



Collaboration.
Innovation.
Novel Technology.

Making the World a
Healthier Place.

October 2023 | Nasdaq: STSS



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

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 the recently expanded 840,000+ square-foot facilities in West Columbia, South Carolina

* SOURCE: www.nephronpharm.com

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

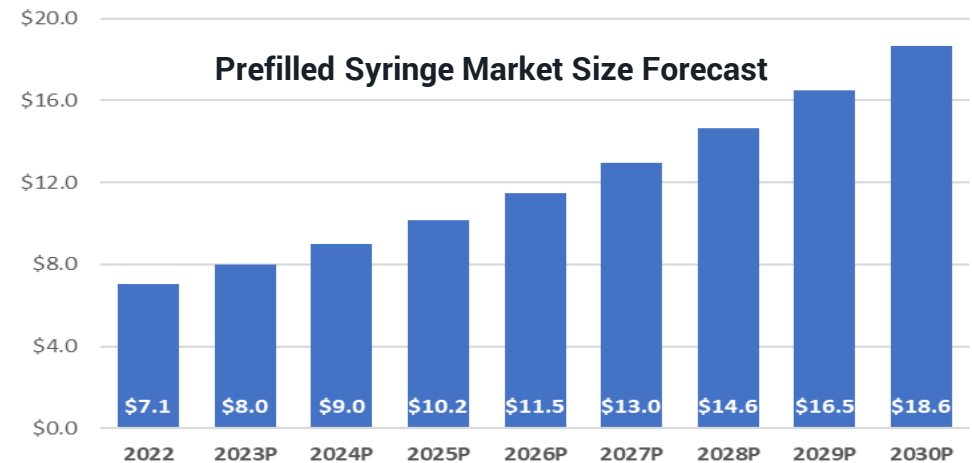
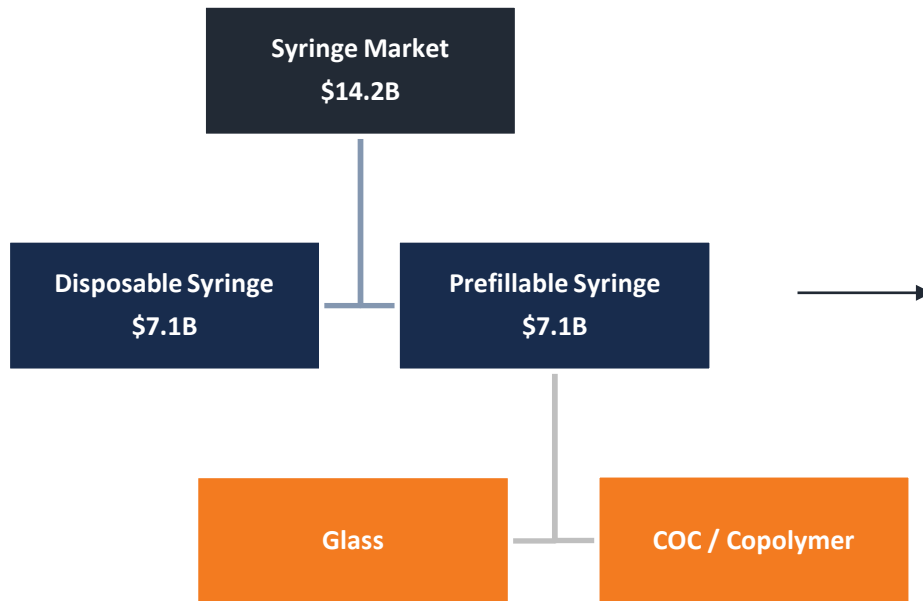


**Sharps Prefillable
Syringes
Product Line.**

Prefillable Advanced Polymer Syringes
designed for current fill finish lines

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 prefillable 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

Prefillable Syringes

PFS Proven Process

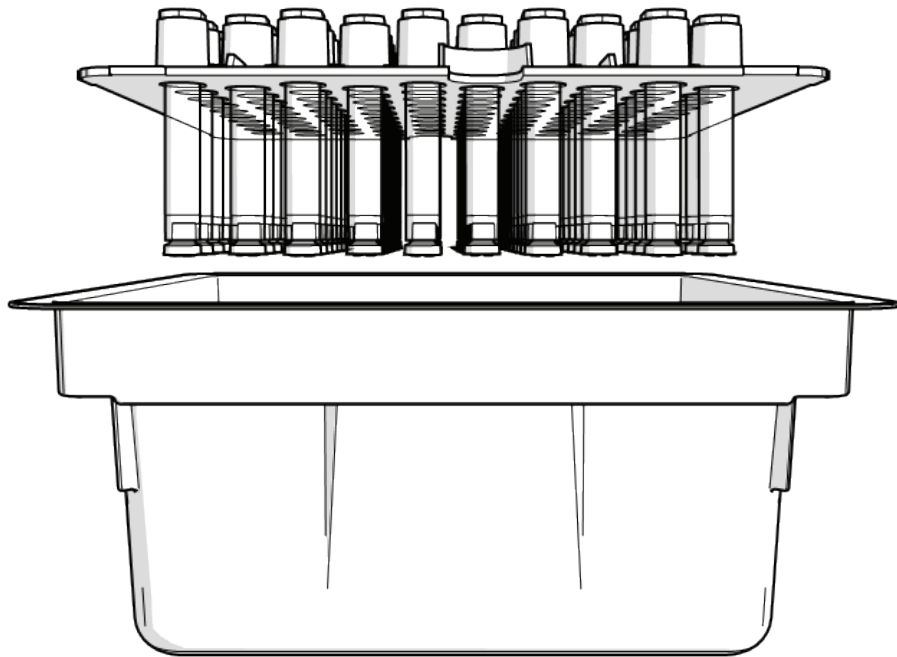
- Engineered for efficient drug containment and delivery
- Molded to exact measurements using precision molds and advanced polymer materials
- Syringes are handled in a high throughput ISO clean room on state-of-the-art automation equipment
- Syringes are siliconized with a highly accurate atomization 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



VERAJEX™



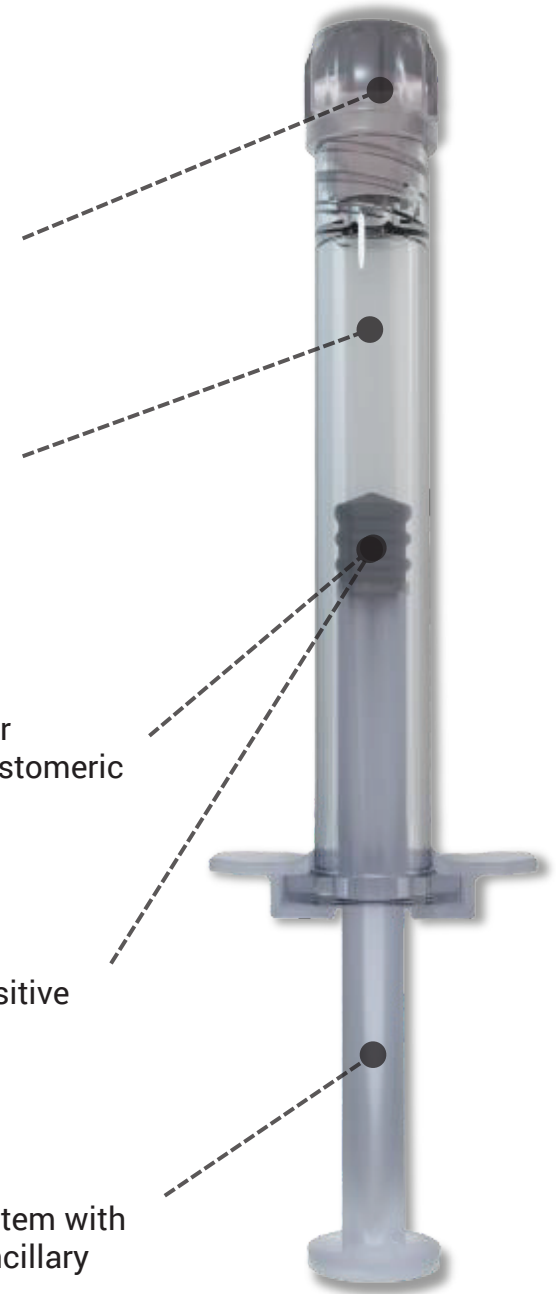
Robust container closure systems with common rubber formulations for ease of regulatory adoption

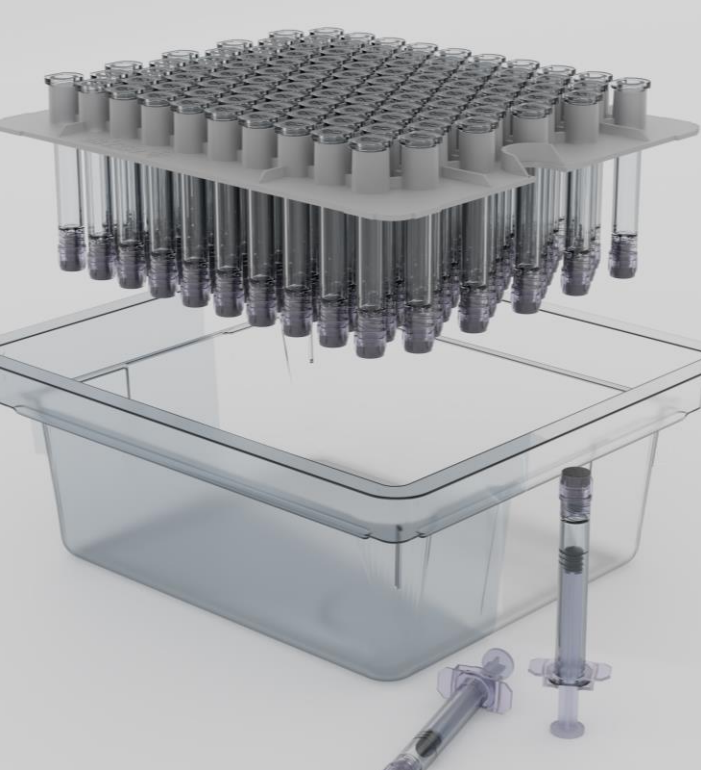
Advanced polymer material for improved long term drug stability and preserved efficacy as well as break resistance

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

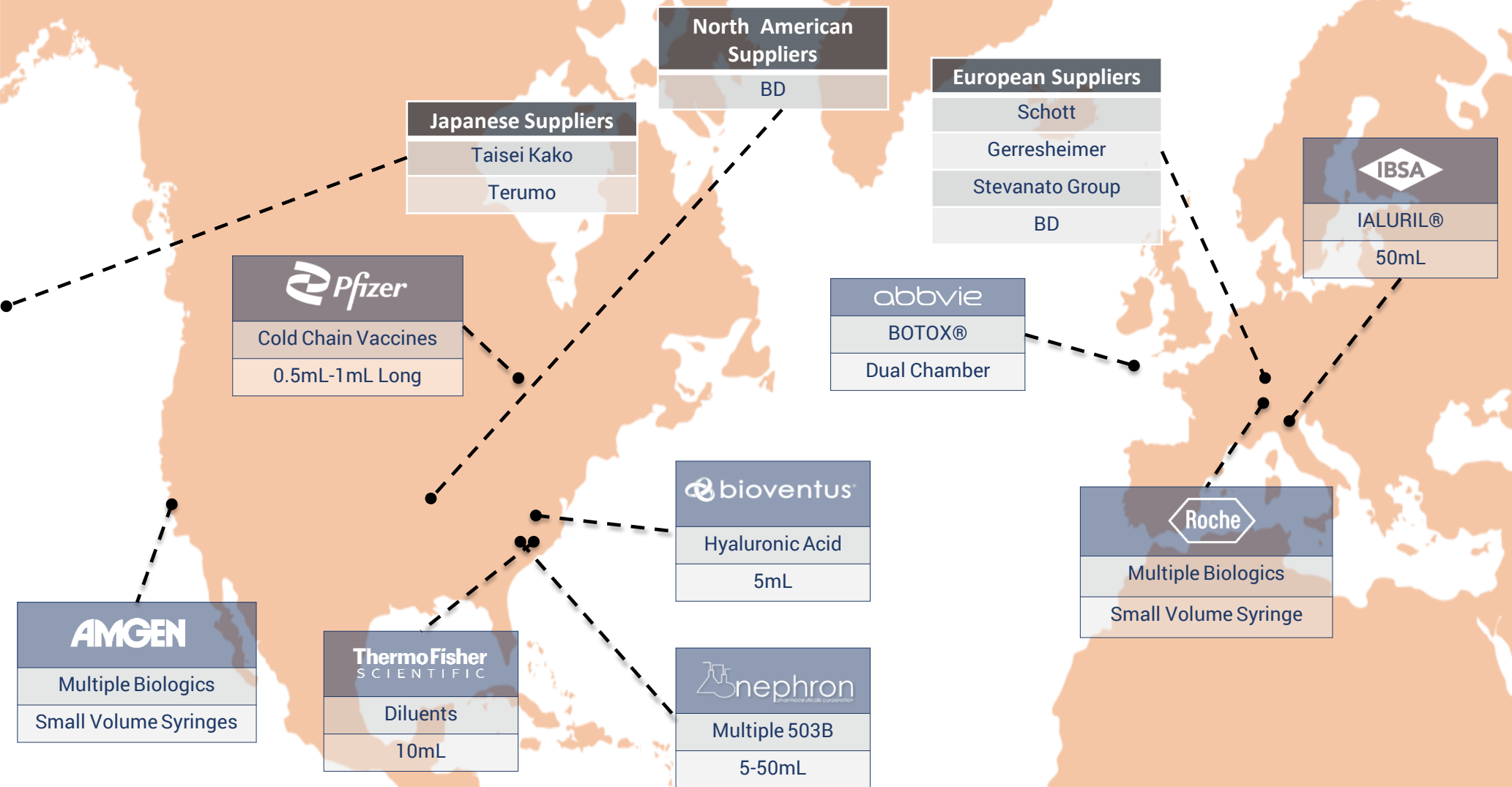
- Sizes and Configurations: 0.5mL, 1mL Long and short, 2.25mL, 5mL, Dual chamber, Silicone Free options, common elastomeric closures
- Highly break resistant and inert, great for expensive therapies including biologics and hyaluronic acids
- Precise volumetric dimensions and tolerances for accurate dosing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

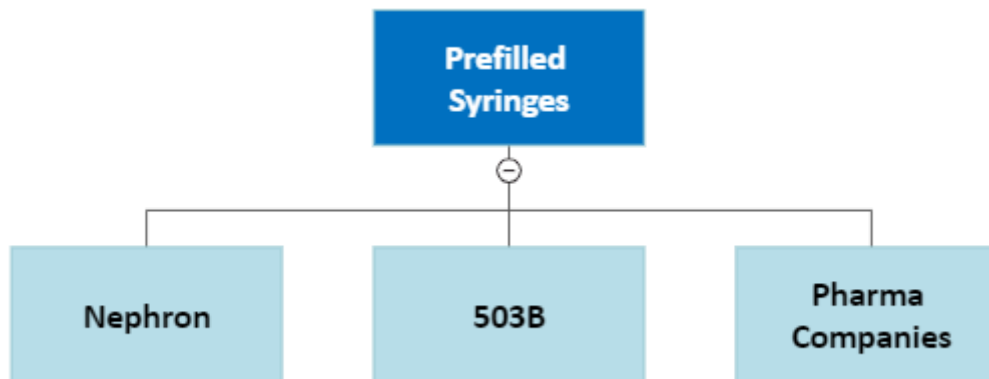


Syringe Market | Competition Overview

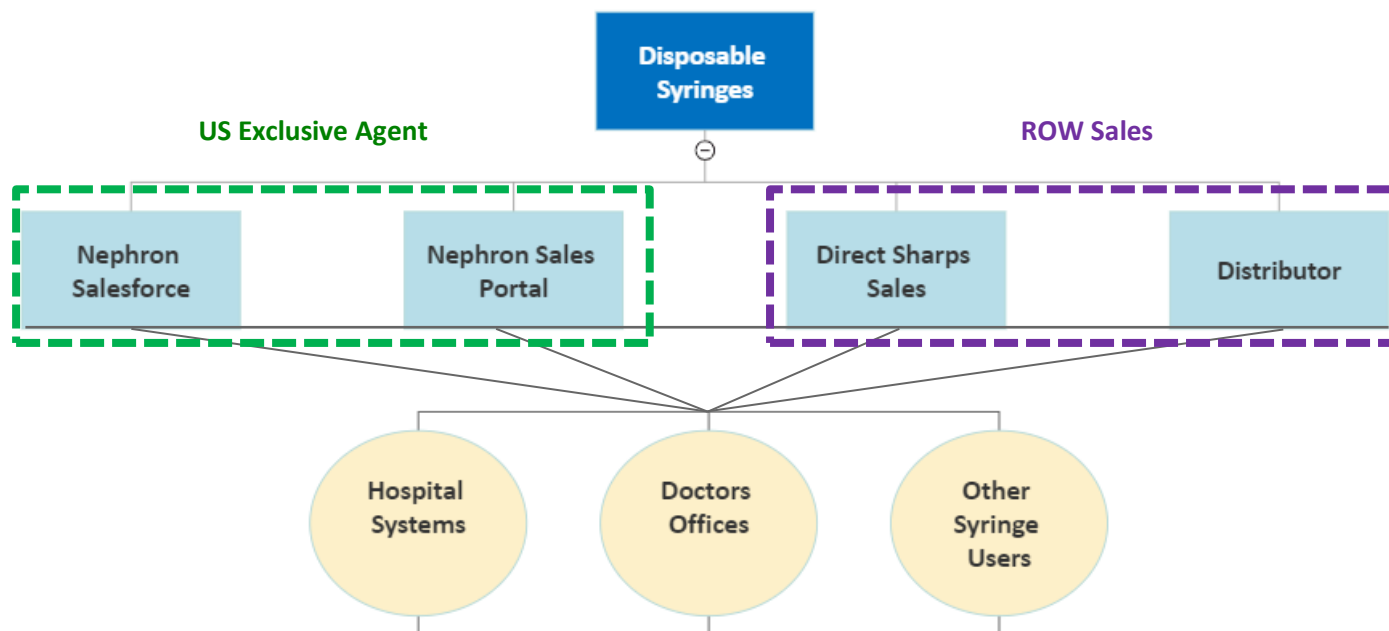
Company	Public/Private	LTM Revenue (\$M)	Company Description
 BD	Public NYSE:BDX	\$18,809.0	Becton, Dickinson and Company develops, manufactures, and sells medical supplies, devices, laboratory equipment, and diagnostic products for healthcare institutions, physicians, clinical laboratories, pharmaceutical 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.
 gerresheimer	Public XTRA:GX1	\$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.
 SCHOTT glass made of ideas	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.
 West	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.
 TERUMO	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.
 smiths medical	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.

Sales and Marketing

US PFS Marketing & Sales Channel Overview



EU Marketing & Sales Channel Overview





**Sharps Disposable
Syringes
Product Line.**

Smart Safety Syringes designed for
minimal waste and eco friendly initiatives

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	✓	✓

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