



BioSyent Inc.

Q3/YTD 2020 Results

PRESENTED BY:

RENÉ GOEHRUM
PRESIDENT AND CEO

NOVEMBER 26, 2020

Disclaimer

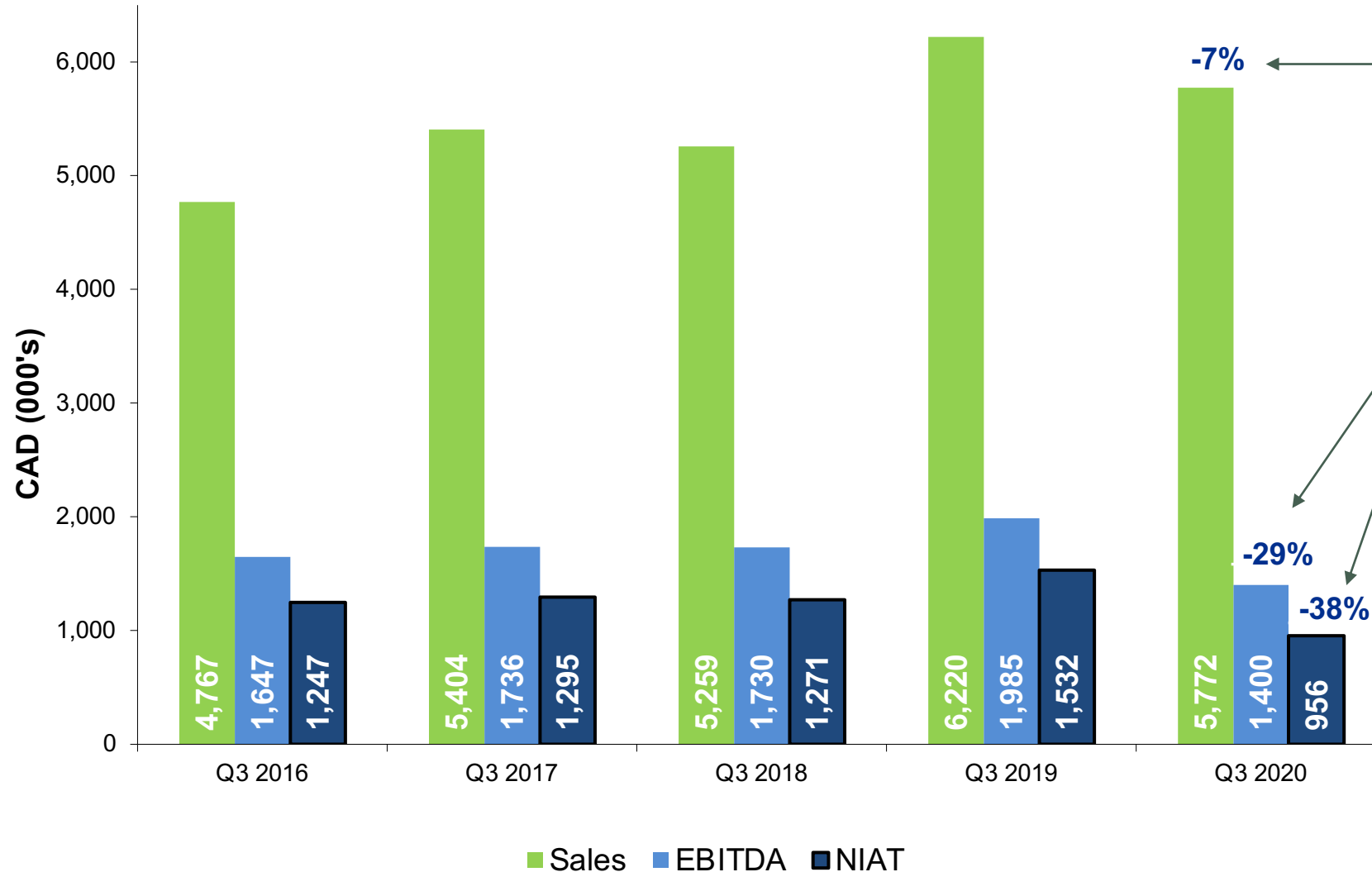
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Sales, EBITDA and NIAT

Quarter ended September 30, 2020



Q3 2020 Sales:

- +14% Canadian Pharma
- 99% International Pharma
- 29% Legacy Business

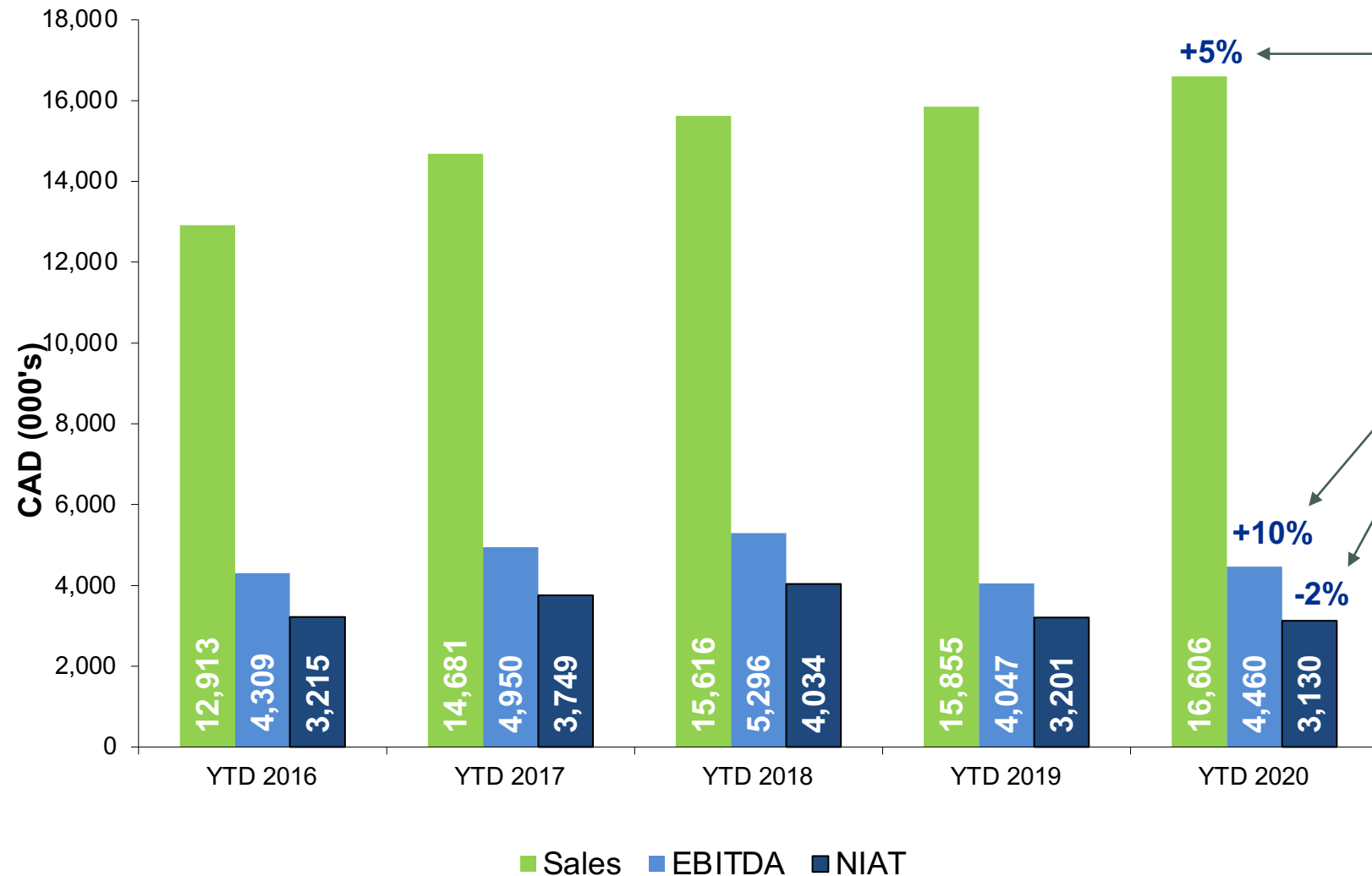
New product launch investments increase OPEX, impacting Q3 2020 NIAT + EBITDA:

- Tibella®
- Combogesic®
- FeraMAX® Pd
- New Women's Product

41 Consecutive Profitable Quarters

Sales, EBITDA and NIAT

Nine months ended September 30, 2020



YTD Sales:

- +14% Canadian Pharma
- 83% International Pharma
- 37% Legacy Business

New product launch investments increase OPEX, impacting YTD 2020 NIAT + EBITDA:

- Tibella®
- Combogesic®
- FeraMAX® Pd
- New Women's Product

*\$425k intangibles write-down in comparative period YTD 2019

Q3 2020 Sales Summary

- Q3 2020 Total Pharma Sales of \$5,477k (6%) vs. Q3 2019
 - Q3 2020 Canadian pharma sales of \$5,471k +14% vs. Q3 2019
 - Q3 2020 vs. Q3 2019 Canadian pharma sales volumes (units):

Product	Q3 '20 vs. Q3 '19
FeraMAX®	+5%
RepaGyn®	+12%
Cathejell®	+70%
Aguettant System®	+29%
Cysview®	+133%

- Q3 2020 International pharma sales of \$6k (99%) vs. Q3 2019
- Q3 2020 Legacy Business Sales of \$295k (29%) vs. Q3 2019

YTD 2020 Sales Summary

- YTD 2020 Total Pharma Sales of \$16,011k **+7%** vs. YTD 2019
 - YTD 2020 Canadian pharma sales of \$15,842k **+14%** vs. YTD 2019
 - YTD 2020 vs. YTD 2019 Canadian pharma sales volumes (units):

Product	YTD '20 vs. YTD '19
FeraMAX®	+11%
RepaGyn®	+8%
Cathejell®	+15%
Aguettant System®	+28%
Cysview®	(11%)

- YTD 2020 International pharma sales of \$168k **(83%)** vs. YTD 2019
 - Significant impact of COVID-19 on largest export market
- YTD 2020 Legacy Business Sales of \$595k **(37%)** vs. YTD 2019

COVID-19

Wave 1 & 2

Resilience through Challenges

Continued Growth in Canadian pharma business

Successful launch of Tibella® in late July 2020 and FeraMAX® Pd Therapeutic 150 in November 2020

Preparing for launch of Combogesic® and new Women's Health Product

Minimal supply chain interruption to date

No credit/collection issues to date

Workflows and connectivity of employees maintained

Export markets most affected

Ongoing/increased access restrictions to HCPs and pharmacy

- FeraMAX[®] Pd platform introduced in October 2020
- Patented delivery system based on Polydextrose Iron Complex (“PDIC”)
- For treatment of iron deficiency anemia
- Foundation for future product developments



New Products – Driving Future Growth



HRT Women's Health Product

Launched in Canada late July 2020



First product on FeraMAX[®] Pd platform

Launched in Canada in November 2020



Combined formulation of acetaminophen and ibuprofen for pain relief

Preparing for upcoming launch



New Women's Health Product

In-licensed October 2020

Canadian launch preparations underway

New Products – Investment in Future Growth



- Ambitious 2020/2021 product launch schedule



- Significant future diversification and expansion of Canadian Pharma Business

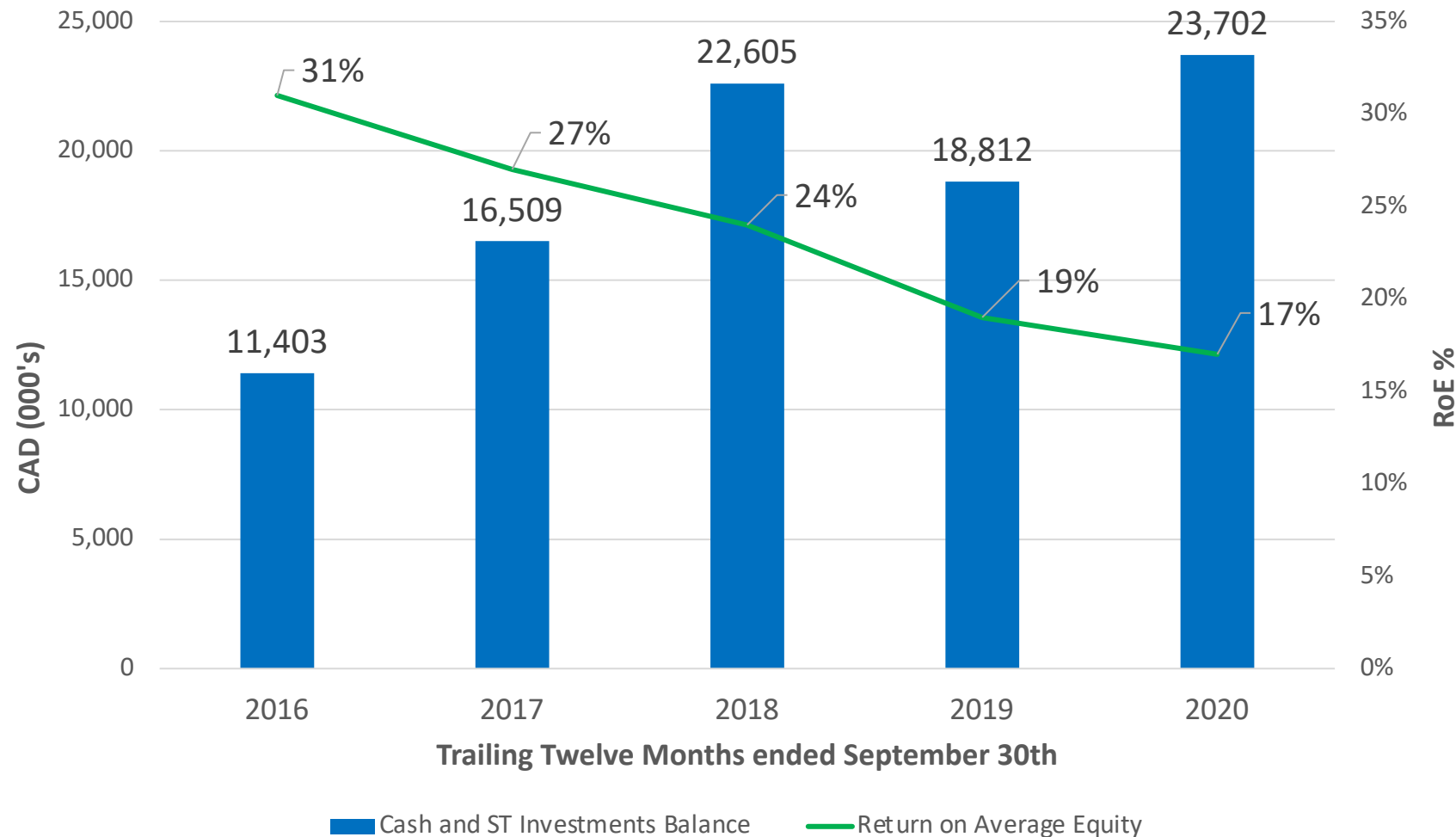


- Significant pre-revenue investments in product development, marketing, selling and promotion in 2020-2021



- Ratio of selling and marketing expenses to revenue 2020 – 2022 will be higher than historic levels
 - Expected to normalize over long-term as launch products gain traction in market

Cash Balance & Return and Equity (“RoE”)



- YTD 2020 Cash from Operations of \$4,889k
- YTD 2020 NCIB Spend of (\$2,663k)
- Zero Long-term Debt
- Working Capital of \$24,094k
- Sept 30, 2020 Cash Balance = \$1.81 per share (fully diluted)
- TTM Sept 30, 2020 RoE Net of Cash and ST investments = 108%
- Equity reduced by \$2,510k upon repurchase of 594,275 shares under NCIB in YTD 2020

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 November 26, 2020	(1,595,275)	13,114,807

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

Fully Diluted Earnings per Share

Quarter	NIAT	Diluted EPS
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 2019	\$690,843	\$0.05
Q1 2019	\$978,181	\$0.07
Q4 2018	\$1,671,410	\$0.11

Diagram illustrating the calculation of Fully Diluted Earnings per Share (EPS) for the first four quarters of 2020, grouped by year.

The table shows the following data:

Quarter	NIAT	Diluted EPS
Q3 2020	\$955,909	\$0.07
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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

The Diluted EPS values for Q3 2020, Q2 2020, Q1 2020, and Q4 2019 are grouped together, resulting in a total of \$0.32.

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Stock Information

As at November 23, 2020

Exchange & Trading Symbol	TSXV: RX
November 23, 2020 Closing Stock Price (CAD)	\$7.10
52 Week Hi/Low:	\$7.50 / \$3.13
Issued Common Shares:	12,936,600
Treasury – RSU Shares in Trust	<u>(128,000)</u>
Outstanding Common Shares:	12,808,600
Options Outstanding	177,082
RSUs Outstanding	<u>129,125</u>
Fully Diluted Common Shares:	13,114,807
P/E Ratio (TTM):	21.67
P/B Ratio:	3.48

Profitable.

Demonstrated financial durability.

Well positioned.

Growth assets.

Focused on long term growth and TSR.

Thank you.