

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

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2025	2024	2025	2024
Net Revenues	\$ 27,085	\$ 39,915	\$ 88,258	\$ 148,382
GAAP Cost of Products and Services Sold	15,313	22,845	51,028	82,558
<i>GAAP Gross Margin</i>	<i>43.5%</i>	<i>42.8%</i>	<i>42.2%</i>	<i>44.4%</i>
Stock compensation	208	195	584	539
Inventory reserve for product line discontinuance	—	—	146	—
Reduction in workforce severance	—	7	—	1,127
Non-GAAP Cost of Goods Sold	15,105	22,643	50,298	80,892
<i>Non-GAAP Gross Margin</i>	<i>44.2%</i>	<i>43.3%</i>	<i>43.0%</i>	<i>45.5%</i>
GAAP Operating Loss	(16,090)	(5,999)	(51,866)	(15,832)
Stock compensation	2,835	2,888	8,687	9,178
Amortization of acquisition-related intangible assets	58	59	171	176
Inventory reserve for product line discontinuance	—	—	146	—
Reduction in workforce severance	—	353	—	2,410
Executive severance expense	—	—	751	—
Loss on impairment	—	—	—	4,392
Gain on sale of assets under product line discontinuance	—	—	(750)	—
Transaction costs	112	—	112	—
Change in fair value of acquisition-related contingent consideration	376	—	1,587	—
Non-GAAP Operating (Loss) Income	(12,709)	(2,699)	(41,162)	324
GAAP Net Loss	(13,712)	(4,507)	(49,445)	(8,706)
Stock compensation	2,835	2,888	8,687	9,178
Amortization of acquisition-related intangible assets	58	59	171	176
Inventory reserve for product line discontinuance	—	—	146	—
Reduction in workforce severance	—	353	—	2,409
Executive severance expense	—	—	751	—
Loss on impairment	—	—	—	4,392
Gain on sale of assets under product line discontinuance	—	—	(750)	—
Transaction costs	112	—	112	—
Change in fair value of acquisition-related contingent consideration	376	—	1,587	—
Loss on equity investment	374	611	1,700	1,171
Tax effect of non-GAAP adjustments	126	(93)	(123)	(447)
Non-GAAP Net (Loss) Income	\$ (9,831)	\$ (689)	\$ (37,164)	\$ 8,173
GAAP Loss Per Share:	\$ (0.19)	\$ (0.06)	\$ (0.67)	\$ (0.12)
Non-GAAP (Loss) Earnings Per Share:	\$ (0.13)	\$ (0.01)	\$ (0.50)	\$ 0.11
Diluted Shares Outstanding	73,004	74,583	74,131	74,330
Diluted Shares Outstanding Used For Computing Non-GAAP (Loss) Earnings Per Share	73,004	74,583	74,131	75,328

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 events
- Executive severance expense: expenses associated with the departure of an executive
- 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
- Transaction costs: expenses associated with due diligence of targets
- 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>

###