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

	For the Three Months Ended June 30,		For the Six Months Ended June 30,	
	2026	2025	2026	2025
Net Revenues	$ 30,639	$ 31,242	$ 58,564	$ 61,173
GAAP Cost of Products and Services Sold	17,322	18,083	33,443	35,715
GAAP Gross Margin	*43.5%*	*42.1%*	*42.9%*	*41.6%*
Stock compensation	191	207	381	376
Inventory reserve for product line discontinuance	—	146	—	146
Amortization of acquisition-related intangible assets	48	—	96	—
Reduction in workforce severance	—	—	65	—
Non-GAAP Cost of Goods Sold	17,083	17,730	32,901	35,193
Non-GAAP Gross Margin	*44.2%*	*43.2%*	*43.8%*	*42.5%*
GAAP Operating Income (Loss)	5,440	(18,026)	(17,829)	(35,776)
Stock compensation	2,287	3,166	5,055	5,853
Amortization of acquisition-related intangible assets	106	58	211	113
Inventory reserve for product line discontinuance	—	146	—	146
Reduction in workforce severance	—	—	1,269	—
Executive severance expense	—	751	—	751
Gain on sale of assets under product line discontinuance	—	—	—	(750)
Change in fair value of acquisition-related contingent consideration	(22,573)	733	(22,480)	1,211
Non-GAAP Operating Loss	(14,740)	(13,172)	(33,774)	(28,452)
GAAP Net Income (Loss)	6,249	(19,693)	(16,128)	(35,733)
Stock compensation	2,287	3,166	5,055	5,853
Amortization of acquisition-related intangible assets	106	58	211	113
Inventory reserve for product line discontinuance	—	146	—	146
Reduction in workforce severance	—	—	1,269	—
Executive severance expense	—	751	—	751
Gain on sale of assets under product line discontinuance	—	—	—	(750)
Change in fair value of acquisition-related contingent consideration	(22,573)	733	(22,480)	1,211
Loss on equity investment	513	802	1,601	1,326
Tax effect of non-GAAP adjustments	(399)	(156)	(367)	(249)
Non-GAAP Net Loss	$ (13,817)	$ (14,193)	$ (30,839)	$ (27,332)
GAAP Earnings (Loss) Per Share:	$ 0.09	$ (0.26)	$ (0.23)	$ (0.48)
Non-GAAP Loss Per Share:	$ (0.20)	$ (0.19)	$ (0.44)	$ (0.37)
Diluted Shares Outstanding, if applicable	70,158	74,541	69,337	74,703
Basic Shares Outstanding Used For Computing Non-GAAP Loss Per Share	69,003	74,541	69,337	74,703

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
- Reduction in workforce severance: termination benefits associated with the Company's workforce reduction associated with certain business

- Executive severance expense: expenses associated with the departure of an executive
- 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 third party
- Change in fair value of acquisition-related contingent consideration: changes in the fair value of contingent consideration liability associated with changes in the probability of milestone payments and the impact of the passage of time and updated forecasts.
- 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