## SWK HOLDINGS

Collaborative Approach to Life Science Financing

## **Shareholder Presentation** November 9, 2023

50

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#### Custom financing solutions for commercial-stage healthcare companies and royalty owners

#### Underserved, High-Need Market

Demonstrated Success, Attractive Returns

#### Focus on Shareholder Returns

- SWK targets \$5M to \$25M financings, a market niche that is less competitive and generates attractive full-cycle returns
- Business focus is secured financings and royalty monetizations
- Experienced and aligned management and Board with extensive life science network
- As of November 9, 2023, completed financings with 53 parties deploying \$757M of capital
- Targets unlevered, mid-teens gross return on capital with a portfolio effective yield of 14.0% for 3Q23<sup>1</sup>
- 32 exits from inception through September 30, 2023, generating an ~18% IRR and 1.4x MOIC
- Specialty finance segment generated a 10.3% LTM adjusted return on finance segment tangible book value<sup>2</sup>
- Demonstrated shareholder value creation: Share repurchases, NASDAQ uplisting, and Enteris strategic review
- Shareholder value creation strategy:
  - Increase book value per share at a 10% CAGR
  - Serve as partner of choice for small and mid-sized life sciences companies and inventors
  - Generate current income to utilize SWK's substantial NOL asset, \$124.5M as of December 31, 2022

1) Effective yield is the rate at which income is expected to be recognized pursuant to the Company's revenue recognition policies, if all payments are received pursuant to the terms of the finance receivable; excludes warrants

Numerator is specialty finance division's adjusted non-GAAP net income. Denominator is shareholders equity less the deferred tax asset and Enteris PP&E and net intangibles and goodwill, which adds-back the contingent consideration payable

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SWK operates through two segments: Life Science Specialty Finance and Enteris BioPharma Centered on SWK's core focus on monetizing revenue streams and intellectual property





## Why Life Science Finance?

Tap into underlying demand that is pervasive, growing, and minimally correlated with economic cycles
Healthcare spend is large and increasing, representing 20% of U.S. GDP forecast to grow at a 5% CAGR through 2030<sup>1</sup>
Sector has demonstrated durability as S&P 500 sales declined 9% in 2009, while Healthcare subsector sales grew 10%<sup>2</sup>

Leverage FDA-approved assets that have protected and "portable" value

- Clinical trials and FDA approval requires substantial investment of time and money and limits competition
- Assets are attractive acquisition candidates for strategics, which avoid internal development and approval risk; high gross margins immediately accretive for acquirers with existing sales infrastructure

Invest where competition is limited and risk-adjusted return superior

- Few sources of non-dilutive capital exist for sub-\$25M financings and equity is our primary competition
- Achieve superior risk-reward via better pricing, lower leverage, tighter covenants, and downside protection

) Centers for Medicare & Medicaid Services

2) Bloomberg



## Value Creation Strategy

Deploy balance sheet capital into secured financing portfolio

- SWK has established reputation as a go-to capital provider in our market segment
- Majority of financings structured with warrants or other equity-like upside features to enhance return profile

**Optimize Value at Enteris** 

- Enteris has multiple valuable assets including the Cara license, CDMO operations, and Peptelligence IP
- Late 2022 restructuring reduced operating expenditures
- Budding CDMO business drives potential for revenue growth
- Strategic review ongoing

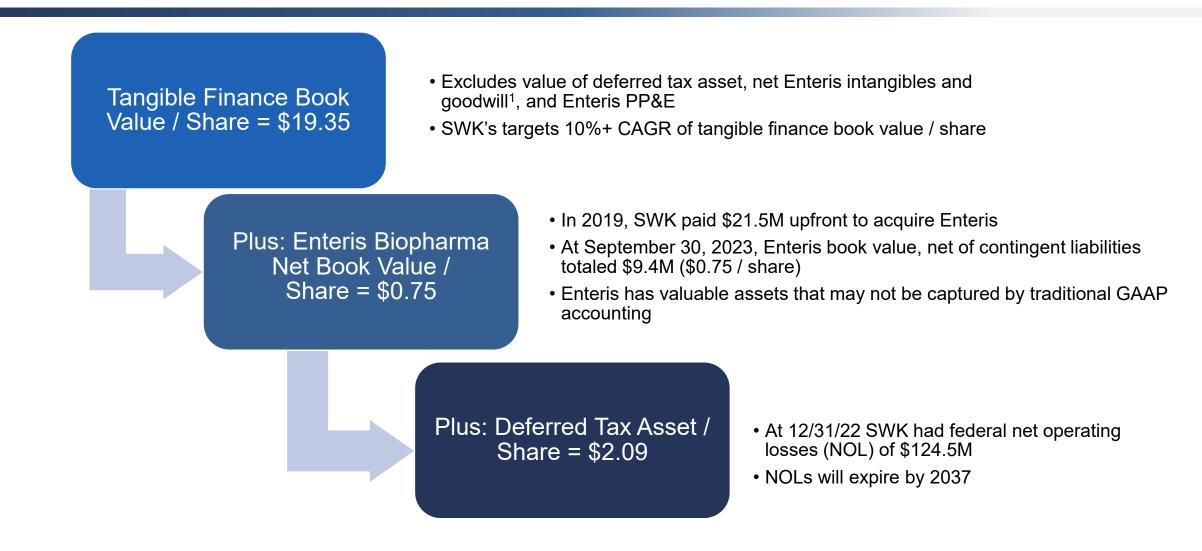
Optimize capital structure to boost ROE

- SWK targets a 10%+ ROE
- SWK carries minimal leverage while similarly sized BDCs often carry 50% to 75% debt/equity leverage
- Opportunistic share repurchases
- Off-balance sheet capital would add to ROE

SWK believes this strategy will continue to achieve a 10%+ book value per share CAGR



## **Book Value Components**



9/30/2023 Total Book Value per Share of \$22.19

1) Intangible assets, net plus goodwill less contingent consideration payable

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## **Corporate Milestones**

#### 2016

- ✓ Team rebuilt and investment process improved
- ✓ Focus on 1LTLs and Royalties only (no 2Ls, equity, high yield)
- ✓ Ended year with \$130.0M investment assets



#### 2019

- ✓ 17th partner exit realized, bringing the weighted avg. IRR on all exits to 20%
- ✓ Acquired Enteris **BioPharma**
- ✓ Ended year with \$178.7M investment assets

## 2021

2020

✓ Uplisted to

Nasdaq and

2000 Index

\$212.5M

✓ Ended year with

added to Russell

investment assets

- ✓ Ended year with \$189.7M
- investment assets
- process
- ✓ Completed
  - Strategic Review

#### 2023

- ✓ Jody Staggs named Chief **Executive Officer**
- Expanded team, adding VP of Underwriting and VP of Originations
- ✓ Announced new \$10M 10b5-1 share repurchase program
- ✓ Closed new credit facility with \$45.0M of committed capital
- ✓ Upsized Credit Facility from \$22.0M to \$35.0M

2022

✓ Ended year with

investment assets

**Board of Directors** 

named President

and Interim CEO

\$237.9M

✓ Reconstituted

✓ Jody Staggs

Heinrichson

named CFO

✓ Yvette

- ✓ Upsized credit facility to \$60M of committed capital
- ✓ Closed public offering of \$33M Senior Unsecured Notes

### 2017

✓ Holmdel sold – 3.5x CoC return

investment assets

- repurchase ✓ Ended year with program in 4Q18 \$154.9M
  - ✓ Ended year with \$169.9M investment assets

✓ Announced share

2018

- ✓ Secured \$20M credit facility with **Cadence Bank** (f/k/a State Bank)

## Third Quarter 2023 Recap

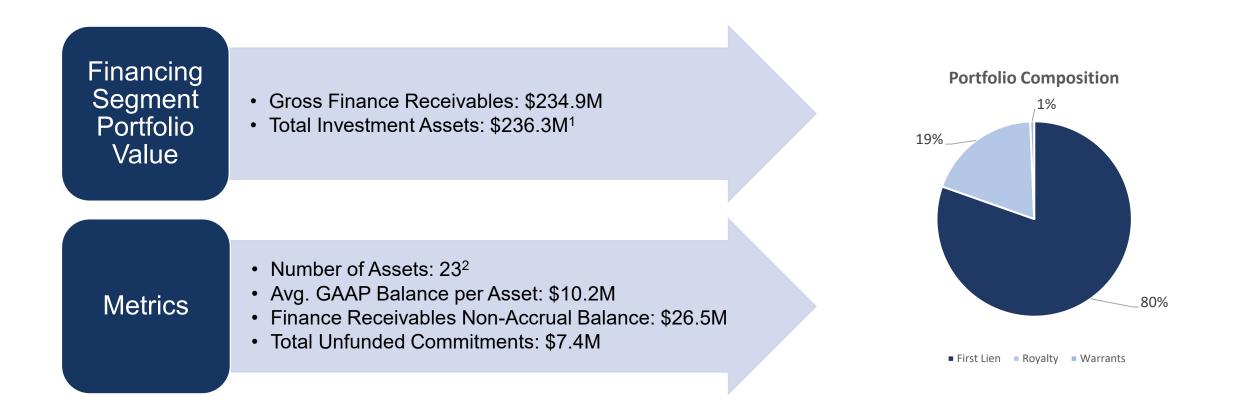
#### CORPORATE UPDATES

- SWK upsized its four-year credit Facility with First Horizon Bank from \$45.0M to \$60.0M, with Woodforest National Bank committing the incremental \$15.0M
- Raised \$33M in Senior Unsecured Notes due 2027
- During the third quarter of 2023, repurchased 60,335 shares of common stock for a total cost of \$963K, or \$15.96 per share
- Year-to-date Enteris has booked \$2.7M of CDMO projects and is bidding on another ~\$5.0M of CDMO projects
- SWK evaluating strategic alternatives for Enteris

#### FINANCE RECEIVABLES UPDATES

- As of September 30, 2023, non-GAAP tangible finance book value per share was \$19.35, a 1.1% increase from September 30, 2022
- As of September 30, 2023, gross finance receivables were \$234.9M, a 10.3% increase from September 30, 2022
- Third quarter of 2023 finance portfolio effective yield was 14.0%, a 30-bps decrease from September 30, 2022
- Third quarter of 2023 finance portfolio realized yield was 14.7%, a 280-bps decrease from September 30, 2022
- For the trailing twelve months ended September 30, 2023, SWK's core finance receivables segment generated a 10.3% adjusted return on tangible book value
- During third quarter of 2023, closed a \$5.0M term loan to a Sponsor-Backed CDMO. After quarter-end, closed a \$20.0M term loan to Shield Therapeutics and a \$6.0M term loan to Nicoya Lifesciences

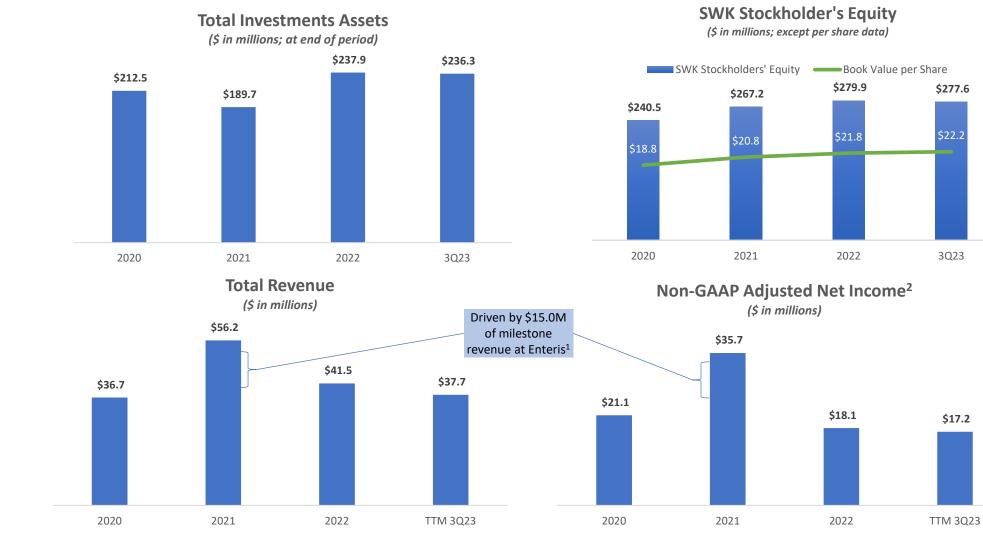




1) Includes public company warrants; private warrants carried at zero value / not valued on balance sheet

2) Includes only those assets with non-zero book value; Does not include two loans totaling \$26M closed after quarter end

## **Financial Snapshot**

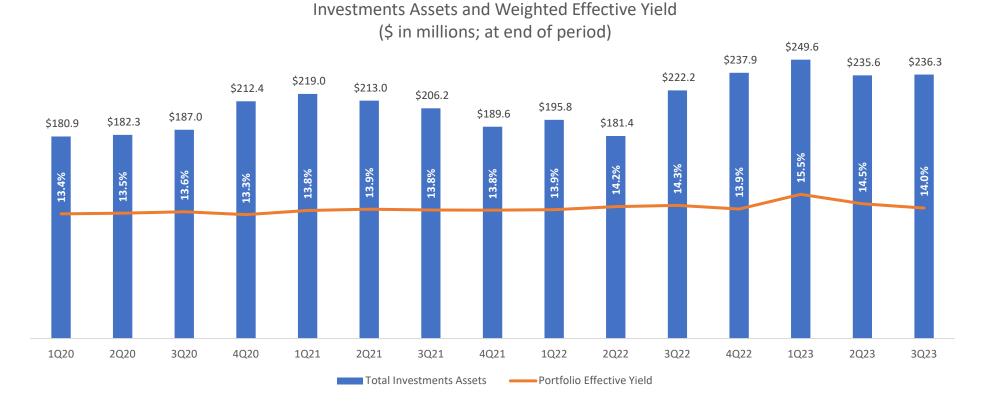


1) 2021 revenue outperformance driven by \$15.0M of milestones received as a result of the licensing agreement between Enteris and Cara Therapeutics

2) Eliminates provision for income taxes, Enteris intangibles amortization, and non-cash mark-to-market changes on warrant assets and equity securities—see reconciliation on page 30. Outperformance in 2021 non-GAAP adjusted Net Income driven by Cara milestone payments

## **Financing Strategy**

#### SWK Targets Low-to-Mid Teens Effective Yields<sup>1</sup> 3Q23 Finance Segment Effective Yield was 14.0%



Floating rate debt portfolio benefits from rising interest rates

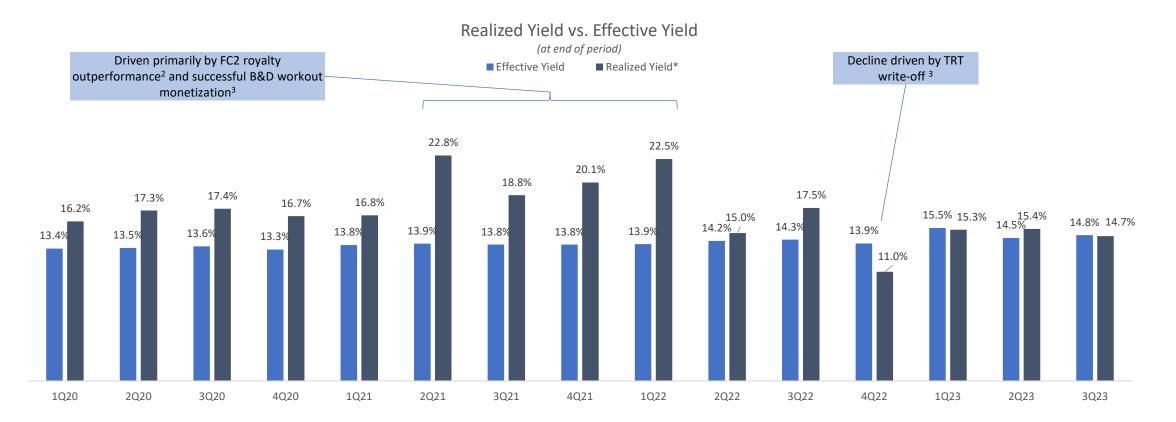
 Effective yield is the rate at which income is expected to be recognized pursuant to the Company's revenue recognition policies, if all payments are received pursuant to the terms of the finance receivable; excludes warrants



## **Financing Strategy**

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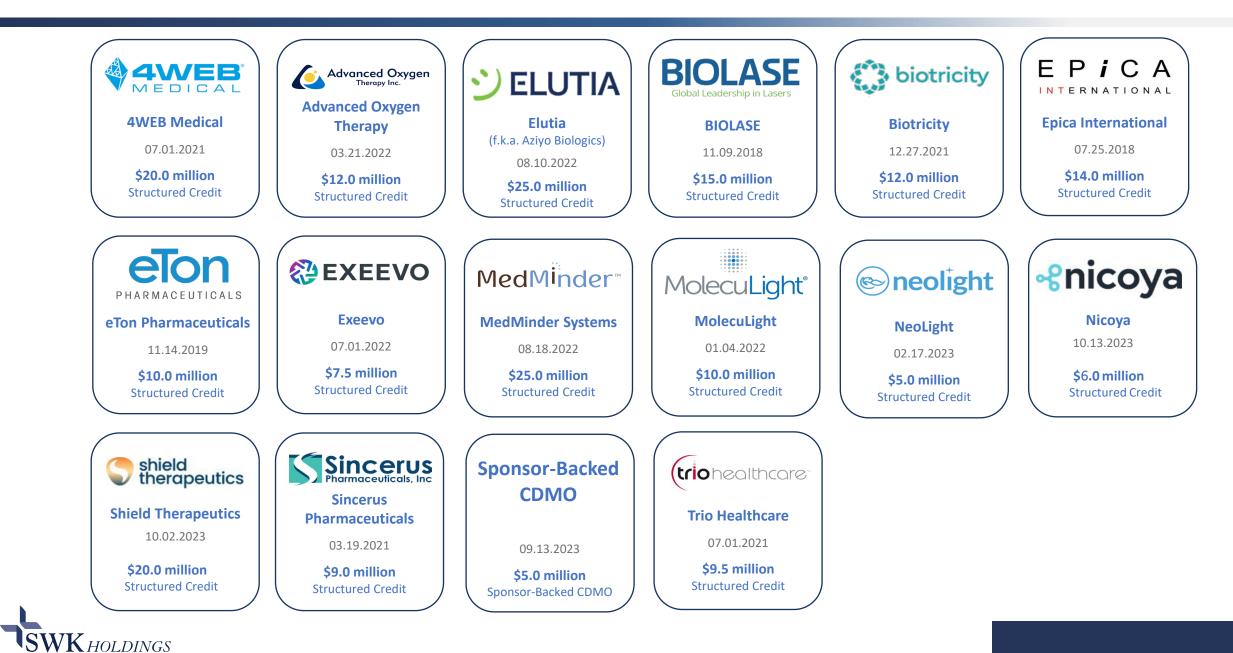
SWK's Portfolio Realized<sup>1</sup> Yield Has Typically Exceeded the Projected Yield as Actual Receipts Exceeded Internal Forecasts



1) Portfolio Realized Yield is inclusive of all fees and is calculated based on the simple average of finance receivables at the beginning and end of period

- 2) Outsized 2Q21 through 4Q21 realized yield driven by FC2 royalty outperformance
- 3) 1Q22 realized yield outperformance driven by \$2.4M gain on sale of non-accrual loan asset, B&D Dental
- 4) 4Q22 realized yield decline driven by \$3.5M write off of TRT investment

## **Current Structured Credit Portfolio**



14





## **Portfolio Realizations**

20.0

6.0

5.0

17.5

8.5

13.5

21.3

20.0

3.5

10.0

11.8

21.1

42.9

10.6

19.3

19.2

25.2

12.5

5.8

6.8

0.6x

3.5x

1.4x

2.4x

1.2x

1.4x

0.9x

1.3x

1.6x

1.2x

48%

63%

20%

84%

19%

26%

34%

21%

32%

(16%)

(37%)

Strategic

PEG

Strategic

Refinance

MOIC Cap

Strategic

Refinance

Strategic

Refinance

Refinance

Strategic

Exit His	tory	/	I	Exited D	eals		Casł	n Depl	oyed	Cash R	etui	rned		ЛОІС			IRR		
10	+ \	rs.		32	Exits	5	\$	390	.4M	\$54	44	.2M		1.4		40x		17.8	8%
	#	Security		Pate Paid Off	Cas Invested		MOIC	IRR	Exited Via	(\$s in MMs)	#	Security	Date	Paid Off	Cash Invested	Received	моіс	IRR	Exited Via
Investments	1	Security Loan			Invested I		MOIC	IRR 28%	Exited Via Strategic	Investments		Security	Invested	Paid Off	Invested			IRR	Exited Via
Investments lautilus			Invested	Paid Off	Invested I	Received					18	Security Loan	Invested Feb-19	Oct-20	Invested 3.7	4.4	1.2x	20%	Exited Via Strategic
\$s in MMs) Investments Nautilus Parnell I Response		Loan	Invested Dec-12	Paid Off Dec-13	Invested F \$ 22.5	<b>Received</b> \$ 28.6	1.3x	28%	Strategic	Investments			Invested		Invested			20% 16%	Strategic Strategic
Investments lautilus varnell I esponse	1 2	Loan Loan	Invested Dec-12 Jan-14	Paid Off Dec-13 Jun-14	Invested         F           \$         22.5           25.0	Received \$ 28.6 27.2	1.3x 1.1x	28% 22%	Strategic Refinance	Investments Aimmune	18	Loan	Invested Feb-19	Oct-20	Invested 3.7	4.4	1.2x	20%	Strategic Strategic Refinance
Investments lautilus arnell I esponse DI	1 2 3	Loan Loan Loan	Invested Dec-12 Jan-14 Jul-14	Paid Off Dec-13 Jun-14 Oct-15	Invested         F           \$         22.5           25.0           12.3	Received           \$ 28.6           27.2           5.8	1.3x 1.1x 0.5x	28% 22% (47%)	Strategic Refinance Strategic	Investments Aimmune Tenex	18 19	Loan Loan	Invested Feb-19 Jul-16	Oct-20 Apr-21	Invested 3.7 8.3	4.4 13.1	1.2x 1.6x	20% 16%	Strategic Strategic
Investments Nautilus Parnell I	1 2 3 4	Loan Loan Loan Loan	Invested Dec-12 Jan-14 Jul-14 Oct-14	Paid Off Dec-13 Jun-14 Oct-15 Dec-15	Invested         I           \$         22.5           25.0           12.3           20.0	Received \$ 28.6 27.2 5.8 25.0	1.3x 1.1x 0.5x 1.3x	28% 22% (47%) 23%	Strategic Refinance Strategic Strategic	Investments Aimmune Tenex Harrow	18 19 20	Loan Loan Loan	Invested Feb-19 Jul-16 Jul-17	Oct-20 Apr-21 Apr-21	Invested 3.7 8.3 10.3	4.4 13.1 18.7	1.2x 1.6x 1.8x	20% 16% 20%	Strategic Strategic Refinance

DxTerity

Celonova

B&D Dental

Keystone

Acerus

24

25

26

27

28

Loan

Loan

Loan

Loan

Loan



Nanosphere

Syncardia

Holmdel

Hooper I

OraMetrix

Parnell II

Hooper II

EyePoint

Thermedx

Cheetah

Narcan

8

9

10

11

12

13

14

15

16

17

Multi

Equity

Loan

Royalty

Loan

Loan

Loan

Loan

Loan

Loan

May-15

Dec-13

Dec-12

Apr-15

Dec-16

Dec-16

Nov-16

May-17

Mar-18

May-16

Jan-19

Jun-16

Jun-16

Feb-17

May-17

Feb-18

May-18

Jul-18

Oct-18

Feb-19

May-19

Sep-19

E.

Refinance

Refinance

Refinance

Refinance

Refinance

MOIC Cap

MOIC Cap

Written Off

Sale

Total Realized	32				\$ 390.4 \$	544.2	1.40x	17.8%
Acer	32	Loan	Mar-22	Jun-23	13.4	15.3	1.1x	18%
TRT	31	Royalty	Jun-13	Dec-22	\$ 3.3 \$	1.9	0.6x	(21%)
Trio Royalty	30	Royalty	Oct-20	Jul-22	4.5	6.9	1.5x	32%
Beleodaq	29	Royalty	Jun-18	Jul-22	7.6	13.7	1.8x	26%

Nov-21

Dec-21

Feb-22

Mar-22

Jun-22

9.5

7.5

9.0

8.4

20.0

19.9

10.6

13.3

11.4

33.5

2.1x

1.4x

1.5x

1.4x

1.7x

19%

15%

16%

4%

14%

Apr-15

Jul-17

Oct-18

Dec-13

May-16

## Portfolio Realizations to Strategic Buyers

- 13 realizations to strategic buyers demonstrated a median 28% LTV of SWK's original loan value
- 9 of the 13 businesses were not profitable at time of sale, validating SWK's revenue and IP-based underwriting methodology

\$ in mm									
Target	Buyer	Close Date	Transaction TEV	SWK Attachment Point <sup>1</sup>	SWK Attach / Transaction EV	VI Sales	EV / LTM Sales	Target Profitable Sale?	Notes
Nautilus	Depomed	Dec-13	\$ 48.7	\$ 22.5	46%	\$ 15.4	3.2x	N	Key asset was Cambia
Response Genetics	<b>Cancer Genetics</b>	Oct-15	5.8	12.3	212%	\$ 16.7	0.3x	Ν	
PDI	Publicis	Dec-15	33.0	20.0	61%	\$ 129.3	0.3x	Y	CSO Division Only; Transaction EV assumes 50% near-term earn-outs achieved
Tribute	Aralez	Feb-16	147.6	13.8	9%	\$ 26.5	5.6x	N	
Galil	BTG plc	May-16	84.4	12.5	15%	\$ 22.7	3.7x	Ν	Transaction EV excludes \$26mm of milestones
Nanosphere	Luminex	Jun-16	77.0	25.0	32%	\$ 23.1	3.3x	Ν	
Holmdel	ANI Pharma	Feb-17	30.5	6.0	28%	\$ 11.1	2.7x	Y	Key asset was InnoPran XL
Orametrix	Dentsply Sirona	May-18	90.0	8.5	9%	\$ 20.0	4.5x	Y	Transaction EV excludes up to \$60mm in earn-outs
Hooper II	Quest	Oct-18	27.8	21.3	77%	\$ 61.3	0.5x	Ν	Loan value includes non-SWK revolver (\$8mm); Workout fees totaled \$4mm
Cheetah Medical	Baxter	Oct-19	190.0	20.0	11%	\$ 22.2	8.6x	N	Transaction EV excludes up to \$40mm in earn-outs
Aimmune	Nestle	Oct-20	2,139.0	131.5	6%	n.a.	n.a.	Ν	SWK partnered with KKR on the transaction as a 4.5% participant
Tenex	Trice	Apr-21	25.0	8.3	33%	\$ 12.3	2.0x	Y	Excludes earn-outs
Misonix	Bioventus	Oct-21	\$ 518.0	\$ 27.6	5%	\$ 74.0	7.0x	N	
Weighted Average <sup>2</sup>			\$ 178.6		28.3%		3.4x		

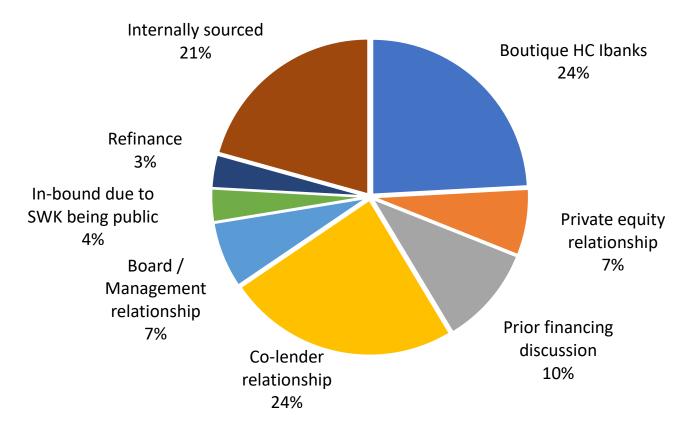
1) Attachment point measured as face value of loan and inclusive of all subsequent add-ons and any pari or senior debt outstanding at exit

2) Averages weighted to SWK attachment point or cash invested basis



## Sourcing

- SWK has a well-developed and diversified sourcing network
- SWK balances proprietary opportunities with deal flow from trusted, boutique investment banks and brokers
- SWK typically faces limited competition due to proprietary sourcing network and focus on sub-\$25M financings
- From 2017-2022, SWK submitted terms on 135 transactions and closed 21% of submitted proposals
- Deals completed from 2017-2022 were sourced from a variety of relationships





## Financing Structures

Structured Debt	<ul> <li>Primarily first lien, senior secured, floating rate loans</li> <li>Typically include covenants, prepayment penalties, origination and exit fees, and warrant coverage</li> <li>Provide working capital to support product commercialization and M&amp;A</li> </ul>
Royalties	<ul> <li>Companies: fund pipeline development &amp; leverage a lower cost of capital for higher ROI projects</li> <li>Institutions: capital planning for operating budgets, funding R&amp;D initiatives, &amp; financial asset diversification</li> <li>Inventors: financial asset diversification, fund start-up company</li> </ul>
Synthetic Royalty	<ul> <li>Marketer creates a 'royalty' by selling an interest in a future revenue stream earned with a single product or basket of products in exchange for an upfront payment and potential future payments</li> <li>Ability to structure tiered revenues, reverse tiers, minimum payments, caps, step-downs and buyout options, similar to a license agreement between innovator and marketer</li> </ul>
Hybrid Financing	<ul> <li>Combination of royalty and revenue-based financings</li> <li>Can take on many forms, including structured debt and equity investments</li> </ul>
Product Acquisition	<ul> <li>Target legacy products with established revenue trends, minimal marketing and infrastructure requirements</li> <li>Leverage successful Homdel structure</li> </ul>



#### Asset base and nimble structure position SWK to serve the sub-\$25M financing market

- Smaller companies often don't have financial profile to qualify for traditional financing sources
- Companies in this niche often have few options outside of a dilutive equity raise
- The IPO market is largely closed to companies of this size requiring expensive and difficult private equity sourcing
- Many alternative financing sources have grown too large to care about smaller companies
- Some historical financing sources have been acquired by regulated financial institutions that due to regulatory constraints cannot lend to unprofitable companies and prohibit SWK-style transactions
- Venture lenders often require principal payback over a shorter period than SWK's structures, often stressing borrowers by sapping valuable working capital from their businesses during periods of high growth, when they need the capital the most

Structures financings to preserve liquidity and match a growing company's revenue profile

Provides its borrowers with access to its network of capital markets resources and operators

Through RIA arm and industry relationships, SWK can access additional capital to finance larger opportunities



## Historical Financing: Narcan Royalty

Narcan is the only FDA approved, intranasal Naloxone product for the treatment of opioid overdose Narcan is appropriately priced with revenue growth from expanded distribution, not price hikes

#### **OPPORTUNITY**

- Opiant is a publicly-traded drug development company that receives a royalty on Narcan for developing the drug's unique formulation
  - Novel formulation has a faster time to onset and more convenient and safer administration
- Opiant needed capital to pursue development programs
- At time of monetization, Opiant was a thinly traded OTC stock and management believed the share price did not reflect underlying asset value, thus a share offering was not an attractive option

#### SOLUTION

- SWK structured a capped royalty that was smaller than competing proposals, and allowed Opiant to retain tail economics
- In December 2016, SWK funded \$13.8M in exchange for a royalty that was capped at a 1.5x Cash-on-Cash (Coc) return
  - On August 8, 2017, upon achieving \$25.0M in cumulative sales during two consecutive quarters, SWK funded additional \$3.8M with a 1.5x CoC return cap
- Narcan sales exceeded forecasts; CoC return cap achieved in February 2018
- December 2022 SWK sold remaining economics for \$2.5M; investment generated a 2.4x CoC return



Galil is a privately-held medical device company that delivers innovative cryotherapy solutions for tumor ablation

#### OPPORTUNITY

- In 2014, Galil was on the cusp of accelerating revenue growth, but was not yet cash-flow positive and could not tap traditional financing channels
- Galil needed additional capital to run clinical trials and expand its sales force

#### SOLUTION

- In December 2014, SWK provided a \$12.5M senior secured term loan structured to delay principal repayment until growth initiatives matured
- In late 2015, SWK committed to provide additional financing to support Galil's proposed acquisition of a competitor
  - The transaction was not consummated, but SWK's support permitted opportunistic bid
- By early 2016, the growth initiatives were bearing fruit, and in June 2016, Galil was acquired by BTG plc for \$84.0M plus up to \$26.0M in earn-outs
- The SWK facility gave Galil capital to grow the business and garner a higher acquisition price while allowing the equity owners to capture maximum upside
- SWK facility represented 15% LTV of the take-out price
- SWK generated a 1.3x cash-on-cash return and 20% IRR



## Revenue-generating CDMO platform and proven dosing technology with late-stage commercial partnerships

#### **CDMO** Platform

- Generates revenue three ways:
  - Formulation and development work
  - Clinical trial tablet manufacturing
  - Technology licenses consisting of milestones and royalties
- Upgraded high potency manufacturing cGMP operational in 2021

#### Internal 505(b)(2) Pipeline

- Oral leuprolide
  - Indication: Pediatric endocrine disorder
- Pre-clinical nasal psychiatric asset
- SWK does not expect to fund additional clincial work and is seeking to outlicense assets

#### **Drug Delivery Technology**

- Peptelligence and ProPerma allow for oral delivery of drugs that are typically injected, including peptides and BCS class II, III, and IV small molecules
- Extensive intellectual property estate with protection through 2036
- Peptelligence licenses, including Cara Therapeutics, and development work with other large pharmaceutical partners

#### **Company Highlights**

- Privately held company based in Boonton, New Jersey
- Four distinct pieces of value:
  - CDMO operations and PP&E
  - Cara license
  - Peptelligence IP
  - Proprietary 505b2 assets



## Enteris: Cara Therapeutics and Oral KORSUVA™

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Oral KORSUVA	<ul> <li>Formulated with Enteris' Peptelligence technology</li> <li>Currently the subject of three late-stage clinical trials for pruritus: <ul> <li>Phase 3 trial targeting pruritus associated with non-dialysis dependent advanced Chronic Kidney Disease</li> <li>Phase 3 trial as an adjunctive therapy to topical corticosteroids for Atopic Dermatitis patients with moderate-to-severe pruritus</li> <li>Phase 2/3 trial for treatment of moderate-to-severe pruritus in Notalgia paresthetica</li> </ul> </li> </ul>
Licensing Agreement	<ul> <li>Licensing agreement between Enteris and Cara announced in August 2019</li> <li>Non-exclusive, royalty-bearing license for Peptelligence to develop, manufacture and commercialize Oral KORSUVA worldwide, excluding Japan and South Korea</li> <li>Enteris eligible to receive milestone payments and low single-digit royalties</li> </ul>
Milestone Payment	<ul> <li>Enteris has received a total of \$33.0M in upfront and milestones payments from Cara to date of which \$12.4M has been retained by SWK</li> <li>The latest Cara milestone payment of \$5.0M was received in Q3 2022, with SWK retaining \$2.5M</li> <li>SWK eligible to receive additional potential milestone payments subject to the achievement of certain development milestones</li> </ul>

SWK believes Cara's clinical success validates the Peptelligence platform and the breadth and depth of Enteris' comprehensive pharmaceutical capabilities

## Leadership Team



Jody Staggs *President and CEO* 

- Joined in 2015
- Co-founded PBS Capital Management, predecessor to SWK
- Prior to PBS, served as Senior Portfolio Analyst at Highland Capital Management
- Investing experience in multiple asset classes

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Yvette Heinrichson Chief Financial Officer

- Joined in 2016
- Technical GAAP accounting and SEC financial reporting
- Certified Fraud Examiner
- Served as financial statement auditor and tax professional with Deloitte for multiple years



John David ("JD") Tamas Director of Underwriting

- Joined in early 2022
- 15+ years of providing credit and equity capital to lower- and middlemarket companies
- Prior firms include NXT Capital, ORIX, Wachovia
- Healthcare sector coverage began 10+ years ago, passion for healthcare began much earlier



Dr. Paul Shields Enteris subsidiary CEO

- Joined in 2013 and was previously COO
- Held variety of positions at Unigene, including Director of Plant Operations, and VP Manufacturing Operations
- Ph.D. in Biochemistry

25

## Why Invest in SWKH – Attractive Risk Reward Scenario

"Unearthed Diamond"		SWK story is not widely known, having uplisted to Nasdaq without benefit of traditional IPO Analyst coverage and proactive investor relations effort have helped to increase SWK's visibility With a Book Value per share of \$22.19 and a stock price of \$16.38 as of November 8, 2023, shares are trading at a 26% discount to book value
Lower Risk Bio-Basket		Diverse, non correlated range of life science products with limited downside risk As of November 9, 2023, the portfolio consists of 25 loans and royalties as well as warrant and equity stakes across a range of healthcare sub-sectors 3Q23 portfolio effective yield was 14.0%; realized yield has consistently exceeded effective (modeled) yield
Stable Earnings Longer- Term Upside Potential	: :	Potential upside to base-line effective yield from royalties, early-loan payoffs, and warrants Private warrants carried at zero on the balance sheet Potential upside to Enteris GAAP value via ramping CDMO business and Peptelligence licenses
Strong Management/ Proven Processes	:	Management has extensive expertise in life science finance Disciplined process to source and diligence opportunities with focus on minimizing risk and maximizing returns
Minimally Levered Balance Sheet and Buyback	:	Minimally levered balance sheet is latent source of earnings growth During the third quarter of 2023, repurchased 60,335 shares of common stock for a total cost of \$963K, or \$15.96 per share. Year-to-date, SWK has repurchased 367,820 shares for \$6.2M, or \$16.83 per share



## **Balance Sheet**

\$ in 000s		Sep-23		Dec-22		Dec-21		Dec-20
ASSETS								
Cash and cash equivalents	\$	31,034	\$	6,156	\$	42,863	\$	3,008
Interest and accounts receivable,net		4,411		3,094		1,803		1,911
Marketable investments		-		-		1,034		1,210
Other current assets		1,756		1,114		1,727		542
Total current assets	\$	37,201	\$	10,364	\$	47,427	\$	6,671
Finance receivables, net		223,604	\$	236,555	\$	181,553	\$	204,491
Collateral on foreign currency forward contract		2,750		2,750		-		-
Marketable investments		50		76		119		241
Cost method investment		-		-		3,491		3,491
Deferred tax assets, net		26,090		24,480		20,539		27,491
Warrant assets		1,297		1,220		3,419		2,972
Intangible assets, net		6,913		8,190		9 <i>,</i> 964		13,617
Goodwill		8,404		8,404		8,404		8,404
Property and equipment, net		5,479		5 <i>,</i> 840		5,779		5,211
Other non-current assets		4,057		1,742		1,970		1,312
Total assets	\$	315,845	\$	299,621	\$	282,665	\$	273,901
LIABILITIES AND STOCKHOLDERS' EQUITY								
Current Liabilities:								
Accounts payable and accrued liabilities		2,768	\$	3,902	\$	5,087	\$	3,652
Revolving credit facility		22,000		2,445		. 8		11,758
Total current liabilities	\$	24,768	\$	6,347	\$	5,095	\$	15,410
								16,900
Contingent consideration payable		11 200		11 200		8 5 3 0		
Contingent consideration payable Other non-current liabilities		11,200 2,312		11,200 2,145		8,530 1,804		-
Contingent consideration payable Other non-current liabilities Total Liabilities	\$	11,200 2,312 38,280	\$	11,200 2,145 19,692	\$	8,530 1,804 15,429	\$	1,079
Other non-current liabilities Total Liabilities	\$	2,312	\$	2,145	\$	1,804	\$	-
Other non-current liabilities Total Liabilities Stockholders' equity:	\$	2,312 38,280		2,145 19,692		1,804 15,429		1,079 33,389
Other non-current liabilities Total Liabilities Stockholders' equity: Common stock	\$	2,312 38,280 12	\$ \$	2,145 19,692 12	, \$	1,804 15,429 13	, \$	1,079 33,389 13
Other non-current liabilities Total Liabilities Stockholders' equity: Common stock Additional paid-in capital	Ş	2,312 38,280 12 4,425,198		2,145 19,692 12 4,430,922	; \$ 4	1,804 15,429 13 1,431,719	; \$ 4	1,079 33,389 13 1,430,924
Other non-current liabilities Total Liabilities Stockholders' equity: Common stock	\$	2,312 38,280 12		2,145 19,692 12	\$ (4	1,804 15,429 13	\$ 4 (4	1,079 33,389

- Certain asset and liabilities were classified as "current" in prior years; thus, prior periods may not be directly comparable
- 2) In 1Q23, SWK adopted accounting standard ASC 326 to estimate its current expected credit losses ("CECL"), which resulted in an \$11.8M allowance for credit losses and a \$9.7M reduction, net of applicable deferred tax assets of \$2.5M, to the accumulated deficit. The allowance for credit loss is unallocated to any specific financial instrument and not indicative of a negative view on a specific finance receivable



## Income Statement

\$ in 000s, except per share amounts	LT	M 3Q23	Dec-22		Dec-21		Dec-20
Revenues							
Finance receivable interest income, including fees	\$	36,862	\$ 35,461	\$	39,310	\$	30,800
Pharmaceutical development		640	5 <i>,</i> 485		16,122		5 <i>,</i> 903
Other		165	538		723		9
Total revenues		37 <i>,</i> 667	41,484		56,155		36,712
Costs and expenses:							
Provision for credit losses		3,032	3,491		-		-
Impairment expense		-	-		-		163
Interest expense		819	340		374		455
Pharmaceutical manufacturing, research and		4,613	6,952		7,347		4,268
development							
Change in fair value of acquisition-related contingent		5,170	5,170		(287)		4,400
consideration							
Depreciation and amortization		2,572	2,599		4,061		12,091
General and administrative		10,953	12,964		13,620		10,546
Income from operations		10,508	9,968		31,040		4,789
Other income (expense), net:							
Unrealized net (loss) gain on warrant assets		(951)	417		272		(586)
Equity investment gains (losses)		6	(528)		1,839		(591)
Realized gain (loss) on sale of investments		(151)	(151)		(140)		53
Foreign currency transaction gains (losses)		211	(215)		-		-
Income before income tax (benefit) expense	\$	9,623	\$ 9,491	\$	33,011	\$	3,665
Income tax (benefit) expense		(6,252)	(4,000)		7,082		(1,537)
Net income	\$	15,875	\$ 13,491	\$	25,929	\$	5,202
Net income per share							
Basic	\$	1.27	\$ 1.05	\$	2.03	\$	0.40
Diluted	\$	1.26	\$ 1.05	\$	2.02	\$	0.40
Weighted Average Shares Outstanding							
Basic		12,539	12,835		12,796		12,852
Diluted		12,582	12,880		12,834		12,862
	_			_		_	



## Reconciliation of Non-GAAP Adjusted Net Income

 The following table provides a reconciliation of SWK's reported (GAAP) consolidated net income to SWK's adjusted consolidated net income (Non-GAAP) for the periods denoted in the table. The table eliminates provisions for income taxes, non-cash mark-to-market changes on warrant assets and SWK's warrant, and Enteris amortization:

\$ in 000s	TTM	FYE	FYE	FYE
	Sep-23	Dec-22	Dec-21	Dec-20
Net income	\$ 15,875	\$ 13,49	1 \$ 25,929	\$ 5,202
Add (subtract): income tax expense (benefit)	(6,252)	(4,00	) 7 <i>,</i> 082	(1 <i>,</i> 537)
Add: Enteris amortization expense	1,704	1,77	4 3,489	11,735
Add (subtract): unrealized net loss (gain) on warrant assets	951	(41	5) (272)	586
Add (subtract): unrealized net loss (gain) on equity securities	(6)	52	7 (1,839)	591
Add (subtract): loss (gain) on change in fair value of contingent consideration	5,170	5,17	) (287)	4,400
Add (subtract): foreign currency transaction losses (gains)	(211)	21	5	
Add: non-recurring expense items	 -	1,32	7 1,592	126
Adjusted income before income tax (benefit) expense	\$ 17,231	\$ 18,08	3 \$ 35,694	\$ 21,103
Add (subtract): income tax (benefit) expense	 -	-	-	-
Non-GAAP adjusted net income	\$ 17,231	\$ 18,08	3 \$ 35,694	\$ 21,103



## **Reconciliation of Non-GAAP Specialty Finance Net Income**

• The following table provides a reconciliation of SWK's consolidated adjusted income before provision for income taxes, listed in the table above, to the non-GAAP adjusted net income for the specialty finance business for the periods denoted below. The table eliminates expenses associated with the acquisition of Enteris, and Enteris operating losses.

FINCO	ΤТМ		FYE	FYE	FYE
\$ in 000s	Sep-23	I	Dec-22	Dec-21	Dec-20
Adjusted income before income tax (benefit) expense	\$ 17,231	\$	18,088	\$ 35 <i>,</i> 694	\$ 21,103
Add (subtract): Enteris operating loss (gain), excluding amortization and change in fair value of contingent consideration	7,883		5,380	(4,949)	2,586
Adjusted Finance Receivables segment income before income tax (benefit) expense	\$ 25,114	\$	23,468	\$ 30,745	\$ 23,689
Adjusted income tax (benefit) expense	-		-	-	-
Non-GAAP Finance Receivables segment net income	\$ 25,114	\$	23,468	\$ 30,745	\$ 23,689

 The following tables provide a reconciliation of SWK's book value per share to the non-GAAP adjusted book value per share for the specialty finance business. The table eliminates the net deferred tax asset, and Enteris-related net intangibles, goodwill, and net property, plant and equipment. Diluted shares outstanding are as of period end.

\$ in 000s, except per share amounts	Sep-23
SWK Finance Receivables Segment Book Value, net	
Stockholders' Equity (Book Value)	\$ 277,565
Less: Deferred Tax Assets, net	26,090
Trangible Book Value	\$ 251,475
Less: Enteris Book Value, net	9,442
Finance Receivables Segment Tangible Book Value	\$ 242,033
Book Value per Share	\$ 22.19
Tangible Book Value per Share	\$ 20.10
Finance Receivables Segment Tangible Book Value per Share	\$ 19.35
Shares Outstanding as of September 30, 2023	12,511

\$ in 000s, except per share amounts	Sep-23
Enteris Book Value, net	
Intangible Assets, net	\$ 6,913
Goodwill	8,404
Property and Equipment, net	 5,325
Total Enteris-Related Assets	\$ 20,642
Less: Contingent Consideration Payable	 11,200
Enteris Book Value, net	\$ 9,442
Enteris Book Value, net per Share	\$ 0.75

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# SWK HOLDINGS

Collaborative Approach to Life Science Financing

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50