

Eradicating infections and fighting antimicrobial resistance

Morning Meeting Presentation for SBIM
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Today's presenters



SoftOx Solutions AS
CEO Geir Almås



Finance
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SoftOx Respiratory Tract
CMO-SIS Dr Christopher Burton



Our purpose

MISSION

Helping the world fighting infections

- Viruses
- Biofilm Resistance
- Antimicrobial Resistance

VISION

To become a **world-leading developer** of antimicrobial technology



Investment highlights



Proven technology that effectively eradicates bacteria and viruses without creating resistance and answers significant unmet needs



Market approval of winning the Norwegian and Swedish public hospital tenders and free to enter the market through The EU Commission's interpretation of the BPR



Experienced research and development team, with support from Bispebjerg Hospital and University of Copenhagen



85 filed patents worldwide and 57 granted patents addressing formulations, uses, methods and devices



Strong medical technology platform developed over 10+ years with numerous opportunities for future development products

Reinforcing nature's own ability to eradicate unwanted microbes

HYPOCHLOROUS ACID

Documented broad
antimicrobial effect



ACETIC ACID

Antimicrobial
stabilizer



SOFTOX TECHNOLOGY

Replicating millions of years of evolution

Clinical Results show Superior Effect

Key achievements in the last 12 months

Disinfection

- Established Proof of Sales by winning Norwegian and Swedish public hospital tenders
- Granted market entry through The EU Commission's interpretation of the BPR
- Secured production at a competitive price with agreement to purchase 50% of Ose Water

Wounds

- Finalized base technology showing both significant improvement in wound healing and reduction in bacterial burden compared to today's market leader
- Achieved DKMA approval and started max dose study for infections in chronic wounds and enrolled first patient in the study

Respiratory

- Finalized preclinical study
- Achieved DKMA approval to start Phase 1 clinical trials for inhalation solution and enrolled first patient in the study

New Cooperations

- Entered a 3-year research collaboration with FFI to adapt the SoftOx technology and products for military purposes
- Established a pan-European consortium for development of SIS for military purposes
- Guaranteed NOK 10.6 million in support from The Ministry of Defence

Team in brief

Leadership Team

Executive management team with a wealth of experience in business development, finance and medical strategy

Scientific & Research Team

Highly skilled scientific team with 8 PhDs and 3 world-leading professors & researchers on board

Commercialization Team

Well experienced and successful team with connections in the MedTech, healthcare, B2B and consumer market segments

Board of Directors

Diverse board with expertise in finance, legal affairs, medical development and brand value

Advisory Board

Advisory board with expertise in chemistry, industrial intellectual property rights, wound healing and bacterial biofilm

9

PhDs

3

university professors
& researchers

>80%

hold an advanced
degree

42%

of human resources
devoted to R&D

Pathway to market



PARTNERS



SOFTOX DISINFECTION



2021 – Industrial partner

SOFTOX WOUND IRRIGATION SOLUTION



2022 – Distributors

SOFTOX BIOFILM ERADICATOR



2023 – Distributors/Industrial partner

SOFTOX INHALATION SOLUTION



2022 – Financial/Industrial partner

Business segments



Disinfection

Infection prevention solutions for hands and surfaces



Wounds

Infection prevention and treatment for acute and chronic wounds



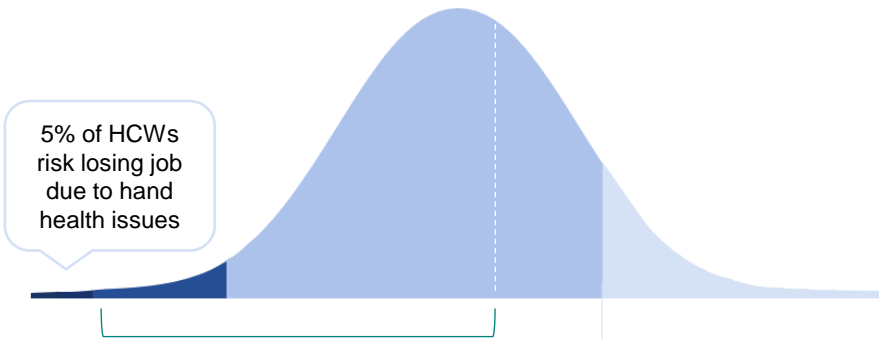
Respiratory

Infection treatment for viral infections



Health care workers demand new solutions

Distribution of hand eczema among 59 million health care workers worldwide
(31 million in Europe and US)



25-55%

of health care workers (HCWs) have irritated skin and eczema¹

70%

of HCWs experience problems with alcohol

«Provide **alternative hand hygiene products for HCWs** with confirmed allergies or adverse reactions to standard products used in the health-care setting»¹

Expert panel (**Kaiser Permanente, Mayo Clinic, NICE**) acknowledged a great need for more skin friendly solutions and recommends SoftOx as a strategy for replacing Alcohol-Based Hand Rub

Established a separate class for alcohol-free hand disinfectant.

SoftOx won the tender based on top scores due to excellent quality and competitive price.

SoftOx delivers Proof of Sales

Unique market opportunities



Main Benefits

Skin Friendly

Avoid skin irritation and eczema

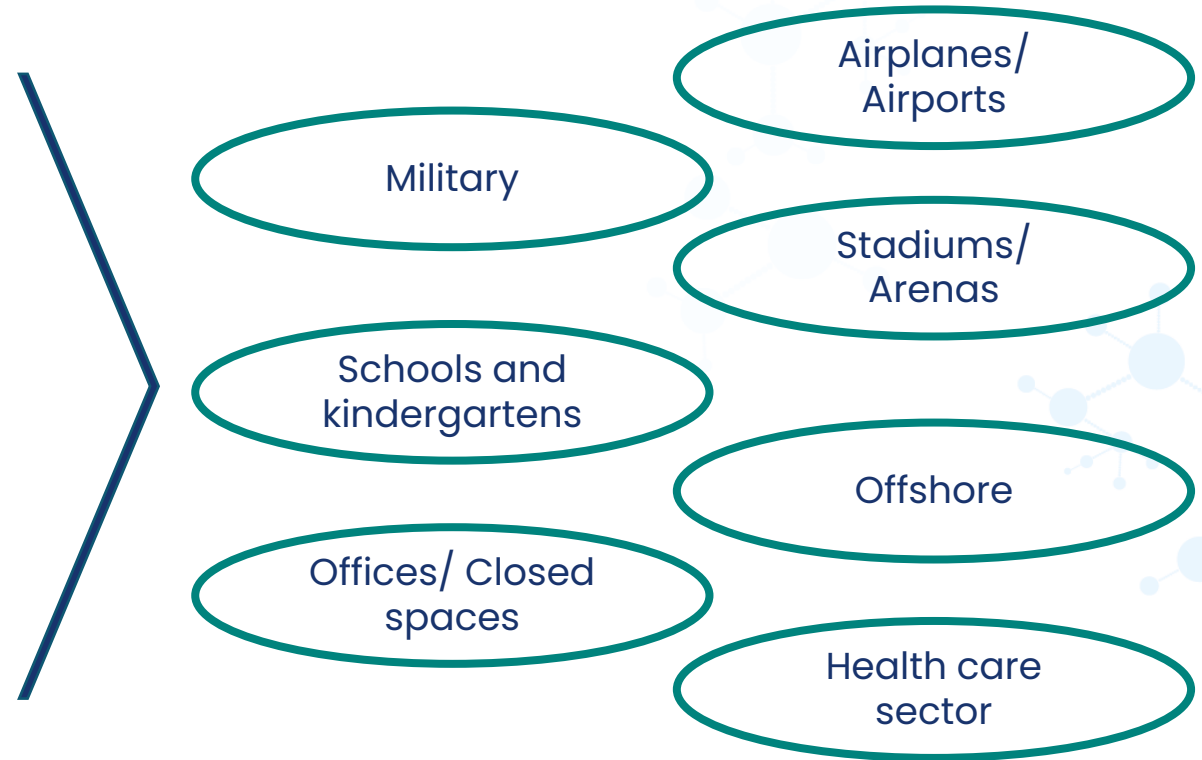
Effective

Full effect on all viruses and effective towards biofilm

No health concerns

- » Safe and non-flammable formula
- » Prevents alcohol poisoning
- » Safe transport and storage
- » No increase in VOCs observed

Safe usage in critical areas



SoftOx's uniqueness provides opportunities for cross-selling

Commercialization (EU and RoW)

Market opportunity – compromised skin

Potential customer share:

Unique value proposition towards 20% of the market

Estimated global number of HCWs with compromised skin:

15 million health care workers (8 million in the US and Europe)

Gross profit margin:

80–90% (achieved in Norwegian hospital tender)

Customer savings:

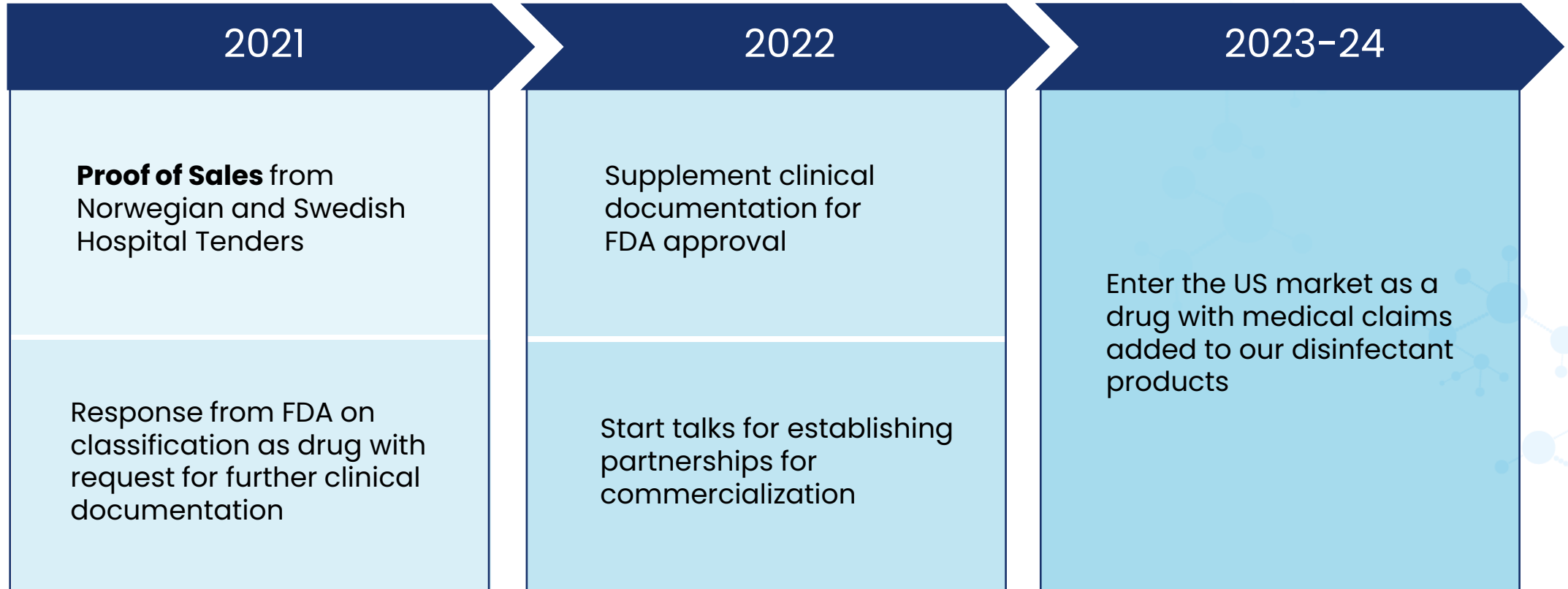
\$1,080 per HCW

\$265 estimated yearly price per health care worker based on price achieved in market

Actively seeking international partners



Commercialization (US)



Competitive position as new molecular entity & exclusivity with medical claims

Unmet need in wound care

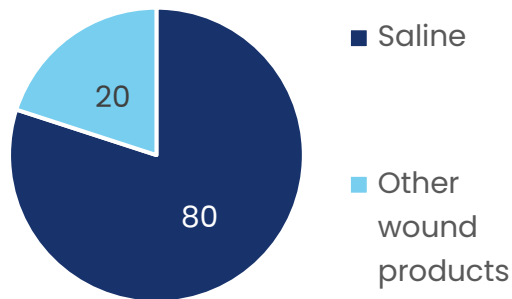


ACUTE WOUNDS

180 million

Individuals have skin wounds worldwide each year¹

Today's wound rinse market is **dominated by saline**



Replacing today's wound rinse products with a better or equal risk profile and profound antimicrobial effect

CHRONIC WOUNDS

40 million

Chronic wounds worldwide¹

1-2%

of population are projected to have a chronic wound in developed countries²

Today's recommended solution removes **only 90%** of the bacteria and includes surgical removal of the wound bed

Improving today's chronic wound treatment with more effective removal of infections protected by biofilm

Wound care product plan



Project	Regulatory class	Entering commercial partnership talks	Partner type	First delivery to partner
SWIS – Acute wounds <i>Wound rinse product</i>	US: 510K EU: MDR cl. III	2022	Distributors/ Industry	2023
SBE – Chronic wounds <i>Infection remover claim</i>	US: Drug EU: Drug	2023	Distributors/ Industry	2025

US

FDA approval – 510(k) Premarket Notification

- Classification as a medical device
- No auxiliary medical claim

Europe

CE-mark Class III

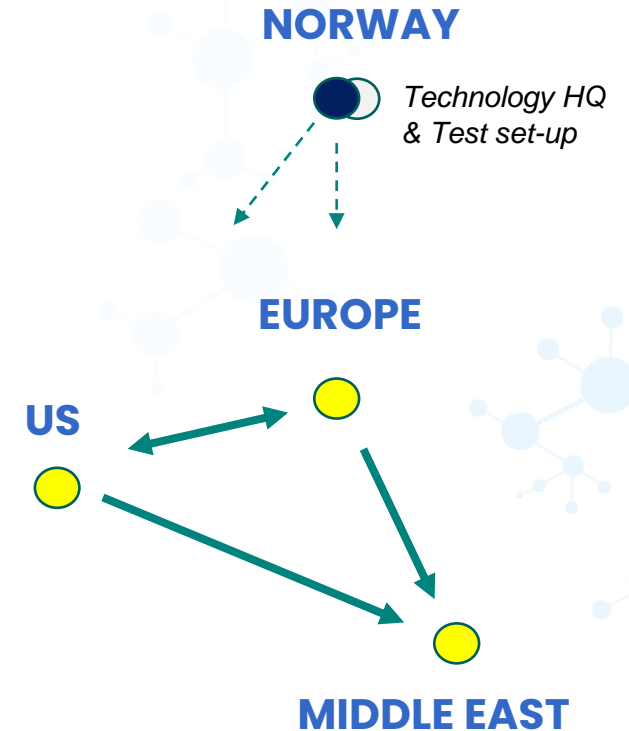
- Main claim: mechanically wound rinse
- Auxiliary claim: antimicrobial effect

Commercial strategies – medical devices



Our aims:

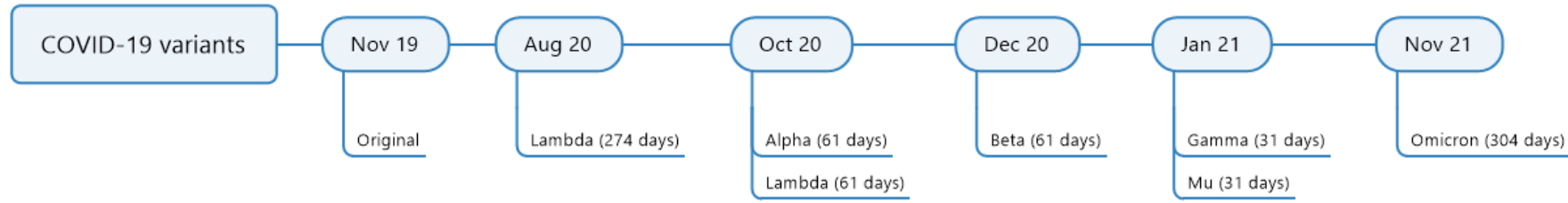
- **partnering** with industry players or major distributors
- offering a **branded portfolio** for proof-of-sales via distributors, to stay cash-flow independent from fluctuations in industry interest (dual strategy)
- targeting the best commercial opportunities for wound care: **US, Europe and Middle East**
- relying on industry or distributors for **Mass Marketing**
- utilizing external production unit for **Mass Production** ramp-up



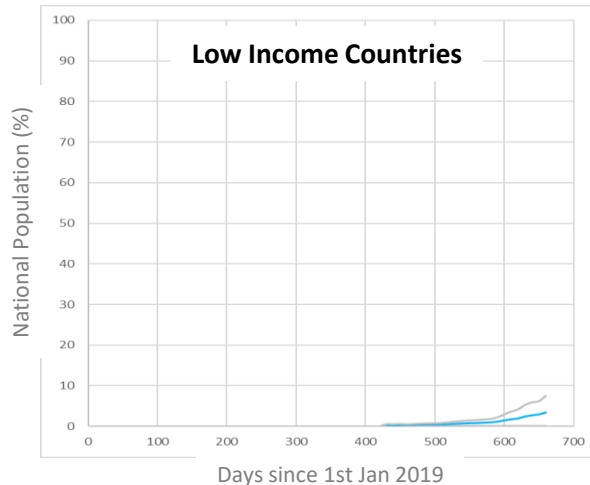
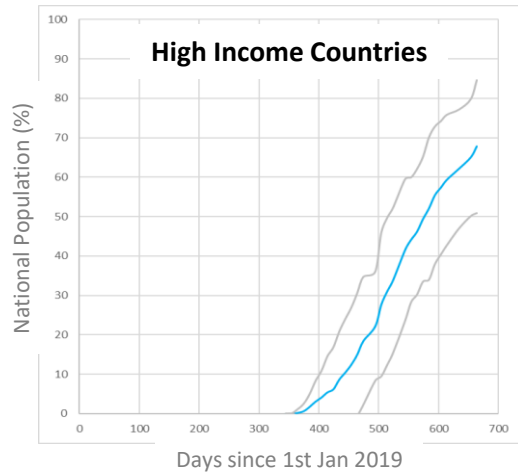
Actively seeking distributors for sales in early 2023



Viral pandemics – A huge unmet need



Vaccination speed not sufficient to stop the pandemic



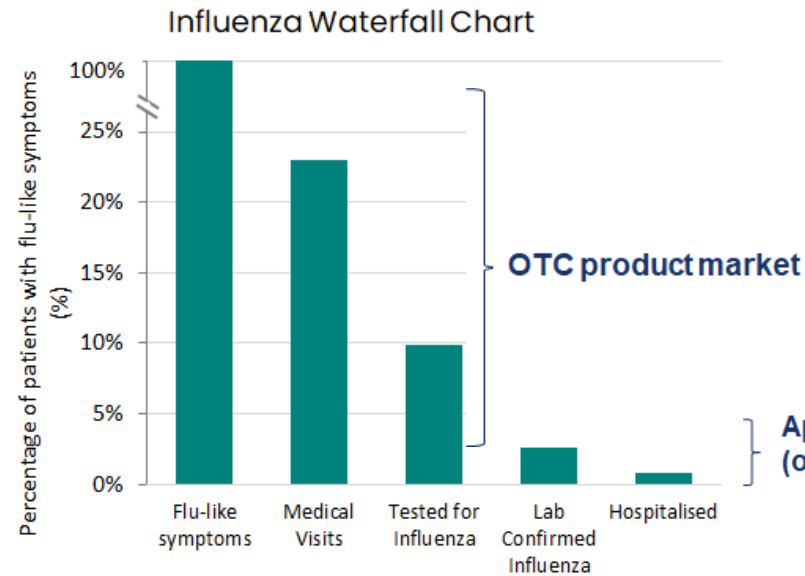
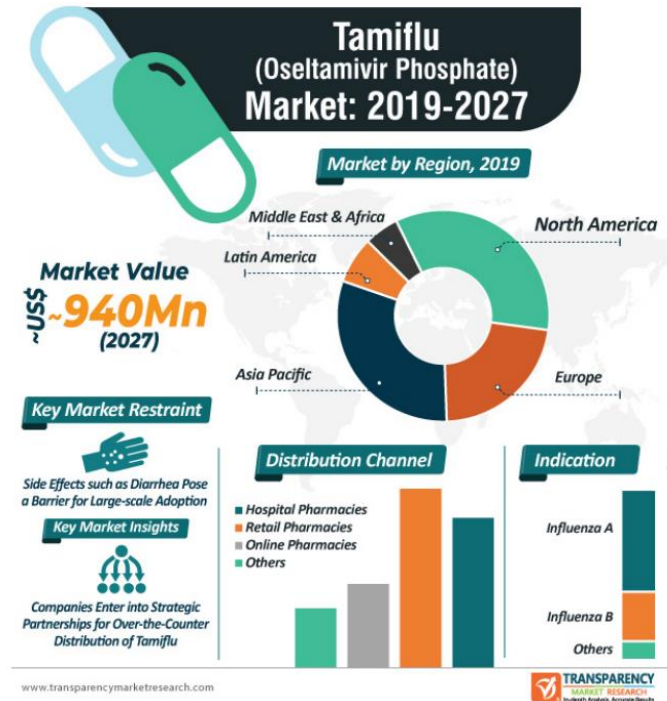
**Vaccination rollout
(200 – 500 days only in
high income countries)**

**Emerging COVID variants
average = 104 days**

**Vaccine
modification
("100 days")**

Vaccine development and roll out cannot keep up with the emergence of new COVID-19 variants, ultimately leading to failure to gain control of this pandemic

SIS targets the OTC product market

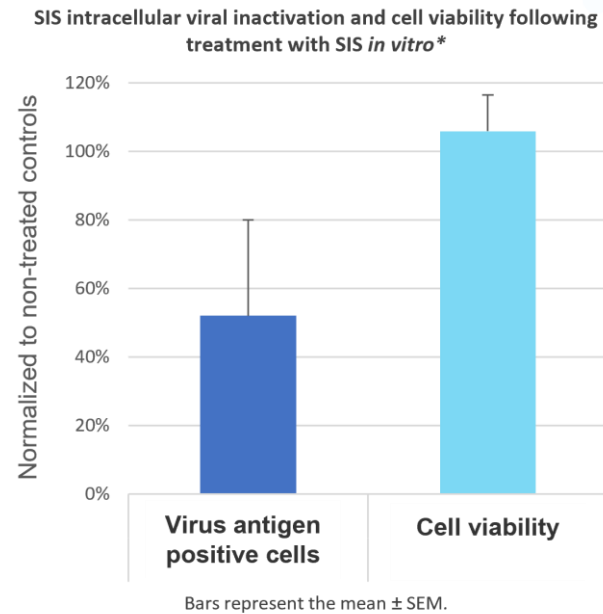
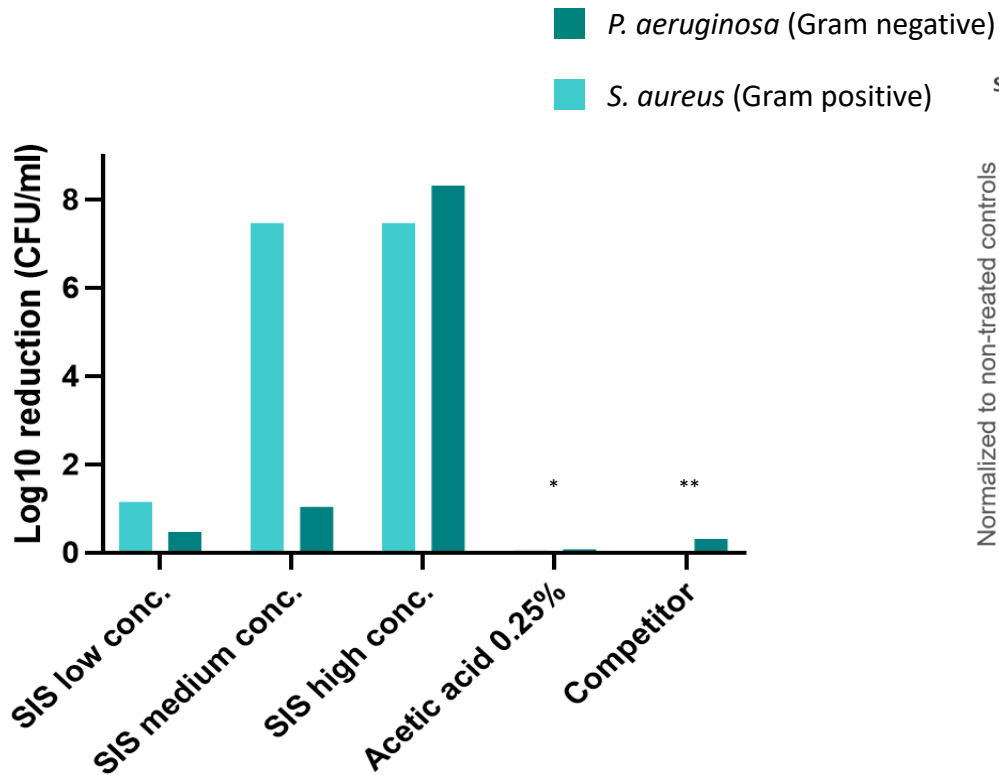


Tamiflu, current market leader, is eligible to **only 3%** of patient population with flu-like symptoms

Tamiflu targets only 3% of the market and has a market value of USD 940 million



Cheap, effective antiviral treatment is necessary to break the cycle



Handheld solutions will be made available for self medication at an early stage

Demonstrates effective virucidal activity in vitro and is currently in Phase 1 clinical development

News flow – value drivers and major milestones

	2021	1H 2022	2H 2022	1H 2023/2H 2023
Disinfection (EU & ROW)	Won Norwegian and Swedish hospital tenders	<ul style="list-style-type: none"> Partner discussions Hand disinfectant EU and ROW 	<ul style="list-style-type: none"> Start sale in major EU markets 	<ul style="list-style-type: none"> Start sale in major ROW markets
Disinfection (US)	Response from FDA on classification as drug	<ul style="list-style-type: none"> Partner discussions Hand disinfectant US 	<ul style="list-style-type: none"> Preclinical work Hand Disinfectant US 	<ul style="list-style-type: none"> Initiation of clinical program for Hand disinfectant US
Wound Irrigation Solution	SWIS-02 showed superior improvement in wound healing and confirmed SoftOx's base technology	<ul style="list-style-type: none"> Apply for US and EU approval Start talks with major distributors 	<ul style="list-style-type: none"> Establish GMP production line 	<ul style="list-style-type: none"> Start sale in the US market and achieve EU approval
Infection Remover	Phase Ia initiation with first patient enrolment	<ul style="list-style-type: none"> Finish phase 1 	<ul style="list-style-type: none"> Initiation of first patient in phase 2 	<ul style="list-style-type: none"> Initiation of phase 3 Start commercial talks
Inhalation Solution	Phase Ia initiation with first patient enrolment	<ul style="list-style-type: none"> Finish phase 1 Financial partner 	<ul style="list-style-type: none"> Initiation of first patient in phase 2 	<ul style="list-style-type: none"> Initiation of phase 3 Start commercial talks

Multiple opportunities for development of products based on SoftOx technology



SoftOx will remain as a development company and is seeking strong commercial partners

Key takeaways



Solid progress on all R&D projects targeting **\$40bn+ market**



Proven effect
Successful clinical trial in humans



High gross margins



Strong platform
with great potential for many products/segments



Huge unmet medical need
and no antimicrobial resistance



Collaboration
with world-leading scientists



Commercial Phase
2 products in 2022 and 1 spin-off



57+ patent filings
Strong patent family protecting IP



*Unique and highly efficient solution for eradicating infections
and fighting antimicrobial resistance*

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