

Bactiguard[®]

**Redeye Medtech
Theme Event**

8 May 2025

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The new Bactiguard – strategic focus areas and priorities

Be the premier partner for leading MedTech companies

**License
partnerships**

**Advance current and develop
new partnerships**

**R&D
Medical
Regulatory**

**Invest further in above key
knowledge areas**

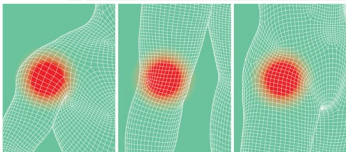
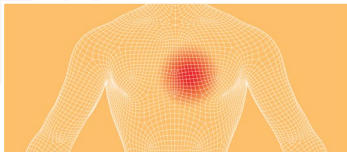
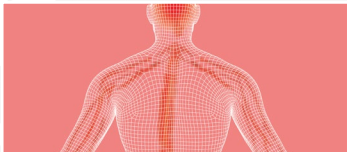
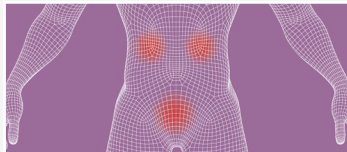
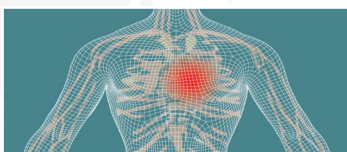
**Wound
Management
portfolio**

**Grow profitably and
expand into new markets**



Focus therapeutic areas

Areas with **high unmet medical needs**

	Orthopedics	Cardiology	Neurology	Urology	Vascular access
					
Application areas (examples)	Hip Implants Knee Implants Trauma Implants	Ventricular Assisted Device Pacemaker	Deep Brain Stimulator Vagus Nerve Stimulator Peripheral Nerve Stimulator	Foley Catheter	Central Venous Catheter Peripherally Inserted Central Catheter Midline Catheter
Indicative infection rates	Primary 1-5% Revisions 8-22% Fracture related 5-40%	CIED 1-7% Structural heart 19-39%	Modulators: 1-15% Shunts: 5-13%	CAUTI 9-21% (>2 days)	CLABSI 2-10% (>2 days)
Indicative mortality rates	3-11%	CIED 3-5% Structural heart 5-10%	10-12%*	1-4%	12-31%
Addressable market	USD 39bn	USD 10bn	USD 9bn	USD 5bn	USD 11bn

Orthopedics: Primary - Masters et al. (2013), Acuña et al. (2021); Revisions - Gold et al. (2019), Patel et al. (2023); Trauma – Norris et al. (2019), Li et al. (2024); Mortality – Fischbacher & Borens (2019), Villa et al. (2024), Mundi et al. (2024).

Vascular access: based on Rosenthal et al. (2023) and Alshahrhan et al. (2023); Mortality – Toor et al. (2022) and Yu et al. (2023).

Cardiovascular : CIED - Greenspon et al. (2011); Wilkoff et al. (2020), Solail Henrikson et al. (2011); Structural Heart : Mehra, Goldstein et al. (2022); Tong et al. (2015), Topkara et al. (2010).

3 Neurology: Modulators, Infections - SCS : Bendel et al. (2017); PNS : Ishizuka et al. (2007); DBS : Oh et al. (2002); VNS : (Hasegawa et al., 2021); Shunts, Infections – Sagun Tuli et al. (2004); *Mortality related to shunts – Ivan Pelegrin et al. (2017).

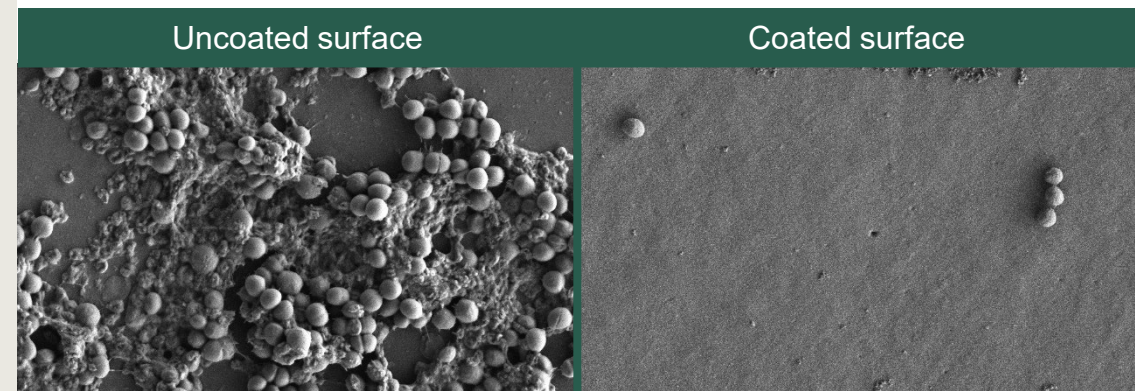
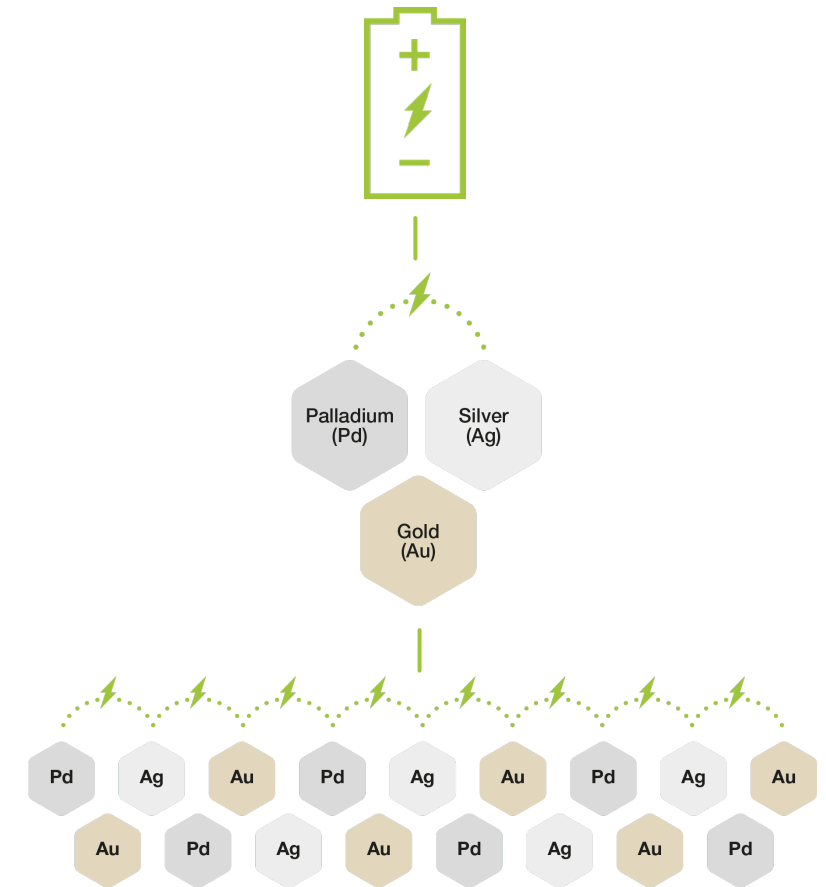
Urology: CAUTI - Estimated based on CDC and clinical literature including Lo et al. 2014. Mortality: Estimated based on CDC and clinical literature including Tambyah et al. 2000.



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}





Q1 2025 key figures and highlights

Continued **profitability** and **revenue growth**

Key figures for Q1 2025 (Q1 2024)

Revenues **62.7 ▲** (58.8) MSEK

EBITDA **9.4 ▲** (-1.5) MSEK

Net loss **4.7 ▼** (9.9) MSEK

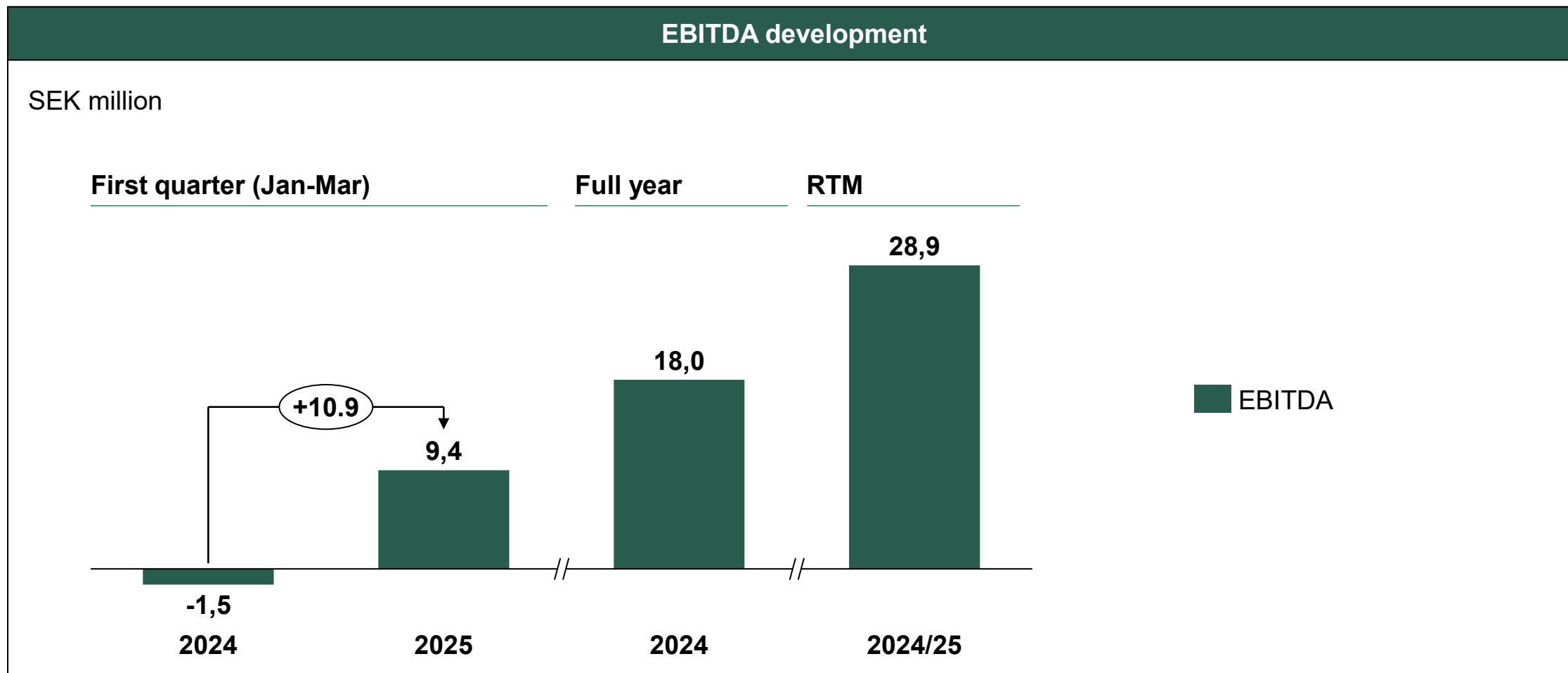
CF from operating activities **-12.1 ▲** (-19.1) MSEK

Highlights

- **Fourth quarter** in a row with **positive EBITDA**
- **Solid BD collaboration growth**
- Wound Management revenues increase more than 50%
- Updated **strategic and financial targets** to be achieved **year-end 2030**



Continued positive EBITDA grew to SEK 9.4 million





Updated strategic and financial targets

Scalability and operational leverage of business model increases over time

>10

At least **ten application areas** in either **exclusivity** or **license partnership** by year-end 2030

Partnership development

>200

EBITDA of at least **SEK 200 million** by year-end 2030

EBITDA

>600

Revenues of at least **SEK 600 million** by year-end 2030

Revenues



Q&A

“to champion a healthier world
by preventing infections