OraSure Technologies

Jefferies Healthcare Conference
June 4, 2019
Forward-Looking Statements

These slides and the associated presentation contain certain forward-looking statements, including statements with respect to revenues, earnings, technology, new products, product performance, markets, clinical development, regulatory filings and approvals, and business plans. Factors affecting these statements include, but are not limited to, the ability to develop new technology, technology changes, ability to fund research and development, required regulatory approvals, product performance and market acceptance of products. A more detailed description of specific factors that may cause actual results or events to differ materially from those described in the forward-looking statements are set forth at the end of this presentation and in the Company’s SEC filings, including its registration statements, and the Company’s most recent Form 10-K and Form 10-Qs. The Company undertakes no duty to update these statements.
Investment Rationale

Multiple growth drivers:

• Leadership position in molecular sample collection/stabilization

• Microbiome products and services offer tremendous growth potential

• Expanding further in established markets
  - Strong demand for OraQuick HIV Self Test
  - OraQuick HCV test being utilized in test and treat programs in North America, Latin America, Central Asia, Europe and Asia.

• Developing and acquiring new products and programs for large global opportunities
  - Two recent acquisitions highlight our active M&A efforts
  - Providing end-to-end solution encompassing tools, diagnostics and services

• Significant ramp in manufacturing capacity and production efficiency for OraQuick and Oragene

• Strong cash position with no debt and sustainable profitability

Industry leader in DNA/RNA sample self-collection, stabilization and preparation products and rapid point-of-care infectious disease testing
Q1 Highlights

• Revenue of $30.1M exceeded consensus; EPS beat consensus
• Record performance in the microbiome market; revenues up 83% compared to 1Q 2018
• Year-over-year growth in genomics market, excluding large customer who changed ordering patterns
• Genomics sales increased 231% in Asia compared to 1Q 2018
• HIV global business expected to show solid double-digit growth for the full year
• Domestic HCV revenues up 12% compared to 1Q 2018
• International HCV sales up 119% compared to 1Q 2018, with growth primarily in Asia and Eastern Europe
• $183.6M cash and investments balance at March 31, 2019

Q2 Guidance: Revenues of $40.0 to $42.0 million; net income of approximately $0.02 per share

Full-Year Guidance: Revenues of $170 to $175 million; net income of $0.22 to $0.24 per share
Forward-looking Statement 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: successfully managing and integrating 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; ability to market and sell products, whether through our internal, direct sales force or third parties; 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; 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 significant customer concentration in the genomics business; impact of increased reliance on U.S. government contracts; failure of distributors or other customers to meet purchase forecasts, historic purchase levels or minimum purchase requirements for our 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; impact of negative economic conditions; 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 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; 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, 2018, 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.