



## **OraSure Expands Sales Into the Over-the-Counter Market; Cryosurgical Wart Treatment to Be Available Under Compound W Trademark**

April 25, 2003

BETHLEHEM, Pa.--(BUSINESS WIRE)--April 25, 2003--OraSure Technologies, Inc. (Nasdaq NM:OSUR) announced today the execution of an exclusive distribution agreement with Medtech Holdings, Inc. pursuant to which OraSure will manufacture and supply, and Medtech will purchase, the Company's cryosurgical wart removal product for distribution in the over-the-counter ("OTC") market in the United States and Canada.

The product will be manufactured and sold under Medtech's Compound W(R) and Freeze OFF(R) trademarks, and will be made available for retail purchase in drug stores, supermarkets and mass merchandisers.

"After many years of successfully selling a similar cryosurgical wart removal system for professional use under the Histofreezer(R) trade name, we are pleased to partner with Medtech on a cryosurgical product ideally suited for the consumer market," said Mike Gausling, President and CEO of OraSure Technologies. "Over the past ten years, at least 40 million wart treatments have been sold to physicians with our Histofreezer(R) cryosurgical wart removal product. We believe that expanding into the OTC market is a logical market extension and Medtech, with its family of Compound W(R) wart removal products, is the ideal partner to distribute Freeze OFF(R) in the consumer marketplace."

Earlier this year, OraSure applied for and secured clearance from the U.S. Food and Drug Administration to sell this product in the OTC market in the United States for the treatment of common and plantar warts only. The Freeze OFF(R) product will consist of a small aerosol canister containing a refrigerant, and a package of 12 foam buds attached to hollow tube applicators.

In order to treat a common or plantar wart, the foam bud applicator is inserted into the nozzle of the canister and the refrigerant is applied to the affected area in order to freeze the wart. The product is expected to be available by mid summer.

### **About OraSure Technologies**

OraSure Technologies develops, manufactures and markets oral fluid specimen collection devices using proprietary oral fluid technologies and diagnostic products, including immunoassays and other in vitro diagnostic tests and other medical devices.

These products are sold in the United States and certain foreign countries to government agencies, clinical laboratories, physicians' offices, hospitals, commercial and industrial entities, and various distributors.

OraSure Technologies is the leading supplier of oral fluid collection devices and assays to the life insurance industry and public health markets for the detection of antibodies to HIV-1 and supplies oral fluid testing solutions for drugs of abuse testing.

In addition, OraSure sells the Histofreezer(R) wart removal system to professional markets in the United States and many foreign countries, for the treatment of warts and other benign skin lesions. For more information on OraSure, please go to [www.orasure.com](http://www.orasure.com).

This press release contains certain forward-looking statements, including with respect to sales, markets and products. Actual results could be significantly different.

Factors that could affect results include the ability to market products; impact of competitors, competing products and technology changes; ability to develop, commercialize and market new products; market acceptance of oral fluid testing products and other products; ability to fund research and development and other projects and operations; ability to obtain and timing of obtaining necessary regulatory approvals; ability to develop product distribution channels; uncertainty relating to patent protection and potential patent infringement claims; ability to enter into international manufacturing agreements; obstacles to international marketing and manufacturing of products; ability to sell products internationally; loss or impairment of sources of capital; exposure to product liability and other types of litigation; changes in international, federal or state laws and regulations; changes in relationships with strategic partners and reliance on strategic partners for the performance of critical activities under collaborative arrangements; changes in accounting practices or interpretation of accounting requirements; customer inventory practices and consolidations; equipment failures and ability to obtain needed raw materials and components; the impact of terrorism and civil unrest; and general business, political and economic conditions.

These and other factors are discussed more fully in the Securities and Exchange Commission filings of OraSure Technologies, including its registration statements, its Annual Report on Form 10-K for the year ended December 31, 2002. Although forward-looking statements help to provide complete information about future prospects, readers should keep in mind that forward-looking statements may not be reliable.

The forward-looking statements are made as of the date of this press release and OraSure Technologies undertakes no duty to update these statements.

CONTACT: OraSure Technologies, Inc.  
William E. Bruckner, 610/882-1820  
or  
OraSure Technologies, Inc.  
Financial Contact:  
Ronald H. Spair, 610/882-1820

SOURCE: OraSure Technologies, Inc.