

• 2006 CORPORATE PORTFOLIO •  
**TRINITY BIOTECH, BERKELEY HEIGHTS, NJ**



The following information was provided by Dana Thomas, Marketing Director

**What does your company offer to the lab community?**

Trinity Biotech offers diagnostic solutions for coagulation, infectious disease, clinical chemistry and point-of-care testing. For coagulation and infectious disease testing, Trinity Biotech offers a complete solution with reagents, kits, automated and manual instrumentation to fit any size laboratory. In the area of clinical chemistry, Trinity Biotech offers routine and specialty reagents. The Trinity Biotech Uni-Gold™ Recombigen® HIV rapid test is our first point-of-care product to be offered in the United States. The Uni-Gold is the fastest rapid HIV test available, detecting HIV antibodies in just 10 minutes. Trinity Biotech will be expanding our point-of-care rapid diagnostic test offering in 2006 to include a rapid Flu and Legionella products.

Trinity Biotech will continue our history of developing innovative new products and expansion of our market presence through strategic acquisitions that fit with our focus diagnostic areas.

**What do your customers value most, and how do you deliver?**

The No. 1 concern for our diagnostic customers is the accuracy of the result reported to the clinician. Our customers and Trinity Biotech share a main concern—the patient. Trinity Biotech offers the most accurate and reliable reagents combined with automated instrumentation available. We also understand that our customers must not only provide accurate results, but do so in a cost conscience environment. Therefore, Trinity Biotech has continued to improve and expand our automated instrument platforms, allowing our customers to run their testing needs with minimum labor costs.

Additionally, our customers demand support for the products they purchase. This support is offered via a 24 hour/7 days a week technical support hotline and a comprehensive field-based staff of engineers and product applications specialists. By combining highly accurate reagents with sophisticated automated instrumentation platforms and comprehensive support, Trinity Biotech is well positioned to deliver the reliability that our customers seek in terms of both product and service performance.

**What feature(s) sets you apart from competitors?**

Our current product offerings comprise over 500 diagnostic reagent kits that include such well-known brands as CAPTIA™, Bartels®, MarDx®, MicroTrak® and AMAX™ and a full line of automated instrumentation.

One of Trinity's leading products is the Uni-Gold Recombigen

Rapid HIV Rapid Test that gained final FDA marketing approval in 2003 and CLIA waiver in November of last year. With the Uni-Gold Rapid HIV test, Trinity has returned to its origins since the company's flagship product when it was founded in 1987, an innovative saliva-based HIV rapid test kit. Now, over 15 years later, the new and improved Uni-Gold HIV Rapid test offers a solution to fit today's need for a quick and highly precise test for the point-of-care market. Our test provides a result in just 10 minutes.

Among many of Uni-Gold's applications is its use in emergency room settings when patients come in with unknown HIV status. A patient's status is quickly revealed when emergency room staff perform the test, thereby allowing emergency personnel to take appropriate precautions during the patient's care if necessary. The Uni-Gold's greatest potential impact is among the population most at risk for the disease. Although progress has been made to reach these people in clinical settings, many will not wait for results so a rapid test is vital. The Uni-Gold test's unique characteristics of speed and reliability (100 percent sensitivity and 99.7 percent specificity) with results in 10 minutes sharply contrast the conventional EIA platform. Typically, the EIA test takes several days before knowing the test outcome. As a consequence, 30 percent to 40 percent of the people who come in for the test never return to the clinic to obtain their results, thus leaving a large number of people who are HIV positive and don't know it to potentially continue to spread the disease. Furthermore, it is the fastest rapid HIV test in the market today, about twice as fast as any other FDA approved and CLIA waived rapid HIV test.

**The lab community has witnessed some dramatic changes recently. What issue(s) will have the most significant impact on the clinical lab?**

Availability of resources and the related pressure toward automation is a leading challenge for the lab community today. There are not enough qualified technicians to run the tests in the laboratory, leading customers to look for ways to automate testing and thereby limit the amount of dedicated resources required to run the laboratory. Understanding these needs, Trinity offers (and will be expanding our offering) automated instrument platforms for both our hemostasis and infectious disease diagnostics customers.

In 2006, Trinity will be introducing three new coagulation platforms, the AMAX Destiny Optical™, AMAX Destiny Plus™ and the AMAX Destiny Max™. All three instruments use the same reagents and consumables, with each instrument addressing the different throughput levels that occur in various lab settings. This is of particular importance to IHN/IDN networks where hospitals of varying sizes will share reagents and consumables.

In 2005, Trinity launched the NEXGEN Four, the latest infectious disease platform. The NEXGEN is able to perform in-parallel tests in 96-well microplate format according to the assay procedures provided by reagent manufacturers. In total, these platforms increase automation and support the needs of our hemostasis and infectious disease customers in any size testing environment. ■