Quanterix™
Discovery Fueled by Ultra-Sensitivity

J.P. Morgan Healthcare Conference 2024

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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

$121M
Revenue[1]

$18M
Cash burn[1]

High 50%'s
GAAP
Gross Margin[2]

Appr. 50%
Non-GAAP
Gross Margin[2]

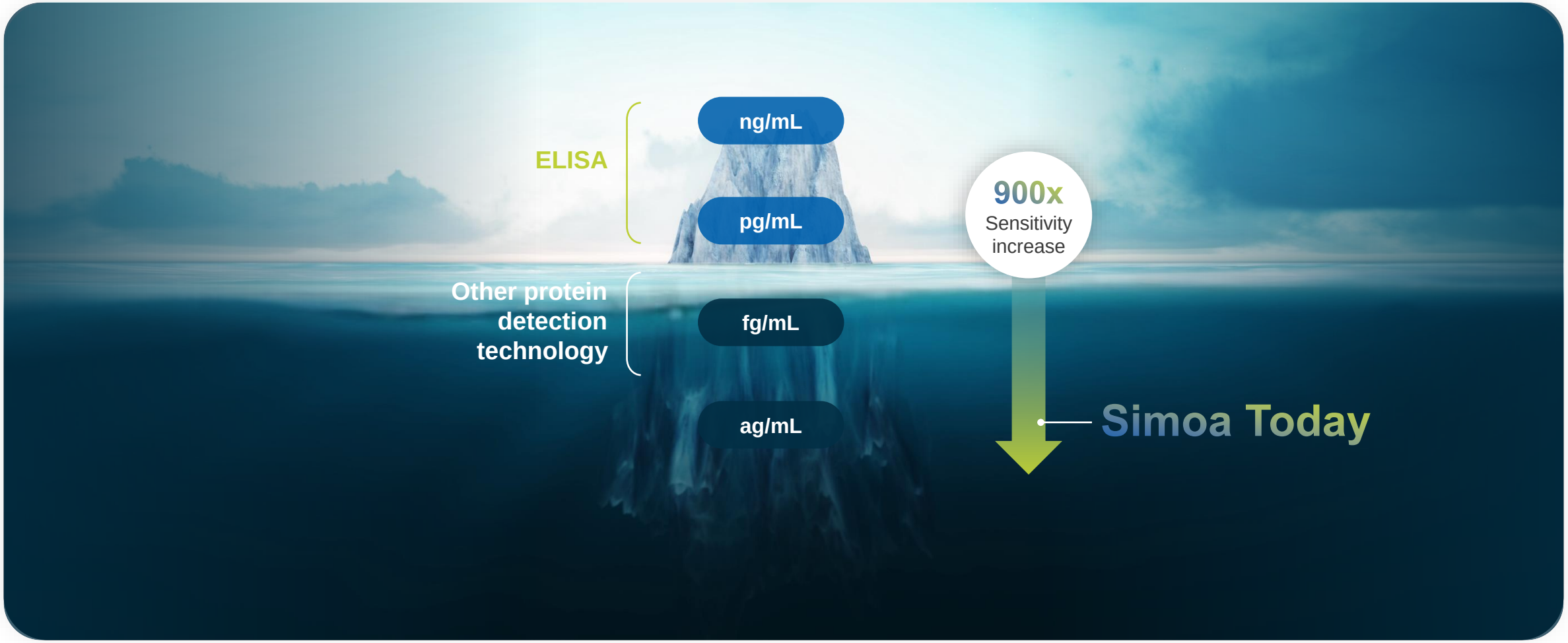
550+
Biomarkers

2,500+
Publications

Nasdaq : QTRX

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



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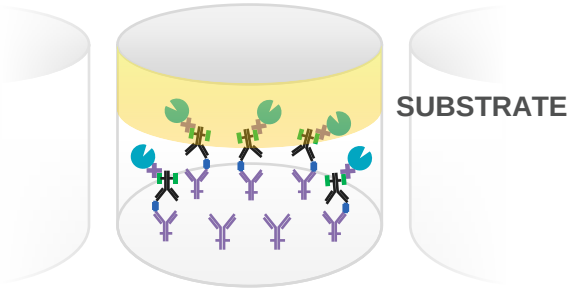
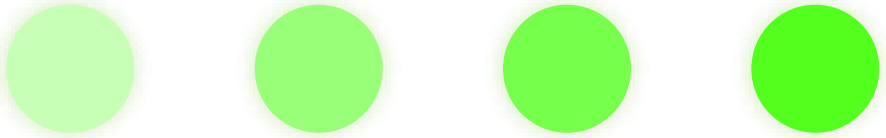
Surpassing detection limits to deliver exquisite sensitivity

Analog

Traditional ELISA assay

Millions of molecules needed to reach detection limit



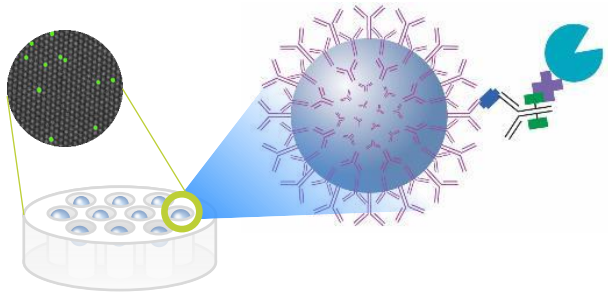


0 pM → 10 pM

Simoa®

Digital

Single molecule needed to reach detection limit



0 aM | 3.5 aM | 350 aM | 3.5 fM

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Catching disease early enables health-care…

…versus today's sick-care management

STAGE OF INTERVENTION

HEALTHY → LATE DISEASE

Non-invasive
Earliest stage detection

Non-invasive
Competitors

Invasive
Technologies

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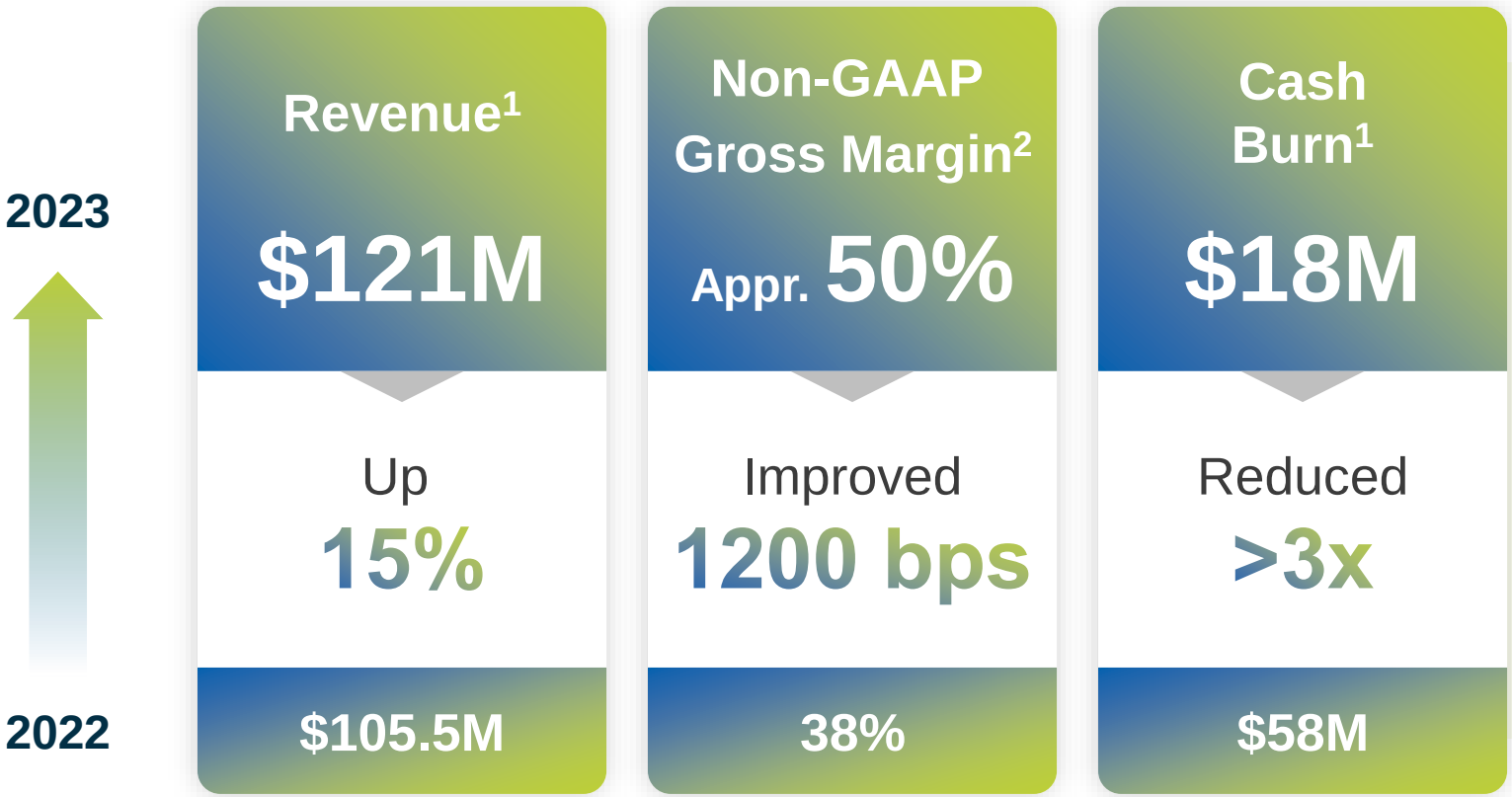
Completed **corporate transformation** to **maximize full potential** of our capabilities and **build a strong foundation** in preparation for **future growth**

Consistent execution while driving broad transformation



- Highly scaled production lines
- Accelerated innovation rates
- Strong foundation for future growth

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Delivering an efficient operating framework

Improvement of **50%** **in 6 quarters**

Testing Scale

>0.75M[1] tests per year

with capacity to increase to 3x

Accelerator Lab

Improvement of **300%** **in 6 quarters**

Manufacturability

>4M[1] tests per year

with capacity to increase to 3x

Assay Manufacturing

Increase of **80%** **in 6 quarters**

Studies

>45 ongoing studies

supported in Neurology

Research partnerships

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1. Single shift capacity at current footprint

As the foundation for a ramping innovation rate in 2024

Prior 2 years	2023	2024 and beyond
Launched **0 new assays**	Launched **5 new assays**	**>20 assays** a year
One LDT Test	One LDT Test	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 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

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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

2 drugs* approved

Academic Focus
~2500 publications

Last 20 years

4 drugs* **approved**

All **4 fueled by** Quanterix™

✓ Revenue crossing **$100M**
✓ **>45 active projects**

Quanterix™

Last 3 years

>120 biopharma CNS clinical-stage programs of which **24** programs focused specifically on AD

Long runway of continued double-digit growth in research

2024 and beyond

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*Disease modifying drugs

Multiple ongoing studies in Neurology

- ✓ AD
- ✓ ALS
- ✓ MS
- ✓ Parkinson
- ✓ TBI
- ✓ 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."

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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

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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

p-Tau 217

EARLY STAGE — LATE STAGE

Lucent Diagnostics

- ✓ **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

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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.

Quanterix best positioned for Alzheimer's detection today

	Quanterix Enabled DX lab	Non-Quanterix DX lab	
	Simoa®	Mass Spectrometry	Chemiluminescence
Quantitative range in clinical cohorts	High	High	Limited
Detect p-Tau 217 (Meet NIA-AA guidelines)	Yes	Yes	No
Cost of test	Low <$400/test	High >$1200/test	Low <$400/test
Scalable platform	Yes	No	Yes
Multiplex capabilities (for differentiated DX)	Yes	Limited	No

Simoa technology uniquely suited for building global Diagnostics testing infrastructure

And uniquely set to lead the decade of Neuro

Tomorrow

Quanterix

Today

FUJIREBIO · Quest Diagnostics · Quanterix · C2N DIAGNOSTICS · labcorp · Roche

CSF and Blood-based markers

Unique power of ultra-sensitivity

	Access	Menu	Affordability	Workflow
	>950 Installed base	Single and Multi-marker	Low cost	DBS
Simoa®	Aβ 40/42, NfL, p-Tau 181, p-Tau 217, GFAP	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**

to execute commercial adoption

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

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Source:
1. https://clinicaltrials.gov/ and company reports

Built to lead neuro decade

Strong Results

Double digit top-line growth[1]

Non-GAAP GM[2] of appr. 50%

Improvement of 1200 bps

Strong Balance Sheet

>$300M[1] in net cash

Annual cash burn[1] down by >3x

Operational Leverage

Lab Services capability

>0.75M tests per year
(improvement of 50%)

Manufacturing capacity

>4M tests per year
(improvement of 300%)

Innovation rate

>20 assays per year
(development times reduced from >18 months to <6 months)

Clear Strategy

Research

Power the neuro decade with unique biomarkers

Diagnostics

Establish and grow the AD diagnostics business

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