

Quanterix

Powering a Revolution in Healthcare

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Q2 2018 Quanterix Earnings Conference Call

- Q2 & 1H 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.

Business

- SR-X momentum continues to build, 48 booked to date, 22 assays now available
- Record consumable sales, ↑ per instrument
- 40 Q2 pubs., >250 total pubs with >125 Neuro
- Simoa planar 10 plex progressing rapidly
- Commercial expansion underway, including entry into Pharma Services
- Powering Precision Health lead sponsor
- Ytd headcount has increased 50 from 125 YE.

Financial

- Revenue \$8.6M, +66% vs. PY Q2. YTD \$16.2M, +53%
- High margin mix accelerating: Q2 GM 46%, +420bp and +380bp vs. PY and 1st qtr'18
 - 1H '18 GM +120bp vs. 1H '17
- Installed base growing productively, record utilization, exceeding \$50k/year
- Product revenue growth: Pharma & Academic +69% & +41% respectively

2018 1H Goals & Priorities Update



Priority	Metric
Revenue Growth	+53% growth YTD
GM Improvement	+120 bps increase YTD, 400 bps in q2
New Products	SR-X: 48 booked to date across academia and pharma Assays: 25 new assays including 4 plex Developing Simoa planar benchtop instrument for 10+ plex
Commercial Transition and Expansion	+16 HC ytd (total now 50); Differentiated SSR selling model, Focus on selling drug approvals; Launched new CLIA lab
Technology Validation/Publications	250+, over 50% showing utility as disease progression marker 90+ pubs ytd with increasing number showing drug trial utility
Bio Pharma Penetration	23/25 top pharma 800 Phase 1, 2, 3 trials 32 instruments in CRO labs

Strong Growth Across All Geographies

Portfolio Growth

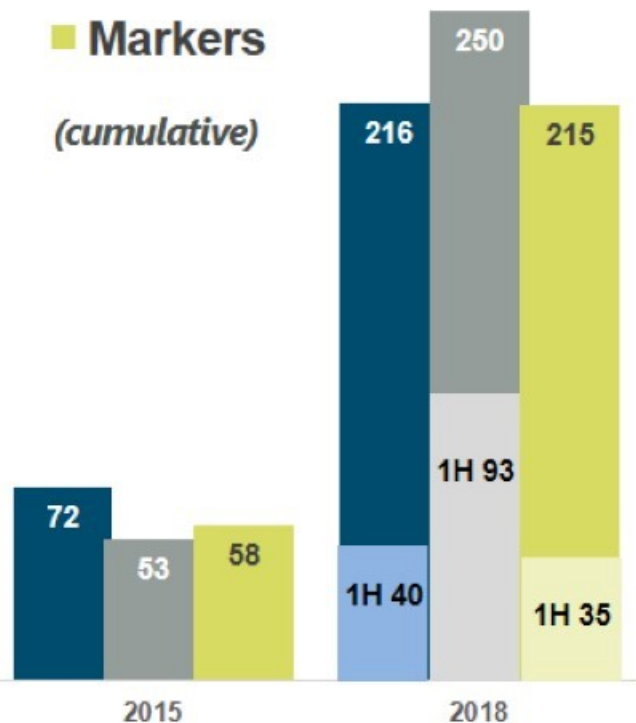
(\$ in millions)

Revenue

1H CAGR 45%

- Instruments
- Publications
- Markers

(cumulative)



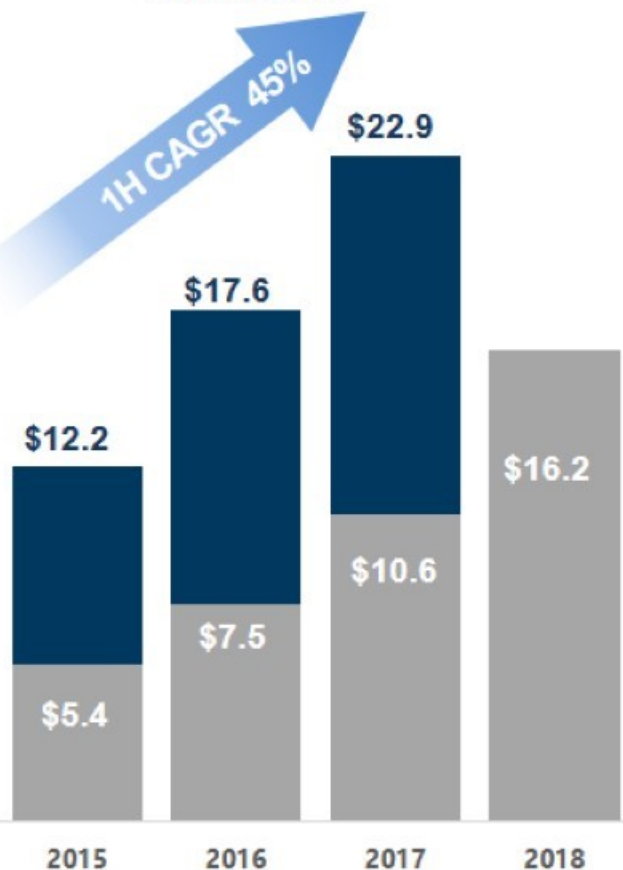
Grew from 0 instruments Jan'14

Portfolio Growth

(\$ in millions)

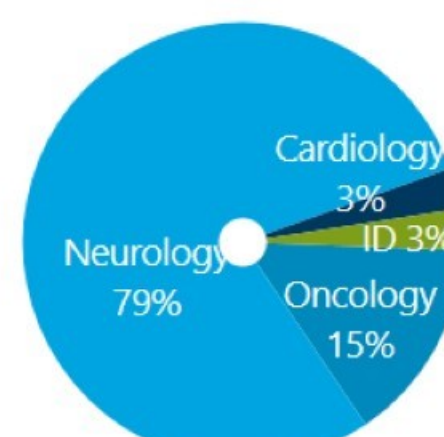
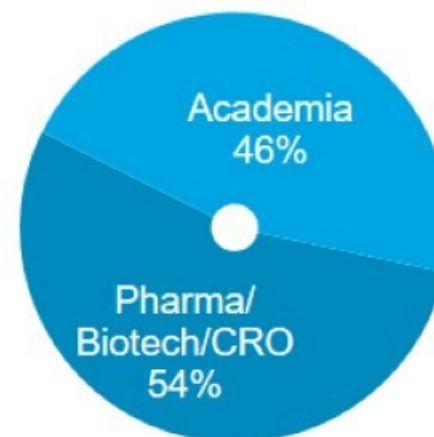
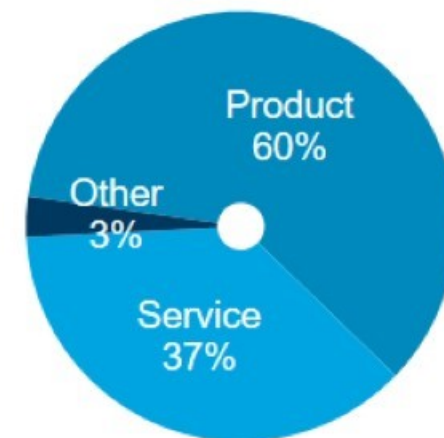
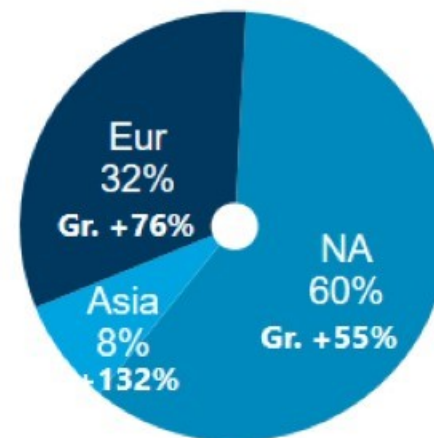
Revenue

1H CAGR 45%



■ = H1 Revenue

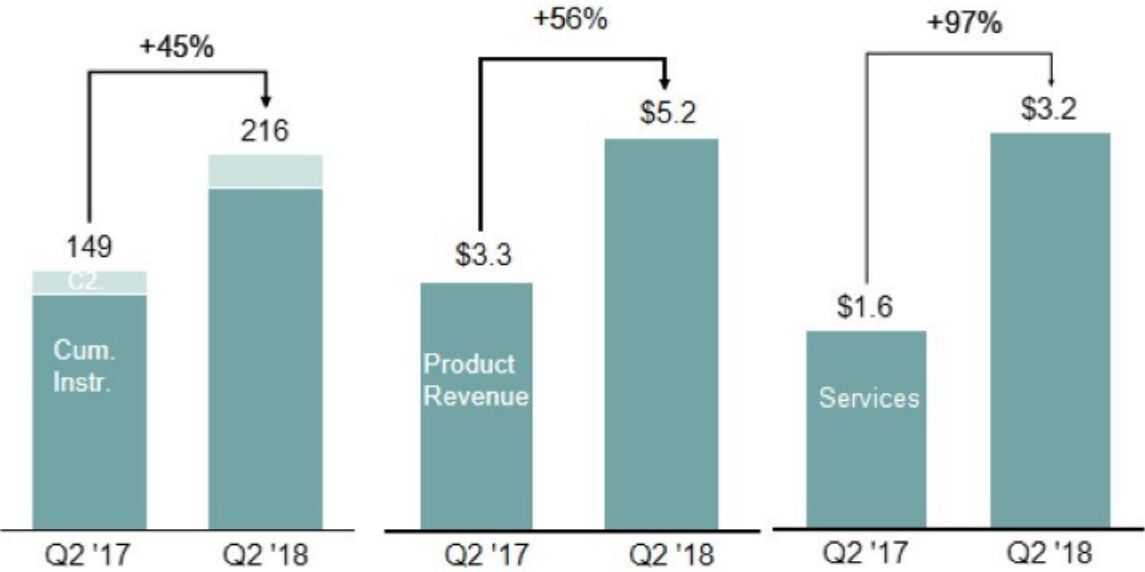
Q2 '18 Revenue



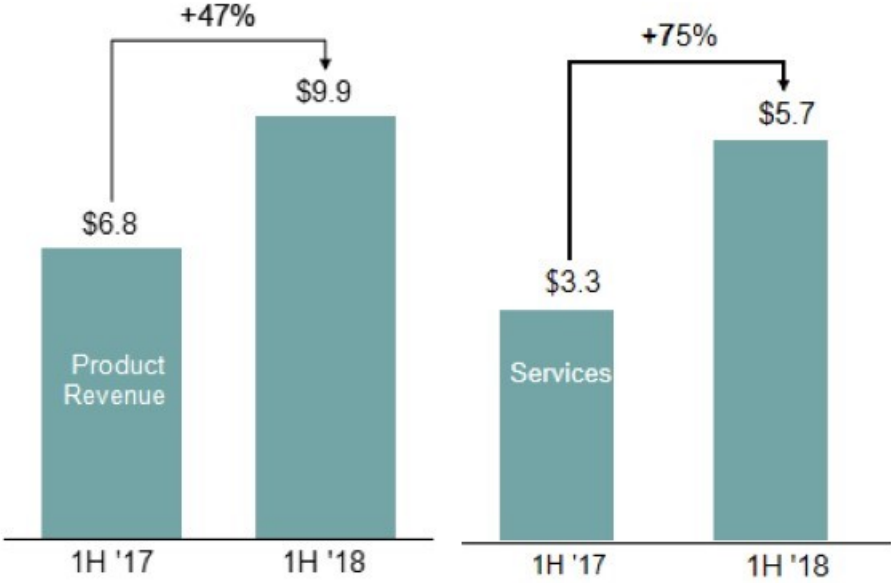
*Product

Strong Q2 and 1H Growth Across All Segments, +66% & +53% Respectively

2nd Quarter Growth

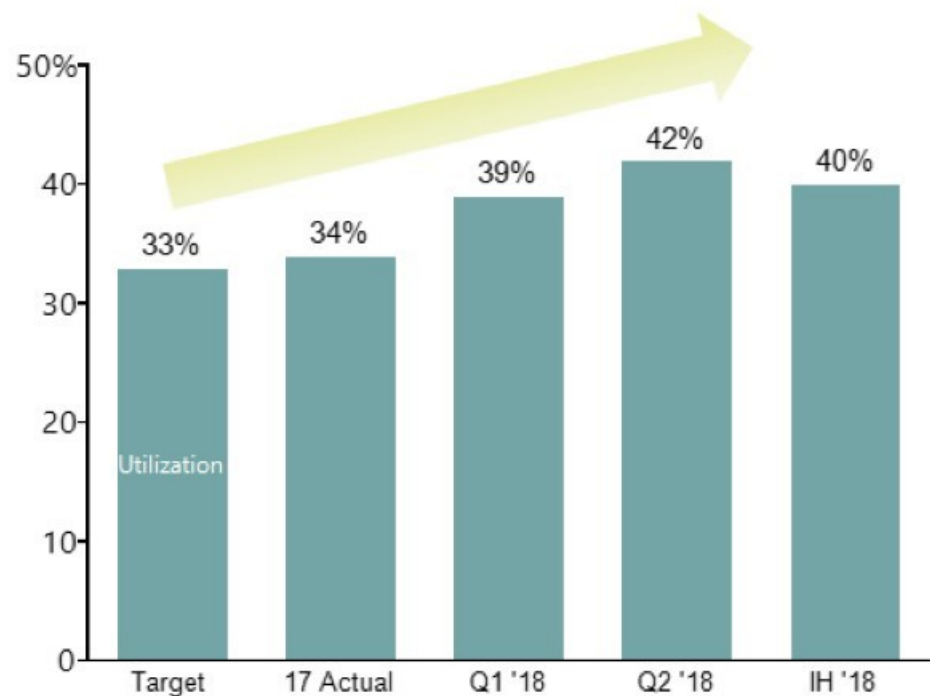


1st Half Growth

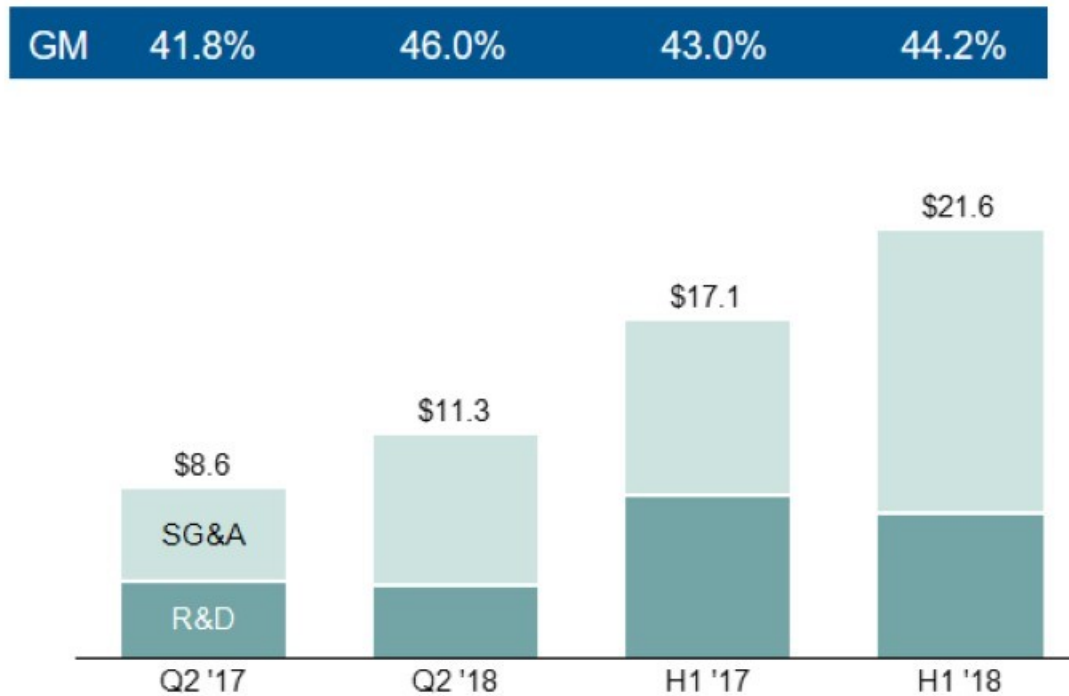


*Above excludes collaboration revenue

Margins & Expense: High Margin Consumable Revenue Continues to Scale



- Annualized consumable revenue trends as a % instrument ASP

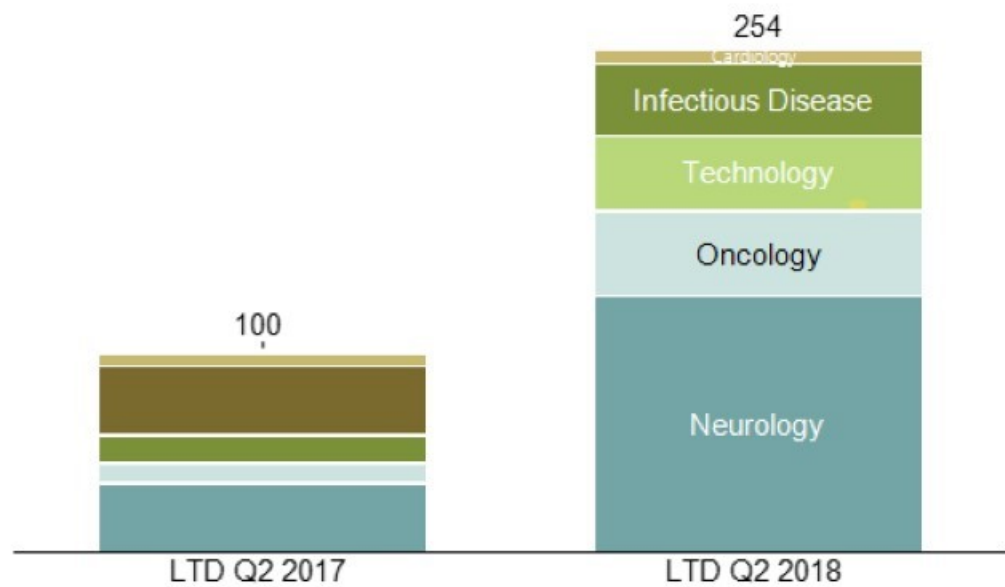


- Decline in R&D related to SRX launch, -5% and -10%, Q2 and YTD respectively
- Increase in SG&A related to commercial acceleration, public co. expenses and costs related to Aushon acquisition, +60% and +60%, Q2 and YTD respectively

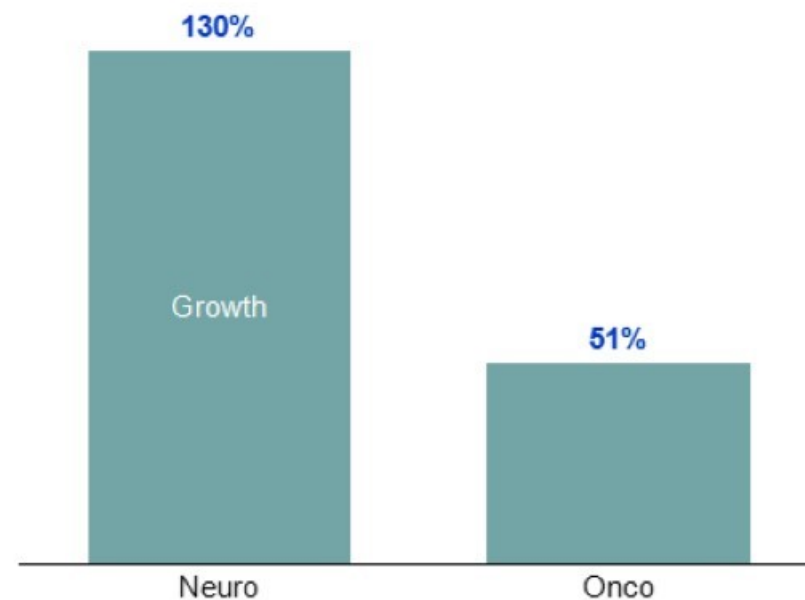
Correlation Between Publications and Growth



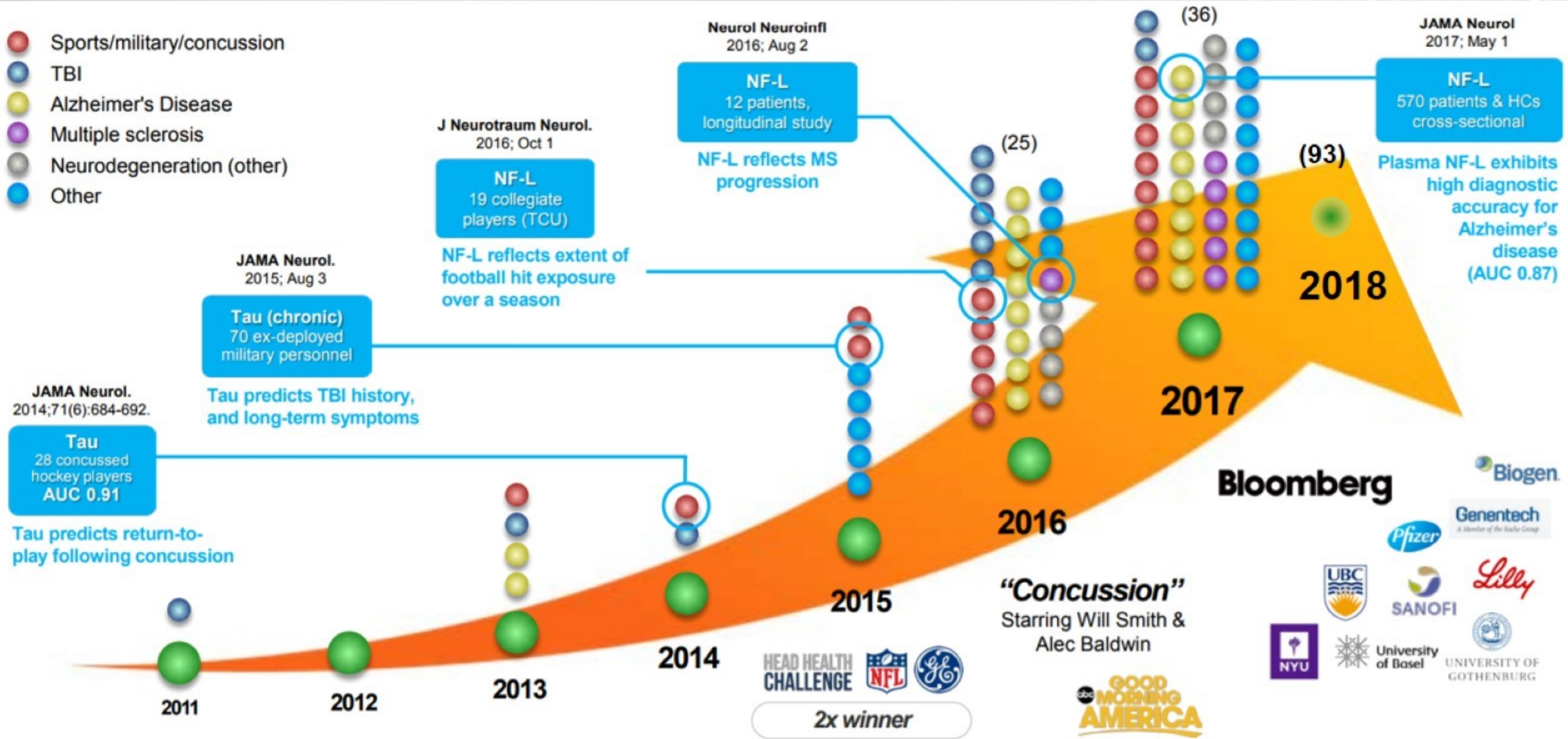
Publications



Assay 1H YTD Growth



Neurology Publications – Catalyze Disruption





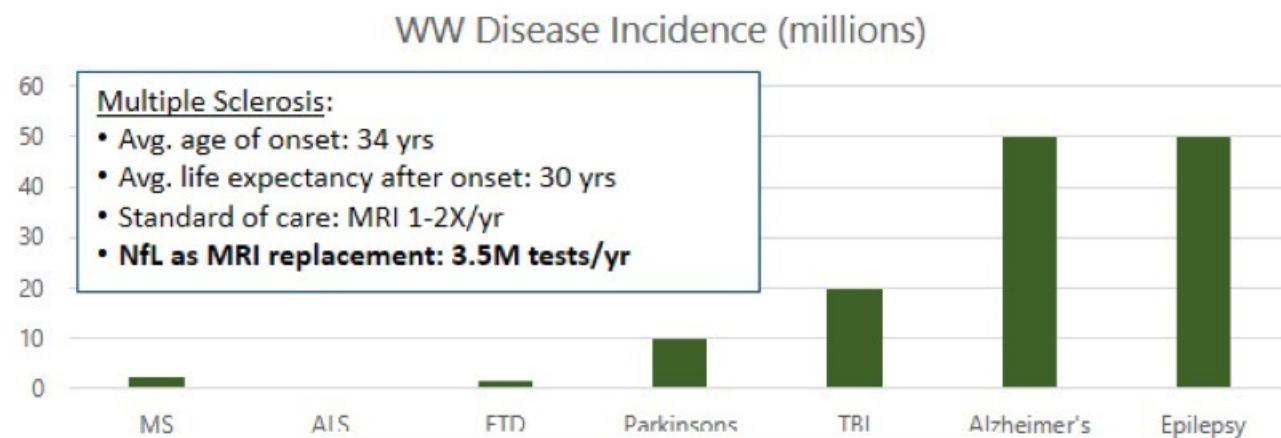
Multiple sclerosis
Alzheimer's Disease
Guillain-Barre syndrome
Frontotemporal Dementia
Amyotrophic Lateral Sclerosis (ALS)
Delirium
Stroke
Traumatic brain injury
Concussion
Chronic Traumatic Encephalopathy (CTE)
Parkinson's disease
Creutzfeldt-Jakob (prion) disease
Huntington's disease
Brain hypoxia
Subarachnoid hemorrhage

Digital biomarkers impacting all areas of brain health:

Tau
P-Tau
Amyloid β 40
Amyloid β 42
Nf-L
BDNF
GFAP
UCH-L1
NSE
TNFa
aSynuclein
TDP43
Inflammatory Cytokines
Multiplex combinations



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*

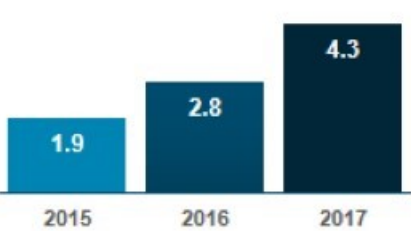
Clinical Validation of NfL for MS is a Key Beachhead

Neurology Customers

PIPELINE (inc. installed base)



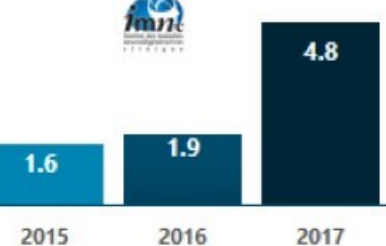
Instrument Sales (\$)



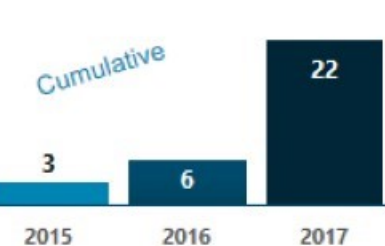
Number of Instruments (units)



Consumables Sales (\$)



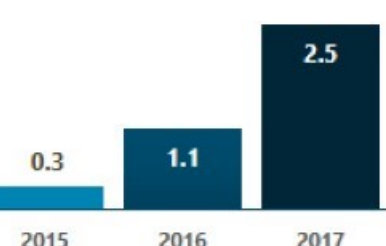
Consumable Markers Added



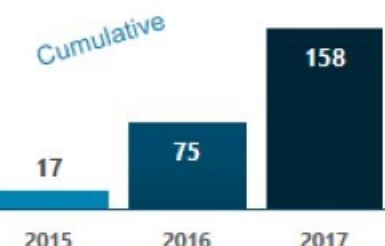
Neuro Projects in Trials



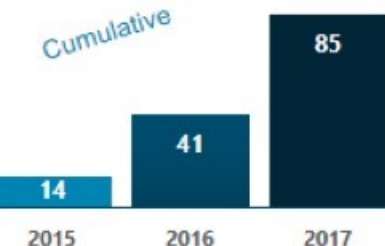
Accelerator Sales (\$10)



Accelerator Projects



Number of 3rd Party Pubs



Note: 2017 figures are estimates

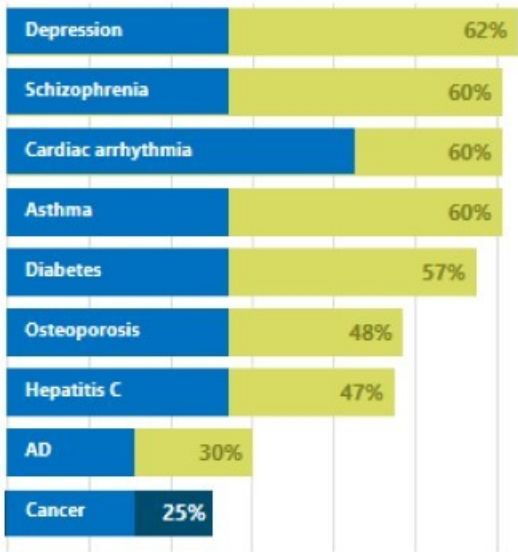
Biomarkers Clinical Utility is Transforming Drug Development



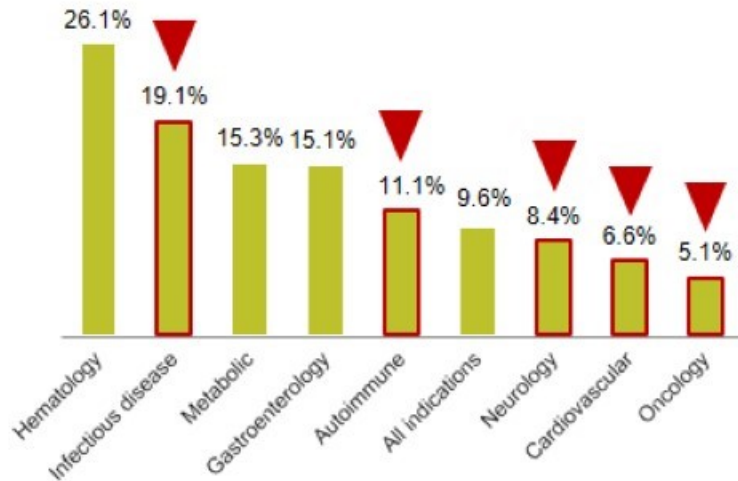
Toxicity

4th Leading Cause of Death in USA

Efficacy



210% increase in probability of drug approval



32 Instrument in CRO's
 23/25 Top Pharmas
 800+ Phase I-III Trials
 65+ ytd pubs show drug trial utility
 15 marketed MS drugs could benefit

- Disease progression
- Patient stratification & monitoring
- Companion Dx – Health screen

Current Pipeline Accelerator Clinical Trials



Sponsor	Indication	Biomarker(s)	Phase 1	Phase 2	Phase 3	Current \$	CDx Potential
Pharma 1	MS	NFL	→			320	✓
Pharma 2	Alzheimer's	NFL, p-tau	→			250	TBD
BioTech 1		Bb, ProcC3, C3, C4, ProcC4, FB	→			280	TBD
Pharma 3	Asthma	IL-5, IL-13, IL-17a, IL-22, IFNg	→			516	
Pharma 2	Mood	IL-6, IL-10, IL-1b, TNFa	→			66	✓
Pharma 4	Crohn's, UC	TL1A, TNFa	→			225	TBD
Pharma 5	MS	NFL	→			350	
Pharma 6	Asthma	IL-4, IL-5, IL-13	→			410	
Biotech 2	Alzheimer's	tau	→			100	

Current Pipeline Accelerator Clinical Trials

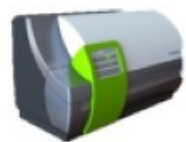


Sponsor	Indication	Biomarkers	Phase 1	Phase 2	Phase 3	Current \$	CDx Potential
Pharma 7	Solid Tumors	28	➡			297	TBD
Pharma 7	Solid Tumors	24	➡			130	TBD
Pharma 7	Multiple Myeloma	27	➡			160	TBD
Pharma 7	Solid Tumors	15	➡			221	TBD
Pharma 7	Solid Tumors	18	➡			785	TBD
Biotech 3	HIV	16	➡			75	TBD
Biotech 3	HIV	15	➡			160	TBD
Biotech 3	HBV	2	➡			49	TBD
Government 1	Diseases Related to Aging	22				125	TBD
Government 1	Diseases Related to Aging	9				149	TBD

Simoa Roadmap: Strategic Framework

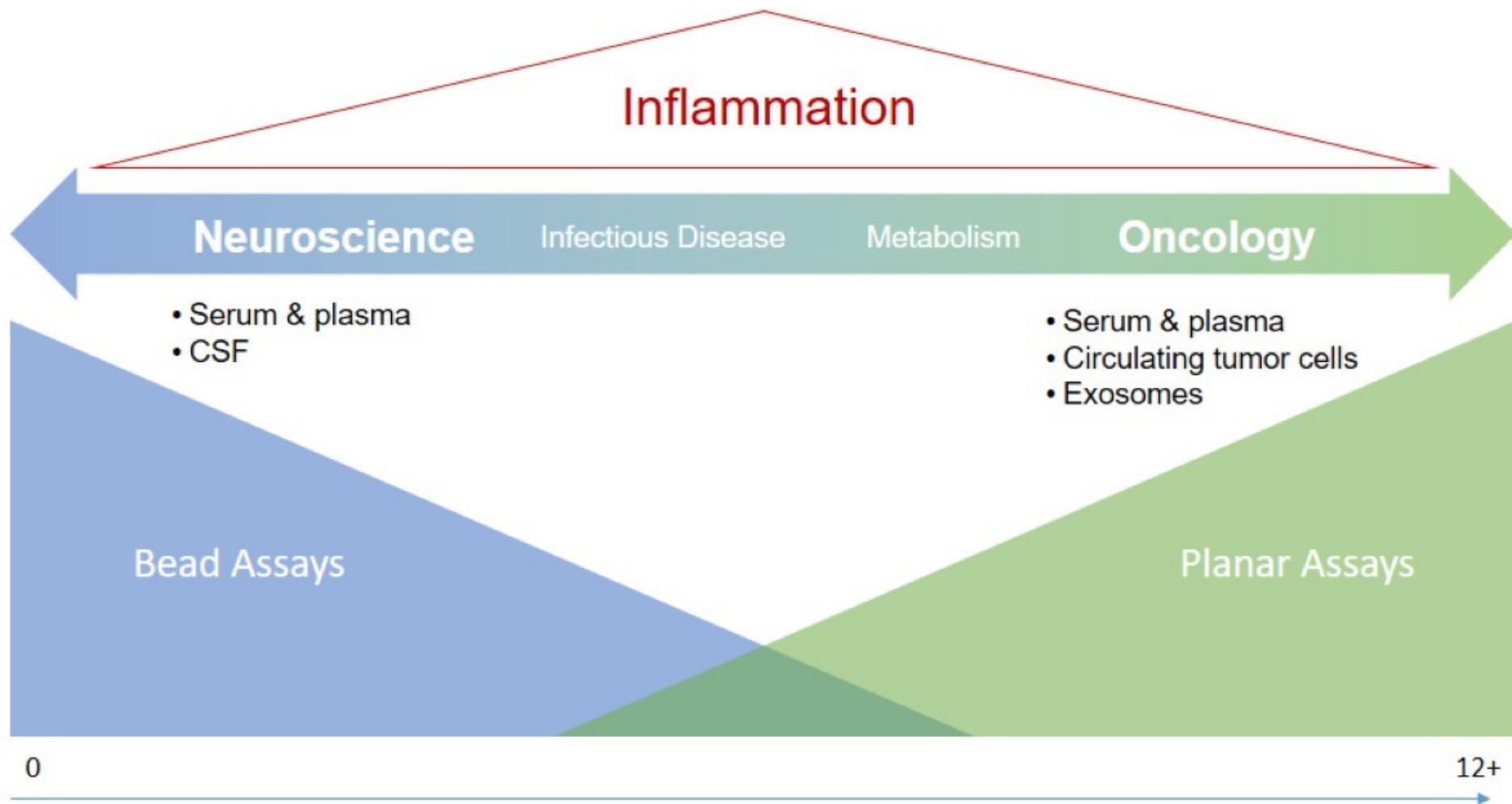


HD1



SRx

Size of assay menu



In development

Level of multiplex



Joe Driscoll CFO provides Q2 2018 Financial Results - Script

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2018 Update and Q&A: Kevin Hrusovsky

Poised to Disrupt Healthcare and Create Significant Value



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