

Q2 and H1 2017 Results

August 16th, 2017

Presented by:

René Goehrum Chairman, President, and CEO







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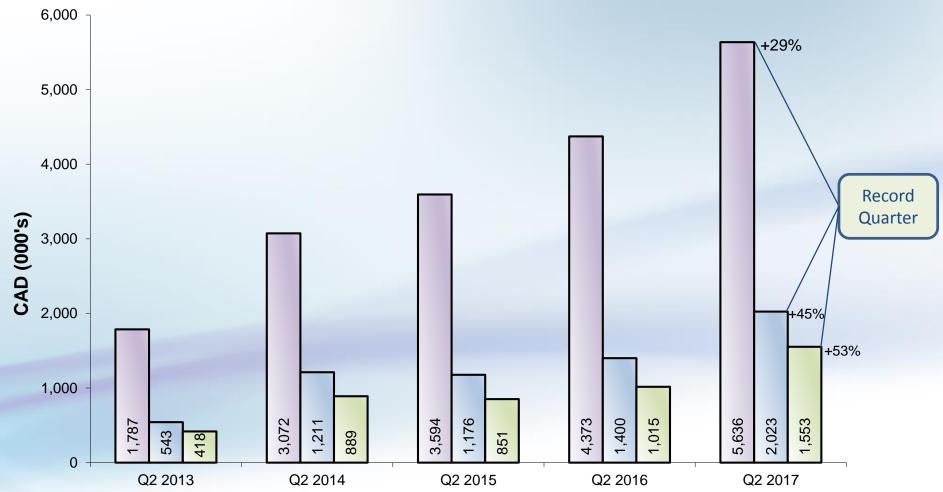
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Sales, EBITDA and NIAT Quarter Ended June 30

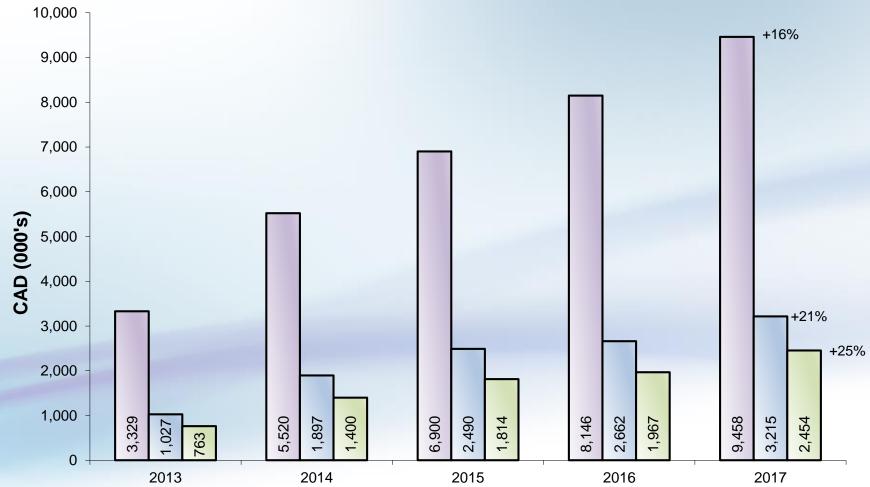


□Sales □EBITDA □NIAT





Sales, EBITDA and NIAT Six Months Ended June 30



■Sales ■EBITDA ■NIAT



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Pharmaceutical Sales By Quarter







Q2 2017 Sales Summary

- Q2 2017 pharmaceutical sales of \$5.1 million increased 27% over Q2 2016
 - Q2 2017 Canadian pharmaceutical sales of \$4.3 million increased 16% over Q2 2016
 - Q2 2017 vs. Q2 2016 Canadian sales volumes (units):
 - FeraMAX® 150 +8%
 - FeraMAX® Powder +28%
 - RepaGyn® +29%
 - Cathejell[®] Jelly 2% +32%
 - Q2 2017 International FeraMAX® sales of \$0.7 million increased 188% over Q2 2016
 - FeraMAX® shipments to one new international market in Q2 2017
 - International FeraMAX® sales have occurred in ten consecutive quarters
- Q2 2017 Legacy business sales of \$0.6 million increased 54% over Q2 2016





H1 2017 Sales Summary

- H1 2017 pharmaceutical sales of \$8.7 million increased 16% over H1 2016
 - H1 2017 Canadian pharmaceutical sales of \$7.7 million increased 9% over H1 2016
 - H1 2017 vs. H1 2016 Canadian sales volumes (units):
 - FeraMAX® 150 +0.5%
 - » Secondary demand for product offsetting effect of reduction in Q1 wholesale trade inventory levels
 - FeraMAX® Powder +15%
 - RepaGyn® +32%
 - Cathejell® Jelly 2% +24%
 - H1 2017 International FeraMAX® sales of \$1.0 million increased 103% over H1 2016
- H1 2017 Legacy business sales of \$0.7 million increased 23% over H1 2016





Sales Summary – Launch Products

- H1 2017 Aguettant System[®] PFS sales (\$) increased 2x vs. H1 2016
 - Atropine Sulphate re-launched Q1 2016
 - Phenylephrine Hydrochloride launched Q4 2016
 - Growth in line with management's expectations
- Increased interest in Cysview[®] and endorsements from Canadian urological community
 - Blue light cystoscopy cost-effectiveness study published in CUAJ in June 2017
 - 2 hospitals have adopted Cysview[®]
 - 2 additional hospitals have completed positive evaluations of Cysview[®]
 - Evaluations scheduled or in progress for 4 additional hospital sites
 - Adoption below management's expectations



2017 Activity



- March 2017: A 2nd Canadian hospital announces initiation of a Cysview[®] program
- April 2017: BioSyent extends in-license agreement for Cathejell[®] to 2024
 - Since its 2012 launch, Cathejell[®] has posted double-digit year-over-year sales growth

Cathejell®

2% lidocaine hydrochloride jelly, USP

- May 2017: FeraMAX® named #1 recommended iron supplement brand in Canada for second consecutive year
 - EnsembleIQ Healthcare Group annual survey of 2,505 Canadian physicians and pharmacists
 - % of both physicians and pharmacists surveyed naming FeraMAX® #1 in 2017 increased from 2016 survey results



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Growth Drivers 2017 - 2021

Growth driven by organic growth of existing portfolio **plus** incremental growth from new products and new international markets:

Existing product portfolio growth drivers

- FeraMAX®: Canada and International (existing markets)
- CYSVIFW®
- Cathejell[®] Jelly 2%
- RepaGyn®
- Aguettant System[®]

New products and new markets

- FeraMAX® International (Sales to new markets)
- 2 Cardiovascular Rx products; upon Health Canada approval
- Women's Health Rx product; upon Health Canada approval

New in-licensed products

To be announced – active deal funnel





Balance Sheet Snapshot

BioSyent Inc.

Interim Unaudited Consolidated Statements of Financial Position

AS AT		June 30, 2017		mber 31, 2016	% Change
ASSETS					
Trade and other receivables	\$	2,705,117	\$	1,941,177	39%
Inventory		1,482,113		1,560,050	-5%
Prepaid expenses and deposits		323,713		269,704	20%
Income tax recoverable		75,818		-	
Derivative asset		108,280		32,025	238%
Cash, cash equivalents and short-term investments		14,702,627		13,739,286	7%
Current Assets		19,397,668		17,542,242	11%
Equipment		305,248		291,331	5%
Intangible assets		1,508,282		1,277,235	18%
Loans receivable	<	391,500		-	
Deferred tax asset		119,567		137,375	-13%
TOTAL NON CURRENT ASSETS		2,324,597		1,705,941	36%
TOTAL ASSETS	\$	21,722,265	\$	19,248,183	13%
LIABILITIES AND SHAREHOLDERS' EQUITY					
Current liabilities	\$	2,163,172	\$	2,358,226	-8%
Deferred tax liability		199,760		163,241	22%
Long term debt				-	0%
Total Equity		19,359,333		16,726,716	16%
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	\$	21,722,265	\$	19,248,183	13%

Working Capital of \$17,234,496 +14% from Dec. 31, 2016

Cash and ST investments of \$14,702,627 +7% from Dec. 31, 2016

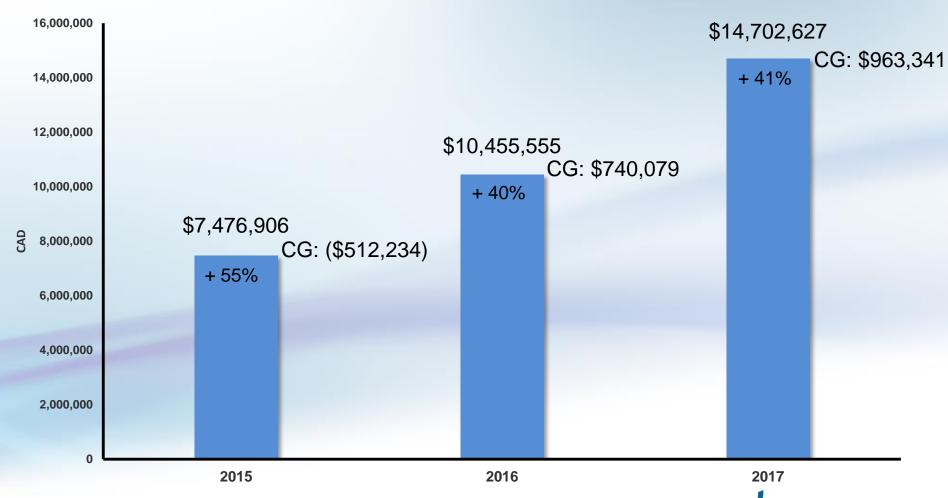
\$391,500 in loan proceeds advanced under MSLP

Zero Debt





June 30 Cash Balance and H1 Cash Generation ("CG")





Return on Equity ("ROE")







Earnings Per Share

Quarter	NIAT	Dilute	ed EPS		
Q2 2017	\$1,552,918	\$	0.11		
Q1 2017	\$ 901,556	\$	0.06		\$0.33
Q4 2016	\$1,094,822	\$	0.08		φοισσ
Q3 2016	\$1,247,380	\$	0.08	J	
Q2 2016	\$1,015,449	\$	0.07		
Q1 2016	\$ 951,854	\$	0.07		\$0.27
Q4 2015	\$ 762,602	\$	0.05		\$0.21
Q3 2015	\$1,188,536	\$	0.08		

TTM EPS Growth +22%





Stock Information August 15, 2017

Exchange & Trading Symbol:

Aug 15, 2017 closing stock price (CAD)

52 Week Hi / Low:

Current Shares:

Warrants:

Options:

Fully Diluted:

P/E Ratio (TTM):

P/B Ratio:

TSXV: RX \$8.60 \$8.82 / \$6.90 14,476,353 0 172,506 14,648,859 26.26 6.43





Thank you

www.BioSyent.com

www.sedar.com

www.tmxmoney.com

www.BioSyentPFS-System.ca

www.Cathejell.ca

www.CYSVIEW.ca

www.FeraMAX.com

www.Proktis-M.ca

www.RepaGyn.ca

