Forward-Looking Statements & Non-GAAP Financial Measures

This presentation contains forward-looking statements within the meaning of the U.S. 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.

To supplement Quanterix’s financial statements 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 restructuring plan. 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 financial information presented in accordance with GAAP. Investors are encouraged to review the reconciliation of these non-GAAP measures to their most directly comparable GAAP financial measures set forth herein and in the associated earnings press release.
LucentAD p-Tau 217 is a highly accurate blood test intended for assessing amyloid pathology, providing both ‘rule-in’ and ‘rule-out’ results. The Simoa advantages: ultra sensitivity that enables blood-based detection in the earliest stages of disease, with a simplified workflow for scaled deployment.

- 93% Accuracy
- 98% Specificity
- 90% Sensitivity
- Meets NIA-AA Revised Criteria for Diagnosis and Staging of Alzheimer’s Disease

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.

www.lucentdiagnostics.com
Corporate Transformation: Assay Redevelopment Roadmap

- **Q2 2022**
  - CEO transition on April 25th
  - Business strategic review starting in June

- **Q3 2022**
  - Strategic review completed in July, business realignment and restructure in August
  - Re-development team established
  - Shelf-life of our products phase 1

- **Q4 2022**
  - Stability and variance improvements for common assay components
  - Identify primary wave of improvements transitioned into manufacturing

- **Q1 2023**
  - Manufacturing implementation of primary wave of improvements
  - Raw material stability and qualification

- **Q2 2023**
  - Manufacturing implementation of process improvements
  - Raw material specifications, stability and qualification
  - Automated work instructions & documentation

- **Q3 2023**
  - Continued bridging gaps to scale
  - Process automation
  - Process/line testing & implementation

- **Q4 2023**
  - Optimized workflow
  - Product and process harmonization

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### Gross Margin %

- **GAAP**
  - Q2 2022: 37.1%
  - Q3 2022: 41.1%
  - Q4 2022: 48.8%
  - Q1 2023: 59.5%
  - Q2 2023: 61.7%
  - FY23: 56.8%

- **Non-GAAP**
  - Q2 2022: 29.1%
  - Q3 2022: 34.9%
  - Q4 2022: 41.3%
  - Q1 2023: 53.1%
  - Q2 2023: 56.4%

### Revenue

- Q2 2022: $23.5M
- Q3 2022: $26.6M
- Q4 2022: $25.8M
- Q1 2023: $28.5M
- Q2 2023: $31.0M
- FY23: $31.3M

### Cash Usage

- Q2 2022: $13.0M
- Q3 2022: $17.6M
- Q4 2022: $5.0M
- Q1 2023: $9.1M
- Q2 2023: $0.1M
- FY23: $1.9M

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**Successful completion, according to plan**
Biomarker of neuroinflammation impacting AD testing

Simoa GFAP biomarker critical in influencing amyloid-β effects on Tau pathology

• An unresolved question is why a significant percentage of amyloid-β (Aβ)-positive cognitively unimpaired (CU) individuals do not develop detectable downstream tau pathology and, consequently, clinical deterioration.

• Key blood-based biomarker study tested whether astrocyte reactivity modulates the association of Aβ with tau phosphorylation in CU individuals.

• Aβ was associated with increased plasma phosphorylated tau **only** in individuals positive for astrocyte reactivity (Ast+).

Results:

• **Detecting astrocyte reactivity (GFAP) abnormality is critical to predict whether cognitively unimpaired, Aβ positive individuals will develop tau pathology, and clinical symptoms.**
### Q3 2023 Results vs PYQ3 (in $ millions)

#### Key Figures

<table>
<thead>
<tr>
<th>Category</th>
<th>2022</th>
<th>2023</th>
<th>2022</th>
<th>2023</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>26.6</td>
<td>31.3</td>
<td>26.6</td>
<td>31.3</td>
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<tr>
<td><strong>Gross Margin $</strong></td>
<td>10.9</td>
<td>17.8</td>
<td>9.3</td>
<td>15.3</td>
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<tr>
<td><strong>Gross Margin %</strong></td>
<td>41.1%</td>
<td>56.8%</td>
<td>34.9%</td>
<td>48.6%</td>
</tr>
<tr>
<td><strong>Operating Expense</strong>*</td>
<td>47.5</td>
<td>31.6</td>
<td>45.9</td>
<td>29.0</td>
</tr>
<tr>
<td><strong>Operating Loss</strong></td>
<td>-36.6</td>
<td>-13.8</td>
<td>-36.6</td>
<td>-13.8</td>
</tr>
<tr>
<td><strong>Cash Usage</strong></td>
<td>-17.6</td>
<td>-1.9</td>
<td>-17.6</td>
<td>-1.9</td>
</tr>
</tbody>
</table>

*Please note Q3'22 Operating Expense includes $3.4m in restructuring costs and $16.9m in impairment costs.

#### Revenue Mix

<table>
<thead>
<tr>
<th>Category</th>
<th>2022</th>
<th>2023</th>
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</thead>
<tbody>
<tr>
<td>INSTRUMENTS</td>
<td>12%</td>
<td></td>
</tr>
<tr>
<td>CONSUMABLES</td>
<td>52%</td>
<td></td>
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<tr>
<td>ACCELERATOR</td>
<td>20%</td>
<td></td>
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<tr>
<td>Strategic Collaborations</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>OTHER</td>
<td>11%</td>
<td></td>
</tr>
</tbody>
</table>

#### GAAP Revenue

- **INSTRUMENTS**: -53%
- **CONSUMABLES**: 63%
- **ACCELERATOR**: 115%
- **Strategic Collaborations**: -45%
- **OTHER**: +11%

### Notes

* GAAP Revenue
* Non-GAAP Revenue
* Q3 GAAP Revenue
* Q3 Non-GAAP Revenue

Quanterix
Discovery Fueled by Ultra Sensitivity
Q3 ‘23 Cash
(in millions)

Notes: Ending total cash $330.4M: unrestricted cash balance $201.3M, $126.4M of marketable debt securities and restricted cash balance $2.6M

*Includes working capital and net financing activities
## Reconciliation of GAAP to Non-GAAP Financial Measures

**Quanterix Corporation**

**Reconciliation of GAAP Financial Measures to Non-GAAP Financial Measures**

(Unaudited and in thousands, except percentages)

<table>
<thead>
<tr>
<th></th>
<th>Three Months Ended September 30,</th>
<th>Nine Months Ended September 30,</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2023</td>
<td>2022</td>
</tr>
<tr>
<td><strong>GAAP gross profit</strong></td>
<td></td>
<td></td>
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<tr>
<td>$</td>
<td>17,783</td>
<td>10,944</td>
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<tr>
<td><strong>Shipping and handling costs (1)</strong></td>
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</tr>
<tr>
<td>(2,553)</td>
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<td>(1,639)</td>
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<tr>
<td><strong>Non-GAAP gross profit</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>$</td>
<td>15,230</td>
<td>9,305</td>
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<td><strong>GAAP revenue</strong></td>
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<td></td>
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<td>$</td>
<td>31,334</td>
<td>26,646</td>
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<tr>
<td><strong>GAAP gross margin (gross profit as % of revenue)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>56.8%</td>
<td>41.1%</td>
</tr>
<tr>
<td><strong>Non-GAAP gross margin (non-GAAP gross profit as % of revenue)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>48.6%</td>
<td>34.9%</td>
</tr>
<tr>
<td><strong>GAAP total operating expenses</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>$</td>
<td>31,553</td>
<td>47,547</td>
</tr>
<tr>
<td><strong>Shipping and handling costs (1)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(2,553)</td>
<td></td>
<td>(1,639)</td>
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<tr>
<td><strong>Non-GAAP total operating expenses</strong></td>
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<td></td>
</tr>
<tr>
<td>$</td>
<td>29,000</td>
<td>45,908</td>
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<tr>
<td><strong>GAAP loss from operations</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>$</td>
<td>(13,770)</td>
<td>(36,603)</td>
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<tr>
<td><strong>Non-GAAP loss from operations</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>$</td>
<td>(13,770)</td>
<td>(36,603)</td>
</tr>
</tbody>
</table>

(1) Shipping and handling costs, which include freight and other activities costs associated with product shipments, are captured within operating expenses in our consolidated statements of operations. During the three months ended September 30, 2023 and 2022, we incurred $2.6 million and $1.6 million, respectively, of shipping and handling costs recorded within operating expenses. During the nine months ended September 30, 2023 and 2022, we incurred $6.0 million and $5.3 million, respectively, of shipping and handling costs within operating expenses.