

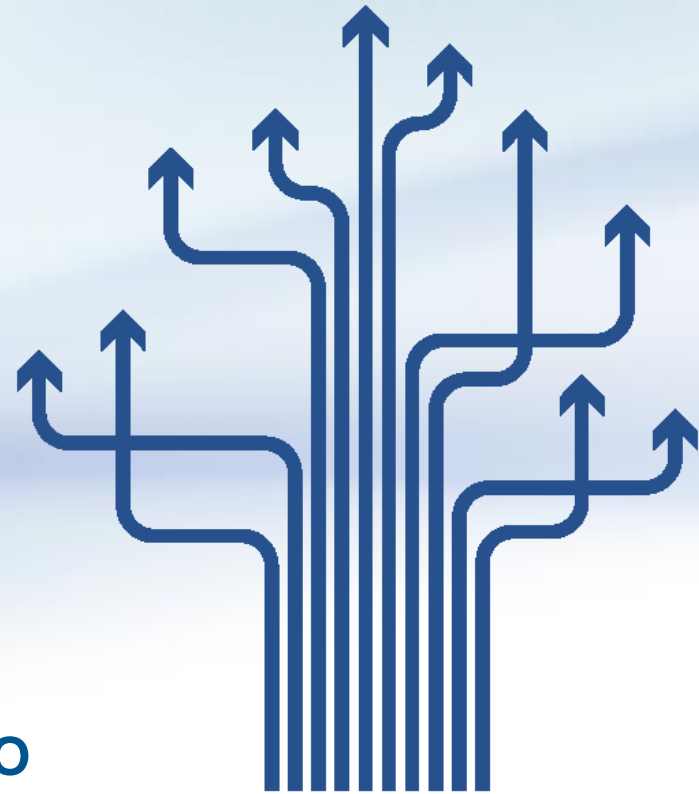


# Q4 and Full Year 2017 Results

March 21, 2018

**Presented by:**

**René Goehrum**  
**Chairman, President, and CEO**



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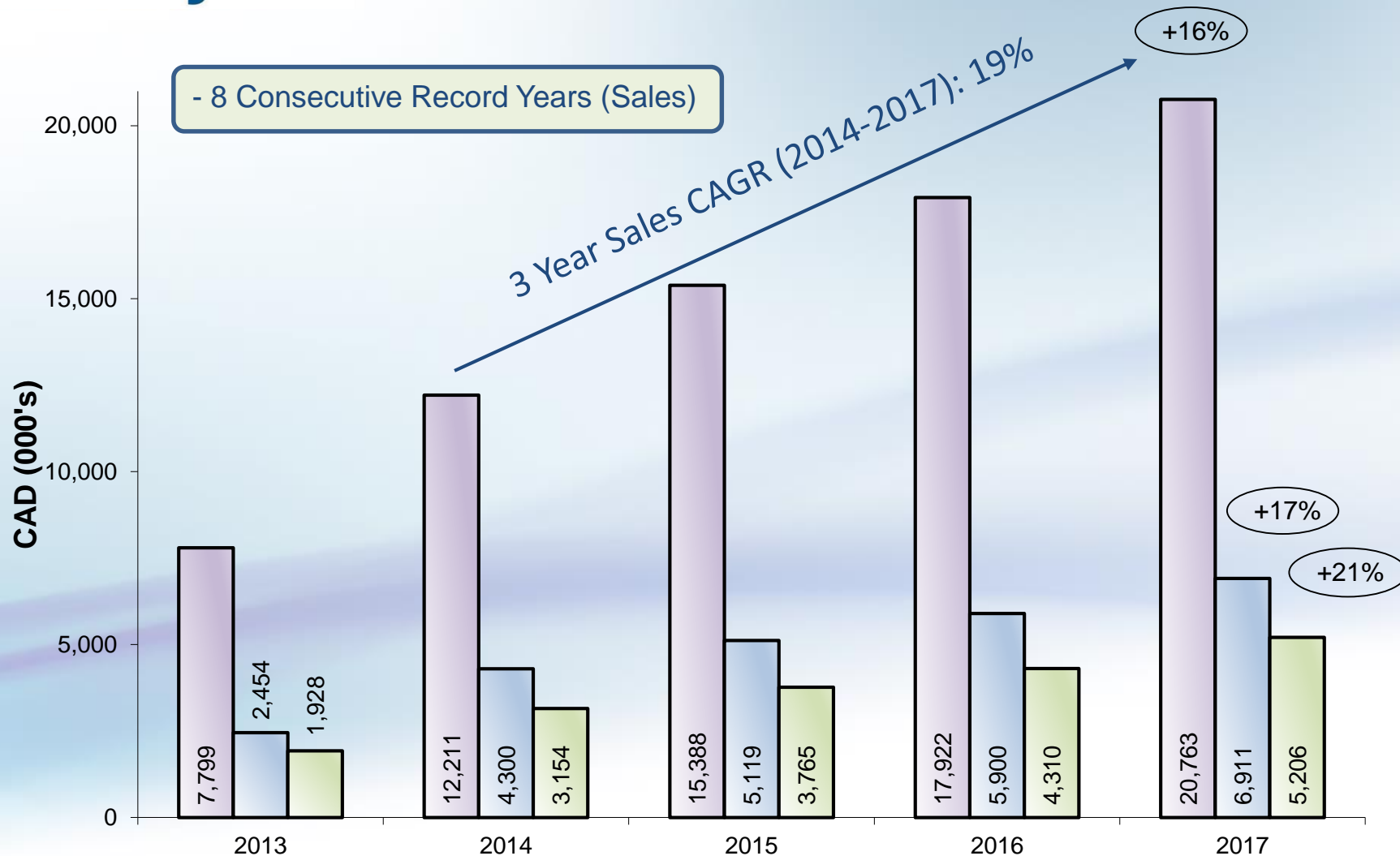
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BioSyent Inc. undertakes no obligation to update publicly or otherwise revise any forward-looking information as a result of new information, future results or other such factors which affect this information, except as required by law.

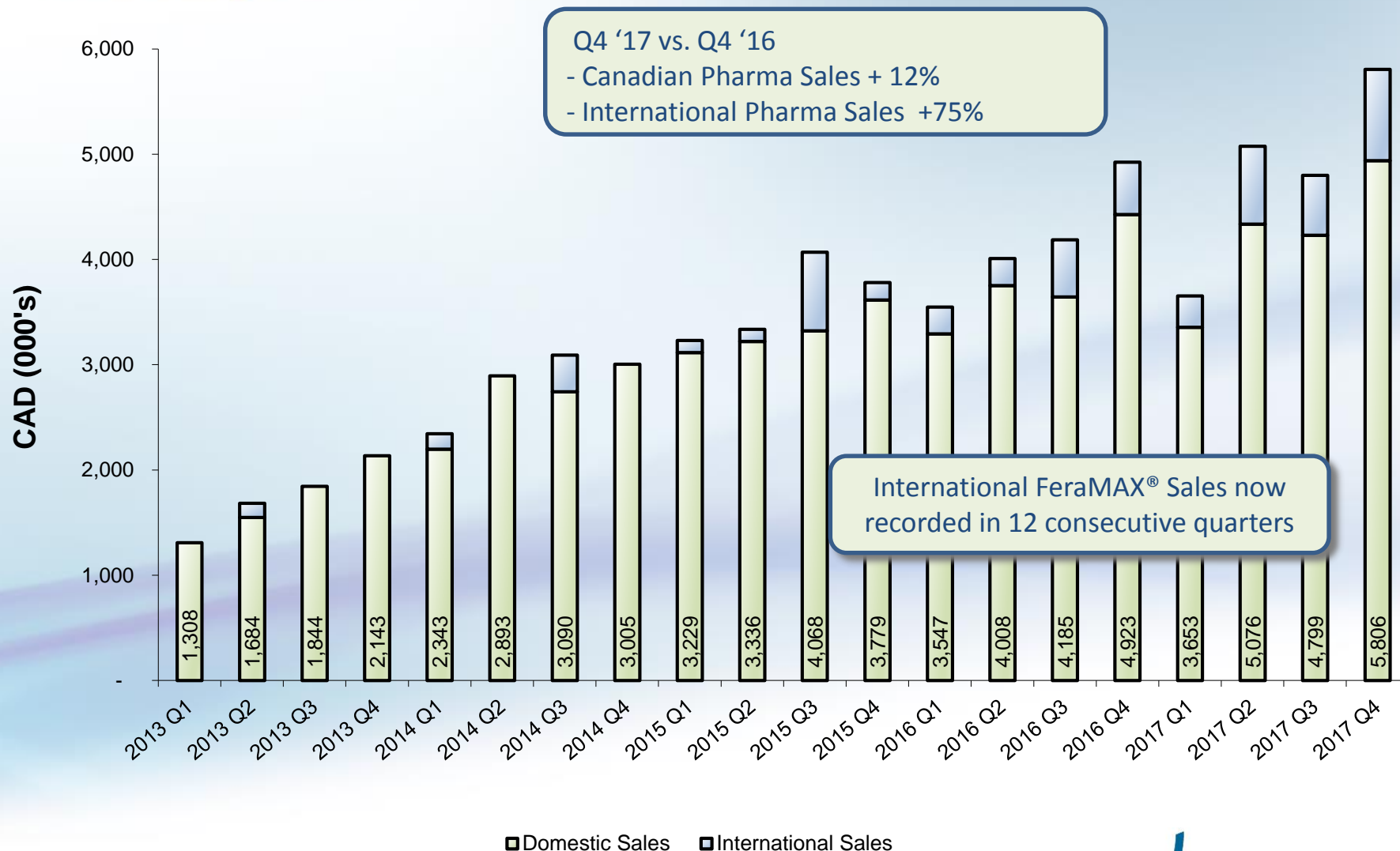
# Sales, EBITDA and NIAT Quarter Ended December 31



# Sales, EBITDA and NIAT Year Ended December 31



# Pharmaceutical Sales By Quarter



- **Q4 2017 pharmaceutical sales of \$5.8 million increased 18% over Q4 2016**
- Q4 2017 Canadian pharmaceutical sales of \$4.9 million increased 12% over Q4 2016
  - Q4 2017 vs. Q4 2016 Canadian sales volumes (units):
    - FeraMAX<sup>®</sup> 150 +10%
    - FeraMAX<sup>®</sup> Powder +16%
    - RepaGyn<sup>®</sup> +21%
    - Cathejell<sup>®</sup> Jelly 2% +21%
- Q4 2017 International FeraMAX<sup>®</sup> sales of \$0.9 million increased 75% over Q4 2016
  - International FeraMAX<sup>®</sup> sales have occurred in twelve consecutive quarters

- **2017 pharmaceutical sales of \$19.3 million increased 16% over 2016**
  - 2017 Canadian pharmaceutical sales of \$16.9 million increased 12% over 2016
    - 2017 vs. 2016 Canadian sales volumes (units):
      - FeraMAX® 150 +6%
        - » Wholesale trade inventories contracted in Q1 2017 and remain below prior year levels
      - FeraMAX® Powder +17%
      - RepaGyn® +22%
      - Cathejell® Jelly 2% +19%
  - 2017 International FeraMAX® sales of \$2.5 million increased 60% over 2016
- **2017 Legacy business sales of \$1.4 million increased 14% over 2016**
  - One new export market added in Q3 2017



- **2017 Aguettant System® PFS sales (\$) increased 66% vs. 2016**
  - Atropine Sulphate re-launched Q1 2016
  - Phenylephrine Hydrochloride launched Q4 2016
  - 136 Canadian hospitals have made repeat purchases of Aguettant System® PFS
  - 12 new Canadian hospitals ordered Aguettant System® PFS in Q4 2017
- **Pace of Cysview® adoption slower than expected, but momentum is building**
  - 2 hospitals have adopted Cysview®
  - 5 additional hospitals have completed positive evaluations of Cysview® to date
  - 2 additional hospital sites to implement Cysview® without evaluation
  - 10 leading Canadian urologists/uro-oncologists have publicly endorsed Cysview®
  - Blue light cystoscopy cost-effectiveness study published in CUAJ in June 2017



**CYSVIEW®**  
HEXAMINOLEVULINATE HCL



- **May 2017: FeraMAX® named #1 recommended iron supplement brand in Canada for second consecutive year**
- **September 2017: BioSyent named to PROFIT 500 ranking of Canada's fastest-growing companies for fifth consecutive year**
  - Based on five-year revenue growth rate of 538% (2011 – 2016)
- **October 2017: New prescription women's health product drug submission advances past Health Canada screening**
- **December 2017: New prescription cardiology products submitted to Health Canada for initial screening**
- **January 2018: Mr. Larry Andrews and Ms. Sara Elford appointed to Board of Directors**



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

### Existing product portfolio growth drivers

- FeraMAX<sup>®</sup>: Canada and International (existing markets)
- CYSVIEW<sup>®</sup>
- Cathejell<sup>®</sup> Jelly 2%
- RepaGyn<sup>®</sup>
- Aguetant System<sup>®</sup>

### New products and new markets

- FeraMAX<sup>®</sup> 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
- Portfolio expansion – core to our strategy

**BioSyent Inc.**  
**Consolidated Statements of Financial Position**

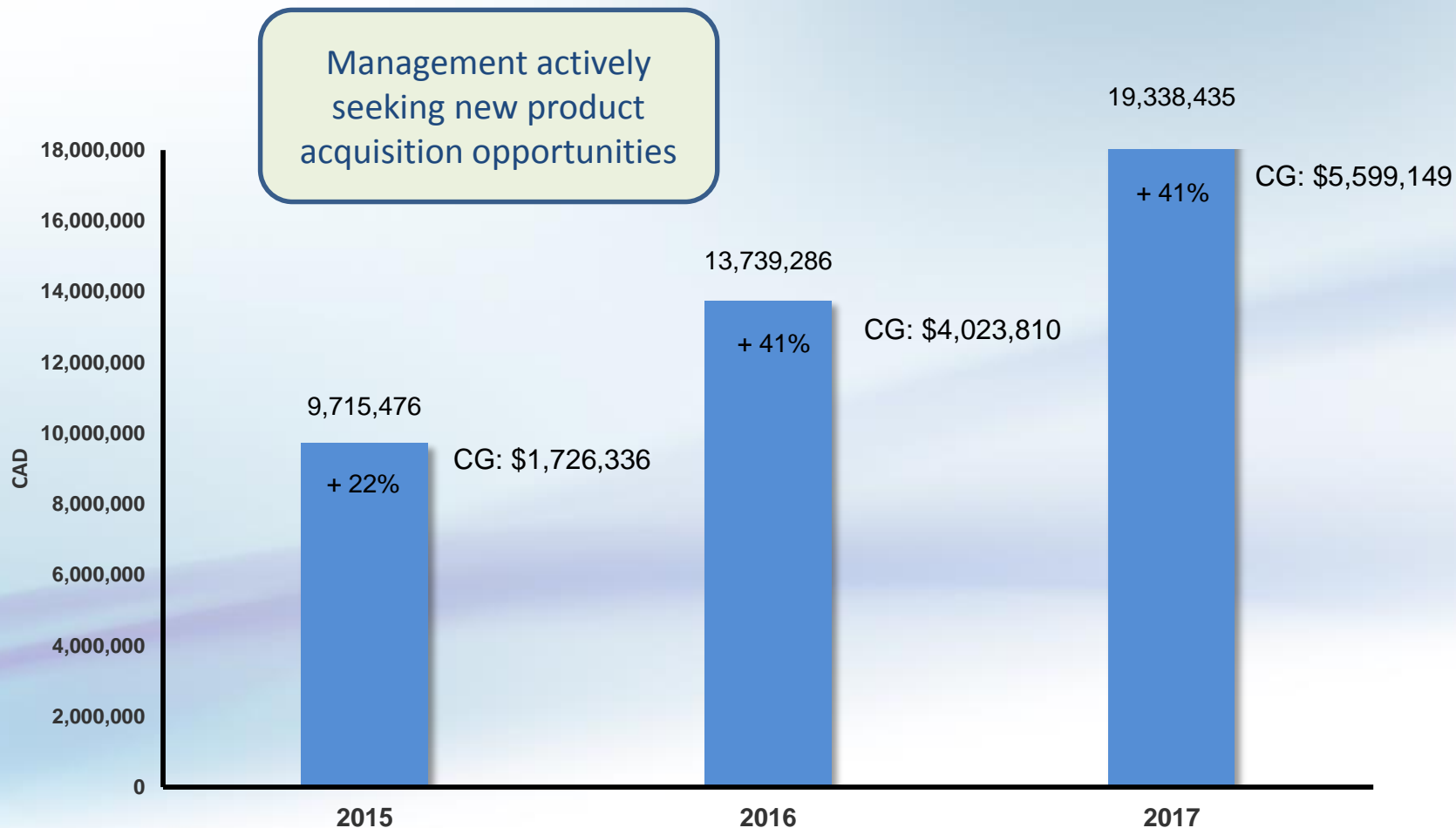
| AS AT   | December 31, 2017    | December 31, 2016    | % Change   |
|---|----------------------|----------------------|------------|
| <b>ASSETS</b>                                     |                      |                      |            |
| Trade and other receivables                       | \$ 2,236,695         | \$ 1,941,177         | 15%        |
| Inventory   | 908,825              | 1,560,050            | -42%       |
| Prepaid expenses and deposits                     | 147,326              | 269,704              | -45%       |
| Income tax recoverable                            | 71,924               | -                    |            |
| Derivative asset                                  | -                    | 32,025               | -100%      |
| Cash, cash equivalents and short-term investments | 19,338,435           | 13,739,286           | 41%        |
| <b>Current Assets</b>                             | <b>22,703,205</b>    | <b>17,542,242</b>    | <b>29%</b> |
| Equipment   | 290,926              | 291,331              | 0%         |
| Intangible assets                                 | 1,670,210            | 1,277,235            | 31%        |
| Loans receivable                                  | 393,860              | -                    |            |
| Deferred tax asset                                | 46,647               | 137,375              | -66%       |
| <b>TOTAL NON CURRENT ASSETS</b>                   | <b>2,401,643</b>     | <b>1,705,941</b>     | <b>41%</b> |
| <b>TOTAL ASSETS</b>                               | <b>\$ 25,104,848</b> | <b>\$ 19,248,183</b> | <b>30%</b> |
| <b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>       |                      |                      |            |
| Current liabilities                               | \$ 2,615,594         | \$ 2,358,226         | 11%        |
| Deferred tax liability                            | 276,327              | 163,241              | 69%        |
| Long term debt                                    | -                    | -                    | 0%         |
| Total Equity                                      | 22,212,927           | 16,726,716           | 33%        |
| <b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b> | <b>\$ 25,104,848</b> | <b>\$ 19,248,183</b> | <b>30%</b> |

Working Capital of  
\$20.1 million  
+32% from Dec. 31, 2016

Cash and ST investments  
of \$19.3 million  
+41% from Dec. 31, 2016

Zero Debt

## December 31 Cash Balance and Nine Months Cash Generation (“CG”)



## Return on Equity (“ROE”)



YEAR ENDED DECEMBER 31

| Quarter | NIAT        | Diluted EPS |        |
|---------|-------------|-------------|--------|
| Q4 2017 | \$1,457,228 | \$ 0.10     | \$0.36 |
| 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     | \$0.30 |
| Q3 2016 | \$1,247,380 | \$ 0.08     |        |
| Q2 2016 | \$1,015,449 | \$ 0.07     |        |
| Q1 2016 | \$ 951,854  | \$ 0.07     |        |

2017 EPS Growth +20%

|                               | 2012<br>(Base Year) | 2017       | 5 Year Change |
|-------------------------------|---------------------|------------|---------------|
| Revenue                       | \$ 5.0M             | \$ 20.8M   | 4.2x          |
| # of marketed pharma products | 2                   | 8          | 4.0x          |
| Net Income Before Tax (NIBT)  | \$ 1.4M             | \$ 6.9M    | 4.9x          |
| Cash Generation               | \$ 1.3M             | \$ 5.6M    | 4.3x          |
| Cash                          | \$ 2.3M             | \$ 19.3M   | 8.4x          |
| Debt                          | \$ 0                | \$ 0       | -             |
| Fully Diluted Shares*         | 14,476,195          | 14,637,506 | +1.11%        |
| Diluted EPS                   | \$ 0.11             | \$ 0.36    | 3.3x          |

\* Last equity financing - 2002





## Stock Information

### March 16, 2018

Exchange & Trading Symbol:  
March 16, 2018 closing stock price (CAD)  
52 Week Hi / Low:  
Current Shares:  
Warrants:  
Options:  
Fully Diluted:  
P/E Ratio (TTM):  
P/B Ratio:

TSXV: RX  
\$9.89  
\$7.10 / \$11.00  
14,509,095  
0  
163,978  
**14,673,073**  
27.87  
6.46

## Thank you

[www.BioSyent.com](http://www.BioSyent.com)

[www.sedar.com](http://www.sedar.com)

[www.tmxmoney.com](http://www.tmxmoney.com)

[www.BioSyentPFS-System.ca](http://www.BioSyentPFS-System.ca)

[www.Cathejell.ca](http://www.Cathejell.ca)

[www.CYSVIEW.ca](http://www.CYSVIEW.ca)

[www.FeraMAX.com](http://www.FeraMAX.com)

[www.Proktis-M.ca](http://www.Proktis-M.ca)

[www.RepaGyn.ca](http://www.RepaGyn.ca)