

Third Quarter 2024 Earnings

November 12, 2024

Forward-Looking Statements, Non-GAAP Financial Measures & Restatement

All financial information contained in this presentation is preliminary, unaudited, based on currently available information and subject to adjustment. The supplemental schedules included in this presentation provide additional information regarding the preliminary anticipated impact of the pending restatement referred to in Quanterix's Current Report on Form 8-K filed with the SEC on November 12, 2024. Please refer to such report.

This presentation contains forward-looking statements within the meaning of the U.S. Private Securities Litigation Reform Act of 1995, including, among other things, statements regarding our preliminary results for the third quarter and the expected impact of the restatement of our historical financial statements. 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 press release include, but are not limited to, that Quanterix may have underestimated the scope and impact of the restatement, risks and uncertainties around the effectiveness of Quanterix's internal control over financial reporting, the risk that the restated financial statements may take longer to complete than expected, as well as those described in our periodic reports filed 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 preliminary financial information 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 our competitors. 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.

Unless otherwise specified, all information contained herein is provided as of September 30, 2024.

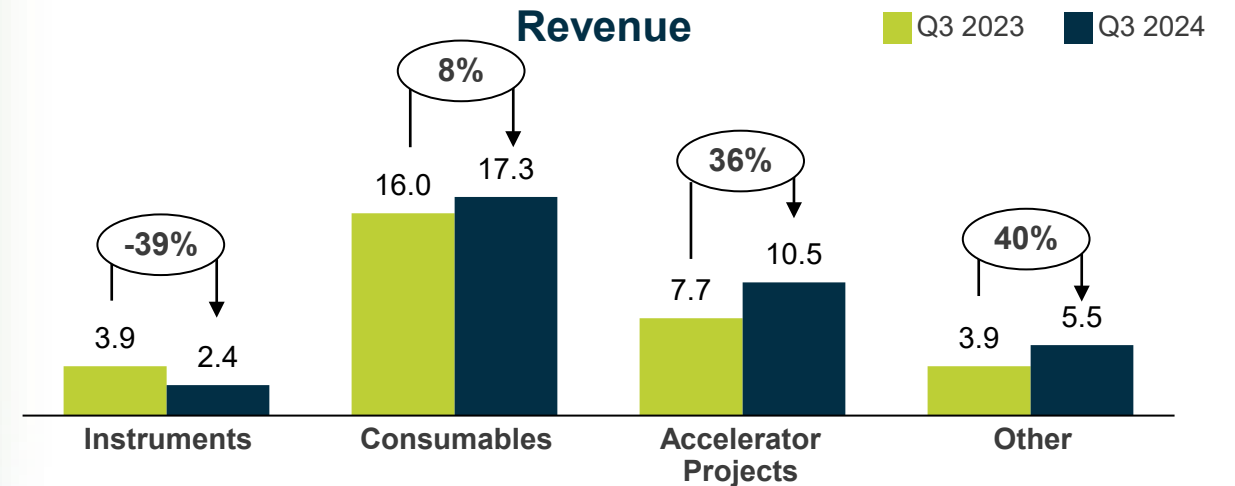
Q3 2024 Preliminary Results vs Preliminary PYQ3

(in millions)

	Q3 GAAP		Q3 Non-GAAP	
	2023	2024	2023	2024
Revenue	31.6	35.7	31.6	35.7
Gross Margin \$	18.9	21.1	16.3	19.1
Gross Margin %	59.9%	58.9%	51.8%	53.4%
Operating Loss	-13.3	-11.2	-13.3	-11.2
Cash Usage	-1.9	-3.3	-1.9	-3.3
Cash Balance ¹	330.3	296.1	330.3	296.1

¹Cash, Cash Equivalents, and Restricted Cash

	INSTRUMENTS	CONSUMABLES	ACCELERATOR	OTHER
Revenue Mix	7%	48%	30%	15%

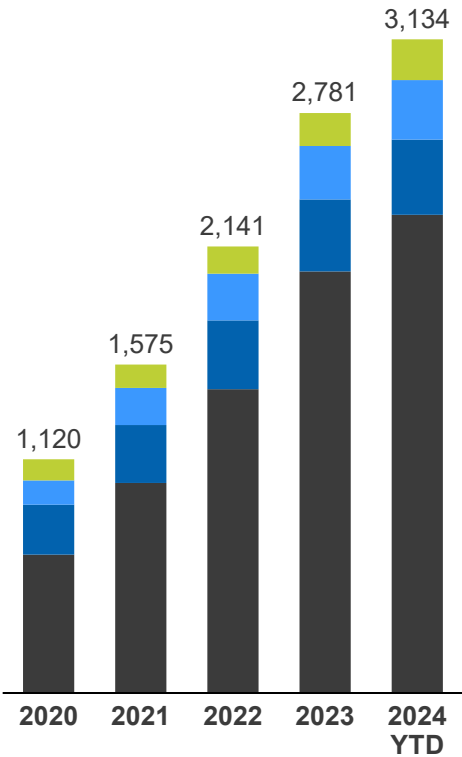


Scientific Validation Driving Adoption

- Neurology
- Immunology & Oncology
- Infectious Diseases
- Others

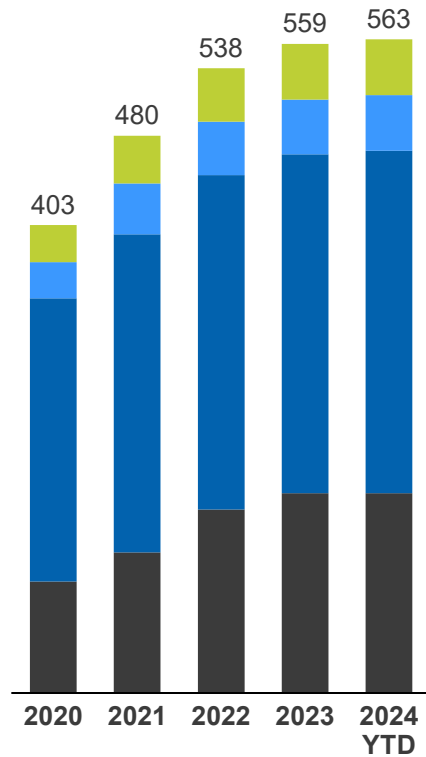
PUBLICATIONS

Cumulative



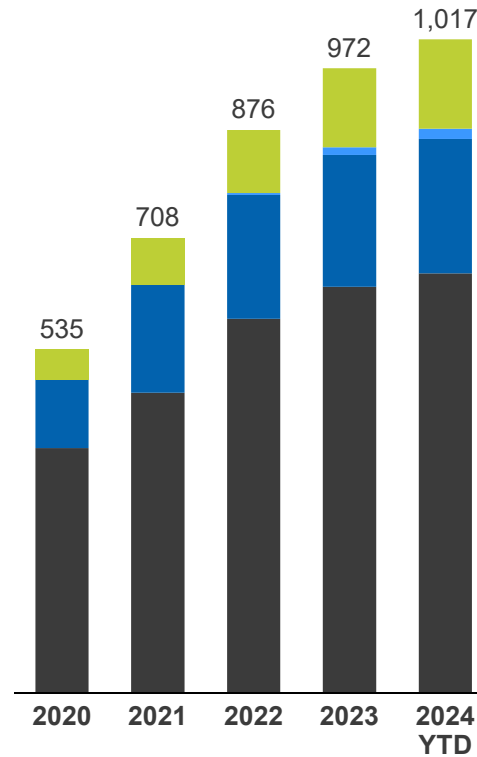
BIOMARKERS

Cumulative



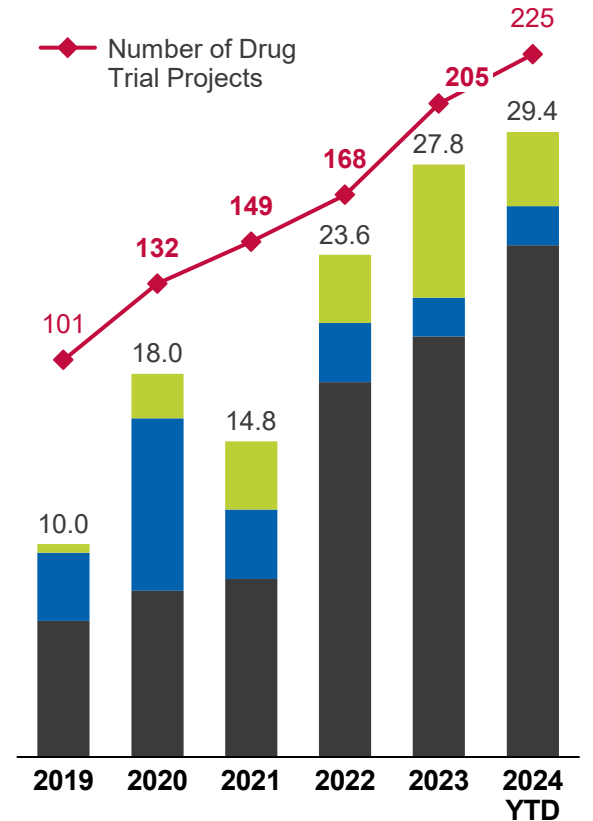
INSTRUMENTS

Placements
of units placed
Cumulative



ACCELERATOR

Projects & Revenue
\$M



Expanding SIMOA sensitivity beyond neurology

Three New Cytokine 4-Plex Panels address translational research needs in inflammation and immunology

- **Ultra-sensitivity**
- **Precision**
- **Automation**

C4PA:	IL-1B IL-10	IL-6 TNF- α
C4PB:	IL-17A IL-13	IL-4 IL-5
C4PC:	IL-2 IFN- γ	IL-6 IL-8



- Mood Disorder
- Immuno-oncology
- Asthma
- Infectious Disease
- Neuro inflammation
AD, MS, PD
- Arthritis
- Obesity
- Autoimmune disorder

LucentAD Complete: Now Available

Quanterix[™]

LucentAD Complete

5 markers in 1 test

Algorithm provides clear AD score

<45

Low likelihood of amyloid pathology

45-70

Intermediate likelihood of amyloid pathology

>70

High likelihood of amyloid pathology

p-Tau 217, A β 40, A β 42, NfL, GFAP

A better test, with an algorithm to leverage additional AD relevant biomarkers

PERFORMANCE

+90%

Sensitivity

+90%

Specificity

+90%

Accuracy

IMPACT

11% Intermediate vs. **>30%**

Intermediate for stand-alone p-Tau 217

Next Steps

Clinical utility studies with reimbursement coverage submission

Validation studies for FDA submission

Providing results for more patients

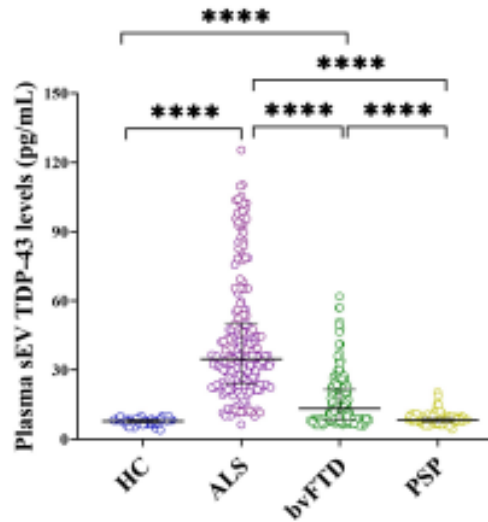
Reducing intermediate zone by **3x** versus single pTau-217 tests

Note: Quanterix multi-marker test results presented at 2024 Clinical Trials for Alzheimer's Disease (CTAD) conference in a poster entitled "Clinical and analytical validation of LucentAD Complete, a multi-marker algorithmic lab developed test (LDT) for high accuracy plasma detection of amyloid pathology"

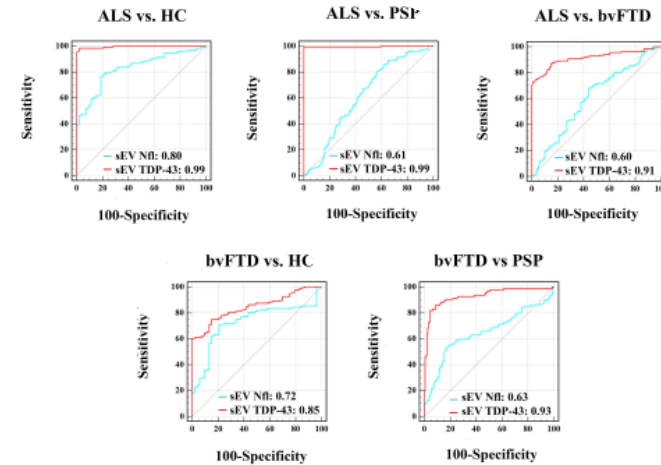
Biomarkers for FTD¹ and ALS²

Plasma EV Tau Isoform Ratio and TDP-43

- Plasma EV TDP-43 levels were increased in ALS and in FTD patients who do not have high EV Tau ratios.



- The combination of EV Tau ratio and EV TDP-43 reliably discriminated between Tau and TDP-43 pathology in FTD.



Biomarkers are urgently needed to assist in the development of therapeutics for FTD and ALS

¹Frontotemporal Dementia
²Amyotrophic lateral sclerosis

Chatterjee, M., Özdemir, S., Fritz, C. et al. Plasma extracellular vesicle tau and TDP-43 as diagnostic biomarkers in FTD and ALS. *Nat Med* 30, 1771–1783 (2024). <https://doi.org/10.1038/s41591-024-02937-4>

Preliminary Restated GAAP Adjustments

		FY21	FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	FY23	Q1FY24	Q2FY24	Q3FY24
As Reported	Revenue	110.6	105.5	28.5	31.0	31.3	31.5	122.4	32.1	34.4	35.7
	Gross Profit \$	61.7	46.8	16.9	19.1	17.8	16.8	70.6	19.6	20.1	21.1
	Gross Profit %	55.8%	44.4%	59.5%	61.7%	56.8%	53.2%	57.7%	61.2%	58.3%	58.9%
	Operating Expense	120.3	148.5	26.3	28.7	31.6	33.8	120.3	33.6	33.2	32.3
	Operating Loss	(58.6)	(101.7)	(9.4)	(9.6)	(13.8)	(17.0)	(49.7)	(14.0)	(13.1)	(11.2)
Adjustments	<i>Revenue</i>	-	-	-	(0.2)	0.2	-	-	-	0.1	-
	<i>Gross Profit \$</i>	1.6	0.4	(0.9)	0.4	1.1	1.5	2.1	(0.8)	1.5	-
	<i>Operating Expense</i>	1.0	0.9	0.2	(0.5)	0.7	(0.7)	(0.3)	-	(0.1)	-
	<i>Operating Loss</i>	0.6	(0.5)	(1.1)	0.9	0.5	2.2	2.3	(0.8)	1.6	-
Restated	Revenue	110.6	105.5	28.5	30.8	31.6	31.5	122.4	32.1	34.4	35.7
	Gross Profit \$	63.3	47.2	16.0	19.5	18.9	18.3	72.7	18.8	21.6	21.1
	Gross Profit %	57.3%	44.7%	56.3%	63.4%	59.9%	57.8%	59.4%	58.7%	62.7%	58.9%
	Operating Expense	121.3	149.4	26.6	28.2	32.2	33.1	120.1	33.6	33.1	32.3
	Operating Loss	(58.0)	(102.2)	(10.6)	(8.7)	(13.3)	(14.8)	(47.4)	(14.8)	(11.5)	(11.2)

Preliminary Restated Non-GAAP Adjustments

		FY21	FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	FY23	Q1FY24	Q2FY24	Q3FY24
As Reported	Revenue	110.6	105.5	28.5	31.0	31.3	31.5	122.4	32.1	34.4	35.7
	Gross Profit \$	54.8	39.6	15.1	17.5	15.2	14.7	62.5	17.5	18.0	19.1
	Gross Profit %	49.6%	37.5%	53.1%	56.4%	48.6%	46.5%	51.1%	54.5%	52.3%	53.4%
	Operating Expense	113.4	141.3	24.5	27.1	29.0	31.7	112.2	31.5	31.1	30.3
	Operating Loss	(58.6)	(101.7)	(9.4)	(9.6)	(13.8)	(17.0)	(49.7)	(14.0)	(13.1)	(11.2)
Adjustments	<i>Revenue</i>	-	-	-	(0.2)	0.2	-	-	-	0.1	-
	<i>Gross Profit \$</i>	0.6	(0.3)	(0.9)	0.4	1.1	1.5	2.1	(0.8)	1.5	-
	<i>Operating Expense</i>	-	0.2	0.2	(0.5)	0.7	(0.7)	(0.3)	-	(0.1)	-
	<i>Operating Loss</i>	0.6	(0.5)	(1.1)	0.9	0.5	2.2	2.3	(0.8)	1.6	-
Restated	Revenue	110.6	105.5	28.5	30.8	31.6	31.5	122.4	32.1	34.4	35.7
	Gross Profit \$	55.4	39.3	14.2	17.9	16.3	16.2	64.6	16.7	19.5	19.1
	Gross Profit %	50.1%	37.2%	49.9%	58.2%	51.8%	51.1%	52.8%	52.0%	56.7%	53.4%
	Operating Expense	113.4	141.5	24.8	26.6	29.6	31.0	112.0	31.5	31.0	30.3
	Operating Loss	(58.0)	(102.2)	(10.6)	(8.7)	(13.3)	(14.8)	(47.4)	(14.8)	(11.5)	(11.2)

Reconciliation of GAAP to Non-GAAP Financial Measures

	FY21	FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	FY23	Q1FY24	Q2FY24	Q3FY24
Preliminary Restated GAAP gross profit	63.3	47.2	16.0	19.5	18.9	18.3	72.7	18.8	21.6	21.1
Shipping and handling costs	(7.9)	(7.9)	(1.8)	(1.6)	(2.6)	(2.1)	(8.1)	(2.1)	(2.1)	(2.0)
Preliminary Restated Non-GAAP gross profit	55.4	39.3	14.2	17.9	16.3	16.2	64.6	16.7	19.5	19.1
GAAP Revenue	110.6	105.5	28.5	30.8	31.6	31.5	122.4	32.1	34.4	35.7
Gross margin (gross profit as a % of GAAP revenue)	57.3%	44.7%	56.3%	63.4%	59.9%	57.8%	59.4%	58.7%	62.7%	58.9%
Non-GAAP gross margin (non-GAAP gross profit as a % of GAAP revenue)	50.1%	37.2%	49.9%	58.2%	51.8%	51.1%	52.8%	52.0%	56.7%	53.4%
Preliminary Restated GAAP total operating expenses	121.3	149.4	26.6	28.2	32.2	33.1	120.1	33.6	33.1	32.3
Shipping and handling costs	(7.9)	(7.9)	(1.8)	(1.6)	(2.6)	(2.1)	(8.1)	(2.1)	(2.1)	(2.0)
Preliminary Restated Non-GAAP total operating costs	113.4	141.5	24.8	26.6	29.6	31.0	112.0	31.5	31.0	30.3
Preliminary Restated GAAP loss from operations	(58.0)	(102.2)	(10.6)	(8.7)	(13.3)	(14.8)	(47.4)	(14.8)	(11.5)	(11.2)
Preliminary Restated Non-GAAP loss from operations	(58.0)	(102.2)	(10.6)	(8.7)	(13.3)	(14.8)	(47.4)	(14.8)	(11.5)	(11.2)

A white wireframe brain is centered on a dark blue background. The brain is composed of a complex network of thin white lines that form its shape, including the cerebrum, cerebellum, and brainstem. The lines are dense and interconnected, creating a mesh-like appearance. The brain is oriented horizontally, with the front of the brain on the left and the back on the right.

Quanterix™

Discovery Fueled by Ultra-Sensitivity