



Universe of Prefilled Syringes  
and Injection Devices

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# SAN product family: Addressing patient-centered challenges in injectable drug delivery

David Daily  
CEO & Co-Founder

- 2003 established
- 20 years in drug delivery devices
- Fruitful collaboration with Elcam Medical (E3D) – the Flexi-Q autoinjectors
- NEW: SANs (**S**afe **A**uto-**N**eedles), DALI's innovative line of safe and easy-to-use injection devices with a unique combination of features





## Safety syringes are **NOT** designed for self-injection

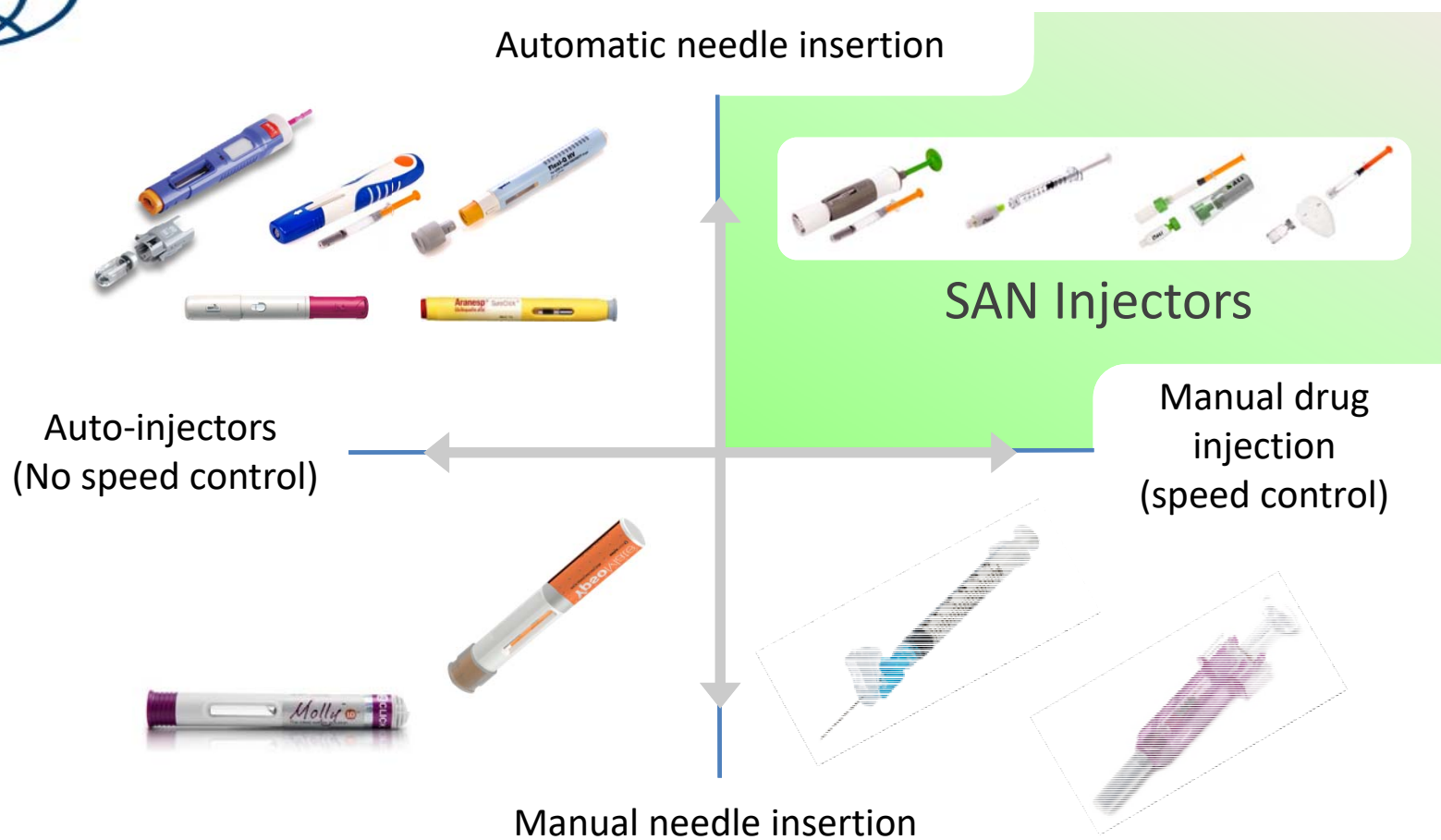


My mother encountered many problems when self injecting heparin:

- ~45° needle bending during RNS removal
- Incomplete dose injection
- Exposed contaminated needle



# Disposable Injector Market Segmentation



## Market Research Survey Conclusion\*

A significant percentage of patients would like to control injection speed **AND** benefit from the ease of use of automatic needle insertion (like in autoinjector).

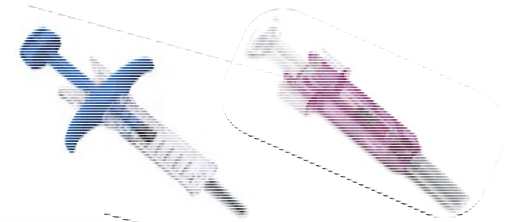
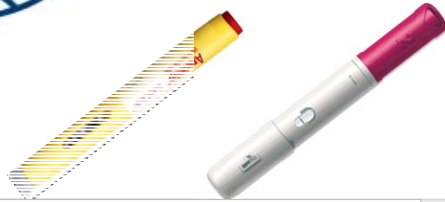


SANs

\* As presented at PDA UPS conference, Vienna 2015



# SAN Product Line – Unique Combination of Features



## From autoinjectors:

- ✓ **Automatic** needle insertion
- ✓ **Passive** sharps protection
- ✓ **Hidden needle** at all times



## From prefilled, safety and standard syringes:

- ✓ **Manual control** of injection speed

... reduced anxiety and perceived pain, associated with needles

... reduced pain associated with fast injections





# SAN Product Line

Click on pictures for the product page and video at [dalimed.com](http://dalimed.com)



SAN-P  
for use with

PFS with staked  
needle



SAN-L  
for use with

a luer syringe



SAN-DV  
with a vial adaptor

Drug transfer and  
reconstitution systems



SAN-DV Pro  
with a vial adaptor

## SAN-Light



For use primarily by healthcare professionals - the SAN-Light is a premium safety needle for luer syringes with:

- passive (automatic) needle protection
- without the automatic needle insertion

**Strong IP position:** International patents filed; some are granted







**SAN-P**

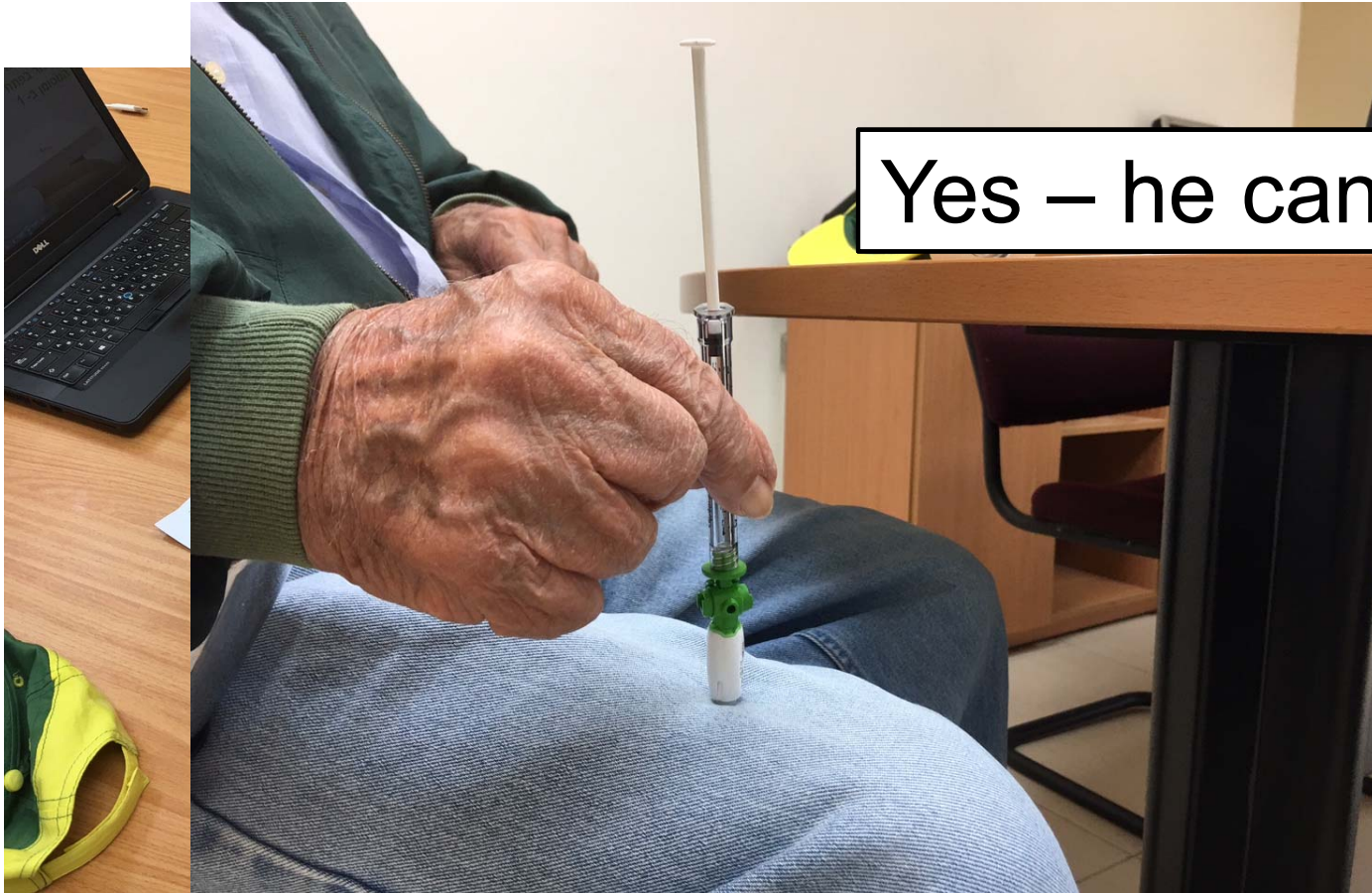
**Safe Auto-Needle**  
for Use with Staked-Needle  
Prefilled Syringes



**DALI**  
Medical Devices



# SAN DV Pro - HF formative study (92 years old)





# DAI & Elcam Joint Development – Flexi-Q Auto-Injectors

Autoinjectors develop/ed in collaboration with Elcam Medical (now E3D, [www.elcam3d.com](http://www.elcam3d.com))



## Disposable

Selected by major pharma



### Flexi-Q PFS

Disposable autoinjector for drugs in Pre-Filled Syringes (PFS)

FDA 510(k) cleared



### Flexi-Q DV

Disposable autoinjector for drugs in vials



### Flexi-Q HV

Disposable autoinjector for Low to High-viscosity drugs in PFS

## Reusable

Selected by major pharma



### Flexi-Q mMU

Mechanical reusable autoinjector for drugs in PFS



## DALI's approach – “Device Better”

- We do not want to develop a COPY..., even if the originator's device patents have expired
- We always strive to develop a BETTER device –
  - ✓ Better usability
  - ✓ More intuitive & easier to use
  - ✓ DEVICE THAT THE USERS WANT TO USE
- ➔ a “DeviceBetter” may provide a **COMPETITIVE ADVANTAGE for the generic/biosimilar drug** (other than price)





## Summary – how we can help?

- **Over 20 years** of experience in injectable drug delivery
- **From concept through commercialization**
- **Customizable unique SAN solutions, or, new solutions per specific needs** - for major pharma, generic and biosimilar companies
- **Flexibility** in production location / CMO according to client's preferences
- **High-value/high production capacity** products, but also – **niche & small market customized** products
- **Extensive, evolving IP** ([ask us for our pipeline](#))







**THANK YOU 😊**

**Consider the significant percentage of patients that fear of needles but also want to control the injection speed to reduce their injection pain**

**Meet us at booth X65**

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