

Bactiguard[®]

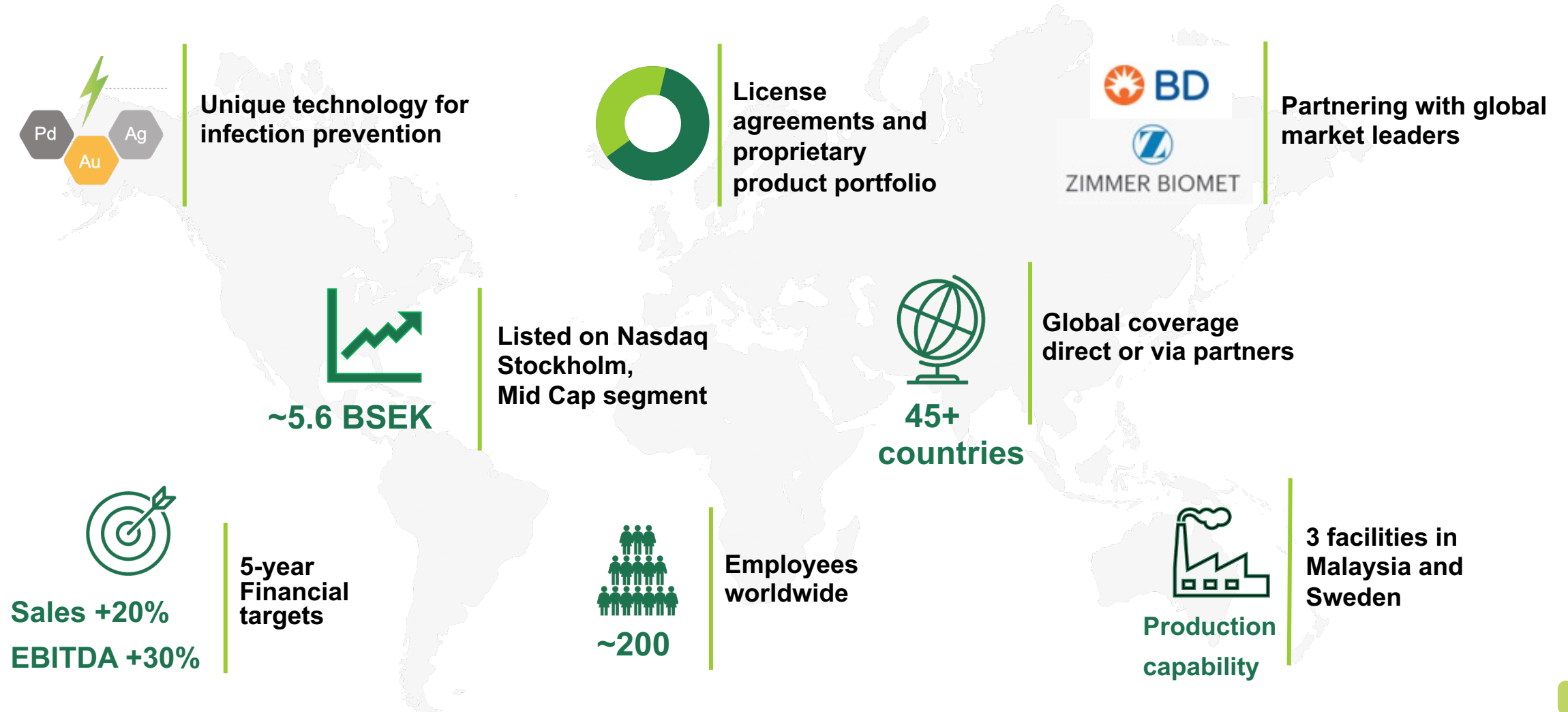
Redeye Medtech & Diagnostics

28 September, 2021

Cecilia Edström, CEO



Bactiguard at a glance – setting new standards of care for infection prevention



Hospital acquired infections

European market data

Hospital acquired infections
3.2 million cases¹
16 million extra hospital days²

Annual HAI related cost of hospital stays
7 billion Euro²

65% of HAI cases related to biofilm
30% infection rate in orthopedic trauma
80% in open fracture cases^{3,4,5}



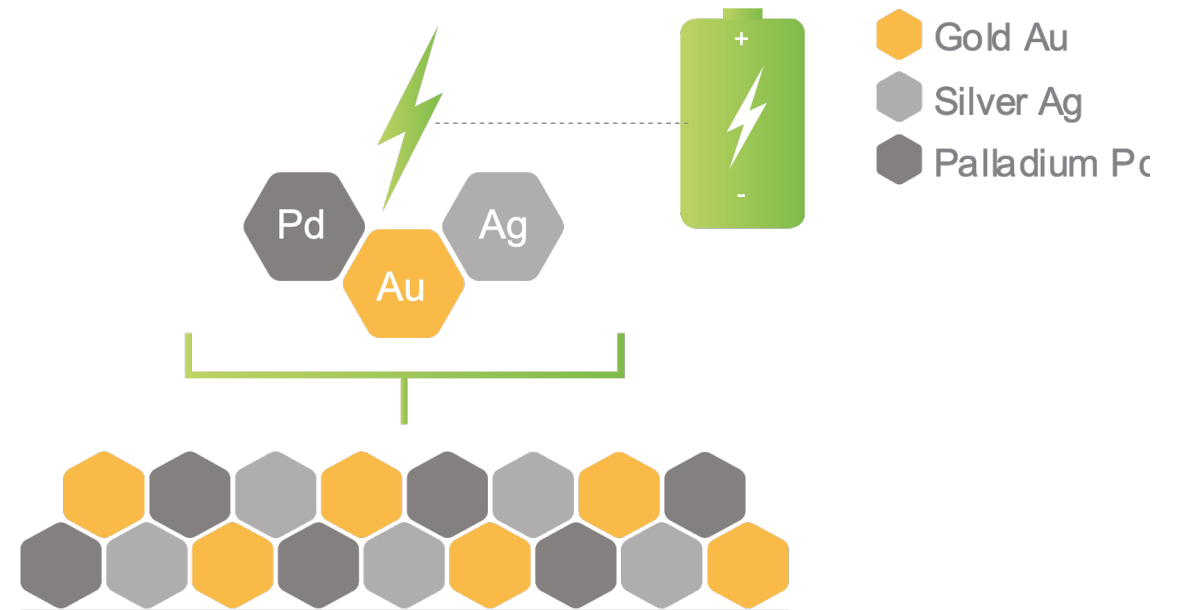
1. World Health Organization. Prevention of hospital-acquired infections. <https://www.who.int/csr/resources/publications/whocdscreph200212.pdf>, 2021.
2. World Health Organization. Report on the burden of endemic health care-associated infections worldwide. ISBN 978 92 4 150150 7, 2011.
3. European Centre for Disease prevention and control. Economic evaluations of interventions to prevent healthcare-associated infections. Literature review. Stockholm: ECDC; 2017.
4. Henandez-Vaquero, D.et al. Treatment of periprosthetic infections: an economic analysis. Scientific World Journal. 2013:821650, 2013.
5. Kai-Larsen, Ylva. Clinical evaluation report Bactiguard Implants. Vigilenz,



The Bactiguard[®] technology

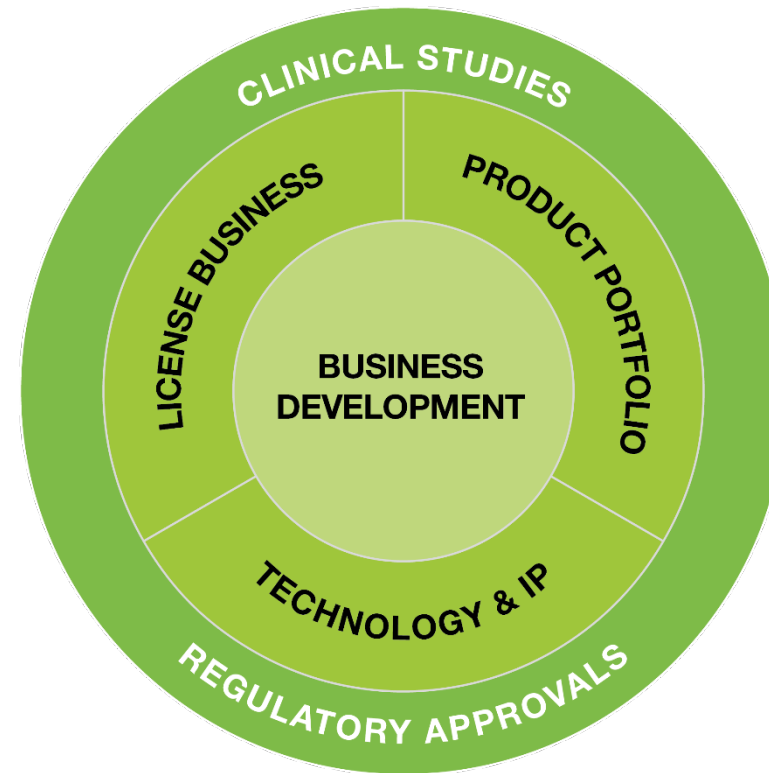
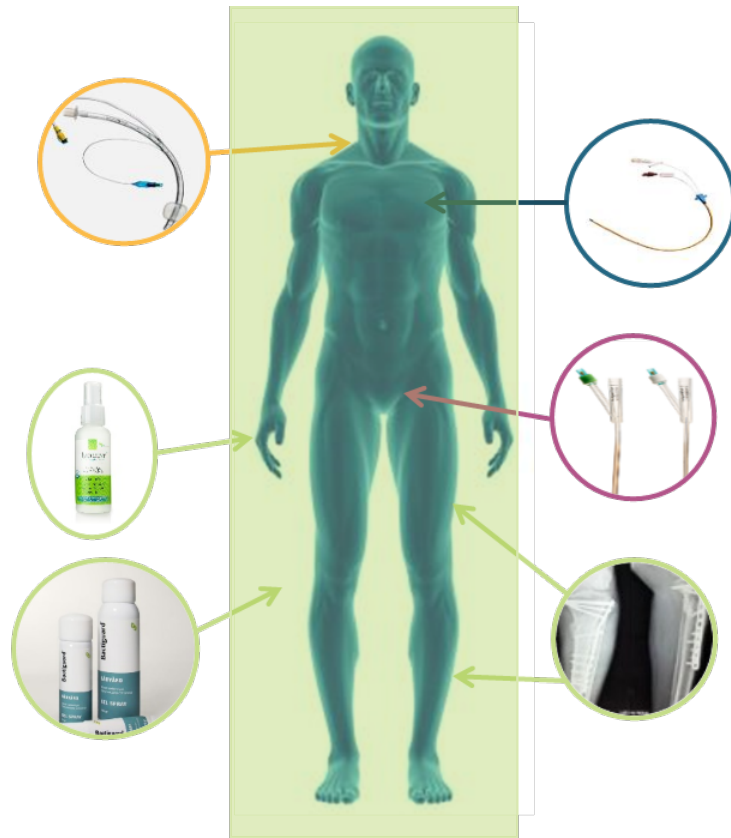
Effective, safe and well protected

- Coating of noble metals
- Galvanic effect when in contact with fluids
- Prevents microbial adhesion (gram positive/negative bacteria and fungi)
- Non-releasing and long lasting
- Effective and safe
- Strong IP protection



Product portfolio and business model

Addressing need for infection prevention and generating synergies



Continuously strengthening clinical evidence

Competitive advantage and barrier to entry

- **>200 million** Bactiguard coated catheters used
- **No** reported **adverse events** associated with the coating
- **Over 40 clinical studies** including more than 100,000 patients
- **42%** weighted average reduction of symptomatic CAUTI, in some studies over **90%**
- **52%** reduction of catheter related blood infections and indications for decreased risk of thrombosis
- **67%** reduction of ventilator associated pneumonia
- Several completed studies soon to be published, including orthopaedic trauma implants and endotracheal tubes.
- **Competitive advantage** as European regulatory requirements increase

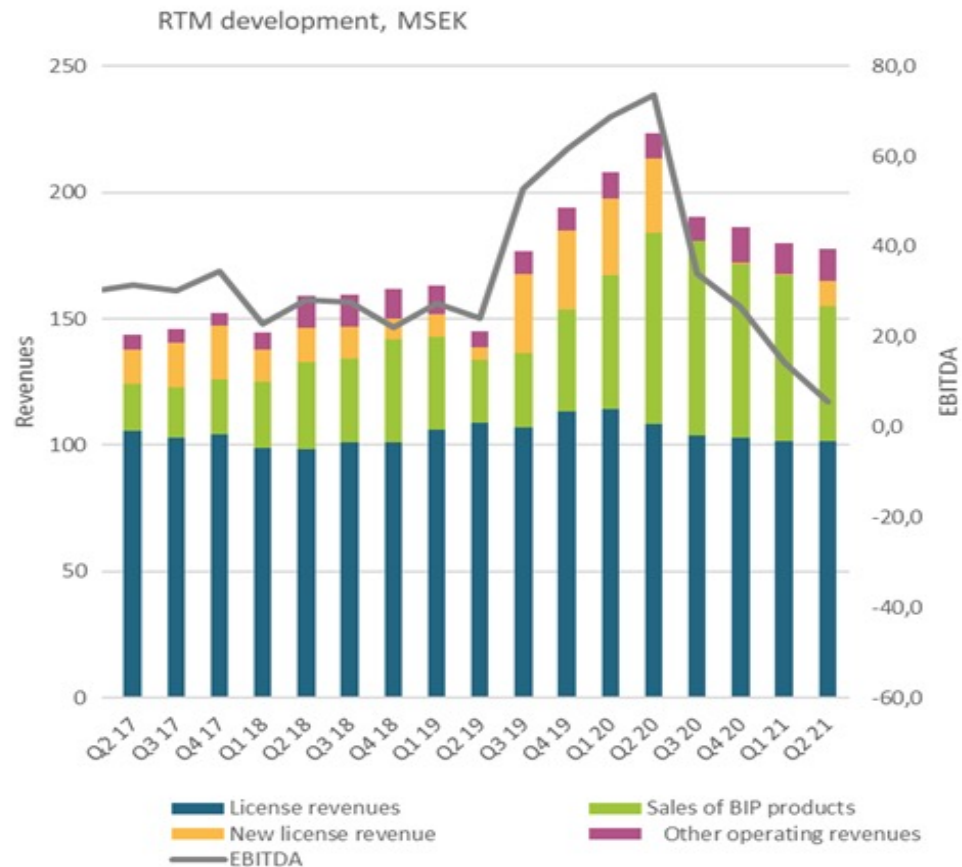


Recent developments



Financial developments

COVID-19 continues to impact the business



- Stable recurring BD license revenues
- License revenues from Zimmer Biomet will increase gradually
- Growing BIP revenues
- New products added and new partnerships established
- New license revenues driven by new agreements – ambition to sign at least one new agreement per year
- 2021 EBITDA affected by Covid-19, revenue mix and currency effects, as well as increased investments in sales & marketing

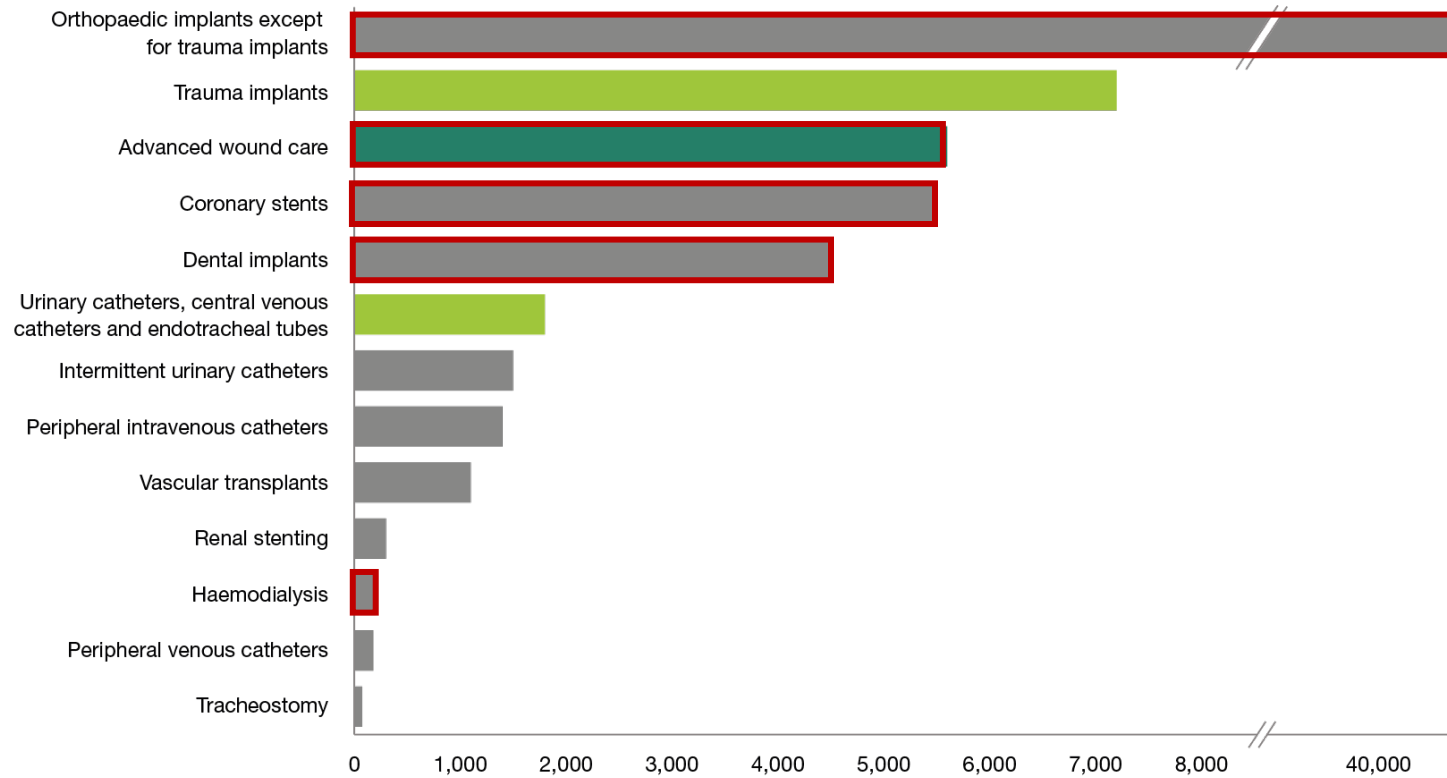


Looking ahead



Major potential for growth in new applications

Global market USD million



■ Bactiguard's existing market segments

■ New market segment through the acquisition of Vigilenz Medical Devices

Source: The Orthopaedic Industry Annual Report 2019



Zimmer Biomet EMEA launch

Positioning of Bactiguard technology

YOU
WOULDN'T
DRIVE A CAR
WITHOUT A
SEATBELT



YOU
WOULDN'T
RIDE A BIKE
WITHOUT A
HELMET



YOU
WOULDN'T
OPERATE
WITHOUT A
MASK?

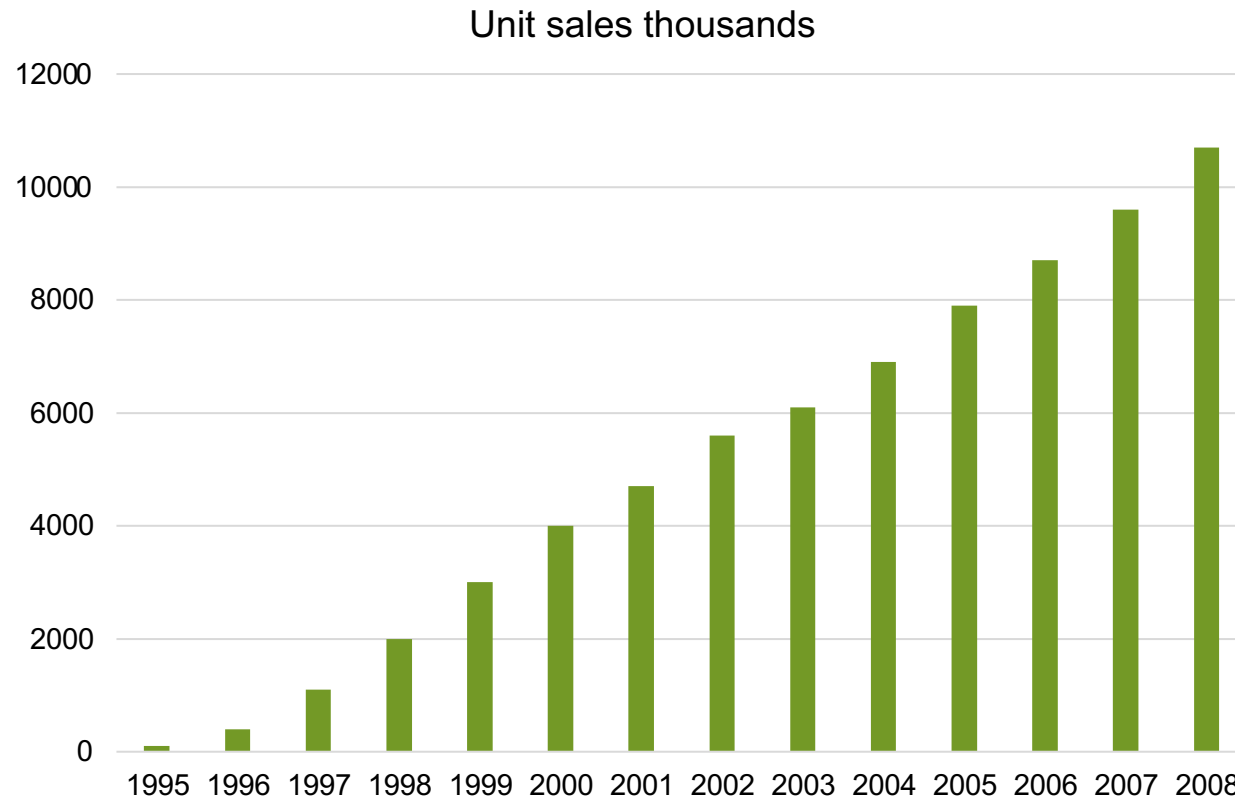


SO WHY
TAKE RISKS
WITH
INFECTION
CONTROL?



Bactiguard coating a game changer

The C.R Bard (BD) experience



- Limited clinical evidence at launch - Bard introduced risk sharing model and **"money back guarantee"** to kick-start sales
- Strong volume growth over 15 years (**~40% market share**), thereafter stable volumes
- Bactiguard coated Foleys a **game changer** for CR Bard and **standard of care** in the US and Japan



Accelerating growth

By investing in sales, marketing, clinical- and operations, strategic smaller acquisitions

Directed new share issue:

228 MSEK

to

Swedish pension fund **AMF**

“The need for Bactiguard’s products and the number of license discussions has never been greater. Our product portfolio has never been stronger, partly due to our acquisition of Vigilenz in 2020. Bactiguard must take advantage of such a growth opportunity and capital must not hold us back.

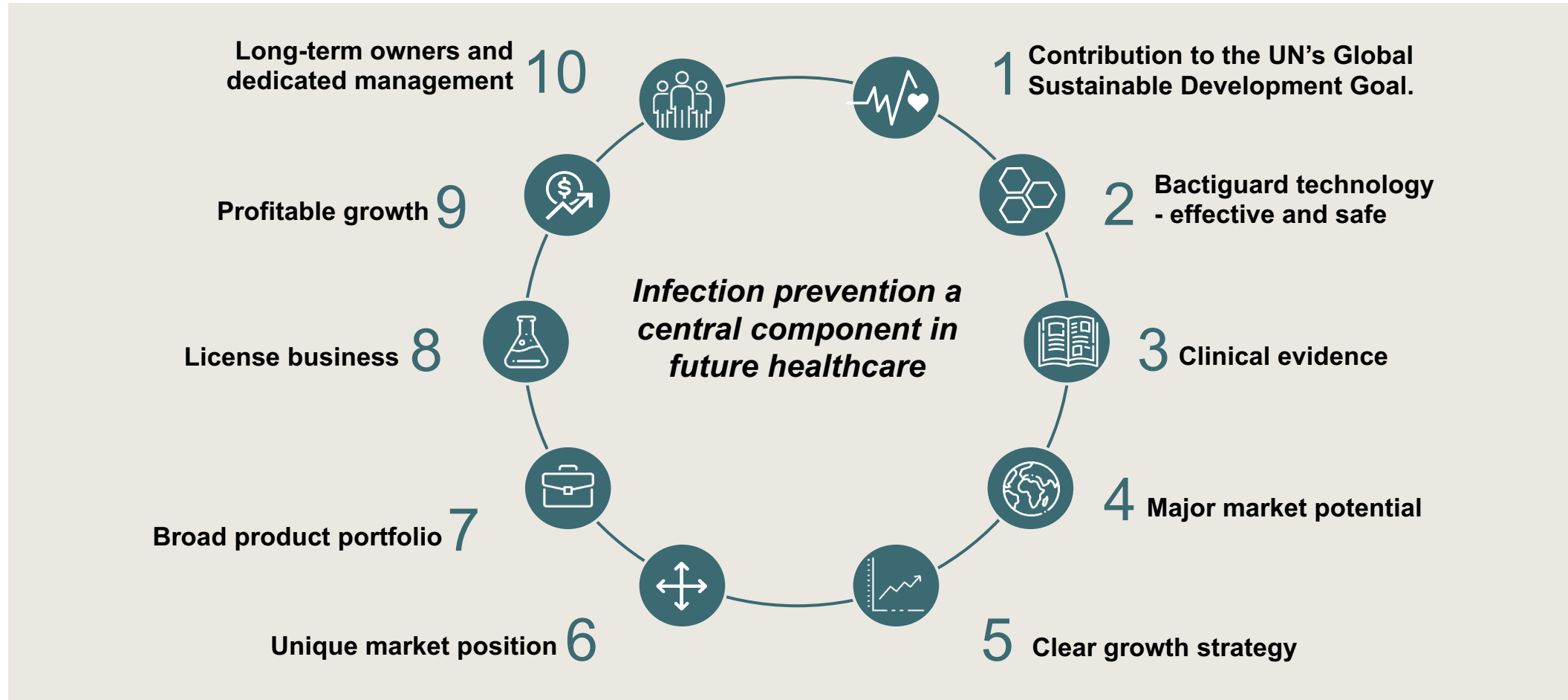
During the past twelve months, Bactiguard has strengthened its management team with key recruitments. Additional capital to build our sales, marketing and production organisation as well as to evaluate strategic smaller acquisitions is a prerequisite for reaching the company’s full potential.”

Thomas von Koch, Chairman of the Board.



Bactiguard infection prevention – New standard of care

Ten reasons to invest in Bactiguard



Prevention is better than cure



Questions & Answers



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Upcoming events and financial reports

October 28, 2021

- Q3, 2021





Bactiguard