



Fiscal 2007 Year End Results
Period ending 30 September 2007

David Christie, President and CEO



Agenda

- Business Overview
- F07 Financial Results Summary
- F07 Achievements
- F08 Strategic Priorities
- F08 Guidance
- Question & Answer



Introduction

- Incorporated in 1992
 - Regulatory clearance in 1997
- New management November '06
 - Broad, deep experience in medical device industry
- Inventor, manufacturer, seller
 - **FAST1™** Intraosseous (“IO”) Infusion System
 - Over 110,000 sold to date
 - Fastest, most effective delivery of drugs
 - Solid intellectual property protection
 - ❖ 8 patents in 8 countries

Current Solutions are Inadequate

- In cardiac arrest, veins collapse
 - IV is virtually impossible
- Central lines require a doctor
 - 10 minutes to insert
- Costly, risky, sometimes deadly
- Abysmal survival rates
 - 15% of in-hospital "Code Blues"
 - 5% curbside cardiac arrests



The Solution: ***FAST1***™

- Think ***FAST***: a “***firehose to the heart***”
- Seconds to establish the line
 - Seconds later drugs are in the heart
- Easily done by any caregiver
 - on the battlefield, curb-side or in-hospital
- Safe, sterile, single-use, fully disposable

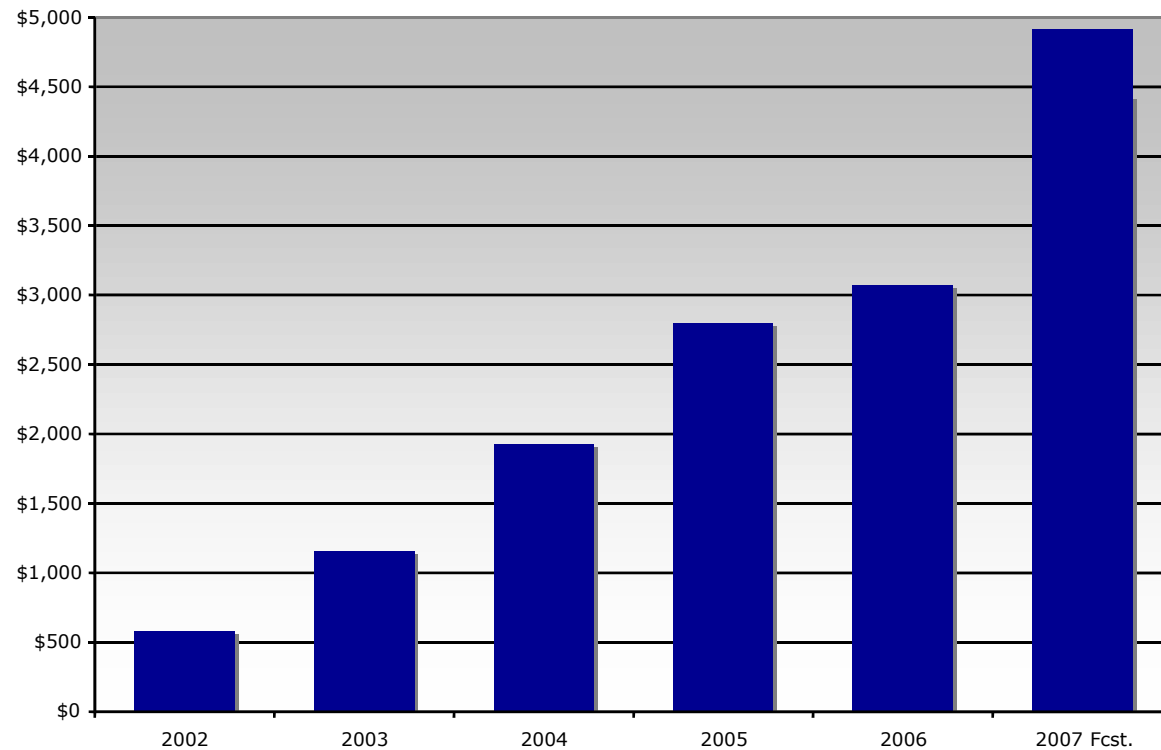


Current Business

- Drives premium average price of \$175 each @ >70% gross margin
- Military market is great for Pyng
 - \$3.8 million/year in current sales
- The real opportunity: 30 times larger
 - Hospitals & emergency medical services

Accelerating Growth Trajectory

Revenue (\$000)
FY 2002 - FY 2007





Revenue, Income Surpass Expectation

- \$4.8 million Revenue
 - 60% growth over prior year
- \$859 thousand net after-tax Income
 - \$0.09 Earnings Per Share
 - 12-fold growth over prior year
- \$478 thousand Income from operations
 - 10% of revenue



Strong Cash Flow

- **\$899K** Earnings Before Interest, Taxes, Depreciation, Amortization (EBITDA)
 - 19% of revenue
- **\$787K** Cash on-hand
 - versus \$426K in 2006
 - 85% year-over-year increase



Solid Balance Sheet

- \$1.6 million Working Capital
- Debt-free
- \$500,000 Unutilized Line-Of-Credit



Fiscal '07 Summary- Accomplishments

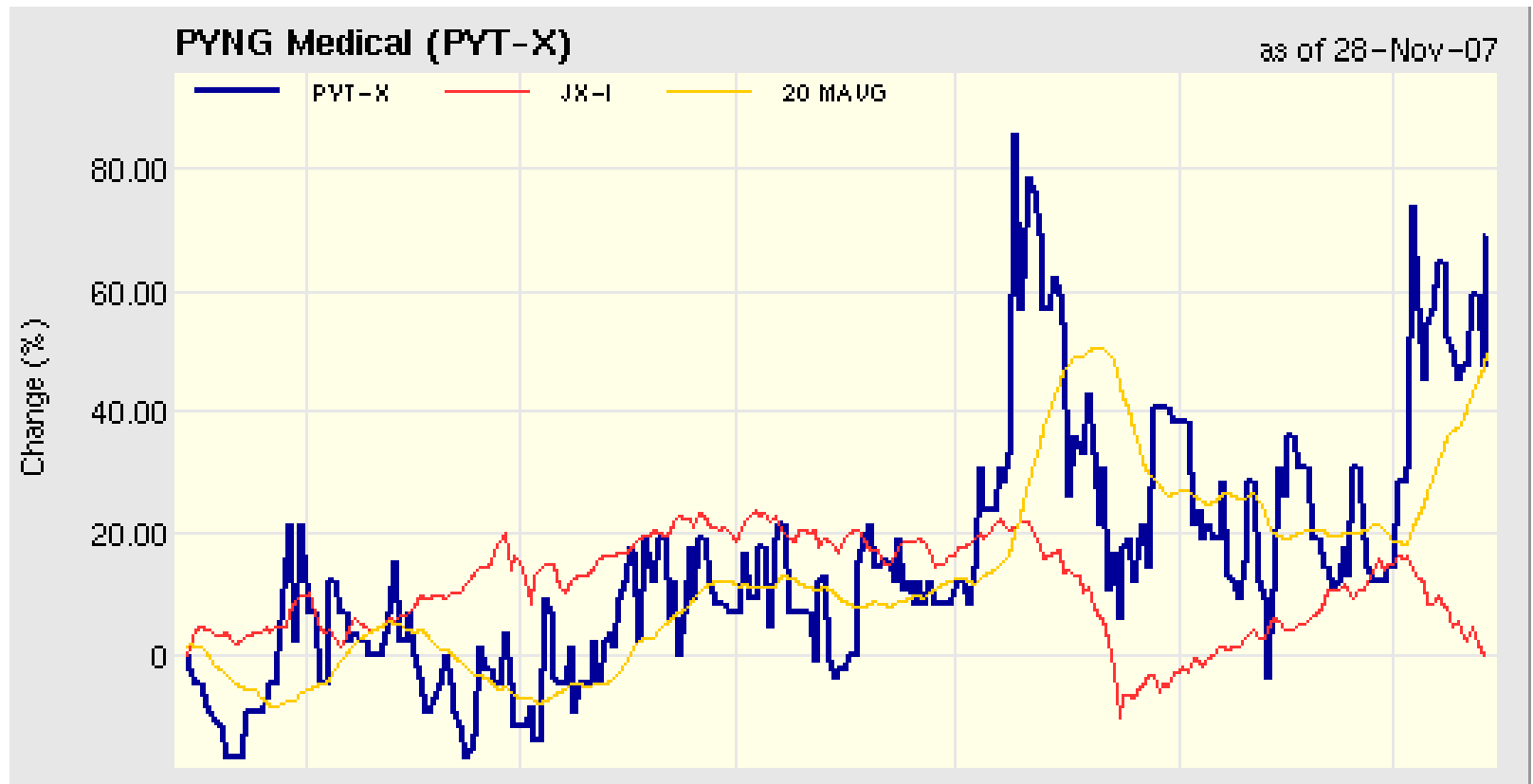
- Strengthened senior management team and related personnel
- Executed diversification strategy
- New business with DND
- Appointed Asian and Latin American representatives
- Expanded EU & UK presence
- Prototyped next generation ***FAST1***TM

F07 Summary - Accomplishments

- Filed enhanced ***FAST1*** with FDA
- TSX Venture 50 listing
- Graduated to Tier 1 on TSXV
- Launched new brand identity
- Consecutive quarterly growth
- Profitable every quarter
- 50% year-over-year stock price increase

PYNG MEDICAL

12-m PYT trend vs. TSXV = +50%



Near-term Market Opportunity

- The real opportunity
 - Hospitals & emergency medical services
- ILCOR/AHA Guidelines November 2005 specify IO infusion whenever IV fails
- Cardiovascular disease
 - #1 cause of death in the US
- Cardiac arrest is a growing problem
 - 325,000 deaths/year

Hospital & EMS opportunity

- **>\$120M** total market potential (US)
 - Sales recur every 2nd year or sooner
- **\$60M** hospital market for **FAST1™** equipping “Crash Carts”
 - *150,000 carts x 2 FAST1/cart x \$200 ASP*
- **\$66M** EMS market
 - *400,000 IO-eligible ambulance runs @ \$165*



Strategic Priorities Fiscal 2008

- In-licensing/acquisition opportunities
- Continued geographic expansion
- Diversify into new vertical markets
- Broaden indications for use
- Initiate clinical trials
- Appoint European region manager



Strategic Priorities Fiscal 2008

- Broaden sales with US federal govt
- Leverage distribution strength
- Advance product development
- Expand manufacturing capacity
 - Continue to lower COGs
- Raise Pyng's profile with key stakeholder groups



F08 Guidance

- \$5.8 million revenue
- \$400 thousand income
- Assumes dollar parity
- Successfully execute strategic plan
- Maintain open, transparent style



Questions and Discussion

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TSX-V:PYT

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Thank you for your interest in Pyng