Advancing the Next Generation of Cell Analysis

September 2021

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Cytek is Becoming the Premier Cell Analysis Company

Novel, patented FSP platform utilizes the full spectrum of fluorescent signatures to deliver high-resolution, high-content and high-sensitivity cell analysis

Highly intuitive, integrated workflow solutions driving strong adoption with **over 850 instruments placed** since commercial launch in 2017

Validated platform with **over 270 peer-reviewed publications**, which continues to accelerate alongside **growing applications**

Delivering **strong revenue growth of 59% YoY** for the second quarter of 2021

Potential utility across a myriad of research and clinical applications could allow Cytek to **access the broader $23Bn cell analysis market**[1]

Comprehensive suite of solutions expands customer base and diversification, and provides **recurring revenue opportunity**

1. 2024 market projection estimate

Cytek's Leadership Team

Wenbin Jiang, Ph.D.
Chief Executive Officer
Cosemi · LUMENTUM

Patrik Jeanmonod
Chief Financial Officer
CORE BRANDS · COVANCE

Ming Yan, Ph.D.
Chief Technology Officer
BD · NeoPhotonics

Allen Poirson, Ph.D.
SVP, Marketing and Corporate Development
SONY Biotechnology · AccuImage · twoXAR

Valerie Barnett
General Counsel
Dermira · FLUIDIGM · WILSON SONSINI

Mark Edinger
VP, Scientific Affairs
BD · Q² Solutions

Maria Jaimes, M.D.
VP, Applications
BD

Ray Lannigan
VP, Global Sales & Service
BD

Ken Riley
General Manager
BD · INTUITIVE SURGICAL

Melik Ulusu
VP, Operations & Integrated Supply Chain
BD · PerkinElmer

Investing to Capture the Cell Analysis Opportunity

Validated Technology Platform

850+
Units Placed

270+
Publications

Broad Customer Base and Global Presence

620+
Customers

25+
Countries

Strong Financial Profile

$93M
2020 Revenue

$30.4M
2Q21 Revenue

2017 — Aurora

2018 — Northern Lights

2020 — Reagents

2021 — Cell Sorter

To better understand our immune system, with its large and complex network of different cells and their sub-populations, there has been a **growing need for higher complexity cell analysis experiments and assays** to analyze **MORE cell populations together in a single tube of sample**

MORE fluorescent tagged biomarkers
provided by reagent vendors to identify cell populations

MORE lasers and detectors
provided by instrument manufacturers to measure these fluorescent biomarkers

We Provide an End-to-End Platform of FSP Solutions

Instruments

Aurora

Northern Lights

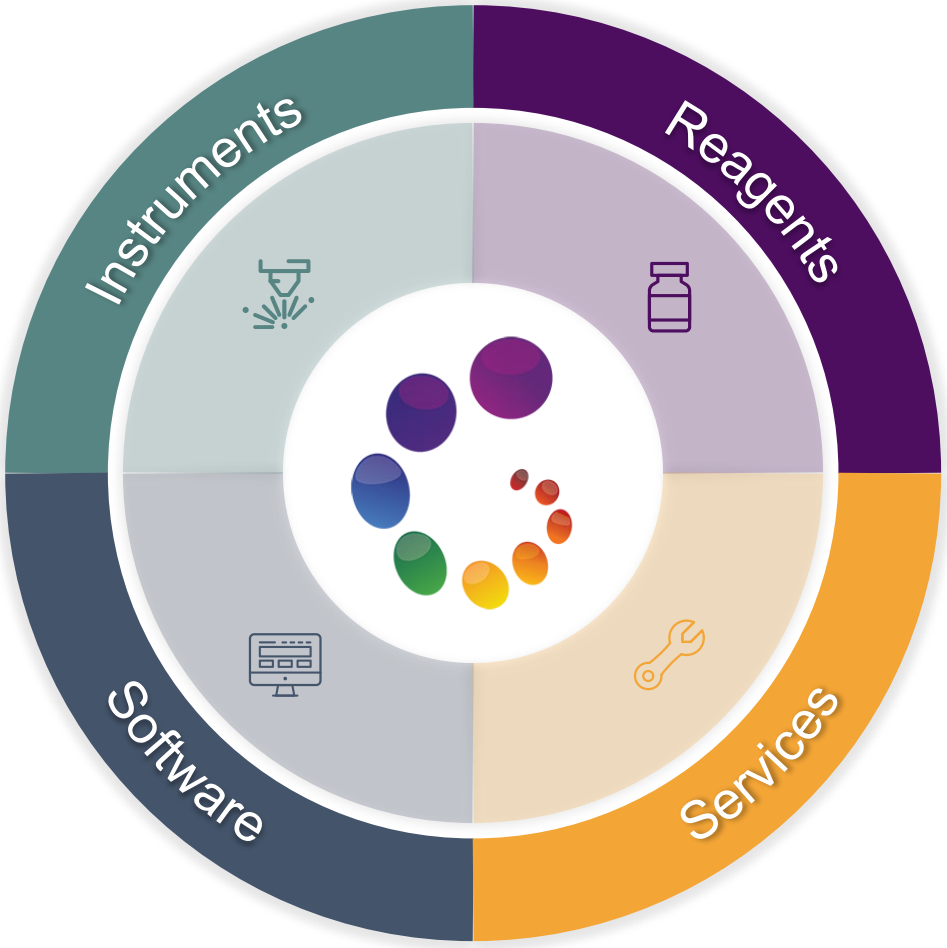
Cell Sorter

Application & Service

Reagents & Kits

Software

Strategy to Drive Innovation in the Cell Analysis Market



Becoming a Comprehensive Solutions Provider and Driving Innovation in Cell Analysis

- Continue facilitating technical innovation in cell analysis
- Broad application development across life sciences, and healthcare more broadly:
  - Discovery, translational and clinical research
  - Clinical diagnostics

Our FSP Platform Allows Us to Address the Broader Cell Analysis Market

Agilent Technologies · Beckman Coulter · BD · Bio-Rad · Fluidigm · Miltenyi Biotec · ThermoFisher Scientific · Sony

$8B Initial TAM

*(Cell Analysis Market in **2019** Addressable by Flow Cytometry)*

$3.0B	$1.9B	$1.6B	$1.0B
Cell ID	Cell Proliferation	Cell Counting & QC	Single Cell Analysis

$8B Additional TAM

*(Cell Analysis Market in **2019** Not Currently Addressable by Flow Cytometry)*

$2.4B	$2.4B	$1.3B	$1.3B	$1.1B
Cell Viability	Cell Signaling	Cell Interaction	Target ID	Cell Structure

$23B Long-Term TAM

*(Total Cell Analysis Market in **2024**)*

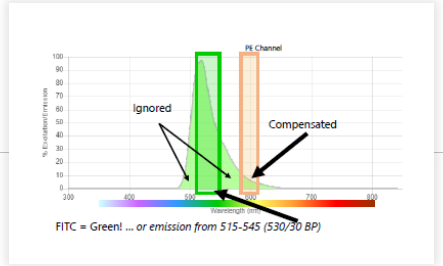
Marine Biology

Water Supply Contamination

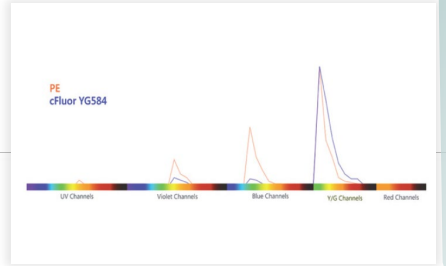
Alternative Biofuels

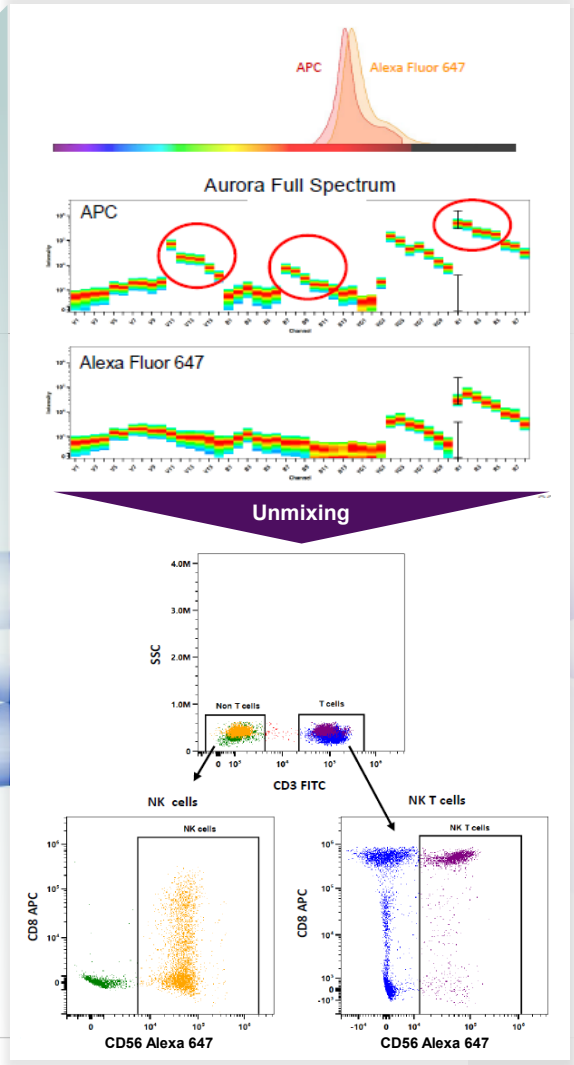
Advancing Cell Analysis with Our Unique FSP Technology

Conventional



Cytek's FSP Technology





ENTIRE emission spectrum is captured across the different module & stitched together to create a spectral signature that combines emission information of fluorochrome excited by all onboard lasers

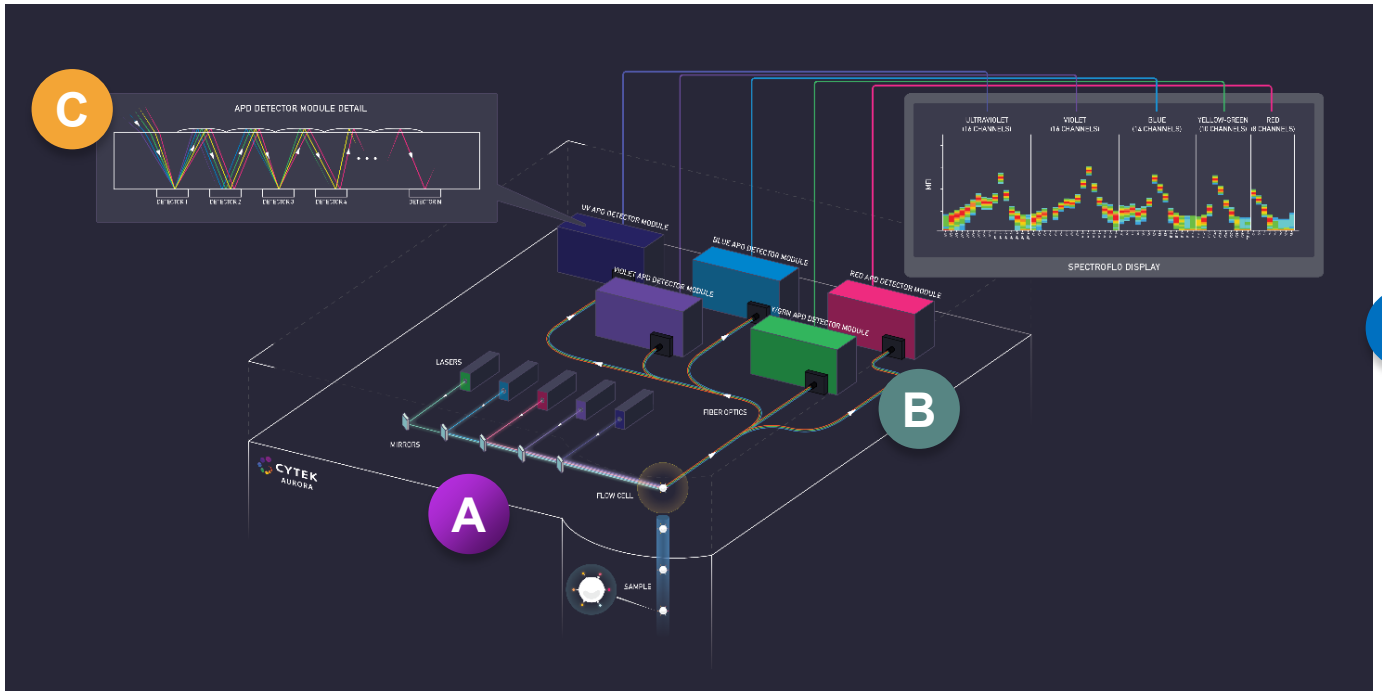
Our FSP platform was purpose-built to advance the next generation of cell analysis by **delivering deep insights, high throughputs and ease of use**

FSP technology enables **high sensitivity and high throughput without compromising data quality**

Allows **use of many dyes simultaneously with optimal resolution**, which is not possible with conventional cytometers

FSP is **able to extract autofluorescence** to enhance resolution

Our FSP Technology is Powered by Innovative Designs



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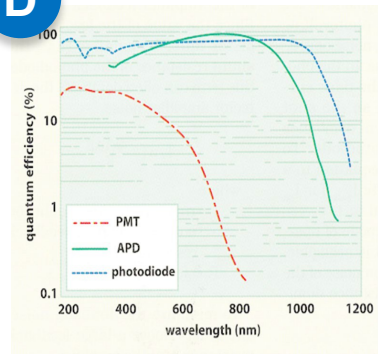


A The fluorescence spectrum from each laser source is collected from multiple laser excitation

B The fluorescence from each laser source is collected by each corresponding detector array module

C Use of APD detectors maximizes sensitivity and enables broad wavelength responses

D The combination of our patented optical design with APD detectors yields high-resolution data at an optimized signal-to-noise ratio

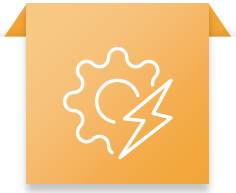
Maximize Resolution & Accuracy | **Optimized Signal-to-Noise Ratio** | **High Resolution** | **Valuable Insights**

Benefits of Our FSP Platform

Ultra-sensitive
Resolves the most challenging cell populations

Deep, high-integrity content
Highly complex assays through access to 40 different colors in a single tube

Flexible and compatible
Single configuration across a wide range of reagents and applications



Efficient and compact
Saves time and money while maintaining industry-leading performance

Integrated and intuitive
Fully integrated workflows with end-to-end solutions

Cytek's Core Instruments: Aurora and Northern Lights

Aurora

>40 Colors from 3-5 Lasers	Biopharma, CROs, Large Academic Labs	High-End Market

Northern Lights

>24 Colors from 1-3 Lasers	Individual Researchers & Clinical Labs	Entry-Level Market

High-Throughput | **Flexible & Intuitive** | **Ultra-Sensitive** | **Valuable Insights**

Newly Launched: Aurora Cell Sorter Overview

Aurora Cell Sorter

Shipped June 2021

First highly flexible, intuitive and ultra-sensitive cell sorter that leverages the detection and sensitivity capabilities of our FSP technology to isolate living cell populations from lower to higher complexity panels beyond 40 biomarkers

Unique

- Accommodates the same number of parameters with the same sensitivity as the Aurora system
- Able to isolate living cell populations from lower to higher complexity panels beyond 40 biomarkers
- Ability to easily transfer panels from Aurora, as well as other or conventional instruments, to sorter
- Easy integration for downstream analysis (e.g., genomics and proteomics)

Differentiated

- Can analyze and sort using higher complexity panels, in addition to ability to isolate living cell populations

Sustainable

- Higher complexity spectral panels cannot be run on a conventional sorter
- Cytek sorter can also be used to sort panels from conventional analyzers

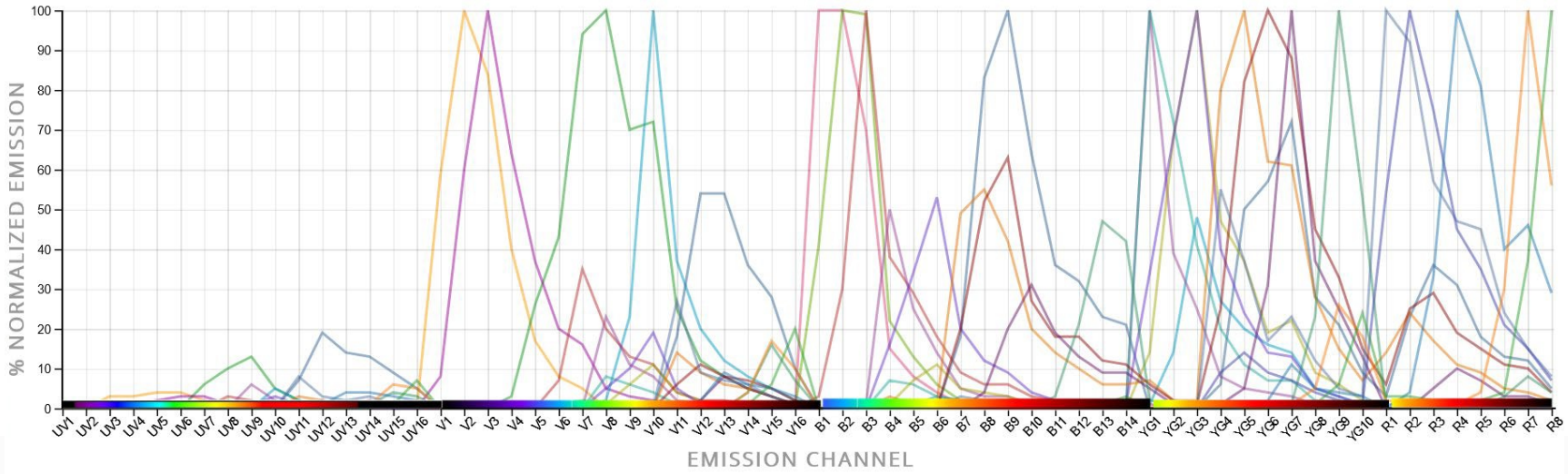
Cytek' FSP Platform versus Other Technologies

	CYTEK TRANSCEND THE CONVENTIONAL	Conventional Flow Cytometry	Spectral Flow Cytometry	Mass Cytometry
Biomarkers / Parameters (>40 biomarkers)[1]	✓	✗	✗	✓
Sensitivity (nanoparticle detection)	✓	✓	✗	✗
Throughput (>30K cell/second)	✓	✓	✓	✗
Footprint (<150K cm^3)	✓	✓	✗	✗
Sorting Capability	✓	✓	✗	✗
Cost : Performance[2]	✓	✗	✗	✗

1. Based on peer-reviewed publications
2. Cost-to-Performance reflects performance based on accessible biomarkers, sensitivity, throughput and sorting capabilities, relative to costs associated with instruments, consumables, time, labor and ability to upgrade over time

Our FSP Technology Provides a Significant Reagents Opportunity

- Cytek developed a set of spectral unique dyes based on full spectrum cytometry
  - About 20 cFluor dyes are identified and several have been commercialized
  - Additionally, we market a cFluor immunoprofiling kit with 14 colors
- Fluorescence spectrum of Cytek cFluor dyes can be stored in the instruments for ease of use and bundling with instruments



		Laser	cFluor
		Violet	**cFluor V420**
		Violet	**cFluor V450**
		Violet	cFluor V500
		Violet	cFluor V570
		Violet	cFluor V620
		Blue	cFluor B518
		Blue	**cFluor B532**
		Blue	**cFluor B548**
		Blue	cFluor BYG575
		Blue	cFluor BYG610
		Blue	cFluor BYG628
		Blue	cFluor BYG666
		Blue	cFluor BYG676
		Blue	cFluor BYG680
		Blue	**cFluor BYG710**
		Blue	cFluor BYG781
		Yellow Green	**cFluor YG584**
		Red	cFluor R659
		Red	cFluor R667
		Red	**cFluor R685**
		Red	**cFluor R720**
		Red	cFluor R780
		Red	cFluor R810
		Violet	ViaViolet
		Red	ViaRed

Reagents & Kits Portfolio

Reagents & Kits

Commercially Launched
October 2020

Our reagents are fluorochrome conjugated antibodies used to identify cells of interest

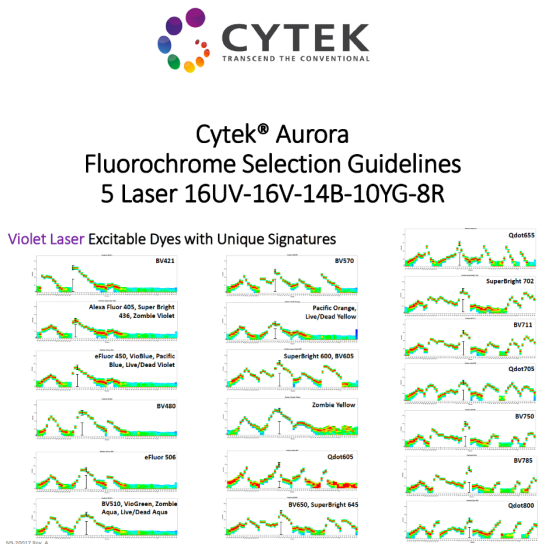
Simplifies the workflow from sample preparation to data analysis

Our 14-color cFluor immunoprofiling kit and 40-color optimized multicolor immunofluorescence panel provide users with ready-to-use protocols and antibodies

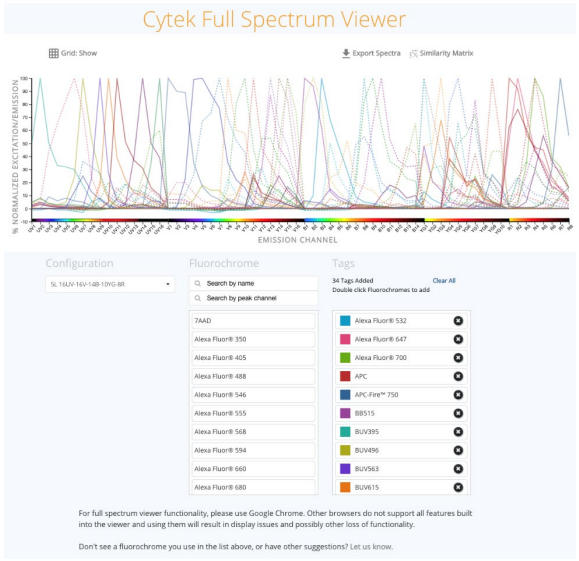
Class 1 single-color reagents currently sold in China with clinical studies underway for 6-color TNBK reagents for potential Class 3 registration

Web-Based Tool Developed to Help Customers to Advance HD Cell Analysis

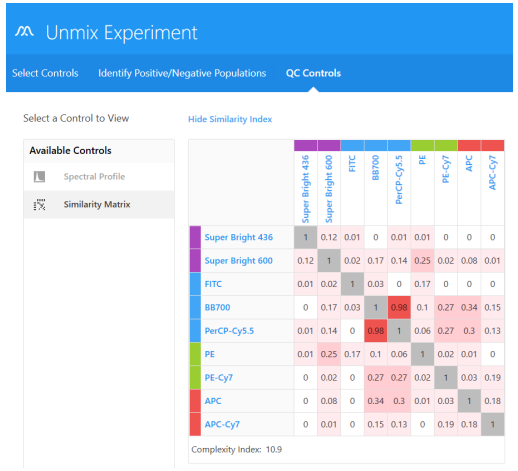
Fluorochrome Selection Guidelines



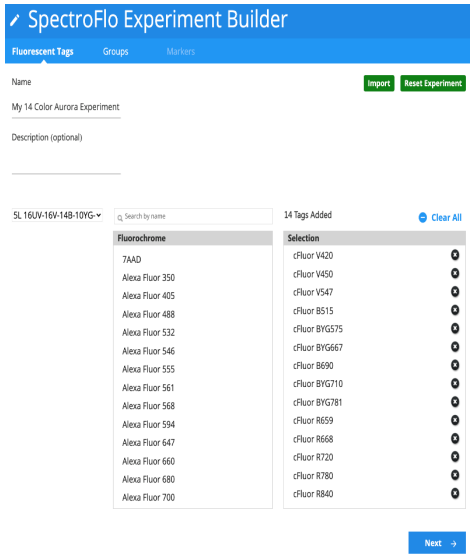
Spectrum Viewer



Similarity and Complexity Indices



Experiment Builder



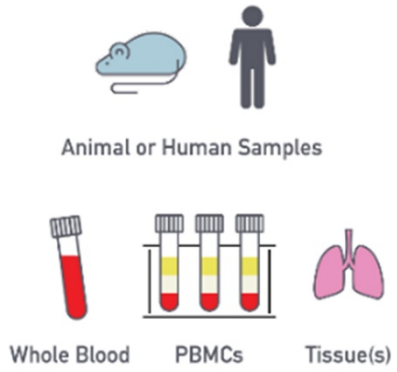
View and overlay full spectrum signatures

Compare and evaluate fluorochrome combinations

Create SpectroFlo experiment templates

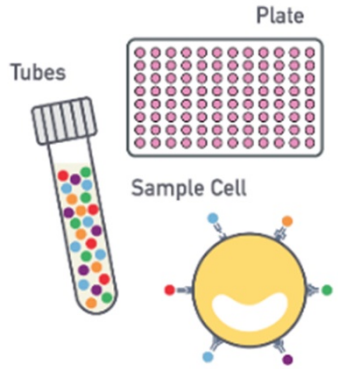
End-to-End FSP Workflow

01



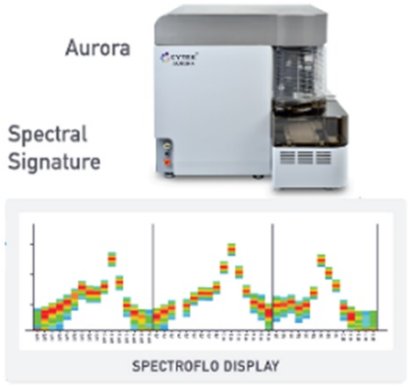
Sample Collection

02



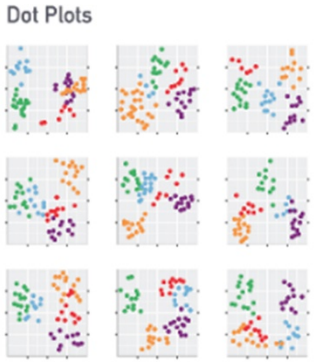
Sample Preparation & Labeling

03



Full Spectrum Profiling

04



Sample Acquisition Live Unmixing

05

Advanced Analysis

Standardized, fully-integrated FSP workflow solution, incorporating instruments, reagents, software and services to provide a seamless end-to-end experience, increasing usage of high-dimensional cell analysis techniques by more end-users and accelerating market adoption

Development Strategy for Driving New Applications via Reagents

Work with industry partners / KOLs to potentially co-develop new fluorophores and antibody conjugates with unique spectral characteristics

+

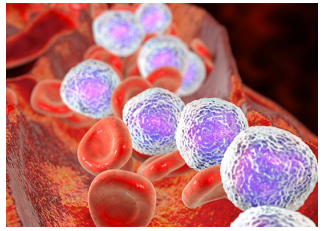
Evaluate unique fluorophore prototypes to consider future development of additional products or processes

+

Collaborations with Clinical Laboratories to design and study potential clinical diagnostics

Identify and develop a larger range of conjugated antibodies

that can be combined across each laser to increase the number of colors that can be effectively used together, with optimal resolution, in laboratory research and clinical diagnostics

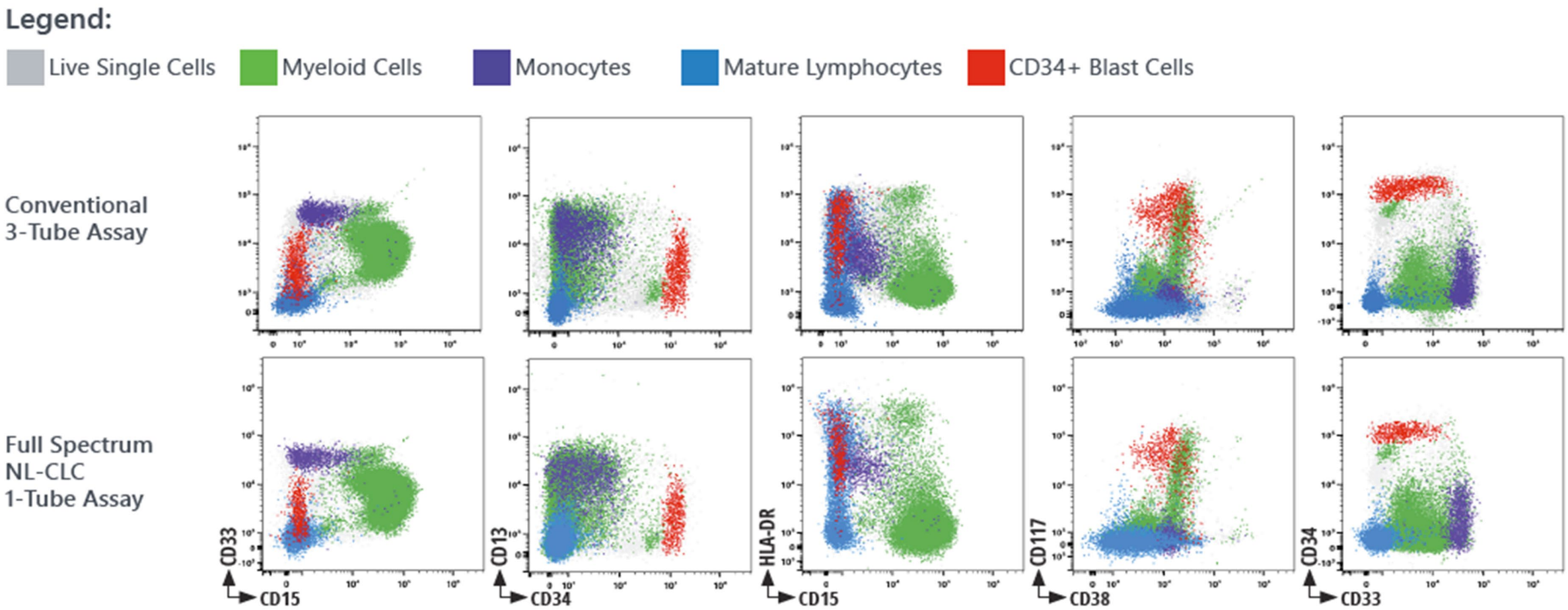


Leukemia & Lymphoma Diagnosis

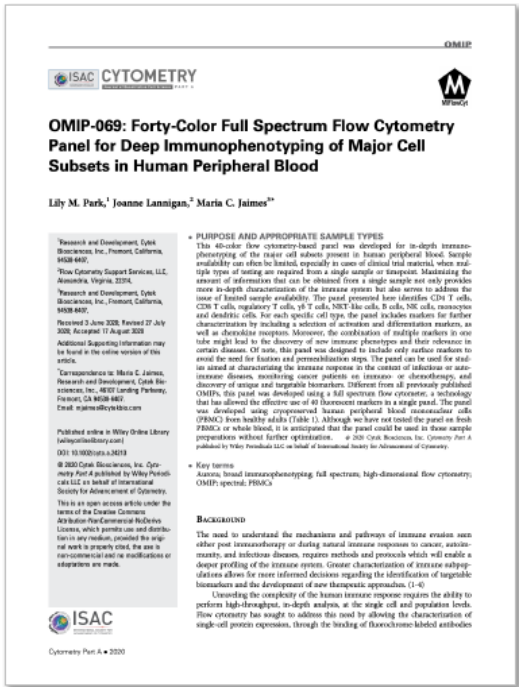
Minimal Residual Disease Monitoring

Comparable performance between 3-tube assays with CFC and 1-tube assays with NL-CLC

New diagnosis method is discovered when multiple tubes are combined



First 40-color Optimized Multicolor Immunofluorescence Panel



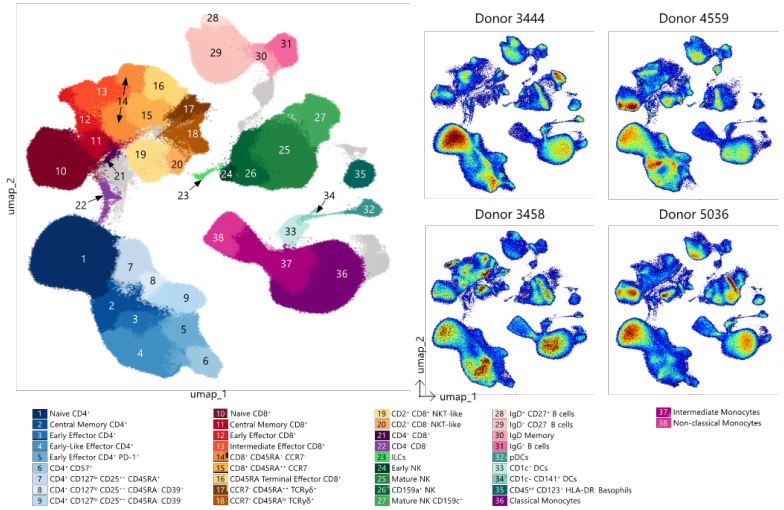
OMIP

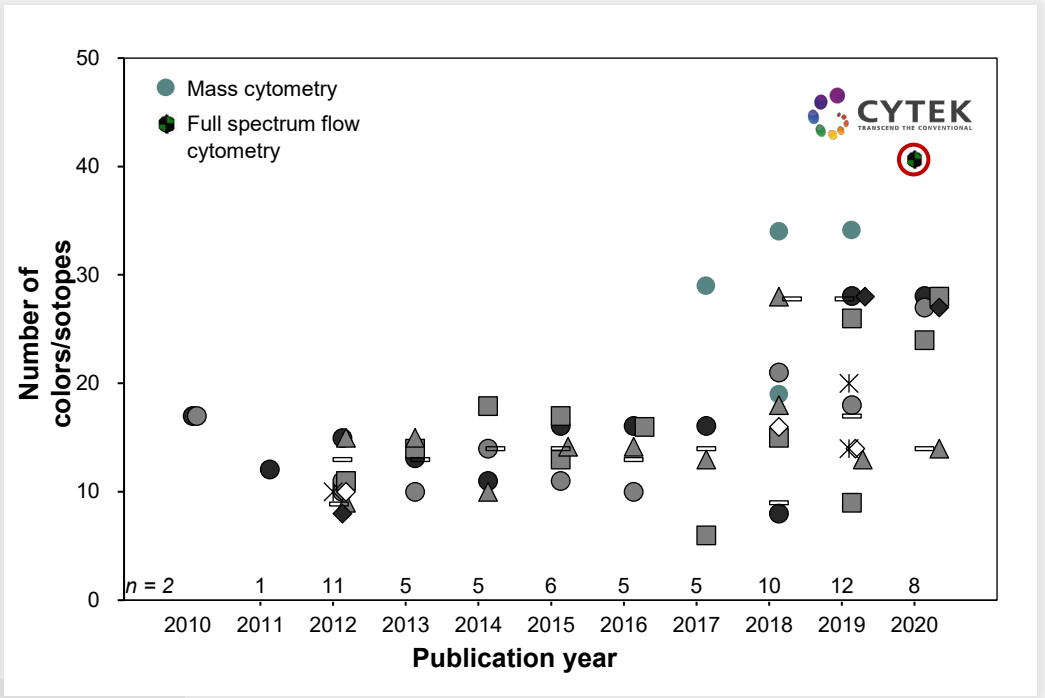
ISAC CYTOMETRY

OMIP-069: Forty-Color Full Spectrum Flow Cytometry Panel for Deep Immunophenotyping of Major Cell Subsets in Human Peripheral Blood

Lily M. Park,[1] Joanne Lannigan,[2] Maria C. Jaimes[3]*

ISAC



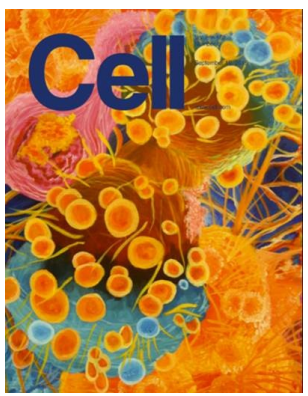


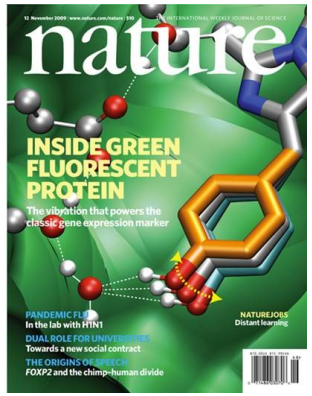
First publication to go beyond 28-color fluorescence flow cytometry, exceeding OMIP panels published using mass cytometry

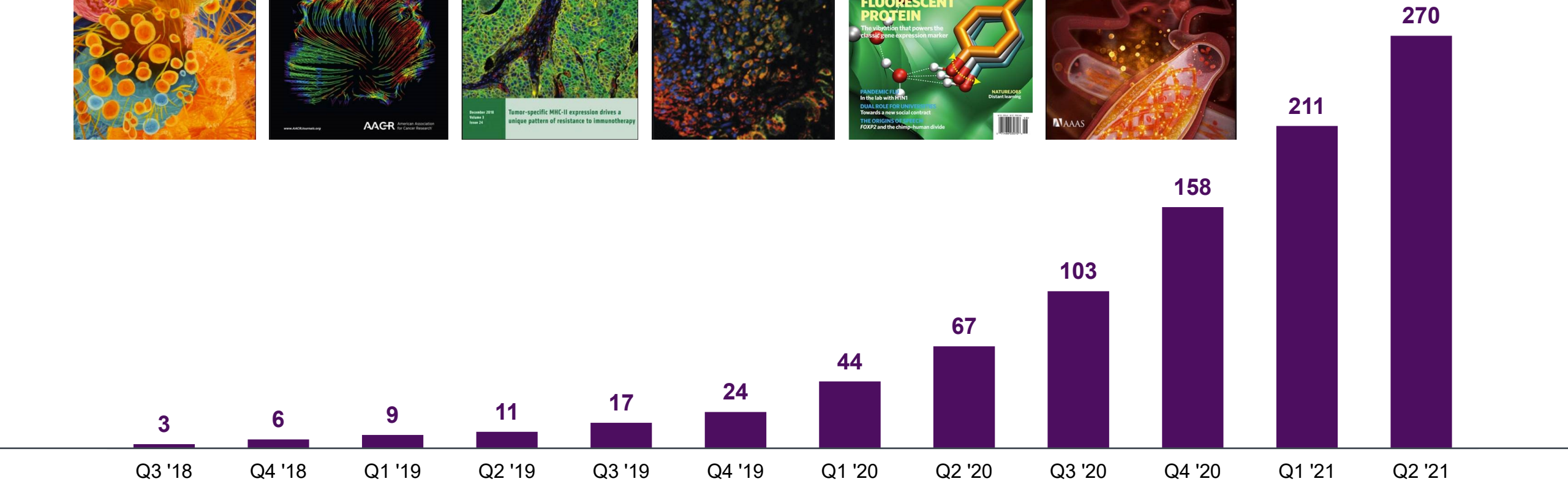
40-color panel covering almost the entire cellular composition of the human peripheral immune system with a single tube

Higher throughput, robust population resolution and lower cost

Validation as Publications have Increased Significantly Over Time







Growing Market Needs Require Advanced Cell Analysis

Flow cytometry used in clinical settings and provide new possibilities for novel drug development

The Rise of Immuno-Oncology

Customers demand increased access to high parameter flow cytometry at both the high-end and low-end entry points

Demands of Flow Cytometry Customers are Increasing

Market is characterized by large, legacy players and a dearth of innovation, thus there is a large appetite for novel solutions

Opportunity to Innovate a Market Suffering from Inertia

The diagnostics sector has enjoyed a period of significant innovation, particularly within the fields of genomics and proteomics

Clinical Diagnostics are Changing

Drive adoption and application development of Cytek's FSP platform

Cytek's Value Proposition to the Clinical Market

NL-CLC

- Performs high-level multi-parameter flow cytometry immunophenotyping on small sample amounts
- Accurately detects, diagnoses and monitors immune cell disorders with very low levels of key biomarkers

Benefits

- Allows for more informative antibodies in one tube
- Minimizes use of redundant reagents
- Optimizes use of smaller amounts of patient specimen
- Identifies small populations of abnormal cells
- Improves overall laboratory efficiency
- Lowers costs

Becoming a Solutions Provider for the Clinical Market

Automated Sample Preparation

Customized Workflow Solutions

Automated Analysis

Error Reduction

The Power of “AND”

Flow cytometry is often used with downstream or companion technologies

Flow Cytometry Analysis

Cytek cFluor™ Reagent Kits

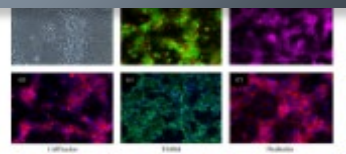
- Immuno-oncology
- Immunotherapy
- Infectious disease
- Minimal residual disease

Flow Cytometry Sorting

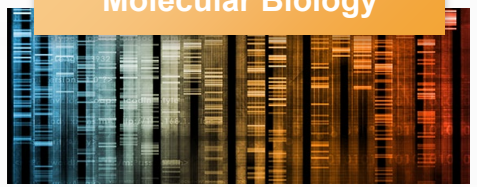
Next Gen Sequencing

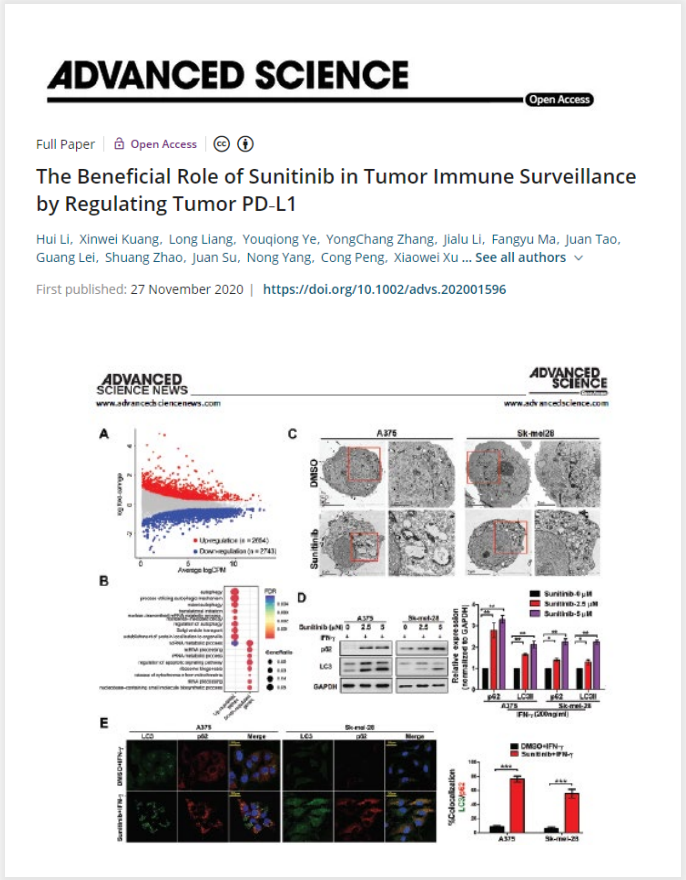
10x GENOMICS illumina

High Content Imaging



Molecular Biology





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The Beneficial Role of Sunitinib in Tumor Immune Surveillance by Regulating Tumor PD-L1

Hui Li, Xinwei Kuang, Long Liang, Youqiong Ye, YongChang Zhang, Jialu Li, Fangyu Ma, Juan Tao, Guang Lei, Shuang Zhao, Juan Su, Nong Yang, Cong Peng, Xiaowei Xu ... See all authors

First published: 27 November 2020 | https://doi.org/10.1002/advs.202001596

Cytek is Transforming into a Full Solutions Provider

Establish Thought Leadership

Place instruments at top research universities and corporations across US, Europe and Asia

850+
Instrument placements

Drive Cutting-Edge Applications

Focus on high value areas of scientific research and discovery

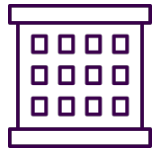
270+
Publications

Position the Platform for Broad Use

Drive placements at pharma, biotech and CRO customers

125+
Biopharma Customers

Translate into the Clinical Setting



Develop applications for clinical setting using our FSP technology

$23Bn
Broader Cell Analysis TAM[1]

Transformation into Solutions Provider

End-to-end solutions provider, including instruments, reagents, software and services

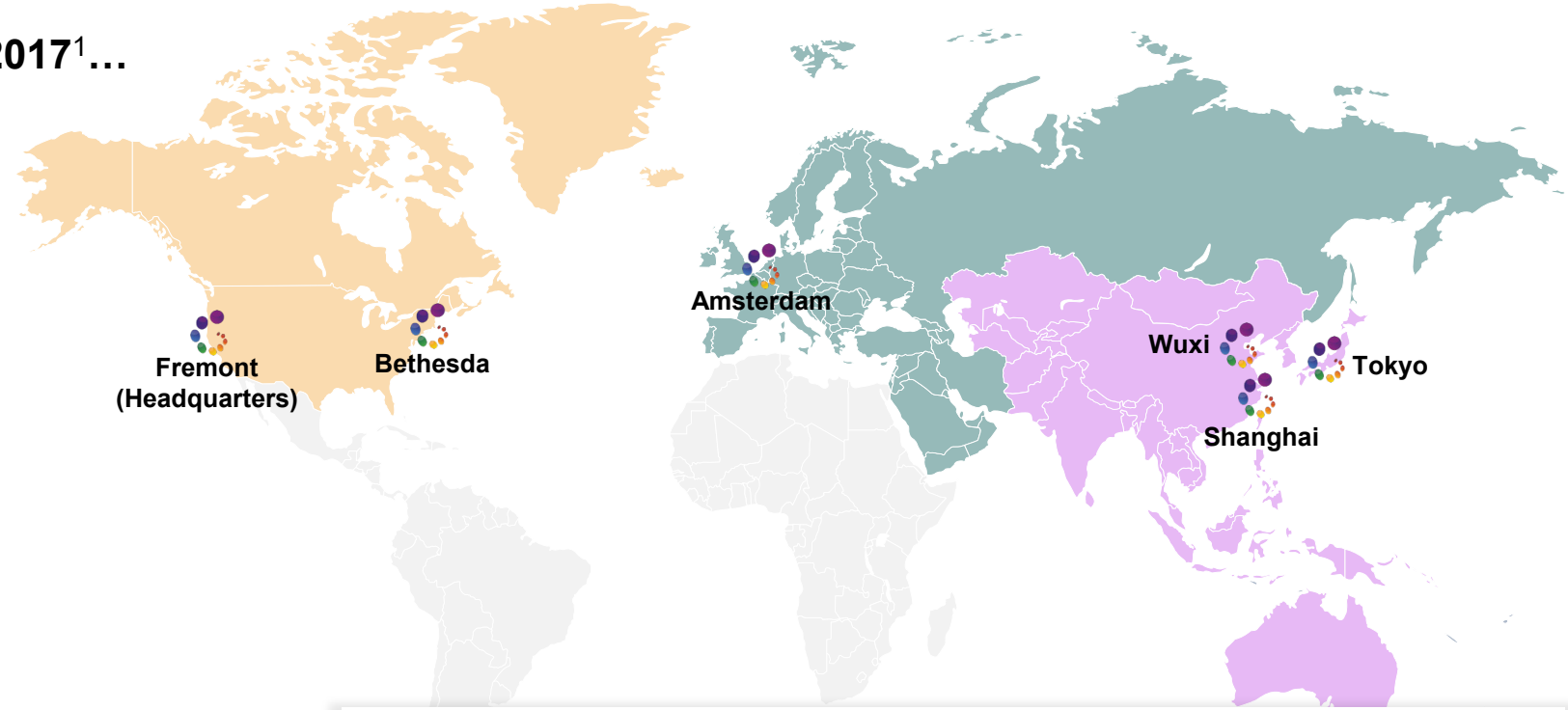
Strong and **Scaling**
Adj. EBITDA[2,3]

1. 2024 market projection estimate
2. We define Adjusted EBITDA as net income (loss) adjusted for interest expense, interest income, other income (expense), net, provision for (benefit from) income taxes, depreciation and amortization, legal settlement expenses and stock-based compensation expenses. Adj. EBITDA Margin is on a percentage of revenue basis.
3. Represents longer term financial objectives of the Company and does not constitute estimates of the Company's future performance, financial, or otherwise. There is no assurance that the Company will ever achieve any of these objectives. See Special Note Regarding Forward-Looking Statements

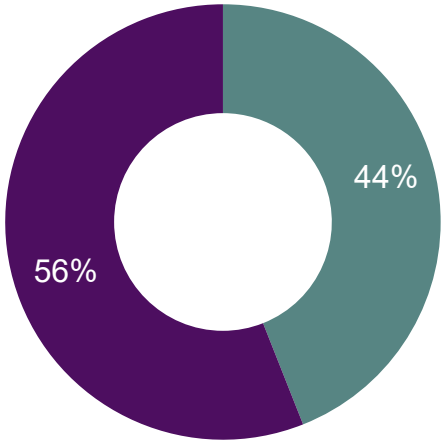
Global Scale and Reach with Diversified Revenue Mix

Since launch of Aurora Series in 2017[1]…

620+ Customers
390+ Employees
125+ Biopharma Companies
25+ Countries
WW Applications, Service & Sales



% Revenue by Industry[2]



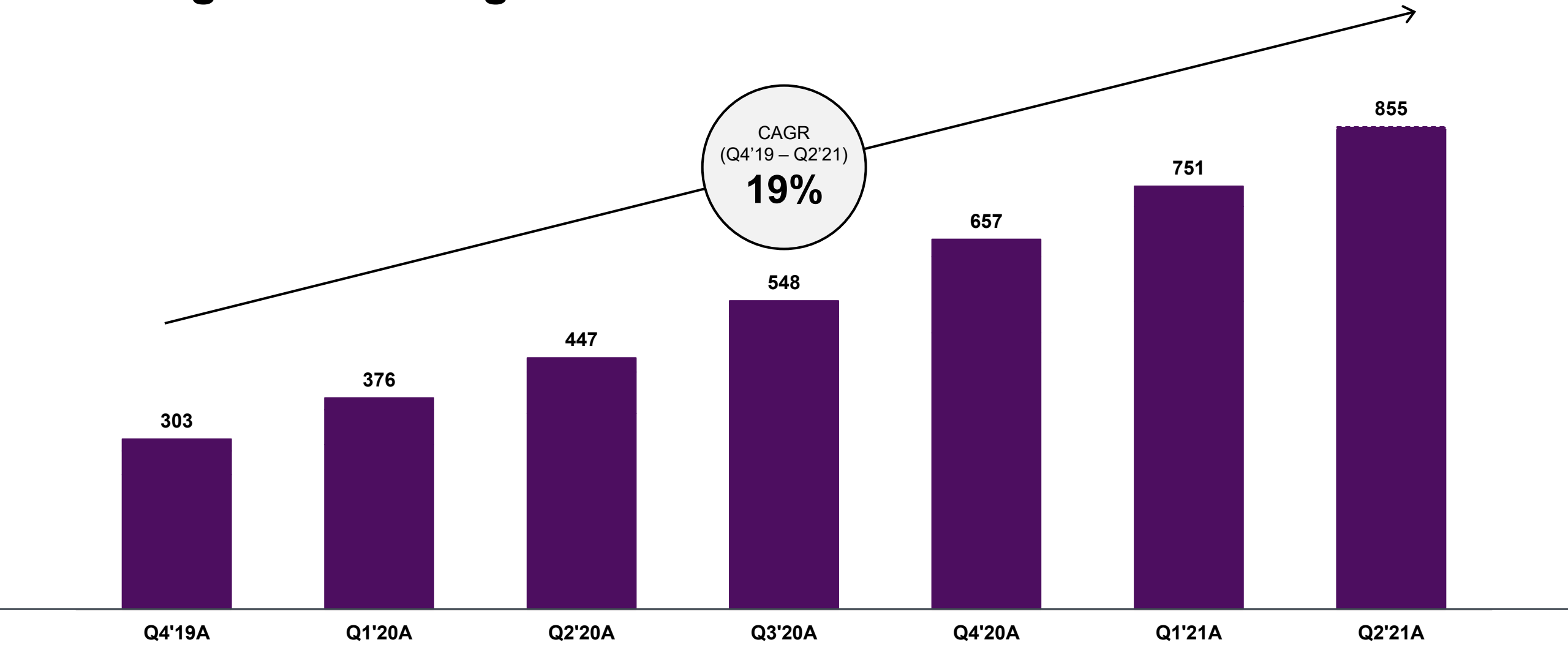
- Academic and Government-Owned Institutions
- Pharmaceutical and Biotechnology Companies, Distributors and CROs

% Revenue by Region[2]

USA	EMEA	APAC
57%	**32%**	**11%**

1. As of Initial Public Offering, July 22nd, 2021
2. As of June 30, 2021

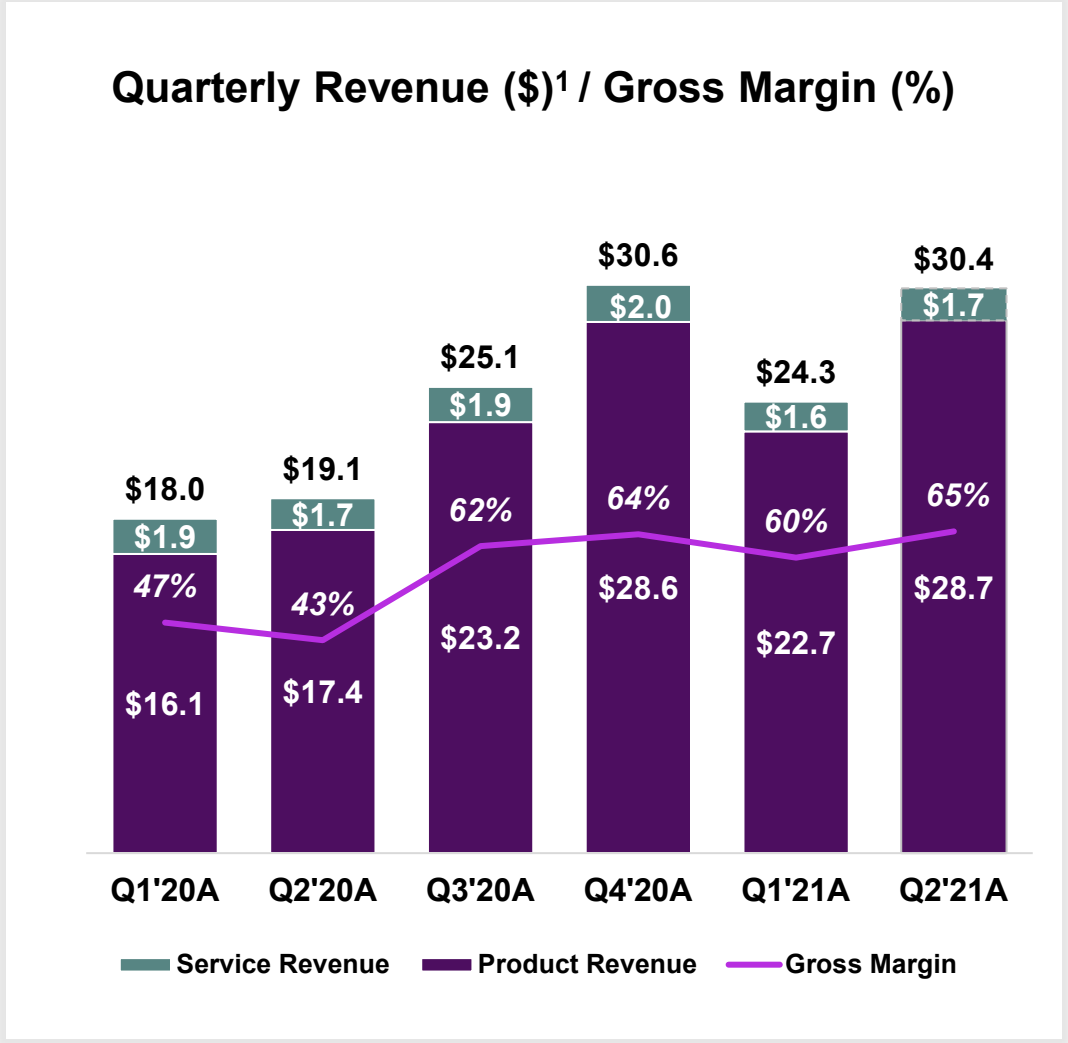
Strong and Growing Base of Instrument Placements[1]

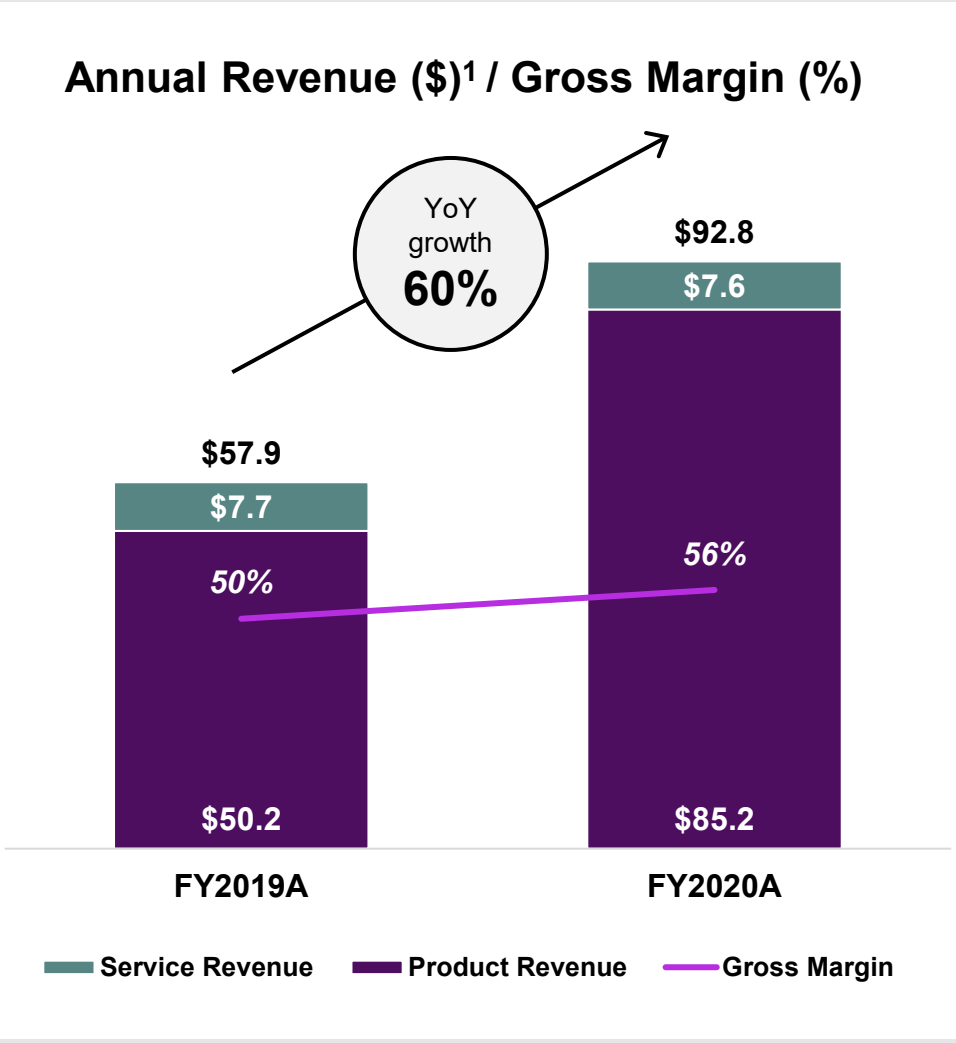


1. Cumulative number of instruments (Aurora, Cell Sorter, Northern Lights and Athena) sold and delivered to our customers as of the dates presented

Historical Revenue and Gross Margin

($ in millions)





Note: Fiscal year ended December 31 and second quarter ended June 30
1. Product revenue includes reagents

Key Improvement Drivers

Gross Margin

- Shift in product mix with higher margin reagents becoming a greater share of total revenue
- Benefit from economies of scale as Company grows
- Leverage global manufacturing capabilities

S&M

- Increased publications improve brand recognition and lowers customer acquisition costs
- Improved variable costs to retain and service customers at scale

R&D

- Lower cost to develop new products by leveraging existing FSP platform
- Talent diversification in other lower cost locations
- Lower fixed costs to operate at scale

G&A

- Improved operating costs through system automation
- Talent diversification in other lower cost locations

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