

The logo for Seeking Alpha, with the text 'Seeking Alpha' in white and a gold Greek letter alpha symbol to the right, all on a dark red background.

The Female Health Company: The Wall Street Analyst Forum Presentation Transcript

Question-and-Answer Session

Unidentified Audience Member

And there are two quickies. One, what is the price of this? Two, is it reusable?

O.B. Parrish

The question was what is the price of the female condom? The question, is it reusable? And in answer to the first question, the first-generation product, which you just had in your hand, is purchased by the global public sector agencies that we are talking about, at \$0.80, \$0.82 per unit. Actually, its \$0.38 and [sterling], but it translates into that.

The second-generation product is purchased at \$0.60 per unit. The first-generation product is reusable under certain circumstances. There is a website, a WHO website that talks about that. The WHO and the Female Health Company recommends that a new condom be used each time. The second-generation product is not reusable. Yes, sir?

Unidentified Audience Member

(Question Inaudible).

O.B. Parrish

For people who are trying this versus a male condom or?

Unidentified Audience Member

(Question Inaudible).

O.B. Parrish

Okay. Well, that's sorts of an earlier questions. One of the barriers to somebody using this and so it goes back to our common (inaudible) at the beginning in terms of going out in the United Nations Populations Fund or UNFPA. Getting tested programs in these countries. The barrier to get in more rapid use isn't the need which is ramped at in throughout the world. The barrier is the programming to educate people and provide sustaining supplies in these countries.

Unidentified Audience Member

You are talking in terms of the U.S.

O.B. Parrish

I am talking about developing world countries.

Unidentified Audience Member

(Question Inaudible).

O.B. Parrish

Well, let me finish this one point. As these programs have gone on and UNFPA has put 17 in 17 countries this year and mostly 24 next, the people do learn how to use it and they use it. If you go to the U.S., in the United, the question was what about the United States. We do sell to the public sector here. In fact, we sell it in the city of New York. Bloomberg has an anti-AIDS program right here. This is available on 67 locations in the city of New York and community group centers and in New York City health department centers, where people who are androgen or similar androgenic can go out and get a male and female condoms.

Unidentified Audience Member

If you look, for instance that I am really trying to get at the simple question here, first, it has jumped (inaudible) price of \$2, \$3, \$0.50, then why wouldn't you use this product versus the traditional condom?

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