



BioSyent Inc.

# Q3 / YTD 2023 Results

NOVEMBER 16, 2023

PRESENTED BY: RENÉ GOEHRUM  
PRESIDENT AND CEO





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RepaGyn®

Cathejell®

*inofolic*®MD



<sup>c</sup>Tibella®



**Proktis-M**®

**Combogesic**®MD

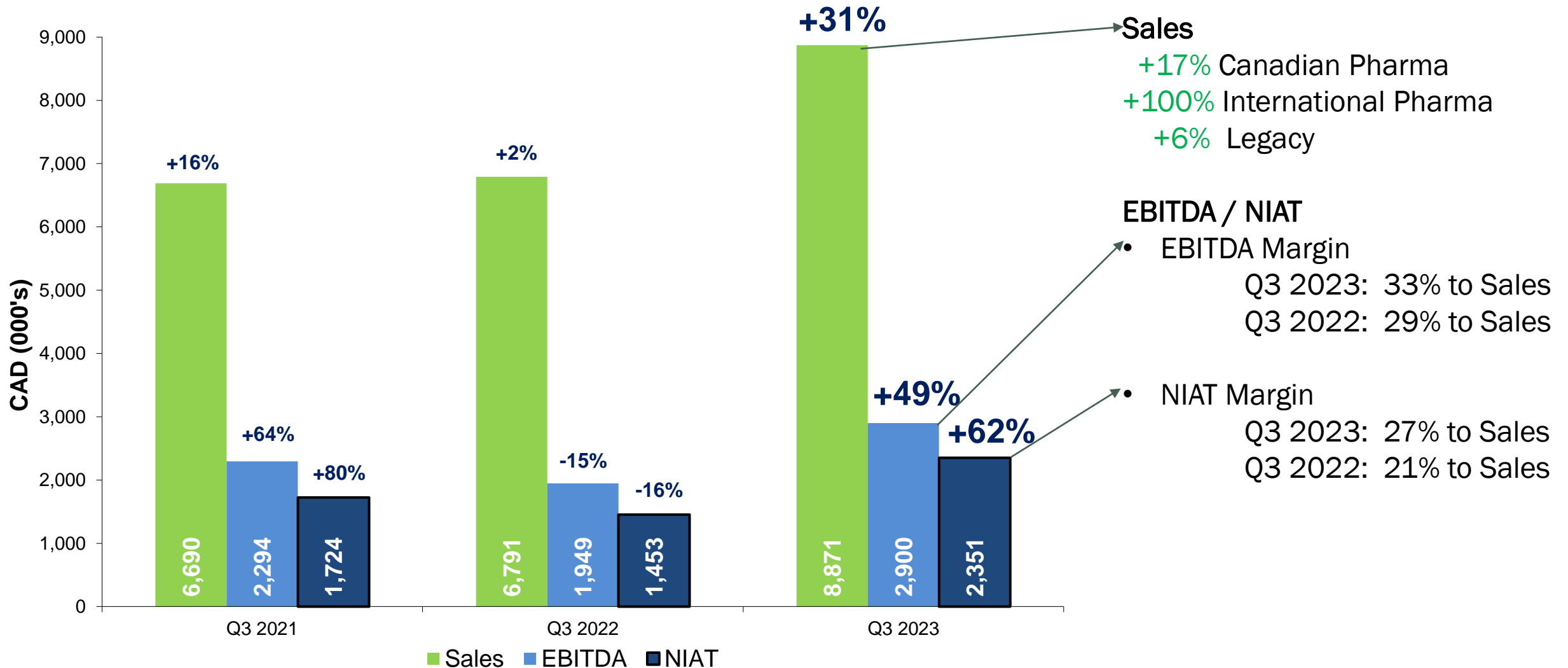


# Q3 / YTD 2023 Sales Summary (\$)

	Q3 '23 Sales (\$)	Q3 '23 vs. Q3 '22 (%)	YTD '23 Sales (\$)	YTD '23 vs. YTD '22 (%)
<b>Canadian Pharma (\$)</b>	<b>\$7,432k</b>	<b>+17%</b>	<b>\$21,566k</b>	<b>+14%</b>
FeraMAX <sup>®</sup> Pd		+17%		+14%
Tibella <sup>®</sup>		+61%		+50%
Combogesic <sup>®</sup>		(54%)		(37%)
RepaGyn <sup>®</sup>		+12%		+1%
Inofolic <sup>®</sup>		n/a		n/a
Cathejell <sup>®</sup>		+4%		+3%
<b>International Pharma (\$)</b>	<b>\$993k</b>	<b>+100%</b>	<b>\$993k</b>	<b>+76%</b>
<b>Legacy (\$)</b>	<b>\$446k</b>	<b>+6%</b>	<b>\$758k</b>	<b>(19%)</b>
<b>Total Company (\$)</b>	<b>\$8,871k</b>	<b>+31%</b>	<b>\$23,317k</b>	<b>+14%</b>

# Sales, EBITDA and NIAT

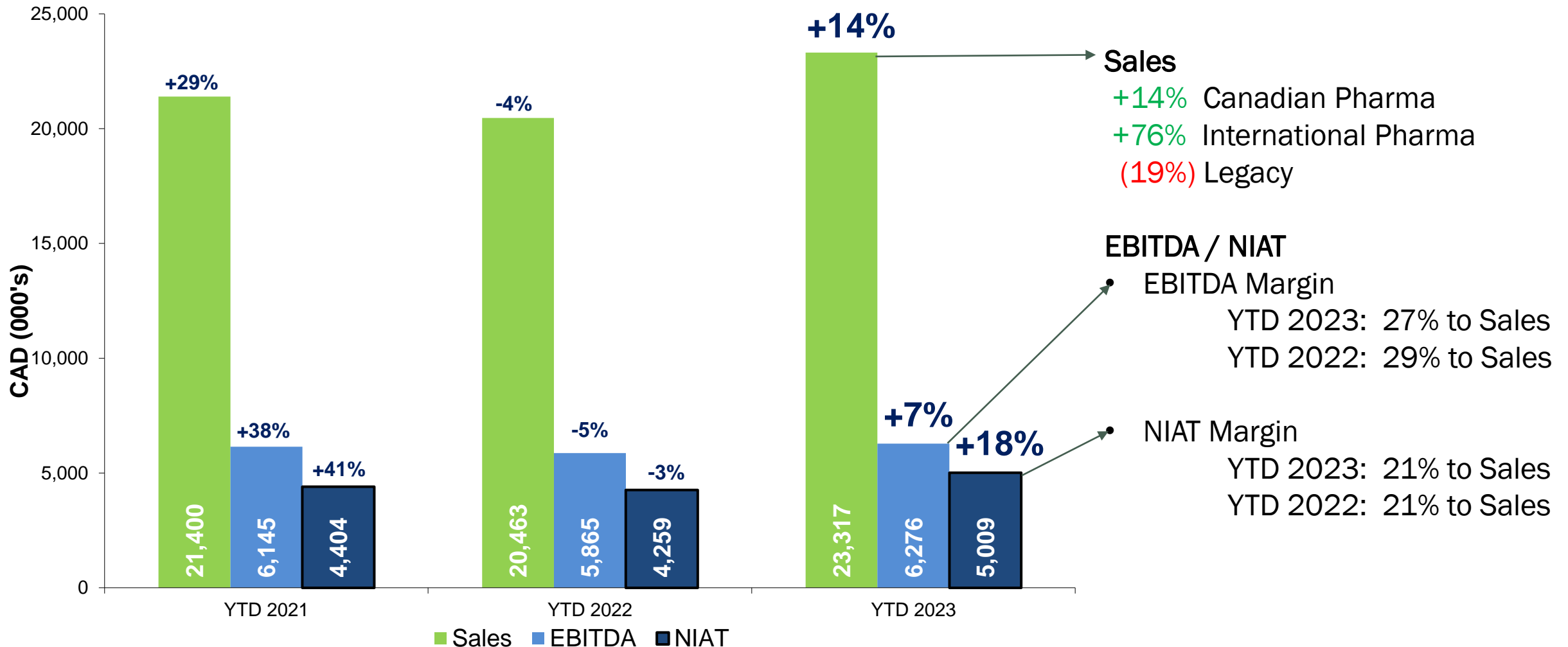
## Quarter (Q3) ended September 30, 2023





# Sales, EBITDA and NIAT

## Nine Months (YTD) ended September 30, 2023



# Fully Diluted Earnings per Share

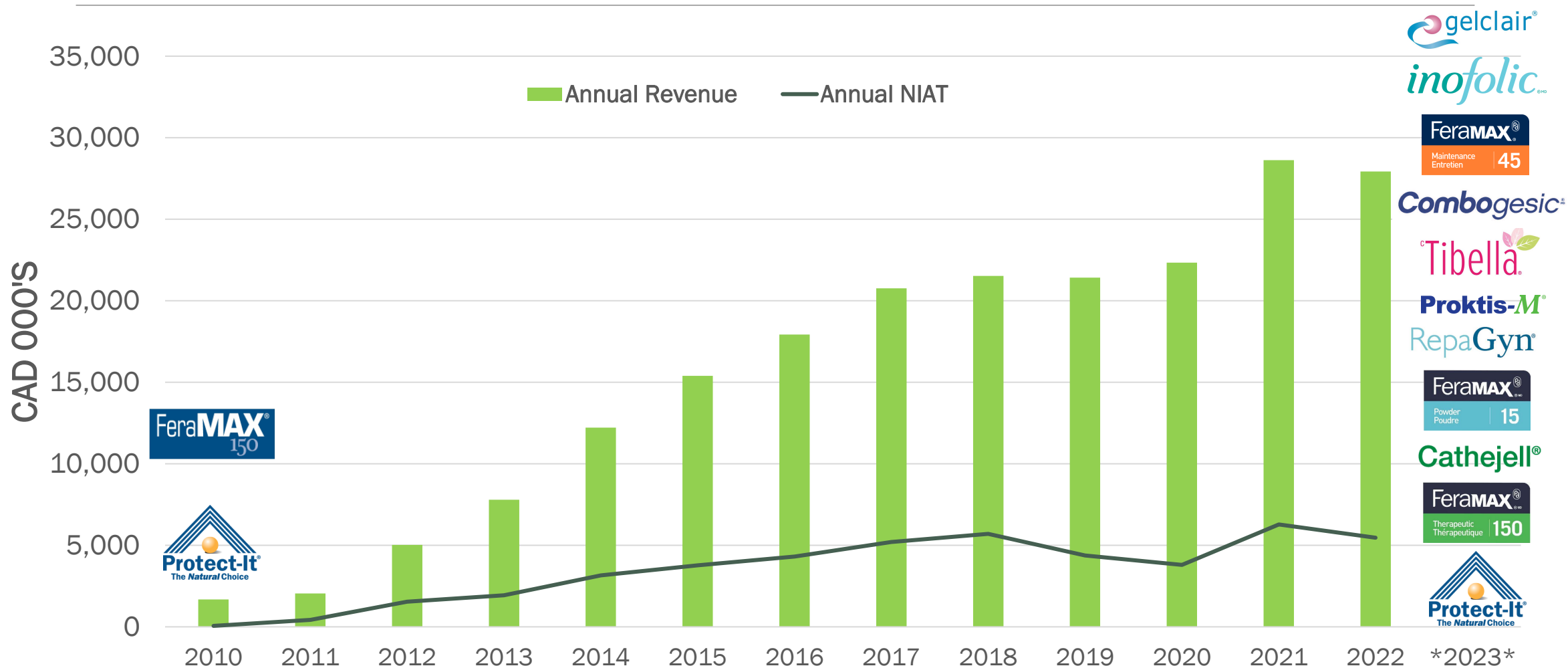
**53** Consecutive  
Profitable Quarters  
to Q3 2023

Quarter	NIAT	Diluted EPS
Q3 2023	\$2,350,900	\$0.20
Q2 2023	\$1,483,190	\$0.12
Q1 2023	\$1,175,246	\$0.10
Q4 2022	\$1,199,516	\$0.09
Q3 2022	\$1,453,042	\$0.12
Q2 2022	\$1,217,883	\$0.10
Q1 2022	\$1,587,904	\$0.13
Q4 2021	\$1,877,804	\$0.15

\$0.50

\$0.49





# 13 Years of Profitable Growth (and Counting!)






f/d shares: 14,336,194 → 12,191,780



# Q3 2023 Highlights

- Promotion of Gelclair® commenced 
- New Inofolic® product for Polycystic Ovary Syndrome (PCOS) launched 
- 4<sup>th</sup> consecutive quarterly dividend of \$0.04 paid 
- 80,000 shares repurchased under NCIB 

## Subsequent to Q3 2023

- *menopauseinformation.ca* launched 
- Distribution of Gelclair® Q4 2023 
- 5<sup>th</sup> consecutive quarterly dividend of \$0.04 declared 

# FeraMAX<sup>®</sup>



- Most recommended iron supplement in Canada - pharmacists and physicians - 8 consecutive years<sup>(1)</sup>
- Continued innovation and expansion of FeraMAX<sup>®</sup> product line for iron health

*(1) Based on Pharmacy Practice + Business, The Medical Post and Profession Santé 2022 Survey on OTC Counselling and Recommendations*

## FeraMAX<sup>®</sup> LifeCycle Strategy

- Expanding leadership of FeraMAX<sup>®</sup> brand in Canada:  
“Iron health for life”
  - FeraMAX<sup>®</sup> Pd platform introduced in October 2020
    - Patented delivery system based on Polydextrose Iron Complex (PDIC)
    - Foundation for future product development
  - Incremental share and revenue
  - FeraMAX<sup>®</sup> Pd Therapeutic 150 launched Nov 2020
  - FeraMAX<sup>®</sup> Pd Powder 15 launched Oct 2021
  - FeraMAX<sup>®</sup> Pd Maintenance 45 launched Mar 2023
  - Development of additional FeraMAX<sup>®</sup> Pd Products

FeraMAX <sup>®</sup>	
Therapeutic Thérapeutique	150
FeraMAX <sup>®</sup>	
Powder Poudre	15
FeraMAX <sup>®</sup>	
Maintenance Entretien	45
FeraMAX <sup>®</sup>	
In development	



# NEW in 2023 - Feramax<sup>®</sup> Pd Maintenance 45



- Developed by BioSyent
- 3<sup>rd</sup> product incorporating PDIC
- Designed to:
  - prevent iron deficiency
  - maintain healthy iron levels
- Unique formulation:
  - chewable
  - pleasant taste
  - 45 mg elemental iron
  - supportive vitamins for iron health
- Launched in Canada in March 2023
- Available in over 2,000 pharmacies

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



# NEW in 2023 - Inofolic®



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

- In-licensed by BioSyent in October 2020
- New treatment option for women with Polycystic Ovary Syndrome (PCOS), an endocrine disorder which can cause:
  - Insulin resistance
  - Infertility
  - Menstrual dysfunction
  - Skin manifestations
  - Hirsutism
  - Alopecia
- Unique soft-gel capsule combining:
  - Myo-inositol
  - Folic Acid
- Launched in Canada in August 2023

# NEW in 2023 - Gelclair®



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

- In-licensed by BioSynt in December 2022
- Oncology supportive care product for relief of oral mucositis
  - Frequently experienced by cancer patients undergoing radiation or chemotherapy
- Protective concentrated gel which adheres to the mucosa of the mouth, providing:
  - Fast pain relief
  - Improved ability to eat, drink, swallow, and speak
  - Reduced need for analgesics/opiates
- Distribution in Canada Q4 2023



# Growth Drivers

Management of symptoms of PCOS

*inofolic*® MD

Oncology supportive care product for Oral Mucositis

 gelclair®

FeraMAX® Pd Platform – Life Cycle Strategy

FeraMAX® Thérapeutique Thérapeutique	FeraMAX® Powder Poudre	FeraMAX® Maintenance Entretien	FeraMAX® In development
150	15	45	

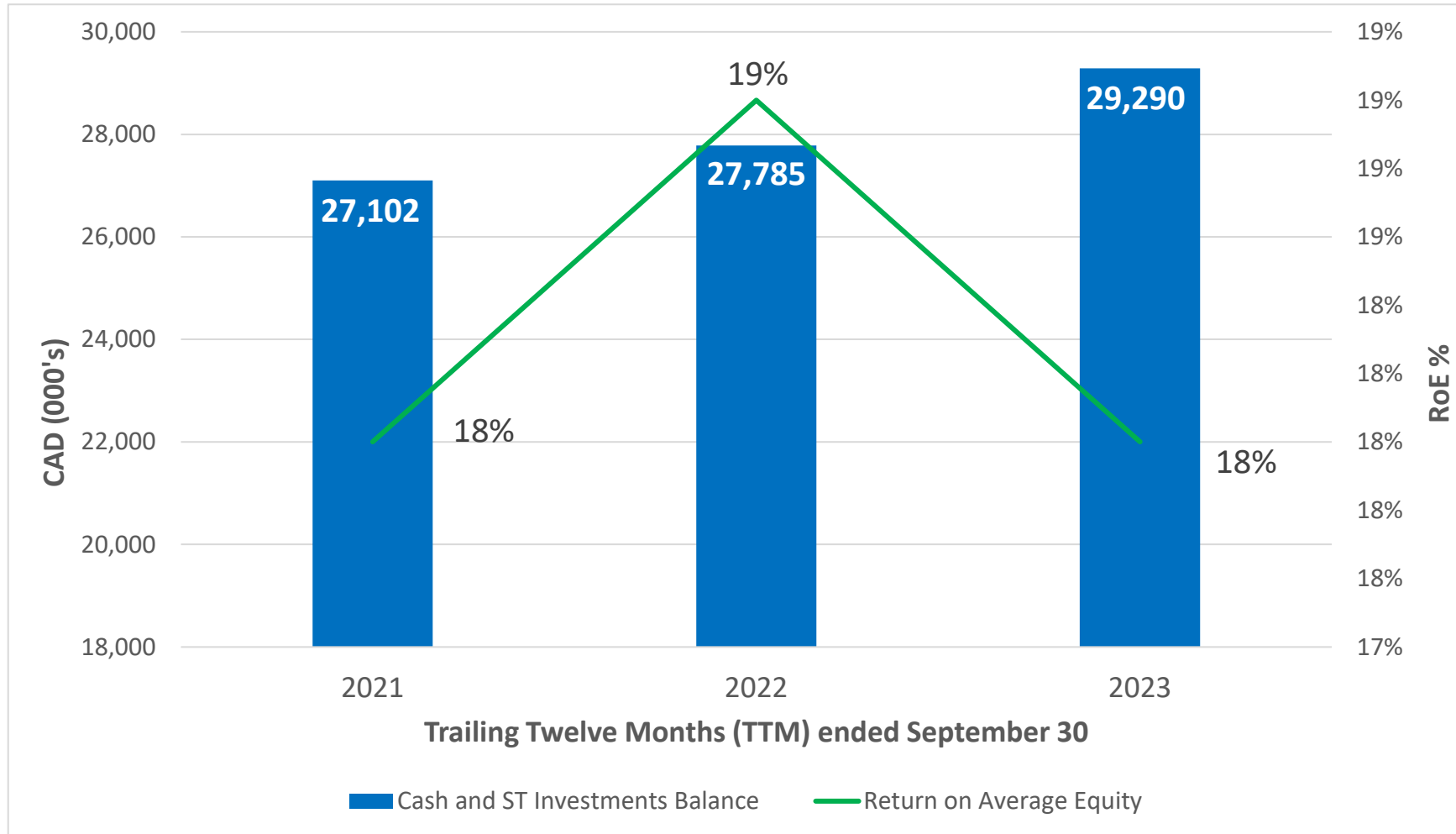
HRT agent for menopause therapy

*Tibella*® MD

Acquisition and in-licensing – ongoing



# Cash Balance & Return on Equity (“RoE”)



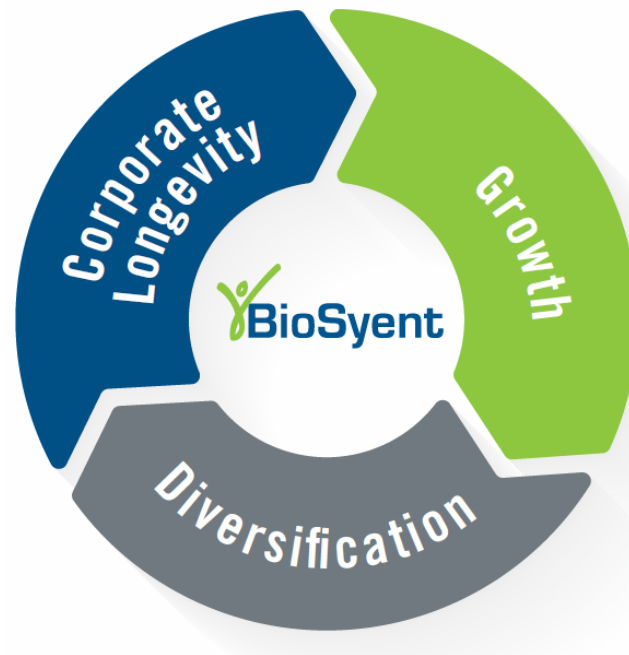
- Zero Debt
- TTM Sept 30/23 Cash from Operations of **\$6.5M**
- TTM Sept 30/23 NCIB share buybacks: **\$2.7M**
- TTM Sept 30/23 Dividends of **\$1.9M**
- Sept 30/23 Working Capital of **\$32.9M**
- Execution of strategy drives TTM RoE of **18%**





# Capital Allocation linked to Strategy

First use of capital is to generate revenue growth & portfolio diversification



Excess capital may also be returned to shareholders:

- \$0.04/share quarterly Dividend – Q4'22 – Q4'23 = \$ 2.4 M to date (incl. Dec '23)
- 2.5 million shares repurchased via NCIB since 2018 = \$16.5 M to date
- 21% earnings enhancement per share \$18.9 M

# Stock Information – TO BE UPDATED

As at November 13, 2023

Exchange & Trading Symbol	TSXV: RX
Nov 13, 2023 Closing Stock Price (CAD)	\$8.21
52 Week Hi/Low:	\$8.21 / \$6.51
Issued Common Shares:	12,031,961
Treasury – RSU Shares in Trust	(207,343)
Outstanding Common Shares:	11,824,618
Options Outstanding	164,295
RSUs Outstanding	202,867
Fully Diluted Common Shares:	12,191,780
P/E Ratio :	16.12
P/B Ratio:	2.81



- ✓ PROFITABLE.
- ✓ WELL CAPITALIZED.
- ✓ GROWTH ASSETS.
- ✓ FOCUSED ON LONG-TERM GROWTH AND TOTAL SHAREHOLDER RETURN.

