OraSure Technologies, Inc.
Jefferies 2015 Global Healthcare Conference
Forward-Looking Statements

These slides and the associated presentation contain certain forward-looking statements, including statements with respect to revenues, earnings, technology, new products, product performance, markets, clinical development, regulatory filings and approvals, and business plans. Factors affecting these statements include, but are not limited to, the ability to develop new technology, technology changes, ability to fund research and development, required regulatory approvals, product performance and market acceptance of products. Please see the Company’s SEC filings, including its registration statements, and the Company’s most recent Form 10-K and Form 10-Q, for a more detailed description of specific factors that may cause actual results or events to differ materially from those described in the forward-looking statements. The Company undertakes not duty to update these statements.
Investment Summary

• Industry leader in rapid point-of-care infectious disease testing and DNA/RNA sample collection, stabilization and preparation products

• Multiple growth opportunities:
  – Market leading rapid HCV test further bolstered by co-promotion agreement with AbbVie
  – Highly regarded molecular diagnostic sample collection devices
  – Portfolio of approved products addressing attractive global markets

• Strong balance sheet with ~ $90M in cash, no debt

• Expected profitability for full year 2015
OraQuick® HCV
Addressing a Significant Unmet Need

• 170 million people infected globally, 4-5 million people infected in U.S.
  – The majority of HCV infection remains undiagnosed

• Newly approved drugs, and those in the pipeline, are expected to drive demand for increased diagnoses and increase the number of patients initiating therapy

• Availability of a rapid, non-instrumented POC test will increase opportunities for diagnosis through increased testing outside of laboratory settings
Most Americans Living with HCV Were Born During 1945-1965

- Baby-boomers account for approximately 2.7 M (2.2-3.2m) HCV+ adults
- Prevalence five fold higher than others (3.29% vs. 0.55%) \(^1,^2\)
- 44% did not report an HCV risk \(^1\)

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The first and only FDA-approved, CLIA-waived rapid HCV test

HHS issued Hepatitis Action Plan in May 2011, updated in 2014

CDC issued new screening guidelines to test all baby-boomers (born 1945-1965), 80 million Americans

Testing all “baby-boomers” is estimated to be a $1B revenue opportunity in the U.S. for HCV diagnostic testing

USPSTF and CMS recommend reimbursement for baby-boomer screening
AbbVie and OraSure are co-promoting the OraQuick® HCV Rapid Test in the U.S.

OraSure has granted AbbVie exclusive promotional rights in certain markets. AbbVie will pay OraSure up to $75.0 million through contract period expiring in 2019.

OraSure captures all revenues from the sale of OraQuick® HCV Rapid Tests in all markets.

OraSure can earn $3.5 million to $55.5 million per annum upon achievement of certain performance based metrics starting in 2015.
DNA Genotek’s powerful platforms have been leveraged to create multiple product line extensions

**Human Genetics**

**Infectious Disease Genetics**

**Animal & Livestock Genetics**

Oragene® – Dx collection device is the first and only saliva DNA collection and stabilization device to receive 510(k) clearance.
DNA Genotek – Oral Sample Collection

- Anytime, anywhere sample collection
- Easy, reliable and non-invasive
- Ambient temperature stability
- Captures high quality DNA and RNA
- Scalable
2014 Sales Mix

- Commercial/Academic mix ~ 61%/39%
- Commercial revenues are predominately in North America
Oragene® Helping Drive Results

Improving donor registry growth = increasing donor HLA matches to help save lives
DNA Genotek – R&D Pipeline

- **omnigene·SPUTUM**
  Stabilization and sample prep reagents to improve recoverability of Tuberculosis DNA for Molecular Diagnostic testing

- **omnigene·GUT**
  Microbiome stabilization reagents and transport devices

- **HEMAGene·BUFFY COAT**
  Stabilization and preservation reagent systems for blood fraction storage at ambient temperatures
Ebola Opportunity

- High level of interest in fast tracking development of a rapid Ebola antigen test
  - Active discussions with government agencies on accelerated deployment path
  - Significant progress made in establishing feasibility of rapid test on OraQuick® platform
  - Focus on both blood and oral fluid
  - Working to secure funding of project
  - Concurrent evaluation of sustainable business proposition
• The first FDA-approved, CLIA-waived oral fluid rapid HIV-1/2 test. Highly accurate test results in 20 minutes. Market leader in Rapid HIV testing in U.S.

• Professional market test used by diverse customers, e.g., hospitals, public health facilities, physician offices, jails, medical clinics. Approved and marketed in over 50 countries. Over 30 million sold worldwide.

• First and only FDA approved at-home HIV test for sale directly to consumers in the over-the-counter (OTC) market. OTC Distribution Strategy – broadly available at retail and online:

  Walgreens
  Kroger
  RITE AID
  CVS

  www.oraquick.com

• Implementing new promotional strategy expected to improve returns on invested capital.

• Recently received CE mark for HIV–OTC test in Europe.
Summary

• Approved products address substantial opportunities in point-of-care testing and molecular diagnostics
• New margin expansion drivers
• Diversified revenue stream
• Strong capital structure to support growth
• Expected profitability for the full year 2015