Sanitation Monitoring Solutions
Neogen at a glance.

Publicly Traded on NASDAQ: NEOG

In business since 1982

Sales FY’09 $118 million

Two Divisions:

Animal Safety – Lexington, KY

Food Safety – Lansing, MI
Fortune 40: The best stocks to retire on.

**SMALL CAP: Neogen**

Ticker: NEOG  
52 week range: $17-32  
Market cap: $327 million  
P/E Ratio: 24  
Return on Assets: 10%  
Free cash flow (millions): $18

From pistachios to peanut butter, food recalls make headlines every year—causing illness and sometimes death for consumers and spelling trouble for companies. That's where biotech Neogen has an edge.

This Michigan-based company has built a business around food safety, with products that range from medical devices for cattle to tests for bacteria, allergens, or toxins in edibles from poultry to ice cream. Neogen, whose fiscal year ends in May, recently proved its recession resilience by posting 11% revenue growth and a 6% increase in net income for the brutal quarter ending in February.

Analyst Steve Crowley of Craig-Hallum Capital Group is forecasting that as the economy improves, Neogen will be able to grow earnings by 13% to 14% in fiscal 2010. "The penalty for not being vigilant about product quality is that you're going out of business," he says, referring to Neogen's customers. "That's a pretty tremendous driver to demand."
Over 25 years of providing customers with the industry’s broadest, most innovative product line.
The Food Safety industry’s most complete line of testing solutions

Dehydrated culture media

Portable lateral flow device reader

DNA probe technology

Automated pathogen detection system

Membrane filtration technology

Microwell technology

Automated routine micro

Lateral flow technology
Diagnostic Test kits for:

- Toxins
- Bacteria
- Unique Proteins
- Genetically Modified Organisms
- Allergens
- Drug residue
- Plant Diseases
- Culture Media
- Sanitation

We Stand Behind Our Results
AccuPoint 2

We Stand Behind Our Results

The next generation ATP cleaning validation and tracking system.

AccuPoint 2

v 2.22

AccuPoint 2

NEOGEN CORPORATION
ATP Hygiene Monitoring

- Adenosine Triphosphate (ATP) - the energy source in all living cells.
- reaction with luciferin / luciferase produces light.
ATP Hygiene Monitoring

- As food or other organic material comes into contact with surfaces, it leaves ATP.

- After we clean, the amount of ATP that remains is a direct indication of how much food, bacteria and other organic matter that is still left on the surface.
ATP Sanitation Monitoring

- has become the standard method for determining cleanliness levels on food contact surfaces during past ten years.

- not a direct indicator of bacterial presence. Simply the potential for contamination.

- monitoring and verification of HACCP and SSOP.
ATP Sanitation Monitoring

The need.

Is a universal application.

Every food production facility must clean food contact surfaces.

- after shift change
- after daily production ends
Cleaning crew:
- contract company
- company cleaning crew
- line workers after shift

Since “Dirt” is biological, it contains the potential for microbiological contaminants.
- pathogenic bacteria
- mold, yeast
- spoilage organisms
The need.

How do you know if it’s clean?

ATP Systems provide an objective, measurable, immediate way to determine hygiene / cleanliness levels.
Neogen History

Marketing ATP Systems since 1996
Major Worldwide supplier
Installed base of more than 3900 units
We Stand Behind Our Results

The Clear Leader Has Emerged

More Neogen AccuPoint ATP sanitation monitoring systems have been installed during the past three years than all other systems COMBINED!*
We Stand Behind Our Results

Trust is earned

World Class portfolio of customers.
Spices and Seasonings Company,
Elmhurst, IL
Kosher Seafood Company, Chicago, IL

Products: Kosher Pickled Herring and Smoked Salmon
Critical Elements of a Sanitation Monitoring System

1. It must be easy to use. Many new users.

2. It must provide consistent results. Otherwise, what’s the point?

The AccuPoint 2 system is the most technologically advanced yet easiest to use ATP monitoring system in the world. It’s designed to deliver a more consistent result.
1. AccuPoint is the easiest ATP system in the world. Icon-based symbols, automatic reading upon closing the door, automatic increment of stations and single-button operation mean even a novice user will be up and running in no time.

2. Third generation Silicon photodiode / solid-state technology means a more dependable system so you won’t have to send in your unit for service as often.

3. Smallest, lightest instrument on the market means you can take it with you to the point of sampling. The holster even allows for virtually hands-free operation.
Product Advantages

4. Rugged, durable design that will stand-up to the harshest environment.

5. Off-the-shelf NiMh batteries for the utmost in convenience and no battery degradation from “memory loss.”

6. 15 hour battery life is twice what the competition offers so you won’t get stranded out in your plant.

7. Low battery indicator means not having to guess whether to continue sampling.
8. Large, color LCD with site number, site group, site name and user displayed. Results are color-coded (green = pass, red = fail).
9. The utmost flexibility for choosing testing sites:

- Manually,
- Random Sample Plans,
- Smart Random – all / some sites that have not been tested since …
- Random Sample Plans by site groups (5 from Line 1, 4 from Line 2, etc…)
- Combination of manual and random,
- Real-time random – instrument chooses site at random.
If you use any of the Sample plan creation routines from the Data Manager V2.0 program and download your plan to the AccuPoint 2 instrument:

1. Follow the display to first test site,
2. Take test, input in instrument,
3. Follow the display to next test site.

Product Advantages

10. Easiest system in the world to use V2.0: NO BUTTON OPERATION!
11. We’ve designed the AccuPoint system to be multilingual. Not only have we utilized easily recognizable symbols for the operation of the system, we’ve provided User’s Guides in English, Spanish, Italian, French and German.
Product Advantages

11. The AccuPoint samplers are better for breaking through biofilms to determine the true sanitation level of a surface.

Biofilms have been implicated in many large product recalls.
13. The very latest technology:

- 32-bit, high throughput microprocessor,
- 3rd generation Si photodiode for enhanced sensitivity and “truer” clarity of light detection,
- 2X the data storage capacity of original AccuPoint system to accommodate up to 999 sites,
- High-speed USB data transmission,
- Full compliment of self-test diagnostics at boot-up.
1. World leader in ATP technology so you can be sure that we’ve designed and engineered the system to the market’s needs and that we back up the system with world class service.

Objective: More consistent results.

Backed by Neogen
3. Calibration Assurance Plan. Available annual on-site audit with calibration check and cleaning means you don’t have to wonder if your system’s in calibration. We provide a calibration assurance certificate for auditors and SSOP / HACCP / ISO compliance.
Backed by Neogen

World-class training programs.
• On-site available
• Five-module CD training software.
• Webex Training
Components

Monitor - Luminometer

PC Software

Consumable Samplers

We Stand Behind Our Results

AccuPoint 2

v 2.22
Customer designed!

The next generation from the leader in ATP systems.
Large, color LCD
Single button operation.

Modeled after universally easy-to-use cell phones and the iPod.
Enter user information to track who’s taking the test.

Record count is displayed at boot-up.
AccuPoint ATP Samplers
AccuPoint ATP Samplers

Each engineered for specific application
How do I take a sample?

ATP from surface is collected on tip.
How do I take a sample?

1. Place sampler back in housing.
2. Activate
4. Place assembly in instrument and close door.
Engineered from the ground up to be better!

- More consistent.
- Better able to reach into cracks and corners.

AccuPoint Surface Sampler

AccuPoint provides a more consistent sample.
Engineered from the ground up to be better!

- More consistent.
- Better able to reach into cracks and corners.
AccuPoint Access sampler

Precision engineered to accurately sample narrow orifice and difficult to reach areas.
Water Test

- simply dip into liquid sample
- detects residual and bacterial ATP
- record liquid samples in the Test Plan and download,
- instrument displays liquid drop icon when at a liquid test site.
AccuPoint extender optimal solution for reaching tight places.
Trust Green to know it’s clean
Product Description:
Simple, fully self-contained test for the detection of protein and simple sugars on food contact surfaces.
Application:
To quickly and objectively determine the effectiveness of cleaning procedures in a food production facility.
Direct benefits of the system:

1. Fast - results in ten minutes means you can do something to correct the problem.

2. Objective - Vs subjective visual. Science based.

3. Consistent - no matter who is doing the evaluating.

4. Extremely easy to use.

5. Accurate - can not see some residue / contamination.

6. HACCP / SSOP monitoring.
Primary benefit of the system:

A cleaner facility means a higher degree of safety for customers, greater shelf-life and higher quality product.
How does the system work?
The chemistry inside the sampler tip turns color depending on the amount of protein detected on the sampled surface.
How does the system work?

Remove the yellow sampler and swab a 4” by 4” area.

Swab in a back and forth motion.
How does the system work?

Return the sampler to it’s cartridge and activate.
How does the system work?

Shake and wait ten minutes, turn the sampler over and check the color of the reagent disk.

The color change will occur here.
Four possible results. Green means that the sampled surface was clean. Purple means that it was dirty.
Features of the system:

1. No instrument required.
2. Easy to use. Little training required.
3. Measurable results.
4. No refrigeration or special handling.
5. More consistent sample than swabs.
Features of the system:

agar slides

Coliforms

Total Plate Count

Yeast and mold
hy-labs agar slides
Hy-labs agar slides

**Procedure**

1. Apply slide to surface to be sampled.

2. Incubate for 48 hours at 30-35°C for TPC and Y&M, and 18 hours for E. coli / Coliforms.

3. Compare to chart for interpretation.
Comparator charts

**Yeast**s (Yeast grow as creamy, compound-looking colonies)
- **Light**
- **Medium**
- **Strong**

**Molds** (Molds appear filamentous, rather like cotton wool)
- **Light**
- **Medium**
- **Strong**
The industry’s leading solutions for sanitation monitoring.