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Innovation.
Novel Technology.

June 2025 | Nasdaq: STSS, STSSW



### **Corporate Milestones and Strategic Progress**

Sharps on track to deliver revenue in the second half of 2025



#### Founded in 2017 (IPO in 2022) 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



April 2022: Completed IPO and raised \$16 million

ISO-certified, CE-Mark approved, FDA-cleared facility, producing specialty safety syringes

July 2022: Completed acquisition of SafeGard Medical syringe manufacturing facility in Hungary

#### May 2024: Signed Asset and Syringe Sales Agreement with Nephron and InjectEZ

- Negotiations currently ongoing with InjectEZ executives and financing partner
- Purchase agreement to acquire/partner with InjectEZ manufacturing assets in SC is being modified
- Foundational agreement currently under review



#### July 2024: Signs a multi-year agreement, expected to bring over \$50 Million in revenue over five years with U.S. leader in IV flushing solutions

First shipments and revenue to begin in Q2 2025, following the first product deliveries



#### January 2025: Sharps Technology, Inc. closes of \$20.0 Million underwritten public offering

- Funding helps support the company through upcoming expansion in Hungary to support \$50M purchase order
- Contributed to the repayment of debt, which is now fully repaid



#### April/May/June 2025: Sharps Technology receives purchase orders for SoloGard and SecureGard and begins shipments from Hungary

- Company transitions to commercial operations for the first time with \$500K in orders received
- Begins shipments from Hungary across three customer orders under previously announced purchase agreements
- Investment in equipment at Hungary facility underway to meet the anticipated increase in demand during the second half of 2025



### **Manufacturing Locations**



#### **Columbia, South Carolina** (Pending)

Size	~100k Sq Ft
Clean room	ISO 8 and ISO 7
Capabilities	<ul> <li>Injection molding</li> <li>Compression molding</li> <li>Clean room assembly</li> <li>Washing</li> <li>Packaging</li> <li>Warehouse</li> <li>Distribution</li> </ul>
Products	<ul><li>Prefillable syringes (PFS)</li><li>PFS components &amp; packaging</li></ul>



### **European Union / Hungary** (Operational)

Size	~40k Sq Ft
Clean room	ISO 8 and ISO 7
Capabilities	<ul><li>Injection molding</li><li>Clean room assembly</li><li>Packaging</li><li>Sterilization</li><li>Warehouse</li></ul>
Products	<ul><li>Active safety syringes</li><li>Insulin safety syringes</li><li>Luer lock syringes</li><li>Syringe components</li></ul>



### **Smart Safety Syringe Product Line**

FDA and WHO approved products manufactured in Hungary



- 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 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

### **Sologard**

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



### **Prefillable Polymer Syringe Systems & Proprietary Processes**

Advancing next-gen syringe platforms to drive portfolio growth

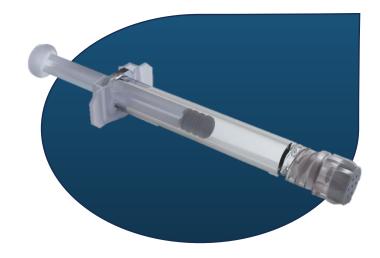


#### **PFS Proven Process**

- 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

### **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





### **Manufacturing Operations Underway in Hungary**

Farkaslyuk, Hungary

Overview: Safety and Standard Disposable Syringe Production located 2

hrs Northeast of Budapest

Size & Capacities: ~40k Sq Ft / Expandable to 75k Sq Ft

45 million units

Expandable to 200 million units

Clean room: ISO 8 and ISO 7

Features & Capabilities: • Injection Molding

Clean room assembly

PackagingSterilizationWarehouse

**Products:** • Active safety syringe (Securegard)

Insulin safety syringe

Luer Lock syringe and components

Market Serviced: Pharmaceutical Companies, Medical networks and pharmacy

providers





### **U.S. Manufacturing Negotiations**

Ongoing Developments Underway in West Columbia, SC

**Overview:** Advanced Polymer Prefillable Syringe (PFS) production in

Columbia, SC

Size: ~100k Sq Ft

Clean Room: ISO 8 and ISO 7

Features & Capabilities: • Injection Molding

Clean room assembly

Washing

Packaging

Warehouse

Distribution

**Capacities:** 60 millions units / year

Expandable up 90 million units / year

Products: ■ 0.5mL-50mL COC PFS in Nest and tub packaging ready

to fill (Verajex)

Butyl Rubber closure production

Component production

Market Serviced: Pharmaceutical and biotech





### **Advancing 5-Year \$50M Sales Agreement for SoloGard**

Company receives first \$400,000 purchase order and shipments began in June 2025

# Supplying U.S. leader in IV flushing Solutions<sup>\*</sup>

Client delivers high quality medical grade water products used throughout the world. They are experts in water and saline products that meet and exceed healthcare needs in irrigation, respiratory and prefilled flush syringes.

#### 5-year supply agreement for custom 10mL polypropylene syringes manufactured in Hungary:

- First Purchase Order received in June 2025 for \$400K
- Manufacturing facility has started production to support the Purchase Order
- Shipments began in June 2025 and are expected to increase in the second half of 2025
- 40 million units anticipated to be supplied in the first 12 months
- At least 120 million units per year to be supplied in years 2 through 5

#### Agreement for +500 million units over five-year period could create over \$50 million for Sharps:

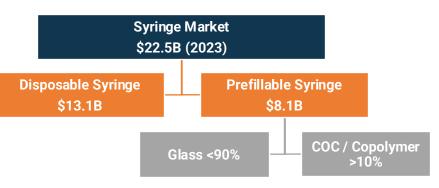
- Agreement could be expanded to another 250M units (~\$25M) over the five-year period
- Expansion of the purchase order has transitioned the facility in Hungary to commercialization
- Execution of this contract is being supported by the January 2025 financing round large-scale production scale up

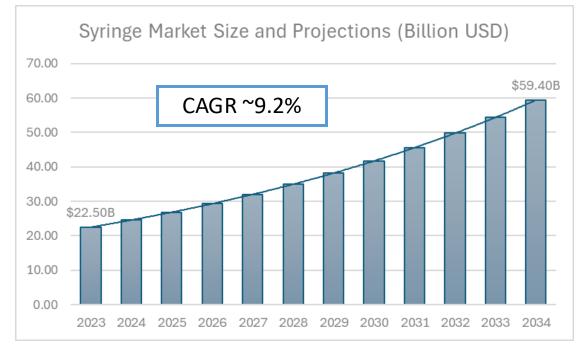
### **Medical Syringe Market Overview**

Strategically positioned to capitalize on accelerating syringe market growth

#### **Syringes are classified into two main groups:**

- **Prefillable syringes:** Filled by Pharma company and stored like vials until administration
- Disposable syringes: Drug is transferred from Primary container (vial) prior to administration
- 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
  - Patients' preference to accept treatment at home have propelled revenue in the direct-to-consumer market



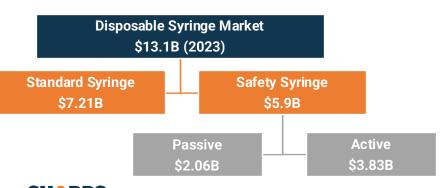


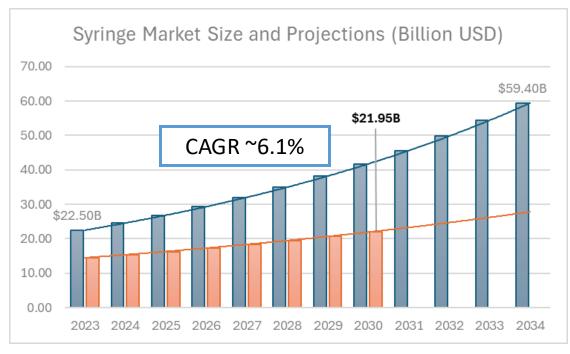
### **Disposable Syringe Market Overview**

Strategically positioned to capitalize on accelerating syringe market growth

#### Disposable vial draw syringes are classified into two main groups:

- Standard syringes: 2-5 component part syringes offer cost effective drug administration
  - Grow at ~4.5% CAGR
- Safety syringes: Provide same as above but emphasize protection for Health care worker and patient
  - Active: grow at ~8.5% CAGR
  - Passive: grow at ~11.5% CAGR
- Focus Points for Disposable Syringes
  - Safety systems (SIP) Healthcare provider protection
  - Reuse Prevention (RUP) reduction in spread of disease
  - Low Dead Space (LDS) More doses to more patients
  - Auto Disable (AD) No change in administration method



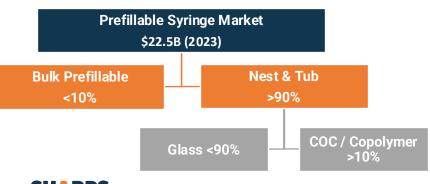


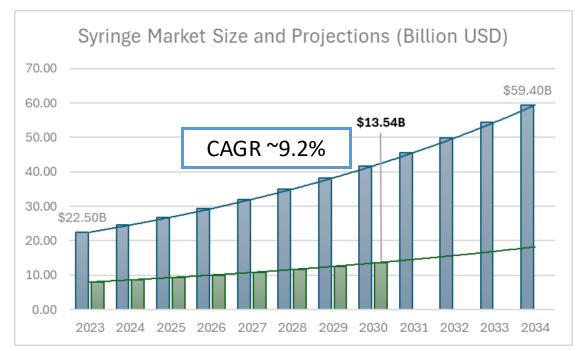
### **Prefillable Syringe Market Overview**

Strategically positioned to capitalize on accelerating syringe market growth

#### Prefillable syringes are classified into two main groups based on their materials of construction:

- Glass: Made of type I borosilicate
- Plastic: Typically made from an Inert Cyclic Olefin Polymer or Copolymer (COP/COC)
- Prefilled syringes have clear advantages
  - Improved Patient Safety and Dosing Accuracy
  - Operational Efficiency in Healthcare Settings
  - Compatibility with Advanced Drug Delivery Systems
- COC syringes have a clear growth
  - Drivers
    - Industry therapy growth aligns better with COC
    - Break resistance & Cold-chain compatibility
    - Customizable for Auto Injectors and Pens
  - Growth(2023-2030) : Glass 6.4% CAGR | COC 17.0% CAGR
  - Market size: ~\$0.7B (2023)- \$2.1B(2030)





### 90/10 Switch to PFS for Pharma

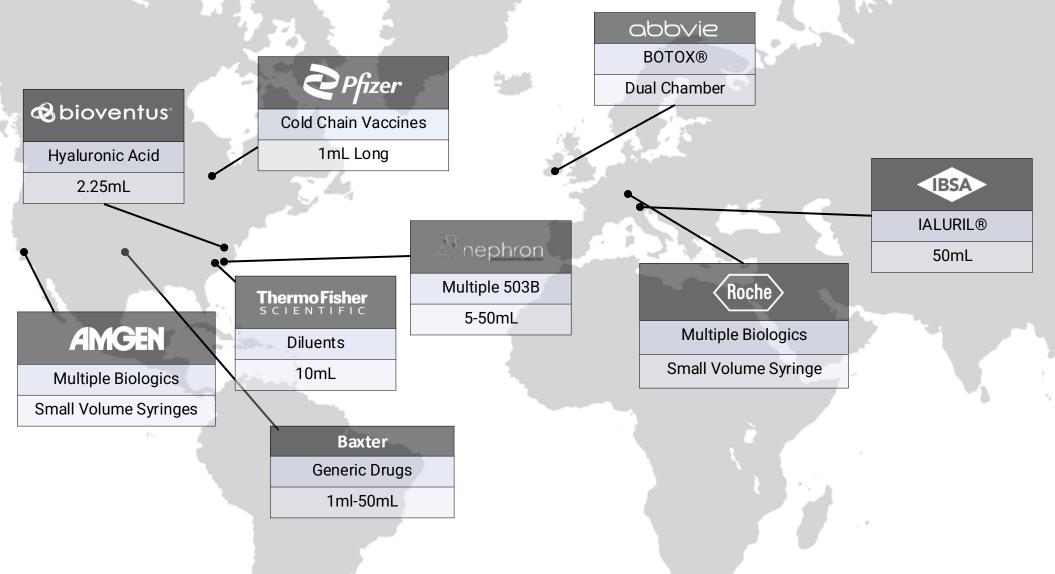
Pharma has moved almost exclusively to nest and tub Prefillable syringe systems

### **PFS Nest and Tub Systems**

- RTU (Ready-to-Use): No in-house washing, siliconization, or sterilization required.
- Improves aseptic assurance and container closure integrity (CCI).
- Reduces equipment and utility costs (no depyrogenation tunnels needed).
- Speeds up batch changeovers and simplifies fill-finish operations.
- Minimizes breakage, contamination, and overfill waste.
- Enables compatibility with autoinjectors and pen injectors.
- Supports rapid scale-up from clinical to commercial production.



### **Commercial Prefillable Syringe Opportunities**





### **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.

## 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

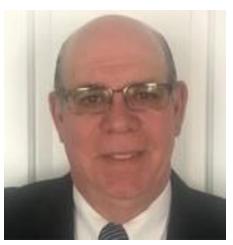
Many injectable drugs affected by shortages are real mainstays of medical care, such as morphine, norepinephrine, and electrolytes. GLP-1 class drugs for diabetes management and weight control are in high demand and short supply.



### **Management Team**



Robert M. Hayes
Chief Executive
Officer and Director



Andrew R.
Crescenzo
Chief Financial
Officer



**Ben Scheu**Vice President of Sales



**Zoltan Farkas**General Manager,
SafeGard Medical



Braden Miller
Vice President of
Product and Program
Development

### **Key Highlights Summary & Next Steps**

#### **\$20M Financing Secured in Q1:**

- Debt-Free & Growth-Ready
- Manufacturing upgrades underway
- Supports sales & marketing initiatives

## Advancing \$50M Agreement <u>for</u> SoloGard:

- 5-year agreement valued up to \$50M
- \$400K purchase order received in May
- First product shipped in June 2025
- Revenue expected to ramp 2H 2025

#### **Building Commercial Momentum:**

- Purchase orders secured and shipments are advancing
- Manufacturing enhancements underway for expected growth

#### **Transformative InjectEZ Opportunity:**

- Pending agreement supports 2026 PFS commercialization
- Foundational agreement currently under review

#### **Traded on Nasdaq: STSS**

- Shares Out.: ~1M (1.4M Fully Diluted)
- Series A Warrants: 328K out of the money
- Series B Warrants: 20K (98% since eliminated from raise)
- Options: 76K
- \$11.9M cash position; no debt
- Market Cap: ~\$6M

