

Investor Presentation

August 2021



Forward-Looking Statements Disclaimer

This presentation 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 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 collector 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 the Company's results are discussed more fully in the Company's 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. The forward-looking statements are made as of the date of this presentation and OraSure Technologies undertakes no duty to update these statements.



OraSure's Mission and Vision

OUR MISSION:

“Our mission to do good and help solve the world’s greatest health challenges is what drives us. We are committed to making a difference in the world of individual and public health by enabling access to discovery and diagnostics.”

OUR VISION:

“We envision a company that drives access to multiple layers of information and data to understand health, wellness, and disease states – and pioneers groundbreaking ways of understanding what’s in us, on us and around us.”

“Smart science made simple.”



We Play Where Healthcare is Going



Move to point-of-care
home testing



Growth of personalized
medicine



Healthcare
consumerism



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**



Our Focused Business Units

DIAGNOSTICS

OraSure Technologies provides accurate, effortless, high-value point-of-care and self-test diagnostic solutions for:

- Infectious Disease Testing
 - HIV
 - HCV
 - COVID-19
 - EBOLA and FLU
- Oral fluid substance abuse testing



37% of FY20
product revenue

MOLECULAR SOLUTIONS

Sampling

Sample collection & stabilization by DNA Genotek and Novosanis devices, facilitate multi-omic testing and near-patient/home testing

- Best-in-class tools and chemistries
- Multiple samples/analytes

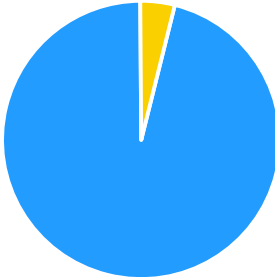


56% of FY20
product revenue

Services

Diversigen is the leader in the emerging, high-growth field of microbiome lab services

- Clinical trial support for pharma
- Consumer testing
- Customization, analysis, & consulting



4% of FY20
product revenue



Diagnostics



Expert in Effortless Near-Patient Testing for Public Health

Disease	OraSure Products	Product Differentiation	U.S./Global Disease Incidence	Testing Recommendations	Number of Tests in U.S. Each Year (All Methods)	Global Testing	% of Global Tests (POC)	Global Market Growth
COVID-19	<ul style="list-style-type: none">• IntelliSwab™ COVID-19 Rapid Test	<ul style="list-style-type: none">• Designed to be one of the simplest tests on the market	N/A	<ul style="list-style-type: none">• Testing has EUA in the professional, prescription self test, and over-the-counter settings	≈ 250M (2020)	≈ 1.2B (2020)	> 60% antigen globally	Variable
HIV	<ul style="list-style-type: none">• OraQuick® HIV	<ul style="list-style-type: none">• Only FDA approved test for over-the-counter home testing• Saliva based test	1.2M / 38M	<ul style="list-style-type: none">• 13-64 at least once in their life• Those with risk factors tested annually or every 3-6 months	30-40M	80-100M	20-25%	5-7%
HCV	<ul style="list-style-type: none">• OraQuick® HCV	<ul style="list-style-type: none">• Simple highly accurate test using finger stick blood	2.4M / 71M	<ul style="list-style-type: none">• Testing at least once in a lifetime• All adults born between 1945-1965• Patients with high risk factors	8-10M	75-90M	15-20%	5-7%
Substance Abuse	<ul style="list-style-type: none">• Intercept® Oral Fluid Drug Testing System	<ul style="list-style-type: none">• Ability to use oral fluid as the sample collection and visually ensure compliance	N/A	<ul style="list-style-type: none">• Employer screening• Drug treatment and pain management• Insurance screening	15-20M	Less than 5% of products sold outside of North America	10% oral fluid	5-7%

InteliSwab™: Designed to be the Simplest COVID-19 Test on the Market

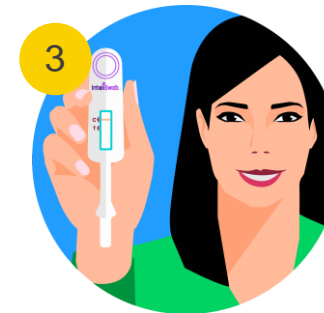
- Authorized by FDA for OTC, Prescription Home Use and Professional Point-of-Care CLIA-Waived use
- Accuracy comparable to other point-of-care offerings (84% sensitivity / 98% specificity)
- Convenient sample collection with <1 min. of hands on time; results in 30 min. More than 98% of users find InteliSwab easy to use
- Visually read, lateral flow test; No instrumentation, internet access or laboratory analysis needed to interpret results
- Swab is fully integrated into the test stick eliminating dependence on nasal swabs



SWAB both nostrils



SWIRL in the tube

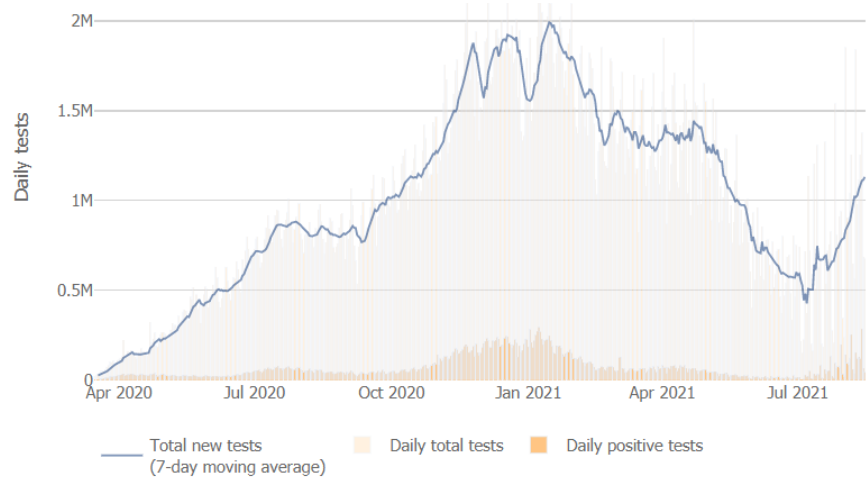


SEE your results



Continued elevated need for simple point-of-care testing; Long-term market as COVID-19 becomes endemic

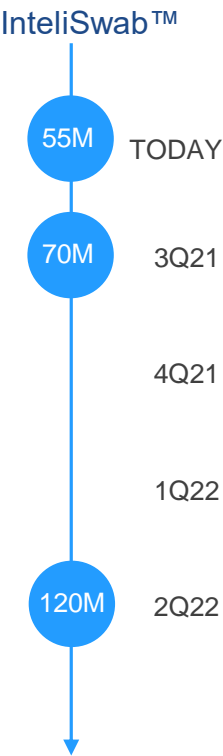
U.S. Testing Data



Pending Testing Catalysts

- Indication expansion for children 2-15
- COVID-19 public health reporting app launch
- Registrations in international markets accepting U.S. FDA EUA
- Back to school and back to work programs
- Upcoming cold and flu season
- Disease seasonality
- New variants of the virus
- CE Mark

Testing Capacity Expansion



Key Growth Drivers for the Diagnostic Business



OraQuick® HIV

- FY 2021 federal budget includes \$386 million for "Ending the HIV Epidemic," implementation, up from \$267 million in FY2020
- OUS testing grew at double digit rate (FY15-FY20)
- PrEP - need to verify HIV status routinely



OraQuick® HCV

- Advent of new effective treatments
- Declining cost of antiviral therapy
- OUS direct to patient opportunity



Intercept® Oral Fluid Drug Testing System

- Transition to oral fluid DOA testing (SAMHSA guidelines)
- Increase in hiring
- DTP testing laboratories



InteliSwab™

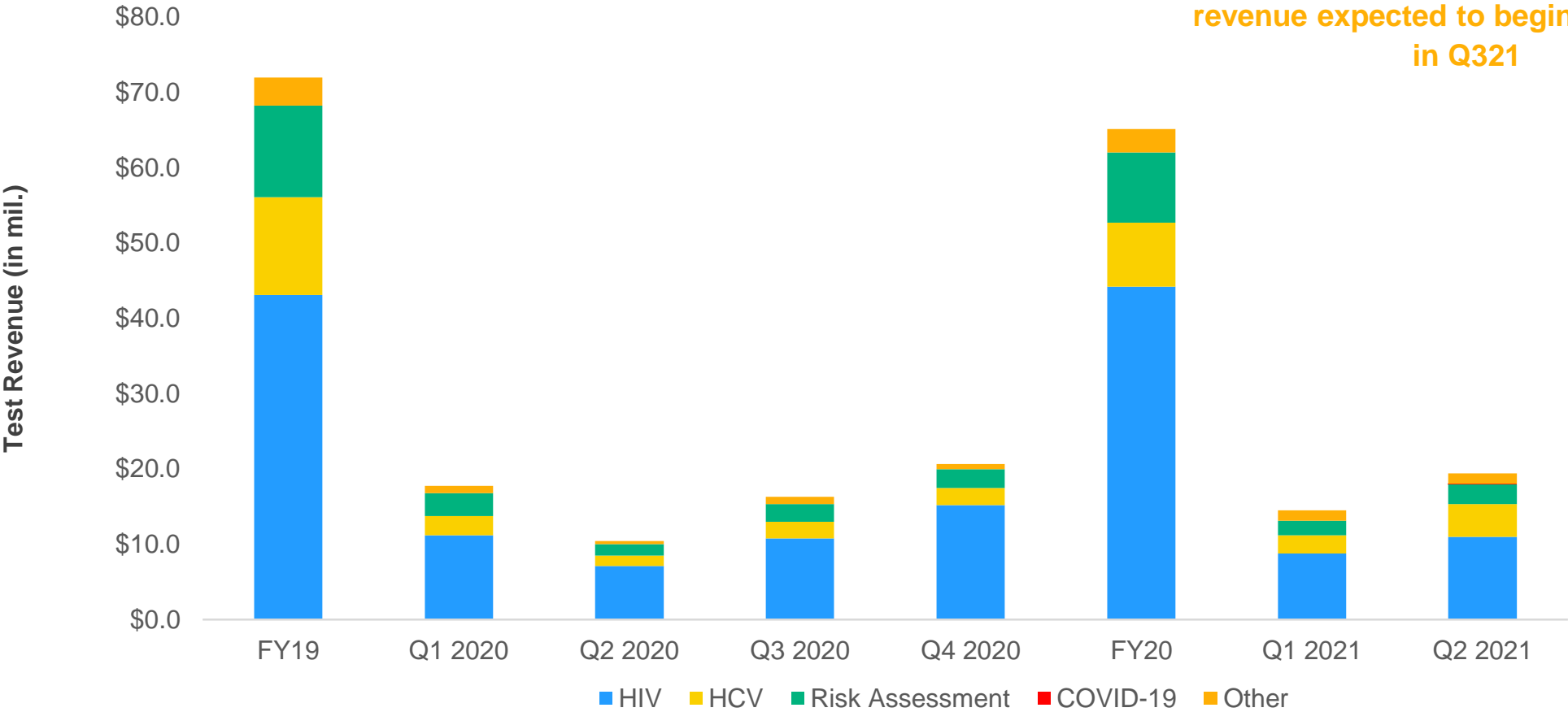
- Home testing opportunity
- Retail pharmacy
- Partnerships with businesses and schools
- Government testing
- International expansion



Revenue in Key Diagnostic Testing Categories

Recovering From Pandemic & Launching COVID-19 Antigen Test

Diagnostic business recovering from COVID-19 pandemic. COVID-19 testing revenue expected to begin to increase in Q321



A woman with long grey hair, wearing a white lab coat, is working in a laboratory. She is holding a small test tube in her right hand and a clear petri dish in her left hand. The background shows laboratory equipment, including a blue machine on the left and a window on the right. The image has a blue and yellow color gradient overlay.

Molecular Solutions

A Global Leader in Sample Collection & Service Solutions for Multi-omic Customers

WHO WE SERVE

Provider of best-in-class, proprietary sample collection systems and services to major academic, clinical, and consumer genomics focused labs



Direct-to-patient
laboratories



Clinical
Genomics



Academic
Labs



Consumer
Genomics



WHAT WE DO



Sample collection kits across a variety of
specimen types and applications



Data and fulfillment services



Multi-omic research & testing services (initial
focus in microbiome)

END MARKETS GROWING IN MID-TEENS

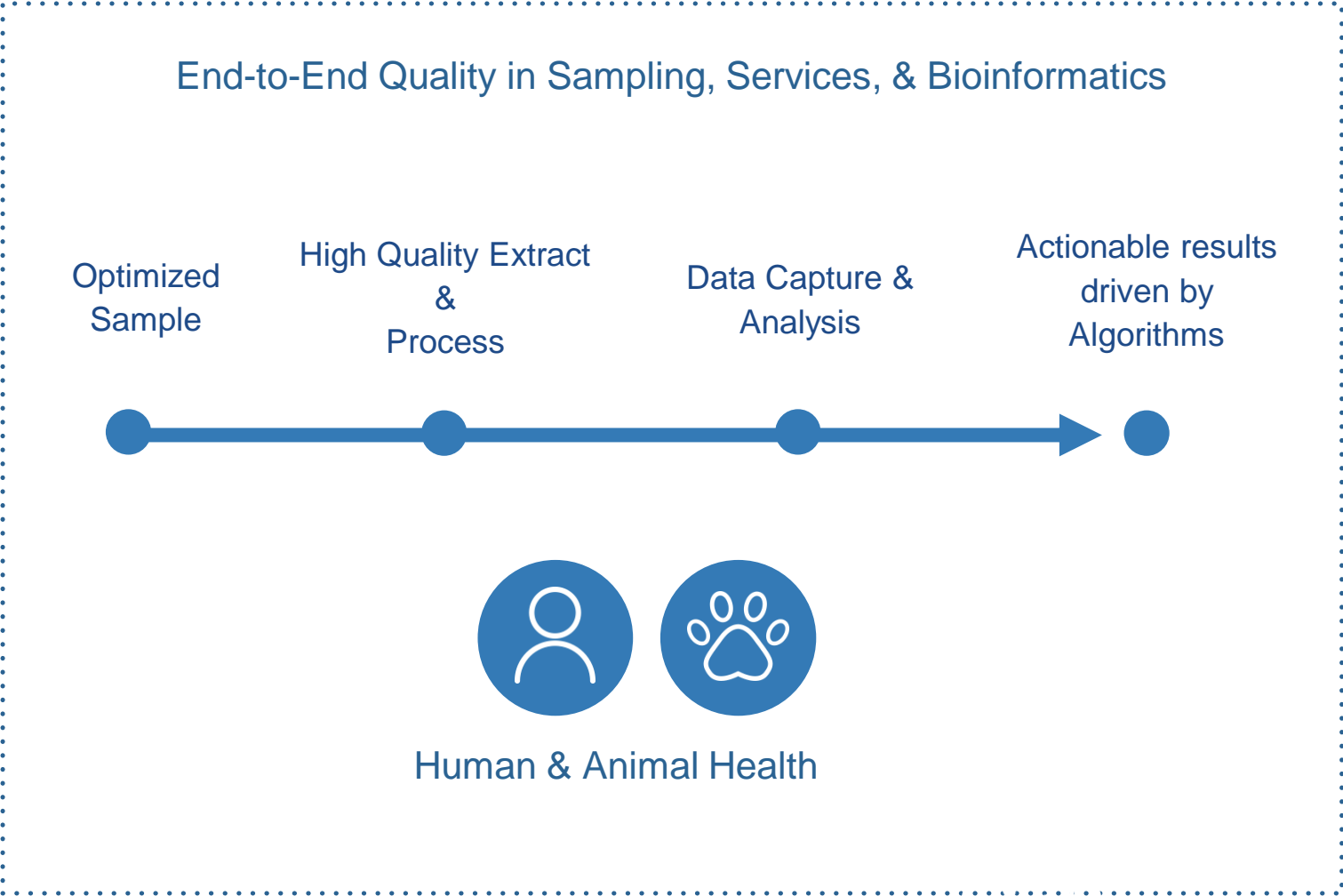


Building a Comprehensive Portfolio of Solutions/Services

Samples

- Oral*
- Gut*
- Vaginal*
- Urine*
- Skin*
- Blood
- Other

* Currently marketed solutions



Multi-omics

Genome



Transcriptome



Proteome



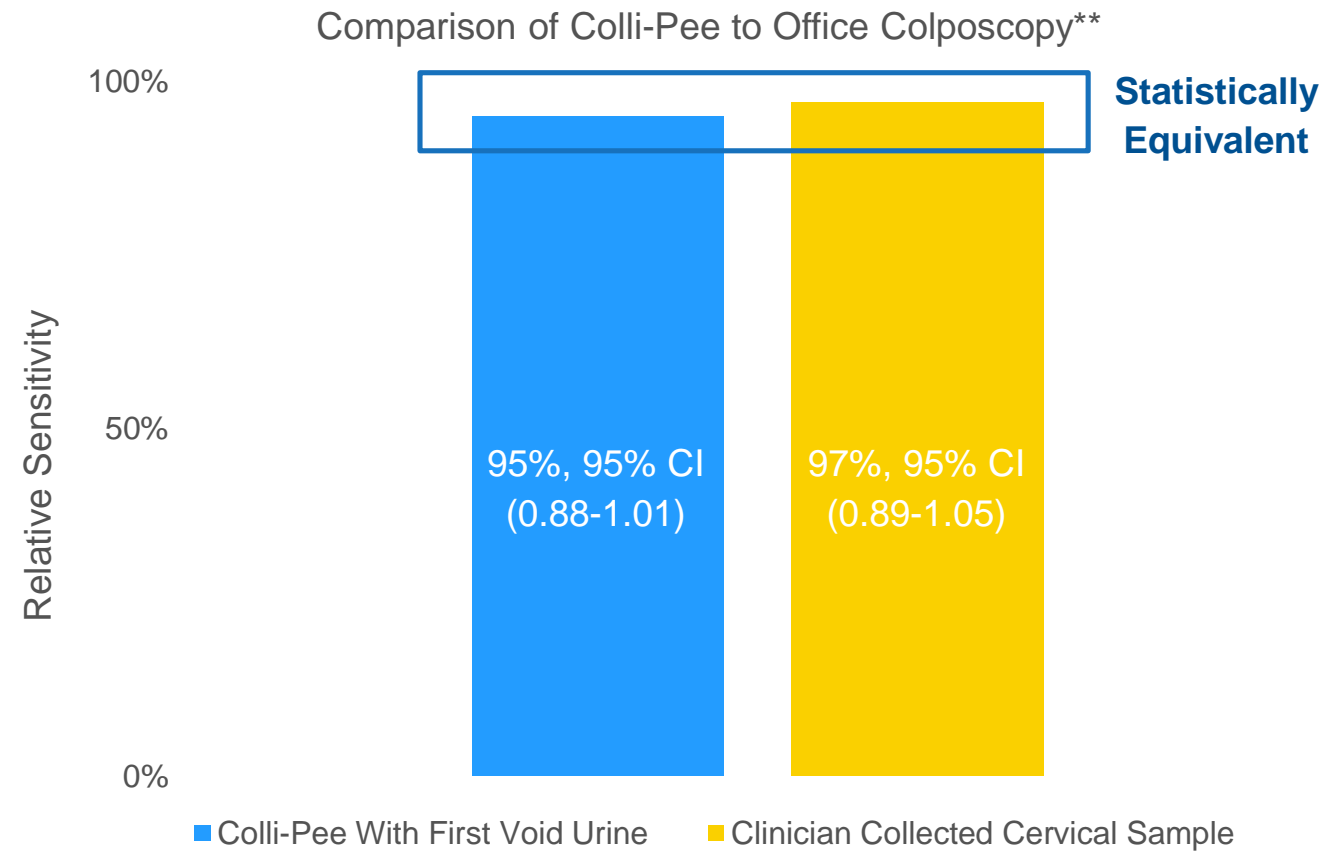
Metabolome



Microbiome

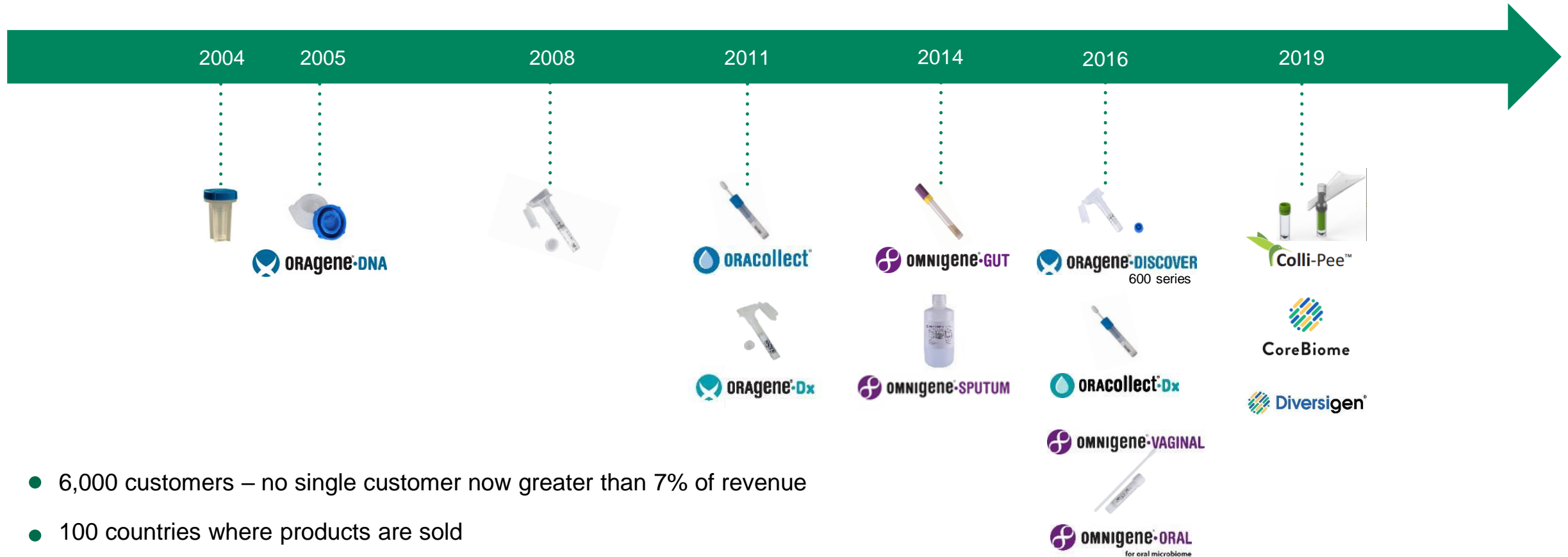


Colli-Pee®*, New Innovation in Sample Collection; Addressing Global HPV Screening Market



*Colli-Pee® is a research use only product and has not obtained regulatory approval
**Van Keer et al., <https://doi.org/10.1016/j.ygyno.2021.06.010>

Accelerating Expansion Into New Sample Types, Multi-omic Research Areas & Services



- 6,000 customers – no single customer now greater than 7% of revenue
- 100 countries where products are sold
- 3,000 peer reviewed research publications supporting technologies



All-in-one Solutions for Self-collection of Samples for Molecular COVID-19 Testing

- All-in-one, easy, reliable and non-invasive self-collection of high quality RNA
- ORAc collect®·RNA and OMNIgene®·ORAL have received EUAs, interim authorization from Health Canada, and are CE-IVD marked
- Eight customers to date* have received EUAs incorporating our sample collection products
- OMNIgene·ORAL named one of TIME magazine's best inventions of 2020

Validating With Partners



OR-100**



OM-505**



OGD-500

*As of 8/31/21

**OR-100/OM-505 are the formats for the US market. Outside of the US, we use the ORE-100/OME-505 formats.

Expanding Competitiveness Through Multiple Strategies



Expanding intellectual property portfolio through filed patents and technology acquisitions

(38 patents filed to date on collection devices)



Long-term contracts with major customers providing forward visibility



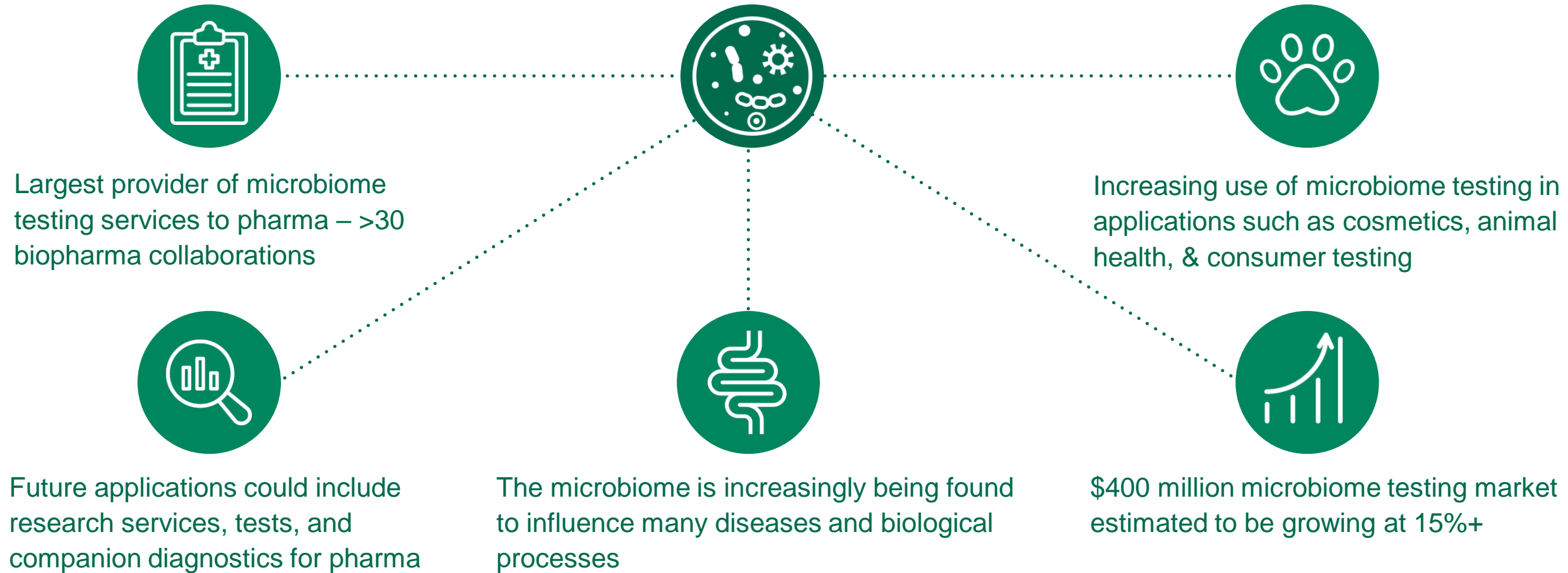
Increased regulatory approvals in conjunction with commercial partners



Customer kit specialization and increased service scope

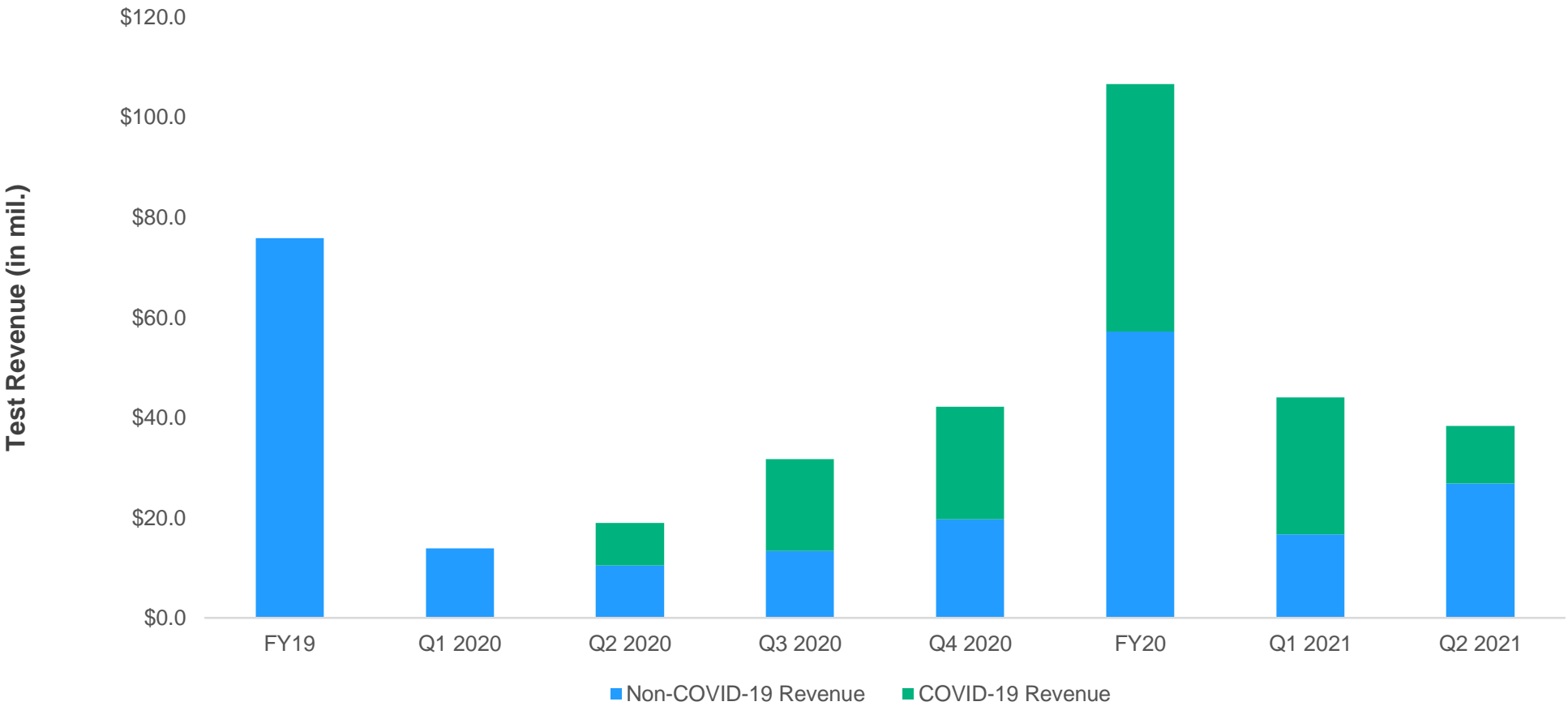


Building a Leadership Position in High-Growth Microbiome Testing Services Market



Strong Core Growth in Molecular Solutions

2Q21 One of Strongest Quarters Ever from Genomics & Microbiome Services



Capital Deployment / Strategic Partnerships



Using robust balance sheet to create revenue and shareholder value



\$229 million in cash on balance sheet* with no debt



Four completed acquisitions 2019-2020



Continue to seek acquisitions that are accretive to our innovation-based growth strategy



Evaluating companies/technologies in both diagnostics and molecular solutions

* Cash and cash equivalents, short-term investments, and long-term investments as of June 30, 2021



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 COVID-19 testing solutions 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

