# Deerfield Overview

## Deerfield Management

**Investments**
- Public and private funds, totaling over $6 billion focusing on healthcare
- Wide range of capabilities built to identify and manage diverse healthcare investments in all stages of development

## Deerfield Institute

**Information**
- Expertise in the development and analysis of healthcare-relevant information
- Teams focused on market research, reimbursement, clinical development, regulation, key opinion leaders and other vital areas
- Extensive network of all stakeholders in the healthcare ecosystem

## Deerfield Foundation

**Philanthropy**
- Support healthcare initiatives that benefit children from underserved communities, providing funds directly from Deerfield’s profits and employee pledges
- Over $25 million committed since 2006
- Rigorous partner assessments

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### Offices in the U.S., Europe and Asia
Deerfield - Advancing Healthcare

Positioned to be a key player in shaping the development of the healthcare sector in the years ahead.

• Long history as the leader in the healthcare investment field
• Focused on innovations in research and policy: Publishing research in peer reviewed journals
• Innovations fund – Partnering with leading scientists and labs to build companies around the next scientific discoveries
  • 100% of carry profits go toward children’s medical services.
Deerfield Investment Funds

Public Facing Funds
- Public equity, fixed income and derivatives
  - Deerfield Partners – 1994 ~$2.0B AUM
  - Deerfield Special Situations – 2006 ~$410M AUM

Private Facing Funds
- Broad range of private structured securities, limited exposure to public securities
  - Private Design I – 2007 ~$513M committed
  - Private Design II – 2010 ~$732M committed
  - Private Design III – 2014 ~$1.6B committed
  - Private Design IV – 2016 ~ $2.4B committed
  - Healthcare Innovations – 2015 ~$573M committed

*As of June 30, 2017
Deerfield Partners Net Returns

The S&P 500 index is included for comparison purposes only and is sourced from Bloomberg. See Important Endnotes. Past performance may not be indicative of future performance.
Deerfield Institute

Commercial Evaluation
- Market sizing, market trends
- Market access, branding
- Sales strategies, KOL mapping
- Social media insights

Clinical, Regulatory & Reimbursement
- Clinical trial strategy and design
- FDA, EMA, CFDA, PMDA intelligence
- Global pricing

Analytics
- Customer behavior and beliefs
- Product launch trajectory
- Reimbursement
- Competitive intelligence
- Sales optimization
Deerfield Foundation Overview

- Over $30 million invested and committed to date

- 2 Arm Strategy
  - Providing healthcare services to underserved children
  - Providing capital to early stage research to advance healthcare – new initiative

- Differentiation
  - Providing capital where it is needed most
  - Building strong partnerships with leaders in public health and research
  - Establishing long-term relationships that facilitate greater engagement and durable benefits

- Global reach*
  - Includes capital contributed to partners located around the world, including, without limitation, in:
    - New York
    - Haiti
    - Kenya
    - Nepal
    - Rwanda
    - Uganda
    - Zambia

*Sample for illustrative purposes only. This is not a comprehensive list.
Wall Street Opportunities

- The are nearly endless opportunities to work within Wall Street or associated firms
  - Investment banks, commercial banks, mutual funds, hedge funds, boutique research shops, investor relations firms, etc.
- The quality of the opportunities varies widely.
- Conventional programs are usually either rotational or mentor based.
Deerfield Fellows Program

- A less conventional training program than normally seen on Wall Street
- Combination of background finance theory and rigorous application of analytical tools.
- Full time access to mentors and unparalleled information sources
- Identification of key assets and value drivers, pursuit of relevant data sources, rigorous analysis and valuation, and choice of appropriate investment design.

- In short, we’re paying students to learn how to be analysts, and giving them the opportunity to earn a job at one of the premier firms on Wall Street.
Why Deerfield?

- Deerfield is the premier firm in the healthcare investment sector, with gold standard capabilities in:
  - research
  - analytics
  - investment structuring
  - financing
  - entrepreneurship

- We work with healthcare firms and scientists over the full range of companies’ life cycles.
- The firm distinguishes itself through its high quality investment results, firm culture, employee retention and ethics.
- This is a place where the best in the industry come to excel.
Why Work at Deerfield?

- Strong teamwork, collegial atmosphere
- Ability to have an impact, both internally and externally
- Flat organization
- Premier access to information and industry management teams
- Wide range of long term opportunities
  - Institute, Investments, Industry
- Low employee turnover
  - No investment professional has ever left to work for a competing firm
- Fellows program has been specifically designed to develop the firm’s next decision makers
What We Expect

- Skills you need now:
  - Intelligence
  - Curiosity
  - Drive

- Skills you will develop:
  - Strong understanding of analytical tools
  - Public speaking
  - Ability to think strategically and operationally
  - Time management
  - Building and maintaining relationships
  - Ability to identify and understand key value drivers
  - Valuation techniques
  - Understanding of bias in decision making
  - Creativity in investment design
Program Overview

- **Beginning of program:**
  - Build a foundation of knowledge in order to understand Wall Street, securities, finance theory and application
  - You will be assigned mentors with extensive experience to share

- **Transitioning to:**
  - Use of both case studies and real-time application of the tools you’ve learned to analyze companies within the Specialty Pharmaceutical sector.
  - Access to, and interaction with, every key sector within the firm

- **End of program:**
  - Qualified fellows can transition into full time roles throughout the firm
  - Training as an analyst is applicable everywhere
A Day in the Life

- Early days
  - Presentations where we instruct you on basic and advanced financial analysis and statistical tools, followed by problem sets where you need to demonstrate mastery of the concepts.
  - Background reading

- Later
  - You will be assigned companies to analyze
    - Opportunities to demonstrate the ability to identify and analyze key value drivers, value the assets properly and design an investment strategy around them
    - Work closely with key parts of the firm to develop the investment analysis and strategy.
    - Opportunities to present your ideas – Both as a way of adding value to the firm as well as to present yourself.

  – You will have the opportunity to earn a job in one of the premier firms in healthcare.
Program Details

- **Summer Program**
  - Start in June after classes end. M-F, 8:00-4:00
  - Salary - $3,000/month

- **Extended Program**
  - M-F, 8:00-12:00. Your classes will have to be scheduled for afternoons and nights.
  - Salary - $46,000 over school year, including summer program
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