# Quanterix

Powering a Revolution in Healthcare

## Q1 2018 Quanterix Earnings Conference Call

- Q1 2018 Highlights: Kevin Hrusovsky Chairman & CEO - Slides
- Financial Results: Joe Driscoll CFO – Script
- Update and Q&A: Kevin Hrusovsky

# Safe Harbor Statement

This presentation and the accompanying oral commentary contain "forward-looking" statements within the meaning of the Private Securities Litigation Reform Act of 1995, that are based on our beliefs and assumptions and on information available to us as of the date of this presentation. Forward-looking statements include statements that are not historical facts and can be identified by terms such as "anticipate," "believe," "continue," "could," "estimate," "expect," "intend," "may," "might," "objective," "ongoing," "plan," "predict," "project," "potential," "should," "will," or "would," or the negative of these terms, or other comparable terminology intended to identify statements about the future. We may not actually achieve the plans, intentions or expectations disclosed in our forward-looking statements. Forward-looking statements involve known and unknown risks, uncertainties, assumptions and other factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. The risks and uncertainties that we face are described in our most recent filings with the Securities and Exchange Commission. Except as required by law, we assume no obligation to update these forward-looking statements publicly, even if new information becomes available in the future.

# Q1 2018 Highlights

## Business

- Strong demand for SR-X platform, 1st. commercial quarter
- Record level of quarterly consumable revenue & instrument placements
- Closed Aushon Biosystems acquisition
- >100 Neuro publications, >215 in total, 500+ phase I-III trials, 18 of 20 top biopharmas
- Favorable macro trends for Biomarkers
- Finalist for FNIH Biomarker Consortium
- Strong advances in MS biomarkers
- Sales Team expansion for Pharma Services

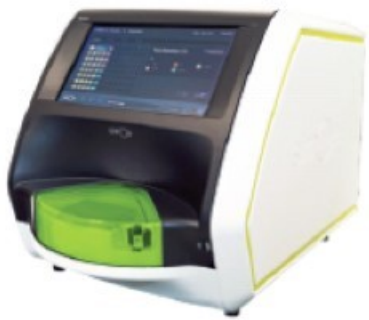
## Financial

- Revenue $7.5M, +41% vs. PY Q1
- High margin business segments grew 60%, led by Neurology & now represent nearly 60% of total revenue
- Installed base continues to grow productively with avg annual consumable / inst exceeding $50k/yr target (after six months).
- Pharma & Academics, +48% & 33% respectively
- Cost basis impacted by Aushon
- Expansion ongoing: HC 157, +31 vs. YE

# Aushon Tuck Under Deal

| Timing | Value Drivers and Opportunity |
|---|---|
| 2018 | CLIA Lab, Facilities, Menu-200 assays, Leadership / Team |
| 2019 | + Pharma Services - Accelerator |
| 2020 | + New Instruments and CDx - LDT National Coverage Decision |
| Longer-term | + IVD and POC Entry |

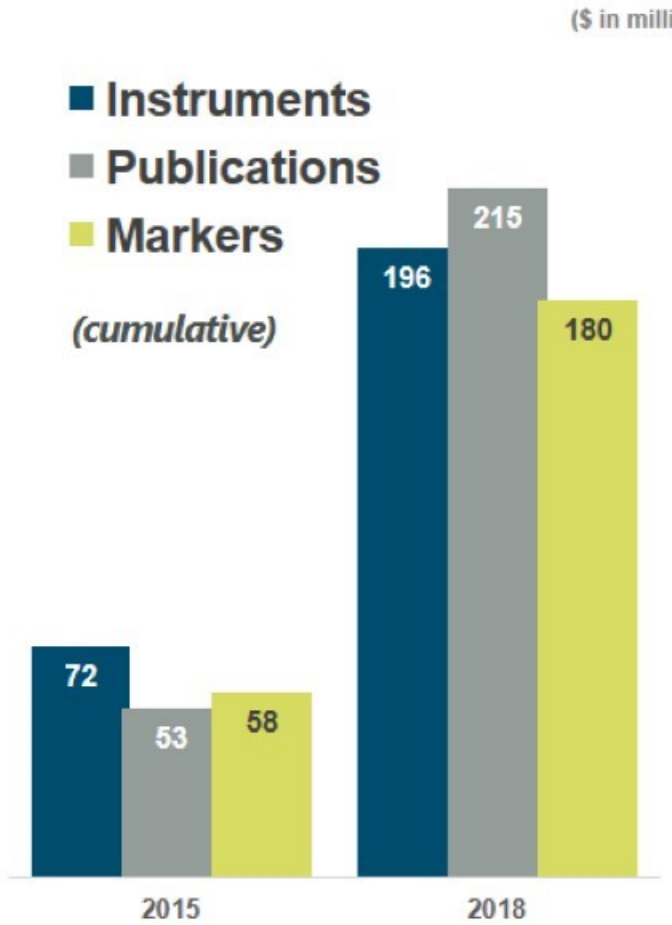
# SR-X Interest Continues to Expand



NOVARTIS
DENALI THERAPEUTICS
BIOMÉRIEUX
SERVIER
MYRIAD RBM
SANOFI
MIAMI
LUND UNIVERSITY
salk Where cures begin.
JOHNS HOPKINS UNIVERSITY
UNIVERSITY of Prince Edward ISLAND
COLUMBIA UNIVERSITY
gen2
UNIVERSITY of DENVER
MASSACHUSETTS GENERAL HOSPITAL
microcoat
UCL DEMENTIA RESEARCH
HOSPITAL GERMANS TRIAS I PUJOL, BADALONA
UNIDAD DE INSUFICIENCIA CARDÍACA
PsychoGenics
Redefining Drug Discovery Through Innovation
NOVARTIS
ucb Pharma
THE UNIVERSITY OF ALABAMA
Lilly
UF UNIVERSITY of FLORIDA
NEW ENGLAND BioLabs
DestiNA Genomics
GeneWorks
neoline
UNIVERSITY OF COPENHAGEN
SCRUM Inc.

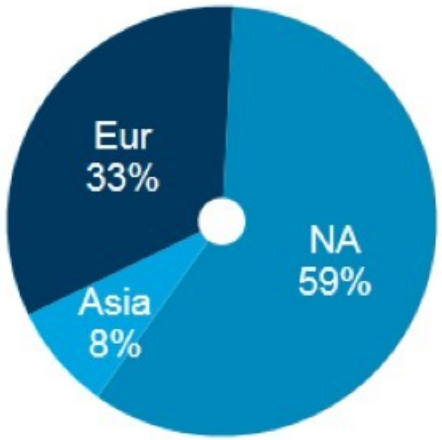
# Rapid Growth with Compelling Consumable Pull-through

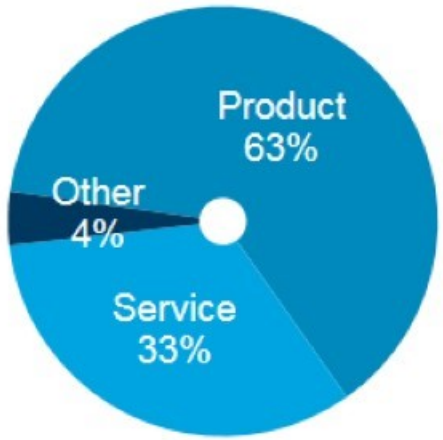
## Portfolio Growth

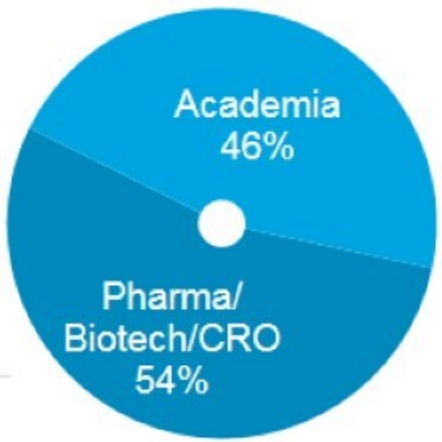


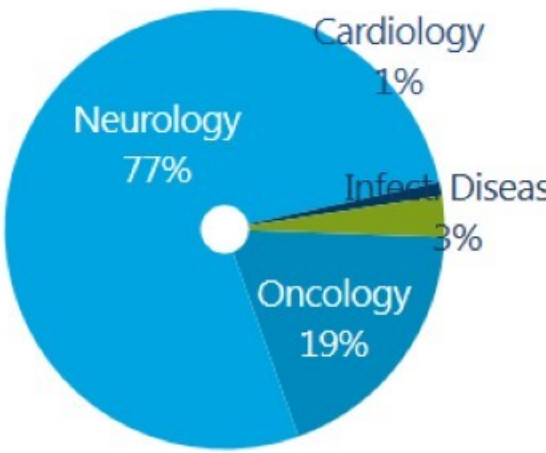

**Grew from 0 instruments Jan'14**


## Q1 '18 Revenue

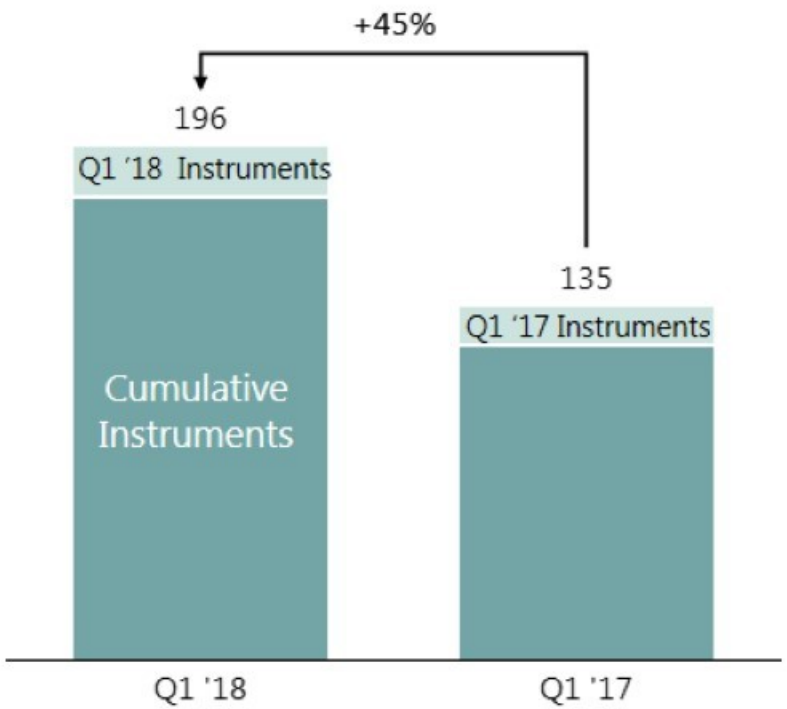


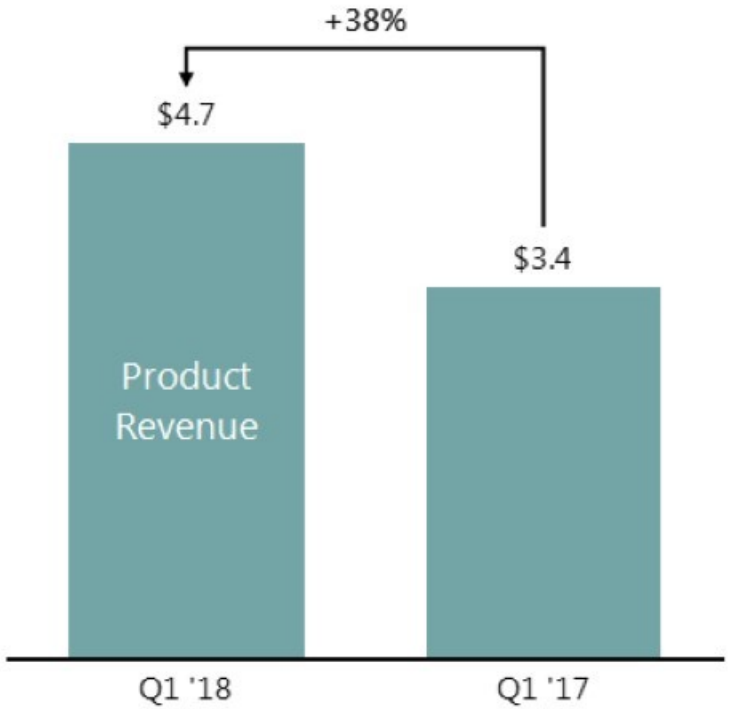



# Strong Growth Across All Segments







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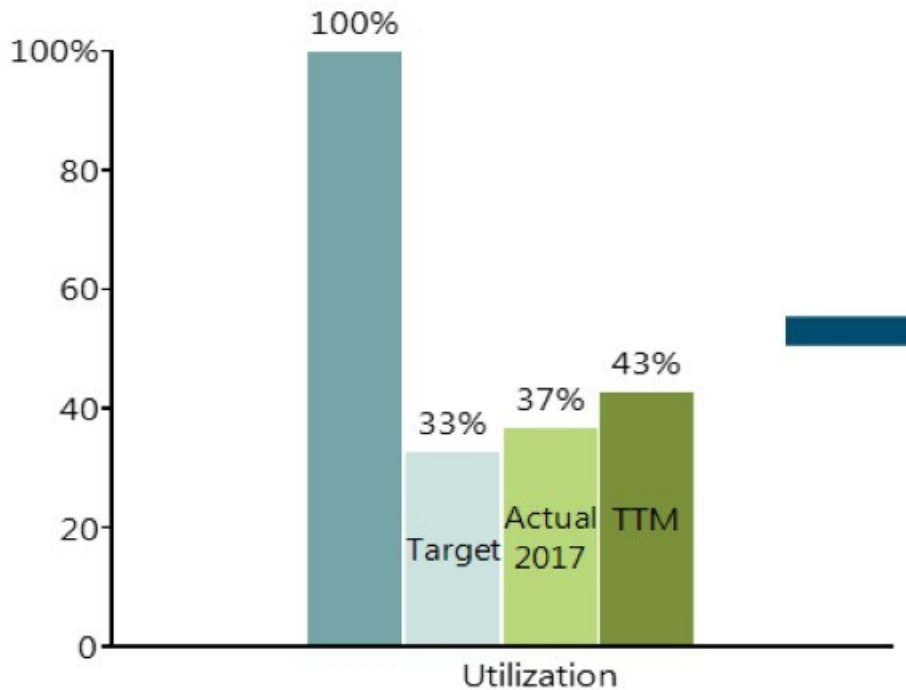
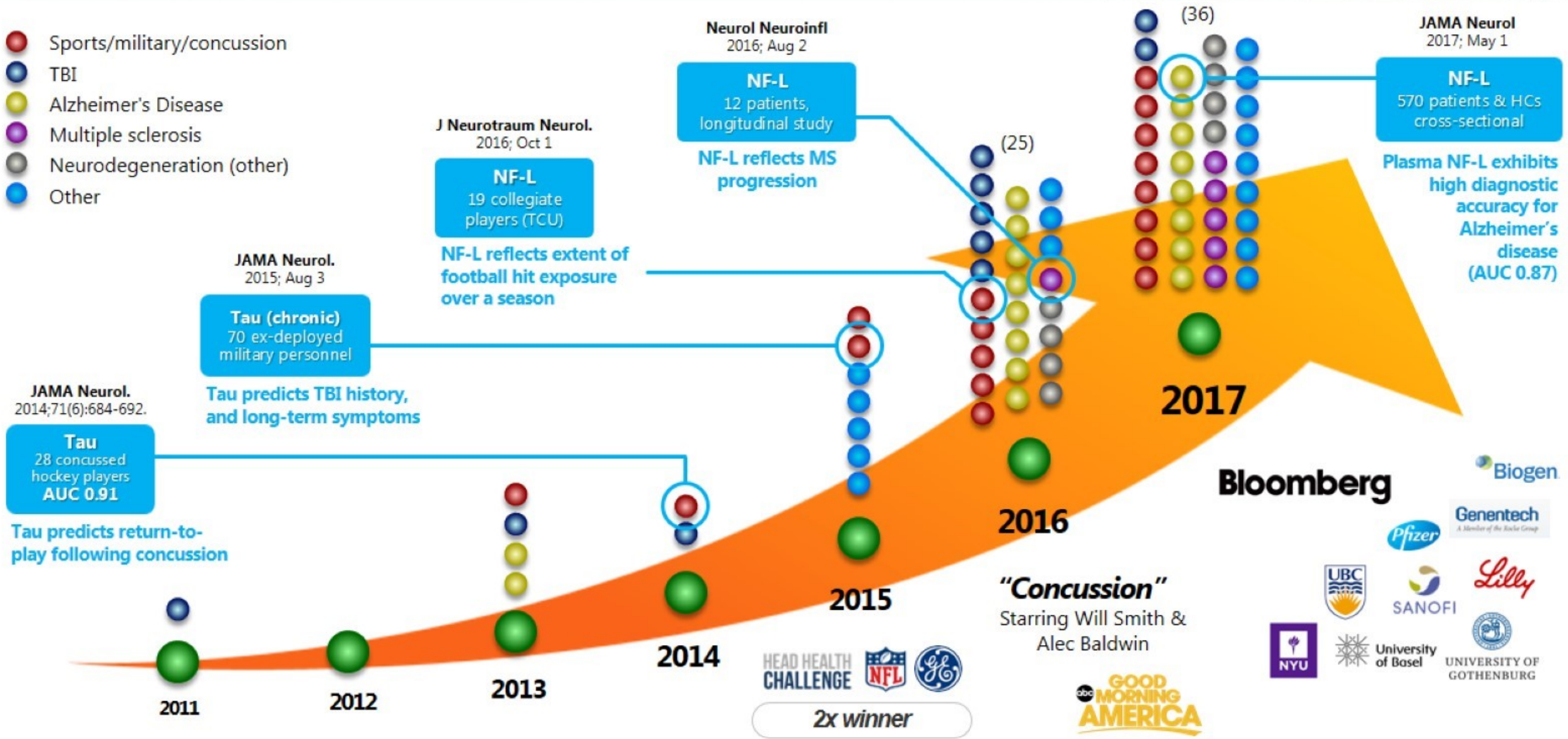
# High Margin Consumable Revenue Continues to Scale



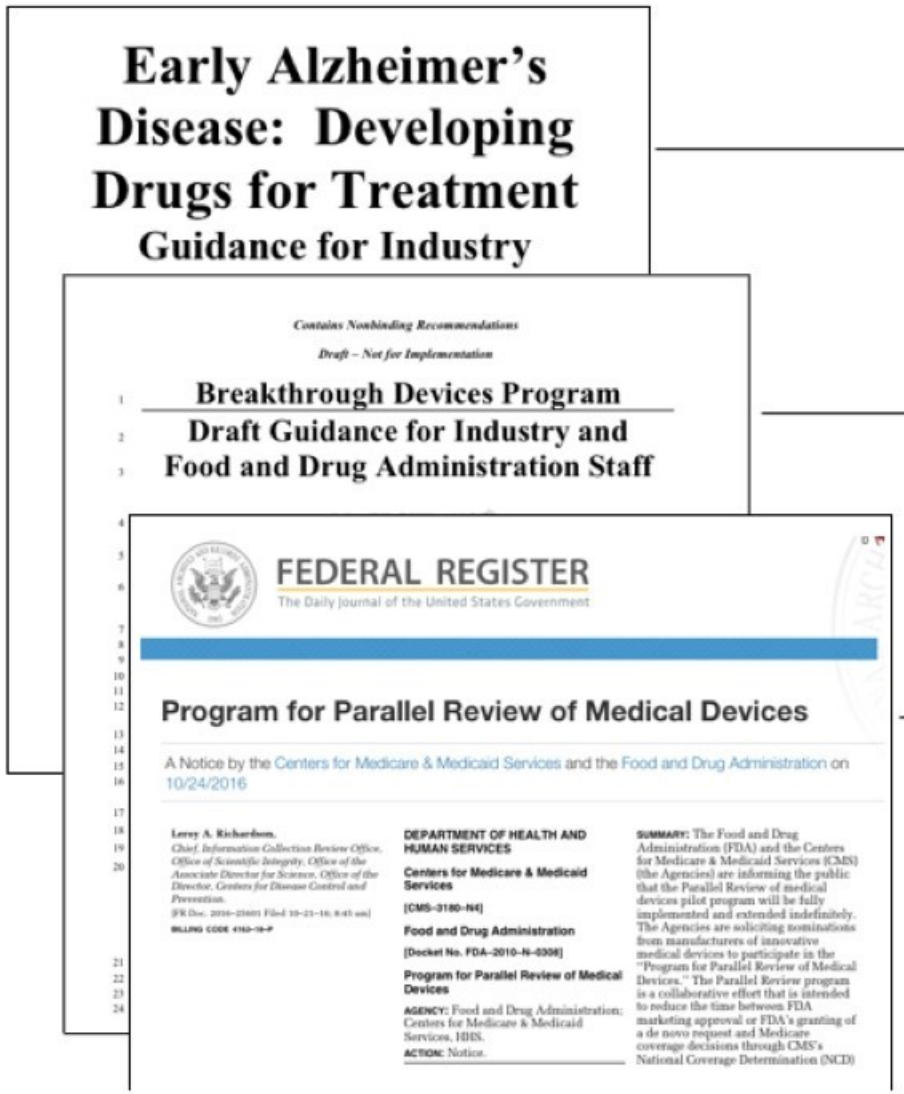

**Consumable Growth:**

| | |
|---|---|
| Q1 '18 vs. Q1 '17 | 65% |
| FY '17 vs. FY '16 | 70% |

# Neurology Publications – Catalyze Disruption

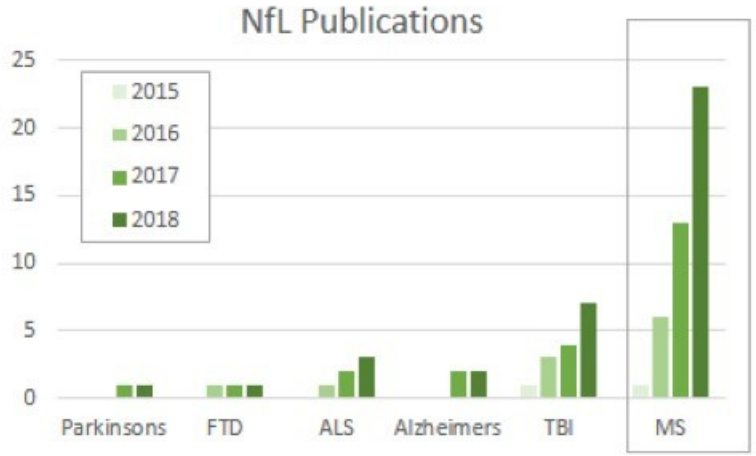


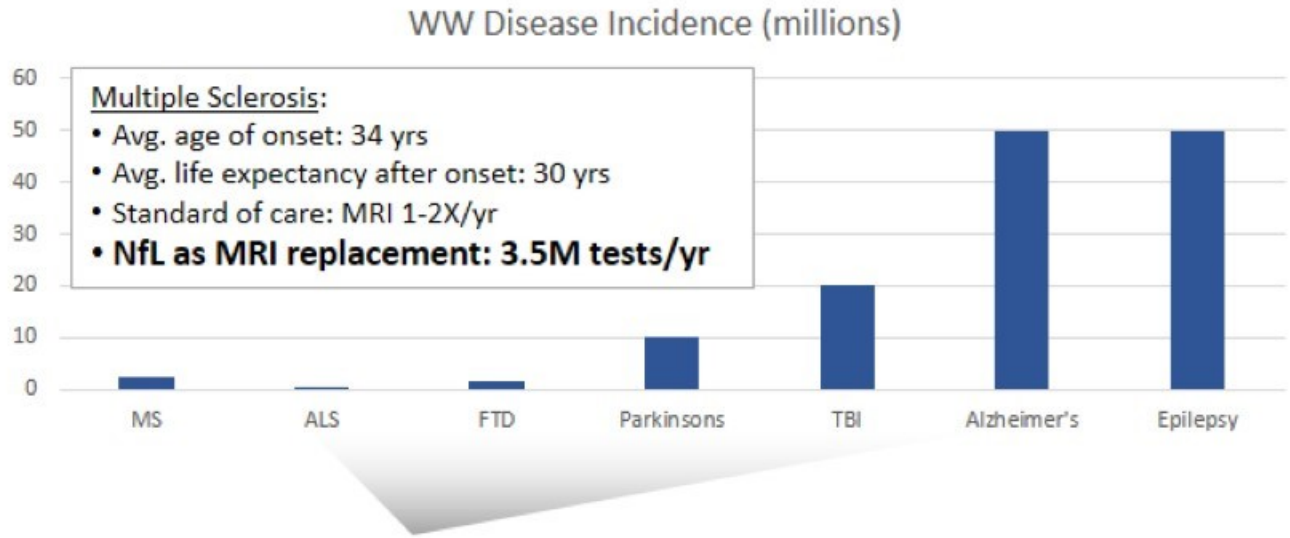
# Business-Favorable Changes in IVD Regulatory Climate




| **FDA initiative…** | **What it means for QTRX…** |
|---|---|
| FDA recognizes the criticality of ID'ing *pre-clinical* patients for drug trials using biomarkers. | Encourages biopharma to identify/incorporate promising biomarkers in trial design |
| FDA to expedite development, assessment, and review of medical devices addressing treatment or diagnosis of life-threatening or irreversibly debilitating conditions. | Expedited review of IVD tests; more probable Class II path. Example: Banyan TBI test (6 mo to clearance). |
| FDA teaming up with CMS to provide parallel review of medical device approval and Medicare coverage. | Potential to secure reimbursement determination simultaneous with FDA clearance |

# Emerging Clinical Biomarker: Neurofilament Light (NfL)




Studies confirm NfL clinical utility:

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

***Majority of published data obtained with Simoa NfL***

***Clinical Validation of NfL for MS is a Key Beachhead***

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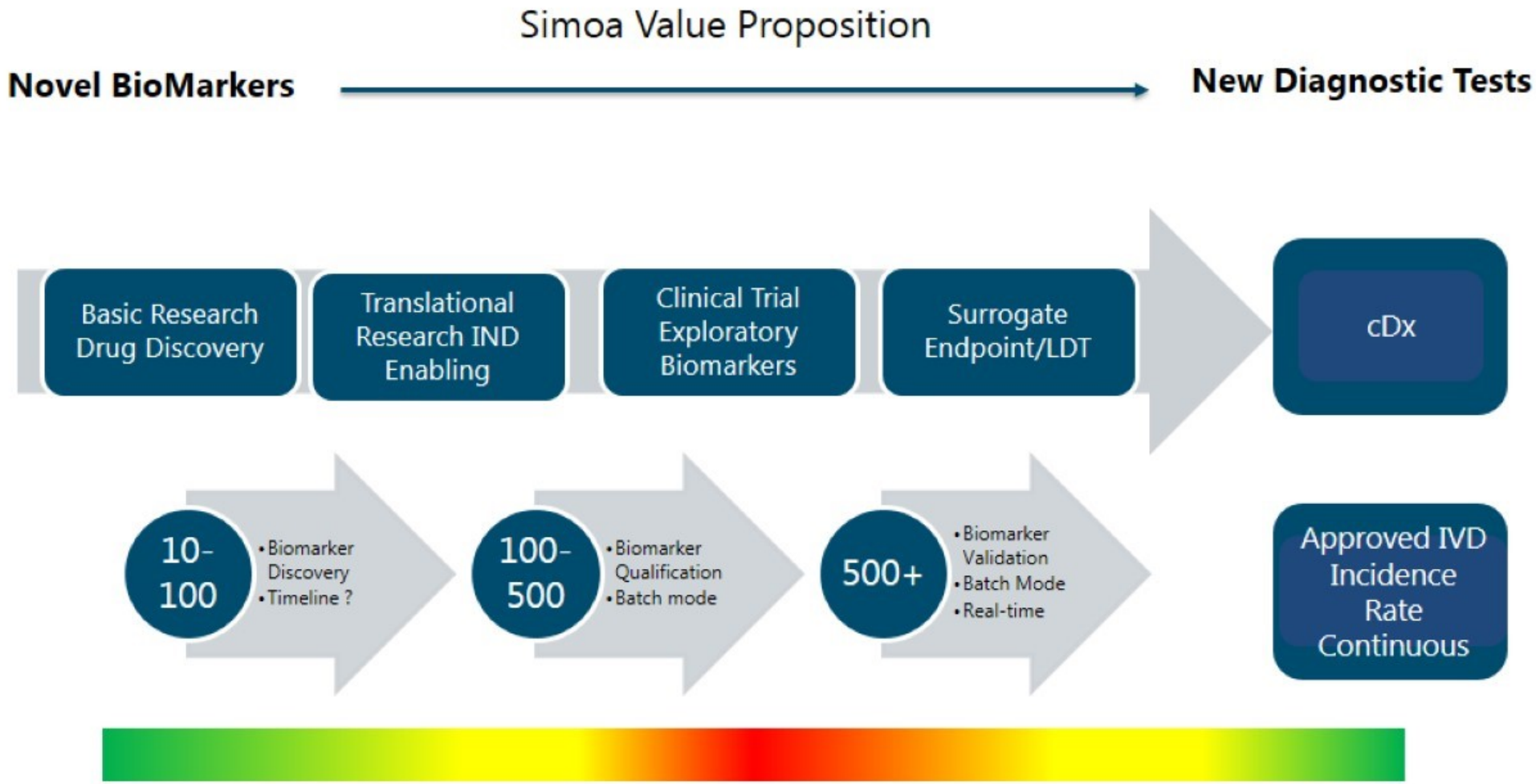
# Quanterix Biomarker Support for Clinical Trials



# Representative Accelerator Projects

| Sponsor | Indication | Phase I | Phase II | Phase III | Current $ | CDx Potential |
|---|---|---|---|---|---|---|
| Pharma 1 | Mood Disorders | | | | $2.2M | ✓ |
| Pharma 2 | Asthma | | | | $.900M | ✓ |
| Biotech 1 | MS | | | | $.500M | |
| Pharma 1 | Alzheimer's | | | | $.450M | |
| Pharma 3 | MS | | | | $.320M | ✓ |
| Pharma 1 | Alzheimer's | | | | $.250M | |
| Pharma 4 | MS | | | | $.250M | |
| Biotech 1 | MS | | | | $.200M | ✓ |
| Biotech 2 | Asthma | | | PD | $.200M | |
| Biotech 3 | Crohn's | | | | $.100M | ✓ |

# Joe Driscoll CFO provides Q1 2018 Financial Results - Script

# POWERING PRECISION HEALTH

Save the Date
3rd Annual
**Powering Precision Health Summit 2018**
December 11-12, 2018
Boston Marriot Newton
Targeting 1000 + attendees, 65 Speakers, 25 Sponsors

*"If we start the PPH movement now, by 2035, healthcare will be 40% lower in cost, 60% more accessible to average citizens, and we will live 8 years longer productive lives."*

**Kevin Hrusovsky**
Founder & Chair, Powering Precision Health Summit

**606**
attendees

**54**
luminary speakers

**18**
corporate sponsors

**Revolutionary opportunities to detect earlier and improve treatment of:**

- Pancreatic Cancer
- Breast Cancer
- Prostate Cancer
- Lung Cancer
- Alzheimer's
- CTE
- Concussions
- Diabetes
- Multiple Sclerosis
- Parkinson
- HIV
- C-Difficile

**Speakers from:**
Harvard Medical, MD Anderson Cancer Center, Merck, Eli Lilly, NYU, UPenn, NIH, DanaFarber, Yale Medical, Biogen, Cedars Sinai, Myriad RBM,Boston Univ.

**Massachusetts Governor Issues Proclamation for Precision Health Awareness Week**

**12**
PPH news articles

**402**
tweets about PPH

**154**
live streams on Periscope

**133,000,000**
social media impressions

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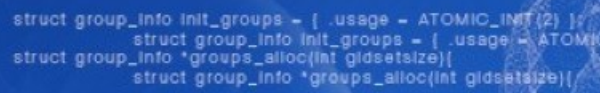
Powering a Revolution in Healthcare




2018 Update and Q&A:  Kevin Hrusovsky

# Poised to Disrupt Healthcare and Create Significant Value

market

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execution

| | | Differentiator | Value |
|---|---|---|---|
| 1 | Category-defining; Unrivaled Sensitivity | Best in Class | Disrupt |
| 2 | Methodical market penetration strategy to reward investors | $3B to $38Bn[1] | New Answers |
| 3 | Genotype to phenotype; Drug Development to Dx |  | Holy Grail |
| 4 | **Validation**: 18/20 top pharma, PPH, 500+ trials | 190+ pubs All Areas | Proven |
| 5 | Growth & Value; Razor – razor blade, M&A | $150M Invested | Product Launches |
| 6 | Research value backstop with dx / digital disruption potential |  | Retail |
| 7 | Proven Management, Bod, Investors and Founder |  | Lynchpin |

1. $30bn subject to receipt of regulatory approvals or clearances, which the company has not applied for to date.