

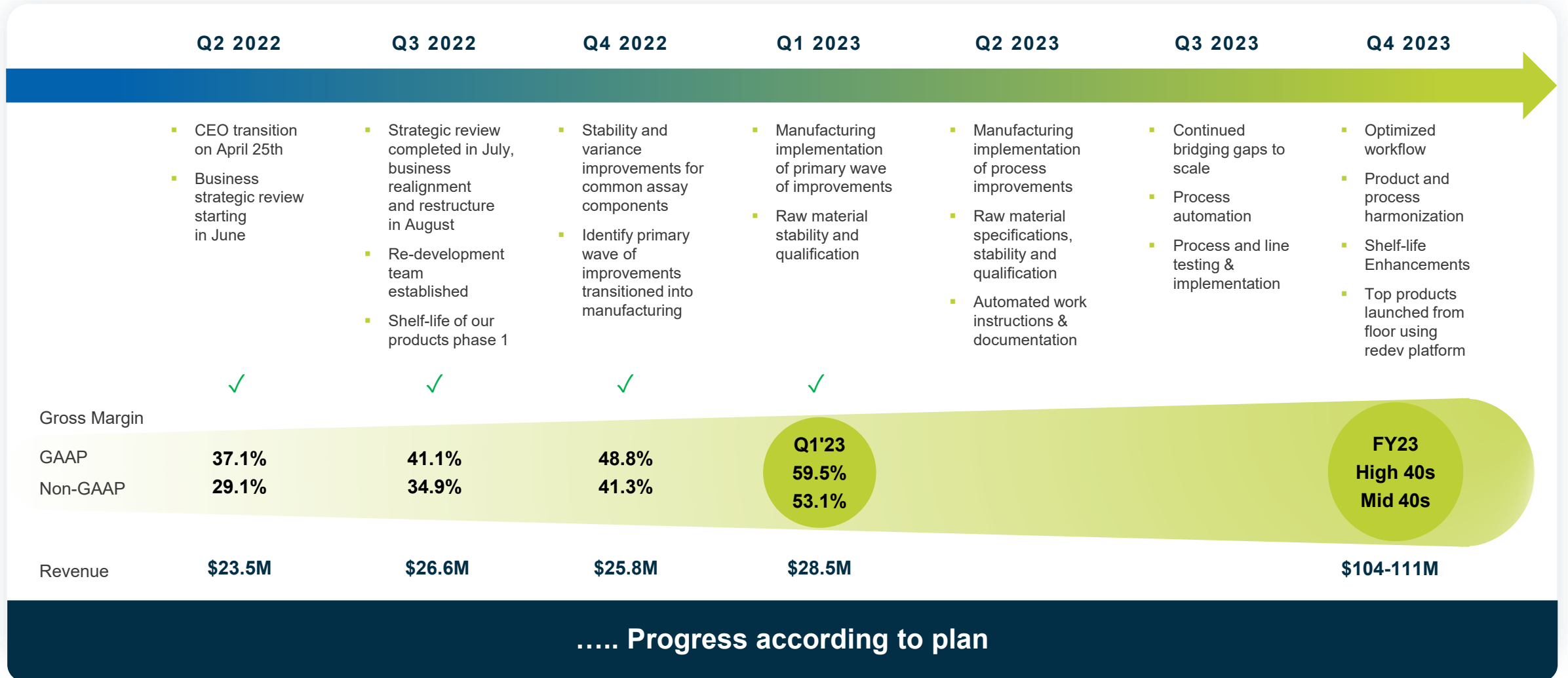
Q1 2023 Earnings Call
MAY 9, 2023

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 the 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.

Corporate Transformation: Progress on Assay Redevelopment Roadmap

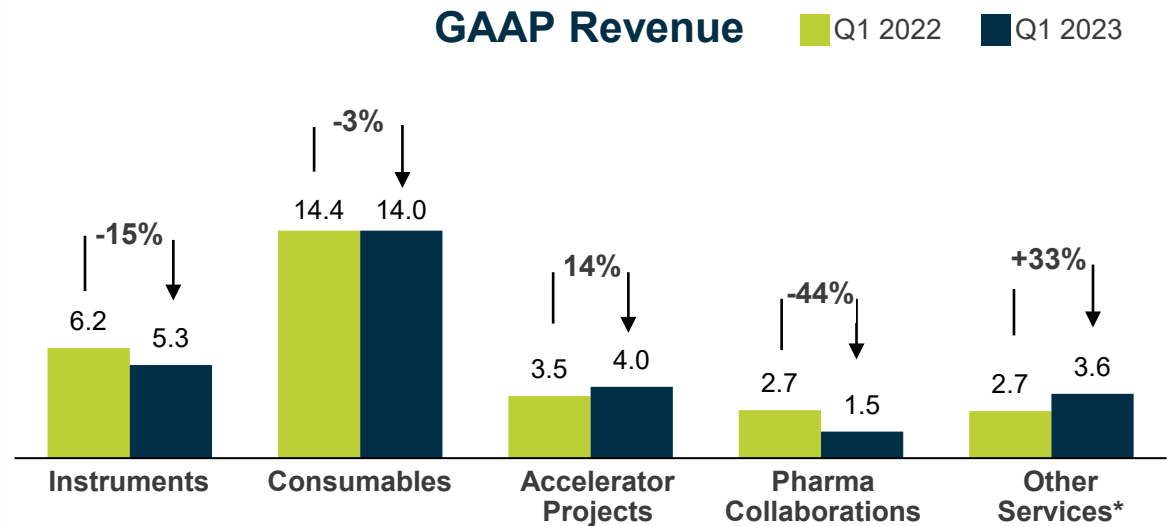


Q1 2023 Results vs PYQ1

(in millions)

	Q1 GAAP		Q1 Non-GAAP	
	2022	2023	2022	2023
Revenue	29.6	28.5	29.6	28.5
Gross Margin \$	14.6	16.9	12.8	15.1
Gross Margin %	49.3%	59.5%	43.2%	53.1%
Operating Expense	32.7	26.3	31.0	24.5
Operating Loss	-18.2	-9.4	-18.2	-9.4
Cash Usage	-22.1	-9.1	-22.1	-9.1

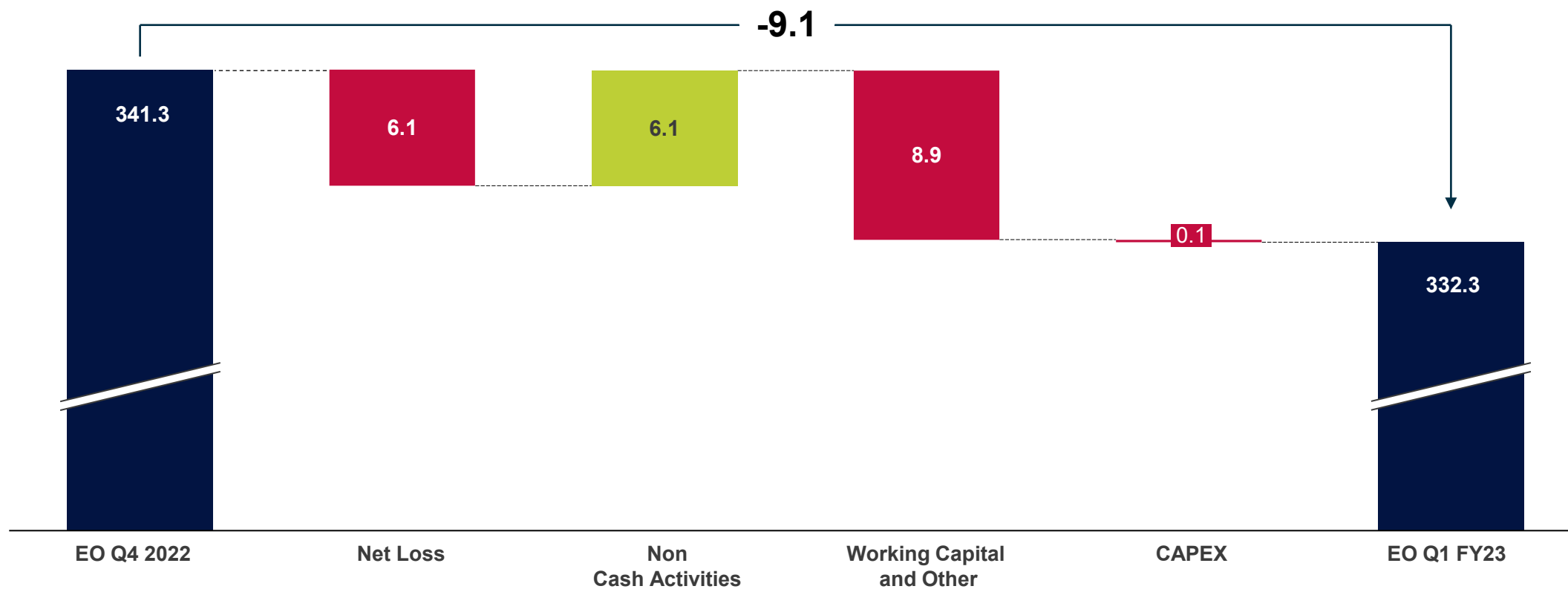
	INSTRUMENTS	CONSUMABLES	ACCELERATOR	Pharma Collaborations	OTHER SERVICES*
Revenue Mix	19%	49%	14%	5%	13%



*Includes Collaboration revenue

Q1 2023 Cash & Cash Burn

(in millions)



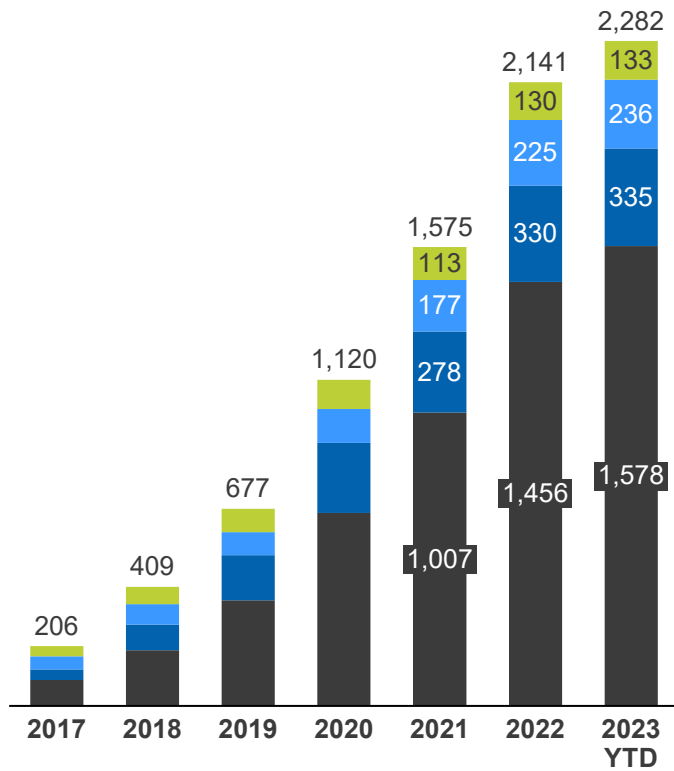
Note: Ending total cash \$332.3M; unrestricted cash balance \$329.4M and restricted cash balance \$2.9M

Scientific Validation Driving Adoption

- Neurology
- Immunology & Oncology
- Infectious Diseases
- Others

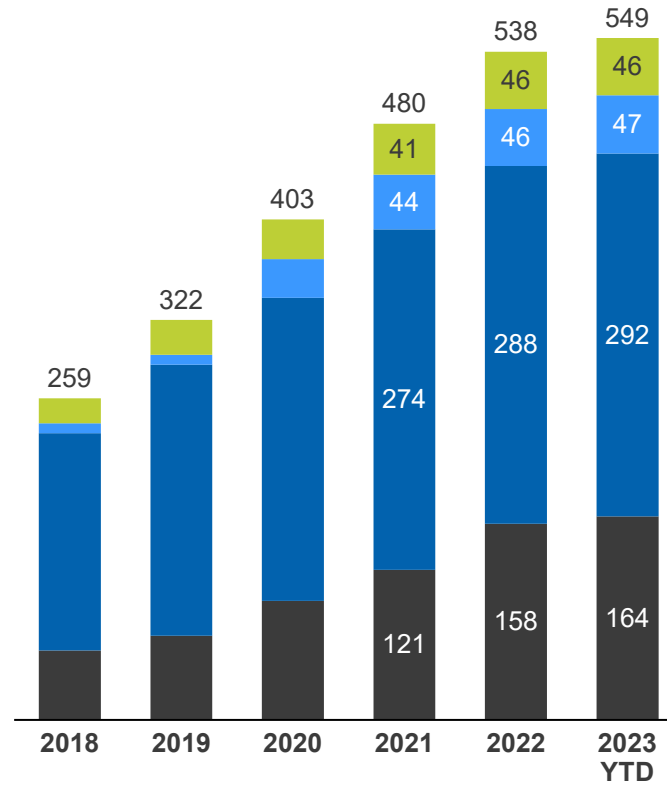
PUBLICATIONS

Cumulative



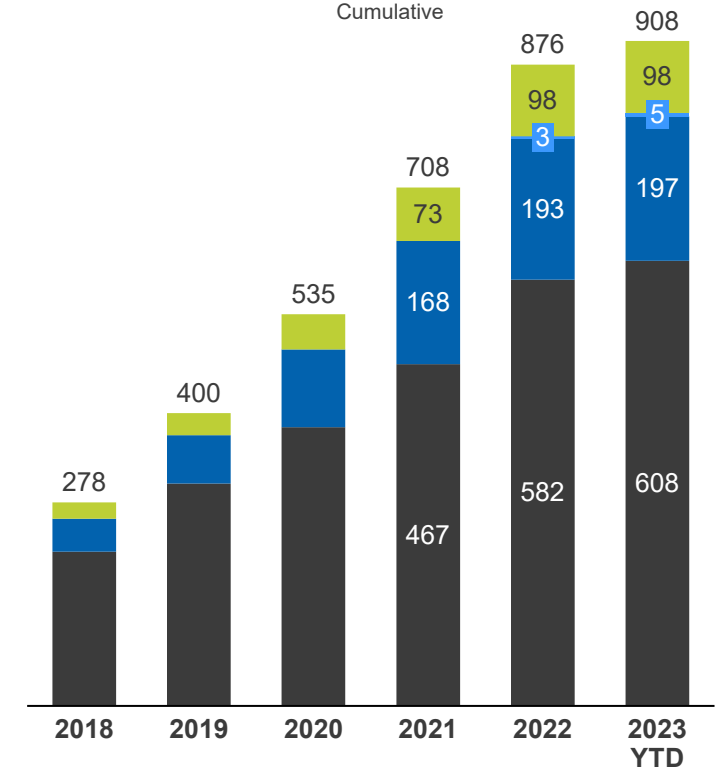
BIOMARKERS

Cumulative



INSTRUMENTS

Placements
of units placed
Cumulative



2023 Guidance

We have made a modest, positive adjustment to our full year 2023 Revenue and Gross Margin % guidance

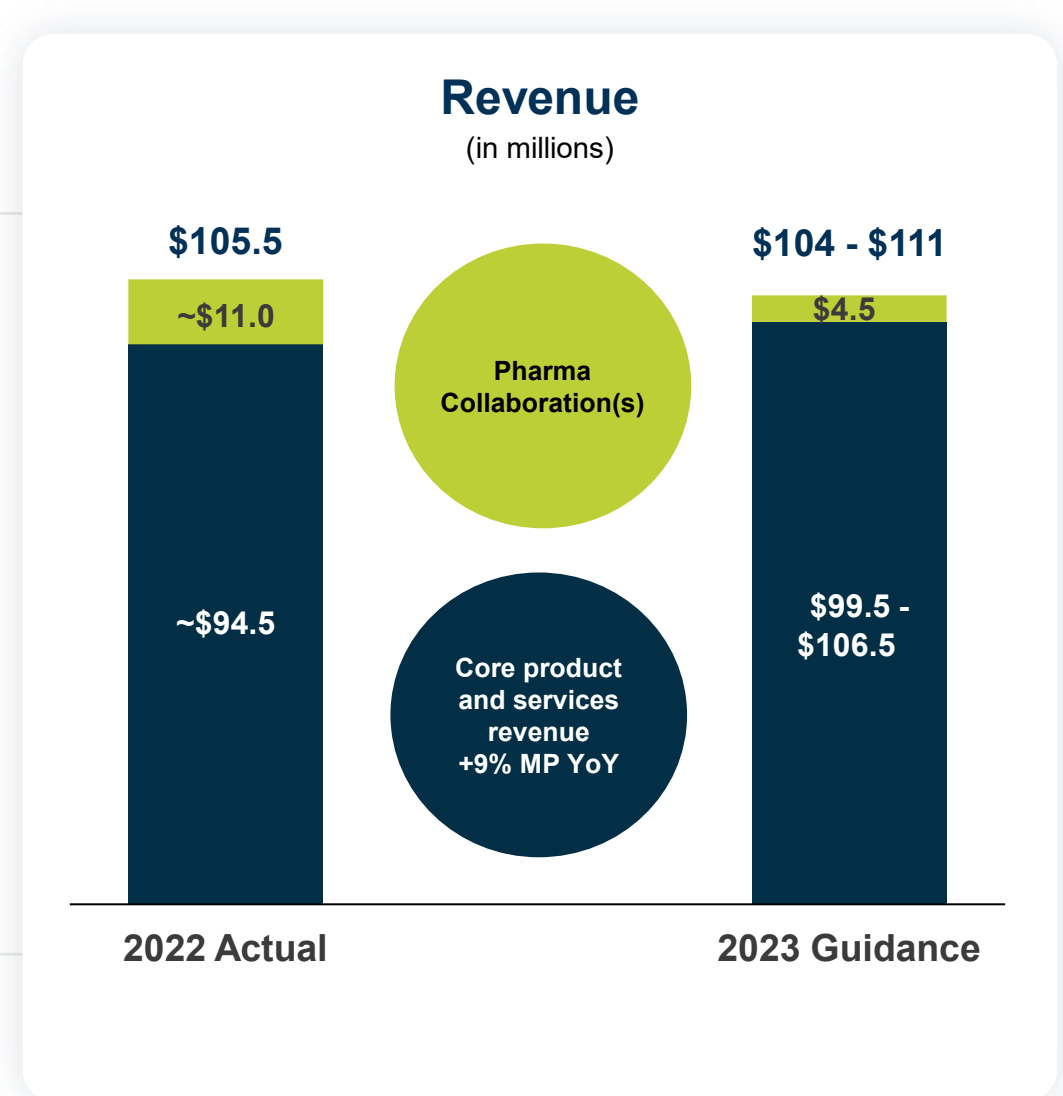
Gross Margin %

Expect FY 2023 GAAP gross margin in the high 40s and non-GAAP gross margin in the mid 40s

Cash Burn

Cash burn guidance remains unchanged. Expect cash burn to improve by approximately 10% in 2023 versus 2022

Cash flow positive at \$170-\$190M in revenue



FDA Accelerated Approval of Tofersen

On the basis of Neurofilament light as a secondary end point

Accelerated approval of Tofersen to treat genetic form of ALS

VALOR and OLE Tofersen trials showed a substantial reduction (40-50%) in sNfL levels, indicative of reduction in neuronal injury

FDA approval was based in part on sNfL as a secondary endpoint validating this biomarker's importance as a measure of neurodegeneration

Relevance for sNfL as a biomarker for neurological disorders

Approval suggests all ALS and Neuro research and drug development should be monitoring this biomarker

Potentially **all clinical trials for drugs impacting neurodegeneration** should be using sNfL as a biomarker

FDA Accelerated Approval of Tofersen Highlights Importance of Blood Neurofilament Light Chain as Surrogate Endpoint in Neurology Therapeutic Trials

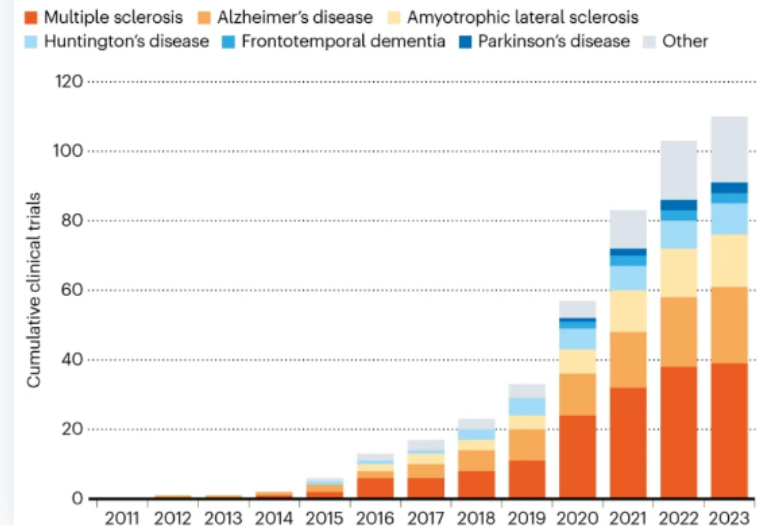
Blood-based measurement of neurofilament light chain (NFL) provides compelling evidence to support an accelerated drug approval by the FDA. The decision has positive implications for NFL blood testing as a key tool in neuro-drug development.

April 25, 2023 04:30 PM Eastern Daylight Time

BILLERICA, Mass. —(BUSINESS WIRE)—Quanterix Corporation (NASDAQ: QTRX), a company fueling scientific discovery and breakthrough diagnostics through ultrasensitive biomarker detection, today announced that blood-based NFL measurements provided compelling support for the FDA's accelerated approval of tofersen for treatment of superoxide dismutase 1 amyotrophic lateral sclerosis (SOD1-ALS), a devastating rare genetic form of ALS. This is the first known case in which a blood biomarker was successfully used as a surrogate endpoint for a neurology therapeutic trial to gain accelerated approval, highlighting the potential for other therapeutic trial designs to benefit from including blood NFL measurements.

EMBRACING A BIOMARKER

Industry-led clinical trials that test drugs for neurodegenerative diseases have increasingly used the biomarker neurofilament light chain (NFL) as a measure of efficacy. NFL levels in the blood and cerebrospinal fluid are thought to correlate with neuron damage and death.



*Nature, News Explainer, April 17, 2023

pTau-217 emerges as the top blood-based biomarker for Alzheimer's

Growing consensus among the scientific community

pTau-217 is so accurate it has the potential to replace PET for Dx

“...our results suggest that plasma pTau-217 may have **strong enough performance** to be used in combination with clinical evaluation **for the diagnosis of AD**”

- Prof. Henrik Zetterberg, 2023 ¹

“These data indicate that pTau-217 can detect disease **before** clinical signs...”

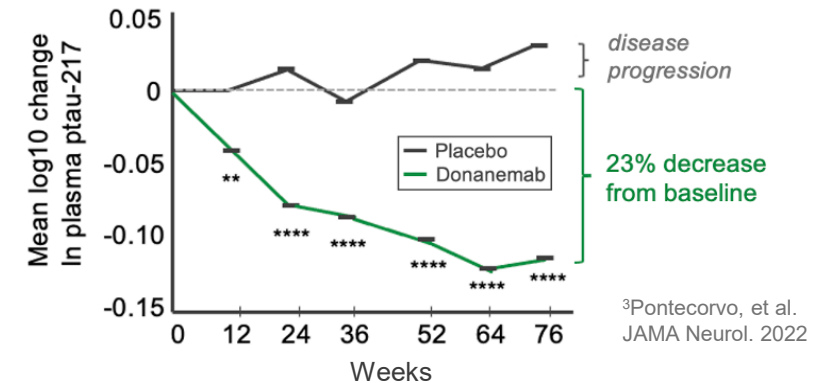
- Prof. Oskar Hansson, 2023 ²

¹Therriault, et al. Alz & Dementia 2023 ²Jonaitis, et al. Brain Comm 2023



Expanding integration into therapeutic trial designs for enrollment & monitoring therapeutic response

Plasma pTau-217 tracks donanemab effects³



Quanterix Announces New Agreements With Lilly To Advance Alzheimer's Disease Diagnosis And Treatment

License agreement provides Quanterix access to Lilly's **P-tau217** antibody technology, creating pathways for plasma-based biomarkers for used in Alzheimer's disease

March 01, 2022 07:30 AM Eastern Standard Time

Quanterix Corporation
Reconciliation of GAAP Financial Measures to Non-GAAP Financial Measures
(Unaudited and in thousands, except percentages)

	Three Months Ended March 31,		Three Months Ended	Three Months Ended	Three Months Ended	Year Ended December 31,	
	2023	2022	December 31,	September 30,	June 30,	2022	2021
GAAP gross profit	\$ 16,926	\$ 14,559	\$ 12,592	\$ 10,944	\$ 8,711	\$ 46,806	\$ 61,728
Shipping and handling costs (1)	(1,829)	(1,781)	(1,926)	(1,636)	(1,868)	(7,206)	(6,892)
Non-GAAP gross profit	\$ 15,097	\$ 12,778	\$ 10,666	\$ 9,308	\$ 6,843	\$ 39,600	\$ 54,836
GAAP Revenue	28,456	29,552	25,824	26,646	23,500	105,522	110,556
GAAP Gross margin (GAAP gross profit as % of revenue)	59.5%	49.3%	48.8%	41.1%	37.1%	44.4%	55.8%
Non-GAAP gross margin (non-GAAP gross profit as % of revenue)	53.1%	43.2%	41.3%	34.9%	29.1%	37.5%	49.6%
GAAP total operating expenses	\$ 26,346	\$ 32,746	\$ 34,547	\$ 47,547	\$ 33,670	\$ 148,510	\$ 120,314
Shipping and handling costs (1)	(1,829)	(1,781)	(1,926)	(1,636)	(1,868)	(7,206)	(6,892)
Non-GAAP total operating costs	\$ 24,517	\$ 30,965	\$ 32,621	\$ 45,911	\$ 31,802	\$ 141,304	\$ 113,422
GAAP loss from operations	\$ (9,420)	\$ (18,187)	\$ (21,955)	\$ (36,603)	\$ (24,959)	\$ (101,704)	\$ (58,586)
Non-GAAP loss from operations	\$ (9,420)	\$ (18,187)	\$ (21,955)	\$ (36,603)	\$ (24,959)	\$ (101,704)	\$ (58,586)

(1) Shipping and handling costs, which include freight and other activities costs associated with product shipments, net of charges passed on to the customer, are captured within operating expenses in our consolidated statements of operations. During the three months ended March 31, 2023 and 2022, we incurred \$1.8 million and \$1.8 million, respectively, of shipping and handling costs recorded within operating expenses. During the year ended December 31, 2022 and 2021, we incurred \$7.2 million and \$6.9 million, respectively, of shipping and handling costs recorded within operating expenses. During the three months ended December 31, 2022, we incurred \$1.9 million of shipping and handling costs within operating expenses. During the three months ended September 30, 2022, we incurred \$1.6 million of shipping and handling costs within operating expenses. During the three months ended June 30, 2022, we incurred \$1.9 million of shipping and handling costs within operating expenses.



Quanterix™

Leader in proteomics, positioning ourselves to accelerate faster



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