THE WALL STREET TRANSCRIPT
Connecting Market Leaders with Investors

Quick-Med Technologies, Inc. (QMDT.OB)

J. LADD GREENO has served as Chief Executive Officer of Quick-Med Technologies, Inc., since August 2007. Throughout his career, he has held significant leadership roles in companies where technology, innovation and entrepreneurial spirit have been leveraged for sustainable growth. Prior to joining Quick-Med, Mr. Greeno served as Chairman, CEO and President of Agion Technologies, Inc., a leading provider of silver-based antimicrobial solutions. Previously, he built a highly diversified record of accomplishments during 25 years at Arthur D. Little, Inc., a global management and technology consulting firm. As Chief Operating Officer, Mr. Greeno led ADL's global business operations. Previously, he served as Senior Vice President and Managing Director of ADL's North American management consulting business. Mr. Greeno began his consulting career in the firm's strategy and organization practice, and he then built ADL's highly successful global environmental, health and safety consulting business with pioneering work in environmental assurance and sustainability. Mr. Greeno received an MBA from Harvard Business School and a BBA from the University of Oklahoma.

SECTOR — PHARMACEUTICALS

TWST: Would you please introduce us to Quick-Med and give us a history and overview of your operations?

Mr. Greeno: Quick-Med Technologies is a life sciences company that's developing and commercializing some very exciting advanced antimicrobial technologies for infection prevention and control. Quick-Med was founded in 1997 and is located in Gainesville, Fla. We develop novel technologies to address important unmet market needs and then partner with market leaders who bring our technology to the markets through licensing agreements with Quick-Med.

TWST: In terms of infection prevention, you have three core antimicrobial technologies. Let's talk about each of those. What is NIMBUS and what is it used for?

Mr. Greeno: NIMBUS is the first fundamentally new antimicrobial technology for medical device applications in more than 20 years. In fact, NIMBUS is so unique that it was cleared by the U.S. Food and Drug Administration under a De Novo review, a special clearance process where there is no predicate device because it's unlike any previously approved medical device. NIMBUS is a powerful antimicrobial technology that's effective against a broad spectrum of bacteria, including resistant pathogens such as MRSA. What makes NIMBUS better than other antimicrobials is that, in addition to being highly effective, it's also non-leaching and non-depleting. Essentially, it kills microbes more quickly and for a longer duration than other antimicrobials. Most notably, since NIMBUS is permanently bonded to the substrate, it remains at full strength far longer than any other antimicrobial on the market. Moreover, it's nontoxic and it has been specially designed to eliminate the risk of bacteria developing resistance.

TWST: Where and how is NIMBUS currently used? Is it commercially available?

Mr. Greeno: NIMBUS technology is currently available in traditional wound dressings in hospitals and other health care facilities. We've also licensed the technology to a Fortune 100 company that's a major player in the over-the-counter health care segment and look forward to the time when it will be available in wound care products in drug stores and retail outlets. Additionally, working with Avery Dennison, we've recently completed a development program to bring NIMBUS technology to medical-grade adhesives. And in separate, recently completed development programs, we have integrated our unique technology into catheter tubing and foam dressings. We continue to achieve some important traction with our NIMBUS technology in key medical device market segments. We believe NIMBUS can be a game-changing technology. Not only is it far more effective than existing antimicrobial technologies, but it's also faster acting,

longer lasting, safer and less expensive. NIMBUS offers patients, medical professionals and caregivers a significant improvement in wound care.

TWST: Let's look at *Stay Fresh*. What is it, what is it used for and what are the potential markets for that product?

Mr. Greeno: *Stay Fresh* is another breakthrough antimicrobial technology. It has been specifically developed for apparel and other laundered textile applications. It's a completely different chemistry from our NIMBUS technology and every bit as unique when compared to antimicrobial treatments currently available for textiles. Most antimicrobials must release their active agents in order to kill bacteria. As the active is released, the amount remaining on the treated textile depletes and sooner or later drops below the minimum inhibitory concentration level, which is the level needed to kill bacteria. Repeated laundering over the life of a garment is particularly challenging for most antimicrobial technologies, which release in the presence of moisture. As a result, antimicrobial-treated textiles can lose their effectiveness as they're repeatedly laundered.

Stay Fresh is not only a highly effective antimicrobial textile treatment, but it has been engineered to be highly durable, able to maintain "full kill" performance through 75 laundering cycles. Never before has there been a textile treatment that not only offers superior antimicrobial efficacy, but is also durable and affordable. The potential markets for this important technology are enormous. Our *Stay Fresh* technology was developed to meet the rigorous specifications of a military uniform application. There is a wide range of military clothing and other military textile uses where *Stay Fresh* can add an important feature. Once EPA antimicrobial registration, now pending, is in place, *Stay Fresh* will be ideally suited for health care and hygiene applications across many segments of the hundred-billion-dollar global textile industry. Commercial uniforms, athletic gear, bedding, hospital scrubs, undergarments and particularly garments that are shared or worn multiple times between laundering cycles among athletes, workers, students and others in institutional settings are all potential targets for our non-depleting antimicrobial technology.

TWST: The third product is NimbuDerm. Tell us about that.

Mr. Greeno: We expect our NimbuDerm technology to revolutionize the hand sanitizer market. Here again, Quick-Med scientists have done something that no one else has been able to do. We found a way to bond a safe, very large antimicrobial polymer via a breathable film barrier that comfortably and unobtrusively adheres to the skin. Most importantly, NimbuDerm maintains a protective long-lasting antimicrobial barrier for treated hands. The common drawback of today's hand sanitizer products is the lack of continuous long-lasting protection. Leading hand sanitizers are alcohol-based and provide instant sanitization of hands without any lasting or continuing protection. As soon as the alcohol agent evaporates — which is in the few seconds it takes for your hands to feel dry — the antimicrobial protection properties vanish, leaving the sanitized hands vulnerable to recontamination.

Persistent antimicrobial protection is important because many common touch surfaces can be contaminated with harmful microbes, and it simply isn't practical and can be irritating to wash or even to sanitize one's hands after each and every contact with a potentially contaminated surface. NimbuDerm forms a breathable film barrier that adheres to skin and maintains a protective antimicrobial barrier for treated hands. Though you can't feel it on your hands, the film will not wear off in typical activities for up to eight hours, resists removal by water, but can be easily removed with soap and water. Continuous, long-lasting antimicrobial protection for skin will contribute to healthier living. Clean hands are a person's first defense against infection from pathogenic organisms, as hand contact with contaminated surfaces has long been established as the primary means by which individuals catch germs. In fact, 80% of common pathogens in hospital, office and home environments are spread through hand contact. According to the Centers for Disease Control, good hygiene is critical to preventing the spread of harmful bacteria, including Methicillin-resistant Staph aureus, or MRSA. Other infectious diseases that are commonly spread through hand-to-hand contact include the common cold, flu and several gastrointestinal disorders, such as infectious diarrhea.

"Infection prevention is also a growing medical and consumer market with an as yet unmet need — a highly effective antimicrobial agent that does not deplete, leach, contribute to bacterial resistance or environmental degradation."

TWST: Tell us the value and revenue potential your technology offers to investors and potential partners?

Mr. Greeno: Quick-Med Technologies develops antimicrobial technologies that are fast acting, long lasting, durable and effective against a range of bacteria, all without the accompanying concerns that other antimicrobial agents are burdened by, such as leaching, depleting, contributing to bacterial-resistance or environmental degradation. The combined wound care, infection prevention and sanitization product markets account for a sizable share of consumer, medical and institutional spend globally. Our investors, shareholders and partners recognize the potential for significant revenue generation that flow from the various product applications that our technology affords.

TWST: With such broad-reaching technology, why did you choose to focus on these areas?

Mr. Greeno: We have focused on infection prevention and control because it's an enormous global problem where we believe we can make an important difference. Infection prevention is also a growing medical and consumer market with an as yet unmet need — a highly effective antimicrobial agent that does not deplete, leach, contribute to bacterial resistance or environmental degradation. As concerns about controlling the spread of infections in health care, domestic and educational settings mount, we believe our pioneering technology will offer superior value and efficacy to meet the needs of this growing market. In the U.S. alone, there are more than a 100,000 care-related infections resulting in death each year. To put that into perspective, 270 people per day die from these infections; that's the equivalent of one airline crash daily. Health care infections represent the fourth-leading cause of death in the U.S. — more than AIDS, breast cancer and auto accidents combined. Unfortunately, the problem is no longer concentrated in health care facilities, as MRSA and other resistant strains are increasingly being found in community settings. We are developing fundamentally new technology to help combat this preventable epidemic.

"Our technologies are protected from competitive threats by a strong patent portfolio. Our antimicrobial technologies are covered by four issued U.S. and eight foreign counterpart patents."

TWST: Are you looking at new product areas for your key technologies?

Mr. Greeno: Certainly, and we see many product areas where our technology could have an impact. For NIMBUS, we're currently working on several other advanced wound care formats, including hydrogels, films and hydrocolloids. Our *Stay Fresh* technology was developed to meet the rigorous standards and requirements of the U.S. military and as such, offers unparalleled antimicrobial performance for textile and clothing manufacturers. Once we receive EPA approval, we'll be actively seeking to license *Stay Fresh* technology to various commercial apparel and textile companies.

TWST: What is your strategy for bringing those products currently in development to commercialization?

Mr. Greeno: Our strategy for bringing product applications that are currently in development to commercial markets relies on out-licensing. Essentially, we partner with companies in key target markets to employ our technologies in their products. This strategy allows us to focus our resources on technology development and to pursue various target markets without having to build our own sales, manufacturing and distribution channels. By partnering with established companies and leveraging their capabilities and market presence, we're able to more quickly pursue a wider range of markets. We've also begun to partner with companies to jointly develop technology applications for their products. As is the case with our partnership with Avery Dennison, we're beginning to see companies view our technological and scientific capabilities as advanced enough to enter into joint development ventures where we work together to develop or tailor technologies for new product applications. Rather than only entering into partnerships to license a technology that we developed entirely our own, we're now expanding our opportunities through joint development partnerships.

TWST: Tell us about your intellectual property, the patents behind the products and why that patent protection is important to Quick-Med.

Mr. Greeno: Our technologies are protected from competitive threats by a strong patent portfolio. Our antimicrobial technologies are covered by four issued U.S. and eight foreign counterpart patents. This patent portfolio includes an additional 10 U.S. patents pending and 27 foreign counterparts. Five additional patent disclosures for key aspects of our antimicrobial technology are currently in preparation. We have solid intellectual property, while many of the established antimicrobial technologies are already off patent.

TWST: Has health care reform impacted your operations or do you believe it will?

Mr. Greeno: While there are some strong and diverse views about health care reform, there is consensus that controlling costs and preventing extended hospital stays are critical. Preventive measures and infection control will be even more important than they are now. With cuts to Medicare and the elderly preponderance to dermal ulcers, diabetic wounds, chronic wounds and infections due to compromised immune systems, our cost-effective and safe antimicrobial technology can make an important contribution.

TWST: What do you see as your major accomplishment since the interview last year?

Mr. Greeno: We've accomplished a great deal in the past 12 months. We've expanded our products under our first NIMBUS license, extended our initial NIMBUS licensing beyond the professional health care market in North America to include over-the-counter retail markets and signed up our first licensee outside North America. We've also completed development programs for NIMBUS adhesives and NIMBUS catheters, and are on track to complete a development program within a few weeks for a NIMBUS advanced wound care dressing. In anticipation of a forthcoming antimicrobial registration for *Stay Fresh* from EPA, we've completed commercial scale-up work for our *Stay Fresh* binder formulation, and we were able to achieve

significant cost reductions while carrying out this work. We've identified and qualified two formulators to support us in serving prospective licensees. We were granted two additional U.S. patents for our NIMBUS technology and filed 11 additional U.S. patents and selected foreign counterparts. But what's most encouraging, we've continued to build our business development and technology application pipelines.

TWST: You have a very experienced management team. What keeps all of you enthusiastic about coming to work every day?

Mr. Greeno: We have a terrific leadership team and a highly talented group of scientists. The entire Quick-Med team believes in the important difference that our technology can make in terms of supplanting aging technology, providing safer, nontoxic alternatives, and lowering overall costs to address many needs that are unmet due to cost considerations.

TWST: What do you feel investors should know about Quick-Med that they may not currently understand?

Mr. Greeno: The transformation our company has achieved over the past year reflects the interest that our technology is generating among established market leaders and other innovative companies. We're at a stage where market leaders are beginning to recognize the need to evaluate our technologies to keep from being left behind. We firmly believe that current antimicrobial technology is now poised to move beyond the "cost versus efficacy" paradigm, thus opening access to markets and applications previously thought of as impractical. Quick-Med's work to advance the nascent science of antimicrobials in that direction represents the next step in the evolution of this burgeoning technology.

TWST: Thank you. (LMR)

Disclosures:
Safe Harbor Statement
Forward-looking statements (statements which are not historical facts) contained herein and subsequent statements made by and on behalf of the Company are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. For this purpose, any statements contained in this interview that are not statements of historical fact may be deemed to be forward-looking statements. Without limiting the generality of the foregoing, words such as "may", "wilI", "to", "expect", "plan", "believe"~ "anticipate", "intend", "could", "would", "estimate", and/or "continue" or the negative or other variations thereof or comparable terminology are intended to identify forward-looking statements involve risks and uncertainties, including those risks that are discussed in the Company's filings with the Securities and Exchange Commission ("SEC"), which may be accessed at the SEC's Edgar System at www.sec.gov.

Antimicrobial Efficacy Data
This interview includes references to microbiology data to assist in technology evaluation. Data discussed herein were collected using standard laboratory methods and are presented solely to substantiate the efficacy of Quick-Med's antimicrobial technologies. Discussion of this data is not intended to be a public health claim. NIMBUS® technology received FDA market clearance for use in a wound dressing in February, 2009. Stay Fresh™ technology has not yet received EPA antimicrobial registration. NimbuDerm™ technology is neither FDA-cleared nor EPA-registered at this time.

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