

VENTURE

50

2024



BioSyent Inc.

Q1 2024 Results

MAY 16, 2024

PRESENTED BY: RENÉ GOEHRUM  
PRESIDENT AND CEO



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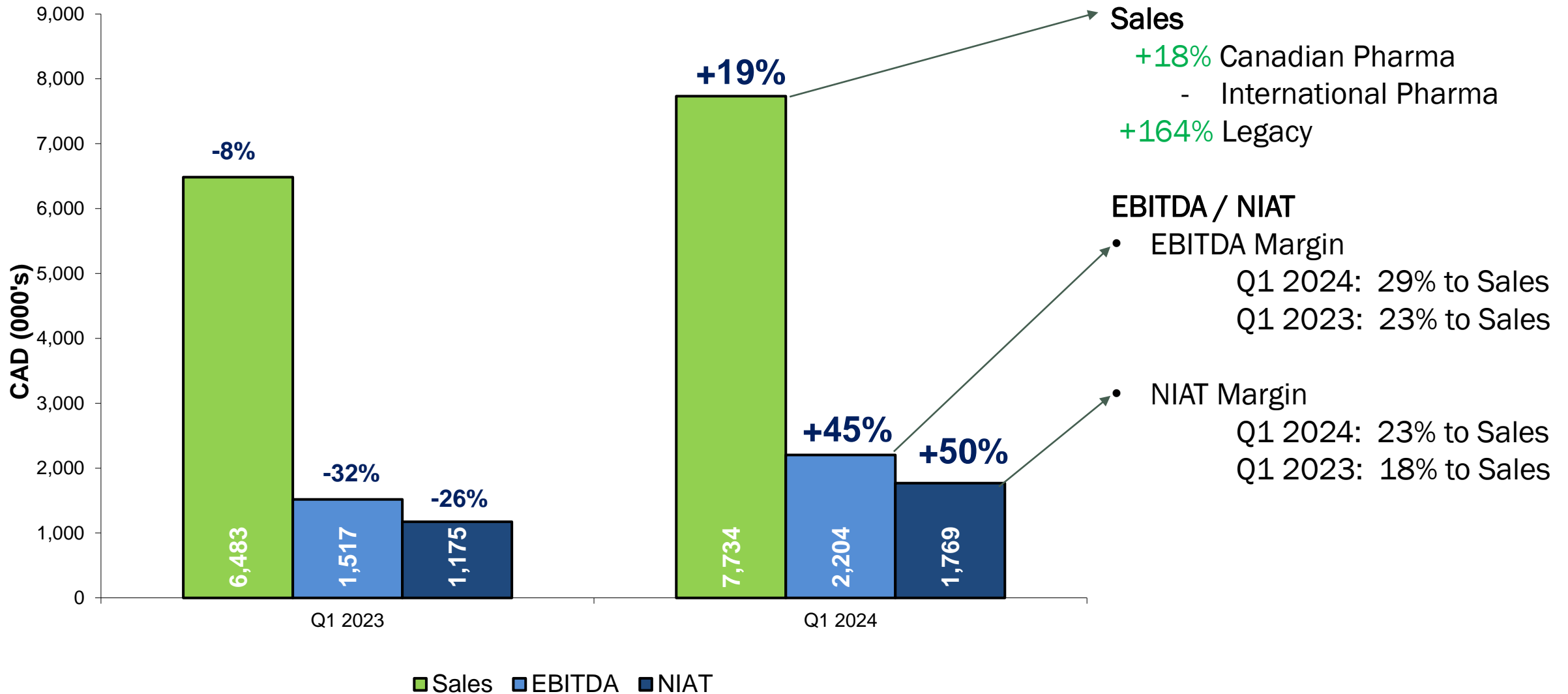


# Q1 2024 Sales Summary (\$)

	Q1 '24 Sales (\$)	Q1 '24 vs. Q1 '23 (%)	TTM Mar 31'24 Sales (\$)	TTM Mar 31'24 vs. TTM Mar 31'23 (%)
<b>Canadian Pharma (\$)</b>	<b>\$7,546k</b>	<b>+18%</b>	<b>\$30,689k</b>	<b>+16%</b>
FeraMAX <sup>®</sup> Pd		+16%		+16%
RepaGyn <sup>®</sup>		+26%		+12%
Tibella <sup>®</sup>		+31%		+44%
Combogesic <sup>®</sup>		+126%		(37%)
Inofolic <sup>®</sup>		n/a		n/a
Cathejell <sup>®</sup>		+1%		+4%
Gelclair <sup>®</sup>		n/a		n/a
<b>International Pharma (\$)</b>	<b>-</b>	<b>-</b>	<b>\$1,048k</b>	<b>+789%</b>
<b>Legacy (\$)</b>	<b>\$188k</b>	<b>+164%</b>	<b>\$1,104k</b>	<b>+22%</b>
<b>Total Company (\$)</b>	<b>\$7,734k</b>	<b>+19%</b>	<b>\$32,841k</b>	<b>+20%</b>

# Sales, EBITDA and NIAT

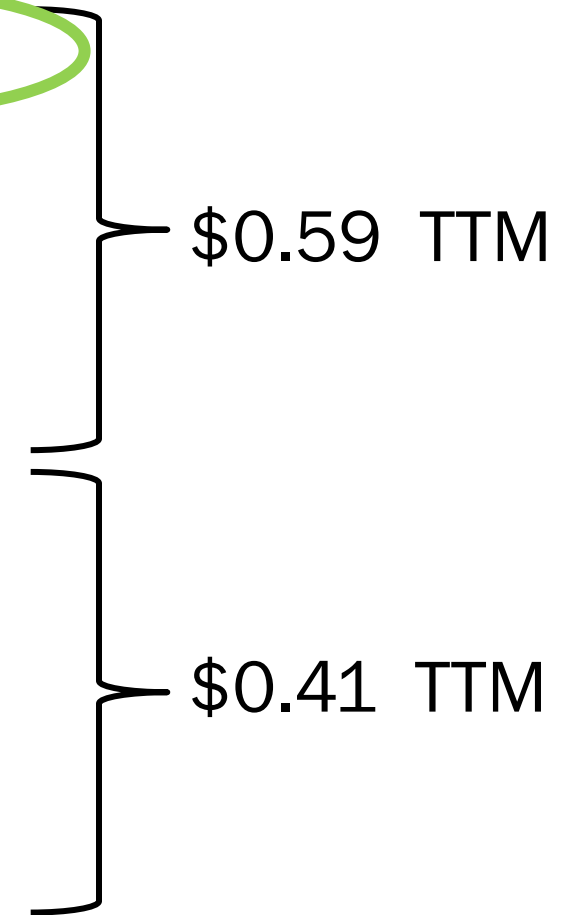
## Quarter (Q1) ended March 31st



# Fully Diluted Earnings per Share

**55** Consecutive Profitable Quarters to Q1 2024

Quarter	NIAT	Diluted EPS
Q1 2024	\$1,768,727	\$0.15
Q4 2023	\$1,450,791	\$0.12
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



# 2024 YTD Highlights

- Feb 2024: Increased quarterly dividend of \$0.045 declared (+12.5% increase)



- Feb 2024: BioSyent named to 2024 TSX Venture 50



- Apr 2024: FeraMAX<sup>®</sup> named #1 recommended iron supplement in Canada for ninth consecutive year



- Apr 2024: Extension of RepaGyn<sup>®</sup> and Proktis-M<sup>®</sup> Agreement to 2032



- May 2024: Declaration of Q2 2024 dividend of \$0.045/share





**9 YEARS  
IN A  
ROW**



- Most recommended iron supplement in Canada - pharmacists and physicians - 9 consecutive years<sup>(1)</sup>
- Continued innovation and expansion of FeraMAX® product line for iron health

*(1) Based on Pharmacy Practice + Business, The Medical Post and Profession Santé 2024 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)

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

- 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

# 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

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

# NEW in 2023 - Inofolic®



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

- Launched in Canada in August 2023
- New treatment option for women with Polycystic Ovary Syndrome (PCOS), an endocrine disorder, to help manage:
  - Insulin resistance
  - Infertility
  - Menstrual dysfunction
  - Skin manifestations
  - Hirsutism (Excess hair growth)
  - Alopecia (Hair loss)
- Unique soft-gel capsule combining:
  - Myo-inositol
  - Folic Acid

# NEW in 2023 - Gelclair®



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

- 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 started in Canada in November 2023

# Innovations and Product Launches

Tibella®

Jul 2020



FeraMAX® Pd

Oct 2020



FeraMAX® Pd Therapeutic 150

Nov 2020



Combogesic®

Dec 2020



FeraMAX® Pd Powder 15

Oct 2021



FeraMAX® Pd Maintenance 45

Mar 2023



Inofolic®

Aug 2023



Gelclair®

Nov 2023





# Growth Drivers

Management of symptoms of PCOS



Oncology supportive care product for Oral Mucositis



FeraMAX<sup>®</sup> Pd Platform – Life Cycle Strategy



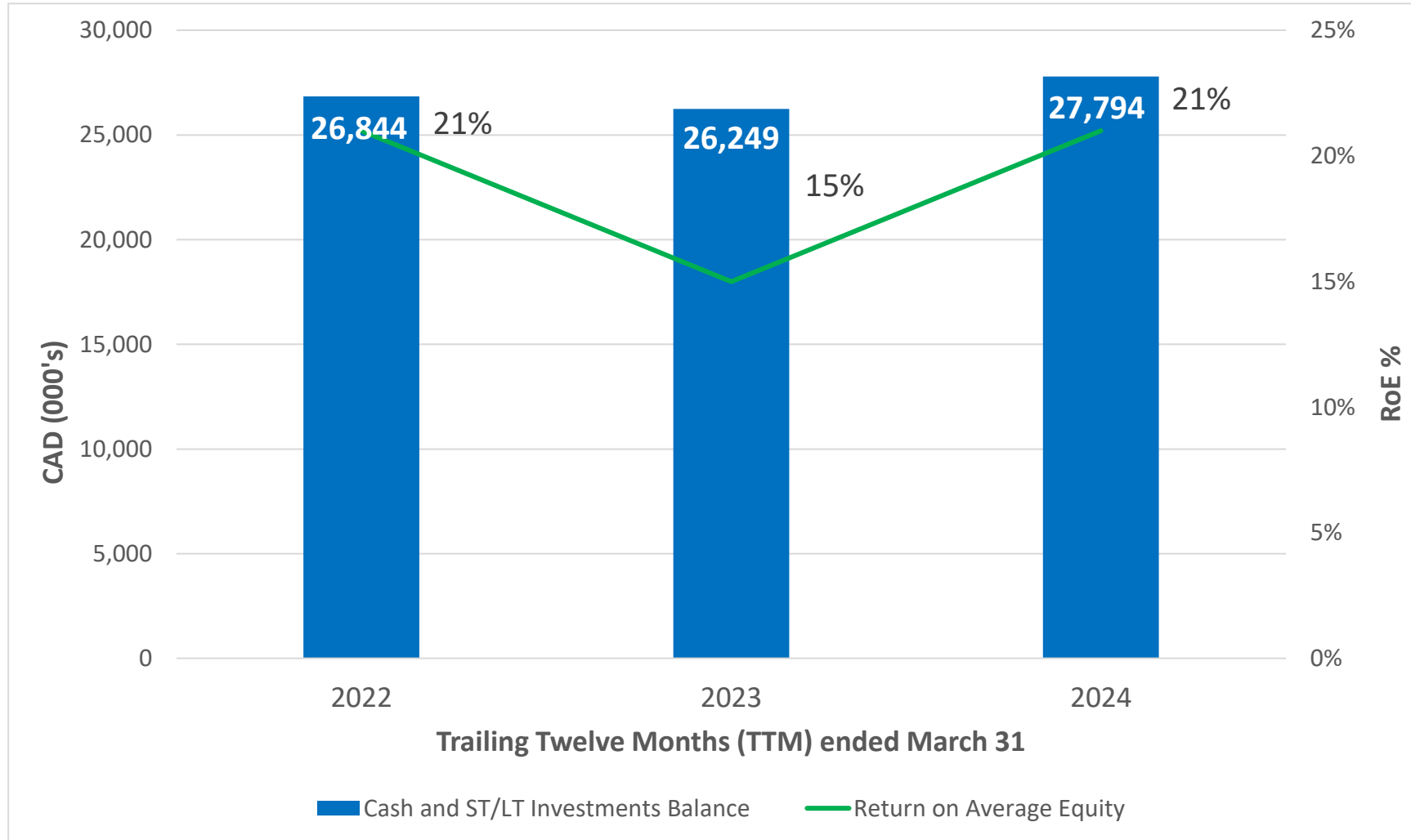
HRT agent for menopause therapy



Acquisition and in-licensing – ongoing



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

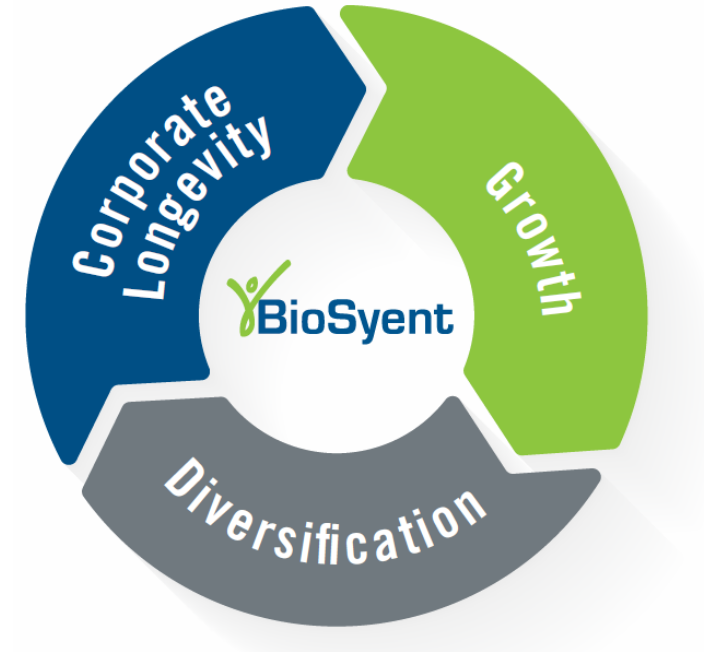


- Zero Debt
- TTM Mar 31'24 Cash from Operations of **\$7.1M**
  - Highest ever TTM cash from operations
- TTM Mar 31'24 NCIB share buybacks: **\$4.0 M**
  - 503,500 shares
- TTM Mar 31'24 Net Dividends of **\$2M**
- Mar 31/24 Working Capital of **\$28.6M**
- Execution of strategy drives TTM Mar 31'24 RoE of **21%**



# Capital Allocation linked to Strategy

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



Excess capital may also be returned to shareholders:

- Quarterly Dividends – Q4'22 – Q2'24 = \$ 3.4 M to date (incl. Jun '24)
- 2.8 million shares repurchased via NCIB since 2018 = \$18.7 M to date
- 23% earnings enhancement per share = \$22.1 M



# Stock Information

As at May 14, 2024

Exchange & Trading Symbol	TSXV: RX
May 14, 2024 Closing Stock Price (CAD) (TSXV):	\$8.37
52 Week Hi/Low (TSXV):	\$9.26 / \$7.03
Issued Common Shares:	11,785,641
Treasury – RSU Shares in Trust	(200,472)
Outstanding Common Shares:	11,585,169
Options Outstanding	154,947
RSUs Outstanding	203,354
Fully Diluted Common Shares:	11,943,470
P/E Ratio :	14.17
EV/EBITDA :	8.38

RSUs funded with shares purchased in open market



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

