

OraSure 3Q21 Earnings

November 3, 2021



DNAgenotek™



Forward-Looking Statements Disclaimer

This document contains certain forward-looking statements, including with respect to expected revenues and earnings/loss per share. 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: ability of the Company to manufacture sufficient quantities of the IntelliSwab COVID-19 rapid test and resolve manufacturing challenges and the expected timeframe for doing so; ability to successfully manage and integrate acquisitions of other companies in a manner that complements or leverages our existing business, or otherwise expands or enhances our portfolio of products and our end-to-end service offerings, and the diversion of management's attention from our ongoing business and regular business responsibilities to effect such integration; the expected economic benefits of acquisitions (and increased returns for our stockholders), including that the anticipated synergies, revenue enhancement strategies and other benefits from the acquisitions may not be fully realized or may take longer to realize than expected and our actual integration costs may exceed our estimates; impact of increased or different risks arising from the acquisition of companies located in foreign countries; ability to market and sell products, whether through our 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 our products; ability to manufacture 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 U.S. Food and Drug Administration ("FDA") or other regulators; the impact of the novel coronavirus ("COVID-19") pandemic on our business and our ability to successfully develop new products, validate the expanded use of existing collection products and commercialize such products for COVID-19 testing; 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 the Company's products; impact of replacing distributors; inventory levels at distributors and other customers; ability of the Company to achieve its financial and strategic objectives and continue to increase its revenues, including the ability to expand international sales; ability to identify, complete, integrate and realize the full benefits of future acquisitions; 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 ("CDC") 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 our 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 the Company'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; the impact of terrorist attacks and civil unrest; and general political, business and economic conditions. These and other factors that could affect our results are discussed more fully in our Securities and Exchange Commission ("SEC") filings, including our registration statements, Annual Report on Form 10-K for the year ended December 31, 2020, 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 call and we undertake no duty to update these statements.



3Q21 Financial Results



FINANCIAL METRIC	3Q21 RESULTS	3Q20 RESULTS	YEAR-OVER-YEAR GROWTH RATE
3Q21 Total Revenue	\$53.9 million	\$48.0 million	12%
3Q21 Total Revenue Excluding COVID-19 Product Revenue	\$40.0 million	\$29.1 million	37%
3Q21 COVID-19 Product Revenue	\$13.9 million	\$18.9 million	-26%



Key Focus Areas to Drive Shareholder Value



**Capitalize on COVID-19 Testing
Opportunity To Fund Future Growth**



**Expand Into New Sample Types and New
Testing Modalities in Molecular Solutions**



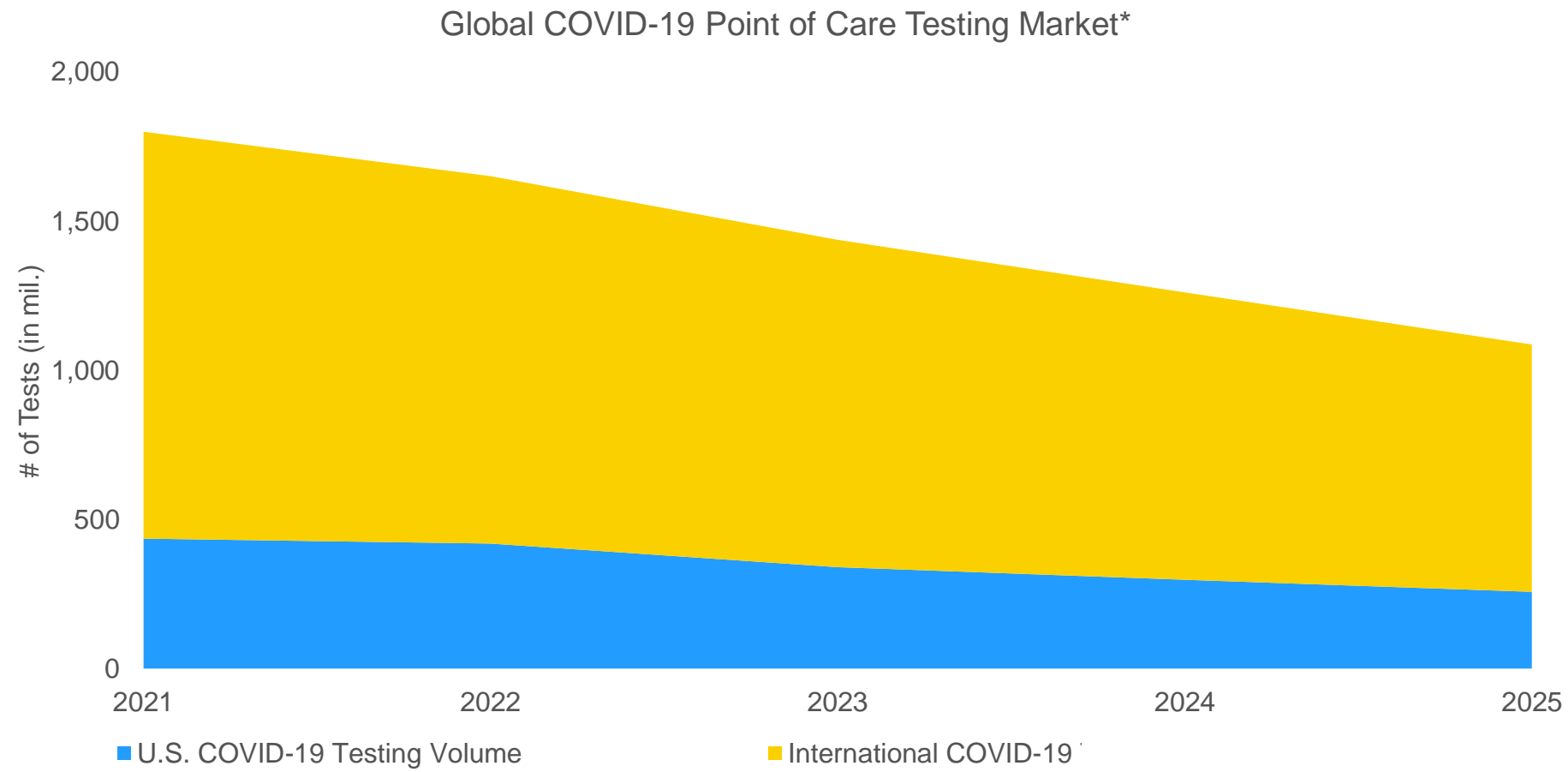
**Expand Global Commercial
Capabilities and Reach**



**Drive Higher Growth Through
Expanded R&D and M&A**



Epidemiology Based Market Model Shows Longer COVID-19 Revenue Tail



*Source: Epidemiology data, OSUR estimates

OraSure Signs **Three** Major Government Contracts in Quarter

**\$205 Million Department of
Defense Procurement
Contract**



**\$109 Million Department of
Defense Contract To Expand
Inteliswab™ Manufacturing
Capacity**



**\$13.6 Million From BARDA To
Get 510k Clearance and CLIA
Waiver for Inteliswab™**




Innovation in Molecular Solutions As Part of Multi-Omics Strategy


**Diversigen[®]**
Meta-transcriptome Launch



**OMNigene[®]·GUT**
FDA Clearance for Gut Kit



**Colli-Pee[™]**
Colli-Pee[™] studies in HPV



**Colli-Pee[™]**
New Cancer Chemistry





Expanding Global Reach To Broaden Market Access

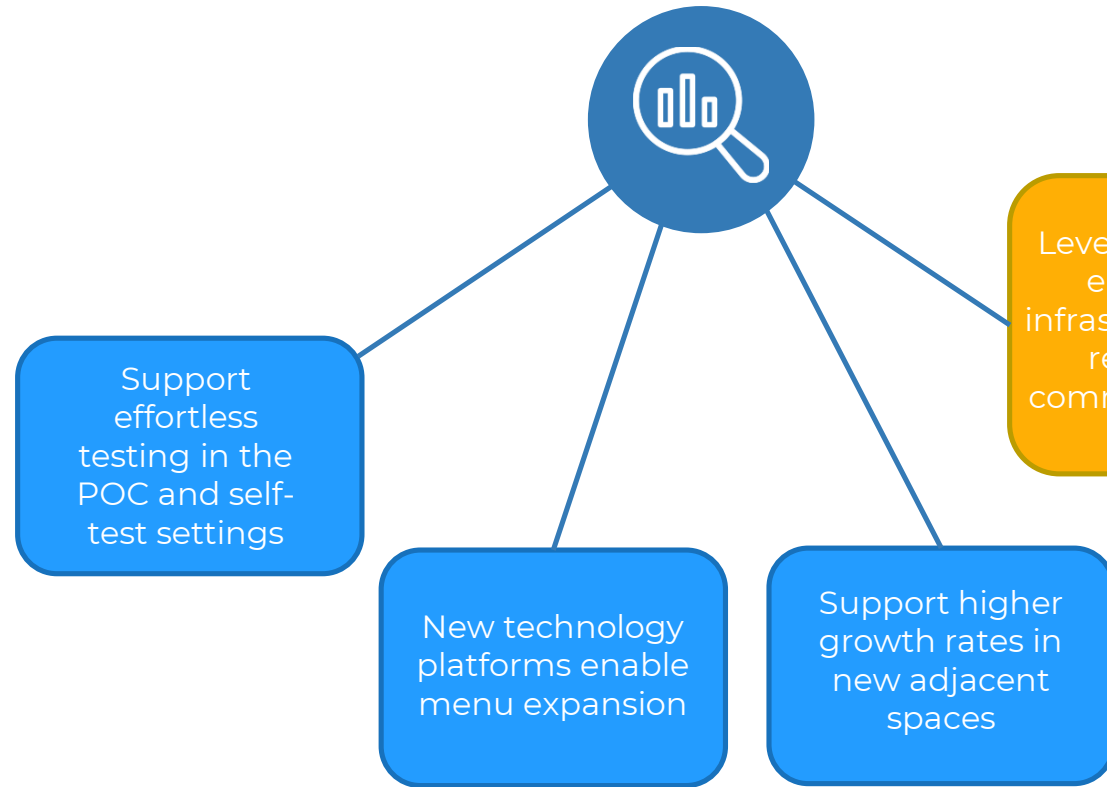
We now have over **445** product registrations in **98** countries globally

- Pursuing CE Mark for InteliSwab™
- Thailand Free Sales Certification and CE Mark for OraQuick® HIV Self Test
- Targeted 8 country launch for collection kits globally

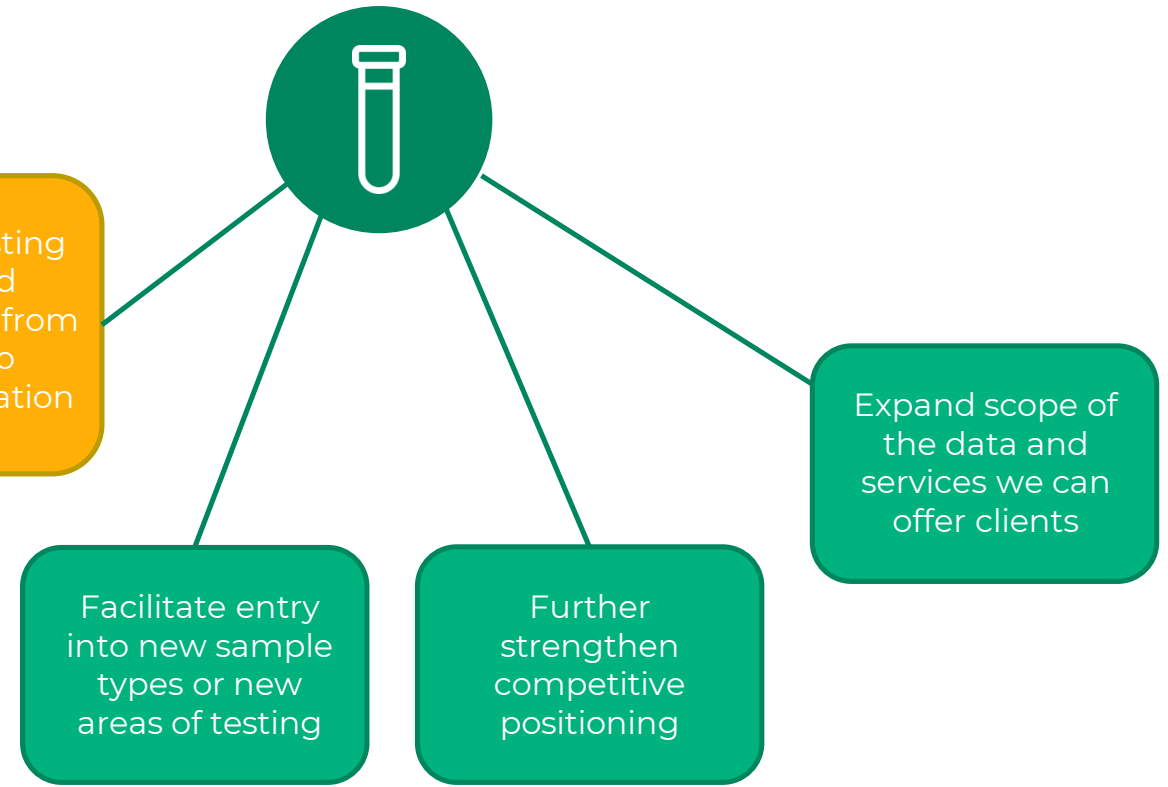


Actively Evaluating Strategically Sound M&A Opportunities

DIAGNOSTICS

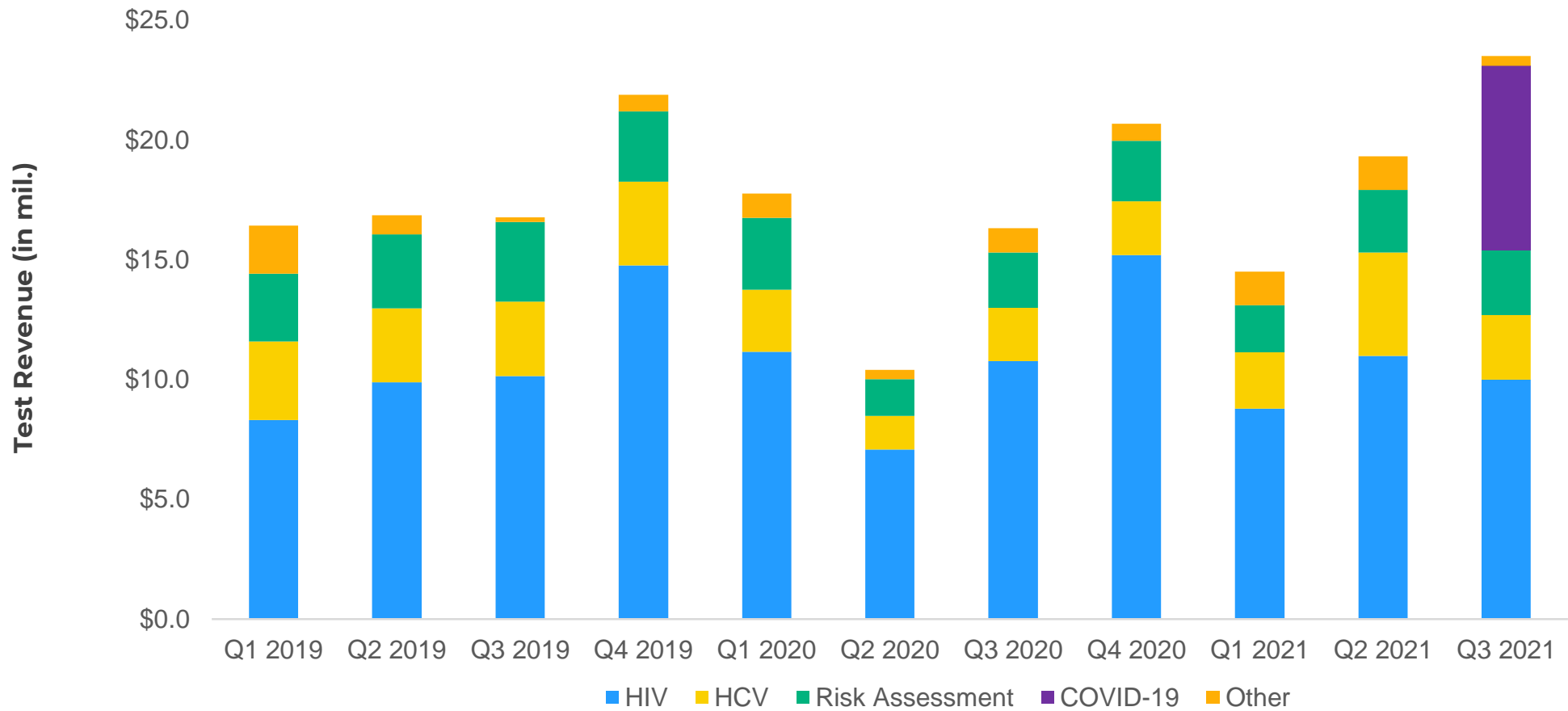


MOLECULAR SOLUTIONS



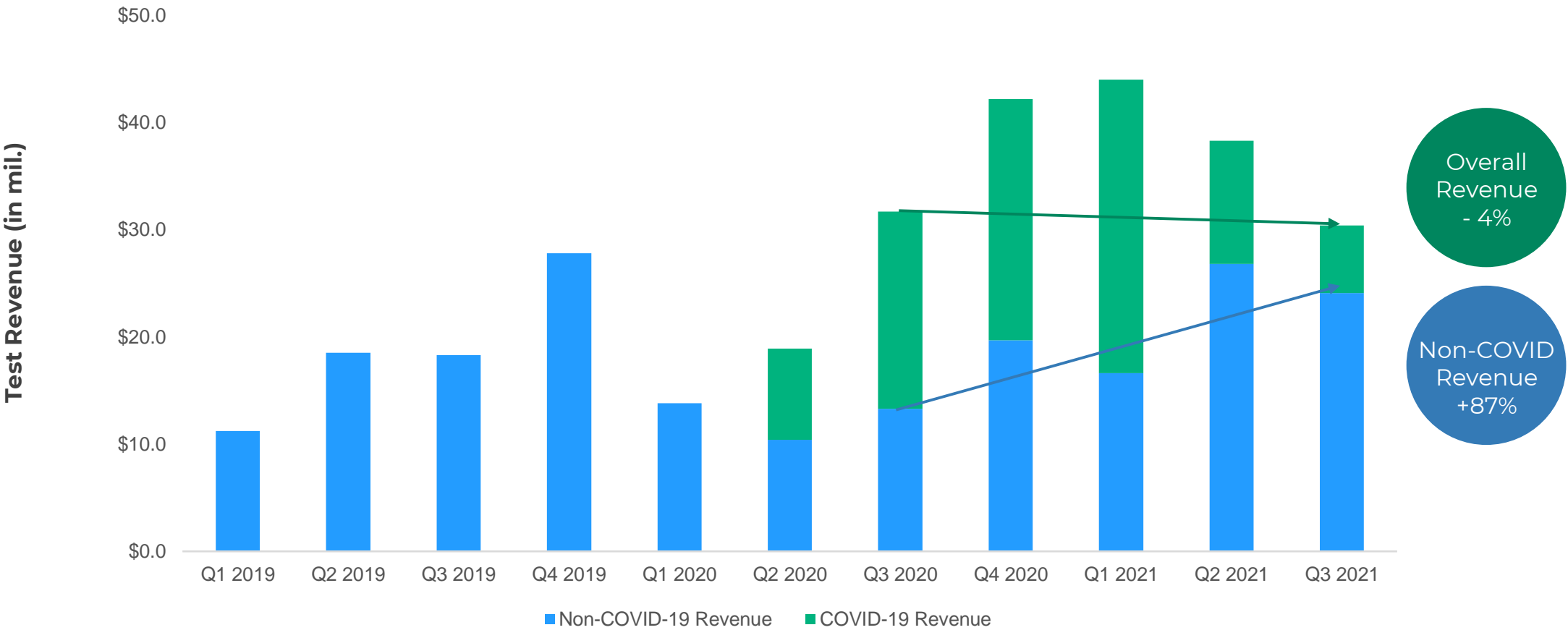
Revenue in Key Diagnostic Testing Categories

Record Diagnostic Testing Revenue for the Company



Strong Core Growth in Molecular Solutions

Continued Strong Core Growth in Molecular Kits and Services



Financial Results

	Three Months Ended September 30,	
	2021	2020
Results of Operations		
Net revenues	\$ 53,917	\$ 48,011
Cost of products and services sold	32,449	17,722
Gross profit	21,468	30,289
Operating expenses:		
Research and development	8,596	8,007
Sales and marketing	13,886	7,849
General and administrative	12,499	10,108
Change in fair value of acquisition-related contingent consideration	(500)	(60)
Total operating expenses	34,481	25,904
Operating income (loss)	(13,013)	4,385
Other income	100	314
Income (loss) before income taxes	(12,913)	4,699
Income tax expense	2,102	3,659
Net income (loss)	\$ (15,015)	\$ 1,040
Earnings (loss) per share:		
Basic	\$ (0.21)	\$ 0.01
Diluted	\$ (0.21)	\$ 0.01
Weighted average shares:		
Basic	72,023	71,537
Diluted	72,023	72,662



Financial Guidance

GUIDANCE METRIC	FINANCIAL GUIDANCE
4Q21 Total Revenue	\$60 - \$63 million
FY21 InteliSwab™ Revenue	≈\$30 million
FY21 Total Revenue	\$230 - \$233 million



Summary

- Commercially tied to high growth areas of healthcare such as consumer/clinical genomics and shift to direct-to-patient/near patient testing
- Increased investment in internal R&D pipeline and reinvigorating innovation
- Significant opportunity with IntelliSwab™ to drive growth and fund additional investment
- Strong balance sheet with focus on deploying capital to drive growth and leverage infrastructure

Smart Science Made Simple



Q&A