

Enriching the quality of life for people everywhere.

IRIS INTERNATIONAL, INC Annual Shareholder's Meeting

César M. García
Chairman, President & Chief Executive Officer

June 13, 2008

IRIS International, Inc.



Safe Harbor Provision

This presentation contains forward-looking statements made in reliance upon the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements include, but are not limited to, the Company's views on future financial performance, market growth, capital requirements, new product introductions and acquisitions, and are generally identified by phrases such as "thinks," "anticipates," "believes," "estimates," "expects," "intends," "plans," and similar words. Forward-looking statements are not guarantees of future performance and are inherently subject to uncertainties and other factors which could cause actual results to differ materially from the forward-looking statement. These statements are based upon, among other things, assumptions made by, and information currently available to, management, including management's own knowledge and assessment of the Company's industry, R&D initiatives, competition and capital requirements. Other factors and uncertainties that could affect the Company's forward-looking statements include, among other things, the following: identification of feasible new product initiatives, management of R&D efforts and the resulting successful development of new products and product platforms; acceptance by customers of the Company's products; integration of acquired businesses; substantial expansion of international sales; reliance on key suppliers; the potential need for changes in long-term strategy in response to future developments; future advances in diagnostic testing methods and procedures; potential changes in government regulations and healthcare policies, both of which could adversely affect the economics of the diagnostic testing procedures automated by the Company's products; rapid technological change in the microelectronics and software industries; and competitive factors, including pricing pressures and the introduction by others of new products with similar or better functionality than our products. These and other risks are more fully described in the Company's filings with the Securities and Exchange Commission, including the Company's most recently filed Annual Report on Form 10-K and Quarterly Report on Form 10-Q, which should be read in conjunction herewith for a further discussion of important factors that could cause actual results to differ materially from those in the forward-looking statements. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.



Company Overview

- A global leader in automated *in vitro* diagnostics with focus on morphology of a variety of body fluids
 - Analyze particles and living cell forms and structures
 - Leverage strength in flow imaging technology and automation to bring efficiency to laboratories
- Significant market presence in urinalysis
 - iQ automated urine microscopy analyzers purchased by eight of the top ten hospitals in US
 - Over 1,800 iQ analyzers shipped globally since August 2003
- Broad new product pipeline in development in molecular diagnostics and hematology
- Experienced 28% CAGR in revenues in last 4 years
- 2007 record financial results of \$84 million in revenue
- Employees: ~300 globally



Accomplishments

Last Twelve Months

- Chem VELOCITY
 - 510(k) submission Q4-07
 - CE Mark Q1-08
 - First Commercial Shipments Q2-08
- Express 4 Centrifuge
- Commercial
 - Record revenue & units
 - MedAssets Award
 - Omega Customer Satisfaction Award
 - Premier Gold Supplier Award
- Enhanced management team and expanded technical core competencies

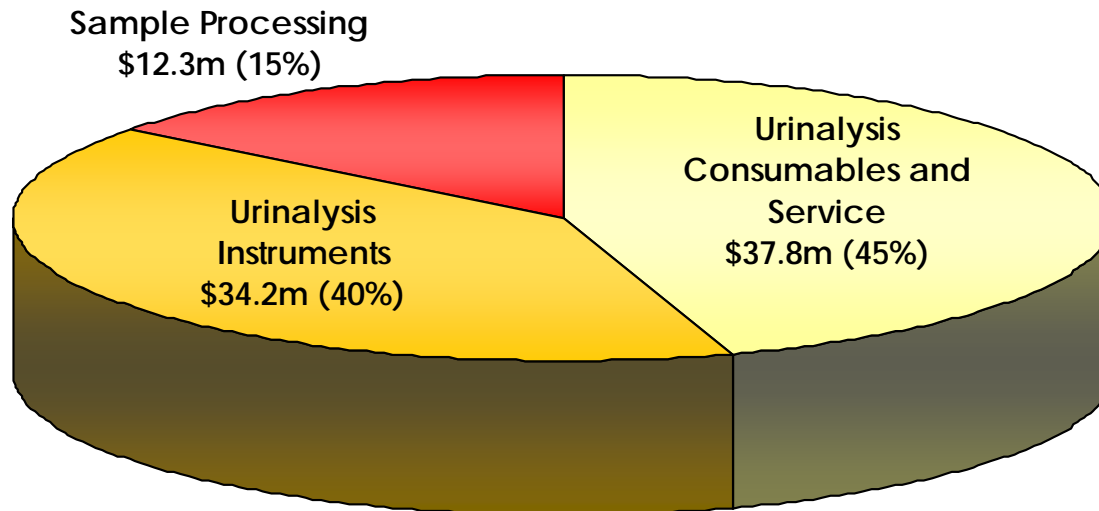
Last 20 Quarters

- Exceeded comparable quarter revenues 18 times
- Exceeded comparable quarter profits 12 times
- Increased cash on hand 12 fold (\$28MM) after two acquisitions and \$6 million in stock re-purchases
- **Expanded addressable market from \$300 Million to \$4 Billion**



Revenues by Segment

2007 Consolidated Revenues \$84.3 million



*2007 International Sales Generated
30% of Consolidated Revenue*



Strategic Objectives

- **Further penetration**
 - Increase global placements of iQ product line
 - Drive high margin recurring revenue
- **Complete core urinalysis offering**
 - Launch proprietary urine chemistry product line
 - Develop automated bacteria screening instrument
 - Market to all segments
- **Expand into high value testing**
 - Leverage imaging expertise to enter hematology market
 - Improve patient care with molecular diagnostic tests
 - Explore partnership opportunities in non-core applications
- **Purse selective acquisitions**
 - Complementary to business
 - Provide additional infrastructure

IRIS – an evolving company...

IRIS INTERNATIONAL, INC.

Morphology & Related Products

- Urinalysis
 - Microscopy
 - Chemistry
 - Bacteria Screening
in development
- Hematology
 - Novel image-based
Nine part differential
in development

*Leverages imaging
expertise to identify cells
in automation*

Molecular Diagnostics

- Ultra-sensitive
detection of proteins
to aid in early
detection of relapse
- Product pipeline
in development
 - PSA (*under FDA review*)
 - HIV
 - Her-2/neu

*NADIA technology
measures proteins below
detection thresholds of
current methods*

Sample Processing

- Sample preparation
products to increase
efficiency in the
laboratory
 - Specialty
Centrifuges
 - DNA workstations
 - Consumables

*Streamline laboratory
workflow with rapid
cycle times and
compact size*



Morphology & Related Products Overview

Morphology & Related Products

Current Products

- Urine Microscopy (w/chemistry or standalone)
 - iQ Sprint
 - iQ Elite
 - iQ Select
- Urine Chemistry
 - iChem 100
 - Automated Instrument (US distribution only)
- Body Fluids Module
- Related Consumables

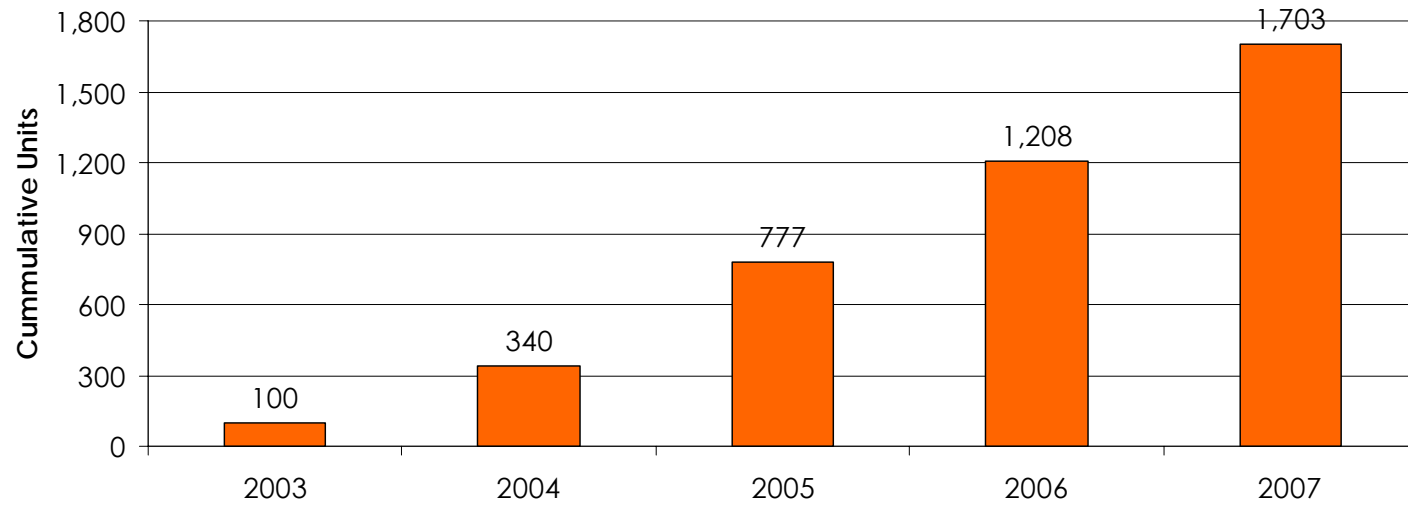


- Installed base of over 1,700 iQ-type analyzers
- Customers include hospitals and clinical reference laboratories
- iQ analyzers purchased by 8 of the top 10 US hospitals
- Direct sales in US & France
- Distribution network in over 60 countries

Shifted Testing Paradigm with Introduction of Combined Urine Microscopy and Urine Chemistry System

Track Record

iQ200 Series Shipments



Consolidated Revenue



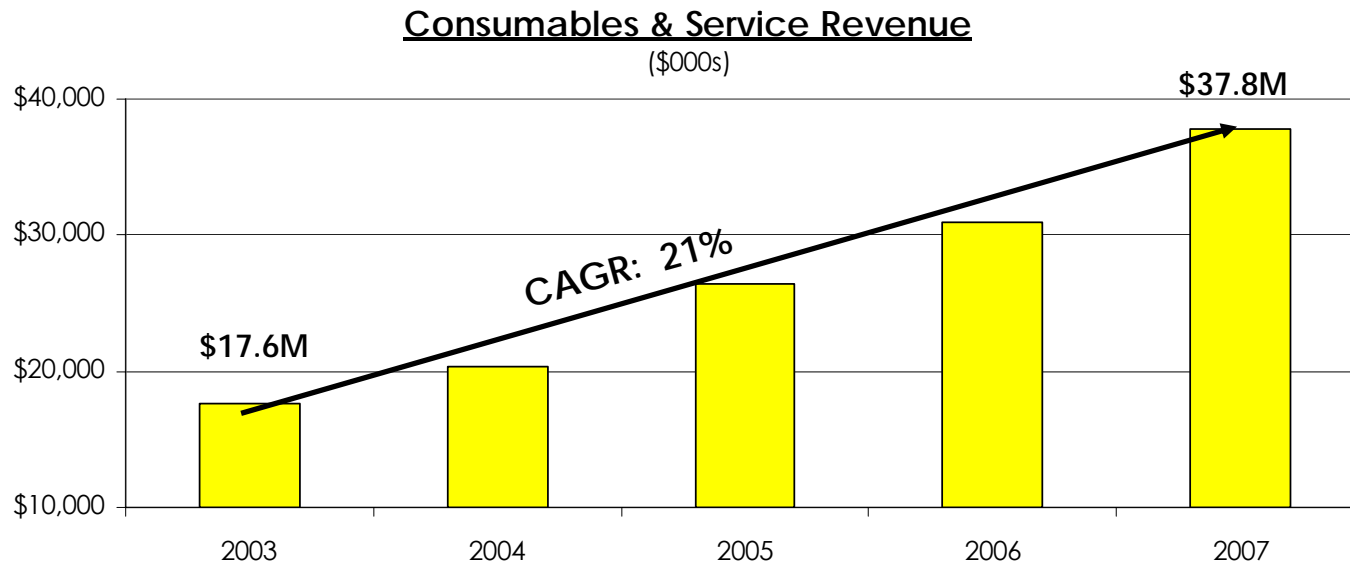
A Recurring Revenue Model

Fully-Automated Segment

	US			Ex - US		
	Direct Sales			Through Distribution		
	Consumables	Service & Parts	Total Recurring Revenue	Consumables	Service & Parts	Total Recurring Revenue
iQ200 SPRINT System	\$42,000	\$14,000	\$56,000	\$21,722	\$5,000	\$26,722
iQ200 ELITE System	\$31,000	\$13,000	\$44,000	\$17,000	\$3,500	\$20,500
iQ200 SPRINT Analyzer	\$28,000	\$10,000	\$38,000	\$13,222	\$3,000	\$16,222
iQ200 ELITE Analyzer	\$18,000	\$8,000	\$26,000	\$8,500	\$2,000	\$10,500
iCHEM VELOCITY	\$13,000	\$4,000	\$17,000	\$8,500	\$1,500	\$10,000
Body Fluids	\$5,000		\$5,000	\$3,500		\$3,500
Recurring Revenue Range per Site	From \$ 17,000 to \$61,000			From \$ 10,000 to \$30,000		

*2007 Consumables and Service Sales Generated
45% of Consolidated Revenue*

Consumables and Service High Growth



Expect Growth Rate Acceleration

- iChem VELOCITY
- Reduction in domestic legacy replacements

Morphology & Related Products Overview

Morphology & Related Products

iChem VELOCITY

- Proprietary automated instrument with Kinetic Imaging
 - Enables the new **iRICELL** integrated workstation
 - Proprietary urine chemistry and microscopy globally
 - More competitive internationally
 - Expected margin improvement
 - ↓ losses at strip manf. facility
 - Increase consumables internationally
 - Pull-through of complete product line
- FDA 510k review in process
 - Product in manufacturing
 - CE Mark - cleared
 - Beta Site evaluation completed in Europe
 - Commercial
 - First orders received with staged roll-out to continue
 - International launch started
 - Domestic launch 2009



Morphology Product Pipeline

Morphology & Related Products: Urinalysis Pipeline

3GEMS iQ & Body Fluids

3rd Gen. Morphology

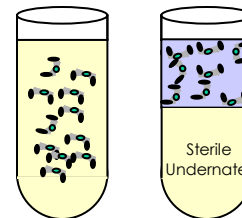
- Leverages flow imaging technology
- Expanded cell differentials through full automation
- Advanced electronics and optics
- Improved clinical utility
- 510(k) filing expected late 2009



UTI - Bacteria Negative Predictor

Bacteria Screening

- Automated instrument
- Quantifies bacteria / yeast in urine
- Faster alternative for urine cultures
- Provide physicians the information needed for appropriate treatment
- Feasibility study completed for Gram positive and ongoing for Gram negative



Morphology Product Pipeline

Morphology & Related Products: Hematology Pipeline

3GEMS™

Image-based Third Gen. Morphology Hematology Platform

2008

CBC
Analyzer

Slide Maker
Stainer

Morphology
Analysis

*In
Development*

CBC with
Expanded
WBC Diff

"Virtual"
Slide

Automated
Morphology
Analysis

Iris®

Morphology Product Pipeline

Morphology & Related Products: Hematology Pipeline

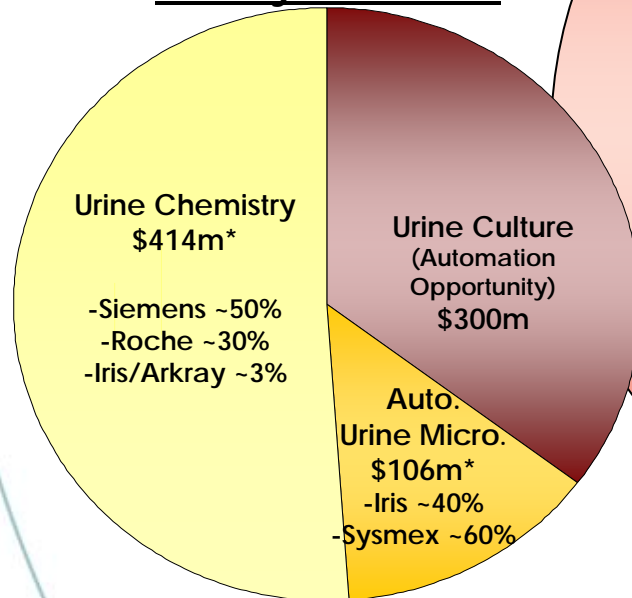


Image-based Third Gen. Morphology Hematology Platform

- Nine part white cell differential analyzer to reduce the number of reflex manual differential counts
 - Abnormal samples require a manual differential count under a microscope
 - a tedious and subjective process
 - CAP study shows on average 29% of CBCs require manual review
- Benefits significantly ill populations, such as cancer patients having increased number of immature white blood cells
- Include CBC and RBC and platelet morphology analysis
- Cell images retained as “virtual slides”

Morphology Global Market Opportunity

\$820 million Urinalysis Market



\$1.8 billion

Hematology Market

- 4% annual growth rate
- Key drivers are automation linking separate cell analysis, slide making and slide imaging
- Installed base of over 30,000 systems
- Annual purchases of ~5,000 CBC/Differential systems
- Market share
 - Beckman (34%)
 - Abbott (17%)
 - Others (11%)
 - Sysmex (24%)
 - Siemens (14%)



*Source: Boston Biomedical Consultants

Molecular Diagnostics Pipeline

Molecular Diagnostics: NADiA Technology Platform

Nucleic Acid Detection Immunoassay

- Ultra-sensitive protein detection
- High sensitivity aids in monitoring cancer relapse and infectious diseases
- Superior patient monitoring will enable better therapeutic outcomes
- Applicable to multiple high value applications in large market segments
- **Test kits** utilized on real-time PCR instruments

Prostate Cancer

NADiA PSA

Monitor prostate cancer
post-prostatectomy

HIV

NADiA HIV Viral Load

Monitor anti-retroviral
therapy

Breast Cancer

NADiA Her-2/Neu

Identify and quantify levels
of Her-2/neu post-surgery

Molecular Diagnostics Product Pipeline

Molecular Diagnostics

NADiA PSA

- Ultra-sensitive blood-based test post-prostatectomy
- Enables identification of early biochemical relapse
- Filed 510k in 2007

PSA Market Overview

- PSA important tumor marker for monitoring prostate cancer
- Two million men in US previously diagnosed with prostate cancer

85 Patient Retrospective Study

- Study of retained serum sample of prostate cancer patients collected for as long as three years
- Performed by IMD scientists in collaboration with Dr. Diamandis, MD, PhD
- Purpose: diagnose biochemical recurrence of PSA
- NADiA-PSA was compared to:
 1. Research assay developed & validated by Dr. Diamandis
 2. Most ultra-sensitive PSA screening test cleared by the FDA



Molecular Diagnostics Product Pipeline

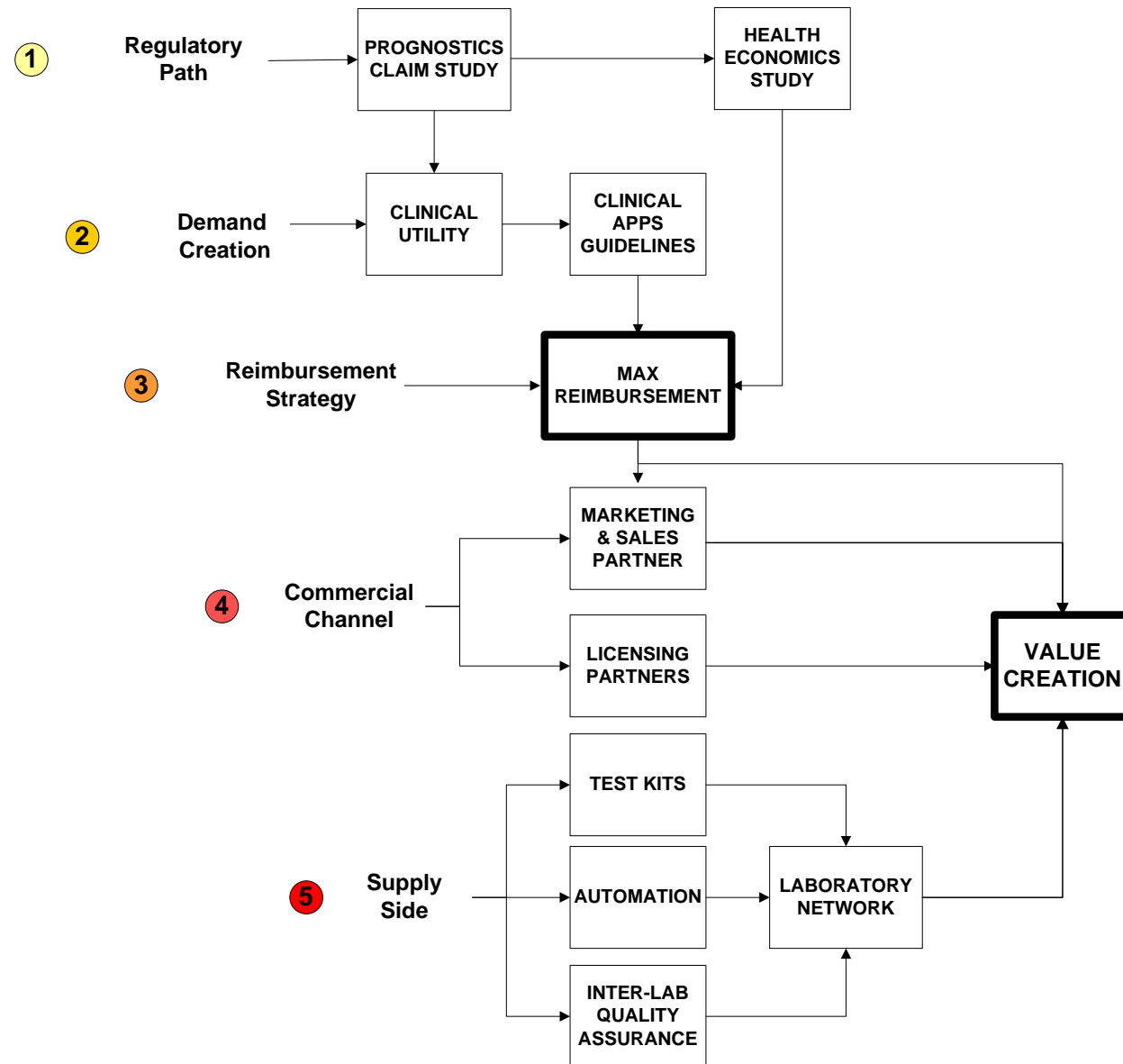
Molecular Diagnostics

NADiA PSA Study Preliminary Results

- NADiA PSA discriminated Biochemical Recurrence (BCR) patients from non-BCR patient group
 - Demonstrated very high correlation (concordance) with Dr. Diamandis research method
 - Biochemical recurrence was measured up to 2.5 years earlier than the most sensitive PSA assay cleared by the FDA
 - Stronger correlation for both recurrent and non-recurrent patients
- We believe the study provides enough information to formulate a hypothesis and algorithms to diagnose BCR of PSA on post-prostatectomy patients
- The study results were presented at the AACCC Oak Ridge Conference, April 17, 2008

***Disclaimer:** *The results of this 85 patient study cannot be interpreted or relied upon as product claims. NADiA PSA is considered an investigational assay until the FDA clears its claims and applications based on a final study protocol yet to be agreed with the FDA.*

NADiA PSA Market Development



Molecular Diagnostics Pipeline

Molecular Diagnostics: NADiA Technology Platform

HIV Viral Load

- Measures HIV p24 to gauge effectiveness of anti-retroviral therapy
- Current methods measure HIV RNA down to 40–50 copies/ml
- Two RNA molecules per virion versus 2,000 p24 molecules
- NADiA p24 expected to have at least 20X better sensitivity
- Provides ability to see trends at current undetectable levels
- PMA filing expected 2009

Her-2/neu

- Sensitive blood-based test to isolate and phenotype Her-2/neu per cell
- Monitor patients after surgery that may be responsive to targeted therapy if Her-2/neu positive
- Current methods performed on tissue with standardization issues
 - American Society for Clinical Oncology estimates 20% of tests are inaccurate

Sample Processing

Sample Processing

Current Products

- Centrifuges
 - Express 2 and 3
 - Express 4 recently introduced
- ThermoBrite
 - DNA processing workstation for (F)ISH
- Sample processing consumables

Future Products (veterinary market)

- Fecal rotor
- IDEXX drive & blood separator



- SP products streamline laboratory workflow with under three minute cycles
- Global sales through distributors to hospitals, commercial labs, veterinary labs & research facilities
- Strong OEM partners with Abbott, DAKO and IDEXX
- Development efforts in molecular sample prep.

Iris Sample Processing focused on ~\$100m bench-top segment of ~ \$600m centrifuge market

2008 Guidance

As of 04.29.08

- Company outlook for 2008
 - Revenue of at least \$98 million
 - Excluding NADiA PSA revenues
 - EPS of at least \$0.48
 - Significant Investment in R&D of 13%
 - \$4.5 MM investment in molecular diagnostics
 - Includes \$1.7 million for new product introduction expenses
 - iChem VELOCITY learning curve, small quantity buys, etc.
 - New product market research



Thank You

 Iris®