

***Collaboration.
Innovation.
Novel Technology.***

Making the World
a Healthier Place



RedChip Webinar

June 18, 2024 | Nasdaq: STSS

Sharps Technology – Significant Developments



- **Founded in 2017** with a vision to develop innovative drug delivery technology for healthcare
 - 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 systems will be launched in Q2 of 2025 through Asset Acquisition
- **September 2021:** Sharps names Robert Hayes as CEO
 - 25 years' experience in the healthcare, medical device, and pharmaceutical manufacturing
 - Primary driver for sales and asset agreements with Nephron
- **April 2022:** Completed IPO and raised \$16M
- **July 2022:** Completed acquisition of SafeGard Medical syringe manufacturing facility in Hungary
 - ISO-certified, CE-Mark approved, FDA-cleared facility, producing full specialty safety syringes
 - Facility acquired at a significant discount from private family
- **November 2022:** Nephron and Sharps sign manufacturing and research partnership
 - Created a framework for the companies to work together and paved the way for future supply and acquisition agreements
- **September 2023:** Initial purchase agreement to acquire InjectEZ manufacturing assets

Sharps Technology – Significant Developments



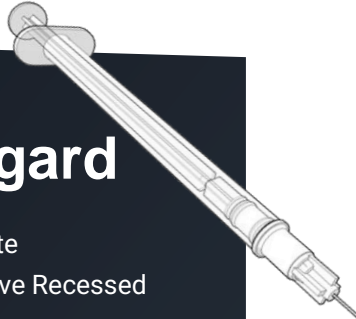
- **February 2024:** Received first Purchase Order from Latin American distributor
 - 1mL and 3mL SecureGard smart safety syringes ordered for the Columbian healthcare market
- **March 2024:** Collaborative Agreement with Roncadelle Operations
 - Expanded Sharps global market reach and opened the door for further collaborations
- **May 2024:** Signed Asset and Syringe Sales Agreement with Nephron
 - Purchase agreement to acquire InjectEZ manufacturing assets in SC, enabling Sharps to commercialize its innovative copolymer prefillable syringe systems in the U.S.
 - Long-term sales supply agreement targeting 35+ million syringes annually, assuring product orders of +\$200 million over the next five years of operation.
 - SC facility will be on track to begin product deliveries in the second quarter of 2025, with projected revenue +\$35 million for the first 12 months of sales
 - Build-out and line expansions will create additional capacity to generate revenue of more than \$50 million in 2026
 - SC facility has the capacity to potentially grow to over \$100 million in revenue by 2028 within the current building
- **June 2024:** Significant collaborations and negotiations with U.S. Healthcare Market entities
 - Samples of 10mL SoloGard provided for line trials at Texas-based supplier of medical grade pre-filled syringe systems
 - SC site visit planned with representatives from prominent U.S.-based pharma company
- **June 2024:** First Shipment of SecureGard syringes sent to Latin America
 - Sharps is working with a U.S.-based strategic distribution partner to tap into the growing interest in safety syringe technology in Latin America

Sharps Technology Smart Safety Disposable Syringes



Securegard

- 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



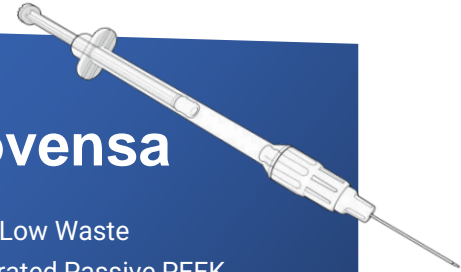
Sologard

- Standard Luer Lock
- FDA approved
- CE Mark
- EtO sterilized
- Vial Draw Sizes 3ml -10ml



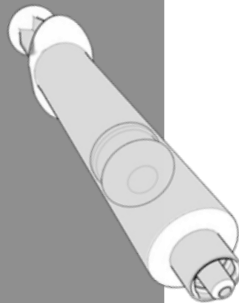
Provensa

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



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



Roncadelle SafeR Syringes

MATERIAL OPTIONS
PP/COC/COP

SAFETY-ENGINEERED MECHANISMS

- Auto Disable (AD)
- Re-Use Prevention (RUP)
- Sharp Injury Protection (SIP)

EASE OF USE

SafeR® Retractable Syringe works like a classic standard syringe, easy to use without specific training required.



JUST ONE CLICK

SafeR® Retractable Syringe features a one-touch coaxial needle retraction system that automatically activates upon completion of the injection.

Sharps Technology Prefillable Polymer Syringes



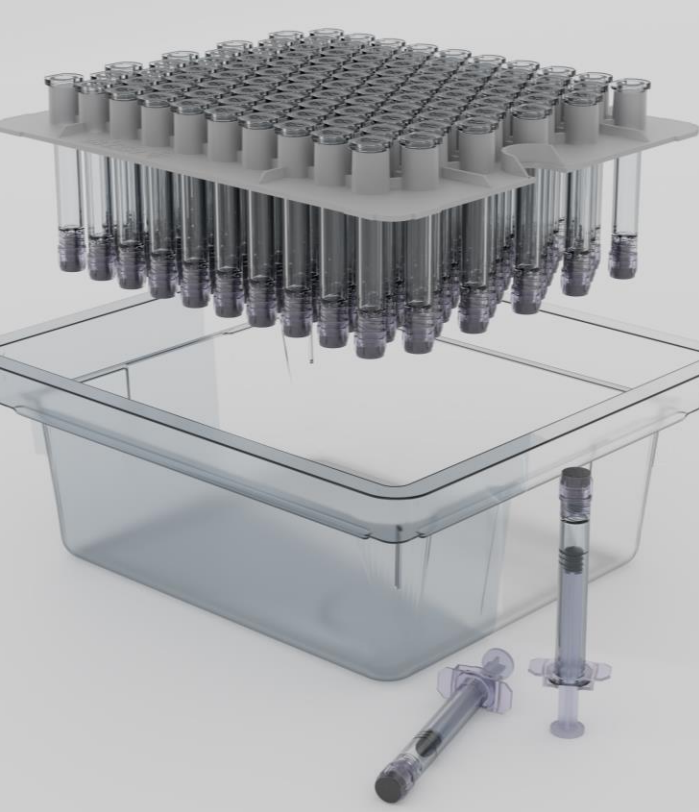
PFS PROVEN PROCESS

- 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





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 2025 (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

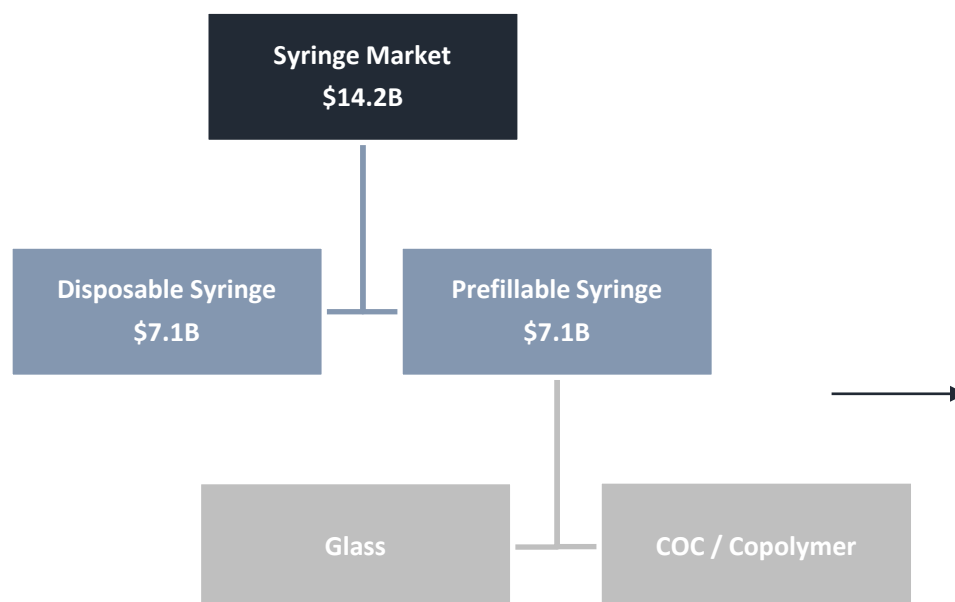


INFUSION PUMP

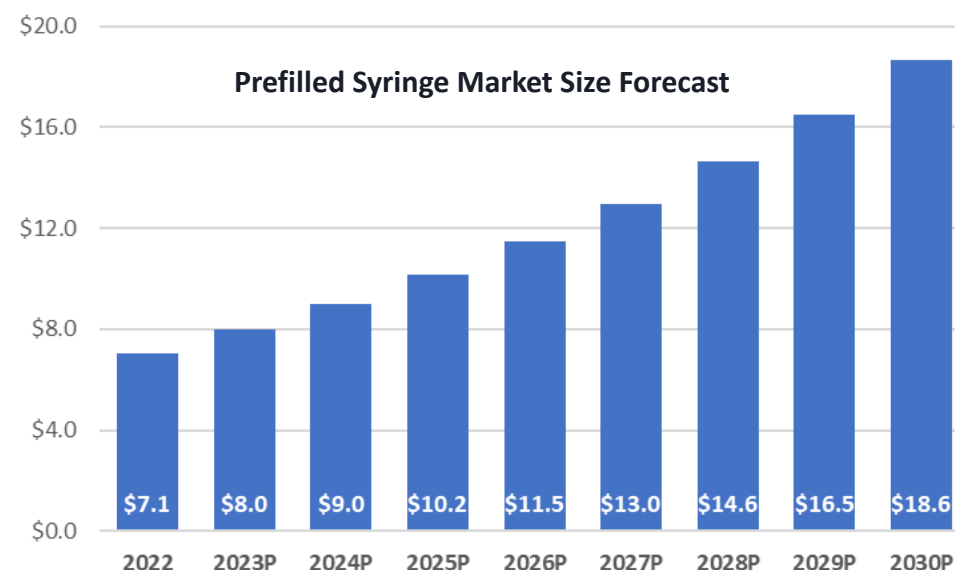
- Sizes and Configurations: 10-50mL, tamper evident, common elastomeric closures
- Syringes compatible with infusion pumps for long term delivery
- Integrated Luer lock feature provides advancements in stability for viscous compounds
- Commercially available 2025

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 | Prencence Research | \$7.1 | 6.0% | \$11.2 |
| TOTAL SYRINGE MARKET | | \$14.2 | 9.7% | \$29.8 |



Medical Syringe Market Headlines

Eli Lilly to Buy Nexus Injectables Site April 24, 2024

Located in Pleasant Prairie WI, the \$100+ million FDA approved site boosts Lilly's capacity to produce injectable medicines, such as their GLP-1 class Mounjaro and Zepbound, and is expected to start production by the end of 2025. Despite doubling its manufacturing capacity, demand for these drugs continues to outpace supply.



Novo Nordisk Parent Buying Catalent to Boost Wegovy Supply February 5, 2024

Novo Nordisk recently scored a win in its race to boost output of its popular obesity drug Wegovy, with its parent company announcing it was buying Catalent, a key manufacturing subcontractor of the product, for \$16.5 billion.



Glass Syringe Maker Schott Expands its US Footprint with new site in North Carolina

March 19, 2024

Amid constant drug shortages that have been made worse by weak links in the supply chain, medical glass maker Schott Pharma is looking to fill in the cracks by building a new \$371 million syringe manufacturing facility in Wilson NC.

As Drug Shortages Reach Record Highs, Regulators Weigh Next Steps May 6, 2024

Many injectable drugs affected by shortages are real mainstays of medical care, such as morphine, norepinephrine, and electrolytes. GLP-1 class drugs for diabetes management and weight control are in high demand and short supply.

Roncadelle Operations Collaborative Agreement **SHARPS** TECHNOLOGY, INC.™



“A driving force in R&D innovation for medical drug delivery devices over more than 20 years, with a focus on improving patient experience through minimally-invasive solutions and safer practices.”



- The Collaborative Agreement signed on March 4, 2024 expands Sharps' American-based product market into Europe, the Middle East, Africa, and the Asia-Pacific region, and opens Roncadelle's reach into the North and Latin American markets. It provides for the expansion of the two companies' complementary product portfolio, to offer a full line of highly sought after technologies.
- Sharps and Roncadelle are actively pursuing opportunities for further collaboration in the co-development of prefillable syringe systems and custom auto injector components, and are targeting the manufacture of these products in the U.S.
- The company specializes in developing and manufacturing proprietary passive safety syringes; and as a Contract Development and Manufacturing Organization (CDMO), they also provide end-to-end services from design to finished products for innovative, safe drug delivery solutions.
- Roncadelle owns a 34K sq ft state of the art manufacturing facility, equipped with the latest injection molding and assembly equipment, producing 100 million units per year, giving the Sharps-Roncadelle collaboration two pharma grade manufacturing sites in Europe.
- In 2024 – 2025, the Sharps-Roncadelle collaboration is targeting a run rate to sell over 40 million disposable syringes to the healthcare market.

Transformative Deal to Acquire InjectEZ Assets



Acquisition of InjectEZ Assets Paves the Way for Sharps Technology's US Leadership in PFS Market



Asset purchase agreement to acquire InjectEZ specialty copolymer syringe manufacturing assets from Nephron Pharmaceuticals in Columbia, SC signed in May 2024.

Transformative acquisition enables Sharps to commercialize its innovative copolymer prefillable syringe systems to the healthcare market by second quarter 2025.

Acquisition of InjectEZ assets gives Sharps full control of PFS production in a state-of-the-art facility with fully automated syringe system manufacturing, packaging, and distribution.

Manufacturing capacity allows Sharps to serve the broader healthcare market and supports Sharps' ability to increase capacity for future growth.

Nephron Pharmaceuticals Partnership



Facilities

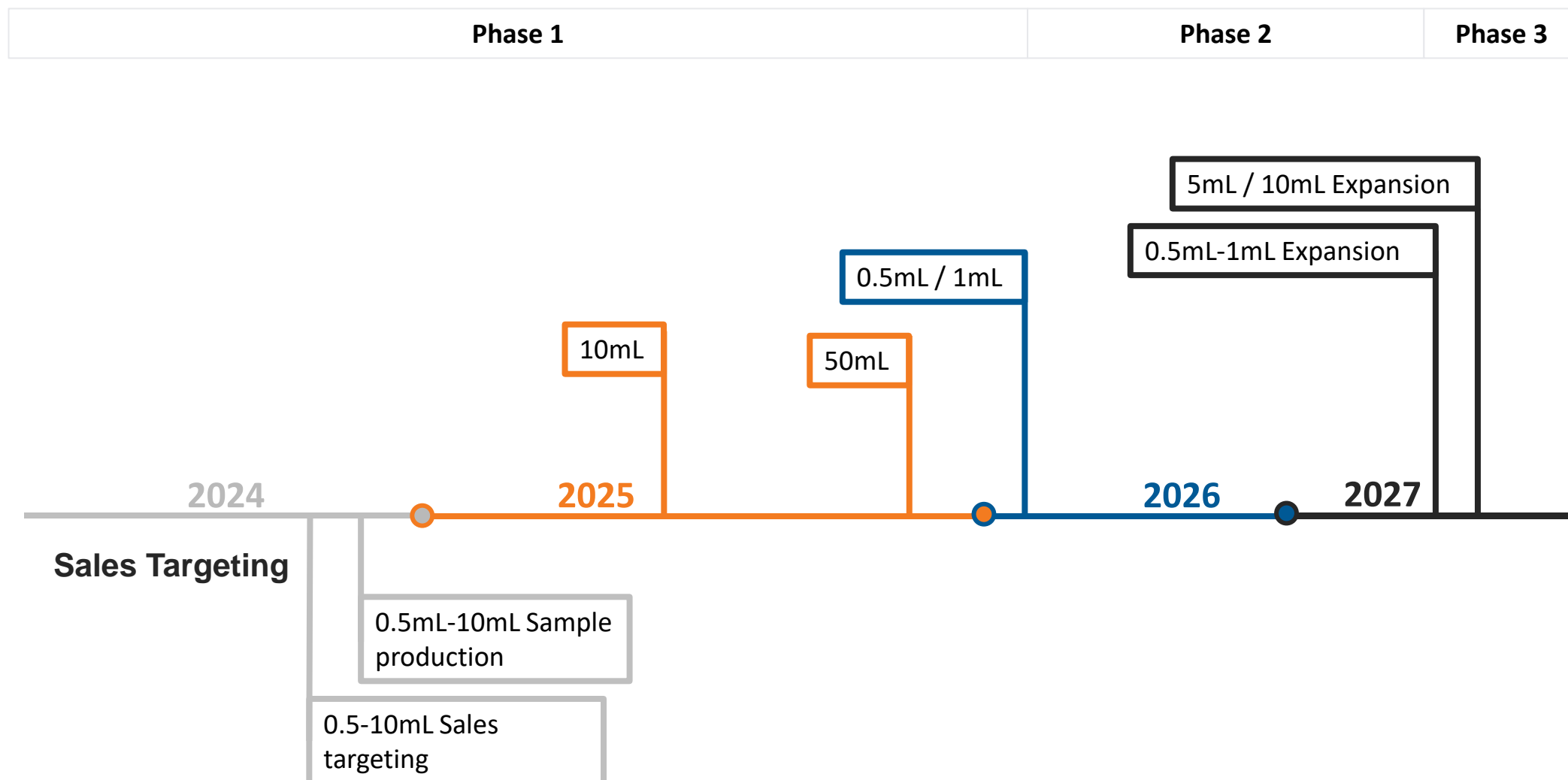
The art and science of pharmaceutical innovation meet at our recently expanded 840,000+ square-foot facilities in West Columbia, South Carolina.

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

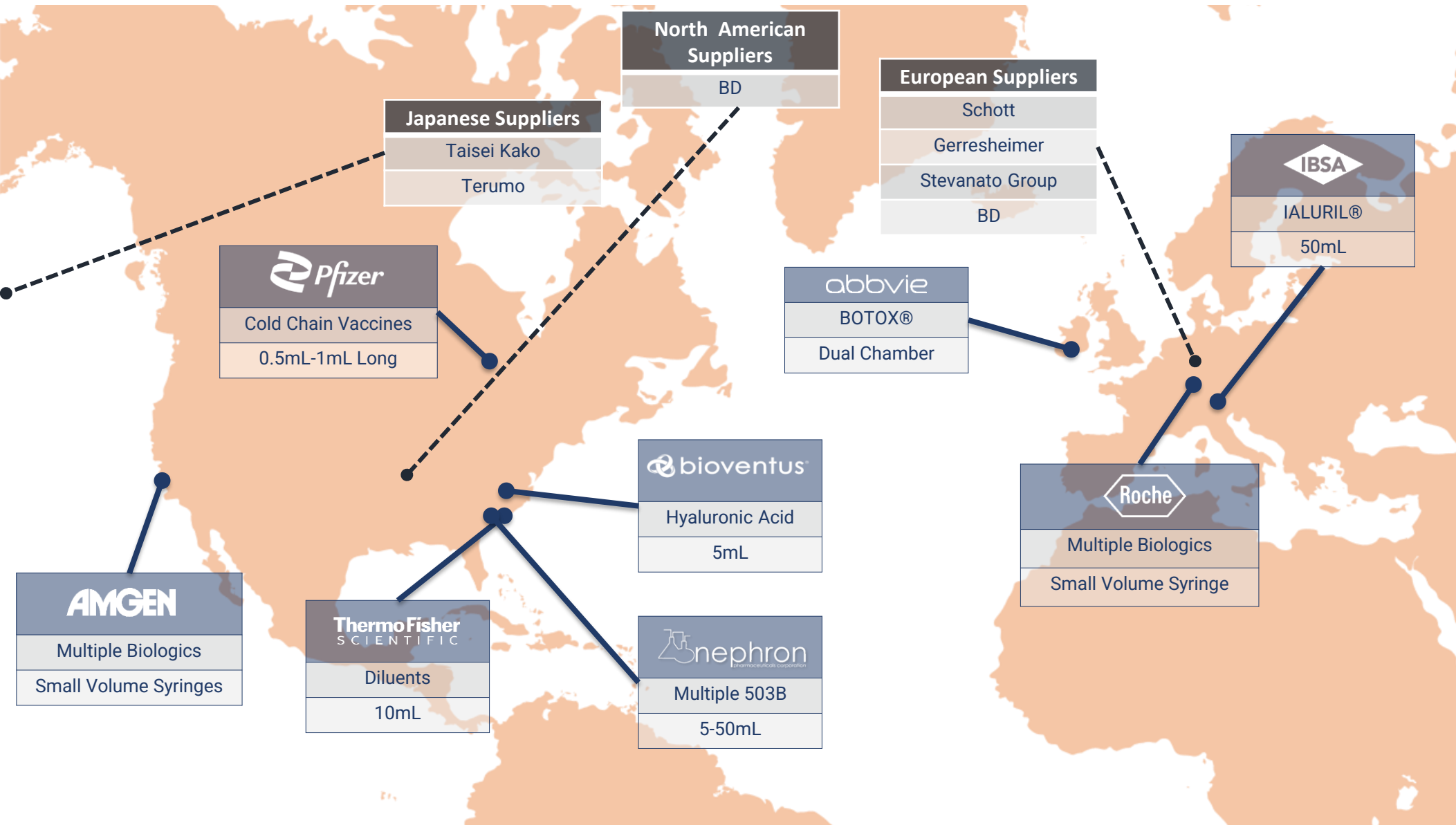
- 5 year supply agreement with Sharps for copolymer PFS and disposable polypropylene syringes:
 - 10mL PFS - 20 million per year
 - 50 mL PFS - 5 million per year
 - 10 mL polypropylene - 10 million per year, expected
- Recently completed a \$350 million capital raise to support future growth
- High-volume user of prefillable syringes, will be working to expand their capacity in 2025 - 2027 to meet the increasing demands of the healthcare market
- Produces/distributes more than 1 billion doses of respiratory medications and 503B products annually, supporting the FDA critical supply list for US healthcare needs

Product Launch Timeline

South Carolina Prefillable Syringe Facility



PFS Commercial Prospects



PFS Commercial Prospects



0.5mL-1mL COC Prefillable Syringe Systems provide great containment solutions for both Cosmetic and Biologics market

- **Cosmetic market:** Polymer syringes are sturdier and have integrated features allowing better reliability and smoother injections
 - Facial injections have 9.1% CAGR 2023-2030
 - North America is 42.1% market revenue share leader
- **Biologics market:** sensitive expensive therapies require high break resistance with little to no pH shift
 - 12% CAGR 2022-2025
 - North America is 53% market revenue leader

5mL-10mL COC Prefillable Syringe Systems provide great containment solutions for 503B and diluents market

- **503B market:** Polymer syringes are more inert with a significantly better oxygen barrier than poly propylene allowing likelihood of increase of beyond-use date (BUD)
 - 7.6% CAGR 2022-2030
 - Increase drive to improve safety for patients make prefillable systems a safer choice for compounding pharmacies



PFS Commercial Prospects



Baxter



Prefillable Syringe Systems

| Overview | Sizes | Annual Potential Rev. |
|--|-----------------|-----------------------|
| Multinational healthcare company focusing on treating chronic illness | 1mL, 5mL, 10mL | \$5-10million |
| Central Admixture Pharmacy Services, Inc. Allentown, PA., Phoenix, AZ., San Diego, CA | 5mL, 50mL | \$1-6million |
| A full-service 503B provider Sugar Land, TX | 5mL, 10mL, 50mL | \$1-6million |
| Fagron is a global group of innovative pharmaceutical companies focused on creating the future of personalized medicine Wichita KS | 0.5mL-50mL | \$1-6million |
| A recently acquired Athenex, Tonawanda, NY | unknown volumes | TBD |
| 500 employees, 27 years Columbia SC | 5mL , 10mL | \$1-6million |
| South Carolina based 503b sterile compounding | 10mL, 50mL | \$40million* |

* per the signed Sales Agreement

Manufacturing Locations



USA Columbia, SC

| | |
|--------------|--|
| Size | ~100k Sq Ft |
| Clean room | ISO 8 and ISO 7 |
| Capabilities | <ul style="list-style-type: none"> • Injection molding • Compression molding • Clean room assembly • Washing • Packaging • Warehouse • Distribution |
| Products | <ul style="list-style-type: none"> • Prefillable syringes (PFS) • PFS components & packaging |

EU Hungary

| | |
|--------------|---|
| Size | ~40k Sq Ft |
| Clean room | ISO 8 and ISO 7 |
| Capabilities | <ul style="list-style-type: none"> • Injection molding • Clean room assembly • Packaging • Sterilization • Warehouse |
| Products | <ul style="list-style-type: none"> • Active safety syringes • Insulin safety syringes • Luer lock syringes • Syringe components |

EU Brescia, Italy

| | |
|--------------|---|
| Size | ~60k Sq Ft |
| Clean room | ISO 8 and ISO 7 |
| Capabilities | <ul style="list-style-type: none"> • Injection molding • Clean room assembly • Packaging • Warehouse • Packaging production • Spring production • CDMO |
| Products | <ul style="list-style-type: none"> • Passive safety syringes • PFS safety systems • CDMO |

Why Invest In Sharps Technology?



- Sharps has a large pipeline of products already in progress, identifying future revenue sources for the business
- Sharps is developing a strategic plan to create the first fully dedicated polymer PFS manufacturing facility in the U.S.
- Sharps has developed and cultivated strategic relationships with world class manufacturing, supply, and commercial partners

