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 revenue growth and profitability targets, consumables and services recurring revenue growth expectations, market opportunities, expense management, productivity and efficiency goals, product innovation, Fluidigm’s access to diagnostics markets with its microfluidics products and anticipated market sizes, adoption of Fluidigm’s microfluidics products for diagnostics applications, plans to build diagnostics networks for Advanta™ Dx SARS-CoV-2 RT PCR Assay, market growth for high parameter and imaging cytometry products, expectations for increasing adoption of mass cytometry technologies in new markets, market trends and Fluidigm’s ability to introduce products, grow revenues and access markets based on such trends, anticipated collaborations and partnerships of those arrangements, the adoption of Fluidigm’s technology and products for translational and clinical research, strategic plans to access new markets and channels, anticipated new product introductions, and revenue and net loss guidance for future periods. 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; declines in revenue from COVID testing, the possible loss of key employees, customers, or suppliers; uncertainties in contractual relationships; 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; potential changes in priorities or requirements for Emergency Use Authorizations or other regulatory authorizations or approvals; potential limitations of any Emergency Use Authorization or other regulatory authorizations or approvals; potential changes in the priorities of government agencies; challenges inherent in developing, manufacturing, launching, marketing, and selling new 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; Fluidigm research and development and distribution plans and capabilities; interruptions or delays in the supply of components or materials for, or manufacturing of, Fluidigm 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 in our business and operating results is contained in our Annual Report on Form 10-K for the year ended December 31, 2020, and in our other filings with the Securities and Exchange Commission. These forward-looking statements speak only as of the date hereof. Fluidigm disclaims any obligation to update these forward-looking statements except as may be required by law.

Non-GAAP financial information

This presentation has certain financial information in accordance with U.S. GAAP and also on a non-GAAP basis for the three-month period ended March 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. Our estimates of forward-looking non-GAAP operating loss exclude estimates for stock-based compensation expense and depreciation and amortization; loss on disposal of property and equipment; future changes relating to developed and acquired technologies; other intangible assets; amortization of other intangible assets; income taxes, among other items, certain of which are presented in the tables accompanying our earnings release. A reconciliation of adjusted guidance measures to corresponding GAAP measures is not available on a forward-looking basis without unreasonable effort due to the uncertainty regarding certain expenses that may be incurred in the future. 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. Fluidigm 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 of this presentation or in the accompanying “Reconciliations and Financial Package” available at supplemental financials.

Trademarks

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The Advanta™ Dx SARS-CoV-2 RT-PCR Assay is for In Vitro Diagnostic Use. It is for Use under Emergency Use Authorization Only. Rx Only. Other Fluidigm products are provided for Research Use Only. Not for use in diagnostic procedures.
Drive Meaningful Insight in Health and Disease to Improve Life

Advance human health by deploying innovative technologies.

Reveal, understand and address the biological complexities of disease.
Harnessing the Power of Two Technologies

CyTOF® Technology

Microfluidics Technology
We will span the spectrum from discovery to diagnostics, delivering double-digit revenue growth with sustained profitability.

**Powerful Growth Drivers**

**Vision 2025**

- **Innovation**
  - Launching instruments, expanding menu and creating new content and workflows

- **Partnerships**
  - Building new capabilities, broadening our customer base and penetrating applied markets

**Beachhead Expansion**

- Building a transformative diagnostics base and moving closer to healthcare decision making
Key Investment Highlights

1. Addressing large market opportunities

2. Offering proprietary platform technologies with demonstrated clinical research and real-world utility

3. Driving recurring revenue streams

4. Targeting long-term double-digit revenue growth and sustained profitability
Leading Provider of Indispensable Tools and Consumables

$32.8M
Q1 revenue

55.7% | 66.4%
product and service margin
GAAP | Non-GAAP

Manufacturing
Singapore | Ontario, Canada | South San Francisco

Headquarters
South San Francisco, CA, USA

~600
employees worldwide

>140
clinical trials

>1,500
mass cytometry publications

575
issued or pending patents (worldwide)

For the quarter ended March 31, 2021. For reconciliations of the Non-GAAP financial measures to the GAAP measures, please refer to: supplemental financials.
Operational Efficiencies Driving Productivity

- Disciplined operating expense management
- Innovation
  - Instrument placements, recurring revenue, partnerships
- Manufacturing productivity
Long-Term Recurring Revenue Growth

**Instruments**
Revenue from adoption of instruments across a broad product portfolio and variety of technology platforms

**Consumables**
Recurring revenue from content, software and workflows used with installed instruments

**Service**
Recurring revenue from active, installed instruments
Microfluidics

Attractive diagnostics and digital health markets that extend beyond COVID-19
Diagnostics Reimagined

Diagnostics industry has been disrupted, creating new opportunities

- Microfluidics provides scalable solutions for the new segments in the diagnostics industry.
- Establish partnerships with digital health providers, content providers and customer labs as a channel for our testing platform.
- Build capabilities for a long-term diagnostic testing business.
Microfluidics

Molecular diagnostics market opportunity including COVID-19

Sources: Market and Fluidigm research
Microfluidics: Advantages for Diagnostics

- Speed
- Flexibility
- Throughput
- Cost
Building Diagnostics Networks

Building a network of testing partners to increase access to saliva-based SARS-CoV-2 testing to communities

Sample Collection & Testing Process  Customer Testing Lab  Data Analysis and Patient Results

For Individuals  Clinicians  Organizations and Schools  Communities
Disrupt or be disrupted. Digitally-driven transformations and changes in customer behavior are reshaping business models and erasing industry boundaries. In this transformative age, the only market certainty is change. Embrace it.

—Ernst & Young
Mass Cytometry

The world’s most advanced single-cell proteomics technology
Mass Cytometry

High-parameter applications and imaging: addressable markets

- Academic and research institutions
- Hospitals and clinical testing
- Pharma, CRO and biotechnology

Sources: Market and Fluidigm research
Strong Existing Installed Base with Flow Cytometry Core Labs

Installed Base

- **330** Mass Cytometry
  - Active installed base
- **113** Mass Cytometry
  - Enabled for imaging
- **25+** Countries

Publications and Clinical Trials

- 2019: **75** Publications, **>1,000** Clinical Trials
- 2020: **127** Publications, **>1,380** Clinical Trials
- 2021: **144** Publications, **>1,500** Clinical Trials
Be the Leader in Discovery and Applied Research

3 simple steps to high-parameter and tissue imaging insights

Drive greater global adoption in biopharma and CROs

Increase number of pharma customers with multiple systems as they standardize on Fluidigm platform across regions

Drive greater adoption of Imaging Mass Cytometry™ (IMC™)

Maximize relationships in academia

Support increased research and presence at consortia

Drive greater penetration in imaging and pharma segments
  - Focus on imaging cores
  - Penetrate through Therapeutic Insights Services agreements with Fluidigm labs in California and Tokyo

Innovate in IMC to include both pre- and post-analytical activities

Strengthen existing partnerships to drive more value to customers

Provide ongoing customer support via valuable strategic partnerships as labs extend utilization of Fluidigm technology to answer more questions and ultimately increase utilization
Bringing New Insights to Life