# 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): November 8, 2024

# 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.) |

| **4399 Santa Anita Avenue**<br>**El Monte, California** | **91731** |
|---|---|
| (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<br>(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 November 8, 2024, Fulgent Genetics, Inc. (the "Company") issued a press release announcing its financial results for the fiscal quarter ended September 30, 2024. 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 November 8, 2024, the Company updated its investor presentation, which is available on the Investor Relations section of the Company's website at http://ir.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 November 8, 2024 |
| 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: November 8, 2024

FULGENT GENETICS, INC.

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

**Exhibit 99.1**

**Fulgent Reports Third Quarter 2024 Financial Results**

- Total Revenue of $71.7 million
- Core Revenue grows 9% year-over-year to $71.7 million
- Reiterates Full Year 2024 Core Revenue Guidance of $280 million, Improves Earnings Per Share Guidance for 2024

EL MONTE, CA, November 8, 2024 — Fulgent Genetics, Inc. (NASDAQ: FLGT) ("Fulgent," or the "Company"), a technology-based company with a well-established laboratory services business and a therapeutic development business, today announced financial results for its third quarter ended September 30, 2024.

**Third Quarter 2024 Results:**

- Total Revenue of $71.7 million
- Core Revenue[1] grew 9% year-over-year to $71.7 million
- GAAP loss of $14.6 million, or ($0.48) per share
- Non-GAAP income of $9.4 million, or $0.31 per share
- Adjusted EBITDA income of $0.4 million
- Cash, cash equivalents, restricted cash, and investments in marketable securities of $815.4 million as of September 30, 2024

Note:

1) Core Revenue is revenue calculated in accordance with GAAP minus revenue from COVID-19 testing products and services including COVID-19 NGS testing revenue, each as calculated in accordance with GAAP.

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

Ming Hsieh, Chairperson of the Board of Directors and Chief Executive Officer, said, "We continue to see good momentum in our business, with Laboratory Services fueling our initiatives and exhibiting sequential growth in all three areas of our Laboratory Services business for the quarter. In Therapeutics Development, we are encouraged by the preliminary results we are seeing from initial patients being treated in our Phase 2 clinical trial of FID-007 in Head and Neck Cancer, and we continue to move our next candidate, FID-022, through preclinical studies toward an Investigational New Drug (IND) application."

Paul Kim, Chief Financial Officer, said, "We are pleased with our financial performance in the third quarter and our trajectory for the remainder of 2024, as we continue to grow core revenue and improve operations."

**Outlook**:

For the full year 2024, Fulgent expects:

- Core Revenue of approximately $280 million
- GAAP loss improvement from approximately ($1.95) per share to approximately ($1.70) per share
- Non-GAAP loss improvement from approximately ($0.30) loss per share to approximately $0.33 income per share
- Cash, cash equivalents, and investments in marketable securities of approximately $800 million as of December 31, 2024*

*Cash expenditures may be higher or lower than currently estimated due to a variety of factors and circumstances, including as a result of the Company's ongoing stock repurchase program or other expenditures outside the ordinary course of business.

**Conference Call Information**

Fulgent will host a conference call for the investment community today at 8:30 AM ET (5:30 AM PT) to discuss its third quarter 2024 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 and/or to be discussed on the Company's earnings call, including non-GAAP income (loss), non-GAAP income (loss) per share, adjusted EBITDA income (loss), non-GAAP gross profit and margin, and non-GAAP operating income (loss) and margin 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 equity-based compensation expenses, plus impairment of available-for-sale debt securities, 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 was calculated by excluding from the GAAP provision the impact of the amortization of intangible assets, equity-based compensation expenses, and impairment of available-for-sale debt securities. 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 equity-based compensation expenses, plus depreciation and amortization, plus impairment of available-for-sale debt securities, and plus or minus other charges or gains, as identified, that management believes are not representative of the Company's operations. Fulgent defines non-GAAP gross profit as gross profit calculated in accordance with GAAP plus equity-based compensation included in cost of revenue as shown in the table below. Fulgent defines non-GAAP gross margin by taking non-GAAP gross profit and dividing it by GAAP revenue. Fulgent defines non-GAAP operating profit (loss) by taking GAAP operating profit (loss) and adding equity-based compensation and amortization of intangible assets. Non-GAAP operating margin is calculated by taking non-GAAP operating profit (loss) and dividing by GAAP revenue. 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), gross profit and margin, and operating income (loss) and margin, 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 laboratory services business and a therapeutic development business. Fulgent's laboratory services business, which was formerly referred to as the clinical diagnostic business, includes technical laboratory services and professional interpretation of laboratory results by licensed physicians. 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, including guidance regarding expected quarterly and annual financial results, core revenues, GAAP loss, non-GAAP loss, and cash, cash equivalents and investments in marketable securities; evaluations and judgments regarding the stability of certain revenue sources, the Company's cash position and sufficiency of its resources, momentum, trajectory, vision, future opportunities and future growth of the Company's testing and laboratory services, technologies and expansion; the Company's research and development efforts, including any implications that the results of earlier clinical trials will be representative or consistent with later clinical trials, the expected timing of enrollment and regulatory filings for these trials and the availability of data or results of these trials, including any implication that interim or preliminary data will be representative of final data; the Company's identification and evaluation of opportunities and its ability to capitalize on opportunities, capture market share, or 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; 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 fiscal year ended December 31, 2023, filed with the SEC on February 28, 2024, 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**
**September 30, 2024 and December 31, 2023**
**(in thousands)**

| | September 30, 2024 | December 31, 2023 |
|---|---|---|
| **ASSETS:** | | |
| Cash and cash equivalents | $ 58,042 | $ 97,473 |
| Investments in marketable securities | 757,259 | 750,252 |
| Accounts receivable, net | 57,315 | 51,132 |
| Property, plant, and equipment, net | 106,810 | 83,464 |
| Other assets | 254,337 | 253,007 |
| Total assets | $ 1,233,763 | $ 1,235,328 |
| **LIABILITIES & EQUITY:** | | |
| Accounts payable, accrued liabilities and other liabilities | $ 98,865 | $ 102,042 |
| Total stockholders' equity | 1,134,898 | 1,133,286 |
| Total liabilities & equity | $ 1,233,763 | $ 1,235,328 |

**FULGENT GENETICS, INC.**
**Condensed Consolidated Statement of Operations Data**
**Three and Nine Months Ended September 30, 2024 and 2023**
**(in thousands, except per share data)**
**(unaudited)**

| | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|---|---|---|---|---|
| | 2024 | 2023 | 2024 | 2023 |
| Revenue | $ 71,743 | $ 84,687 | $ 207,256 | $ 218,708 |
| Cost of revenue (1) | 44,972 | 44,843 | 131,890 | 139,481 |
| Gross profit | 26,771 | 39,844 | 75,366 | 79,227 |
| Operating expenses: | | | | |
| Research and development (1) | 11,783 | 10,014 | 36,703 | 29,488 |
| Selling and marketing (1) | 9,124 | 10,161 | 26,708 | 30,967 |
| General and administrative (1) | 20,950 | 17,498 | 63,765 | 57,293 |
| Amortization of intangible assets | 1,993 | 1,957 | 5,973 | 5,887 |
| Total operating expenses | 43,850 | 39,630 | 133,149 | 123,635 |
| Operating (loss) income | (17,079) | 214 | (57,783) | (44,408) |
| Interest income | 8,090 | 6,472 | 23,181 | 15,802 |
| Interest expense | (14) | (70) | 210 | (625) |
| Impairment of available-for-sale debt securities | (10,073) | — | (10,073) | — |
| Other income, net | 544 | 244 | 554 | 342 |
| Total other (expense) income, net | (1,453) | 6,646 | 13,872 | 15,519 |
| (Loss) income before income taxes | (18,532) | 6,860 | (43,911) | (28,889) |
| (Benefit from) provision for income taxes | (3,838) | 20,326 | (6,281) | 12,016 |
| Net loss from consolidated operations | (14,694) | (13,466) | (37,630) | (40,905) |
| Net loss attributable to noncontrolling interests | 46 | 359 | 810 | 1,229 |
| Net loss attributable to Fulgent | $ (14,648) | $ (13,107) | $ (36,820) | $ (39,676) |
| | | | | |
| Net loss per common share attributable to Fulgent: | | | | |
| Basic | $ (0.48) | $ (0.44) | $ (1.22) | $ (1.33) |
| Diluted | $ (0.48) | $ (0.44) | $ (1.22) | $ (1.33) |
| Weighted-average common shares: | | | | |
| Basic | 30,416 | 30,013 | 30,095 | 29,789 |
| Diluted | 30,416 | 30,013 | 30,095 | 29,789 |
| | | | | |
| (1) Equity-based compensation expense was allocated as follows: | | | | |
| Cost of revenue | $ 1,940 | $ 2,621 | $ 5,948 | $ 7,374 |
| Research and development | 3,583 | 3,782 | 11,563 | 10,900 |
| Selling and marketing | 931 | 1,189 | 2,983 | 3,644 |
| General and administrative | 4,466 | 3,310 | 13,579 | 9,572 |
| Total equity-based compensation expense | $ 10,920 | $ 10,902 | $ 34,073 | $ 31,490 |

**FULGENT GENETICS, INC.**
**Non-GAAP Income (Loss) Reconciliation**
**Three and Nine Months Ended September 30, 2024 and 2023**
**(in thousands, except per share data)**

| | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|---|---|---|---|---|
| | 2024 | 2023 | 2024 | 2023 |
| Net loss attributable to Fulgent | $ (14,648) | $ (13,107) | $ (36,820) | $ (39,676) |
| Amortization of intangible assets | 1,993 | 1,957 | 5,973 | 5,887 |
| Equity-based compensation expense | 10,920 | 10,902 | 34,073 | 31,490 |
| Impairment of available-for-sale debt securities | 10,073 | — | 10,073 | — |
| Non-GAAP tax effect (1) | 1,100 | (11,402) | 569 | (18,267) |
| Non-GAAP income (loss) attributable to Fulgent | $ 9,438 | $ (11,650) | $ 13,868 | $ (20,566) |
| | | | | |
| Net loss per common share attributable to Fulgent: | | | | |
| Basic | $ (0.48) | $ (0.44) | $ (1.22) | $ (1.33) |
| Diluted | $ (0.48) | $ (0.44) | $ (1.22) | $ (1.33) |
| | | | | |
| Non-GAAP income (loss) per common share attributable to Fulgent: | | | | |
| Basic | $ 0.31 | $ (0.39) | $ 0.46 | $ (0.69) |
| Diluted | $ 0.31 | $ (0.39) | $ 0.46 | $ (0.69) |
| | | | | |
| Weighted average common shares: | | | | |
| Basic | 30,416 | 30,013 | 30,095 | 29,789 |
| Diluted | 30,679 | 30,013 | 30,404 | 29,789 |

(1) Tax rates as follows:

During the three and nine months ended September 30, 2024 and 2023, the Company calculated an income tax provision on a non-GAAP basis.

**FULGENT GENETICS, INC.**
**Non-GAAP Adjusted EBITDA Reconciliation**
**Three and Nine Months Ended September 30, 2024 and 2023**
**(in thousands)**

| | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|---|---|---|---|---|
| | 2024 | 2023 | 2024 | 2023 |
| Net loss attributable to Fulgent | $ (14,648) | $ (13,107) | $ (36,820) | $ (39,676) |
| Interest income, net | (8,076) | (6,402) | (23,391) | (15,177) |
| (Benefit from) provision for income taxes | (3,838) | 20,326 | (6,281) | 12,016 |
| Equity-based compensation expense | 10,920 | 10,902 | 34,073 | 31,490 |
| Depreciation and amortization | 5,920 | 6,419 | 18,736 | 19,610 |
| Impairment of available-for-sale debt securities | 10,073 | — | 10,073 | — |
| Adjusted EBITDA | $ 351 | $ 18,138 | $ (3,610) | $ 8,263 |

**FULGENT GENETICS, INC.**
**Non-GAAP Operating Margin**
**Three and Nine Months Ended September 30, 2024 and 2023**
**(in thousands)**

| | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|---|---|---|---|---|
| | 2024 | 2023 | 2024 | 2023 |
| Revenue | $ 71,743 | $ 84,687 | $ 207,256 | $ 218,708 |
| Cost of revenue | 44,972 | 44,843 | 131,890 | 139,481 |
| Gross profit | 26,771 | 39,844 | 75,366 | 79,227 |
| Gross margin | 37.3% | 47.0% | 36.4% | 36.2% |
| | | | | |
| Equity-based compensation included in cost of revenue | 1,940 | 2,621 | 5,948 | 7,374 |
| Non-GAAP gross profit | 28,711 | 42,465 | 81,314 | 86,601 |
| Non-GAAP gross margin | 40.0% | 50.1% | 39.2% | 39.6% |
| | | | | |
| Operating expenses | 43,850 | 39,630 | 133,149 | 123,635 |
| Equity-based compensation included in operating expenses | 8,980 | 8,281 | 28,125 | 24,116 |
| Amortization of intangible assets | 1,993 | 1,957 | 5,973 | 5,887 |
| Non-GAAP operating expenses | 32,877 | 29,392 | 99,051 | 93,632 |
| Non-GAAP operating loss | $ (4,166) | $ 13,073 | $ (17,737) | $ (7,031) |
| Non-GAAP operating margin | -5.8% | 15.4% | -8.6% | -3.2% |

Exhibit 99.2

fulgent

# Investor Presentation

**November 8, 2024**

Founded in 2011 | Located in El Monte, 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” or “Fulgent”) 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, tests and testing services, future or continued turnaround- times, 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, and any potential synergies, or transformation of the Company’s business, long-term visions and strategies, including, 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, the Company’s research and development efforts, including any implications that the results of earlier clinical trials will be representative or consistent with later clinical trials, the expected timing or timing of enrollment for these clinical trials or that interim or preliminary data will be representative of the final data or results of these trials, and guidance regarding the Company’s future performance and results of operations, including any cash or cash equivalent resource projections. 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, 2024, 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, 2023, filed with the SEC on February 28, 2024, 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 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, Inc.

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

**Paul Kim**
Chief Financial Officer

Experienced financial leader and Certified Public Accountant

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

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

**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

**James Xie**
President and Chief Operating Officer

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

Served as an SVP of Cogent Systems, Inc.

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

**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, Inc. and Spectral Genomics, Inc.

**Dr. Lawrence Weiss**
Chief Medical Officer

Esteemed background in molecular science and pathology

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

Chairman Emeritus of Pathology at City of Hope National Medical Center

**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

# 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***

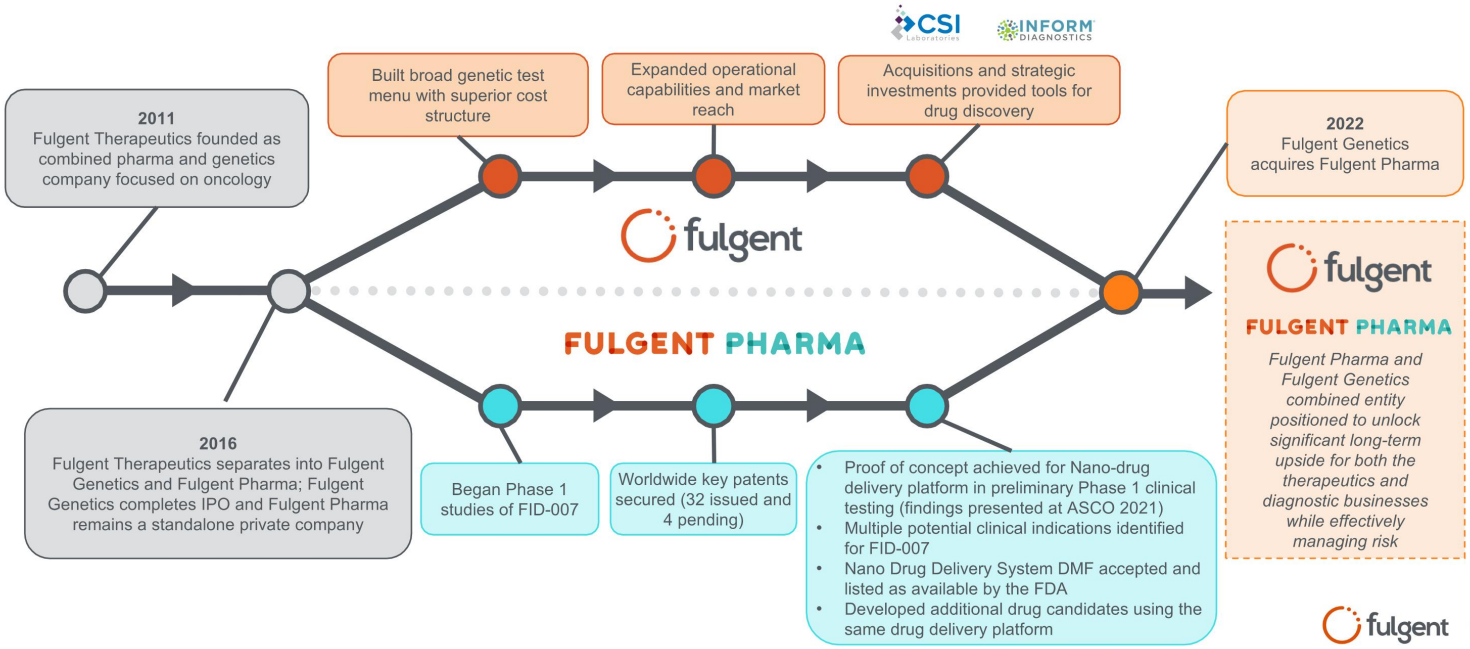
FULGENT PHARMA

*Exciting Cancer Therapeutic Opportunity Realizing Precision Medicine Potential*

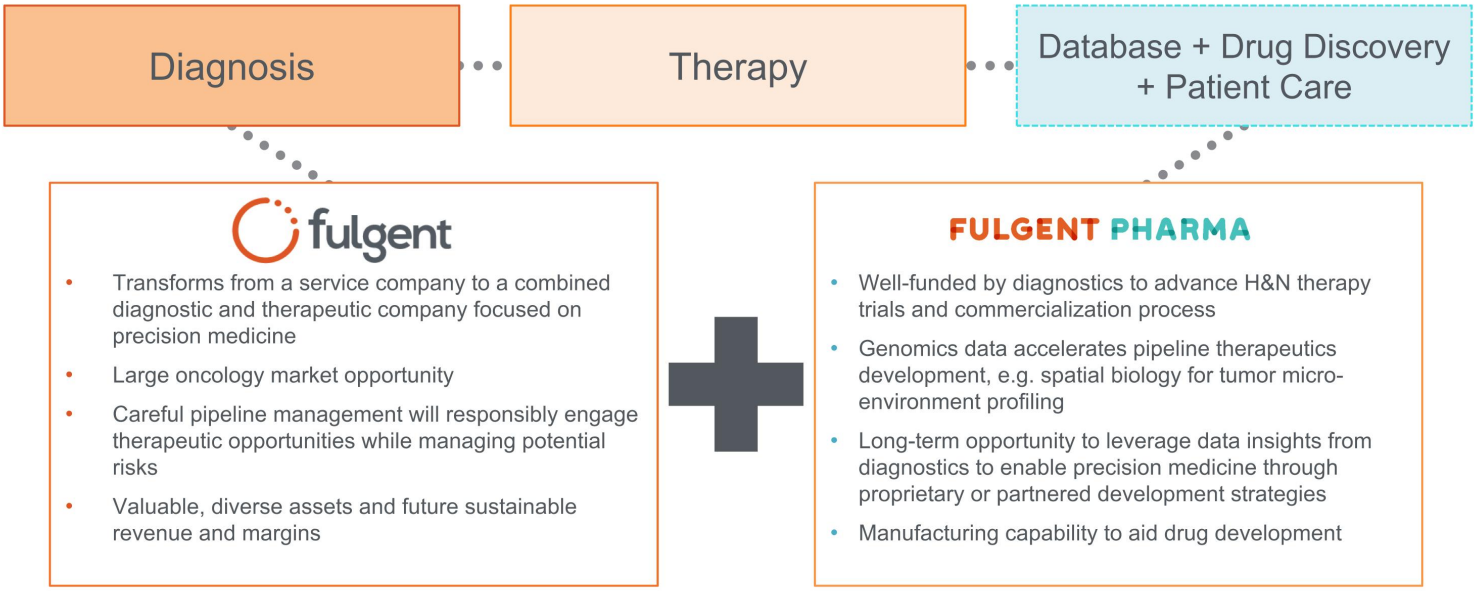
**Therapeutic and Diagnostic Entity Providing Comprehensive Solutions Across the Cancer Care Continuum**

- 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



# LABORATORY SERVICES

**$72M**
**Q3** Revenue

**+9%**
**Q3** Year-over-Year 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
- Potential **future acquisitions** with a strategy of short- and long-term ROI, tangible synergies, and efficient capital deployment

# Platform and Capabilities Across 3 Divisions

fulgent

*Laboratory Services*

## Precision Diagnostics

- Reproductive Health
- Oncology / Liquid Biopsy
- Rare Disease
- Neurogenetics

CSI Laboratories
A FULGENT GENETICS COMPANY

## Anatomic Pathology

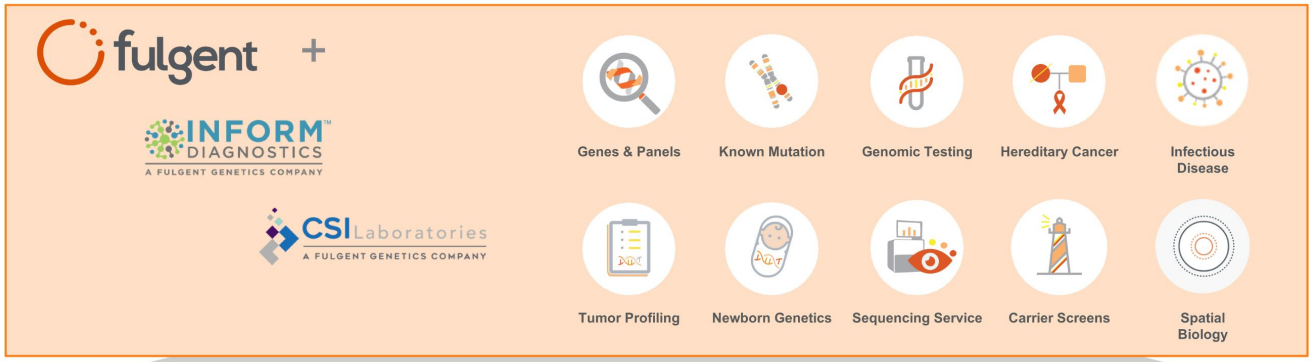
- Dermatopathology
- GI
- GU
- GSP

INFORM™ DIAGNOSTICS
A FULGENT GENETICS COMPANY

## BioPharma Services

- Spatial Phenotyping
- Exome/Genome sequencing
- RNA sequencing
- Single Cell sequencing

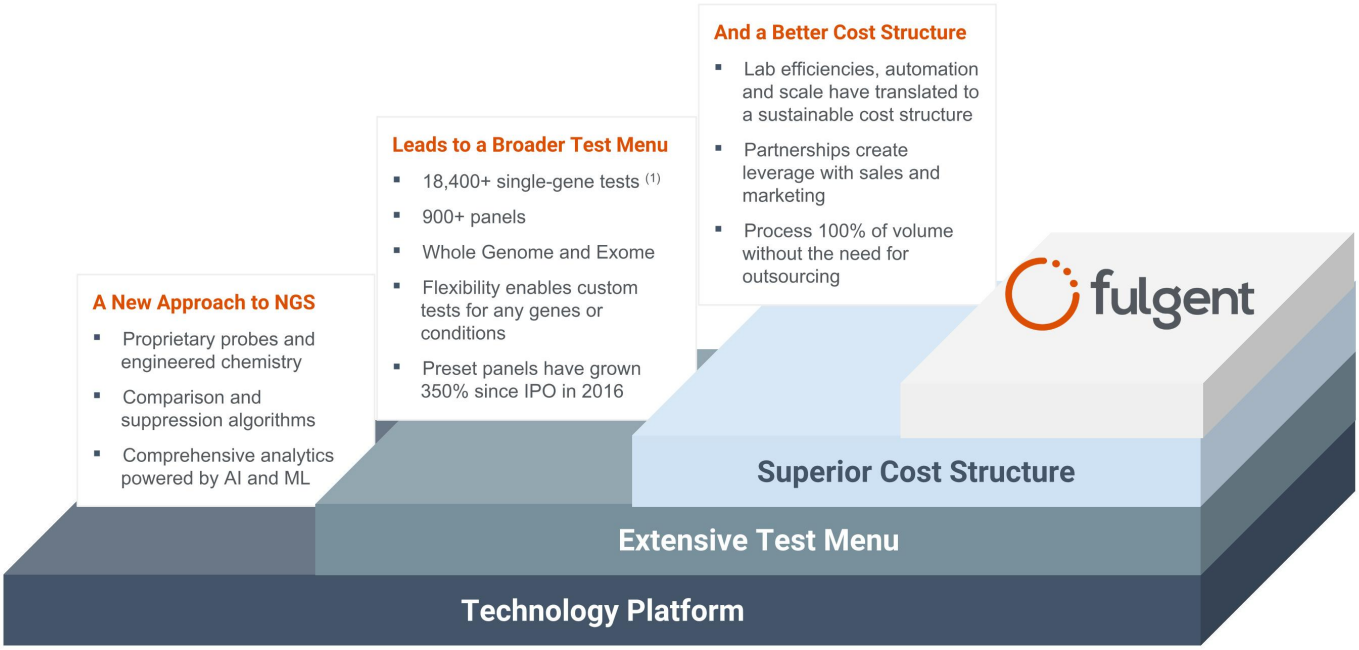
# Target Market Opportunity




| Cancer Diagnostics | Early Detection / Liquid Biopsy | Reproductive Health | BioPharma Services |
|---|---|---|---|
| $80B market[1] | $18B market[1] | $8B market[2] | $50B market[3] |

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

# What Sets Fulgent Diagnostics Apart?




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
- 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

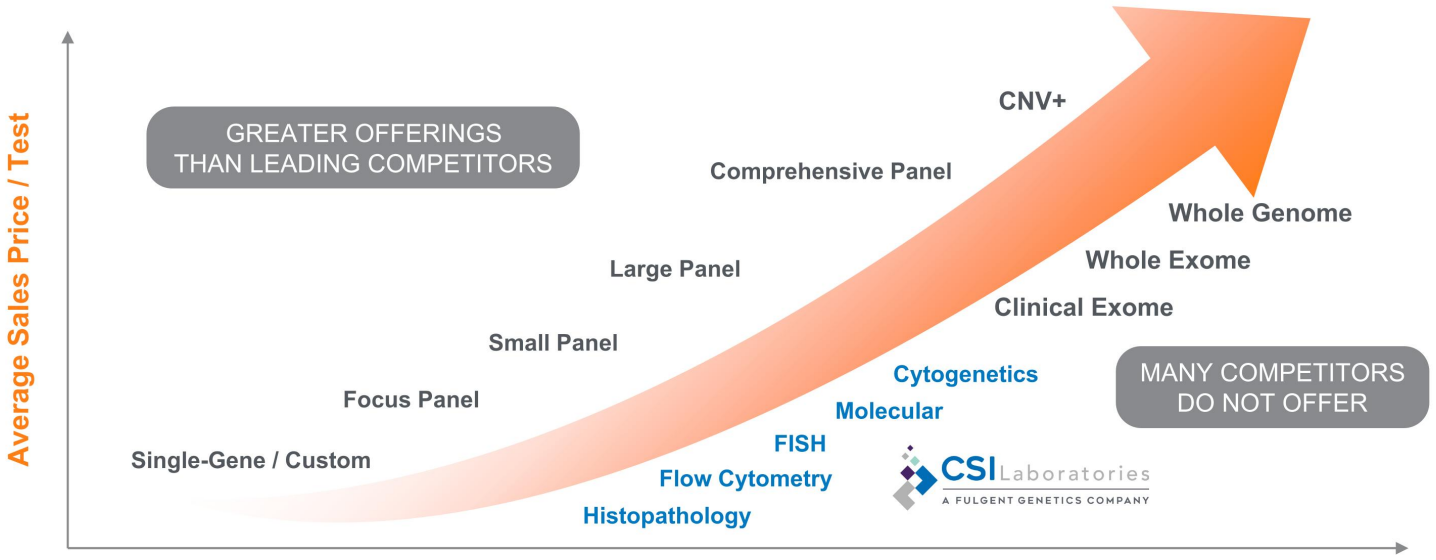
**Broad Capabilities**

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

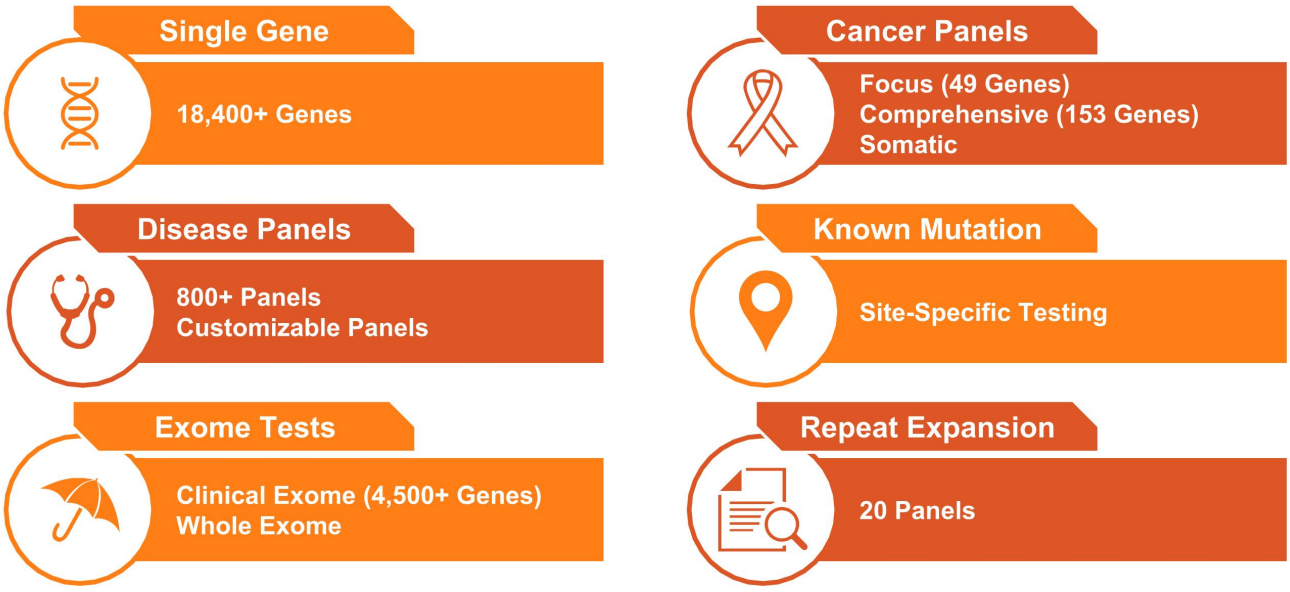
**Managed care contract network** and **physician relationships** leveraged to provide diagnostic products and services **complementary to Fulgent's portfolio**

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

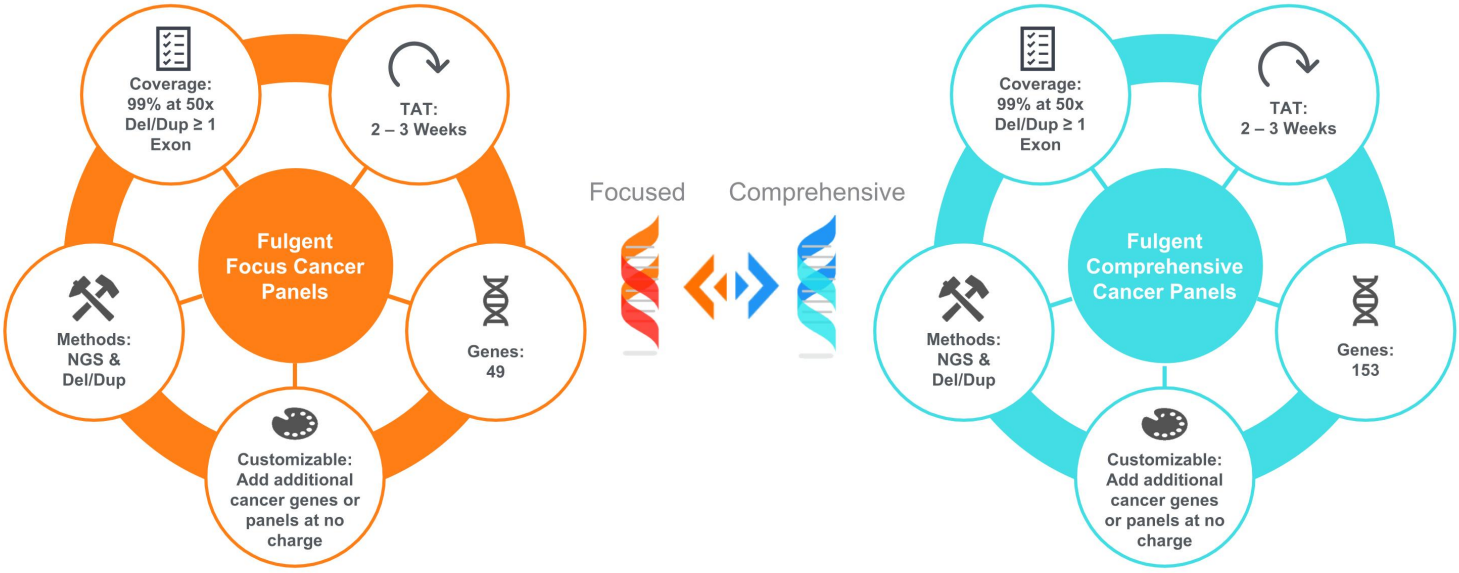
# Scalable and Affordable Menu for Customers



# NGS Testing – Offerings



# 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
- Solid tumor liquid biopsy NGS offering
- 5-7 day turnaround time [NGS 8-10 days]

# NGS Testing – Rapid Whole Genome

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

- Covers >4,000 single gene disorders
- Fast turn around time (7-10 days)
- Focused reporting of diagnostic findings only

**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 a diagnosis
- 13 out of the 20 diagnosed infants (65%) had clinical usefulness for treatment

**TAT of 7-10 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**

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### Beacon Carrier Screening

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


fulgent
KNOVA
Prenatal Screen
Prenatal Screening for Genetic Conditions

# Technology

- NGS Comprehensive NIPS utilizing coordinative allele-aware target enrichment (COATE) suppresses allelic hybridization bias
- Dual end sequencing retains cfDNA fragmentation characteristics
- Multi-dimensional analyses for allelic ratios, read-depth, cfDNA fragmentation pattern

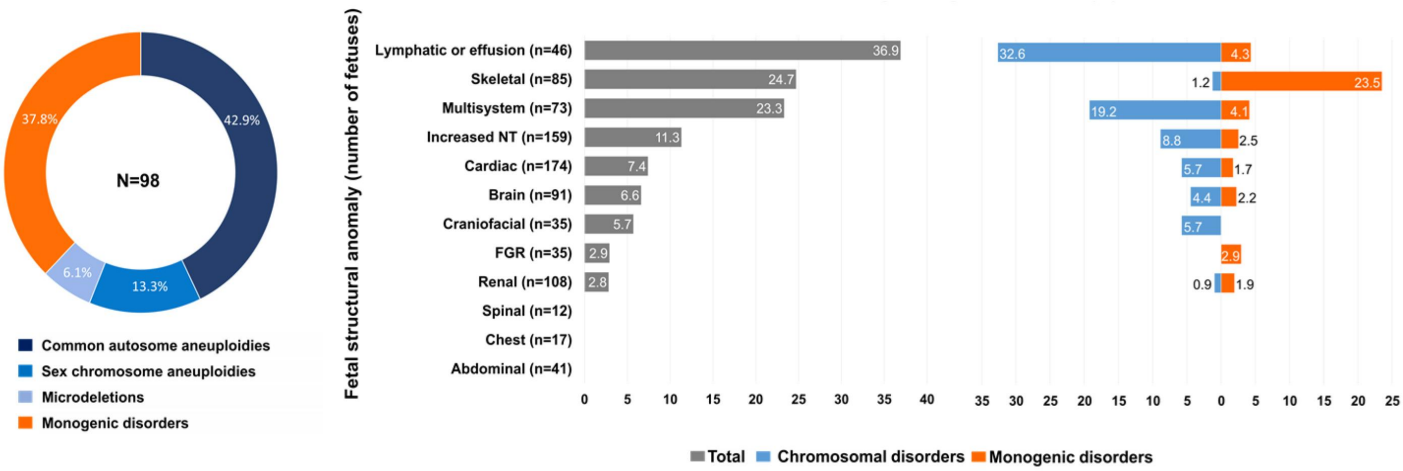
KNOVA technology is using features from both commonly used methods of NIPT (SNP-based and MPSS/counting methods). Additionally, we use proprietary technology that helps us better differentiate between maternal and fetal DNA. All of this increases the sensitivity and specificity of our test for both aneuploidies and monogenic conditions.

# Fulgent NIPT/NIPS – Full Panel

| | |
|---|---|
| **Aneuploidies - 6** | **13**, 15, 16, **18, 21**, 22 |
| **Aneuploidies (sex chr)** | Monosomy X (Turner), XXY (Kleinfelter), XXX (Triple X), XYY (Jacob) |
| **Microdeletions - 12** | 1p36; 2q33.1; 4p16; 5p15; 8q23; 9p; 11q23-25; 15q11.2-q13; 17p11.2; 18q; 18p; 22q11.2 |
| **Single genes - 56** | ASXL1, BRAF, CBL, CD96, CDKL5, CHD7, COL10A1, COL11A1, COL1A1, COL1A2, COL2A1, EBP, EFNB1, ERF, FGFR1, FGFR2, FGFR3, FLNB, FREM1, GLI3, HDAC8, HNRNPK, HRAS, KAT6B, KMT2D, KRAS, LMNA, MAP2K1, MAP2K2, MECP2, NIPBL, NRAS, NSD1, NSDHL, PTPN11, RAD21, RAF1, RIT1, RUNX2, SHOC2, SKI, SLC25A24, SMC1A, SMC3, SNRPB, SOS1, SOS2, SOX9, SPECC1L, STAT3, TCF12, TRAF7, TSC1, TSC2, TWIST1, ZIC1 |

Source File: Final Gene List

# Detection Rates of KNOVA in High-Risk Pregnancies



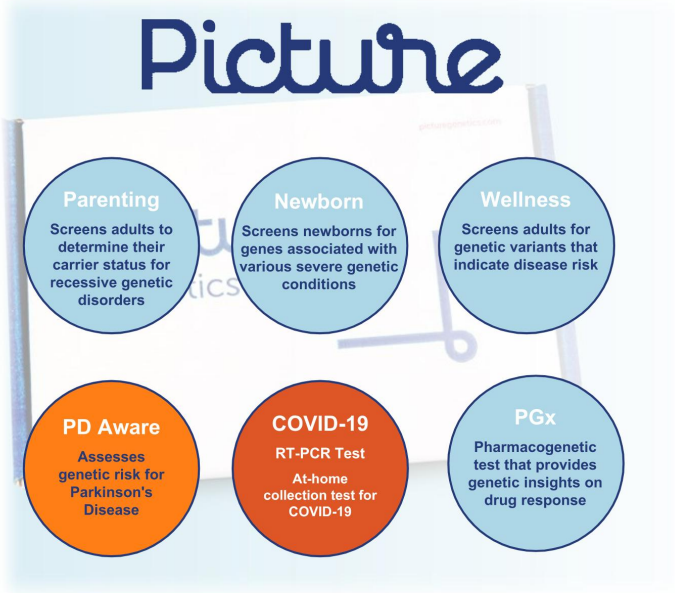

The detection rate was increased by **60.7%** using KNOVA compared to standard NIPS in pregnancies with fetal anomalies.

# Consumer Initiated Tests – Picture Genetics

## Targeting the Large Consumer Market with Picture Genetics

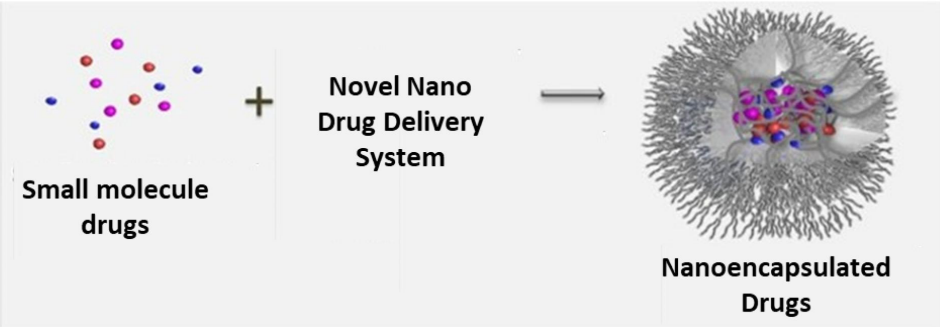
Launched in 2019 with significant growth amid COVID-19

- 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 hundreds of thousands of tests** performed within months for COVID-19, after receiving an EUA
- Genetic tests utilizes complete sequencing (vs genotyping) by NGS analysis for better, more accurate results
- Patient-friendly with easy to use "order from home" model – no doctor office visits or insurance necessary, though many tests are eligible for reimbursement
- Select full service offering that includes analysis and genetic counseling support



# THERAPEUTIC DEVELOPMENT

# 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 1/1b First in Human Clinical Trial – Preliminary Findings (n=46 patients)**

- Dose levels up to 160 mg/m$^2$/week with manageable safety profile
  - RP2D at 125 mg/m$^2$/week
- There is preliminary evidence of anti-tumor activity in 46 heavily pre-treated patients across different tumor types (ORR = 17%)
- No high-grade neuropathy often seen in other taxanes
- Updated clinical data presented at ASCO 2024

**FID-007 Phase 1/1b Preliminary Highlights (as of 6/2/24):**

**H&N Cancer**

- 45% ORR and 72% DCR were observed in 11 heavily treated HNSCC patients. Among them, 3 out of the 5 patients who achieved a PR had received prior taxane.

**FID-007 Plus Cetuximab Phase 2 Update (as of 10/30/24):**

**H&N Cancer**

- Multiple clinical sites activated (USC, Moffitt, etc.) with 8 patients dosed

**Abstract # 6042: Efficacy from the phase 1 study of FID-007, a novel nanoparticle paclitaxel formulation, in patients with head and neck squamous cell carcinoma**

Lydia Chow[1], Robert Hsu[1] , Jorge Nieva[1], Denice Tsao-Wei[1], Ming Hsieh[2], Ray Yin[2], Anthony El-Khoueiry[1], Jacob Thomas[1].
[1]University of Southern California, Norris Comprehensive Cancer Center; [2]Fulgent Pharma. Contact: Jacob.Thomas@med.usc.edu

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

# FID-007 Clinical Data Presented at ASCO 2024

## Results

**Table 1: Patient Baseline Characteristics (HNSCC only)**

| Characteristic | Overall, N = 11 |
|---|---|
| Years of Age, Median (Range) | 61 (53 - 75) |
| Gender | |
| Female | 4 (36%) |
| Male | 7 (64%) |
| Race/Ethnicity | |
| White or Caucasian | 2 (18%) |
| Hispanic | 6 (55%) |
| Black or African American | 1 (9%) |
| Asian (including Indian) | 2 (18%) |
| Number of Prior Regimens, Median (Range) | 3 (1 - 5) |
| Tumor Type | |
| Nasopharynx | 2 (18%) |
| Sinonasal | 2 (18%) |
| Oropharynx | 5 (45%) |
| Oral Cavity | 1 (9%) |
| Occult Primary | 1 (9%) |

ECOG performance status was 1 in all HNSCC pts.

All HSNCC pts had received prior immune checkpoint inhibitor.

Seven patients (64%) had received prior taxane chemotherapy.

**Table 2: Treatment-related select AE categories (>= 10%) (All patients)**

| Toxicity | Number Of Patients With Maximum Grade Toxicity Experienced (N=46) | | |
|---|---|---|---|
| | Grade 1 or 2 | Grade 3 | Grade 4 |
| Alopecia | 24 (52%) | 0 | 0 |
| Pruritus | 20 (43%) | 0 | 0 |
| Rash maculo-papular | 17 (37%) | 16 (35%) | 0 |
| Fatigue | 17 (37%) | 0 | 0 |
| Nausea | 13 (28%) | 0 | 0 |
| White blood cell decreased | 12 (26%) | 6 (13%) | 3 (7%) |
| Anorexia | 12 (26%) | 1 (2%) | 0 |
| Neutrophil count decreased | 10 (22%) | 3 (7%) | 6 (13%) |
| Dry skin | 10 (22%) | 1 (2%) | 0 |
| Dysgeusia | 10 (22%) | 0 | 0 |
| Anemia | 9 (20%) | 8 (17%) | 0 |
| Peripheral sensory neuropathy | 9 (20%) | 0 | 0 |
| Palmar-plantar erythrodysesthesia syndrome | 9 (20%) | 0 | 0 |
| Constipation | 6 (13%) | 0 | 0 |
| Vomiting | 6 (13%) | 0 | 0 |
| Diarrhea | 6 (13%) | 0 | 0 |

**Figure 1: Waterfall Plot for Best Response**

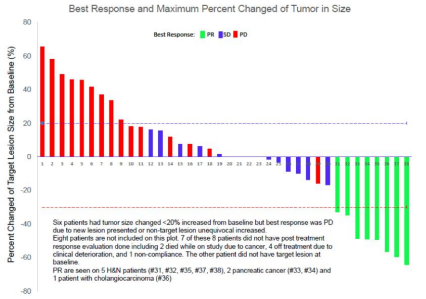



**Figure 2: Swimmer Plot for Responses over Time**

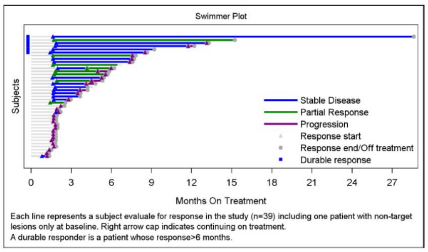


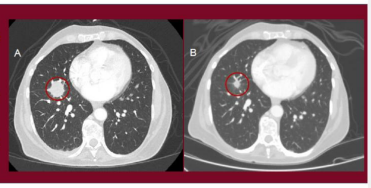

**Table 3: Tumor Responses and Outcomes**

| Characteristic | Overall, N = 46 | HNSCC, N = 11 |
|---|---|---|
| Total Courses Completed, Median (Range) | 2 (1 - 30) | 5 (2-16) |
| Best Response* | | |
| PR | 8 (17%) | 5 (45%) |
| SD | 16 (35%) | 3 (27%) |
| PD | 21 (46%)[a] | 3 (27%) |
| Inevaluable | 1 (2%) | 0 (0%) |
| Duration of Follow-up (Months), Median (Range) | 12.1 (1.1, 45.9) | 4.0 (1.0-15.0) |

a. PD includes 4 patients who had clinical deteriorations prior to RECIST evaluation.
* One patient with inevaluable response; off-treatment due to non-compliance. No response evaluation was performed.

**Figure 3: Partial Response in Patient with Head and Neck SCC**

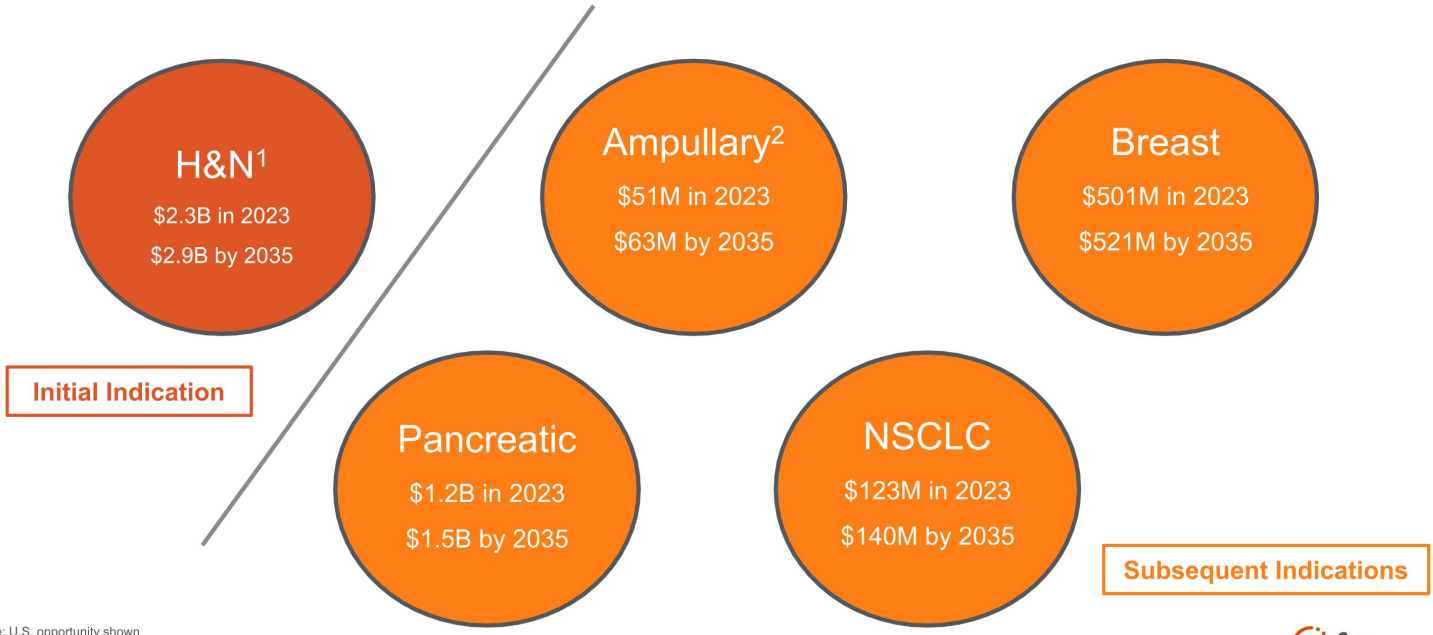
- Panel A at baseline, panel B after 2 cycles of FID-007
- Prior therapies (best response):
  - Pembrolizumab + 5-FU + carboplatin (SD)
  - Cetuximab (SD)
  - Docetaxel (PR 9 months)
  - NK cell + EGFR bi-specific Ab (PD)
- Response ongoing > 6 months




## Conclusions

- FID demonstrates preliminary evidence of anti-tumor activity in heavily pre-treated HNSCC pts across different primary tumor sites, with an ORR 45%.
- 3 out of the 5 patients who achieved a PR had received prior taxane.
- There has been no grade 3 or higher peripheral neuropathy.
- Phase 2 study of FID combination with cetuximab in pts with HNSCC has begun enrollment.

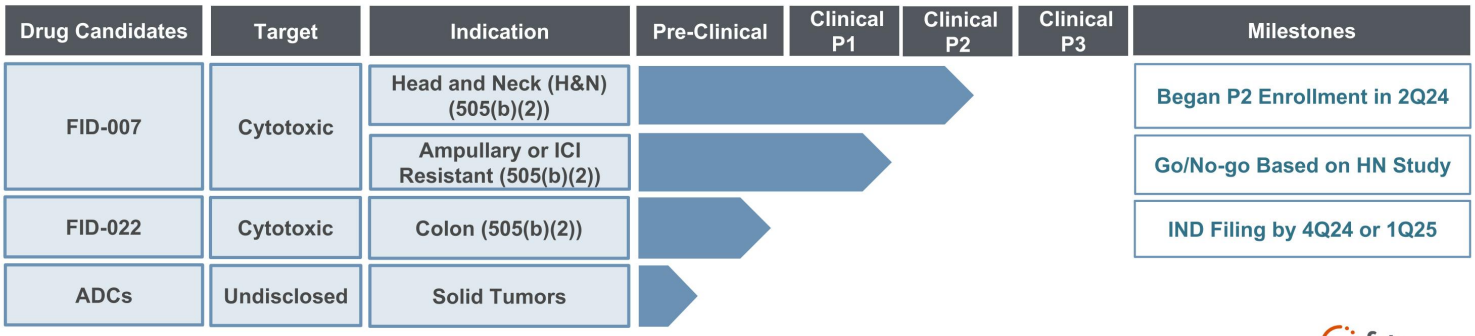
# Potential Market Opportunity for FID-007




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

# Pipeline Progress

- FID-007: wholly-owned drug candidate initially focused on Head & Neck (H&N), Pancreatic/Ampullary cancers
  - Seeking initial therapeutic indication for 2nd line treatment of H&N cancer
  - Potential FDA approval strategy uses 505(b)(2) studies, which may shorten clinical trial process and accelerate timeline to commercialization
- FID-022 moving toward IND
- Developing a next generation antibody drug conjugate (ADC) technology platform that could potentially provide even broader killings towards heterogeneous cancer cells than those ADCs with the bystander killing effect

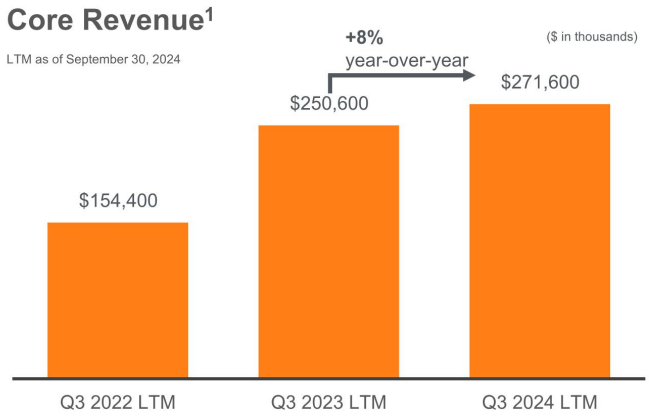


# FINANCIALS

# Summary Financial Performance

**$72M** **Core Revenue[1] in Q3'24**
***9% growth year-over-year***

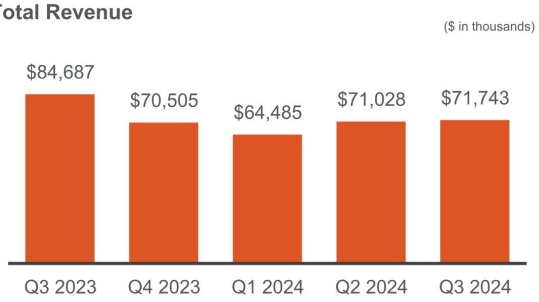
**$11M** **Last Twelve Months (LTM) Operating Cash Flow as of Q3'24**



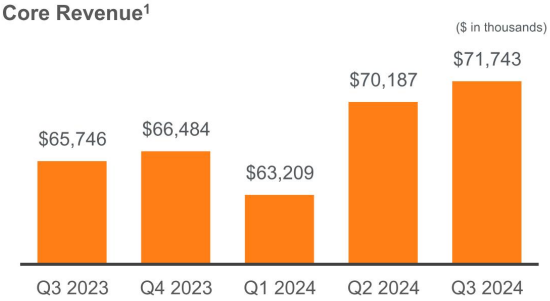

(1) Core Revenue excludes NGS COVID-19 test volume

# Financial Performance: Revenue and Gross Margin

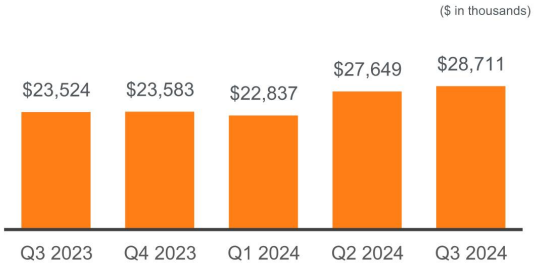
**Total Revenue**



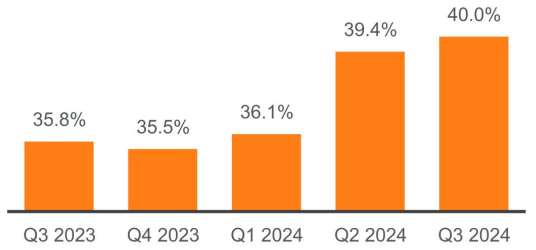

**Core Revenue[1]**




**Non-GAAP Gross Profit (Core Revenue[1])**




**Non-GAAP Gross Margin (Core Revenue[1])**




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

# 2024 Financial Guidance

| Metric | Full Year 2024 |
|---|---|
| Core Revenue | $280M<br>+7% y/y[1] |
| GAAP EPS | ($1.70)[2] |
| Non-GAAP EPS | $0.33[2] |

| Expected Revenue Breakdown | |
|---|---|
| Precision Diagnostics | $173M |
| Anatomic Pathology | $96M |
| BioPharma Services | $11M |
| **Core Revenue** | **$280M** |

**Expected Cash, cash equivalents, and investments in marketable securities of approximately $800 million as of December 31, 2024[3]**

(1) Core Revenue excludes NGS COVID-19 test revenue for more accurate year over year comparison purposes.
(2) Improvements from prior guidance of ($1.95) and ($0.30), respectively
(3) Cash expenditures may be higher or lower than currently estimated due to a variety of facts and circumstances, including as a result of the Company's ongoing stock repurchase program or other expenditures outside of ordinary course.

# Balance Sheet

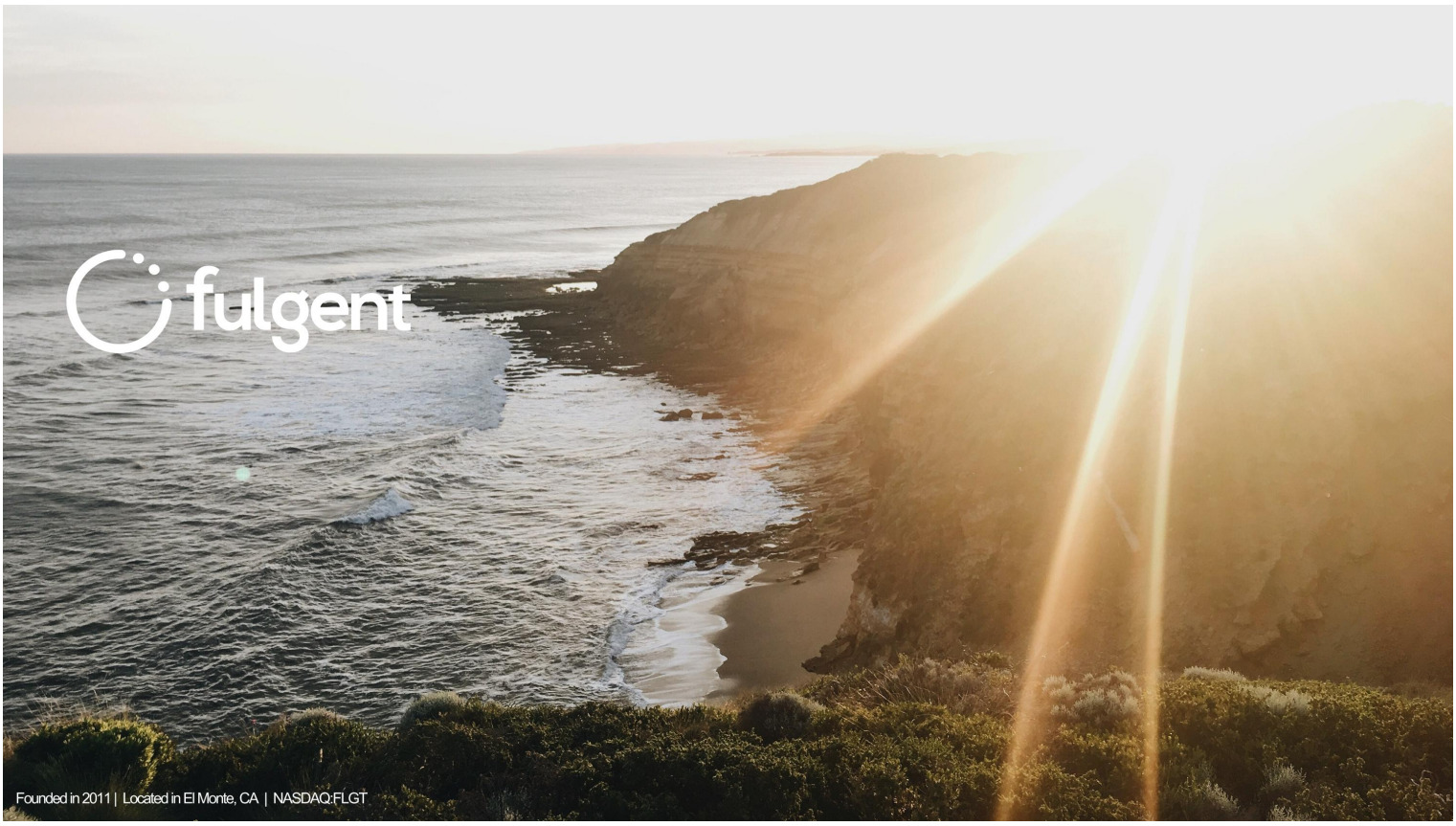
| (in 000's) | Periods Ended | | |
|---|---|---|---|
| | December 31, 2023 | September 30, 2024 | |
| **Assets** | | | |
| Cash & cash equivalents | $ 97,473 | $ 58,042 | (1) |
| Marketable securities | 326,681 | 155,027 | (1) |
| Trade accounts receivable, net | 51,132 | 57,315 | |
| Other current assets | 32,559 | 56,155 | |
| **Total current assets** | 507,845 | 326,539 | |
| Marketable securities, long-term | 423,571 | 602,232 | (1) |
| Intangible assets, net | 143,053 | 137,115 | |
| Fixed assets, net | 83,464 | 106,810 | |
| Goodwill | 22,055 | 22,055 | |
| Redeemable preferred stock investment | 20,438 | — | |
| Other long-term assets | 34,902 | 39,012 | (1) |
| **Total assets** | **$ 1,235,328** | **$ 1,233,763** | |
| | | | |
| **Liabilities and Stockholders' Equity** | | | |
| Accounts payable | $ 15,360 | $ 19,805 | |
| Contract liabilities | 2,874 | 2,966 | |
| Customer deposit | 22,700 | 26,945 | |
| Other liabilities | 61,108 | 49,149 | |
| **Total liabilities** | 102,042 | 98,865 | |
| Stockholders' equity | 501,721 | 532,912 | |
| Accumulated income | 634,380 | 605,533 | |
| **Total Fulgent stockholders' equity** | 1,136,101 | 1,138,445 | |
| **Noncontrolling interest** | (2,815) | (3,547) | |
| **Total stockholders' equity** | 1,133,286 | 1,134,898 | |
| **Total liabilities and stockholders' equity** | **$ 1,235,328** | **$ 1,233,763** | |

***(1) $815M in cash and investments including $135K of restricted cash included in Other long-term assets.***

# Non-GAAP Financial Adjustments

| (in 000's) | 2023 | | | | FY | 2024 | | |
|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | 2023 | Q1 | Q2 | Q3 |
| **Revenue** | $66,168 | $67,853 | $84,687 | $70,505 | $289,213 | $64,485 | $71,028 | $71,743 |
| Cost of revenue | 47,357 | 47,281 | 44,843 | 45,276 | 184,757 | 42,381 | 44,537 | 44,972 |
| Gross profit | $18,811 | $20,572 | $39,844 | $25,229 | $104,456 | $22,104 | $26,491 | $26,771 |
| Gross margin | 28.4% | 30.3% | 47.0% | 35.8% | 36.1% | 34.3% | 37.3% | 37.3% |
| Equity-based compensation included in cost of revenue | 2,394 | 2,359 | 2,621 | 2,375 | 9,749 | 2,009 | 1,999 | 1,940 |
| **Non-GAAP gross profit (excluding equity-based compensation)** | $21,205 | $22,931 | $42,465 | $27,604 | $114,205 | $24,113 | $28,490 | $28,711 |
| **Non-GAAP gross margin** | 32.0% | 33.8% | 50.1% | 39.2% | 39.5% | 37.4% | 40.1% | 40.0% |
| **Operating expenses** | | | | | | | | |
| Research and development | $9,782 | $9,692 | $10,014 | $11,952 | $41,440 | $11,434 | $13,486 | $11,783 |
| Selling and marketing | 10,083 | 10,723 | 10,161 | 10,500 | 41,467 | 8,989 | 8,595 | 9,124 |
| General and administrative | 21,802 | 17,993 | 17,498 | 31,706 | 88,999 | 21,489 | 21,326 | 20,950 |
| Amortization of intangible assets | 1,968 | 1,962 | 1,957 | 1,958 | 7,845 | 1,990 | 1,990 | 1,993 |
| Goodwill impairment loss | — | — | — | 120,234 | 120,234 | — | — | — |
| Total operating expenses | 43,635 | 40,370 | 39,630 | 176,350 | 299,985 | 43,902 | 45,397 | 43,850 |
| Operating profit (loss) | ($24,824) | ($19,798) | $214 | ($151,121) | ($195,529) | ($21,798) | ($18,906) | ($17,079) |
| Operating margin | -37.5% | -29.2% | 0.3% | -214.3% | -67.6% | -33.8% | -26.6% | -23.8% |
| Equity-based compensation included in operating expenses | 7,871 | 7,964 | 8,281 | 9,057 | 33,173 | 9,509 | 9,636 | 8,980 |
| **Non-GAAP operating profit (loss) (excluding equity-based compensation, amortization and goodwill impairment)** | ($12,591) | ($7,513) | $13,073 | (17,497) | ($24,528) | ($8,290) | ($5,281) | ($4,166) |
| **Non-GAAP operating margin** | -19.0% | -11.1% | 15.4% | -24.8% | -8.5% | -12.9% | -7.4% | -5.8% |

# THANK YOU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Founded in 2011 | Located in El Monte, CA | NASDAQ:FLGT