



Q3 and YTD 2018 Results

November 21, 2018

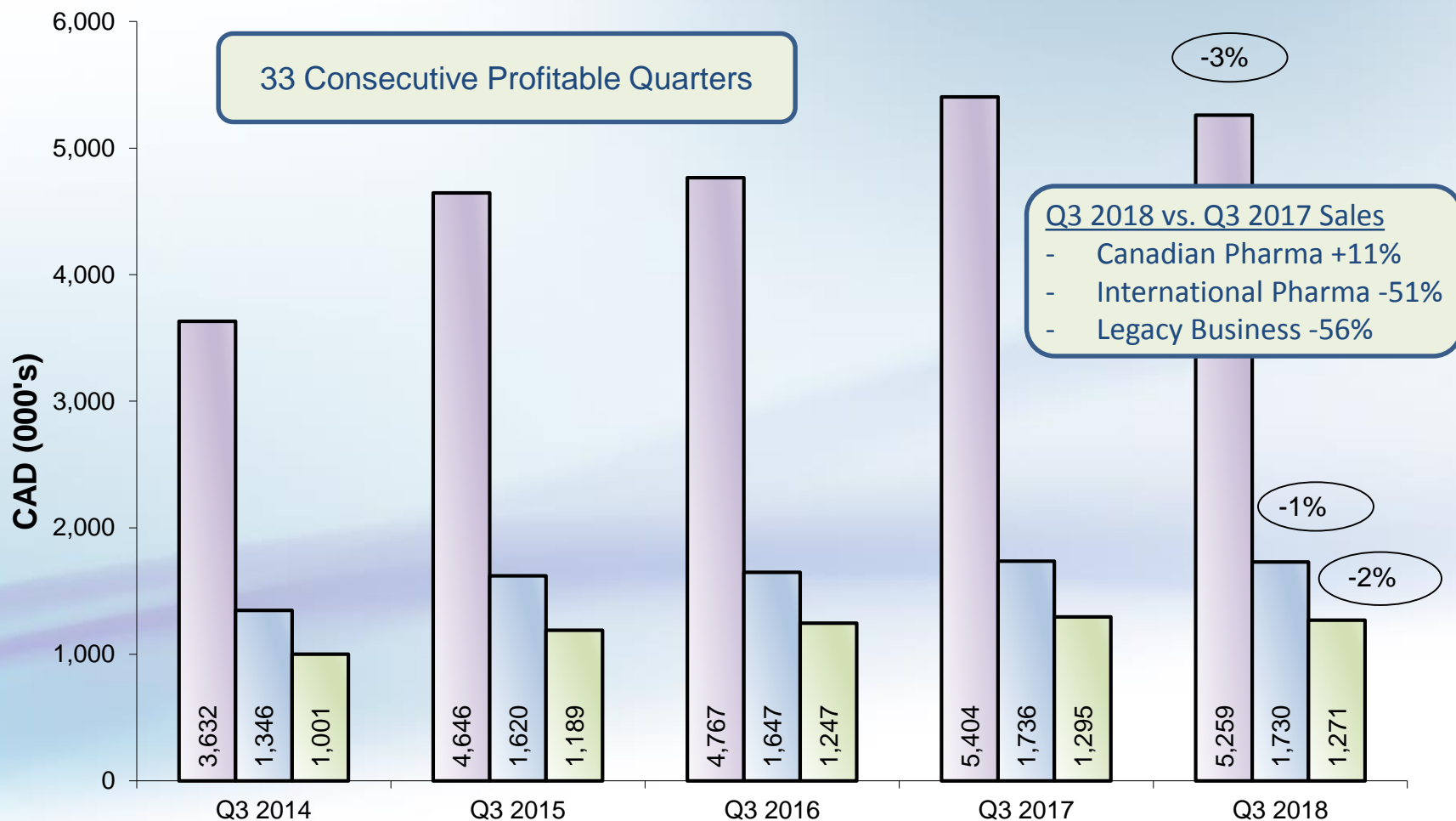
Presented by:
René Goehrum
President and CEO

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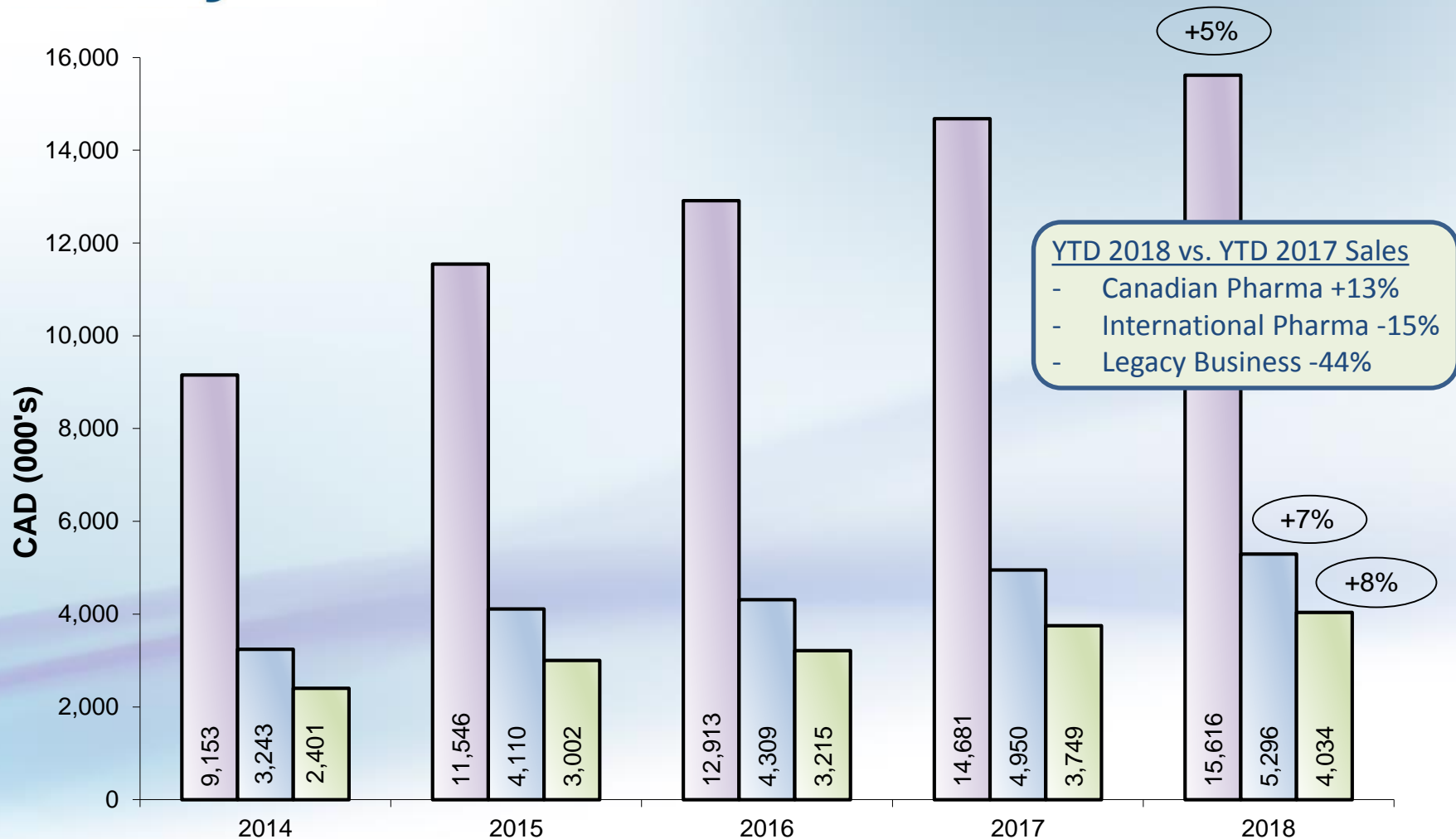
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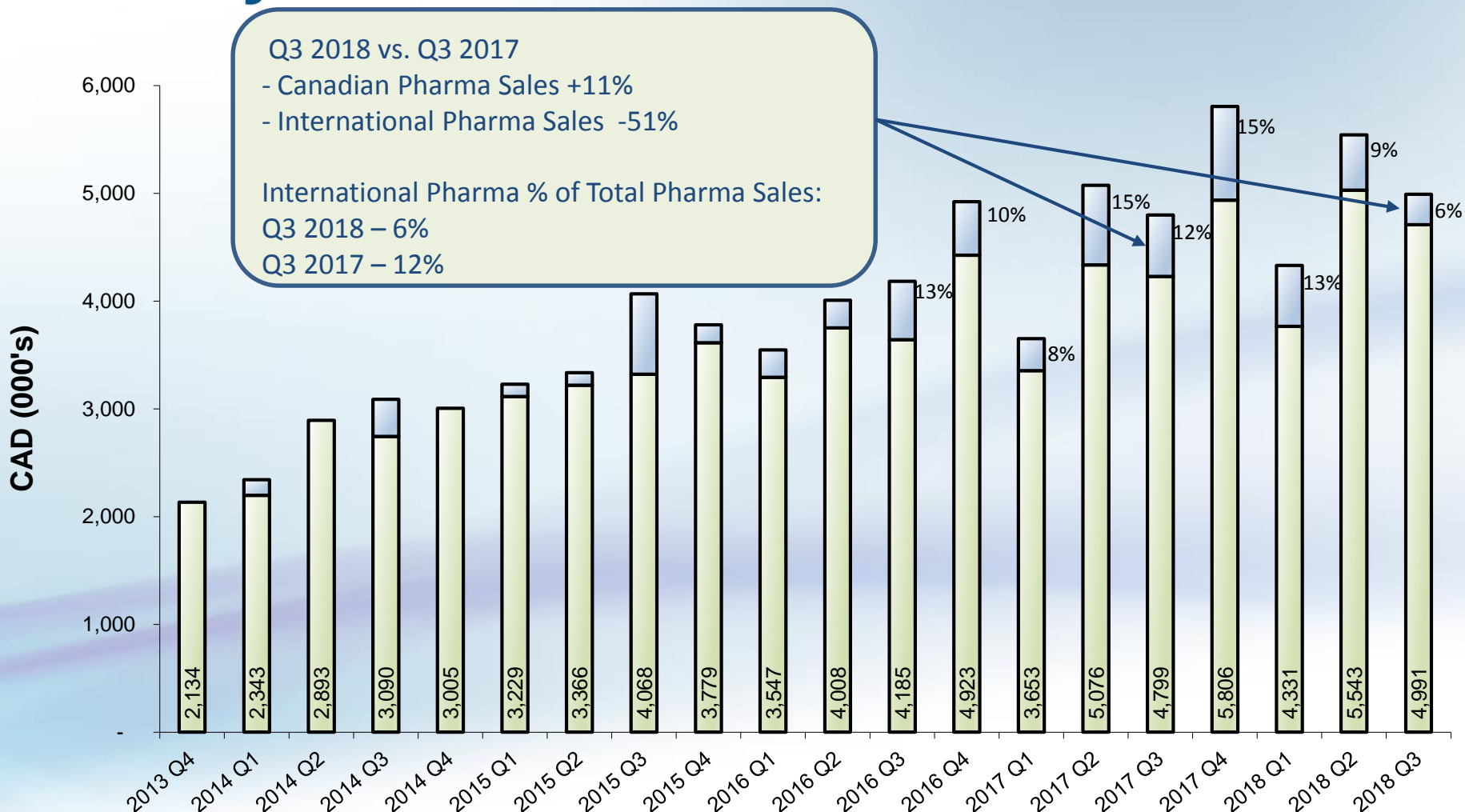
Sales, EBITDA and NIAT Quarter Ended September 30th



Sales, EBITDA and NIAT Nine Months Ended September 30th



Pharmaceutical Sales By Quarter



- **Q3 2018 pharmaceutical sales of \$4.99 million increased 4% over Q3 2017**
 - Q3 2018 Canadian pharmaceutical sales of \$4.71 million increased 11% over Q3 2017
 - Q3 2018 vs. Q3 2017 Canadian sales volumes (units):
 - FeraMAX® 150 +9%
 - FeraMAX® Powder +5%
 - RepaGyn® +29%
 - Cathejell® +32%
 - Aguettant System® +216%
 - Q3 2018 International FeraMAX® sales of \$282k decreased by 51% versus Q3 2017
 - Quarterly variability in sales
 - Ongoing issues in obtaining required import permits for certain market
 - Import permit received subsequent to quarter-end for shipment originally planned for Q2 2018
- **Q3 2018 Legacy Business sales of \$268k decreased by 56% versus Q3 2017**

- **YTD 2018 pharmaceutical sales of \$14.87 million increased 10% over YTD 2017**
 - YTD 2018 Canadian pharmaceutical sales of \$13.51 million increased 13% over YTD 2017
 - YTD 2018 vs. YTD 2017 Canadian sales volumes (units):
 - FeraMAX® 150 +8%
 - FeraMAX® Powder +8%
 - RepaGyn® +24%
 - Cathejell® +17%
 - Aguettant System® +107%
 - YTD 2018 International FeraMAX® sales of \$1,359k decreased by 15% versus YTD 2018
 - Trade restrictions have resulted in additional risk and instability in international sales
 - Near-term sales instability not expected to persist over long-term
- **YTD 2018 Legacy Business sales of \$751k decreased by 44% versus YTD 2017**
 - 2018 sales impacted by customer inventory levels and weather conditions
 - Year-to-year variability experienced in past

- Long implementation cycle has impacted 2018 results
- Implementation update
 - 7 Canadian hospital sites currently operational with Cysview®
 - 5 new operational sites added in YTD 2018
 - No new operational sites added in Q3 2018
 - 9 additional Canadian hospital sites have either completed successful evaluations of Cysview® or have proceeded to implementation without evaluation
 - 1 of these sites placed first order of Cysview® in November 2018
- Sales volume (units) +220% in YTD 2018 vs. YTD 2017 (comparison to low base)

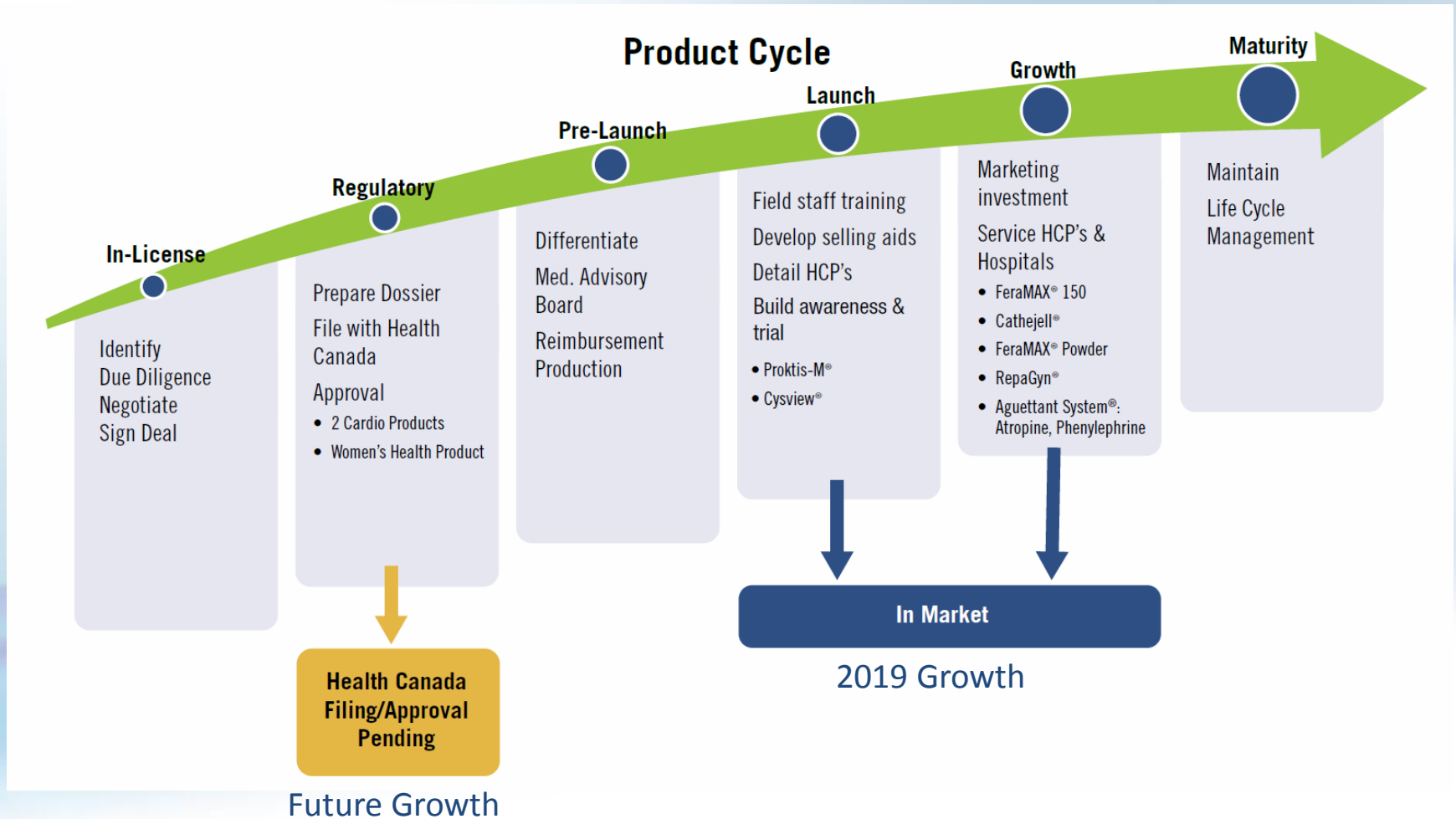
CYSVIEW®
HEXAMINOLEVULINATE HCL

- January 2018: Mr. Larry Andrews and Ms. Sara Elford appointed to Board of Directors (replacing Director retirements)
- May 2018: Mr. Joseph Arcuri elected to Board of Directors @ May 29, 2018 AGM (replacing Director retirement)
- May 2018: FeraMAX® named #1 recommended iron supplement brand in Canada for 3rd consecutive year
 - Recommended #1 by 43% of physicians and by 35% of pharmacists surveyed



- **September 2018:**
 - **Mr. Alfred D'Souza retired as VP, Finance and CFO after 12 years of service**
 - **Mr. Robert March joined BioSyent as VP, Finance and CFO**
 - **Mr. Joost van der Mark joined BioSyent as VP, Corporate Development**
 - **BioSyent named to Growth 500 ranking of Canada fastest growing companies for 6th consecutive year**
 - **Ranked 228th based on 5-year sales growth rate of 313% (2012 – 2017)**





BioSyent Inc.

Interim Unaudited Condensed Consolidated Statements of Financial Position

AS AT	September 30, 2018	December 31, 2017	% Change
ASSETS			
Trade and other receivables	\$ 2,297,192	\$ 2,236,695	3%
Inventory	1,340,010	908,825	47%
Prepaid expenses and deposits	470,760	147,326	220%
Income tax recoverable	-	71,924	-100%
Derivative asset	37,884	-	100%
Cash, cash equivalents and short-term investments	22,604,792	19,338,435	17%
Current Assets	26,750,638	22,703,205	18%
Equipment	256,769	290,926	-12%
Intangible assets	1,925,878	1,670,210	15%
Loans receivable	396,806	393,860	1%
Deferred tax asset	42,518	46,647	-9%
TOTAL NON CURRENT ASSETS	2,621,971	2,401,643	9%
TOTAL ASSETS	\$ 29,372,609	\$ 25,104,848	17%
LIABILITIES AND SHAREHOLDERS' EQUITY			
Current liabilities	\$ 2,461,743	\$ 2,615,594	-6%
Deferred tax liability	356,556	276,327	29%
Long term debt	-	-	0%
Total Equity	26,554,310	22,212,927	20%
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	\$ 29,372,609	\$ 25,104,848	17%

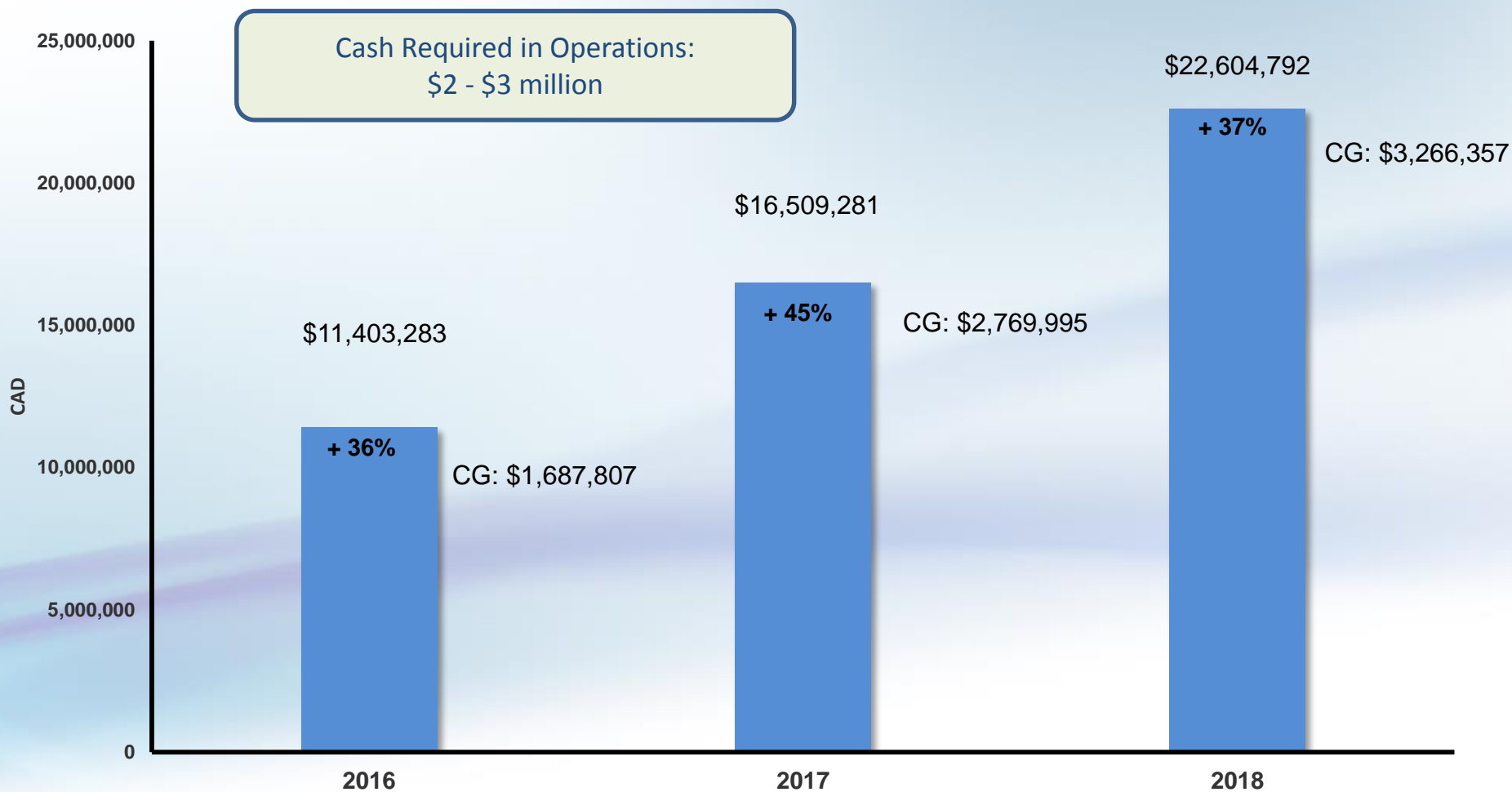
Working Capital of
\$24.3 million
+21% from Dec. 31, 2017

Cash and ST investments
of \$22.6 million
+17% from Dec. 31, 2017

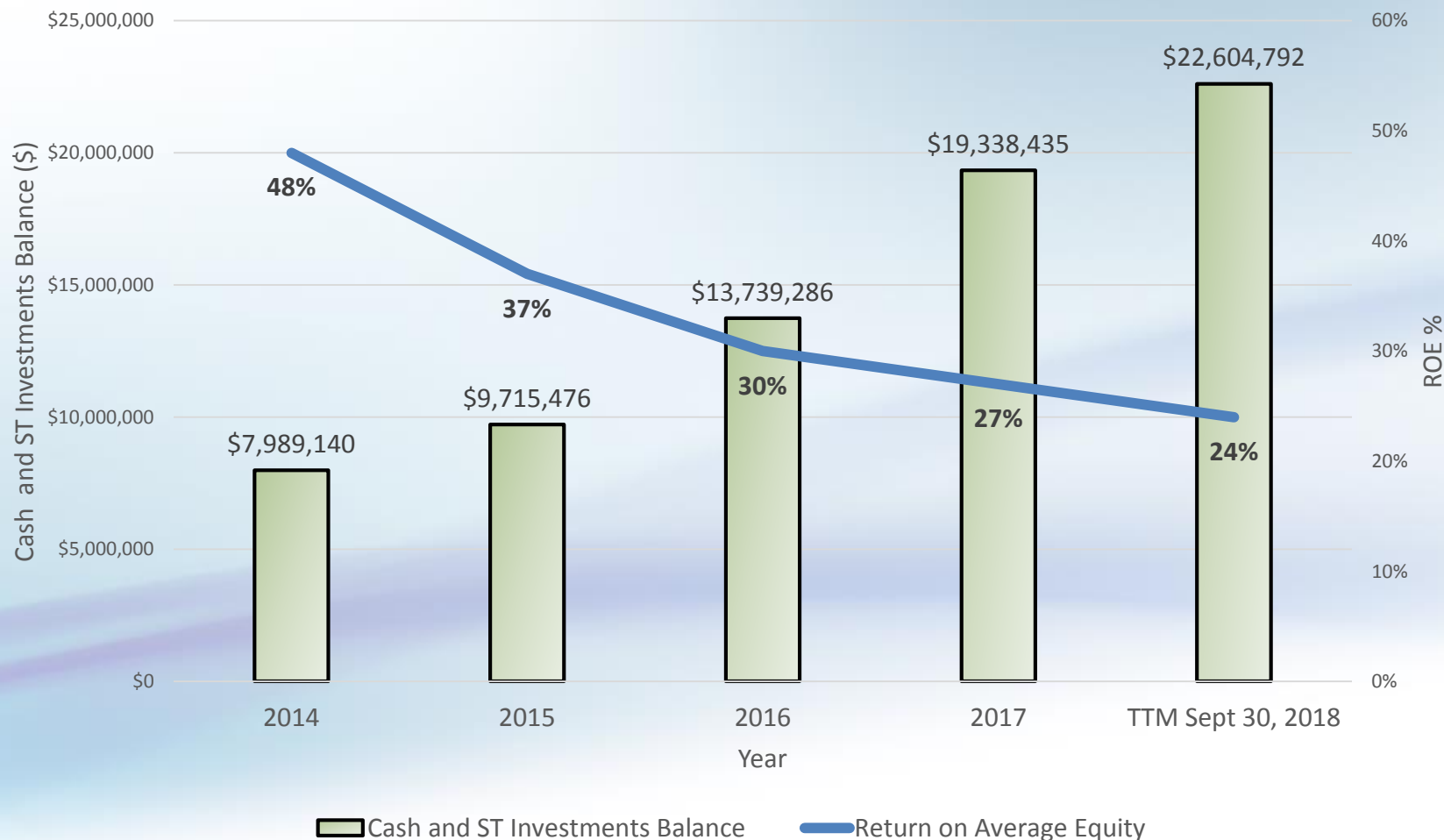
Continuing to build
Balance Sheet for
deployment opportunities

Zero Debt

September 30 Cash Balance and YTD Cash Generation (“CG”)



Return on Equity (“ROE”) and Cash Balance



TTM Return on Average Equity Net of Cash and ST Investments: 145%

Earnings Per Share

Last 8 Quarters

Quarter	NIAT	Diluted EPS
Q3 2018	\$1,270,613	\$ 0.09
Q2 2018	\$1,620,233	\$ 0.11
Q1 2018	\$1,143,130	\$ 0.08
Q4 2017	\$1,457,228	\$ 0.10
Q3 2017	\$1,294,575	\$ 0.09
Q2 2017	\$1,552,918	\$ 0.11
Q1 2017	\$ 901,556	\$ 0.06
Q4 2016	\$1,094,822	\$ 0.08

\$0.38

\$0.34

TTM EPS Growth **+12%**

Annual





Stock Information November 19, 2018

Exchange & Trading Symbol:
Nov 19, 2018 closing stock price (CAD)
52 Week Hi / Low:
Common Shares:
Options:
Fully Diluted:
P/E Ratio (TTM):
P/B Ratio:

TSXV: RX
\$8.30
\$8.00 / \$10.50
14,521,154
154,153
14,675,307
22.18
4.54

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