

# MEDICAL BIOHEALTH

SMALL AND MID CAP-ORIENTED BIOTECH FUND

BIOTECHNOLOGY - AN INDUSTRY OF THE FUTURE:  
INVESTING IN INNOVATIVE MEDICAL PROGRESS

- ✓ Company founded in 1992
- ✓ Since 2000: Advice and management of investment funds in the healthcare sector
- ✓ AuM: approx. 1.3 bn. €
- ✓ 13 employees



**Biotech** & innovative **BioPharma**



Main emphasis on **small & midcap biotech stocks**



Focus on **innovative drug developers**



Numerous **awards**



Long-term **outperformance**

#One of the leading independent healthcare investment advisers in Europe

#Focus exclusively on managing and advising equity portfolios in the healthcare sector

### Interdisciplinary team: Scientists as portfolio managers



**MARIO LINIMEIER**

**Managing Partner, Head of Portfolio Management**

Molecular biologist, business economist, 2 years as transaction consultant at KPMG, 10 years in portfolio management



**DR. DOMINIK LOSER**

**Healthcare Analyst**

PhD Biology, B.Sc. Medical Engineering, M.Sc. Biomedical Sciences, research experience



**JÜRGEN HARTER**

**Managing Partner**

Banker, qualified investment fund expert (ZfU), over 35 years of experience in the banking and investment sector



**KRISTOFFER UNTERBRUNER**

**Portfoliomanager**

Molecular biologist, specialist in gene therapy



**JULIAN NEHRIG**

**Healthcare Analyst**

Medical doctor, B.Sc. in psychology, experience as a study doctor



**THOMAS VORLICKY**

**Managing Director**

Business economist, many years of experience in a major bank



**DR. ALEXANDER JENKE**

**Portfoliomanager**

PhD Biology, business economist, Many years of research experience



**KATRIN WINTERSTEIN**

**Head of Trading and Market Tracking**

Banker, M.A.



**MARTINA BERAN**

**Relationship Management**

Commercial scientist, many years of experience in account management



**DR. ANDREAS BUCHBENDER**

**Portfoliomanager**

PhD Molecular Biology



**PETRA SCHAFFER**

**Trading und Marktfolge**

Technical Assistant, Fund Administration



**FRANK HANNSTEIN**

**Relationship Management**

Many years of experience in various positions in the asset management industry



**STEFAN KRAFT**

**Head of Transaction Management, Risk Controlling & Fund Reporting**  
Economist

#### **SCIENTIFIC ADVISORY BOARD:**

**Prof. Dr. Thomas Zeller:** Head Physician Angiology at the University Heart Centre Freiburg-Bad Krozingen

**Prof. Dr. Karl-Christian Bergmann:** Head of Practical Research at the Institute for Allergy Research at the Charité in Berlin













**Prof. Dr. Andreas Rank:** Senior physician for internal medicine, haematology and oncology at the Augsburg University Hospital  
**Dr. Stefan Meyer:** former head global portfolio management, early pipeline „Oncology“ & „Neurology/Immunology“ at Merck KGaA

**Dr. Alexander To:** US-Healthcare-Analyst

# LEAPS IN MEDICINE

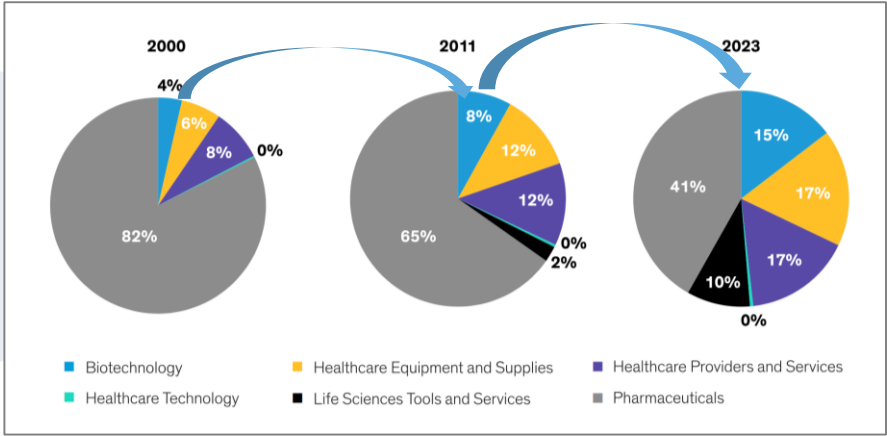
## CONVENTIONAL MEDICINE VS. BIOTECHNOLOGY

### DIFFERENCES BETWEEN CONVENTIONAL MEDICINE AND BIOTECHNOLOGY

	Conventional	Biotechnology
 chemical structure	 simple	 complex
 development process	 empirical screening	 Biotechnology
 fundamentals of research	 plants, microorganism, organisms	 RNA, DNA, hormones
 method of administration	 typically a pill	 typically an injection or infusion

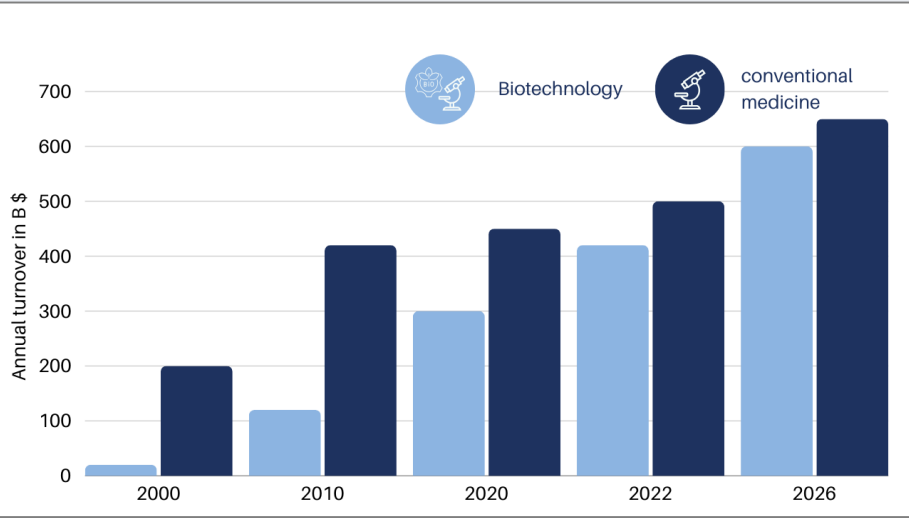
Source: Evaluate Pharma (2022), own illustration

### BIOTECH SHARE IN THE HEALTHCARE SECTOR



Source: MSCI and AllianceBernstein (AB)  
Status: 31.12.2000, 31.12.2011, 30.09.2023  
Past performance is no guarantee of future results. Figures may not add up due to rounding.

### SALES BY TECHNOLOGY AREA



Source: Evaluate Pharma (2022), own illustration

The proportion of therapies from **biotechnological research** is steadily increasing

# QUANTUM LEAPS IN MEDICINE

Promising Innovations

## CANCER/ ONCOLOGY

**New oncology therapies** increase chances of cure and prolong survival

## ORPHAN DISEASES

**Increasing number** of rare diseases treatable

## CARDIOMETABOLIC DISEASES

**Promising** new therapy options for the common diseases diabetes and obesity

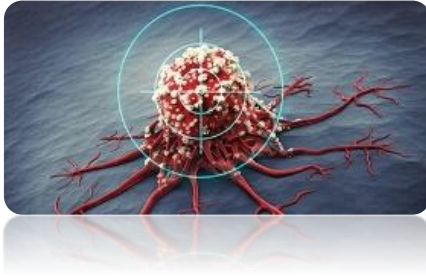
## AUTOIMMUNE DISEASES

Autoimmune diseases **are very common** and the need for new treatments is high

## CNS DISORDERS

**Great hopes for the future** lie in new therapeutic options for CNS diseases

### New Methods & Approaches



### PRECISION MEDICINE

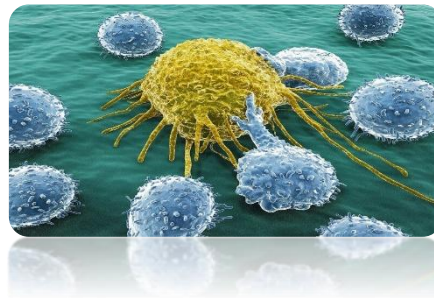
- ✓ Identification of individual genetic information ("biological markers") to decipher the mechanism of the tumor that drives cell growth.
- ✓ Using these analyses, a targeted therapy can be developed
- ✓ Maximizing the success of therapy through tailored treatment

### Chemotherapy



### IMMUNO-ONCOLOGY

- ✓ Use of the immune system to fight cancer
- ✓ Tumor cells use defense mechanisms to evade immune defenses and ensure their survival
- ✓ Cancer immunotherapy: Targeted elimination of tumor defense mechanisms and activation of the immune system



Drugs act unselectively on tumor

**Consequences:** Undifferentiated effect with sometimes considerable side effects.



## ONCOLOGY

Above-average growth

- ✓ > 10 years of double-digit growth
- ✓ Forecasts:
  - ✓ Expected increase of global spendings until 2028 to approx. **440 Bn. USD**
  - ✓ **>100** new drugs

### Global spending in billions of USD on cancer treatment

Within the next 5 years:

Expected increase in  
**expenditure by more than 100%:  
+224 bn. USD**



Sources: IQVIA Institute, Global Use of Medicine - Outlook to 2028, January 2024; own illustration  
Past performance is no guarantee and no indicator of future performance.

## When is a disease rare?

- A disease is considered rare if it affects less than 200.000 (US) or less than 1:2000 (EU) individuals

*„Rare diseases are rare,  
but rare disease patients  
are numerous“*

## Prevalence of rare diseases

- Approx. **300 million** affected worldwide (50% of them children))
- **30%** die before reaching their 5th birthday
- Approx. **7.000** rare diseases (only **5%** treatable)



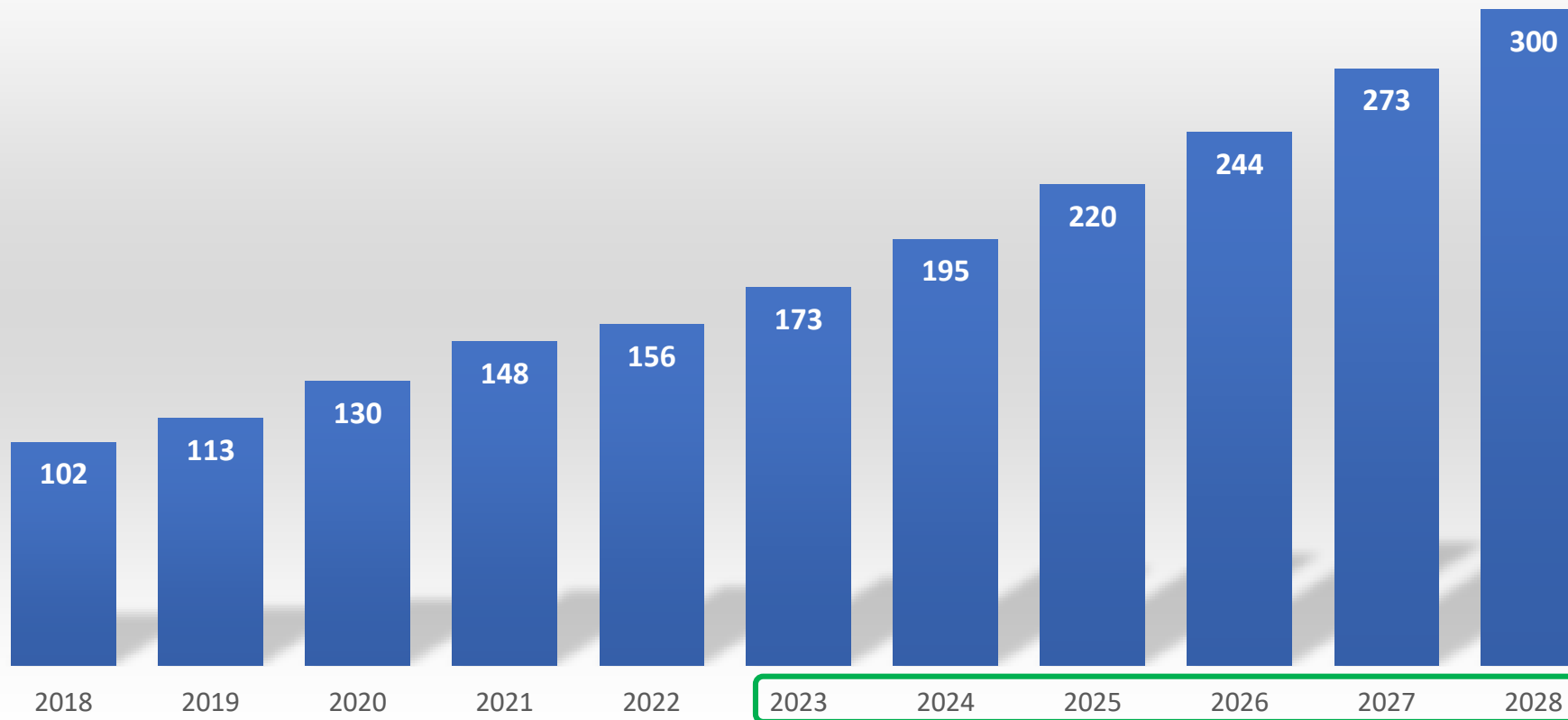
**In four of the last five years,** the FDA has approved **more drugs for rare diseases** than for their non-rare counterparts



**Gene therapy** approaches as a source of hope



### Global orphan drug sales in USD billion (2018 - 2028E)



**Orphan** drugs sales growth:

**12%** annually vs. 7.0% for other drugs

**Share of total turnover:**

from approx. 13% (2018) to approx. **20%** (2028) expected

Source: Evaluate Pharma, March 2023; Graph own representation

## What are cardiometabolic diseases?

- Cardiac calcifications, heart attacks, strokes & co.
- **Risk factors:** diabetes, obesity, high blood pressure, unhealthy diet, inactivity, smoking, etc.

## Prevalence of cardiometabolic diseases

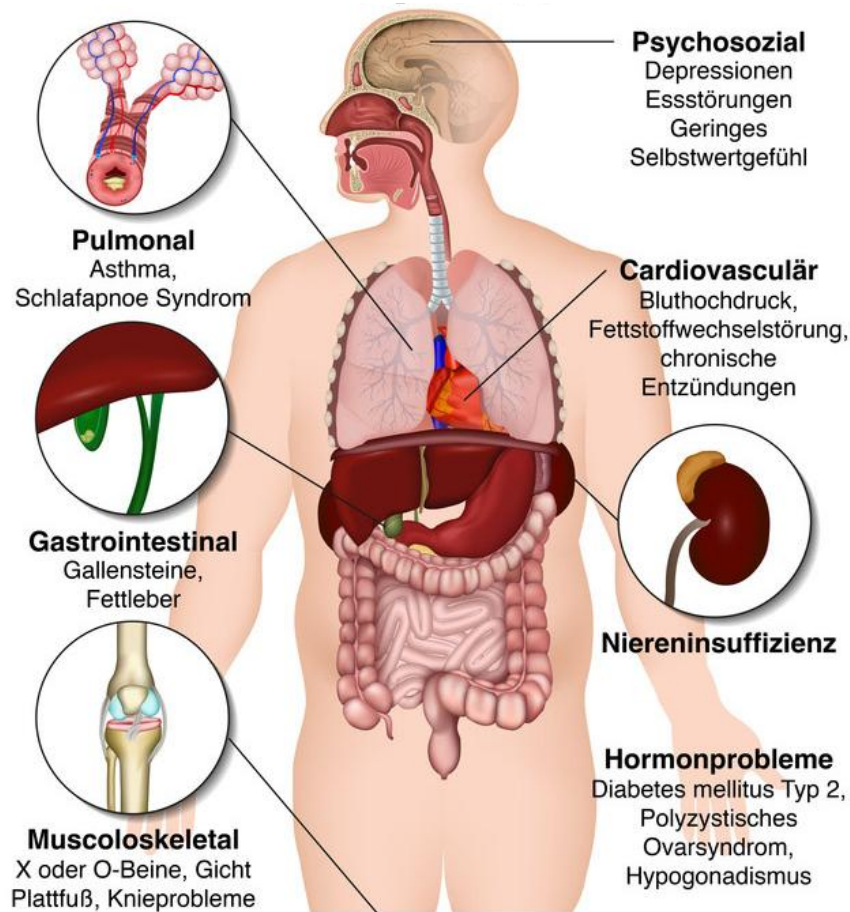
- Cardiovascular diseases are among the leading **causes of death worldwide**
- **Risk factors** can be influenced and open up great potential for prevention



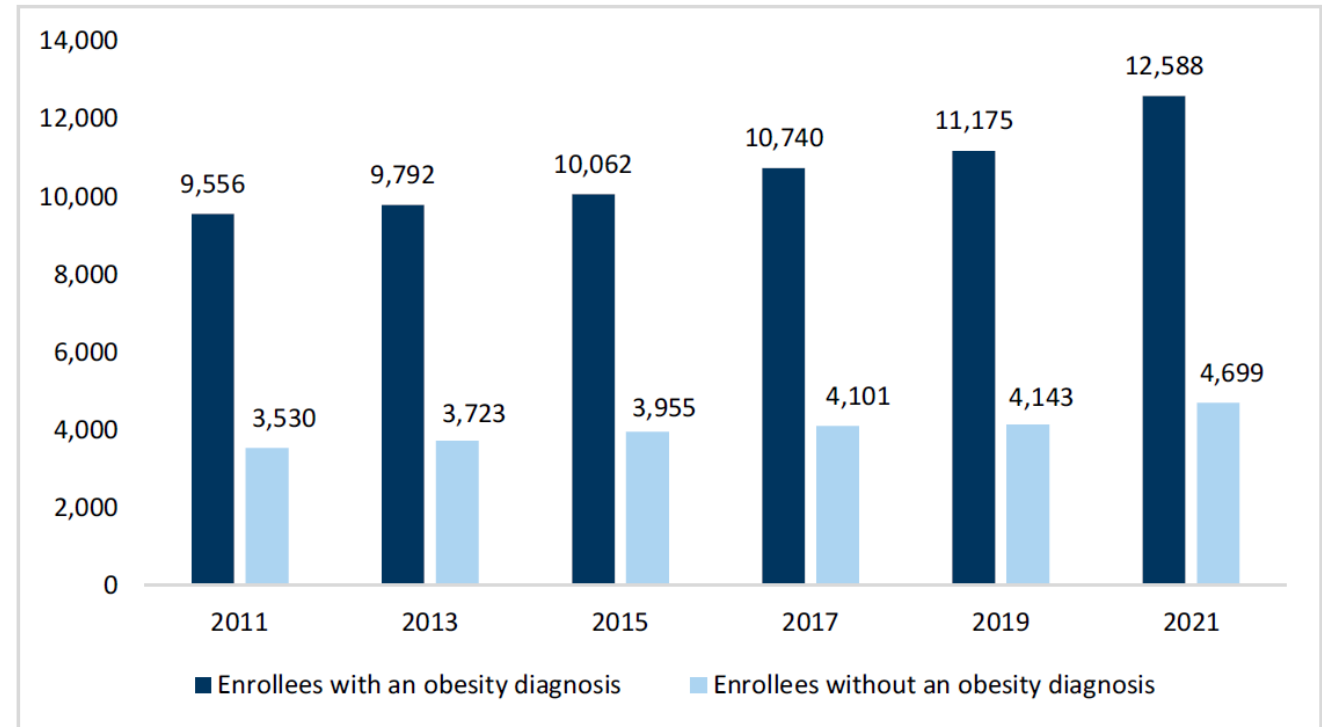
In addition to many existing therapeutic approaches and behavioural changes, **new drug treatments for obesity** are a beacon of hope.



### Consequences of obesity



### Average annual healthcare expenditure for US health insurance policyholders with and without obesity diagnosis, 2011-2021 (USD)



Source: *Obesity: A Review of the Basics*, Goldman Sachs Investment Research 2023

Source : <https://adipositas-muenchen.de>, Accessed on: 19.10.2023

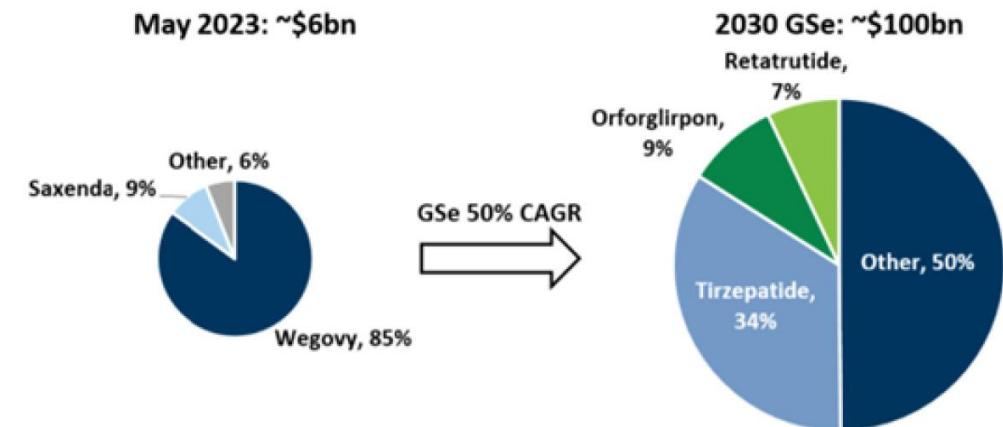
### The obesity market is still largely untapped



Source: Piper Sandler Research, BioInsights: Why We're Overweight On Obesity; 2023

### Market potential for obesity therapeutics – Growth forecast to 100 bn. USD in 2030

Exhibit 7: We project the global chronic weight management market will grow to ~\$100bn in 2030



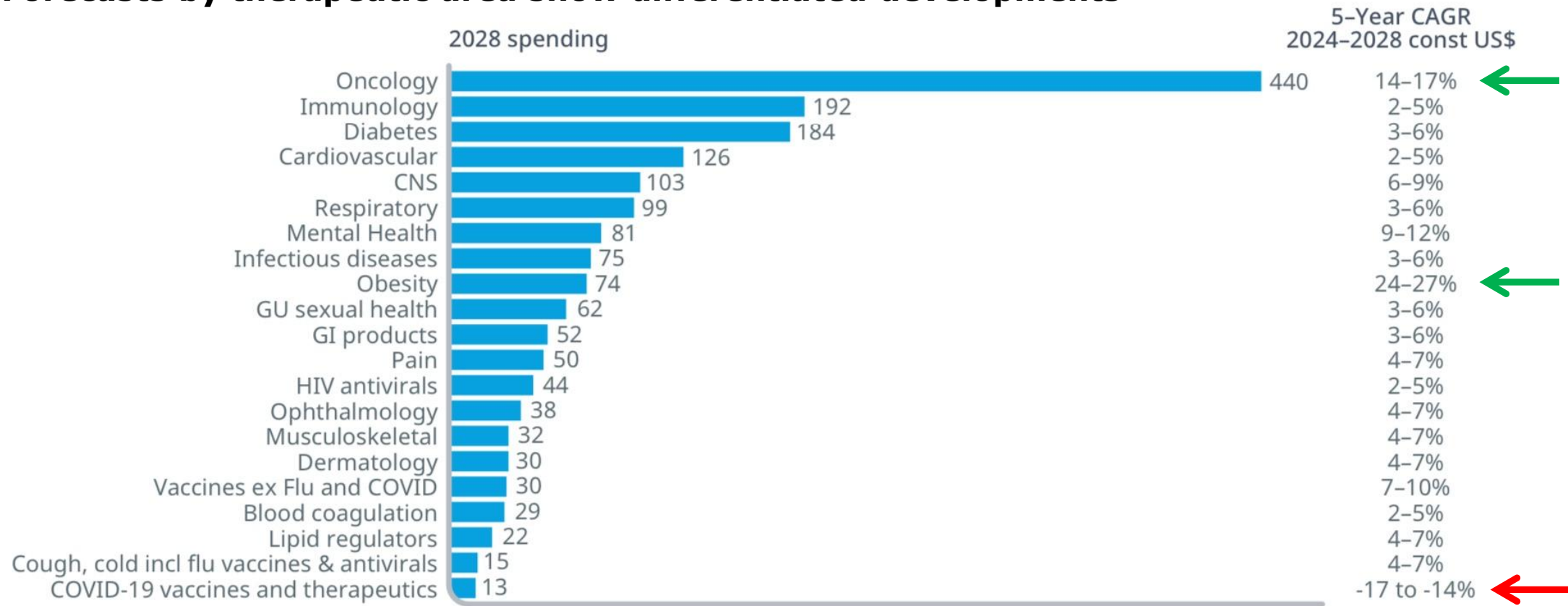
\*Not to scale

Source: Company data, Goldman Sachs Global Investment Research

Source: Obesity: A Review of the Basics, Goldman Sachs Investment Research; 2023

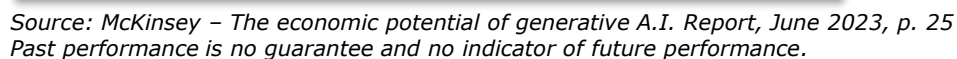


### Global drug expenditure total growth until 2028: Forecasts by therapeutic area show differentiated developments



Source: IQVIA Institute – Global Use of Medicines 2024 (January 2024), page 4 and 44, picture 37  
Past performance is no guarantee and no indicator of future performance.

... with **highest growth rates** with regard to drug expenditures



# The economic potential of generative A.I. Report

June 2023

*„Accelerating the selection of proteins and molecules suitable as candidates for new drug formulations“*



Development of a drug:

**2.300.000.000 \$**

average development costs

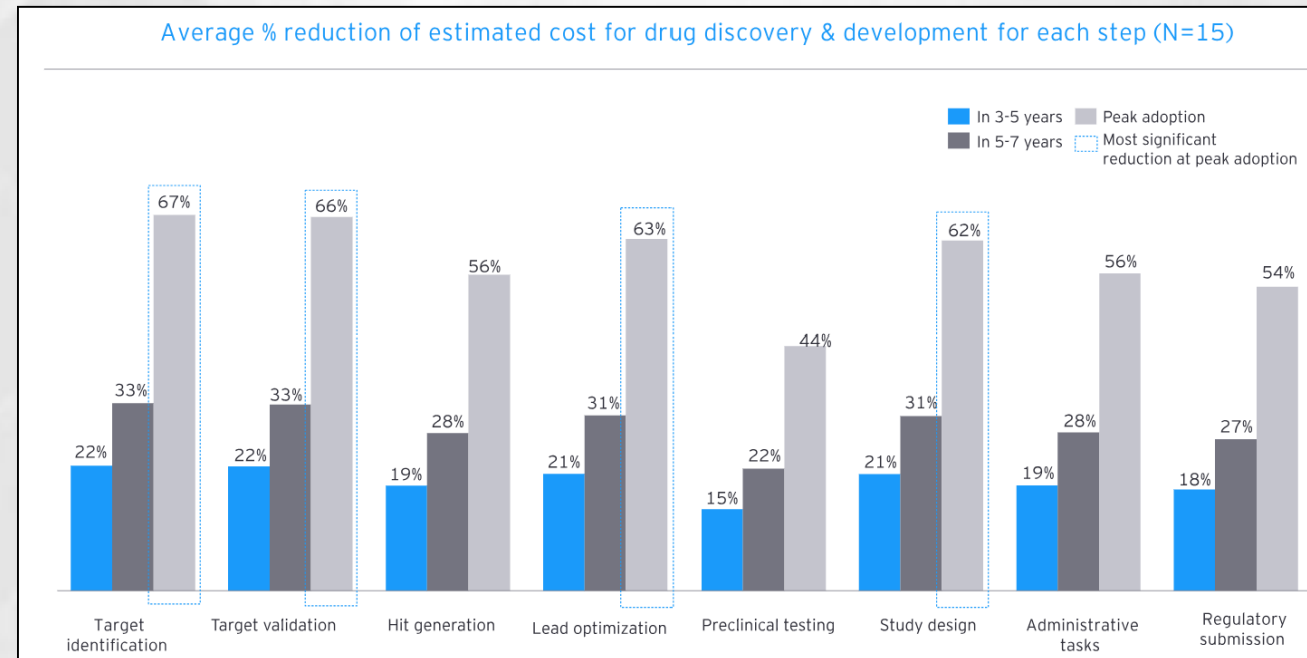
**12-13 years**

average development time

Use of AI in drug  
development:

minimum

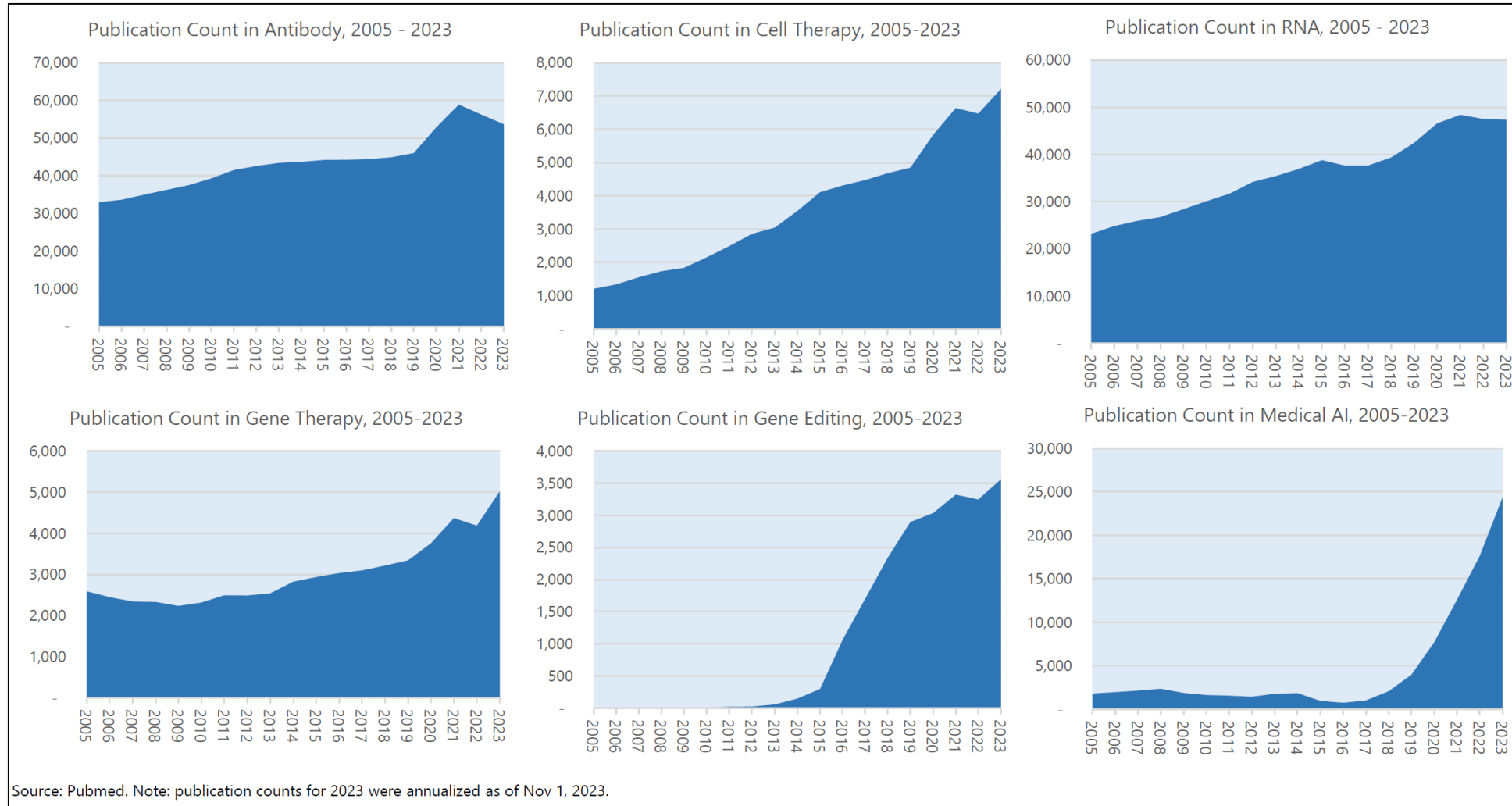
**25% to >60%**  
time and cost savings



Source: [https://www.ey.com/en\\_us/life-sciences/how-pharma-can-benefit-from-using-genai-in-drug-discovery](https://www.ey.com/en_us/life-sciences/how-pharma-can-benefit-from-using-genai-in-drug-discovery); accessed on: 07.03.2024  
Past performance is no guarantee and no indicator of future performance.



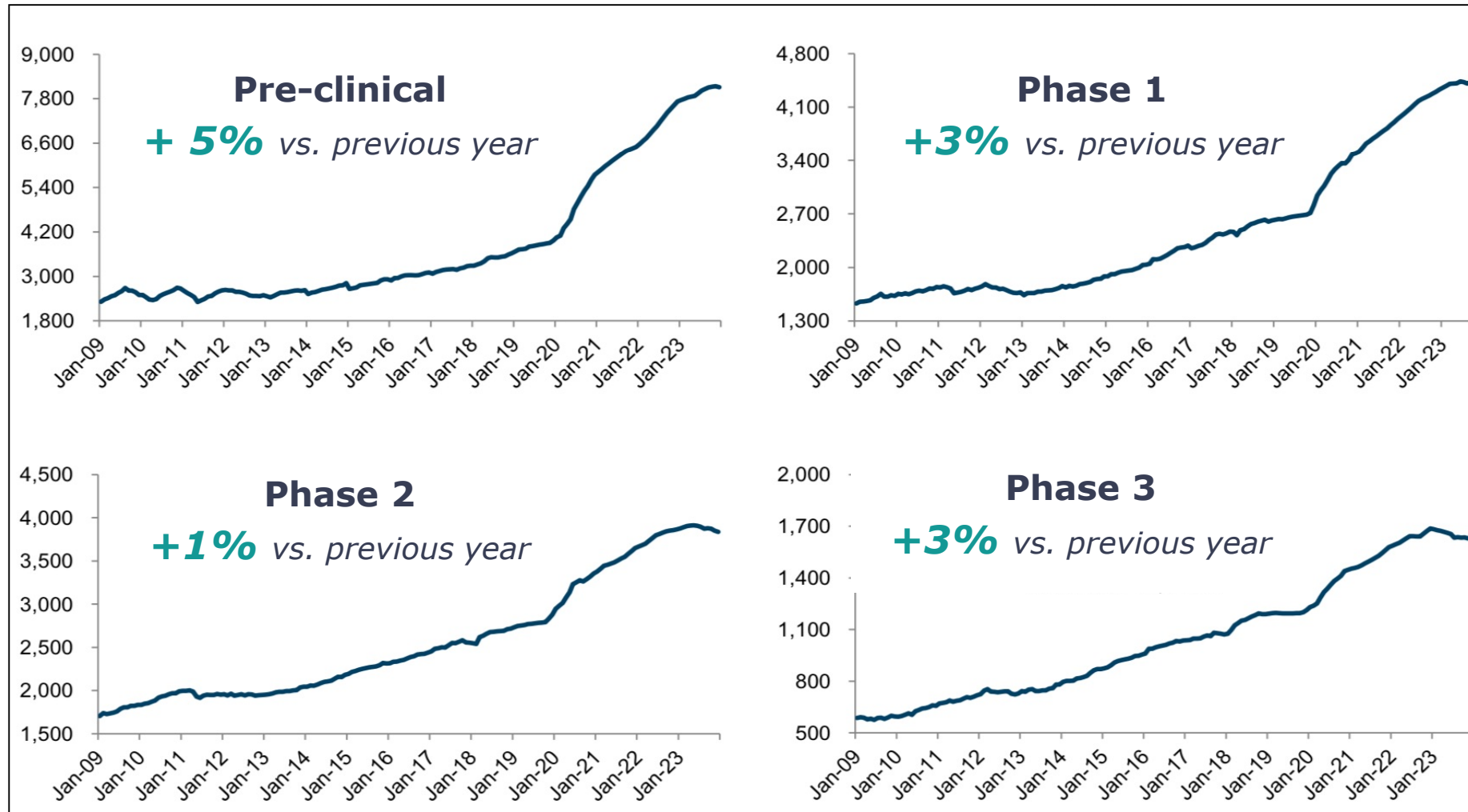
### The pace of innovation is increasing: Research publications on new innovative technologies are growing rapidly



Source: Stifel (Healthcare) – Why Invest in Biotech? as of 23.11.2023  
Past performance is no guarantee and no indicator of future performance.

### The pace of innovation is increasing :

The programmes in the pre- and clinical development phases have also been growing strongly for years

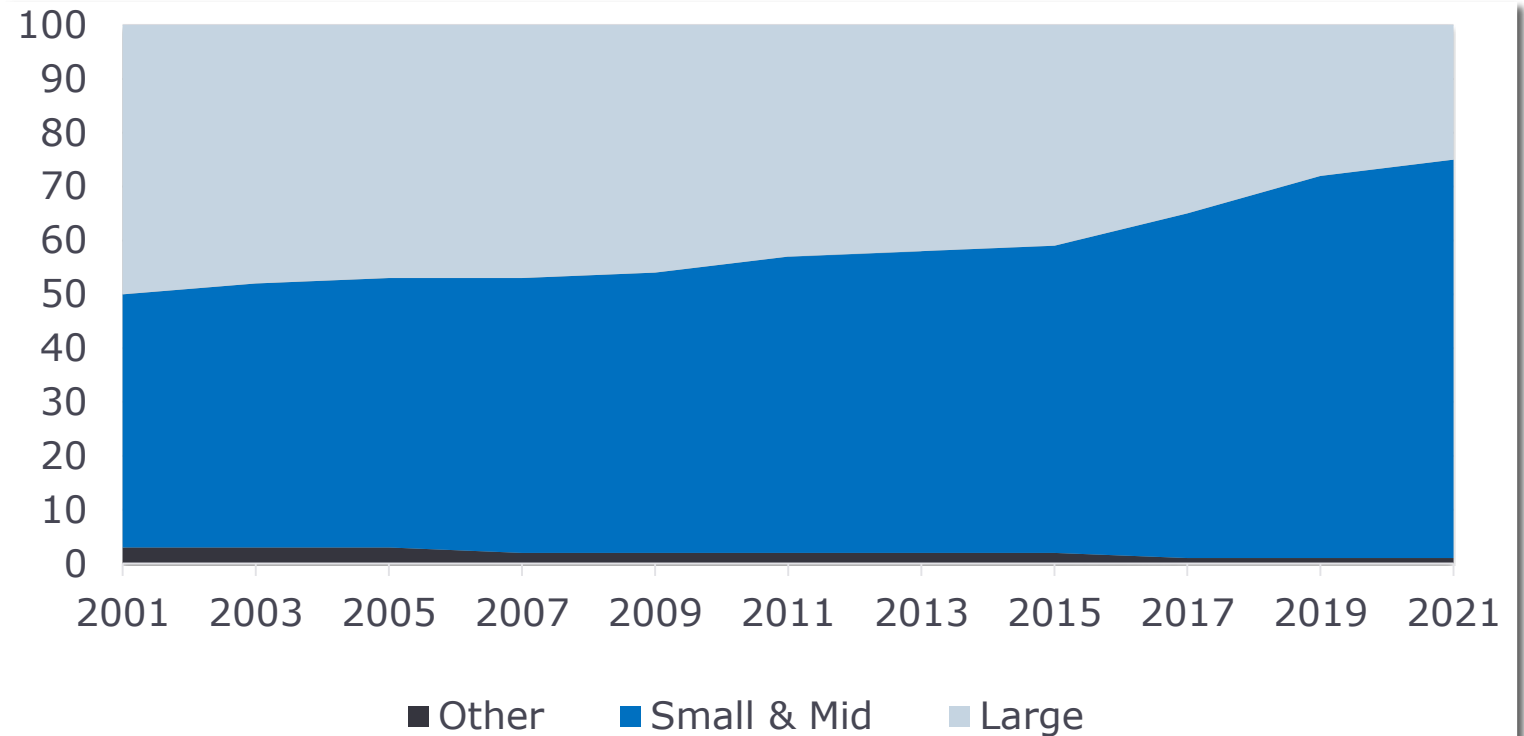


Source: William Blair Equity Research Healthcare 12.01.24 page 5; as of 31.12.2023  
Past performance is no guarantee and no indicator of future performance.

**> 70%** of the global clinical pipeline are developed by small and mid caps

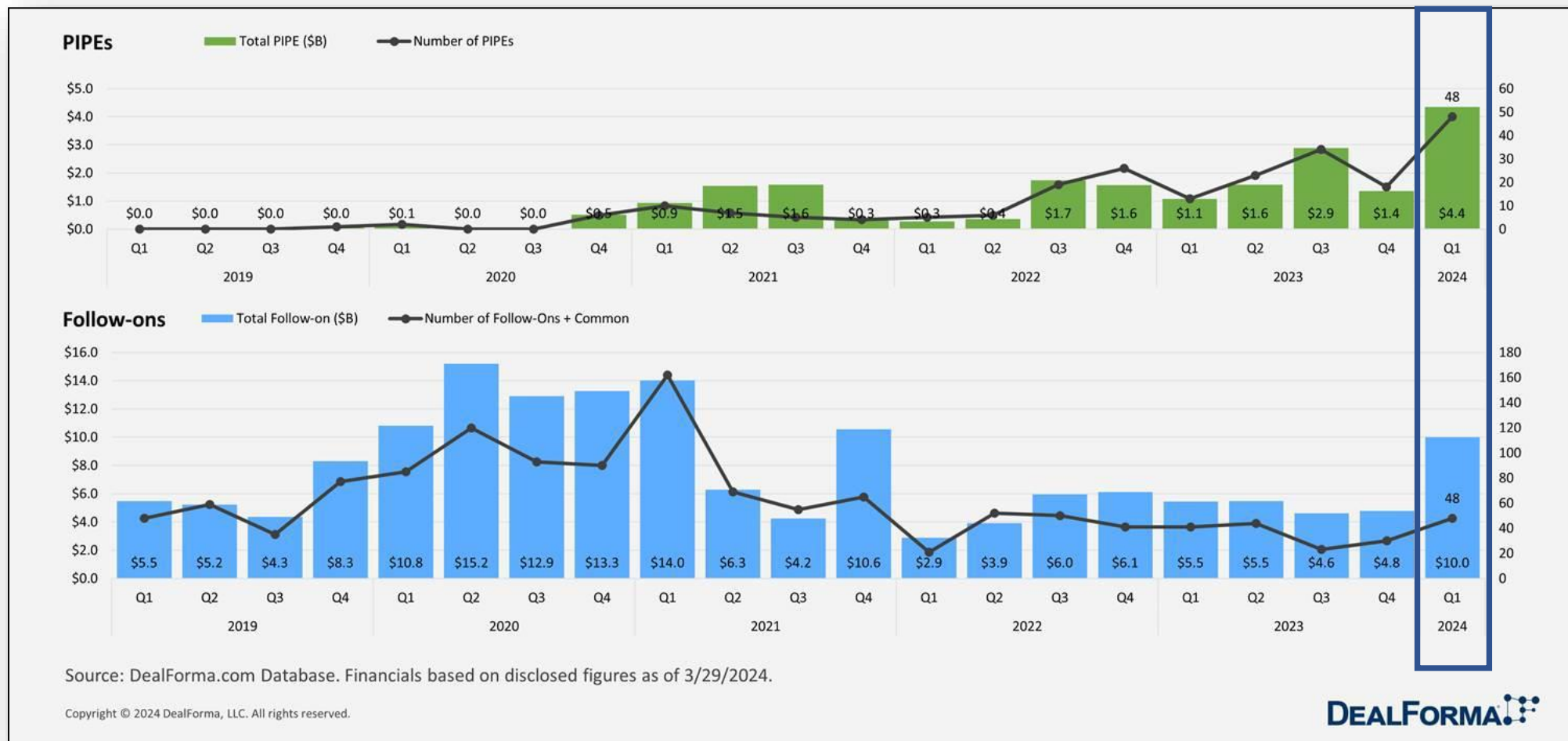
WHY SMALL AND MID CAPS?

**SMALL COMPANIES  
PARTICULARLY STRONG  
IN INNOVATION**



Source: IQVIA Institute Global Trends in R&D, Feb. 2022. Page 53 fig. 41 and Page 55 fig. 43 / Own representation

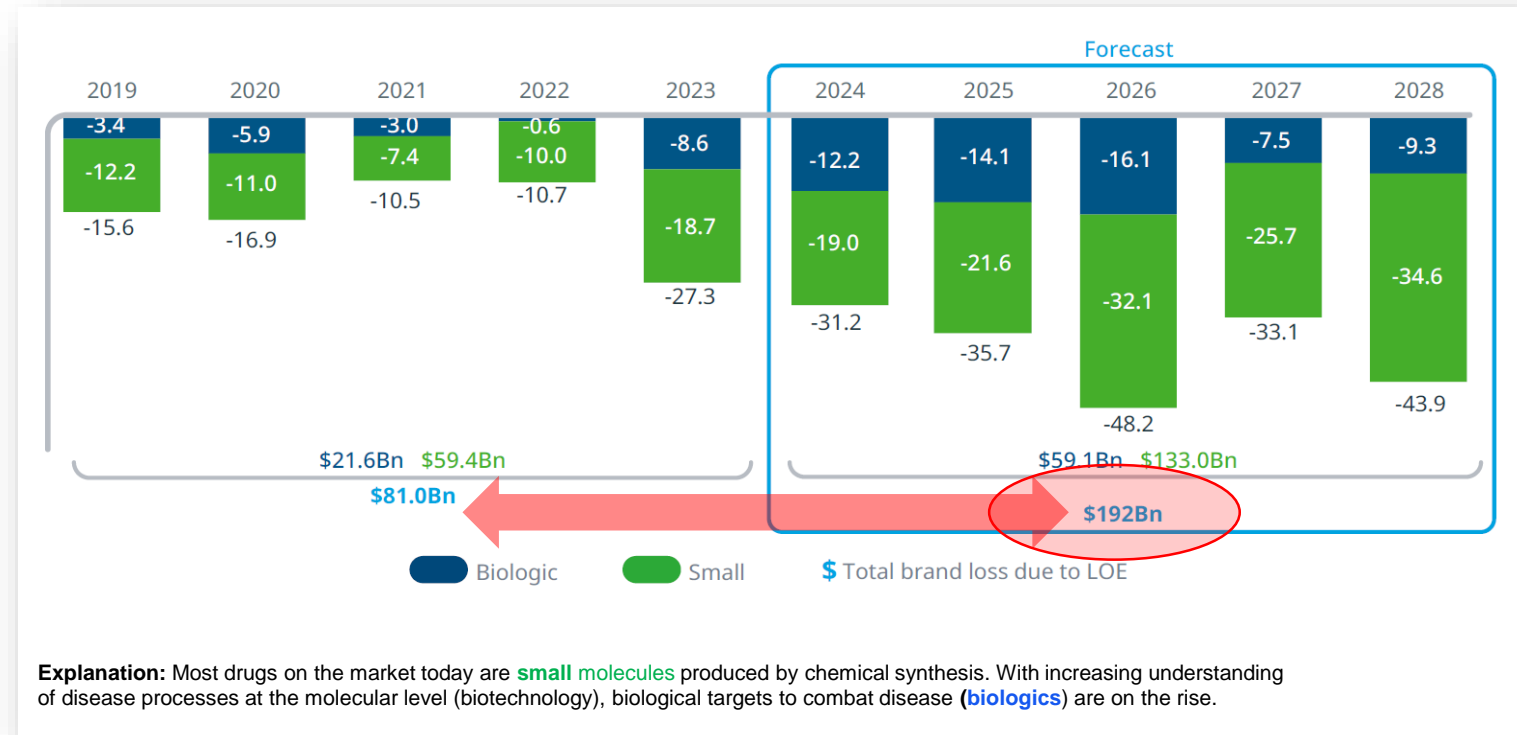
**Focus on young innovators with high growth potential**



**Good start in 2024:**  
 14,4 bn. USD equity inflow in the first quarter 2024  
 Historically highest volume of PIPE-deals in one quarter



Annual sales threatened by patent expiries in the next 5 years  
**>190 bn. USD** in the 10 leading industrialised nations



Source: IQVIA Report Global Use of Medicines 2024 – Outlook to 2028; January 2024

The pharmaceutical industry has little choice but to **increasingly take over biotech companies** in order to replace products that it cannot and does not want to manufacture itself.

# BIOPHARMA IN FOCUS

## INNOVATION PRESSURE AT BIGPHARMA

„A storm is coming": huge patent expirations in the coming years (2022-2029).



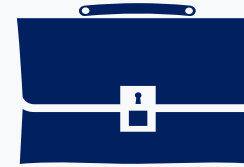
\* 2021 Global Sales

## What to do?

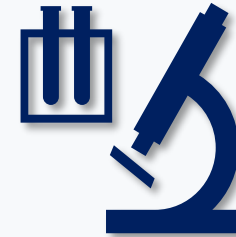
**License products**



**Acquire companies with  
innovative products**



**Increase own research  
expenditure**



# BIOPHARMA IN FOCUS

## ORIGIN OF MOST IMPORTANT PHARMA PRODUCTS

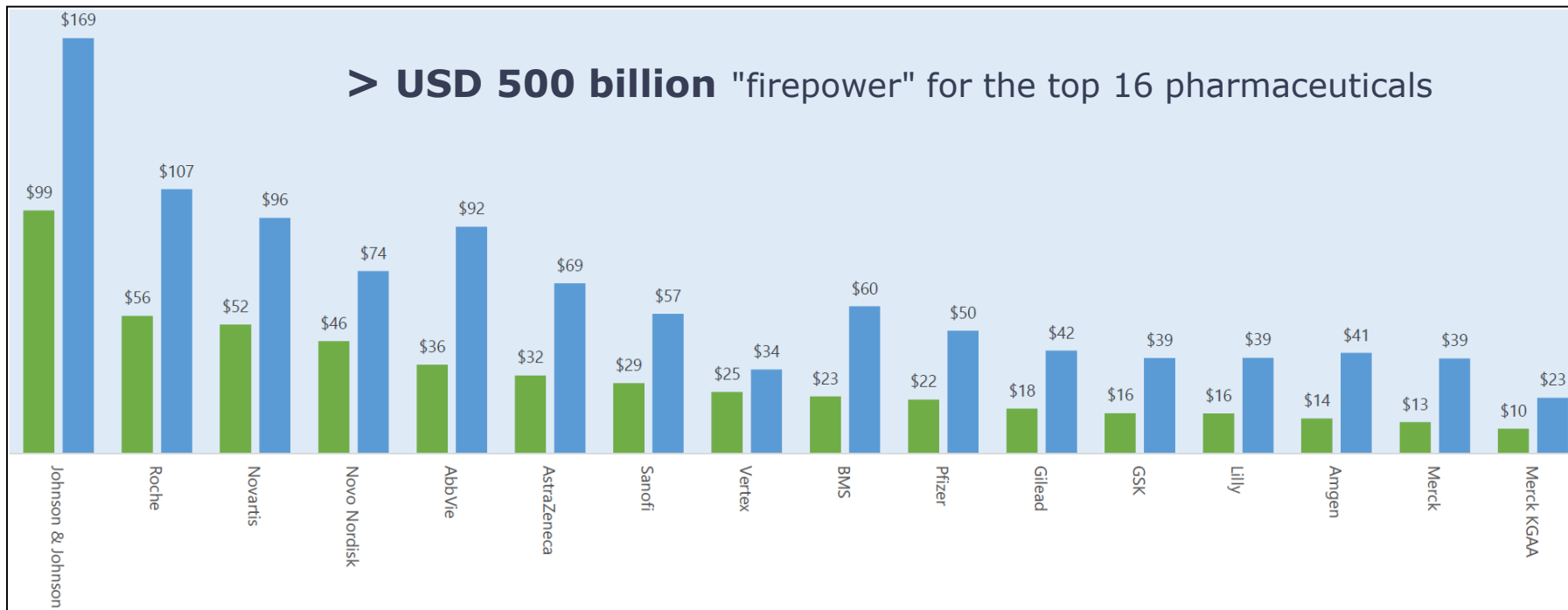
Origin of Key Pharma Products (Ranked by FY22 Sales)

Key Products														
#1 Product	Humira	Enbrel	Tagrisso	Eliquis	Trulicity	Biktarvy	Shingrix	Stelara	Keytruda	Cosentyx	Ozempic	Comirnaty	Ocrevus	Dupixent
#1 Source	Acquired	Acquired	Organic	Acquired	Organic	Acquired	Organic	Acquired	Acquired	Organic	Organic	Licensed	Licensed	Licensed
#2 Product	Botox	Otezla	Farxiga	Revlimid	Verzenio	Veklury	Xevudy	Darzalex	Gardasil	Entresto	Novorapid	Paxlovid	Perjeta	Flu Vaccine
#2 Source	Acquired	Acquired	Licensed	Acquired	Organic	Organic	Licensed	Licensed	Licensed	Organic	Organic	Organic	Organic	Organic
#3 Product	Skyrizi	Repatha	Imfinzi	Opdivo	Taltz	Genvoya	Triumeq	Invega	Lagevrio	Promacta	Tresiba	Eliquis	Hemlibra	DTaP vaccine
#3 Source	Licensed	Organic	Organic	Acquired	Organic	Acquired	Organic	Licensed	Licensed	Acquired	Organic	Licensed	Licensed	Organic
#4 Product	Imbruvica	Kyprolis	Lynparza	Pomalyst	Jardiance	Descovy	Trelegy	Imbruvica	Januvia	Gilenya	Victoza	Prevnar	Tecentriq	Lantus
#4 Source	Acquired	Acquired	Acquired	Acquired	Licensed	Acquired	Licensed	Licensed	Organic	Organic	Organic	Acquired	Organic	Acquired
#5 Product	Rinvoq	Neulasta	Symbicort	Orencia	Humalog	Harvoni	Nucala	Tremfya	Simponi	Tasigna	Rybelsus	Ibrance	Actemra	Aubagio
#5 Source	Organic	Organic	Organic	Acquired	Organic	Acquired	Organic	Organic	Licensed	Organic	Organic	Acquired	Licensed	Acquired
% Acquired / Licensed	80.0%	60.0%	40.0%	100.0%	20.0%	80.0%	40.0%	80.0%	80.0%	20.0%	–	80.0%	60.0%	60.0%

**The purchase of therapies and companies is a key growth factor**

### Reasons for expected increase in number of takeovers

- **Patent cliff and rebate obligation (IRA)** leads to high demand for big pharma/biotech to fill up pipelines
- **Low valuation levels** of small and mid Caps
- **Historically high liquidity reserves** at a large number of large cap companies



Definition:

- **Comfortable financial strength:** Amount of debt that a company can take on with a current EBITDA in order to achieve a net debt/EBITDA ratio of 3x.
- **stretched financial strength:** Would bring a company to a net debt/EBITDA ratio of 5x.

Source: Stifel (Healthcare) – Why Invest in Biotech? as of 23.11.2023  
Past performance is no guarantee and no indicator of future performance.

# OUR FUND: MEDICAL BioHEALTH

## ACQUISITIONS OF PORTFOLIO COMPANIES

Year	Date	Share/Name	Buyer	Bonus	Weighting	Domain
2022	19.01.2022	Zogenix	UCB	66% <sup>1</sup>	1,00%	Orphan
	13.04.2022	Sierra Oncology	GlaxoSmithKline	39%	0,84%	Oncology
	13.04.2022	Antares Pharma	Halozyme Therapeutics	49%	0,65%	Administration
	10.05.2022	Biohaven Pharma	Pfizer	79%	1,71%	Migrains
	03.06.2022	Turning Point	Bristol-Myers Squibb	122%	0,90%	Oncology
	11.07.2022	La Jolla Pharma	Innoviva	70% <sup>3</sup>	0,07%	Cardiovasc.
	04.08.2022	ChemoCentryx	Amgen	116%	0,79%	Orphan
	08.08.2022	Global Blood Therapeutics	Pfizer	90% <sup>4</sup>	0,92% <sup>4</sup>	Orphan
	22.08.2022	Aerie Pharmaceuticals	Alcon	37%	1,24%	Eyes
	24.10.2022	Myovant Sciences	Sumitovant Biopharma	50% <sup>5</sup>	1,36% <sup>5</sup>	Oncology
2023	07.11.2022	Oyster Point Pharma	Viatis	31% <sup>1</sup>	0,30%	Eyes
	09.01.2023	Albireo Pharma	Ipsen	84% <sup>1</sup>	1,80%	Orphan
	19.01.2023	Concert	Sun Pharma	16% <sup>1</sup>	0,68%	Autoimmune
	13.03.2023	Provention Bio	Sanofi	273%	0,42%	Autoimmune
	13.03.2023	Seagen	Pfizer	33%	3,04%	Oncology
	18.04.2023	Bellus Health	GlaxoSmithKline	103%	1,00%	Respiratory
	01.05.2023	Iveric Pharma	Astellas Pharma	22%	1,07%	Eyes
	10.05.2023	CTI BioPharma	Sobi	98%	0,95%	Oncology
	06.06.2023	Paratek Pharmaceuticals	Gurnet Point Capital & Novo Holdings	41% <sup>1/4</sup>	0,26% <sup>4</sup>	Antibiotics
	12.06.2023	Chinook	Novartis	67% <sup>1</sup>	0,69%	Orphan
	28.07.2023	Reata Pharmaceuticals	Biogen	58%	2,34%	CNS
	03.10.2023	Point BioPharma	Eli Lilly	87%	0,41%	Oncology
2024	30.11.2023	ImmunoGen	AbbVie	95%	2,72%	Oncology
	08.01.2024	Ambrx BioPharma	Johnson & Johnson	105%	0,50%	Oncology
	12.02.2024	CymaBay	Gilead	27%	3,86%	Orphan
	19.03.2024	Fusion Pharma	AstraZeneca	97% <sup>1</sup>	0,36%	Oncology
	29.04.2024	Deciphera Pharmaceuticals	ONO Pharmaceuticals	75%	0,79%	Oncology

**33 acquisitions** of portfolio companies in the last 3.5 years

Young **innovation leaders** in the focus of M&A deals

Continued **high level of funds** for large caps

Takeovers create **added value** in the fund  
=> performance contribution:

- **2021:** 1.01%
- **2022:** 9.42%
- **2023:** 12.57%

### An interdisciplinary team enables:

- ✓ **Biotech:** Identify "real" innovation
- ✓ **Pharma:** Identify which companies need "innovation buy-in" in which therapeutic areas

<sup>1</sup> plus right of rectification in the event of product success (CVR)

<sup>2</sup> Offer in cash and shares

<sup>3</sup> based on the volume-weighted average share price on the 30 days prior to announcement of the takeover

Past performance is no guarantee and no indicator of future performance.

<sup>4</sup> Share price increase since the start of the takeover rumors; Weight before start of the takeover rumors

<sup>5</sup> Price increase/weighting since the last trading day prior to the first non-binding takeover bid



# OUR FUND: MEDICAL BioHEALTH

## UNDERVALUATION BASED ON PEAK SALES



Company	Potential annual Peak Sales.*	Current Market Capitalisation*	Therapy Area	Product Status
<b>Moonlake</b>	> 3,5 bn. USD	2,9 bn. USD	Autoimmune diseases	Admission process
<b>Ascendis</b>	> 5 bn. USD	8,4 bn. USD	Orphan	On the market
<b>Bridgebio</b>	> 5 bn. USD	6,0 bn. USD	Cardiovascular	On the market
<b>ANI Pharmaceuticals</b>	> 700 mn. USD	1,4 bn. USD	Orphan	On the market
<b>Ionis</b>	> 4 bn. USD	6,6 bn. USD	Orphan	On the market
<b>Mirum</b>	> 750 mn. USD	1,3 bn. USD	Orphan	On the market
<b>Springworks</b>	> 1 bn. USD	3,6 bn. USD	Oncology	On the market
<b>Lantheus</b>	> 3,4 bn. USD	4,5 bn. USD	Oncology	On the market and profitable
<b>Crinetics</b>	> 1 bn. USD	2,7 bn. USD	Endocrinology	Admission process
<b>Cymabay</b>	> 1 bn. USD	3,7 bn. USD	Metabolic Diseases	Admission process
<b>89bio</b>	> 1 bn. USD	1,1 bn. USD	Metabolic Diseases	Admission process
<b>Valneva</b>	> 1 bn. USD	492 mn. USD	Infectious Diseases	On the market
<b>Cogent</b>	> 2 bn. USD	727 mn. USD	Oncology	Zulassungsprozess
<b>Insmed</b>	> 2 bn. USD	4,1 bn. USD	Infectious Diseases	On the market

\*Sources: Visible Alpha, William Blair, Evercore, Cowen, Leerink, LSEG, own research, presentation Medical Strategy, as of 29.02.2024

Examples for companies with a valuation  $\leq 2 - 2,5x$  of potential annual peak sales

As of 13.2.24; Takeover announcement by Gilead on 14.2.2024 for **4,3 bn. USD**

**~50% of the portfolio is invested in stocks with a valuations of less than 2 - 2.5x peak sales. Based on our assumptions, a fair valuation is around 4x.**

Drug development is associated with risks. This presentation is for information purposes only and does not constitute a public offer, recommendation, advice or solicitation to buy or sell the securities mentioned or fund shares. It is not a financial analysis and therefore does not have to meet all legal requirements for the impartiality of financial analyses.

# OUR FUND: MEDICAL BioHEALTH

## OUR INVESTMENT PROCESS



✓ **The right company (stock picking), at the right price (valuation), at the right time (exploiting volatility).**

✓ **Qualitative analysis is the core of due diligence**

\* Scientific advisory board: Prof. Dr. med. Peter Hohenberger, Prof. Dr. med. Manfred Weber, Prof. Dr. med. Thomas Zeller



## Degree of innovation

New standards

*First in Class,  
Best in Class*



## Development status

Product close to the market

*Proof of Concept*



## Management & Financing

Experience  
and  
sufficient cash  
for development

*Biotech companies are largely  
financed by equity capital*



## Valuation

Above-average growth  
potential through  
successful product  
development

**Qualitative and scientific analysis** forms the core of due diligence

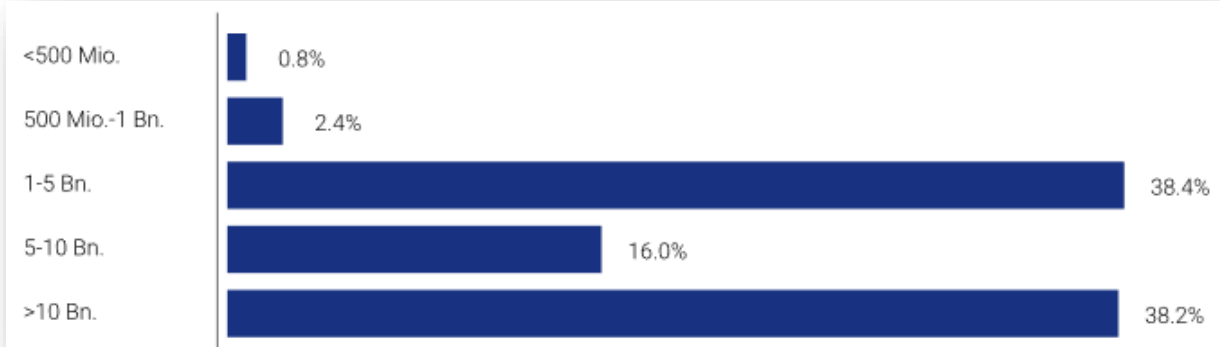
OUR FUND:  
**MEDICAL  
BioHEALTH**  
*INSTITUTIONAL  
SHARE CLASS*

THE MOST  
IMPORTANT  
IN BRIEF

Sector allocation



Allocation by market cap



Currency allocation



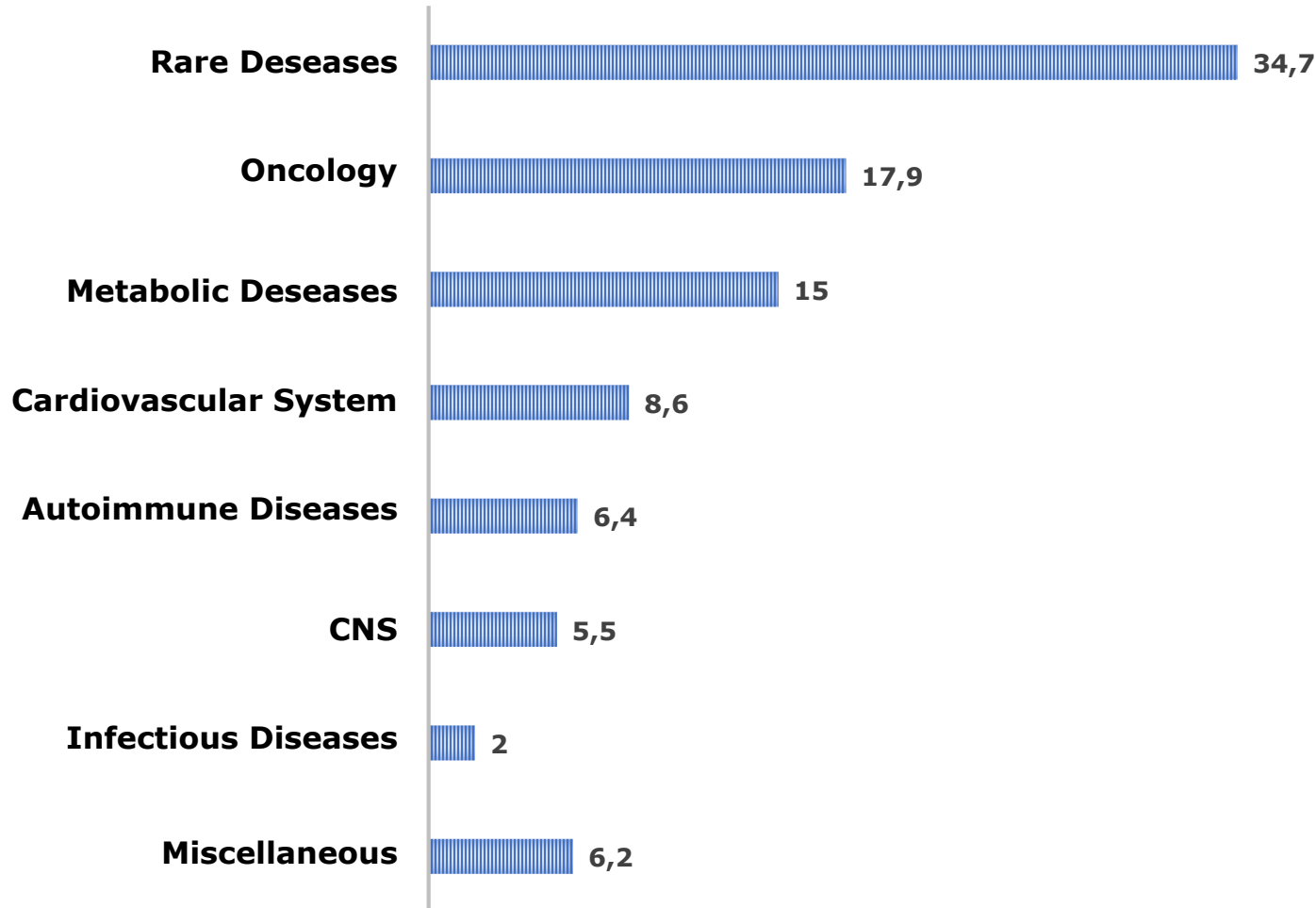
Source: anevis solutions GmbH / Medical Strategy GmbH, as of 30.09.2024  
Past performance is no guarantee and no indicator of future performance. Please note: The distribution may vary over time.

# OUR FUND: MEDICAL BIOHEALTH

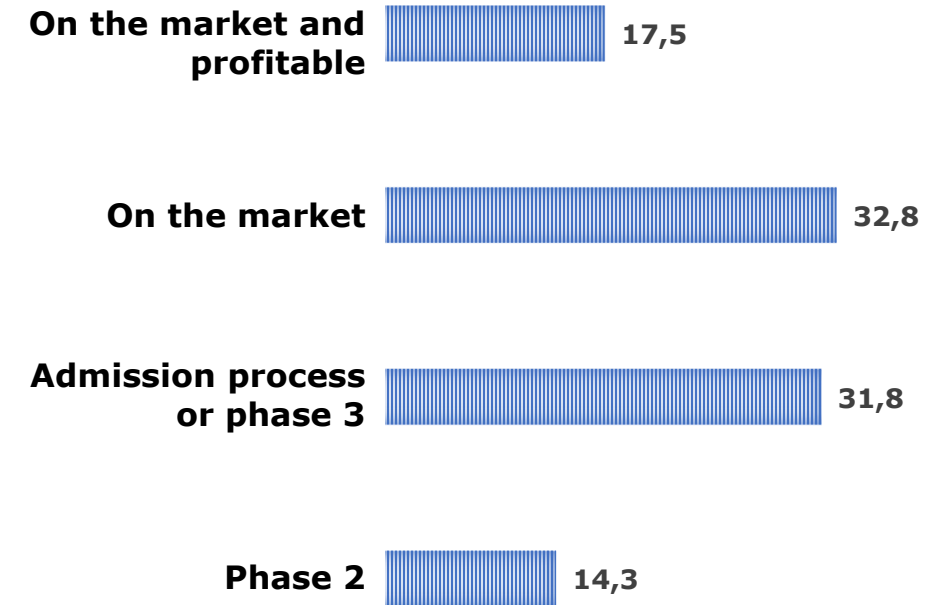
## ALLOCATION OF THERAPIES & DEVELOPMENT STATUS



### Therapy Area (in %)



### Development Status of the Companies (in %)



OUR FUND:  
**MEDICAL  
BioHEALTH**  
INSTITUTIONAL  
SHARE CLASS

PERFORMANCE  
OVERVIEW

Indexed performance  
over the last 10 years  
(in %)



Source: anevis solutions GmbH, as of 30.09.2024

	YTD	1 year	3 years	3 years p.a.	5 years	5 years p.a.	10 years	10 years p.a.
Performance (gross, in %)	7.9%	20.3%	11.6%	3.7%	54.7%	9.1%	171.6%	10.5%

	YTD	1 year	3 years	5 years	10 years
Volatility	20.6%	23.3%	27.4%	27.5%	24.3%

The fund share class was launched on 30 October 2000.  
Source: anevis solutions GmbH / Hauck Aufhäuser Lampe, as of 30.09.2024

Additional share class available: USD hedged

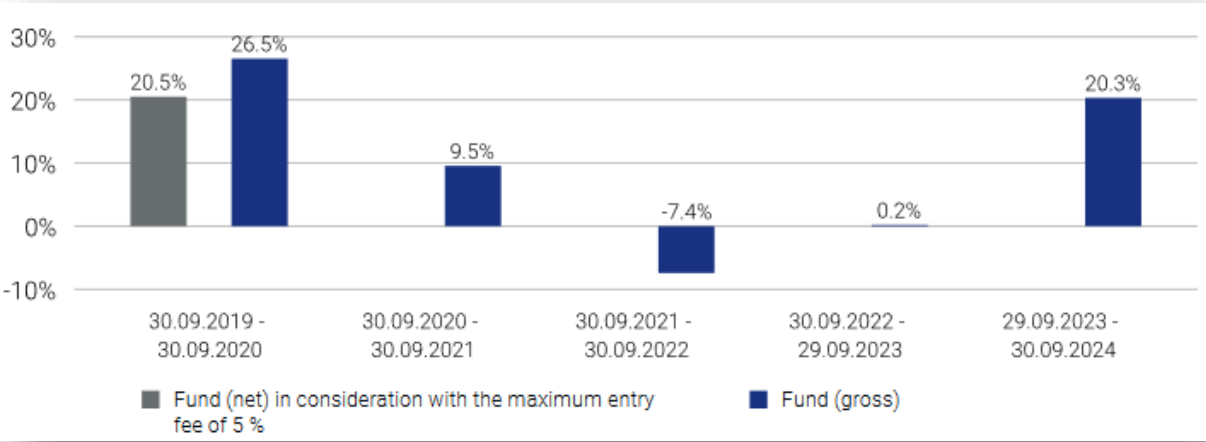
Source: anevis solutions GmbH / Hauck Aufhäuser Lampe; Past performance is not a guarantee of future results; Price indices in EUR/For calculating index performance and currency conversion, the previous day's closing rates were used. As the fund is primarily invested in North America, this accounts for the time lag.) Hauck & Aufhäuser Fund Services S.A.. Fund: Performance calculation based on the gross fund performance (BVI method). The initial sales charge (for investment and reinvestment) was not taken into account and individual costs such as custodian fees were not included. Performance would be lower if the initial sales charge and custodian fee were included. Please note: The distribution may vary over time.



OUR FUND:  
**MEDICAL  
BioHEALTH**  
INSTITUTIONAL  
SHARE CLASS

PERFORMANCE  
OVERVIEW

Annual performance of  
the last 5 years as  
rolling barchart  
gross & net (in %)



Source: anevis solutions GmbH, as of: 30.09.2024

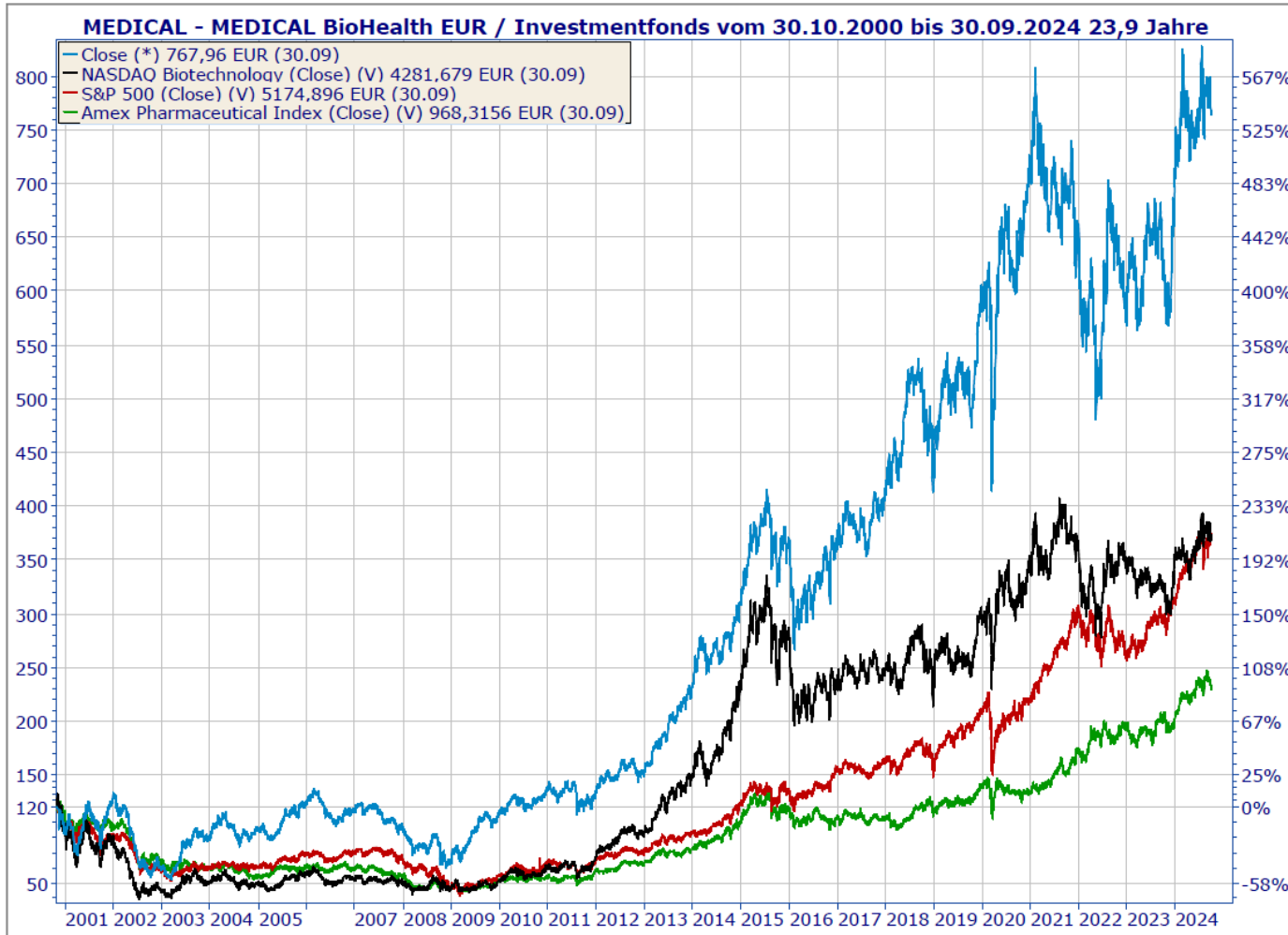
Monthly performance overview

	Jan	Feb	March	April	May	June	July	Aug	Sep	Oct	Nov	Dec	Year
2019	11.9 %	8.7 %	2.5 %	0.2 %	-2.5 %	2.7 %	3.0 %	-3.9 %	-3.1 %	2.6 %	11.9 %	4.8 %	44.1 %
2020	-2.4 %	-3.0 %	-12.1 %	24.2 %	5.6 %	1.0%	-5.1 %	-2.5 %	3.3 %	2.3 %	7.7 %	1.4 %	17.5 %
2021	5.6 %	-2.3 %	-2.4 %	-0.3 %	-4.2 %	4.9 %	- 5.4 %	4.3 %	-1.4 %	0.9 %	- 7.4 %	0.1 %	-8.3 %
2022	-12.4 %	2.3 %	3.6 %	-5.7 %	-8.3 %	9.3 %	8.6 %	6.9 %	-2.7 %	1.7 %	-6.9 %	-1.0 %	-7.2 %
2023	4.6 %	-0.3 %	-7.7 %	2.3 %	7.2 %	2.8 %	5.3 %	-3.5 %	-3.1 %	-9.7 %	2.2 %	20.9 %	19.3 %
2024	2.7 %	11.2 %	-3.3 %	-5.4 %	-0.2 %	3.7 %	2.8 %	0.2 %	-3.1%				7.9 %

Source: anevis solutions GmbH / Hauck Aufhäuser Lampe; Past performance is not a guarantee of future results; Price indices in EUR/For calculating index performance and currency conversion, the previous day's closing rates were used. As the fund is primarily invested in North America, this accounts for the time lag.) Hauck & Aufhäuser Fund Services S.A.. Fund: Performance calculation based on the gross fund performance (BVI method). The initial sales charge (for investment and reinvestment) was not taken into account and individual costs such as custodian fees were not included. Performance would be lower if the initial sales charge and custodian fee were included. Please note: The distribution may vary over time.

# OUR FUND: MEDICAL BioHealth

## OUTPERFORMANCE OF THE EUR/RETAIL CLASS



Performance since inception on 30.10.2000	In EUR, in %	Outperformance in EUR in %
MEDICAL BioHealth EUR	540.28 %	
S&P 500	213.29 %	326.99 %
NASDAQ Biotechnology	197.52 %	342.76 %
Amex Pharmaceutical	92.14 %	448.14 %

As of 30.09.2024; Source: vwd; Indices in EUR; Past performance is not a guarantee of future results; Price indices in EUR/For calculating index performance and currency conversion, the previous day's closing rates were used. As the fund is primarily invested in North America, this accounts for the time lag.) Hauck & Aufhäuser Fund Services S.A.. Fund: Performance calculation based on the gross fund performance (BVI method). The initial sales charge (for investment and reinvestment) was not taken into account and individual costs such as custodian fees were not included. Performance would be lower if the initial sales charge and custodian fee were included.

- ✓ Growth opportunities in the **healthcare market**: above-average, largely independent of the economy, sustainable
- ✓ Historical innovation cycle in therapy development through **biotechnology**
- ✓ **Small & mid caps** provide the innovative product supply
- ✓ Investment opportunities due to exceptional situation **patent expiries, innovation pressure** and **undervaluation**



- ✓ **23 years** of management experience, science-based approach
- ✓ Significant long-term **outperformance** compared to healthcare indices
- ✓ **Stock picking** with a focus on innovation in small and mid caps
- ✓ **Broad diversification** with a focus on rare diseases, oncology and cardiometabolic diseases

## Meaningful investment with high growth potential

# Outlook

- **Rotation** starting due to an improved macro environment and announced interest rate cuts
- Capital should flow back into **solid stocks in the growth segment biotech**
- Investor focus remains on **biotech stocks with clinically validated products or technologies and solid capitalisation**
- Weaker healthcare companies with financing requirements and in early clinical phases should continue to be avoided, but **selective investments in higher-risk stocks** are possible again
- Emerging patent cliff continues to lead to high **licensing and takeover pressure for BigPharma**, which must reach for innovative players – continued M&A activity expected
- Innovative small and mid cap stocks expected to come up with **new, more innovative therapeutic approaches**, many in the approval process

# BIOTECHNOLOGY SECTOR OF THE FUTURE

## 6 REASONS WHY TO INVEST IN BIOTECH NOW



### #Reason 1: Valuation historically attractive

As a highly interest rate-sensitive stock market segment, biotech stocks have suffered particularly from the rapid rise in interest rates. The phase of irrational undervaluation of biotech companies is coming to an end. This is a promising prospect for investors.



### #Reason 2: Improved macro environment

The downward trend in interest rates is supporting capital-intensive research, which means that fundamental aspects are likely to play a greater role in the valuation of biotech companies again. As a result, the headwind for biotech companies is turning into a tailwind for sentiment.



### #Reason 3: BigPharma needs biotech

The pharmaceutical industry is threatened by patent expiries on a historic scale. To compensate for this competitive disadvantage, it has to buy in innovations. This makes many biotech companies takeover candidates for which lucrative premiums are paid.



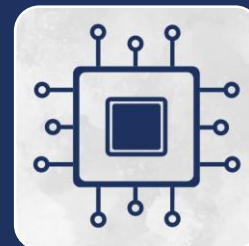
### #Reason 4: Increasing innovation power

The number of research publications on new, innovative technologies is increasing rapidly, as is the number of programmes in preclinical and clinical development. Artificial intelligence will revolutionise basic research.



### #Reason 5: Demography & Civilization

By 2060, there will be 1.7 billion people over the age of 65 worldwide. In addition, increasing prosperity is contributing to diseases of civilisation such as obesity.



### #Reason 6: Putting the Tech in BioTECH

Disruptive technologies and technological progress are increasingly permeating research, accelerating processes and bringing humanity one step closer to a full understanding of nature. Will bioTECHNOLOGY replace two purely technology-driven decades?



# OUR FUND: MEDICAL BioHEALTH

## FACTS & FIGURES



Share classes	EUR	EUR H	I (institutionell)	S (institutionell)	I X (institutionell)	EUR E (institutionell)
Share classes currency	Euro	Euro (USD hedged)	Euro	Euro (USD hedged)	Euro	Euro
ISIN	LU0119891520	LU0228344361	LU0294851513	LU0295354772	LU1152054125	LU1783158469
WKN	941135	A0F69B	A0MNRQ	A0MQG5	A12GCR	A2JEMC
Bloomberg	OPMEDIC LX	OPJZ GR	OPMEDEI LX	OPMDEIH LX	OPMDEIX LX	OPMEDEE LX
Launch date	2000-10-30	2005-09-30	2007-05-02		2014-12-18	2018-04-03
Minimum investment	---		100.000 EUR (in foundations none)		10 Mio. EUR	20 Mio. EUR
Initial sales charge	5% of the investment amount					
Ongoing commission	up to 0.6% for distribution		---		---	---
Ongoing cost*	1.82%	1.83%	1.32%	1.33%	1,03%	0,95%
Plus any performance-related fee that may be payable	15.0 % of the growth in value exceeding 5.0 % (hurdle rate) in relation to the NAV per share and financial year (high water mark)		10.0 % of the growth in value exceeding 5.0 % (hurdle rate) in relation to the NAV per share and financial year (high water mark)		10.0 % of the growth in value exceeding 5.0 % (hurdle rate) in relation to the NAV per share and financial year (high water mark)	---
Dividend payment	no			Yes: 5% p.a. targeted (28.03.2024: 28.74 € per share)	no	
Volume	approx. 716 mn. Euro (as of 30.09.2024)					
Financial year	31.12.					

Further information can be found in the currently valid full or simplified prospectus (as of 01/01/2024)  
 \*running costs according to BIB KID dated 15.03.2024; Source: Hauck & Aufhäuser Fund Services S. A..  
 \*\* open only for one selected partner; for interested other investors we recommend EUR E



Products from innovative BioPharma companies can make a positive contribution to achieving UN Sustainable Development Goal #3



**Exclusions** of violations:

- UN-Global Compact
- Controversial weapons

**ESG integration** in the investment process:

Cooperation with ESG Researcher *Sustainalytics*

**MEDICAL BioHealth is classified as**

- ✓ Sustainable Investment acc. MiFID II Art. 27 7C
- ✓ Art. 8 acc. the European Sustainability Disclosure Regulation (Funds with sustainability features)

Further information on sustainability-related aspects can be found at: <https://medicalstrategy.de/fonds/gesundheit/medical-biohealth-eur#fondDownloads>

\* see sales prospectus of MEDICAL BioHealth, page 50, as at 28 November 2023

\*\* see sales prospectus of MEDICAL BioHealth, page 51, as at 28 November 2023

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*Past performance is no guarantee of future results.*

*Further detailed information on the opportunities and risks can be found in the sales prospectus and the key information document. The sales prospectus, the key information document and the associated semi-annual and annual reports are the sole binding basis for the purchase of fund units. They are available from the management company Hauck & Aufhäuser Fund Services S.A., 1c, rue Gabriel Lippmann 5365 Munsbach, Luxembourg and at <https://medicalstrategy.de/fonds/medical-bio-health.T>*

*he information is based on the current legal and tax situation. No guarantee is given that this will not change as a result of legislation, case law or decrees issued by the tax authorities. Changes may also be introduced retrospectively and have a negative impact. The tax treatment depends on the personal circumstances of the respective investor. Tax advice should therefore be sought for detailed information.*

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*Status 02/2023*

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