

Bactiguard[®]

Carnegie Nordic Healthcare Seminar 2024

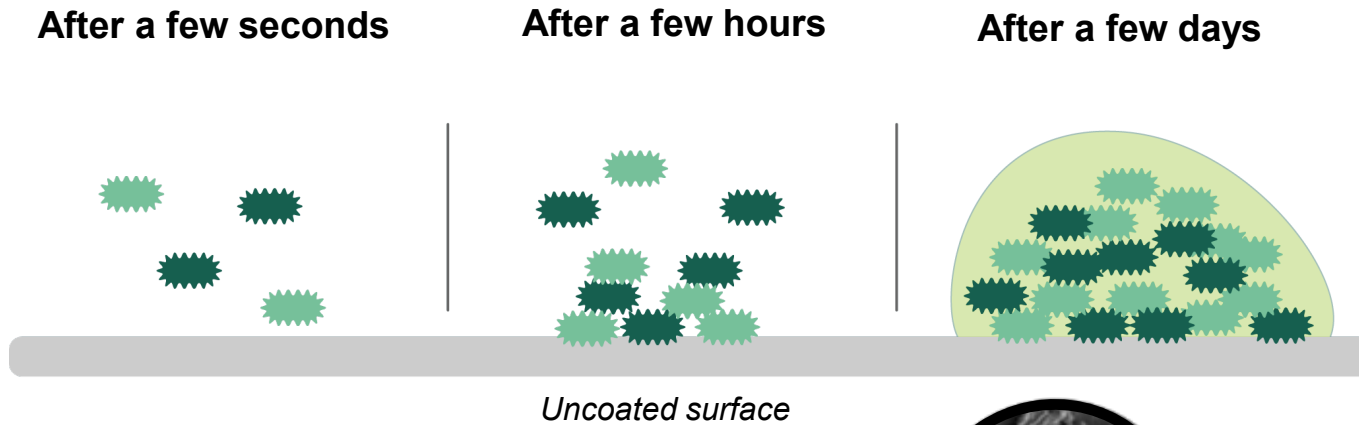
Tuesday 5 March 2024

Thomas von Koch, CEO



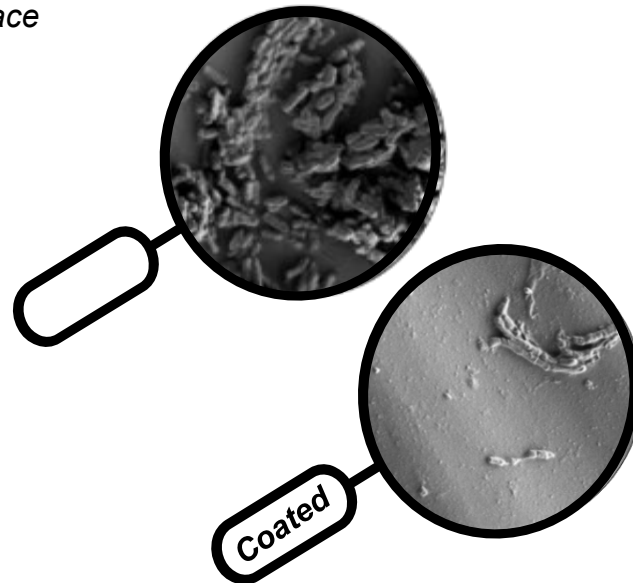


Why avoiding biofilm matters



- Medical devices attract microbes
- **Bacteria multiply on the surface, colonize and start spreading**
- Within days, **biofilm forms protecting them from immune responses and antibiotics**
- Established **biofilm a source for infections** to spread throughout the body
- **Early prevention crucial** to avoid biofilm formation

to mitigate the risks associated with biofilm formation, medical devices intended to stay in the body for more than two days should be coated



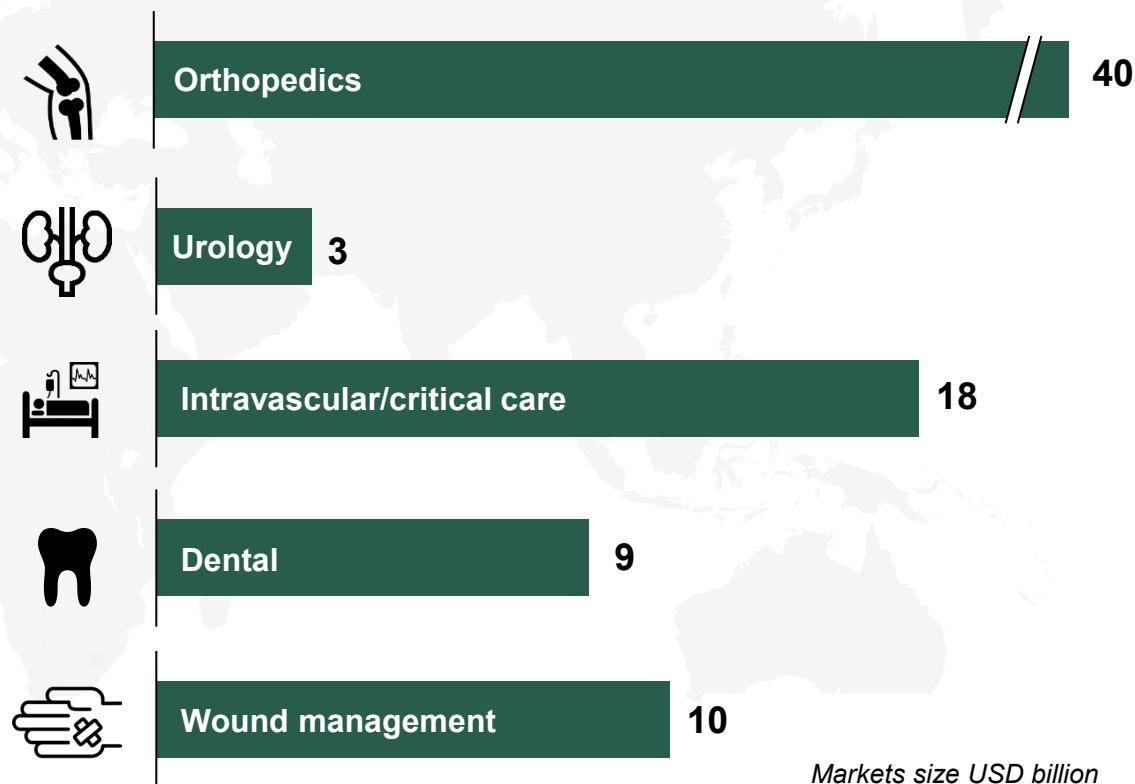


Opportunities behind critical global healthcare trends

The issues

- **Antimicrobial resistance** one of the top global public health threats facing humanity – associated with the **death of close to 5 million people globally in 2019**
- **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





The new Bactiguard

Purpose (why we exist)

“to champion a **healthier world** by **preventing infections**”

Vision (what we strive to be, visionary, long-term aspiration)

“to be the **global standard of care** for **preventing medical device related infections**”

Mission (what we do to reach our vision)

“by being the **premier partner for leading medtech companies**, joining forces to **redefine healthcare** and **improve health** worldwide”





Biggest strategic shift in Bactiguard's history

“from a medical device production company to a **knowledge and specialist organization** – and a **profitable business**”



Christine Lind new CEO

Broad strategic and operational experience from more than 25 years in the healthcare sector

Focus areas:

License

- strengthen organization
- double down on current partnerships
- new partnerships

R&D and coating development

- institutionalize
- Billy Södervall Academy
- lab facility Markaryd

BIP portfolio

- BD agreement
- transition/phase out
- outsourcing discussions



Strengthened ties with BD in Q4 2023

Bactiguard's **longest** and **strongest** partnership

Looking back...

- **BD** (Becton Dickinson & Company) **one of the largest global medical technology companies**
- In **partnership since early 1990s** – more than **230 million coated Foley catheters** sold to date generating more than USD 1bn in additional sales for BD

Looking ahead...

- **BD exclusive global license** for Bactiguard coated Foley catheters (ex China) – global market value for Foleys around USD 1.5bn, growth some 5%*
- Limited but positive impact on income statement 2024 – **more substantial contribution over time**



* Future market insights.com (September 2020) and Grand View Research.com (Foley Catheter Market Size, Share and trends report 2030).

WITHOUT



WITH BACTIGUARD



Bactiguard®

**BACTIGUARD TECHNOLOGY
DOES NOT IMPAIR THE
BONE INTEGRATION**





Our financial targets

Mid-term expectations given new strategy and license focused business model

Profitability

deliver an **EBITDA of SEK 500 million by year-end 2028**

Growth

deliver **net sales in excess of SEK 1 billion by year-end 2028**

Application areas generating license revenues

have at least **10 application areas in license partnerships with products in the market by year-end 2028**

“from a medical device production company to a **knowledge and specialist organization** – and a **profitable business**”





Q&A

“to champion a healthier world
by preventing infections