

Q3 2023 Earnings

November 7, 2023



Forward-Looking Statements & Non-GAAP Financial Measures

This presentation contains forward-looking statements within the meaning of the U.S. Private Securities Litigation Reform Act of 1995. Words such as "may," "will," "expect," "plan," "anticipate," "estimate," "intend" and similar expressions (as well as other words or expressions referencing future events, conditions or circumstances) are intended to identify forward-looking statements. Forward-looking statements in this presentation are based on Quanterix's expectations and assumptions as of the date of this presentation. Each of these forward-looking statements involves risks and uncertainties. Factors that may cause Quanterix's actual results to differ from those expressed or implied in the forward-looking statements in this presentation are discussed in Quanterix's filings with the U.S. Securities and Exchange Commission, including the "Risk Factors" sections contained therein. Except as required by law, Quanterix assumes no obligation to update any forward-looking statements contained herein to reflect any change in expectations, even as new information becomes available.

To supplement Quanterix's financial statements presented on a GAAP basis, Quanterix has provided certain non-GAAP financial measures. Management uses these non-GAAP measures to evaluate our operating performance in a manner that allows for meaningful period-to-period comparison and analysis of trends in our business and as a factor in assessing progress against our restructuring plan. Management believes that presentation of these non-GAAP measures provides useful information to investors in assessing our operating performance within our industry and in order to allow comparability to the presentation of other companies in our industry. The non-GAAP financial information presented here should be considered in conjunction with, and not as a substitute for, the financial information presented in accordance with GAAP. Investors are encouraged to review the reconciliation of these non-GAAP measures to their most directly comparable GAAP financial measures set forth herein and in the associated earnings press release.

LucentAD p-Tau 217 Blood Test



LucentAD p-Tau 217 is a highly accurate blood test intended for assessing amyloid pathology, providing both 'rule-in' and 'rule-out' results.



The Simoa advantages: ultra sensitivity that enables blood-based detection in the earliest stages of disease, with a simplified workflow for scaled deployment.

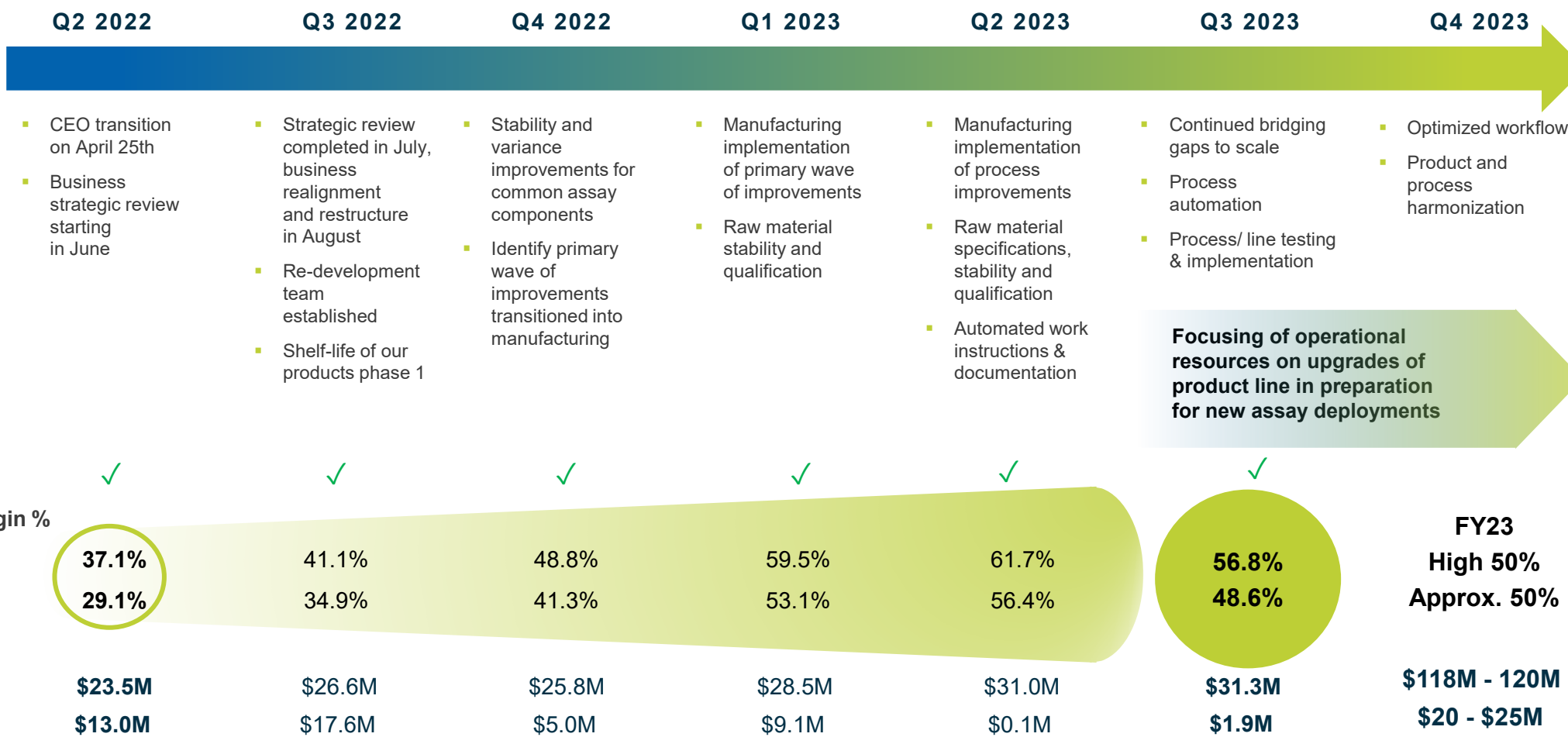
- ✓ 93% Accuracy
- ✓ 98% Specificity
- ✓ 90% Sensitivity
- ✓ Meets NIA-AA Revised Criteria for Diagnosis and Staging of Alzheimer's Disease



LucentAD p-Tau 217

P-Tau 181

Corporate Transformation: Assay Redevelopment Roadmap



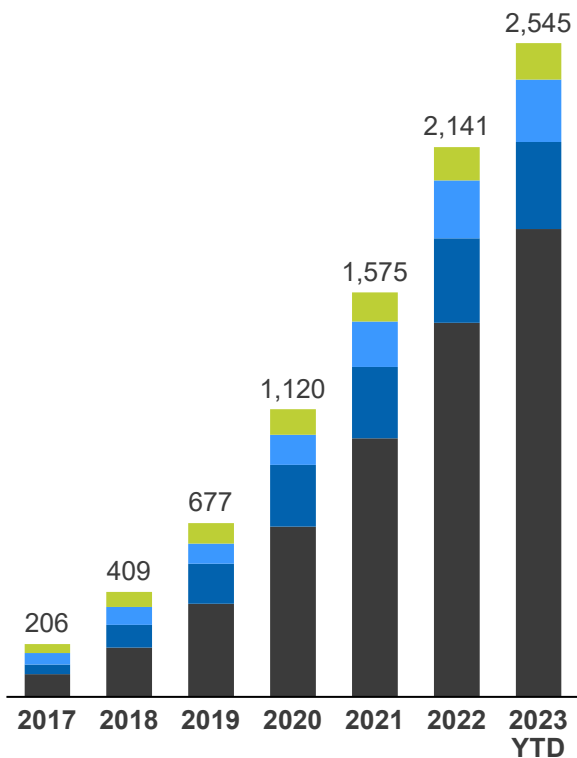
Successful completion, according to plan

Continued Scientific Validation Driving Adoption

- Neurology
- Immunology & Oncology
- Infectious Diseases
- Others

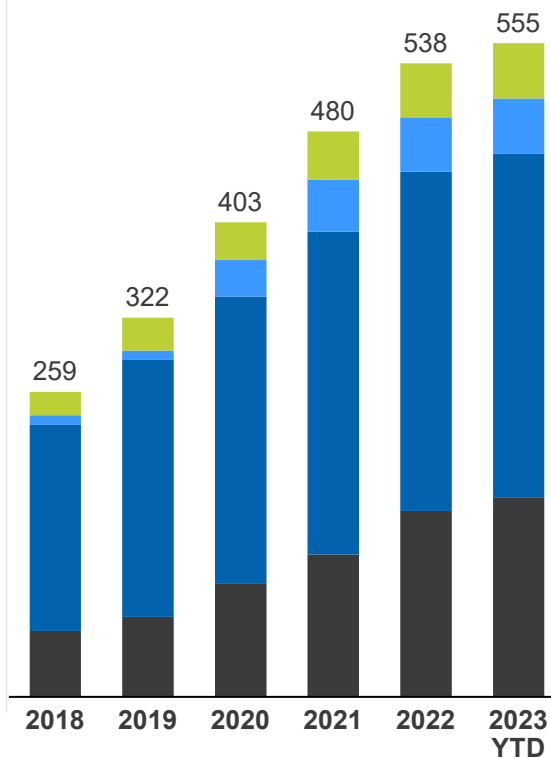
PUBLICATIONS

Cumulative



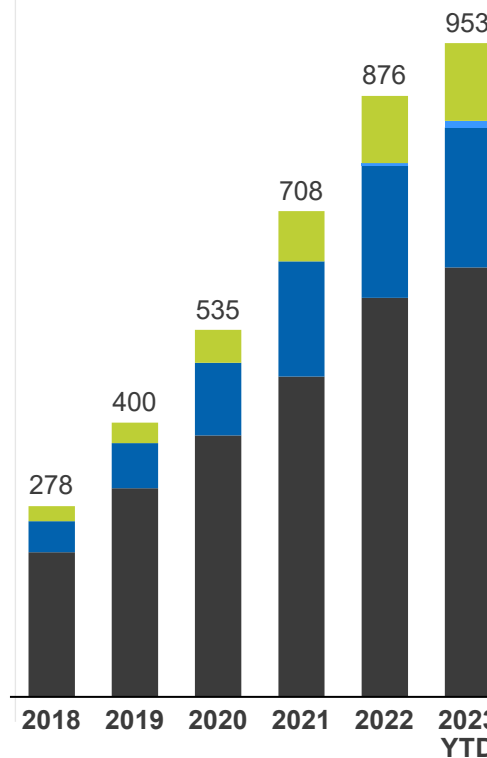
BIOMARKERS

Cumulative



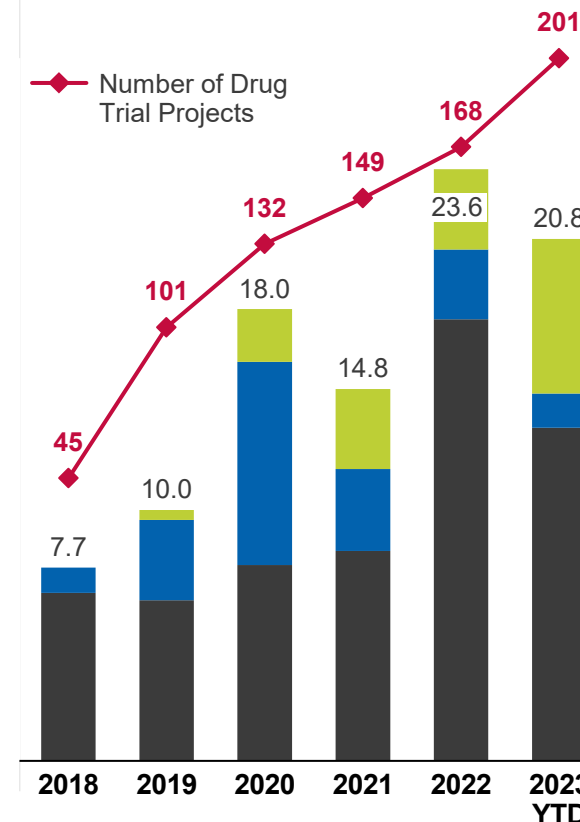
INSTRUMENTS

Cumulative Placements



ACCELERATOR

Projects & Revenue, \$m



Biomarker of neuroinflammation impacting AD testing

Simoa GFAP biomarker critical in influencing amyloid- β effects on Tau pathology

- An unresolved question is why a significant percentage of amyloid- β (A β)-positive cognitively unimpaired (CU) individuals do not develop detectable downstream tau pathology and, consequently, clinical deterioration.
- Key blood-based biomarker study tested whether astrocyte reactivity modulates the association of A β with tau phosphorylation in CU individuals.
- A β was associated with increased plasma phosphorylated tau **only** in individuals positive for astrocyte reactivity (Ast+).

Results:

- **Detecting astrocyte reactivity (GFAP) abnormality is critical to predict whether cognitively unimpaired, A β positive individuals will develop tau pathology, and clinical symptoms.**

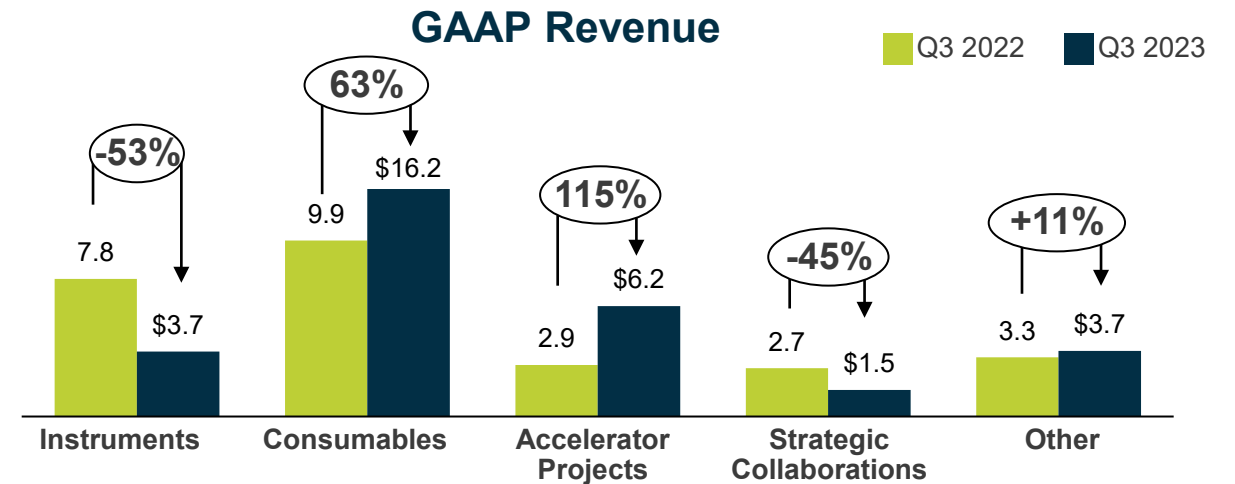


Q3 2023 Results vs PYQ3

(in \$ millions)

	Q3 GAAP		Q3 Non-GAAP	
	2022	2023	2022	2023
Revenue	26.6	31.3	26.6	31.3
Gross Margin \$	10.9	17.8	9.3	15.3
Gross Margin %	41.1%	56.8%	34.9%	48.6%
Operating Expense*	47.5	31.6	45.9	29.0
Operating Loss	-36.6	-13.8	-36.6	-13.8
Cash Usage	-17.6	-1.9	-17.6	-1.9

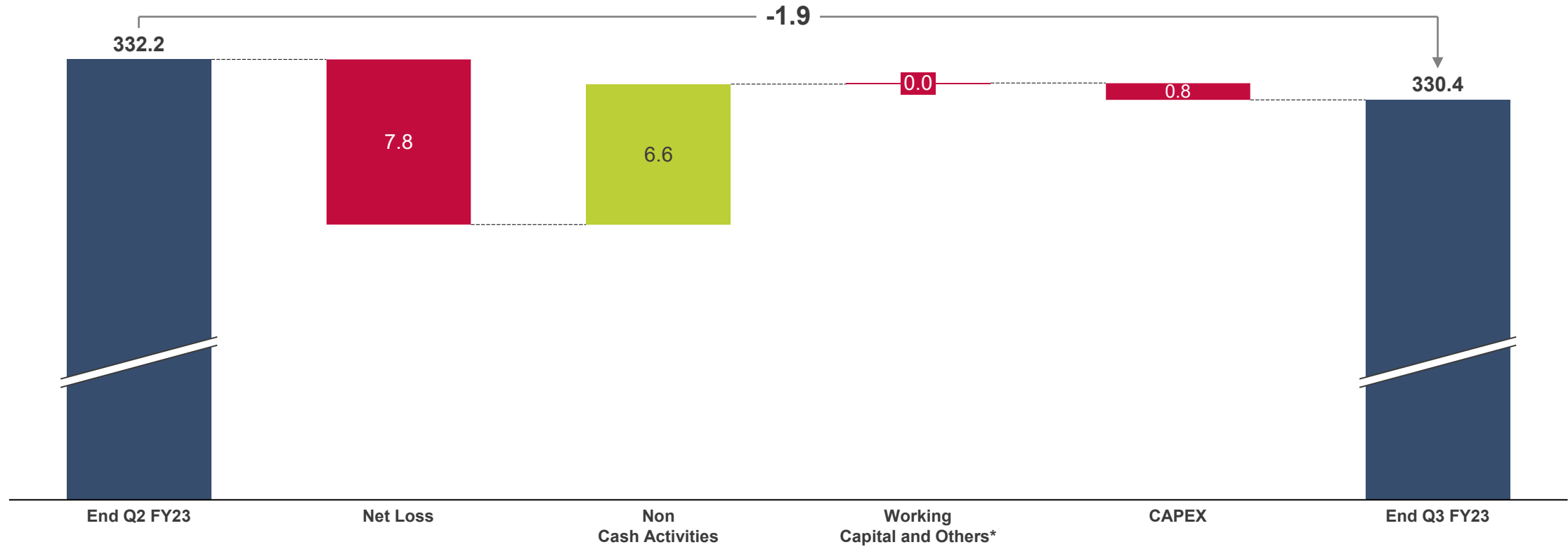
	INSTRUMENTS	CONSUMABLES	ACCELERATOR	Strategic Collaborations	OTHER
Revenue Mix	12%	52%	20%	5%	11%



*Please note Q3'22 Operating Expense includes \$3.4m in restructuring costs and \$16.9m in impairment costs

Q3 '23 Cash

(in millions)



Notes: Ending total cash \$330.4M:unrestricted cash balance \$201.3M, \$126.4M of marketable debt securities and restricted cash balance \$2.6M

*Includes working capital and net financing activities

Reconciliation of GAAP to Non-GAAP Financial Measures

Quanterix Corporation
Reconciliation of GAAP Financial Measures to Non-GAAP Financial Measures
(Unaudited and in thousands, except percentages)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2023	2022	2023	2022
GAAP gross profit	\$ 17,783	\$ 10,944	\$ 53,847	\$ 34,214
Shipping and handling costs (1)	(2,553)	(1,639)	(6,004)	(5,288)
Non-GAAP gross profit	<u>\$ 15,230</u>	<u>\$ 9,305</u>	<u>\$ 47,843</u>	<u>\$ 28,926</u>
GAAP revenue	\$ 31,334	\$ 26,646	\$ 90,819	\$ 79,698
GAAP gross margin (gross profit as % of revenue)	56.8%	41.1%	59.3%	42.9%
Non-GAAP gross margin (non-GAAP gross profit as % of revenue)	48.6%	34.9%	52.7%	36.3%
GAAP total operating expenses	\$ 31,553	\$ 47,547	\$ 86,598	\$ 113,963
Shipping and handling costs (1)	(2,553)	(1,639)	(6,004)	(5,288)
Non-GAAP total operating expenses	<u>\$ 29,000</u>	<u>\$ 45,908</u>	<u>\$ 80,594</u>	<u>\$ 108,675</u>
GAAP loss from operations	<u>\$ (13,770)</u>	<u>\$ (36,603)</u>	<u>\$ (32,751)</u>	<u>\$ (79,749)</u>
Non-GAAP loss from operations	<u>\$ (13,770)</u>	<u>\$ (36,603)</u>	<u>\$ (32,751)</u>	<u>\$ (79,749)</u>

(1) Shipping and handling costs, which include freight and other activities costs associated with product shipments, are captured within operating expenses in our consolidated statements of operations. During the three months ended September 30, 2023 and 2022, we incurred \$2.6 million and \$1.6 million, respectively, of shipping and handling costs recorded within operating expenses. During the nine months ended September 30, 2023 and 2022, we incurred \$6.0 million and \$5.3 million, respectively, of shipping and handling costs within operating expenses.

Quanterix™
Discovery Fueled by Ultra-Sensitivity

