



## OraSure Technologies, Inc. Corporate Fact Sheet

### Headquarters

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**Web site:** [www.OraSure.com](http://www.OraSure.com)

**Stock symbol:** NASDAQ: OSUR

### Executive Officers

- Douglas A. Michels, President and Chief Executive Officer
- Ronald H. Spair, Chief Operating Officer and Chief Financial Officer
- Anthony Zezzo, Executive Vice President Sales and Marketing
- Jack E. Jerrett, Senior Vice President, General Counsel and Secretary
- Mark L. Kuna, Senior Vice President, Finance and Controller

### Executive Team

- Douglas A. Michels, President and Chief Executive Officer
- Ronald H. Spair, Chief Operating Officer and Chief Financial Officer
- Anthony Zezzo, Executive Vice President Sales and Marketing
- Jack E. Jerrett, Senior Vice President, General Counsel and Secretary
- Mark L. Kuna, Senior Vice President, Finance and Controller
- Nancy McLane, Senior Vice President, Operations
- Mike Reed, Senior Vice President and Chief Science Officer
- Jill Thompson, Senior Vice President, Business Development
- Kathleen Weber, Senior Vice President and General Manager, Consumer Products

### Company Overview

OraSure Technologies is a leader in the development, manufacture and distribution of point of care diagnostic and collection devices and other technologies designed to detect or diagnose critical medical conditions. Its first- to-market, innovative products include rapid tests for the detection of antibodies to HIV and HCV on the OraQuick<sup>®</sup> platform, oral fluid sample collection, stabilization and preparation products for molecular diagnostic applications, and oral fluid laboratory tests for detecting various drugs of abuse. OraSure's portfolio of products is sold globally to various clinical laboratories, hospitals, clinics, community-based organizations and other public health organizations, research and academic institutions, distributors, government agencies, physicians' offices, commercial and industrial entities and consumers. The Company's products enable healthcare providers to deliver critical information to patients, empowering them to make decisions to improve and protect their health.

## OraSure Technologies – Product Offering

### Infectious Disease

- **OraQuick ADVANCE<sup>®</sup> Rapid HIV-1/2 Antibody Test** – the first FDA approved, CLIA-waived, rapid point-of-care test that can detect antibodies to both HIV-1 and HIV-2 with greater than 99% accuracy in as little as 20 minutes, using an oral fluid, finger-stick or venipuncture whole blood, or plasma sample.
- **OraQuick<sup>®</sup> In-Home HIV Test** – the first and only oral fluid rapid OTC HIV test approved in the U.S. The OraQuick<sup>®</sup> In-Home HIV Test can detect antibodies to both HIV-1 and HIV-2 with an oral swab, providing a confidential in-home testing option with results in as little as 20 minutes. It is the first rapid diagnostic test for any infectious disease that has been approved by the FDA for sale over the counter.
- **OraQuick<sup>®</sup> HCV Rapid Antibody Test** – the first and only FDA-approved rapid HCV test in the U.S. OraQuick<sup>®</sup> HCV is approved for the detection of HCV antibodies in venous whole blood specimens for individuals at risk. The test received the CE Mark for use with oral fluid, whole blood, serum and plasma for HCV.
- **OraSure<sup>®</sup> HIV-1 Oral Fluid Specimen Collection Device** – the only FDA approved, laboratory-based collection device that collects oral fluid to test for antibodies to the HIV-1 virus.
- **OraSure QuickFlu<sup>®</sup> Rapid Flu A+B Test** – an FDA-cleared, in vitro rapid qualitative test for the detection of influenza (flu) type A and type B, including H1N1 viral infections. The test specimen is collected with a nasal swab, nasopharyngeal swab, or nasal aspirate/wash and results are available in as little as 10 minutes.

### Molecular Collection & Stabilization

- **Oragene<sup>®</sup>Dx** – an FDA-approved, non-invasive DNA self-collection kit, which allows collection, stabilization and long term storage of DNA from saliva at ambient temperature.
- **OMNIgene** – an all-in-one system for the collection and stabilization of microbial DNA and RNA from saliva.
- **OraCollect** – provides painless and easy-to-use self-collection or assisted collection of human oral samples.
- **HEMAGene<sup>™</sup>•BUFFY COAT** – a DNA stabilizing reagent designed for ambient temperature transport and room temperature archival storage, while enabling flexible sample management workflows. Maximize the utility of fresh and archived buffy coat samples for downstream DNA applications.

### Substance Abuse / Insurance Risk Assessment

- **Intercept<sup>®</sup> Oral Fluid Drug Testing System** – Intercept<sup>®</sup> is an FDA-cleared oral fluid drugs of abuse test that provides a smart alternative to costly, inconvenient and often embarrassing urine drug testing. This testing service detects the "NIDA-5" drug panel (marijuana, cocaine, opiates, PCP and amphetamines) plus barbiturates, methadone and benzodiazepines without the need to collect urine.
- **Q.E.D<sup>®</sup> Saliva Alcohol Test** – an FDA-cleared on-site, low-cost alternative to breath or blood testing for alcohol. The test is easy to administer and provides quantitative results as accurate as a blood test.

### Portable Cryosurgery

- **Histofreezer<sup>®</sup> Portable Cryosurgical System** – an FDA-cleared, low-cost, highly effective cryosurgical system sold to physicians for the treatment of warts and a variety of other types of benign skin lesions.
- **Scholl Freeze** – cryosurgical wart treatment product sold over-the-counter in Europe for the treatment of common and plantar warts; manufactured by OraSure and distributed by RB (Reckitt Benckiser Group plc).
- **Pointts<sup>®</sup> Wart Remover** – cryosurgical wart treatment product sold over-the-counter in Central and Latin America for the treatment of common and plantar warts; manufactured by OraSure and distributed by Genomma Lab.

## Selected Financial Information

(Unaudited)	Twelve Months Ended Dec. 31, 2016 (000's)	
	2016	2015
Revenues	\$ 128,198	\$ 119,719
Net Income	\$ 19,720	\$ 8,167
Earnings per share -- Basic and Diluted	\$ 0.35	\$ .14
Number of shares -- Basic	55,615	56,397
Diluted	56,513	56,846

### Employees

340 (as of 12/31/2016)

### Investor Relations Contact

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### Media Contact

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