Bactiguard®

SEB Healthcare Seminar

19 November 2024

Christine Lind, CEO

Bactiguard in brief

advanced technology to prevent **medical device related infections**

established **license partnerships** with global MedTech giants

potential in **future license partnerships** across therapeutic areas

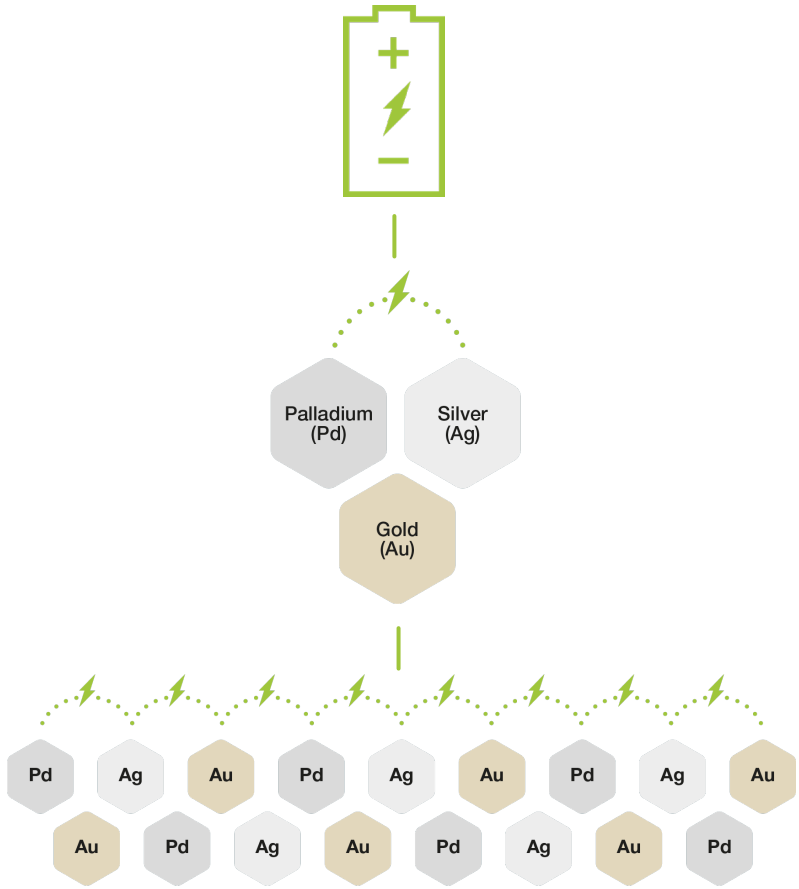
Advanced technology to prevent medical device related infections

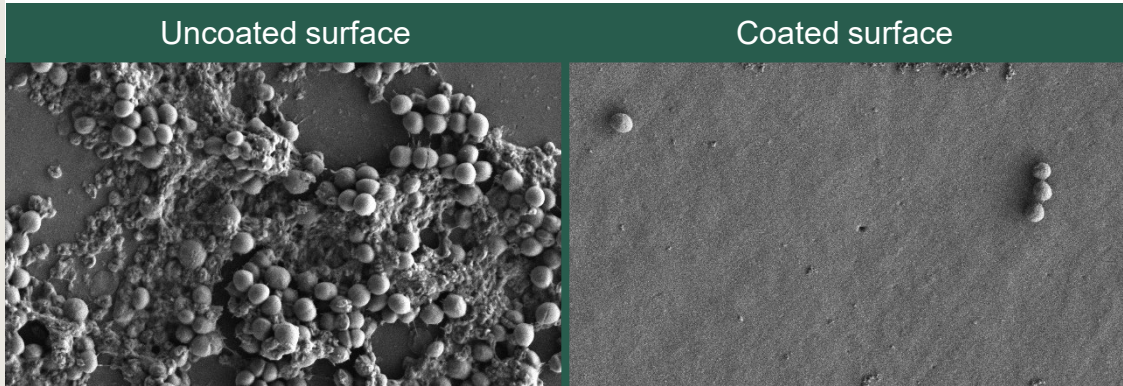
Reduces microbial adhesion and biofilm formation

- **Biocompatible**, **safe** and **proven** – reduces the risk of medical device related infections
- **Ultra-thin noble metal coating technology**; gold, silver and palladium
- In contact with fluids, the noble metals create a **galvanic effect** due to their varying electro potentials

- More than **100,000 patients** in clinical trials
- Efficacy assessed in more than **40 clinical studies**
- Studies cover **various patient cohorts**, **regions**, and **therapeutic areas**

- Most recent randomized clinical studies show approximately **70% infection risk reduction**





A knowledge and specialist organization

Strategic focus areas to achieve **profitable and sustainable growth**

License partnerships

R&D
Medical
Regulatory

Wound Management portfolio

Focus going forward

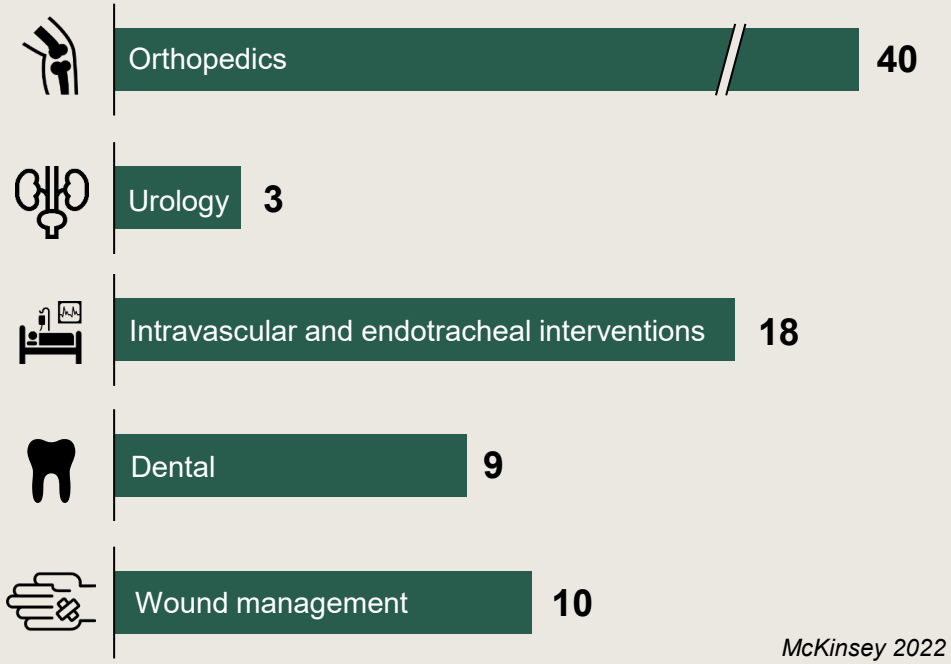
Advance current and develop future

Deliver competencies to enhance partnerships

Grow profitably

Opportunities to prevent infections across therapeutic areas

Market opportunity (USD 80bn)



McKinsey 2022

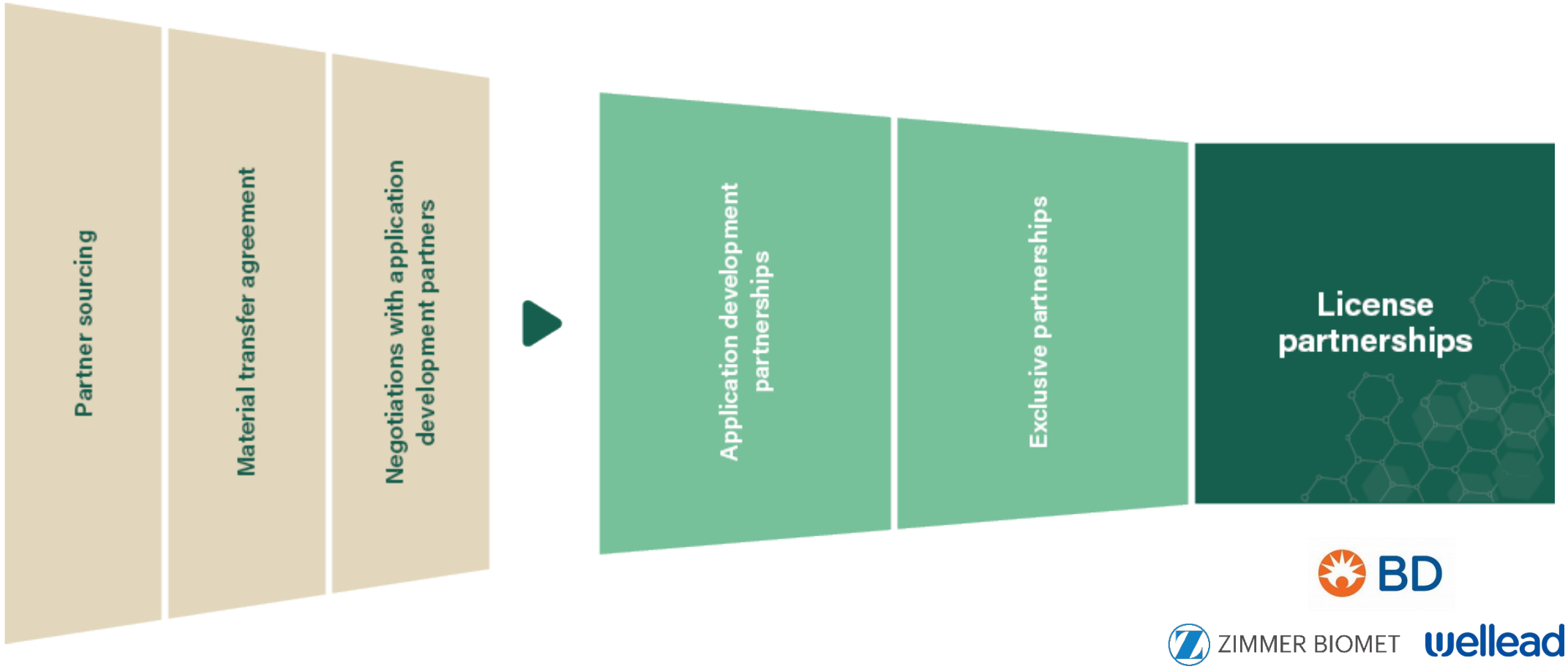
Infection rates (Mortality %)

1-10% per procedure **Fracture related 30%** (Trauma)	(2-10%)
CAUTI 12-24% (>2 days)	(1-4%)
CLABSI 4-6% **VAP 13-19%**	(12-25%) (20-50%)
1–2% per procedure	(Rare)
15% of diabetic patients will develop foot ulcers (5-8% of DFU will require amputation)	

Orthopedics: The National Center for Biotechnology Information, www.ncbi.nlm.nih.gov
CAUTI, CLABSI & VAP: International Society for Infectious Diseases (ISID), https://isid.org/
Dental: Clinical Oral Implants Research, https://onlinelibrary.wiley.com/
Wound management: Vasc Specialist Int., https://pmc.ncbi.nlm.nih.gov/

Business model and partner journey

Three types of revenues – partners generating exclusivity and license revenues are communicated



BD (Becton, Dickinson and Company)

One of the **largest global MedTech companies** in the world

Relationship overview

- **Partnership since early 90s**
- **~245 million Bactiguard coated foley catheters sold** by BD
- Signed **exclusive global license** (ex China) agreement late 2023 extending markets for Bactiguard coated Foley catheters
- Bactiguard provides expertise on **go-to-market strategies**, and **regulatory matters**, and training on **value-add messaging**

Financials

- **Q3 revenues: 33.3 MSEK**
- First-half 2024 revenues 55.6 MSEK (2023: 54.8 MSEK)
- Full-year 2023 revenues 93.1 MSEK (2022: 133.9 MSEK)

Zimmer Biomet

A **global leader** in orthopedics – comprehensive portfolio designed to maximize mobility and improve health

Relationship overview

- **Partnership since 2019**
- **Trauma implant ZNN Bactiguard on market**
  - rolled out across Europe – strong recognition and demand
  - introduced in Japan
- **Infection prevention a key theme** at Zimmer Biomet

Financials

- **Q3 revenues: 10.3 MSEK**
- First-half 2024 revenues 13.4 MSEK (2023: 6.8 MSEK)
- Full-year 2023 revenues 21.5 MSEK (2022: 24.5 MSEK)

Wound Management by Bactiguard

Preventing infections by offering effective, biocompatible solutions to improve healing

Offering includes

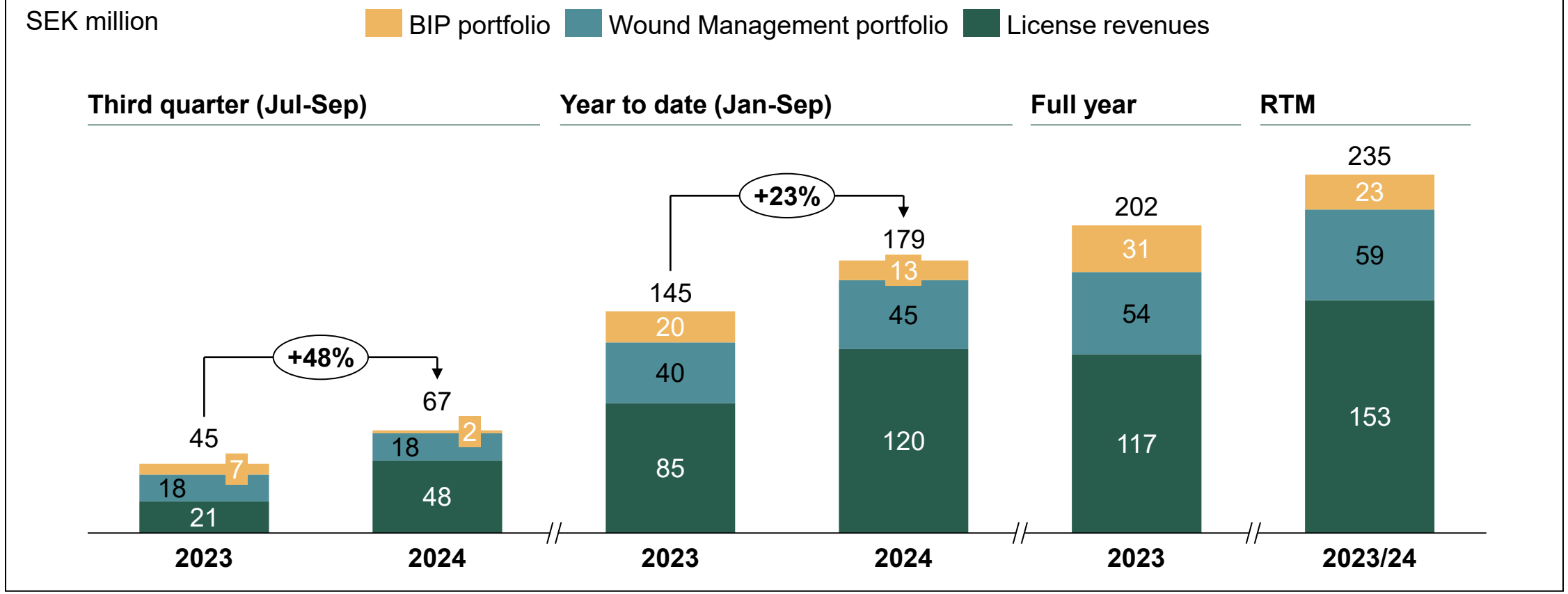
- **Hydrocyn aqua**, an innovative wound care product enabling wound healing and preventing infection
- A wide range of **surgical sutures** including specialist sutures for cardiovascular operations and eye operations

Financials

- **Q3 revenues: 17.9 MSEK**
- First-half 2024 revenues 27.4 MSEK (2023: 22.4 MSEK)
- Full-year 2023 revenues 53.8 MSEK (2022: 43.7 MSEK)

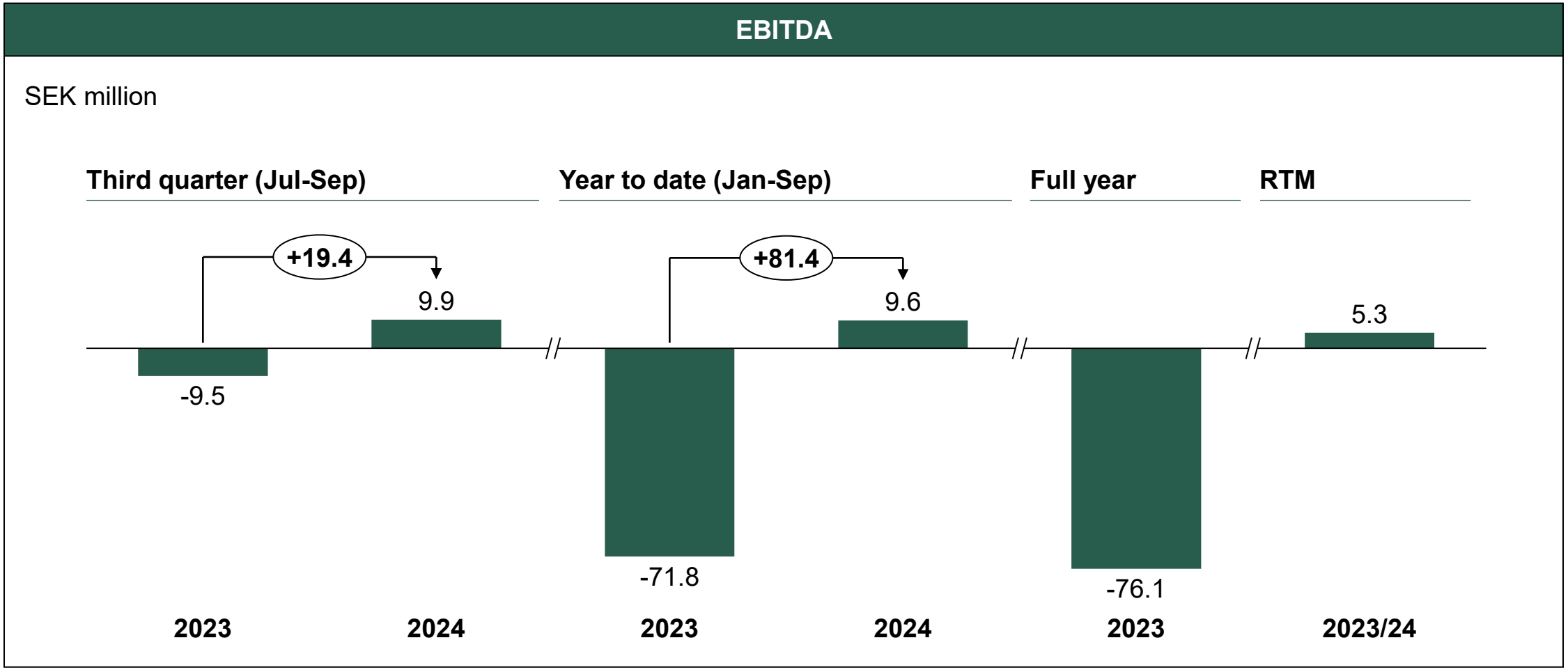
Net sales grew 48% in Q3 and 23% YTD, driven by solid growth in license revenues

Net sales distribution



Source: Bactiguard Holding AB, Interim report Q3 2024, p. 18

EBITDA grew to 9.9 MSEK in Q3 and to 9.6 MSEK YTD



Source: Bactiguard Holding AB, Interim report Q3 2024, p. 17

Our priorities ahead

Vision: become the **global standard of care for preventing medical device related infections**

- **Advance current partnerships** – with BD, Zimmer Biomet and Well Lead
- **New partnerships** in strategic therapeutic areas – convert early-stage projects into exclusivity and license partnerships
- Continue profitable growth of **Wound Management**

- **Build competencies within the knowledge and specialist organization further**
  - corporate culture
  - specialist areas (R&D, coating, medical, commercial, and regulatory)

- Continue to deliver **profitability and sustainable growth**

Q&A
to champion a healthier world
by preventing infections