Investor Presentation

February 28, 2024

Founded in 2011 | Located in El Monte, CA | NASDAQ:FLGT

Disclaimer

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Leadership Team

Ming Hsieh
Chief Executive Officer

Experienced operational leader, entrepreneur and philanthropist

Previously CEO, President, and Chairman of Cogent Systems, Inc.

Member of the National Academy of Engineering; Fellow of the National Academy of Inventors; Trustee of USC

Paul Kim
Chief Financial Officer

Experienced financial leader and Certified Public Accountant

Previously CFO of Cogent Systems, Inc.; sold to 3M for $943M in 2010

B.A. in Economics from University of California at Berkeley

Dr. Harry Gao
Lab Director and Chief Scientific Officer

Previously Lab Director at City of Hope

Clinical molecular genetics training fellowship and post-doctoral fellowship at Harvard Medical School

M.S. in Immunology, and M.D. and Ph.D. in Microbiology, Immunology, and Medical Genetics

James Xie
President and Chief Operating Officer

Responsible for managing all global operations, product vision and product engineering

Served as an SVP of Cogent Systems, Inc.

B.A. in Engineering, M.S. in Industrial Engineering and an M.S. in Computer Science

Brandon Perthuis
Chief Commercial Officer

Extensive experience leading genetic testing commercialization programs since 2003

Previously VP of Sales and Marketing of the Medical Genetics Laboratory at Baylor College of Medicine

Prior to Baylor, held senior roles at PerkinElmer, Inc. and Spectral Genomics, Inc.

Dr. Lawrence Weiss
Chief Medical Officer

Esteemed background in molecular science and pathology

Most recently Chief Medical Officer at NeoGenomics Laboratory, Inc.; prior senior role at Clarient, Inc.

Chairman Emeritus of Pathology at City of Hope National Medical Center

Dr. Ray Yin
President, Pharma

Founder & CEO, ANP Technologies, Inc.

Former Team Leader of Nanobiotechnology for Chem/Bio Defense, U.S. Army Research Laboratory

Holder of 46 drug delivery/detection patents

COGENT a 3M Company

COGENT a 3M Company

City of Hope

COGENT a 3M Company

BAYLORGENETICS

PerkinElmer For the Better

SPECTRAL GENOMICS

NEO GENOMICS

CLARIENT A GE Healthcare Company

City of Hope

ANP Tech

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About Fulgent

We are a premier global, technology-based genetic testing company focused on transforming patient care in oncology, infectious and rare diseases, and reproductive health.

Mission

Develop flexible and affordable diagnostics and therapeutics that improve the everyday lives of those around us.

Core Values

- Innovation
- Customer Service and Commitment
- Quality and Efficiency
- Our People

Strategy

- Leverage our proprietary technology platform for broad application
- Further clinical/regulatory program for Pharma
- Operational excellence
- Disciplined M&A

Strategic Vision – A One-Stop Solution for Cancer Care

fulgent VISION

To build a vertically integrated solution to combat cancer

early detection | clinical diagnostics | post treatment monitoring | drug discovery and cancer treatment

fulgent

Leading Genetic Testing Company Offering Tech-Enabled Diagnostic Solutions

Nano-Drug Delivery Platform

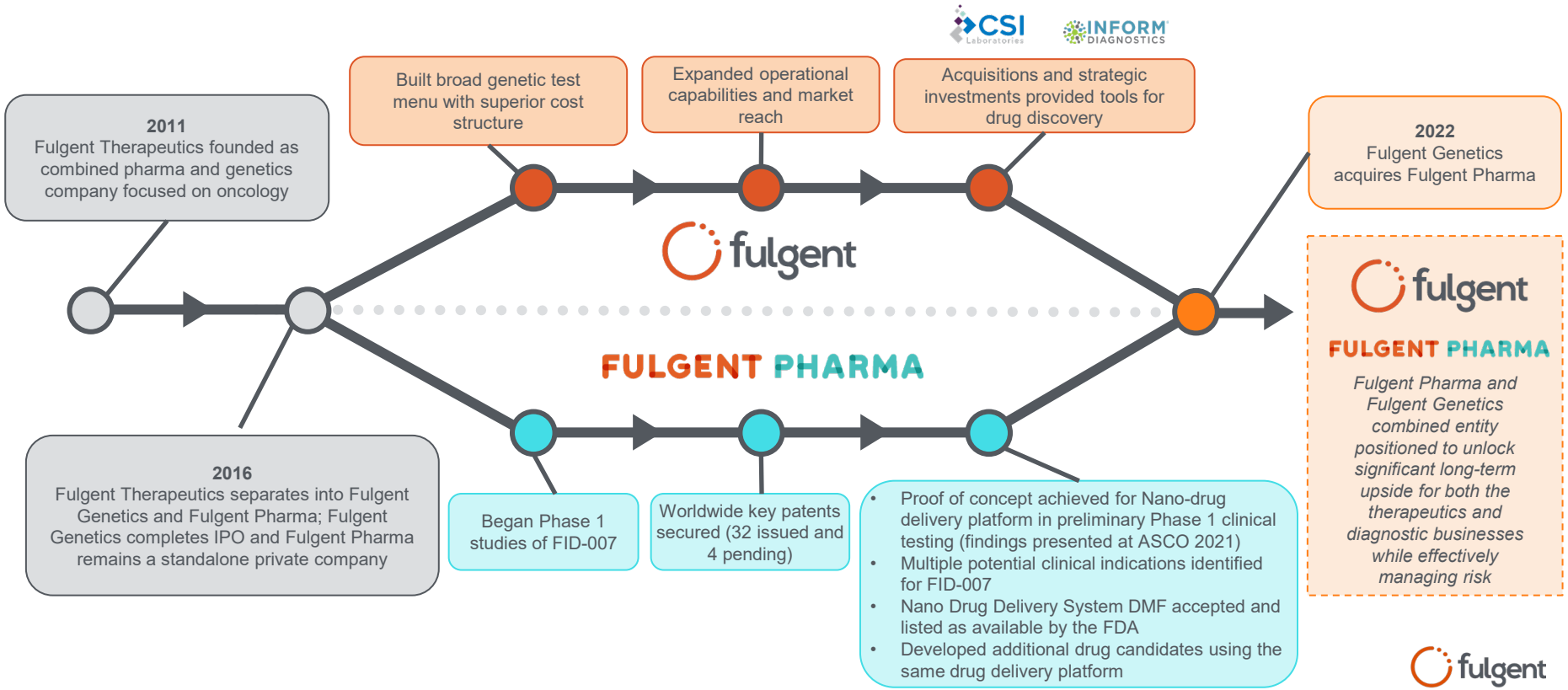
FULGENT PHARMA

Exciting Cancer Therapeutic Opportunity Realizing Precision Medicine Potential

Therapeutic and Diagnostic Entity Providing Comprehensive Solutions Across the Cancer Care Continuum

- Vertically integrated “one-stop” solution across the healthcare chain following the CSI, Inform Diagnostics, and Pharma acquisitions
- Proprietary nano drug delivery technology platform serves as an underpinning technology between diagnostic and pharm to help create a more sustainable and profitable business model in precision medicine for years to come
- Addition of a talented scientific team creates a strong synergy and competitive advantage that may be leveraged across the combined business
- Potential near-term opportunity includes shortened 505(b)(2) drug development and commercialization timelines and potential long-term opportunity leverages large data insights and novel analytical tools from diagnostics business to enable additional precision medicine pipeline through organic or partnered development strategies
- Commitment to continue growing diagnostic and therapeutic opportunities through organic investments and M&A
- Seasoned management team along with strong cash position allow Fulgent to enter therapeutic opportunities while managing risk

History of Fulgent



Long-Term Vision: Fulgent Continuum of Care

Diagnosis

Therapy

Database + Drug Discovery + Patient Care

fulgent

- Transforms from a service company to a combined diagnostic and therapeutic company focused on precision medicine
- Large oncology market opportunity
- Careful pipeline management will responsibly engage therapeutic opportunities while managing potential risks
- Valuable, diverse assets and future sustainable revenue and margins

FULGENT PHARMA

- Well-funded by diagnostics to advance H&N therapy trials and commercialization process
- Genomics data accelerates pipeline therapeutics development, e.g. spatial biology for tumor micro-environment profiling
- Long-term opportunity to leverage data insights from diagnostics to enable precision medicine through proprietary or partnered development strategies
- Manufacturing capability to aid drug development

LABORATORY SERVICES

Positioned for Growth

$70.5M
Q4 Revenue

+21%
Q4 Year-over-Year Core Revenue Increase

18,400+ GENES | 900+ PANELS
CUSTOMIZABLE OFFERINGS

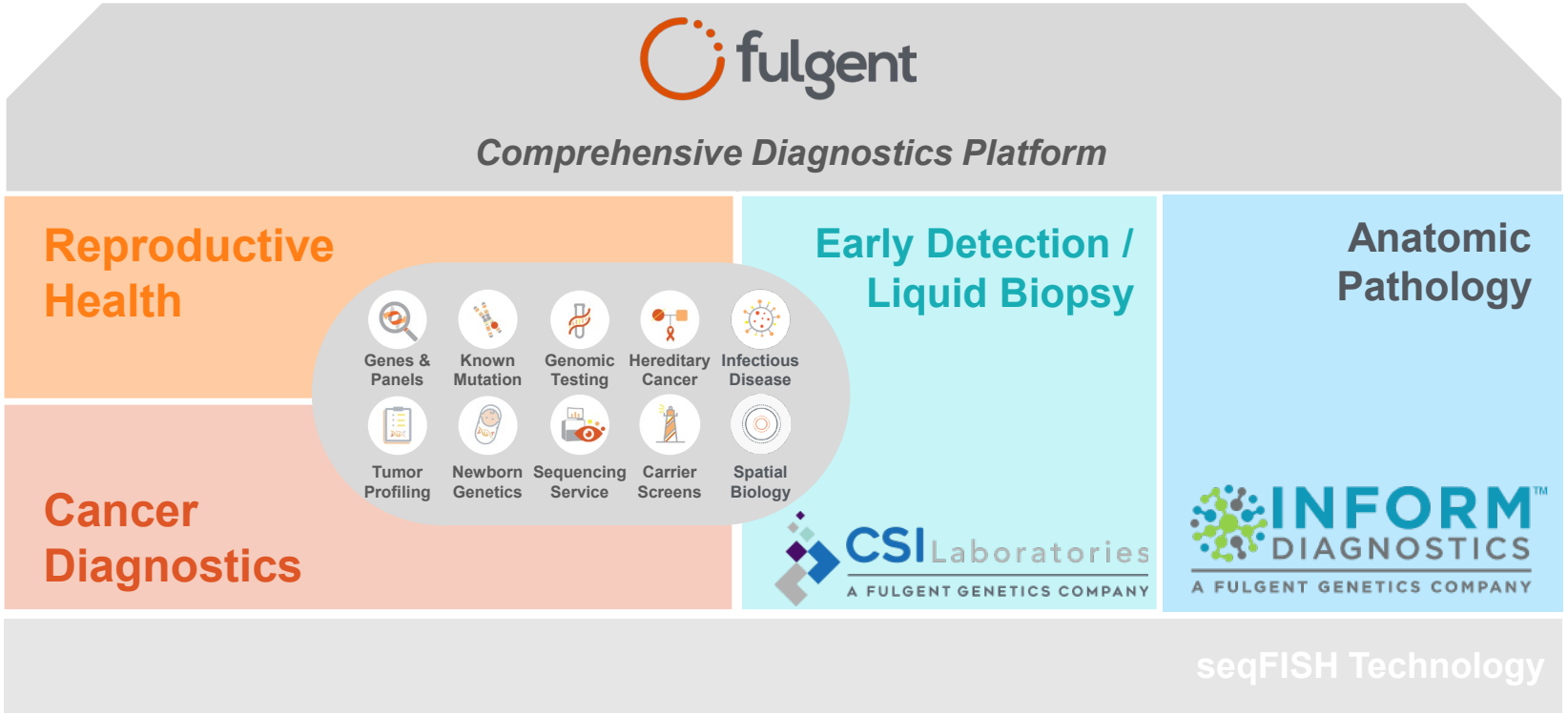
1 Proprietary technology platform allows for rapid scaling of a **broad, flexible test menu**

2 **Next-generation sequencing (NGS)** platform complemented with growing portfolio of **emerging testing technologies** with a focus on oncology

3 Well-positioned to execute on a growth strategy that includes **organic and inorganic initiatives,** including:

- Transformational acquisition of **Inform Diagnostics**
- Ramping of **CSI Labs**
- Scaling partnerships
- Potential **future acquisitions** with a strategy of short- and long-term ROI, tangible synergies, and efficient capital deployment

Building Diagnostics Platform and Capabilities



Target Market Opportunity

fulgent +

INFORM™ DIAGNOSTICS
A FULGENT GENETICS COMPANY

CSI Laboratories
A FULGENT GENETICS COMPANY

Cancer Diagnostics

$80B market[1]

Early Detection / Liquid Biopsy

$18B market[1]

Reproductive Health

$8B market[2]

BioPharma Services

$50B market[3]

1) Market sizes sourced from Wall Street equity research
2) Market size sourced from Frost & Sullivan, October 2022
3) Market size sourced from Research and Markets, April 2022

What Sets Fulgent Diagnostics Apart?

A New Approach to NGS

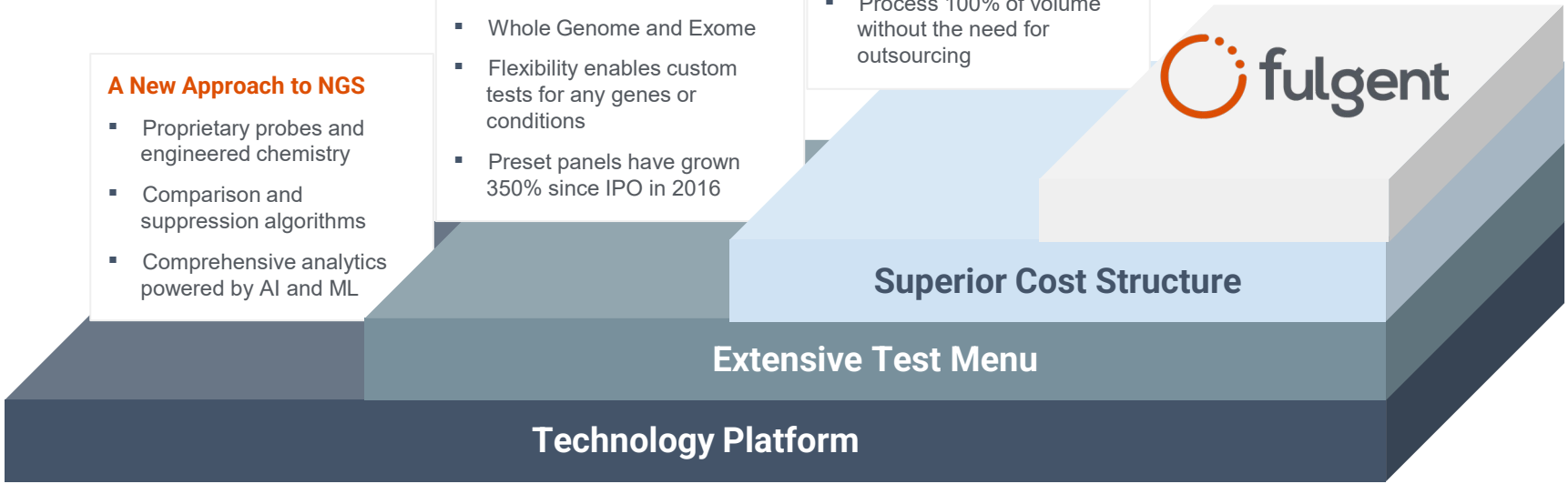
- Proprietary probes and engineered chemistry
- Comparison and suppression algorithms
- Comprehensive analytics powered by AI and ML

Leads to a Broader Test Menu

- 18,400+ single-gene tests (1)
- 900+ panels
- Whole Genome and Exome
- Flexibility enables custom tests for any genes or conditions
- Preset panels have grown 350% since IPO in 2016

And a Better Cost Structure

- Lab efficiencies, automation and scale have translated to a sustainable cost structure
- Partnerships create leverage with sales and marketing
- Process 100% of volume without the need for outsourcing



1) Represents genes covered by single-gene tests.

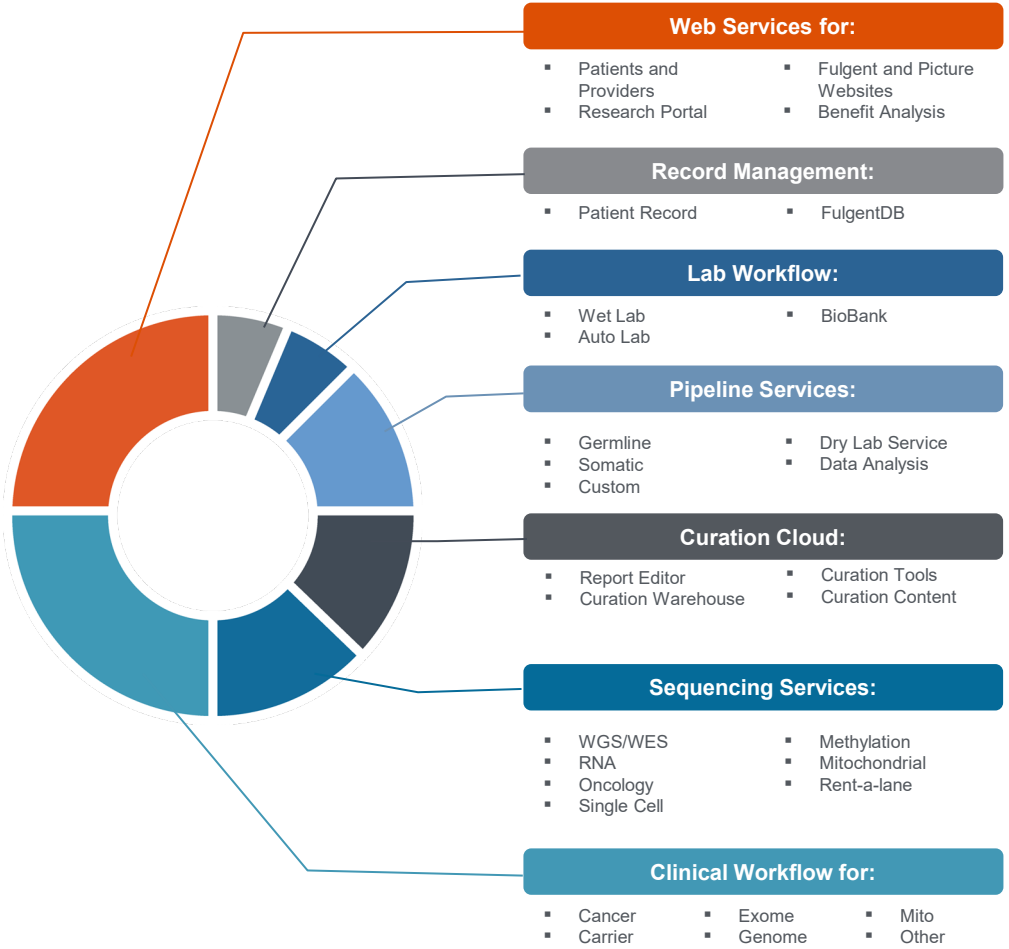
Proprietary Technology Platform

Differentiated Technology...

- Engineered genetic biochemistry, including reagents and probes
- Data suppression and comparison algorithms
- Adaptive learning software
- Automated reporting

...Provides a Multitude of Advantages

- Broad test menu
- Ability to rapidly develop and launch new tests
- Customizable test offerings
- Lower costs per billable test
- High efficiency



Broad Capabilities

Next Generation Sequencing Opportunities

Recent Traction with:
- Hereditary Cancer
- Cardiovascular Genetics
- Reproductive Health
- Neurodegenerative Genetics

Newly launched pharmacogenetic test

Aggressively expanding sales and commercial organization

Specialized Oncology Testing

Wide Array of Technologies

Services Include:
- Flow cytometry
- Cytogenetic analysis
- Fluorescence in-situ hybridization (FISH)
- Immunohistochemistry
- Molecular genetics
- Consultations in hematopathology and surgical pathology
- NGS

Comprehensive Anatomic Pathology Services

Broad Capabilities

- Breast pathology
- Gastrointestinal pathology
- Dermatopathology
- Urologic pathology
- Neuropathology
- Hematopathology

Managed care contract network and **physician relationships** leveraged to provide diagnostic products and services **complementary to Fulgent's portfolio**

Expansive geographic presence with several **CLIA-licensed** laboratories across the United States

Technology Platform Case Study: COVID-19

Fulgent deployed its technology platform to rapidly respond to the COVID-19 Pandemic, scaling operations to provide tests with reliable results and rapid turnaround time

Next Generation Sequencing for COVID-19

- **Research driven platform** worked with local and federal government on genomic studies
- **CDC contract** awarded to Fulgent, worth up to $47M to study SARS-CoV-2 using Fulgent's NGS platform
- **Capacity** of 10,000 NGS tests per day
- **Used** to identify new strains and mutations

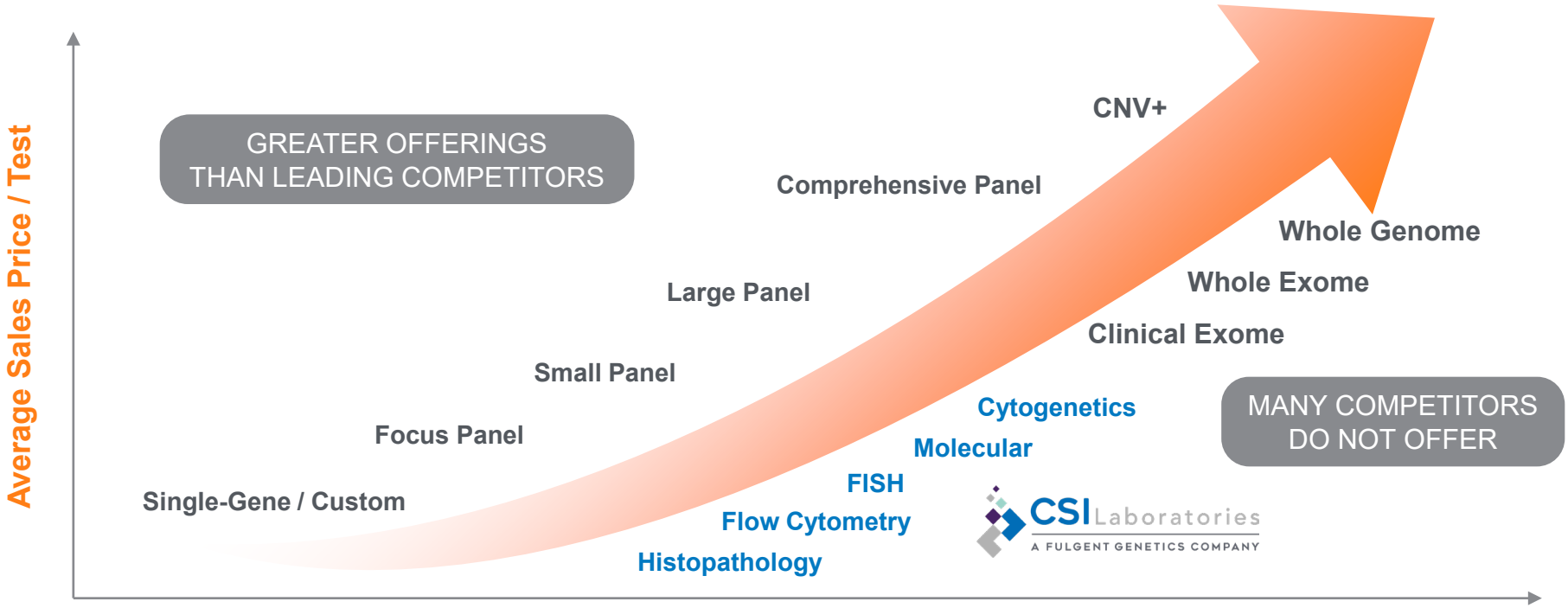
Commercialized COVID-19 Testing
Primarily RT-PCR Based Testing

Contracts with:
- School systems
- Nursing homes
- Athletic organizations
- Specialty health clinics
- Travel organizations
- Government agencies

Offered through:
- Drive-through sites
- Picture at-home kits
- Managed on-site programs

Result: Over 19M COVID-19 tests delivered between 2020-2023, generating >$1.7B in revenue for Fulgent

Scalable and Affordable Menu for Customers



NGS Testing – Offerings

Single Gene

18,400+ Genes

Disease Panels

800+ Panels
Customizable Panels

Exome Tests

Clinical Exome (4,500+ Genes)
Whole Exome

Cancer Panels

Focus (49 Genes)
Comprehensive (153 Genes)
Somatic

Known Mutation

Site-Specific Testing

Repeat Expansion

20 Panels

NGS Testing – Germline Oncology Test Menu

Oncology Testing Platforms

FISH

- Expansive heme and solid tumor menu
- STAT testing available - PML/RARA <1 day TAT
- CD138 cell enrichment for PCM
- 3-5 day turnaround time

Histology

- 225+ stains
- Platform agnostic
  - Roche, Agilent and Leica IHC
- Three levels of service – Tech, Global, Consultative
- PD-L1 - Various IVD platforms and indications
- <1-2 day turnaround time

Cytogenetics

- Oncology and constitutional
- >20% abnormality detection rate
- Mitogen stimulation/dual culture
- DSP30 (detection of B-cell disorders)
- Interleukin 4 for plasma cell myeloma
- Phytohemagglutinin and Interleukin 2 (detection of T-cell disorders)
- Children's Oncology Group approved
- 5-7 day turnaround time

Flow Cytometry

- 10-color platform
- Comprehensive panel design
- High-sensitivity for paroxysmal nocturnal hemoglobinuria
- Expert analysis and interpretation
- 12-24 hour turnaround time

Molecular

- Hematology and solid tumor menu
- Extensive single gene menu
- NGS
- Solid tumor liquid biopsy NGS offering
- 5-7 day turnaround time [NGS 8-10 days]

NGS Testing – Panel Deep Dive

Comprehensive Beacon Carrier Screening Tests

Beacon ACOG / ACMG Guidelines Panel

The ACOG/ACMG panel screens for common genetic disorders seen in the general population

Gene Count: 6

Beacon Ashkenazi Jewish Panel

The Ashkenazi Jewish carrier screens for pathogenic carrier variants known to cause recessive genetic disorders

Gene Count: 61

Beacon Focus Panel

The Focus Carrier screen is a pan-ethnic screen that looks for pathogenic mutations known to cause autosomal recessive and X-linked disorders

Gene Count: 30

Beacon Expanded Panel

The Expanded Panel screens for more than 400 recessive and X-linked conditions that covers people of all ethnic backgrounds

Gene Count: 427

Beacon787 Panel

One of the largest panels available for those seeking the most comprehensive testing option

Gene Count: 787

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Beacon Carrier Screening

- NGS of entire genes, not just hotspots
- Deletion and duplication analysis
- Proprietary algorithms for pseudogenes
- TAT: 2 Weeks

NGS Testing – Reproductive Services: PGT-A

PGT-A Can Expand a Patient's Prospects of a Successful Pregnancy

Increased Chance of Pregnancy

Embryos with a normal number of chromosomes have a better chance of resulting in successful pregnancy

Reduced Risk of Miscarriage

Embryos with an abnormal number of chromosomes (aneuploid) typically do not result in successful pregnancy or may result in birth defects

More Confidence in Transferring a Single Embryo

Avoid health risks associated with twin or triplet pregnancies that can occur from multiple embryo implantation

Fewer Number of Embryo Transfer Cycles Needed

Reduce the amount of time to pregnancy and the costs of additional IVF cycles

Preimplantation Genetic Testing for Aneuploidy (PGT-A) can identify potentially abnormal embryos for transfer in IVF, thereby expanding a patient's prospects of a successful pregnancy

Who is PGT-A testing for?	Women 35+	Those who have experienced miscarriages	Those who want to reduce the likelihood of having multiples	Couples experiencing male factor infertility	Those who have experienced IVF failure

NGS Testing – Rapid Whole Genome

Designed for critically ill infants in the NICU/PICU to rapidly diagnose genetic disorders

- Covers >4,000 single gene disorders
- Fast turn around time (7-10 days)
- Focused reporting of diagnostic findings only

Ideal for Infants Experiencing:

Multiple congenital anomalies	Inborn errors of metabolism	Immunodeficiency	Respiratory distress	Epilepsy

In a Retrospective Analysis of Diagnostic and Clinical Finding with 35 Acutely Ill Infants (2015):

20 out of the 35 infants (57%) received a diagnosis	13 out of the 20 diagnosed infants (65%) had clinical usefulness for treatment

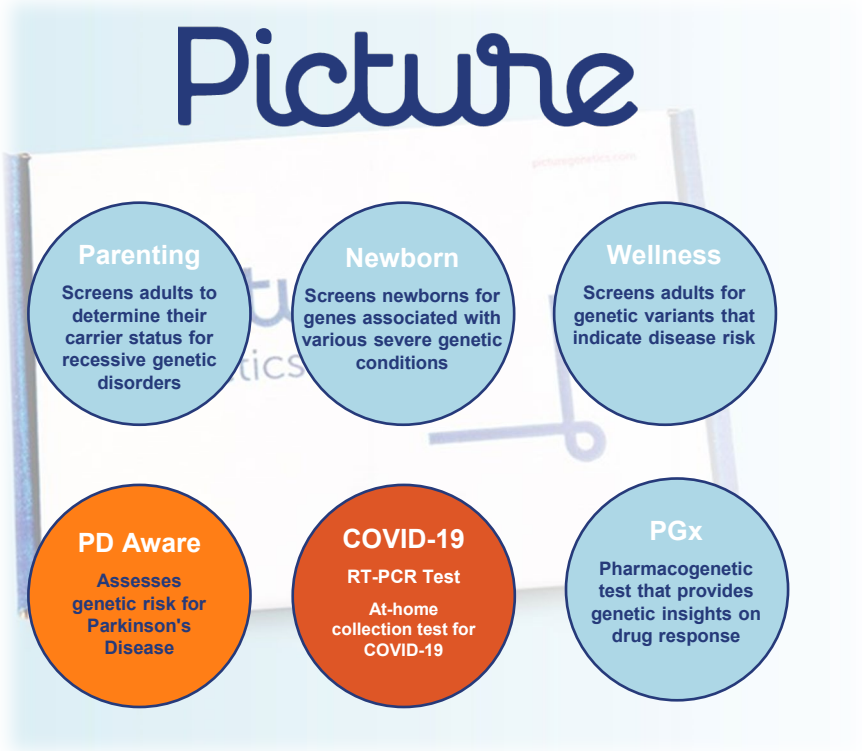
TAT of 7-10 Days

Consumer Initiated Tests – Picture Genetics

Targeting the Large Consumer Market with Picture Genetics

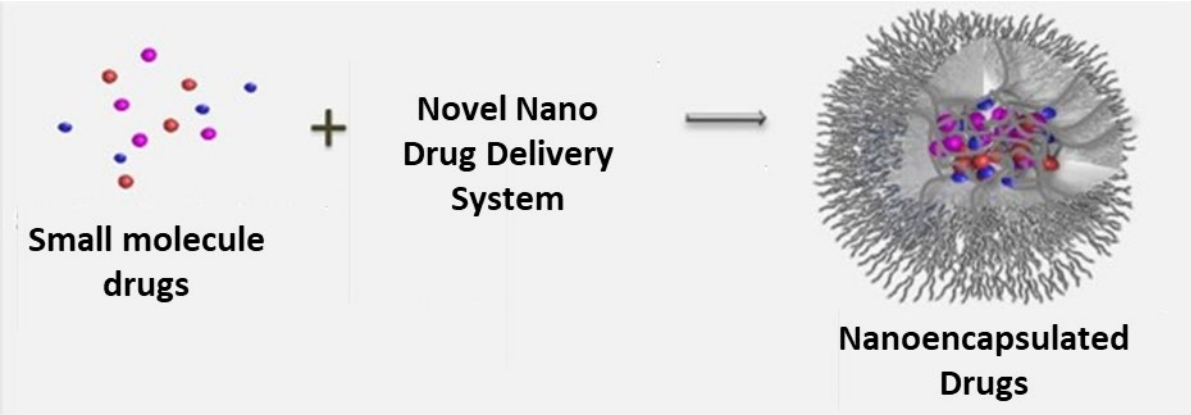
Launched in 2019 with significant growth amid COVID-19

- A consumer-focused offering that merges clinical utility with accuracy of an accredited lab
- Extends Fulgent's NGS capabilities to a broader market
- Validated by **successfully scaling to hundreds of thousands of tests** performed within months for COVID-19, after receiving an EUA
- Genetic tests utilizes complete sequencing (vs genotyping) by NGS analysis for better, more accurate results
- Patient-friendly with easy to use "order from home" model – no doctor office visits or insurance necessary, though many tests are eligible for reimbursement
- Select full service offering that includes analysis and genetic counseling support



THERAPEUTIC DEVELOPMENT

Nano-Drug Delivery Platform Overview



Platform Advantage:
Soluble in both water and various organic solvents and capable of hot melt mixing with APIs

- Many drug candidates in the industry failed during preclinical and clinical development and testing due to poor water solubility
- Nanoencapsulation produces amorphous drug candidates with improved solubility and potentially enhanced absorption, drug PK profiles, safety and efficacy
- Broadly applicable to both IV and oral drug delivery formulations
- Potentially shortened development timeline
- Plug and play drug delivery platform provides multiple shots on goal
- Simple and low-cost production process

FID-007 Program Overview

FID-007 Phase I First in Human Clinical Trial – Preliminary Findings (n=40 patients)

- Dose levels up to 160 mg/m^2/week with manageable safety profile
  - RP2D at 125 mg/m^2/week
- There is preliminary evidence of anti-tumor activity in 40 heavily pre-treated patients across different tumor types (ORR = 18%)
- No high-grade neuropathy often seen in other taxanes
- Updated clinical data presented at ASCO 2023

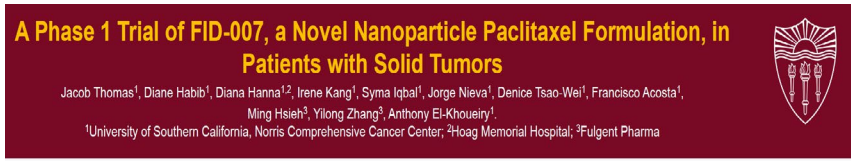
FID-007 Phase I Preliminary Highlights (as of 6/2/23):

H&N Cancer

- 57% ORR and 71% DCR were observed in 7 heavily treated H&N patients. Among them, 6/7 had prior Taxane treatment.

Ampullary/Pancreatic

- 50% ORR and 75% DCR were seen in 4 heavily treated ampullary and pancreatic patients



Note: all findings are preliminary

1. DCR includes Stable Disease (SD), Partial Response (PR), Complete Response (CR)

FID-007 Clinical Data Presented at ASCO 2023

Results

Table 1: Patient Baseline Characteristics

Characteristic	Overall, N = 40
Years of Age, Median (Range)	61 (32 - 75)
Gender	
Female	23 (58%)
Male	17 (43%)
Race/Ethnicity	
White or Caucasian	11 (28%)
Hispanic	19 (48%)
Black or African American	1 (3%)
Asian (including Indian)	9 (23%)
ECOG PS	
0	11 (28%)
1	28 (70%)
2	1 (3%)
Number of Prior Regimens, Median (Range)	2 (1 - 5)
Tumor Type	
Pancreatobiliary	11 (28%)
Non-small cell lung	4 (10%)
Head and neck SCC	11 (28%)
Other	14 (35%)

Table 2: Dose Levels Evaluated

Dose Level	FID-007 (mg/m²)	No. of Patients	No. of Evaluable Patients	DLTs Observed	DLT Type
1	15	3	3	0	
2	30	3	3	0	
3	60	3	3	0	
4	80	3	3	0	
5	100	5	5	2[a]	Rash
5b	100	4	3	0	
6	125	9	6	1	Gr4 neutropenia
7	160	3	3	1	Gr3 febrile neutropenia
6b[b]	125	7	6	1	Gr4 neutropenia

a. Two patients in dose level 5 had DLT of grade 3 maculopapular rash. Rash resolved with supportive care and/or dose delays in both patients and treatment was successfully continued safely without recurrence of grade 3 rash. DLT definition was modified for dose levels 5b and above to allow for grade 3 rash that resolves within 7 days. No further patients had DLT for rash in the subsequent dose levels.

b. Cohort 6b used modified pre-medication by removing sodium bicarbonate infusion and addition of corticosteroid pre-medication for C1 only. One patient had to be replaced.

Table 3: Treatment-related select AE categories (>= 10%)

Toxicity	Number Of Patients With Maximum Grade Toxicity Experienced		
	Grade 1 or 2	Grade 3	Grade 4
Alopecia	21 (53%)	0	0
Rash maculo-papular	16 (40%)	11 (28%)	0
Pruritus	16 (40%)	0	0
Fatigue	15 (38%)	0	0
Anorexia	12 (30%)	1 (3%)	0
Nausea	12 (30%)	0	0
White blood cell decreased	11 (28%)	5 (13%)	3 (8%)
Anemia	10 (25%)	6 (15%)	0
Dysgeusia	10 (25%)	0	0
Neutrophil count decreased	9 (23%)	3 (8%)	5 (13%)
Peripheral sensory neuropathy	9 (23%)	0	0
Dry skin	8 (20%)	0	0
Palmar-plantar erythrodysesthesia syndrome	7 (18%)	0	0
Constipation	6 (15%)	0	0
Vomiting	6 (15%)	0	0
Diarrhea	5 (13%)	0	0
Arthralgia	4 (10%)	0	0
AST	4 (10%)	0	0

Figure 1: Waterfall Plot for Best Response

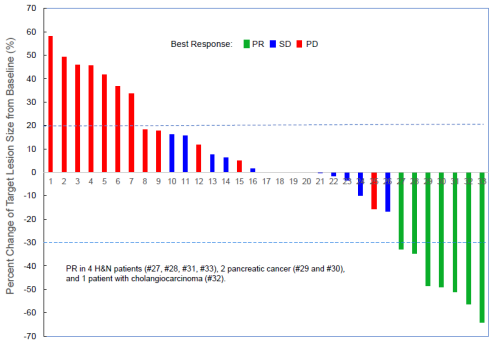


Figure 2: Swimmer Plot for Responses over Time

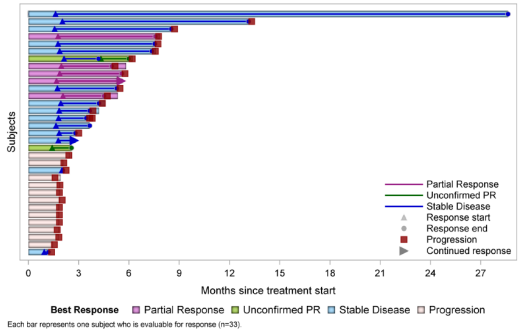


Table 4: Tumor Responses and Outcomes

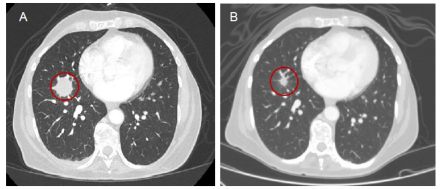
Characteristic	Overall, N = 40
Total Courses Completed, Median (Range)	2 (1 - 30)
Best Response*	
PR	7 (18%)
SD	14 (35%)
PD[a]	18 (45%)
Duration of Follow-up (Months), Median (Range)	12.0 (0.4, 38.9)

a. PD includes 4 patients who had clinical deteriorations prior to RECIST evaluation.

* One patient response is pending

Figure 4: Partial Response in Patient with Head and Neck SCC

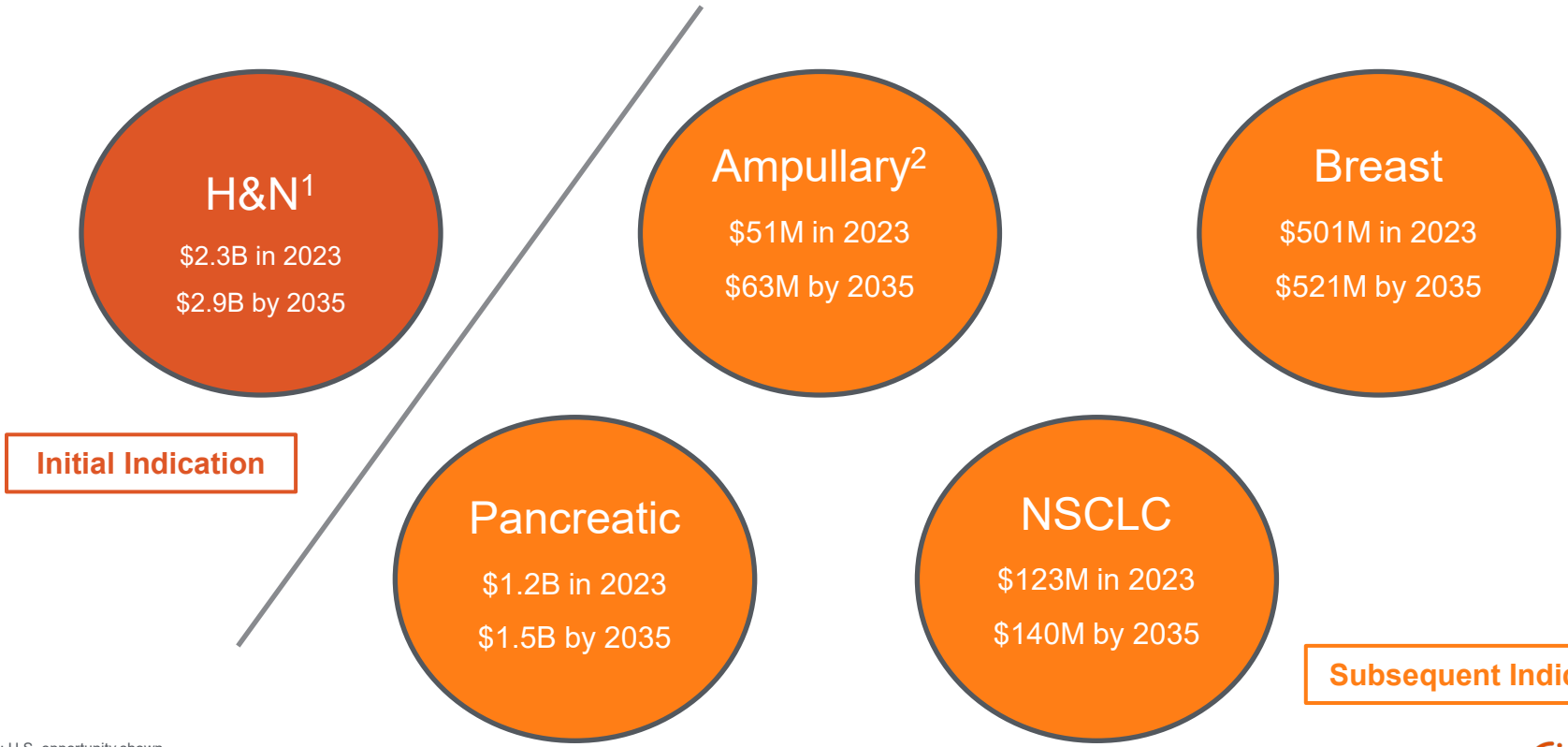
- Panel A at baseline, panel B after 2 cycles of FID-007
- Prior therapies (best response):
  - Pembrolizumab + 5-FU + carboplatin (SD)
  - Cetuximab (SD)
  - Docetaxel (PR 9 months)
  - NK cell + EGFR bi-specific Ab (PD)
- Response ongoing > 6 months



Conclusions

- Enrollment in a 10-patient expansion cohort at RP2D continues
- Based on overall tolerability, pharmacokinetics, and efficacy, the dose of 125mg/m2 has been chosen as the RP2D.
- There has been no grade 3 or higher peripheral neuropathy
- Combination studies are planned, including a phase 2 study in head and neck SCC

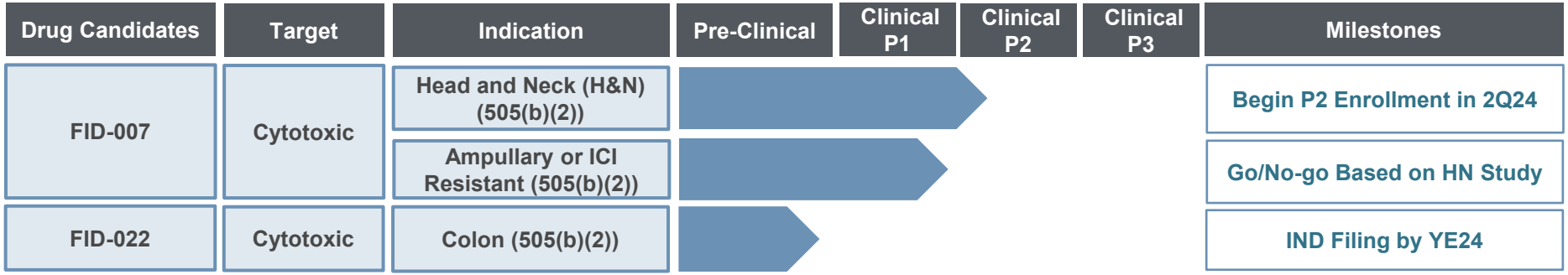
Potential Market Opportunity for FID-007



Note: U.S. opportunity shown
Sources: Evaluate Pharma, Wall Street research, and management pricing expectations
1. H&N market opportunity for both 2nd line and 3rd line therapy
2. Ampullary market opportunity for 2nd line therapy

Pipeline Progress

- FID-007: wholly-owned drug candidate initially focused on Head & Neck (H&N), Pancreatic/Ampullary cancers
  - Seeking initial therapeutic indication for 2nd line treatment of H&N cancer
  - Potential FDA approval strategy uses 505(b)(2) studies, which may shorten clinical trial process and accelerate timeline to commercialization
- FID-022 moving toward IND
- Developing a next generation antibody drug conjugate (ADC) technology platform that could potentially provide even broader killings towards heterogeneous cancer cells than those ADCs with the bystander killing effect



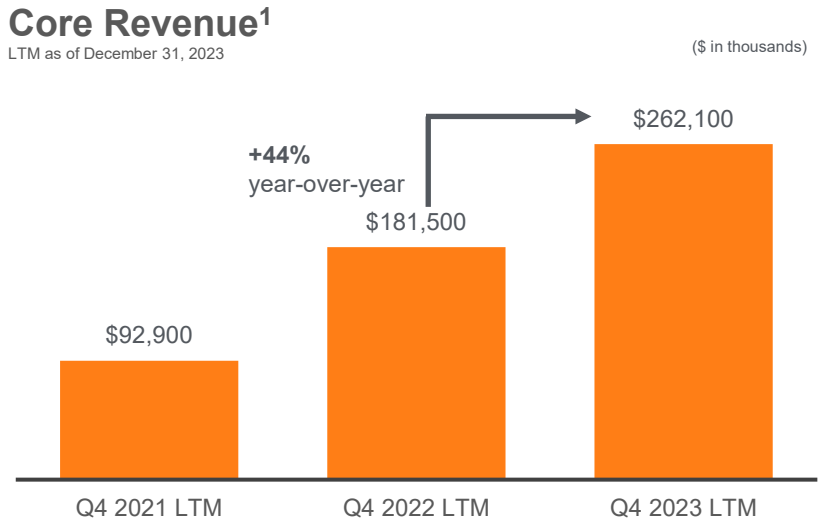
FINANCIALS

Summary Financial Performance

$66.5M Core Revenue[1] in Q4'23

21% growth year-over-year

$27M LTM[2] Operating Cash Flow as of Q4'23

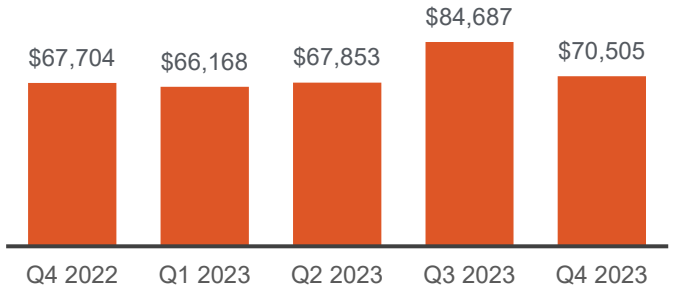


(1) Core Revenue excludes NGS COVID-19 test volume
(2) Last Twelve Months

Financial Performance: Revenue Profile

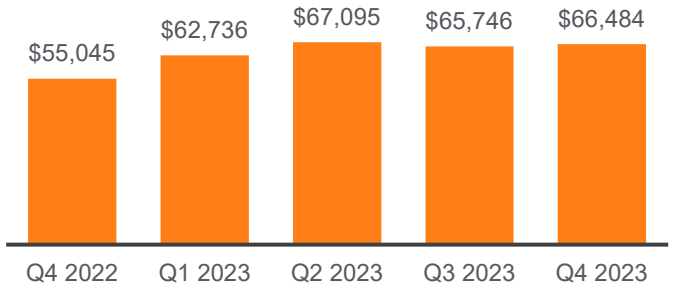
Total Revenue

($ in thousands)



Core Revenue[1]

($ in thousands)



(1) Core Revenue excludes NGS COVID-19 test volume

2024 Financial Guidance

Metric	Full Year 2024
Core Revenue	$280M +7% y/y[1]
GAAP EPS	($2.25)
Non-GAAP EPS	($1.05)

Expected Revenue Breakdown	
Precision Diagnostics	$173M
Anatomic Pathology	$96M
BioPharma Services	$11M
Core Revenue	$280M

Expected Cash, cash equivalents, and investments in marketable securities of approximately $800 million as of December 31, 2024[2]

(1) Core Revenue excludes NGS COVID-19 test revenue for more accurate year over year comparison purposes.
(2) Cash expenditures may be higher or lower than currently estimated due to a variety of facts and circumstances, including as a result of the Company's ongoing stock repurchase program or other expenditures outside of ordinary course.

Balance Sheet

(in 000's)	Periods Ended	
	December 31, 2022	December 31, 2023
Assets		
Cash & cash equivalents	$ 79,506	$ 97,473 (1)
Marketable securities	446,729	326,681 (1)
Trade accounts receivable, net	52,749	51,132
Other current assets	48,889	32,559
Total current assets	627,873	507,845
Marketable securities, long-term	326,648	423,571 (1)
Redeemable preferred stock investment	12,385	20,438
Fixed assets, net	81,353	83,464
Intangible assets, net	150,643	143,053
Goodwill, net	143,027	22,055
Other long-term assets	44,124	34,902
Total assets	**$ 1,386,053**	**$ 1,235,328**
Liabilities and Stockholders' Equity		
Accounts payable	$ 23,093	$ 15,360
Contract liabilities	3,199	2,874
Customer deposit	10,895	22,700
Investment margin loan	14,999	–
Other liabilities	63,992	61,108
Total liabilities	116,178	102,042
Stockholders' equity	486,588	501,721
Accumulated income	780,097	634,380
Total Fulgent stockholders' equity	1,266,685	1,136,101
Noncontrolling interest	3,190	(2,815)
Total stockholders' equity	1,269,875	1,133,286
Total liabilities and stockholders' equity	**$ 1,386,053**	**$ 1,235,328**

(1) $848M in cash and investments.

Non-GAAP Financial Adjustments

(in 000's)	2022				FY	2023				FY
	Q1	Q2	Q3	Q4	2022	Q1	Q2	Q3	Q4	2023
Revenue	$320,268	$125,341	$105,655	$67,704	$618,968	$66,168	$67,853	$84,687	$70,505	$289,213
Cost of revenue	77,725	60,065	59,560	54,717	252,067	47,357	47,281	44,843	45,276	184,757
Gross profit	$242,543	$65,276	$46,095	$12,987	$366,901	$18,811	$20,572	$39,844	$25,229	$104,456
Gross margin	75.7%	52.1%	43.6%	19.2%	59.3%	28.4%	30.3%	47.0%	35.8%	36.1%
Equity-based compensation included in cost of revenue	1,465	2,243	2,475	2,521	8,704	2,394	2,359	2,621	2,375	9,749
Non-GAAP gross profit (excluding equity-based compensation)	$244,008	$67,519	$48,570	$15,508	$375,605	$21,205	$22,931	$42,465	$27,604	$114,205
Non-GAAP gross margin	76.2%	53.9%	46.0%	22.9%	60.7%	32.0%	33.8%	50.1%	39.2%	39.5%
Operating expenses										
Research and development	$5,989	$6,905	$7,507	$8,509	$28,910	$9,782	$9,692	$10,014	$11,952	$41,440
Selling and marketing	7,940	10,866	9,859	10,253	38,918	10,083	10,723	10,161	10,500	41,467
General and administrative	25,775	30,240	26,266	28,793	111,074	21,802	17,993	17,498	31,706	88,999
Amortization of intangible assets	906	1,575	2,006	2,010	6,497	1,968	1,962	1,957	1,958	7,845
Restructuring costs	—	2,896	105	(26)	2,975	—	—	—	—	—
Goodwill impairment loss	—	—	—	—	—	—	—	—	120,234	120,234
Total operating expenses	40,610	52,482	45,743	49,539	188,374	43,635	40,370	39,630	176,350	299,985
Operating profit (loss)	$201,933	$12,794	$352	($36,552)	$178,527	($24,824)	($19,798)	$214	($151,121)	($195,529)
Operating margin	63.1%	10.2%	0.3%	-54.0%	28.8%	-37.5%	-29.2%	0.3%	-214.3%	-67.6%
Equity-based compensation included in operating expenses	4,151	5,787	6,497	7,501	23,936	7,871	7,964	8,281	9,057	33,173
Acquisition-related cost included in General and administrative	1,251	5,158	166	1,359	7,934	—	—	—	—	—
Non-GAAP operating profit (loss) (excluding equity-based compensation, amortization, goodwill impairment, restructuring costs & acquisition-related costs)	$209,706	$30,453	$11,601	($23,187)	$228,573	($12,591)	($7,513)	$13,073	(17,497)	($24,528)
Non-GAAP operating margin	65.5%	24.3%	11.0%	-34.2%	36.9%	-19.0%	-11.1%	15.4%	-24.8%	-8.5%

THANK YOU

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