

Growing with Kuros

Investor Presentation

FY 2024 Earnings Webcast

March 11, 2025

Ticker: KURN
SIX Swiss Stock Exchange



Kuros Biosciences

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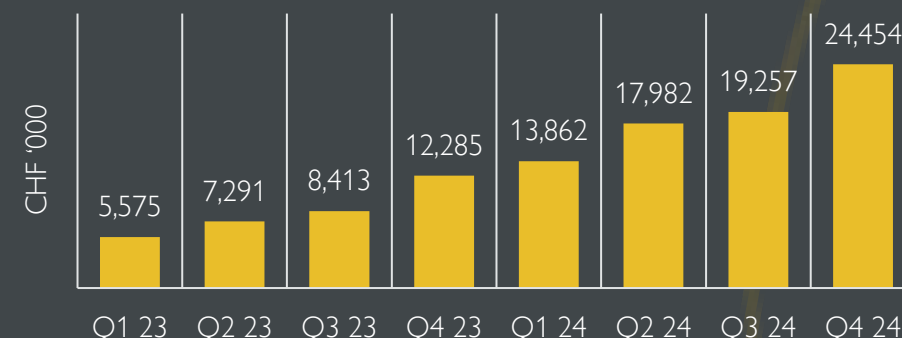
KPIs confirm Kuros MedTech strategic focus in 2024

Decisive strategic transformation in 2024 to create future value basis

- Pivotal MagnetOs™ independent Level I study published in major journal accelerates hospital adoption potential
- Expanded regulatory clearances in spine and extremities increase Global addressable market
- Strategic agreement with Medtronic spine expands access in key U.S. geographies
- Clear focus on commercial execution, scalable operational expansion, and robust product pipeline for sustainable growth

Continued and strong revenue growth across geographies

- 136% growth in direct MagnetOs sales¹
- Kuros reached CHF 75.6 million in Medical Device sales in 2024 (up from CHF 33.6 million in 2023)



Strong financial foundation – positive cash-flow & debt-free

- CHF 9.0 million Kuros Group EBITDA or 11.9% margin adjusted for Fibrin-PTH costs and share-based compensation
- Continuing business excluding legacy and Fibrin-PTH reached profitability level for the first time
- Generated positive operating cash flow; including cash from LTI exercise cash increase by around CHF 3.8 million in 2024
- CHF 18.0 million² cash, well funded to support organic growth trajectory

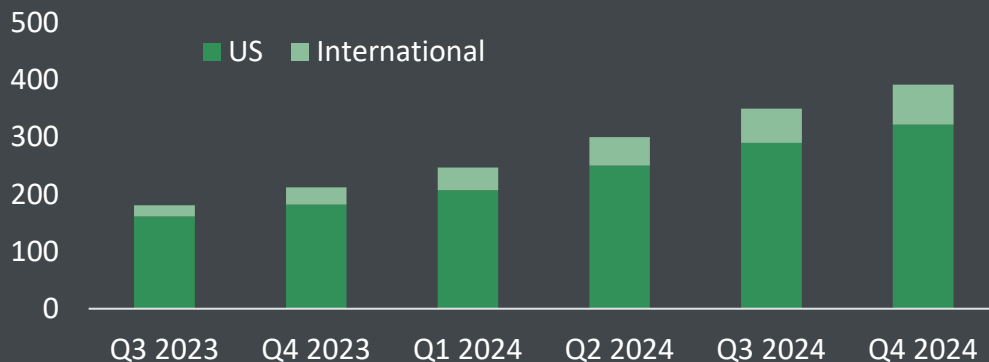
References: 1. Revenue from direct MagnetOs sales CHF 74,831 thousand in 2024 compared to CHF 31,744 thousand in 2023
2. Cash and cash equivalents CHF 18,021 thousand as of December 31, 2024

Transforming into a sustainable growth engine

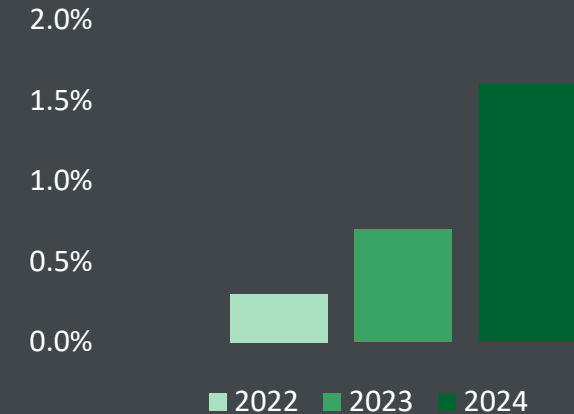
- Strong market share & brand recognition growth over past 3 years
- Increased independent sales agents and distributors by 65% YoY
- Increased hospital penetration by 85% YoY
- Medtronic agreement expands opportunity in key spine geographies

Hospital penetration

Number of hospitals ordering MagnetOs



MagnetOs market share¹

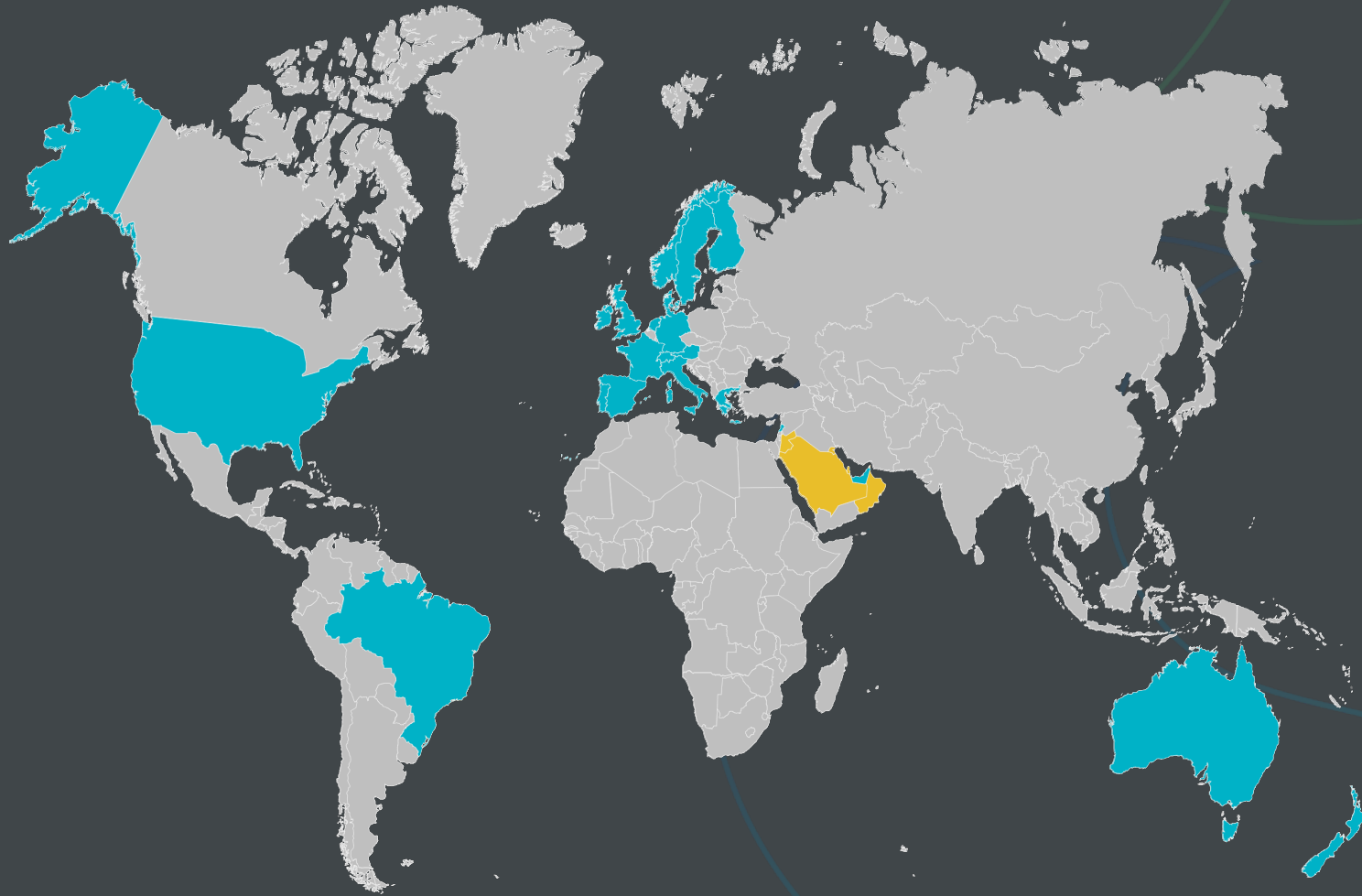


Surgeon utilization

7% U.S. spine surgeons using MagnetOs²

Strong growth & brand awareness, significant remaining potential

With a commercial offering of MagnetOs in >20 countries



Regulatory registrations 2024

- New Zealand
- United Arab Emirates

Regulatory registrations 2025

- Lebanon
- Brazil

On-going registrations 2025

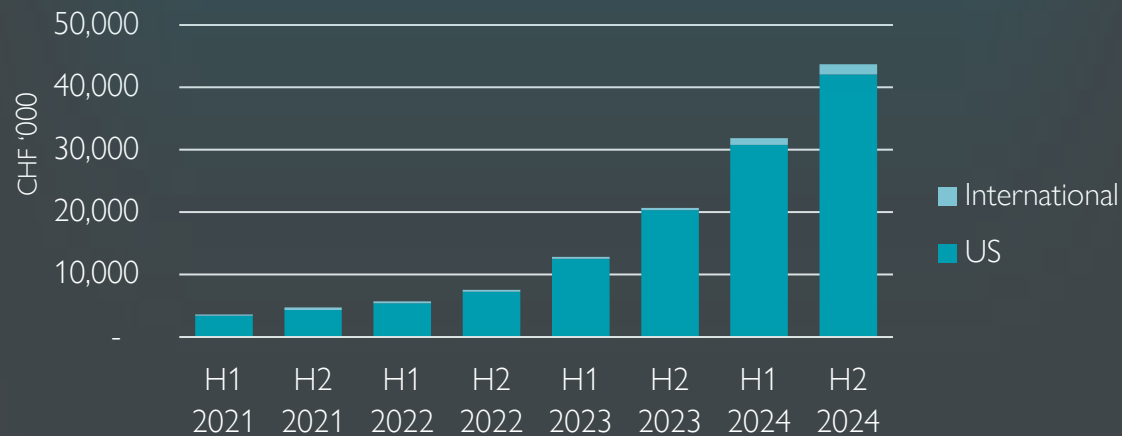
- Saudi Arabia
- Jordan
- Qatar
- Oman
- Kuwait

Blue: Registration completed

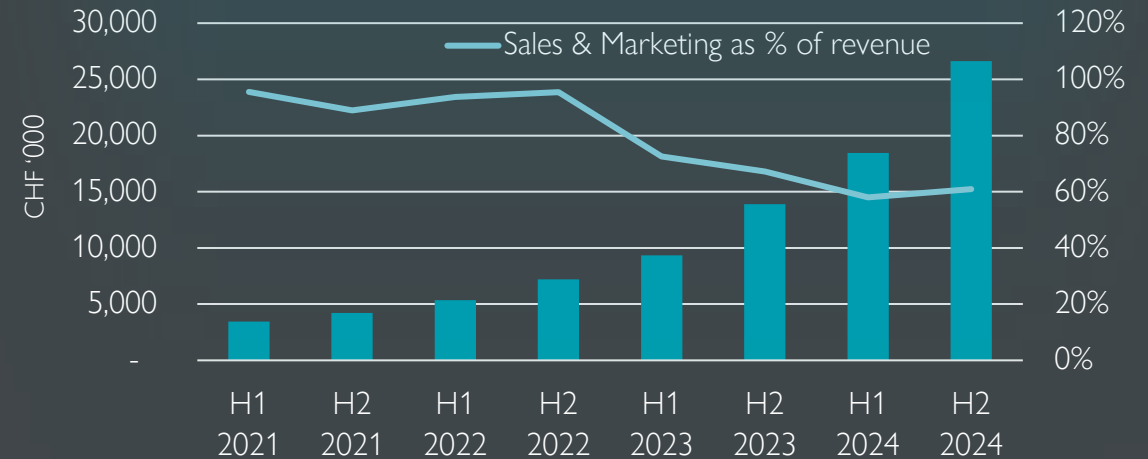
Yellow: Ongoing registration process as of March 11, 2025

Continuing significant growth in spine, ramping up in extremities

Revenue



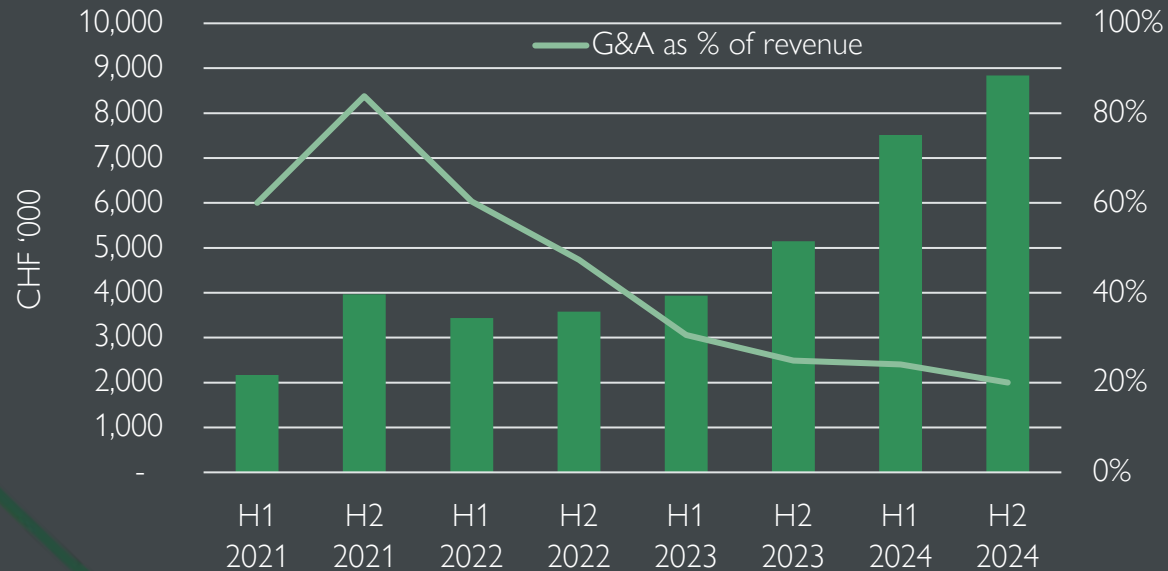
Sales & Marketing MagnetOs



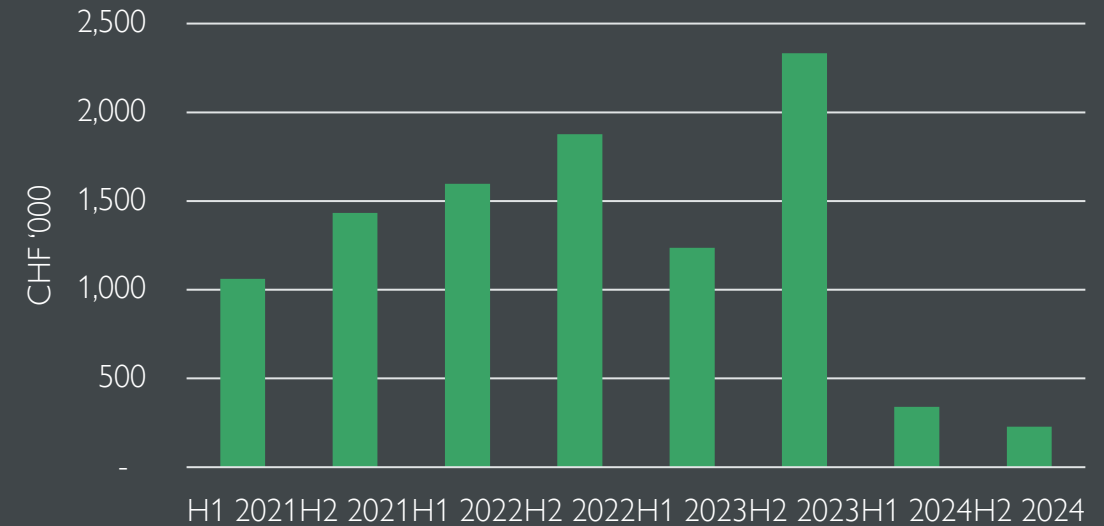
- Revenue from product sales increased by 125% (by 132% constant currency)
- 136% growth in direct MagnetOs sales; international product sales increased by 276% YoY
- Consistent and significant growth in revenue from product sales reported past 8 quarters
- Sales & marketing cost-to-revenue ratio well below target level of 65% despite investments in extremities
- Successful launch of 'Kuros Insights Xchange' (KIX) events in the U.S.
- Management team for extremities hired H2 2024

Building a high growth infrastructure & discontinuing Fibrin-PTH

General & Administrative



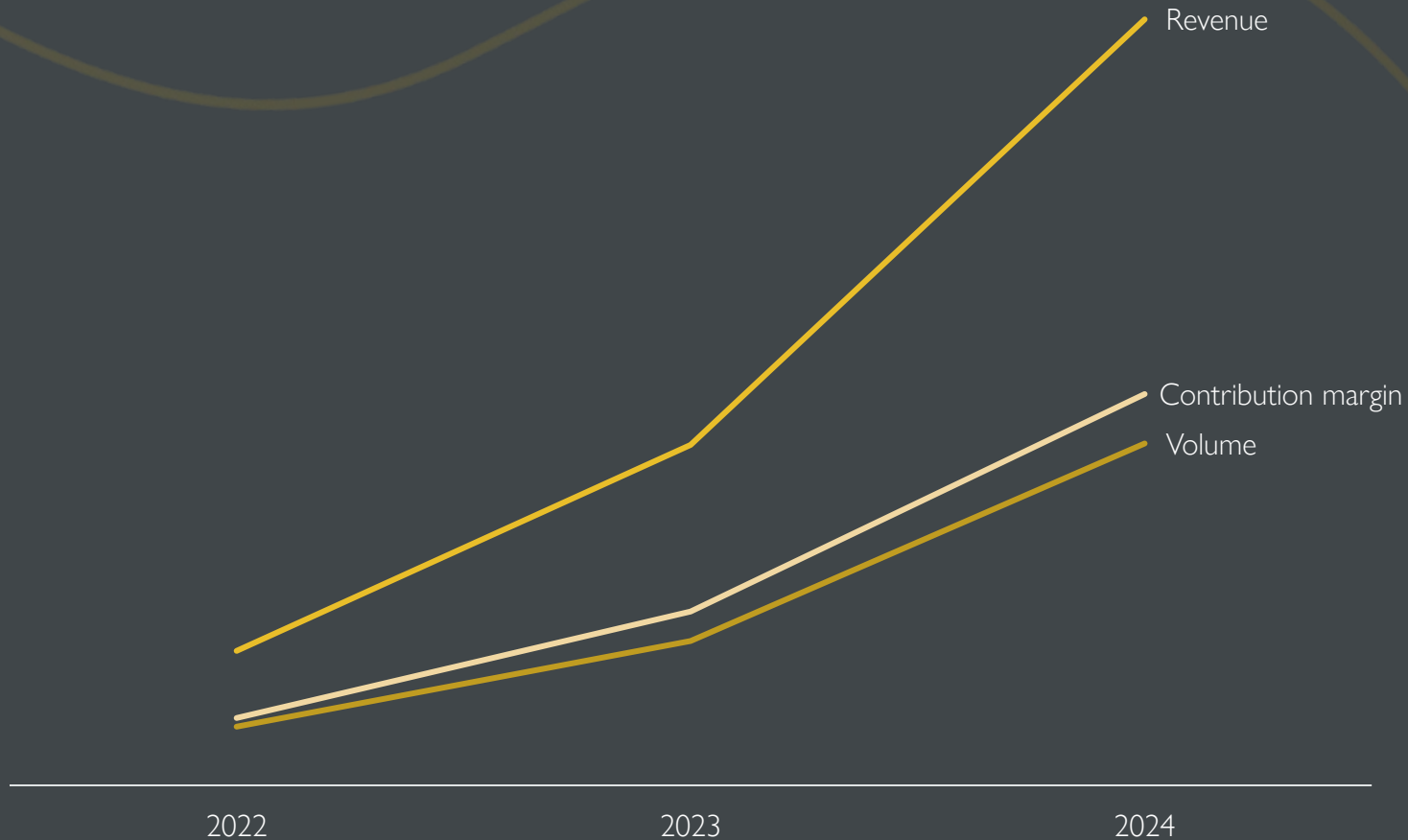
Discontinued operation



- General & Administrative and FTEs aligned with significant increase in sales volume
- Significant investment to digitize value chain and further strengthen functional expertise
- Costs from discontinued operation decreased significantly in 2024 due to the wind down of the Fibrin-PTH phase 2 study
- Potential to receive \$21.3M milestone payments + up to \$142M sales milestone payments out of the legacy assets

Transforming into scalable business with increased operating leverage

Operating Leverage

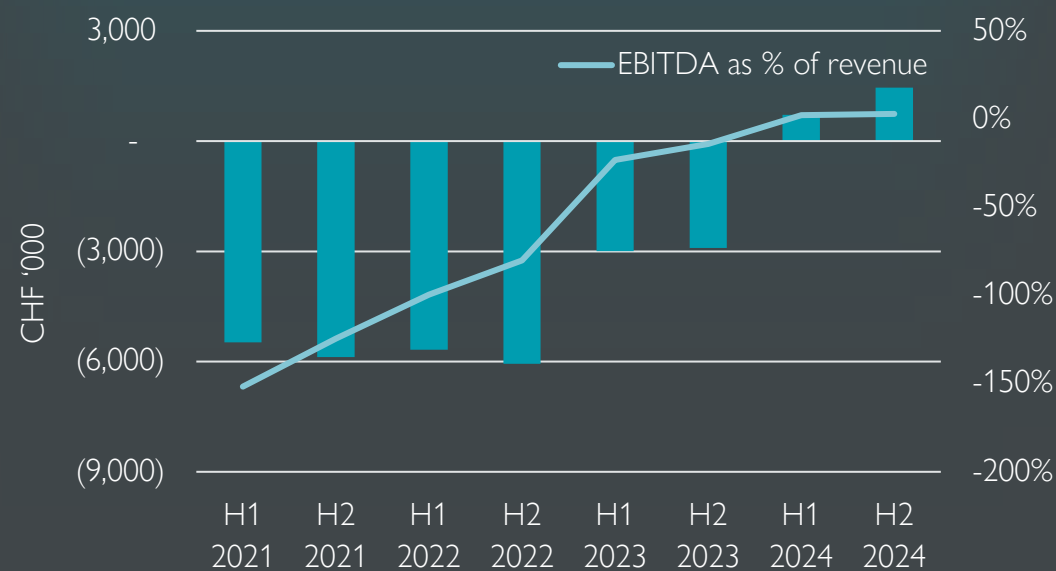


- Revenue and volume growth of ~450% from 2022 to 2024
- Increasing contribution margin¹ due to product mix price effects in combination with volume discount effects
- Fixed cost growth ~100% well below the overall revenue and volume trends
- ✓ Leading to **profit from continuing business** due to operating leverage

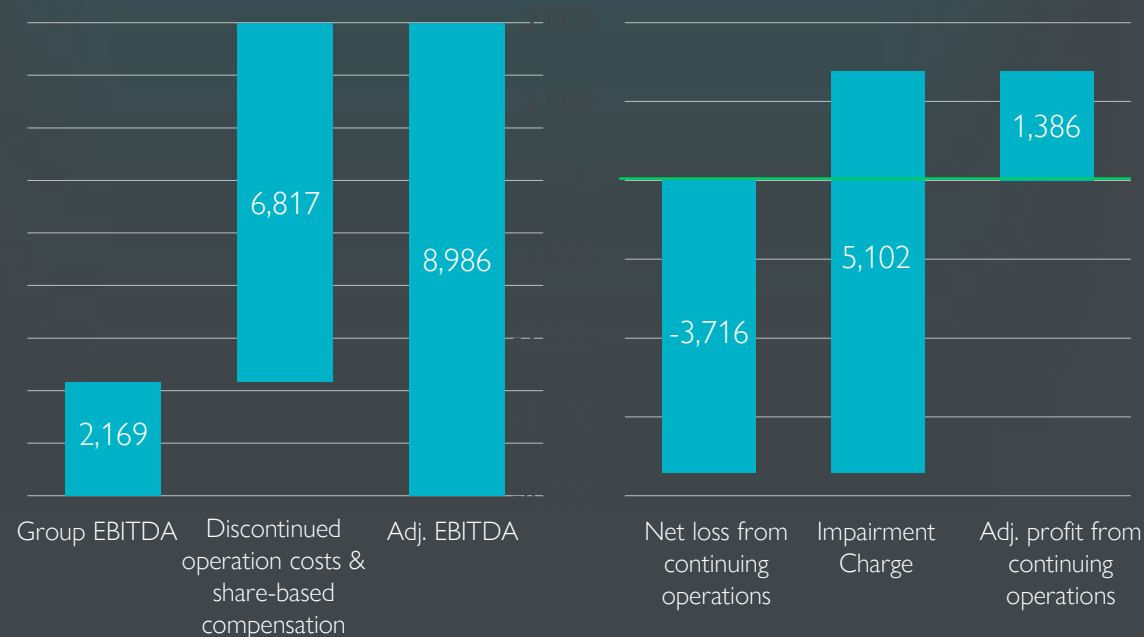
References: 1. Simplification by revenue minus adj. COGS and commissions

Resulting in adjusted EBITDA margin of 11.9% and first-time achievement of profitability from continuing business operations

Group EBITDA*



Adjusted EBITDA and adjusted profit

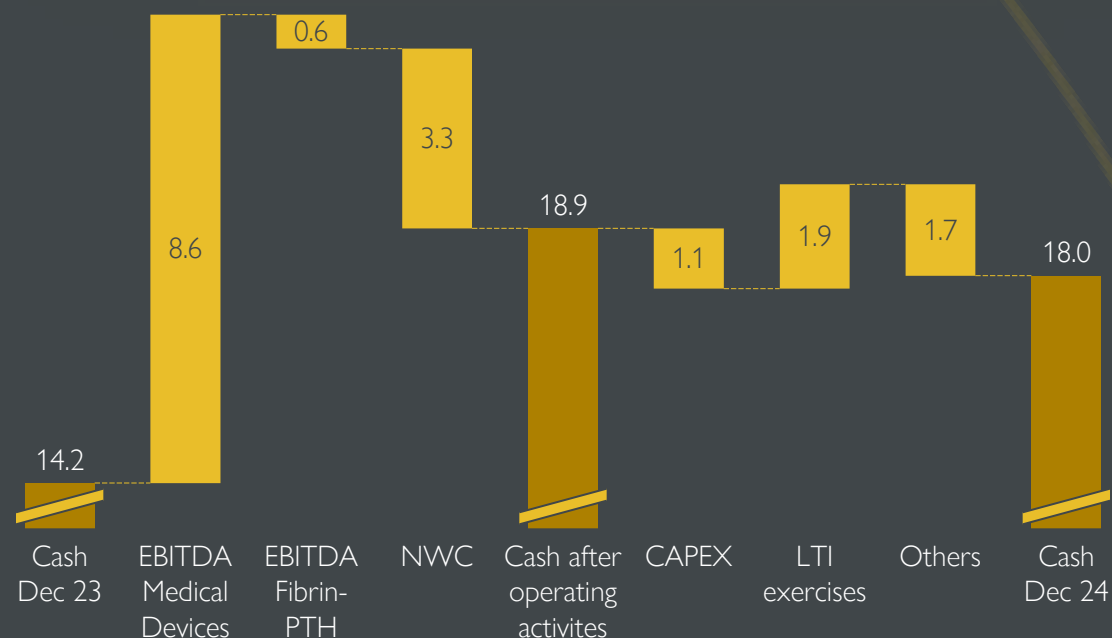


- EBITDA adjusted for discontinued operation costs and expenses for share-based compensation
- One-time share-based compensation mainly related to the transition of responsibilities within the Executive Committee, October 2023

* Adjusted for non-recurring revenues (Checkmate)

Establishing a financial basis to pursue strategy of organic growth

Cash development 2024



Securely financed for organic path forward

CHF '000	Dec 31, 2024
Cash and cash equivalents	18,021
Trade and other receivables	16,140
Total cash and cash equivalents, trade and other receivables	34,161

- Higher operating cash flow mainly from increased revenues
- Proceeds from LTI exercises contributed CHF 1.9 million to the cash and cash equivalents level end of 2024
- Kuros is securely financed for the organic path forward

Continuing to target growing future MagnetOs markets

2024 spine & extremities global market estimated \$5.2B growing to \$7.7B in 2031

Spine

\$3.9B¹

MagnetOs is indicated for all spinal procedures providing increased opportunity and ability to promote for use in the interbody space*



Posterior biologics market

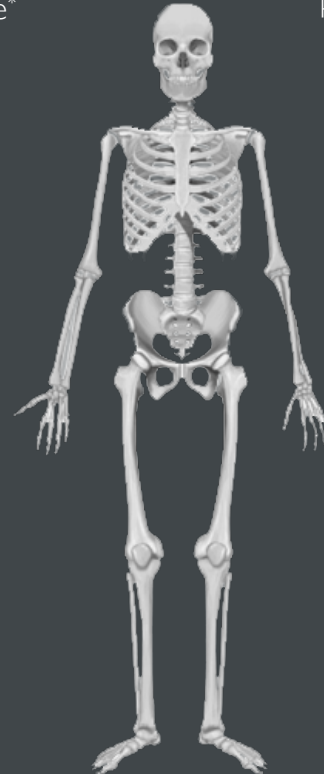
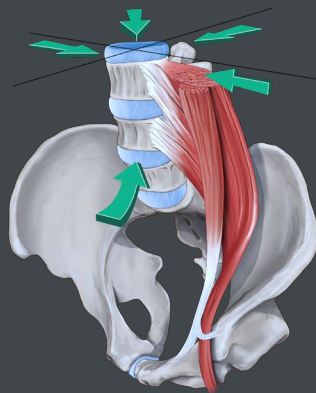
Bone graft placed in patient's back

\$2.2B

Interbody biologics market

Bone graft placed in patient's disc space*

\$1.7B



Extremities, CMF & Oncology

\$1.3B¹

Three MagnetOs formulations indicated outside of spine providing increased market opportunity

Cranio-maxillofacial

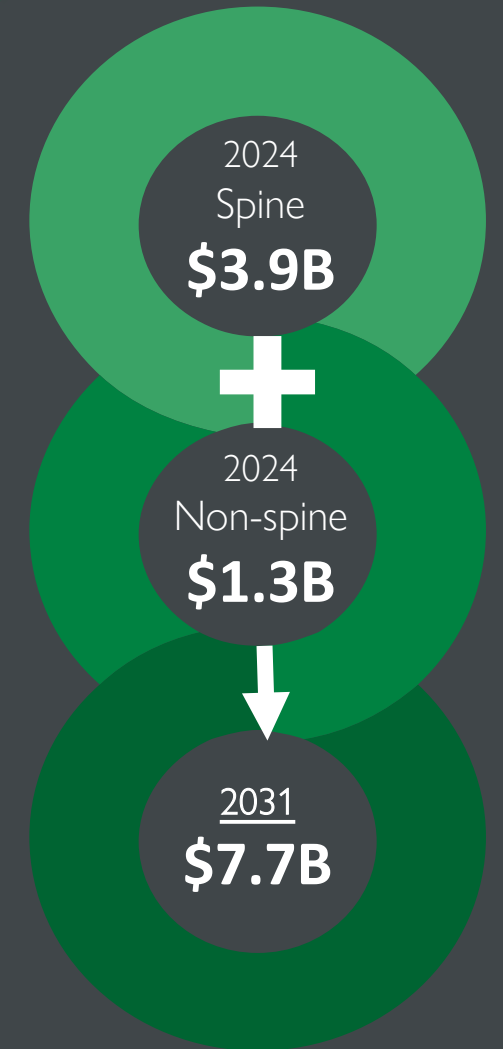
Trauma, reconstruction, and aesthetic procedures involving the skull, face, and jaw**

Pelvis & extremities

Upper and lower limbs including long bone trauma, and foot & ankle

Oncology

Distinct specialized category, intersects with spine, orthopedics, and extremities



Building Kuros for success in extremities market

\$440M U.S. foot & ankle segment¹

PRIMARY

- Added extremity senior leadership team
- Established extremity Surgeon Advisory Board
- Identified target indications
- Regulatory clearance for extremity indications*

\$160M

Hindfoot

\$187M

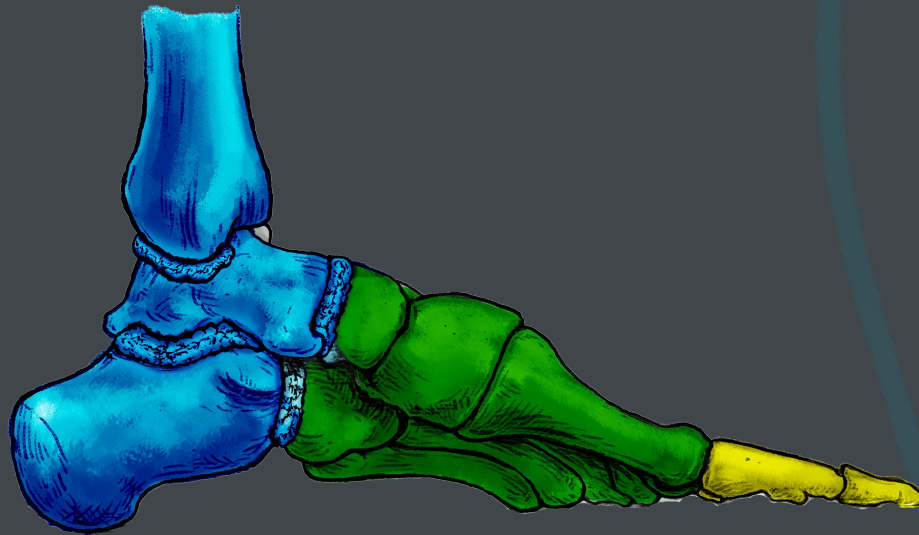
Midfoot

\$74M

Forefoot

\$19M

F&A recon & trauma



\$475M U.S. trauma market²

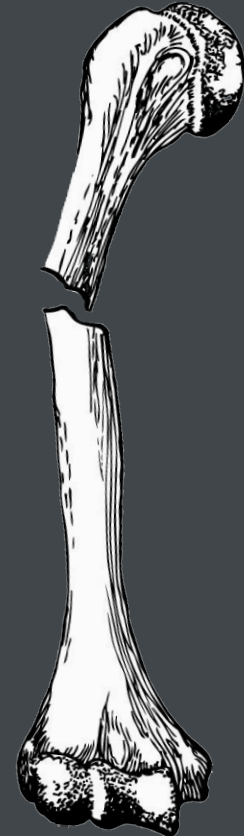
SECONDARY

\$342M

Fresh fracture

\$132M

Non-union



References: 1. U.S. data based on Indication specific CPT codes, AcuityMD February 2025

2. Global Orthopedic Biomaterial Market, iData February 2025

*MagnetOs Granules, MagnetOs Putty and MagnetOs Easypack Putty are indicated for use in the pelvis and extremities

Priming MagnetOs to take competitor share in a growing market

Industry-leading data and evidence generation

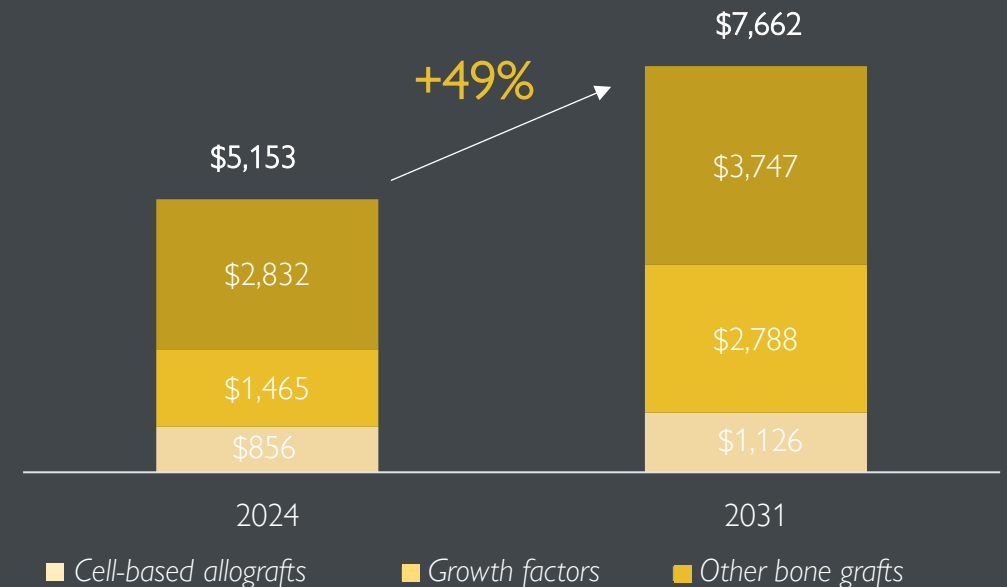
Surgeons want:

- Data: from animal studies to Level I human clinical trials
- Studies of various designs with clear fusion criteria
- Comparisons to their current bone graft of choice

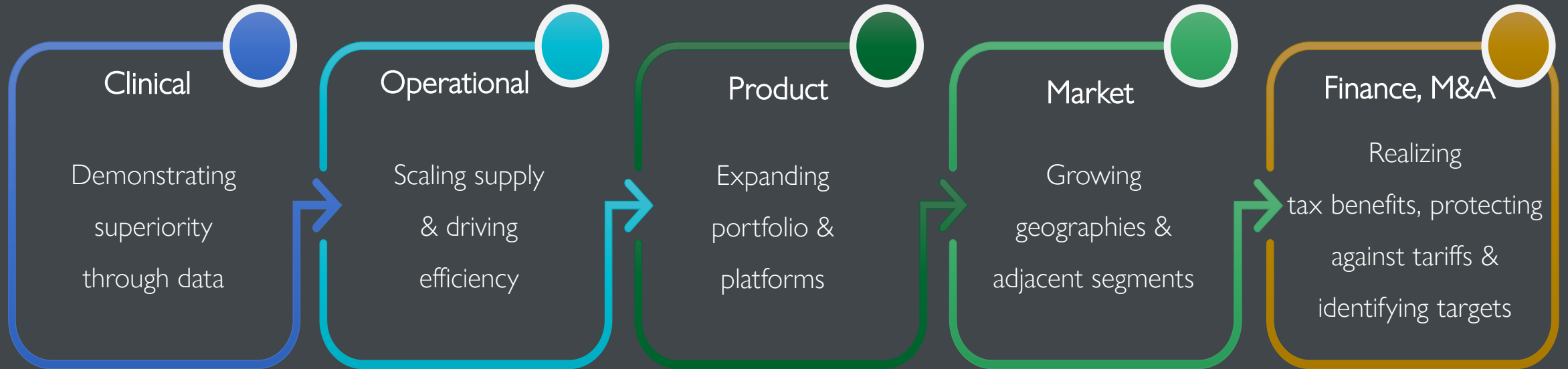
Kuros has listened, ongoing clinical trials:

- Two Level I Kuros-initiated spine trials head-to-head, vs. cell-based allograft & demineralized bone matrices
- One Level I Kuros-initiated foot & ankle trial
- Four Level I investigator-initiated trials

Value of global bone graft market¹ (\$M)



Growing, scaling, innovating & increasing resilience in 2025



Continue data generation:

- 7 Level I clinical trials
- 3 Level II investigator-initiated trials
- 1 Level III spine oncology trial
- >10 Level III investigator initiated clinical trials
- And more..

- Double capacity (already doubled in Aug 2024) to support growth
- Diversify supply chain by sourcing local to reduce costs
- Implement digitalization & analytics to drive operational efficiency and increase productivity

- Develop devices & formulations for new applications, including minimally invasive surgery launch expected H2 2025*
- Explore osteopromotive platforms, including surface technologies for implantable devices

- Enter new countries in Middle East, APAC, South America
- Leverage spine success to build extremities momentum

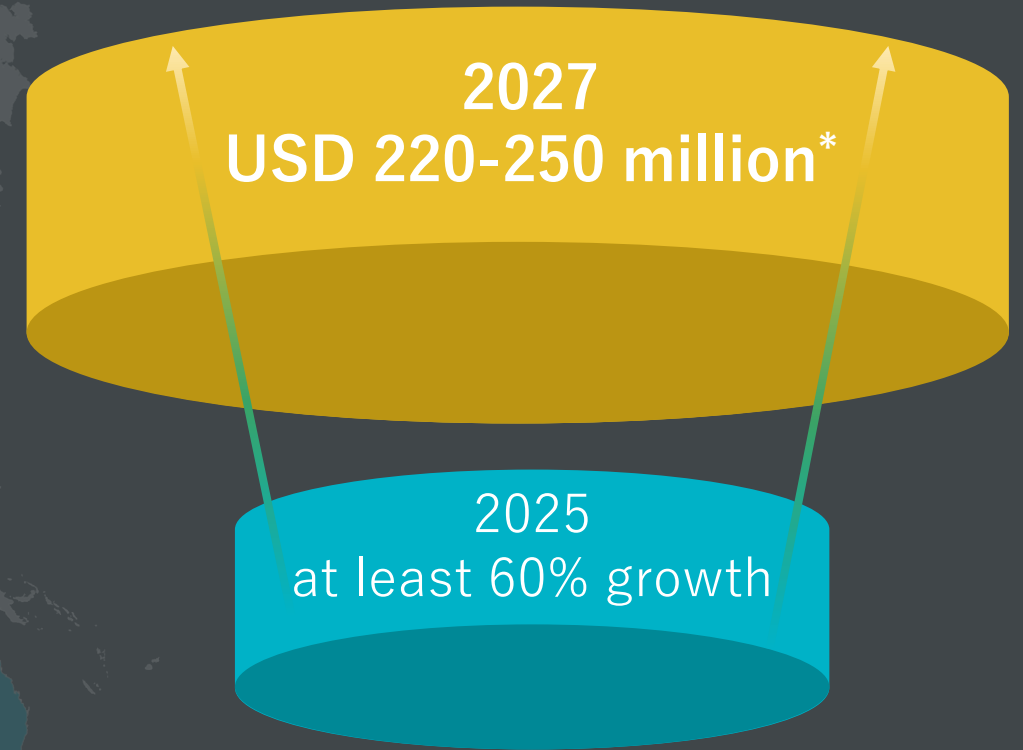
- Utilize global tax losses by structural tax adaptation
- Implement a first sale method and diversify supply chain
- Build a target list to follow inorganic growth path

*Pending U.S. FDA 510(k) clearance

Creating a strong 2025 and mid-term outlook for Kuros

Commitment to long-term value creation through innovation, market share gains, and customer satisfaction

- Continued strong growth trajectory in the **spine and extremity segments**
- Further market share gains in the U.S., Europe and the rest of the world, **launching in additional countries**
- **Sufficiently financed** for organic growth path
- Expect robust sales growth of at least **60% in 2025**
- Anticipated Kuros sales: **USD 220 to 250 million by 2027**



*Forward-looking projections

Thank you