

Bactiguard[®]

SEB Nordic Seminar

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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



The issue of healthcare associated infections

- **1 in 10 patients** worldwide affected by **healthcare associated infections (HAI)**¹
- **40-60%** of all HAIs caused by **medical devices**²
- **Up to 50%** of HAIs estimated to be **preventable**³
- **Costs** associated with HAIs (ie extended hospital stays and additional treatment) can be **significantly reduced** through proactive infection prevention strategies ⁴
- **WHO:** Proactive infection prevention is cost-effective, offering both financial and health benefits over treatment⁵

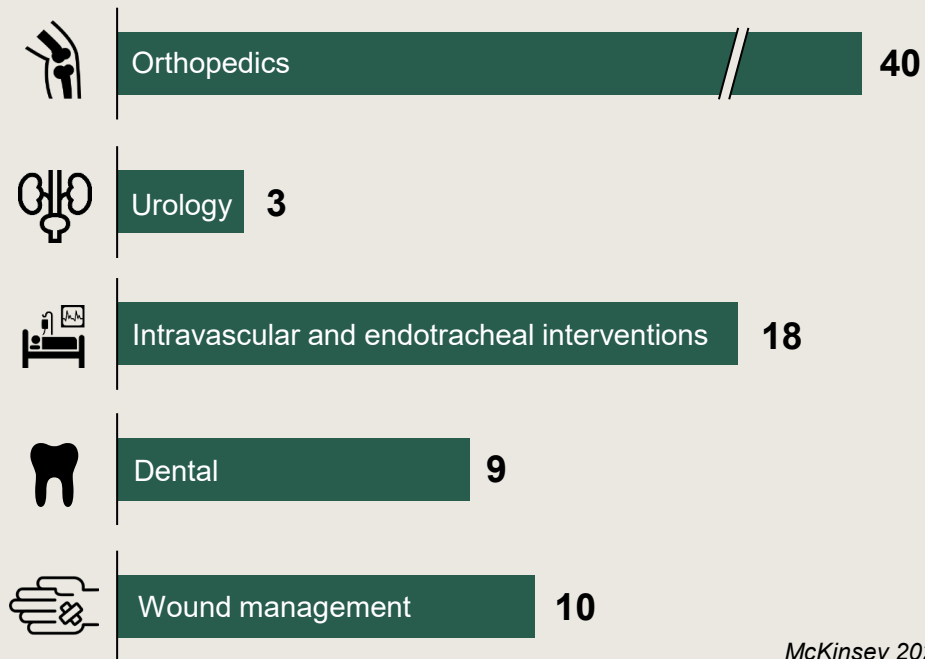


1. Global report on infection prevention and control: executive summary. Geneva: World Health Organization; 2022.
2. DiBiase, L. M. et al. (2014). Infection Control & Hospital Epidemiology, 35(2), 200–202. <https://doi.org/10.1086/674847>
3. <https://www.ecdc.europa.eu/en/healthcare-associated-infections>
4. ECDC. Economic evaluations of interventions to prevent healthcare-associated infections. Stockholm: ECDC; 2017.
5. Global report on infection prevention and control. Geneva: World Health Organization; 2022. Licence: CC BY-NC-SA 3.0 IGO.








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)	

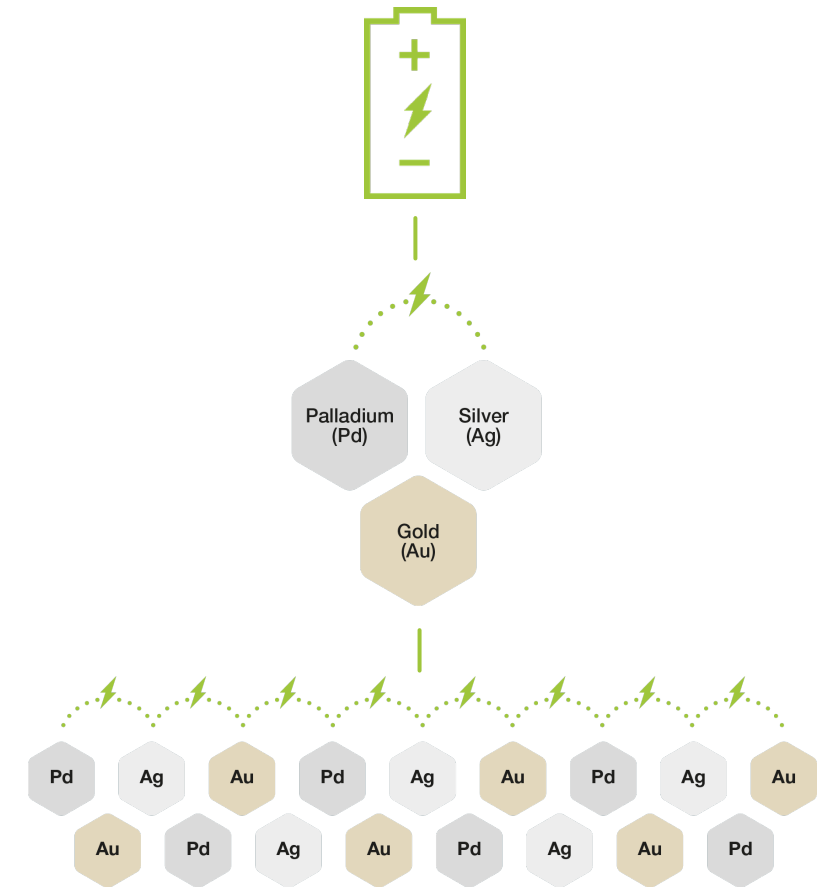
Orthopedics: The National Center for Biotechnology Information, www.ncbi.nlm.nih.gov
CAUTI, CLABSI & VAP: International Society for Infectious Diseases (ISID), <https://isid.org/>
Dental: Clinical Oral Implants Research, <https://onlinelibrary.wiley.com/>
Wound management: Vasc Specialist Int., <https://pmc.ncbi.nlm.nih.gov/>



Advanced technology to prevent medical device related infections

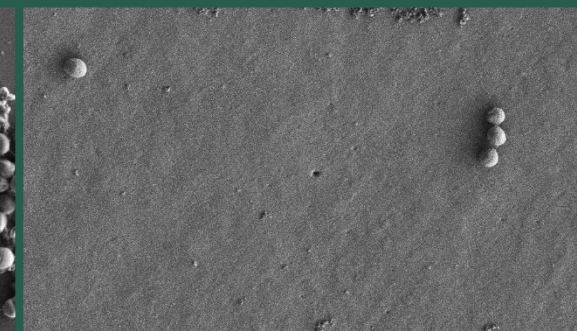
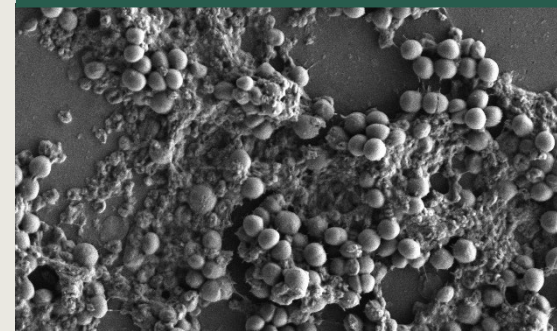
Reduces microbial adhesion and biofilm formation

- **Biocompatible, safe and proven**
- **Ultra-thin noble metal coating technology**
- 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** (various patient cohorts, regions, and therapeutic areas)
- Most recent randomized clinical studies show approximately **70% infection risk reduction** ^{1, 2}



Uncoated surface

Coated surface





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**

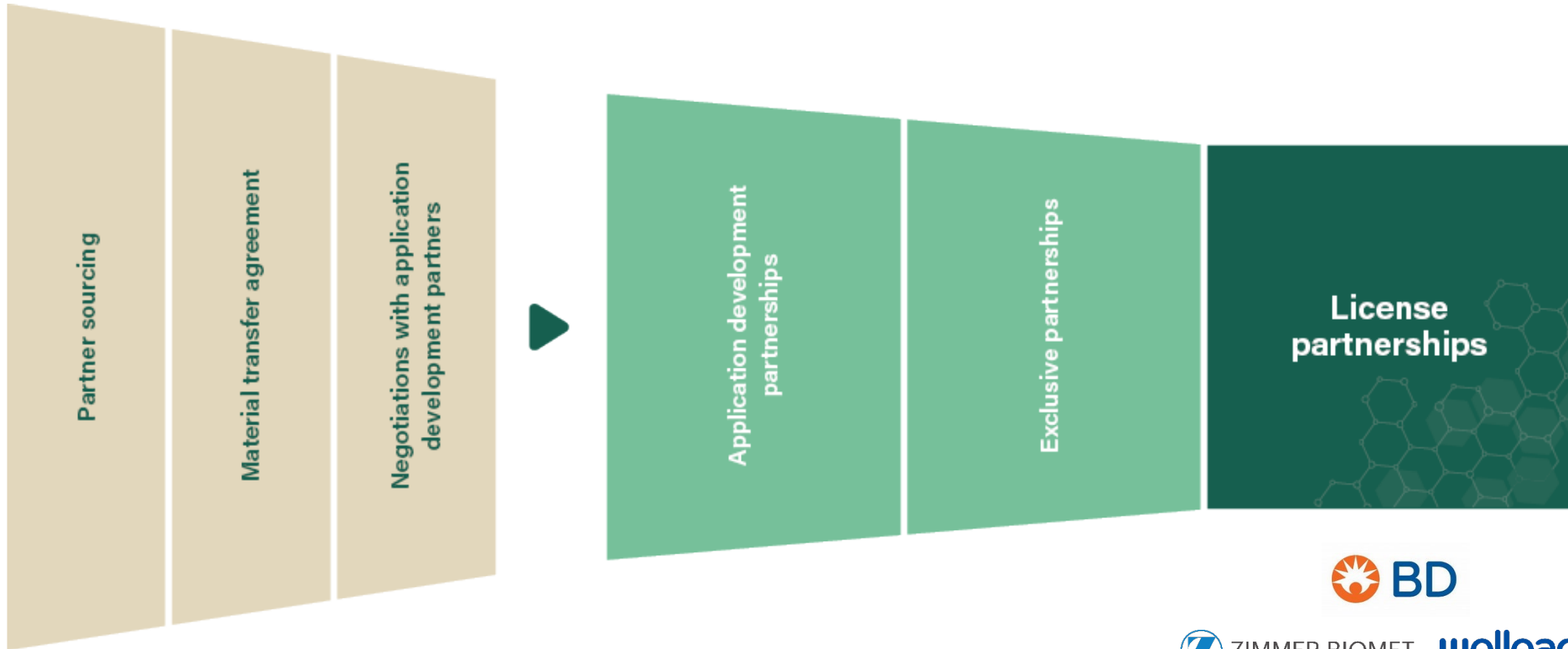
**Deliver competencies to
enhance partnerships**

Grow profitably



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

- Q1-Q3 2024 revenues: 88,9 MSEK (2023: 64,0 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

- **Q1-Q3 2024 revenues: 24.2 MSEK (2023: 18,5 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

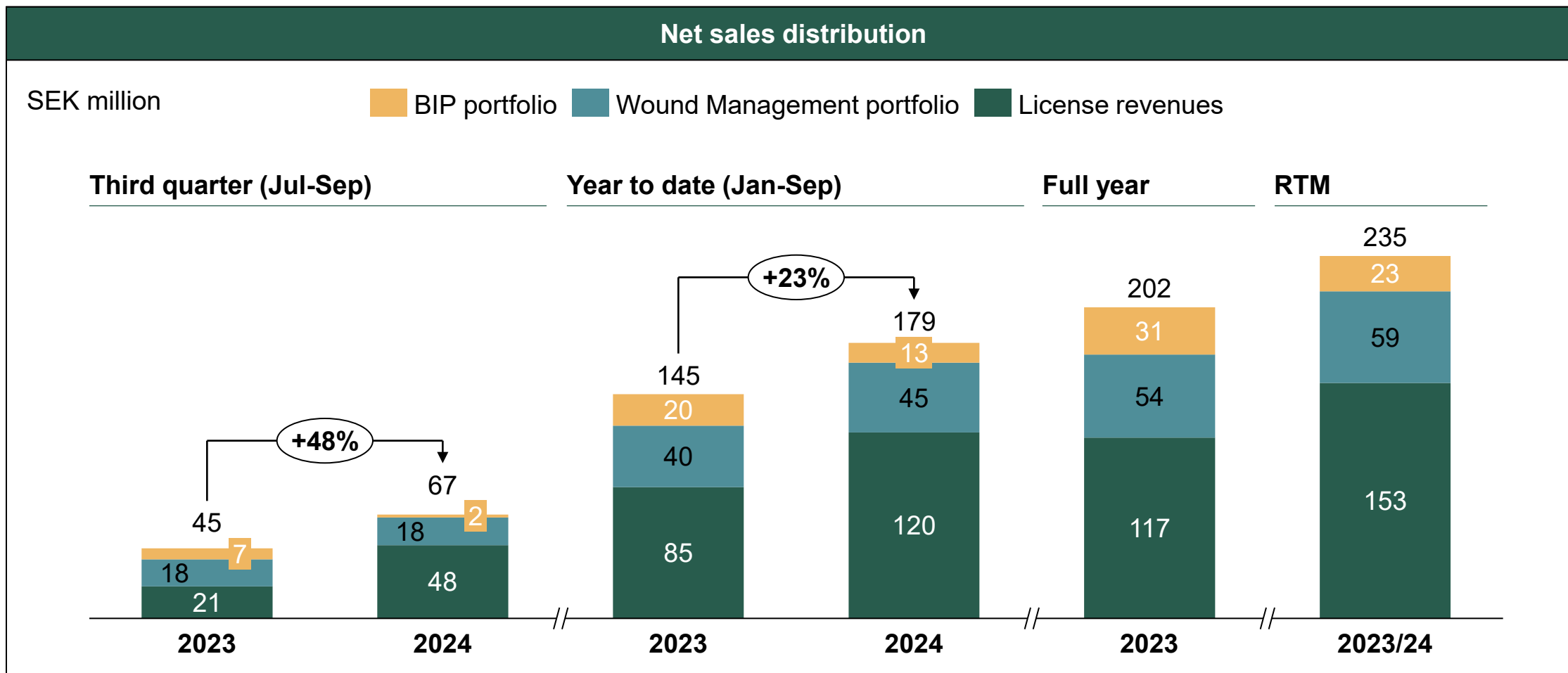
Financials

- Q1-Q3 2024 revenues: 45,3 MSEK (2023: 39,9 MSEK)
- Full-year 2023 revenues 53.8 MSEK (2022: 43.7 MSEK)



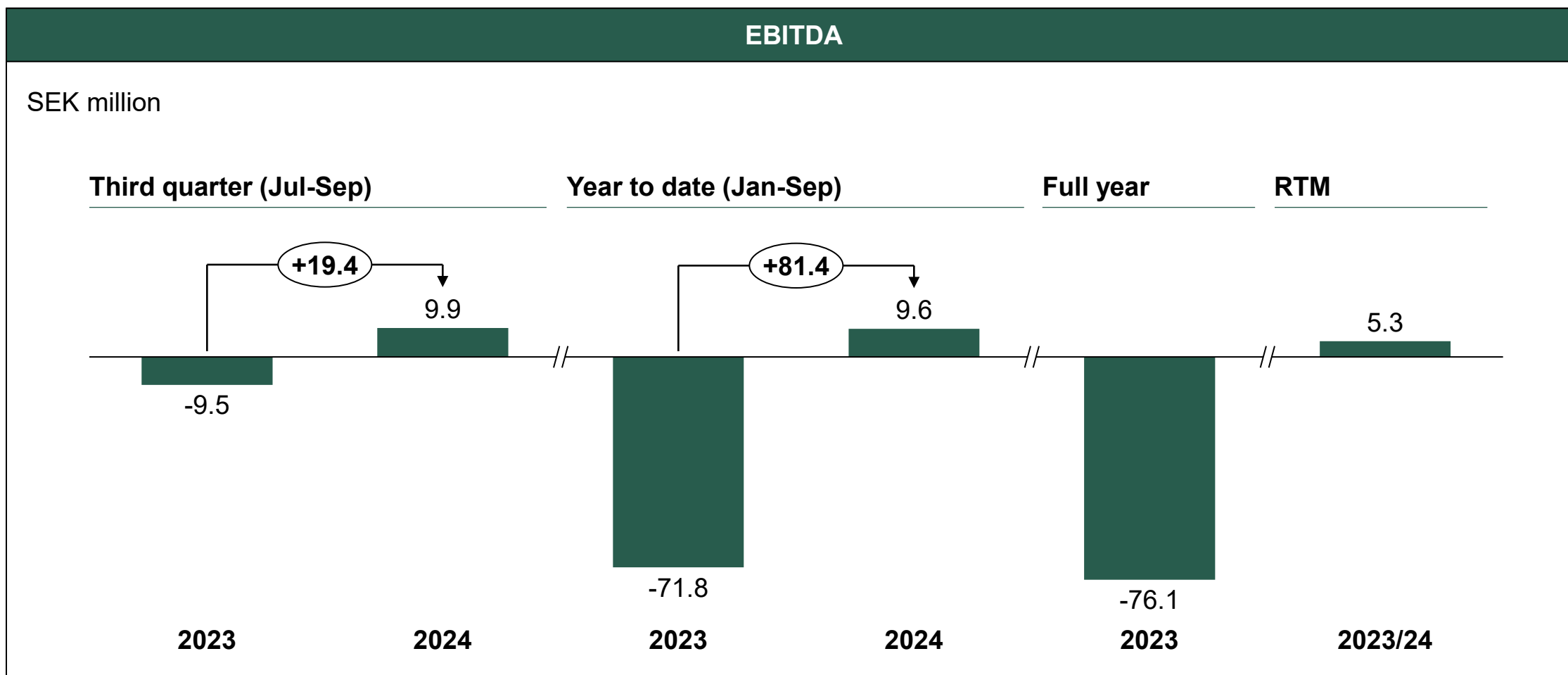


Net sales grew 48% in Q3 and 23% YTD, driven by solid growth in license revenues





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





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**



A portrait of Doctor Richard Kuntz, a middle-aged man with grey hair and glasses, wearing a dark suit jacket over a white collared shirt. He is looking directly at the camera with a slight smile. The background is blurred.

*The most promising
aspect of healthcare
going forward is
prevention, period.*

Doctor Richard Kuntz
BACTIGUARD BOARD MEMBER



Q&A

“to champion a healthier world
by preventing infections”