



# J.P. Morgan Healthcare Conference 2021

Lab Tech

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Kevin Hrusovsky, Chairman, CEO & President  
January 13, 2021

Organic

# Forward-Looking Statements & Non-GAAP Financial Measures

This presentation contains forward-looking statements within the meaning of the 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. These forward-looking statements include the Company's estimated Q4 and full year 2020 financial performance, which is preliminary and unaudited and is subject to completion of the Company's normal quarter and year-end close procedures. These procedures and the audit of the Company's financial statements for the year ended December 31, 2020 are ongoing and could result in changes to such estimated information. Forward-looking statements in this news release are based on Quanterix' expectations and assumptions as of the date of this press release. Each of these forward-looking statements involves risks and uncertainties. Factors that may cause Quanterix' actual results to differ from those expressed or implied in the forward-looking statements in this press release are discussed in Quanterix' 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 the Company's financial statements presented on a GAAP basis, the Company has provided certain non-GAAP financial measures. Management uses these non-GAAP measures to evaluate the Company's operating performance in a manner that allows for meaningful period-to-period comparison and analysis of trends in its business. Management believes that such measures are important in comparing current results with prior period results, and are useful to investors and financial analysts in assessing the Company's operating performance. 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 in the appendix of this presentation.

# Today's Agenda



## Vision and Strategy for Disruptive Value

- Di5 Methodology
- Proteomics Leadership
- Research + Diagnostics
- Leapfrog to Payors



## 2020 Compelling Progress

- COVID PIVOT
- RUO-Dx Highway
- Enabling AD Drugs
- Ecosystem Catalyzed



## Powering Precision Health

- Neuro
- COVID
- Immunology
- Disruption



## Proteomics Disruption Catalyzing Precision Health Transformation

# Compelling Thesis to Lead Proteomics into Precision Health Era

## Execution

2 to 3x Value Creation

### RESEARCH & DISCOVERY

\$1B to \$20B TAM



- ✓ Validation: Pubs, Trials, Pharma Adoption
- ✓ 2014-20 Rev: \$0 - \$85m; 55% CAGR\* - Public
- ✓ Raised \$350m; Valuation \$30m to \$2.0 B
- ✓ **ST & LT Growth Catalysts**
  - Increase penetration Neuro, COVID, Immuno
  - Menu expansion & drug / population trials
  - Scale consumables growth – New COO
  - Expand into upstream Discovery tools

\* 2017-2020 3Yr CAGR

## Aspiration

10 to 15x Value Creation

### DIAGNOSTICS & HEALTH SCREENS

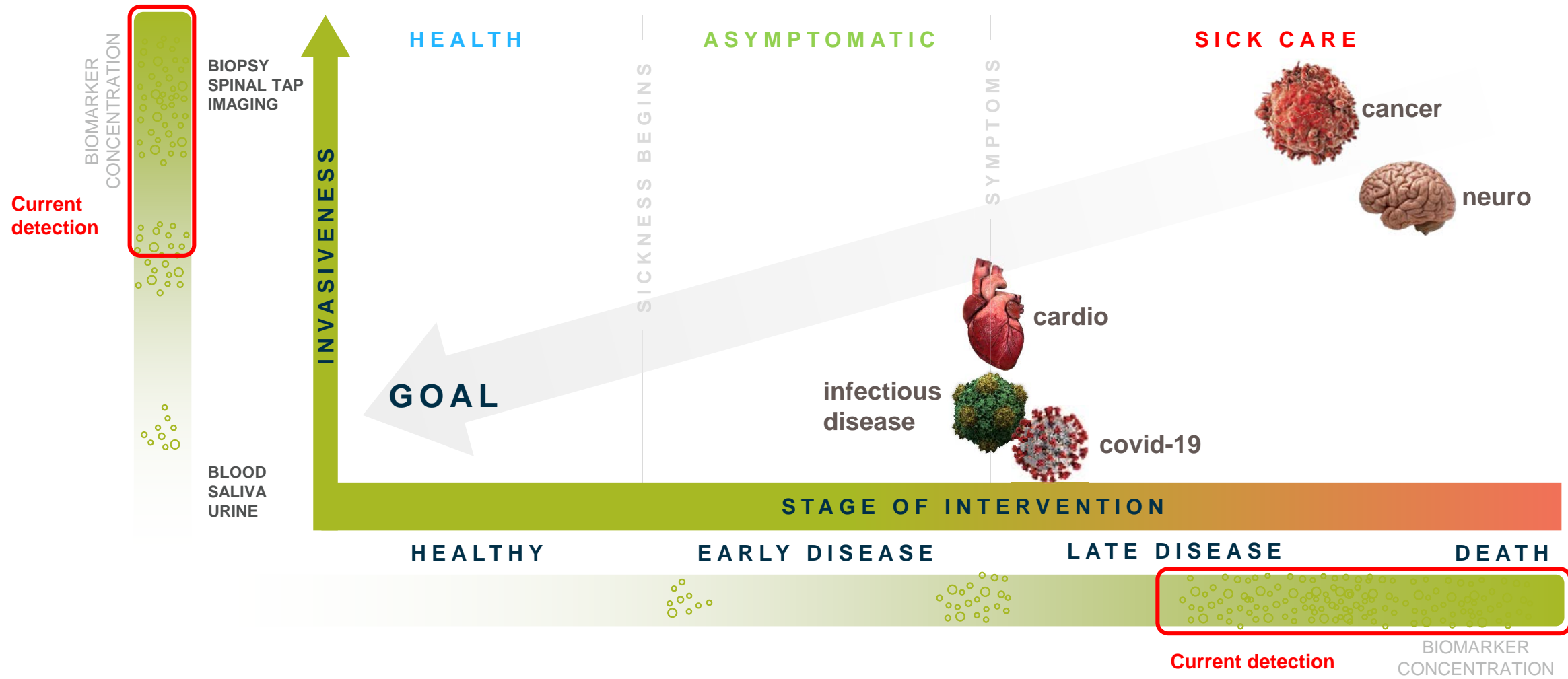
\$100B TAM



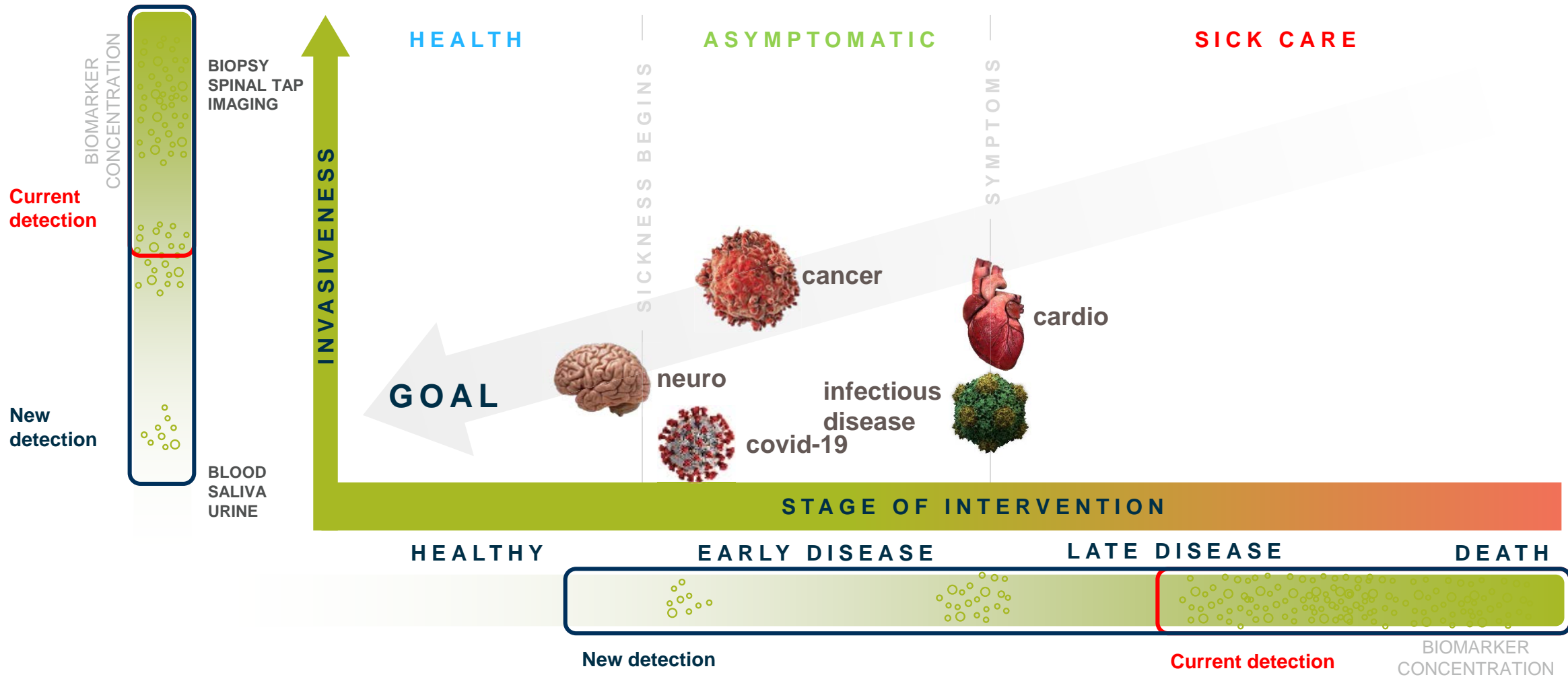
- ✓ Abbott, Siemens, Pharma Advances
- ✓ Payor Acceptance for Cost / Outcome
- ✓ NIH, RADx & FDA Ecosystem expansion
- ✓ **ST & LT Growth Catalysts**
  - COVID EUA's
  - Neuro Tool Entry – Leverage COVID
  - Liquid Biopsy Entry (Partner or Vertical)
  - Advance Payor “Outcome Leapfrog”

COVID  
RADx

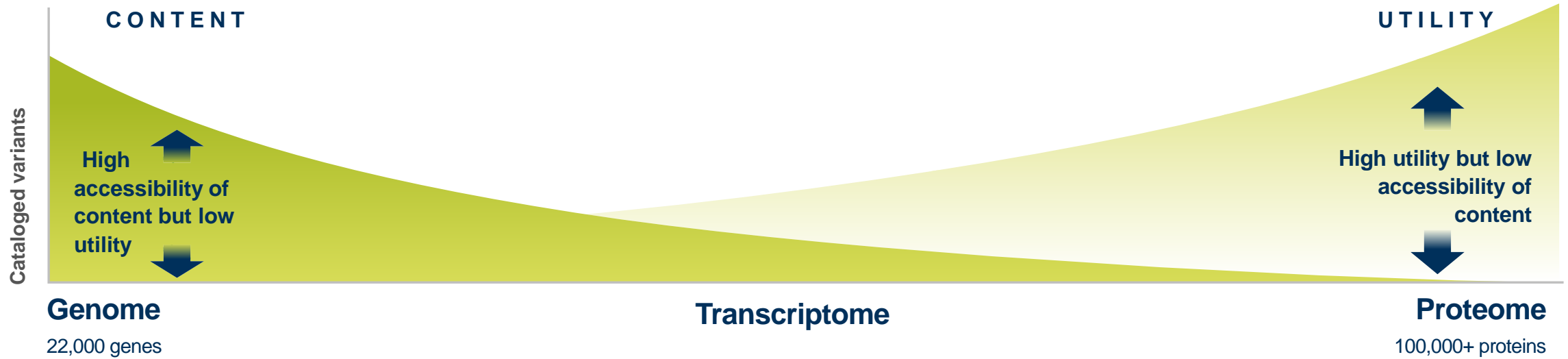
# Simoa<sup>®</sup> provides insight into Health to Disease Continuum



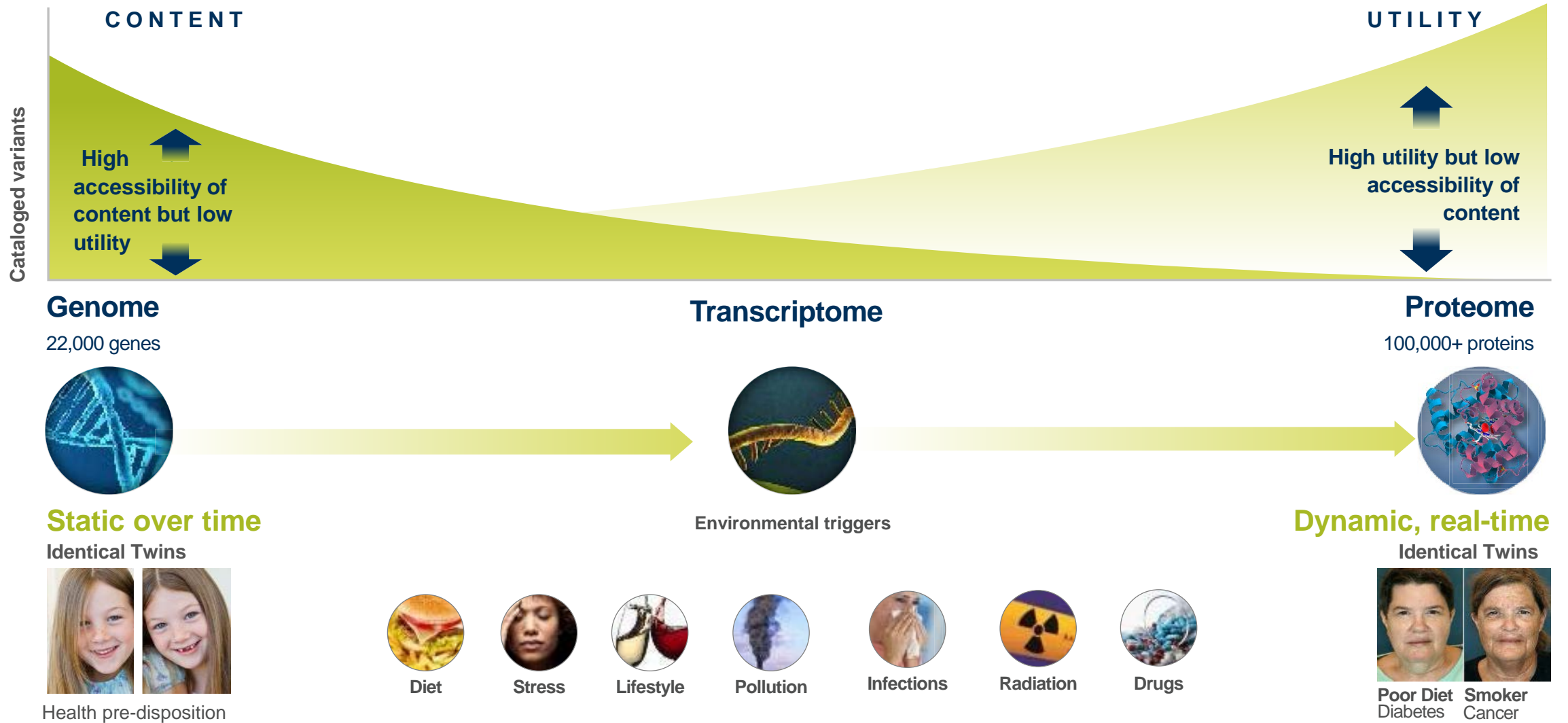
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# Proteins Predictive of Health

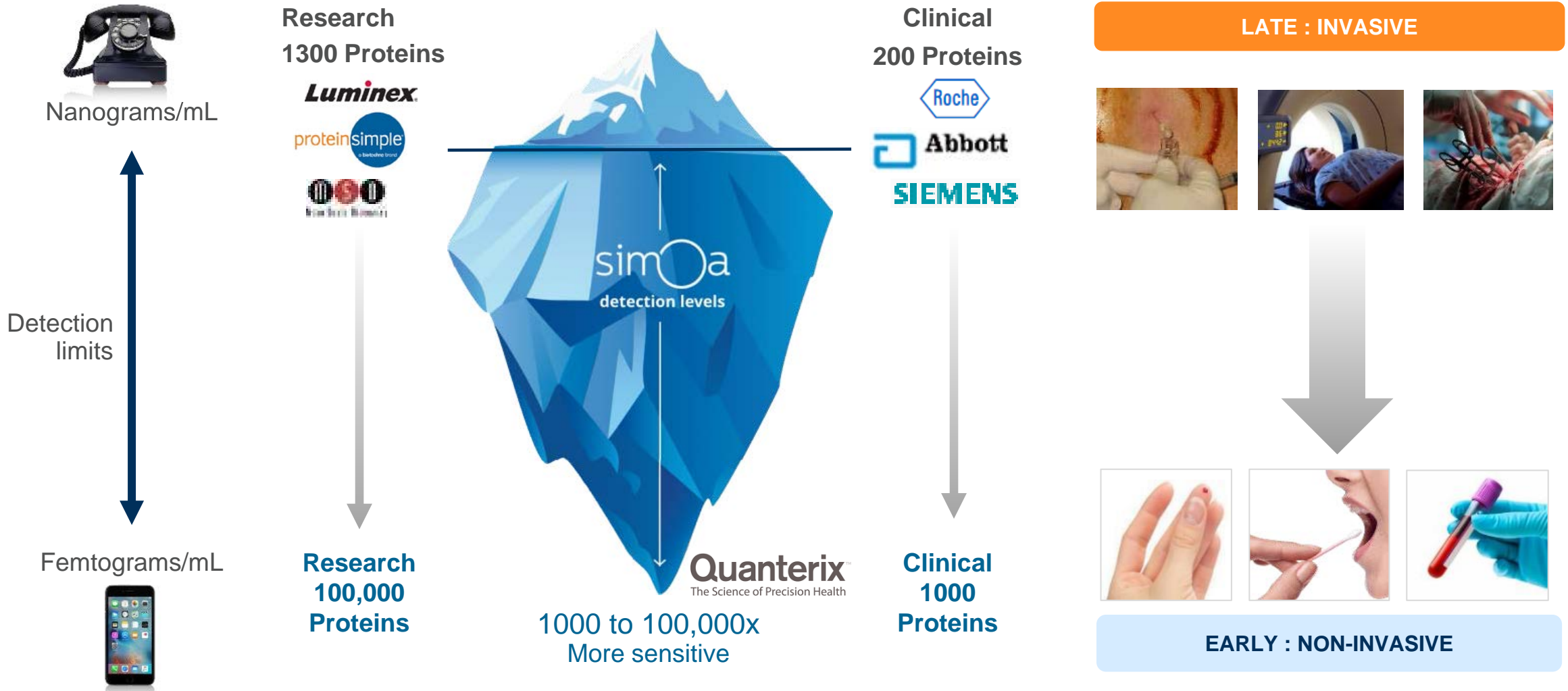


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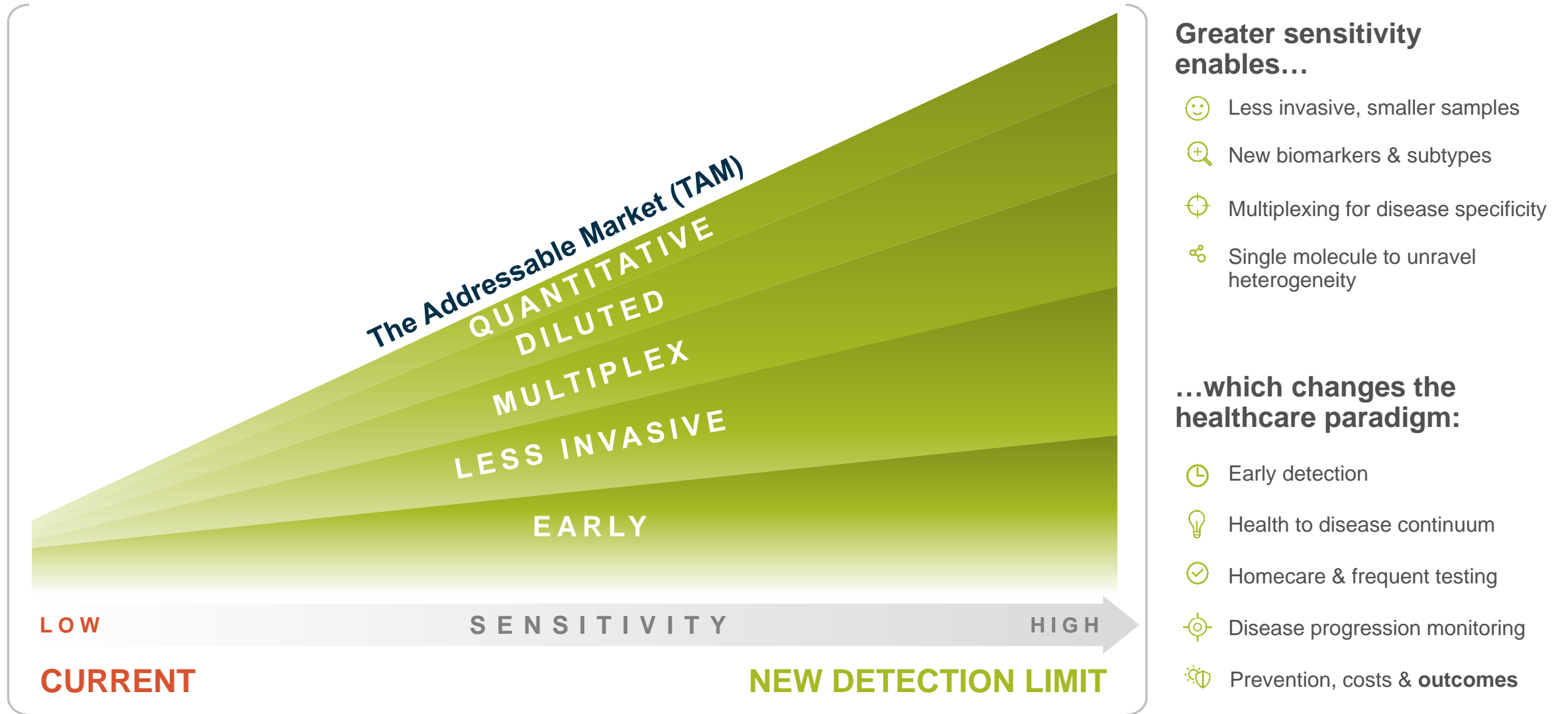




# Digital Biomarkers Sensitivity Unlocking Proteomics



# Disruption in sensitivity catalyzing TAM expansion & reallocation



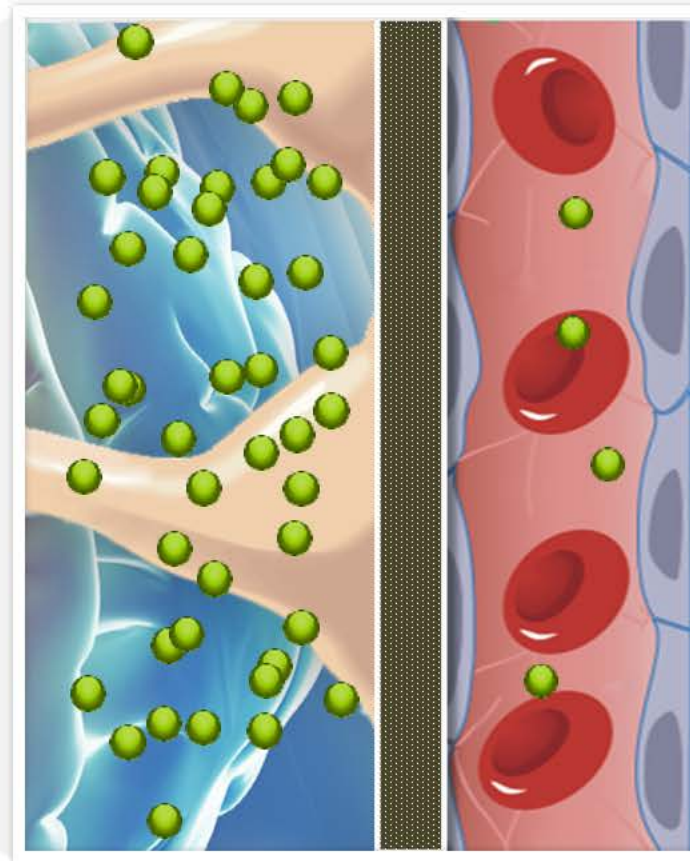
# Revolution in Neuronal Biomarkers Measurement: CSF & Blood



**NfL**  
100 to 200 pg/ml

**AB 42**  
451 pg/ml

**Tau**  
87 pg/ml



Cerebral spinal fluid    BBB    Blood vessels

**NfL**  
2 to 4 pg/ml

**AB 42**  
4.70 pg/ml

**Tau**  
1.65 pg/ml

**Simoa**

Ultrasensitive detection **required** to quantify in blood

# Megatrends in Healthcare Catalyzing Proteomics for Precision Health



**Rise of Home Care**



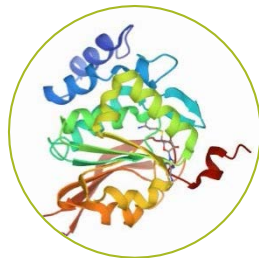
**Employee, Student & Entertainment**



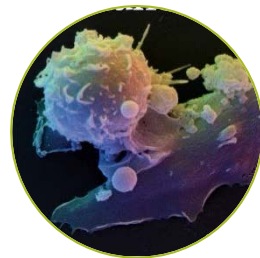
**Prevention & Asymptomatic**



**Inclusion & Equity**



**Proteomics Disruption**



**Immunology & Viral Mutations**



**Decentralized Trials**

# TAM evolution

2020      2021      2022      2023      2024      2025      2026      2027



## Pre-COVID: Research

Created Neurology Tools  
Foray into Immunology

### Market Segments

Low share    High share

Research  
& Trials

Diagnostics &  
Health Screens

Neurology

0.4 B

COVID

Immunology  
& Oncology

0.7 B

1.1 B

0 B

### Cumulative TAM

\$1B

# TAM evolution

2020                      2021                      2022                      2023                      2024                      2025                      2026                      2027



**Pre-COVID:  
Research**

Created Neurology Tools  
Foray into Immunology



**Post-COVID:  
Accelerated Dx**

COVID Dx accelerates Neuro entry  
Deepen Immunology research

## Market Segments

Low share    High share

Research  
& Trials

Diagnostics &  
Health Screens

Neurology

0.4 B

18 B

COVID

0.2 B

12 B

Immunology  
& Oncology

1.1 B

2 B

30 B

Remaining TAM in  
Other TAs

## Cumulative TAM



# TAM evolution

2020 2021 2022 2023 2024 2025 2026 2027



**Pre-COVID:  
Research**

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Foray into Immunology



**Post-COVID:  
Accelerated Dx**

COVID Dx accelerates Neuro entry  
Deepen Immunology research



**Disruptive growth:  
PPH Megatrends**

Proteomics liquid biopsy platform  
Trial decentralization & health screens

## Market Segments

Low share High share

Research  
& Trials

Diagnostics &  
Health Screens

Neurology

0.9 B

18 B

COVID

0.7 B

13 B

Immunology  
& Oncology

4.0 B

25 B

Remaining TAM in  
Other TAs

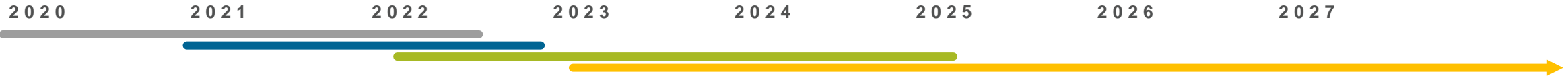
7 B

57 B

## Cumulative TAM



# TAM evolution



**Pre-COVID:  
Research**

Created Neurology Tools  
Foray into Immunology



**Post-COVID:  
Accelerated Dx**

COVID Dx accelerates Neuro entry  
Deepen Immunology research



**Disruptive growth:  
PPH Megatrends**

Proteomics liquid biopsy platform  
Trial decentralization & health screens



**Visionary:  
Proteomic Revolution**

Move upstream to catalyze biomarker  
discovery and increase protein flow

## Market Segments

Low share High share

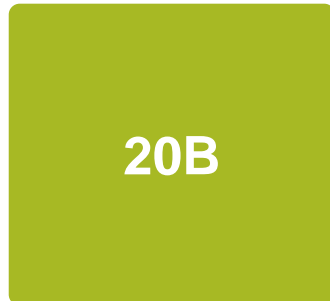
Discovery &  
Research

Diagnostics &  
Health Screens

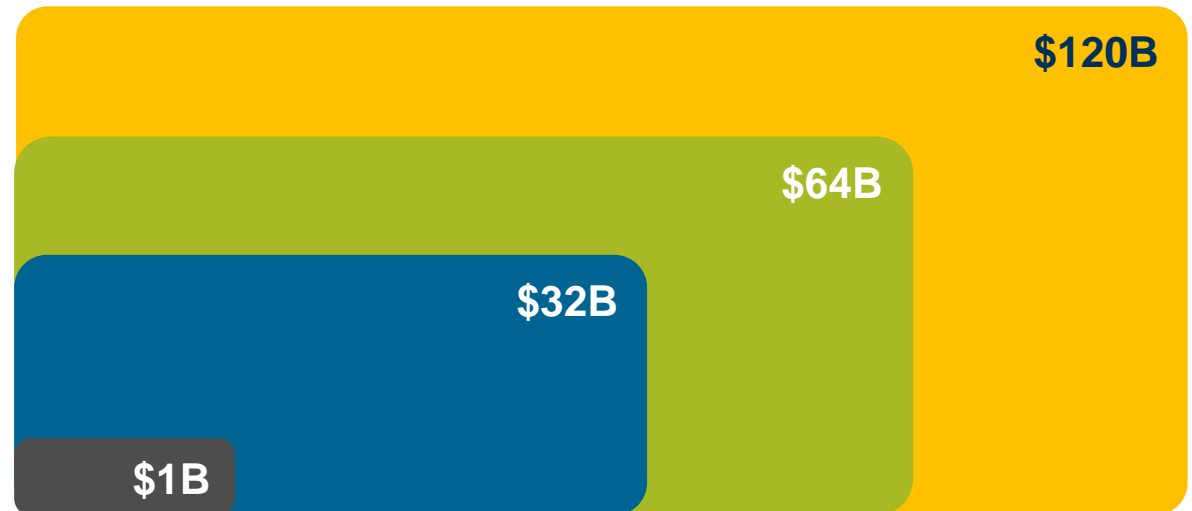
Neurology

COVID

Immunology  
& Oncology



## Cumulative TAM





# Near term priorities to catalyze & fortify proteomics leadership



## COVID Vertical Fulfilment

Commercialize **COVID EUA's**  
Drive **Leading-Edge research** including **long-hauler research**  
Convert research into **Novel Differentiated Commercial Applications**



## Neurology Vertical

Launch novel **neuro multiplex**; expand **clinical trials** and **China**  
Continue Accelerator expansion and add **Neurology Drug rescue**  
Launch **Nf-L MS Minimum Residual Disease monitoring**, Leverage Pharma data  
Clinically validate **AD pre-symptomatic screening** and develop AD triage through pharma partnerships



## Immunology Expansion

Launch new immunology & oncology **biomarkers**  
**Position SP-X as platform of choice for proteomics liquid biopsy**



## Disrupt Precision Health

Expand **Payor Relationships** for **Health Screens** – **OUTCOME LEAPFROG**  
Leverage **Pharma and Payor relationships** to expand **DECENTRALIZED CLINICAL TRIALS**

# 2020 Compelling Progress: Record Growth, Adoption & Value Ascent

## COVID



- ✓ Serology & Antigen **EUA**'s
- ✓ RADx \$20 million, NIH/FDA ties
- ✓ **Payor** Adoption – Population studies
- ✓ Leading-edge research & capability

## Neurology



- ✓ Launched pTau-181 & Neuro panel
- ✓ **Alzheimer's** drug trials momentum
- ✓ MS Drug approvals with NfL
- ✓ ~48% HD-Fleet is HD-X & **GROWTH**

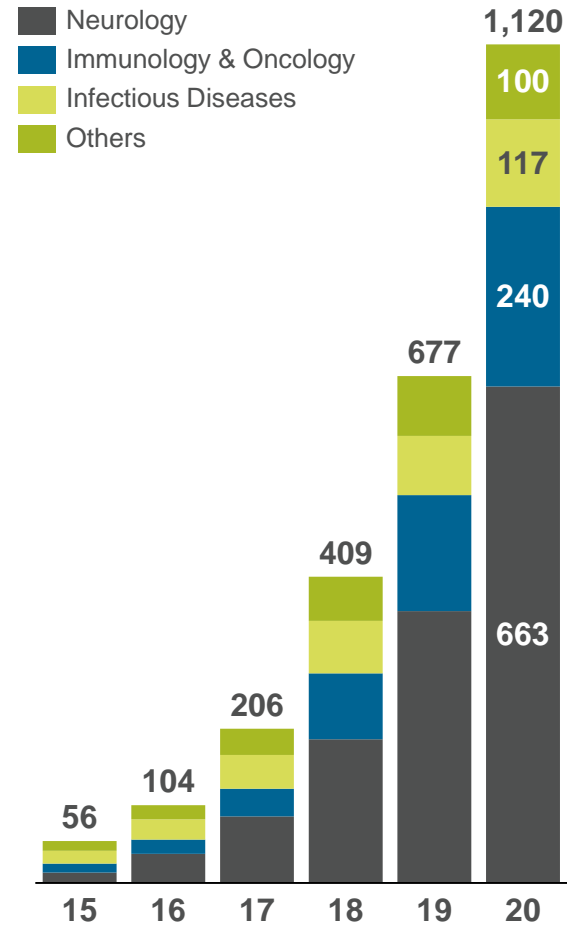
## Platform



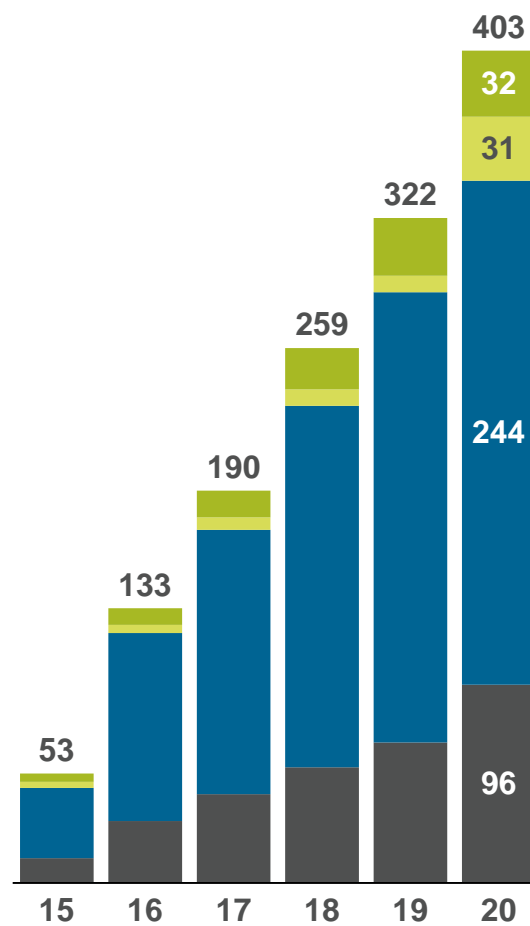
- ✓ Record publications & funding
- ✓ **100x** Sensitivity pilot success
- ✓ Abbott License Agreement
- ✓ Lab Services Expansion & Growth

# Scientific Validation driving Adoption

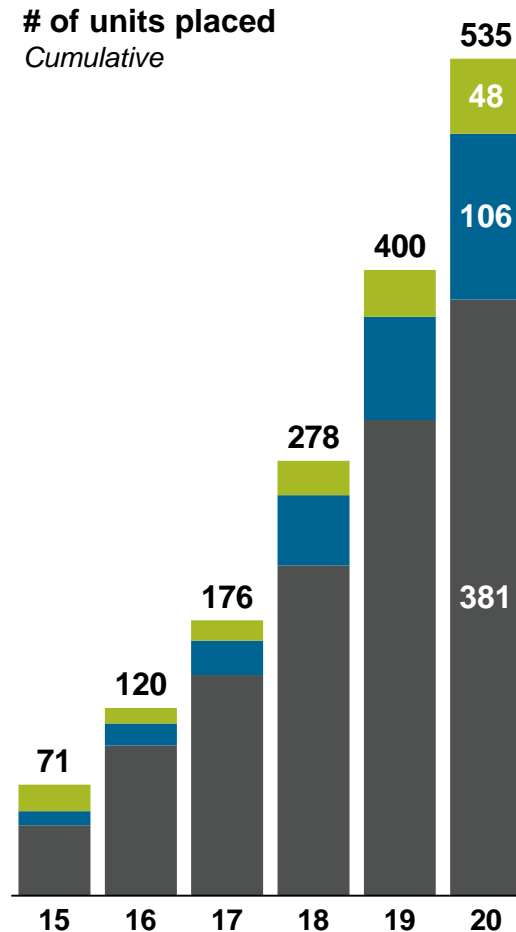
## PUBLICATIONS Cumulative



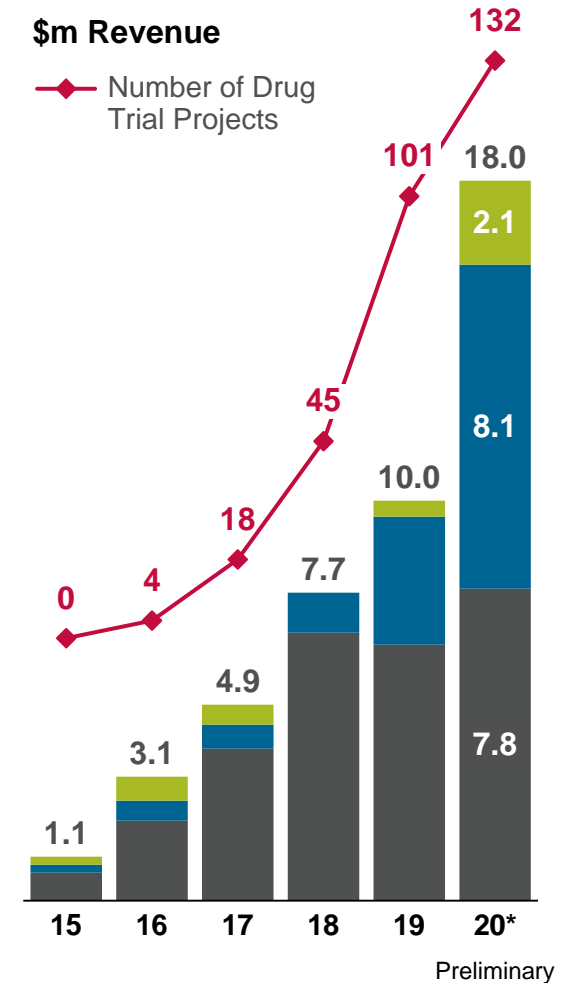
## BIOMARKERS Cumulative



## INSTRUMENTS Placements



## ACCELERATOR Projects & Revenue



# Superb Execution Continues

## Strategic Growth Indicators

**80%** Increase in Accelerator revenue 2019 to 2020, driven by immunology  
Approximate\*

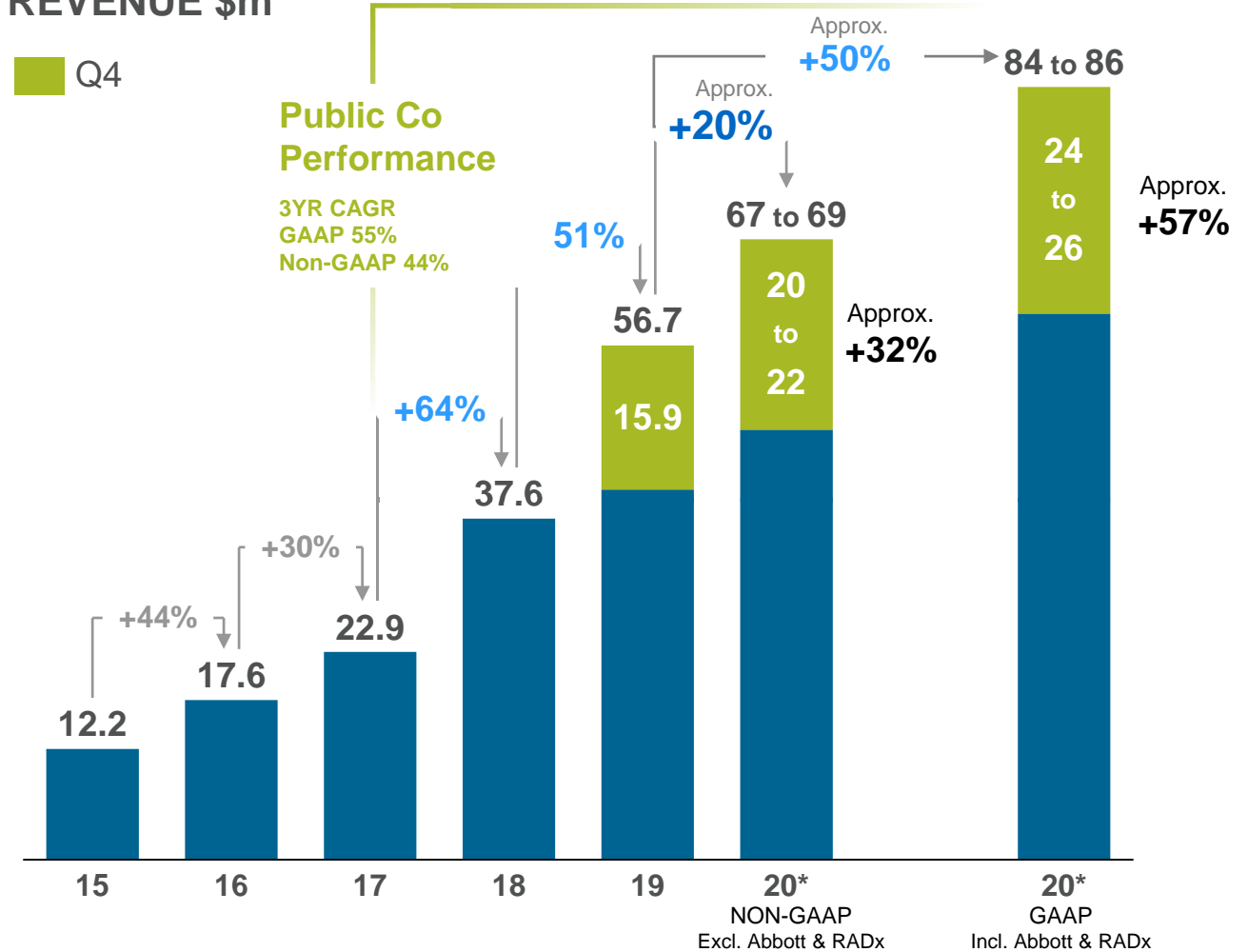
**48%** Proportion of HD-Fleet on new HD-X technology at YE2020

**180** Instruments installed, with 93 HD-Xs (50%+ New) and 84 SR-Xs & SP-Xs

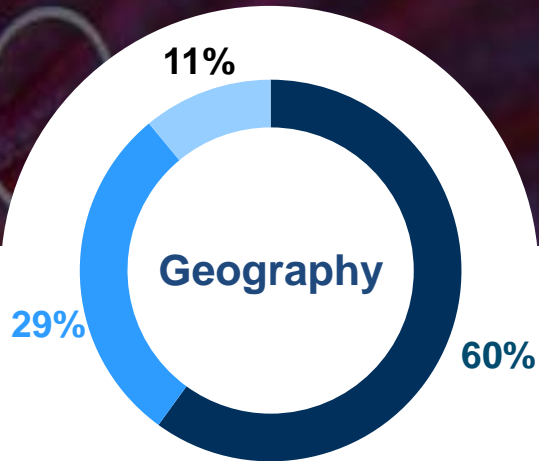
**45%** Consumables Revenue growth in Q4 2020 vs. Q4 2019 with utilization reverting to 55%+  
Approximate\*

### REVENUE \$m

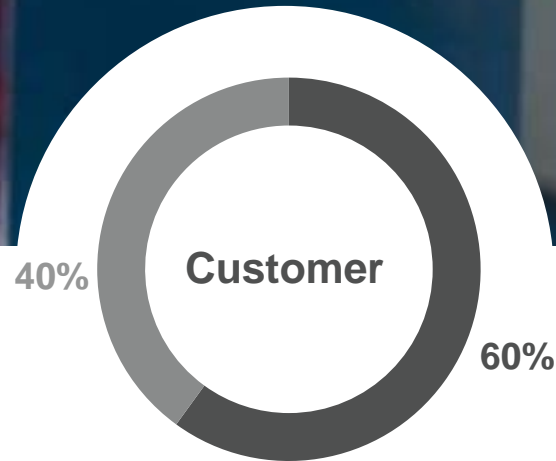
■ Q4



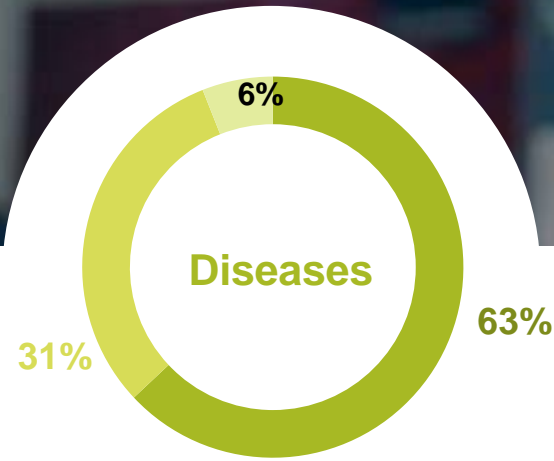
# TTM Revenue Stratification (Oct. 2019 to Sept. 2020)



GROWTH	
NA	+26%
Europe	+30%
Asia	+13%

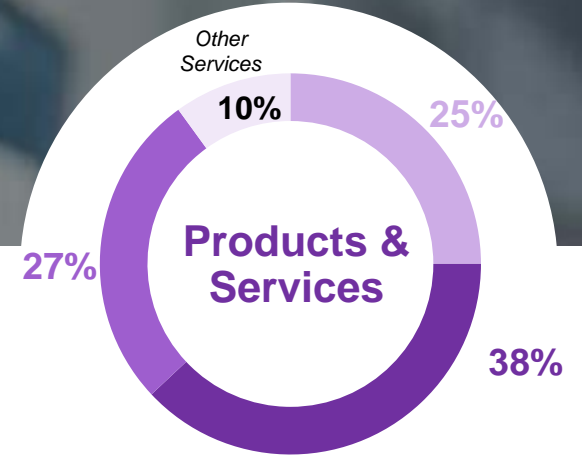


GROWTH	
Pharma / CROs	+32%
Academia	+12%



GROWTH	
Neurology	+10%
Oncology**	+138%
Others	+79%

Neurology back to 30-40% Growth in Q4\*



GROWTH		Q4'20*
Instruments	+13%	~45%
Consumables	+11%	~45%
Accelerator	+76%	

\* Q4 2020 and FY 2020 information are preliminary, unaudited estimates and are subject to the Company's normal quarter and year-end close procedures. These procedures and the audit of the Company's financial statements for the year ended December 31, 2020 are ongoing and could result in changes to such estimated information.

\*\* Incl. Immunology & Inflammation;

All numbers exclude 1H FY19 \$1M 1x Study revenue

# Delivered 2020 Objectives **Plus**, Despite Headwinds



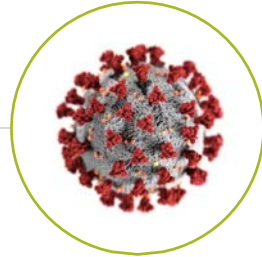
## Neurology

Despite COVID headwinds . . .

Double-digit growth

48% HD-X IB at YE 2020

APAC Lab. Services partnership and expanded presence



## COVID

Serology EUA

Antigen EUA

RADx Contract

Top-Payor Surveillance Studies

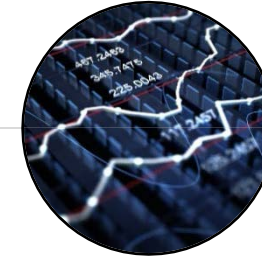


## Strategy

Abbott License Agreement

AD Trials use of QTRX biomarkers

Several Diagnostic Accelerators across COVID and Neurology



## Financials

FY Reported Revenue Growth ~50%

Non-GAAP Revenue\* Growth ~20% despite COVID

93 HD-X placements (50%+ New Installs)

84 New SR-X/SP-X placements



## Technology

100x Sensitivity increase pathway defined and published



\* Excludes Abbott and RADx Revenue

# Objectives 2021

RUO 2019-2024 CAGR 30-40% - Diagnostics Pre-Mature and Incremental . . .

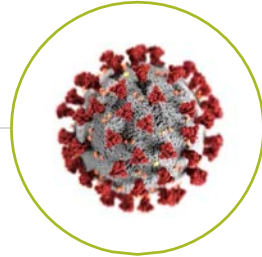


## Neurology

Increases Biomarker penetration in Neuro Trials

65% HD-X IB at YE 2021

Measurable progress on Neuro Diagnostic Vertical & Payor – Pharma Drug Trials



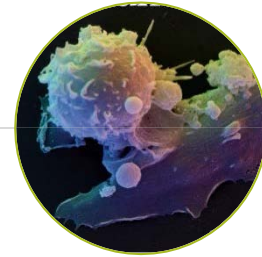
## COVID

Drive Antigen & Serology Commercialization

Deliver RADx Scale-Up

Support Leading-Edge COVID Research and develop novel solutions

Expand Payor Surveillance Studies



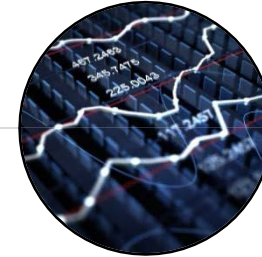
## Immunology

Expand Assay Menu & accelerate publication flow

50 SP-X placements

Progress SP-X towards platform of choice for Liquid Biopsy LDTs

NIH – Payor – Pharma Longhailer & Drug Trials



## Financials

RUO 5Yr CAGR 30-40% over 2019-2024

Diagnostics (COVID and Neuro) Pre-mature and Incremental

105 HD-X placements (60%+ New Installs)

140 New SR-X/SP-X placements



## Platform

Operation Scale Quanterix (OSQ)

Define pathway to deploy 100x Sensitivity in the field

Expand Di5 PPH Disruptive Relationships

# Our mission and vision to power precision health



**INNOVATION**



**1**  
**Therapies**



**2**  
**Prevention**

**Advocates – KOL's - Agencies – Investors**



**PATIENTS**

We are on a mission to **change the way in which healthcare is provided** by giving researchers the ability to closely examine the **continuum from health to disease**.

In order to make this vision a reality, we formed a **collaborative ecosystem** by bringing together the most experienced management team, renowned scientists, industry leading investors and expert advisors, all united through the common goal of **advancing the science of precision health**.



**Brain Health**



**COVID**



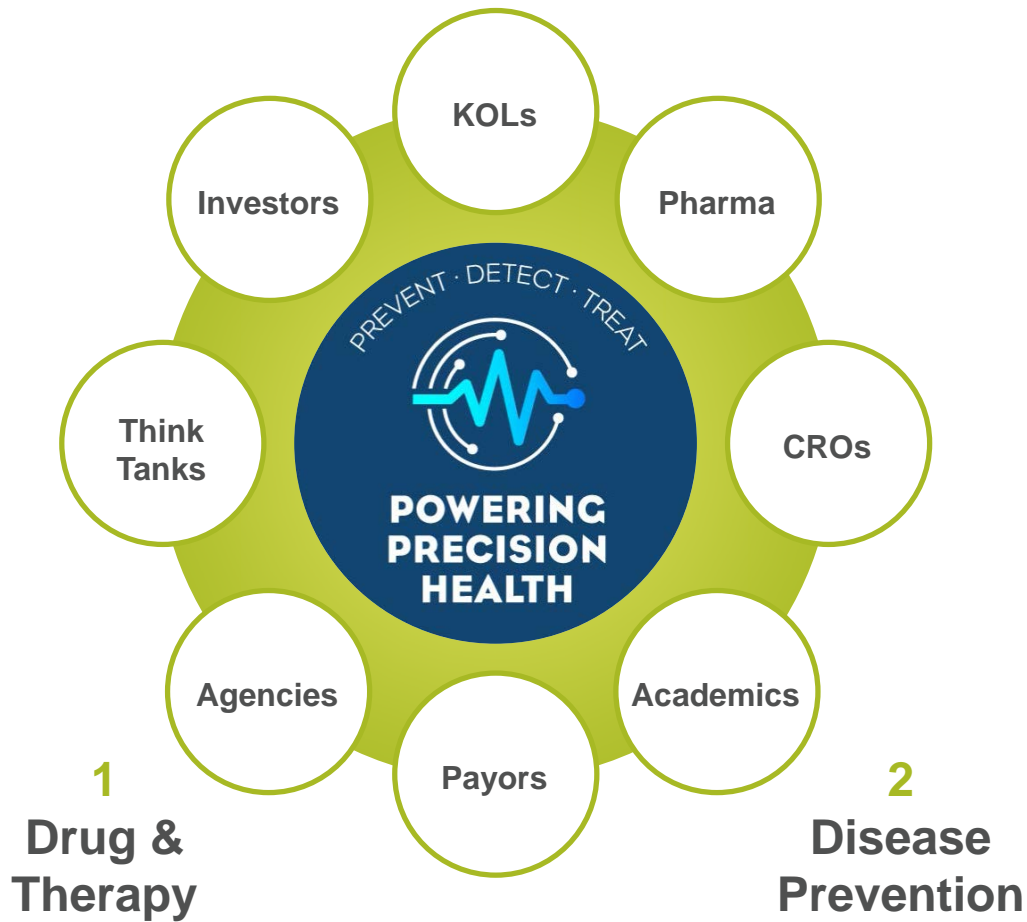
**Immunology and Oncology**



**Disruptive opportunities**



# Value Creation & Disruptive Growth Accelerators



## Di5

FIVE STEPS TO  
COMMERCIALIZING  
DISRUPTIVE  
INNOVATION

### Operation Scale Q

- PPH Inside
- Efficiency & Capacity
- Product launches
- Org & infrastructure

- 1 Greater Purpose**
- 2 PPH Ecosystem**
- 3 Culture & Leadership**
- 4 Strategy Roadmap**
- 5 Superb Execution**





# Neurology poised for Value Creation Chain Reaction

Drug-Trials Penetration center-piece of near-term focus

## 0 Biomarker Discovery

Research led by academia and pharma

## 1 Drug Development Biomarker Adoption

Currently underpenetrated  
Partnering with Pharma to accelerate adoption (End-Points, Patient Stratification)



## 2 Demonstrate Clinical Validity & Utility

Imaging & Sample data support Clinical Validity, Utility and HECON

Access to Trial data accelerates and reduces cost for Dx Clinical Study

NfL	pTau181	pTau217
Aβ42,Aβ40	tTau	GFAP



Path to Dx further fuels Drug Development Biomarker Adoption in Drug Development

## 3 Diagnostic Launch, Adoption & Reimbursement

# Accelerators Driving Rapid Adoption for Transforming Drug Development

## Research Institutions



## Biopharma



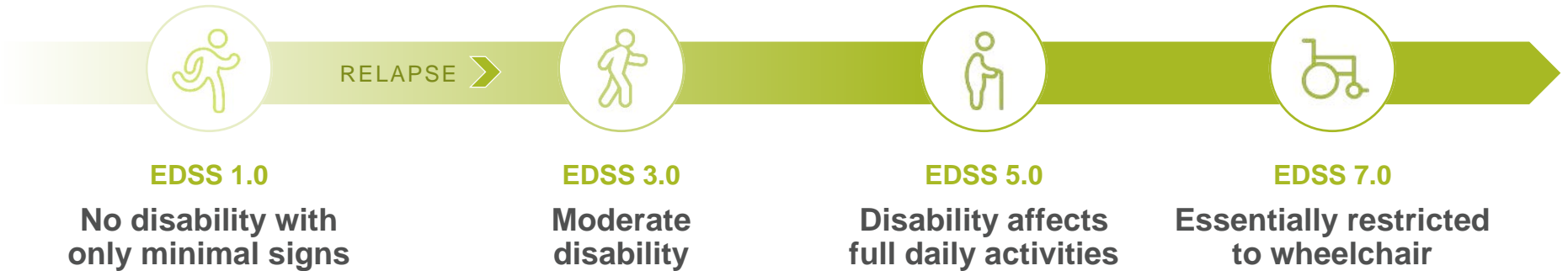
## CROs & Other



# Serum Nf-L Powering Major MS Drug Trials

## \$22B Market – 16 drugs

Right Drug?



Phase III ASCLEPIOS I/II trials  
Nf-L used as secondary endpoint, reduction after 3 months  
Approved in Q3 2020



**Phase III OPERA I/II AND ORATORIO trials**  
Nf-L lowered to healthy  
**Ocrevus:**  
\$1.75B sales, highest MS drug share in US of 40%

# AD Blood Biomarkers - Research to Clinical

## Lilly & Quanterix Collaboration on Alzheimer's Disease Biomarkers

Research  
& Trials

< 0.5B TAM

### Very early detection 16 yrs before dementia

Blood p-Tau 217 / 181 / NfL

HEALTH

#### Study: Blood test for Alzheimer's detects signs 20 years before memory, thinking falter

Ken Altkucker USA TODAY  
Published: 8:59 p.m. ET 10/26/2020



A new blood test detected Alzheimer's disease as accurately as expensive brain scans or spinal taps, raising the possibility for a new, inexpensive option to diagnose the most common form of dementia, researchers said.

Researchers at the Alzheimer's Association International Conference on Tuesday presented the results of multiple studies of whether a blood test could distinguish Alzheimer's disease from other forms of dementia.

In one study published in JAMA, researchers said the blood test could identify Alzheimer's disease and even detect signs of disease 20 years before

OH health

#### Blood test could detect Alzheimer's up to 16 years before symptoms begin, study says

**(CNN)** — A simple blood test could predict if a patient will develop Alzheimer's disease up to 16 years before symptoms begin, a new study finds.

By measuring changes in the levels of a protein in the blood, called neurofilament light chain (NfL), researchers believe they may be able to detect the early stages of the disease, according to the study published Monday in the journal Nature Medicine.

NfL is a "marker" in the blood which gives an indication of nerve cell loss in the brain," explained lead researcher Mattie Auckel, professor of cell biology of neurological diseases at the German Center for Neurodegenerative Disease. "The more neurofilament you have in the blood, the more brain damage you have," he said.

There is still no effective treatment for Alzheimer's, but Auckel thinks the new blood test will be "an essential tool for research on Alzheimer's" and hopes the test will allow researchers to identify the

The New York Times

Bloomberg



# AD Blood Biomarkers - Research to Clinical

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& Trials

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Diagnostics &  
Health Screens

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**OH health**  
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There is still no effective treatment for Alzheimer's, but Jucker thinks the new blood test will be "an essential tool in the arsenal of tests" he hopes the test will allow researchers to identify the

The New York Times

Bloomberg

USA TODAY

abc NEWS

CBS NEWS

USA TODAY

### Relevance to Alzheimer’s treatment

CSF p-Tau 181 modulated by  
aducanumab

HEALTH AND SCIENCE

**Biogen's stock jumps 42% after FDA  
staff says it has enough data to  
support approving Alzheimer's drug**

PUBLISHED WED, NOV 4 2020 10:51 AM EST | UPDATED WED, NOV 4 2020 3:09 PM EST

Berkeley Lovelace Jr.  
BERKELEY, CA

CNBC

Hope for therapeutic with donanemab

BUSINESS | HEALTH CARE | HEALTH

**Lilly Alzheimer's Drug Helped Patients  
in Small Trial**

Donanemab slowed cognitive and functional decline of patients with mild Alzheimer's by 32% compared with placebo

WSJ



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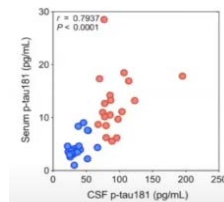
### AD specificity & clinical accuracy in Blood vs. PET Images & CSF spinal taps

Blood p-Tau 181 / 217

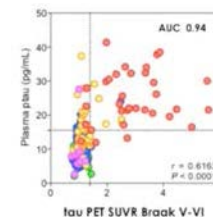
Blood phosphorylated tau 181 as a biomarker for Alzheimer's disease: a diagnostic performance and prediction modelling study using data from four prospective cohorts

Thomas K. Karner<sup>1</sup>, David A. Preuss<sup>1</sup>, Michaela Aichler, Doreen Jomfals, Andrea Linn-Baster, Jan Lorenz-Baltes, Mira Chernov, Melissa Sandoz, Min-Sik Kang, Joseph T. Denicola, Michael Scholl, Gerson M. Pasquini, Jose Paul Seng, Kristin Giedd, Corina Bracke, Niklas Mattsson, Sebastian Polster, Serge Gauthier, Erik Stenlund, Henrik Zetterberg, Oskar Hansson<sup>1</sup>, Pauline Rosa-Royal, Kaj Blennow<sup>1</sup>

Blood p-tau181 predicts amyloid pathology & AD



CSF



PET Imaging

### Relevance to Alzheimer's treatment

CSF p-Tau 181 modulated by aducanumab

HEALTH AND SCIENCE

**Biogen's stock jumps 42% after FDA staff says it has enough data to support approving Alzheimer's drug**

PUBLISHED WED, NOV 4 2020 10:51 AM EST | UPDATED WED, NOV 4 2020 3:09 PM EST

Berkeley Lovelace Jr. BIOETHICIST

CNBC

Hope for therapeutic with donanemab

BUSINESS | HEALTH CARE | HEALTH

**Lilly Alzheimer's Drug Helped Patients in Small Trial**




Donanemab slowed cognitive and functional decline of patients with mild Alzheimer's by 32% compared with placebo

WSJ

# Recent excitement in liquid biopsy points to future potential of “liquid MRI”

## Liquid biopsy for screening



- JUN 2016** ● FDA approved first liquid biopsy test (lung cancer)
- DEC 2019** ●  **GUARDANT** receives expanded Medicare coverage for solid tumor test
- MAR 2020** ●  **natera** receives favorable Medicare reimbursement for organ transplant test
- JUN 2020** ●  **INVITAE** acquires **ARCHER**® in a \$1.4B deal
- SEP 2020** ● **illumina**® acquires **GRAIL** at \$8.0B valuation
- OCT 2020** ● **EXACT SCIENCES** acquires **Thrive.** Earlier Detection at \$2.15B valuation

## “Liquid MRI” for brain



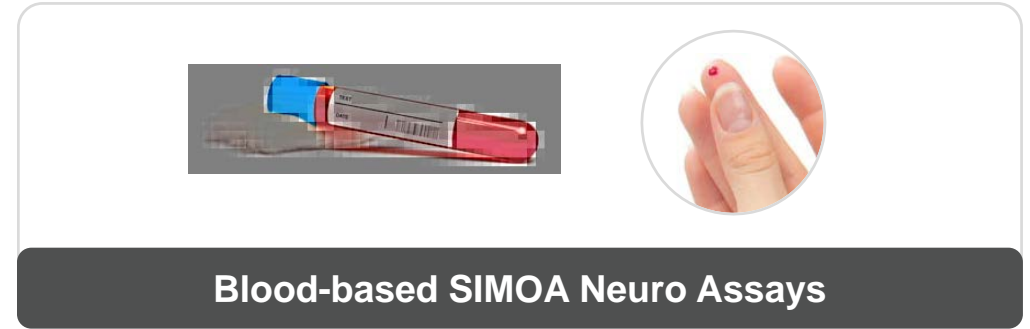
**Approval of first Alzheimer’s Drug likely will be the tipping point for similar value acceleration and adoption momentum**

# Neurology Reimagined



Aβ42	tTau	pTau181
Nf-L	BDNF	SNAP-25
α-synuclein	GDF-15	IL-6
GFAP	Neurogranin	NPTX2
S100b	sTREM2	TDP43
VILP-1	YKL-40	MMP-3
Aβ37/38/40	Osteopontin	IGFBP7
	NSE	TRAIL

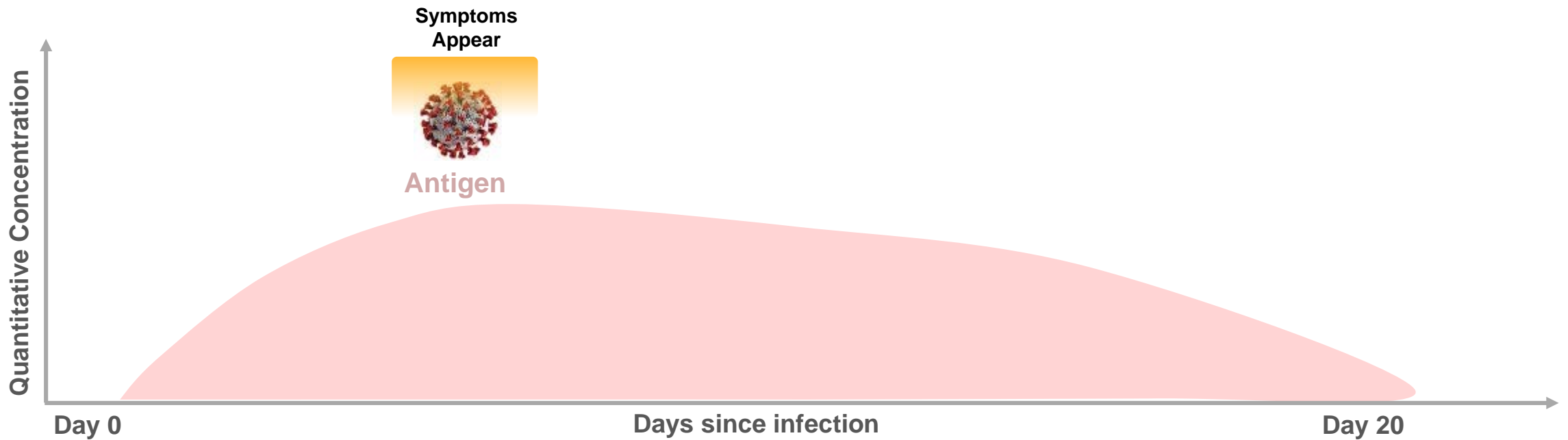
Alzheimer's  
 Parkinson's  
 Multiple Sclerosis  
 Traumatic Brain Injury  
 Lewy Body Dementia  
 Huntington's  
 Stroke  
 ALS  
 FTD



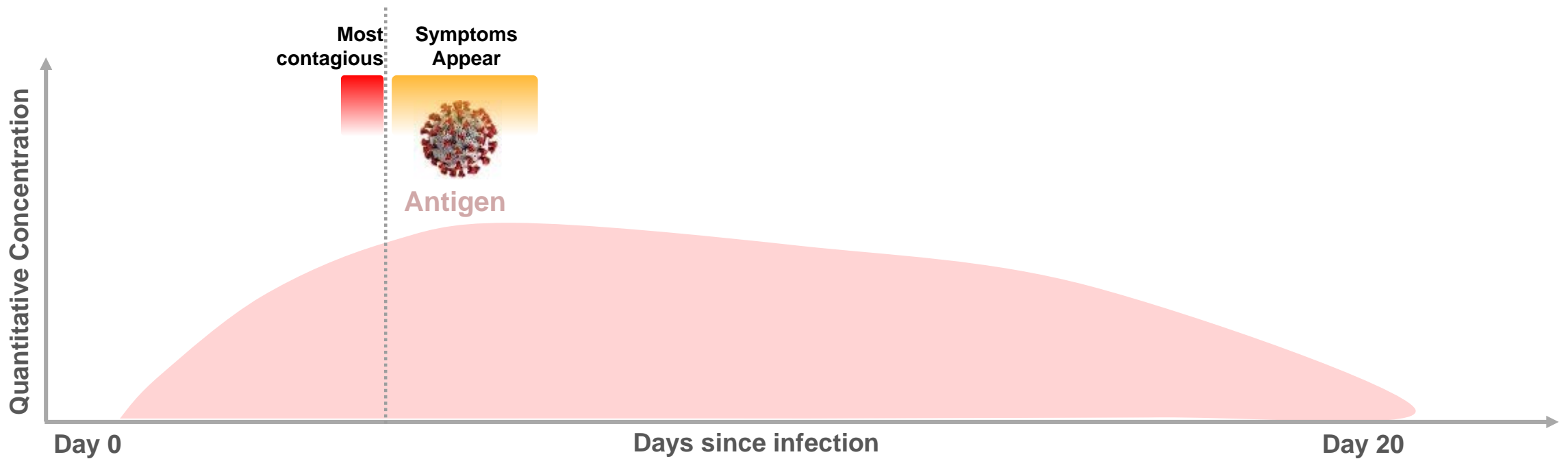
Aβ42,Aβ40	tTau	pTau181/217	SIEMENS
Nf-L	BDNF	SNAP-25	Roche
α-synuclein	GDF-15	IL-6	Abbott
GFAP	Neurogranin	NPTX2	BIOMÉRIEUX
S100b	sTREM2	TDP43	Biogen
VILP-1	YKL-40	MMP-3	NOVARTIS
Aβ37/38	Osteopontin	IGFBP7	Lilly Eisai
	NSE	TRAIL	Roche

- Developed in Serum and/or Plasma – Simoa catalog assay kits
- Developed in Serum and/or Plasma – Simoa homebrew assays

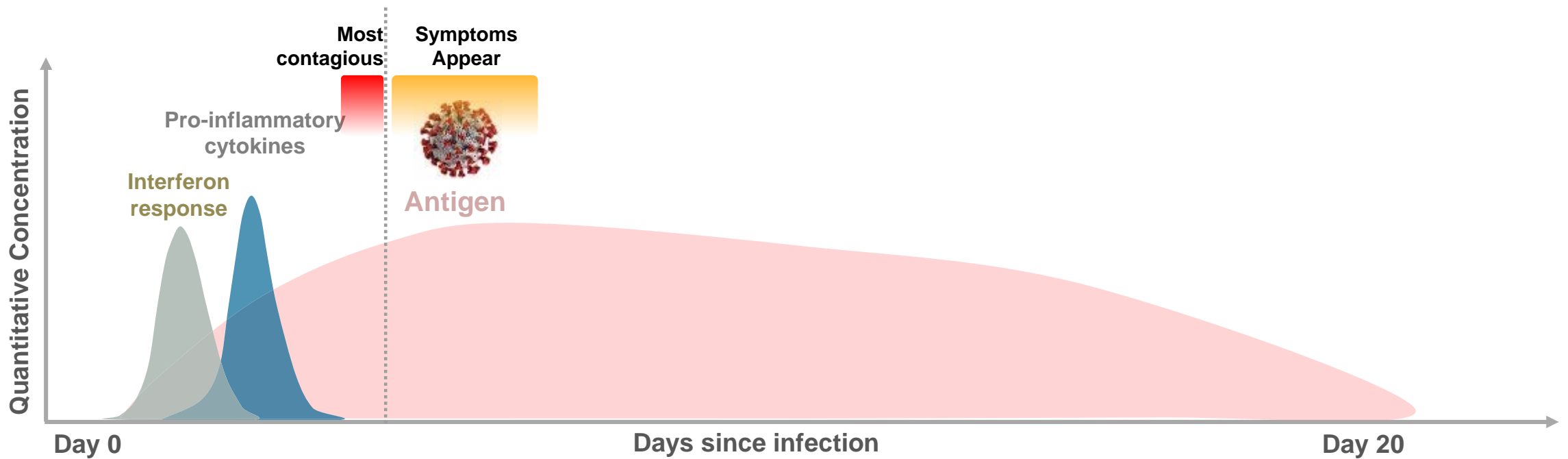
# Roadmap to High-Definition picture of SARS-CoV-2 Infection



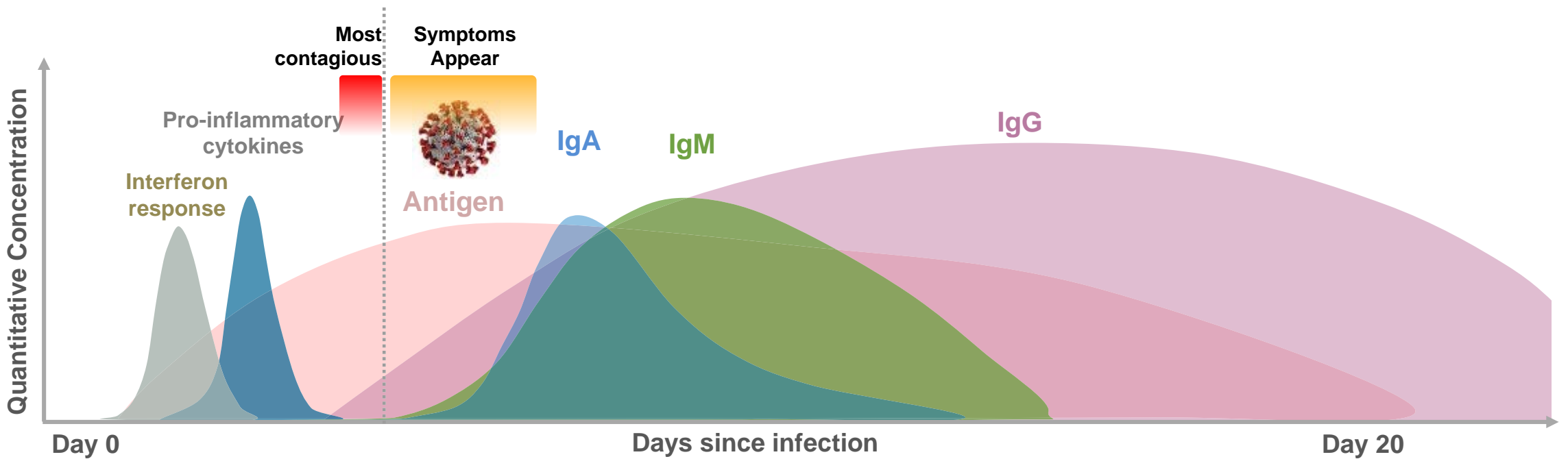
# Roadmap to High-Definition picture of SARS-CoV-2 Infection



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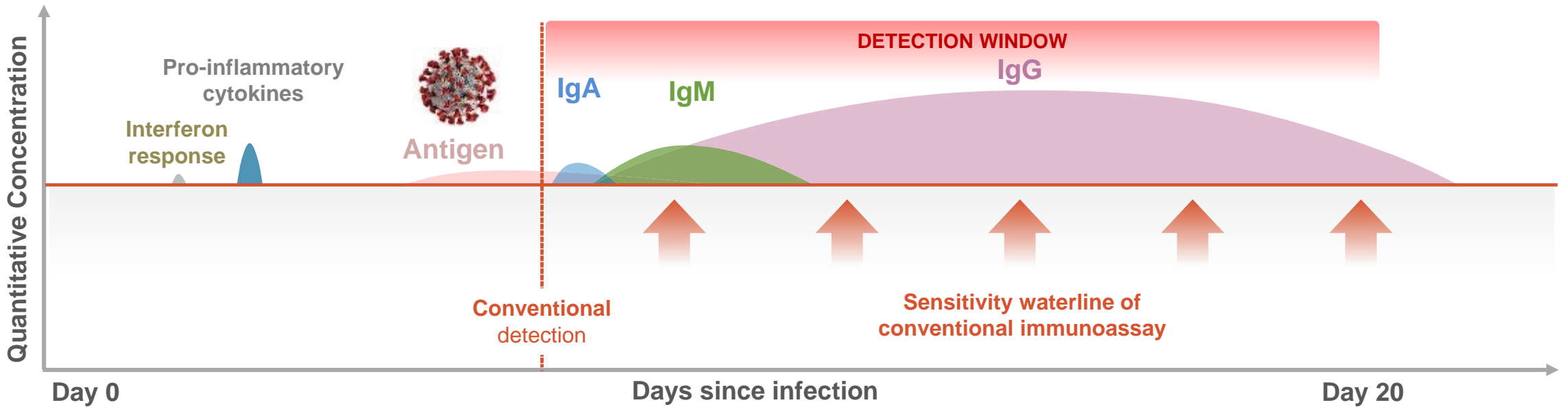
Elon Musk  
@elonmusk

Something extremely bogus is going on. Was tested for covid four times today. Two tests came back negative, two came back positive. Same machine, same test, same nurse. Rapid antigen test from BD.

10:47 PM · Nov 12, 2020 · Twitter for iPhone

The New York Times

*How Accurate Are Virus Tests? Ohio Governor's Results Show Positives and Negatives*

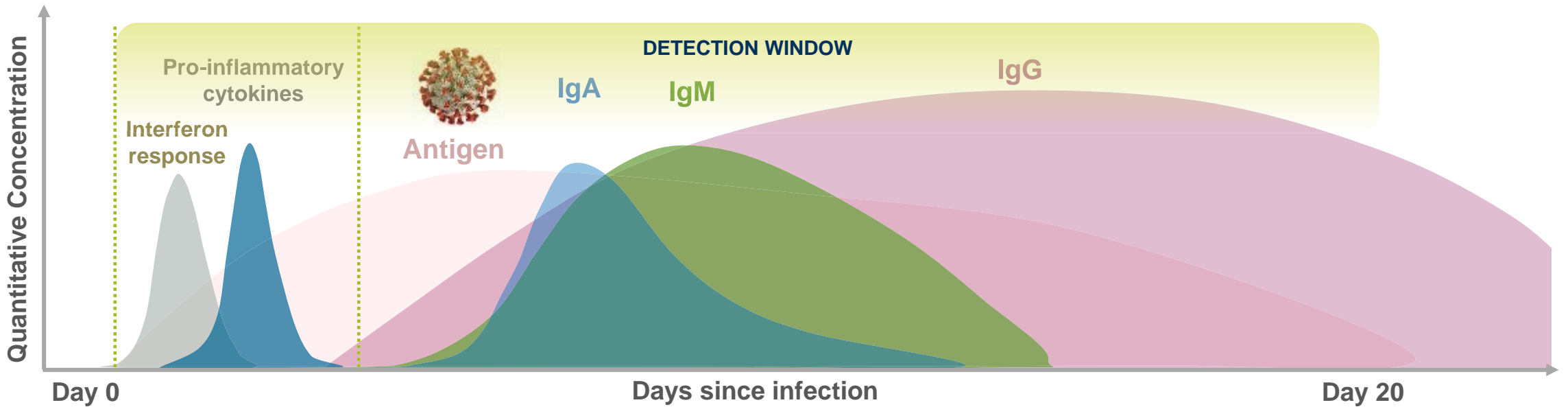




# Roadmap to High-Definition picture of SARS-CoV-2 Infection

## NEW TESTING PARADIGM

# Disruption Enabled By Ultra Sensitivity Digital ELISA



# Roadmap to High-Definition picture of SARS-CoV-2 Infection

1

**Innate Immune Response**  
Cytokine storm - Vaccines

Risk Stratification – Immune fatigue



4

**Antigen – EUA Submitted**  
Asymptomatic, early detection, false +/-'s  
Saliva, blood &, nasal + supply & quantitation

\$20M Award  
EUA NP approved

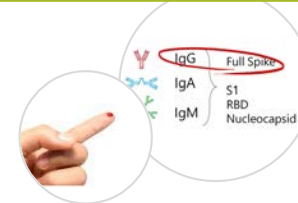


3

**Serology – EUA Submitted**  
High Def - Early detection - Home care  
Scaling lab for membership surveillance

EUA Semi-Quant  
5 IRB's Longhaulers

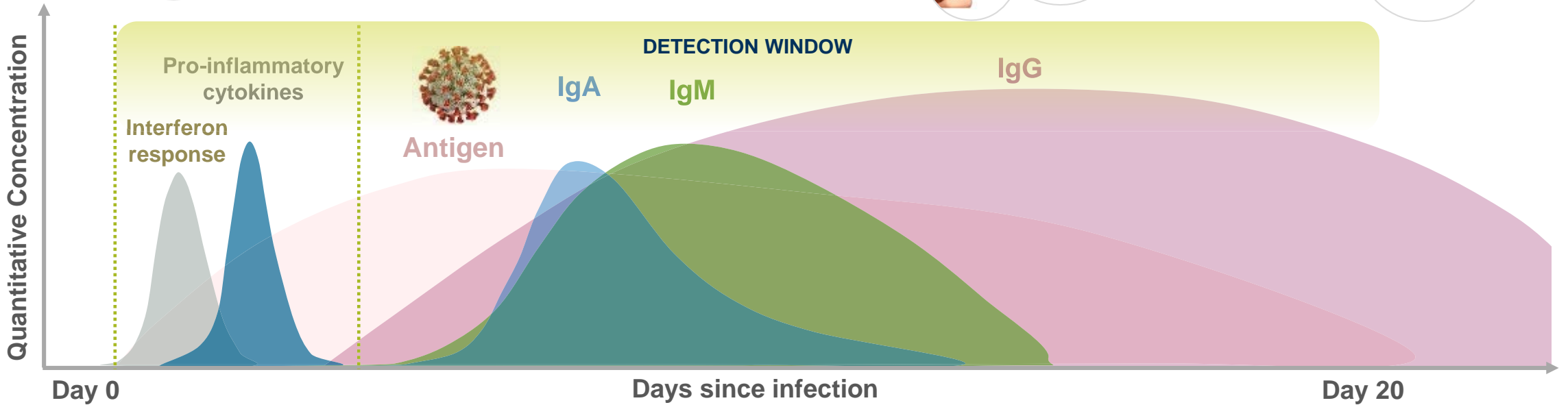
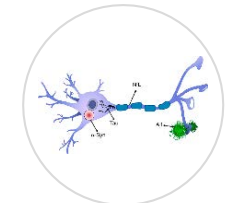
Major  
Payor



2

**NfL – Brain Health**  
Loss of Taste & smell  
Brain fog

Long-term brain health impact



# Roadmap to High-Definition picture of SARS-CoV-2 Infection

1

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Major  
Payor

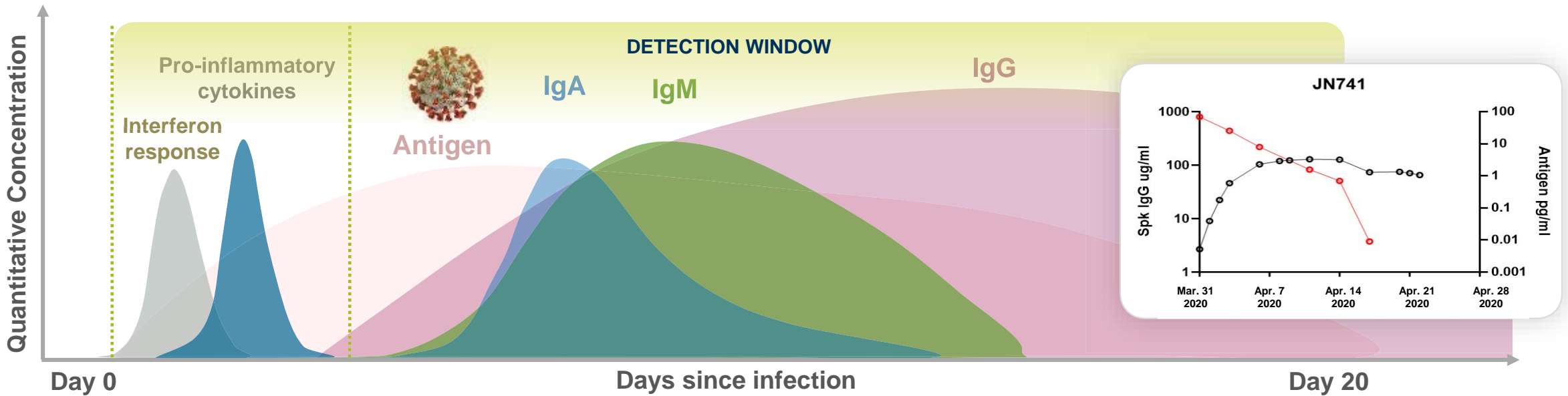
2

**NfL – Brain Health**  
Loss of Taste & smell  
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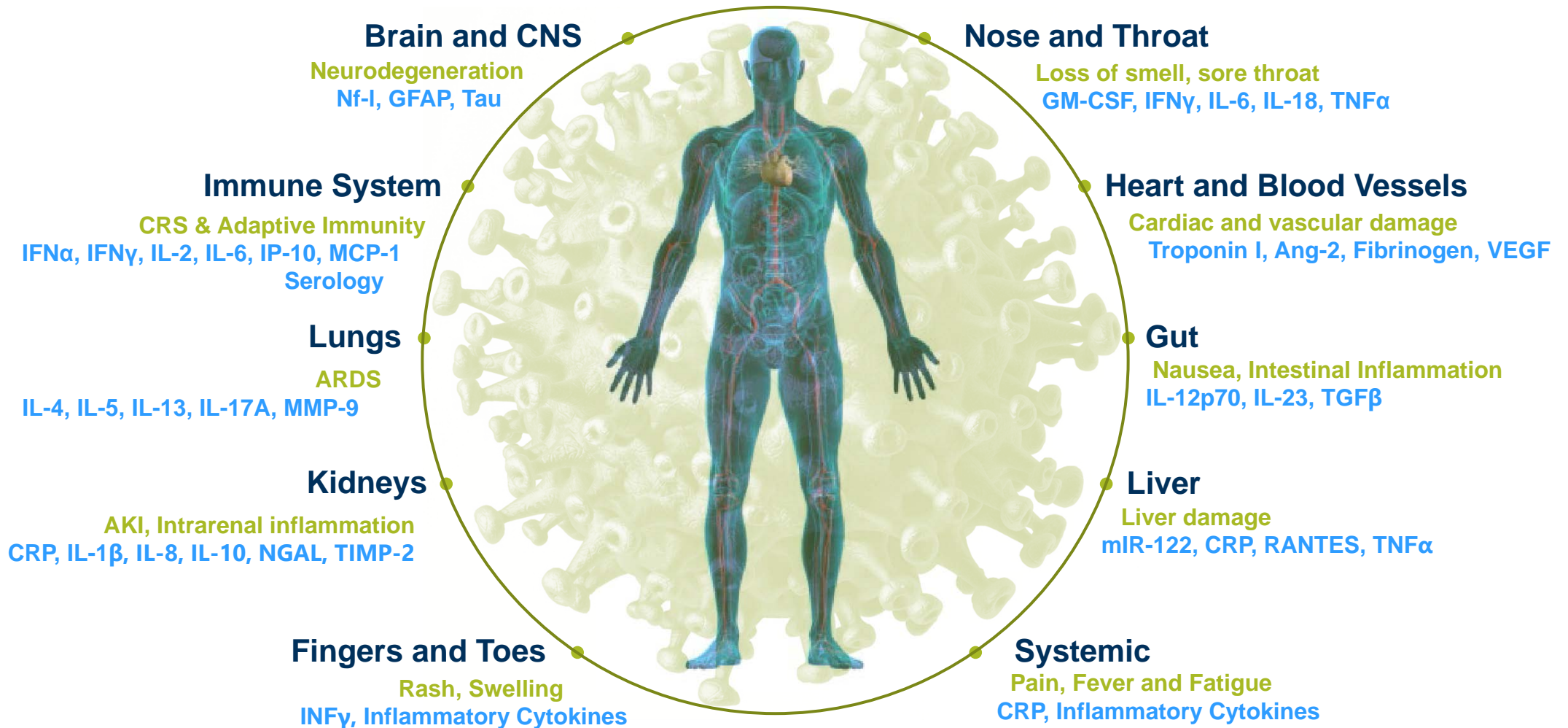
5

**Comprehensive High-Definition Kinetic Picture – PPH Ecosystem**



# SARS-CoV-2 Infection Impacts Multiple Organ Systems

Digital protein biomarkers provide early detection of acute disease and monitoring longitudinal manifestations



# Diagnostic Entry Accelerated by COVID & RADx

## ACCELERATORS



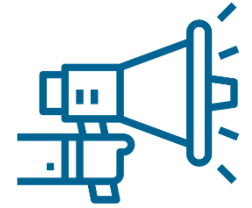
Expanding Mfg and building **Capacity, Regulatory & Quality** Capabilities

Established **FDA** Credibility & Enabling major **Payor + Population Surveillance Studies**

Builds distributed infrastructure to attract and support future **Neuro CDx**

**COVID PPH Think Tank** connecting dots for **Nextgen viruses and drug & vaccine efficacy**

## GO-TO-MARKET



Strategic focus on standing up at **University / Payors** with On-Site CLIA labs

Focus **Pre & Asymptomatic testing & Expand** to Nasal/Oral Swab, Saliva, DBS

**Value Proposition** - Accuracy, Price, High-Throughput, independent supply chain and **Home Collection and Pooling**

# Liquid Biopsy expanding into Proteomic

## Prostate Cancer



Only assay capable of precise measurement of PSA following prostatectomy



**Al Roker**



## Pancreatic Cancer



LIF levels with Simoa showed elevation in Pancreatic cancer patients

Better correlation with response than FDA-approved CA19-9 marker

**Alex Trebek**



## Brain Cancer



Neurofilament Light Chain as Biomarker for Brain Metastases



**Bo Biden**



## Breast Cancer



Protein Biomarkers Measurement in CancerSEEK yielding False Negative Results

Simoa's ~700x lower LLOQ holds the potential for accurate early detection

**Angelina Jolie**



# Payor Relationships Hold Disruption Promise



Millions of  
Members

## Goal: Improve Outcomes

Early detection, remove cost,  
lengthen life, add members

Oncology

Inflammation

Infectious disease

Neurology

Cardio



# Payor Relationships Hold Disruption Promise



Millions of Members

## Goal: Improve Outcomes

Early detection, remove cost, lengthen life, add members

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## Massive Opportunity to Transform Healthcare

Five IRB's Underway



Known Biomarkers and Therapy

**DEPLOY NOW**

MS, Diabetes, COVID





# Payor Relationships Hold Disruption Promise



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## Massive Opportunity to Transform Healthcare

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Known Biomarkers and Therapy

**DEPLOY NOW**

MS, Diabetes, COVID



Known Biomarkers, No Therapy

**FIND THERAPIES**

Alzheimer's, Parkinson's, ALS



# Payor Relationships Hold Disruption Promise



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Cardio



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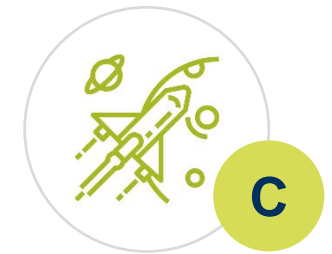
MS, Diabetes, COVID



Known Biomarkers, No Therapy

**FIND THERAPIES**

Alzheimer's, Parkinson's, ALS

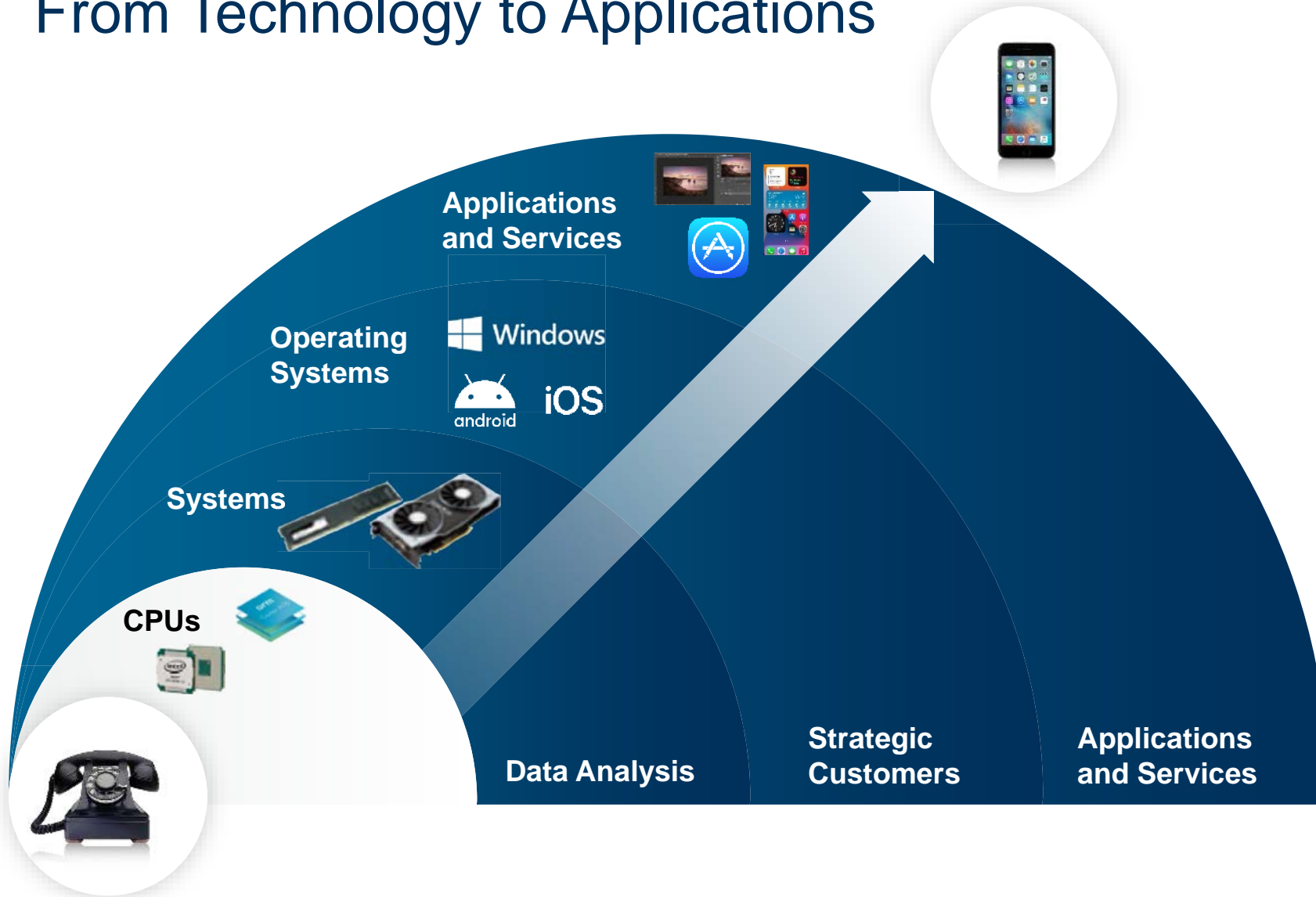


Known Therapy, No Biomarkers

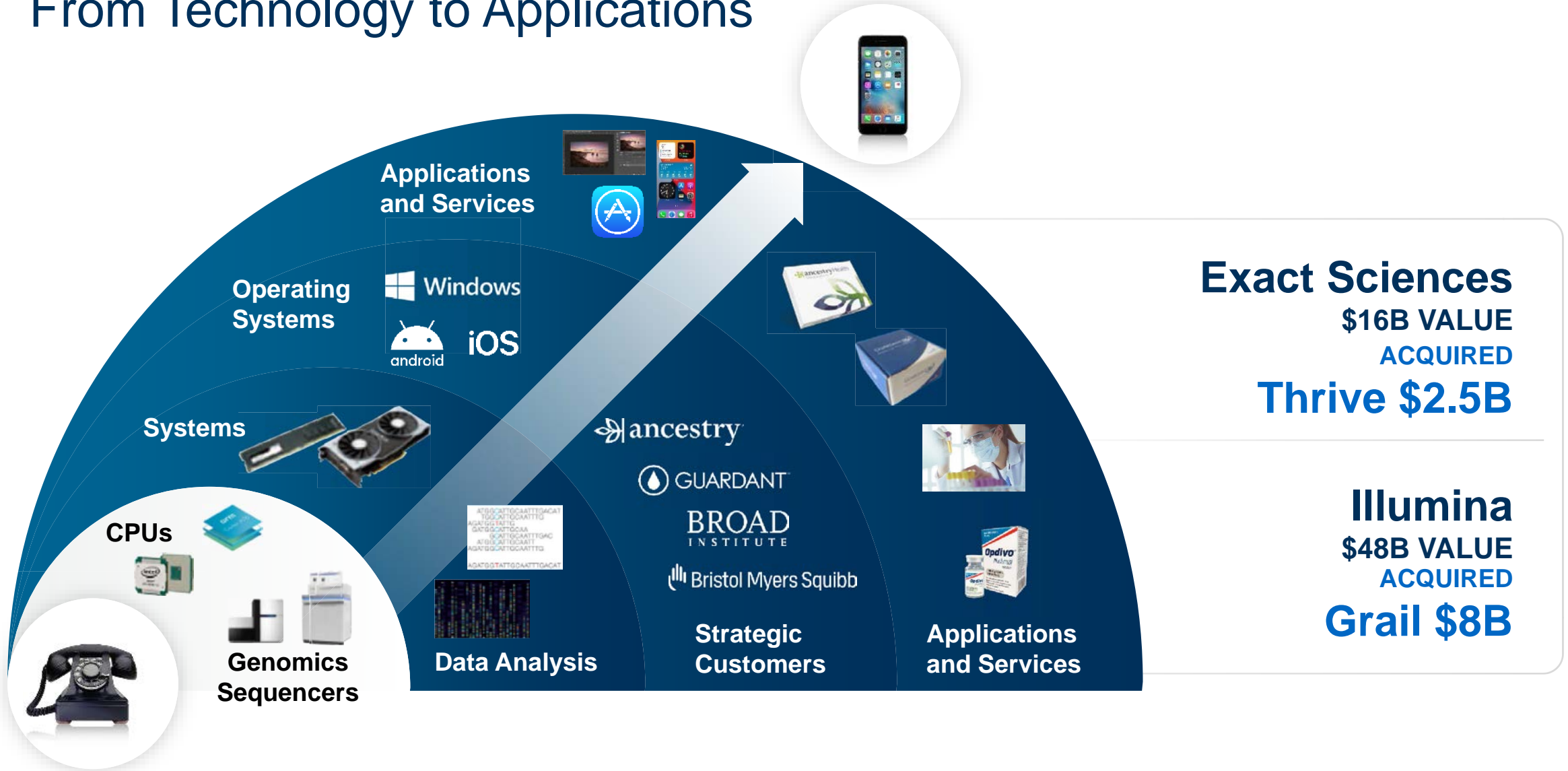
**BIOMARKER DISCOVERY**

Liquid Biopsies, Long-term Surveillance Study

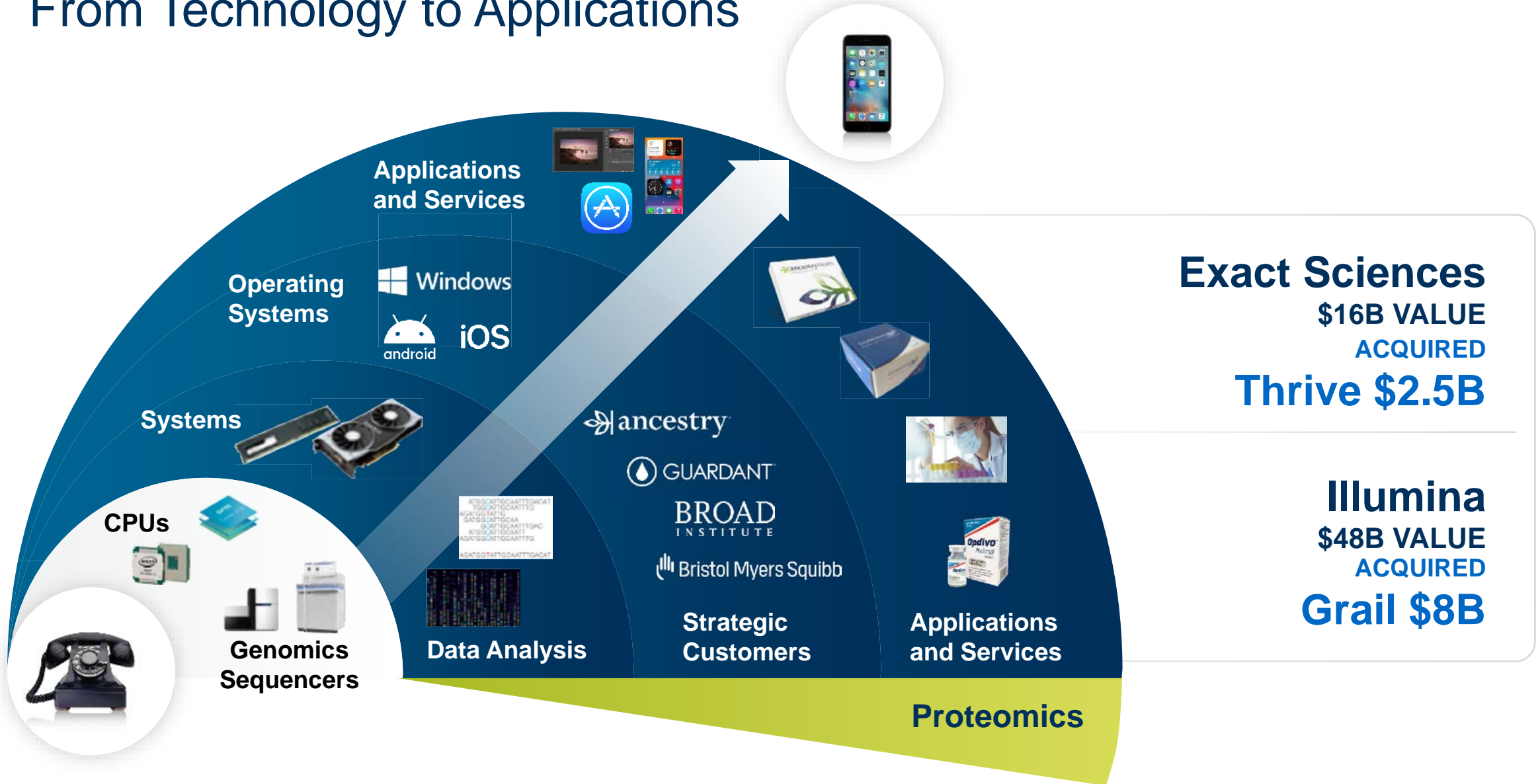
# From Technology to Applications



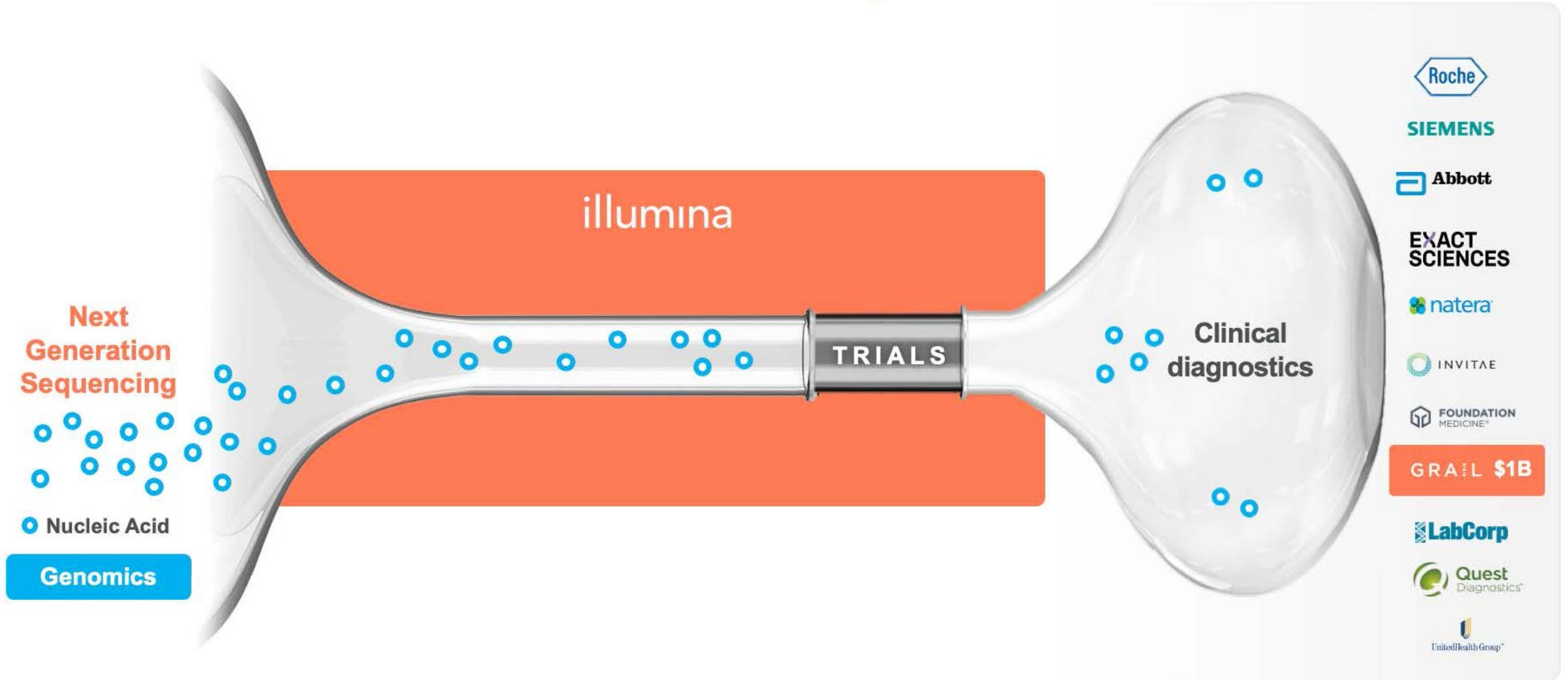
# From Technology to Applications



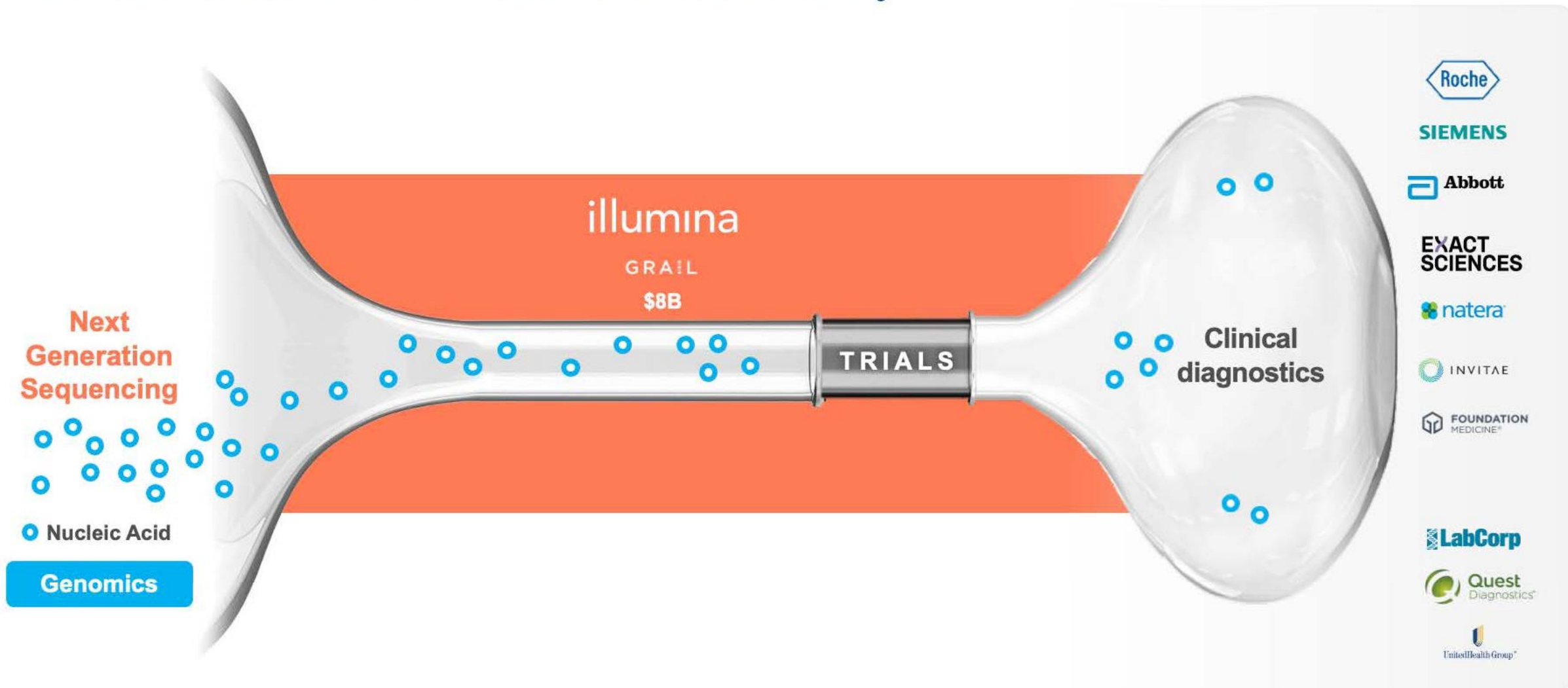
# From Technology to Applications



# Digital Molecules of Life; QTRX Focused on Proteins & Sensitivity



# Digital Molecules of Life; QTRX Focused on Proteins & Sensitivity



# Digital Molecules of Life – QTRX Focused on Proteins & Sensitivity

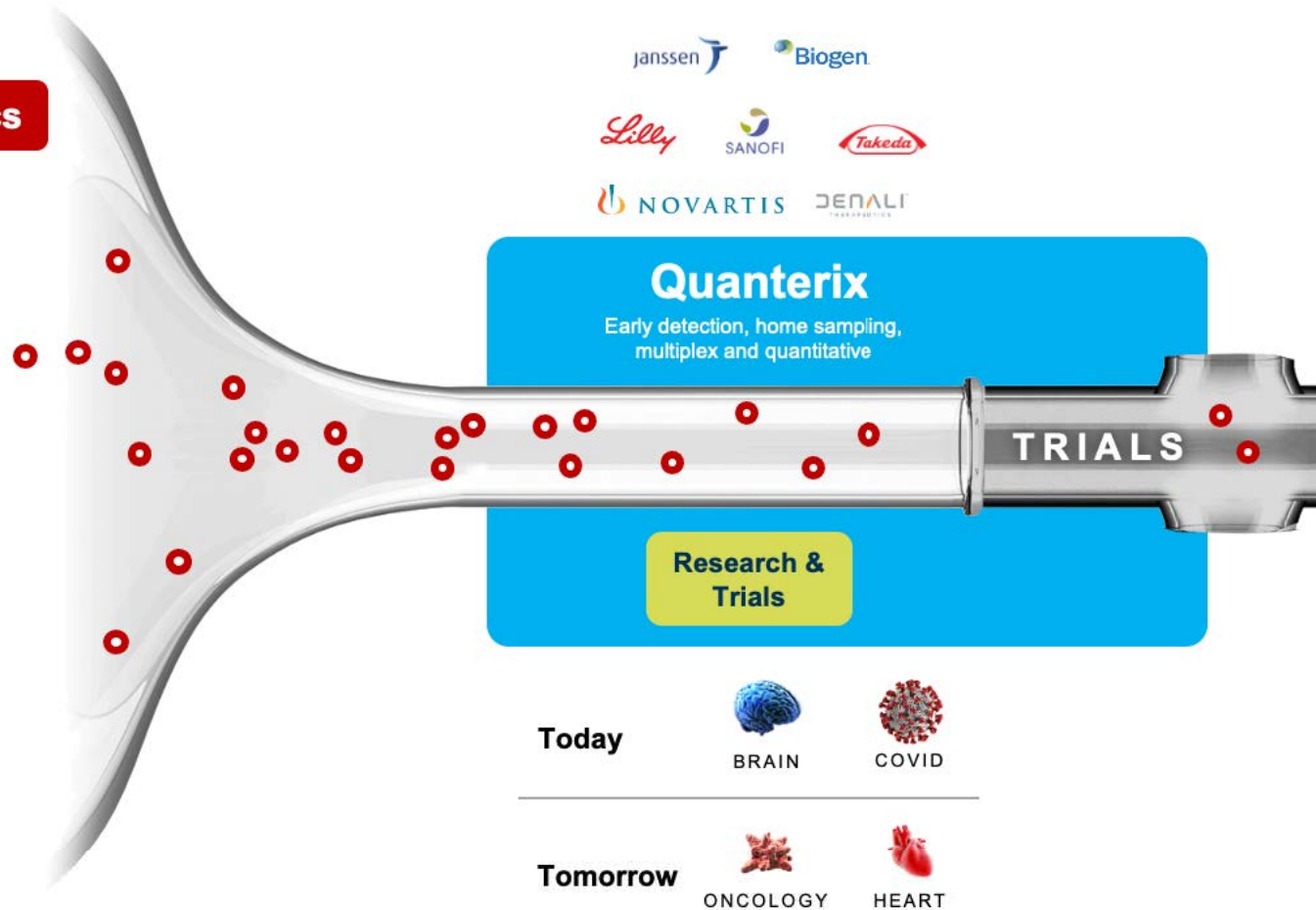
Research Proteomics TAM:

Low Risk / Return

1B

**Proteomics**

● Protein





# Digital Molecules of Life – QTRX Focused on Proteins & Sensitivity

Research Proteomics TAM:

Low Risk / Return

1B → 7B

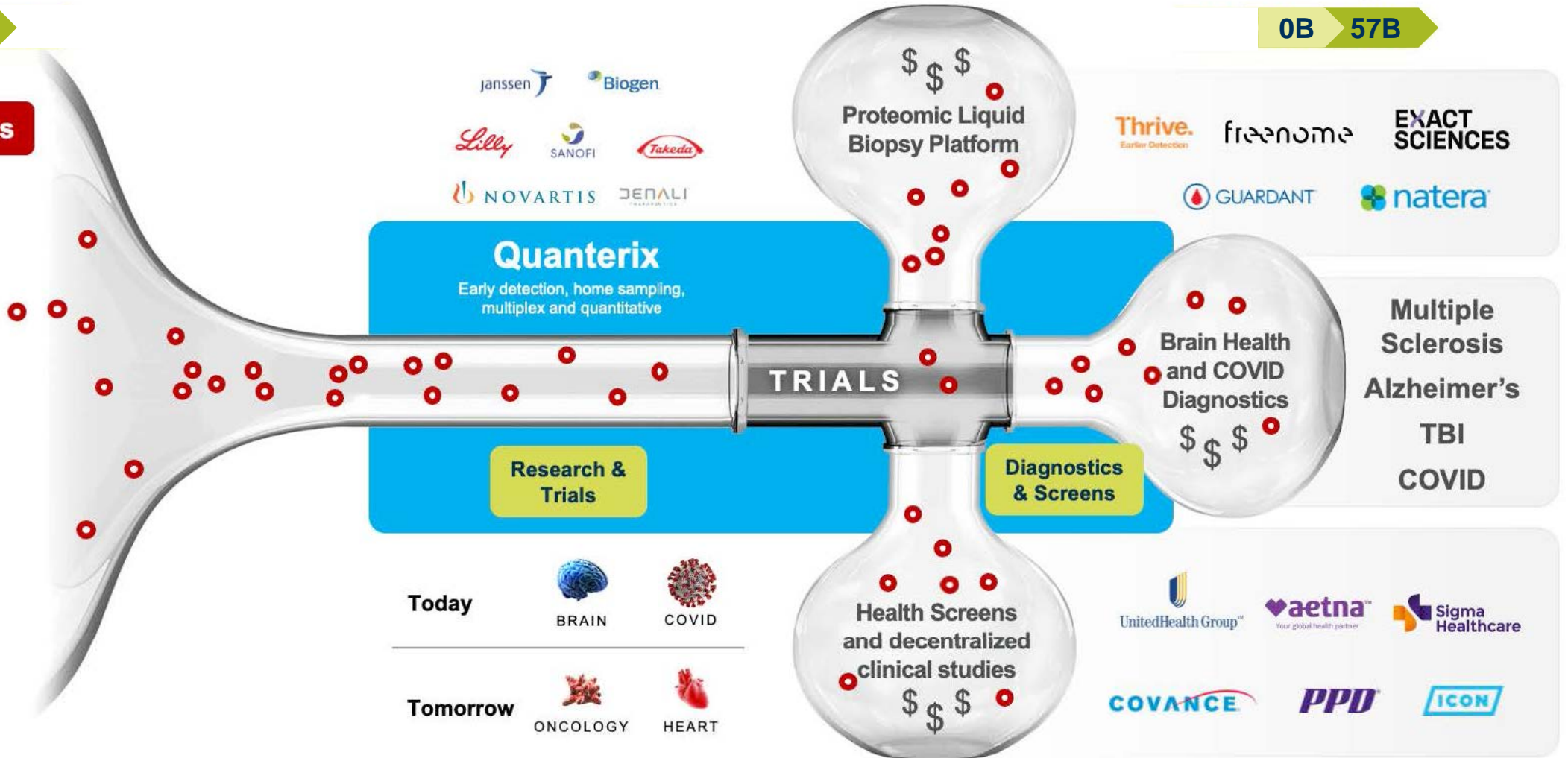
**Proteomics**

● Protein

Clinical Proteomics TAM:

Higher Risk / Return

0B → 57B



# Digital Molecules of Life – QTRX Focused on Proteins & Sensitivity

Research Proteomics TAM:

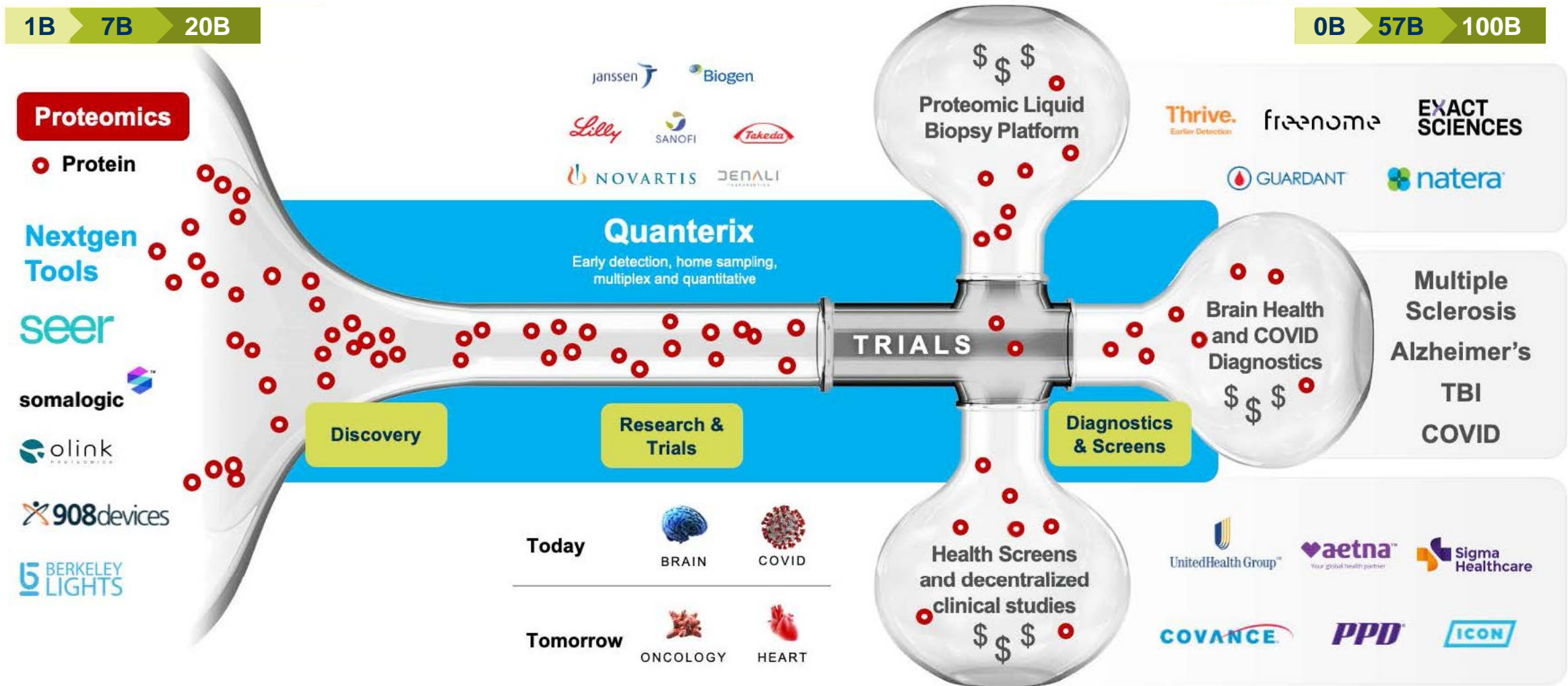
Low Risk / Return

1B 7B 20B

Clinical Proteomics TAM:

Higher Risk / Return

0B 57B 100B



# Compelling Thesis to Lead Proteomics into Precision Health Era

## Execution

2 to 3x Value Creation

### RESEARCH & DISCOVERY

\$1B to \$20B TAM



- ✓ Validation: Pubs, Trials, Pharma Adoption
- ✓ 2014-20 Rev: \$0 - \$85m; 55% CAGR\* - Public
- ✓ Raised \$350m; Valuation \$30m to \$2.0 B
- ✓ **ST & LT Growth Catalysts**
  - Increase penetration Neuro, COVID, Immuno
  - Menu expansion & drug / population trials
  - Scale consumables growth – New COO
  - Expand into upstream Discovery tools

\* 2017-2020 3Yr CAGR

## Aspiration

10 to 15x Value Creation

### DIAGNOSTICS & HEALTH SCREENS

\$100B TAM



- ✓ Abbott, Siemens, Pharma Advances
- ✓ Payor Acceptance for Cost / Outcome
- ✓ NIH, RADx & FDA Ecosystem expansion
- ✓ **ST & LT Growth Catalysts**
  - COVID EUA's
  - Neuro Tool Entry – Leverage COVID
  - Liquid Biopsy Entry (Partner or Vertical)
  - Advance Payor “Outcome Leapfrog”

COVID  
RADx

# Aspiration 2.0

## DIGITAL HEALTH



TELEMEDICINE



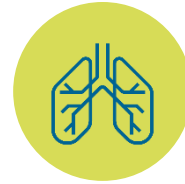
DIGITAL



INTERCONNECTED



CONTROL



DIAGNOSIS

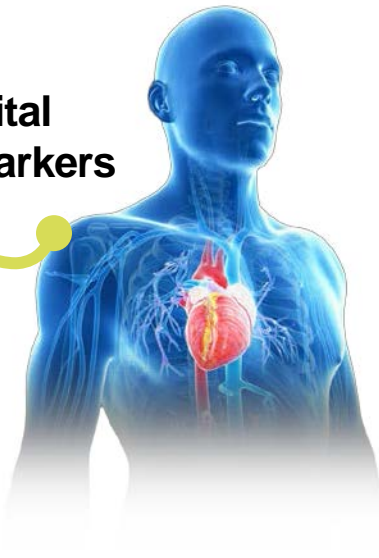


COMMUNICATE



HEALTHCARE

digital  
biomarkers



Biogen to Launch Pioneering Study to  
Develop Digital Biomarkers of Cognitive  
Health Using Apple Watch and iPhone

**BIOMARKER WATCH**  
*Fitbit on Steroids!!*



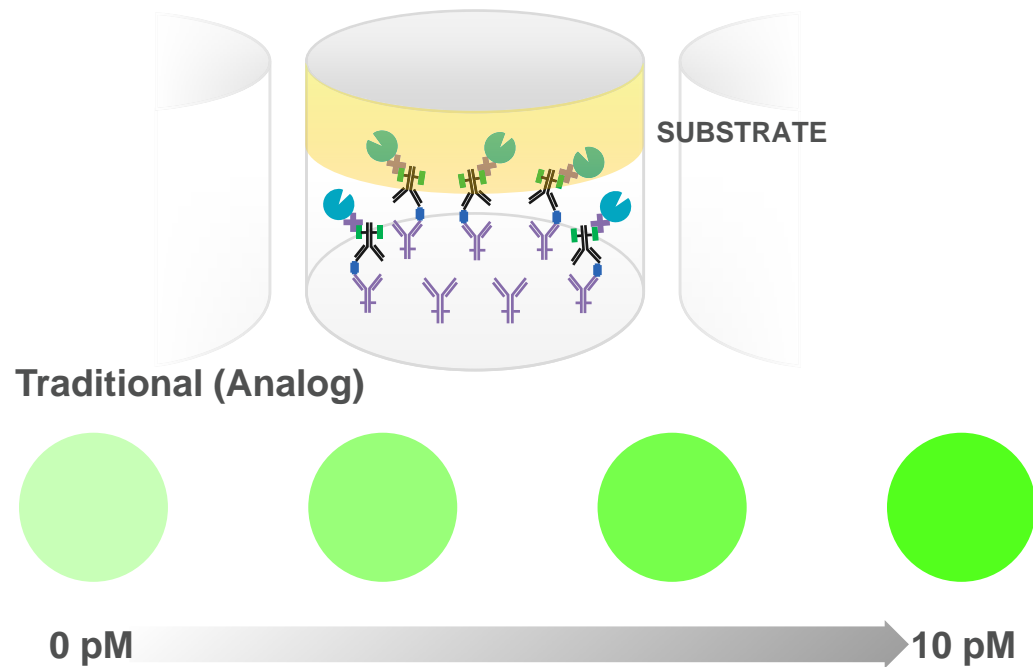
# Appendix

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# Our Single Molecule Arrays (Simoa®) technology allows for the ultimate sensitivity by detecting a single molecule

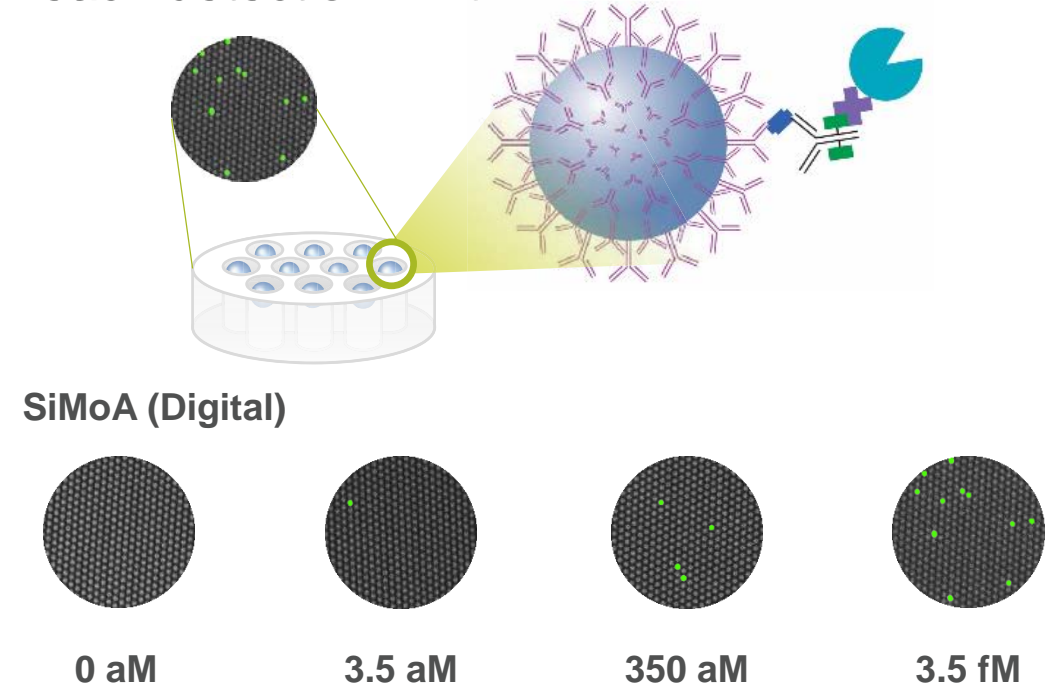
## Traditional ELISA assay

Millions of molecules needed to reach detection limit



## Simoa®

Single molecule needed to reach detection limit



# Quanterix Product Offerings

## INSTRUMENTS

### Bead based



HD-X

List Price: \$200k  
311 Installed  
(149 HD-X, 162 HD-1)  
Fully automated  
Neuro Focused



SR-X

List Price: \$75k  
175 Installed  
Benchtop  
Neuro Focused

### Planar



SP-X

List Price: \$75k  
35 Installed  
Benchtop  
Onco Focused

## ASSAY KITS



### Consumables & Reagents

400+ assays  
Homebrew kits  
Singleplex and Multiplex

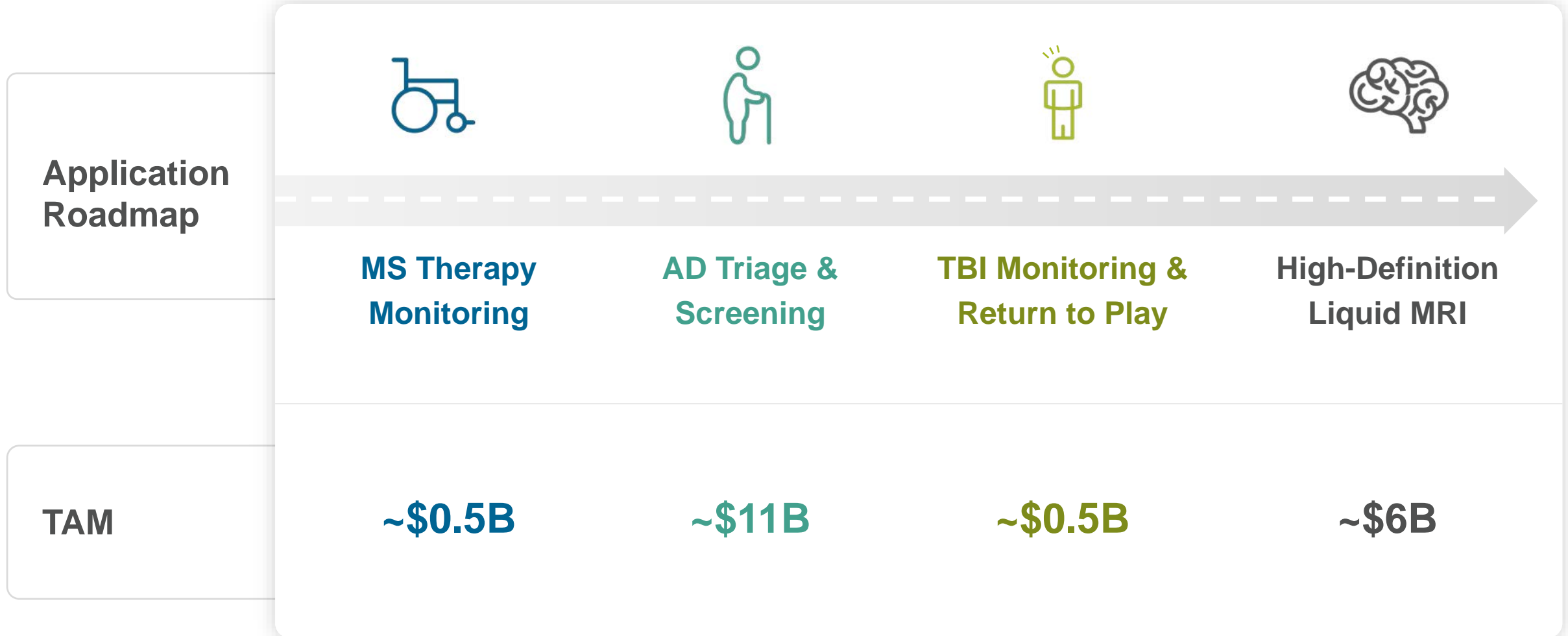
## SERVICES



### Accelerator

Contract research  
Custom assay development  
& reagent production  
CLIA and LDT capabilities  
Drug Rescue

# Brain Diagnostic Health Roadmap





# SIMOA supporting Leading-Edge COVID Research

Keys to developing Ultra-Sensitivity driven differentiated offering Long-Term COVID impact

Measuring changes in viral load in response to therapeutic mAb & convalescent plasma

Measuring relationship between adaptive immune response, viral load, and clinical outcome

Establishing biomarker profile (serology, cytokines, cardiac, neuro) in Long-haulers

Assessing impact of emerging COVID19 variants on accuracy of molecular and antigen tests

Longitudinal Surveillance testing for COVID19 population prevalence

Measuring Type I Interferon response in prediction of disease severity in COVID19

Measuring biomarkers of axonal injury and neurodegeneration in COVID patients

Early detection of cytokine dysregulation (alternatives to anti-IL-6 therapies in cytokine release)













Profiling serum biomarkers for associations between neuro. & pulmonary disease in Long-haulers

Characterization the role of auto-antibodies against Type I IFN in severe COVID-19 patients





# There are major LB applications across the disease continuum

Neuro Diagnostics Market anticipated to also expand across these 5 Application Vectors . . .

<u>Applications</u>	Early detection*	Diagnostic aid and risk stratification	MRD* / active surveillance (AS)	Therapy guidance	Therapy monitoring
	Unaffected patients		Affected patients		
<u>Description</u>	<ul style="list-style-type: none"> <li>Enable early cancer detection in asymptomatic patients</li> </ul>	<ul style="list-style-type: none"> <li>Complement existing tests to improve diagnosis or risk stratification</li> </ul>	<ul style="list-style-type: none"> <li>Measure MRD* and intervention response and longitudinally monitor for recurrence</li> </ul>	<ul style="list-style-type: none"> <li>Inform tx. selection in advanced disease for targeted therapy or IO</li> </ul>	<ul style="list-style-type: none"> <li>Monitor response or resistance to therapy in advanced disease</li> </ul>
<u>Current state of market</u>	Nascent outside of CRC	Niche and nascent	Deployed in clinical trials	Becoming established clinically	Nascent beyond EGFR T790M in NSCLC
<u>Addressable patients (U.S.)</u>	Tens of millions (Eligible adults)	Millions (High risk adults)	Millions (Early stage patients)	Hundreds of thousands (Late stage patients)	
<u>Market leaders / front runners</u>	  	  	 <small>Conceive. Deliver. Thrive.</small> 	 	 

# Disruptive Opportunities with High-Growth potential



Opportunity	Value of ultra-sensitivity	Initial Quanterix partnerships	TAM
 <p><b>Population Health</b> Assessment of large, population-level datasets</p>	<ul style="list-style-type: none"> <li>Ability to assess <b>previously undetectable</b> biomarkers</li> <li>Unlock visibility into <b>earlier disease states</b></li> <li><b>Non-invasive</b> sample compatibility (low volume)</li> </ul>	Major US Payor group	~\$5B
 <p><b>Decentralized (virtual) Trials</b> At-home assessment of subject health status</p>	<ul style="list-style-type: none"> <li><b>Non-invasive</b> and <b>self-sampling compatibility</b> (e.g., finger prick, dried blood spots)</li> <li>More frequent &amp; robust <b>Longitudinal Data</b></li> <li>Higher Subject <b>Compliance &amp; throughput</b> (Enhanced Speed &amp; Lower Cost)</li> <li><b>Inclusion</b> of Under-Served Populations</li> </ul>	Major CRO Labs  RADx Funding	~\$5B