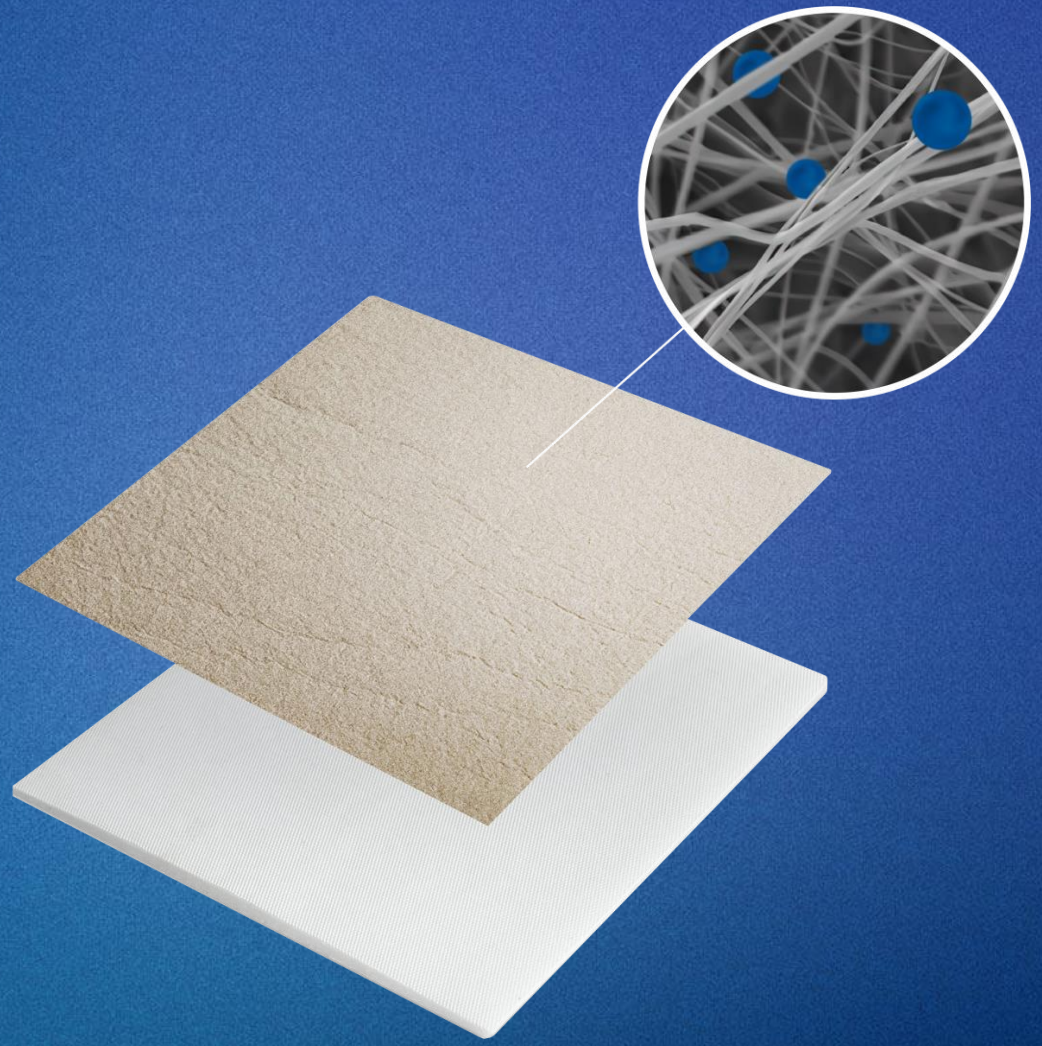
Nanordica Medical

Curing chronic wounds that can not be cured with other methods



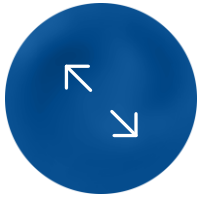
Olesja Bondarenko, PhD
CEO and co-founder

olesja@nanordica.com
+372 53 415 668

Nanordica's first-in-class wound care products cure hard-to-heal wounds



Serving €22 billion market



The first revenue from the veterinary segment generated



Clinically proven product superiority



Two patent applications fully owned by the company



Paid pilot with a large wound care company ongoing

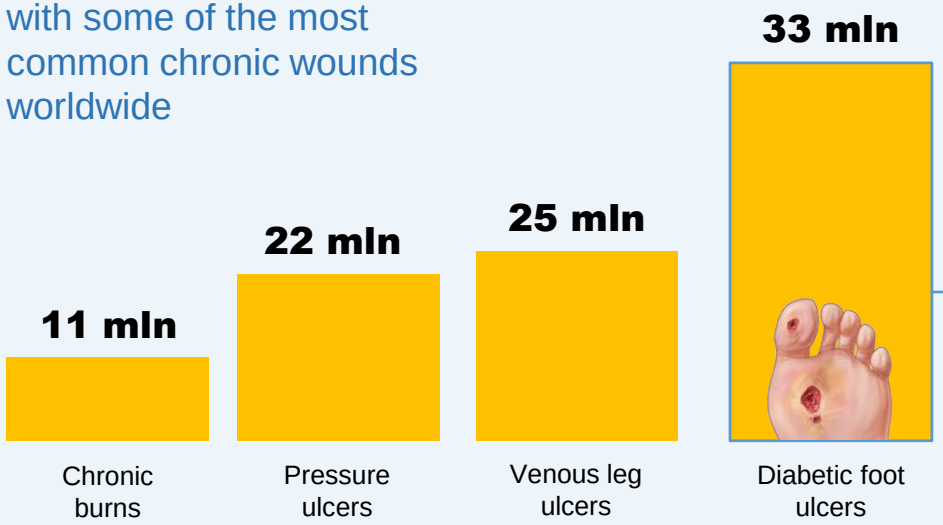


€3M of funding secured (primarily non-dilutive)

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100 mln patients suffer from chronic wounds worldwide

Number of patients
with some of the most common chronic wounds worldwide



Diabetic foot ulcers (DFUs) are the
#1 reason for infection and leg amputation

1 mln
amputations annually worldwide

5 years
life expectancy after first amputation

The annual prevalence of chronic wounds is growing at a **rate of 12%**.

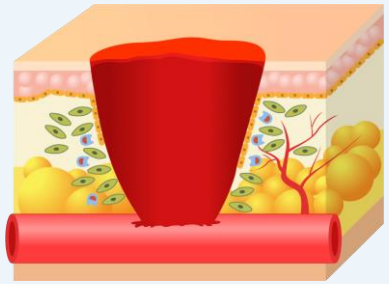
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Current standard of care:
67% of diabetic foot ulcers won't heal using current solutions

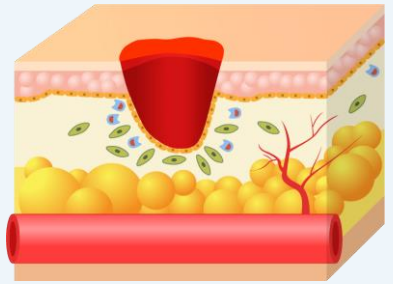
Can last for years | **6 weeks**

DFU standard of care

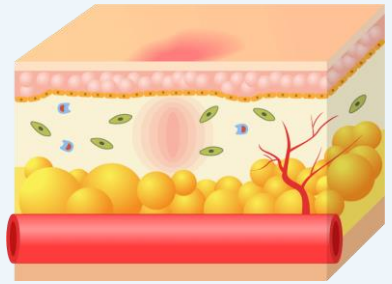
Inflammation



Proliferation



Remodeling



Current solutions

Antibacterial wound dressings

Non-antibacterial wound dressings and various therapies

Gauze

Concerns

- Antibacterial slows down the growth of human cells
- Used only for highly infected wounds, not used for prevention
- Used for 2 weeks only

- Special equipment
- High price

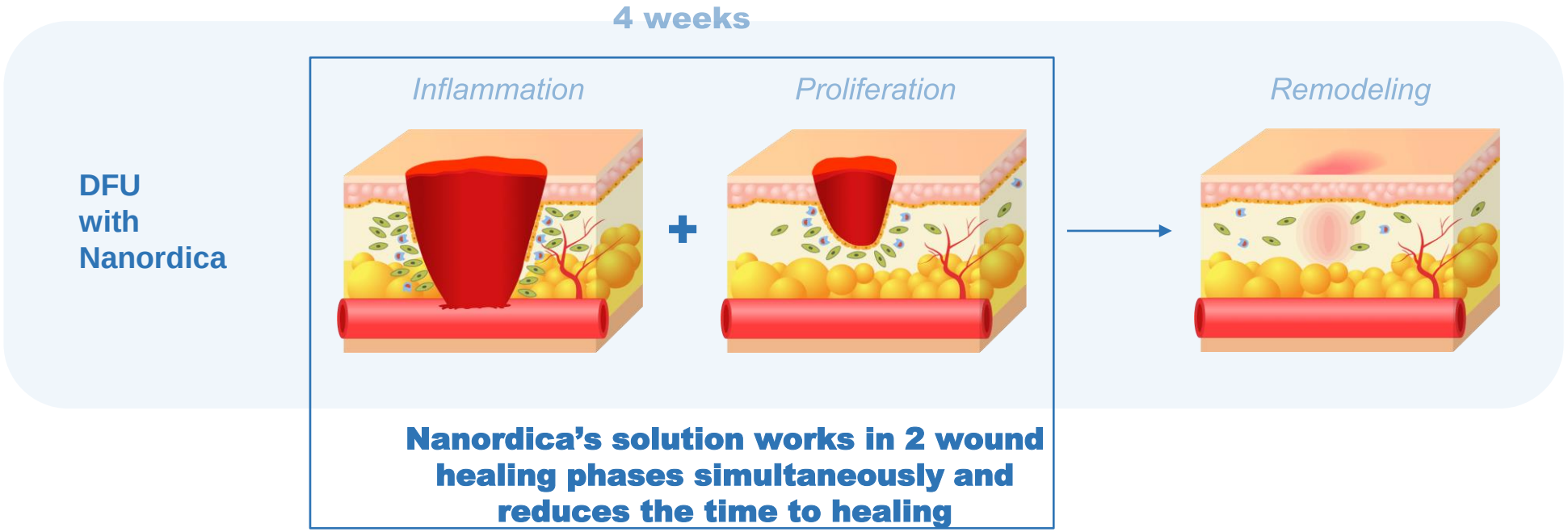
Manufacturers

Mölnlycke, URGO Medical, Silverlon, convatec, smith&nephew, Coloplast, PolyMem

piomic, Plasmacure, kerecis, NATROX Wound Care, Advanced Oxygen Therapy Inc., INTEGRA

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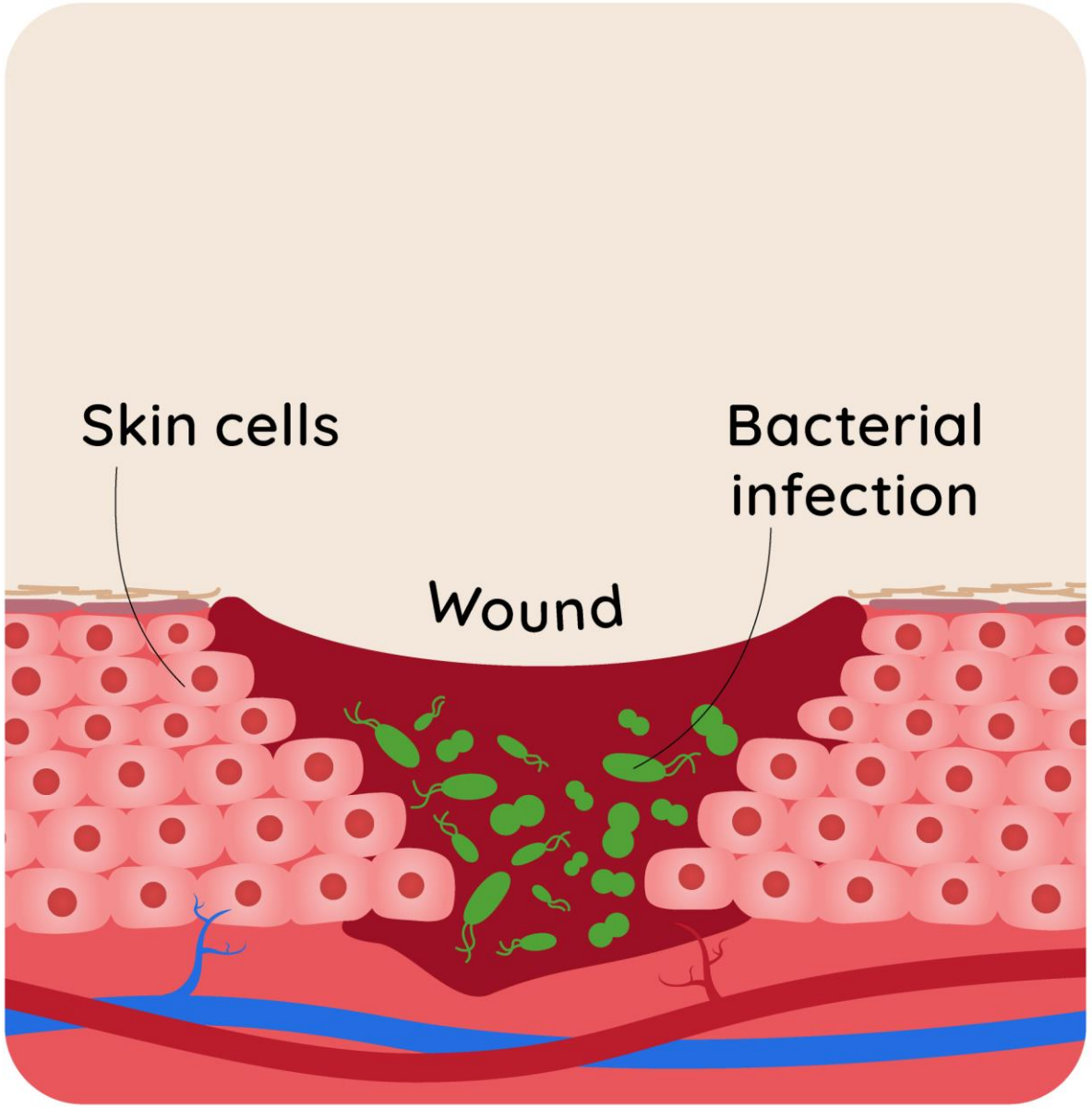
Nanordica's 2:1 solution removes efficiently infection and supports proliferation



The nurse at the North Estonia Medical Centre

„There was a clear improvement in wound healing already after the first wound dressing change".

Mode of action

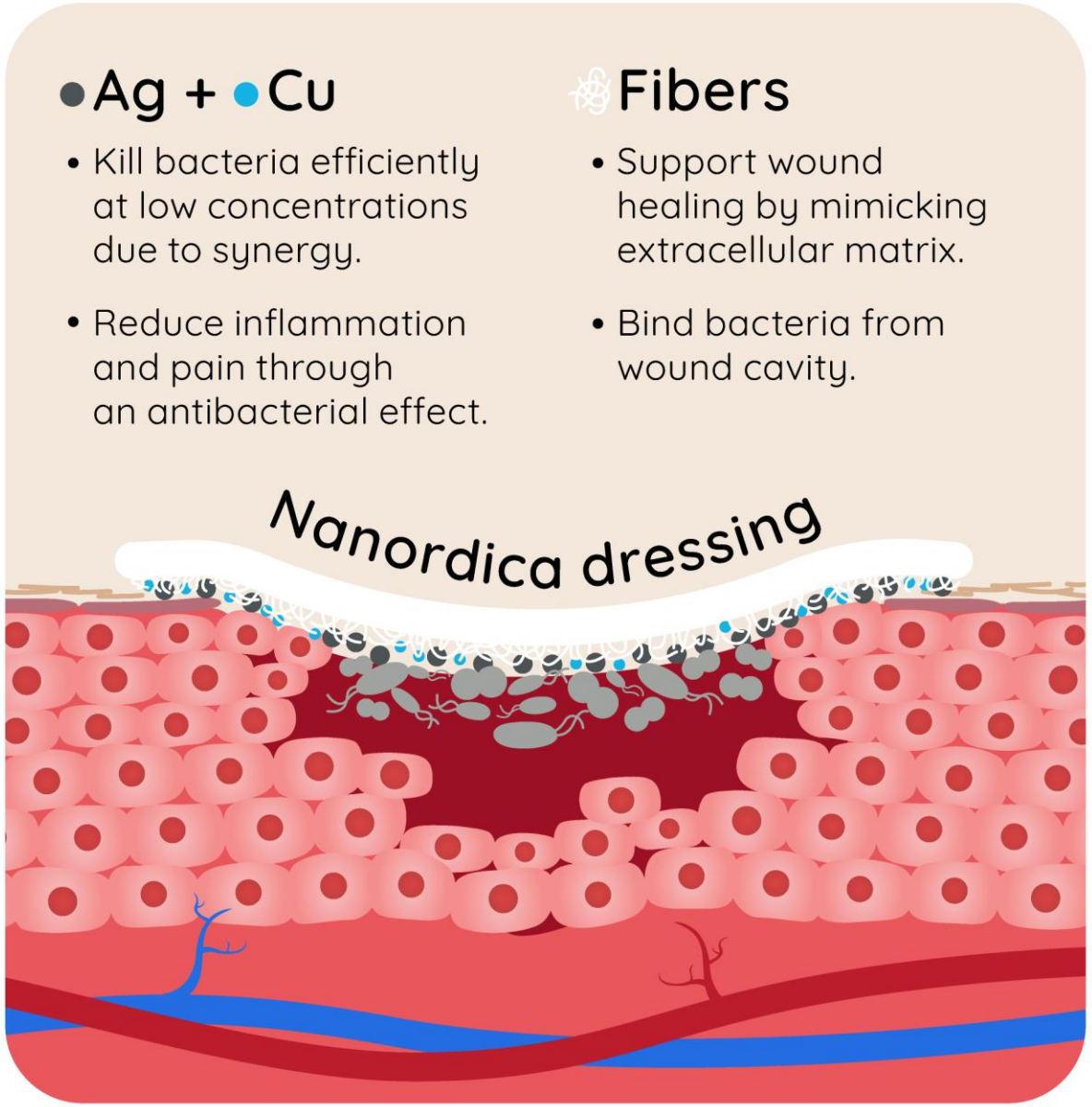


Ag + Cu

- Kill bacteria efficiently at low concentrations due to synergy.
- Reduce inflammation and pain through an antibacterial effect.

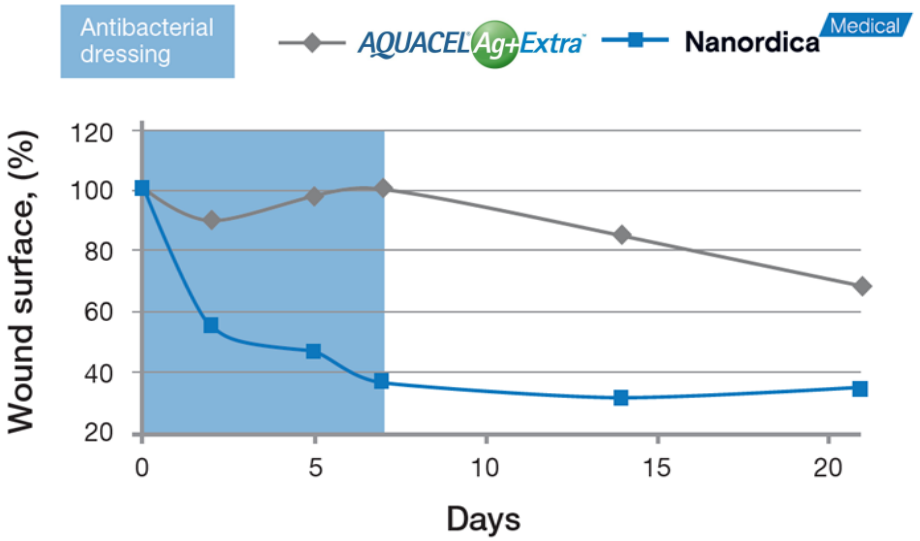
Fibers

- Support wound healing by mimicking extracellular matrix.
- Bind bacteria from wound cavity.



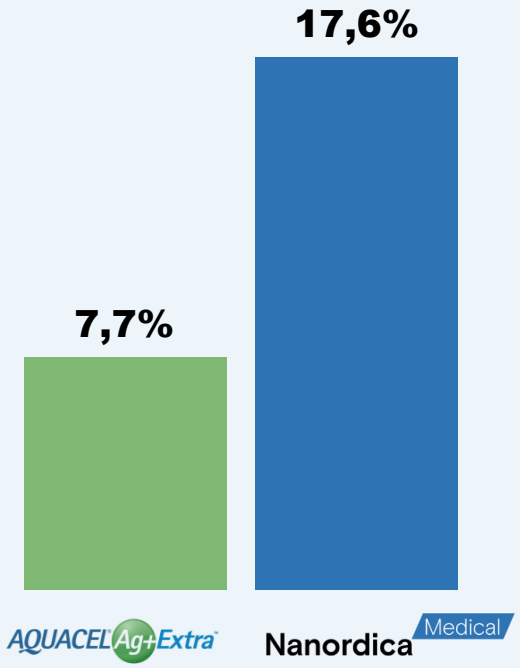
Clinical validation: faster wound healing compared to one of the most used wound dressings, Aquacel Ag+ Extra by ConvaTec

Wound surface reduction
during 1 week of treatment and
2 weeks of follow-up



One week treatment involving three antibacterial dressing changes (DFU diameter < 3 cm)

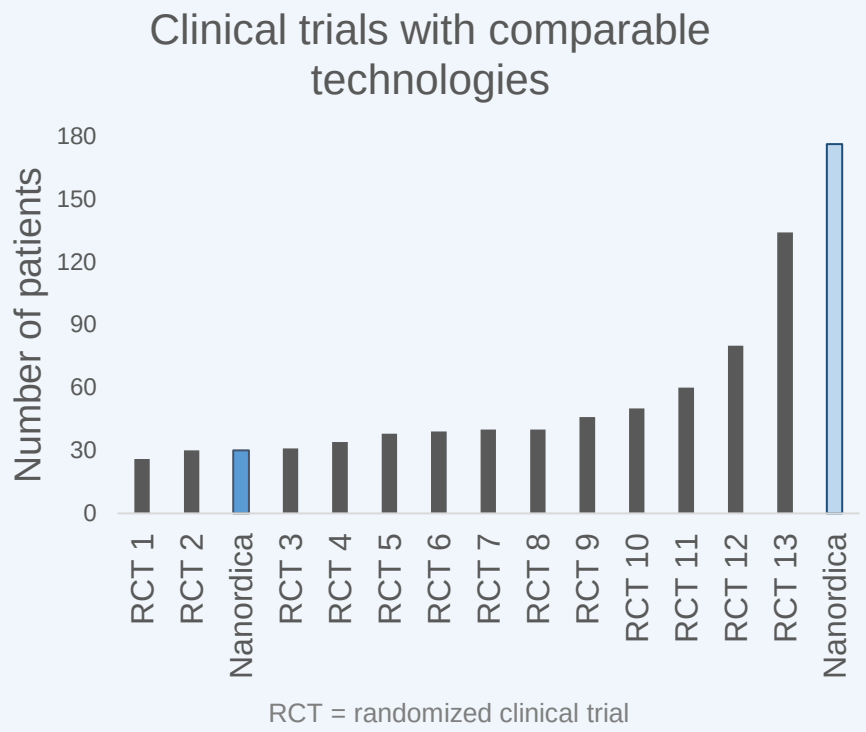
Percentage of DFUs
completely closed after 1 week of treatment and 2 weeks of follow-up



Clinical data from 30 DFU patients, RCT in the North Estonia Medical Centre

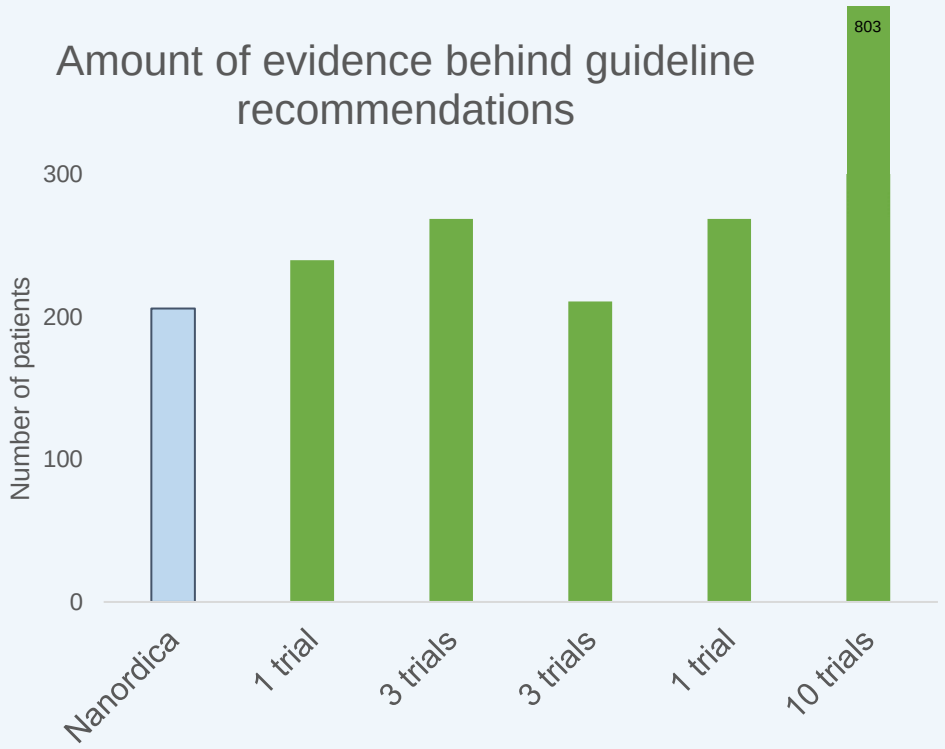
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Clinical efficacy differentiates us and creates demand among users and buyers



RCT = randomized clinical trial

Promising results from pilot trial will be confirmed in a larger trial in 2024-2025 – largest of its kind

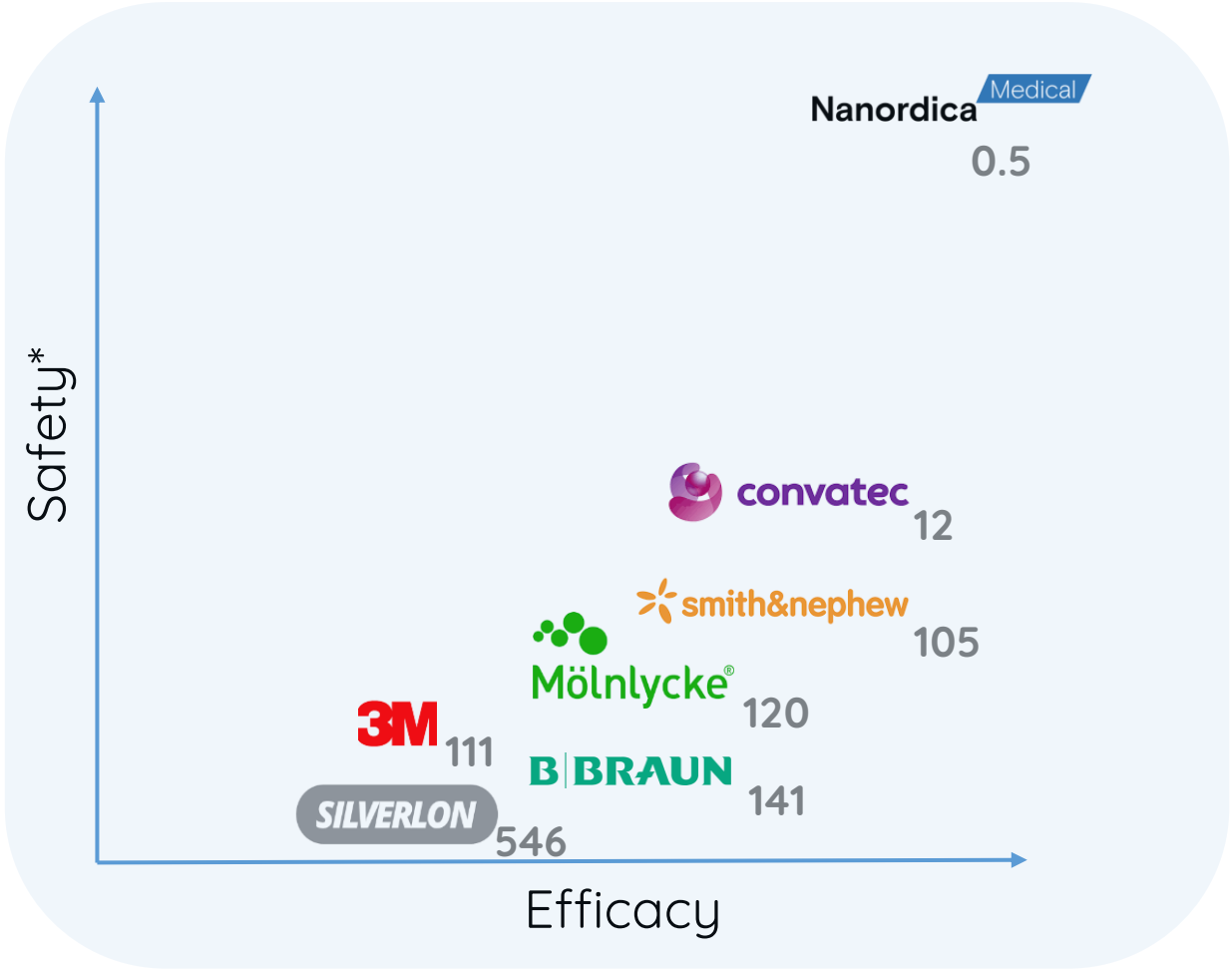


Accumulated evidence will be above the threshold for practice guidelines*

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* IWGDF 2023

Unique value proposition



High antibacterial efficacy at very low concentration

smart synergistic nanoparticles

First-in-class:

2-in-1 solution for infected and non-infected wounds

Cu & nanofibers promote wound healing

Evidence-based

Clinical study with 180 patients

* concentration of silver (mg/100cm2)

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Go to Market

CORE TECHNOLOGY

Sales of wound care products to hospitals via distributors in selected countries

Strategy:

- Market push – distributors
- Market pull – KOL networks (relationship management)
- Data from 200+ patients → guidelines, health economics
- Quality-based healthcare financing (EU, USA)
- Animal health (not regulated, process optimization)

Traction:

- Contacts made with 153 distributors
- Ideal distributors profile and 10 suitable distributors identified
- 2 LOIs (KSA 25MEUR, NL 3MEUR)
- 1 distribution agreement (animal health)
- KOL network of 33 MDs



Dr. David Russell
UK



Dr. Prof. Dissemond
Germany



Dr. Prof. Lázaro-Martínez
Spain

Licensing

Strategy:

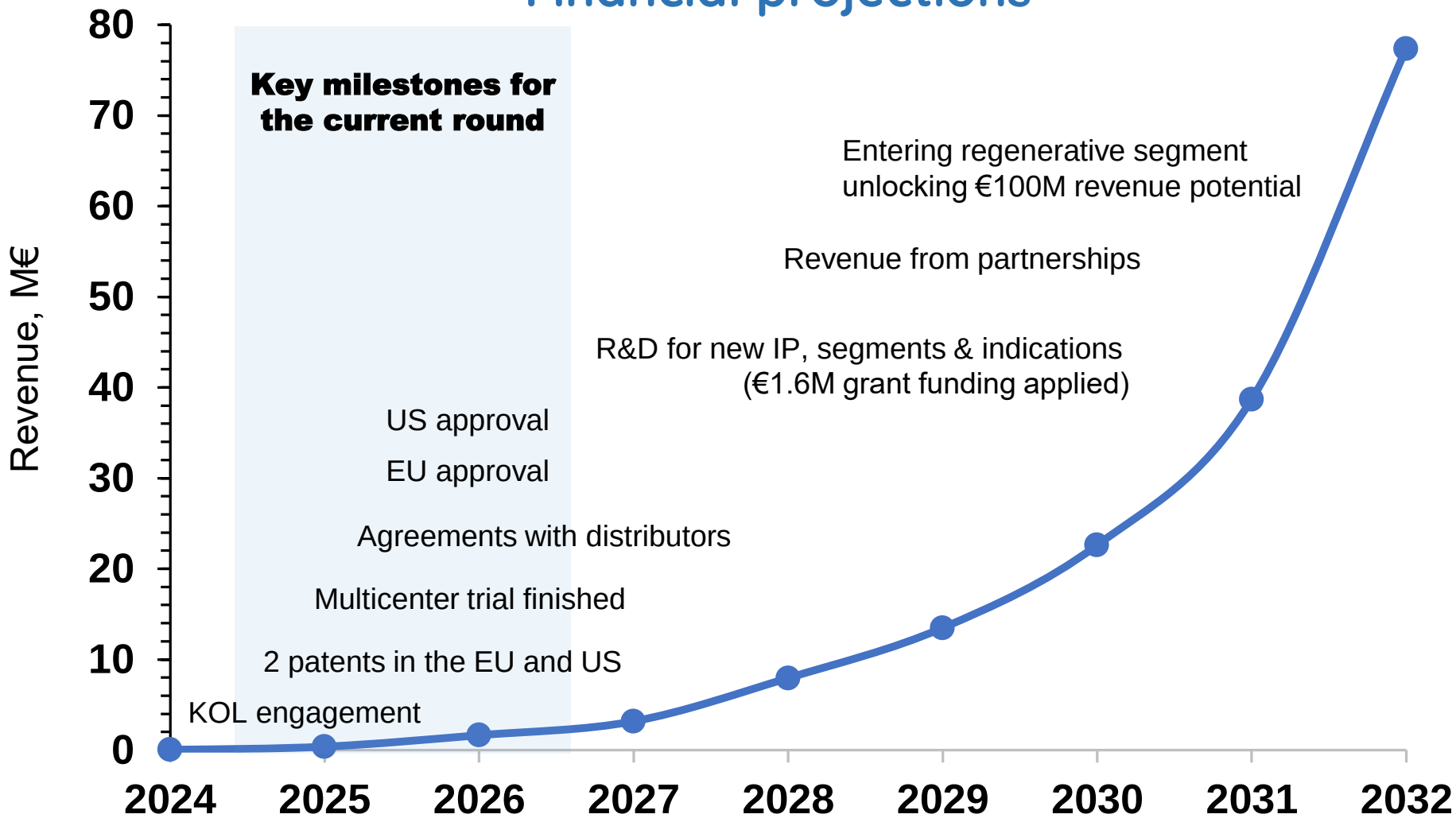
- For market niches and indications that are out of focus
- Discussion → Commercial pilot → Co-development project → Licensing agreement

Traction:

- 2 commercial pilots ongoing, 3 discussions under NDA, 4 non-conf. discussions
- 3 companies belong to top-5 in wound care

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Financial projections



	2024	2025	2026	2027	2028	2029	2030	2031	2032
Grant (k€)	673	360							
Sales (k€)	81	398	1,658	3,193	7,963	13,492	22,621	38,683	77,366
EBIT (k€)	-713	-1,04	-1,708	-977	1,112	3,676	8,31	18,21	36,42

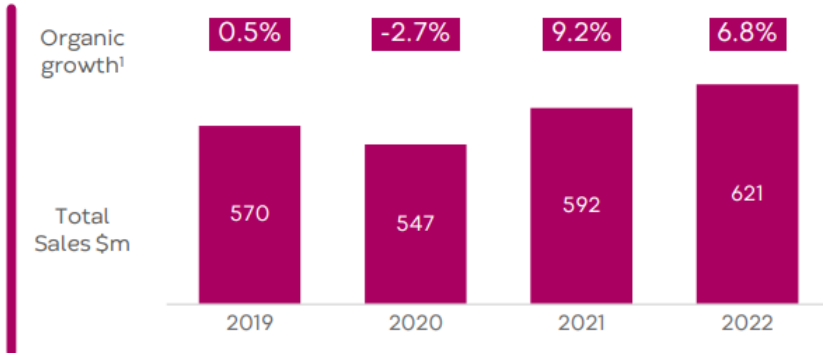
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Comparators: Convatec/Aquacel & Kerecis

1) Convatec: Aquacel Ag+ Extra is a comparator for Nanordica advanced antibacterial wound dressing

convatec
– forever caring –

Advanced Wound Care



Key Brands:

AQUACEL™ | AQUACEL Ag+ | AQUACEL Ag+ Extra | Aquacel™ Ag Foam

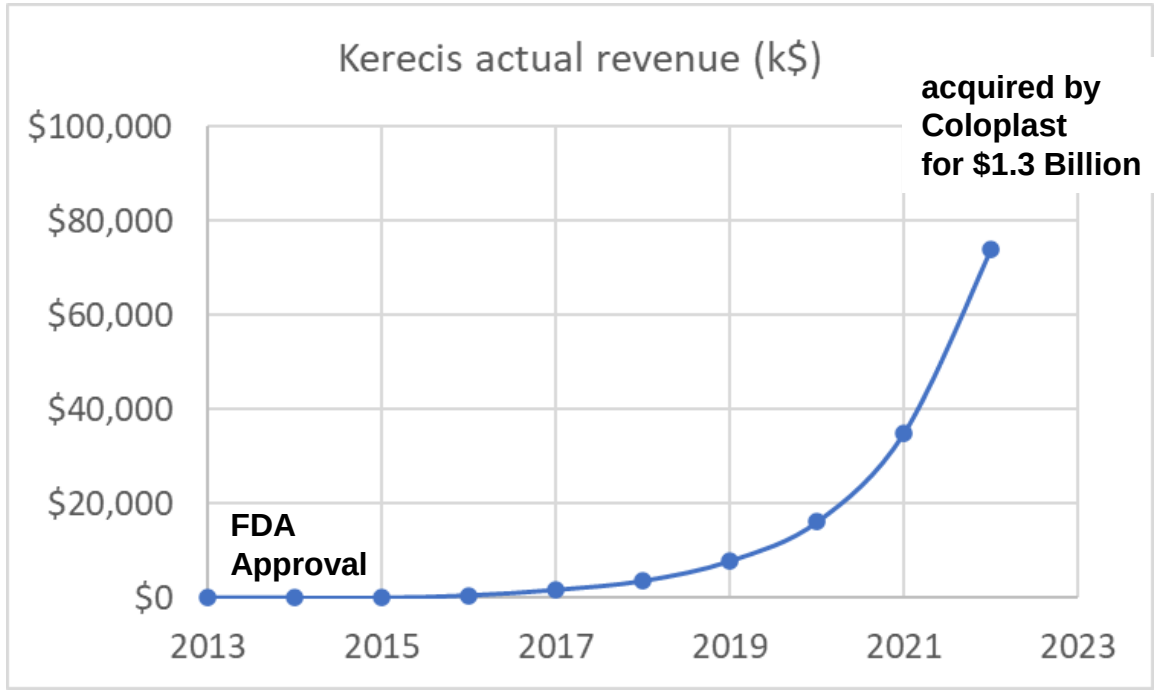
AQUACEL Ag Advantage | AQUACEL Ag Advantage Surgical | Avelle™ | ConvaMax™ SUPERABSORBER

2) Kerecis: Intact Fish Skin Grafts for Tissue Regeneration





Nanordica Advisor:
Eduardo Theiler.
Ex-Kerecis, CH



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Scale up potential

Chronic wounds

Global market size in 2023
€22.3B

Surgical wounds

Global market size in 2023
€6.5B

Veterinary

Global market size in 2023
€1.15B

and more...



The main market growth drivers

- The annual prevalence of chronic wounds is growing at a rate of 12%.
- Antibiotic resistance rates face already 50% in some regions of Europe with a projection of increasing to 80%.

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Outstanding complementary team with a track record



Olesja Bondarenko, PhD
CEO, Co-founder

- Ex-Principal Investigator in nanoparticle research
- Coordinated international teams
- Raised €4M funding



Meelis Kadaja, PhD, MBA
CBO, Co-founder

- Built his previous company from R&D to €15 mln revenue
- Experience at the Rockefeller University in wound healing



Grigory Vasiliev, PhD, MD
Chief Clinical Officer, Co-founder

- Infectious disease specialist
- Experience from 6 hospitals on 3 continents
- Conducted clinical trials



Anna-Liisa Kubo, PhD
Chief Innovation Officer, Co-founder

- Expert in nanofibers
- Brought several biotech products from lab to the market



Viktor Mahhov, MBA
CFO

- Ex-Eesti Energia, ex-Coca-Cola
- Experience in medical device startups



Einar Kaljuveer, Msc
Commercialization Manager

- Ex-Mölnlycke.
- 7 years in sales of wound care products



Mart Roosimaa, MD
Medical Scientific Liaison

- Ex-CEO of Keila hospital
- Endocrinologist and key opinion leader in diabetic foot ulcer field



Andres Valkna, PhD
CTO

- Over 20 years in biotech
- Solid understanding of MDR
- Serial biotech entrepreneur

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Experienced advisors



Erki Mölder
Estonia

- Investor
- Ex-founder in health companies
- Excellent understanding of the health tech ecosystem



Eduardo Theiler
Switzerland

- Ex-founder of wound care company Phytoceuticals sold to Kerecis
- 15 years of sales in wound care

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Rising €1M

matched by on-going €2.4M non-dilutive and €1M equity funding from EIC Accelerator

Join us to improve the lives of hundreds of millions of patients!

olesja@nanordica.com