UNITED STATES
SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): February 28, 2023

FULGENT GENETICS, INC.

(Exact Name of Registrant as Specified in Charter)

Delaware	**001-37894**	**81-2621304**
(State or other jurisdiction of incorporation)	(Commission File Number)	(IRS Employer Identification No.)

4978 Santa Anita Avenue **Temple City, California**	**91780**
(Address of Principal Executive Offices)	(Zip Code)

(626) 350-0537
(Registrant's telephone number, including area code)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	**Trading Symbol(s)**	**Name of each exchange on which registered**
Common Stock, par value $0.0001 per share	FLGT	The Nasdaq Stock Market (Nasdaq Global Market)

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company ☐

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

Item 2.02 Results of Operations and Financial Condition.

On February 28, 2023, Fulgent Genetics, Inc. (the "Company") issued a press release announcing its financial results for the fiscal quarter and year ended December 31, 2022. A copy of the Company's press release containing this information is being furnished as Exhibit 99.1 to this Current Report on Form 8-K.

Item 7.01 Regulation FD Disclosure.

From time to time, the Company presents and/or distributes slides and presentations to the investment community to provide updates and summaries of its business. On February 28, 2023, the Company updated its investor presentation, which is available on the "Investor Relations" section of the Company's website at https://fulgentgenetics.com/. This presentation is also furnished as Exhibit 99.2 to this Current Report on Form 8-K.

The information in Items 2.02 and 7.01, including Exhibits 99.1 and 99.2, is being furnished and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that Section, nor shall it be deemed incorporated by reference into any registration statement or other filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

Exhibit No.	Description
99.1	Press Release of Fulgent Genetics, Inc., dated February 28, 2023
99.2	Corporate Presentation of Fulgent Genetics, Inc.
104	Cover Page Interactive Data File (embedded within the Inline XBRL document)

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: February 28, 2023

FULGENT GENETICS, INC.

By: */s/ Paul Kim*
Name: Paul Kim
Title: Chief Financial Officer

Exhibit 99.1

Fulgent Reports Fourth Quarter and Full Year 2022 Financial Results

- Full Year 2022 Total Revenue of $619.0 million; Q4 Total Revenue of $67.7 million
- Full Year 2022 Core Revenue grows 95% year-over-year to $181.5 million; Q4 Core Revenue grows 97% year-over-year to $55.0 million

TEMPLE CITY, CA, February 28, 2023 — Fulgent Genetics, Inc. (NASDAQ: FLGT) (“Fulgent”, or the “Company”), a technology-based company with a well-established clinical diagnostic business and a therapeutic development business, today announced financial results for its fourth quarter and full year ended December 31, 2022.

Fourth Quarter 2022 Results:

- Total Revenue of $67.7 million
- Core Revenue[1] grew 97% year-over-year to $55.0 million
- GAAP loss of $23.8 million, or $0.80 per share
- Non-GAAP loss of $14.2 million, or $0.48 per share
- Adjusted EBITDA loss of $15.1 million
- Cash from operations of $33.2 million
- Cash, cash equivalents, and investments in marketable securities, including investments pending settlement, of $872.0 million as of December 31, 2022
- Repurchased approximately 815,000 shares of common stock at an aggregate cost of $29.1 million under the stock repurchase program announced in March 2022

Full Year 2022 Results:

- Total Revenue of $619.0 million
- Core Revenue[1] grew 95% year-over-year to $181.5 million
- GAAP income of $143.4 million, or $4.63 per share
- Non-GAAP income of $179.4 million, or $5.79 per share
- Adjusted EBITDA of $257.1 million
- Cash from operations of $253.5 million
- Repurchased over 1.8 million shares of common stock at an aggregate cost of $74.3 million under the stock repurchase program announced in March 2022

Note:

1) Core Revenue excludes revenue from COVID-19 testing products and services including COVID-19 NGS testing revenue.

Non-GAAP income (loss), non-GAAP income (loss) per share, and adjusted EBITDA income (loss) are described below under “Note Regarding Non-GAAP Financial Measures” and are reconciled to the most directly comparable GAAP financial measure, GAAP income (loss), in the accompanying tables.

Ming Hsieh, Chairman of the Board and Chief Executive Officer, said, “2022 was a transitional and transformative year for Fulgent, as we integrated the acquisitions of Inform Diagnostics and CSI Laboratories and acquired the Pharma business. As the COVID-19 pandemic continues to have a lesser impact, we are excited about the growth and momentum in our core business, with strength across our 3 business areas - precision diagnostics, anatomic pathology and pharma services - and momentum in oncology and reproductive health, particularly with the expansion of oncologic carrier screening through Beacon787, also announced today. We have reorganized our Board of Directors and are on the path to transforming Fulgent from a genomic diagnostic service business into a fully integrated precision medicine company, focusing on oncology. In the meantime, we have a long runway of

opportunity in the core business and see diagnostics as a dependable source of revenue and growth for Fulgent in the years ahead."

Paul Kim, Chief Financial Officer, said, "We are pleased with our results in 2022 and the trajectory of our core business. While the revenue profile of the Company without COVID testing revenue has implications for our bottom line, I believe we are poised for sustainable growth in the core business and to continue to generate cash. We are well positioned to execute our strategy while maintaining flexibility to capitalize on additional acquisition and strategic investment opportunities in the future."

Outlook:

For the first quarter of 2023, Fulgent expects:

- Total Revenue of approximately $56.0 million

For the full year 2023, Fulgent expects:

- Total Revenue of approximately $240.0 million
- GAAP loss of approximately $2.50 per share
- Non-GAAP loss of approximately $1.25 per share

Conference Call Information

Fulgent will host a conference call for the investment community today at 4:30 PM ET (1:30 PM PT) to discuss its fourth quarter and full year 2022 results. The call may be accessed through a live audio webcast in the Investor Relations section of the Company's website, http://ir.fulgentgenetics.com. An audio replay will be available at the same location.

Note Regarding Non-GAAP Financial Measures

Certain information set forth in this press release, including non-GAAP income (loss), non-GAAP income (loss) per share, and adjusted EBITDA income (loss) are non-GAAP financial measures. Fulgent believes this information is useful to investors because it provides a basis for measuring the performance of the Company's business, excluding certain income or expense items that management believes are not directly attributable to the Company's operating results. Fulgent defines non-GAAP income (loss) as net income (loss) calculated in accordance with accounting principles generally accepted in the United States of America, or GAAP, plus amortization of intangible assets, plus restructuring costs, plus acquisition-related costs, including banking fees and legal fees associated with the recent acquisitions, plus equity-based compensation expense, plus or minus the non-GAAP tax effect, and plus or minus other charges or gains, as identified, that management believes are not representative of the Company's operations. The non-GAAP tax effect is calculated by applying the statutory corporate tax rate on the amortization of intangible assets, restructuring costs, acquisition-related costs, and equity-based compensation expense. Fulgent defines adjusted EBITDA income (loss) as GAAP income (loss) plus or minus interest (expense) income, plus or minus provisions (benefits) for income taxes, plus restructuring costs, plus acquisition-related costs, plus equity-based compensation expense, plus depreciation and amortization, and plus or minus other charges or gains, as identified, that management believes are not representative of the Company's operations. Fulgent may continue to incur expenses similar to the items added to or subtracted from GAAP income (loss) to calculate non-GAAP income (loss) and adjusted EBITDA income (loss); accordingly, the exclusion of these items in the presentation of these non-GAAP financial measures should not be construed as an implication that these items are unusual, infrequent or non-recurring. Management uses these non-GAAP financial measures along with the most directly comparable GAAP financial measure of net income (loss) in evaluating the Company's operating performance. Non-GAAP financial measures should not be considered in isolation from, or as a substitute for, financial information presented in

conformity with GAAP, and non-GAAP financial measures as reported by Fulgent may not be comparable to similarly titled metrics reported by other companies.

About Fulgent

Fulgent is a technology-based company with a well-established clinical diagnostic business and a therapeutic development business. Fulgent's clinical diagnostic business offers molecular diagnostic testing services, comprehensive genetic testing, and high-quality anatomic pathology laboratory services designed to provide physicians and patients with clinically actionable diagnostic information to improve the quality of patient care. Fulgent's therapeutic development business is focused on developing drug candidates for treating a broad range of cancers using a novel nanoencapsulation and targeted therapy platform designed to improve the therapeutic window and pharmacokinetic profile of new and existing cancer drugs. The Company aims to transform from a genomic diagnostic business into a fully integrated precision medicine company.

Forward-Looking Statements

This press release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Examples of forward-looking statements in this press release include statements about, among other things: future performance, guidance regarding, expected quarterly and annual financial results, including total revenues, GAAP loss, and non-GAAP loss; evaluations and judgments regarding the stability of certain revenue sources, momentum, vision, future opportunities, trajectory acquisition strategies, strategic investment strategies, synergies related to and the performance of acquired businesses (including Inform Diagnostics, CSI Laboratories, and Pharma), investments and partnerships, relationships and the Company's testing services and technology; future growth and the Company's testing services and technologies and expansion; the Company's identification and evaluation of opportunities and its ability to capitalize on opportunities, capture market share, or to expand its presence in certain markets; and the Company's ability to continue to grow its business.

Forward-looking statements are statements other than historical facts and relate to future events or circumstances or the Company's future performance, and they are based on management's current assumptions, expectations, and beliefs concerning future developments and their potential effect on the Company's business. These forward-looking statements are subject to a number of risks and uncertainties, which may cause the forward-looking events and circumstances described in this press release to not occur, and actual results to differ materially and adversely from those described in or implied by the forward-looking statements. These risks and uncertainties include, among others: the market potential for, and the rate and degree of market adoption of, the Company's tests, including its Beacon787 panel; its ability to maintain turnaround times and otherwise keep pace with rapidly changing technology; the Company's ability to maintain the low internal costs of its business model; the Company's ability to maintain an acceptable margin; risks related to volatility in the Company's results, which can fluctuate significantly from period to period; risks associated with the composition of the Company's customer base, which can fluctuate from period to period and can be comprised of a small number of customers that account for a significant portion of the Company's revenue; the Company's level of success in obtaining coverage and adequate reimbursement and collectability levels from third-party payors for its tests and testing services; the Company's level of success in establishing and obtaining the intended benefits from partnerships, strategic investments, joint ventures, acquisitions, or other relationships; the success of the Company's development efforts, including the Company's ability to progress its candidates through clinical trials on the timelines expected; the Company's compliance with the various evolving and complex laws and regulations applicable to its business and its industry; and the Company's ability to protect its proprietary technology and intellectual property. As a result of these risks and uncertainties, forward-looking statements should not be relied on or viewed as predictions of future events.

The forward-looking statements made in this press release speak only as of the date of this press release, and the Company assumes no obligation to update publicly any such forward-looking statements to reflect actual results or to changes in expectations, except as otherwise required by law.

The Company's reports filed with the U.S. Securities and Exchange Commission, or the SEC, including its annual report on Form 10-K for the year ended December 31, 2021 filed with the SEC on February 28, 2022 and the other reports it files from time to time, including subsequently filed annual, quarterly and current reports, are made available on the Company's website upon their filing with the SEC. These reports contain more information about the Company, its business and the risks affecting its business, as well as its results of operations for the periods covered by the financial results included in this press release.

Investor Relations Contact:
The Blueshirt Group
Melanie Solomon, melanie@blueshirtgroup.com

FULGENT GENETICS, INC.
Condensed Consolidated Balance Sheet Data
December 31, 2022 and 2021
(in thousands)

	December 31,	
	2022	2021
ASSETS:		
Cash and cash equivalents	$ 79,506	$ 164,894
Investments in marketable securities	773,377	770,652
Accounts receivable, net	52,749	138,912
Property, plant, and equipment, net	81,353	62,287
Other assets	399,068	141,975
Total assets	$ 1,386,053	$ 1,278,720
LIABILITIES & EQUITY:		
Accounts payable, accrued liabilities and other liabilities	$ 116,178	$ 112,840
Total stockholders' equity	1,269,875	1,165,880
Total liabilities & equity	$ 1,386,053	$ 1,278,720

FULGENT GENETICS, INC.
Condensed Consolidated Statement of Operations Data
Three and Twelve Months Ended December 31, 2022 and 2021
(in thousands, except per share data)
(unaudited)

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2022	2021	2022	2021
Revenue	$ 67,704	$ 251,671	$ 618,968	$ 992,584
Cost of revenue (1)	54,717	62,134	252,067	215,533
Gross profit	12,987	189,537	366,901	777,051
Operating expenses:				
Research and development (1)	8,509	7,464	28,910	24,219
Selling and marketing (1)	10,253	8,200	38,918	24,439
General and administrative (1)	28,793	22,102	111,074	50,732
Amortization of intangible assets	2,010	911	6,497	1,708
Restructuring costs	(26)	—	2,975	—
Total operating expenses	49,539	38,677	188,374	101,098
Operating (loss) income	(36,552)	150,860	178,527	675,953
Interest and other income (expense), net	3,090	(35)	5,498	1,347
(Loss) income before income taxes and gain on equity method investment	(33,462)	150,825	184,025	677,300
(Benefit from) provision for income taxes	(9,386)	47,148	42,102	174,795
(Loss) income before gain on equity method investment	(24,076)	103,677	141,923	502,505
Gain on equity method investment	—	—	—	3,734
Net (loss) income from consolidated operations	(24,076)	103,677	141,923	506,239
Net loss attributable to noncontrolling interests	244	662	1,480	1,125
Net (loss) income attributable to Fulgent	$ (23,832)	$ 104,339	$ 143,403	$ 507,364
Net (loss) income per common share attributable to Fulgent:				
Basic	$ (0.80)	$ 3.48	$ 4.76	$ 17.25
Diluted	$ (0.80)	$ 3.34	$ 4.63	$ 16.38
Weighted average common shares:				
Basic	29,625	29,964	30,097	29,408
Diluted	29,625	31,202	30,964	30,976
(1) Equity-based compensation expense was allocated as follows:				
Cost of revenue	$ 2,521	$ 1,235	$ 8,704	$ 3,563
Research and development	3,339	1,865	10,449	6,326
Selling and marketing	1,225	774	4,373	2,513
General and administrative	2,937	1,146	9,114	3,480
Total equity-based compensation expense	$ 10,022	$ 5,020	$ 32,640	$ 15,882

FULGENT GENETICS, INC.
Non-GAAP Income (Loss) Reconciliation
Three and Twelve Months Ended December 31, 2022 and 2021
(in thousands, except per share data)

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2022	2021	2022	2021
Net (loss) income attributable to Fulgent	$ (23,832)	$ 104,339	$ 143,403	$ 507,364
Amortization of intangible assets	2,010	911	6,497	1,708
Restructuring costs	(26)	—	2,975	—
Acquisition-related costs	1,359	—	7,934	—
Equity-based compensation expense	10,022	5,020	32,640	15,882
Non-GAAP tax effect (1)	(3,742)	(1,601)	(14,013)	(4,749)
Gain on equity method investment	—	—	—	(3,734)
Non-GAAP (loss) income attributable to Fulgent	$ (14,209)	$ 108,669	$ 179,436	$ 516,471
Net (loss) income per common share attributable to Fulgent:				
Basic	$ (0.80)	$ 3.48	$ 4.76	$ 17.25
Diluted	$ (0.80)	$ 3.34	$ 4.63	$ 16.38
Non-GAAP (loss) income per common share attributable to Fulgent:				
Basic	$ (0.48)	$ 3.63	$ 5.96	$ 17.56
Diluted	$ (0.48)	$ 3.48	$ 5.79	$ 16.67
Weighted average common shares:				
Basic	29,625	29,964	30,097	29,408
Diluted	29,625	31,202	30,964	30,976

(1) Tax rates as follows:
Corporate tax rate of 28% for the three and twelve months ended December 31, 2022.
Corporate tax rate of 27% for the three and twelve months ended December 31, 2021.

FULGENT GENETICS, INC.
Non-GAAP Adjusted EBITDA Reconciliation
Three and Twelve Months Ended December 31, 2022 and 2021
(in thousands)

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2022	2021	2022	2021
Net (loss) income attributable to Fulgent	$ (23,832)	$ 104,339	$ 143,403	$ 507,364
Interest income, net	(3,023)	(224)	(4,610)	(1,737)
(Benefit from) provision for income taxes	(9,386)	47,148	42,102	174,795
Restructuring costs	(26)	—	2,975	—
Acquisition-related costs	1,359	—	7,934	—
Equity-based compensation expense	10,022	5,020	32,640	15,882
Depreciation and amortization	9,802	3,491	32,662	11,004
Gain on equity method investment	—	—	—	(3,734)
Adjusted EBITDA	$ (15,084)	$ 159,774	$ 257,106	$ 703,574

Exhibit 99.2

fulgent

Investor Presentation

February 28, 2023

Founded in 2011 | Located in Los Angeles, CA | NASDAQ:FLGT

Disclaimer

Forward-Looking Statements and Market Data

This presentation contains forward-looking statements, which are statements other than those of historical facts and which represent the estimates and expectations of Fulgent Genetics, Inc. (the "Company") about future events based on current views and assumptions. Examples of forward-looking statements made in this presentation include, among others, those related to long-term upside or value, management of risk, anticipated growth and positioning, addressable market estimates, the Company's mission, vision and strategies, the success of its business model and strategy, anticipated future revenue and guidance, evaluations and judgments regarding the Company's business, products, technologies, competitive landscape, scalability, plans regarding development and launch of potential future products, and any businesses the Company may seek to acquire or has acquired or has invested in or may seek to invest in, including statements regarding Fulgent Pharma Holdings, Inc. ("Fulgent Pharma"), Inform Diagnostics, CSI Laboratories, Helio Health, Spatial Genomics, and any potential synergies, or transformation of the Company's business, long-term visions and strategies, included, with respect to Fulgent Pharma, those designated to create a vertically integrated solution for cancer care, the clinical development of Fulgent Pharma's pipeline and related statements and assumptions regarding development timelines, any potentially accelerated pathway for regulatory approval, the potential safety and efficacy of the nanodrug delivery platform and any related therapeutic candidates, the potential market size for these candidates and platforms and the value of available data, including genomic data and guidance regarding the Company's future performance and results of operations. The Company's views and assumptions on which these forward-looking statements are based may prove to be incorrect. As a result, matters discussed in any forward-looking statements are subject to risks, uncertainties and changes in circumstances that may cause actual results to differ materially from those discussed or implied by any forward-looking statements. Important factors that could cause actual results to differ materially from those implied by forward-looking statements are disclosed under "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in the Company's reports filed with the Securities and Exchange Commission ("SEC"), including its annual report on Form 10-K filed on February 28, 2022, and other reports it files from time to time. Because of these factors, you should not rely upon forward-looking statements as predictions of future events. The forward-looking statements in this presentation are made only as of the date hereof, and, except as required by law, the Company assumes no obligation to update any forward-looking statements in the future. The company's reports filed with the SEC, including its annual report on Form 10-K for the year ended December 31, 2021 filed with the SEC on February 28, 2022 and the other reports it files from time to time, including subsequently filed quarterly and current reports, are made available on the company's website upon their filing with the SEC. These reports contain more information about the company, its business and the risks affecting its business, as well as its results of operations for the periods covered by the financial results included in this presentation.

This presentation also includes market data and forecasts with respect to the industry in which the Company operates. In some cases, the Company relies upon and refers to market data and certain industry forecasts that have been obtained from third-party surveys, market research, consultant surveys, publicly available information and industry publications that the Company believes to be reliable. These data and estimates involve a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates.

Non-GAAP Financial Measures

This presentation contains certain supplemental financial measures that are not calculated pursuant to U.S. generally accepted accounting principles ("GAAP"). These non-GAAP measures are in addition to, not a substitute for or superior to, measures of financial performance prepared in accordance with GAAP. A reconciliation of non-GAAP measures to GAAP measures is contained in this presentation.

Leadership Team

Ming Hsieh
Chief Executive Officer

Experienced operational leader, entrepreneur and philanthropist

Previously CEO, President, and Chairman of Cogent Systems

Member of the National Academy of Engineering; Fellow of the National Academy of Inventors; Trustee of USC

COGENT a 3M Company

Paul Kim
Chief Financial Officer

Experienced financial leader and Certified Public Accountant

Previously CFO of Cogent Systems; sold to 3M for $943M in 2010

B.A. in Economics from University of California at Berkeley

COGENT a 3M Company

Dr. Harry Gao
Lab Director and Chief Scientific Officer

Previously Lab Director at City of Hope

Clinical molecular genetics training fellowship and post-doctoral fellowship at Harvard Medical School

M.S. in Immunology, and M.D. and Ph.D. in Microbiology, Immunology, and Medical Genetics

City of Hope

James Xie
Chief Operating Officer

Responsible for managing all global operations, product vision and product engineering

Served as an SVP of Cogent

B.A. in Engineering, M.S. in Industrial Engineering and an M.S. in Computer Science

COGENT a 3M Company

Brandon Perthuis
Chief Commercial Officer

Extensive experience leading genetic testing commercialization programs since 2003

Previously VP of Sales and Marketing of the Medical Genetics Laboratory at Baylor College of Medicine

Prior to Baylor, held senior roles at PerkinElmer and Spectral Genomics

BAYLOR GENETICS
PerkinElmer
SPECTRAL GENOMICS

Dr. Lawrence Weiss
Chief Medical Officer

Esteemed background in molecular science and pathology

Most recently Chief Medical Officer at NeoGenomics; prior senior role at Clarient.

Chairman Emeritus of Pathology at City of Hope National Medical Center

NEO GENOMICS
CLARIENT
City of Hope

Dr. Ray Yin
President, Pharma

Founder & CEO, ANP Technologies, Inc.

Former Team Leader of Nanobiotechnology for Chem/Bio Defense, U.S. Army Research Laboratory

Holder of 46 drug delivery/detection patents

ANP Tech
fulgent

About Fulgent

We are a premier global, technology-based genetic testing company focused on transforming patient care in oncology, infectious and rare diseases, and reproductive health.

Mission

Develop flexible and affordable diagnostics and therapeutics that improve the everyday lives of those around us.

Core Values

- Innovation
- Customer Service and Commitment
- Quality and Efficiency
- Our People

Strategy

- Leverage our proprietary technology platform for broad application
- Further clinical/regulatory program for Pharma
- Operational excellence
- Disciplined M&A

Strategic Vision – A One-Stop Solution for Cancer Care

fulgent VISION

To build a vertically integrated solution to combat cancer

early detection | clinical diagnostics | post treatment monitoring | drug discovery and cancer treatment

fulgent

Leading Genetic Testing Company Offering Tech-Enabled Diagnostic Solutions

Nano-Drug Delivery Platform

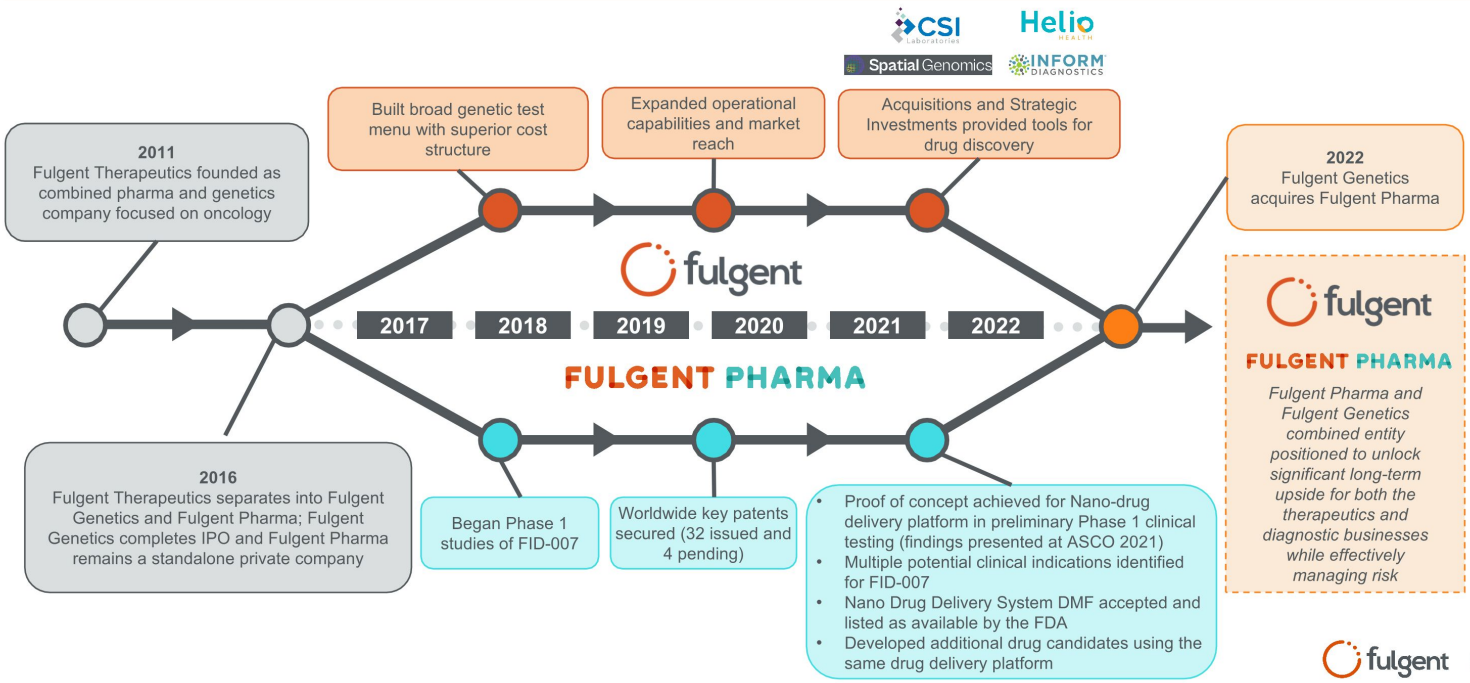
FULGENT PHARMA

Exciting Cancer Therapeutic Opportunity Realizing Precision Medicine Potential

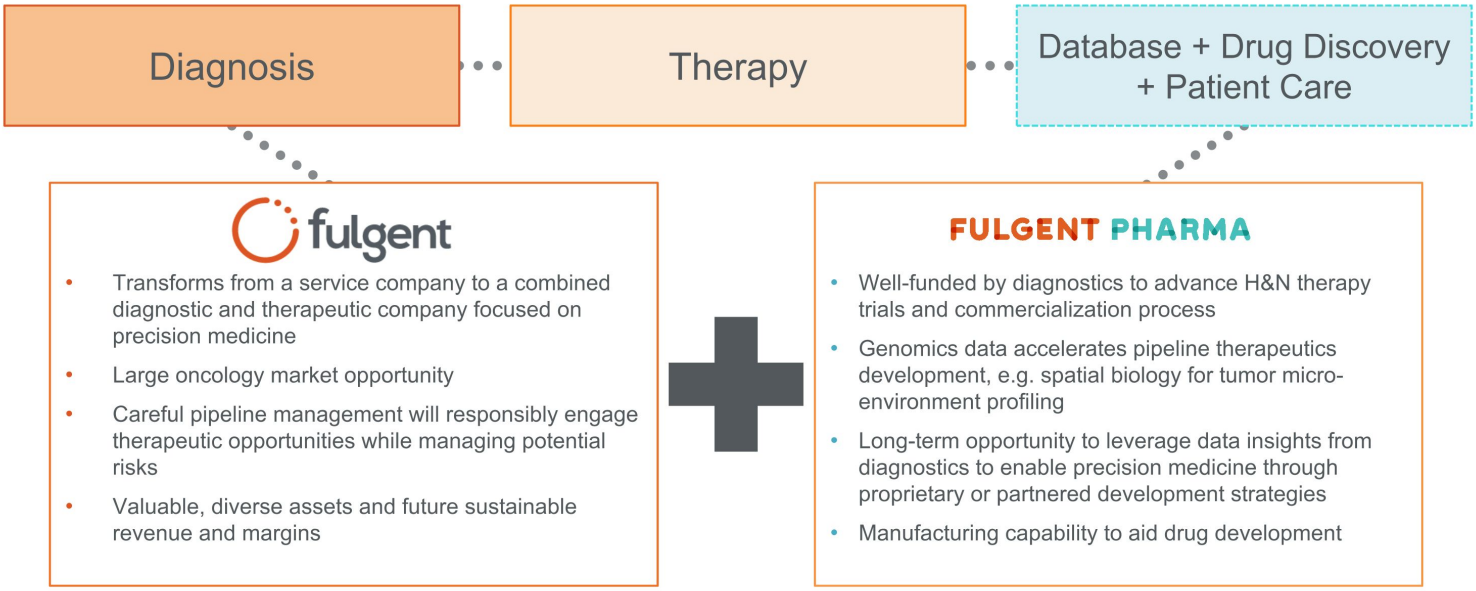
Therapeutic and Diagnostic Entity Providing Comprehensive Solutions Across the Cancer Care Continuum

- Vertically integrated "one-stop" solution across the healthcare chain following the CSI, Inform Diagnostics, and Pharma acquisitions
- Proprietary nano drug delivery technology platform serves as an underpinning technology between diagnostic and pharm to help create a more sustainable and profitable business model in precision medicine for years to come
- Addition of a talented scientific team creates a strong synergy and competitive advantage that may be leveraged across the combined business
- Potential near-term opportunity includes shortened 505(b)(2) drug development and commercialization timelines and potential long-term opportunity leverages large data insights and novel analytical tools from diagnostics business to enable additional precision medicine pipeline through organic or partnered development strategies
- Commitment to continue growing diagnostic and therapeutic opportunities through organic investments and M&A
- Seasoned management team along with strong cash position allow Fulgent to enter therapeutic opportunities while managing risk

History of Fulgent



Long-Term Vision: Fulgent Continuum of Care



DIAGNOSTICS

$68M
Q4 Revenue

+97%
Q4 YoY Core Revenue Increase

18,400+ GENES | 900+ PANELS
CUSTOMIZABLE OFFERINGS

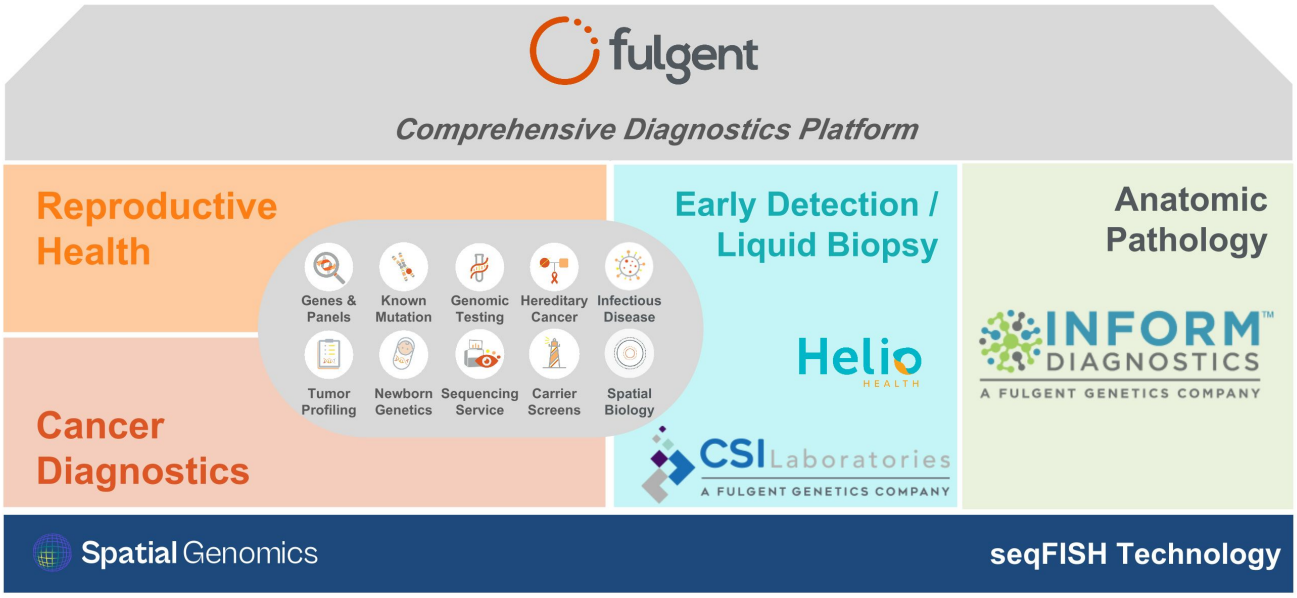
Positioned for Growth

1. Proprietary technology platform allows for rapid scaling of a **broad, flexible test menu**

2. **Next-generation sequencing (NGS)** platform complemented with growing portfolio of **emerging testing technologies** with a focus on oncology

3. Well-positioned to execute on a growth strategy that includes **organic and inorganic initiatives,** including:
   - Transformational acquisition of **Inform Diagnostics**
   - Ramping of **CSI Labs**
   - Scaling partnerships – **Helio Genomics and Spatial Genomics**
   - Potential **future acquisitions** with a strategy of short- and long-term ROI, tangible synergies, and efficient capital deployment

Building Diagnostics Platform and Capabilities



Target Market Opportunity

Cancer Diagnostics	Early Detection / Liquid Biopsy	Reproductive Health	Pharma Services
$80B market[1]	$18B market[1]	$7B market[2]	$50B market[3]

1) Market sizes sourced from Wall Street equity research
2) Market size sourced from Frost & Sullivan
3) Market size sourced from Research and Markets, April 2022

What Sets Fulgent Diagnostics Apart?

A New Approach to NGS

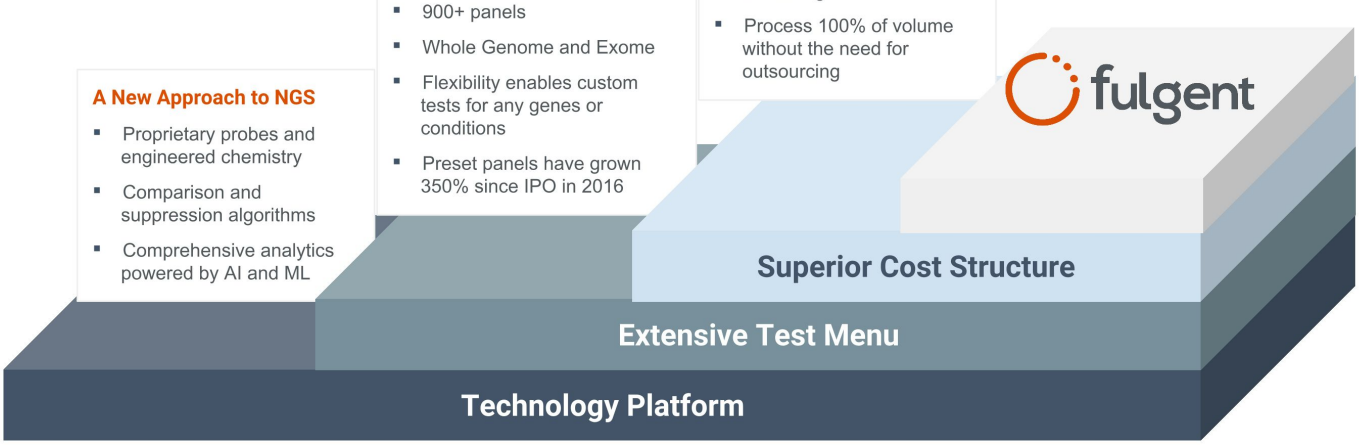
- Proprietary probes and engineered chemistry
- Comparison and suppression algorithms
- Comprehensive analytics powered by AI and ML

Leads to a Broader Test Menu

- 18,400+ single-gene tests (1)
- 900+ panels
- Whole Genome and Exome
- Flexibility enables custom tests for any genes or conditions
- Preset panels have grown 350% since IPO in 2016

And a Better Cost Structure

- Lab efficiencies, automation and scale have translated to a sustainable cost structure
- Partnerships create leverage with sales and marketing
- Process 100% of volume without the need for outsourcing



1) Represents genes covered by single-gene tests.

Proprietary Technology Platform

Differentiated Technology...

- Engineered genetic biochemistry, including reagents and probes
- Data suppression and comparison algorithms
- Adaptive learning software
- Automated reporting

...Provides a Multitude of Advantages

- Broad test menu
- Ability to rapidly develop and launch new tests
- Customizable test offerings
- Lower costs per billable test
- High efficiency

Web Services for:
- Patients and Providers
- Research Portal
- Fulgent and Picture Websites
- Benefit Analysis

Record Management:
- Patient Record
- FulgentDB

Lab Workflow:
- Wet Lab
- Auto Lab
- BioBank

Pipeline Services:
- Germline
- Somatic
- Custom
- Dry Lab Service
- Data Analysis

Curation Cloud:
- Report Editor
- Curation Warehouse
- Curation Tools
- Curation Content

Sequencing Services:
- WGS/WES
- RNA
- Oncology
- Single Cell
- Methylation
- Mitochondrial
- Rent-a-lane

Clinical Workflow for:
- Cancer
- Carrier
- Exome
- Genome
- Mito
- Somatic
- Other

Broad Capabilities

Next Generation Sequencing Opportunities

Recent Traction with:
- Hereditary Cancer
- Cardiovascular Genetics
- Reproductive Health
- Neurodegenerative Genetics

Newly launched pharmacogenetic test

Aggressively expanding sales and commercial organization

Specialized Oncology Testing

Wide Array of Technologies

Services Include:
- Flow cytometry
- Cytogenetic analysis
- Fluorescence in-situ hybridization (FISH)
- Immunohistochemistry
- Molecular genetics
- Consultations in hematopathology and surgical pathology
- NGS

Comprehensive Anatomic Pathology Services

Broad Capabilities

- Breast pathology
- Gastrointestinal pathology
- Dermatopathology
- Urologic pathology
- Neuropathology
- Hematopathology

Managed care contract network and **physician relationships** leveraged to provide diagnostic products and services **complementary to Fulgent's portfolio**

Expansive geographic presence with several **CLIA-licensed** laboratories across the United States

Technology/Platform Case Study: COVID-19

Fulgent deployed its technology platform to rapidly respond to the COVID-19 Pandemic, scaling operations to provide tests with reliable results and rapid turnaround time

Next Generation Sequencing for COVID-19

- **Research driven platform** worked with local and federal government on genomic studies
- **CDC contract** awarded to Fulgent, worth up to $47M to study SARS-CoV-2 using Fulgent's NGS platform
- **Capacity** of 10,000 NGS tests per day
- **Used** to identify new strains and mutations

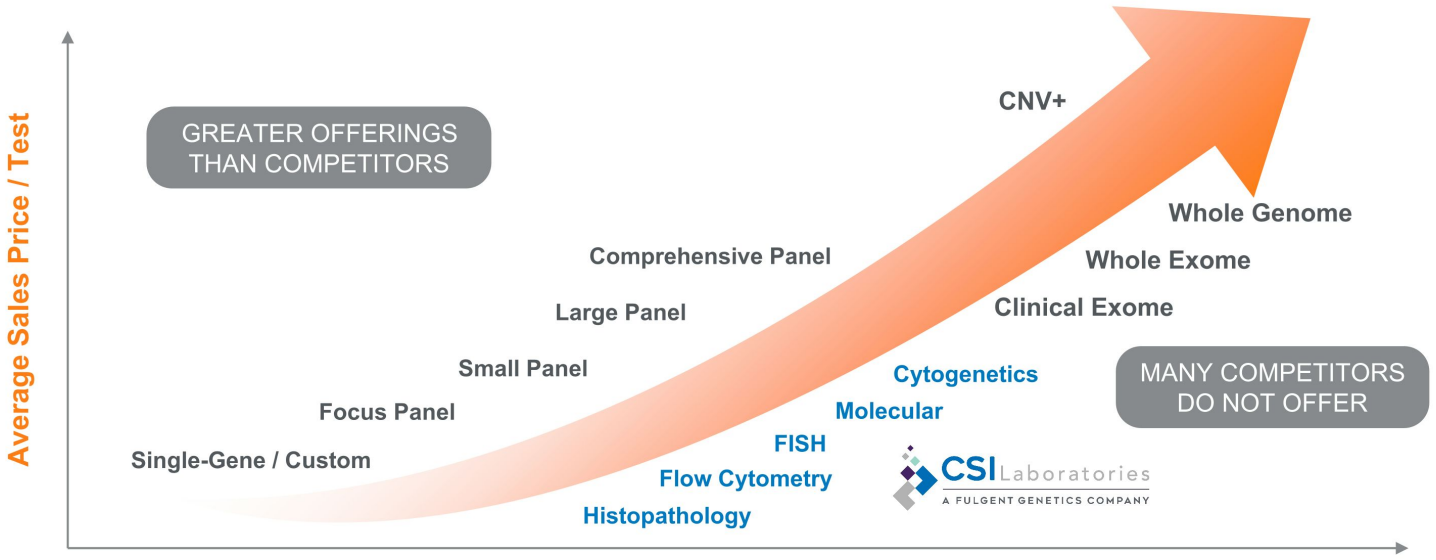
Commercialized COVID-19 Testing
Primarily RT-PCR Based Testing

Contracts with:
- School systems
- Nursing homes
- Athletic organizations
- Specialty health clinics
- Travel organizations
- Government agencies

Offered through:
- Drive-through sites
- Picture at-home kits
- Managed on-site programs

Result: 19.3M COVID-19 tests delivered between 2020-2022, generating >$1.7B in revenue for Fulgent

Our Menu is Scalable and Affordable to Customers



NGS Testing – Offerings

Single Gene
18,400+ Genes

Disease Panels
900+ Panels
Customizable Panels

Exome Tests
Clinical Exome (4,500+ Genes)
Whole Exome

Cancer Panels
Focus (30 Genes)
Comprehensive (127 Genes)
Somatic

Known Mutation
Site-Specific Testing

Repeat Expansion
19 Panels

NGS Testing – Germline Oncology Test Menu

Oncology Testing Platforms

FISH

- Expansive heme and solid tumor menu
- STAT testing available - PML/RARA <1 day TAT
- CD138 cell enrichment for PCM
- 3-5 Day turnaround time

Histology

- 225+ stains
- Platform agnostic
  - Roche, Agilent and Leica IHC
- Three levels of service – Tech, Global, Consultative
- PD-L1 - Various IVD platforms and indications
- <1-2 Day turnaround time

Cytogenetics

- Oncology and constitutional
- >20% abnormality detection rate
- Mitogen stimulation/dual culture
- DSP30 (detection of B-cell disorders)
- Interleukin 4 for plasma cell myeloma
- Phytohemagglutinin and Interleukin 2 (detection of T-cell disorders)
- Children's Oncology Group approved
- 5-7 Day turnaround time

Flow Cytometry

- 10-color platform
- Comprehensive panel design
- High-sensitivity for paroxysmal nocturnal hemoglobinuria
- Expert analysis and interpretation
- 12-24 Hour turnaround time

Molecular

- Hematology and solid tumor menu
- Extensive single gene menu
- NGS
- 5-7 Day turnaround time [NGS 10-14 Days]

NGS Testing – Panel Deep Dive

Comprehensive Beacon Carrier Screening Tests

Beacon ACOG / ACMG Guidelines Panel

The ACOG/ACMG panel screens for common genetic disorders seen in the general population

Gene Count: 6

Beacon Ashkenazi Jewish Panel

The Ashkenazi Jewish carrier screens for pathogenic carrier variants known to cause recessive genetic disorders

Gene Count: 61

Beacon Focus Panel

The Focus Carrier screen is a pan-ethnic screen that looks for pathogenic mutations known to cause autosomal recessive and X-linked disorders

Gene Count: 30

Beacon Expanded Panel

The Expanded Panel screens for more than 400 recessive and X-linked conditions that covers people of all ethnic backgrounds

Gene Count: 427

Beacon787 Panel

One of the largest panels available for those seeking the most comprehensive testing option

Gene Count: 787

fulgent

Beacon Carrier Screening

- NGS of entire genes, not just hotspots
- Deletion and duplication analysis
- Proprietary algorithms for pseudogenes
- TAT: 2 Weeks

NGS Testing – Reproductive Services: PGT-A

PGT-A Can Expand a Patient's Prospects of a Successful Pregnancy

Increased Chance of Pregnancy

Embryos with a normal number of chromosomes have a better chance of resulting in successful pregnancy

Reduced Risk of Miscarriage

Embryos with an abnormal number of chromosomes (aneuploid) typically do not result in successful pregnancy or may result in birth defects

More Confidence in Transferring a Single Embryo

Avoid health risks associated with twin or triplet pregnancies that can occur from multiple embryo implantation

Fewer Number of Embryo Transfer Cycles Needed

Reduce the amount of time to pregnancy and the costs of additional IVF cycles

Preimplantation Genetic Testing for Aneuploidy (PGT-A) can identify potentially abnormal embryos for transfer in IVF, thereby expanding a patient's prospects of a successful pregnancy

Who is PGT-A testing for?	Women 35+	Those who have experienced miscarriages	Those who want to reduce the likelihood of having multiples	Couples experiencing male factor infertility	Those who have experienced IVF failure

NGS Testing – Rapid Whole Genome for Newborns

Newborn Genetic Screening Goes Beyond Standard Newborn Screening

Designed for critically ill infants in the NICU or PICU to rapidly diagnose genetic disorders

- Screens for over 200 health conditions
- Identifies potential health risks before symptoms arise
- Early detection known to have a positive impact
- Simple cheek swab collection for your baby : No pricks, sticks, or tears necessary

Ideal for Infants Experiencing:

- Multiple congenital anomalies
- Inborn errors of metabolism
- Immunodeficiency
- Respiratory distress
- Epilepsy

In a Retrospective Analysis of Diagnostic and Clinical Finding with 35 Acutely Ill Infants (2015):

- 20 out of the 35 infants (57%) received dx
- 13 out of the 20 dx infants (65%) had clinical usefulness for treatment

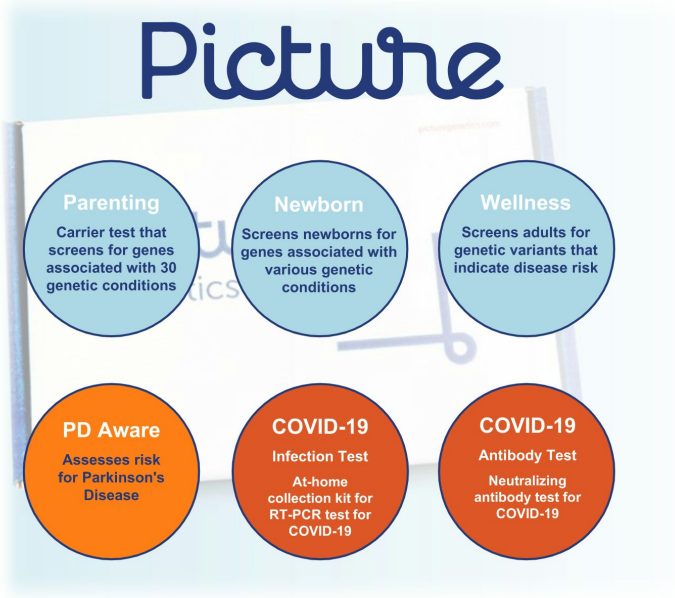
TAT of 7-10 Days

Consumer Initiated Tests – Picture Genetics

Targeting the Large Consumer Market with Picture Genetics

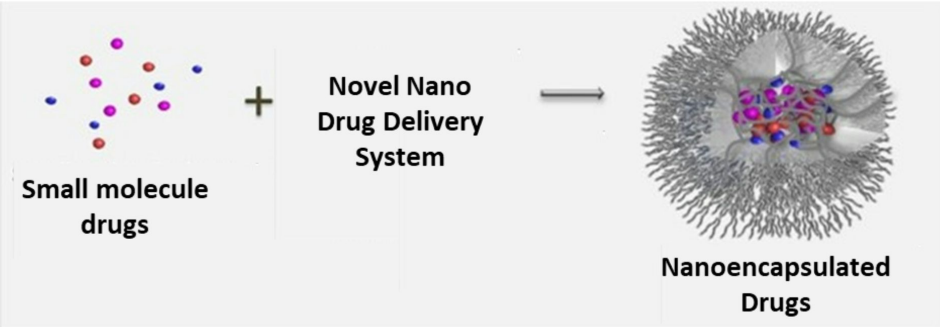
Launched in 2019 with significant growth amid COVID-19

- A consumer-focused offering that merges clinical utility with accuracy of an accredited lab
- Extends Fulgent's NGS capabilities to a broader market
- Validated by **successfully scaling to several million billable tests** performed within months for COVID-19, after receiving an EUA
- Performs a complete sequencing (vs genotyping) analysis for better, more accurate results
- Patient-friendly with easy to use "order from home" model – no doctor visits or insurance necessary, though many tests are eligible for reimbursement
- Full service offering that includes analysis and genetic counseling support



PHARMA

Nano-Drug Delivery Platform Overview



Platform Advantage:
Soluble in both water and various organic solvents and capable of hot melt mixing with APIs

- Many drug candidates in the industry failed during preclinical and clinical development and testing due to poor water solubility
- Nanoencapsulation produces amorphous drug candidates with improved solubility and potentially enhanced absorption, drug PK profiles, safety and efficacy
- Broadly applicable to both IV and oral drug delivery formulations
- Potentially shortened development timeline
- Plug and play drug delivery platform provides multiple shots on goal
- Simple and low-cost production process

FID-007 Program Overview

FID-007 Phase I First in Human Clinical Trial – Preliminary Findings

- Dose levels up to 125 mg/m^2/week with manageable safety profile, without yet reaching MTD
  - Dosing at 160 mg/m^2/week is ongoing
- There is preliminary evidence of anti-tumor activity in heavily pre-treated patients across different tumor types
- Partial clinical data presented at ASCO 2021

A Phase 1 Trial of FID-007, a Novel Nanoparticle Paclitaxel Formulation, in Patients with Solid Tumors

Jacob Thomas[1], Diane Habib[1], Diana Hanna[1,2], Irene Kang[1], Syma Iqbal[1], Jorge Nieva[1], Denice Tsao-Wei[1], Francisco Acosta[1], Ming Hsieh[3], Yilong Zhang[3], Anthony El-Khoueiry[1].
[1]University of Southern California, Norris Comprehensive Cancer Center; [2]Hoag Memorial Hospital; [3]Fulgent Pharma

FID-007 Phase I Preliminary Highlights (as of 6/10/22):

H&N Cancer

- 100% Disease Control Rate (DCR[1]) and 33% Overall Response Rate (ORR) were observed in 6 heavily treated H&N patients

Ampullary/Pancreatic

- 75% DCR and 50% ORR were seen in 4 heavily treated ampullary and pancreatic patients

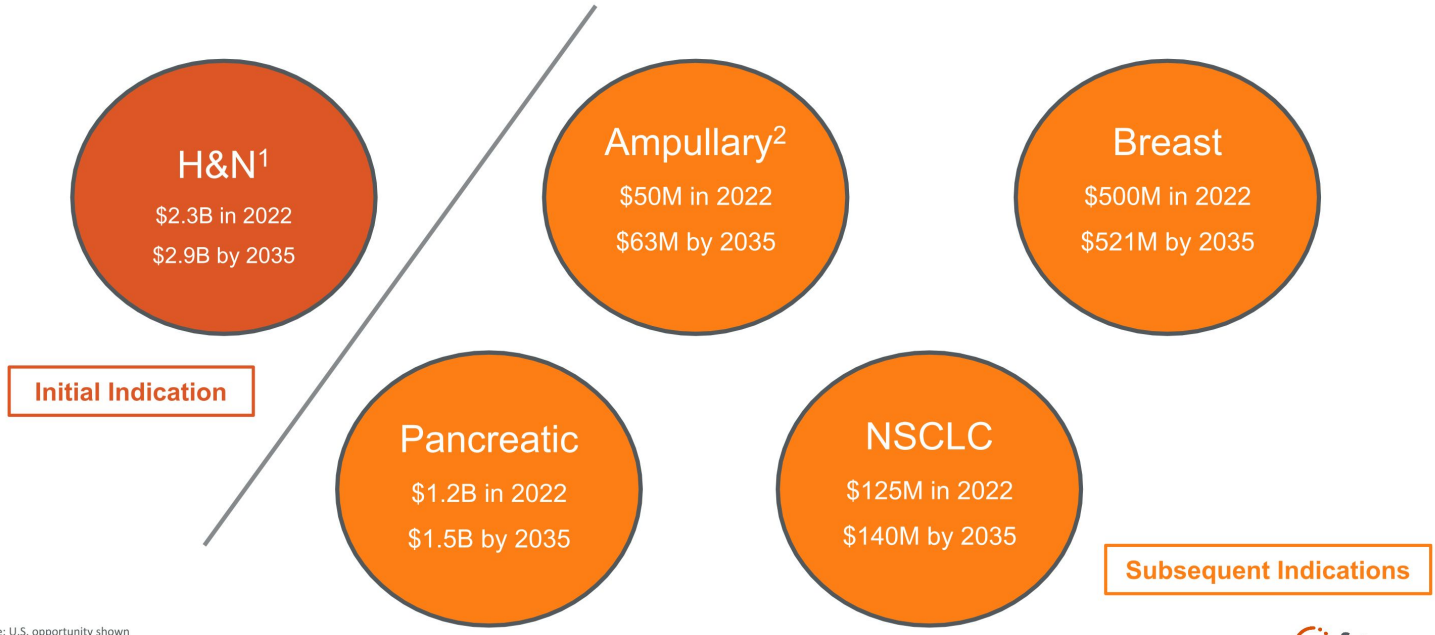
Immune Checkpoint Inhibitors (ICIs) Resistant Patients

- 67% DCR and 33% ORR were seen in 6 heavily treated patients of different types of cancer with PD-1 or PD-L1 antibody treatment as the last line prior to enrollment in FID-007 trial

Anticipate more data to be published in 2023

Note: all findings are preliminary
1. DCR includes Stable Disease (SD), Partial Response (PR), Complete Response (CR)

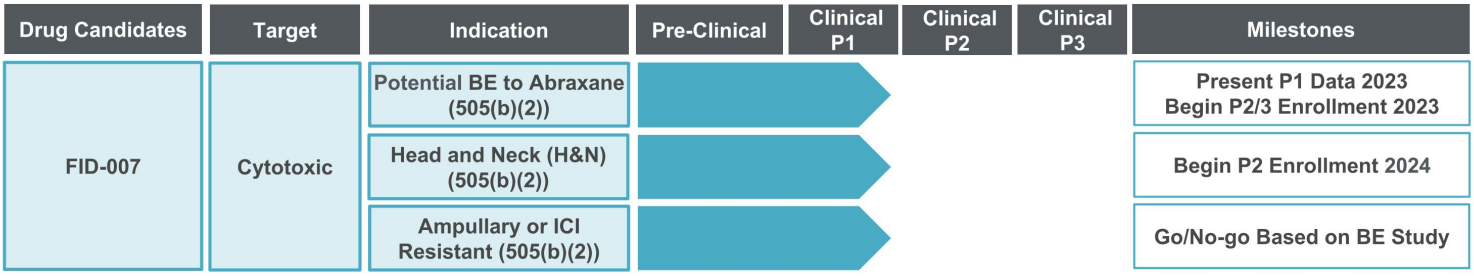
Potential Market Opportunity for FID-007



Note: U.S. opportunity shown
Sources: Evaluate Pharma, Wall Street research, and management pricing expectations
1. H&N market opportunity for both 2nd line and 3rd line therapy
2. Ampullary market opportunity for 2nd line therapy

FID-007 Clinical and Regulatory Plan

- Wholly-owned drug candidate initially focused on Head & Neck (H&N), Pancreatic/Ampullary cancers
  - Seeking initial therapeutic indication for 2nd or 3rd line treatment of H&N cancer
  - Exploring potential ampullary or ICI resistant
- Potential FDA approval strategy uses 505(b)(2) studies, which may shorten clinical trial process and accelerate timeline to commercialization



Additional candidates in preclinical development focused on various cancers

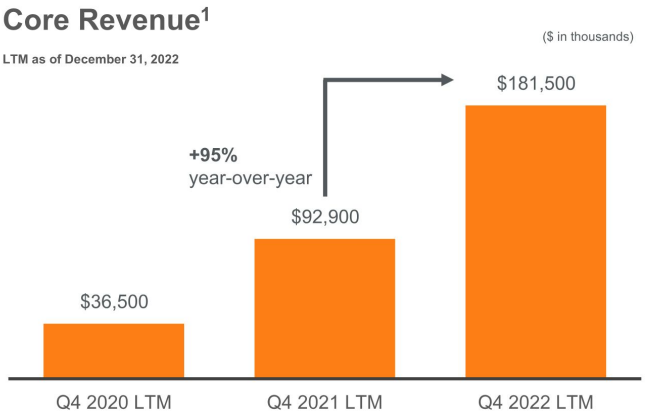
FINANCIALS

Summary Financial Performance

$55M Core Revenue[1] in Q4'22

97% growth year-over-year

$254M LTM Operating Cash Flow as of Q4'22

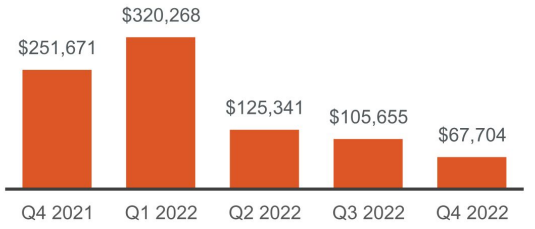


(1) Core Revenue excludes NGS COVID-19 test volume

Financial Performance: Revenue Profile

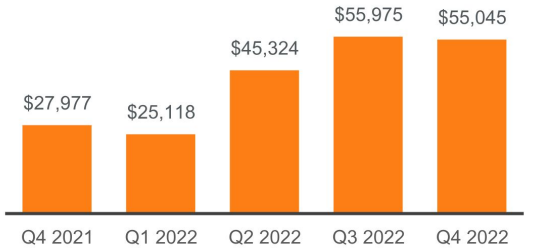
Total Revenue

($ in thousands)



Total Core Revenue[1]

($ in thousands)



(1) Core Revenue excludes NGS COVID-19 test volume

2023 Financial Guidance

	Q1 2023	Full Year 2023
Total Revenue	$56 M -83%y/y *Core + 123% y/y*[1]	$240 M *-61%y/y* *Core + 32% y/y*[1]
GAAP EPS	--	($2.50)
Non-GAAP EPS	--	($1.25)

2023 Revenue does not include any expected COVID-19 testing revenue

Core growth reflects momentum across the business, including precision diagnostics, anatomic pathology, and pharma services

(1) Core Revenue excludes NGS COVID-19 test revenue for more accurate year over year comparison purposes.

Balance Sheet

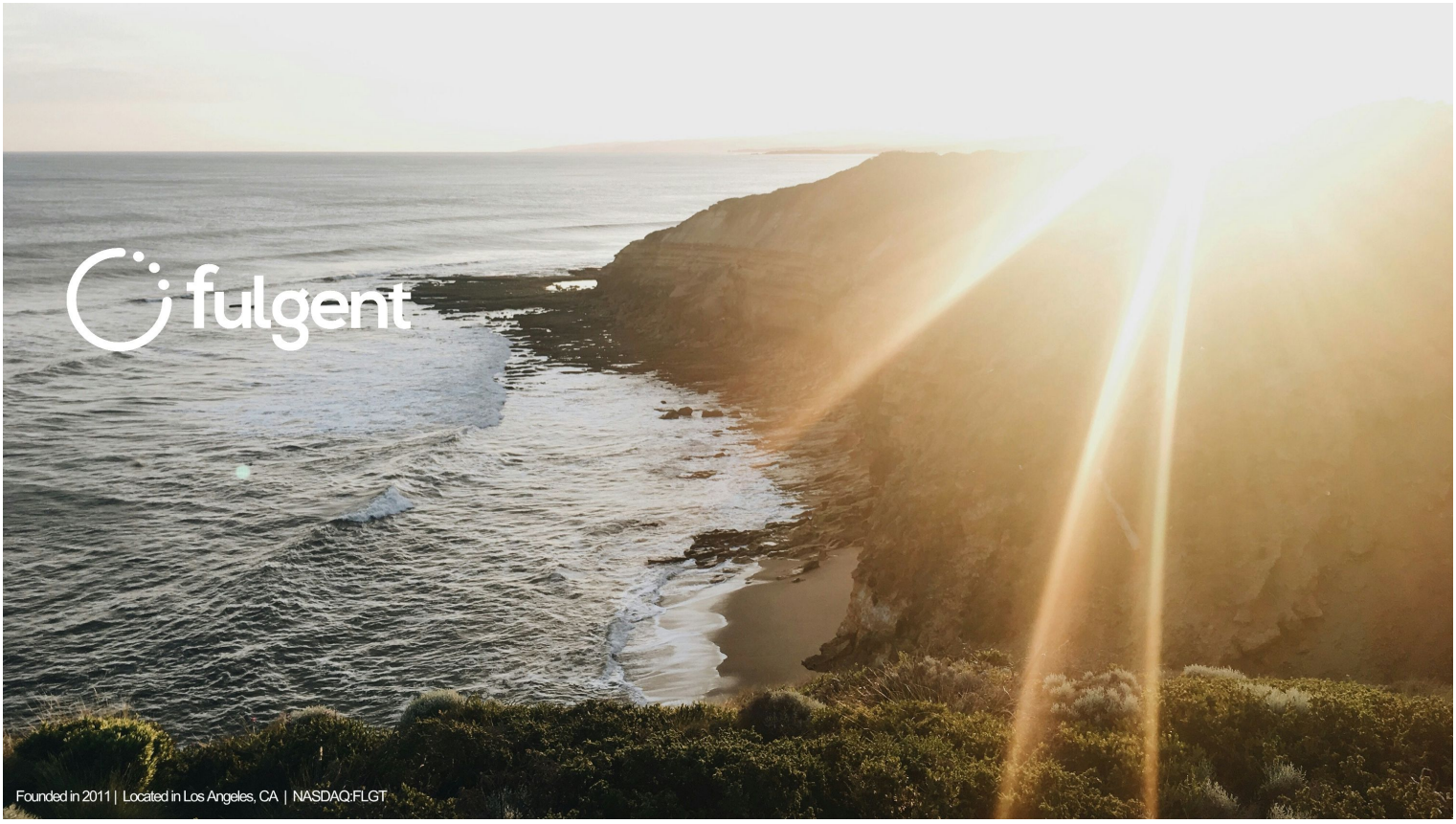
(in 000's)	December 31, 2021	December 31, 2022
Assets		
Cash & cash equivalents	$ 164,894	$ 79,506 (1)
Marketable securities	285,605	446,729 (1)
Trade accounts receivable, net	138,912	52,749
Other current assets	22,549	48,889
Total current assets	611,960	627,873
Marketable securities, long-term	485,047	326,648 (1)
Redeemable preferred stock investment	21,965	12,385
Fixed assets, net	62,287	81,353
Intangible assets, net	35,914	150,643
Goodwill	50,897	143,027
Other long-term assets	10,650	44,124
Total assets	**$ 1,278,720**	**$ 1,386,053**
Liabilities and Stockholders' Equity		
Accounts payable	$ 20,494	$ 23,093
Income tax payable	787	—
Contract liabilities	14,570	3,199
Customer deposit	19,806	10,895
Investment margin loan	15,137	14,999
Other liabilities	42,046	63,992
Total liabilities	112,840	116,178
Stockholders' equity	501,911	486,588
Accumulated income	656,838	780,097
Total Fulgent stockholders' equity	1,158,749	1,266,685
Noncontrolling interest	7,131	3,190
Total stockholders' equity	1,165,880	1,269,875
Total liabilities and stockholders' equity	**$ 1,278,720**	**$ 1,386,053**

(1) $853M in cash and investments.

Non-GAAP Financial Adjustments

(in 000's)	2021				FY	2022				FY
	Q1	Q2	Q3	Q4	2021	Q1	Q2	Q3	Q4	2022
Revenue	$359,429	$153,616	$227,868	$251,671	$992,584	$320,268	$125,341	$105,655	$67,704	$618,968
Cost of revenue	74,075	35,858	43,466	62,134	215,533	77,725	60,065	59,560	54,717	252,067
Gross profit	$285,354	$117,758	$184,402	$189,537	$777,051	$242,543	$65,276	$46,095	$12,987	$366,901
Gross margin	79.4%	76.7%	80.9%	75.3%	78.3%	75.7%	52.1%	43.6%	19.2%	59.3%
Equity-based compensation included in cost of revenue	674	692	962	1,235	3,563	1,465	2,243	2,475	2,521	8,704
Non-GAAP gross profit (excluding equity-based compensation)	$286,028	$118,450	$185,364	$190,772	$780,614	$244,008	$67,519	$48,570	$15,508	$375,605
Non-GAAP gross margin	79.6%	77.1%	81.3%	75.8%	78.6%	76.2%	53.9%	46.0%	22.9%	60.7%
Operating expenses										
R&D	$5,422	$5,312	$6,021	$7,464	$24,219	$5,989	$6,905	$7,507	$8,509	$28,910
S&M	5,008	5,219	6,012	8,200	24,439	7,940	10,866	9,859	10,253	38,918
G&A	8,002	8,329	12,299	22,102	50,732	25,775	30,240	26,266	28,793	111,074
Amortization of intangible assets	0	0	797	911	1,708	906	1,575	2,006	2,010	6,497
Restructuring costs	0	0	0	0	0	0	2,896	105	(26)	2,975
Total operating expenses	18,432	18,860	25,129	38,677	101,098	40,610	52,482	45,743	49,539	188,374
Operating profit (loss)	$266,922	$98,898	$159,273	$150,860	$675,953	$201,933	$12,794	$352	($36,552)	$178,527
Operating margin	74.3%	64.4%	69.9%	59.9%	68.1%	63.1%	10.2%	0.3%	-54.0%	28.8%
Equity-based compensation included in operating expenses	2,288	2,834	3,412	3,785	12,319	4,151	5,787	6,497	7,501	23,936
Acquisition-related cost included in G&A	0	0	0	0	0	1,251	5,158	166	1,359	7,934
Non-GAAP operating profit (loss) (excluding equity-based compensation, amortization, restructuring costs & acquisition-related costs)	$269,884	$102,424	$164,444	$156,791	$693,543	$209,706	$30,453	$11,601	($23,187)	$228,573
Non-GAAP operating margin	75.1%	66.7%	72.2%	62.3%	69.9%	65.5%	24.3%	11.0%	-34.2%	36.9%

THANK YOU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