# DRIHEALTHCARE

# ADVANCING SCIENCE

in the Fast-Growing Pharmaceutical and Biotechnology Sector

Q2 2023 Earnings Call | August 15, 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.

Statements regarding the Trust's 2025 outlook are based on its most up-to-date view of its prospects as of the date of this presentation. This long-term outlook includes potential royalty transactions currently in the Trust's pipeline and future royalty transactions that it may bring into its pipeline in accordance with its strict investment criteria. This long-term outlook assumes no material adverse events following the date of this presentation.

For additional information about factors that may cause actual results to differ materially from expectations, and about material factors or assumptions applied in making forward-looking statements, please consult the MD&A, the Risk Factors section of the Annual Information Form and DRI Healthcare Trust's other filings with Canadian securities regulators. DRI Healthcare Trust does not undertake to update any forward-looking statements; such statements speak only as of the date made.

This presentation also makes reference to certain non-GAAP financial measures including Total Cash Receipts, Normalized Total Cash Receipts, Total Cash Royalty Receipts and Adjusted EBITDA, 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.



## **Business Highlights**

Strong Financial Results

Deployed \$285M through August 15<sup>th</sup> Sold TZIELD
Royalty and
Received CTI
Loan Repayment

Projecting Mid-Teens CAGR by 2025

Projecting Low Single-Digits CAGR by 2030

Completed Successful Follow-On-Offering

## Q2 highlights

# 1 Returning value to unitholders

- Special distribution of \$0.5334 per unit
- Quarterly distribution of \$0.075 per unit

# 2 Accretive transaction

Acquired first
 Orserdu royalty
 for \$85 million

# 3 Poised for growth

- \$210 million gross proceeds from sale of Tzield royalty
- \$54.8 million from prepayment of CTI loan receivable

## Q2 financial highlights

Normalized Total Cash Receipts<sup>1</sup>

\$28.7 million

+13% over Q2 2022

Adjusted EBITDA Margin<sup>1</sup>

87%

Total Income

\$28.1 million

+32% over Q2 2022

Adjusted Cash Earnings per Unit<sup>1</sup>

\$0.40

Adjusted EBITDA<sup>1</sup>

\$25.1 million

+17% over Q2 2022

Declared Cash Distributions per Unit

\$0.6084



## Portfolio performance as of June 30, 2023

(US\$ thousands)	Primary Marketer(s)	Therapeutic Area	Total Cash Royalty Receipts¹			
			Q2 2023	Q2 2022	% Change	Remarks
Total Cash Roya	lty Receipts <sup>1</sup>		\$27,057	\$24,022	13%	
SEMPAVELI" SYFOVRE	Apellis () SODI	Heme-Onc / Ophthalmology	251	-	n/a	New product
<b>EYLEA</b>	REGENERON Santen	Ophthalmology	1,642	2,875	(43%)	Contractual step-down in royalty rate
FJuMist.Quadrivalent	AstraZeneca	Influenza	30	-	n/a	n/a
<b>%</b> Natpara	Takeda	Endocrinology	610	649	(6%)	n/a
OMIDRIA*	<b>A</b> Rayner	Ophthalmology	3,250	-	n/a	New product
Oracea	♣ GALDERMA	Dermatology	1,261	1,959	(36)%	Sales decline and change in mix
RYDAPT	<b>b</b> NOVARTIS	Oncology	2,047	2,335	(12%)	Expected royalty expiries
SPINRAZA	Biogen	Neurology	3,933	4,573	(14%)	Expected decline in market share
Stelara Simponi IL RIS	Johnson Johnson 🐟 MERCK  (b) NOVARTIS // Mitsubishi Tanabe	Autoimmune Diseases	349	576	(39%)	Expected royalty expiries
S VONJO.	sobi	Heme-Onc	2,315	220	952%	Launch ahead of expectations
<b>Xolair</b>	Roche U NOVARTIS	Respiratory	1,538	1,458	5%	n/a
Zejula	gsk	Oncology	740	-	n/a	New product – mCRPC approval (Feb '23)
Zytiga	Johnson ₄Johnson AstraZeneca⊅	Oncology	8,543	8,958	(5%)	Expected generic entries ex-US
Other Products <sup>2</sup>	Various	Various	548	419	31%	

### Portfolio assets have continued to show strong performance

- 1. Total Cash Royalty Receipts is a non-GAAP financial measure. See note 1 on page 5 of this presentation.
- 2. Other Products includes royalty income from certain other royalty assets as well as royalty assets which are fully amortized and, where applicable, the entitlements to which have generally expired.



## Post quarter-end highlights



### **Dividend Declaration**

### **Quarterly cash distribution**

- Declared a distribution of \$0.075 per unit for Q3 2023
- Payable on October 20, 2023 to unitholders of record on September 30, 2023



## Follow-On Offering

### Second public offering

- Completed public offering of 9,223,000 units at \$8.03 per unit for gross proceeds of \$74.1 million
- Proceeds will be used to fund royalty transactions or to repay existing credit facility



## **Royalty Transactions**

# Additional Vonjo and Orserdu royalty streams

- Deployed \$66 million for Vonjo II
- Deployed \$130 million for Orserdu II

Rapid pace of execution and capital deployment continues to generate value for unitholders



## Investment Highlights



## Our competitive advantages

1 Seasoned team

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

2 Disciplined capital allocation

based on robust investment criteria that has resulted in 22% net IRRs over three funds since 2006 3 Proactive sourcing

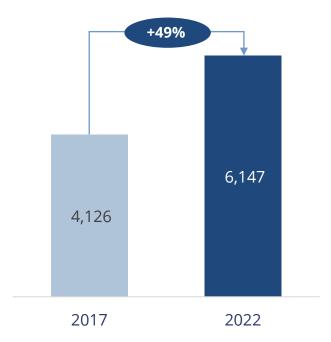
proprietary database tracking royalties on more than 2,000 drugs worldwide combined with deep industry relationships developed over our 30-year history 4 Strong execution

fundamental ground-up diligence on opportunities to execute high-quality transactions



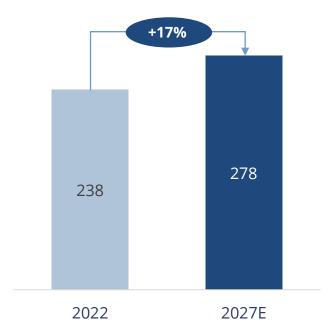
# Long-term drivers support royalty financing growth

# Growth of Biopharma clinical pipeline<sup>1</sup>



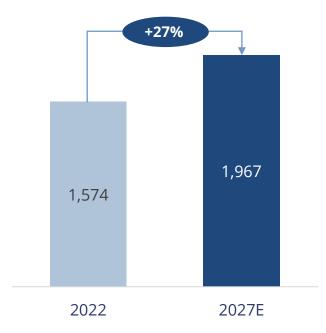
- Genomics
- Molecular diagnostics
- Data science

### Projected Growth of Worldwide Biopharma R&D Spend (\$B)<sup>2</sup>



- Pace of innovation
- Complex modalities
- Real-world outcomes

# Projected Growth of Worldwide Medicine Spending (\$B)<sup>3</sup>



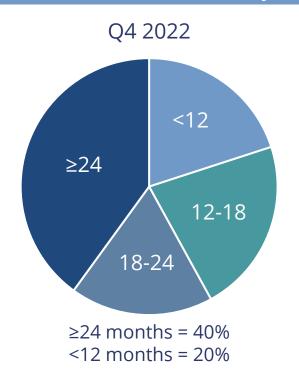
- Specialty medicines
- Aging population
- Emerging markets

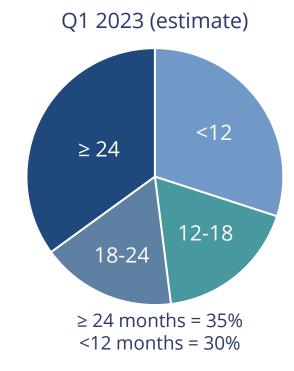
### Growing capital needs to develop novel drugs bolsters our pipeline

- 1. Source: IQVIA Global Trends in R&D 2023, February 2023
- 2. Source: Evaluate Pharma World Preview 2022, Outlook to 2028 15th edition, October 2022
- Source: IQVIA Global Use of Medicines 2023, Outlook to 2027, January 2023

## Biotechs' limited cash reserves

### Cash Runway for Unprofitable Biotechs (months)



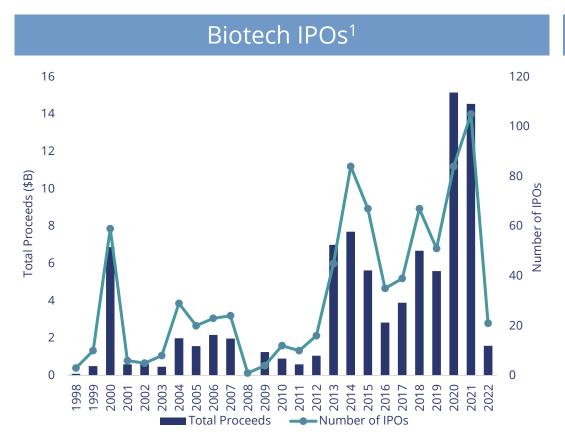


**65%** of unprofitable NASDAQ-listed biotechs are estimated to have <2 years of cash

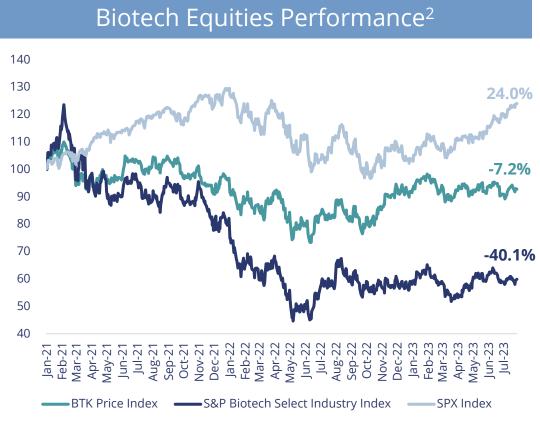
Tightening cash reserves highlight need to seek royalty-based financing



## State of the biotech market



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



Struggling equity capital markets for biotechs

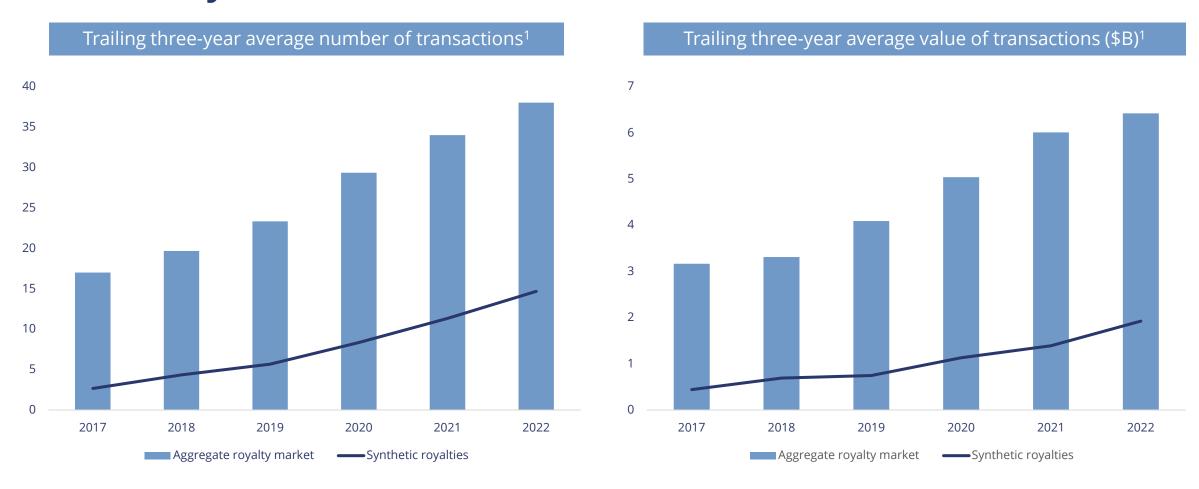
Creates an environment where a large amount of capital is required, making DRI's royalty financing very attractive



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

<sup>2.</sup> Source: TSX InfoSuite as of August 1, 2023

# Royalty transaction activity is expanding with strong industry tailwinds



Royalty financing's unique appeal has propelled it to mainstream adoption



# Delivering on our long-term objectives

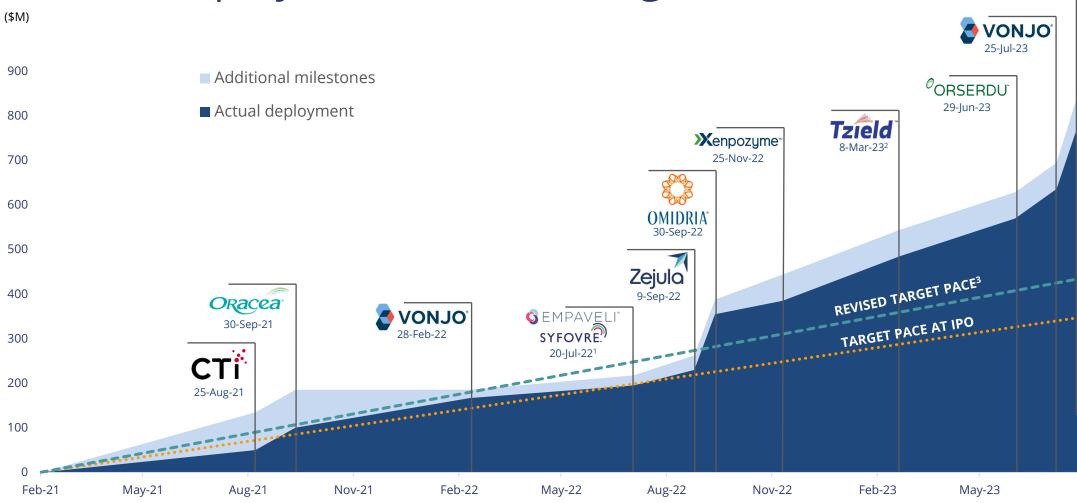
	At IPO	Today	2025 <sup>1</sup>
Capital deployment	Target of \$650 – 750 million over 5 years	\$766 million deployed to date + \$69 million in potential milestones	Revised deployment target of \$850 – 900 million
Sustainable cash generation	Declining cash curve due to expected asset expiries	Mid-teens total income CAGR through 2025 and low single digit total income CAGR through 2030 excluding any new transactions	7% - 9% total income compound annual growth rate
Portfolio duration	8 years	>10 years	>10 years
Capital resources	IPO proceeds and debt capacity	Equity offering proceeds plus 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



<sup>1.</sup> Statements regarding the Trust's 2025 outlook are based on its most up-to-date view of its prospects as of the date of this presentation. This long-term outlook includes potential royalty transactions currently in the Trust's pipeline and future royalty transactions that it may bring into its pipeline in accordance with its strict investment criteria. This long-term outlook assumes no material adverse events following the date of this presentation.

# Current deployment exceeds targets



Deployment pace and need for capital by counterparties → 5 year deployment target increased to \$850 – 900 million<sup>3</sup>



2. We sold our interest in Tzield on April 27, 2023 to an affiliate of Sanofi SA ("Sanofi")

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ORSERDU 14-Aug-23

<sup>3.</sup> Deployment target is consistent with historical deployment since IPO, combined with assumed future capital availability based on forecasted royalty receipts and credit capacity. Forecasted royalty receipts take into account the existing assets in our portfolio and future execution of transactions in our pipeline of opportunities at a pace consistent with our past performance.

## Orserdu royalty transactions

#### TRANSACTION HIGHLIGHTS

#### Orserdu I

\$85 million up front purchase price Mid single digit tiered royalty on worldwide net sales

### Orserdu II

\$130 million up front plus potential \$10 million milestone Low to high single digit tiered royalty on worldwide net sales

**Royalties collected on a 1-quarter lag** 

#### STRONG GROWTH POTENTIAL

Approved by the FDA in January 2023 and currently under review by the EMA for potential approval

Significant PFS benefit over SOC in ESR1m patients with limited side effects and convenience of oral administration

The Trust is also entitled to receive regulatory and sales-based milestones in addition to royalties

Uncapped royalties on long-duration asset

ORSERDU



## Vonjo II royalty transaction

#### TRANSACTION HIGHLIGHTS

\$66 million purchase price for tiered royalty on worldwide net sales

Approved by the FDA in February 2022 as the only treatment for Myelofibrosis with severe thrombocytopenia

DRI entitled to receive up to \$107.5 million in milestone payments

#### STRONG GROWTH POTENTIAL

First year of sales strongly exceeded analyst consensus estimates

\$6.5 million payment made to CTI in January 2023 for achieving sales milestone on Vonjo I royalty

On June 6, 2023, Sobi acquired CTI for \$1.7 billion

Second royalty on Vonjo increases exposure to long duration high-quality asset

**VONJO®** 



## Tzield royalty transactions

### **ACQUISITION FROM MACROGENICS**

\$100 million up front purchase price for a single digit royalty on Provention Bio's worldwide net sales

Up to a \$50 million potential milestone tied to the successful advancement of treatment of newly diagnosed or recent-onset Type 1 diabetes by 2028

Additional \$50 million potential milestone payment based on exceeding certain sales thresholds

#### **SALE TO SANOFI**

Sanofi announced agreement to acquire Provention Bio days after DRI Healthcare's acquisition of the royalty

\$210 million up front sale for DRI Healthcare's royalty entitlement

Sanofi is now obligated to pay up to \$100 million in milestones

Allows for reinvesting of proceeds to generate compounding effect

Tzield



## Robust pipeline

## \$2.8 billion in near-term opportunities

Address important unmet needs with lifechanging therapies for patients

Marketed by leading biotech or biopharma companies

Provides strong intellectual property and regulatory protection





Further portfolio diversification and extension with attractive returns

All deals in the pipeline meet or exceed strict investment criteria



## Well capitalized for growth

\$121.3 million<sup>1</sup>
Cash and cash equivalents



**\$29.1 million**<sup>1</sup> Royalties receivable



**\$74.1 million<sup>2</sup>**Gross proceeds from public offering



\$168.2 million<sup>1</sup>
Available from credit facilities



### Significant capital available for deployment



<sup>1.</sup> As at June 30, 2023

On July 19, 2023, the Trust received gross proceeds of \$74.1 million through its public offering of 9,223,000 units.

Sustainable and efficient business model focused on cashflow \_\_\_\_\_

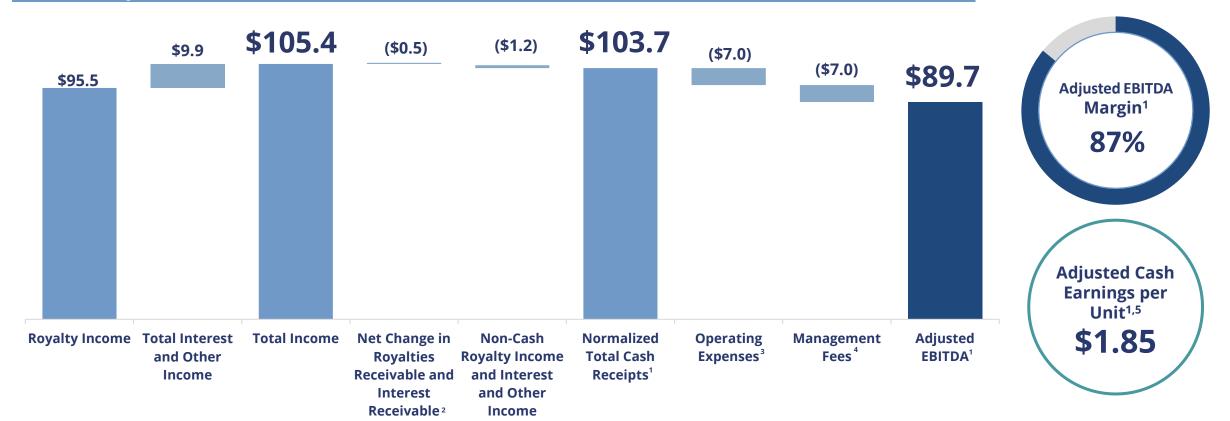


Business model allows for continuous compounding of cash flows



## Strong cash generation

### Adjusted EBITDA for the Last Twelve Months Ended June 30, 2023 (\$M)<sup>1</sup>



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



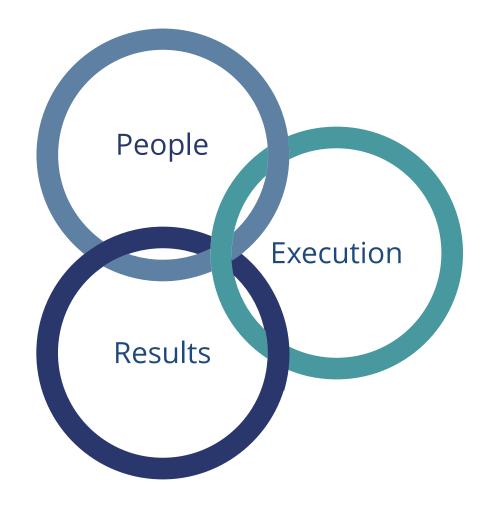
Adjusted EBITDA and Normalized Total Cash Receipts are non-GAAP financial measures. Adjusted EBITDA Margin and Adjusted EBITDA Margin and Adjusted EBITDA Margin and Adjusted EBITDA Margin and Interest Receivable and Intere

perating expenses are net of \$0.5 million related to board of trustee unit-based compensation and \$0.5 million related to amortization of other current assets.

lanagement fees are net of \$13.7 million non-recurring management fees related to the Tzield sale.

djusted Cash Earnings per Unit is the sum of Adjusted Cash Earnings per Unit in each of the low quarters, calculated as net earnings and other comprehensive earnings, plus: (i) amortization of royalty assets, (ii) amortization of other current assets, (iii) unit-based compensation, (iv) board of trustees unit-based compensation of the current assets, (iii) and train on sale of royalty assets, and less (ii) non-cash royalty assets, and less (iii) non-cash royalty assets, divided by filly district and the royalty assets of the current assets, (iii) and train on sale of royalty assets, divided by filly district and the royalty assets of the current assets.

## Our key priorities



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

Execute on strong pipeline and operate at peak performance in all aspects of our business

Focus on long-term, sustainable growth generating strong unitholder returns

# DRIHEALTHCARE



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