BONESUPPORT
Investor presentation

Update following direct share issue 2020

May 27th

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BONESUPPORT has carried out a directed share issue and is hereby provided with proceeds of SEK 378 million

- BONESUPPORT Holding AB (publ) has, with the support of the authorization from the Annual General Meeting on 19 May 2020, resolved on a directed share issue of 10 500 000 ordinary shares at a subscription price of SEK 36.00 per share and is hereby provided proceeds of approximately SEK 378 million before deduction of costs related to the transaction. The subscription price is in line with the price recently traded on NASDAQ Stockholm and has been determined by the Company's Board of Directors in consultation with the Company's financial advisors SEB and Carnegie.

- Through the Directed Share Issue, the Company's share capital will increase by SEK 6,562,500.00 from SEK 33,680,462.50 to SEK 40,242,962.50, by new issue of 10,500,000 ordinary shares, resulting in the total number of shares increasing from 53,888,740 shares to 64,388,740 shares, whereof 63,153,740 are ordinary shares and 1,235,000 are class C shares. The Directed Share Issue results in a dilution of approximately 16.31 percent of the capital and approximately 16.59 percent of the votes for existing shareholders based on the total number of shares and votes in the Company after the Directed Share Issue

Capital raise 2020 - Scale up of proven business model

	Growth acceleration lever:	Amount:
COMMERCIALIZATION		**~70%**
1	US market introduction and penetration of CERAMENT G	
2	Continued market investments in Europe	
3	Regulatory approval new markets	
4	Manufacturing improvements	
OPERATIONAL, RESEARCH & DEVELOPMENT		**~10%**
5	R&D pipeline progression and supporting clinical studies	
OTHER		**~20%**
6	General corporate and financial redispositions	
	Total gross proceeds:	**SEK 378 m**

US: Planning for early 2021 launch of CERAMENT G

Background

- ✓ Distribution relationship with Zimmer Biomet terminated by BONESUPPORT in May 2018, with non-exclusivity ending May 2019.
- ✓ Established 40 independent distributors with 500 sales reps, active since Nov 1st 2018
- ✓ Excellent traction in winning Group Purchasing Organization contracts: Healthtrust, CAN and Kaiser-Permanente
- ✓ First full year of independence: USD 7,2m of CERAMENT BVF sales
- ✓ Initially 8 territories. 2 territories in New England added in mid 2019, for a total of 10
- ✓ CERAMENT G assigned to category "Breakthrough device" in March 2020 by FDA
- ✓ De Novo application filed in April, based on very strong clinical documentation

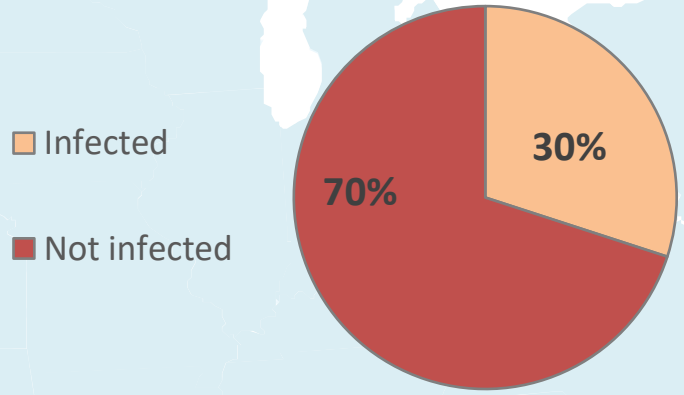
Journey ahead

- ❑ Maximize the market penetration through new effective commercial infrastructure
- ❑ DeNovo approval expected late 2020, could make CERAMENT G the first synthetic bone graft with antibiotic on the US market.
- ❑ Expand specialist sales capacity within infected bone category in under-penetrated regions

Large market opportunity for CERAMENT G in the US

- The US market for bone grafts for infected procedures is valued at **USD 100m**,
- CERAMENT G, given approval, will be the first ever synthetic bone graft with antibiotics on the US market
- In mid-March, the FDA assigned CERAMENT G as "Breakthrough Devices", a category exclusively for therapies that provide for more effective treatment or diagnosis of life-threatening or irreversibly debilitating human disease or conditions and that represent a breakthrough technology
- A Breakthrough Device will receive priority review and additional review resources by the FDA, if needed.
- There is a strong financial incentive for the clinic/ treating surgeon in the US to prevent orthopedic infections, as there is many times a pay per diagnose, i.e. open fracture, and no additional pay if the patient comes back for multiple treatments due to infection

USD 310m value of procedures, whereof the infected indications represents 30%



USA with USD 310m market value (of global USD 660m) a year addressing insufficiently healing bones with grafts

- Road to US market for CERAMENT G in two steps:

1.) DeNovo approval expected in end of 2020 for bone infections (orange segment in chart above)

2.) PMA (pre-market approval) based on the results from the large FORTIFY study – application to be filed in end of 2021. Expecting broad indication incl. trauma (red segment in chart above)

EUROW: Sales penetration and sales expansion

Background

- ✓ Sales of antibiotic eluting CERAMENT since 2014
- ✓ Direct sales (employed sales reps) in Sweden, Denmark, UK, Germany and Switzerland
- ✓ Significantly under dimensioned sales team up until late 2018 and very low level of sales penetration in large Southern European markets (managed by distributors)
- ✓ Publication of CERTiFy showing efficacy equivalence between CERAMENT and Autograft

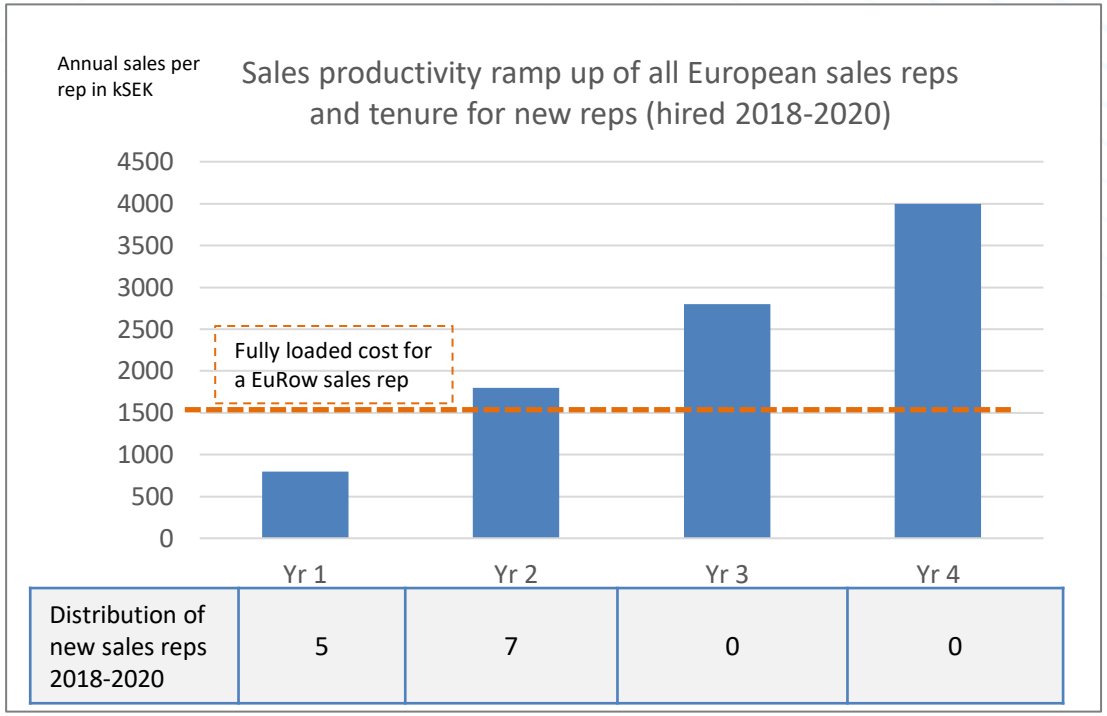
Journey ahead

- ❑ Increase sales penetration through targeted investments in key geographies
- ❑ Drive sales productivity with newly hired sales reps
- ❑ Targeted new market entry where health care dynamics are similar to focus markets i.e. Australia and Middle East
- ❑ Revitalization of distributor markets and potential repatriation and conversion into direct markets, where market dynamics are favorable
- ❑ French ministry of health is funding major clinical study (200 patients), CONVICTION, to show effects of CERAMENT G versus SOC (standard of care)

EUROW: Sales penetration and sales expansion

- 86% of sales in EUROW is made from direct markets
- Up until early 2018 BONESUPPORT had 12 direct sales reps.
  From 2018 to 2020 an additional 13 sales reps were hired
- Penetration with university clinics are high. Ambassador users from these clinics will be used to spread awareness and insights about the benefits of CERAMENT to regional orthopedic clinics
- Cost of a sales rep in EUROW, fully loaded, is around 1,5 mSEK/year

Average incremental sales value from all European sales reps, kSEK



	Yr 1	Yr 2	Yr 3	Yr 4
Distribution of new sales reps 2018-2020	5	7	0	0

Data up until Jan 2020, to avoid Corona effect

– Top 3 sales EUROW sales rep performance in 2019:

Name	Sales (mSEK)	Growth% vs LY	Tenure
▪ Name #1	8,8	+52%	>4 years tenure
▪ Name #2	6,4	+18%	>5 years tenure
▪ Name #3	5,9	+37%	>6 years tenure

– No signs of saturation in growth even after 6 years

– Significant productivity gains expected from new hires in 2018-2020, following the sales ramp up of tenured representatives.

OPERATIONAL, RESEARCH & DEVELOPMENT

Manufacturing and Supply Improvement Program

Short and mid term improvements to bring automatization and increase capacity

Automatic dispensing

Semi automated filling and assembly

Sterilization process improvements

Above activities expected to result in material cost savings in the longer term

Active R&D program

	CERAMENT + Bisphosphonate (BP)	CERAMENT + DBM
Mode of action:	Inhibits osteoclasts and attracts osteoblasts	Osteoconductive and Osteoinductive
Material properties (under development)	▪ Setting and hardening ▪ Injectable	▪ Compression resistant ▪ Injectable
Indications:	▪ Fractures in osteoporotic patients ▪ Local treatment of osteoporosis	▪ Large bone voids, ▪ Non-unions, segmental defects
Market potential	US+EU6: USD 300m 1st to market	US: USD 100m
Status / accomplished	✓ Validation of concept ✓ Internal and external small animal models	✓ Validation of concept ✓ Internal small animal model (Feasibility study)

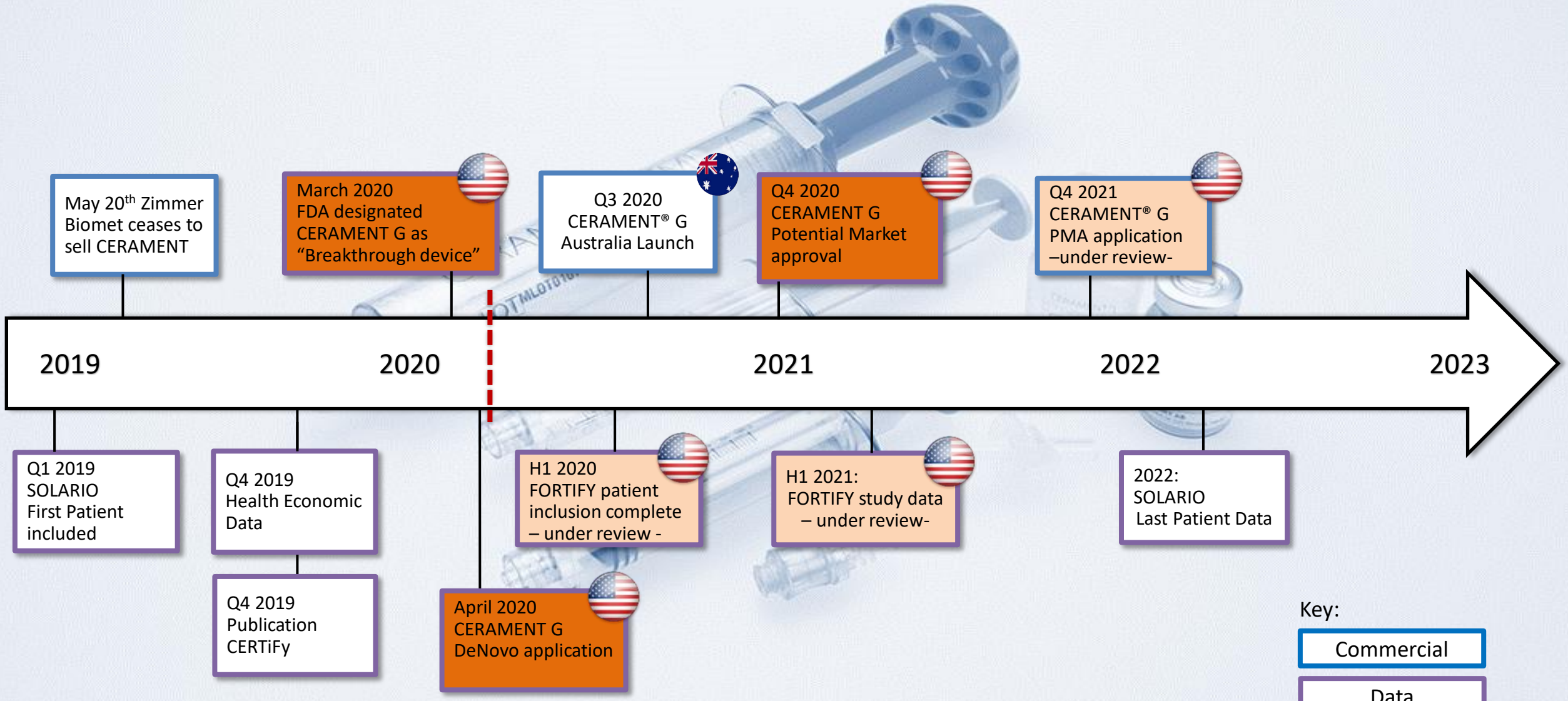
R&D program to further support existing product portfolio

Capital raise to secure effective market penetration in the US, Europe and new markets, to pursue large untapped potential

Expanding the platform for an accelerated growth journey

- Preparing for market introduction of CERAMENT G in the US
  - De Novo application – Expected approval in late 2020 for bone infections
  - FORTIFY study as foundation for registration with additional indications, submission late 2021
- Leveraging the value from clinical and Health Economic evidence
- Revitalising distributor markets. Selective new market entries
- Capitalize on new commercial structure in the US and expanded sales team in EU
- Estimates an annual sales growth of 40% (2021 and forward)

CERAMENT® Value generating milestones and roadmap



Updated: 23/3 - 2020