

Bactiguard[®]

Carnegie Syd Malmö

Thursday 14 March 2024

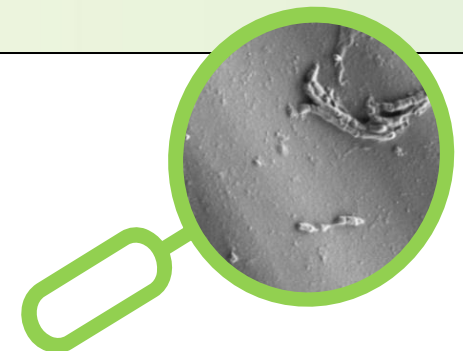
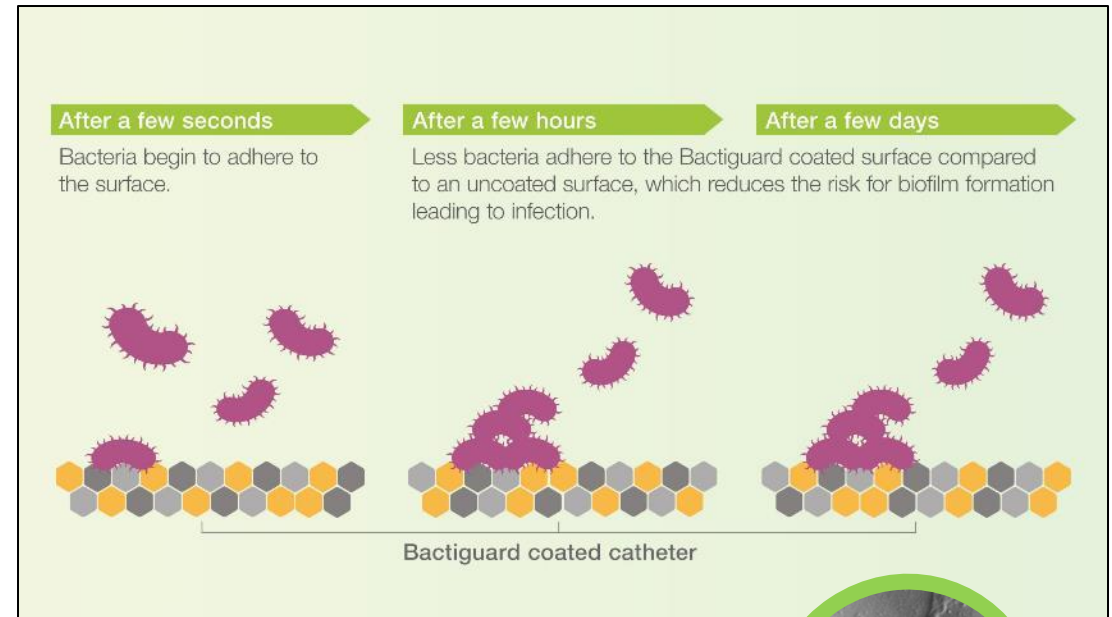
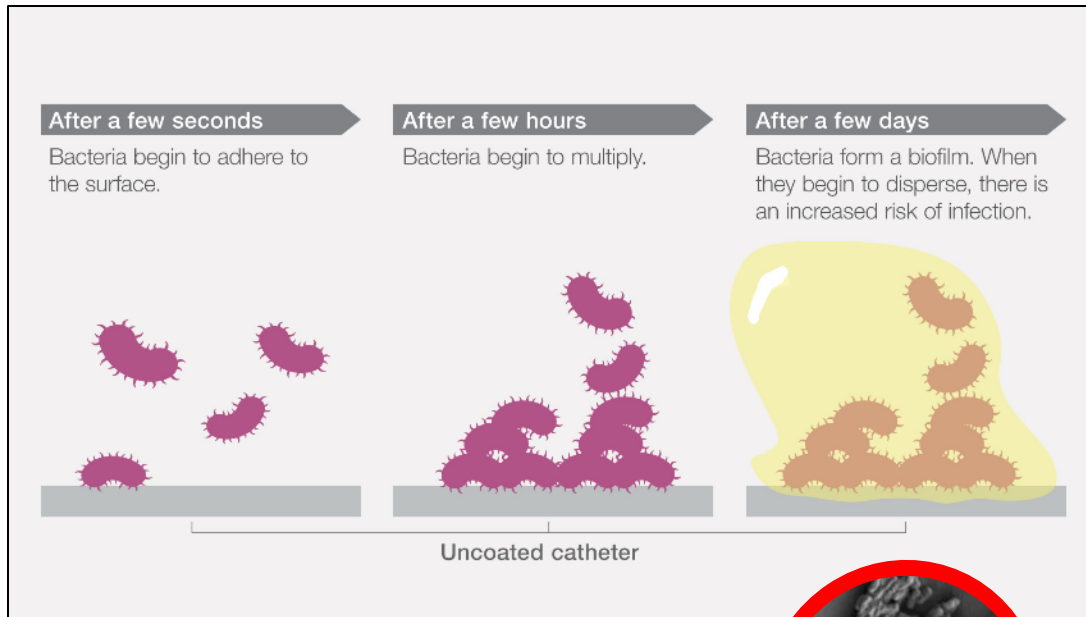
Patrick Fruergaard Bach, Chief Financial Officer





The dangers of biofilm...

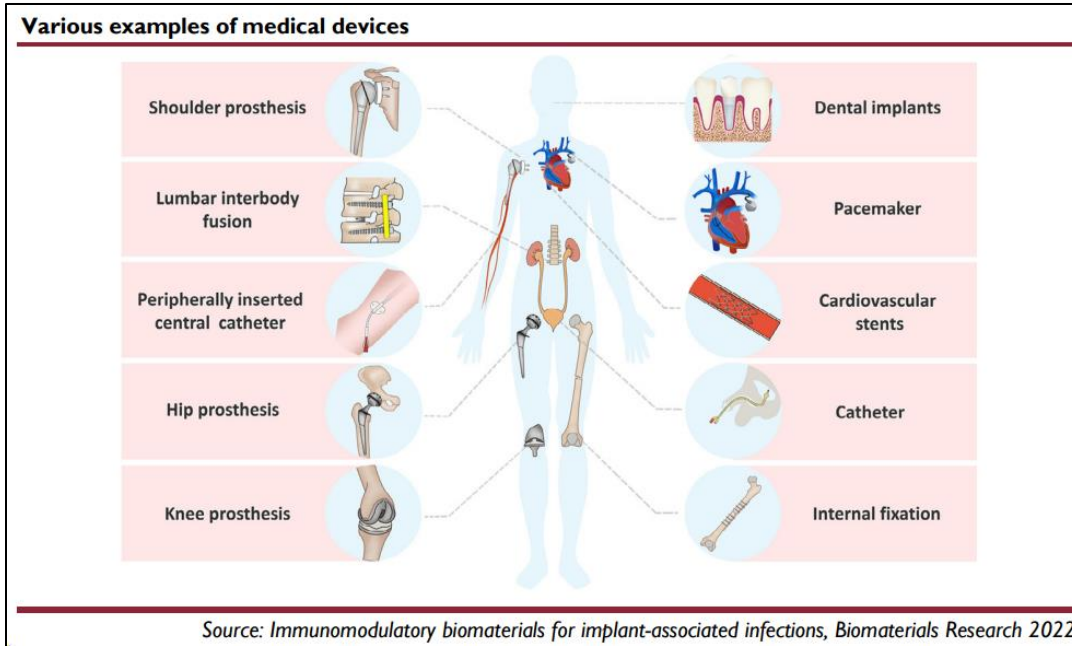
Medical devices that stay in the body more than two days – a possible danger for infection





... it's all over the body, and it's well documented

Implant-associated infection rates differ but are among the most frequent and severe complications



Device-associated infection

Device	Estimated no. inserted in the United States per year	Rate of infection, %	Attributable mortality ^a
Bladder catheters ^b	>30,000,000	10–30	Low
Central venous catheters ^{b,c}	5,000,000	3–8	Moderate
Fracture fixation devices ^b	2,000,000	5–10	Low
Dental implants ^d	1,000,000	5–10	Low
Joint prostheses ^b	600,000	1–3	Low
Vascular grafts ^b	450,000	1–5	Moderate
Cardiac pacemakers ^{b,d}	300,000	1–7	Moderate
Mammary implants, in pairs ^e	130,000	1–2	Low
Mechanical heart valves ^d	85,000	1–3	High
Penile implants ^{b,d}	15,000	1–3	Low
Heart assist devices ^d	700	25–50	High

^a Semiquantitative scale for attributable mortality: low, <5%; moderate, 5%–25%; high, >25%.
^b Numbers estimated by analysis of market reports.
^c Numbers estimated by review of the medical literature.
^d Numbers estimated by personal communication with personnel from device manufacturing companies.
^e Numbers estimated by review of data provided by medical associations.

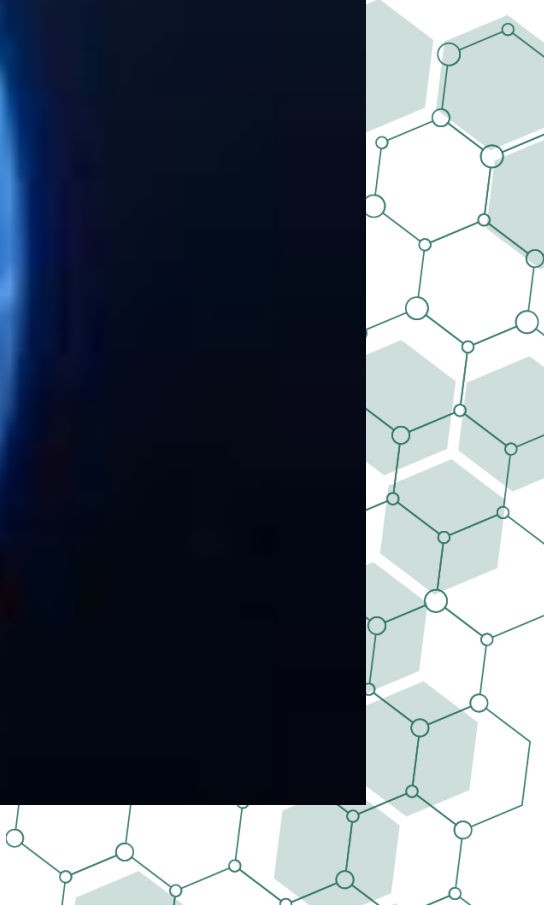
Source: *Device-Associated Infection, Clinical Infectious Diseases 2001*



BactiGuard



BactiGuard, effective prevention technology increases patient safety and reduces the risk of infection.





Opportunities behind critical global healthcare trends

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

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



Markets size USD billion



The new, license focused 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

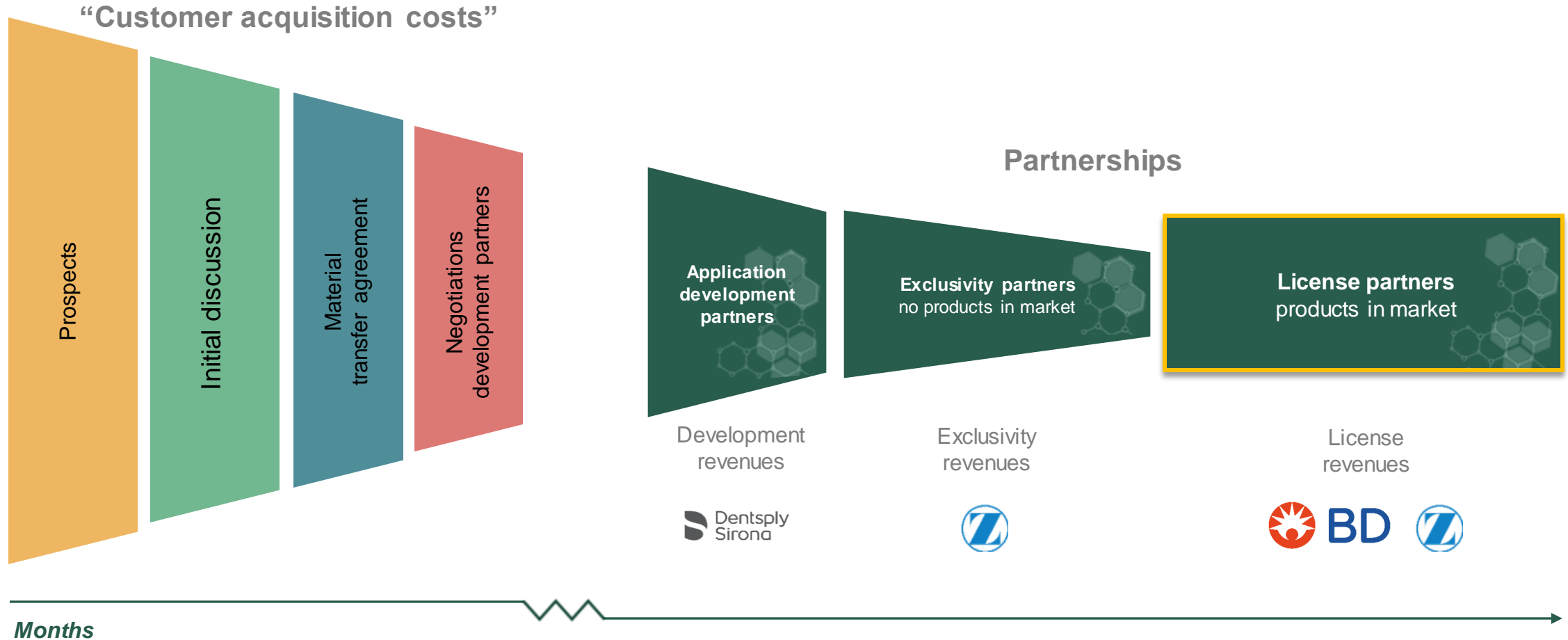
- institutionalize
- Billy Södervall Academy
- lab facility Markaryd

BIP portfolio

- BD agreement
- transition/phase out
- outsourcing discussions



A license focused business model





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 high-margin business**”



Why invest in Bactigard?

A recap of today's presentation

- AMR caused the death of close to **5 million people** globally in 2019 – **a silent tsunami**
- **Biofilm on a medical device** is the start of a potential infection – this problem **MUST** be solved
- **Medical devices in the body more than two days should be coated** – value of uncoated medical devices sold today around USD 100bn
- **Biocompatible, sustainable and safe**
- **Prevents infection** – by repelling not killing bacteria
- **New license partnership focused strategy** – major market potential behind critical global healthcare trends





Q&A

“to champion a healthier world
by preventing infections