



BONESUPPORT

Q2 (2024) Report

July 11, 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 – Second quarter report 2024

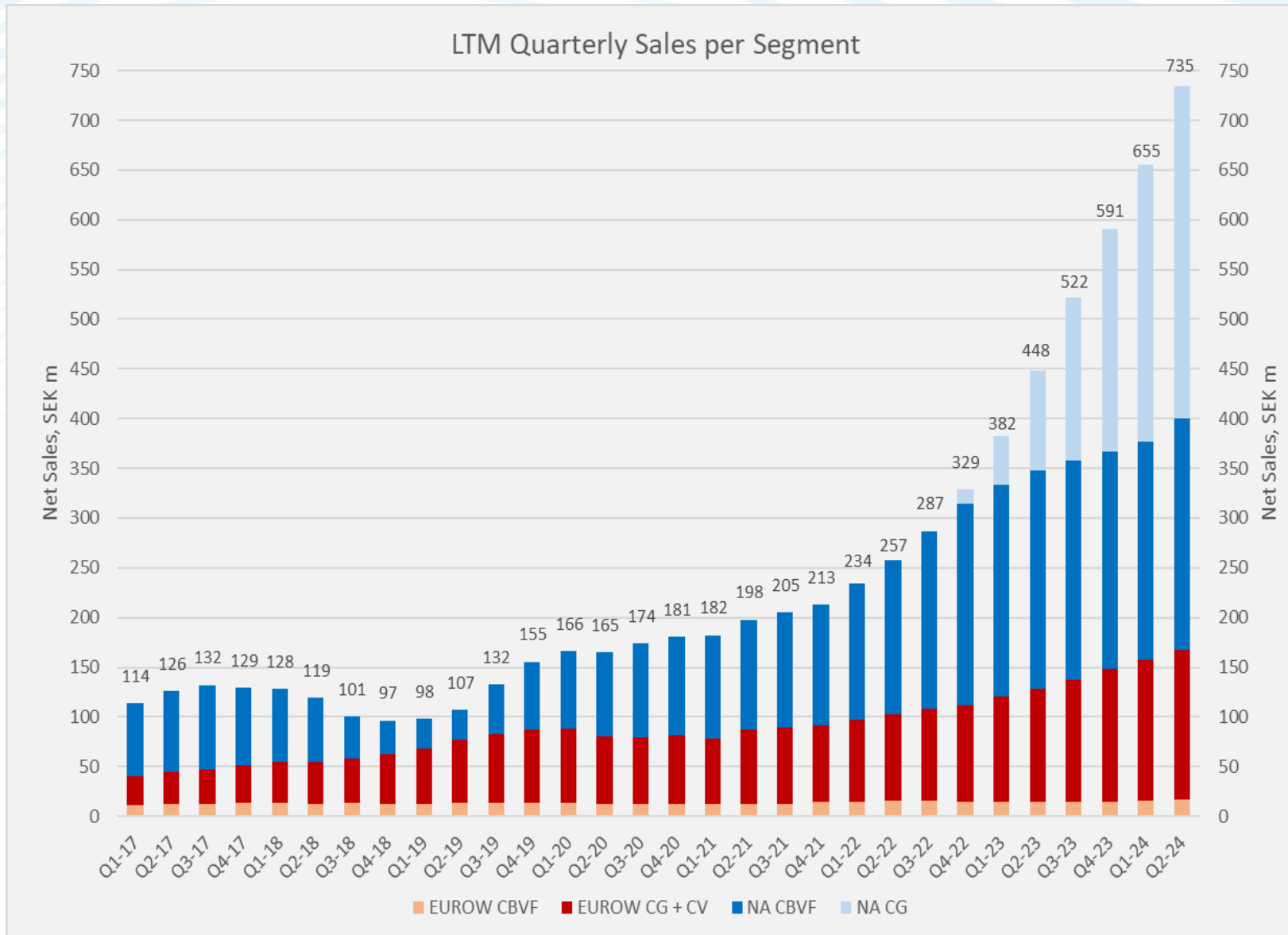


Q2 2024:

- Net sales **SEK 220 m**, growth: **+57%** versus Q2 2023, (+55% in constant exchange rates, CER)
- US CERAMENT G sales of 108 mSEK
- Operating result (before accounting effects of incentive programs): **SEK 36 m** (SEK 14 m)
- Reported EBIT: **SEK 29 m** (SEK 6 m)
- Raised guidance

- **Pre-clinical application trials started for CERAMENT BVF in spine**
- **Cigna TPT-reimbursement recognition**
- **CMS proposes 1 year extension of NTAP for CERAMENT G in the US**
- **Strong Australian clinical data on reduction in amputation rate**

Strong launch momentum for CERAMENT G in the US



- CERAMENT G in the US surpassing 100 mSEK in the quarter
- Total antibiotic eluting CERAMENT grew with 82% versus Q2 2023

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

North America:

Strong market penetration and surgeon preference

Q2 2024

- Sales of **SEK 173 m**, growth of **67%** over Q2 2023 (growth of **66%** in constant exchange rate, CER)
- Sales in **Q2 2024** represented a reported sequential growth of **22%** over **Q1 2024**
- CERAMENT BVF grew with 13% in Q2 2024 over Q2 2023

Highlights in quarter:

- CERAMENT G sales of SEK 108 SEK
- TPT- Reimbursement recognition by Cigna
- NTAP Bone infection for CERAMENT G, extension for one year
- Progressing market access through IDNs (integrated delivery networks)/ Hospital systems

Largest private health care insurance providers (million members):

- **GuideWell:** 27
- **CVS Health:** 23
- **Cigna:** 20
- **HCSC:** 19
- **Humana:** 17
- **Kaiser Permanente:** 13
- **Elevance Health:** 5
- **Centene Corporation:** 5
- **Molina Healthcare:** 5
- **UnitedHealth Group:** 5

EUROW


Market share gains fuels sales performance

Q2 2024

- Sales of **SEK 47 m**, growth of **28%** vs Q2 2023, (growth of **26%** in constant exchange rates, CER)
- Positive market dynamics – continued catch up of surgical back-log
- Strong sales development following market share gains

Highlights

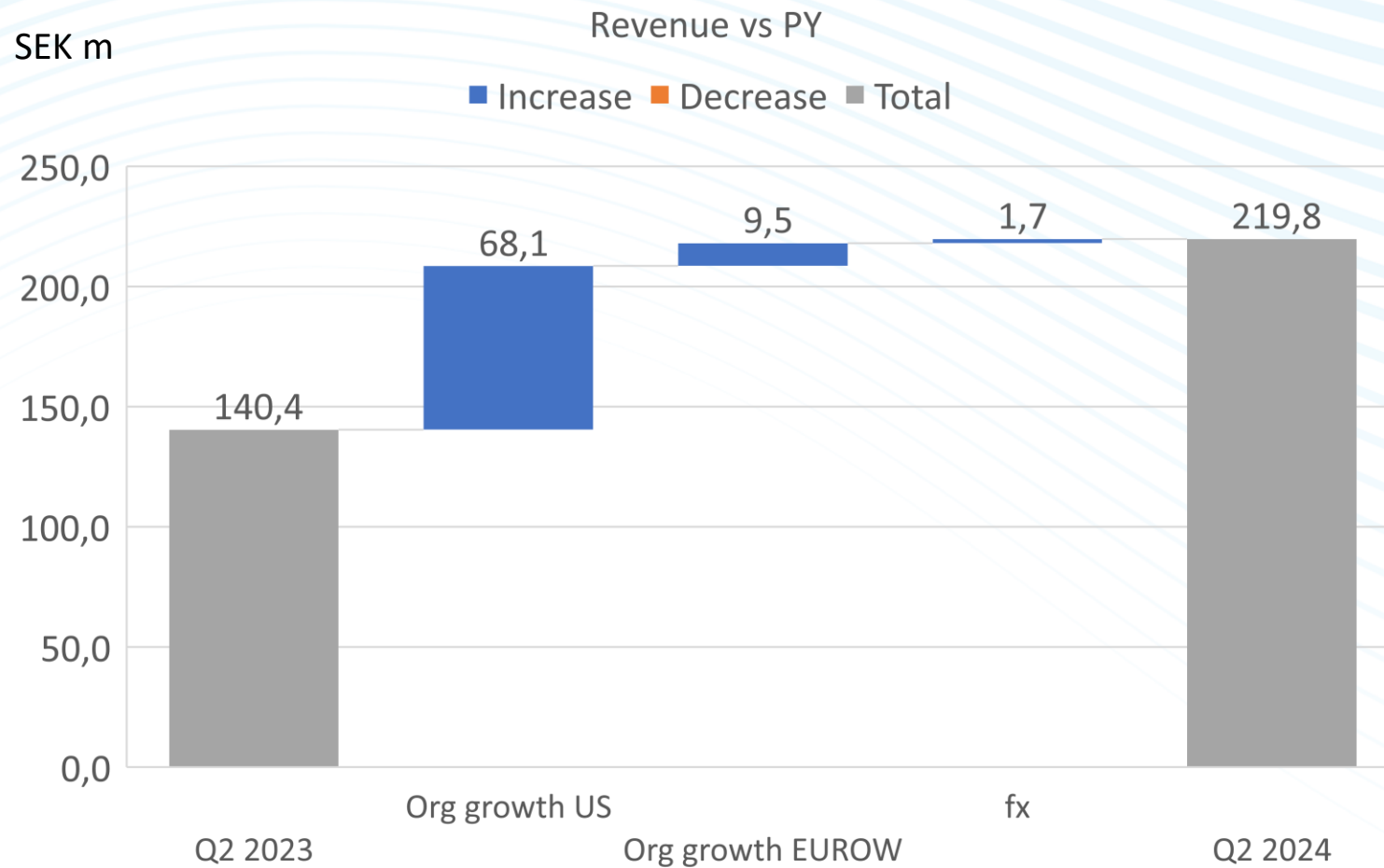
- Clinical data validating reduced amputation rate with CERAMENT (Chow, Martin et al, 2024)
- Additional supporting health economic data (Haidari et al, 2024)
- Solario



BONESUPPORT Q2 (2024) Report

Financial Report

Q2 2024 net sales SEK 219,8 m



- NA: 67 percent reported growth. 66 percent growth in CER
- EUROW: 28 percent reported growth. 26 percent growth CER
- Low impact from currency movements

North America

+67%
(+66% CER)
Net sales
Q2-24

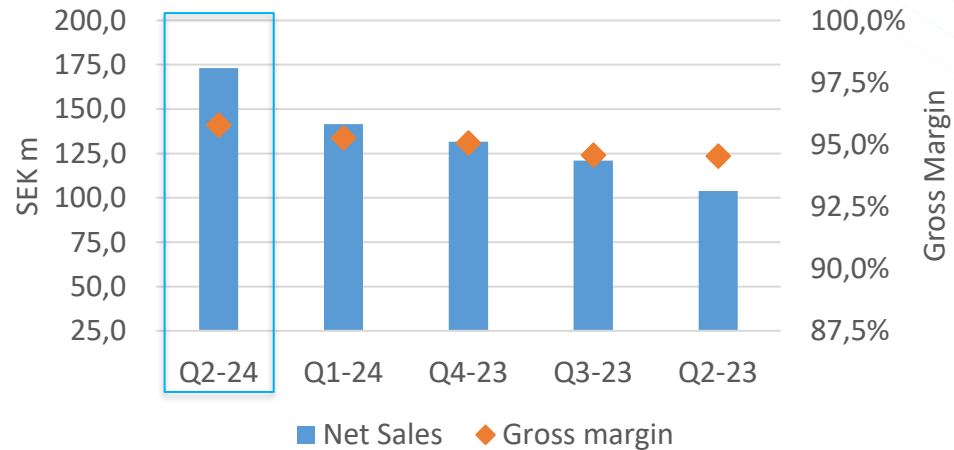
North America	2024		2023		
SEK m	Q2-24	Q1-24	Q4-23	Q3-23	Q2-23
Net Sales	173,0	141,5	131,6	121,0	103,9
Gross profit	165,7	134,8	125,1	114,4	98,2
Gross margin	95,8%	95,3%	95,1%	94,6%	94,5%
Contribution	66,8	55,8	52,0	46,5	31,7

EUROW

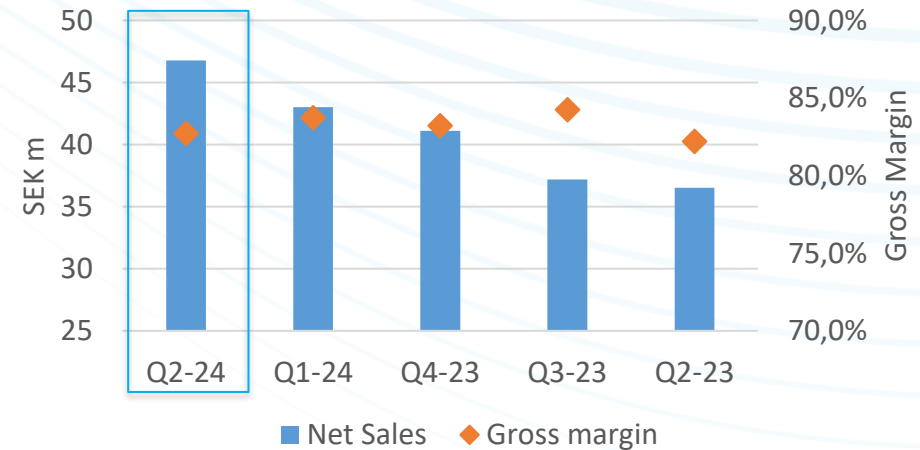
+28%
(+26% CER)
Net sales
Q2-24

EUROW	2024		2023		
SEK m	Q2-24	Q1-24	Q4-23	Q3-23	Q2-23
Net Sales	46,8	43,0	41,1	37,2	36,5
Gross profit	38,7	36,0	34,2	31,3	30,0
Gross margin	82,7%	83,7%	83,2%	84,2%	82,2%
Contribution	14,2	10,7	5,7	9,3	7,6

Net Sales and gross margin



Net Sales and gross margin



Investments in commercial and innovation impacting the quarter

Key Figures	2024		2023				2022	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
Selling expenses	67,6	59,7	59,6	53,5	55,0	49,0	46,8	38,8
Sales Commissions and fees	62,2	48,2	44,4	42,7	37,2	29,9	28,1	21,1
Research and Development expenses	20,3	14,1	17,6	12,5	14,6	12,5	14,8	12,6
Administrative expenses	22,9	23,2	33,7	21,6	19,9	15,5	21,3	20,8
Whereof Provisions related to Incentive programs	7,4	9,3	18,9	9,7	7,7	3,8	9,2	9,5
Total expenses	173,1	145,3	155,3	130,2	126,7	106,9	111,0	93,2

Q2 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. A bad debt provision of SEK 1.0 million relating to the bankruptcy of the Steward Healthcare System also impacted the period.
- 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 and recruitment costs impacting in the period but continuing to come down as percentage to sales.
- The expenses for the long-term incentive programs amount to SEK 7,4 m. Of the total cost, only SEK 1.4 million was cash flow impacting.


Solid profit performance despite commercial and R&D initiatives

Key Figures	2024			2023			2022	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
SEK m								
Net Sales	219,8	184,4	172,7	158,2	140,4	119,7	103,2	84,6
Gross Margin (%)	92,3	92,6	91,8	92,1	91,3	90,5	91,5	90,8
Operating profit	28,7	32,3	-8,0	14,9	6,0	0,8	-19,3	-13,9
Adj. Operating profit (i)	36,0	41,6	10,9	24,6	13,6	4,6	-10,1	-4,4
Cash at period end	114,6	187,2	167,4	164,1	149,8	190,4	201,3	212,6

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

Q2 Insights

- Sales increased by 57 percent (55 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 in line with previous quarter, with strong product mix performance in the US
- The period reported an Adjusted Operating profit of SEK 36.0 m, a SEK 22.4 m improvement compared with previous year.
- With strong momentum in sales, and revised sales forecast, we have decided to bring forward our plans to further improve our safety stocks. Together with a temporary and sales growth-related increase in trade receivable, a negative cash flow was reported in the period. Material timing effects in trade receivables with large inflow of payments noted in early July.



BONESUPPORT Q2 (2024) Report

- **57% sales growth**
- **SEK 36 m EBIT (before incentive cost)**
- **Strong performance for CERAMENT G USA**
- **Spine pre-clinical studies started**

Raised guidance:

**Sales in 2024 to grow more than 50% vs 2023
(in constant exchange rates)**