

PharmaJet®



Media Kit

Injections Without Needles

Company Overview



PharmaJet is a medical device company dedicated to the development of needle-free injection technology, with the goal of reducing the use of needles in healthcare settings around the world. The Jet Injector delivers liquid vaccines in approximately one-tenth of a second intramuscularly (directly into a muscle) or subcutaneously (just beneath the skin). It eliminates needlestick injuries and needle reuse, while reducing cross-contamination and sharps waste disposal caused by needles.

PharmaJet's Needle-Free Injector has U.S. FDA 510(k) marketing clearance, CE Mark and WHO PQS certification among various other country-specific approvals. For more information, visit www.PharmaJet.com.

Product Overview



Refer to Instructions for Use to ensure safe injections and to review risks.

The PharmaJet Needle-Free Injector administers vaccines either intramuscularly (directly into the muscle) or subcutaneously (just below the skin) by means of a narrow, precise fluid stream that delivers the medicine or vaccine through the skin in approximately one-tenth of a second.

Benefits of PharmaJet Needle-Free Injector:

Safe

- No needles = no needlestick injuries AND no needle reuse
- Auto-disabling syringe

Easy

- Versatile and field-fillable
- Easy-to-administer, minimal training required
- Ergonomic design

Cost Effective

- No external power source needed
- Minimal syringe dead-space = reduced waste of vaccines

- Accurate and consistent injections
- Reduced cost per injection
- No sharps disposal necessary = reduced cost and waste of sharps
- Delivers medicines/vaccines to the desired tissue depth – intramuscular (IM) and subcutaneous (SC) tissue

Comfortable

- Minimizes injection-associated fear and anxiety for the patient and administrator = better experience for all constituents

Benefits of Needle-Free



Needleless injections reduce sharps waste disposal and eliminate needlestick injuries, the possibility of needle reuse and cross-contamination.

Benefits of Needle-Free injections include:

- Eliminates needlestick injury (including the associated costs for testing, treatment, etc.)
- Eliminates needle reuse
- Reduces cross-contamination caused by needles
- Reduces expensive and potentially hazardous “sharps” disposal costs
- Reduces healthcare costs
- Increases profit margins
- Reduces patient and administrator anxiety
- Improves patient compliance by eliminating needle phobia
- As fast as traditional injection protocols — does not interrupt workflow in high-volume immunization scenarios

Why is Needle-Free Important?

- According to OSHA, there are between 600,000-800,000 needlestick injuries every year in the U.S. alone.¹
- Needlestick injuries can expose healthcare workers to up to 20 different blood borne pathogens including HIV and hepatitis B and/or C.²
- Each needlestick injury costs approximately \$3,000 for lab fees, labor and post-exposure follow-ups.³
- PharmaJet’s innovative Needle-Free Injector now enables medical professionals to administer vaccines to patients without the fear of contracting blood-borne viruses.
- Eliminate the needle = reduce these problems and improve the patient experience

References

1. “Safer Needle Devices: Protecting Health Care Workers.” OSHA.gov. OSHA, n.d. Web.

2. “Cost of Needle Stick Injuries.” Leject.com. LeEject Syringe & Needle, n.d. Web.

3. “Needlestick Injuries Are Preventable Events.” Needlestick Injuries Are Preventable Events. Healthcare Risk Management Review, 09 May 2013. Web.

Needle-Free Injection



The PharmaJet Needle-Free Injector reduces patient anxiety associated with needle-phobia.

PharmaJet Needle-Free Injection:

- Delivers a better customer experience, reducing fear and anxiety associated with needle injection.
- Eliminates needlestick injuries and reduces “sharps” waste disposal costs.
- Auto-disabling feature eliminates the possibility of re-use.
- No external power needed to operate; rated for 20,000 injections.
- Delivers 0.5 mL fixed dose of liquid medication to desired intramuscular (IM) and subcutaneous (SC) tissue depth.
- FDA 510(k) marketing clearance for delivery of liquid medications and vaccines in a 0.5 mL volume.
- First and only needle-free jet injection device to receive WHO PQS certification for purchase in 140 countries worldwide.
- PharmaJet is based in Golden, Colo., with U.S. based manufacturing.

Executive Bios

Ron Lowy, Chairman and Chief Executive Officer

Mr. Lowy has a Bachelor of Science degree in Mechanical Engineering from the University of New Hampshire and a Master of Business Administration from the University of Wisconsin. Ron joined Pharmajet as Co-Chairman of the Board of Directors in October 2011 and was appointed Chief Executive Officer in early 2013. He is also the Chairman of the RAL Group, LLC, a venture and technology management group. He has more than 30 years of experience managing and growing technology based global businesses.

Mr. Lowy serves on the Boards and as an advisor to several Medical Device, education and information technology companies. Ron also serves on the Board of Directors of BookTrust, a non-profit focused on inspiring kid's passion for reading. He served as the interim CEO of Helicos in 2009/10. Previous to that Mr. Lowy served as the President and CEO of Fisher Biosciences, a division of Fisher Scientific. Before joining Fisher Biosciences, Mr. Lowy was President of Global Connectivity Solutions for ADC Telecommunications. He also served as President and Chief Operating Officer at the KRONE Group. Mr. Lowy spent the first 15 years of his career in operations, technology and general management positions at GE Medical Systems.

Jeffrey A. Jordan, Chief Financial Officer

Mr. Jordan has a Bachelor of Science degree in Mechanical Engineering from the United States Military Academy at West Point and a MBA from the University of Maryland. Jeff has more than 20 years of experience in corporate finance. In his previous role, he directed the global finance functions for the Laboratory Products Group of Thermo Fisher Scientific, supporting \$1.9B in annual revenue and 10,000 employees. Jeff has worked in several industries including life science tools, telecommunications and industrial chemicals. He has extensive experience in strategic planning, forecasting, significant capital investments, acquisitions and integration activities.

John Grosh, Chief Operating Officer

Mr. Grosh earned his Bachelor of Science degree in Mechanical Engineering from Ohio State University, a Master's degree in Mechanical Engineering from the University of Florida and a MBA from the University of California. John has more than 30 years of global experience in technical, operational, and executive leadership roles at Terumo Blood Collection Technologies, Thermo Fisher Scientific, and the Krone Group. He has expertise in complex technology and scale up, from product development to manufacturing for new businesses, as well as operational execution for large multi-continent businesses.

Executive Bios continued

Heather Callender-Potters, Vice Chairman and Chief Business Development Officer

Ms. Callender-Potters has a Bachelor of Arts degree in International Management from Claremont McKenna College and an MBA from Wharton, the University of Pennsylvania. One of the co-founders of the company, Heather has 23 years of Private Equity fund management and international investment (BCEE; Enterprise Investors) across multiple jurisdictions, and has managed individual investments and financial investor consortiums, ranging from \$1 million to an excess of \$100 million. She has also held board positions with several companies across a variety of industries ranging from auto-parts, to systems integration, publishing, and light-manufacturing.

Chris Cappello, Chief Technology Officer

Mr. Cappello has a Bachelor of Science degree in Mechanical Engineering from Colorado State University and his PMP certification. He has over 10 years of Project/Program Management experience and experiential Medical Device development. Chris has managed multiple cross functional teams and departments in the successful design, development, clearance and launch of both reusable & high volume disposable medical devices. He has driven the development of disruptive medical device technologies at companies such as AlloSource and Applied Medical.

Michael Seely, Vice President Sales

Michael has a Bachelor of Arts degree in Neuroscience from Amherst College. He has led high-performance sales & marketing organizations in the medical device arena in the US, Asia, Europe and Latin America. Mr. Seely has held executive leadership roles at Pfizer Pharmaceuticals, Johnson & Johnson, Gambro, CaridianBCT, and most recently, MBio Diagnostics. He is experienced with both direct and distributor channels commercializing existing medical devices as well as launching new and disruptive technologies. Michael speaks Spanish and Portuguese, and has been an ex-patriot in Singapore, Mexico, Brazil and Europe.