



**CYTEK**  
TRANSCEND THE CONVENTIONAL

# Q1 2026 Earnings Presentation

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May 7, 2026

# Safe Harbor Statement

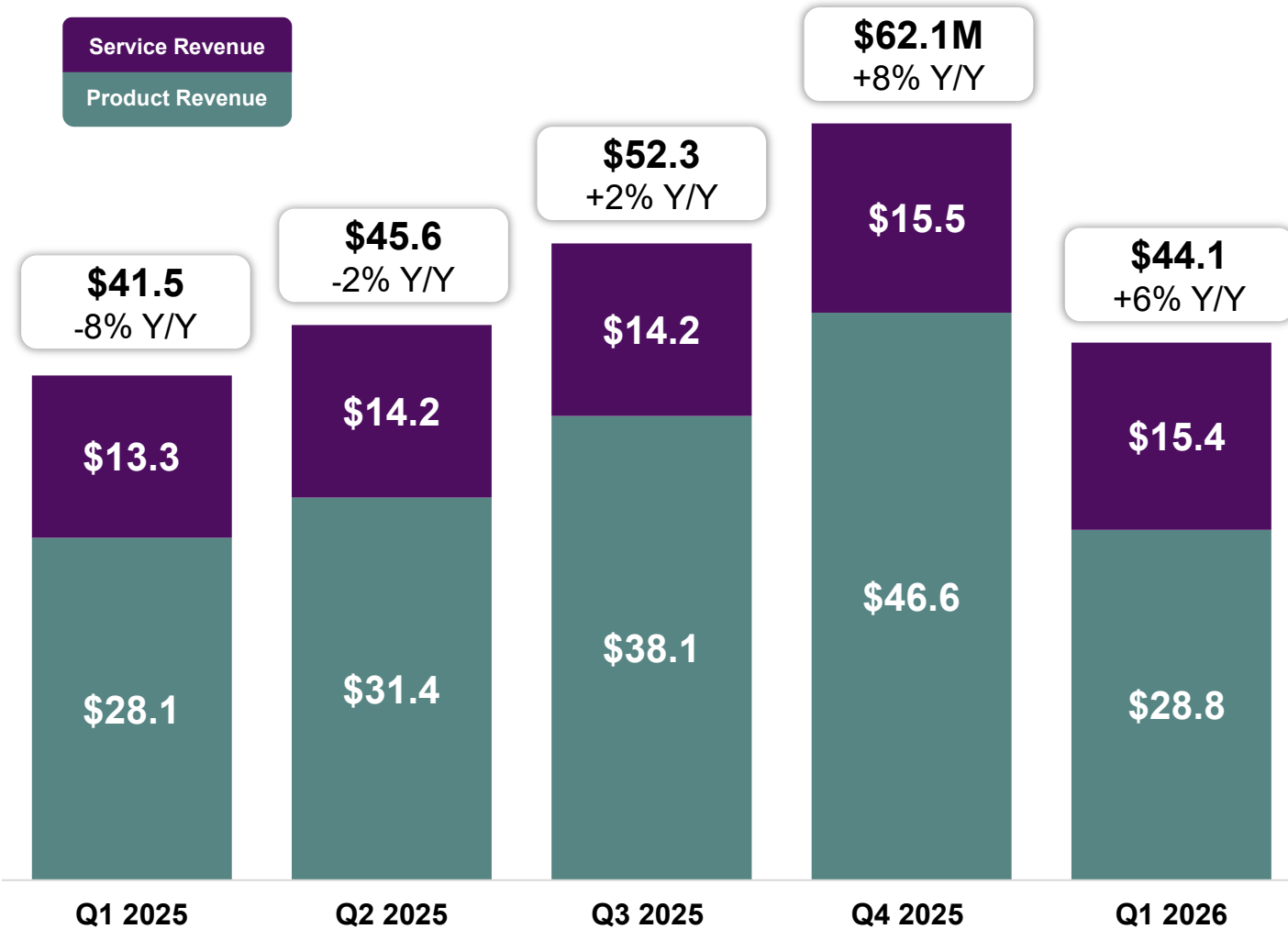
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# Q1 2026 Revenue Results<sup>1</sup>



## Q1 2026 Commentary

Resilient performance despite persistent challenges in the life science tools industry, demonstrating technology strength and growing recurring revenue contribution

### Driven by a continuation of trends seen in 2H 2025<sup>2,3</sup>:

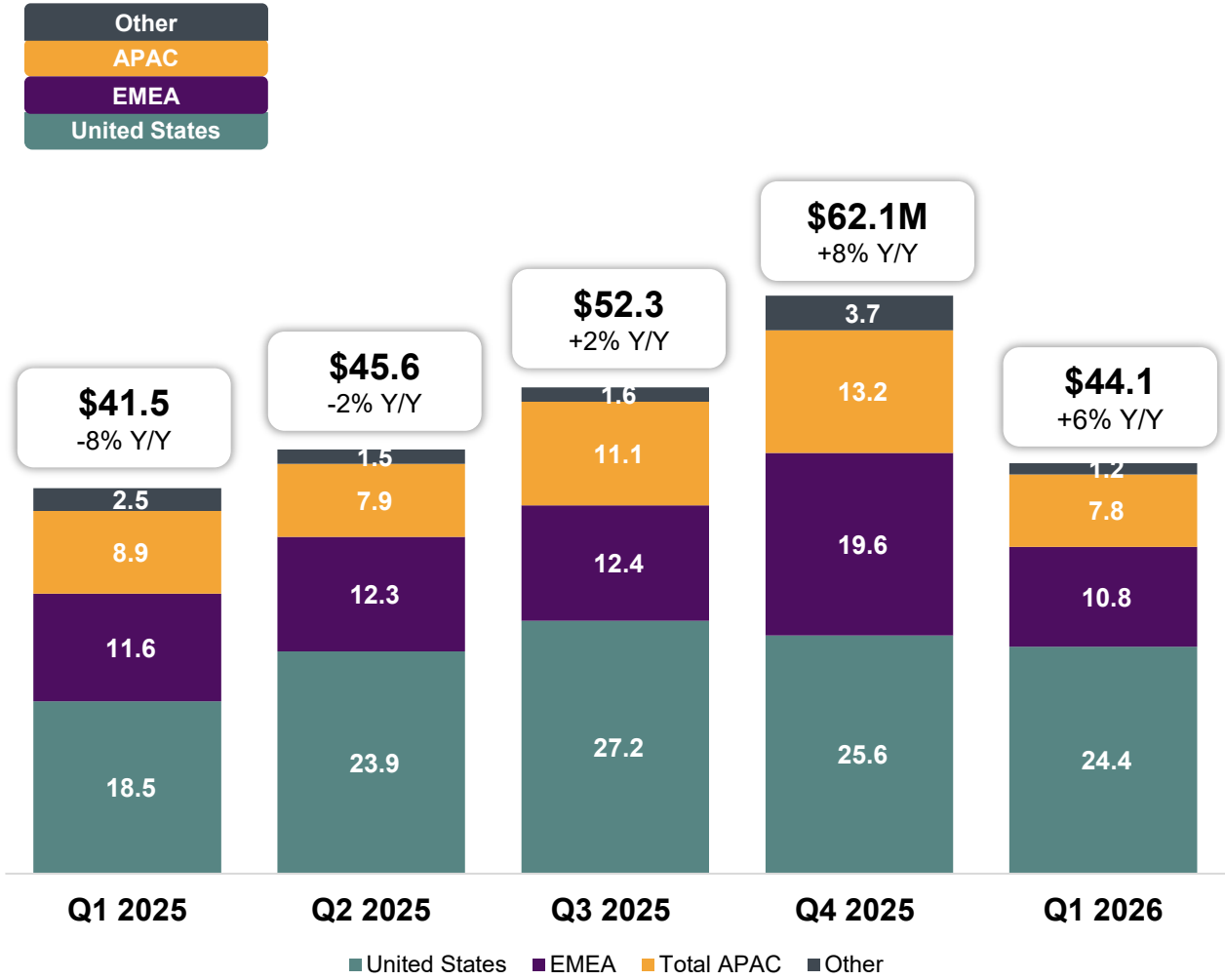
- Return to normal growth in the US market
- Secular growth in APAC, excluding China
- Solid expansion of recurring revenue businesses WW

1. As of quarter ended 3/31/2026

2. APAC = Asia Pacific

3. WW = Worldwide

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



## Q1 2026 Commentary

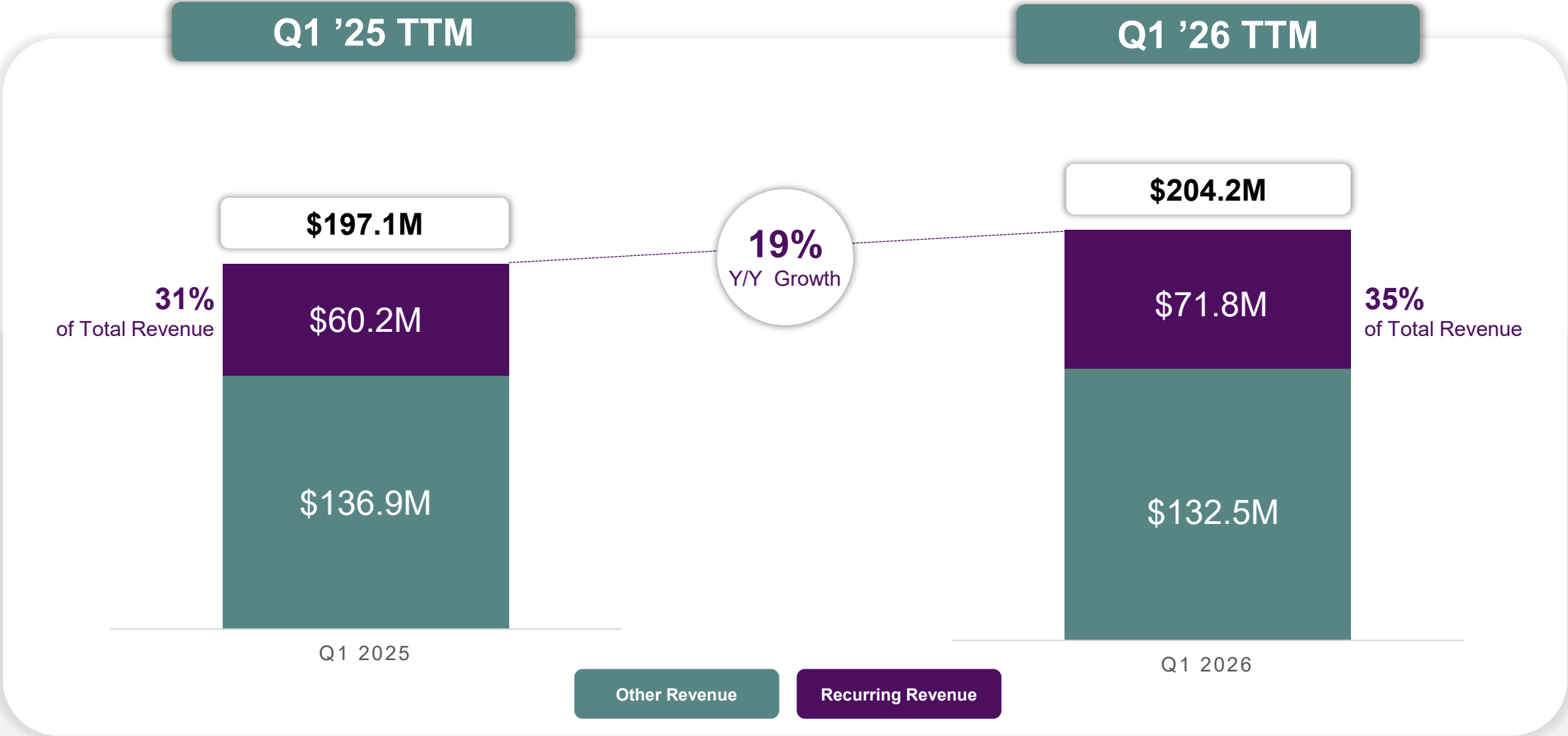
**US:** Revenue was up 32% Y/Y driven by broad-based growth across leading academic institutions and biopharma companies

**EMEA:** Revenue was down 7% Y/Y due to a decline in instrument sales caused by conflicts in the Middle East and an end-of-quarter shipment delay in another region

**APAC:** Revenue was down 13% Y/Y against a strong Q1 '25 comp in China, offset by very strong growth in other regions across instruments, reagents and service

1. EMEA = Europe, Middle East, & Africa; APAC = Asia-Pacific

# Recurring Revenue Businesses Continue to Grow Steadily<sup>1</sup>



1. Recurring revenue is comprised of service and reagent revenue; Other revenue is comprised of Instrument revenue; TTM = Trailing-twelve-months

# Our Strategic Business Pillars<sup>1</sup>

## Instruments

## Applications

## Bioinformatics

## Clinical<sup>1</sup>

- ✓ Expanded to a total installed base of 3,789 Cytek instruments, adding 125 units in the first quarter
- ✓ Total instrument unit volume increased 9% Y/Y, including a 3% Y/Y increase of FSP instruments
- ✓ Market reception for Cytek Aurora Evo system remained strong and a driver of incremental unit volume growth in the Cytek Aurora analyzer category with total revenue increasing 8% Y/Y
- ✓ Broad-based reagent sales growth >40% Y/Y in APAC and ROW<sup>2</sup> combined and double-digit % in the US
- ✓ Broadened Cytek Cloud users to over 26K users in the first quarter of 2026, representing an average of 8 users per FSP instrument

1. 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).
2. ROW = Rest of World, excluding APAC, EMEA and US

# Creating New Business Units to Drive Growth

Aligns sales, marketing and R&D resources on distinct customer needs to accelerate Cytek's growth

**1**

### Research Technology Business Unit

- ➔ High-end instruments to research use only customers
- ✓ Robust replacement cycle for high-end instruments
- ✓ Continuous innovation with state-of-the art instruments

**2**

### Solutions and Clinical Business Unit

- ➔ Low/mid-range instruments and reagents to solutions-oriented customers
- ✓ Largely unexploited opportunity in QA/QC
- ✓ >\$150M reagents flow across our installed base
- ✓ Low current share = big growth opportunity

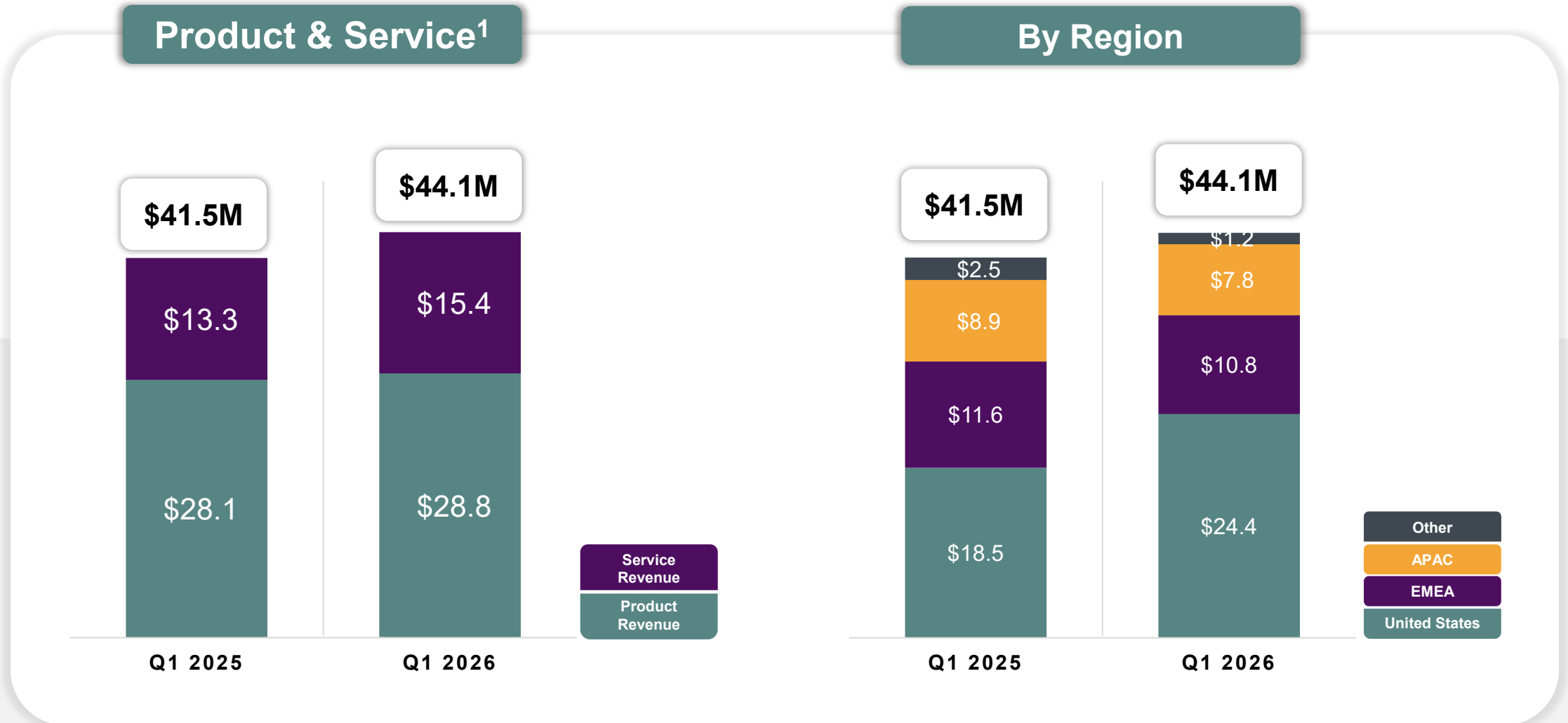
**3**

### Service Business Unit

- ➔ System maintenance and repair services for other Business Units
- ✓ Revenue grows with installed base growth

— To Be Completed in Q3 2026 —

# Revenue Mix



# Q1 2026 Financial Overview

<i>\$ in millions</i>	Q1 2025	Q1 2026	YoY
<b>Total Revenue</b>	\$41.5	\$44.1	6%
Gross Profit	\$20.2	\$21.3	5%
Adjusted Gross Margin <sup>1</sup>	52%	51%	NM
Operating Expenses:			
Research and Development	\$9.7	\$9.6	(1)%
Sales and Marketing	\$12.5	\$11.6	(7)%
General and Administrative <sup>2</sup>	\$12.9	\$18.5	43%
Total Operating Expenses	\$35.1	\$39.7	13%
Loss from Operations	\$(15.0)	\$(18.5)	NM
<b>Net Loss</b>	<b>\$(11.4)</b>	<b>\$(18.9)</b>	<b>NM</b>
<b>Non-GAAP Adjusted EBITDA<sup>1</sup></b>	<b>\$(3.3)</b>	<b>\$(9.1)</b>	<b>NM</b>

# Reaffirming 2026 Revenue Guidance

FY 2026 Revenue<sup>1</sup>  
**\$205 - \$212**  
million

+2 to +5% Y/Y growth

# 2026 Strategic Priorities



## Global Diversification

Accelerate **market penetration of instruments** across multiple geographies



## Technology Platform Leader

Advance technological leadership with continuous **innovation**



## Growing Recurring Revenue

Drive **reagent and service businesses** benefitting from established and **expanding global installed base**



## Attractive Financial Profile

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



# Appendix

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

Three months ended

(In thousands)

	March 31, 2026	March 31, 2025
	(Unaudited)	(Unaudited)
<b>GAAP gross profit</b>	\$ 21,254	\$ 20,157
Stock based compensation	729	1,086
Amortization of acquisition-related intangible assets	494	493
<b>Non-GAAP adjusted gross profit</b>	<b>\$ 22,477</b>	<b>\$ 21,736</b>
<b>GAAP gross margin</b>	48 %	49 %
<b>Non-GAAP adjusted gross margin</b>	51 %	52 %
<b>GAAP net income</b>	<b>\$ (18,866)</b>	<b>\$ (11,402)</b>
Depreciation and amortization	2,812	2,881
Provision for (benefit from) income taxes	1,493	136
Interest income	(787)	(508)
Interest expense	262	291
Foreign currency exchange loss (gain)	1,152	(1,278)
Stock based compensation	4,861	6,629
<b>Non-GAAP adjusted EBITDA</b>	<b>\$ (9,073)</b>	<b>\$ (3,251)</b>
Investment income	(1,629)	(2,261)
<b>Non-GAAP adjusted EBITDA excluding investment income</b>	<b>\$ (10,702)</b>	<b>\$ (5,512)</b>



**Thank You**