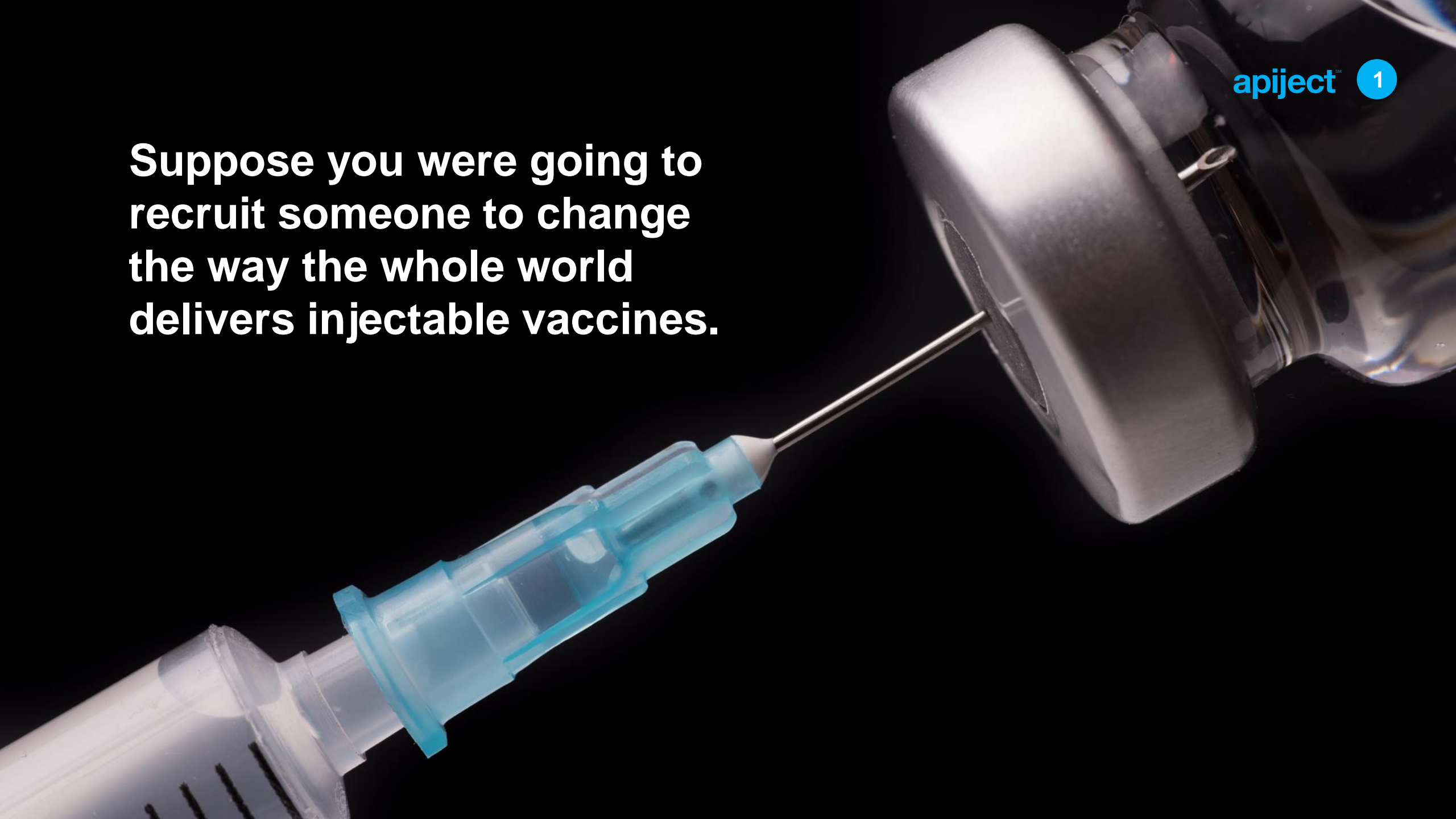


It's time to change the way drugs are delivered

Suppose you were going to recruit someone to change the way the whole world delivers injectable vaccines.

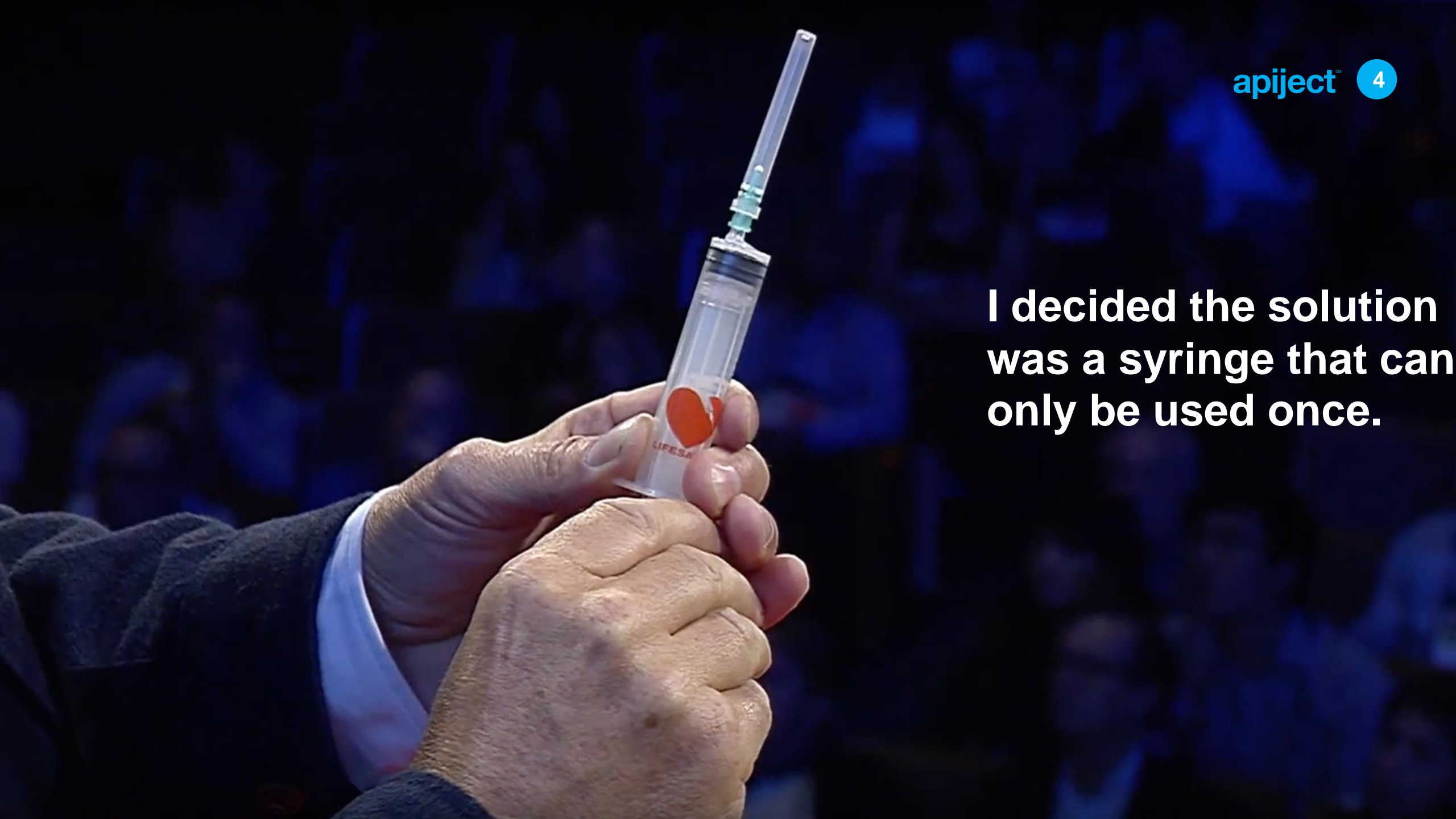


I am none of these things.



**Back in the 1980s I learned
about a giant problem.**






**I decided the solution
was a syringe that can
only be used once.**

A close-up shot of a person's hands holding two syringes. The person is wearing a dark, textured coat. The background is a blurred crowd of people under blue lighting. The syringe in the right hand is larger and has a broken orange plunger. The syringe in the left hand is smaller and appears intact.

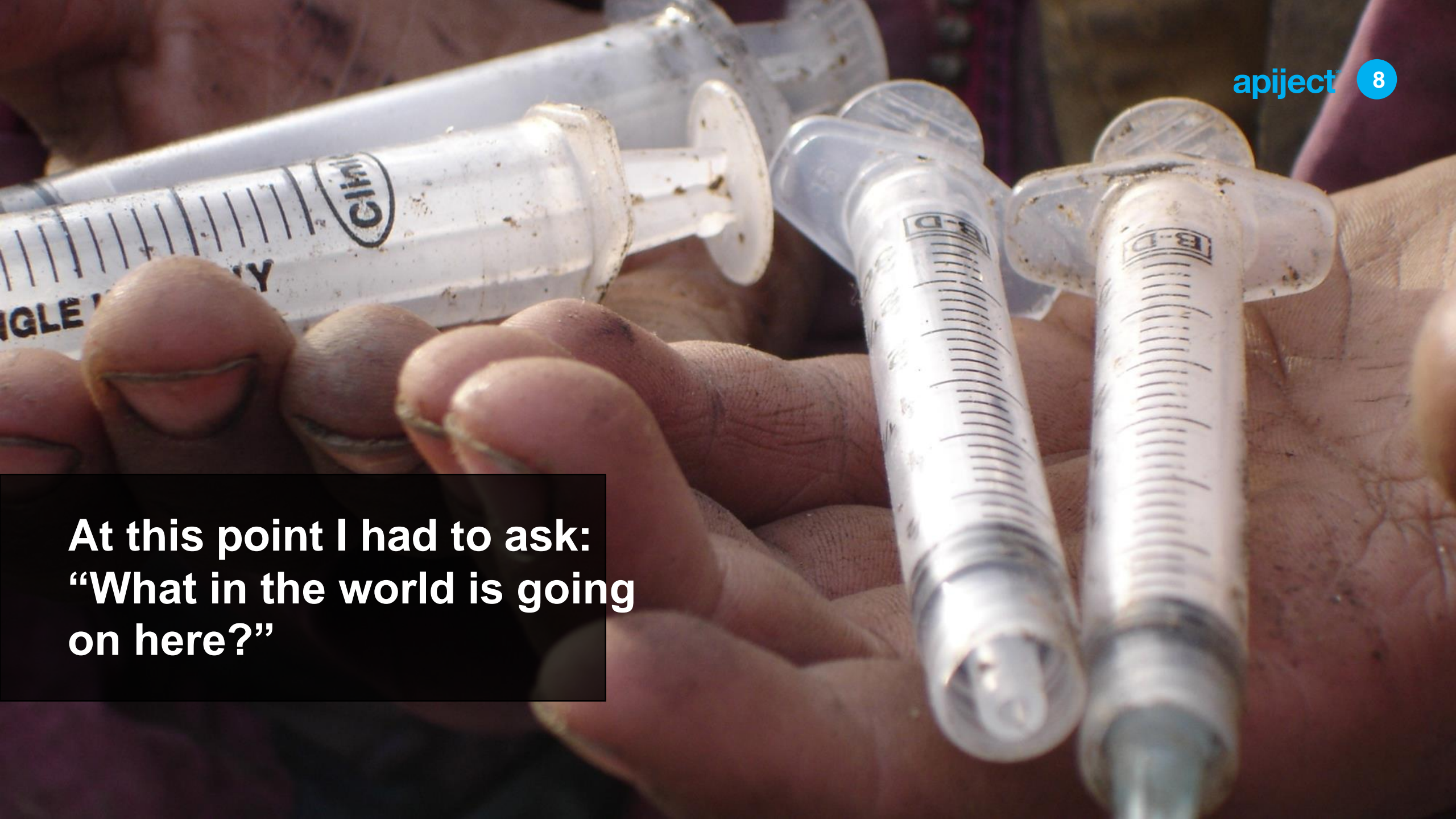
**But if you try to give a
2nd injection with the
K1, the plunger breaks**

**After many years the
WHO and UNICEF decided
“enough is enough.”**






**But most countries still
wouldn't use AD syringe.
Not even for vaccines.**

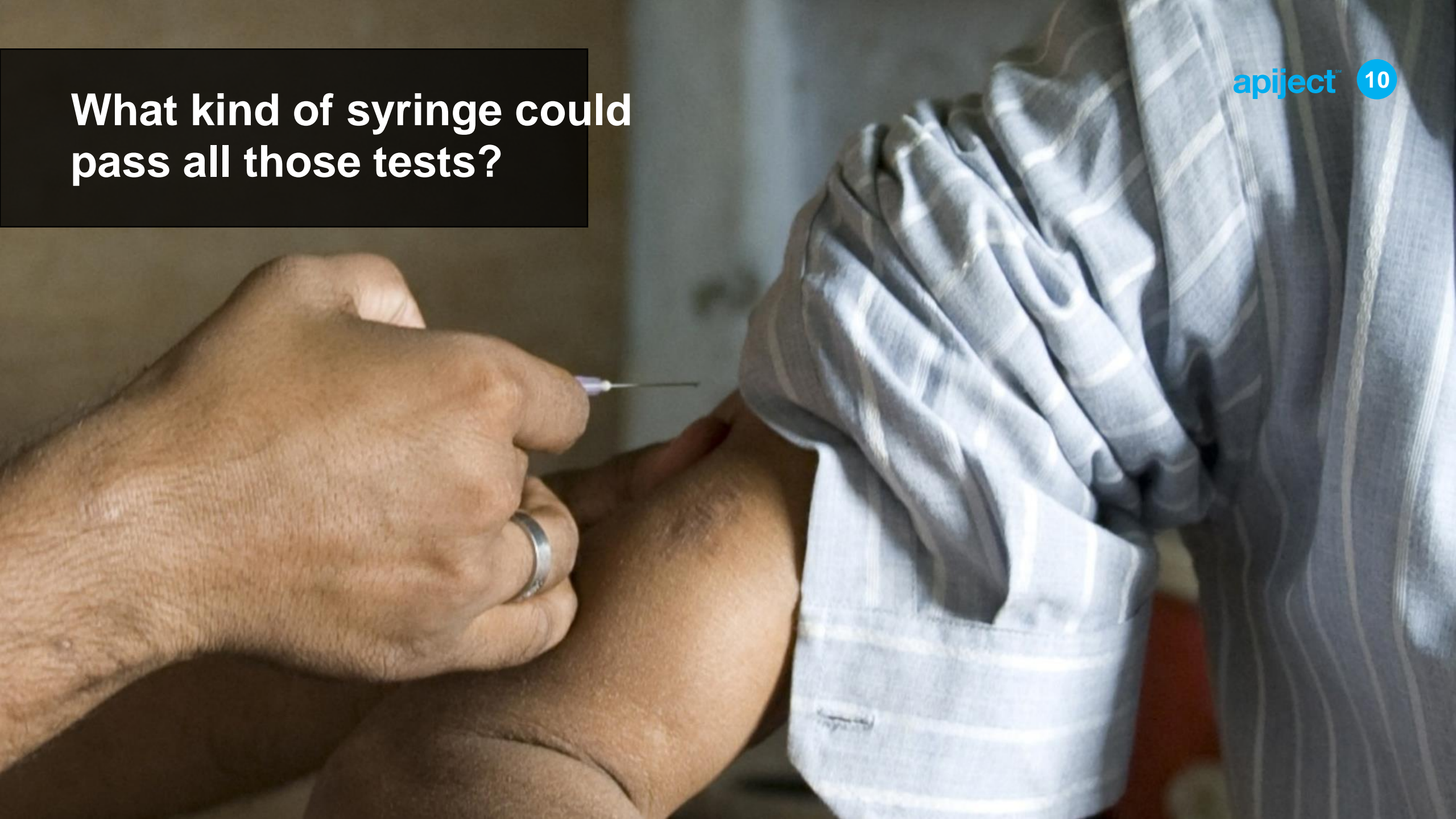


**At this point I had to ask:
“What in the world is going
on here?”**



I realized the
problem goes deeper
than technology.

**What kind of syringe could
pass all those tests?**




The key is eliminating glass vi

It was time to design a new kind of syringe from the ground up. A syringe that met all these tests.



**But Uniject™ still cost too much.
So unfortunately...**



A close-up photograph of a group of African children. In the center, a young girl with braided hair looks directly at the camera with a serious expression. To her right, a young boy also looks forward. In the foreground, the back of a child's head is visible, and another child's face is partially seen on the left. The background is slightly blurred, showing more children. A dark semi-transparent box with white text is overlaid in the bottom right corner.

There was still one very large unanswered question.

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BOTTELPACK

sample

I'm the kind of person that
refuses to give up.



I found something called
“BFS” technology.




What we needed next was a way to marry a needle to a B squeeze bubble container.

The solution is an attachable needle hub. Like putting a nozzle on a hose.





**We call this soft syringe
“ApiJect.” We think ApiJect
is a breakthrough.**



**For the first time in the history
of syringes, the safest solution is
now the most affordable solution.**



Our first customers will be national or international organizations that sell or subsidize vaccines and drugs.


**Two years from now, we will
launch another breakthrough**

Data Chip



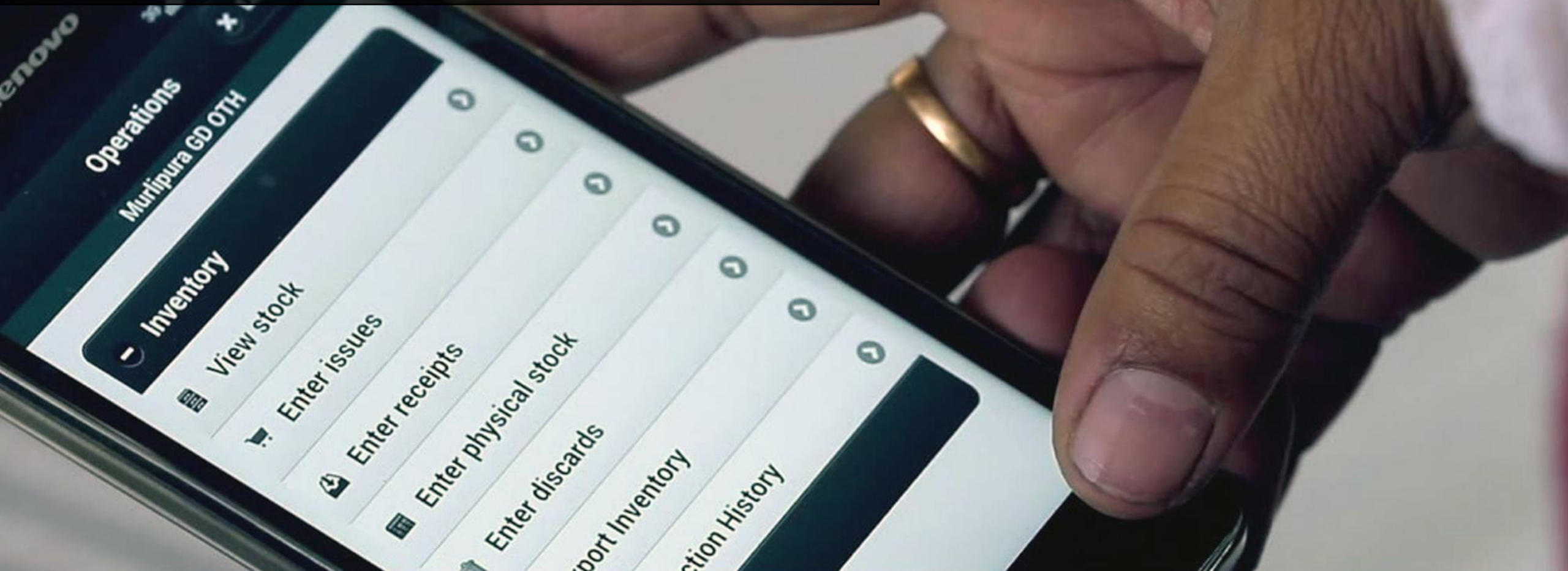
That means comprehensive reports on critical trends, patterns, successes and challenges.



A photograph of two women sitting at a table. The woman on the left is older, wearing glasses and a yellow sari, looking at a smartphone held by the younger woman on the right. The younger woman is wearing a red and white patterned top and is focused on the phone. The background is blurred, showing other people and tables in what appears to be a community center or office setting.

This new data will transform how health organizations plan and run their global emergency and immunization programs


Data services will be a major initiative for us. Very quickly, data will become a big part of ApiJect's benefit.



And, there's a lot of new opportunity for ApiJect to serve global health by expanding the data layer.



**Actionable field data
can save millions of
lives
every year and
support
a lot of new product**



In the coming years, ApiJect will expand to serve 3 more large sectors worldwide...

**The commercial
pharmaceutical
market.**



The small farm animal market.





The pet market.

A close-up photograph of a man and a young child. The man, on the left, has a beard and is smiling broadly, showing his teeth. He is holding the child's hands. The child, on the right, is laughing with their mouth open and eyes wide. The child is wearing a green garment with yellow circular patterns. The background is a textured, light brown wall.

ApiJect: It's time to reinvent coverage, safety and data for better equity and results in global injections.

THANK
YOU

