

Bactiguard[®]

Introducing Bactiguard

Penser Market May 25, 2023

Thomas von Koch
Interim CEO

“preventing infections”

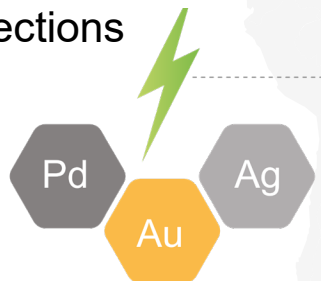




A global innovative medtech company with Swedish roots

Vision: to champion a healthier world by preventing infections

- **Effective, safe/biocompatible and user-friendly technology and solutions for infection prevention**
- **Clinical evidence, regulatory approvals and patents**
- **Unique technology to prevent infections**



- **License partnerships** with global leading medtech companies



- **Proprietary product portfolio** (coated catheters and trauma implants, wound care products and sutures)

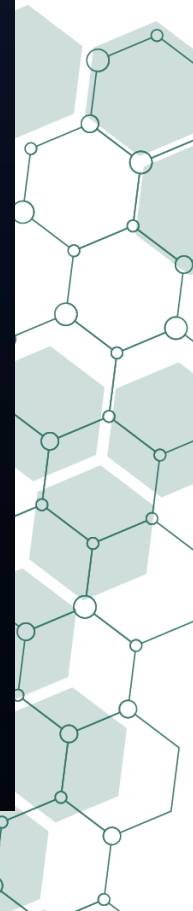


- **Around 210 employees**
- Production in **Sweden and Malaysia**
- **Listed on Nasdaq Stockholm mid-cap**



Bactiguard

Bactiguard, effective prevention technology that reduces patient visits and reduces the cost of infection.





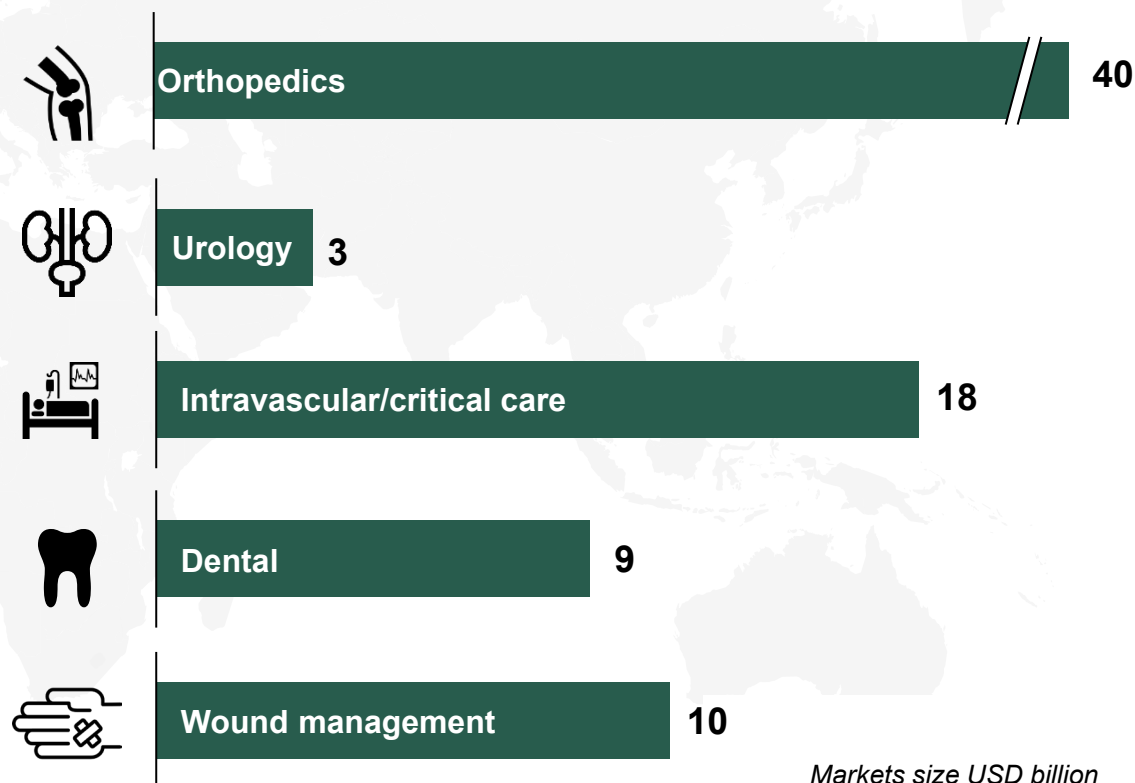
Opportunities behind critical global healthcare trends

“not a question of if, it’s a question of when”

The issues

- Rise of infections, increased antibiotics use and **development of multi-resistant bacteria** a threat to global health and modern medicine
- **1 in 10 patients** worldwide affected by **healthcare associated infections**
- **Demographic development, ageing population** and increasing **lifestyle diseases**
- Strained **healthcare resources**

The USD 80bn market opportunity



Markets size USD billion



Financial overview

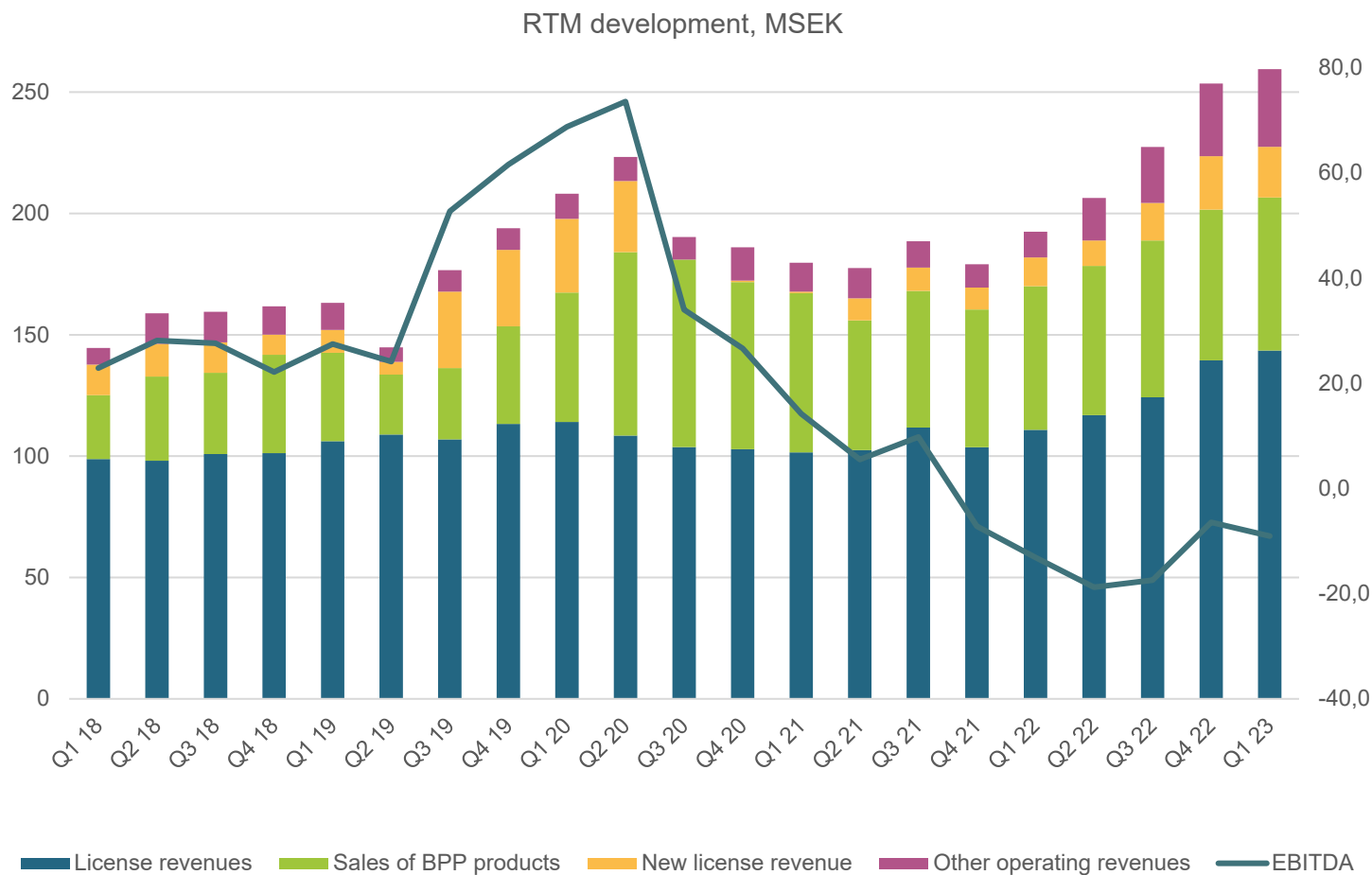
Amounts in TSEK	2023	2022
	Jan-March	Jan-March
Total revenues	61.2	55.2
- License	39.4	36.4
- BPP	16.3	15.4
EBITDA	-6.6	-4.0
EBITDA margin %	-10.8%	-7.2%
Depreciations	-12.1	-12.6
Net loss	-22.1	-16.5
Operating cashflow	-8.8	-12.9

- **Total revenue increase of 11%** (License 8% and BPP 6%)
- **EBITDA continues to be impacted** by investments in line with the growth strategy
- **Depreciations stable** (mainly attributed to the technology)

Note: BPP related to full Bactiguard product portfolio (earlier referred to as BIP)



Rolling 12-month revenues



Strong overall momentum – rolling 12-month revenues all-time high

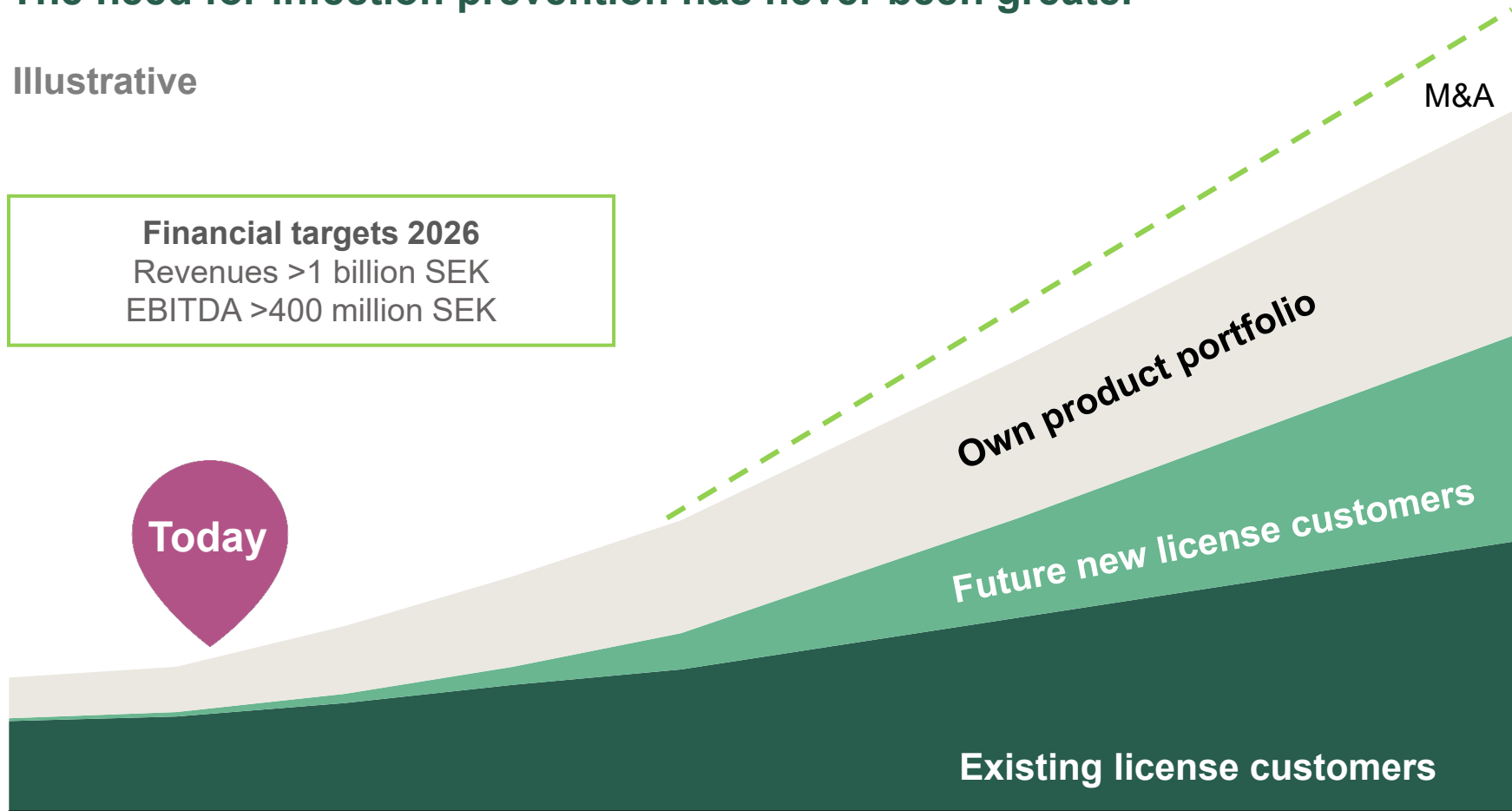
- **Blue bar license revenues** – key driver is BD and initial contributions from Zimmer Biomet (trauma)
- **Yellow bar new license revenues** – good momentum in both Zimmer Biomet (broader portfolio) and Dentsply Sirona
- **Revenues transform over time from blue to yellow** – long-term business
- **Green bar revenues** from BPP – last two quarters flat



Drivers to deliver growth and profitability

The need for infection prevention has never been greater

Illustrative



- Dentsply Sirona*
- ZIMMER BIOMET Orthopedics (broader portfolio)
- wellead
- BD
- ZIMMER BIOMET Orthopedics (trauma)



Key priorities 2023

Focus on growth and transformation

**Strengthen
license business –
current and new partners**

**Technology –
drive and develop
coating, current and new**

**BPP –
operational excellence**

**US go-to-market
strategy**

**Continued focus on
FDA-approvals**





Why invest in Bactigard?

To champion a healthier world by preventing infections

- Part of **solving some serious global health challenges**
- **Major market potential** behind critical global healthcare trends
- **Effective, safe/biocompatible** and **user-friendly** solutions for preventing infections

- Focused **growth strategy** – 2026 financial targets of reaching revenues of **SEK >1bn** and **EBITDA of SEK >400m**
- **License partnership potential** and a **broad, proven product portfolio**
- **Long-term owners** and **strong management team**





Q&A

“to champion a healthier world
by preventing infections