

# Bactiguard<sup>®</sup>

## Pareto Securities' Healthcare Conference 2021

2 September, 2021

Cecilia Edström, CEO



# Bactiguard at a glance – setting new standards of care for infection prevention



Unique technology for infection prevention



License agreements and proprietary product portfolio



ZIMMER BIOMET

Partnering with global market leaders



~6.2 BSEK

Listed on Nasdaq Stockholm, Mid Cap segment



45+ countries

Global coverage direct or via partners



Sales +20%  
EBITDA +30%

5-year Financial targets



~200

Employees worldwide



Production capability

3 facilities in Malaysia and Sweden



# Hospital acquired infections

## European market data

Hospital acquired infections  
**3.2 million cases<sup>1</sup>**  
**16 million extra hospital days<sup>2</sup>**

Annual HAI related cost of hospital stays  
**7 billion Euro<sup>2</sup>**

**65% of HAI cases related to biofilm**  
**30% infection rate in orthopedic trauma**  
**80% in open fracture cases<sup>3,4,5</sup>**



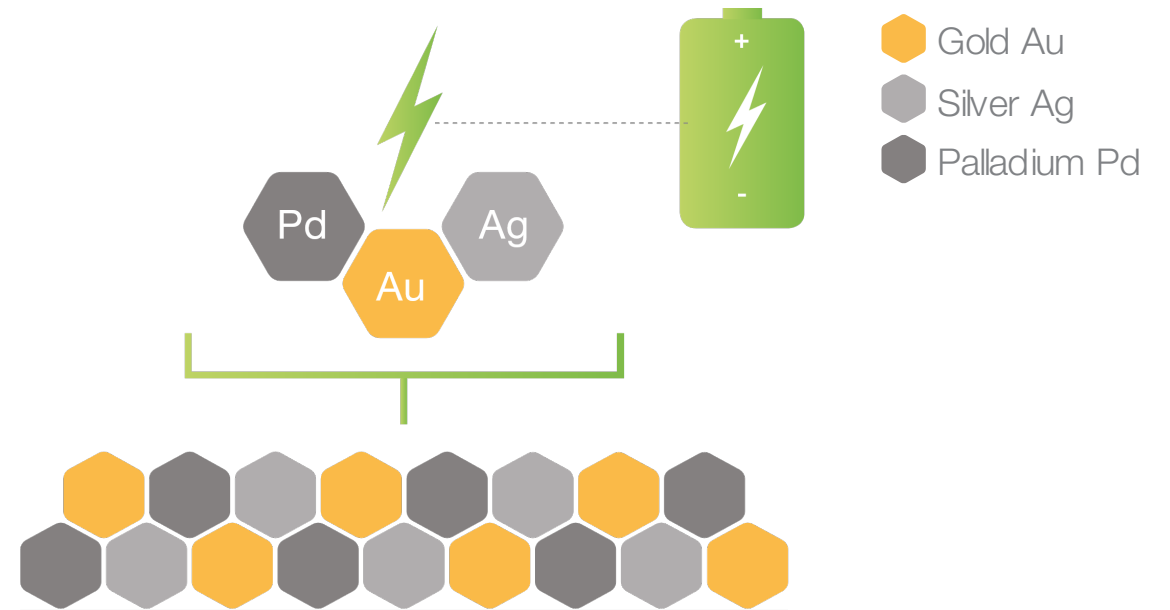
1. World Health Organization. Prevention of hospital-acquired infections. <https://www.who.int/csr/resources/publications/whocdscreph200212.pdf>, 2021.
2. World Health Organization. Report on the burden of endemic health care-associated infections worldwide. ISBN 978 92 4 150150 7, 2011.
3. European Centre for Disease prevention and control. Economic evaluations of interventions to prevent healthcare-associated infections. Literature review. Stockholm: ECDC; 2017.
4. Henandez-Vaquero, D.et al. Treatment of periprosthetic infections: an economic analysis. Scientific World Journal. 2013:821650, 2013.
5. Kai-Larsen, Ylva. Clinical evaluation report Bactiguard Implants. Vigilenz,



# The Bactiguard<sup>®</sup> technology

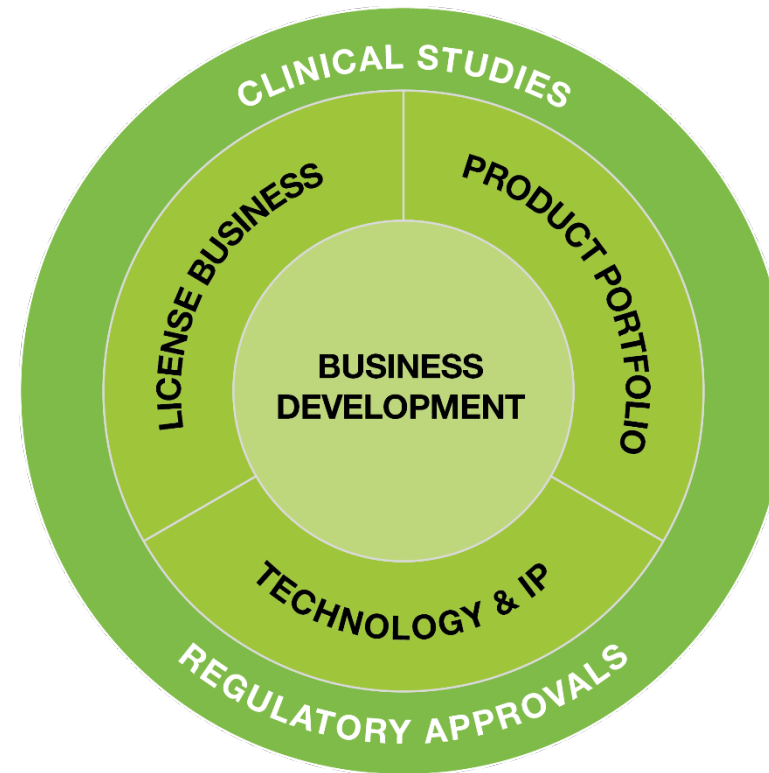
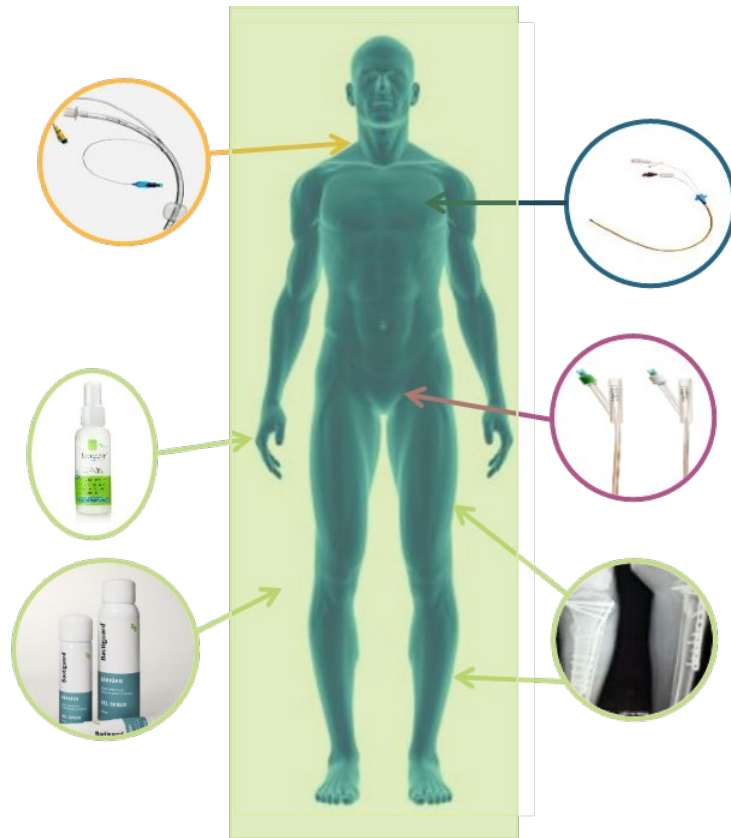
Effective, safe and well protected

- Coating of noble metals
- Galvanic effect when in contact with fluids
- Prevents microbial adhesion (gram positive/negative bacteria and fungi)
- Non-releasing and long lasting
- Effective and safe
- Strong IP protection



# Product portfolio and business model

Addressing need for infection prevention and generating synergies



# Continuously strengthening clinical evidence

## Competitive advantage and barrier to entry

- **>200 million** Bactiguard coated catheters used
- **No reported adverse events** associated with the coating
- **Over 40 clinical studies** including more than 100,000 patients
- **42%** weighted average reduction of symptomatic CAUTI, in some studies over **90%**
- **52%** reduction of catheter related blood infections and indications for decreased risk of thrombosis
- **67%** reduction of ventilator associated pneumonia
- Several completed studies soon to be published, including orthopaedic trauma implants and endotracheal tubes.
- Competitive advantage as European regulatory requirements increase

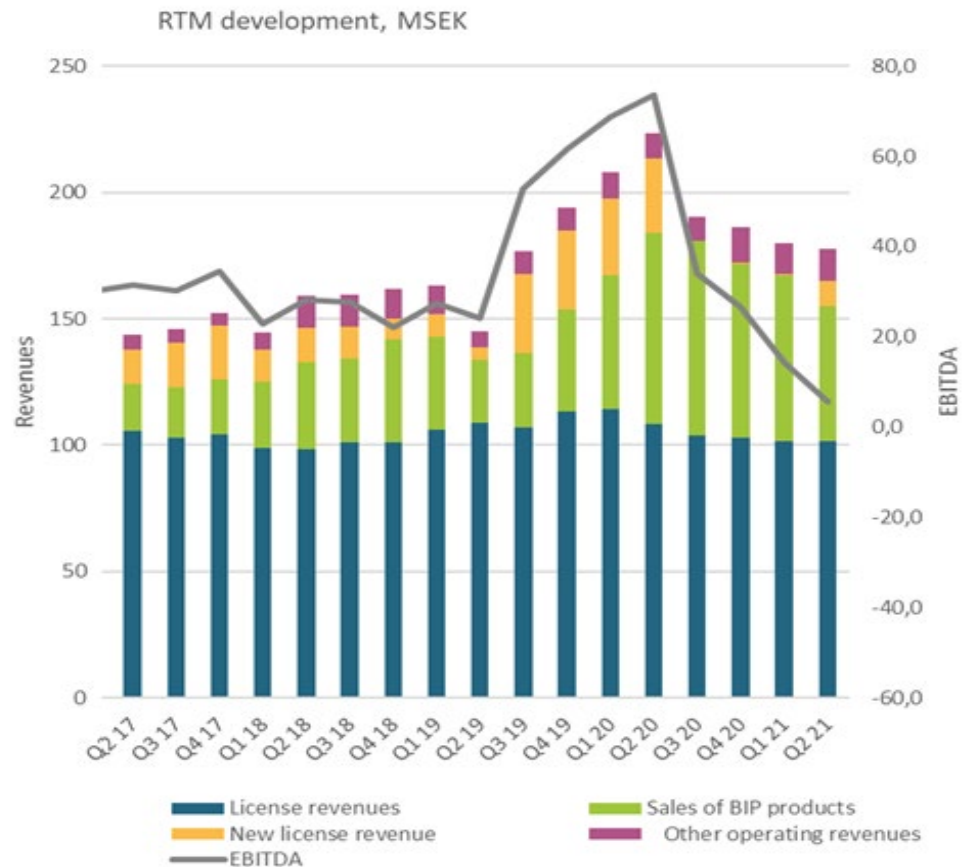


# Recent developments



# Financial developments

COVID-19 continues to impact the business



- Stable recurring BD license revenues
- License revenues from Zimmer Biomet will increase gradually
- Growing BIP revenues
- New products added and new partnerships established
- New license revenues driven by new agreements – ambition to sign at least one new agreement per year
- 2021 EBITDA affected by Covid-19, revenue mix and currency effects, as well as increased investments in sales & marketing





# Looking ahead



# Strategic focus and value creation

## LICENSE BUSINESS

- Roll out of **ZNN Bactiguard** in EMEA, next step US and RoW
- Multi-center **clinical trials in long term applications** - KOL network
- **Expanding into new applications** – several interesting dialogues ongoing
- **Strengthening the team**

## BACTIGUARD PORTFOLIO

- Expanding the BIP portfolio, **new applications and market segments**
- **Enhancing our distribution model** for better access to end customers and KOLs
- Focus on generating recurring sales to **hospitals, homecare and veterinary care**
- Establishing **new strategic partnerships**; e.g schülke and Musti group

## BUSINESS ENABLERS

- Investing in training and marketing activities - digitalisation
- Clinical studies – barrier to entry under new regulatory framework



# Zimmer Biomet EMEA launch

Positioning of Bactiguard technology

YOU  
WOULDN'T  
DRIVE A CAR  
WITHOUT A  
SEATBELT

YOU  
WOULDN'T  
RIDE A BIKE  
WITHOUT A  
HELMET

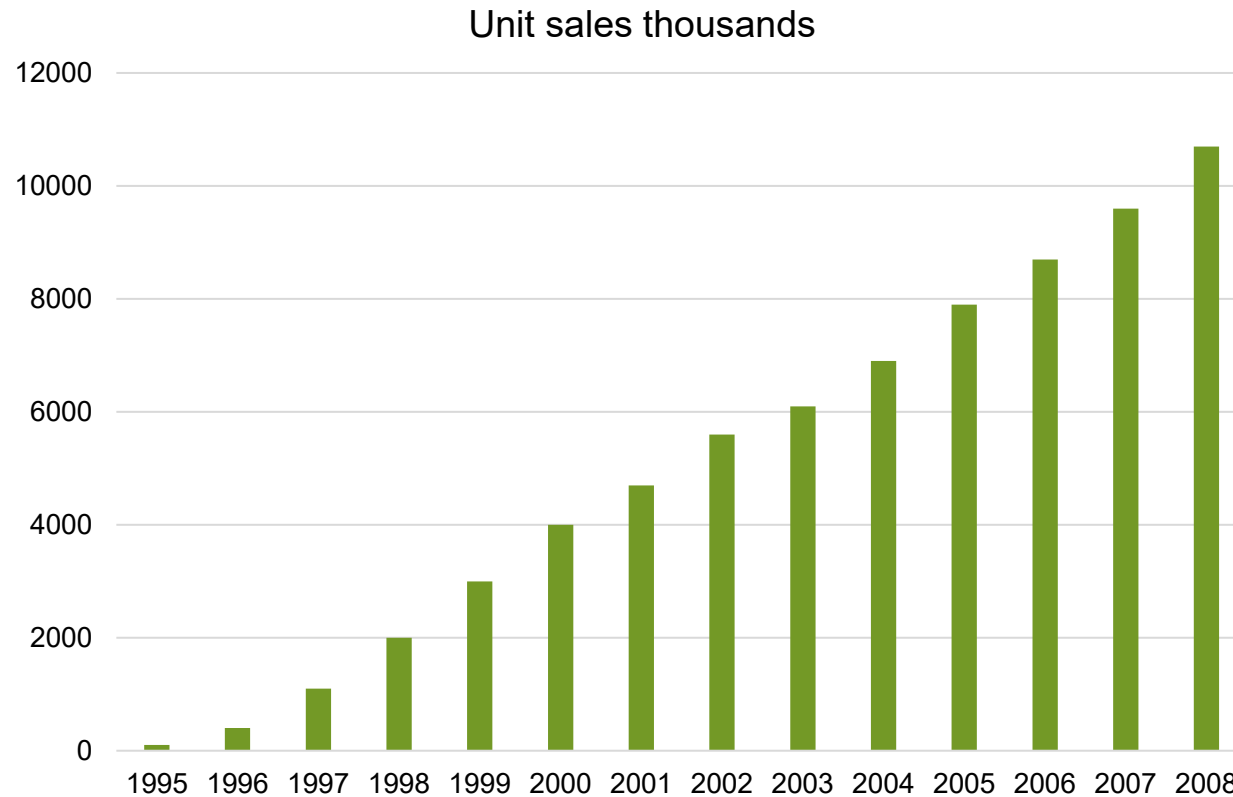
YOU  
WOULDN'T  
OPERATE  
WITHOUT A  
MASK?

SO WHY  
TAKE RISKS  
WITH  
INFECTION  
CONTROL?



# Bactiguard coating a game changer

The C.R Bard (BD) experience

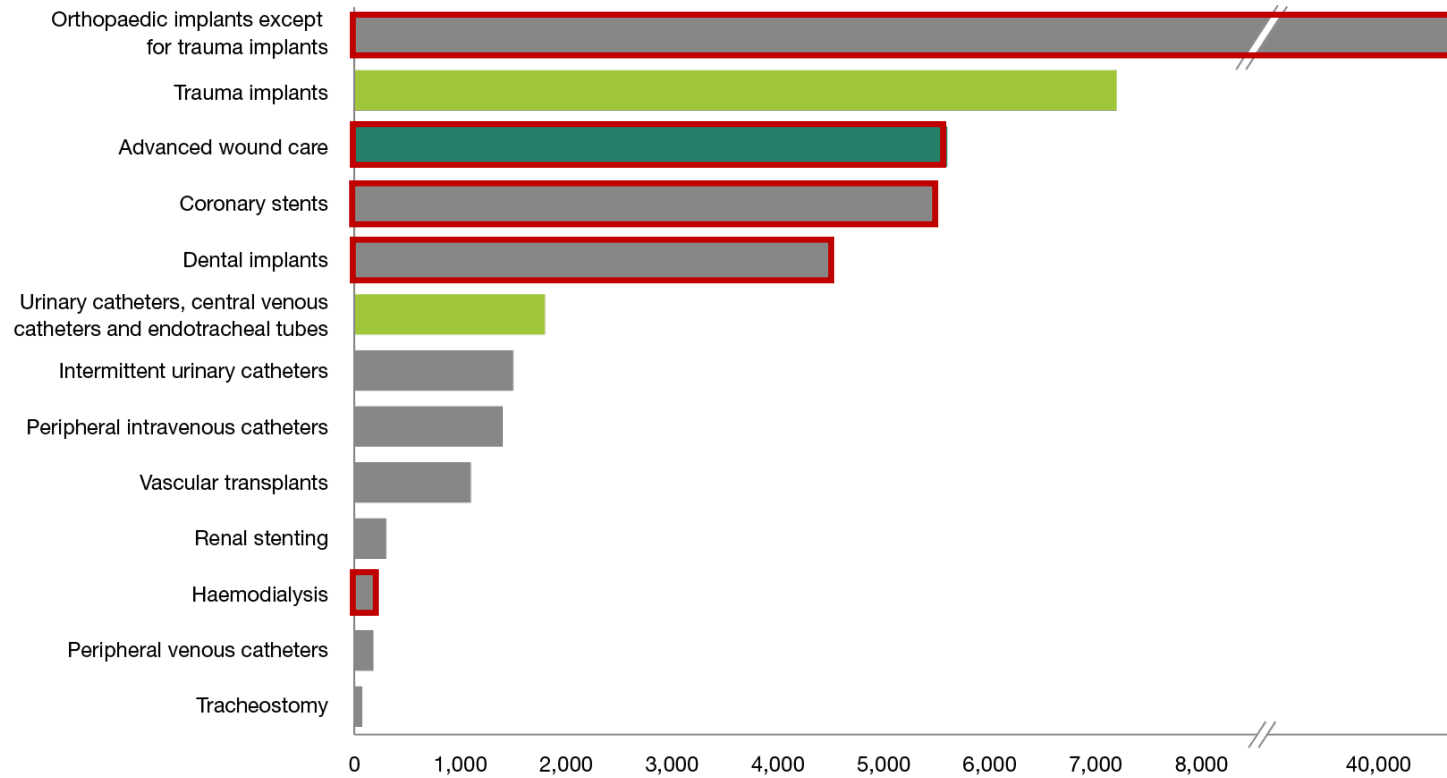


- Limited clinical evidence at launch - Bard introduced risk sharing model and **"money back guarantee"** to kick-start sales
- Strong volume growth over 15 years (**~40% market share**), thereafter stable volumes
- Bactiguard coated Foleys a **game changer** for CR Bard and **standard of care** in the US and Japan



# Major potential for growth in new applications

Global market 2017 USD million



■ Bactiguard's existing market segments

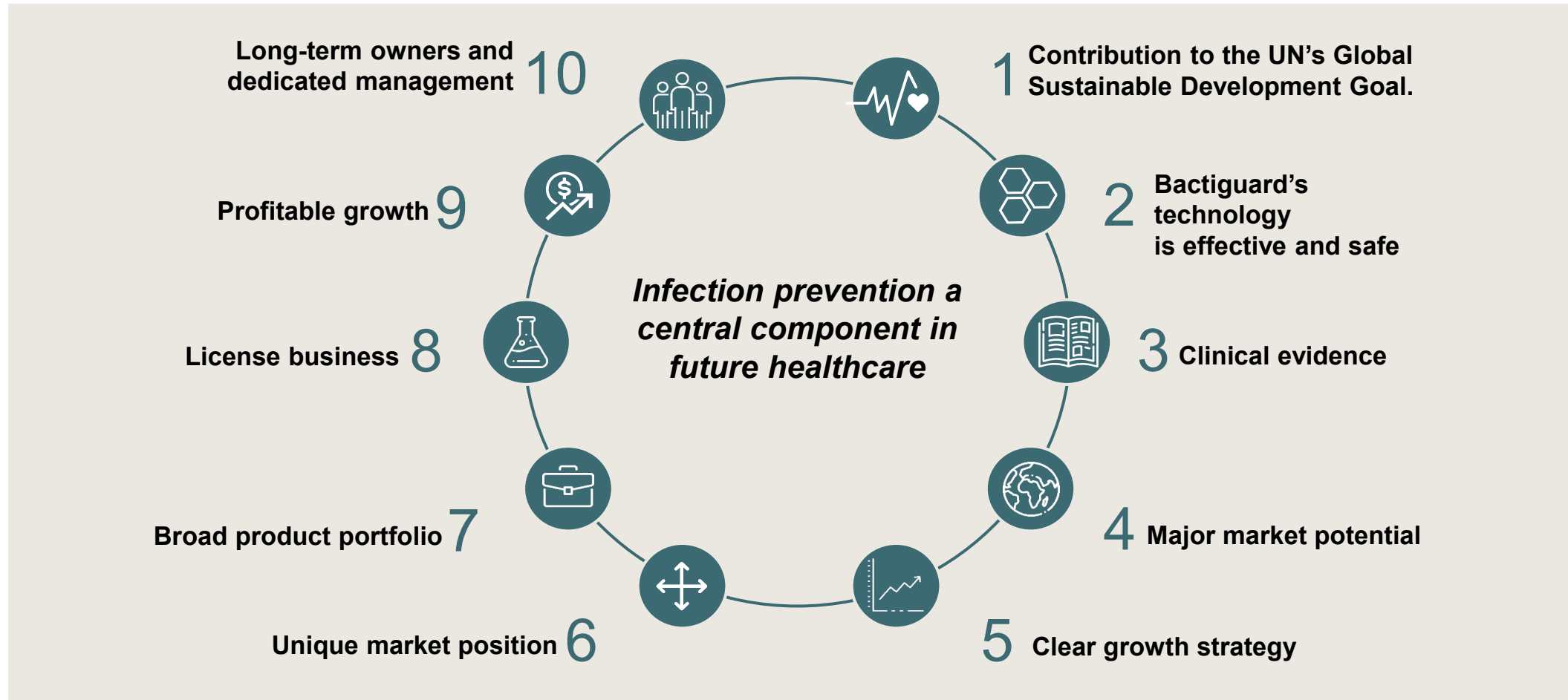
■ New market segment through the acquisition of Vigilenz Medical Devices

Source: The Orthopaedic Industry Annual Report 2019



# Bactiguard infection prevention – New standard of care

Ten reasons to invest in Bactiguard



Prevention is better than cure

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# Questions & Answers



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# Upcoming events and financial reports

**October 28, 2021**

- Q3, 2021



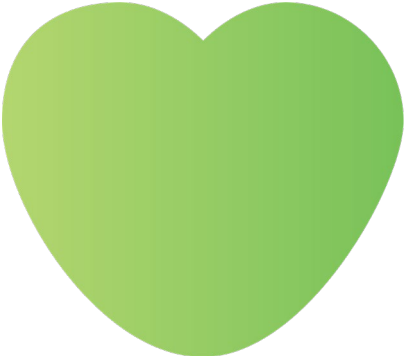
**Back-up**



# Bactiguard's vision

Establish a new standard of care for infection prevention

Save lives



Reduce cost



Reduce the use of antibiotics

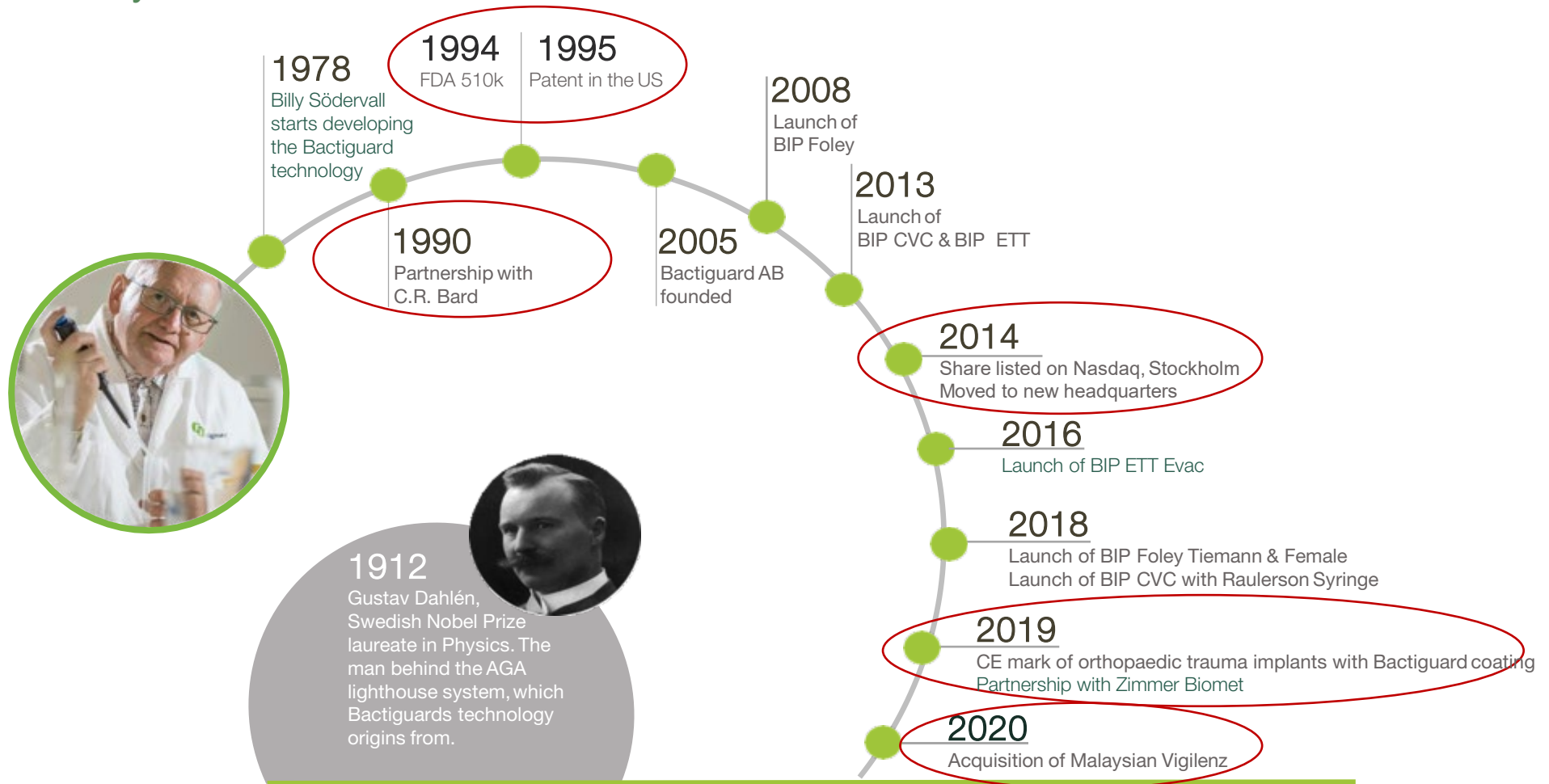


Prevent the spread of multi resistant bacteria



# Bactiguard

A Swedish history of Innovation



# Executive Management Team



Cecilia Edström, CEO



Stefan Grass, Chief Medical Officer (CMO)



Gabriella Björknert Caracciolo, CFO



Peter Rådqvist, Global Head of Sales



Sathish Subramaniam, COO



Petra Kaur Ljungman, CMCO



Carl Johan Fredin, Chief Licensing Officer



# Experienced Board of Directors



**Thomas von Koch**

*Chairman*

Co-founder and major shareholder of Bactiguard.

Deputy Managing Partner in EQT Partners AB



**Christian Kinch**

*Deputy Chairman*

Co-founder and major shareholder of Bactiguard.

Board member in Swecare, AB, Chairman of the Board of SWIB Holding AB



**Prof Anna Martling**

Dean Campus North and Research Group Leader, Karolinska Institutet (KI), Senior Consultant Surgeon, Karolinska University Hospital  
Board member of KI Cancer, StratCan and CIMED, Karolinska Institutet. Member of the Faculty Board KI.



**Jan Ståhlberg**

Founder and CEO of Trill Impact AB.

Board member of Trelleborg AB and ITB-Med AB.



**Cecilia Edström**

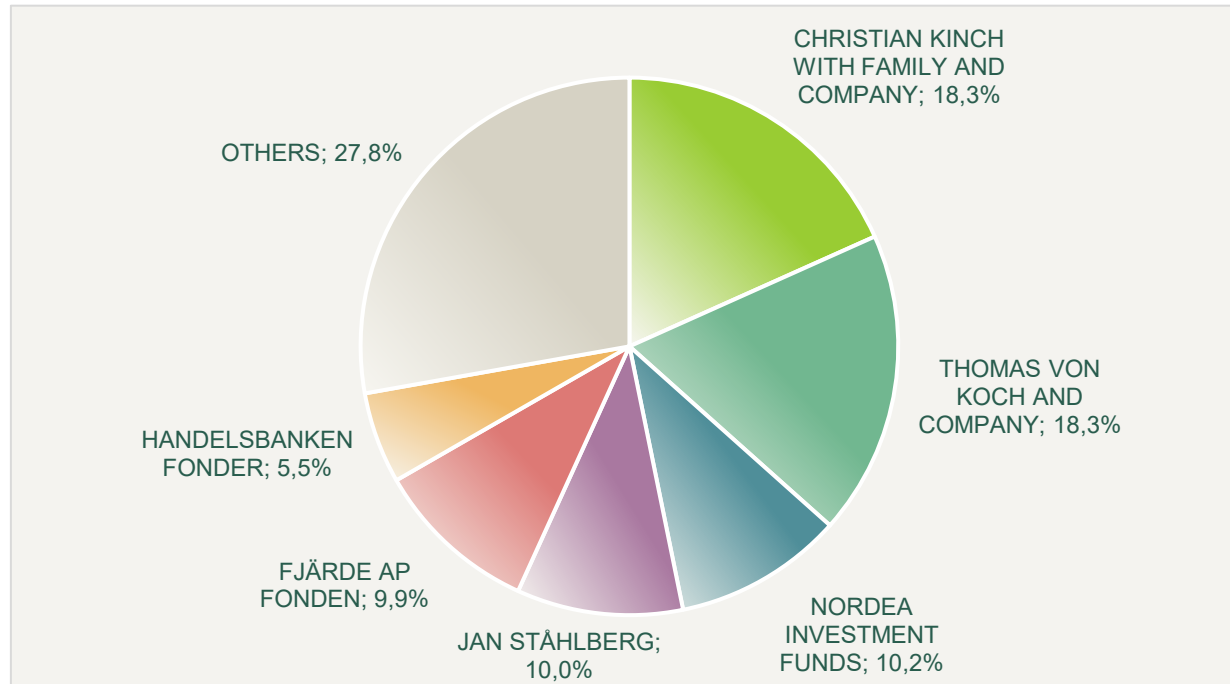
CEO of Bactiguard  
Different positions within SEB, leading positions in Scania AB and TeliaSonera AB.

Board member of A3P Biomedical AB.



# Shareholder base

## Share of capital

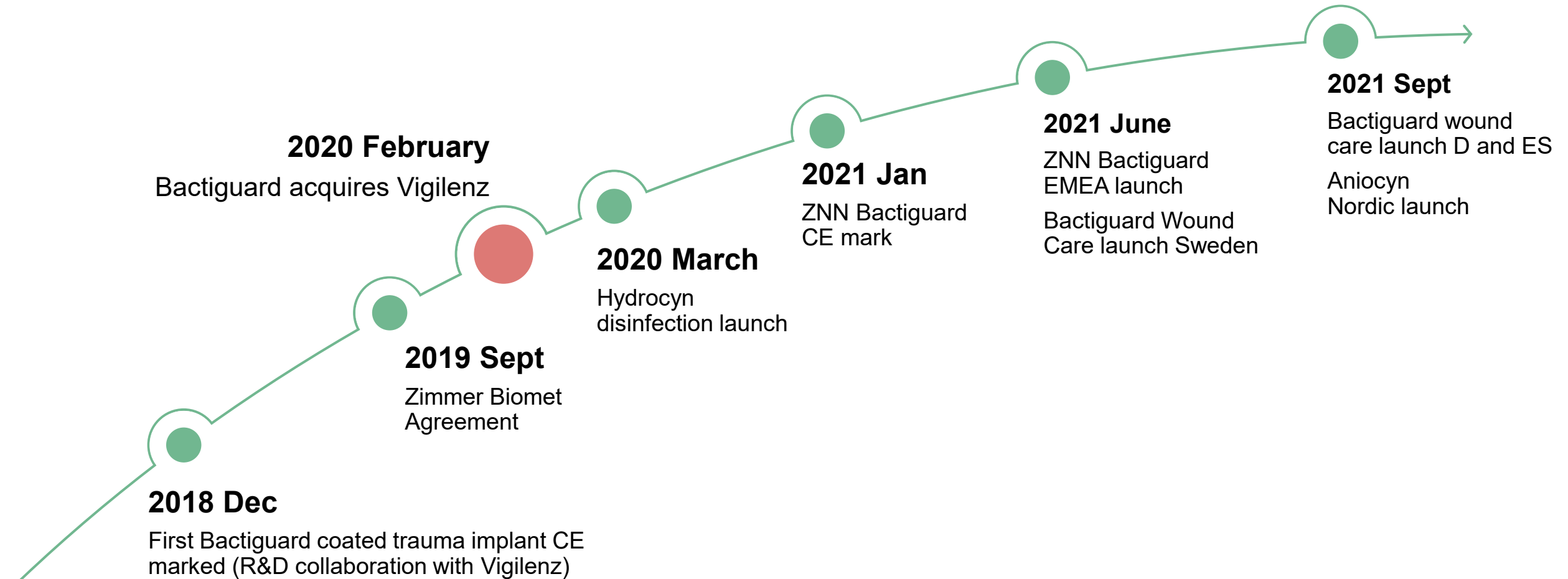


SHAREHOLDERS	% OF CAPITAL	% OF VOTES
Christian Kinch with family and company	18,3 %	34,7 %
Thomas von Koch and company	18,3 %	34,7 %
Nordea Investment Funds	10,2 %	4,9 %
Jan Ståhlberg	10,0 %	4,8 %
Fjärde AP fonden	9,9 %	4,8 %
Handelsbanken Fonder	5,5 %	2,6 %

Source: Cision/Euroclear, 30 July 2021

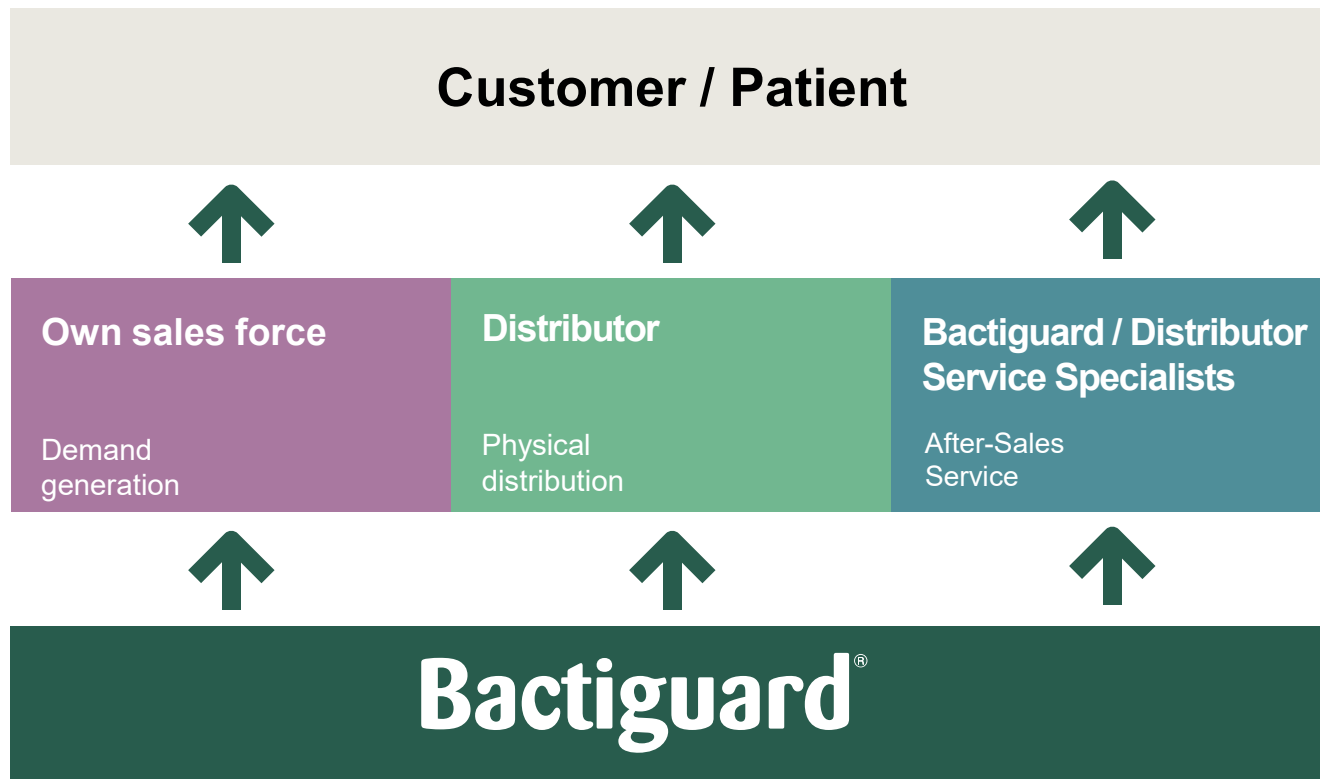


# Acquisition paving the way for business development





# Developing a hybrid distribution model

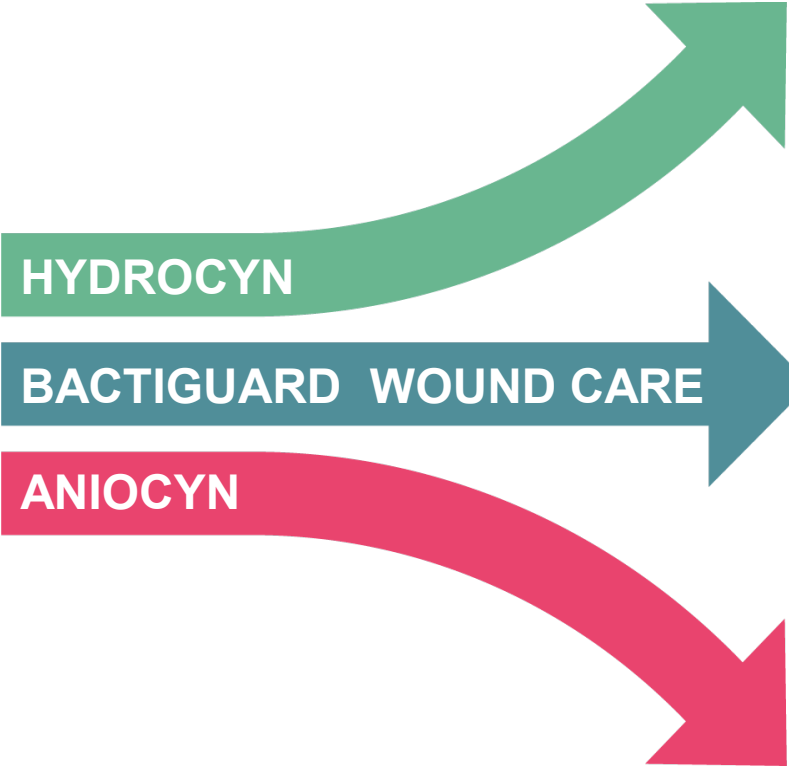


- Developing our distribution model
- Broader product portfolio for infection prevention
- Capitalise on the increasing need for infection prevention
- Investment in sales & marketing
- Positive effects from the investments in the Nordics
- Well positioned for bounce back



# Expanding portfolio for infection prevention

Hypochlorous acid



**DISINFECTION**



**WOUND CARE**



**VETERINARY CARE**



# Business highlights - second quarter 2021

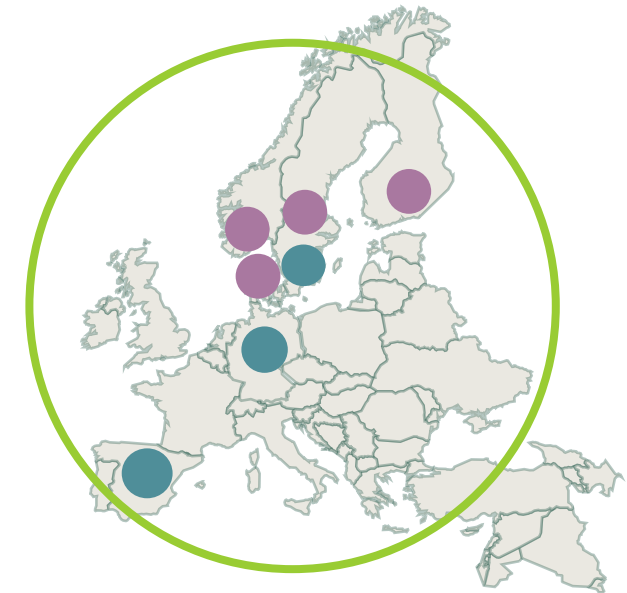
Major breakthrough with Zimmer Biomet and new partnerships for wound care

## LICENSE BUSINESS

- CE-mark for orthopaedic trauma implants from Zimmer Biomet in January, production start in April
- Launch of **ZNN Bactiguard** in select EMEA markets in June
- Multi-center clinical studies initiated in several European countries

## BACTIGUARD PORTFOLIO

- New partnerships for Bactiguard Wound Care:
  - Apotek Hjärtat, Sweden
  - Farmaban, Spain
  - schülke, Germany
- Aniocyn - wound care for veterinary segment launched together with Musti Group in the Nordics



- ZNN Bactiguard launch
- Wound care, new partnerships
- Business dev Veterinary wound care

