

Excellence in Specialty Investments

Bellevue Group Company profile & strategy

Kusnacht, July 27, 2023

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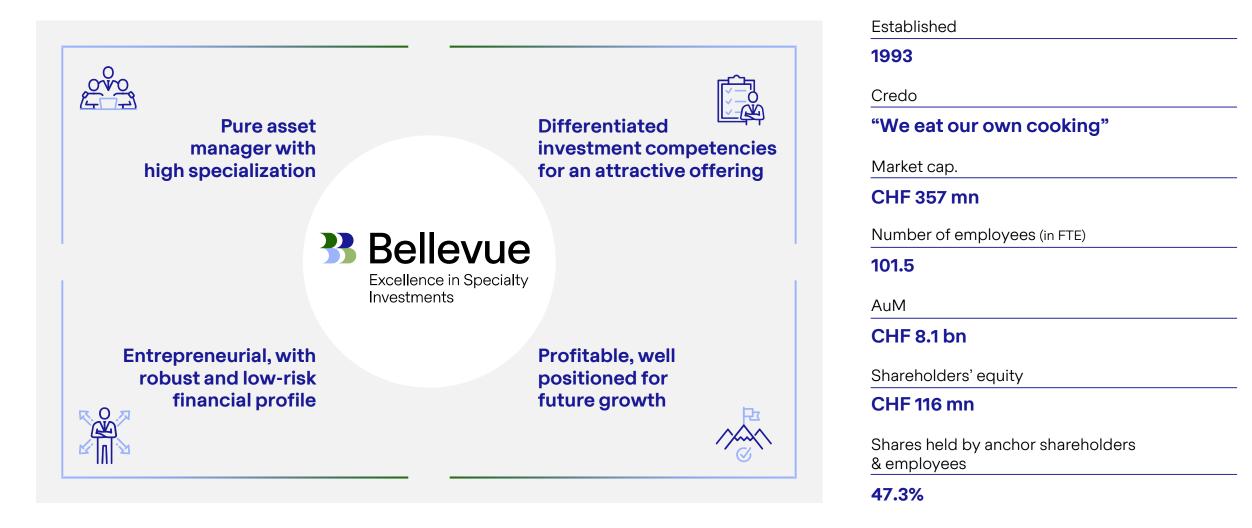
Company profile at a glance



COMPANY PROFILE AT A GLANCE

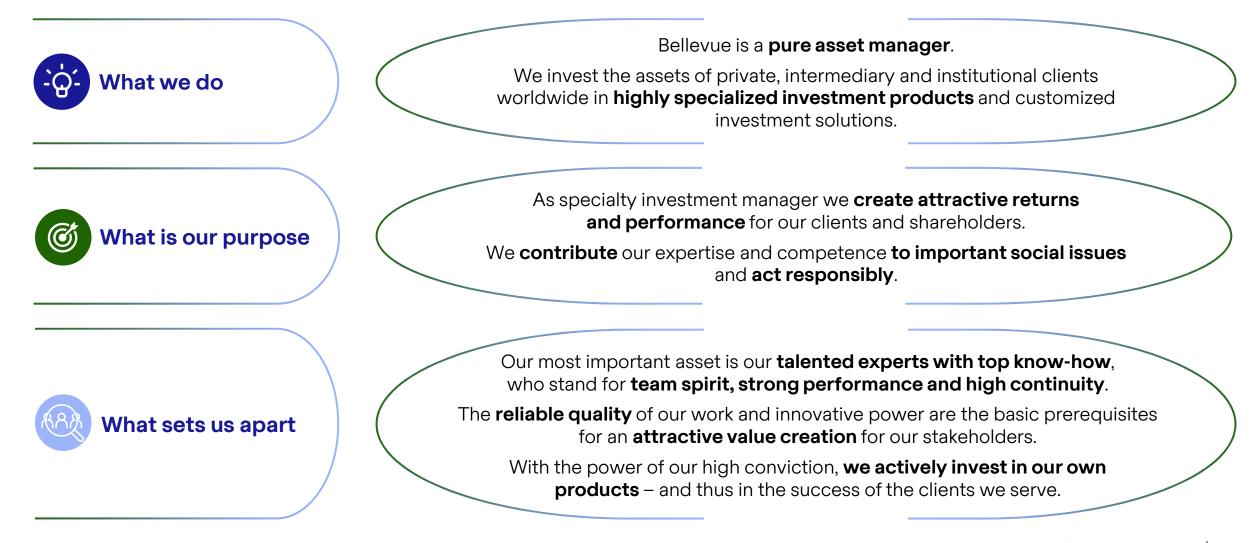
Bellevue – specialized asset management

Company profile



Bellevue - independent, entrepreneurial, committed

Value creation through expertise and innovative strength with specialty investments



Attractive business model with strong foundation

Navigating the «perfect storm» – with substance!



Attractive business base

- AUM-based business model ensures clear earnings visibility with high scalability
- Strong positioning in healthcare entails dependency, but offers high structural growth potential
- Focus on other attractive niche strategies in market areas «Public» and «Private» provides attractive margins
- Broad and steadily growing client base will unleash new growth momentum over the long term



Healthy financial structure

- Straightforward balance sheet with
 high degree of transparency
- Strong Equity Ratio of 80% (no leverage)
- Lean but strong capital base ensures a high level of financial efficiency
- Considerable variability of cost structure thanks to entrepreneurial profit-sharing model
- High payout ratio ensures an attractive dividend yield



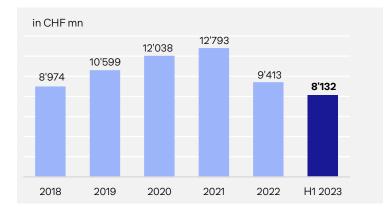
- Small but robust organization demonstrates high adaptability
- Pronounced expert/talent pool with high attractiveness and low fluctuation ensures high levels of quality and continuity
- Steady investments in new tools and technologies keeps competitive edge sharp
- Entrepreneurial responsibility and solid governance build trust



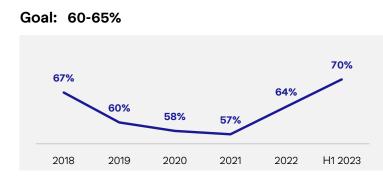
Key figures Historical development

Client assets

Goal: Organic growth of 5-10% p.a.



Cost Income Ratio (CIR)

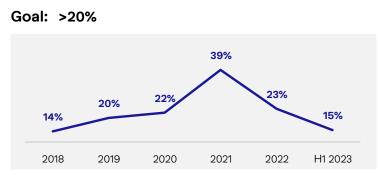


Operating income ¹⁾

Goal: Growth in line with AuM base, increasing Performance Fees as add-on



Return on Equity ²⁾



Attractive business model

- Core business based on AuM creates high proportion of recurring revenues
- Focus on specialized niche strategies secures attractive margins
- High dependency of the healthcare market creates potential for setbacks in the short to medium term, but high structural growth in the long term
- High scalability of cost base allows large catch-up potential in AuM base and profitability in case of market upswing
- New Private Market Investments unit unlocks attractive potential for performance-related income

1) 2023: operating H1 2023 annualized

2) Based on reported net profit and average equity afetr distribution of the respective dividends

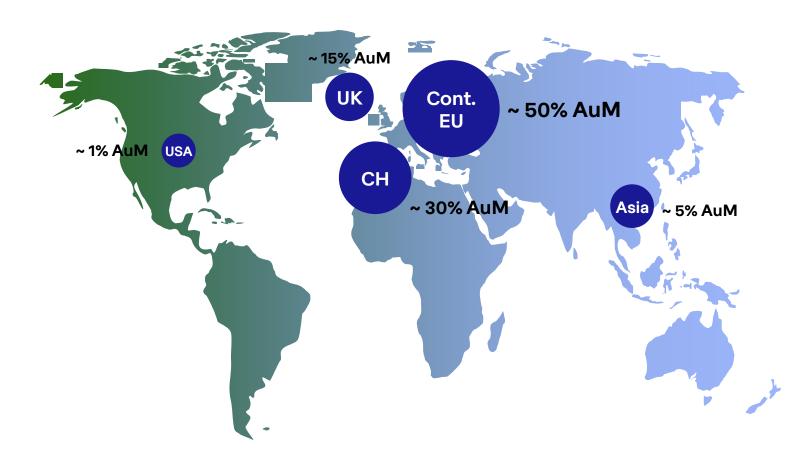


Strong and well-diversified client network

Ongoing expansion of the customer base in home country and abroad

AuM-base = CHF 8.1 bn

Number of intermediary and institutional clients > 1'000



Strong further development in the core markets, across all segments

- Switzerland, Germany, UK local units with licenses
- Strong growth in demanding segment of large and private banks and institutions, thanks to maturity and size of products

Good growth momentum in strategic secondary markets

- Spain, Austria, Luxembourg, Italy
- New: Israel and Netherlands

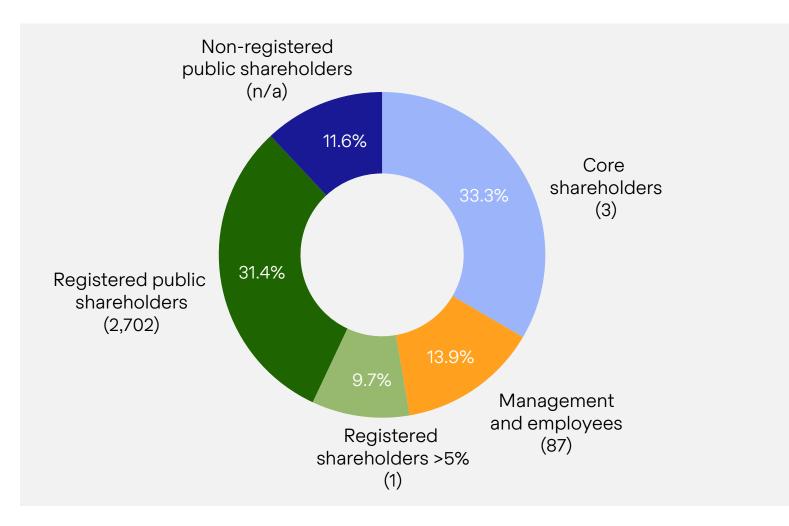
Increased momentum in further growth regions

- Singapore and Hong Kong established as important hubs for access to Asian markets
- Selective expansion in selected secondary markets (Chile and Peru)



Strong foundation of core shareholders

Structure of the shareholder base as of June 30, 2023



Attractive value creation leads to stable shareholder base

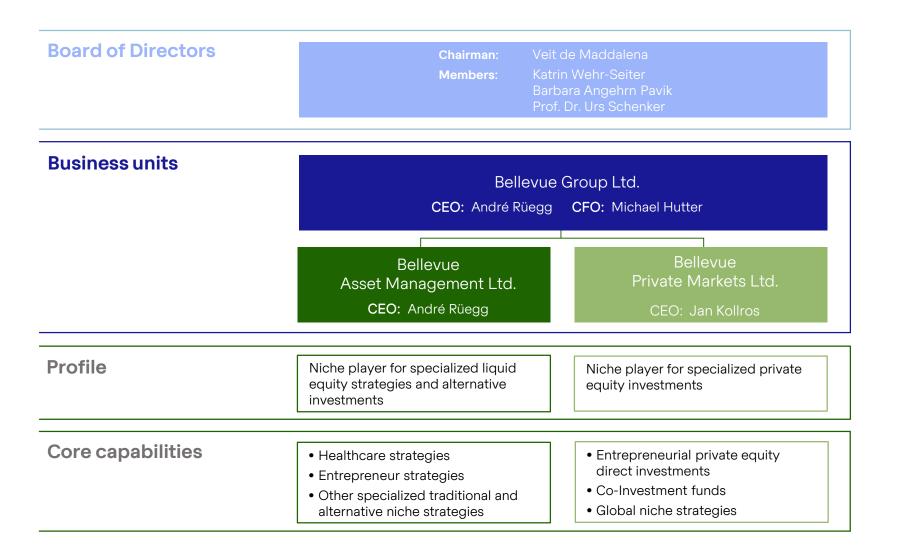
- Strong commitment of core shareholders
- Proportion of management and employees (31.12.2022: 13.9%) – around 80% of employees (incl. Board of Directors) hold Bellevue shares
- With Hansjörg Wyss, a long-term oriented shareholder (9.7%) could be gained in 2020
- Highly transparent shareholder base: 88% registered (2,793 shareholders)
- Shareholder-friendly dividend policy unchanged, strengthening sense of continuity

Organisation & Team



Structure of Bellevue Group

Clear and very stable organisation with solid governance



Number of employees (in FTE) 101.5 Share of women 27% Nationalities 19 Ø Years of service 6.8 Fluctuation <4% Part-time employees 21%

Board of Directors & Management

Interdisciplinary management team with high expertise

Board of Directors Bellevue Group



30 years expertise Focus: Banking

Veit de Maddalena



Prof. Dr. Urs Schenker 40 years expertise • Focus: Lawyer

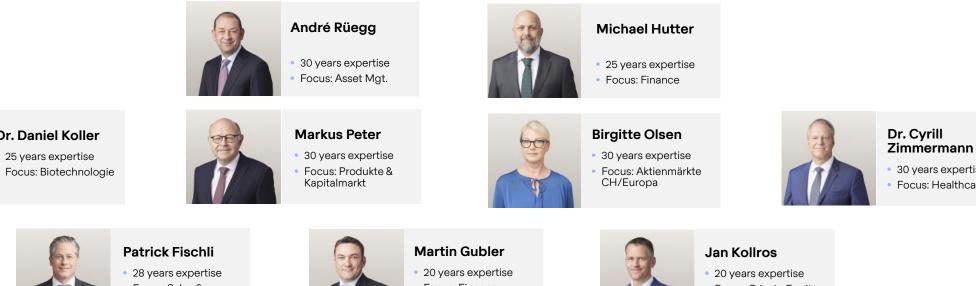




Barbara Angehrn

- 23 years expertise
- Focus: Healthcare

Management team





Dr. Daniel Koller

25 years expertise

Focus: Sales & Marketing



• Focus: Finance



Focus: Private Equity

- 30 years expertise
- Focus: Healthcare



Source: Bellevue Group, as at June 30, 2023

International reach, locally anchored

Ongoing development of international office locations



High personnel stability and quality

- Very low organic fluctuation
- Strong commitment from key individuals and talents
- High appeal allows targeted development and expansion of the «xext generation pool»

On a growth track

- International presence in Zürich, London and Frankfurt solidified
- Ongoing strengthening in core Healthcare business and newly created Private Markets franchise
- Presence in Madrid and Singapore via external network to strengthen and further develop the customer network

International market access

- Asset management licenses in 3 key markets: Switzerland, Germany/EU, UK
- Broad product range with clearly defined standards, easily deployable across international borders



Investment competencies & offering



Overview – Excellence in Specialty Investments

Clearly distinguished investment capabilities for an attractive offering



Investment trusts

- Biotech
- Healthcare Global

Investment funds

- Biotech
- Medtech & Services
- Digital Health
- Asia / Emerging Markets
- Globale Healthcare-Strategien
- ESG-Strategien

Mandates

- Tailor made fund mandates
- Institutional mandates



Specialized regional and multi asset strategies

Alternative investments

- Absolute Return Strategie (Multi Asset)
- Optionsprämienstrategie

Spezialized equity strategies

- Entrepreneur strategies (CH/EU)
- Emerging & Frontier Markets

Fixed income und multi asset class strategies

- Profile fixed income strategies
- Defensive & dynamic multi asset strategies

Mandate

- Tailor made fund mandates
- Institutional mandates



Private Markets strategies

Attractive direct investments

 Proprietary «deal-by-deal» investments for dedicated investor group

Profiled co-investment funds

• Entrepreneur Private strategy

Scaleable niche strategies

Secondaries strategy



Healthcare Investments – highly specialized teams

Unique expertise in healthcare, biotechnology and Medical technologies

Felicia Flanican

Focus: Biotech

New York office

Dallas Webb

Focus: Biotech

Focus: Biotech

New York office

Fócus: Biotech

Zurich office

New York office

31 years of experience

21 years of experience

18 years of experience

2 years of experience

Dr. Stephen Taubenfeld

Dr. Leonidas Georgiou

BB Biotech Ltd.



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



Dr. Christian Koch

12 years of experience Focus: Biotech

Zurich office



Dr. Maurizio Bernasconi 11 years of experience

- Focus: Biotech
- Zurich office



Dr. Samuel Croset 10 years of experience Focus: Biotech. Data science

Zurich office



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



Bellevue Healthcare Trust & WS Bellevue Healthcare Fund



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

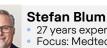


Brett Darke 22 years of experience London office

Focus: Global Healthcare

Bellevue Healthcare Funds & Mandates





27 years experience Focus: Medtech & Services Zurich office

Remo Krauer 18 years of experience Focus: Emerging Markets, Asia HC Zurich office





Dr. Lukas Leu 8 years of experience Fócus: Biotech. Pharma Zurich office



21 years of experience Zurich office

New Hire

 Several years of experience as a sell-side analyst







Focus: Pharma, Biotech, Medtech

Zurich Office



Zahide Donat

Oliver Kubli

Zurich office

Marcel Fritsch

30 years of experience

Focus: Emerging Markets, Asia HC

- 10 years of experience Focus: Sustainability
- Zurich office

Dr. Teresa Vilanova

- 2 years of experience Focus: Life Science Tools & Dx
- Zurich office

New Hire

- Several years of experience as a sell-side analyst
- Zurich Office







Healthcare Investments – Product offering

Differentiated investment products for global, regional und sectoral healthcare strategies

	Regions			Sub-Sectors					Market Cap			Portfolio		
	NSA	Europa	APAC	Ъ	Pharma	Biotech	Generika	Medtech	Services	Large	Mid	Small	Holdings	AuM (mCHF)
3 Bellevue Healthcare Strategy ^(LUX)	35%	25%	15%	25%									40	342
Bellevue Sustainable Healthcare (ШХ)	35%	25%	15%	25%									40	179
33 Bellevue Diversified Healthcare (LUX)													60 - 80	16
33 Bellevue Medtech & Services (LUX)													40 - 60	1'576
33 Bellevue Digital Health (LUX)													30 - 50	659
33 Bellevue Biotech (LUX)													40 - 60	56
33 Bellevue Asia Pacific Healthcare (LUX)													40 - 50	253
Bellevue Emerging Markets Healthcare ^(LUX)													40 - 50	64
³³ BB Biotech													20 - 35	2'321
33 Bellevue Healthcare Trust													20 - 35	916

Focus Selectiv

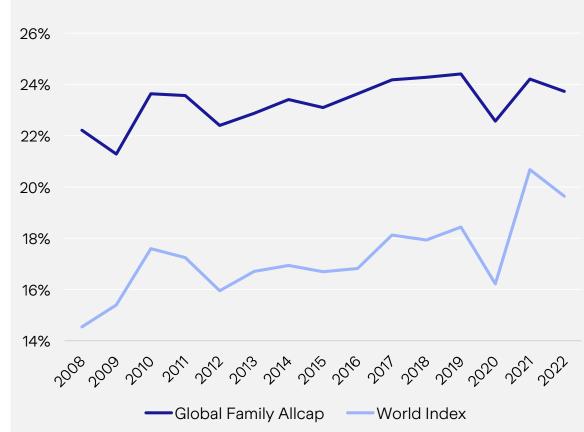


Entrepreneur Strategies – Why invest in Entrepreneurs?

Principles for successful companies



EBITDA margins Family vs. non-family businesses



Note: There is no guarantee that the investment objective will be achieved or that a positive return will be generated. Source: UBS Estimates, World Index = Datastream Total world cap, May 2022

Entrepreneur Strategies – strong track record

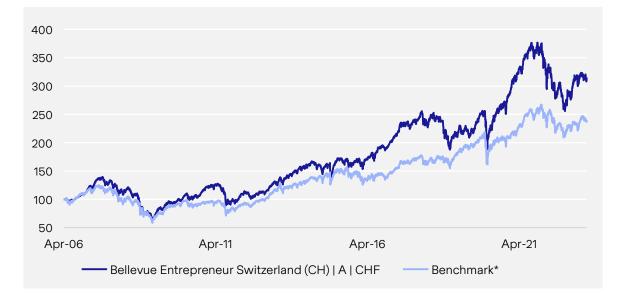
Outperformance thanks to successful stock picking



Performance since inception (April 2006)



	cumulative	annualized
Strategy (A CHF)	+215.0%	+12.5%
Benchmark	+140.1%	+7.4%





Experienced investment team

Birgitte Olsen, CFA 29 years experience Focus: Industry, healthcare, energy, banking, construction. basic materials, insurance





Laurent Picard, SFAF 23 years experience Focus : Technology, media,

telecommunications, utilities



Michel Keusch

27 years experience Focus: Cyclical and non-cyclical consumer goods, retail, travel & leisure, real estate



Loreno Ferrari, CIIA

- 13 years experience
- Focus : Senior product specialist



Investment philosophy

- High conviction approach
- Qualitative entrepreneurial due diligence
- Fundamental bottom-up stock picking
- Concentrated portfolio
- High active share, benchmark-unconstrained

Bellevue Entrepreneur Strategie: Alle Angaben in CHF (Total Return), *SPI Extra seit 30.06.23, SPI bis 30.06.23

Past performance is not a reliable indicator of future results and can be misleading. As the subfund is denominated in a currency that may differ than an investor's base currency,

changes in the rate of exchange may have an adverse effect on prices and incomes.

Source: Bellevue Group, as at June 30, 2023

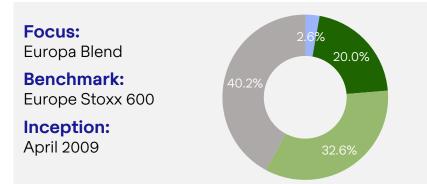


Entrepreneur strategies – Product range

Differenciated strategies for the regions Switzerland and Europe

Bellevue

Sustainable Entrepreneur Europe^(LUX)



Bellevue

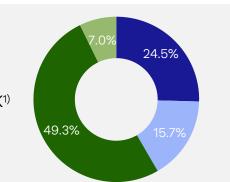
Entrepreneur Europe Small (LUX)

Focus:

Europa Small Cap

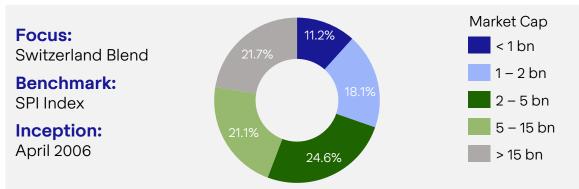
Benchmark: MSCI Europe SC ex UK¹⁾

Inception: June 2011



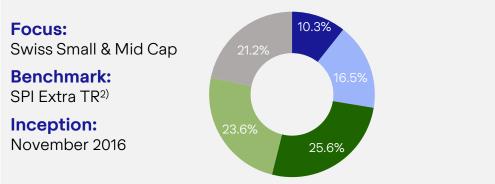
33 Bellevue

Entrepreneur Switzerland (CH)



🔧 Bellevue

Entrepreneur Swiss Small & Mid (LUX)



1) Current benchmark as from May 18, 2015: prior BM was MSCI Europe Small Cap 2) Current benchmark as from Nov 30, 2017: prior BM was SPI Source: Bloomberg, data as per December 31, 2022

Private Markets – further development in 3 directions

Dedicated strategies for every investor need



- Mid-market investments in the DACH region for Bellevue adbodmer investor group (Club Deals)
- Investor group has a broad industry experience and an established network, which is actively brought into the investment cases
- Growth financing with clear exit strategy
- 20-year successful track record of the Bellevue adbodmer team



- Co-investing with the Bellevue adbodmer investor group in high-growth SMEs through GP/LP structure
- Sponsor: Bellevue Asset Management



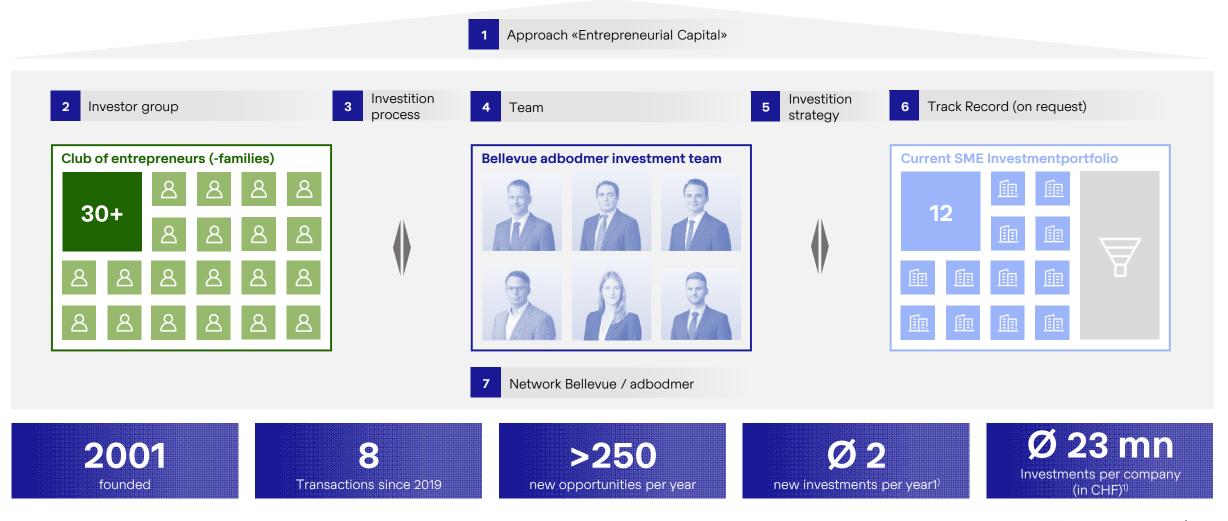
- Secondaries strategy with focus on small mid segment with smaller transaction size of USD 1-30 mn
- Focus on buyouts with 1st quartile primary funds («LP led»)
- Engagement in to top-performing managers and fund programs at attractive valuations



INVESTMENT COMPETENCIES & OFFERING

Private Markets – Direct investments

Active SME direct investments with two decades of experience





Private Markets – Co-investment strategies

Bellevue Entrepreneur Private I – Overview

Growth capital for SME

- Equity-based growth investments in SMEs in the DACH region
- Co-investments together with the adbodmer investor group
- Minority investments with strong shareholder rights
- Broad diversification in terms of industries, regions and growth drivers

Strong team with longstanding expertise

- Experienced team, with over 70 years of cumulative experience in the investment and advisory business
- Proprietary deal flow: >CHF 300 mn exclusive transaction volume since 2010
- Longstanding industry experience and important network thanks to the Bellevue adbodmer investor group consisting of more than 30 members





«Hidden Champions»

- Established, profitable and financially sound position
- Strong management/owner teams with comprehensive growth plans and medium-term exit ambitions
- Success factor Switzerland: Switzerland at the forefront of international innovation competition

Course of expansion

- Call of over 50% of capital commitments due to attractive deal pipeline Investments made in 7 target companies, others in pipeline
- Pleasing operational development of portfolio companies despite challenging environment
- First exits in preparation from 2023





Private Markets – Secondary market strategies

Bellevue Global Private Equity 2023 - Overview

Niche-strategy for secondary market

- Global, with a focus on developed markets (U.S. and Europe)Focus on buyouts with top quartile primary funds («LP led»)
- Small Mid segment with smaller transaction size of USD 1-30 mn
- Broadly diversified portfolio with «Barbell-approach»

Top experts with a strong track record

- Experienced core team that has been working together for more than a decade and has a total of 35 years of experience
- Worldwide transactions with a total value of >USD 3 bn
- Extensive and proven expertise in technical, legal and tax matters





15-19% Target return (net IRR in USD)



Bellevue 2

Attractive market environment

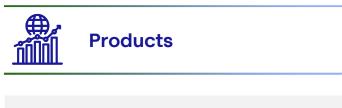
- Rapid portfolio build-up thanks to record deal flow in secondary market
- Currently low asset valuations due to increasing number of distressed seller (funding gaps, overinvest-ment, deleveraging, etc.)

Bellevue platform as strong foundation

- High degree of autonomy and freedom
- Strong and extensive organization with highly qualified and experienced experts and a modern infrastructure
- Access to a broad and attractive network of international partners and clients

Interesting links

More information by Scan or Click



Healthcare investments



Specialized regional and multi asset class strategies



Private Markets investments





Expert commentaries, interviews podcasts, etc.





Comprehensive sustainability report, learn more now





ESG positioning



ESG-POSITIONING

Sustainability strategy

Thrust directions 2030



Integrating sustainability into our business strategy

- Bellevue strives for the continuous integration of sustainability at corporate and portfolio level
- Corporate values build the basis for sustainable and responsible practices that are lived by employees daily
- Clear and transparent ESG policy and investment guidelines that regulate environmental, social and governance aspects in a binding manner

Improving gender diversity and fostering inclusion

- Bellevue values employee diversity and believes this is an integral part of its success as a business
- Mutual respect and collaborative work culture across boundaries are fundamental
- Variety of perspectives, experiences, ideas and skills lead to innovation
- Diversity ensures Bellevue's long-term success, also in the competition for skilled workers

2 Carbon neutrality

- CO2 emissions at corporate level have been offset since the 2020 financial year
- Compensation of CO2 emissions by supporting high-quality climate projects in Switzerland.
- Target: Net-Zero by 2050, 30% CO2 reduction per FTE by 2030
- Target for reduction by 2022 exceeded



- ESG integration and strict exclusion criteria in all portfolios and funds
- Two dedicated ESG funds: Bellevue Sustainable Healthcare and Bellevue Sustainable Entrepreneur Europe
- Bellevue follows the UN Principles for Responsible Investment (UN PRI) and continuously updates its ESG investment guidelines
- Engagement in climate-friendly portfolios and active dialogue on ESG aspects with stakeholders

Clear commitment to sustainability

At company and product level

Corporate values

"Bellevue is committed to sustainable, responsible and values-driven business practices1"



Signatory of:





ESG highlights H1 2023

Sustainability as an important factor in Bellevue Group's business strategy



CO2 emissions

- Targeted 30% reduction by 2030 in emissions per FTE compared to base year
- Total CO2 emissions 2022: 617 t (2021: 248 t; base year 801 t)
- Increase from previous year is due to normalization in the wake of the COVID-19 pandemic in 2021 (less business travel and employee commuting).
- The targeted reduction for 2022 has been exceeded

ESG Working Group

- Establish a formal ESG working group with representatives from all core functions
- Management of relevant issues relating to sustainability issues at the company and product level
- Reports to Executive Board and Board of Directors

Third year in a row for Bellevue Group!



Sustainability reporting

- Ongoing refinement of sustainability reporting in accordance with the full form of GRI
- Survey of all Bellevue stakeholders regarding key sustainability issues from the perspective of double materiality (how Bellevue is affected by sustainability issues / how Bellevue impacts the outside world)
- Basis for strategic business process management

Product-based initiatives

- Amendment of LUX prospectuses in accordance with EU SFDR Art. 8 and MiFID II
- Measurement of sustainability indicators (ESG characteristics and sustainable investments)
- Refinement of ESG risk management processes
- Update ESG engagement policy

Bellevue Group is a member of Swiss Sustainable Finance





Corporate ESG – Contributions to the UN SDGs

Active contributions at corporate level to the UN Sustainable Development Goals (SDGs)



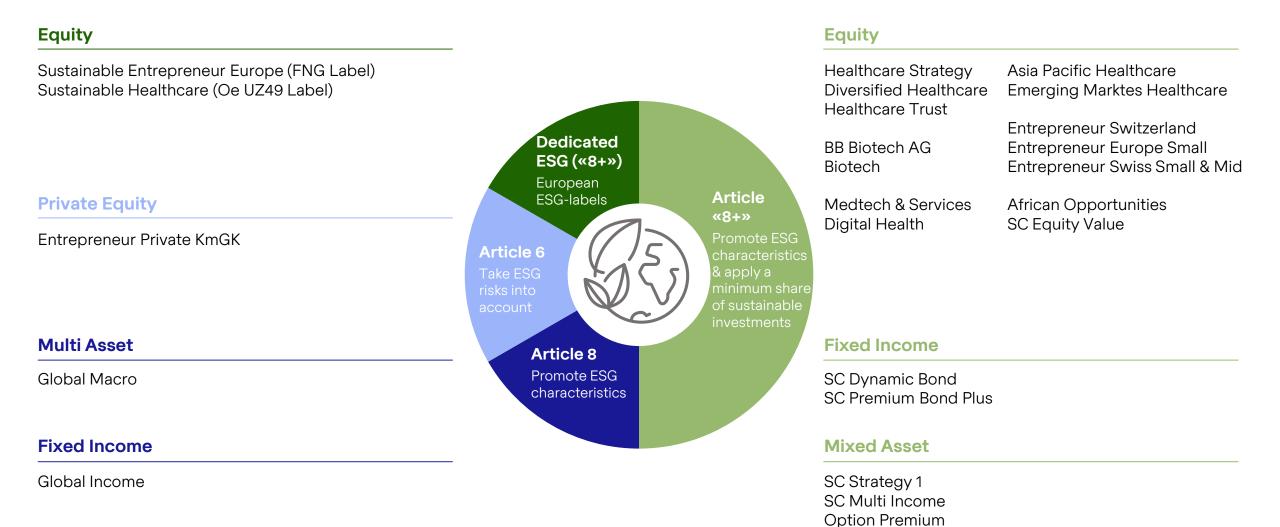
Goal 13: Bellevue ensures that responsible corporate environmentalism contributes to reducing carbon emissions. The remaining emissions are offset through the purchase of CO2 emission certificates equivalent to the greenhouse gases emitted annually

Bellevue 30

ESG POSITIONING

ESG – Product categories

ESG integration across investment strategies – breakdown by EU SFDR categories



Bellevue

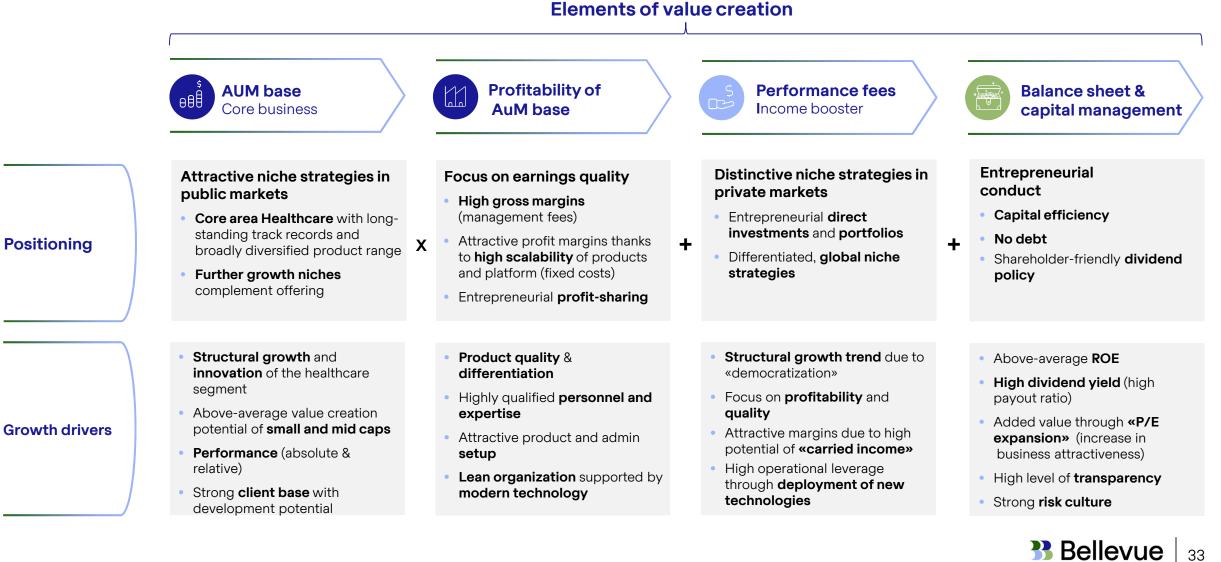
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Strategic growth prospects of the business model

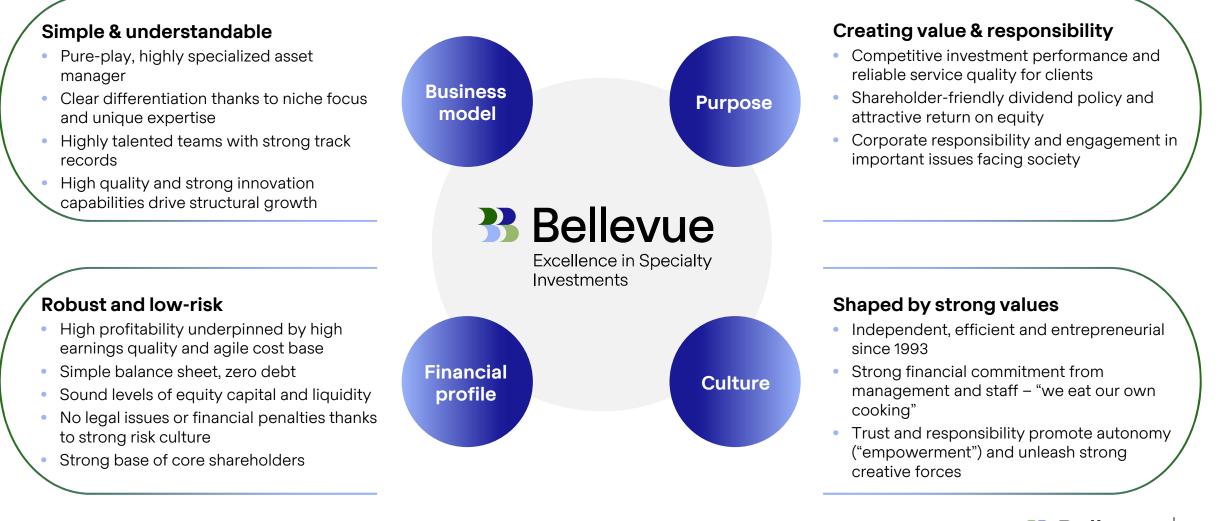
Positioning and growth drivers translate into long-term value creation



SUMMARY

Bellevue – clear business profile with tangible strategy

Proven and reliable foundation creates trust



Corporate Events & Contact

Corporate Events

February 27, 2024	Publication annual report 2023							
March 20, 2024	Annual General Meeting 2024, AURA Zurich							
July 25, 2024	Publication Half-year results 2024							

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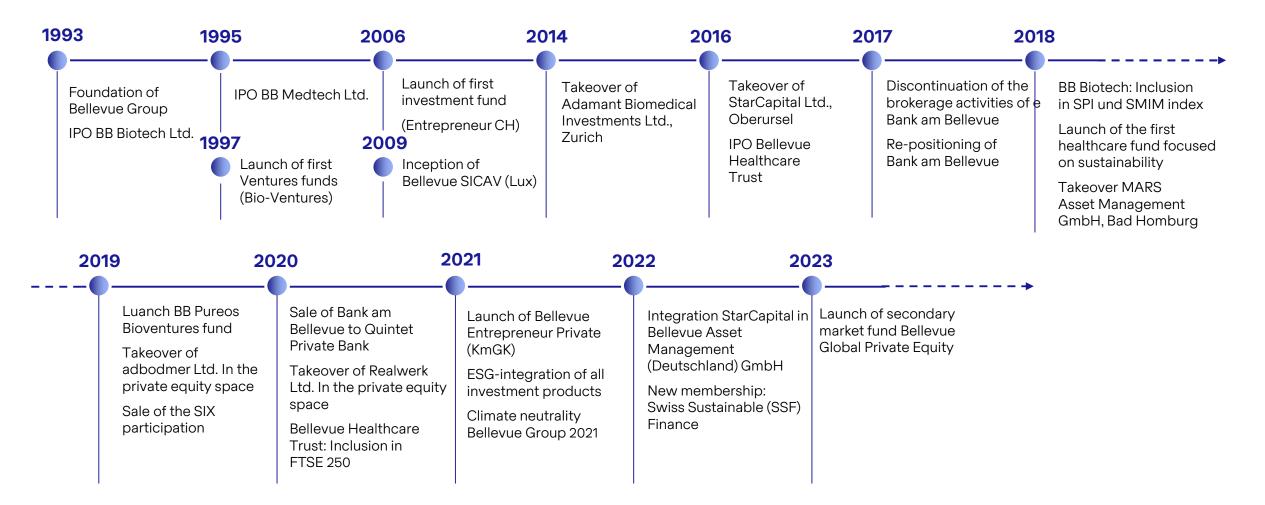
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Important milestones in the Group's history

Bellevue on the move





Contact

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