

# OraSure Investor Update

May 2026



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# Disciplined execution driving stronger platform for growth

3+ years of progress in transformation strategy



## Strengthen our Foundation

Return core business to breakeven; create low-cost manufacturing capabilities; drive efficiency in operations; upgrade key talent



## Elevate our Core Growth

Drive core growth and profitability; diversify our customer base; continuously reduce product cost; implement enterprise-wide rigor



## Accelerate our Profitable Growth

Execute focused strategy to drive innovation and create value through disciplined capital allocation ... internal investment, plus M&A

### Cost productivity

- One OTI: combined 2 business units into 1
- Org right-sizing: reduced headcount
- Footprint consolidation: closed 4 global sites and in-sourced to PA
- Closures: wound down 2 declining, unprofitable product lines

### Leadership & talent upskilling

- New executive leadership

### Sales

- Customer diversification
- New Chief Commercial Officer

### Product & process rigor

- COGS reductions: automation, design for manufacturing, optimized logistics
- AI and digital tools implementation
- Multi-year innovation product planning
- Continuous improvement methodology

### Pipeline expansion

Organic investments

- Urine: Colli-Pee™ self-collection
- Blood: HEMAcollect™ •Protein RUO

M&A and partnerships

- Sherlock molecular Dx platform: initial CT/NG self-test and pipeline of assays
- Sapphiros: lateral flow roadmap and Satio self-collected blood
- BioMedomics: SickleSCAN®
- Dx Direct: Syphilis Health Check™

### Governance

- Board refresh - 7 departed, 4 new independent directors
- \$40 million share buyback authorization with \$20 million deployed

# Financial performance summary

Innovating and operating with disciplined execution and accountability

## Q1 results

- **Total Revenue: \$27.9 million**
  - *+4% q/q growth*
- **Non-GAAP Gross Margin: 43.4%**

## Q2 guidance

- **Total Revenue: \$27 to \$30 million**
- **Non-GAAP Gross Margin: similar to Q1**

**External environment:** We are seeing stable demand in key segments in 2026, including improved visibility to funding for important testing programs.

## **Growth: Positioned for growth in core business in 2026 and beyond**

- Pipeline of potential product milestones expected to accelerate growth

## **Margin: Path to 50% adjusted gross margin**

- Opportunity for significant margin expansion as volumes grow

## **Balance sheet: \$177M of cash and no debt as of Q1 2026**

# Clear strategy to innovate and accelerate growth ... with near-term catalysts in attractive markets





## Delivering our near-term product roadmap

*Plan to launch differentiated innovation  
by executing on near-term milestones ...  
aligned with long-term healthcare trends*

## Expanding our long-term innovation pipeline

*Leveraging OTI strengths to compete and  
win in large and growing segments ...  
expected to accelerate long-term growth*

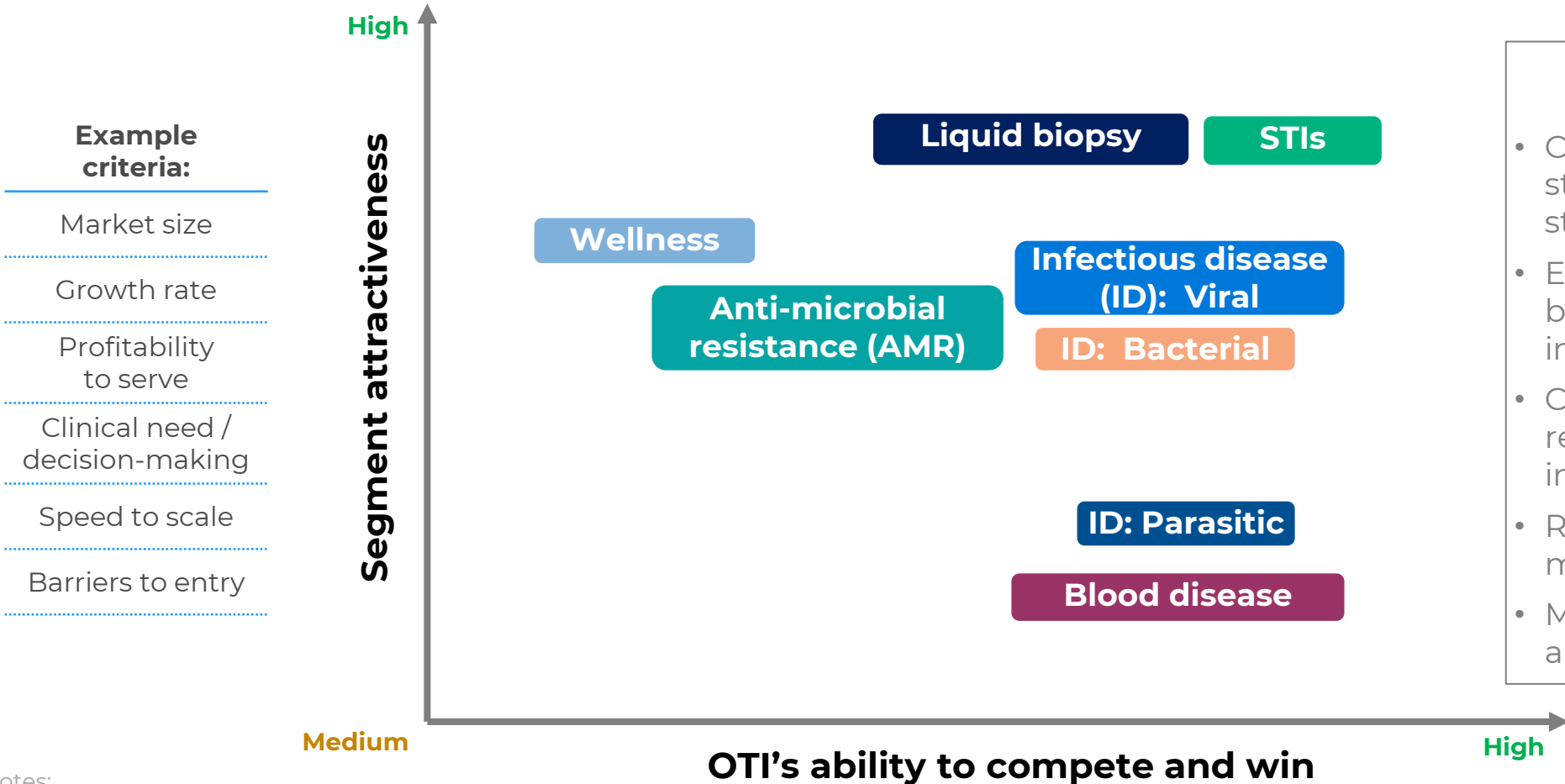
# Product roadmap: anticipated near-term milestones

				
<b>Description</b>	Protein-specific blood collection & sample stabilization	At-home first-void urine self-collection	Disposable molecular dx, rapid test	Blood self-collection; Dot = dried blood spot vs. capillary blood draw
<b>Global market \$</b>	\$700M	\$500M	\$1.5B	\$92B (traditional collection)
<b>Status</b>	RUO launched July 2025	Regulatory review underway following submission to FDA in December 2025	Regulatory review underway following submission to FDA in December 2025	Future launch via distribution agreement, subject to regulatory submission and review

Note: Market sizing based on Company projections, modeling, and external research.

# Expanding our pipeline in high-value growth markets

Illustrative examples leveraging OTI strengths



- OTI strengths**
- Chemistries for sample stabilization, transport, and storage
  - Expertise in oral fluid, urine, blood ... non- and less invasive
  - Commercial reach and relationships, including international distribution
  - Regulatory capabilities for market access
  - Manufacturing automation and capacity

Notes:

- Example criteria are not all inclusive
- Matrix excludes less attractive opportunities

**Example criteria:** Portfolio fit | Platform / tech expertise | Development feasibility | Channel alignment



# OraSure today: stronger, focused, and executing for sustainable growth



**Strengthen  
our Foundation**



**Elevate  
our Core Growth**



**Accelerate  
our Profitable Growth**



# Appendix

# Reconciliation of Non-GAAP Gross Margin

## 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>	<i>42.3%</i>	<i>41.1%</i>
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>	<i>43.4%</i>	<i>41.7%</i>