FREQUENTLY ASKED QUESTIONS

1. **Is MEDIHONEY® made with regular honey?**
   No. MEDIHONEY® is the leading global brand of medical honey-based wound and burn care made from a specific honey that is derived from the pollen and nectar of the Leptospermum tea tree. Active Leptospermum Honey is the only species of honey shown in a randomized controlled study to significantly help wounds — that have stalled under first-line treatment — to progress towards healing.

2. **Why is Active Leptospermum Honey different than any other honey?**
   While there are other honeys sold into the global advanced wound care market, only MEDIHONEY® with Active Leptospermum Honey has been shown to have certain unique attributes that are beneficial to wound management. The quality and grade of honey can vary from region to region and batch to batch based on external factors. The sourcing, harvesting, testing and production process for MEDIHONEY®’s Active Leptospermum Honey is unrivaled in the industry, resulting in the only product with trusted batch-to-batch consistency noted in each product’s package insert with a product rating of +15. This rating is part of our product specifications to ensure batch-to-batch consistency.

3. **What are the properties in MEDIHONEY® dressings that make them effective for wounds and burns?**
   MEDIHONEY®’s high osmotic potential can facilitate the increased outflow of wound fluid to the wound’s surface, helping to aid and support autolytic debridement. MEDIHONEY® also has a low pH, and has been shown to reduce the pH of wounds. Reducing the pH of wounds has been shown to have wound healing benefits. Application of MEDIHONEY® helps to maintain an environment that is optimal for wound healing.

4. **What dressing formats are available?**
   MEDIHONEY® is available in a variety of patented dressing configurations and formulations for managing multiple wound types. The MEDIHONEY® product line provides a full range of options for clinicians — for dry to moderate to heavily exuding wounds including:
   - MEDIHONEY® HCS Dressing – Honey impregnated into a Hydrogel Colloidal Sheet – 63% Leptospermum Honey (without and with an adhesive border)
   - MEDIHONEY® Gel Dressing (dispensed from a tube) – 80% Active Leptospermum Honey and 20% natural gelling agents
   - MEDIHONEY® Paste Dressing (dispensed from a tube) – 100% Active Leptospermum Honey
   - MEDIHONEY® Calcium Alginate – Honey impregnated into an alginate pad – 95% Active Leptospermum Honey
   - MEDIHONEY® Honeycolloid™ – Honey mixed with gelling agents to form a colloidal sheet – 80% Active Leptospermum Honey (with and without an adhesive border)

5. **What is the difference between the MEDIHONEY® Gel and the 100% MEDIHONEY® dressing?**
   MEDIHONEY® Gel Dressing is formulated with 80% Active Leptospermum Honey and 20% natural gelling agents. It offers a more viscous formulation with increased stability at the site of the wound, even in the presence of body heat and wound fluid. It is safe and effective on a variety of wound etiologies. Notably, due to the addition of gelling agents and the product’s increased viscosity, it is ideal for use on large surface area wounds and wounds on the lower extremities where keeping a less viscous product at the wound site could be difficult.

6. **What are the natural gelling agents in MEDIHONEY®?**
   The natural gelling agents MEDIHONEY® Gel are comprised of natural vegetable esters and viscous liquids commonly used in dermatologic products.

7. **What is the evidence to support the dressings’ usage?**
   There are three, 100-plus patient, Randomized Controlled Trials (RCTs) comparing MEDIHONEY® / Manuka honey to other advanced wound care products in the management of chronic wounds. A library of peer-reviewed journal articles and case series presentations has resulted in over hundreds of patient studies on the clinical benefits of using MEDIHONEY® for the management of chronic and stalled wounds and for aiding and supporting autolytic debridement.

8. **What are the most common uses of MEDIHONEY® dressings?**
   MEDIHONEY® is safe and effective on a variety of wounds. MEDIHONEY® is non-toxic, natural, and easy-to-use product that can help to not only manage chronic and stalled wounds, but also aid and support autolytic debridement. This makes MEDIHONEY® an extremely versatile product that can help to make wound management easier by taking much of the uncertainty out of what to use and when. MEDIHONEY® dressings are indicated for use on:
   - Arterial leg ulcers
   - Pressure ulcers (I-IV)
   - Traumatic and surgical wounds
   - Venous stasis leg ulcers
   - Leg ulcers of mixed etiology
   - Oncologic wounds
   - 1st and 2nd degree burns

9. **Can MEDIHONEY® be used along with other wound care therapies?**
   MEDIHONEY® is not contraindicated for use with other wound care technologies, such as Negative Pressure Wound Therapy (NPWT), Hyperbaric Oxygen Therapy (HBOT) and MIST therapy.

10. **Can MEDIHONEY® be used under compression for 7-days?**
    MEDIHONEY® dressings may be left in place under compression and off-loading devices for up to 7 days, depending on the amount of drainage from the wound. Due to the product’s high osmotic potential, it is recommended to initially cover MEDIHONEY® with a highly absorbent dressing and to also cover the peri-wound area with a barrier cream. The increased flow of wound fluid typically subsides as the wound progresses towards closure. Maceration can occur, if excess moisture is not managed with an absorbent dressing or frequent dressing changes.

11. **How often should the dressings be changed? (depends on drainage)**
    MEDIHONEY® dressing change frequency depends on the condition of the patient as well as the level of wound exudates. MEDIHONEY® should be reapplied when the secondary dressing has reached its absorbent capacity or as directed by a wound care professional.

www.dermasciences.com
or call 800.445.7627

MEDIHONEY® is a trademark of Comvita New Zealand Ltd and is used with permission by Derma Sciences, Inc. ©2013 Derma Sciences, Inc. All rights reserved. Most MEDIHONEY® dressings noted in this material are covered by one or more patent applications or patents provided at www.dermasciences.com
12. Should a skin protectant be used prior to application?
Yes. Due to the high osmotic potential of MEDIHONEY® there can be an increase in exudate and wound fluid to the wound area. Applying a skin protectant to the wound area will help to prepare and protect the surrounding area of skin from an increase in moisture and fluid.

13. What are the precautions?
- If the dressing is not easily removed, soak with sterile saline or water until it is removed without difficulty.
- Due to the dressing’s low pH, some patients may notice a slight transient stinging. If stinging does not stop or persists and cannot be managed with an analgesic, remove dressing, cleanse area, and discontinue the use of MEDIHONEY® dressing.
- During initial use of the dressing (depending on wound exudate levels, interstitial fluid, and edema surrounding the wound), the dressings high osmotic potential may contribute to increased exudate, which could lead to maceration if the excess moisture is not managed appropriately. Manage additional moisture by adding an absorptive cover dressing and/or adjusting the frequency of dressing change.
- During the healing process it is common for non-viable tissue to be removed from the wound resulting in an initial increase in wound size. Although an initial increase in wound size may be attributed to the normal removal of non-viable tissue, consult a healthcare professional if the wound continues to grow larger after the first few dressing changes.

14. What are the contraindications?
Do not use MEDIHONEY®:
- On third degree burns
- With patients that have a known sensitivity to honey or any other component parts specific to each dressing (please see package insert for more info).
- To control heavy bleeding.

15. Do the MEDIHONEY® dressings have HCPCS (reimbursement) codes?

<table>
<thead>
<tr>
<th>ORDER CODE</th>
<th>DESCRIPTION</th>
<th>PACKAGING UNIT/CASE</th>
<th>HCPCS</th>
<th>MEDICARE ALLOWABLE</th>
</tr>
</thead>
<tbody>
<tr>
<td>31622</td>
<td>2.4” x 2.4” NON-ADHESIVE</td>
<td>10/box, 50/case</td>
<td>A6234</td>
<td>$7.08</td>
</tr>
<tr>
<td>31644</td>
<td>4.3” x 4.3” NON-ADHESIVE</td>
<td>10/box, 50/case</td>
<td>A6235</td>
<td>$18.20</td>
</tr>
<tr>
<td>31688</td>
<td>8” x 8” NON-ADHESIVE</td>
<td>5/box, 4 boxes/case</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>31612</td>
<td>8” x 12” NON-ADHESIVE</td>
<td>2/box, 5 boxes/case</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>31618</td>
<td>1.8” x 1.8” NON-ADHESIVE</td>
<td>10/box, 5 boxes/case</td>
<td>A6234</td>
<td>$7.08</td>
</tr>
<tr>
<td>31722</td>
<td>2.8” x 2.8” (4.3” x 4.3” with adhesive border) ADHESIVE</td>
<td>10/box, 50/case</td>
<td>A6237</td>
<td>$8.57</td>
</tr>
<tr>
<td>31744</td>
<td>4½” x 4½” (6” x 6” with adhesive border) ADHESIVE</td>
<td>10/box, 50/case</td>
<td>A6238</td>
<td>$24.68</td>
</tr>
<tr>
<td>31805</td>
<td>0.5 oz/ 20.65 gm GEL DRESSING</td>
<td>10/box, 5/case</td>
<td>A6240</td>
<td>$13.26/per oz.</td>
</tr>
<tr>
<td>31815</td>
<td>1.5 oz/ 61.95 gm GEL DRESSING</td>
<td>1/box, 12/case</td>
<td>A6240</td>
<td>$13.26/per oz.</td>
</tr>
<tr>
<td>31012</td>
<td>¼” x 12” CALCIUM ALGINATE DRESSING</td>
<td>5/box, 20/case</td>
<td>A6199</td>
<td>$5.72/per 6”</td>
</tr>
<tr>
<td>31022</td>
<td>2” x 2” CALCIUM ALGINATE DRESSING</td>
<td>10/box, 100/case</td>
<td>A6196</td>
<td>$7.96</td>
</tr>
<tr>
<td>31045</td>
<td>4” x 5” CALCIUM ALGINATE DRESSING</td>
<td>10/box, 50/case</td>
<td>A6197</td>
<td>$17.79</td>
</tr>
<tr>
<td>31222</td>
<td>2” x 2” HONEYCOLLOID™ DRESSING</td>
<td>10/box, 100/case</td>
<td>A6234</td>
<td>$7.08</td>
</tr>
<tr>
<td>31245</td>
<td>4” x 5” HONEYCOLLOID™ DRESSING</td>
<td>10/box, 50/case</td>
<td>A6235</td>
<td>$18.20</td>
</tr>
<tr>
<td>31422</td>
<td>2” x 2” (3½” x 3½” with adhesive border) ADHESIVE</td>
<td>10/box, 100/case</td>
<td>A6237</td>
<td>$8.57</td>
</tr>
<tr>
<td>31445</td>
<td>4” x 4½” (6” x 6” with adhesive border) ADHESIVE</td>
<td>10/box, 50/case</td>
<td>A6238</td>
<td>$24.68</td>
</tr>
<tr>
<td>31505</td>
<td>0.5 oz/ 20.65 gm PASTE DRESSING</td>
<td>10/box, 5/case</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>31515</td>
<td>1.5 oz/ 61.95 gm PASTE DRESSING</td>
<td>1/box, 12/case</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>31535</td>
<td>3.5 oz/ 144.55 gm PASTE DRESSING</td>
<td>1/box, 12/case</td>
<td>N/A</td>
<td>N/A</td>
</tr>
</tbody>
</table>

*Average Medicare Allowable. Varies from state to state. Based on 2013 figures.