

# Bactiguard<sup>®</sup>

## Carnegie Healthcare Conference

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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 for the license business

Areas with high unmet medical needs

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

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).

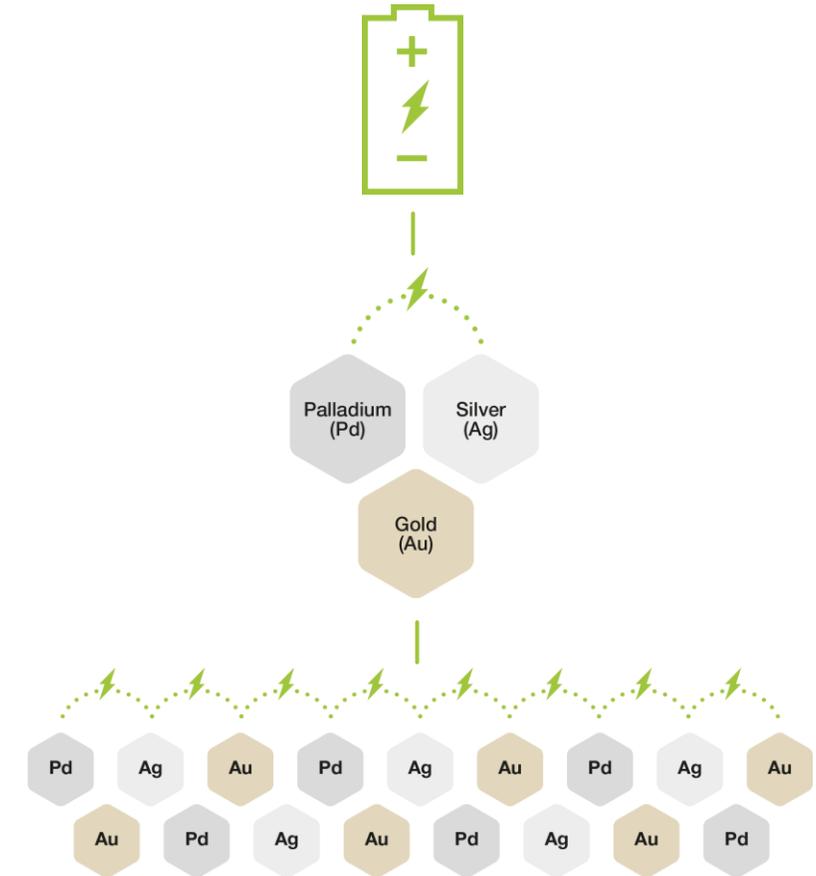
Urology: CAUTI - Estimated based on CDC and clinical literature including Lo et al. 2014. Mortality: Estimated based on CDC and clinical literature including Tambyah et al. 2000.



# Advanced technology to prevent medical device related infections

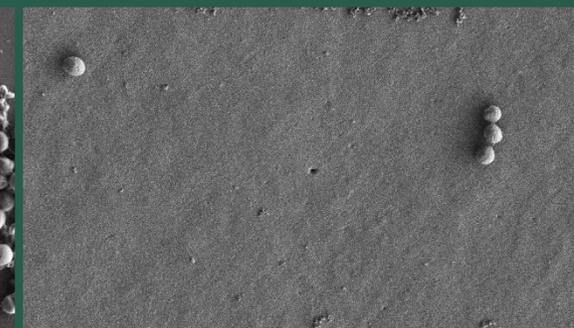
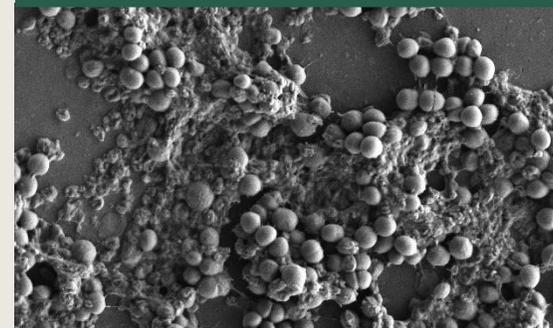
Reduces microbial adhesion and biofilm formation

- **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** <sup>1, 2</sup>



Uncoated surface

Coated surface





# Full-year 2024 key figures and achievements

License focused strategy delivered **increased revenues and profitability**

## Key figures for 2024 (2023)

Revenues **261.9** ▲ (223.2) MSEK

EBITDA **18.0** ▲ (-76.1) MSEK

Net loss **29.8** ▼ (138.4) MSEK

CF from operating activities **25.0** ▲ (-52.3) MSEK

## The new Bactiguard

- Delivered on **strategic shift – license focus**
- **Increased revenues** and **EBITDA profitability**
- **Positive Cash flow** (from Operating activities)
- **Knowledge and specialist organization**
  
- **Wound management** product portfolio delivered **profitable growth**



# 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**