

# HBM Healthcare Investments

UNIQUE INVESTMENTS IN PRIVATE AND LISTED LIFE SCIENCES COMPANIES

**MARCH 2025** 



# 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, healthcare-dedicated investment vehicle to invest in both private and public companies

## **HBM** strategy

Validated by over 70 trade sales or IPOs over the last decade

## 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. 3'800 shareholders



## At a Glance

Registered Shares (CHF)	
Total assets Net assets (NAV) Market capitalisation Share price	1'762 million 1'636 million 1'353 million 194.40
NAV per share Premium (+) / Discount (-)	242.55 -19.9%
Average daily liquidity (1 year)  Number of issued shares  Number of shareholders	~ 5'600 shares ~ 1.1 million 6.96 million ~ 3'800

Performance	e (CHF)					
Net return (including distribution)	2025	2024	2023	2022	5Y Return p.a.	10Y Return p.a.
NAV	-3.4%	15.0%	-8.3%	-21.7%	5.4%	9.5%
Share price	10.5%	0.5%	-5.4%	-37.8%	0.8%	10.8%
Distribution CHF		7.50	7.50	9.70		
Distribution yield		3.9%	3.5%	3.5%		
Share price NAV		5Y Vola	atility p.a 30.19 15.99	%	1Y Volat	tility p.a. 25.8% 12.7%



## Indexed Performance Over 10 Years





# Portfolio Highlights Over the last Years



# Proven Track Record



of more than 70 Trade Sales and IPOs in 10 Years





**HKD 195** \$290 million million IPO on IPO on Nasdag HKEX



\$210 million IPO on Nasdag



Acquisition by Johnson & Johnson



\$175 million IPO on Nasdag



\$192 million \$95 million IPO on IPO on Nasdag Nasdag



\$4.1 billion Acquisition by Bristol Myers Squibb



2024



Nasdag

PYXIS

\$168 million IPO on Nasdag



\$260 million IPO on Nasdag



\$145 million IPO on Nasdag



\$120 million IPO on Nasdag



\$159 million IPO on Nasdag



→ 2023 → 2022

\$423 million IPO on Nasdag



Acrivon (

\$92 million IPO on Nasdag



Therapeutics



2021 -



• Galecto

\$85 million IPO on Nasdaq



\$75 million Acquisition by Sunmed Group



**HKD 3.5billion** IPO on **HKEX** 



\$182 million IPO on Nasdag



Up to \$1.0 bn Acquisition by Bristol Myers Squibb



\$128 million IPO on Nasdag



**→** 2020

**CNY 5.6 bn** IPO on SSE Star Market



\$201 million IPO on Nasdag



\$162 million Raise in IPO on Nasdag



# 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**

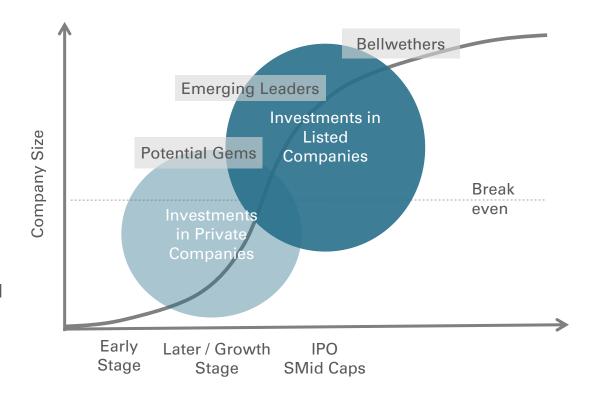
 Permanent capital structure provides flexibility to further increase investments at or after the IPO



# Investment 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

- Appraisal of scientific, technological, regulatory and political trends
- Sourcing through HBM's global network of industry executives, investors, entrepreneurs
- Proprietary database with 7,500+ companies
- Initial Triage: fit with investment strategy: target sector, geography, development stage, target return, deal size, investor syndicate
- Initial assessment of deal attractiveness performed in weekly dealflow meeting

- Company and management presentation
- First level analysis
- Short presentation to the weekly Private equity investment coordination meeting (ICM)<sup>1</sup>
- Priority for due diligence assigned
- Appointment of project team

- Definition of deal terms (ie term sheet)
- DD consist of: scientific and clinical review, business analysis incl regulatory and reimbursement, assessment of financial, intellectual property, legal and tax situation
- Presentation of preliminary results to the ICM
- Ad-hoc review by HBM senior business advisors or HBM consultancy network
- Drafting of investment agreement (eg investor rights, board representation, valuation)

- Finalization / negotiation of agreements
- Final recommendation by the ICM
- Final decision by the Board of Directors (BoD)
- Signing and closing

- Monitoring activities consists of: participation in board meetings, assessment of progress and strategy, business and strategic support, regular updates to the ICM
- Semi-annual portfolio review meeting among ICM members – incl review of valuation
- Plan and execute exit strategy: support trade sale / IPO procedure, connect to potential acquires and partners, generate competing offers

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

<sup>&</sup>lt;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.



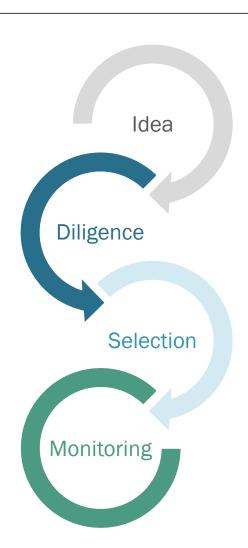
# Public Equity Investment Process

### **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











Backed team previously

Other VCs or BoD relationship

Relationship with founder/management

Direct sourcing / HNWI / Family Offices Strategic fund investments

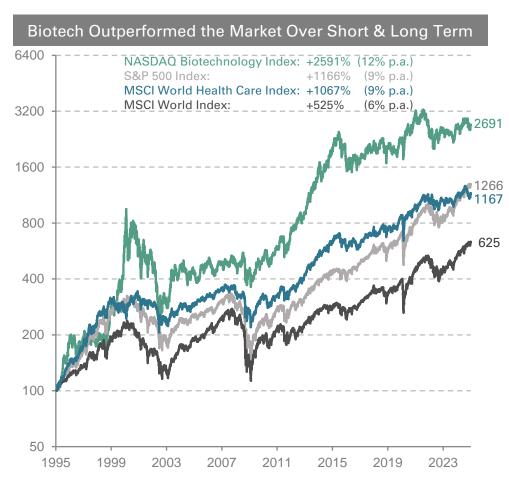
Investments > CHF 5 million; data as of 31 December 2024



# Healthcare Sector



# Attractive Growth Sector with Strong Fundamentals and Drivers



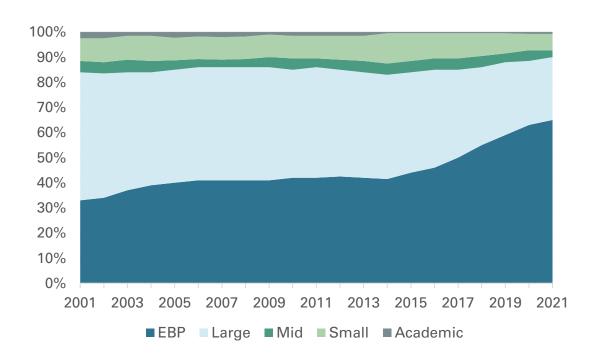
Source: Bloomberg, data as of 28 February 2025, in USD

- 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



# Emerging Biotech Companies as the Backbone of Innovation

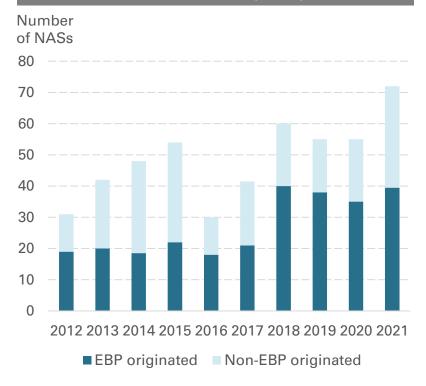
## Share of R&D Pipeline by Company Type



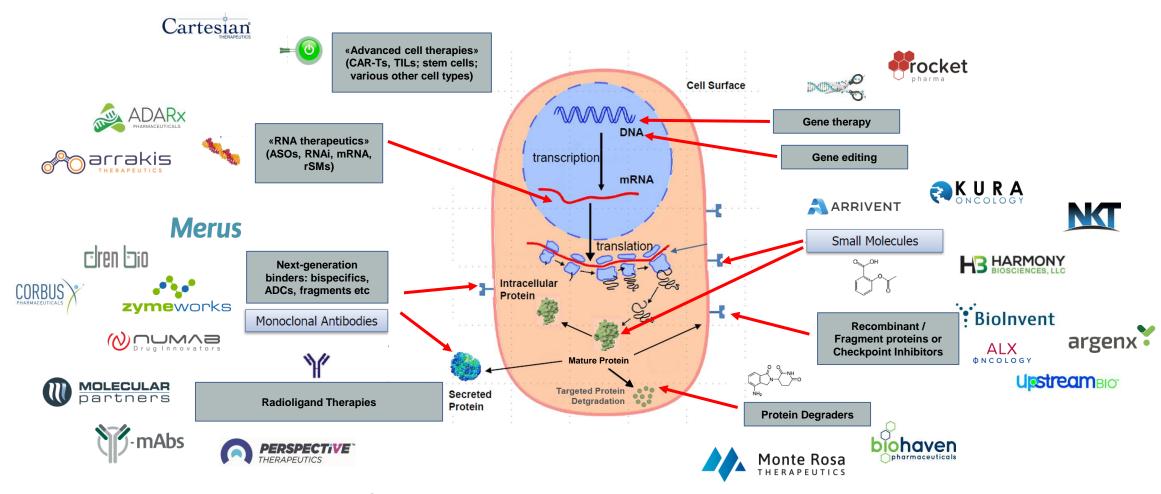
Emerging Biopharma "EBP" (sales <\$500 million and R&D Spend <\$200 million); Small Pharma (sales \$500 million-\$5 billion); Mid-sized Pharma (sales \$5-\$10 billion; Large Pharma (sales > \$10 billion)

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

# Source of Origination for Novel Active Substances (NAS) Launched



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



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

# Vivid Environment with High M&A Premiums

2023/24 Acquisitions							
Date	Acquirer	Company acquired	Price	Premium*			
14.10.24	Lundbeck X	LONGBOARD	\$2,600m	54%			
8.7.24	Lilly	<i>■</i> MORPHIC	\$3,200m	79%			
10.4.24	VERTEX	ALPINEImmuneSciences	\$4,900m	67%			
12.2.24	<b>GILEAD</b>	CYMABAY	\$4,300m	27%			
5.2.24	<b>U</b> NOVARTIS	illorphosys	€2,700m	18%			
8.01.24	Johnson&Johnson	€AMBRX	\$2,000m	105%			
26.12.23	الله Bristol Myers Squibb	RayzeBio	\$4,100m	104%			
22.12.23	Bristol Myers Squibb	KARUNA THERAPEUTICS*	\$14,000m	53%			
6.12.23	abbvie	© cerevel	\$8,700m	22%			
30.11.23	abbvie	imm∪n∗gen	\$10,100m	95%			
8.10.23	ullı Bristol Myers Squibb	MIRATI	\$4,800m	-4%			
28.7.23	Biogen	REATA.	\$7,300m	59%			
20.6.23	Lilly	DICE	\$2,400m	42%			
12.6.23	U NOVARTIS	CHINOOK	\$3,200m	67%			
30.4.23	**astellas	IVERIC BIO	\$5,900m	22%			
18.4.23	GSK	Bellus HEALTH	\$2,000m	103%			
16.4.23	MERCK	Prometheus Biosciences	\$10,800m	75%			
13.3.23	<b>₹</b> Pfizer	ిSeagen⁼	\$43,000m	33%			
13.3.23	sanofi	proventionbio	\$2,900m	273%			

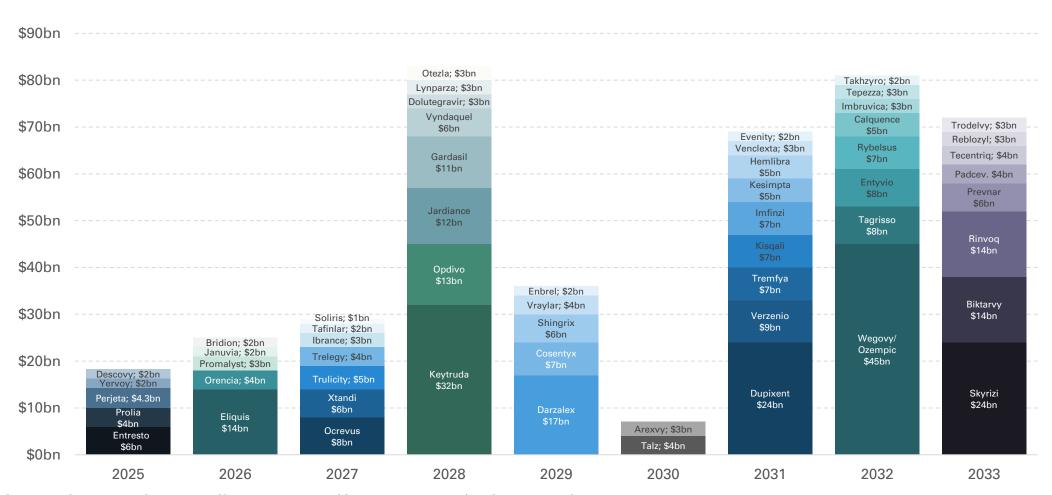
2022 Acquisitions						
Date	Acquirer	Company acquired	Price	Premium*		
12.12.22	<b>AMGEN</b>	HORIZON	\$27,800m	20%		
21.11.22	MERCK	Imago Pj BioSciences	\$1,350m	107%		
24.10.22	Sumitovant Biopharma	MYOVANT SCIENCES	\$1,700m	10%		
18.10.22	<b>(LG Chem</b>	AVEO ONCOLOGY	\$487m	78%		
18.10.22	Lilly	AKOUOS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

HBM Healthcare Investments invested at time of M&A

<sup>\*</sup>Premiums are calculated from the closing price of the acquired company's shares on the previous trading day Source: Biopharma Dive M&A, December 2024



# Notable Biopharma LOEs of >\$400bn from 2025-2033



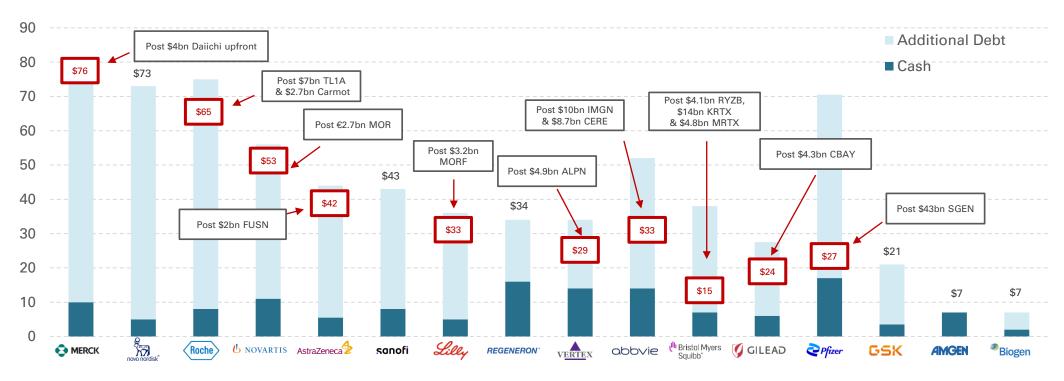
Source: Company filings, Jefferies research (September 2024); LOE: Loss of Exclusivity



# 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 December 2024



# **Investment Portfolio**

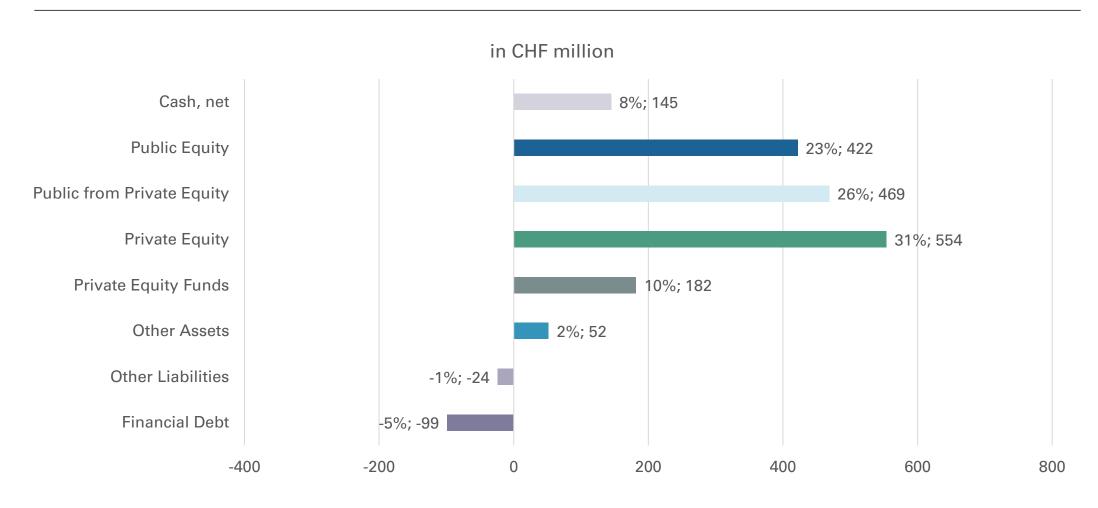
## A Global Portfolio



Data as of 31 December 2024 (Selection)



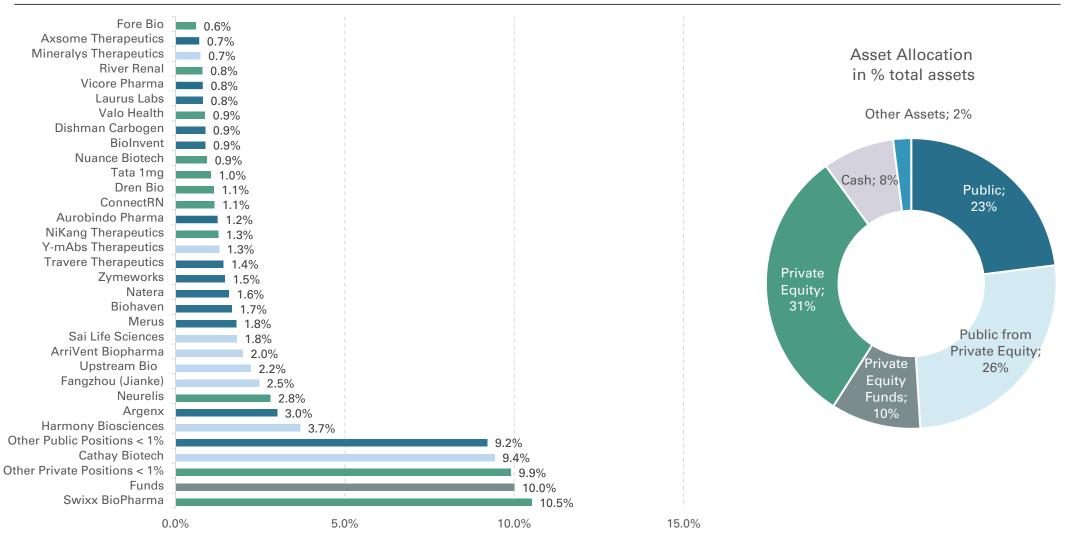
## **Asset Allocation**



Data as of 31 December 2024, in % of total assets of CHF 1'824 million



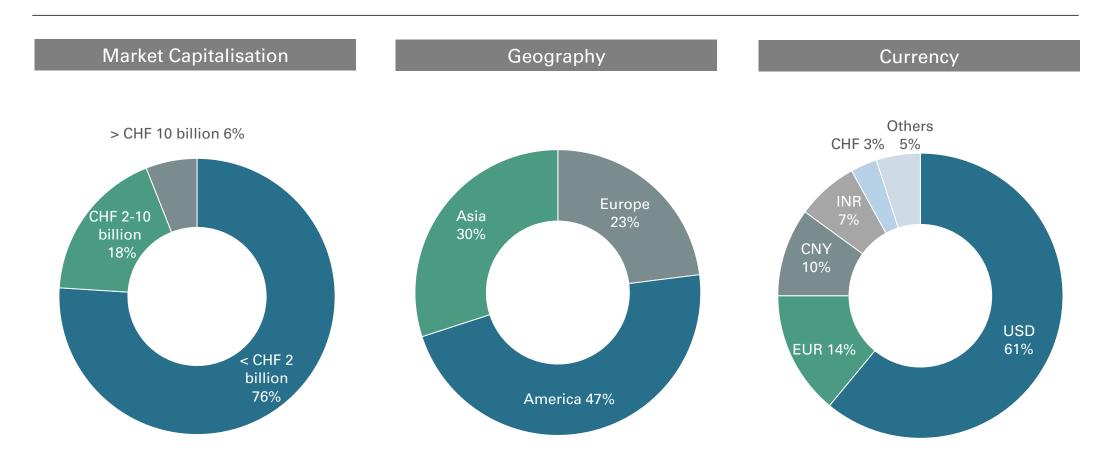
## **Diversified Investment Portfolio**



Data as of 31 December 2024 (top 20 public; top 10 private), in % of total assets of CHF 1'824 million, Top 10 overall: 39.7%



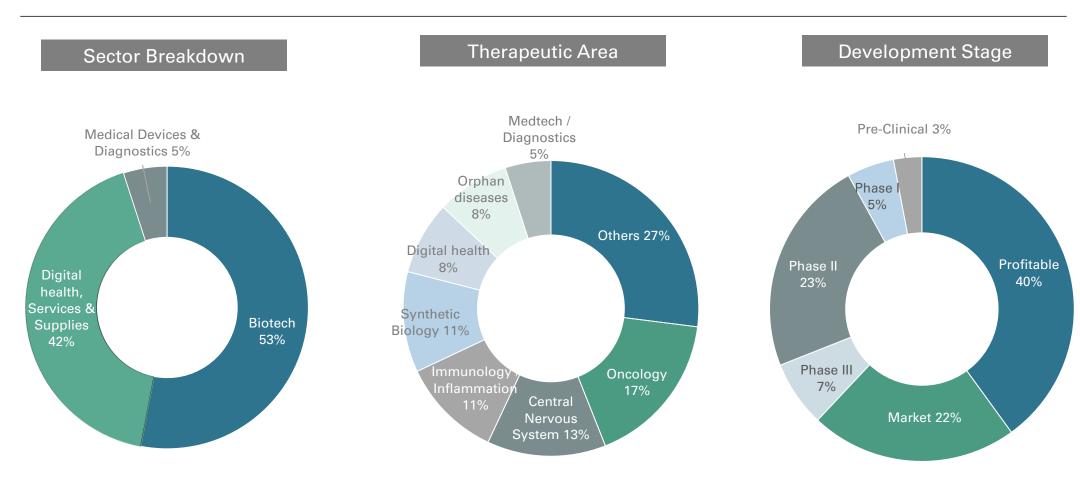
# Portfolio Breakdown by Market Cap, Geography and Currency



Data as of 31 December 2024, in % of investments (CHF 1'627 million), currency in % of total assets

## **HBM** Healthcare Investments

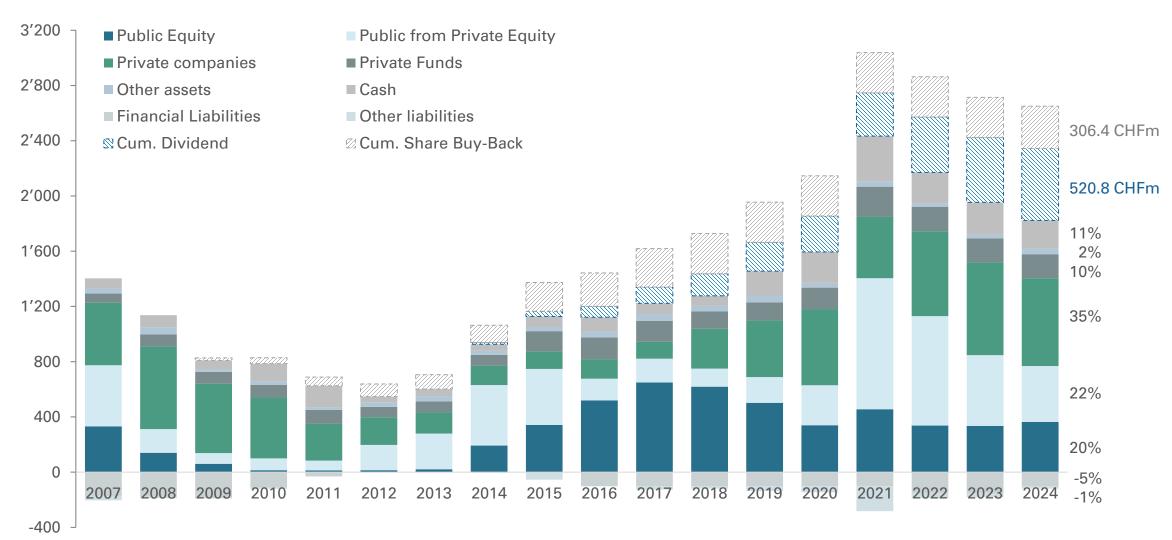
# Portfolio Breakdown by Sector, Therapy and Development Stage



Data as of 31 December 2024, in % of investments (CHF 1'627 million), development stage: lead program by stage

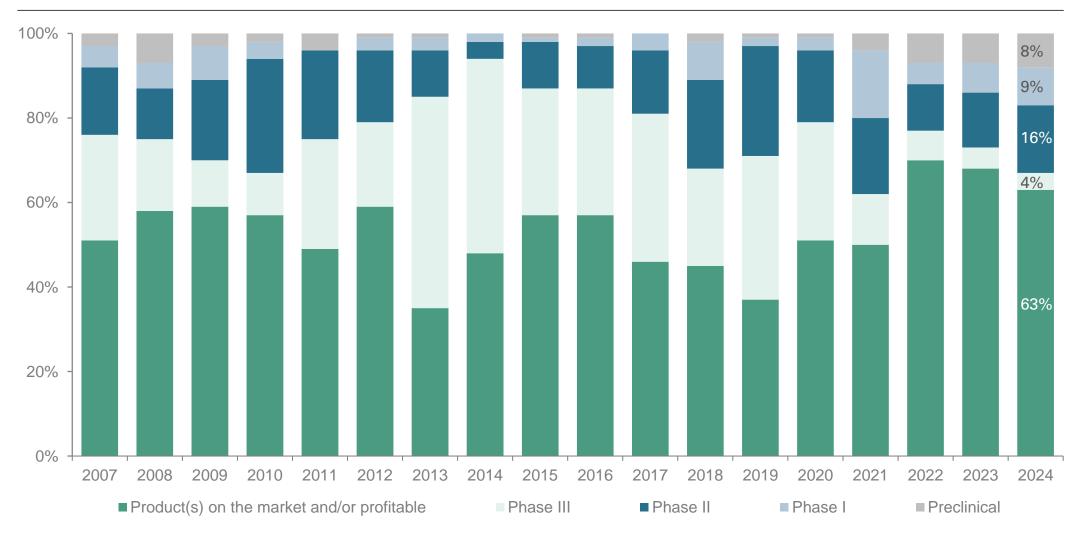


## Development of Asset Allocation





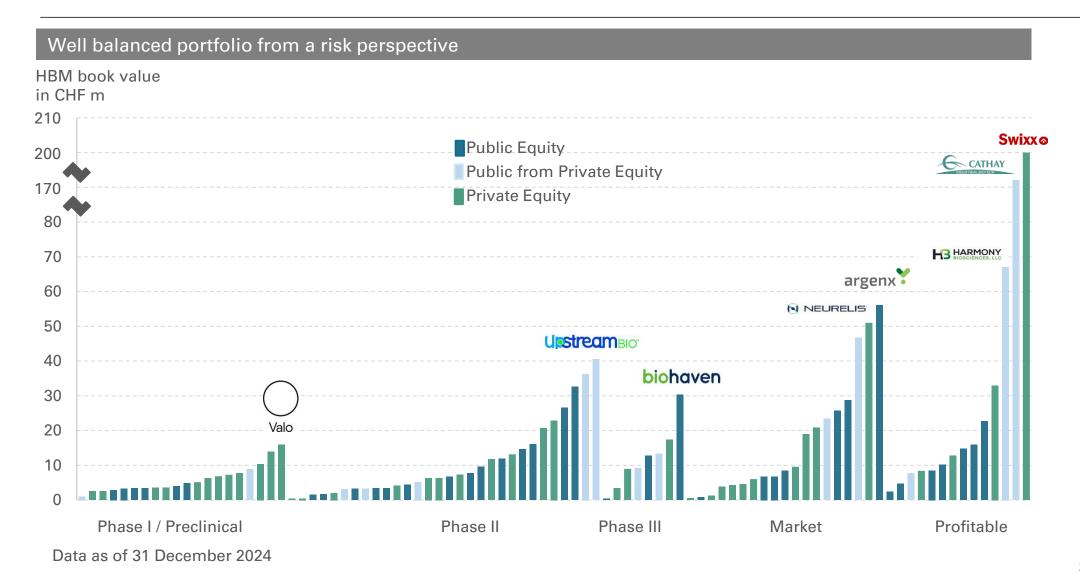
## Development Stage of Lead Product



Data as of the end of each financial year (last column: 31 March 2024), 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
Swixx & BioPharma	Full representation of biopharma companies in CEE, Eurasia, Latam and MENA	Profitable	Private	765*	25.1	191.7	10.5
CATHAY INDUSTRIAL BIOTECH	Synthetic biology (long chain diacids, carbohydrates, special enzymes, green nylon)	Profitable	688065 CH (ex private)	2′812	6.1	171.8 <sup>1)</sup>	9.4
H3 HARMONY BIOSCIENCES, LLC	Drug for the treatment of narcolepsy (with and without cataplexy)	Profitable	HRMY (ex private)	1′779	3.8	67.1	3.7
argenx	Drugs for the treatment of severe autoimmune diseases (MG, ITP, PV & PF, CIPD)	Market	ARGX	35′232	0.2	56.1	3.0
NEURELIS	Nasal spray for the treatment of epileptic seizures	Market	Private	496*	10.3	51.0	2.8
健客 jianke.com	China's leading B2C SmartCare service platform (online pharmacy, chronic disease management service center)	Market	6086.HK (ex private)	1′031	4.4	45.0	2.5

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



# Largest Investments (2/2)

Company	Core Business	Company Stage	Ticker	Market Capitalisation (CHF m)	Owner- ship (%)	Book Value (CHF m)	% of Total Assets
<b>Uestream</b> BIO®	Monoclonal antibody targeting TSLP receptor in allergic and inflammatory diseases	Phase II	UBP (ex private)	799*	5.1	40.5	2.2
ARRIVENT	Developing pharmaceutical products to cure presently untreatable cancer.	Phase III	AVBP (ex private)	815	4.5	36.3	2.0
<b>♦</b> Sai	Contract research, development, and manufacturing organization (CRO/CDMO)	Market	SAILIFE (ex private)	1′656	2.0	32.9	1.8
Merus	Bispecific antibody-based therapeutics for oncology	Phase III	MRUS	2′610	1.3	32.6	1.8
biohaven	Development of drugs for treatment of neurological disorders based on Kv7 ion channel modulation and extracellular target degrader platform technology	Phase III	BHVN	3′441	0.9	30.3	1.7
NC	Developing small molecule oncology medicines (eg HIF2a inhibition)	Phase I/II	Private	431*	5.3	22.9	1.3

# Largest Private Equity Investments

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## Swixx BioPharma

- Full representation services for pharma/biotech in CEE, Eurasia, Latam and MENA
- Profitable company with net sales exceeded EUR 900m in 2023
   expected to reach >EUR 1 billion in 2024; targeting to reach low-double digit EBITDA margin; over 1'300 employees and present in 25 countries

51

## **Neurelis**

- Nasal Diazepam (Valtoco®) approved with orphan status in managing breakthrough epilepsy seizures
- USD 150+ million net sales in the US, and market leader in the space
- Pipeline of other neurology pipeline assets (novel drugs and generic medicines)

23

## NiKang Therapeutics

 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) 21

## 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

21

## DrenBio

- 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

19

## Tata 1mg

- India's leading online pharmacy, medicines app and health platform
- Strong sales growth. Highest ranked medical app on the Indian Google play store.

# Largest Public Equity Investments

## 172 Cathay Biotech

- Synthetic biology company: long-chain dicarboxylic acids / biobased diamine 5 & bio-based polyamide / polyesteramide
- Profitable with revenues of CNY2.1 billion (\$310m) for 2023
- Significant collaboration (equity & supply contract) with China Merchants Group (CMG) - contract worth up to several hundred-million-dollar revenue

## 67 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

## 56 Argenx

- 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 Ilama immune system with antibody engineering

## 45 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 -Sales of CNY2.4b (\$335m) in 2023. Increased Gross/net profit in 2023 vs 2022.

## 41 Upstream

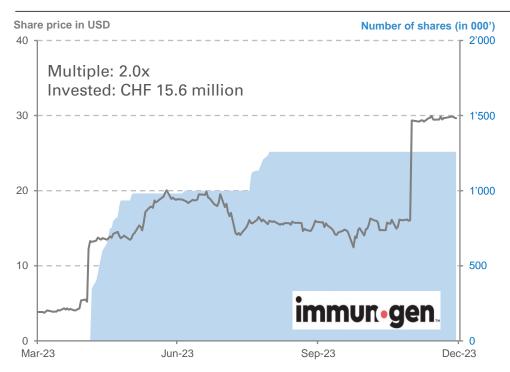
- Acquired UPB-101 from Astellas, a clinical-stage monoclonal antibody targeting TSLP Receptor. Clinically validated target in asthma
- The only mechanism of action that showed efficacy in low-Th2 asthma - follower of Amgen's market approved Tezspire®

## 29 Natera

- Genomic diagnostic company (cell-free DNA testing); leading market share in non-invasive prenatal screening and a firstmover advantage in market for cancer recurrence monitoring.
- Signatera<sup>™</sup> represents one of the growth drivers, a
   personalized blood test that detects post-treatment residual
   cancer (solid tumors) in the body by looking for small
   fragments of DNA

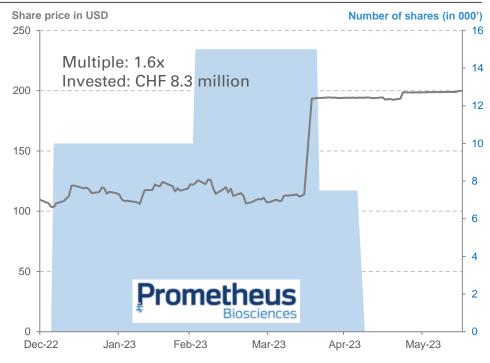


# Return Generation by M&As from Public Portfolio



#### **ImmunoGen**

- Acquired for \$10 billion by AbbVie
- The 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.



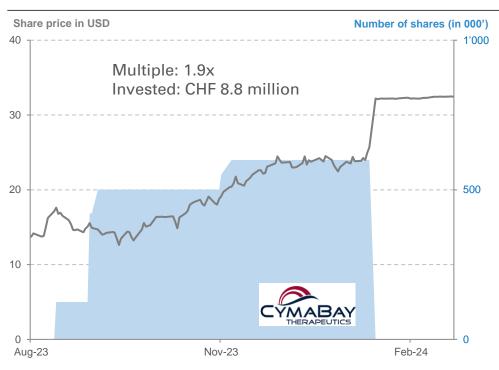
#### **Prometheus**

- Acquired for nearly \$11 billion by Merck & Co
- Therapeutic products for the treatment of immunemediated diseases, inflammatory bowel disease (colitis ulcerosa, morbus crohn)

Source: Bloomberg, data as of 31 March 2024, in USD

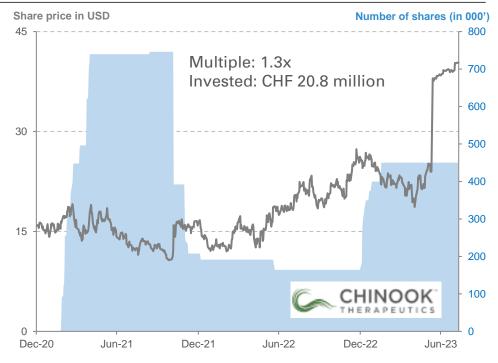


# M&As from Public Portfolio Companies



#### Cymabay

- Acquired for \$4.3 billion by Gilead
- Seladelpar, the lead product, is being developed to treat primary biliary cholangitis (PBC), an autoimmune disorder affecting the liver



#### 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>Δ</sub>) receptor antagonist

Source: Bloomberg, data as of 31 March 2024, in USD

# Strategic Fund Investments

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

#### **HBM Genomics**

Vintage: 2015 | Commitment: \$22 m | TVPI 1.8x | 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



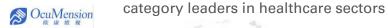


### Geographic Focus (China and India)





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





#### 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

#### Medfocus Fund II

Vintage: 2005 | Commitment: \$26 m | TVPI 2.3x | 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 1.6x | Ownership: 1.3%

Invest and build quality platform companies currently missing in China





### Tata Capital Fund I

Vintage: 2015 | Commitment: \$10 m | TVPI 1.4x | Ownership: 67%

Growth and expansion investments in Indian healthcare companies





Selected funds (based on quarterly numbers), data as of 31 December 2024



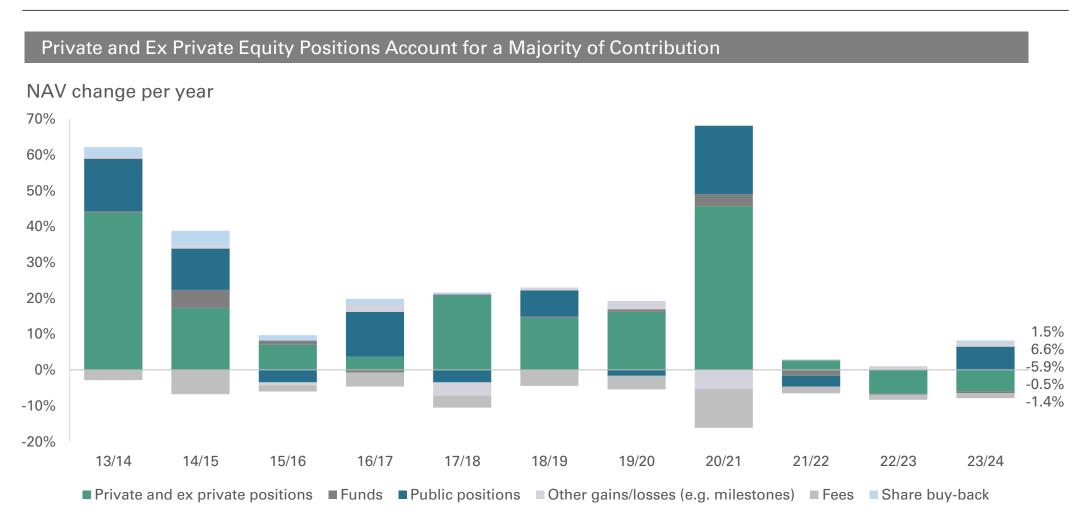
# Latest IPOs from Private Equity Portfolio

Company	Year of IPO	\$ Amount Invested Private	Multiple to IPO Price	\$ Amount Invested at IPO	Post IPO Performance (until end of Period or Sale)
OneSource	2025	9.3	1.34x	0.0	-20%
Sai Life Sciences	2024	7.5	12.20x	0.0	31%
Upstream	2024	30.0	1.50x	0.0	-56%
Fangzhou (Jianke)	2024	20.0	1.00x	0.0	-44%
Alumis	2024	5.0	1.10x	15.0	-72%
Arrivent Biopharma	2024	12.0	1.10x	6.8	22%
Mineralys Therapeutics	2023	19.0	2.45x	0.3	-44%
Acrivon Therapeutics	2022	8.0	0.89x	0.0	-59%
IO Biotech	2021	23.2	1.47x	4.6	-93%
Pyxis Oncology	2021	6.0	1.53x	2.4	-93%
Monte Rosa Therapeutics	2021	14.0	2.44x	8.0	-62%
Ambrx	2021	20.0	1.56x	14.0	-55%
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	69%
Cathay	2020	38.0	14.02x	0.0	-48%
iTeos Therapeutics	2020	7.9	2.42x	10.0	150%
ALX Oncology	2020	5.0	2.00x	7.6	-95%
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	-68%
Principia (Acquired by Sanofi for \$3.7bn)	2019	12.0	1.18x	7.2	488%

Data as of 28 February 2025



# Contribution to Net Asset Value



Note: IPO allocations in previously private companies are attributed to P&L from private positions, Data as of March 2024



Case Studies HBM Portfolio Companies



- HBM was the first institutional investor in the company alongside founders and management.
- Net sales exceeded EUR 900 million in 2023 expected to reach >EUR 1 billion in 2024 with Biopas integrated from July 1st, 2024
- Significant ownership of 25.1% in the company (investment of EUR 26.0 million currently valued at EUR 204.1 million excluding EUR 8.8 million book value for spin-off Swixx Healthcare). EUR 10 million dividend received.



 Swixx BioPharma is representing small and mid-sized biopharma and established pharmaceutical companies in those regions and countries where such firms choose not to enter, or plan to exit. Swixx Biopharma has a very strong position in Central and Eastern Europe (CEE) and Eurasia and just recently entered into MENA and Latin America (via acquisition of Biopas)

#### **Investment Rationale**

- Unique business model in a fast-growing economic area. Experienced management team, well known from former investment in PharmaSwiss
- High demand for this business model by increased focus of the biopharma industry on the geographical markets and therapeutic area focus
- Solid client and revenue base with potential for massive growth
- Further expansion and growth opportunities in other geographies with the objective to create a global offering.
- Active contribution 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 1bn in 2024E coupled with growing profitability (targeting low double-digit EBITDA margin)
- Over 1'300 employees by the end of 2023 (after closing of acquisition of Biopas in mid-2024 around 1'700 employees)
- Sanofi is Swixx Biopharma's largest partner in CEE (since 2022) EUR 250m revenues and taken over 300 employees
- Geographical presence now expanding to MENA and Latam
- Second largest investor Merieux Equity Partners purchased 20.2% in fall 2021
- Swixx and Biopass will deliver an unmatched offering to biopharma partners, extending Swixx reach from Central and Eastern Europe, Eurasia/CIS, and MENA to the whole of Latin America – with a proven, scaled platform.

#### Exit

IPO or M&A (incl. Private Equity)



- Invested: CHF 22.1 million for 7.8% ownership
- Book value: CHF 81.2 million (including value for demerged subsidiary Yellow Jersey Therapeutics and Old Numab)
- Last post money valuation around CHF 300 million (before asset sale to J&J)
- HBM co-led in March 2021 the Series C financing round together with Novo Holdings and invested CHF 17m. Another CHF 5m was invested in Q4 2023. HBM is represented on the board of directors of Numab.
- J&J purchased the rights to NM26 for around \$1.25 billion (in May 2024). Transaction closed early July 2024.
- NM26 is phase II-ready and targets two clinically proven pathways in atopic dermatitis (AD), commonly known as eczema

- Discovery and development platform company for multi-specific antibody-based immunotherapies for inflammation and cancer. Based in Horgen (Zurich/Switzerland).
- Founded by a team of Swiss scientists many ex-Esbatech (HBM investment acquired by Alcon/Novartis for up to \$589 million in 2009).

#### **Investment Rationale**

- Diverse research pipeline in multiple therapeutic areas and creating the opportunity for the next generation of first-in-class and best-in-class medicines.
- Highly differentiated platform
- Several pharma collaborations as proof of principles
- Experienced team backed by a high-profile syndicate
- Early clinical stage at time of investment

### Achievements during Investment Period

- Lead candidate NM26, a unique multi-specific targeting IL-4/13 and IL-31 for best-in-class efficacy moved into phase I in healthy volunteers and atopic dermatitis. Acquired by J&J for \$1.25 billion in May 2024 (Yellow Jersey Therapeutics transaction demerged subsidiary closed in early July).
- HBM Healthcare Investment continues to hold a stake of around 8 percent in Numab Therapeutics. Numab's remaining early-stage assets target several mechanisms in immunology and oncology (lead molecule in oncology: NM32, is a tri-specific antibody for the treatment of solid tumours).
- Multiple collaborations moved forward with double digit collaboration income received;
   signed additional collaboration with Ono Pharmaceutical in 2024
- Built out platform capabilities and broadened pipeline with several new molecules in preclinical development
- Various pre-clinical multi-specific compounds in inflammation and oncology moving forward into the clinic over next years in I&I addressing new target combinations
- ROR1-CD3 bispecific TCE (T cell engager) in phase I study enrolling



- Invested: INR 449 million (or CHF 6.7 million) in 2015 & 2019 for 5.4% ownership
- Book value: INR 5,434 million (or CHF 57.2 million) realized and unrealized - based on listing price of INR 549.00
- Multiples on invested capital of 12.1x in INR and 8.5x in CHF (on realised portion) and 17.6x in INR and 12.4x in CHF (on unrealised portion; based on closing price at the first trading day)
- HBM sold 60% of its stake in the IPO, and will continue to hold rest 40% to capture further growth of the company
- HBM co-led in 2015 when the company was in early growth stage of its CDMO business, then at revenues of ~\$50 million
- SAI grows into a leading CDMO player, with \$200+ million revenue run rate
- IPO at Indian stock exchanges in Dec 2024 with valuation of close to \$1.2 billion (current market cap at around \$1.66 billion)

- India based pharma contract research and manufacturing organisation (CDMO) in small molecules, peptides and oligos (non-biologics)
- Founded in 1999 by an entrepreneur family, and evolved into the unique positioning of top tier 'innovation-only' developer of intermediates and APIs for western large pharma and biotech companies

### **Investment Rationale**

- HBM invested in 2015, along with a healthcare focussed Indian private equity fund
- At the time company was in early growth stages with close to \$50 million revenues and expansion plans across its offerings – drug discovery and medicinal chemistry
- HBM supported the company over the years with its wide network of biotech companies, many of which became clients of the company
- In 2018, TPG replaced the earlier private equity fund, HBM stayed invested. Primary financing was utilised to expand discovery capabilities and manufacturing in India, and establishing pilot labs in Boston, USA and small-scale manufacturing in Manchester, UK

### Achievements during Investment Period

- By end of 2024, SAI has grown into a leading mid-sized CDMO with \$200+ million revenue run rate and 20%+ EBITDA margin
- SAI did an IPO at Indian stock exchanges in Dec 2024, with a listed company valuation of close to \$1.2 billion.
- HBM Healthcare Investment sold 60% of its holdings at the IPO in a secondary transaction and continues to hold a stake of 2%
- HBM expects the company to continue to grow at a rate of around 20% in the next few years with improving EBITDA margins as it leverages the investments in its capabilities over the next few years

Data as of 18 December 2024

# Merus

- Market cap: \$2.9 billion (listed on US NASDAQ)
- Book value: \$35.9 million for 1.3% ownership.
- The company pursues a targeted bispecifics approach for the treatment of cancer
- Petosemtamab, an EGFR x LGR5 bispecific, is being tested in 2L and 1L head and neck cancer as a monotherapy and in combination with pembrolizumab, respectively
- Zenocutuzumab, a HER2 x HER3 bispecific, has been filed with the FDA and could become the first therapy to treat NRG1+ lung and pancreatic cancers

### **Company Profile**

 Merus is a public, clinical-stage biopharmaceutical company developing novel therapies for the treatment of cancer

### **Investment Rationale**

- Lead program petosemtamab is a bispecific targeting EGFR and LGR5 in 1L and 2L head & neck cancer has shown differentiated activity versus today's standard of care
- Petosemtamab is the only molecule targeting LGR5 in the clinic today
- Head and Neck cancer is a \$5 billion market opportunity characterized by a high unmet need given the low response rates, lack of therapies that have successfully made it through to approval and low competition
- Merus has a full pipeline with close-to-commercial zenocutuzumab, for a niche \$300mn sales opportunity as well as two additional bispecifics in the clinic

### Achievements during Investment Period

- Initial data for petosemtamab were presented at the AACR conference in April 2024 for the 2L head & neck cancer setting (HNSCC). With an ORR 37% and trending mOS 11.2mths, the monotherapy clearly outperformed current SoC\* cetuximab or chemo
- Initial data for petosemtamab in combination with pembrolizumab were presented at the ASCO conference in June 2024 in the 1L head & neck cancer setting (HNSCC). While the data is early, with an ORR 60-70% and excellent safety profile, this combination beats current SoC as well as competitive development programs by a wide margin
- The company completed an upsized financing of \$400mn off of the 1L data
- Zenocutuzumab PFUDA date February 2025 for NRG1+ NSCLC and Pancreatic Cancer – FDA granted accelerated approval pathway early December 2024



- Invested before IPO: USD 12.0 million for
   3.0% ownership; invested additional USD 6.8 million in the IPO (shareholding post IPO: 4.0%)
- Last post money valuation of USD 400 million before IPO – current market capitalization at USD 898 million
- HBM invested in March 2023 Series B extension financing round, and was represented on the board until the IPO
- 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

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

#### **Investment Rationale**

- Exon 20 and atypical mutation EGFR mutated NSCLC patients comprise an estimated 22% of all EGFR mutated NSCLC. These 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
- Furmonertinib shows inhibitor activity against classical and atypical EGFR mutations
- 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)

- US FDA breakthrough designation was obtained for 1L treatment of exon 20 mutated EGFR mutant NSCLC patients. The ongoing global Phase 3 study is to read out in 2025.
- Phase 1b in NSCLC with EGFR Exon20ins
  - treatment-naïve patients: ORR 78.6% with a preliminary median DOR of 15.2 months at high dose;
  - previously treated patients: ORR 46.2% at high dose.
- Phase 1b in NSCLC with EGFR "PACC"
  - cORR of 63.6% at high dose presented at WCLC 2024
- The company raised USD 175 million in an IPO end of January 2024.



# Positions in Emerging Category Leaders (public)



(ex private)

Book value: CHF 67.1m, shareholding: 3.8%

- Commercial stage biopharma company focusing on rare disease
- FY 2023 WAKIX (narcolepsy w/o cataplexy): net revenue of \$582 million
- Advancing new pitolisant based formulations into the clinic in new indications
- ZYN002 for X syndrome, with phase III data expected mid-2025, and EPX100 for Dravet syndrome, with phase III data anticipated in 2026



(ex private)

Book value: CHF 13.4m, shareholding: 2.4%

- Late-stage clinical company targeting aldosterone in the treatment of cardiorenal diseases
- New modality to treat uncontrolled and resistant hypertension
- Topline data for two pivotal hypertension studies in Q1/2025



(ex private)

Book value: CHF 23.4m, shareholding: 7.4%

- Commercial stage biopharma with FDA approval for naxitamab (danyelza) and investigational therapies GD2-SADA and CD38-SADA
- Building oncology leadership with pretargeted radioimmunotherapy platform and leveraging commercially available anti-GD2 antibody-based therapies
- FY2024 net product revenue guidance of \$95-100 million



Book value: CHF 11.9m, shareholding: 4.5%

- Most advanced company developing a gene therapy candidate BB-301 for the treatment of ocular pharyngeal muscular dystrophy, or OPMD.
- Continued positive results in phase I/II testing could allow for a pivotal study in 2026, with possible approval in 2028



Book value: CHF 14.6m, shareholding: 9.0%

- Small molecules with potential indications, including anti-inflammation, nerve generation and cardiovascular disease.
- Developing angiotensin II type 2 receptor agonists (ATRAGs) to drive upstream intervention of tissue repair
- Open-label phase IIa trial of oral buloxibutid 100 mg BID for up to 36 weeks in treatment-naïve IPF (idiopathic pulmonary fibrosis)



Book value: CHF 6.7m (including pre-funded warrants), corresponds to 21.5% shareholding

- Clinical stage biotechnology company discovering and developing innovative therapeutics for fibro-inflammatory diseases with high unmet medical need
- Developing first-in-class CCL24 mAB targeting both inflammation and fibrosis

Source: Data as of 31 December 2024



# Healthcare & Biopharma Market Outlook

While many headwinds in 2024 should start abating in 2025, a rich news flow of clinical data and novel drug launches, a more lenient regulatory environment and an uptick in M&A should provide a fertile ground for meaningful upside potential this year.

### **Tailwinds**

- A new cycle of major biotech innovation and transformative technologies
- Accommodative FDA regulatory body allowing rapid development and approval of drugs
- Plenty of exit opportunities with M&A especially for commercial/late-stage assets, which will continue to be an area of interest for big pharma and investors
- Acceleration in financing activities (PIPEs) with increasing participation from Specialist Fundamental Institutions
- Healthy access to capital markets for companies with good and validated clinical data as well as clear development pathways

#### Headwinds

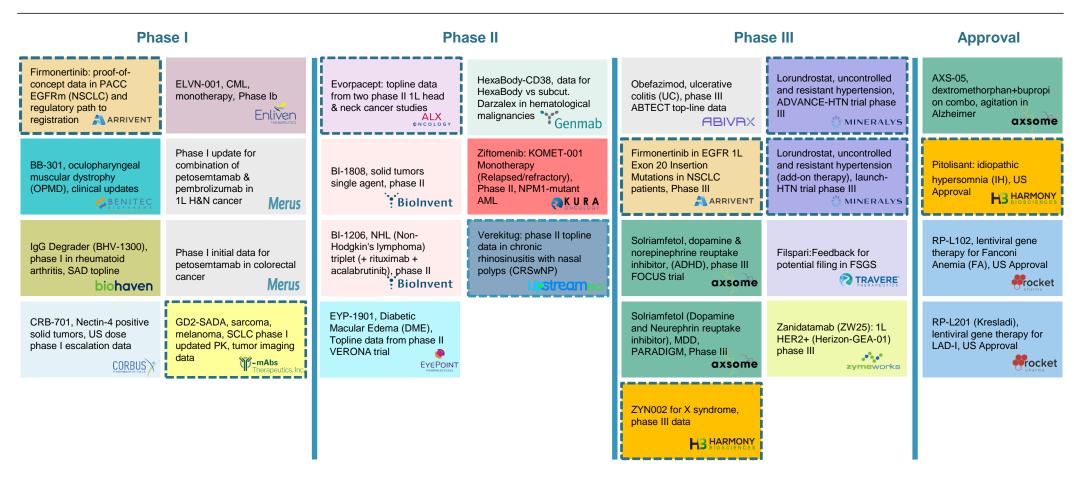
- Economic activity, inflation and interest rates continue to drive investor sentiment and indices
- Generalist money inflow remains muted (eq. ETF flows)
- Subdued Exit activities after recordbreaking 2021
- Concern on the sustainability of drug pricing across the globe
- Headline news in conjunction with Trump's candidate picks could create market volatility
- Robust start in 2025 is crucial to reigniting enthusiasm for our industry

# Main Catalysts for HBM Public Portfolio Co's

Company	Therapeutic area	Phase	Description of catalyst
ALX	Oncology	II	Evorpacept: topline data from two phase II 1L head & neck cancer studies
ARRIVENT	Oncology	lb	Firmonertinib: proof-of-concept data in PACC EGFRm (NSCLC) & regulatory path to registration
ARRIVENT	Oncology	III	Firmonertinib in EGFR 1L Exon 20 Insertion Mutations in NSCLC patients
axsome	Neurology	III	Solriamfetol: Dopamine & norepinephrine reuptake inhibitor, (ADHD), phase III FOCUS trial
axsome	Neurology	Filing	AXS-05; Dextromethorphan+Bupropion combo, Agitation in Alzheimer
Biolnvent	Oncology	Ш	BI-1808: solid tumors single agent, phase II
BioInvent	Oncology	Ш	BI-1206, NHL (Non-Hodgkin's lymphoma) triplet (+ rituximab + acalabrutinib), phase II
Genmab	Oncology	1/11	HexaBody-CD38: data for HexaBody vs subcut. Darzalex in hematological malignancies
RURA ONCOLOGY	Oncology	Ш	Ziftomenib: KOMET-001 Monotherapy, NPM1-mutant acute myeloid leukemia (AML)
Merus	Oncology	I	Phase I update for combination of petosemtamab & pembrolizumab in 1L H&N cancer
Merus	Oncology	I	Phase I initial data for petosemtamab in colorectal cancer
MINERALYS	Metabolic	III	Lorundrostat: ADVANCE-HTN trial phase III uncontrolled and resistant hypertension
MINERALYS	Metabolic	Ш	Lorundrostat: Launch-HTN trial phase III uncontrolled & resistant hypertension (add-on therapy)
TRAVERE'	Nephrology	Ш	Filspari: Feedback for potential filing in FSGS
Upstream <sub>BIO</sub> *	Inflammation	П	Verekitug: phase II topline data in chronic rhinosinusitis with nasal polyps (CRSwNP)
Therapeutics, Inc.	Oncology	I	GD2-SADA: Sarcoma, melanoma, SCLC phase I updated PK, tumor imaging data (Part A)
<b>zyme</b> works	Oncology	III	Zanidatamab (ZW25): 1L HER2+ (Herizon-GEA-01) phase III

Source: HBM Research, updated in February 2025 (selection)

# **Expected Catalysts of Public Companies**



- --- Private / ex-private companies
- -> separate colour for each 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
- 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			Largest 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	Distri	Distribution policy		
Telekurs	126,126272				
SIX Swiss Exchange Ticker	HBMN	Distribution yield of 3-5% p.a. (based on the share price)			

### 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 290.57		

## **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) 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 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 Romain Kooger, CFA (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



#### 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



### 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



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



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



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



Ny Ken (2004) Investment Control

Bachelor in business administration from Zurich University of Applied Sciences.

Previously in administrative functions at HBM Partners AG



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



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 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.



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Issued 10/2024 by HBM Healthcare Investments AG, Bundesplatz 1, 6300 Zug, Switzerland.



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