



J.P. Morgan Healthcare Conference 2022

Kevin Hrusovsky, Chairman & CEO
January 13, 2022

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. Forward-looking statements in this presentation are based on Quanterix' 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' actual results to differ from those expressed or implied in the forward-looking statements in this presentation 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.

Transforming Medicine with Hyper Sensitive & Quantitative Low Plex NextGen Proteomics



Precision Health Vision

**2021
Achievements**



Symbiotic Relationship

COVID - Neuro &
RUO - Diagnostics



Alzheimer's Opportunity

**2022 Objectives
Investment Thesis**

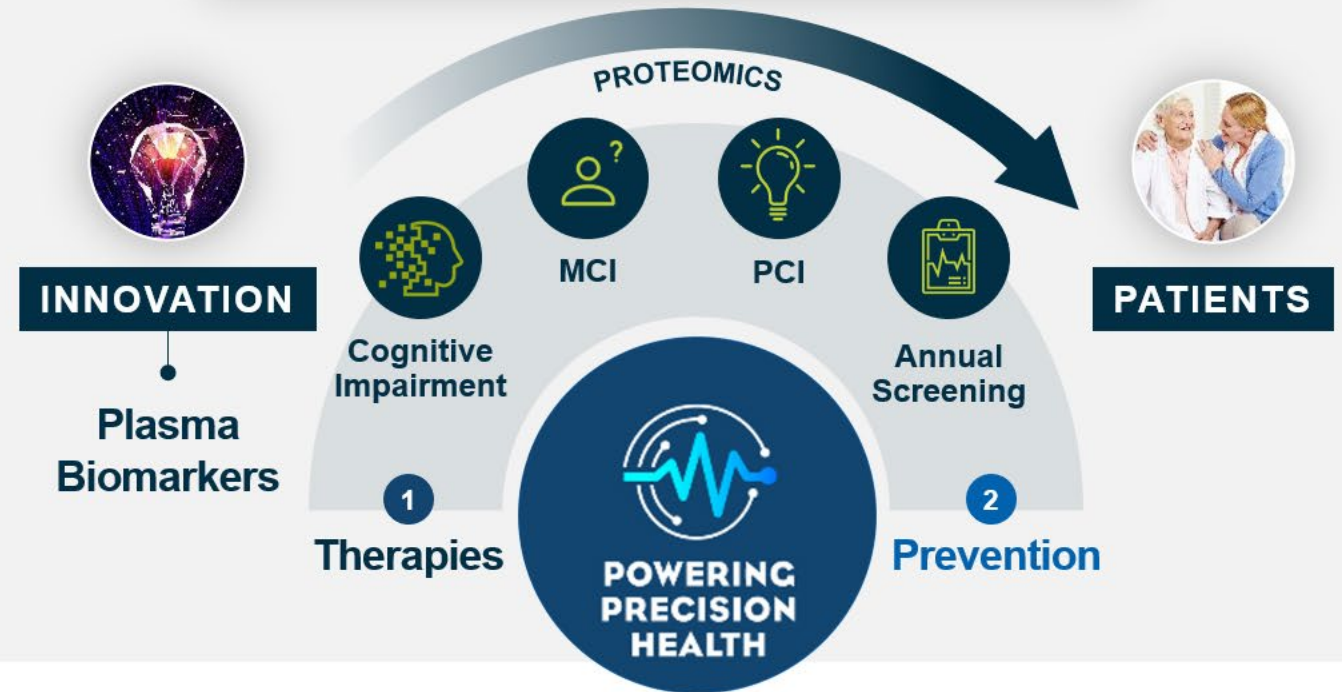


Questions & Discussion

Ecosystem Enables Precision Health Disruption

Payors offer greatest influence and leverage

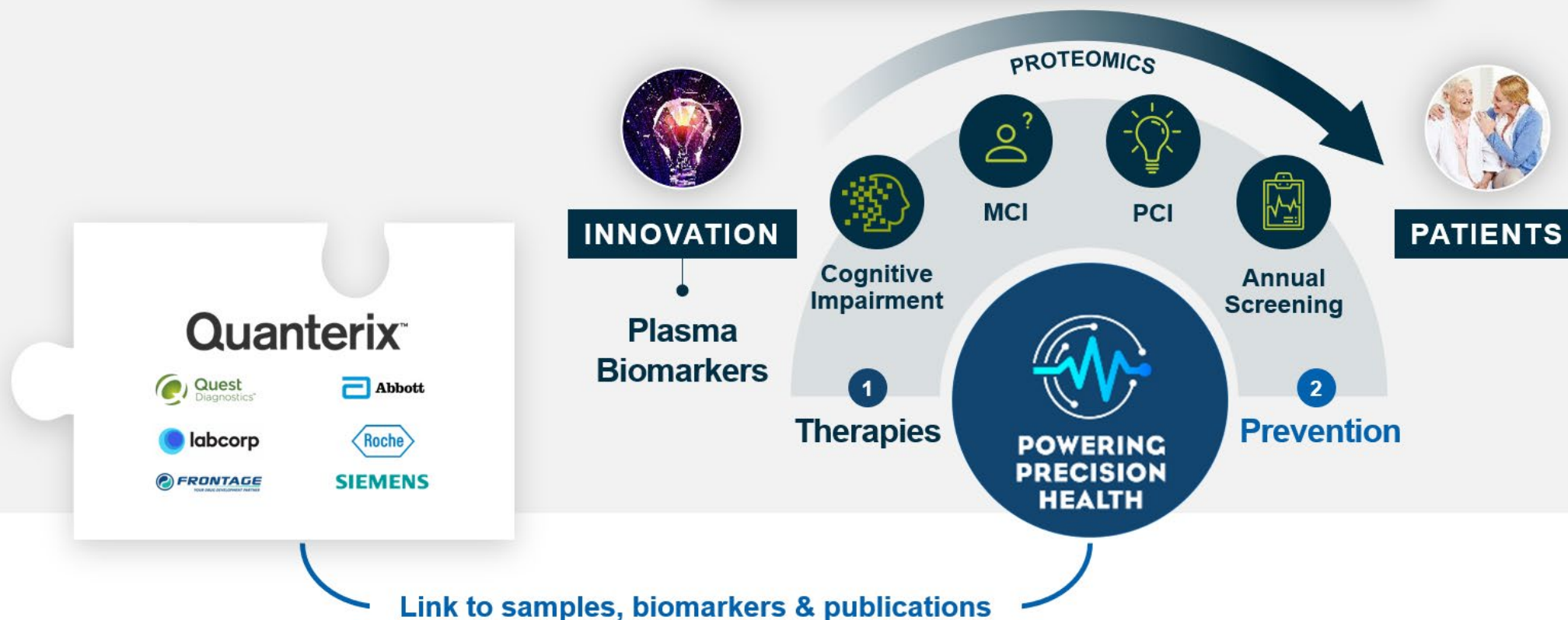
1. Neuro-COVID 2. Cancer 3. Cardiac



Ecosystem Enables Precision Health Disruption

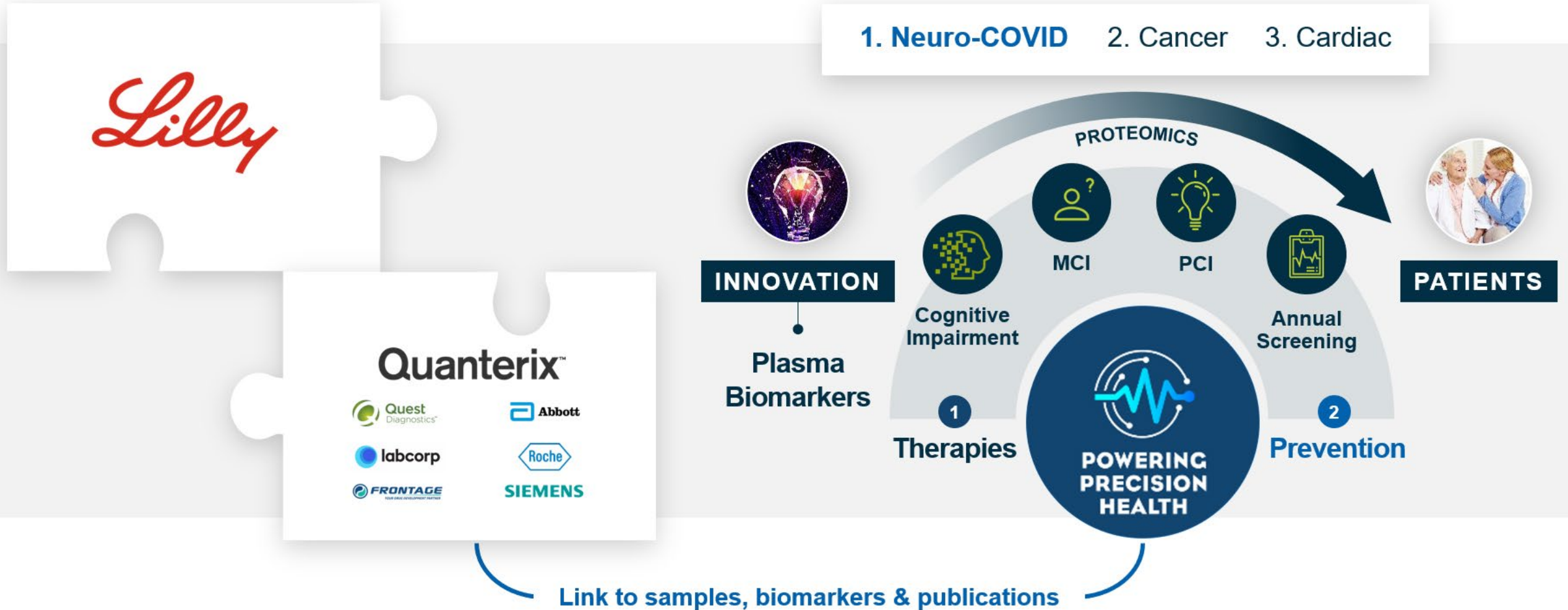
Payors offer greatest influence and leverage

1. Neuro-COVID 2. Cancer 3. Cardiac



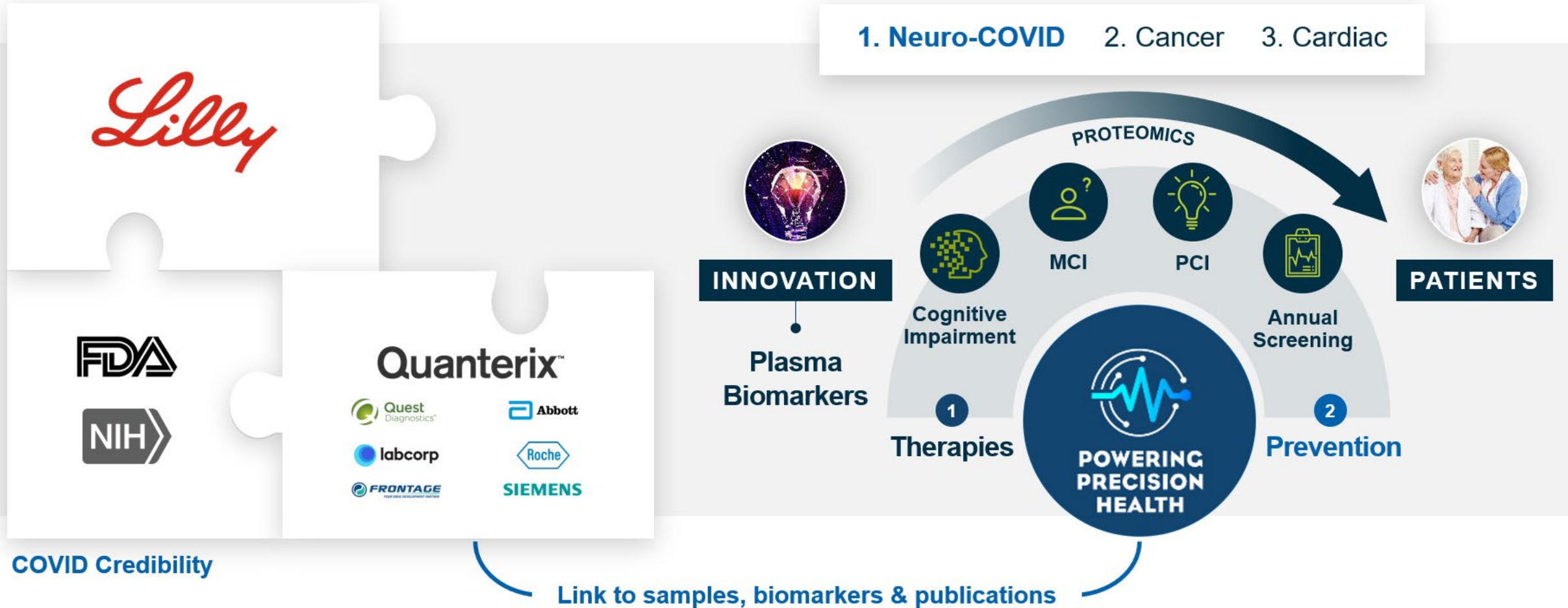
Ecosystem Enables Precision Health Disruption

Payors offer greatest influence and leverage



Ecosystem Enables Precision Health Disruption

Payors offer greatest influence and leverage



COVID Credibility

Link to samples, biomarkers & publications

Ecosystem Enables Precision Health Disruption

Payors offer greatest influence and leverage

Improved Outcomes

Payors

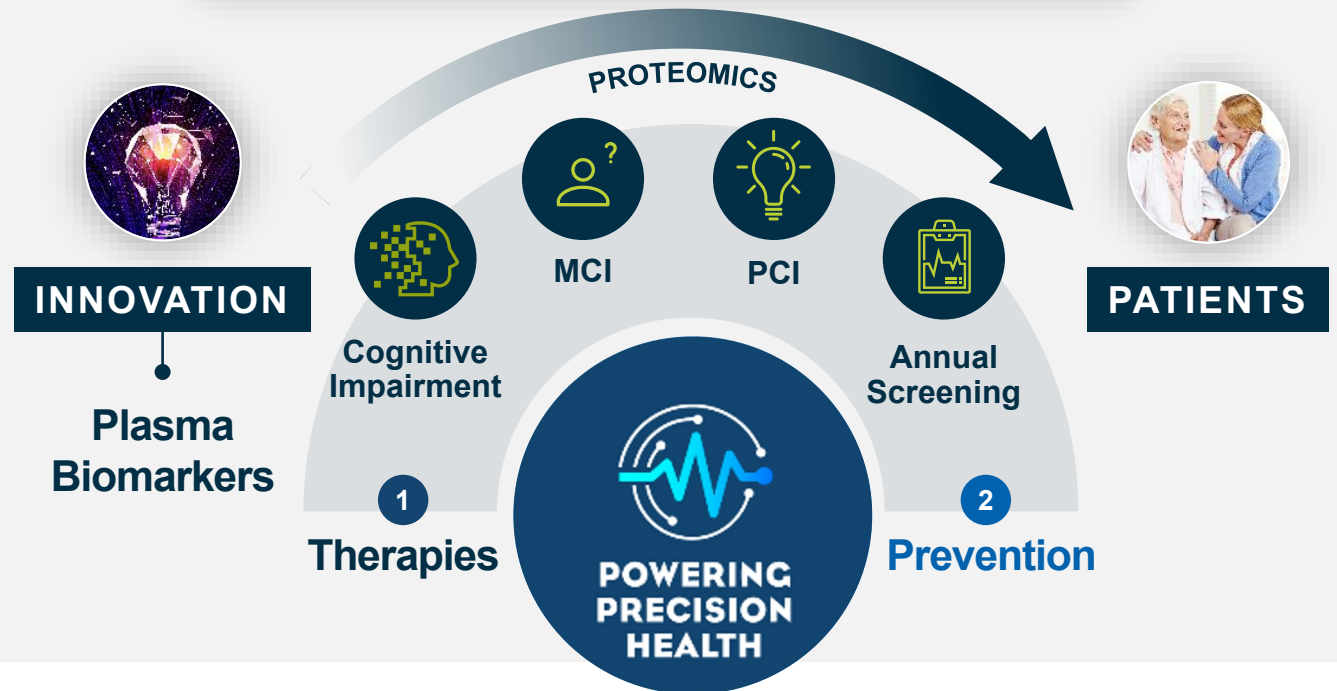


Quanterix™



COVID Credibility

- 1. Neuro-COVID
- 2. Cancer
- 3. Cardiac



Link to samples, biomarkers & publications

Blood-based biomarkers

are fast becoming gold standard surrogates for traditional Tau or Abeta PET imaging

“

Ever since the FDA approved Biogen and Eisai's Alzheimer's disease treatment Aduhelm, the buzzword among competing companies has been “**biomarker.**” And that's just what Eli Lilly has to offer with two new analyses on their candidate donanemab. ”

- Fierce Biotech, “Lilly adds on to biomarker bombardment in Alzheimer's with 2 new donanemab analyses”

Digital Biomarkers Sensitivity Unlocking Proteomics



Research
1300 Proteins

Luminex



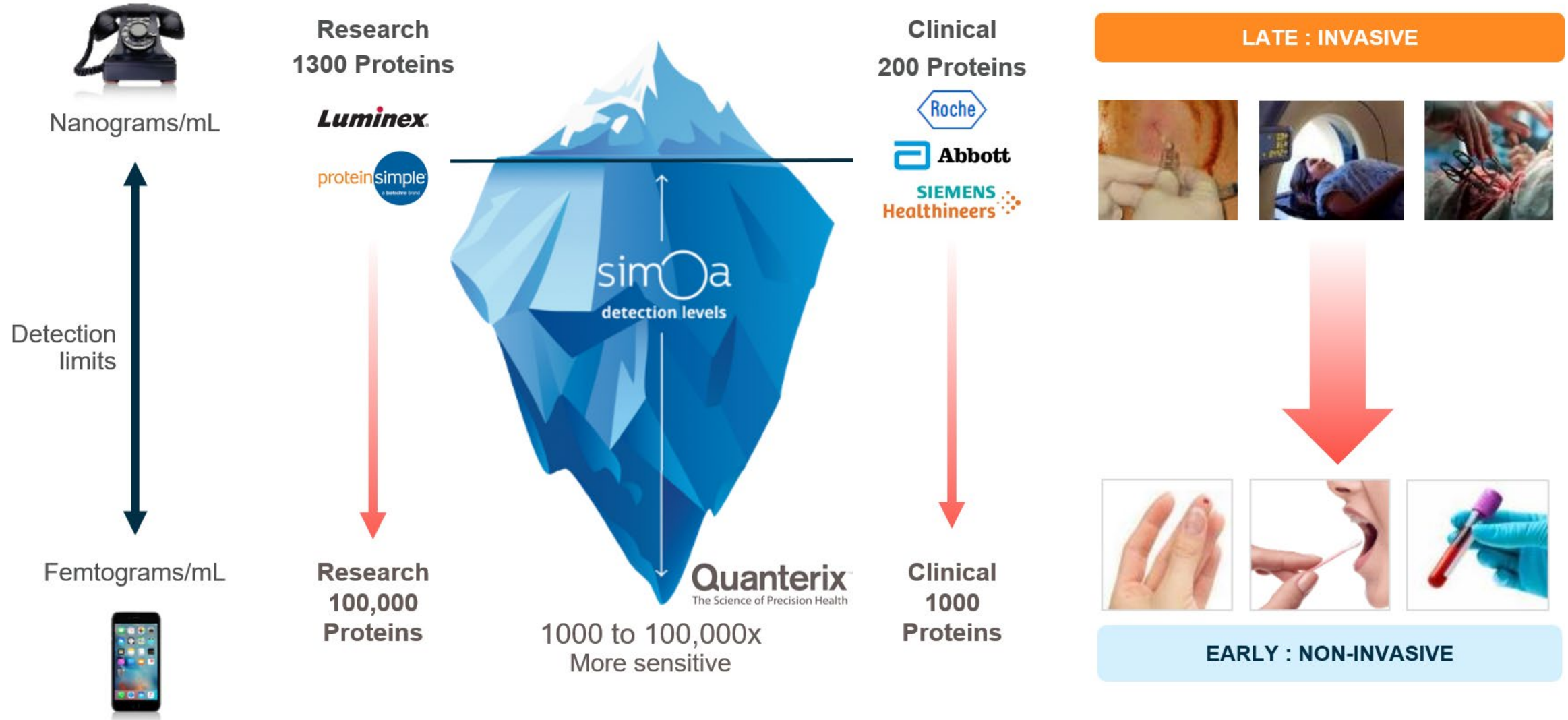
Clinical
200 Proteins



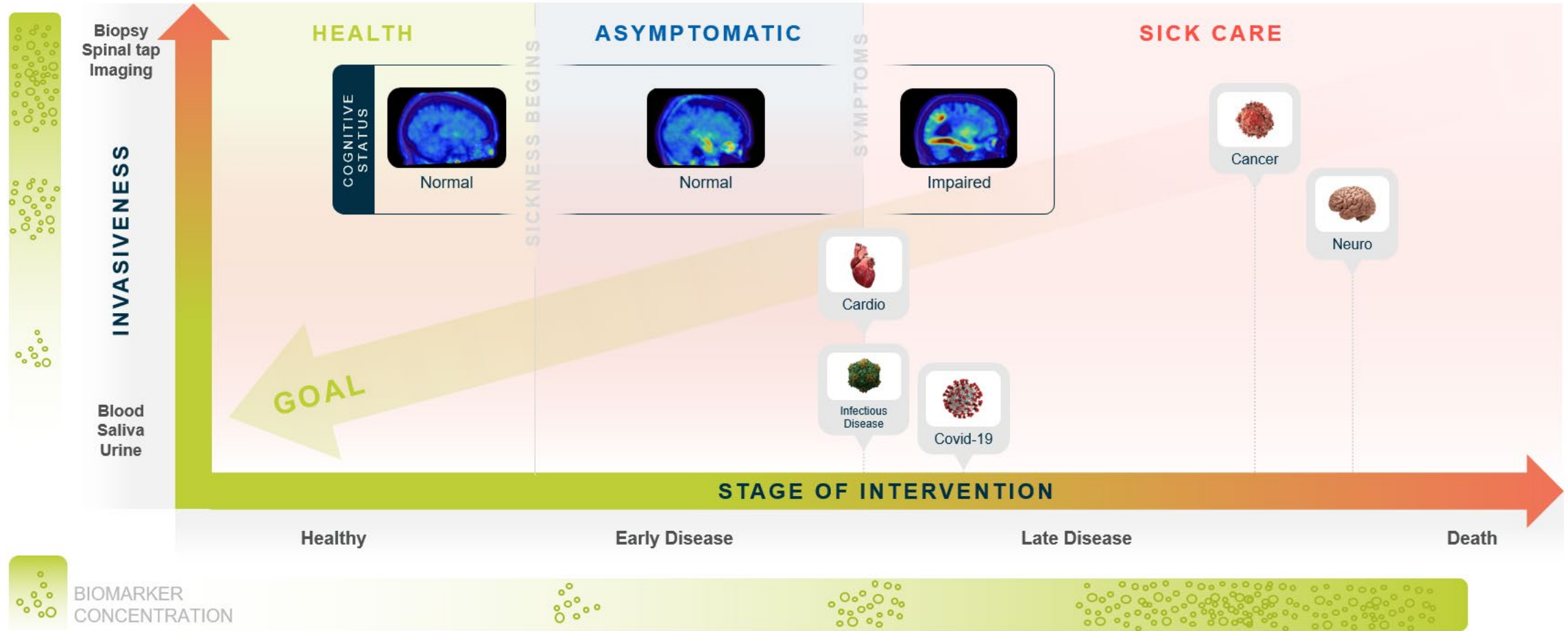
LATE : INVASIVE



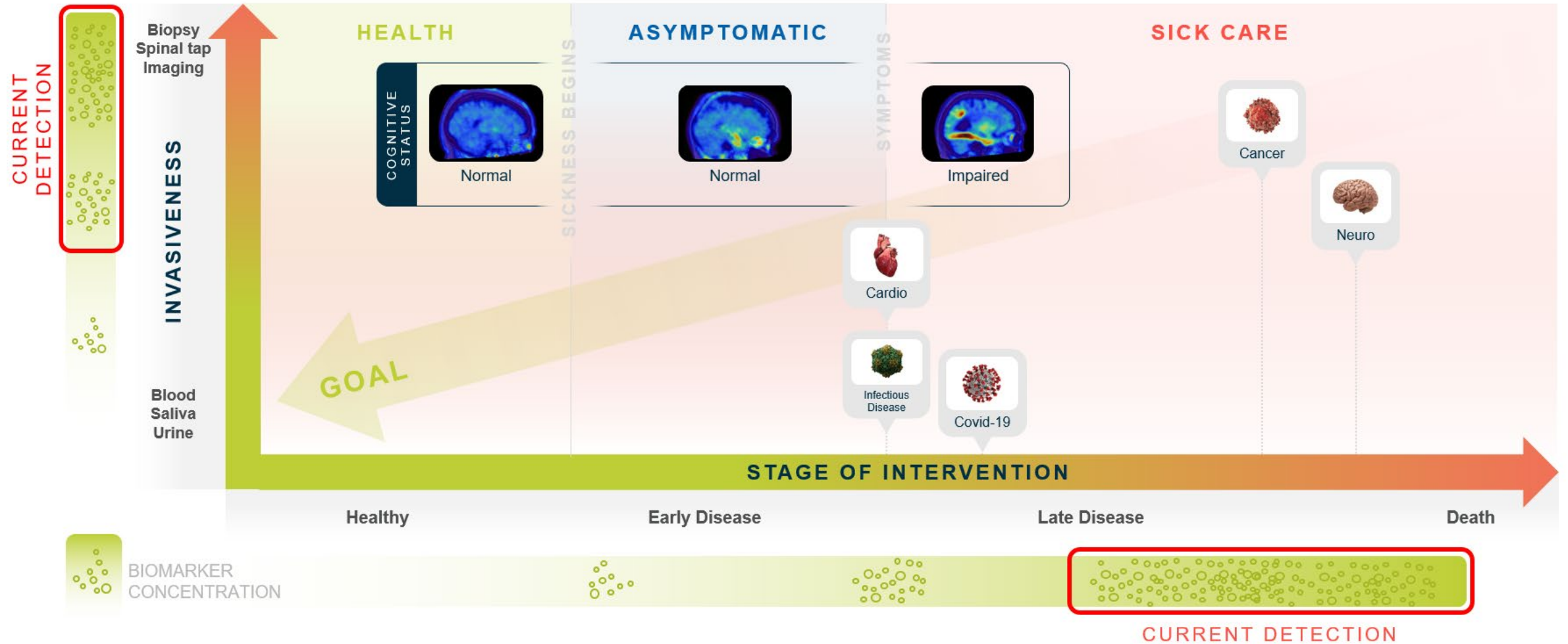
Digital Biomarkers Sensitivity Unlocking Proteomics



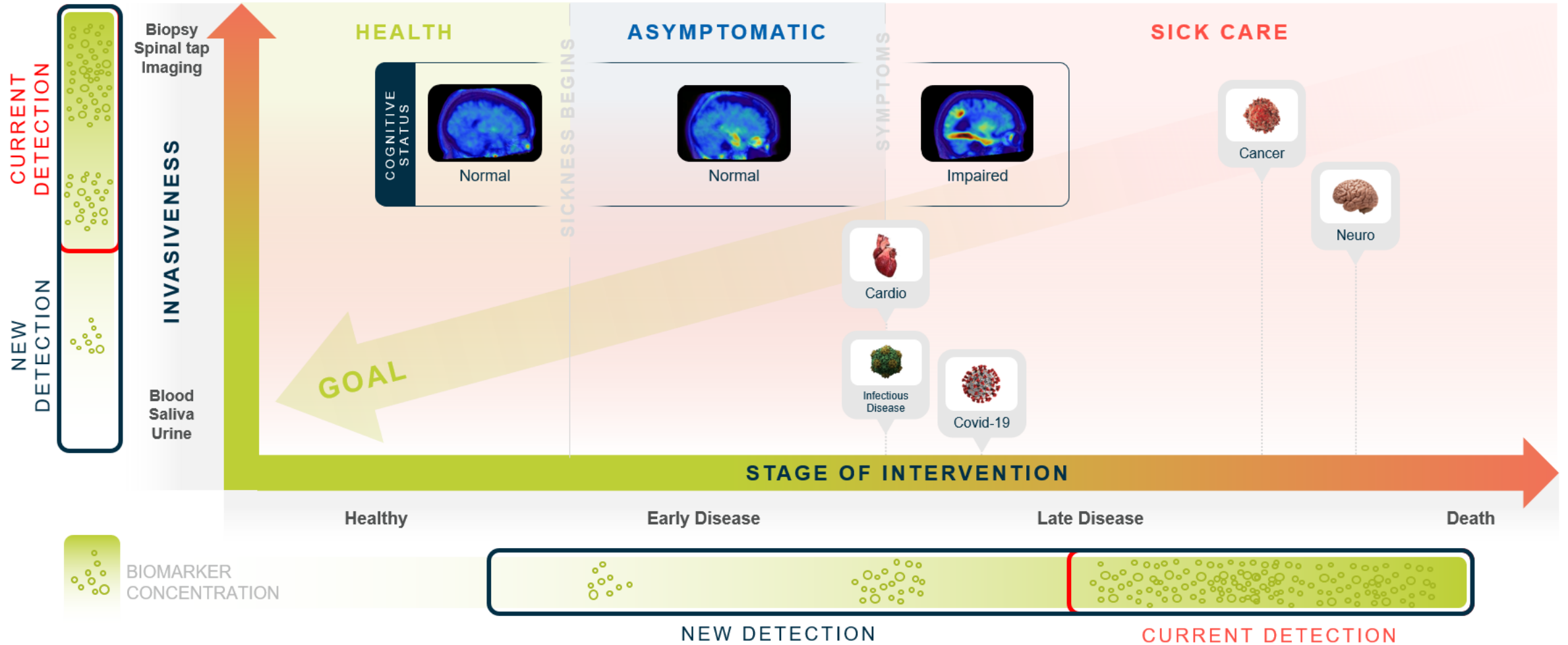
Simoa[®] provides promising insight into Health to Disease Continuum



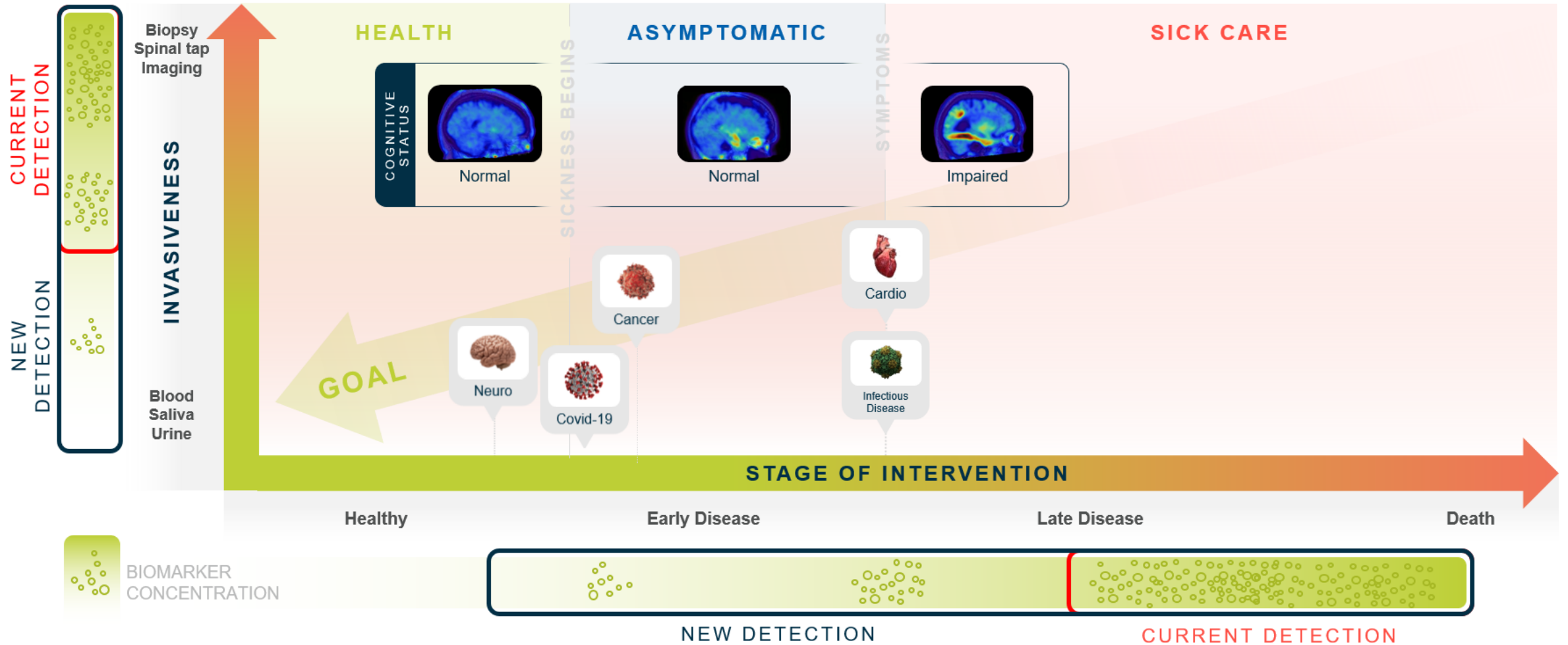
Simoa[®] provides promising insight into Health to Disease Continuum



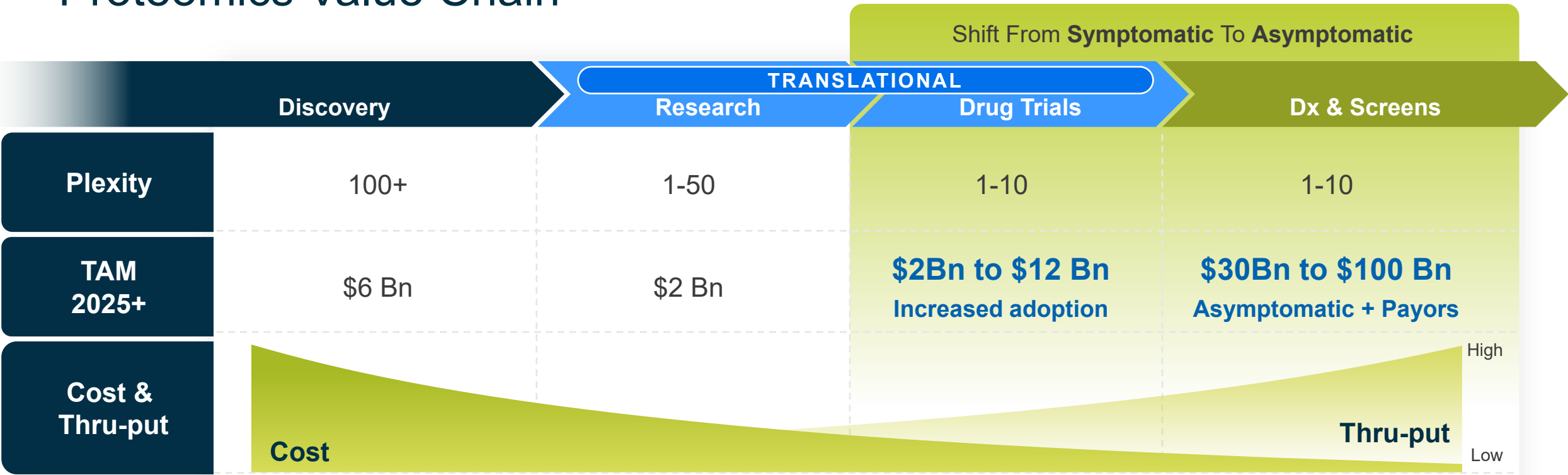
Simoa[®] provides promising insight into Health to Disease Continuum



Simoa[®] provides promising insight into Health to Disease Continuum



Proteomics Value Chain



Proteomics Value Chain

Shift From **Symptomatic** To **Asymptomatic**

TRANSLATIONAL

Discovery

Research

Drug Trials

Dx & Screens

Plexity

100+

1-50

1-10

1-10

TAM
2025+

\$6 Bn

\$2 Bn

\$2Bn to \$12 Bn
Increased adoption

\$30Bn to \$100 Bn
Asymptomatic + Payers

Cost &
Thru-put

Cost

Thru-put

High

Low

Market

NextGen Tools

Quanterix Today

SIEMENS

Roche

Abbott

Quanterix 2025+

Sensitivity

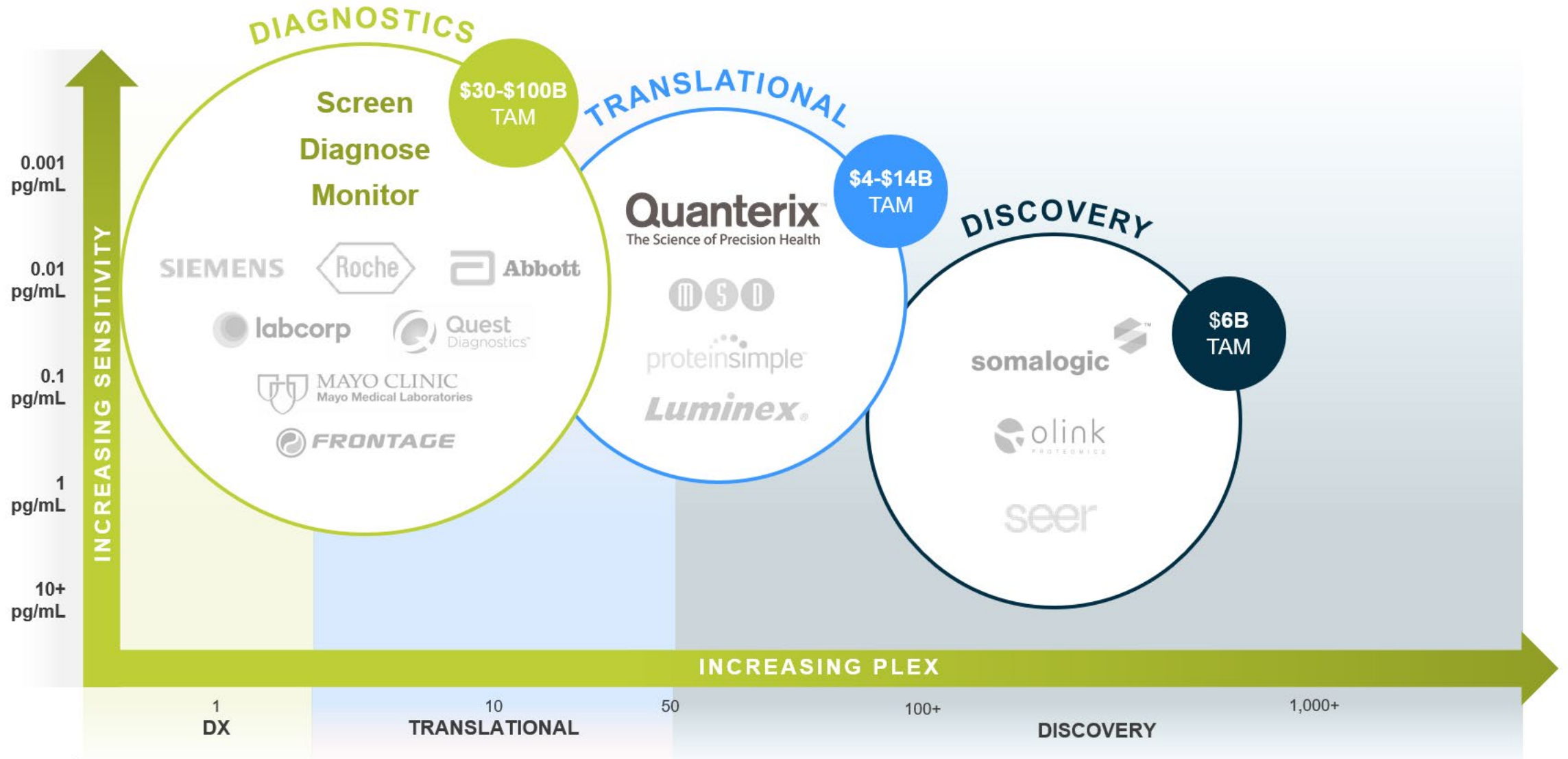
+ Relevant Proteins

+ Early Detection
+ Multiplex
+ Quantitative / Precise

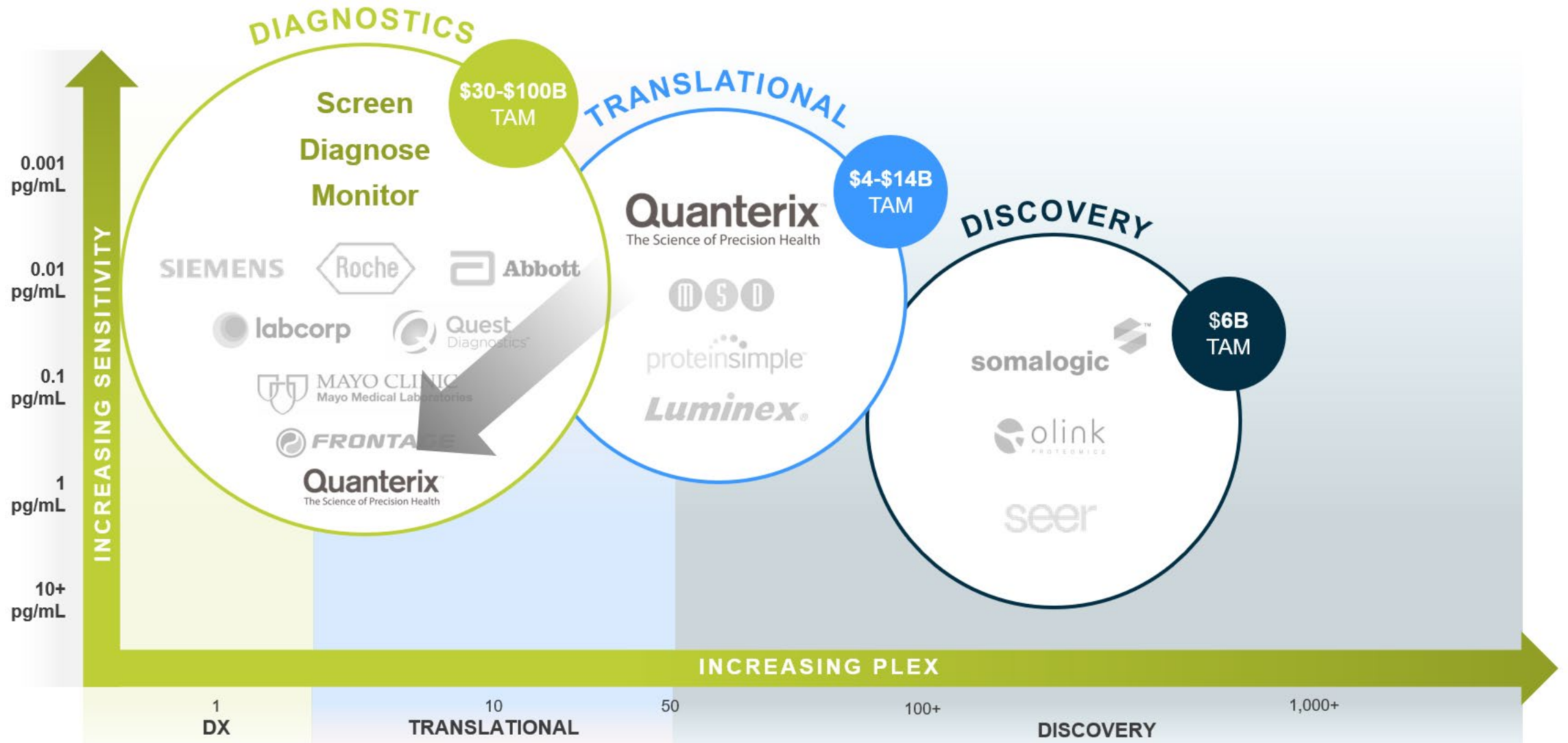
+ Home, less invasive
+ Early Detection
+ + Quantitative / Precise

+ Early Detection
+ Quantitative / Precise
+ Home, Less Invasive

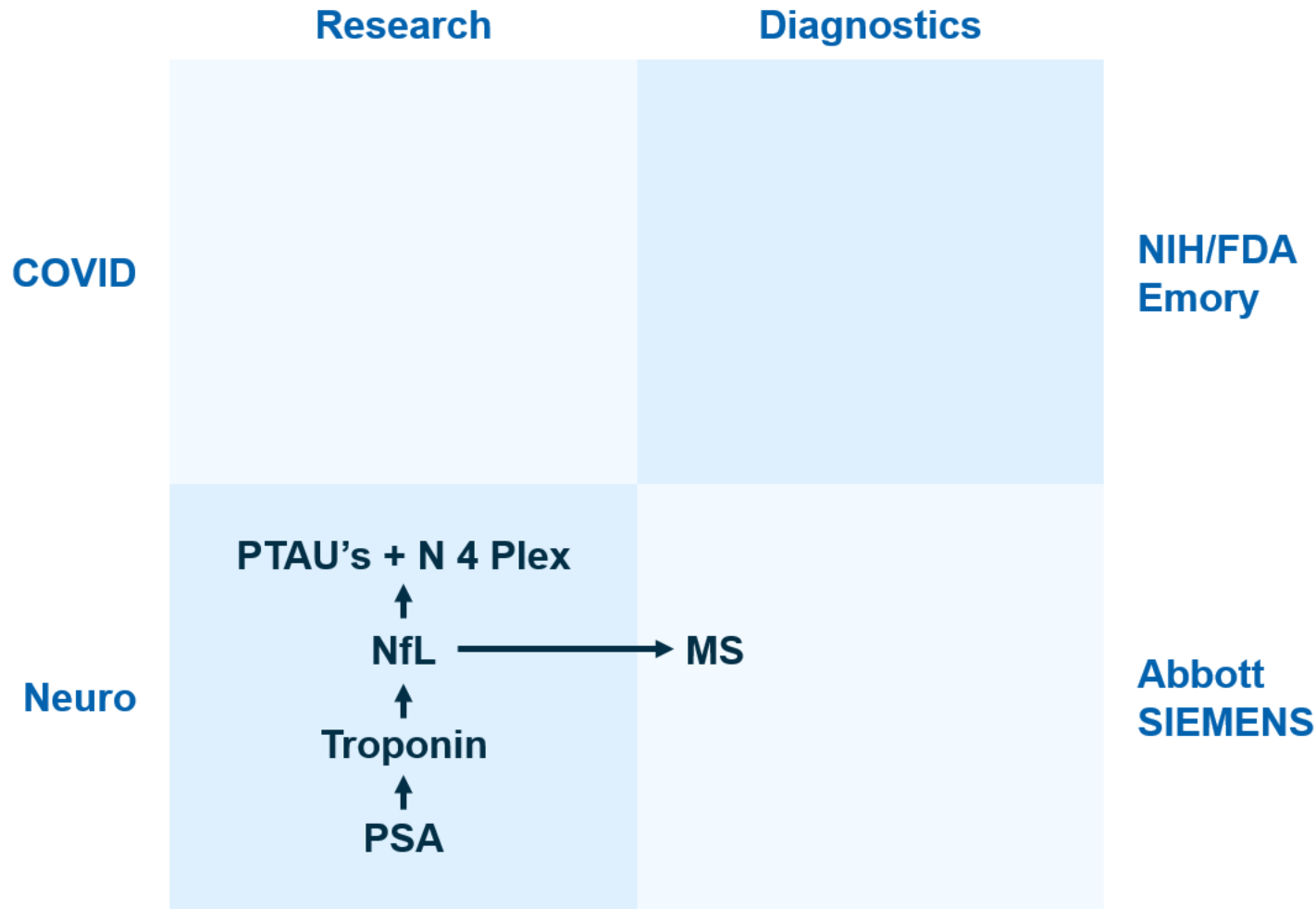
Proteomics Landscape – Sensitivity – Multiplex play a key role



Proteomics Landscape – Sensitivity – Multiplex play a key role



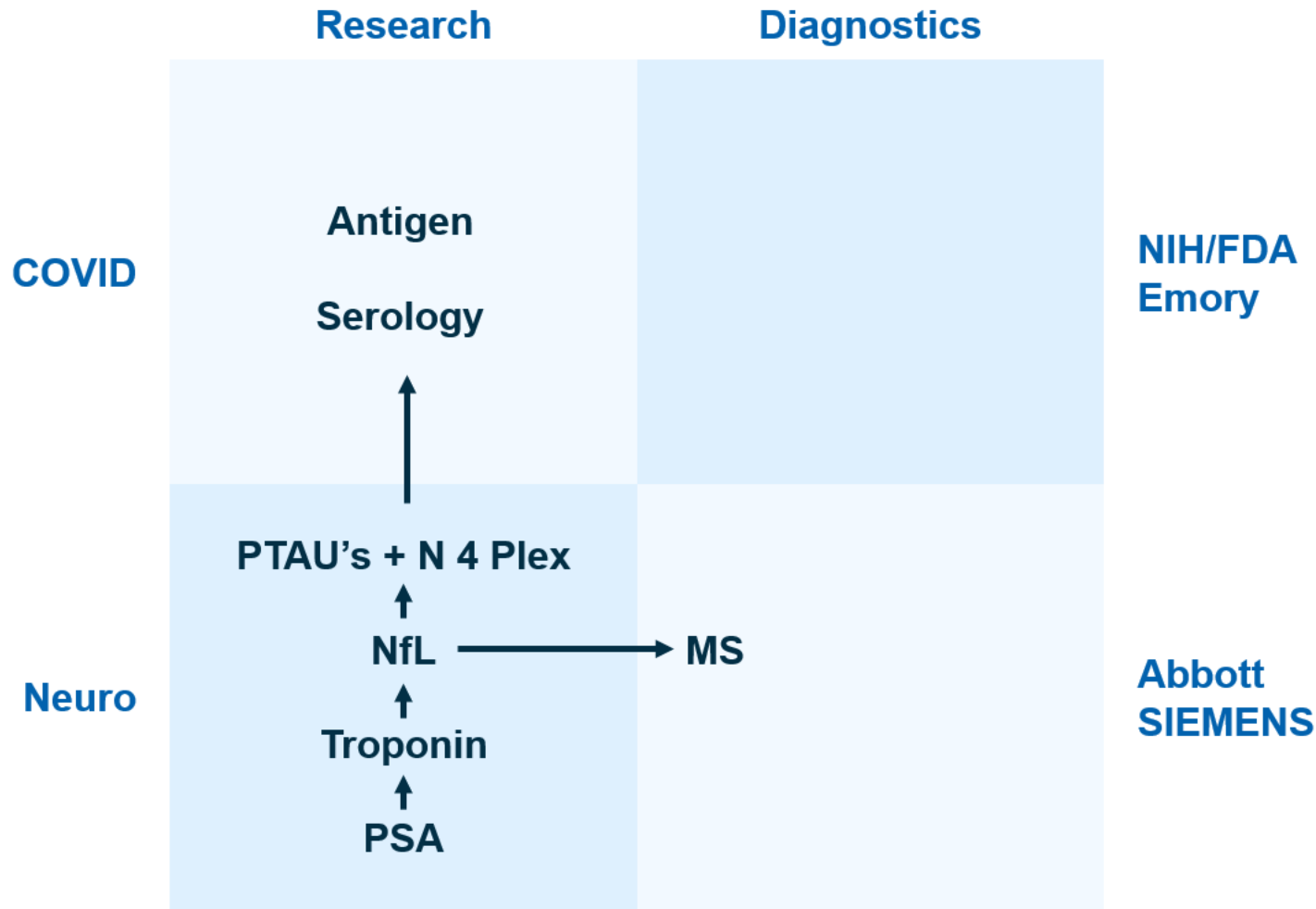
Strategic Road Map



24/25 Pharmas



Strategic Road Map



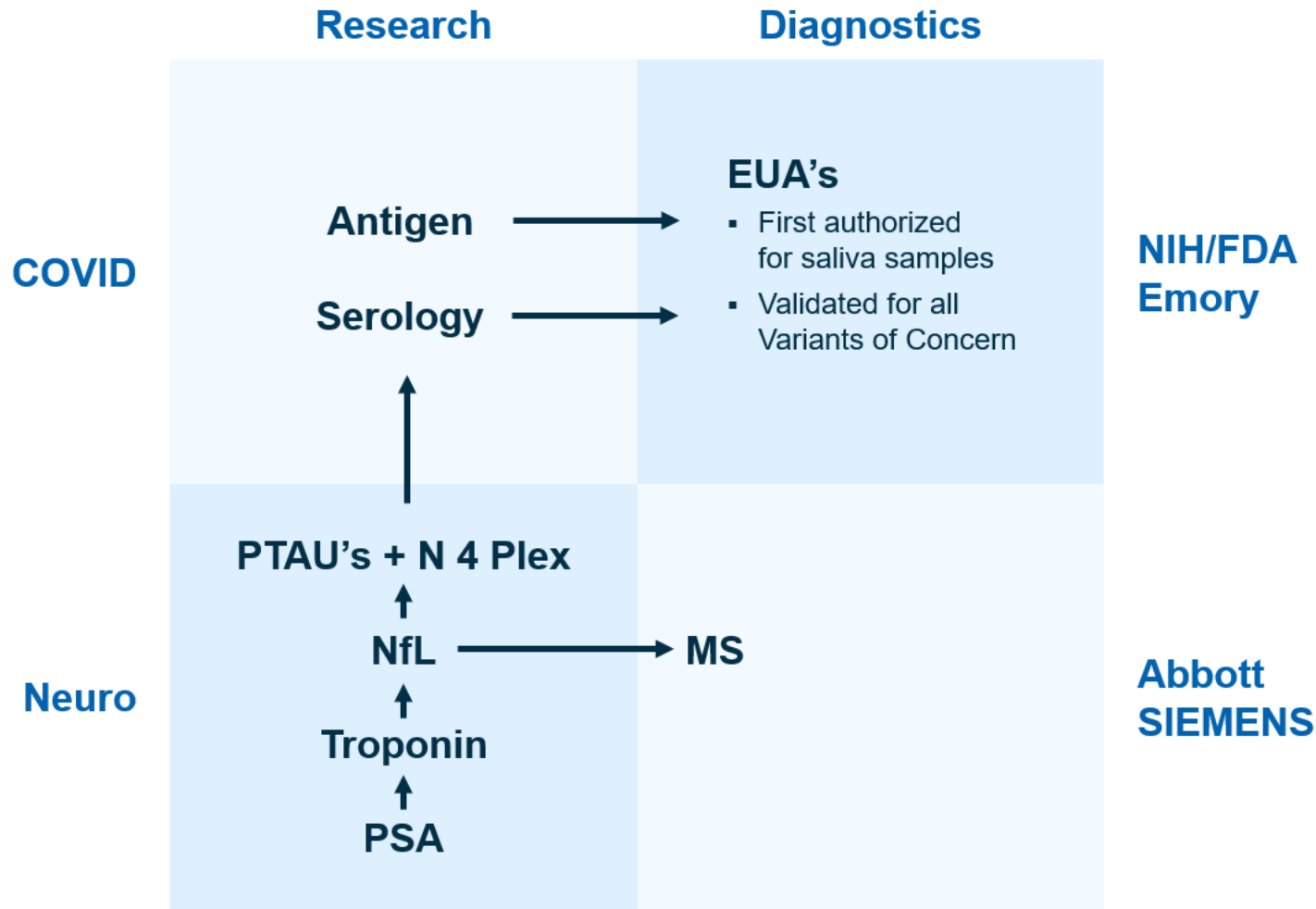
NIH/FDA
Emory

Abbott
SIEMENS

24/25 Pharmas



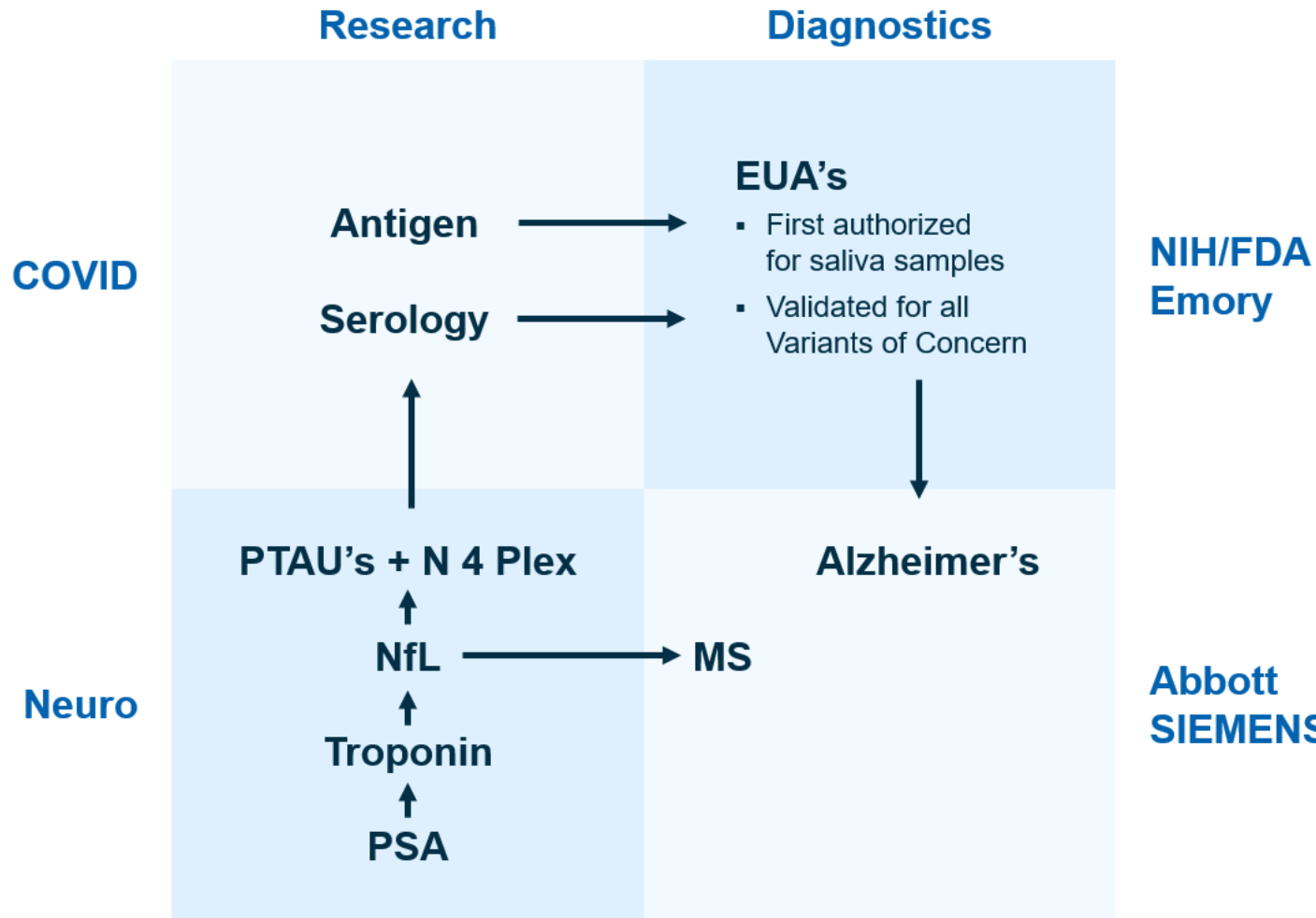
Strategic Road Map



24/25 Pharmas



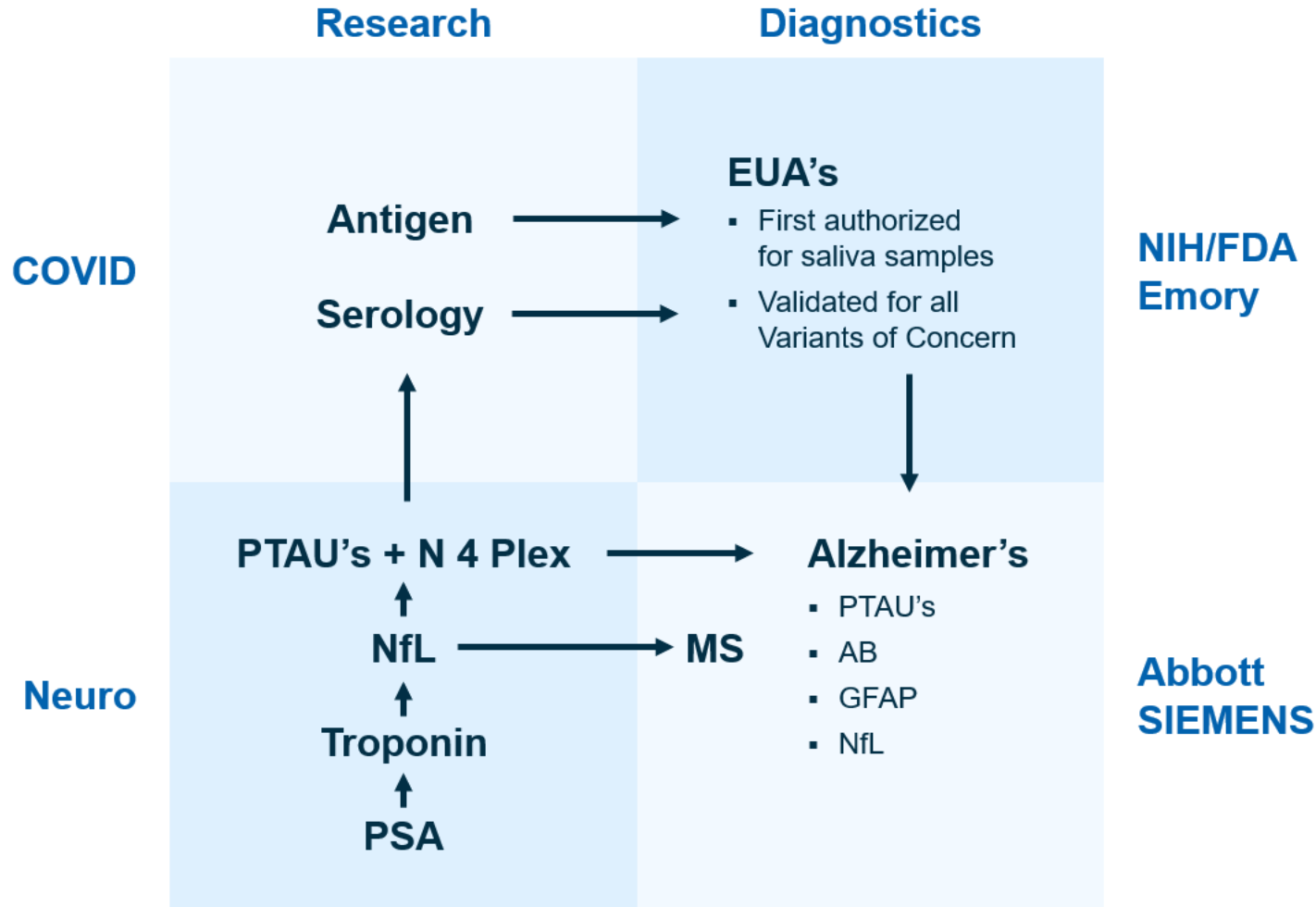
Strategic Road Map



24/25 Pharmas



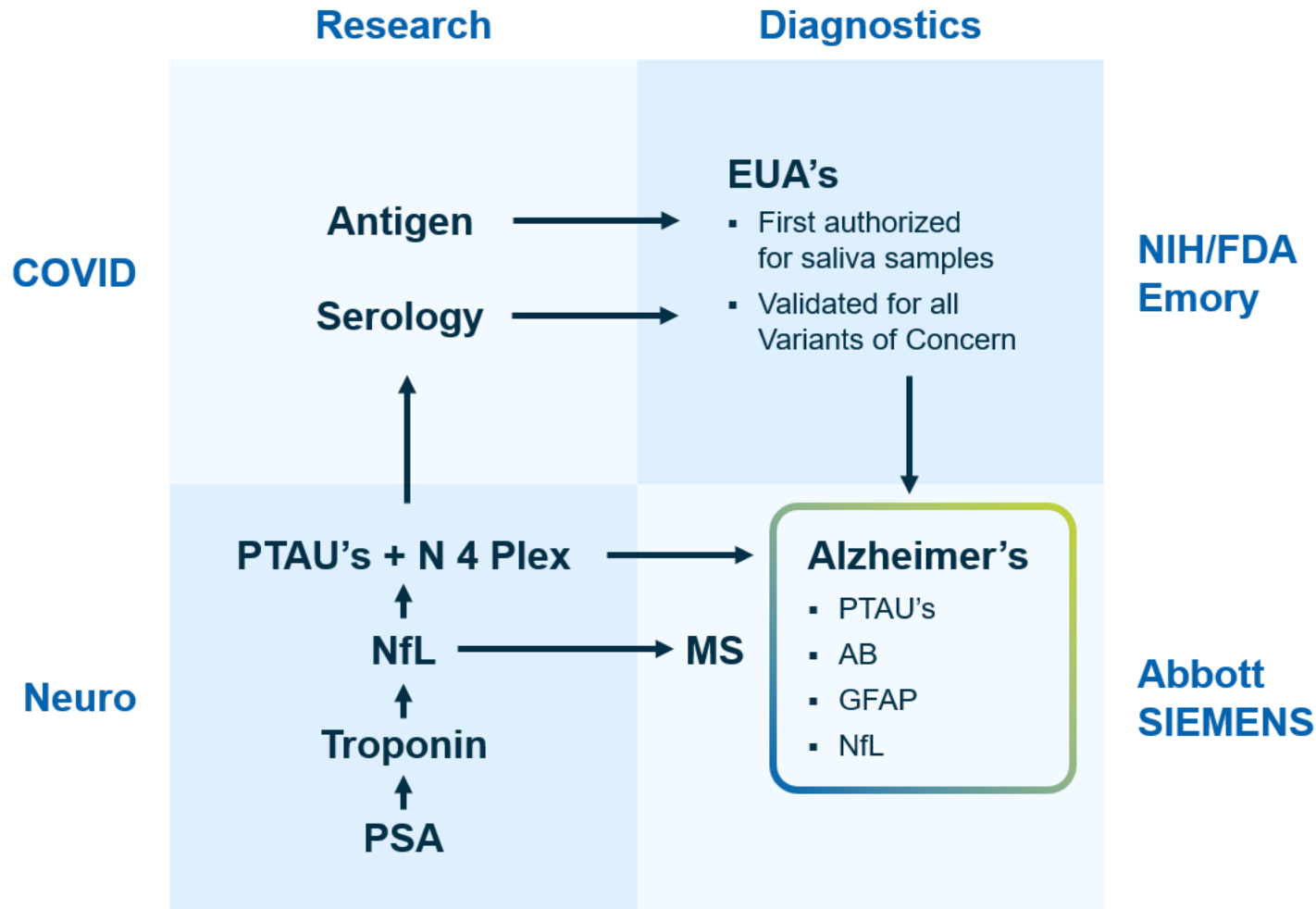
Strategic Road Map



24/25 Pharmas



Strategic Road Map



24/25 Pharmas

- | | |
|--|--|
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |

Our 2021 Results

Continue superb execution & value creation via commercializing disruptive innovation

FY 2021 — RESULTS

30-40% CAGR in RUO

Product (consumables & instruments) revenue increase of 84% yoy



Achieved plasma pTau 181 FDA Breakthrough Designation for Alzheimer's diagnostic / triaging



Record 465 new publications

Academic pull through brings SIMOA publications to 1,585



Instrument install base grows 32% to 708; exceeding HDX target of 105 placements by 28

Shift to HDX vs. SRX provides up to 3x pull through



Lilly and Biogen employ SIMOA for blood plasma biomarker detection in Trials

Rapidly expanding RUO collaborations for DX entry



Strengthened balance sheet raising 287M, \$410M on balance sheet end of Q3. RUO crossover 4Q'23



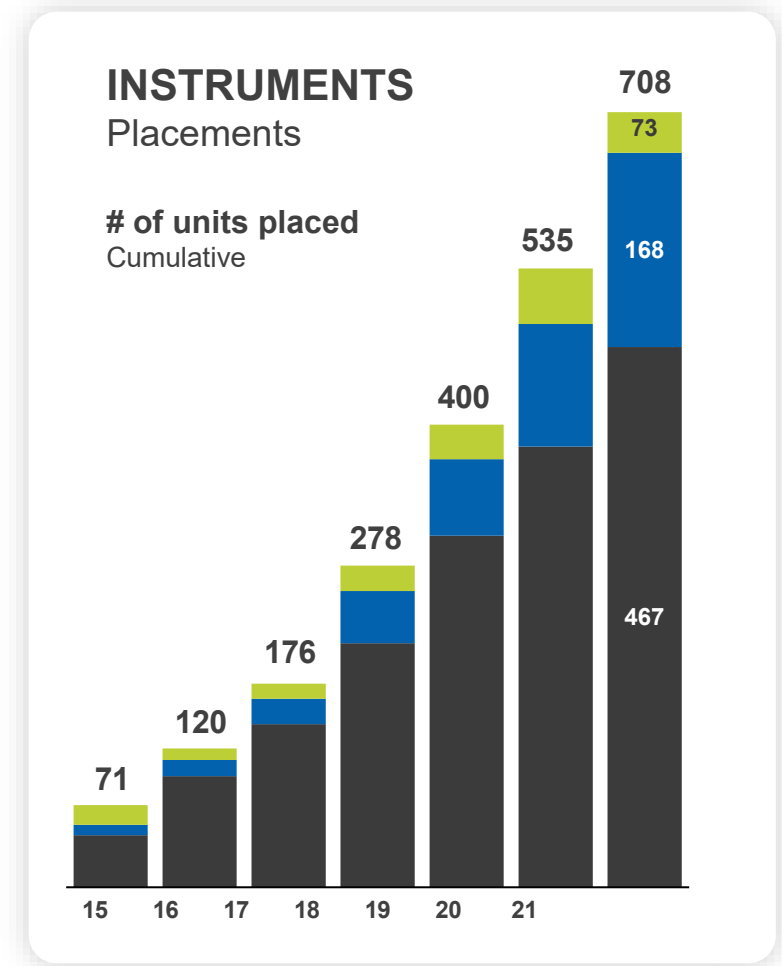
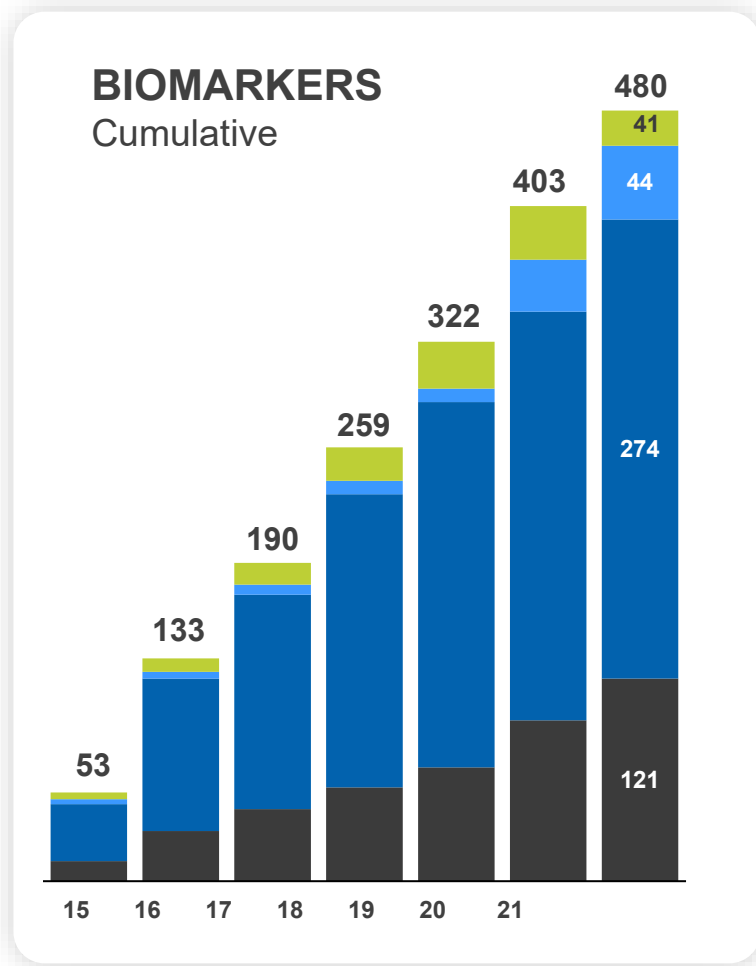
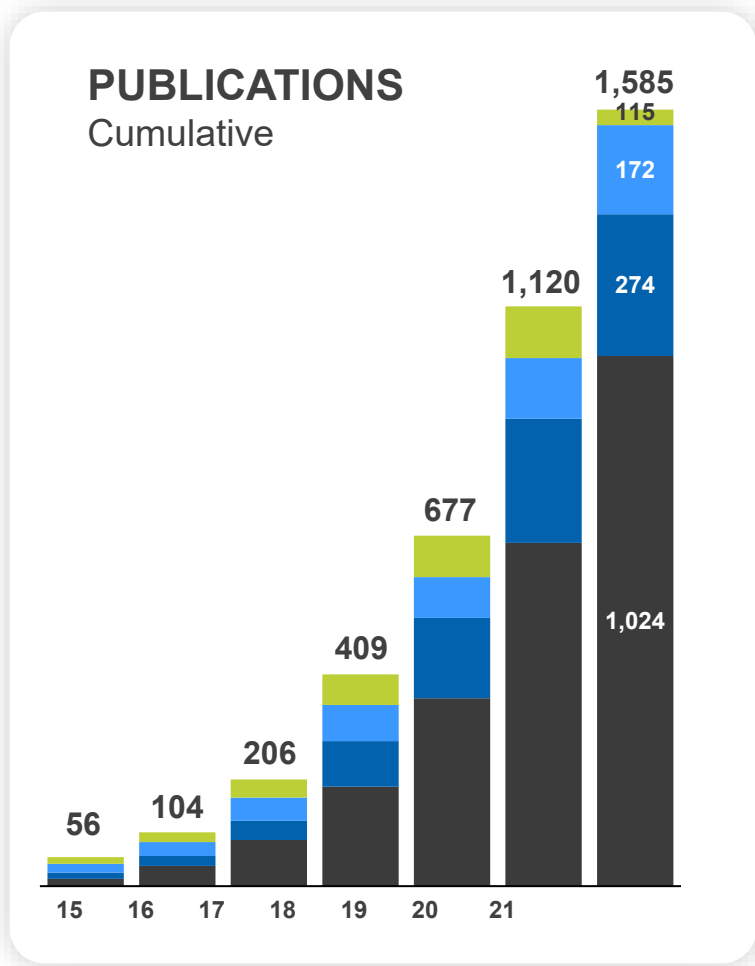
100x Sensitivity Demonstrated in the Field



Scientific Validation Driving Adoption

2021 Advances

■ Neurology ■ Immunology & Oncology ■ Infectious Diseases ■ Others



* Q4 2021 and FY 2021 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, 2021 are ongoing and could result in changes to such estimated information.

Accelerators Driving Rapid Adoption for Transforming Drug Development

Research Institutions



Biopharma



CROs & Other



Superb Execution Continues

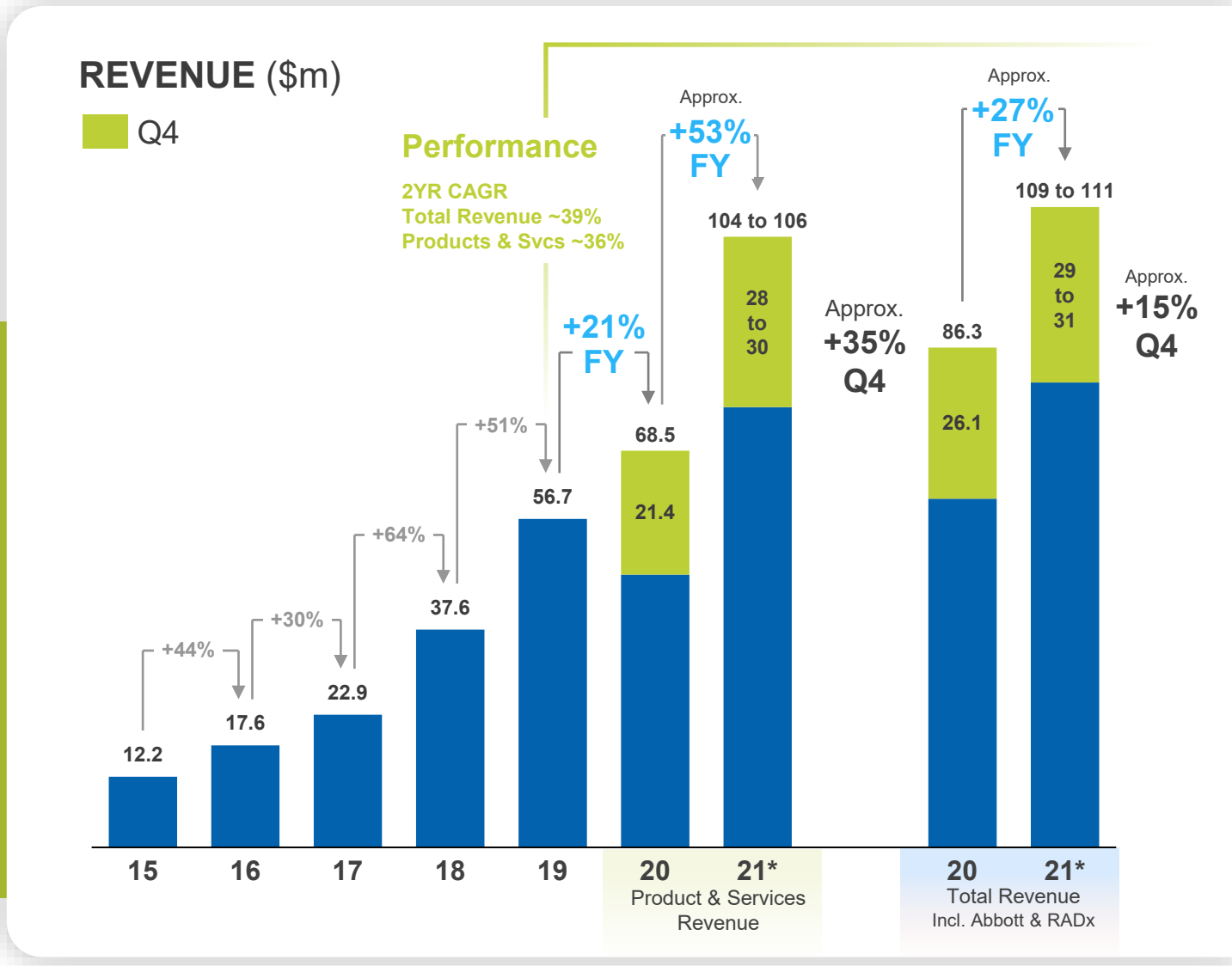
Strategic Growth Indicators

100% Record Annual Consumables revenue growth, driven by strong utilization
Approximate*

68% Proportion of HD-Fleet on new HD-X technology at YE2021

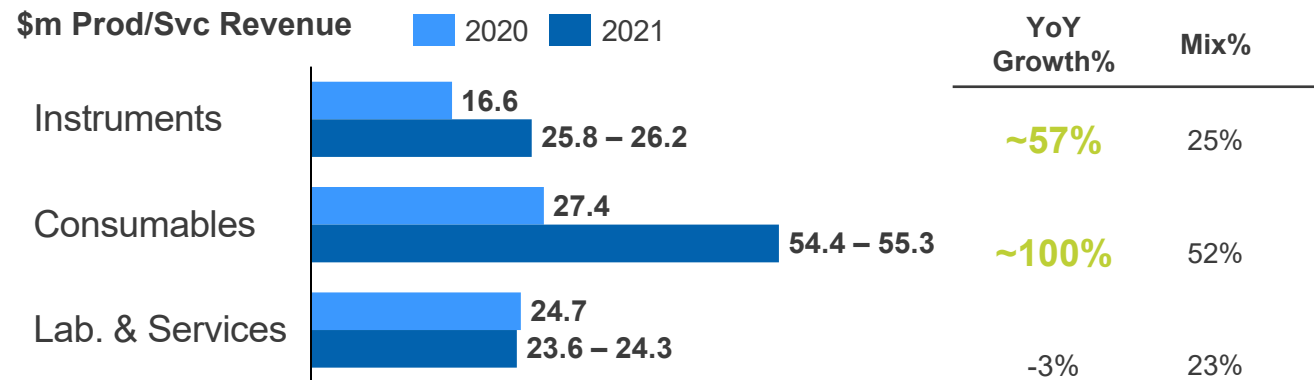
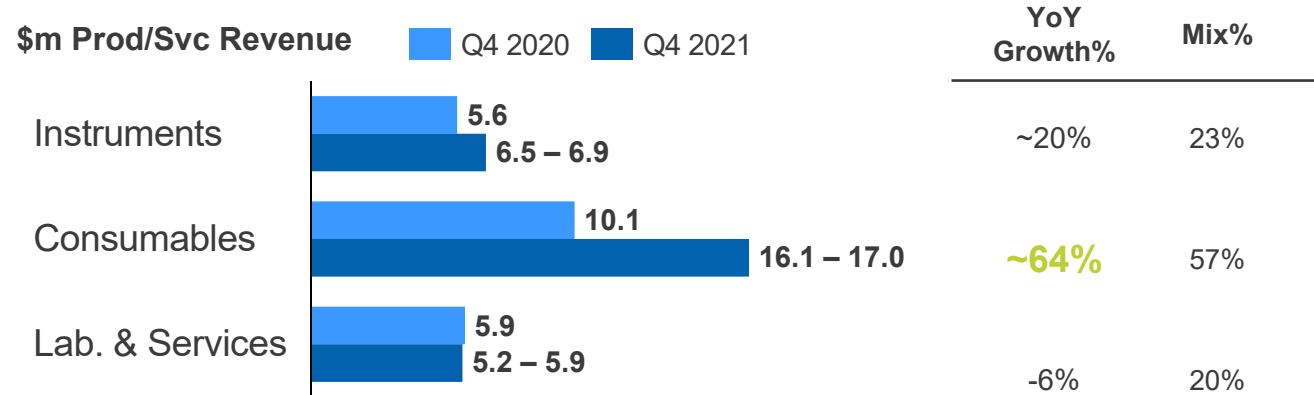
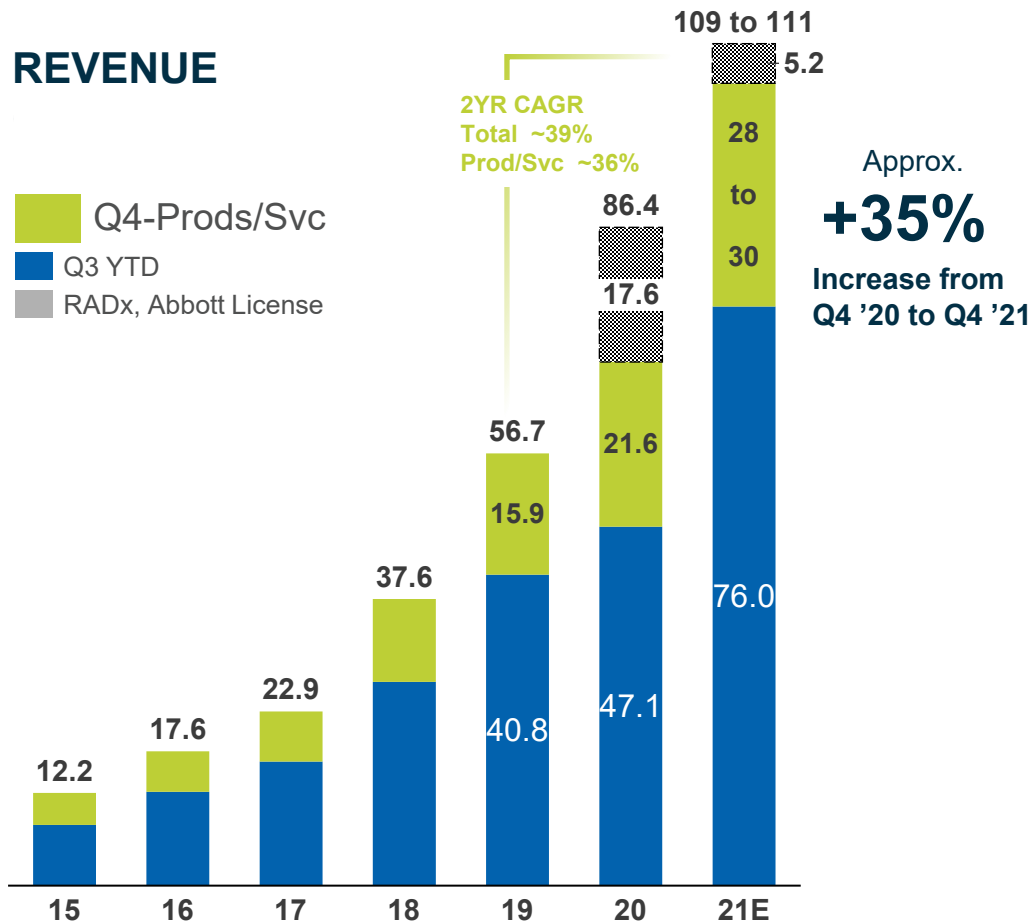
215 Instruments installed, with 133 HD-Xs (74% New) and 78 SR-Xs & SP-Xs

* Q4 2021 and FY 2021 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, 2021 are ongoing and could result in changes to such estimated information.



Q4 & FY2021 – Revenue Growth

REVENUE



Compelling Thesis to Lead Proteomics into Precision Health Era

Execution

2 to 3x Value Creation

TRANSLATIONAL

\$4B to \$14B TAM²



- ✓ Validation – pTau181 Breakthrough Device Designation
- ✓ **Strategy:** Fortify Moat w/ **100x sensitivity** for Neuro
- ✓ **Growth Catalysts**
 - pTau's & Neuro Plex: **AD Diagnostic Therapies**
 - **Academic publications**
 - Revitalized Neuro drug trials
 - Scale, HDx Clinical , Accelerator Expansion & 100x

* 2017-2020 3Yr CAGR

1. 409A Valuation YE 2014

2. Based on independent third-party research report 2021

Compelling Thesis to Lead Proteomics into Precision Health Era

Execution

2 to 3x Value Creation

TRANSLATIONAL

\$4B to \$14B TAM²



- ✓ Validation – pTau181 Breakthrough Device Designation
- ✓ **Strategy:** Fortify Moat w/ **100x sensitivity** for Neuro
- ✓ **Growth Catalysts**
 - pTau's & Neuro Plex: **AD Diagnostic Therapies**
 - **Academic publications**
 - Revitalized Neuro drug trials
 - Scale, HDx Clinical , Accelerator Expansion & 100x

Aspiration

10 to 15x Value Creation

Dx & SCREENS

\$30B to \$100B TAM²



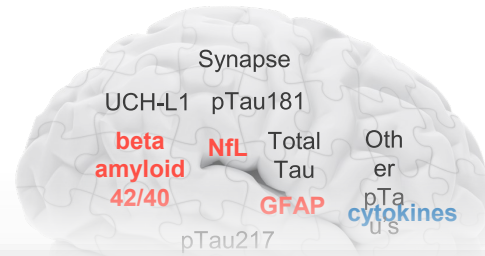
- ✓ **Mounting Evidence – AAlC plasma pTau's**
- ✓ **Strategy:** Single site IVD for NfL-MS / pTau-AD
- ✓ **Longer-term Growth Catalysts**
 - AD triage, screens, diagnostics & monitoring
 - Increase Accelerator LDT footprint and capability
 - Payor leapfrog for health screens

* 2017-2020 3Yr CAGR

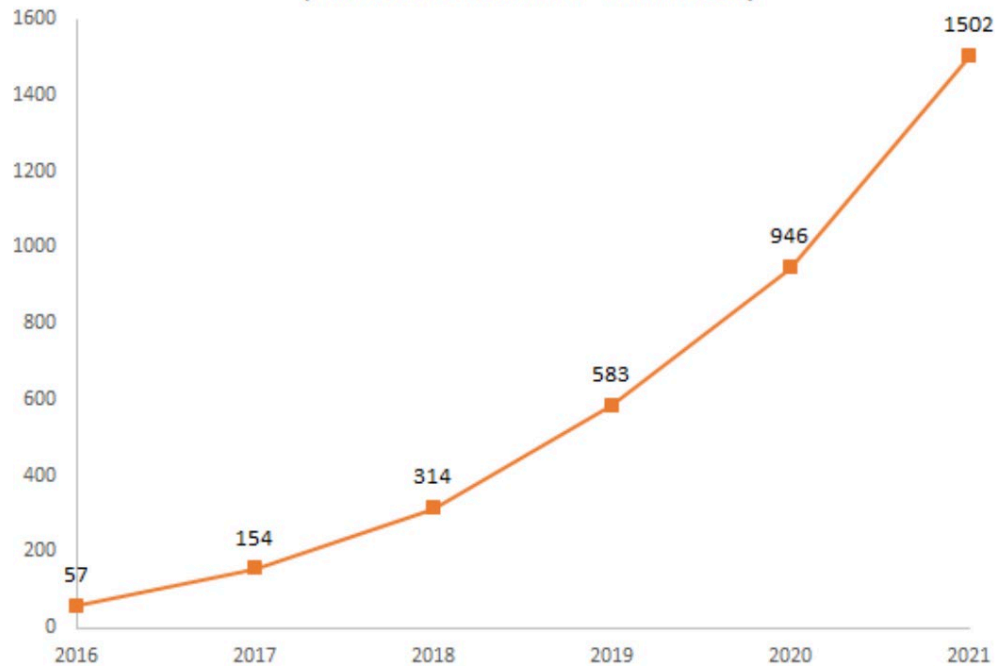
1. 409A Valuation YE 2014

2. Based on independent third-party research report 2021

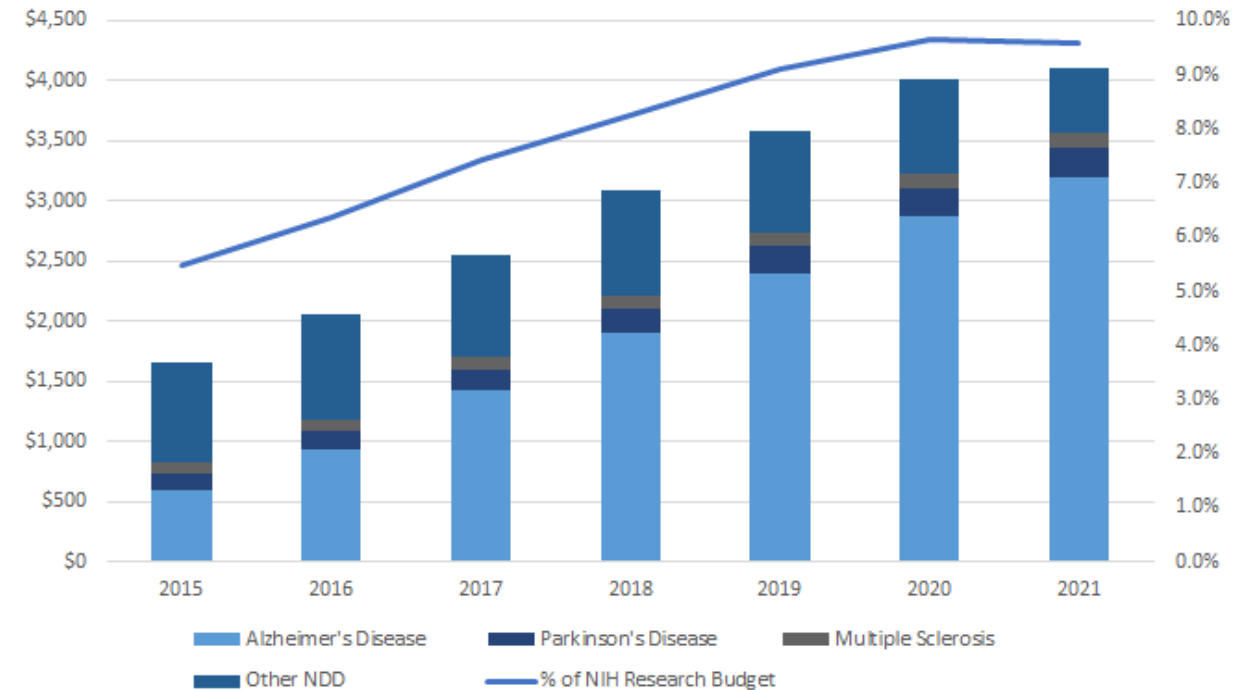
Entering the Neuro Decade..... with a Leadership Position



All Interventional Trials in Neurodegenerative Diseases
(Initiated or Planned - all Phases)



NIH Funding Neurodegenerative Diseases (\$M)



Alzheimer's poised for Transformation

Drug-trials center-piece of near-term focus

TAM <\$0.5B

1 Biomarker Adoption



Probability of Drug Approval **↑300%** increase if biomarkers are used*

16 Years Before Dementia

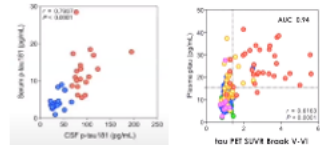


2 Clinical Utility

Imaging & Spinal Tap Data

NfL	pTau181	pTau217
Aβ42, Aβ40	tTau	GFAP

Blood p-tau181 predicts amyloid pathology & AD



Clinical Trials
 FDA Breakthrough Designation
10% market share = \$50M

Source: Bio Industry Analysis; Clinical Development Success Rates (June 2016) [LINK](#)

Alzheimer's poised for Transformation

Drug-trials center-piece of near-term focus



TAM <\$0.5B

1 Biomarker Adoption



Probability of Drug Approval

↑ **~300%**

increase if biomarkers are used*

16 Years Before Dementia

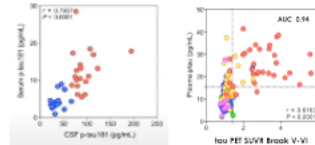


2 Clinical Utility

Imaging & Spinal Tap Data

NfL	pTau181	pTau217
Aβ42, Aβ40	tTau	GFAP

Blood p-tau181 predicts amyloid pathology & AD



TAM \$11B

3 Dx & Screens



- Multiplex panels >90% AUC
- 5.7M AD in US to grow to 13M by 2050
- Early screening key to deliver real therapeutic effect
- Global cost of AD is over \$1T

Clinical Trials

FDA Breakthrough Designation

10% market share = \$50M

Enter Dx

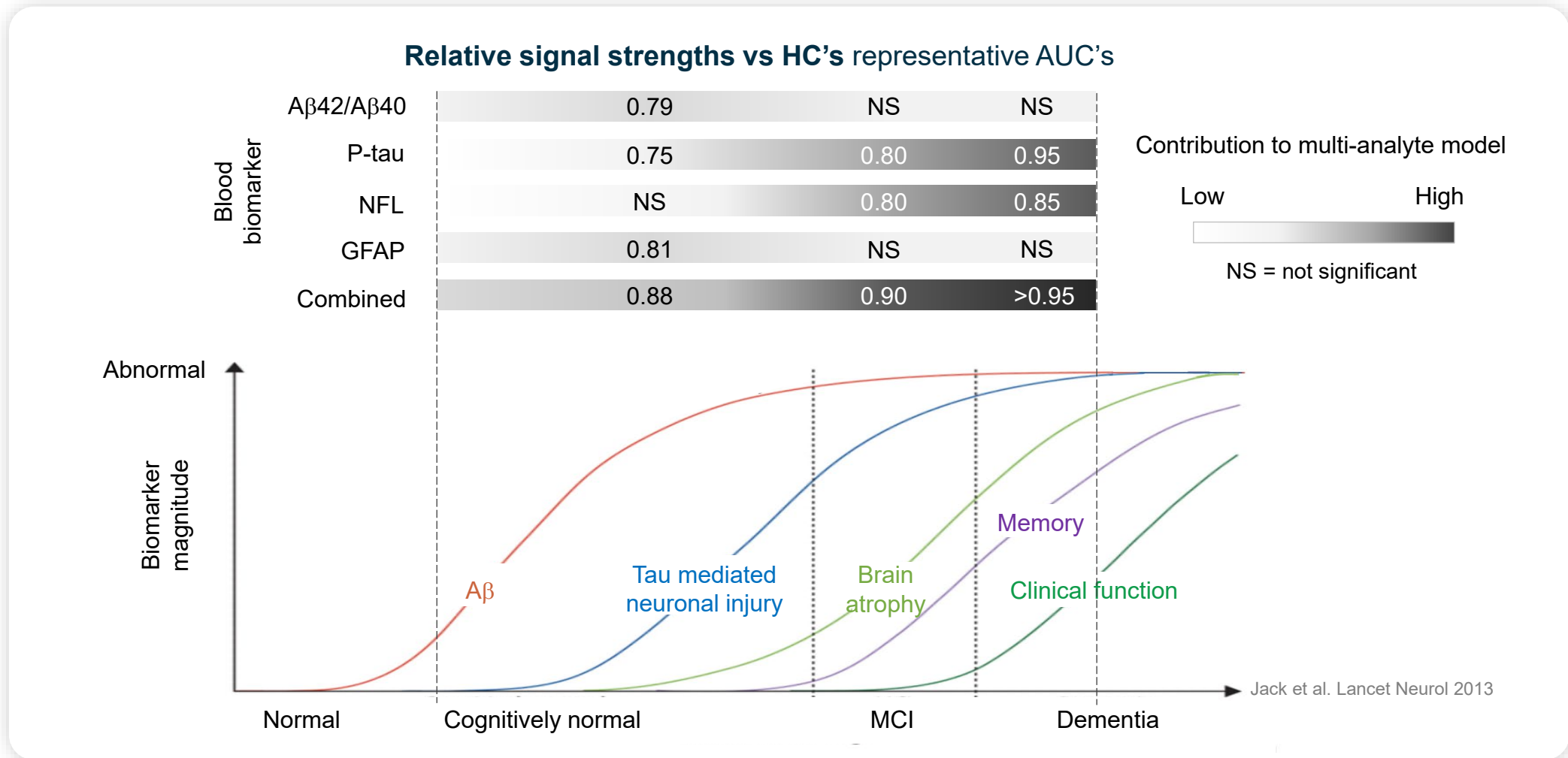
FDA single site IVD approval

10% of this market share \$1B

Source: Bio Industry Analysis; Clinical Development Success Rates (June 2016) [LINK](#)

Putting it all together: multi-analyte approach to early detection

Multiple analytes are more accurate than any single analyte



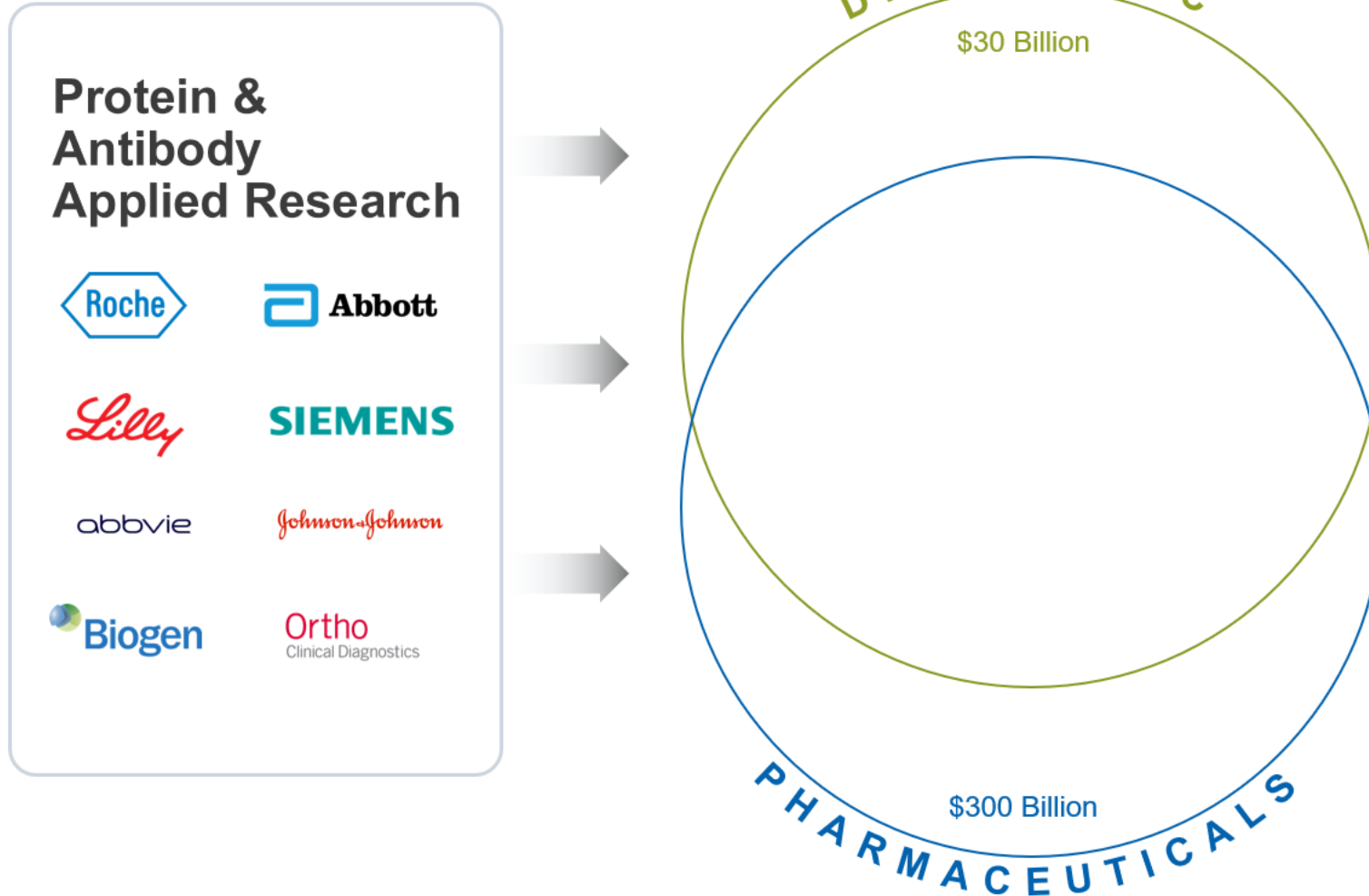
Blood Neurodegeneration Biomarkers: Quanterix is Clear Leader

Quanterix leads all other new proteomics platform entrants in its inclusion in published, peer-reviewed scientific literature and studies

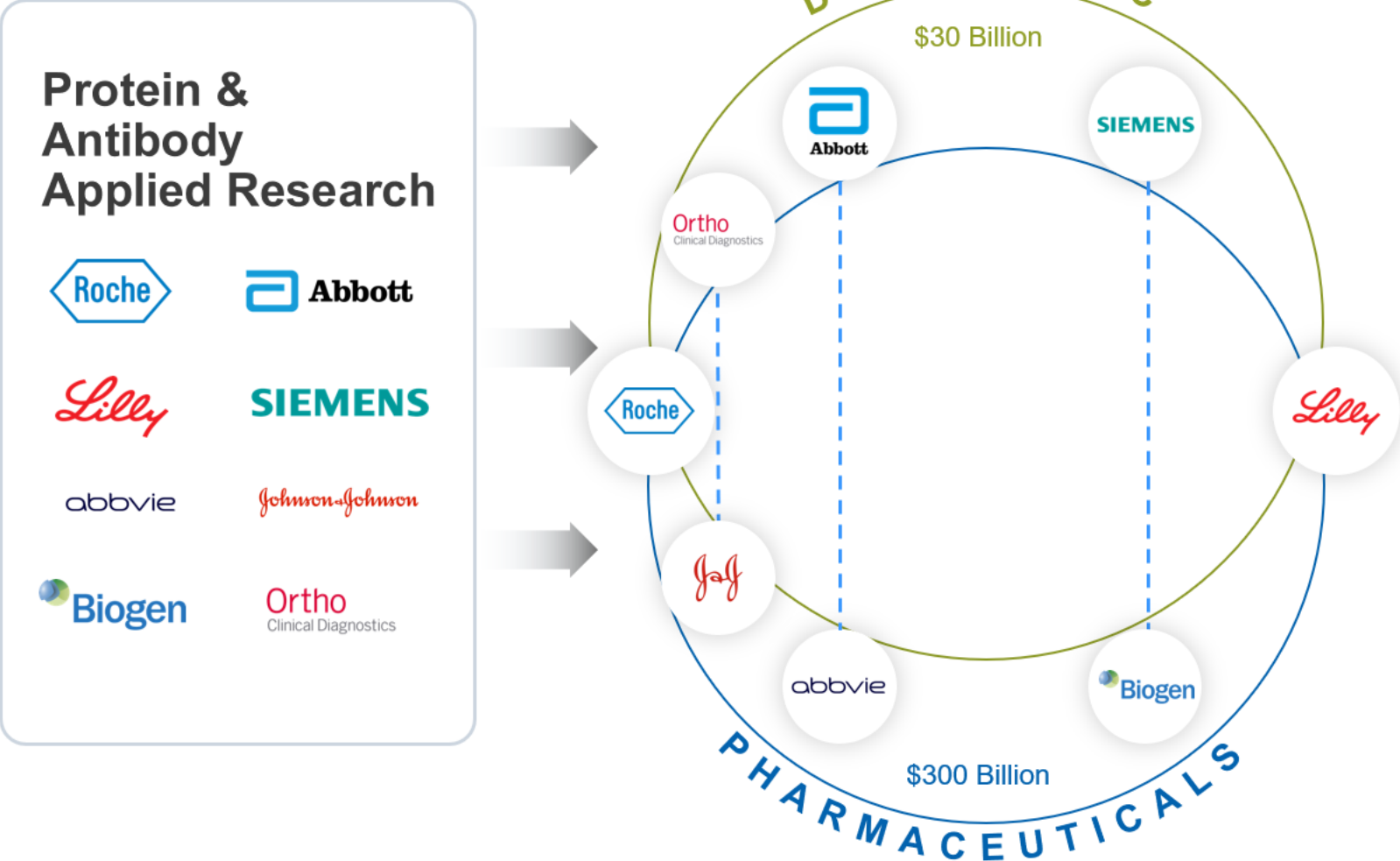
Blood Biomarker/Gene	Alzheimer's	Parkinson's	ALS	MS	Concussion
Neurofilament Light	●	●	●	●	●
Amyloid β 42	●				
Amyloid β 40	●				
pTau 181	●				
pTau 231	●				
TDP-43	●			●	
α-synuclein		●			
GFAP	●	●			●

1585
Publications

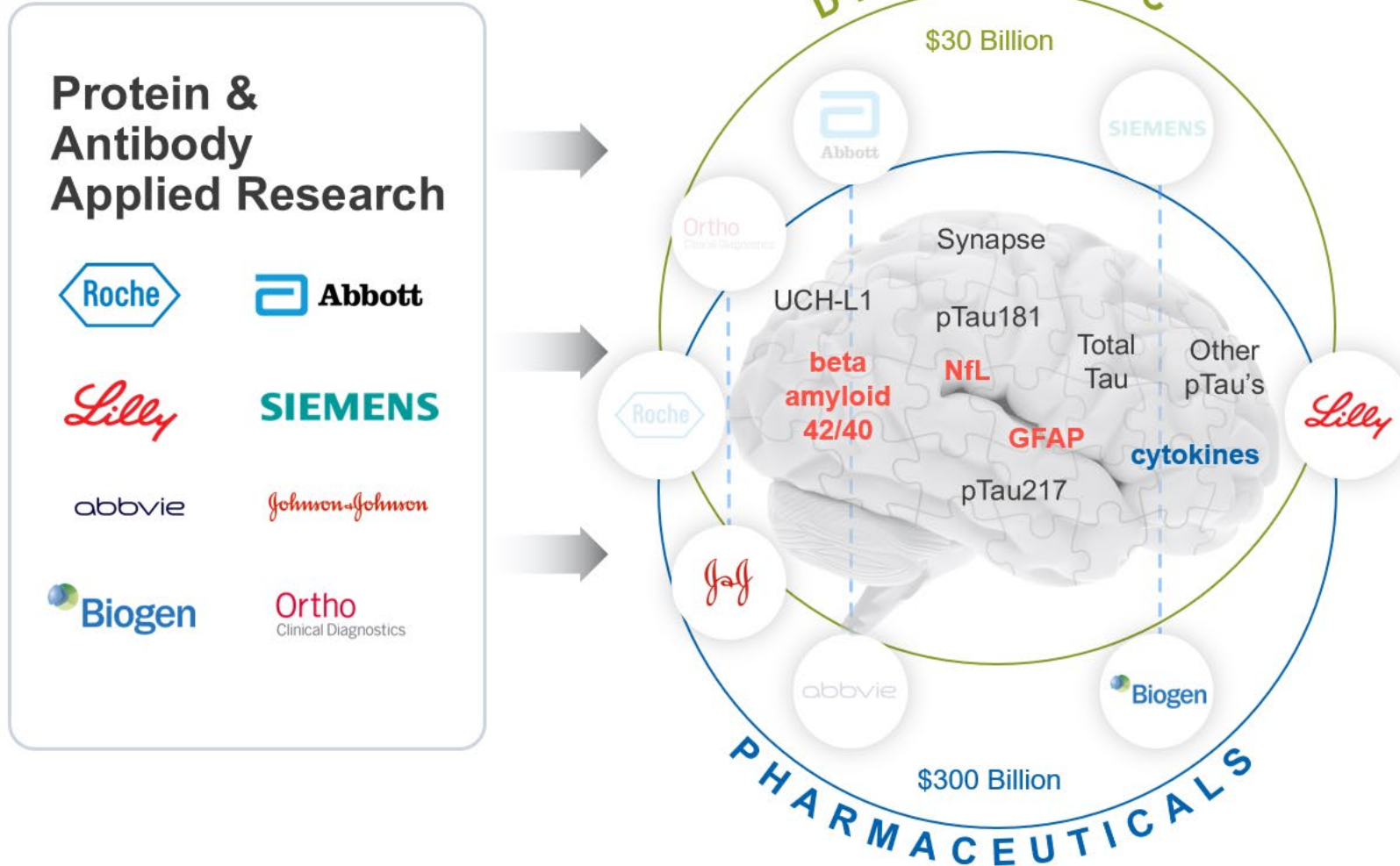
Potential for Establishing Category Through Diagnostic Disruption



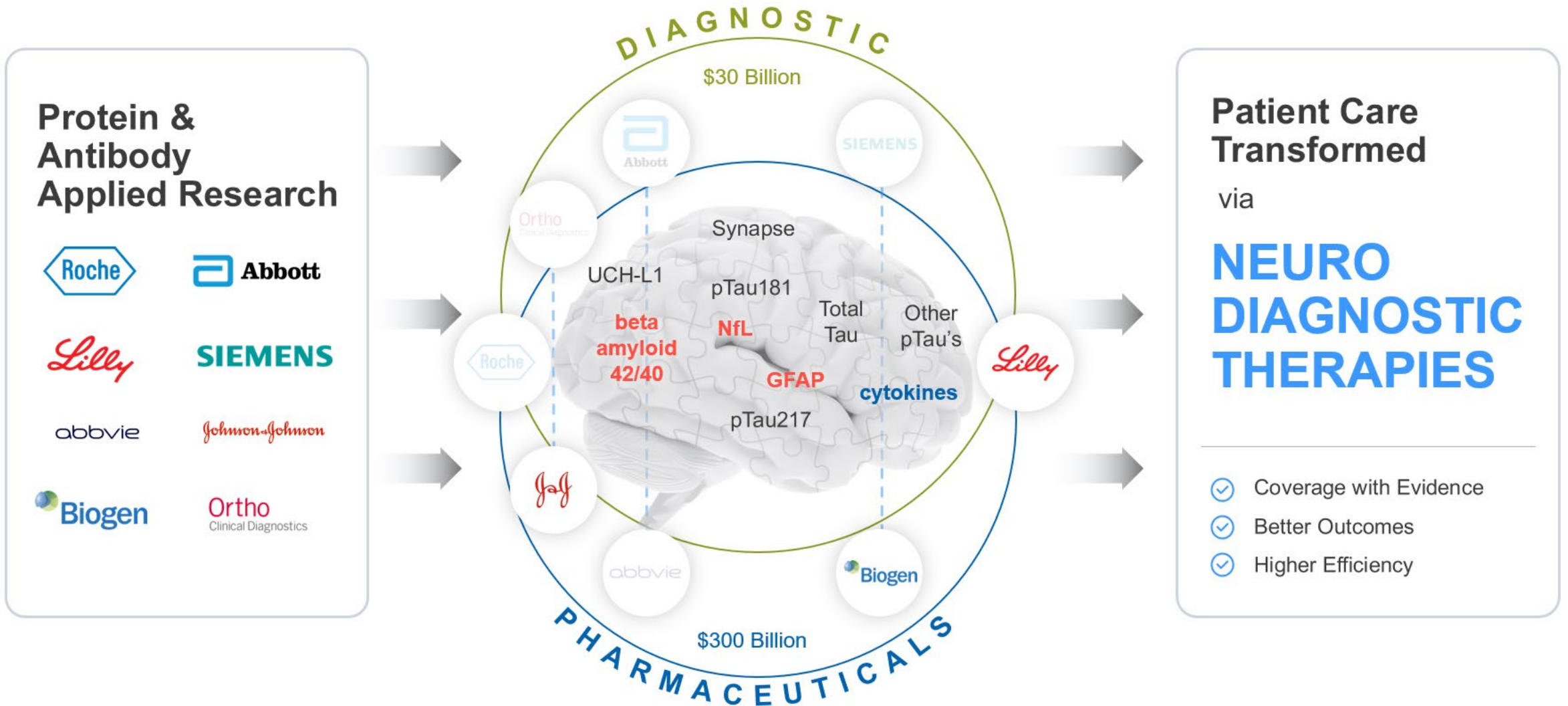
Potential for Establishing Category Through Diagnostic Disruption



Potential for Establishing Category Through Diagnostic Disruption



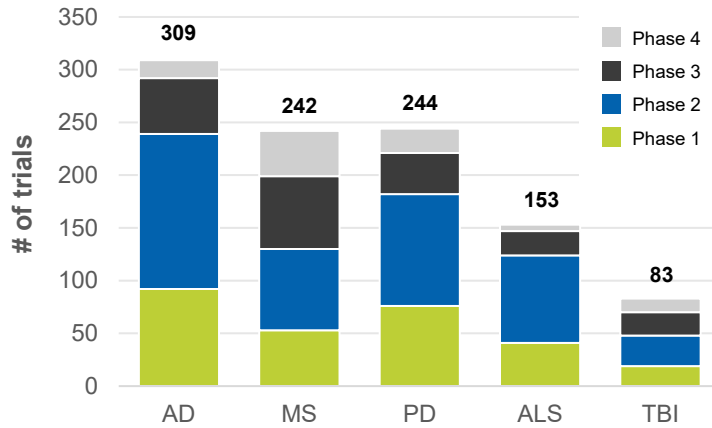
Potential for Establishing Category Through Diagnostic Disruption



QTRX Neuro Clinical Trial Engagement

Significant Opportunity to Expand Neuro Clinical Trial TAM Capture Through Accelerator & CROs

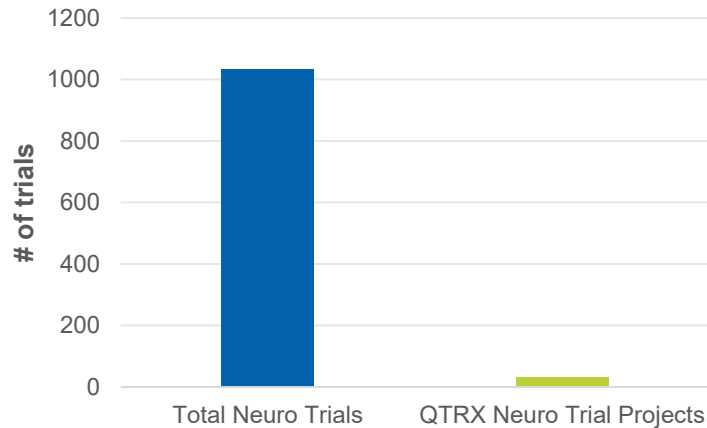
>1000 Active Clinical Trials in 2021



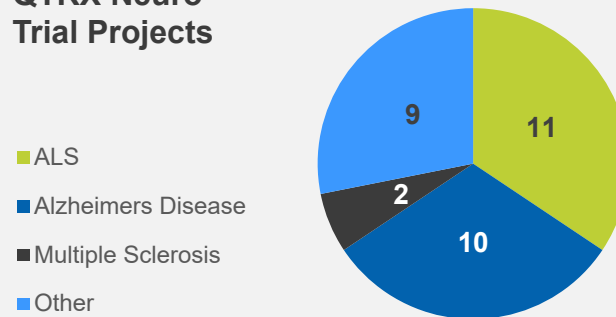
Promising late-stage Alzheimer's Drug Trials

Company	Drug	Status
Biogen	Aduhelm	Phase 4, Approved
Lilly	Donanemab	Phase 3, Submitted
Eisai	Lecanemab	Phase 3, Submitted
Roche	Gantenerumab	Phase 3, BTD Granted
J&J	JNJ-63733657	Phase 2
Abbvie/Alector	AL002	Phase 2

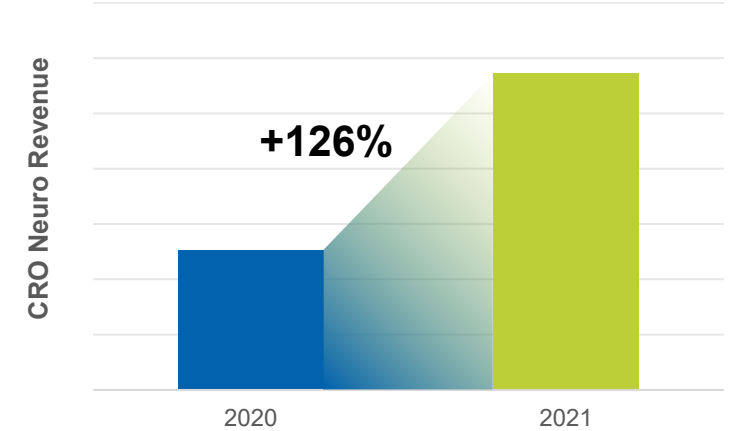
QTRX Accelerator Clinical Trial Engagement: <1%



QTRX Neuro Trial Projects



QTRX CRO Neuro Revenue (YTD Q3)



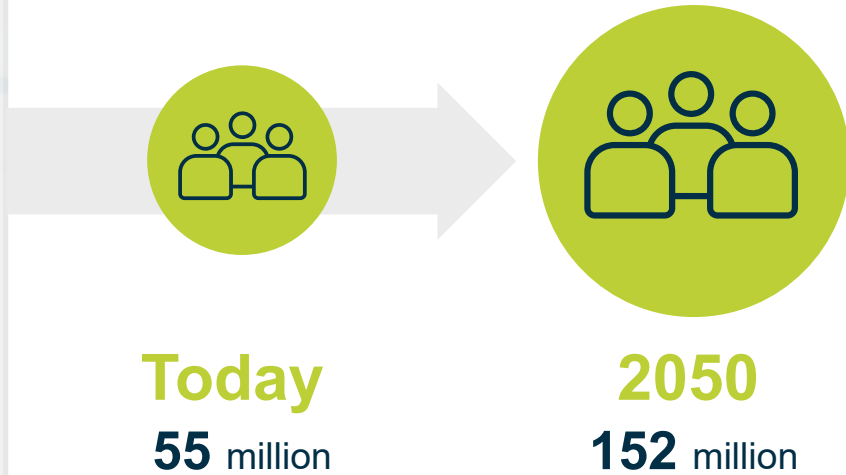
Highlights

- 1000 active trials for AD, MS, PD, ALS, and TBI; QTRX participating in <1% through Accelerator
- Significant Opportunity to Expand Neuro Clinical Trial TAM Capture Through Accelerator & CROs**

Worldwide Dementia Cases Expected to Triple by 2050

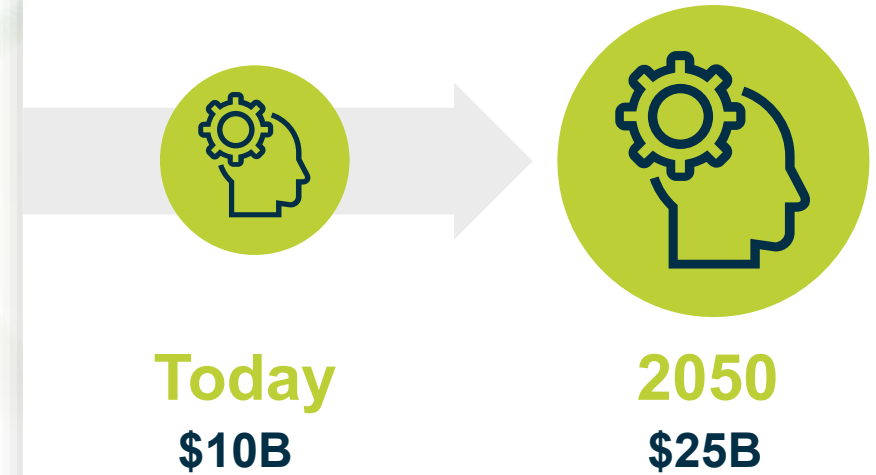
Assumes only 10% of the world has Diagnostics access

NUMBER OF GLOBAL PATIENTS



Every 3 seconds
someone develops
Dementia in the world

SCREENING TAM

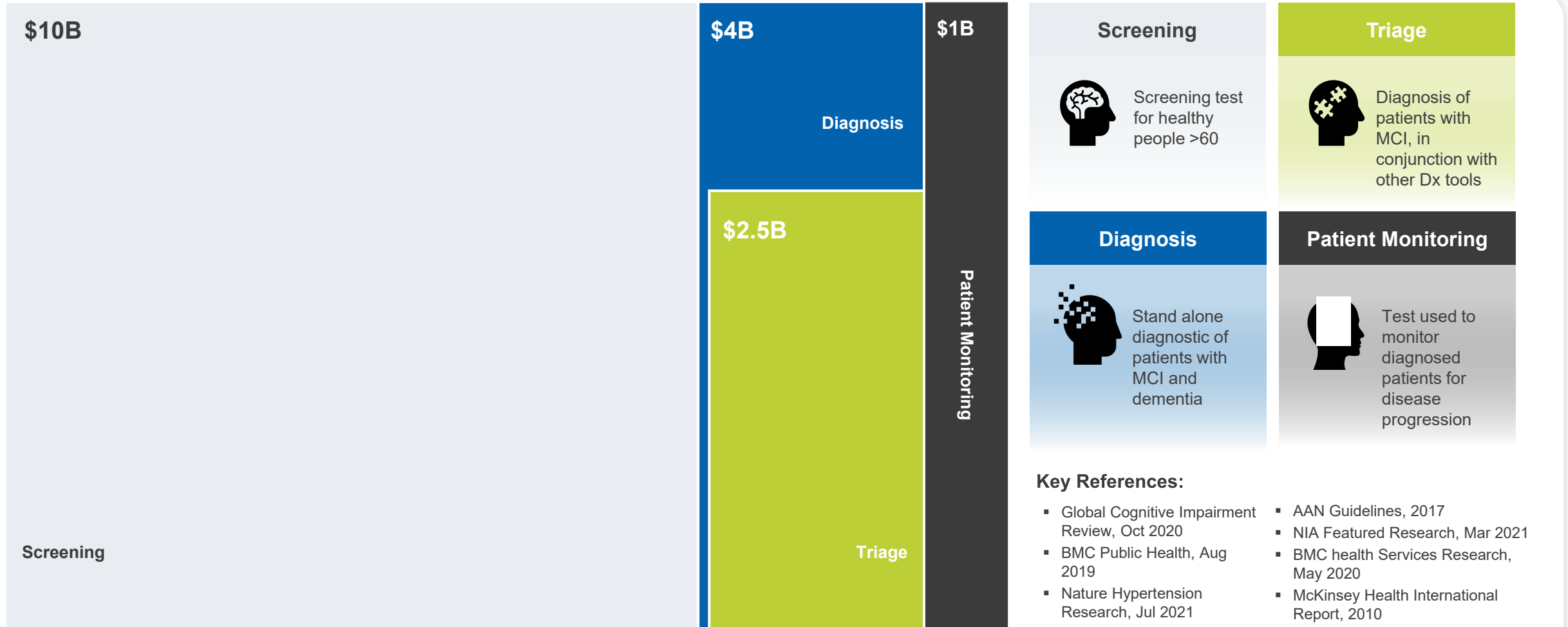


TAM assumptions are post dementia diagnosis
of patients over 50 years of age with of 15 years
of annual screening

Source: www.alz.org

Alzheimer's Disease Diagnostic Testing Market: \$15B

Global



Key References:

- Global Cognitive Impairment Review, Oct 2020
- BMC Public Health, Aug 2019
- Nature Hypertension Research, Jul 2021
- AAN Guidelines, 2017
- NIA Featured Research, Mar 2021
- BMC health Services Research, May 2020
- McKinsey Health International Report, 2010

CMS Draft National Coverage Determination Guidance

Highlights the vital role for biomarker measurements in pre- and post-market clinical trials



lecanemab



donanemab



gantenerumab



NCD

Pharma Coverage with Evidence Development Enabled by Simoa Biomarker Testing:

Accelerated and economical Phase 4 trial enrollment through plasma-based biomarker screening

Quantitative drug efficacy evidence development via correlation with PET imaging & cognitive assessment in post-market clinical trials

Non-CNS contributions to amyloid in the blood compartment limit the AD vs healthy control differential to just 10-15% for blood-based amyloid assays¹, making pTau singleplex and multiplex assays a better choice for enabling clinical discrimination

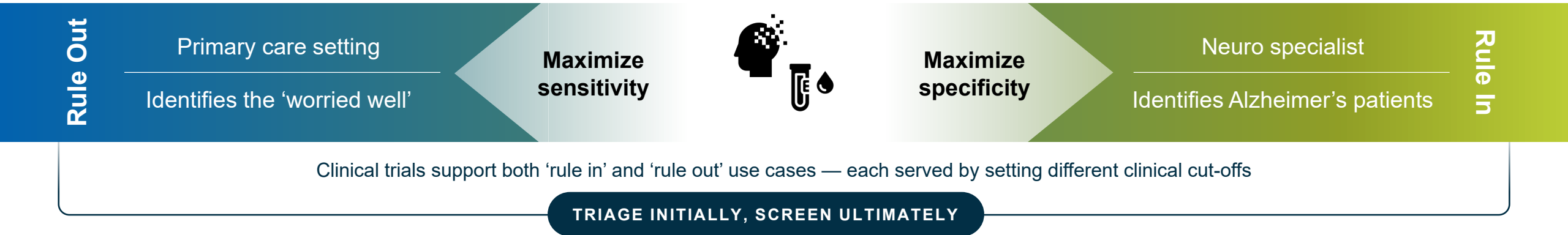


¹Schindler et al., Neurology, 2019

Simoa biomarker testing enables Pharma partners to establish clinical evidence

Accelerating Clinical Market Entry Alzheimer

Pharma Partnerships has the potential to Accelerate and De-risk Market Penetration



Stages	Timeline	Investment	TAM	
Laboratory Develop Test (multiplex / singleplex)	2023	\$10M-\$15M	Today	
Laboratory IVD (multiplex / singleplex)	2024	\$40M-\$60M	\$15B NA	\$60B ROW
Distributed IVD (multiplex / singleplex)	2025	\$100M	2050	
			\$45B NA	\$180B ROW

Simoa NfL in Multiple Sclerosis

Std of Care for MS Monitoring

\$3,000 MRI



VS.

Simoa NFL blood test

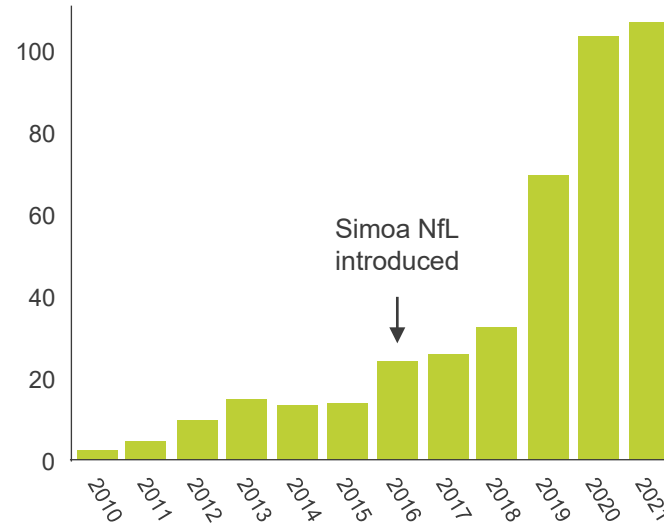


“MRI shows the ashes, NfL shows the match.”
David Leppert, M.D., Univ of Basel

Source: PubMed

Rapidly Growing Clinical Evidence

NfL MS publications by year*



Rapidly Expanding WW Adoption

Int'l consensus

Novartis

Novartis

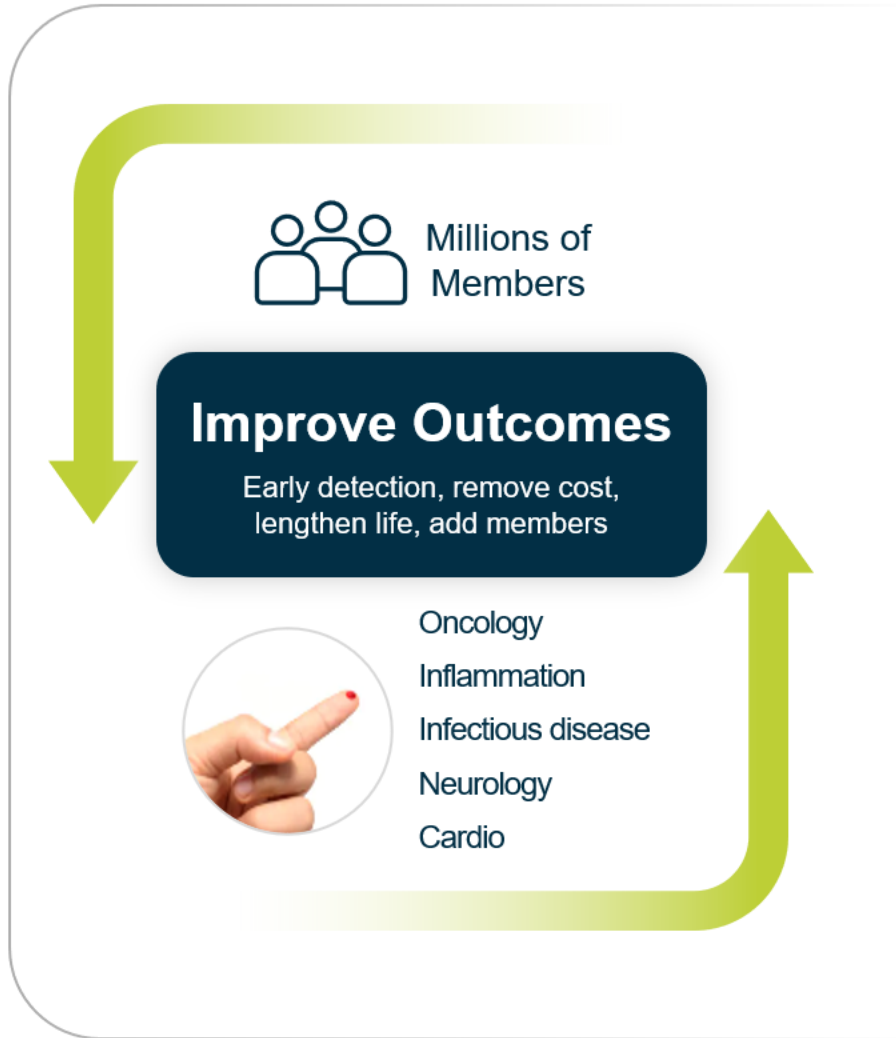
Celgene

Biogen

Simoa NfL in Pharma Drug Trials

*PubMed search 11/03/21; "Neurofilament light multiple sclerosis"

Payor Relationships Key to Transformation



Payor Relationships Key to Transformation



Opportunity to Transform Healthcare



**Known Biomarkers,
& Therapy**

DEPLOY SHORT TERM

MS, Diabetes, COVID



Payor Relationships Key to Transformation



Opportunity to Transform Healthcare



A

Known Biomarkers, & Therapy

DEPLOY SHORT TERM

MS, Diabetes, COVID



B

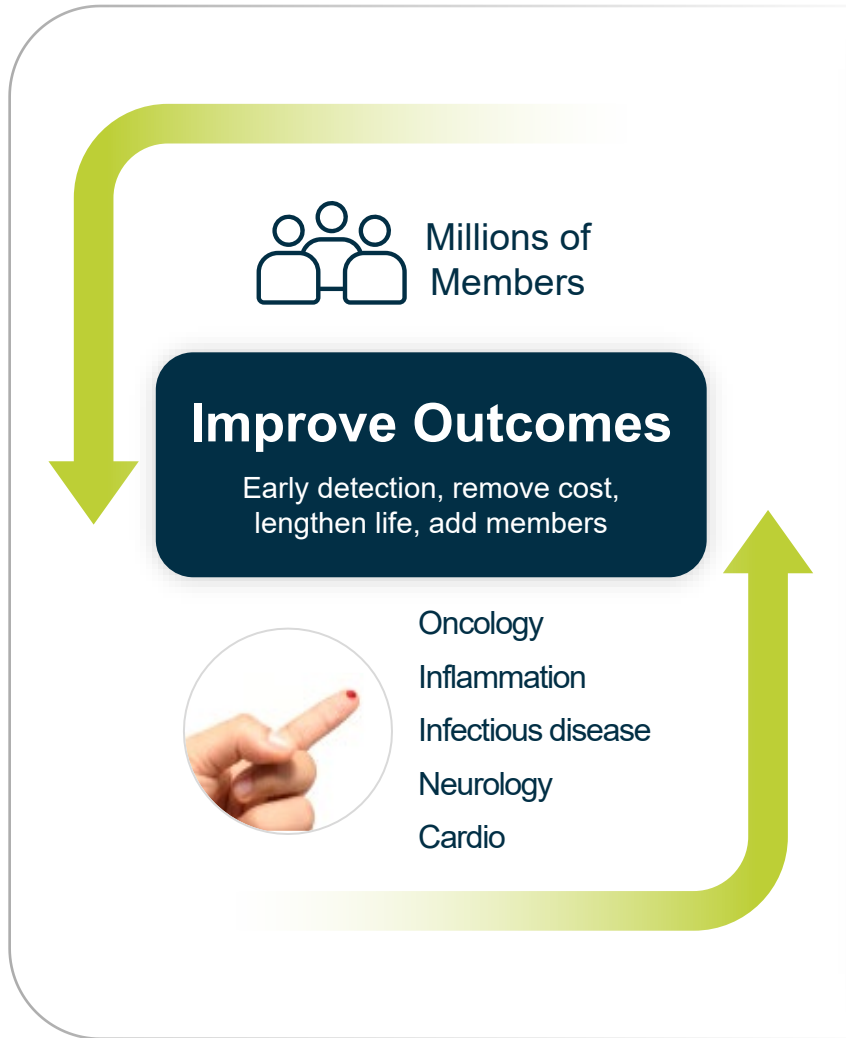
Known Biomarkers, No Therapy

FIND THERAPIES

Alzheimer's, Parkinson's, ALS



Payor Relationships Key to Transformation



Opportunity to Transform Healthcare



A

Known Biomarkers, & Therapy

DEPLOY SHORT TERM

MS, Diabetes, COVID

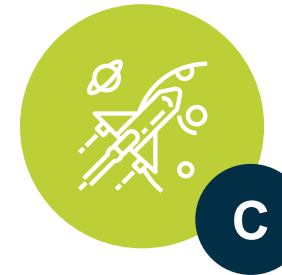


B

Known Biomarkers, No Therapy

FIND THERAPIES

Alzheimer's, Parkinson's, ALS



C

Known Therapy, No Biomarkers

DISCOVERY

Liquid Biopsies, Long-term Surveillance Study

Our Objectives in 2022

Continue superb execution & value creation via commercializing disruptive innovation

FY 2022 — OBJECTIVES

30-40% CAGR in RUO. Maintain or expand utilization



Neuro LDT validation for pTau181 and / or Nf-L for MS



Start AD clinical trial for pTau181 & other AD markers (panel)



Scale supply and RUO growth as DX entry increases RUO differentiation; Consider new pTau's/panels



Expand pharma partnerships with greater Neuro drug trial penetration, i.e., target 10% penetration in 2025



Strategy: Expand RUO plexity capability to 20 plex by '24 and bolster LDT / SSIVD penetration



Launch 100X Beta Program via Accelerator by YE'22



Aspiration 2.0

DIGITAL HEALTH



TELEMEDICINE



DIGITAL



INTERCONNECTED



CONTROL



DIAGNOSIS



COMMUNICATE



HEALTHCARE

digital
biomarkers



BIOMARKER WATCH

Fitbit on Steroids!!



Poised to Disrupt Healthcare and Create Significant Value

EXECUTION: 2 – 3X VALUE CREATION

MARKET

- 1 Unrivaled Sensitivity / Ecosystem
- 2 Methodical market penetration strategy
- 3 Proteomics; Better linked to Disease / Health
- 4 **Validation:** 19/20 top pharma, PPH, 1000+ trials

Quanterix[™]
The Science of Precision Health

ASPIRATIONAL:
10 – 15X VALUE CREATION

DIFFERENTIATOR

VALUE

Best in Class

Disrupt

\$1B to \$120B

New Answers



Holy Grail

1500+ pubs
All Areas

Proven

Poised to Disrupt Healthcare and Create Significant Value

EXECUTION: 2 – 3X VALUE CREATION

MARKET

Quanterix™
The Science of Precision Health

PENETRATION

- 1 Unrivaled Sensitivity / Ecosystem
- 2 Methodical market penetration strategy
- 3 Proteomics; Better linked to Disease / Health
- 4 **Validation:** 19/20 top pharma, PPH, 1000+ trials
- 5 Growth & Value; Razor – razor blade, \$150M invested
- 6 Low Risk / Solid Return + Uber Return Prospect
- 7 Track Record for Commercializing Disruption

ASPIRATIONAL:
10 – 15X VALUE CREATION

DIFFERENTIATOR

VALUE

Best in Class

Disrupt

\$1B to \$120B

New Answers



Holy Grail

1500+ pubs
All Areas

Proven

Product
Launches

Rapid Growth



Retail



Lynchpin