



Unleashing tools to accelerate
breakthroughs in human health



FIRST QUARTER 2022

FINANCIAL RESULTS

MAY 5, 2022



Legal Information

Forward-looking statements

This presentation and the accompanying oral presentation contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including, among others, statements regarding operational and strategic plans, revenue growth and business transformation expectations, potential acquisitions, customer adoption of and demand for new products, improvements in competitive position based on introductions of new products, plans with respect to third party relationships and the positive impact of such relationships on growth, and demand trends, including the anticipated impact of geopolitical dynamics and the COVID pandemic. Forward-looking statements are subject to numerous risks and uncertainties that could cause actual results to differ materially from currently anticipated results, including but not limited to risks relating to the potential adverse effects of the coronavirus pandemic on our business and operating results; possible transition-related disruption, including through the loss of customers, suppliers and employees; changes in Standard BioTools' business or external market conditions; customers and prospective customers continuing to curtail or suspend activities utilizing our products; our ability and/or the ability of the research institutions utilizing our products and technology to obtain and maintain Emergency Use Authorization from the FDA and any other requisite authorizations or approvals to use our products and technology for diagnostic testing purposes; challenges inherent in developing, manufacturing, launching, marketing, and selling new products; interruptions or delays in the supply of components or materials for, or manufacturing of, Standard BioTools products; reliance on sales of capital equipment for a significant proportion of revenues in each quarter; seasonal variations in customer operations; unanticipated increases in costs or expenses; uncertainties in contractual relationships; reductions in research and development spending or changes in budget priorities by customers; Standard BioTools research and development and distribution plans and capabilities; interruptions or delays in the supply of components or materials for, or manufacturing of, Standard BioTools products; potential product performance and quality issues; risks associated with international operations; intellectual property risks; and competition. Information on these and additional risks and uncertainties and other information affecting Standard BioTools' business and operating results is contained in its Annual Report on Form 10-K for the year ended December 31, 2021, and in its other filings with the Securities and Exchange Commission. These forward-looking statements speak only as of the date hereof. Standard BioTools disclaims any obligation to update these forward-looking statements except as may be required by law.

Non-GAAP financial information

This presentation includes certain financial information in accordance with U.S. GAAP and also on a non-GAAP basis for the three-month periods ended March 31, 2022, and March 31, 2021, and for the fiscal years ended December 31, 2019, 2020 and 2021, as well as for the three-month periods ended June 30, 2021, September 30, 2021, and December 31, 2021. Management believes that non-GAAP financial measures, 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. The time and amount of certain material items needed to estimate non-GAAP financial measures are inherently unpredictable or outside of our control. Material changes to any of these items could have a significant effect on guidance and future GAAP results. 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. Standard BioTools 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.

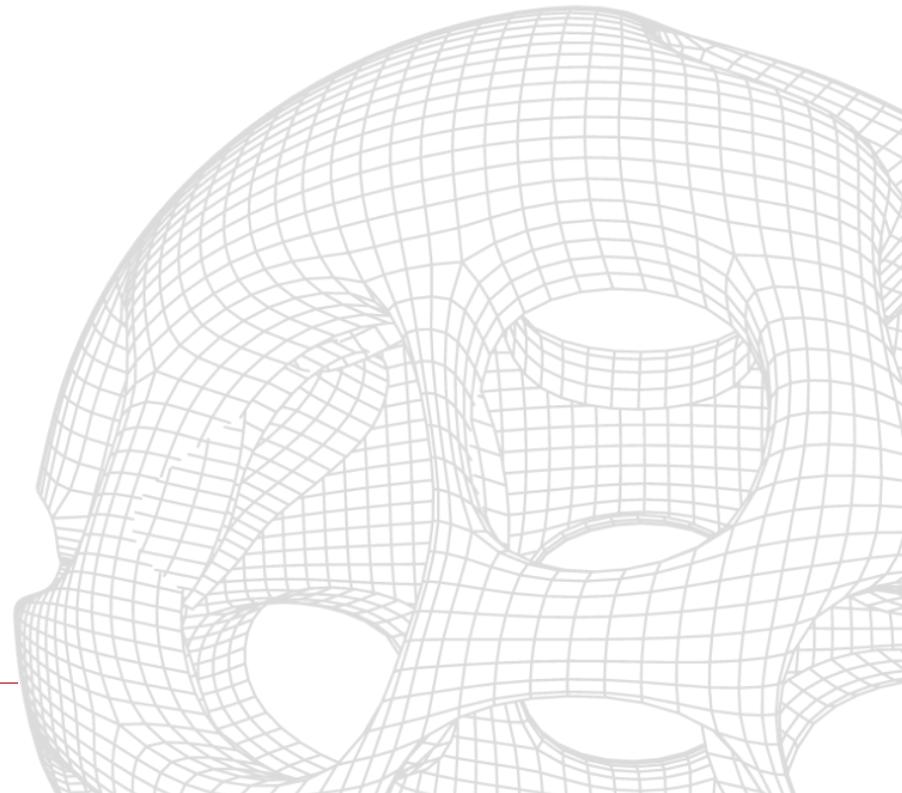
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Standard BioTools products are provided for Research Use Only. Not for use in diagnostic procedures.

First Quarter 2022 Financial Results

Vikram Jog, CFO



Q 1 2022 Revenue

	2021	2022	Y/Y Growth
<i>(in \$ millions)</i>	Q1	Q1	
Mass Cytometry			
Instruments	5.0	4.4	-12%
Consumables	4.6	4.8	4%
Service revenue	4.5	4.4	-2%
Total Mass Cytometry	14.0	13.5	-4%
Microfluidics			
Instruments	2.3	3.2	39%
Consumables	6.4	5.5	-14%
Service revenue	1.8	1.7	-3%
Total Microfluidics Base	10.5	10.4	-1%
COVID-19 revenue	6.5	2.3	-65%
Total product & service	31.0	26.1	-16%
Other revenue	1.8	0.4	-80%
Total revenue	32.8	26.5	-19%
Base Product & Service	24.5	23.9	-2%

- **Base product and Service revenue** (excluding COVID-19, Other) lower 2% y/y.
- **Mass Cytometry:** Launch of CyTOF® XT more than offset by lower sales of legacy instruments; Hyperion+™ Imaging System launched in April
- **Base Microfluidics** unchanged y/y.
- **COVID-19** testing revenue 65% lower y/y.

Q1 2022 Revenue by Geographic Area

Geographic Area	Revenue by Geography	Year-over-Year Change	% of Total
Americas*	\$12.9 million	(30)%	48%
EMEA	\$8.6 million	(6)%	33%
Asia-Pacific	\$5.0 million	(3)%	19%
Total revenue	\$26.5 million	(19)%	100%

*Americas geographic area includes Other Revenue of \$0.4 million.

Q1 2022 and 2021 Selected Financial Information

Statement of operations data, GAAP ^(a)	Q1 2022	Q1 2021
Total revenue	\$26.5	\$32.8
<i>Year-over-year growth</i>	<i>(19)%</i>	
Loss from operations (GAAP)	(27.5)	(19.3)
Net loss (GAAP)	(76.3)	(18.8)
Net loss per share, basic and diluted (GAAP)	(0.99)	(0.25)
Statement of operations data, Non-GAAP ^{(a)(b)}	Q1 2022	Q1 2021
Total revenue	\$26.5	\$32.8
Loss from operations (Non-GAAP)	(19.5)	(11.7)
Net loss (Non-GAAP)	(19.5)	(11.1)
Net loss per share, basic and diluted (Non-GAAP)	(0.25)	(0.15)
Balance sheet data ^(a)	as of March 31, 2022	
Cash and cash equivalents, and restricted cash	\$31.0	
Convertible notes, net	\$54.3	

Notes

Non-GAAP Product & Service margin 58.5% vs. 66.4% in 1Q21

- Unfavorable product mix, lower factory utilization, and lower COVID revenue

Non-GAAP OPEX \$35.1M, vs. \$34.1M in 1Q21.

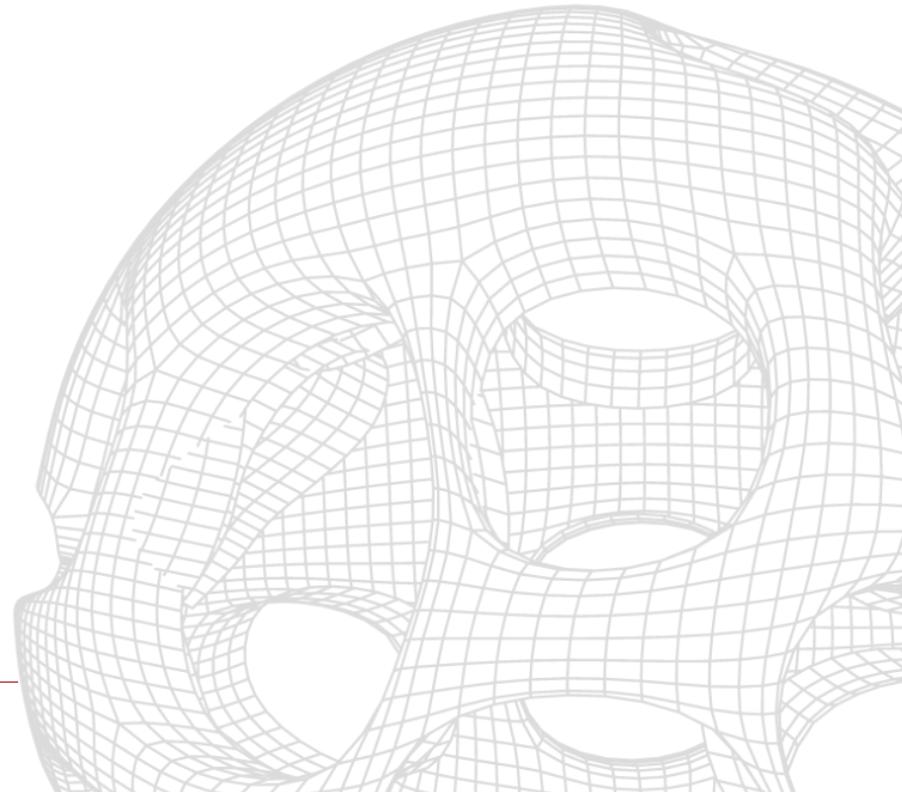
- Higher SG&A partly offset by lower R&D

(a) In millions, except per-share amounts

(b) For reconciliation of Non-GAAP financial measures to GAAP financial measures, please refer to the tables included under Supplemental Financial Information below

CEO Commentary

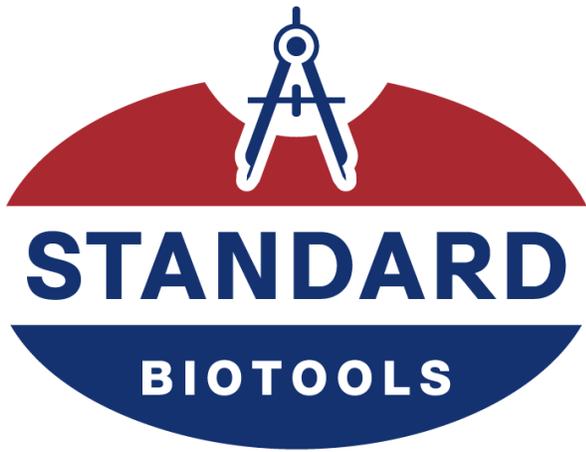
Michael Egholm, PhD



Closing Thoughts on 1Q 2022

At every end, there is also a beginning ...

- Financial performance adversely impacted by:
 - Significantly lower COVID-19 testing revenue y/y
 - Disruptions in our U.S. sales force partly related to strategic process
 - Continued COVID-19 related disruptions in APAC and EMEA
- Closed \$250 million strategic capital infusion from leading life science investors Casdin Capital, LLC, and Viking Global Investors LP on April 4, 2022
- We now embark on a new chapter of focused execution and growth with 2022 serving as the foundation we will build upon



VISION

To be a top-quartile life science research tools company in 3–5 years, becoming the established standard in our customers' workflows

Strategic Priorities

1. Revenue Growth

- Compete in growing markets where we have, or could have, a competitive advantage
- Focus on servicing more customers in translational and clinical research

2. Improve Operating Discipline

- Implement best-in-class processes to manage expenses and increase productivity

3. Strategic Capital Allocation

- Expand product offerings for our customers by acquiring complementary assets that allow us to leverage our infrastructure

Priority 1: Revenue Growth

- **Accelerate Growth in Mass Cytometry**

- Drive CyTOF XT™ adoption and broaden consumable offerings to improve pull-through
- Execute on the launch of Hyperion™+ Imaging System, which has improved competitive position in the growing high-plex imaging market
- Invest to make our imaging instruments more competitive, and broaden applications

- **Focus Microfluidics Toward Profitable Growth**

- Disciplined launch of Biomark™ X
- Support Olink® OEM partnership
- Identify new scalable growth opportunities

- **Leverage Larger Menu to Expand Customer Base**

- Example: Encouraging adoption of CyTOF XT in Pharma, Biotech, and CRO segments



Jeremy Davis
Chief Commercial Officer



Alex Kim
Chief Operating Officer

Priority 2: Improve Operating Discipline

- **Standard BioTools Business System (SBS)**
 - Continuous improvement mindset; **Kaizen!**
 - Systematic approach to business operations based on **Lean** methodologies used by the highest-performing organizations in the world
 - Establishment of **Standard Work**
- **Performance and data-driven culture**
 - **Customers** are at the center of everything we do
 - Structured **problem solving** to identify **gaps** in our **standards**
 - Eliminate **waste** (Muda)
- **Focus:** Prioritization is about the good things we choose not to do



Mona Abou-Sayed
SVP, Standard BioTools
Business Systems (SBS)

Priority 3: Strategic Capital Allocation

- **Expand offerings to customers through complementary M&A**
 - Target de-risked technologies with immediate revenue potential and validated market opportunity
 - Complementary assets that allow us to leverage existing infrastructure
 - Strict strategic and financial discipline

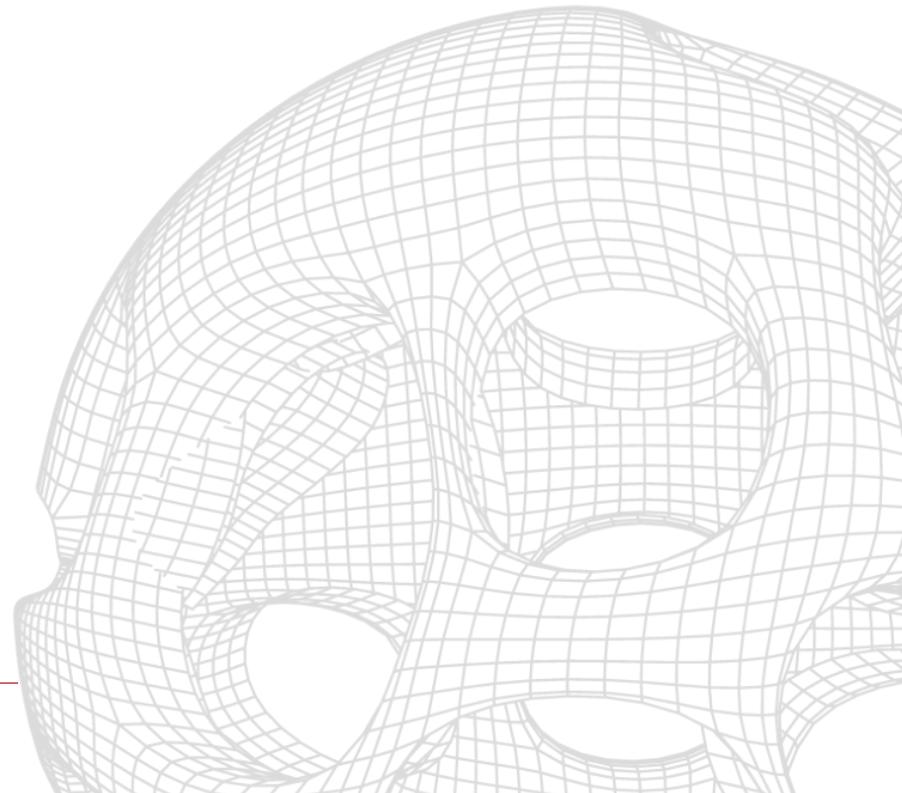


Unleashing tools to accelerate
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Q1 2022 | Supplemental Financial Information

May 5, 2022



Q1 2022 Results

Revenue by market and category

Total by Category	Revenue by Category	Year-Over-Year Change	% of Total Revenue
Instruments	\$7.5 million	(2)%	28%
Consumables	\$12.5 million	(27)%	47%
Service	\$6.1 million	(2)%	24%
Other	\$0.4 million	(80)%	1%
Total revenue	\$26.5 million	(19)%	100%

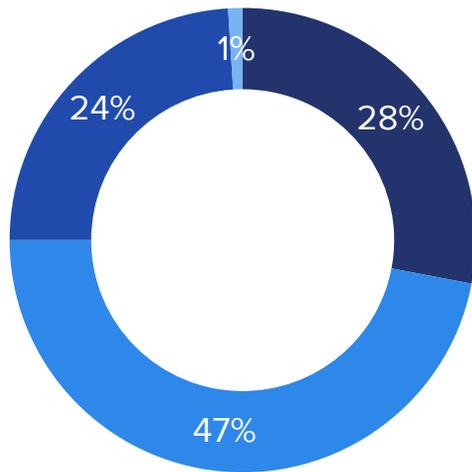
Total Revenue

(in \$ millions)	2019					2020					2021					2022	Y/Y Growth
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	
Mass Cytometry																	
Instruments	11.5	10.0	7.2	12.9	41.6	7.5	5.4	5.8	9.8	28.5	5.0	7.4	7.1	10.5	30.0	4.4	-12%
Consumables	3.9	4.4	4.6	5.0	17.8	3.9	3.6	5.1	5.4	18.0	4.6	4.5	4.3	5.6	19.0	4.8	4%
Service revenue	3.3	3.1	3.8	3.7	13.9	3.5	3.6	4.3	4.3	15.6	4.5	4.7	4.5	5.1	18.7	4.4	-2%
Total Mass Cytometry	18.7	17.5	15.6	21.5	73.3	15.0	12.5	15.1	19.5	62.1	14.0	16.6	15.8	21.2	67.7	13.5	-4%
Microfluidics																	
Instruments	1.3	2.2	1.9	2.9	8.4	1.6	1.7	2.8	3.3	9.4	2.3	2.8	2.4	4.1	11.5	3.2	39%
Consumables	8.1	6.6	6.9	5.9	27.6	5.6	4.3	5.4	6.4	21.6	6.4	5.6	5.8	8.1	26.0	5.5	-14%
Service revenue	2.0	1.8	1.9	1.7	7.4	1.7	1.6	1.8	1.9	7.0	1.8	1.9	1.6	1.9	7.2	1.7	-3%
Total Microfluidics Base	11.4	10.7	10.7	10.6	43.4	8.9	7.6	10.0	11.6	38.0	10.5	10.3	9.8	14.1	44.7	10.4	-1%
COVID-19 revenue						0.3	2.4	10.2	9.4	22.4	6.5	2.3	2.3	2.8	13.9	2.3	-65%
Total product and service	30.1	28.2	26.3	32.1	116.7	24.2	22.5	35.3	40.5	122.5	31.0	29.3	28.0	38.1	126.3	26.1	-16%
Other revenue	-	-	0.2	0.4	0.6	3.5	3.5	4.5	4.1	15.6	1.8	1.8	0.5	0.2	4.3	0.4	-80%
Total revenue	30.1	28.2	26.5	32.4	117.2	27.6	26.1	39.9	44.6	138.1	32.8	31.0	28.5	38.3	130.6	26.5	-19%

Q 1 2022 Revenue Profile

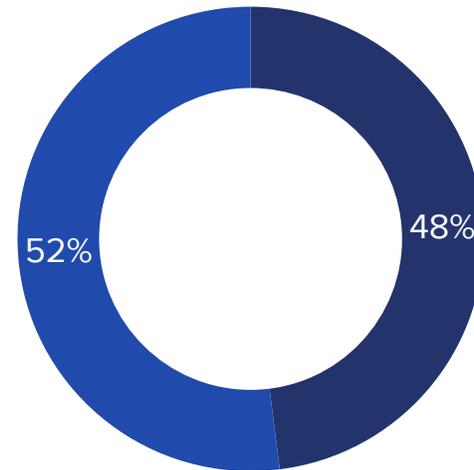
Category

■ Instruments ■ Consumables ■ Service ■ Other



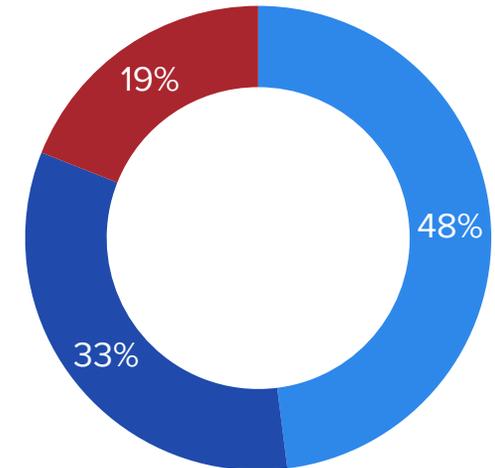
Market

■ Microfluidics ■ Mass Cytometry



Geography

■ Americas ■ EMEA ■ Asia-Pacific



Mass Cytometry

Instruments sold by quarter

Mass Cytometry	2020					2021					2022
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1
Helios™	8	5	5	8	26	4	4	1	1	10	-
CyTOF XT	-	-	-	-	-	-	3	7	12	22	7
Hyperion Imaging System*	5	3	4	9	21	5	6	6	9	26	3
Imaging modules (stand-alone)	1	3	2	3	9	2	4	3	4	13	-

*Hyperion Imaging System consists of 1 Helios and 1 imaging module.

Active installed base
as of March 31, 2022

344

Mass Cytometry

149

Enabled for imaging

Microfluidics

Instruments sold by quarter

	2020					2021					2022
Microfluidics	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1
Biomark HD	4	7	10	10	31	6	5	4	10	25	10
Biomark X	-	-	-	-	-	-	-	-	-	-	9
OEM instruments	-	-	-	-	-	-	2	18	37	57	18
EP1™	-	1	2	4	7	2	4	1	1	8	-
Genomics Base	4	8	12	14	38	8	11	23	48	90	37
Biomark HD COVID-19	1	5	23	8	37	3	-	4	-	7	-

Number of Biomark and EP1 instruments enabled as of March 31, 2022

478

Selected GAAP Financial Data

(\$ in millions)

Year-over-Year Change	Product and Service Margin		Operating Expenses		Operating Loss		Net Loss		Cash and Cash Equivalents
	+\$	-\$	+%	-%					
FY 2020	55.3%		\$134.4		(\$51.0)		(\$53.0)		\$69.5
	N/A	+0.6%	-\$18.2	-15.7%	+\$0.8	+1.5%	+\$11.8	+18.2%	
Q1 2021	55.7%		\$38.4		(\$19.3)		(\$18.8)		\$50.8
	N/A	+1.9%	-\$7.0	-22.3%	-\$4.4	-29.5%	-\$2.8	-17.8%	
Q2 2021	50.1%		\$33.7		(\$17.3)		(\$17.1)		\$31.9
	N/A	-2.4%	-\$4.6	-15.9%	-\$3.6	-25.8%	-\$4.1	-31.7%	
Q3 2021	46.9%		\$33.3		(\$19.6)		(\$13.8)		\$30.3
	N/A	-12.0%	-\$2.5	-8.1%	-\$14.1	-259%	-\$7.8	-131%	
Q4 2021	52.7%		\$31.5		(\$11.3)		(\$9.4)		\$29.5
	N/A	-1.9%	+\$11.6	+26.9%	+\$5.6	+33.1%	+\$8.6	+47.8%	
FY 2021	51.5%		\$136.8		(\$67.5)		(\$59.2)		\$29.5
	N/A	-3.7%	-\$2.5	-1.8%	-\$16.4	-32.2%	-\$6.2	-11.7%	
Q1 2022	45.4%		\$39.7		(\$27.5)		(\$76.3)		\$31.0
	N/A	-10.3%	-\$1.3	-3.4%	-\$8.2	-42.5%	-\$57.5	-305%	

Selected Non-GAAP Financial Data

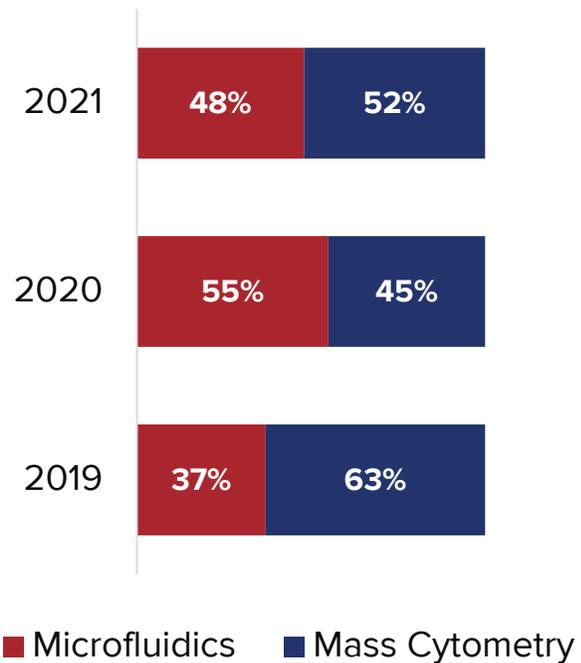
(\$ in millions)

Year-over-Year Change	Product and Service Margin		Operating Expenses		Operating Loss		Net Loss	
FY 2020	66.1%		\$117.0		(\$20.4)		(\$21.8)	
	N/A	+0.0%	-\$15.3	-15.0%	+\$3.7	+15.2%	+\$1.9	+8.0%
Q1 2021	66.4%		\$34.1		(\$11.7)		(\$11.1)	
	N/A	-1.0%	-\$5.9	-20.7%	-\$3.2	-37.7%	-\$1.7	-17.9%
Q2 2021	61.5%		\$29.4		(\$9.6)		(\$9.3)	
	N/A	-5.7%	-\$4.7	-18.9%	-\$3.6	-59.0%	-\$4.2	-80.3%
Q3 2021	58.9%		\$28.4		(\$11.4)		(\$5.4)	
	N/A	-9.5%	-\$2.7	-10.3%	-\$14.3	-493.2%	-\$8.0	-316.0%
Q4 2021	61.8%		\$26.7		(\$3.0)		(\$0.8)	
	N/A	-1.0%	+\$11.6	+30.2%	+\$5.8	+65.8%	+\$8.9	+91.3%
FY 2021	62.2%		\$118.6		(\$35.8)		(\$26.7)	
	N/A	-3.9%	-\$1.6	-1.3%	-\$15.3	-74.9%	-\$4.9	-19.6%
Q1 2022	58.5%		\$35.1		(\$19.5)		(\$19.5)	
	N/A	-7.9%	-\$1.0	-3.1%	-\$7.8	-66.2%	-\$8.4	-76.4%

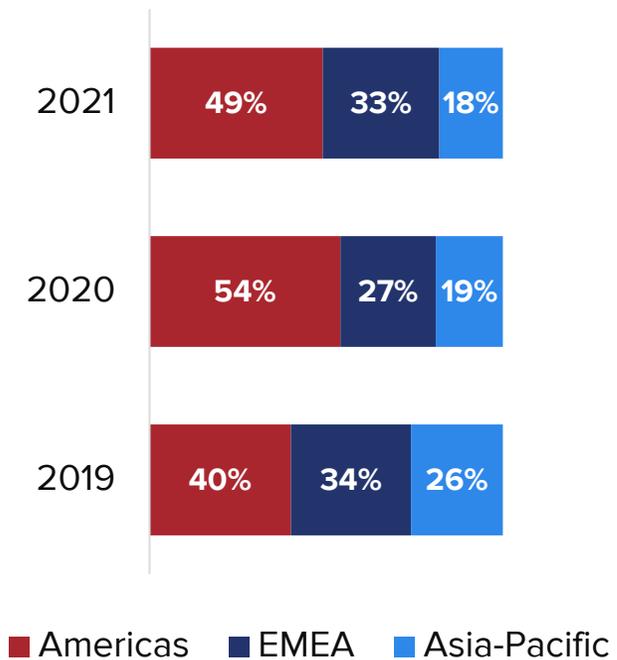
Reconciliations between GAAP and Non-GAAP operating results for prior quarters can be found in the quarterly results section of our investor relations website (see "Supplemental Financials" presentation for the relevant quarter)

Annual Business and Geography

Business*



Geography



*Business revenue does not include other revenue.

Reconciliation of GAAP to Non-GAAP Net Loss

NET LOSS (\$ in thousands, except per share amounts)

	Three Months Ended March 31,	
	2022	2021
Net loss (GAAP)	\$ (76,288)	\$ (18,821)
Loss on forward sale of Series B Preferred Stock	37,792	—
Change in fair value of bridge loans	10,655	—
Stock-based compensation expense	4,042	3,677
Amortization of developed technology (a)	2,967	2,983
Depreciation and amortization	1,003	934
Interest expense (b)	1,030	887
Loss on disposal of property and equipment	9	—
Loss on extinguishment of debt	—	9
Benefit from acquisition related income taxes (c)	(742)	(742)
Net loss (Non-GAAP)	<u>\$ (19,532)</u>	<u>\$ (11,073)</u>
Shares used in net loss per share calculation - basic and diluted (GAAP and Non-GAAP)	<u>77,031</u>	<u>74,707</u>
Net loss per share - basic and diluted (GAAP)	<u>\$ (0.99)</u>	<u>\$ (0.25)</u>
Net loss per share - basic and diluted (Non-GAAP)	<u>\$ (0.25)</u>	<u>\$ (0.15)</u>

(a) represents amortization of developed technology in connection with the DVS and InstruNor acquisitions

(b) represents interest expense, primarily on the Bridge Loans, convertible debt and the term loan

(c) represents the tax impact on the purchase of intangible assets in connection with the DVS acquisition

Reconciliation of GAAP to Non-GAAP Product and Service Margin and Operating Expenses

PRODUCT AND SERVICE MARGIN (\$ in thousands)

	Three Months Ended March 31,	
	2022	2021
Product and service gross profit (GAAP)	\$ 11,881	\$ 17,261
Amortization of developed technology (a)	2,967	2,800
Depreciation and amortization (b)	315	420
Stock-based compensation expense (b)	141	98
Product and service gross profit (Non-GAAP)	<u>\$ 15,304</u>	<u>\$ 20,579</u>
Product and service margin percentage (GAAP)	45.4 %	55.7 %
Product and service margin percentage (Non-GAAP)	58.5 %	66.4 %

OPERATING EXPENSES (\$ in thousands)

	Three Months Ended March 31,	
	2022	2021
Operating expenses (GAAP)	\$ 39,740	\$ 38,361
Stock-based compensation expense (c)	(3,901)	(3,579)
Depreciation and amortization (c)	(688)	(697)
Loss on disposal of property and equipment (c)	(9)	—
Operating expenses (Non-GAAP)	<u>\$ 35,142</u>	<u>\$ 34,085</u>

(a) represents amortization of developed technology in connection with the DVS and InstruNor acquisitions

(b) represents expense associated with cost of product and service revenue

(c) represents expense associated with research and development, selling, general and administrative activities

Reconciliation of GAAP to Non-GAAP Loss From Operations

LOSS FROM OPERATIONS (\$ in thousands)	Three Months Ended March 31,	
	2022	2021
Loss from operations (GAAP)	\$ (27,503)	\$ (19,320)
Stock-based compensation expense	4,042	3,677
Amortization of developed technology (a)	2,967	2,983
Depreciation and amortization (b)	1,003	934
Loss on disposal of property and equipment (b)	9	—
Loss from operations (Non-GAAP)	\$ (19,482)	\$ (11,726)

(a) represents amortization of developed technology in connection with the DVS and InstruNor acquisitions

(b) represents expense associated with research and development, selling, general and administrative activities

Reconciliation of GAAP to Non-GAAP 2019-2021 Net Loss

NET LOSS (\$ in thousands, except per share amounts)	Twelve Months Ended December 31,		
	2019	2020	2021
Net loss (GAAP)	\$ (64,790)	\$ (53,020)	\$ (59,237)
Stock-based compensation expense	11,393	14,451	16,101
Amortization of developed technology (a)	11,200	11,910	11,918
Depreciation and amortization	4,605	4,014	3,653
Interest expense (b)	4,279	3,572	3,823
Impairment of intangible (c)	443	—	—
Loss on disposal of property and equipment	89	212	12
Loss from extinguishment of debt	12,020	—	9
Benefit from acquisition-related income taxes (d)	(2,968)	(2,968)	(2,968)
Net loss (Non-GAAP)	<u>\$ (23,729)</u>	<u>\$ (21,829)</u>	<u>\$ (26,689)</u>
Shares used in net loss per share calculation - basic and diluted (GAAP and Non-GAAP)	66,779	72,044	75,786
Net loss per share - basic and diluted (GAAP)	<u>\$ (0.97)</u>	<u>\$ (0.74)</u>	<u>\$ (0.78)</u>
Net loss per share - basic and diluted (Non-GAAP)	<u>\$ (0.36)</u>	<u>\$ (0.30)</u>	<u>\$ (0.35)</u>

(a) represents amortization of developed technology in connection with the DVS and InstruNor acquisitions

(b) represents interest expense, primarily on convertible debt and the term loan

(c) represents impairment of intangible no longer used in our product lines

(d) represents the tax impact on the purchase of intangible assets in connection with the DVS acquisition

Reconciliation of GAAP to Non-GAAP 2019-2021 Product and Service Margin and Operating Expenses

PRODUCT AND SERVICE MARGIN (\$ in thousands)

	Twelve Months Ended December 31,		
	2019	2020	2021
Product and service gross profit (GAAP)	\$ 63,729	\$ 67,705	\$ 65,085
Amortization of developed technology (a)	11,200	11,200	11,372
Depreciation and amortization (b)	1,714	1,630	1,478
Stock-based compensation expense (b)	423	412	597
Product and service gross profit (Non-GAAP)	<u>\$ 77,066</u>	<u>\$ 80,947</u>	<u>\$ 78,532</u>
Product and service margin percentage (GAAP)	54.6%	55.3%	51.5%
Product and service margin percentage (Non-GAAP)	66.0%	66.1%	62.2%

OPERATING EXPENSES (\$ in thousands)

	Twelve Months Ended December 31,		
	2019	2020	2021
Operating expenses (GAAP)	\$ 116,118	\$ 134,362	\$ 136,832
Stock-based compensation expense (c)	(10,970)	(14,039)	(15,504)
Depreciation and amortization (c)	(2,891)	(3,094)	(2,720)
Impairment of intangible (d)	(443)	—	—
Loss on disposal of property and equipment	(89)	(212)	(12)
Operating expenses (Non-GAAP)	<u>\$ 101,725</u>	<u>\$ 117,017</u>	<u>\$ 118,596</u>

- (a) represents amortization of developed technology in connection with the DVS and InstruNor acquisitions
(b) represents expense associated with cost of product and service revenue
(c) represents expense associated with research and development, selling, general and administrative activities
(d) represents impairment of intangible no longer used in our product lines

Reconciliation of GAAP to Non-GAAP 2019-2021 Loss from Operations

LOSS FROM OPERATIONS (\$ in thousands)	Twelve Months Ended December 31,		
	2019	2020	2021
Loss from operations (GAAP)	\$ (51,839)	\$ (51,036)	\$ (67,459)
Stock-based compensation expense	11,393	14,451	16,101
Amortization of developed technology (a)	11,200	11,910	11,918
Depreciation and amortization (b)	4,605	4,014	3,653
Impairment of intangible (c)	443	—	—
Loss on disposal of property and equipment (b)	89	212	12
Loss from operations (Non-GAAP)	<u>\$ (24,109)</u>	<u>\$ (20,449)</u>	<u>\$ (35,775)</u>

- (a) represents amortization of developed technology in connection with the DVS and InstruNor acquisitions
(b) represents expense associated with cost of product and service revenue
(c) represents impairment of intangible no longer used in our product lines



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