

Bactiguard[®]

Handelsbanken Small & Mid Cap Seminar 2024

Wednesday 5 June 2024

Christine Lind, CEO



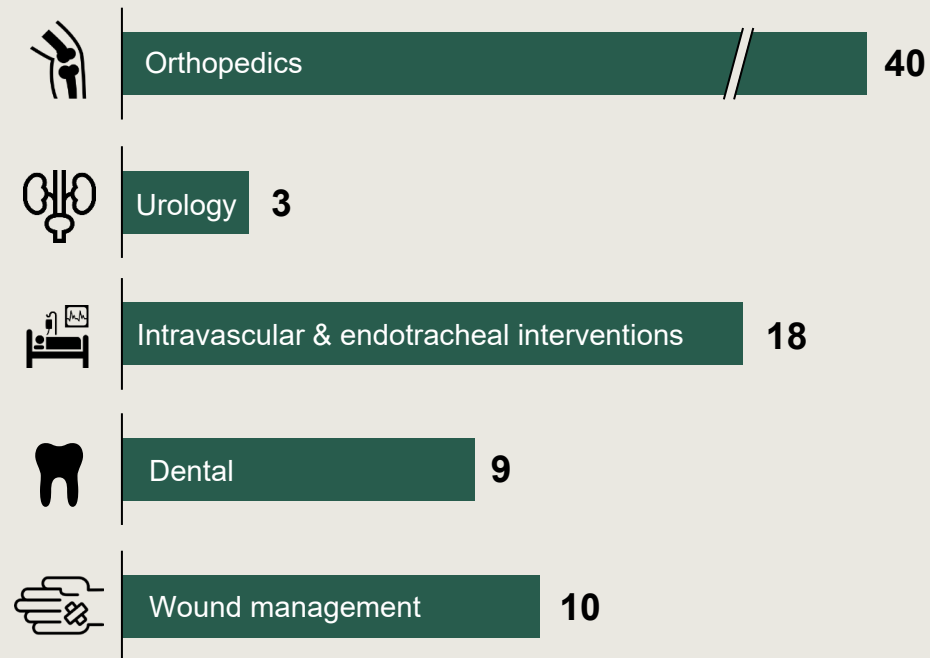


Opportunities behind critical global healthcare trends

The issues

- Antimicrobial resistance one of the top global public health threats facing humanity – associated with the death of close to 5 million people globally in 2019
- 1 in 10 patients worldwide affected by healthcare associated infections
- Demographic development, ageing population and increasing lifestyle diseases
- Political unrest, conflicts, wars and natural disasters
- Demand for more efficient and safe healthcare

The market opportunity (USD 80bn)



Markets size USDbn (McKinsey 2022)



Well proven technology

Solid clinical evidence

- **More than 100,000 patients** included in clinical trials
- The efficacy assessed in **more than 40 clinical studies**
- Most recent RCT studies show 70% risk reduction of infection

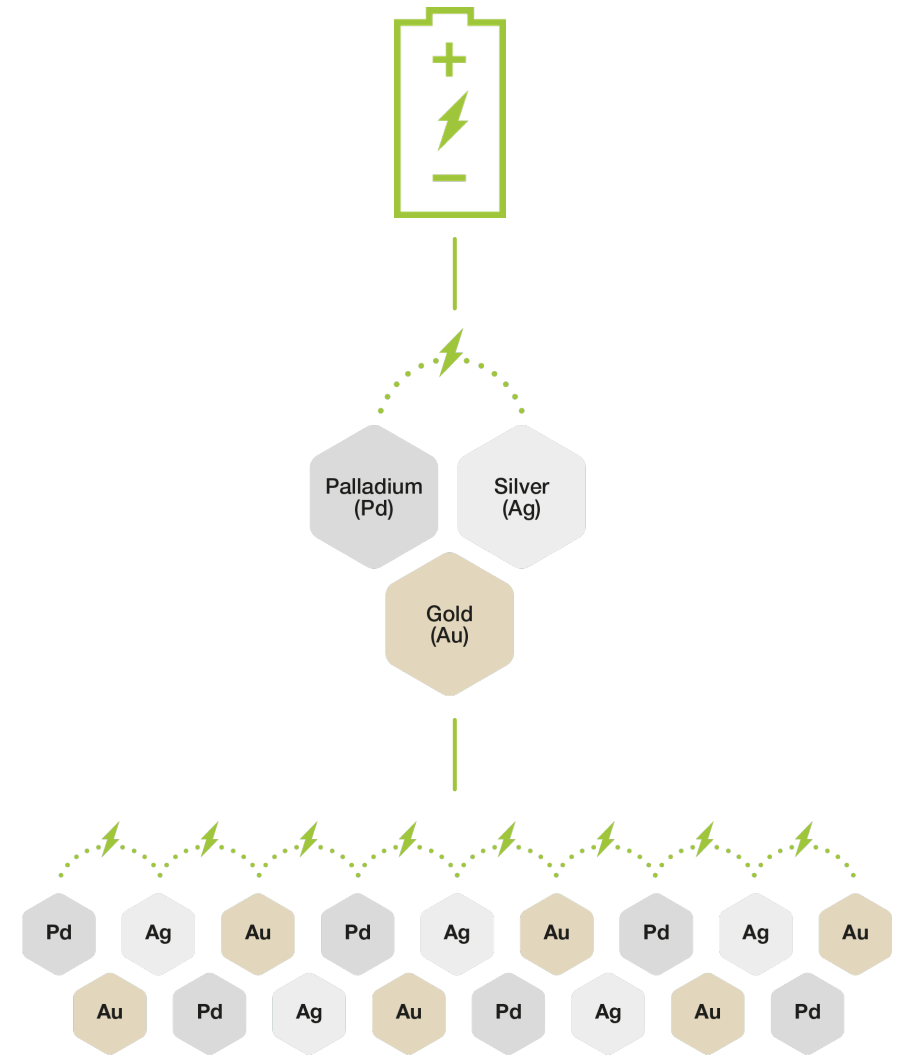




How the technology works

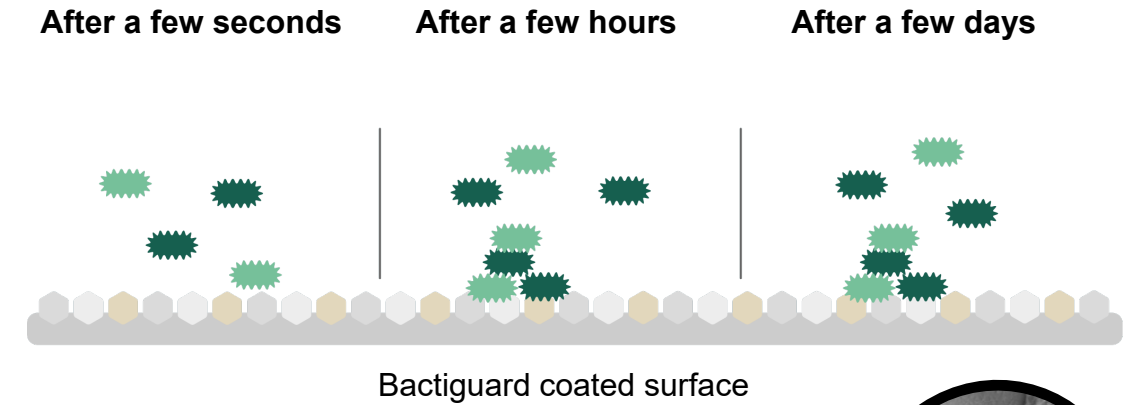
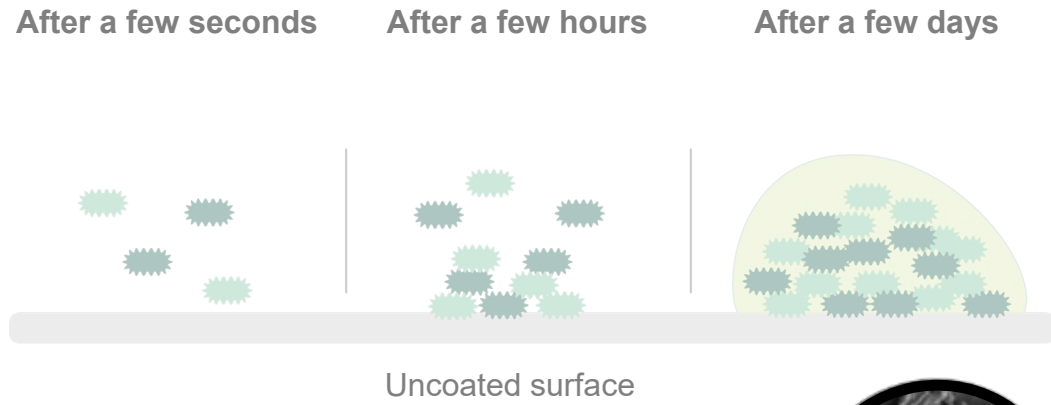
Reduces microbial adhesion and biofilm formation

- **Biocompatible, safe and well-proven** to reduce the risk of device related infections
- **Ultra-thin noble metal coating technology**; gold, silver & palladium
- In contact with fluids, the noble metals create a **galvanic effect** due to their varying electro potentials





Fewer bacteria attach to a Bactiguard coated surface





A global MedTech company

Based on a Swedish innovation

- **Company founded in 2005** - the concept is almost a hundred years old
- Stems from the Swedish Nobel Prize laureate, Gustav Dahlén (AGA Lighthouse)
- **Billy Södervall refined the technology** in the 1970s – applying it to medical devices
- Some **230 million coated foley catheters sold in the US**, by our long-term license partner BD – **zero adverse events** reported related to the coating



Billy Södervall
Innovator



“In 2023, we made the biggest strategic shift in Bactiguard’s history”





The new, license focused Bactiguard

Purpose (why we exist)

“to champion a **healthier world** by **preventing infections**”

Vision (what we strive to be, visionary, long-term aspiration)

“to be the **global standard of care** for **preventing medical device related infections**”

Mission (what we do to reach our vision)

“by being the **premier partner for leading MedTech companies**, joining forces to **redefine healthcare** and **improve health** worldwide”





A knowledge and specialist organization

Strategic focus areas to achieve **profitable and sustainable growth**

**License
partnerships**

R&D
Medical and science
Regulatory

**Wound Management
portfolio**





Premier partner for global MedTech companies

- **Enhance our partners' medical devices with advanced infection prevention technology** to minimize the risk of device-related infections
- **Tailor the coating manufacturing process** to fit specific devices, ensuring safe and efficient large-scale production
- Our **coating technology differentiates** the license partners' medical devices





Strong collaboration with BD

In partnership since 1995 – longest and strongest

Recap

- **Significant global market** value for Foleys ~USD 1.5bn, annual growth ~5%*
- **Exclusive global license** for Bactiguard coated Foley catheters (ex China), agreement from December 2023
- **Limited impact in 2024** but more **substantial contribution over time**

Recent highlights

- **MDR-approval for coated silicone Foley catheters**
– supports BD's go-to-market strategy in Europe
- **Participated BD Global Sales & Marketing Summit 2024 in New Jersey**
– session on differentiation and value add to urology and critical care portfolios
- **Transition process for additional markets for coated Foleys ongoing**





Continued progress in Zimmer Biomet partnership



Recap

- Global leader in orthopedics
- Two agreements: **trauma implants** (2019) and **multiple product segments** (2022)
- “**Let’s talk about infections**” theme 2023

Recent highlights

- **European ZNN Bactiguard rollout continues**
– strong recognition and demand, slower uptake
- **Japan launch of ZNN Bactiguard**
expected end of Q2



Wound Management by Bactiguard

- Manufacturing plant in Penang, Malaysia
- Latest technology and equipment
- High-quality medical devices

- Sales offices in Malaysia and India
- Sales representatives in Europe





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





Key priorities ahead – 2024 characterized by transition

Seize **USD 80 billion opportunity** presented **within five strategic therapeutic areas**

- **Current partnerships** – BD, Zimmer Biomet and Well Lead
- **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





Q&A

“to champion a healthier world
by preventing infections”