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## **Cepheid Delivers Milestone 10,000th GeneXpert System**

### **Dean Street Express Expanding to Additional Locations using GeneXpert Infinity System**

SUNNYVALE, Calif., March 7, 2016 /PRNewswire/ -- Cepheid (Nasdaq: CPHD) today announced the delivery of the 10,000<sup>th</sup> GeneXpert® System to the 10 Hammersmith Broadway Clinic in London, England.

The Hammersmith Clinic is the first in a series of new clinics developed by the same team behind the innovative Dean Street Express clinic located in London's Soho district that has been transforming the model for STD testing and public health since it first opened in February 2014. Dean Street Express, 10 Hammersmith Broadway and the additional planned clinics offer drop-in service and on-site testing, with results delivered to patients within hours, rather than days, for a number of STDs, including CT/NG, HIV, and syphilis. Dean Street Express has adopted Cepheid's GeneXpert Infinity System to enable rapid, on-site testing for CT/NG using patient-collected specimens. Unlike more traditional molecular systems that can only be operated at centralized testing locations with highly skilled lab technicians, the GeneXpert System allows lab-quality, complex molecular tests to be completed at the point-of-care, in this case with Cepheid's unique, high-volume GeneXpert Infinity System.

"Dean Street has challenged the way we all think about the delivery of diagnostic tests and the workflow and management of important diagnostic results," said John Bishop, Cepheid's Chairman and Chief Executive Officer. "As a result, the overall patient experience is dramatically improved, and those patients who need it are started on appropriate therapies faster. I'm very pleased to see the proliferation of this transformational approach to sexual healthcare, and proud to be installing our 10,000<sup>th</sup> GeneXpert system at the new Hammersmith Clinic."

"We have been thrilled with the response to the Dean Street Clinic, and have been able to test more patients and diagnose more STDs, in part due to the GeneXpert system's quality, speed, and ease-of-use that enables same-day, non-intrusive STD testing," said James Beckett, Divisional Director of Operations at the Chelsea and Westminster Trust. "Cepheid is an important partner as we extend our innovative approach into Hammersmith and other new locations in London, offering an exciting opportunity, not just for the UK but for sexual health globally, to improve diagnosis of STIs and to encourage people to screen regularly. We firmly believe that all patients should be able to access sexual health services in this way."

The new Hammersmith site is scheduled to open in April 2016, to be followed by additional clinics later this year.

#### **About Cepheid**

Based in Sunnyvale, Calif., Cepheid (Nasdaq: CPHD) is a leading molecular diagnostics company that is dedicated to improving healthcare by developing, manufacturing, and marketing accurate yet easy-to-use molecular systems and tests. By automating highly complex and time-consuming manual procedures, the company's solutions deliver a better way for institutions of any size to perform sophisticated genetic testing for organisms and genetic-based diseases. Through its strong molecular biology capabilities, the company is focusing on those applications where accurate, rapid, and actionable test results are needed most, such as managing infectious diseases and cancer. For more information, visit [www.cepheid.com](http://www.cepheid.com).

#### **About GeneXpert Systems and Xpert Tests**

With more than 10,000 systems in 182 countries, the GeneXpert System is the world's most popular molecular diagnostics' instrument. The GeneXpert System's modular configuration means that the system is the most scalable available, offering the ability to perform from one to eighty Xpert tests at the same time. As a result, the GeneXpert System meets the throughput requirements of customers of all sizes - from lower volume point-of-care settings to higher volume reference laboratories - enabling accurate, fast and cost effective test results.

GeneXpert Systems run proprietary Xpert test cartridges. The Xpert test menu spans healthcare-associated infections, sexual health, critical infectious disease, and oncology, and today offers 23 tests outside the US, and 19 tests in the US. More information on the GeneXpert System and the Xpert tests is available on our website at [www.cepheid.com](http://www.cepheid.com).

## Forward Looking Statements

This press release contains forward-looking statements that are not purely historical regarding Cepheid's or its management's intentions, beliefs, expectations and strategies for the future, including those relating to the new delivery and installations of GeneXpert Systems, future test availability of testing locations, future availability, performance, technical and product specifications, sensitivity, speed, accuracy, diagnostic utility and clinical efficacy of the GeneXpert Omni and Xpert tests, including relative to competing products and technologies. Because such statements deal with future events, they are subject to various risks and uncertainties, and actual results could differ materially from Cepheid's current expectations. Factors that could cause actual results to differ materially include risks and uncertainties such as those relating to: test performance in the field; utilization of the Company's tests by clinicians and future changes in medical practice and protocols; the Company's ability to successfully and timely develop new products; the completion of clinical trials for new products successfully and in a timely manner; uncertainties related to the United States FDA, European and other regulatory processes; the Company's ability to successfully introduce and sell products in global markets; the Company's research and development budget; unforeseen supply, development and manufacturing problems; the potential need for additional intellectual property licenses for tests and other products and the terms of such licenses; the impact of competitive products and pricing; the costs of product components and other factors affecting product pricing; the Company's ability to manage geographically-dispersed operations; and underlying regulatory, political and market conditions worldwide. Readers should also refer to the section entitled "Risk Factors" in Cepheid's Annual Report on Form 10-K, its most recent Quarterly Report on Form 10-Q, and its other reports filed with the Securities and Exchange Commission.

All forward-looking statements and reasons why results might differ included in this release are made as of the date of this press release, based on information currently available to Cepheid, and Cepheid assumes no obligation to update any such forward-looking statement or reasons why results might differ.

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