

Bactiguard[®]

Pareto Securities Annual Healthcare Conference

Thursday 19 September 2024

Christine Lind, CEO





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

established **license
partnerships** with global
MedTech giants

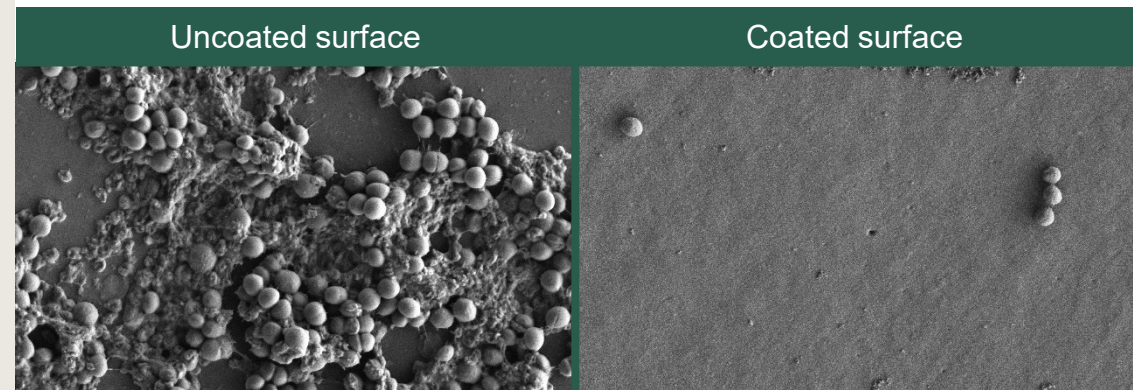
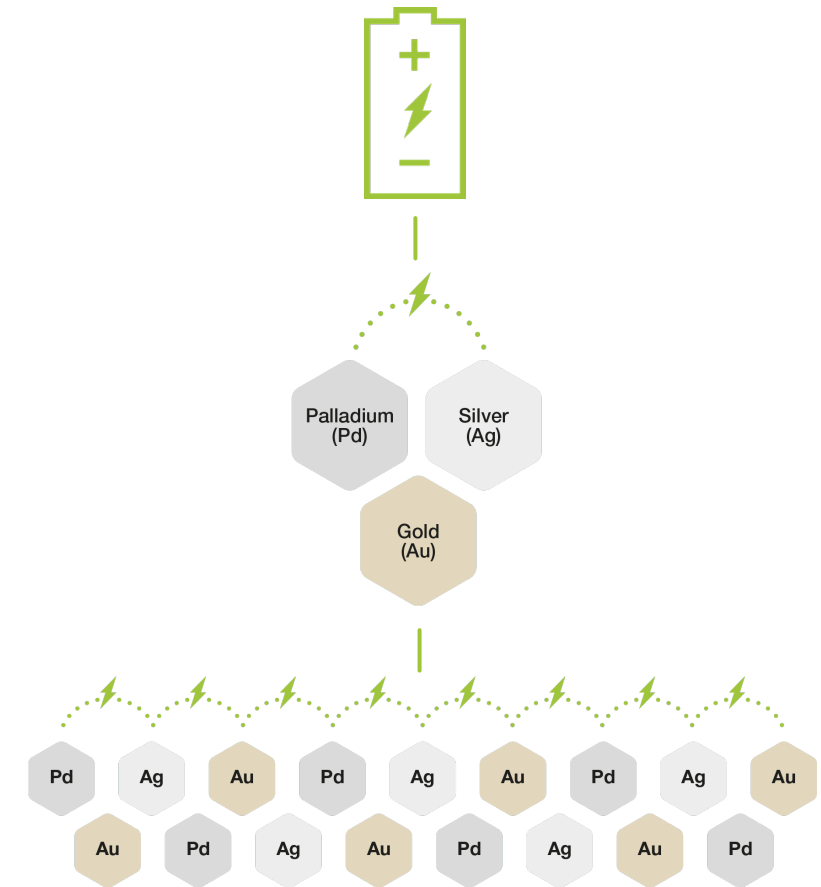
potential in **future
license partnerships**
across therapeutic areas



Advanced technology to prevent medical device related infections

Reduces microbial adhesion and biofilm formation

- **Biocompatible, effective and proven**
 - 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**

R&D
Medical
Regulatory

License
partnerships

Wound
Management
portfolio





BD (Becton, Dickinson and Company)

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

Relationship overview

- **Partnership since 1995**
- 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**
- **~230 million Bactiguard coated foley catheters sold** by BD (US and Japan)

Financials

- 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 implants (2019) and multiple product segments (2022)
- **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

- 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

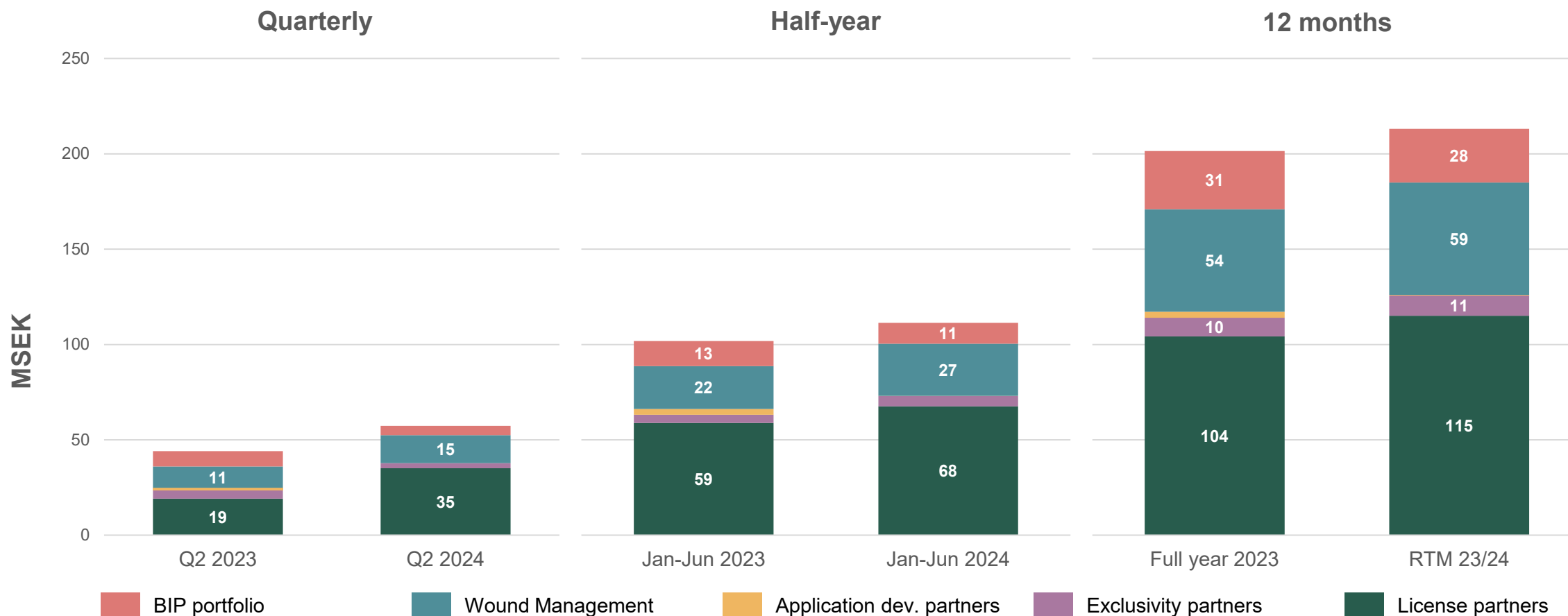
- First-half 2024 revenues 27.4 MSEK (2023: 22.4 MSEK)
- Full-year 2023 revenues 53.8 MSEK (2022: 43.7 MSEK)





Stabilizing revenues in core license business

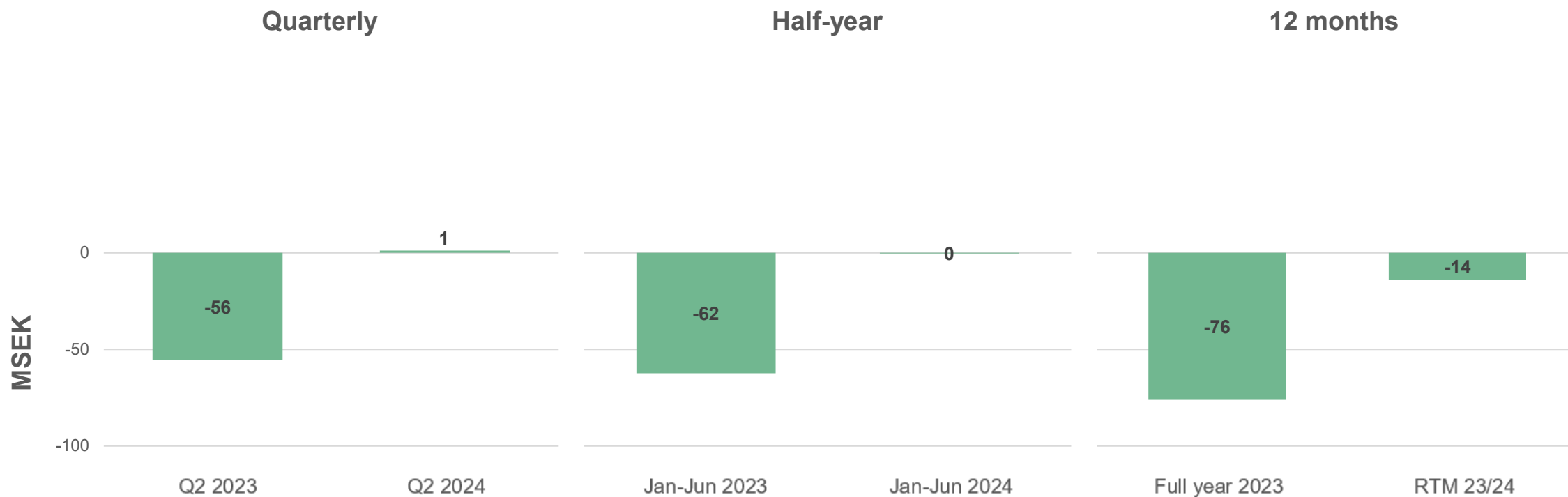
Revenues as reported in Q2 2024





Embarking on the path to profitability

EBITDA development as reported in Q2 2024





Our priorities ahead


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

- **Current partnerships** – BD and Zimmer Biomet
- **New partnerships** in strategic therapeutic areas
- Stable profitability within **Wound Management**

- **A knowledge and specialist organization**
 - corporate culture
 - specialist areas (R&D, coating, medical, commercial, and regulatory)

- **Profitable and sustainable growth** for the new Bactiguard



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 neutral expression. 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”