

Corporate Presentation
2024 J.P. Morgan Healthcare Conference
January 11, 2024

Dr. Wenbin Jiang, CEO
Patrik Jeanmonod, CFO
Paul Goodson, Investor Relations

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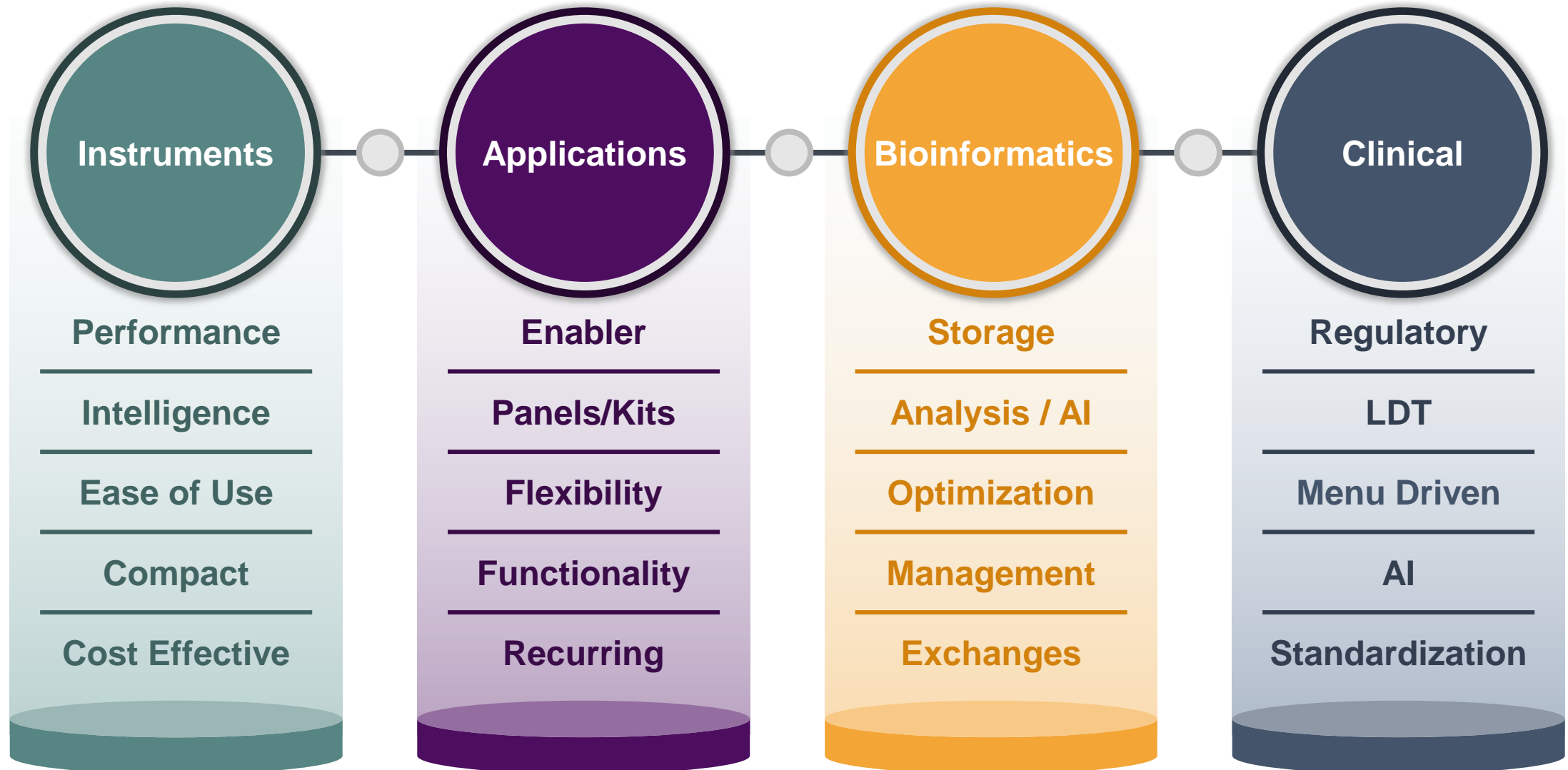
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Our Foundational Four Business Pillars



Cytek at a Glance (as of Q3-2023) ⁽¹⁾

Validated Technology Platform	Broad Customer Base and Global Presence	Strong Financial Profile
<p>1,997 Cytek FSP Units Placed</p> <p>1,450+ Cytek FSP Peer-reviewed Publications</p>	<p>1,500+ Customers</p> <p>70+ Countries</p>	<p>\$183.1M \$9.3M TTM Revenue/ A-EBITDA</p> <p>\$288M Net Cash/Equivalent</p>
Trailing 12 months as of (9/30/2023)		

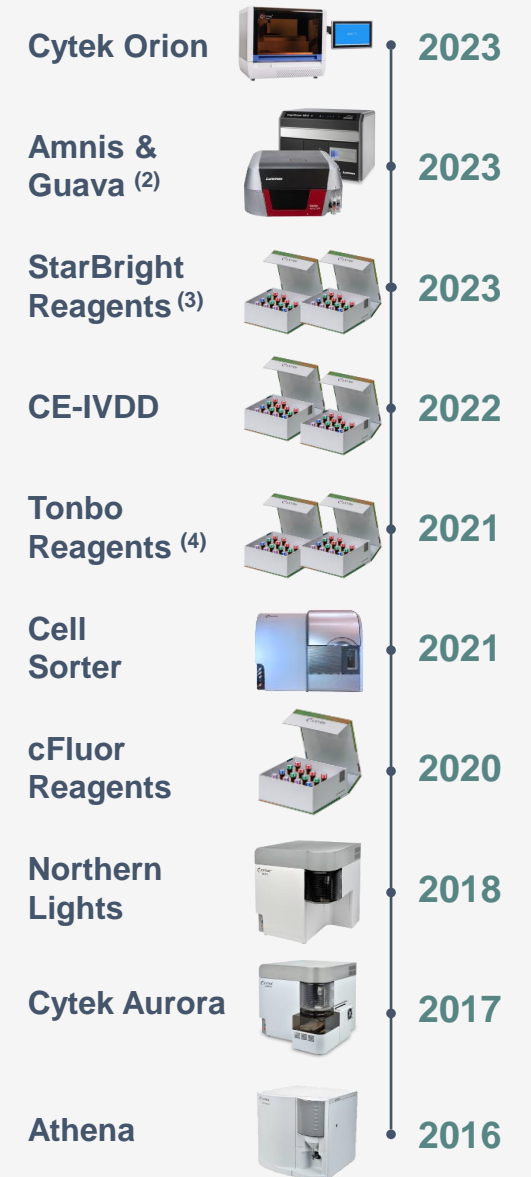
2023 Outlook

Revenue for the full year 2023 expected to be near the high-end of the \$188 - \$192M guidance range ⁽⁵⁾

1. As of Q3'23
 2. Acquired from Luminex in February 2023
 3. Announced partnership with Bio-Rad for use of StarBright dye portfolio in February 2023
 4. Acquired from Tonbo in November 2021
 5. Preliminary and unaudited; estimate as of January 8, 2024



Productive R&D and BusDev Engine




Platform of Cytek Cell Analysis Solutions

Cytek Aurora 

Northern Lights 

Cytek Orion 

Cell Sorter 

Automatic sample loader 

Amnis & Guava 

Athena 





Violet		Blue		Red	
Specificity	Fluorochrome	Specificity	Fluorochrome	Specificity	Fluorochrome
CD3	cFluor V420	CD8	cFluor B515	CD127	cFluor R659
CD14	cFluor V450	CCR7	cFluor BYG575	CD16	cFluor R668
CD45	cFluor V547	IgD	cFluor BYG667	CD56	cFluor R720
		CD45RA	cFluor B690	CD4	cFluor R780
		CD19	cFluor BYG710	Viability	ViaDye Red
		CD25	cFluor BYG781	CD27	cFluor R840





Global Scale and Reach with Diversified Revenue Mix (1)

Since Launch of Aurora Series in 2017...

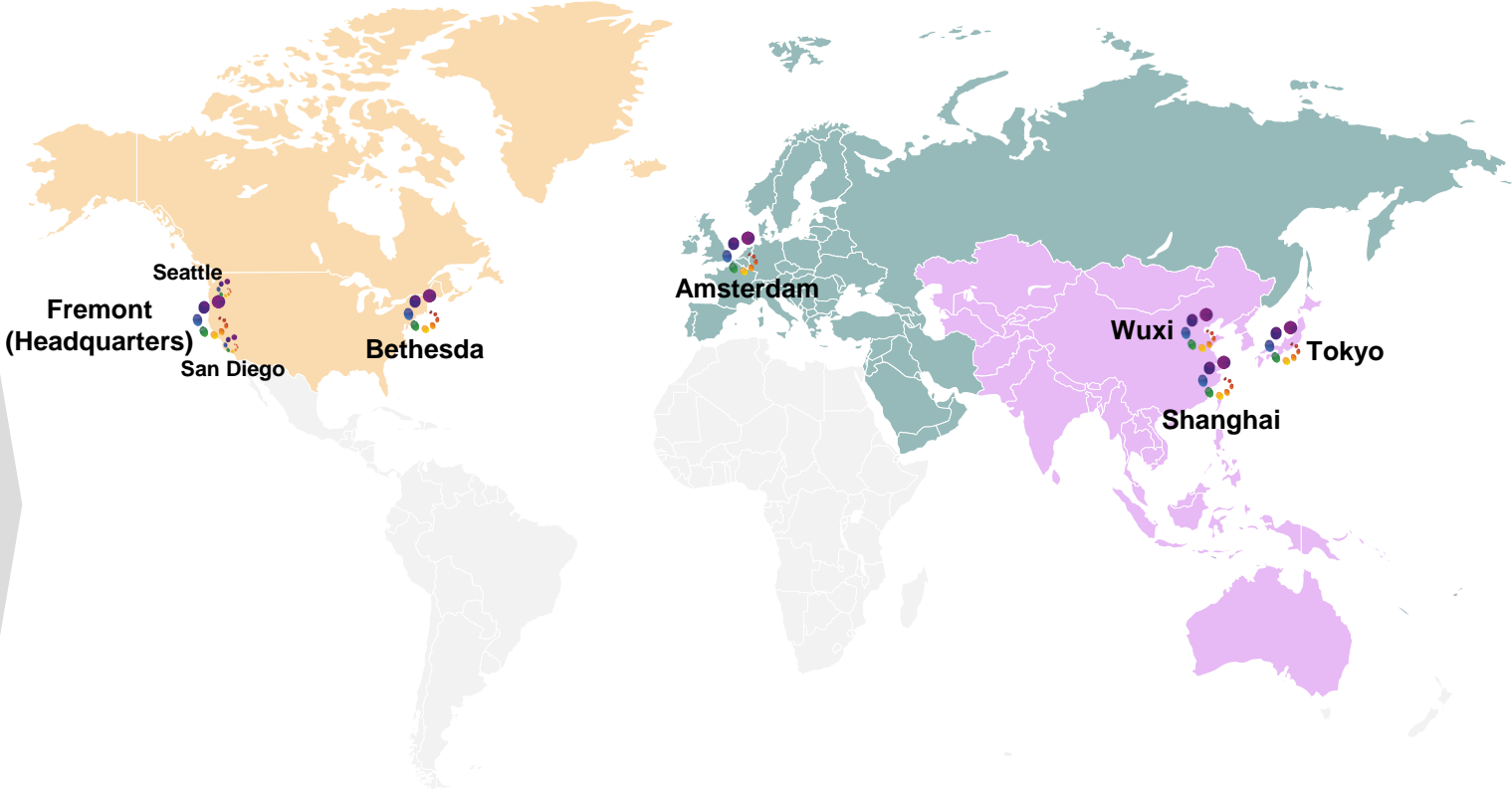
- 1,500+ Customers

- 150+ Biopharma Companies

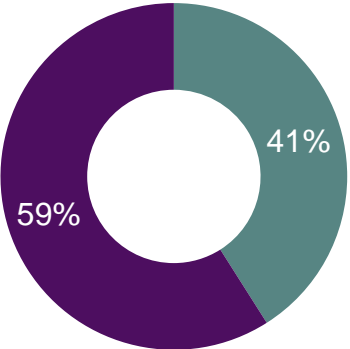
- 70+ Countries

- ~700 Employees

- WW Applications, Services & Sales



% Revenue by Industry



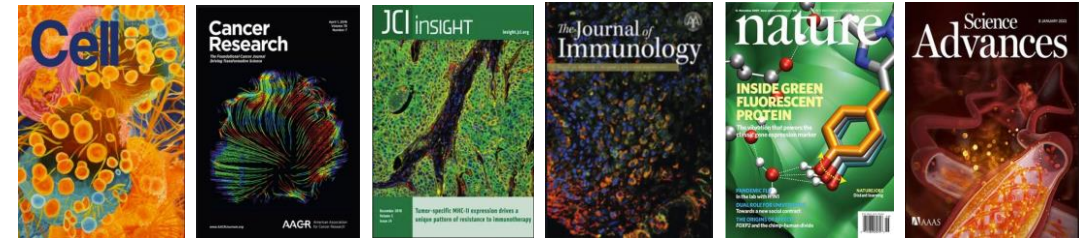
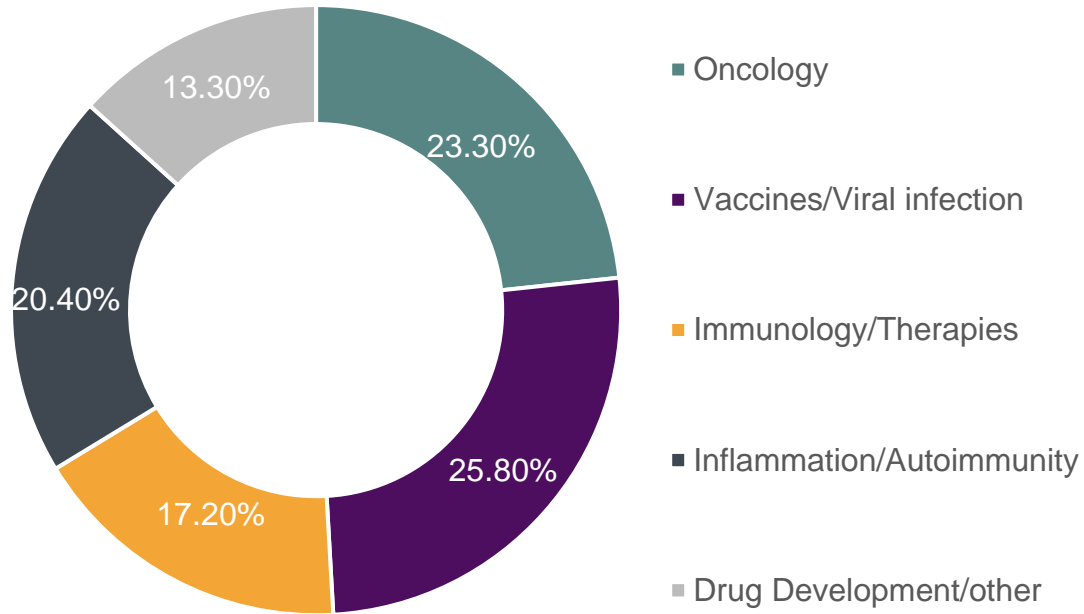
■ Academic and Government-Owned Institutions
 ■ Pharma and Biotech, Distributors and CROs

% LTM Revenue by Region (Q3'23)



Cytek Technology Enables Applications; >1,450 FSP Peer Reviewed Publications

Total Peer Reviewed Scientific Publication by Application



Why Customers Choose Cytek



Deeper assessment of patient immune status - **before and after treatment**



Maximize the value of a lab sample with **more information** in **less time** with **fewer errors**



Fully Standardized across experiments and laboratory sites



More powerful system at a **lower cost** with **minimal learning curve**

Application Examples for Life-Saving Therapies

Leukapheresis



Muse

T-cell isolation



Muse



easyCyte



Northern Lights

T-cell activation



Aurora



Northern Lights



ImageStream



easyCyte

T-cell Engineering/Transduction



Muse



easyCyte



Aurora



Northern Lights

MRD (Minimal Residual Disease)



Aurora



Northern Lights



easyCyte

Lot release prior to infusion / QA



Muse



easyCyte



Northern Lights

Cancer kill assay



Aurora



Northern Lights



ImageStream



easyCyte

Modified T-cell expansion



Muse



easyCyte



Aurora



Northern Lights



CS Sorter

Needs We Address:

Data Reproducibility & Quality, Standardization, Automation, Deep Phenotyping

AI Based Imaging Cell Analysis Enables New Therapies

Cytek ImageStream



FDA NEWS RELEASE

FDA Approves First Gene Therapies to Treat Patients with Sickle Cell Disease

Normal Cells

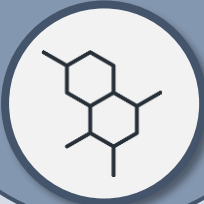


Sickle Cells



Cytek Instrument and Reagent Strategy Drives Growth

*Focus
Relentlessly on*



Cutting-Edge Applications

Immunotherapy
Immuno-oncology
Immune-profiling
CAR-T cells

**1,450+ FSP
publications in
many application areas**

*Position
the platform*



Pharma, Biotech & CROs

Instruments at top
pharma and CRO
companies

**Cytek cFluor and
Tonbo reagents
and panels**

*Translate
applications into*



Clinical Space

Immunotherapy
monitoring
Minimal Residual
Disease
Infectious disease

**Expanded KOL
partnerships &
collaborations /**

*Transforming
Cytek to a*



Full Solutions Provider

Kits & Panels
Clinical & Research
assays

**IVD product
registrations
completed or in**

- **Cytek proprietary cFluor FSP enabler reagent**
- **Combining instrument and reagents knowledge to enable HD cell analysis panel**
- **Cloud based experiment and panel design**

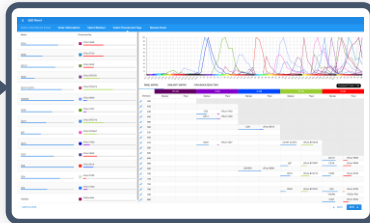
Cytek Continued Progress

Cloud-Based Operating System for Cytex Cell Analysis Platform

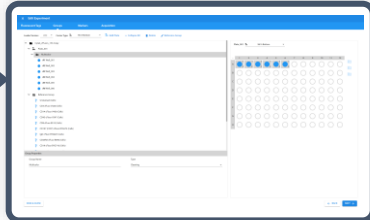
Integrated End-to-End Solution Expected to Accelerate Adoption

Functionalities

Panel Design



Experimental Design



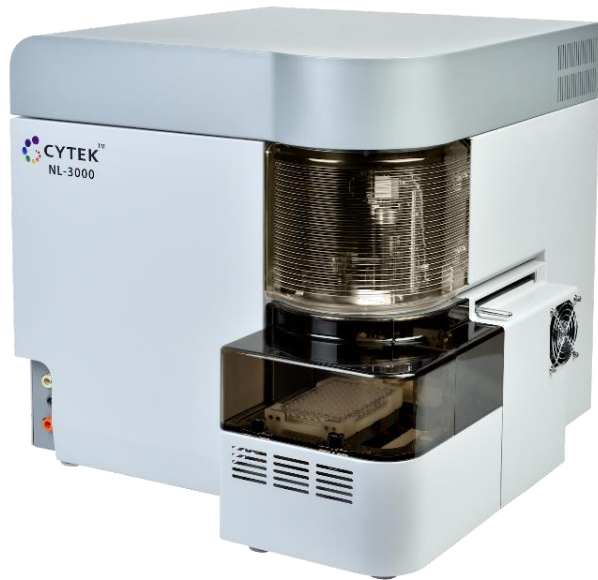
Data Analysis

Data Storage and User Management

Cytek investing in cloud capability to support growing customer base

FSP Technology Enables Comprehensive Clinical Applications and Lower Cost

Advanced Flow Cytometry for Disease Screening, Diagnosis and Monitoring



Full Spectrum Profiling

Benefits of Cytek FSP Technology for Clinical Use

Single Tube Increases Sensitivity e.g., MRD

Eliminates Redundant Reagents and Lowers Costs

Identifies Rare Populations of Abnormal Cells

Optimizes Use of Smaller Amounts of Patient Specimen

Opens Up Opportunities for New Dx Applications

Cytek's 2024 Operational and Shareholder Goals

Commitment to
Shareholder Value Creation

Cost and Capital Efficiency

Operational Excellence

Maximize Free Cash Flow

Profitable Growth

Execution Speed

Smart Acquisitions





Thank You



Appendix

GAAP to Non-GAAP (GP and EBITDA)

	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022	September 30, 2022	June 30, 2022	March 31, 2022	December 31, 2021	September 30, 2021	June 30, 2021	March 31, 2021
(In thousands)											
GAAP gross profit	\$ 27,178	\$ 28,162	\$ 21,038	\$ 29,374	\$ 26,862	\$ 24,561	\$ 20,177	\$ 23,636	\$ 21,277	\$ 19,745	\$ 14,486
Stock Based Compensation	829	868	692	640	759	749	707	717	559	120	112
Amortization of acquisition-related Intangibles	458	539	223	65	64	64	57	50	-	-	-
Non-GAAP Gross Profit	\$ 28,465	\$ 29,569	\$ 21,953	\$ 30,079	\$ 27,685	\$ 25,374	\$ 20,941	\$ 24,403	\$ 21,836	\$ 19,865	\$ 14,598
GAAP gross profit %	57%	57%	57%	61%	66%	61%	58%	61%	62%	65%	60%
Non-GAAP gross profit %	59%	60%	59%	62%	68%	63%	60%	63%	64%	65%	60%
GAAP Net (loss) income	\$ (6,456)	\$ (4,388)	\$ (6,807)	\$ 3,718	\$ 1,626	\$ (702)	\$ (2,158)	\$ (1,165)	\$ 1,420	\$ 2,670	\$ 102
Depreciation and Amortization	2,561	2,445	1,801	1,465	1,452	1,356	1,294	685	189	201	167
Provision (Benefit) for Tax	2,271	(2,207)	(2,233)	396	224	(699)	(1,145)	1,609	655	597	50
Interest Income	(1,622)	(1,201)	(2,143)	(2,626)	(1,584)	(391)	(18)	(18)	(12)	(9)	(10)
Interest Expense	595	409	673	687	649	647	590	492	441	433	375
Foreign Currency exchange loss	613	535	(1)	(1,748)	570	331	422	295	388	135	663
Loss on lease exit cost	-	-	-	-	-	-	-	347	-	-	-
Stock Based Compensation	5,758	5,922	4,699	4,465	4,359	3,934	3,837	3,008	2,455	667	456
Acquisition related expenses	-	27	1,485	218	-	-	-	230	-	-	-
Adjusted EBITDA	\$ 3,720	\$ 1,542	\$ (2,526)	\$ 6,575	\$ 7,296	\$ 4,476	\$ 2,822	\$ 5,483	\$ 5,536	\$ 4,694	\$ 1,803