

Market Data

Sharps Technology, Inc. Nasdaq: **STSS**

Fiscal Year	December
Industry	Medtech
Recent Price	\$2.73
Market Cap	\$4.9M
Shares Out.	1.8M
Float	1.7M
Avg. Vol. (90-day)	106,042
Cash (mrq)	\$2.5M

Price data as of November 19, 2024

sharpstechnology.com

Hungary Facility

Disposable Syringe Manufacturing
50M-200M unit annual capacity



South Carolina Facility

Prefillable Syringe Manufacturing
22M-90M unit annual capacity



Company Overview

Sharps Technology is an innovative medical device and pharmaceutical packaging company offering patented, best-in-class smart-safety syringe products to the healthcare industry. The Company's product lines focus on providing ultra-low waste capabilities, that incorporate syringe technologies that use both passive and active safety features. Sharps also offers products that are designed with specialized copolymer technology to support the prefillable syringe market segment. The Company has a manufacturing facility in Hungary and has partnered with Nephron Pharmaceuticals to expand its manufacturing capacity in the U.S. A transformative asset acquisition of Nephron's InjectEZ facility in South Carolina, once completed, places Sharps on a clear path for rapid growth.

Investment Highlights

\$200 million, five-year sales agreement with Nephron

- \$35 million expected during the first 12 months of sales

Strong product line of patented smart safety syringe systems

- Products are FDA, WHO, and CE Mark approved
- Launching new prefilled syringe systems with acquisition of InjectEZ facility

Asset purchase agreement to acquire InjectEZ manufacturing 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
- Facility has capacity to generate \$50+ million revenue in 2026 and potentially \$100+ million in revenue by 2028

Poised for rapid growth and superior financial performance

- Signed global sales and distribution agreement with Roncadelle, a leader in novel medical drug delivery devices
- Developing additional copolymer prefillable syringe sales opportunities by collaborating with Fortune 500 medical product distributors, branded/generic pharma leaders, and companies in the rapidly expanding GLP-1 market
- Low corporate overhead structure

Large and growing markets with unmet need

- Total syringe market growing faster than GDP; disposables growing at 2x GDP and prefillable growing at 4x GDP
- Prefillable cyclic olefin copolymer (COC) demand growth outstripping industry capacity; new InjectEZ facility is the only dedicated prefillable COC syringe manufacturing facility in North America

Strong management team with extensive experience in drug delivery manufacturing and product development

- Long-standing relationships with pharma companies and 503B organizations that comprise company's target customer base

Multi-Billion-Dollar Market Opportunity



Market for syringes growing at 4x GDP

- Growth driven by increasing number of insured aging people with medical needs

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

Value Proposition

Sharps Technology signed a \$200 million five-year Sales Agreement and enhanced its Asset Purchase Agreement to acquire Nephron Pharmaceuticals' InjectEZ facility. This acquisition, announced in May 2024 and expected to close in 2024, will position Sharps as North America's first fully dedicated specialized polymer prefillable syringe manufacturer. The facility, set to begin product deliveries in 2025, is expected to generate over \$35 million in revenue in the first 12 months, with potential to exceed \$50 million by 2026 and \$100 million by 2028. Recent FDA recalls and tariffs on Chinese syringes have boosted demand for Sharps' products, which are increasingly preferred over glass syringes. Sharps is engaging with major pharmaceutical companies, retail chains, and healthcare distributors to expand its market presence. With a clear path to substantial revenue growth and profitability, Sharps represents a compelling opportunity in a market forecasted to reach \$29.8 billion by 2030.

Experienced Leadership Team



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



Andrew Crescenzo, CFO - 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.



Dr. Soren Christiansen, Chairman - former President of Merck Europe, Canada, Middle East & Africa and SVP for Merck Vaccines. Responsible for a \$10 billion USD business in his last role (25% of Merck overall business).