

# Life Sciences Impact Suite

An impact measuring and reporting system tailored to the Life Sciences industry  
Developed by Aglaia Oncology Funds and Sinzer - Powered by Grant Thornton



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*An increasing number of investors is interested in gaining insights in the socio-economic impact of their investments, in addition to the standard financial returns reporting. How does this trend influence the Life Sciences community, and why is it important for Life Sciences investors to get familiar with this change in investment philosophy?*

## Focus on Impact

Aglaia is an oncology fund fully focused on the fight against cancer by investing in early stage anticancer drug development. Aglaia has been a pioneer in impact investing since its foundation in 2004. Aglaia approached Sinzer, specialized in Impact Research & Consultancy, to jointly develop a framework to monitor the socio-economic impact of Aglaia's investments in oncology biotech companies. As Aglaia and Sinzer both share the vision that measuring and acting on impact should become a cornerstone of the life sciences industry, it was decided to make the **Life Sciences Impact Suite** available to all stakeholders in the field.

## Vision for the Life Sciences Industry

Improving disease prevention and treatment and maximizing patients' quality of life are the primary drives of the Life Sciences industry. However, discussions on drug pricing and company profits have led to a public perception of the Life Sciences industry being profit-centered rather than patient-centric, despite stellar achievements impacting disease outcomes and patients' wellbeing.

**Aglaia's opinion: the Life Sciences community should work towards a more patient-centric company culture and aim to balance high socio-economic impact with financially sustainable models.**



## What is the Life Sciences Impact Suite?

The Life Sciences Impact Suite is an indicator framework available in the Sinzer tool enabling measurement of the socio-economic impact of Life Sciences investments. It contains 50 impact indicators in 4 different themes: Science and Innovation, Clinical, Socio-Economical, and Financial. Since 2016, Aglaia has collected data on these indicators and tested them on relevance and feasibility. Data on individual impact indicators of the Fund's portfolios companies are collected in the online Sinzer tool via annual surveys. The collected data are then reviewed by the Fund for reporting purposes. This process is summarized in the figure above.

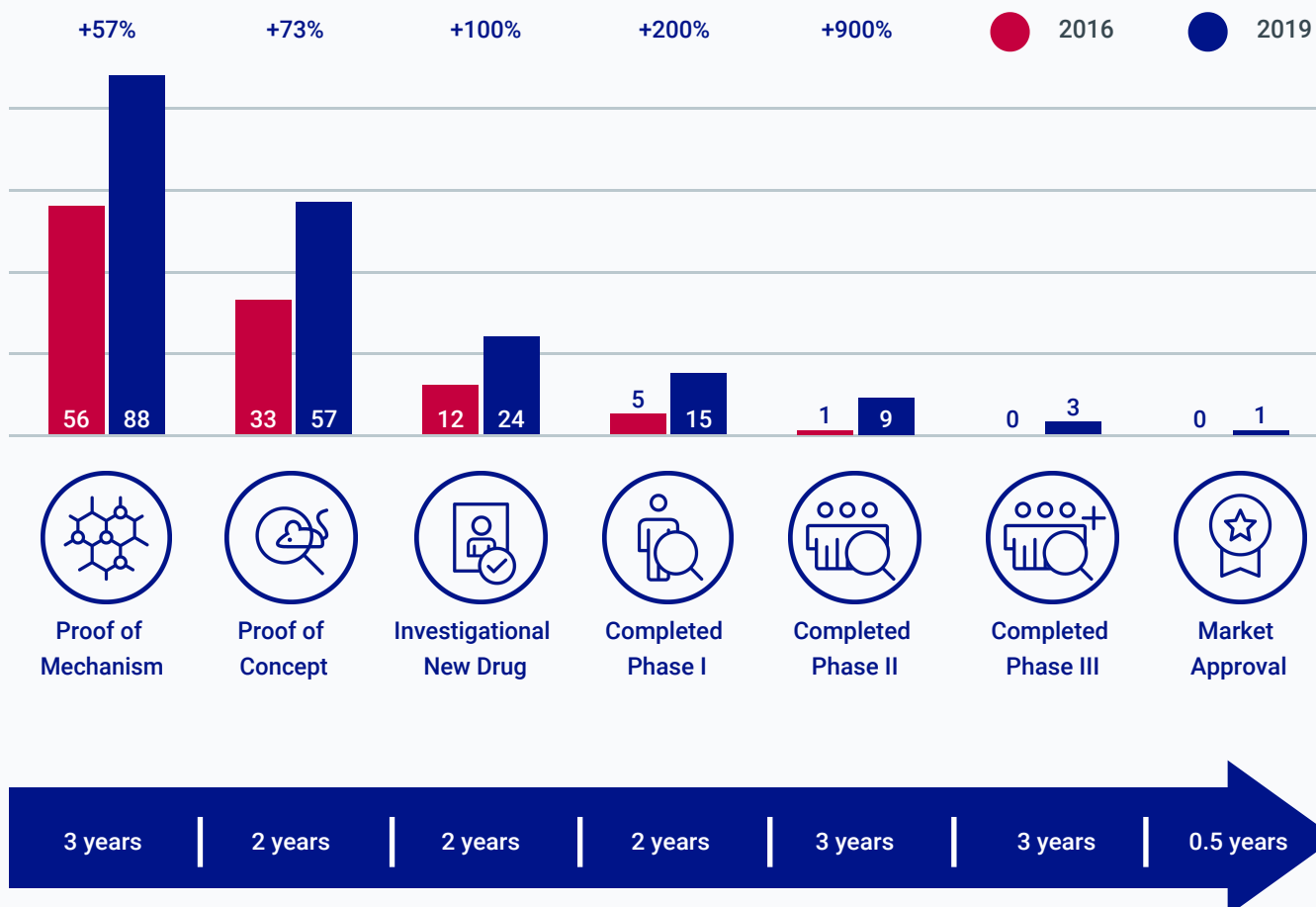
See the Life Sciences Impact Suite unique features on the last page!

Examples of impact data of a fictional investment fund, Fund X, are presented on the following pages.



## Drug Development Process

Fund X drug candidates are at different stages in the drug development process. The impact data for Fund X between 2016 and 2019 are presented below. It shows a shift of drug candidates moving from the left (entry of new drugs in an early stage) to the right (more advanced drugs tested in humans).



## Legend



### Proof of Mechanism

Proof that a candidate medicine has an effect on a diseased cell



### Proof of Concept

Proof that a candidate medicine has an effect in an animal disease model



### Investigational New Drug Application

Authorities have approved testing of the candidate medicine in humans



### Completed Phase I

Clinical trial in 20-50 patients to find a safe and optimal dosage of the candidate medicine



### Completed Phase II

Clinical trial in 50-300 patients to determine whether the drug could have a beneficial effect



### Completed Phase III

Clinical trial in 300-2000 patients to confirm the observed therapeutic activity in Phase II and to compare it to the current standard of care treatment for the disease

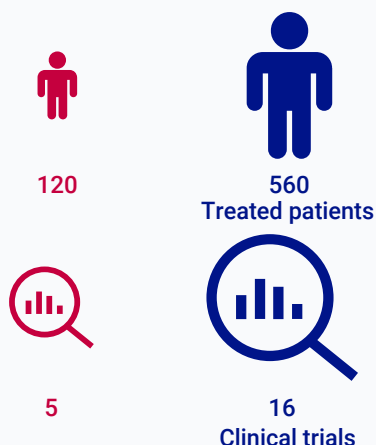
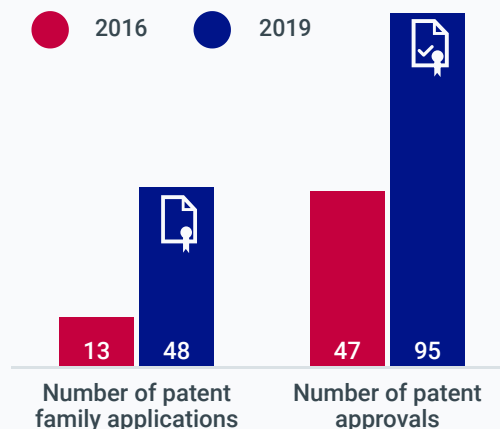


### Market approval

The candidate medicine is approved by the authorities for treatment of the disease

## Patent Filings

Drug development usually leads to a solid foundation of patents and scientific publications. The number of patent applications is a clear indicator of innovation. Since the start of Fund X, the number of patent approvals has doubled and the number of patent family applications almost tripled.

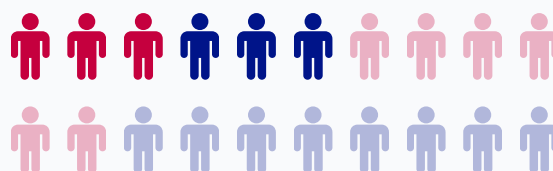


## Treated Patients

Between 2016 and 2019, the combined number of clinical trials of all portfolio companies of Fund X increased from 5 to 16. In the same period, the number of patients with access to new experimental cancer therapies - as a result of the investments made by Fund X - increased from 120 to 560.

## Clinical Responses

With Fund X support, one of the portfolio companies developed an anticancer drug targeting metastatic prostate cancer. During clinical trials with this novel experimental drug, 100 patients received treatment. Treatment resulted in 12 patients with a complete response and 13 with a partial response. Furthermore, 30 patients achieved a stable disease condition. In the remainder of the group, the disease progressed.



13% Complete response

12% Partial response

30% Stable disease

35% Progressive disease



## Socio-Economic Impact

One of Fund X portfolio companies is developing an improved version of one of the most commonly used anticancer drugs. This improved drug can be taken at home by the patient instead of being administered in the hospital, leads to a better quality of life (QoL), and reduces the treatment costs by more than 60%. On a worldwide scale this could lead to an annual healthcare cost reduction of >150 million euro.

Treatment cost per patient

**€ 7,500**

Current drug

**€ 3,000**

Improved drug

Quality of Life

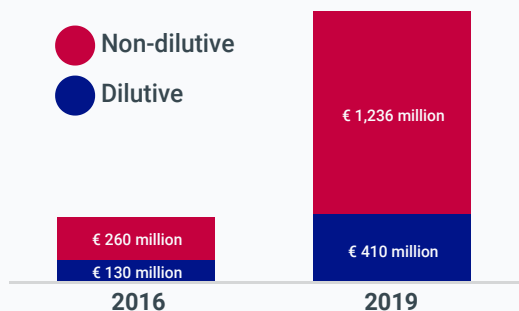


**€1,646 million**

Total capital raised

Capital growth 2016-2019

**322%**



## Financial Input

Fund X started in 2016 with 130 million euro available for investments in its portfolio companies. In four years, the total capital raised by the fund and its portfolio companies increased to 550 million euro – an impressive 322% increase. Of this total capital, a third was dilutive funding, two-thirds non-dilutive. The dilutive versus non-dilutive money ratio changed strongly: from 1:2 in 2016 to 1:3 in 2019.

## Unique features of the Life Sciences Impact Suite



Customization of impact measurements with relevant additional indicators



Aggregation of impact data of projects, companies or entire fund portfolios



Automated impact data import via surveys distributed to executives



Tool for project planning & management based on impact performance



Visualization of data in clear dashboards and reports



Readily access to data to discuss with stakeholders in the life sciences industry



Insight in the impact performance of projects, companies and the complete fund



Data collection appropriate for preparation of an Annual Impact Report



**Questions? Contact:**

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