

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

	For the Three Months Ended June 30,		For the Six Months Ended June 30,	
	2025	2024	2025	2024
Net Revenues	\$ 31,242	\$ 54,335	\$ 61,173	\$ 108,467
GAAP Cost of Products and Services Sold	18,083	29,646	35,715	59,713
<i>GAAP Gross Margin</i>	<i>42.1%</i>	<i>45.4%</i>	<i>41.6%</i>	<i>44.9%</i>
Stock compensation	207	193	376	344
Inventory reserve for product line discontinuance	146	—	146	—
Reduction in workforce severance	—	889	—	1,120
Non-GAAP Cost of Goods Sold	17,730	28,564	35,193	58,249
<i>Non-GAAP Gross Margin</i>	<i>43.2%</i>	<i>47.4%</i>	<i>42.5%</i>	<i>46.3%</i>
GAAP Operating Loss	(18,026)	(2,740)	(35,776)	(9,833)
Stock compensation	3,166	3,322	5,853	6,289
Amortization of acquisition-related intangible assets	58	58	113	117
Inventory reserve for product line discontinuance	146	—	146	—
Reduction in workforce severance	—	1,652	—	2,057
Executive severance expense	751	—	751	—
Loss on impairment	—	1,054	—	4,392
Gain on sale of assets under product line discontinuance	—	—	(750)	—
Change in fair value of acquisition-related contingent consideration	733	—	1,211	—
Non-GAAP Operating Loss	(13,172)	3,346	(28,452)	3,022
GAAP Net Loss	(19,693)	(615)	(35,733)	(4,199)
Stock compensation	3,166	3,322	5,853	6,289
Amortization of acquisition-related intangible assets	58	58	113	117
Inventory reserve for product line discontinuance	146	—	146	—
Reduction in workforce severance	—	1,652	—	2,056
Executive severance expense	751	—	751	—
Loss on impairment	—	1,054	—	4,392
Gain on sale of assets under product line discontinuance	—	—	(750)	—
Change in fair value of acquisition-related contingent consideration	733	—	1,211	—
Loss on equity investment	802	560	1,326	560
Tax effect of non-GAAP adjustments	(156)	(257)	(249)	(355)
Non-GAAP Net (Loss) Income	\$ (14,193)	\$ 5,774	\$ (27,332)	\$ 8,860
GAAP Loss Per Share:	\$ (0.26)	\$ (0.01)	\$ (0.48)	\$ (0.06)
Non-GAAP (Loss) Earnings Per Share:	\$ (0.19)	\$ 0.08	\$ (0.37)	\$ 0.12
Diluted Shares Outstanding	74,541	74,159	74,703	74,127
Diluted Shares Outstanding Used For Computing Non-GAAP Earnings (Loss) Per Share	74,541	75,169	74,703	75,460

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
- Inventory reserve for product line discontinuance: represents inventory associated with discontinued line of business
- Executive severance expense: expenses associated with the departure of an executive
- 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>