



BONESUPPORTTM
БОНЕСУПОРТ

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Presenting Team



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Q1 Highlights

- Net sales of SEK 31.1 million - decrease of 4% YoY . Flat in constant currency. Up 15.2% on Q4 2017
 - Strong sales growth in EU and RoW – up 27% to SEK 15.2 million – driven by continued success with antibiotic-eluting product (+38%). Record quarterly sales for the region
 - Reported sales declined in North America by 22% to SEK 15.9 million – driven by Zimmer Biomet hardware supply issues, negative currency effects and an inventory build in Q1 2017 impacting the YoY comparison
 - In-market sales increased by 7% highlighting CERAMENT BVF's strong value proposition
- Three papers based on the successful use of CERAMENT® G to treat bone infections were presented at the British Limb Reconstruction Society (BLRS) Meeting 2018, 15-16 March in Southampton
- First sales to 3 of the top 20 trauma centers in Italy, via Citeffe, our new distributor
- Outstanding Kreos loan repaid – EUR 9.5 million
- Plan to bring a much sharper focus to the execution of our strategy execution to accelerate market penetration

What is a bone void?

A bone void is the result of a failure of the bone self-healing process

How do they occur?

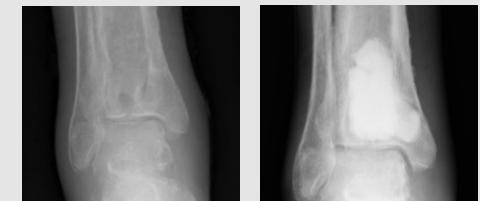
- Trauma
- Revision arthroplasty
- Infected diabetic foot
- Cysts and bone tumors/mets

How do you manage them?

- Usually need surgical treatment in conjunction with a bone graft and possibly an implant. In some cases two stage or multiple stage revisions¹⁾

What are the challenges?

- Bone voids have a high risk of fracture
- Absence of bone tissue formation
- Infected hematoma and recurrence of infection
- Acute bone infection
- Chronic osteomyelitis



1) Note BVF is generally one single surgery but can have two surgical sites in the case of harvesting bone graft from the iliac crest

Bone void management – a sizeable growth market

Global market

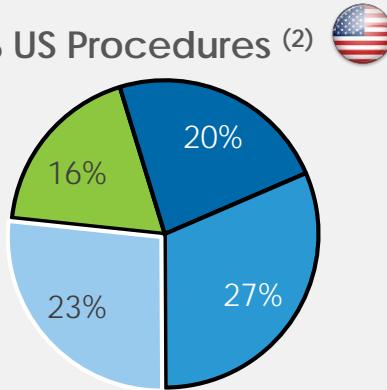
- USD 2.7-3.4 bn
- Growing at 5%
(excl autograft)

Market Opportunity

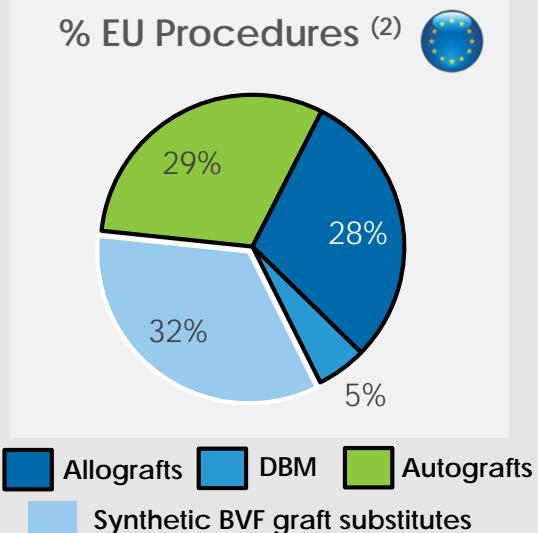
Current addressable market

EU-5 +US: ~ 650k procedures p.a.

% US Procedures ⁽²⁾



% EU Procedures ⁽²⁾



Our CERAMENT products have been designed to address the limitations of current bone graft substitutes plus elute therapeutics into the bone to provide further important clinical benefits

1) Xenografts (tissues from another species) are also used as a bone grafts, although less commonly in the US and Europe where autografts and allografts are the preferred treatment option

2) i-data for market penetration in 2014 (based on procedures)

A gold standard with issues:

- Autograft: Complications reported in >19%³⁻⁴
- Allograft: 25%-50% of allografts have been reported to fail⁵⁻⁶ requiring a second operation.

³Myerhoff et al. Autogenous bone graft: Donor sites and techniques. J. Bone Joint Surg Am. 2011; 93: 2227-36

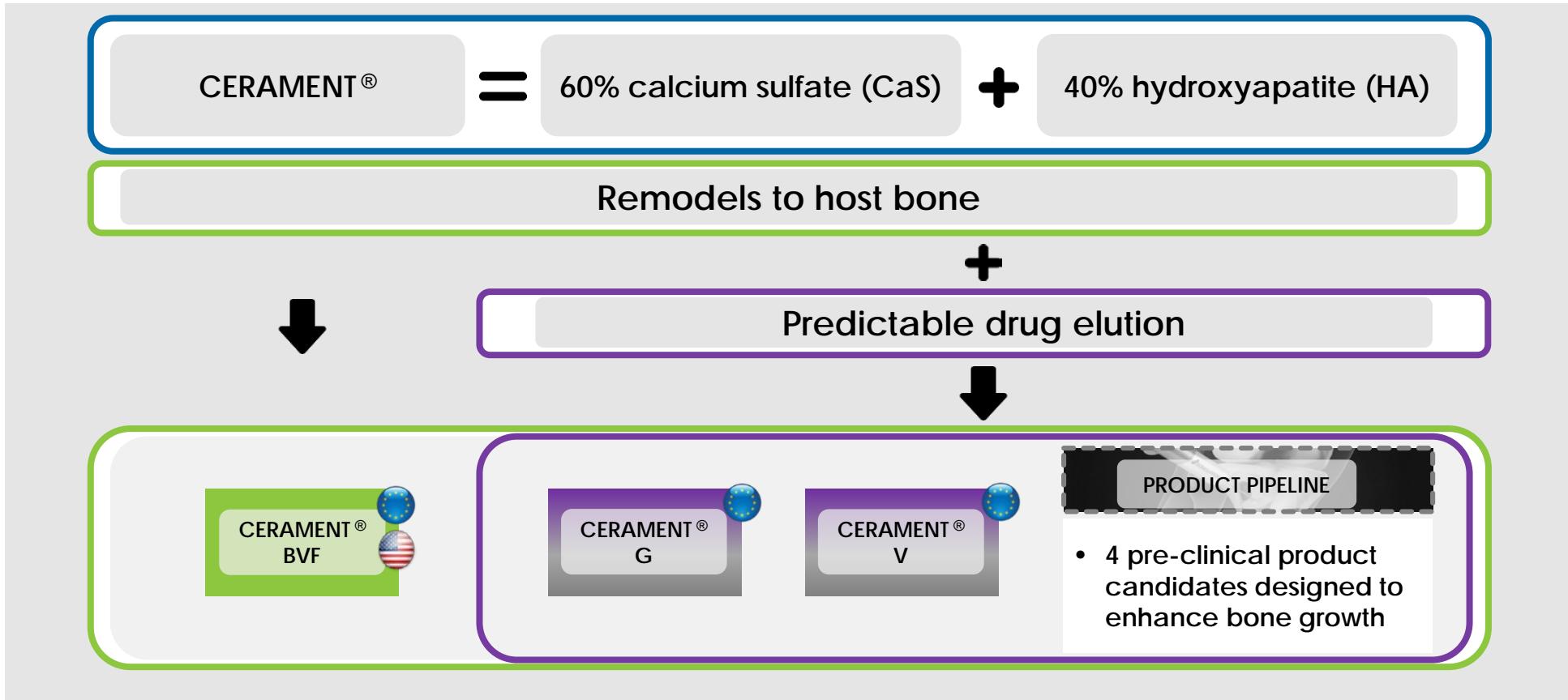
⁴Dmitriou et al. Complications following autologous bone graft harvesting from the iliac crest and using the RIA: A systematic review. Injury, 2011 (42) S3-S15

⁵<http://www.surgeryencyclopedia.com/A-Ce/Bone-Grafting.html>

⁶Zheng et al. Mechanism of bone allograft failure. J Bone Joint Surg Br 2002 vol. 84-B no. SUPP III 234

Our proprietary CERAMENT® platform

CERAMENT® platform generates products that provide clear benefits to surgeons, patients and payors



BONESUPPORT expects to generate significant value from products that capitalize on CERAMENT®'s predictable drug eluting properties



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Q1 Business Highlights

Europe

Growing CERAMENT G and CERAMENT V in Europe

Our Q1 activities

- Growing adoption of antibiotic-eluting products for the management of bone infections e.g. chronic osteomyelitis
- Focus on driving adoption at the top trauma centers in our key European markets
- Starting to place more emphasis on trauma indications:
 - first case treated at Berufsgenossenschaftliche Unfallklinik Murnau, Germany – one of the top 3 trauma centers in Europe
 - Heidelberg – growing use in trauma cases
 - Investing in more trauma product specialists – UK in place, Germany to come
- New Italian distributor generated CERAMENT G sales from 3 of the top 20 Italian trauma centers
- Nordic Expert Meeting on Bone Infection in Copenhagen – largest ever – 80 surgeons attended

US

Increased in-market sales of CERAMENT BVF in the US

Our Q1 activities

- Sales impacted by Zimmer Biomet hardware supply issues, negative currency effects and inventory build in Q1 2017 affecting YoY comparison
 - CERAMENT BVF used in conjunction with Zimmer hardware
- New sales management organization continues to increase regional and local CERAMENT product focus and sales follow through
 - In market sales increased by 7% in Q1
- Increasing penetration of the foot and ankle market segment - one of the fastest growing segments of the orthopedic market
- Exhibited at 4 important conferences including the American Academy of Orthopedic Surgeons in early March

Industry-leading clinical data set – 135 papers/abstracts

– recent example supporting CERAMENT® G presented at BLRS

The choice of local antibiotic carrier significantly affects outcome in treatment of chronic bone infection

Ferguson et al. (2018)

Summary

- Compared the use of CERAMENT® G in 160 patients vs the use of Osteoset® T in 137 patients
- CERAMENT G treated patients had a significantly lower rate of infection recurrence (4.4% vs 11.7%)
- Bone void healing in CERAMENT G treated patients was significantly better (73.2% vs 40.0%)

Strength of clinical data provides KOL support and drives surgeon preference

“CERAMENT® G’s ability to prevent infection recurrence through local antibiotic delivery whilst simultaneously allowing for bone remodelling offers important advantages including reduced readmission rates and number of operations for patients.”

Mr Martin McNally, Consultant Bone Infection and Limb Reconstruction Surgeon at Oxford University Hospitals

FORTIFY progressing as planned – significant commercial opportunity for CERAMENT™ G in US

FORTIFY trial timeline



Proposed “Indication for Use”

- Preferred indication has been discussed at prior FDA meetings and was submitted as part of the approved IDE
- Resorbable, gentamicin-loaded ceramic bone graft for use in bony voids and gaps
- Product supports bone healing and reduces subsequent infection

Final approved label will be dependent upon the strength of clinical effectiveness and safety data at time of PMA approval

Generating clinical data in our key target indications

Larger Clinical Studies

REGULATORY STUDY	Feasibility ^{1/}	Initiated study	FPI ^{1/}	LPI ^{1/}	Regulatory Filing
FORTIFY (US, DE, PL, UK)					

POST-MARKETING STUDIES	Feasibility ^{1/}	Initiated study	FPI ^{1/}	LPI ^{1/}	Publication
CERTiFy (DE)					
Revision Arthroplasty (IT)					
Diabetic Foot (IT)					
Osteomyelitis (FR)					

- CERTiFy – Last Patient In (LPI) end 2017 – data H2 2018
- First patient in (Q3) the Revision Arthroplasty study in Italy
- First patient in (Q4) the Diabetic Foot study in Italy

Feasibility: Feasibility assessment; FPI: First Patient In; LPO: Last Patient Out

 Milestone achieved

Broadening our product offering

- Intend to expand our product offering in the near/medium term
- Via a combination of own development, licensing and acquisitions
- New products that we bring to market will be complementary to our current CERAMENT products
- A number of opportunities are currently under evaluation

CERAMENT new formulation

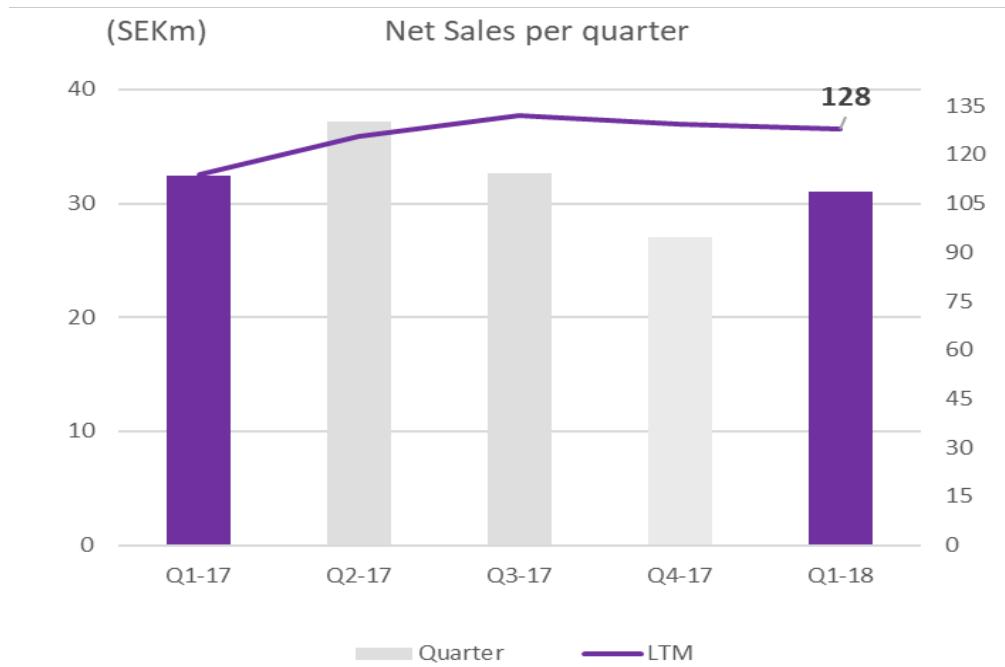
CERAMENT part of a procedure kits

CERAMENT plus other bone healing substances



Financial Review

4% decrease in Q1 2018 Net sales

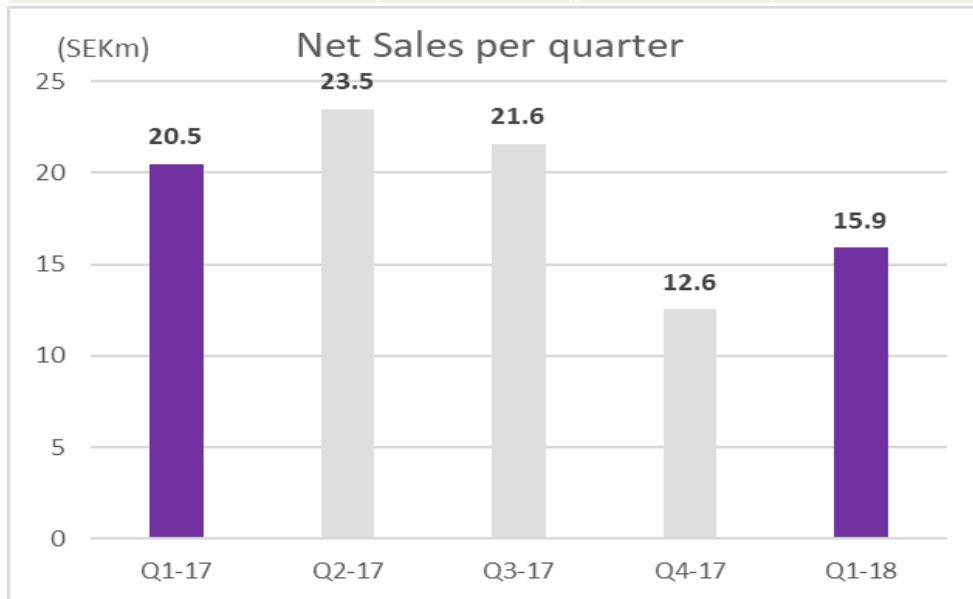


-4%
Net Sales
Q1

Flat in
constant
currency

North America Analysis

	Jan-Mar	FY	
(SEKm)	2018	2017	2017
Net Sales	15.9	20.5	78.1
Gross profit	13.5	18.7	69.9
Contribution	-2.0	8.8	18.8

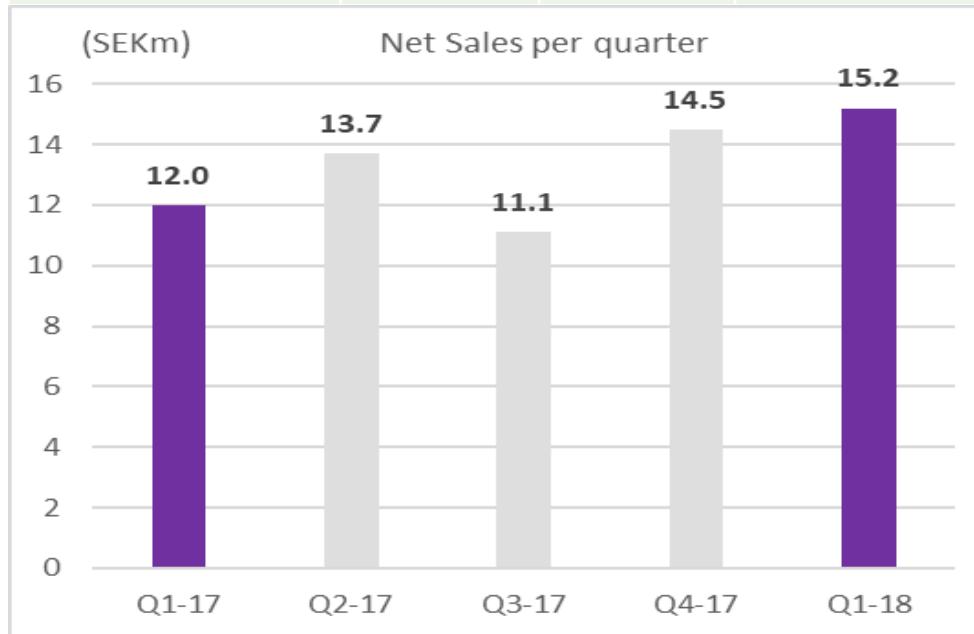


-22%
Net Sales
Q1

+7%
End user
sales

Europe and RoW Analysis

	Jan-Mar	FY
(SEKm)	2018	2017
Net Sales	15.2	12.0
Gross profit	12.1	10.1
Contribution	-0.8	-2.0
		51.2
		42.5
		-7.6



+27%
Net Sales
Q1

+38%
Net Sales
Drug
Eluting
Products

Operating result development

	Jan-Mar	
(SEKm)	2018	2017
Net Sales	31.1	32.5
Cost of sales	-5.6	-3.6
Gross profit	25.5	28.8
Selling expenses	-27.6	-24.8
R&D expenses	-14.8	-9.4
Admin expenses	-16.5	-21.7
O.Operating items	0.4	-0.4
Total costs	-58.5	-55.5
Operating loss	-33.1	-27.4

- Increased sales/marketing activities
- FORTIFY study
- Less ESOP costs
- Severance costs for previous CEO

KPIs

	Jan-Mar	
(SEKm)	2018	2017
Net Sales	31.1	32.5
Sales Growth (%) ^{1/}	-4.2	39.6
Gross profit	25.5	28.8
Gross margin (%)^{1/}	82.1	88.8
Operating loss	-33.1	-27.4
Loss for the period	-33.8	-31.1
Equity at period end	416.8	9.1
Net debt ^{1/}	-397.2	0.3
Operating cash flow	-36.3	-32.1
Cash at period end	397.2	103.3
Earnings per share ^{2/}	-0.67	-1.07



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Wrap up

Well positioned to generate shareholder value

- Clear strategy based on:
 - Innovative pipeline and strong R&D
 - Best clinical evidence and HEOR data
 - Effective commercial platform
- Focus on bringing sharper execution to this strategy to accelerate market penetration
- Major commercial market opportunity for our antibiotic eluting products
- Funding in place through to 2020





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Q&A