

Bactiguard[®]

Q1 2025 presentation

Thursday 24 April 2025

Christine Lind, CEO

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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**



The issue of healthcare associated infections and why prevention matters

- **1 in 10 patients** worldwide affected by **healthcare associated infections (HAI)**¹
- **40-60%** of all HAIs caused by **medical devices**²
- **Up to 50%** of HAIs estimated to be **preventable**³
- **Costs** associated with HAIs (ie extended hospital stays and additional treatment) can be **significantly reduced** through proactive infection prevention strategies ⁴
- **WHO:** Proactive infection prevention is cost-effective, offering both financial and health benefits over treatment⁵



1. Global report on infection prevention and control: executive summary. Geneva: World Health Organization; 2022.
2. DiBiase, L. M. et al. (2014). Infection Control & Hospital Epidemiology, 35(2), 200–202. <https://doi.org/10.1086/674847>
3. <https://www.ecdc.europa.eu/en/healthcare-associated-infections>
4. ECDC. Economic evaluations of interventions to prevent healthcare-associated infections. Stockholm: ECDC; 2017.
5. Global report on infection prevention and control. Geneva: World Health Organization; 2022. Licence: CC BY-NC-SA 3.0 IGO.



Focus areas and priorities

**License
partnerships**

**Advance current and develop
new partnerships**

**R&D
Medical
Regulatory**

**Invest in
key competencies**

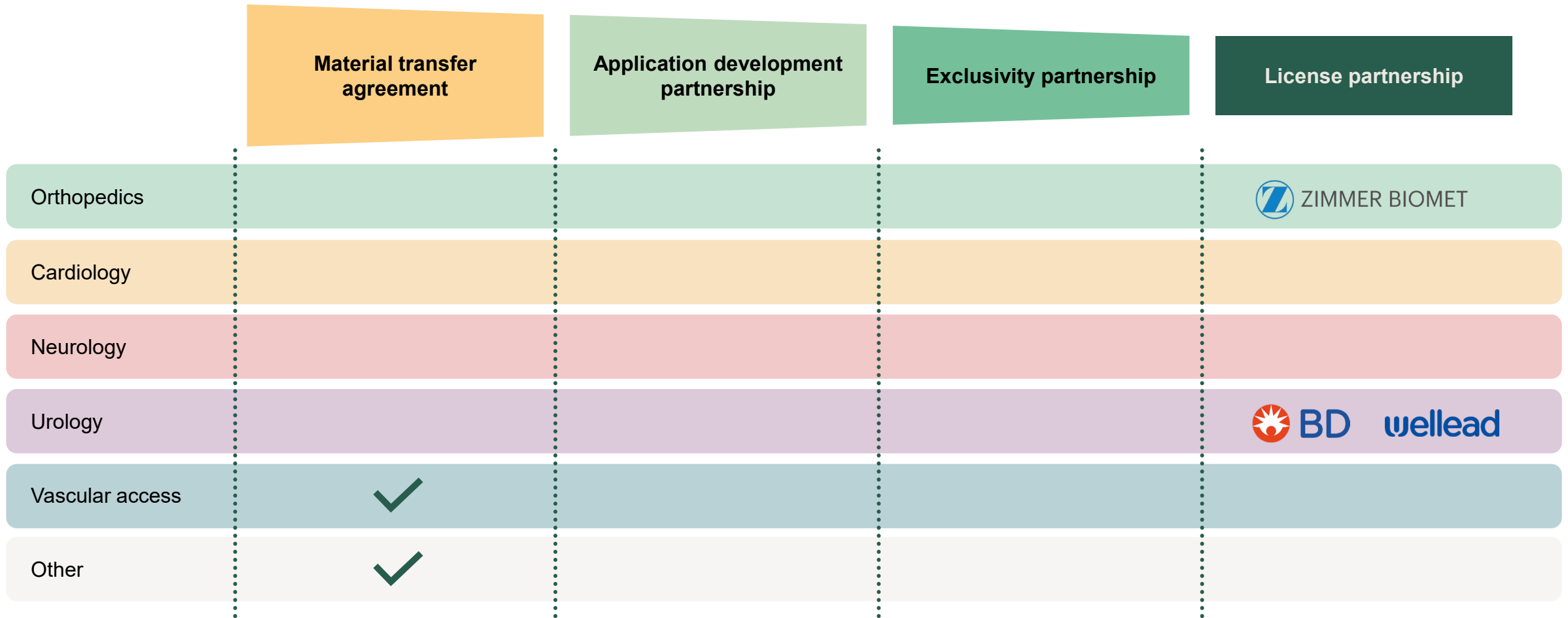
**Wound
Management
portfolio**

**Grow profitably and
expand into new markets**



Partnership snapshot Q1 2025

Exclusivity partnerships and License partnerships announced with partner name





BD partnership update

Solid partnership

- Collaboration spanning entire value chain – from technology license to go-to-market strategies
- Attended healthcare conference in India CRITICARE 2025
- Relaunch of Bardex IC in the US
- Collaboration on market registrations required to enable launches in former BIP Foley markets continues with progress

At a glance



- **Q1 2025 revenues: 32.2 MSEK**
- Partnership since early 90s – 245 million coated Foley catheters sold
- Exclusive global license for coated Foley catheters (ex China)





Zimmer Biomet partnership update

Commercialization of ZNN Bactiguard in focus

- Commercialization of the ZNN Bactiguard trauma nail in Europe
- Focus on regulatory processes, especially MDR for Europe
- Post Market ongoing clinical trials in Europe
 - main study on ZNN Bactiguard (comparative study)



At a glance



- **Q1 2025 revenues: 0.9 MSEK**
- Global leader in orthopedics
- Agreement covers trauma implant segment (signed in 2019)



Wound Management by Bactiguard

Preventing infections through effective, biocompatible solutions to improve wound healing

- Revenue increase of more than 50% – driven by rise in Hydrocyn aqua sales
- Certified ISO 14001 from the British Standards Institution
- Consensus report on Hydrocyn aqua’s “clean to heal” concept published in peer-reviewed journal Wounds International (April)



At a glance

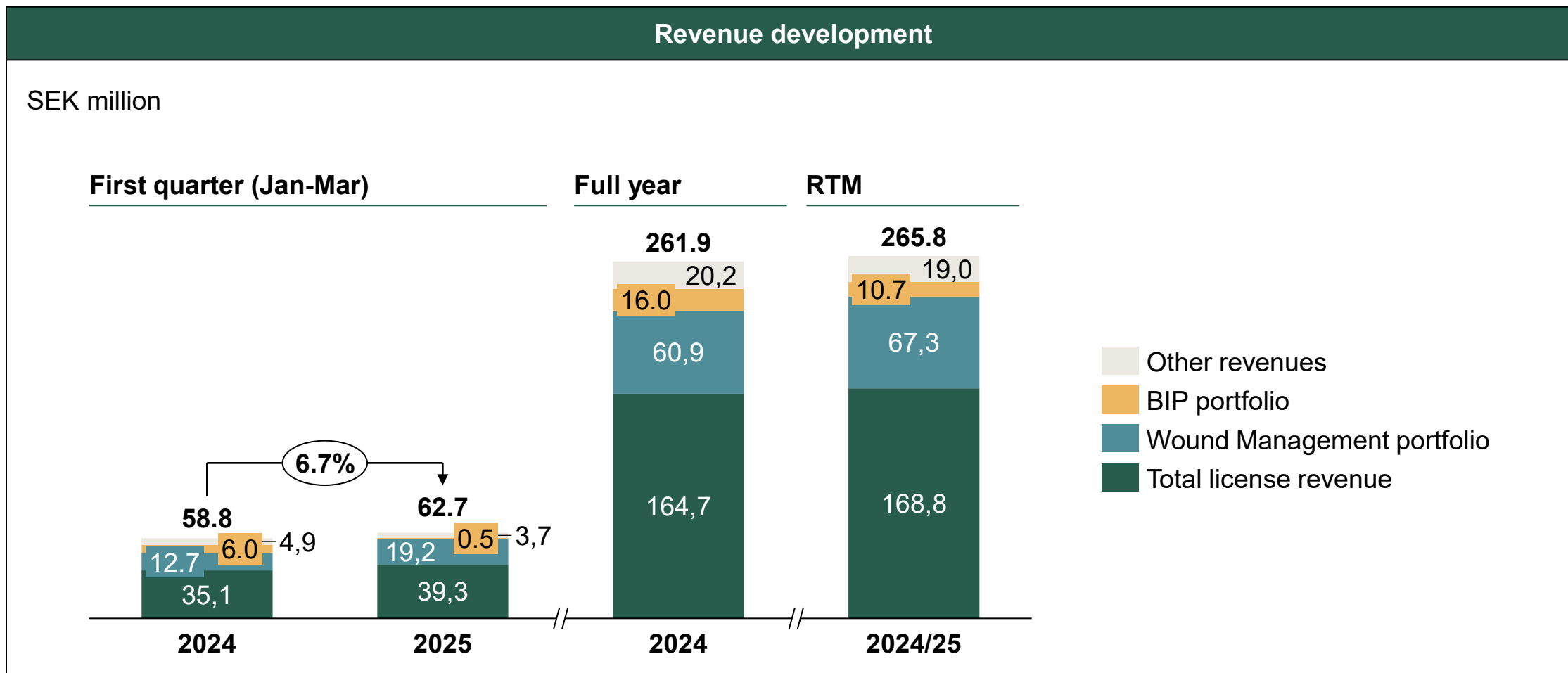
HYDROCYN[®]
aqua

- **Q1 2025 revenues: 19.2 MSEK**
- Offering includes Hydrocyn aqua (enabling wound healing and preventing infections) and a wide range of surgical sutures



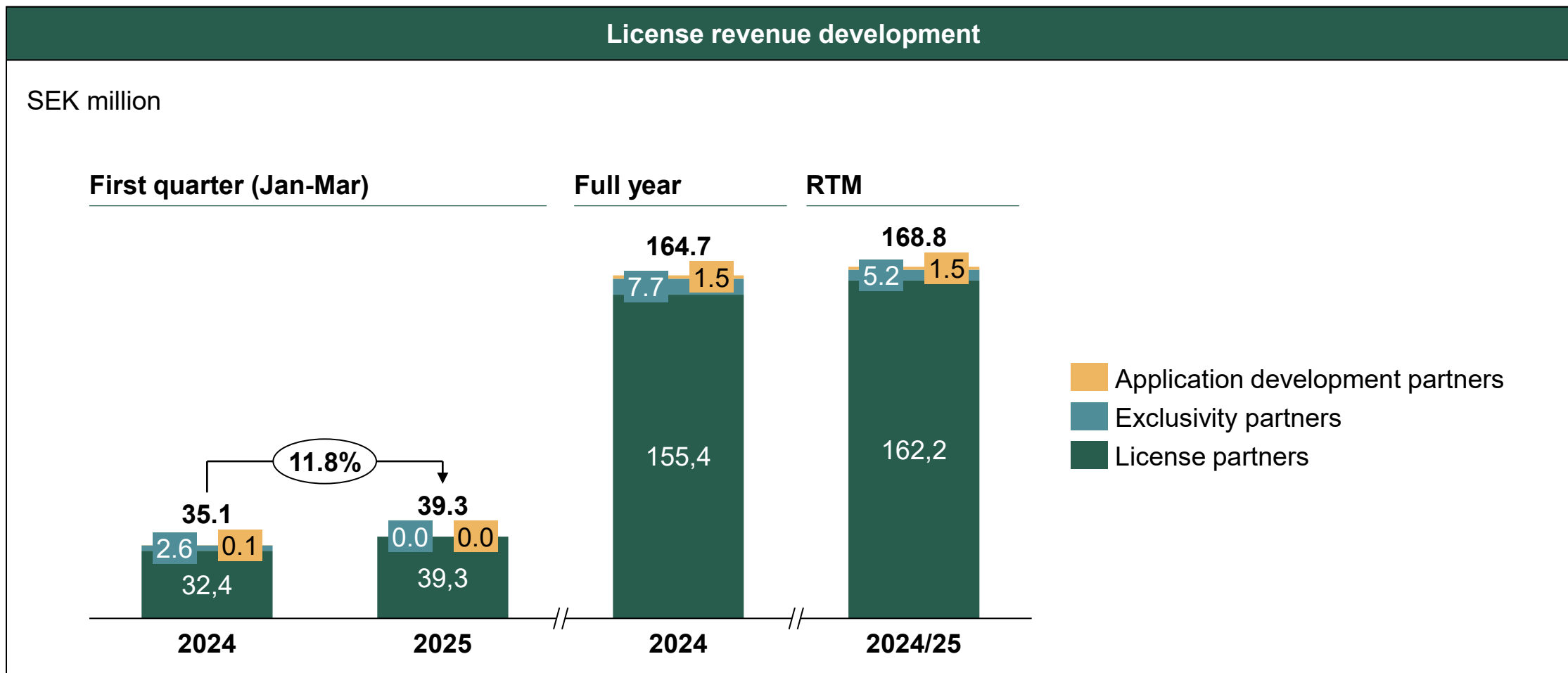


Total revenue grew 7% by driven by License and WM



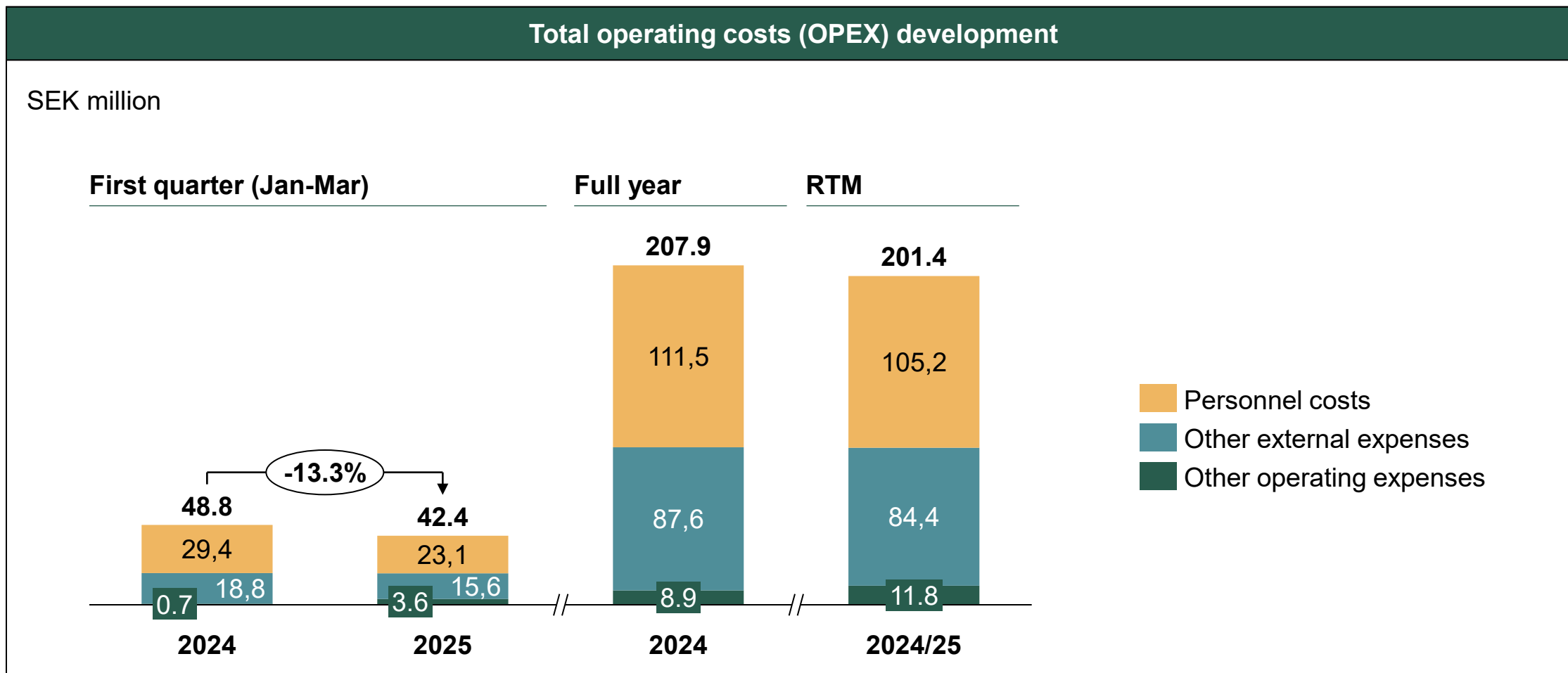


License revenue grew 12% from existing License partners



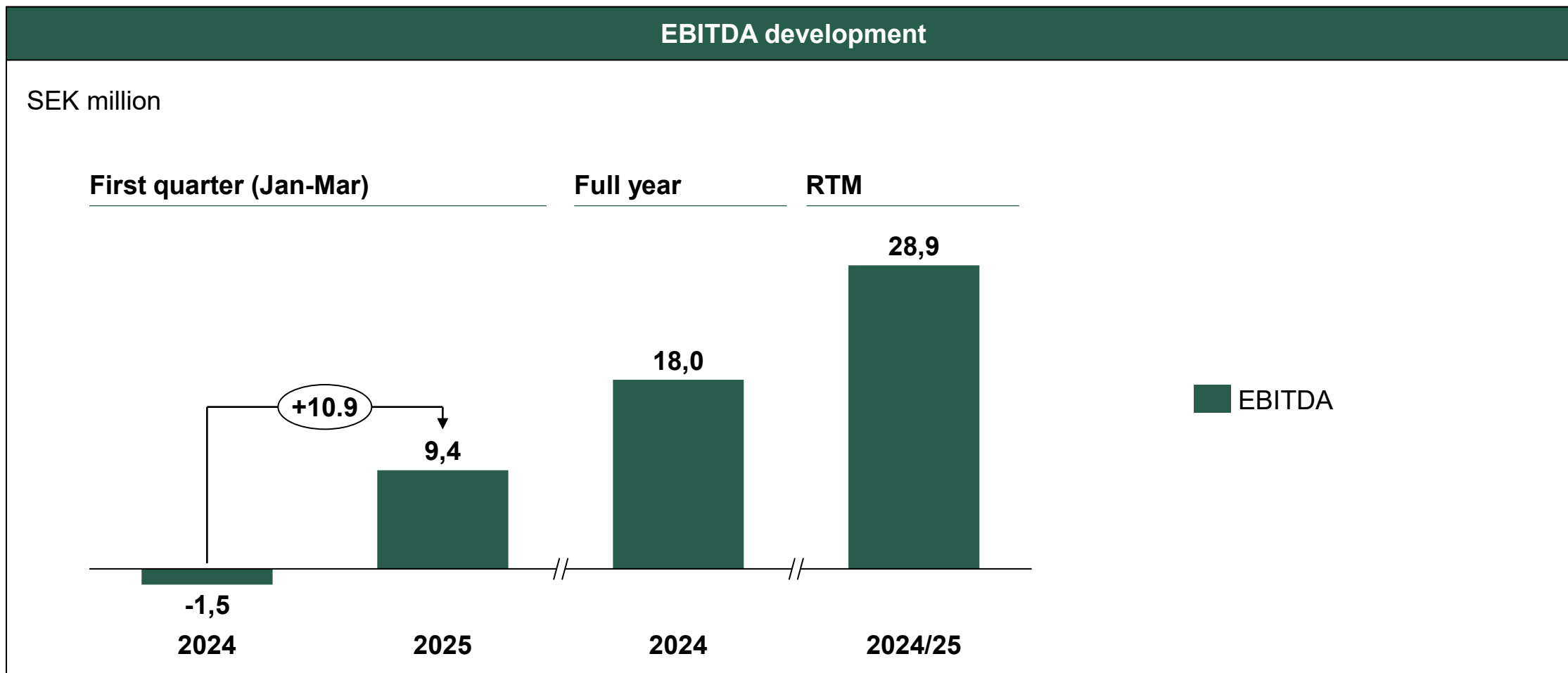


Total operating costs (OPEX) decreased by 13%



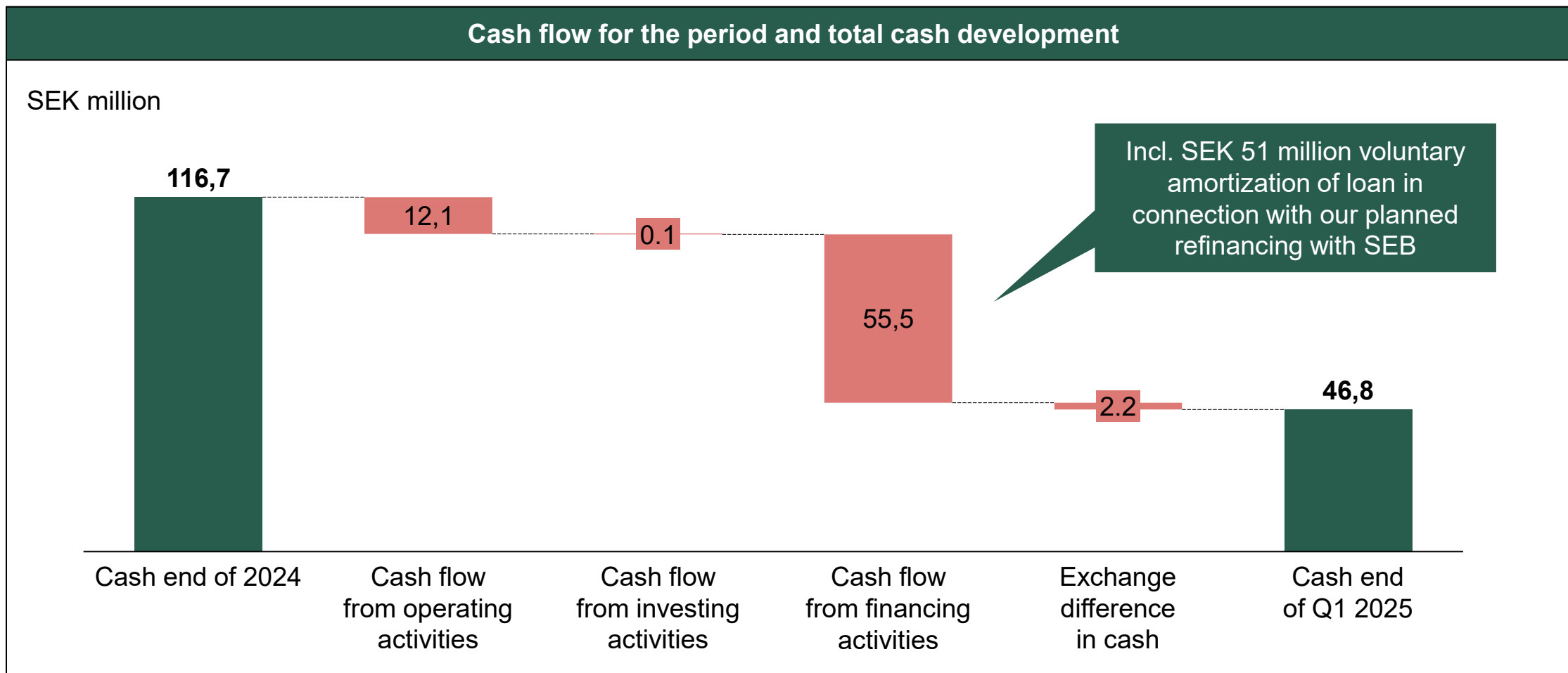


Continued positive EBITDA grew to SEK 9.4 million





Cash down to SEK 47 million due to voluntary repayment





Q1 2025 key takeaways

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

- **Strong start of 2025**
- Fourth quarter in a row with positive EBITDA
- **Solid BD collaboration**
- Wound Management's Hydrocyn aqua growth driver

- Updated **strategic and financial targets** to be achieved by **year-end 2030**
- **Five strategic therapeutic areas** – areas with the **greatest, most realizable potential**

- **Delivering on our promise** – concrete actions, consistent results





Questions & Answers

Q1 2025 presentation



Christine Lind
CEO



Patrick Bach
CFO





Q&A

“to champion a healthier world
by preventing infections”