

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

| | For the Three Months Ended March 31, | |
|--|--------------------------------------|-------------|
| | 2026 | 2025 |
| Net Revenues | \$ 27,925 | \$ 29,931 |
| GAAP Cost of Products and Services Sold | 16,121 | 17,632 |
| <i>GAAP Gross Margin</i> | 42.3% | 41.1% |
| Stock compensation | 190 | 169 |
| Amortization of acquisition-related intangible assets | 48 | — |
| Reduction in workforce severance | 65 | — |
| Non-GAAP Cost of Goods Sold | 15,818 | 17,463 |
| <i>Non-GAAP Gross Margin</i> | 43.4% | 41.7% |
| GAAP Operating Loss | (23,269) | (17,750) |
| Stock compensation | 2,768 | 2,687 |
| Amortization of acquisition-related intangible assets | 105 | 55 |
| Reduction in workforce severance | 1,269 | — |
| Gain on sale of assets under product line discontinuance | — | (750) |
| Change in fair value of acquisition-related contingent consideration | 93 | 478 |
| Non-GAAP Operating Loss | (19,034) | (15,280) |
| GAAP Net Loss | (22,377) | (16,040) |
| Stock compensation | 2,768 | 2,687 |
| Amortization of acquisition-related intangible assets | 105 | 55 |
| Reduction in workforce severance | 1,269 | — |
| Gain on sale of assets under product line discontinuance | — | (750) |
| Change in fair value of acquisition-related contingent consideration | 93 | 478 |
| Loss on equity investment | 1,088 | 524 |
| Tax effect of non-GAAP adjustments | 32 | (93) |
| Non-GAAP Net (Loss) Income | \$ (17,022) | \$ (13,139) |
| GAAP Loss Per Share: | \$ (0.32) | \$ (0.21) |
| Non-GAAP (Loss) Earnings Per Share: | \$ (0.24) | \$ (0.18) |
| Diluted Shares Outstanding | 69,675 | 74,867 |

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
- 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