# The Trendlines Group Investor presentation

Steve Rhodes Chairman and CEO Todd Dollinger Chairman and CEO Gabi Heller Chief Financial Officer

21 May 2018



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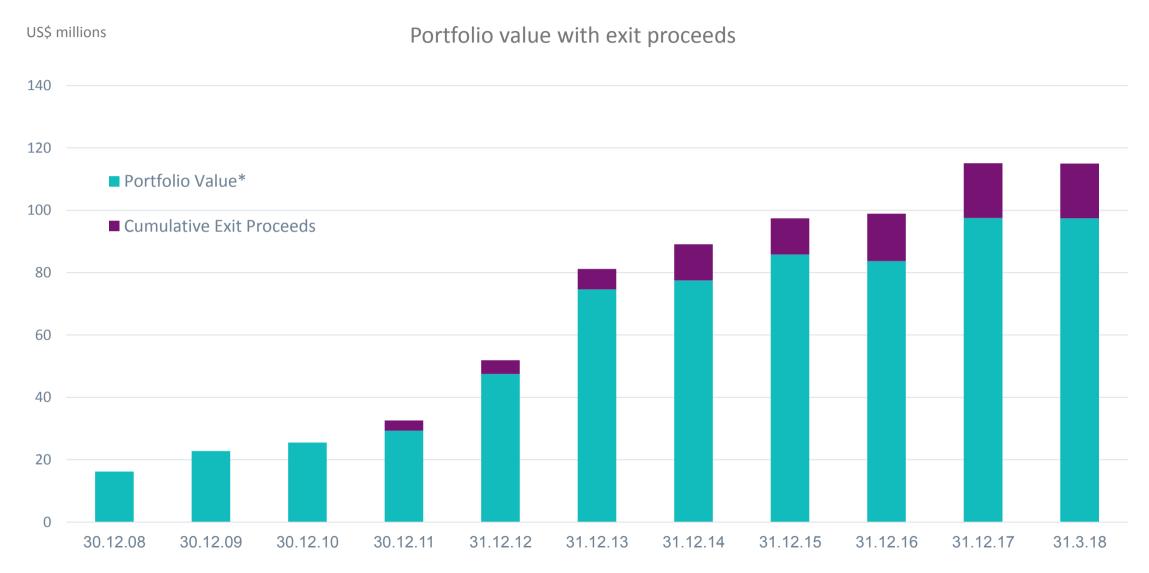
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### 10 years of portfolio value expansion



<sup>\*</sup>Portfolio value includes the fair value of investments in portfolio companies accounted for under the equity method or consolidated subsidiaries.



### Trendlines: building companies, commercializing innovation

Life science incubators













### Trendlines: building companies, commercializing innovation

## In-house innovation center of The Trendlines Group

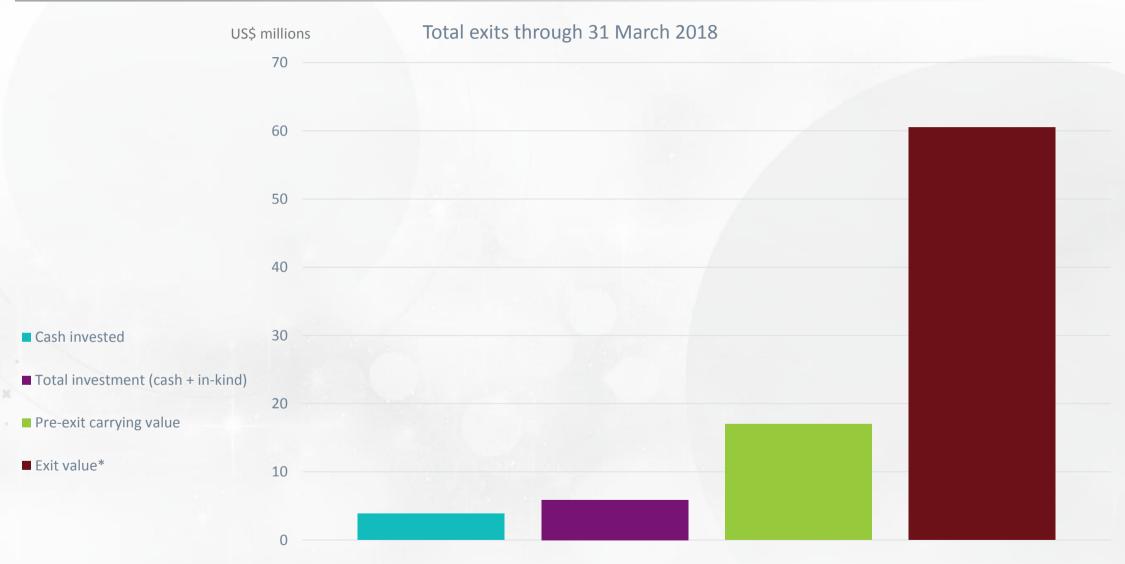
Inventing and developing technologies to address unmet market needs







### Carrying value on eve of exit vs. exit value



<sup>\*</sup>Includes present value of Stimatix GI estimated royalties.



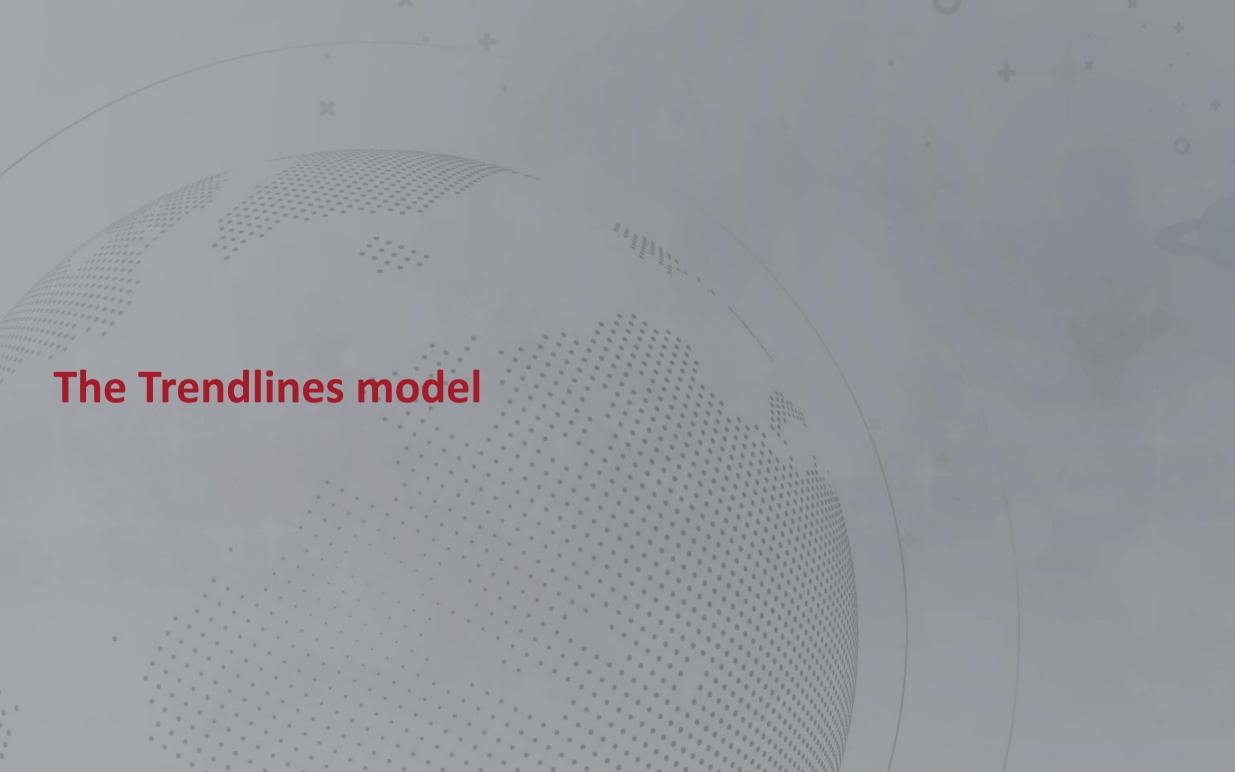
### Exits: estimated returns and IRR

Exit	Company/Description	Acquirer	Estimated Return*	IRR (%)
2017	MitrAssist	Wai Tech (Hong Kong) Holding Ltd.	2.1 X	12
2017	BioSight	Arkin Bio Ventures LP	216.7 X	71
2016	E.T.View Medical	Ambu A/S	1.2 X	5
2014	Stimatix GI	B. Braun SAS	80.0 X**	80
2014	Inspiro Medical	OPKO Health	8.8 X	131
2013	InnoLap Surgical	Teleflex, Inc.	3.2 X	447
2013	FlowSense Medical	Baxter Int'l	4.0 X	280
2011	PolyTouch Medical	Covidien Ltd.	6.7 X	289
Weighted Average			10.3X	95%

#### **Notes**

- \* Estimated return represents the multiple of exit proceeds over Trendlines' cash and non-cash investment in the exited company: (i) our cash investment and (ii) estimated value of services provided to the exited company.
- \*\* Exit by Stimatix GI asset sale. Based on the fair value of Stimatix GI (which remains in our portfolio) as of 31 March 2018 compared to our investment at that time.





### The Trendlines model: capital leverage\*

#### Trendlines' typical investment

~US\$1,420,000 per company



Trendlines capital

~US\$**120,000** 



Government grant

~US\$**650,000** 



In-kind investment at cost

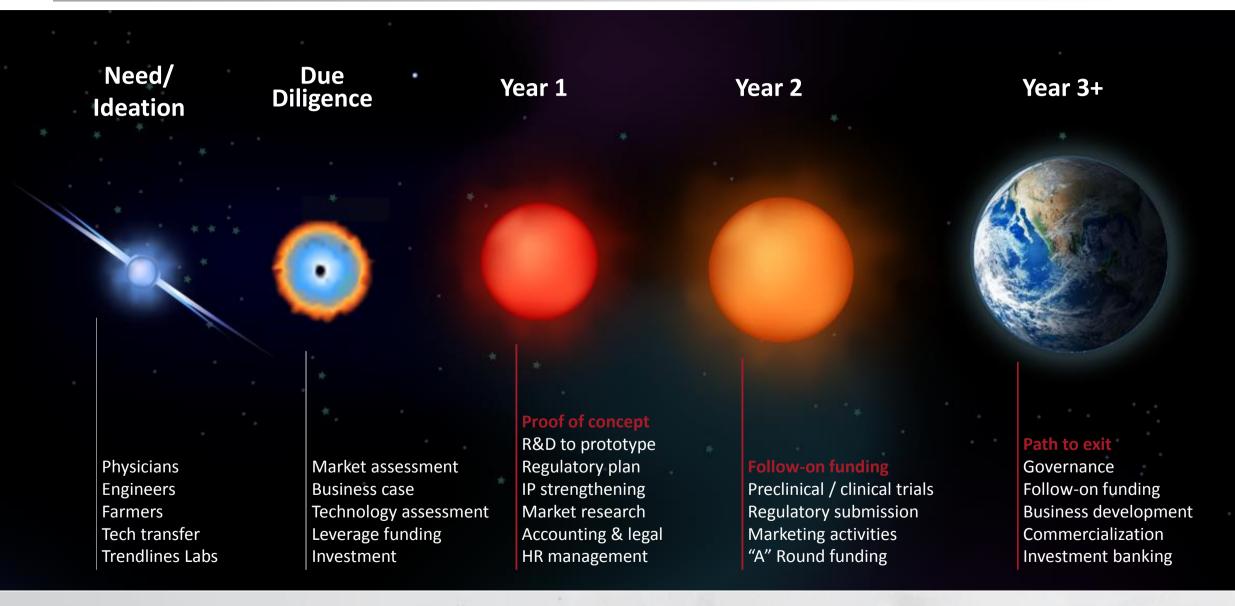
~US\$**650,000** 

over two years

<sup>\*</sup>Model shown is Israel; similar leverage in Singapore

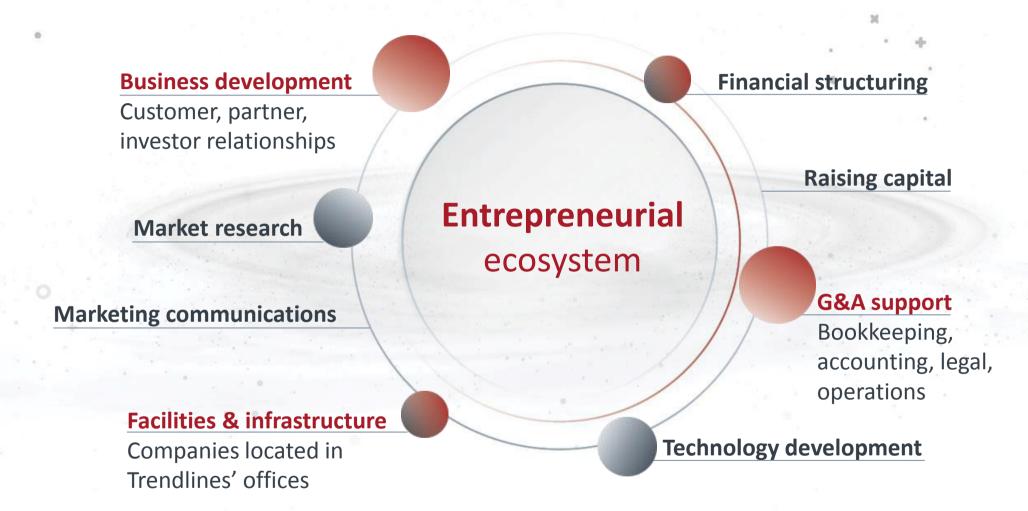


### Trendlines' model: proven, focused company-building timeline





### Trendlines model: intensive support









### **Trendlines Labs**

- 3 Trendlines portfolio companies:
   Limaca, InterVaal and PregnanTech
- Partnerships in Singapore, Japan, Europe, U.S., China
- Growing investments with partners
- 2 Trendlines Labs technologies in clinical trials:
  - Electrolyte balance monitoring (sZone)
  - Stress urinary incontinence device

#### **Selected Trendlines Labs inventions**

Field	Invention	Status
Urology	Reduced infection-risk Foley catheter	Company formed: InterVaal (Singapore)
Neurology	Disposable surgical endoscope	Concept
Women's health	Delaying preterm birth	Company formed: PregnanTech (Israel)
Cardiology	Treating AFIB	Prototype
Aging population	At-home monitoring	Portfolio of concepts and products
Diagnostics	Endoscopic ultrasound fine needle biopsy	Company formed: Limaca (Israel)



### Decades of company-building experience



**Todd Dollinger** Chairman & CEO



Nitza Kardish, Ph.D.

VP The Trendlines Group

CEO Trendlines Incubators Israel



Yosi Hazan
CEO Trendlines Labs



**Steve Rhodes**Chairman & CEO



Gabi Heller CFO & Joint Co. Sec'y.



Moshe Katzenelson VP Business Dev.



Eric Loh
CEO Trendlines Medical
Singapore



### Achieving milestones to create value



As at 31 March 2018; 30 written-off portfolio companies and 1 company established before September 2007 not listed.

One of our 10 most valuable portfolio companies as at 31 March 2018.



### 10 most valuable portfolio companies

Fair market value of 10 most valuable portfolio companies ~US\$67.8 million, 69.6% of total portfolio value of ~US\$97.4 million.\*

Company name	Initial investment	% owned (fully diluted)
ApiFix Ltd.	2011	19.96
Arcuro Medical Ltd.	2013	37.36
BioFishency Ltd.	2013	48.78
EdenShield Ltd.	2012	23.47
Fidmi Medical Ltd.	2014	48.28
Leviticus Cardio Ltd.	2010	19.91
Saturas Ltd.	2013	28.00
Stimatix GI Ltd.	2009	27.16
STS Medical Ltd.	2013	32.25
ViAqua Therapeutics Ltd.	2014	53.50

<sup>\*</sup>As at 31 March 2018, including the fair value of investments in consolidated portfolio companies. Companies listed alphabetically.



### Minimally invasive scoliosis correction system



Minimally invasive scoliosis correction system incorporates a miniature ratchet mechanism for gentle, incremental correction over time

#### **Investment & Intense Support**

- US\$10.8 million raised in three rounds
- Last round led by B. Braun
- Investors brought by Trendlines, including many Trendlines' shareholders

#### **Achievements**

- American management in place Jan. 2018
- Completed >200 successful surgical procedures
- First patients 6 years post-surgery
- CE mark, commercial sales
- Surgical procedures: North America, Europe, Israel







The ApiFix minimally invasive scoliosis correction system







### A breakthrough in heart pump technology



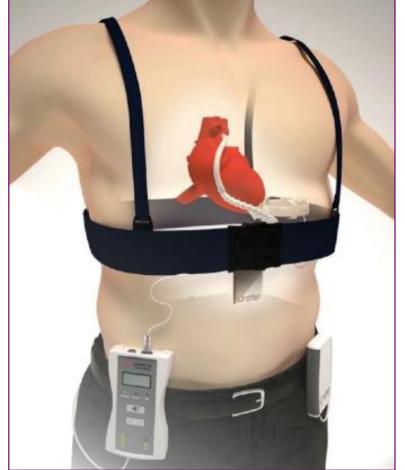
Wireless system provides constant power needs of heart pump (LVAD) implants to eliminate complications related to drive line cables

#### **Investment & Intense Support**

- Active guidance in marketing, business development, investment banking
- Assisted in raising US\$8.7 million

#### **Achievements**

- Fully operational system
- Key opinion leaders on board
- 10 patents granted; 2 pending
- Chronic animal trials and integration with LVADs with successful 60+ day follow-up
- High visibility among LVAD players







portfolio









### Low-profile solutions for colostomy management

Development of low-profile innovative solutions for colostomy management, created to improve the quality of life for people with stomas.

#### **Achievements**

- Multiple successful clinical studies completed
- Received CE and FDA approval within 3 years

#### **Status**

- Acquired by B. Braun in 2014 for cash, milestone payments, and future royalties
- B. Braun has established high-volume manufacturing facility
- Commercial launch of product mid-2018













### Water treatment system for aquaculture



Cost-effective, all-in-one water treatment system for reduced water use and improved yields in all types of land-based aquaculture systems (extensive, intensive, and recirculated)

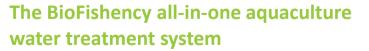
#### **Investment & Intense Support**

- Active guidance in marketing, business development, providing connections with potential partners in target markets
- Follow on investments by Trendlines

#### **Achievements**

- Up to 95% reduction in water consumption and 2-5 fold increase in yields
- Units operating in China, Singapore, Indonesia, Bangladesh, India, Congo, Israel, and more
- Distribution agreements: Bangladesh, India, Taiwan; cooperation with strategic partners
- Q1 2018 sales: ~US\$800,000
- Signed term sheet with the Technion-Israel Institute of Technology to license a new technology















### Natural, nontoxic insect control products



Natural, nontoxic bio-insecticides products for greenhouse crops, ornamentals, and cannabis mask odors to reduce insect attraction

#### **Investment & Intense Support**

- Active guidance in marketing, business development, investment banking
- Raised ~US\$5 million in three rounds
- Follow on investments by Trendlines

#### **Achievements**

- U.S. patent
- Growing sales in Israel, Greece, Italy, Spain
- Distributor agreements, EU, U.S., Mexico, and others
- License granted for EdenNET and EdenDIRECT for use in organic agriculture in the UK









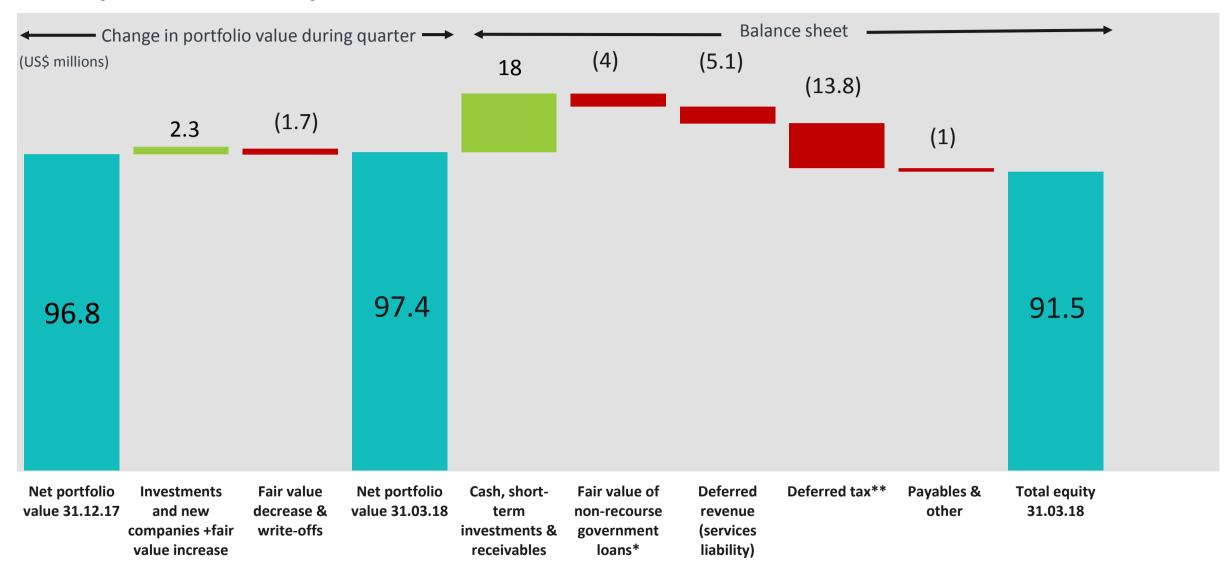








### Key value components



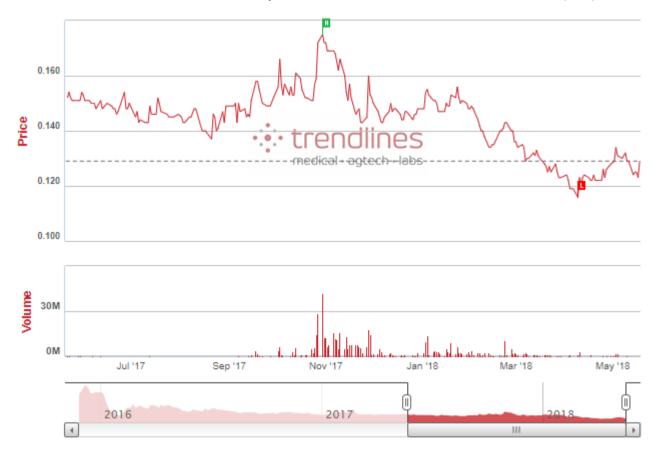
<sup>\*</sup> Israeli government loans are non-recourse loans which only come due upon exit events.

<sup>\*\*</sup> Deferred taxes from unrealized portfolio company valuation profits are offset and paid only upon realization of cash from exits.



### Stock overview

Trendlines' SGX share price movement – 12 months (S\$)



As at 21 May 2018	SGX: 42T S\$	OTCQX: TRNLY US\$
Last price	S\$ 0.129	US\$ 4.80
IPO price	S\$ 0.33	-
52-wk high	S\$ 0.18	US\$ 6.15
52-wk low	S\$ 0.12	US\$ 4.36
Market cap	S\$ 78.5million	US\$ 58.4 million
Shares outstanding	608.8 million	Each OTCQX ADR = 50 SGX shares
Free float	357.4 million	_



### Traded peer group & industry comparables

	Price to portfolio (FMV¹)
Allied Minds (LSE:ALM)	0.97
IP Group (LSE:IPO)	1.31
Malin Corporation (ISE:MLC)	0.89
Mercia Technologies (AIM:MERC)	2.12
PureTech Health (LSE:PRTC) <sup>2</sup>	n/a²
Average price to portfolio	<u>1.32</u>
Trendlines price to portfolio	0.60

- 1. Based on market cap 21 May 2018, divided by last available Portfolio Value.
- 2. As at 31 December 2017, PureTech Health announced it would discontinue publishing valuation of its portfolio/affiliates.

Industry comparables price to book	
696 health care products companies <sup>3</sup> average price/book	3.67
412 farming and agriculture companies <sup>3</sup> average price/book	1.93
Trendlines price to book (21 May 2018)	0.65

3. Prof. Aswath Damodaran, New York University, 5 Jan 2018 people.stern.nyu.edu/adamodar/New\_Home\_Page/datacurrent.html.



### Factors driving value expansion



- 1 Increasing number of portfolio companies
- 2 Building portfolio companies' value through intense support
- 3 Building companies for exit
- Trendlines Labs: creating new IP and new portfolio companies; generating recurring revenues



### Creating and developing companies to improve the human condition

**SGX: 42T** 

**OTCQX: TRNLY** 

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Joint Company Secretary

Submitted By (Co./Ind. Name) Gabriela Heller

Designation