



BONESUPPORT

Q3 (2024) Report

October 24th, 2024

Emil Billbäck, CEO

Håkan Johansson, CFO

DISCLAIMER

This presentation, which includes all information and data on the following slides, any oral statements made when presenting these slides, and any other material distributed or statements made at, or in connection with, such presentation (the “Presentation”), relates to BONESUPPORT HOLDING AB (the “Company”) and is furnished to you solely for your information and may not be reproduced or redistributed, in whole or in part, to any other person. By attending the meeting where this Presentation is made, or by reading the Presentation, you agree to be bound by the following limitations.

The Presentation is private and confidential, has been furnished to you solely for your information and may not be reproduced, redistributed or disclosed in any way, in whole or in part, directly or indirectly, to any other person without the prior written consent of the Company.

No representation or warranty (expressed or implied) is made as to, and no reliance should be placed on, the fairness, accuracy or completeness of the information contained in the Presentation. Accordingly, none of the Company, or any of its principal shareholders or subsidiary undertakings or any of such person’s officers, employees or advisors, including Carnegie Investment Bank AB (publ) and ABG Sundal Collier AB (collectively “the Managers”), accepts any liability (in negligence or otherwise) for any loss whatsoever arising directly or indirectly from the use of this Presentation. The Managers are acting for the Company and is not acting as adviser to any recipient of this document and will not be responsible to any recipient of this document for providing the protections afforded, to its clients.

The Presentation includes industry and market data pertaining to the Company’s business and markets. Unless otherwise indicated, such information is based on the Company’s analysis of multiple sources and the information contained in the Presentation has not been independently verified. The information and opinions contained in this Presentation do not purport to be comprehensive, are provided as at the date of the document and are subject to change without notice. The Company is not under any obligation to update or keep current the information contained in the Presentation. Moreover, this Presentation contains various forward-looking statements that reflect management’s current views with respect to future events and financial and operational performance. The words “believe,” “expect,” “anticipate,” “intend,” “may,” “plan,” “estimate,” “should,” “could,” “aim,” “target,” “might,” or, in each case, their negative, or similar expressions identify certain of these forward-looking statements. Others can be identified from the context in which the statements are made. These forward-looking statements involve known and unknown risks, uncertainties and other factors, which are in some cases beyond the Company’s control and may cause actual results or performance to differ materially from those expressed or implied from such forward-looking statements. These risks include but are not limited to the Company’s ability to operate profitably, maintain its competitive position, the Company’s ability to promote and improve its reputation and the awareness of the brands in its portfolio, the Company’s ability to successfully operate its growth strategy, the impact of changes in pricing policies, political and regulatory developments in the markets in which the Company operates, and other risks. None of the Company, or any of its principal shareholders or subsidiary undertakings or any of such person’s officers, employees or advisors, including the Managers, makes any warranties or representations about the achievement or reasonableness of such forward-looking statements.

This Presentation does not constitute an offer or invitation to subscribe for, or purchase, any shares of the Company and neither this Presentation nor anything contained herein shall form the basis of, or be relied upon in connection with, any contract or commitment whatsoever. Should the Company pursue the contemplated public offering in Sweden and international private placements outside of Sweden, any such offers will only be made once a prospectus in relation to the offer is published or made available. Any acquisition of shares in the offering should be made solely on the basis of the information contained in such prospectus, and no reliance is to be placed on any representations other than those contained in such prospectus.

This Presentation is not directed to, or intended for distribution to or use by, any person or entity that is a citizen or resident or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation or which would require any registration or licensing within such jurisdiction. The securities mentioned herein have not been and will not be registered under the US Securities Act of 1933, as amended (the “Securities Act”) and may not be offered or sold in the United States absent registration under the Securities Act or an exemption from the registration requirement thereof. There will be no public offer of the securities referred to herein in the United States. The securities referred to herein have not been and will not be registered under the applicable securities laws of Canada, Australia or Japan and may not be offered or sold within Canada, Australia or Japan or to any national, resident or citizen of Canada, Australia or Japan. Neither this Presentation nor any copy of it may be taken or transmitted into the United States of America, its territories or possessions, into Australia, Canada or Japan or be distributed, directly or indirectly, in the United States of America, its territories or possessions or to any US person, as that term is defined under the Regulation S under the Securities Act, or to any securities analyst or other person in any of those jurisdictions. Any failure to comply with this restriction may constitute a violation of United States, Australian, Canadian or Japanese securities law. The distribution of this Presentation in other jurisdictions may be restricted by law and persons into whose possession this Presentation comes should inform themselves about, and observe, any such restrictions.

Some of the information set out in the Presentation is still in draft form and has not been verified. In particular, the financial information included in this Presentation has not been audited and is therefore subject to change. In general, the information set out in the Presentation is subject to updating, completion, revision, verification and amendment, and such information may change materially.

Certain financial and other numerical information presented in this Presentation have been subject to rounding adjustments for the purpose of making this Presentation more easily accessible for the reader. As a result, the figures in tables may not sum up to the stated totals.

NOT FOR RELEASE, DISTRIBUTION OR PUBLICATION, DIRECTLY OR INDIRECTLY, IN THE UNITED STATES OF AMERICA, AUSTRALIA, CANADA, JAPAN OR ANY OTHER JURISDICTION IN WHICH THE RELEASE, DISTRIBUTION OR PUBLICATION WOULD BE UNLAWFUL OR REQUIRE REGISTRATION OR ANY OTHER MEASURE.

BONESUPPORT – Third quarter report 2024

A background image showing several medical syringes and vials, likely containing bone graft substitute, arranged on a light surface. The syringes are clear plastic with blue plungers and are labeled with 'CERAMENT' and 'LOT# 210107'. There are also two small vials, one white and one blue, with labels that include 'STERILE' and 'CERAMENT'.

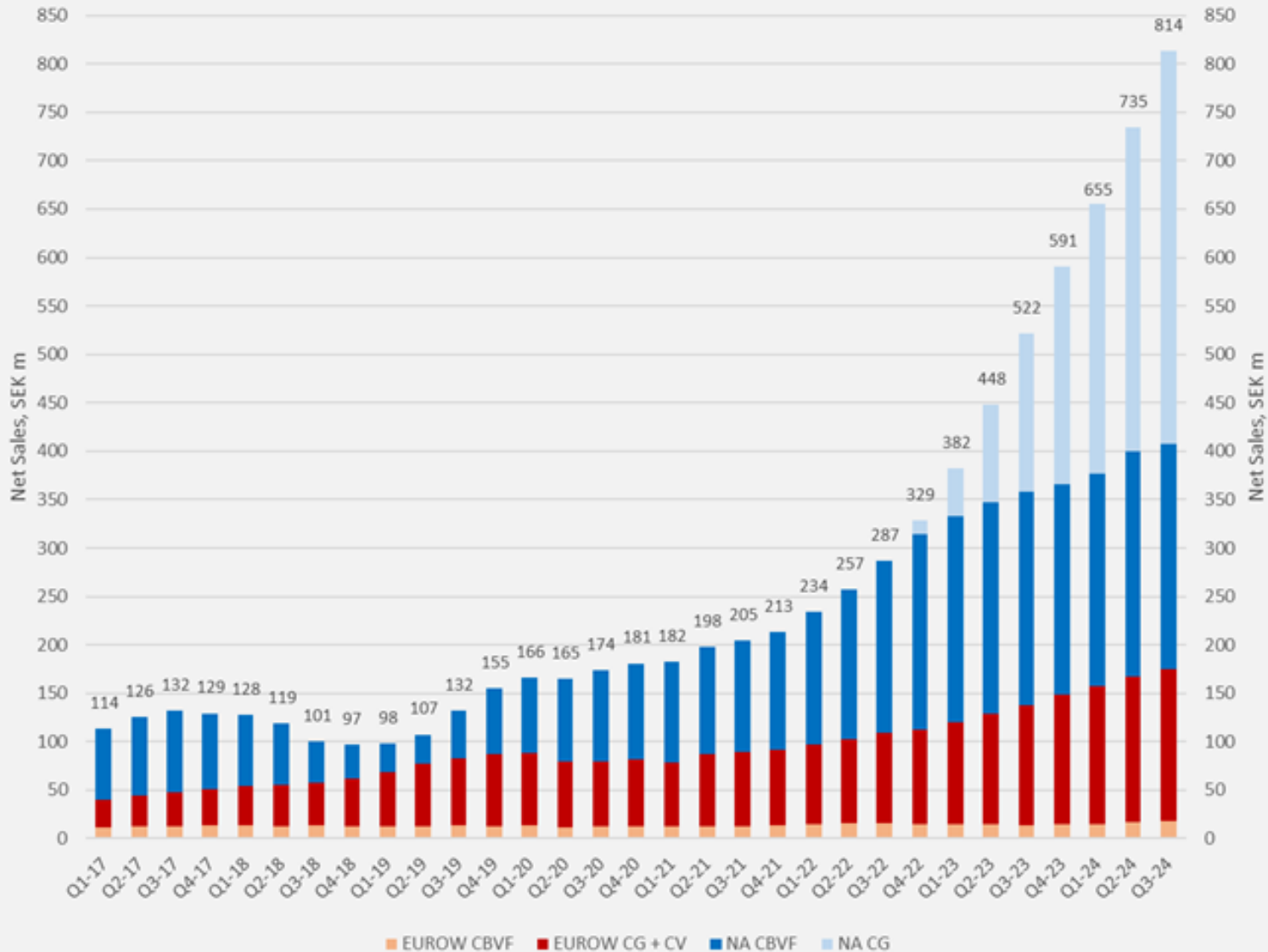
Q3 2024:

- Net sales **SEK 238 m**, growth: **+50%** versus Q3 2023, (**+54%** in **constant exchange rates**, CER)
- Operating result (before accounting effects of incentive programs): **SEK 48 m** (SEK 25 m)
- Reported EBIT: **SEK 41 m** (SEK 15 m)
- Strong positive cash flow

- **SOLARIO study meets its primary end point, proving the ability for CERAMENT G and CERAMENT V to enable a shorter period of systemic antibiotics.**
- **Progressing preparations for entry into Spinal Fusion segment**
- **CERAMENT G in the US reaches sales of SEK 134 m in the quarter**

Strong launch momentum for CERAMENT G in the US

LTM Quarterly Sales per Segment



- CERAMENT G in the US reaching SEK 134 m in the quarter
- Launch conference for Open Trauma indication at OTA in Montreal, Oct 23rd - 26th
- Total antibiotic eluting CERAMENT grew with 81% versus Q3 2023

CBVF= CERAMENT Bone Void Filler
 CG = CERAMENT G (Gentamicin)
 CV = CERAMENT V (Vancomycin)

NA CBVF also contains sales from application tools, e.g. syringes and bead tray

North America

Strong surgeon preference and increasing peer-to-peer referrals

Q3 2024

- Sales of **SEK 192 m**, growth of **59%** over Q3 2023 (growth of **63%** in constant exchange rate, CER)

Highlights in quarter:

- NTAP submission for Open Trauma
- CERAMENT G sales of SEK 134 m
- Progressing market access through IDNs (integrated delivery networks)/ Hospital systems
- Increasing referrals and word-of-mouth in between surgeons on CERAMENT G
- Market survey model shows: Local antibiotics is used in est. 38% of extremity surgery with bone graft (est. 47% in Europe)
- Progressing preparations for Spinal Fusion market entry

EUROW

Market share gains fuels sales performance

Q3 2024

- Sales of **SEK 46 m**, growth of **22%** vs Q3 2023, (growth of **21%** in constant exchange rates, CER)
- Seasonality impact

Highlights

- CERAMENT V approved (MDSAP) for Canada. Hire resources for conversion to hybrid market
- **SOLARIO** study met its primary endpoints

SOLARIO – Game changing evidence for local antibiotics

Study summary¹

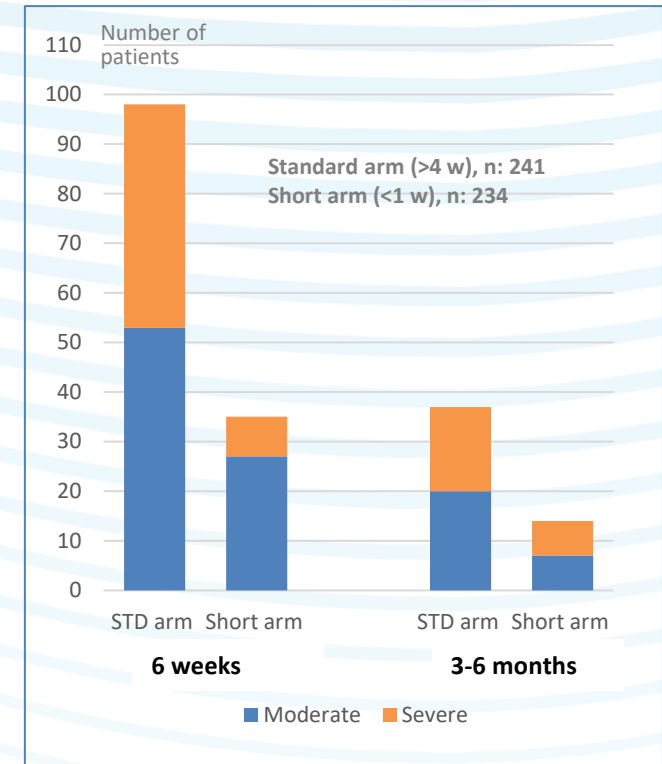
- Randomized controlled multicenter trial with 500 adult patients with orthopedic infections
- Surgically treated with antibiotic-eluting bone substitute materials such as CERAMENT G and CERAMENT V
- 2 groups: Short systemic antibiotics, ≤ 7 days and Standard systemic antibiotics, at least 4 weeks

Results

- The short regimen achieved equally good prevention of recurrence of infection as the standard regime
- An average **reduction of 47 antibiotic days***/patient, and a **total reduction of 11,275 antibiotic days***
- **Significantly fewer and milder adverse events (AE)**

Short regimen advantages

Reduced antibiotic costs, fewer adverse events and costs associated with adverse events, better patient adherence, improved antibiotic use and decreased risk of AMR (Anti-Microbial Resistance)



Clinical and cost implication insights from literature references


- **5%-20%** of patients with long-term systemic Vancomycin develop severe kidney damage (Nephrotoxicity)
- The cost for intravenous antibiotic combination treatment; weekly up to 3,500 USD in the US and up to 1,575 £ in the UK

The Global Burden of AMR 2050^{2,3,4}

- >10 million deaths every year. Costing the world up to \$100 trillion. Negative GDP impact up to 3.8%

*Total antibiotic days: Each antibiotic on each day is reported and registered. Many of the antibiotics are prescribed in combination dosages.

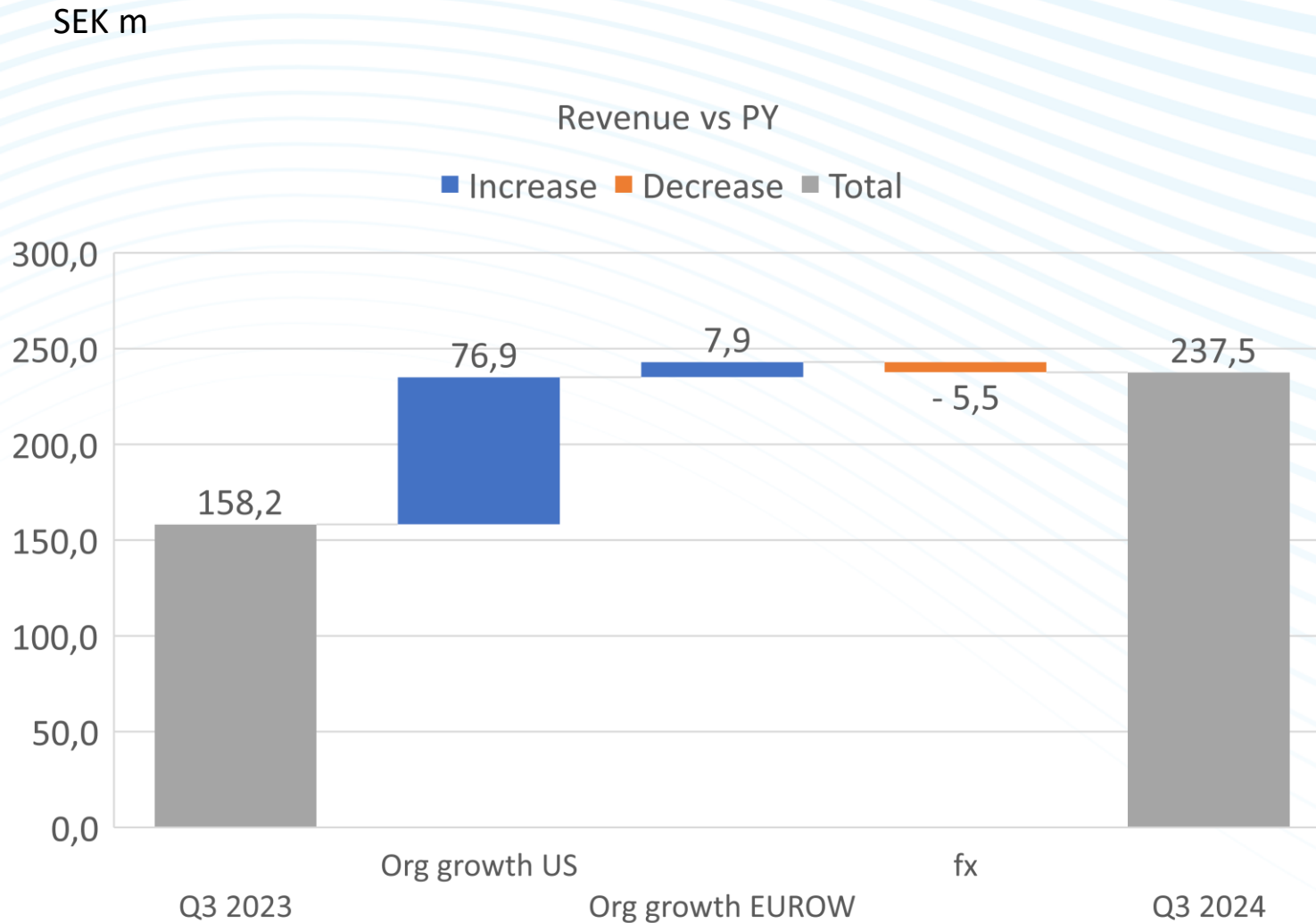
1. Dudareva M, Kumin M, Vach W, Kaier K, Ferguson J, McNally M, Scarborough M. Short or Long Antibiotic Regimes in Orthopaedics (SOLARIO): a randomized controlled open-label non-inferiority trial of duration of systemic antibiotics in adults with orthopaedic infection treated operatively with local antibiotic therapy. *Trials* 2019; 20: 693. 2. Dadgostar P. Antimicrobial Resistance: Implications and Costs. *Infect Drug Resist.* 2019 Dec 20;12:3903-3910. doi: 10.2147/IDR.S234610. PMID: 31908502; PMCID: PMC6929930. 3. TACKLING DRUG-RESISTANT INFECTIONS GLOBALLY: FINAL REPORT AND RECOMMENDATIONS [Home | AMR Review \(amr-review.org\)](#) 4. [Antimicrobial Resistance \(AMR\) \(worldbank.org\)](#)



BONESUPPORT Q3 (2024) Report

Financial Report

Q3 2024 net sales SEK 237.5 m



- NA: 59 percent reported growth. 63 percent growth in CER
- EUROW: 22 percent reported growth. 21 percent growth CER
- Low impact from currency movements

North America

+59%
(+63% CER)
Net sales
Q3-24

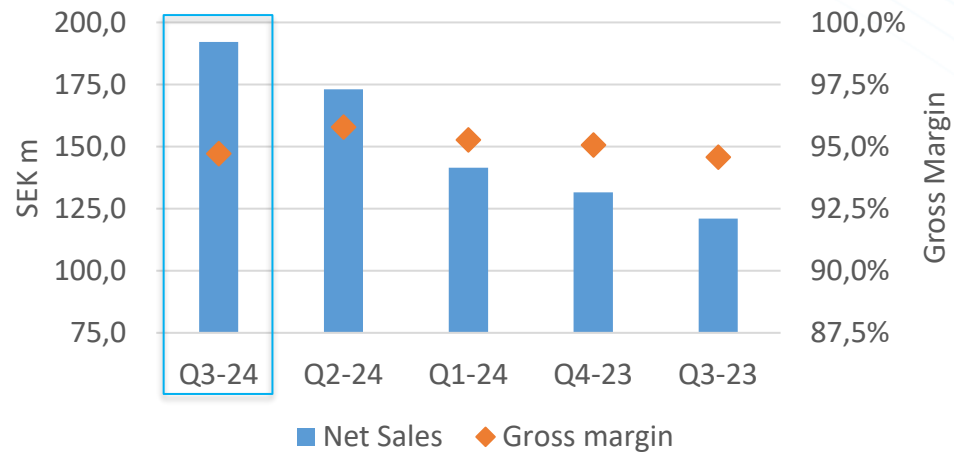
North America	2024			2023	
SEK m	Q3	Q2	Q1	Q4	Q3
Net Sales	192,0	173,0	141,5	131,6	121,0
Gross profit	181,9	165,7	134,8	125,1	114,4
Gross margin	94,7%	95,8%	95,3%	95,1%	94,6%
Contribution	79,3	66,8	55,8	52,0	46,5

EUROW

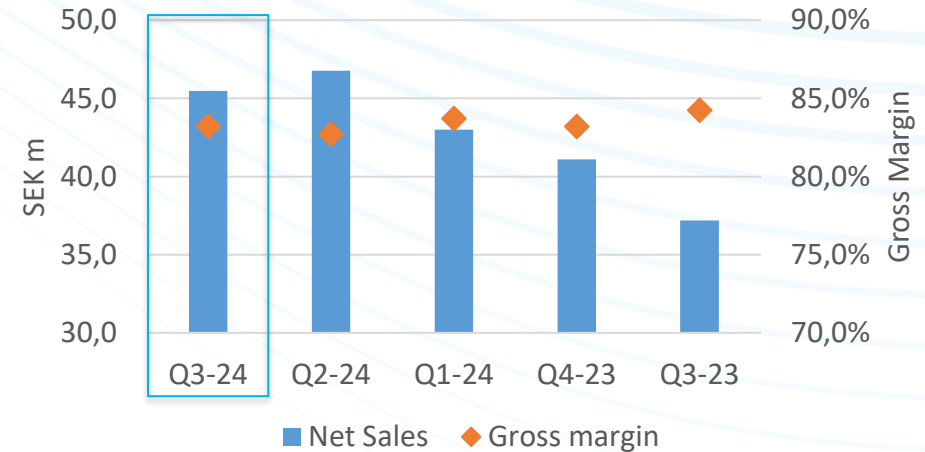
+22%
(+21% CER)
Net sales
Q3-24

EUROW	2024			2023	
SEK m	Q3	Q2	Q1	Q4	Q3
Net Sales	45,5	46,8	43,0	41,1	37,2
Gross profit	37,8	38,7	36,0	34,2	31,3
Gross margin	83,2%	82,7%	83,7%	83,2%	84,2%
Contribution	15,6	14,2	10,7	5,7	9,3

Net Sales and gross margin



Net Sales and gross margin



fx impact in Q3-24 1.0 percentage points negative in comparison to Q2-24

Investments in commercial structure and R&D impacting the quarter

Key Figures	2024				2023			2022
SEK m	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4
Selling expenses	65,5	67,6	59,7	59,6	53,5	55,0	49,0	46,8
Sales Commissions and fees	65,5	62,2	48,2	44,4	42,7	37,2	29,9	28,1
Research and Development expenses	19,7	20,3	14,1	17,6	12,5	14,6	12,5	14,8
Administrative expenses	22,8	22,9	23,2	33,3	21,6	19,8	15,5	21,3
Whereof Provisions related to Incentive programs	7,3	7,4	9,3	18,9	9,7	7,7	3,8	9,2
Total expenses	173,4	173,1	145,3	154,9	130,2	126,7	106,9	111,0

Q3 Insights

- Selling expenses reflects investments in the organization and systems that have been implemented supporting the launch of CERAMENT G in the US and underlying sales growth but also to leverage on beneficial reimbursement and the regulatory approval for open fractures in the US.
- Research and Development expenses remain focused on the strategic initiatives as presented at the Capital Markets Day in November last year with increasing expenses during the period.
- Administration excluding effects from the long-term incentive programs is remaining stable with temporary resources impacting in the period but continuing to come down in relation to sales.
- The expenses for the long-term incentive programs amount to SEK 7.3 million. Of the total cost, SEK 1.9 million was cash flow impacting.

54% Sales growth and doubled adjusted operating profit

Key Figures	2024				2023				2022
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4	
SEK m									
Net Sales	237,5	219,8	184,4	172,7	158,2	140,4	119,7	103,2	
Gross Margin (%)	92,9	92,3	92,6	91,8	92,1	91,3	90,5	91,5	
Operating profit	41,0	28,7	32,3	-8,0	14,9	6,0	0,8	-19,3	
Adj. Operating profit (i)	48,3	36,0	41,6	10,9	24,6	13,6	4,6	-10,1	
Cash at period end	153,2	114,6	187,2	167,4	164,1	149,8	190,4	201,3	

(i) Operating result reduced with incentive expenses according to IFRS2 and social charges for these programs.

Q3 Insights

- Sales increased by 50 percent (54 percent in CER) compared to the second quarter previous year, a sales growth largely driven by continued strong market penetration of CERAMENT G in the US.
- Gross Margin remaining stable and in line with previous quarters the current year.
- The period reported an Adjusted Operating profit of SEK 48.3 m, a SEK 23.7 m improvement compared with previous year - despite adverse fx effects
- With executed improvements in our safety stocks during H1, the quarter reported a strong cashflow, improving cash balance with 39 MSEK compared to previous quarter .



BONESUPPORT Q3 (2024) Report

- **50% sales growth (53% in CER)**
- **48 mSEK EBIT (before incentive cost)**
- **Milestone SOLARIO study results**
- **Strong performance for CERAMENT G USA**
- **Progressing pre-clinical spine studies**