# The Trendlines Group Investor presentation

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Chairman and CEO

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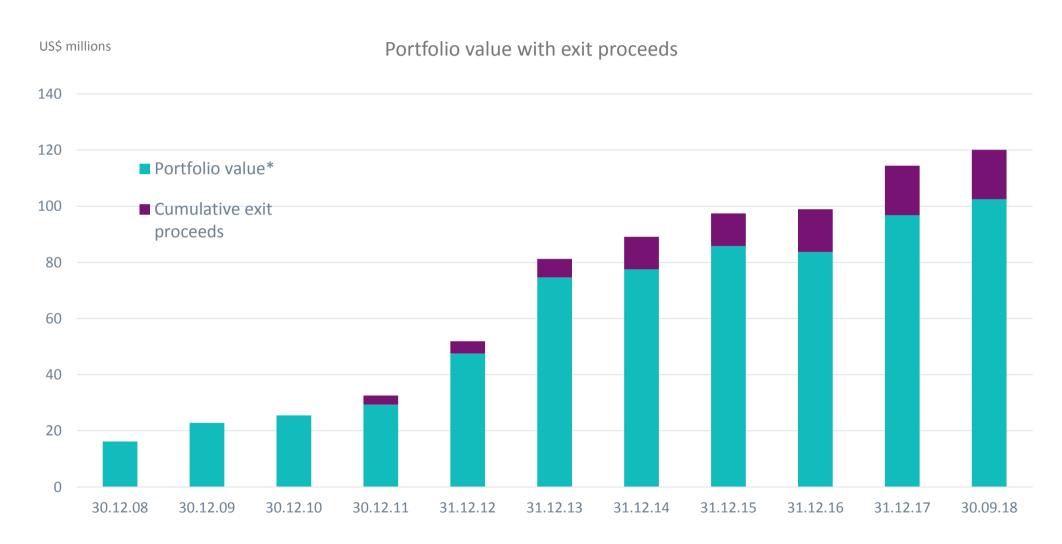
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### 11 years of portfolio value expansion



<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

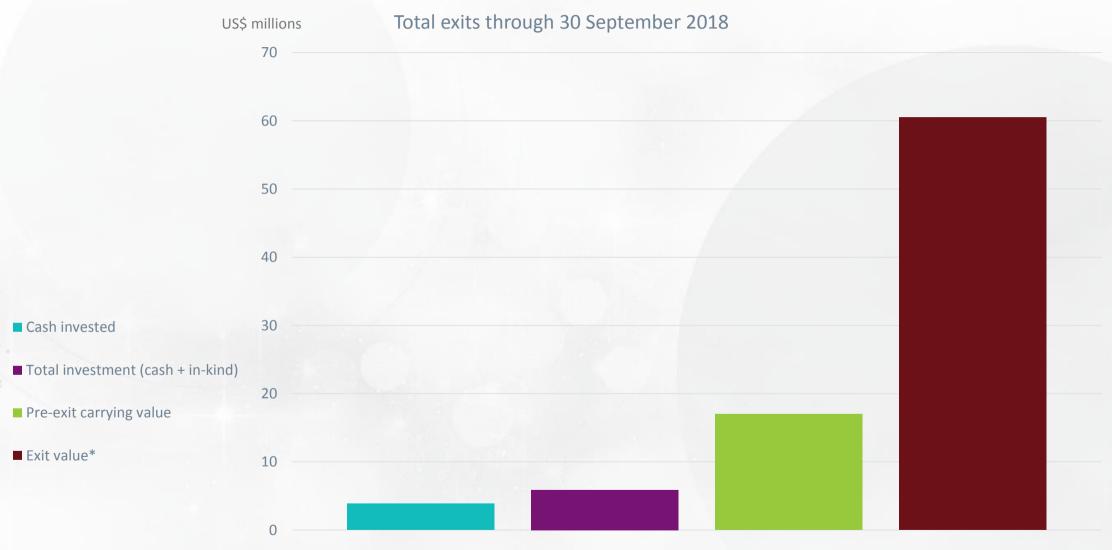
Inventing and developing technologies to address unmet market needs







### 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<br>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                      | 79.1 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<br>Average |                     |                                   | 10.1X                | 95%     |

#### Notes

- \* Estimated return represents the multiple of exit proceeds over Trendlines' investment in the exited company, based on (i) our cash investment; and (ii) estimated value of services provided to the exited company.
- \*\* Exit by Stimatix GI asset sale to B. Braun. Based on the fair value of Stimatix GI (which remains in our portfolio) as of 31 December 2017 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** 



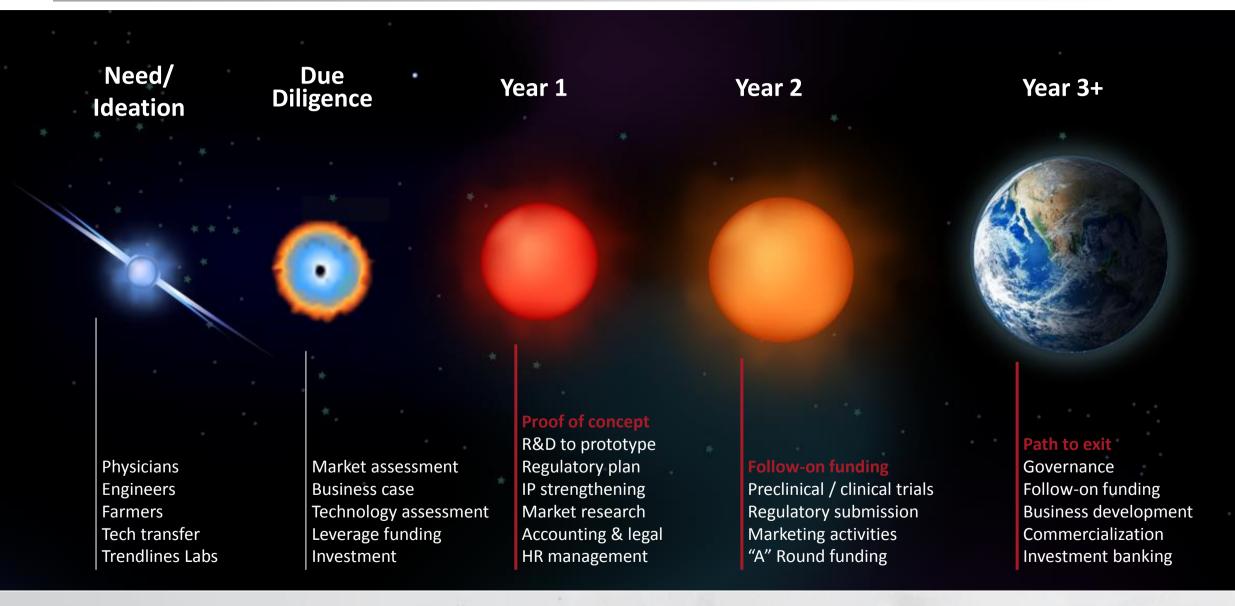
In-kind investment at cost

~US\$650,000 over two years

<sup>\*</sup>Model shown is typical capital leverage model for companies in Israel; similar leverage in Singapore. For more details on our model, refer to our Offer document from November 2015 (<a href="http://investors.trendlines.com/~/media/Files/T/TrendLines-IR/regulatory-filings/2015/Prospectus.pdf">http://investors.trendlines.com/~/media/Files/T/TrendLines-IR/regulatory-filings/2015/Prospectus.pdf</a>).

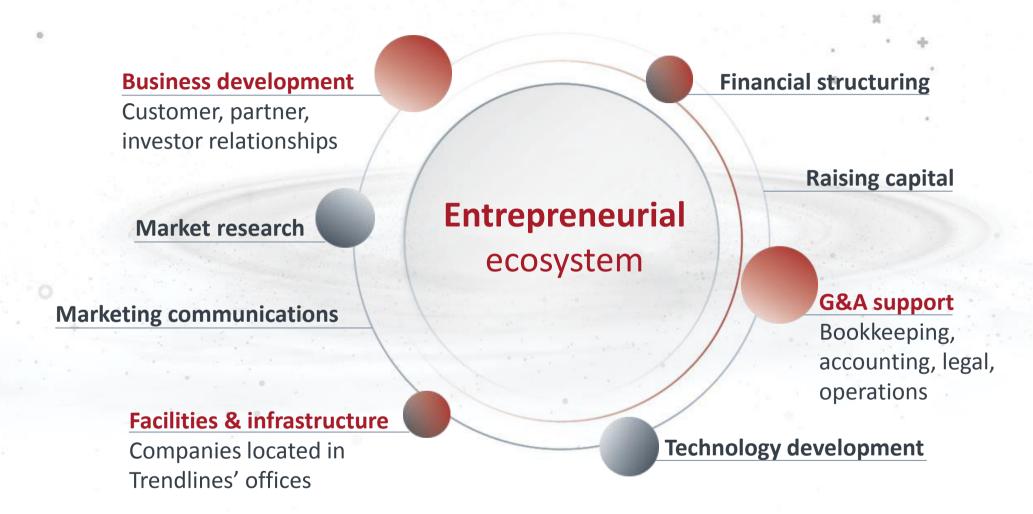


### Trendlines' model: proven, focused company-building timeline





### Trendlines model: intensive support









#### **Trendlines Labs**

- Established 4 Trendlines portfolio companies: InterVaal, PregnanTech, Hyblate Medical, Limaca
- 3 companies in formation: SUI, bladder mapping, sZone
- Partnerships in Singapore, Japan, Europe, U.S., China

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

| Field            | Invention                                       | Status                                   |
|------------------|---|--|
| Urology          | Reduced infection-risk Foley catheter           | Company formed: InterVaal (Singapore)    |
|                  | Stress urinary incontinence (SUI) device        | Company in formation (Singapore)         |
|                  | Bladder mapping                                 | Company in formation                     |
|                  | Single-use endoscope for removing kidney stones | On the market since 2016                 |
| Neurology        | Disposable surgical endoscope                   | Concept                                  |
| Women's health   | Delaying preterm birth                          | Company formed: PregnanTech (Israel)     |
| Cardiology       | Treating atrial fibrillation                    | Company formed: Hyblate Medical (Israel) |
| Aging population | At-home monitoring                              | Portfolio of concepts and products       |
| Diagnostics      | Endoscopic ultrasound fine needle biopsy        | Company formed: Limaca (Israel)          |
|                  | Electrolyte balance monitoring device           | Company in formation: sZone              |



### Decades of company-building experience



**Todd Dollinger**Chairman & CEO



Nitza Kardish, Ph.D.

VP The Trendlines Group

CEO Trendlines Incubators Israel



Yosi Hazan
VP The Trendlines Group
CEO Trendlines Labs



**Steve Rhodes**Chairman & CEO



Haim Brosh CFO & Joint Co. Sec'y.

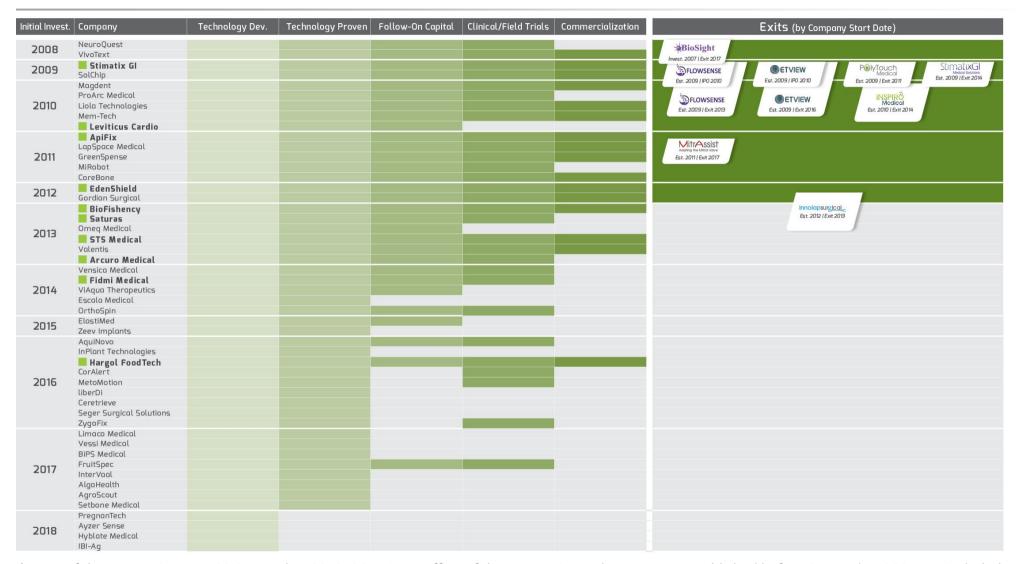


Eric Loh
CEO Trendlines Medical
Singapore





### Companies\* achieving milestones to create value



<sup>\*51</sup> portfolio companies as at 30 September 2018; 30 written-off portfolio companies and 1 company established before September 2007 not included.

One of our 10 most valuable portfolio companies as at 30 September 2018.



#### 10 most valuable portfolio companies

Fair market value of **10 most valuable** portfolio companies **~US\$69.3 million,** representing **67.6**% of total portfolio value of **~US\$102.5 million.\*** 

| Company name          | Initial investment | % owned (fully diluted) |
|-----------------------|--------------------|-------------------------|
| ApiFix Ltd.           | 2011               | 20.48                   |
| Arcuro Medical Ltd.   | 2013               | 37.36                   |
| BioFishency Ltd.      | 2013               | 45.85                   |
| EdenShield Ltd.       | 2012               | 23.58                   |
| Fidmi Medical Ltd.    | 2014               | 48.28                   |
| Hargol FoodTech Ltd.  | 2016               | 26.54                   |
| Leviticus Cardio Ltd. | 2010               | 19.64                   |
| Saturas Ltd.          | 2013               | 25.45                   |
| Stimatix GI Ltd.      | 2009               | 27.16                   |
| STS Medical Ltd.      | 2013               | 26.44                   |

<sup>\*</sup>As at 30 September 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

#### **Achievements**

- Targeted sales in Canada, Europe, and Asia
- Completed >250 successful surgical procedures
- Surgical procedures: North America, Europe, Israel
- First patients 6 years post-surgery
- Offices in Boston and Israel
- CF mark
- ~US\$10.8 million raised in three rounds; last round led by B. Braun
- IP: 20 issued patents, additional pending











Trendlines' directors: Todd Dollinger, Steve Rhodes





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

#### **Achievements**

- Chronic animal trials and integration with LVADs with successful 120+ day follow-up
- Successful preclinical study demonstrated wireless power to Jarvik's fully implanted LVAD
- Fully operational system
- ISO 13485
- Concept validated by key opinion leaders
- High visibility among LVAD players
- Raised US\$9.2 million to date
- IP: 12 issued patents; several pending in the United States

CEO: Michael Zilbershlag

Trendlines' director: Steve Rhodes

















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#### 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**

- B. Braun has established high-volume manufacturing facility
- Commercial launch of product in 2018
- Completed multiple successful clinical studies
- Received CE and FDA approval within 3 years
- Acquired by B. Braun in 2014 for cash, milestone payments, and future royalties













#### 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)

#### **Achievements**

- Units operating in China, Singapore, Indonesia, Bangladesh, India, Congo, Israel
- Completed large project in China in June 2018
- Distribution agreements: Bangladesh, India, Taiwan; cooperation with strategic partners
- Up to 95% reduction in water consumption and 2-5 fold increase in yields
- Half-year 2018 sales ~US\$1,000,000
- Term sheet with the Technion-Israel Institute of Technology
- Patent in National phase (Israel, China, Europe, India, Brazil)

CTO: Igal Magen

Trendlines' directors: Nitza Kardish, Steve Rhodes



















#### Natural, nontoxic insect control products

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

#### **Achievements**

- Achieved US\$208,000 sales in the H1 2018, 28% increase over H1 2017
- Strong distributors in Spain, Greece, Israel, Mexico, California
- Licensed for organic agriculture use in UK (EdenNET, EdenDIRECT)
- Regulatory approval granted in Spain and Israel (EdenShield NET, Forte)
- Raised ~US\$5 million in three rounds
- Patents: United States, Australia

Chair: Peter Shaw CEO: Yotam Gadot

Trendlines' directors: Nitza Kardish, Steve Rhodes









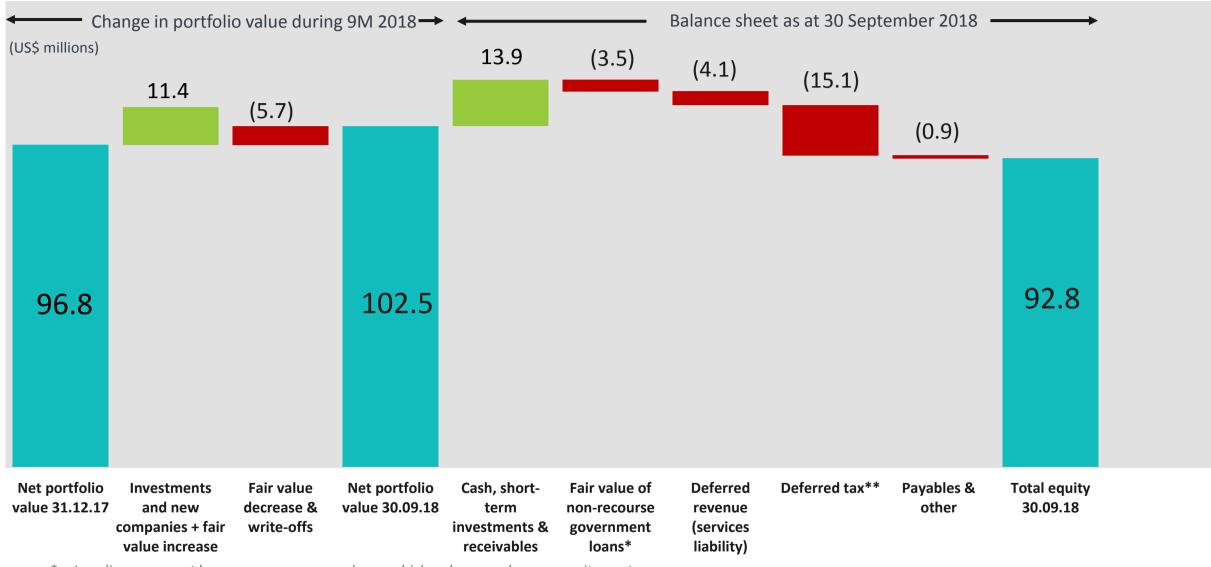








#### Key value components



<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: Jan - Oct 2018 (S\$)



| As at<br>4 Nov 2018           | SGX: 42T<br>S\$  | OTCQX: TRNLY<br>US\$           |
|-------------------------------|------------------|--------------------------------|
| Last price                    | S\$ 0.104        | US\$ 3.600                     |
| IPO price                     | S\$ 0.33         | -                              |
| 52-wk high                    | S\$ 0.174        | US\$ 5.95                      |
| 52-wk low                     | S\$ 0.093        | US\$ 3.58                      |
| Market cap                    | S\$ 63.3 million | US\$ 43.8 million              |
| Shares outstanding            | 608.7 million    | Each OTCQX ADR = 50 SGX shares |
| Net asset value per share/ADR | S\$ 0.21         | US\$ 7.64                      |



#### Traded peer group & industry comparables

|                                | Price to portfolio (FMV¹) |
|--------------------------------|---------------------------|
| Allied Minds (LSE:ALM)         | 0.53                      |
| IP Group (LSE:IPO)             | 1.09                      |
| Malin Corporation (ISE:MLC)    | 0. 45                     |
| Mercia Technologies (AIM:MERC) | 1.44                      |
| PureTech Health (LSE:PRTC)     | n/a²                      |
| Average price to portfolio     | 0.88                      |
| Trendlines price to portfolio  | 0.43                      |

- 1. Based on market capitalization as at 4 November 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 (4 November 2018)                            | 0.47 |

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
- 4 Trendlines Labs: creating new IP and new portfolio companies



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

**SGX: 42T** 

**OTCQX: TRNLY** 

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