

Bactiguard[®]

Introducing Bactiguard

**Berenberg Pan-European Discovery Conference –
15th - 16th June 2023 – Portugal**

Christian Kinch
Chairman of the Board

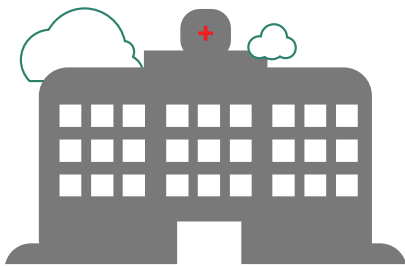
“preventing infections”





Hospital acquired infections

HAI frequency



1 in every 10 patients worldwide affected by hospital acquired infections



"HAI is the 3rd largest cause of death after cancer & cardiovascular disease!!!"



- >20 million infected
- >4,5 million deaths



Our time with ANTIBIOTICS is running out.

Antibiotics are in danger of losing their effectiveness. An entire generation will have grown up without them.

Always seek the advice of a healthcare professional before taking antibiotics.

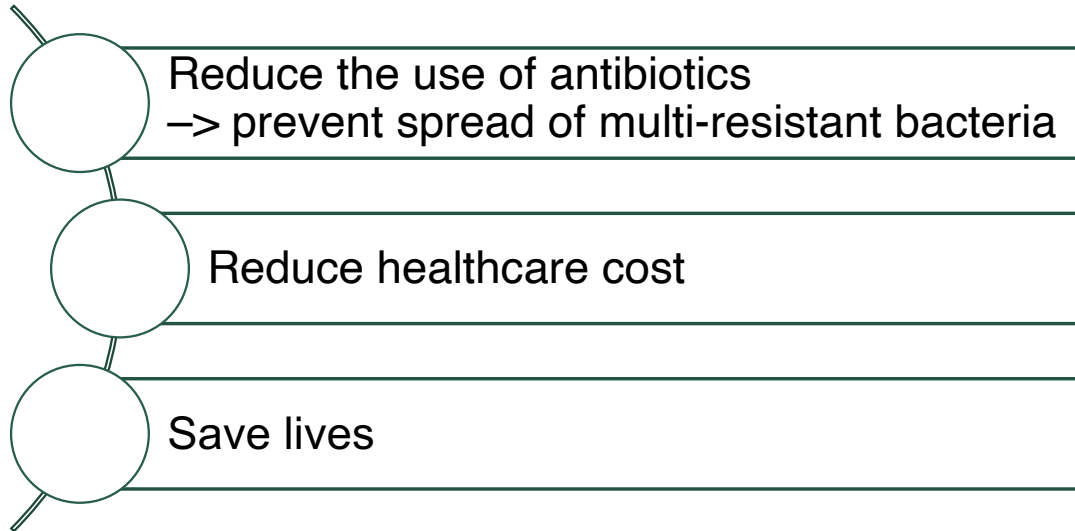


- >10 million annual deaths by 2050




Bactiguard

By getting out of bed every single day - Bactiguard:



A woman with blonde hair tied back, wearing a black long-sleeved athletic top and black leggings, is captured in profile as if running or jogging. She is positioned on the left side of the frame, with her right hand on her hip and her left arm in a running motion. The background is a plain, light blue wall.

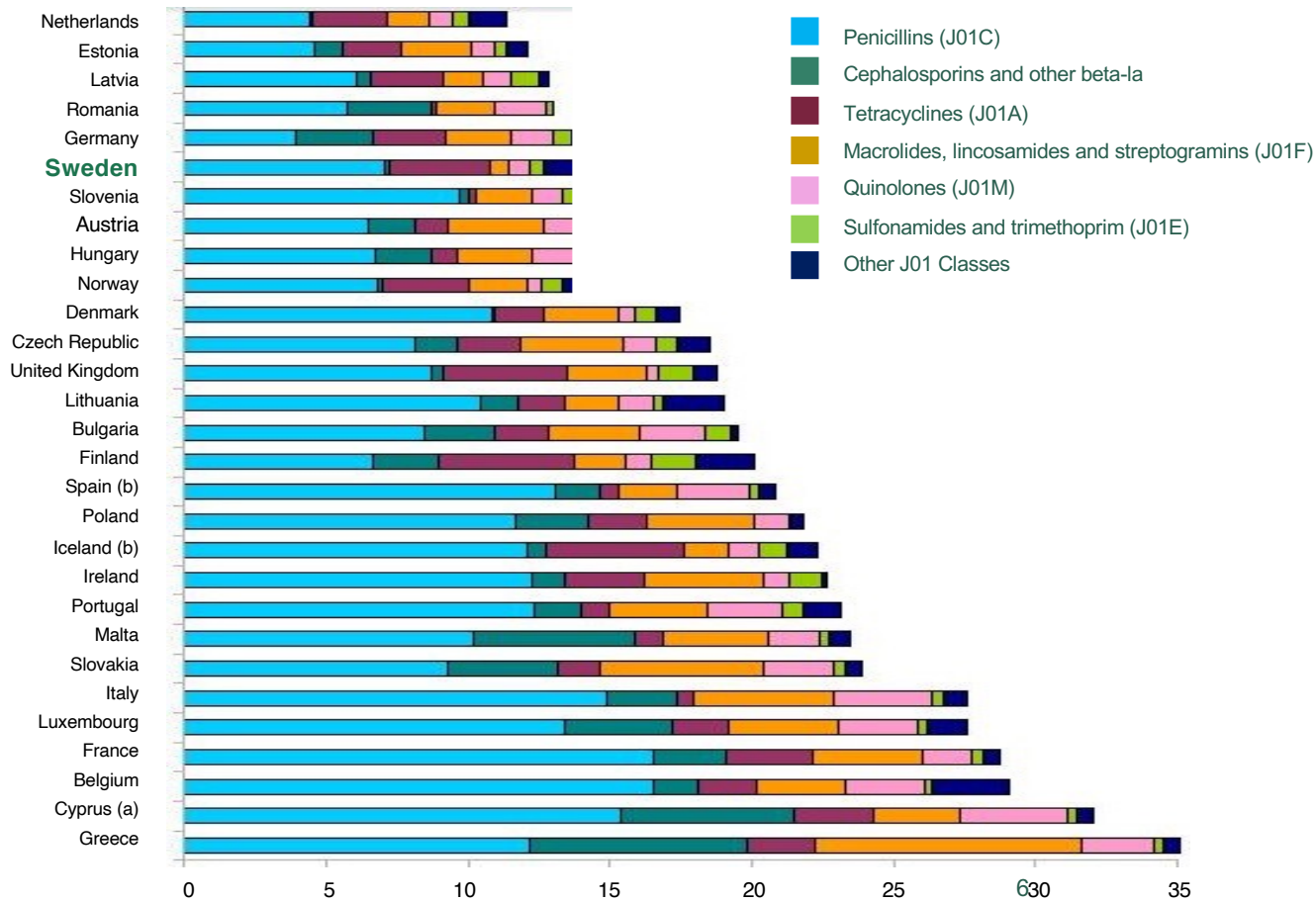
What does HAI look like
when getting personal?

A woman with blonde hair tied back is running from left to right against a white, textured wall. She is wearing a black long-sleeved athletic top and black shorts. She has prosthetic legs that are black and curved, resembling blades. She is also wearing grey knee-high socks. The background is a plain white wall with some minor imperfections. The overall scene is brightly lit, suggesting an outdoor or well-lit indoor environment.

We prevent 15 000
cases as Shahrzad's
every year



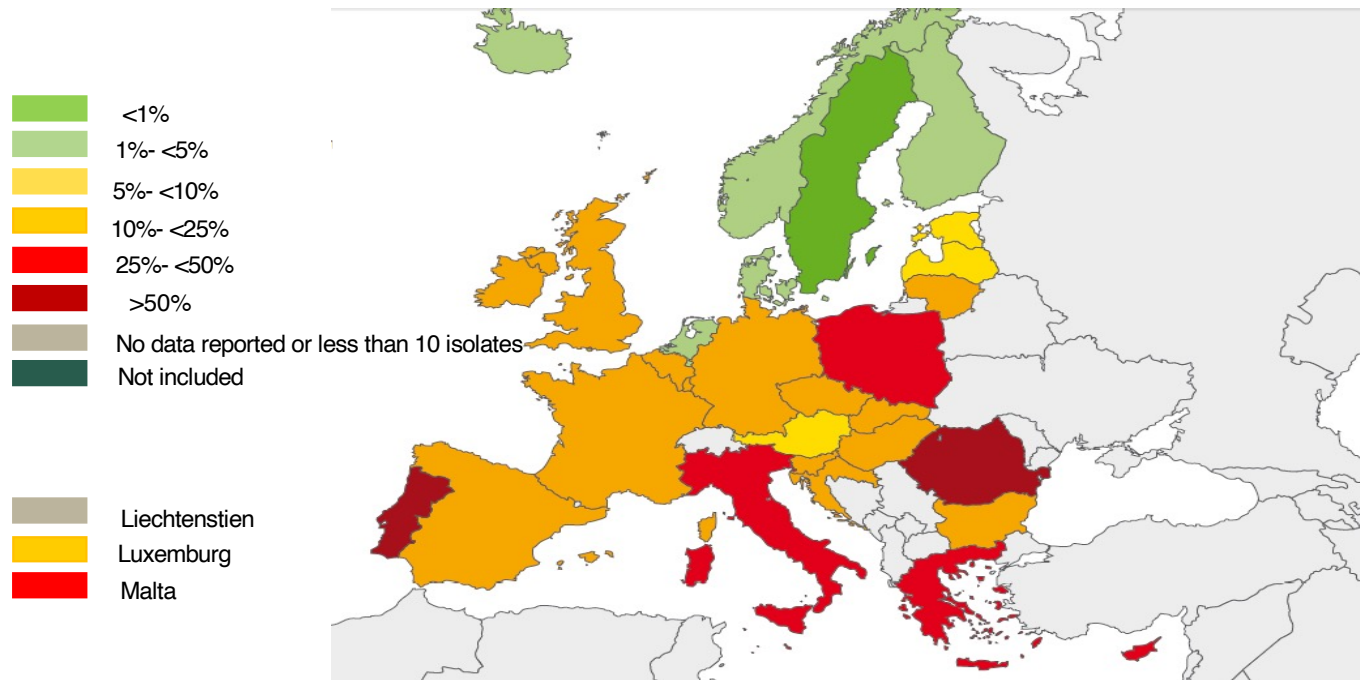
Antibiotic use in Europe



Source ECDC: Surveillance report 2011 on antimicrobial consumption in Europe



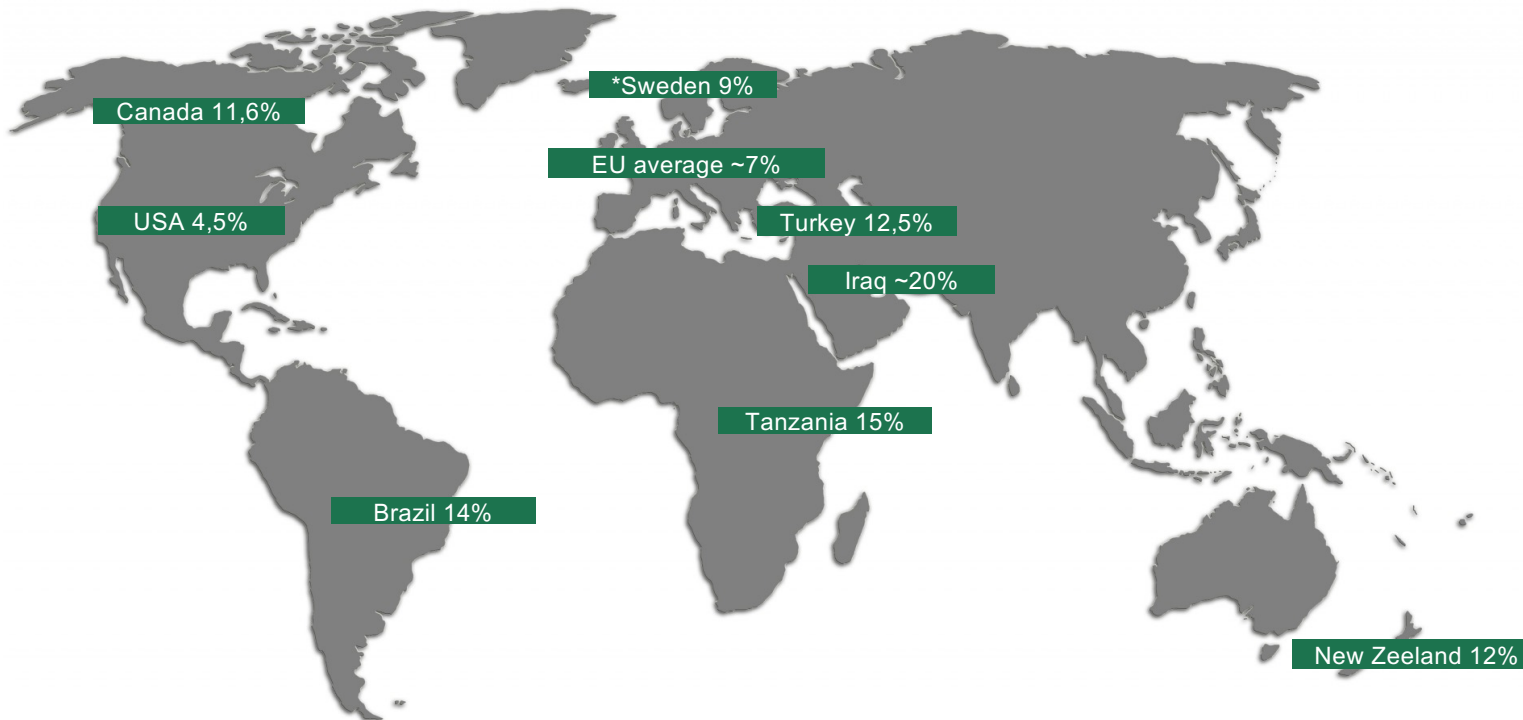
AMR in the EU





Prevalence of healthcare associated infections

The most frequent adverse event in the healthcare



Source: WHO/Patient Safety/Report on the Burden of Endemic Healthcare associated infection worldwide, 1995 – 2010
*The Swedish National Board of Health and Welfare/Report on Healthcare/Healthcare associated infections, 2014



Continuously strengthening clinical evidence

More applications and markets covered

- **>240 million patients treated with** Bactiguard coated catheters
- **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, and over **90%** in some studies
- **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

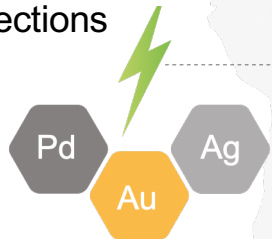




A global innovative medtech company with Swedish roots

Vision: to champion a healthier world by preventing infections

- **Effective, safe/biocompatible and user-friendly technology and solutions for infection prevention**
- **Clinical evidence, regulatory approvals and patents**
- **Unique technology to prevent infections**



- **License partnerships** with global leading medtech companies



- **Proprietary product portfolio** (coated catheters and trauma implants, wound care products and sutures)



- **Around 210 employees**
- **Production in Sweden and Malaysia**
- **Listed on Nasdaq Stockholm mid-cap**



Opportunities behind critical global healthcare trends

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

The issues

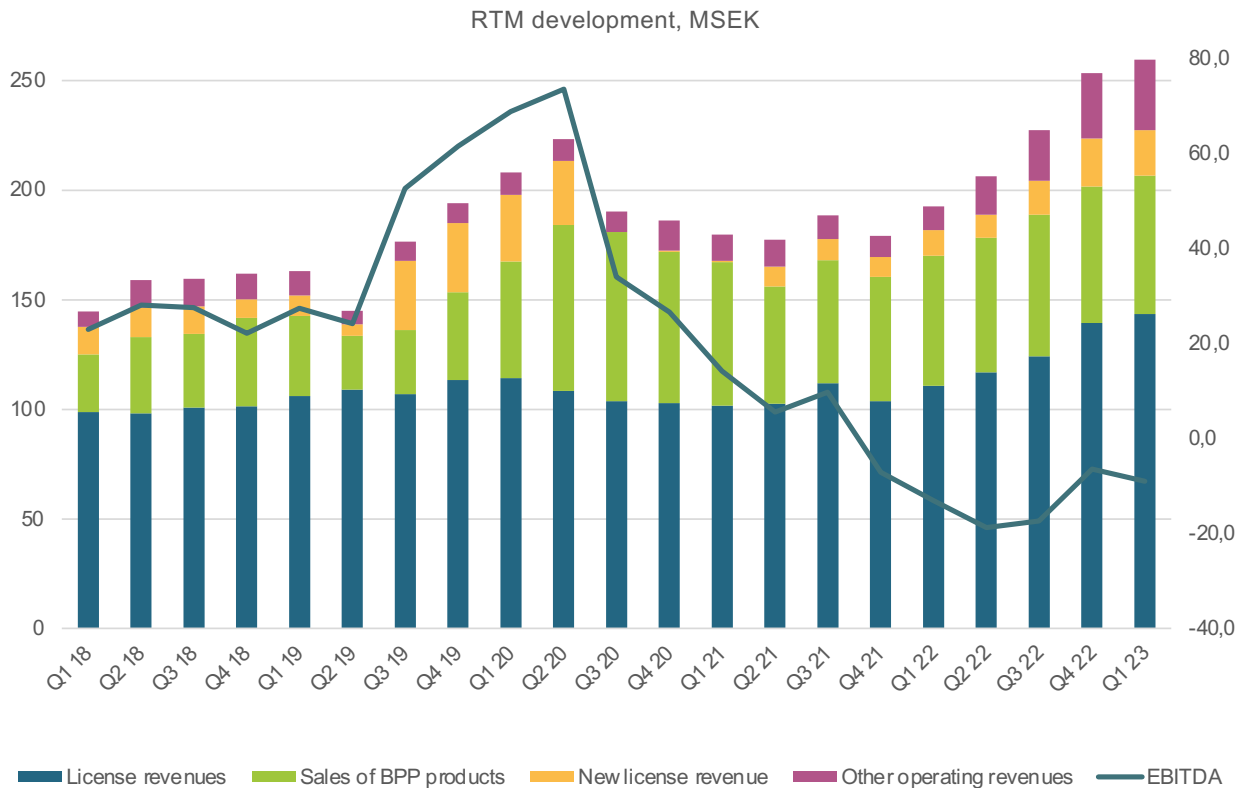
- Rise of infections, increased antibiotics use and **development of multi-resistant bacteria** a threat to global health and modern medicine
- **1 in 10 patients** worldwide affected by **healthcare associated infections**
- **Demographic development, ageing population** and increasing **lifestyle diseases**
- Strained **healthcare resources**

The USD 80bn market opportunity





Rolling 12-month revenues



Strong overall momentum – rolling 12-month revenues all-time high

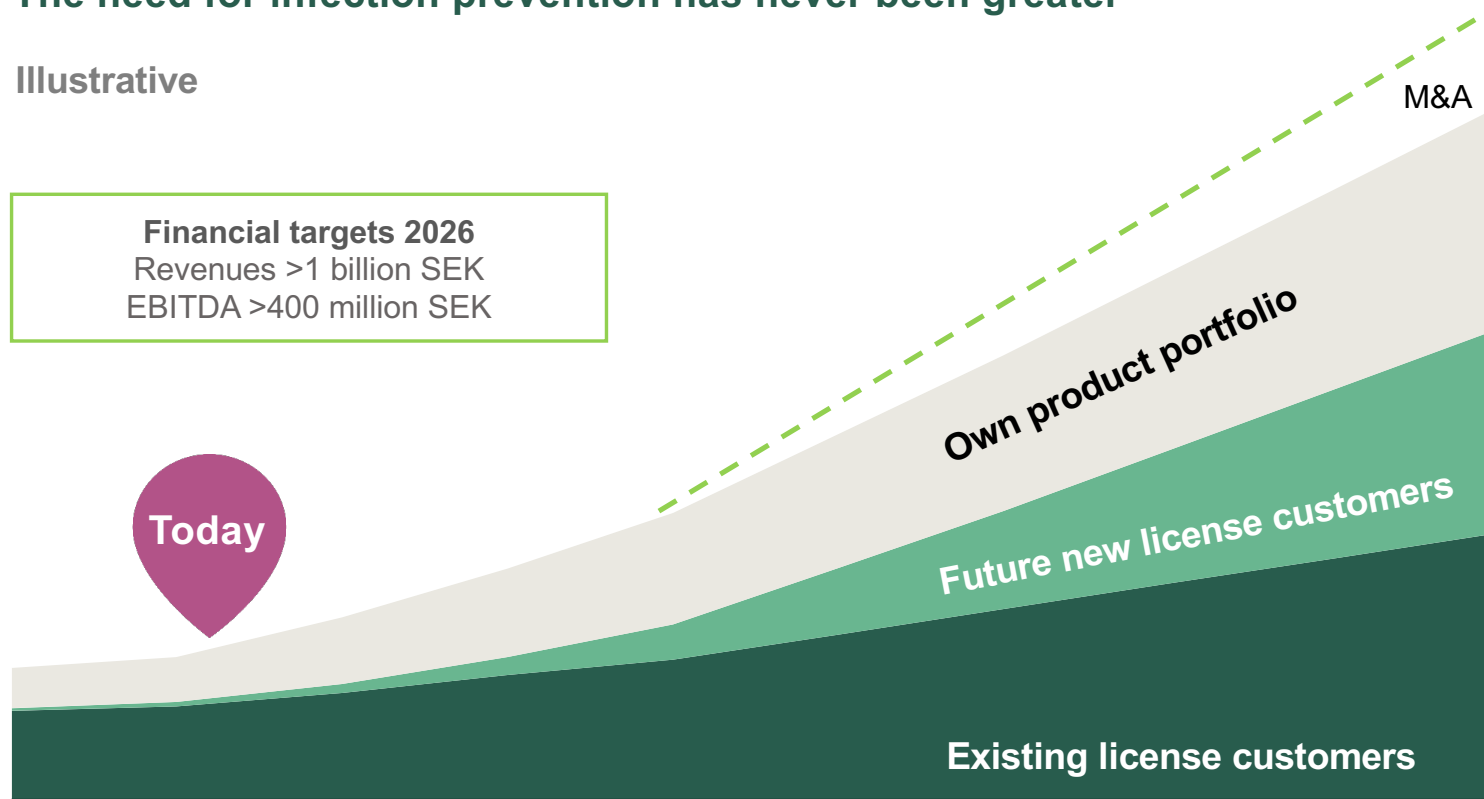
- **Blue bar license revenues** – key driver is BD and initial contributions from Zimmer Biomet (trauma)
- **Yellow bar new license revenues** – good momentum in both Zimmer Biomet (broader portfolio) and Dentsply Sirona
- **Revenues transform over time from blue to yellow** – long-term business
- **Green bar revenues** from BPP – last two quarters flat



Drivers to deliver growth and profitability

The need for infection prevention has never been greater

Illustrative





Key priorities 2023

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**





Why invest in Bactigard?

To champion a healthier world by preventing infections

- Part of **solving some serious global health challenges**
- **Major market potential** behind critical global healthcare trends
- **Effective, safe/biocompatible** and **user-friendly** solutions for preventing infections
- Focused **growth strategy** – 2026 financial targets of reaching revenues of **SEK >1bn** and **EBITDA of SEK >400m**
- **License partnership potential** and a **broad, proven product portfolio**
- **Long-term owners** and **strong management team**



A long-exposure photograph of a winding road at night. The road is illuminated by a bright, glowing light source, likely a car's headlights, creating a strong contrast with the dark surroundings. The road curves to the right, and a car is visible in the distance, driving away from the viewer. The background shows dark, silhouetted hills or mountains under a dark sky. The overall color palette is dominated by warm, golden-yellow and orange tones from the light source, set against deep blues and blacks of the night.

Bactiguard on the outside – safe on the inside