

## CANDIDATE STATEMENT, BIOGRAPHY, SIGNATORY AND COMPARATIVE INFORMATION FORM

**Full name:** Dr. Helmut M. Schuehsler

**Job title:** CEO & Chairman

**Signatory organisation name:** TVM Capital Healthcare Partners Ltd.

**Signatory organisation seconding your candidacy:** Cartica Management LLC



### CANDIDATE STATEMENT

As someone who has operated in all corners of the world in both established and emerging markets, I feel well placed to share my experiences with UN PRI, especially from the point of view of markets still at a nascent stage of ESG and impact integration. I believe that my track record of successful investing in both emerging and established markets can substantially shape a truly inclusive discussion on responsible investing principles aiming towards sustainable industry behaviour by bridging and aligning the perspectives of market participants globally, while actively promoting the need for ESG integration and impact contribution for our industry.

I bring over 35 years' expertise in healthcare private equity and life sciences venture capital in the EU, the USA, the MENA Region, and in Asia. From overseeing more than 120 investments in the space, I have gained substantial experience in operating globally in financial services and healthcare, spanning a region from San Francisco in the West to Singapore in the East. I am well versed in developing investment propositions that attract global investors and build companies that comply to global ESG standards, with a particular focus on the 'G' and the 'S' in ESG.

Right from the start of our investment activities in the MENA region in 2010, our goal has been to create value and impact with transformational healthcare expansion and growth capital investments. Our ambition does not only focus on strong financial returns but combines a holistic approach to sustainability – this synergy is at the heart of who we are as a firm.

At TVM Capital Healthcare, we embody strong commercial value creation with responsible investing to build impactful, sustainable, resilient, well-governed companies with a focus on delivering excellent healthcare services. While we have extensive networks and relationships all over the world., our investment activity, is focused on emerging markets where we are a highly active promoter of ESG standards, sustainability, inclusion, diversity, and impact creation. As a result, we have been able to elevate the standards in healthcare and financial services wherever we operate to match international benchmarks.

Due to having led and overseen more than 120 transactions, across four continents, I have deep insight to many in-country healthcare industry specifics, as well as differences and commonalities from East to West with regards to societal, economic, and political aspects.

With every investment and working with all the management teams, we focus on impact and innovation, often creating best practice systems locally from scratch and influencing ecosystems to adopt the current global standards in healthcare as well as ESG system implementation, thus creating major impact contribution.

We are proud to be one of the first UN PRI signatories in the MENA Region and as we start our investment activity in Southeast Asia, we are now applying the PRI principles in selected countries such as Indonesia, the Philippines, Vietnam, and Malaysia. Forming strong partnerships with industry leading MNCs, memberships in industry associations and connections with top notch medical institutions have been key drivers of our success.

A seasoned practitioner in public affairs, I was former advisor to the German government and helped pioneer the creation of a biotech industry eco-system in Germany. I served as Chairman of the Professional Standards Committee of the European Private Equity and Venture Capital Association (EVCA, now called Invest Europe) and in 2007 was elected the association's Chairman. On the healthcare innovation side, I served in the Selection Committee for the Technology Pioneers Program, the Steering Committee of the Entrepreneurship and the Successful Growth Research Program of the World Economic Forum, amongst others.

If you considered my nomination as a candidate to represent the interests of the Investment Managers at PRI, I will focus on aligning the sustainability interests of established and emerging markets for an inclusive effort towards positive impact creation in pursuit of the U.N. SDGs.

## BIOGRAPHY

Dr. Helmut M. Schuehler has extensive operating and investment experience across continents, catalyzing healthcare innovation in Europe, the US, MENA, and Southeast Asia, for more than 35 years.

He started his investment management career at Horizonte Venture Management in Austria and joined TVM Capital in Munich in 1990. During this tenure Dr. Schuehler pioneered biotech investing and built TVM Capital into the leading and largest life science investor in Germany, steering the firm to become one of the leading pan-European investors. He expanded into Boston and TVM Capital was for many years among the top ten investors in life sciences on the East Coast.

Starting in 2007, he spearheaded the creation of TVM Capital Healthcare which was domiciled in Dubai in 2009 and expanded to Singapore in late 2018. Dr. Schuehler has been the deal lead on more than 35 direct investments in life science and healthcare companies in Europe, the U.S., the Middle East, and India. In total he has raised more than US\$1bn in committed capital from more than 50 international investors, has overseen more than 120 investments in the health market, and conducted more than 50 IPOs and 30 M&A exit transactions in the portfolio.

### Current Board positions

- Chairman of healthcare growth companies, Bourn Hall International (UAE, fertility and assisted reproduction) and Manzil Health Care Services (UAE, Qatar, KSA, home care and disease management).
- Vice Chairman of Apeiron Biologics, Vienna, a viral disease, and cancer immunotherapy company.

### Previous positions

- Interim CEO and Chairman of ProVita International Medical Center, which was sold to NMC Health plc in mid-2015.
- Chairman and board member of Cambridge Medical and Rehabilitation Center, a leading post-acute care provider in MENA, recently acquired by Amanat Holding in 2021
- Chairman of the European Private Equity and Venture Capital Association (EVCA, now "Invest Europe") in 2007-08, including a tenure of 3 years as chair of the Professional Standards Committee of EVCA.

- Steering Committee of the MENA Private Equity Association 2014-2017
- Board Member of Max-Planck Innovation GmbH for more than 8 years between 2000 and 2010
- Member of the Selection Committee for the Technology Pioneers program, the Steering Committee of the Entrepreneurship and Successful Growth Research Program of the World Economic Forum in 2009-2012.

## SIGNATORY ORGANISATION INFORMATION

TVM Capital Healthcare is an emerging markets-focused healthcare private equity investment firm. The firm invests expansion and growth capital in healthcare companies with a focus on specialized healthcare services, digital health solutions, pharmaceuticals, medical devices, and diagnostics.

Investment and operating partners have strong international track records in healthcare M&A and operations. Headquartered in Singapore and Dubai, with representative offices in Munich and Boston, the firm partners with Middle East and Southeast Asia management teams to build sector champions and selectively backs companies from regions such as Europe or North America with expansion projects into the firm's target geographies.

TVM Capital Healthcare's investment approach combines strong commercial value creation and returns with responsible investing and a comprehensive ESG framework to build impactful, sustainable, and well-governed companies, delivering excellent healthcare services, with continued growth and job creation, in a fair and diverse workplace, with high business ethics.

TVM Capital Healthcare is a UN PRI signatory since 2015 and has been a longstanding member of EMPEA, now GCPA. The Singapore-based entity is a member of the Singaporean Venture Capital Association (SVCA) and a member of the NUS Medicine International Council (NIC) and supports the NUS Yong Loo Lin School of Medicine in its effort to continuously improve educational and research excellence and "inspiring health for all" as the top medical school in Asia. [www.tvmcapitalhealthcare.com](http://www.tvmcapitalhealthcare.com)

## SPECIFIC EXPERTISE

### LEADERSHIP AND GOVERNANCE EXPERIENCE

Dr. Helmut Schuehsler, Chairman and CEO of TVM Capital Healthcare, has dedicated his career to healthcare investing in both established and emerging markets and brings a unique industry vantage point, combining deep science and pharmaceutical investment experience with the day-to-day needs of specialized medical care.

Dr. Helmut Schuehsler began his investment management career at Horizonte Venture Management in Vienna, Austria, and joined TVM Capital in Munich in 1990. During his tenure at TVM Capital (Munich), he established TVM Capital as the leading and largest life science investor in Germany with a pan-European reach. In 1998, Helmut Schuehsler established the dedicated life science team in the Boston office. In 2007, Helmut spearheaded the creation of TVM Capital Healthcare, establishing a presence in Dubai in 2009. In 2010, Helmut and Hoda Abou-Jamra, co-founders of TVM Capital Healthcare, bought out the German-based TVM Capital partners.

Prior to his career in private equity, Dr. Schuehsler was an Assistant Professor at the Institute for Advanced Studies, Vienna, in the field of investment theory and operations research. He earned a PhD from the Vienna University of Economics in the Social and Economic Sciences.

Between 2003-2007, Helmut led the Professional Standards Committee of the Europe Venture Capital Association (EVCA, renamed as Invest Europe) and was later elected as Chairman of EVCA in 2007.

Helmut also held board positions at the technology transfer organizations of the Max Planck Society and the Hermann-von Helmholtz Society in Germany and was for several years a member of various programs at the World Economic Forum.

## GENERAL

### DEMONSTRATED LEADERSHIP WITHIN RESPONSIBLE INVESTMENT, ESG EXPERTISE AND OTHER EXPERIENCE RELEVANT TO THE LONG-TERM SUCCESS OF THE PRI.

TVM Capital Healthcare combines sustainable business fundamentals with social need and responsible behaviour towards communities, the environment, and all stakeholders. Under the leadership of Dr. Helmut Schuehler, the firm invested in five healthcare companies in the MENA region between 2010 and 2020, with the following attributes:

- Closing the gap of unmet healthcare demand in the MENA & SEA regions for post-acute, rehabilitative and assisted reproduction services, and medical devices (manufactured in the region, meeting FDA standards, with a highly competitive price point with growth capital to increase exports from the East to the West).
- Developing the regulatory and reimbursement framework for post-acute, long-term, and rehabilitative services in close cooperation with the healthcare regulators of the UAE, Qatar, and the Kingdom of Saudi Arabia, serving more than 1500 inpatients in total in the last 8 years.
- Enabling patients to remain in their social and cultural environments for high-quality treatments, thereby substantially reducing the need to seek treatment overseas e.g. the U.S., Europe, or Asia
- Providing affordable access to high quality, internationally certified (JCI, CARF, ISO certified) healthcare services to over 20.000 outpatients in the MENA region annually
- Connecting innovative healthcare companies in the East with renown healthcare institutions in the West to ensure best possible health and wellbeing globally: the world is flat.
- Installing comprehensive ESG systems across every active portfolio company and fund structure in the past, with quarterly and annual reporting. This will be replicated in future fund structures.
- Creating 2000 new jobs (including divested entities at exit).
- Proactive advocating for gender parity:
  - TVM Capital Healthcare was cofounded by Dr. Helmut Schuehler and Hoda Abou-Jamra, making it one of the few private equity firms led by a gender balanced team.
  - 50% of the workforce across active portfolio is female (December 30, 2020)
  - 3 out of 4 portfolio company board have female representation (active portfolio as of December 2020)
  - Over 20 nationalities form a truly multinational workforce