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 September 30, 2020, and September 30, 2019, and for the fiscal year ended December 31, 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.

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Fluidigm products are 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.
Key investment highlights

1. Differentiated PCR solution for high-throughput infectious disease detection; large market opportunity for respiratory molecular diagnostics in longer term

2. A leader in high-growth, underpenetrated $2.7 billion cytometry market for high-parameter applications and high-plex imaging

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

For the quarter ended September 30, 2020. Last 4Q annualized revenue represents total GAAP revenue over the four-quarter period ended September 30, 2020; GAAP revenue for 2019 was $117M and for the first three quarters of 2020 was $93.5M. 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
Respiratory and COVID-19 molecular Dx market opportunity

Sources: Market and Fluidigm research
Mass Cytometry: High-parameter applications and spatial imaging addressable markets

~$0.8B

~$2.7B

~27% CAGR

Sources: Market and Fluidigm research
Microfluidics for diagnostics
Differentiated: The integrated fluidic circuit
Microfluidics device that performs combinatorial PCR and achieves significant savings

Footprint:
• Same size as a 384-well plate
• Inlet positions consistent with standard 384-well format established by Society for Biomolecular Sciences

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 solutions
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

- Assay inlets
- Sample inlets (192)
- Reagent kit components
- Advanta Dx 192.24 IFC

Microfluidic reaction chamber
Biomark HD for SARS-CoV-2 testing
Delivering COVID-19 solutions driven by microfluidics

- Laboratory developed tests
- Fluidigm extraction-free saliva test
- Pan-respiratory panels (under development)
- Creating novel tests (under development)
Working with U.S. government organizations

- Department of Health and Human Services
- U.S. Food and Drug Administration
- National Institutes of Health RADx program
- Department of Defense, DARPA, ECHO program
Advanta Dx SARS-CoV-2 RT-PCR Assay

**Extraction-free**
No need for viral RNA extraction kit

**Scalable**
Modular platform supports concurrent parallel runs to achieve thousands of 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.

Total instrument run time: <3 hours
Advancing COVID-19 testing

Tests sold (In thousands)

- Q2: 100
- Q3: 795

Enabled instruments

- Q1 and Q2: 12
- Q3: 31
  ~Half in CROs
Building IFC manufacturing capacity

- NIH RADx awards Fluidigm up to $34 million grant
  - Manufacturing capacity expansion and increase in throughput
Connecting our customers to deliver results
Building a network of testing partners to increase access to saliva-based SARS-CoV-2 testing to communities

Sample collection and testing process

Data analysis and patient results

Fluidigm COVID-19 Advisory Team

Customer Testing Lab

Connecting our customers to deliver results
Building a network of testing partners to increase access to saliva-based SARS-CoV-2 testing to communities

Sample collection and testing process

Data analysis and patient results

Fluidigm COVID-19 Advisory Team

Customer Testing Lab
COVID-19 Community Connect
https://go.fluidigm.com/community-connect

Knowledge is Prevention.

Beyond masks. Beyond social distancing. Community Connect can help provide SARS-CoV-2 testing resources to more communities.

We are collaborating with a growing network of partners to ensure that communities across the nation receive the testing capabilities they need. With resolve and dedication to contribute to the national pandemic response, Community Connect supports our communities in efforts to get their members back to work, back to school and back together.

Campus Administration
The COVID-19 Campus Safeguard Program provides a simple, affordable and accessible testing capability to help keep your university or college open.
Learn More

University Parents
How you can support the COVID-19 Campus Safeguard Program to make returning to campus safe for your student.
Learn More

K-12 Education
Having access to fast, reliable testing is critical for every school to function safely and effectively throughout the school year.
Request More Information

Skilled Care Facilities
Our vulnerable communities and their caregivers must be protected with frequent testing so families can stay connected.
Request More Information

Return to Work
Companies can better support their employees on the job with regular, cost-effective testing to ensure a healthy workplace environment.
Request More Information

Sports & Entertainment
This saliva-based testing resource can help keep venues open and restore your confidence in being part of the crowd.
Request More Information
Building a diagnostics product pipeline

Next generation instrument → Adding test menu → Customer testing lab
Mass Cytometry
Critical immunology insights needed across disease spectrum

<table>
<thead>
<tr>
<th>Infectious disease, trauma and other</th>
<th>Cancer</th>
<th>Chronic inflammatory conditions</th>
<th>Autoimmune disease</th>
</tr>
</thead>
<tbody>
<tr>
<td>• SARS-CoV-2</td>
<td>• Leukemia</td>
<td>• Ulcerative colitis</td>
<td>• Multiple sclerosis</td>
</tr>
<tr>
<td>• Vaccine response</td>
<td>• Lymphoma</td>
<td>• IBS</td>
<td>• Rheumatoid arthritis</td>
</tr>
<tr>
<td>• Microbiome-related immune modulation</td>
<td>• Carcinoma</td>
<td>• Alzheimer’s</td>
<td>• Lupus</td>
</tr>
<tr>
<td>• Post-surgical trauma</td>
<td>• Sarcoma</td>
<td>• Coronary disease</td>
<td>• Psoriasis</td>
</tr>
<tr>
<td>• Age-related immune competence</td>
<td>• Melanoma</td>
<td>• Obesity</td>
<td>• Celiac disease</td>
</tr>
<tr>
<td>• Pregnancy and preterm birth</td>
<td></td>
<td>• Asthma</td>
<td>• Crohn’s</td>
</tr>
</tbody>
</table>

Immune response
Advancing COVID-19 immune profiling work

- Immune profiling and immune monitoring
- Patient stratification
- Therapy development
- Vaccine efficacy
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™ (IMC™)

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

Gold Award: Most innovative new cell biology product
Maxpar Direct provides flexibility in panel design

Identify leukocyte populations

Maxpar® Human Peripheral Blood Phenotyping Panel Kit

Assess intracellular cytokine expression

Plus Maxpar Human Intracellular Cytokine I Panel Kit

Perform in-depth T cell profiling

Maxpar T cell profiling panels
Therapeutic Insights Services
3 simple steps to high-dimensional insights

Therapeutic Insights Services (TIS) offers mass cytometry and IMC services for research success.

Innovative Solutions* By TIS Experts:
Lab-tested IMC solutions to accelerate research through a menu of IMC workflows.

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.

TIS standard offerings:
- Expert consultation from panel design to data analysis
- Sample staining using catalog reagents and kits, or custom metal-tag conjugated antibodies
- IMC Cell Segmentation Kit; A new end-to-end workflow for single-cell data analytics
- Data acquisition on Helios or Hyperion Imaging System
- Basic and advanced data analysis

*These quality lab-tested solutions are not part of the Maxpar catalog.
### New applications driving recurring revenue

#### Content
- IMC Cell Segmentation Kit
- 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 XT 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

---

1. Load RNA, reagents and beads on IFC.
2. Automated IFC prep and processing
3. Harvest barcoded libraries and pool (1 tube).
4. Cleanup, adapter PCR and QC
   - Sequence and analyze.

---

1. Stain.
2. Acquire.
Operational efficiencies driving productivity

Cost of goods

Operating expenses

Innovation:
Instrument placements, recurring revenue, partnerships
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
Thank you.

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.

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Appendix
Q3 2020 revenue profile

<table>
<thead>
<tr>
<th>Category</th>
<th>Market</th>
<th>Customer Type</th>
<th>Geography</th>
</tr>
</thead>
<tbody>
<tr>
<td>Instruments</td>
<td>Microfluidics</td>
<td>Research</td>
<td>Americas</td>
</tr>
<tr>
<td>Consumables</td>
<td>Mass cytometry</td>
<td>Applied</td>
<td>EMEA</td>
</tr>
<tr>
<td>Service</td>
<td>Other</td>
<td></td>
<td>Asia-Pacific</td>
</tr>
</tbody>
</table>

Pie charts showing the distribution of revenue by category, market, customer type, and geography.
## Q3 2020 and 2019 selected financial information

<table>
<thead>
<tr>
<th>Statement of operations data, GAAP(^{(a)})</th>
<th>Q3 2020</th>
<th>Q3 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td>$39.9</td>
<td>$26.5</td>
</tr>
<tr>
<td>Year-over-year growth</td>
<td>+50%</td>
<td></td>
</tr>
<tr>
<td>Loss from operations (GAAP)</td>
<td>(5.5)</td>
<td>(13.8)</td>
</tr>
<tr>
<td>Net loss (GAAP)</td>
<td>(6.0)</td>
<td>(12.9)</td>
</tr>
<tr>
<td>Net loss per share, basic and diluted (GAAP)</td>
<td>(0.08)</td>
<td>(0.19)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Statement of operations data, Non-GAAP(^{(a)})</th>
<th>Q3 2020</th>
<th>Q3 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td>$39.9</td>
<td>$26.5</td>
</tr>
<tr>
<td>Income (loss) from operations (Non-GAAP)</td>
<td>2.9</td>
<td>(6.8)</td>
</tr>
<tr>
<td>Net income (loss) (Non-GAAP)</td>
<td>2.5</td>
<td>(6.2)</td>
</tr>
<tr>
<td>Net income (loss) per share, basic and diluted (Non-GAAP)</td>
<td>0.03</td>
<td>(0.09)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Balance sheet data(^{(a)}) as of September 30, 2020</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents, and restricted cash</td>
<td>$73.4</td>
</tr>
<tr>
<td>Convertible notes, net</td>
<td>$54.1</td>
</tr>
</tbody>
</table>

\(^{(a)}\) 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

<table>
<thead>
<tr>
<th>Mass Cytometry</th>
<th>Microfluidics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Helios</td>
<td>Biomark HD</td>
</tr>
<tr>
<td>Hyperion Imaging System</td>
<td>EP1™</td>
</tr>
<tr>
<td></td>
<td>Juno</td>
</tr>
<tr>
<td></td>
<td>Access Array™</td>
</tr>
</tbody>
</table>

- Active installed base (a) 292
- Enabled for imaging (a) 85

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