# ROYALTY PHARMA

#### ROYALTY PHARMA

**Royalty Pharma plc** 

**Investor Day** 

**Accelerating Innovation, Compounding Growth** 

May 17, 2022

### Forward Looking Statements & Non-GAAP Financial Information

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Also, this presentation will include certain financial measures that were not prepared in accordance with U.S. generally accepted accounting principles ("GAAP"). Additional information regarding non-GAAP financial measures can be found on slide 114 in the Appendix. Any non-U.S. GAAP financial measures presented are not, and should not be viewed as, substitutes for financial measures required by GAAP, have no standardized meaning prescribed by GAAP and may not be comparable to the calculation of similar measures of other companies.

# Today's agenda

8:30am	Opening remarks George Grofik SVP, Head of Investor Relations & Communications	11:05am	Case studies Brienne Kugler VP, Research & Investments	
	Accelerating innovation, compounding growth Pablo Legorreta Founder and Chief Executive Officer		Vlad Coric, MD Chairman and Chief Executive Officer, Biohaven (video)  Sara Klymkowsky VP, Research & Investments	
	Royalty Pharma's opportunity Chris Hite EVP and Vice Chairman		A leading compounding growth company Terrance Coyne EVP and Chief Financial Officer	
	Scaling our unique investment capabilities  Marshall Urist  EVP and Head of Research & Investments		Closing remarks Pablo Legorreta Founder and Chief Executive Officer	
10:15am	Q&A session	12:00pm	Q&A session	
10:45am	Break	12:30pm	Management Luncheon	

# Royalty Pharma at a glance<sup>(1)</sup>

#### **Company**

 $1996^{(2)}$ 

Founded

66

**Employees** 

#### **Portfolio**

~45

Approved and development-stage products

12

\$1bn+ blockbuster therapies in portfolio

#### **Financial**

\$2.1bn

Adjusted Cash Receipts(3) (FY 2021) "top-line"

\$1.9bn

Adjusted EBITDA(3) (FY 2021)

\$1.6bn

Adjusted Cash Flow(3) (FY 2021) "bottom-line"

**Rare Disease** 

(32%)

**Evrysdi** 

**Trikafta** 

**Kalydeco** 

Orkambi

**Symdeko** 

**Oxlumo** 

Orladeyo

**Crysvita** 

BCX9930

**Immunology** 

otilimab **Tremfya** 

**Entyvio** 

Cancer

(24%)

**Trodelvy** 

**Xtandi** 

**Imbruvica** 

Cabometyx

Erleada

**CPI-0209** 

pelabresib

Hematology (7%)

**Promacta** 

**Neurology** 

(18%)

**Nurtec ODT** 

Tysabri

gantenerumab

zavegepant

seltorexant

Cardio-

Metabolic

(13%)

**Farxiga** omecamtiv aficamten<sup>(4)</sup>

Soliqua

Other

(2%)

<sup>1.</sup> As of December 31, 2021, unless otherwise indicated; therapeutic area percentages based on Adjusted Cash Receipts in FY 2021.

<sup>2.</sup> Our predecessor was founded in 1996 and we were incorporated under the laws of England and Wales on February 6, 2020. We are externally managed by RP Management, LLC (the "Manager") and references to "employees" refer to such persons' role at the Manager.

<sup>3.</sup> See slide 114 for definitions. Refer to the Appendix for a GAAP to non-GAAP reconciliation.

<sup>4.</sup> Royalty added January 2022

#### Accelerating innovation, compounding growth

### **Pablo Legorreta**

Founder and Chief Executive Officer







## Clear strategic plan to drive robust and value-enhancing growth

1

#### **Existing royalties**

Acquire existing royalties on marketleading or late-stage development therapies with high commercial potential 2

# Synthetic royalties / R&D funding

Acquire newly-created royalties on approved or late-stage development therapies with strong proof of concept and high commercial potential

3

# Launch & development capital<sup>(1)</sup>

Additional funding in exchange for long-term payment streams

4

#### M&A related

Acquire royalties by facilitating M&A transactions

5

#### **Adjacencies**

Leverage team's capabilities in business adjacencies

## Accelerating innovation, compounding growth

1

# Strong track record

Industry pioneer delivering **13%** Adjusted Cash Receipts<sup>(1)</sup> ("top-line") CAGR from 2010-2020 2

# Unique model

Exposure to best attributes of biopharma industry without common challenges

3

# Large moat

**60%** share of royalty funding market<sup>(2)</sup>

Model, scale and platform provide durable competitive advantages

4

# Significant opportunity

>\$1 trillion of capital required to fund biopharma innovation over the next decade

5

# **Compounding** growth

**11-14%** ACR<sup>(1)</sup> CAGR expected from 2020 to 2025

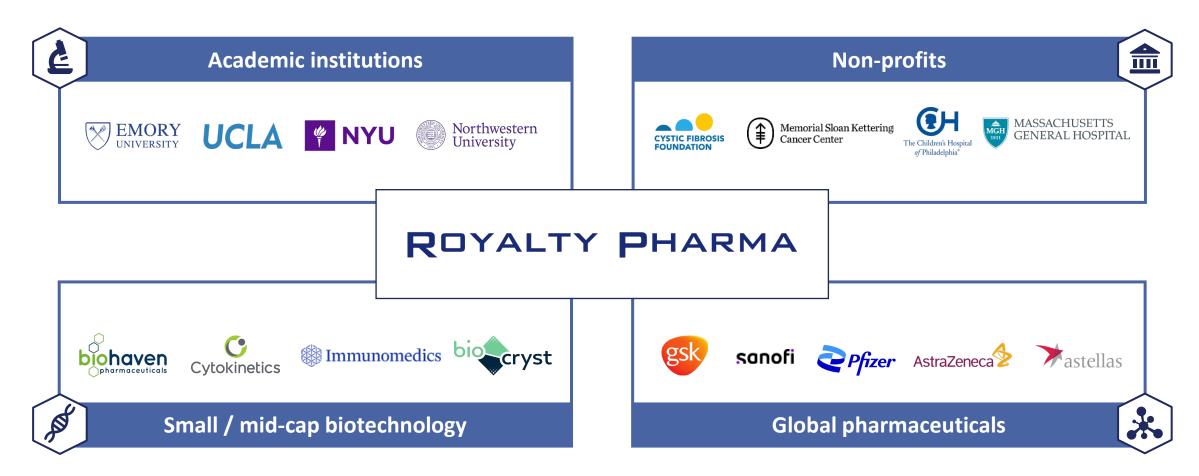
Expect to achieve ACR<sup>(1)</sup>
CAGR of **10%** or more over this decade

ACR: Adjusted Cash Receipts; CAGR: compound annual growth rate

<sup>1.</sup> Adjusted Cash Receipts for periods 2020 and earlier are pro forma for current non-controlling interests. See footnote (1) on slide 114 for additional information. See slide 114 for definitions and factors that may impact the achievement of our growth outlook. Growth outlook includes future royalty acquisitions and excludes development-stage pipeline candidate gantenerumab for Alzheimer's disease. Refer to the Appendix for a GAAP to non-GAAP reconciliation.

## Deep network across the biopharma ecosystem

Leading provider of funding solutions for life sciences innovation

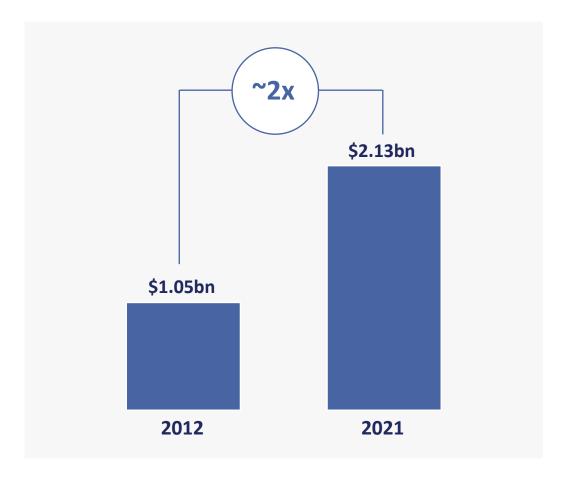




Strong track record Unique model Large moat Significant opportunity Compounding growth

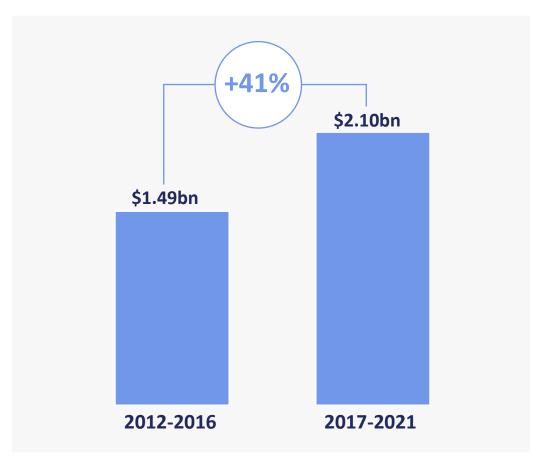
## Track record of delivering exceptional growth

#### Adjusted Cash Receipts(1)



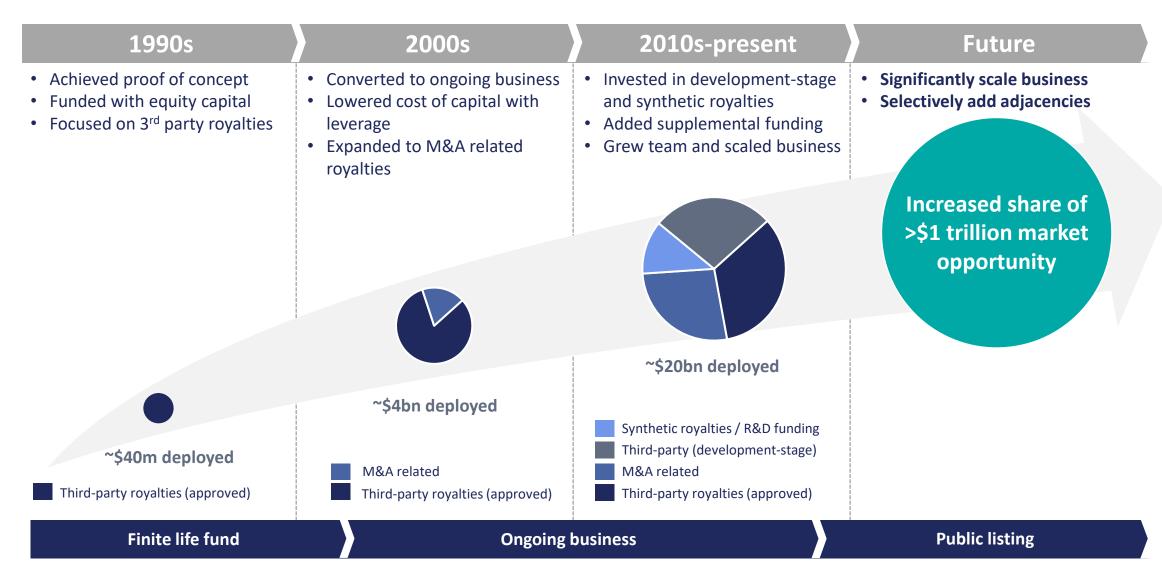
### Capital deployed

(annual average)



Strong track record Unique model Large moat Significant opportunity Compounding growth

### We are consistently innovating new funding solutions



## A unique way to invest in biopharma

#### Maximizing

- Exposure to transformative therapies
- Revenue and profit diversification
- Therapeutic area breadth
- Long weighted average portfolio duration
- Consistent and sustainable growth
- Management team continuity
- Shareholder alignment
- Opportunity entire R&D ecosystem is our pipeline

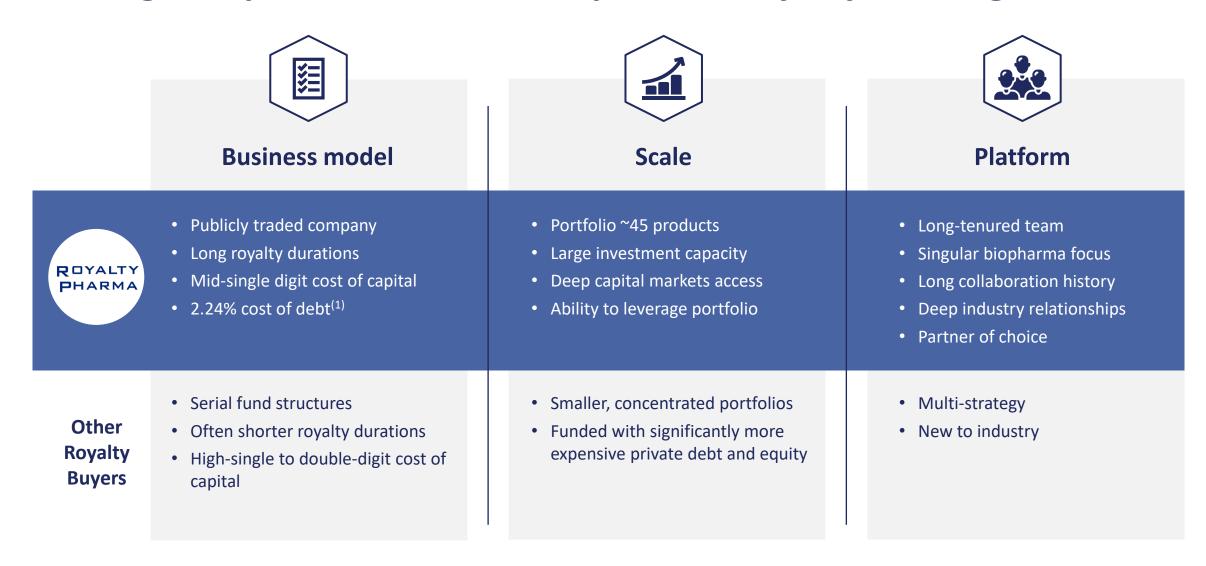


### **Minimizing**

- Early-stage development risk
- R&D and SG&A cost base
- Therapeutic area bias
- Highly competitive business development
- Late-stage clinical binary risk

Strong track record Unique model Large moat Significant opportunity Compounding growth

## Strong competitive moat in biopharma royalty funding



POYALTY PHARMA 1. Weighted average coupon.

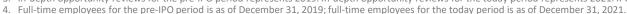
## Our competitive position has strengthened since our IPO

		Pre-IPO	Today	Increase
Business	Equity ownership structure <sup>(1)</sup>	Private	~\$24bn Public market value	Depth & Accessibility
model	Debt portfolio weighted average maturity	5.5 years	12.5 years	>2.0x 👚
Scale	Announced deal value (prior 2 years) <sup>(2)</sup>	\$2.8bn	\$5.2bn	1.8x 👚
Scale	Cash flow streams acquired (prior 2 years)(2)	11	20	1.8x 👚
Dietform	In-depth opportunity reviews(3)	40	61	1.5x 👚
Platform	Full time employees <sup>(4)</sup>	35	66	1.9x 👚

IPO: initial public offering

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<sup>3.</sup> In-depth opportunity reviews for the pre-IPO period represents 2019. In-depth opportunity reviews for the today period represents 2021. IPO was June 2020.



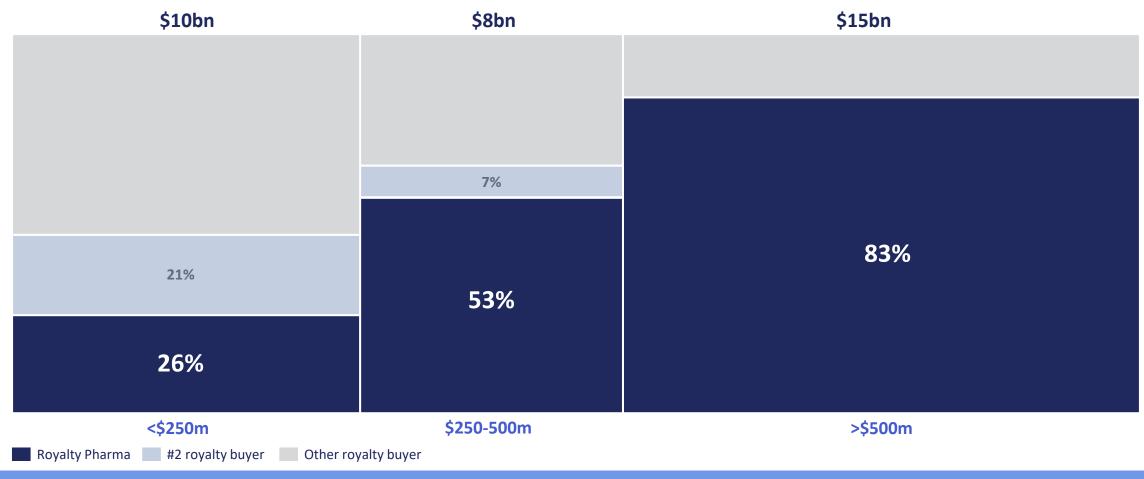
<sup>1.</sup> Market data as of May 13, 2022.

<sup>2.</sup> Total announced value of transactions excluding equity for the pre-IPO period Q3 2018 through Q2 2020. Total announced value of transactions excluding equity for the today period includes Q3 2020 through Q2 2022.

Large moat

## Royalty Pharma is the leader in royalty transactions

Biopharma royalty market size and share by transaction value, 2012-2022 YTD<sup>(1)</sup>



Royalty Pharma has maintained ~60% overall share since 2012 and is the go-to partner for larger transactions

Large moat

## Drivers of growth are diversified across the portfolio

## ROYALTY PHARMA

#### **Established growth portfolio**

**~25** approved products of which **12** were blockbusters in 2021

#### **Recently launched products**

**9** recent launches of which **6** are expected to be blockbusters in 2025<sup>(1)</sup>

#### **Development-stage pipeline**

**10** development-stage therapies

Potential for all to launch by end of 2025

#### **Future royalty acquisitions**

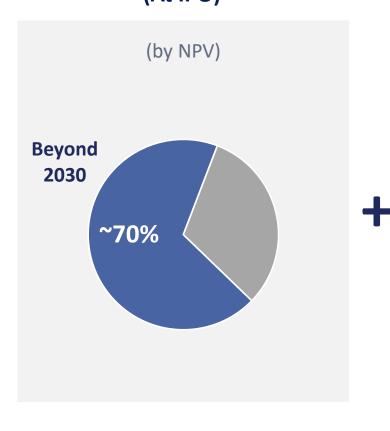
~\$10-12bn opportunity to deploy value-creating capital over next 5 years

Diverse mix of marquee and recently launched products, exciting development-stage therapies and future royalty acquisitions

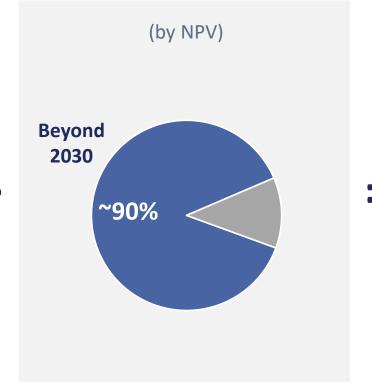
Strong track record Unique model Large moat Siginficant opportunity Compounding growth

## Long duration portfolio consistently replenished

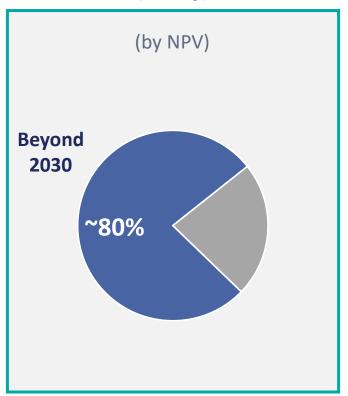
# **Duration of portfolio** (At IPO)



# **Duration of royalties acquired 2020-2022 YTD (Today)**



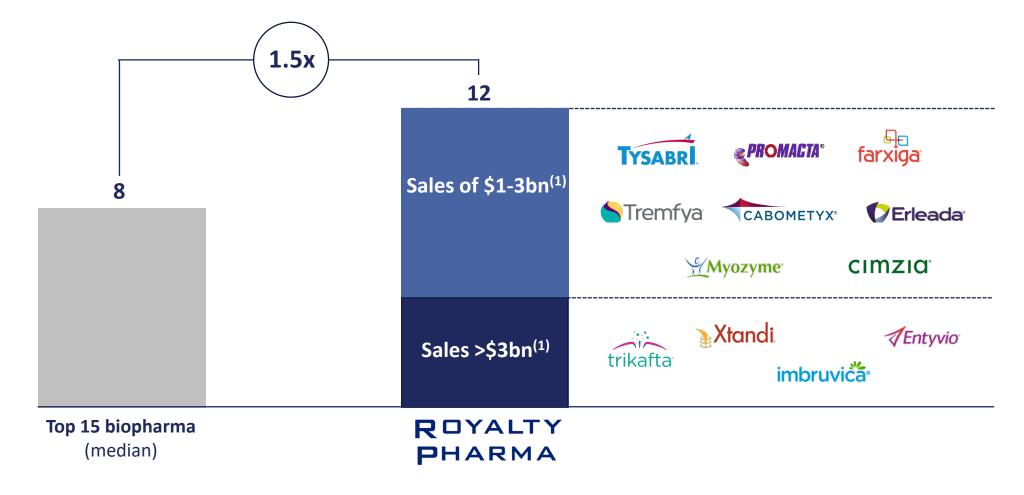
# **Duration of portfolio** (Today)



~13 year weighted average royalty portfolio duration

trong track record Unique model Large moat Significant opportunity Compounding growth

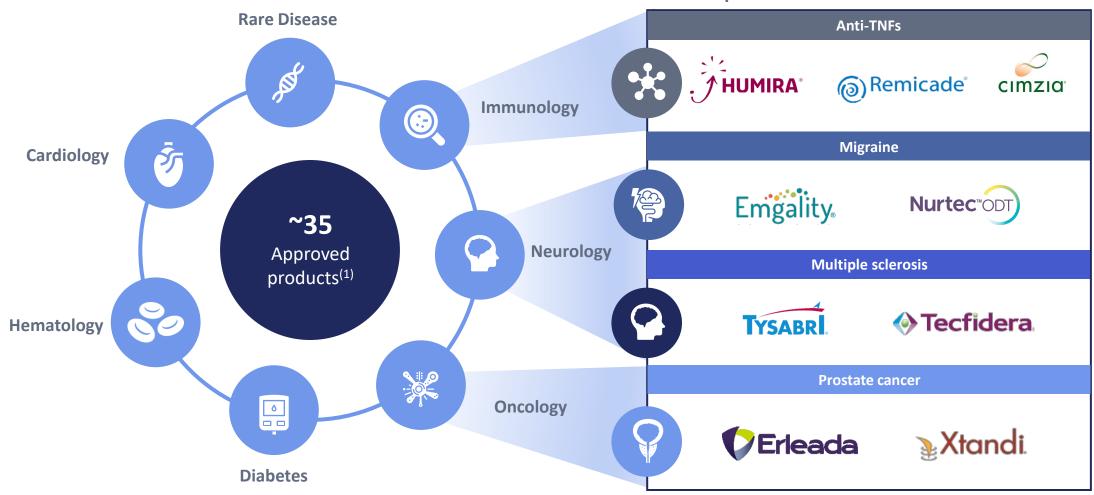
### Industry leading exposure to blockbuster products



Portfolio includes premier products and franchises backed by strong support from marketers

## Portfolio agnostic to therapeutic area, modality and drug class

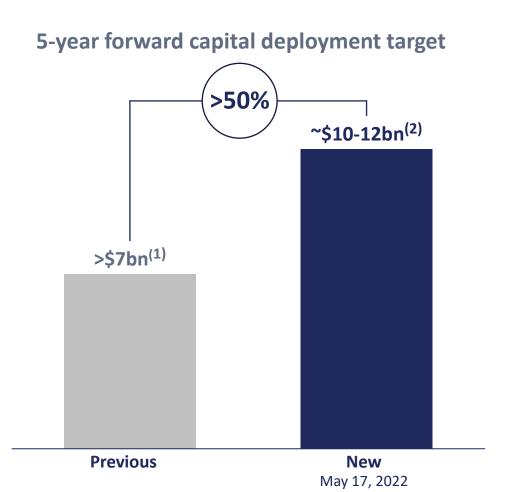
Unique ability to invest in multiple products in the same class or TA

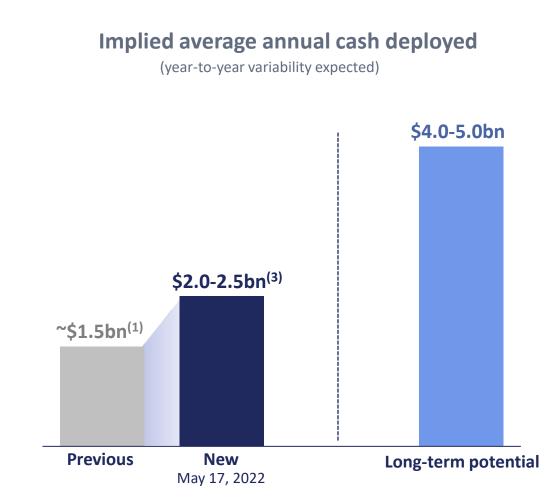




Royalty Pharma portfolio also includes 10 development-stage therapies.

## Expanding opportunity set driving accelerated capital deployment





#### Increasing 5-year forward capital deployment target to \$10-12bn

<sup>1. 2020</sup> to 2025 outlook for capital deployment provided on February 17, 2021.

<sup>2.</sup> See slide 114 for factors that may impact our capital deployment target.

<sup>3.</sup> Royalty Pharma's 2020 to 2030 growth target assumes \$2.0-2.5bn of capital deployed on average per year through 2030.

Strong track record Unique model Large moat Significant opportunity **Compounding growth** 

# Growth outlook has accelerated with strong business momentum

Adjusted Cash Receipts<sup>(1)</sup> ("top-line") 2020-2025e CAGR outlook

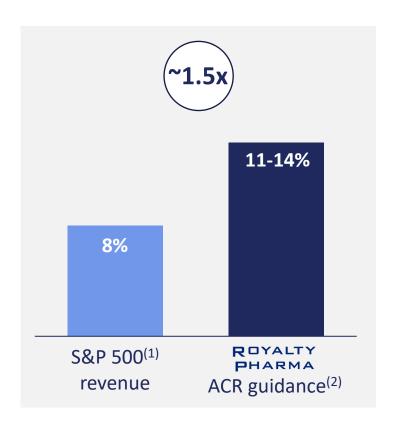


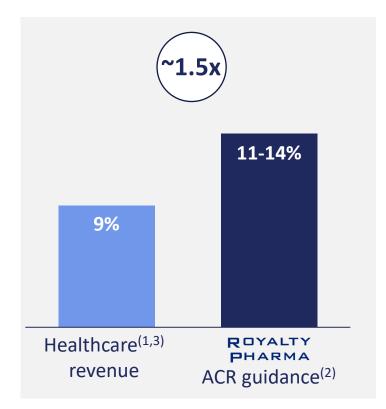
Increasing long-term CAGR target by ~50% versus midpoint of previous range

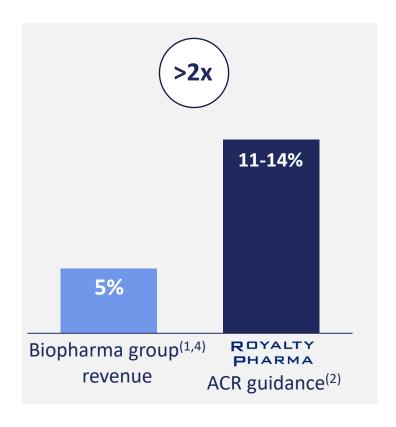
Strong track record Unique model Large moat Significant opportunity **Compounding growth** 

## Expect faster growth than S&P 500, healthcare & biopharma

#### Top-line growth comparison 2020-2025e<sup>(1)</sup>







#### Longer term, we expect to achieve ACR CAGR of 10% or more over this decade

- 1. Based on median growth rates for consensus sales.
- 2. See slide 114 for definitions. Refer to the appendix for a GAAP to non-GAAP reconciliation.
- 3. Healthcare industry sector of S&P 500 constituents.
- 4. Biopharma group include AbbVie, Lilly, Bristol-Myers Squibb, Pfizer, Johnson & Johnson, Merck & Co., Regeneron, Vertex, Biogen, Gilead, Amgen, Roche, Novartis, GSK, Sanofi, Novo Nordisk and AstraZeneca.

## **ESG** – driving value for all stakeholders



#### **Environmental**

We are laying the groundwork for a robust environmental program

Commitment to carbon neutrality

Clear policy for reducing footprint

Employee engagement and training

Company-wide waste reduction efforts



#### Social

We are committed to our people, our stakeholders and the community as a whole

Strong human capital, DEI focus

Diverse employee base (49% women)

Deep bench of expertise, low turnover

Social Bond Framework (\$600m bond)

Commitment to philanthropy



#### Governance

Risk management, compliance and high ethical standards are foundational to our culture

ESG-informed investment processes

Diverse, independent board

Board oversight of ESG

Robust governance policies and practices

## Passionate about philanthropy and supporting our communities

#### Select philanthropic donations by Royalty Pharma and management



**\$20m** cumulative multi-year commitment to address disparities in medicine and promote health equity



**\$7.5m** cumulative multi-year commitment to address disparities in blood cancer treatment and care



**\$25m** to propel plans for a world-class, nationally designated cancer center<sup>(1)</sup>



**\$5.3m** to support innovative COVID-19 healthcare research and solutions

\$62m in contributions to non-profit institutions from 2020 to present

### Combating health disparities in underserved communities



#### Creation of the Mount Sinai-Royalty Pharma Alliance for Health Equity Research

 Study and address biological, social, financial, neighborhood and other factors that affect health outcomes for racial, ethnic, gender minorities and other underserved communities

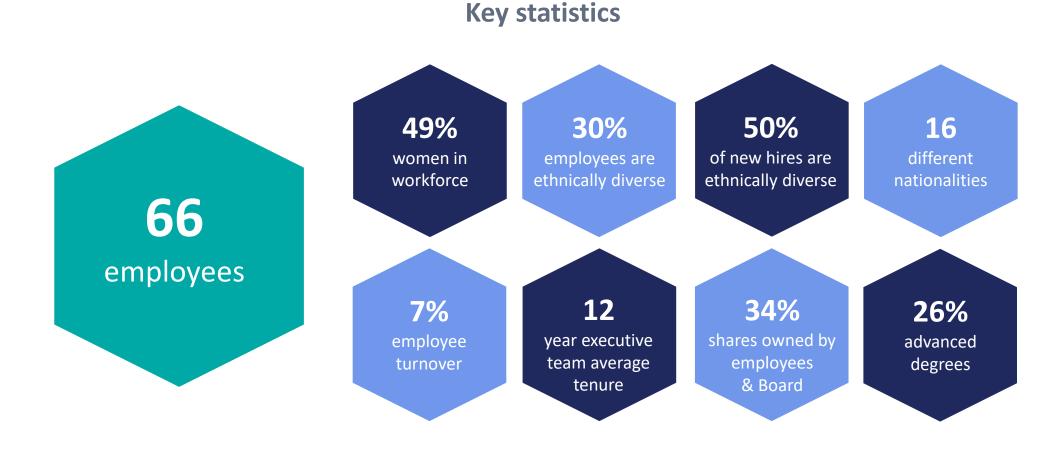
#### **Purpose**

- Eliminate disparities in the diagnosis and treatment of diseases in underserved communities
- Promote health equity

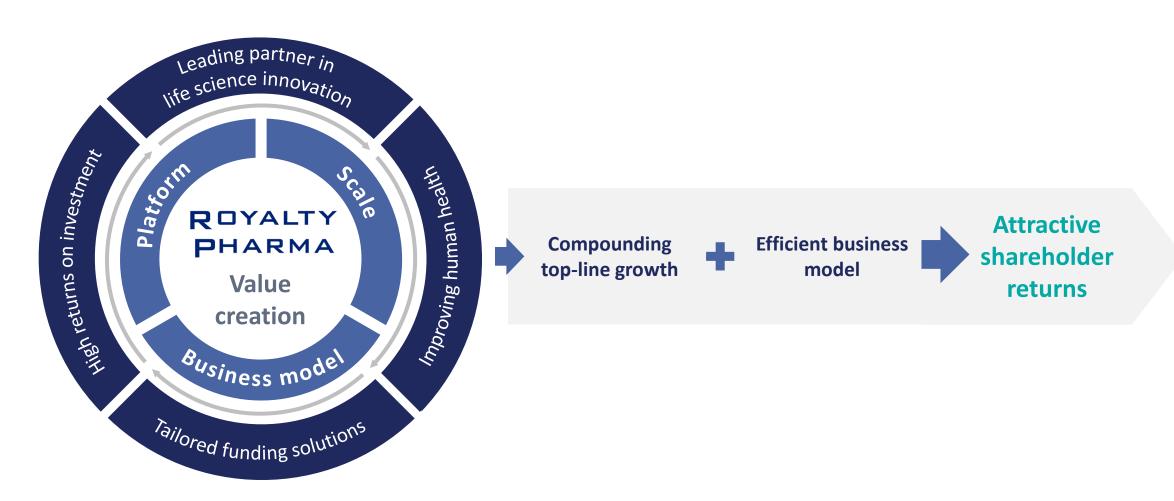
#### **Royalty Pharma Focus**

- Fund the Institute of Health Equity Research (IHER)
- Assist by mapping of disparities landscape, clinical trial design and big data research on claims leveraging existing knowledge and data resources

### Engaged, team-oriented culture with owner-operator mindset



### Powerful engine for value creation and compounding growth

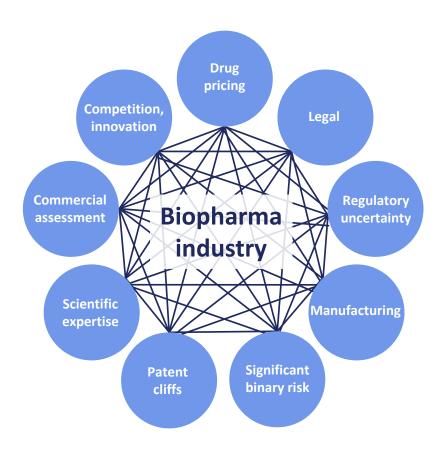


Consistently replenishing portfolio, powering long-term compounding growth

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## A simple investment proposition in a highly complex industry

Successful biopharma investing is extremely complex



ROYALTY PHARMA offers a simple solution

- Efficient business of collecting share of topline revenues on leading products
- Strong track record of product selection
- Rigorous diligence processes
- Highly diversified portfolio
- Minimal binary clinical risk
- ✓ Proven ability to replenish portfolio

#### **Royalty Pharma's opportunity**

#### **Chris Hite**

Executive Vice President and Vice Chairman





### **Key messages**

1

# **Expanding opportunity**

Industry fragmentation and increasing drug development complexity driving royalty creation 2

# Significant capital needs

>\$1 trillion of capital required to fund biopharma innovation over the next decade

3

# Innovative funding

Synthetic royalties broaden opportunity set to entire universe of late-stage drug development

4

# Facilitating M&A

Trusted partner enabling M&A through full suite of funding solutions

5

# Differentiated sourcing

Proprietary sourcing and relationships provide powerful competitive advantage

# Advancing our partners' core mission with win-win solutions

#### Existing royalties

Structure

Potential benefits to partner

Diversification of asset portfolio

- Non-dilutive funding for business growth and investment
- Upfront capital today in exchange for a long-dated stream of payments

#### **Synthetic** royalties

- Funding for completion of development and commercialization of portfolio
- Retain operational control of development programs
- Lower cost of capital than issuing equity

#### Launch & development capital

- Launch funding offers flexible, patient, long-term alternative financing
- Lower cost of capital than selling equity and less restrictive than debt

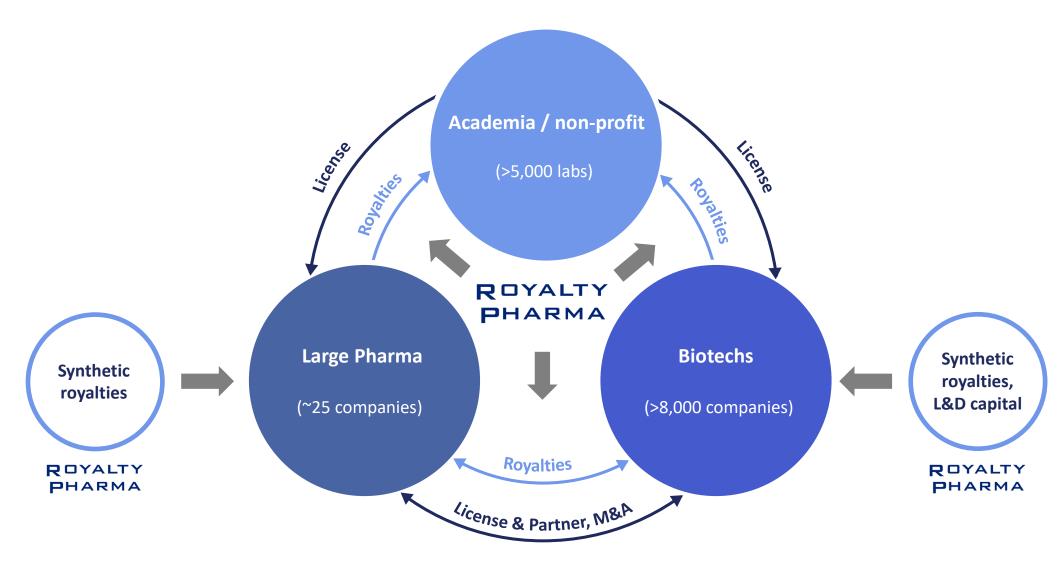
M&A

- Monetize non-strategic passive royalties to reduce net M&A price
- Capital provided through purchase of royalties and supplemental funding



**Expanding opportunity** Significant capital needs Innovative funding Facilitating M&A Differentiated sourcing

### Industry fragmentation and complexity drive royalty creation

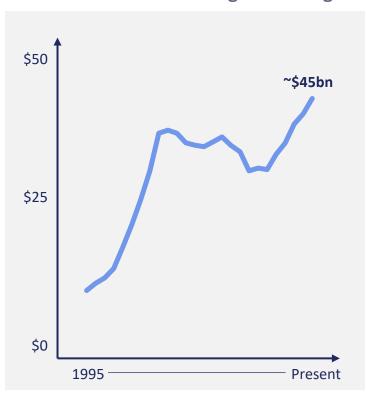


ROYALTY PHARMA L&D: launch & development capital

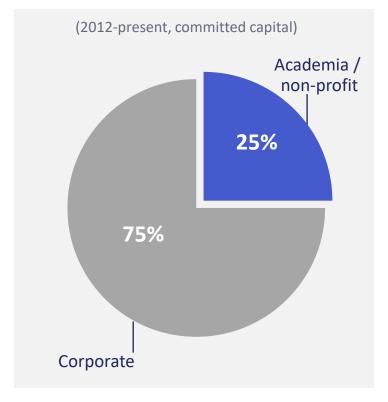
**Expanding opportunity** Significant capital needs Innovative funding Facilitating M&A Differentiated sourcing

## **Existing royalties created by academia and non-profits**

#### NIH federal funding increasing



#### **Royalty Pharma transactions**



#### Select academic & non-profit partners



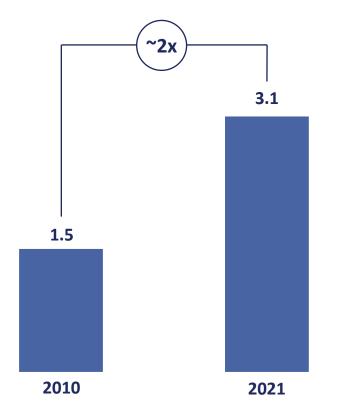
>\$100 billion invested per year globally by government, academia and research institutions(1)

**Expanding opportunity** 

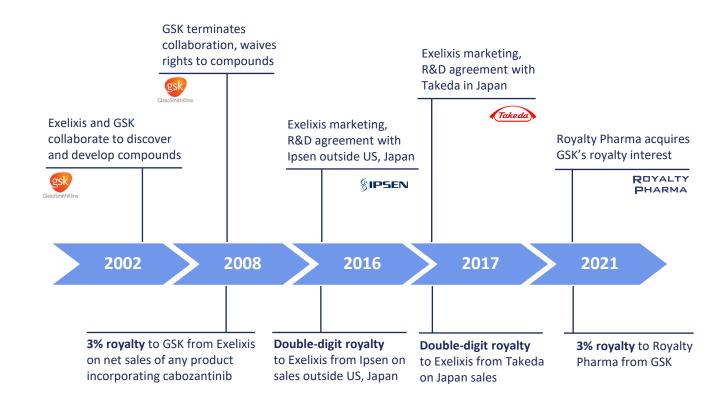
# Existing royalties created through licensing and partnering

#### Pharma licenses and partnerships

(average per approved drug)



#### Exelixis' Cabometyx: industry collaborations resulted in multiple royalties



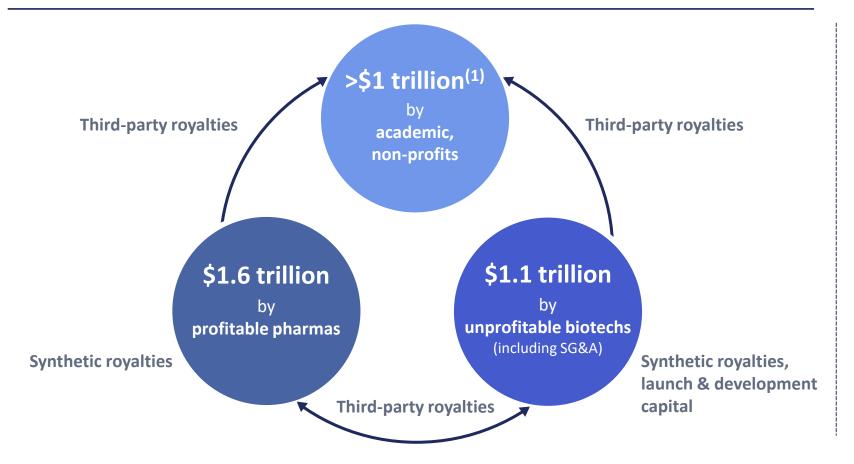
ROYALTY PHARMA Source: CapIQ, Visible Alpha

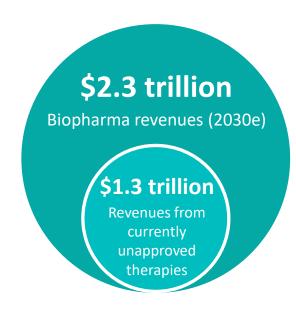
Significant capital needs

## Significant opportunity to fund biopharma innovation

Biopharma ecosystem cumulative R&D spend over next decade

Global pharma market<sup>(2)</sup>



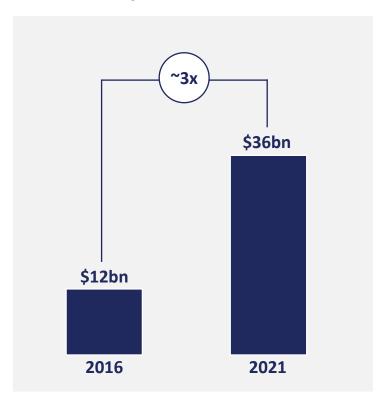


Entire biopharma ecosystem drives our pipeline

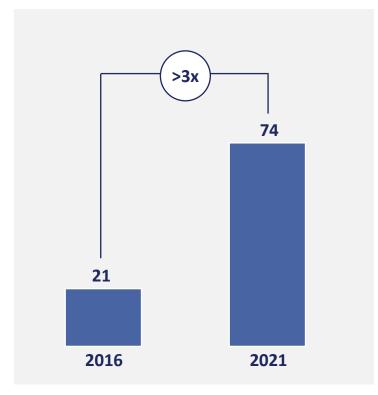
Significant capital needs

## Biotech company formation expands our opportunity set

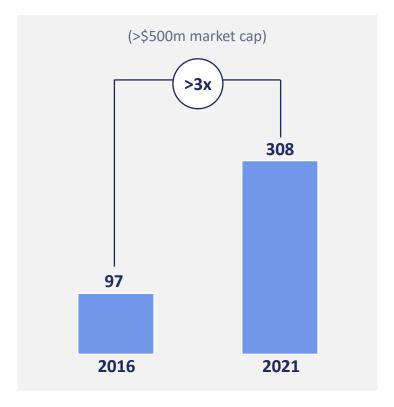
#### **Venture capital biotech investments**



#### **Biotech initial public offerings**



#### **Public biotech companies**

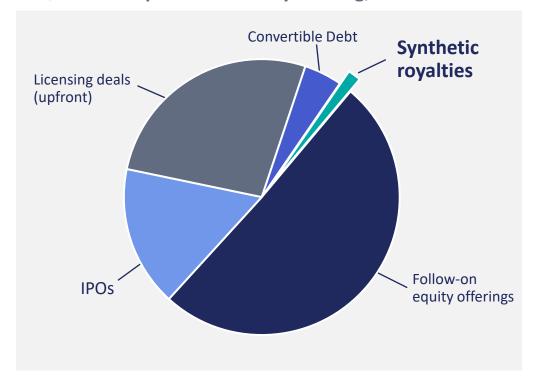


xpanding opportunity Significant capital needs **Innovative funding** Facilitating M&A Differentiated sourcin

## Synthetic royalty opportunity is underpenetrated

- Synthetic royalties a recent innovation with significant growth potential
- Multiple potential benefits
  - Innovator retains operational control
  - Capital at scale
  - Program and product specific
  - Lower cost of capital vs. equity
  - Non-dilutive to equity and preserves equity upside
  - Flexible and creative structuring
  - Independent validation of opportunity
  - Preserves attractiveness to strategic acquirer

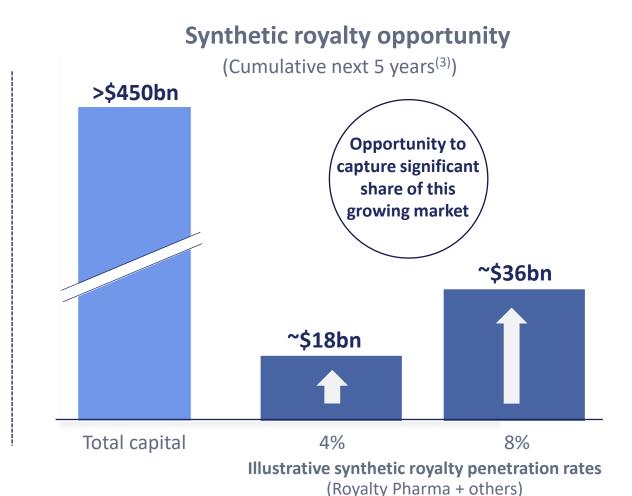
#### >\$260bn biopharma industry funding, 2017-2021(1,2)



#### Synthetic royalties represented only ~2% of biopharma funding over past 5 years

## Synthetic royalty market has room for significant growth

## **Biopharma funding sources**<sup>(1,2)</sup> (2017 to 2021) >\$260bn ~\$4bn penetration Total capital Synthetic royalties



Source: Dealogic, Biomedtracker, internal estimates, Evaluate.

- 1. Includes capital raised through initial public offerings (IPOs), follow-on offerings, equity linked issuances and upfronts from licensing deals.
- 2. Royalty funding includes upfront investment consideration, including acquisitions of synthetic royalties and associated equity investments.
- 3. Estimated capital needs for today's unprofitable biopharmas based on Visible Alpha, Dealogic, internal estimates.



## **Expansion of partnerships validates unique model**

	Capital provided		Assets acquired	
biohaven pharmaceuticals	Up to ~\$835m across four transactions		Nurtec ODT and zavegepant royalties, commercial launch capital, preferred and common equity	
biocryst	Up to \$325m across two transactions		Orladeyo and BCX9930 royalties and common equity	
Cytokinetics	Up to \$550m across two transactions		Aficamten and omecamtiv mecarbil royalties, common equity and commercial launch capital	



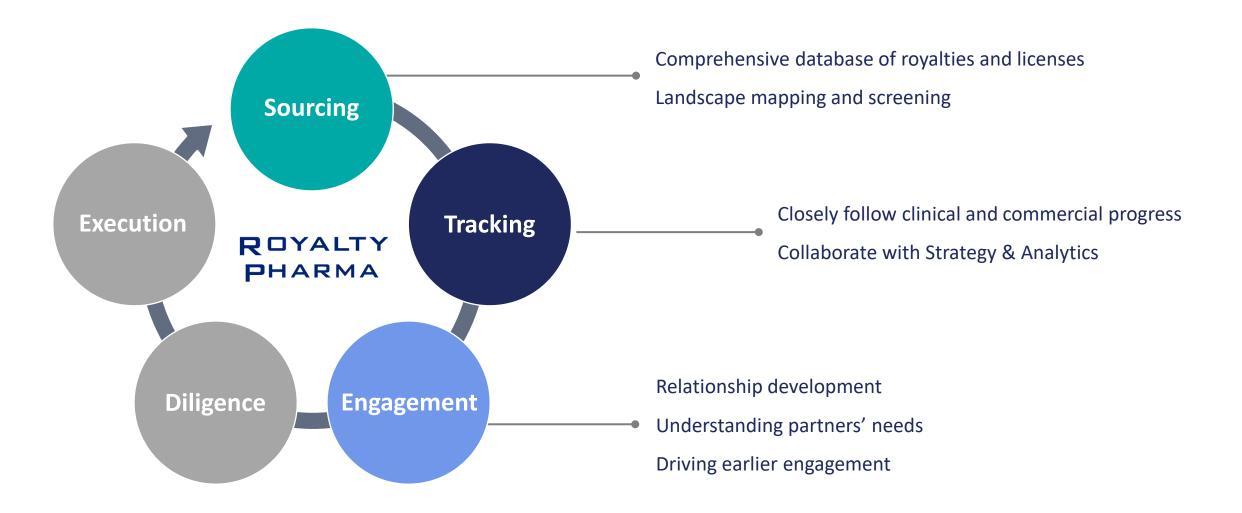
**Facilitating M&A** 

## Providing needed capital for M&A transactions

	Mid-cap M&A	Large pharma M&A	Divestitures	
Challenge	Cash flow constraints historically have meant equity is the primary funding source	Non-strategic assets at target companies may significantly increase acquisition price	Increasing FTC scrutiny of M&A transactions may reduce attractiveness of target due to regulatory concerns	
Our solution	Enable delivery of cash through synthetic royalty creation, third-party royalty monetization and/or launch and development capital	Reduce net price of acquisition by monetizing non-strategic royalty assets at target companies acquired by large pharma	Finance the acquisition of assets that must be divested due to anti-trust concerns	
Examples	IIIOrphosus Constellation	astellas (osi) pharmaceuticals	Emerging opportunity	

41 ROYALTY PHARMA FTC: Federal Trade Commission

## Sourcing is integral to our business and a key focus for growth



kpanding opportunity Significant capital needs Innovative funding Facilitating M&A **Differentiated sourcing** 

## Effectively reaching significant majority of potential partners

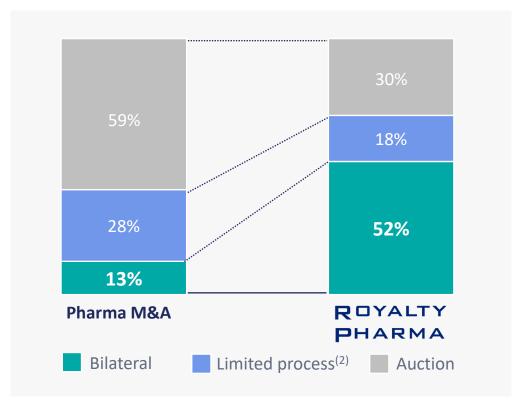
#### **Meetings in Royalty Pharma network**



- Meetings with 79% of companies Phase 3 or later
   \$1bn market cap
  - Meetings with 66% of companies Phase 2 or later
     \$500m market cap, cultivating relationships for future potential partnerships
- Further expand outreach capabilities and calling frequency
- Strategic plan to develop the market for synthetic royalties through greater awareness and education

## Proprietary sourcing provides competitive advantage

#### Source of deals<sup>(1)</sup>





- Track record of "win-win" outcomes
- Scale advantages
- Strong record of value-enhancing acquisitions

#### Majority of Royalty Pharma transactions negotiated on a bilateral basis



- (1) Includes all Royalty Pharma transactions announced from January 2016 to January 2022; analysis of Schedule 14D-9s for pharma M&A transactions and includes biotech acquisitions greater than \$1 billion in value (46 in total). Percentages are based on number of transactions.
- (2) Limited process is three or fewer parties involved in process.

### **Key messages**

1

## **Expanding opportunity**

Industry fragmentation and increasing drug development complexity driving royalty creation 2

## Significant capital needs

>\$1 trillion of capital required to fund biopharma innovation over the next decade

3

## Innovative funding

Synthetic royalties broaden opportunity set to entire universe of late-stage drug development 4

## Facilitating M&A

Trusted partner enabling M&A through full suite of funding solutions

5

## Differentiated sourcing

Proprietary sourcing and relationships provide powerful competitive advantage

### **Scaling our unique investment capabilities**

### Marshall Urist, MD, PhD

Executive Vice President, Head of Research & Investments

### ROYALTY PHARMA



### **Case studies**



Partnering with biotechs to support their growth journey

**Brienne Kugler** 

Vice President,
Research & Investments



**Executing complex transactions with our full suite of funding solutions** 

Sara Klymkowsky

Vice President,
Research & Investments

### **Key messages**

1

## Top-tier talent

Attract and develop the best and brightest is key to our long-term success

2

## Differentiated process

Exhaustive diligence process institutionalized over **25+** years

Add value to our process and partners through Strategy & Analytics, our data platform

3

# Scalable platform

Built to leverage our unique position and capabilities in life sciences

**21** products in **~25** diseases added since beginning of 2020

### Unique Research & Investments team and process



Pioneering the royalty market for 25+ years

Innovating new funding solutions, including synthetic royalties



One Royalty Pharma team at the center of every transaction

Long-tenured expert team with deep scientific experience



Open business model: tailored solutions and true partnerships

Proud of partnerships that grow over multiple transactions



Platform built to scale with the royalty market

Team and process growing to address the large opportunity ahead



Exhaustive diligence process sharpened over decades

Able to integrate and interpret a broad and expanding information set



Leveraging big data through Strategy & Analytics

Unique platform for clinical trial analysis and market evaluation

**Top-tier talent** Differentiated process Scalable platform

### Our foundation for success starts with our people



Sandy Balkin, PHD Senior Vice President, Strategy & Analytics Joined Royalty Pharma in 2021





Sara Klymkowsky Vice President, Research & Investments 10 years at Royalty Pharma





Vivian Liu, MD Vice President, Research & Investments Joined Royalty Pharma in 2021







Bill Grau, PhD
Vice President,
Strategy & Analytics
Joined Royalty Pharma in 2021





Brienne Kugler Vice President, Research & Investments 8 years at Royalty Pharma Morgan Stanley



Vlad Nikolenko, PhD, MBA
Vice President,
Research & Investments
5 years at Royalty Pharma
EVERCORE MERCK



Matthew Lyons

Vice President,
Investments & Capital Strategies
Joined Royalty Pharma in 2020

Apax. Citi



Oodaye Shukla, MSEE
Vice President,
Strategy & Analytics
Joined Royalty Pharma in 2021

EVERSANA
LOCKHEED MARTIN



Gaurie Tilak, MD, MBA Senior Associate, Research & Investments 3 years at Royalty Pharma McKinsey & Company



Max Yoon Senior Associate, Research & Investments Joined Royalty Pharma in 2020



Turner Kufe, MD Senior Associate, Research & Investments Joined Royalty Pharma in 2021





Philip Liu
Senior Associate,
Research & Investments
3 years at Royalty Pharma
MIZUHO



Sam Glazer
Associate,
Research & Investments
Joined Royalty Pharma in 2020
PIPER SANDLER



Xico Gracida, PhD
Associate,
Strategy & Analytics
Joined Royalty Pharma in 2021



Alberto Sepulveda, PhD
Associate,
Strategy & Analytics
Joined Royalty Pharma in 2021
CANTOR
Bitagerald



Henri Fernandez

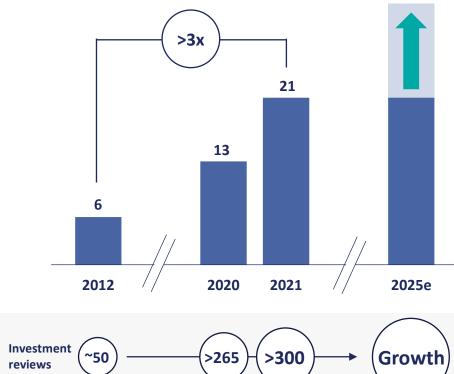
Associate,
Investments & Capital Strategies
Joined Royalty Pharma in 2021

CREDIT SUISSE

Long-tenured team with significant scientific and investing experience is critical to our success

## Growing our team for the significant opportunity ahead

# Research & Investments team<sup>(1)</sup>



#### Deep experience in Research & Investments(1)

**21** professionals

∼5 year average tenure at Royalty Pharma<sup>(2)</sup>

year average biopharma and/or investment
experience<sup>(2)</sup>

>60% advanced degrees

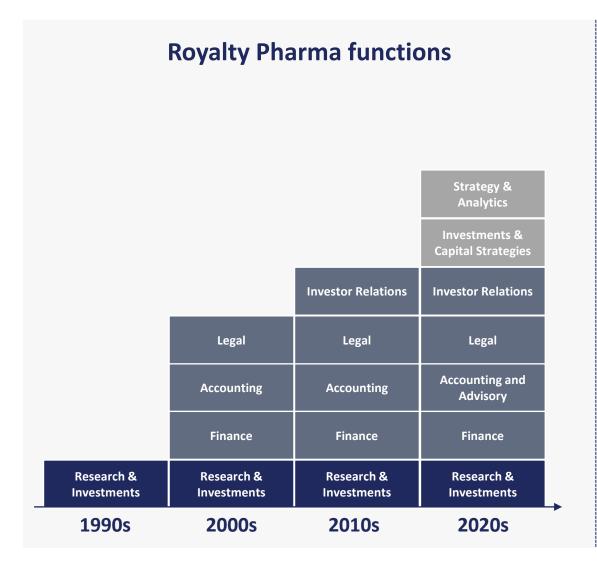
~50% scientific and/or medical degrees(3)

<sup>.</sup> Includes Research & Investments, Investments & Capital Strategies and Strategy & Analytics.

Average tenure and average biopharma and/or investment experience is among senior leadership (VPs and above) at Royalty Pharma.

B. Includes Doctor of Philosophy (PhD) in scientific fields and/or Doctor of Medicine (MD).

## Scaling our platform and innovating new funding solutions





## Fundamental drivers of our investment process



#### **Approach**

- Select best project team based on therapeutic area expertise
- Flat structure with no organizational silos



#### Diligence

- Exhaustive research led by decision makers
- Leverage industry experts for best possible advice

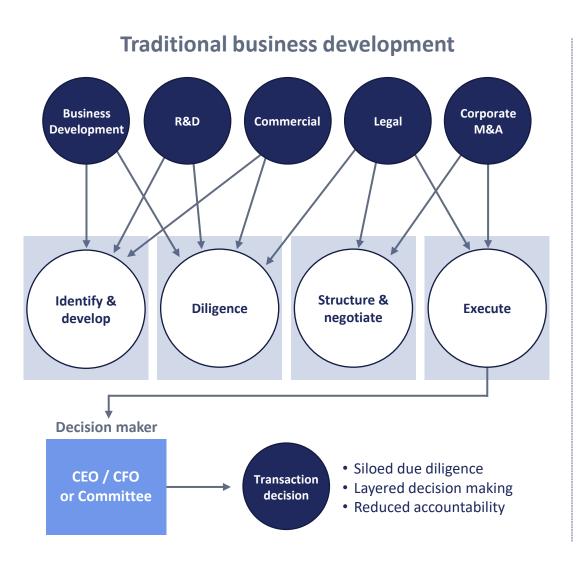


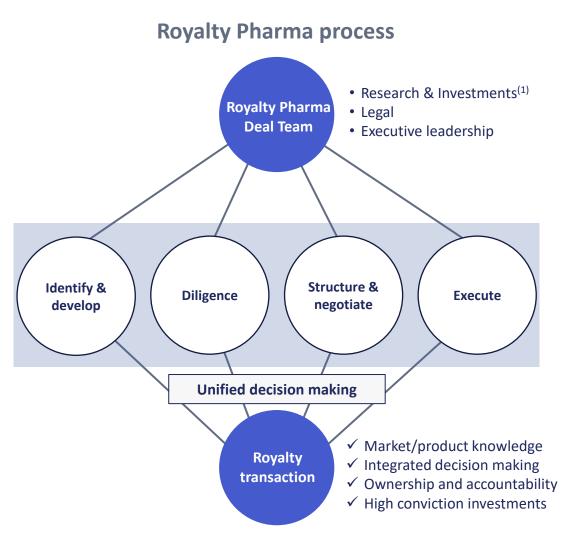
#### **Accountability**

- One Royalty Pharma team owns entire deal process
- Executive leadership involved in every step of a transaction
- Owner-operator mindset

Top-tier talent Differentiated process Scalable platform

## One Royalty Pharma team at the center of every transaction





**Differentiated process** 

## Exhaustive due diligence process sharpened over decades







Regulatory, IP, **Manufacturing** 

**Intellectual property** 

Litigation scenario analysis

US/EU/Japan and other



**Commercial** 



Contracts. Governance

**Licensing and contracts** 

Analysis of contract language

Expert structuring and drafting

**Transactional** 

Tax implications

Risk assessment

Accounting treatment

#### **Physician diligence**

- US/EU/Japan
- KOL/academic
- Community
- Surveys

#### **Statistics**

- Probability of success
- Effect size modeling
- Enrollment modeling
- Statistical Analysis Plans

#### Non-clinical

- Pharmacokinetics
- Pharmacodynamics
- Dose modeling

#### Toxicology

- · Animal toxicologists
- Specialized areas (i.e., ophthalmology)

- - Regulatory perspectives

#### **Manufacturing**

Multiple opinions

- · Modality expertise: small molecule, biologics, gene therapy
- Capacity planning

#### Clinical

- Interview former R&D executives
- Patient level data analysis
- Immunogenicity and specific safety observations
- Clinical trial design and study reports
- Comparative analysis

#### **Patients & Caregivers**

- Efficacy, tolerability, convenience perspectives
- · Social media

#### **Drug delivery**

- · Auto-injectors and devices
- Design and human factors
- Formulation technologies

#### Regulatory

- US/FDA meeting minutes
- EU/EMA meeting minutes
- International (PMDA, other)
- Consultants

#### **Claims analysis**

- · Patient diagnosis, treatment, compliance
- Site of care
- Other patient metrics

#### **US** pricing

- Pricing modeling
- · Gross-to-net modeling

#### **Pavors**

Payor/PBM executives

Scaled market surveys

Formulary analyses

**Market sizing** 

Patient finding

Claims-driven

Epidemiology

#### Competition

- Landscape analysis
- Product profile and cost comparisons

#### International access

- Market-by-market pricing
- Addressable patients
- Yearly access caps and other structures

#### **Management &**

- governance Experience and strategy
  - Compensation alignment

#### **Environmental, Social &** Governance

- Board oversight
- ESG-informed investment processes

#### **Commercial strategy**

- Interview sales and marketing executives, MSLs and district managers
- Required promotional spend

## Leveraging the best internal and external expertise available





## **Innovating our process through Strategy & Analytics**



In-house data team tightly integrated with Research & Investments...

Data driven with automation to provide scale				
Increasing efficiency but also breadth	Competitive intelligence	Target company and product identification		

...and further strengthens Royalty Pharma as a strategic partner

Earlier and more productive partner engagement				
Landscape mapping and trial analysis	Medical claims and health records	Commercial market sizing and forecasting		

**Differentiated process** 

## Our ambitious vision for Strategy & Analytics

#### Strategic search and evaluation







Therapeutic area mapping



**Monitoring** 



Clinical trial metaemerging science analysis and design

- Horizon scanning to position Royalty Pharma for the future
  - Identify emerging target companies and products
  - Enhance knowledge of pipelines and mechanisms in development
  - Perform clinical trial analysis and competitive intelligence
  - Stay ahead of faster biopharma innovation cycles
- Earlier partner engagement benefits business development

#### **Data and analytics**



**Medical claims** analysis



Real world evidence



Sales & marketing benchmarking



**Payor & formulary** landscape

- Unique insight from proprietary integration of data sources
  - Automation to ensure full coverage at scale
- Best-in-class platform for market evaluation and forecasting
  - Patient mapping diagnosis, procedures and treatment
  - Long-term ambition to develop for global markets

Strategy & Analytics improves Royalty Pharma's investment process and adds value to our partners

ROYALTY PHARMA 58 Top-tier talent Differentiated process Scalable platform

## Cytokinetics case study: hypertrophic cardiomyopathy (HCM)

### **Background**



- Biotech focused on muscle biology, cardiology and neuromuscular diseases
- Drug pipeline in heart failure, HCM, SMA
- Corporate headquarters in San Francisco, California
- Royalty Pharma partnership in February 2017 for omecamtiv mecarbil (heart failure)

#### Challenge

What is the size of the commercial market for afficamten in HCM?

#### **Key considerations**



Novel disease area



No FDA approved therapies



Likely second to market



Global market development

### **Royalty Pharma solution**

#### Conducted detailed market evaluation

- Unique Royalty Pharma capability
- Adds conviction to investment process
- 100% internal team and proprietary data
- Enhances engagement, value to partner

## Analyzed medical claims and electronic health data

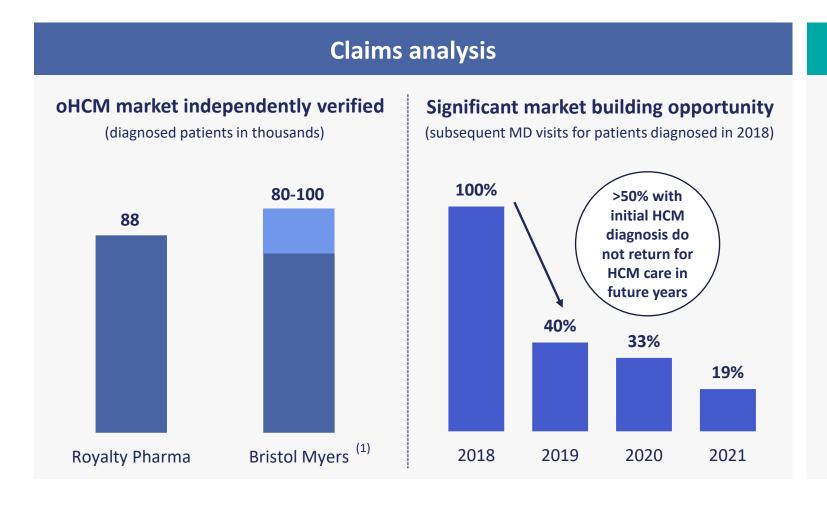
>150 commercial & gov't payers **~90m** patient lives

**~20k** practices

ROYALTY PHARMA

SMA: Spinal Muscular Atrophy

## Proprietary data driven insights drive conviction



#### Result

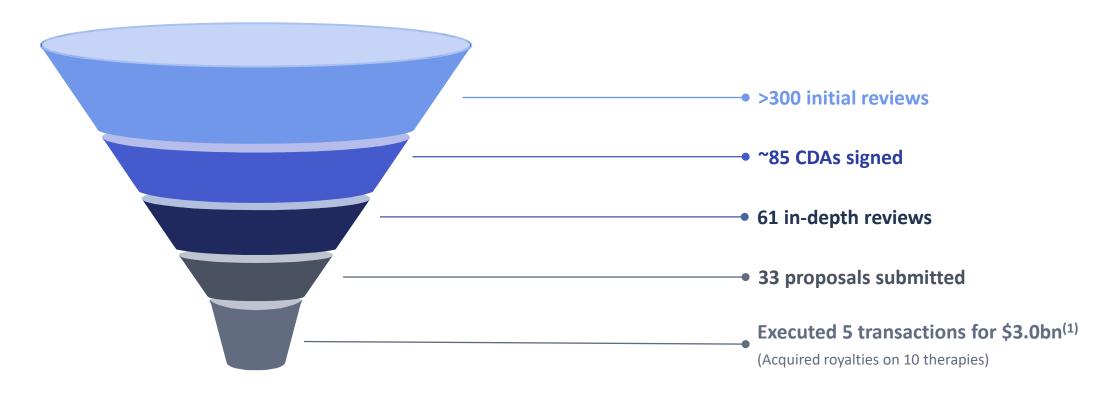
- Strategy & Analytics provided conviction in the novel HCM commercial opportunity
- Expanded Cytokinetics partnership with up to \$450m in funding
  - Aficamten synthetic royalty for up to \$150m
  - Commercial launch capital of up to \$300m



Top-tier talent Differentiated process Scalable platfor

## 2021 investment funnel highlights disciplined approach

#### **2021** Royalty Pharma investment activity



Maintained strong financial discipline: ~3-4% of initial reviews resulted in an acquired royalty

## Maintaining a disciplined investment process

#### Increasing inbounds lead to greater initial reviews

Streamlined and efficient review process

Expanding number of synthetic royalty reviews

Increasing market awareness of royalty funding

#### High quality bar for in-depth reviews

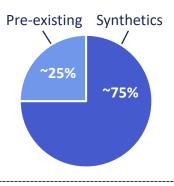
Outbound calls still drive majority of transactions

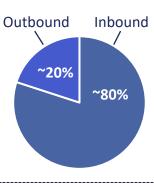
Selective on development-stage therapies we pursue

Balance between pre-existing and synthetic royalties

Initial reviews (2021)

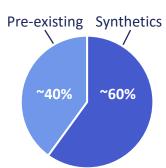


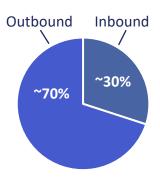




In-depth reviews (2021)





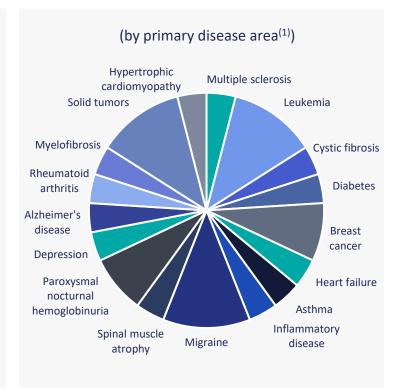


## Successful history of investing in development-stage therapies

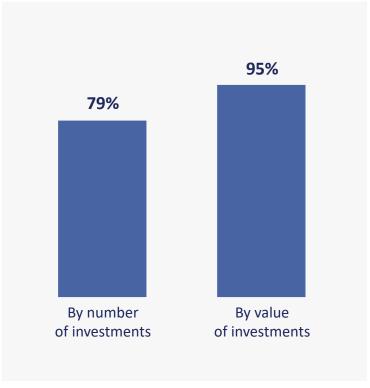
#### Robust development-stage portfolio

- Invested ~\$8bn in development-stage therapies since 2012
  - Require strong proof of concept data
  - Broad landscape of opportunities
  - Not constrained by therapeutic area
  - Target returns in the teens
- 10 development-stage therapies currently in portfolio
- History of identifying therapies with unmet and underserved patient needs

#### **Development-stage investments**



#### Royalty Pharma approval success rate<sup>(2)</sup>



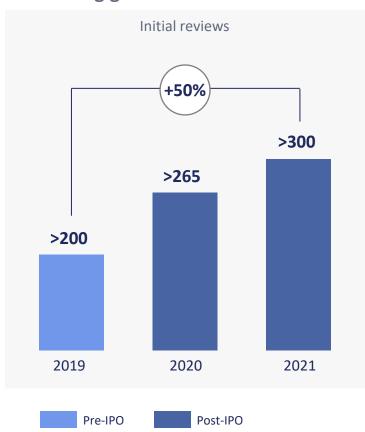
Split reflects the number of development-stage royalty acquisitions by primary disease area from 2012 through Q1 2022.

Approval success rate defined as any development-stage royalty acquisition that has received a regulatory decision on approval. Therapies not approved include investments in vosaroxin, palbociclib and Merck KGaA's anti-IL17 nanobody M1095.

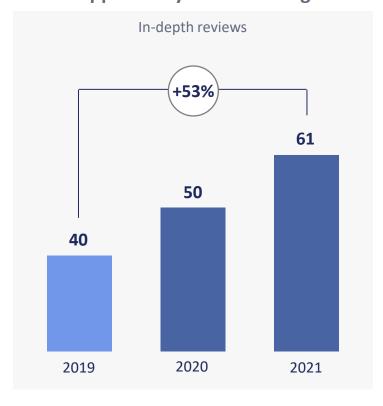
Top-tier talent Differentiated process Scalable platform

## Positive market backdrop supports strong pipeline trends

#### **Strong growth in initial reviews**



#### **Opportunity set increasing**



#### **Robust royalty acquisition activity**



## Our framework focuses on key product success factors









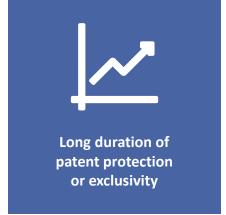




Clear commercial positioning



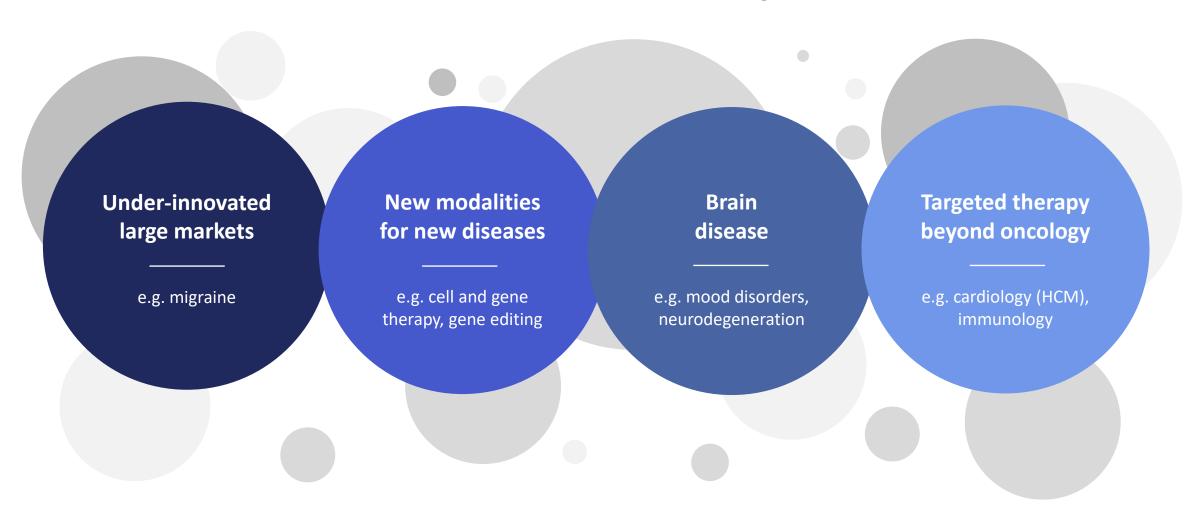






## TA agnostic investment approach follows best opportunities

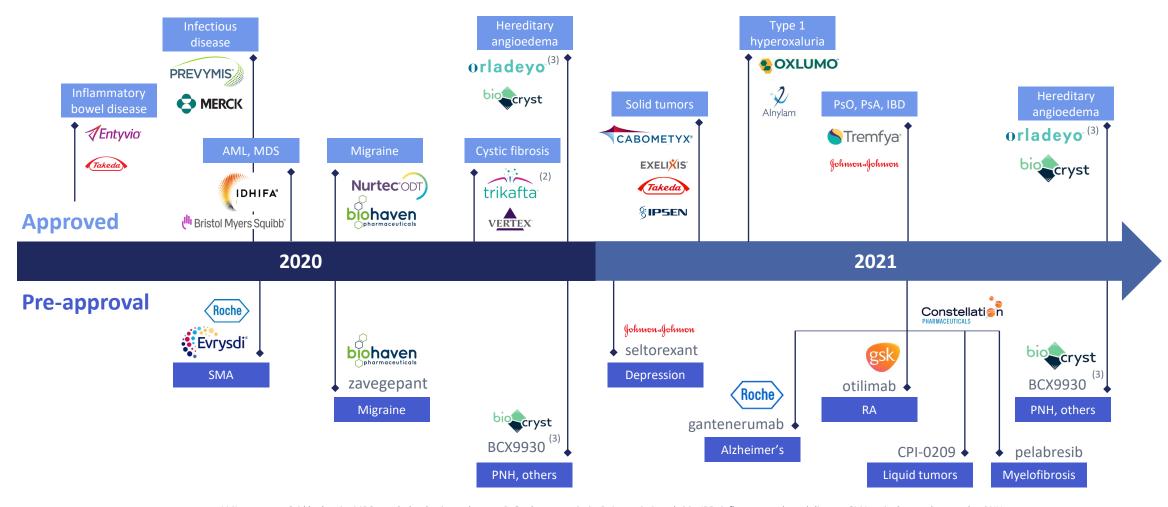
Selected investment themes of interest looking forward



Top-tier talent Differentiated process Scalable platform

## Adding unmatched portfolio breadth over the last two years

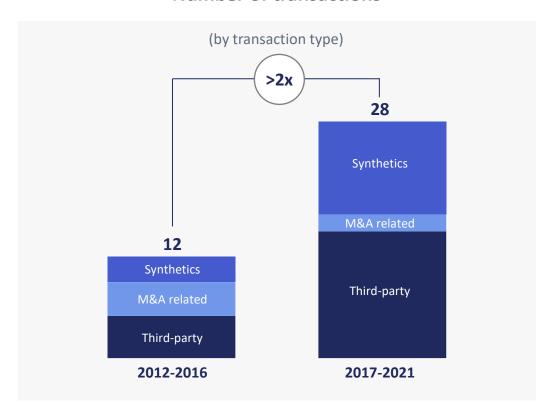
21 products – 25 diseases<sup>(1)</sup>



Scalable platform

## Benefits of Royalty Pharma platform and scale will grow

#### **Number of transactions**



#### Royalties acquired<sup>(1)</sup>



## Partnering with biotech to support their growth journey

### **Brienne Kugler**

Vice President, Research & Investments





## Royalty Pharma begins long-term partnership with Biohaven



#### **Nurtec ODT an attractive opportunity**

- Nurtec ODT, an oral CGRP inhibitor, developed by Biohaven for the treatment of migraine
- Clear efficacy data from two positive Phase 3 trials<sup>(1)</sup>
  - Rapid onset of pain relief with one dose
  - Sustained benefit through 48 hours<sup>(2)</sup>
- Extensive diligence enabled Royalty Pharma comfort on long-term safety profile and market potential



#### Significant unmet need in migraine

- Migraines are characterized by disabling headaches and reduced functionality
  - Estimated to affect ~15% of the US population costing ~\$27bn annually<sup>(3)</sup>
- Major limitations to generic migraine therapies
  - Triptans: inadequate relief, many patients are contraindicated
  - NSAIDs: potential GI/CV side effects
  - Opioids: risk of abuse/misuse

Partnership begins with \$150m investment in 2018 to acquire royalties on Nurtec, zavegepant and Biohaven equity

### Biohaven partnership blossoms with additional transactions

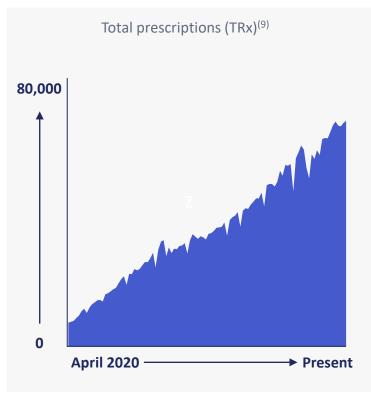
Date	June 2018 <sup>(1)</sup>	December 2018	March 2019 <sup>(2)</sup>	August 2020 <sup>(3)</sup>
Funding type	Royalty and common equity	Common equity	Preferred equity	Royalty and Launch capital
Purpose	Support Nurtec ODT Phase 3 development	Support Nurtec ODT development and FDA filing	Priority review voucher to accelerate Nurtec ODT launch	Pipeline funding and commercialization support
Details	\$100m royalty (2.1% royalty on Nurtec ODT and zavegepant sales up to \$1.5bn and 1.5% for sales >\$1.5bn)  \$50m equity investment (at \$45 per share)	<b>\$37m equity investment</b> (at \$37 per share)	\$125m preferred equity (upfront)  Up to \$75m preferred equity (on Nurtec ODT FDA approval – optional, not drawn)	\$250m royalty R&D funding (0.4% royalty on Nurtec ODT, up to 3% zavegepant royalty, and potential zavegepant milestones)  \$200m launch capital
Total investment	\$150m	\$37m	Up to \$200m	Up to \$450m

Up to ~\$835m in total funding across multiple deals to accelerate Biohaven's innovative migraine therapies to patients

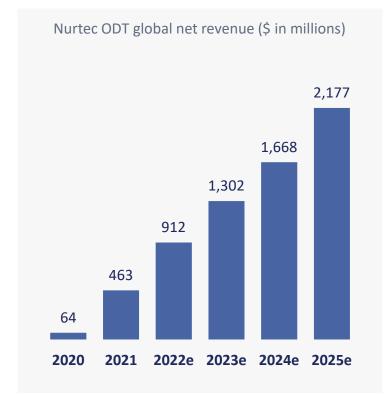
## Nurtec ODT – one of the strongest recent launches in biopharma



#### **Encouraging oral CGRP**(8) **volumes**



#### Successful Nurtec ODT launch in US<sup>(10)</sup>



#### Pfizer expects significant peak sales<sup>(7)</sup>

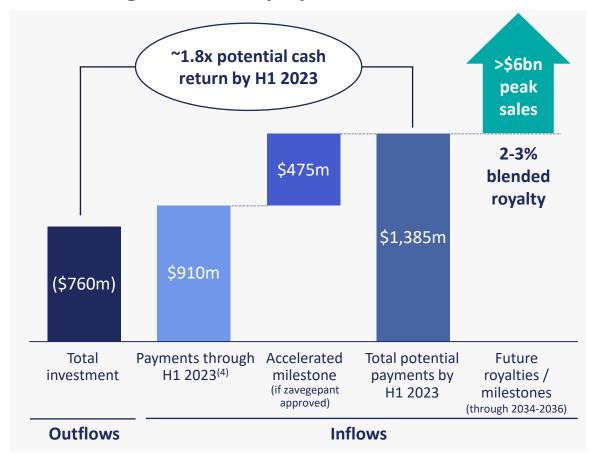


CGRP: calcitonin gene-related peptide

## Biohaven acquisition accelerates Royalty Pharma returns

- Pfizer, a strong global marketer, is positioned to maximize the potential of Nurtec ODT and zavegepant
  - Doubling number of sales representatives detailing Nurtec
- Acquisition<sup>(2)</sup> expected to accelerate Royalty Pharma's returns on common and preferred equity
- No impact on Royalty Pharma's royalty terms, which will provide long-duration cash flows
- Entitled to milestones of up to 1.9 to 2.95x funded amount of \$250m related to zavegepant<sup>(3)</sup>
  - Pre-payment option may accelerate returns

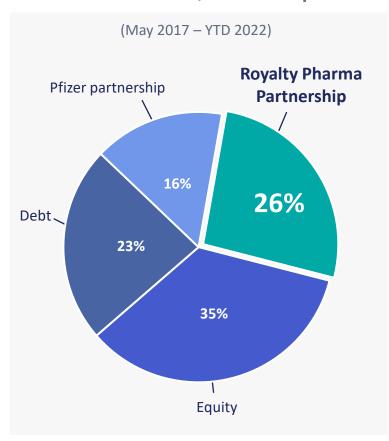
#### Strong returns for Royalty Pharma shareholders<sup>(1)</sup>



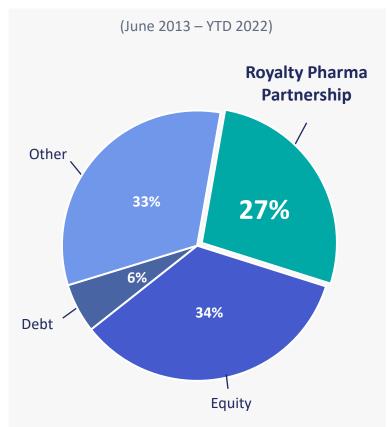
Potential ~1.8x cash return by H1 2023 with further upside from continuing royalties and additional milestones

## Royalty Pharma capital critical to enabling biotech growth

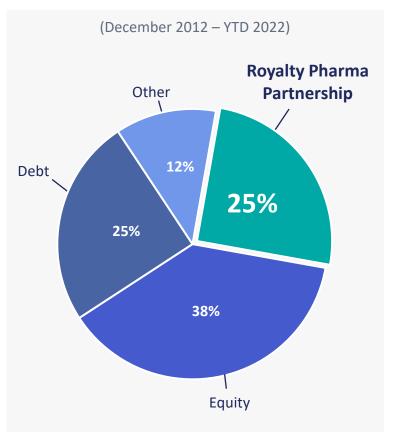
Biohaven raised ~\$3.2bn in capital<sup>(1)</sup>



Cytokinetics raised ~\$2.0bn in capital(2)



#### BioCryst raised ~\$1.3bn in capital(3)



Royalty funding expected to be an increasingly important mix of total capital raised by biotech companies

**Executing complex transactions with our full suite of funding solutions** 

### Sara Klymkowsky

Vice President, Research & Investments





## Transformational transaction enabled by Royalty Pharma

## morphosys

- Antibody research capabilities
- Expertise in biologics
- Marketed product MONJUVI.





- Epigenetics and small molecule discovery platforms
- 2 attractive heme candidates



Accelerates growth strategy with "Pipeline-in-a-product" candidates



Bolster position in hematology-oncology and entry into solid tumors



Complementary capabilities strengthen research & technology organization

76

Royalty Pharma provided up to ~\$2 billion to fund the acquisition of Constellation by MorphoSys in June 2021

ROYALTY PHARMA

### Providing a complete funding solution to MorphoSys

**Upfront cash payment** 

~\$1.4bn

paid to MorphoSys on close<sup>(1)</sup> of Constellation

Milestone payments

**Up to** \$150m

of clinical, regulatory and commercial milestones

**Launch & Development Capital** 

Up to \$350m

with flexibility to draw over a one-year period with a minimum draw of \$150m

**Equity purchase** 

\$100m

Purchased at transaction close<sup>(1)</sup>

Up to ~\$2 billion in funding

## Core strategic pillars brought to bear in MorphoSys transaction

1

**Existing royalties** 



gantenerumab otilimab

Acquire existing royalties on market-leading or late-stage development therapies with high commercial potential

2

Synthetic royalties / R&D funding

pelabresib

**CPI-0209** 

Acquire newly-created royalties on approved or late-stage development therapies with strong proof of concept and high commercial potential

3

Launch & development capital<sup>(1)</sup>

**Development** funding bonds

Additional funding in exchange for longterm payment streams

78

4

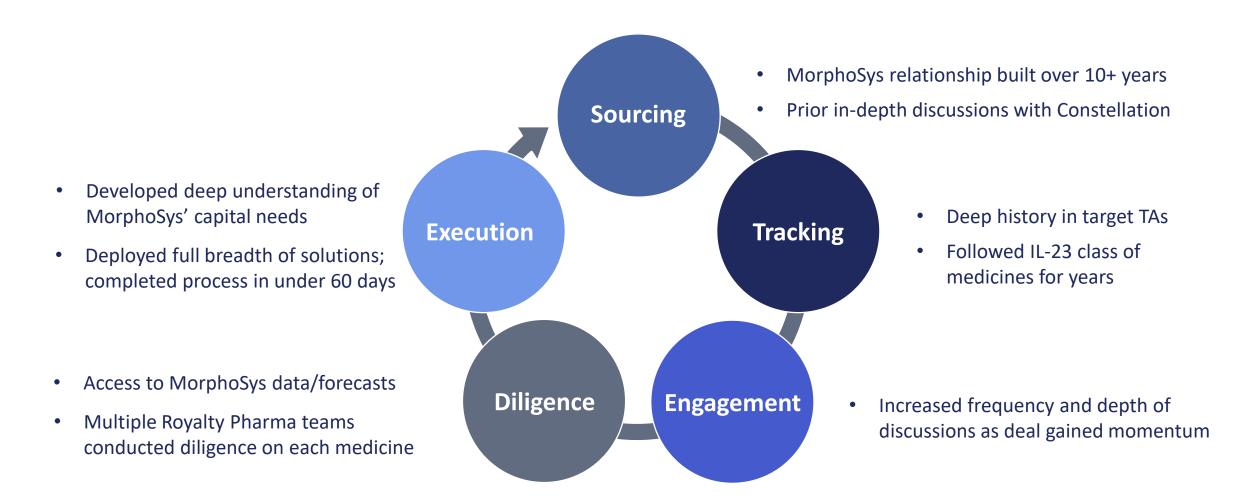
M&A related

IIIOrphosus Constellation

Acquire royalties by facilitating M&A transactions

ROYALTY PHARMA 1. Including equity investments.

### **Comprehensive Royalty Pharma approach and process**



POYALTY PHARMA TA: therapeutic areas

## Flexible approach and structuring creates attractive risk/return

Acquired 6 cash flow streams with a diversified risk profile anchored by Tremfya royalty and Development funding bonds

Existing royalty on MorphoSys partnered-therapy in the hands of premier company gantenerumab Higher clinical and commercial risk but with multi-blockbuster potential Created two synthetic royalties on Constellation therapies pelabresib, CPI-0209 Promising clinical results with upside potential Existing royalty on MorphoSys partnered-therapy in the hands of premier company otilimab Strong proof of concept data; large market with entrenched competition Attractive base return Stable long duration cash flow stream, lowering transaction risk profile<sup>(1)</sup> Launch & development capital Flexible funding solution to address MorphoSys' capital needs Leading immunology therapy with significant label expansion opportunity **Tremfya** Expected to be a top royalty within our current portfolio

<sup>1.</sup> The Development funding bonds are structured as 36 quarterly payments to Royalty Pharma commencing in the ninth quarter following the quarter of the applicable funding date, in exchange for an upfront notional amount. Assuming the minimum draw of \$150m, the first 4 quarterly payments would be approximately \$4.85m each and the remaining 32 quarterly payments would be approximately \$9.71m each (scaled pro rata if more than \$150m is drawn, up to a maximum of \$350m).

### **Key messages**

1

## Top-tier talent

Attract and develop the best and brightest is key to our long-term success

2

## Differentiated process

Exhaustive diligence process institutionalized over **25+** years

Add value to our process and partners through Strategy & Analytics, our data platform

3

## Scalable platform

Built to leverage our unique position and capabilities in life sciences

**21** products in **~25** diseases added since beginning of 2020

#### A leading compounding growth company

### **Terrance Coyne**

Executive Vice President and Chief Financial Officer





### **Key messages**

1

## Strong business momentum

Increasing outlook for growth and deployment

**11-14%** ACR<sup>(1)</sup> CAGR expected from 2020 to 2025

**~\$10-12bn** royalty acquisition opportunity over next 5-years

2

## Diversified portfolio growth

~35 commercial therapies including 12 blockbusters and 9 newly launched therapies with significant growth ahead

**10** exciting development-stage therapies

3

## Efficient compounding engine

Highly efficient business model generating significant cash flow for future royalty acquisitions

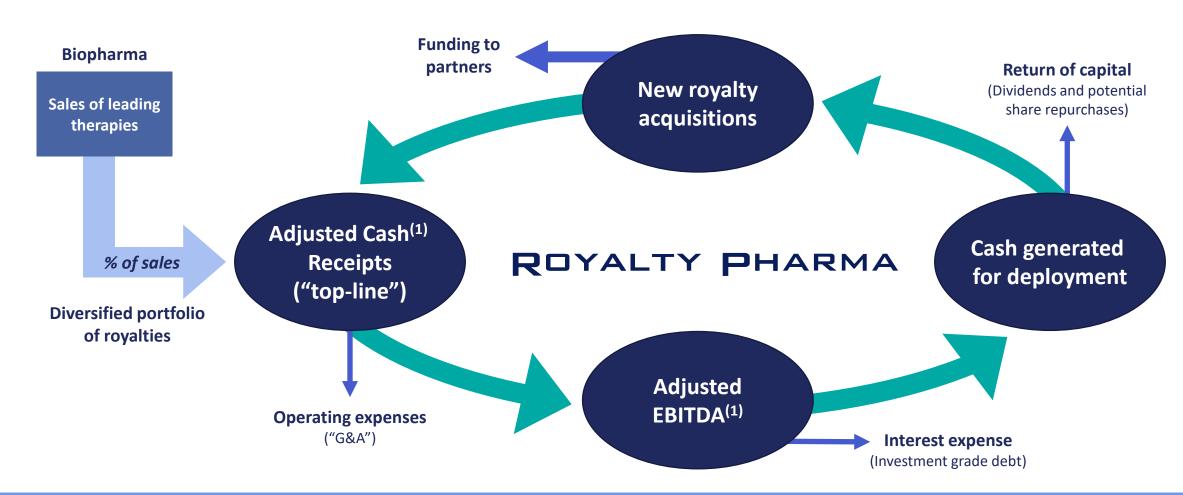
Consistent **low teens** % historical unlevered returns

4

### Sustainable longterm growth

Expect to achieve ACR<sup>(1)</sup> CAGR of **10%** or more over this decade

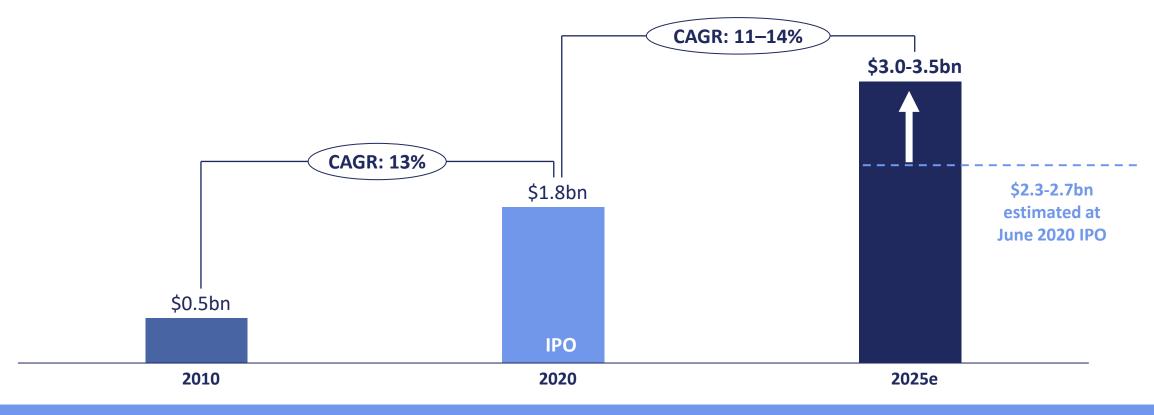
ACR: Adjusted Cash Receipts; CAGR: Compound annual growth rate



Large diversified royalty portfolio generates significant cash to redeploy in new royalties

## Proven track record and increased growth outlook

Adjusted Cash Receipts<sup>(1)(2)</sup> ("top-line") 2010–2025e



#### Powerful business model driving double-digit top-line growth

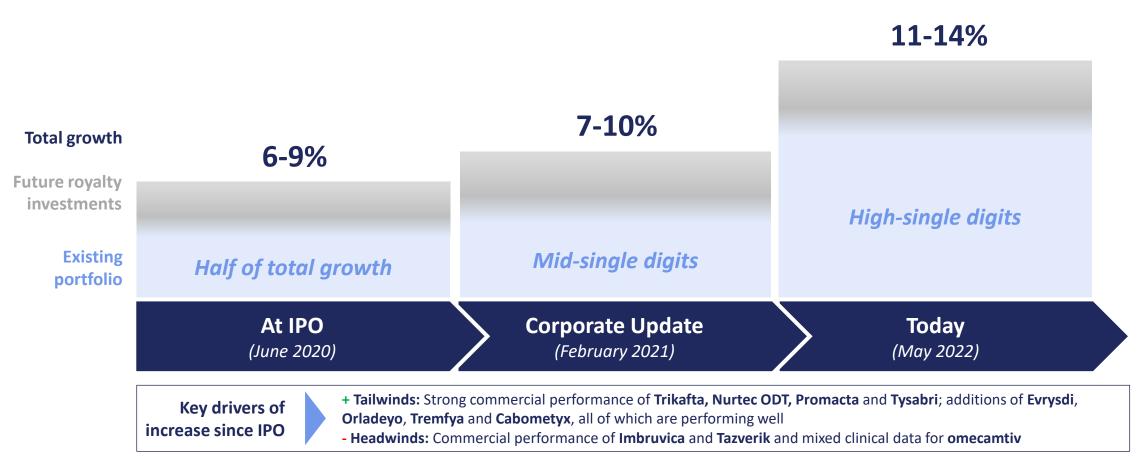
IPO: initial public offering

2. See slide 114 for definitions and factors that may impact the achievement of our growth outlook. Growth outlook includes future royalty acquisitions and excludes development-stage pipeline candidate gantenerumab for Alzheimer's disease. Refer to the Appendix for a GAAP to non-GAAP reconciliation.

<sup>1.</sup> Adjusted Cash Receipts for periods 2020 and earlier are pro forma for current non-controlling interests. See footnote (1) on slide 114 for additional information.

## Growth outlook has accelerated with strong business momentum

Adjusted Cash Receipts<sup>(1)</sup> ("top-line") 2020-2025e CAGR outlook



Increasing long-term growth outlook by ~50% at midpoint versus previous range

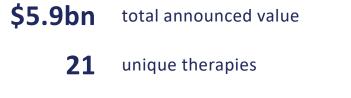
ACR: Adjusted Cash Receipts; IPO: initial public offering

<sup>1.</sup> See slide 114 for definitions and factors that may impact the achievement of our growth outlook. Growth outlook includes future royalty acquisitions and excludes development-stage pipeline candidate gantenerumab for Alzheimer's disease. Refer to the Appendix for a GAAP to non-GAAP reconciliation.

## New royalties have diversified and enhanced portfolio growth

Robust transaction activity since the beginning of 2020

Contribution to 2020–2025e CAGR by product today (3)

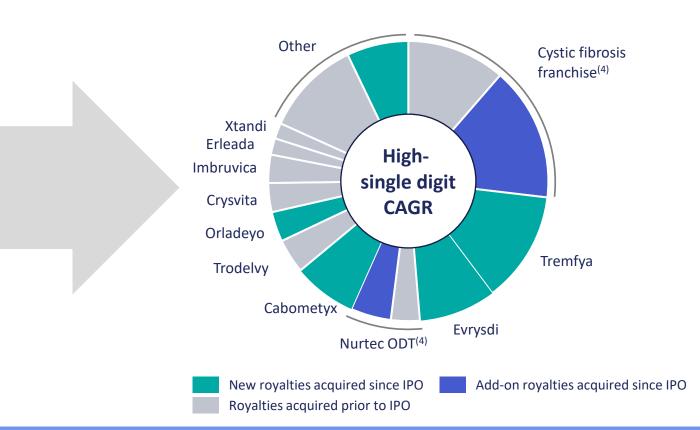


**6** areas of therapeutic focus

**9** development-stage at acquisition

**10** potential blockbusters<sup>(1)</sup>

>\$750m 2025e ACR "top-line"(2) contribution



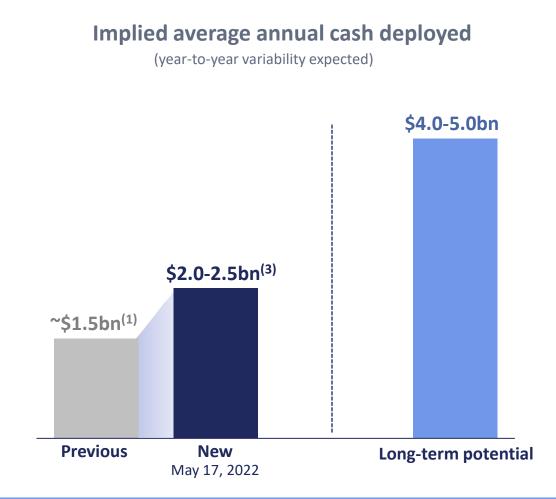
Capital deployment activity has far exceeded initial expectations in quality, scale and diversity of royalties acquired

IPO: initial public offering

- 1. Based on Visible Alpha consensus as of May 9, 2022.
- 2. Adjusted Cash Receipts estimates based on Visible Alpha consensus sales forecasts as of May 9, 2022; primarily includes contribution from approved therapies and other fixed payments.
- 3. Reflects split of royalties with growing Adjusted Cash Receipts from 2020 to 2025e. Excludes future royalty acquisitions and development-stage pipeline candidate gantenerumab for Alzheimer's disease.
- 4. CF includes incremental royalty investment in the CF franchise. Nurtec ODT also includes contribution from zavegepant.

## Expanding opportunity set driving accelerated capital deployment

# 5-year forward capital deployment target >50% ~\$10-12bn<sup>(2)</sup> >\$7bn<sup>(1)</sup>



#### **Increasing 5-year forward capital deployment target to \$10-12bn**

New

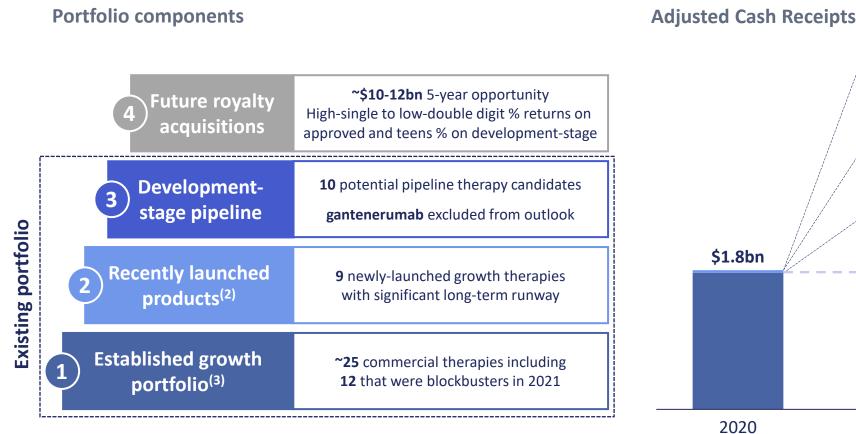
May 17, 2022

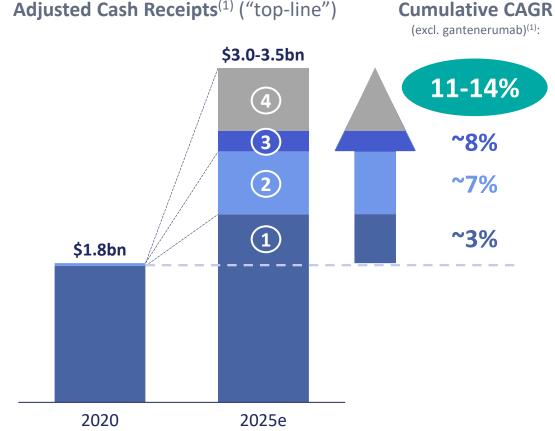
**Previous** 

<sup>1. 2020</sup> to 2025 outlook for capital deployment provided on February 17, 2021.

<sup>2.</sup> See slide 114 for factors that may impact our capital deployment target.

<sup>3.</sup> Royalty Pharma's 2020 to 2030 growth target assumes \$2.0-2.5bn of capital deployed on average per year through 2030.







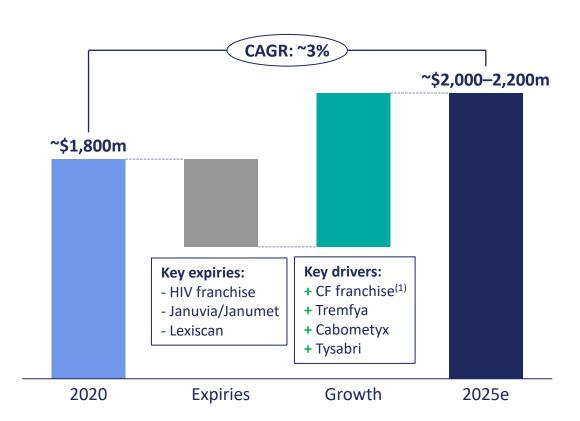
<sup>1.</sup> See slide 114 for definitions and factors that may impact the achievement of our growth outlook. Growth outlook includes future royalty acquisitions and excludes development-stage pipeline candidate gantenerumab for Alzheimer's disease. Refer to the Appendix for a GAAP to non-GAAP reconciliation.

2. Recently launched products includes products approved in 2018 or later 3. Established growth portfolio includes products approved before 2018.



## Established growth portfolio provides a strong foundation

Adjusted Cash Receipts(1) ("top-line")



#### **Key therapies**

AbbVie #1 for chronic lymphocytic leukemia **  Xtandi Astellas Pfizer #1 for prostate cancer **  Tremfya J&J #5 for psoriasis **  **  **  **  **  **  **  **  **  **	Therapy	2021 m	Marketer(s)	2021 market position <sup>(3)</sup>	2025e sales <sup>(4)</sup>
imbruvica J&J lymphocytic leukemia  Astellas Pfizer #1 for prostate cancer  ↑  Tremfya J&J #5 for psoriasis ↑  \$ 1	•	#1 fo	Vertex	#1 for cystic fibrosis	~\$10bn
Pfizer #1 for prostate cancer  Tremfya  J&J #5 for psoriasis  *\$5	mbruvičas				~\$7bn
	<b>X</b> tandi	#1 fo		#1 for prostate cancer	~\$5bn
Fyelivic	<b>S</b> Tremfya⁵	#5	1&1	#5 for psoriasis	~\$5bn
#1 tyrosine kinase inhibitor	CABOMETYX	•	•	•	~\$3bn
TYSABRI.  Biogen  #2 high efficacy therapy for multiple sclerosis  ~\$2	TYSABRI	_	Biogen		~\$2bn

<sup>4.</sup> Based on Visible Alpha consensus as of May 9, 2022.



<sup>1.</sup> See slide 114 for definitions and factors that may impact the achievement of our growth outlook.

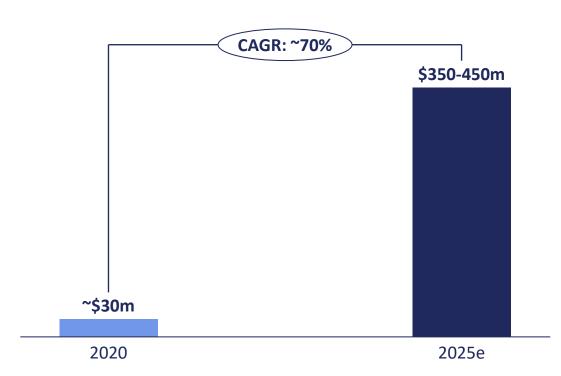
<sup>2.</sup> Cystic fibrosis franchise includes Trikafta, Symdeko, Orkambi, and Kalydeco.

<sup>3.</sup> Based on 2021 actual sales.



## Recently launched products amplify and diversify growth

Adjusted Cash Receipts(1) ("top-line")



#### **Key growth drivers**

Therapy	Marketer(s)	2025e market position <sup>(2)</sup>	2025e sales <sup>(2)</sup>
<b>Erleada</b>	1&1	#2 for prostate cancer	~\$3bn
Evrysdi	Roche	#1 for SMA	~\$2bn
Nurtec oDT	Biohaven /Pfizer	#1 for migraine	~\$2bn
<b>1</b> TRODELVY™	Gilead	#1 for 2nd line+ triple negative breast cancer	~\$2bn
Emgality.	Lilly	#5 for migraine	~\$1bn
CRYSVITA®	Kyowa Kirin Ultragenyx	#1 for X-linked hypophosphatemia	~\$1bn <sup>(3)</sup>
orladeyo	BioCryst	#1 oral therapy for HAE	<\$1bn
OXLUMO	Alnylam	#1 for primary hyperoxaluria type 1	<\$1bn

SMA: Spinal muscular atrophy; HAE: Hereditary angioedema

- 1. See slide 114 for definitions and factors that may impact the achievement of our growth outlook.
- 2. Market positions based on Evaluate Pharma sales data as of May 9, 2022. Consensus sales estimates from Visible Alpha as of May 9, 2022.
- 3. Represents worldwide sales. Royalty Pharma only receives royalties on sales from Europe, the Middle East, and Africa.

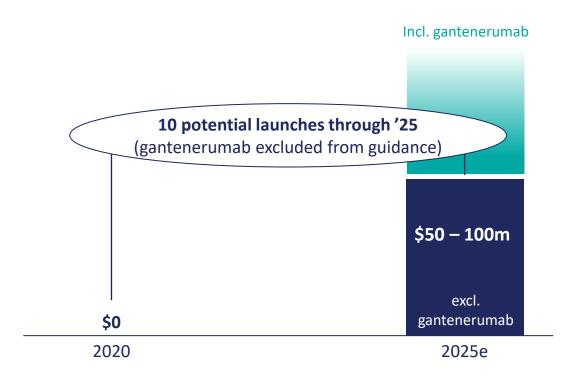


**Potential** 



## Development-stage pipeline includes many potential launches...

Adjusted Cash Receipts(1) ("top-line")



#### **Development-stage therapy candidates**

Therapy	Marketer(s)	Indication(s)	launch <sup>(2)</sup>
Omecamtiv	Cytokinetics	Heart failure	2022
Zavegepant	Biohaven/Pfizer	Migraine	2023
PT027	AstraZeneca	Asthma	2023
Otilimab	GlaxoSmithKline	Rheumatoid arthritis	2023
Seltorexant	181	MDD w/ insomnia symptoms	2023
Aficamten	Cytokinetics	оНСМ	2024
BCX9930	BioCryst	PNH	2025
Pelabresib	MorphoSys	Myelofibrosis	2025
CPI-0209	MorphoSys	Blood cancer and solid tumors	2025+
Gantenerumab (incl. brain shuttle)	Roche	Alzheimer's disease	2023 / 2024

MDD: Major depressive disorder; oHCM: Obstructive hypertrophic cardiomyopathy; PNH: Paroxysmal nocturnal hemoglobinuria.

- 1. See slide 114 for definitions and factors that may impact the achievement of our growth outlook.
- 2. All products are in Phase 3 development except: PT027 (ready to file), zavegepant (ready to file) and omecamtiv (filed); based on company disclosures and consensus sales estimates from Visible Alpha as of May 9, 2022.



## ...expected to power growth through 2030 and beyond

#### 2030e sales (\$ in billions)(2)

	2030e saies (\$ in billions)(2)			
Therapy	Risk adj.	Non-risk adj.	Potential '30 blockbuster	Royalty rate (%)
Omecamtiv	\$0.5	\$1.8	✓	Mid-single digits
Zavegepant	\$1.1	\$1.5	$\checkmark$	Low-single digits
PT027	\$1.0	\$1.8	✓	Low-single digits
Otilimab	\$0.5	\$1.2	✓	Double digits <sup>(3)</sup>
Seltorexant	\$0.4	\$0.5	-	Mid-single digits
Aficamten	\$1.9	\$4.2	✓	Mid-single digits
BCX9930	\$0.3	\$0.6	-	Mid-single digits
Pelabresib	\$0.4	\$0.6	-	3%
CPI-0209	\$0.0	\$0.2	-	3%
Total	~\$6.0	~\$12.0		~Mid-single digits
Gantenerumab (incl. brain shuttle)	\$3.6	\$8.1	✓	3.3 – 4.2%(3)

#### Illustrative 2030e Adjusted Cash Receipts(1) ("top-line")



<sup>1.</sup> See slide 114 for definitions and factors that may impact the achievement of our growth outlook.

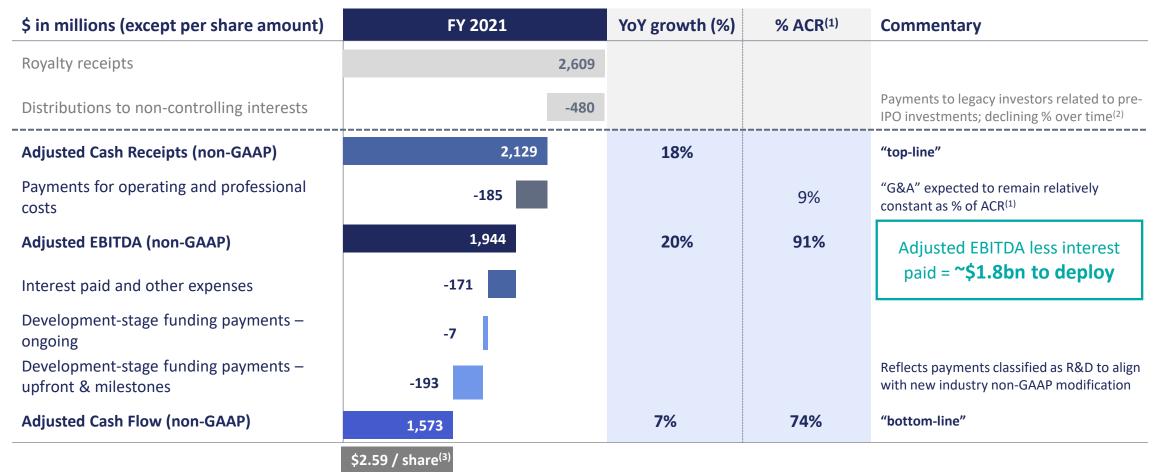
<sup>3.</sup> Royalty Pharma is entitled to 80% of tiered double-digit royalties for otilimab and 60% of tiered 5.5% to 7.0% royalties for gantenerumab.



<sup>2.</sup> Consensus sales estimates from Visible Alpha as of May 9, 2022; manual broker consensus sales for therapies without available Visible Alpha estimates.

## Highly efficient business model generates significant cash flow

#### Overview of 2021 non-GAAP metrics<sup>(1)</sup>



1. See slide 114 for definitions. Refer to the Appendix for a GAAP to non-GAAP reconciliation.

2. There is no non-controlling interest related to post-IPO investments

<sup>3.</sup> Based on fully diluted shares outstanding of 607 million as of December 31, 2021.

## We expect to deliver leading top-line growth through 2025

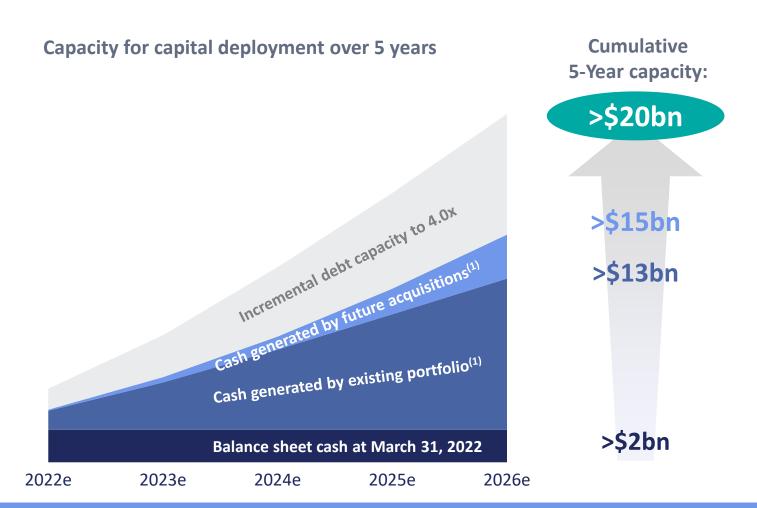
	FY 2025e	Commentary
Adjusted Cash Receipts (non-GAAP) (1) including future royalty acquisitions	\$3.0 to \$3.5 billion	<ul><li> "Top-line"</li><li> 11-14% CAGR from 2020 to 2025e</li></ul>
Payments for operating & professional costs	~(\$0.3) billion	<ul><li> "G&amp;A"</li><li> Estimated to be between 8-10% of ACR</li></ul>
Adjusted EBITDA (non-GAAP) <sup>(1)</sup>	\$2.7 to \$3.2 billion	• Estimated to be between 90-92% of ACR
Interest paid	~(\$0.2) to ~(\$0.3) billion	Modest potential increase from current levels

ACR: Adjusted Cash Receipts

<sup>1.</sup> See slide 114 for definitions and factors that may impact the achievement of our growth outlook. Growth outlook includes future royalty acquisitions and excludes development-stage pipeline candidate gantenerumab for Alzheimer's disease. Refer to the Appendix for a GAAP to non-GAAP reconciliation.



## Significant firepower to drive growth and create value



#### **Capital allocation priorities**

#### Royalty acquisitions (primary focus)

- Majority self-funded over time via retained cash flow
- Incremental debt at conservative leverage levels
- Strong commitment to investment grade ratings

#### **Return of capital**

- Current quarterly dividend of \$0.19 per share
- Share repurchases are an additional tool over time<sup>(2)</sup>

#### Primary focus of our business is creating value by acquiring royalties on innovative products

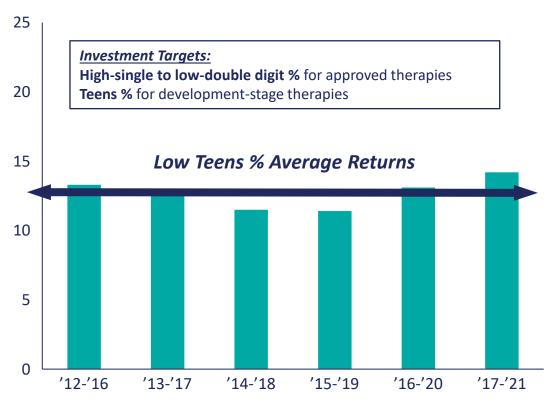


- 1. Cash generated reflects Adjusted EBITDA less interest paid and excludes development-stage funding payments (ongoing and upfront & milestones), other previously committed funding, payments for future royalty acquisitions and return of capital.
- 2. Pending shareholder authorization at 2022 Annual General Meeting and subject to Board approval.

## Consistent attractive returns amplified with conservative leverage

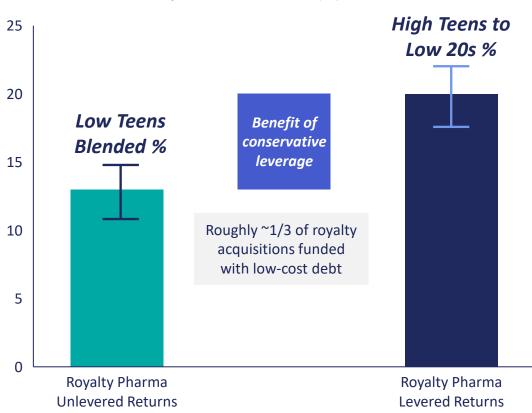
#### **Estimated unlevered returns**

Rolling 5-year investment periods (%)<sup>(1)</sup>



#### Leverage benefit to return profile

Based on investment periods since 2012 (%)<sup>(1)</sup>



Proven track record of consistent returns, amplified with conservative leverage, creating value in excess of cost of capital

#### 1 ) Inflation and recessionary risks

- Significant magnitude, duration and diversity of non-cyclical growth
- Strong historical financial performance in prior periods of dislocation
- Benefit of efficient cost base without significant fixed expenses

#### **3** ) Biotech market pressure

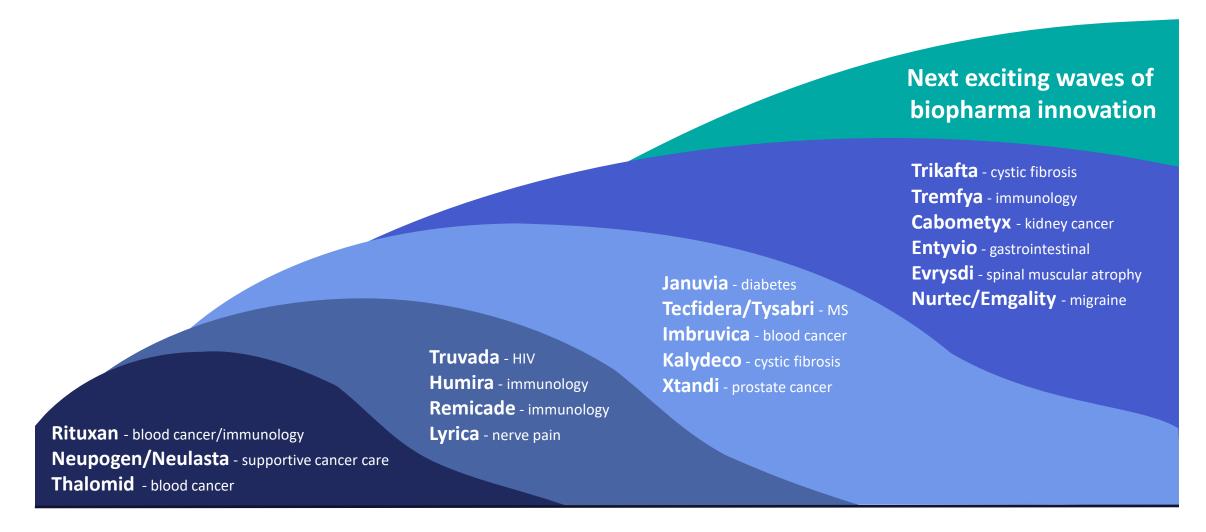
- Expands universe of potential counterparties and royalty opportunities
- Increases attractiveness of royalties versus financing alternatives
- Potential consolidation could result in new M&A royalty opportunities

#### **2** ) Impact of higher rates on cost of funding

- 2.24% fixed-rate WAC; <1% increase expected through 2025</li>
- Limited near-term refinancing needs with ~60% of debt due 2030+
- Commit to investment grade ratings enables depth of access & low cost

#### 4 ) Ability to maintain attractive returns

- Flexible investment process enables us to react quickly
- Asset prices adjust in rising rate environment, providing a natural hedge
- Aim to deliver consistent unlevered returns, enhanced with leverage

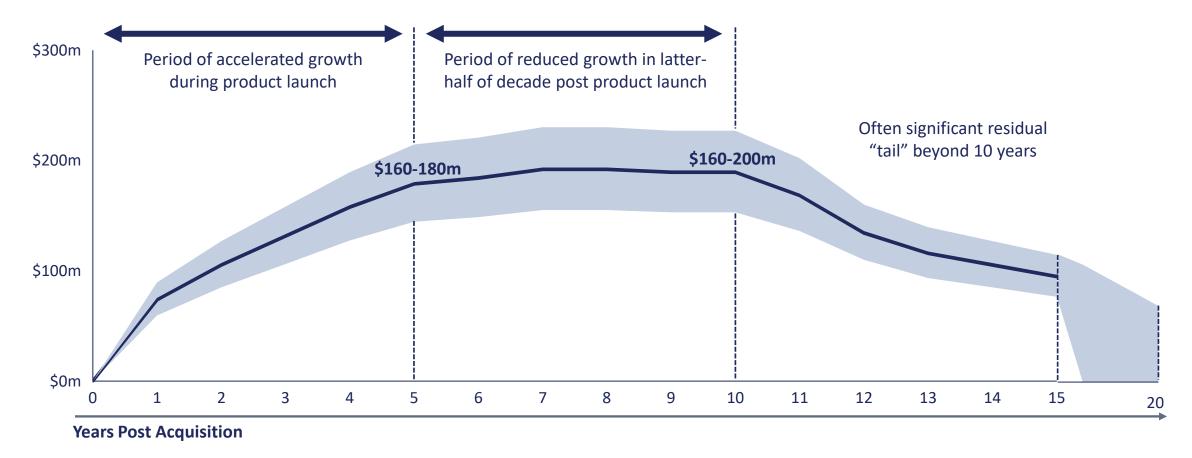


ROYALTY PHARMA

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## What does \$1bn of investment mean for future cash receipts?

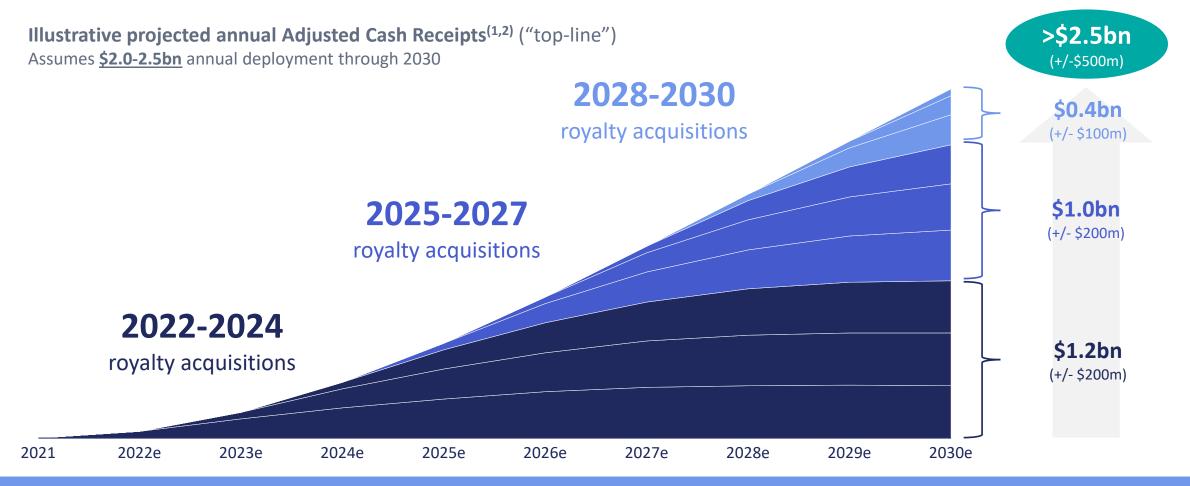
Representative annual Adjusted Cash Receipts<sup>(1,2)</sup> ("top-line") from \$1bn of investment - based on blend of historical acquisitions





<sup>1.</sup> See slide 114 for definitions and factors that may impact the achievement of our growth outlook.

## Layering of future royalty acquisitions has compounding effect

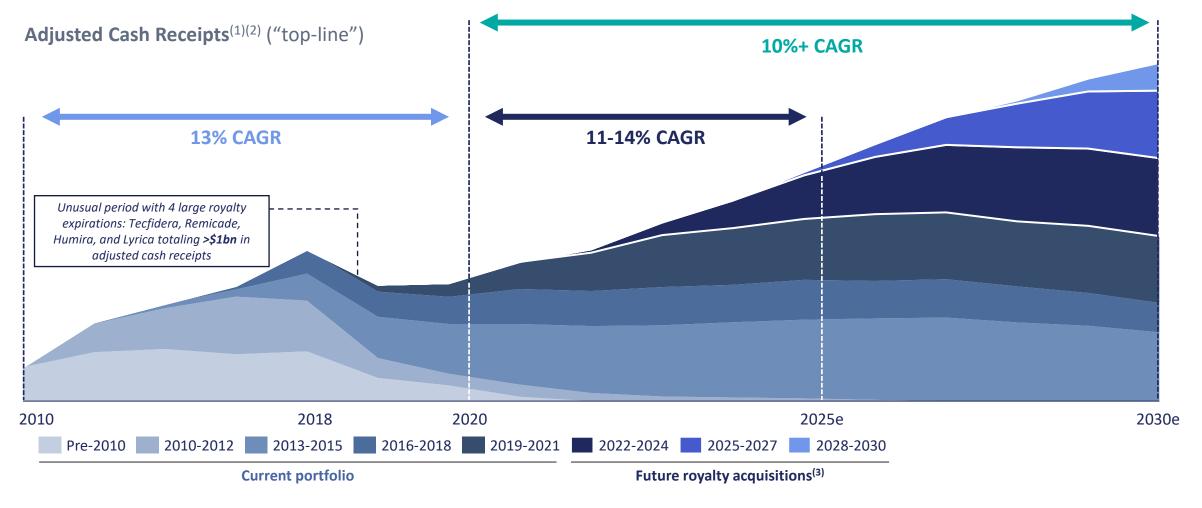


\$2.0-2.5bn of average annual royalty acquisitions estimated to add >\$2.5bn to Adjusted Cash Receipts in 2030

<sup>1.</sup> See slide 114 for definitions and factors that may impact the achievement of our growth outlook.

<sup>2.</sup> Illustrative analysis calculated using representative cash receipts based on blended average of actual and projected returns for approved and development-stage transactions over the last five years under a range of scenarios. Assumes \$2.0-\$2.5bn of capital deployed on average per year through 2030.

## Long-term growth powered by consistent portfolio replenishment



<sup>1.</sup> Adjusted Cash Receipts for periods 2020 and earlier are pro forma for current non-controlling interests. See footnote (1) on slide 114 for additional information.

<sup>3.</sup> Illustrative analysis calculated using representative cash receipts based on blended average of actual and projected returns for approved and development-stage transactions over the last five years under a range of scenarios. Assumes \$2.0-2.5bn of capital deployed on average per year through 2030.



<sup>2.</sup> See slide 114 for definitions and factors that may impact the achievement of our growth outlook. Growth outlook includes future royalty acquisitions and excludes development-stage pipeline candidate gantenerumab for Alzheimer's disease. Refer to the Appendix for a GAAP to non-GAAP reconciliation.

### **Key messages**

1

## Strong business momentum

Increasing outlook for growth and deployment

**11-14%** ACR<sup>(1)</sup> CAGR expected from 2020 to 2025

**~\$10-12bn** royalty acquisition opportunity over next 5-years

2

## Diversified portfolio growth

~35 commercial therapies including 12 blockbusters and 9 newly launched therapies with significant growth ahead

**10** exciting development-stage therapies

3

## Efficient compounding engine

Highly efficient business model generating significant cash flow for future royalty acquisitions

Consistent **low teens** % historical unlevered returns

4

### Sustainable longterm growth

Expect to achieve ACR<sup>(1)</sup> CAGR of **10%** or more over this decade

ACR: Adjusted Cash Receipts; CAGR: Compound annual growth rate

#### **Closing remarks**

### **Pablo Legorreta**

Founder & Chief Executive Officer

## ROYALTY PHARMA



## Accelerating innovation, compounding growth

1

## Strong track record

Industry pioneer delivering **13%** Adjusted Cash Receipts<sup>(1)</sup> ("top-line") CAGR from 2010-2020 2

## Unique model

Exposure to best attributes of biopharma industry without common challenges

3

## Large moat

**60%** share of royalty funding market<sup>(2)</sup>

Model, scale and platform provide durable competitive advantages

4

## Significant opportunity

>\$1 trillion of capital required to fund biopharma innovation over the next decade

5

## **Compounding** growth

**11-14%** ACR<sup>(1)</sup> CAGR expected from 2020 to 2025

Expect to achieve ACR<sup>(1)</sup>
CAGR of **10%** or more over this decade

ACR: Adjusted Cash Receipts; CAGR: compound annual growth rate

<sup>1.</sup> Adjusted Cash Receipts for periods 2020 and earlier are pro forma for current non-controlling interests. See footnote (1) on slide 114 for additional information. See slide 114 for definitions and factors that may impact the achievement of our growth outlook. Growth outlook includes future royalty acquisitions and excludes development-stage pipeline candidate gantenerumab for Alzheimer's disease. Refer to the Appendix for a GAAP to non-GAAP reconciliation.

<sup>2.</sup> Internal estimates of historical biopharma royalty market size based on announced transactions; encompasses transactions dating from 2012 to present.



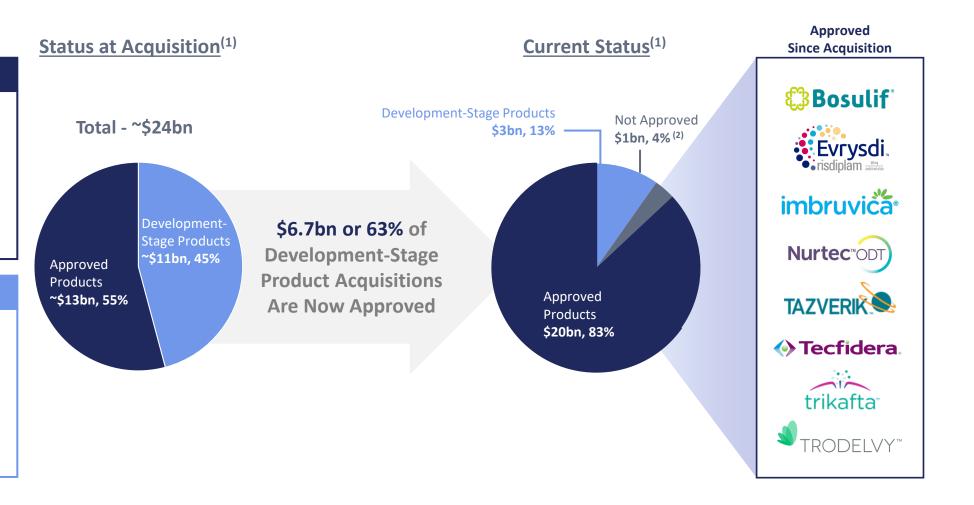
### Acquire approved and development-stage royalties

#### **Approved Products (2)**

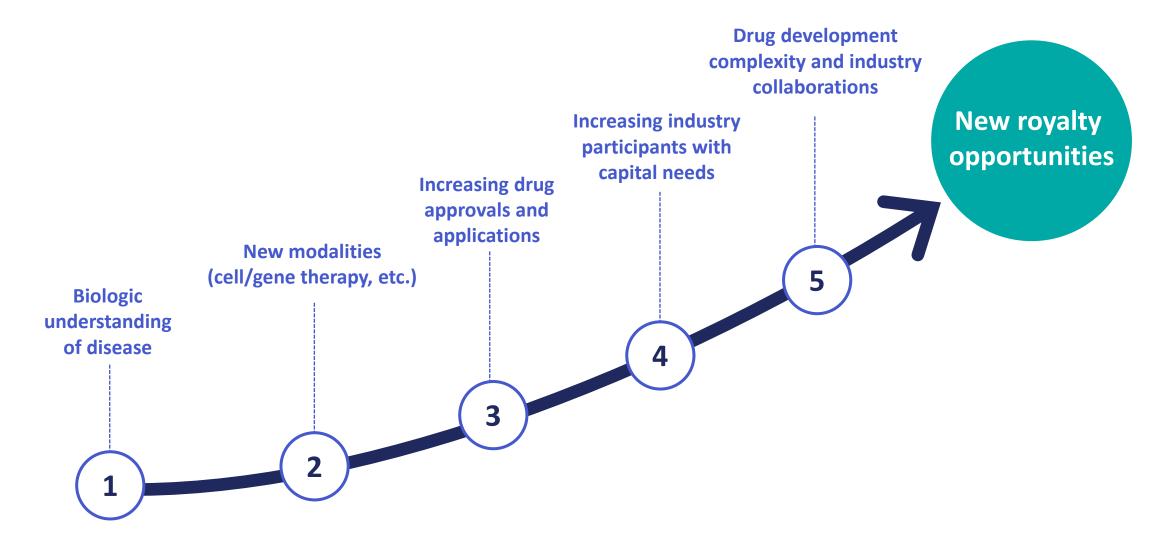
- Predictable and de-risked cash flows
- Growth from increased penetration
- Additional upside from new indications / geographies

#### **Development-Stage Products**

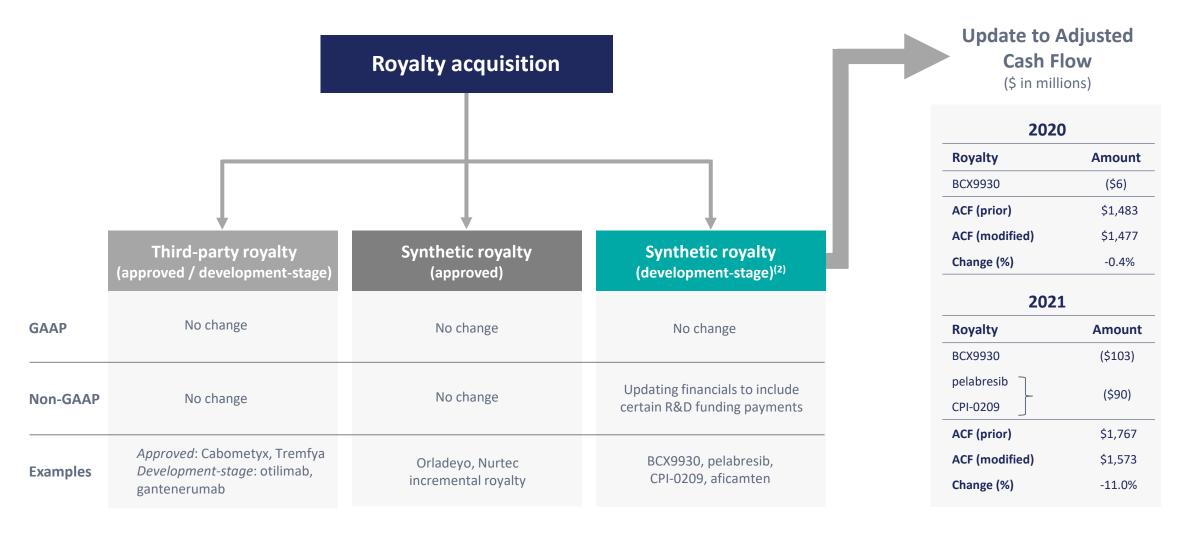
- Broad landscape of opportunities
- Require strong proof-ofconcept data
- Significant upside potential



## Compounding tailwinds are driving new royalty opportunities



## Update to presentation of non-GAAP financial measures<sup>(1)</sup>



Amounts may not add due to rounding

<sup>1.</sup> General treatment of development-stage funding payments – upfront and milestones in non-GAAP financials is subject to specifics of transaction; for development-stage therapies, treatment may depend on probability of success, among other factors.

Ongoing R&D funding arrangements paid over time as our counterparty incurs R&D costs and already included in non-GAAP financials; upfront and milestone development-stage funding payments related to R&D funding arrangements are now included in Adjusted Cash Flow.

## Royalty Pharma non-GAAP financial measures

\$ in millions	FY 2021	FY 2020
Royalty receipts	2,609	2,344
Distributions to non-controlling interests	(480)	(544)
Adjusted Cash Receipts (non-GAAP) <sup>(1)</sup>	2,129	1,800
Payments for operating and professional costs	(185)	(180)
Adjusted EBITDA (non-GAAP) <sup>(1)</sup>	1,944	1,621
Development-stage funding payments – ongoing	(7)	(20)
Development-stage funding payments – upfront & milestones	(193)	(6)
Interest paid, net	(127)	(95)
Investments in equity method investees	(35)	(40)
Other	(16)	10
Contributions from non-controlling interests – R&D	7	8
Adjusted Cash Flow (non-GAAP) <sup>(1)</sup>	1,573	1,477

## **GAAP** to non-GAAP reconciliation – Adjusted Cash Receipts

\$ in millions	FY 2021	FY 2020
Net cash provided by operating activities (GAAP)	2,018	2,035
Adjustments:		
Proceeds from available for sales debt securities	63	3
Distributions from equity method investees – investing	1	15
Interest paid, net	127	95
Development-stage funding payments – ongoing	7	20
Development-stage funding payments – upfront and milestones	193	6
Payments for operating and professional costs	185	180
Termination payments on derivative instruments	16	35
Distributions to non-controlling interests	(480)	(544)
Derivative collateral received, net	-	(45)
Adjusted Cash Receipts (non-GAAP) <sup>(1)</sup>	2,129	1,800

### **GAAP** to non-GAAP reconciliation – Adjusted EBITDA

\$ in millions	FY 2021	FY 2020
Net cash provided by operating activities (GAAP)	2,018	2,035
Adjustments:		
Proceeds from available for sales debt securities	63	3
Distributions from equity method investees – investing	1	15
Interest paid, net	127	95
Development-stage funding payments – ongoing	7	20
Development-stage funding payments – upfront and milestones	193	6
Termination payments on derivative instruments	16	35
Distributions to non-controlling interests	(480)	(544)
Derivative collateral received, net	-	(45)
Adjusted EBITDA (non-GAAP) <sup>(1)</sup>	1,944	1,621

## **GAAP** to non-GAAP reconciliation – Adjusted Cash Flow

\$ in millions	FY 2021	FY 2020
Net cash provided by operating activities (GAAP)	2,018	2,035
Adjustments:		
Proceeds from available for sales debt securities	63	3
Distributions from equity method investees – investing	1	15
Distributions to non-controlling interests	(480)	(544)
Investments in equity method investees	(35)	(40)
Contributions from non-controlling interests – R&D	7	8
Adjusted Cash Flow (non-GAAP) <sup>(1)</sup>	1,573	1,477

### **Footnotes**

- (1) To aid in comparability, growth in 2020 is calculated based on pro forma 2019 results, which adjusts certain cash flow line items as if Royalty Pharma's Reorganization Transactions (as described in the Company's final prospectus filed with the SEC on June 17, 2020 ("Prospectus")) and its initial public offering ("IPO") had taken place on January 1, 2019. The most significant difference between the pro forma and reported figures is the new non-controlling interests that resulted from the Reorganization Transactions. The new contractual non-controlling interests arose in the Reorganization Transactions that results in a higher distribution to non-controlling interests on a pro forma basis as compared to prior historical periods. Less material differences also arise in Royalty receipts for other products as well as *Payments for operating and professional costs*, *Interest paid*, net and in the payments associated with our former interest rate swap contracts.
- (2) Adjusted Cash Receipts is a measure calculated with inputs directly from the statements of cash flows and includes (1) royalty receipts by product: (i) Cash collections from royalty assets (financial assets and intangible assets), (ii) Other royalty cash collections, (iii) Distributions from equity method investees, plus (2) Proceeds from available for sale debt securities, less (1) Distributions to non-controlling interests, which represents contractual distributions of royalty receipts and proceeds from available for sale debt securities to our historical non-controlling interests related to the Legacy Investors Partnerships and Royalty Pharma Select Finance Trust (RPSFT). See the Company's Annual Report on Form 10-K filed with the SEC on February 15, 2022 and refer to Royalty Pharma's Current Reports on Form 8-K filed with the SEC on February 15, 2022 and May 5, 2022 for additional discussion. See GAAP to Non-GAAP reconciliation on slide 109 through 112 of the Appendix.
- (3) Adjusted EBITDA is important to lenders and is defined under the credit agreement as Adjusted Cash Receipts less payments for operating and professional costs. Operating and professional costs are comprised of *Payments for operating and professional costs* from the statements of cash flows. See GAAP to Non-GAAP reconciliation on slide 109 through 112 of the Appendix.
- (4) Adjusted Cash Flow is defined as Adjusted EBITDA less (1) Development-stage funding payments ongoing, (2) Development-stage funding payments upfront and milestones, (3) Interest paid, net of Interest received, (4) Investments in equity method investees and (5) Other (including Derivative collateral posted, net of Derivative collateral received and Termination payments on derivative instruments) plus (1) Contributions from non-controlling interests- R&D, all directly reconcilable to the statements of cash flows. See GAAP to Non-GAAP reconciliation on slide 109 through 112 of the Appendix.

#### **Financial Guidance footnote**

(5) Royalty Pharma has not reconciled its non-GAAP 2022 guidance to the most directly comparable GAAP measure, cash flow from operations, at this time due to the inherent difficulty in accurately forecasting and quantifying certain amounts that are necessary for such reconciliation, including, primarily, payments for operating and professional costs, distributions from equity method investees, and interest received. The Company is not able to forecast on a GAAP basis with reasonable certainty all adjustments needed in order to project cash flow from operations on a GAAP basis at this time.

#### **Long-term Outlook footnote**

(6) Royalty Pharma's long-term outlook is based on its most up-to-date view on its prospects as of May 17, 2022. This long-term outlook assumes no major unforeseen adverse events subsequent to the date of this presentation. Growth outlook includes future royalty acquisitions and excludes development-stage therapy gantenerumab for Alzheimer's disease. Furthermore, Royalty Pharma may amend its long-term outlook in the event it engages in new royalty transactions. See the information on slide 3 "Forward Looking Statements & Non-GAAP Financial Information," for factors that may impact the long-term outlook.

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