



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 its anticipated growth and positioning, addressable market estimates, the Company's mission 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, including statements regarding Inform Diagnostics, CSI Laboratories, Helio Health, and any potential synergies. 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 press release.

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.

Mission, Core Values, and Strategy



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 genomic testing that improves the everyday lives of those around us

Core Values

- Innovation
- Customer service and commitment
- Quality
- Efficiency

Strategy

- Leverage our proprietary NGS platform for broad application
- Operational excellence
- Disciplined M&A

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



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



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

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



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

BAYLORGENETICS



Dr. Lawrence Weiss

Chief Medical
Officer

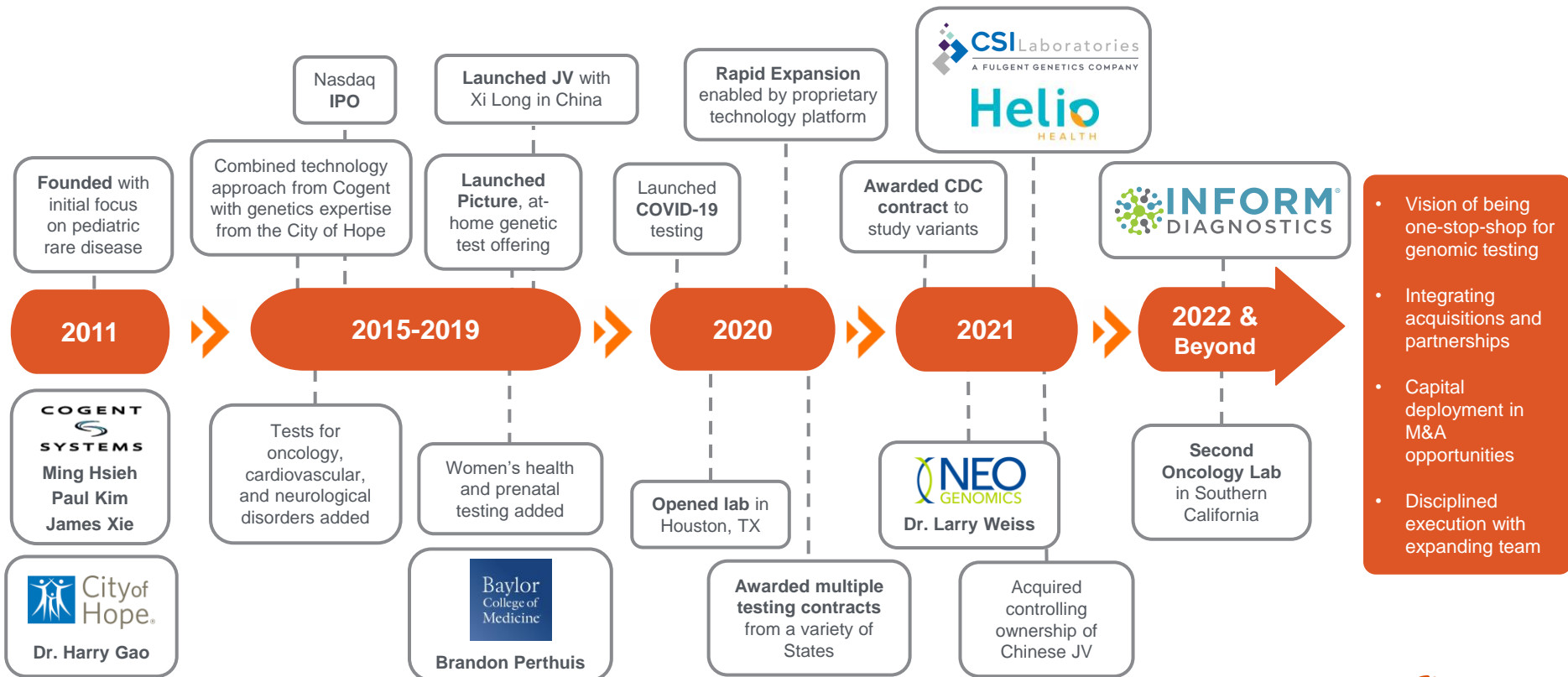
Esteemed background in molecular science and pathology

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

Chairman Emeritus of Pathology at City of Hope National Medical Center



History of Fulgent Genetics



Fulgent is Positioned to Execute on Our Growth Strategy

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

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

Well positioned to execute on a growth strategy that includes **organic and inorganic initiatives**, including:

- Transformational acquisition of **Inform Diagnostics**
- Ramping and integration of capabilities of **CSI Labs**
- Scaling partnerships – **Helio Health and Spatial Genomics**
- Potential **future acquisitions** with a strategy of short and long term ROI, tangible synergies and efficient capital deployment

\$320M Q1 Revenue

3.2M Q1 Billable Tests

+59% Q1 YoY Core Revenue Increase

18,400+ Genes | 900+ Panels | Customizable Offerings

Inform Diagnostics Acquisition



Operates anatomic pathology laboratories that provide diagnostic services in the fields of breast health, dermatology, GI, hematology, neuropathology, urology, and COVID-19

- Founded in 1996 and headquartered in Irving, Texas
- 500+ Preferred Provider Agreements across 5 TINs; 70-80% in-network
- CLIA-certified and CAP-accredited laboratories
- ~20 Sales Professionals
- ~550 total employees

Core Products and Services Portfolio

- **Breast Pathology:** Full spectrum of care, including services for interventional radiologists, breast surgeons, and breast oncologists
- **Dermatopathology:** Fellowship trained dermatopathologists
- **Gastrointestinal Pathology:** GI pathologists have a collective 500 years of post-training pathology experience and 1,500 peer reviewed studies between them
- **Hematopathology:** Is a subspecialty whereby each member of the Company sees >1,000 bone marrow specimens each year
- **Neuropathology:** Offers specialized neuropathology testing services
- **Urologic Pathology:** Is comprised of subspecialists that specialize in areas such as prostate, bladder/urinary tract, and testis pathology

Inform Diagnostics Strategic Highlights

- **Test Menu Expansion:** Acquisition extends Fulgent's capabilities into the pathology testing market
- **Commercial Synergies:** With the addition of Inform Diagnostics' extensive testing capabilities, nationwide salesforce, and significant managed care contracts, Fulgent is better positioned to become a one-stop shop for diagnostic services throughout the healthcare continuum and across the U.S
- **Managed Care Relationships:** Extends Fulgent's in-network relationships with managed care organizations to over 300 million covered lives
- **Geographic Reach:** Expands Fulgent's geographic footprint with the addition of CLIA, CAP, and NY State certified laboratories in New York, Arizona, Massachusetts, and Texas
- **Attractive Financial Profile:** Transaction has the potential to contribute meaningfully to Fulgent's annual core revenue and is expected to have a positive impact to pro forma EBITDA

CSI Laboratories Acquisition

Specialized cancer diagnostics laboratory focused on meeting the needs of pathologists and community hospitals

- Founded in 1997 and headquartered in Alpharetta, Georgia
- Offers more than 400 unique tests with a focus on oncology
- CLIA-certified and CAP-accredited laboratory
- Profitable with quality customers, reimbursement contracts, and established service offerings
- Sales team focused in the South-Southeast United States

Core Products and Services Portfolio

- Flow Cytometry
- Cytogenetic Analysis
- Fluorescence in-situ hybridization (FISH)
- Immunohistochemistry
- Molecular genetics
- Consultations in the areas of hemopathology and surgical pathology
- Next-Generation Sequencing (NGS) through an affiliated partner

CSI Laboratories Strategic Highlights

- **Enter High Value Markets:** Expansion into somatic genetic testing market, which is expected to grow to \$16.8 billion by 2030
- **Revenue Synergy Opportunities:** Leveraging Fulgent's best-in-class technology and Next Generation Sequencing ("NGS") expertise in new oncology markets
- **Geographic Footprint:** Geographic expansion of CSI's reach beyond the Southeastern part of the United States
- **Specialized Personnel:** CSI's team includes laboratory industry veterans, a salesforce with deep relationships, and oncology-focused scientific expertise

Target Market Opportunity



Genes & Panels



Known Mutation



Genomic Testing



Hereditary Cancer



Infectious Disease



Tumor Profiling



Newborn Genetics



Sequencing Service



Carrier Screens



Spatial Biology



Anatomic Pathology Capabilities

- Services Include:
 - Breast pathology
 - Gastrointestinal pathology
 - Dermatopathology
 - Urologic pathology
 - Neuropathology
 - Hematopathology

Substantial Geographic Footprint

- Provides services to 1,300 clients representing 2,700 physicians across the United States
- Expansive in-network relationships with over 300 million covered lives

Cancer Diagnostics

\$80B market¹

Early Detection / Liquid Biopsy

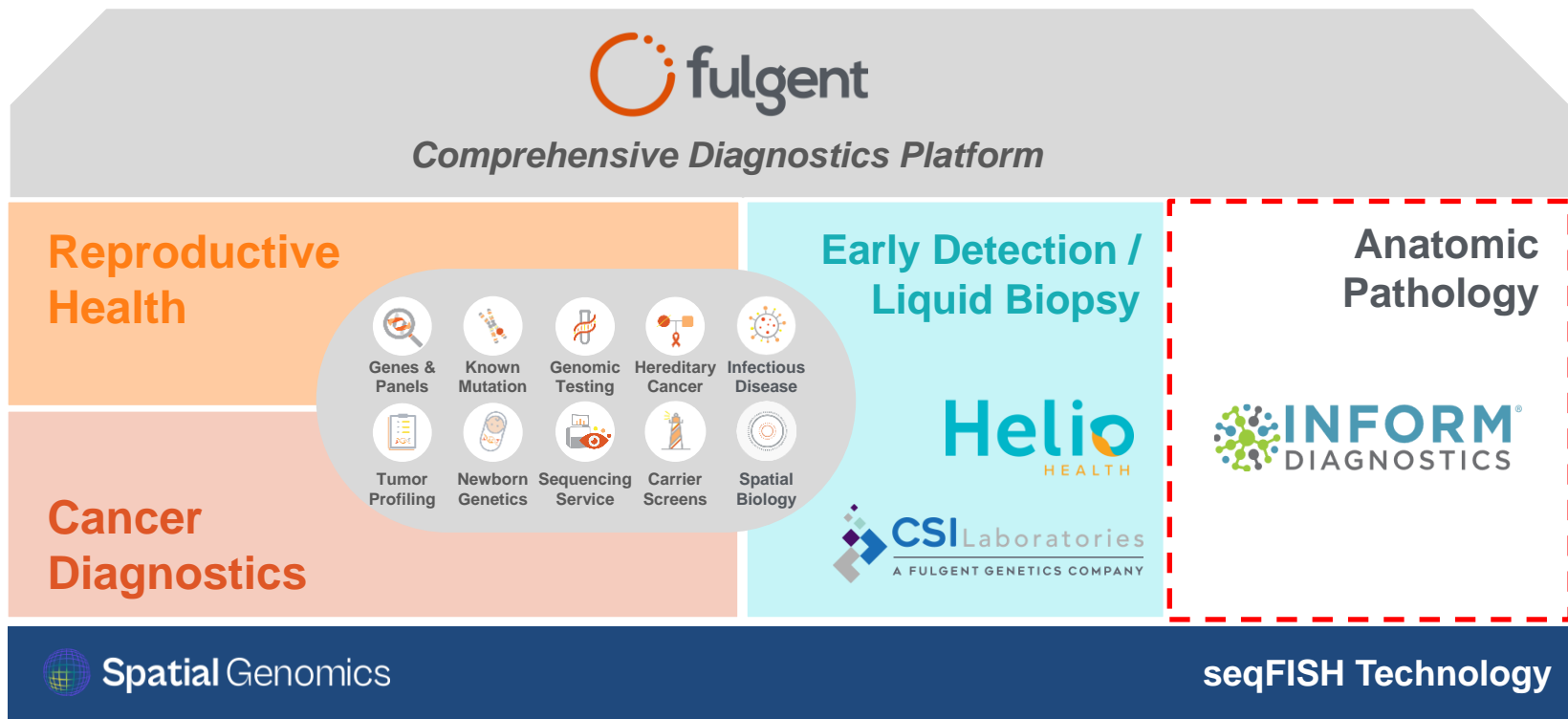
\$18B market¹

Reproductive Health

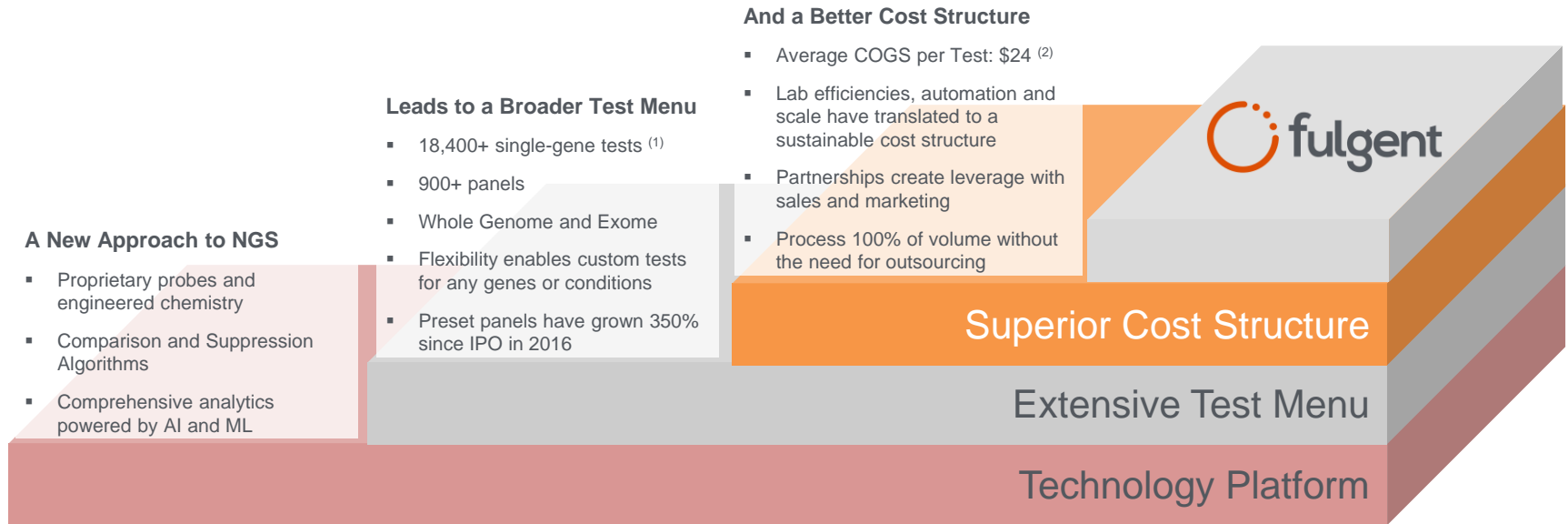
\$7B market²

1) Market sizes sourced from Wall Street equity research
2) Market size sourced from Frost & Sullivan

Building Fulgent's Platform and Capabilities



What Sets Fulgent Apart?



1)
2)

Represents genes covered by single-gene tests.
For Q1 2022. Includes all tests available for sale (e.g., Whole Exome, Whole Genome, Large Panels, Small Panels, Comprehensive and Focus Cancer Panels and Single-Gene Tests, COVID-19 Tests, and vaccines). Also excludes stock-based compensation. See GAAP reconciliation.

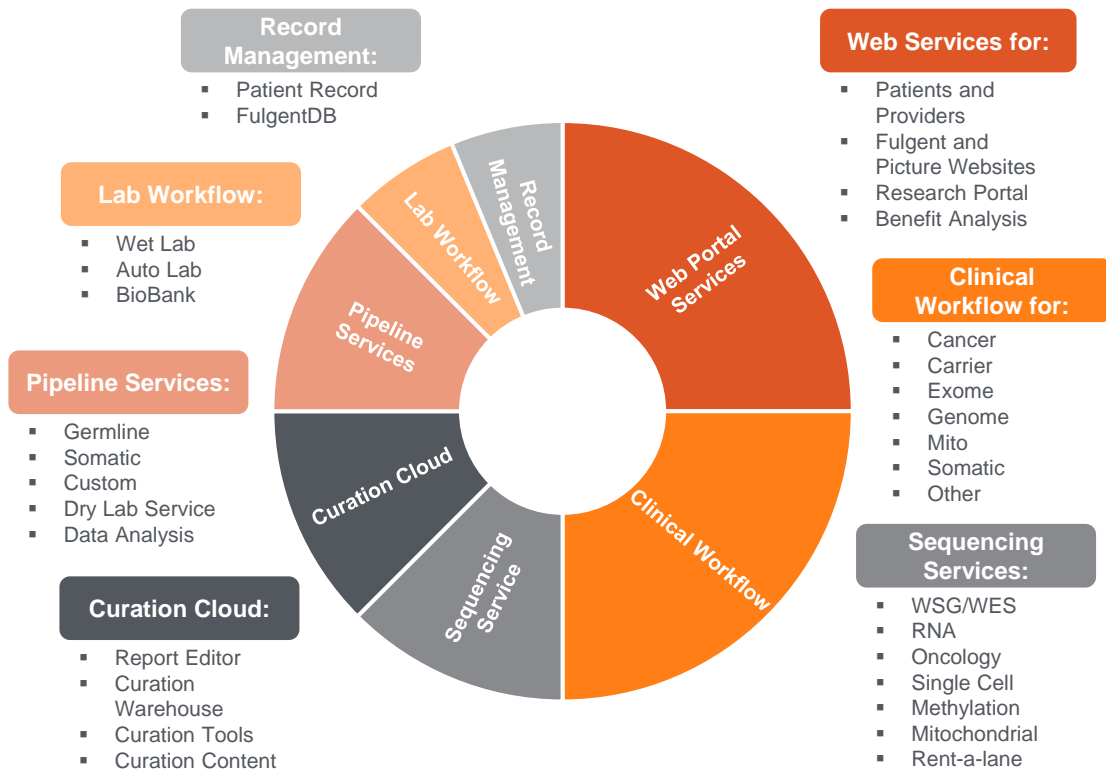
Proprietary Technology Platform

Differentiated Technology...

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

...Provides a Multitude of Advantages

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



Fulgent's Broad Capabilities



Next Generation Sequencing Opportunities

COVID NGS

- **Research driven platform** working with local and federal government on genomic studies
- **CDC contract** awarded 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

Core NGS

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 the areas of hematopathology and surgical pathology
- NGS



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



Comprehensive Anatomic Pathology Services

- Breast pathology
- Gastrointestinal pathology
- Dermatopathology

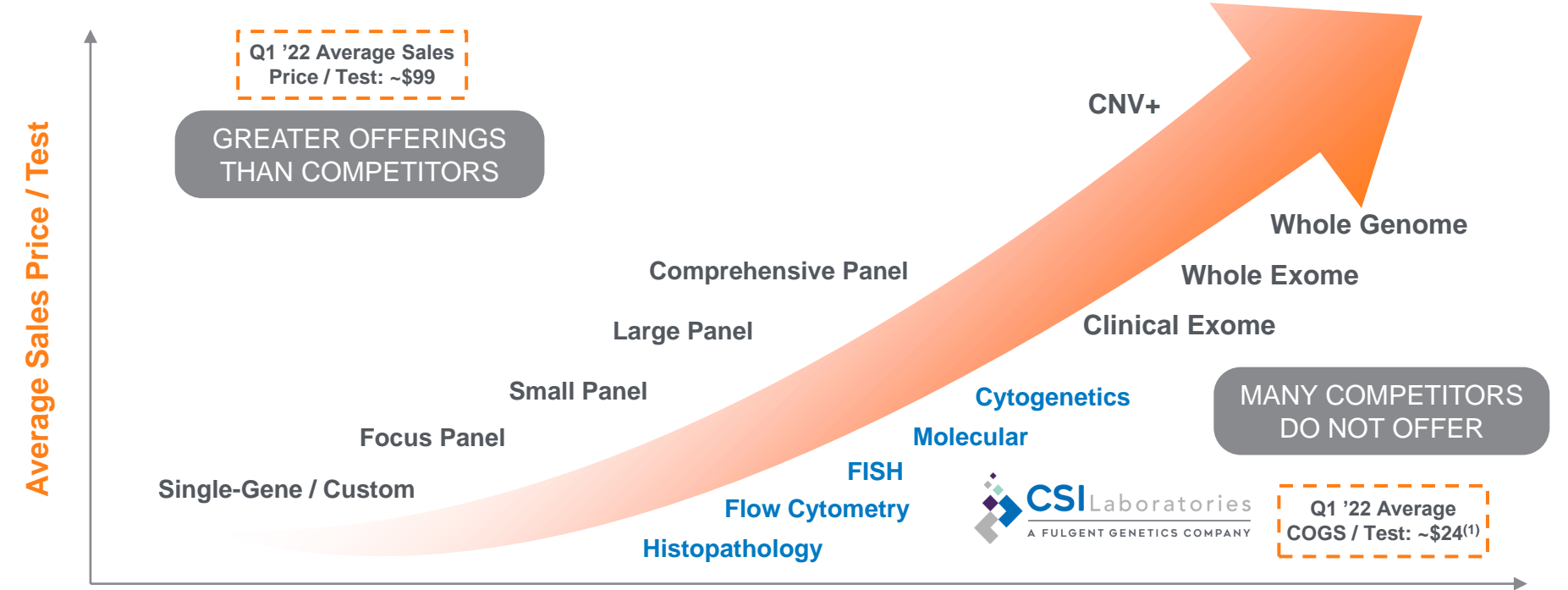
- Urologic pathology
- Neuropathology
- Hematopathology

Broad Anatomic Pathology Capabilities

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

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

Fulgent's Menu is Scalable and Affordable to Customers



1) For Q1 '2022. Includes all tests available for sale (e.g., Whole Exome, Whole Genome, Large Panels, Small Panels, Comprehensive and Focus Cancer Panels and Single-Gene Tests, COVID-19 Tests, and vaccines). Also excludes stock-based compensation. See GAAP reconciliation.

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



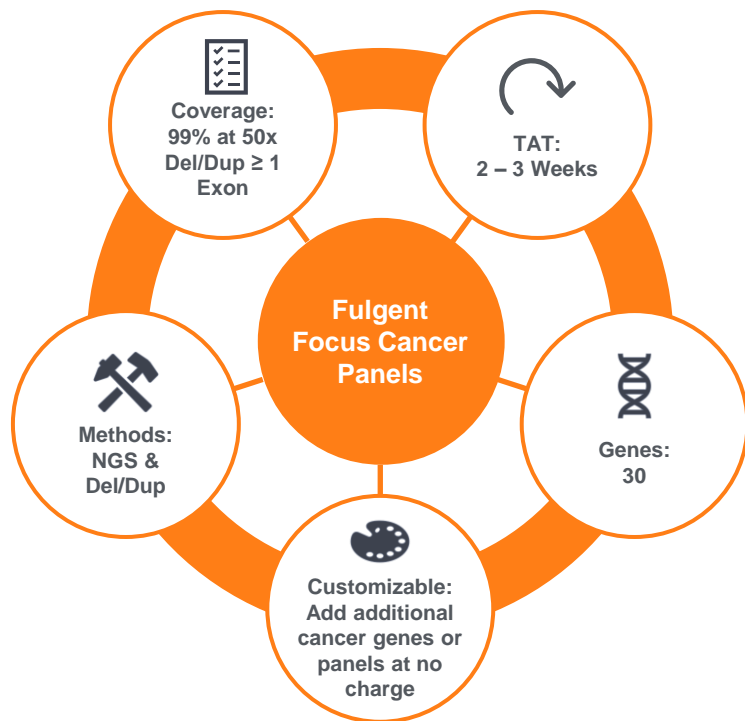
Site-Specific Testing

Repeat Expansion



19 Panels

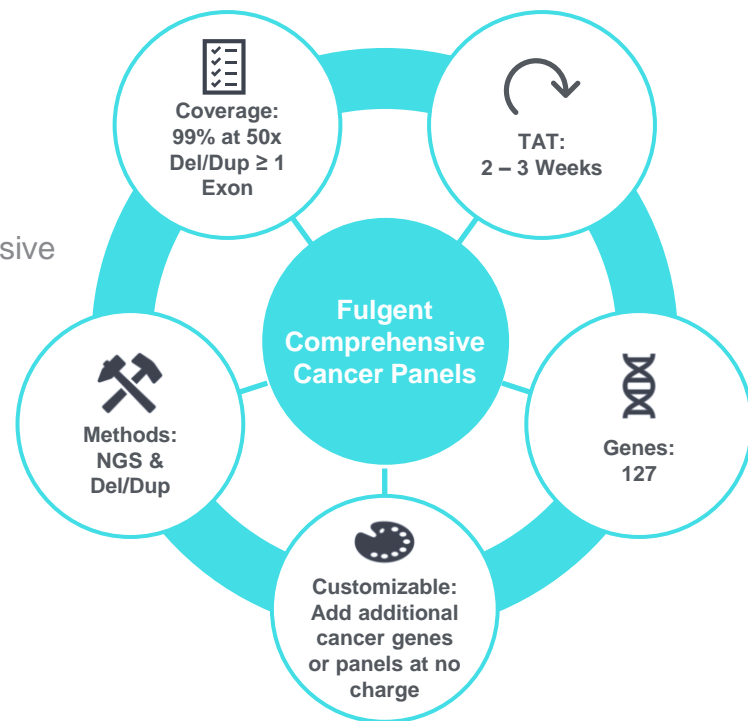
NGS Testing – Oncology Test Menu



Focused



Comprehensive



Oncology Testing Platforms



FISH

- Expansive heme and solid tumor menu
- Promyelocytic Leukemia/Retinoic Acid Receptor Alpha test: 4-hour turnaround time
- Genius Multiple Myeloma Assessment Protocol (using CD138 isolation marker) for plasma cell enrichment
- 3-5 Day turnaround time



HISTOLOGY

- 225+ stains
- Platforms
 - Ventana Ultra/Dako Link 48
 - Aperio ScanScope
- Three levels of service
- Programmed death-ligand (PD-L1), Mismatch Repair and Microsatellite Instability
- 12-36 hour turnaround time



CYTOGENETICS

- Oncology and constitutional
- >20% abnormality detection rate
- Mitogen stimulation/dual culture
- DSP30 (detection of B-Cell disorders)
- Interleukin 4 for Multiple 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

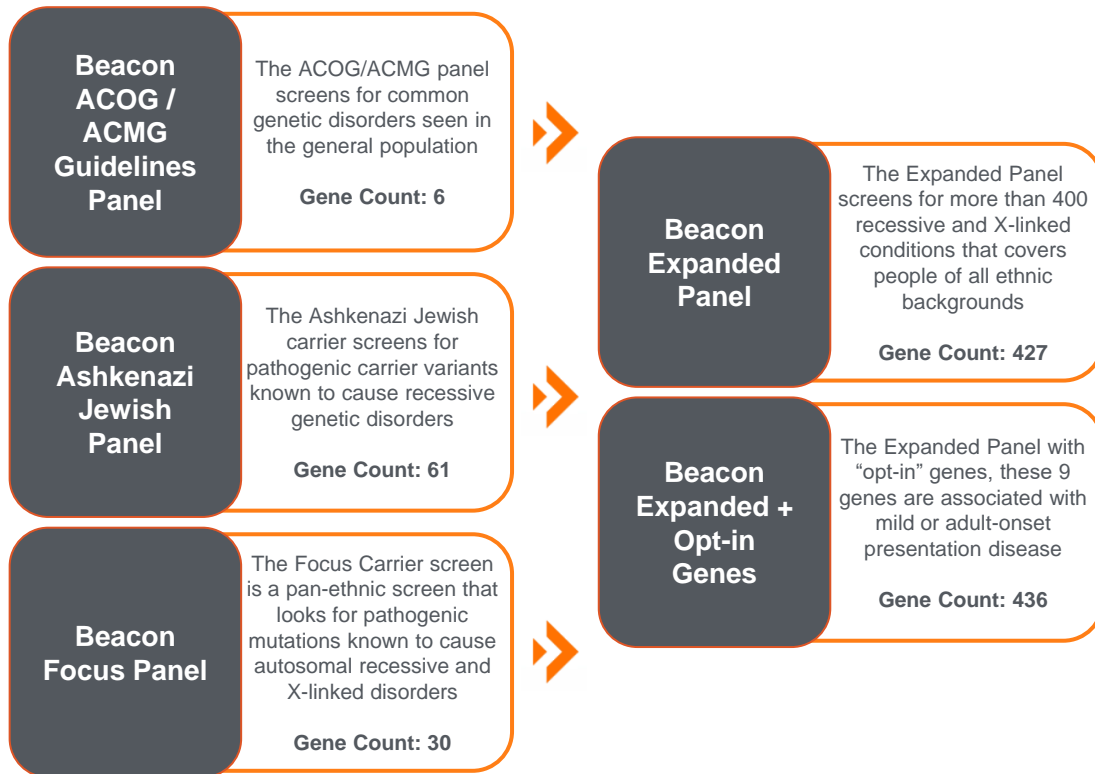


MOLECULAR

- Hematology and solid tumor menu
- 90% of assays performed in-house
- Microarray and NGS available
- 5-7 day turnaround time

NGS Testing – Panel Deep Dive

Comprehensive Beacon Carrier Screening Tests



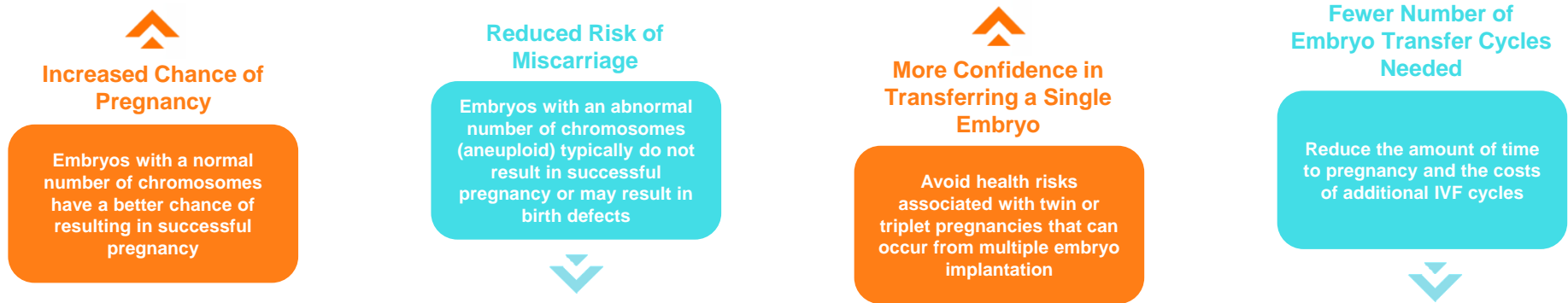
fulgent

Beacon Carrier Screening

- Largest panel available, covering over 400 conditions
- NGS of entire genes, not just hotspots
- Deletion and duplication analysis
- TAT: 2 – 3 weeks

NGS Testing – Women's Health: PGT-A

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



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

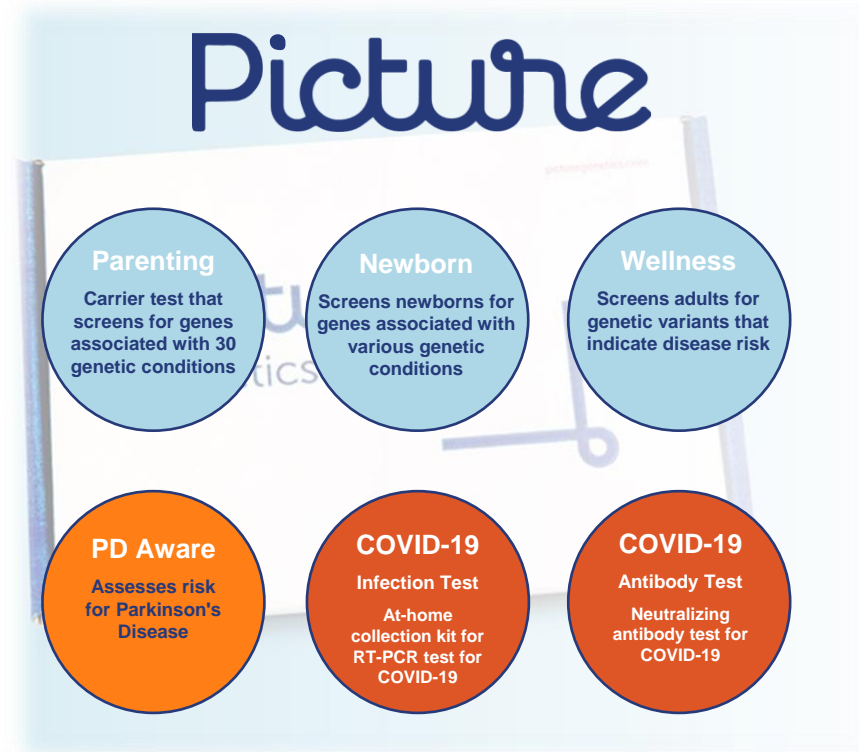
TAT of 7 - 10 Days

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



Summary Financial Performance

\$25M Core Revenue¹ as of Q1'22
59% growth year-over-year

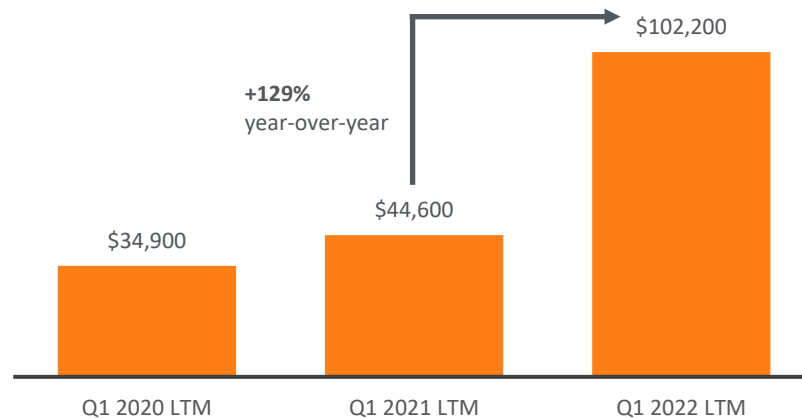
\$494M LTM Operating Cash Flow as of Q1'22

~229,000 LTM Core Tests as of Q1'22
~149% growth year-over-year

Core Revenue¹

LTM as of March 31, 2022

(\$ in thousands)

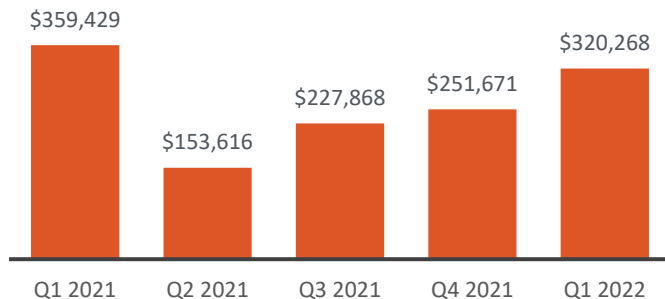


(1) Core Revenue excludes NGS COVID-19 test volume

Financial Performance: Revenue Profile

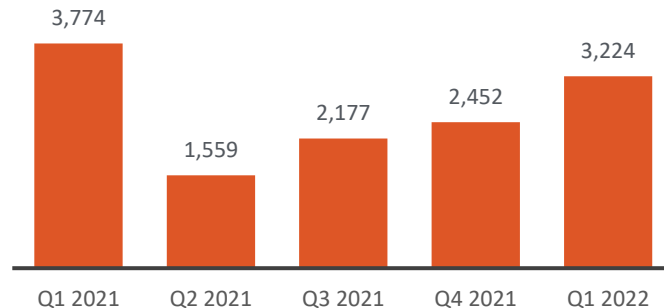
Total Revenue

(\$ in thousands)



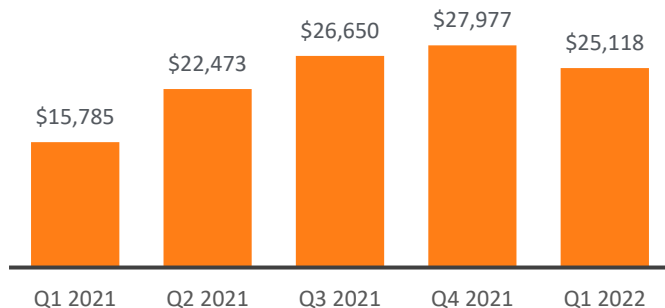
Billable Tests

(in thousands)



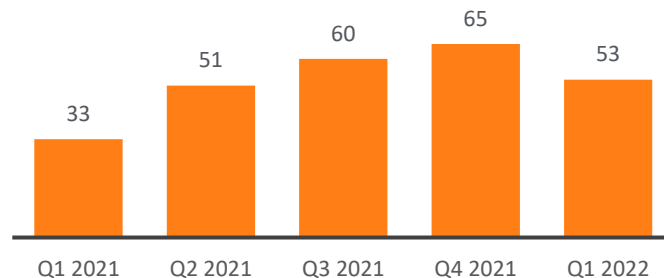
Total Core Revenue¹

(\$ in thousands)



Billable Core Tests¹

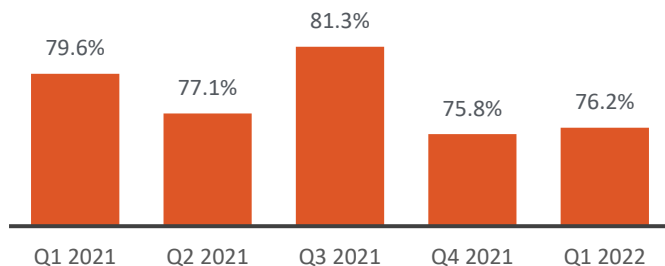
(in thousands)



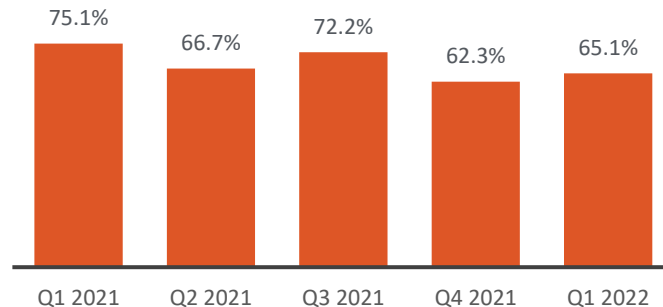
(1) Core Revenue excludes NGS COVID-19 test volume

Financial Performance: Margin Profile

Adjusted Gross Margin⁽¹⁾

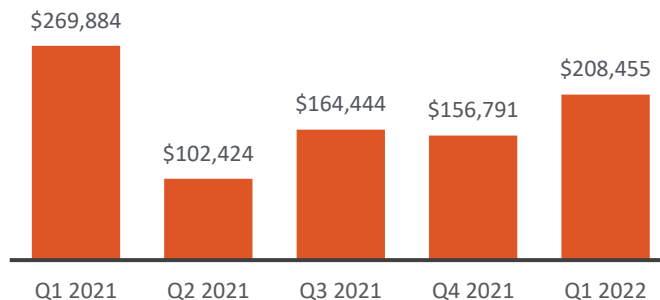


Adjusted Operating Margin⁽¹⁾



Adjusted Operating Profit⁽¹⁾

(in thousands)



(1) Figure is not in accordance with GAAP because it does not include equity-based compensation and amortization

2022 Financial Guidance

		Q2 2022	Full Year 2022	Change from Prior Quarter
COVID	RT-PCR COVID-19	\$85 M	\$480 M	Unchanged
	NGS COVID-19 (CDC)			
Core	Fulgent Core NGS	\$40 M	\$180 M	+ \$60 M
	CSI and Inform Diagnostics Contributions	+ 78% y/y ¹	+ 94% y/y ¹	
	Total	\$125 M -19% y/y	\$660 M -34% y/y	+ \$60 M

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

Balance Sheet

(in 000's)	Periods Ended	
	December 31, 2021	March 31, 2022
Assets		
Cash & cash equivalents	\$ 164,894	\$ 353,069 ⁽¹⁾
Marketable investment securities	285,605	232,045 ⁽¹⁾
Trade accounts receivable, net	138,912	160,261
Other current assets	22,549	19,958
Total current assets	611,960	765,333
Marketable investment securities, long-term	485,047	493,182 ⁽¹⁾
Redeemable preferred stock investment	21,965	17,609
Fixed assets, net	62,287	68,622
Intangible assets, net	35,914	35,037
Goodwill	50,897	50,999
Other non-current assets	10,650	34,808
Total assets	\$ 1,278,720	\$ 1,465,590
Liabilities and Stockholders' Equity		
Accounts payable	\$ 20,494	\$ 23,699
Income tax payable	787	52,163
Contract liabilities	14,570	14,102
Customer deposit	19,806	17,729
Investment margin loan	15,137	14,999
Other liabilities	42,046	29,938
Total liabilities	112,840	152,630
Stockholders' equity	501,911	507,049
Accumulated income	656,838	799,083
Total Fulgent stockholders' equity	1,158,749	1,306,132
Noncontrolling interest	7,131	6,828
Total stockholders' equity	1,165,880	1,312,960
Total liabilities and stockholders' equity	\$ 1,278,720	\$ 1,465,590
(1) \$1.1B in cash and investments.		

Non-GAAP Financial Adjustments

(in 000's)	2021				FY	2022
	Q1	Q2	Q3	Q4	2021	Q1
Revenue	\$359,429	\$153,616	\$227,868	\$251,671	\$992,584	\$320,268
Cost of revenue	74,075	35,858	43,466	62,134	215,533	77,725
Gross profit	\$285,354	\$117,758	\$184,402	\$189,537	\$777,051	\$242,543
Gross margin	79.4%	76.7%	80.9%	75.3%	78.3%	75.7%
Equity-based compensation included in cost of revenue	674	692	962	1,235	3,563	1,465
Non-GAAP gross profit (excluding equity-based compensation)	\$286,028	\$118,450	\$185,364	\$190,772	\$780,614	\$244,008
Non-GAAP gross margin	79.6%	77.1%	81.3%	75.8%	78.6%	76.2%
Operating expenses						
R&D	\$5,422	\$5,312	\$6,021	\$7,464	\$24,219	\$5,989
S&M	5,008	5,219	6,012	8,200	24,439	7,940
G&A	8,002	8,329	12,299	22,102	50,732	25,775
Amortization of intangible assets	0	0	797	911	1,708	906
Total operating expenses	18,432	18,860	25,129	38,677	101,098	40,610
Operating profit	\$266,922	\$98,898	\$159,273	\$150,860	\$675,953	\$201,933
Operating margin	74.3%	64.4%	69.9%	59.9%	68.1%	63.1%
Equity-based compensation included in operating expenses	2,288	2,834	3,412	3,785	12,319	4,151
Non-GAAP operating profit (excluding equity-based compensation & amortization of intangible assets)	\$269,884	\$102,424	\$164,444	\$156,791	\$693,543	\$208,455
Non-GAAP operating margin	75.1%	66.7%	72.2%	62.3%	69.9%	65.1%

