Bellevue Medtech & Services (LUX)

Bellevue

Digital Health<sup>(LUX)</sup>

# Performance Review & Outlook Medtech & Services (Lux) Digital Health (Lux)

Roadshow Madrid, May 2023

For professional investors only Marketing document

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## Our healthcare experts

### **BB Biotech AG**



Dr. Daniel Koller 25 years of experience Focus: Biotech Zurich office



12 years of experience Focus: Biotech Zurich office



Dr. Maurizio Bernasconi 11 years of experience Focus: Biotech Zurich office



Dr. Olivia Woolley 9 years of experience Focus: Biotech, Data science Zurich office





- Dallas Webb 21 years of experience Focus: Biotech New York office
- Dr. Stephen Taubenfeld 18 years of experience
- Focus: Biotech New York office
- Dr. Leonidas Georgiou 2 years of experience Focus: Biotech Zurich office



### Bellevue Healthcare Trust & WS Bellevue Healthcare Fund

Paul Maior 26 years of experience Focus: Global Healthcare London office



## Bellevue Healthcare Funds & Mandates



34 years of experience Focus: Medtech, Asia HC



Oliver Kubli 30 years of experience Focus: Emerging Markets, Asia HC Zurich office



Remo Krauer

Zurich office

Dr. Lukas Leu

Zurich office

Zurich office

8 years of experience

Focus: Biotech, Pharma

Dr. Terence McManus

21 years of experience

18 years of experience



Marcel Fritsch 19 years of experience Focus: Medtech & Services Zurich office



Dr. Christian Lach 27 years of experience Focus: Biotech, Pharma Zurich office



Focus: Emerging Markets, Asia HC

Zahide Donat 10 years of experience



Dr. Teresa Vilanova 2 years of experience Focus: Life Science Tools & Dx Zurich office

New hire #1 (Experienced equity analyst with focus on Medtech & Services and Digital Health)

New hire #2(Experienced equity analyst with focus on Medtech & Services and Digital Health)

Focus: Pharma, Biotech, Medtech



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# Performance Review & Outlook Medtech & Services (Lux)

# 2022 review: Difficult first half-year, H2 was encouraging

Total return 2022 of the Bellevue Medtech & Services fund in comparison in EUR, indexed to 100%



For illustrative purposes only. Holdings and allocations are subject to change. Any reference to a specific company or security does not constitute a recommendation to buy, sell, hold or directly invest in the company or securities. Source: Bellevue Asset Management, Bloomberg (data), all data in EUR as of December 30, 2022

# Portfolio benefitted from US health insurers but suffered from multiple compression of faster growing / higher valuation names

Absolute return contribution 2022 at single stock level in basis points top 10 / bottom 10



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# We benefitted from our underweight in Japanese Medtech and overweight in health insurers

Relative return contribution 2022 at single stock level in basis points top 10 / bottom 10



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PERFORMANCE REVIEW & OUTLOOK

# The fund has recovered nicely from the Q1:23 lows and is ahead of the broad healthcare sector

Total return Q1:2023 of the Bellevue Medtech & Services fund in comparison in EUR, indexed to 100%



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PERFORMANCE REVIEW & OUTLOOK MEDTECH & SERVICES (LUX)

# Portfolio benefitted from high conviction Medtech names and exposure to animal health and ophthalmology

Absolute return contribution 2023 YTD at single stock level in basis points Top 10 / Bottom 10



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# We benefitted from high conviction over- and underweights but suffered from managed care and not being invested in names like GE Healthcare

Relative return contribution 2023 YTD at single stock level in basis points Top 10 / Bottom 10



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# Key portfolio changes in Q1:2023

## New additions and increased portfolio positions

- Veeva Systems new position
- Medtronic position doubled as renal denervation trial risk behind and new catalysts as 1) procedure recovery, 2) clinical data (e.g., PULSED-AF IDE trial for pulsed field ablation), 3) new U.S. product approvals as MiniMed 780G/Simplera (diabetes) and Hugo (robotic-assisted surgery)
- Siemens Healthineers, Coloplast and Straumann further increase of new positions on compelling Q4 results and constructive management conversations
- Align Technology improving markets and attractive valuation
- Penumbra excellent feedback from physician conversations on new products as Thunderbolt, Lighting Bolt and Lighting Flash
- Hologic, Shockwave, Intuitive Surgical, Becton Dickinson, Ambu and Globus Medical – procedure volume recovery

- Exits and decreased portfolio positions
- Teleflex, Nevro, CVS Health, Avantor and Amedisys positions sold as investment theses became void
- Cigna, Elevance, Centene, Molina, Humana and UnitedHealth (all health insurers) – exposure lowered as 1) short-term/midterm interest rates expected to decrease, 2) Medicaid redetermination to pressure margins, and 3) political risks emerged as Joe Biden didn't officially announce to run for second term in 2024
- Baxter and Omnicell fundamentals are further deteriorating
- Insulet, Boston Scientific, Inspire Medical, Dexcom, HCA Healthcare, Edwards Lifesciences and Stryker – profit taking

# Veeva Systems

A leading provider of cloud-based software for the global "life sciences" industry

### Summary

- With its innovative «Veeva Commercial Cloud», Veeva supports "life sciences" companies in bringing products to market faster and more efficiently while complying with regulatory requirements
- The «Veeva Development Cloud» is used extensively in drug R&D, for example to collect, clean and review study data more efficiently
- Veeva's more than 1,000 customers include companies in the pharma (incl. Pfizer, Sanofi, Novartis), biotech, medtech, consumer products and chemicals industry
- Total addressable market (TAM) is estimated at over USD 13 billion and with expected revenue of USD 2.3 billion for FY 2024 and a highly profitable SaaS\* business model (34% EBITDA margin FY 2024E), Veeva still has tremendous growth potential for the future
- Revenue CAGR (FY2023-FY2027) of +15%

## Cloud Big Data Analytics

For illustrative purposes only. Holdings and allocations are subject to change. Any reference to a specific company or security does not constitute a recommendation to buy, sell, hold or directly invest in the company or securities. Source: Veeva Systems, Bellevue Asset Management, \*SaaS = Software as a Service, \*\* Consumer Products & Chemicals

### Veeva CRM for iPhone



Real-time insights and notifications

## Veeva's large market opportunity

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\$2.3B FY24E Revenue



PERFORMANCE REVIEW & OUTLOOK MEDTECH & SERVICES (LUX)

# Maximum stability and attractive returns

Large cap core & long-tail structure with growth stocks

## Portfolio characteristics



## Portfolio weightings



Source: Bellevue Asset Management, April 2023

## Why we're bullish on Medtech for the remainder of 2023

### Q1:23 earnings season is one for the record book

- Strong sales growth as a result of 1) a recovery in procedures, particularly in cardiology, general surgery and orthopedics (North America, Japan and China), 2) stronger pricing power, and 3) a low base in the year-ago quarter
- Most companies exceeded investor EPS expectations due to 1) leverage from higher sales growth, 2) lower inflationary pressures, and 3) fewer supply chain constraints
- As a result, many companies have reasonably raised their 2023 revenue and earnings guidance as they look to beat and raise guidance throughout the year. Market estimates moved higher

### What we expect for the remainder of 2023

- Key takeaway from the Bank of America Healthcare Conference in May, where we spoke with numerous management teams, was that the Q1:23 utilization momentum continued in April/May
- Procedural recovery is likely to accelerate as 1) hospital staffing continues to improve (e.g., temporary staff is available at a lower cost), 2) more procedures are moved from hospitals to ambulatory settings as ASCs which frees up capacity, and 3) there has been pent-up demand for the past three years
- We expect continued revenue momentum combined with increased pricing power, easing currency and inflationary pressures, and improved costs to provide upside potential and support multiples
- Flush balance sheets and low valuations M&A is starting to pick up in Medtech

# Outlook 2023 & positioning

## Medical Technology (Medtech)



### Medical Technology

- Normalization of procedure volumes as 1) COVID-related hospital disruption disappears due to high population immunity, and 2) hospital staffing continues to normalize throughout 2023
- Improved pricing power which we expect to be around flattish vs. 1-2% yearly price erosion over the past decade
- Great stock catalysts new product launches (e.g., TriClip, Dexcom G7, Omnipod 5, Pascal Precision), pivotal data (e.g., TRILUMINATE, CLASP IID full cohort data, ADVENT), and initial reimbursement coverage (CardioMEMS, CGM sensors for diabetes type 2 patients using basal insulin)
- Attractive valuation large cap Medtech companies are valued at a 14% premium vs. S&P 500 (historical premium of 15%-25%)

#### <u>Positioning:</u>

- 1. Focus on elective surgery recovery
- 2. Innovation including digitalization
- 3. Conservative management guidance

## Healthcare Services



#### Health insurers (Managed Care)

- Underlying business shows solid Medicare Advantage and Commercial members enrollment
- Above average premium pricing in 2023 as health insurers can pass through core price inflation and additionally baked in some conservatism
- Utilization remains well controlled as COVID volumes drop while non-COVID volumes rebound
- Attractive valuation US health insurers are trade at a -28% discount vs. S&P 500

#### <u>Hospitals</u>

- Benefit from recovery of elective procedures and return to prepandemic revenue growth levels, strict cost measurement programs
- Managed care contracts span 2-3 years, for new and renewed contracts we see mid-single-digit rate increases

### Positioning:

- 1. Focus on US health insurers
- 2. Selective investments in well-managed hospitals

# The Medtech & Services sector trades at a slight premium compared to the overall market

Large cap medical technology companies are valued at 20.9x (+14% premium vs. S&P 500) and health insurers at 13.4x (-27% discount vs. S&P 500)



All data in USD, period analyzed: June 2009 - May 2, 2023, NTM = next twelve months

S&P (S&P 500), M&S (S&P Health Care Equipment & Services Index), large cap medical technology companies (ABT, BSX, MDT, JNJ, SYK, ZBH, BDX, BAX), health insurers (CVS, ELV, CNC, CI, HUM, MOH, UNH) Past valuation is not a reliable indicator of future results and can be misleading Source: Bellevue Asset Management, Bloomberg (data)

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# Top 10 positions

Holding	Industry	Country/Region	%
Abbott Laboratories	Cardiology	United States	9.4 %
Intuitive Surgical	Surgery	United States	8.7 %
Stryker	Orthopedics	United States	7.4 %
Boston Scientific	Cardiology	United States	7.2 %
Medtronic	Cardiology	United States	6.9 %
Becton Dickinson	Life Science Supply	United States	5.0 %
Edwards Lifesciences	Cardiology	United States	5.0 %
Dexcom	Diabetes	United States	3.1 %
IDEXX	Life Science Supply	United States	3.0 %
Thermo Fisher	Life Science Supply	United States	2.8 %

For illustrative purposes only. Holdings and allocations are subject to change. For more information about the risks please refer to the relevant section of this presentation and the Fund documents. Source: Bellevue Asset Management, data as of April 30, 2023

## Bellevue Medtech & Services – a sustainable and attractive Investment

Total return over 5 years compared to global healthcare and global equities



Data in EUR, April 30, 2018 - April 30, 2023. Source: Bellevue Asset Management, Bloomberg (Data)

# Bellevue Medtech & Services has an attractive risk/return profile

Risk/return profile for Medtech & Services vs international indices over a 5-year period



# Summary - Bellevue Medtech & Services (Lux)

Medical technology & healthcare services companies with a growth and revenue boost from digital health

## Performance - Stability - Diversification



Bellevue Medtech & Services<sup>(LUX)</sup> • Large cap focus

>90% of portfolio invested in large caps, which provides high degree of stability

- Innovation in Medtech Investment in innovative high growth areas drive sales and earnings growth – Diabetes, robot-assisted surgery, and structural heart
- Healthcare services

US health insurers and hospitals provide attractive earnings growth

### → Why invest in the Bellevue Medtech & Services (Lux) Fund now?

- Recovery of procedures in favor of Medtech and Hospitals in full swing
- Meaningful product launches, first reimbursements and clinical data create positive investor sentiment
- Health insurers benefit from high interest rates and healthy premiums
- Attractive valuation



# Performance Review & Outlook Digital Health (Lux)

# The growth and small & mid caps equity segments came under significant pressure in 2022 but partially recovered in the second half of the year

Total return 2022 of the fund in comparison in USD, indexed to 100%



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# Positions that significantly exceeded investor expectations were able to decouple from negative market sentiment

Absolute return contribution 2022 at single stock level (in basis points) Top 10 / Bottom 10



# Performance pattern in H2 2022 points to rebound potential as interest rate momentum softens

Bellevue Digital Health vs. MSCI World Healthcare & 2y US Treasury December 31, 2019 – May 16, 2023 (in USD, indexed to 100)



Performance (USD)	H1 22	H2 22	YTD 23
Digital Health	-38.6%	17.8%	+7.4%
MSCI World Healthcare	-10.3%	+5.5%	+0.6%
Performance (EUR)	H1 22	H2 22	YTD 23
Digital Health	-33.3%	+15.3%	+5.8%
MSCI World Healthcare	-2.6%	+3.2%	-0.9%

# Sentiment for growth stocks seems to have further improved in Q1 2023 and weathered the banking storm well

Total return 2023 YTD of the fund in comparison in USD, indexed to 100%



Past performance is not indicative of future performance. Any reference to a particular company or security does not constitute a recommendation to buy, sell, hold or invest directly in the company or security. Source: Bellevue Asset Management, Bloomberg (data), all data in USD as of May 16, 2023 Funds<sup>(LUX)</sup> SICAV 25

# Performance was driven by innovation and positive business results

Absolute return contribution 2023 YTD at single stock level (in basis points) Top 10 / Bottom 10



Past performance is not indicative of future performance. Any reference to a particular company or security does not constitute a recommendation to buy, sell, hold or invest directly in the company or security. Source: Bellevue Asset Management, Bloomberg (data), all data in USD as of May 16, 2023

# Very encouraging development of the fundamentals of the top 10 positions

The top 10 positions represent 56% of the portfolio weight



# Outlook 2023 & positioning

## Outlook 2023

- Rising hospital capacities lead to normalization of surgery volumes
- Staff shortages and wage inflation in healthcare facilities increase demand for digital health products. This accelerates the development of a hybrid healthcare system
- Approval and market launch of relevant products ensure continued high growth: Omnicell One (autonomous pharmacy), Excelsius3D Imaging System (Globus Medical), Dexcom G7, Omnipod 5, Axonics R20 and F15
- M&A activity will increase (e.g., Globus Medical/NuVasive and CVS/Oak Street). IPO market remains difficult, but very good quality companies will go public
- Attractive portfolio valuation of 5.9x EV/sales<sup>1</sup>, which is near the bottom of the long-term valuation range between 4.1x and 13.2x

## Positioning

- Companies with sustainable double-digit revenue growth and solid gross margin with no immediate capital requirements
- Innovation leaders but at the same time leaders in terms of size and scale of business model
- More mature, commercially successful companies can raise additional capital Digital Medtech companies have a structural advantage
- Companies with high stock liquidity and good visibility
- As long as the macroeconomic environment remains challenging, we are cautious about investing in companies with consumer-related products

## The valuation of the Bellevue Digital Health Fund is attractive

Historical valuation of the Bellevue Digital Health Fund



# Focus on fast-growing companies offering high prospective returns

Portfolio characteristics **Digital Health** Mid and small cap Sales growth p.a. Gross margin **FV/Sales** (next 24 months) portfolio weighting portfolio weighting 2020-2025E 2023E 31% 58% 100% 66% 5.9x

## Portfolio weightings



Forecasts are not a reliable indicator of future performance. For illustrative purposes only. Holdings and allocations are subject to change. There can be no assurance that the investment objective will be achieved or that there will be a return on capital.

Source: Bellevue Asset Management, as of January 2023, Large cap market cap > USD 10 bn \* including cash position

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PERFORMANCE REVIEW & OUTLOOK DIGITAL HEALTH (LUX)

# High liquidity and broad diversification

Bellevue Digital Health (Lux)

# Liquidity metrics are based on the average daily trading volume over the last 90 days

	Percer	ntage of the portfol	lio sold
Part*	<1day	< 2 days	< 7 days
10%	41.9%	61.2%	91.2%
15%	52.6%	72.2%	96.5%
20%	61.2%	79.9%	98.9%
25%	67.0%	84.3%	99.9%

\*market participation rate in % of the average daily trading volume

# Historical cash quota since inception of the fund quarterly, in %





79.9% of the Bellevue Digital Health portfolio could be liquidated within two trading days with a participation rate of 20% of the average daily trading volume

Source: Bellevue Asset Management, Bellevue Digital Health Portfolio, March 31, 2023

# Top 10 positions

Holding	Country/Region	%
Inspire Medical Systems	United States	7.8 %
Intuitive Surgical	United States	7.5 %
Shockwave Medical	United States	6.9 %
Insulet	United States	6.9 %
Transmedics	United States	5.3 %
Penumbra	United States	5.0 %
Veeva Systems	United States	4.5 %
Dexcom	United States	4.3 %
Axonics	United States	4.1%
Align Technology	United States	3.9 %

## Performance since launch

Bellevue Digital Health strategy compared with the healthcare and technology sectors



Past performance is not a reliable indicator of future results and can be misleading. The performance of a benchmark shall not be indicative of past or future performance of any sub-fund. Bellevue Digital Health Strategy: BB HealthTech AMC price (April 21, 2016 - April 29, 2018) and Bellevue Digital Health (Lux) I-USD from April 30, 2018 onwards, data as of April 30, 2023 PERFORMANCE REVIEW & OUTLOOK DIGITAL HEALTH (LUX)

## Risk/return profile of Bellevue Digital Health Strategy in comparison



Past performance is not a reliable indicator of future results and can be misleading.

Bellevue Digital Health Strategy: BB HealthTech AMC price (21.04.2016 - 29.04.2018) and Bellevue Digital Health (Lux) I-USD from April 30, 2018

All data in USD, period analyzed: April 21, 2016 - March 31, 2023, net total return

Source: Bellevue Asset Management, Bloomberg (data)

PERFORMANCE REVIEW & OUTLOOK DIGITAL HEALTH (LUX)

# Summary - Bellevue Digital Health (Lux)

Making the healthcare system more efficient with digital health

Focus on fast-growing companies with high expected returns



Bellevue
Digital Health (LUX)

- Small & Mid Cap focus
   >60% small & mid caps with mostly sustained double-digit sales growth
- Well-financed companies >90% of the portfolio companies have no immediate capital requirements
- Out-of-Benchmark expert's portfolio
   Minimal overlap with traditional indices such as Nasdaq 100 or MSCI
   World Healthcare

### → Why invest in the Bellevue Digital Health (Lux) Fund now?

- Continuation of strong fundamentals following Q1:23 bodes well for >20% sales growth
- Approvals and launches of relevant products and services to create positive investor sentiment
- IPO window could reopen in H2:23 or H1:24
- Attractive portfolio valuation of 5.9x EV/sales, which is near the bottom of the long-term valuation range between 4.1x and 13.2x

Contact

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The offer or invitation of the shares of the fund(s), which is the subject of this document, does not relate to a collective investment scheme which is authorised under section 286 of the Securities and Futures Act, Chapter 289 of Singapore (the "SFA") or recognised under section 287 of the SFA. The fund(s) is not authorised or recognised by the Monetary Authority of Singapore (the "MAS") and its shares are not allowed to be offered to the retail public. This document and any other document or material issued in connection with the offer or sale is not a prospectus as defined in the SFA. Accordingly, statutory liability under the SFA in relation to the content of prospectuses would not apply. You should consider carefully whether the investment is suitable for you.

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Where shares are subscribed or purchased under Section 305 by a relevant person which is:

- a) a corporation (which is not an accredited investor (as defined in Section 4A of the SFA)) the sole business of which is to hold investments and the entire share capital of which is owned by one or more individuals, each of whom is an accredited investor; or
- b) a trust (where the trustee is not an accredited investor) whose sole purpose is to hold investments and each beneficiary of the trust is an individual who is an accredited investor, securities (as defined in Section 239(1) of the SFA) of that corporation or the beneficiaries' rights and interest (howsoever described) in that trust shall not be transferred within six months after that corporation or that trust has acquired the shares pursuant to an offer made under Section 305 except:to an institutional investor or to a relevant person defined in Section 305(5) of the SFA, or to any person arising from an offer referred to in Section 275(1A) or Section 305A(3) (i) (B) of the SFA; where no consideration is or will be given for the transfer; where the transfer is by operation of law; as specified in Section 305A(5) of the SFA; or as specified in Regulation 36 of the Securities and Futures (Offers of Investments) (Collective Investment Schemes) Regulations 2005 of Singapore.