



**FOREIGNEXCHANGE
TRANSLATIONS, INC.**

678 Massachusetts Avenue, Suite 701
Cambridge, MA 02139
617.868.2463
888.454.0787 *toll-free*
617.868.2468 *fax*

www.fxtrans.com

NEWS RELEASE—For Immediate Release

CONTACT: Patrick McGonagle
ForeignExchange Translations, Inc.
617-868-2463
pmcgonagle@fxtrans.com

**CONCERNS GROW THAT THE IVD INDUSTRY IS BEHIND SCHEDULE FOR
COMPLIANCE WITH LATEST EU DIRECTIVE**

ForeignExchange Translations' survey highlights manufacturers' fears

Cambridge, MA (November 12, 2002)—The \$9 billion U.S. in-vitro diagnostics (IVD) industry appears ill prepared to meet the strict new regulations contained in the European Union's new IVD Directive. Manufacturers lack effective plans for complying with the directive deadline of December 7, 2003 and risk losing revenue and market share, according to the leading consultant in the IVD industry, Dr. Francesco Dati. "Unfortunately, it seems that many IVD manufacturers—especially outside the EU—simply underestimate the consequences connected with the Directive and are not handling it properly."

A quarterly survey of IVD professionals conducted by ForeignExchange Translations in conjunction with Dr. Dati indicates the industry is less than optimally prepared. Third-quarter results of the IVDD Translation Survey reveal that manufacturers are worried about their ability to meet the deadline.

Andres Heuberger, President of ForeignExchange Translations, said that 78% of respondents were aware that EU purchasing organizations would not buy products without the CE Mark after December 2003. "63% of respondents said they were 'concerned' or 'very concerned' about meeting the deadline," he added.

To view the full text of the Q3 2002 IVDD Translation Survey results, visit
<http://www.IVD-Translation.com/ivdresults3.pdf>

About ForeignExchange Translations, Inc.

ForeignExchange Translations, Inc., is redefining the delivery of foreign-language services to the in-vitro diagnostics, medical device, and pharmaceutical industries. ForeignExchange's solutions are based on its proprietary Multilingual Compliance Process™, which combines expert linguists, best-of-breed technology, and measurable translation quality in a robust and scaleable process that can be deployed in up to 32 languages simultaneously. The company provides Internet globalization, software localization, and technical translation solutions to clients such as Abbott (NYSE:ABT), Johnson & Johnson (NYSE:JNJ), Guidant (NYSE:GDT), Biogen (NASDAQ:BGEN), and Sigma-Aldrich (NASDAQ:SIAL). For more information, please visit <http://www.fxtrans.com>.

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