

Bactiguard[®]

Investor presentation Q3 2022

27 October, 2022

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The need for infection prevention have never been greater

Staffanstorps
Cancerpatienten Petru, 64, fick men för livet av infekterad sjukhusnål
15 oktober 2022 20:00

Larmen inifrån vården
Debatt
Urinvägsinfektionen var början på slutet för min vän
10 februari 2022 06:00

Läkartidningen
Risken för ledprotesinfektion oförändrad efter nationellt projekt
Oluf Thompson, biträdande överläkare, VO infektionsjukvård, Skånes universitetssjukhus Lund

Bakterier i biofilm mer motståndskraftiga
Att bakterier bildar biofilm är ett stort problem för sjukvården. När bakterierna uppträder som biofilm ökar deras motståndskraft mot såväl immunförsvaret som antibiotika och desinfektionsmedel. Idag tror man att biofilmsalstrande bakterier står för mellan 60 och 80 procent av alla bakteriella infektioner. Men det är relativt ny kunskap.

The Economist
When the drugs don't work
The rise of antibiotic resistance

1 in every 10 patients worldwide affected by healthcare associated infections



Bactiguard's vision:

Keeping people safe from
infections





Bactiguard – third quarter 2022

Key Financials, Q3 2022 (Q3 2021)



Revenue	EBITDA	Net Profit	Operating cash flow
MSEK 66.2 (45.2) • License 42.4 (30.1) • BIP revenues 16.3 (13.2)	MSEK 2.5 (1.2)	MSEK -8.5 (-10.8)	MSEK 9.9 (14.3)

Strong revenue growth of 46%, adjusted for currency effects 15% compared to Q3 2021
EBITDA positive even if impacted by planned investments in line with the focused growth strategy



Business Highlights – License revenue

Another quarter with strong BD revenue and significant revenue from Zimmer Biomet and Dentsply Sirona

License	New license
 <p data-bbox="315 825 825 1039">Q3 2022: MSEK 34,8 (29,1) + 19%*</p> <ul data-bbox="173 1100 1014 1272" style="list-style-type: none">• The underlying business is stable on an annual basis – back to pre-covid levels• Volumes may vary between quarters, also Q3 last year was strong	 <p data-bbox="1462 825 1921 1039">Q3 2022: MSEK 7,6 (0,9) NA%*</p> <ul data-bbox="1082 1100 2270 1272" style="list-style-type: none">• Zimmer Biomet: Fees for contract manufacturing, development work, and a growing royalty from the trauma implants in EMEA• Dentsply Sirona: Fees for work performed in the development agreement

* including currency effects

Business Highlights – Zimmer Trauma

Good traction in EMEA launch, further evidence generation and regulatory work

ZIMMER BIOMET TRAUMA

- Zimmer® Natural Nail® (ZNN) Bactiguard-implants launch continues across EMEA, with Germany and Italy in the forefront
- To validate the efficacy of our technology, patients are being recruited to several clinical trials at leading European hospitals
- The regulatory efforts to approve Bactiguard implants in more key markets are progressing

YOU
WOULDN'T
DRIVE A CAR
WITHOUT A
SEATBELT



SO WHY
TAKE RISKS
WITH
INFECTION
CONTROL?





Two licence partners with products in the market

BD with IC (Infection Control) Urinary Catheters and ZB with ZNN Bactiguard Trauma nail



- **Foley catheters**



- **Trauma implants**

Additional licence agreements signed with Smartwise in Sweden in 2017 and with Well Lead in China in 2018



Product launch



Significant work ongoing in the two recent agreements

License and new license business



- **Foley catheters**



- **Trauma implants**



- **Hips and knees replacements**
- **Sports medicine**
- **Craniomaxillofacial**
- **Thorax applications**



- **Dental**

Additional licence agreements signed with Smartwise in Sweden in 2017 and with Well Lead in China in 2018

* Currently a global development partnership with a license option



Business Highlights – Bactiguard product portfolio

Growth in focus areas: BIP Urinary Catheters and Wound Care

- Growth in focus products, amplified by a positive currency effect, but below our ambition
- Good momentum in Nordic, India and Malaysia, while other markets weaker in Q3
- Momentum in BIP Foley (Urinary catheters) and Bactiguard Woundcare
- Continued investment for MDR and other regulatory approvals

BACTIGUARD BIP PORTFOLIO

Q3 2022:
BIP sales MSEK 16.3 (13.2)
+ 23%*



* including currency effects



Right timing to fuel growth

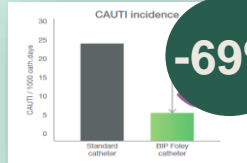
Strong base and now expanded patent protection until 2039

1

Strong clinical evidence

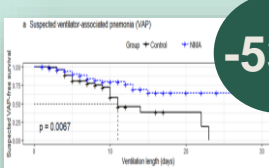
- **>200 million catheters used** with no reported adverse event
- **> 40 clinical studies** incl. **> 100 000 patients**

Urinary catheters
Kai-Larsen *et al.* 2021



-69%

Endotracheal tubes
Damas *et al.* 2022

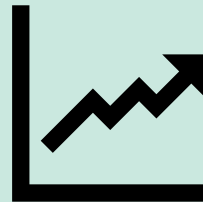


-53%

2

Capital for growth

- **> 220 mSEK raised** during the fall of 2021 to fund a fact based, focused growth



3

Commercial and Coating capabilities

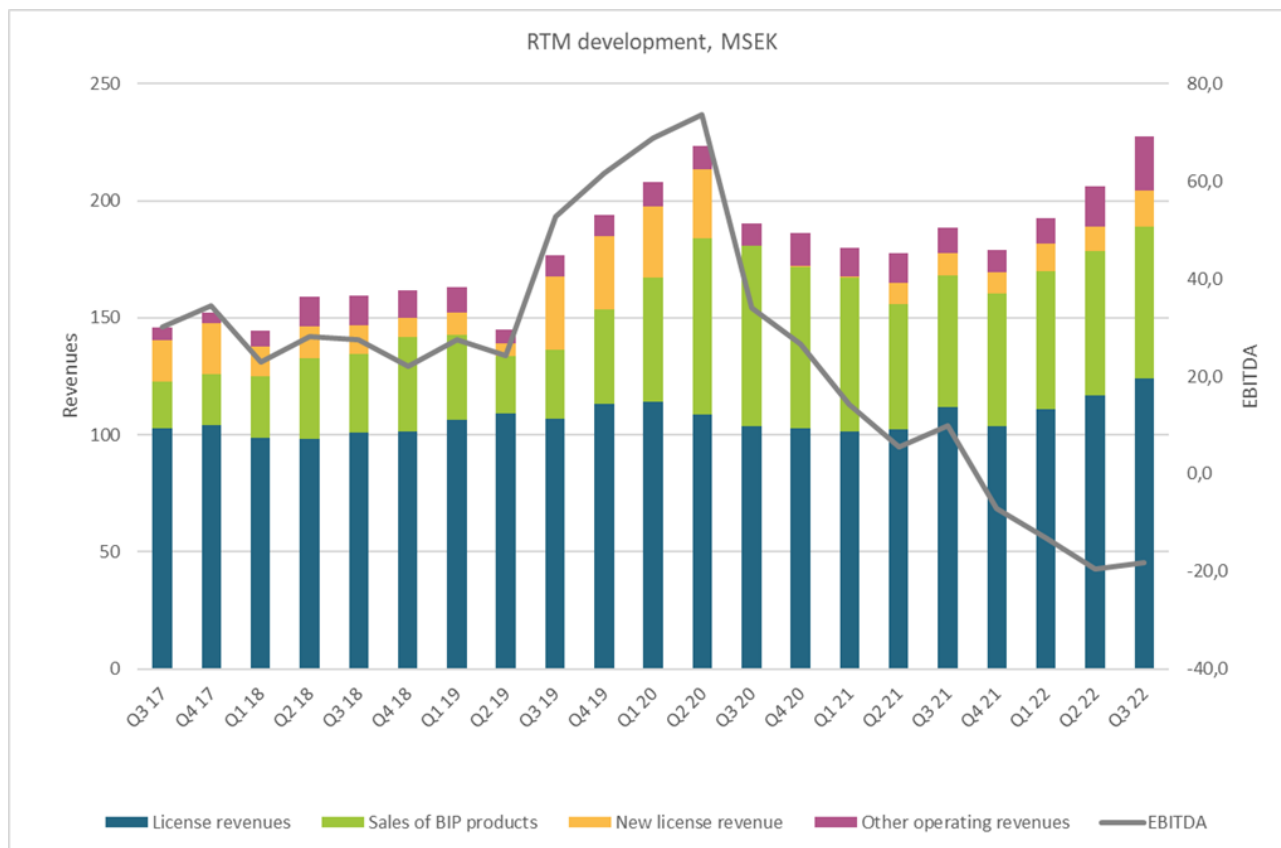
- **Strengthening commercial and coating capabilities** for continued expansion



Our already strong IP protection was further strengthened as the European Patent Office granted a new patent until 2039



Rolling 12-month revenue



- Rolling 12-months revenue numbers all-time high
- License
 - BD volume stable on a high level
 - Growing business from Zimmer Biomet
- BIP – Growing in focus markets
- Good momentum in New license revenue from Zimmer Biomet and Dentsply Sirona



Financial overview

Amounts in MSEK	2022	2021	2022	2021	2021	2021/22
	Jul-Sep	Jul-Sep	Jan-Sep	Jan-Sep	Full year	RTM
Total revenues	66.2	45.2	181.3	133.0	179.0	227.4
EBITDA	2.5	1.2	-5.3	4.9	-7.2	-17.4
EBITDA margin %	3.8%	2.6%	-2.9%	3.7%	-4.0%	-7.7%
Depreciations	-13,5	-11,9	-37,1	-35,3	-47,0	-48,8
Net profit/loss	-8,5	-10,8	-38,7	-33,4	-58,8	-64,1
Operating cashflow	9.9	14.3	-3.9	18.9	7.2	-15.5

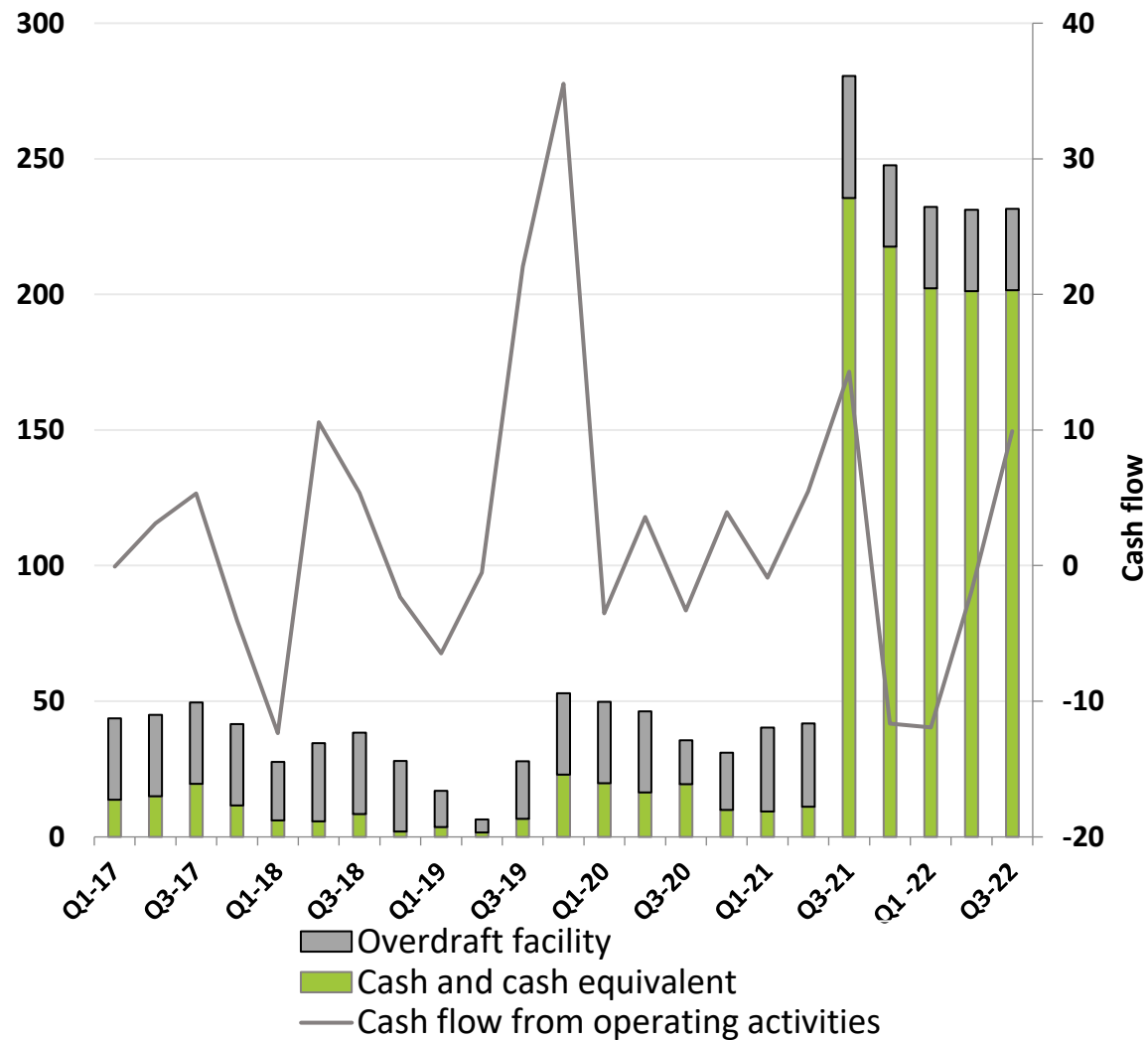
Jan-Sep 2022 vs Jan-Sep 2021

- Revenue MSEK 181.3 (133) an increase of 36% though higher license revenue of 31% and 20% higher BIP revenue.
- EBITDA of -5.3 (4.9) MSEK, mainly due to investments in line with the focused growth strategy.
- EBITDA for the quarter was positive 2.5 MSEK (1.2)



Cash flow and liquidity

Cash and cash equivalent



- Cash flow from operating activities was 9.9 MSEK (14.3)
- SEB Overdraft facility unutilized,
- Available liquidity incl. overdraft facility 234.8 (280.5) MSEK

* New share issue of MSEK 228 before transaction cost in Sept 2021



There are three key growth drivers in our fight against infections

Illustrative



* Currently a global development partnership with a license option

Bactiguard infection prevention – Safe and Effective

Ten reasons to invest in Bactiguard



Questions & Answers



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**Bactiguard on the outside –
safe on the inside**

