



Fiscal 2008 Year End Results Period ending 30 September 08

David Christie, President and CEO

www.pyng.com

Agenda

- Business Overview
- Q4/F08 Financial Results
- F08 Achievements
- Enhanced Business Strategy
- F09 Strategic Priorities

Introduction

- Incorporated in 1988
 - **FAST1®** Regulatory clearance in 1997
- New management November '06
 - Broad, deep experience in medical device industry
- Inventor, manufacturer, seller
 - **FAST1®** Intraosseous (“**IO**”) Infusion System
 - Over 160,000 sold to date
 - Fastest, most effective delivery of drugs
 - Solid intellectual property protection
 - ❖ 9 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

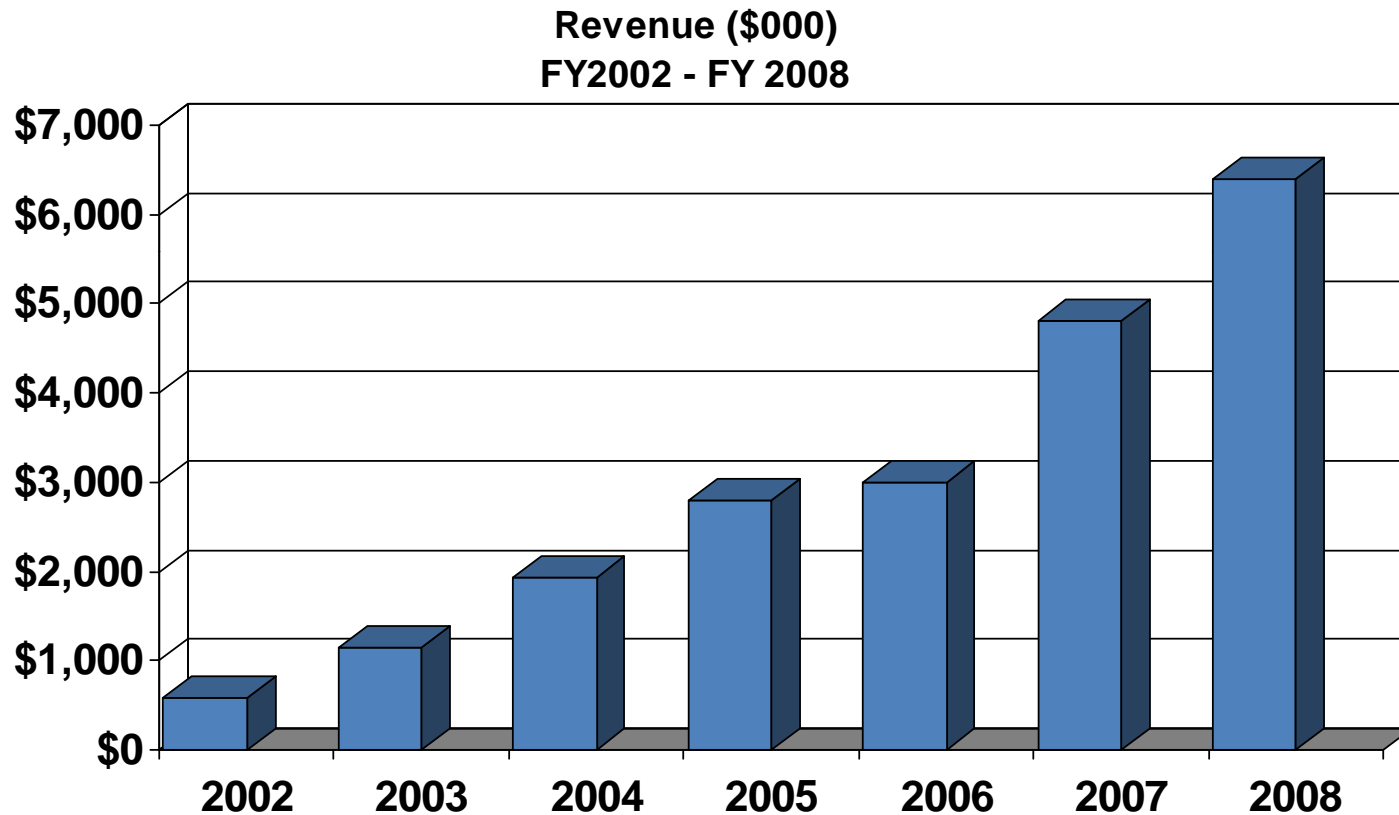
The Solution: **FAST1®**

- 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, curbside or in-hospital
- Safe, sterile, single-use, fully disposable

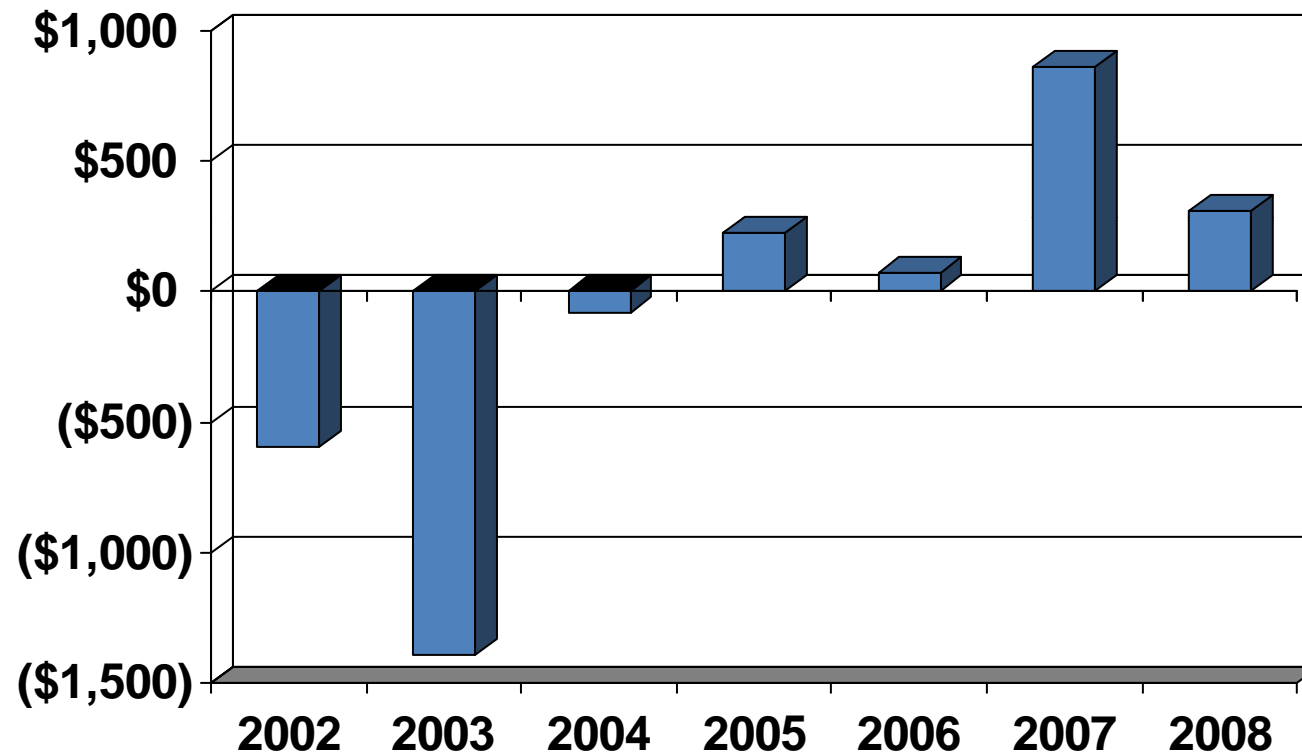
Current Business

- Drives premium average price of \$175 each @ >70% gross margin
- Military market is great for Pyng
 - >\$5 million/year in current sales
- The real opportunity: >20 times larger
 - Hospitals & emergency medical services

Accelerating Growth Trajectory



After Tax Profits (\$ thousand)



Fiscal Q4 Results (Sept 30/08)

Revenue & Income

- \$2.2 million revenue
 - 56% growth over Q4/07
- \$1.5 million Gross Margin or 70%
- Operating expenses declined on a percentage of sales
 - from 49% to 42%

F08 Revenue, GM & Income

- Revenue of \$6.5 million
 - 36% increase (\$4.8m fiscal 07)
 - Exceeded guidance of \$5.8 million
- \$4.6 million Gross Margin or 70%
- \$1.3 million op. cash flow: 20% of sales
- \$859 thousand before-tax income
 - 13% of gross revenue
- \$310 thousand net income after tax

Balance Sheet

- Working capital of \$361K
- Unutilized LOC: \$1,000,000
- Outstanding Loan:
\$714K over 4 years

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
 - Broaden sales with US federal govt
- ✓ \$5.8 million revenue

Fiscal 08 Key Accomplishments

- Expanded **FAST1** indications (>12 years)
- Sustained revenue growth:
 - 36% increase to \$6.5 million
 - 8th consecutive quarter of profitability
- Four-fold increase in product portfolio through initial asset acquisition
- Expanded international distribution network
- Enhanced Board, Management and Sales Team
- On-track with strategic initiatives

Rapid Growth Expansion Strategy

Four-fold expansion strategy to achieve rapid growth:

- Leverage base business in new markets
- Aggressively launch new products
- Accelerate growth on acquired products
- Pursue complimentary acquisitions on in-revenue products accretive to earnings

Asset Acquisition (June/08)

- Complimentary trauma products purchased from BCI
 - ***T-POD® & MAT®***
 - \$1 million/year revenue @ 70% gross margin
 - Paid \$1.6 million cash
 - ***CRIC™***
 - FDA pending
 - \$750K DOD grant to develop
 - Will pay \$750 thousand in three installments

T-POD, MAT & CRIC

- All synergistic to our core product
 - Fits perfectly with **FAST1** and ABCs of resuscitation
- Same markets, same distributors, same call points, same people
- Adds significant revenues at comparable gross margins
- Very few direct costs (one sales person)
- Immediately accretive to earnings

T-POD

- Pelvic stabilizer
- Saves lives in “open-book” pelvic fractures
- The only external device shown to be equivalent to surgical fixation
- Also used to control pain for any pelvic fracture or after surgery
- Includes hospital direct accounts
- Global patent-protection

MAT

- Mechanical advantage tourniquet
- Saves lives and limbs
- The only tourniquet that meets all ten DOD requirements
- Patents-pending
- Featured in August issue of JEMS
- Global sales in pre-hospital and military markets

CRIC

- The “leatherman” of cricothyrotomy devices
- Saves lives when upper airway is obstructed
 - #2 preventable cause of loss of life on the battlefields of Iraq & Afghanistan
- Patents & FDA pending

Near-term Market Opportunity

- The real opportunity
 - Hospitals & emergency medical services
- ILCOR/AHA Guidelines November 2005
 - specify IO infusion whenever IV fails
- ***T-POD, MAT & CRIC***
 - all synergistic to ***FAST1***

Hospital & EMS opportunity

- **>\$120M** total market potential (US) for **FAST1®**
 - Sales recur every 2nd year or sooner
- **\$53M** hospital market equipping "Crash Carts"
 - *150,000 carts x 2 FAST1/cart x \$175 ASP*
- **\$70M** EMS market
 - *400,000 IO-eligible ambulance runs @ \$175*

Strategic Priorities Fiscal 2009

- \$10 million in revenue
- **CRIC** launch: pending US FDA clearance
- Expand US sales force: Winter '09
- Secure hospital distributor: Winter '09
- **FASTx** launch: Spring '09
- Initiate second acquisition: Fall '09
- Properly capitalize Pyng

Investment Highlights

- Enhanced Board, Management & Sales team with aggressive growth strategy
- Market leading product portfolio with strong IP
- Strong financial performance (profitable with sustained revenue growth)
- Top-tier international distributor network (>160,000 devices sold)

Investment Highlights

- Multiple large market opportunities (EMS, hospital and military – domestic & international)
- Credible third-party validation
- 2009 Milestones (commercial launch of ***FASTx*** and ***CRIC***)
- Relatively Recession Proof

For More Information

Pyng Medical Corp

www.pyng.com

TSX-V:PYT

David Christie

President and Chief Executive Officer

dchristie@pyng.com

1-800-349-7964

Thank you for your interest in Pyng Medical

www.pyng.com