



Barclay's Global Healthcare Conference

Kevin Hrusovsky, Chairman & CEO

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Ecosystem Enables Precision Health Disruption

Payors offer greatest influence and leverage

Improved Outcomes

Payors



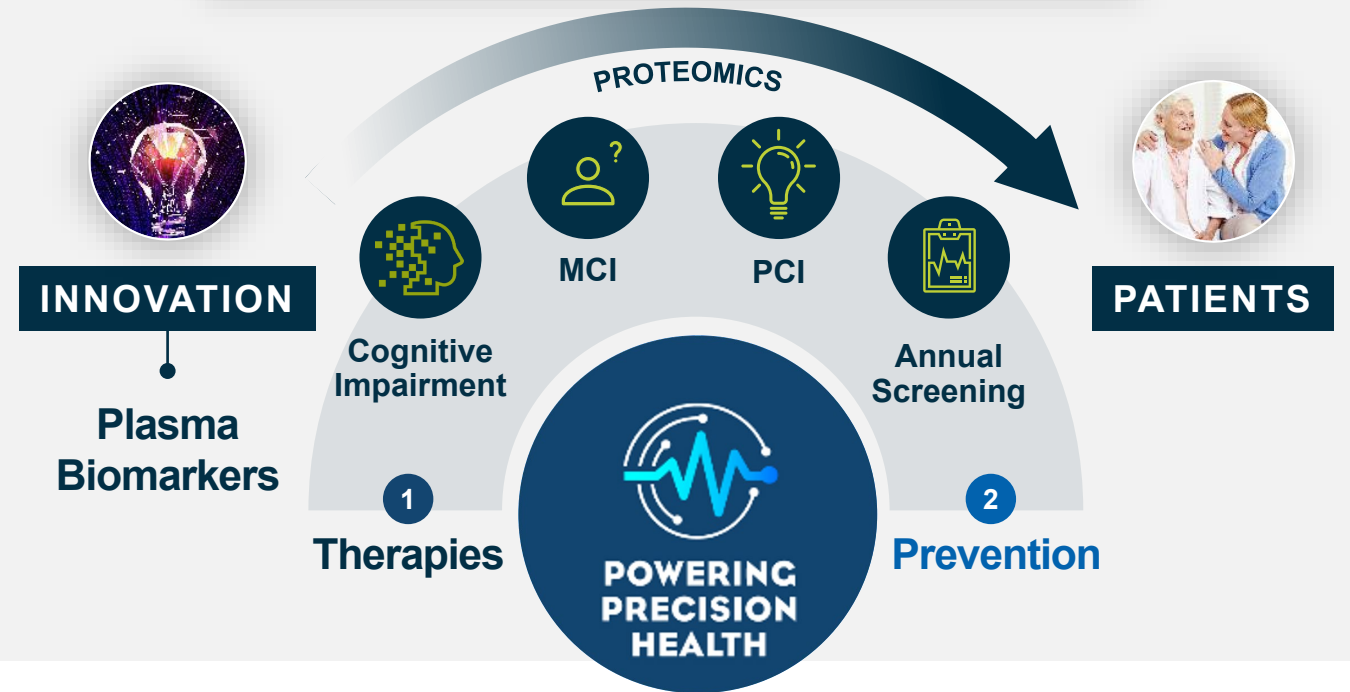
Quanterix™



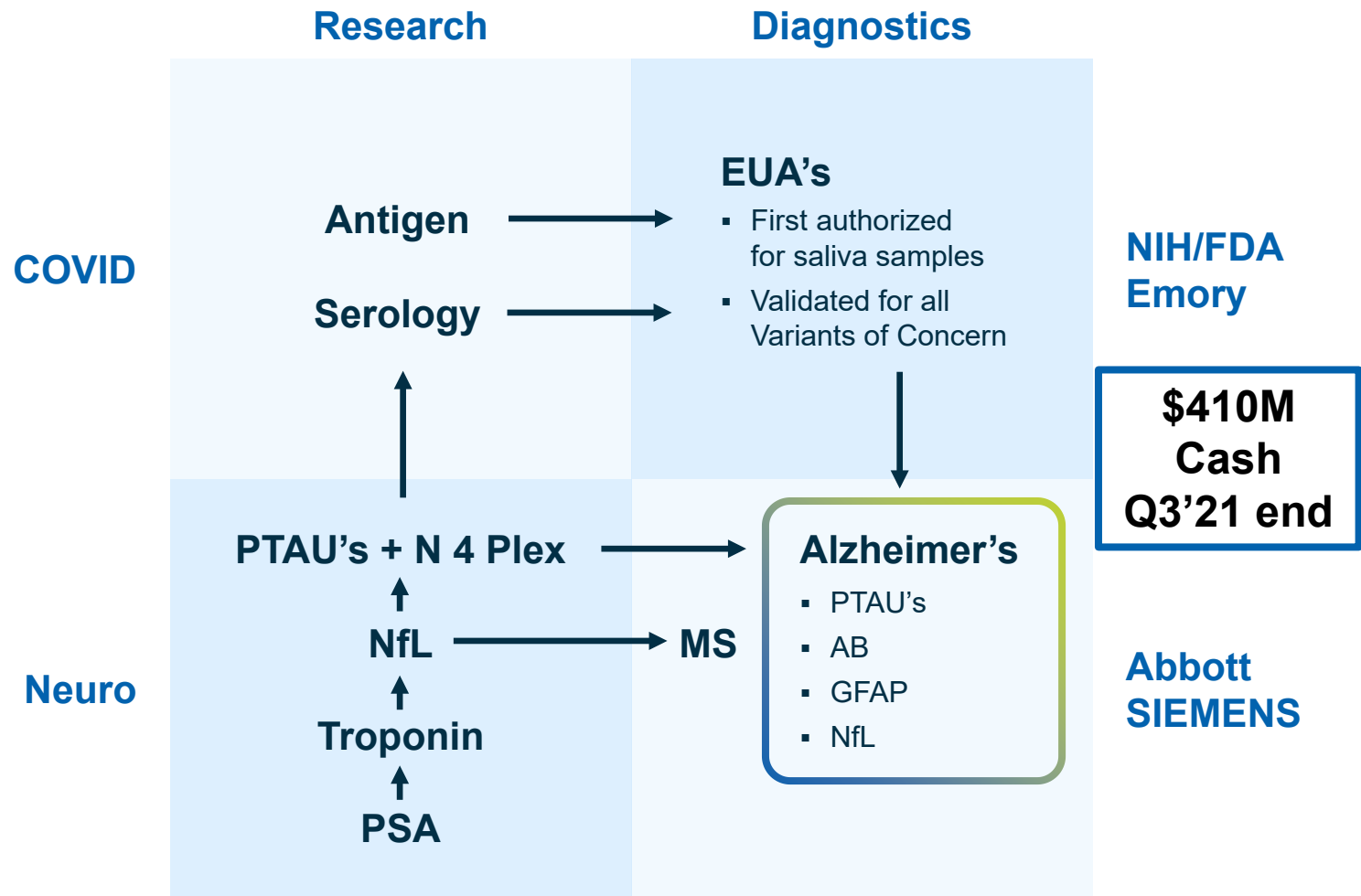
COVID Credibility

Link to samples, biomarkers & publications

- 1. Neuro-COVID
- 2. Cancer
- 3. Cardiac



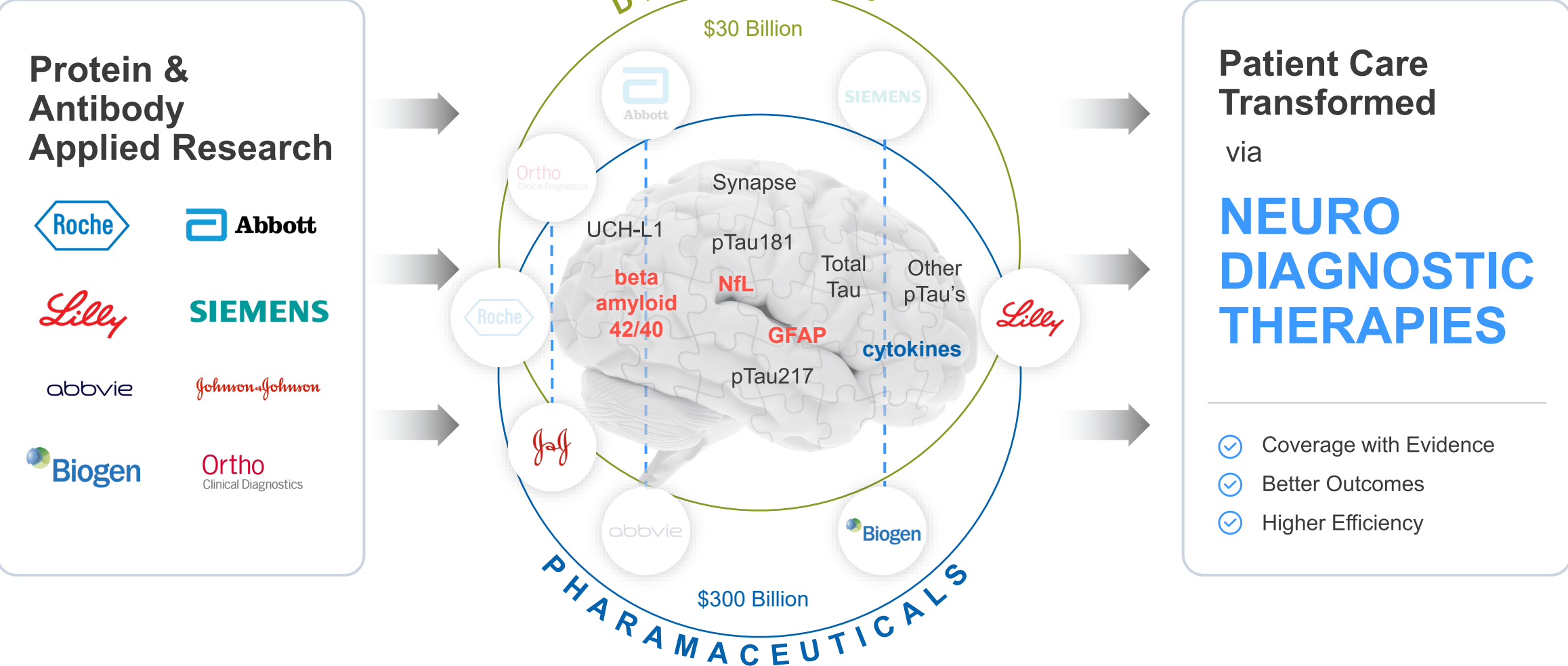
Strategic Road Map



24/25 Pharmas



Potential for Establishing Category Through Diagnostic Disruption



Alzheimer's poised for Transformation

Drug-trials center-piece of near-term focus

TAM <\$0.5B

1 Biomarker Adoption

Probability of Drug Approval **↑300%** increase if biomarkers are used*

16 Years Before Dementia

TAM \$11B

2 Clinical Utility

Imaging & Spinal Tap Data

NfL	pTau181	pTau217
Aβ42, Aβ40	tTau	GFAP

Blood p-tau181 predicts amyloid pathology & AD

TAM \$11B

3 Dx & Screens

- Multiplex panels >90% AUC
- 5.7M AD in US to grow to 13M by 2050
- Early screening key to deliver real therapeutic effect
- Global cost of AD is over \$1T

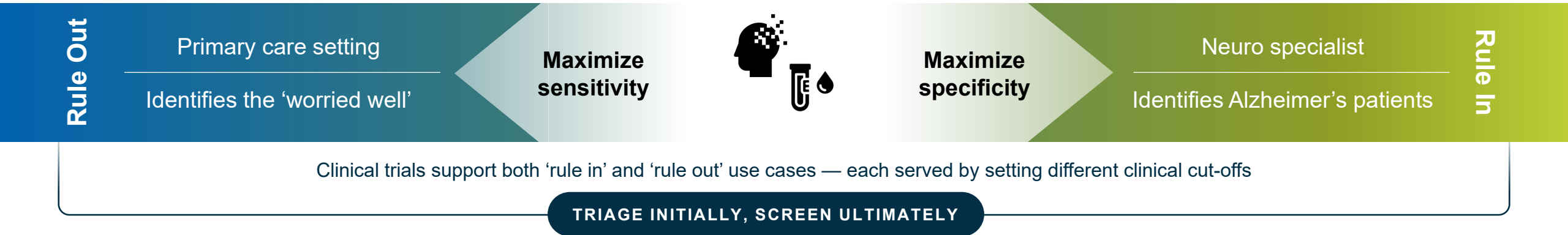
Clinical Trials
 FDA Breakthrough Designation
10% market share = \$50M

Enter Dx
 FDA single site IVD approval
10% of this market share \$1B

Source: Bio Industry Analysis; Clinical Development Success Rates (June 2016) [LINK](#)

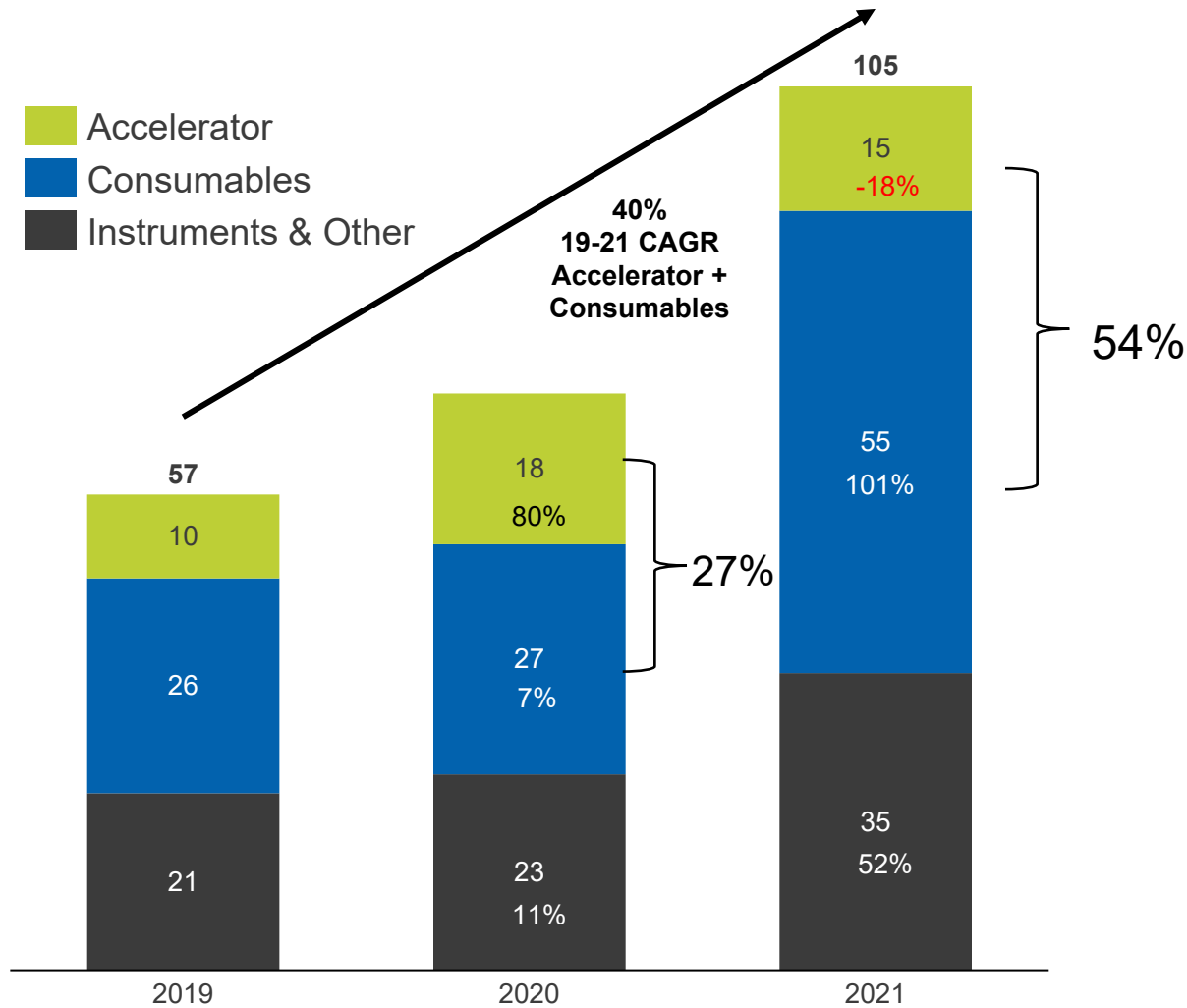
Accelerating Clinical Market Entry Alzheimer

Pharma Partnerships has the potential to Accelerate and De-risk Market Penetration



Stages	Timeline	Investment	TAM	
Laboratory Develop Test (multiplex / singleplex)	2023	\$10M-\$15M	Today	
Laboratory IVD (multiplex / singleplex)	2024	\$40M-\$60M	\$15B NA	\$60B ROW
Distributed IVD (multiplex / singleplex)	2025	\$100M	2050	
			\$45B NA	\$180B ROW

RUO Revenue Growth



'19 – 22 CAGR
Consumables + Accelerator
34% - 41%

Poised to Disrupt Healthcare and Create Significant Value

EXECUTION: 2 – 3X VALUE CREATION

MARKET

Quanterix™
The Science of Precision Health

PENETRATION

- 1 Unrivaled Sensitivity / Ecosystem
- 2 Methodical market penetration strategy
- 3 Proteomics; Better linked to Disease / Health
- 4 **Validation:** 19/20 top pharma, PPH, 1000+ trials
- 5 Growth & Value; Razor – razor blade, \$150M invested
- 6 Low Risk / Solid Return + Uber Return Prospect
- 7 Track Record for Commercializing Disruption

ASPIRATIONAL:
10 – 15X VALUE CREATION

DIFFERENTIATOR

VALUE

Best in Class

Disrupt

\$1B to \$120B

New Answers



Holy Grail

1500+ pubs
All Areas

Proven

Product
Launches

Rapid Growth



Retail



Lynchpin