

Unilife Medical Solutions

ASX Spotlight Series

Stock Exchange Listing

ASX : UNI

Company profile

Unilife Medical Solutions is a US-based and Australian-listed company focused on the design, development and supply of innovative safety medical devices. Target customers include the pharmaceutical manufacturers, healthcare facilities and patients who self-administer prescription medication. The Company's proprietary range of prefilled and clinical syringes incorporates automatic and fully-integrated safety features which can protect those at risk of needlestick injuries. The Unifill syringe will be supplied ready-for-filling with the injectable drugs and vaccines of pharmaceutical manufacturers. Unilife has a strategic partnership with sanofi-aventis, under which they have contributed with a €10 million exclusivity fee and committed to pay an additional €17 million to fund Unilife's industrialisation program for the product. Upon the scheduled completion of the industrialisation program in late 2010, the Company expects to commence the supply of the product to sanofi-aventis. Unilife is also in discussions with other pharmaceutical companies that are seeking to obtain access to the Unifill syringe.

- More than 50 drugs and vaccines are available in a prefilled syringe format.
- Combined these drugs and vaccines generate total sales of more than \$50 billion per year.
- To comply with laws in North America and Europe which currently, or soon will, mandate the use of needlestick prevention devices within healthcare facilities, pharmaceutical companies are increasingly supplying prefilled syringes with a safety device. Currently however, there is no prefilled syringe available with automatic and fully integrated safety features.

[Click here to access the company's 2009 Annual Report](#)

Operations

- Unilife is an ISO 13485 certified company with FDA-registered medical device manufacturing facilities in Central Pennsylvania.
- It specialises in the design, development, manufacture, validation and supply of innovative medical devices, and the automated assembly systems used to manufacture them.
- Unilife is establishing a number of supply relationships with other established suppliers of materials and manufacturing systems used for the delivery devices purchased by pharmaceutical companies.

Recent Developments

- Industrialisation Agreement with sanofi-aventis: Commitment to complete and fund the A\$30million Industrialisation program for the Unilife Ready-to-Fill Syringe. Retained right to negotiate with other pharmaceutical companies within therapeutic drug classes to be negotiated.
- Commenced US production of the Unitract 1mL Syringes on an automated assembly system developed and operated out of Unilife's FDA-registered manufacturing facility in Pennsylvania.
- Proposed redomiciliation from Australia to the U.S., with a proposed listing on NASDAQ.
- Capital raising of A\$42 million, including a A\$32 million Placement to Australian and US investors, and a A\$10 million Shareholder Purchase Plan.

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Significant Contractual Arrangements

- Signing of exclusivity and industrialisation agreements with sanofi-aventis, a global pharmaceutical leader in therapeutic drug markets such as vaccines, thrombosis, oncology and diabetes.
- Relationship with the Commonwealth of Pennsylvania for the creation of jobs and further investment within Central Pennsylvania.

Future Outlook

- Continue to proceed with the industrialisation program for the Unifill Syringe (Ready-to-Fill) Syringe, which is running one-year ahead of schedule and targeted for completion in late-2010
- Complete proposed redomiciliation of the Company to the US, and a proposed listing on NASDAQ
- Finalise signing of an Exclusivity List with sanofi-aventis which will specify therapeutic drug arenas where they will have the exclusive right to negotiate the purchase of the Unifill Syringe.
- Continue discussions with other pharmaceutical companies which are also seeking the right to utilize in Unifill Syringe in other therapeutic markets outside of those held by sanofi-aventis

Presentation by: Alan Shortall, Chief Executive Officer



Alan is an experienced entrepreneur who has guided the growth and international development of Unilife since its inception. He has served as CEO and a member of the Company's Board of Directors since September 2002 and has been involved in the commercialization of Unilife's safety syringe technology for more than eight years. He operates in partnership with the Board and is responsible for the executive management team, with responsibility for the effective leadership and business development of Unilife worldwide. Mr. Shortall has a solid understanding of the characteristics and advantages of the Company's products, as well as substantial marketing and commercial experience. In 2008, the trade magazine *Medical Device and Diagnostic Industry (MD&DI)* named him as one of 100 Notable People in the medical device industry. Mr. Shortall has relocated from Sydney, Australia to Pennsylvania in 2008.

Also attending from Unilife Medical Solutions:

- Stephen Allan – Vice President of Marketing and Communications
- Bernhard Opitz – Senior Vice President of Operations
- Mark Hassett – Director of Sales and Marketing

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