



BioSyent Inc.

Q4/FY 2020 Results

MARCH 17, 2021

PRESENTED BY:

RENÉ GOEHRUM
PRESIDENT AND CEO

Disclaimer

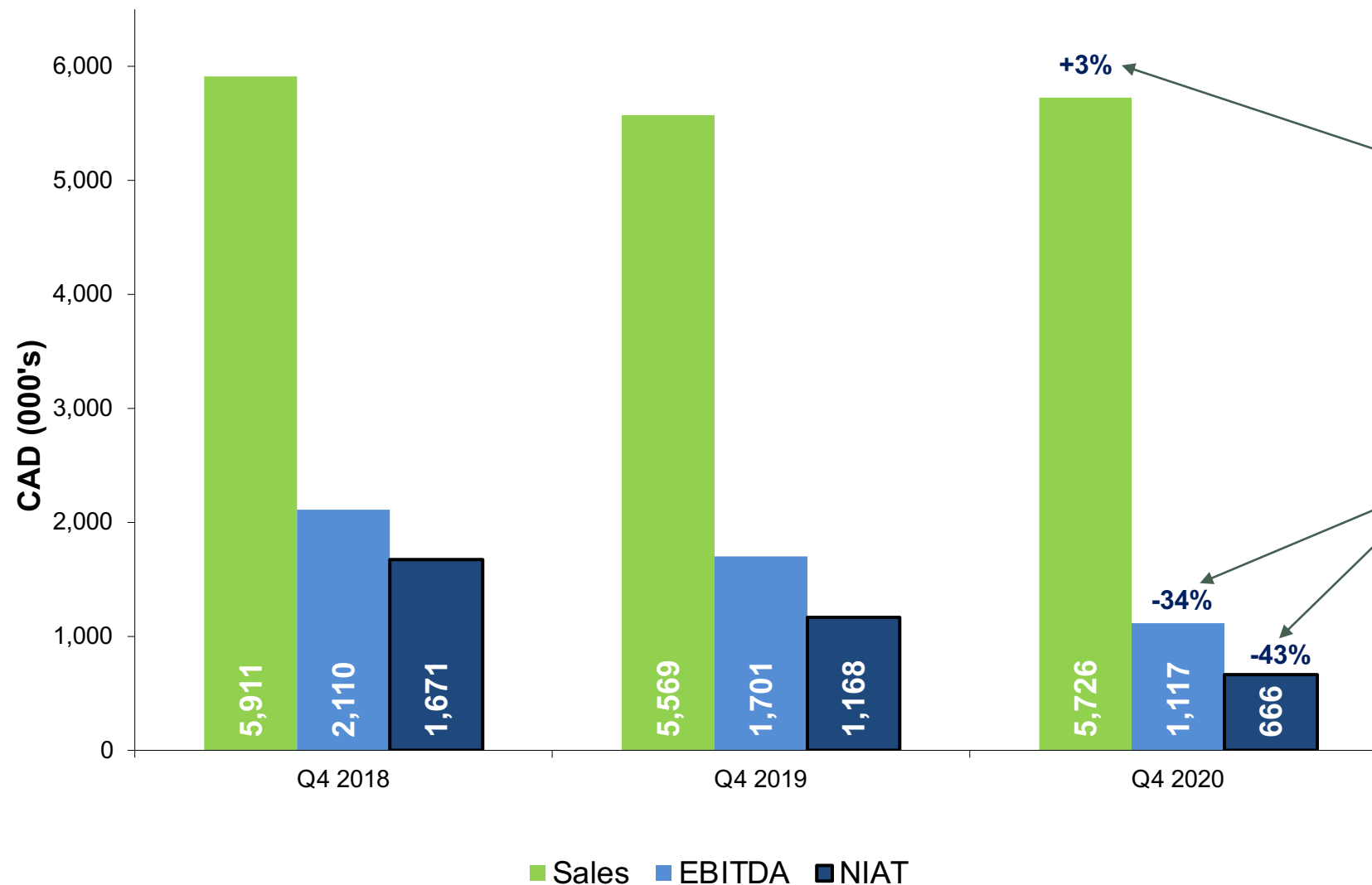
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Sales, EBITDA and NIAT

Quarter ended December 31, 2020



42 Consecutive Profitable Quarters

Q4 2020 Sales:
 +7% Canadian Pharma
 -87% International Pharma
 +180% Legacy Business

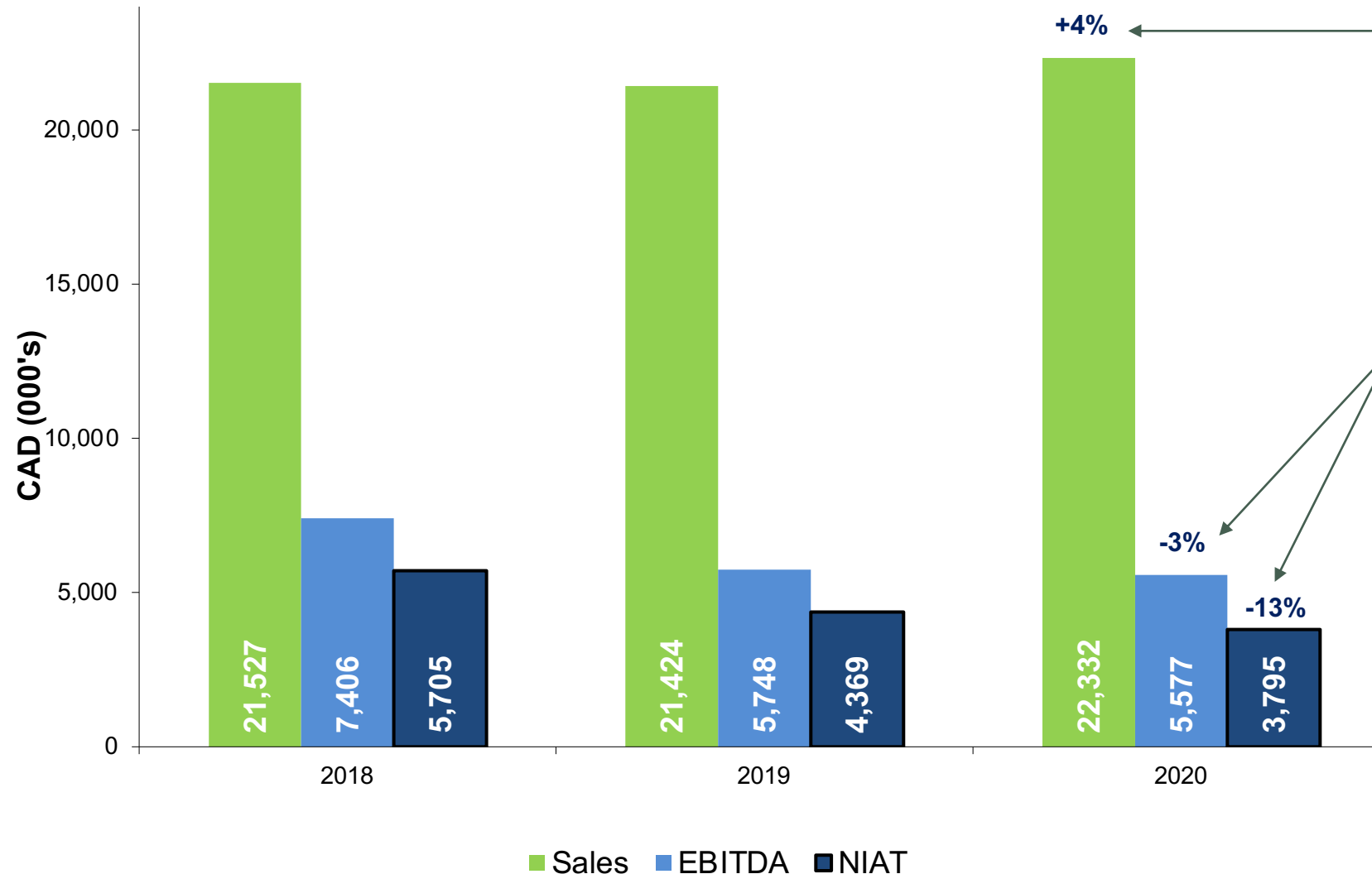
New product launch investments increase OPEX, impacting Q4 2020 NIAT + EBITDA:

- Tibella®
 - Combogesic®
 - FeraMAX® Pd
- } \$694k

*\$626k intangibles write-down in comparative period Q4 2019

Sales, EBITDA and NIAT

Year ended December 31, 2020



FY Sales:

- +12% Canadian Pharma
- 84% International Pharma
- 16% Legacy Business

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

- Tibella®
 - Combogesic®
 - FeraMAX® Pd
- \$1,711k

*\$871k intangibles write-down in comparative period YTD 2019

Q4 / FY 2020 Sales Summary

	Q4 '20 Sales (\$)	Q4 '20 vs. Q4 '19 (%)	FY '20 Sales (\$)	FY '20 vs. FY '19 (%)
Canadian Pharma (\$)	\$5,395k	+7%	\$21,237k	+12%
FeraMAX® (units)		+5%		+10%
RepaGyn® (units)		-		+6%
Cathejell® (units)		+13%		+15%
Aguettant System® (units)		+2%		+21%
Cysview® (units)		(60%)		(28%)
International Pharma (\$)	\$57k	(87%)	\$225k	(84%)
Legacy (\$)	\$274k	+180%	\$870k	(16%)

← Tibella and Combogestic modestly revenue-generating in 2020

← Significant impact of COVID-19 on largest export market; however, large FeraMAX® sale in Q1 2021

COVID-19

Waves 1 & 2

Resilience through Challenges

Continued Growth in Canadian pharma business

Launch of Tibella® in late July 2020, FeraMAX® Pd
Therapeutic 150 in November 2020, and
Combogesic® in late December 2020

Minimal supply chain interruption to date

Export markets most affected

Ongoing access restrictions to HCPs and pharmacies

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



New Products – Driving Future Growth



HRT Women's Health Product

Launched in Canada late Jul 2020



First product on FeraMAX[®] Pd platform

Launched in Canada in Nov 2020



Combined formulation of acetaminophen and ibuprofen for pain relief

Launched in Canada in late Dec 2020



New Women's Health Product

In-licensed Oct 2020

Canadian launch preparations underway

New Products – Investment in Future Growth



- Several launch initiatives underway



- Significant diversification and expansion of Canadian Pharma Business

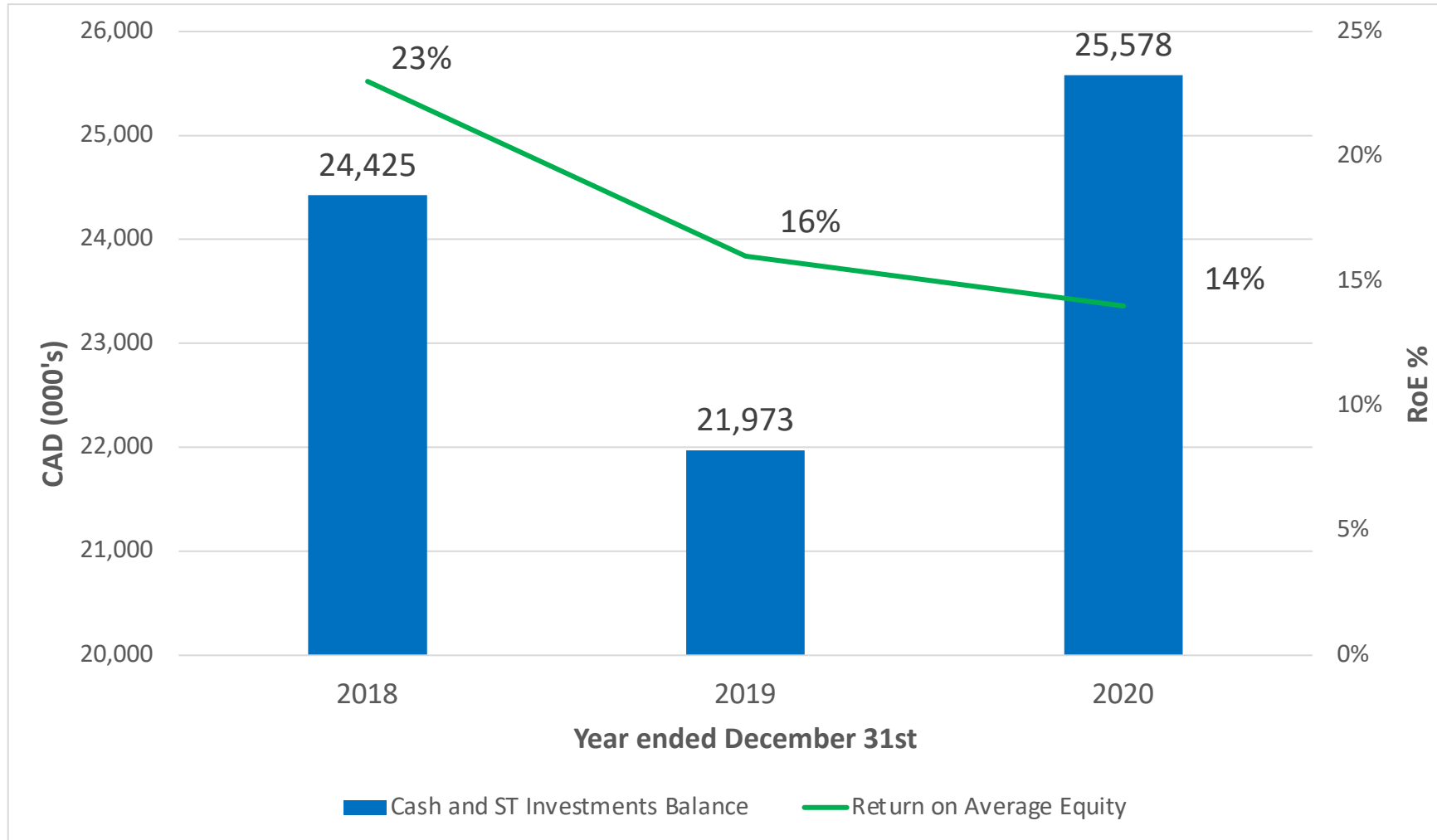


- Significant pre-revenue investments in product development, marketing, selling and promotion in 2020-2021



- 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”)



FY 2020 Cash from Operations of \$6,894k

Zero Long-term Debt

Working Capital of \$24,635k

FY 2020 RoE Net of Cash and ST investments = 145%

Equity reduced by \$2,512k upon repurchase of 594,275 shares under NCIB in FY 2020

Since December 2018, \$10,065k deployed in NCIB to date

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 - Mar 12, 2021	(65,000)	
As of March 12, 2021	(1,660,275)	13,043,130

Subsequent to
Dec 31, 2020

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

Fully Diluted Earnings per Share

Quarter	NIAT	Diluted EPS
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 2019	\$690,843	\$0.05
Q1 2019	\$978,181	\$0.07

2020 marketing investment in launch brands Tibella®, Combogesic®, and FeraMAX® Pd equivalent to:

\$0.29

\$0.04 f/d EPS Q4 2020

\$0.10 f/d EPS FY 2020

\$0.31

Stock Information

As at March 12, 2021

Exchange & Trading Symbol	TSXV: RX
March 12, 2021 Closing Stock Price (CAD)	\$7.25
52 Week Hi/Low:	\$8.49 / \$3.13
Issued Common Shares:	12,872,975
Treasury – RSU Shares in Trust	<u>(132,200)</u>
Outstanding Common Shares:	12,740,775
Options Outstanding	173,230
RSUs Outstanding	<u>129,125</u>
Fully Diluted Common Shares:	13,043,130
P/E Ratio (TTM):	24.92
P/B Ratio:	3.51

Profitable.

Demonstrated financial durability.

Well positioned.

Growth assets.

Focused on long term growth and Total Shareholder Return.

Thank you.