



INVESTING IN QUALITY

16th DCVM Conference,
Bangkok October, 2015

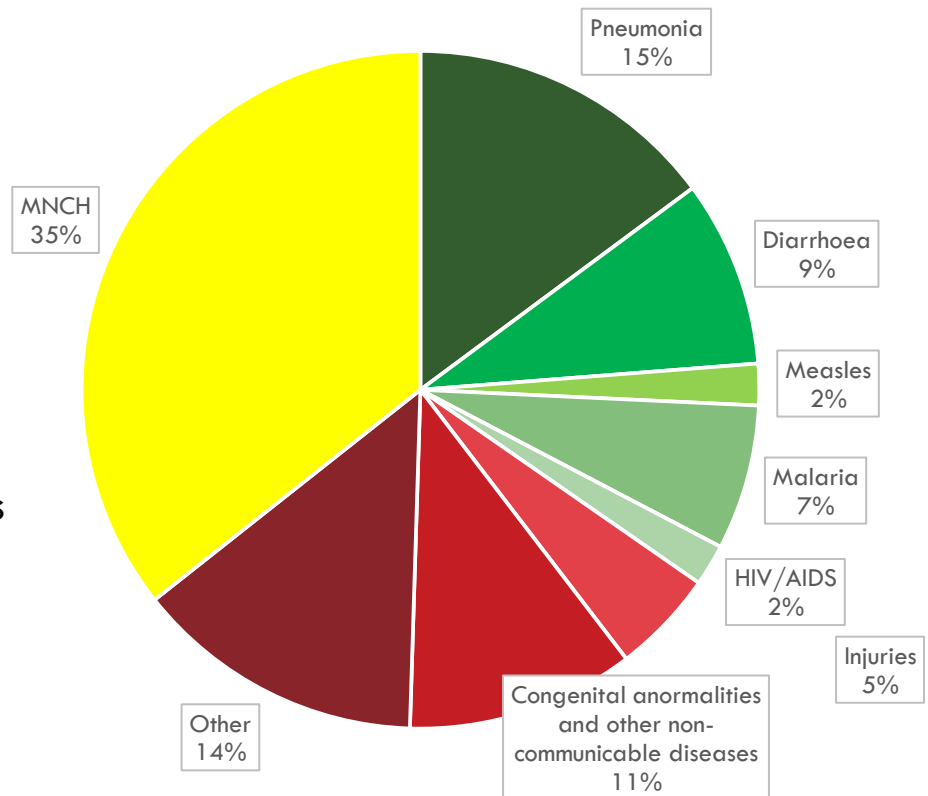


LION'S HEAD
global partners

GHIF: A NEW STREAM OF CAPITAL TO ACCELERATE THE DECLINE IN CHILD MORTALITY

- ❑ GHIF is a \$108mm investment Fund which held its final close in December 2013
- ❑ The objective of the Fund is to provide capital to late stage projects or company's developing late stage projects, to support final clinical trials and early stage commercialisation
- ❑ The fund targets drugs, vaccines, diagnostics and devices in infectious global health diseases which disproportionately impact populations living in the poorest countries in the World
- ❑ Lion's Head was responsible for establishing the GHIF and now advises its Fund Manager – the GHIA

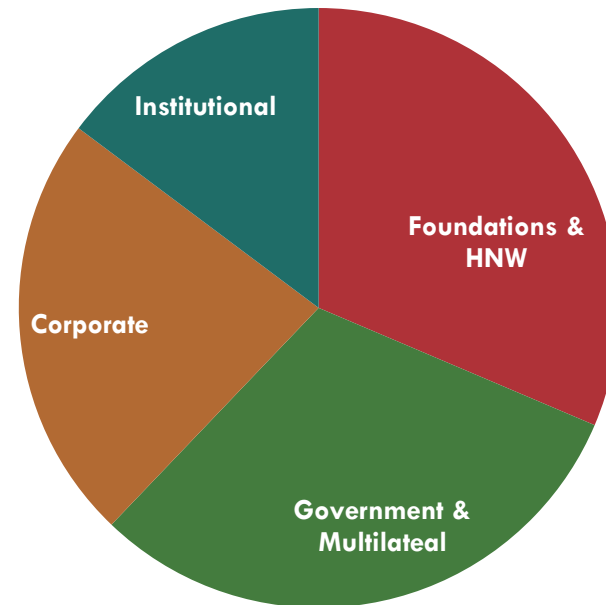
Causes of Death in Children Under 5 Years, 2013



GHIF INVESTORS

- ❑ GHIF benefits from a diverse investor base brought together in a single fund for the first time
- ❑ Investors were attracted by the Fund mission, commitment to generating a financial return and the partial capital guarantee
- ❑ The largest investors are all represented in the Investor Advisory Committee
- ❑ The Heads of Research & Development from BMGF, GSK, Merck and Pfizer, and an independent member from Imperial College London are represented on the Scientific Advisory Committee
- ❑ The Charitability Oversight Committee is made up of representatives from BMGF, Grand Challenges Canada, KfW, and SIDA

GHIF Investor Distribution





WHY QUALITY

Changing Landscape of
2015

THE MDG'S GAVE US FOCUS...

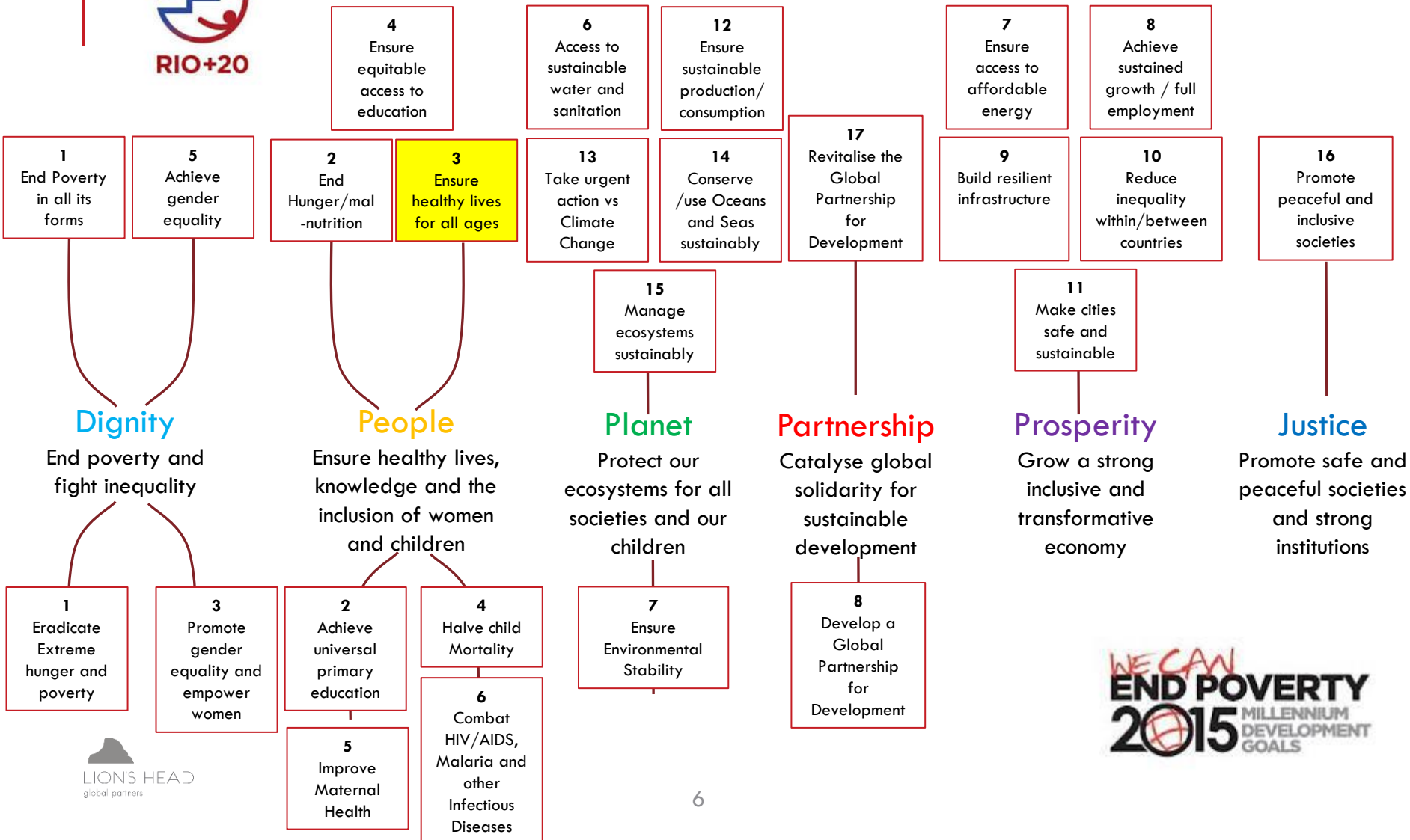


- ❑ Frontier Markets have been transformed since 2000
- ❑ The MDGs were not the only reason
 - The Commodity Supercycle and rise of China has been a key driver
 - Also, with a couple of key exceptions it was a period of relative peace
- ❑ But the MDGs gave the global community a common cause, that has led to debt forgiveness and a substantial improvement in raw human capital in developing countries, removing a key sea anchor
- ❑ What does this imply for the next 15 years?
- ❑ What is the impact we are looking to/need to achieve?
- ❑ Where should we be focusing?



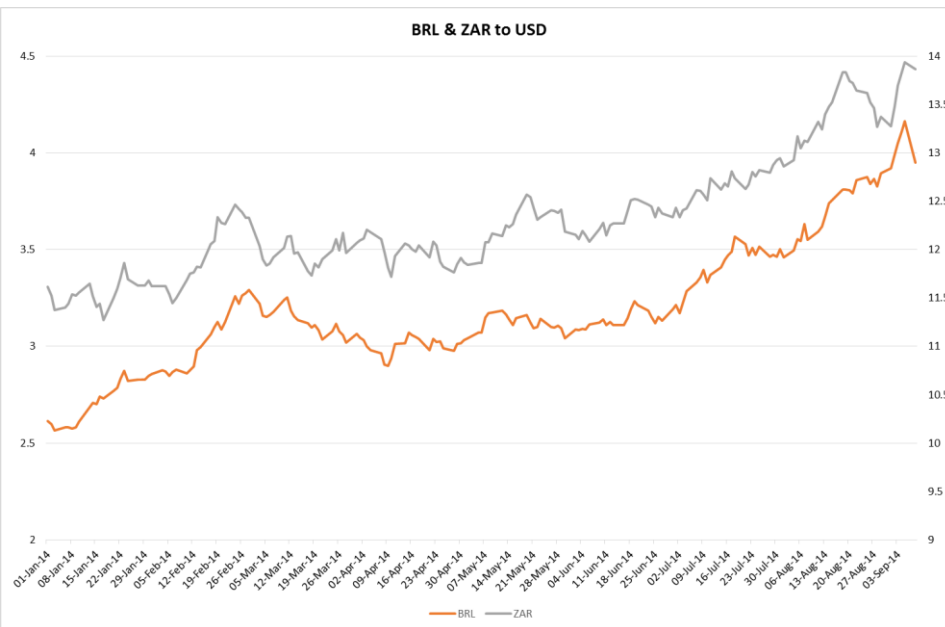


...THE SDG'S ARE MUCH BROADER



GLOBAL MARKETS HAVE BECOME SIGNIFICANTLY MORE HOSTILE OVER THE PAST 12 MONTHS

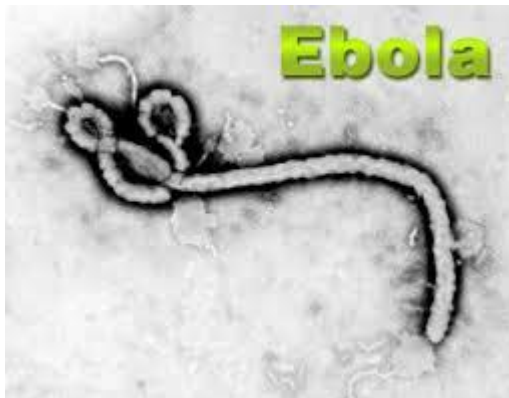
- ❑ 2015 has seen currency volatility reach new highs
- ❑ Capital is becoming more expensive, with US Fed and Bank of England broadly advertising rate rises
- ❑ The el Niño effect is raising concerns for 2016



Source: Federal Reserve

THREAT OF PANDEMICS IS STRETCHING THE GLOBAL HEALTH ARCHITECTURE

- ❑ Ebola exposed the challenge of dealing with a pandemic in a developing country setting
- ❑ S. Korea and China successfully contained MERS, but at a high cost
- ❑ Influenza remains a significant concern
- ❑ China and S Korea tackled MERS because of history with SARS, the lessons from Ebola must similarly be maintained
- ❑ Global effort to strengthen WHO and associated organisations to improve surveillance and response

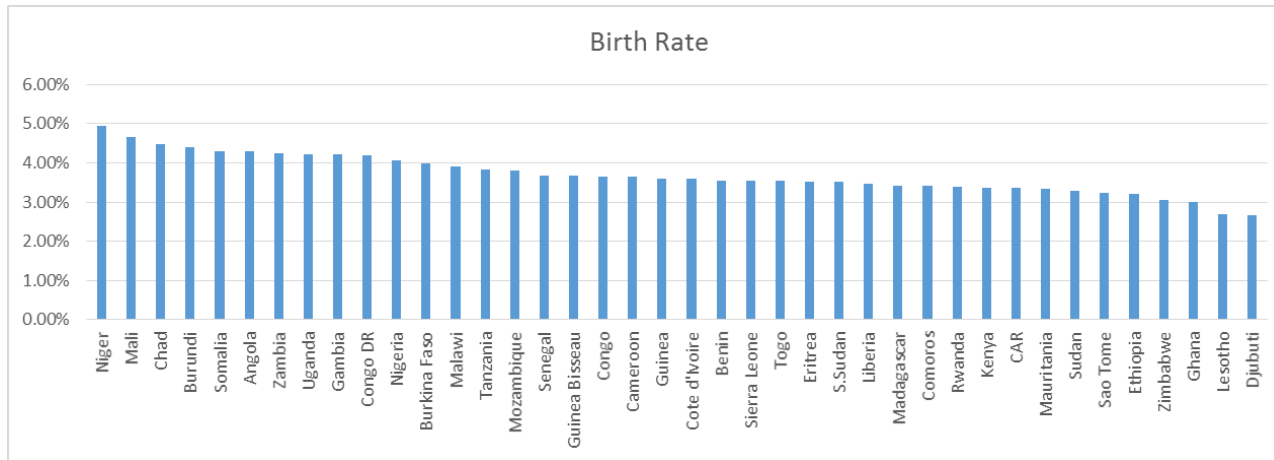


OUR MARKET IS CHANGING

- GAVI graduating Countries GNI per cap >\$1,580

Africa	Euraisa	Asia/Pacific	Americas
Angola	Armenia	Bhutan	Bolivia
Congo Rep	Azerbaijan	Indonesia	Cuba
Ghana	Georgia	Kiribati	Guyana
Nigeria	Moldova	Mongolia	Honduras
	Ukraine	PNG	Nicaragua
	Uzbekistan	Solomon Is	
		Sri Lanka	
		Timor Leste	
		Vietnam	

VACCINES ARE ABOUT CHILDREN, WHERE ARE THEY?



- ❑ 6 million saved children extra every year, by 2030 the target is to halve again to 2.3%
- ❑ SSA Birth Cohort of 35 million vs India at 25 million and China at 18 million
- ❑ Africa's population will be 200 million larger in 2030, with 35% of the World's population under the age of 5



GHIF PORTFOLIO

GHIF HAS INVESTED \$23MM TO-DATE, WITH A FURTHER \$10MM RECENTLY COMMITTED IN THE MNCH SECTOR

\$8mm

Convertible Bond into
Epistem for
commercialisation of
TB/HCV diagnostic

8-9 mm cases per
year



\$5mm

Loan and Equity
Investment into EU
Biologicals of Korea
for commercialisation
of Cholera Vaccine

3-5mm cases per
year



\$10mm

Commercialisation
Agreement for
Registration of
Moxidectin for River
Blindness

18 million infected



GLOBAL HEALTH VACCINE CHALLENGES

- ❑ There is an unprecedented need for investment into the global health vaccine sector
- ❑ Expansion of manufacturing capacity of existing vaccines
- ❑ Late Stage clinical trials of new vaccines
- ❑ Tech transfer of new platform technologies

