## DRIHEALTHCARE

## ADVANCING SCIENCE

in the Fast-Growing Pharmaceutical and Biotechnology Sector

February 2023

### Disclaimer

This presentation has been prepared by DRI Healthcare Trust (the "Trust"). The Trust is an unincorporated open-ended fund trust governed by the laws of the Province of Ontario, Canada and is externally managed by DRI Capital Inc. ("DRI Capital" or the "Manager" and together with the Trust, "DRI Healthcare"). The Trust completed an initial public offering (the "IPO") on February 11, 2021 in which it acquired an initial portfolio of royalty assets from DRI Capital. The predecessor of the Manager was founded in 1989. Any references to employees or historical figures prior to the IPO refer to those of the Manager.

Certain statements made in this presentation, including responses to questions, may contain forward-looking statements within the meaning of the safe harbor provisions of Canadian provincial securities laws. Forward-looking statements involve risks and uncertainties, and undue reliance should not be placed on such statements. Certain material factors or assumptions are applied in making forward-looking statements and actual results may differ materially from those expressed or implied in such statements.

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This presentation also makes reference to certain non-GAAP financial measures including Total Cash Receipts and certain non-GAAP ratios including Adjusted EBITDA Margin and Adjusted Cash Earnings per Unit. These measures and ratios are not standardized measures under IFRS and are therefore unlikely to be comparable to similar financial measures disclosed by other issuers. Rather, these measures and ratios are provided as additional information to complement those IFRS measures by providing further understanding of DRI Healthcare Trust's financial performance from management's perspective. Accordingly, these measures should not be considered in isolation nor as a substitute for analysis of financial information reported under IFRS.

All dollar figures in this presentation are stated in US dollars.



### Low risk exposure to rapid biopharma growth

34-year<sup>1</sup>

History

\$2.5B+

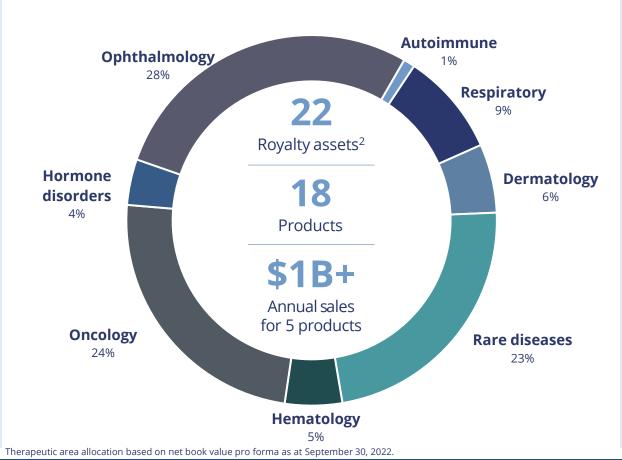
Capital deployed

69

Royalty acquisitions

6,500+

Royalty opportunities in proprietary database



12 months ended September 30, 2022

\$93M

**Total Income** 

\$87M

Adjusted EBITDA

86%

Adjusted EBITDA Margin

\$375M<sup>3</sup>

Capital deployed since IPO

Diverse portfolio with large pharmaceutical company characteristics



<sup>.</sup> Excludes secured loan to CTI BioPharma

<sup>.</sup> Excludes \$82.5 million in potential additional deployment in milestones and options

# A leading healthcare company focused on purchasing royalties on best-in-class therapeutics that treat serious medical conditions

Seasoned team of specialized investment professionals with life science backgrounds and advanced business and scientific degrees

Disciplined capital allocation to growth assets based on robust investment criteria that has resulted in 18% net IRRs over 16 years

Exceptional execution from a kind database tracking over 6,500 royalties on over 2,000 drugs with in depth research and diligence

### Track record of delivering growth and value

#### **Drug Royalty III Drug Royalty I Drug Royalty II** DHT 2006 - 2008 2009 - 2013 2013 - 2018 2021 - present **19** New Royalties **27** New Royalties **15** New Royalties 8 New Royalties & 1 Loan valued at valued at valued at valued at up to \$645M \$730M<sup>1</sup> \$586M **\$458M**<sup>2</sup> **IRR** Current Yield<sup>3</sup> **IRR** IRR 18% 20% >5% 19% Oracea OLNOV 🧑 (a) Remicade Xolair EYLER SPINRAZA **Xenpozyme**<sup>™</sup> SEMPAVELI<sup>®</sup> **KEYTRUDA** Simponi<sup>6</sup>

#### Consistent track record of efficient capital deployment at high returns



<sup>1.</sup> Includes \$82 million in capital deployed via co-investments through RMF 2 Co-Investment Fund

**OMIDRIA** 

<sup>2.</sup> Includes up to \$25 million in milestone payments for Vonjo, a \$21 million option to increase our exposure to Empaveli, a \$10 million milestone payment for Zejula, and \$26.5 million in milestone payments for Xenpozyme.

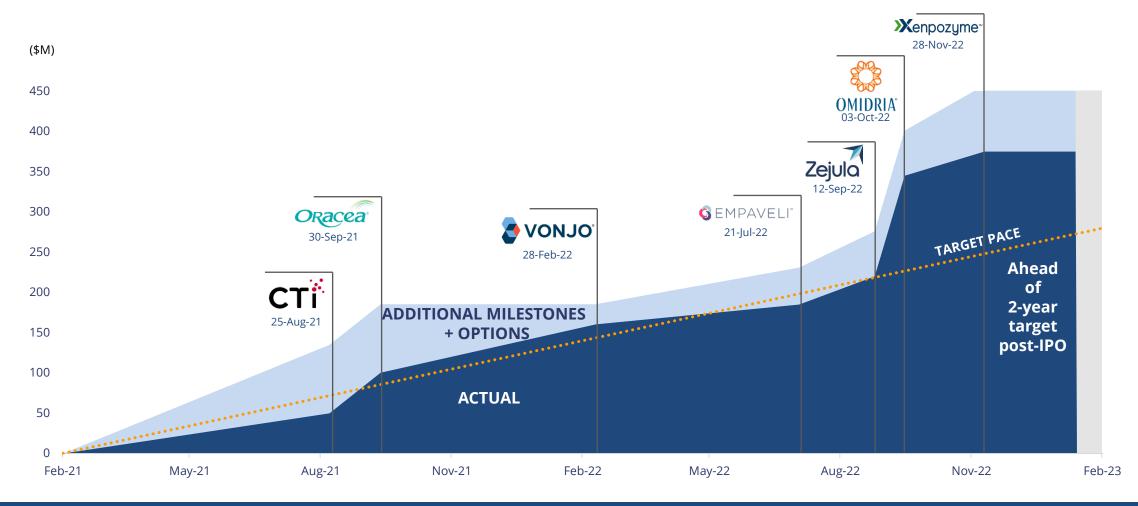
### Delivering on our long-term strategy

	At IPO	Today	2025 target	
Capital deployment	\$650 – 750 million over 5 years	\$375 million deployed + \$82.5 million in milestones and options	Exceed top end of initial target range	
Sustainable cash generation	Declining cash curve due to expected asset expiries  Flat to slightly growing cash flows through till 2025 without any new deals		7% - 9% annual royalty receipt growth	
Portfolio duration	8 years	>9 years	>10 years	
Capital resources	IPO proceeds and debt capacity	Attractive credit facilities with compounding effect of cash flows	Expanded credit facilities with compounding effect of cash flows	

Focus on building long-term and sustainable strategic growth



### Current deployment exceeds targets

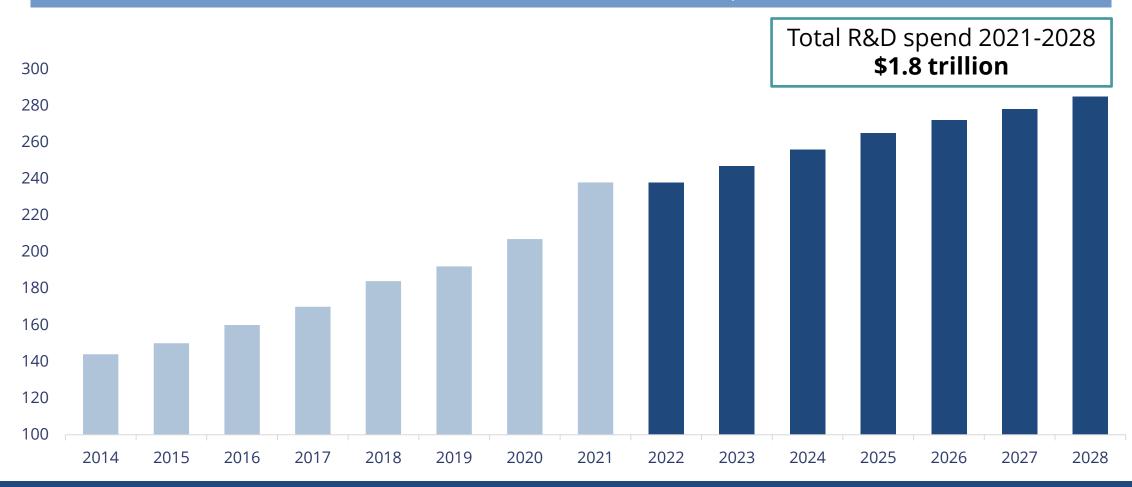


Successful execution of IPO strategy



### Industry requires significant cash for R&D

#### Worldwide Total Pharmaceutical R&D Spend (\$B)<sup>1</sup>



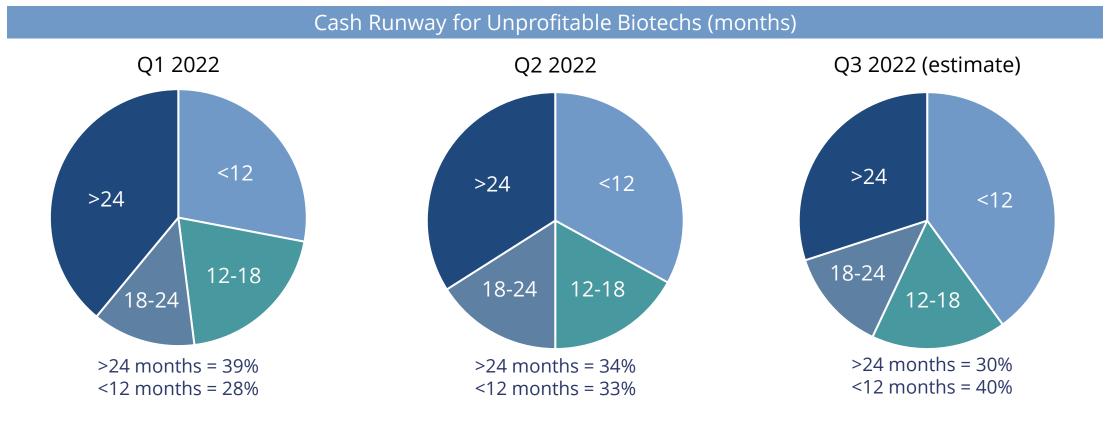
Expected annual R&D expenditure in excess of \$350B across the life sciences value chain<sup>2</sup>

<sup>1.</sup> Source: Evaluate Pharma World Preview 2022, Outlook to 2028 15th edition, October 2022

Source: Tailand Wind Few 2022, Outlook to 2028 13th education, october 2022.

Pharma/biotech R&D spending has historically accounted for only 65% of the total, implying an overall annual spend including academic institutions of \$350 billion, growing over the next five years (source: Research America U.S. Investments in Medical Health Research and Development 2016-2020, January 2022)

### Biotechs' limited cash reserves

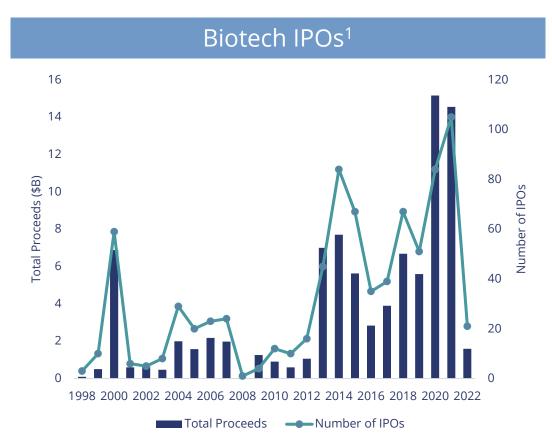


**70%** of unprofitable NASDAQ-listed biotechs are estimated to have <2 years of cash

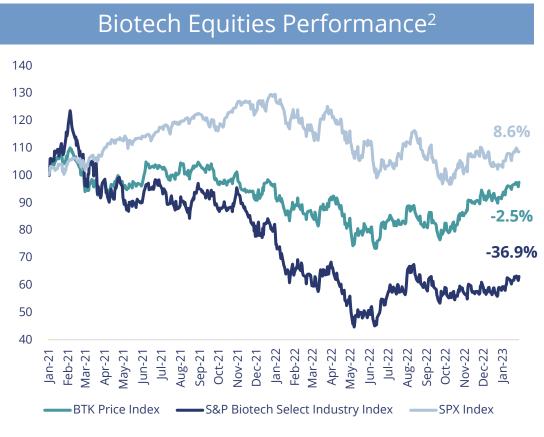
Tightening cash reserves highlight need to seek royalty-based financing



### State of the biotech market



Rapid expansion of biotech market with >500 IPOs in last 10 years



**Struggling equity capital markets for biotechs** 

Creates an environment where a large amount of capital is required, making DRI's royalty financing very attractive



<sup>1.</sup> Source: Jefferies Biotechnology IPO Screens, January 2023

<sup>2.</sup> Source: TSX InfoSuite

### Creating win-win deals for multiple counterparties

Monetize long-term royalties in flexible, tax advantaged deals





Provide royalty financing to fund capital projects

#### Flexible approach

- Existing royalties
- Synthetic royalties
- Launch & development capital

Ability to create deals that address different geographies and indications





Monetize existing royalties and create synthetic royalties to fund product launches

A proven and repeatable asset identification, selection and execution process



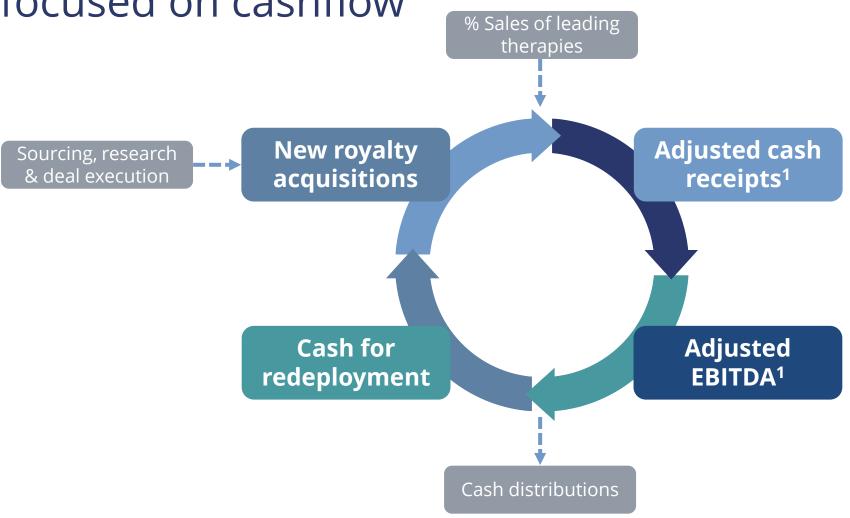
## Proven track record of sourcing and closing accretive transactions

	<b>Investment Thesis</b>	Transaction Size	
CTi. S AONTO.	High-quality oncology product with strong growth potential	\$110.0 million + \$25.0 million in potential milestones	
Oracea	Dermatology product with existing commercial track record	\$50.5 million	
<b>G</b> EMPAVELI™	Hematology product with long-term horizon and attractive growth prospects	<b>\$24.5 million</b> + \$21.0 million option	
Zejula	High-quality oncology product with multiple pipeline indications	\$35.0 million + \$10.0 million in potential milestone	
OMIDRIA*	Structured transaction on established product providing cash accretion	\$125 million	
<b>X</b> enpozyme™	Only approved product for ASMD with strong IP and long duration	\$30.0 million + \$26.5 million in potential milestones	

Completed six transactions since IPO totaling up to \$458 million, with \$375 million deployed to date



Sustainable and efficient business model focused on cashflow

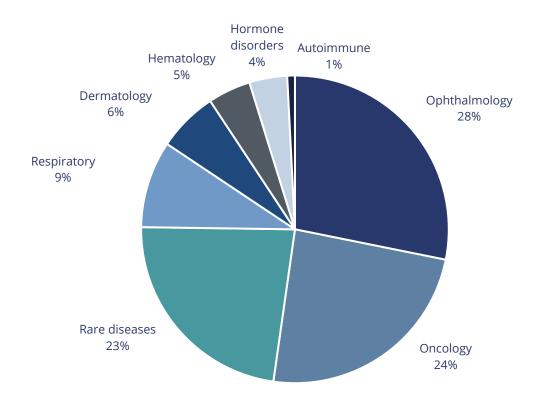


Diversified portfolio generates significant cash to deploy to new royalties and investors

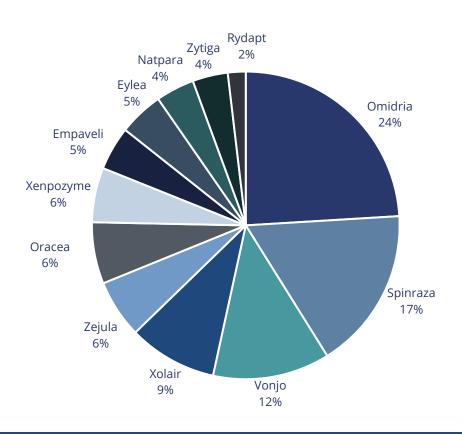


### Robust diversified portfolio





#### By Product<sup>1</sup>



No individual product accounts for more than 24% of net book value



### Last 12 months financial highlights

#### \$101 million

Total Cash Receipts<sup>1</sup>

(Q3 2022 - \$19 million)

### \$20 million

Net Earnings and Other Comprehensive Earnings (Q3 2022 - \$8 million)

#### \$93 million

Total Income

(Q3 2022 - \$27 million)

#### \$1.90

Adjusted Cash Earnings per Unit<sup>1</sup> (Q3 2022 - \$0.57)

#### \$87 million

Adjusted EBITDA<sup>1</sup>

(Q3 2022 - \$16 million)

\$0.52

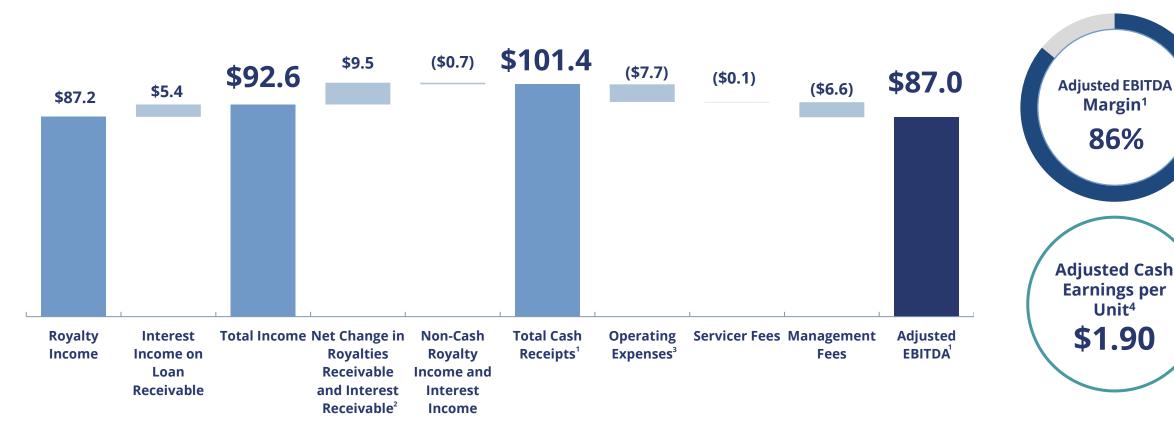
Distribution per unit

(Includes \$0.22 special distribution in Q1 2022)



### Strong cash generation

#### Adjusted EBITDA for the Last Twelve Months Ended September 30, 2022 (\$M)<sup>1</sup>



#### Cash available to drive portfolio growth and maintain distributions to unitholders



Adjusted EBITDA and Total Cash Receipts are non-GAAP financial measures. Adjusted EBITDA Margin is a non-GAAP ratio calculated as Adjusted EBITDA / Total Cash Receipts

The Net Change in Royalties Receivable and Interest Receivable represents royalties and interest receivable at the beginning of period, less royalties and interest receivable at the end of period, plus acquired royalties receivable and acquired cash royalty receipts included in the purchase prior of the assets

Operating expenses are net of \$0.2 million related to board of trustee unit-based compensation and \$0.1 million related to amortization of other current assets
Adjusted Cash Earnings per Unit is a non-GAAP ratio, and is the sum of Adjusted Cash Earnings per Unit in each of the last four quarters, calculated as net earnings and other comprehensive earnings, plus: (i) amortization of royalty assets, (iii) impairment of royalty assets, (iii) amortization of other current assets, (ii) unit-based compensation, and (v) board of trustees unit-based compensation, and less: (i) net gain (loss) on interest rate derivative, (ii) net gain (loss) on foreign exchange derivatives, (iii) non-cash royalty income, and (iv) non-cash interest income on loan receivable,

### Deal structure case study: CTI Biopharma / Vonjo





Funding for Vonjo launch preparation Secured loan provides downside protection if approval not granted

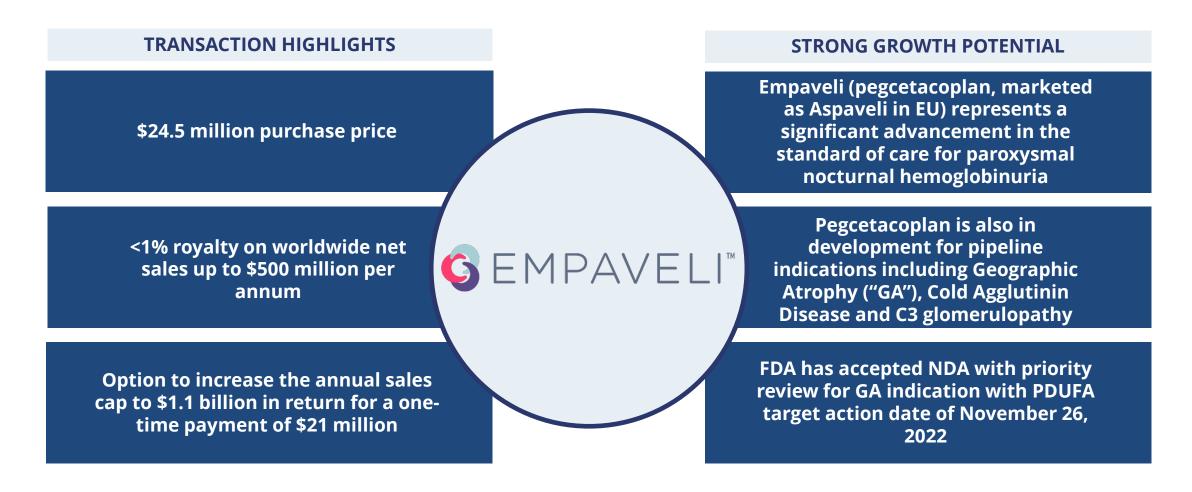
Funding for Vonjo launch Sliding royalty rates as annual sales increase DRI obtains higher royalty on lower tranche of annual sales

Two potential milestones in event Vonjo sales exceed certain thresholds by Q3 2023 Risk sharing for different launch curves

Proven ability to provide flexibility in deal structuring while managing risk



### Empaveli royalty transaction



Long-term horizon and attractive growth prospects



### Zejula royalty transaction

#### TRANSACTION HIGHLIGHTS

\$35 Million up front purchase price

0.5% net royalty on worldwide net sales by GSK

**Royalties collected on 1-quarter lag** 

#### STRONG GROWTH POTENTIAL

\$10 million milestone payment if Zejula is approved by FDA for the treatment of endometrial cancer by December 21, 2025

In development for metastatic castrate sensitive and resistant prostate cancer, endometrial cancer, HER2-breast cancer, and non-small cell lung cancer

Royalty term expected to continue for at least another 10 years world wide

Multiple indications in development represent a pipeline in a product

Zejula



### Omidria royalty transaction

#### TRANSACTION HIGHLIGHTS

\$125 Million up front purchase price, subject to annual cash receipt caps

Approved for intracameral use during cataract surgery or intraocular lens replacement

Marketed by Rayner Surgical with royalties collected monthly

### STRUCTURED GROWTH

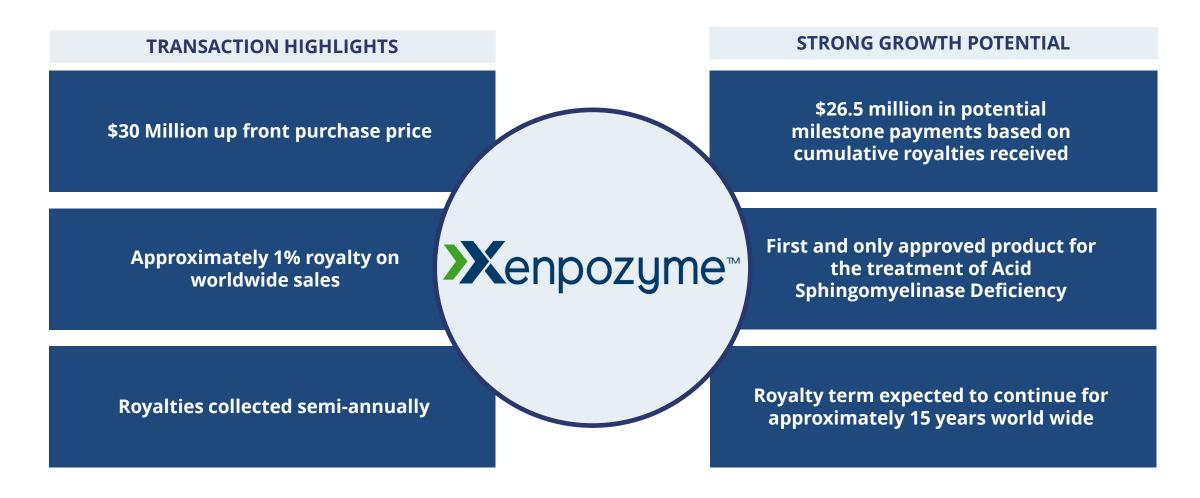




Substantial near-term cash flows with long-term structural growth



### Xenpozyme royalty transaction



Long duration product with strong IP protection will generate high multiple on invested capital



Portfolio performance

(\$ thousands)			Total Cash Royalty Receipts <sup>1,2</sup>	Net Book Value
Asset	Primary Marketer(s)	Therapeutic Area	LTM 9/30/22	9/30/22
G EMPAVELI"	Apellis () SODI	Hematology	-	24,036
EYLEA	REGENERON BAYER	Ophthalmology	13,547	24,492
F]uMist.Quadrivalent	AstraZeneca	Vaccine	3,128	2,803
<b>™</b> Natpara •	Takeda	Endocrinology	2,684	21,240
OMIDRIA°	▲Rayner	Ophthalmology	-	125,603
Oracea	♣ GALDERMA	Dermatology	8,120	33,763
RYDAPT	U NOVARTIS	Oncology	10,403	9,775
SPINRAZA	Biogen	Spinal Muscular Atrophy	16,969	89,154
OLNOV 🍣	СТЇ	Oncology	1,404	64,284
<b>X</b> enpozyme <sup>*</sup>	sanofi	ASMD	-	30,000
Xolair	Roche U NOVARTIS	Respiratory	9,330	48,715
Zejula	gsk	Oncology	-	34,759
Zytiga <sup>.</sup>	<b>Johnson Johnson</b> AstraZeneca <mark></mark>	Oncology	17,978	19,444
Stelara Simponi ILARIS	Johnson S MERCK U NOVARTIS W Missubbhi Tanabe	Autoimmune	4,893	4,363
Various			1,798	3,076
Total			90,254	535,507

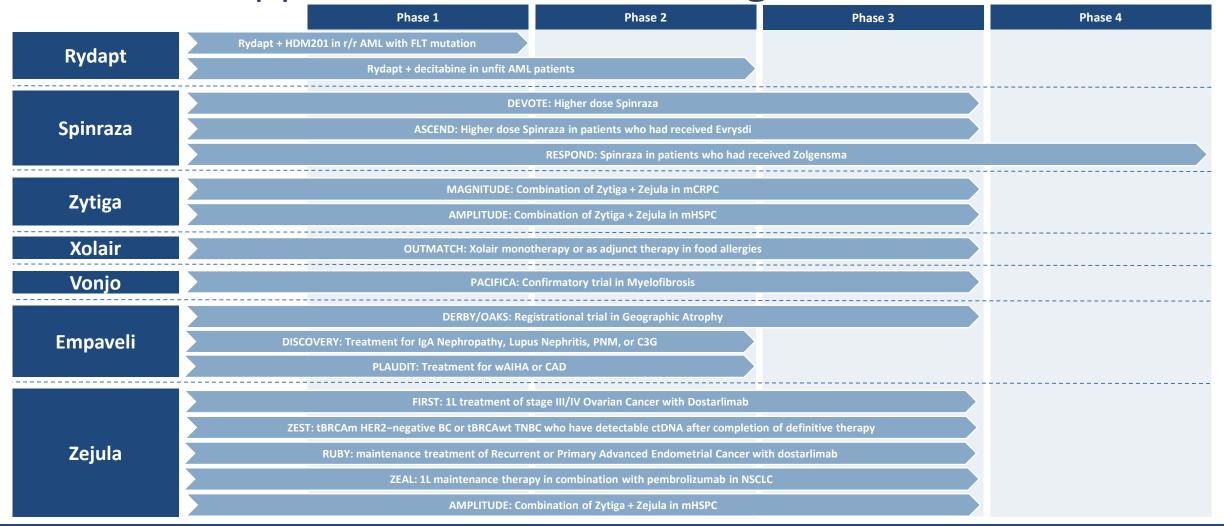
#### DHT's assets have continued to show strong performance



<sup>1.</sup> Does not include Empaveli, Zejula, or Omidria royalties acquired in Q3 2022 for which the first cash royalty receipts will be received in Q4 2022 and Xenpozyme royalty acquired in Q4 2022 for which the first cash royalty receipts will be received in Q2 2023

Total Cash Royalty Receipts is a non-GAAP measure

### Growth opportunities from existing assets



Additional indications have potential to enhance royalty streams



### Well capitalized for growth





**\$36.4 million**<sup>1</sup>
Royalties receivable



**\$216.9 million**<sup>1,2</sup>

<u>Drawn on credit</u> facilities



### Significant capital available for deployment



<sup>2.</sup> Does not include \$30 million drawn to fund Xenpozyme transaction.



### Committed to best practices in ESG



#### Environmental

Building a platform for sustainability

- Review of sustainability practices of our business partners
- Head office located in a Gold LEEDcertified building
- Commitment to waste reduction
- Employee environmental training and awareness
- Intend to take steps to minimize or offset our carbon footprint



#### Social

Accountability and integrity as core values

- Highly diverse and inclusive team
- Balanced gender representation
- Employee time off each quarter for charitable volunteering
- Professional development and career advancement
- Corporate giving and donations



#### Governance

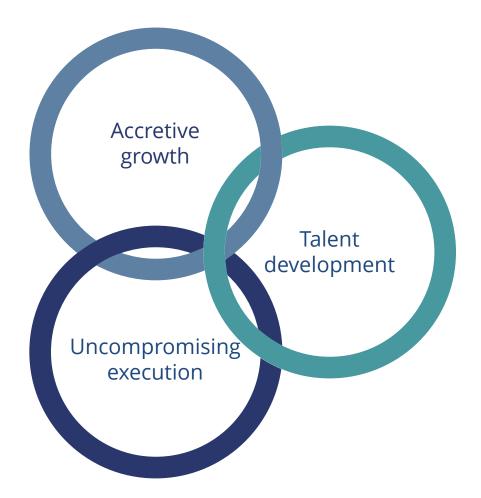
Valuing diversity and community support

- Best practice governance policies in place
- Diverse and majority independent Board
- Board oversight of ESG and risk management
- Active unitholder engagement
- Robust cybersecurity
- Whistleblower policy in place

Striving to deliver value to our stakeholders, our community, and society as a whole



### Our key priorities



Execute on strong pipeline with a focus on long-term, sustainable growth generating strong unitholder returns

Invest in our people and build the industry leading royalty investment team

Operate at peak performance in all aspects of our business

## DRIHEALTHCARE



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