

## FACT SHEET

BONESUPPORT is a rapidly growing innovative orthobiologics company that develops and commercializes injectable bioceramic bone graft substitutes that remodel to the patient's own bone and have the capability of eluting drugs directly into the bone void.

### Company highlights



#### Rapidly growing company

Sales LTM (Oct 2016-Sep 2017): SEK 132.0m  
YoY growth: 35%



#### Targeting major orthopedic applications

Addressable market of 650K procedures a year (US & EU)



**Strong KOL support, numerous publications highlighting our products' compelling clinical benefits**



**Significant growth potential driven by new clinical and market studies and new geographies**



**Exciting and valuable pipeline of new products based on our proprietary CERAMENT® platform**

### Financial Targets for 2020

Net Sales > SEK 500m EBIT > 0 Gross margin > 85%

### Strategy to deliver further growth

#### Driving sales of currently approved products in existing markets

- Generating further supportive data to drive the adoption of our CERAMENT® products for a broader range of indications including trauma and revision arthroplasty
- Generating compelling HEOR data to increase market access
- Increasing market and promotional spend
- Increase sales footprint in EU and US

#### Gain marketing approval for CERAMENT®|G in US

- Successfully complete the FORTIFY study
- Generate clinical data from the FORTIFY study to support planned PMA filing with the FDA in 2020

#### Progressing our pipeline of CERAMENT® candidates

- Novel product candidates targeting enhanced bone growth
- Capitalizing on CERAMENT's unique bone remodeling and therapeutic eluting capabilities

### Key Characteristics

#### CERAMENT®|BONE VOID FILLER

- Remodels to host bone in 6-12 months and promotes healing
- Provides structure
- Mixes and handles easily and predictably
- Fills bone defects resulting from surgery or trauma in a wide range of orthopedic applications

#### CERAMENT®|G & CERAMENT® V

- All the key properties of CERAMENT®|BVF
- Protects healing by significantly reducing infection risk through targeted local delivery of antibiotics
- Elutes antibiotic above MIC levels for at least 28 days
- Differentiated efficacy in patients with high risk of infection in the management of trauma, revision arthroplasty, osteomyelitis and infected diabetic foot

### Focus segments

#### Trauma

- Bone destruction/bone defects through high/low energy trauma
- High risk of infection from complex trauma

#### Revision arthroplasty

- Revision cases are usually associated with significant bone losses and have to be treated using bone

#### Chronic osteomyelitis

- Bone destruction through severe and persistent infection of the bone

#### Infected diabetic foot

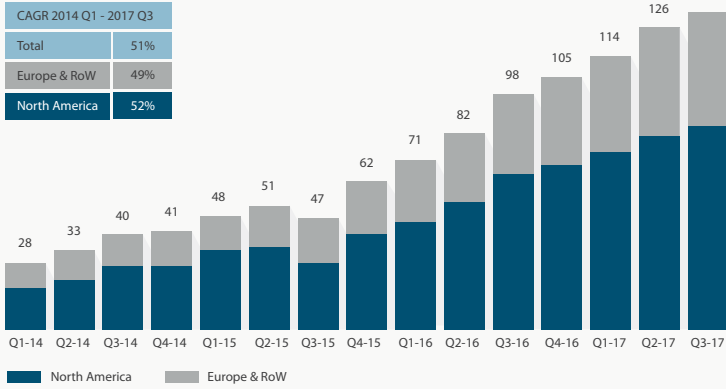
- Concomitant bone infection from soft tissue infection and osteomyelitis from diabetic foot

## CERAMENT® products are growing rapidly

LTM sales Q3 2017 up 35% on LTM sales Q3 2017

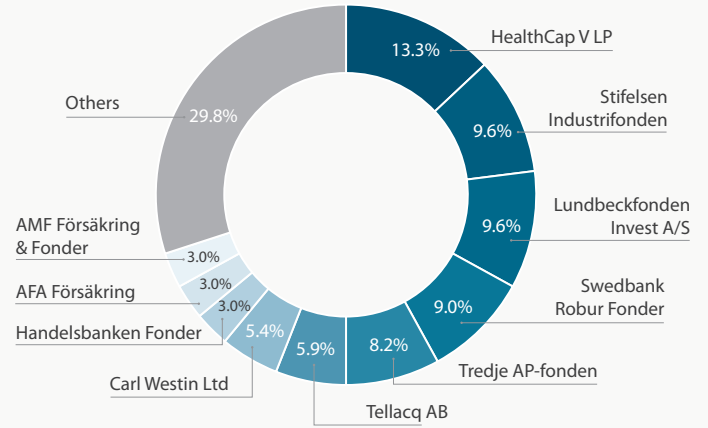
SEKm

LTM Quarterly Sales Development by Segment



## Ownership %\*

\*As per September 30 2017 (non-diluted)



## KPI's 2014-Q3 2017

SEKm	Full year			Jan - Sep	
	2014	2015	2016	2016	2017
Net sales	41.0	61.8	104.6	75.0	102.3
Sales Growth %	28.8	50.8	69.4	93.4	36.4
Gross Margin %	84.4	84.6	84.4	62.3	89.9
Operating Cash Flow	-45.9	-65.3	-81.9	-51.4	-81.8
Equity at period end	-43.5	20.3	34.3	-43.2	499.9
Net Debt	48.4	-6.0	-31.8	45.2	-476.3
Cash at period end	18.4	68.9	141.5	72.8	567.6
<b>Earnings per share<sup>1</sup> (SEK)</b>	<b>-30.30</b>	<b>-2.53</b>	<b>-4.26</b>	<b>-3.01</b>	<b>-2.13</b>

<sup>1</sup>After consolidation of shares (decided 12 April 2017) and before dilution

## Income statement 2014-Q3 2017

SEKm	Full year			Jul - Sep	
	2014	2015	2016	2016	2017
Net sales	41.0	61.8	104.6	26.5	32.7
Cost of sales	-6.4	-9.5	-16.3	-5.5	-4.0
<b>Gross profit</b>	<b>34.6</b>	<b>52.2</b>	<b>88.3</b>	<b>21.0</b>	<b>28.7</b>
Selling expenses	-37.4	-56.2	-79.8	-25.0	-24.4
Research and development expenses	-17.0	-19.0	-38.2	-10.9	-12.8
Administrative expenses	-23.5	-31.7	-60.7	-11.4	-11.1
Other operating income	5.0	3.3	7.3	1.1	1.0
Other operating expenses	-1.0	-2.6	-5.7	-0.7	-1.5
<b>Operating income / loss</b>	<b>-39.3</b>	<b>-53.9</b>	<b>-88.7</b>	<b>-25.9</b>	<b>-20.1</b>
Net financial items	-11.8	-5.5	-20.8	-9.1	-2.4
<b>Profit/loss before income tax</b>	<b>-51.1</b>	<b>-59.4</b>	<b>-109.6</b>	<b>-35.0</b>	<b>-22.5</b>
Income tax	0.0	-0.1	-0.6	0.2	-0.4
<b>Profit / loss for the period</b>	<b>-51.1</b>	<b>-59.6</b>	<b>-110.2</b>	<b>-34.8</b>	<b>-22.9</b>



BONESUPPORT AB (Head office),  
Scheelevägen19, SE-223 70 Lund, Sweden | T: +46 46 286 53 70  
E: info@bonesupport.com | Twitter: @BONESUPPORT\_AB

[www.bonesupport.com](http://www.bonesupport.com)



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