



BioSyent Inc.

Q4/FY 2021 Results

MARCH 9, 2022

PRESENTED BY:

RENÉ GOEHRUM
PRESIDENT AND CEO

Disclaimer

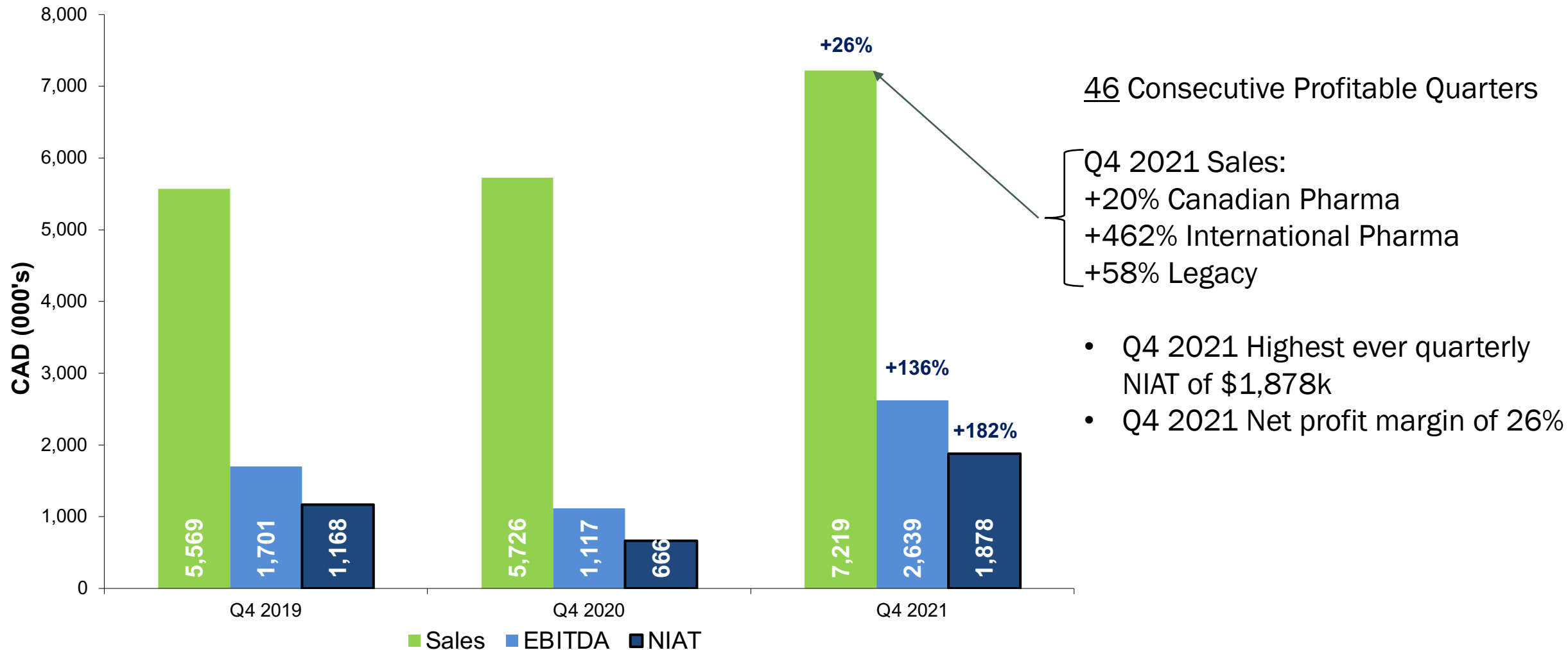
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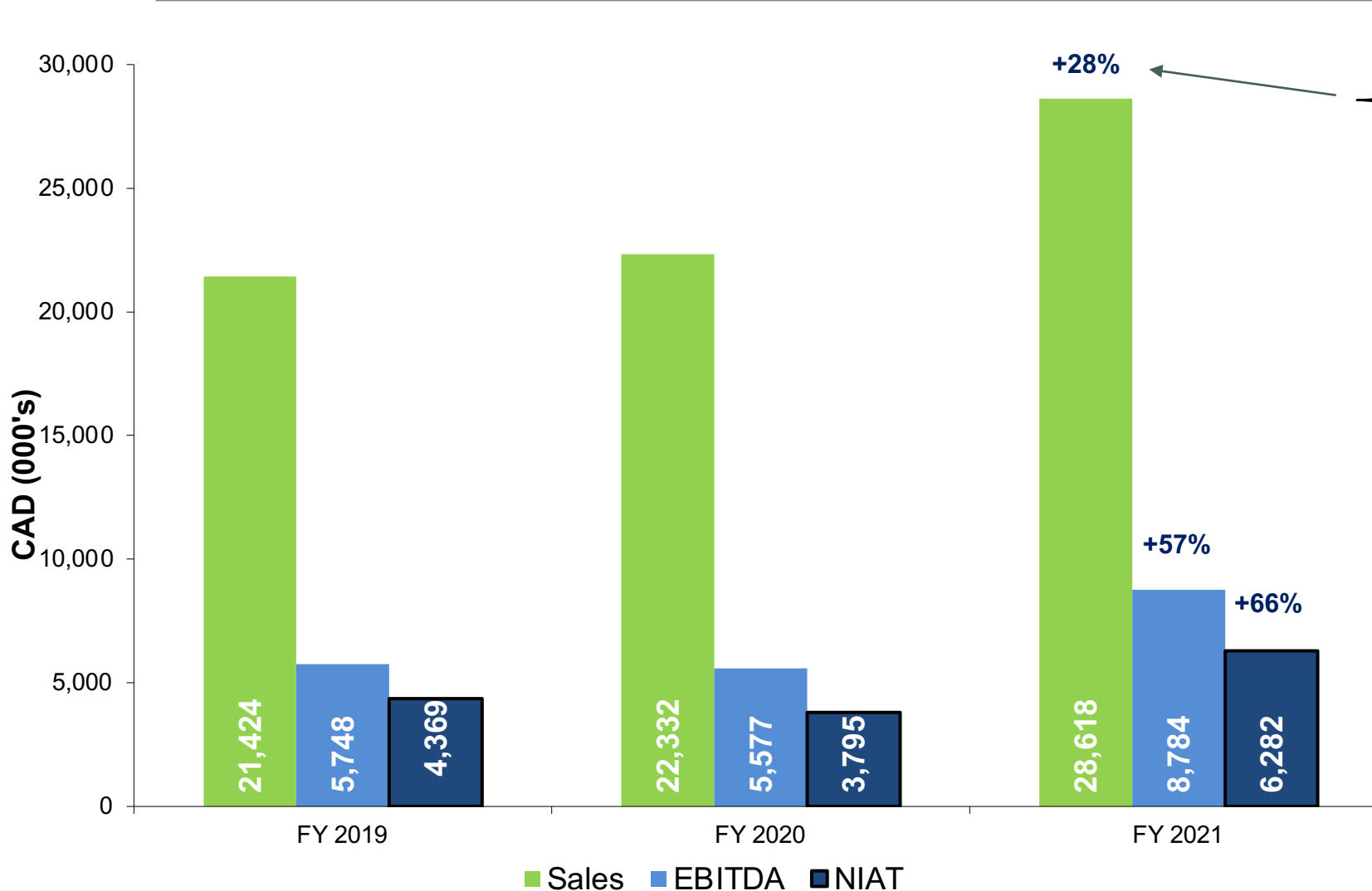
Sales, EBITDA and NIAT

Quarter (Q4) ended December 31, 2021



Sales, EBITDA and NIAT

Full year (FY) ended December 31, 2021



FY 2021 Sales:

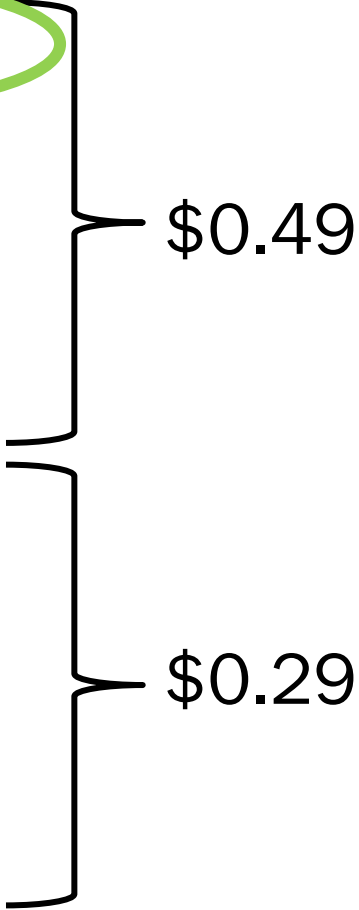
- +21% Canadian Pharma
- +621% International Pharma
- +40% Legacy

- Growth from across portfolio of established Canadian pharma brands
- Tibella® and Combogesic® contribute to sales growth
- Resurgence of International pharma business

FY 2021 net profit margin of 22%

Fully Diluted Earnings per Share

Quarter	NIAT	Diluted EPS
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
Q3 2020	\$955,909	\$0.07
Q2 2020	\$722,206	\$0.06
Q1 2020	\$1,451,518	\$0.11



Q4 / FY 2021 Sales Summary

	Q4 '21 Sales (\$)	Q4 '21 vs. Q4 '20 (%)	FY '21 Sales (\$)	FY '21 vs. FY '20 (%)
Canadian Pharma (\$)	\$6,466k	+20%	\$25,780k	+21%
FeraMAX® (units)		+12%		+14%
RepaGyn® (units)		+8%		+8%
Tibella® (units)		+100%		n/a
Combogesic® (units)		n/a		n/a
Cathejell® (units)		(4%)		+12%
Aguettant System® (units)*		+94%		+27%
Cysview® (units)*		+187%		+66%
International Pharma (\$)	\$318k	+462%	\$1,624k	+621%
Legacy (\$)	\$434k	+58%	\$1,214k	+40%

-All brands contribute to FY 2021 Canadian pharma growth

-Tibella® and Combogesic® launch growth rate impacted by depressed patient traffic through HCP offices

-2021 Resurgence in Intn'l FeraMAX® sales, growth in secondary export market

-Large single Q4 2021 Protect-It® shipment to Canadian distributor for export

*Products discontinued January 2022

COVID-19

Resilience through Challenges

Canadian pharma brands have continued to grow through COVID

Omicron impacts HCP access, patient volumes in Q1 2022

Canadian HCPs still not seeing patients in-person at pre-COVID levels

Launch products Tibella[®] and Combogesic[®] most affected

HCP access improving in 2022 as restrictions are lifted

- FeraMAX[®] Pd platform introduced in October 2020
- Patented delivery system based on Polydextrose Iron Complex (“PDIC”)
- Foundation for future product developments
 - FeraMAX[®] Pd Therapeutic 150 launched in Nov 2020
 - FeraMAX[®] Pd Powder 15 launched in Oct 2021
 - Lifecycle strategy – further innovation for greater share of market



Future Growth Drivers



FeraMAX® Pd Platform – PDIC

- Introduced October 2020
- Preparing new product for launch - 2022
- Additional product development underway for launch – 2023/24



HRT agent for menopause therapy

- Launched July 2020



First Canadian formulation of acetaminophen + ibuprofen for pain relief

- Launched December 2020



New women's health product approved by HC

- Launch preparations underway



Focus on Growth Assets

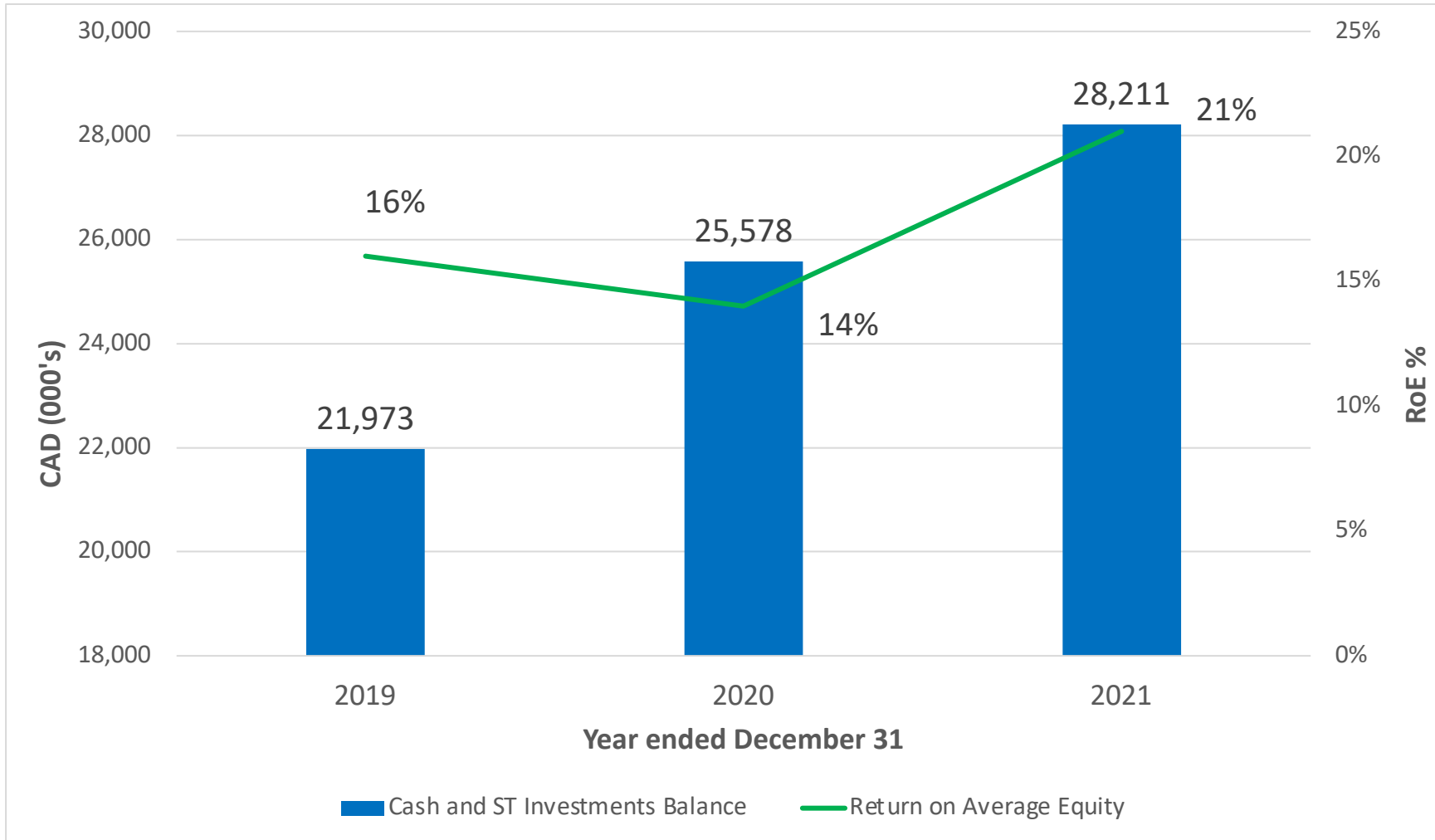
Return of licensed rights and discontinue sale of products effective Dec 31, 2021:

- 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[®]
- New Women's Health Product
- Broad scope of in-licensing and acquisition opportunities considered

Cash Balance & Return and Equity (“RoE”)

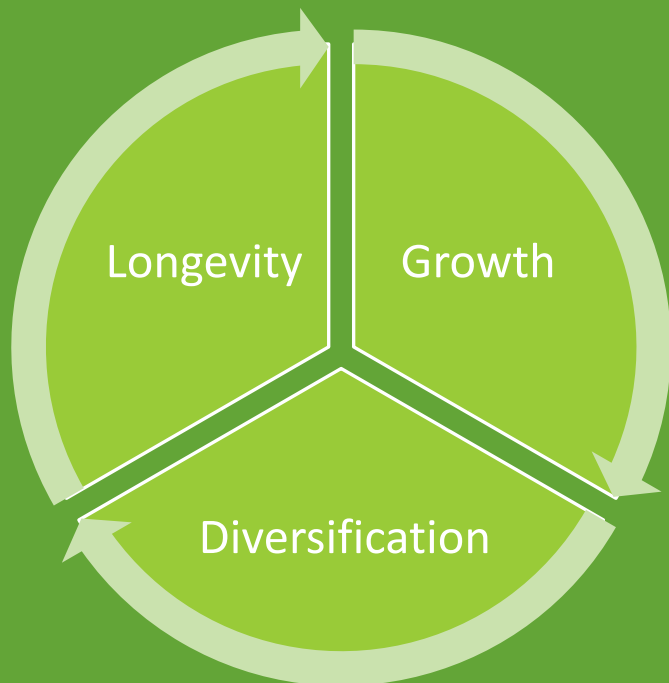


- Zero Long-term Debt
- FY 2021 Cash from Operations = \$4,675k
- FY 2021 RoE Net of Cash and ST investments = 175%
- Equity reduced by \$1,322k upon repurchase of 180,950 shares under NCIB during FY 2021
- Execution of strategy drives RoE to 21%

Strategy

Strategic Plan (2021-2025) updated H1 2021

Capital allocated to achievement of our long-term goals:



Excess capital may also be returned to shareholders.

Capital Allocation

Growth

- Sales growth while sustaining profitability



Diversification

- Continually build the product portfolio with quality in-licensing and acquisition opportunities



Longevity

- Decisions grounded in the long view
- Deliver long-term value to shareholders



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 - Nov 16, 2021	(159,850)	
NCIB 4: Dec 17, 2021 - present	(144,800)	
As of March 8, 2022	(1,899,925)	12,778,659

Average repurchase price of \$8.13/share

123,700 shares purchased Jan 1 - Mar 8, 2022

- 13% reduction in fully diluted shares since commencing NCIB 1 in Dec 2018
- Average cost of \$6.25/share overall
- ~\$11.8 million cumulative capital investment in share buybacks to date – to the benefit of shareholders
- 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 March 8, 2022

Exchange & Trading Symbol	TSXV: RX
March 8, 2022 Closing Stock Price (CAD)	\$8.19
52 Week Hi/Low:	\$9.59 / \$6.76
Issued Common Shares:	12,641,258
Treasury – RSU Shares in Trust	<u>(225,700)</u>
Outstanding Common Shares:	12,415,558
Options Outstanding	170,504
RSUs Outstanding	<u>192,597</u>
Fully Diluted Common Shares:	12,778,659
P/E Ratio :	16.66
P/B Ratio:	3.22

Profitable.

Demonstrated financial durability.

Well positioned.

Growth assets.

Focused on long term growth and Total Shareholder Return.

Thank you.