

# Quanterix

The Science of  
Precision Health

Earnings Call  
Q3 2019

November 6, 2019



# Forward-Looking Statements & Non-GAAP Financial Measures

This presentation contains “forward-looking” statements 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 all statements that are not historical facts. 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, even if new information becomes available in the future.

To supplement the Company’s financial statements presented on a GAAP basis, the Company has provided certain non-GAAP financial measures, including Non-GAAP revenue, Non-GAAP gross profit and Non-GAAP gross margin. Our non-GAAP adjustments exclude (i) the impact of \$1.3M in revenue recognized in Q3 2018 in connection with the termination of our license agreement with bioMerieux SA; and (ii) acquisition-related purchase accounting adjustments in connection with our acquisitions of Aushon Biosystems in Q1 2018 and Uman Diagnostics in Q3 2019. 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 on Slide #27.

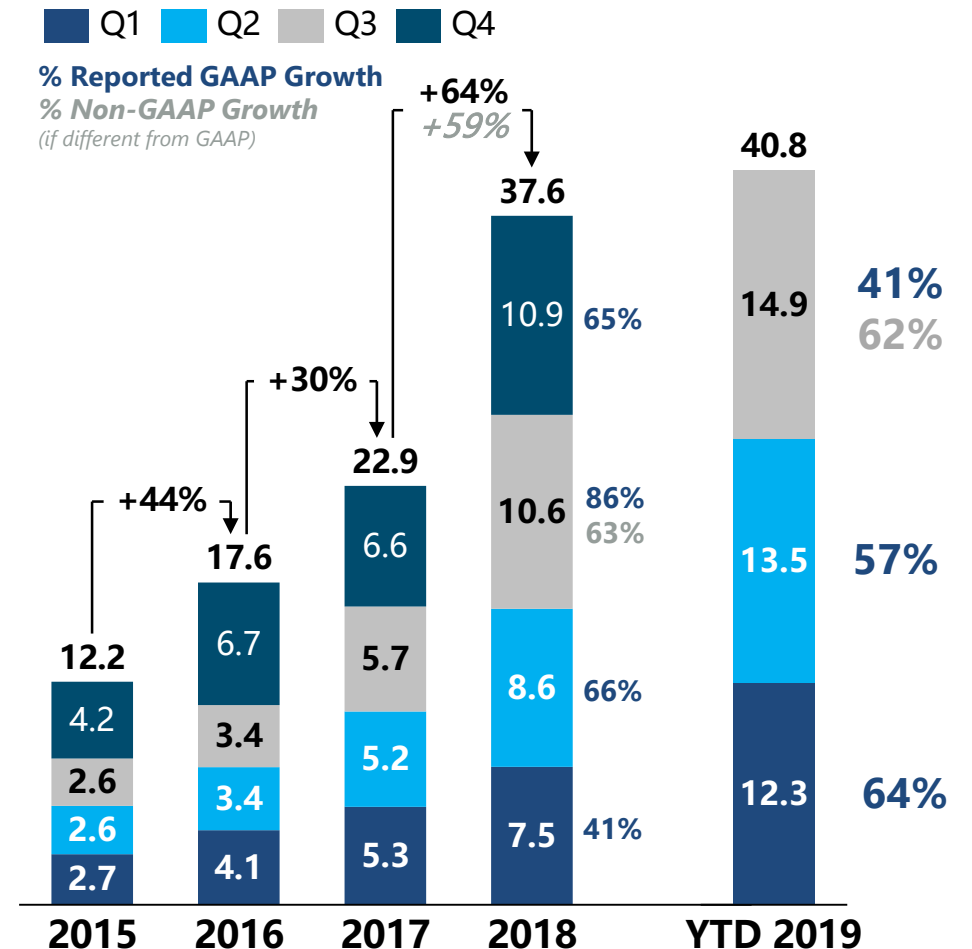
- I. Strategic and Financial Progress – Kevin Hrusovsky – Chairman, CEO
  - i. Q3 Highlights, Direction & 2019 Goals
  - ii. Neurology Momentum & PPH
- II. Financial Report – Amol Chaubal – CFO
- III. Q&A

## Q3 Highlights

	Q3 2019	Q3 2018
<b>Revenue (\$million)</b>		
Adjusted*	\$14.9	\$9.2
GAAP	\$14.9	\$10.6
<b>Gross Margin (%)</b>		
Adjusted*	51.8%	46.2%
GAAP	47.1%	52.8%

- HD-X shipped early
- Closed Uman acquisition
- Raised \$69m growth capital
- Nf-L assay highlighted in a record 50 publications at ECTRIMS (Multiple Sclerosis) conference in Stockholm
- Dr. Tatiana Plavina 18 year Biogen veteran joined QTRX
- Completed Siemens Nf-L license & Techne supply agreement

## Total Quanterix Revenue Growth

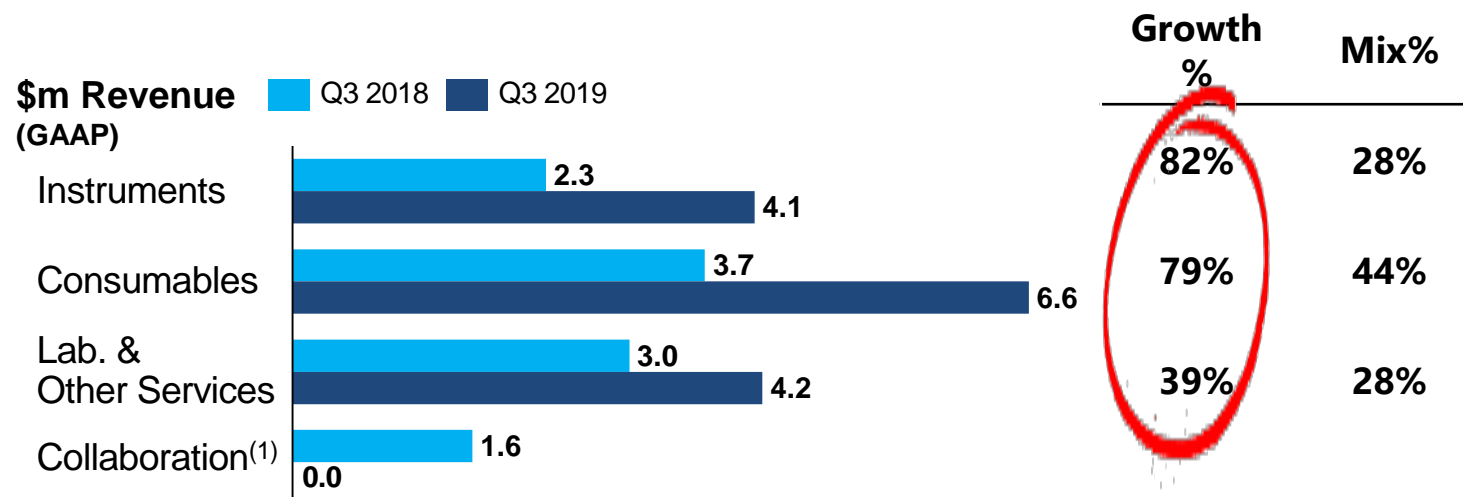


\* Non-GAAP item. Reconciliations are included in the Appendix to this presentation and in our Q3 2019 press release.

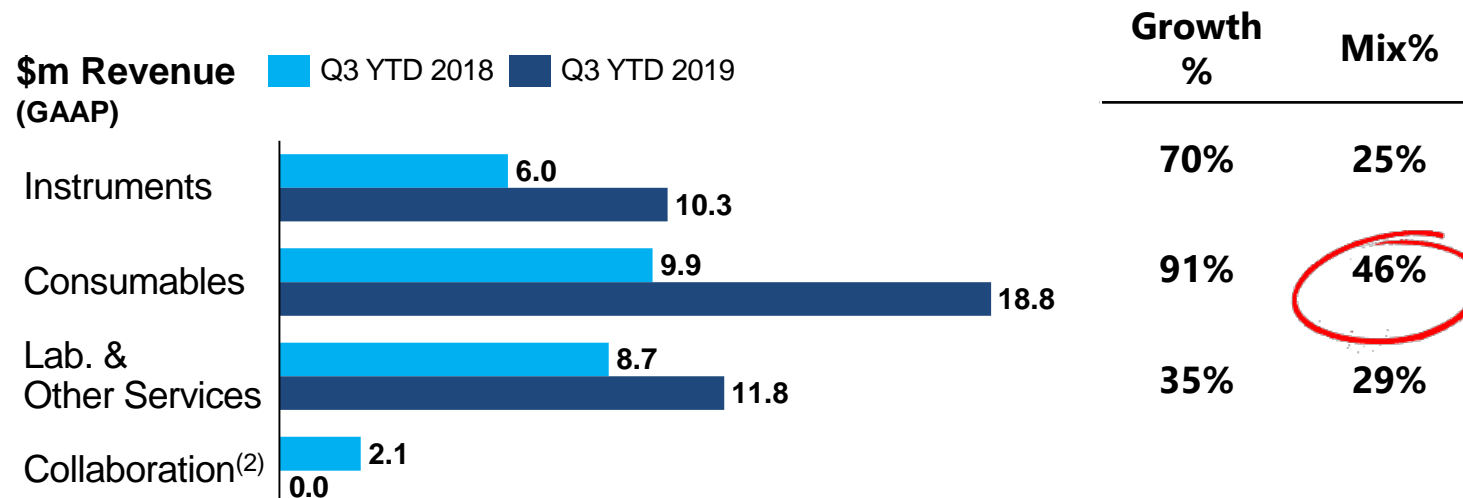
# Q3 2019 Growth Led by Consumables and Services

	Q3 2019	Q3 2018	YoY Growth
Revenue (\$million)			
Adjusted*	\$14.9	\$9.2	<b>+62%</b>
Gross Margin (%)			
Adjusted*	51.8%	46.2%	<b>+560 bps</b>

	YTD Sept. 2019	YTD Sept. 2018	YoY Growth
Revenue (\$million)			
Adjusted*	\$40.8	\$25.4	<b>+61%</b>
Gross Margin (%)			
Adjusted*	50.7%	45.0%	<b>+570 bps</b>



(1) Q3 2018 Collaboration Revenue includes \$1.3M recognized in connection with termination of a license agreement



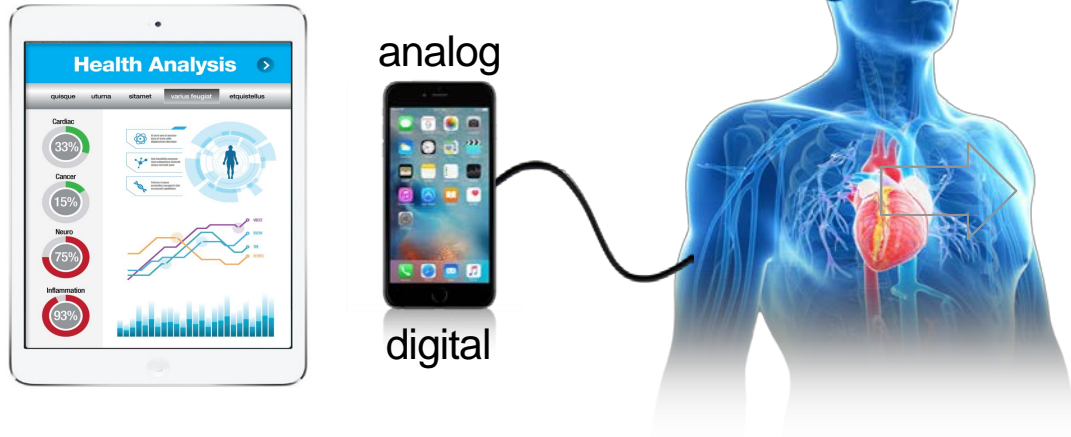
(2) Q3 YTD 2018 Collaboration Revenue includes \$1.3M recognized in connection with termination of a license agreement

\* Non-GAAP item. Reconciliations are included in the Appendix to this presentation and in our Q3 2019 press release.

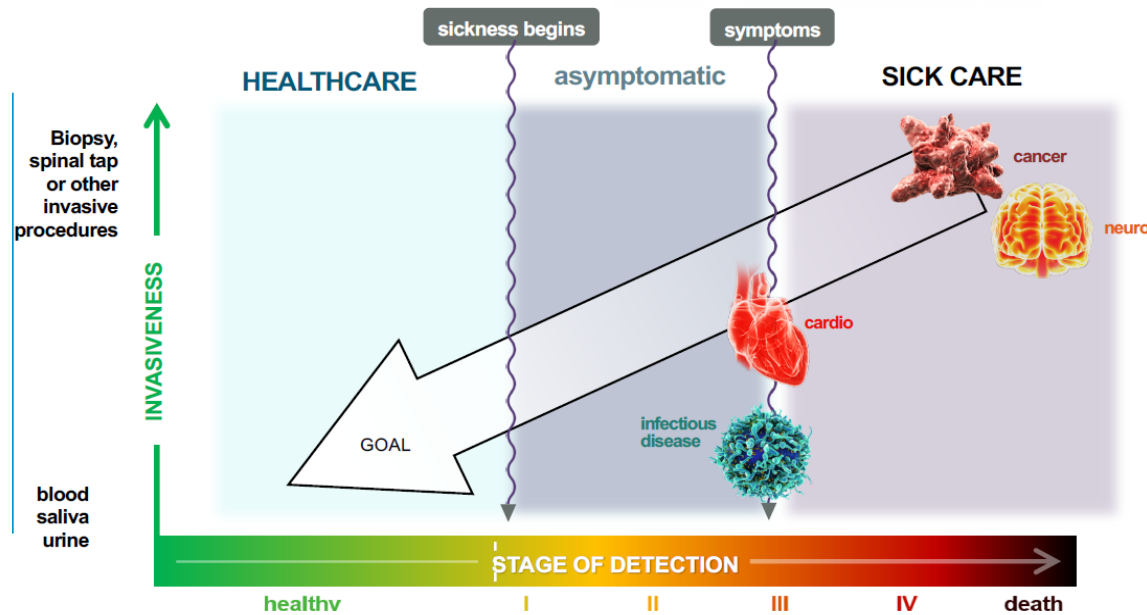


# Convergence of Technology and Healthcare

## Digital Biomarkers

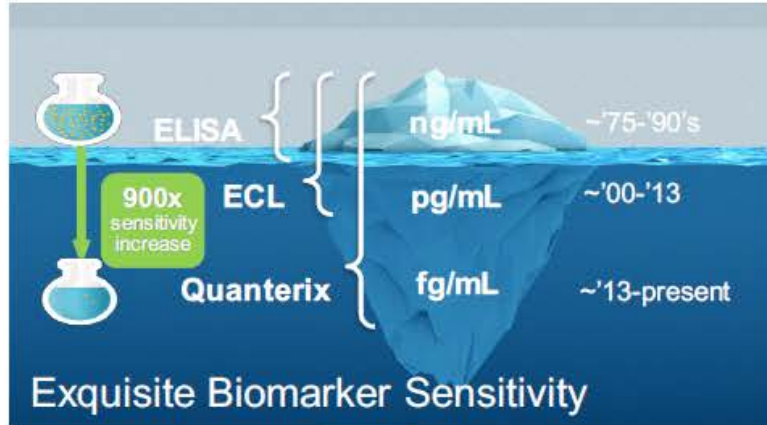


Late; Invasive



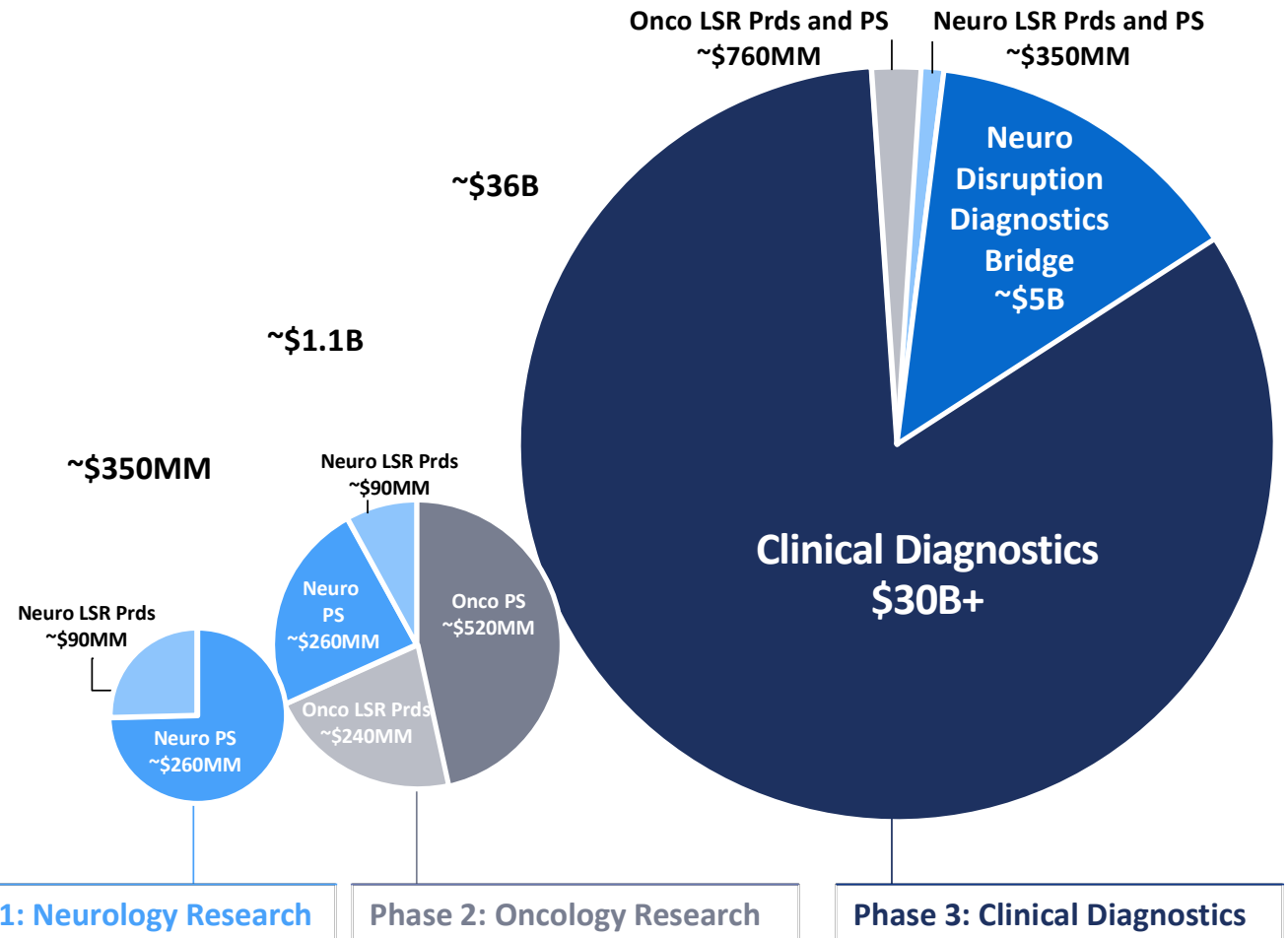
Early; Non-Invasive

# 1. Neuro Beachhead 2. Penetrate Onco – Inflammation



Analytical  
Validity  
\$

Clinical  
Validity  
\$



# Q3 YTD 2019 Growth Stratification



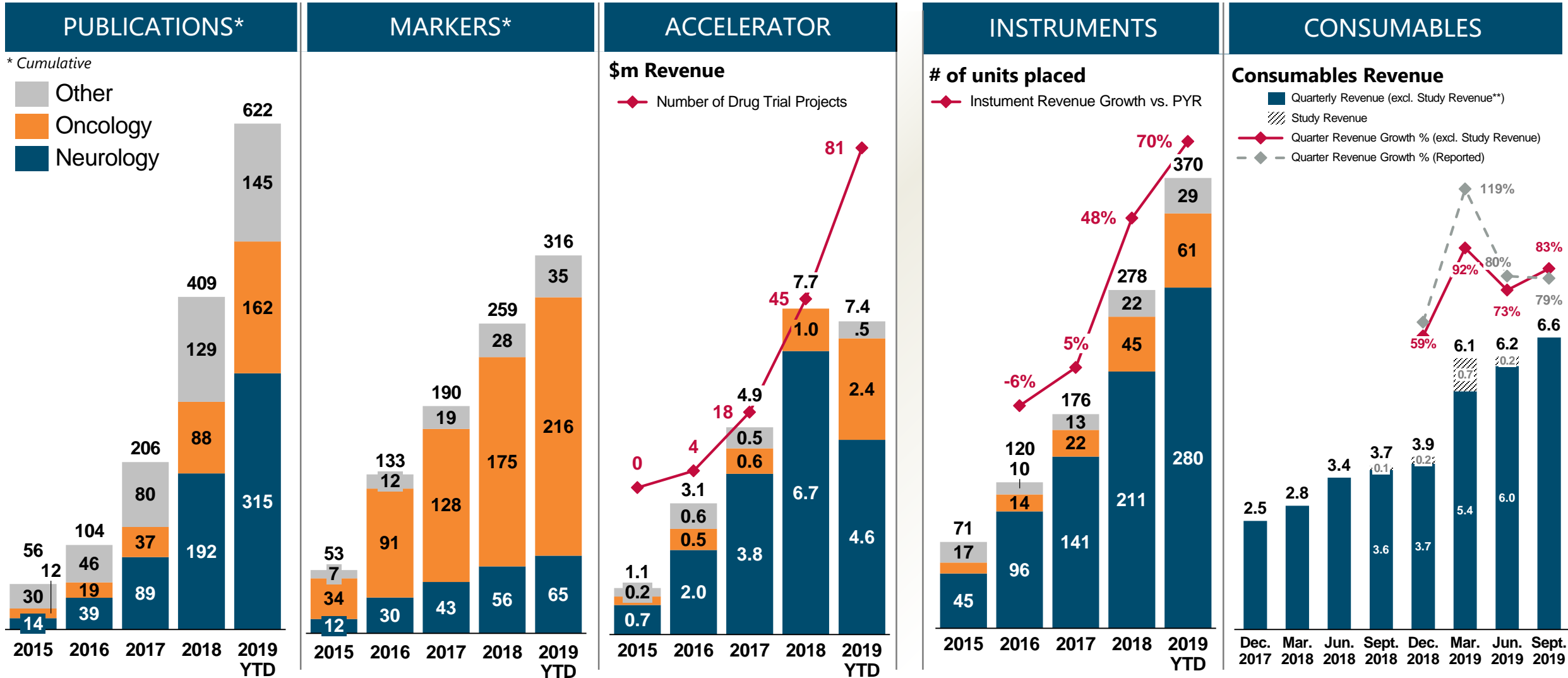
	<u>Growth</u>
NA	+63%
Europe	+105%
Asia	+129%

	<u>Growth</u>
Pharma/Biotech CRO	+70%
Academia	+98%

	<u>Growth</u>
Neurology	+123%
Oncology	+68%
} <b>96%</b>	



# Scientific Research is Driving Brand Awareness, Performance and Utilization



\*\* Study Revenue includes \$1.2m of Consumables Revenue recognized between Q3 2018 and Q2 2019 in connection with orders from one customer for use in a large clinical study.

## Instruments

## Assay kits

## Services



### HD-X

Floor-standing integrated  
Assay prep and detection  
Major performance  
improvements over HD-1  
550+ publications



### SR-X

Benchtop semi-  
automated assay prep



### SP-X

Simoa planar assay  
Benchtop semi-  
automated assay prep  
Multiplex capabilities



### Plate

### Bead

300+ assays  
Homebrew kits  
Singleplex and Multiplex



### Accelerator

Contract research & testing  
Custom assay development &  
reagent production  
**CLIA and LDT capabilities**

# Simoa HD-X Analyzer ahead of schedule

Delivering disruption that you can count on



**Unparalleled ultra-sensitivity, leveraging years of experience**

**Productivity improvements, greater flexibility and temperature control**

**Best-in-class assay performance across a broad assay menu**

**Regulatory Compliance** – Enables 21CFR Part 11 compliance

- Began shipping ahead of schedule in Q3
- Trade-in program exceeding expectations
- Early access customer results very promising

# Competitive Landscape

**Quanterix**

**Luminex**

**MILLIPORE SIGMA**  
**Singulex**

**M S D**

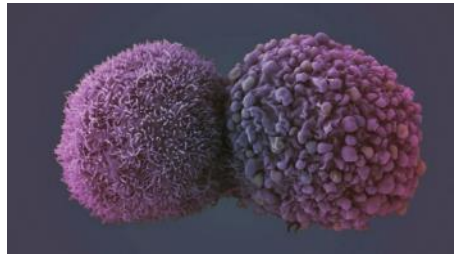
**protein**simple

Technology	Bead-Based Simoa	Planar SP-X Simoa	Bead-based Immunoassay	Erenna Immunoassay	Electrochemi-luminescence	ELLA
<b>Sensitivity</b>	Green	Yellow (highlighted)	Red	Green	Red	Red
Dynamic Range	Green	Green	Green	Yellow	Green	Yellow
Automation & Ease of Use	Green	Yellow (highlighted)	Yellow	Red	Yellow	Green
Precision	Green	Green	Red	Red	Yellow	Green
Multiplexing	Yellow (highlighted)	Green	Green	Red	Green	Yellow
Menu	Yellow (highlighted)	Yellow (highlighted)	Green	Red	Green	Yellow
Cost	Yellow (highlighted)	Green	Yellow	Red	Yellow	Yellow



# 2019 Goals

Large strides in Q3 towards securing our 2019 objectives



**Neurology <10% Penetrated**

**Oncology 3x Neuro**

**Strategy Dx via Biopharma**

**Financials**

**Technology**

High double digit growth with high utilization  
  
Add 25 assays

Penetrate  
  
Immuno therapy focus

LDT/IVD partnerships  
  
50 phase I, II, III trials  
  
M&A to accelerate strategy

LT Growth: 40%  
  
Gross Margin: +300 bps  
  
Instrument Growth: 25%+

100x sensitivity increase by YE 2021

- Launched HD-X one quarter ahead of schedule

- Launched SPX Q2'19
- Strengthening our position in Oncology; PPH Onco track

- Clinically validate Nf-L for 2<sup>nd</sup>ary endpoint & DP
- Acquired Uman; Licensed Siemens

- YTD Revenue Growth +53%
- Non-GAAP\* GM 50.7%, +570 bps vs. 45.0% last year; GAAP GM 48.9% vs. 47.6% last year

- 40X defined
- Prototype developed



\* Non-GAAP adjustments exclude (i) the impact of \$1.3M in revenue recognized in Q3 2018 in connection with the termination of a license agreement; and (ii) acquisition-related purchase accounting adjustments. Reconciliation of these non-GAAP measures to their most directly comparable GAAP financial measures is set forth in the Appendix to this presentation. Figures may not foot due to rounding.

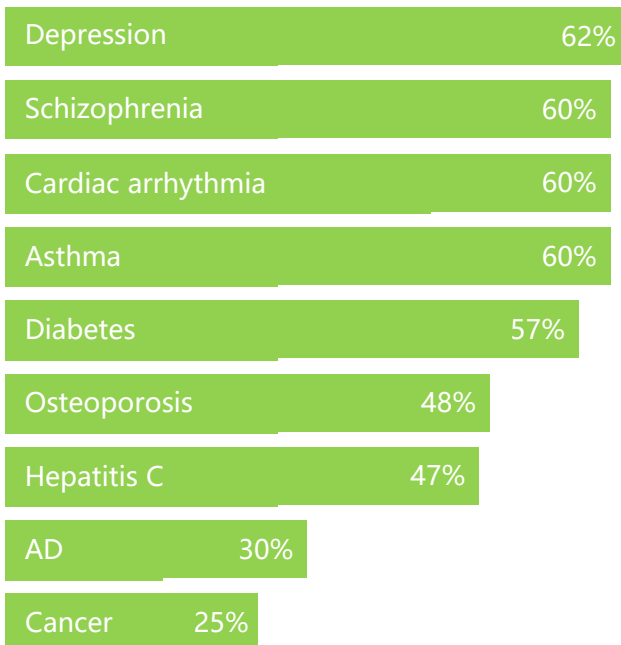
# We are Addressing a Significant Unmet Need in Drug Development

## DRUG PERFORMANCE

### TOXICITY

Adverse drug events are a substantial cause of Death in USA

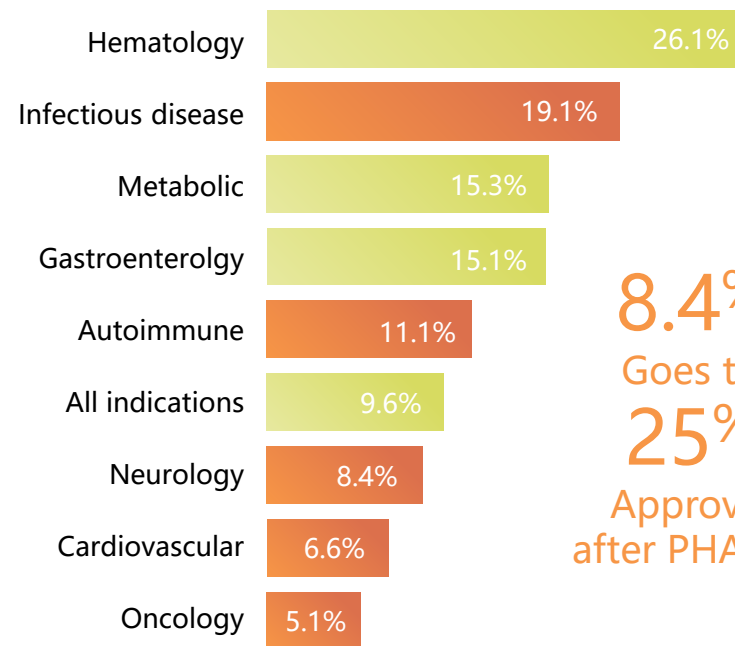
### EFFICACY



## PROBABILITY OF DRUG APPROVAL

**300%**

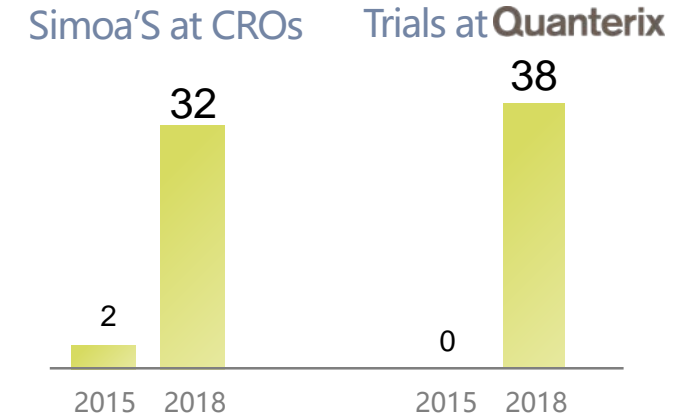
increase if biomarkers are used



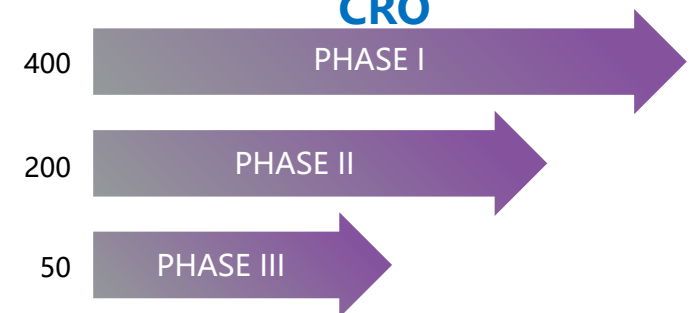
**8.4%**  
Goes to **25%**  
Approval after PHASE I

**Probability of phase III approval after Phase 1 approval**

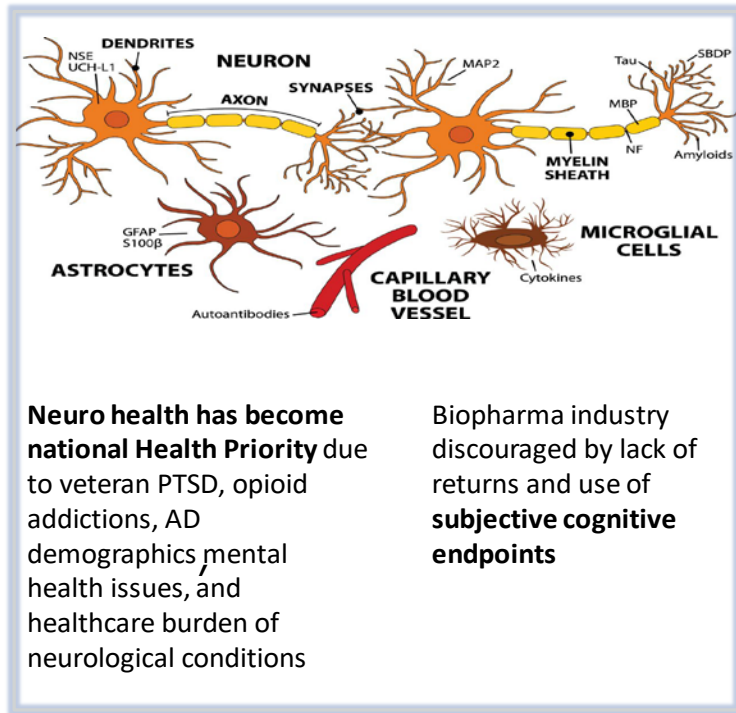
## VALIDATION OF SIMOA IMPACT



**650 clinical trials with Simoa at single CRO**



MYRIAD RBM.



Neuro health has become **national Health Priority** due to veteran PTSD, opioid addictions, AD demographics mental health issues, and healthcare burden of neurological conditions

Biopharma industry discouraged by lack of returns and use of **subjective cognitive endpoints**

Source: Health Advances analysis, Quanterix materials.



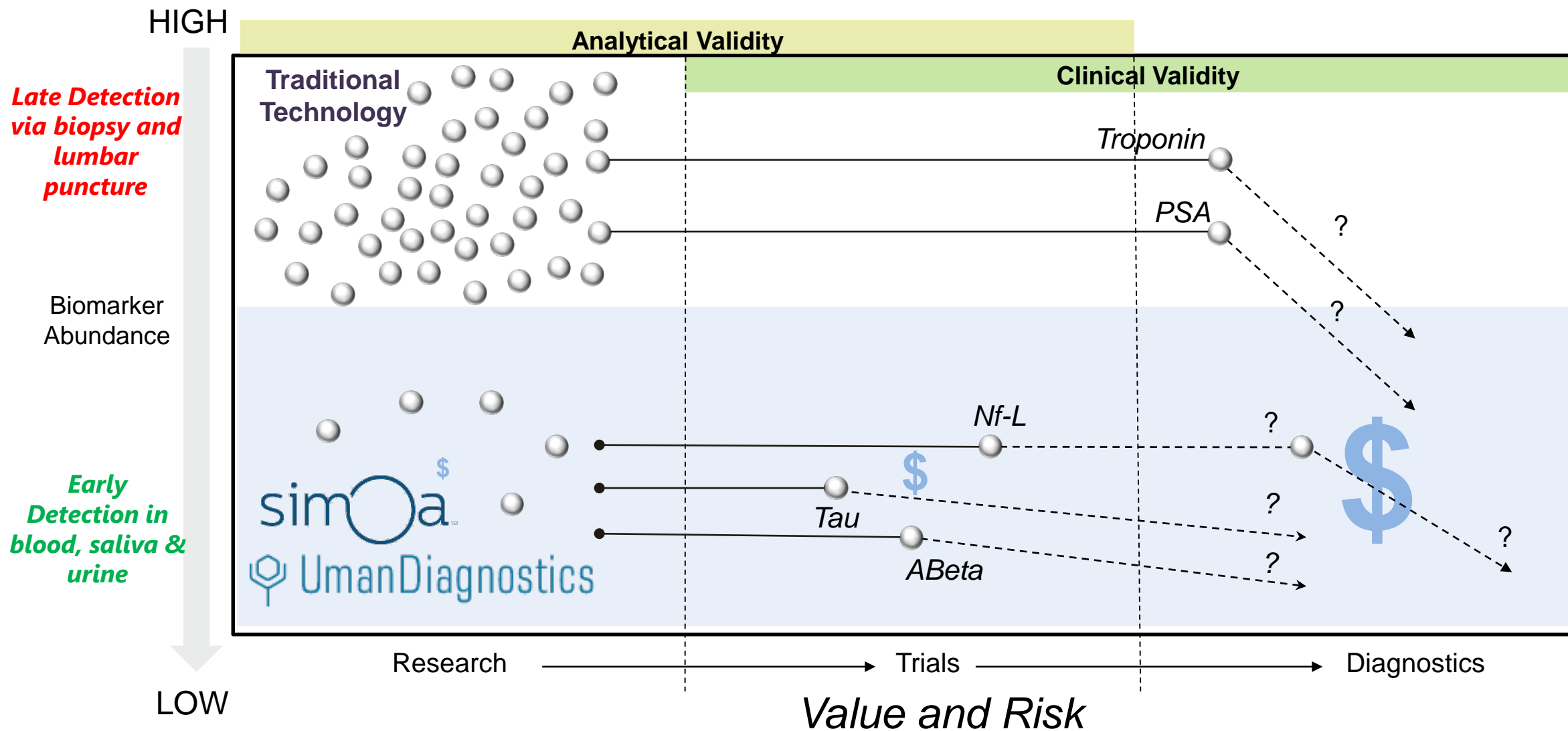
**1**  
FDA issuing guidance to enable use of biomarkers in drug trials for early stage disease cohorts

**2**  
Biopharma deploying biomarker approaches to trial design



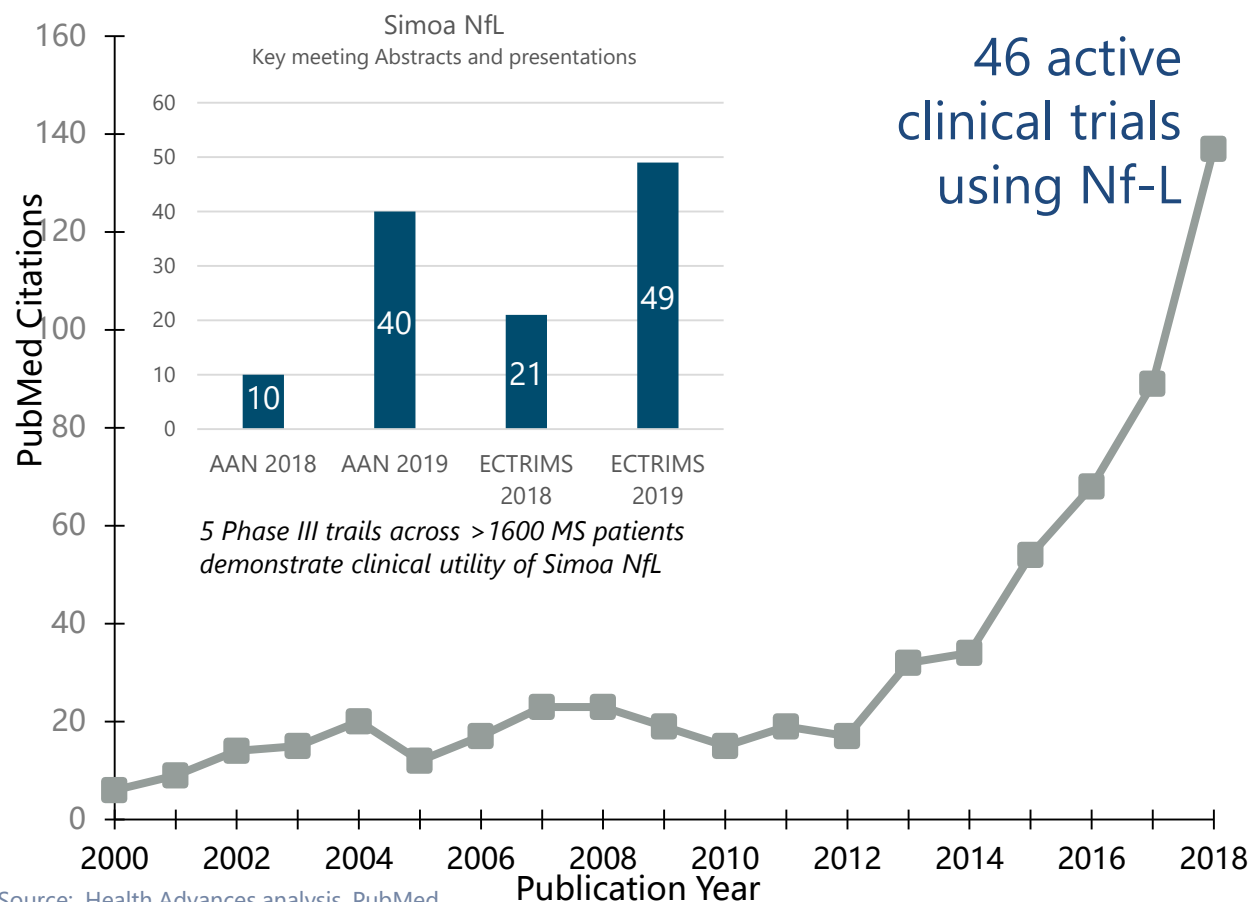
# Strategic Roadmap

## Analytical Validity to Clinical Validity

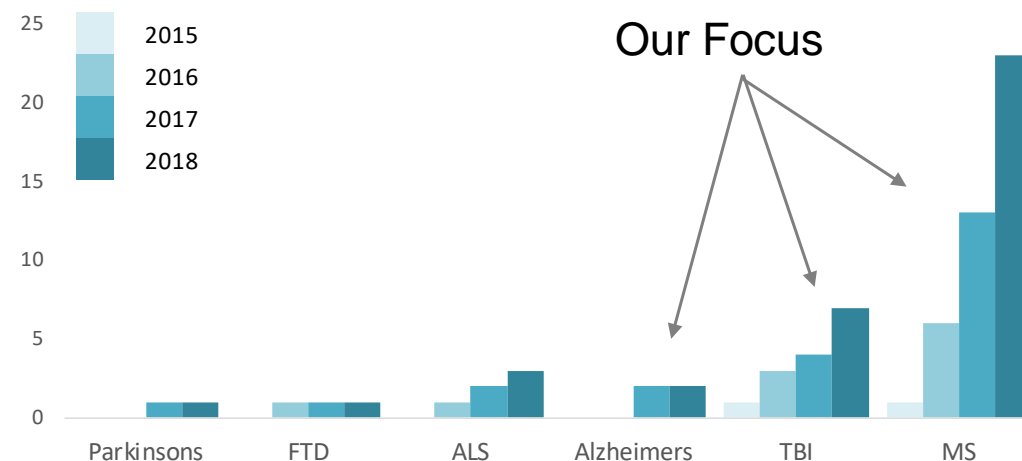




## PEER-REVIEWED PUBLICATIONS ON Nf-L



## NFL PUBLICATIONS



### STUDIES CONFIRM NFL CLINICAL UTILITY:

- Disease activity monitoring
- Drug efficacy monitoring
- Relapse/severity prognostic

Majority of published data obtained with Simoa NfL

# Serum Nf-L Powering Major Drug Trials Advancing toward the Clinic



**Quanterix**  
The Science of Precision Health

## Powering Drug Trials



- Phase III ASCLEPIOS I and II trials: Relapsing MS patients had reduced disease progression
- **Nf-L measurements used as secondary endpoint, reduction after 3 months**

## Comparative Effectiveness of Therapeutics



- Retrospective data from Phase III OPERA I, OPERA II, AND ORATORIO trials: MS patients treated saw **Nf-L levels lowered to healthy donor levels.**
- Ocrevus: \$1.75B sales, highest MS drug share in US of 40%

## Revealing Biology of Disease



- **Understanding of genetics of MS severity**
- **Identifying additional biomarkers in MS**
- **sNf-L measured shown to be increased 6 years before onset of MS**

## Advancing Toward Clinic



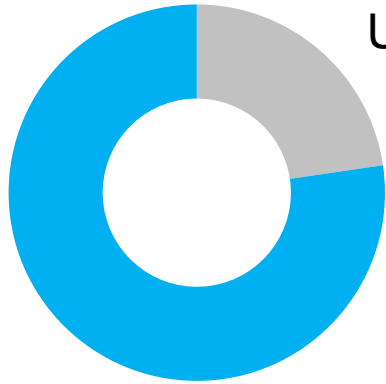
- Nf-L showing **extensive evidence for future IVD assay**

# Uman Nf-L Antibody is Unparalleled

## Publications (CSF & Blood)

Based on Uman Nf-L

77%  
382

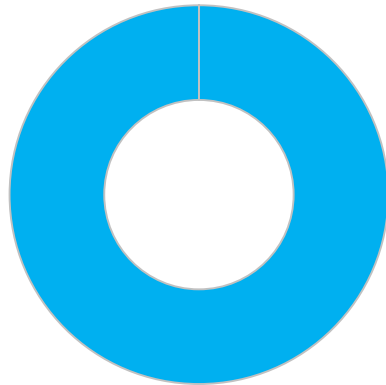


Not based on Uman Nf-L

23%  
112

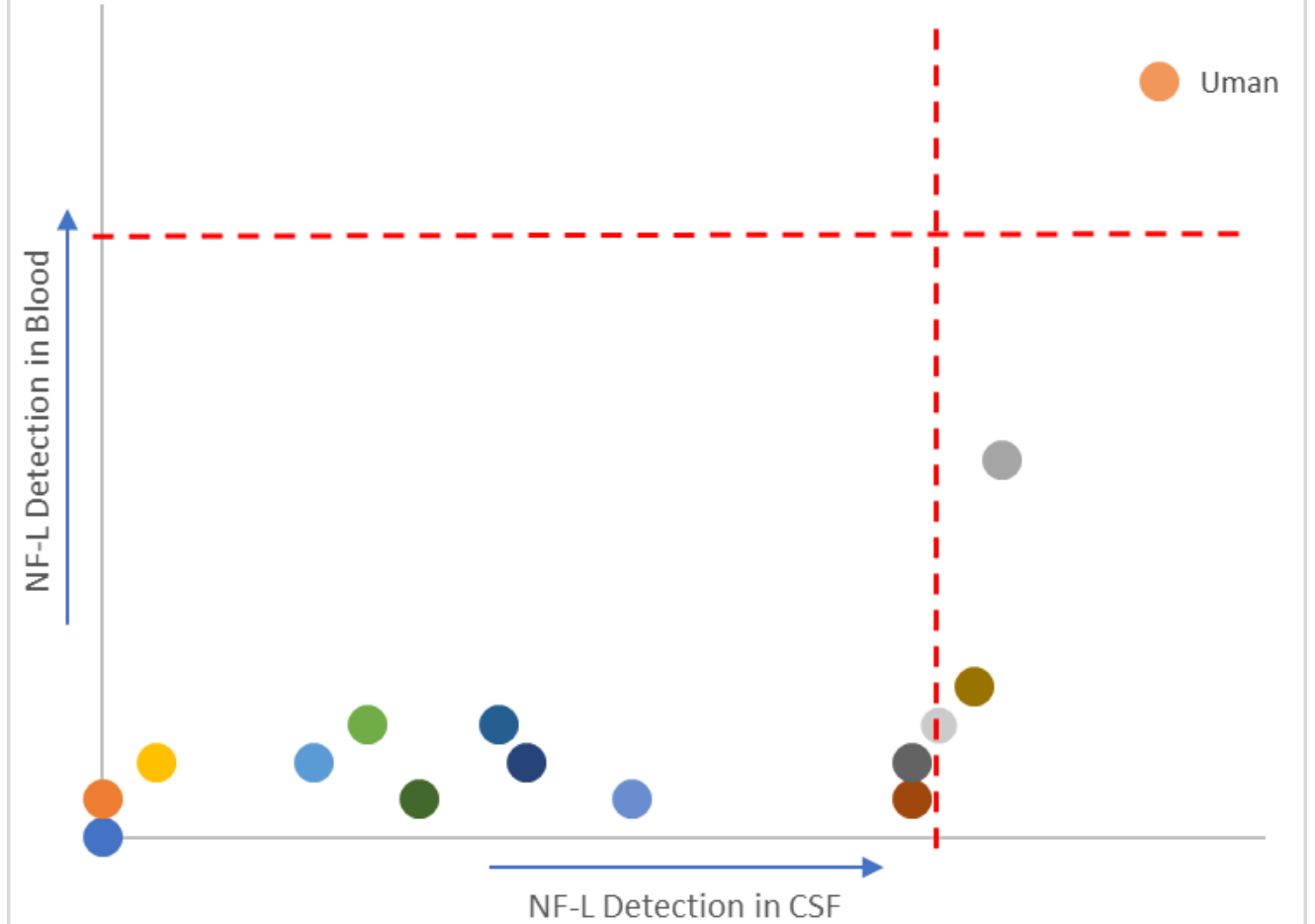
Based on Uman Nf-L

100%  
172



## Publications on Blood

## NF-L antibodies - Blood Detection



# Quanterix to Offer Nf-L IVD Assay in Partnership with Siemens



- Non-exclusive license to Siemens to develop NF-L IVD assay on Siemens platform
- Siemens Nf-L assay combined with Quanterix/Uman's Nf-L antibody specificity provides clinically relevant sensitivity in blood/serum for Multiple Sclerosis monitoring applications
- 1M patients with MS in US, should be tested twice annually similar to MRI, TAM of 2M tests annually just for MS monitoring
- Provides pathway for Uman NF-L monetization in IVD with immediate global scale – leverage Siemens installed base globally
- Highly favorable economics (details undisclosed)
- Demand already exists for MS treatment monitoring application but volume could be significantly higher if AD, TBI, etc. clinically proven in future
- Maintains Quanterix optionality for further value creation through either diagnostic multiplex panels/algorithms and ultra-sensitive clinical applications

## SIEMENS HEALTHINEERS ENTERS INTO LICENSE AND SUPPLY ARRANGEMENT WITH QUANTERIX FOR ACCESS TO NEUROFILAMENT LIGHT (NF-L) ANTIBODIES TO DEVELOP NF-L ASSAYS

BILLERICA, Mass.--(BUSINESS WIRE)--Nov. 4, 2019-- Quanterix Corporation (NASDAQ: QTRX), a company digitizing biomarker analysis to advance the science of precision health, today announced it has entered into a licensing and supply arrangement with Siemens Healthineers for access to Quanterix' proprietary Nf-L antibodies, which were recently acquired from UmanDiagnostics. Access to the Nf-L antibodies will allow Siemens Healthineers to begin developing blood-based Nf-L clinical tests for future commercialization. Financial terms were not disclosed.

The agreement entered into with Siemens Healthineers marks yet another significant milestone in Quanterix' mission to provide early detection of disease, measurements for treatment efficacy, and disease progression for neurological disorders. It comes on the heels of Quanterix' recent acquisition of privately held UmanDiagnostics, which has become the provider of choice of Nf-L antibodies for biopharmaceutical and diagnostic applications. This acquisition allows Quanterix to supply researchers globally with the "best-in-class" Simoa Nf-L assays, while continuing to innovate new digital biomarkers to advance the field of research in diagnostics for neurological disorders. It also positions Quanterix to capitalize on the growth fueled by the momentum in Nf-L as a tremendously promising brain biomarker in research and clinical applications. Data presented at the recent European Committee for Treatment and Research in Multiple Sclerosis (ECTRIMS) utilizing a sensitive Siemens Healthineers research Nf-L assay using Quanterix antibodies showed a high correlation with the established Simoa gold standard for measuring Nf-L in blood.

"We are pleased to have the opportunity to work with as formidable a partner as Siemens Healthineers to accelerate the availability of an Nf-L test for patients around the world," said Kevin Hrusovsky, Chief Executive Officer, President and Chairman of Quanterix. "This agreement demonstrates a clear path for our research customers working with Simoa technology to take groundbreaking advances like the Nf-L test to the clinic. We believe this will give our researchers even more confidence working with Simoa in research, while leveraging Siemens Healthineers' global footprint to allow Quanterix to share meaningfully in the large IVD (*in vitro diagnostics*) market for blood-based neurology testing."

"Expanding precision medicine leading to new and more accurate ways to improve patient outcomes is a key value of Siemens Healthineers," confirmed David Stein, Head of Global Strategy, Siemens Healthineers. "We believe Nf-L is an important blood-based neurological biomarker that, in the future, could positively impact patient outcomes by potentially aiding in earlier diagnoses, intervention, and management of patients with a broad array of neurological conditions, such as Multiple Sclerosis (MS), Alzheimer's disease, Parkinson's disease, and ALS. A blood-based Nf-L assay is highly compatible with our global diagnostic solutions, and we are pleased to be working with Quanterix for access to its unique set of Uman Nf-L antibodies for the development of high performance clinical Nf-L assays," Stein explained.

To learn more about Quanterix' Nf-L assay, [click here](#).

### About Quanterix

Quanterix is a company that's digitizing biomarker analysis with the goal of advancing the science of precision health. The company's digital health solution, Simoa, has the potential to change the way in which healthcare is provided today by giving researchers the ability to closely examine the continuum from health to disease. Quanterix' technology is designed to enable much earlier disease detection, better prognoses and enhanced treatment methods to improve the quality of life and longevity of the population for generations to come. The technology is currently being used for research applications in several therapeutic areas, including oncology, neurology, cardiology, inflammation and infectious disease. The company was established in 2007 and is located in Billerica, Massachusetts.

### Forward-Looking Statements

This press release 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 news release are based on Quanterix' expectations and assumptions as of the date of this press release. 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 press release 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.



# Digital Biomarkers Disruption Paradigm

## Alzheimer's Disease Opportunity – Biogen Resurrects Aducanumab

TODAY



Alzheimer's disease not diagnosed until symptoms



Imaging expensive and often not covered



Therapies for later stage disease have limited effectiveness

TOMORROW

Detect or screen in annual blood test



Follow on Image or blood test to diagnose



Therapy delivered sooner with less dosing / toxicity. Blood test monitors progression



**Aducanumab from Biogen**

# Powering Precision Health - Summit 2019

## 2019 Spons



MINTZ

J.P.Morgan



PERELLA WEINBERG PARTNERS



	2018	2019
<b>Speakers</b>	18	42
<b>Total Attendees</b>	<100	Expecting 250
<b>Focus</b>	Neuro Only	Neuro & Onco concurrent tracks
<b>Leadership</b>	Quanterix Only	10 Member External PPH Advisory Board

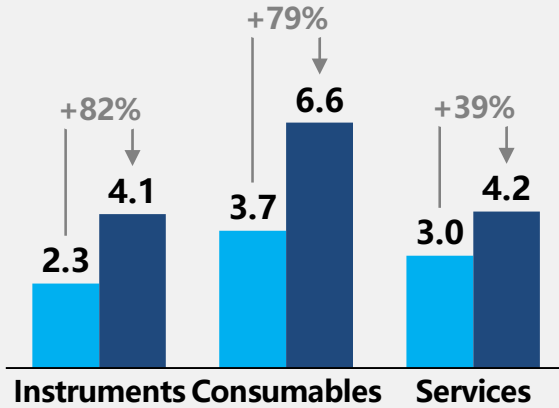
Barcelona, November, 19



# Q3 2019 & YTD Sept. 2019 Financials

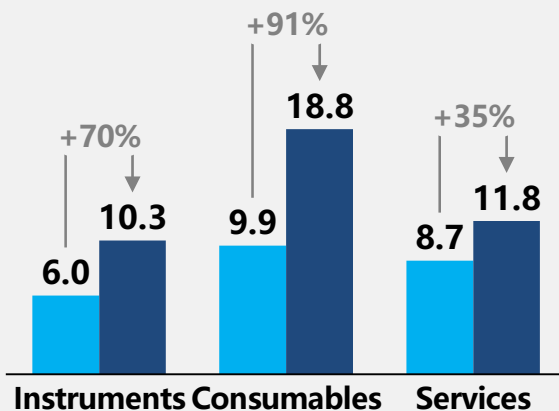
## \$m Q3 Revenue

Q3 2018 Q3 2019



## \$m YTD Revenue

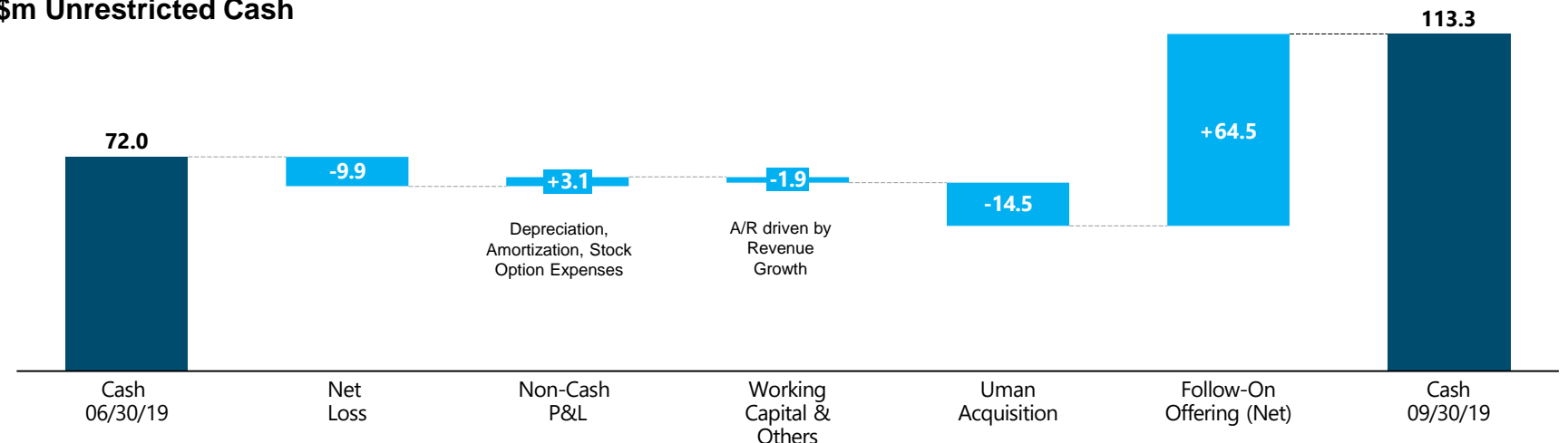
YTD Sept. 2018 YTD Sept. 2019



in \$m

	GAAP				Non-GAAP*			
	Q3 2019	Q3 2018	YTD Sept. 2019	YTD Sept. 2018	Q3 2019	Q3 2018	YTD Sept. 2019	YTD Sept. 2018
<b>Total Revenue</b>	<b>14.9</b>	<b>10.6</b>	<b>40.8</b>	<b>26.8</b>	<b>14.9</b>	<b>9.2</b>	<b>40.8</b>	<b>25.4</b>
<i>Growth vs. PYR</i>	<i>41%</i>		<i>53%</i>		<i>62%</i>		<i>61%</i>	
<b>Gross Profit</b>	<b>7.0</b>	<b>5.6</b>	<b>20.0</b>	<b>12.7</b>	<b>7.7</b>	<b>4.3</b>	<b>20.7</b>	<b>11.4</b>
<i>Gross Margin %</i>	<i>47.1%</i>	<i>52.8%</i>	<i>48.9%</i>	<i>47.6%</i>	<i>51.8%</i>	<i>46.2%</i>	<i>50.7%</i>	<i>45.0%</i>
Operating Expenses	17.3	13.3	50.1	34.9	17.3	13.3	50.1	34.9
Loss from Operations	-10.2	-7.7	-30.1	-22.1	-9.5	-9.0	-29.4	-23.4

## \$m Unrestricted Cash



\* Non-GAAP item. Reconciliations are included in the Appendix to this presentation and in our Q3 2019 press release.

# Poised to Disrupt Healthcare and Create Significant Value



# Quanterix™

## APPENDIX





# Q3 2019/8 and YTD 2019/8 GAAP RESULTS

(\$million)	Q3 2019	Q3 2018	YonY Change
Revenue	\$14.9	\$10.6	41%
Gross Profit	\$7.0	\$5.6	
Gross Margin (%)	47.1%	52.8%	- 570 bps
Operating Expenses	\$17.3	13.3	
Loss from Operations	-\$10.2	-\$7.7	

(\$million)	Q3 2019 YTD	Q3 2018 YTD	YonY Change
Revenue	\$40.8	\$26.8	53%
Gross Profit	\$20.0	\$12.7	
Gross Margin (%)	48.9%	47.6%	+ 130 bps
Operating Expenses	\$50.1	\$34.9	
Loss from Operations	-\$30.1	-\$22.1	

# Reconciliation of non-GAAP Financials

in thousands (unaudited)

	2019 Three months ended September 30,	2018 Three months ended September 30,	2019 Nine months ended September 30,	2018 Nine months ended September 30,
Total revenue .....	\$14,944	\$10,591	\$40,816	\$26,755
Revenue from termination of license agreement (Note 1) .....	—	(1,342)	—	(1,342)
Non-GAAP total revenue.....	\$14,944	\$9,249	\$40,816	\$25,413
Gross profit.....	\$7,033	\$5,595	\$19,969	\$12,739
Revenue from termination of license agreement (Note 1) .....	—	(1,342)	—	(1,342)
Acquisition-related purchase accounting charges (Note 2) ....	711	16	711	43
Non-GAAP gross profit .....	\$7,744	\$4,270	\$20,680	\$11,441
GAAP gross margin.....	47.1%	52.8%	48.9%	47.6%
Non-GAAP gross margin .....	51.8%	46.2%	50.7%	45.0%

Note 1: During the three-month period ended September 30, 2018, we recognized \$1.3 million in collaboration and license revenue in connection with the termination of our license agreement with bioMerieux SA.

Note 2: During each of the three and the nine months ended September 30, 2019, we incurred \$328 thousand of acquisition-related amortization of inventory valuation and \$383 thousand of acquisition-related amortization of intangible assets adjustments in connection with our acquisition of UmanDiagnosotics. During the three and nine months ended September 30, 2018, we incurred \$16 thousand and \$43 thousand, respectively, of acquisition-related amortization of inventory valuation adjustments in connection with our acquisition of Aushon Biosystems .