



**Quanterix™**

Discovery Fueled by Ultra-Sensitivity

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**J.P. Morgan Healthcare Conference 2023**

## Forward-Looking Statements

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' 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' actual results to differ from those expressed or implied in the forward-looking statements in this presentation 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.

## OUR MISSION

# Ultrasensitive biomarker detection to transform the future of healthcare

Revenue **\$100M+**<sup>(1)</sup>



### GEOGRAPHY

NA	<b>60%</b>
Europe	<b>30%</b>
Asia	<b>10%</b>



### CUSTOMER

Academia	<b>55%</b>
Pharma / CROs	<b>45%</b>

### INSTRUMENTS

Placements <sup>(2)</sup>

**875+**

### BIOMARKERS

Cumulative <sup>(2)</sup>

**550+**

### ACCELERATOR

Projects <sup>(2)</sup>


**1,900+**


### PUBLICATIONS


Cumulative <sup>(2)</sup>


**2000+**


# Key Messages

 Our unmatched Simoa technology is a key competitive advantage for continued market leadership

 We are early in penetration of a \$75B discovery to diagnostics proteomics market opportunity

 Our strategy is to deliver novel biomarker detection to unlock proteomics research and translate those discoveries to improve human health.

 Early focus on an emerging neuro market and enabling field on the brink of breakthrough therapies for Alzheimer's and neurodegenerative diseases.

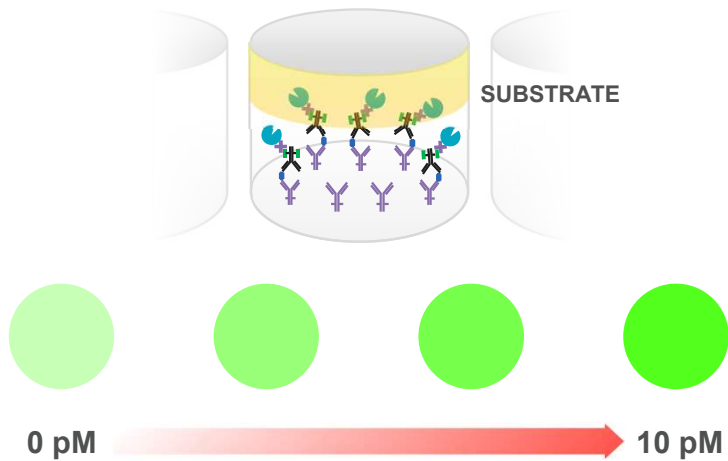
 >875 instruments installed, unique technology with strong IP, one of a few companies with commercial scale, and well positioned to extend our leadership position in proteomics.

# Single Molecule Array Technology (Simoa)

Analog

## Traditional ELISA assay

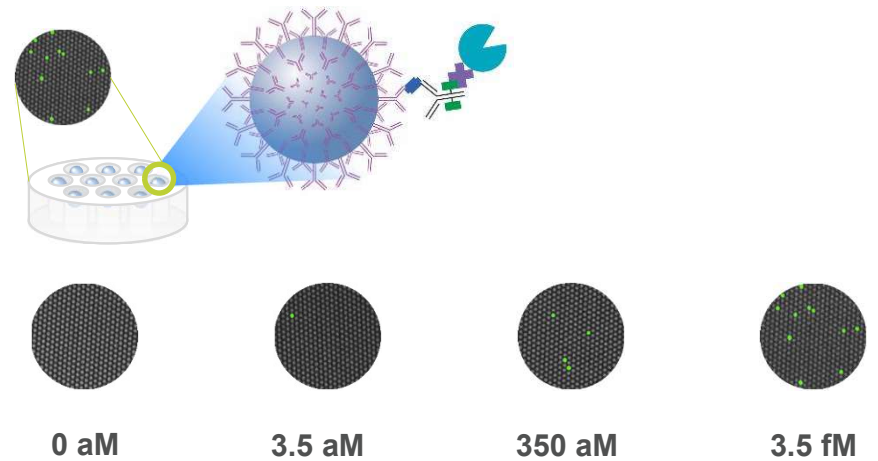
Millions of molecules needed to reach detection limit



Digital

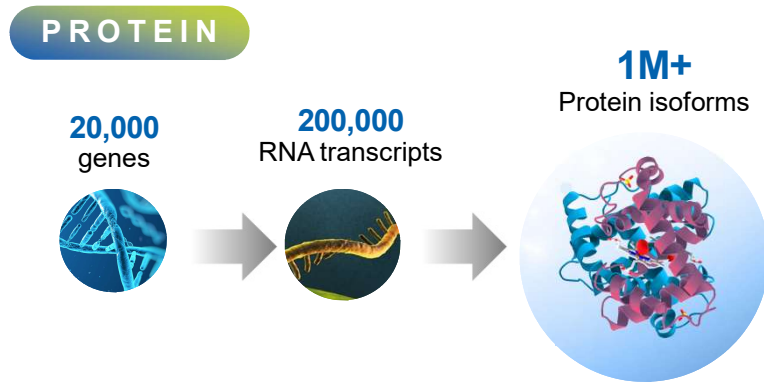
## Simoa<sup>®</sup>

Single molecule needed to reach detection limit



# Proteome is dynamic and closest to clinical actionability

Simoa sensitivity allows digital detection of proteins and their isoforms



## Simoa sensitivity enables...

Less invasive, smaller sample

New biomarkers & protein isoforms

Multiplexing for disease specificity

Single molecule to unravel heterogeneity

# Portfolio of 80% instruments and reagents, 20% laboratory services

## DISCOVERY TO DIAGNOSTICS

### Discovery

#### Instruments

- Feature both bead assay and planar array technology
- Used in 2000+ publications



#### Consumables & Reagents

- A broad selection of assays developed for a wide range of therapeutic areas

### Clinical Trials

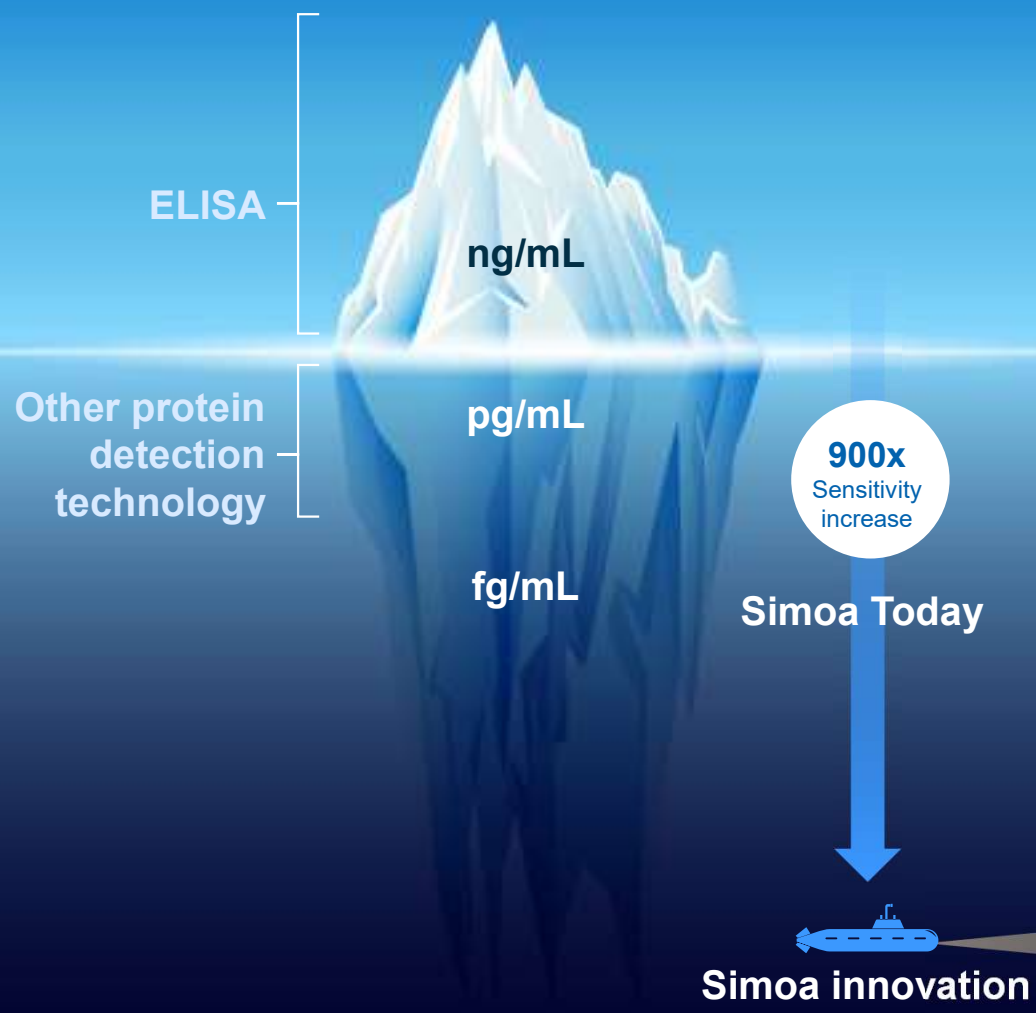
#### Accelerator Services

- Contract research services through Simoa Accelerator Laboratory
- Sample Testing Services
- Custom Assay Development

### Diagnostics

#### CLIA Diagnostic Lab

- Enabling the future of Therapeutics for Neurodegenerative Diseases
- P<sub>Tau</sub> 181 LDT
- NfL LDT



Democratize SIMOA;  
one in every research lab

# Our sensitivity enables discovery and Dx

 Early disease  
detection



# Simoa



## Simoa Technology Transforming Medicine with Digital Biomarkers

HEALTHY

STAGE OF INTERVENTION

LATE DISEASE

**Non-invasive**

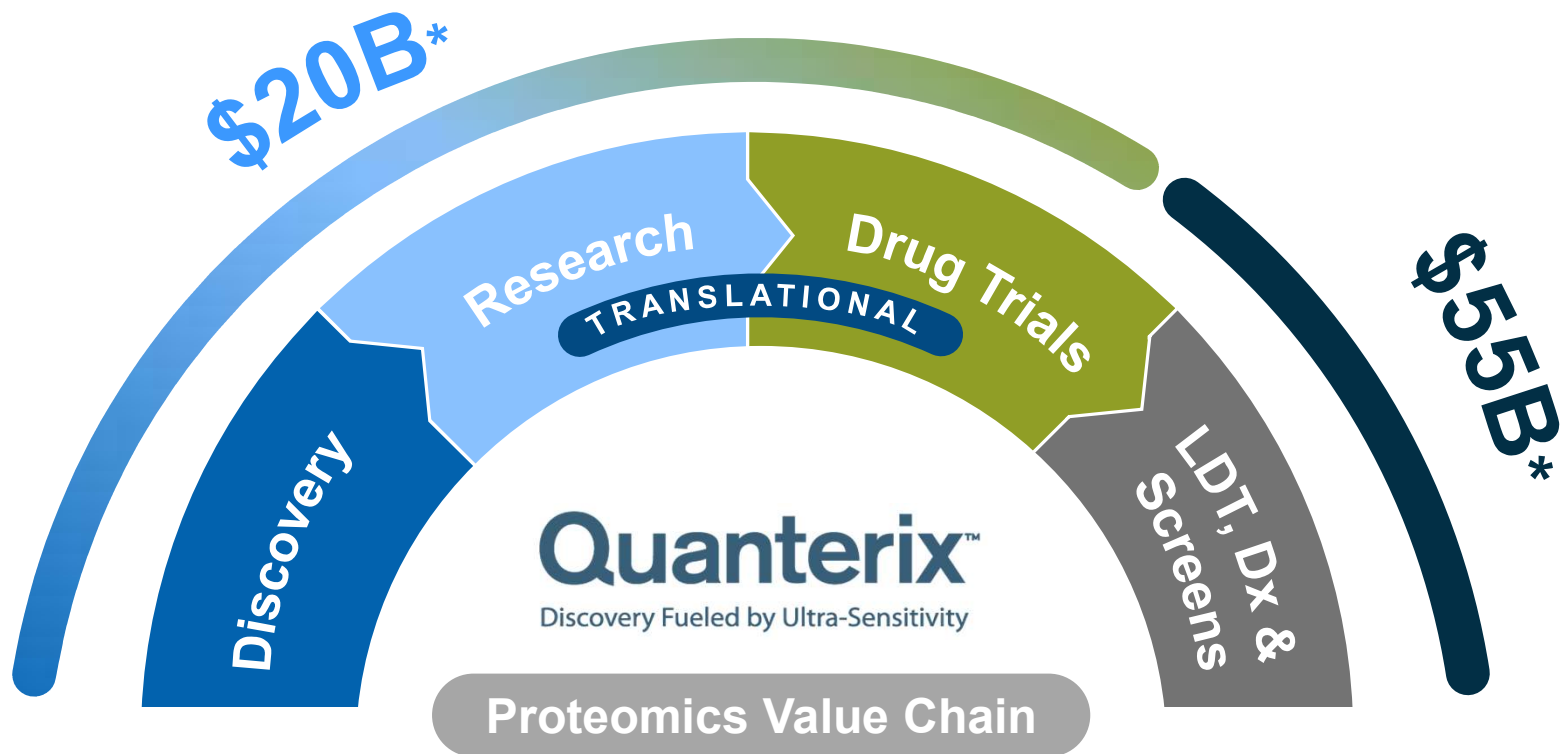
Blood-based Simoa Neuro Assays



**Invasive**

CSF & PET Imaging





Plexity

**100+**

- Relevant Proteins

Plexity

**1-50**

- Early Detection
- Multiplex
- Quantitative / Precise

Plexity

**1-10**

- Home, less invasive
- Early Detection
- Quantitative / Precise

Plexity

**1-3**

- Early Detection
- Quantitative / Precise
- Home, Less Invasive

## Discovery

- Which markers
- High multiplex
- Low sensitivity
- Low precision



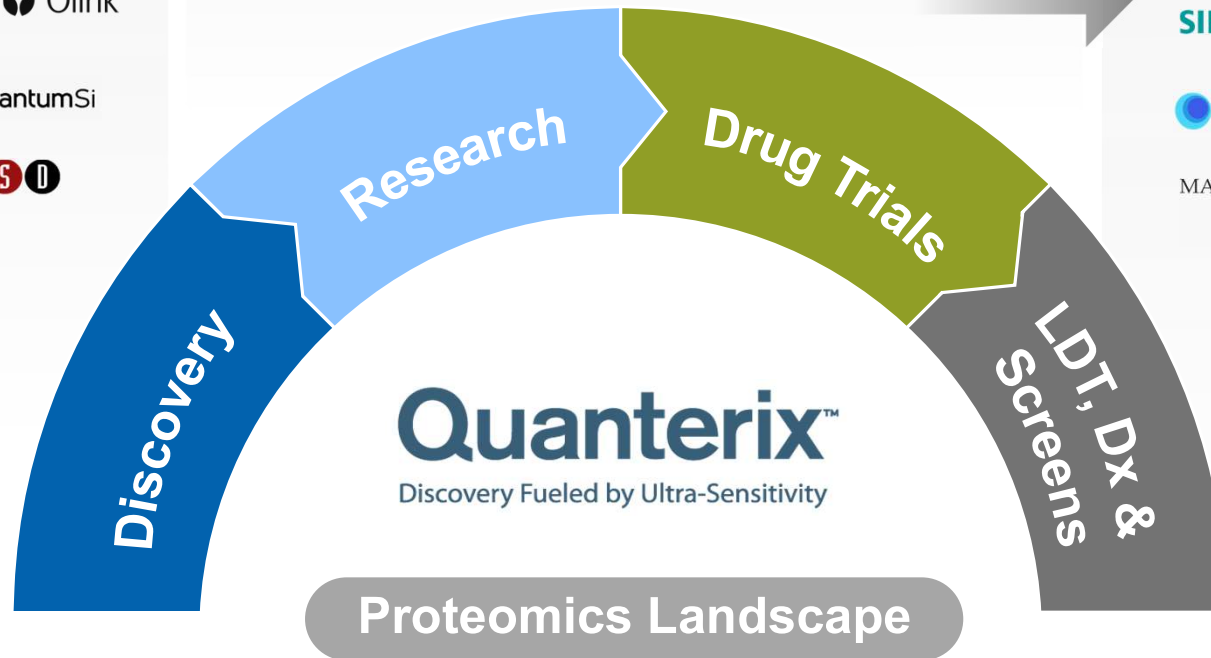
## Translational Research / Drug Trials

- Sample in - results out automation
- Sensitivity to detect early in blood
- High precision assays
- Multi-site testing
- Greater sensitivity needed in future

LDT Bridge

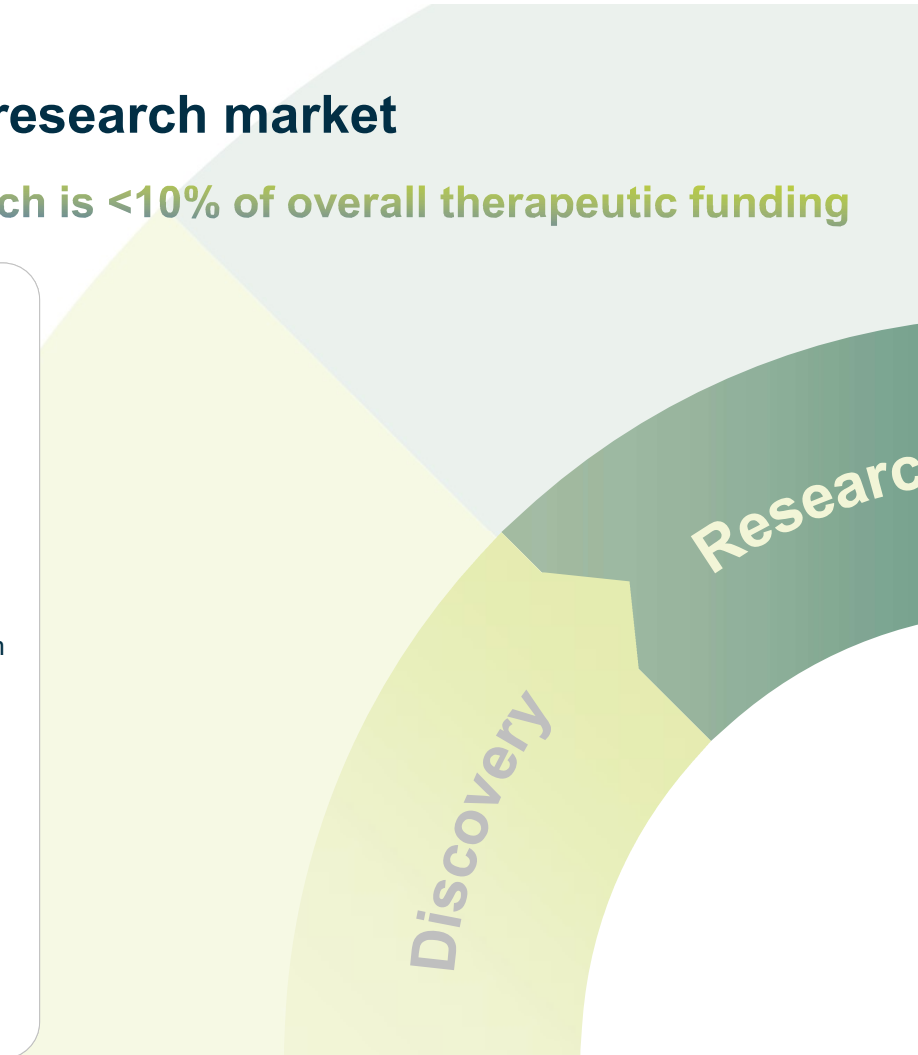
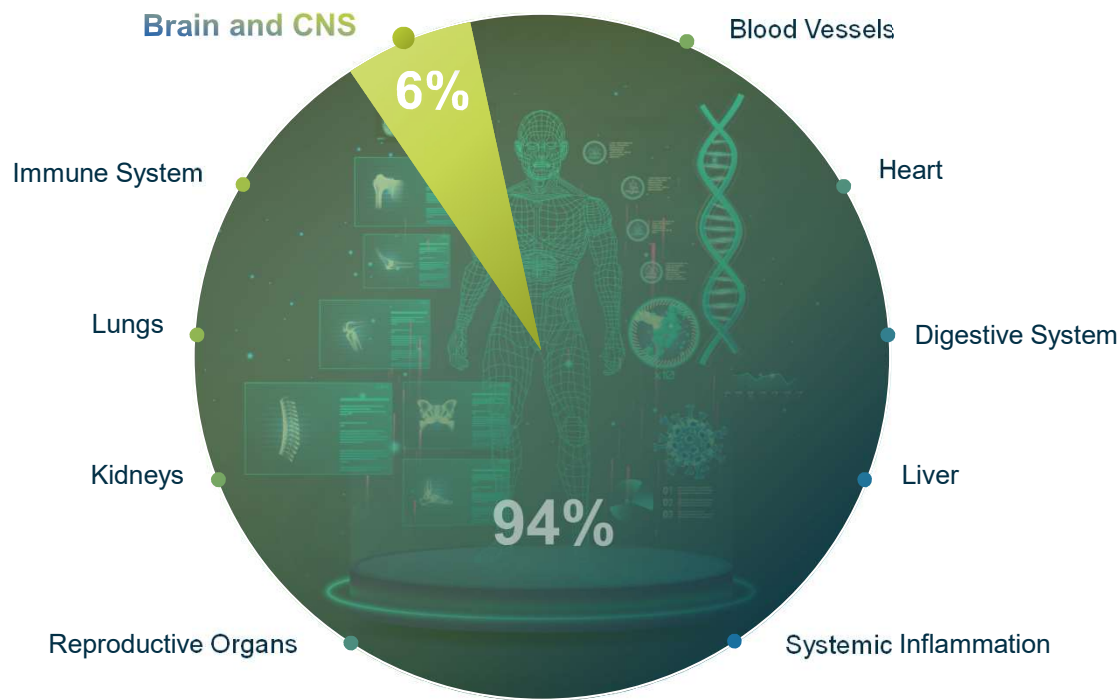
## Diagnostics

- High analytical and clinical Sensitivity
- High precision
- Low plex
- LDTs to IVDs

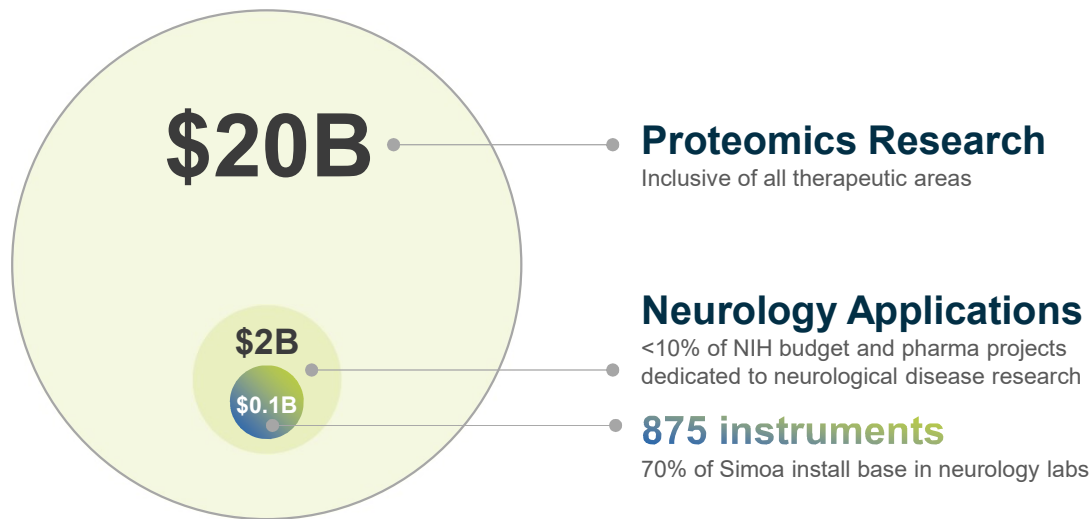


## Under penetrated in a large and expanding research market

70% Simoa install base in neuro biomarker labs, which is <10% of overall therapeutic funding



# Simoa; in every research lab



## Opportunities to unlock TAM

### Therapeutic Area Expansion

- Growth into new applications and biomarker assays to capture 90% of research market outside of neurology

### Increased Sensitivity

- Continued innovation in driving deeper levels of insight by enabling further advancement in ultra-sensitive quantitative proteomics

### Increased Access

- Investment in future solutions to democratize SIMOA platform (footprint, price, workflow)



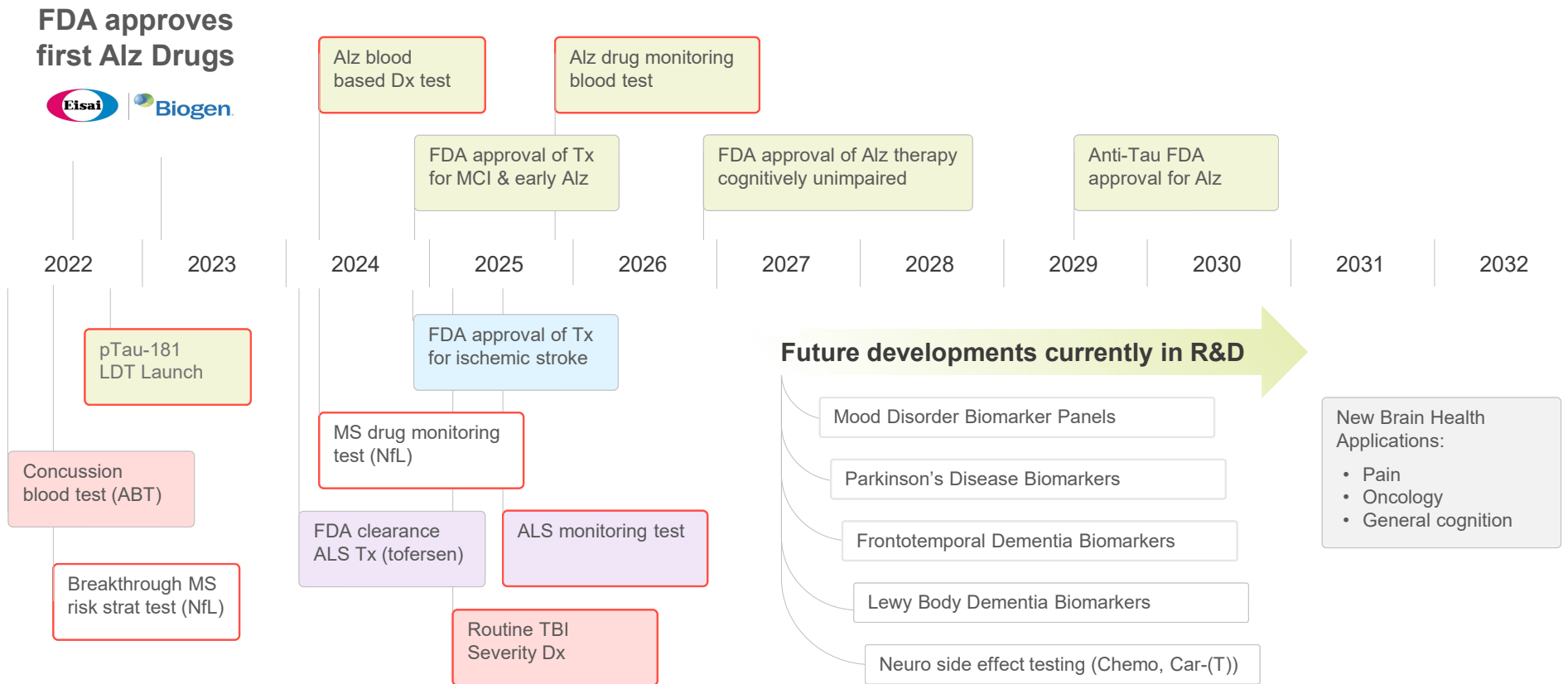
**100,000+**

### Research Labs:

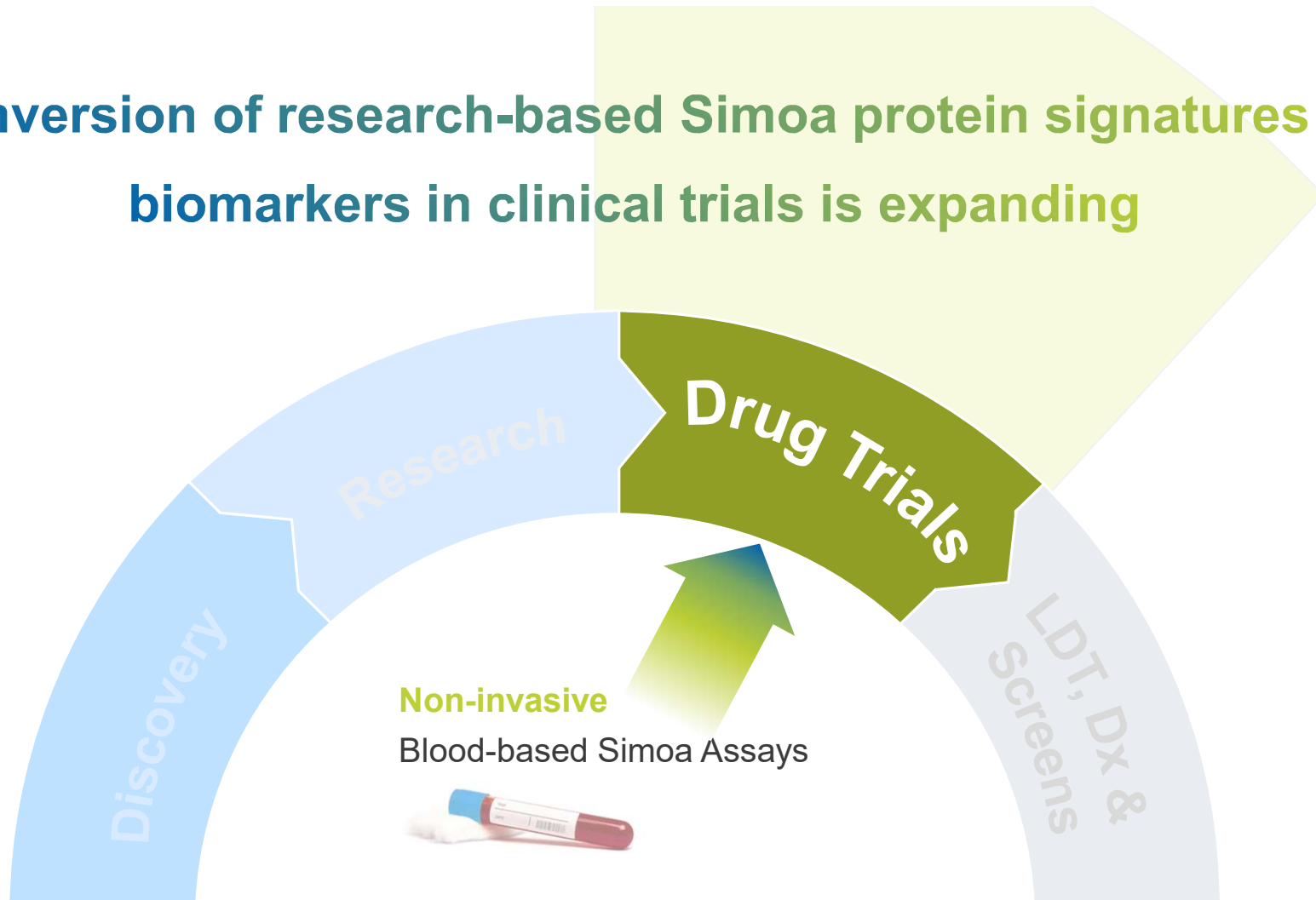
- Expanded therapeutic areas
- International
- Government institutions
- Private institutions

# Upcoming Neuro Decade

Blood based biomarkers ushering in a new generation of neuro health assessment and monitoring



# Conversion of research-based Simoa protein signatures to biomarkers in clinical trials is expanding



# Clinical trial engagement

Non-invasive biomarker measurements empower pre- and post-market clinical trials



**Donanemab  
Phase 2**

**JNJ-6373365  
Phase 2**

**Lecanemab  
Phase 3**

**Ranibizumab  
Phase 4**

**Patisiran  
Phase 3**

Simoa based  
pTau217

Simoa based  
pTau217+

Simoa pTau181,  
GFAP, NfL

Simoa based  
VEGF assay

Simoa NfL assay

Collaboration of  
future multiplex  
biomarkers - AD

Analytical Validation  
- AD

Clinical trial support  
- AD

Clinical trial support -  
Macular  
Degeneration:  
Ranibizumab vs  
Aflibercept.

APOLLO study

Polyneuropathy  
treatment

License to  
develop RUO kits  
and services

GTM collaboration  
discussions

Transthyretin-  
mediated (hATTR)  
amyloidosis



Highlights from few trials....



# Simoa p-Tau 181 test; biomarker endpoint on Leqembi label

10 mg/kg Leqembi every two weeks reduced mean plasma pTau-181 24% from baseline in 79 weeks, a highly significant decrease.



Simoa pTau-181



## Biomarker Endpoints<sup>1</sup>

	LEQEMBI 10 mg/kg every two weeks	Placebo
<b>Amyloid Beta PET Composite SUVR</b>	N=44	N=98
Mean baseline	1.373	1.402
Adjusted mean change from baseline at Week 79 Difference from placebo	-0.306 -0.310 (p<0.001)	0.004
<b>Amyloid Beta PET Centiloid</b>	N=44	N=98
Mean baseline	78.0	84.8
Adjusted mean change from baseline at Week 79 Difference from placebo	-72.5 -73.5 (p<0.001)	1.0
<b>Plasma Aβ42/40</b>	N=43	N=88
Mean baseline	0.0842	0.0855
Adjusted mean change from baseline at Week 79 Difference from placebo	0.0075 0.0054 (p=0.0036)	0.0021

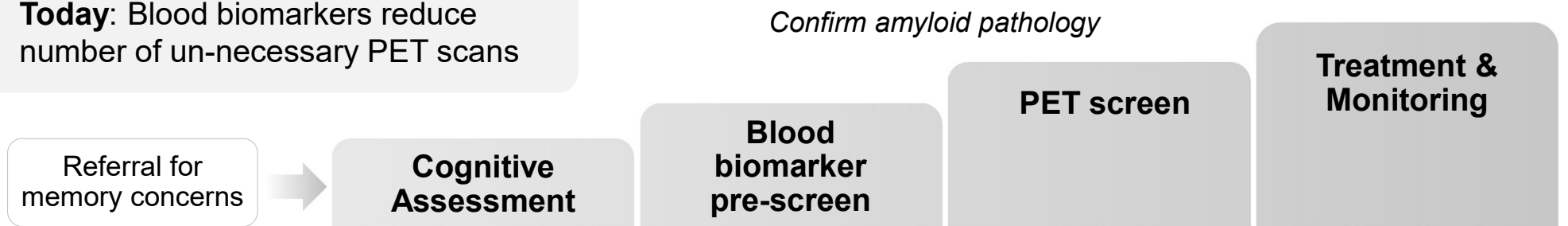
## Plasma p-tau181 (pg/mL)<sup>2</sup>

	N=84	N=179
Mean baseline	4.6474	4.435
Adjusted mean change from baseline at Week 79 Difference from placebo	-1.1127 -1.1960 (p<0.0001)	0.0832

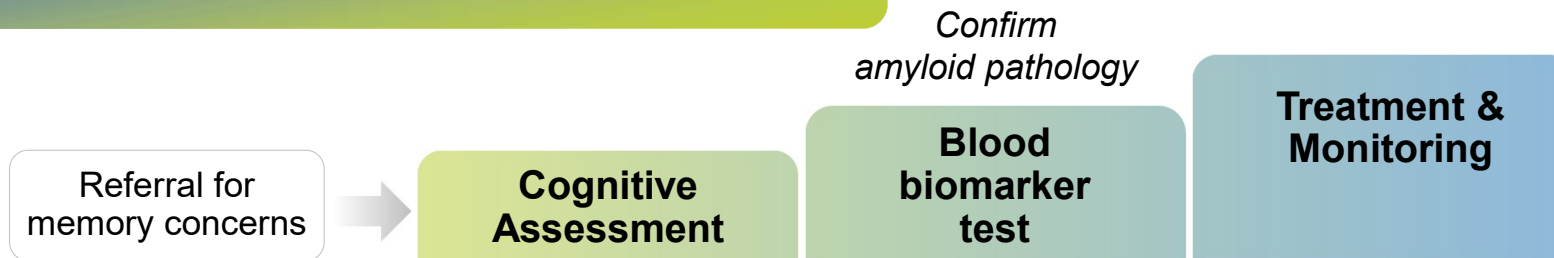
# Alzheimer's treatment workflow

Blood biomarkers can streamline clinical workflows and broaden access to treatment

**Today:** Blood biomarkers reduce number of un-necessary PET scans



**Future:** Blood biomarkers replace PET and improve patient access and workflow efficiency



# Strength in neurology enables clinical diagnostics

Existing biomarker menu has potential to provide access to large markets

LDT, Dx &  
Screens

TAM \$0.5B

## Multiple Sclerosis

Disease Activity  
Treatment Response

TAM \$8B

## Alzheimer's Disease

Triage  
Diagnosis  
Monitoring  
Screening  
After drug approval\*

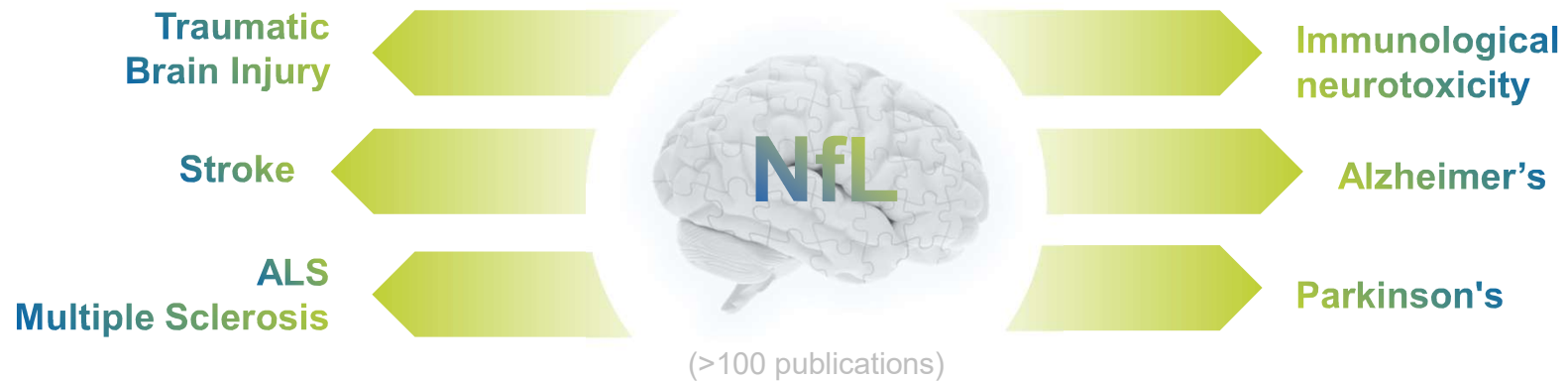
TAM \$2B

## Traumatic Brain Injury

Diagnosis  
Monitoring  
Baselining

## NfL CLIA blood test expands access to brain health biomarker

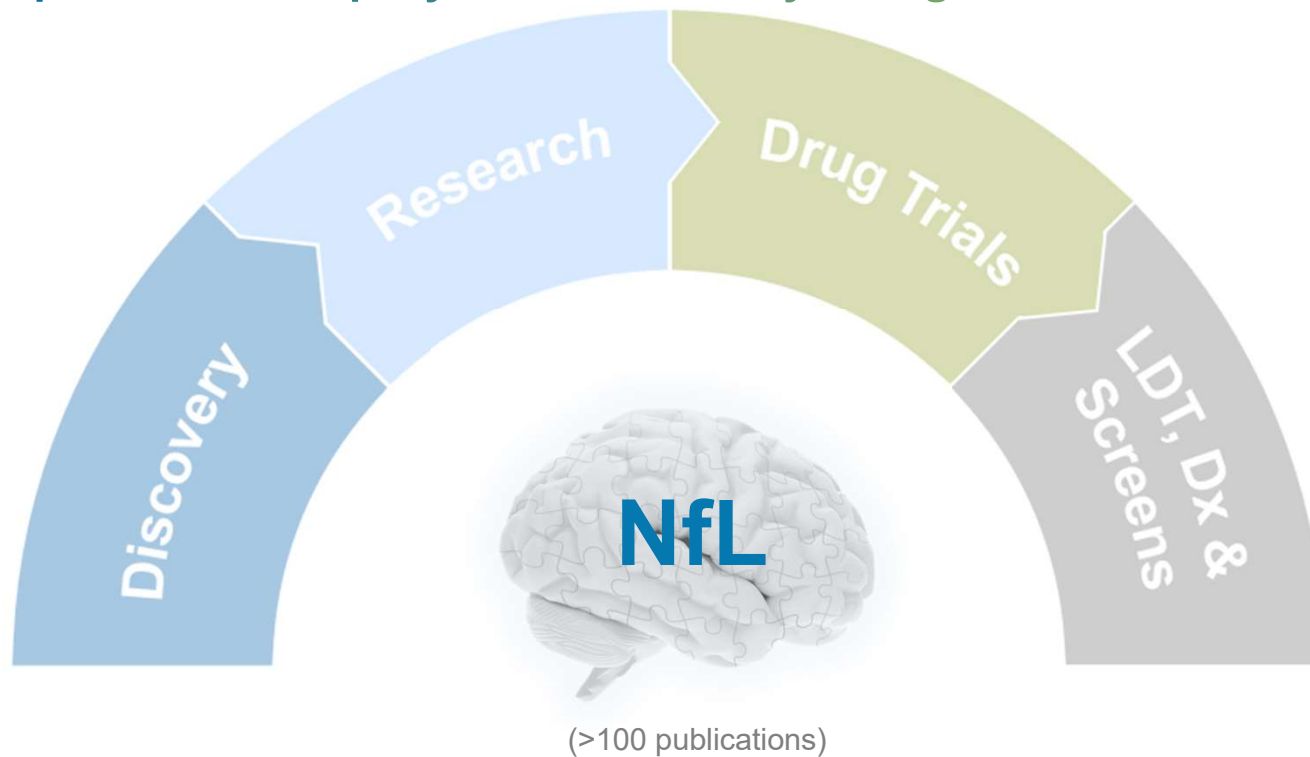
Quanterix Accelerator now offering NfL in serum validated as a CLIA Laboratory Developed Test (LDT)



**NfL widely used in therapeutics trials  
with potential to become a standard for  
assessing brain health in clinical care**

## Driving biomarker discoveries to research, to trials and Dx

Quanterix positioned uniquely to build value by taking biomarkers through continuum



**Key Biomarker to assess neural damage**

# Building a menu of blood biomarker LDTs to serve a broader market..... .....leading conversion of neuro biomarkers into diagnostics

## LDT Blood-Based Neuro Biomarker Menu

Ptau181 CLIA LDT  
 (launched Q3 2022)

NfL CLIA LDT  
 (launched Q1 2023)

Next LDT launch  
 later in 2023\*\*

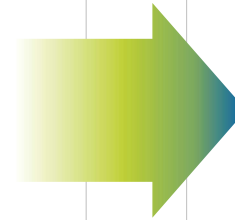
## Target Customers

### Clinical Research

- Prospective studies
- Clinical utility studies

### Clinical Care

- Existing workflows needing better Dx or monitoring
- Future workflows as new therapies become available (e.g., Alzheimer's)



Planned FDA  
 cleared products



## Current Clinical Development

Prospective clinical trials in progress  
 to validate a multi-marker algorithm



pTau, Aβ40, Aβ42,  
 NFL, GFAP

In partnership with



'BioHermes'



Alzheimer's  
 Drug Discovery  
 Foundation

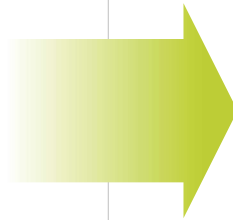
'CANTATE'

## Two quarters into our transformation to democratize Simoa in research markets and unlock clinical and diagnostic TAM



### Transformation Elements

- Strategic review completed Q3 2022
- Six quarter assay redevelopment
- New innovation to democratize SIMOA



### Transformation Outcomes

- Enable rapidly emerging proteomic market
- Profitable Growth
- Product development engine

.....Company transformation critical to scale in clinical testing and DX market.....On Track

# Leader in proteomics, positioning ourselves to accelerate faster

New Entrants

Adding Accelerants



**Quanterix™**

Discovery Fueled by Ultra-Sensitivity



**Most Sensitive Protein Measurements in Blood**

Strong IP protection



**Translational Leader**

FDA - BTD pTau181, NfL

LDT implementation

Pharma / KOL partnerships



**Sample to Answer Platform**

Rapid TAT, Global footprint



**Continued Innovation**

Simoa in every lab, menu expansion, pushing limits of sensitivity further



**Strong Financials**

With commercial scale





# Key take aways



Continue to lead by delivering sample to answer product portfolio, uniquely detecting difficult to measure protein isoforms and transforming them into biomarkers.

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Therapeutic area expansion to provide Simoa sensitivity to all proteomics researchers; until there is at least one platform in every lab.

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Deliver CLIA validated neuro biomarker LDTs and future FDA approvals to power the next ten years of neuro-therapies.

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Kicked off company transformation to enable scaling, full leverage and access to current and future Simoa tech.

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Our team is just getting started....