

Insmmed Case Study

VENTURE DEBT FINANCING SETS THE STAGE FOR INSMED TO SEIZE STRATEGIC OPPORTUNITY

Hercules Capital first began working with Insmmed, a global biopharmaceutical company focused on the unmet needs of patients with rare diseases, in June of 2012.

Over the course of the next four years, Hercules Capital provided the company with flexible financing solutions as Insmmed progressed through the FDA approval process. During this time, Hercules' relationship with the company deepened as it experienced the uncertainties and ups and downs that are an intrinsic part of bringing life-saving drugs to market.

Hercules' understanding and decades of experience working with companies in the life sciences sector meant they were able to recognize the elements – an experienced management team, a solid product and a well-managed balance sheet – that make up a company positioned to realize its full potential.

In 2016, while still in the midst of clinical trials, Insmmed entered into a licensing agreement with pharmaceutical giant AstraZeneca, driving additional value to the company and positioning it for commercial success. Under the terms of the agreement, Insmmed would pay AstraZeneca an upfront payment of \$30 million. To be able to do so, without diverting capital necessary to complete clinical trials of its own product or dilute Insmmed shareholders' equity, Insmmed closed on a \$55 million debt agreement with Hercules Capital, which refinanced the Company's existing debt and added \$30 million of new debt to fund the upfront payment.

Insmmed's relationship with Hercules Capital and its understanding of how debt can serve as a key financing option to foster growth, with minimal dilution of equity ownership, allowed it to seize this important strategic opportunity.