

Quanterix



The Science of
Precision Health

Earnings Call
Q2 2020

Kevin Hrusovsky
August 4, 2020

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 are based on Quanterix' expectations and assumptions as of the date hereof. 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.

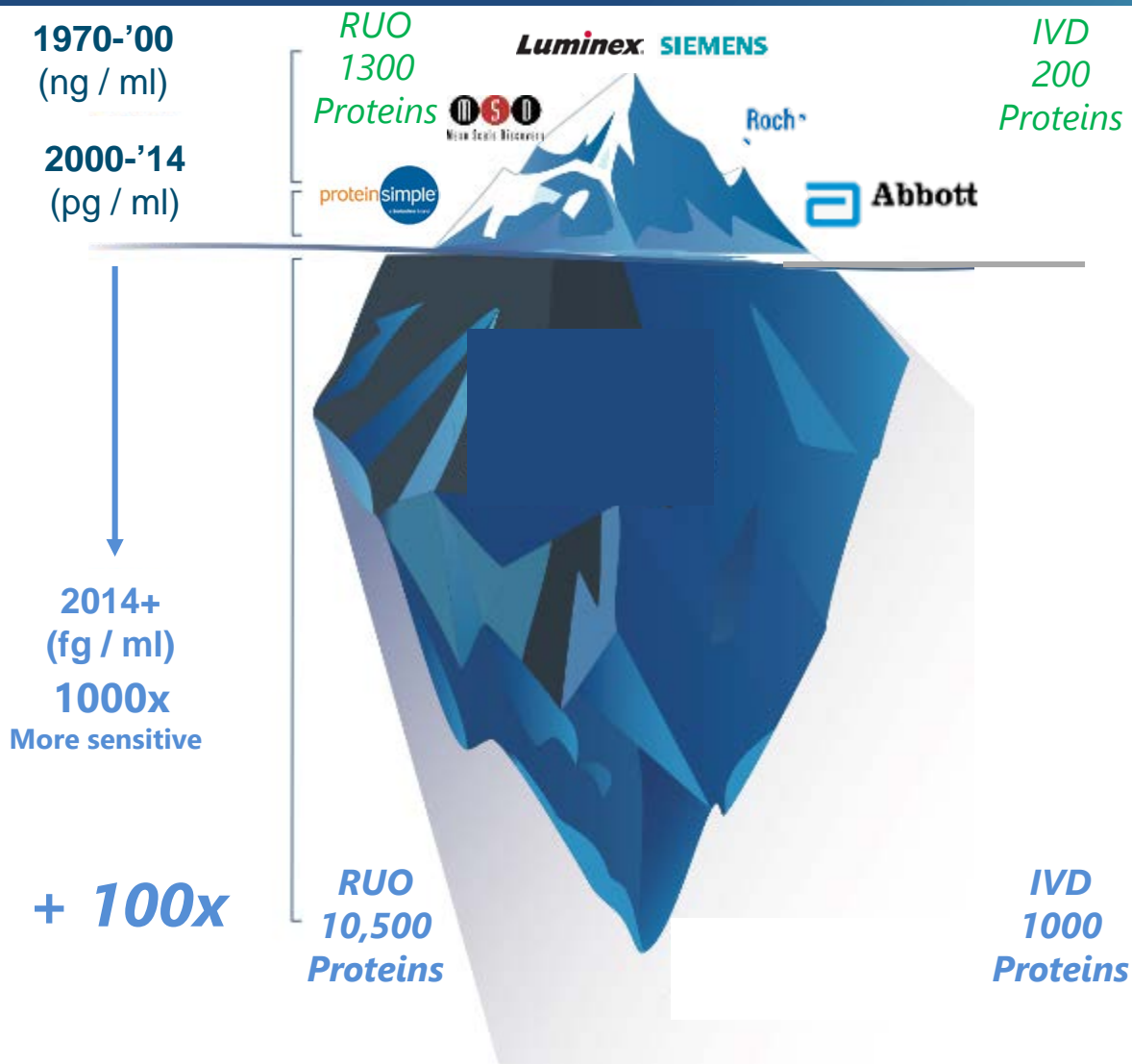
To supplement the Company's financial statements presented on a GAAP basis, the Company has provided certain non-GAAP financial measures. Management uses these non-GAAP measures to evaluate the Company's operating performance in a manner that allows for meaningful period-to-period comparison and analysis 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.

- I. Strategic and Financial Progress – Kevin Hrusovsky – Chairman, CEO
 - i. Vision and Strategy - Executional / Aspirational value creation
 - ii. 1H 2020 Strategic Advances & Highlights
 - iii. 2H 2020 Growth & Strategic Catalysts

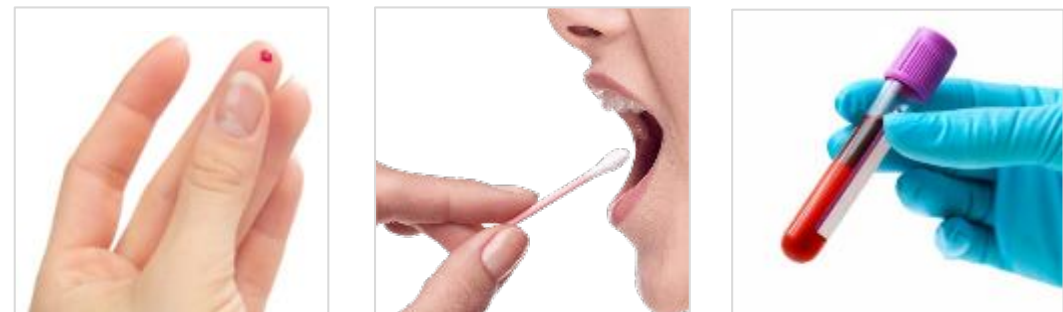
- II. Financial Report – Amol Chaubal – CFO

- III. Q&A

Advances in Digital Biomarkers Unlocking Proteomics Potential

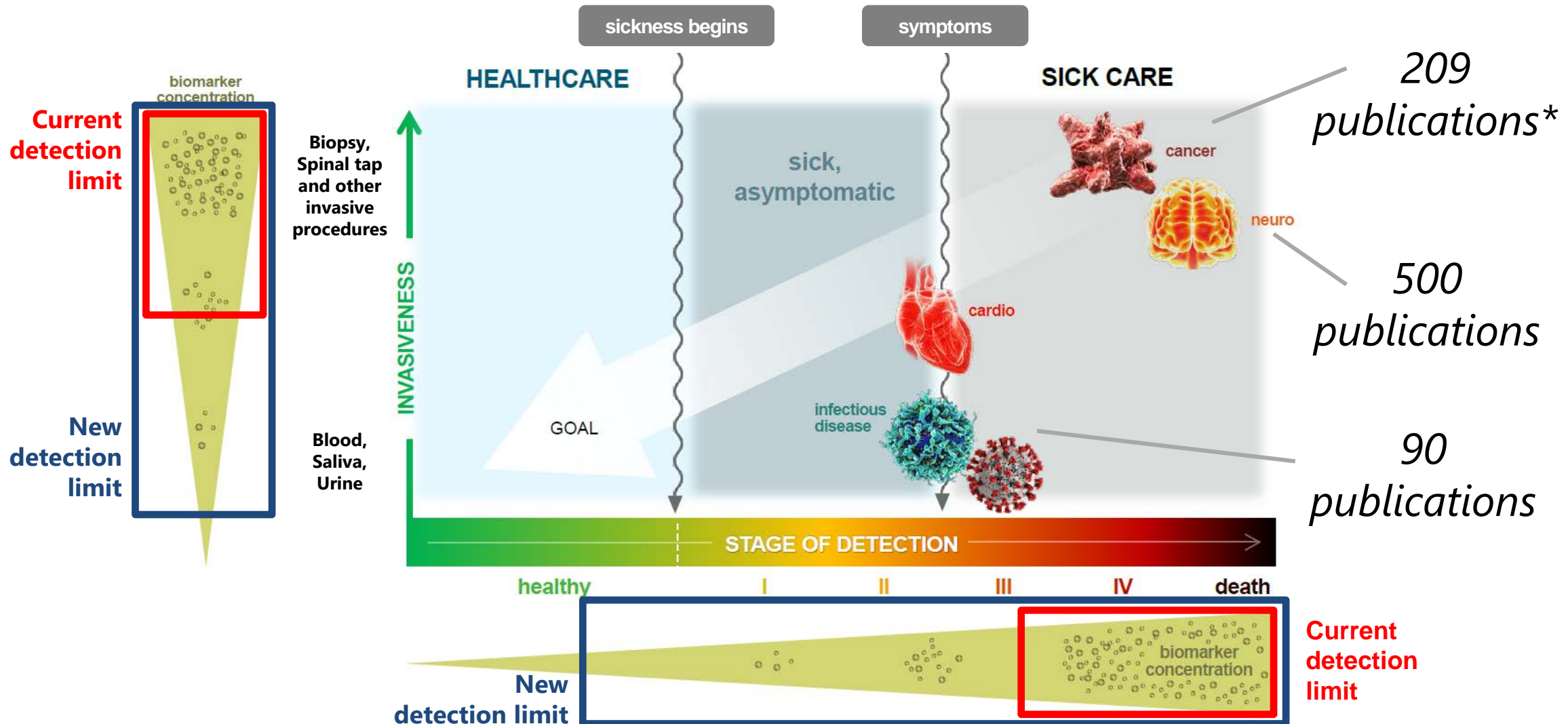


Late : Invasive



Early : Non-Invasive

Simoa® Sees Health to Disease Continuum



* Incl. Immunology & Inflammation

EXECUTION

Research: High growth / low risk

Short to Mid-term: 2 – 3x

Catalyzing “High Probability” Drug Development

- ✓ Pipeline, validation, fund dx
- ✓ Proven management, board and founder
- ✓ Neuro + CAC Pivot; Leverage PPH
 - ✓ **Neuro:** NfL / pTau / HDx;
 - ✓ **Covid:** Ab/Ag / Innate / NfL
 - ✓ **Accelerator:** Large Payor Group, NIH, Pharma, NfL, CDx
 - ✓ **China:** Building channel
- ✓ ‘14-’19 Result: Growth: \$0 to \$57m
 - Raised: \$300m
 - Valuation: \$30m to \$900m
 - Outlook: Solid growth platform

ASPIRATION

High Value Diagnostics & Health Screens

Mid to Long-term: 10 – 15x

Neuro Toolbox Acceleration + COVID + Broader PPH Vision

- ✓ Regained IVD rights Q3’18; CDx → LDT → IVD
- ✓ Advancing sNfL for MS & brain health
- ✓ IVD Potential; Uman; Siemens license
- ✓ **Dx Strategy gaining validation and potential:**
 - COVID:** NIH grant / momentum
Payer Group studies – Finger Prick
 - Neuro:** pTau / Nf-L AD & MS Drug trials
Nf-L validation and normalcy studies
Roche / Novartis MS drug approvals – FDA
 - Potential:** IVD Partnership, pTau Ab license

Capture Major Market Opportunity

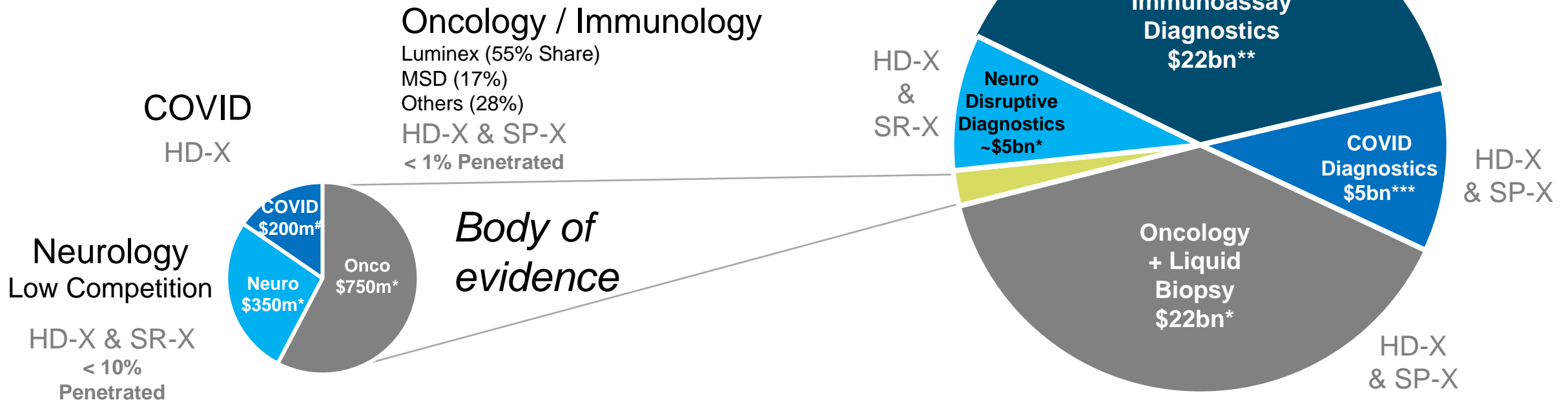
EXECUTION

\$1B - \$4B: Research

Market Growth ~10% p.a.

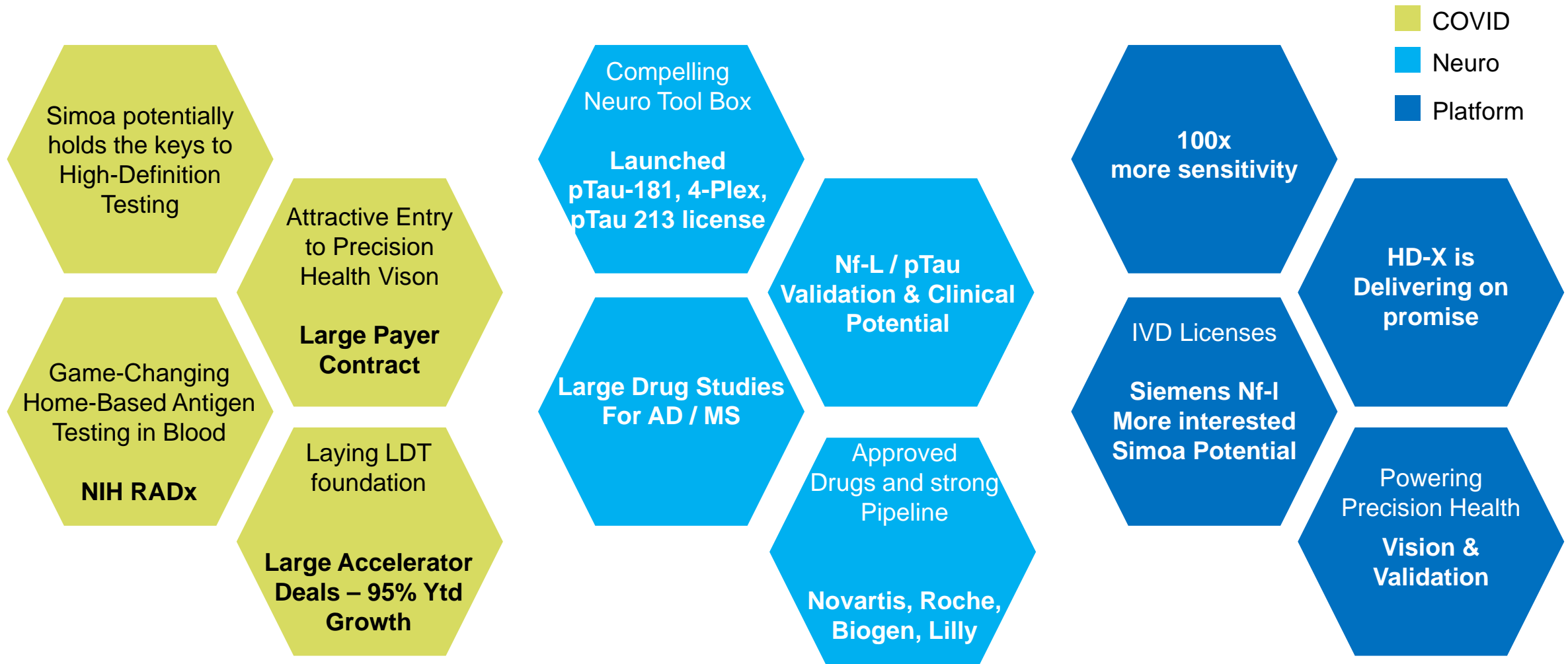
ASPIRATION

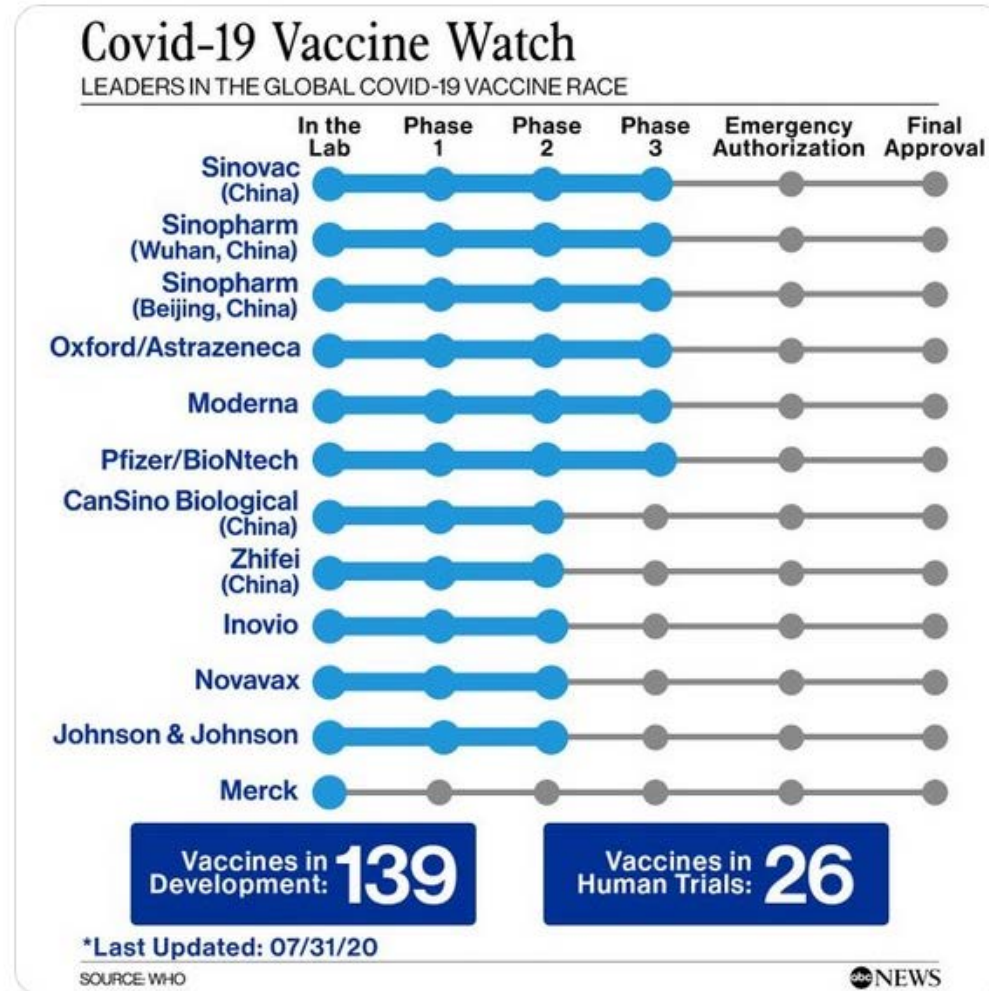
\$55B+ Dx & Health Screens



* TAMs based on Health Advances Report June 2017; ** [MarketsandMarkets, May 2018](#), 5% CAGR estimate 2018 to 2020; *** [Grand View Research, May 2020](#); # \$0.5bn pre-COVID ID TAM based on Health Advances Report June 2017, 20% increase due to COVID-19 with 1/3rd spend focus on COVID

Advances Accelerating RUO Execution & Diagnostic Aspirations





12:08 AM · Aug 1, 2020 · SocialFlow

SARS-CoV-2 Testing Landscape

Large gaps in testing arsenal propagate epidemiological risk

		Sample Type		
		Mucosal/local Nasal swab, Nasopharyngeal swab	Saliva, GCF*	Systemic Venous, capillary/ dried blood spots
Virus (RNA/antigen)	RT-PCR (qual)	● Inaccuracy/low T.P.	● No test/unknown	● No test/unknown
	RT-PCR (quant)	● High cost/low T.P.	● No test/unknown	● No test/unknown
	Lateral flow (qual)	● Inaccuracy /low T.P.	● No test/unknown	● No test/unknown
	ELISA	● No test/unknown	● No test/unknown	● No test/unknown
Antibody (IgG, IgA, IgM)	ELISA (qual)	● No test/unknown	● No test/unknown	● Low cost/high T.P.
	ELISA (quant)	● No test/unknown	● No test/unknown	● No test/unknown
	ELISA (multiplex)	● No test/unknown	● No test/unknown	● No test/unknown
	Lateral flow (qual)	● Inaccuracy /low T.P.	● Inaccuracy/low T.P.	● No test/unknown
	Neutralization (Immune protection?)	● No test/unknown	● No test/unknown	● High cost/low T.P.
Virus + Antibody (One test)	ELISA (quant)	● No test/unknown	● No test/unknown	● Low cost/high T.P.



Challenge:

- **How screen large population for:**
 - Asymptomatic disease spread
 - Protective antibody status
 - Early stage infection
- ...with **accuracy**

* Gingival Crevicular Fluid

SARS-CoV-2 Testing Landscape

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	Lateral flow (qual)	● Inaccuracy /low T.P.	● No test/unknown	● No test/unknown
	ELISA	● No test/unknown	● Digital antigen test	● Digital antigen test
Antibody (IgG, IgA, IgM)	ELISA (qual)	● No test/unknown	● No test/unknown	● Low cost/high T.P.
	ELISA (quant)	● No test/unknown	● Digital IgG test	● Digital IgG test
	ELISA (multiplex)	● No test/unknown	● IgG/IgA/IgM plex	● IgG/IgA/IgM plex
	Lateral flow (qual)	● Inaccuracy /low T.P.	● Inaccuracy/low T.P.	● No test/unknown
	Neutralization (Immune protection?)	● No test/unknown	● No test/unknown	● Neut Ab calibration
Virus + Antibody (One test)	ELISA (quant)	● No test/unknown	● Digital combo test	● Digital combo test.

Simoa sensitivity & multiplexing technology



Challenge:

- How screen large population for:
 - Asymptomatic disease spread
 - Protective antibody status
 - Early stage infection
 ...with **accuracy**

Barriers:

- Invasive
- False + /-'s
- Unreliable collection
- Lack of quantitation
- Low throughput
- High cost

Simoa Solutions:

- Blood - DBS
- Digital accuracy
- No nasal, NP
- Quantitative Ag & Ab
- High throughput
- Simple immunoassay

* Gingival Crevicular Fluid

Simoa holds the keys to complete High-Definition picture of SARS-CoV-2 Infection

- 3** Innate Immune Response

Cytokine Storm Profiling & Risk

 - Vaccine & drug development
- 1** High Sensitivity Antigen

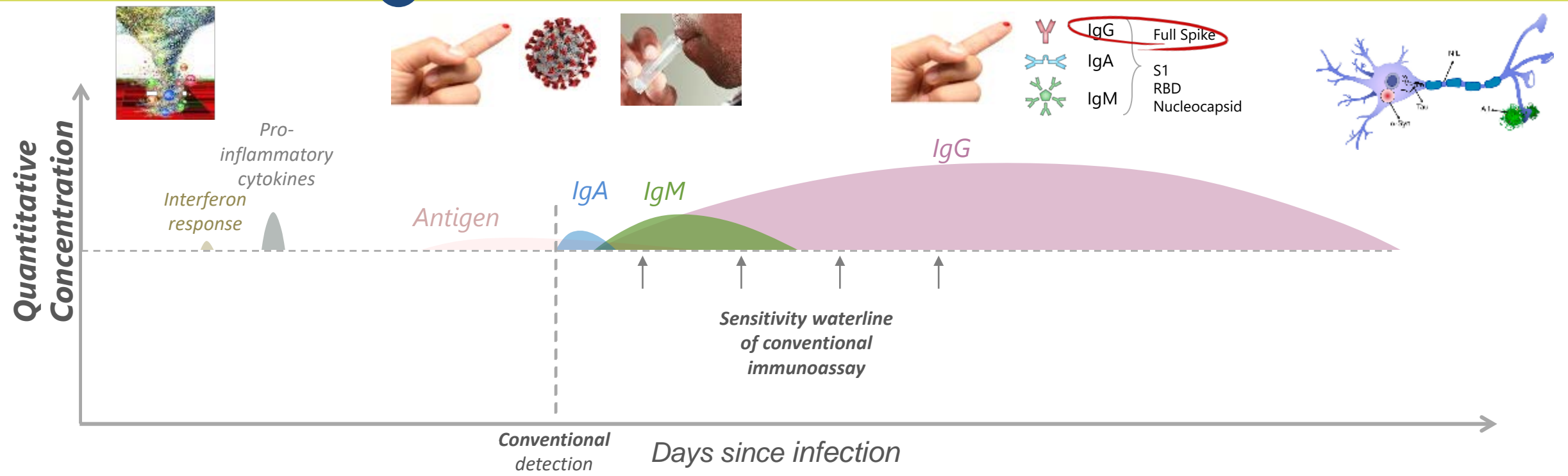
Selected for NIH RADx Feasibility Grant

 - Pre-Asymptomatic detection (P24 – HIV)
- 2** High Definition Serology

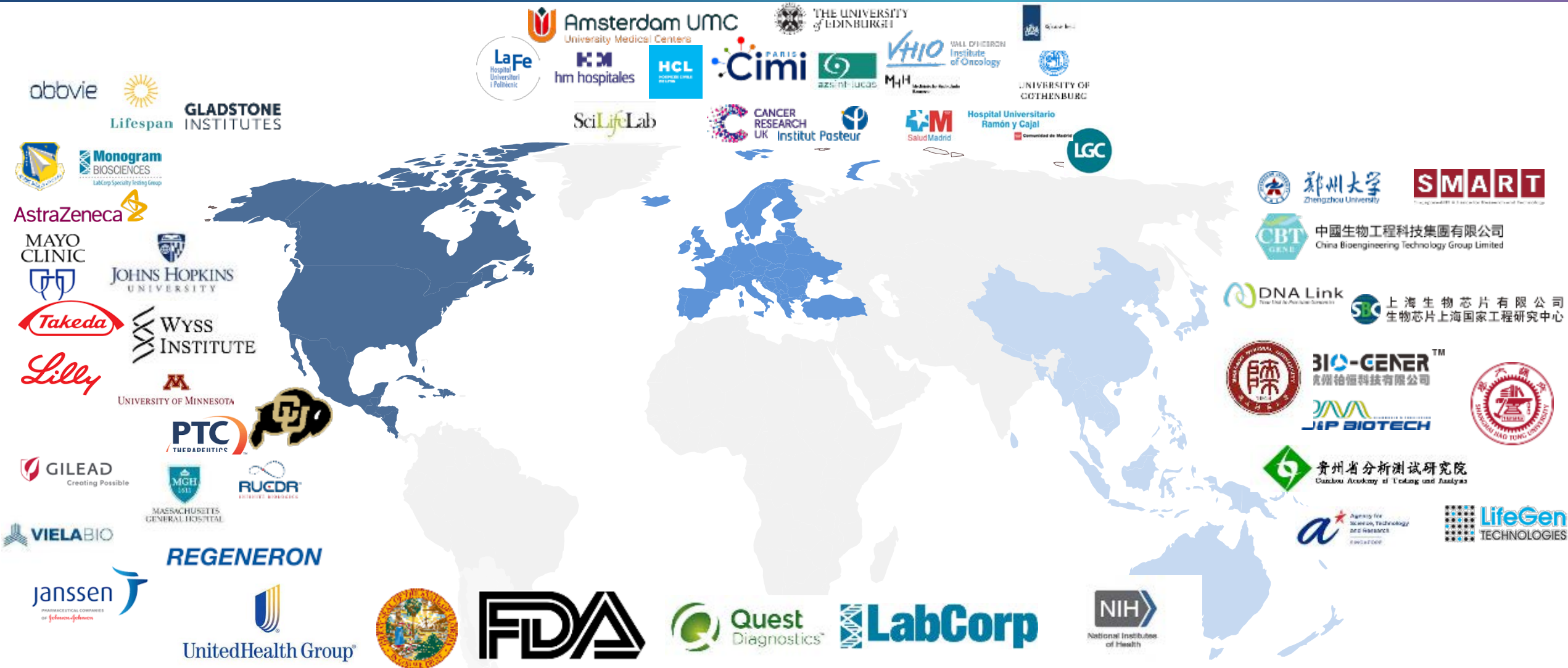
Won 5 Studies with one of the largest private Payor Groups
- 4** NfL – Brain Health

Measure impact on Brain & Cognitive Health

5 Comprehensive High-Definition Picture of entire SARS-CoV-2 & COVID-19



PPH Network has enabled worldwide outreach to leverage Simoa capabilities through collaborations with key participants



Payers + Quanterix; Biomarker Baseline Strategic Partnership



Millions of Members

Goal: Improved Outcomes

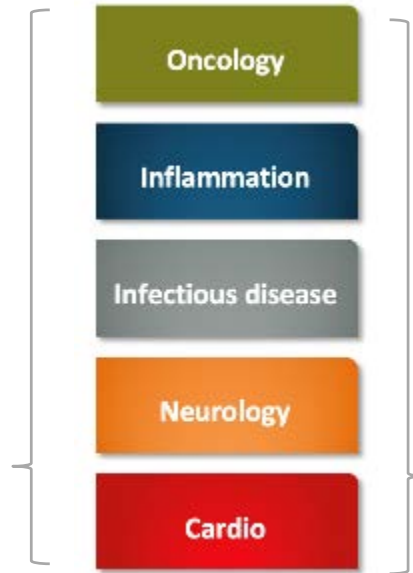
Early detection / intervention, remove cost, lengthen life, add members

Payer Groups

- A. Large COVID & health studies with a large Payer Group
- B. Measure baselines for health, aging & early detection



Goal: Improved Outcomes
Identify Biomarkers for early detection, discover Ai algorithms & expand testing



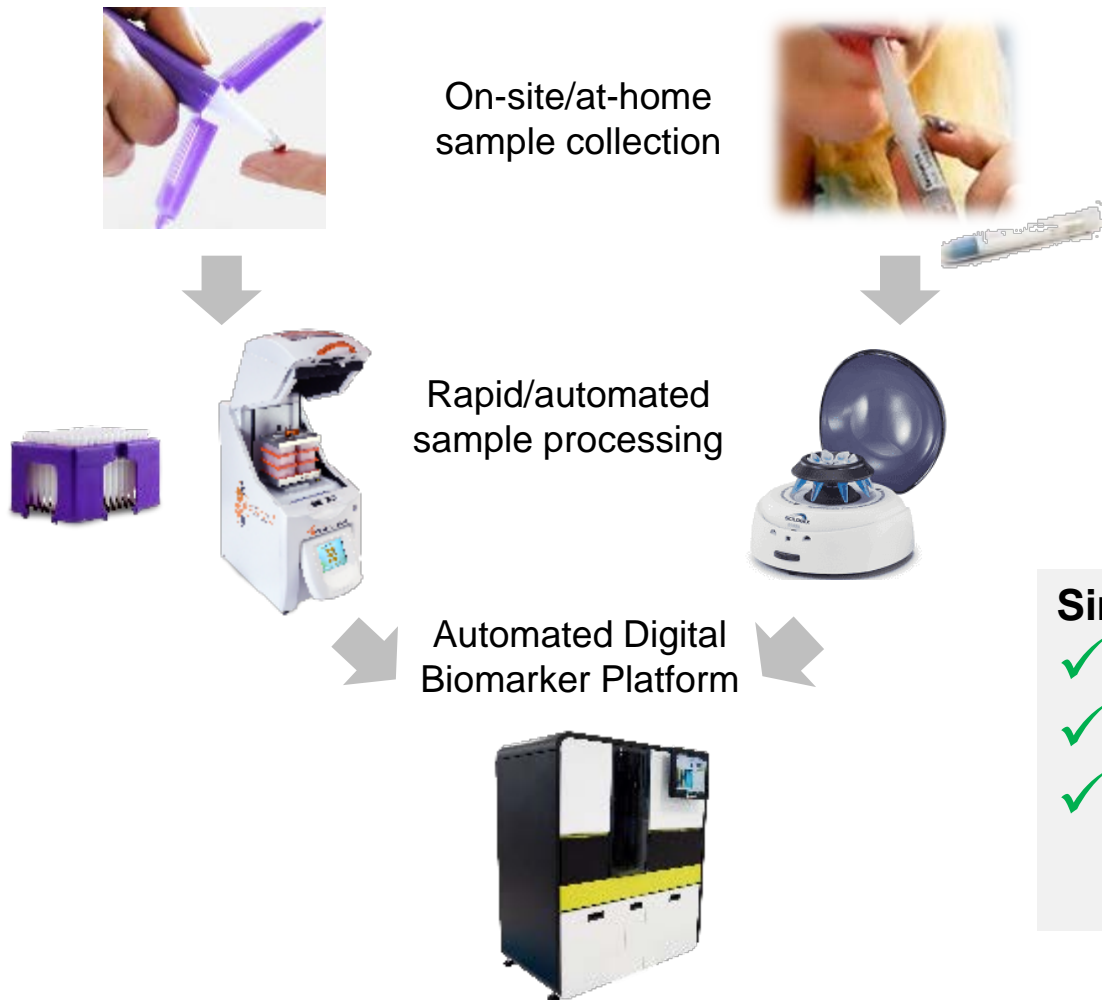
- A. Bm's + drug = **Deploy now**
- B. Bm's + No drug = **Find drug**
- C. Drug + No Bm's = **Find Bm's**

Priorities: Top \$ health issues
Action: Measure baselines for health screen and early therapy potential

Priorities: Top biomarkers for early detection
Action: Innovate next generation menu & platforms

PPH ecosystem
Pharma partners
NIH/FDA/CDC

Simoa Possible Testing Workflow



NP RT-PCR Testing:

- ✗ High false negatives
- ✗ High false positives
- ✗ Worker exposure during sampling
- ✗ Challenged supply chain
- ✗ Depletion of available PPE

High false negatives

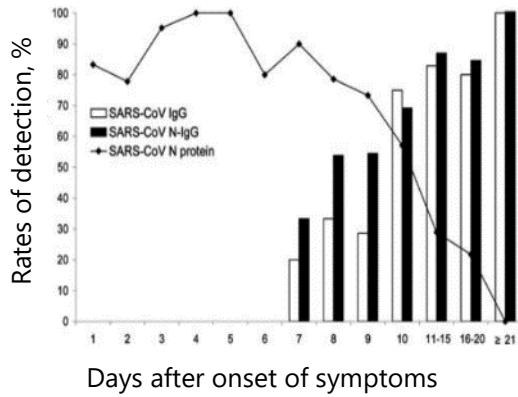


Simoa Home-Based Dried Blood Spot Test Development :

- ✓ Improved sampling testing and scalable infrastructure
- ✓ Less healthcare worker exposure, convenience and lower cost
- ✓ Supply chain distinct and sensitivity may enable increased accuracy

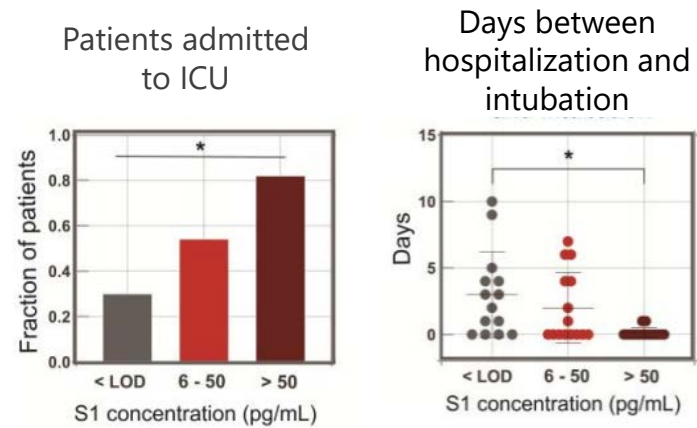
Highly Sensitive Simoa SARS-CoV-2 Antigen Test Improves Performance and May Extend Detection Window Beyond PCR

SARS-CoV-1 Antigen in Blood



Che et al, 2004

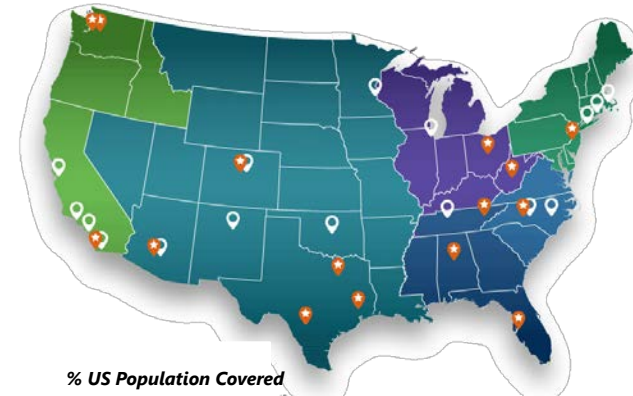
Simoa SARS-CoV-2 Antigen in Blood



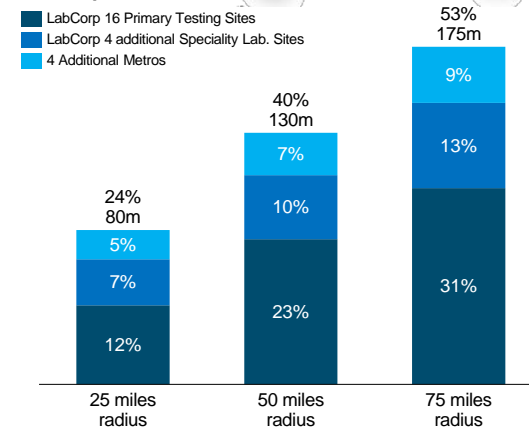
Ogata et al, 2020 (preprint)

*Leveraging single molecule sensitivity of Simoa to measure SARS-CoV-2 antigen in **Blood**.
Multiplex potential with other antigens including Flu and serology.*

Practical Embodiment of Testing Reach Potential



% US Population Covered



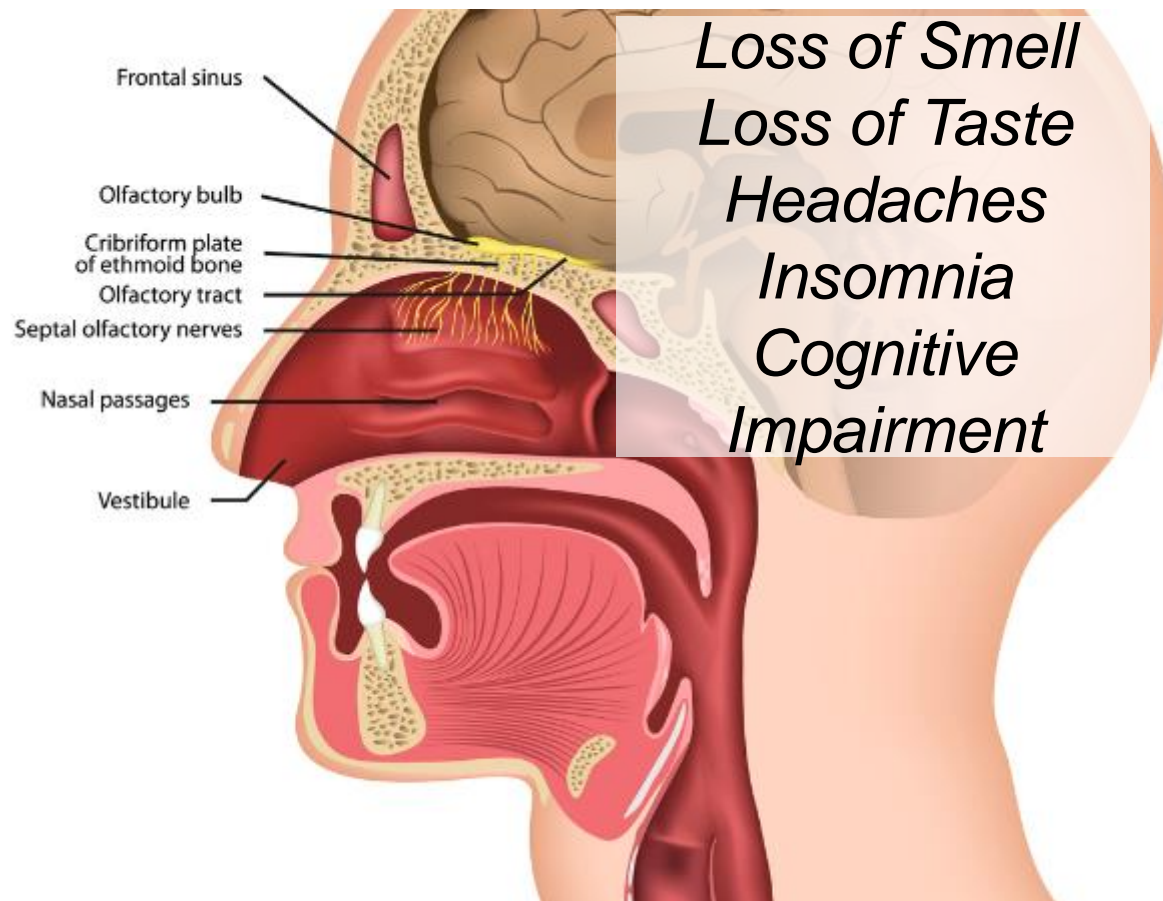
End of day/end of shift or at home sample collection (capillary, DBS, or saliva); on site or through existing network of >2000 local patient service centers

Leverage established logistics for sample transfer to large central labs

Leverage existing distributed network of large central labs

Results delivered prior to return to work/school/everyday activities

Growing body of evidence that COVID-19 is associated with many neurological symptoms including:



Journal of Neurology

Neuronal biomarker (sNF-L) would be extremely useful to identify neuro-axonal injury during SARS-CoV-2 and in post-infection follow-up.

Breakthrough Alzheimer's Disease testing recently published in *JAMA* – highlighting:

- ▶ *Simoa P-tau 181*
- ▶ *Simoa Nf-L*
- ▶ *Simoa Total Tau*
- ▶ *P-Tau 217*

The New York Times

'Amazing, Isn't It?' Long-Sought Blood Test for Alzheimer's in Reach

Scientists say such tests could be available in a few years, speeding research for treatments and providing a diagnosis for dementia patients who want to know if they have Alzheimer's disease.

HEALTH

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

Ken Alltucker USA TODAY
Published: 8:09 p.m. ET, Jul. 28, 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.

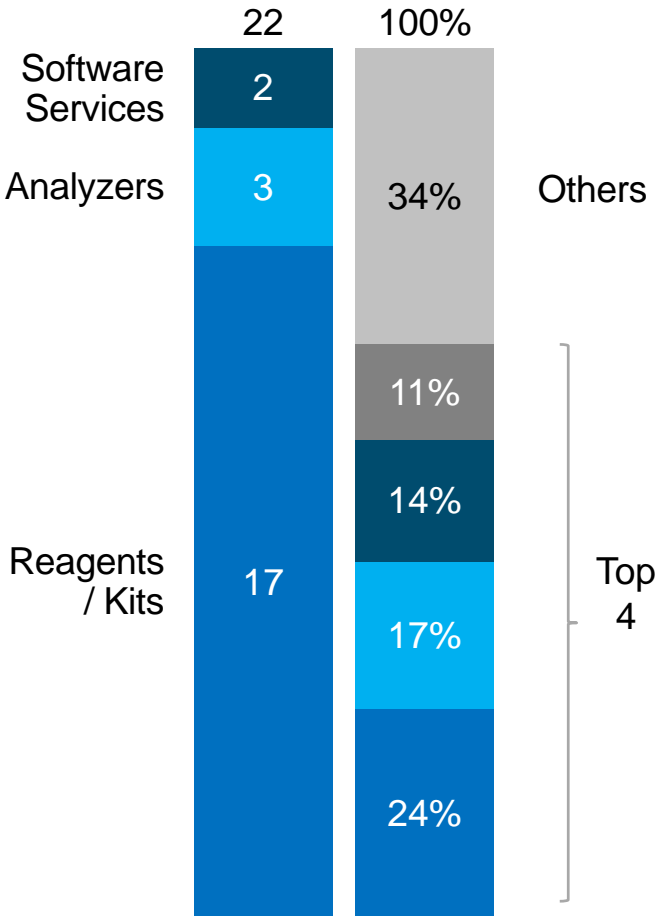
In one study published in *JAMA*, researchers said the blood test could identify Alzheimer's disease and even detected signs of disease 20 years before



Simoa Technology Has Promise to Advance IVD market

Potential to apply validation established in RUO markets

WW Immunoassay Market*
\$bn (2020F)

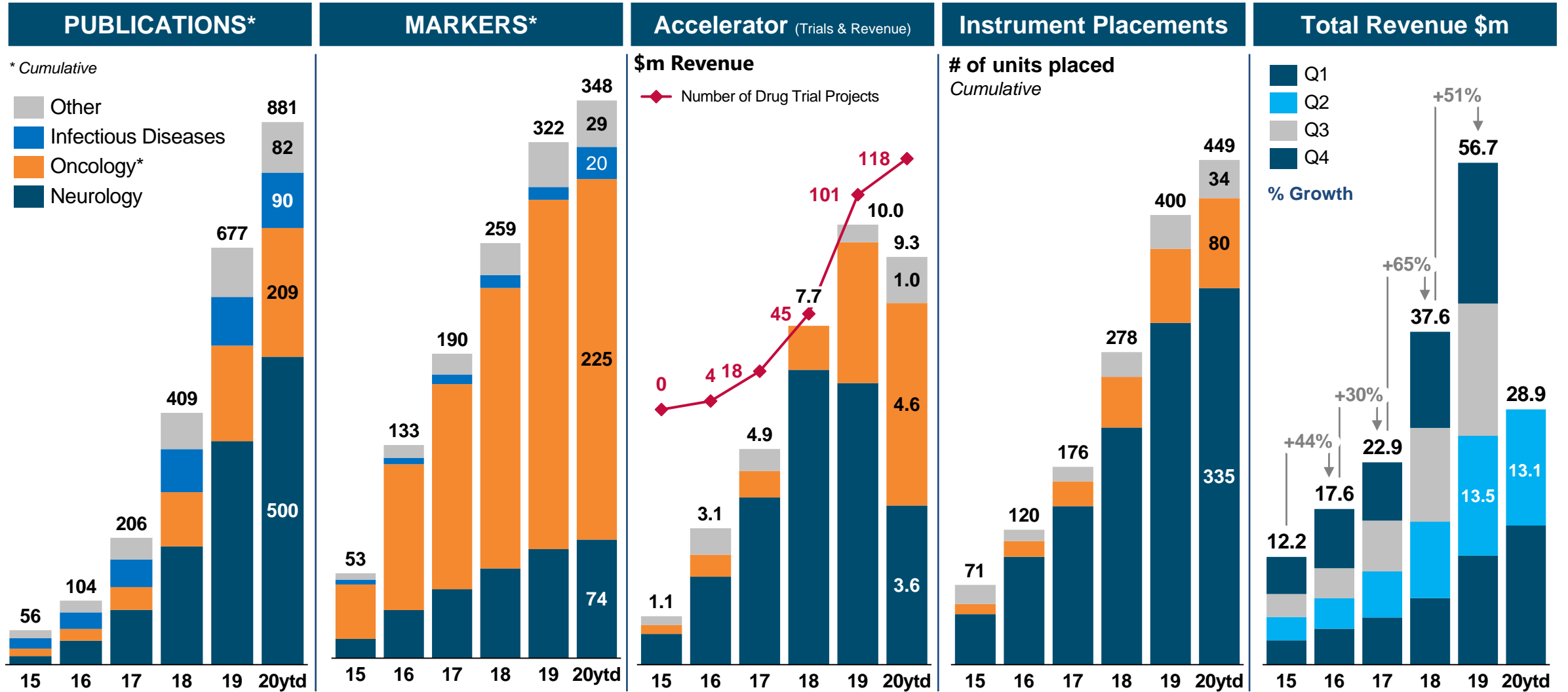


- IVD Core-Labs and PoC are large, stable, growing attractive markets w/ high barriers of entry
- QTRX recaptured exclusive IVD rights from bioMérieux, reinstating Dx opportunity
- Simoa technology, validated in RUO market, has promise to advance IVD market:
 - ✓ Improved sensitivity and specificity
 - ✓ Enables less invasive sampling
 - ✓ Shortens assay development timelines
 - ✓ Enhances Speed & Throughput
 - ✓ Reduce instrument footprint
 - ✓ Lowers reagent costs
 - ✓ Enables more comprehensive assay menu
 - ✓ Enables multiplex panel
- Compelling YTD advances with Large Payer Group, NIH-RADx, Major Pharma Nf-L/pTau & publications have helped validate Simoa in RUO market
- Opens doors for Win-Win opportunities for IVD relationships

* [MarketsandMarkets, May 2018](#), 2018 \$20.2bn, 5% CAGR estimate 2018 to 2020, Market share of Top-4 companies based Quanterix's analysis

Continuing our journey into 2020, despite COVID-19 Headwind

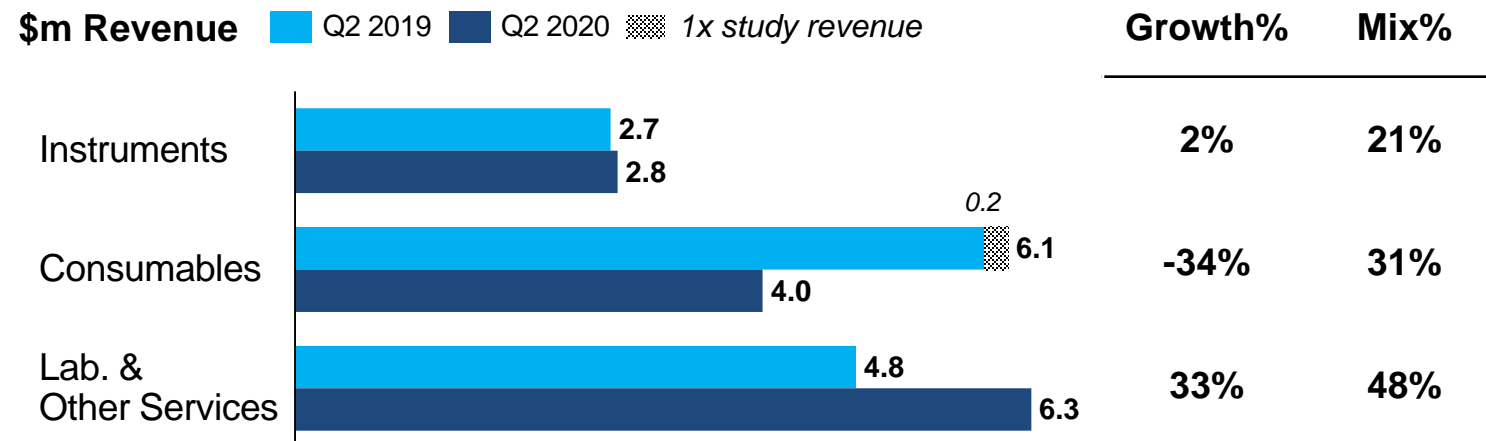
Further pivoting our focus to COVID/ID to drive breakout performance



* Incl. Immunology & Inflammation

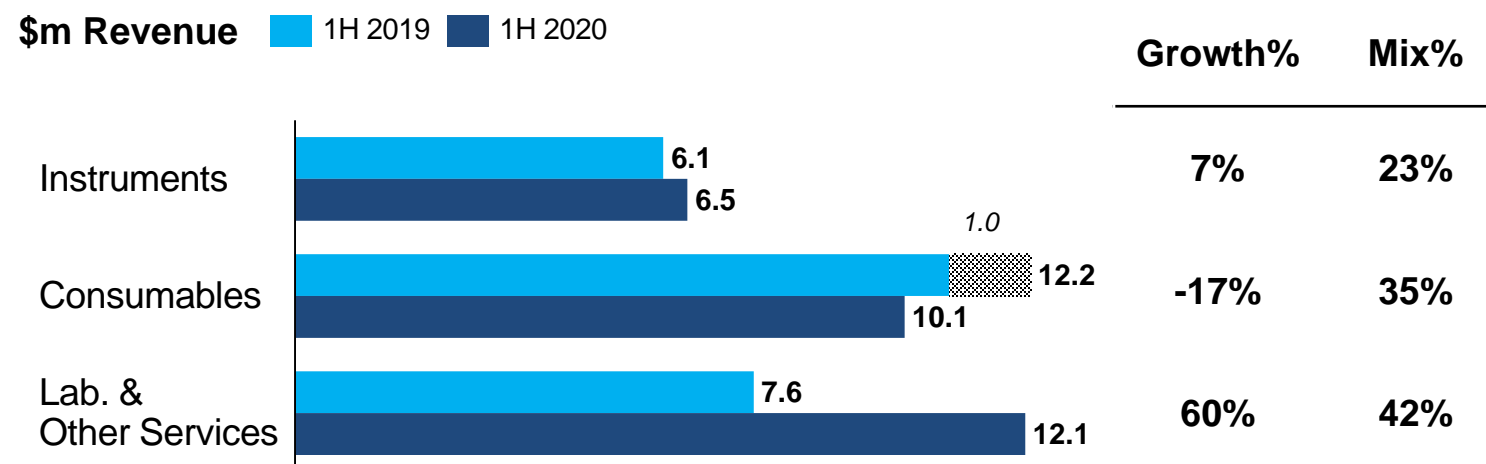
	Q2 2020	Q2 2019	YoY Growth
Revenue (\$million)			
US GAAP	\$13.1	\$13.5	-3.0%
Gross Margin (%)			
Adjusted*	44.1%	51.2%	-710 bps

Includes 354 bps adverse impact from Trade-In Program and 300 bps lower absorption due to lower consumables revenue



	1H 2020	1H 2019	YoY Growth
Revenue (\$million)			
US GAAP	\$28.9	\$25.9	+11.5%
Gross Margin (%)			
Adjusted*	46.5%	50.0%	-350 bps

Includes 272 bps adverse impact from Trade-In Program and 214 bps lower absorption due to lower consumables revenue



* Non-GAAP item. Reconciliations are included in the Appendix to this presentation.

TTM Revenue Stratification



Total Product & Services Revenue

	Growth
NA	+27%
Europe	+49%
Asia	+44%

Total Product & Services Revenue

	Growth
Pharma/Biotech CRO	+29%
Academia	+39%

Consumables & Accl. Services

	Growth
Neurology	+21%
Oncology*	+135%
Others	+91%

Exclude 1H FY19 \$1M 1x Study revenue; * Incl. Immunology & Inflammation

Instruments

Assay kits

Services

Bead based

Planar



HD-X

SR-X

SP-X

Plate

Bead

Accelerator

List Price: \$200k

List Price: \$75k

List Price: \$75k

255+ Installed (@YE 2019)
(200+ HD-1s, 55+ HD-Xs)

120+ Installed (@YE 2019)

15+ Installed (@YE 2019)

Fully automated

Benchtop

Benchtop

1-6 Plex

1-6 Plex

1 – 10+ plex

Neuro Focused

Neuro Focused

Onco / Covid Focused

300+ assays

Homebrew kits

Singleplex and Multiplex

100 Plate Kits

80 Bead Kits

Contract research

Custom assay development &
reagent production

CLIA and LDT capabilities

Blue Chip Customers

2019

Research Institutions

Biopharma

CROs & Other

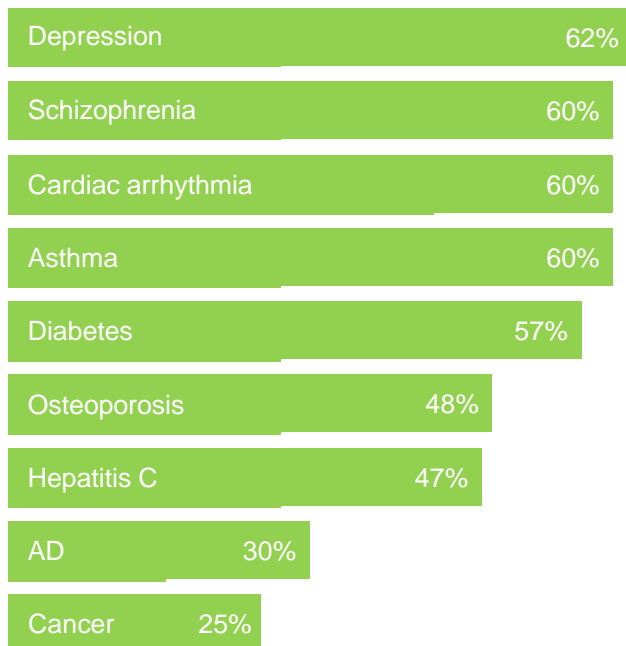


DRUG PERFORMANCE

TOXICITY

Adverse drug events are a substantial cause of Death in USA

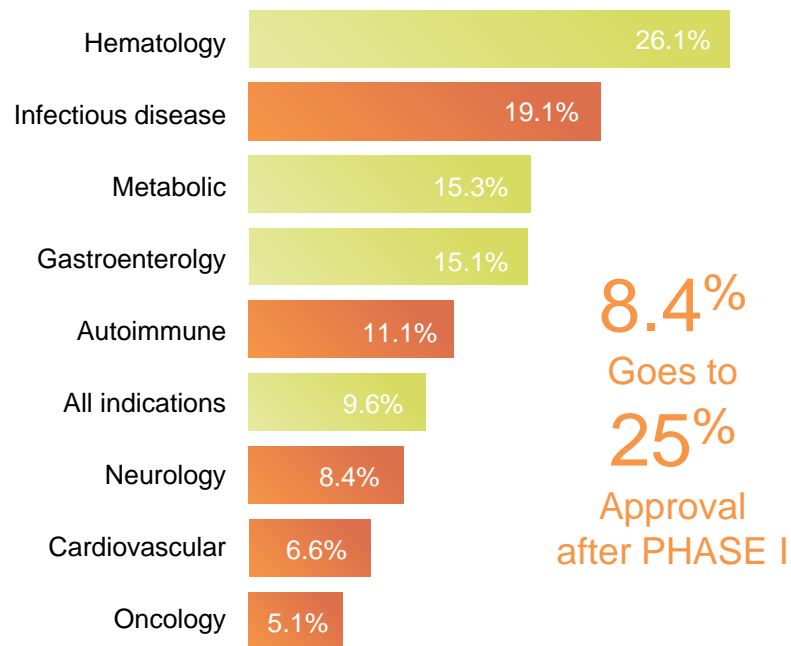
EFFICACY



PROBABILITY OF DRUG APPROVAL

300%

increase if biomarkers are used



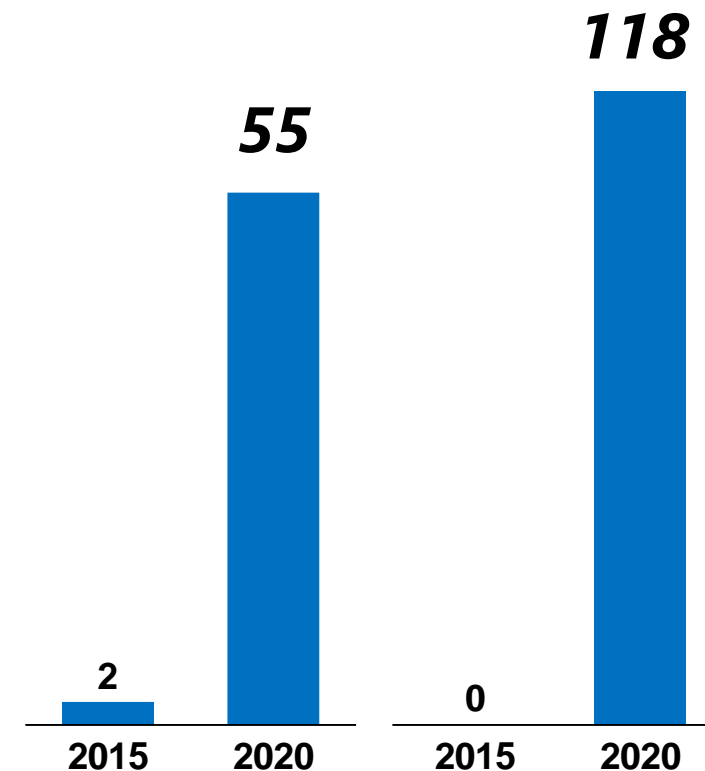
8.4%
Goes to
25%
Approval
after PHASE I

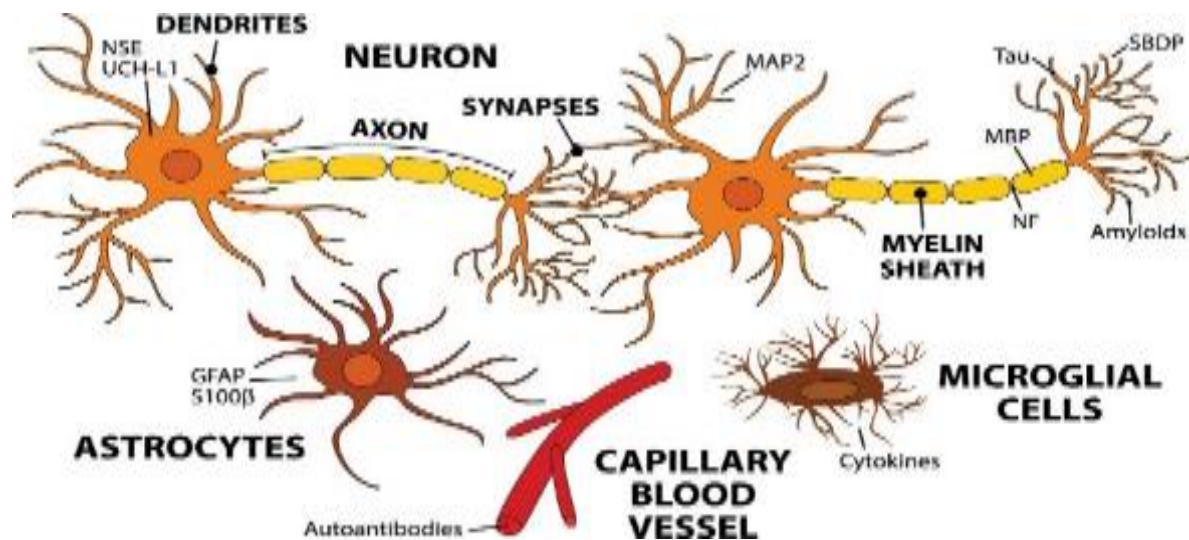
Probability of Phase III approval after Phase 1 approval

VALIDATION OF SIMOA IMPACT

Instruments at CROs

Projects at Quanterix





Neuro health is national Priority:

- COVID long-term impairment
- veteran PTSD / opioid addiction
- rapid AD ramp / mental issues
- healthcare cost burden

Drug makers need objective biomarker endpoints

1

Issued guidance to use biomarkers for drug approvals

2

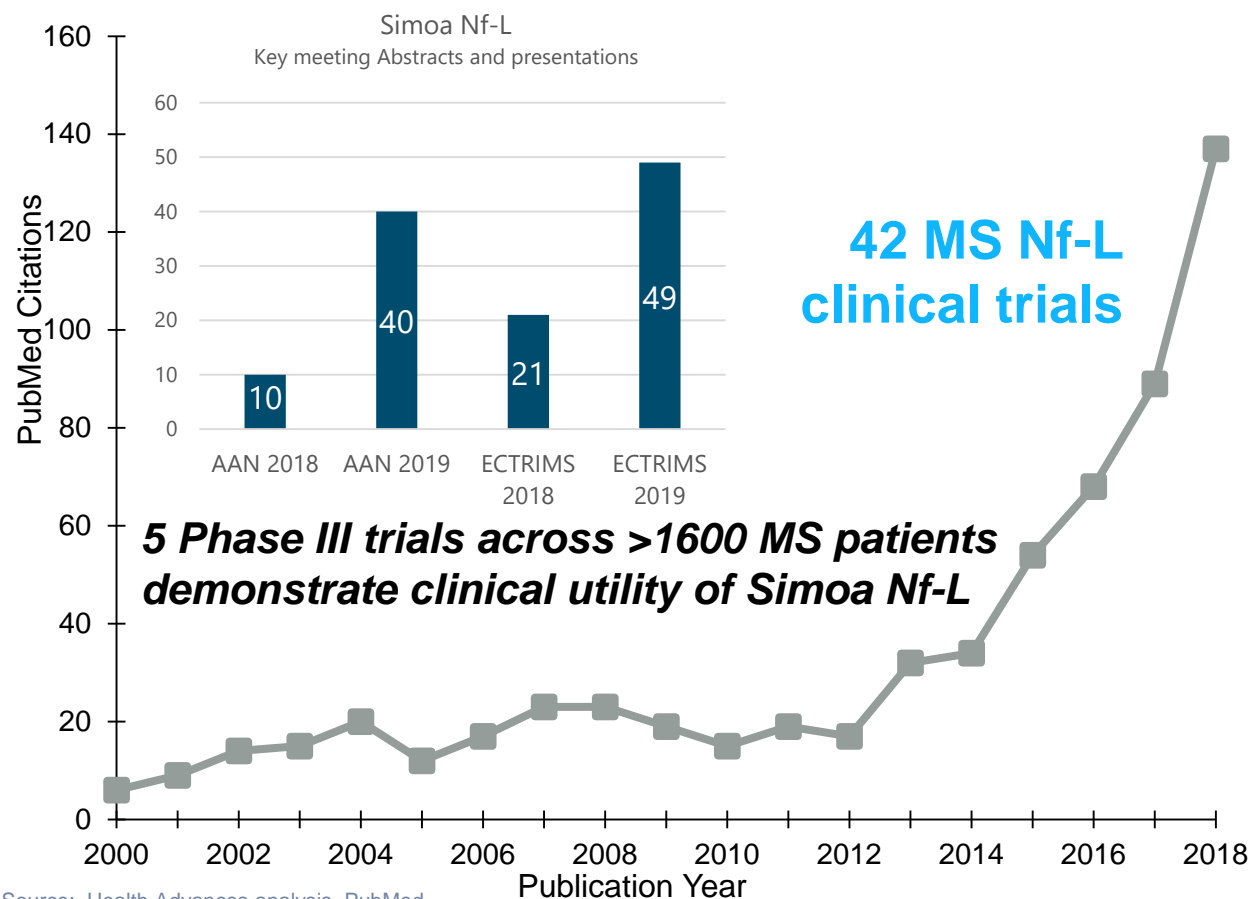
Rapid adoption

- Nf-L
- pTau 181 / 213
- Beta Amyloid
- GFAB

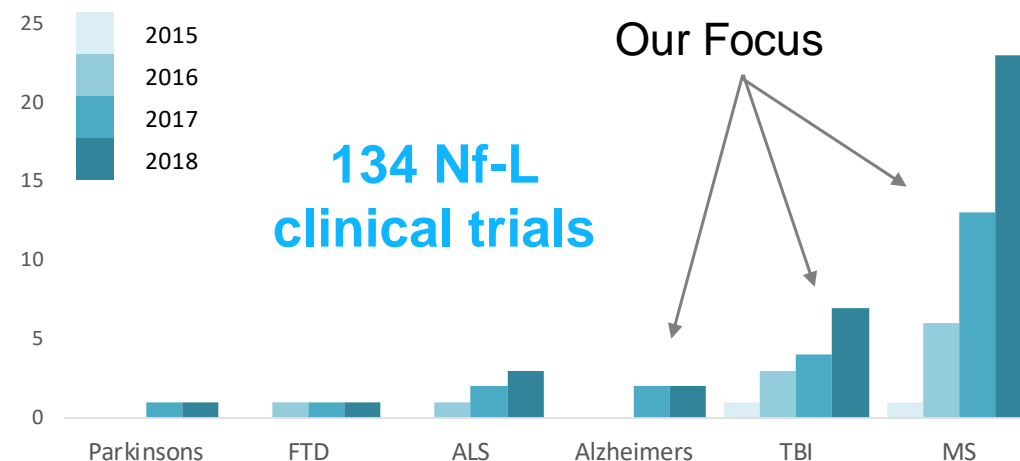
Source: Health Advances analysis, Quanterix materials.

Nf-L Rapidly Expanding as Best In Class Neuro Biomarker

PEER-REVIEWED PUBLICATIONS ON Nf-L



Nf-L PUBLICATIONS



STUDIES CONFIRM NFL CLINICAL UTILITY:

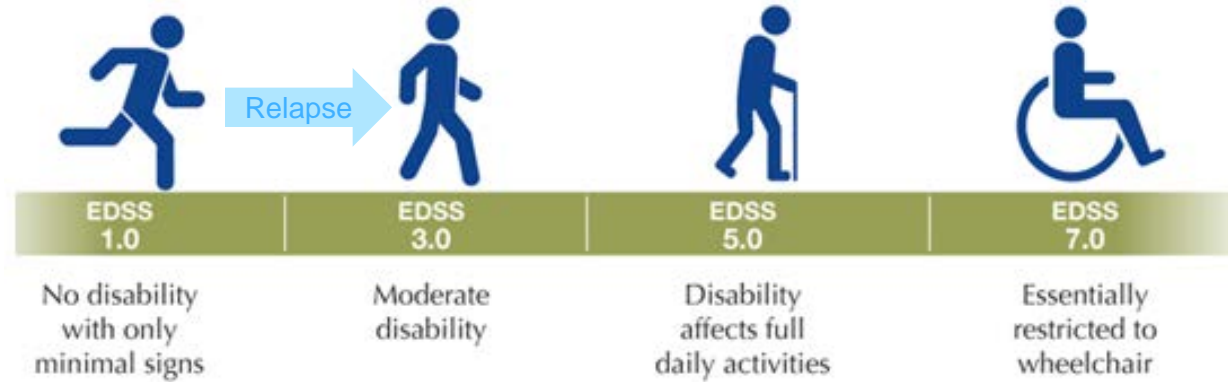
- Disease activity monitoring
- Drug efficacy monitoring
- Relapse/severity prognostic

Majority of published data obtained with Simoa Nf-L

Serum Nf-L Powering Major Drug Trials \$22B Market – 16 drugs



Right Drug?



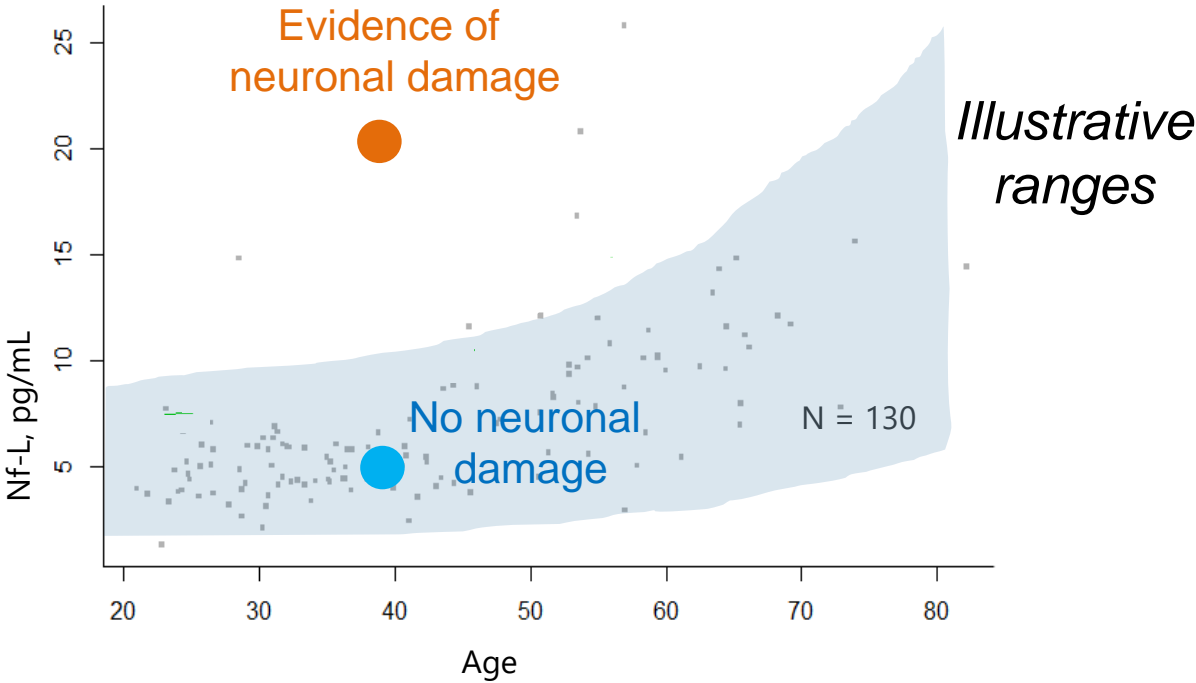
- Phase III ASCLEPIOS I/II trials
- **Nf-L used as secondary endpoint, reduction after 3 months**



- 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%

Neurofilament light chain (Nf-L): Normative Study Read-Out at ECTRIMS (Sept. 2020); landmark NIH TBI studies

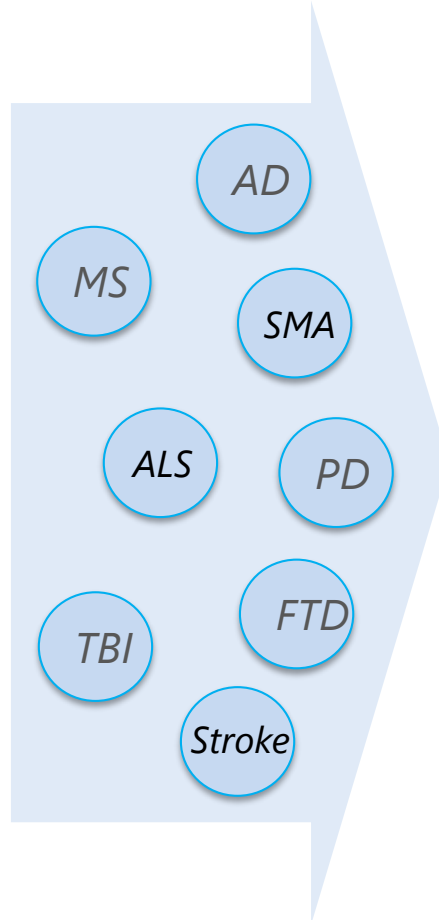
Nf-L Clinical Validation
Large normative study completed
11,000 healthy controls, >18,000 samples



Sotirchos et al, AAN 2019

CSF-based IVDs and NeuroTool Kit

• A β 42	• 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
• A β 37/38/40	• Osteopontin	• IGFBP7
	• NSE	• TRAIL



Blood-based SIMOA Neuro Assays

- | | | |
|-----------------------|---------------|---------------|
| ✓ A β 42 | ✓ tTau | ✓ pTau181/217 |
| ✓ Nf-L | ✓ BDNF | ✓ SNAP-25 |
| ✓ α -synuclein | • GDF-15 | ✓ IL-6 |
| ✓ GFAP | ✓ Neurogranin | • NPTX2 |
| ✓ S100b | ✓ sTREM2 | ✓ TDP43 |
| • VILP-1 | ✓ YKL-40 | ✓ MMP-3 |
| ✓ A β 37/38/40 | • Osteopontin | ✓ IGFBP7 |
| | ✓ NSE | ✓ TRAIL |

✓ *Developed in Serum and/or Plasma*



SIEMENS



Poised to Disrupt Healthcare and Create Significant Value

Execution: 2 – 3x value creation

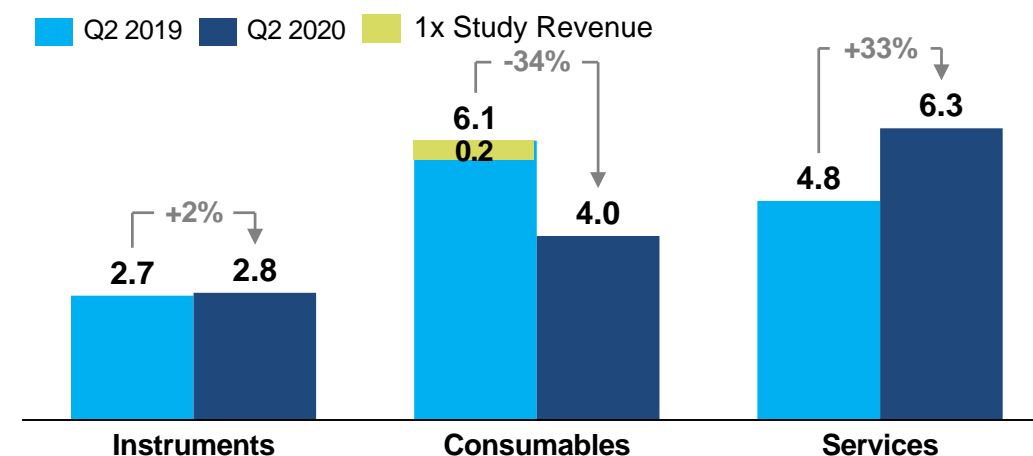
Aspirational: 10 – 15x value creation



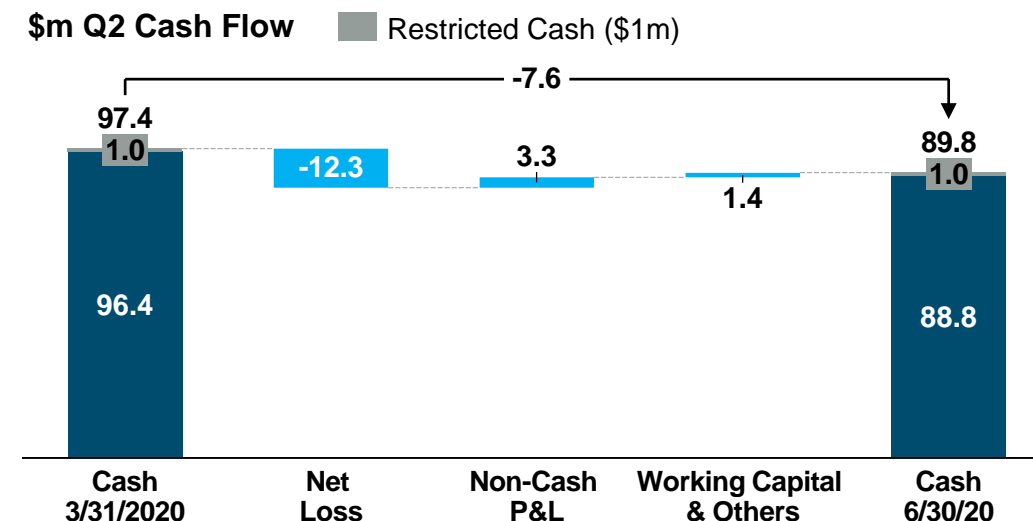
Q2 2020 Financial

In \$m	GAAP		Non-GAAP*	
	Q2 2020	Q2 2019	Q2 2020	Q2 2019
Instruments	2.8	2.7	2.8	2.7
<i>Growth vs. PYR</i>	<i>2%</i>		<i>2%</i>	
Consumables	4.0	6.1	4.0	6.1
<i>Growth vs. PYR</i>	<i>-34%</i>		<i>-34%</i>	
Services	6.3	4.8	6.3	4.8
<i>Growth vs. PYR</i>	<i>33%</i>		<i>33%</i>	
Collaboration	0.0	0.0	0.0	0.0
Total Revenue	13.1	13.5	13.1	13.5
<i>Growth vs. PYR</i>	<i>-3%</i>		<i>-3%</i>	
Cost of Goods & Services	7.9	6.6	7.3	6.6
Gross Profit	5.2	6.9	5.8	6.9
<i>Gross Margin %</i>	<i>40%</i>	<i>51%</i>	<i>44%</i>	<i>51%</i>
Operating Expenses	17.4	17.4	17.4	17.4
Loss from operations	-12.2	-10.5	-11.6	-10.5

\$m Q2 Revenue



\$m Q2 Cash Flow



* Non-GAAP item. Reconciliations are included in the Appendix to this presentation.

Quanterix™

APPENDIX



Reconciliation of non-GAAP Financials

In thousands (Unaudited)

in '000 USD	Three months ended June 30		Six months ended June 30	
	2020	2019	2020	2019
Total revenue	\$ 13,130	\$ 13,536	\$ 28,857	\$ 25,872
Gross profit	\$ 5,213	\$ 6,931	\$ 12,026	\$ 12,936
Acquisition-related purchase accounting charges (Note 1)	\$ 576	\$ —	\$ 1,396	\$ —
Non-GAAP gross profit	\$ 5,789	\$ 6,931	\$ 13,422	\$ 12,936
GAAP gross margin %	39.7%	51.2%	41.7%	50.0%
Non-GAAP gross margin %	44.1%	51.2%	46.5%	50.0%

Note 1: During the three months ended June 30, 2020, we incurred \$194 thousand and of acquisition-related amortization of inventory valuation and \$382 thousand of acquisition-related amortization of intangible assets adjustments in connection with our acquisition of UmanDiagnostics. During the six months ended June 30, 2020, we incurred \$631 thousand and of acquisition-related amortization of inventory valuation and \$765 thousand of acquisition-related amortization of intangible assets adjustments in connection with our acquisition of UmanDiagnostics.