



**Handelsbanken  
3rd Annual Life Science Innovation Day**

**BONESUPPORT**

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# CERAMENT – a unique technology for healing bone injuries



*US Launch of CERAMENT G  
(Gentamicin) in October 2022*

## Strong commercial traction and market share gains

- Sales (Q2 LTM): **450 mSEK**  
Sales growth: **+74%**
- Gross Margin: **91,3%**

## Over 240 clinical studies validating benefits of CERAMENT

- Proven superiority to Standard of Care:
  - Mimics natural healing
  - Reduced bone infection incidence with **59%**<sup>1</sup>
  - Reduced amputation incidence with **74%**<sup>2</sup>

## First and only antibiotic eluting bone graft approved in US

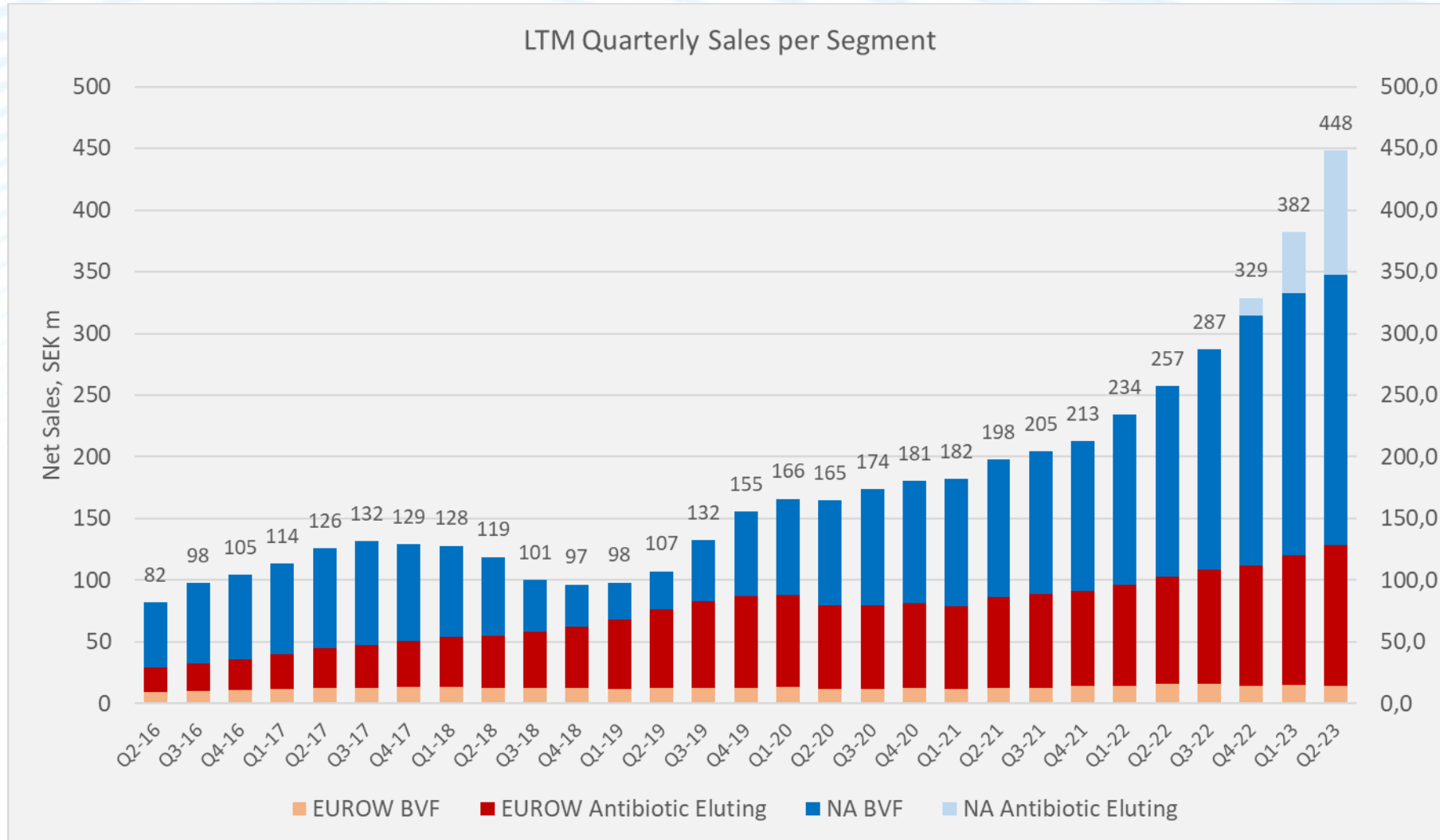
- Addressing a **780 mUSD** market opportunity
- **Incremental reimbursement**  
New Technology Additional Payment (NTAP) of 4 450 EUR / procedure

1. Evidence as base for FDA Market authorization, see slide 6 for detailed references

2. Vasukutty et al. 'Limb salvage surgery in diabetic foot infection: encouraging early results with a local antibiotic carrier.' *The Diabetic Foot Journal*. 2022;25(2):1–5. United Lincolnshire Hospitals NHS Trust, Boston, UK & East and North Hertfordshire Hospitals NHS Trust, Lincoln, UK



# Accelerated market penetration. Biggest Q-over-Q net growth



Incremental,  
Q-over-Q  
LTM growth:

Q3-22 30 MSEK  
Q4-22 42 MSEK  
Q1-23 53 MSEK  
**Q2-23 66 mSEK**

- Gradual “post-pandemic” recovery of surgical procedures
- Total sales growth driven by antibiotic eluting CERAMENT