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### Assessing Platelet Response to Antiplatelet Therapies Market Potential:

- Over 80 million Americans have one or more types of cardiovascular disease.<sup>1</sup>
- 50 million Americans are on chronic aspirin therapy.<sup>2</sup>
- Over 28 million patients are on Plavix and over 6.5 million new prescriptions are written annually for the #2 selling drug, Plavix.<sup>3</sup>

### Need for Assessment of Platelet Response :

- 1/3 of patients taking antiplatelet medications may not receive the expected platelet inhibiting effect.<sup>4,5,6</sup>
- Patients with high residual platelet reactivity may be at approximately 5 to 10 times greater risk of MI, stent thrombosis and death.<sup>7,8</sup>

### The VerifyNow System:

- **Simple & Easy to Use:** 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 patients' response to all major antiplatelet therapies. The tests are fully automated, easy-to-use and provide physicians with an accurate method to assess platelet response. Understanding the response to these medications allows physicians 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 tests that address the full antiplatelet spectrum to include aspirin, P2Y12 inhibitors (e.g. Plavix® and Effient®) and GP IIb/IIIa inhibitors (e.g. ReoPro® and Integrilin®).
- With numerous 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 help assess a patient's response to antiplatelet medications 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 response information.



## PRODUCT OVERVIEW

### VerifyNow System

The VerifyNow System consists of an instrument and family of single-use tests to quickly assess platelet response to antiplatelet medications. The instrument, which uses the same principle as platelet aggregometry, measures the change in light transmittance in the sample. Platelets are activated by agonists in the presence of 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 patient's response to clopidogrel (Plavix) and prasugrel (Effient).
- 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 reactivity impaired by clopidogrel or prasugrel.
- 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 by 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 reactivity.
- 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 test is in the cardiac and neurointerventional suite for patients receiving stents and aneurysm coils.

\* Sample incubation required, varies by test

#### References:

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3. Simonsen, M. Interventional devices continue to be in the spotlight at cardiology meeting. *Cardiovascular Devices and Drugs*; May 2008: 15:5.
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### Management Team:

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- William Dippel, *Executive VP, Operations & R&D*
- Jeff Dahlen, Ph.D., *VP, Clinical & Regulatory Affairs*
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