



## **OraSure Ships over \$1 Million of New Compound W Freeze Off Cryosurgical Wart Treatment Product**

July 17, 2003

BETHLEHEM, Pa.--(BUSINESS WIRE)--July 17, 2003--OraSure Technologies, Inc. (Nasdaq NM:OSUR) announced today that it has shipped more than \$1 million of its cryosurgical wart treatment product to Medtech Products, Inc., for distribution in the over-the-counter ("OTC") market in the United States. The shipment was completed in June 2003. The product will be sold under Medtech's Compound W(R) brand name and Freeze Off(TM) trademark, and is expected to be available for retail purchase in drug stores, supermarkets and mass merchandisers by August 2003.

Earlier this year, OraSure secured clearance from the U.S. Food and Drug Administration and entered into an agreement with Medtech to sell this product in the OTC market in the United States for the treatment of common and plantar warts. Compound W(R) Freeze Off(TM) consists of an aerosol canister containing a refrigerant, 12 foam buds attached to hollow tube applicators, and a brochure containing directions for use. In order to treat a common or plantar wart, a foam bud applicator is inserted into the nozzle of the canister and the applicator tip containing the dispensed refrigerant is applied to the affected area in order to freeze the wart.

"We are pleased to have started shipping the Compound W(R) Freeze Off(TM) product," said Mike Gausling, President and CEO of OraSure Technologies. "Medtech is off to a strong start selling this important consumer product into the retail marketplace, and we look forward to a very successful launch and the establishment of an entirely new category of consumer wart products."

About OraSure Technologies, Inc.

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).

About Medtech Products, Inc.

Medtech Products, Inc., is a major distributor of health- and beauty-care products for everyday concerns, including muscle and back pain; headache; foot care; dandruff and psoriasis; skin irritation; pain from scrapes, sunburn, and insect bites; dentures; and sleep aids. They are the distributors of New-Skin(R) liquid bandage and of sterile burn, wound, and blister dressings; Cutex(R) nail polish removers; Compound W(R) wart removers; and Dermoplast(R) pain-relieving spray -- all leading products in their categories. To learn more about Medtech Products, visit [www.medtechinc.com](http://www.medtechinc.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 and its Quarterly Reports on Form 10-Q. 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.

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