Ouanterix® The Science of Precision Health

Q3 2020 Earnings

Kevin Hrusovsky Chairman & CEO

November 5, 2020

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 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.

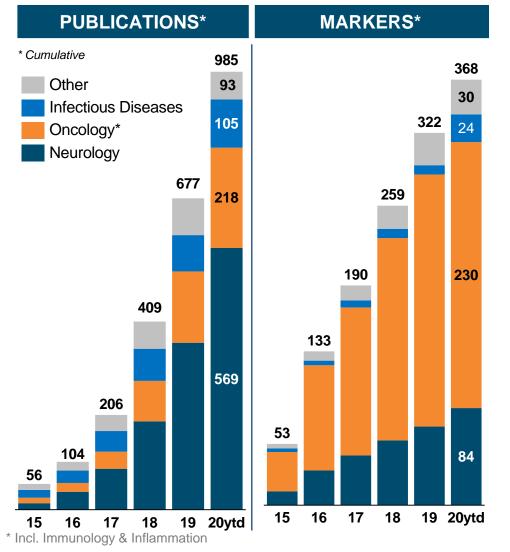
Today's Agenda

I. Strategic and Financial Progress – Kevin Hrusovsky – Chairman, CEO

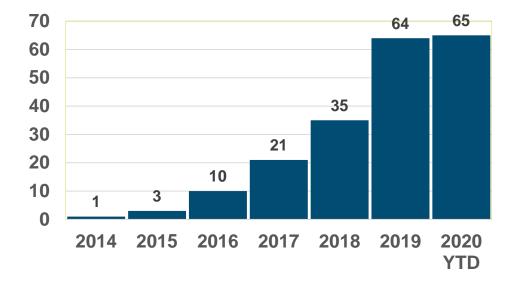
- i. Q3 2020 Strategic Advances & Highlights
- ii. Vision and Strategy Executional / Aspirational value creation
- II. Financial Report Amol Chaubal CFO
- III. Q&A

Continuing our journey into 2020, despite COVID-19 Headwind

Further pivoting our focus to COVID & Neuro to drive breakout performance



Alzheimer's Publications Accelerating



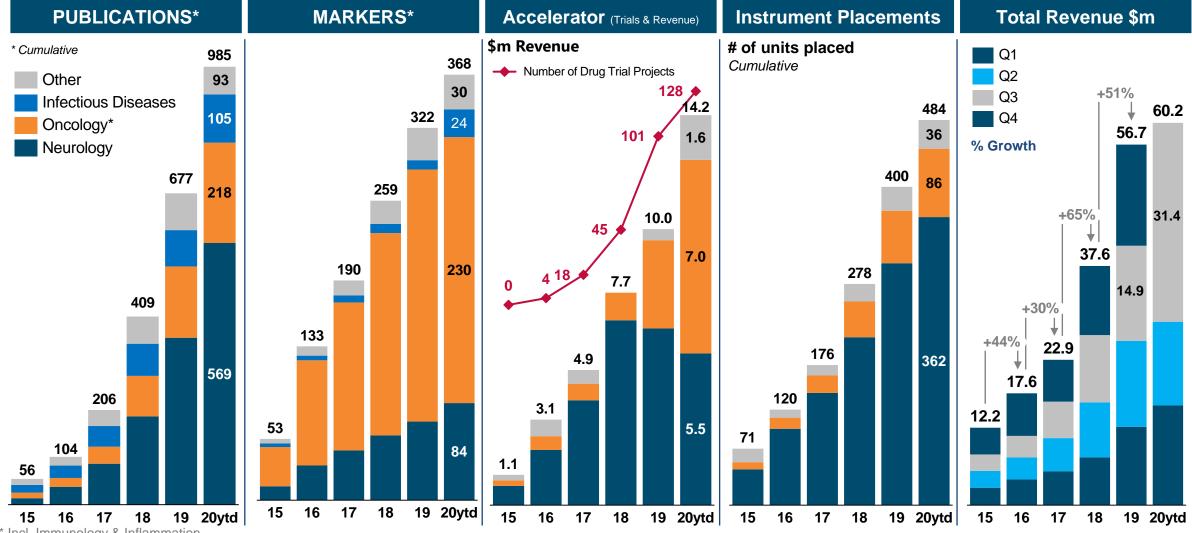
Simoa pTau-181 Highly Specific for AD Biogen momentum is progressing for first AD drug

sNf-L reveals AD 16 years before dementia sNf-L evolving role in MS disease progression sNf-L data showing COVID neurodegeneration

Quanterix

Continuing our journey into 2020, despite COVID-19 Headwind

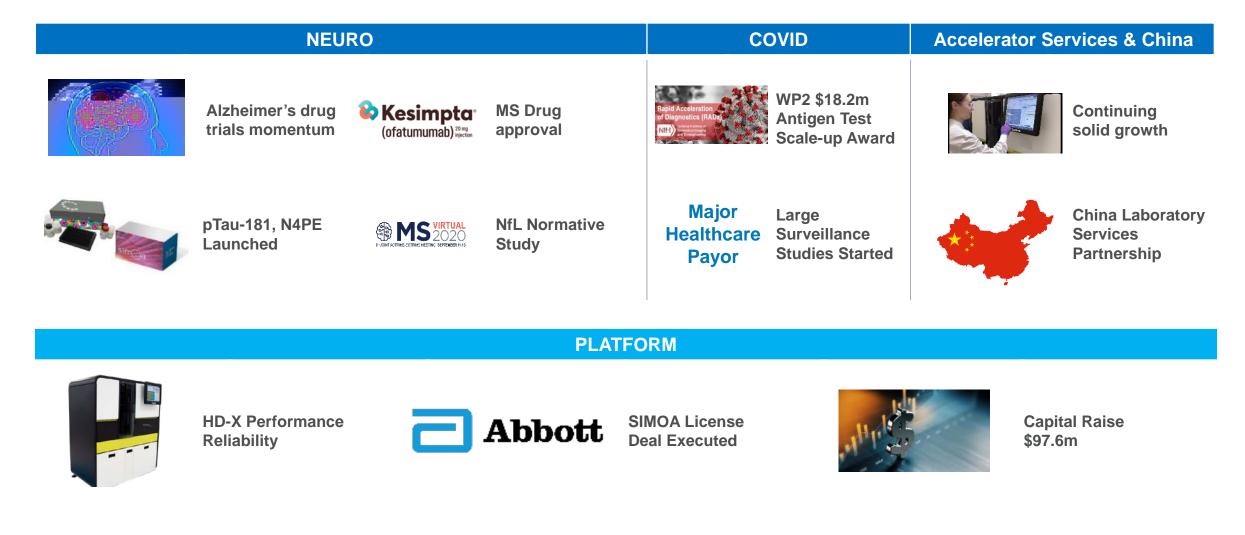
Further pivoting our focus to COVID/ID to drive breakout performance



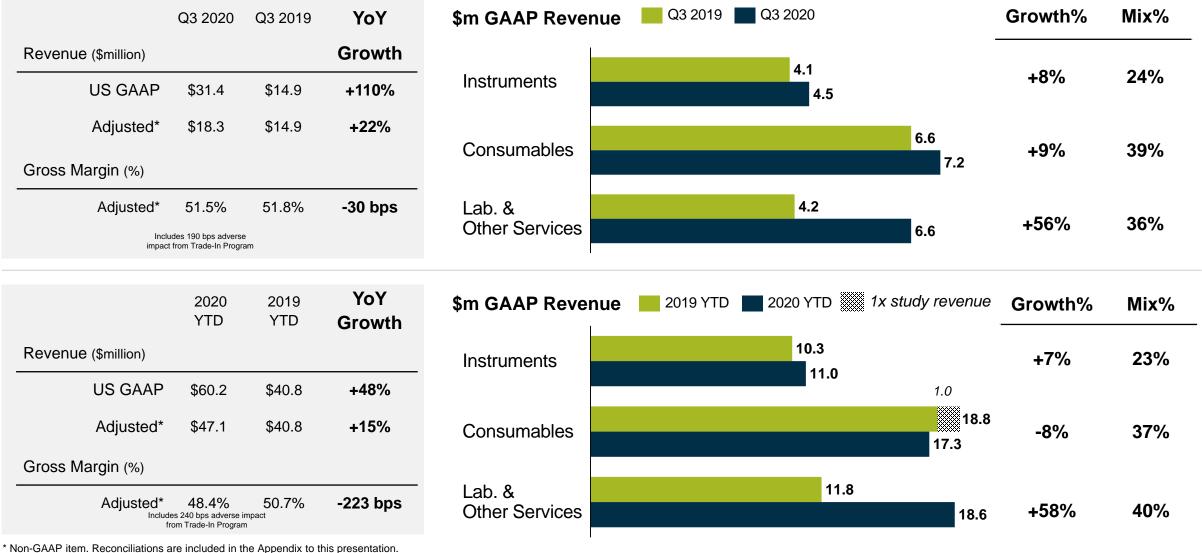
* Incl. Immunology & Inflammation

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Neuro + CAC Pivot Q3 2020 Advances



Q3 & YTD 2020



Quanterix Q3 2020 Earnings - Nov. 5, 2020

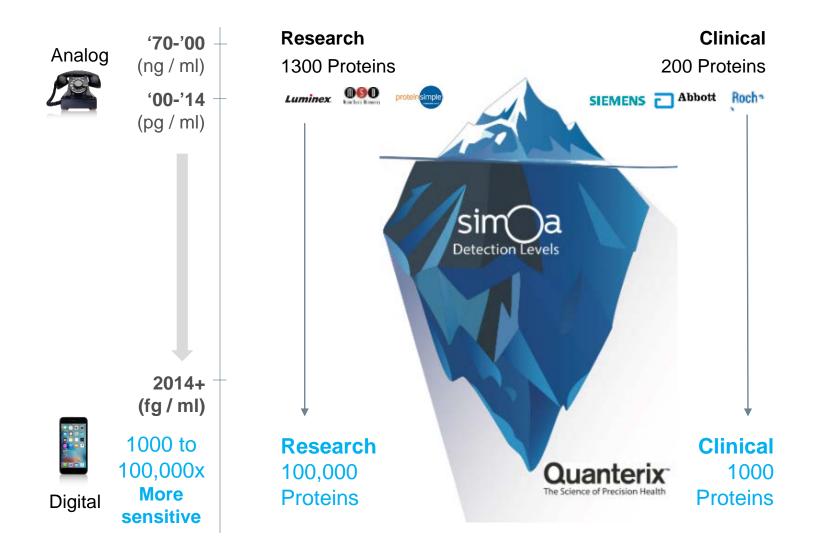
TTM Revenue Stratification



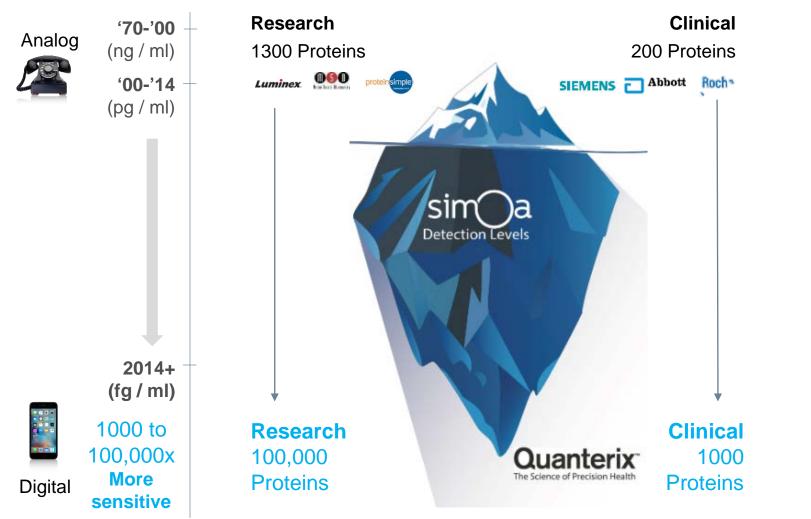
Exclude 1H FY19 \$1M 1x Study revenue; * Incl. Immunology & Inflammation

Quanterix Q3 2020 Earnings - Nov. 5, 2020

Digital Biomarkers Sensitivity Unlocking Proteomics Potential



Digital Biomarkers Sensitivity Unlocking Proteomics Potential



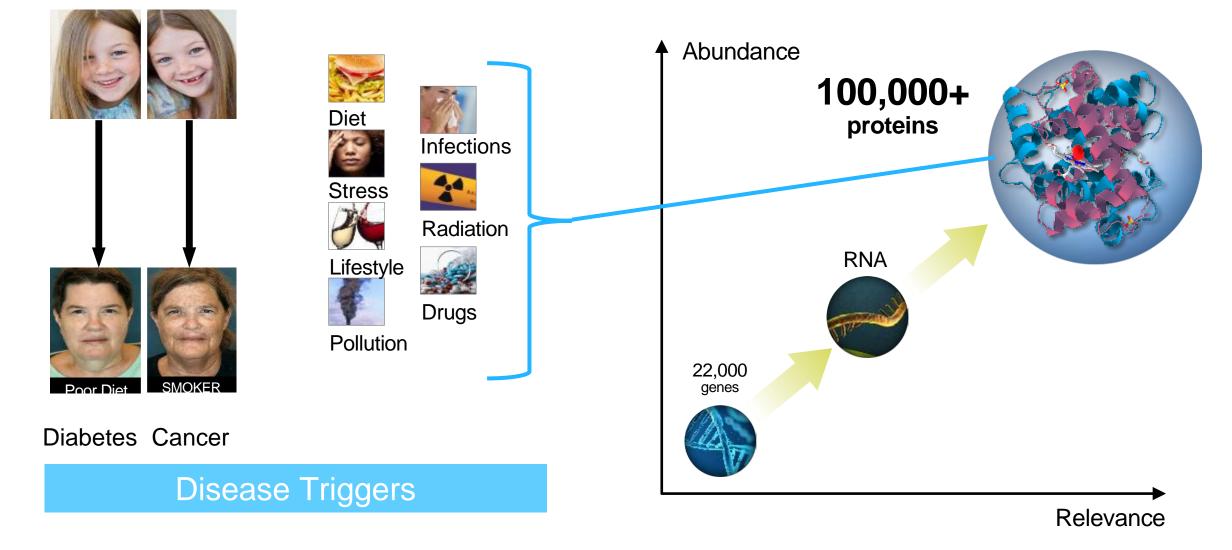
LATE : INVASIVE



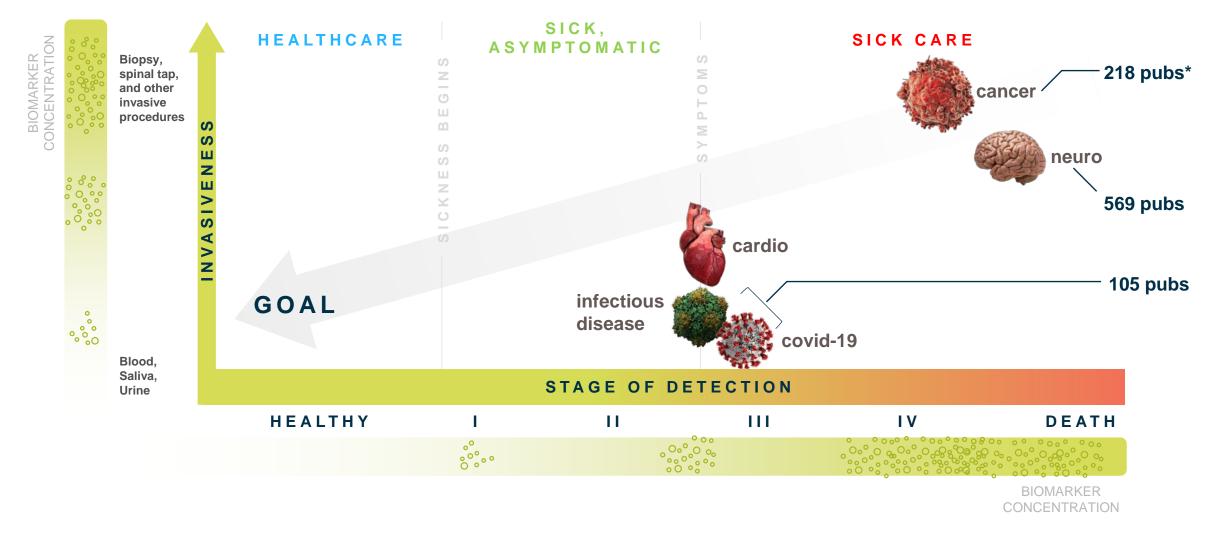


EARLY : NON-INVASIVE

Proteins Predictive of Health

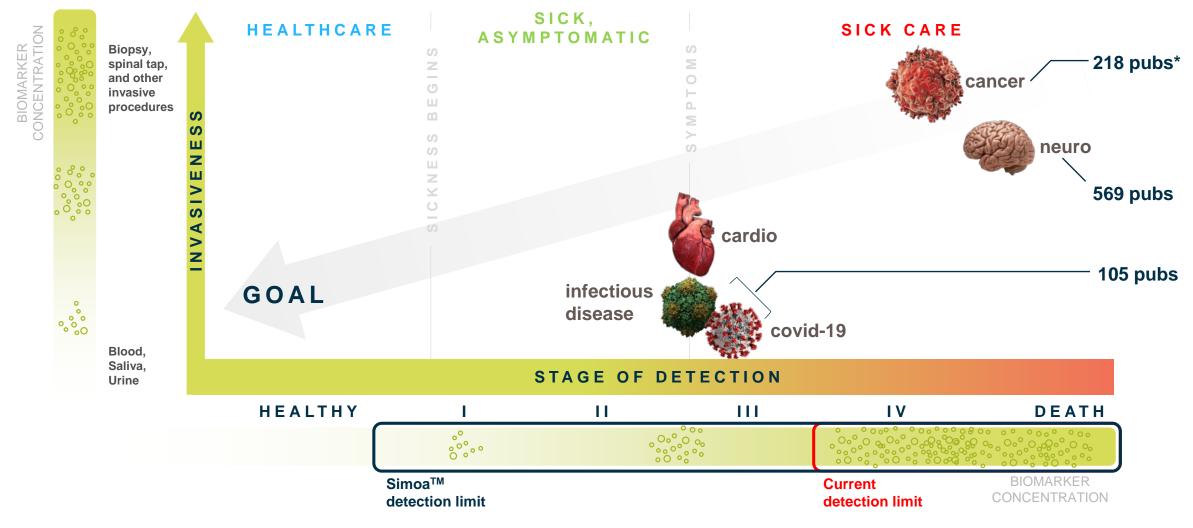


Simoa[®] Enlightens Health to Disease Continuum



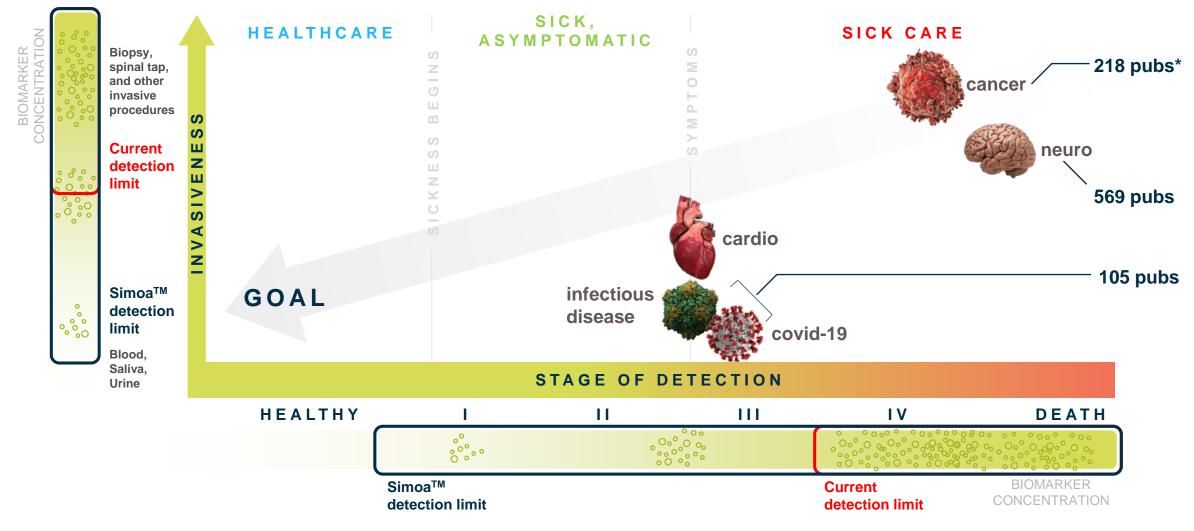
* Incl. Immunology & Inflammation

Simoa[®] Enlightens Health to Disease Continuum



* Incl. Immunology & Inflammation

Simoa[®] Enlightens Health to Disease Continuum



* Incl. Immunology & Inflammation

Transforming Drug Development

Drug Performance

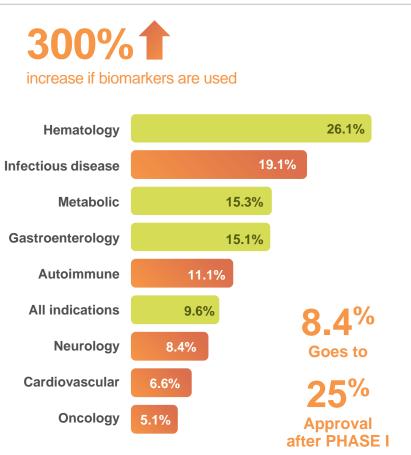
TOXICITY

Adverse drug events are a substantial cause of death in USA

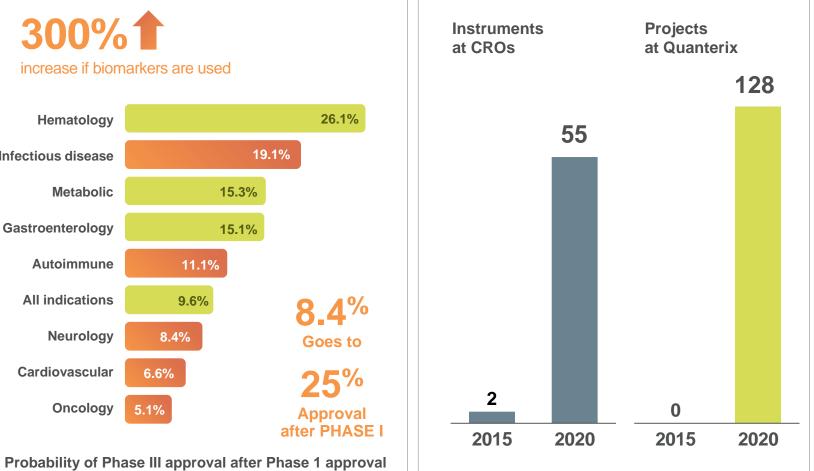
EFFICACY

Depression			62%
Schizophreni	а		60%
Cardiac arrhy	rthmia		60%
Asthma			60%
Diabetes		:	57%
Osteoporosis	5	48%	
Hepatitis C		47%	
AD	30%		
Cancer	25%		
Source: Bio Industry Analy	vsis; Clinical Developme	nt Success Rates (Ju	ne 2016)

Probability Of Drug Approval



Rapid Adoption Of Simoa[™]



Rapid Adoption for Transforming Drug Development - 2019

Research Institutions



Biopharma

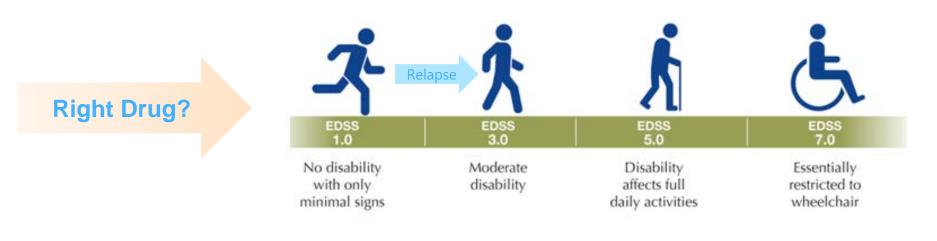


CROs & Other



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





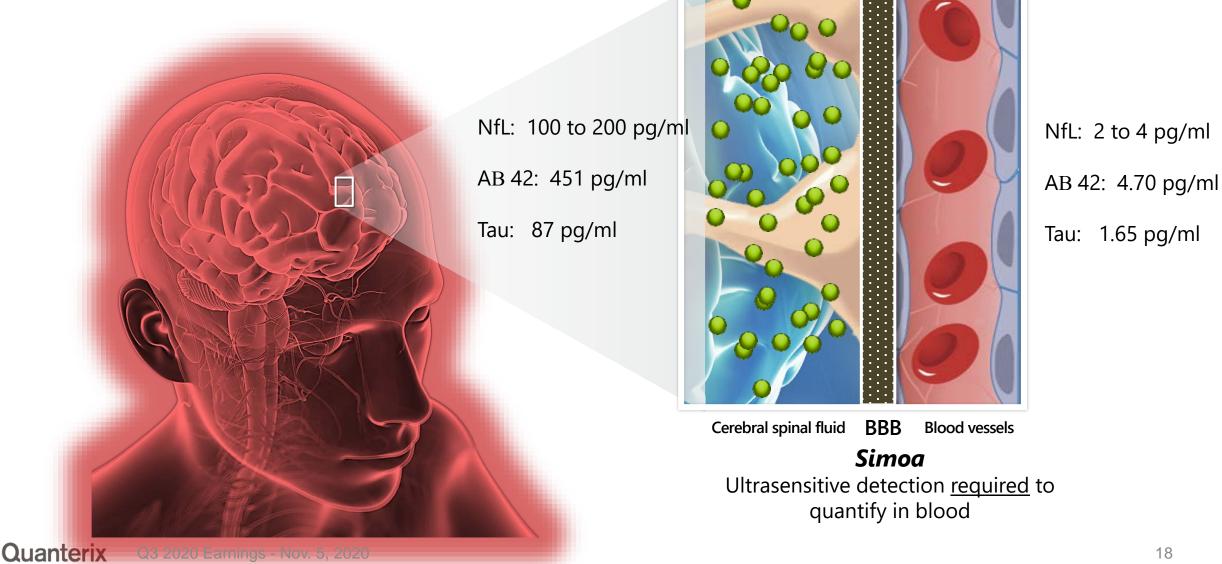
U NOVARTIS APPROVED IN Q3

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

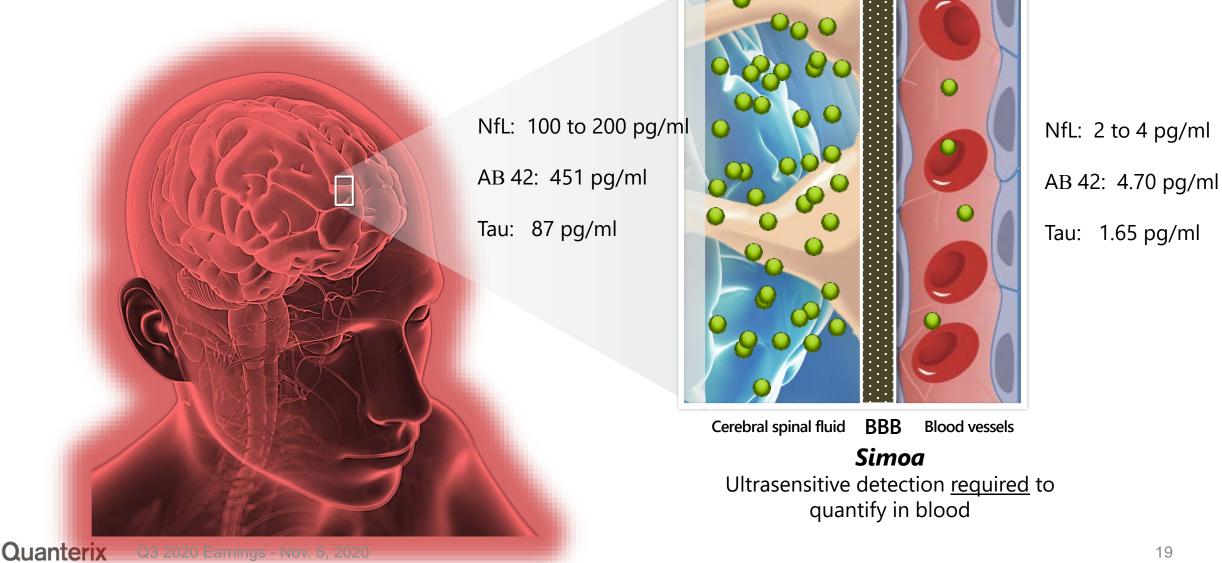


- Phase III OPERA I/II AND ORATORIO trials: Nf-L lowered to healthy.
- Ocrevus: \$1.75B sales, highest MS drug share in US of 40%

Revolution in Neuronal Biomarkers Measurement: CSF & Blood



Revolution in Neuronal Biomarkers Measurement: CSF & Blood



Neuro Diagnostics

CSF-based IVDs and NeuroTool Kit

• Αβ42	• 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

Neuro Diagnostics

CSF-based IVDs and NeuroTool Kit

• Αβ42	• tTau	• pTau181
• Nf-L	• BDNF	• SNAP-25
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• Aβ37/38/40	 Osteopontin 	• IGFBP7
	• NSE	• TRAIL



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

Blood-based SIMOA Neuro Assays

	✓ Αβ42,Αβ40	√ tTau	✓ pTau181/217	SIEMENS
	✓ Nf-L	✓ BDNF	✓ SNAP-25	Roche
ľ	√ α-synuclein	• GDF-15	✓ IL-6	- Abbott
	✓ GFAP	✓ Neurogranin	• NPTX2	
	✓ S100b	✓ sTREM2	✓ TDP43	BIOMÉRIEUX
	✓ VILP-1	✓ YKL-40	✓ MMP-3	C C
	• Αβ37/38	✓ Osteopontin	• IGFBP7	Biogen
		✓ NSE	✓ TRAIL	M.
				() NOVARTIS

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



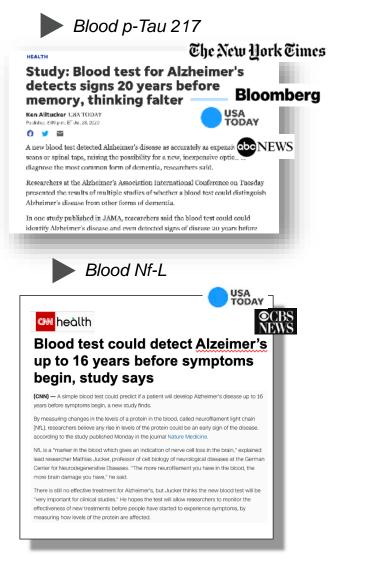
Roche



21

An Alzheimer's blood test is now within reach....

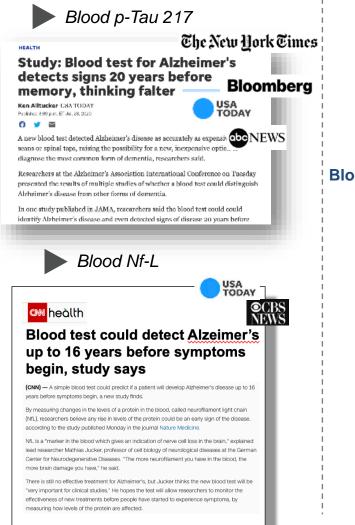
Very early detection



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An Alzheimer's blood test is now within reach....

Very early detection



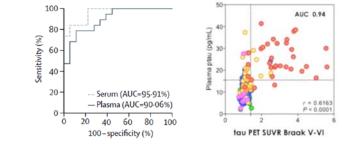
High specificity and clinical accuracy

Blood p-Tau 181

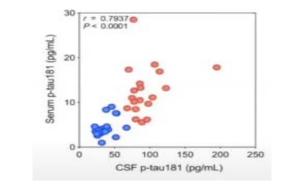
Blood phosphorylated tau 181 as a biomarker for Alzheimer's disease: a diagnostic performance and prediction modelling study using data from four prospective cohorts

Thomas K Kankari", Tharisk A Pascoal", Nicholas J Ashton, Shoema Janelidze, Andréa Lessa Benedet, Joan Lantero Rodriguez, Mira Chamour, Meliosa Savard, Min Su Kang, Jacepin Themiaut, Michael Schöll, Gassan Massarweb, Jean-Paol Sovy, Kina Hoghend, Gunna Binimadim, Niklas Mattsson, Sebastian Palmpineis, Sarge Gauthies, Feis Stormet Hermik-Zetteberg, Doka Hansson, Pedor Rosa Metol, Kaj Biennowi

Blood p-tau181 predicts amyloid pathology & identifies AD

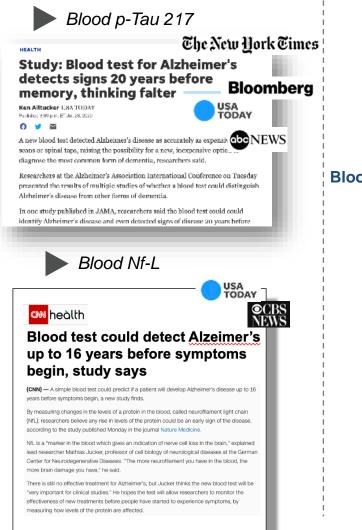


Strong correlation between CSF and blood p-tau181



An Alzheimer's blood test is now within reach....

Very early detection



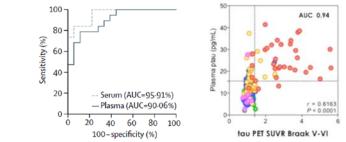
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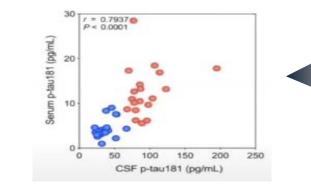
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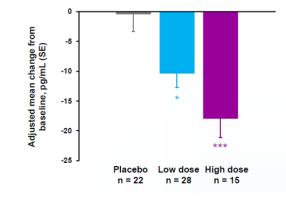
Strong correlation between CSF and blood p-tau181



Relevance to Alzheimer's treatment

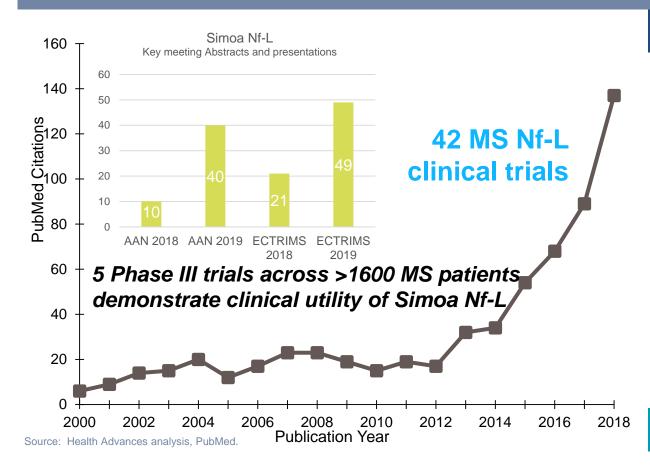


CSF p-tau181 modulated by aducanumab

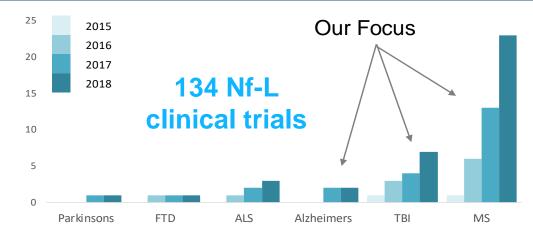


Nf-L Rapidly Expanding as Best In Class Neuro Biomarker

PEER-REVIEWED PUBLICATIONS ON Nf-L



Nf-L PUBLICATIONS



STUDIES CONFIRM NFL CLINICAL UTILITY:

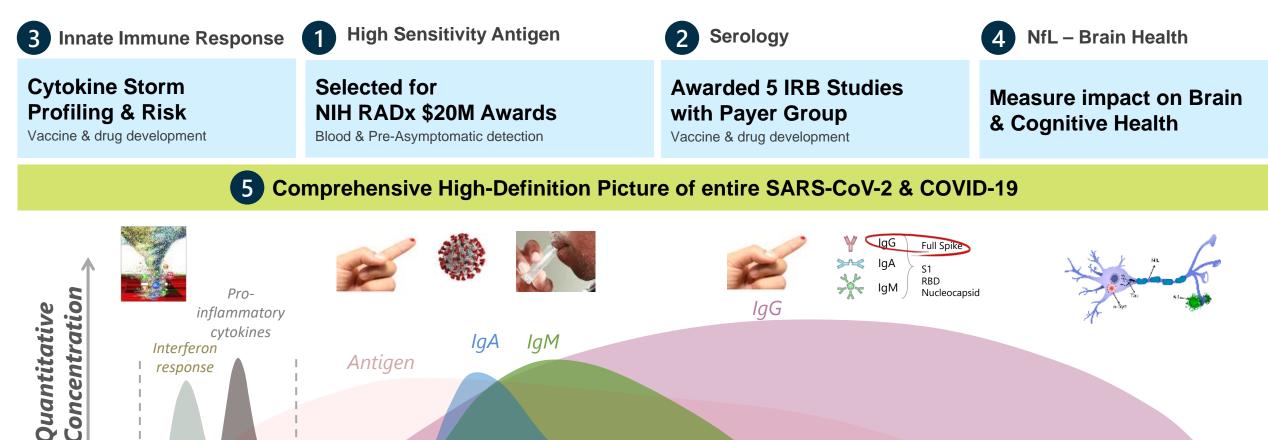
- Disease activity monitoring
- Drug efficacy monitoring
- Relapse/severity prognostic

Majority of published data obtained with Simoa Nf-L

High-Definition picture of SARS-CoV-2 Infection

Conventional

detection



Days since infection

Simoa innate

detection

Simoa Ag/Ab

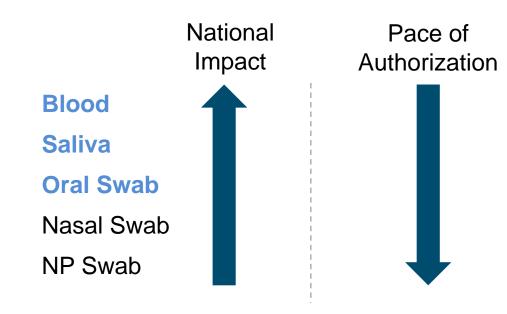
detection

Expanding the Diagnostic Window

Diagnostic Utility In Asymptomatic & Pre-Symptomatic Patients

Robust Antigen Detection from Dried Blood Key priority: expand the diagnostic window to **Spots in Pre & Asymptomatic Patients** open the door for asymptomatic & presymptomatic population surveillance testing 100000 10000 1000 0 1.00 00 100 At peak performance, PCR still 0.75 20% false negative 10 0 1-0.50 0.10.25 0.01 0.001 0.00 PCP: ASYMP. 21 14 0 7 PCR Testing Antigen Testing (Quidel & RD PCR-QTRX Antigen Testing QTRX Antibody Testing

Considerations for Agencies & Commercialization Logic



What is FDA's view on pre-symptomatic & asymptomatic spread given the urgent challenges with current testing?

National testing needs to be urgently corrected BUT the approval process / pace may be at odds with rapidly advancing next generation testing paradigms

Emerging Payer & Biomarker Relationship Holds Disruption Promise



Payer Groups Millions of Members

Goal: Improved Outcomes

Early detection, remove cost, lengthen life, add members



PPH Ecosystem

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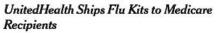
PPH Ecosystem

Massive Opportunity to Transform Healthcare





Five IRB's Underway Acquired HDx for R&D Vaccine Durability is Focus



Under MedAdvantage plans, the major insurer is sending packages including Tamiflu and coronavirus tests to those considered especially vulnerable to Covid and the flu.



Emerging Payer & Biomarker Relationship Holds Disruption Promise



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Five IRB's Underway Acquired HDx for R&D Vaccine Durability is Focus UnitedHealth Ships Flu Kits to Medicare Recipients

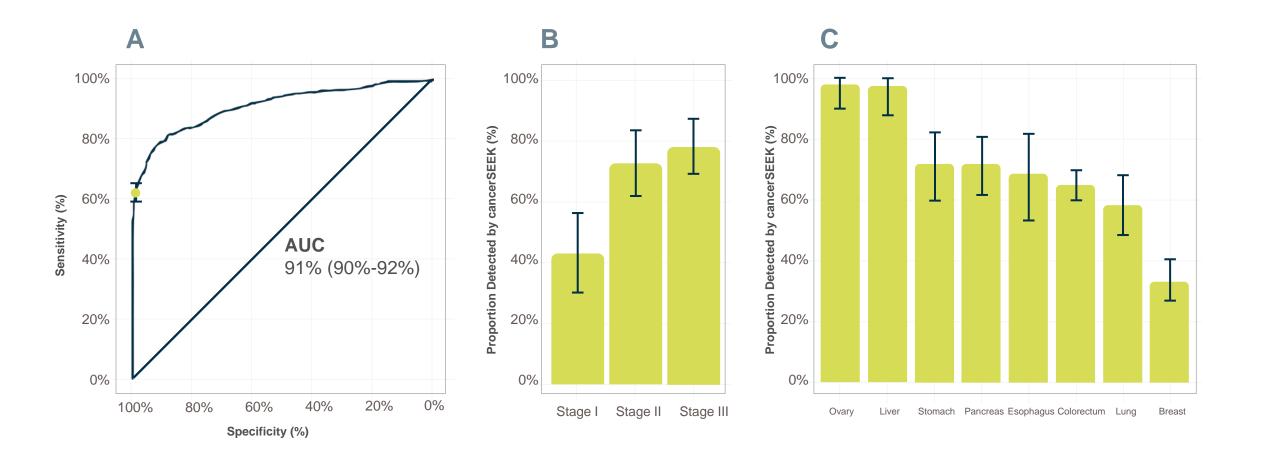
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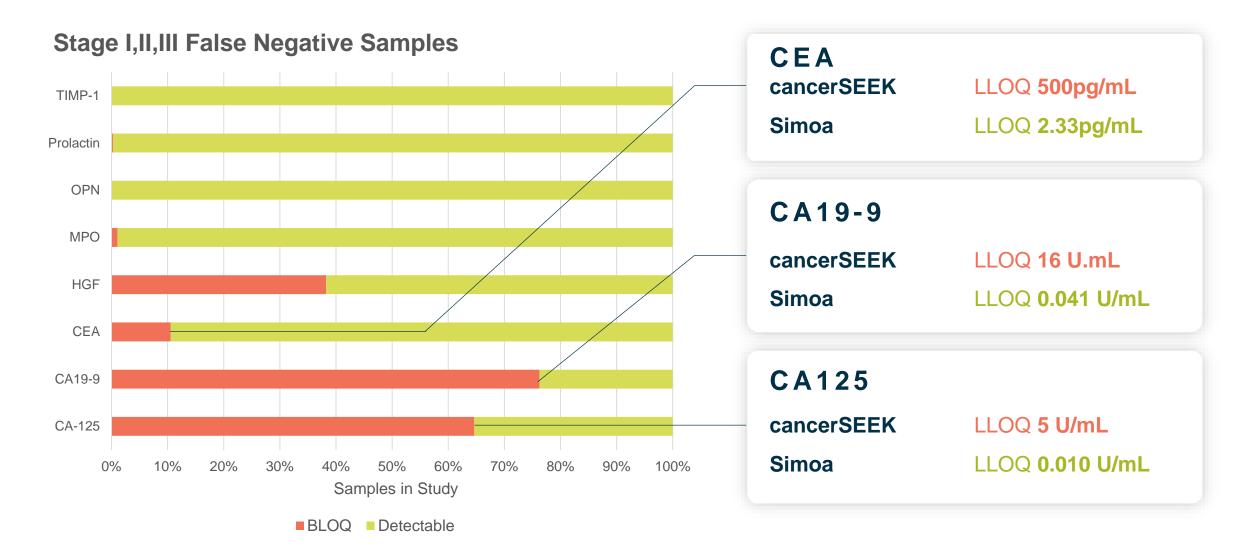
- A. Known Biomarkers and Therapy
 - DEPLOY NOW; MS, Diabetes, COVID
- **B.** Known Biomarkers, but No Therapy
 - FIND THERAPY; Alzheimer's, Parkinson's, ALS
- C. Known Therapy, but no Biomarkers
 - BIOMARKER DISCOVERY; Liquid Biopsies
 - Long-term Surveillance Study

cancerSEEK - "Multi-Omic" Liquid Biopsy

2,000 DNA variants, 8 proteins used in classifier for cancer screening



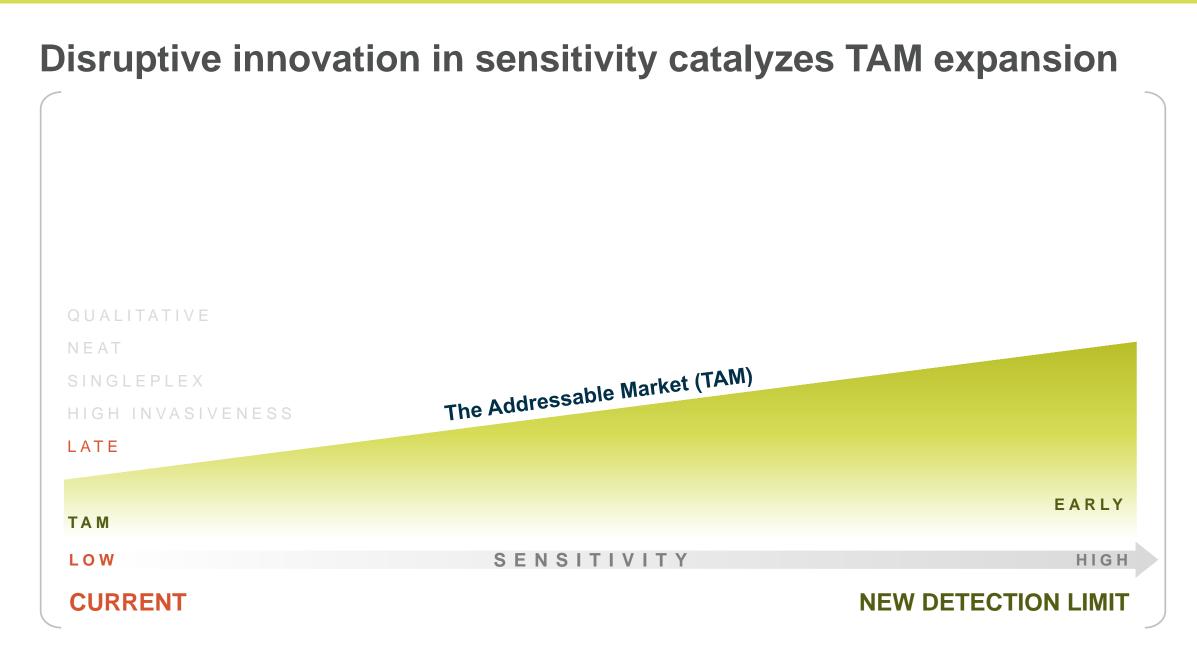
Proteins Used in Classification – False Negative Results



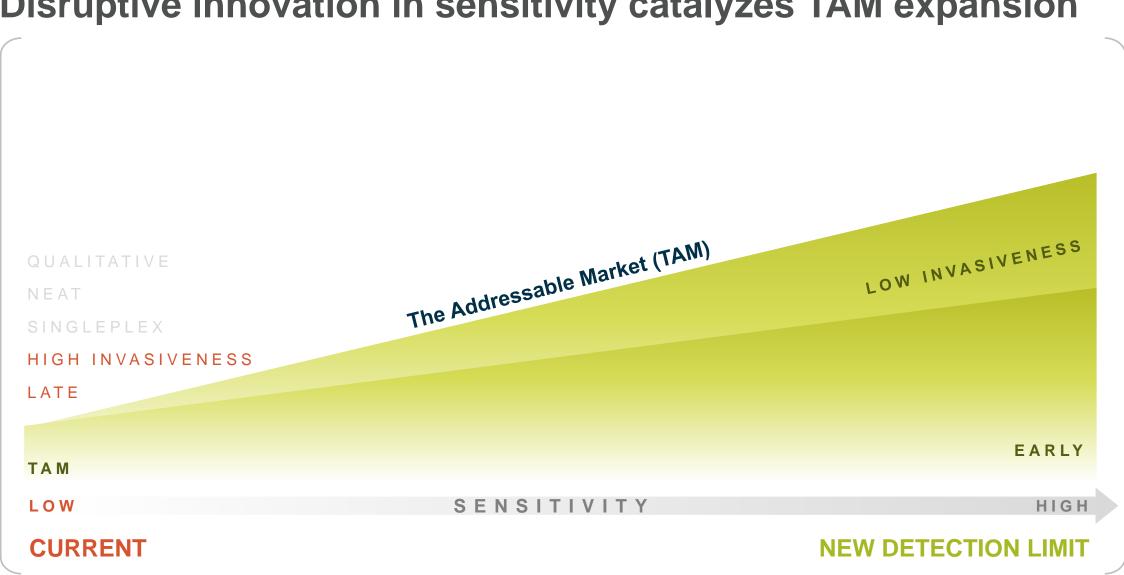
Protein Biomarkers Measurement in CancerSEEK Breast Cancer False Negative Results

Breast Cancer False Negative Samples 100% 80% 60% 40% 20% 0% Midkine Medothelin Kallikrein-6 Galectin - 3 Endoglin sFas FGF2 HGF G-CSF IL-8 IL-8 IL-6 IL-6 THBS2 CA-125 CA 15-3 AXL Ang-2 PAR MPO Leptin GDF14 DKK1 CD44 sEGFR ollistatin NSE OPG CEA TIMP-2 TIMP-1 sPECAM-1 sHER 2 SHBG 19-9 Prolactin OPN AFP YFRA21-1 A ∪ LL. ABOVE LoQ BELOW LoQ

Protein	xMap LLOQ	Simoa LLOQ
TGFα	20 pg/mL	0.207 pg/mL
NSE	1000 pg/mL	9.88 pg/mL
Leptin	2500 pg/mL	2.46 pg/mL
IL-8	30 pg/mL	0.092 pg/mL
IL-6	3 pg/mL	0.010 pg/mL
HE4	4000 pg/mL	0.977 pg/mL
G-CSF	40 pg/mL	0.095 pg/mL
CEA	500 pg/mL	2.33 pg/mL
CA19-9	500 pg/mL	2.33 pg/mL
CA125	500 pg/mL	2.33 pg/mL

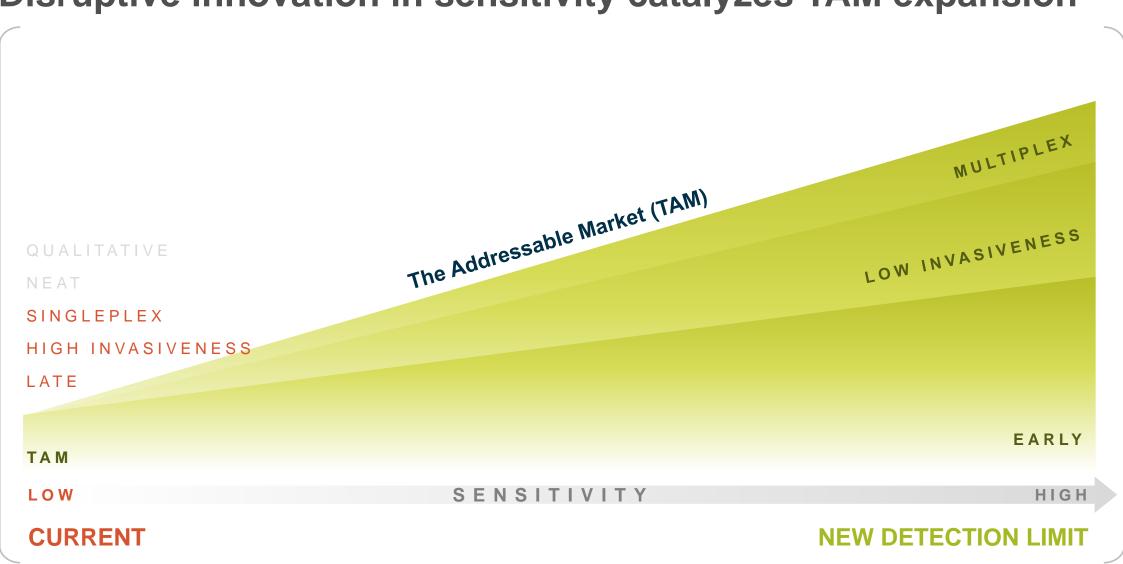


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Disruptive innovation in sensitivity catalyzes TAM expansion

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Disruptive innovation in sensitivity catalyzes TAM expansion

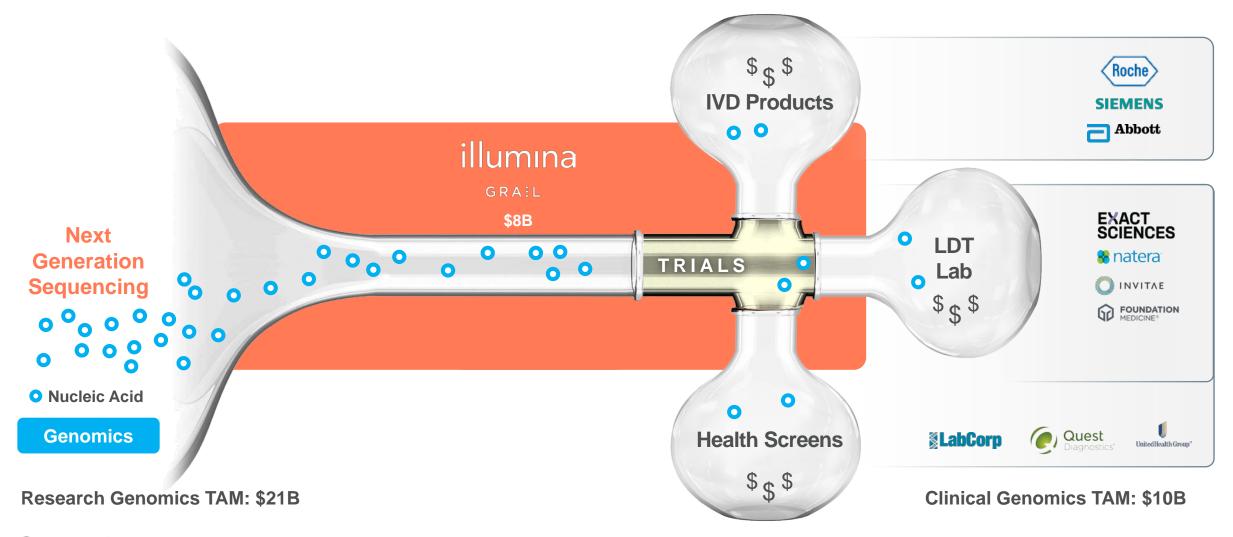


Sensitivity catalyzes TAM expansion

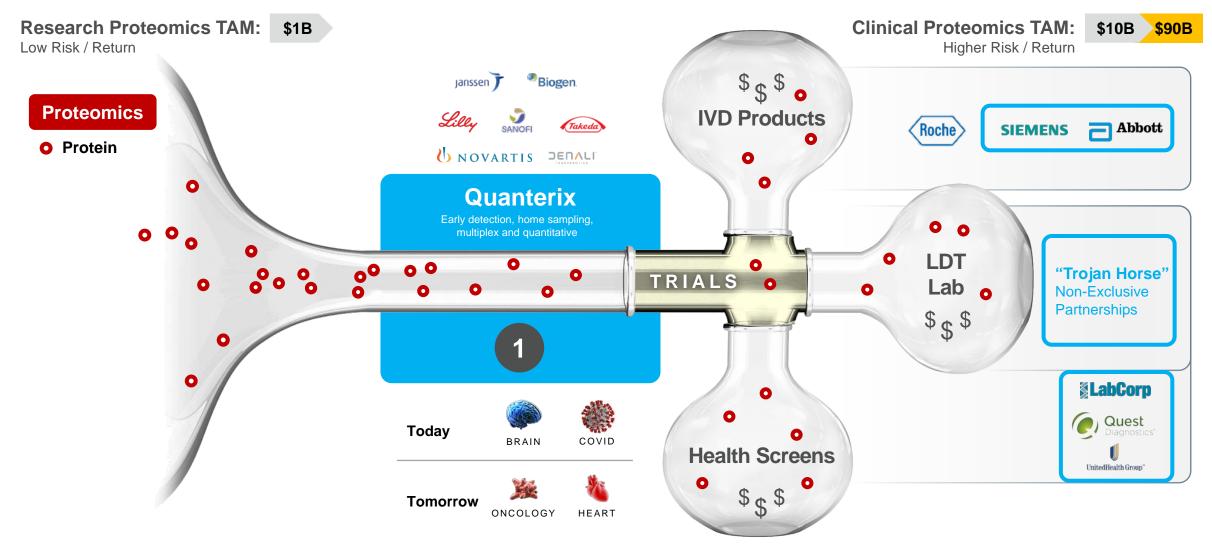


Disruptive innovation in sensitivity catalyzes TAM expansion

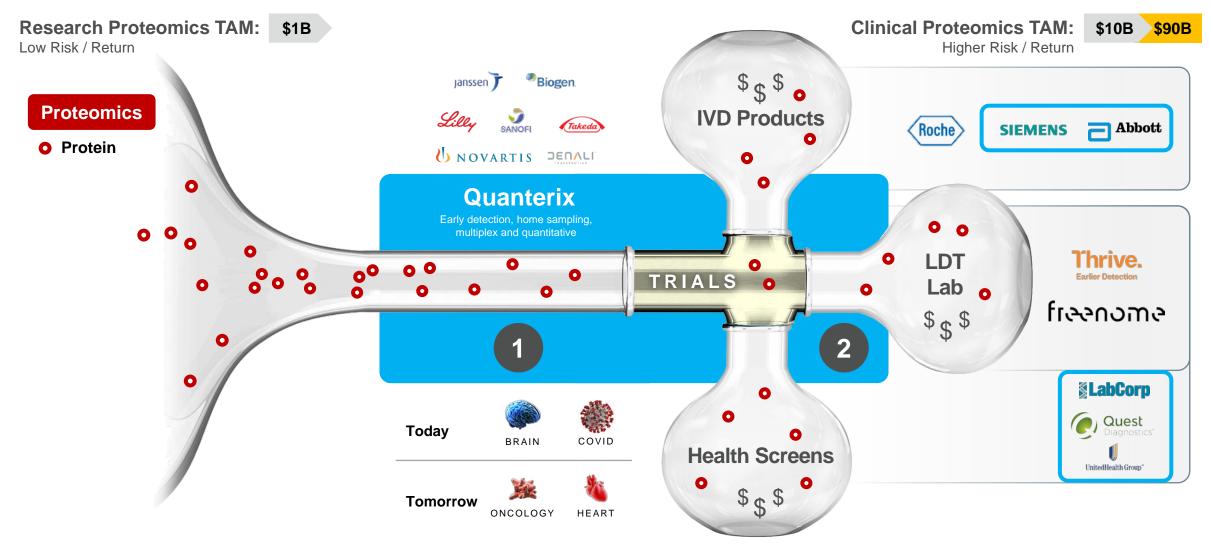
Digital Molecules of Life; QTRX Focused on Proteins & Sensitivity



Digital Molecules of Life; QTRX Focused on Proteins & Sensitivity



Digital Molecules of Life; QTRX Focused on Proteins & Sensitivity



Capture Major Market Opportunity

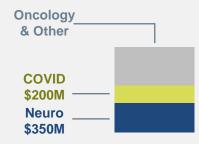
1 Increase Penetration 30 - 40% Long-term CAGR

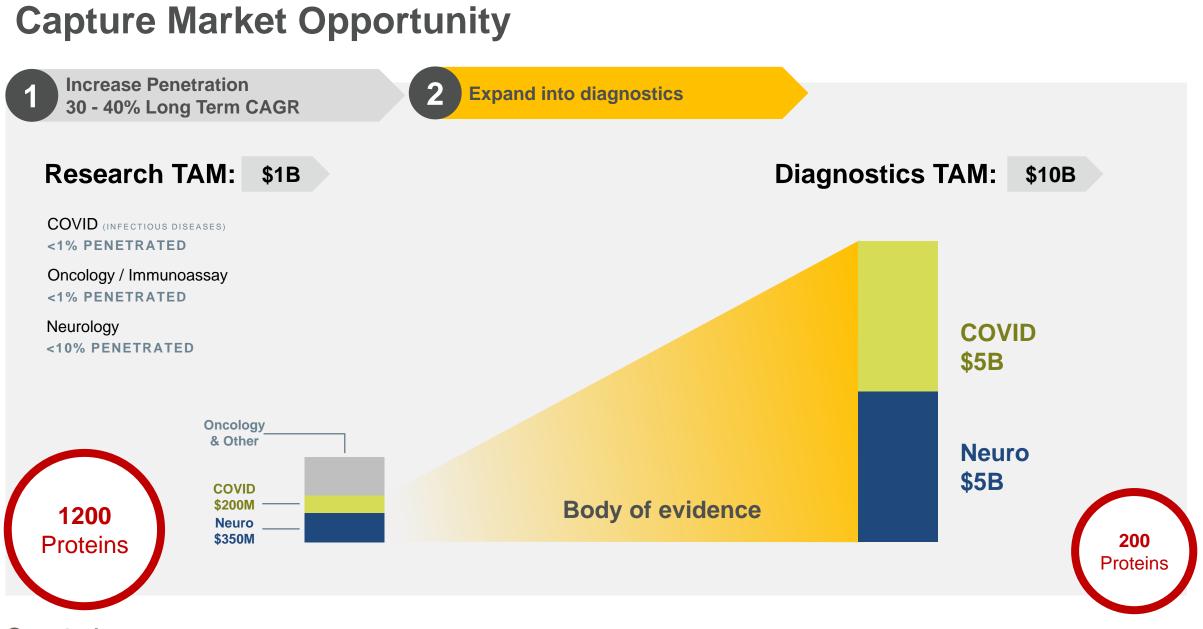
Research TAM: \$1B

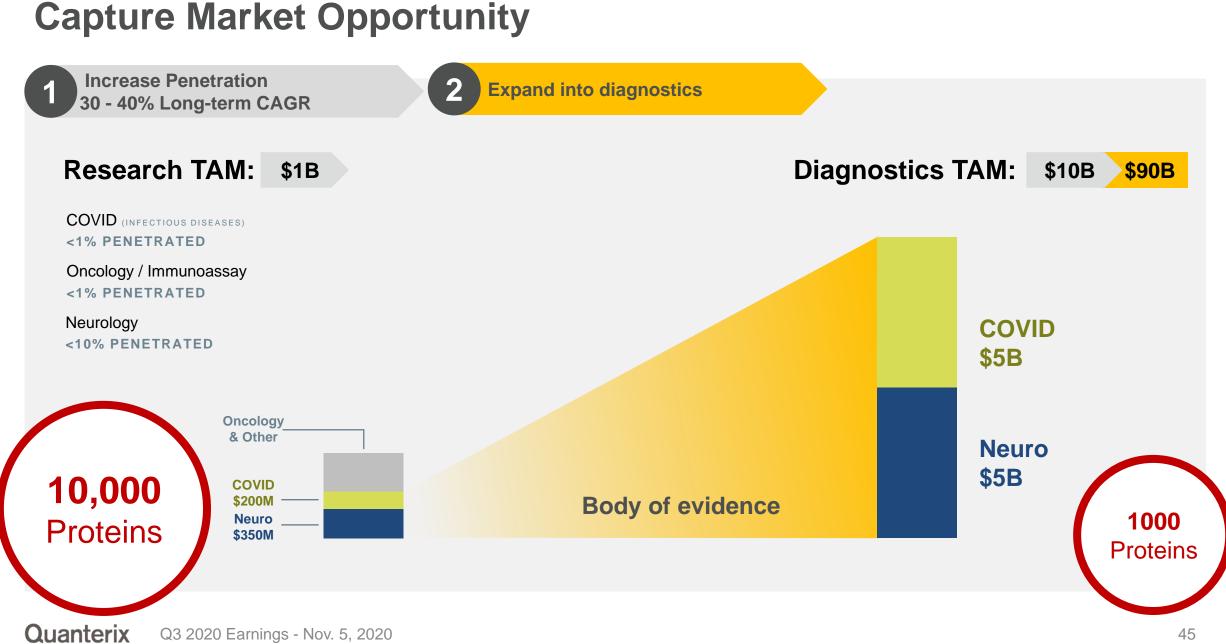
COVID (INFECTIOUS DISEASES) <1% PENETRATED

Oncology / Immunoassay <1% PENETRATED

Neurology <10% PENETRATED







From Technology to Applications





From Technology to Applications



From Technology to Applications

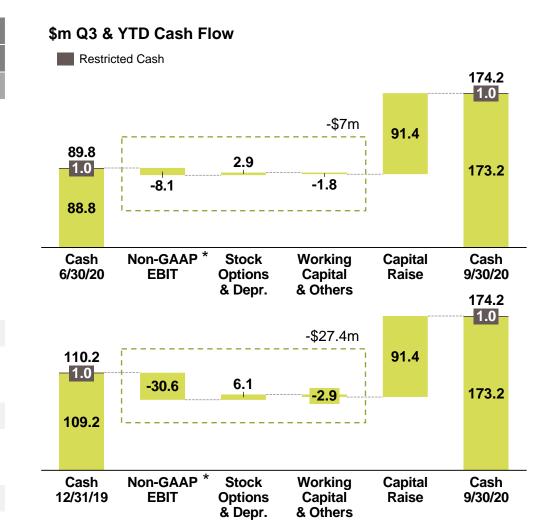






Q3 2020 Financials

in \$m	Q3 (3 Months)			YTD (9 Months)				
	GA	AP	Non-	GAAP*	GAAP		Non-GAAP*	
	2020	2019	2020	2019	2020	2019	2020	2019
Instruments	4.5	4.1	4.5	4.1	11.0	10.3	11.0	10.3
Growth vs. PYR	+8%		+8%		+7%		+7%	
Consumables	7.2	6.6	7.2	6.6	17.3	18.8	17.3	18.8
Growth vs. PYR	+9%		+9%		-8%		-8%	
Services	6.6	4.2	6.6	4.2	18.6	11.8	18.6	11.8
Growth vs. PYR	+56%		+56%		+58%		+58%	
Collaboration Revenue	11.2	0.0	0.0	0.0	11.4	0.0	0.2	0.0
Grant Revenue	1.9		0.0		1.9		0.0	
Total Revenue	31.4	14.9	18.3	14.9	60.2	40.8	47.1	40.8
Growth vs. PYR	+110%		+22%		+48%		+15%	
Cost of Goods & Services	10.3	7.9	8.9	7.2	27.1	20.8	24.3	20.1
Gross Profit	21.1	7.0	9.4	7.7	33.1	20.0	22.8	20.7
Gross Margin %	67.2%	47.1%	51.5%	51.8%	55.0%	48.9%	48.4%	50.7%
Operating Expenses	18.8	17.3	17.5	17.3	54.8	50.1	53.4	50.1
EBIT	2.3	-10.2	-8.1	-9.5	-21.7	-30.1	-30.6	-29.4



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

Poised to Disrupt Healthcare and Create Significant Value

Execution: 2 – 3x value creation

Aspirational: 10 – 15x value creation

	Differentiator	Value
1 Category-defining; Unrivaled Sensitivity / Technology	Best in Class	Disrupt
Methodical market penetration strategy to reward investors	\$1B to \$90B TAM	New Answers
3 DNA – RNA - Protein; Better linked to Disease / Health		Holy Grail
Quanterix 4 Validation: 19/20 top pharma, PPH, Drug Trials	950 pubs	Proven
penetration 5 Growth & Value; Razor – razor blade, \$150M invested	Products	Rapid Growth
6 Low Risk / Solid Return + Uber Return Prospect		Retail
7 Track Record for Commercializing Disruption		Lynchpin

Appendix

Use of Non-GAAP numbers

		Total Revenue	Cost of Goods Sold	Gross Profit	Gross Margin %	Operating Expenses	Income (Loss) from Operations
	GAAP	31,389	10,283	21,106	67.2%	18,828	2,278
Q3 2020	Non-GAAP adjustments:						
	License agreement revenue (Note 1)	-11,200		-11,200			-11,200
	Grant revenue (Note 2)	-1,929		-1,929			-1,929
	Acquisition-related purchase accounting charges (Note 3)		-422	422		-20	442
	Cost of license revenue (Note 4)		-1,000	1,000			1,000
	Grant research and development expenses (Note 5)					-1,302	1,302
	Non-GAAP	18,260	8,861	9,399	51.5%	17,505	-8,107
	GAAP	60,246	27,114	33,132	55.0%	54,783	-21,651
YTD 2020	Non-GAAP adjustments:						
	License agreement revenue (Note 1)	-11,200		-11,200			-11,200
	Grant revenue (Note 2)	-1,929		-1,929			-1,929
	Acquisition-related purchase accounting charges (Note 3)		-1,818	1,818		-61	1,879
	Cost of license revenue (Note 4)		-1,000	1,000			1,000
	Grant research and development expenses (Note 5)					-1,302	1,302
	Non-GAAP	47,117	24,296	22,821	48.4%	53,420	-30,599
	GAAP	14,944	7,911	7,033	47.1%	17,276	-10,243
Q3 2019	Non-GAAP adjustments:						
	Acquisition-related purchase accounting charges (Note 3)		-711	711		-20	731
	Non-GAAP	14,944	7,200	7,744	51.8%	17,256	-9,512
	GAAP	40,816	20,847	19,969	48.9%	50,085	-30,116
YTD 2019	Non-GAAP adjustments:	,	,	,		,	,
	Acquisition-related purchase accounting charges (Note 3)		-711	711		-20	731
2010	Non-GAAP	40,816	20,136	20,680	50.7%	50,065	-29,385

Note 1: During the three and nine months ended September 30, 2020, we recognized \$10.0 million in license revenue in connection with a non-exclusive license agreement with Abbott Laboratories. Also, during the three and nine months ended September 30, 2020, we recognized \$1.2 million of previously deferred license revenue as a result of entering into the license agreement with Abbott Laboratories.

Note 2: During the three and nine months ended September 30, 2020, we recognized \$1.9 million in revenue in connection with our workplan 1 award under the National Institute of Health Rapid Acceleration of Diagnostics Program.

Note 3: During the three months ended September 30, 2020, we incurred \$40 thousand 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, recorded within cost of goods sold. Also during the three months ended September 30, 2020, we incurred \$20 thousand of acquisition-related amortization of intangible assets adjustments in connection with our acquisition of UmanDiagnostics, recorded within operating expenses. During the nine months ended September 30, 2020, we incurred \$671 thousand of acquisition-related amortization of inventory valuation and \$1,147 thousand of acquisition-related amortization of intangible assets adjustments in connection with our acquisition of UmanDiagnostics, recorded within cost of goods sold. Also during the nine months ended September 30, 2020, we incurred \$61 thousand of acquisition-related amortization of intangible assets adjustments in connection with our acquisition of UmanDiagnostics, recorded within operating expenses. During the three and nine months ended September 30, 2019, we incurred \$328 thousand of acquisition-related amortization of inventory valuation and \$383 thousand of acquisition-related amortization of intangible assets adjustments in connection with our acquisition of UmanDiagnostics, recorded within cost of goods sold. Also during the three and nine months ended September 30, 2019, we incurred \$20 thousand of acquisition-related amortization of intangible assets adjustments in connection with our acquisition of UmanDiagnostics, recorded within operating expenses.

Note 4: During the three and nine months ended September 30, 2020, we incurred \$1.0 million in license fees in connection with our non-exclusive license agreement with Abbott Laboratories. Note 5: During the three and nine months ended September 30, 2020, we incurred \$1.3 million in research and development expenses in connection with our workplan 1 award under the National Institute of Health Rapid Acceleration of Diagnostics Program.