



## **OraSure Technologies and Drager Safety Launch UPlink Oral Fluid Rapid Drug Detection System in Europe**

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BETHLEHEM, Pa.--(BUSINESS WIRE)--April 20, 2004--OraSure Technologies, Inc. (NASDAQ:OSUR), a market leader in oral fluid diagnostics, in conjunction with its development and distribution partner, Drager Safety AG & Co. KGaA, located in Lubeck, Germany, today announced the European launch of the Company's UPlink(R) Oral Fluid Rapid Drug Detection System. The UPlink(R) System is expected to be initially used by law enforcement agencies primarily to test operators and passengers of motor vehicles (i.e., roadside drug testing) in Europe and other parts of the world.

UPlink(R) is a point-of-care system comprised of an oral fluid sample collector, test cassette, and analyzer, which can deliver instrument-read results for simultaneously detecting the full NIDA-5 panel of drugs in a single oral fluid sample. UPlink(R) is OraSure's first product platform based on its proprietary Up-Converting Phosphor Technology (UPT(TM)). The Company believes that oral fluid testing has significant advantages over techniques involving blood or urine, including its non-invasive nature, reduced costs and turn around time, the ability to perform accurate drug testing for a full NIDA-5 panel virtually anywhere, treatment of test subjects with greater dignity, and reduced risk of sample adulteration.

OraSure Technologies has worked with Drager Safety, a worldwide leader in breath-alcohol testing, to develop and launch the UPlink(R) Oral Fluid Rapid Drug Detection System. Drager Safety has exclusive rights to distribute the UPlink(R) System in Europe and other parts of the world to the roadside testing market and ultimately to certain military, criminal justice and workplace testing markets. The UPlink(R) System will be marketed and sold by Drager under the tradename Drager DrugTest(R).

"We are excited to launch the UPlink(R) System into the European roadside testing market with our partner, Drager Safety," said Mike Gausling, President and Chief Executive Officer of OraSure Technologies. "The UPlink(R) System provides a minimally invasive point-of-care drug testing option that is accurate and easy to administer for law enforcement agencies and others conducting roadside testing."

"The police were deeply impressed with the performance, the extreme ease of handling, and the specific drug detection within the shortest possible time," said Professor Dr. Albert Jugel, Chief Executive Officer, Drager Safety, Germany. "We anticipate a successful launch and implementation throughout Europe."

The European launch of UPlink(R) follows extensive field testing conducted by Drager Safety during the past year in Europe and Australia. Data from these trials demonstrate that the UPlink(R) System has an accuracy of greater than 90% for all drugs tested and compares favorably with the Company's FDA cleared Intercept(R) lab-based oral fluid drug test.

### **About UPlink(R)**

UPlink(R) is OraSure's first product platform based on its proprietary Up-Converting Phosphor Technology (UPT(TM)). UPlink(R) is a point-of-care system comprised of an oral fluid sample collector, test cassette, and analyzer, which is designed to deliver instrument-read results for simultaneously detecting the full NIDA-5 panel of drugs in a single oral fluid sample.

### **About OraSure Technologies**

OraSure Technologies develops, manufactures and markets oral fluid specimen collection devices using proprietary oral fluid technologies, diagnostic products including immunoassays and other in vitro diagnostic tests, and other medical devices. These products are sold in the United States as well as internationally to various clinical laboratories, hospitals, clinics, community-based organizations and other public health organizations, distributors, government agencies, physicians' offices, and commercial and industrial entities.

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. In addition, the Company supplies oral-fluid testing solutions for drugs of abuse testing. For more information on the Company, please go to [www.orasure.com](http://www.orasure.com).

### **About Drager Safety**

Drager Safety AG & Co. KGaA is one of the world's leading manufacturers of personal protection and gas detection technology, and a systems supplier of complete safety services. The products and services from Drager Safety warn and protect people from airborne pollutants and enable people to breathe reliably even in extreme situations. The current production range encompasses respiratory protective devices for fire brigades, miners and industry, complete air filter and air supply systems, portable and fixed gas detection and warning systems, devices for on-site or laboratory contaminant analysis, apparatus for professional and recreational divers, and instruments to determine the breath-alcohol concentration. Drager Safety is represented in over 100 countries with 38 subsidiaries, and in 2003 achieved global sales of 477 million Euros, with 3,400 employees.

### **Important Information**

This press release contains certain forward-looking statements, including with respect to markets, products and sales. 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 up-converting phosphor technology products; ability to fund research and development and other projects and operations; ability to maintain new or existing product distribution channels (including our ability to implement a direct sales effort or other alternative distribution for OraQuick(R)); reliance on sole supply sources for critical product components; availability of related products produced by third parties; ability to obtain, and timing of obtaining, necessary regulatory approvals; ability to comply with applicable regulatory requirements; history of losses and ability to achieve sustained profitability; volatility

of our stock price; uncertainty relating to patent protection and potential patent infringement claims; availability of licenses to patents or other technology; 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; ability to meet financial covenants in agreements with financial institutions; ability to retain qualified personnel; 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 consolidations and inventory practices; equipment failures and ability to obtain needed raw materials and components; the impact of terrorist attacks and civil unrest; ability to complete consolidation or restructuring activities; ability to identify, complete and realize the full benefits of potential acquisitions; and general political, business and economic conditions. These and other factors are discussed more fully in the Securities and Exchange Commission ("SEC") filings of OraSure Technologies, including its registration statements, its Annual Report on Form 10-K for the year ended December 31, 2003, its Quarterly Reports on Form 10-Q, and its other filings with the SEC. 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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