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Location:

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Platelet Function Testing

Market Potential:

- Over 80 million Americans have one or more types of cardiovascular disease.¹
- 50 million Americans are on chronic aspirin therapy.²
- Over 29 million prescriptions are written annually for the #2 selling drug, Plavix.^{3,4}

Need for Platelet Function Testing:

- Up to 1/3 of patients taking antiplatelet medications may not receive the expected platelet inhibiting effect.^{5,6,7}
- Patients with high residual platelet reactivity are at approximately 5 times greater risk of MI, stent thrombosis and death.^{8,9}

The VerifyNow System:

- **Simple & Easy to Use:** One step process, uses whole blood, and does not require sample manipulation / pipetting or exposing the user to blood.
- **Rapid:** Results available in approximately 15 minutes*.
- **Accurate:** Results correlate to traditional platelet aggregometry
- **Cost-effective:** All tests are reimbursable through Medicare and most private payers.

COMPANY OVERVIEW

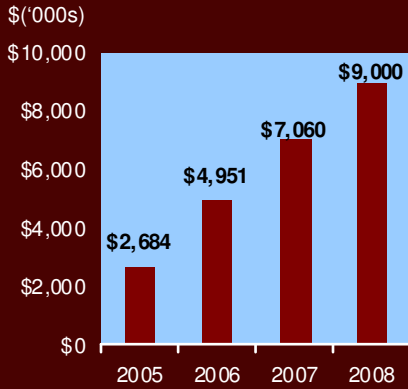
Accumetrics, a privately-held company based in San Diego, California, was founded in 1996. The company employs over 80 people, and develops, manufactures, and markets the VerifyNow® System and its comprehensive suite of tests for the assessment of platelet function. The tests are fully automated and easy-to-use allowing physicians an accurate way to assess platelet function to optimize the effectiveness of antiplatelet therapies in patients who may be at risk of a life threatening thrombosis event or bleeding complication. Accumetrics is at the forefront of revolutionizing the way physicians manage millions of patients who take antiplatelet drugs to prevent these cardiovascular and cerebrovascular events.

INVESTMENT HIGHLIGHTS

- Antiplatelet agents are widely prescribed in patients with acute coronary syndromes to prevent heart attacks, stroke and other potentially life-threatening cardiovascular events.
- Accumetrics offers a comprehensive solution of VerifyNow assays that address the full antiplatelet spectrum to include aspirin, P2Y12 inhibitors (e.g. Plavix®) and GP IIb/IIIa inhibitors (e.g. ReoPro® and Integrilin®).
- With over 60 published studies that have demonstrated the utility of VerifyNow tests, combined with sponsoring the GRAVITAS trial, the company is positioned to dominate the market.
- The VerifyNow System features unique, patented technology that provides clinicians the only rapid and easy-to-use method to test for platelet function in the hospital and physician office lab setting.
- The VerifyNow Tests are reimbursable via CPT code; add to this the ability to rapidly generate results in the physician office lab, which makes it an ideal solution in physician offices for patients on chronic antiplatelet therapy.
- The company is led by an energized and experienced management team to drive the company's domestic growth and expand international markets.
- Accumetrics' targeted marketing strategy is focused on increasing clinical education and awareness to drive widespread adoption of the VerifyNow System.
- The company has a strong sales network and is strengthening partnerships with distributors to support U.S. and international expansion plans.
- With its R&D pipeline that includes next generation products and technology, Accumetrics is investing in its long-term goal to be a leading solution for clinicians' growing needs for reliable and timely platelet function information.



Net Sales:



Management Team:

- Timothy I. Still, *President & CEO*
- William Dippel, *Executive VP, Operations & R&D*
- Gregory J. Tibbitts, *Chief Financial Officer*
- John Young, M.D., *Chief Medical Officer*
- Jeff Dahlen, Ph.D., *VP, Clinical & Regulatory Affairs*
- Ad de Waard, *VP, International Sales and Marketing*
- Andrew Chisholm, *VP, Sales and Corporate Accounts*
- Lauren Geisbert, *Director of Marketing*

Board of Directors:

- Tony Americh, *Chairman of the Board*
- Cynthia Doerr, M.D.
- Thomas Klopach
- Jack Lief
- Evan Melrose, M.D.
- Dennis Wahr
- Robert Hillman, Ph.D.
- Timothy I. Still

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PRODUCT OVERVIEW

VerifyNow System

The VerifyNow System consists of an instrument and family of single-use tests to quickly assess platelet function. The instrument, which uses the same principle as platelet aggregometry, measures the change in light transmittance in the sample. Platelets are activated by fibrinogen-coated beads within the test cartridge. Tests are performed easily using whole blood, with results provided in approximately 15 minutes.*

VerifyNow P2Y12 Test

- Cleared in August 2005, the VerifyNow P2Y12 Test is the only test to rapidly measure the effect of clopidogrel (e.g. Plavix®) on platelet function.
- Since its launch, the VerifyNow P2Y12 Test is currently the fastest growing product and sales driver for the company.
- The test uses ADP as agonists to induce platelet activation and ascertain the level of platelet function impaired by clopidogrel.
- The company is pursuing CLIA waiver for the VerifyNow P2Y12 Test.
- The VerifyNow P2Y12 Test is the only test available to measure response to next generation P2Y12 receptor blockers such as Prasugrel, developed from major pharmaceutical companies.

VerifyNow Aspirin Test

- Introduced in 2003, the VerifyNow Aspirin Test is currently the leading product in the physicians' office market.
- The test utilizes arachidonic acid as the agonist to measure the effect of aspirin on platelet function.
- The VerifyNow Aspirin Test is the only CLIA-waived test in its class that enables physicians to perform the test easily in their office with minimal certification.

VerifyNow IIb/IIIa Test

- The VerifyNow IIb/IIIa Test was launched in 2000.
- This test measures a patient's response to intravenous antiplatelet agents such as Integrilin® and ReoPro®.
- The primary application of this assay is in the cardiac and neurointerventional suite for patients receiving stents and aneurysm coils.

* Sample incubation required, varies by assay

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6. Krasopoulos, W. et al. Aspirin "resistance" and risk of cardiovascular morbidity: systematic review and meta-analysis. *BMJ*. 2008;336(7637):195-8.
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8. Buonamici, P. et al. Impact of Platelet Reactivity After Clopidogrel Administration on drug-eluting stent Thrombosis. *J Am Coll Cardiol* 2007;49(24):2312-7.
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