

# HBM Healthcare Investments

UNIQUE INVESTMENTS IN PRIVATE AND LISTED LIFE SCIENCES COMPANIES

**NOVEMBER 2022** 

"Biotech is an attractive growth sector and the innovation engine of the life science industry. Today, the majority of the best-selling drugs originate from development laboratories of biotech companies."

"For two decades, HBM has successfully invested in private and public life science companies with innovative platforms and drug candidates in clinical development to reap the value of healthcare innovation."

### HBM HEALTHCARE INVESTMENTS

Established in 2001



### A Brief Overview About HBM And The Biotech Market

Biotech Market	HBM	Achievements	Outlook	
60 approvals 2021 highest number of novel drugs ever approved by the FDA	Unique Healthcare investment vehicle investing in high quality private and public equities	<ul><li>10</li><li>IPO's, 6 trade sales,</li><li>6 approvals and 20 new investments in 2020</li></ul>	Strong Fundamentals and drivers which will result in increasing healthcare demand	
> 8%  CAGR global growth of biotech drug sales expected until 2024	60 - 80  Promising biotech portfolio companies with value increasing potential	>40% share price increase in 2020	New Cycle of biotech innovation and transformational technologies arising	
Strong financing Biotech IPO all-time high (ATH) in volume and deal activity. ATH in Venture Capital biotech funding	>50%  Of assets profitable with products on the market and more than 1/3 with lead phase II and phase III drugs	>20% p.a. Outperformed Nasdaq Biotech, MSCI World Healthcare Index and its peer group over last 5yrs in CHF	Upcoming Catalysts with various possible IPOs and M&A candidates within portfolio	
Scientific progress Vaccines, gene editing, cell therapy, ADCs, next gen Fc-Fusion biologics	Focus On small and mid-cap companies that tend to outperform large caps	>60 Trade sales or IPOs since 2010 reaching in average 130% return on investment	Global Investments with focus on US, increasing allocation in emerging markets such as China and India	



## About HBM Healthcare Investments

### **Profile**

## Swiss investment company with \$2.1 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

### Investments

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

## Portfolio companies

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

### Expertise

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

### **HBM** strategy

validated by over 60 trade sales or IPOs since 2010

### Lower risk

Lower volatility of NAV through private equity and partial hedging of market risk and/or USD currency risk

### Distribution

Attractive distribution policy with 3-5% yield target p.a.

## Established in 2001

and SIX Swiss Exchangelisted since 2008 with about 3'900 shareholders



### At a Glance

Registered Shares (CHF)				
Total assets	2'084 million			
Net assets (NAV)	1'895 million			
Market capitalisation	1'545 million			
Share price	222.00			
NAV per share	272.37			
Premium (+) / Discount (-)	-18.5%			
Average daily liquidity (1 year)	~ 4′500 shares			
	~ 1.0 million			
Number of issued shares	6.96 million			
Number of shareholders	~ 3′900			

Performance (CHF)									
Net return (including dividends)	2022	2021	2020	2019	5Y Return p.a.	10Y Return p.a.			
NAV	-16.1%	19.0%	36.7%	33.0%	15.7%	20.4%			
Share price	-31.7%	15.2%	40.5%	48.0%	16.1%	20.9%			
Distribution CHF	9.70	12.50*	7.70	7.50					
Distribution yield	3.5%	3.8%	4.1%	4.4%					
Share price NAV		5Y Volatility p.a. 26.0% 16.3%		1Y Volatility p.a. 34.6% 16.7%					

Data as of 31 October 2022, \* special distribution of CHF 3.00 in 2021 to mark the 20th anniversary of the Company



### Indexed Performance Over 10 Years



Source: Bloomberg, Data as of 31 October 2022, in CHF, indexed since inception (12.07.2001 = 100), dividends reinvested



## Portfolio Highlights Over the last 2 Years



Data as of 31 October 2022

## Proven Track Record



of more than 60 Trade Sales and IPOs in 10 Years



\$4.1 billion Acquisition by Bristol Myers Squibb

**VIELA**BIO

\$3.05 billion

Acquisition

by Horizon

**Therapeutics** 





\$100 million IPO on Nasdag



\$260 million IPO on Nasdag



\$145 million IPO on Nasdag



IPO on

Nasdag

\$120 million \$159 million IPO on Nasdag



IPO on Nasdag



Nasdag

2020 ----

2022

2021





Nasdag





\$175 million IPO on Nasdag



\$168 million

IPO on

Nasdag

\$85 million IPO on Nasdag



\$75 million Acquisition by Sunmed Group



**HKD 3.5billion** IPO on HKEX



\$182 million IPO on Nasdag



CONFICT

Up to \$1.0 bn Acquisition by Bristol Mvers Squibb



\$128 million IPO on Nasdag



IPO on SSE Star Market



Nasdag



on Nasdag

CORVIDIA Up to \$2.1 bn Acquisition by Novo Nordisk





Nasdag

















Nasdag

2019

2018

Data as of 31 October 2022



## **Investment Strategy**

### **Innovation**

 Investment focus on companies with innovative platforms and drug candidates

## Private and Public

 Portfolio of private and small-cap public companies (generally market capitalisation below USD 2 bn)

### **Proof of Concept**

 Investments typically first made in a venture round when company has product(s) in clinical development and has achieved "proof of concept"

### Follow-on

 Subsequently, investment may be increased substantially in follow-on financings, provided the value-creation potential is intact

## Active Participation

 Active participation with companies to develop towards trade sale or IPO

### Flexibility

 Permanent capital structure provides flexibility to further increase investments at or after the IPO



## Investment Focus Along the Healthcare Value Chain

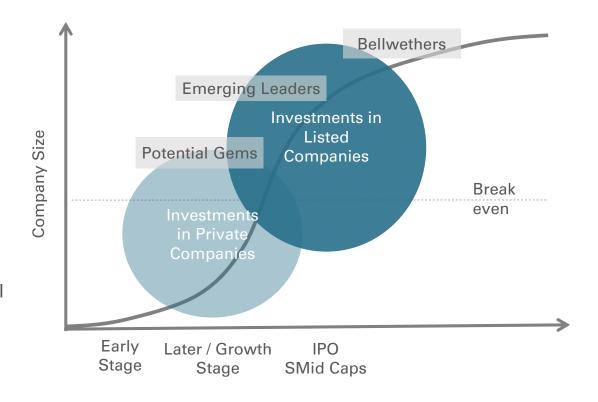
Service Providers Suppliers Manufacturers Insurers **Payers** Life Sciences **Pharmaceuticals** Tools & Services Distributors / **Patients** wholesalers Contract Insurers Biotechnology research (managed health) Organizations Services **Employers** (pharmacies) Pharmacy Chemicals Medical devices benefit managers **Facilities** (hospitals / Government clinics) Diagnostics & Generics / Genomics specialty pharma Core Opportunistic Digital health Out of focus



## Investment Approach

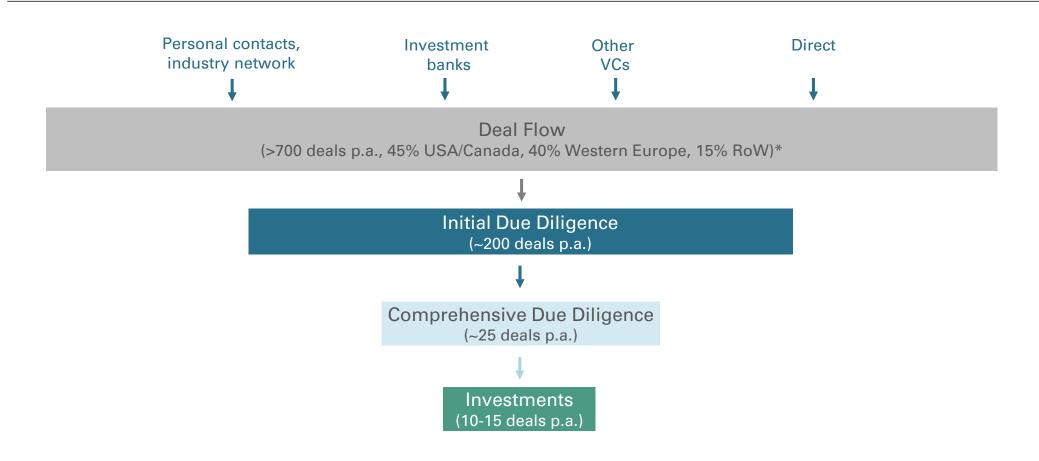
### **Investment Approach**

- 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



\* 60% Biotech | 30% Medtech & Diagnostics | 10% Other



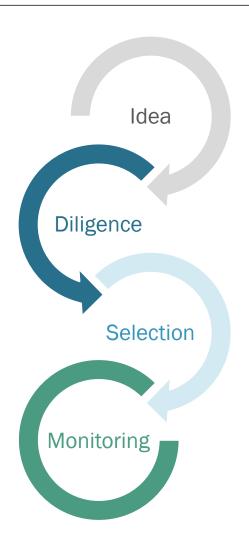
## Public Equity Investment Process

### **Due Diligence**

- Fundamental qualitative and quantitative analysis
- Stakeholder assessment and intellectual property review
- Investment write-up and conclusion

### Portfolio & Risk Management

- Evaluation of global markets and macro themes
- Continuous Portfolio review and adjustment
- Comprehensive risk management process



#### **Idea Generation**

- Universe of 750+ companies
- Tracking of healthcare trends incl. conference attendances and close relationship to experts and executives
- Company pre-selection

### Stock Selection & Portfolio Construction

- Determination of exposure and position size
- Individual stock selection
- Initiating new positions



## Deal Sourcing of Private Equity Investments











Backed team previously

Other VCs or BoD relationship

Relationship with founder/management

Direct sourcing / HNWI / Family Offices Strategic fund investments

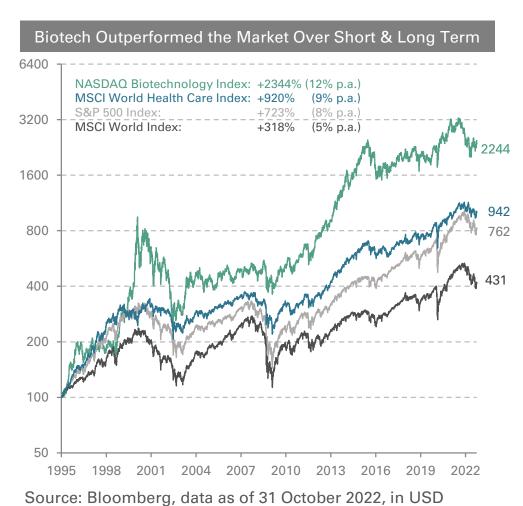
Investments > CHF 5 million; data as of 30 September 2022



## **Healthcare Sector**



## Attractive Growth Sector with Strong Fundamentals and Drivers

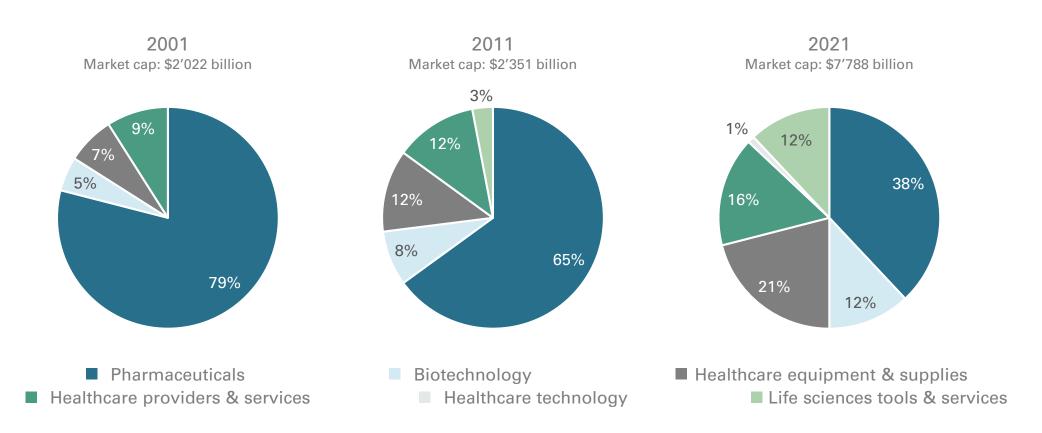


- Healthcare sector's fundamentals remain intact and are supportive for further outperformance
- Sales from drugs and medical devices > \$1.4 trillion p.a.
   representing more than 25% of the healthcare industry's total revenues
- Biotech sector resilient to economic cycles with high profit margins, 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



### Healthcare Sector Looks a Lot Different Today

### It is not all about pharma



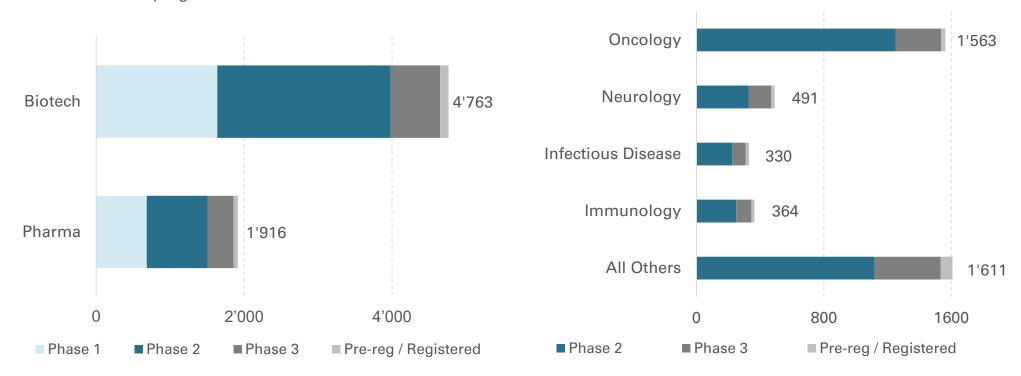
Source: MSCI World Healthcare, data as of 31 December each year



## Over 6'500 Clinical Programs Worldwide

### Over 6'500 clinical programs worldwide and 70 percent originate from Biotech

#### Number of clinical programs

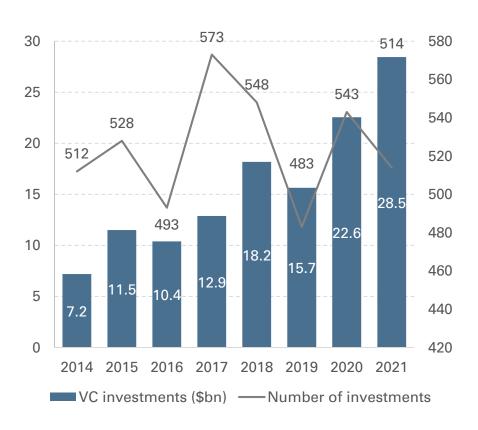


Source: Biotechnology Innovation Organization Report, (2018)



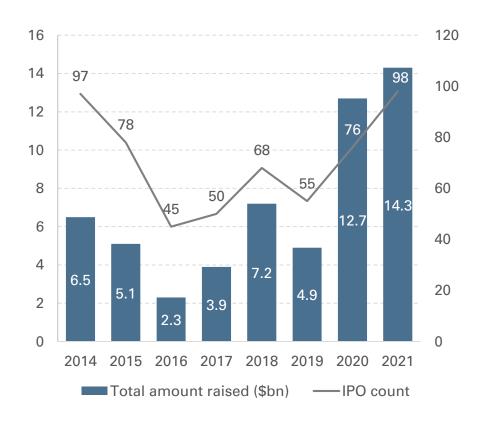
## Steady Flow of New Investment Opportunities

#### Global venture investments into biotech



Source: Evaluate Pharma, (January 2022)

### Biotech IPOs on western exchanges

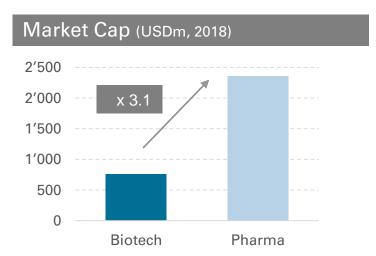




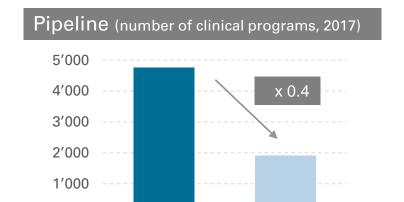
### **Efficient Biotech Industry**

### 

Source: EY Biotechnology Report (2017), Evaluate Pharma World Preview (2018)



Source: MSCI World Healthcare Index, Bloomberg (2018)

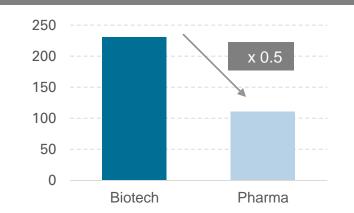


Source: Biotechnology Innovation Organization Report, (2018)

Pharma

### Approvals by origin (count, over last 10yrs)

Biotech

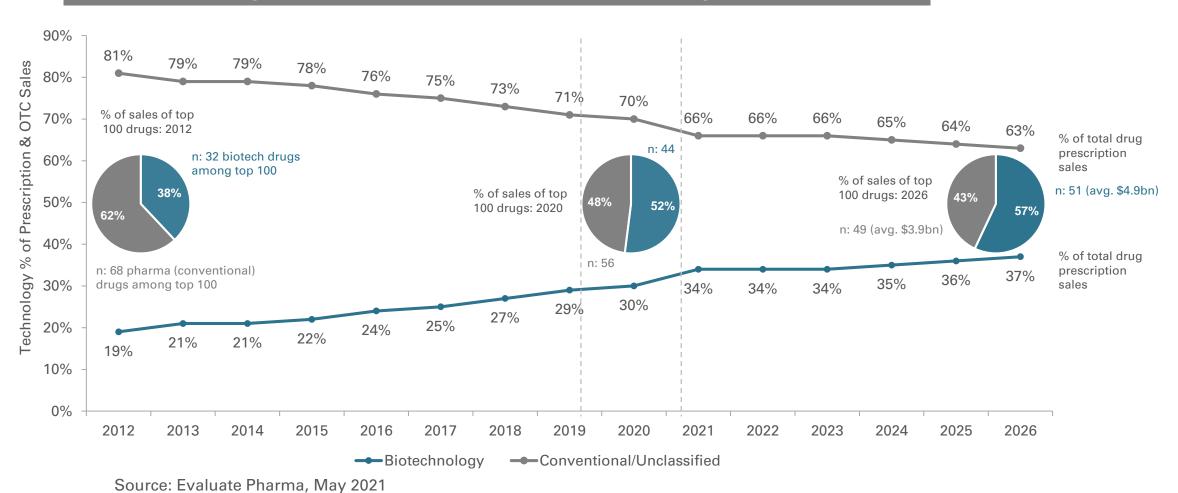


Source: HBM Biopharma Drug Approval Report, (2018)



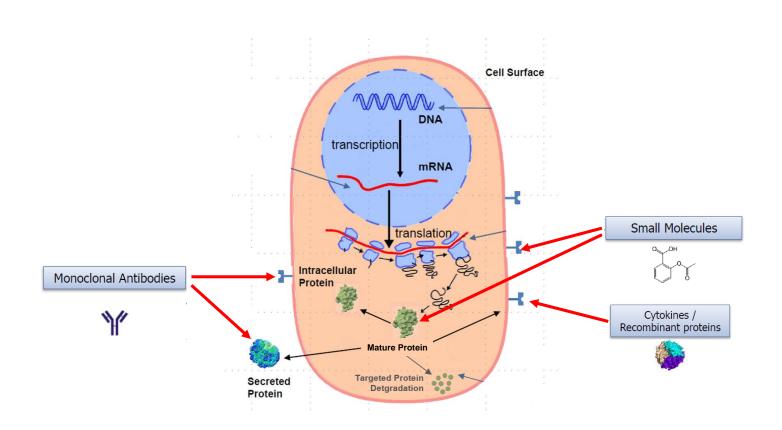
## Biotech Drugs Become Market Leaders

### By 2026 biotech drugs will account for more than half the 100 top selling medicines



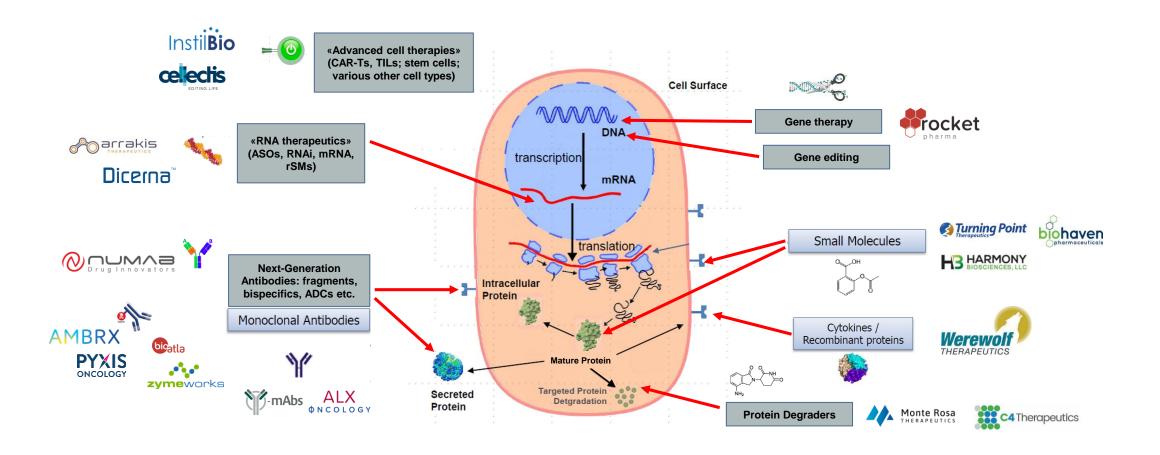


## Selected Treatment Modalities – 30 Years Ago





## Treatment Modalities – Today and Tomorrow



## Innovation Can Also Be In Delivery



Source: QuintilesIMS, Disruption and maturity: The next phase of biologics



## Pharma and Biotech M&A Activity

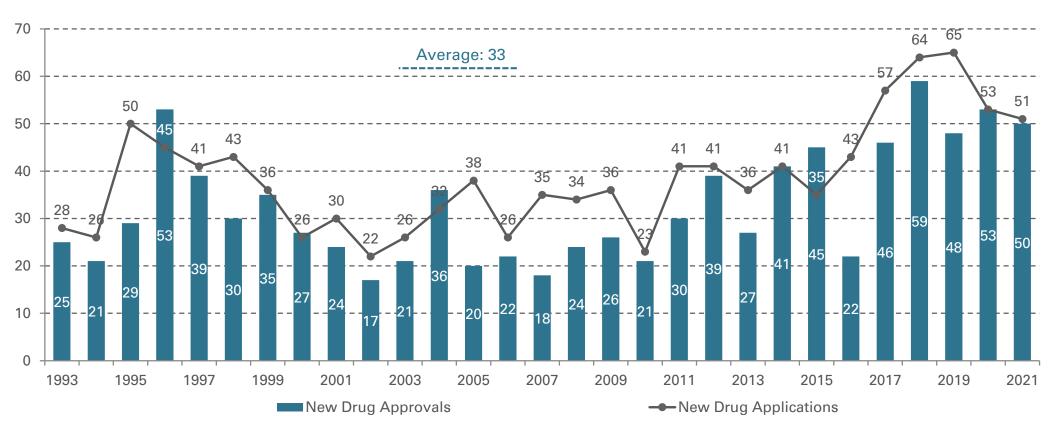


Source: Evaluate Pharma (2022)



## **Annual New Drug Approvals**

### Number of New Drug Approvals and Applications at the US FDA



Source: FDA, CDER (2021)



## **Investment Portfolio**

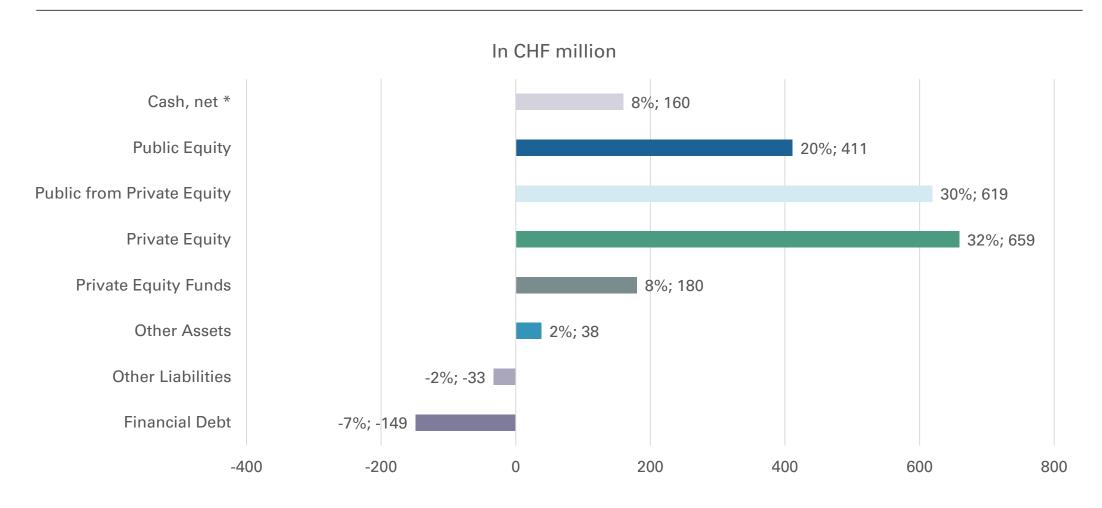
### A Global Portfolio



Data as of 31 October 2022 (Selection)



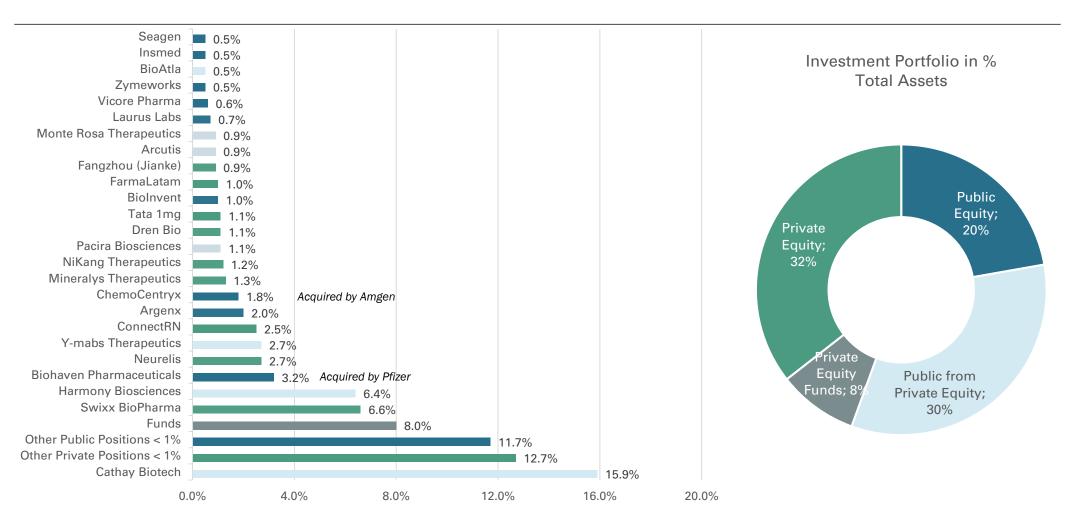
### **Asset Allocation**



Data as of 30 September 2022, in % of total assets of CHF 2'067 million; \* Cash of CHF 105 million from Biohaven and ChemoCentryx transactions not yet included as of 30 Sept 2022; acquisitions closed and thus cash received after quarter end



### **Diversified Investment Portfolio**

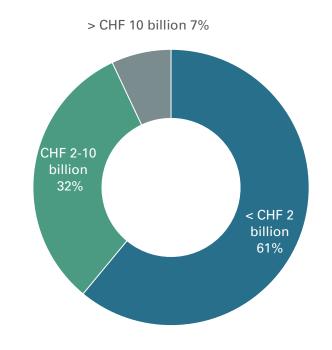


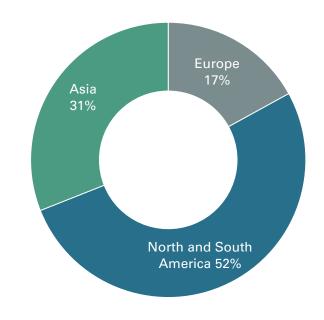
Data as of 30 September 2022, in % of total assets of CHF 2'067 million, Top 10: 45.1%; Biohaven and ChemoCentryx acquisitions expected to be completed in the fourth calendar quarter of 2022

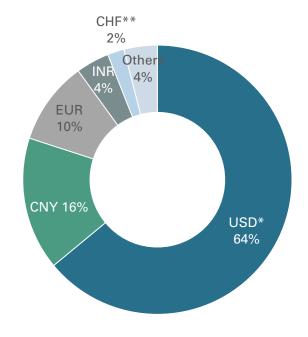


## Portfolio Breakdown by Market Cap, Geography and Currency

Market Capitalisation Geography Currency





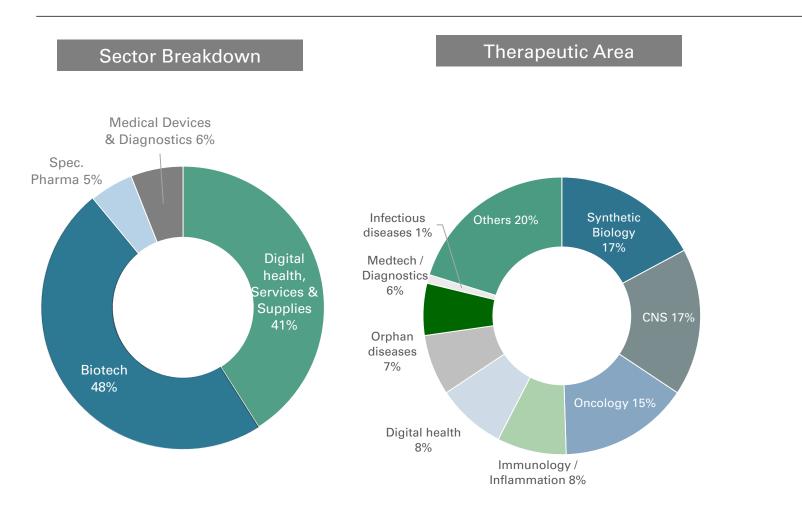


\* / \*\*: Net of currency hedge (USD/CHF): about USD 55% and CHF 11%

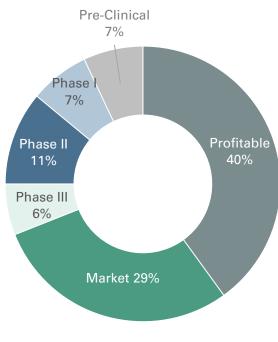
Data as of 30 September 2022, in % of investments, currency in % of total assets



## Portfolio Breakdown by Sector, Therapy and Development Stage



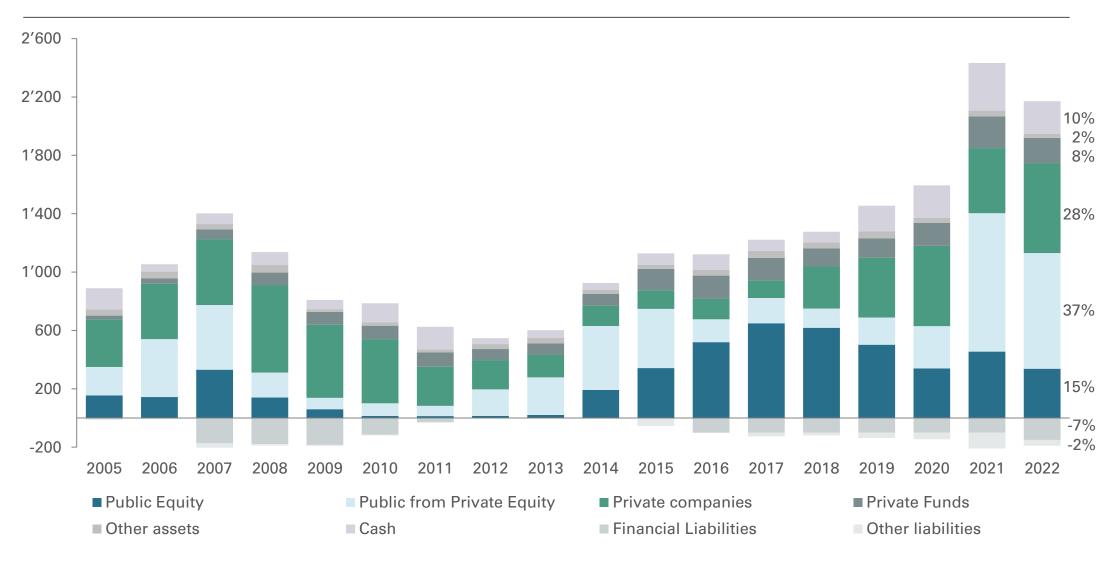
### **Development Stage**



Data as of 30 September 2022, in % of investments

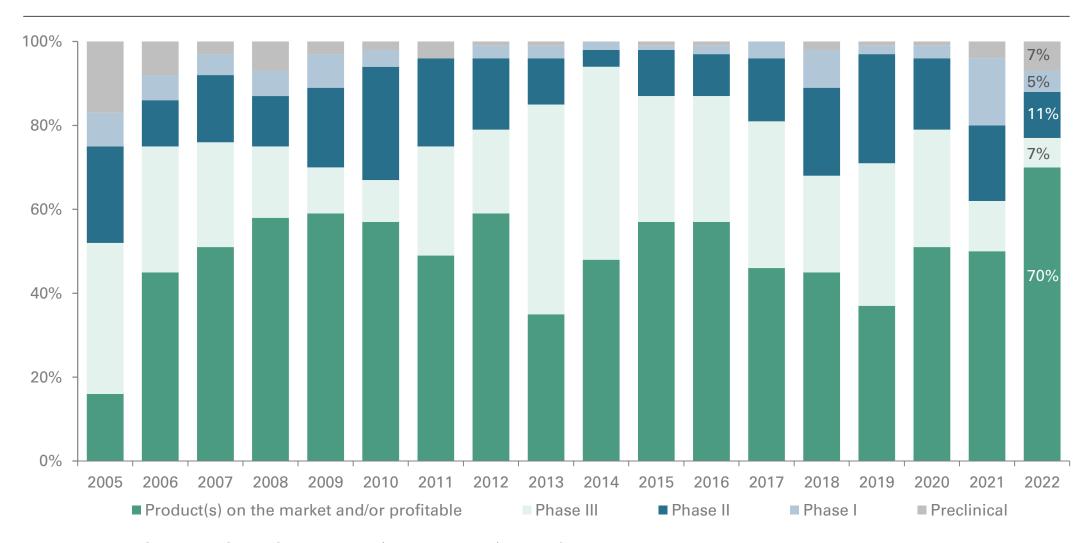


### Development of Asset Allocation





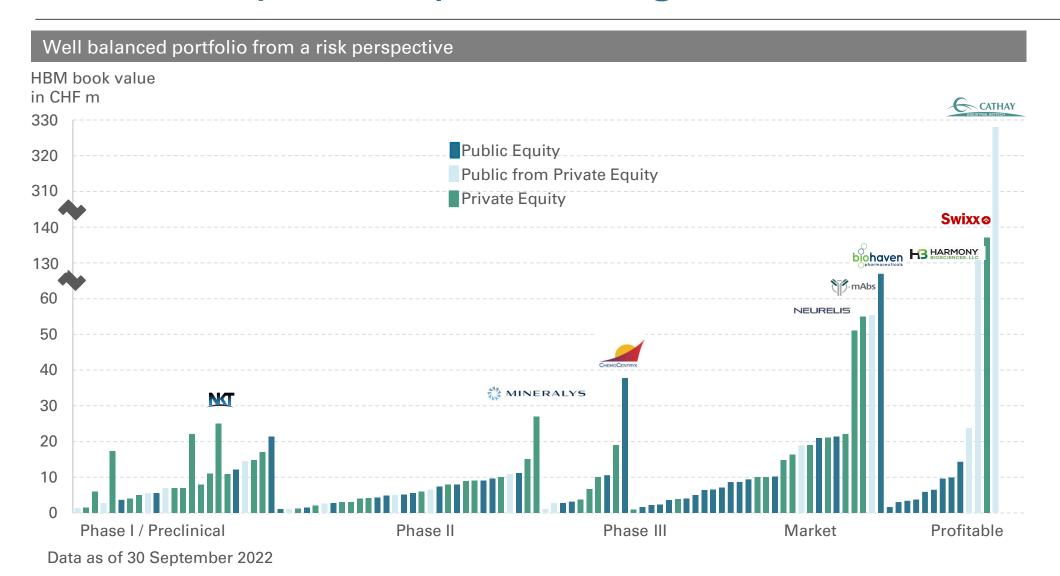
### Development Stage of Lead Product



Data as of the end of each financial year (31 March 2022), in % of investments



## Portfolio by Development Stage of Lead Asset





# 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)	4′869	7.1	328.01)	15.9
Swixx & BioPharma	Full representation of biopharma companies in central and eastern Europe	Market	Private	522*	26.3	137.0	6.6
H3 HARMONY BIOSCIENCES, LLC	Drug for the treatment of narcolepsy (with and without cataplexy)	Profitable	HRMY (ex private)	2′587	5.1	131.6	6.4
biohaven pharmaceuticals	Drugs for treatment of neurological and neuropsychiatric diseases (including rare diseases)	Market	BHVN (aquired by Pfizer)	10′629	0.6	67.0	3.2
NEURELIS	Nasal spray for the treatment of epileptic seizures	Market	Private	531*	10.5	55.5	2.7
-mAbs	Developing novel antibody therapeutics for oncology targets	Market	YMAB (ex private)	622	8.9	55.4	2.7

<sup>1)</sup> Deferred tax on capital gain and VAT based on difference between potential selling and IPO price not included; lock up discount for 3 years starting August, 2020 reflected



# Largest Investments (2/2)

Company	Core Business	Company Stage	Ticker	Market Capitalisation (CHF m)	Owner-ship (%)	Book Value (CHF m)	% of Total Assets
connect RN	Provider of the nurse-centric staffing app in the US	Market	Private	261*	21.7	51.4	2.5
argenx	Drugs for the treatment of severe autoimmune diseases (MG, ITP, PV)	Market	ARGX	19'446	0.2	42.3	2.2
MINERALYS	Developing therapies for the treatment of hypertension	Phase II	Private	265*	10.1	26.8	1.2
K	Discovering and developing small molecule oncology medicines (eg HIF2a inhibition)	Phase I/II	Private	469*	5.3	24.9	1.2
PACIRA PHARMACEUTICALS, INC.	Injectable medicines with (patented) controlled release of active drug	Profitable	PCRX (ex private)	2′450	1.0	23.7	1.1
ACCUTIS	Developing treatments for unmet needs in immune-mediated dermatological diseases	Market	ARQT (ex private)	1′123	1.7	18.9	0.9

# Largest Private Equity Investments

137 Swixx BioPharma

- Full representation service in Central and Eastern Europe (CEE)
- Profitable company with net sales exceeding EUR 270 million in 2021; high double-digit sales growth
- 974 employees as of 1Q 2022 (with absorption of Sanofi staff)

56 Neurelis

- Diazepam (Valtoco) nasal spray for use in breakthrough epilepsy seizures
- US market approval with orphan status
- Major unmet need in epilepsy patients, where no drug is approved for controlling break through seizures

51 ConnectRN

- Tech-enabled platform providing online community and work opportunities to healthcare professionals
- Rapid uptake in the long term care market with sustained triple digit organic growth
- Entered into collaboration with Amedisys to launch ConnectRN into additional care settings

Mineralys Therapeutics

- Targeted approach for the treatment of hypertension
- 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 around end of 2022; potential for extension into obstructive sleep apnea, chronic kidney disease, hyperaldosteronism

NiKang Therapeutics

 Potentially best-in-class differentiated HIF-2 alpha inhibitor for the treatment of renal cell carcinoma (RCC) – candidate entered clinic in July 2021. Possible expansion into other solid tumors
 Co. is working on leads against KRAS G12D (common genetic mutation in cancer)

22 Dren Bio

- Developing powerful protein engineering technologies to deplete cells, protein aggregates and other disease-causing agents
- Lead programs are initially focused on hematologic neoplasms and solid cancers

Data as of 30 September 2022, Bookvalue in CHF million

# Largest Public Equity Investments

### 328 Cathay Biotech<sup>1)</sup>

- Synthetic biology company: long-chain dicarboxylic acids / biobased diamine 5 & bio-based polyamide / polyesteramide.
- Profitable with revenues of CNY 2.2 billion (\$340m) for 2021.
- Potentially first company with a commercial scale production of bio-based diamine 5.

### 132 Harmony Biosciences

- Narcolepsy (with and without cataplexy).
- Wakix<sup>TM</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.

### Biohaven (aquired)

- -First oral CGRP receptor antagonist Rimegepant (Nurtec ODT) available on the market for both acute and preventive migraine treatment.
- Number of late-stage assets in clinical development for both large and orphan CNS indications.

### 55 Y-mAbs

Immunotherapy for difficult to treat cancers in childhood as well as certain tumours in adults; no approved treatment available for aggressive forms of cancer in nerve tissue (ie CNS/Leptomeningeal metastasis from Neuroblastoma). First drug market approved (DANYELZA<sup>TM</sup> – for the treamtment of r/r high-risk neuroblastoma)

### Pacira Biosciences

- Engaged in advancing a pipeline of products across a range of therapeutic areas that include acute postsurgical pain; acute and chronic osteoarthritis (OA), pain of the knee; low back and other areas.
- Full-year revenues in 2021 of \$542 million.

### 19 Arcutis

- Lead program is topical formulation of PDE4 inhibitor, roflumilast - potential treatment for plaque psoriasis of the body and scalp, atopic dermatitis and seborrheic dermatitis.
- ZORYVE™ (Roflumilast) potentially used as an alternative to steroids
- US approval of roflumilast cream granted by FDA end of July 2022.

<sup>1)</sup> Deferred tax on capital gain and VAT based on difference between potential selling and IPO price not included; lock up discount for 3 years starting August, 2020 reflected.

# Strategic Fund Investments

#### Sector Focus (Early Stage Genomics and Medical Devices)

#### **HBM Genomics**

Vintage: 2015 | Commitment: \$22 m | TVPI 1.3x | Ownership: 100%

Early and development stage opportunities in Genomics

Access to early-stage investments in later rounds. Network of top Silicon Valley investors and companies with a focus on genomics

Co-investments



#### Geographic Focus (China and India)





6 Dimension Capital Wintage: 2018 | Commitment: \$25 m | TVPI 1.9x | Ownership: 5%

VC with capabilities in China and U.S. to access innovation and build







#### WuXi Healthcare Ventures II

Vintage: 2015 | Commitment: \$20 m | TVPI 1.3x | Ownership: 7%

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

#### Medfocus Fund II

Vintage: 2005 | Commitment: \$26 m | TVPI 2.5x | Ownership: 100%

Incubator and accelerator concept, selective later stage investments in the medical device space

Access to promising early-stage investments in later rounds; "raised" by successful entrepreneurs



Interventional Spine



Co-investments





#### C-Bridge Capital IV

Vintage: 2018 | Commitment: \$10 m | TVPI 1.3x | Ownership: 1.3%

Invest and build quality platform companies currently missing in China





#### Tata Capital Fund I

Vintage: 2015 | Commitment: \$10 m | TVPI 1.2x | Ownership: 67%

Growth and expansion investments in Indian healthcare companies





Selected funds (based on quarterly numbers), data as of 30 September 2022

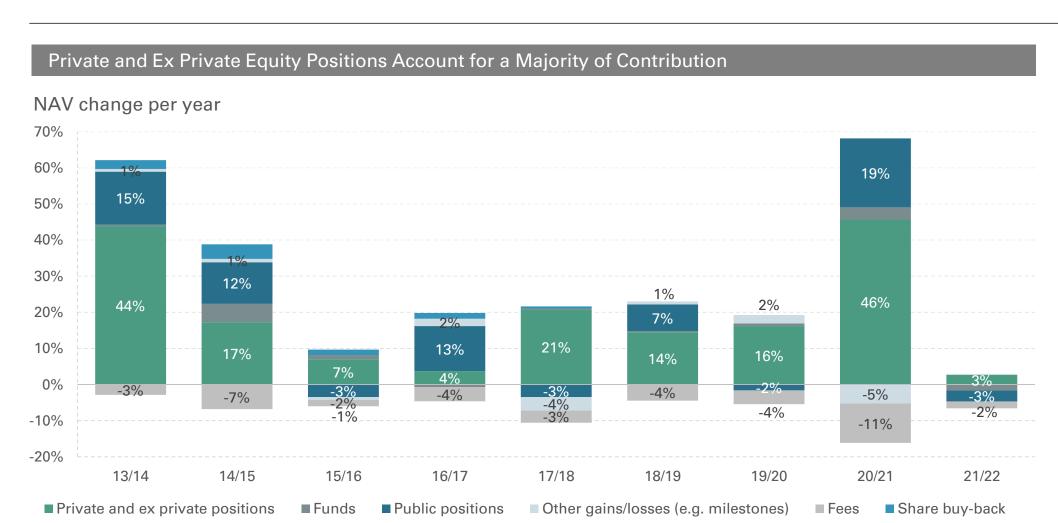


# Latest IPOs from Private Equity Portfolio

Company	Year of IPO	\$ Amount Invested Private	Multiple to IPO Price	\$ Amount Invested at IPO	Post IPO Performance (until end of Period or Sale)
IO Biotech	2021	23.2	1.47x	4.6	-81%
Pyxis Oncology	2021	6.0	1.53x	2.4	-90%
Monte Rosa Therapeutics	2021	14.0	2.44x	8.0	-56%
Ambrx	2021	20.0	1.56x	14.0	-95%
Werewolf Therapeutics	2021	5.0	2.00x	2.4	-82%
Connect Biopharma	2021	10.0	1.55x	5.1	-95%
Instil Bio	2021	12.5	3.10x	6.0	-86%
Longboard	2021	10.0	2.20x	8.0	-76%
Seer	2020	2.8	2.40x	0.1	23%
BioAtla	2020	11.5	2.69x	17.6	-62%
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	210%
Cathay	2020	38.0	14.02x	0.0	-36%
iTeos Therapeutics	2020	7.9	2.42x	10.0	150%
ALX Oncology	2020	5.0	2.00x	7.6	-32%
Arcutis	2020	15.0	1.46x	7.6	8%
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	-78%
Principia (Acquired by Sanofi for \$3.7bn)	2019	12.0	1.18x	7.2	488%
Aptinyx	2018	6.5	1.95x	2.0	-97%
Homology	2018	4.0	2.11x	6.0	-70%
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%



### Contribution to Net Asset Value

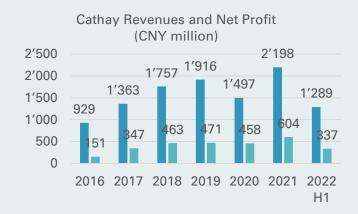


Note: IPO allocations in previously private companies are attributed to P&L from private positions, Data as of March 2022

# Case Study Cathay Biotech



- Market cap: CNY 35.1 billion (CHF 4.9 billion),
   listed on Shanghai STAR Market since Aug
   2020 (member of STAR 50 Index)
- Invested since May 2006: CNY 282 million for
   7.1% ownership
- Current book value: CNY 2.4 billion (CHF 328 million, net of lock-up discount)



Source: Bloomberg and Company announcments; Financial figures as of 12 August 2022, all others as of 30 September 2022

#### **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® for broad applications in clothing, carpets, industrial yarns and other textile fields. Ecopent® 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 CAGR 2016-21 of 20% with a net profit margin of around 25%. Revenue and net profit in FY2021 surpassed pre COVID 2019 levels by far: +15% and +28% respectively
- Good start to FY2022 despite epidemic situation (Y/Y revenue growth: +14%, net profit: +8% in H1 2022); after a challenging second quarter analysts expect that the company can still achieve 40%+ growth in revenue and an increase of 15%+ in profit compared to 2021 (according to Bloomberg consensus estimates)

## Case Study Swixx BioPharma



- HBM was the first institutional investor in the company along founders and management
- Actual net sales in 2021 were EUR 273
   million in 2022 it is projected to reach EUR
   600+ million (with new client Sanofi)
- Significant ownership of 26.3% in the company (investment of EUR 34.8 million currently valued at EUR 141.7 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 to EUR 273 million in 2021 projected to reach EUR 600+ million in 2022 (with new client Sanofi) coupled with growing profitability (from 2023-24 targeting double-digit EBITDA margin)
- 974 employees as of 1Q 2022 (with absorption of Sanofi staff)
- 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

Data as of 30 September 2022

# Case Study Harmony Biosciences



- Market Cap: USD 2.6 billion
- Meaningful revenues of USD 305.4 million in 2021 (second year since launch of therapy)
- Ownership of 5.1% in company (investment of USD 40.3 million pre and at IPO, current book value of USD 133.4 million after profit-taking - approx 35% of position)



#### **Company Profile**

 U.S. commercial-stage company focusing on innovative therapies for people living with rare neurological disorders. Lead asset Wakix<sup>TM</sup> is a safe, tolerable and innovative drug to treat excessive daytime sleepiness

#### **Investment Rationale**

- Unmet medical need to treat patients suffering from narcolepsy (sleep disorder)
- Novel therapy with superior efficacy and potential to be transformational in neurology
- Low clinical development risk as drug was already approved in Europe
- Seasoned management with prior commercial experience in the narcolepsy space

#### Achievements during Investment Period (since 2017)

- FDA approval of Wakix<sup>™</sup> for treatment of adult patients with narcolepsy in August 2019
- FDA approval received in October 2020 for the expanded use of Wakix<sup>™</sup> for the treatment of Cataplexy in adult patients with narcolepsy

46

- Successful commercial launch with increasing revenue run rate

#### Exit

- Nasdaq IPO in August 2020

Data as of 30 September 2022



# **Expected Catalysts for 2022/23**

#### Important Clinical Results

Phase I / II
ALX Oncology\*

Evorpacept + Azacitidine, MDS

Blueprint Medicines Ayvakit, PIONEER data readout, indolent systemic

mastocytosis

BioAtla\* BA3011 (CAB-AXL-ADC), NSCLC

BioAtla\* BA3011 (CAB-AXL-ADC), Soft-tissue sarcomas & bone

sarcoma

BioAtla\* BA3021 (CAB-ROR2-ADC), NSCLC & melanoma

BioLovent BL 1808, safety and prom officery data, solid tyme

BioInvent BI-1808, safety and prem efficacy data, solid tumors BT-001, safety and prem efficacy data, solid tumors

Harmony\* Pitolisant (Wakix), Prader-Willi Syndrome
Harmony\* Pitolisant (Wakix), Myotonic dystrophy 1
InstilBio\* ITIL-168, R/R advanced melanoma trial

IOBiotech IO102-IO103, Data readout for phase II basket trial

(combined with PD-1 inhibitor)

Longboard Pharma\* LP352, DEEs and other refractory epilepsies

**US** Approvals

Arcutis\* Roflumilast cream (ARQ-151), Plaque psoriasis

Beigene Brukinsa, CLL

Y-mAbs Therapeutics\* Omburtamab, neuroblastoma with

CNS/leptomeningeal metastases

Phase I / II (continued)

Mirati Adagrasib, KRYSTAL-1 piv trial data & brain mets

data, 2L+NSCLC

Zymeworks ZW49, HER2-expressing cancers

Zymeworks Zanidatamab (ZW25), 1L HER2+ GEA Zymeworks Zanidatamab (ZW25), 1L HER2+ mBc

Phase III

Arcutis\* Roflumilast foam (ARQ-154), Seborrheic Dermatitis

Arcutis\* Roflumilast cream (ARQ-151), Atopic Dermatitis

Argenx Vyvgart (Efgartigimod), ADDRESS-SC data, Pemphigus

Vulgaris (PV)

Argenx Vyvgart (Efgartigimod) ADAPT-SC data, MG

Argenx Vyvgart (Efgartigimod) ADHERE trial, CIPD

Beigene Tislelizumab, 1L HCC

Beigene Brukinsa, addtl phase III (ALPINE) trial (r/r CLL/SLL)

Iveric Zimura, GATHER2 trial, Geographic atrophy (dry AMD)

Pacira\* Exparel, data and NDA filing, sciatic and adductor

canal nerve blocks

Note: \* private / ex private company



### Reasons to Invest

- Investment in the innovation and the growth of the healthcare sector
- Unique investment approach in private and emerging listed companies
- Active contribution to performance
- 4. Compelling exit markets (M&A and IPO)
- 5. Attractive dividend 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 dividend 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			Largest shareholders			
Swiss security number	1.262.725	%	Shareholder	Notification		
German security number	984345	15-20	Nogra SA, Luxemburg	9.11.2016		
ISIN	CH 0012627250					
CUSIP H 3553X112		Distribution policy				
Telekurs	126,126272	\A('.)				
SIX Swiss Exchange Ticker	HBMN	<ul> <li>Withholding tax-exempt distribution yield of 3-5% from par value repayment</li> </ul>		n yield of 3-5% p.a.		

#### 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 305.57		

### **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)



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 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)



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.

# 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 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 Emil Bujak, CFA (2015) Investment Advisor

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 Michael Buschle (2017) Investment Advisor

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 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 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



#### 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



#### 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



Previously senior global healthcare analyst at Martin Currie Investment Management, European pharma analyst



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



#### 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



Michael Jasulavic (2012) Investment Advisor (USA)

MSc in Medical Science from MCP/Hahnemann University

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



Ny Ken (2004) **Investment Control** 

Bachelor in business administration from Zurich University of Applied Sciences.

Previously in administrative functions at **HBM Partners AG** 



at Credit Suisse and Lehman Brothers



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



Dr Thomas Thaler (2006) Investment Advisor

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

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



### Disclaimer

#### Marketing Communication

This document constitutes marketing material and is intended to be for information purposes only. The material is not intended as an offer or solicitation for the purchase or sale of any financial instrument and should therefore not be relied on for accounting, legal or tax advice, or investment recommendations.

Information herein is believed to be reliable but HBM does not warrant its completeness or accuracy. No responsibility or liability can be accepted for errors of fact, opinion or omissions. Reliance should not be placed on the views and information in the document when taking individual investment and/or strategic decisions. HBM has expressed its own views in this document and these may change.

Past performance is not a reliable indicator or guarantee of future results. All performance data are based on net performance and take no account of commissions, fees or other costs charged when units are issued and redeemed. Prices of shares and the income from them may fall as well as rise and investors may not get back the amount originally invested. An investment entails risks, which are fully described in the offering documents.

The evaluation of securities and other instruments in this report is based on rates taken from the customary sources of financial information and may be updated without notice. Some information quoted was obtained from external sources HBM considers to be reliable. HBM cannot guarantee the adequacy, accuracy, timeliness or completeness of or be held responsible for errors of fact regarding such data and information obtained from third parties, and this data may change with market conditions. Third party data is owned or licensed by the data provider and may not be reproduced or extracted and used for any other purpose without the data provider's consent. The data provider and HBM shall have no liability in connection with third party data.

HBM may be a data controller in respect of your personal data. For information on how HBM might process your personal data, please view our Privacy Policy available at hbmhealthcare.com/privacy-notice or on request should you not have access to this webpage.

Issued 03/2022 by HBM Healthcare Investments AG, Bundesplatz 1, 6300 Zug, Switzerland.



### **Contact Information**

### **HBM Healthcare Investments Ltd**

Bundesplatz 1

6301 Zug

Switzerland

Phone +41 41 710 75 77

Fax +41 41 710 75 78

investor.relations@hbmhealthcare.com www.hbmhealthcare.com