Fluidigm Corporation

September 2020

FLUIDIGM®

Forward-looking statements

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including, among others, statements regarding market opportunities and growth rates, access to infectious disease, immuno-oncology and diagnostics markets, expected uses for and advantages of company products, including a COVID-19 assay that is under FDA review, implementation and expected results of strategies related to infectious disease markets, launches of new products and product lines, contractual relationships, regulatory processes, and expectations for revenue growth and other financial results. 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 the potential adverse effects of the coronavirus pandemic on our business and operating results during 2020; the suitability and acceptance of our tools and technology by the research community pursuing solutions for the novel coronavirus pandemic; our ability and/or the ability of the institutions utilizing our products and technology to obtain FDA and any other requisite approvals to use our products and technology for diagnostic testing purposes; customers and prospective customers continuing to curtail or suspend activities utilizing our products; interruptions or delays in the supply of components or materials for, or manufacturing of, our products resulting from the pandemic or other factors; challenges inherent in developing, manufacturing, launching, marketing, and selling new products; risks relating to reliance on sales of capital equipment for a significant proportion of revenues in each quarter; potential product performance and quality issues; the possible loss of key employees, customers, or suppliers; intellectual property risks; competition; uncertainties in contractual relationships; risks relating to company research and development, sales, marketing, and distribution plans and capabilities; reductions in research and development spending or changes in budget priorities by customers; seasonal variations in customer operations; unanticipated increases in costs or expenses; and risks associated with international operations. Information on these and additional risks and uncertainties and other information affecting Fluidigm's business and operating results is contained in Fluidigm's Annual Report on Form 10-K for the year ended December 31, 2019, and in its subsequent 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 periods ended June 30, 2020, and June 30, 2019, and for the fiscal years ended December 31, 2017, 2018, and 2019. 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. 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

Fluidigm products are for Research Use Only. Not for use in diagnostic procedures.

Improve life through comprehensive health insight

Discover new insights in health and disease.

Identify meaningful biomarkers.

Accelerate development of more impactful therapies.

Key investment highlights

1. Leading solution for high-throughput infectious disease detection, $4.0 billion-plus SARS-CoV-2 diagnostics market
2. A leader in high-growth, underpenetrated $3.0 billion-plus Immunome market
3. Well-positioned to benefit from tailwinds in COVID-19 testing, infectious disease and immuno-oncology markets
4. Demonstrated clinical research and real-world utility driving continued adoption
5. Driving utilization and consumables pull-through
6. Operational efficiencies and long-term revenue growth

Leading provider of indispensable tools and consumables

>550
employees worldwide

$117M
annual revenue

52.5% • 67.1%
product and service margin
GAAP • Non-GAAP

Headquarters
South San Francisco, CA, USA

Manufacturing
Singapore • Ontario, Canada

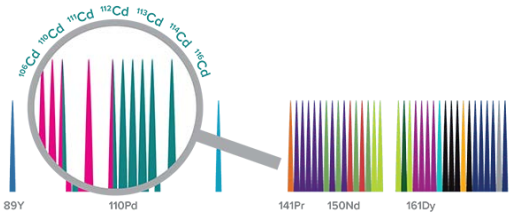
>1,000
mass cytometry publications

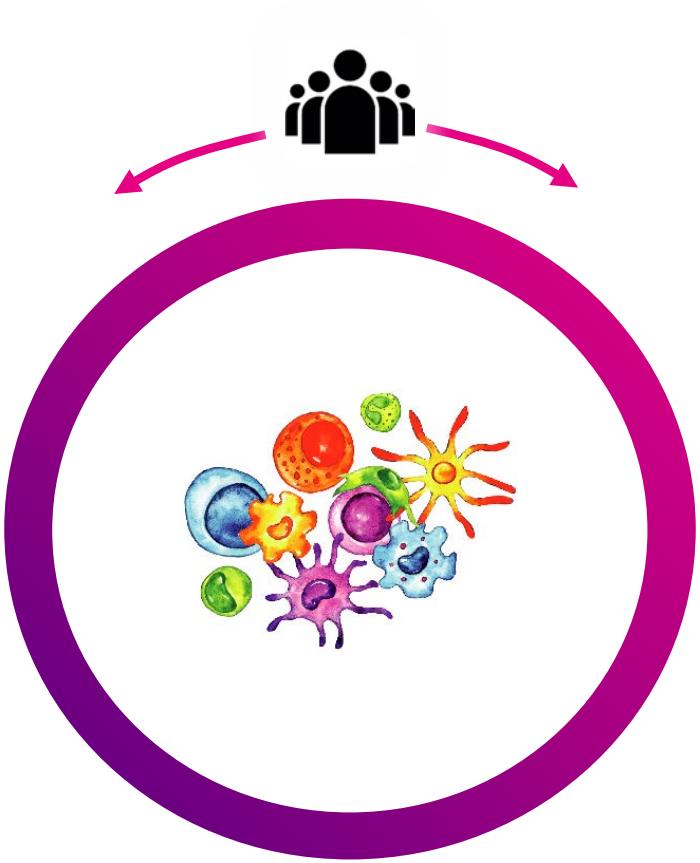
670
issued or pending patents (worldwide)

For the year ended December 31, 2019; product and service margin for the quarter ended June 30, 2020
For reconciliations of the non-GAAP financial measures to the GAAP measures, please refer to: supplemental financials

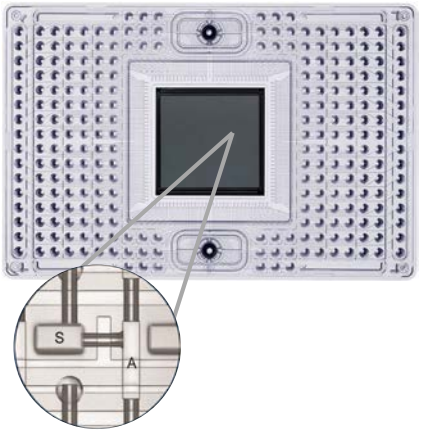
Harnessing the power of two technologies

CyTOF® technology





Microfluidics technology



A large, fast-growing market opportunity has emerged centered on COVID-19

Diagnostics and surveillance – today

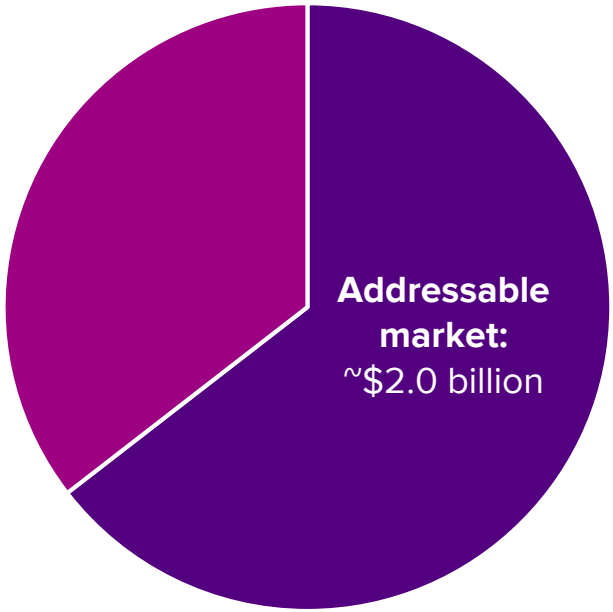
- ✓ High-throughput; requires millions of tests a day worldwide.
- ✓ Flexible and efficient solutions.
- ✓ Robust supply chain; availability of product.
- ✓ **Tomorrow:** Integrate new pathogens and broaden screening and surveillance.

Immune profiling – today

- ✓ Characterize immune response and conduct longitudinal studies of population.
- ✓ Stratify population response, identify new biomarkers.
- ✓ Accelerate vaccine and therapy development.
- ✓ **Tomorrow:** Develop toolkit for future pathogen outbreaks.

SARs-CoV-2 U.S. testing opportunity

Symptomatic testing
Total market: ~3.1 billion

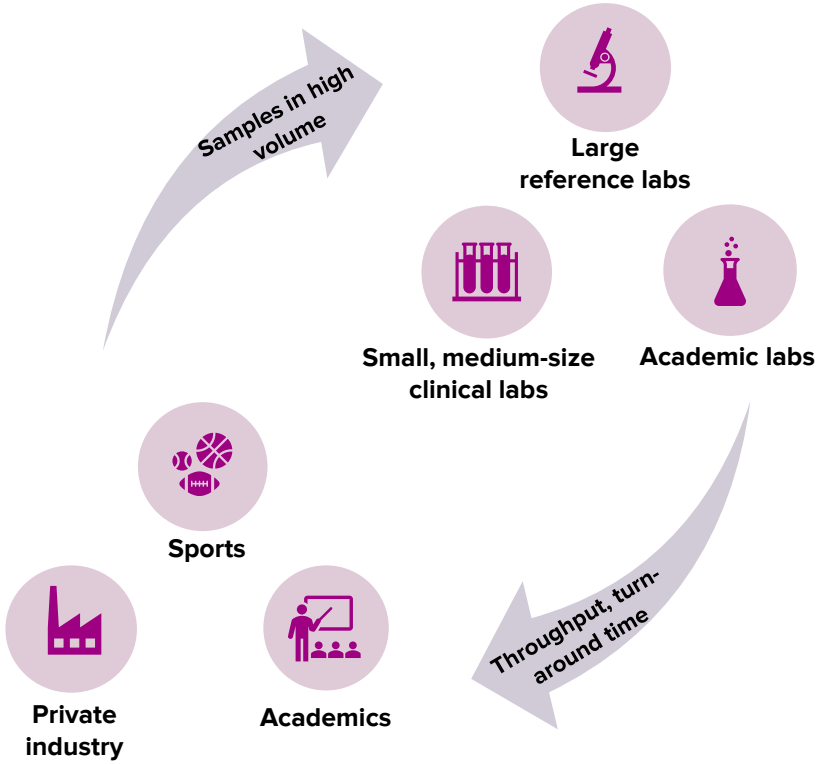


■ High Thoughput ■ Low thoughput

>750 tests per day

Sources: Market survey and Fluidigm research

Asymptomatic testing (screening)
Market potential: 1 – 10M test/day*



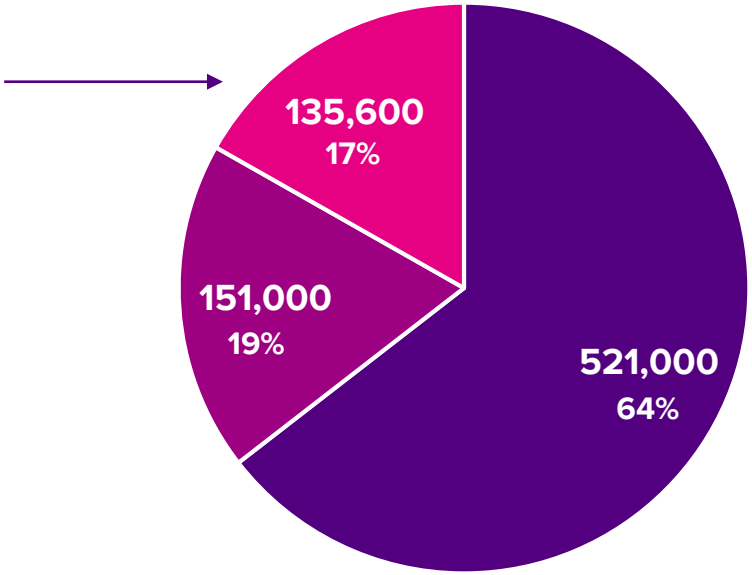
*Harvard University Center for Ethics "Susceptible, Exposed, Infected, Recovered (SEIR) Model" estimated testing requirements of 1 – 10M tests per day needed for effective screening and surveillance.

Current customer symptomatic testing volume

COVID-19 Dx testing in the U.S. by institution type

Average daily tests per institutional segment

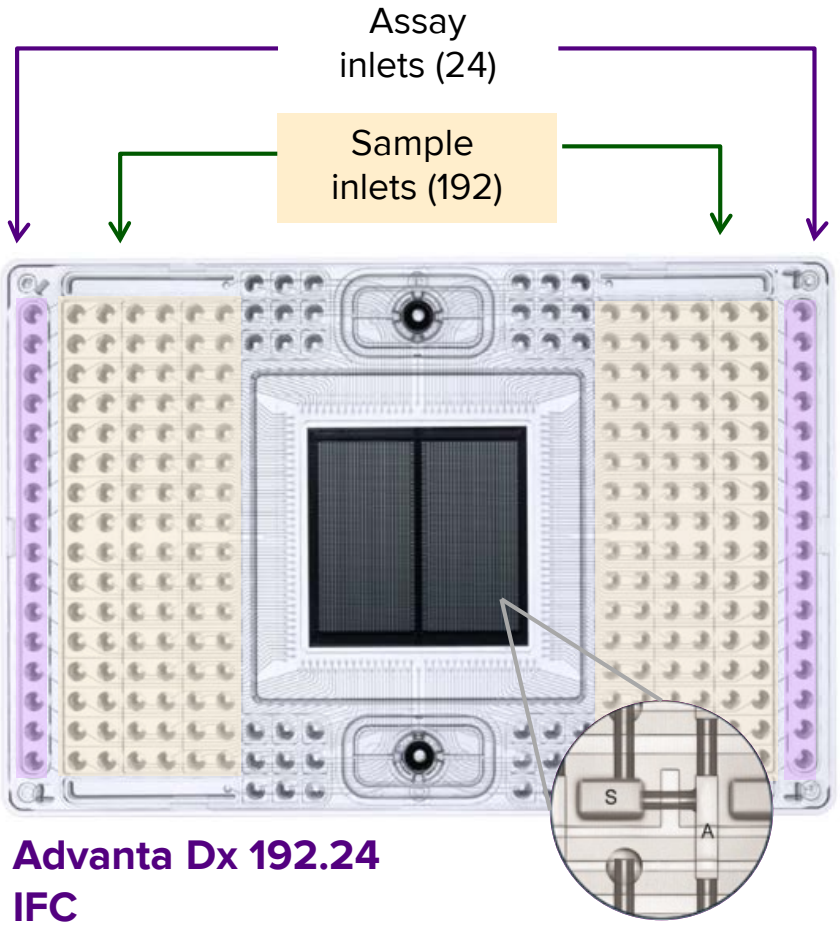
* Other includes:
  - Biopharma
  - CRO
  - Community hospitals
  - Healthcare networks
  - Public health labs



Sources: Fluidigm market survey and research, ACLA, and Johns Hopkins University Coronavirus Resource Center

The integrated fluidic circuit

Microfluidics device that performs combinatorial PCR and achieves significant savings



Advanta Dx 192.24 IFC

Footprint:

- Same size as a 384-well plate
- Well positions consistent with standard SBS 384-well format

The Advanta™ Dx 192.24 IFC can process up to 192 samples and controls.

The fluidic circuit (dark square) in the center of the IFC contains nanoliter-size PCR reaction chambers where samples and assays are independently mixed together on an IFC controller (for example, Juno™ or RX) prior to performing qPCR.

Microfluidics

Enabling automation, high-throughput and scalability

Instruments

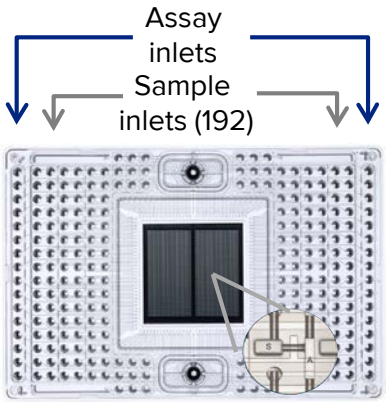
Juno™ preparation system

Biomark™ HD real-time PCR system

Kit components

Advanta™ Dx SARS-CoV-2 RT-PCR Assay Reagent and IFC Bundle

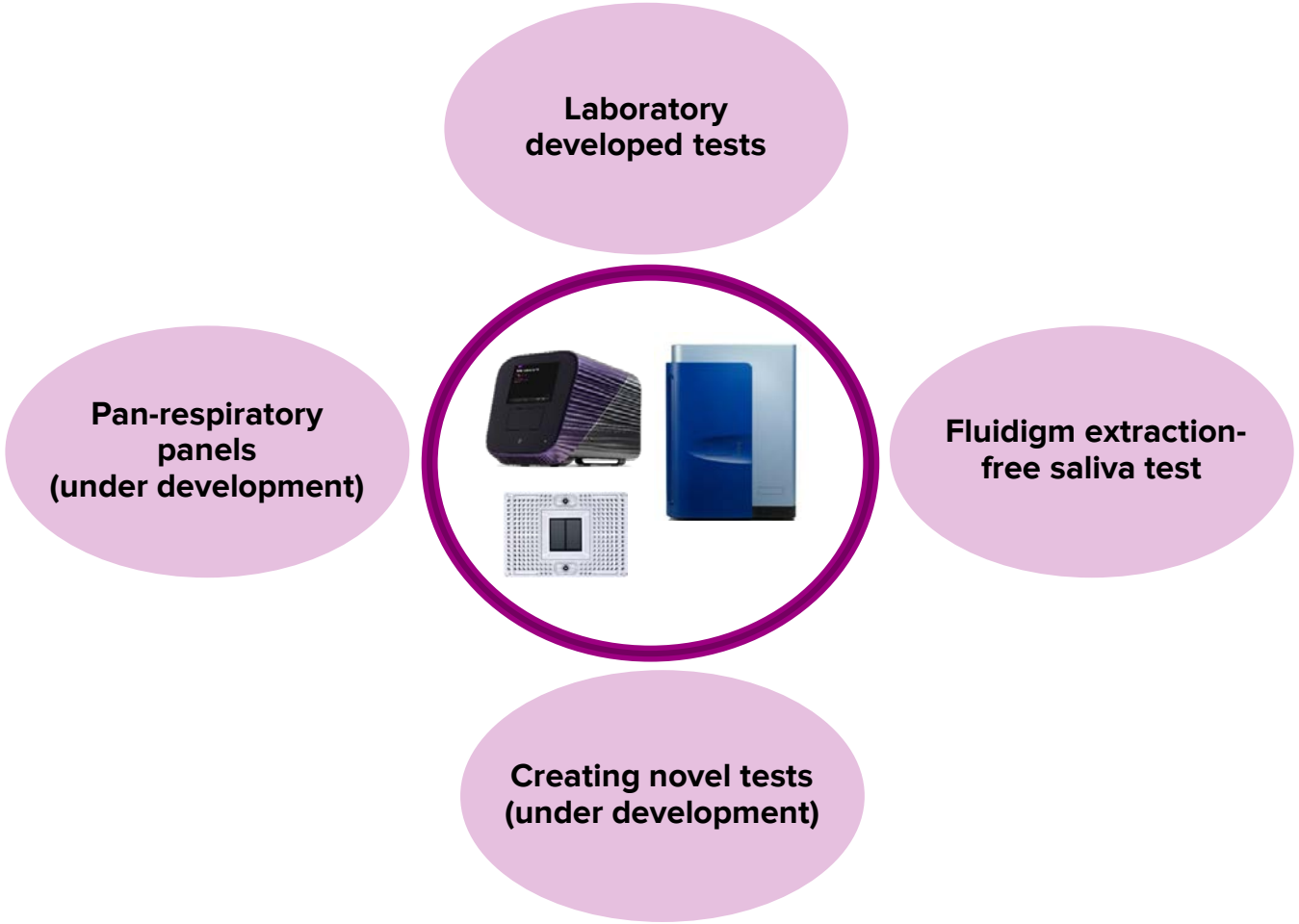
Reagent kit components



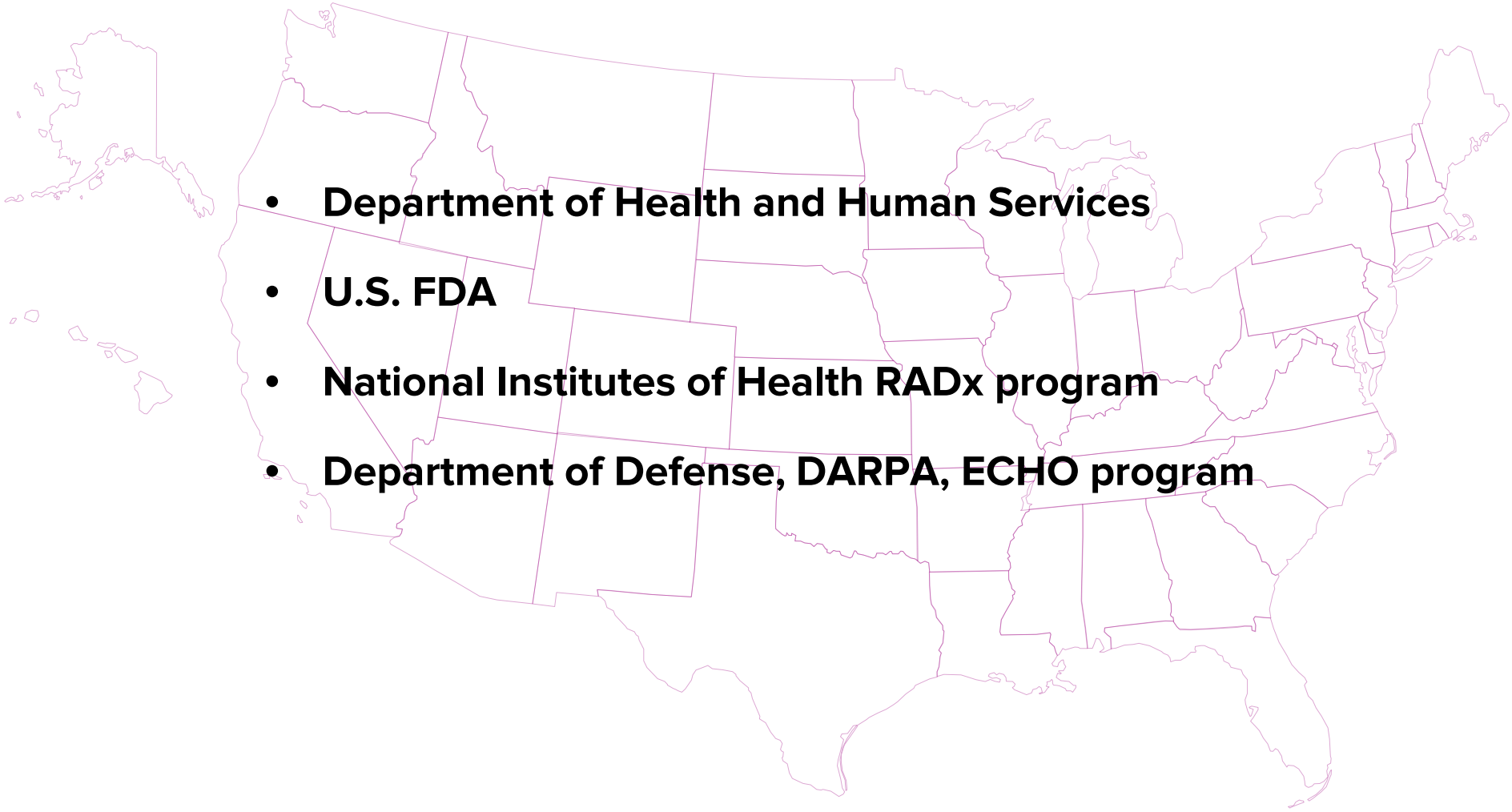
Advanta Dx 192.24 IFC

Biomark HD for SARS-CoV-2 testing

Delivering a variety of solutions driven by microfluidics



Working with U.S. government organizations



- Department of Health and Human Services
- U.S. FDA
- National Institutes of Health RADx program
- Department of Defense, DARPA, ECHO program

RADx awards up to $37 million grant

Manufacturing capacity expansion and increase in throughput

Forbes

Fed's 'Shark Tank' – Style Coronavirus Challenge Awards $250 Million to 7 Companies

CNN

NIH invests $248.7 million to fund technology that could improve Covid-19 testing

STAT

Ginkgo Bioworks, Mammoth Bioscience among winners of NIH's 'Shark Tank' for Covid-19 tests

THE WALL STREET JOURNAL.

NIH Awards Grant to Medical Companies to Boost Coronavirus Test Production

ENDPOINTS NEWS

Seven plucky diagnostics companies win a $249M round of contracts after surviving NIH's Covid-19 'Shark tank' competition

Daily Mail

NIH awards nearly $250 million to seven companies making new coronavirus tests as surging demand strains US labs.

yahoo! finance

REUTERS

Seeking Alpha

BENZINGA

BioSpace

BioWorld

Advanta Dx SARS-CoV-2 RT-PCR Assay

1	2	3	4 and 5	6	7	8
Saliva collection	Heat-treat samples	1-step RT and preamplification	Prepare assay and sample mixes. Prepare IFC.	IFC loading and sample/assay mixing	qPCR on Biomark HD	Analysis and report

Total instrument run time: <3 hours

Extraction-free
No need for viral RNA extraction kit

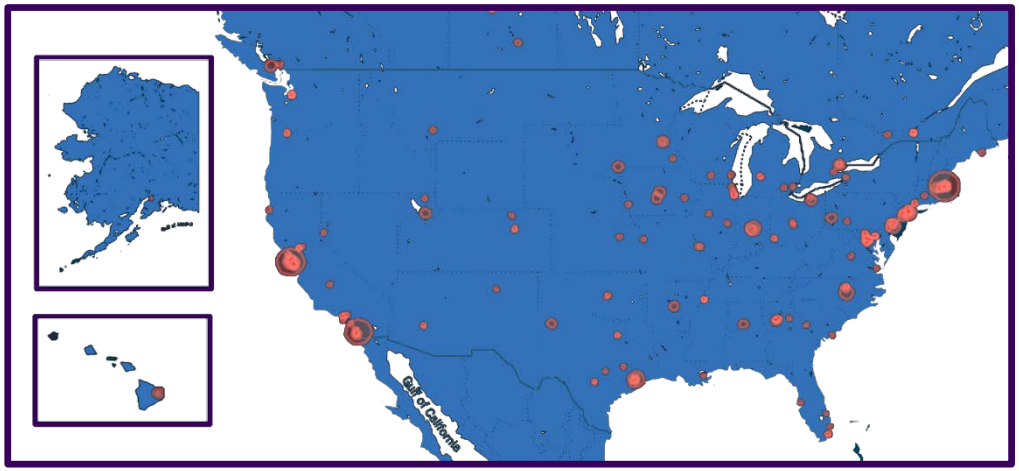
Scalable
Modular platform supports concurrent parallel runs to achieve up to 6,000 samples and controls per day per instrument.

High-throughput
192 samples and controls per batch in less than 3 hours of instrument time

Noninvasive
Saliva collection is convenient, stress-free and pain-free.

Connecting community against COVID-19

Option 1: Activating academic labs to provide community testing capability



Leverage US base of installed systems (>400) in academic institutes and clinical labs to conduct surveillance testing.

University of Oklahoma,
Washington University in St. Louis
Extend traditional research technologies to perform surveillance testing that serves the needs of the community.

COVID Advisory Team

What we provide

- Assess needs
- Create a plan
- Connect resources
- Conduct training
- Support implementation

*First run to results is approximately 355 min

Connecting community against COVID-19

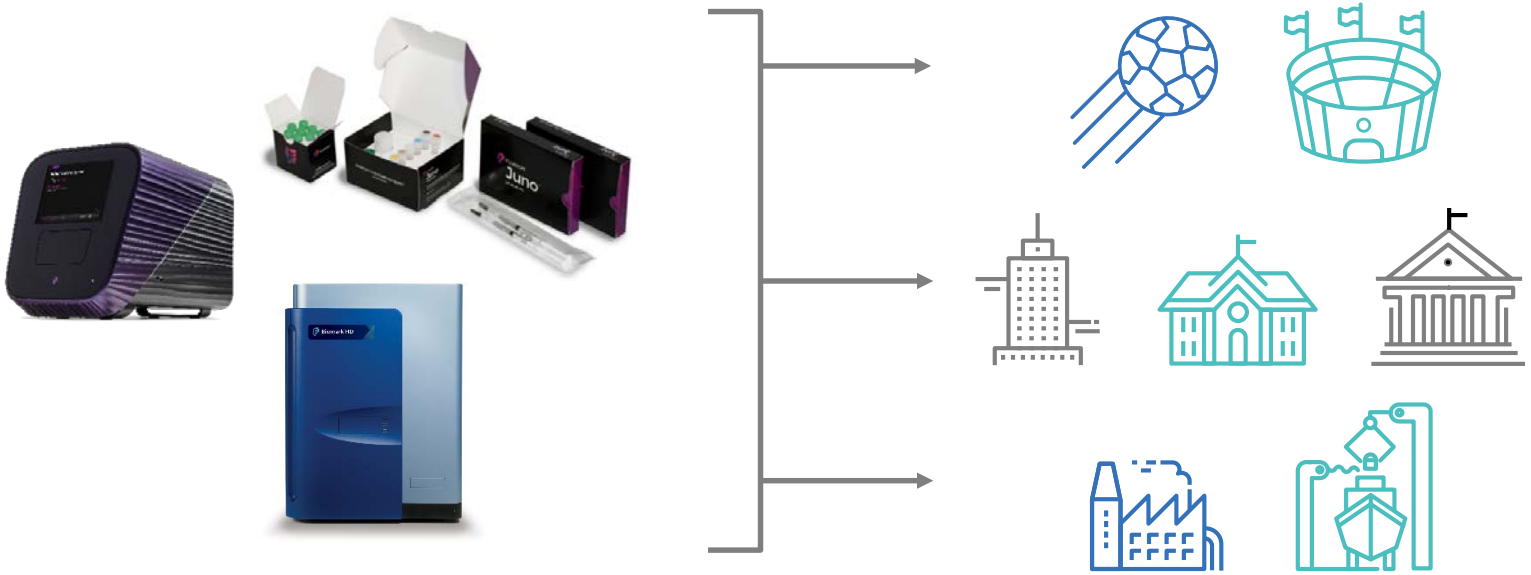
Option 2: Matching your testing requirements to our growing network of private CLIA labs

Institutions tasked with implementing a surveillance program

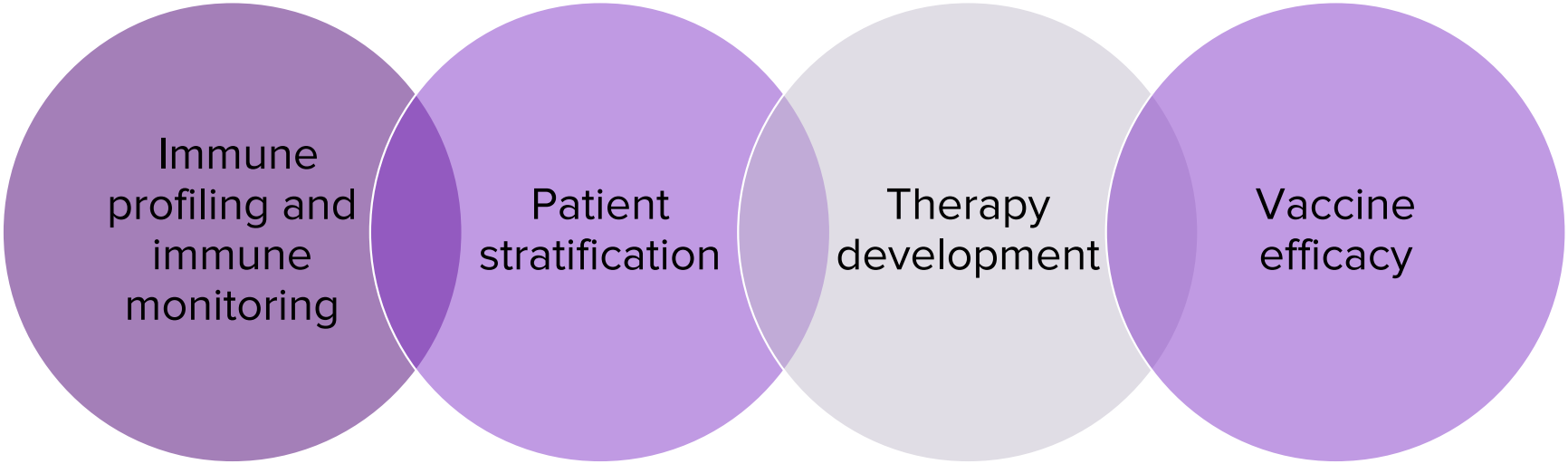
Growing network of local and regional labs

Connecting community against COVID-19

Option 3: Standing up labs with new test capability



Advancing COVID-19 immune profiling work



CyTOF technology

The highest-resolution profiling of cell phenotype and function available

Helios™
Mass cytometry

Comprehensively interrogate cell phenotype and function using 50-plus markers, all from a single tube.

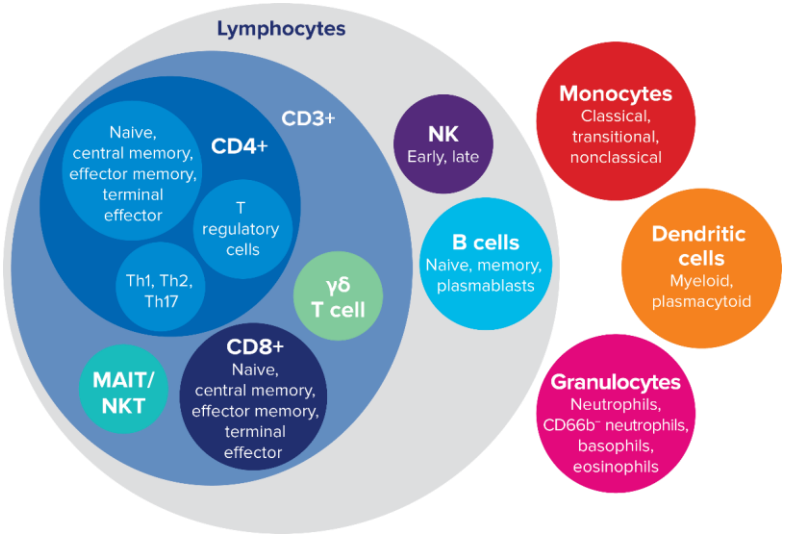
Hyperion™ Imaging System
Imaging Mass Cytometry™

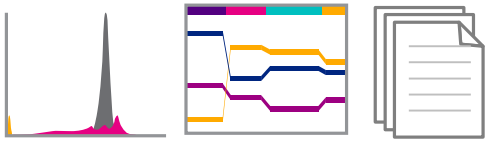
Deeply interrogate tumor and tissue microenvironments with 37 markers, all on a single slide.

Proven

Robust and reliable technology trusted by translational and clinical researchers around the world to power life-changing insights in human health.

Maxpar Direct Immune Profiling Assay
Deep immune profiling with CyTOF





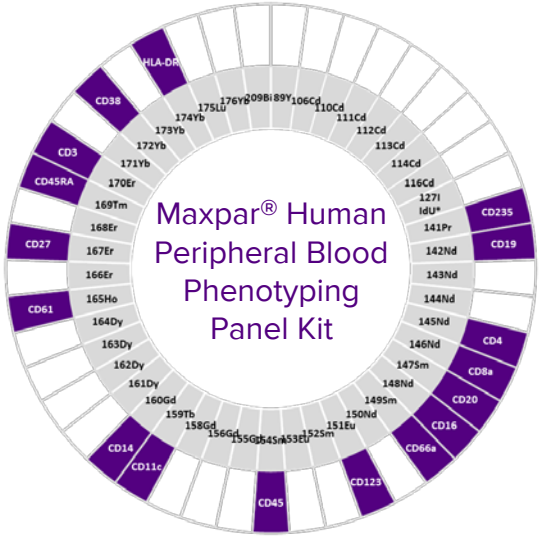
37 populations **1** tube **5**-minute data analysis

The Life Science LSIA 2019 Industry Awards

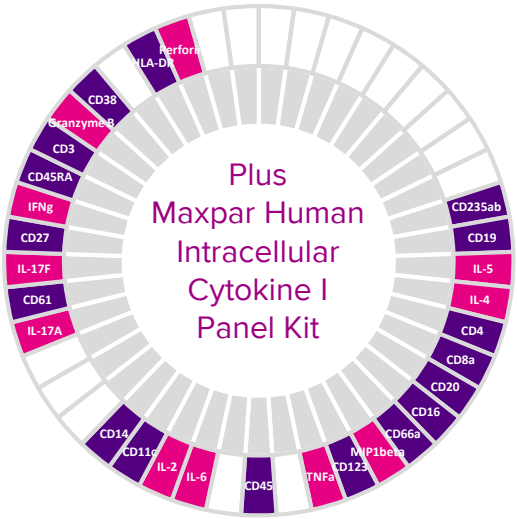
Gold Award: Most innovative new cell biology product

Maxpar Direct provides flexibility in panel design

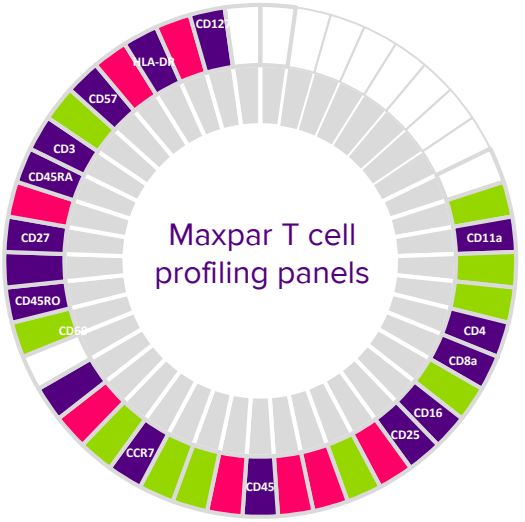
Identify leukocyte populations



Assess intracellular cytokine expression



Perform in-depth T cell profiling

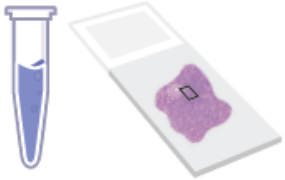


Therapeutic Insights Services

Three simple steps to high-dimensional insights

1

Consult with Therapeutic Insights Services to design your project.



2

Send your stained or unstained slides or samples.

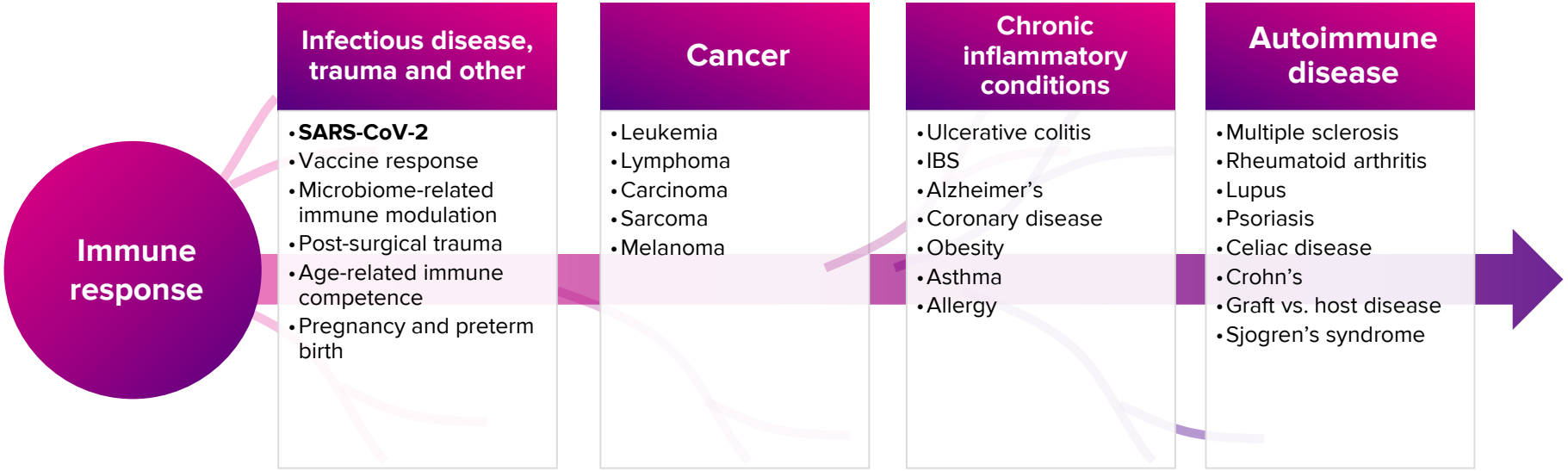
3

Receive your raw data, analyzed results and summary report.

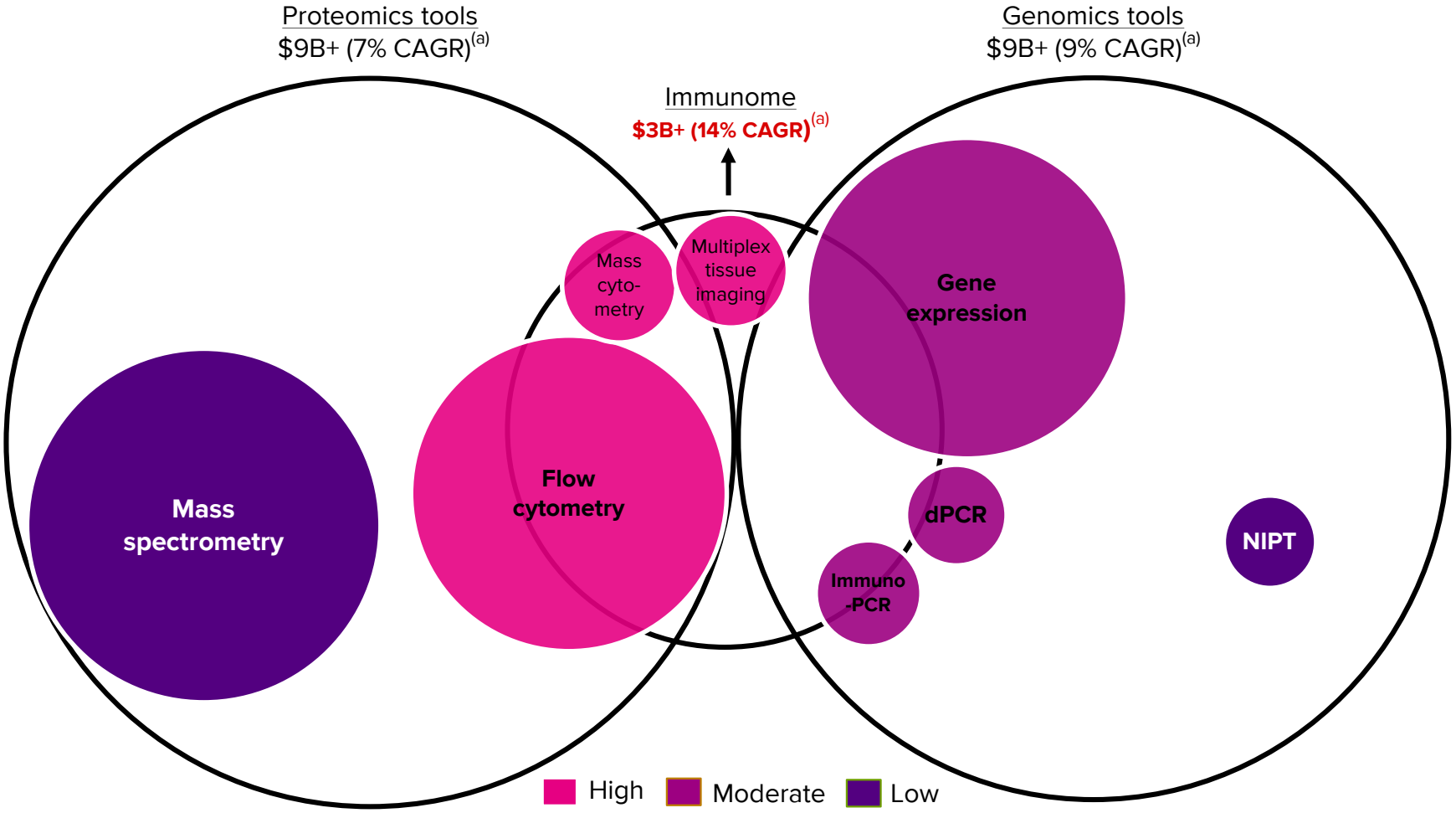
Therapeutic Insights Services (TIS) offers mass cytometry and Imaging Mass Cytometry services to

- researchers who do not have access to an instrument;
- potential instrument-owners;
- new instrument owners waiting for setup.

Critical immunology insights needed across disease spectrum



Fluidigm is well-positioned in large markets



Note: Directional; not at scale and not comprehensive of all proteomics technologies
Source: 2019 DeciBio and Fluidigm analysis; reflects current life science tools market
(a) CAGR reflects a 10-year period ended 2028 based on potential market size.

New applications driving recurring revenue

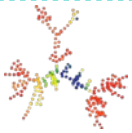
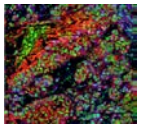
Content

- Advanta Dx SARS-CoV-2 RT-PCR Assay
- Maxpar® Direct™ Immune Profiling Assay™
- Maxpar Antibody Labeling Kits
- Advanta™ Sample ID Genotyping Panel
- Advanta RNA-Seq NGS Library Prep Kit



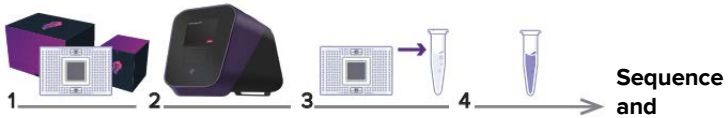
Software

- De Novo Software™ FCS Express™ 7 Flow
- CyTOF Software v7.0
- Automated Maxpar Pathsetter™ software
- HALO®, HALO AI™, HALO Link™, Phenomap™, histoCAT™, GemStone™, MCD™ Viewer
- Cytobank cloud-based data analysis
- CopyCount-CNV™ for real-time PCR CNV analysis
- GO Immuno-Oncology Workbench for cohort analysis and variant annotation

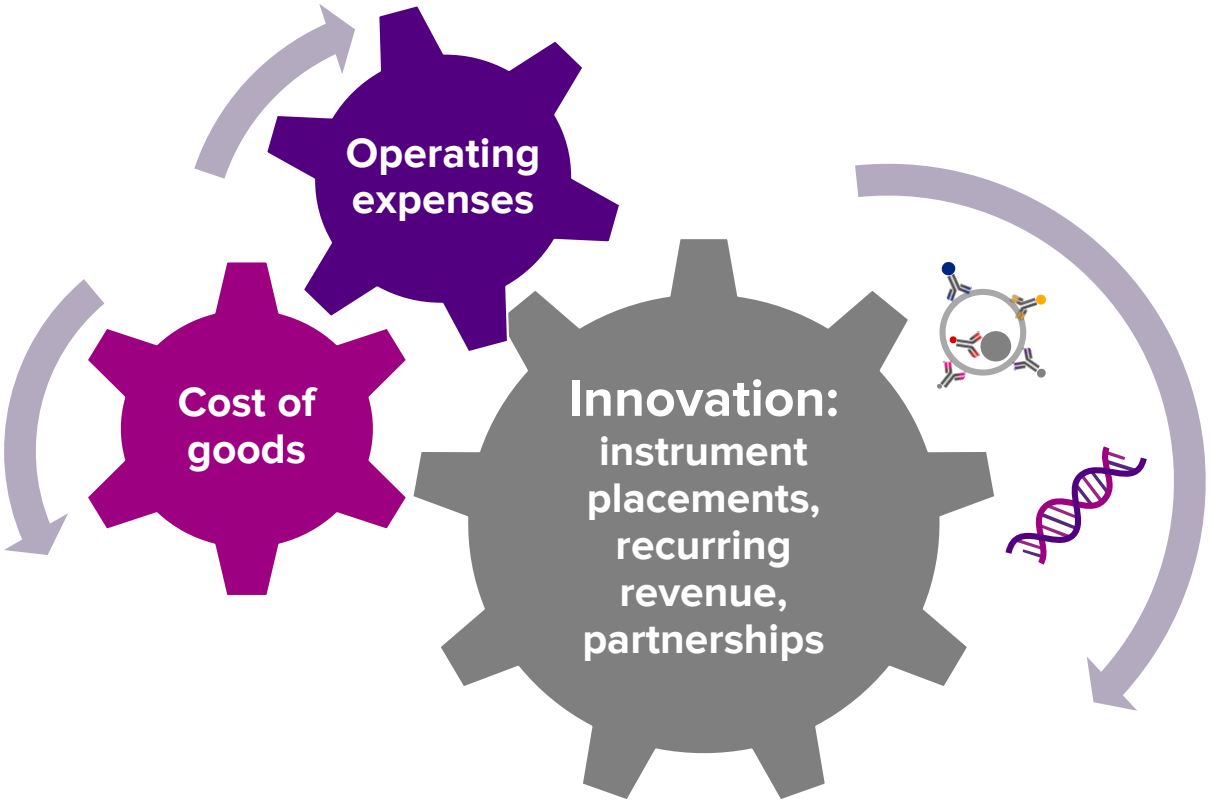
Workflows

- Enhancements in user interface, protocols, tube loading, automation



Microfluidics | **Mass cytometry**

Operational efficiencies driving 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

Long-term growth potential

Bringing New Insights to Life™

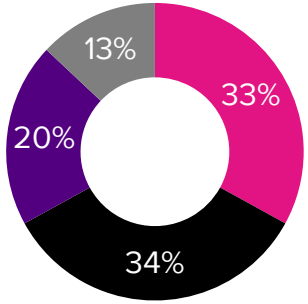
The Advanta Dx SARS-CoV-2 RT-PCR Assay is for *In Vitro* Diagnostic Use. It is for Use Under Emergency Use Authorization Only. Rx Only.
It has not been FDA cleared or approved. It has been authorized by FDA under an EUA for use by authorized laboratories. It has been authorized only for the detection of nucleic acid from SARS-CoV-2, not for any other viruses or pathogens. It is only authorized for the duration of the declaration that circumstances exist justifying the authorization of emergency use of in vitro diagnostics for detection and/or diagnosis of COVID-19 under Section 564(b)(1) of the Act, 21 U.S.C. § 360bbb-3(b)(1), unless the authorization is terminated or revoked sooner.

Other Fluidigm products are For Research Use Only. Not for use in diagnostic procedures.

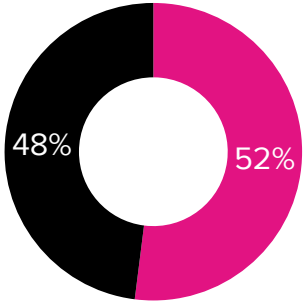
Appendix

Q2 2020 revenue profile

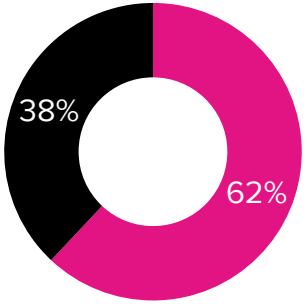
Category	Market	Customer type	Geography



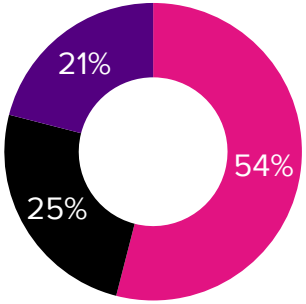
- Instruments
- Consumables
- Service
- Grant and license



- Microfluidics
- Mass cytometry



- Research
- Applied



- Americas
- EMEA
- Asia-Pacific

Q2 2020 and 2019 selected financial information

Statement of operations data, GAAP[(a)]	Q2 2020	Q2 2019
Total revenue	$26.1	$28.2
Loss from operations (GAAP)	(13.7)	(14.6)
Net loss (GAAP)	(13.0)	(13.8)
Net loss per share, basic and diluted (GAAP)	(0.18)	(0.20)
Statement of operations data, Non-GAAP[(a)]	**Q2 2020**	**Q2 2019**
Total revenue	$26.1	$28.2
Loss from operations (Non-GAAP)	(6.1)	(7.7)
Net loss (Non-GAAP)	(5.2)	(7.1)
Net loss per share, basic and diluted (Non-GAAP)	(0.07)	(0.10)
Balance sheet data[(a)]	**as of June 30, 2020**	
Cash and cash equivalents, short-term investments and restricted cash	$46.5	
Convertible notes, net	$54.0	

(a) In millions, except per-share amounts; for reconciliations of the non-GAAP financial measures to the GAAP measures, please refer to: supplemental financials

Active installed base

Mass cytometry

Helios

Hyperion Imaging System

Microfluidics

Biomark HD

Juno

EP1™

Access Array™

	Mass Cytometry	Biomark HD and EP1	Juno and Access Array
Active installed base[(a)]	292	500	188
Enabled for imaging[(a)]	85		

(a) Active installed base as of December 31, 2019