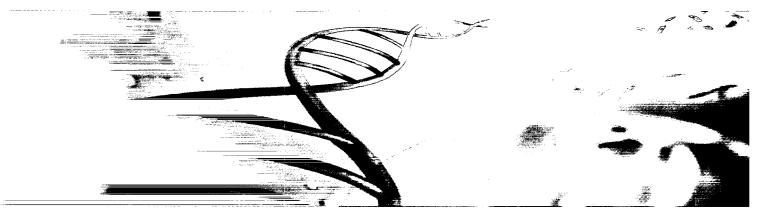


ARS

1-31279 APR 2 1 2003 PE12-31-02

Harnessing the Powe Molecular Technology to Revolutionize Healthcare

# Gen-Probe



Annual Report 2002

PROCESSED APR 22 2003 THOMSON



CA

# larnessing the power of molecular echnology to revolutionize healthcare



Founded in 1983, Gen-Probe has become a global leader in the development, manufacture and marketing of rapid, accurate and cost-effective nucleic acid test (NAT) products for diagnosing human diseases and for screening donated blood. To date, the company has received U.S. Food and Drug Administration (FDA) clearance or approval for more than 50 products that detect a wide variety of infectious microorganisms, including those causing sexually transmitted diseases, tuberculosis, strep throat, pneumonia and fungal infections. Extending its history of

Gen-Probe developed and manufactures the first FDA-approved NAT blood screening assay for the simultaneous detection of human immunodeficiency virus (HCV), which together with its semi-automated est instrument is marketed by Chiron Corporation as the Procleix® System.

Consistent with Gen-Probe's mission of harnessing the power of molecular technology to revolutionize healthcare, the company is using its patented technologies edevelop new, improved tests for detecting the West Nile virus, hepatitis B virus HBV) and for the rapid identification of microorganisms such as those isolated from life-threatening blood infections.

Gen-Probe has 20 years of nucleic acid detection research and product development experience, and its products are used daily in clinical laboratories and blood esting centers throughout the world. Gen-Probe is headquartered in San Diego, California and has approximately 700 employees.

### Gen-Probe Firsts

Gen-Probe pioneered the field of nucleic acid diagnostics and now holds leading positions in this rapidly growing industry. Below are highlights of some of the company's "firsts."

First FDA-cleared nucleic acid test (NAT) in the industry, which tests for Legionnaires' disease.

 ${\it II}$  9  ${\it F}$  First nucleic acid test in the industry for sexually transmitted disease (STD).

 ${\it II}$  9 9 First FDA-cleared amplified NAT assay for tuberculosis.

200 First amplified STD assay to achieve equivalent performance with swab and urine samples.

200 2 Eirst FDA-licensed blood screening NAT assay for HIV-1 and HCV detection.

#### **Selected Financial Highlights**

IN THOUSANDS EXCEPT PER SHARE DATA

| FOR THE YEARS ENDED DECEMBER 31,          | 1 999      | 2000       | 2001       | 2002       |
|---|------------|------------|------------|------------|
| Total revenues                            | \$ 117,522 | \$ 119,541 | \$ 129,731 | \$ 155,597 |
| Product revenues                          | \$ 95,969  | \$ 100,162 | \$ 104,233 | \$ 139,932 |
| Operating income (loss)                   | \$ 10,377  | \$ (1,960) | \$ 4,051   | \$ 15,947  |
| Net income (loss)                         | \$ 6,711   | \$ (1,008) | \$ 4,617   | \$ 13,007  |
| Basic and diluted earnings per share      | \$ 0.28    | \$ (0.04)  | \$ 0.19    | \$ 0.55    |
| Cash & short-term investments             | \$ 24,151  | \$ 12,584  | \$ 17,750  | \$ 107,960 |
| Working capital                           | \$ 30,523  | \$ 29,439  | \$ 29,765  | \$ 115,288 |
| Total assets                              | \$ 159,683 | \$ 156,612 | \$ 160,347 | \$ 258,157 |
| Long-term debt, including current portion | \$ 14,000  | \$ 14,000  | \$ 12,000  | \$ 0       |

## Dear Stockholders,



AS WE CONTINUE the transition from a privately held subsidiary of a large Japanese pharmaceutical company to an independent, publicly held diagnostic biotechnology company, we are well positioned to achieve greater successes. Today, Gen-Probe is the largest, most successful independent company committed solely to the development of nucleic acid tests (NAT) — an industry we pioneered nearly 20 years ago.

I am delighted to report that 2002 was a very successful year for Gen-Probe, a year in which prior investments began producing significant financial growth. During the year, we successfully managed our spin-off from Chugai Pharmaceutical Co., Ltd., began trading on The Nasdaq Stock Market as an independent public company and achieved record revenues and earnings.

Very early in our development, we realized the potential that NAT, then in its infancy, could have on healthcare. We invested in research and development, flourished and became a global leader in this market. Since our founding, we have built a solid technical base to support prodigious growth. As an independent public company, Gen-Probe will continue offering innovative diagnostic products that provide

accurate diagnosis of human disease in time to make a difference.

Just this past year, we accomplished two significant product milestones that are key revenue drivers. The first was the successful commercial launch of the APTIMA® Combo 2™ Assay, an amplified NAT assay for the simultaneous detection of Chlamydia infections and gonorrhea. This product, initially launched in August 2001, gained strong acceptance in the market this year. The second was the FDA-approval for the first amplified nucleic acid blood screening test for HIV-1 and HCV, along with the dedicated hardware and software, in February 2002. The assay and test system, developed and manufactured by Gen-Probe and marketed by Chiron Corporation as the Procleix® HIV-1/HCV Assay System, currently screens more than 75% of all donated blood in the United States and is currently used in 15 foreign countries.

**SETTING THE STANDARD** Gen-Probe continues to set the standard in NAT testing, which at 30% growth in recent years, is the fastest growing segment in the diagnostics industry.

Both of our key business areas, clinical diagnostics and blood screening, contributed significantly to I am delighted to report that 2002 was a very successful year for Gen-Probe—a year in which prior investments began producing significant financial growth.

our record revenues and net income in 2002. Total revenues increased 20% to \$155.6 million, compared to \$129.7 million in 2001. Net income for 2002 increased more than 180% to \$13 million, or \$0.55 per share, compared to \$4.6 million, or \$0.19 per share, in 2001.

These revenues resulted from sales of over 50 innovative products and a broad and deep array of technologies promoted by an experienced direct sales force, strong strategic sales and marketing partners in selected product segments, and a team of our own experienced, dedicated marketing professionals. This combined expertise allows us, as a relatively small company in a field that is dominated by very large competitors, to compete aggressively and successfully. Additionally, as part of our effort to offer innovative products to our customers, we have established an extensive patent portfolio of over 330 patents that protect our proprietary technologies and products.

**OUTLOOK FOR THE FUTURE** NAT is rapidly transforming healthcare, and Gen-Probe is at the forefront of this movement. The technology detects genetic markers of pathogenic organisms, diseases, disease predisposition and individual response to specific

therapy, allowing for improved diagnosis, prediction, monitoring and treatment. Our leadership position in NAT testing gives us an opportunity to capture future value even in industry segments where we do not currently participate. In 2005, the total NAT market is expected to grow to \$5.4 billion, according to industry sources.

We anticipate expanding our clinical diagnostics product portfolio into new areas, such as viral load testing for disease management. Growth in our blood screening business will be driven by expansion of international market share for the Procleix Assay and by the introduction of new tests, such as the hepatitis B virus (HBV) blood screening test, which will be combined with Procleix into a single test. The test will be used to screen the blood supply for HIV-1, HCV and HBV in our global markets. We are also developing a stand-alone assay to detect the West Nile virus in donated blood.

We will continue to develop instrumentation and software that support our established product lines, and provide the superior technical service to our customers that has helped set us apart from the competition.

We believe the introduction of our fully automated TIGRIS™ Instrument System will facilitate growth in both our clinical diagnostics and blood screening markets. We anticipate entering clinical trials for the TIGRIS System in 2003 for both blood screening and clinical diagnostics, and expect to file a 510(k) application with the FDA for clinical diagnostics by the end of this year.

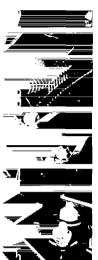
We are very proud of the Gen-Probe team and our accomplishments during 2002, and we are eager for you to become better acquainted with the people, the technologies and the products that make up Gen-Probe. Over the years, we have been able to attract the right people, challenge them, and reap the rewards of their successes. We will preserve and promote the entrepreneurial spirit, technological orientation and customer focus that has driven the growth and innovation of our company. Thank you for your interest and support.

Sincerely,

HENRY L. NORDHOFF CHAIRMAN, PRESIDENT AND CHIEF EXECUTIVE OFFICER

MARCH 25, 2003





# Superior Technology

Gen-Probe has
developed technologies that make NAT
assays, hardware and
software practical
and effective for
commercial use.
These technologies,
synergistically
combined, form the
foundation for GenProbe's revolutionary
RNA and DNA probe
tests. Briefly, these

technologies include:

1) Targeting ribosomal RNA (rRNA) 2) Target capture technology 3) Transcription-Mediated Amplification technology (TMA) 4) Chemiluminescent detection using Hybridization Protection Assay and **Dual Kinetic Assay** technologies 5) Instrument systems

Over the past decade, major advances have been made in molecular diagnostics for infectious diseases. Many of these advances originated in the research laboratories of Gen-Probe and have changed the basic method of operation in microbiology laboratories around the world.

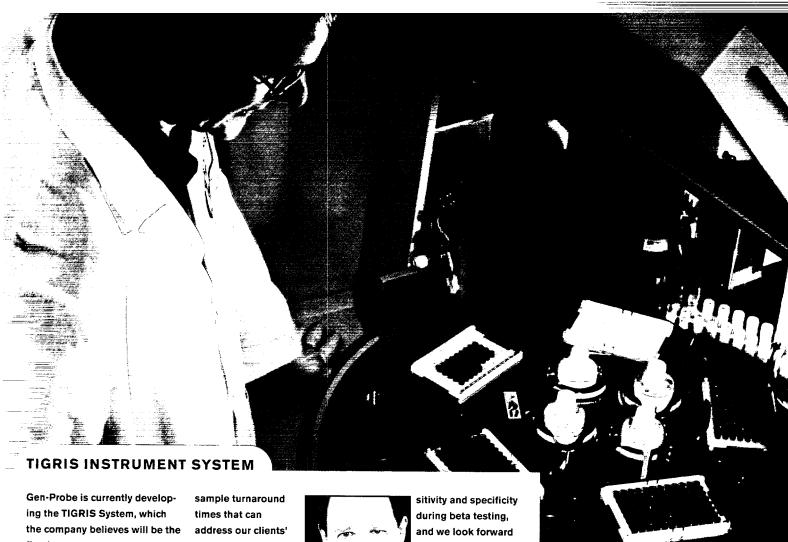
Traditional methods, such as cell culture, require the growth of a microorganism in a medium and can take several days or longer to provide a definitive diagnostic result. Immunoassays that measure the body's response to invasion by infectious agents take even longer because detectable antibodies often require weeks to develop. In contrast, Gen-Probe's tests, in which probes bind directly and specifically to nucleic acid sequences unique to the target organism, can usually identify an infecting pathogen in just a few hours.

Gen-Probe's test for tuberculosis, for example, reduced from weeks to hours the time needed to identify the bacterium that causes the disease. Gen-Probe's recently introduced APTIMA Combo 2 Assay for Chlamydia trachomatis (CT) and Neisseria gonorrhoeae (GC) improved the diagnosis of sexually transmitted disease by detecting these two most common bacterial causes in hours using a single method. To further differentiate the APTIMA assay and deliver user-friendly, ergonomic solutions to its

customers, Gen-Probe designed a unique, penetrable sample cap (patent pending) that reduces both contamination and the risk of repetitive motion injuries that are caused by uncapping sample tubes.

#### TMA - ONE OF GEN-PROBE'S PREMIER

TECHNOLOGIES The ability to detect extremely small numbers of genetic targets is required for NAT diagnostic tests. A significant accomplishment of Gen-Probe's research team is its proprietary nucleic acid amplification method known as Transcription-Mediated Amplification or TMA. Capable of amplifying selected portions of a single target molecule more than a billion fold in less than 30 minutes, TMA is a key component of some of the company's most important products, including its AMPLIFIED Mycobacterium Tuberculosis Direct (MTD) Test and its HIV-1/HCV blood screening assay. TMA is also used for target amplification in the APTIMA Combo 2 Assay which will help ensure that the company maintains its dominant position in the U.S. CT and GC testing markets.



Gen-Probe is currently developing the TIGRIS System, which the company believes will be the first instrument to completely automate NAT testing. The TIGRIS System will integrate and automate all of the steps associated with the company's latest amplified NAT assays.

To address the high cost and scarcity of trained laboratory personnel, the TIGRIS System has been designed to process approximately 1,000 samples in a 12-hour shift, which should significantly reduce the time and labor required for laboratories to run Gen-Probe's assays. In addition, it will enable the blood screening market to move to smaller pool sizes.

"A fully automated analysis system, such as the TIGRIS System, will maximize specimen throughput and provide the rapid sample turnaround
times that can
address our clients'
needs," stated
Edward W. Hook III,
MD, Professor of
Medicine and
Epidemiology at the
University of Alabama at
Birmingham (UAB), Director of
UAB's Center for Social
Medicine and STDs.

The company completed customer evaluation testing, also known as "beta" testing, for the TIGRIS System in 2002 and plans to enter clinical trials in blood screening and clinical diagnostics and submit a 510(k) application to the FDA for diagnostic use by the end of 2003.

"The combination of TIGRIS and APTIMA Combo 2 provided us with outstanding performance with respect to both sen-

sitivity and specificity during beta testing, and we look forward to its commercialization. Gen-Probe's leadership in the high volume testing of clinical samples con-

tinues to advance the use of DNA amplification tests for the diagnosis of STDs," continued Dr. Hook.

For the clinical diagnostics market, the TIGRIS System will provide laboratories with tremendous economies of scale, increasing throughput while decreasing labor costs and ensuring the utmost integrity in test processing.

The TIGRIS System is just another example of Gen-Probe's superior technology enabling high quality products that advance human healthcare.





# Clinical Diagnostics

Since the first FDA-cleared nucleic acid testing product in 1985, Gen-Probe has developed and commercialized more than 50 products for the diagnostics market.

Gen-Probe's clinical diagnostics products test for microorganisms that cause a range of human diseases, including tuberculosis, strep throat, pneumonia and sexually transmitted diseases (STDs). Compared to traditional methods, nucleic acid testing offers better performance, shorter testing times and objective results that do not require interpretation by highly trained laboratory technicians. Gen-Probe's products enable clinicians to provide patients with more accurate and consistent treatment and higher-quality healthcare.

Gen-Probe has applied its core technologies to develop multiple product lines and is the only company to provide customers with the appropriate solution for STD testing by offering both non-amplified and amplified nucleic acid tests. This competitive advantage has allowed Gen-Probe to establish a marketleading position in NAT assays for the detection of Chlamydia infections and gonorrhea.

Gen-Probe is also applying its technology to develop new and improved tests for existing indications. The APTIMA Combo 2 Assay, for example, was introduced to meet

market demand for amplified assays for Chlamydia infections and gonorrhea. A longer-term growth driver for our clinical diagnostics business will be a quantitative HCV assay. This assay will allow doctors to determine the amount of virus in a patient (viral load). This precise information will enable doctors to better manage this disease in patients and develop patient-specific treatment regimens. Following the November 2002 launch of the Qualitative HCV Assay, which is marketed by Bayer Corporation under the VERSANT® trademark, the company is evaluating development of a quantitative HCV assay.

Along with the introduction of new products for existing indications, Gen-Probe is continuously identifying opportunities to apply nucleic acid testing to emerging markets. The company is currently evaluating or developing assays that target additional infectious diseases in potential markets, including HBV, food pathogens, hepatitis A virus and parvo B-19. Screens for cancer and for use in pharmacogenomics are also in the company's vision for the future.





According to industry sources, in 2001 Gen-Probe held approximately 10% of the global NAT infectious disease market; approximately 52% of the U.S. chlamydia and gonorrhea testing market; and 72% of the U.S. tuberculosis testing market. Currently, Gen-Probe's family of products offer the greatest number of solutions for low-, medium-, and highvolume laboratories.



#### Blood Screening Targets

HIV HCV HBV WNV Parvo B-19 HAV

Worldwide, there are approximately 75 million units of blood donated for transfusions each year.
Together, Gen-Probe and Chiron hold more than 75% of the U.S. blood screening market, and expansion of the blood screening business internationally is a driver of growth.

## **Blood Screening**

We believe the field of blood screening is one of the fastest growing areas for NAT testing, and our HIV-1/HCV Assay represents a significant enhancement to the safety of the blood supply.

In 2002, Gen-Probe received approval of its Biologics License Application for the first FDA-approved nucleic acid test for HIV-1 and HCV in donated human blood. This assay was researched, developed, taken through the regulatory process and is manufactured by Gen-Probe. It is marketed by Chiron Corporation as the Procleix HIV-1/HCV Assay to the American Red Cross, America's Blood Centers affiliates, the Association of Independent Blood Centers and the U.S. military. The assay is also currently approved and used in 15 foreign countries.

A clear advantage of the company's HIV-1/HCV assay is its ability to amplify and detect the nucleic acid material of viruses rather than waiting for the development of detectable antibodies. According to the Centers for Disease Control and Prevention (CDC), NAT will reduce the window period for HIV-1 detection from 22 days for tests relying on HIV-1 antibodies to 12 days. The company believes that NAT reduces the window period for HCV detection from about 70 days for tests relying on HCV antibodies to approximately 10-14 days. In the U.S. alone, approximately 13 million units of blood

are donated each year, and approximately 10 million units are screened with the Procleix System.

In 2003, there are several opportunities for Gen-Probe to expand its position in this market. Commercial pricing for the HIV-1/HCV assay in the United States was not realized until the second quarter of 2002, therefore in 2003 the company will benefit from an entire year of commercial pricing. Additionally, the company expects the introduction of this assay in emerging international markets will be an important growth driver.

Gen-Probe is currently developing additional assays for the blood screening market, including an assay for the hepatitis B virus that will be combined in one test with the HIV-1/HCV assay, called the Procleix<sup>®</sup> Ultrio<sup>™</sup> Assay. Gen-Probe is also working on an assay to detect a newer threat to the health and welfare of our country — the West Nile virus (WNV). Gen-Probe has received a total of \$3.47 million to date in contract funding from the National Heart, Lung, and Blood Institute of the National Institutes of Health to develop a NAT assay for the detection of WNV in donated blood and organs.



#### PROCLEIX SYSTEM

Gen-Probe has added a significant layer of safety to the nation's blood supply with the development and recent approval in the United States of the first nucleic acid blood screening test for HIV-1 and HCV, called the Procleix System. The company first introduced this test three years ago as part of the clinical trial for the product.

"During the assay's initial three years of use, over 36 million donations were screened and Gen-Probe's assay identified 125 blood donations that were HCV positive and 10 blood donations that were HIV positive. These are units of blood that were missed by existing

serologic screening technologies, since all of these donations were reported to be antibody negative," commented Dr. Michael Busch, MD,

PhD, Vice President,

Research, Blood Centers of the Pacific and Blood Systems, Inc. and Professor of Laboratory Medicine, University of California, San Francisco.

Every unit of donated blood can be divided into up to three

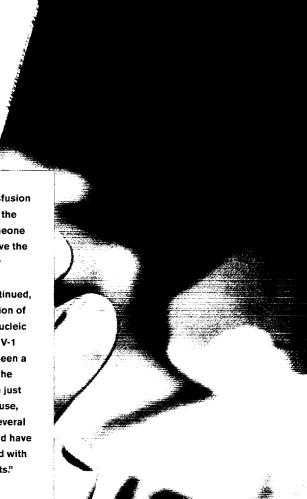
components prior to transfusion

- one person may receive the
red blood cells, while someone

else may receive the plasma and/or platelets.

Dr. Bush continued, "The introduction of Gen-Probe's nucleic acid test for HIV-1 and HCV has been a

major safety advance for the blood banking industry. In just the first three years of its use, this product has spared several hundred people who would have otherwise been transfused with infected blood components."



The following financial information should be read in conjunction with the company's Annual Report on Form 10-K filed with the Securities and Exchange Commission.

#### GEN-PROBE INCORPORATED

### Consolidated Income Statements

| IN THOUSANDS EXCEPT PER SHARE DATA           | DECEMBER 31,<br>2001 2002 |                 |
|--|---------------------------|-----------------|
|  |                           |                 |
| Revenues:                                    | ¢ 104 222                 |                 |
| Product sales Collaborative research revenue | \$ 104,233                | \$ 139,932      |
| Royalty and license revenue                  | 20,203<br>5,295           | 11,032<br>4,633 |
| Total revenues                               | 129,731                   | 155,597         |
| Total revenues                               | 127,731                   | 133,377         |
| Operating expenses:                          |                           | 1               |
| Cost of product sales                        | 38,954                    | 53,411          |
| Research and development                     | 53,967                    | 46,709          |
| Marketing and sales                          | 16,247                    | 18,199          |
| General and administrative                   | 15,564                    | 20,995          |
| Amortization of intangible assets            | 948                       | 336             |
| Total operating expenses                     | 125,680                   | 139,650         |
| Income from operations                       | 4,051                     | 15,947          |
| Other income (expenses)                      |                           |                 |
| Interest income                              | 482                       | 906             |
| Interest expense                             | (1,012)                   | (633)           |
| Other income (expense), net                  | 6                         | 3,238           |
| Total other income (expenses)                | (524)                     | 3,511           |
| Income before income taxes                   | 3,527                     | 19,458          |
| Income tax expense (benefit)                 | (1,090)                   | 5,710           |
| Income before extraordinary loss             | 4,617                     | 13,748          |
| Extraordinary loss, net of tax               |                           | (741)           |
| Net income                                   | \$ 4,617                  | \$ 13,007       |
| Basic and diluted earnings per share:        |                           |                 |
| Income before extraordinary loss             | \$ 0.19                   | \$ 0.58         |
| Extraordinary loss, net of tax               | -                         | (0.03)          |
| Net income                                   | \$ 0.19                   | \$ 0.55         |
| Weighted average shares outstanding:         |                           |                 |
| Basic  | 23,800                    | 23,800          |
| Diluted                                      | 23,803                    | 23,805          |

Certain prior year amounts have been reclassified to conform with the current year presentation.

#### GEN-PROBE INCORPORATED

### Consolidated Balance Sheets

|   | DECEMBER 31,  |                  |
|---|---------------|------------------|
| IN THOUSANDS EXCEPT PER SHARE DATA                          | 2001          | 2002             |
| ASSETS  |               | <br>             |
| Current assets:   | <br>          | 1<br>1           |
| Cash and cash equivalents                                   | \$ 17,750     | \$ 43,118        |
| Short-term investments                                      | Ψ 17,730<br>- | 64,842           |
| Trade accounts receivable, net of allowance for doubtful    |               | 0 1,0 12         |
| accounts of \$824 in 2001 and \$787 in 2002                 | 11,101        | 11,891           |
| Accounts receivable - other                                 | 5,129         | 1,024            |
| Accounts receivable from related parties                    | 409           | -,02             |
| Income taxes receivable                                     | 2,457         | _                |
| Inventories   | 11,004        | 12,928           |
| Deferred income taxes                                       | 3,231         | 7,178            |
| Prepaid expenses and other current assets                   | 5,754         | 5,114            |
| Total current assets  | 56,835        | 146,095          |
| Total current assets  | 30,033        | 140,093          |
| Property, plant and equipment, net                          | 60,094        | 65,870           |
| Capitalized software  | 19,791        | 22,802           |
| Goodwill, net of accumulated amortization of \$7,677        | 17,224        | 18,621           |
| Other assets  | 6,403         | 4,769            |
| Total assets  | \$ 160,347    | \$ 258,157       |
| LIABILITIES AND STOCKHOLDERS' EQUITY                        |               | 1<br>1<br>1<br>1 |
| Current liabilities:  |               |                  |
| Accounts payable  | \$ 8,090      | \$ 8,138         |
| Accounts payable to related parties                         | _             | 10               |
| Accrued salaries and employee benefits                      | 7,041         | 8,961            |
| Other accrued expenses                                      | 4,727         | 6,598            |
| Deferred revenue  | 5,212         | 7,100            |
| Current portion of long-term debt                           | 2,000         | _                |
| Total current liabilities                                   | 27,070        | 30,807           |
| T   | 10.000        |                  |
| Long-term debt  | 10,000        | 5 1 1 2          |
| Deferred income taxes                                       | 173           | 5,112            |
| Deferred revenue  | 7,000         | 6,333            |
| Deferred rent   | 297           | 327              |
| Commitments and contingencies                               |               |                  |
| Stockholders' equity:                                       |               |                  |
| Preferred stock, \$.0001 par value per share, 20,000 shares |               |                  |
| authorized, none issued and outstanding                     | _             | _                |
| Common stock, \$.0001 par value per share; 100,000 shares   |               |                  |
| authorized, 23,800 shares issued and outstanding            | 2             | 2                |
| Additional paid-in capital                                  | 106,103       | 192,627          |
| Accumulated other comprehensive income                      | 60            | 300              |
| Retained earnings   | 9,642         | 22,649           |
| Total stockholders' equity                                  | 115,807       | 215,578          |
| Total liabilities and stockholders' equity                  | \$ 160,347    | \$ 258,157       |
|   |               |                  |

#### GEN-PROBE INCORPORATED

### Corporate Management



#### **EXECUTIVE COMMITTEE**

- 8 Henry L. Nordhoff Chairman, President and Chief Executive Officer
- 6 Niall M. Conway
  Executive Vice President
  Sales and Operations
- James H. Godsey, PhD Executive Vice President Development
- 7 Daniel L. Kacian, PhD, MD Executive Vice President and Chief Scientist
- 2 R. William Bowen Vice President General Counsel and Secretary

- 1 Glen Paul Freiberg, RAC Vice President Regulatory, Quality and Government Affairs
- 5 Larry T. Mimms, PhD Vice President Strategic Planning and Business Development
- 3 Herm Rosenman Vice President Finance and Chief Financial Officer
- 4 Robin Vedova Vice President Administration

#### VICE PRESIDENTS

Paul E. Gargan, PhD Business Development

Gurney I. Lashley
Supply Chain Management

Mathew Longiaru, PhD Product Development

Lynda A. Merrill

Marketing and Sales

Peter R. Shearer
Intellectual Property

| BOARD OF DIRECTORS                            | HEADQUARTERS                       | ANNUAL MEETING  |  |  |
|---|------------------------------------|---|--|--|
| Henry L. Nordhoff                             | Gen-Probe Incorporated             | The Annual Meeting of   |  |  |
| Chairman, President and                       | 10210 Genetic Center Drive         | Stockholders will be held at  |  |  |
| Chief Executive Officer                       | San Diego, California 92121        | 10:00 a.m., May 29, 2003 at   |  |  |
|   | ww.gen-probe.com                   | the company's San Diego facility,   |  |  |
| Ravmond V. Dittamore                          |                                    | 10210 Genetic Center Drive.   |  |  |
| ormer Partner                                 | STOCK LISTING                      | San Diego, California, Detailed   |  |  |
| rnst & Young LLP                              |                                    | information about the meeting is  |  |  |
|   | Gen-Probe is listed on             | contained in the Notice of Annual   |  |  |
| <del>-rmin-</del> M. Kessler                  | The Nasdag Stock Market            | Meeting and Proxy Statement sent  |  |  |
| cormer Chief Operating Officer                | under the symbol GPRO              | to each stockholder of record as  |  |  |
| <del>- Oliman-</del> LaRoche                  |                                    | of April 15, 2003.  |  |  |
|   | INDEPENDENT AUDITORS               |   |  |  |
| Nyoshi Kurokawa, MD, MACP                     |                                    | REQUESTS FOR INFORMATION  |  |  |
| <del>-irector of the</del> Institute          | Ernst & Young LLP                  |   |  |  |
| Medical Sciences                              | 501 West Broadway                  | Gen-Probe invites stockholders,   |  |  |
| ekai University                               | Suite 1100                         | security analysts, representatives  |  |  |
|   | an Diego, California 92101         | of portfolio management firms and   |  |  |
| <del>Serald</del> D. Laubach, PhD             | -                                  | other interested parties to contact:  |  |  |
| ormer President                               | INDEPENDENT COUNSEL                | - de  |  |  |
| efizer Inc.                                   |                                    | Investor Relations  |  |  |
|   | atham & Watkins LLP                | Gen-Probe Incorporated  |  |  |
| Brian A. McNamee, MBBS                        | 12636 High Bluff Drive             | 10210 Genetic Center Drive  |  |  |
| Chief Executive Officer and                   | Suite 300                          | Phone: 858-410-8673   |  |  |
| Aunaging Director                             | San Diego, California 92130        | Fax: 858-410-8625   |  |  |
|   |                                    | Email: IR@gen-probe.com   |  |  |
|   | RANSFER AGENT                      |   |  |  |
| Hillip M. Schneider                           |                                    | APTIMA, APTIMA COMBO 2 and TIGRIS are trademarks of Gen-Probe Incorporated; |  |  |
| ormer Chief Financial Officer                 | Communications concerning          | PROCLEIX and ULTRIO are trademarks of                                       |  |  |
| <del>DEC Pharmaceut</del> ical Cor <u>p</u> . | transfer requirements, lost        | Chiron Corporation; VERSANT is a trademark                                  |  |  |
|   | secureates and change of address   |   |  |  |
| <del>bra</del> ham D. Sofaer                  | should be directed to:             |   |  |  |
| George P. Schultz                             |                                    | <del>© 2003 Gen</del> -Probe Incorporated                                   |  |  |
| Distinguished Scholar and                     | Mellon Investor Services           |   |  |  |
| enior Fellow                                  | 85 Challenger Road                 |   |  |  |
|   | Ridgefield Park, New Jersey 07660  |   |  |  |
| Hanford University                            | Domestic: 800-903-1224             |   |  |  |
|   | nternational: 201-329-8728         |   |  |  |
|   | apanese Language: 201-329-8453     |   |  |  |
|   | ### Free from Japan: 00531-11-4916 | 6   |  |  |

SOLVATOR COGNER STATEMENTS

TAMEN AF SIDECTARS

mual report includes forward-looking statements related to our business prospects. Any statements in this annual report about our expectations, beliefs, plans, objective sumptions or future events or performance, including those in the Chairman's letter to stockholders and under the headings including "Superior Technology," "Clinical, biggnostics" and "Blood Screening" are not historical facts and are forward-looking statements. These statements are often, but not always, made through the use of words or and such as believe, "will," "expect," "anticipate," "estimate," "intend," "plan," and "would," For example, statements concerning financial condition, possible or ssumed inture results of operations, growth opportunities, industry ranking, plans and objectives of management, markets for our common stock and future management and sample of performance. They involve known and unknown risks, uncerthe expressed or implied by any forward-looking statement. Some of the risks, uncertainties and assumptions that could cause actual results to differ materially from estimates or projections contained in the forward-looking statements include but are not limited to: (i) the possibility that the market for the sale of our new products, such as or are FIMA Combo 2 assay, may not develop as expected, (ii) the enhancement of existing products and the development of new products may not proceed as planned, (iii) we to a litrate and retain key employees, (iv) we may not be able to compete effectively, (v) we may not be able to maintain our current corporate collaborations and mere measurement, (vii) we are dependent on Chiron Corporation and other arries for the distribution of some of our products, (viii) we are dependent on a small number of customers, contract manufacturers and single source suppliers of raw there, in third-party reimbursement policies regarding our products could adversely affect sales of our products, (x) changes in government regulation affecting mentice products could harm our sales and increase our development costs, and (xi) our involvement in patent and other intellectual property litigation could be expen ies and could divert managements attention. For additional information about risks and uncertainties we face, please see "Item 1. Business-Risk Factors" in the Annual Report 6 K we filed with the SEC on March 24, 2003, a copy of which is included with this annual report, and similar disclosure in our subsequent filings with the SEC. We assume no obligation and expressly disclaim any duty to update any forward-looking statement to reflect events or circumstances after the date of this annual report or to reflect 



10210 Genetic Center Drive San Diego, California 92121 www.gen-probe.com