

# HBM Healthcare Investments

UNIQUE INVESTMENTS IN PRIVATE AND LISTED LIFE SCIENCES COMPANIES

**APRIL 2024** 



# **About HBM Healthcare Investments**

### Profile

Swiss investment company with \$2.0 billion assets holding a global portfolio of emerging life sciences companies

#### Unique

Swiss-based, permanent capital, healthcarededicated investment vehicle to invest in both private and public companies

### HBM strategy

Validated by over 65 trade sales or IPOs since 2010

#### Investments

Focusing on growth companies in the biotech, medical technology, diagnostic and health IT sectors

### Portfolio mix

Lower volatility of NAV through private equity investments and opportunistic hedging

### Portfolio companies

Achieved proof of concept and/or major clinical and regulatory milestones before investment

Distribution

Attractive distribution

policy with 3-5% yield

target p.a. (based on the

share price)

### Expertise

Dedicated investment teams for private equity and public equity with a global industry network and external business advisors

# Established in 2001

and SIX Swiss Exchangelisted since 2008 with approx. 3'900 shareholders

### At a Glance

#### **Registered Shares (CHF)**

Total assets	1'823 million
Net assets (NAV)	1'704 million
Market capitalisation	1'347 million
Share price	193.60
NAV per share	248.10
Premium (+) / Discount (-)	-22.0%

Average daily liquidity (1 year)

Number of issued shares Number of shareholders

- ~ 5'000 shares
- ~ 1.0 million
- 6.96 million ~ 3′900

Performance	(CHF)
-------------	-------

Net return (including distribution)	2024	2023	2022	2021	5Y Return p.a.	10Y Return p.a.
NAV	10.3%	-8.3%	-21.7%	19.0%	9.2%	12.6%
Share price	6.0%	-5.4%	-37.8%	15.2%	6.4%	14.5%
Distribution CHF		7.50	9.70	12.50*		
Distribution yield		3.5%	3.5%	3.8%		
Share price NAV		5Y Vol	atility p.a 29.1% 16.0%	0	1Y Vola	tility p.a. 30.0% 10.6%

Data as of 31 March 2024, \* includes special distribution of CHF 3.00 in 2021 to mark the 20th anniversary of HBM

### **Indexed Performance Over 10 Years**



Source: Bloomberg, Data as of 31 March 2024, in CHF, indexed since inception (12.07.2001 = 100), distributions reinvested

### Portfolio Highlights Over the last 3 Years



Data as of 31 March 2024

### Proven Track Record of more than 65 Trade Sales and IPOs in 10 Years



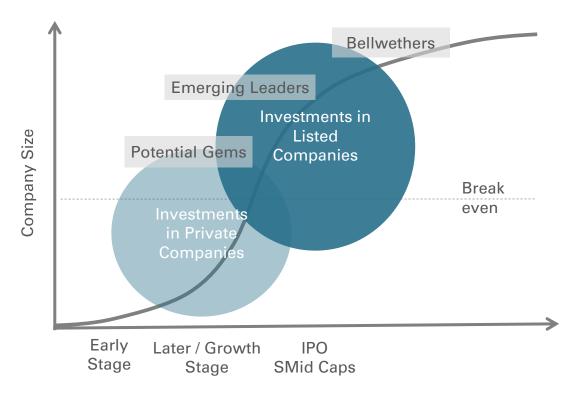
# **Investment Strategy**

Innovation	<ul> <li>Investment focus on companies with innovative platforms and drug candidates</li> </ul>
Private and Public	<ul> <li>Portfolio of private and small-cap public companies (generally market capitalisation below USD 2 bn)</li> </ul>
Proof of Concept	<ul> <li>Investments typically first made in a venture round when company has product(s) in clinical development and has achieved "proof of concept"</li> </ul>
Follow-on	<ul> <li>Subsequently, investment may be increased substantially in follow-on financings, provided the value-creation potential is intact</li> </ul>
Active Participation	<ul> <li>Active participation with companies to develop towards trade sale or IPO</li> </ul>
Flexibility	<ul> <li>Permanent capital structure provides flexibility to further increase investments at or after the IPO</li> </ul>

# **Investment Approach**

#### **Investment Approach**

- Fundamental long with private and public healthcare investments
- Bottom-up selection of investments with solid longterm growth potential
- Diversified portfolio approach
- Sourcing of proprietary private deal flow
- Active lead/co-lead investor in private companies with board representation
- HBM takes an active role and assumes entrepreneurial responsibility together with the management team
- Maximum single position limit at time of investment up to 10% of NAV



## **Private Equity Investment Process**

>700*	~200	~25	10-15	# companies per annum
Deal Sourcing	Initial Due Diligence	Comprehensive Due Diligence	Investment Recommendation / Decision	Investment Monitoring / Exit
<ul> <li>Appraisal of scientific, technological, regulatory and political trends</li> <li>Sourcing through HBM's global network of industry executives, investors, entrepreneurs</li> <li>Proprietary database with 7,500+ companies</li> <li>Initial Triage: fit with investment strategy: target sector, geography, development stage, target return, deal size, investor syndicate</li> <li>Initial assessment of deal attractiveness performed in weekly dealflow meeting</li> </ul>	<ul> <li>Company and management presentation</li> <li>First level analysis</li> <li>Short presentation to the weekly Private equity investment coordination meeting (ICM)<sup>1</sup></li> <li>Priority for due diligence assigned</li> <li>Appointment of project team</li> </ul>	<ul> <li>Definition of deal terms (ie term sheet)</li> <li>DD consist of: scientific and clinical review, business analysis incl regulatory and reimbursement, assessment of financial, intellectual property, legal and tax situation</li> <li>Presentaton of preliminary results to the ICM</li> <li>Ad-hoc review by HBM senior business advisors or HBM consultancy network</li> <li>Drafting of investment agreement (eg investor rights, board representation, valuation)</li> </ul>	<ul> <li>Finalization / negotiation of agreements</li> <li>Final recommendation by the ICM</li> <li>Final decision by the Board of Directors (BoD)</li> <li>Signing and closing</li> </ul>	<ul> <li>Monitoring activities consists of: participation in board meetings, assessment of progress and strategy, business and strategic support, regular updates to the ICM</li> <li>Semi-annual portfolio review meeting among ICM members – incl review of valuation</li> <li>Plan and execute exit strategy: support trade sale / IPO procedure, connect to potential acquires and partners, generate competing offers</li> </ul>

\* Deal Flow: 45% USA/Canada, 40% Western Europe, 15% RoW; 60% Biotech, 30% Medtech & Diagnostics, 10% Other

<sup>1</sup> ICM: Regular meeting of all HBM investment professionals including CEO, CFO, Head Private Equity and Risk / Investment Compliance Officer.

Main function: Overall review and discussion of potential new investments and progress of existing investments. Consultative vote on new and follow-on investments.

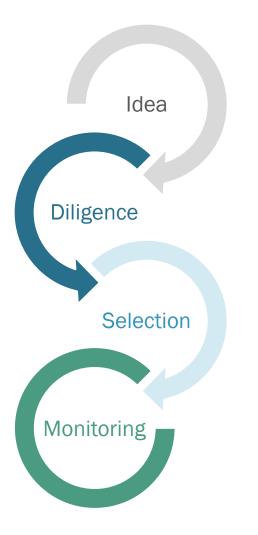
# **Public Equity Investment Process**

#### **Due Diligence**

- Scientific and clinical review: Survey of scientific literature and journals, study of clinical trials and regulatory paths
- Business analysis: Detailed financial modelling and projections for companies, comparison vs market consensus, comparable company analysis
- Assessment of stakeholders and their track record
- Explore patent situation
- Issue investment thesis and rationale

#### Portfolio & Risk Management

- Survey of general market environment
- Continuous re-evaluation of investment theses and price targets
- Dynamically modify position sizes according to latest assessments
- Strictly stick to portfolio guidelines
- Risk controls through active exposure management and strict position limits



#### Idea Generation

- Appraisal of scientific, technological, regulatory and political trends
- Universe of >1,500 healthcare companies (approx. 15% are covered by stock market analysts)
- Proprietary database with 750+ companies
- Regular attendance of industry, medical and scientific conferences
- Close relationship to industry, medical experts and C-level executives
- Priority ratings for due diligence assigned

#### Stock Selection & Portfolio Construction

- Determine exposure and position size
- Investment decision is made by the portfolio manager
- Initiate new position based on risk/reward considerations, investment thesis, time to value inflection point and fit in overall portfolio
- Scale position size according to conviction level
- Portfolio is continuously analysed to identify new investments that offer more attractive opportunities

### **Deal Sourcing of Private Equity Investments**

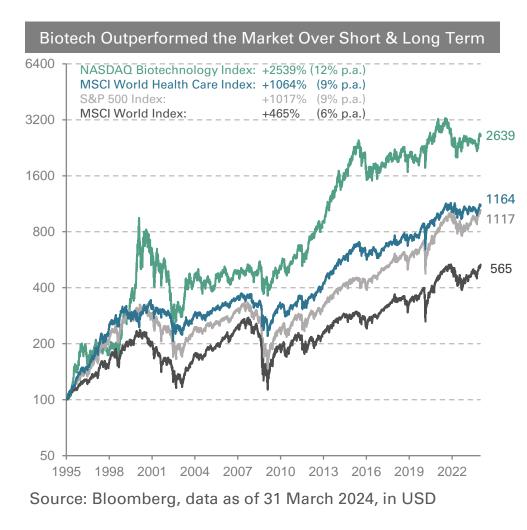


Investments > CHF 5 million; data as of 31 December 2023



# Healthcare Sector

### Attractive Growth Sector with Strong Fundamentals and Drivers



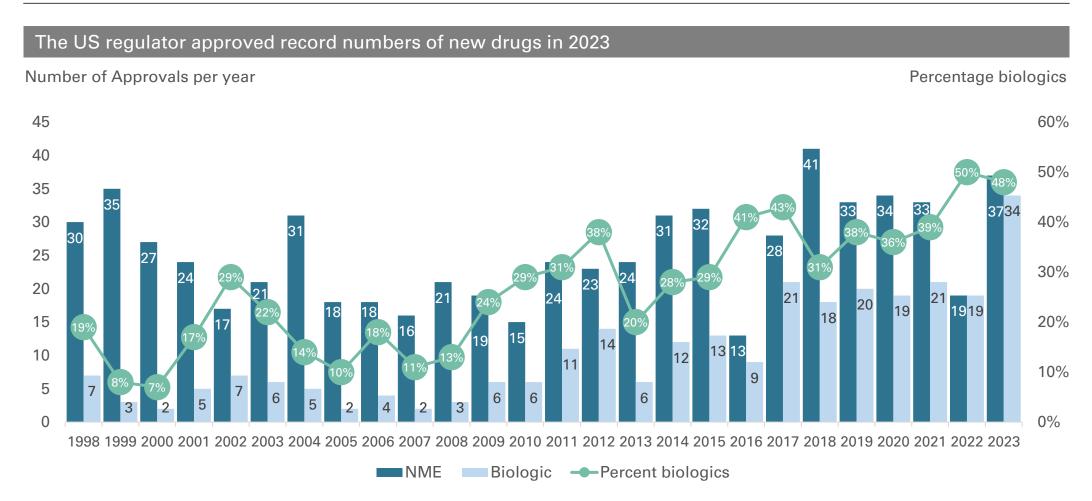
 Healthcare sector's fundamentals remain intact and are supportive for further outperformance

**HBM** Healthcare

Investments

- Sales from drugs and medical devices > \$1.4 trillion p.a. representing more than 25% of the healthcare industry's total revenues
- Biotech sector resilient to economic cycles with high profit margins, strong cash-flows and highest returns in healthcare
- > 90% of next-generation biotherapeutics (cell-, geneand nucleotide-therapies) developed by emerging biopharma
- Sustainable market drivers such as ageing population, favorable regulatory environment, greater scientific understanding, and an increasingly affluent middle class
- Market positioned for further upside given attractive valuations, could be complemented by acceleration in M&A

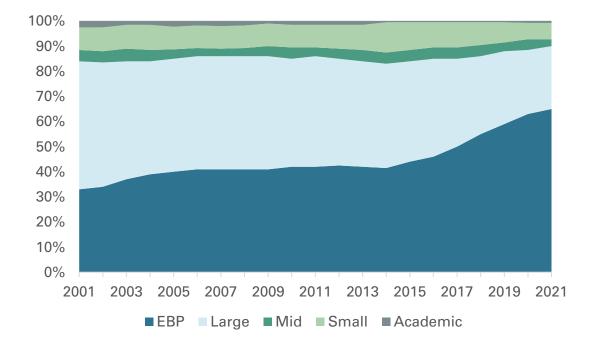
# **Constructive Environment for Drug Approvals**



Source: Nature Biotechnology (February 2024)

# Emerging Biotech Companies as the Backbone of Innovation

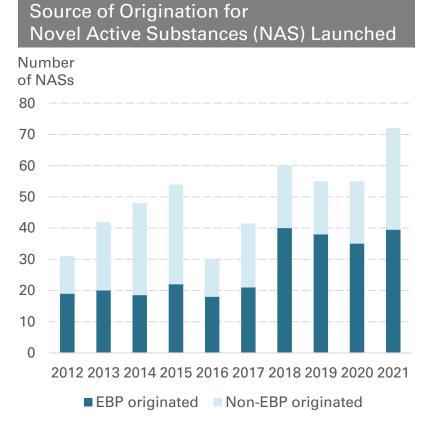
#### Share of R&D Pipeline by Company Type



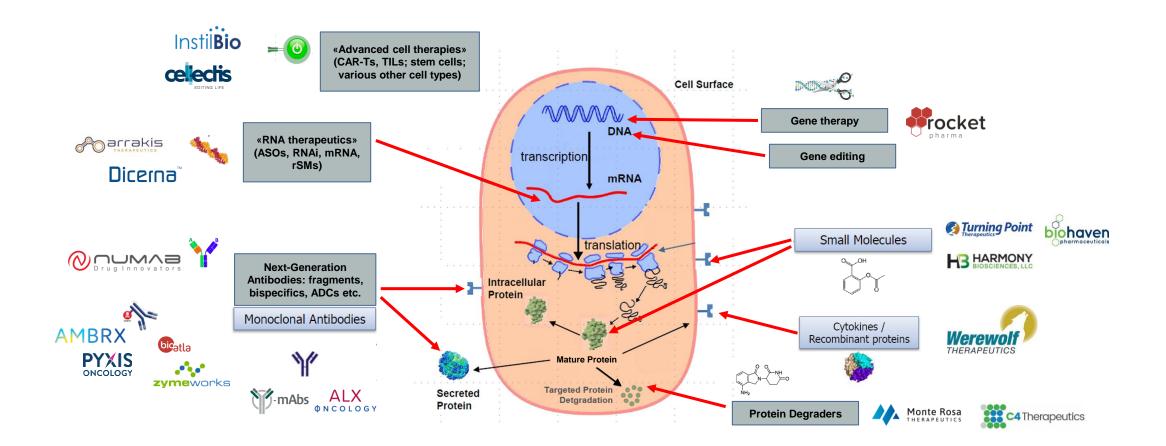
Emerging Biopharma "EBP" (sales <\$500 million and R&D Spend <\$200 million); Small Pharma (sales \$500 million-\$5 billion); Mid-sized Pharma (sales \$5-\$10 billion; Large Pharma (sales > \$10 billion)

Source: IQVIA Pipeline Intelligence, Dec 2021; IQVIA Institute, Jan 2022

#### HBM Healthcare Investments

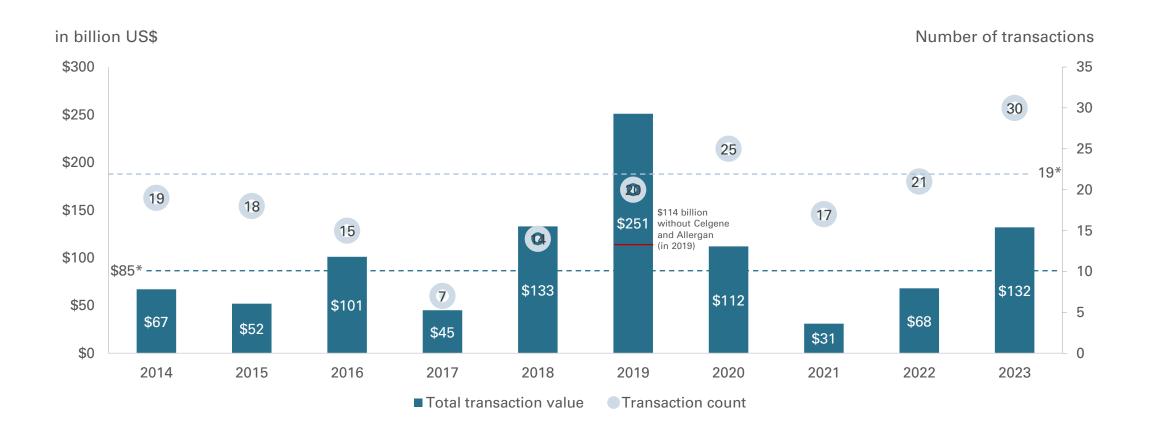


### New and Changing Treatment Modalities - HBM Healthcare Investments Today and Tomorrow



Note: Previous and current HBM portfolio companies Graphic adapted from: Orbimed

### 2023 - A Good Year for Biotech M&As



Source: Oppenheimer, Data as of 31 December 2023, Big pharma announced M&A deals, exclude deals <\$50.0m, generics, biosimilars, reformulations, drug delivery, devices, diagnostics, cannabis, manufacturing facilities, etc.

\*) the dotted lines represent 10-year median transaction count and transaction value respectively

# Vivid Environment with High M&A Premiums

#### 2023/24 Acquisitions

Date	Acquirer	Company acquired	Price	Premium*
19.3.24	AstraZeneca	Fusien	\$2,000m	97%
12.2.24	🧭 GILEAD	СүмаВау	\$4,300m	27%
5.2.24	<b>U</b> NOVARTIS	morphosys	€2,700m	18%
8.01.24	Johnson-Johnson	<b>⊜</b> AMBRX	\$2,000m	105%
26.12.23	t <sup>ill</sup> ı Bristol Myers Squibb	RayzeBio	\$4,100m	104%
22.12.23	( <sup>III</sup> ) Bristol Myers Squibb	KARUNA THERAPEUTICS*	\$14,000m	53%
6.12.23	abbvie	Cerevel	\$8,700m	22%
30.11.23	abbvie	immur⊪gen	\$10,100m	95%
8.10.23	( <sup>III)</sup> Bristol Myers Squibb	THERAPEOTICS	\$4,800m	-4%
3.10.23	Lilly		\$1,400m	87%
28.7.23	Biogen	FRANKACEUTICALS	\$7,300m	59%
20.6.23	Lilly	DICC	\$2,400m	42%
12.6.23	U NOVARTIS	СНІМООК	\$3,200m	67%
10.5.23		СТЇ	\$1,700m	89%
30.4.23	<b>M</b> astellas	IVERIC BIC	\$5,900m	22%
18.4.23	GSK	Bellus HEALTH	\$2,000m	103%
16.4.23	S MERCK	Prometheus	\$10,800m	75%
13.3.23	<b>P</b> fizer	©Seagen <sup>®</sup>	\$43,000m	33%
13.3.23	SANOFI	proventionbio	\$2,900m	273%

2022 Acquisitions						
Date	Acquirer	Company acquired	Price	Premium*		
12.12.22	AMGEN	HORIZON	\$27,800m	20%		
21.11.22		Imago	\$1,350m	107%		
24.10.22	Sumitovant Biopharma	COMYOVANT SCIENCES	\$1,700m	10%		
18.10.22	🚯 LG Chem	AVEO ONCOLOGY	\$487m	78%		
18.10.22	Lilly	AKOUOS	\$566m	43%		
1.9.22	novo nordisk		\$1,100m	49%		
8.8.22	Alcon	aerie	\$770m	37%		
8.8.22	2 Pfizer	GBT	\$5,400m	7%		
4.8.22	AMGEN		\$4,000m	116%		
11.7.22	INNOVIVA	() La Jolla	\$149m	84%		
23.6.22		RADIUS*	\$890m	12%		
3.6.22	u <sup>llı</sup> Bristol Myers Squibb	STurning Point	\$4,100m	122%		
31.5.22	GSK	Affinivax	\$2,100m	private		
10.5.22	2 Pfizer	biohaven	\$11,600m	79%		
19.4.22	REGENERON®		\$250m	335%		
13.4.22	GSK		\$1,900m	39%		
13.4.22	<b>1</b> Halozyme	antares	\$960m	50%		
14.2.22	Collegium.	biodelivery	\$604	54%		
19.1.22	ueb	ZOGENIX	\$1,900m	66%		

HBM Healthcare Investments invested at time of M&A

\*Premiums are calculated from the closing price of the acquired company's shares on the previous trading day

Source: Biopharma Dive M&A, March 2024

### Many Pharma Patent Expiries Due to Come

2023		20	024	20	25	20	26	20	)27	2	2028
Company	Product ('22 sales)	Company	Product ('23 sales)	Company	Product ('24 sales)	Company	Product ('25 sales)	Company	Product ('26 sales)	Company	Product ('27 sales)
abbvie	Humira (\$21bn)	REGENERON	Eylea (\$10bn)	AstraZeneca	Soliris (\$2.7bn)	U NOVARTIS	Entresto (\$7bn)	Pfizer Illy	Eliquis (\$15bn)	S MERCK	Keytruda (\$30bn)
Johmon-Johmon	Stelara (\$10bn)	AstraZeneca	Brilinta (\$1.4bn)	ر <sup>ال</sup> Bristol Myers Squibb	Yervoy (\$3bn)		Cabometyx (\$1bn)	abbvie	Imbruvica (\$12bn)	<mark>I<sup>llı</sup> Bristol Myers Squi</mark>	<sup>bb</sup> Opdivo (\$13bn)
Jazz Pharmaceuticals	Xyrem (\$1bn)	Jaf BAYER	Xarelto (\$3bn)	2 Pfizer	Xeljanz (\$2bn)	<mark>رال</mark> ا Bristol Myers Squib	b Pomalyst (\$2.5bn)	<b>P</b> fizer	lbrance (\$9bn)	AMGEN	Otezla (\$3bn)
Biogen	Tysabri (\$1.9bn)	novo nordisk	Victoza (\$1.3bn)	AMGEN	Prolia / Xjeva (\$6bn)		Januvia / Janumet (\$1bn)	Lilly	Trulicity (\$8bn)	GSK	Tivicay (\$4.5bn)
ぷsunovion	Latuda (\$2bn)					Roche	Perjeta (\$5.5bn)				
<mark>ம்</mark> novartis	Gilenya (\$1.6bn)										
Takeda	Vyvanse (\$3.4bn)										
Total 'At-Ri Revenue:	sk′ ~\$41bn		~\$16bn		~\$14bn		~\$17bn		~\$44bn		~\$50bn

Source: Andrew Pannu, Stifel, November 2023

# With so Much Firepower, M&A Likely to Continue

#### Pharma capacity available

Cash, debt or capacity in \$bn



Source: FactSet, Jefferies Analysis, data as of March 2024

# Low Market Expectation for Early Stage Public Companies



Share price in USD



Source: Bloomberg, data as of 4 January 2024



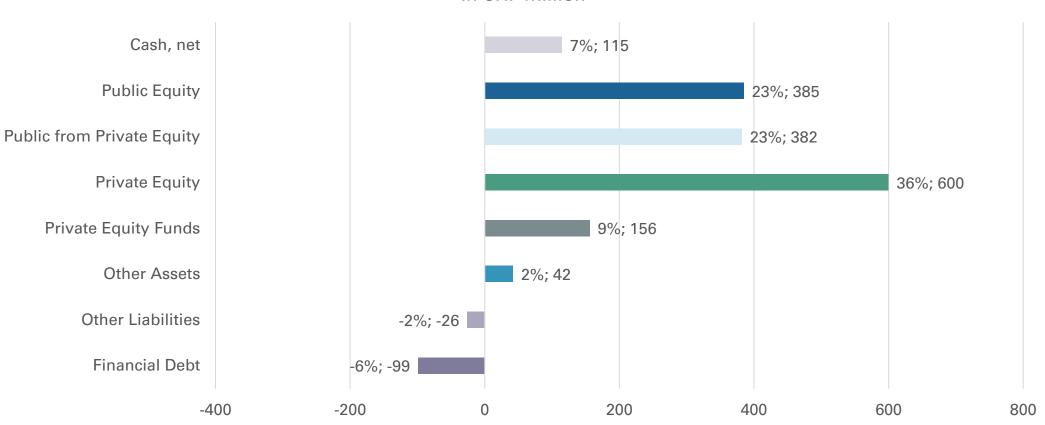
# **Investment Portfolio**



### A Global Portfolio



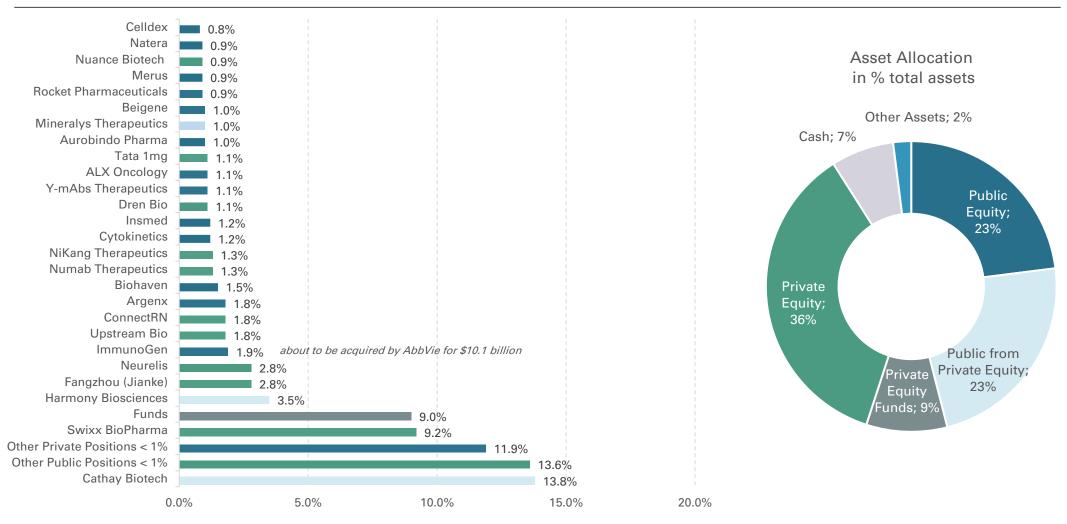
### **Asset Allocation**



In CHF million

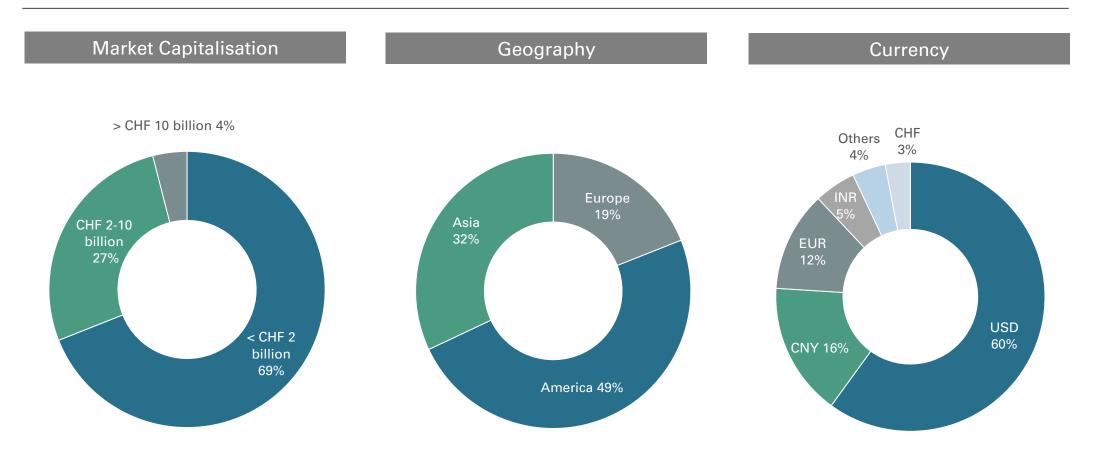
Data as of 31 December 2023, in % of total assets of CHF 1'680 million

### **Diversified Investment Portfolio**



Data as of 31 December 2023, in % of total assets of CHF 1'680 million, Top 10: 40.9%

### Portfolio Breakdown by Market Cap, Geography and Currency

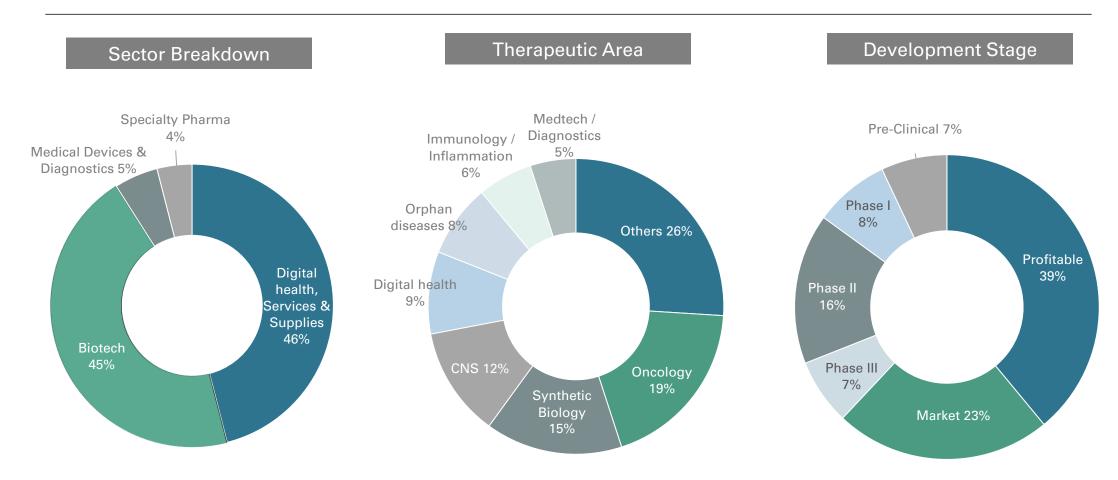


Data as of 31 December 2023, in % of investments, currency in % of total assets

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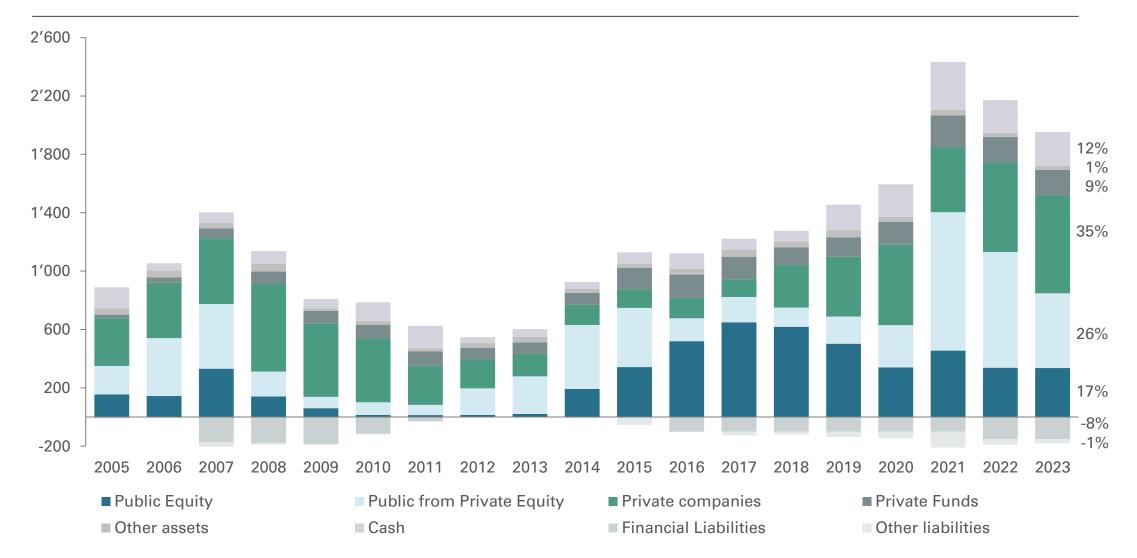
### **HBM** Healthcare **Portfolio Breakdown** by Sector, Therapy and Development Stage



Data as of 31 December 2023, in % of investments, development stage: lead program by stage

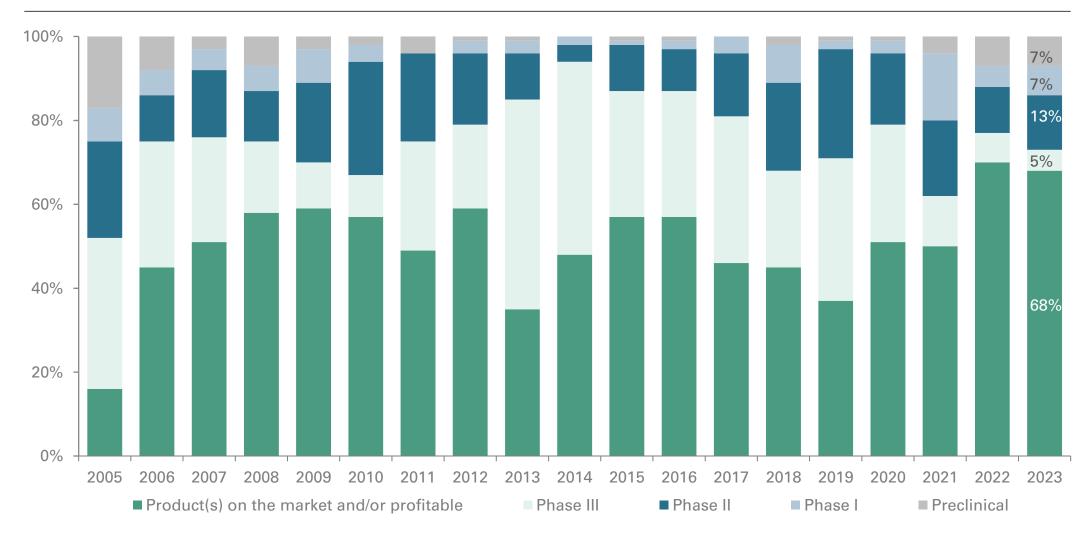
Investments

### **Development of Asset Allocation**



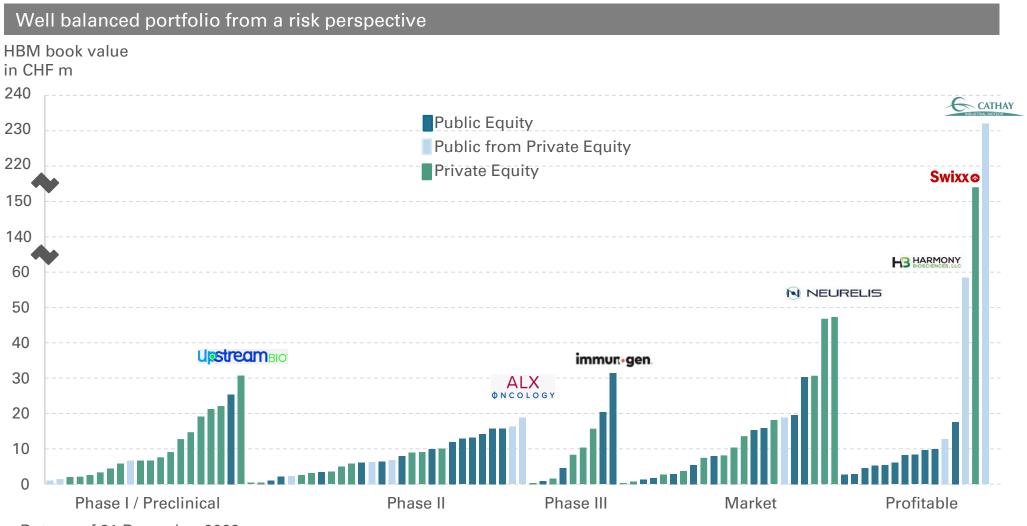
Data as of the end of each financial year (last column: 31 March 2023), in % of total assets

### **Development Stage of Lead Product**



Data as of the end of each financial year (last column: 31 March 2023), in % of investments

# Portfolio by Development Stage of Lead Asset



Data as of 31 December 2023

### Largest Investments (1/2)

Company	Core Business	Company Stage	Ticker	Market Capitalisation (CHF m)	Owner- ship (%)	Book Value (CHF m)	% of Total Assets
CATHAY INDUSTRIAL BIOTECH	Synthetic biology (long chain diacids, carbohydrates, special enzymes, green nylon)	Profitable	688065 CH (ex private)	3'799	6.1	232.1 <sup>1)</sup>	13.8
Swixx BioPharma	Full representation of biopharma companies in central and eastern Europe	Market	Private	585*	26.3	153.8	9.2
HB HARMONY BIOSCIENCES, LLC	Drug for the treatment of narcolepsy (with and without cataplexy)	Profitable	HRMY (ex private)	1′591	3.7	58.4	3.5
NEURELIS	Nasal spray for the treatment of epileptic seizures	Market	Private	452*	10.5	47.3	2.8
健客 jianke.com	China's leading B2C SmartCare service platform (online pharmacy, chronic disease management service center)	Market	Private	872*	5.4	46.8	2.8
connect RN	Provider of the nurse-centric staffing app in the US	Market	Private	154*	20.0	30.7	1.8

1) Deferred tax on capital gain and VAT not included – separately accrued in the books of the company

Data as of 31 December 2023, \* Implied company valuation (for private companies)

### Largest Investments (2/2)

Company	Core Business	Company Stage	Ticker	Market Capitalisation (CHF m)	Owner- ship (%)	Book Value (CHF m)	% of Total Assets
UstreamBIO	Monoclonal antibody targeting TSLP receptor in allergic and inflammatory diseases	Phase I	Private	433*	7.1	30.7	1.8
argenx	Drugs for the treatment of severe autoimmune diseases (MG, ITP, PV & PF, CIPD)	Market	ARGX	19'941	0.2	30.4	1.8
biohaven	Development of drugs for treatment of neurological disorders based on Kv7 ion channel modulation and extracellular target degrader platform technology	Phase II	BHVN	2′883	0.9	25.4	1.5
	Next-generation multi-specific antibody platform for cancer and inflammation	Phase I	Private	288*	7.7	22.1	1.3
NKT	Developing small molecule oncology medicines (eg HIF2a inhibition)	Phase I/II	Private	400*	5.3	21.2	1.3
dren bio	Antibody-based platform to deplete cells and other disease-causing agents	Phase I/II	Private	236*	8.1	19.1	1.1

Data as of 31 December 2023, \* Implied company valuation (for private companies)

# Largest Private Equity Investments

### 154 Swixx BioPharma

- Full representation services for pharma/biotech in CEE (Central and Eastern Europe)
- Profitable company with net sales expected to exceed EUR 900m in 2023; targeting to reach low-double digit EBITDA margin
- <u>– Over 1′200 emp</u>loyees as of H1 2023

### 47 Neurelis

47

- Nasal Diazepam (Valtoco<sup>®</sup>) approved with orphan status in managing breakthrough epilepsy seizures
- USD 100+ net sales in the US, and market leader in the space
- Pipeline of other neurology pipeline assets (novel drugs and generic medicines)

### Fangzhou (Jianke)

- China's leading B2C SmartCare service platform for chronic diseases management
- Closed strategic cooperation with Santen, Menarini, Zelgen, Novartis, Pfizer and many other pharmaceutical companies
- Achieved revenues of CNY 2.2 billion in 2022 (US\$ 300 million);
   Co. anticipates positive non-GAAP net income for H1 2023

Data as of 31 December 2023, Bookvalue in CHF million

### 31 ConnectRN

- Tech-enabled platform providing online community and work opportunities to healthcare professionals
- Rapid uptake in the long-term care market with additional business lines in home health care and hospital staffing
- Collaboration with Amedisys (now United Health) is developing well and has been the base for home health market expansion

### 31 Upstream Bio

- Acquired UPB-101 from Astellas, a clinical-stage monoclonal antibody targeting TSLP Receptor. Clinically validated target in asthma
- The only mechanism of action that showed efficacy in low-Th2 asthma - follower of Amgen's market approved Tezspire<sup>®</sup>

### NiKang Therapeutics

21

- Developing small molecules for oncology capitalizing on structure-based drug design. NKT2152 is a HIF2α inhibitor. Phase 1/2 dose escalation and expansion trials ongoing in advanced renal cell carcinoma (RCC) – possible expansion into other solid tumors
- Co. is working on leads against KRAS G12D (common genetic mutation in cancer)

### Largest Public Equity Investments

### 232 <sub>Ca</sub>

### Cathay Biotech

- Synthetic biology company: long-chain dicarboxylic acids / biobased diamine 5 & bio-based polyamide / polyesteramide
- Profitable with revenues of CNY 2.4 billion (US\$350m) for 2022
- Significant collaboration (equity & supply contract) with CMG; contract worth up to several hundred-million-dollar revenue

### 58 Harmony Biosciences

- Narcolepsy (with and without cataplexy)
- Wakix<sup>™</sup> (Pitolisant) approved in the US and in the EU for narcolepsy (with or without cataplexy)
- Unlike other wake-promoting agents, Wakix is not scheduled as a DEA controlled substance



#### Drugs for autoimmune diseases – lead drug market approved VYVGART for the treatment of myasthenia gravis (gMG) – with potential indication expansion

 Novel antibody-based therapies, combining the diversity of the llama immune system with antibody engineering

#### Data as of 31 December 2023, Bookvalue in CHF million



#### Marketed product ARIKAYCE used for the treatment of Mycobacterium avium complex lung disease as part of a combination antibacterial drug regimen

 Its clinical-stage pipeline includes brensocatib and treprostinil palmitil inhalation powder (TPIP). Phase III data for Brensocatib in non-cystic fibrosis bronchiectasis/NCFBE anticipated in Q2 2024

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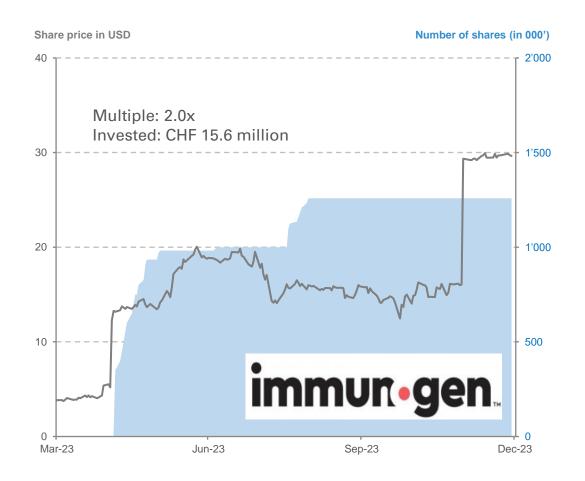
### Mineralys Therapeutics

- Targeted approach for the treatment of uncontrolled and hypertension and chronic kidney disease
- MLS-101 is an Aldosterone synthase inhibitor that showed significant effect size in a proof of concept trial
- Pivotal clinical trials for hypertension will start in 2023 (readout 2024 & 2025); phase II chronic kidney disease starts in H2 23

### 13 Vicore

- Clinical-stage biotechnology company focussed on developing innovative medicines in severe diseases
- The company released new clinical data of C21 in idiopathic pulmonary fibrosis (IPF) patients. C21 could potentially be the first IPF drug that turns this deadly disease into a survivable one

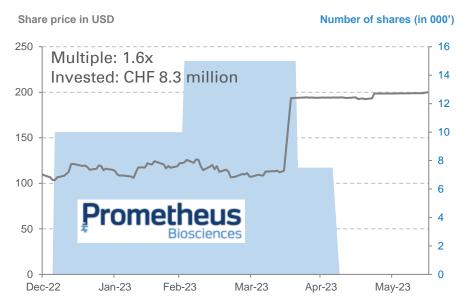
# M&As in the HBM Portfolio in 2023



#### ImmunoGen

- Acquired for \$10 billion by AbbVie
- The Immunogen-AbbVie deal was driven by the appeal of ImmunoGen's cancer therapy ELAHERE, which received accelerated FDA approval for the therapy of advanced ovarian cancer in November 2022, and looks set to obtain full approval in 2024.
- ELAHERE belongs to a new class of drugs called antibodydrug conjugates (ADCs). ADCs are fast-growing, innovative biopharmaceutical products that specifically target cancer cells, while protecting the healthy cells and thus improving treatment effectiveness.
- ELAHERE is a first-in-class ADC targeting folate receptor alpha (FRa), a cell-surface protein over-expressed in a number of epithelial tumors, including ovarian, endometrial, and non-small-cell lung cancers.

# M&As in the HBM Portfolio in 2023



#### **Prometheus**

- Acquired for nearly \$11 billion by Merck & Co
- Therapeutic products for the treatment of immunemediated diseases, inflammatory bowel disease (colitis ulcerosa, morbus crohn)
- Lead product candidate, PRA023, is a humanized IgG1 monoclonal antibody (mAb) that has been shown to block the tumor necrosis factor (TNF)



#### Chinook

- Acquired for over \$3 billion by Novartis
- Precision medicines for kidney diseases
- Lead product candidate, atrasentan, is a potent and selective endothelin A (ET<sub>A</sub>) receptor antagonist
- Atrasentan is in phase III trials for the treatment of IgA nephropathy (IgAN) and proteinuric glomerular diseases

Source: Bloomberg, data as of 30 September 2023

# **Strategic Fund Investments**

Sector Focus (Early Stage Genomics and Medical Devices)



# Geographic Focus (China and India)

Vintage: 2018 | Commitment: \$25 m | TVPI 2.0x | Ownership: 5%

category leaders in healthcare sectors

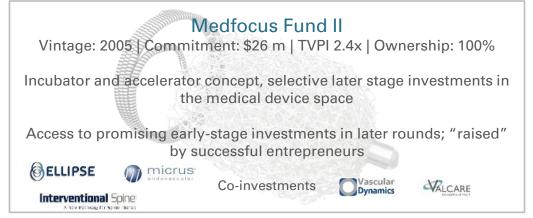
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### WuXi Healthcare Ventures II

Vintage: 2015 | Commitment: \$20 m | TVPI 0.9x | Ownership: 7%

Access to early-stage investment opportunities with a focus on China



C-Bridge Capital IV Vintage: 2018 | Commitment: \$10 m | TVPI 1.5x | Ownership: 1.3% Invest and build quality platform companies currently missing in China EVEREST MEDICINES Tata Capital Fund 1

#### Vintage: 2015 | Commitment: \$10 m | TVPI 1.3x | Ownership: 67%

Growth and expansion investments in Indian healthcare companies

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Selected funds (based on quarterly numbers), data as of 31 December 2023

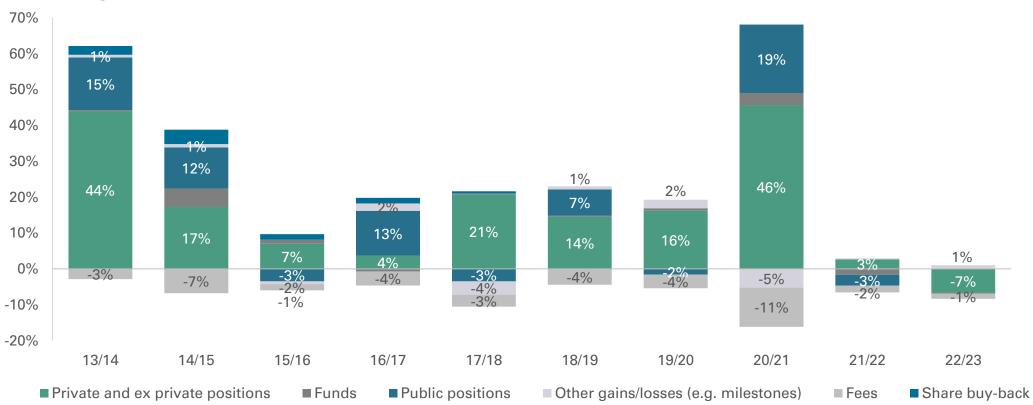
# Latest IPOs from Private Equity Portfolio

Company	Year of IPO	\$ Amount Invested Private	Multiple to IPO Price	\$ Amount Invested at IPO	(11	Post IPO Performance ntil end of Period or Sale)
Arrivent Biopharma	2024	12.0	1.10x	6.8	(4	0%
Mineralys Therapeutics	2023	19.0	2.45x	0.3		-20%
Acrivon Therapeutics	2022	8.0	0.89x	0.0		-46%
IO Biotech	2021	23.2	1.47x	4.6		-87%
Pyxis Oncology	2021	6.0	1.53x	2.4		-68%
Monte Rosa Therapeutics	2021	14.0	2.44x	8.0		-64%
Ambrx	2021	20.0	1.56x	14.0		-55%
Werewolf Therapeutics	2021	5.0	2.00x	2.4		-62%
Connect Biopharma	2021	10.0	1.55x	5.1		-87%
Instil Bio	2021	12.5	3.10x	6.0		-97%
Longboard	2021	10.0	2.20x	8.0		30%
Seer	2020	2.8	2.40x	0.1		23%
BioAtla	2020	11.5	2.69x	17.6		-81%
Galecto	2020	11.8	1.48x	5.0		-84%
C4 Therapeutics	2020	4.0	2.22x	5.7		75%
Harmony Biosciences	2020	36.4	2.96x	3.9		70%
Cathay	2020	38.0	14.02x	0.0		-54%
iTeos Therapeutics	2020	7.9	2.42x	10.0		150%
ALX Oncology	2020	5.0	2.00x	7.6		-43%
Arcutis	2020	15.0	1.46x	7.6		-49%
Viela Bio (Acquired by Horizon for \$3.1bn)	2019	20.0	1.19x	9.5		179%
SpringWorks Therapeutics	2019	12.0	1.90x	3.2		138%
Turning Point Therapeutics (Acquired by BMS for \$4.1bn)	2019	10.0	1.54x	4.5		322%
Y-mAbs	2018	23.3	1.71x	9.4		-8%
Principia (Acquired by Sanofi for \$3.7bn)	2019	12.0	1.18x	7.2		488%
ARMO Biosciences Acquired by Eli Lilly for \$1.6bn)	2018	12.0	1.38x	10.0		194%
AnaptysBio	2017	7.0	2.02x	2.3		140%
Advanced Accelerator Applications (Acquired by Novartis for \$3.9bn)	2017	43.5	1.17x	4.8		413%

Data as of 31 March 2024

# **Contribution to Net Asset Value**

#### Private and Ex Private Equity Positions Account for a Majority of Contribution



NAV change per year

Note: IPO allocations in previously private companies are attributed to P&L from private positions, Data as of March 2023



# **Case Studies HBM Portfolio Companies**





- Market cap: CNY 32.1 billion (CHF 3.8 billion), listed on Shanghai STAR Market since Aug 2020 (member of STAR 50 Index).
- Invested since May 2006: CNY 274 million (CHF 36 million) 7.1% ownership.
- Book value: CNY 2.0 billion (CHF 232 million)
   for 6.1% remaining ownership.
   Cathay Revenues and Net Profit

(CNY million)



Source: Bloomberg and Company announcments; Financial figures as of 28 October 2022, all others as of 31 December 2023

### **Company Profile**

 Cathay was founded in 2000 and engages in the research, development, production and sales of new bio-based materials based on synthethic biology and other technologies utilising bio-manufacturing technology

### **Investment Rationale**

- Cathay is the leading supplier of biological long-chain dicarboxylic acids ("LCDA"), fine chemical intermediates, which are used for nylon, polyester, adhesives and organic solvents
- Cathay's proprietary technology allows production of pentamethylene diamine (PDA) from sustainable resources and provides downstream bio-based polyamide products, such as Cathay's high-performance textile material TERRYL<sup>®</sup> for broad applications in clothing, carpets, industrial yarns and other textile fields. Ecopent<sup>®</sup> is also a polyamide and can be used in the automotive and rail transit sectors, in electronics and electricals, in consumer and industrial goods, cable ties, film and others

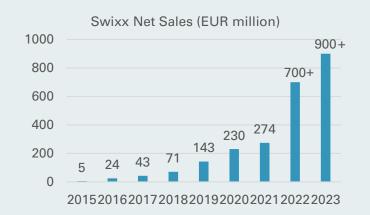
### Achievements during Investment Period

- Company achieved revenue 5Y CAGR 2016-21 of 20% with a net profit margin of ~25%. Company reported subdued results for 2022 amid COVID-induced headwinds and rising raw material costs. Revenue and net income reached CNY 2441 million (+11.1% vs 2021) and CNY 553 million (-8.3% vs 2021).
- Lately a significant strategic collaboration with China Merchants Group (CMG), worth up to several hundred-million-dollar revenue, for Cathay's bio-based polyamide business, had been announced.
- Profit taking in Cathay Biotech with one seventh of the position has so far led to initial gains and cash.

### Case Study Swixx BioPharma



- HBM was the first institutional investor in the company along founders and management.
- Net sales expected to exceed EUR 900 million in 2023.
- Significant ownership of 26.3% in the company (investment of EUR 34.8 million currently valued at EUR 165.5 million).



### **Company Profile**

 Swixx BioPharma is designed to replace biopharma, OTC and medical device multinationals' subsidiaries or business units in those countries, or therapeutic areas of Central and Eastern Europe (CEE) and Russia, that the multinational chooses not to enter, or to exit

### **Investment Rationale**

- Unique business model in fast growing economic area. Experienced management team, well known from former investment in PharmaSwiss
- Solid client and revenue base with potential for massive growth
- Opportunity to actively contribute to business development through HBM network
- Unrivalled market access capabilities, in particular for higher priced prescription medicines

### Achievements during Investment Period (since 2017)

- Strong revenue growth from EUR 24 million (in 2016) to EUR 700+ million in 2022 – coupled with growing profitability (from 2023-24 targeting low doubledigit EBITDA margin)
- Over 1'200 employees as of H1 2023
- Geographical presence now expanding into Central Asia, Belarus and Greece
- Newest investor Merieux Equity Partners purchased 20.2% of Swixx in fall 2021

### Exit

- IPO or trade sale possible

### Case Study Mineralys Therapeutics

### MINERALYS

- HBM was lead investor in February 2021 financing round, and is represented on the board
- The company pursues a targeted approach for the treatment of hypertension and related diseases such as chronic kidney disease
- MLS-101 is an aldosterone synthase inhibitor that showed significant effect size in a proof of concept phase II clinical trial
- First pivotal trials (approval relevant) started in May 2023

### **Company Profile**

 Mineralys Therapeutics is a private, clinical-stage biopharmaceutical company developing novel therapies for the treatment of hypertension and related diseases such as chronic kidney disease

### **Investment Rationale**

- Lack of innovation in the area of hypertension for many years
- Mode of action provides new treatment modality
- 2<sup>nd</sup> generation of molecules provide for better safety and enzyme selectivity
- Spin out from pharma company with pharma like pre-clinical data package

### Achievements during Investment Period (since 2021)

- Hiring of clinical, regulatory and finance team
- Successful phase II interim analysis for dose finding and safety
- Successful phase II clinical trial confirming mode of action, dose dependency, effect size and safety
- USD 118m Series B financing round by outstanding US / EU syndicate at 90% higher valuation compared to Series A
- \$220m IPO on US NASDAQ in February 2023
- Pivotal clinical trials start in 2023

# Case Study Upstream Bio

# **Upstream**BIO<sup>®</sup>

- Invested: USD 22.5 million for 7.1% ownership
- Book value: USD 36.5 million
- HBM invested in December 2020 Series A financing round, and is represented on the board
- Closed \$200 million Series B financing round in June 2023 led by Enavate Sciences and Venrock, including new investors Bain Capital & Wellington
- The company pursues a targeted approach for the treatment of asthma and related inflammatory diseases
- UPB-101 is a monoclonal antibody targeting TSLP-Rc which sits at the top of the inflammatory cascade
- First, potentially pivotal trial (approval relevant) is to start in 2024

**Company Profile** 

 Upstream Bio is a private, clinical-stage biopharmaceutical company developing novel therapies for the treatment of asthma and related diseases

### **Investment Rationale**

- Inflammation and immunology spans a number of overlapping indications with a high unmet medical need and a large market potential
- Limited treatment options available for patients with non-allergic asthma
- Clinically validated MoA, with a potential to differentiate from the competition on the frequency of treatment
- Spin out from a pharma company with comprehensive pre-clinical and an early clinical data package

### Achievements during Investment Period (since 2020)

- Hiring of clinical, regulatory and finance team
- Successful Ph1b clinical trial in asthma patients for dose finding and safety derisking
- Clinical data from early trials in patients suggest the possibility to dose once every 3 months. This will offer significant benefit to patients over the currently used treatment options which are administered either every 2 or every 4 weeks
- Safety and early biomarker data from that trial are in line with the competition and warrant further clinical development
- Preparation for the Ph2b trial in asthma ongoing and on track for 2024

Data as of 31 December 2023



- Invested: USD 12.0 million for 3.0% ownership
- Book value: USD 12.0 million (corresponds to post money valuation of USD 400 million)
- HBM invested in March 2023 Series B extension financing round, and is represented on the board
- The company pursues a targeted approach for the treatment of lung cancer
- Furmonertinib, an EGFR tyrosine kinase inhibitor, is already approved in China as a 1<sup>st</sup> line treatment for classic mutations EGFR mutated non-small cell lung cancer (NSCLC) patients
- Registrational trial ongoing in 1st line treatment for exon20 mutant EGFR mutated NSCLC patients

### **Company Profile**

 Arrivent Bio is a private, clinical-stage biopharmaceutical company developing novel therapies for the treatment of lung cancer

### **Investment Rationale**

- Exon 20 and atypical mutation EGFR mutant NSCLC patients are poorly served by available therapies which are plagued by poor tolerability, and inability to enter the brain where many metastases occur
- Having already gone through clinical development in China, furmonertinib's safety and efficacy profile are well defined
- ORR of 69% in 30 treatment-naïve patients, speaks well for the efficacy of the drug in 1L Exon20 mutations, while CNS penetration and a beneficial side effect profile set furmonertinib apart from the competition

### Achievements during Investment Period (since March 2023)

 Enrolling patients in the global Phase 3 trial in exon 20 mutated EGFR mutant NSCLC patients, as well as in the Phase 1b trial in patients with atypical mutant NSCLC patients

Data as of 31 December 2023

# Healthcare Market Outlook

The market is well positioned for further upside given attractive relative valuations, which could be complemented by an acceleration in M&A activity

#### Tailwinds

- A new cycle of major biotech innovation and transformative technologies
- Financials provide some level of downside protection
- Accommodative FDA regulatory body allowing rapid development and approval of drugs
- Later-stage M&A activity expected to continue as large pharma companies still need to fill their pipelines and have plenty of cash to spend
- Private financing activities proved resilient so far amid high level of dry powder available

#### Headwinds

- Macropolitical uncertainties
- Market-wide shift from growth to value
- Biotech weakness continues amid Fed's higher-for-longer narrative
- Generalist money inflow remains muted (eg. ETF flows)
- IPOs have come to a halt after recordbreaking 2021; limited secondary offerings
- Concern on the sustainability of drug pricing across the globe

# Expected Catalysts for end of 2023 / H1 2024

Phase I	Ph	ase II	Phase III		Approval
Evorpacept: CD47 blocker, Non-Hodgkin lymphoma, Phase lb data from an investigator-sponsored trial ALX ***********************************	Lirentelimab: Phase II data in CSU and AD Allakos	Pitolisant: phase II POC study, myotonic dystrophy (DM1)	Efgartigimod SC: ADDRESS phase III results, pemphigus vulgaris and foliaceus (PV/PF) argenx*	Brensocatib: data in non- cystic fibrosis bronchiectasis, phase III data in 2Q24	Brukinsa: Tislelizumab 1L+2L esophaegeal cancer
BI-1808: Phase I combination study with Pembrolizumab BioInvent	Evorpacept: Results from full enrolment in phase II ASPEN-06 in gastric cancer in Q2 24	TPIP (Treprostinil Palmitil Inhalation Powder) in PH- ILD phase II data in H1 24 insmed	Aficamten: Phase III SEQUOIA readout in oHCM Cytokinetics	VRDN-001: Phase III IV data for acute and chronic TED patients	Seladelpar: PPARd agonist, primary biliary cholangitis (PBC), NDA submission
BI-1607: Phase I combination study with Trastuzumab BioInvent	ARX788: Phase II in HER2+ mBC post- ENHERTU AMBRX	LP352: DEEs and other refractory epilepsies (PACIFIC PoC study)	Pitolisant (Wakix): TEMPO phase III study Prader-Willi Syndrome HB HARMONY	Zanidatamab (ZW25): 1L HER2+ GEA	RP-L201: lentiviral gene therapy for LAD-I. PDUFA date is March 31, 2024
Barzolvolilmab (CDX- 0159): PN (prurigo nodularis) IV data CELICEX tersevetes GD2-SADA: Sarcoma, melanoma, SCLC phase updated PK, tumor imag data		Lorundrostat: ADVANCE- HTN trial phase II uncontrolled and resistant hypertension in H2 24	IO102-IO103: Phase III interim analysis, First Line Advanced Melanoma		RP-L102: lentiviral gene therapy for FA. BLA filing is expected soon, FDA approval ~mid-2024
	Bezuclastinib: KIT D816V inhibitor, NonAdvSM, Phase II SUMMIT initial data	C21: IPF final data in phase IIa			FILSPARI (sparsentan): approval in IgAN (immunoglobulin A nephropathy)
Private / ex-private companies -> separate colour for each company	Bezuclastinib: update from Part 1 of the APEX study for AdvSM	VRDN-002: PoC data (2mL 300mg SC formulation), TED patients	•		Zanidatamab: Approval in 2L HER2+ BTC (biliary tract cancer)

Source: HBM Research, updated in December 2023

# Main Catalysts for HBM Public Portfolio Co's

Company	Therapeutic area	Phase	Description of catalyst
ALX ¢NCOLOGY	Oncology	II	Results from full enrolment in phase II ASPEN-06 in gastric cancer
Genmab	Oncology	1/11	HexaBody-CD38: data for HexaBody vs subcut. Darzalex in hematological malignancies
	Neurology	II	POC study of pitolisant in myotonic dystrophy (DM1)
	Neurogoly		TEMPO phase III study of pitolisant in Prader-Willi Syndrome
insmed	Pulmonary	II	TPIP (Treprostinil Palmitil Inhalation Powder) in PH-ILD
insmed	Pulmonary		Brensocatib: data in non-cystic fibrosis bronchiectasis
<b>() віо</b> тесн	Oncology		IO102-IO103: Phase III interim analysis, First Line Advanced Melanoma
Merus	Oncology	I	Zenocutuzumab (MCLA-128): NRG1+ lung & pancreatic data
Merus	Oncology	1/11	MCLA-158: 1L HNSCC Interim Pembrolizumab combo data
MINERALYS	Hypertension	II	Lorundrostat: ADVANCE-HTN trial phase II uncontrolled and resistant hypertension
pharma	Gene therapy	Approval	RP-L201, lentiviral gene therapy for LAD-I (Leukocyte Adhesion Deficiency)
Pharma	Gene therapy	Approval	RP-L102, lentiviral gene therapy for Fanconi Anemia (FA)
	Nephropathy	Approval	FILSPARI (sparsentan): approval in IgAN (immunoglobulin A nephropathy)
<b>mAbs</b> Therapeutics, Inc	Cncology	I	GD2-SADA: Sarcoma, melanoma, SCLC phase I updated PK, tumor imaging data
zymeworks	Oncology		Zanidatamab (ZW25): 1L HER2+ GEA
zymeworks	Oncology	Approval	Zanidatamab: Approval in 2L HER2+ BTC (biliary tract cancer)

Source: HBM Research, updated in February 2024

## **Reasons to Invest**

- 1. Investment in the innovation and the growth of the healthcare sector
- 2. Unique investment approach in private and emerging listed companies
- 3. Active contribution to performance
- 4. Compelling exit markets (M&A and IPO)
- 5. Attractive distribution policy

- Access to a well-diversified portfolio of private and listed healthcare companies with value increasing potential
- Experienced investment team with specialized sector expertise and proven track record
- Competitive edge over other investment vehicles focusing exclusively on private or listed investments
- Global orientation with focus on the US, but increasing allocation in emerging markets such as China and India
- Closed-end structure allows optimum exploitation of the value-increasing potential of healthcare companies with daily liquidity
- Lower correlation to public market portfolios thanks to the substantial private capital allocation
- Potential to achieve long-term capital growth with an attractive distribution policy (3-5% yield target)
- Solid balance sheet with low debt and strong capital
- Quarterly reporting with high level of transparency and direct access to the HBM portfolio management team



# Appendix

# **Investor Informationen**

Share Information		Large	st shareholders	
Swiss security number	1.262.725	%	Shareholder	Notification
German security number	984345	15-20	Nogra SA, Luxemburg	9.11.2016
ISIN	CH0012627250			
CUSIP	H 3553X112	Distribution policy		
Telekurs	126,126272			
SIX Swiss Exchange Ticker	HBMN	Withholding tax-exempt distribution yield of 3-5% p.a. (based on the share price) from par value repayment		

#### Fees

Annual Management fee (paid quarterly)	0.75% of company net assets plus 0.75% of the company's market capitalisation		
Performance fee (paid annually)	15% on increase in value above the highwater mark		
High water mark (per share for all outstanding shares)	NAV of CHF 298.07		

# **Board of Directors**



Hans Peter Hasler (2009) Chairman

Swiss Federal Commercial Diploma. Various international management positions at Wyeth Pharmaceuticals, Biogen and Elan Corporation (1993 to 2013)



#### Dr Rudolf Lanz (2003) Member

Economist and doctorate in law. Former Partner of The Corporate Finance Group and Head of Corporate Finance of Ernst & Young Switzerland (1980-2009)



#### Mario G. Giuliani (2012) Member

Economist. Executive positions and directorships at Giuliani SpA, Recordati SpA, and Nogra Group SA



Dr Elaine V. Jones (2021) Member

Ph.D. in Microbiology. Formerly various management positions at Pfizer Ventures, EuclidSR Partners and GlaxoSmithKline



#### Dr Stella X. Xu (2020) Member

PhD in Immunology, BSc in Biophysics and Physiology. Managing Director of Quan Capital Management. Formerly various management positions at Roche and McKinsey & Co.

#### HBM Healthcare Investments

# Management



#### Dr Andreas Wicki (2001) CEO

Doctorate in chemistry and biochemistry.

Prior experiences as Chief Executive of several pharmaceutical companies (1988 to 2001), investment and venture capital advisor (1993 to 2001)



#### Erwin Troxler (2005) CFO

Economist and Swiss Certified Accountant.

Prior experience as auditor at PwC (1996 to 2002) and account manager at Julius Baer Family Office (2002 to 2005)



#### Jean-Marc Lesieur (2001) Managing Director HBM Cayman

Associate of the Chartered Institute of Bankers (ACIB trustee), a member of the Society of Trust and Estate Practitioners (STEP) and a Notary Public in the Cayman Islands. He was educated in the Cayman Islands and England.

Former director for Vontobel Private Equity Management Ltd



#### Dr Matthias Fehr (2002) Head Private Equity

MSc and PhD in chemistry from ETH Zurich.

Former senior sell-side analyst at Lombard Odier for biotech and medical technology industries; former scientist at the Swiss Federal Institute of Technology



#### Dr Ivo Staijen (2003) Head Public Equity

PhD in biotechnology from ETH Zurich and MSc in chemistry from the University of Groningen.

Previously senior biotechnology analyst at Bank Sarasin and department head at MDS Pharma Services

# **Private Equity Team**



#### Dr Alexander Asam, MBA (2007) Investment Advisor

MBA from ASTON Business School, Birmingham and MSc and PhD in chemistry from University of Heidelberg.

Former managing director and partner at Deutsche Venture Capital / Deutsche Bank. Various positions at Hoechst, Aventis and LION Bioscience



#### Dr Michael Buschle (2017) Advisor to HBM Partners

PhD from University of London. Research at St. Jude's Children's Research Hospital, Boehringer Ingelheim-owned Institute of Molecular Pathology, Vienna.

Co-founder of Intercell with successful IPO, CSO of Glenmark Pharma



#### Dr Asun Monfort (2020) Investment Advisor

PhD in pharmaceutical development of innovative medicines from University of Navarra. Postdoc at the Stem Cell Institute in the University of Cambridge and postdoc at the Institute for Molecular Health Sciences at ETH.

Previously senior scientist at ETH





#### Dr Priyanka Belawat (2007) Investment Advisor

PhD in molecular biology and genetics from the University of Zurich and a post-doc at HKUST.

Over 18 years of experience in venture and private equity investing in healthcare space and life sciences research

#### Dr Romain Kooger (2020) Investment Advisor

PhD and postdoc in biophysics and microbiology at ETH Zurich. BSc and MSc in biochemistry from the university of Geneva with an emphasis on chemistry and neurosciences.

Year-long research internships at Leiden University and Nanjing University

#### Dr Thomas Thaler (2006) Investment Advisor Private & Public Equity

PhD in life sciences and MSc in biochemistry and MBA from ETH Zurich.

Previously senior equity analyst at Bank Julius Baer and in senior management positions with Sulzer Medica, Schneider and Boston Scientific



#### Dr Emil Bujak, CFA (2015) Advisor to HBM Partners

PhD and MSc in Medicinal and Industrial Pharmaceutical Sciences from ETH Zurich. Chartered Financial Analyst (CFA) since 2019.

Prior experience as a registered pharmacist and in antibody technology research at Philogen



#### Dr Chandra P. Leo, MBA (2007) Investment Advisor

Doctor of Medicine from Freie Universität Berlin (Charité), MAS in Medicines Development from University of Basel, MBA with distinction from INSEAD.

Former postdoc at Stanford University, physician at University Hospital Leipzig and principal at Wellington Partners

#### Raphael Weibel (2018) Head Risk Management

Bachelor in Business and Economics and a Bachelor in Geography from Zurich University

Prior positions in auditing at KPMG and banking at Reichmuth & Co. Privatbank. Has previously worked in medical regulatory affairs



# Public Equity Team



#### Steve Chen, CFA (2019) Investment Advisor (Hong Kong)

MBA from Wharton Business School, MSc in Biochemistry and Molecular Biology from Georgetown and BSc from Nankai University.

Previously managed trading portfolio for Barclays (NY) and Huatais' HK subsidiary and was PM for a large closed-end listed fund in China



#### Thomas Heimann (2010) Head Operations & Investment Solutions

MSc and BSc in Banking & Finance from the Lucerne University of Applied Sciences.

Previously in investment analysis and valuation and in client advisory at a Swiss bank



#### Gavin MacGregor (2017) Investment Advisor

1st Class BSc in Biomedical Sciences, University of Manchester and a Chartered Management Accountant (CIMA).

Previously senior global healthcare analyst at Martin Currie Investment Management, European pharma analyst at Credit Suisse and Lehman Brothers



#### Miranda Guo (2020) Investment Advisor (Hong Kong)

MSc in Biomedical Engineering from the Chinese University of HongKong.

Previously PE investment manager at LEPU Medical Technology and investment analyst at BGI Genomics



#### Michael Jasulavic (2012) Advisor (USA)

MSc in Medical Science from MCP/Hahnemann University

Previously biotechnology analyst at Traxis Partners, Sivik Global Healthcare and Jefferies Asset Management



#### Mirjam Heeb (2019) Investment Advisor

MSc in Molecular Biology from the University of Basel and McGill University, Montreal.

Previously senior portfolio manager of GAM Health Innovation Fund, senior manager with Vifor Pharma, analyst and portfolio manager at Bellevue Group

#### Ny Ken (2004) Investment Control

Bachelor in business administration from Zurich University of Applied Sciences.

Previously in administrative functions at HBM Partners AG



#### Dr Shirin Schneeberger (2023) Investment Advisor

PhD in Medical Neuroscience from the University Hospital Charité Berlin and MSc and BSc from ETH Zurich.

Over 7 years of experience in biomedical research and life science investments. One year research internship at Harvard Medical School.



#### Miles Schofield (2007) Trading & Execution

Bachelors of Science (Hons) degree from the Open University UK.

Previously in US Equities Middle Office activities at Salomon Smith Barney and Citigroup

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