
bioretec
better healing – better life
Q1 2025 Investor Presentation / 21.5.2025
bioretec

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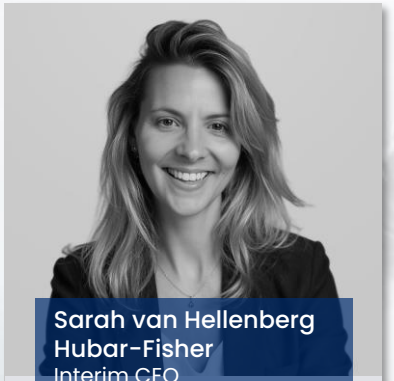
Presenting today



Sarah van Hellenberg Hubar-Fisher
Interim CEO

At **Bioretec** since 2021

Previous experience:

Johnson & Johnson
nen
NINA CAPITAL
Global

Johanna Salko
CFO

At **Bioretec** since 2021

Previous experience:

Salcomp
ARTHUR ANDERSEN
EY

The first osteopromotive, load-bearing absorbable orthopedic implant

- ✓ **Breakthrough technology:**
  First absorbable osteopromotive magnesium implant approved in the US
- ✓ **Clinically proven:**
  Bone healing in 12 weeks, fully absorbed by the body in 2-3 years
- ✓ **Regulatory authorisations:**
  CE-marked trauma screw portfolio, LAG screw for foot and ankle
  FDA-approved
- ✓ **Strong pipeline:**
  DrillPins, Staples, Plates, IM-nails, and Spinal Cages on the way
- ✓ **Clear commercial plan:**
  Strategy in place for full RemeOs product family rollout

Source: Company information

Aiming to transform the orthopedic implant market

Primary operation

Secondary removal operation

Anticipated benefits for surgeons:

- ✓ Fixation strength on par with traditional metals
- ✓ No workflow disruption, same technique as traditional implants
- ✓ Patient demand and satisfaction: reduced allergic reactions and complications
- ✓ Higher value-add primary operations

Anticipated benefits for patients:

- ✓ Eliminates the need for secondary surgeries
- ✓ Reduced risk of patient complications
- ✓ Faster healing, shorter recovery time

Anticipated benefits for healthcare system:

- ✓ Reduced surgical waste
- ✓ Lower total cost of care

E.g. in Germany, an ankle hardware removal can cost EUR 8,200

Source: Company information

Hypothetical example: RemeOs improving the patient experience

RemeOs™

Surgery

4-6 weeks

Recovery

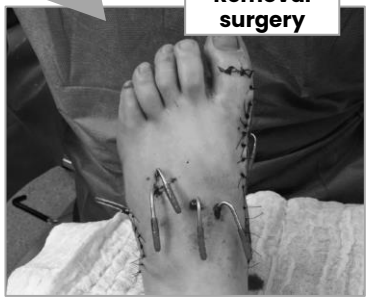
- Radiographic control
- Cast removal
- **Recovery is faster**

Traditional implant

Surgery

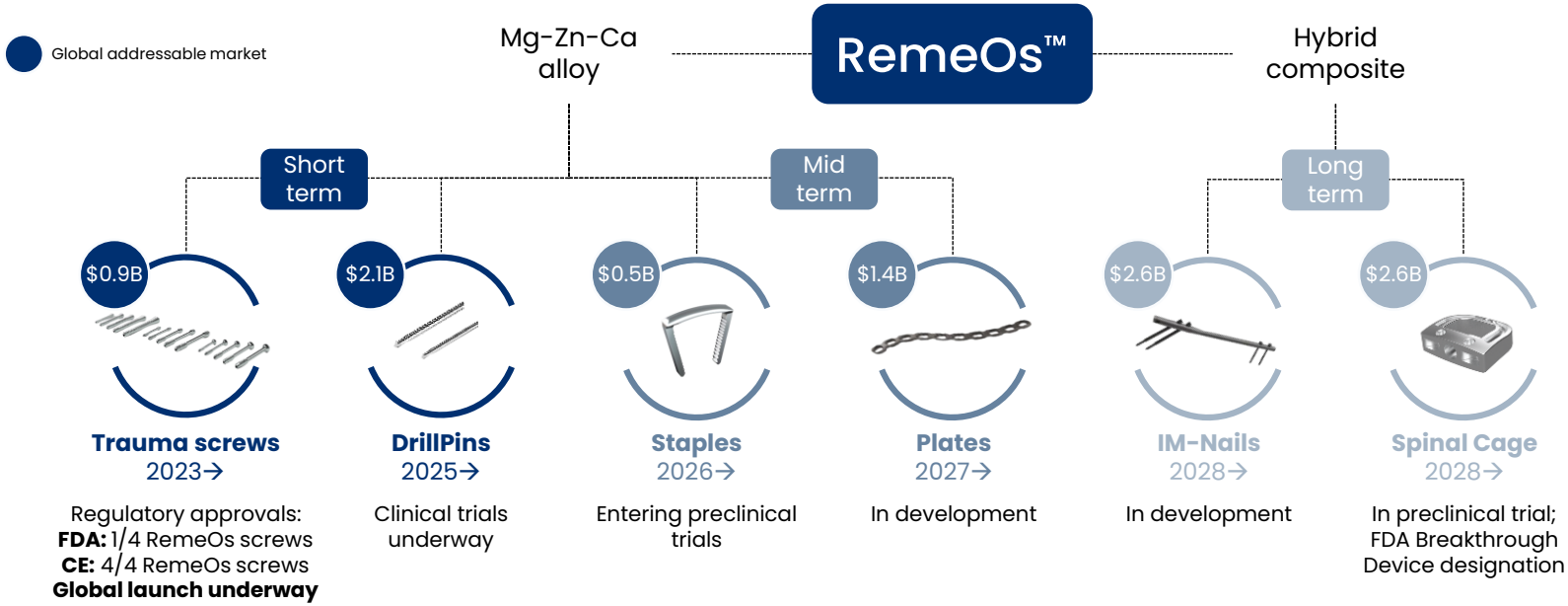
6+ weeks

Removal surgery



- Radiographic control
- K-wires removed
- **Recovery is slower**

Significant product launches planned in the next 3 years



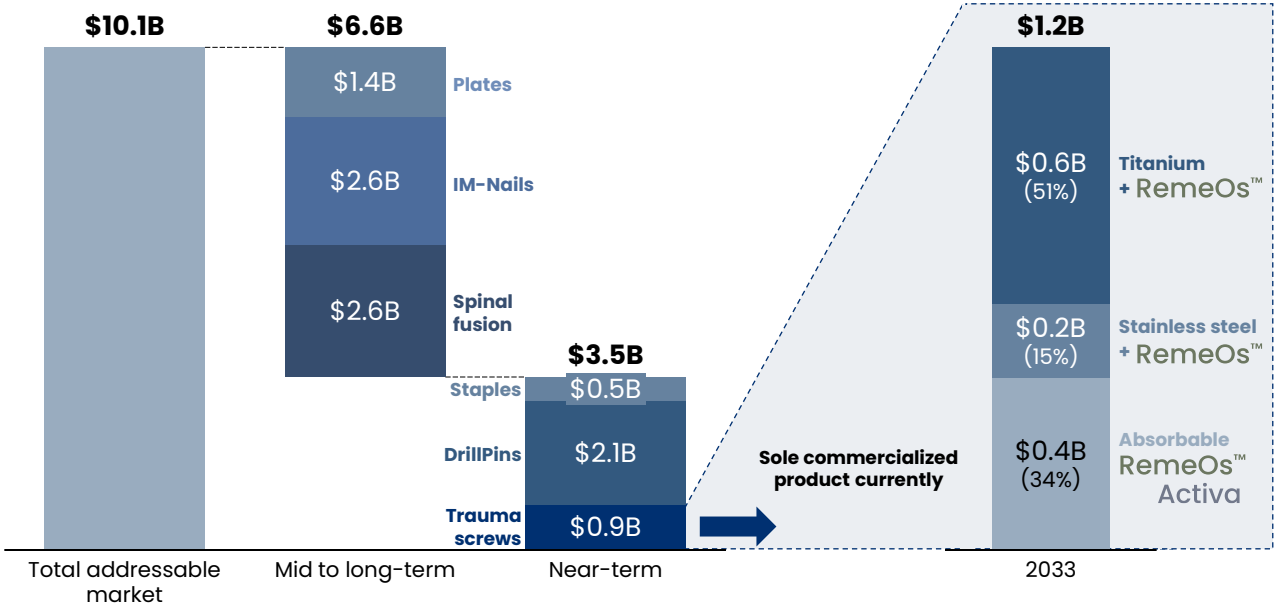
By expanding the product portfolio, Bioretec aims to enhance sales efficiency and strengthen Bioretec's position as a recognized supplier of best-in-class orthopedic implants

Source: Global Data report 2023, Orthoworld report 2024

$10B+ market potential with strong absorbables outlook

Addressable market for full product line-up >$10B…

Addressable market, 2024 estimate



Source: Global Data report 2023, Orthoworld report 2024

… with strong absorbables outlook

Trauma Screw market alone to reach ~$1.2B by 2033

Titanium and steel are currently used in high load-bearing situations

RemeOs has potential to capture share from full addressable market due to its matching fixation strength

Commercialisation in the US underway

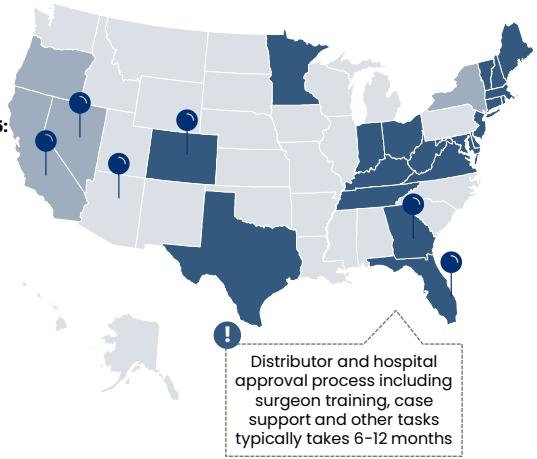
- **In March 2023, the FDA granted market authorization for the RemeOs trauma screw in the US**
- A controlled launch of the RemeOs trauma screws began in September 2023
- The next step involves initiating a broader commercialisation phase in the US, including strengthening the distribution network
- Additionally, the RemeOs screw product line will be expanded through the 510K process
- Real-world data from EU will aid in expansion of the indications
- Pass-Through-Payment[1] application process for reimbursement ongoing as a result of Breakthrough Designation status for RemeOs
- **Go-to-market underway, with continued efforts to expand the sales network during 2025**

Distribution network & conferences in the US

Distributor agreement in place

Distribution agreement in process

CONFERENCE ATTENDANCE 2025



Bioretec conference attendance 2025:

- AAOS in San Diego, California
- ACFAS in Phoenix, Arizona
- POSNA in Las Vegas, Nevada
- AOFAS in Savannah, Georgia
- NASS in Denver, Colorado
- IPOS in Orlando, Florida

Note: 1) Pass-through-payment is a US reimbursement pathway used to compensate hospitals and surgeons for the usage of innovative medical technologies not yet fully covered by standard Medicare rates

CE-mark approval in EU will accelerate global RemeOs adoption

- **CE mark received for the RemeOs Trauma Screw product portfolio in January 2025**
- The product portfolio will be launched in Europe through a focused market approach
- Existing direct sales and partner distribution network will be utilized in Europe and other CE recognizing countries
- Launch in each country still requires notifying local authorities, as well as distributor training and education, causing some "lag" in sales
- Commercialization of the product in Europe also benefits US FDA approvals via real-world clinical data
- **Gradual ramp-up of RemeOs sales expected from Q2/2025 onwards**

Distribution network & conferences in Europe

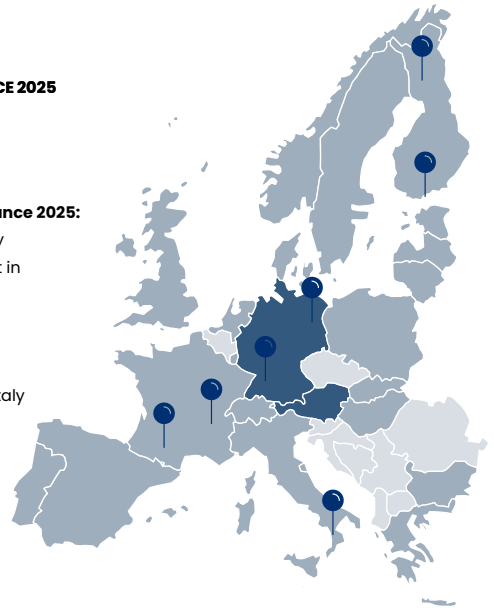
Direct sales

Distribution partner

CONFERENCE ATTENDANCE 2025

Bioretec conference attendance 2025:

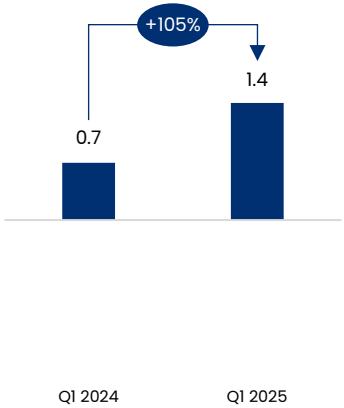
- KKOU in Stuttgart, Germany
- Finnish Orthopedic Summit in Lapland, Finland
- EPOS in Toulouse, France
- EFORT in Lyon, France
- ICTTP in Helsinki, Finland
- Biometal 2025 in Cetraro, Italy
- DKOU in Berlin, Germany



Q1 update – Ramping up for sustainable growth

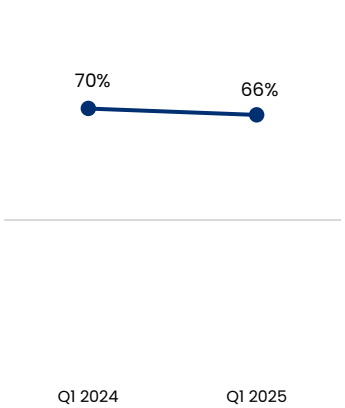
Update on Q1 results

Net sales (EURm)



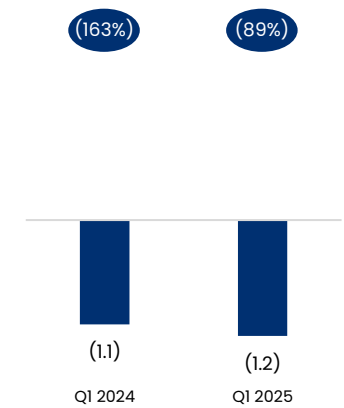
- Net sales over doubled YoY, increasing by 105%
- Significant majority of sales came from Activa in Asia
- RemeOs phase two – expansion from controlled launch ongoing, not reflected in sales yet

Sales margin (%)



- Sales margin slightly decreased YoY, dropping from 70% to 66%
- Decrease driven by higher share of sales in Asia (lower margins than in the US)

EBITDA (EURm)



- EBITDA decreased by EUR 0.1m compared to Q1 2024
- EBITDA-% increased from (163%) to (89%)

Key operational milestones

- The CE-mark with wide-ranging indications for both adults and pediatrics enables the collection of real-world data, supporting expansion efforts in the U.S. market
- Achieved highest quarterly manufacturing output to date
- Accelerated U.S. market access with the signing of eight new distributors in a single quarter, enhancing commercial reach

Growing global interest with gradual operational ramp-up ongoing

Appointment of the new Interim CEO

Transition from an R&D-focused organization to a commercially oriented and globally operating company

Leverage CE-mark for global growth

Continue to expand the U.S. distribution network and focus on strong sales growth

Attain broader product range FDA approval for RemeOs in the U.S.

Key investment highlights

bioretec
better healing – better life

1

Innovative implant technology aiming to improve patient outcomes

- World's first and only FDA-approved absorbable metal implants
- Eliminates the need for unnecessary removal surgeries, reduces infection risk, and promotes faster recovery
- Patented magnesium alloy material, hybrid composite material, and manufacturing of such devices

2

$10B+ market opportunity

- Total addressable market of $10B+ with demand for innovative & cost-saving solutions
- Rapid forecasted adoption of absorbables; usage in just Trauma Screws to grow almost 10% p.a. until 2033

3

All set for accelerated growth – CE mark obtained

- Supported by clinical data, scalable manufacturing, regulatory authorisations (FDA, CE), and surgeon approval
- Established sales network with presence in 40 countries already

4

Clear growth strategy to execute commercialization plan

- Carefully planned launch of RemeOs ongoing in the United States and Europe
- Management team with extensive experience from MedTech industry
- Trauma Screws 2023-; DrillPins 2025-; Staples 2026-; Plates 2027-; IM-Nails 2028-; Spinal Cage 2028-

Source: Company information

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Our vision is a purer world where technology and biology naturally merge to make healing solutions safer, more reliable and universally accessible

Thank you.

Appendix

Management team

Sarah van Hellenberg Hubar-Fisher
Interim CEO

At Bioretec since 2021
Previous experience:

Johanna Salko
CFO

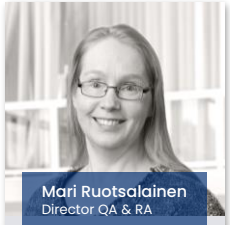
At **Bioretec** since 2021
Previous experience:

Timo Lehtonen
CTO (former CEO)

At **Bioretec** since 2019
Previous experience:

Rami Ojala
Sales & marketing director

At **Bioretec** since 2022
Previous experience:



Mari Ruotsalainen
Director QA & RA

At **Bioretec** since 2004
Previous experience:

Esa Hallinen
Director of Operations

At **Bioretec** since 2023
Previous experience:

Frank Sarcone
VP of US sales

At **Bioretec** since 2024
Previous experience:

Board of Directors

Kustaa Poutiainen
Chair of the Board

Bioretec board since 2023
Previous experience:

Michael Piccirillo

Bioretec board since 2018
Previous experience:

Päivi Malinen

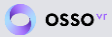
Bioretec board since 2022
Previous experience:

Sarah van Hellenberg Hubar-Fisher

Bioretec board since 2021
Previous experience:

Justin Barad

Bioretec board since 2025
Previous experience:



Antti Vasara

Bioretec board since 2025
Previous experience:

Scientific Advisory Board (SAB)

Prof. Dr. Med. Klaus Dresing

Chairman since 2021
Chairman of the AO Alumni Association, member of the AO Trauma International Board

Prof. Dr. Fan Liu

Member of SAB since 2021
Chief and Professor in Department of Orthopedic Surgery, Affiliated Hospital to Nantong University

Prof. Dr. Jeffrey Wang

Member of SAB since 2023
Professor of Orthopaedic Surgery and Neurosurgery, the Keck School of Medicine at USC

Prof. Dr. Richard Assaker

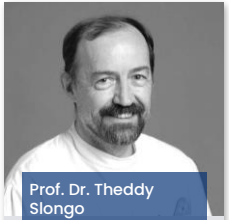
Member of SAB since 2023
Professor in Neurosurgery, Hopital Roger Salengro, Lille

Dr. Robert Leland

Member of SAB since 2023
Clinical Assistant Professor in the Department of Orthopedics at the University of Colorado

Prof. Dr. Stefan Rammelt

Member of SAB since 2023
Professor of Trauma & Reconstructive Surgery, Head, Foot & Ankle Center, University Hospital, Dresden



Prof. Dr. Theddy Slongo

Member of SAB since 2023
Head of Pediatric Surgery and Child Traumatology, Children's Clinic, Bern

Dr. Verena Schreiber

Member of SAB since 2023
Pediatric Orthopaedic Surgeon, Nicklaus Children's Hospital Orthopedic, Sports Health, and Spine Institute, Miami