



OraSure Technologies, Inc.

OraSure Technologies, Inc. ("OTI")

JP MORGAN HEALTHCARE CONFERENCE
JANUARY 2025



Forward-Looking Statement

This presentation contains certain “forward-looking statements” within the meaning of Federal securities laws, including with respect to products, product development and manufacturing activities, OraSure Technologies, Inc.’s (“OraSure”) acquisition of Sherlock Biosciences, Inc. (“Sherlock”), revenue growth, cash flow, increasing margins and other matters. Words such as “expects,” “estimates,” “forecasts,” “intends,” “plans,” “projects,” “could,” “may,” “should,” “will” or other similar words and expressions are intended to identify these forward-looking statements. Forward-looking statements are not guarantees of future performance or results. Known and unknown factors that could cause actual performance or results to be materially different from those expressed or implied in these statements include, but are not limited to: OraSure’s ability to integrate Sherlock’s business and achieve the intended benefits of the acquisition on the timeline expected or at all; Sherlock’s ability to seek and obtain regulatory approval for products in development; OraSure’s ability to satisfy customer demand; ability to reduce OraSure’s spending rate, capitalize on manufacturing efficiencies and drive profitable growth; ability to achieve the anticipated cost savings as a result of OraSure’s business restructuring; ability to market and sell products, whether through OraSure’s internal, direct sales force or third parties; impact of significant customer concentration in the genomics business; failure of distributors or other customers to meet purchase forecasts, historic purchase levels or minimum purchase requirements for OraSure’s products; ability to manufacture or have manufactured products in accordance with applicable specifications, performance standards and quality requirements; ability to obtain, and timing and cost of obtaining, necessary regulatory approvals for new products or new indications or applications for existing products; ability to comply with applicable regulatory requirements; ability to effectively resolve warning letters, audit observations and other findings or comments from the FDA or other regulators; the impact of the novel coronavirus (“COVID-19”) pandemic on OraSure’s business, supply chain, labor force, ability to successfully develop new products, validate the expanded use of existing collector products, receive necessary regulatory approvals and authorizations and commercialize such products for COVID-19 testing, and demand for OraSure’s COVID-19 testing products; changes in relationships, including disputes or disagreements, with strategic partners or other parties and reliance on strategic partners for the performance of critical activities under collaborative arrangements; ability to meet increased demand for OraSure’s products; impact of replacing distributors; inventory levels at distributors and other customers; ability of OraSure to achieve its financial and strategic objectives and continue to increase its revenues, including the ability to expand international sales and the ability to continue to reduce costs; impact of competitors, competing products and technology changes; reduction or deferral of public funding available to customers; competition from new or better technology or lower cost products; ability to develop, commercialize and market new products; market acceptance of oral fluid or urine testing, collection or other products; market acceptance and uptake of microbiome informatics, microbial genetics technology and related analytics services; changes in market acceptance of products based on product performance or other factors, including changes in testing guidelines, algorithms or other recommendations by the Centers for Disease Control and Prevention or other agencies; ability to fund research and development and other products and operations; ability to obtain and maintain new or existing product distribution channels; reliance on sole supply sources for critical products and components; availability of related products produced by third parties or products required for use of OraSure’s products; impact of contracting with the U.S. government; impact of negative economic conditions; ability to maintain sustained profitability; ability to utilize net operating loss carry forwards or other deferred tax assets; volatility of OraSure’s stock price; uncertainty relating to patent protection and potential patent infringement claims; uncertainty and costs of litigation relating to patents and other intellectual property; availability of licenses to patents or other technology; ability to enter into international manufacturing agreements; obstacles to international marketing and manufacturing of products; ability to sell products internationally, including the impact of changes in international funding sources and testing algorithms; adverse movements in foreign currency exchange rates; loss or impairment of sources of capital; ability to attract and retain qualified personnel; exposure to product liability and other types of litigation; changes in international, federal or state laws and regulations; customer consolidations and inventory practices; equipment failures and ability to obtain needed raw materials and components; cybersecurity breaches or other attacks involving OraSure’s systems or those of OraSure’s third-party contractors and IT service providers; the impact of terrorist attacks, civil unrest, hostilities and war; and general political, business and economic conditions, including inflationary pressures and banking stability. These and other factors that could affect OraSure’s results are discussed more fully in OraSure’s filings with the Securities and Exchange Commission (the “SEC”), including OraSure’s registration statements, Annual Report on Form 10-K for the year ended December 31, 2023, Quarterly Reports on Form 10-Q, and other filings with the SEC. Although forward-looking statements help to provide information about future prospects, readers should keep in mind that forward-looking statements may not be reliable. Readers are cautioned not to place undue reliance on the forward-looking statements. The forward-looking statements are made as of the date of this presentation and OraSure undertakes no duty to update these statements.

Investment Highlights

- **Growth:** Positioned to return to growth in our core business in 2025
- **Portfolio:** Differentiated product pipeline aligned with long-term healthcare trends
- **Pipeline:** Potential product milestones expected to accelerate growth in 2025 & beyond
- **Margin:** Opportunity for significant operating margin leverage as volumes grow
- **Balance sheet:** \$279M of cash and no debt as of Q3 2024

Progress on Strategic Transformation



Strengthen our Foundation

- Cash rebuild
- Core break-even
- Capability-building



Elevate our Core Growth

- Portfolio pipeline expansion
- Customer base diversification
- Product cost reduction



Accelerate our Profitable Growth

- Innovation investments
- Product launch quantity and velocity

OTI is Focused on Where the Future of Healthcare is Going...



Move to point-of-need (PON) and self-testing diagnostics



Growth of precision health



Connecting the needs of the user directly to healthcare

Powering the Shift that Connects People to Healthcare Wherever They Are

Improving access, quality, and value of healthcare with innovation in **effortless tests and sample management solutions**



Diagnostics (Dx)

Actionable point-of-need and self-testing increases access and affordability of care

- ✓ Best-in-class portfolio of tests in infectious disease – sexual health & respiratory ... ex. HIV, HCV, Syphilis, COVID-19, Ebola, Marburg, others

More tests
... priority on “instrument-free”



Sample Management Solutions (SMS)

Molecular sample collection and stabilization innovation drives access and discovery

- ✓ Best-in-class tools and chemistries to collect, stabilize, transport, & store samples

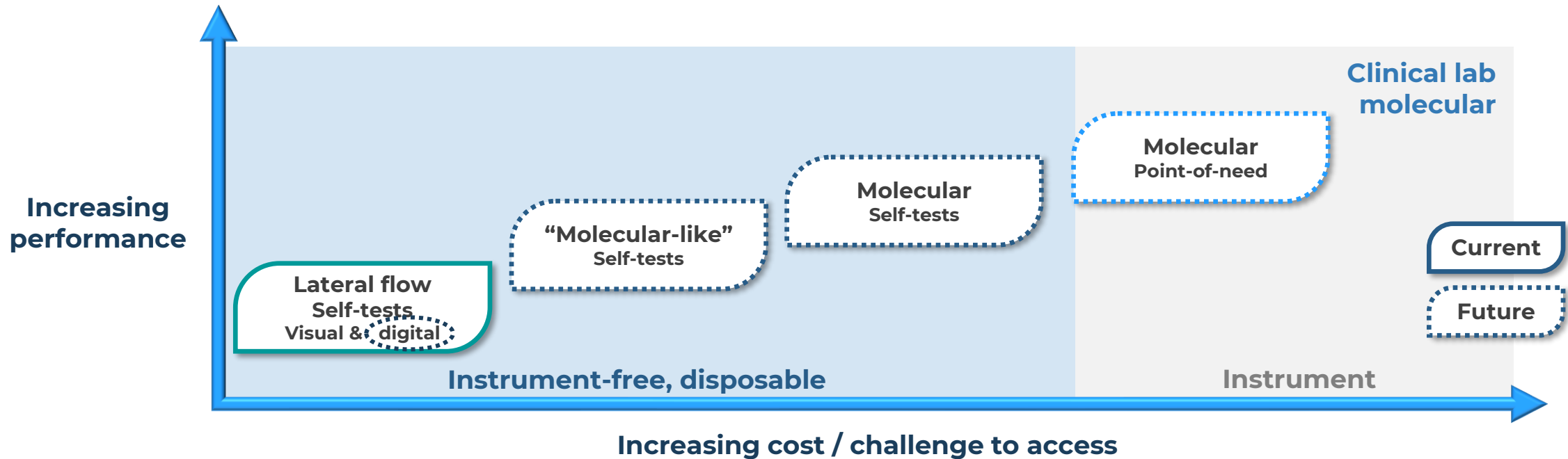
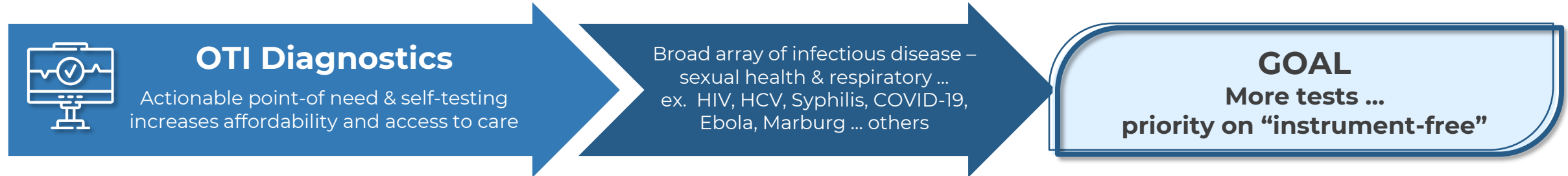
More sample types, analytes & applications
... plus, value chain expansion



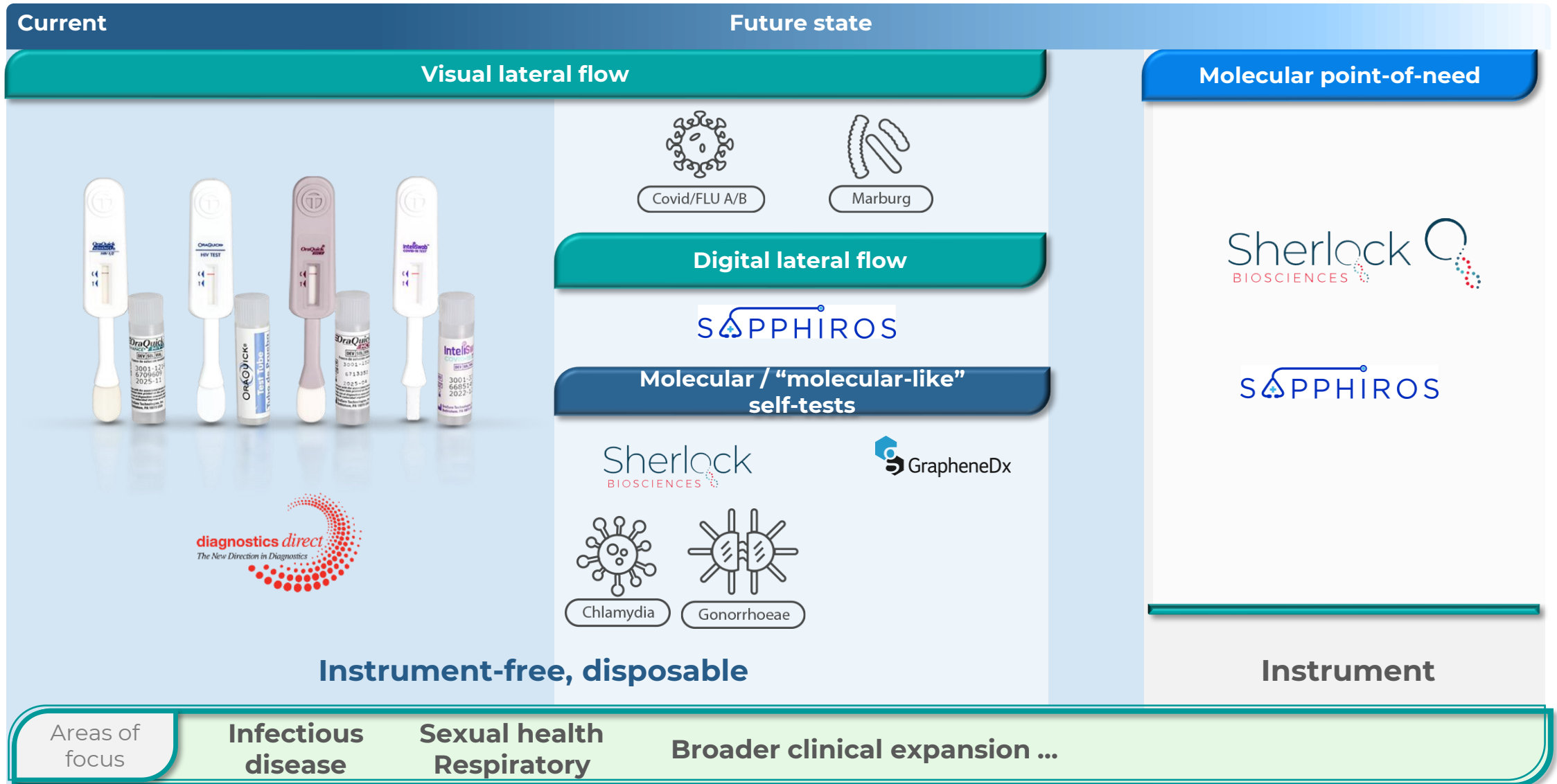
Diagnos**t**ics

OTI Portfolio – Diagnostics

Accelerating our innovation pipeline with new tests & next-gen platform expansion



Portfolio Roadmap - Diagnostics



Power the Industry with Infrastructure & Innovation



OraSure Technologies, Inc.
“OTI”



Sherlock Technology Platforms

Molecular testing to strengthen and broaden our diagnostic portfolio

Sherlock Disposable Self-Test

(in clinical trial)

- Single-use, over-the-counter
- Easy to use at point-of-need
- Focused on STIs initially ...
1st launch CT/NG
- Flexibility to multiplex
- Platform for other assays



Next-Gen Technologies

(in development)



**Ambient
Temperature
Amplification**



**CRISPR
Detection**

Sherlock Enables Attractive Market Entry while Leveraging OTI's Existing Strengths to Drive Growth Potential



Attractive segments

CT/NG: \$1.5B and growing market¹
Patients desire privacy and speed for STI testing



OTI strengths

Infrastructure and commercial reach
Infectious disease portfolio breadth
Sexual health expertise



Growth potential

Clinical trial underway
Anticipate submission to FDA by end of 2025



Investments in innovation

Scale-up for launch
Advance differentiated platform and pipeline of molecular tests



Sample Management Solutions





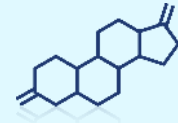
Portfolio Roadmap – Sample Management Solutions

Current



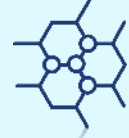

Sample Types

-  **ORAgene™**
Saliva – FDA cleared
-  **OMNigene™**
Fecal, vaginal, skin
-  **Colli-Pee™**
Urine - RUO

Analytes

-  DNA
-  RNA
-  Metabolites



Applications

-  Genomics
-  Transcriptomics
-  Metabolomics
-  Microbiomics




Value Chain

-  Specialty extraction

Future

-  Urine – FDA-cleared
-  Blood – small volume, self-collected FDA-cleared
- Other novel types ...**

-  Proteins

-  **Clinical expansion**
Oncology, incl. Liquid Biopsy
-  Neurology, incl. ALZ & Dementias
-  Cardio-metabolic / inflammatory response

-  Broader sample management solutions

Sample Type Expansion: Urine - Colli-Pee®

Global TAM

2032 \$1.0 bn USD¹



2024 \$0.5 bn USD

6%
CAGR

Plan 2025 submission for STI 510k

Colli-Pee® differentiation



Non-invasive at-home self-collection



Easy collection, shipping, storage at ambient temperature



First-void, volumetric precision



Sample Type Expansion: Blood

Global TAM

\$92 bn¹
in traditional blood collection

7%
CAGR

Key Clinical Applications

Routine & Essential
Testing

Immunology Testing

Genetic Testing

Plan 2025 product launch

Differentiation



Comfortable at-home
self-collection



Easy collection,
shipping, storage at
ambient temperature



High-quality, small-
volume samples meet
current lab workflow



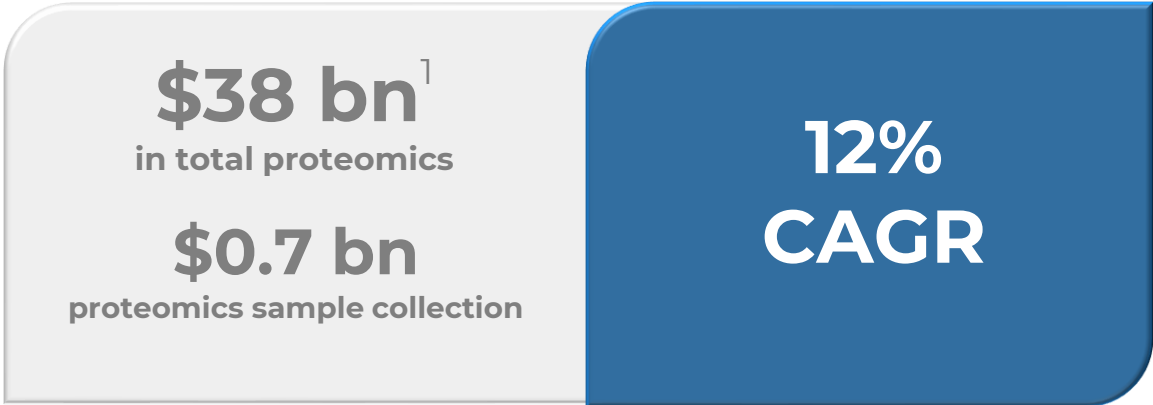
SatioDot™

SatioDraw™






Analyte Expansion: Blood Proteomics

Global TAM



Plan 2025 product launch (RUO)

Differentiation

-  Ambient temperature stabilization & shipping
-  Protein-specific sample stabilization
-  Compatible with broad array of proteomic methodologies

1. Based on Company projections, modeling and external research

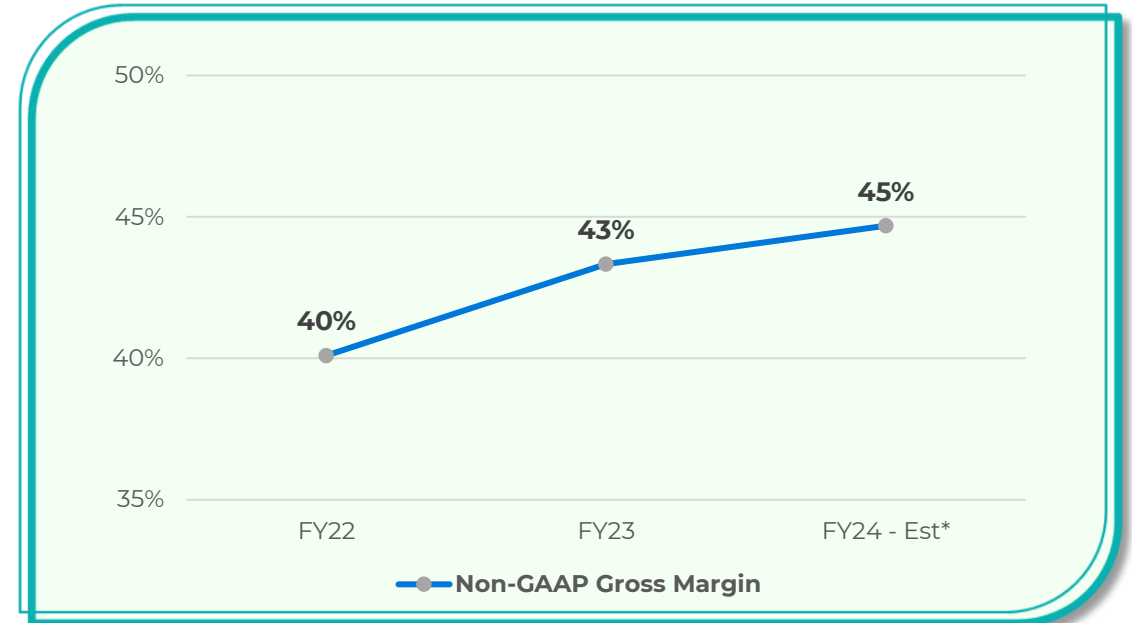
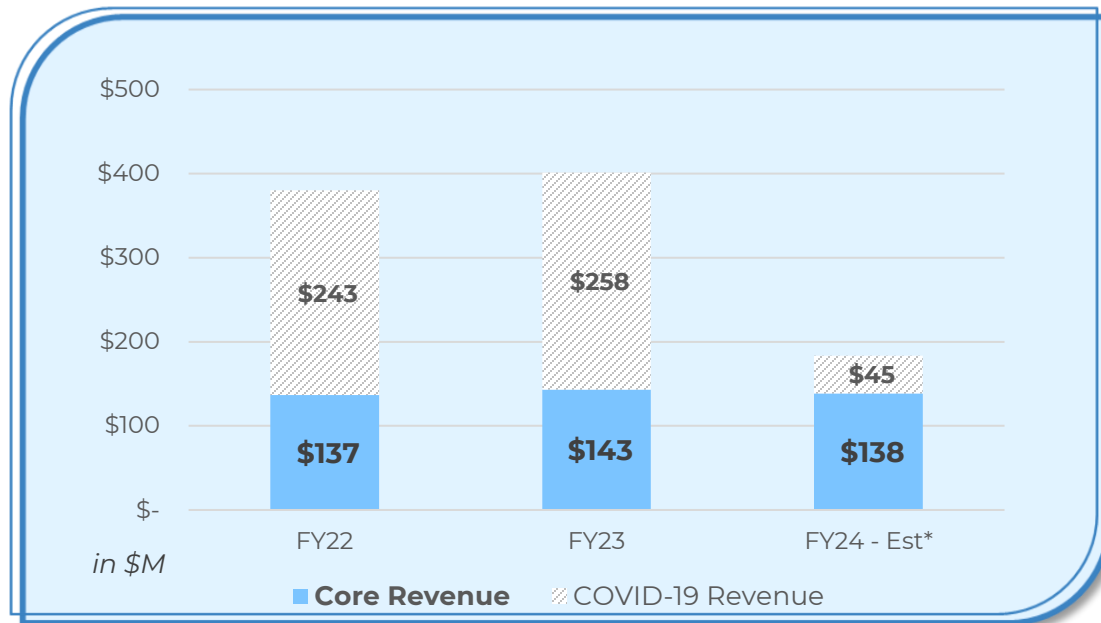


Financials

Financial Highlights

Innovating & operating with disciplined execution & accountability

- **Growth: Positioned to return to growth in our core business in 2025**
 - Pipeline of potential product milestones expected to accelerate growth in 2025 & beyond
- **Margin: Path to 50% Adjusted Gross Margin**
 - Opportunity for significant operating margin leverage as volumes grow
- **Balance Sheet: \$279M of Cash and no debt as of Q3 2024**



Strategic Transformation



**Strengthen
our Foundation**



**Elevate
our Core Growth**



**Accelerate
our Profitable Growth**



Q&A

