RESULTS BRIEFING FY2025

2 Mar 2026

HYPHENS PHARMA INTERNATIONAL LIMITED

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Agenda

01 Business Updates
02 Financial Results
03 Business Outlook

Business Updates

Business updates

Launch novel acne treatment Winlevi®, to Singapore and Malaysia

Introduced NCTF 135 HA® and Artfiller® to Malaysia

Licensed DermaQuick® VZV across Southeast Asia in partnership with Maruho Co., Ltd.

Metoject® subcutaneous autoinjector pen

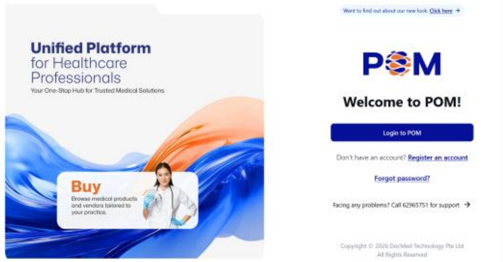
Extended our Metoject® agreement with medac GmbH to include Thailand and Cambodia.

July 2025

Sep 2025

Oct 2025

Nov 2025



Introduced POM 5.0 to healthcare professionals in Singapore, with clinic outreach activities.

Launched Ocean Health® Multivitamin & Minerals Refill Pack, a comprehensive once daily formula of essential nutrients, packaged with 85% less plastic.

Officially launched POMACY 5.0 to healthcare professionals in Malaysia.

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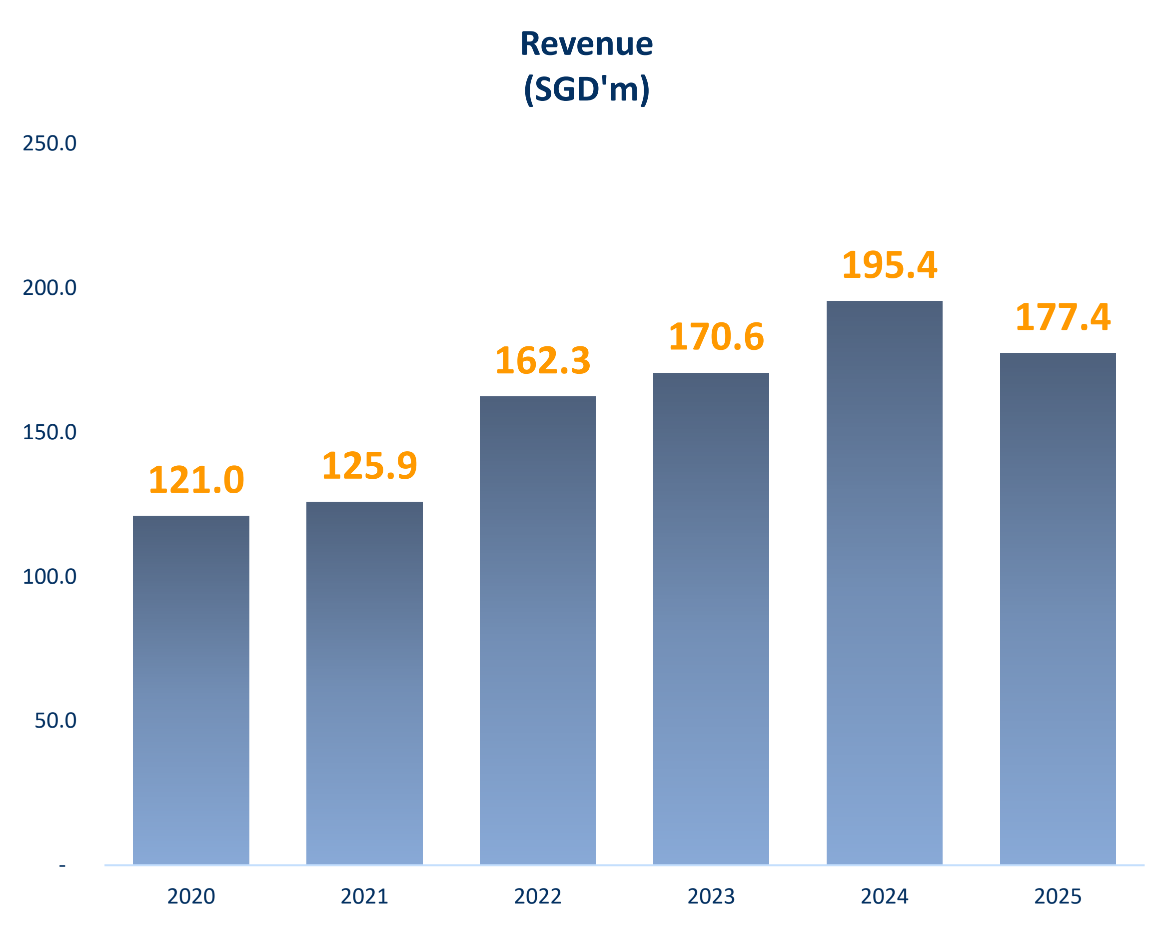
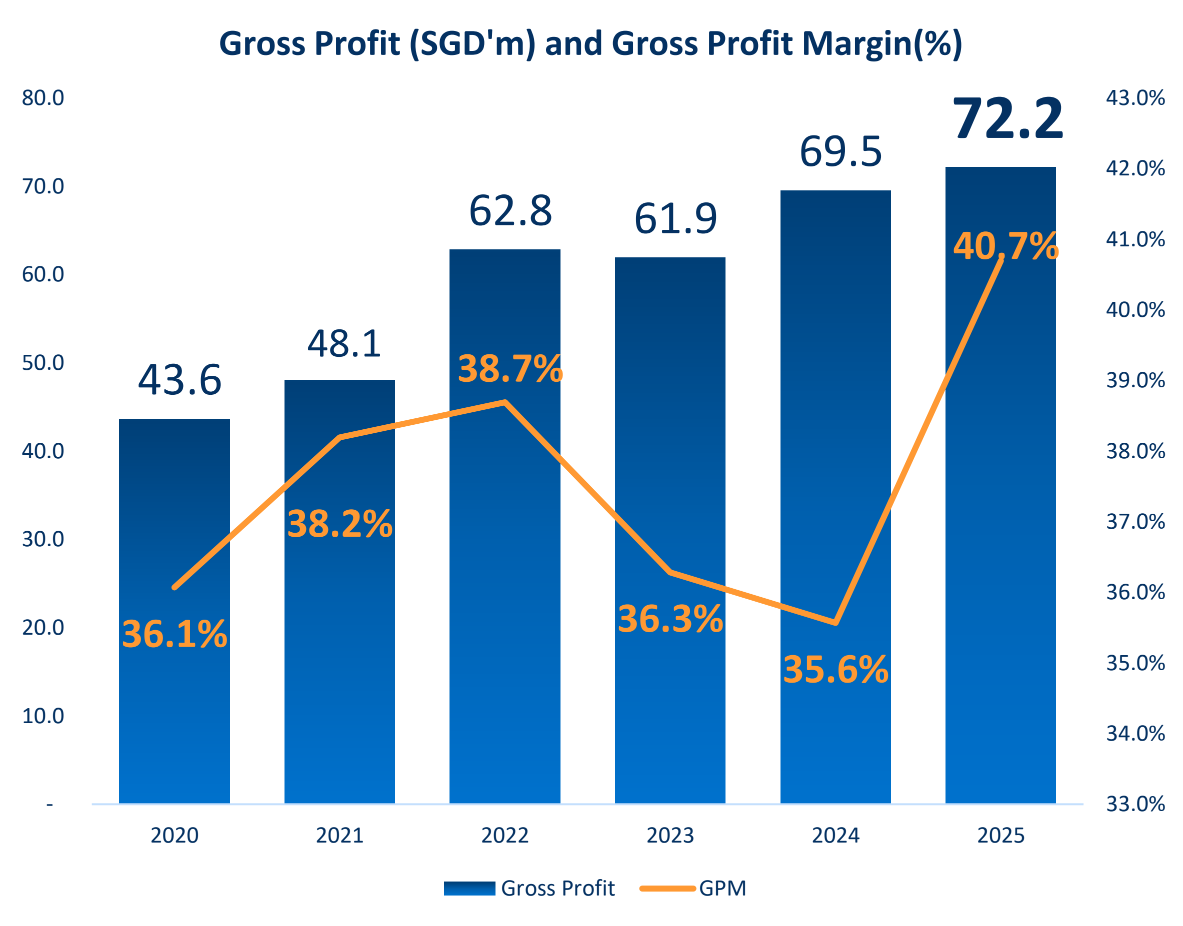
Financial Results

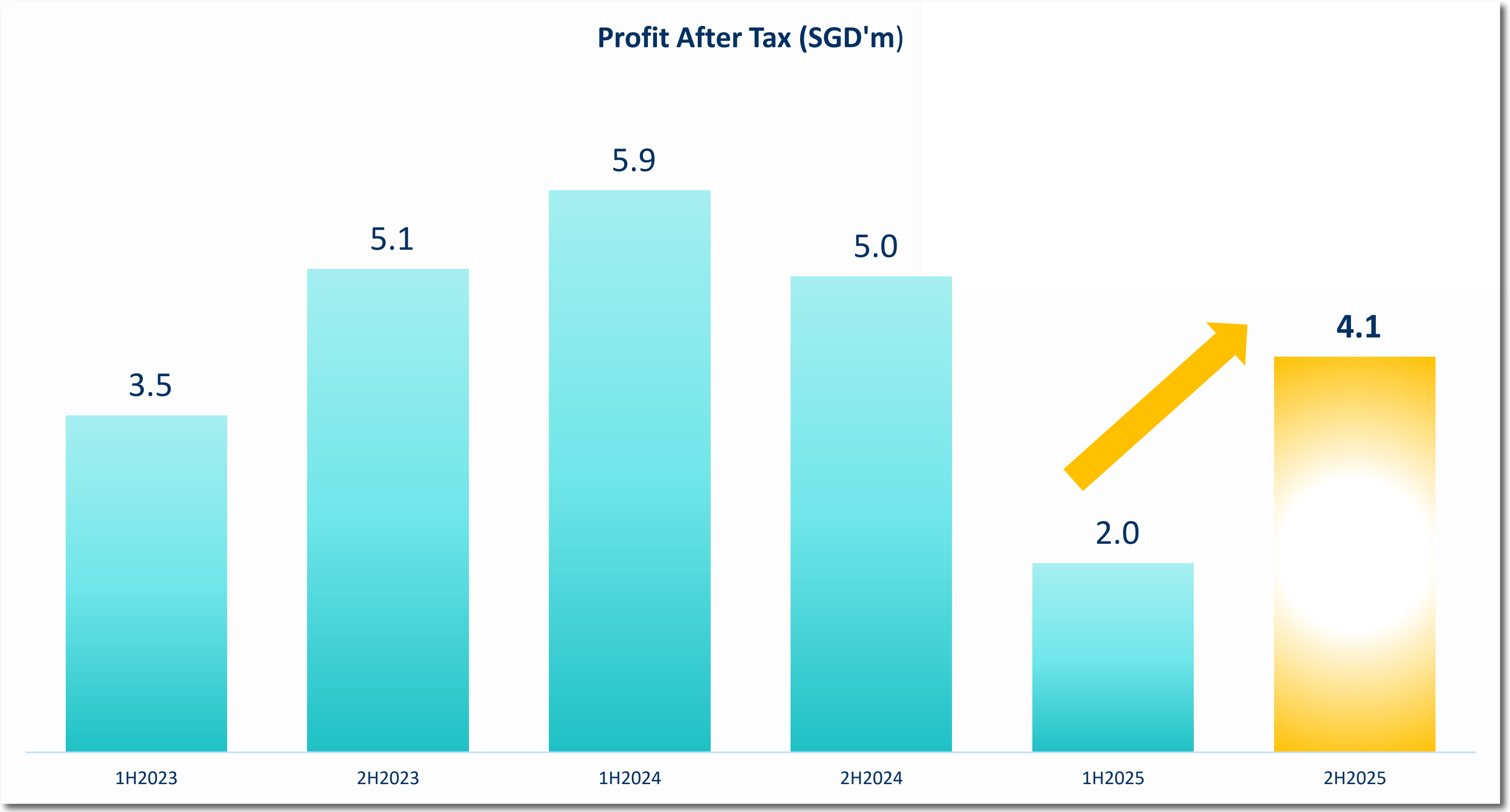
Product Portfolio Optimization Has Borne Fruits





In 2H2025, the GPM has achieved **42%**. Both gross profit and GPM has achieved historical high in FY2025.

Earnings Doubled in Second Half of 2025



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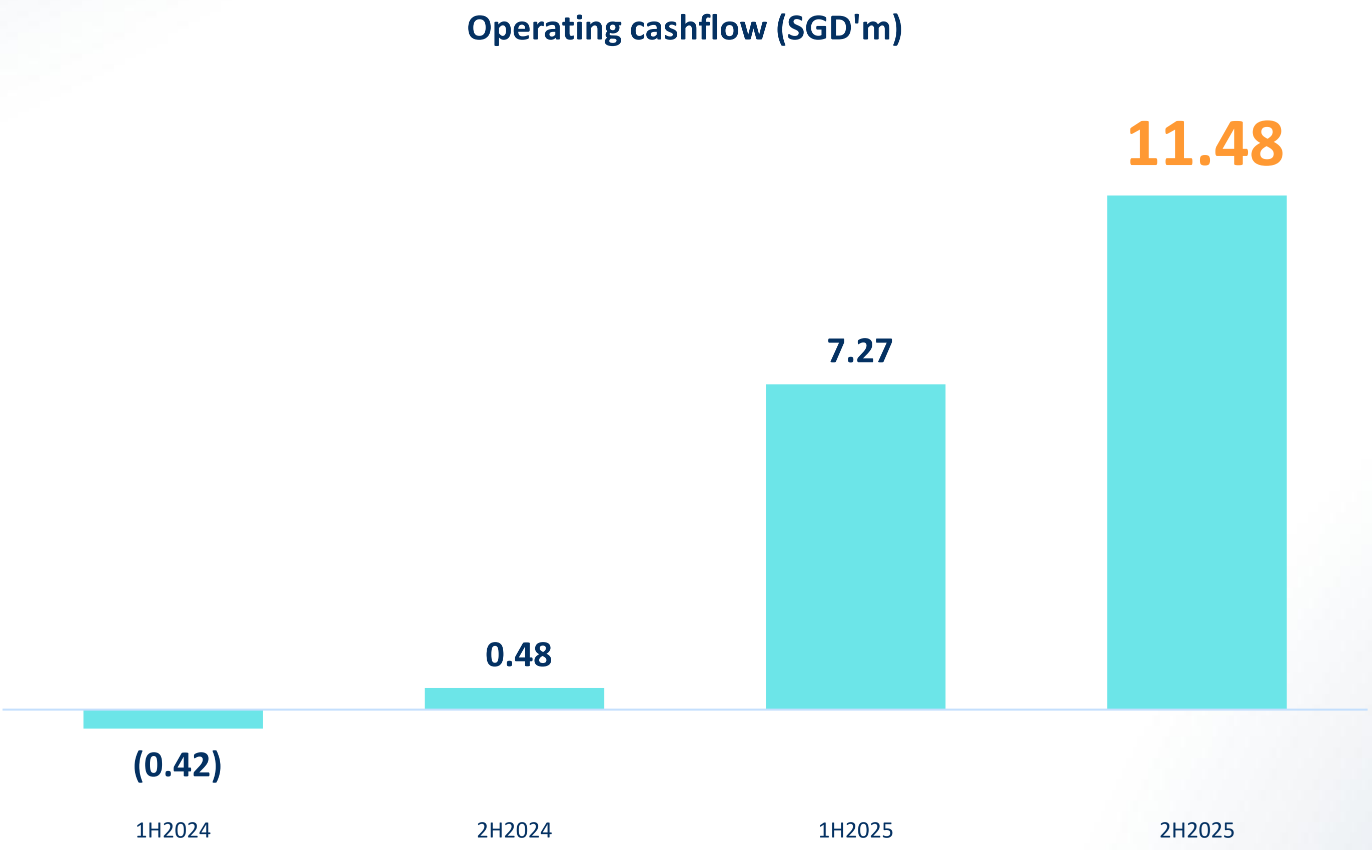
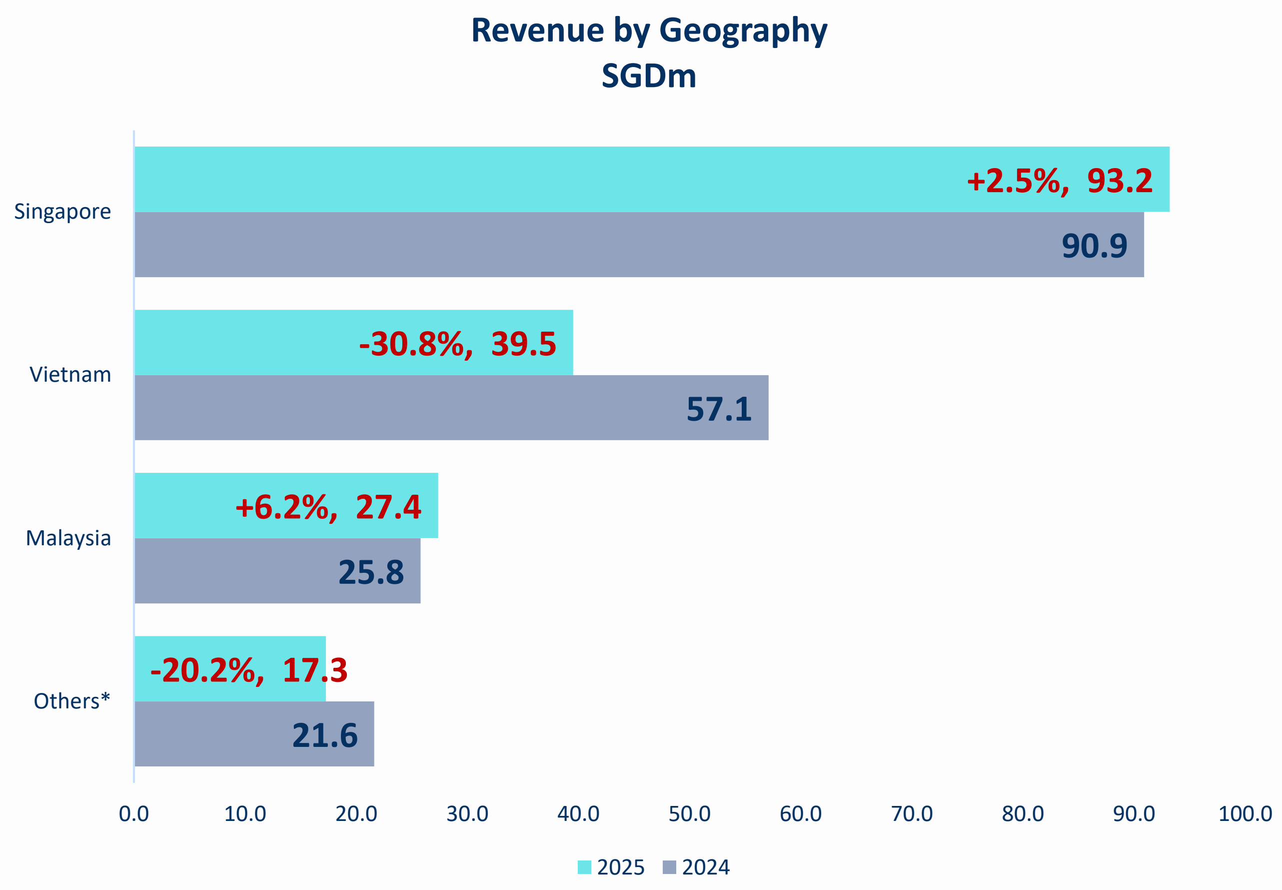
Strong Operating Cashflow Continued In 2H2025

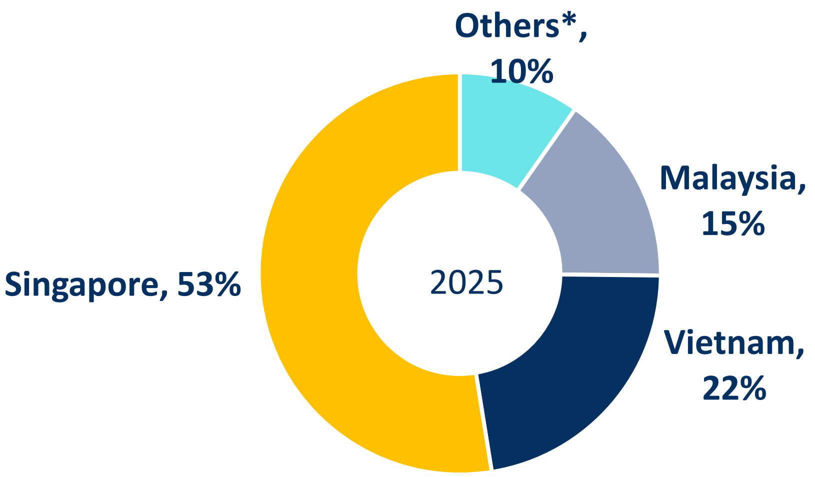


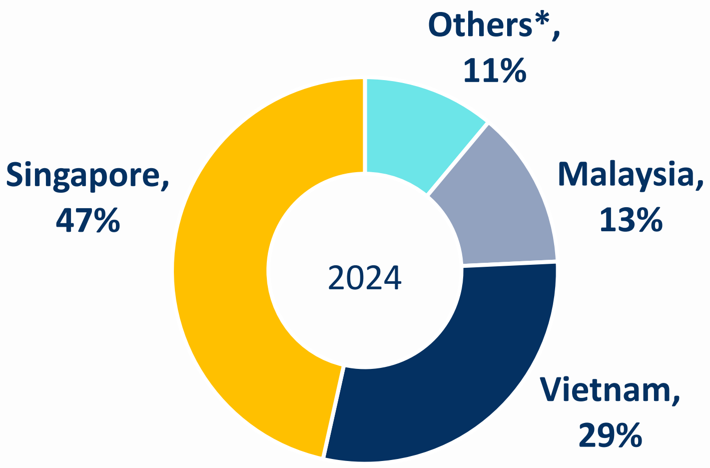
The business continued to release working capital from the inventory in 2H2025.

Full year net operating cash inflow of **S$18.7m.**

Performance by Geography

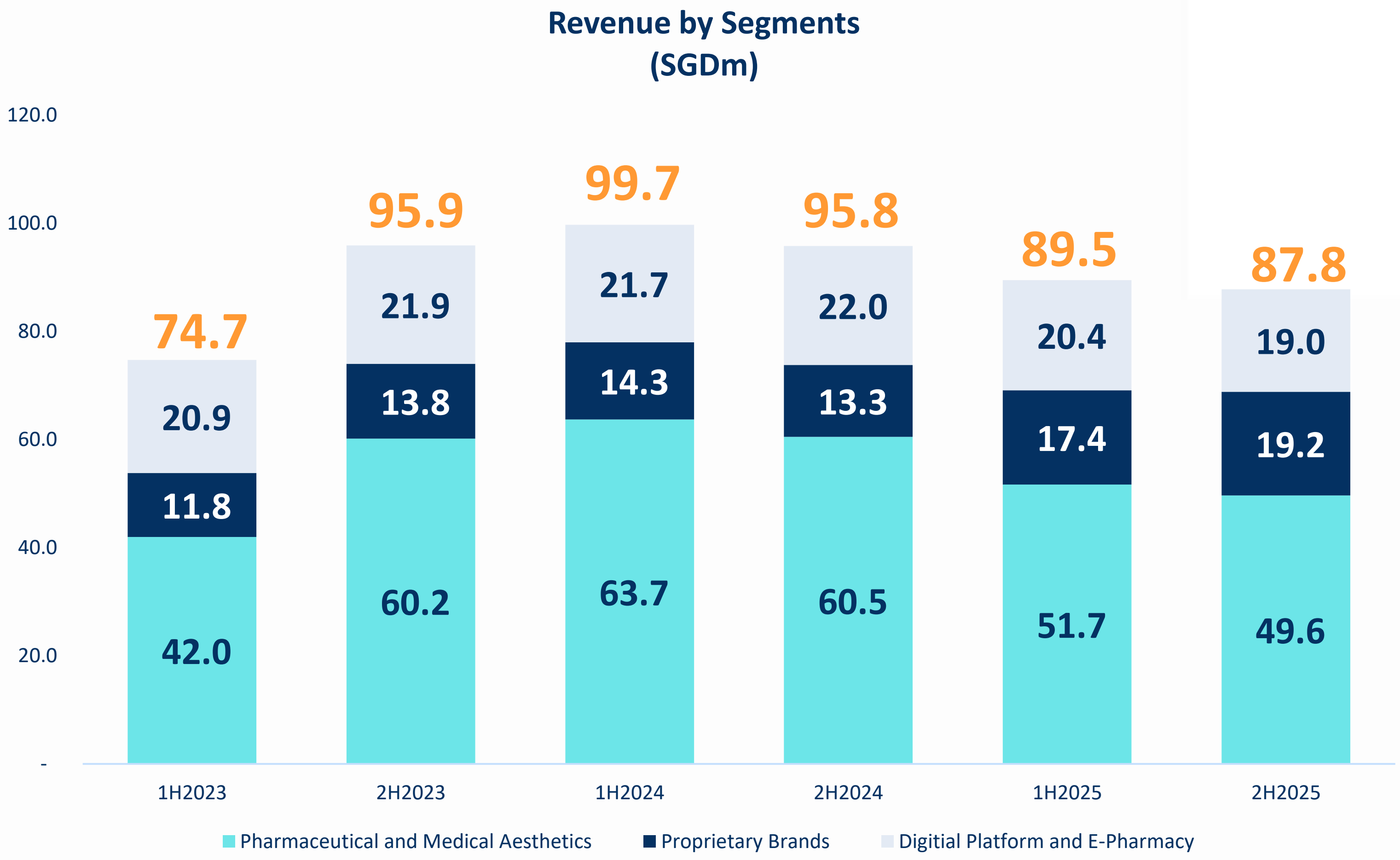






*Others consists of Indonesia, the Philippines and exports business of Physiolac, which discontinued during 2H2025

Revenue by Segment



- **Pharmaceutical and Medical Aesthetics** revenue decreased in 2H2025 vs. 1H2025 due to
  - Transition of Visiopro® and Fenosup® to Proprietary Brands;
  - Discontinuation of export of Physiolac business during 2H2025 with minimal impact on gross profit.
- **Proprietary Brands** revenue grew in 2H2025 vs. 1H2025 due to:
  - Expansion of portfolio (Visiopro® and Fenosup®)
  - Continued growth in Ceradan® and Ocean Health®
- **Digital Platform and E-Pharmacy** revenue in 2H2025 decreased vs. 1H2025 due to portfolio optimisation

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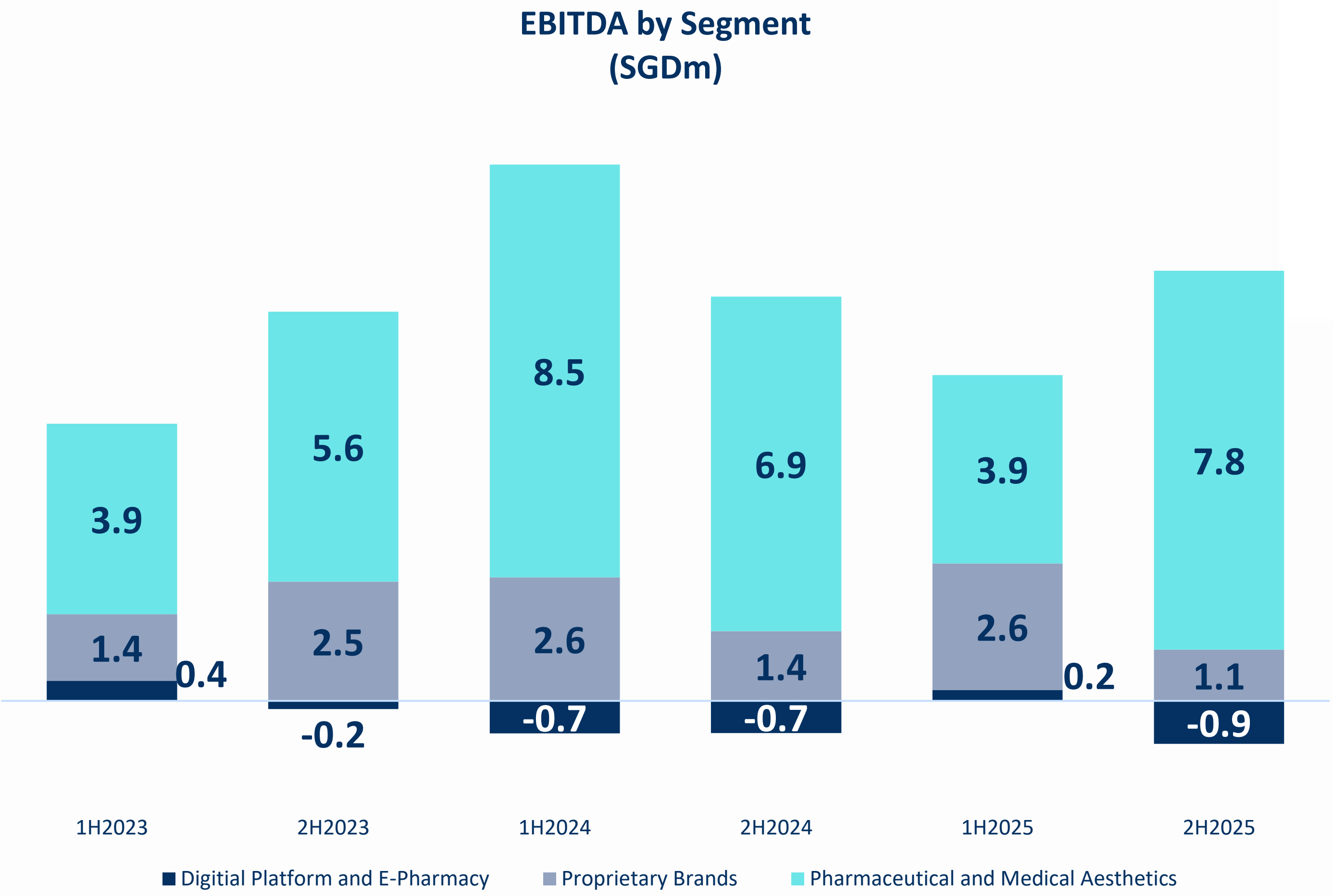
Segment Profitability



*Foreign exchange differences are not reported as part of operating segments as they are considered as financial items

- **Pharmaceutical and Medical Aesthetics**:
  - EBITDA in 2H2025 doubled to S$7.8m compared to 1H2025 benefiting from lower inventory provision and forex losses
- **Proprietary Brands**
  - Reduced by S$1.5m to S$1.1m in 2H2025 compared to 1H2025. This is because the proprietary brands segment delivered strong growth and increased its share of Group revenue. This shift in revenue mix led to higher allocated overheads, affecting segment profitability.
- **Digital Platform and E-Pharmacy**
  - The decrease in 2H2025 compared to 1H2025 was due to small decline in revenue and gross profit, coupled with the sunset of the old POM platforms.

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Business Outlook

Business Outlook

Proprietary Brands

- **Winlevi®** expects further country launches in 2026, with potential Thailand approval supporting the establishment of direct in-market operations.
- **Cerapro® MED** was out-licensed to Louis Widmer across six European countries in early 2026, validating the Group's proprietary R&D capabilities and creating a platform for further out-licensing expansion.
- The Group is accelerating value creation from its Proprietary Brands through **focused brand investment, expanded multi-channel access, and selective geographic expansion** to drive scalable, long-term growth.

Pharmaceutical and Medical Aesthetics

- Product portfolio optimization has borne fruits with **improved GPM**
- **Medical Aesthetics** are expected to continue delivering steady growth, with younger markets well positioned to generate stronger growth momentum.
- Continue to look for **inorganic growth** opportunities

Digital Platform and E-Pharmacy

- **Digital Platform and e-Pharmacy** continues to scale with the latest POM platform in Singapore and Malaysia
- **Wellaway e-pharmacy** has recorded strong double-digit growth, with positive adoption momentum expected to continue, albeit from a low base.
- Structural tailwinds are emerging as the public healthcare sector increasingly leverages private providers for **home medication delivery**, positioning the Group well to compete for these opportunities.

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Q&A

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