



OraSure Technologies, Inc.

## Corporate Fact Sheet

### Headquarters

220 East First Street  
Bethlehem, PA 18015  
Telephone: 610-882-1820  
Facsimile: 610-882-1825

**Website:** [www.orasure.com](http://www.orasure.com)

### Subsidiaries:

Diversigen: [www.diversigen.com](http://www.diversigen.com)  
DNA Genotek: [www.dnagenotek.com](http://www.dnagenotek.com)  
Novosanis: [www.novosanis.com](http://www.novosanis.com)  
UrSure: [www.ursureinc.com](http://www.ursureinc.com)

**Stock Symbol:** NASDAQ: OSUR

### Executive Officers:

- Stephen S. Tang, Ph.D., President and Chief Executive Officer
- Roberto Cuca, Chief Financial Officer
- Kathleen G. Weber, Executive Vice President, Business Unit Leader, Molecular Solutions
- Lisa Nibauer, Executive Vice President, Business Unit Leader, Infectious Disease
- Jack E. Jerrett, Senior Vice President, General Counsel, Secretary and Chief Compliance Officer
- Michele Miller, Vice President, Finance, Controller and Assistant Secretary

### Company Overview:

OraSure Technologies empowers the global community to improve health and wellness by providing access to accurate, essential information. Together with its wholly owned subsidiaries, DNA Genotek, Diversigen, CoreBiome (now operating under the Diversigen brand), Novosanis and UrSure, OraSure provides its customers with end-to-end solutions that encompass tools, services and diagnostics. The OraSure family of companies is a leader in the development, manufacture, and distribution of rapid diagnostic tests, sample collection and stabilization devices, and molecular services solutions designed to discover and detect critical medical conditions.

OraSure's portfolio of products is sold globally to clinical laboratories, hospitals, physician's offices, clinics, public health and community-based organizations, research institutions, government agencies, pharma, commercial entities and direct to consumers.

## **OraSure Technologies – Product Offerings:**

### **Molecular Sampling Tools**

The molecular businesses focus on delivering high-quality products and services in the realms of human genomics, animal genomics and microbiome discovery. The self-collection products are designed to maximize reach and access to samples, enabling academic research, genetic testing and direct-to-consumer applications.

- The Oragene<sup>®</sup> family of products is designed for non-invasive DNA self-collection kits to stabilize DNA from saliva. Oragene<sup>®</sup>•Dx is the first and only FDA 510k-cleared device to collect and stabilize saliva DNA samples with the GenMark Warfarin Assay. It is also cleared for direct-to-consumer testing with the 23andMe product.
- The OraCollect<sup>®</sup> family of products is designed for non-invasive DNA self-collection and stabilization kits using a swab oral sample. OraCollect<sup>®</sup>•Dx is the first and only FDA 510k-cleared sponge-based device to collect and stabilize oral DNA samples with the GenMark Warfarin Assay.
- The OMNIgene<sup>®</sup> family of products is an all-in-one system for the collection and stabilization of gut, oral, or vaginal microbiome samples.
- PERFORMAgene and PERFORMAbiome are designed to collect and stabilize genomic and microbial samples from animals.
- The Colli-Pee<sup>™</sup> device, designed by Novosanis, efficiently and hygienically captures a volumetric first-void urine sample.

### **Molecular Services**

- Diversigen is powering microbiome discovery through sequencing, analysis, and consulting services geared toward the study of the microbiome of living organisms and environments. By working closely with key manufacturers and applying laboratory best practices, Diversigen has developed state-of-the-art techniques to extract high quality nucleic acids from a variety of sample types for subsequent metagenomic analysis. Diversigen's flexible sequencing and computing capacity, combined with ongoing improvement of analytic tools and their applications, allow them to customize unique strategies on a per-project basis. Diversigen takes pride in one-on-one consultation with the customer until complete satisfaction is achieved. The services offered cover the full spectrum from organism detection, to analysis, modification, and consultation.

## **Diagnostics & Testing**

### **Infectious Disease**

OraSure offers several infectious disease tests based on lateral-flow technology. The ease-of-use and reliability of the products make them ideal for use in clinic and in outreach settings, enabling greater access to high-risk individuals. Rapid testing also enables the patient to receive a result in one interaction, thereby allowing them to be linked to care.

- OraQuick® HIV family of products includes rapid testing for HIV that provides an answer in as little as 20 minutes. Its ease of use has led to its adoption across the globe as it enables access to patients that may not go to a clinic for testing, and use in low-resource settings. The family of products includes:
  - OraQuick ADVANCE® 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. For use in professional settings.
  - OraQuick® In-Home HIV Test – the first and only oral fluid rapid over-the-counter HIV test approved in the U.S. For self-test use; available online and through retail outlets.
  - OraQuick® HIV Self-Test – the first and only oral fluid rapid test pre-qualified by the World Health Organization. For use in global settings to enable elimination programs and self-testing.
- OraQuick® HCV Rapid Antibody Test – the first FDA-approved, CLIA-waived rapid HCV test. In Europe, it is the only CE-marked approved, point-of-care device that works on oral fluid, whole blood, serum and plasma for HCV. OraQuick HCV is approved for the detection of HCV antibodies for individuals with signs and symptoms or at risk of infection.
- OraSure QuickFlu® Rapid Flu A+B Test – an FDA-cleared and CLIA-waived in vitro rapid qualitative test for the detection of influenza (flu) type A and type B, including H1N1 viral infections.
- UrSure offers diagnostic tests that measure adherence to HIV medications, including pre-exposure prophylaxis or PrEP, the daily medication to prevent HIV. This includes laboratory-based tests that can measure levels of the medication in a patient’s urine or blood, as well as several additional point of care products in development.

### **Substance Abuse / Insurance Risk Assessment**

OraSure offers a range of products that use oral samples for substance abuse testing. The ease-of-use of these products makes them ideal for workplace, criminal justice, drug treatment centers, pain management and clinical setting screening programs.

- Intercept® Oral Fluid Drug Test – an FDA-cleared laboratory-based oral fluid testing system (Intercept Oral Fluid Collection Device and Intercept Micro-Plate Assays) that enables accurate testing for drugs of abuse, including marijuana, cocaine, PCP, amphetamines and opiates.

- Intercept® *i2*™ Oral Fluid Collection Device – a next-generation collection device for drugs of abuse with an adequacy volume indicator.
- Q.E.D.® Saliva Alcohol Test – a CLIA-waived and U.S. DOT-approved, rapid, low-cost alternative to alcohol breath or blood testing.

**Selected Financial Information:**

	<b>Year Ended</b>	
	<b>December 31, 2019</b>	
<b>(Audited)</b>	<b>(in thousands, except per share amounts)</b>	
	<b>2019</b>	<b>2018</b>
Revenues	\$154,605	\$181,743
Net Income	\$16,656	\$ 20,396
Earnings per share		
Basic	\$0.27	\$0.33
Diluted	\$0.27	\$0.33
Number of Shares		
Basic	61,675	61,112
Diluted	62,170	62,532

**Employees:** 472 (as of December 31, 2019)

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