



BioSyent Inc.

Q3 / YTD 2022 Results

NOVEMBER 16, 2022

PRESENTED BY: RENÉ GOEHRUM
PRESIDENT AND CEO



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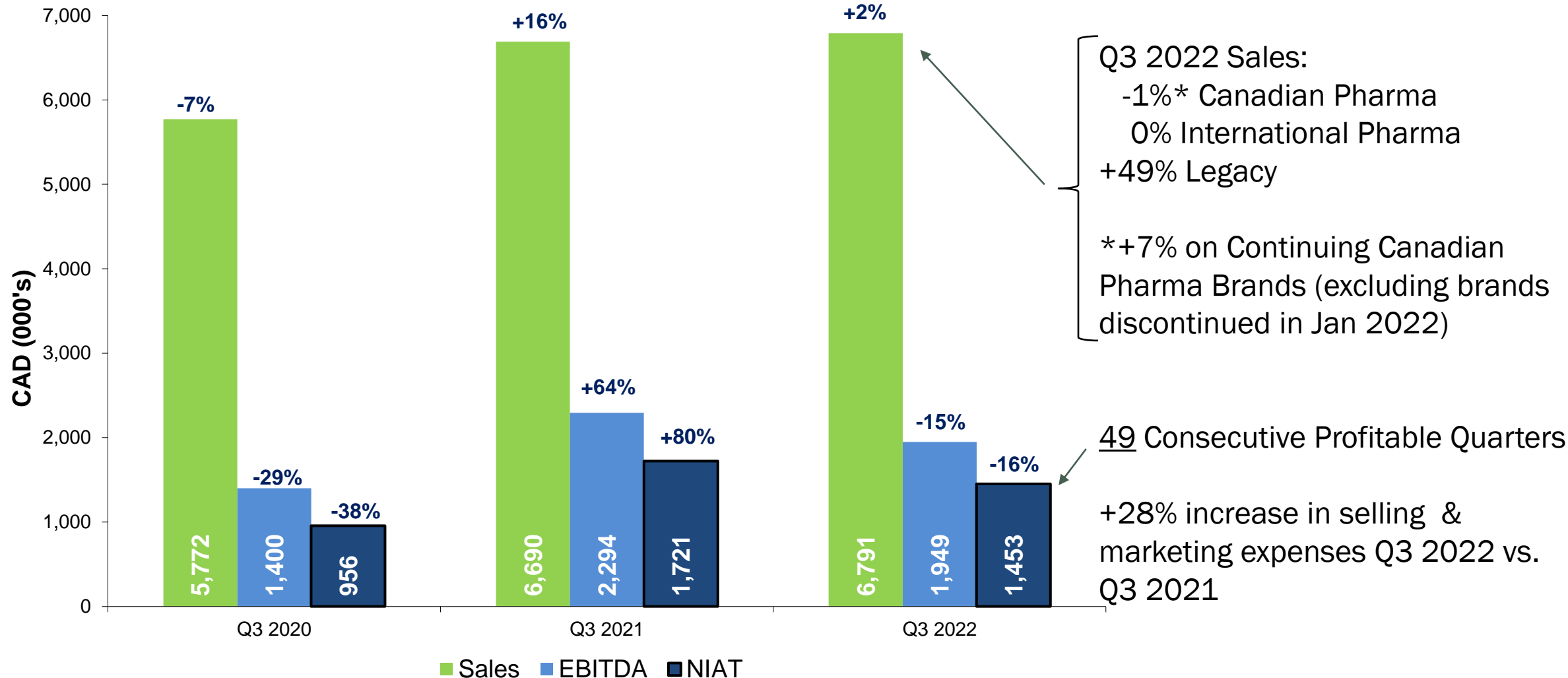
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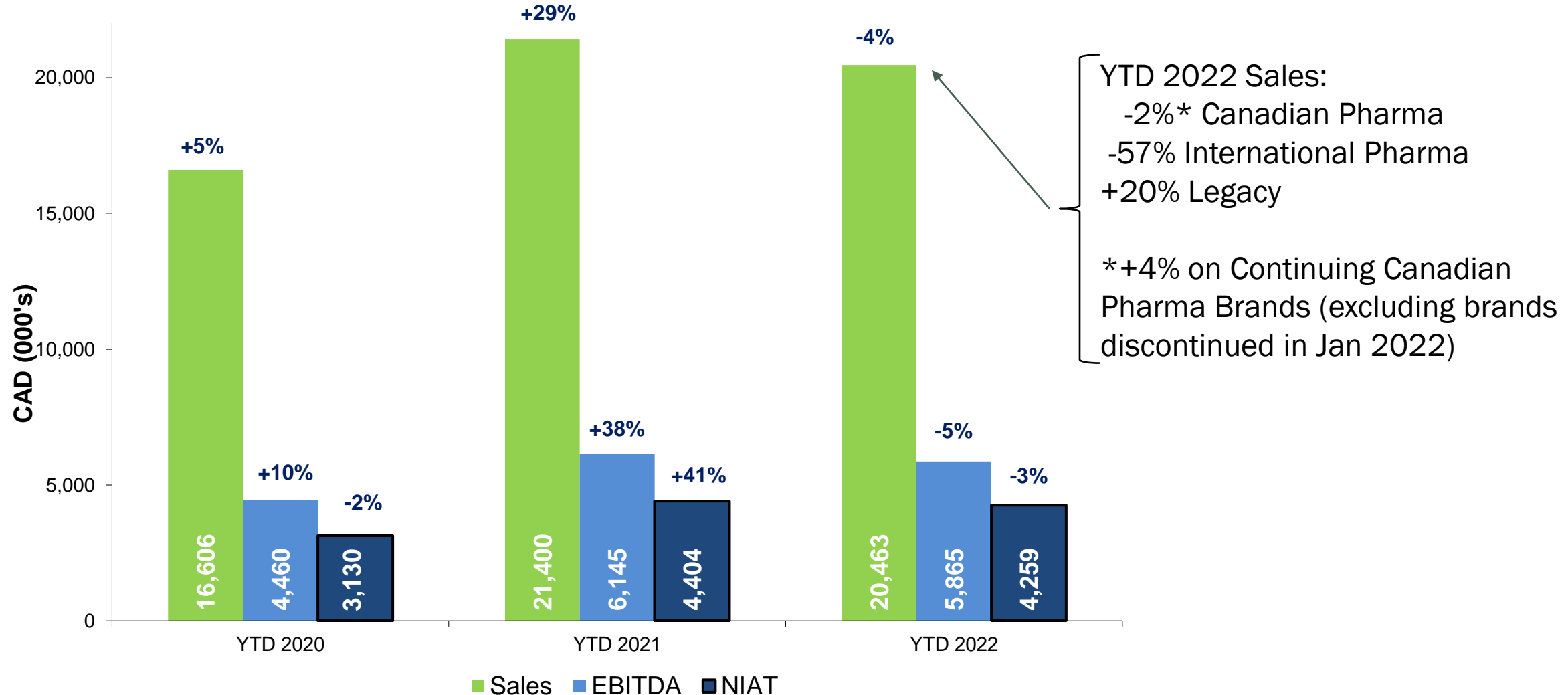
Sales, EBITDA and NIAT

Quarter (Q3) ended September 30, 2022



Sales, EBITDA and NIAT

Nine Months (YTD) ended September 30, 2022



Fully Diluted Earnings per Share

Quarter	NIAT	Diluted EPS
Q3 2022	\$1,453,042	\$0.12
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

Diagram illustrating the calculation of Fully Diluted Earnings per Share (EPS) for the first three quarters of 2022, grouped by year.

The table shows the following data:

Quarter	NIAT	Diluted EPS
Q3 2022	\$1,453,042	\$0.12
Q2 2022	\$1,217,883	\$0.10
Q1 2022	\$1,587,904	\$0.13
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The diagram uses brackets to group the Diluted EPS values for the first three quarters of 2022 (Q3 2022, Q2 2022, Q1 2022) and the first three quarters of 2021 (Q3 2021, Q2 2021, Q1 2021). The total for Q3 2022, Q2 2022, and Q1 2022 is \$0.49. The total for Q3 2021, Q2 2021, and Q1 2021 is \$0.39.

Q3 / YTD 2022 Sales Summary

	Q3 '22 Sales (\$)	Q3 '22 vs. Q3 '21 (%)	YTD '22 Sales (\$)	YTD '22 vs. YTD '21 (%)	
Canadian Pharma (\$)	\$6,372k	(1%)	\$18,963k	(2%)	
FeraMAX® (units)		+6%		+1%	Continued growth from established brands YTD 2022
RepaGyn® (units)		+13%		+14%	
Cathejell® (units)		(1%)		+4%	
Tibella® (units)		+24%		+44%	Double-digit launch brand growth YTD 2022
Combogesic® (units)		+311%		+95%	
Aguettant System® (units)*		(100%)		(100%)	
Cysview® (units)*		(100%)		(100%)	
International Pharma (\$)	\$0k	-	\$566k	(57%)	Large single FeraMAX® export sale in YTD 2021 (\$1,140k)
Legacy (\$)	\$419k	+49%	\$935k	+20%	

*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 development
 - FeraMAX[®] Pd Therapeutic 150 launched Nov 2020
 - FeraMAX[®] Pd Powder 15 launched Oct 2021
 - New product launch in 2023
 - Life Cycle Strategy – expanding leadership of FeraMAX[®] brand in iron health in Canada

Growth Drivers



FeraMAX® Pd Platform – Life Cycle Strategy

- New product 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



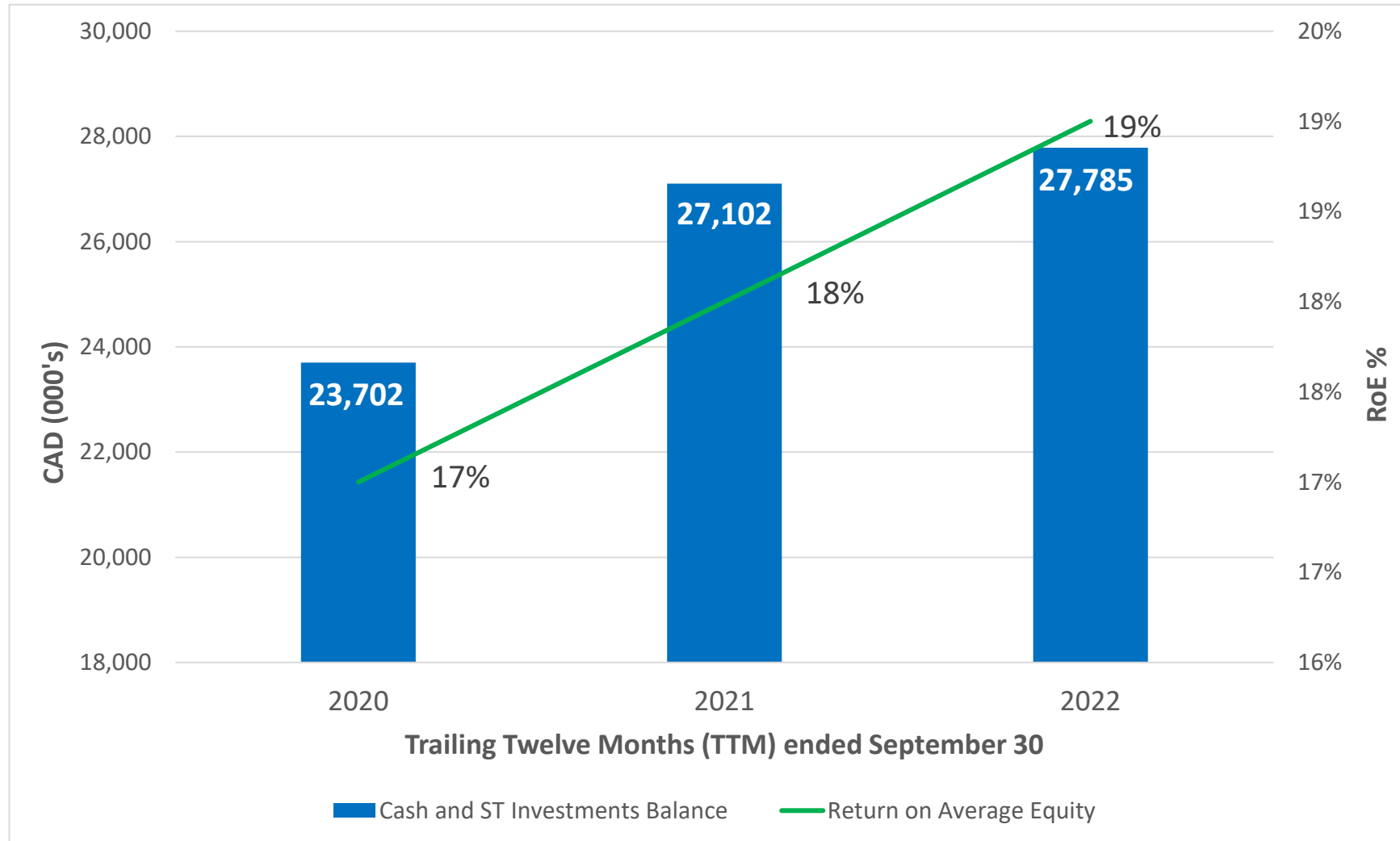
Product Development



Business Development



Cash Balance & Return and Equity (“RoE”)



- Zero Debt
- TTM Sept 30/22 NCIB share buybacks: **\$3.7M**
- Sept 30/22 Working Capital of **\$31.3M**
- TTM Sept 30/22 Cash from Operations of **\$4.7M**
- Execution of strategy drives RoE of **19%**
- TTM Sept 30/22 RoE Net of Cash and ST investments = **145%**



Capital Allocation linked to Strategy

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

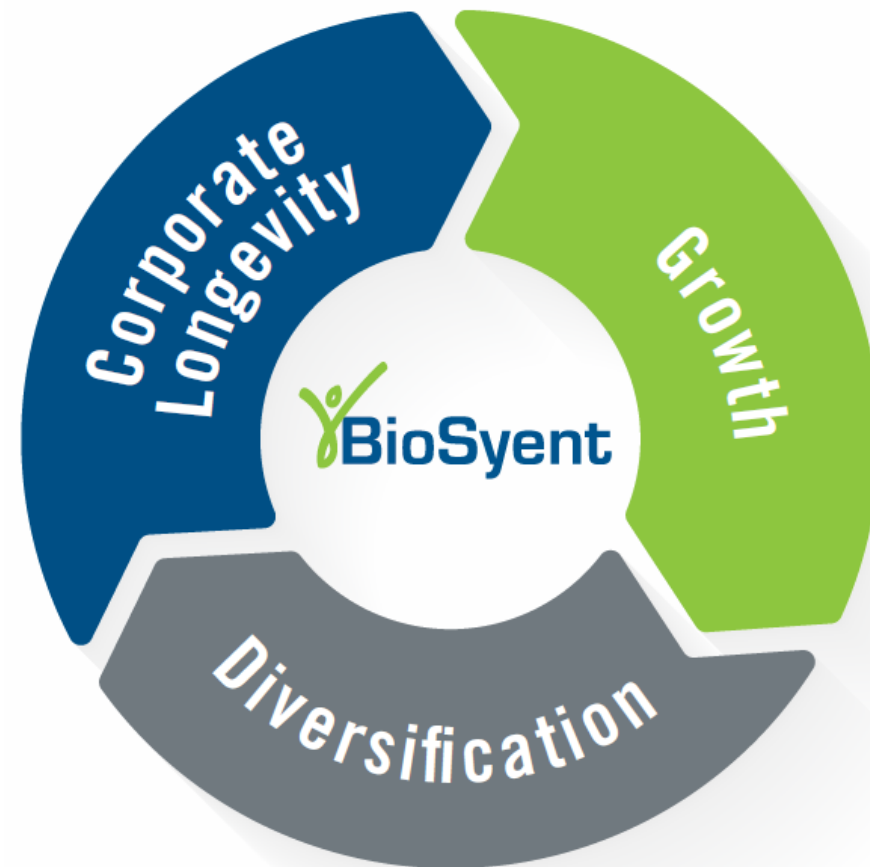
Cash:
\$27.8M

Debt:
\$0M

Growth &
Diversification

Dividends

Share
Buybacks



Excess capital may also be returned to shareholders

- \$0.04/share Q4 2022 dividend declared Oct 12, 2022 = \$0.5 M
- 420,800 shares repurchased under NCIB Jan 1 – Nov 14, 2022 = \$3.3 M

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	(2,196,725)	
As of November 14, 2022		12,508,806

420,800 shares purchased
Jan 1 – Nov 14, 2022

- 15% reduction in f/d shares since commencing NCIB 1 in Dec 2018
- ~\$14.3 million cumulative capital investment in share buybacks to date @ avg cost of \$6.49/shr
- TTM EPS of \$0.49 (cf. \$0.42 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 November 14, 2022

Exchange & Trading Symbol	TSXV: RX
November 14, 2022 Closing Stock Price (CAD)	\$7.03
52 Week Hi/Low:	\$10.00 / \$6.24
Issued Common Shares:	12,343,061
Treasury – RSU Shares in Trust	<u>(241,300)</u>
Outstanding Common Shares:	12,101,761
Options Outstanding	164,295
RSUs Outstanding	<u>242,750</u>
Fully Diluted Common Shares:	<u>12,508,806</u>
P/E Ratio :	14.33
P/B Ratio:	2.58



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



THANK YOU



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