Quanterix™

Q1 2022 Earnings Call

MAY 10th, 2022

Forward-Looking Statements & Non-GAAP Financial Measures

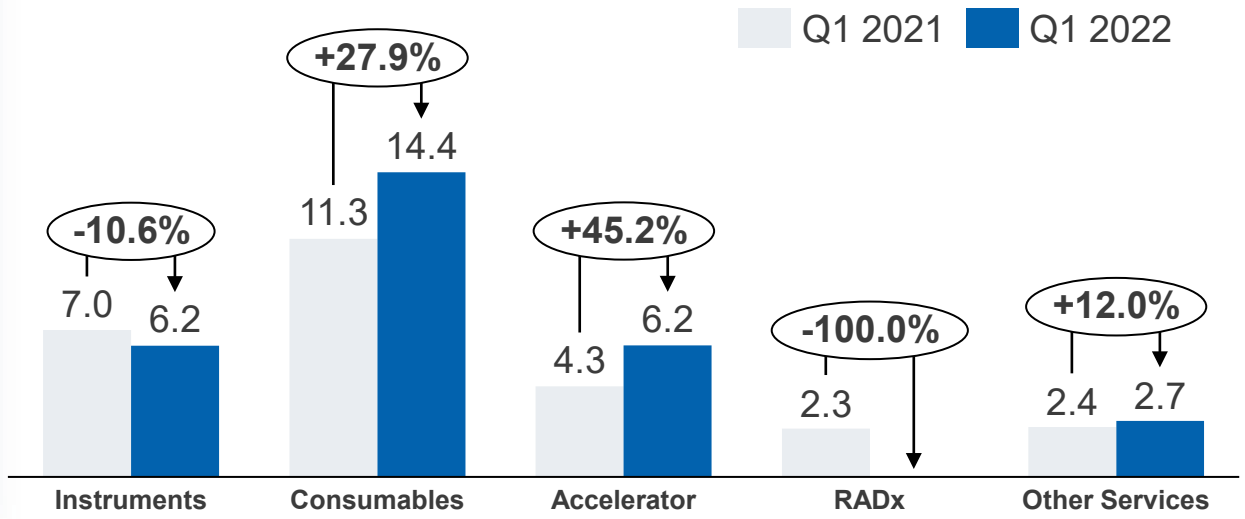
This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Words such as "may," "will," "expect," "plan," "anticipate," "estimate," "intend" and similar expressions (as well as other words or expressions referencing future events, 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.

Q1 2022 Results – 3 yr CAGR

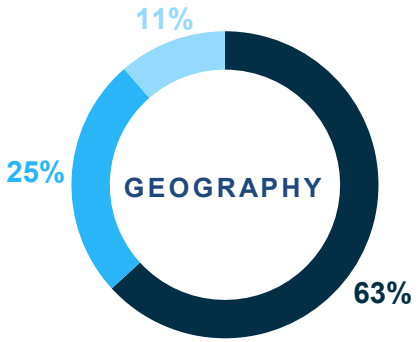
	Q1 2021	Q1 2022
Revenue	27.2	29.6
GM $	16.3	14.6
GM %	60.1%	49.3%

- $29.6M 3-yr CAGR +34%
- FY RUO revenue $122M to $134M, +22% YoY at midpoint

	INSTRUMENTS	CONSUMABLES	ACCELERATOR	RADx	OTHER SERVICES
Q1 2022 Mix	21%	49%	21%	n/a	9%
3-yr CAGR	22%	33%	61%	n/a	27%

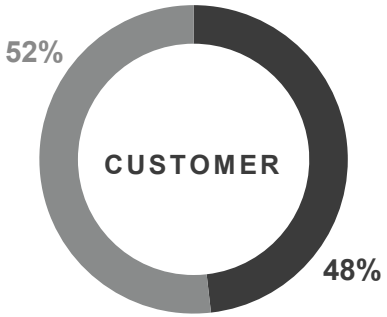


Q1 2022 Revenue Stratification



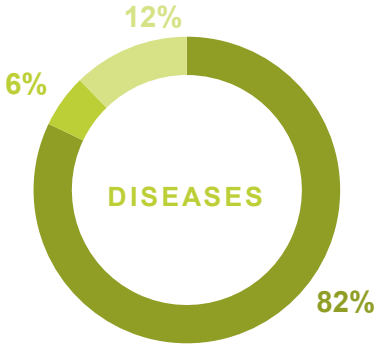
YoY GROWTH

NA	+18%
Europe	-3%
Asia	+154%



YoY GROWTH

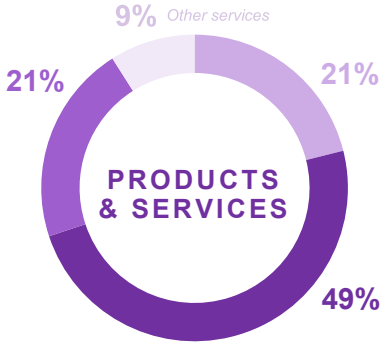
Pharma / CROs	+46%
Academia	+3%



YoY GROWTH

Neurology	+77%
Oncology**	31%
Others	-41%

** Incl. Immunology & Inflammation



YoY GROWTH

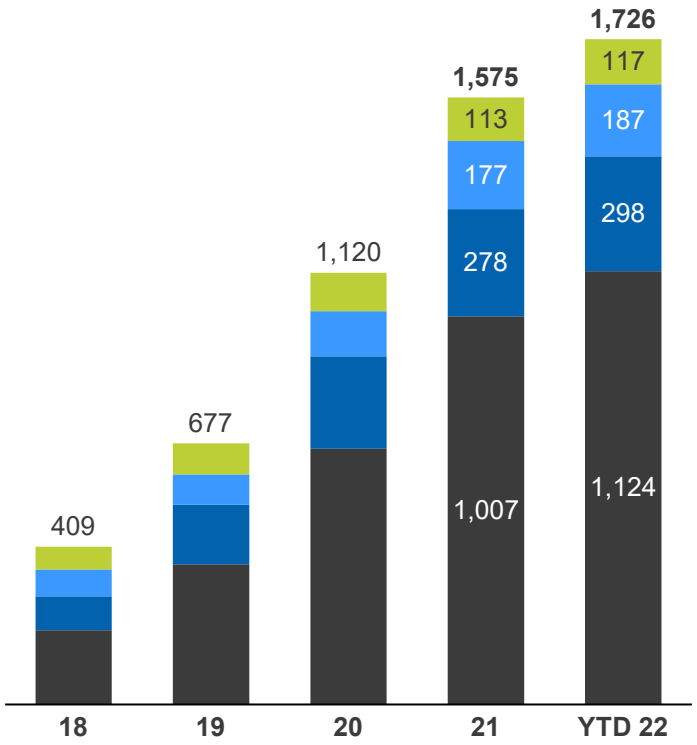
Consumables	+28%
Accelerator	45%
Instruments	-11%

Scientific Validation Driving Adoption

2022 Advances

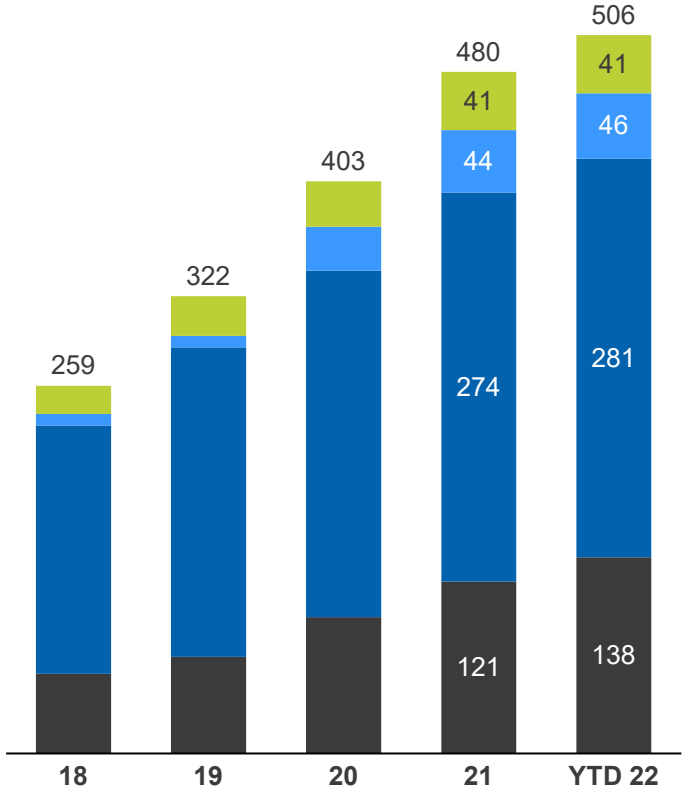
PUBLICATIONS

Cumulative



BIOMARKERS

Cumulative

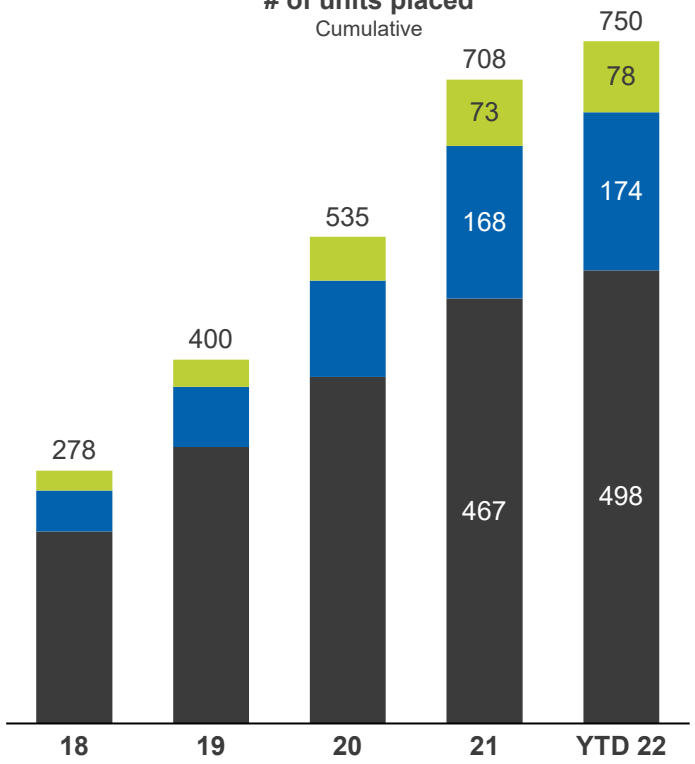


INSTRUMENTS

Placements

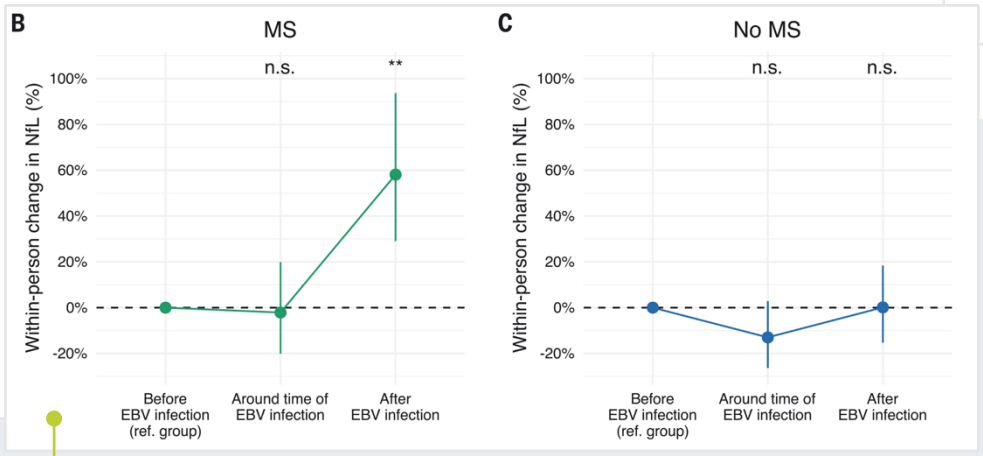
# of units placed

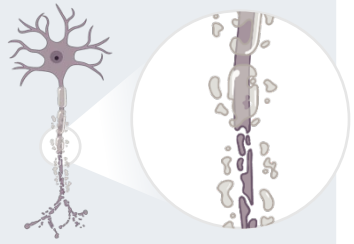
Cumulative



Simoa Nf-L Levels Used to Establish Viral (EBV) Role in Causation of MS

Researchers used Simoa sNfL levels to show causative link between EB virus infection and MS





MULTIPLE SCLEROSIS

- Longitudinal study of 10 million US Military personal
- Risk of MS increased 32-fold after infection with EBV (but not other viruses)
- Serum levels of Nf-L increased only after EBV seroconversion
- **Findings suggest EBV is the leading cause of MS**
- Findings provide compelling data that implicate EBV as the trigger for the development of MS
- EBV has long been postulated to be involved in MS. This longitudinal study and **the correlation of increasing levels of sNFL** after seroconversion, is the first to provide compelling evidence of causation.

"sNfL did the trick!!!"
Jens Kuhle, University Hospital Basel

Bjornevik et. al., Science Vol 375, No.6578 , https://www.science.org/doi/10.1126/science.abj8222

sNFL = serum Neurofilament Light chain

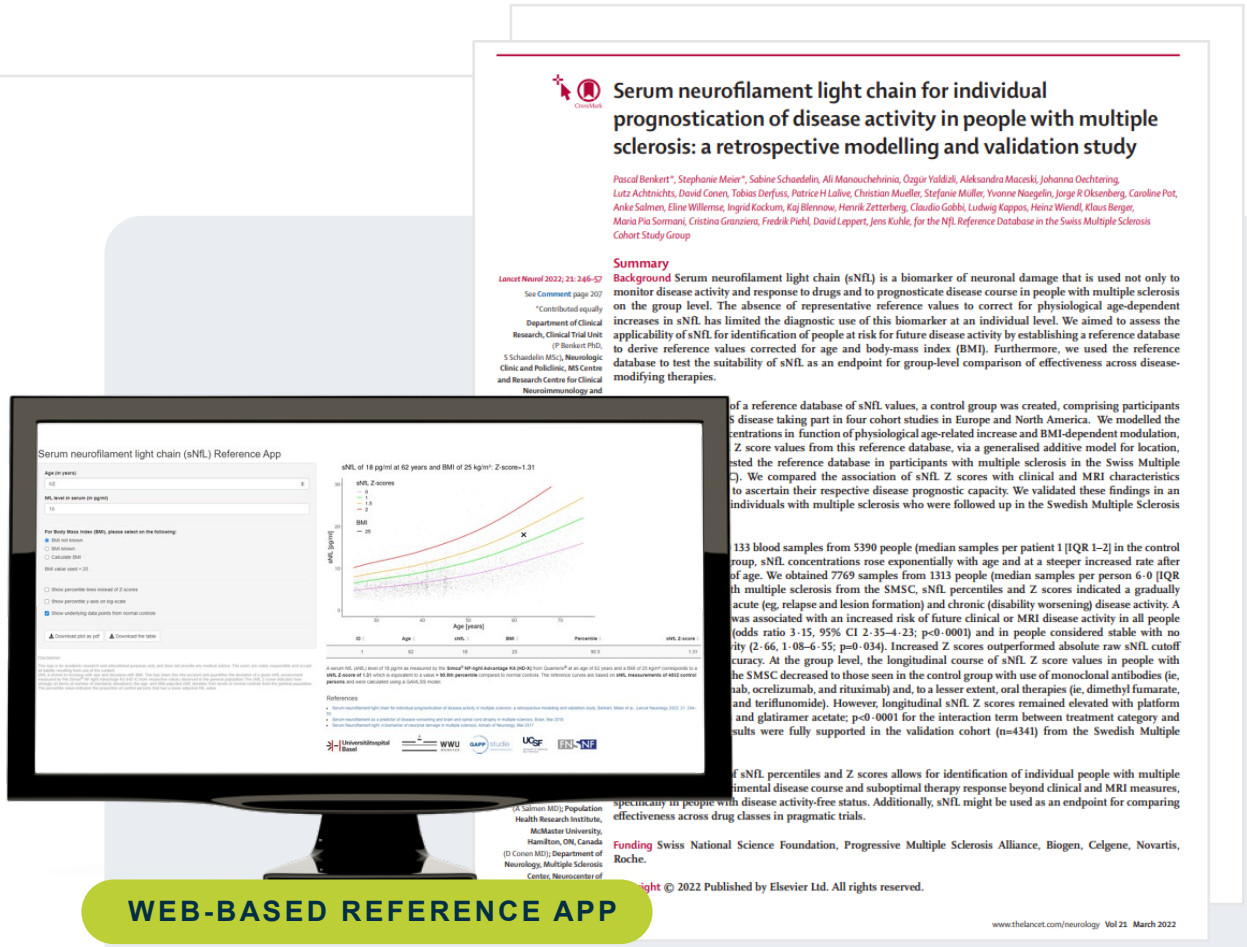
EBV = Epstein-Barr virus

Quanterix™

Reference Data Base of NfL Levels for Individuals

Provides a key baseline for clinical applications

- NfL levels vary with age and BMI making them hard to use at the individual level
- Creation of a large (10,000+) reference database of age and BMI adjusted NfL level
- Developed sNfL percentiles and “Z” scores to identify MS patients at risk for detrimental disease course and suboptimal therapy response
- Database useful as an end point for comparing effectiveness across drug classes (monoclonal therapies (Ocrevus, e.g.) and oral therapies (Fingolimod, e.g.)



Benkurt, P., et. al. Lancet Neurol 2022; 21: 246–57

Q1 2022 P&L and Cash Change

In $m	Q1 2022	GROWTH vs. PYR	Q1 2021	VAR.
Instrument Revenue	6.2	-11%	7.0	-0.7
Consumables Revenue	14.4	+28%	11.3	+3.1
Product Revenue	**20.7**	+13%	**18.2**	**+2.4**
Accelerator Services	6.2	+45%	4.3	+1.9
Other Services	2.6		2.1	+0.5
Services and Other Revenue	**8.8**	+37%	**6.4**	**+2.4**
Collaboration & RADx	0.1		2.6	-2.5
Total Revenue	**29.6**	+9%	**27.2**	**+2.3**
Cost of Goods & Services	15.0		10.9	+4.1
Gross Profit	**14.6**		**16.3**	**-1.8**
Gross Margin %	*49.3%*		*60.1%*	
Operating Expenses	32.7		26.1	+6.6
Loss from Operations	**(18.2)**		**(9.8)**	**-8.4**

$m Cash Balance & Cash Usage