



COAGULATION | CLINICAL CHEMISTRY | INFECTIOUS DISEASE | POINT OF CARE

The Complete System for the Future of Coagulation Testing



John Avila
Director of Sales

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Instrumentation Product Manager



DISCLOSURE STATEMENT

Relevant Financial Relationships

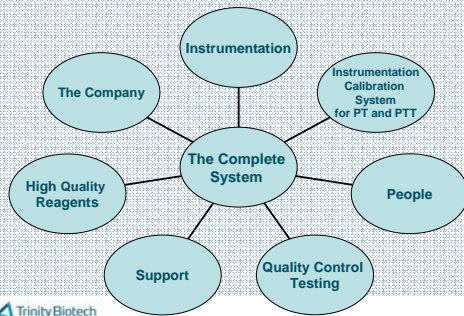
Both speakers are employed by Trinity Biotech

Off Label Usage

Presentation includes information on the Destiny MAX analyzer, which is currently not available for sale in the US (it will be released for sale in 2008)



Providing the Complete System for the Future of Coagulation Testing



The Company

Our vision is to establish positions of leadership in our chosen diagnostics segments through a combination of R&D, acquisitions, and strategic investments



Company Overview

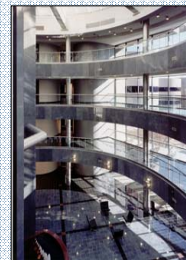
Founded 1992
Located in Bray, Ireland
Sold in over 80 countries
> 500 Products
Coagulation
Infectious Disease
Clinical Chemistry
Point of Care

NASDAQ: TRIB
www.trinitybiotech.com



Center of Excellence in US

Trinity Biotech
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Coagulation Instrument & Reagent Manufacturing

- Lemgo, Germany
 - Instrumentation and Consumables
- Bray, Ireland
 - Reagents
- Jamestown, NY
 - US Distribution Center

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Growth of Company = Focused on Coagulation

Amelung (2002) *Ball Method *AMAX systems *KC1/KC4 analyzers	Coag A Mate (2006) *Routine and Specialty reagents *MDA, MTX, XM analyzers *Large customer base
Sigma Diagnostics (2002) *Routine and Specialty reagents *Manufacturing systems *Skilled scientific personnel	Biopool (2001) *Esoteric coagulation

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High Quality Reagents

Trinity Biotech's Vision: To manufacture on a consistent and reliable basis the best reagents possible. Use innovative technologies to produce products that outperform technical and market expectations. Achieve market recognition for products with long dating and high lot to lot consistency

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PT Reagents

Wide selection of animal and human tissue based reagents

ThromboMAX® with Calcium, ISI 1.5-2.0, lyophilized
Thromboplastin-S®, ISI ~1.0, lyophilized, includes AMAX ISIs
Simplastin® Excel w/recon fluid, 2.0 ISI
Simplastin® Excel S w/recon fluid, 1.2 ISI
Simplastin® HTF, 1.2 ISI, lyophilized
MDA Simplastin® HTF, 1.15 ISI, w/ blue dye

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Human Tissue Factor PT Reagent

- Product is derived from cultured human lung cells
- Source of product enables consistency in manufacturing with very low lot to lot variation
- Low ISI (1.1)
- Excellent precision on wide base of analyzers
- High sensitivity
- Well proven history of top performance in coagulation testing

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PTT Reagents

Wide selection of ellagic acid and micro-silica based products

ALEXIN® (ellagic acid activator, needs 0.02 CaCl2 P/N C7666)
MDA® Platelin® L with CaCl2 (liquid, CaCl2 contains blue dye)
MDA® Platelin® LS with CaCl2 (liquid, CaCl2 contains blue dye)
Platelin® L with CaCl2 (liquid)
Platelin® LS (liquid, needs 0.025 CaCl2 P/N BX235515)
Auto APTT (lyophilized, needs CaCl2 P/N BX235515)

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Complete menu of coagulation reagents

- Fibrinogen (Clauss method)
- D-Dimer assays (selection of wavelengths)
- Factor Assays
- Heparin Anti-XA
- Antithrombin
- Prot S & C (clot based and chromogenic)
- Thrombin Time
- Lupus Screen and Confirm
- Atroxin
- Plasminogen
- tPA
- PAI-1
- A2 Antiplasmin



Trinity Biotech: Commitment to the Future

Trinity Biotech has been able to learn from the past and draw from our experience in completing the acquisition and integration of coagulation products

- Trinity Biotech will complete the transfer and control of manufacturing for all coagulation products to the Bray, Ireland facility through 2007
- Trinity Biotech is committed to providing >12 month dating on sequestered materials
- Trinity Biotech is committed to maintaining a zero tolerance back order policy on all critical reagents



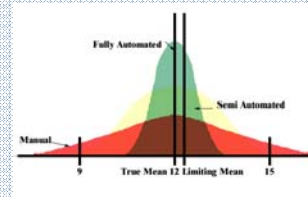
Instrumentation Calibration System for PT and PTT

Trinity's Vision: To provide a system that assures analyzers at different sites are producing the same results consistently. To also minimize or eliminate the impact of lot changes on routine coagulation reference ranges.



Why is an instrumentation calibration system important?

- Fully automated systems show variation between the true mean and the limiting mean

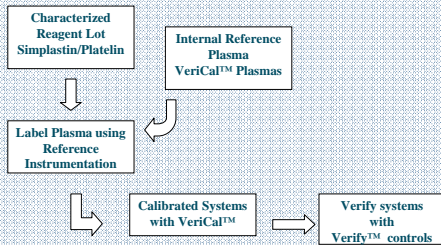


- Eliminates variability from analyzer to analyzer or site to site

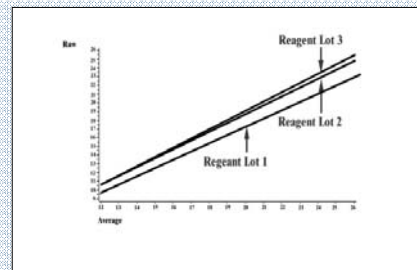


What is an instrumentation calibration system?

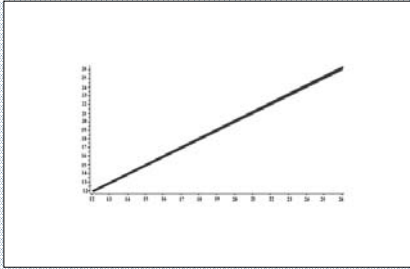
Calibration of the PT and aPTT clotting times through the use of the VeriCal™ product and Verify™ controls



PT Total Variance, Before Calibration 3 instruments, 3 lots of reagents, and 3 lots of VeriCal™

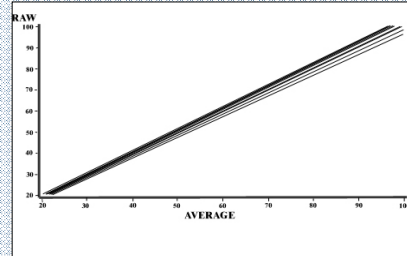


PT Total Variance, After Calibration
3 instruments, 3 lots of reagents, and 3 lots of VeriCal™



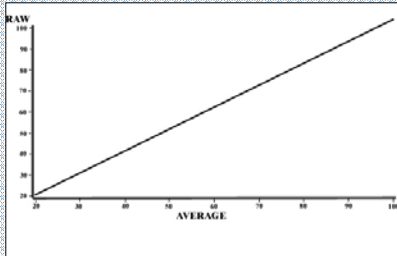
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APTT Total Variance, Before Calibration
3 instruments, 3 lots of reagents, and 3 lots of VeriCal™



Trinity Biotech

APTT Total Variance, After Calibration
3 instruments, 3 lots of reagents and 3 lots of VeriCal™



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Quality Control Testing

Trinity Biotech's Vision: To provide 3 levels of controls and provide a free QAP program that is easy to use and understand and will provide comfort to the users that their results are reliable

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Control Products

- 3 levels of controls (Verify 1, 2, and 3); 24 hour stability
- Low Fibrinogen
- Normal Reference Plasma for special coag testing
- Abnormal Reference Plasma for special coag testing
- Heparin
- Lupus
- Prot C and S Normal
- tPA antigen
- PAI-1 activity

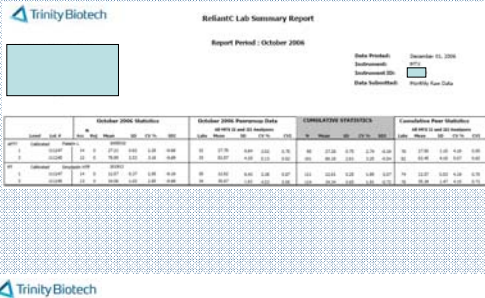
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ReliantC QAP Program

- Free of charge
- WEB-based system
- 24-7 (WEB users)
- Support both paper and WEB QC submissions
- Toll-free FAX (for submitting summary submission form)
- Press-a-button-and-go download (MDA only)
- Easy quick-glance Youden summary report
- Histogram month-by-month graphical summary
- WEB tutorial
- Reagent lot numbers are tracked

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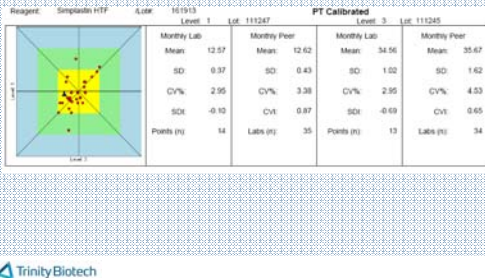
ReliantC: Lab Summary Report



ReliantC: Month-by-Month Histogram



ReliantC: Youden Summary Plot



People

Trinity Biotech's Vision: To have a high quality team of dedicated professionals with coagulation experience throughout the company. Instill these attributes in all areas including Customer Service, Technical Support, Field Service, Sales, Marketing and at the Executive Level

The Trinity Biotech Team

- Trinity Biotech has invested heavily in finding and hiring individuals with great levels of experience in the coagulation market and laboratory
- Trinity Biotech focuses on hiring Medical Technologists in our Technical Support roles so that you can be assured you will work with someone with a high level of expertise in laboratory testing
- Trinity Biotech is dedicated to providing ongoing education and retraining to its employees in both frontline and support roles

Support

Trinity Biotech's Vision: To provide unparalleled levels of Technical Support and Field Service from a qualified group of people with coagulation experience so that every customer is satisfied and every customer is confident that they will be able to rely on their system for accurate and timely patient results

The Team Approach to Great Support

- Training
- Customer Service
- Technical Service
- Remote Diagnostics
- Service



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Training

- On site training
 - Conducted by Technical Product Specialist
 - Instrument Setup
 - Validation/Correlation Studies
 - Operator training
- Key Operator training at our US Center of Excellence in Berkley Heights, NJ
 - Conducted by our in-house training expert, Margaret Knowles-Tuchman
 - Key operator advanced training course
 - In depth study of analyzer functions, operation, and troubleshooting

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Customer Service

- Goal orientated structure creates world class Customer Service by rewarding Customer Service Representatives on a monthly basis
- Focused on having a live person answer the phone every time you call our Customer Service department
- Your orders will be taken by a professional, experienced team that knows the importance of quickly servicing you while also verifying the order is exactly what you want
- Our Customer Service Representatives will strive to show you friendliness and appreciation for doing business with Trinity Biotech

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Technical Service

- 24 hour hotline support available 365 days per year
- The phone is answered by a live person (during business hours) or you will receive a call back within 30 mins (after hours)
- Knowledgeable staff of hotline experts will receive your calls and lend support for any questions you may have
- Hotline experts are trained to quickly and effectively determine whether or not the issue can be resolved via the telephone or if a service engineer should be dispatched

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Remote Diagnostics

- All Trinity Biotech analyzers have remote diagnostic capabilities
- Enables the Service department to resolve issues quickly and effectively
- Greatly enhances our ability to service your account and increases the uptime on all analyzers

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Service

- Trinity Biotech aims to keep our Service Engineer to analyzer ratio at or below 1:25 to assure that we will properly service all of our customers
- Service Engineers on call 24 hours per day, 7 days per week
- Trinity Biotech maintains a 24 hour response time guarantee
- Trinity Biotech maintains a 98% uptime guarantee


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Instrumentation


Trinity Biotech's Vision: To offer updated technologies on a family of instrumentation that uses the same methodology to produce reliable and consistent results, avoids complications due to interferences, and can integrate features from some of the great coagulation analyzers in use today




Integrating the features of MANY to create ONE...




MDA Series: bioMerieux
(following Organon Teknika)




AMAX Series: Amelung
(Sigma Diagnostics)




MTX Series: bioMerieux
(following Organon Teknika)




Destiny Series: Amelung
(Trinity Biotech)




The Destiny™ Family of Instrumentation




Destiny MAX™
(Available 2008)



Destiny Plus™






Destiny™



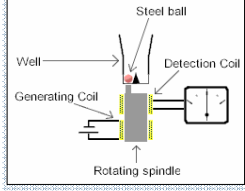
Features found throughout the Destiny family

- ¼ volume reagent and patient sample usage
- Time to first result of < 3 minutes
- Continuous loading of samples, reagents, and consumables
- Use only 2 consumables
- Intuitive software
- Mechanical and Optical clot detection capabilities
- Patented mechanical clot detection via the Ball Method







Patented Mechanical Clot Detection Methodology via The Ball Method




- Each mechanical cuvette has a steel ball that has a magnetic connection to the rotating spindle beneath the cuvette
- The ball will continue to rotate until the fibrin strands form and incorporate the ball into the hard clot
- This causes a change in the currents being sensed by the detection coil and provides clotting times via true clot detection




Benefits of Mechanical Clot Detection via the Ball Method

- Allows for ¼ volume testing
- Eliminates the optical interferences from lipemic, icteric, or slightly hemolyzed samples
- Provides results on samples with short clotting times
- Provides results with fragile and translucent clots




Introducing...the Destiny MAX!




The same features as the Destiny Family

+

- 350 tests per hour (120 sample loading)
- Cap piercing capability with liquid level sensing probe
- Dedicated pipetting arms (reagent side and patient side)
- On board quality control programmable by time periods
- 8 mechanical channels and 8 optical channels
- Bar code reading of reagents, patient samples, & racks
- On board QC (programmable by time or #of test intervals)
- Compatible with Laboratory Automated Systems




Introducing...the Destiny MAX!



Integrated features from the MDA:

- Multiple wavelengths
- Waveform analysis
- Sample aspiration verification using the Blue Dye
- Factor parallelism




Intuitive Software







Reagent Loading




- 7 Reagent Racks (56)
- Magnetic lock on racks



Sample Loading



- 12 racks (120 samples)
- Magnetic lock on racks



Destiny MAX Timeline

- December 2005 – Began development
- November 2006 – Exhibited first prototype at MEDICA
- Instrument validation May through August 2007
- December 2007- First placements in European market
- July 2007- Display final version at ISTH in Geneva, Switzerland
- July 2007 – Display at AACC meeting in San Diego
- May 2008- Anticipated launch in US



What makes Trinity Biotech the unique provider of the Complete System for the Future of Coagulation Testing?

- We are the only company in the world that offers true mechanical clot detection by utilizing our patented ball-method
- We are the only company in the world that offers analyzers that can perform mechanical, optical, chromogenic, and immunoturbidimetric based assays
- We are the only company in the world that offers ¼ volume reagent and patient sample usage for routine assays
- We are the only company in the world that offers a high volume instrument that has mechanical or optical clot detection, ¼ volume testing, cap piercing, Waveform Analysis, and the blue dye
- We are the only company in the world that offers an instrumentation calibration system (Verical™)
- We are the only company in the world that offers a Human Tissue Factor PT reagent (HTF™)
- We are the only company in the world that offers a true family of instrumentation

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Questions????

 Trinity Biotech