

Dear Valued Partners,

Z-Medica is taking precautions to ensure the COVID-19 (coronavirus disease) does not impact our customers and that we help prevent the spread of the virus. The health and well-being of our associates, clients, and employees is of utmost importance to us.

In the spirit of true partnership, we want to provide you with a few updates regarding the measures Z-Medica is taking to sustain our business operations, supply of QuikClot® products and how we can help you during this time.

We do not anticipate any delays or impact to delivery or manufacture of QuikClot® products due to COVID-19. Z-Medica maintains an adequate inventory of finished goods as well as raw materials to cover customer demand for the foreseeable future.

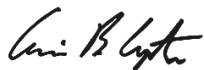
We continue to follow guidance issued by the Centers for Disease Control (CDC) and the World Health Organization (WHO). We are embracing state and federal guidelines provided to reduce the risk of contracting and spreading COVID-19.

QuikClot® is continuing to supply products to help control bleeding fast. Z-Medica's team of experts are ready to help during these times of uncertainty in a few key areas:

- **Blood Shortage:** The shortage of blood donations over the next several weeks could potentially reduce the availability of blood for transfusions. This will make it critical to ensure adequate supply of QuikClot Control+ to minimize unnecessary blood loss during Trauma Surgery.
- **Patient Transport Delays:** Patient transport for First Responders may be delayed due to hospitals overwhelmed by COVID-19 care. Controlling bleeding during these longer than normal transport times will be necessary as typical protocols are disrupted.
- **Essential Personnel:** Nurses, staff, First Responders and/or contracted health care providers are being asked to assist in different units outside their normal coverage area. In this time of need, Z-Medica is here to help. All QuikClot® products are intuitive to use and can easily be taught via remote in-services or trainings.

Z-Medica wants to thank all individuals for the work they are doing for their communities in managing this pandemic. We continue to stay focused on saving lives and improving patient outcomes. We want you to know we are all in this together. If we can be of further assistance, feel free to reach out directly.

Kind Regards,



Eric Compton  
President & Chief Executive Officer

