



EPISURF
Medical

**Q2 2022
Presentation**

Stockholm, July 15th, 2022
Pål Ryfors, CEO

episurf.com

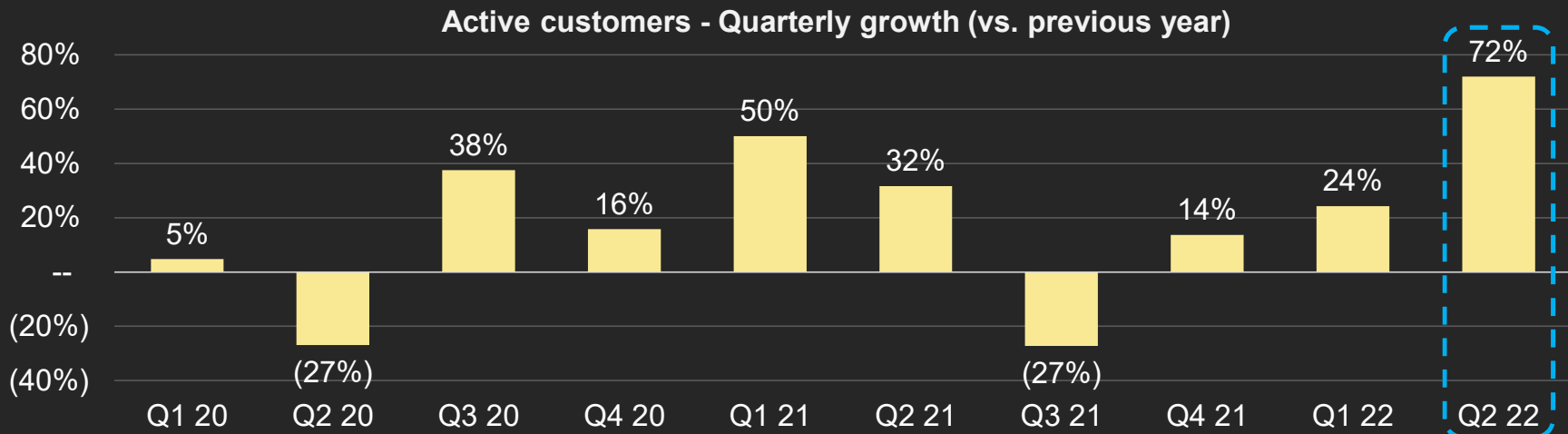


COVID-19 remarks

- Overall – positive development!
- As expected, 2022 started in a challenging way but improvements during late March
- Improvement in overall situation continued in Q2
- Significant pandemic-related backlogs (total joint patients, hip & knee)
 - MRI slots
- Hospital visits still subject to negative tests, scheduled appointments etc.

Q2 2022 – Highlights: Customer base is growing

- 72% growth in active customer base
 - ✓ Definition: A surgeon ordering at least 1 Episealer® implant during relevant period
- Second quarter with strong growth and new quarterly record (43)
- Long-term target about 14 Episealer®'s a year – assuming ~50% of that (7) in the short- to mid-term would be very positive



Q2 2022 – Highlights: Why focus on customer growth?

Calculation example only

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Q2 2022 results

- Highlights Q2 2022
 - ✓ Gross order intake amounted to SEK 2.0m (1.4)
 - Gross order intake at time of order of fully customized implant and kit
 - ✓ Group net sales amounted to SEK 1.9m (2.0)
 - Invoicing at the time of surgery – very volatile during the pandemic
 - ✓ Loss for the period amounted to SEK -19.4m (-17.7)
 - Product development
 - ✓ New record in number of customers (43, +72%) – Already as many customers during H1 2022 as during the full year 2021
- Cash at the end of Q1 2022 SEK 197.1

Q2 2022 Highlights

- Commercial and clinical milestones
 - ✓ 5-year data presented at several clinical congresses
 - Larger data sets, more surgeons
 - ✓ Promising results from comparative study with Episealer® were accepted for presentation at German orthopaedic congress
 - ✓ Prospective investigator-initiated study for 2 years' follow-up of Episealer® Talus patient initiated
 - ✓ First Episealer® surgery was planned in Saudi Arabia and India were booked
 - ✓ First Episealer® Talus surgery Portugal and Belgium
- Product development
 - ✓ Episealer® Patellofemoral System – FDA dialogue ongoing
 - ✓ Episealer® MTP-system

Creating a global commercial foundation – Update

Comment	
India	First surgery scheduled following surgeon visits in Q1
Saudi Arabia	First surgery performed
UK	Second IPAC meeting held and first patients through Ideal Med under review
Australia	First surgeon visits held and KOL contacts initiated / formalized
New Zealand	Tracking Australia launch
Belgium	First Episealer® Talus performed
Portugal	First Episealer® Talus performed
Cyprus	First Episealer® Talus performed

+15
countries
LTM

Unmet
medical
need

~8%
OA among
adult pop.

- ✓ Registration completed (products approved for sale)
- Registration ongoing
- ! Distributor / sales force identified

Focus areas going forward

	2022	2023	2024	2025	Market opportunity
Episealer® Knee Europe & RoW	Increased commercial focus based on available data →				~USD 0.4bn
Episealer® Knee US	Patient recruitment	● Patient follow-up	● PMA process		~USD 0.6bn
Episealer® Talus Europe & RoW	Product launch and initial Episealer® Talus studies → Increased commercialisation based on available data and significant medical need →				
Episealer® Patellofemoral System US	510(k)-filing	510(k)-approval followed by product launch			
Episealer® MTP	Concept developmt.	510(k) filing late 2022 (?)	Product launch		~USD 0.4bn
Episealer® Talus US	TBD				

Strong customer growth

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W-I-P...

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10 Pts. recruited in Q

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FDA dialogue ongoing

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According to plan

Shareholders

Shareholders, Q2 2022	Shares (000s)		% holding	
	A	B	votes	capital
1 Health Runner AB (Ilija Batljan)	--	34 771	13,0%	13,0%
2 Rhenman Partners	--	12 668	4,7%	4,8%
3 Fjärde AP-Fonden	--	12 537	4,7%	4,7%
4 Sebastian Jahreskog	--	11 089	4,1%	4,2%
5 Tredje AP-Fonden	--	9 980	3,7%	3,7%
6 LMK Forward AB	--	6 000	2,2%	2,3%
7 Andra AP-Fonden	--	5 400	2,0%	2,0%
8 Strand Småbolagsfond	--	5 100	1,9%	1,9%
9 Niles Noblitt	--	5 081	1,9%	1,9%
10 Venture Holdings Sarl	--	4 427	1,7%	1,7%
Total 10 largest	--	107 053	40,0%	40,2%
Other	479	159 007	60,0%	59,8%
Total	479	266 061	100,0%	100,0%

- The management team holds a combined 9.3 million shares/stock options



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Thank you!

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