

Bactiguard[®]

Q1 report 2023 presentation

Thursday April 27, 2023

Anders Göransson, CEO

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Prevention, HAI and AMR gaining awareness and attention



World Health Organization

Draft of “People-centred framework for addressing antimicrobial resistance in the human health sector” – **prevention one of four key pillars**



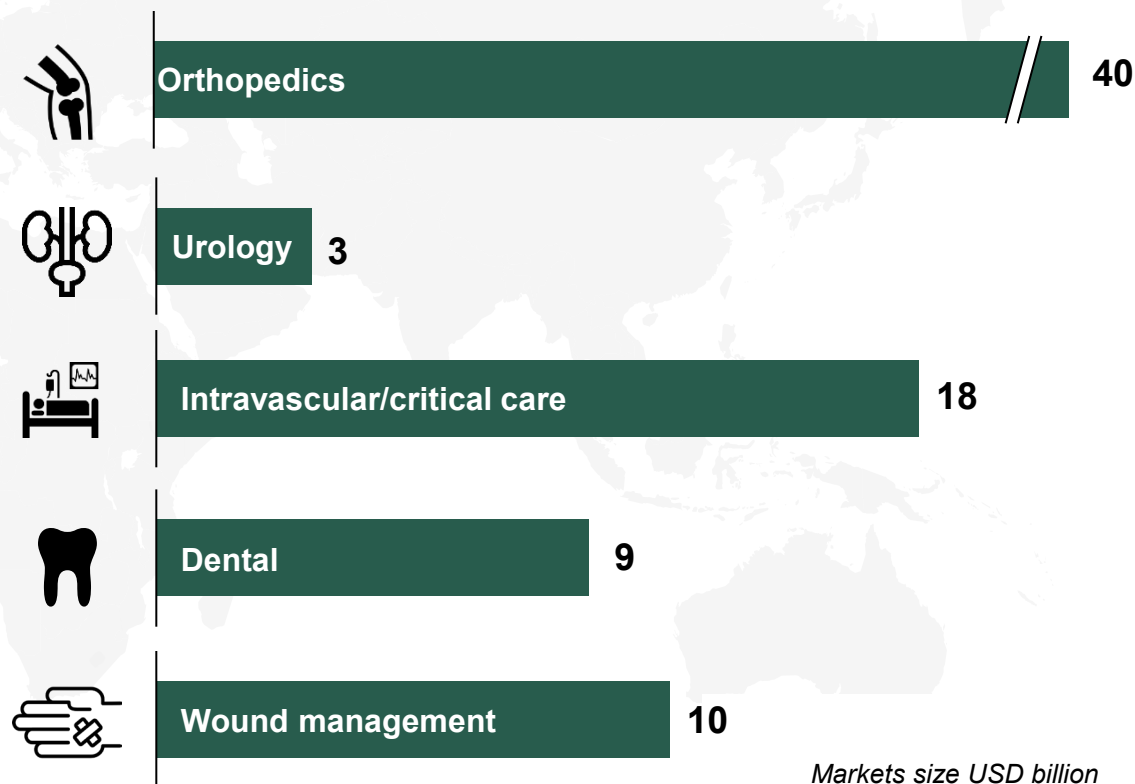
Opportunities behind critical global healthcare trends

Vision: to champion a healthier world by preventing infections

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





Q1 2023: Continued focus on growth and transformation





Financials Q1 2023 (Q1 2022) and key events

Continued focus on growth and transformation

Revenues	EBITDA	Net Loss	Operating cash flow
61 (55) MSEK	-6.6 (-4.0) MSEK	-22.1 (-16.5) MSEK	-8.8 (-12.9) MSEK

Key events

- **Mikael Sander** appointed **Head of Bactiguard Product Portfolio BIP**, joins Bactiguard's management team
- **ZNN Bactiguard** regulatory approval in **Japan** (April)
- Bactiguard **Wound Care** launched in the **UK and Ireland** (March)
- First **MDR approval** obtained (January)



Financial overview

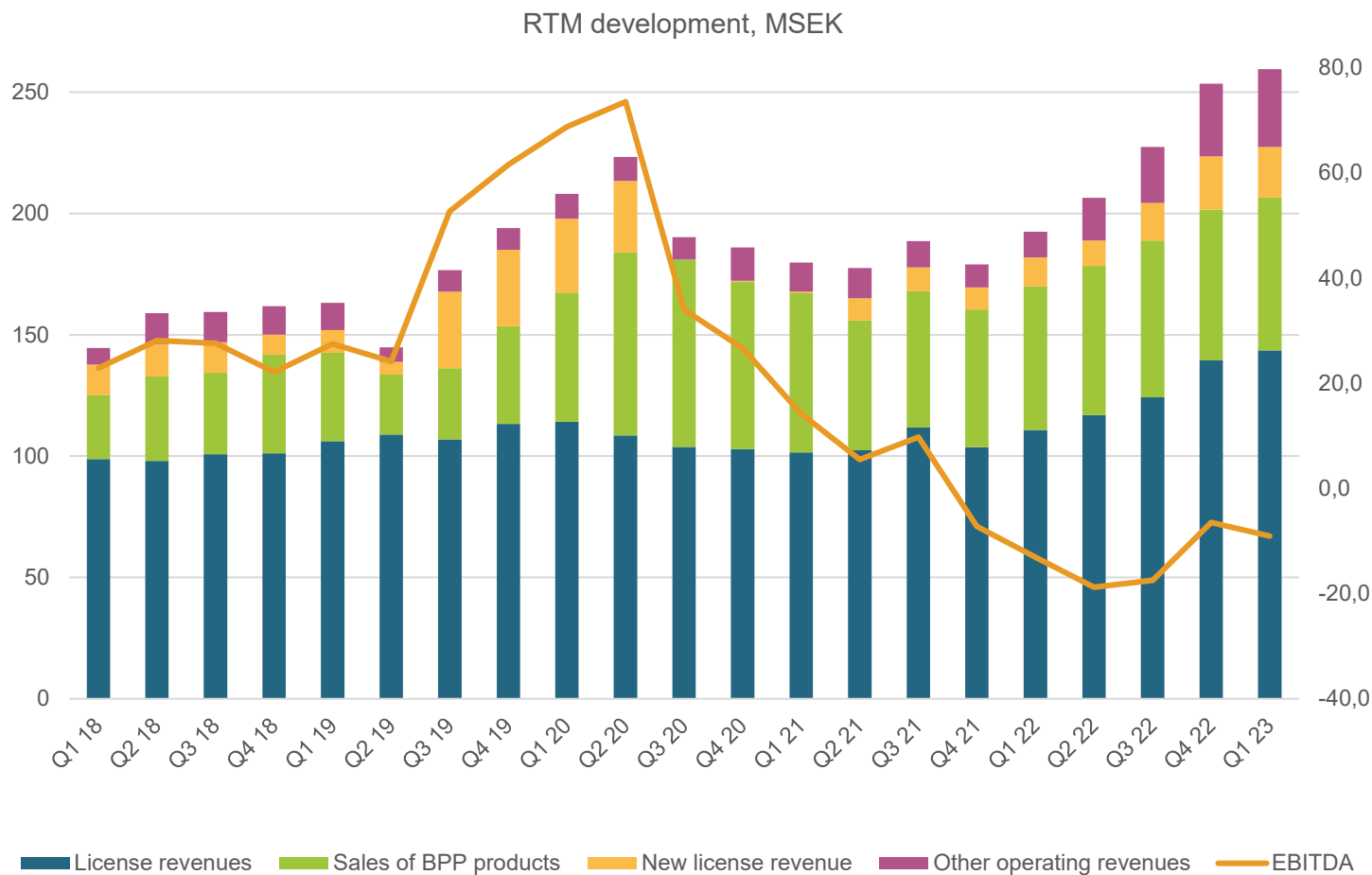
Amounts in TSEK	2023	2022
	Jan-March	Jan-March
Total revenues	61.2	55.2
- License	39.4	36.4
- BPP	16.3	15.4
EBITDA	-6.6	-4.0
EBITDA margin %	-10.8%	-7.2%
Depreciations	-12.1	-12.6
Net loss	-22.1	-16.5
Operating cashflow	-8.8	-12.9

- **Total revenue increase of 11%**
 - License 8%
 - 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



Q1 2023 highlights – License business

License	New licenses
<p data-bbox="300 521 919 711">Revenues Q1 2023 36.3 (31.2) MSEK +16%*</p>  <ul data-bbox="229 911 937 1078" style="list-style-type: none">• Largest license partner• Five consecutive quarters very strong revenues• Adjustment expected	<p data-bbox="1454 521 2074 711">Revenues Q1 2023 3.1 (5.2) MSEK -40%*</p> <div data-bbox="1133 763 1668 1013"><p>ZIMMER BIOMET Orthopedics (trauma)</p><ul style="list-style-type: none">• Progressing according to plan• ZNN Bactiguard regulatory approval in Japan</div> <div data-bbox="1745 763 2305 978"><p>ZIMMER BIOMET Orthopedics (broader portfolio)</p><ul style="list-style-type: none">• Progressing according to plan, moving into next phase</div> <div data-bbox="1770 1013 2369 1206"><p>Dentsply Sirona</p><ul style="list-style-type: none">• Progressing – development phase longer than estimated</div>



Q1 2023 highlights – Bactiguard product portfolio

Mikael Sander new Head of Bactiguard Product Portfolio

- Focus on operational excellence and increased profitability



Sales increase by modest 6%

- Good momentum in the Nordics and India

Bactiguard Wound Care launched in UK and Ireland

First MDR product approval received early 2023 – milestone for Bactiguard as a firm!

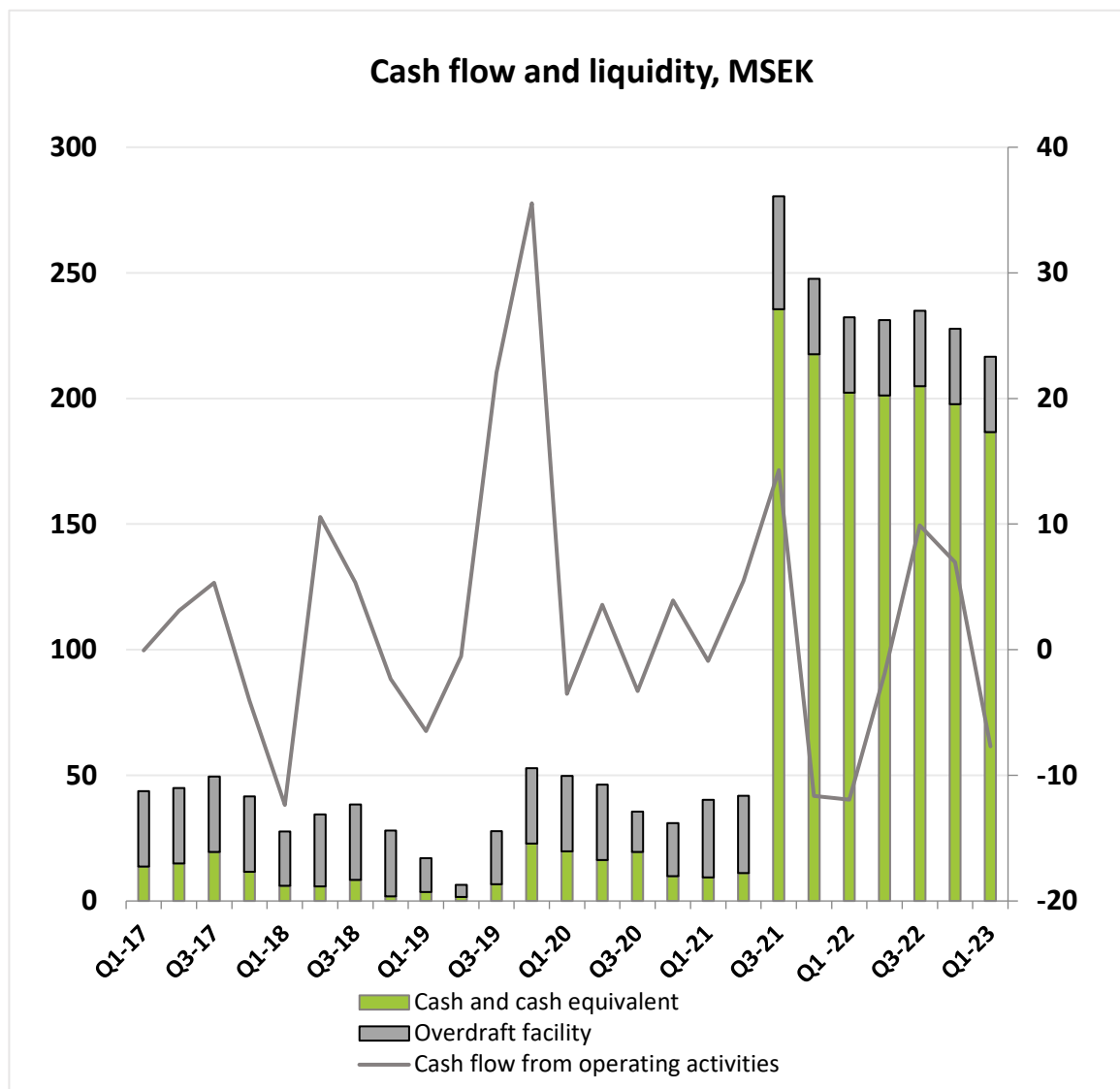
BACTIGUARD PRODUCT PORTFOLIO (BPP)

Revenues Q1 2023
16.3 (15.4) MSEK
+6%*





Operating cash flow and liquidity



- **Strong financial position enabling investments to drive growth**
- Available liquidity incl. overdraft facility 217 (232) MSEK
- Cash flow from operating activities Q1 -7.7 (-11.9) MSEK



Key priorities 2023

Continued 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**



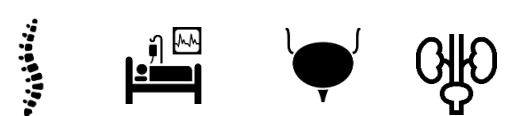
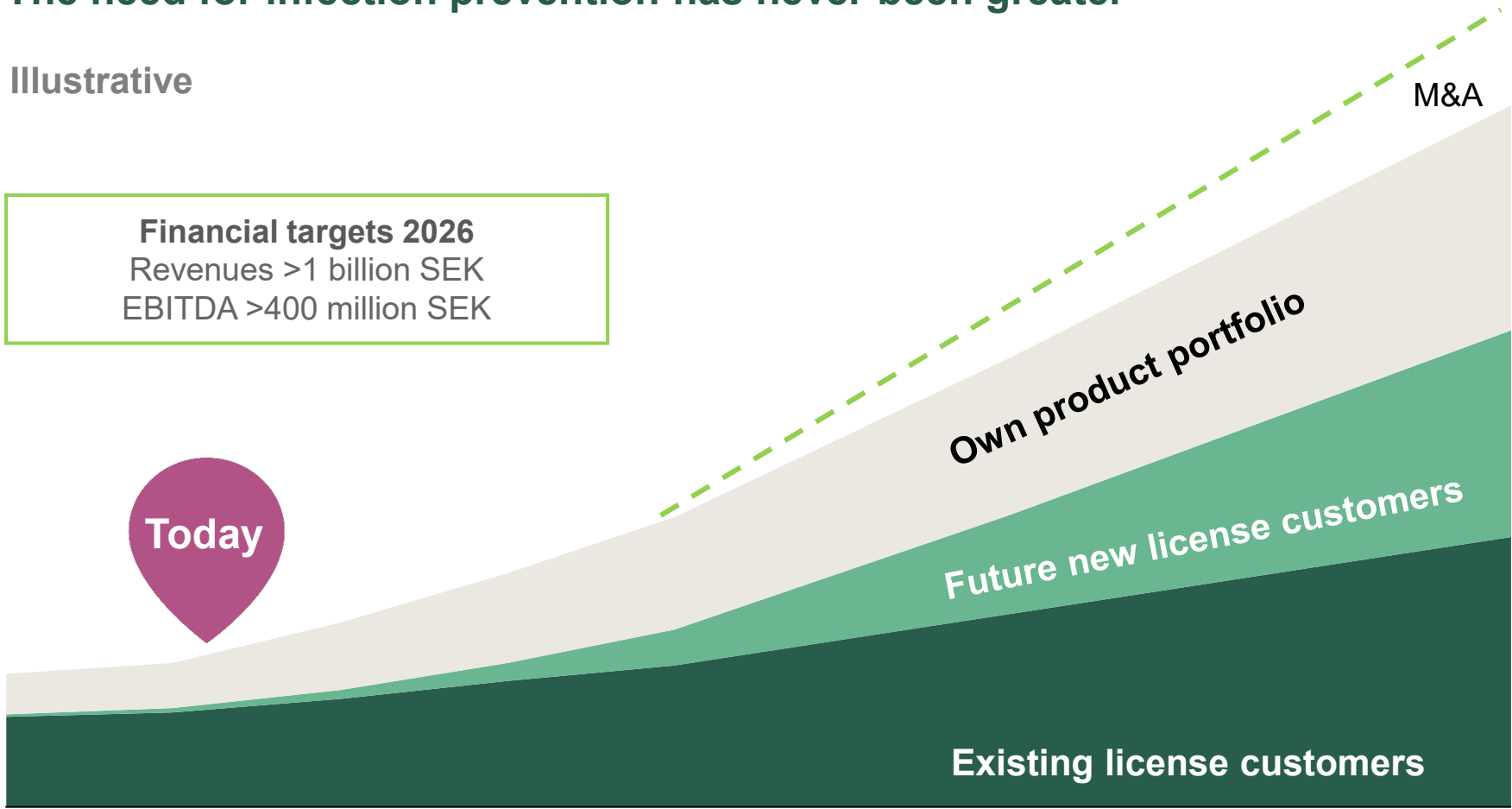


Drivers to deliver growth and profitability

The need for infection prevention has never been greater

Illustrative

Financial targets 2026
 Revenues >1 billion SEK
 EBITDA >400 million SEK



Dentsply Sirona*

ZIMMER BIOMET
Orthopedics (broader portfolio)

wellead BD
 ZIMMER BIOMET
Orthopedics (trauma)



Q&A

“to champion a healthier world
by preventing infections



Questions & Answers



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