



June 26, 2020

CONTACT

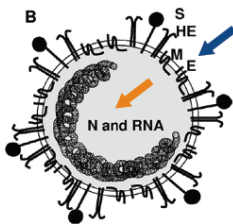
Dear **NAME**,

As the country struggles with the spread and impact of SARS-CoV-2/COVID-19 (“COVID-19”), we at Avellino Lab USA, Inc. (“Avellino”) have continued to increase our capabilities and capacity to help communities, nursing facilities, and employers of all types to provide diagnostic testing to as many people as possible. Since committing all of our resources to COVID-19 testing in March, we have steadily added partners and will surpass 50,000 tests in a matter of days. We would like to introduce ourselves to you, and demonstrate how we may be able to support your testing needs during this unpredictable pandemic.

Who We Are

Avellino is a global leader in genetic data, diagnostics, and therapies. You can read more about our work and advancements in genetics, our company leadership, and history at www.avellino.com. As COVID-19 spread through China and South Korea early in 2020, we designed a test for our employees in those countries (“AvellinoCoV2”). As the virus spread to Europe and the US, we decided to focus our company’s entire operations on performing COVID-19 rt-PCR testing. In March of 2020, we applied for and received EUA authorization from the FDA for use of the test in the US. Avellino was one of the very first independent, high-complexity, high-throughput, CLIA-validated labs in the US to design our own test and receive EUA authorization. In March, we also became one of the very first companies in California and the US to partner with a municipality to open a walk-up/drive through COVID-19 screening site. The success of that partnership led to other community partnerships, including with Orange County. Since then, we have joined several government-sponsored task forces and were recommended by state and nursing facilities based on our rapid turnaround time and commitment to serve our partners. We continue to maintain those high standards of service, even though we are now operating 40X our first day’s volume. You can read more about our work to fight against COVID-19 at www.avellinocoronatest.com.

The AvellinoCoV2 test



Our test utilizes rt-PCR technology to detect the RNA of the active SARS-CoV-2/COVID-19 virus. Our test design was based upon the CDC test, and detects the 2 markers of the N gene in the viral RNA. These are more sensitive markers than those on the E gene, which may lead to inconsistent results. AvellinoCoV2 has been validated and proven to be over 95% accurate in detecting the active virus, with an LoD of 1 copy/μL. The testing process itself is simple, using an Avellino provided NP and OP swab to capture specimens from inside the nose and throat.

Those specimens are then transferred to a vial containing a stable transport medium that neutralizes the virus, which is then shipped to Avellino’s labs for processing and analysis. Once the results are confirmed, results are uploaded to an encrypted portal for the physician to transfer to the patient.



Avellino's Capacity and Billing Options

Currently, Avellino can perform over 3,000 tests per day, and we will continue to add capacity to meet our partners' needs. As a lab dedicated to COVID-19 testing, we can scale to meet demand unlike many others. Our operations run 24/7 when required, and we can provide contacts to help your organization with setting up collection facilities or finding a physician.

Our fee options are flexible, allowing for your organization to purchase our testing service directly either in prepaid or net 30 terms, or we can submit insurance claims on your behalf. Our Sales team can walk you through the options and help you find the right program and payment schedule to fit for your needs.

During this worldwide pandemic, the need for more COVID-19 diagnostic testing should not be underestimated, especially for essential services personnel and those regularly exposed or at high risk. Ultra-rapid, non-invasive molecular testing makes a difference to their lives and others whom they may infect without knowing they are carrying the virus. Further, we believe backlogs at most labs will continue for at least six more months and that COVID-19 testing will be required for the foreseeable future.

We look forward to rapidly initiating this strategic public health partnership.

Very truly yours,

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