

Investor Presentation

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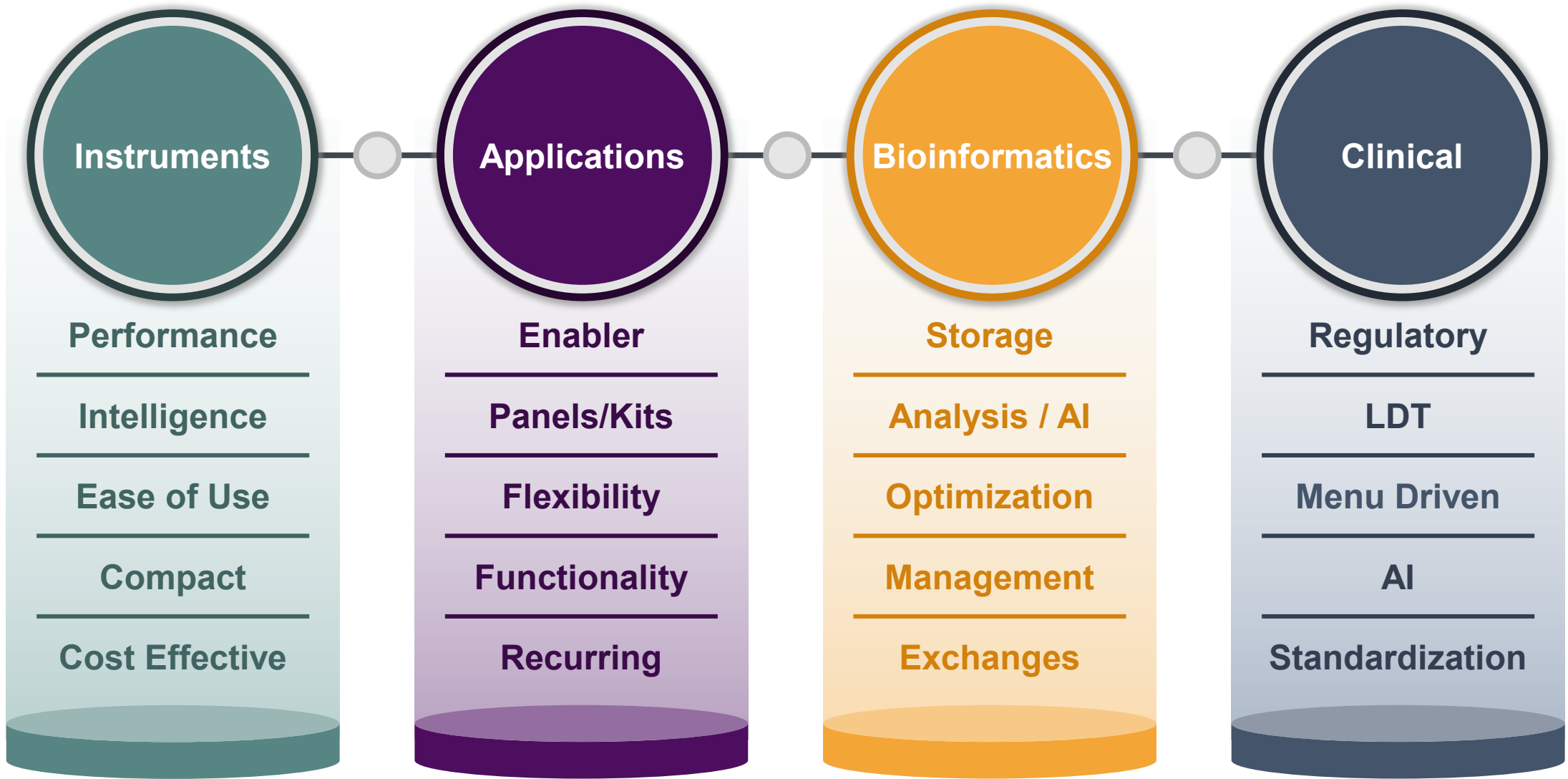
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Our Foundational Four Business Pillars



Cytek at a Glance (as of 9/30/24) ⁽¹⁾

Validated Technology Platform	Broad Customer Base and Global Presence	Strong Financial Profile
<p>2,821 ⁽²⁾</p> <p>Units Placed</p>	<p>1,500+</p> <p>FSP™ Customers</p>	<p>\$201.6M</p> <p>\$20.8M</p> <p>TTM Revenue/ A-EBITDA⁶</p>
<p>2,170</p> <p>Cytek FSP Peer-reviewed Publications</p>	<p>70+</p> <p>Countries</p>	<p>\$278M</p> <p>Net Cash/Equivalent</p>

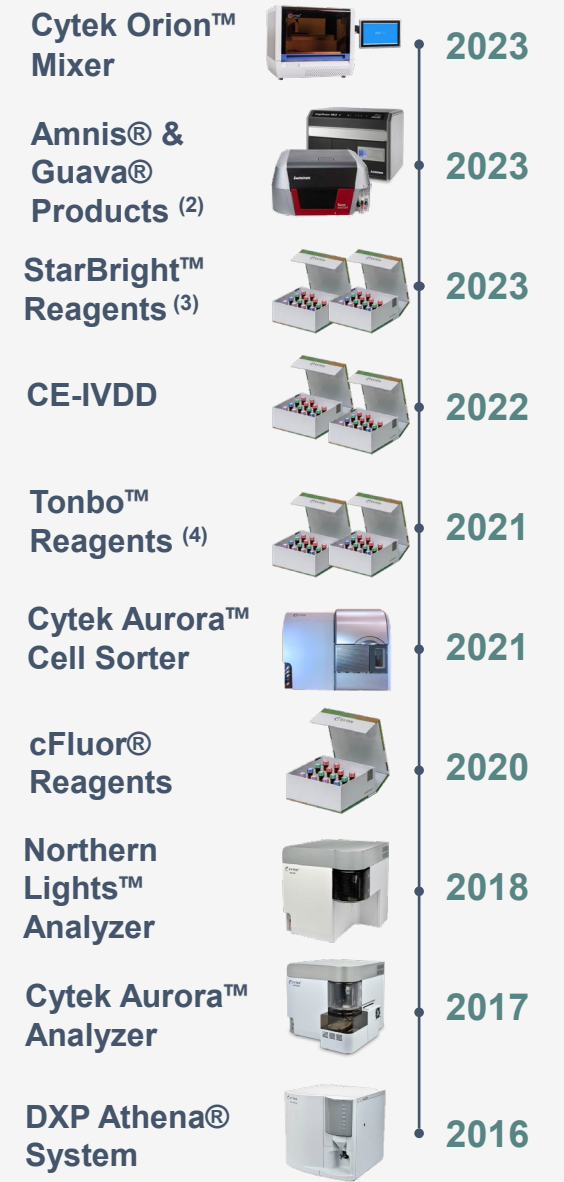
2024 Outlook

- Revenue guidance for 2024: \$203 - \$210M
 - Net loss in the single digit millions
 - Positive cash flow from operations

1. As of 9/30/24
 2. Includes 328 units Amnis and Guava units since acquisition 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. As of November 5, 2024
 6. GAAP to non-GAAP reconciliation presented in appendix

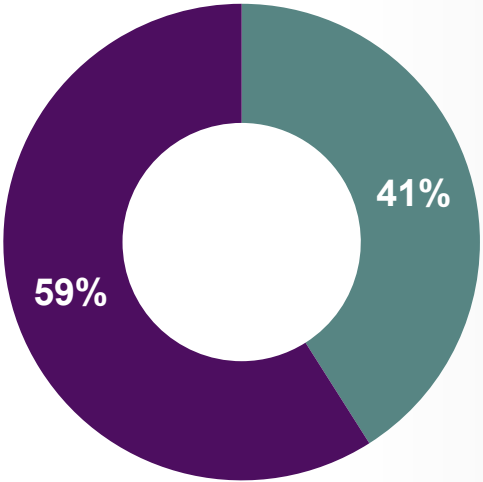


Productive R&D and BusDev Engine

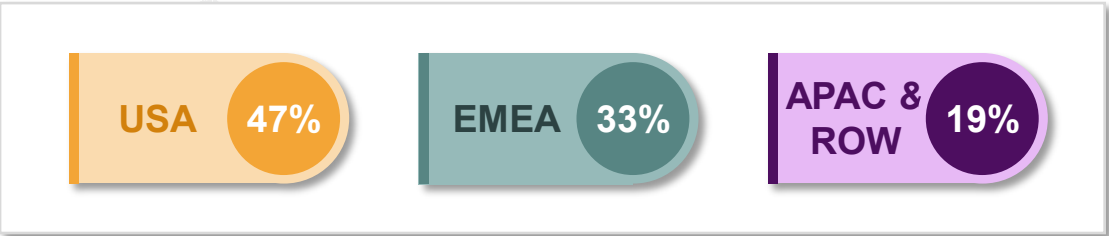
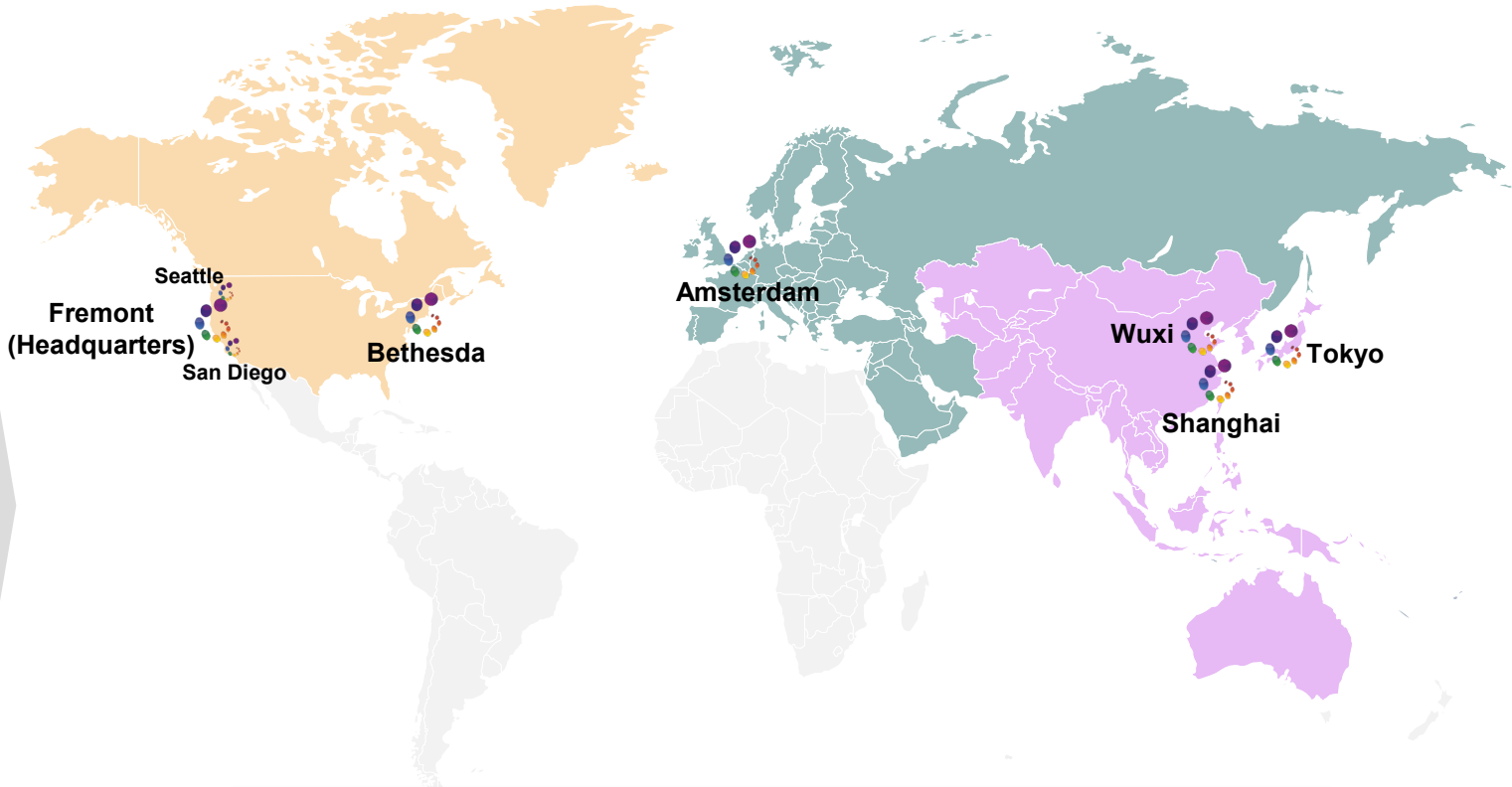


Global Scale and Reach with Diversified Revenue Mix (1)


% Revenue by Industry



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




Platform of Cytek Cell Analysis Solutions


Cytek Aurora 


Northern Lights 


Cytek Orion 

Cell Sorter 

Automatic sample loader 


Amnis & Guava 

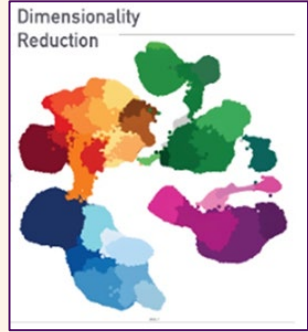
Athena 





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





FSP™ Technology Enables Comprehensive Applications and Lower Costs



Full Spectrum Profiling

Benefits of Cytek FSP Technology

Single Tube Increases Sensitivity

Eliminates Redundant Reagents and Lowers Costs

Identifies Rare Populations of Abnormal Cells

Optimizes Use of Smaller Amounts of Specimens

Opens Up Opportunities for New Applications

Cytek Technology Enables Applications; >2,100 FSP Peer Reviewed Publications

Peer Reviewed
Scientific Publications across Multiple
Applications

Oncology

Vaccines

Viral Infection

Immunology

Inflammation

Autoimmunity

Drug Development, and more ...



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 lab sites



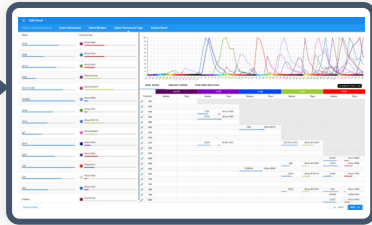
More powerful system at a lower cost with minimal
learning curve

Cloud-Based Operating System for Cytex Cell Analysis Platform

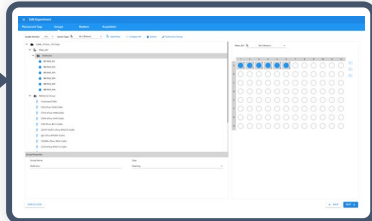
Integrated Cloud-Based End-to-End Solution Expected to Accelerate Cytex Platform Adoption

Functionalities

Enhanced
Panel Design
Capabilities



Experimental
Design



Data Analysis

Data Storage and User Management

Cytex Cloud
capabilities drive
utilization and
support growing
customer base

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 Reconciliation (GP and EBITDA)

	September 30,	June 30,	March 31,	December 31,	September 30,	June 30,	March 31,	December 31,	September 30,	June 30,	March 31,	December 31,	September 30,	June 30,	March 31,
	2024	2024	2024	2023	2023	2023	2023	2022	2022	2022	2022	2021	2021	2021	2021
(In thousands)															
GAAP gross profit	\$29,005	\$25,436	\$23,013	\$33,049	\$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	1,154	1,200	945	824	829	868	692	640	759	749	707	717	559	120	112
Amortization of acquisition-related Intangible assets	492	503	503	501	458	539	223	65	64	64	57	50	-	-	-
Non-GAAP Gross Profit	\$30,651	\$27,139	\$24,461	\$34,374	\$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 %	56%	55%	51%	57%	57%	57%	57%	61%	66%	61%	58%	61%	62%	65%	60%
Non-GAAP gross profit %	60%	58%	55%	59%	59%	60%	59%	62%	68%	63%	60%	63%	64%	65%	60%
GAAP Net (loss) income	\$941	(\$10,434)	(\$6,169)	\$5,502	(\$6,456)	(\$4,388)	(\$6,807)	\$3,718	\$1,626	(\$702)	(\$2,158)	(\$1,165)	\$1,420	\$2,670	\$102
Depreciation and Amortization	2,807	2,479	2,461	2,423	2,561	2,445	1,801	1,465	1,452	1,356	1,294	685	189	201	167
Provision (Benefit) for Tax	-784	3,248	-2,824	-1,392	2,271	-2,207	-2,233	396	224	-699	-1,145	1,609	655	597	50
Interest Income	-1,433	-1,416	-1,359	-1,447	-1,622	-1,201	-2,143	-2,626	-1,584	-391	-18	-18	-12	-9	-10
Interest Expense	119	134	441	393	595	409	673	687	649	647	590	492	441	433	375
Foreign Currency exchange loss	-1,076	1,784	1,131	-1,255	613	535	1	-1,748	570	331	422	295	388	135	663
Loss on lease exit cost	-	-	-	-	-	-	-	-	-	-	-	-	347	-	-
Stock Based Compensation	7,053	7,152	5,640	5,669	5,758	5,922	4,699	4,465	4,359	3,934	3,837	3,008	2,455	667	456
Acquisition related expenses	-	-	-	175	-	27	1,485	218	-	-	-	230	-	-	-
Adjusted EBITDA	\$7,627	\$2,947	(\$679)	\$10,068	\$3,720	\$1,542	(\$2,524)	\$6,575	\$7,296	\$4,476	\$2,822	\$5,483	\$5,536	\$4,694	\$1,803