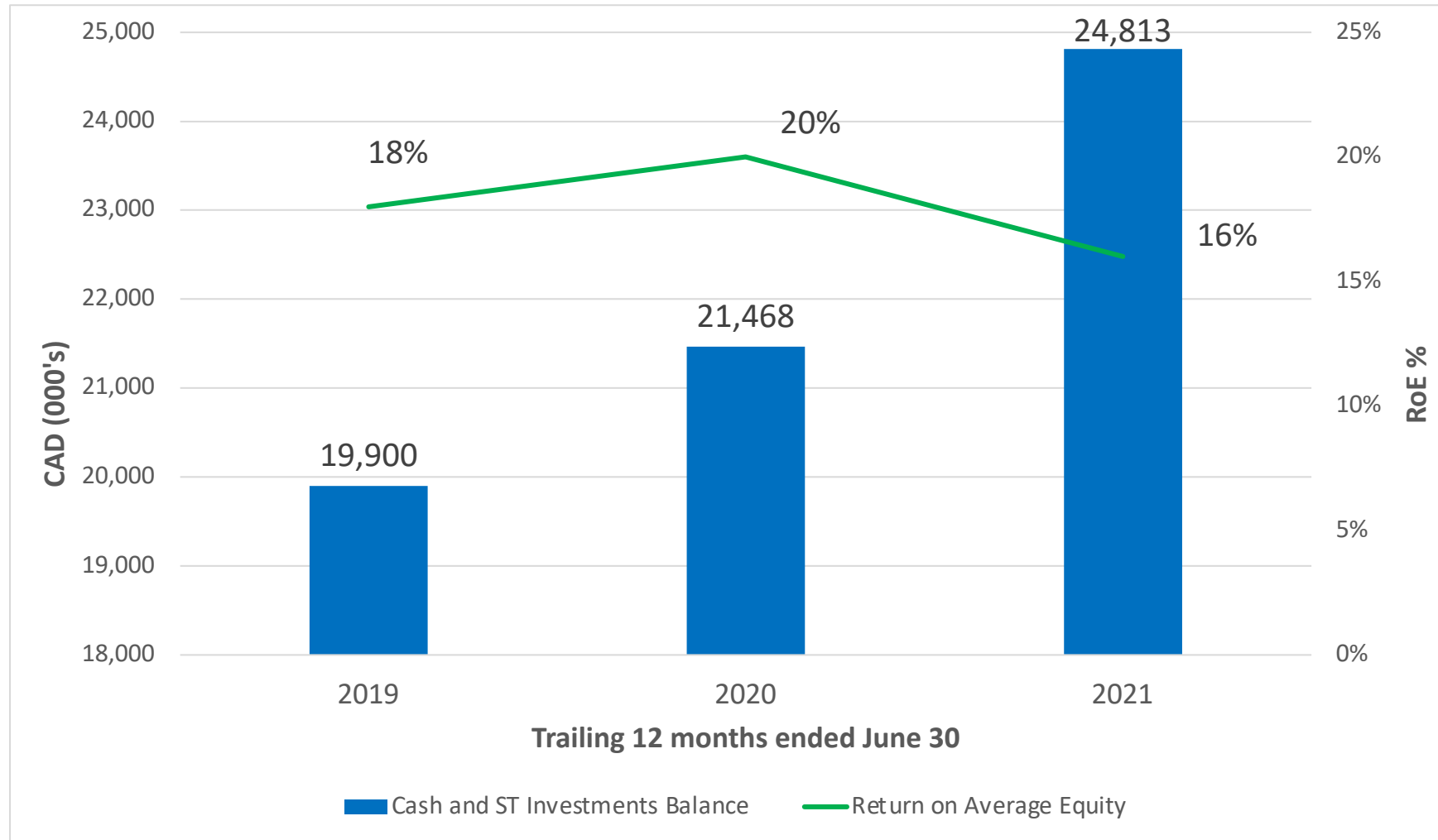


Focus on Growth Assets

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

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

Cash Balance & Return and Equity (“RoE”)



- Zero Long-term Debt
- June 30/21 Working Capital of \$27,166k
- TTM June 30/21 Cash from Operations = \$4,308k
- TTM June 30/21 RoE Net of Cash and ST investments = 113%
- Equity reduced by \$526k upon repurchase of 74,500 shares under NCIB during TTM June 30/21

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 16, 2020	(645,275)	
NCIB 3: Dec 17, 2020 - Aug 20, 2021	(74,500)	
As of Aug 20, 2021	(1,669,775)	13,029,550

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

Average cost of \$6.06/share

Fully Diluted Earnings per Share

Quarter	NIAT	Diluted EPS
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 2019	\$1,532,426	\$0.11

Q2 2021 promotion investment
in launch brands Tibella®,
Combogesic® equivalent to:

\$0.06 f/d EPS Q2 2021

\$0.33

\$0.36

Stock Information

As at August 20, 2021

Exchange & Trading Symbol	TSXV: RX
August 20, 2021 Closing Stock Price (CAD)	\$8.00
52 Week Hi/Low:	\$9.59 / \$6.50
Issued Common Shares:	12,864,048
Treasury – RSU Shares in Trust	<u>(201,500)</u>
Outstanding Common Shares:	12,662,548
Options Outstanding	172,657
RSUs Outstanding	<u>194,345</u>
Fully Diluted Common Shares:	13,029,550
P/E Ratio (TTM):	24.22
P/B Ratio:	3.52

Profitable.

Demonstrated financial durability.

Well positioned.

Growth assets.

Focused on long term growth and Total Shareholder Return.

Thank you.