



# Biomedical Bonding AB

- Redefining the bone business -



## Invitation to invest in BMB

BMB's vision is to become the dominant global provider of advanced adhesive implants for fracture fixation and restoration surgeries. BMB's technology will increase patient safety and save costs and resources to the health care and society. Biomedical Bonding AB is a Swedish MedTech company developing cutting-edge adhesives and novel surgical methodologies with focus on the ever-growing market of bone fractures and restorations. The technology stands for a paradigm shift in fracture fixations with high acceptance from surgeons.

The BMB orthopaedic fixation technology platform is based on more than 12 years of research with a funding cap of €4.2 M being supported by KAW foundation, VR, EU, and Vinnova. BMB has concentrated its Intellectual Property Rights (IPR) in internal know-how and three internationally patent applications (PCT). The investment will allow BMB to conduct first-in-man clinical trial, pursue CE mark of AdhFix as the first MedTech product and strike partnership with established medical device companies and distributors.

### BMB has the Solution

- BMB Adhesive technology is founded based on the demand from surgeons
- Viable and personalized surgical method
- Fixation of complex fractures with increased freedom for the surgeons
- Topical fixation without drilling or complementary to existing solutions
- Proper and maintained fixation
- Benign chemistry and adhesive compositions
- Non-toxic, non-inflammatory, non-genotoxic
- Preclinically and Safety evaluated by NAMSA in accordance with ISO-10993

Today's Standard	BMB's three unique products		
Metal fixators	DendroPrime	AdhFix	Bonevolent
			
Traditional mechanical fixation via harsh drilling in healthy bone. Up to 40% re-operations due to adverse events	Making existing commercial implants more integrated and bone-like	High load-bearing adhesive implant that takes leverage of mechanical fixators	A customized adhesive patch that fully addresses the problems of today's implants
<b>BMB's Prioritized Go-To-Market Product Strategy</b>	+ Just add coating + Low discomfort + Added value to existing implants	+ On-demand and replace metal plates + Bone geometry independent	+ Shattered bones + Makes metal implants obsolete + Surgical freedom without drilling

Product launch based on surgeon and partner acceptance

BMB's goal is to launch its first product within 3 years, with a minimum **€35M in revenue stream by 2026** and only from for Hand Fractures as the first indication



## Paradigm Shift

BMB provides a truly game-changing alternative to fracture fixation and restoration and BMB aims to be the global leader in a multi billion orthopaedic market.

## Technology

BMB technology is unique and today there is no known competition on the global market that enables adhesion of benign resins towards hard tissue such as bone, teeth or even metal implants.

## BMB will operate in multiple modes creating diversified revenue streams

**Direct sales to hospitals:** The products have been developed in collaboration with the health care and BMB has today an active collaboration with two of the largest hospitals in Sweden; SSGH and KUH. BMB will set up a distribution and expand the collaboration and use of our products to the larger hospitals in the Nordic countries.

**Partnership:** BMBs unique adhesive technology, with added value to existing implants, will lead to partnership with established metal plate manufacturers.

**Distributors:** Exclusivity or collaboration in specific geographic areas with relevant distributors. The distributors should be in the orthopedic implant area and should have the resources and capacity to sell to the larger hospitals in their geographic region.

## Multi billion market

- The total revenue for fixation devices is €5.9 billion with CAGR of 9% to 2020
- Driven by age and population size
- Human body; over 200 bones susceptible to break
- Scalable technological platform
- Numerous indications incl. maxillofacial, hand, wrist and ankle fractures

M€	2020	2021	2022	2023	2024	2025	2026	2027
Personnel	4	4	7	16	16	16	16	16
Sold AdhFix units	0	0	0	1650	3300	11400	33000	52750
Sales*	0,0	0,0	0,0	1.2	2.3	8.0	23.1	36.9
<b>Result</b>	<b>-1,3</b>	<b>-1,3</b>	<b>-1,6</b>	<b>-0,9</b>	<b>-0,1</b>	<b>5,6</b>	<b>20,7</b>	<b>34,5</b>

\* Based on direct sale of AdhFix (1000€/unit) for hand fractures excluding potential revenues from other indications. BMB has secured NDAs with medical device companies to establish partnerships/accelerate its revenues and market penetration. R&D grants, EU Fast Track Innovation, in the range of €4.2M is now targeted.



Prof. Michael Malkoch  
Founder and CEO



Dr. Mattias Ohrlander  
COO

## Management Team

The team is a committed, agile, and creative being a high performing group of achievers with a truly entrepreneurial spirit dedicated to build BMB to become Sweden's next global success.



Dr. Viktor Granskog  
CTO



Daniel Malkoch  
CMO

Together we have an extensive experience in R&D, commercialization, business development, regulatory and IP affairs, and sales and marketing.

## BMB Growth Strategy

- Raised capital will be used to CE register the products and build a clinical foundation
- Secure partnership with established medical device distributors and companies
- Drive sales across multiple modes.
- Continuously expand the business in to new indications and geographical regions

BMB now intends to raise up to €5M in our journey to commercialize a unique adhesive technology that will modernize surgical treatments of fractures and bone restorations.

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