

Quanterix™

The background features a complex, abstract design with organic, branching structures. The color palette transitions from deep blue on the left to a bright, glowing orange and red on the right, suggesting a sunrise or sunset. The structures resemble a network or a biological system, with a central, more densely packed area that glows.

Q3 2022 Earnings Call

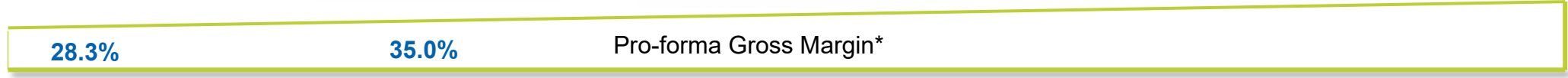
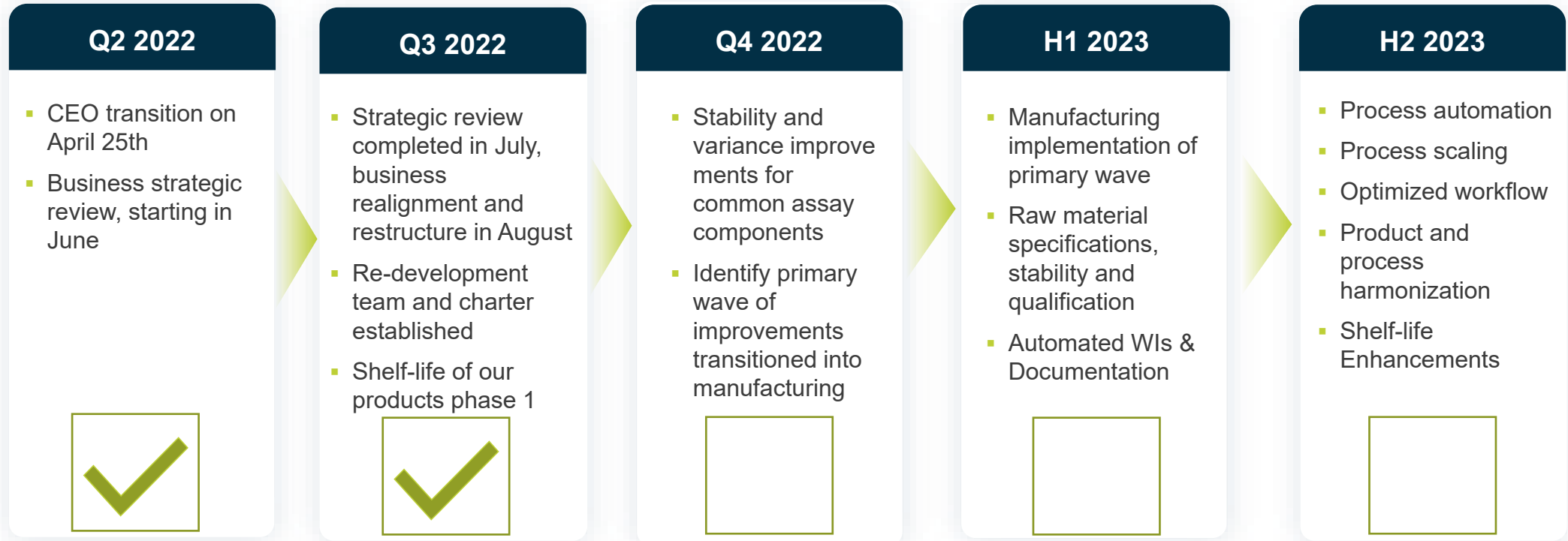
November 8, 2022

Forward-Looking Statements & Pro-Forma 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.

To supplement the Company's financial statements presented on a GAAP basis, the Company has provided certain pro-forma financial measures. Management uses these pro-forma 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 other period results and are useful to investors and financial analysts in assessing the Company's operating performance. The pro-forma 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 pro-forma measures to their most directly comparable GAAP financial measures set forth herein and in the earnings press release issued earlier today.

Progress on Assay Redevelopment Roadmap



Revenue **\$23.5M**

\$26.6M

\$24M-\$26M

*Proforma reconciliation included on Slide 6

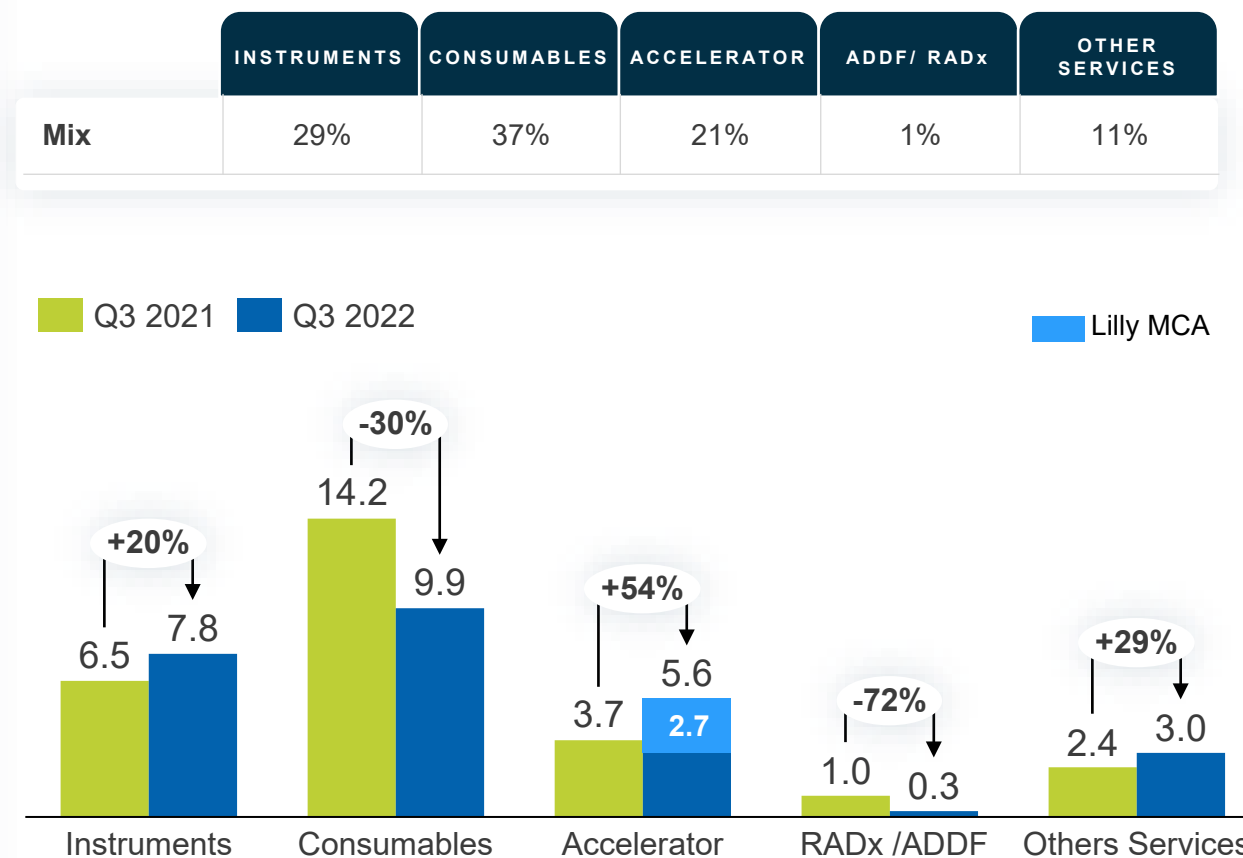
Q3 2022 Revenue results are aligned with company expectations

Reiterate full year 2022 revenue to be flat compared to 2021 \$105M (excluding one time '21 NIH grant funding)

	Q3 GAAP		Q3 Proforma	
	2021	2022	2021	2022
Revenue	27.7 (26.7 excl. RADx)	26.6	27.7 (26.7 excl. RADx)	26.6
GM \$	15.2	10.9	13.8	9.3
GM %	55.1%	41.1%	49.8% ⁽¹⁾	35.0% ⁽¹⁾
Operating Expense	30.5	26.6	29.0 ⁽¹⁾	25.0 ⁽¹⁾⁽²⁾
Operating Loss	-15.2	-15.7	-15.2	-15.7
Operating Loss as % of Revenue	-55.0%	-58.7%	-55.0%	-58.7%

(1) Proforma reconciliation included on Slide 6.

(2) Excludes restructuring and impairment expenses incurred in Q3 2022 in connection with our restructuring plan. See Supplemental Schedule of Operating Expenses on Slide 7 for reconciliation.



Q3 2022 Cash & Cash Burn



Reconciliation of GAAP to Pro Forma

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

	Three Months Ended September 30,		Three Months Ended June 30,	Nine Months Ended September 30,	
	2022	2021	2022	2022	2021
GAAP gross profit	\$ 10,944	\$ 15,244	\$ 8,711	\$ 34,214	\$ 45,467
Distributions costs (1)	(1,617)	(1,462)	(2,065)	(5,546)	(5,024)
Non-GAAP pro forma gross profit	\$ 9,327	\$ 13,782	\$ 6,646	\$ 28,668	\$ 40,443
Gross margin	41.1%	55.1%	37.1%	42.9%	56.6%
Non-GAAP pro forma gross margin	35.0%	49.8%	28.3%	36.0%	50.4%
GAAP total operating expenses	\$ 47,547	\$ 30,477	\$ 33,670	\$ 113,963	\$ 84,157
Distributions costs (1)	(1,617)	(1,462)	(2,065)	(5,546)	(5,024)
Non-GAAP pro forma total operating costs	\$ 45,930	\$ 29,015	\$ 31,605	\$ 108,417	\$ 79,133
GAAP loss from operations	<u>\$ (36,603)</u>	<u>\$ (15,233)</u>	<u>\$ (24,959)</u>	<u>\$ (79,749)</u>	<u>\$ (38,690)</u>
Non-GAAP pro forma loss from operations	<u>\$ (36,603)</u>	<u>\$ (15,233)</u>	<u>\$ (24,959)</u>	<u>\$ (79,749)</u>	<u>\$ (38,690)</u>

(1) Distribution costs, which include freight and other activities costs associated with product shipments, net of charges passed on to the customer, are captured within operating expenses in our consolidated statements of operations. During the three and nine months ended September 30, 2022, we incurred \$1.6 million and \$5.5 million, respectively, of distribution costs recorded within operating expenses. During the three and nine months ended September 30, 2021, we incurred \$1.5 million and \$5.0 million, respectively, of distribution costs recorded within operating expenses. During the three months ended June 30, 2022, we incurred \$2.1 million of distribution costs recorded within operating expenses.

Supplemental Schedule of Operating Expenses

Quanterix Corporation Supplemental Schedule of Operating Expenses (Unaudited and in thousands)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2022	2021	2022	2021
Operating expenses:				
Research and development	\$ 6,631	\$ 6,807	\$ 20,290	\$ 20,244
Selling, general and administrative	19,966	23,670	72,723	63,913
Subtotal	\$ 26,597	\$ 30,477	\$ 93,013	\$ 84,157
Other lease costs	609	—	609	—
Restructuring	3,426	—	3,426	—
Goodwill impairment	8,220	—	8,220	—
Impairment expense	8,695	—	8,695	—
Subtotal	\$ 20,950	\$ —	\$ 20,950	\$ —
Total operating expenses	\$ 47,547	\$ 30,477	\$ 113,963	\$ 84,157

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2022	2021	2022	2021
Operating expenses:				
Research and development	\$ 6,631	\$ 6,807	\$ 20,290	\$ 20,244
Selling, general and administrative	19,966	23,670	72,723	63,913
Subtotal	\$ 26,597	\$ 30,477	\$ 93,013	\$ 84,157
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Subtotal pro forma OpEx	\$ 24,980	\$ 29,015	\$ 87,467	\$ 79,133
Other lease costs	609	—	609	—
Restructuring	3,426	—	3,426	—
Goodwill impairment	8,220	—	8,220	—
Impairment expense	8,695	—	8,695	—
Subtotal	\$ 20,950	\$ —	\$ 20,950	\$ —
Non-GAAP pro forma total operating costs	\$ 45,930	\$ 29,015	\$ 108,417	\$ 79,133

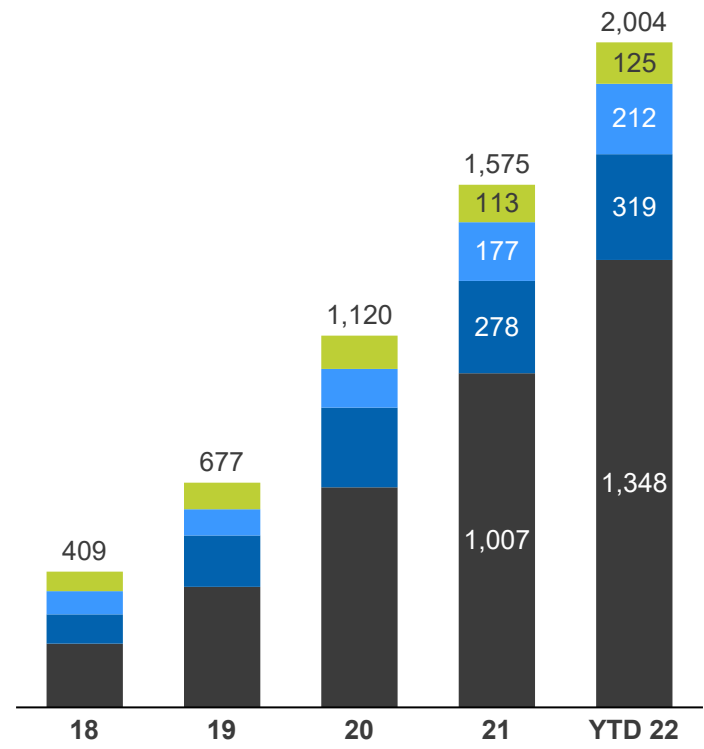
Scientific Validation Driving Adoption

2022 Advances



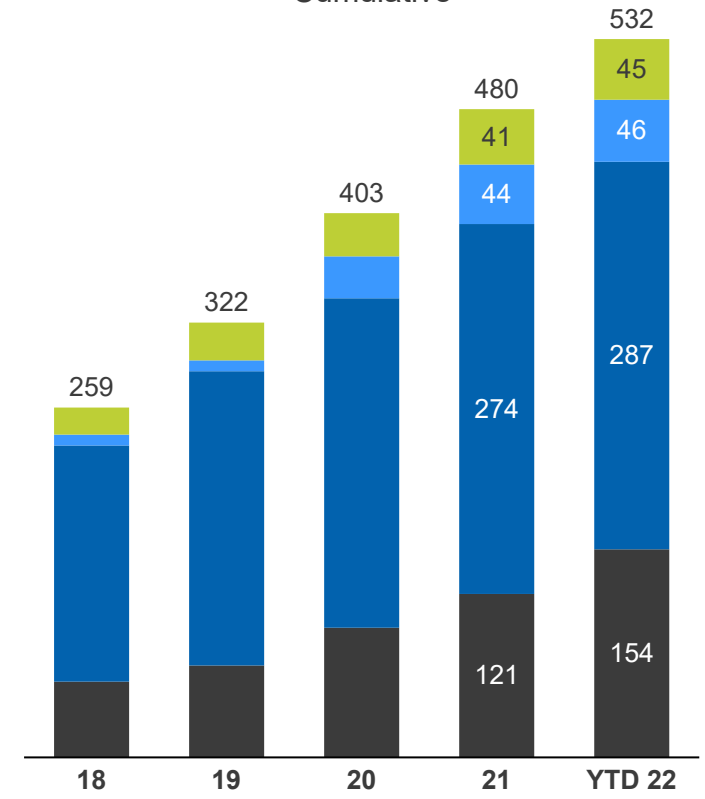
PUBLICATIONS

Cumulative



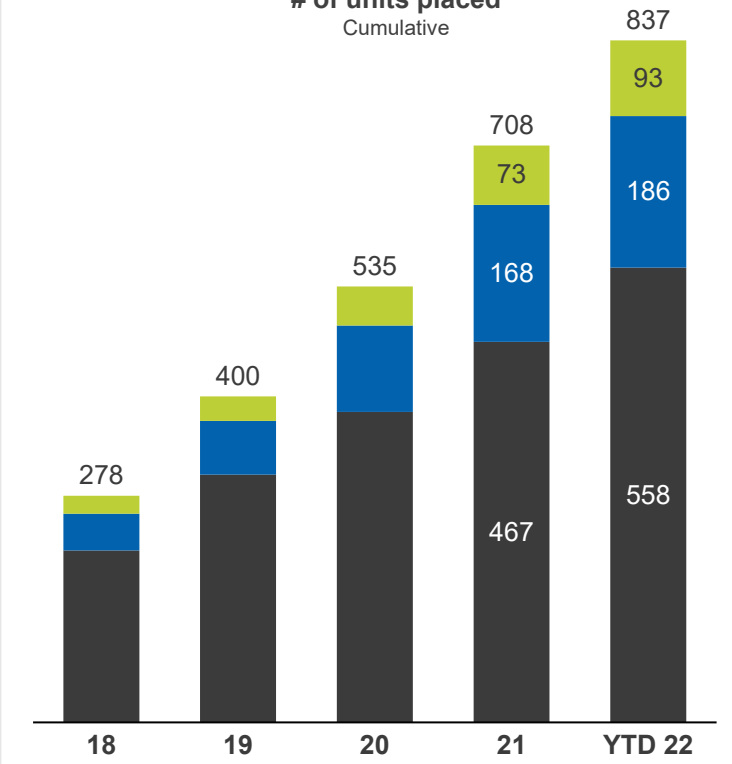
BIOMARKERS

Cumulative



INSTRUMENTS

Placements
of units placed
Cumulative



New Simoa NfL Publications: Key Biomarker to Assess Neural Damage



1. Wang et.al., Front. Neurol., 25 October, 2022; 2. Butt et.al., JAMA Oncology, 1 September, 2022; 3. Brugess et.al., Nature, 16 September, 2022
4. Lange et.al., J. Neurotrauma, 18 October, 2022; 5. Imamura et.al., J,eClinn. 17 October, 2022; 6. Williams et.al., Mult. Scler. 28 October, 2022

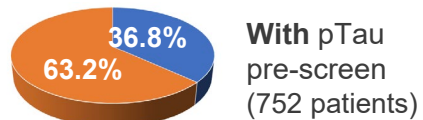
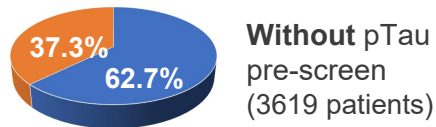
Alzheimer's: Blood Biomarkers Increasingly Utilized in Clinical Trials

Accelerants for efficiency & effectiveness:

- 1 Pre-screening/enrollment of larger, more diverse populations with decrease screen fails
- 2 Improved targeting along the disease continuum; entry criteria for preventative AD trials
- 3 Monitoring of drug effects (pharmacodynamic)

1 pTau reduces PET screen fails*

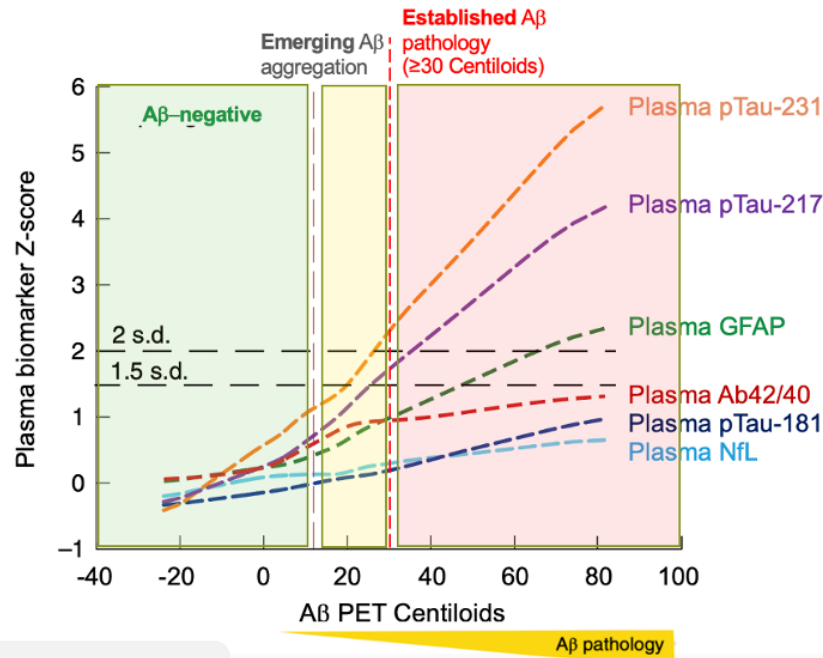
Proportion of pts A β and Tau PET positive using plasma pTau-181 as a pre-screener



■ PET positive ■ PET negative

*TRAILBLAZER-2 data, presented at AAIC 2021

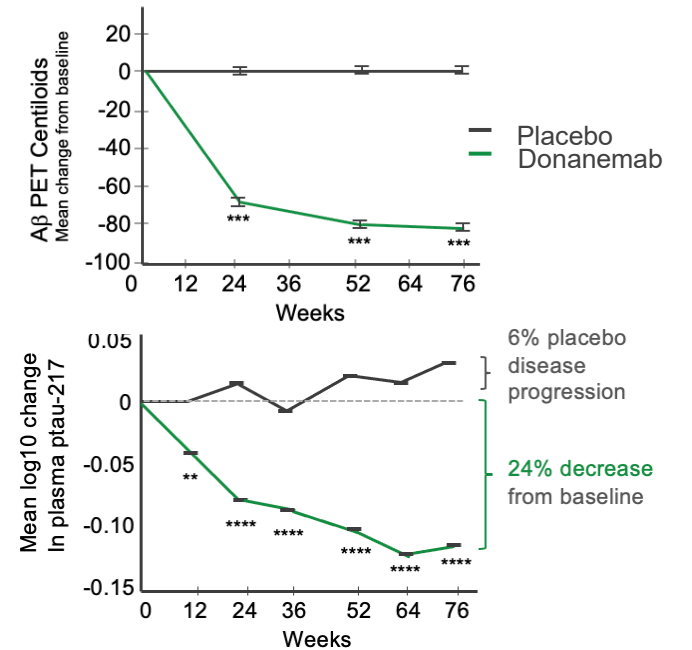
2 pTau elevates at earliest A β pathology*



All subjects pre-symptomatic

*Milà-Alomà, M. Nat Med (2022)

3 pTau tracks w/ A β removal



*TRAILBLAZER-2 data, presented at AAIC 2021