



**CYTEK**  
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## Q3 2025 Earnings Presentation

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November 5, 2025

# Safe Harbor Statement

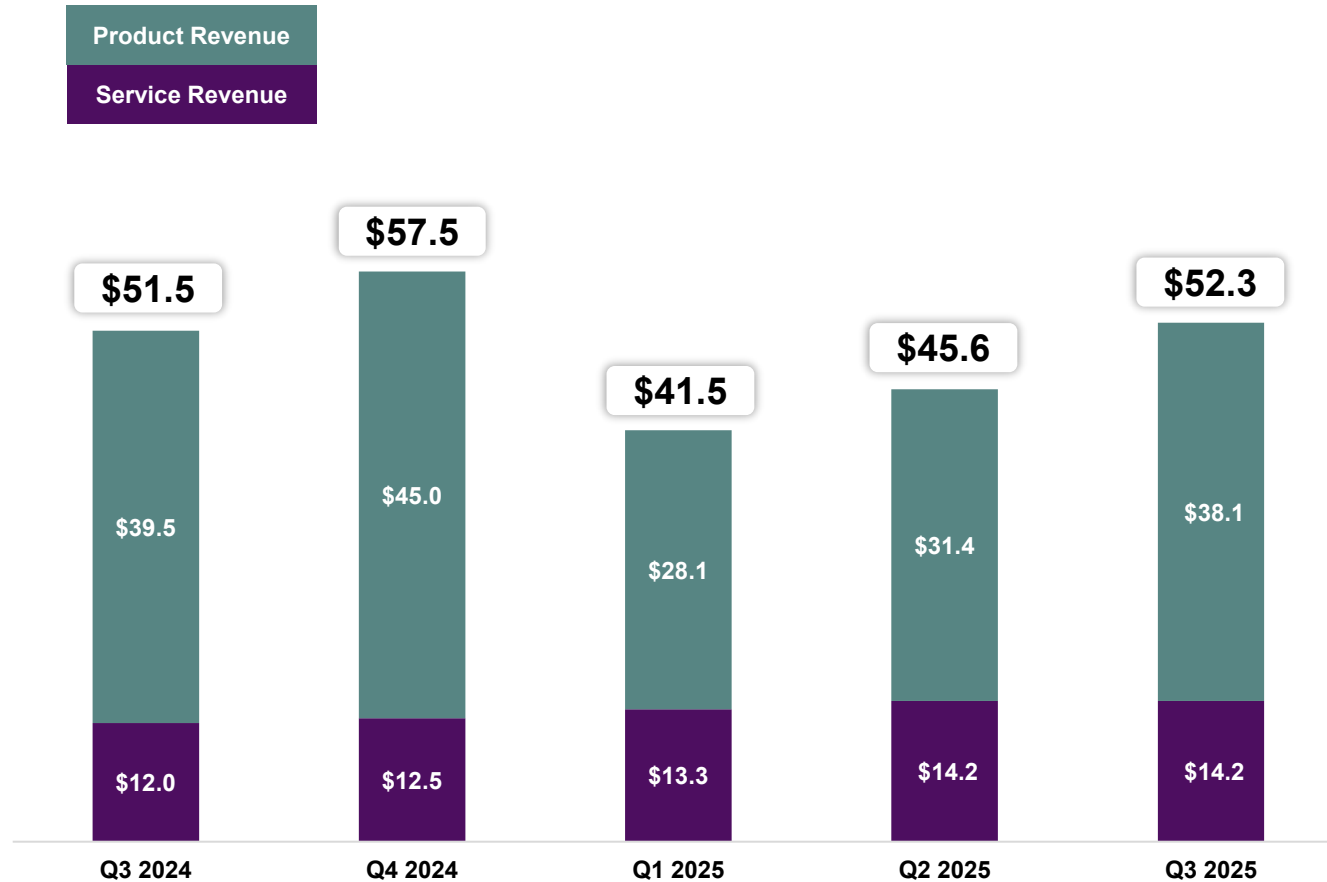
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This presentation and the related conference call and webcast include certain financial information in accordance with generally accepted accounting principles in the United States ("U.S. GAAP") and also on a non-GAAP basis for the three-month period ended September 30, 2025 and September 30, 2024. Management believes that non-GAAP financial measures, including "Adjusted gross profit," "Adjusted gross margin," "Adjusted EBITDA," and "Adjusted EBITDA excluding investment income," taken in conjunction with GAAP financial measures, provide useful information for both management and investors by excluding certain non-cash and other expenses that are not indicative of the company's core operating results. Management uses non-GAAP measures to compare the company's performance relative to forecasts and strategic plans and to benchmark the company's performance externally against competitors. Non-GAAP information is not prepared under a comprehensive set of accounting rules and should only be used to supplement an understanding of the company's operating results as reported under U.S. GAAP. Cytek encourages investors to carefully consider its results under GAAP, as well as its supplemental non-GAAP information and the reconciliation between these presentations, to more fully understand its business. Reconciliations between GAAP and non-GAAP operating results are presented in the tables accompanying this presentation.

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# Q3 2025 Revenue<sup>1</sup>



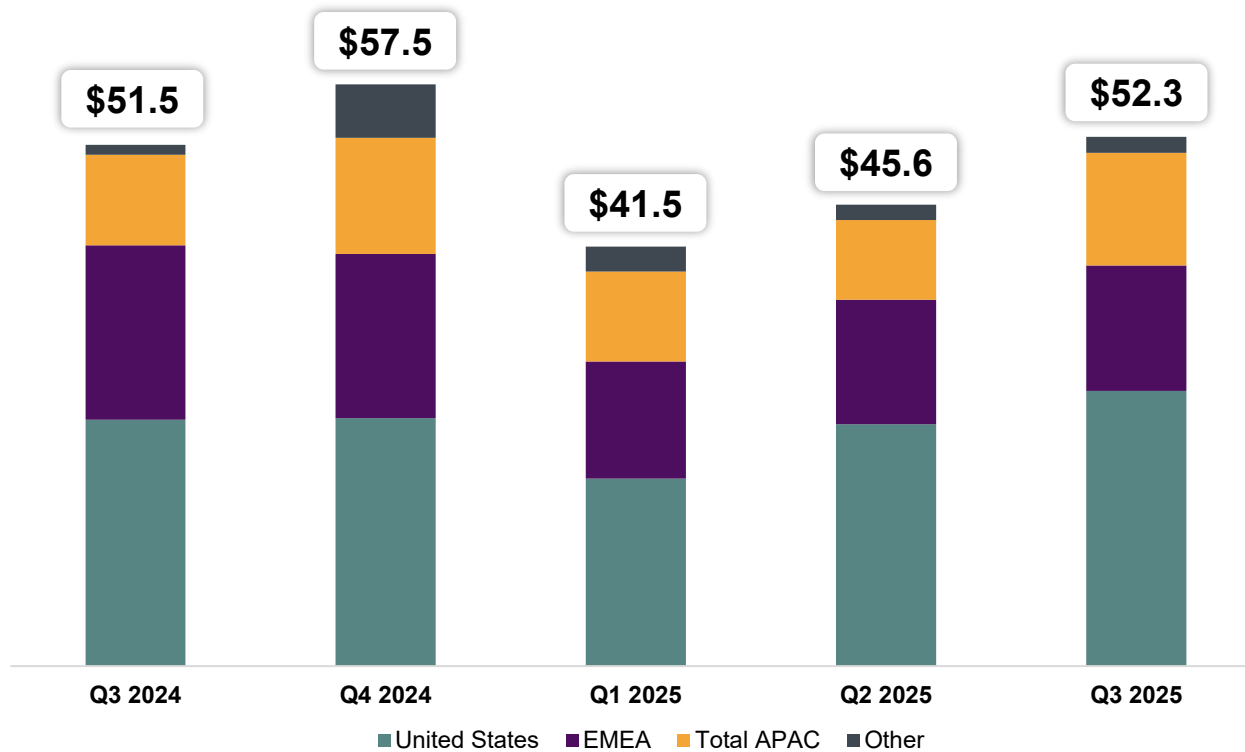
1. As of quarter ended 9/30/2025

2. APAC = Asia Pacific

## Q3 2025 Commentary (Y/Y)

- Total revenue increased 2% Y/Y
- Growth in the quarter was driven by strong double-digit growth in APAC<sup>2</sup> and from continued growth in our recurring revenue businesses, namely, service and reagent

# Revenue by Geographic Region<sup>1</sup>

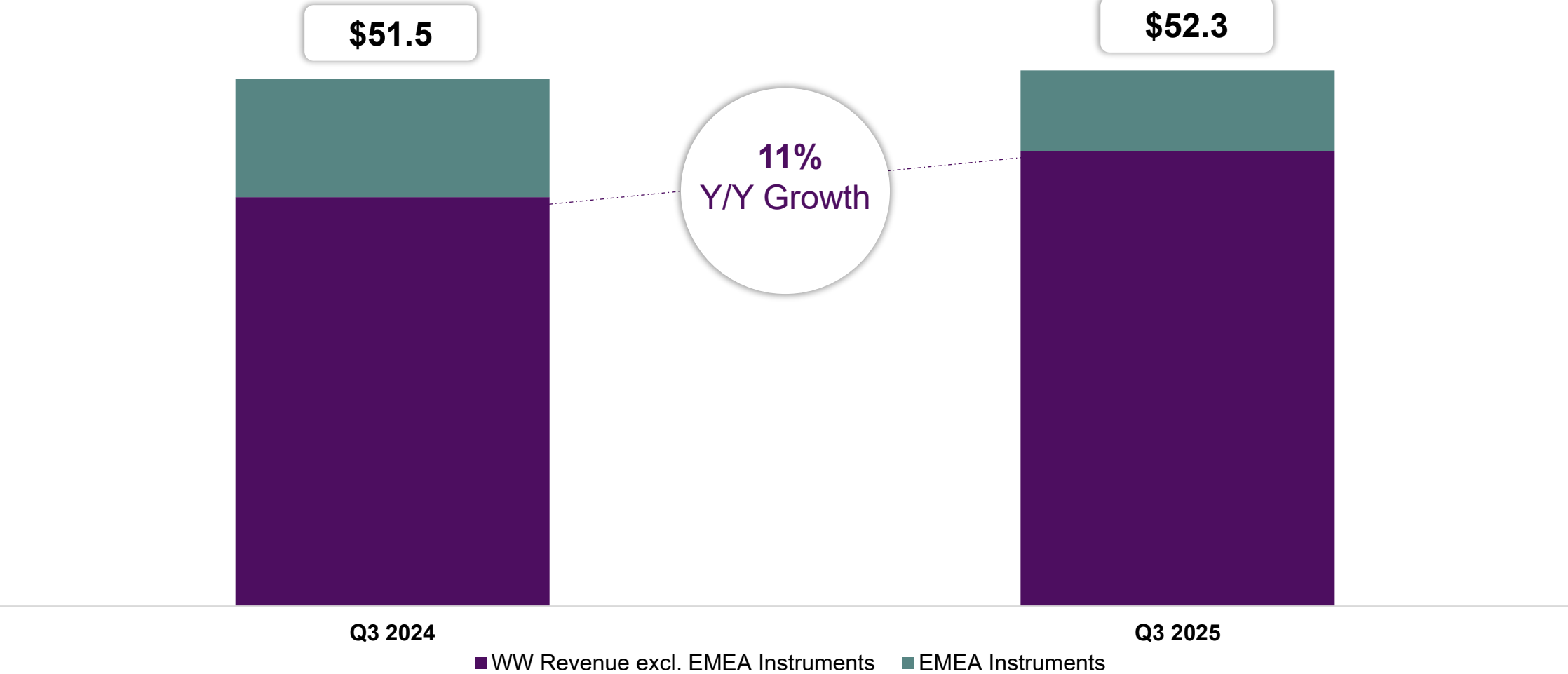


## Q3 2025 Commentary (Y/Y)

- **US:** Revenue was up 12% driven by growth in pharma/biotech and service, offset by academic/government
- **EMEA:** Revenue declined 28% driven by weakness in academic/government, partially offset by pharma/biotech and service
- **APAC:** Revenue was up 25% driven by growth in product, service and reagent revenue
- **ROW:** Revenue was up 60% driven by strength in pharma/biotech

1. EMEA = Europe, Middle East, & Africa; APAC = Asia-Pacific; ROW = Rest of World, including Canada, Latin America and other non-specified regions

# Strong revenue growth worldwide, excluding EMEA Instruments<sup>1</sup>



<sup>1</sup>EMEA = Europe, Middle East & Africa

# Strong Execution Across Growth Pillars Q3 2025

## Instruments

## Bioinformatics

## Applications

## Clinical<sup>1</sup>



Expanded to a total installed base of 3,456 Cytek instruments, adding 161 units in Q3 2025



Expanded Cytek Cloud Users to over 22.6K users in the third quarter, growing base by 40% since the start of the year, reaching nearly 8 users per instrument



Total recurring revenue, comprised of service and reagent revenues, grew 19% compared to the third quarter of 2024



Expanded European headquarters in Amsterdam, increasing footprint by more than 40% with a customer service and training center



Showcased Cytek's Northern Lights-CLC capabilities in performing in-vitro diagnostic procedures; notably, Northern Lights-CLC unit is the only spectral unit approved for clinical use in the EU<sup>1</sup>

<sup>1</sup>Cytek's products are for research use only and not for use in diagnostic procedures (other than Cytek's Northern Lights-CLC system and certain reagents, which are available for clinical use only in China and the European Union).

# Q3 2025 Financial Overview

<i>in millions</i>	Q3 2025	Q3 2024	Y/Y
<b>Total Revenue</b>	\$52.3	\$51.5	2%
Product	\$38.1	\$39.5	(4)%
Service	\$14.2	\$12.0	19%
Gross Profit	\$27.6	\$29.0	(5)%
Gross Margin	53%	56%	
Operating Expenses	\$36.7	\$33.3	10%
Loss from Operations	(\$9.2)	(\$4.2)	NM
Net Income/(Loss)	\$(5.5)	\$0.9	NM
Non-GAAP Adjusted gross margin <sup>1</sup>	55%	60%	
Non-GAAP Adjusted EBITDA <sup>1</sup>	\$2.5	\$7.6	(68)%
Non-GAAP Adjusted EBITDA excluding investment income <sup>1</sup>	\$0.5	\$5.7	(91)%

1. GAAP to non-GAAP reconciliation in appendix of Cytek's Q3 2025 Earnings Presentation

# Reaffirming Full Year 2025 Revenue Guidance

**FY 2025 Revenue<sup>1</sup>**

**\$196 - \$205**

-2 to +2% y/y growth

1. Assumes no change from current currency exchange rates

# Well-positioned for Growth and Profitability



## Technology Platform Leader

Strengthening market leadership position through targeted investments that will reinforce our competitive position and accelerate growth

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## Global Diversification

Multiple geographies with instrument and recurring revenue streams

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## Growing Recurring Revenue

Reagent and service businesses benefitting from established and expanding global installed base

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## Attractive Financial Profile

Well-positioned to deliver long-term value through differentiated technology portfolio, durable growth drivers, strong balance sheet, and global reach



# Appendix

# Reconciliation of GAAP to Non-GAAP Measures (Unaudited)

(In thousands)

	Three months ended	
	September 30, 2025	September 30, 2024
	(Unaudited)	(Unaudited)
<b>GAAP Gross profit</b>	\$ 27,551	\$ 29,005
Stock based compensation	\$ 906	\$ 1,154
Amortization of acquisition-related intangible assets	\$ 481	\$ 492
<b>Non-GAAP Adjusted gross profit</b>	<b>\$ 28,938</b>	<b>\$ 30,651</b>
<b>GAAP Gross margin</b>	53%	56%
<b>Non-GAAP Adjusted gross margin</b>	55%	60%
<b>GAAP Net income</b>	<b>\$ (5,478)</b>	<b>\$ 941</b>
Depreciation and amortization	\$ 3,063	\$ 2,807
Provision for (benefit from) income taxes	\$ (2,291)	\$ (784)
Interest income	\$ (573)	\$ (1,433)
Interest expense	\$ 494	\$ 119
Foreign currency exchange loss (gain)	\$ 886	\$ (1,076)
Stock based compensation	\$ 5,638	\$ 7,053
Non-recurring deferred ATM facility offering cost write off	\$ 711	\$ —
<b>Non-GAAP Adjusted EBITDA</b>	<b>\$ 2,450</b>	<b>\$ 7,627</b>
Investment income	\$ (1,960)	\$ (1,914)
<b>Non-GAAP Adjusted EBITDA excluding investment income</b>	<b>\$ 490</b>	<b>\$ 5,713</b>



**Thank You**