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's 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’s actual results to differ from those expressed or implied in the forward-looking statements in this presentation are discussed in Quanterix's 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.

Forward-looking statements in this presentation include certain preliminary, unaudited estimated financial information for the fourth quarter and year ended December 31, 2023. This financial information is unaudited and preliminary and does not present all information necessary for an understanding of Quanterix's financial condition as of December 31, 2023 and its results of operations for the quarter and year ended December 31, 2023. This financial information is subject to completion of normal quarter and year-end close procedures. These procedures and the audit of Quanterix's financial statements for the year ended December 31, 2023 are ongoing and could result in changes to this financial information.

To supplement Quanterix's financial information presented on a GAAP basis, Quanterix has provided certain non-GAAP financial measures. Management uses these non-GAAP measures to evaluate our operating performance in a manner that allows for meaningful period-to-period comparison and analysis of trends in our business and as a factor in assessing progress against our corporate transformation. Management believes that presentation of these non-GAAP measures provides useful information to investors in assessing our operating performance within our industry and in order to allow comparability to the presentation of other companies in our industry. The non-GAAP financial information presented here should be considered in conjunction with, and not as a substitute for, the corresponding GAAP financial measures.
**OUR MISSION**

Create the tools enabling discovery and better health

- Unmatched Technology
- >950 Instruments installed
- Early penetration in multi-billion diagnostics
- CLIA lab running validated neuro LDTs

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1. Preliminary unaudited full year results for 2023.
2. The Company is guiding full year 2023 GAAP gross margin percentage to be in the high 50’s, and non-GAAP gross margin percentage to be approximately 50%. GAAP gross margin does not include shipping and handling costs, which include freight and other activities costs associated with product shipments. Non-GAAP gross margin includes these shipping and handling costs.
Simoa detects biomarkers unmeasurable by other technology
Surpassing detection limits to deliver exquisite sensitivity

**Traditional ELISA assay**

- **Analog**
  - Millions of molecules needed to reach detection limit
  - 0 pM to 10 pM

**Simoa®**

- **Digital**
  - Single molecule needed to reach detection limit
  - 0 aM to 3.5 fM
Catching disease early enables health-care…
…versus today's sick-care management

- Non-invasive
  Earliest stage detection

- Non-invasive Competitors

- Invasive Technologies
Completed corporate transformation to maximize full potential of our capabilities and build a strong foundation in preparation for future growth.
Consistent execution while driving broad transformation

<table>
<thead>
<tr>
<th>2022</th>
<th>2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>Revenue</td>
</tr>
<tr>
<td>$105.5M</td>
<td><strong>$121M</strong></td>
</tr>
<tr>
<td>Up 15%</td>
<td>Up <strong>15%</strong></td>
</tr>
<tr>
<td>Non-GAAP Gross Margin</td>
<td>Non-GAAP Gross Margin</td>
</tr>
<tr>
<td>38%</td>
<td><strong>50%</strong></td>
</tr>
<tr>
<td>Improved 1200 bps</td>
<td>Improved <strong>1200 bps</strong></td>
</tr>
<tr>
<td>Cash Burn</td>
<td>Cash Burn</td>
</tr>
<tr>
<td>$58M</td>
<td><strong>$18M</strong></td>
</tr>
<tr>
<td>Reduced &gt;3x</td>
<td>Reduced <strong>&gt;3x</strong></td>
</tr>
</tbody>
</table>

1. Preliminary unaudited full year results for 2023.
2. The Company is guiding full year 2023 GAAP gross margin percentage to be in the high 50’s, and non-GAAP gross margin percentage to be approximately 50%. GAAP gross margin does not include shipping and handling costs, which include freight and other activities costs associated with product shipments. Non-GAAP gross margin includes these shipping and handling costs.

- Highly scaled production lines
- Accelerated innovation rates
- Strong foundation for future growth
# Delivering an efficient operating framework

<table>
<thead>
<tr>
<th>Testing Scale</th>
<th>Manufacturability</th>
<th>Studies</th>
</tr>
</thead>
<tbody>
<tr>
<td>&gt;0.75M(^1) tests per year</td>
<td>&gt;4M(^1) tests per year</td>
<td>&gt;45 ongoing studies</td>
</tr>
<tr>
<td>with capacity to increase to 3x</td>
<td>with capacity to increase to 3x</td>
<td>supported in Neurology</td>
</tr>
</tbody>
</table>

**Accelerator Lab**

**Assay Manufacturing**

**Research partnerships**

1. Single shift capacity at current footprint

- Improvement of 50% in 6 quarters
- Improvement of 300% in 6 quarters
- Increase of 80% in 6 quarters
As the foundation for a ramping innovation rate in 2024

Prior 2 years
- Launched 0 new assays
  - One LDT Test

2023
- Launched 5 new assays
  - One LDT Test

2024 and beyond
- >20 assays a year
  - Develop platform (Plexity & automation)
  - IVD launch

Harmonized processes driving rapid menu expansion
Assay development times reduced from >18 months to <6 months
With an **efficient operating framework** and a higher than ever **innovation rate**, Quanterix is poised to advance **the decade of Neuro**
The decade of Neuro

**Increasing Demographic Need**
Projected 139M AD cases\(^1\) by 2050

**Extensively validated blood biomarkers**
Supporting FDA accelerated approval (e.g. NfL)

**Approved therapies**
First drugs approved in 2023
EISAI / Biogen

**Emerging pipeline**
>20 large biopharma running >120 CNS programs\(^2\)

**Accelerator Lab indicators**
47 neuro trials ongoing with Quanterix

**Increasing customer pull through**
Consumable pull through from top 10 customers increased 3.5x since 2019

Source:
1. 2023 Alzheimer’s Disease Facts and Figures from Alzheimer's Association® / Alzheimer Disease International (https://www.alzint.org)
2. https://clinicaltrials.gov/ and company reports
Simoa biomarkers continue to enable therapy approvals

Failed Phase 3 study
108-subject study: Clinical measures alone did not show benefit
OCT 2021

Quanterix NfL biomarker
provides evidence to show reduction in plasma neurofilament light
NFL

FDA accelerated approval
NfL provides enough basis for a conditional approval
APR 2023

Establishing Quanterix biomarker as the non-invasive proxy for brain health driving the neuro decade
Growing trials and approved therapies

- Last 20 years
  - 2 drugs* approved
  - Academic Focus
    - ~2500 publications

- Last 3 years
  - All 4 fueled by Quanterix®
    - Revenue crossing $100M
    - >45 active projects

- 2024 and beyond
  - >120 biopharma CNS clinical-stage programs
    - of which 24 programs focused specifically on AD

Long runway of continued double-digit growth in research

*Disease modifying drugs
Multiple ongoing studies in Neurology

✓ AD
✓ Parkinson
✓ ALS
✓ TBI
✓ MS
✓ Neuropsychology

With Alzheimer's Disease as the core of our Diagnostics focus
Alzheimer's - 1 in 9 people aged 65 and older in the US has it

>55M globally living with Alzheimer’s

By 2050 projected to rise to 139M

Every 3 seconds someone in the world develops Alzheimer’s

US$1.3 trillion global societal cost of dementia in 2019

Mortality in the US more than breast and prostate cancer, combined.

Source:
2023 Alzheimer's Disease Facts and Figures from Alzheimer's Association®
Alzheimer Disease International (https://www.alzint.org)
Global societal cost of dementia in the WHO report "Global status report on the public health response to dementia."
Detecting early with Simoa will impact quality of life

Meets NIA-AA Revised Criteria ...

p-Tau 217 for Diagnosis and Staging of Alzheimer’s Disease

... to address a significant need

75% people not diagnosed globally

Source: National Institute on Aging (NIA) and Alzheimer Disease International (https://www.alzint.org)
Offering a test for all patients - LucentAD p-Tau 217

Alzheimer's Disease Continuum

- Early Stage
- Late Stage

✓ 93% Accuracy
✓ 98% Specificity
✓ 90% Sensitivity

Earliest Stage
Scalable workflow
Highly Accurate

Only test meeting the NIA-AA criteria for diagnosing and staging of AD

The LucentAD test was developed and validated by Quanterix Corporation (CLIA# 22D1053083) in a manner consistent with CLIA requirements.

The test has not been cleared or approved by the U.S. Food and Drug Administration.
## Simoa Technology

### Quantitative range in clinical cohorts
- **Quanterix Enabled DX lab**: High
- **Non-Quanterix DX lab**: Limited

### Detect p-Tau 217 (Meet NIA-AA guidelines)
- **Quanterix Enabled DX lab**: Yes
- **Non-Quanterix DX lab**: Yes

### Cost of test
- **Quanterix Enabled DX lab**:
  - <$400/test: High
  - >$1200/test: Limited
- **Non-Quanterix DX lab**:
  - <$400/test: Low
  - >$1200/test: No

### Scalable platform
- **Quanterix Enabled DX lab**: Yes
- **Non-Quanterix DX lab**: No

### Multiplex capabilities (for differentiated DX)
- **Quanterix Enabled DX lab**: Yes
- **Non-Quanterix DX lab**: No

### Simoa technology uniquely suited for building global Diagnostics testing infrastructure

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**Note:**
- Mass Spectrometry
  - **Quanterix Enabled DX lab**: High
  - **Non-Quanterix DX lab**: No

**Chemiluminescence**
- **Quanterix Enabled DX lab**: Limited
- **Non-Quanterix DX lab**: No
And uniquely set to lead the decade of Neuro

**Today**

- **CSF and Blood-based markers**
  - Simoa®
  - Aβ 40/42, Nfl, p-Tau 181, p-Tau 217, GFAP

**Tomorrow**

- **Unique power of ultra-sensitivity**
  - Quanterix
  - >950 Installed base
  - Single and Multi-marker menu
  - Low cost Affordability
  - DBS Workflow
  - IVD, Multi-marker (in development)
  - Dried Blood Spot (in development)
With a clear focus to maximize access to patients

Allocating capital

Over $20M of capital allocated for next 2 years to advance AD Diagnostics

Reimbursement:
Submitted for CPT code (expected in 2024)

FDA:
Breakthrough designation received for 2 (expected 3rd in 2024)

Studies:
Four studies underway with additional planned in 2024
A diversified portfolio that is geared to beat industry headwinds with recent transformation and multiple growth drivers

**Diversified portfolio**
Mitigates macro headwinds in Life Science tools space by providing testing services as alternative

**Indexed to well funded pharma**
Several mid to late-stage programs continue to be funded providing recurring growth

**Growing trials**
While Dx ramps, continued growth in neuro trials (>124 CNS programs\(^1\)) will bolster research business for years to come

Source:
1. [https://clinicaltrials.gov/](https://clinicaltrials.gov/) and company reports
## Built to lead neuro decade

<table>
<thead>
<tr>
<th>Strong Results</th>
<th>Operational Leverage</th>
<th>Clear Strategy</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Double digit top-line growth</strong>&lt;sup&gt;1&lt;/sup&gt;</td>
<td><strong>Non-GAAP GM</strong>&lt;sup&gt;2&lt;/sup&gt; of appr. 50%</td>
<td><strong>Strong Balance Sheet</strong></td>
</tr>
<tr>
<td></td>
<td>Improvement of 1200 bps</td>
<td>&gt;$300M&lt;sup&gt;1&lt;/sup&gt; in net cash</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Annual cash burn&lt;sup&gt;1&lt;/sup&gt; down by &gt;3x</td>
</tr>
</tbody>
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### Operational Leverage

<table>
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<tr>
<th>Lab Services capability</th>
<th>Manufacturing capacity</th>
<th>Innovation rate</th>
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<td>&gt;0.75M tests per year (improvement of 50%)</td>
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### Clear Strategy

<table>
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<tr>
<th>Research</th>
<th>Diagnostics</th>
</tr>
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<tbody>
<tr>
<td>Power the neuro decade with unique biomarkers</td>
<td>Establish and grow the AD diagnostics business</td>
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