# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> Washington, D.C. 20549 

FORM 8-K
CURRENT REPORT
Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934
Date of Report (Date of Earliest Event Reported): April 10, 2018

## PDL BioPharma, Inc.

(Exact name of Company as specified in its charter)
000-19756
(Commission File Number)

## Delaware

94-3023969
(State or Other Jurisdiction of Incorporation)
(I.R.S. Employer Identification No.)

932 Southwood Boulevard<br>Incline Village, Nevada 89451<br>(Address of principal executive offices, with zip code)<br>(775) 832-8500<br>(Company's telephone number, including area code)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the Company under any of the following provisions:
$\square$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
$\square$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company
If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

## Item 7.01 Regulation FD Disclosure.

On April 10, 2018, PDL BioPharma, Inc. (the Company) will make presentations and participate in conferences with investors and analysts in connection with the H.C. Wainwright \& Co. Global Life Sciences Conference in Monte Carlo, Monaco. A copy of the Company’s presentation materials has been posted to the Company's website and is attached hereto as Exhibit 99.1.

## Limitation of Incorporation by Reference

In accordance with General Instruction B.2. of Form 8-K, this information, including the Exhibit, is furnished pursuant to Item 7.01 and shall not be deemed to be "filed" for the purpose of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that section. The information in this Item 7.01 of this Current Report on Form 8-K will not be deemed an admission as to the materiality of any information that is required to be disclosed solely by Regulation FD.

## Item 9.01 Financial Statements and Exhibits.

(d) Exhibits
$\qquad$
99.1

Presentation

## Cautionary Statements

This filing and the presentation include "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we can give no assurance that such expectations will prove to be correct. Important factors that could impair the Company's royalty assets or business are disclosed in the "Risk Factors" contained in the Company's 2017 Annual Report on Form 10-K filed with the Securities and Exchange Commission on March 16, 2018. All forward-looking statements are expressly qualified in their entirety by such factors. We do not undertake any duty to update any forward-looking statement except as required by law.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Company has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

PDL BIOPHARMA, INC.
(Company)

By: /s/ John P. McLaughlin
John P. McLaughlin
Chief Executive Officer


# H.C. Wainwright \& Co. <br> Global Life Sciences Conference 

April 9-10, 2018

## Forward Looking Statements

This presentation contains forward-looking statements, including PDL's expectations with respect to its future royalty revenues, expenses, net income, and cash provided by operating activities. Each of these forward-looking statements involves risks and uncertainties. Actual results may differ materially from those, express or implied, in these forward-looking statements. Factors that may cause differences between current expectations and actual results include, but are not limited to, the following:

The expected rate of growth in royalty-bearing product sales by PDL's existing licensees;

- Our ability to realize the benefits of our investment in Noden Pharma DAC and LENSAR, Inc.;
* The ability of PDL's licensees to receive regulatory approvals to market and launch new royalty-bearing products and whether such products, if launched, will be commercially successful;
- Failure to acquire additional sources of revenues sufficient to continue operations;
- Competitive or market pressures on our licensees, borrowers and royalty counterparties;
* The productivity of acquired income generating assets may not fulfill our revenue forecasts and, if secured by collateral, we may be undersecured and unable to recuperate our capital expenditures in the transaction;
- Changes in any of the assumptions on which PDL's projected revenues are based;
- Changes in foreign currency rates;
- Positive or negative results in PDL's attempt to acquire income generating assets;
- Our ability to utilize our net operating loss carryforwards and certain other tax attributes;
- The outcome of litigation or disputes, including potential product liability; and
- The failure of licensees to comply with existing license agreements, including any failure to pay royalties due.

Other factors that may cause PDL's actual results to differ materially from those expressed or implied in the forward-looking statements in this presentation are discussed in PDL's filings with the SEC, including the "Risk Factors" sections of its annual and quarterly reports filed with the SEC. Copies of PDL's filings with the SEC may be obtained at the "Investor Relations" section of PDL's website at www.pdl.com. PDL expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements contained herein to reflect any change in PDL's expectations with regard thereto or any change in events, conditions or circumstances on which any such statements are based for any reason, except as required by law, even as new information becomes available or other events occur in the future. All forward-looking statements in this presentation are qualified in their entirety by this cautionary statement.

## PDL at a Glance

PDL BioPharma seeks to provide a significant return for its shareholders by acquiring and managing a portfolio of companies, products, royalty agreements and debt facilities in the biotech, pharmaceutical and medical device industries.

## CURRENT EQUITY INVESTMENTS:

- Noden Pharma DAC, an Irish domiciled specialty pharma company.
- PDL currently has 100\% ownership.
- Tekturna ${ }^{\circledR}$ and Tekturna HCT ${ }^{\circledR}$ in US and Rasilez ${ }^{\circledR}$ and Rasilez HCT ${ }^{\circledR}$ in the rest of world. $\square$ LENSAR, a U.S. based leader in next generation femtosecond cataract laser surgery
- Wholly owned subsidiary of PDL as of May 11, 2017.


## CURRENT HEALTHCARE ROYALTY \& DEBT DEALS :

- Completed deals with average annualized internal rate of return of $15.9 \%$ and total cash returned of $\$ 587$ million.
- Current income generating debt deals representing deployed and committed capital of $\$ 20$ million: CareView.
- Current royalty transactions representing deployed and committed capital of \$396 million: Depomed, VB, University of Michigan, Kybella and AceIRx.
${ }^{1}$ Direct Flow Medical is not included because monetization is on-going.


## PDL Future: Focus on Growth Opportunities

Specialty Pharma

- Noden expansion, commercializing products in U.S. and in key markets in the rest of world.
- Use proceeds from completed royalty and debt deals to fund acquisitions.
- Fewer investments in royalty transactions and still fewer debt transactions.
Royalty \& Debt Deals
$\square$ Potential monetization of current portfolio to fund

Diversification via acquisition of additional pharma products and companies with a focus on under commercialized products. acquisitions.

- Completed sale of kaléo asset in 2017.


## Key Information and Facts

| Ticker | PDLI (NASDAQ) |  |
| :--- | :--- | :--- |
| Location | Incline Village, Nevada |  |
| Share Price | $\$ 2.91$ as of 04/02/2018 |  |
| Book Value as of 12/31/2017 | $\$ 5.54$ per share |  |
| Current Deployed on Royalty Investments | $\$ 396$ million |  |
| Current Deployed on Debt Investments | $\$ 20$ million |  |
| Current Deployed on Equity Investments | $\$ 139$ million | \$1 Billion |
| Cash Deployed on Concluded Transactions $\$ 444$ million |  |  |
| Return on Concluded Transactions |  |  |
| NOLs ${ }^{2}$ | $15.9 \%$ |  |
| December 31, 2017 Cash Position | $>\$ 119$ million |  |

[^0]
## Building Value Through Investments

## PDL's book value per share increased to $\$ 5.54$ in the period ending December 31, 2017

PDL's Book Value Per Share


## Experienced Leadership

Management
John McLaughlin
Chief Executive Officer
Dominique Monnet
President
Christopher Stone
VP, General Counsel \& Secretary
Peter Garcia VP \& Chief Financial Officer

Steffen Pietzke
VP, Finance \& Chief Accounting Officer

Nathan Kryszak
Deputy General Counsel \&
Assistant Secretary

## Board of Directors

Paul Edick
David Gryska
Jody Lindell
John McLaughlin
Samuel Saks, M.D.
Paul Sandman
Harold E. Selick, Ph.D.
Lead Director

## PDL

Recent Developments

## PDL Share Repurchase Programs

## Previous Program

- In March 2017, PDL's board authorized the repurchase of PDL common stock having an aggregate value of up to $\$ 30$ million through March 2018.
- Total repurchased under this program over 4 months was approximately 13.3 million shares at an average price of $\$ 2.25$ per share. All shares repurchased were retired as of June 30, 2017.


## - Current Program

- In September 2017, PDL's board authorized the repurchase of PDL common stock having an aggregate value of up to $\$ 25$ million through September 2018.
- We previously were not able to implement this program due to trading restrictions, but began to implement this program on March 21, 2018, shortly after the filing of our 2017 10-K.
- We have repurchased 1.4 million shares through March 31, 2018.


## Termination of Proposal to Acquire Neos

- In late 2017, PDL made public its proposal to acquire all of Neos' shares for $\$ 10.25$ per share.
- On February 20, 2018, PDL announced it was terminating its pursuit of acquiring Neos and does not plan to make any further proposals.
- PDL liquidated its stock position in Neos as of March 31, 2018, and recognized a cash gain of approximately $\$ 765,000$.


## PDL

## NODEN $/$ PHARMA

## Noden Current Product Portfolio




## Current Noden Products

## United States

- Tekturna ${ }^{\circledR}$ - aliskiren is a direct renin inhibitor for the treatment of hypertension that reduces plasma renin by inhibiting the conversion of angiotensinogen to angiotensin I.
- Not for use with ACEls or ARBs in patients with diabetes or renal impairment and pregnant women.
- Approved in U.S. in 2007.
- Tekturna HCT $^{\circledR}$ - combination of aliskiren and hydrochlorothiazide, a thiazide diuretic, for the treatment of hypertension in patients not adequately controlled by monotherapy and as initial therapy in patients likely to need multiple drugs to achieve their blood pressure goals.
- Not for use: (1) with ACEls and ARBs in patients with diabetes or renal impairment; (2) in patients with known anuria or hypersensitivity to sulfonamide derived drugs; and (3) in pregnant women.
- Approved in U.S. in 2009.


## Ex-U.S.

- Rasilez ${ }^{\circledR}$ - trade name for Tekturna outside the U.S.
- Approved in EU in 2007.
- Rasilez ${ }^{\circledR}$ HCT - trade name for Tekturna HCT outside the U.S.
- Approved in EU in 2009.


## Tekturna Market: Hypertension

- Chronic condition with serious long-term cardiovascular implications which affects about $29 \%$ of the U.S. adult population.
- 78 million in U.S. alone.
- Majority of hypertension diagnosis and management occurs in primary care setting (PCP) with rare referrals when there are severe co-morbidities or suspected secondary causes.
$\square$ ACEls (angiotensin converting enzyme inhibitors) and ARBs (angiotensin receptor blockers) are typically first and second line therapies.
- Tekturna is deemed to be an alternative to ACEls and ARBs, especially in ACEI/ARB intolerant patients.
- $\sim 12 \%$ are intolerant of both ACEls and ARBs ${ }_{(2)}=9.3$ million in U.S. alone.


## Tekturna Products Labeling

> For full prescribing information for Tekturna and Tekturna HCT, please visit: www.tekturna.com.

PDL

## Tekturna: Safety Profile

Safety data in more than $\mathbf{6 , 4 6 0}$ patients, including 1,740 treated for longer than 6 months and more than 1,250 treated for longer than 1 year.

- Discontinuation of therapy due to clinical adverse event occurred in $2.2 \%$ of Tekturna treated patients compared to $3.5 \%$ of placebo treated patients.
- Cough: rates of cough in Tekturna treated patients were about one-third to one-half of the rates in ACEIs arms in active-controlled trials.
$\square$ Seizures: single episodes of tonic-clonic seizures with loss of consciousness reported in two Tekturna treated patients.


## Tekturna: Safety Profile

| Placebo-Controlled Trials |  |  |
| :--- | :---: | :---: |
| Adverse Event | Tekturna (\%) | Placebo (\%) |
| Edema | 0.4 | 0.5 |
| Diarrhea | 2.3 | 1.2 |
| Cough | 1.1 | 0.6 |
| Rash | 1.0 | 0.3 |
| Elevated Uric Acid | 0.4 | 0.1 |
| Gout | 0.2 | 0.1 |
| Renal Stones | 0.2 | 0.0 |


| Selected AE's in Patients with Type 2 <br> Diabetes and Chronic Kidney Disease, <br> CV Disease, or Both |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| Adverse <br> Event | Tekturna <br> (n=4272) | Placebo <br> (n=4285) |  |  |
| SAEs | AEs | SAEs | AEs |  |
| Renal <br> Impairment | 5.7 | 14.5 | 4.3 | 12.4 |
| Hypotension | 2.3 | 19.9 | 1.9 | 16.3 |
| Hyperkalemia | 1.0 | 38.9 | 0.5 | 28.2 |
| Tekturna is contraindicated for use with ACEls and ARBs <br> in patients with diabetes or renal impairment |  |  |  |  |

## Noden Pharma Entities

## - Noden DAC

- Domiciled in Ireland.
- Expected to be a tax efficient structure.
- Responsible for development and commercialization activities worldwide.
- Responsible for bulk tablet manufacture worldwide and fill-and-finish ex-US.
- Noden USA
- Domiciled in Delaware.
- Responsible for commercialization in US.
- Responsible for fill-and-finish in US.
- PDL
- As of December 31, 2017, 100\% ownership of Noden.
- Noden financials consolidated with PDL financials.


## Product Transition from Novartis

## Commercialization

- US
- Noden USA assumed commercialization responsibilities on October 5, 2016.
- Noden USA fielded a dedicated contract sales force of $\sim 40$ reps and 4 district managers in late February 2017 - the first promotional effort in 4 years. Increased dedicated contract sales force to $\sim 60$ reps and 6 district managers in August 2017.
- Ex-US
- Starting on November 1, 2017, Noden DAC assumed commercialization for Rasilez and Rasilez HCT in Switzerland and in the EU, focusing on countries where the products are profitable.
- In December 2017, Noden entered into an agreement with Lee's Pharmaceutical Holdings Ltd. granting them exclusive sales rights to Rasilez in China, Hong Kong, Macau and Taiwan, with guaranteed payments due to Noden.
- In December 2017, Noden entered into an agreement with Orphan Pacific for the distribution of Rasilez in Japan.


## Manufacturing

- Novartis to supply API while Noden DAC seeks third party manufacturer but no later than November 2020.
- In the EU, Novartis continues to supply tableted and finished product until technical transfer to Noden DAC's newly appointed third party manufacturer is completed.
- Noden USA has already assumed packaging and labeling responsibilities.


## Tekturna \& Tekturna HCT

## Jan. 2017 to Feb. 2018 U.S. Gross Monthly Revenue



## Tekturna \& Tekturna HCT Prescriptions



Source: IMS Xponent weekly data
PDL

## Executing Targeted Patient-Type Strategy



## Noden Team

- Chief Executive Officer
- Alan Markey
- Previously Managing Director of Baxter Healthcare Limited (Ireland), Assistant VP for Enbrel EU.
- Head of Sales and Marketing US
- Michael McCann
- Previously head of US Cardiovascular at Sanofi Genzyme, VP of Global Strategic Marketing for Cardiovascular.
- Head of Manufacturing and Supply
- Liam O'Brien
- Previously Director, Global Technical Operations, Oncology at Novartis.
- Head of Quality
- Loretta Cunningham
- Previously Quality Manager at Alexion.
- Head of Regulatory Affairs and Pharmacovigilance
- Ronan Donelan
- Previously Global Head of Regulatory Science at Quintiles with over 30 years of experience.


## Novartis/Tekturna Deal

## - Total Tekturna Potential Purchase Price

- Up to \$334 million.
- Closing Payments
- $\$ 110$ million paid to Novartis in July 2016.
- First Anniversary
- \$89 million paid to Novartis in July 2017.
- Milestones
- Up to $\$ 95$ million based on sales levels and generic competition.


## - Financing

- Combination of equity and debt financing.
- In connection with first anniversary payment, PDL made an additional equity investment of \$32 million in June 2017.
- Also provided an intercompany loan to Noden.


## Tekturna Intellectual Property

## Tekturna is protected by multiple patents covering composition of matter, pharmaceutical formulation and methods of manufacture.

## - United States

- Composition of matter protection to 2018 for Tekturna; listed in the Orange Book; possible extension for 6 months with successful completion of pediatric testing requirements.
- Composition of matter protection until 2022 for Tekturna HCT.
- Formulation protection until 2026 for Tekturna; listed in the Orange Book.
- Formulation protection until 2028 for Tekturna HCT; listed in the Orange Book.
- Methods of manufacture protection until at least 2021.
- Paragraph IV filing in April 2017 by Anchen regarding Tekturna directed to the formulation patent expiring in 2026, but not to the API based patents which expire in January 2019 (Tekturna, with pediatric extension) and March 2022 (Tekturna HCT).
- Noden has filed its responsive suit against Anchen and Par within the statutory deadline of 45 days and may obtain a stay of approval for up to 30 months.
- Europe and ROW
- Composition of matter protection until 2020 in Europe.
- Formulation protection until 2025 for Tekturna and 2027 for Tekturna HCT, where granted.
- Method of manufacture protection at least until 2021 where granted.


## - Know-How

- Noden also acquired Novartis' know-how related to Tekturna, including that which is necessary for the manufacture of the products.

PDL

LENSAR

- LENSAR, Inc. is a leading global developer and manufacturer of Femtosecond Cataract Lasers (FLS) in the growing cataract surgery market.
a Cataract surgery is the highest volume surgical procedure globally.
- Market penetration of FLS approx. 7\% of total procedures in U.S. while < 2\% OUS.
- FLS expected to grow approximately $15 \%$ in procedures annually through 2021.
- LENSAR's proprietary Laser System leads the market in innovation with Streamline III.
- LENSAR has captured approximately 10\% of the global procedures.
- Over $\$ 170$ million invested in development and commercial launch.
- 58 employees primarily in LENSAR's Orlando, FL headquarters.
- Recently added well-known and respected ophthalmic industry leaders, William Link, Ph.D., and Richard Lindstrom, M.D. to the board of directors.



## LENSAR Highlights

## Large and

 Growing Market- Cataract surgery is the highest volume surgical procedure performed worldwide with over 24.9 million surgeries estimated to be performed in 2016.
- Integration of preoperative diagnostics into the cataract refractive suite driving the potential growth of procedures by delivering better patient outcomes.
- Existing treatments provide sub-optimal solution for astigmatism which affect 60-70\% of patients with preexisting conditions and $100 \%$ of cataract surgery patients.

Leading
Technology
Platform

- Widely recognized as the technology innovator with $>\$ 170 \mathrm{Mm}$ invested.
- Broad and deep intellectual property portfolio with over 35 U.S. patents and over 60 pending
- Augmented reality system provides unique 3D image guided custom treatments.
- Recurring revenue business model with global KOL support.

Compelling Business Model

Positioned For Growth

- Provides strong value proposition for customers as only true independent platform compatible with all ultrasound/IOL manufacturers.
- Approximately 170 systems in place with approximately 90,000 cataract procedures performed to date.
- LENSAR has approximately $10 \%$ of the global market of procedures performed with limited financial sales and marketing resources.
- Positioned for large international markets: India launched Q115; China launched Q116; Growth opportunity in Europe by replacing early distribution partner.
- Recently announced acquisition of Precision Eye Services for mobile services.


## PDL

## Investments Overview

## 16 Royalty \& Debt Investments

## 9 Current Deals

| Rovalty Transaction/ |
| :---: |
| $\frac{\text { Senior Secured }}{\text { Financing }}$ |
| Wellstat Diagnostics, LIC |
| S |
| S44,000,000 <br> November 2012 |


| Rovalty Acquisition | Senior Secured Financing |
| :---: | :---: |
|  | 㬗 LENSAR |
| $\$ 240,500,000$ <br> October 2013 | $\begin{aligned} & \$ 60,000,000 \\ & \text { October } 2013 \end{aligned}$ |



Written down to \$10 MM in 4Q16

| $\frac{\text { Senior Secured }}{\text { Financing }}$ | Rovalty Acquisition | Rovalty Acquisition |
| :---: | :---: | :---: |
| CARE VIEW | AcelRX <br> Pharmaceulicals, Inc. | /Ckybella |
| $\begin{aligned} & \$ 40,000,000 \\ & \text { June } 2015 \end{aligned}$ | $\begin{aligned} & \$ 65,000,000 \\ & \text { September } 2015 \end{aligned}$ | $\begin{gathered} \$ 9,500,000 \\ \text { July } 2016 \end{gathered}$ |

## 7 Concluded Deals

| Senior Secured Financing <br> DURATA <br> THERAPEUTICS <br> \$70,000,000 <br> October 2013 | Royalty Transaction Senior Secured Financing AxoGen <br> $\$ 20,800,000$ October 2012 | Senior Secured Financing $\begin{gathered} \text { MERUS LABS } \\ \$ 55,000,000 \\ \text { July } 2012 \end{gathered}$ |
| :---: | :---: | :---: |
| Royalty Transaction/ Senior Secured Financing <br> AVINGER <br> $\$ 40,000,000$ April 2013 | Senior Secured Financing <br> PARADIGM SPINE $\qquad$ <br> \$75,000,000 <br> February 2014 | Royalty Acquisition |

## Royalty Acquisitions－\＄496MM Invested

| Product | Licensee | Counterparty | Royalties Until （1） | Investment | Cash Received to date （2） |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Glumetza |  | －valeant | indefinite |  |  |
| Jomumetren | 楥 ${ }^{\text {cos }}$ Depomed | E－mercken | 6／2018 |  |  |
| Jentadueto XR | 为在 Depomed | (i)liligetheimer Liely | 5／2026 | \＄240．5M | \＄308．5M |
| Inṽokamet XR |  | $\text { janssen } \bar{F}$ | 9／2023 |  |  |
| Synjardy | 整 ${ }^{\text {c }}$ Depomed |  | 12／2026 |  |  |
| iclusig |  | － | Payoff | \＄100．0M | \＄120．0M ${ }^{(3)}$ |
| Cerdelga eliglustat／capsules | $\underline{4}$ | SANOFI Genzime | 4／2022 | \＄65．6M | \＄8．2M |
| ZALVISO＊ |  |  | $\begin{gathered} 1 / 2032 \\ \text { or } 3 \mathrm{X} \text { investment } \end{gathered}$ | \＄65．0M | \＄0．1M |
| $\text { coflex }^{2} \cdot \frac{\pi}{1}$ | VB | Smatamsme | $\begin{aligned} & \text { Until } \\ & \$ 36.7 \mathrm{MM} \end{aligned}$ | \＄15．5M | \＄4．7M |
| ）kybella | Inventor | \％Allergan． | 2／2025 | \＄9．5M | \＄0．3M |

（1）Expected dates based upon current agreements and patent expiry estimates．
（2）As of $12 / 31 / 17$ ．
${ }^{31}$（3）Paid off on 03／30／17．

## Concluded Investment Track Record

## Investments of $\$ 444$ million on concluded transactions have yielded cash returns of \$587 million or $15.9 \%$ in annualized returns.

(\$ in Millions)

| Deal | Transaction Date | Transaction Maturity Date | Total Committed |  | Amount <br> Invested |  | Cash Received by PDL |  | 1x Cash <br> Return <br> (Years) | Cash Returr <br> (Money <br> Multiple) | Pre-Taxed IRR \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Merus Labs | Jul-2012 | Sep-2013 | \$ | 55.0 | \$ | 54.6 | \$ | 60.2 | 1.2 | 1.1 | 15.1\% |
| AxoGen ${ }^{1}$ | Oct-2012 | Nov-2014 |  | 20.8 |  | 26.4 |  | 40.0 | 2.2 | 1.5 | 24.0\% |
| Durata | Oct-2013 | Nov-2014 |  | 70.0 |  | 40.0 |  | 46.4 | 1.0 | 1.2 | 20.5\% |
| Avinger ${ }^{2}$ | Apr-2013 | Sep-2015 |  | 20.0 |  | 19.9 |  | 29.8 | 2.4 | 1.5 | 19.3\% |
| Paradigm Spine | Feb-2014 | Aug-2016 |  | 75.0 |  | 53.4 |  | 72.6 | 2.5 | 1.4 | 15.5\% |
| ARIAD | Jul-2015 | Mar-2017 |  | 140.0 |  | 100.0 |  | 120.0 | 1.7 | 1.2 | 17.5\% |
| kaléo | Apr-2014 | Sep-2017 |  | 150.0 |  | 150.0 |  | 217.8 | 3.5 | 1.5 | 13.8\% |
| Total ${ }^{3}$ |  |  | \$ | 530.8 | \$ | 444.3 | \$ | 586.8 | 2.2 | 1.3 | 15.9\% |

1) Total includes equity transactions
2) Total includes actual/forecasted cash flows from royalty portion of transaction.
3) Total excludes Direct Flow Medical which is being monetized.

Financials

## Fourth Quarter 2017 Financials



## Strong Balance Sheet

## Our strong balance sheet give us flexibility to consider strategic opportunities that support our acquisition strategy and share repurchase program

| (\$ in millions) | December 31, 2017 |
| :--- | ---: |
| Cash, cash equivalents and short-term investments | \$532 |
| Total Assets | $\mathbf{\$ 1 , 2 4 3}$ |
| Debt: |  |
| $4.00 \%$ Convertible Debt- due $2 / 2018(\$ 9.17$ conversion $p / s)$ | $126^{1}$ |
| $2.75 \%$ Convertible Debt - due $12 / 2021(\$ 3.81 \text { conversion } p / s)^{2}$ | 150 |
| Total Debt (principal outstanding) | $\$ 276$ |

The 4.00\% Convertible Debt of \$126MM was paid off on February 1, 2018

1) Does not reflect the $\$ 126 \mathrm{MM}$ cash payment made in February 2018 to pay off convertible debt.
2) PDL entered into a capped call transaction to offset potential dilution subject to a cap of $\$ 4.88$.

## Valuing the Balance Sheet



|  | Balance |  |  |
| :---: | :---: | :---: | :---: |
|  | @ 12/31/17 |  |  |
| Selected Component | \$ millions |  | Share |
| Cash | \$ 532.1 | \$ | 3.49 |
| Debt | \$ (276.4) |  |  |
| Net Cash | \$ 255.7 | \$ | 1.68 |
| Royaly Rights | \$ 349.2 | \$ | 2.29 |
| Noden \& Lensar Book Value | \$ 215.8 | \$ |  |
| Notes Receivable | \$ 70.7 |  |  |
| Total Investments | \$ 635.8 | \$ |  |
| Total Balance Sheet Value | \$ 891.5 | \$ |  |
| Shares $0 / \mathrm{S}$ in millions |  |  |  |

## PDL'

Conclusion

## Investment Highlights and Priorities

## HIGHLIGHTS

```
Tekturna and Rasilez are important products for treatment of hypertension with a differentiated mechanism of action and potential upside in revenues if promoted appropriately.
Noden investment was immediately cash flow accretive to PDL.
We have a team with demonstrated ability to identify assets and conclude transactions and to commercialize products successfully.
Nine active royalty and debt deals generating cash returns.
Strong balance sheet with a net book value of \(\$ 5.54\) per share and with over \(\$ 530\) million cash on hand at year end 2017.
```


## 2018 PRIORITIES

Execute on the commercialization of Noden products.
Acquire additional pharmaceutical products and/or companies.
Optimize LENSAR operations, develop plan to expand utilization and take advantage of tax efficiencies.
Continue diverse capital allocation, which includes acquiring products, companies, royalties, share and convertible debt repurchases.
Close the gap between share price and book value per share.


[^0]:    1. Does not include Direct Flow Medical because monetization is ongoing.
    2. Estimated Net Operating losses from LENSAR.
