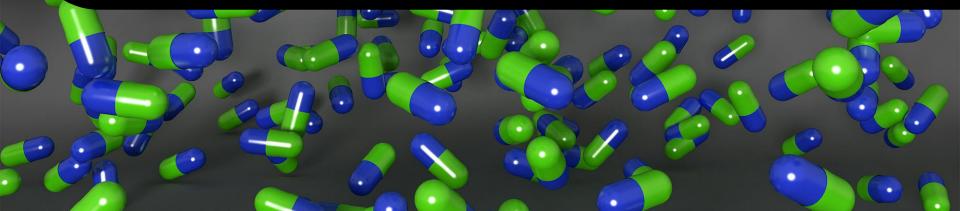




# HLS Therapeutics<sup>®</sup>

### INVESTOR PRESENTATION

Greg Gubitz | CEO Gilbert Godin | President & COO Q3 2018



# Forward-looking statements

Certain statements in this presentation are "forward-looking statements". Any statements that express or involve discussions with respect to predictions, expectations, beliefs, plans, projections, objectives, assumptions or future events or performance (often, but not always using words or phrases such as "project", "forecast", "target", "expect", "seek", "endeavour", "anticipate", "plan", "estimate", "believe", "intend", or stating that certain actions, events or results may, could, should, would, might or will occur or be taken, or achieved) are not statements of historical fact and may be "forward-looking statements". Forward-looking statements are based on expectations, estimates and projections at the time the statements are made that involve a number of known and unknown risks and uncertainties which would cause actual results or events to differ materially from those presently anticipated. A number of factors could cause actual results, performance or achievements to be materially different from any future results, performance or achievements that may be expressed or implied by such forward looking statements. Should one or more of these risks or uncertainties materialize, or should assumptions underlying the forward-looking statements prove incorrect, actual results, performance or achievements could vary materially from those expressed or implied by the forward-looking statements contained in this presentation. These factors should be considered carefully and prospective investors should not place undue reliance on these forward-looking statements. Although the forward-looking statements contained in this presentation are based upon what HLS currently believes to be reasonable assumptions, HLS cannot assure prospective investors that actual results, performance or achievements will be consistent with these forward-looking statements. Except as required by law, HLS does not have any obligation to advise any person if it becomes aware of any inaccuracy in or omission from any forward-looking statement, nor does it intend, or assume any obligation, to update or revise these forward-looking statements to reflect new events or circumstances.

\* All figures in USD unless otherwise noted.

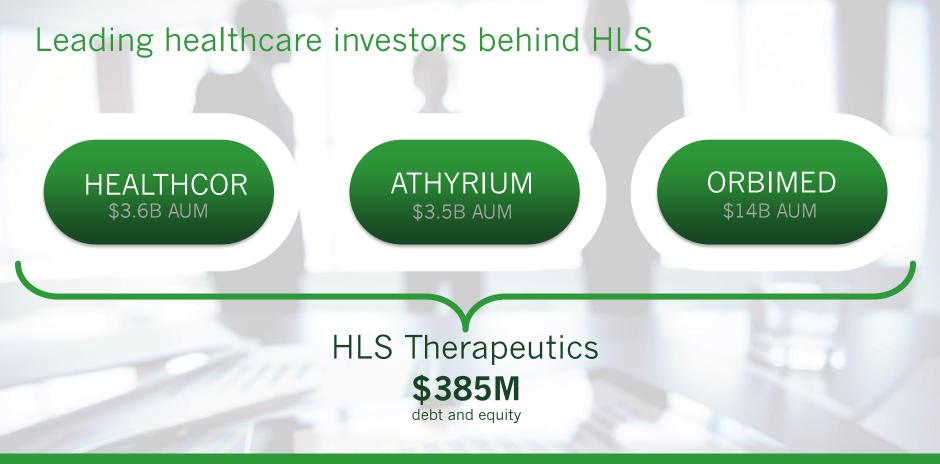
# Specialty pharma veterans BIOVAIL PERFORMANCE

Developed and implemented new strategy



# Strong record of value creation

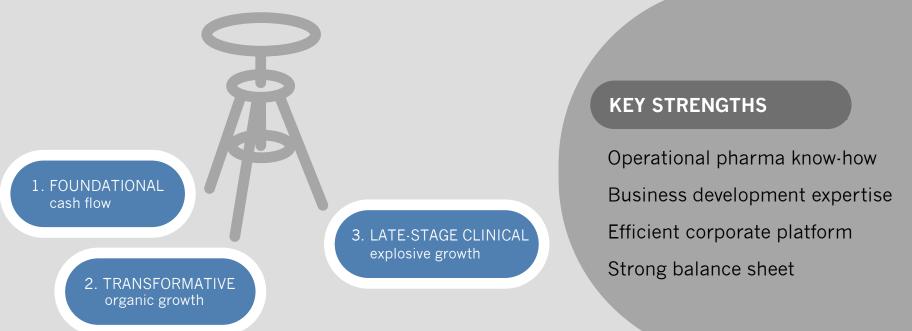
# Executing on our vision



# Refinanced debt post-Q2; ~\$10M in annual savings

# HLS's methodical strategy

## Staged approach



# Deploying capital to produce outsized returns

#### Rapid scale since inception **REVENUE\*** ADJUSTED EBIDTA\*1 (\$ millions) (\$ millions) 75 56 54 39 20 12 **TRANSACTIONS** THERAPEUTIC AREAS 2015 2016 2017 2015 2016 2017 15.000FULLY TRANSITIONED CLOZARII **FROM NOVARTIS EMPLOYEES AL HEALTH PATIENTS SUPPORTED**

## Comprehensive pharma operations across N. America

<sup>1</sup> net loss adjusted for (i) "stock-based compensation", (ii) "amortization and depreciation", (iii) "acquisition costs", (iv) "finance and related costs", and (v) "provision for (recovery of) income taxes"

# Key Highlights Subsequent to Q2

## Refinanced Debt

Lowered principal to \$100M Added revolving facility of \$25M Reduced interest rate by ~600 basis points Will save ~\$10M per year Additional loan capacity of \$100M available

## Initiated Dividend

Quarterly dividend of CDN\$0.05 Return to shareholders of ~\$4M Record date October 24, 2018 Payable on December 14, 2018

## Durable cash-flows and promising outlook enable positive developments



## FOUNDATIONAL PRODUCTS

C	Clozaril	Schizophrenia	U.S./Canada	Acquired 2015	marketed			
ł	Absorica	Acne	U.S.	Acquired 2016	marketed by third party			
TRANSFORMATIVE PRODUCTS								
١	/ascepa	Hypertriglyceridemia	Canada	In-licensed 2017	pre-filing			
٦	Frinomia	CV risk reduction	Canada	In-licensed 2017	pre-filing			

# **Clozaril:** Well established antipsychotic in North America WHO essential medicine

Schizophrenia

**1/3 patients** refractory to first line treatment

# **LIFE CHANGING**

Clozaril can be life changing, often the only and last recourse for refractory patients

80% response rate

Clozaril

**15,000** active patients

US\$29 Million revs in Canada in 2017

US\$19 Million revs in U.S. in 2017



# Great foundational product with strong consistent cash flow

# **CSAN:** Our patient portal and registry is an economic moat for Clozaril in Canada

Created resilient demand for product



# Growing franchise in a genericized Canadian market

# **Vascepa:** First-in-class cardiovascular product

Lovaza

Only purified Rx Icosapent Ethyl (EPA) In-licensed from Amarin Corporation (NASDAQ: AMRN)

### **VASCEPA U.S. INDICATION**

HYPERTRIGLYCERIDEMIA

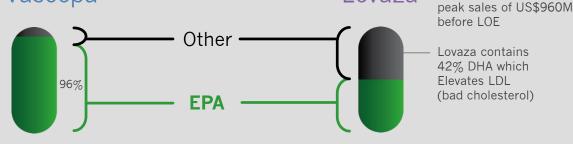
### DIFFERENTIATION vs LOVAZA

Lowers triglycerides (TG) but **DOES NOT** elevate LDL (bad cholesterol)

(never launched in Canada)



(Very High) (>500 mg/dl)



## No approved Rx omega 3 therapy for Very High Triglycerides in Canada

## Transformational anchor to launch our second therapeutic franchise

# Vascepa – Exclusive Canadian rights

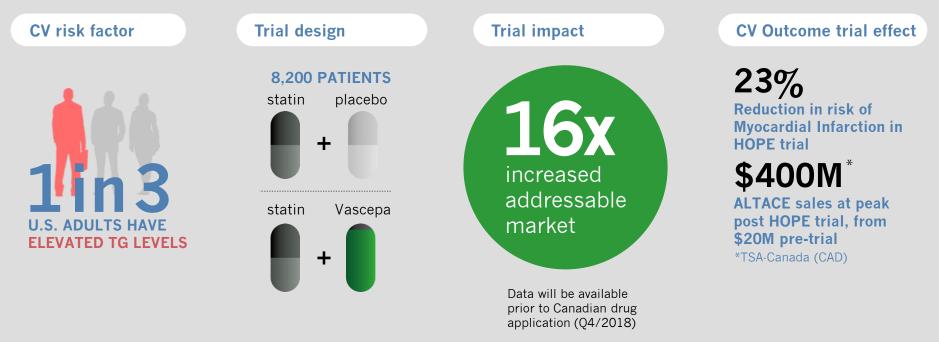
# U.S. MARKET FACTS 13 Quarters of 22% TRx y/y growth 2\$230M Amarin 2018 guidance



## Poised to be HLS's top product (based on U.S. sales data)

# Vascepa: REDUCE-IT Trial

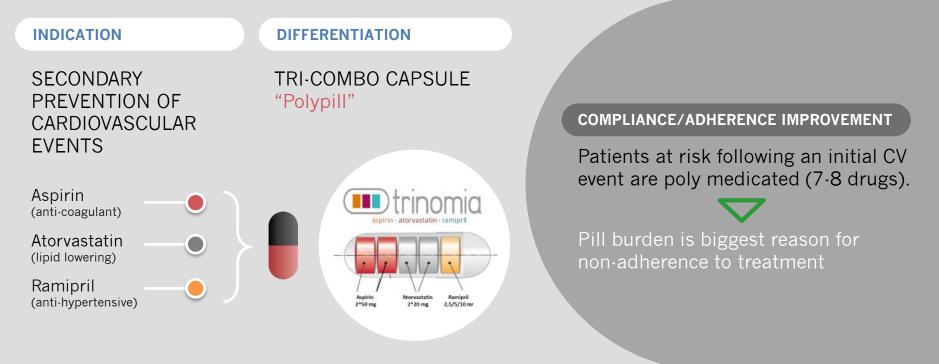
Evaluating effect of Vascepa in lowering cardiovascular events as an add-on to statin therapy in patients with elevated triglycerides (>150mg/dL)



# Positive OUTCOME trials drive prescription growth

# Trinomia: Expanding our cardiovascular franchise

In-licensed from Ferrer Internacional, S.A. (Spain private)



# Complementary therapy to cardiovascular franchise

# Trinomia: Exclusive Canadian rights

# 46,000

Rx/month 36 months post launch (Spain)

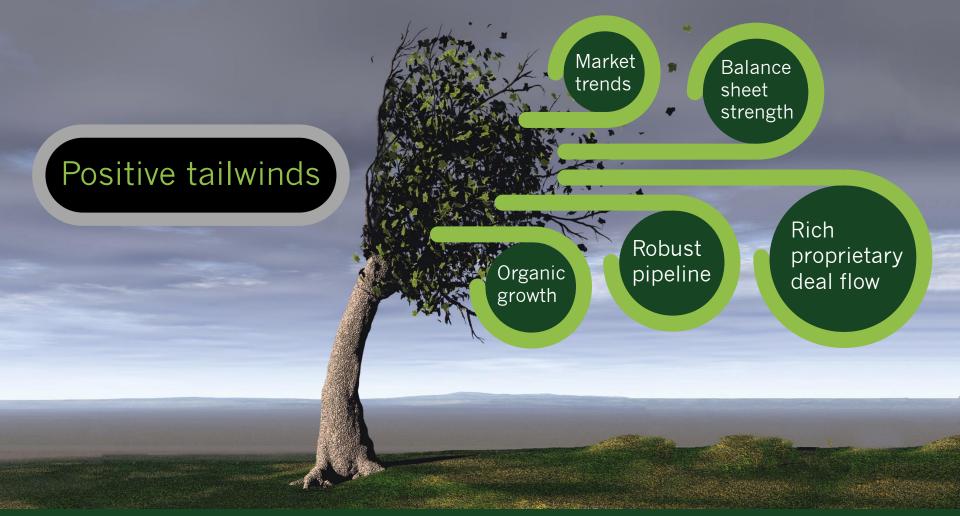


countries approved in





# Leverages Vascepa sales and marketing infrastructure



TSXV · HLS

# Proprietary deals

## Unique approach to acquisitions



## **U** NOVARTIS

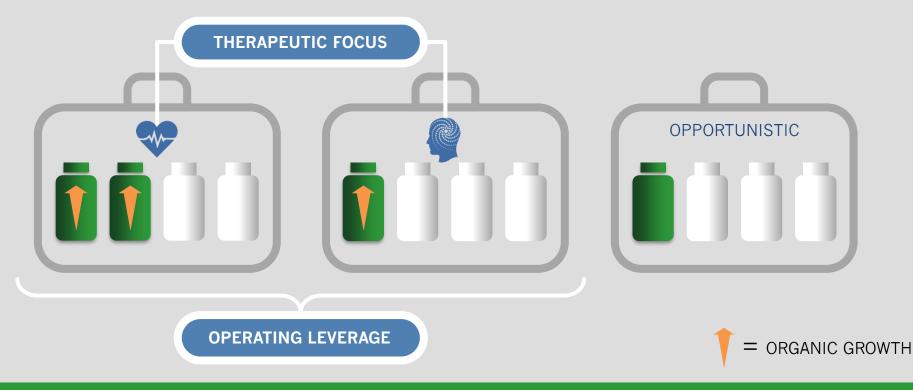
# Makes strategic decision to divest global rights to Clozaril





## Access and ability to execute growth plans

# Strong organic growth built in with rich proprietary deal flow



## Significant head room to grow portfolio

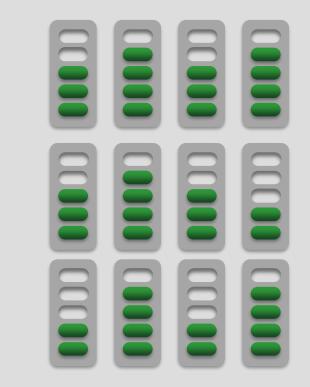
# Buy right: Our investment criteria

1. Late-stage clinical or commercial

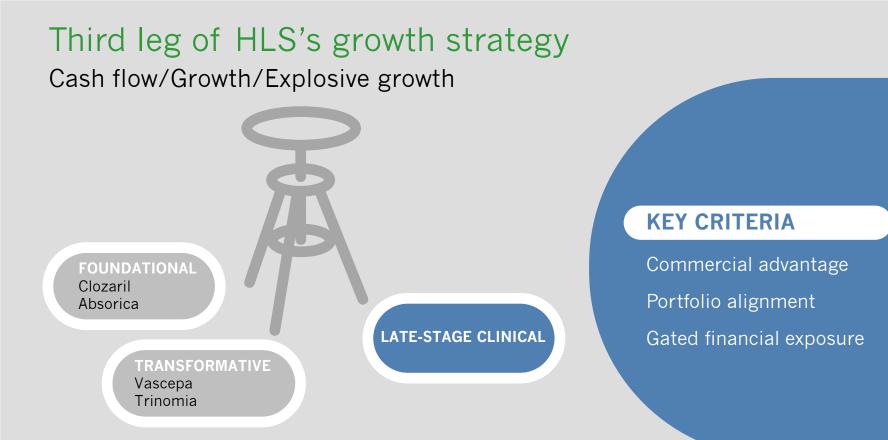
- 2. Experience in the therapeutic area
- 3. Ability to compete and win
- 4. Clinically relevant/differentiated

5. Quality economics driving threshold returns





# Disciplined acquisition strategy



## Measured risk at the right time

# Veteran specialty pharma leadership team

### MANAGEMENT

William Wells | Executive Chairman Former CEO and Director of Biovail

#### **Greg Gubitz** | Chief Executive Officer

Former Senior Vice President, Corporate Development and General Counsel of Biovail

#### Gilbert Godin | President and Chief Operating Officer

Former Executive Vice President and COO of Biovail, CEO of Duchesnay (USA), President of MDS Pharma (USA); VP at Schering-Plough (FR) and L'Oreal

#### Tim Hendrickson | Chief Financial Officer

Formerly of Cubist Pharmaceuticals; Procter & Gamble; P&G Pharmaceuticals; and Warner Chilcott

#### Ryan Lennox | General Counsel

Former Senior Counsel at Amgen Inc., where he was responsible for all of the legal affairs of their Canadian affiliate

#### Dr. Jason Gross | VP, Scientific Affairs

Former VP of Scientific and Medical Affairs at Crown, MDS Capital, and Zenith Goldline, ex-National Institutes of Health (NIH) and Food & Drug Administration (FDA)

#### Sanjiv Sharma | Chief Commercial Officer

Former SVP Worldwide Commercial & Country Head-US for NicOx; and VP Commercial for Duchesnay USA, Biovail, Aventis

#### **Dr. Hemanth Varghese, Phd** | Head of Corporate Strategy and Business Development Former senior executive with Valeant and Endo in Business Development and in Operations, prior to which he was VP of Business Development for Biovail

### BOARD

### William Wells | Executive Chairman

Current or former Board roles with: Biovail/Valeant, Medgenesis, ACADIA Pharmaceuticals, EnerCare and Evizone

#### Greg Gubitz | Director

Former Board roles with: biOasis, Telesta, Drug Royalty and Imperial Plastech

#### J. Spencer Lanthier | Lead Director

Former Chairman and CEO of KPMG Canada, formerly board member of TMX Group, Torstar Corp., Biovail Corp., Rona Inc., Ellis-Don Inc.

#### Yvon Bastien | Independent Director

Former CEO of Sanofi Aventis in Canada, formerly held executive positions with Eli Lilly, IMS Canada, Delta Healthcare

## Rodney Hill | Independent Director

Chief Risk Officer with OMERS

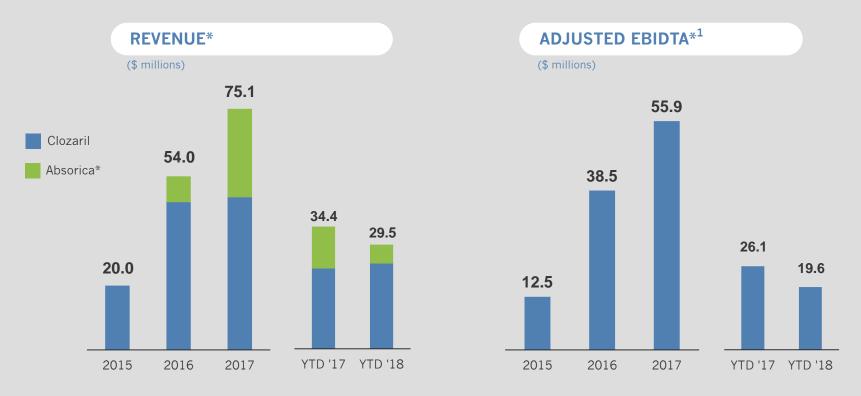
#### Daniel Tassé | Independent Director

Chairman and CEO of Alcresta Therapeutics, current Board roles with REGENXBIO and Bellerophon Therapeutics, formerly served as Chairman and CEO of Ikaria

#### Don DeGolyer | Independent Director

President and CEO of Vertice Pharma, formerly COO with ENDO Pharmaceuticals and Sandoz North America

# A business of scale based on two foundational products With two potentially transformative products on deck



<sup>1</sup> Net loss adjusted for (i) "stock-based compensation", (ii) "amortization and depreciation", (iii) "acquisition costs", (iv) "finance and related costs", and (v) "provision for (recovery of) income taxes"

# Cap table

## SUMMARY BALANCE SHEET & CAPITALIZATION

## **SHAREHOLDERS**

(in USD '000,000's, unless otherwise noted)	At Dec 31, 2017	At Jun 30, 2018
Cash and Cash Equivalents	36.2	45.2
Senior Secured Term Loan	151.3	137.9
Net Debt (Term Loan less Cash)	115.1	92.7
Shares Outstanding ('000's)	25,278	27,430

Market Cap at 08/15/18: ~\$235M CDN

	Shareholdings*		
	# ('000's)	%	
HealthCor	5,500	20.1%	
Athyrium	4,125	15.0%	
OrbiMed	3,300	12.0%	
Janus	2,842	10.4%	
Management & Founders**	4,829	17.6%	
All other	6,834	24.9%	
Total	27,430	100.0%	

\* Issued and outstanding at 3/27/18; does not include dilutive securities.

\*\* Includes HLS Directors and Officers; four HLS Founders hold 4,713,500 shares (17.2%).

# Refinanced Debt; initiated dividend post Q2

# Experience

Clear value creating strategy Cash flow/Growth/Explosive growth

# Execution

2 cash flowing assets2 pre-registration assetsScalable platform

# Opportunity

High organic growth Strong cash flow and balance sheet Robust deal flow for acquisitions

