We Stand Behind Our Results

Sanitation Monitoring Solutions

NEOGEN CORPORATION

Neogen at a glance.

Publicly Traded 0n NASDAQ: NEOG

In business since 1982

Sales FY'09 $118 million

Two Divisions:

Animal Safety – Lexington, KY

Food Safety – Lansing, MI

NEOGEN CORPORATION

FORTUNE

Home | Fortune 500 | Brainstorm: TECH | Investing | Management | Rankings

Fortune 40: The best stocks to retire on.

SMALL CAP: Neogen 29 of 40 Back Next

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.

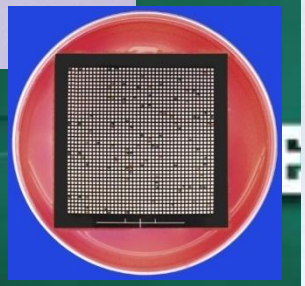
Analyst Steve Crowley of Craig-Hallum Capital Group is forecasting that as the economy improves, Neogen will be able to grow earnings by 13% to 14% in fiscal 2010. "The penalty for not being vigilant about product quality is that you're going out of business," he says, referring to Neogen's customers. "That's a pretty tremendous driver to demand."

- How we picked them
- Last year's Fortune 40

We Stand Behind Our Results

AccuPoint2

Over 25 years of providing customers with the industry's broadest, most innovative product line.



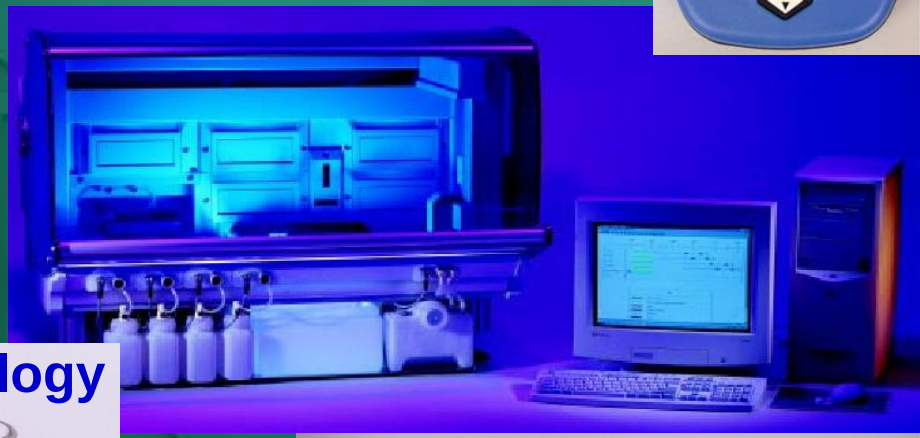
hy·labs®

We Stand Behind Our Results

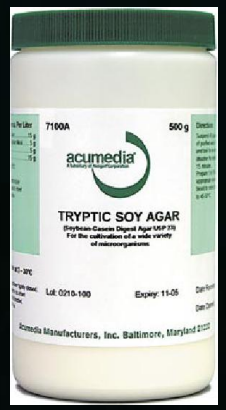
The Food Safety industry's most complete line of testing solutions

Portable lateral flow device reader

Automated pathogen detection system



Dehydrated culture media



DNA probe technology

Microwell technology

Lateral flow technology

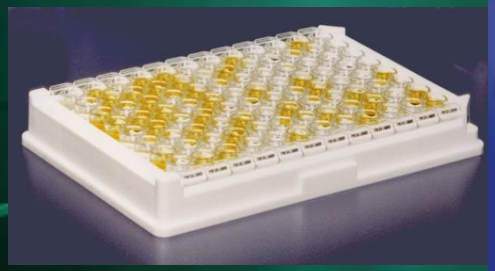
Membrane filtration technology

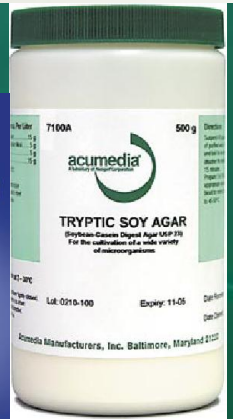
Automated routine micro

We Stand Behind Our Results

Diagnostic Test kits for:

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





We Stand Behind Our Results

Sanitation Monitoring Solutions

AccuPoint2

AccuClean™

hy·labs®

We Stand Behind Our Results

AccuPoint 2

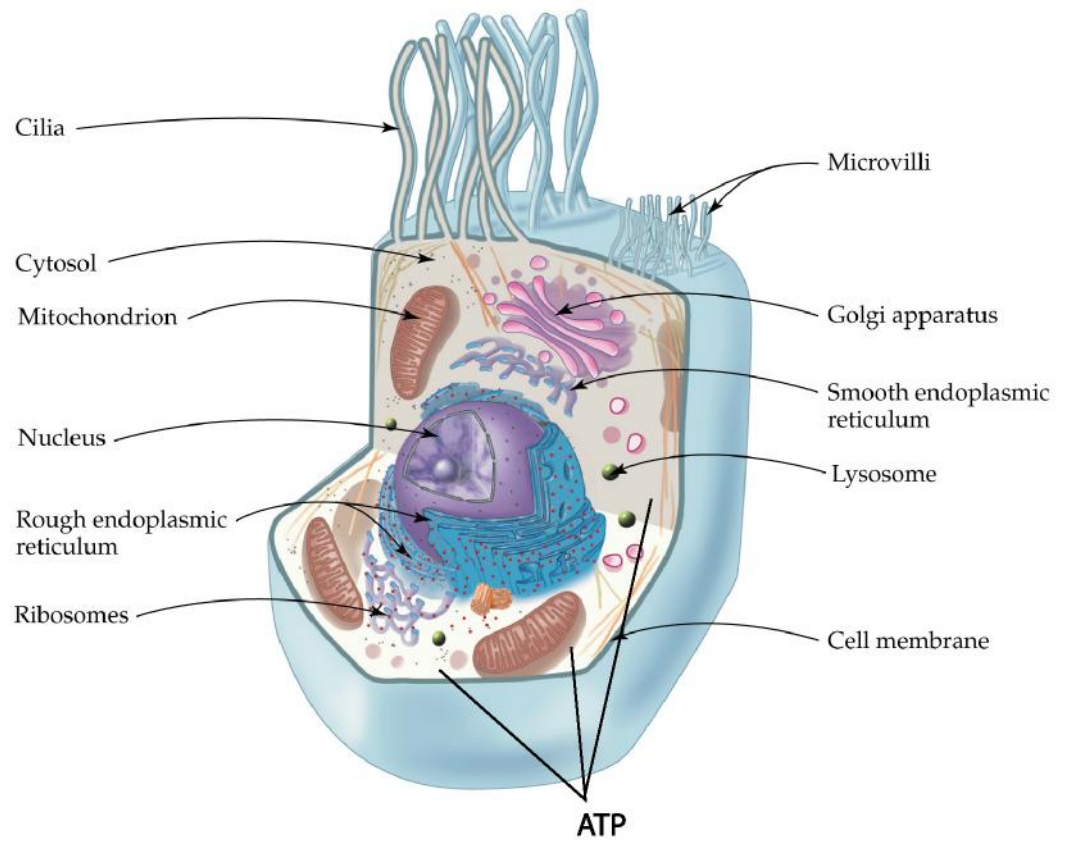
The next generation ATP cleaning validation and tracking system.

NEOGEN CORPORATION

We Stand Behind Our Results

ATP Hygiene Monitoring

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



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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

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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

NEOGEN CORPORATION

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.

KRAFT

Campbell's

Budweiser

Coors

Kellogg's

Fritos

Pepsi

Ocean Spray

ConAgra Foods
We Set America's Table, at Home or Away

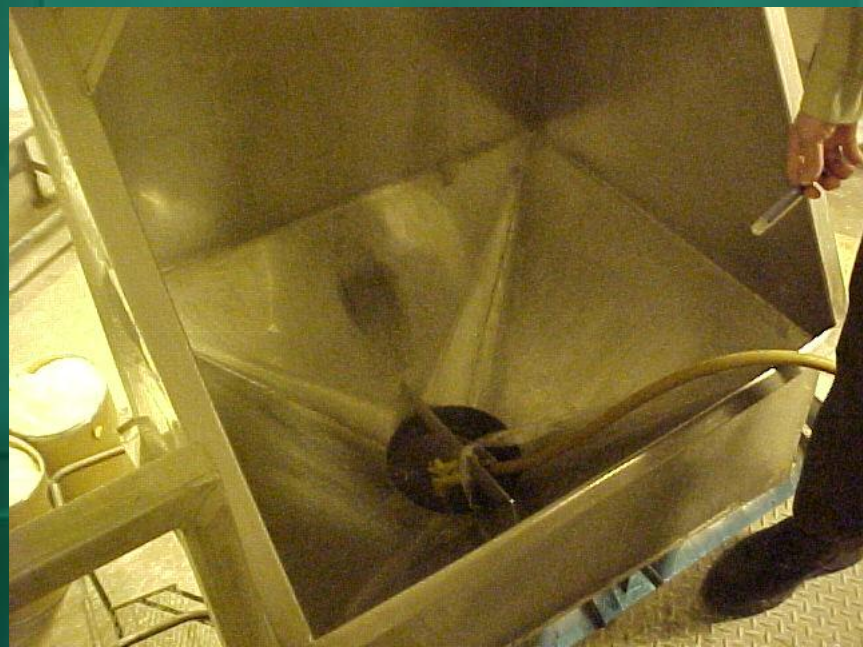
Sara Lee

Nestlé

HERSHEY'S

Spices and Seasonings Company,

Elmhurst, IL



We Stand Behind Our Results

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.

NEOGEN CORPORATION

Product Advantages

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.

NEOGEN CORPORATION

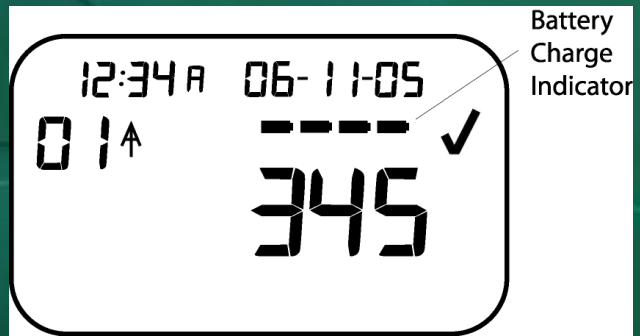
Product Advantages

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.”

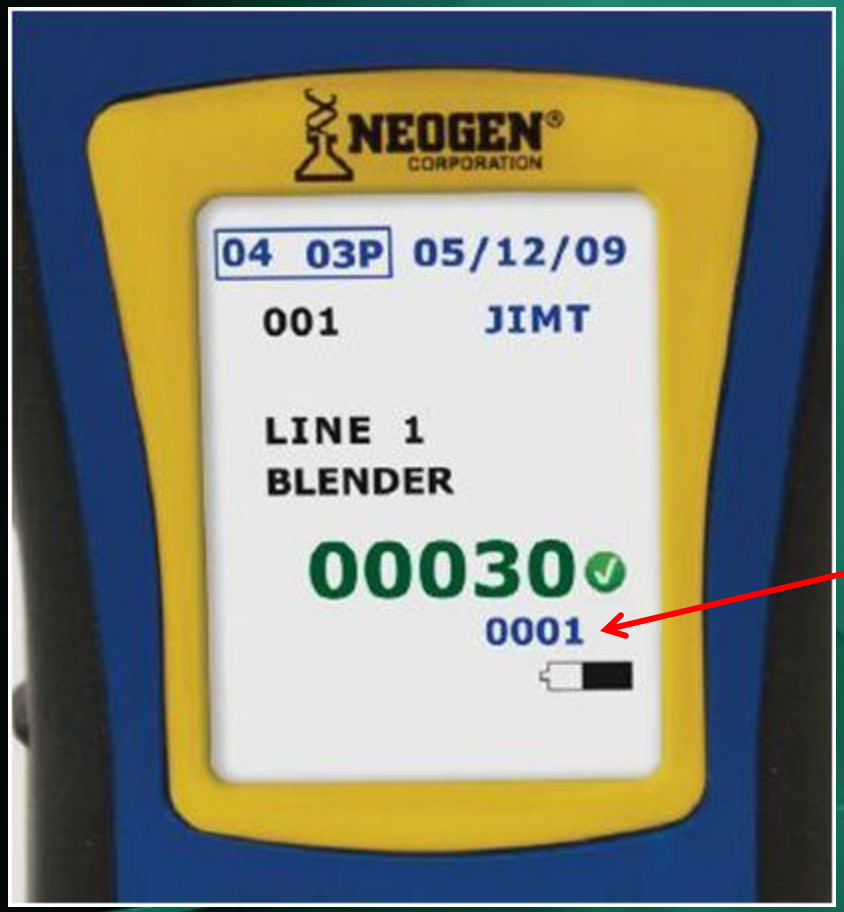
6. 15 hour battery life is twice what the competition offers so you won’t get stranded out in your plant.

7. Low battery indicator means not having to guess whether to continue sampling.



Product Advantages

8. Large, color LCD with site number, site group, site name and user displayed. Results are color-coded (green = pass, red = fail).



Active record count

Product Advantages

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.

NEOGEN CORPORATION

Product Advantages

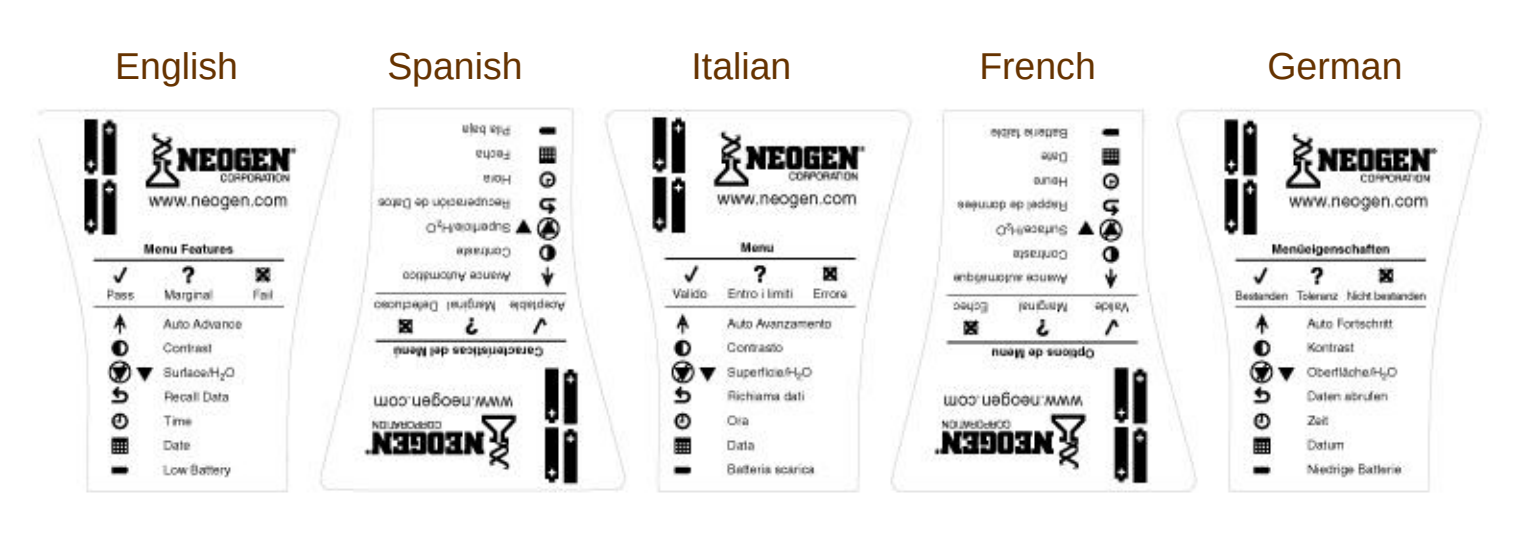
10. Easiest system in the world to use V2.0: NO BUTTON OPERATION!

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

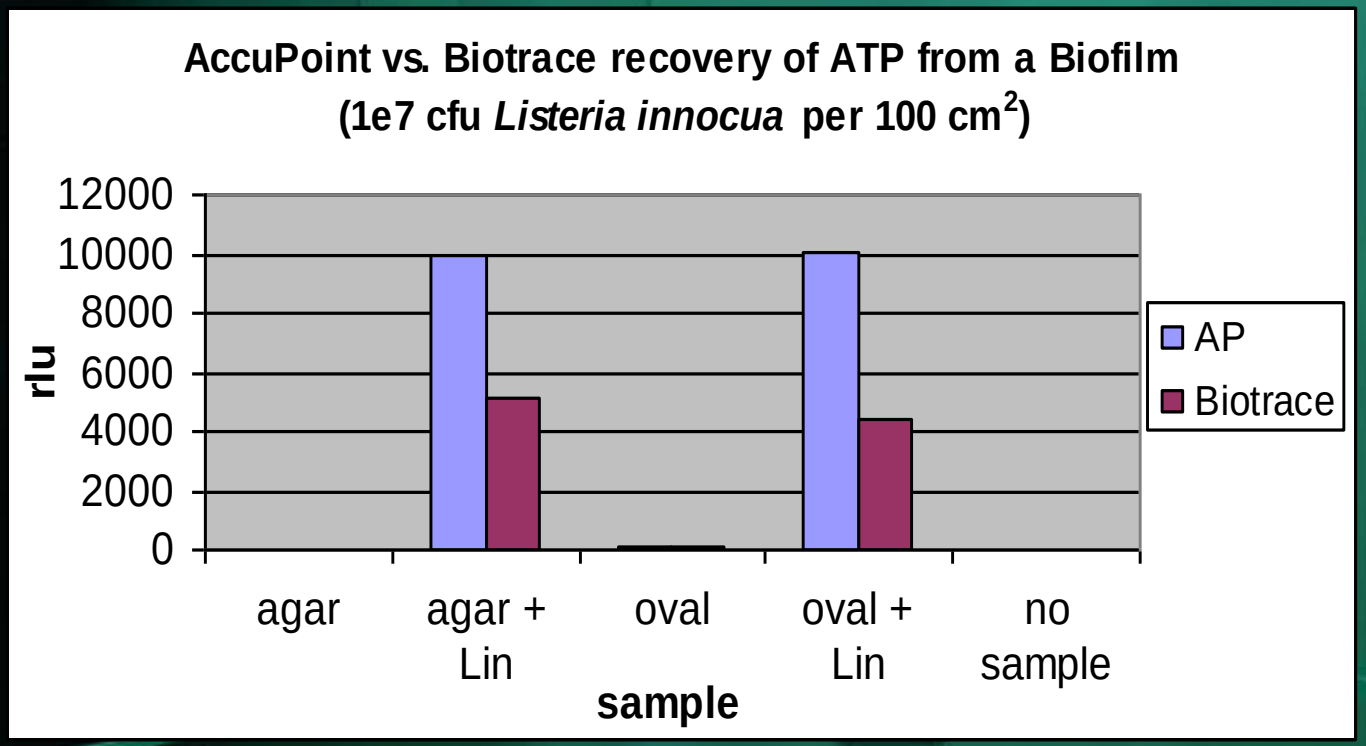
11. We've designed the AccuPoint system to be multi-lingual. Not only have we utilized easily recognizable symbols for the operation of the system, we've provided User's Guides in English, Spanish, Italian, French and German.



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.



Product Advantages

13. The very latest technology:

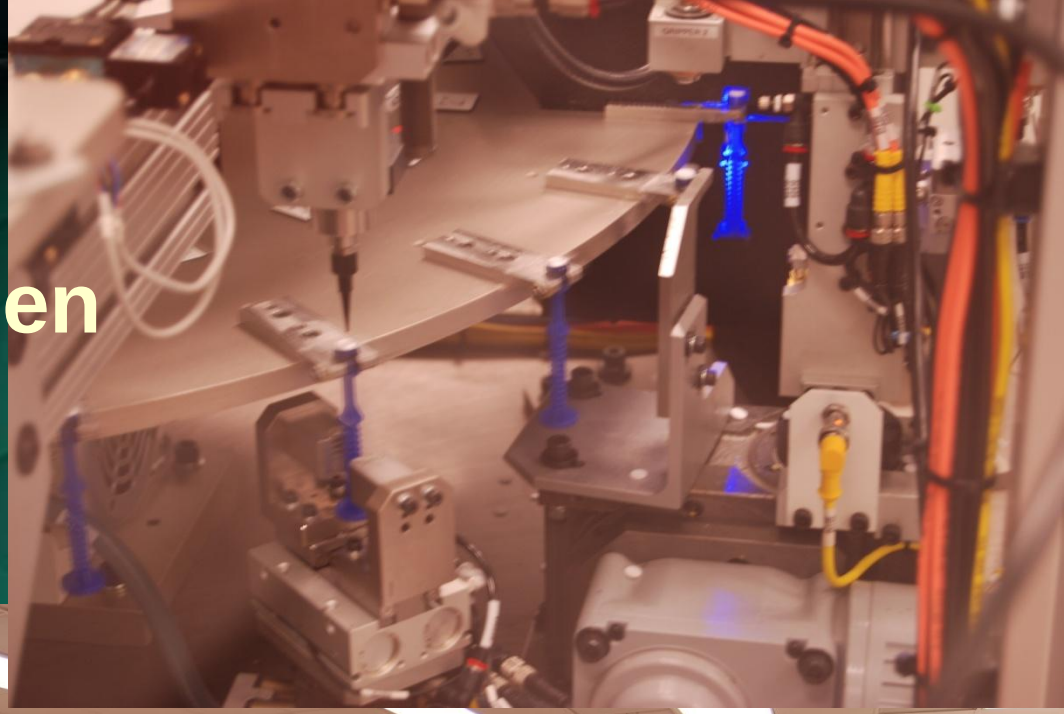
- **32-bit, high throughput microprocessor,**
- **3rd generation Si photodiode for enhanced sensitivity and "truer" clarity of light detection,**
- **2X the data storage capacity of original AccuPoint system to accommodate up to 999 sites,**
- **High-speed USB data transmission,**
- **Full compliment of self-test diagnostics at boot-up.**

Backed by Neogen

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.

NEOGEN CORPORATION

Backed by Neogen



2. State-of-the-art, fully automated, clean-room manufacturing.

Objective: More consistent results.

We Stand Behind Our 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.

AccuPoint
Simply Brilliant Science

AccuPoint Field Calibration Audit

Date: _____

Customer name: _____

Contact: _____ **Title:** _____

Address: _____

City: _____ **State:** _____ **Zip:** _____

Neogen technician: _____

Serial Number: _____

Description of service: Annual calibration audit.

Methodology: Light-emitting and stable gaseous-tritium bead cartridges at four levels plus a blank are compared to calibrated manufacturing standards. Five replicates are administered and compared against their arithmetic average and to the calibrated standard to determine the instrument's calibration relative to itself and to manufacturer's standards.
A reading variance of greater than **10%** indicates a potential out of calibration state.
The first failure indicates the need for cleaning of the optical lens. If failure occurs following this procedure, the instrument must be returned to Neogen for service.

	Reading					Reading			Standard	
Standar	1	2	3	4	5	Varianc	%	Averag	Varian	%
125	100	150	145	125	110	-50	7.9%	126	-1	0.8%
250	225	248	235	221	258	37	3.1%	237	13	5.0%
525	505	545	495	750	495	255	9.1%	558	-33	6.3%
75	70	45	53	78	98	28	8.1%	69	6	8.3%
25	25	15	23	30	20	15	13.3%	23	2	9.6%

Average Variance of Instrument:

Value	%
57	8.32%

Average Variance to Standard:

Value	%
-2.56	6.00%

Conclusion: The instrument is / is not within manufacturer's calibration.

Signed: _____

Neogen Corporation
620 Lesher Place
Lansing, MI 48912
800-234-5333

NEOGEN CORPORATION

Backed by Neogen

World-class training programs.

- **On-site available**
- **Five-module CD training software.**
- **Webex Training**

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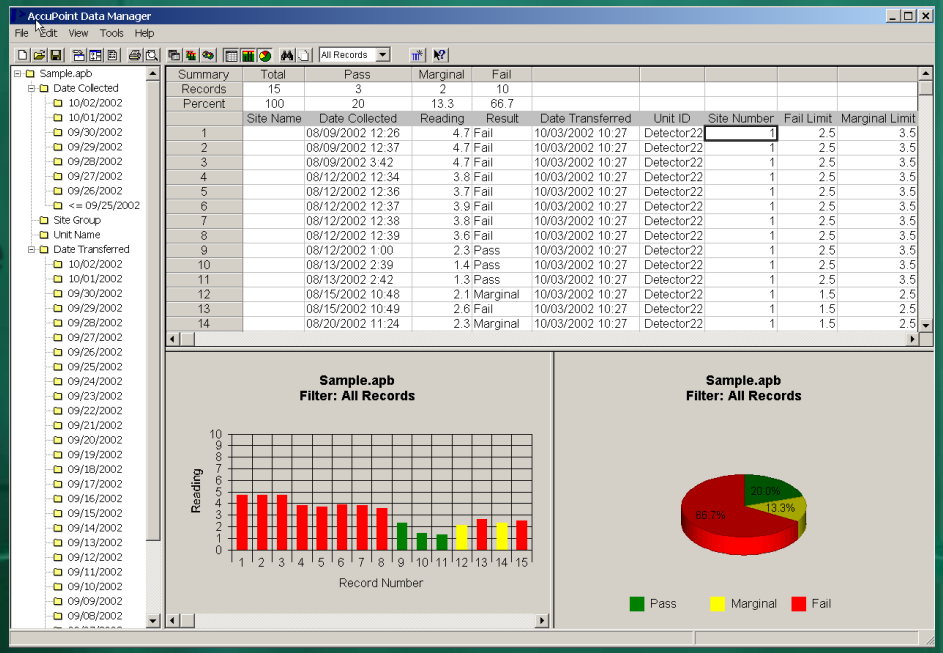
AccuPoint 2

Components

Monitor - Luminometer

PC Software



Summary	Total	Pass	Marginal	Fail
Records	15	3	2	10
Percent	100	20	13.3	66.7

	Site Name	Date Collected	Reading	Result	Date Transferred	Unit ID	Site Number	Fail Limit	Marginal Limit
1		08/09/2002 12:26	4.7	Fail	10/03/2002 10:27	Detector22	1	2.5	3.5
2		08/09/2002 12:37	4.7	Fail	10/03/2002 10:27	Detector22	1	2.5	3.5
3		08/09/2002 3:42	4.7	Fail	10/03/2002 10:27	Detector22	1	2.5	3.5
4		08/12/2002 12:34	3.8	Fail	10/03/2002 10:27	Detector22	1	2.5	3.5
5		08/12/2002 12:36	3.7	Fail	10/03/2002 10:27	Detector22	1	2.5	3.5
6		08/12/2002 12:37	3.9	Fail	10/03/2002 10:27	Detector22	1	2.5	3.5
7		08/12/2002 12:38	3.8	Fail	10/03/2002 10:27	Detector22	1	2.5	3.5
8		08/12/2002 12:39	3.6	Fail	10/03/2002 10:27	Detector22	1	2.5	3.5
9		08/12/2002 1:00	2.3	Pass	10/03/2002 10:27	Detector22	1	2.5	3.5
10		08/13/2002 2:39	1.4	Pass	10/03/2002 10:27	Detector22	1	2.5	3.5
11		08/13/2002 2:42	1.3	Pass	10/03/2002 10:27	Detector22	1	2.5	3.5
12		08/15/2002 10:48	2.1	Marginal	10/03/2002 10:27	Detector22	1	1.5	2.5
13		08/15/2002 10:49	2.6	Fail	10/03/2002 10:27	Detector22	1	1.5	2.5
14		08/20/2002 11:24	2.3	Marginal	10/03/2002 10:27	Detector22	1	1.5	2.5

Consumable Samplers

We Stand Behind Our Results

AccuPoint 2

Customer designed!

The next generation from the leader in ATP systems.

NEOGEN CORPORATION

AccuPoint 2

Large, color LCD

We Stand Behind Our Results

AccuPoint 2

Single button operation.

Modeled after universally easy-to-use cell phones and the iPod.

NEOGEN CORPORATION

AccuPoint 2

Enter user information to track who's taking the test

Record count is displayed at boot-up.

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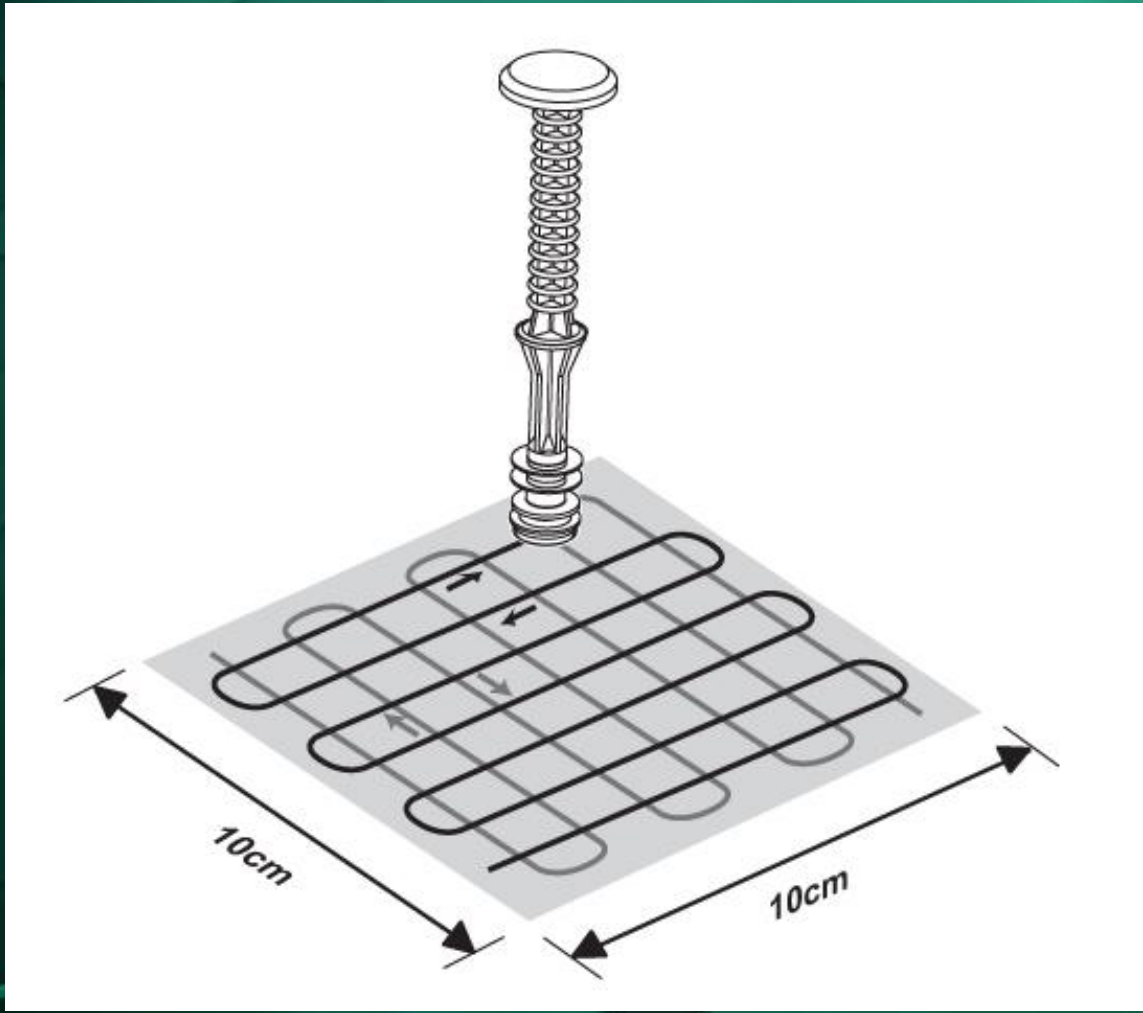
AccuPoint ATP Samplers

AccuPoint ATP Samplers

NEOGEN CORPORATION

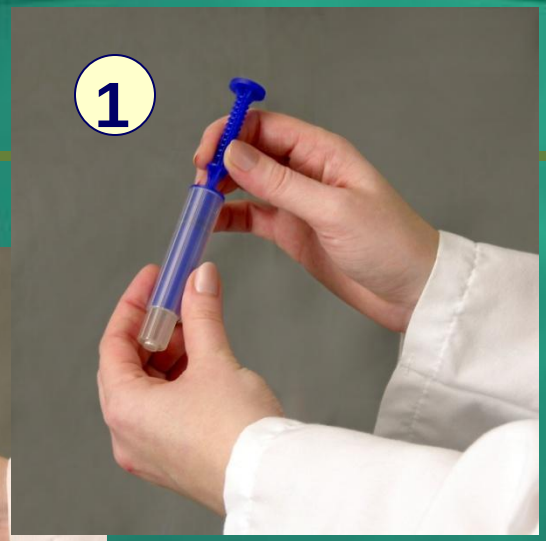
How do I take a sample?

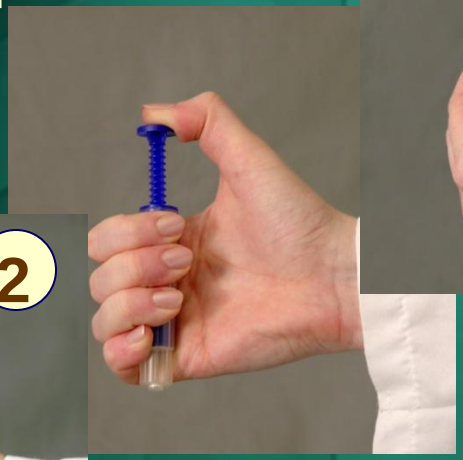
ATP from surface is collected on tip.

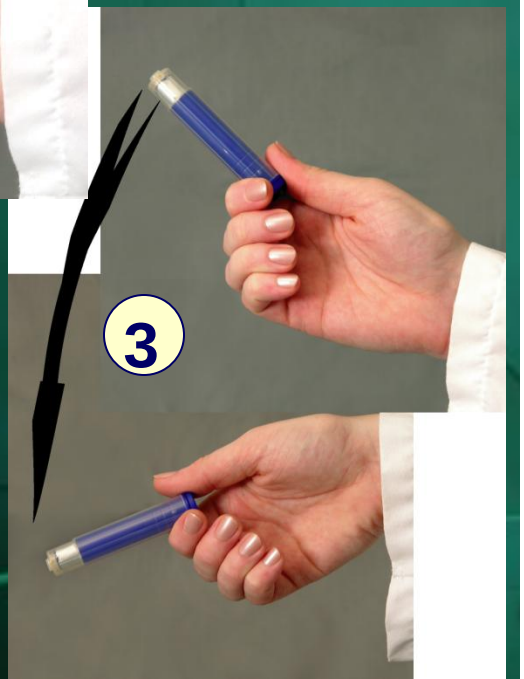


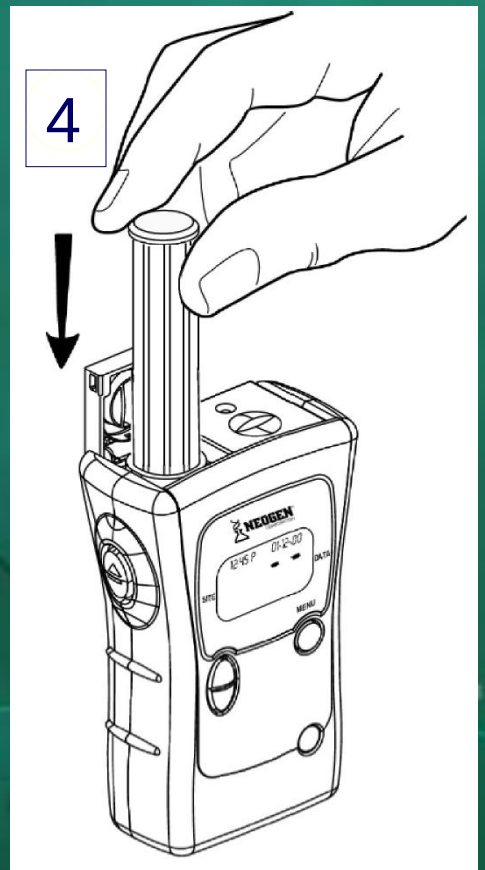
How do I take a sample?

1. Place sampler back in housing.
2. Activate
3. Shake.
4. Place assembly in instrument and close door.









We Stand Behind Our Resul

Engineered from the ground up to be better!

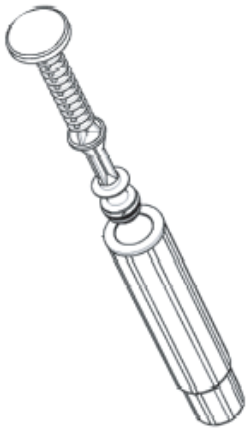
- More consistent.

- Better able to reach into cracks and corners.

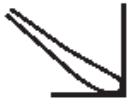
AccuPoint

Simply Brilliant Science

AccuPoint provides a more consistent sample.



AccuPoint Surface Sampler



Standard swab

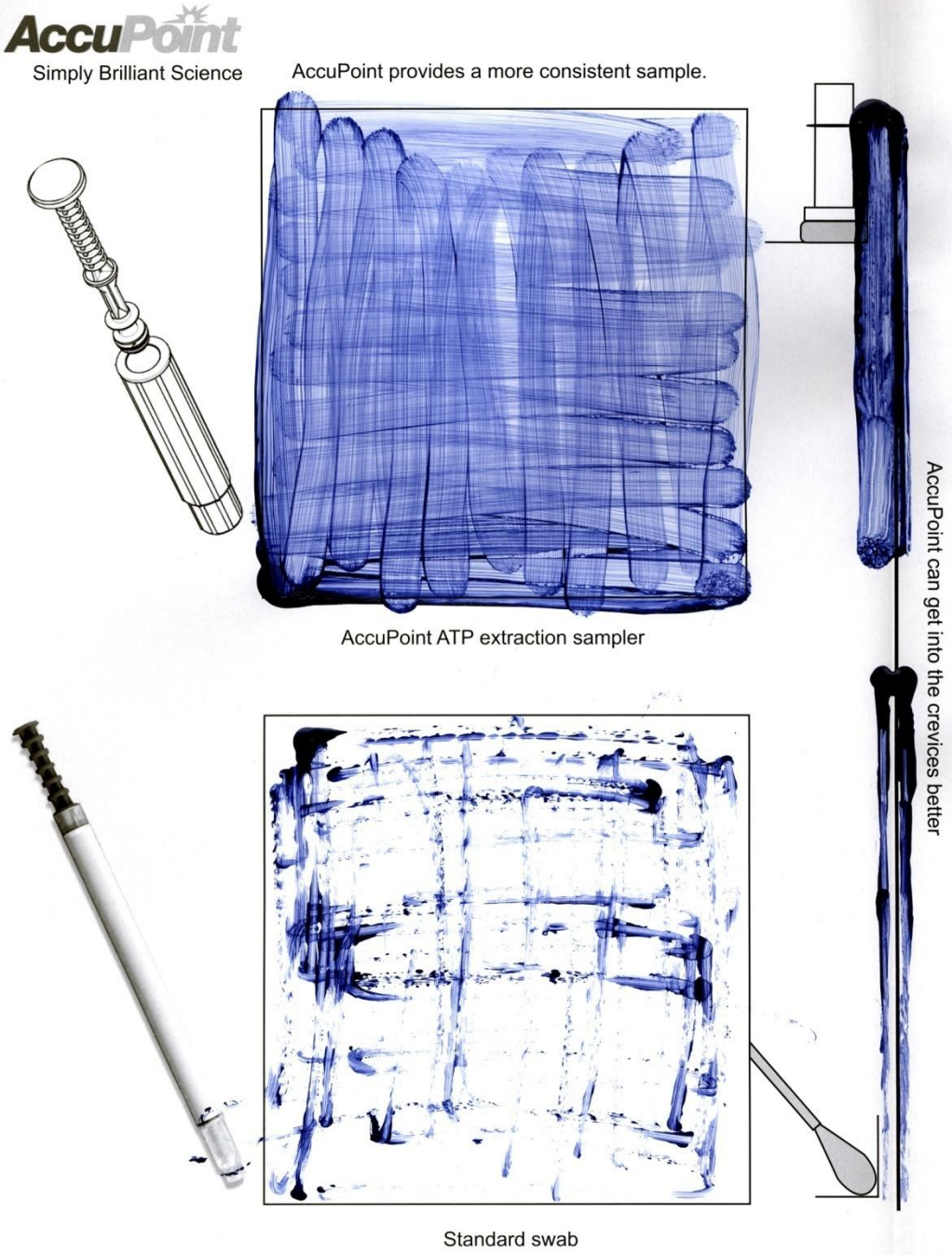
AccuPoint can get into the crevices better

We Stand Behind Our Results

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.

NEOGEN CORPORATION

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.

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AccuPoint 2

- AccuPoint extender optimal solution for reaching tight places.

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AccuPoint Data Manager

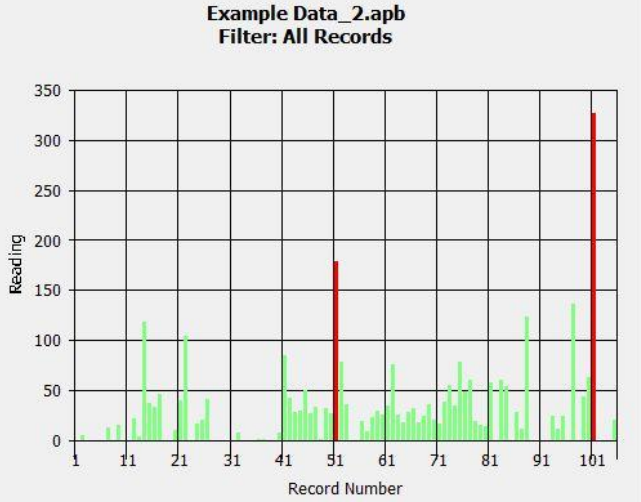
File Edit View Tools Help

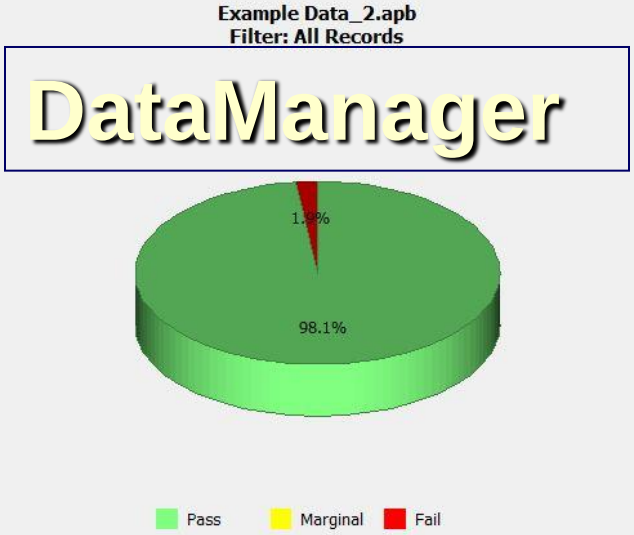
All Records

- Example Data_2.apb
  - Date Collected
    - 10/3/2009
    - 10/4/2009
    - 10/5/2009
    - 10/6/2009
    - 10/7/2009
    - 10/8/2009
    - 10/9/2009
    - 10/10/2009
    - 10/11/2009
    - 10/12/2009
    - <= 10/2/2009
  - Site Group
    - Finishing
      - Conveyor # 01
      - Conveyor # 02
      - Conveyor # 04
      - Conveyor # 08
      - Conveyor # 09
      - Conveyor # 10
      - Conveyor # 11
      - Conveyor # 13
      - Conveyor # 14
      - Conveyor # 15
      - Conveyor # 16
      - Conveyor # 17
      - Conveyor # 18
      - Conveyor # 19
      - Conveyor # 20
    - Hand Shop
    - Loading
    - RTEF
    - Mixing
    - Dishwashing Area
    - No Group Name
  - Unit Name
    - AP-0413-7 - Unit # 1a
    - AP-0594-B - Unit # 2
    - AP-0600-C - Unit # 3
    - AP-0171-1 - Unit # 1
  - Date Transferred
    - 10/12/2009
    - <= 10/11/2009

Summary	Total	Pass	Marginal	Fail
Records	105	103	0	2
Percent	100	98.1	0	1.9

	Unit Name	Site Name	Site Group	Date Collected	Reading	Result	Description	Comments	Date Transferred	Unit ID	Site Number	Fai
1	Unit # 2	Conveyor # 18	Finishing	8/2/2004 9:37 AM	0	Pass			8/2/2004 10:07 AM	AP-0594-B	13	
2	Unit # 2	Conveyor # 20	Finishing	8/2/2004 9:38 AM	5	Pass			8/2/2004 10:07 AM	AP-0594-B	15	
3	Unit # 2	Conveyor # 15	Finishing	8/2/2004 9:39 AM	0	Pass			8/2/2004 10:07 AM	AP-0594-B	10	
4	Unit # 2	Conveyor # 11	Finishing	8/2/2004 9:39 AM	0	Pass			8/2/2004 10:07 AM	AP-0594-B	7	15
5	Unit # 2	Conveyor # 02	Finishing	8/2/2004 9:40 AM	0	Pass			8/2/2004 10:07 AM	AP-0594-B	2	15
6	Unit # 2	Conveyor # 08	Finishing	8/2/2004 9:41 AM	0	Pass			8/2/2004 10:07 AM	AP-0594-B	4	15
7	Unit # 2	Conveyor # 04	Finishing	8/2/2004 9:43 AM	13	Pass			8/2/2004 10:07 AM	AP-0594-B	3	15
8	Unit # 2	Conveyor # 01	Finishing	8/2/2004 9:45 AM	0	Pass			8/2/2004 10:07 AM	AP-0594-B	1	15
9	Unit # 2	Conveyor # 14	Finishing	8/2/2004 9:48 AM	15	Pass			8/2/2004 10:07 AM	AP-0594-B	9	15
10	Unit # 1a	Conveyor # 17	Finishing	8/11/2004 9:48 AM	0	Pass			8/16/2004 11:23 PM	AP-0413-7	12	15
11	Unit # 1a	Conveyor # 15	Finishing	8/11/2004 9:49 AM	0	Pass			8/16/2004 11:23 PM	AP-0413-7	10	15
12	Unit # 1a	Conveyor # 19	Finishing	8/11/2004 9:50 AM	22	Pass			8/16/2004 11:23 PM	AP-0413-7	14	15
13	Unit # 1a	Conveyor # 11	Finishing	8/11/2004 9:51 AM	4	Pass			8/16/2004 11:23 PM	AP-0413-7	7	15
14	Unit # 1a	Conveyor # 08	Finishing	8/11/2004 9:51 AM	118	Pass			8/16/2004 11:23 PM	AP-0413-7	4	15
15	Unit # 1a	Conveyor # 09	Finishing	8/11/2004 9:52 AM	37	Pass			8/16/2004 11:23 PM	AP-0413-7	5	15
16	Unit # 1a	Conveyor # 01	Finishing	8/11/2004 9:53 AM	33	Pass			8/16/2004 11:23 PM	AP-0413-7	1	15
17	Unit # 1a	Conveyor # 09	Finishing	8/11/2004 9:55 AM	47	Pass			8/16/2004 11:23 PM	AP-0413-7	5	15
18	Unit # 1a	Conveyor # 18	Finishing	8/12/2004 9:37 AM	0	Pass			8/16/2004 11:23 PM	AP-0413-7	13	15
19	Unit # 1a	Conveyor # 19	Finishing	8/12/2004 9:38 AM	0	Pass			8/16/2004 11:23 PM	AP-0413-7	14	15
20	Unit # 1a	Conveyor # 20	Finishing	8/12/2004 9:38 AM	11	Pass			8/16/2004 11:23 PM	AP-0413-7	15	15
21	Unit # 1a	Conveyor # 11	Finishing	8/12/2004 9:39 AM	40	Pass			8/16/2004 11:23 PM	AP-0413-7	7	15
22	Unit # 1a	Conveyor # 08	Finishing	8/12/2004 9:41 AM	104	Pass			8/16/2004 11:23 PM	AP-0413-7	4	15





We Stand Behind Our Results

AccuClean™

Trust Green to know it's clean

NEOGEN CORPORATION

AccuClean™

Product Description:

Simple, fully self-contained test for the detection of protein and simple sugars on food contact surfaces.

NEOGEN CORPORATION

We Stand Behind Our Results

AccuClean™

Application:

To quickly and objectively determine the effectiveness of cleaning procedures in a food production facility.

AccuClean™

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.

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AccuClean™

Primary benefit of the system:

A cleaner facility means a higher degree of safety for customers, greater shelf-life and higher quality product.

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AccuClean™

How does the system work?

The chemistry inside the sampler tip turns color depending on the amount of protein detected on the sampled surface.

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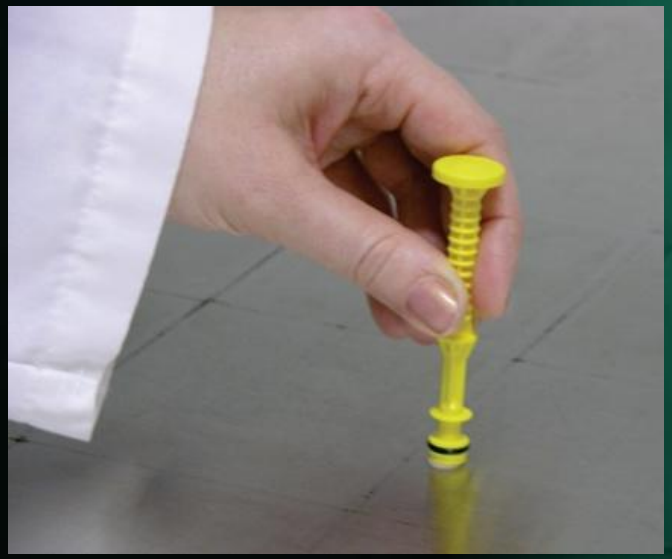
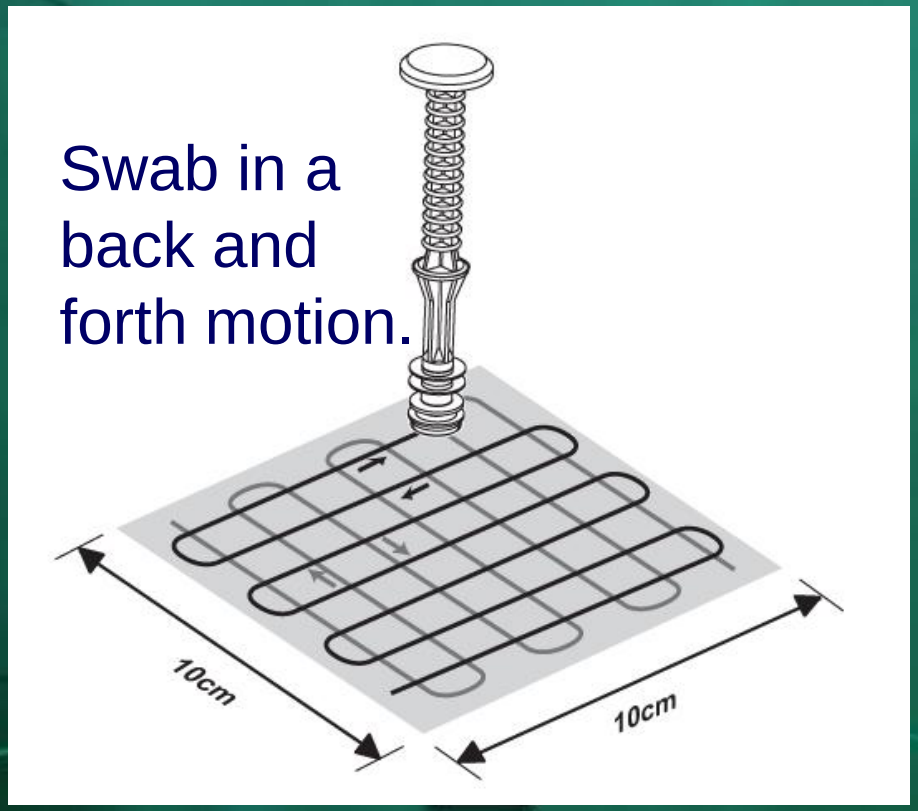
How does the system work?

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





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How does the system work?

Return the sampler to it's cartridge and activate.

AccuClean™

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.

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Four possible results. Green means that the sampled surface was clean. Purple means that it was dirty.

NEOGEN CORPORATION

AccuClean™

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.

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AccuClean™

Features of the system:

6. Manufactured in state of the art clean-room in Lansing, Michigan.

hy-labs®

agar slides

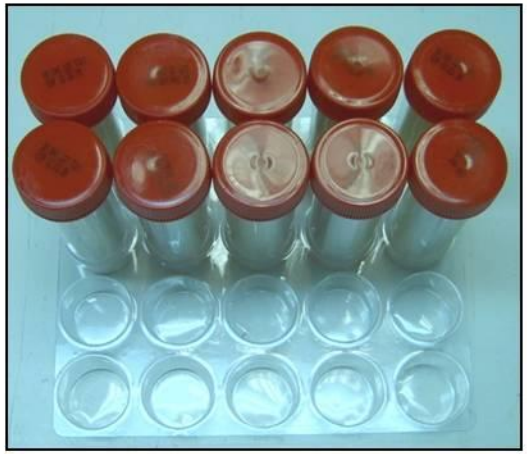
Coliforms

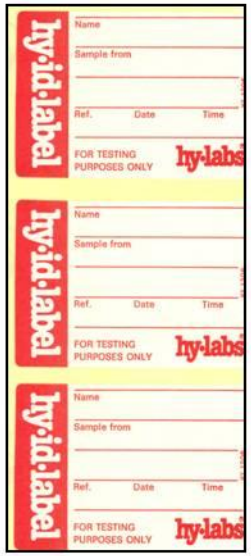
Total Plate Count

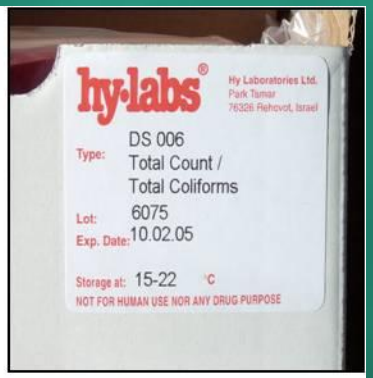
Yeast and mold

NEOGEN CORPORATION

hy-labs agar slides



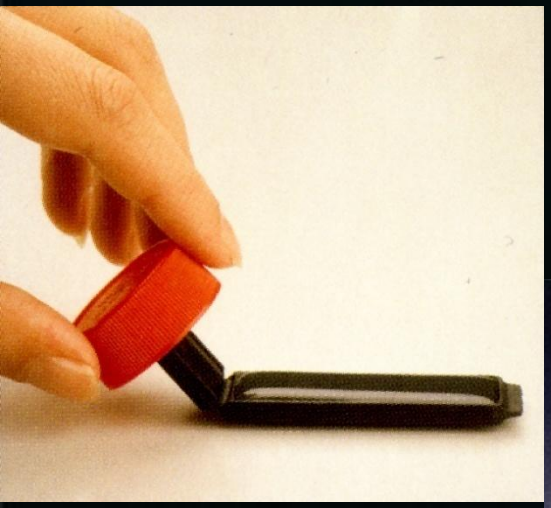




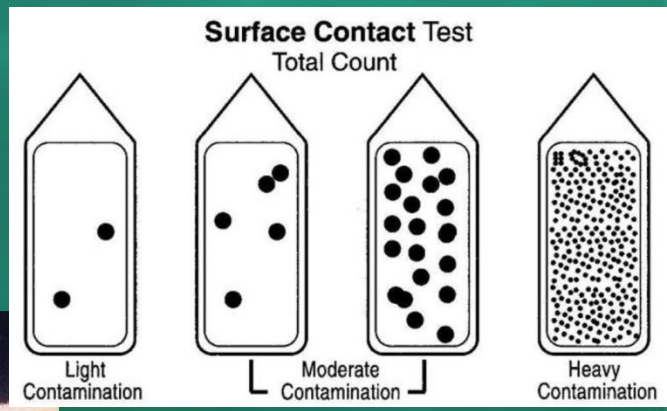
Hy-labs agar slides

Procedure

1. Apply slide to surface to be sampled.



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



3. Compare to chart for interpretation.

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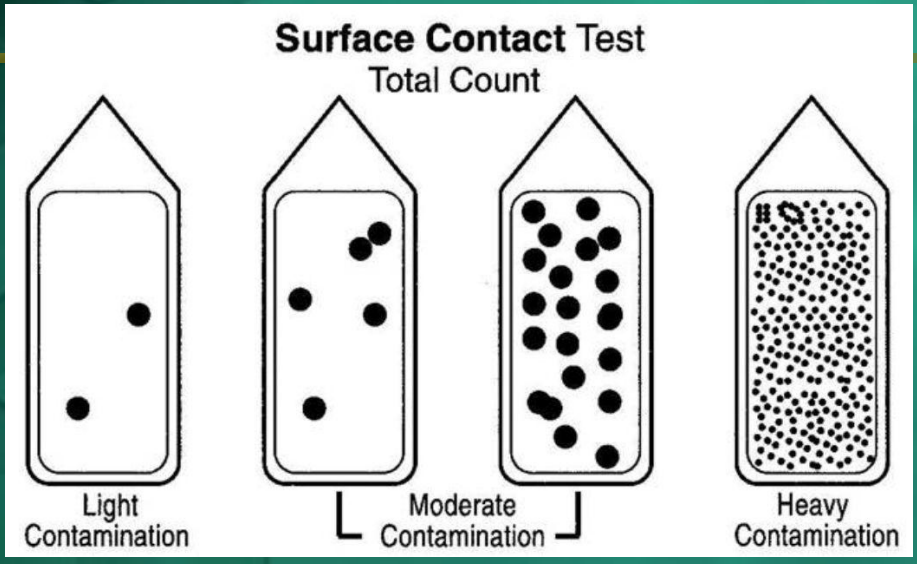
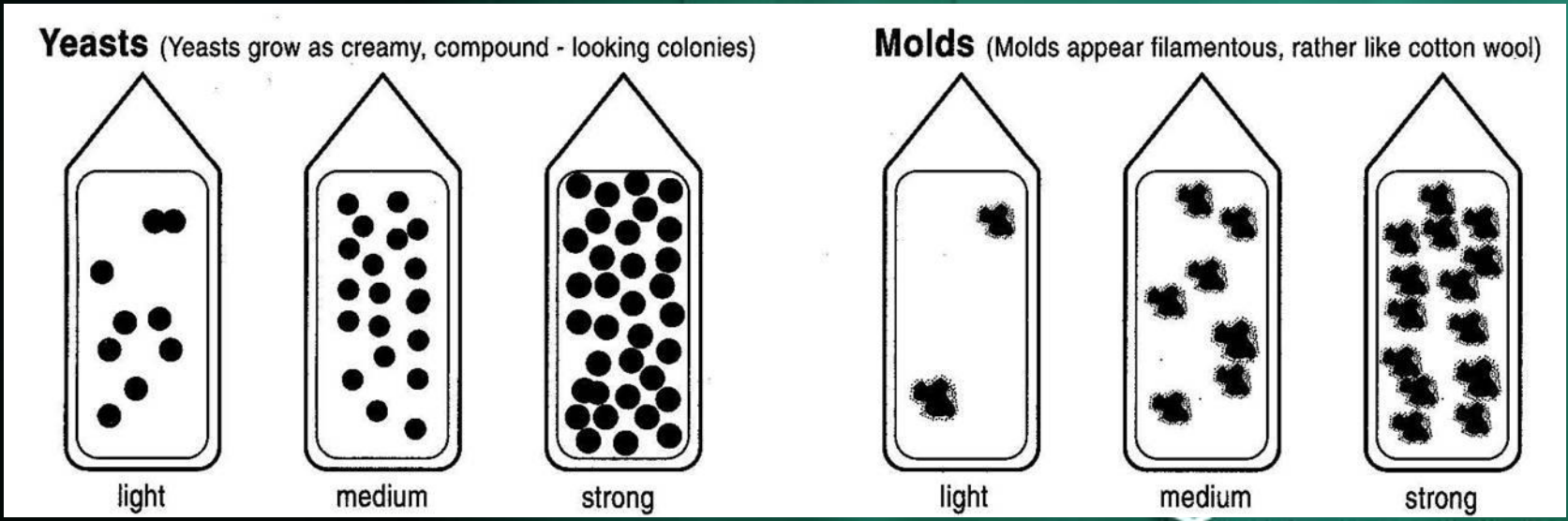
Comparator charts





The industry's leading solutions for sanitation monitoring.

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