

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

	For the Three Months Ended December 31,		For the Years Ended December 31,	
	2025	2024	2025	2024
Net Revenues	\$ 26,763	\$ 37,445	\$ 115,021	\$ 185,827
GAAP Cost of Products and Services Sold	15,795	23,879	66,823	106,437
<i>GAAP Gross Margin</i>	<i>41.0%</i>	<i>36.2%</i>	<i>41.9%</i>	<i>42.7%</i>
Stock compensation	123	195	707	734
Inventory reserve for product line discontinuance	—	1,000	146	1,000
Reduction in workforce severance	—	239	—	1,366
Non-GAAP Cost of Goods Sold	15,672	22,445	65,970	103,337
<i>Non-GAAP Gross Margin</i>	<i>41.4%</i>	<i>40.1%</i>	<i>42.6%</i>	<i>44.4%</i>
GAAP Operating Loss	(20,103)	(12,418)	(71,969)	(28,250)
Stock compensation	1,459	2,741	10,147	11,919
Amortization of acquisition-related intangible assets	58	103	229	279
Inventory reserve for product line discontinuance	—	1,000	146	1,000
Reduction in workforce severance	—	849	—	3,258
Executive severance expense	—	—	751	—
Loss on impairment	—	—	—	4,392
Gain on sale of assets under product line discontinuance	—	—	(750)	—
Transaction costs	435	980	547	980
Change in fair value of acquisition-related contingent consideration	2,983	—	4,570	—
Non-GAAP Operating Loss	(15,168)	(6,745)	(56,329)	(6,422)
GAAP Net Loss	(19,286)	(10,794)	\$ (68,731)	(19,500)
Stock compensation	1,459	2,741	10,147	11,919
Amortization of acquisition-related intangible assets	58	103	229	279
Inventory reserve for product line discontinuance	—	1,000	146	1,000
Reduction in workforce severance	—	849	—	3,258
Executive severance expense	—	—	751	—
Loss on impairment	—	—	—	4,392
Gain on sale of assets under product line discontinuance	—	—	(750)	—
Transaction costs	435	980	547	980
Change in fair value of acquisition-related contingent consideration	2,983	—	4,570	—
Loss on equity investment	644	529	2,344	1,700
Tax effect of non-GAAP adjustments	58	362	(66)	(85)
Non-GAAP Net (Loss) Income	\$ (13,649)	\$ (4,230)	\$ (50,813)	\$ 3,943
GAAP Loss Per Share:	\$ (0.27)	\$ (0.14)	\$ (0.94)	\$ (0.26)
Non-GAAP (Loss) Earnings Per Share:	\$ (0.19)	\$ (0.06)	\$ (0.69)	\$ 0.05
Diluted Shares Outstanding	71,567	74,597	73,485	74,434
Diluted Shares Outstanding Used For Computing Non-GAAP (Loss) Earnings Per Share	71,567	74,597	73,485	75,329

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 the acquisition of businesses
- 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>

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