Q4 2021 Earnings Call

Kevin Hrusovsky, Chairman and CEO
March 1, 2022
Forward-Looking Statements & Non-GAAP Financial Measures

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.

To supplement the Company’s financial statements presented on a GAAP basis, the Company has provided certain non-GAAP financial measures. Management uses these non-GAAP measures to evaluate the Company’s operating performance in a manner that allows for meaningful period-to-period comparison and analysis of trends in its business. Management believes that such measures are important in comparing current results with prior period results and are useful to investors and financial analysts in assessing the Company’s operating performance. 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 in the appendix of this presentation.
Today’s Agenda

Q4 2021 Advances
- CEO Transition
- Q4 & FY Results
- Eli Lilly Collaboration
- Neuro Diagnostic Therapy
- Precision Health Proteomics

Financial Results
- Q4
- FY2021
- Cash flow

Objectives 2022
Executive Leadership Succession Plan

Carefully planned leadership succession supports Quanterix’s strong momentum and proven leadership in Precision Health – **driving value for shareholders and customers**

**CEO succession and Board appointment effective April 25, 2022**

**Kevin Hrusovsky**
Current Chairman of the BoD & CEO, to become Executive Chairman of Board
- Serve as an advisor to Toloue and Quanterix to ensure smooth transition
- Key strategic initiatives / customer / Investor relationships

**Masoud Toloue**
President of Quanterix & Diagnostics, to succeed Kevin Hrusovsky as CEO
- To join Board of Directors
- Brings strong industry experience and high growth track record
# Our 2021 Results

Continue superb execution & value creation

<table>
<thead>
<tr>
<th>30-40% ‘19-'24 CAGR in RUO</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Product (consumables &amp; instruments) revenue increase of 84% yoy</td>
<td>✔</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Achieved plasma pTau 181 FDA Breakthrough Designation for Alzheimer’s Dx/Triaging</th>
<th>✔</th>
</tr>
</thead>
</table>

| Record 465 new publications | ✔ |
| Academic pull through brings SIMOA publications to 1,585 | ✔ |

| Instrument installed base grows 32% to 708; exceeding HDX target of 105 placements by 28 | ✔ |
| Shift to HDX vs. SRX provides greater pull through | ✔ |

| Lilly and Biogen employ SIMOA for blood plasma biomarker detection in Trials | ✔ |
| Rapidly expanding RUO collaborations for DX entry | ✔ |

| Raised $287M in Q1, ~$400M on balance sheet end of Q4. RUO crossover 4Q’23 | ✔ |

| 100x Sensitivity Demonstrated in the Field | ✔ |
Progress thru 2021
Outstanding execution, Record Consumables Growth 100%+ yoy with ~$400M ending cash balance

**Growth**
- Product growth of 84% yoy
- RUO Revenue growth of 53% yoy

**Margin Expansion (Non-GAAP)**
- Gross margin Increase ~600 bps
  49% to 55%

**Productivity**
- Continued improving RUO OPEX
  Rev growing faster than Opex

**Growth**
- Annual product growth of 55% (4-year CAGR)
- RUO Revenue growth of 47% (4-year CAGR)

**Margin Expansion**
- Annual average increase in gross margins of
  300 bps from 44% in ’17 to 56% in ’21

**Productivity**
- Improved RUO OPEX as a % of revenue from
  157% in ’17 to 111% in ’21
Superb Execution Continues

Strategic Growth Indicators

101% Record Annual Consumables revenue growth, driven by strong utilization

68% Proportion of HD-Fleet on new HD-X technology at YE2021

211 Instruments installed, with 133 HD-Xs (73% New) and 78 SR-Xs & SP-Xs

*Non-GAAP item. Reconciliations are included in the Appendix to this presentation.
Q4 2021 – Revenue Growth & Gross Margin

**REVENUE**

GAAP & Non-GAAP*

- **Q4**
- **Q3 YTD**
- **RADx, Abbott License**

+ **36%**

Increase from Q4 ’20 to Q4 ’21

+36% 2yr CAGR

---

**$m GAAP Revenue**

<table>
<thead>
<tr>
<th></th>
<th>Q4 2020</th>
<th>Q4 2021</th>
<th>YoY Growth%</th>
<th>CAGR% 19-21</th>
<th>Mix%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Instruments</td>
<td>5.6</td>
<td>6.7</td>
<td>20%</td>
<td>20%</td>
<td>22%</td>
</tr>
<tr>
<td>Consumables</td>
<td>10.1</td>
<td>16.8</td>
<td>+66%</td>
<td>57%</td>
<td>55%</td>
</tr>
<tr>
<td>Lab, Services, and Collaboration</td>
<td>5.9</td>
<td>5.8</td>
<td>-2%</td>
<td>14%</td>
<td>19%</td>
</tr>
<tr>
<td><strong>Subtotal Non-GAAP</strong></td>
<td>21.6</td>
<td>29.3</td>
<td>36%</td>
<td>36%</td>
<td>97%</td>
</tr>
<tr>
<td><strong>RADx</strong></td>
<td>4.5</td>
<td>1.0</td>
<td>3%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total GAAP</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>26.1</td>
<td>30.3</td>
<td>16%</td>
<td>38%</td>
<td>100%</td>
</tr>
</tbody>
</table>

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**Gross Margin (%)**

<table>
<thead>
<tr>
<th></th>
<th>Q4 FY2021</th>
<th>Q4 FY2020</th>
<th>Growth%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Non-GAAP *</td>
<td>53.5%</td>
<td>50.8%</td>
<td>+270 bps</td>
</tr>
<tr>
<td>GAAP</td>
<td>53.7%</td>
<td>57.6%</td>
<td>-390 bps</td>
</tr>
</tbody>
</table>

*Non-GAAP item. Reconciliations are included in the Appendix to this presentation.
FY 2021 – Revenue Growth & Gross Margin

REVENUE
GAAP & Non-GAAP*

Full Year
RADx, Abbott License

+48%
+53% Increase from 'FY 20 to FY' 21
+36% 2yr CAGR

$m GAAP Revenue

<table>
<thead>
<tr>
<th>Instrument</th>
<th>2020</th>
<th>2021</th>
<th>YoY Growth%</th>
<th>CAGR% 19-21</th>
<th>Mix%</th>
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</thead>
<tbody>
<tr>
<td>Instruments</td>
<td>16.6</td>
<td>26.0</td>
<td>+56%</td>
<td>32%</td>
<td>23%</td>
</tr>
<tr>
<td>Consumables</td>
<td>27.4</td>
<td>55.1</td>
<td>+101%</td>
<td>47%</td>
<td>50%</td>
</tr>
<tr>
<td>Lab, Services, and Collaboration</td>
<td>24.7</td>
<td>24.3</td>
<td>-2%</td>
<td>22%</td>
<td>22%</td>
</tr>
<tr>
<td>Subtotal Non-GAAP *</td>
<td>68.8</td>
<td>105.3</td>
<td>53%</td>
<td>36%</td>
<td>95%</td>
</tr>
<tr>
<td>RADx, Abbott License</td>
<td>17.6</td>
<td>5.2</td>
<td></td>
<td></td>
<td>5%</td>
</tr>
<tr>
<td>Total GAAP</td>
<td>86.4</td>
<td>110.6</td>
<td>28%</td>
<td>40%</td>
<td>100%</td>
</tr>
</tbody>
</table>

Instruments
Consumables
Lab, Services, and Collaboration
Subtotal Non-GAAP *
RADx, Abbott License
Total GAAP

Gross Margin (%)

<table>
<thead>
<tr>
<th></th>
<th>FY2021</th>
<th>FY2020</th>
<th>Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>Non-GAAP*</td>
<td>55.4%</td>
<td>49.2%</td>
<td>+620 bps</td>
</tr>
<tr>
<td>GAAP</td>
<td>55.8%</td>
<td>55.8%</td>
<td></td>
</tr>
</tbody>
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*Non-GAAP item. Reconciliations are included in the Appendix to this presentation.
2021 Revenue Stratification

**Geography**
- 28% NA
- 62% Europe
- 9% Asia

**Customer**
- 54% Pharma / CROs
- 46% Academia

**Diseases**
- 20% Neurology
- 4% Oncology*
- 76% Others

**Products & Services**
- 52% Instruments
- 25% Consumables
- 14% Other Services
- 9% Accelerator

**Growth**
- **NA** +54%
- **Europe** +53%
- **Asia** +48%
- **Pharma / CROs** +28%
- **Academia** +35%
- **Neurology** +101%
- **Oncology** 0%
- **Others** -61%
- **Instruments** +57%
- **Consumables** +101%
- **Accelerator** -18%

*Incl. Immunology & Inflammation;
Ecosystem Enables Precision Health Disruption
Payors offer greatest influence and leverage

Improved Outcomes

1. Neuro-COVID
2. Cancer
3. Cardiac

Plasma Biomarkers
Cognitive Impairment

Therapies

Annual Screening

PROTEOMICS

INNOVATION

COVID Credibility

Payors

COVID Prevention

PATIENTS

Link to samples, biomarkers & publications

COVID Credibility

Neuro-COVID
Cancer
Cardiac
Lilly & Quanterix Partner on Alzheimer’s Disease Diagnostics

pTau 217 Technology License Agreement & Collaboration Agreement

- Global, non-exclusive license to Lilly’s marquis proprietary pTau 217 antibody technology for near-term use in RUO and longer-term in IVD
- Lilly to fund $11M in 2022 for Accelerator Services
- Collaboration agreement framework governs future Simoa assay development across all disease categories
### Digital Biomarkers Sensitivity Unlocking Proteomics

<table>
<thead>
<tr>
<th>Detection Limits</th>
<th>Research</th>
<th>Detection Levels</th>
<th>Clinical</th>
<th>Invasiveness</th>
</tr>
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<tbody>
<tr>
<td>Nanograms/mL</td>
<td>RESEARCH 1,300 Proteins</td>
<td></td>
<td>CLINICAL 200 Proteins</td>
<td>LATE : INVASIVE</td>
</tr>
</tbody>
</table>

- **Research**: 1,300 Proteins
- **Detection Levels**: CLINICAL 200 Proteins
- **Invasiveness**: LATE : INVASIVE

*Image: Luminex*Luminex® proteinSimple*Roche*Abbott*SIEMENS Healthineers*Quanterix*The Science of Precision Health*
## Digital Biomarkers Sensitivity Unlocking Proteomics

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<tbody>
<tr>
<td>Nanograms/mL</td>
<td><strong>RESEARCH</strong> 1,300 Proteins</td>
<td>1000 to 100,000x more sensitive</td>
<td><strong>CLINICAL</strong> 200 Proteins</td>
<td><strong>LATE : INVASIVE</strong></td>
</tr>
<tr>
<td>Femtograms/mL</td>
<td><strong>RESEARCH</strong> 100,000 Proteins</td>
<td></td>
<td><strong>CLINICAL</strong> 1,000 Proteins</td>
<td><strong>EARLY : NON-INVASIVE</strong></td>
</tr>
</tbody>
</table>

### Detection Levels
- **Research**
  - 1,300 Proteins
- **Clinical**
  - 200 Proteins

### Detection Limits
- Nanograms/mL
- Femtograms/mL

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*Note: The diagram illustrates the sensitivity levels of digital biomarkers across research and clinical settings, highlighting the order of detection levels from late invasive to early non-invasive.*
Proteomics Value Chain

<table>
<thead>
<tr>
<th></th>
<th>Discovery</th>
<th>Research</th>
<th>Drug Trials</th>
<th>Dx &amp; Screens</th>
</tr>
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<tbody>
<tr>
<td>Plexity</td>
<td>100+</td>
<td>1-50</td>
<td>1-10</td>
<td>1-10</td>
</tr>
<tr>
<td>TAM 2025+</td>
<td>$6 Bn</td>
<td>$2 Bn</td>
<td>$2Bn to $12 Bn</td>
<td>$30Bn to $100 Bn</td>
</tr>
<tr>
<td>Cost &amp; Thru-put</td>
<td>Low</td>
<td>Low</td>
<td>High</td>
<td>High</td>
</tr>
</tbody>
</table>

Shift From Symptomatic To Asymptomatic

- Increased adoption
- Asymptomatic + Payors

Quanterix Today

+ Relevant Proteins
+ Early Detection
+ Multiplex
+ Quantitative / Precise
+ Home, Less Invasive

Quanterix 2025+

Thru-put

Cost

TRANSLATIONAL
Proteomics Value Chain

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</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Increased adoption</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>$30Bn to $100 Bn</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Asymptomatic + Payors</td>
</tr>
</tbody>
</table>

- **Cost & Thru-put**
  - **Cost**
    - Low
    - High
  - **Thru-put**
    - Low
    - High

- **Market**
  - NextGen Tools
    - Quanterix Today
      - Siemens
    - Quanterix 2025+
      - Roche
      - Abbott

- **Sensitivity**
  - + Relevant Proteins
  - + Early Detection
  - + Multiplex
  - + Quantitative / Precise
  - + Home, less invasive
  - + Early Detection
  - + Quantitative / Precise
  - + Home, Less Invasive

Shift From **Symptomatic** To **Asymptomatic**
Proteomics Landscape – Sensitivity – Multiplex plays a key role

INCREASING PLEX

INCREASING SENSITIVITY

DIAGNOSTICS

Screen
Diagnose
Monitor

TRANSLATIONAL

$30-$100B TAM

TRANSLATIONAL

$4-$14B TAM

DISCOVERY

$6B TAM

10+ pg/mL

1 pg/mL

0.1 pg/mL

0.01 pg/mL

0.001 pg/mL

100+ 1,000+

$30-$100B TAM

$4-$14B TAM

$6B TAM

10 DX

TRANSLATIONAL

50

100+

DISCOVERY

1,000+

Quanterix
The Science of Precision Health

SIEMENS

Roche

Abbott

Labcorp

Quest Diagnostics

Mayo Medical Laboratories

Frontage

proteinsimple

Luminex

somalogic

olink

seer

Quanterix

The Science of Precision Health
Proteomics Landscape – Sensitivity – Multiplex play a key role

INCREASING PLEX

INCREASING SENSITIVITY

DIAGNOSTICS

Screen
Diagnose
Monitor

TRANSLATIONAL

$30-$100B TAM

$4-$14B TAM

DISCOVERY

$6B TAM

100+
1,000+

10
50

1 DX

10

10+ pg/mL

0.1 pg/mL

0.01 pg/mL

0.001 pg/mL

$30-$100B TAM

$4-$14B TAM

somalogic

seer

olink

protein simple

Luminex

MesoSoma

Quantex

Abbott

Roche

Siemens

labcorp

Quest Diagnostics

Mayo Clinic

Mayo Medical Laboratories

INCREASING PLEX

INCREASING SENSITIVITY
Strategic Road Map

COVID

Neuro

Research

Diagnostics

NIH/FDA
Emory

Abbott
SIEMENS

PTAU’s + N 4 Plex
↑
NfL
↑
Troponin
↑
PSA

MS

22/25 Pharmas

Roche

MERCK

Lilly

labcorp

Biogen

Quest Diagnostics

NOVARTIS

MAYO CLINIC

NovoNordisk

Johnson & Johnson

Takeda

WuXi AppTec

Eisai

eurofins

Bristol Myers Squibb
Strategic Road Map

**Research**
- COVID
  - Antigen
  - Serology
- Neuro
  - PTAU’s + N 4 Plex
  - NfL
  - Troponin
  - PSA

**Diagnostics**
- NIH/FDA
- Emory
- Abbott
- SIEMENS

**22/25 Pharmas**
- Roche
- MERCK
- Lilly
- labcorp
- Biogen
- Quest Diagnostics
- NOVARTIS
- Mayo Clinic
- Johnson & Johnson
- FRONTAGE
- Takeda
- WuXi AppTec
- Eisa
- eurofins
- Bristol Myers Squibb
Strategic Road Map

COVID

- Antigen
- Serology

PTAU’s + N 4 Plex

- NfL
- Troponin
- PSA

EUA’s
- First authorized for saliva samples
- Validated for all Variants of Concern

NIH/FDA

Emory

Abbott

SIEMENS

22/25 Pharmas

- Roche
- Lilly
- Biogen
- Quest Diagnostics
- Novartis
- Mayo Clinic
- Johnson & Johnson
- Takeda
- WuXi AppTec
- Bristol Myers Squibb

Neuro

- PSA Antigen
- Serology
- EUA’s
- NIH/FDA
- Emory
- Abbott
- Siemens

Research

Diagnostics
Strategic Road Map

COVID
- Antigen
- Serology

Neuro
- PTAU’s + N 4 Plex
- NfL
- Troponin
- PSA

Diagnostics
- EUA’s
  - First authorized for saliva samples
  - Validated for all Variants of Concern
- NIH/FDA
- Emory
- Alzheimer’s
- MS
- Abbott
- Siemens

22/25 Pharmas
- Roche
- MERCK
- Lilly
- labcorp
- Biogen
- Quest Diagnostics
- Novartis
- Mayo Clinic
- Johnson & Johnson
- Takeda
- WuXi AppTec
- Eisai
- eurofins
- Bristol Myers Squibb
Strategic Road Map

COVID

- Antigen
- Serology

Neuro

- PTAU’s + N 4 Plex
- NfL
- Troponin
- PSA

Research

Diagnostics

EUA’s
- First authorized for saliva samples
- Validated for all Variants of Concern

NIH/FDA
Emory

Alzheimer’s
- PTAU’s
- AB
- GFAP
- NfL

Abbott
SIEMENS

22/25 Pharmas
Strategic Road Map

COVID

Antigen
Serology

PTAU’s + N 4 Plex
NfL
Troponin
PSA

Diagnostics

EUA’s
- First authorized for saliva samples
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NIH/FDA
Emory

Alzheimer’s
- PTAU’s
- AB
- GFAP
- NfL

Abbott
SIEMENS

Neuro

22/25 Pharmas

- Roche
- MERCK
- labcorp
- Biogen
- Quest Diagnostics
- Novartis
- Mayo Clinic
- Johnson & Johnson
- Frontage
- Takeda
- WuXi AppTec
- Eisel
- Eurofins
- Bristol Myers Squibb
Scientific Validation Driving Adoption

2021 Advances

**PUBLICATIONS**
Cumulative

**BIOMARKERS**
Cumulative

**INSTRUMENTS**
Placements

# of units placed
Cumulative

- **Neurology**
- **Immunology & Oncology**
- **Infectious Diseases**
- **Others**
Blood Neurodegeneration Biomarkers: Quanterix is Clear Leader

Quanterix leads all other new proteomics platform entrants in its inclusion in published, peer-reviewed scientific literature and studies.

<table>
<thead>
<tr>
<th>Blood Biomarker/Gene</th>
<th>Alzheimer’s</th>
<th>Parkinson’s</th>
<th>ALS</th>
<th>MS</th>
<th>Concussion</th>
</tr>
</thead>
<tbody>
<tr>
<td>Neurofilament Light</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Amyloid β 42</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Amyloid β 40</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>pTau 181</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>pTau 231</td>
<td></td>
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<td></td>
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<tr>
<td>α-synuclein</td>
<td></td>
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<tr>
<td>GFAP</td>
<td></td>
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</tr>
</tbody>
</table>

1585 Publications
Accelerators Driving Rapid Adoption for Transforming Drug Development

Research Institutions

Biopharma

CROs & Other
Entering the Neuro Decade… with a Leadership Position
Potential for Establishing Category Through Diagnostic Disruption

DIAGNOSTIC

$30 Billion

PHARMACEUTICALS

$300 Billion

Protein & Antibody Applied Research

Roche
Abbott
Lilly
SIEMENS
abbvie
Johnston-Johnson
Biogen
Ortho
Clinical Diagnostics
Potential for Establishing Category Through Diagnostic Disruption

Protein & Antibody Applied Research

$30 Billion

Quanterix

The Science of Precision Health

$300 Billion
Potential for Establishing Category Through Diagnostic Disruption

Protein & Antibody Applied Research

- Roche
- Abbott
- Eli Lilly
- Siemens
- Abbvie
- Johnson & Johnson
- Biogen

$30 Billion

- UCH-L1
- pTau181
- Total Tau
- Other pTau's
- Synapse

$300 Billion

- beta amyloid 42/40
- NFL
- GFAP
- pTau217
- Cytokines

Quanterix
The Science of Precision Health

31
Potential for Establishing Category Through Diagnostic Disruption

Protein & Antibody Applied Research

$30 Billion

Patient Care Transformed via NEURO DIAGNOSTIC THERAPIES

Coverage with Evidence
Better Outcomes
Higher Efficiency

$300 Billion
Alzheimer’s poised for Transformation
Drug-trials center-piece of near-term focus

1 Biomarker Adoption
- TAM <$0.5B
- Probability of Drug Approval increase if biomarkers are used
- 16 Years Before Dementia

2 Clinical Utility
- Imaging & Spinal Tap Data
  - NfL, pTau181, pTau217, Ab42, Ab40, tTau, GFAP
- Blood p-tau181 predicts amyloid pathology & AD

Clinical Trials
FDA Breakthrough Designation
10% market share = $50M

Source: Bio Industry Analysis; Clinical Development Success Rates (June 2016) LINK
Alzheimer’s poised for Transformation

Drug-trials center-piece of near-term focus

1 Biomarker Adoption

- Probability of Drug Approval: 300% increase if biomarkers are used
- 16 Years Before Dementia

2 Clinical Utility

- Imaging & Spinal Tap Data
  - NFL
  - pTau181
  - pTau217
  - Aβ42, Aβ40
  - tTau
  - GFAP

- Blood p-tau181 predicts amyloid pathology & AD

3 Dx & Screens

- TAM $11B
- Multiplex panels >90% AUC
- 5.7M AD in US to grow to 13M by 2050
- Early screening key to deliver real therapeutic effect
- Global cost of AD is over $1T

Clinical Trials

- FDA Breakthrough Designation
- 10% market share = $50M

Enter Dx

- FDA single site IVD approval
- 10% of this market share $1B

Source: Bio Industry Analysis; Clinical Development Success Rates (June 2016) [LINK]
Dear CEO, CMO, CSO,

This is Kevin Hrusovsky, Chairman and CEO of Quanterix. I’m reaching out to you today because I’d like to speak with you about Drug C’s current Phase III clinical trial “Study C for Alzheimer’s Disease

Simoa pTau-181 assay granted Breakthrough Device Designation status by the FDA.

Clinical discrimination vs non-AD causes of dementia including Lewy Body and FTD.

Enhance cohort stratification, increase drug efficacy, and substantially reduce trial costs and increase efficiencies.

Multiple sclerosis (MS) helping Roche, Novartis and Biogen achieve phase III FDA approval for MS drugs.

LEVERAGING FDA AND PAYOR ADVANCES CAN RADICALLY IMPROVE YOUR POTENTIAL TO ACHIEVE DRUG APPROVAL AND REIMBURSEMENT.

We look forward to hearing from you!

Best Regards,
Kevin Hrusovsky
Chairman and CEO
Quanterix
Worldwide Dementia Cases Expected to Triple by 2050
Assumes only 10% of the world has Diagnostics access

**Number of Global Patients**

- **Today**
  - 55 million

- **2050**
  - 152 million

- Every 3 seconds someone develops Dementia in the world

**Screening TAM**

- **Today**
  - $10B

- **2050**
  - $25B

TAM assumptions are post dementia diagnosis of patients over 50 years of age with 15 years of annual screening

Source: www.alz.org
Accelerating Clinical Market Entry Alzheimer

Pharma Partnerships has the potential to Accelerate and De-risk Market Penetration

Clinical trials support both ‘rule in’ and ‘rule out’ use cases — each served by setting different clinical cut-offs

### TRIAGE INITIALLY, SCREEN ULTIMETLY

<table>
<thead>
<tr>
<th>Stages</th>
<th>Timeline</th>
<th>Investment</th>
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<tbody>
<tr>
<td>Laboratory Develop Test</td>
<td>2023</td>
<td>$10M-$15M</td>
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<td>(multiplex / singleplex)</td>
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<tr>
<td>Laboratory IVD</td>
<td>2024</td>
<td>$40M-$60M</td>
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<tr>
<td>(multiplex / singleplex)</td>
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<td>Distributed IVD</td>
<td>2025</td>
<td>$100M</td>
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<td>(multiplex / singleplex)</td>
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### TAM

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<th>Year</th>
<th>Today</th>
<th>ROW</th>
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<tr>
<td></td>
<td>$15B NA</td>
<td>$60B ROW</td>
</tr>
<tr>
<td></td>
<td>$45B NA</td>
<td>$180B ROW</td>
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Today

$15B NA $60B ROW

2050

$45B NA $180B ROW
Our Objectives in 2022

Continue superb execution & value creation via commercializing disruptive innovation

<table>
<thead>
<tr>
<th>FY 2022 — OBJECTIVES</th>
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<tbody>
<tr>
<td>FY RUO revenue $122M to $134M, +22% MP YoY</td>
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<tr>
<td>Neuro LDT validation for pTau181 and / or Nf-L for MS</td>
</tr>
<tr>
<td>Start AD clinical trial for pTau181 &amp; other AD markers (panel)</td>
</tr>
<tr>
<td>Scale &amp; grow RUO as DX entry increases differentiation; Consider new pTau's/panels</td>
</tr>
<tr>
<td>Expand pharma partnerships with greater Neuro drug trial penetration, i.e., target 10% penetration in 2025</td>
</tr>
<tr>
<td>Strategy: Expand RUO plexity w/ sensitivity (20 plex by '24) and bolster LDT / SSIVD penetration</td>
</tr>
<tr>
<td>Launch 100X Beta Program via Accelerator by YE‘22</td>
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</table>
### Q4 2021 & FY2021 Financials

#### Q4 (3 Months)

<table>
<thead>
<tr>
<th>In $m</th>
<th>GAAP 2021</th>
<th>GAAP 2020</th>
<th>Non-GAAP* 2021</th>
<th>Non-GAAP* 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Instrument</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Growth vs. PYR</td>
<td>6.7</td>
<td>5.6</td>
<td>6.7</td>
<td>5.6</td>
</tr>
<tr>
<td>Consumable</td>
<td>16.8</td>
<td>10.1</td>
<td>16.8</td>
<td>10.1</td>
</tr>
<tr>
<td>Product Revenue</td>
<td>23.5</td>
<td>15.7</td>
<td>23.5</td>
<td>15.7</td>
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<tr>
<td><strong>Total Revenue</strong></td>
<td>30.3</td>
<td>26.1</td>
<td>29.3</td>
<td>21.6</td>
</tr>
<tr>
<td>Cost of Goods &amp; Services</td>
<td>14.0</td>
<td>11.1</td>
<td>13.6</td>
<td>10.6</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>16.3</td>
<td>15.1</td>
<td>15.7</td>
<td>11.0</td>
</tr>
<tr>
<td>Gross Margin %</td>
<td>54%</td>
<td>58%</td>
<td>54%</td>
<td>51%</td>
</tr>
<tr>
<td>Operating Expenses</td>
<td>36.2</td>
<td>25.0</td>
<td>36.1</td>
<td>22.6</td>
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<tr>
<td>Loss from Operations</td>
<td>(19.9)</td>
<td>(9.9)</td>
<td>(20.5)</td>
<td>(11.7)</td>
</tr>
</tbody>
</table>

#### FY2021

<table>
<thead>
<tr>
<th>In $m</th>
<th>GAAP 2021</th>
<th>GAAP 2020</th>
<th>Non-GAAP* 2021</th>
<th>Non-GAAP* 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Instrument</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Growth vs. PYR</td>
<td>26.0</td>
<td>16.6</td>
<td>26.0</td>
<td>16.6</td>
</tr>
<tr>
<td>Consumable</td>
<td>56%</td>
<td>56%</td>
<td>55.1</td>
<td>27.4</td>
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<tr>
<td>Operating Expenses</td>
<td>101%</td>
<td>101%</td>
<td>81.1</td>
<td>44.0</td>
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<tr>
<td>Loss from Operations</td>
<td>0.2</td>
<td>0.4</td>
<td>0.6</td>
<td>0.6</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>30.3</td>
<td>26.1</td>
<td>29.3</td>
<td>21.6</td>
</tr>
<tr>
<td>Cost of Goods &amp; Services</td>
<td>48.8</td>
<td>38.2</td>
<td>47.0</td>
<td>34.9</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>16.3</td>
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<td>11.0</td>
</tr>
<tr>
<td>Gross Margin %</td>
<td>54%</td>
<td>58%</td>
<td>54%</td>
<td>51%</td>
</tr>
<tr>
<td>Operating Expenses</td>
<td>120.3</td>
<td>79.8</td>
<td>116.9</td>
<td>76.1</td>
</tr>
<tr>
<td>Loss from Operations</td>
<td>(19.9)</td>
<td>(9.9)</td>
<td>(20.5)</td>
<td>(11.7)</td>
</tr>
</tbody>
</table>

*Non-GAAP item. Reconciliations are included in the Appendix to this presentation.

- Record annual consumable growth 101% YoY FY2021 v. FY2020
- FY 2021 Non-GAAP Gross Margin +620bps vs. PYR driven by mix and volume
Poised to Disrupt Healthcare and Create Significant Value

**EXECUTION: 2 – 3X VALUE CREATION**

1. Unrivaled Sensitivity / Ecosystem
2. Methodical market penetration strategy
3. Proteomics; Better linked to Disease / Health
4. **Validation:** 22/25 top pharma, PPH, 1000+ trials

**MARKET**

**ASPIRATIONAL: 10 – 15X VALUE CREATION**

<table>
<thead>
<tr>
<th>DIFFERENTIATOR</th>
<th>VALUE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Best in Class</td>
<td>Disrupt</td>
</tr>
<tr>
<td>$1B to $120B</td>
<td>New Answers</td>
</tr>
<tr>
<td>Holy Grail</td>
<td>Proven</td>
</tr>
<tr>
<td>1500+ pubs All Areas</td>
<td>Proven</td>
</tr>
</tbody>
</table>

$1B to $120B
1500+ pubs All Areas

Quanterix
The Science of Precision Health
Poised to Disrupt Healthcare and Create Significant Value

EXECUTION: 2 – 3X VALUE CREATION

1. Unrivaled Sensitivity / Ecosystem
2. Methodical market penetration strategy
3. Proteomics; Better linked to Disease / Health
4. Validation: 22/25 top pharma, PPH, 1000+ trials
5. Growth & Value; Razor – razor blade, $150M invested
6. Low Risk / Solid Return + Uber Return Prospect
7. Track Record for Commercializing Disruption

MARKET

ASPIRATIONAL: 10 – 15X VALUE CREATION

DIFFERENTIATOR

VALUE

- Best in Class
- Disrupt
- $1B to $120B
- New Answers
- 1500+ pubs
- All Areas
- Holy Grail
- 1000+ trials
- Proven
- Product Launches
- Rapid Growth
- Retail
- Lynchpin

MARKET

PENETRATION

The Science of Precision Health

Quanterix

Poised to Disrupt Healthcare and Create Significant Value
Aspiration 2.0

DIGITAL HEALTH

BIOMARKER WATCH

Fitbit on Steroids!!
Appendix
**GAAP to Non-GAAP Reconciliation**

<table>
<thead>
<tr>
<th>Note</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Note 1:</td>
<td>During the three months ended December 31, 2021, we recognized $1.0 million in revenue in connection with our workplan 2 award under the National Institute of Health Rapid Acceleration of Diagnostics Program. During the twelve months ended December 31, 2021, we recognized $5.2 million in revenue in connection with our workplan 2 award under the National Institute of Health Rapid Acceleration of Diagnostics Program. During the three months ended December 31, 2020, we recognized $4.5 million in revenue in connection with our workplan 1 and workplan 2 awards under the National Institute of Health Rapid Acceleration of Diagnostics Program. During the twelve months ended December 31, 2020, we recognized $6.4 million in revenue in connection with our workplan 1 and workplan 2 awards under the National Institute of Health Rapid Acceleration of Diagnostics Program.</td>
</tr>
<tr>
<td>Note 2:</td>
<td>During the twelve months ended December 31, 2020, we recognized $10.0 million in license revenue in connection with a non-exclusive license agreement with Abbott Laboratories. Also, during the twelve months ended December 31, 2020, we recognized $1.2 million of previously deferred license revenue as a result of entering into the license agreement with Abbott Laboratories.</td>
</tr>
<tr>
<td>Note 3:</td>
<td>During the three months ended December 31, 2021, we incurred $382 thousand of acquisition-related amortization of intangible assets adjustments in connection with our acquisition of UmanDiagnostics. During the twelve months ended December 30, 2021, we incurred $274 thousand of acquisition-related amortization of inventory valuation and $1.530 thousand of acquisition-related amortization of intangible assets adjustments in connection with our acquisition of UmanDiagnostics. During the three months ended December 31, 2020, we incurred $51 thousand of acquisition-related amortization of inventory valuation and $382 thousand of acquisition-related amortization of intangible assets adjustments in connection with our acquisition of UmanDiagnostics. During the twelve months ended December 31, 2020, we incurred $722 thousand of acquisition-related amortization of inventory valuation and $1,529 thousand of acquisition-related amortization of intangible assets adjustments in connection with our acquisition of UmanDiagnostics.</td>
</tr>
<tr>
<td>Note 4:</td>
<td>During the twelve months ended December 31, 2020, we incurred $1.0 million in license fees in connection with our non-exclusive license agreement with Abbott Laboratories.</td>
</tr>
<tr>
<td>Note 5:</td>
<td>During the twelve months ended December 31, 2020, we incurred $3.4 million in research and development expenses in connection with our workplan 2 award under the National Institute of Health Rapid Acceleration of Diagnostics Program. During the three months ended December 31, 2020, we incurred $2.3 million in research and development expenses in connection with our workplan 1 and workplan 2 awards under the National Institute of Health Rapid Acceleration of Diagnostics Program. During the twelve months ended December 31, 2020, we incurred $3.6 million in research and development expenses in connection with our workplan 1 and workplan 2 awards under the National Institute of Health Rapid Acceleration of Diagnostics Program.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>In $m</th>
<th>Total Revenue</th>
<th>Cost of Goods Sold</th>
<th>Gross Profit</th>
<th>Gross Margin %</th>
<th>Operating Expenses</th>
<th>Loss from Operations</th>
</tr>
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<tbody>
<tr>
<td><strong>Q4 2021</strong></td>
<td></td>
<td></td>
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<td></td>
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</tr>
<tr>
<td>GAAP</td>
<td>30.3</td>
<td>14.0</td>
<td>16.3</td>
<td>53.7%</td>
<td>36.2</td>
<td>(19.9)</td>
</tr>
<tr>
<td>Non-GAAP adjustments:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grant revenue (Note 1)</td>
<td>-1.0</td>
<td>-1.0</td>
<td>-1.0</td>
<td>-1.0</td>
<td>-1.0</td>
<td></td>
</tr>
<tr>
<td>Acquisition-related purchase accounting charges (Note 3)</td>
<td>-0.4</td>
<td>0.4</td>
<td>0.4</td>
<td>0.4</td>
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<td></td>
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<tr>
<td><strong>Non-GAAP</strong></td>
<td>29.3</td>
<td>13.6</td>
<td>15.7</td>
<td>53.5%</td>
<td>36.2</td>
<td>(20.5)</td>
</tr>
<tr>
<td><strong>FY 2021</strong></td>
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<td></td>
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<tr>
<td>GAAP</td>
<td>110.6</td>
<td>48.8</td>
<td>61.7</td>
<td>55.8%</td>
<td>120.3</td>
<td>(58.6)</td>
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<td>Non-GAAP adjustments:</td>
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<tr>
<td>Grant revenue (Note 1)</td>
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<td>-1.8</td>
<td>1.8</td>
<td>-0.1</td>
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<tr>
<td>Grant research and development expenses (Note 5)</td>
<td>-3.4</td>
<td>3.4</td>
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<tr>
<td><strong>Non-GAAP</strong></td>
<td>105.3</td>
<td>47.0</td>
<td>58.3</td>
<td>55.4%</td>
<td>116.9</td>
<td>(58.6)</td>
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<tr>
<td>GAAP</td>
<td>26.1</td>
<td>11.1</td>
<td>15.1</td>
<td>57.6</td>
<td>25.0</td>
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<tr>
<td><strong>Non-GAAP</strong></td>
<td>21.6</td>
<td>10.6</td>
<td>11.0</td>
<td>50.8%</td>
<td>21.7</td>
<td>(11.7)</td>
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<td><strong>FY 2020</strong></td>
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<td>GAAP</td>
<td>86.4</td>
<td>38.2</td>
<td>48.2</td>
<td>55.8%</td>
<td>79.8</td>
<td>(31.6)</td>
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<td>-3.6</td>
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<tr>
<td><strong>Non-GAAP</strong></td>
<td>68.8</td>
<td>34.9</td>
<td>33.8</td>
<td>49.2%</td>
<td>76.1</td>
<td>(42.2)</td>
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