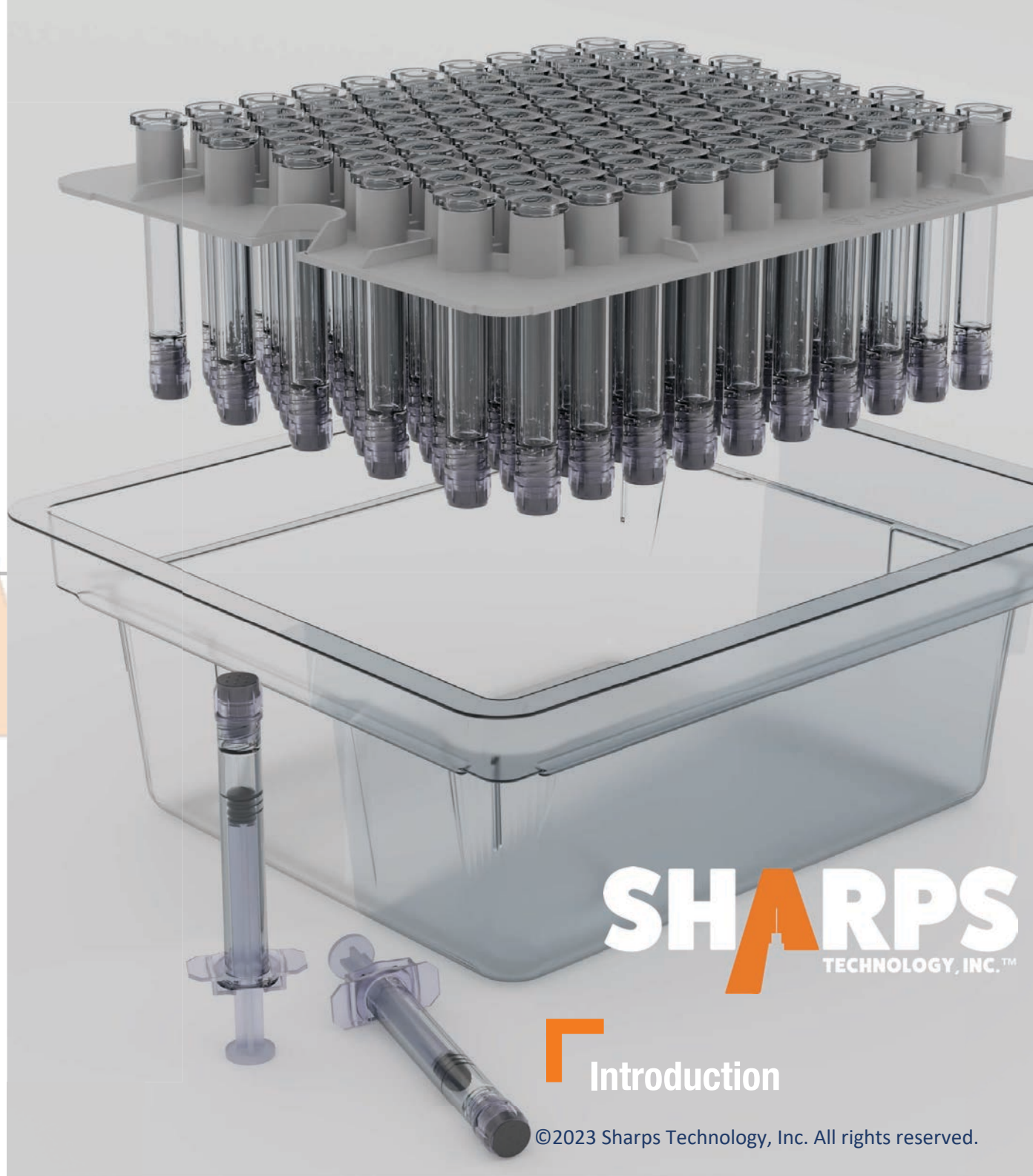


**Collaboration.
Innovation.
Novel Technology.
Making the World a
Healthier Place.**

Investor Presentation
December 2023 | Nasdaq: STSS



SHARPS
TECHNOLOGY, INC.™

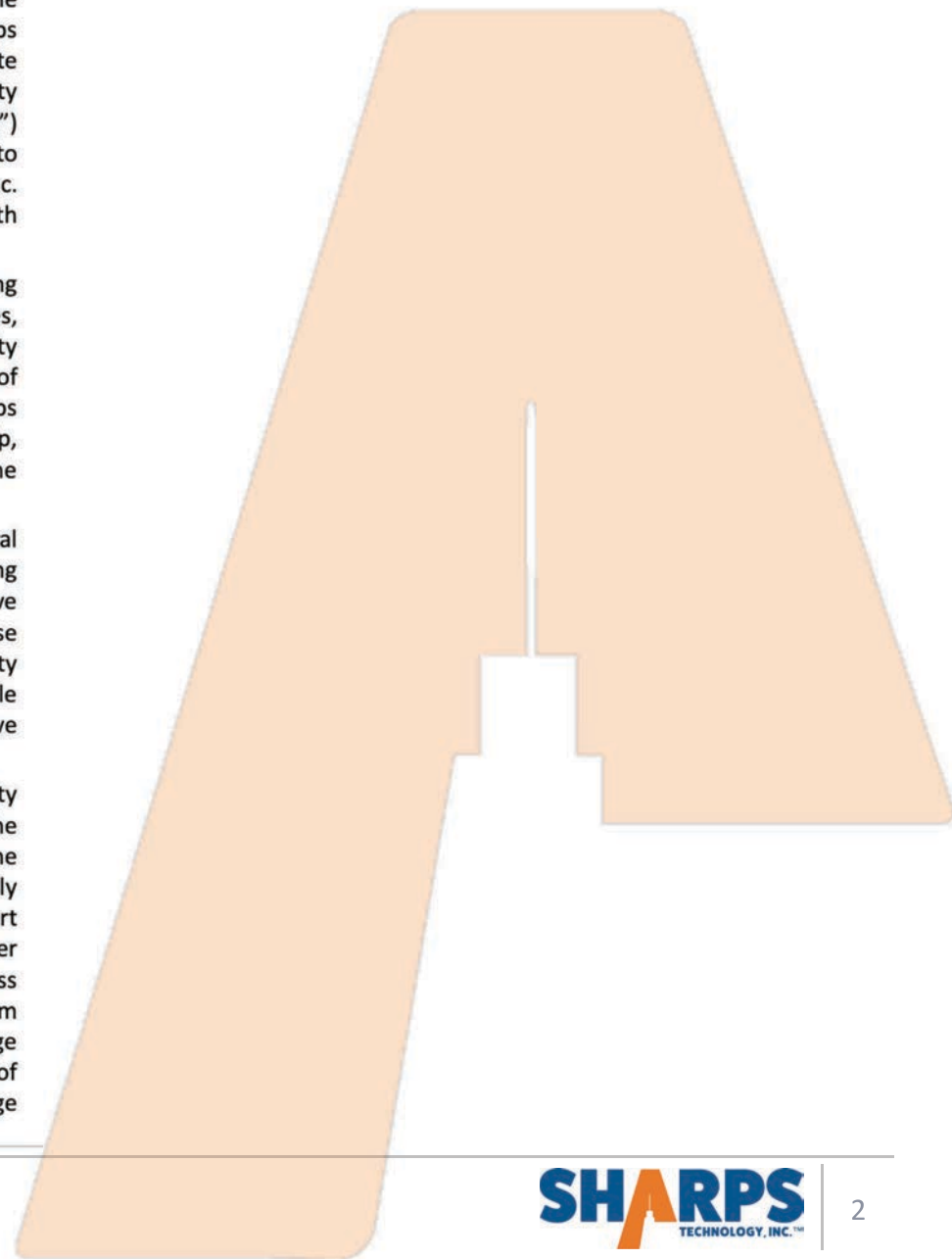
Introduction

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Sharps Technology Company Overview

Company Overview

- **The Company:** Sharps Technology, Inc. (NASDAQ:STSS) was founded in 2017 to develop, manufacture and sell innovative drug delivery products for the injectable segment of the global pharmaceutical industry. Upon completion of the transactions described herein, Sharps will have two distinct product platforms in the high margin syringe industry: ultra-low waste disposable safety syringes manufactured in the Company's low cost EU manufacturing facility (the "EU Facility") and a series of next generation, ultra-low waste prefillable syringes ("PFS") manufactured in a newly built, state of the art facility in South Carolina (the "US Facility") to be acquired from InjectEZ, Inc., ("InjectEZ"), an affiliate of Nephron Pharmaceuticals, Inc. ("Nephron"), a leading 503B manufacturer of injectable pharmaceuticals. Combined, both facilities will have revenue capacity exceeding \$80.0MM.
- **Management:** Robert Hayes, the CEO of Sharps, joined the Company in 2021 after spending more than 25 years in the health care and medical device industry including syringes, autoinjectors and injection molding industry, having led all disciplines of production, quality control, product development, technical sales, and manufacturing expansions with two of three industry leaders. During his career, he has built and maintained numerous relationships with the potential key syringe customers for Sharps' products. Under Hayes' leadership, Sharps completed an IPO in the 1st half of 2022 and completed a key acquisition in the European Union ("EU") described below.
- **EU Facility:** In June 2022, Sharps acquired an R&D and syringe manufacturing facility in Central Europe with all necessary EU, FDA, and WHO product approvals required for manufacturing and selling. This facility has commenced manufacturing advanced ultra-low waste, active recessed safety system syringes for the disposable segment of the syringe market. These syringes are (i) ultra-low waste which improves drug delivery efficiency; and (ii) employ safety and reuse prevention features to eliminate the risk of infectious disease spread, and needle stick injuries. The combination of these smart safety features represents a competitive advantage over most other disposable syringes.
- **US Facility:** Nephron is nearing completion of the InjectEZ facility, a 100,000 sq. ft. facility capable of operating up to 5 injection molding and automated assembly lines for the manufacture of PFS. The first two lines will be production ready in 4Q 2023 while a third line will commence production in 3Q 2024. These prefillable syringe production lines utilize highly automated equipment, operate in controlled environments, and use the highest quality inert polymers such as cyclic olefin polymer (COP) and cyclic olefin copolymer (COC). The polymer syringes have been proven to be superior to the more widely used pharmaceutical glass syringes by limiting trace element contaminations and breaking thereby supporting long term drug stability while simultaneously offering greater design flexibility, more limited breakage risk and a significant cost advantage but are less expensive to produce. To the best of management's knowledge, the US Facility is the only dedicated COC and COP syringe manufacturing operation in the United States.



Transformative Deal with Nephron Announced 9/26/23

Pending Acquisition of InjectEZ and \$400M 10-Year Supply Agreement Strengthens Path Forward

- **Signed asset purchase agreement** on September 26, 2023 to acquire InjectEZ specialty copolymer syringe manufacturing facility and a 10-Year purchase agreement for over \$400 Million from Nephron Pharmaceuticals
- **Transformative acquisition and purchase agreement** enables Sharps to commercialize its innovative copolymer prefillable syringe systems to the healthcare market for the first time
- **Nephron commits to minimum orders of over \$400 Million over 10 years**
 - Product delivery is scheduled for the first quarter of 2024
 - Revenue totaling approximately \$30 Million for the first twelve months
 - \$45 Million per year to begin in 2025 through 2033
- **\$50 Million acquisition of InjectEZ will give Sharps full control of facility**
 - State-of-the-art facility with fully automated syringe system manufacturing, packaging, and distribution in West Columbia, SC
 - Strengthens manufacturing capacity and allows Sharps to serve the broader healthcare market
 - With full control of the facility, Sharps has the ability to increase capacity for future growth
 - Signed term sheet providing for up to \$75 Million in debt financing to be used for the acquisition

“With this landmark purchase agreement in place for our copolymer prefillable syringes, we will accelerate the realization of our shared goals with the Kennedys.”

Robert Hayes, CEO

Transaction Overview

- **Excess Demand for Prefilled Syringes:** During the past two decades prefilled syringes gained widespread acceptance and are increasingly used for various parenteral drug administration purposes, including vaccinations, anticoagulants, biologics and biosimilars. Prefilled syringes offer accurate dosing, reduced risk of contamination, and simplified administration contributing to fewer needle stick injuries and over or under dosing. This has led to their growing popularity. Originally only available as glass prefilled glass syringes, the development of advanced polymers enabled the production of lower cost PFS while still maintaining key properties of how glass supports the efficacy of pharmaceutical drugs. Prefillable syringe production has lagged customer demand; this condition was exacerbated during COVID.
- **Impact on Nephron:** As one of the leading 503B suppliers of drug therapies using prefilled syringes, Nephron experienced significant supply chain shortages from their historic suppliers (Schott Pharma AG and Becton Dickinson). As a result, Nephron's owners pivoted and decided to build their own prefillable syringe manufacturing plant, InjectEZ, on property adjacent to the Nephron facility in West Columbia, South Carolina. As part of their commitment to the expansion of their prefilled syringe business, Nephron invested in expanding their filing and completion lines to 20,000,000 units. As a result of the Nephron decision to insource their supply of PFS, historic suppliers, facing excess demand from other 503B customers, have sharply curtailed shipments to Nephron, giving rise to the need to complete this transaction and address Nephron's supply constraints.
- **Sharps & Nephron Relationship:** Beginning in September 2022, Sharps entered into a series of strategic cooperation agreements with Nephron. These agreements provided for Sharps to assist Nephron in optimizing its investment in InjectEZ. However, during the past two months, both Nephron ownership and Sharps management concluded that a more effective mechanism for both optimizing the InjectEZ plants operations and assuring Nephron of adequate supplies would be an outright sale of the InjectEZ facility to Sharps.
- **The Transaction:** On May 23, 2023, Nephron, InjectEZ and Sharps entered into a non-binding letter of intent under which Sharps has the exclusive right to purchase the assets of the InjectEZ facility for an aggregate purchase price of \$50.4MM. In addition, the parties to the LOI will also enter into a series of ancillary agreements that will enable Sharps to achieve significant revenue and EBITDA within the first months of production.

Transaction Overview – Ancillary Agreements

- **Purchase Agreement:** At the closing of the Acquisition, Nephron and Sharps will enter into a 10-year firm Take or Pay Syringe Purchase Agreement providing for the annual purchases by Nephron of a minimum of 20,000,000 10mL and 5mL capacity syringes and a minimum of 1,000,000 50mL capacity syringes with predefined prices. At closing, Nephron will issue an initial purchase order commencing November 1, 2023, through December 31, 2024, for 23,334,000 of Nephron's syringe requirements. Nephron will increase its monthly minimum purchases from 1.9MM in 4Q 2024 to 2.5MM and make payment for 2 months of orders in advance until 1Q 2025.
- **Shared Services Agreement:** At the closing of the Acquisition, Nephron and Sharps will enter into a Shared Services Agreement ("SSA") providing for the provision by Nephron of certain administrative services for an annual fee of \$0.5MM. The Shared Services Agreement shall be for an initial term of two years and Sharps will have the right to extend the term of the Shared Services for successive one-year terms by giving notice to Nephron no later than nine months prior to the end of any term. These services will include IT, Plant Accounting, Human Resources, Training, Nephron Pharmacy Access, Plant and Facility Maintenance and Safety Management. As part of the Human Resources element of the SSA, Nephron will also assist Sharps with the hiring and staffing necessary for the US Facility's operation. Nephron has employed in excess of 1,000 people at its nearby facilities and is confident in its ability to assist Sharps with meeting its staffing needs.
- **Facilities Lease:** Sharps and the Owner shall enter into a 10-year lease with four successive 5-year options to extend the lease. Additionally, Sharps will have an option to purchase the facility after eight years for \$8.1MM. The annual lease rate for the first five years will be \$486,600 and thereafter will increase annually at the CPI rate for Lexington County, South Carolina. However, Sharp's lease expense will be reduced by Nephron's continued use of a small portion of the facility currently serving as a wellness center for Nephron.
- **Disposable Syringe Distribution Agreement:** Sharps has entered into a two-year distribution agreement (the "Distribution Agreement") with Nephron pursuant to which Sharps appointed Nephron as its exclusive agent for the sale and distribution of Sharp's disposable syringe products to its US customers purchasing products either directly from Nephron sales personnel or through Nephron's sales portal. Currently, more than 3,000 customers purchase products from Nephron on its sales portal. Sharps is free to market and sell its disposable syringe products across other markets, outside of the US. The Distribution Agreement has a term of two years with both parties having customary termination rights thereafter.

Nephron Pharmaceuticals

Privately Held World Leader with Over 26 Years of Experience in Contract Manufacturing, 503B Outsourcing, Respiratory Medication Production, and Product Enhancements that Promote Safety

Key Highlights:

- *Recently celebrated a successful \$350 million capital raise led by BlackRock Capital Investment Advisors and PNC Bank, National Association (PNC) to support future growth*
- *Significant contract manufacturing business elected as the primary supplier by Abbott Labs for Rapid Covid-19 Test Kits, hiring ~1,500 additional employees through the process*
- *Large privately held conglomerate with clients across leading healthcare/pharmaceutical companies*
- *World's largest blow-fill-seal manufacturing company by total capacity with 840K+ sq. ft. facility*
- *Produces/distributes more than 1 billion doses of respiratory medications and 503B products annually*



Facilities

The art and science of pharmaceutical innovation meet at our recently expanded 840,000+ square-foot facilities in West Columbia, South Carolina.

Significant Developments

- **Founded in 2017** with a vision to develop innovative drug delivery technology for the healthcare industry
 - Developed strong product line of patented smart safety syringe systems
 - Products are FDA, WHO and CE Mark approved and cleared for use by Pfizer and Moderna
 - Sharps prefillable syringe (PFS) systems will be launched in Q1 of 2024 through the Nephron transaction
- **September 2021:** Sharps names Robert Hayes as CEO
 - **Primary driver for signing recent deal with Nephron**
 - 25 years' experience in the healthcare, medical device, and pharmaceutical manufacturing industry
 - Senior positions at Gerresheimer Pharmaceutical Glass (11 years) and positions at Baxter Healthcare, Cardinal Healthcare, Covidien/Sherwood, Boston Scientific, Hollister, Hill-Rom, Fresenius Medical, and CMO Operations,
 - Previously supported top leading pharmaceutical companies such as GSK, Pfizer and Merck
- **April 2022:** Completed IPO and raised \$16M
- **July 2022:** Completed acquisition of Safeguard Medical syringe manufacturing facility in Hungary
 - ISO-certified, CE-Mark approved, FDA-cleared facility to produce full range of specialty safety syringes
 - Facility purchased at a significant discount from private family
- **November 2022:** Nephron and Sharps Technology, Inc. sign manufacturing and research partnership
 - Deal creates the framework for partnership and paved the way for APA and purchase agreement
- **September 2023:** Signed asset purchase agreement to acquire InjectEZ manufacturing facility and a 10-Year purchase agreement for over \$400 Million from Nephron Pharmaceuticals
 - **Transformative acquisition** and purchase agreement enables Sharps to commercialize its innovative copolymer prefillable syringe systems to the healthcare market for the first time

Investment Considerations

Exceptional Industry Dynamics

- Growth in the total syringe market faster than GDP growth: disposables growing at 2.0x GDP and prefillable growing at 4.0x GDP.
- Growth arising from shift from oral administration to injectable medicines to avoid food and drug interactions.
- Prefillable syringes, representing 85% of Sharps' growth, are expected to benefit from increased customer demands for medical delivery efficiency, reduced injury risk, contamination avoidance and heightened efficacy.
- In addition, Sharps' COC products are increasingly in demand as a cost effective, breakage resistant alternative to glass.
- Injectables were 37% of drug delivery market in 2017 and increased to 44% by 2021 even before COVID vaccine needs further increased syringe demand.
- The newly constructed facility acquired by Sharps will be the only dedicated prefillable COC syringe capacity in North America.
- Prefillable COC syringe demand growth is outstripping industry capacity.

State-of-the-Art Facilities

- The InjectEZ facility has incorporated advanced precision injection molding equipment and automated assembly lines to permit highly automated, low waste production of PFS with expected average gross margins in excess of 60%.
- The existing EU plant will produce disposable syringes while incorporating the Company's future plans to broaden the range of syringes and medical products.
- The projected costs of production support average gross margins of approximately 60% for both disposable and prefillable syringes.

Strong Management Team

- Sharps' CEO, Robert Hayes, has more than 25 years of healthcare industry experience including specialized drug delivery and syringe development. He has held roles in a variety of leadership positions including global sales, marketing, operations, product management and innovation.
- The experienced management team is largely comprised of executives that have worked with Mr. Hayes in the past.
- The team possesses deep experience in developing and providing product solutions to solve industry challenges and exceed customer expectations.
- Drawing on decades of experience, the team has the proven ability to start up and expand injection molding and syringe manufacturing operations.
- Additionally, the team brings a demonstrated ability to optimize quality and manufacturing processes.
- CEO and members of management possess long-standing relationships with the pharmaceutical and 503B organizations that comprise the Company's target customer base and possess the experience necessary to get through expedited product acceptance procedures if required.

Seller Cooperation and Purchase Commitment

- Nephron will execute a 10-year purchase contract at closing with initial volumes of 20.0MM units in the first full year of production with additional expected growth throughout the term of the contract.
- The Seller is one of the nation's largest 503B pharma companies in North America with over \$500.0MM of revenue capacity.
- Nephron and the Company have signed a distribution agreement whereby the Seller's 503B salesforce, with access to over 3,000 customers in the United States, will augment Sharps' efforts in the sale of its EU manufactured disposables.
- In concert, the two companies can optimize facility utilization while accelerating sales of both product groups.
- The Seller will provide the facility at a low-cost rent at ~5% of the cost of the land and building along with a buyout option, at cost, at the end of 8 years.

Superior Financial Characteristics


- EU Facility's labor costs are approximately 1/3 of US Facility's labor costs; the US Facility is located in a Right to Work state.
- Given the low-cost environment of its manufacturing operations, Sharps can achieve projected average gross margins of more than 60%.
- Sharps maintains a low corporate overhead structure. A multi-year SSA with the Seller will provide HR hiring and benefit administration, plant accounting, IT, Facilities Maintenance, Training and Safety Management services, aiding to maintain fixed overhead costs at a ~10% of sales, on a steady state basis.
- For 2024, the first full year of operations projected revenue and EBITDA of \$59.7MM and \$17.2MM, respectively.

Growth Potential

- Sharps has the ability to expand capacity at both its EU and US facilities with minimal investments in plant infrastructure and the addition of injection molding technology and automated assembly equipment systems.
- Planned follow-on product launches for its disposable syringe product line.
- Anticipated expansion of its range of prefillable product offerings to be produced on its larger 50mL capacity product line.

Transaction Risks and Mitigants

Risks	Mitigants
Construction / Completion Risk	<ul style="list-style-type: none"> ▪ The land, building structure, and internal infrastructure are complete, while the installation of the first two production lines is substantially complete. Minor integration, automation, and completion tasks remain before commissioning of the equipment near the end of 3Q 2023. ▪ The US facility equipment was installed in collaboration directly with Husky and its Schottli subsidiary, both leaders in the injection molding equipment industry. ▪ Contractors on-site have been engaged with the seller for many years, thus minimizing finalization risk.
Operational Risk	<ul style="list-style-type: none"> ▪ Management has over 25 years of experience in production, operations, manufacturing, marketing, and sales of syringes. ▪ Sharp's CEO, Robert Hayes, has held senior management positions at several of the largest companies in the syringe space, including two of Sharps' largest competitors. ▪ The remaining senior members of management have extensive experience in Pharmaceutical, Medical Device, Injection Molding, Food & Beverage, and other industries with many team members have worked with Mr. Hayes prior to Sharps. ▪ Production and assembly line equipment manufacturers developed the production specifications regarding output and efficiency of the machines that serve as validated input into the Company's model for each of the current and anticipated production lines.
Offtake Risk	<ul style="list-style-type: none"> ▪ Sharps has entered into a 10-year, long-term offtake / purchase agreement with Nephron. ▪ The InjectEZ plant was initially developed to be a captive supplier for Nephron. Given this intent and the demand from Nephron, Sharps is confident in Nephron's ability to act in accordance with the Agreement. ▪ With Nephron's previous suppliers curtailing shipments of product to Nephron, the economic imperative of requiring supplies ensures that Sharps will remain Nephron's exclusive supplier since it will be critically dependent on Sharps as its sole source of supply for these products. ▪ Sharps and its team have established relationships with industry leaders who use prefillable and disposable syringe products and can easily adopt the Sharps or InjectEZ PFS for their pharmaceutical needs.
Market & Technology Risk	<ul style="list-style-type: none"> ▪ The disposable market is expected to grow at nearly 2.0x the rate of GDP growth while the prefillable segment is expected to grow at nearly 2.0x the rate of the disposable segment. ▪ The manufacturer of injection molded, polymer-based products pose no technology risk; while COC and COP products represent new applications of polymer technology, the facilities suppliers of equipment and integration services to InjectEZ are the leaders in the space and have completed comparable plants in Europe. ▪ Sharps management believes its first mover status in COC Prefillable syringes in the US will enable it to establish a leadership position in the PFS market utilizing production not otherwise purchased by Nephron. ▪ Over the last 20 years, the pharmaceutical syringe operational model has shifted from the use of glass vials and bulk disposable syringes to next generation prefillable syringes, increasing prefillable syringes from 15% to 85% market share.
Environmental Risk	<ul style="list-style-type: none"> ▪ The facility utilizes resin, recyclable product waste and water. Water used in the process is cleansed, filtered, and recycled internally to limit the risk of external contamination of water supplies.



**Prefillable Advanced
Polymer Syringes
designed for current
fill finish lines**



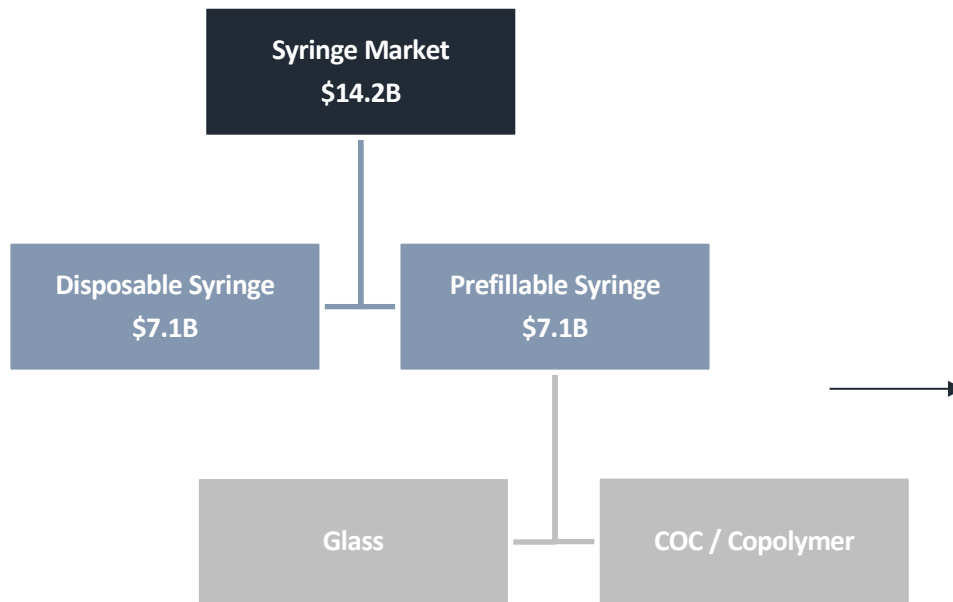
SHARPS
TECHNOLOGY, INC.™

**Sharps Prefillable
Syringes
Product Line.**

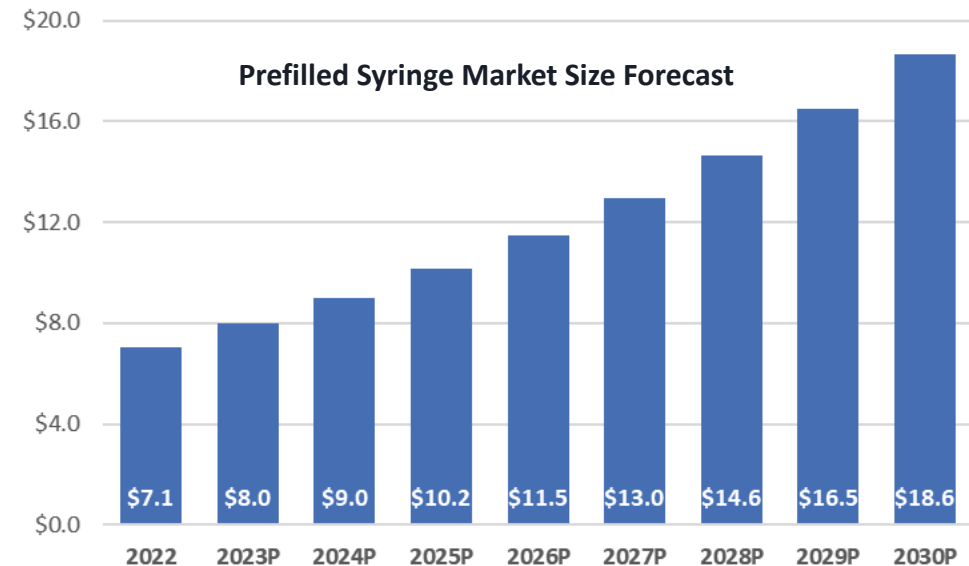
SHARPS
TECHNOLOGY, INC.™

Medical Syringe Market Overview

- **Syringes are classified into two main groups:**
 - **Prefillable syringes:** Made of plastic, are filled and stored like vials and disposed of after use
 - **Disposable syringes:** Provide an efficient and user-friendly method of single use drug delivery
- **The market for syringes is currently growing at 4x GDP**
 - Market is increasing due to a steady growth in the number of insured aging people with medical needs
 - The largest therapeutic areas for prefilled syringes are oncology, followed by diabetes, rheumatoid arthritis, and multiple sclerosis
- **Innovations in self-administered drug delivery devices such as Sharps' syringes**
 - Patients' preference to accept treatment at home have propelled revenue in the direct-to-consumer market over the past five years



Market	Source	2022	CAGR	2030
<i>\$ in Billions</i>				
Prefilled Syringes	Average of 5 Research Reports	\$7.1	12.9%	\$18.6
Disposable Syringes	Presence Research	\$7.1	6.0%	\$11.2
TOTAL SYRINGE MARKET		\$14.2	9.7%	\$29.8



Source: IBISWorld, Grandview Research, Presence Research, Global Market Insights, Modor Intelligence

Prefillable Syringes

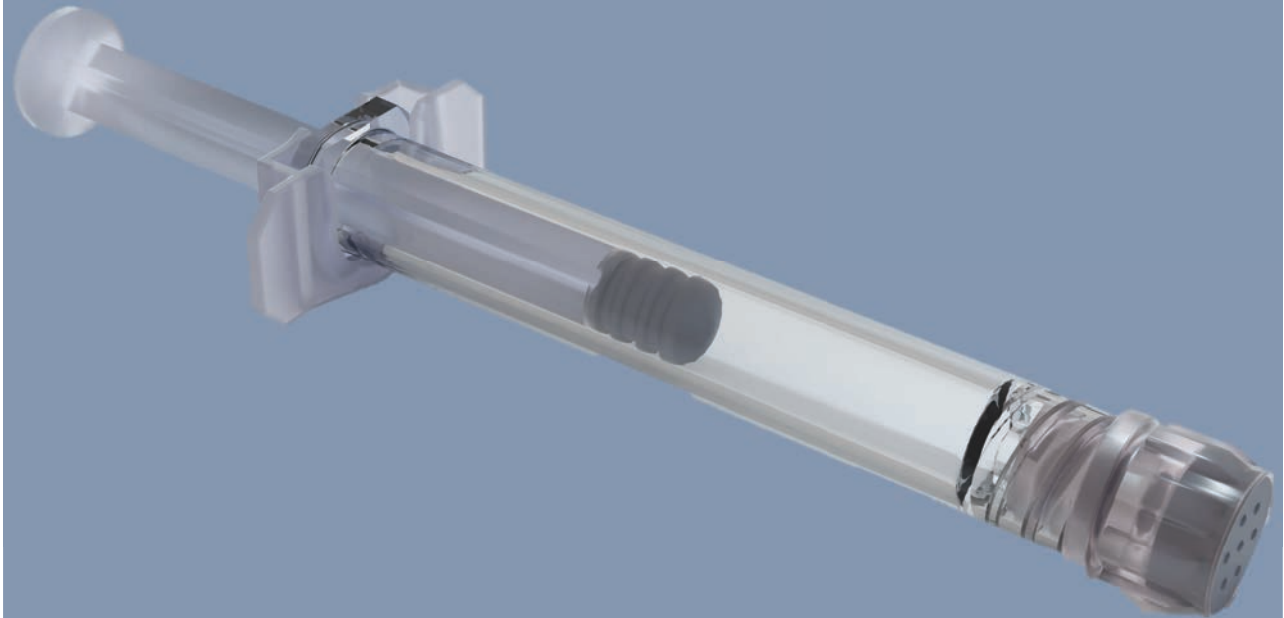


PFS PROVEN PROCESS

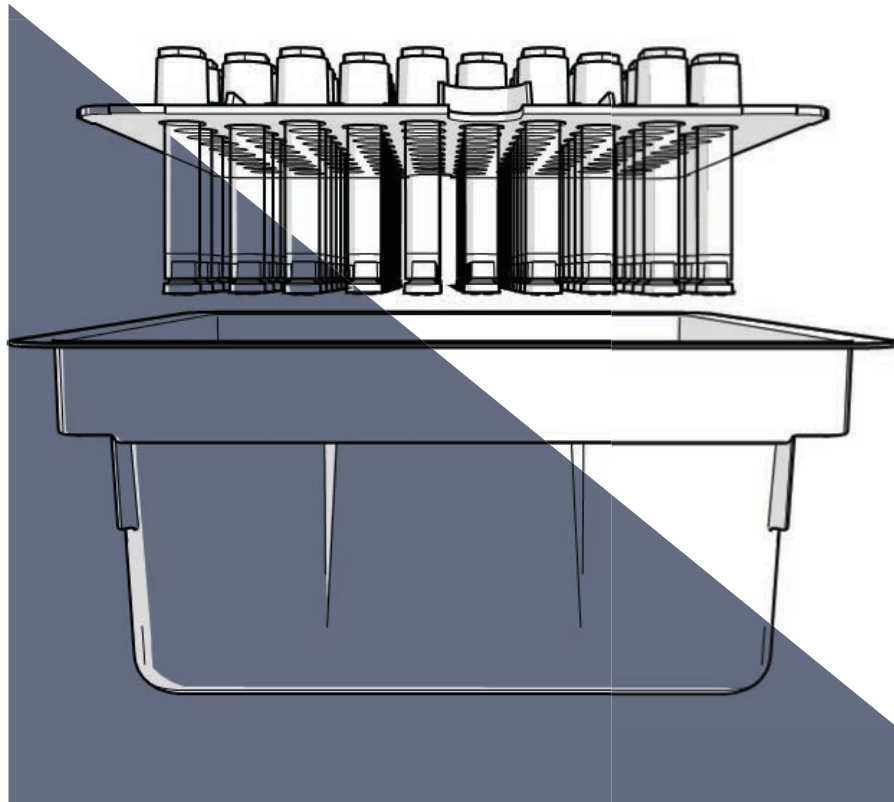
- Engineered for efficient drug containment and delivery
- Molded to exact measurements using precision molds and advanced polymer materials
- Syringes are handled in a high throughput ISO clean room on state-of-the-art automation equipment
- Syringes are siliconized with a highly accurate atomization deposition process
- Capped with industry leading advanced elastomeric component closures based on customer formulation demand
- Nested in ISO standard configurations designed to work on existing fill finish Pharma technology
- Double bagged for no touch transfer
- Terminally sterilized per ISO 11137 standards, utilizing Gamma Radiation technology

PFS DELIVERY SYSTEMS

- Clear glass like transparency
- Polymer properties provide strong moisture barrier and no alkali for improved drug stability
- High break resistance due to material properties and integrated design features
- Works with industry standard rubber components and innovative silicone free options
- PFS is strong preference in the medical industry over vial draw disposable syringes



NEXENT



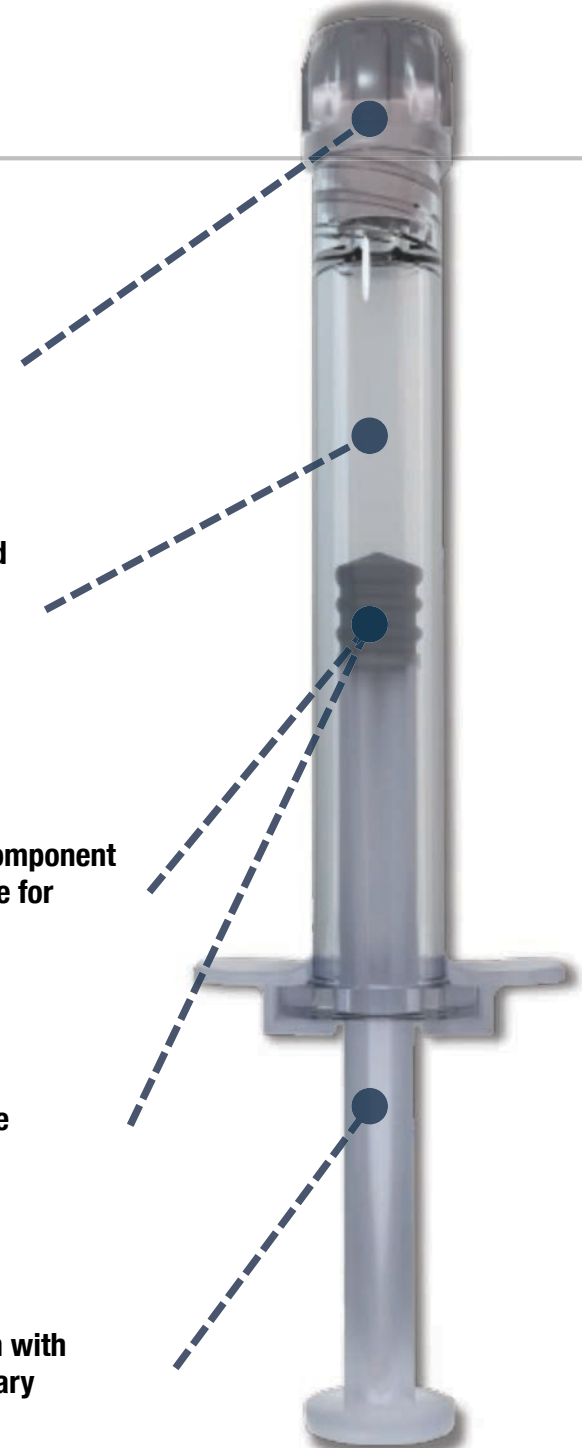
Robust container closure systems with common rubber formulations for ease of regulatory adoption

Advanced polymer material for improved long term drug stability and preserved efficacy as well as break resistance

Supplied with industry leader component suppliers for elastomeric closure for injections

Silicone Free options for sensitive therapies

Supplied as complete system with effective customizable ancillary components





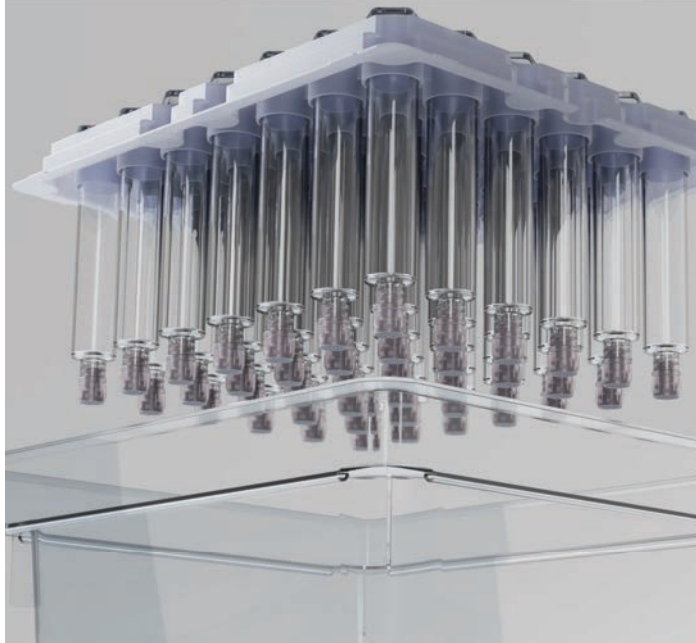
LARGE VOLUME

- Sizes and Configurations: 5-50mL, tamper evident features, common elastomeric closures
- Prefillable diluents to reduce packaging components (disposable syringes and vials) for easy reconstitution
- Commercially available 2024 (503B)/ 2025 pharma market



SMALL VOLUME

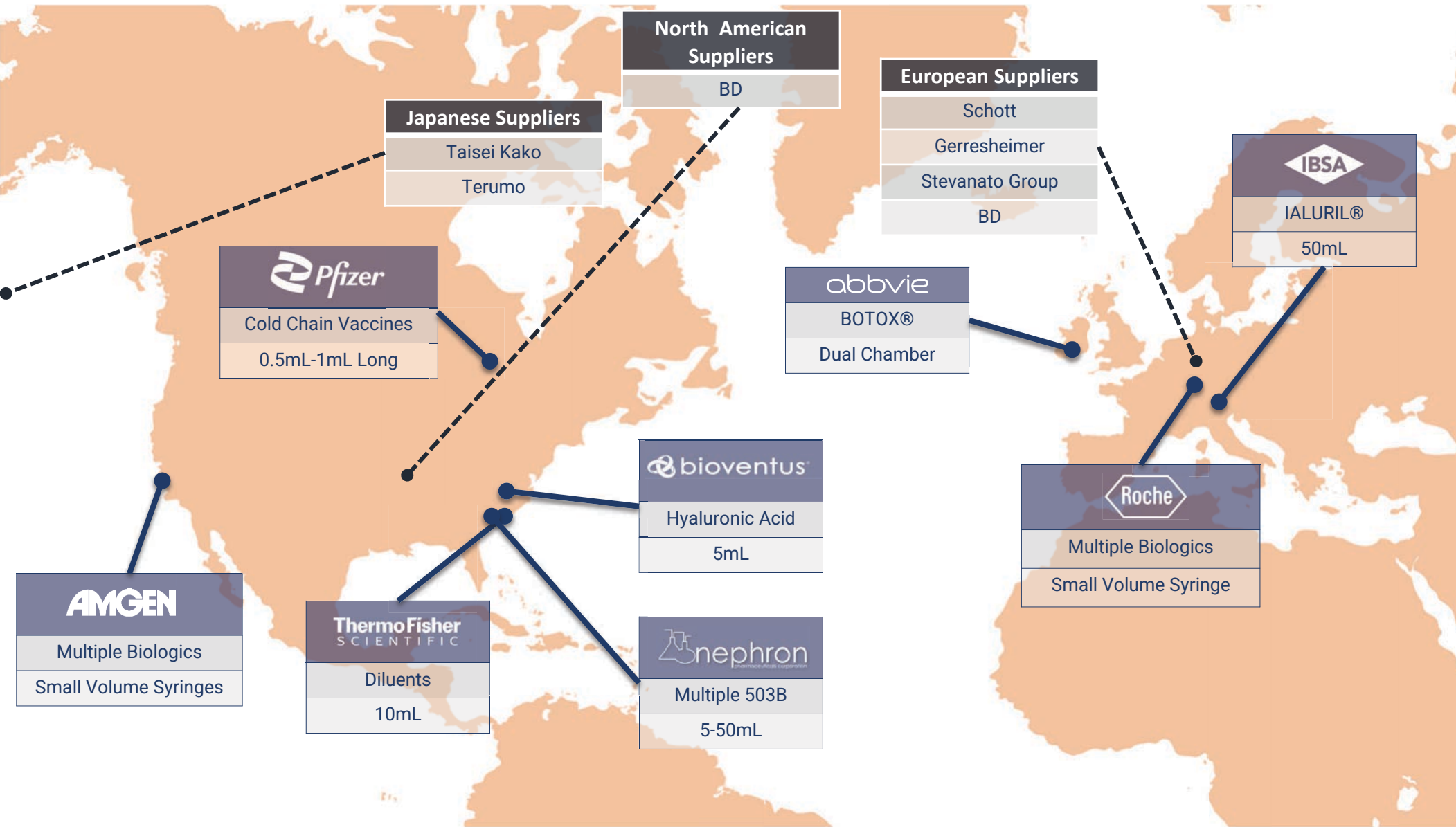
- Sizes and Configurations: 0.5mL, 1mL Long and short, 2.25mL, 5mL, Dual chamber, Silicone Free options, common elastomeric closures
- Highly break resistant and inert, great for expensive therapies including biologics and hyaluronic acids
- Precise volumetric dimensions and tolerances for accurate dosing and performance
- Samples for evaluation 2024/Commercial high volume 2025









INFUSION PUMP

- Sizes and Configurations: 10-50mL, tamper evident, common elastomeric closures
- Syringes compatible with infusion pumps for long term delivery
- Integrated Luer lock feature provides advancements in stability for viscous compounds
- Commercially available 2024

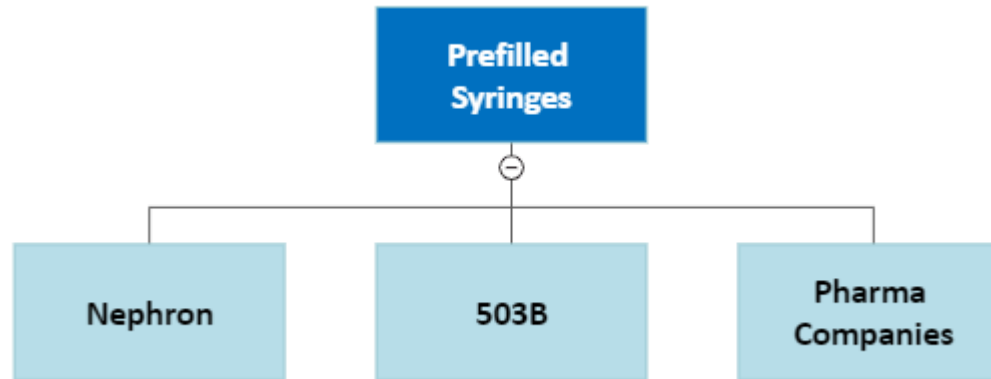
Target Audience



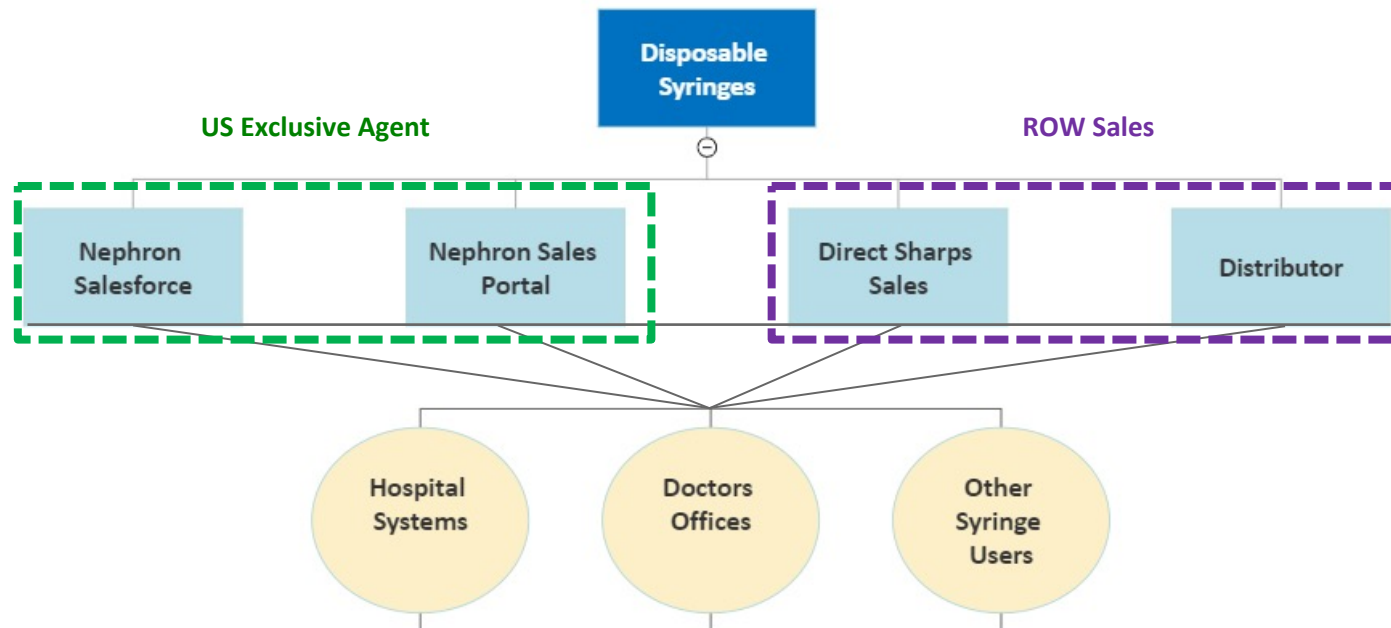
Syringe Market | Competition Overview

Company	Public/Private	LTM Revenue (\$M)	Company Description
	Public NYSE:BDX	\$18,809.0	Becton, Dickinson and Company develops, manufactures, and sells medical supplies, devices, laboratory equipment, and diagnostic products for healthcare institutions, physicians, clinical laboratories, pharmaceutical industry, and the general public worldwide. The company's BD Medical segment provides hypodermic syringes and needles, enteral syringes, and sharps disposal systems; syringes, pen needles, and other products for diabetes; and prefillable drug delivery systems. The company was founded in 1897 and is based in Franklin Lakes, New Jersey.
	Public XTRA:GXI	\$1,904.1	Gerresheimer AG, together with its subsidiaries, manufactures and sells medicine packaging and drug delivery devices worldwide. The company offers prefillable syringes, plastic and glass packaging solutions, vials, glass cartridges and ampoules. It offers its products to pharmacy chains, supermarkets, and wholesalers. The company serves pharma, biotech, diagnostics, medical technology, cosmetics, and food and beverage industries. The company was founded in 1864 and is based in Düsseldorf, Germany.
	Private	NA	Schott AG, together with its subsidiaries, develops, manufactures, and sells specialized materials, components, and systems in Germany and internationally. It offers hermetic seals and other components for the protection of sensitive electronics; syringes, vials, ampoules, cartridges, and special articles made of glass tubing or polymer; glass tubing, rods, and profiles for pharmaceutical and technical applications; and optical glass products, special materials, and components for various applications. The company was founded in 1884 and is based in Mainz, Germany with production sites and sales offices in Germany and internationally. Schott AG operates as a subsidiary of Carl Zeiss Stiftung AG.
	Public NYSE:WST	\$2,883.5	West Pharmaceutical Services, Inc. designs, manufactures, and sells containment and delivery systems for injectable drugs and healthcare products in the Americas, Europe, the Middle East, Africa, and the Asia Pacific. The Proprietary Products segment offers stoppers and seals for injectable packaging systems; syringe and cartridge components, including custom solutions for the needs of injectable drug applications, as well as administration systems that enhance the safe delivery of drugs through advanced reconstitution, mixing, and transfer technologies. It also provides drug containment solutions, including Crystal Zenith, a cyclic olefin polymer in the form of vials, syringes, and cartridges; and self-injection devices. The company was incorporated in 1923 and is headquartered in Exton, Pennsylvania.
	Public TSE:4543	\$797.8	Terumo Corporation engages in the manufacture and sale of medical products and equipment worldwide. The Medical Care Solutions Company segment provides syringes, infusion pumps, and syringe pumps; disposable needles for pen-injector and contract manufacturing of prefilled syringes, devices to pharmaceutical companies for use in drug kits, such as prefillable syringes, needles for pharmaceutical packaging business, and others. The company was formerly known as Sekisen Ken-onki Corporation and changed its name to Terumo Corporation in October 1974. Terumo Corporation was incorporated in 1921 and is headquartered in Tokyo, Japan.
	Private	NA	Smiths Medical, Inc. engages in the research and development, manufacture, and sale of vascular access and specialty products and services for use in hospital, emergency, home, and specialty care environments. The company provides a range of safety devices, such as hypodermics, insulin and TB syringes, and ventilators. It serves customers directly, and through distribution arrangements in the US and internationally. Smiths Medical, Inc. was formerly known as Portland Plastics. The company was founded in 1940 and is based in Minneapolis, Minnesota. As of January 6, 2022, Smiths Medical, Inc. operates as a subsidiary of ICU Medical, Inc.

US PFS Marketing & Sales Channel Overview



EU Marketing & Sales Channel Overview



**Smart Safety
Syringes designed for
minimal waste and
eco friendly
initiatives**



SHARPS
TECHNOLOGY, INC.™

**Sharps Disposable
Syringes
Product Line.**

SHARPS
TECHNOLOGY, INC.™

**Smart Safety
Disposable
Syringes designed
for minimal waste
and eco friendly
initiatives**



Secureguard

- Ultra Low Waste
- Integrated Active Recessed Safety System
- Re-use Prevention
- FDA approved
- WHO approved
- CE Mark
- EtO sterilized
- Vial Draw Sizes 1ml -10ml
- Eco Friendly




Provensa

- Ultra Low Waste
- Integrated Passive PEEK Safety System
- FDA approved
- EtO sterilized
- Vial Draw 0.30ml – 3ml



Sologard

- Standard Luer Lock
- Re-use Prevention
- FDA approved
- WHO approved
- CE Mark
- EtO sterilized
- Vial Draw Sizes 3ml -10ml
- Eco Friendly



Sologard Locking +

- Ultra Low Waste
- Standard Luer Lock
- Re-use Prevention
- FDA approved
- WHO approved
- CE Mark
- EtO sterilized
- Vial Draw Sizes 3ml -10ml
- Eco Friendly

Disposable Smart Safety Syringes Market

Disposable Syringes Market 2021-2030



Disposable Smart Safety Syringes Market



Existing Patents – Assigned to Sharps Technology, INC.

Patent Publication ID	Status	Filed In	Application Date	Publication Date
Needle and syringe system with automatic safety shield that renders a needle safe				
US-20220241517-A1	Pending	United States	22-Jan-2022	04-Aug-2022
Pre-filled safety needle and syringe system				
AU-2019363601-B2	Active	Australia	24-Oct-2019	02-Jun-2022
CA-3117217-A1	Pending	Canada	24-Oct-2019	30-Apr-2020
EP-3870253-A1	Pending	Europe	24-Oct-2019	01-Sep-2021
JP-2022509364-A	Pending	Japan	24-Oct-2019	20-Jan-2022
US-20200129707-A1	Active	United States	22-Oct-2019	30-Apr-2020
US-11154663-B2	Active	United States	22-Oct-2019	26-Oct-2021
Self-regulating, ultra-low-waste disposable syringe with integrated safety features				
JP-2022540016-A	Pending	Japan	24-Jun-2020	14-Sep-2022
Ultra low waste disposable safety syringe for low dose injection				
JP-2022539092-A	Pending	Japan	24-Jun-2020	07-Sep-2022
Ultra-low dose needle and syringe system that automatically and passively provides needle safety during the injection process				
JP-2022509365-A	Pending	Japan	24-Oct-2019	20-Jan-2022
Ultra-low waste disposable safety syringe for low dose injections				
AU-2020304062-A1	Pending	Australia	24-Jun-2020	17-Feb-2022
CA-3144276-A1	Pending	Canada	24-Jun-2020	30-Dec-2020
EP-3990054-A1	Pending	Europe	24-Jun-2020	04-May-2022
US-11497860-B2	Active	United States	22-Jun-2020	15-Nov-2022
US-20200405975-A1	Active	United States	22-Jun-2020	31-Dec-2020
Ultra-low waste disposable syringe with self-adjusting integrated safety features				
AU-2020306036-A1	Pending	Australia	24-Jun-2020	17-Feb-2022
CA-3144274-A1	Pending	Canada	24-Jun-2020	30-Dec-2020
EP-3990053-A1	Pending	Europe	24-Jun-2020	04-May-2022
US-20200405974-A1	Pending	United States	22-Jun-2020	31-Dec-2020
Ultra-low waste needle and syringe system that automatically and passively renders a needle safe during the injection process				
AU-2019363602-B2	Active	Australia	24-Oct-2019	12-May-2022
CA-3117674-A1	Active	Canada	24-Oct-2019	30-Apr-2020
EP-3870254-A1	Pending	Europe	24-Oct-2019	01-Sep-2021
US-20200129708-A1	Active	United States	22-Oct-2019	30-Apr-2020
US-10980950-B2	Active	United States	22-Oct-2019	20-Apr-2021

Existing Trademarks

Mark Image	Registration Serial	Trademark Application Date	Application Date
NEXENT	97689160	NEXENT	2022-11-22
SHARPS PROVENSA	97641226	SHARPS PROVENSA	2022-10-20
SHARPS PROVENSA ULTRA-LOW WASTE	97641234	SHARPS PROVENSA ULTRA-LOW WASTE	2022-10-20
SHARPS PROVENSA ULTRA-LOW WASTE	88267045	SHARPS PROVENSA ULTRA-LOW WASTE	2019-01-18
SHARPS PROVENSA ULTRA-LOW WASTE	88983304	SHARPS PROVENSA ULTRA-LOW WASTE	2019-01-18
SHARPS PROVENSA	88983354	SHARPS PROVENSA	2018-12-03
SHARPS PROVENSA	88215100	SHARPS PROVENSA	2018-12-03
PROMESIA	88028387	PROMESIA	2018-07-06

Manufacturing Capabilities



Facility	Hungary	South Carolina
Size	~40k sq ft	100k sq ft
Capacity (2024)	~50 million	~22 million
Potential Annual Capacity	~200 million	~90 million
Types of Products	Disposable Syringes	Prefillable Syringes
Sizes	1mL – 10mL	0.5mL – 50mL
Clean Room	✓	✓
Custom Injection Molding	✓	✓
High Speed Assembly	✓	✓
Clean Room Automation	✓	✓
Pharma Water Systems (WFI)		✓
On-Site Sterilization	✓	
Warehouse	✓	✓



SECUREGARD®

SOLOGARD



- 1mL SecureGard – 9.50 Million units produced
 - Blister and tray configuration
 - Inventory in Columbia, SC and EU
- 3mL SecureGard – 1.25 Million units produced
 - Blister and tray configuration
- 10mL SoloGard – 250k units produced
 - Blister and tray configuration

Manufacturing Success

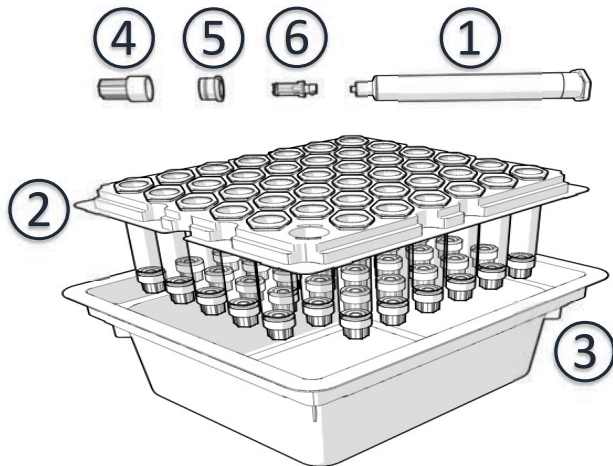
- Clean rooms validated (ISO 7 and ISO 8)
- Ethylene oxide sterilization equipment validated
- 40 employees hired and trained for manufacturing to allow for assembly production increase to 3 shifts
- Factory acceptance of new mold(s) to produce 0.5mL / 1.0mL Pre-fillable syringe along with molds to produce ISO standard Nest / Tubs / Plunger rods / Finger flanges
- ISO – QS CE Mark – Valid thru December 2024
- FDA Establishment Registration – December 2024
- WHO – PQS – Valid thru May 2024
- Full ERP Implementation (NetSuite)
 - Development of standards costs
 - Validation of inventory control
 - Software validation end of 2023



PQS



2023 South Carolina Manufacturing



10mL / 5mL / 50mL / 1mL

1. Barrel
2. Nest
3. Tub
4. Overcap
5. Inner Ring
6. Inner Plug

Completed Activities

- Equipment installation and commissioning
 - Husky Injection molding machines (9)
 - REP Rubber molding machines (3)
 - Cap assembly equipment
 - Part washer and siliconization equipment
 - Part assembly automation installation (2)
 - Water system (tower and chiller) installation
 - System and individual HVAC unit install (9)
 - Material system and material delivery install
- Collaboration with industry consulting experts for pharma and syringe manufacturing
- Gap assessment of equipment and machinery
- Establishment of key suppliers for materials and facility equipment support
- Creation of capital plan and budget for commercial production
- Development of nominal process parameters for optimal part dimensional results

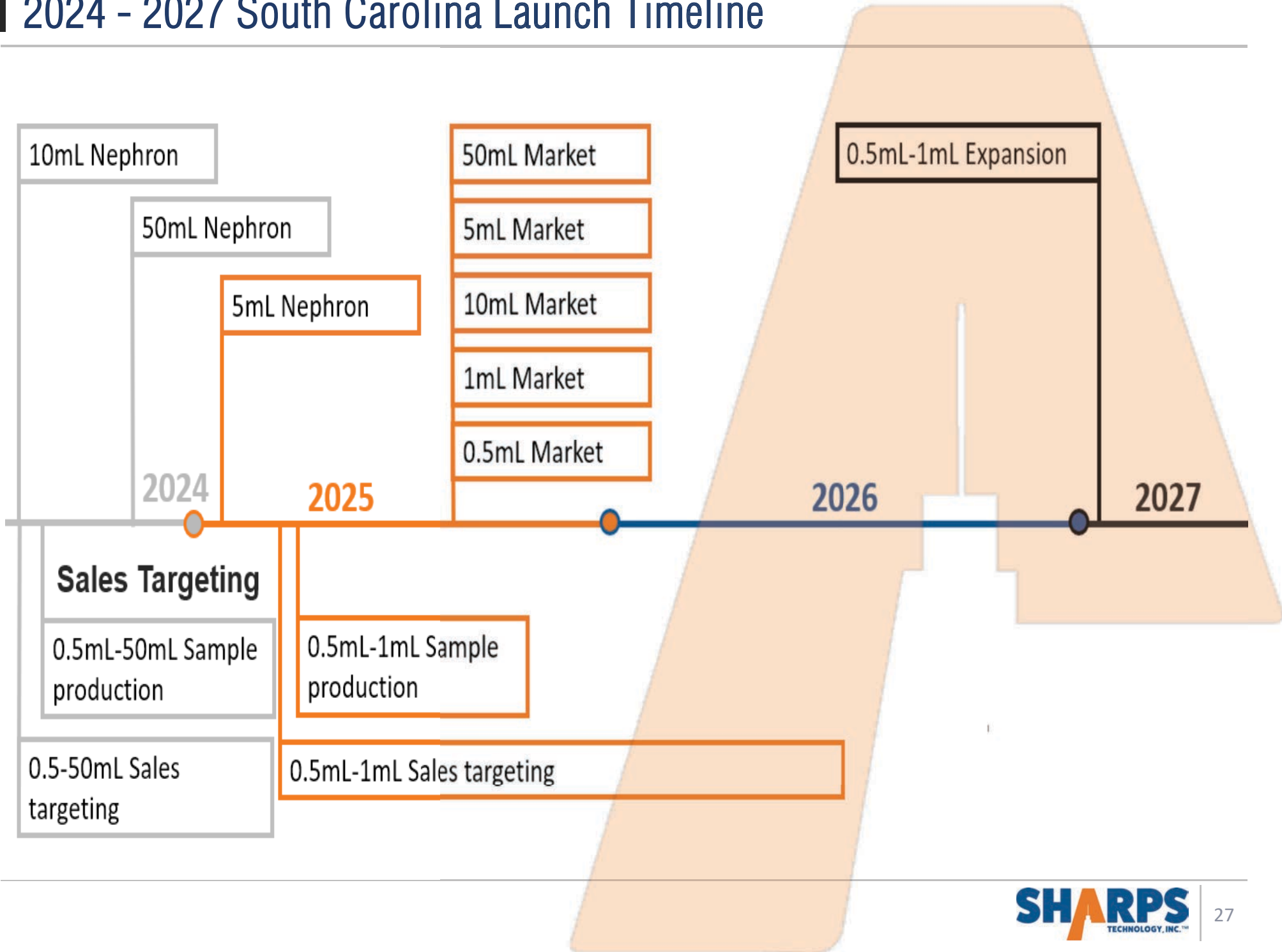
On-going Activities

- Development of Quality Management System (QMS) and creation of validation protocols on existing equipment
- Creation of safety programs including training, onboarding, hiring and employee development plans

2024 Post-Close Timeline South Carolina

	Description	Start	End	Days
Critical Path 1	Site Purchase Agreement			
Finalize Purchase of InjectEZ			01/31/23	
Critical Path 2	10mL Clean Room Cell / Pre-Qualification Work			
Clean Rooms	Clean room planned ISO7 at Line 1 (10mL) / Relocate capping station (relocate to L1). 16 weeks remaining once resources are made available to complete	01/31/23	05/23/23	112
Pre- Qualification Work	SAT Completion / SAT Reporting Summary / Process Development / Training / IQ; OQ; PQ			
Critical Path 3	Sterilization Qualification / Quality Systems / Maintenance and Facility Systems / Production Systems / Hiring and Training			
Sterilization Qualification	Steris Timeline - Run Lot Samples (2 weeks); Aging (3 weeks); Packaging Testing (2 weeks); Report Generation (1 week)	05/23/23	07/18/23	56
Quality	Staff Hiring / Regulatory / Quality Systems			
Maintenance / Facilities	Staff Hiring / Training / Building Plan / Storage / Security / Component Lines / Rubber Lines			
Production	Training Plan / Hiring Timeline			
Critical Path 4	Production Start / Production Sterilization / Shipment			
Production	Begin Production - 2 weeks to meet 1st sterilization quantity for shipment (~800k)	07/18/23	08/01/23	14
Production Sterilization	1st Production sterilization quantity - 2 weeks (Steris)	08/01/23	08/15/23	14
Shipment to Nephron	Complete inspections for 1st shipment and arrival at Nephron	08/15/23	08/20/23	5
TOTAL DAYS - CLOSE TO SHIPMENT				201

2024 - 2027 South Carolina Launch Timeline



Leadership Team



Robert Hayes
Chief Executive Officer & Director

25 years of healthcare experience including drug delivery and syringe development. Former Sr. Director with Gerresheimer and leadership positions with Baxter, Cardinal Health, Covidien, Boston Scientific and Fresenius Healthcare. Previous experience in Manufacturing, Product Innovation & Global Sales.



Soren Bo Christiansen, MD
Chairman

Former Merck President, Europe, Canada, Middle East & Africa and SVP for Merck Vaccines. P&L responsibility for \$10 B in business.



Andrew Crescenzo, CPA
Chief Financial Officer

Served in various finance roles from 2006 to 2019 in biotech, manufacturing and distribution, including, CFO of United Metro Energy; Senior VP of Finance of Enzo Biochem (NYSE:ENZ). Prior to 2006, he was an Executive Director from 2002 to 2006 and a Senior Manager from 1997 to 2002 at Grant Thornton LLP.



Steven Hertz, MD
Chief Medical Officer

Dr. Hertz divides his time with a continuing role as Chief of Vascular Surgery at Saint Barnabas Medical Center and Site Director of the Vascular Fellowship teaching program. He has extensive consulting experience for medical devices and previously served as President of the Vascular Society of New Jersey.

Management Team



Filippo Filippi
General Manager and Plant
Director

More than 35 years experience in manufacturing and supplying safety syringe technology to Europe, Asia, Africa, and the Americas. He has designed syringes and has built and managed syringe factories on several continents. General Manager of the current Sharps facility in Hungary for more than 20 years.



Justin Page
Vice President of Technical
Operations

20 years experience in technical injection molding and manufacturing of specialty packaging within the medical device industry. Plant Manager and manufacturing operations oversight at Silgan. He previously managed injection molding processes at Amcor Plastics, for large scale medical device tool manufacturing.



Ben Scheu
Senior Director of Product and
Program Development

Over 30 years experience, including executive leadership positions, in prominent healthcare companies. Served as President and CEO of Centor Inc., a pharmaceutical packaging manufacturer, and as COO of The Waddington Group, a division of Newell.

Management Team



Braden Miller
Director of Product and Program
Development

Over 15 years experience in the pharmaceutical industry in engineering and management roles with branded and generic drug manufacture. Former Sr. Manager with Gerresheimer focused on developing and commercializing parenteral container and delivery systems, and sterilization operations.



Jill Alznauer
Director of Commercial
Quality

More than 25 years of experience in managing and supporting customer focused Quality Systems for specialty packaging for the pharmaceutical industry. Validation oversight at Amcor Plastics and managed the Field Quality Engineering Program for Gerresheimer Glass.

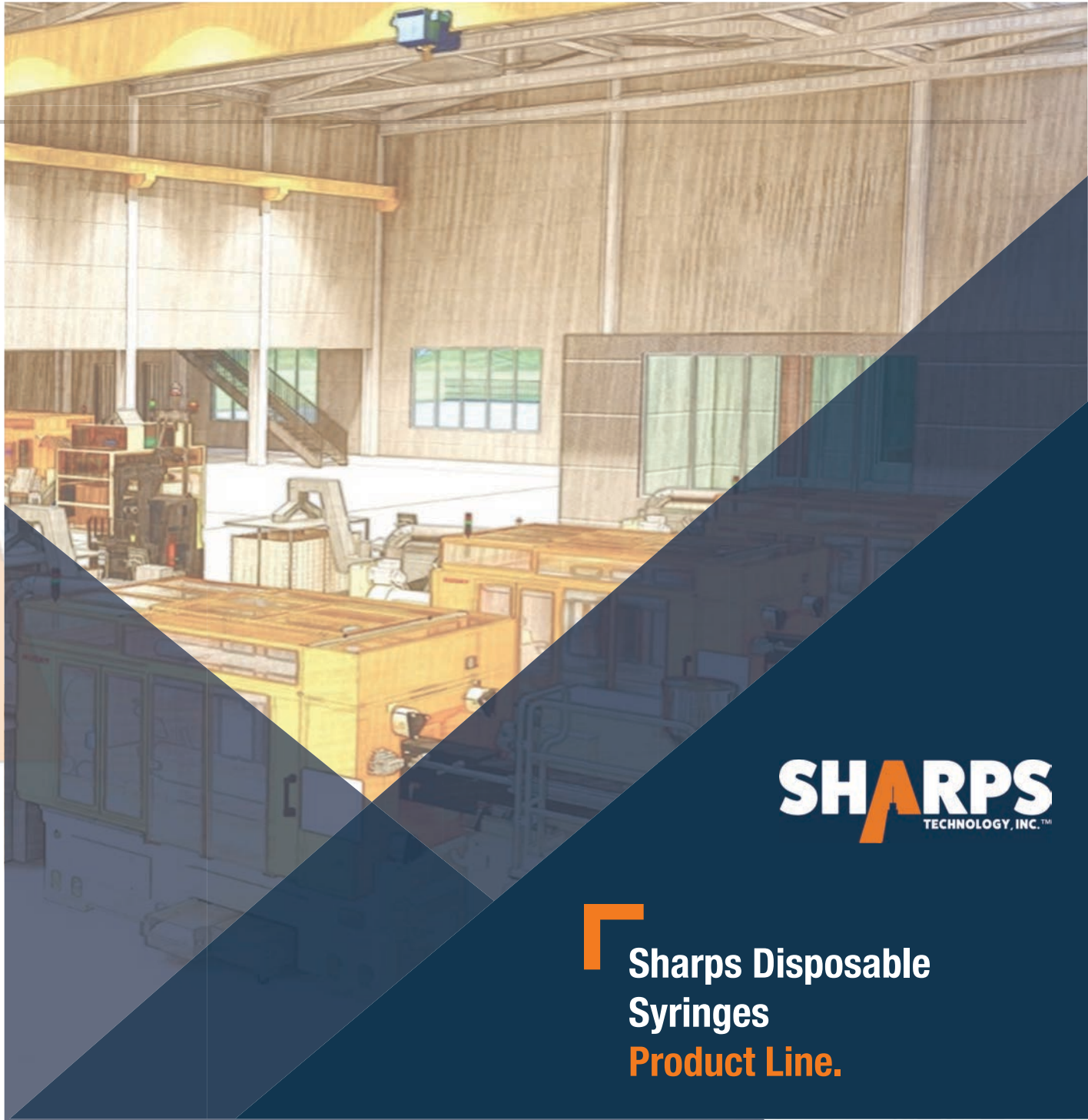
Key Statistics

Listing	Nasdaq: STSS
Market Cap	~\$9.5M
Common Shares Outstanding (STSS: \$0.84)	18.7M shares
Warrants and Options	20.4M
Options	2.4M
Fully Diluted Shares Outstanding	41.5M
Institutional Ownership	N/A
Insider Ownership	16%
Revenue	Pre-rev with sales expected Q1 of 2024
Cash	~\$4.1M - as of 12/31/22
Recent Raise	\$5.6M on 9/29/23
Debt	0
Manufacturing Capabilities	Hungary (STSS) & S.C. (Nephron)
Employees	~60
Headquarters	Melville, NY

In Conclusion

Pending Acquisition of InjectEZ and \$400M 10-Year Supply Agreement Strengthens Path Forward

- **Transformative Pending Nephron Deal:** Signed asset purchase agreement on September 26, 2023 to acquire InjectEZ specialty copolymer syringe manufacturing facility and a 10-Year purchase agreement for over \$400 Million from Nephron Pharmaceuticals
- **Acquisition and purchase order** enables Sharps to commercialize its innovative copolymer prefillable syringe systems to the healthcare market for the first time
- **Operating in the highest growth segment** of the syringe market with a patented, commercially available specialty copolymer-based product line
- **Nephron commits to minimum orders of over \$400 Million over 10 years**
 - Product delivery is scheduled for the first quarter of 2024
 - Revenue totaling approximately \$30 Million for the first twelve months
 - \$45 Million per year to begin in 2025 through 2033
- **\$50 Million acquisition of InjectEZ will give Sharps full control of facility**
 - Strengthens manufacturing capacity and allows Sharps to serve the broader healthcare market
 - Establishes Sharps' leading position in the specialized copolymer prefillable syringe system industry
 - Signed term sheet providing for up to \$75 Million in debt financing to be used for the acquisition
- **Strong management team** with extensive experience in drug delivery manufacturing and product development



**Financial
Overview**

Support Slides

SHARPS
TECHNOLOGY, INC.™

**Sharps Disposable
Syringes
Product Line.**

SHARPS
TECHNOLOGY, INC.™