

OraSure Technologies GAAP to Non-GAAP Reconciliation (\$ in 000's)

	For the Three Months Ended March 31,	
	2025	2024
Net Revenues	\$ 29,931	\$ 54,132
GAAP Cost of Products and Services Sold	17,632	30,067
<i>GAAP Gross Margin</i>	<i>41.1%</i>	<i>44.5%</i>
Stock compensation	169	151
Reduction in workforce severance	—	231
Non-GAAP Cost of Goods Sold	17,463	29,685
<i>Non-GAAP Gross Margin</i>	<i>41.7%</i>	<i>45.2%</i>
GAAP Operating Loss	(17,750)	(7,093)
Stock compensation	2,687	2,967
Amortization of acquisition-related intangible assets	55	59
Reduction in workforce severance	—	404
Loss on impairment	—	3,338
Gain on sale of assets under product line discontinuance	(750)	—
Change in fair value of acquisition-related contingent consideration	478	—
Non-GAAP Operating Loss	(15,280)	(325)
GAAP Net Loss	(16,040)	(3,584)
Stock compensation	2,687	2,967
Amortization of acquisition-related intangible assets	55	59
Reduction in workforce severance	—	404
Loss on impairment	—	3,338
Gain on sale of assets under product line discontinuance	(750)	—
Change in fair value of acquisition-related contingent consideration	478	—
Loss on equity investment	524	—
Tax effect of non-GAAP adjustments	(93)	(98)
Non-GAAP Net (Loss) Income	\$ (13,139)	\$ 3,086
GAAP Loss Per Share:	\$ (0.21)	\$ (0.05)
Non-GAAP (Loss) Earnings Per Share:	\$ (0.18)	\$ 0.04
Diluted Shares Outstanding	74,867	74,583
Diluted Shares Outstanding Used For Computing Non-GAAP Earnings (Loss) Per Share	74,867	75,628

The following is a description of the adjustments made to GAAP financial measures:

- Stock Compensation: non-cash equity-based compensation provided to OraSure employees and directors
- Amortization of acquisition-related intangible assets: represents recurring amortization charges resulting from the acquisition of intangible assets associated with our business combinations
- Reduction in workforce severance: termination benefits associated with the Company's workforce reduction associated with certain business events
- Loss on impairment: charges related to the write down of Company's intangibles, PP&E, or leased assets

- Gain on sale of assets under product line discontinuance: represents the gain on the sale of fixed assets associated with the risk assessment line of business that was discontinued and sold to a 3rd party
- Change in fair value of acquisition-related contingent consideration: changes in the fair value of contingent consideration liability associated with an adjustment for the passage of time
- Loss on equity investment: we have excluded our proportionate share of our equity method investee's net loss as we do not have direct control over the investee's operations or resulting revenue and expenses
- Tax impact associated with non-GAAP adjustments: tax expense/(benefit) due to non-GAAP adjustments

A reconciliation of our non-GAAP measures to their most directly comparable GAAP measures can also be found at: <https://orasure.gcs-web.com/gAAP-non-gAAP-reconciliation>