



Medical Product Catalogue

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Equinox Sales in 2020/21



500,000 COVID tests



400,000 gowns



9M gloves



5M+ masks



150+ trauma cases conducted



A\$10m+ invoiced revenue



Over 10 Australian R&D investments

CASE STUDY

The ANDiS system has been clinically validated and adopted by Sonic Healthcare for ultra-rapid COVID testing at the following centres :

- Sullivan Nicolaides Pathology, Brisbane, QLD
- Melbourne Pathology, Melbourne, VIC
- Douglass Hanly Moir Laboratories, Sydney NSW
- Southern IML Pathology, Wollongong, NSW
- Capital Pathology, Canberra, ACT





ANDiS RNA & DNA Extraction System from 3DMed

High-throughput pooled extraction, COVID and Influenza Detection

① *ANDiS 350 RNA Extraction System + ANDiS Viral RNA Auto Extraction & Purification Kit*



Product Features

- Super-fast(9.7mins)
- Biosafety cabinet fitting
- Fully automated
- Contamination free
- Cartridge prefilled
- Efficient & Reliable



Technical Specifications

NMPA

Applicable Specimens	Swab, Serum, Plasma, Urine etc
Volume of Sample	200 µL as recommended sample addition
Elution Volume	100 µL
Technology	Magnetic beads based
Operation	Fully automated
Turn-around-time	Less than 10 mins
Compatible instrument models	ANDiS 350, NP968-C, PANA9600S, E96-II, KY-32A, 3H-480EX, 3H-320EX
Sample Throughput	16/32

32 Samples
within 9.7 mins





ANDiS 350 RNA Extraction System

Technical Specifications

Product Type	ANDiS 350
Reaction Volume	30μl-1000μl
Sample Throughput	16/32
Magnetic beads recovery rate	>95%
Extraction variation	CV<1%
Heating temperature	Adjustable from room temperature to 115° C/240° F
Reagent type	Magnetic bead-based open source reagents
Well plate	96 deep well plate
Operation system	Android system in Chinese and English with touch screen
Memory storage	Up to 500 programs
Program management	Add, edit, and delete programs
UV lamp	Yes
Light	Yes
Device size	15.8 in x 15.8 in x 17.8 in 40 cm x 40 cm x 45 cm
Device weight	35kg



The ANDiS System significantly improves efficiency at a lower cost

Easy

- 7-inch touch screen
- Pre-installed reagents
- Program import through USB interface
- Android operation system

Efficient

- Magnetic bead recovery rate >95%
- Process 32 samples in under 30 minutes
- Validated Pooled Protocol 2:1, 5:1
- Saliva sample sensitivity

Compact

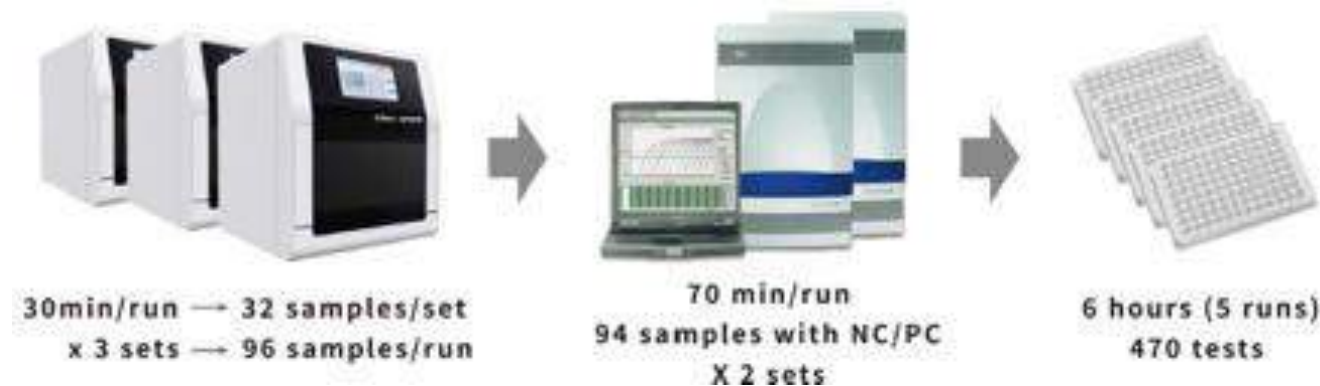
- 40 cm x 40 cm x 40 cm
- Fit in biosafety cabinet easily

Flexible

- Compatible with a variety of magnetic beads kits
- >500 programs can be stored; can be optimized according to the sample type
- RNA + DNA extraction

Reliable

- Equipped with UV lamp to avoid cross contamination
- CV<3%



ANDiS is a new, ultra-rapid, high-throughput diagnostic system for the extraction of patient saliva samples and for the detection of the SARS-CoV-2 and influenza viruses.

Over the last 12 months Equinox has clinically validated, registered the ANDiS® Extraction, Purification and PCR System (ANDiS) in Australian laboratories.

The ANDiS system is capable of conducting over 2000 patient sample extractions per day, a significant increase from systems currently in use.

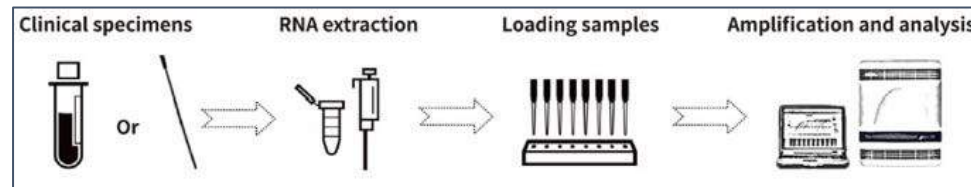
The ANDiS system is emerging as a cornerstone of a rapid, affordable, population-wide testing for coronavirus and influenza, to expedite the resumption of interstate economic activity and travel.



The ANDiS system has been clinically validated and is in routine use with a major Australian laboratory group as the primary extraction middle-ware :

- Brisbane, QLD
- Melbourne, VIC
- Sydney, NSW
- Wollongong, NSW
- Canberra, ACT

400,000+ extraction units supplied
80,000 held in country
3PL delivery in use





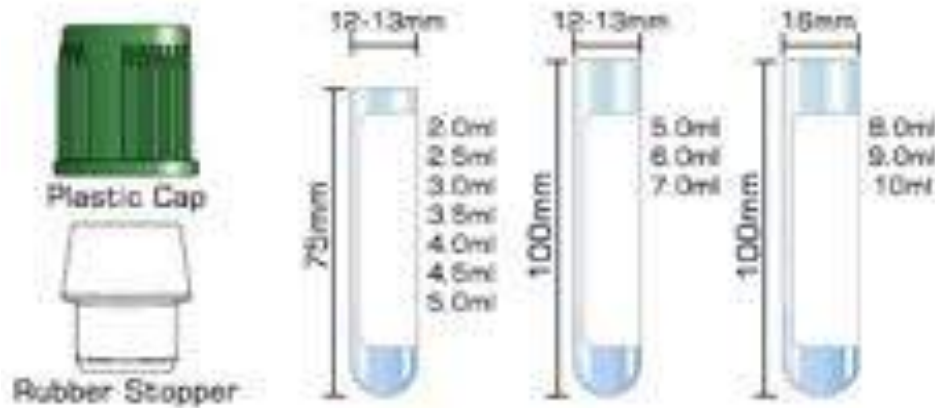
COVID Testing & Vaccination Consumables





Vacuum blood collection tubes features are as follows :

- Compatibility with gold standard pathology centrifuges machines
- Shipped with additives dependant on application
- High quality single use materials
- vacuum blood collection tube has include sharp blood collection needles and desinated holder.



SERUM	PLASMA	COAGULATION	SERUM SEPARATOR	ESR	WHOLE BLOOD	BLOOD GLUCOSE
PLAIN	HEPARIN	SODIUM CITRATE 1:9	GEL	SODIUM CITRATE 1:4	EDTA	FLUORIDE

*Heparin Plasma tube pictured



WEGO Syringe Series bring low cost, without the quality compromise

- WEGO has been manufacturing syringe & needles since its foundation in 1992 and is a leading global supplier
- WEGO has over 120 sets of injection moulding machines, 15 sets of full-automation assembling machine, 20 Sets of cube ethylene oxide sterilization containers for syringe production lines
- Syringe series includes; common syringe, safety syringe, auto-disable syringe (AD), pump syringe, polycarbonate colourful syringe (PC) and insulin syringe.
- All kinds of needles are provided across the range
- WEGO is committed to delivering a quality service and supply of disposable syringe & needle products.
- Current markets include USA, EU, Russia, South Africa, Brazil, Turkey, India and over 65 other countries.





VivaDiag COVID-19 Rapid Antigen Nasal Test

Test Features & Benefits

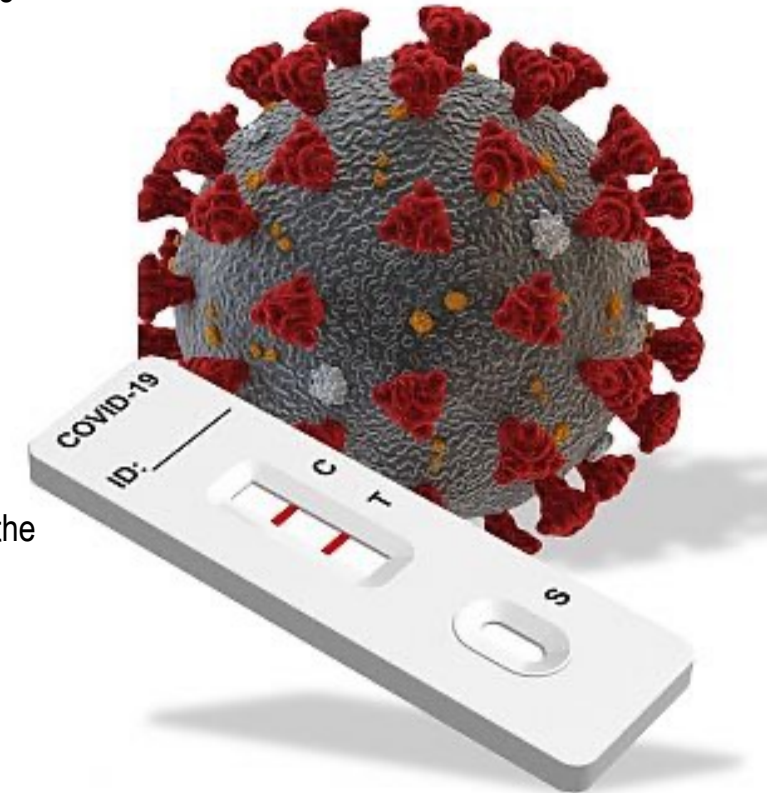
- Rapid antigen testing is a screening test not a diagnostic test to help detect COVID-19 in people without any symptoms of COVID-19.
- Rapid antigen testing that has been approved by the TGA mainly involves a nasal swab (using a small cotton bud) that is placed into a chemical buffer solution.
- Saliva swab testing has recently been approved by the TGA.
- The rapid antigen tests can be performed easily and onsite with results displayed within 15 minutes
- Most tests use colloidal gold as the red fluorescence indicator on the testing strip.

Accuracy

- The sensitivity of nasal rapid antigen tests detecting positive results correctly, ranges from 85% to 99%
- The gold-standard in SARS-CoV-2 diagnosis is PCR testing whose sensitivity is normally above 98.5%
- There are 3 types of test quality measurements :-
 - **Sensitivity** - is the ability of a test to correctly identify patients with the disease i.e. positive result
 - **Specificity** - the ability of a test to correctly identify people without the disease i.e. negative result
 - **Accuracy** - is the ability of a test to correctly differentiate the patients with the disease and the patients without the disease. In order to estimate the accuracy of a test, the proportion of true positives and true negatives in all evaluated cases is calculated over all cases.

Usage History

- The first rapid antigen tests in Australia were approved late 2020 by the TGA.
- However, only recently have State Health organisations begun to endorse rapid antigen tests under strict guidelines (NSW Health in July 2021).
- The tests have not yet been endorsed nor guidelines provided by State Governments in S.A., N.T., & TAS.
- The tests have been used widely internationally since mid 2020.
- Australian industries and corporates have been screening employees for COVID-19 without symptoms since early 2021.
- There are no self-assessment tests in the home approved by the TGA but they are currently assessing the benefits of this.

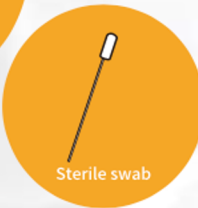


VivaDiag™



Each box contains:

- 25 Test cassettes
- 25 Sterile swabs
- 25 Tubes extraction fluid
- 25 Extraction tubes & tips
- 1 Tube stand



SARS-CoV-2 Antigen

**NOT FOR AT-HOME TESTING !
FOR PROFESSIONAL USE ONLY !**

VivaDiag™ SARS-CoV-2 Ag Rapid Test is for the rapid, qualitative detection of the nucleocapsid protein antigen from SARS-CoV-2 in human nasal swab, oropharyngeal swab or nasopharyngeal swab specimen. The test is for in vitro diagnostic use only.

- **ARTG** listed: No. **348890**
- Results in **15 minutes**
- Results highly correlated to Real Time PCR testing
 - **Sensitivity: 98.84%**
 - **Specificity: 99.57%**
 - **Accuracy: 99.26%**



Available in boxes of 25 tests and 24 boxes per carton.

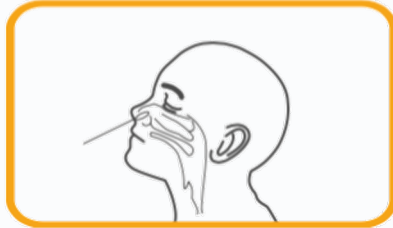
SPECIFICATION

Test Principle	Colloidal Gold
Sample Type	Nasal swab, oropharyngeal swab
Sample Volume	60 µL
Test Time	15 min
Operation Temperature	15-30°C
Storage Temperature	2-30°C
Shelf Life (Unopened)	24 months

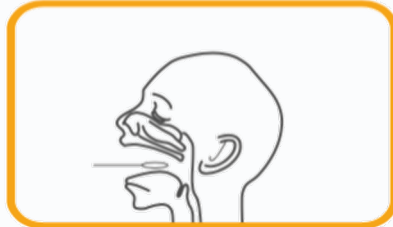
SARS-CoV-2 Ag Rapid Test

1. Specimen Collection

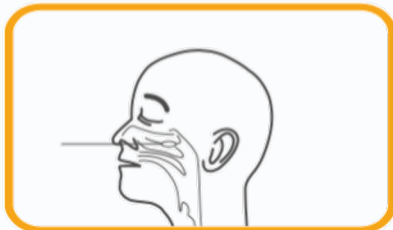
Nasal swab



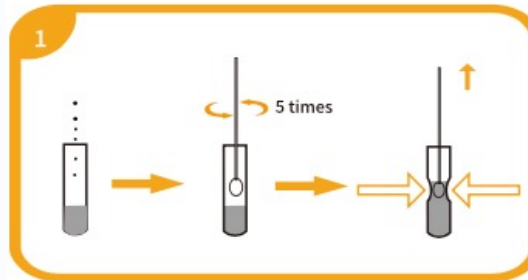
Oropharyngeal swab



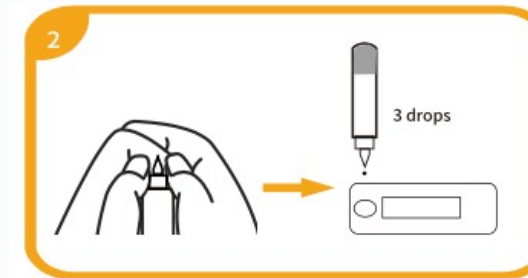
Nasopharyngeal swab



2. Solution Preparation

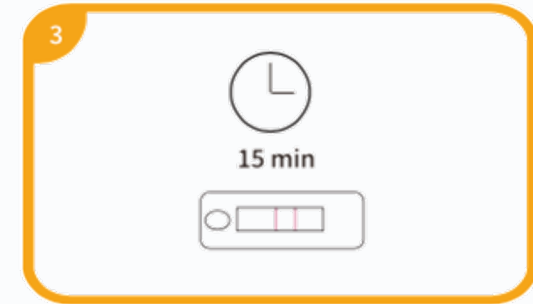


1. Prepare the specimen



2. Apply the extracted specimen

3. Detection

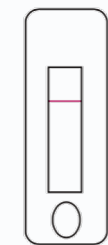


3. Read the test result

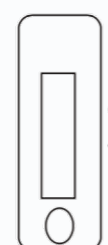
Result Interpretation



Positive



Negative



Invalid



Note: The VivaDiag™ SARS_CoV-2 Ag Rapid Test has ONLY been designed to act as a supplementary test for suspected cases of negative coronavirus nucleic acid detection or in conjunction with nucleic acid detection in the diagnosis of suspected cases. Results from nucleocapsid protein antigen testing should not be used as the sole basis to diagnose or exclude SARS-CoV-2 (COVID-19) infection or to inform infection status.





3D Medicines (3DMed)

3DMed

- 3D Medicines (3DMed), founded in 2010, is a leader in precision medicine in China dedicated to making early and personalized diagnosis accessible to each patient.
- 3DMed set the standard of innovation in automated molecular diagnostics and artificial intelligence (AI) to help physicians leverage genetic information to tailor treatment to individual patients.
- 3DMed clinical laboratory is accredited by College of American Pathologists (CAP) and certified by Clinical Laboratory Improvement Amendments (CLIA) to provide clinical testing in various disease areas
- Early in the COVID-2019 outbreak, 3DMed responded rapidly by developing a series of RT-qPCR-based tests (the 3DMed SARS-CoV-2 Detection Kit and the ANDiS SARS-CoV-2 & Influenza A/B Detection Kit) for qualitative detection of SARS-CoV-2 in upper and lower respiratory specimens.
- Regarding the critical extraction step before detection, 3DMed integrated automated solution (ANDiS Automated Extraction System and Regents) to remove the detection bottleneck and to maximize lab detection capacity





About Equinox & WEGO



Equinox has a highly experienced leadership team



ADAM CROWE
Director and Chief
Executive Officer

- Seasoned business development executive with extensive experience in procurement and supply chain
- Successfully delivered sustainable value in major healthcare categories such as PPE, prostheses, pharmaceuticals, pathology & radiology for leading healthcare organisations



PROF. MICHAEL COOPER, OAM
Medical Director

- Internationally-recognised multidisciplinary surgeon in endometriosis, fertility and advanced endoscopic surgery
- 26 years of experience
- Clinical Associate Professor of Sydney University Department of Obstetrics & Gynaecology



A/PROF. ANDREW LEICESTER
Director and Chief
Medical Officer

- Renowned Orthopaedic surgeon based in Bowral, with part time duties at Sydney Children's Hospital and Goulburn
- 26 years of experience
- Associate Professor of University of Wollongong



DAVID MITCHELL
Director,
Business Development
and Sales

- Over 20 years' experience in marketing and sales management roles in leading pharmaceutical companies
- Extensive product launch experience into the specialist and hospital markets



WILLIAM COOPER
Chief Operating
Officer

- Background in biomedical and mechatronic engineering
- Experience working with early-stage biotech ventures across finance, supply chain and operations



GERRY ZHAO
Finance Director

- 20 years' experience in financial services at senior roles with global investment banks and local accounting firms
- Advised numerous global corporates and private equity funds on M&A and capital raisings



FRANK FAN
Finance Manager

- Statistical analysis and financial forecasting expertise
- Analysing financial data and performance to explore investment opportunities and evaluate performance
- Developing Financial modelling and forecasting development for long and short term commercial plans.



ANNABEL SWEENEY
Medical Consumables
Manager

- Project Management Expertise
- Sustainability and Recycling Ethical Product Development Local Manufacturing of medical equipment

- The Weigao Group was established in 1988, and has since become the largest diversified medical device manufacturers in China.
- Total workforce of 23,000 and 100,000 hectares of manufacturing facilities, based in Weihai, Shandong Province.
- Dedicated staff of 10,000 involved in the production and sales of branded disposable medical devices.



Dominant local providers, emergent international players

- WEGO products have been registered in over 60 countries, with major launches in 2017 in the US, 2018 in Europe.
- WEGO is dedicated to innovation and reinvests almost 10% of all profits into R&D driving global growth.
- EQUINOX launched the WEGO brand in Australia and New Zealand in 2019, introducing high-quality orthopaedic devices for trauma and spinal surgery.
- EQUINOX is the exclusive distribution partner and is driving the expansion of the WEGO offering to encompass its full product offering.

WEGO has state-of-the-art manufacturing facilities, built to exceed the highest European and US standards:

- **Chinese Standard: GB19082-2009**
- **European standard: EN14126- Level 4** (liquid barrier performance level II or above).
- Internationally recognised leader in medical device manufacturing,
- Reputation for uncompromising quality of materials and design,
- Highest-grade medical grade materials, sourced with strict supplier controls,
- Every device and instrument undergoes rigorous quality checks using the latest testing equipment and procedures.



Workshop Production Site



Specialized Production Equipment

WEGO is one of few manufacturers in China that has capability of adopting ETO sterilization using ethylene oxide processes.

This means that the WEGO sterilized products won't be corroded and can be wrapped and completely package to keep them sterile.

- ETO sterilization can kill all microorganisms, including spores, bacteria & viruses
- The sterilized articles can be wrapped and packaged together to keep them sterile before use.
- ETO sterilization does not corrode plastics, metals or rubber, and does not cause items to turn yellow and brittle
- Ethylene oxide can sterilize items with irregular shapes and complex structures



Sterilization CE Mark certification for single used medical devices

- Ethylene oxide can kill all microorganisms, including spores, bacteria, viruses, etc.
- The sterilized articles can be wrapped and packaged as a whole to keep them sterile before use.
- Ethylene oxide does not corrode plastics, metals or rubber, and does not cause items to turn yellow and brittle
- Ethylene oxide can sterilize items with irregular shapes and complex structures



ISO 14001



OHSAS 18001



CE



ISO 13485



Equinox Nation Wide Distribution - Logistics Solution

- Equinox has an exclusive partnership with EWE, an Australian-based freight forwarding and logistics company
- Existing domestic 3PL network allows for strong negotiations on price and volume discounts from 3rd parties
- Equinox offers a single communication line for product procurement, distribution, freight forwarding, warehousing and site management
- Equinox, in partnership with EWE, delivers nation-wide across Australia as well as Asia.

Advantages of an Integrated Supply-Chain Network

- Reduced Warehouse Requirements
- Real-time inventory and order management
- Transparent product and logistics costs
- End-to-end delivery tracking, from manufactured materials to patients
- Economies of scale for high-volume medical consumables

