Corporate Presentation

Quanterix™

Discovery Fueled by Ultra-Sensitivity

August 2024

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 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 financial information contained herein is provided as of June 30, 2024, except that all guidance is as of August 8, 2024. This document is not a reaffirmation of guidance.

Our Mission

Create the tools enabling discovery and better health

Strong Research Business

Business model redefined to enable innovation, expected to grow double-digits[1]

Differentiated Technology

The power of ultra-sensitive biomarker detection with Simoa®

Diagnostics Opportunity

Built to lead the Neuro Decade

1. Full year 2024 Guidance of +11% at the mid-point.

Strong Research Business

Business model redefined to enable innovation, expected to **grow double-digits**[1]

1. Full year 2024 Guidance of +11% at the mid-point.

Quanterix Today

- Unmatched Technology
- ~1,000 Instruments installed
- Early penetration in multi-billion diagnostics
- CLIA lab running validated neuro LDTs

2024 Guidance[1]	Q2'24 Ending
$136M Revenue	**$300M** Cash Balance[3]
53% Non-GAAP Gross Margin[2]	**560+** Biomarkers
$30M Cash burn	**2,900+** Publications

Nasdaq QTRX

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1. Full year 2024 Guidance at the mid-point for Revenue and Non-GAAP gross margin. The Company has guided cash burn of $30M for full year 2024.
2. The Company has guided full year 2024 GAAP gross margin percentage to be 57-61%, and Non-GAAP gross margin percentage to be 51-55%. GAAP gross margin does not include shipping and handling costs, which include freight and other activities costs associated with product shipments. Non-GAAP gross margin includes these shipping and handling costs.
3. Includes Cash, Cash Equivalents, Marketable Securities, and Restricted Cash Balances.

Integrated Business Model, Buffer Against Macro Headwinds

With ~80% of recurring revenue mix in Q2'24[1]

DISCOVERY TO DIAGNOSTICS

Discovery

Instruments

- Feature both bead assay and planar array technology
- Used in 2,900+ publications

Consumables & Reagents

- A broad selection of assays developed for a wide range of therapeutic areas

Clinical Trials

Accelerator Services

- Contract research services through Simoa Accelerator Laboratory
- Sample Testing Services
- Custom Assay Development

Diagnostics

CLIA Diagnostic Lab

- Enabling the future of Therapeutics for Neurodegenerative Diseases
- p-Tau 217 LDT
- p-Tau 181 LDT
- Nf-L LDT

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[1]51% Consumables and 29% Accelerator .

Accelerator Lab

A unique and durable model, with a full suite of services for exploratory research, clinical trials, and diagnostics[1]

Expertise

150+ years of assay development experience[2]

Supporting biomarker research and clinical trials

Product Incubator

2300+ projects and 480+ customers globally

Insights into key biomarkers, leading to assay development

Commercial Engine

37% revenue growth[3]

Valuable offering, offsetting weak instrument environment

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[1]Three LDTs available through Lucent Diagnostics.
[2]Staff of more than 30.
[3]TTM revenue growth..

Efficient operating framework in place

Improvement of **50%** in 6 quarters[1]	Improvement of **300%** in 6 quarters[1]	Increase of **80%** in 6 quarters[1]
Testing Scale	**Manufacturability**	**Studies**
>0.75M tests per year	**>4M tests per year**	**>45 ongoing studies**
with capacity to increase to 3x	with capacity to increase to 3x	supported in Neurology
Accelerator Lab	**Assay Manufacturing**	**Research partnerships**

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[1]Q2 2022 through Q4 2023.

Single shift capacity at current footprint.

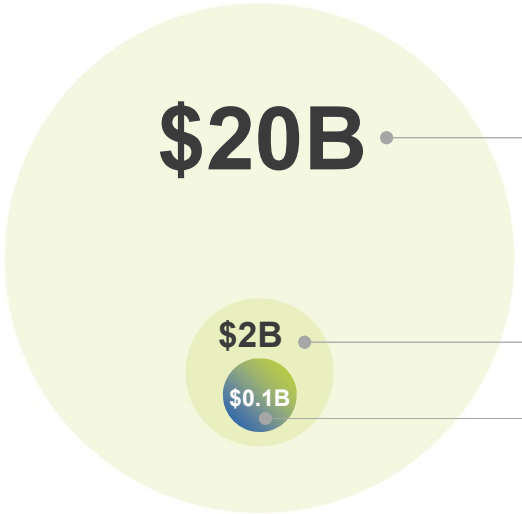
Strong foundation for a ramping innovation rate in 2024

Prior 2 years	2023	2024 and beyond
Launched **0 new assays**	Launched **5 new assays**	**≥20 assays** a year
One LDT Test	One LDT Test	Develop platform (Plexity & automation)
		IVD launch

Harmonized processes driving rapid menu expansion

Assay development times reduced from >18 months to <6 months

Simoa® - in every research lab



Proteomics Research
Inclusive of all therapeutic areas

Neurology Applications
<10% of NIH budget and pharma projects dedicated to neurological disease research

1,000 instruments
~70% of Simoa install base in neurology labs

100,000+

Research Labs:

- Expanded therapeutic areas
- International
- Government institutions
- Private institutions

Opportunities to unlock TAM

Therapeutic Area Expansion

Growth into new applications and biomarker assays to capture research market outside of neurology

Increased Sensitivity

Continued innovation in driving deeper levels of insight by enabling further advancement in ultra-sensitive quantitative proteomics

Increased Access

Investment in future solutions to democratize Simoa platform (footprint, price, workflow)

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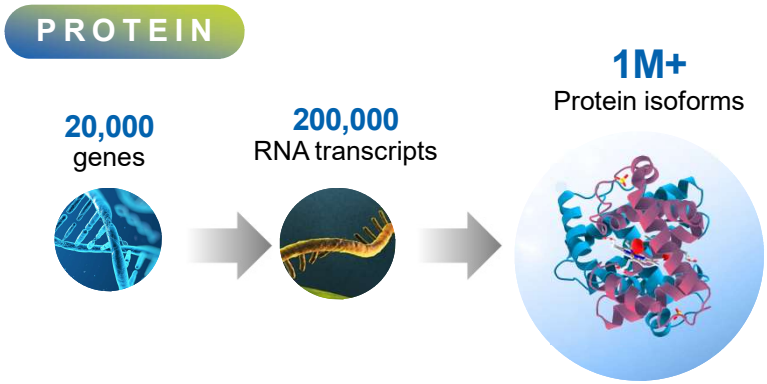
Differentiated Technology

The power of ultra-sensitive biomarker detection with Simoa®

Proteome is dynamic and closest to clinical actionability

Simoa® sensitivity allows digital detection of proteins and their isoforms



Simoa® sensitivity enables…

- Less invasive, smaller sample
- New biomarkers & protein isoforms
- Multiplexing for disease specificity
- Single molecule to unravel heterogeneity

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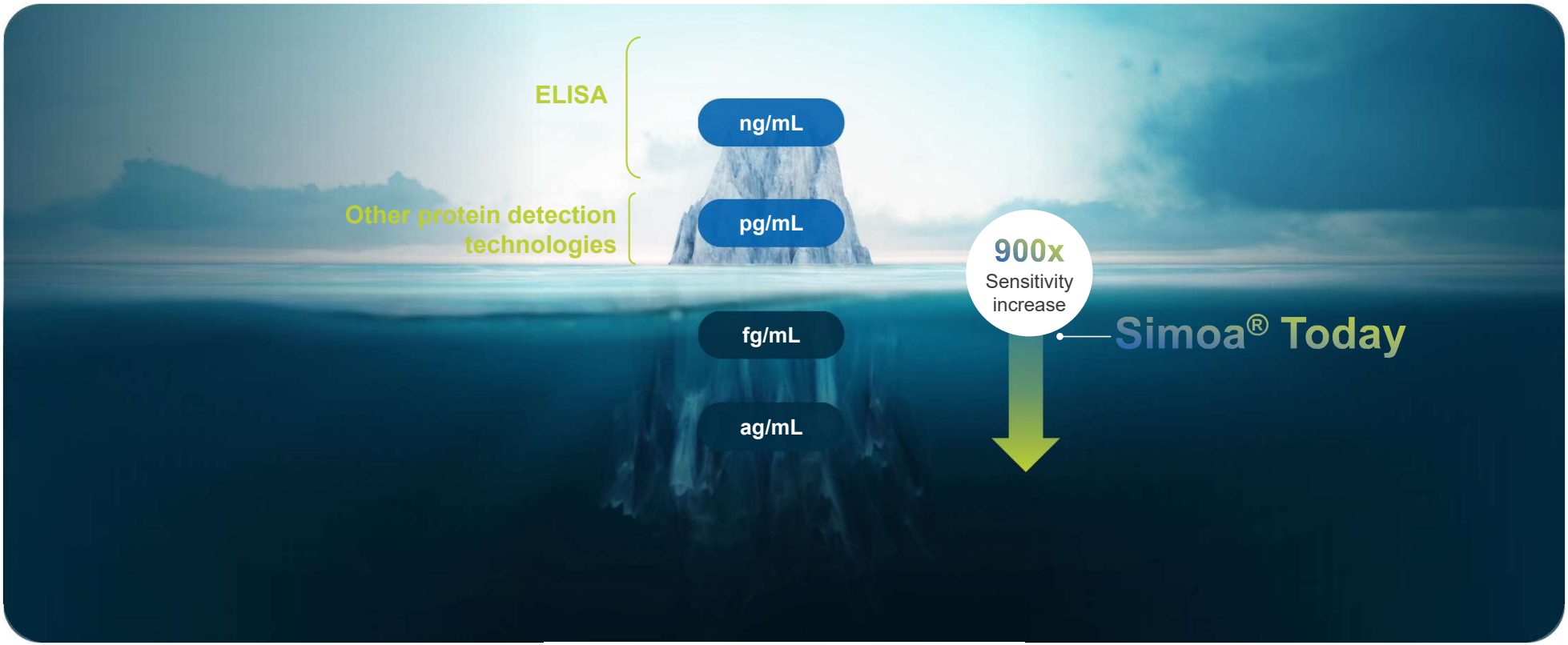
Simoa® detects biomarkers unmeasurable by other technology



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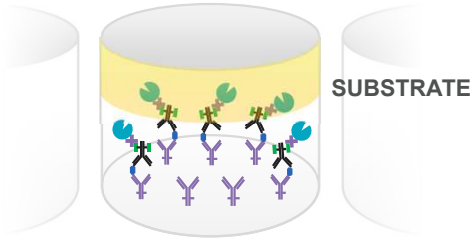
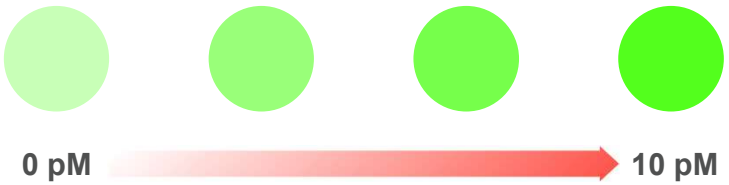
Surpassing detection limits to deliver exquisite sensitivity

Analog

Traditional ELISA assay

Millions of molecules needed to reach detection limit

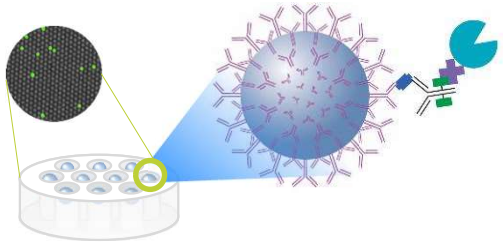


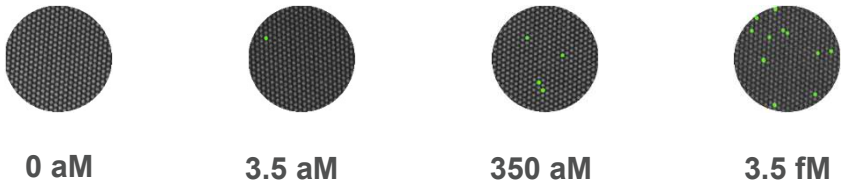


Simoa®

Digital

Single molecule needed to reach detection limit





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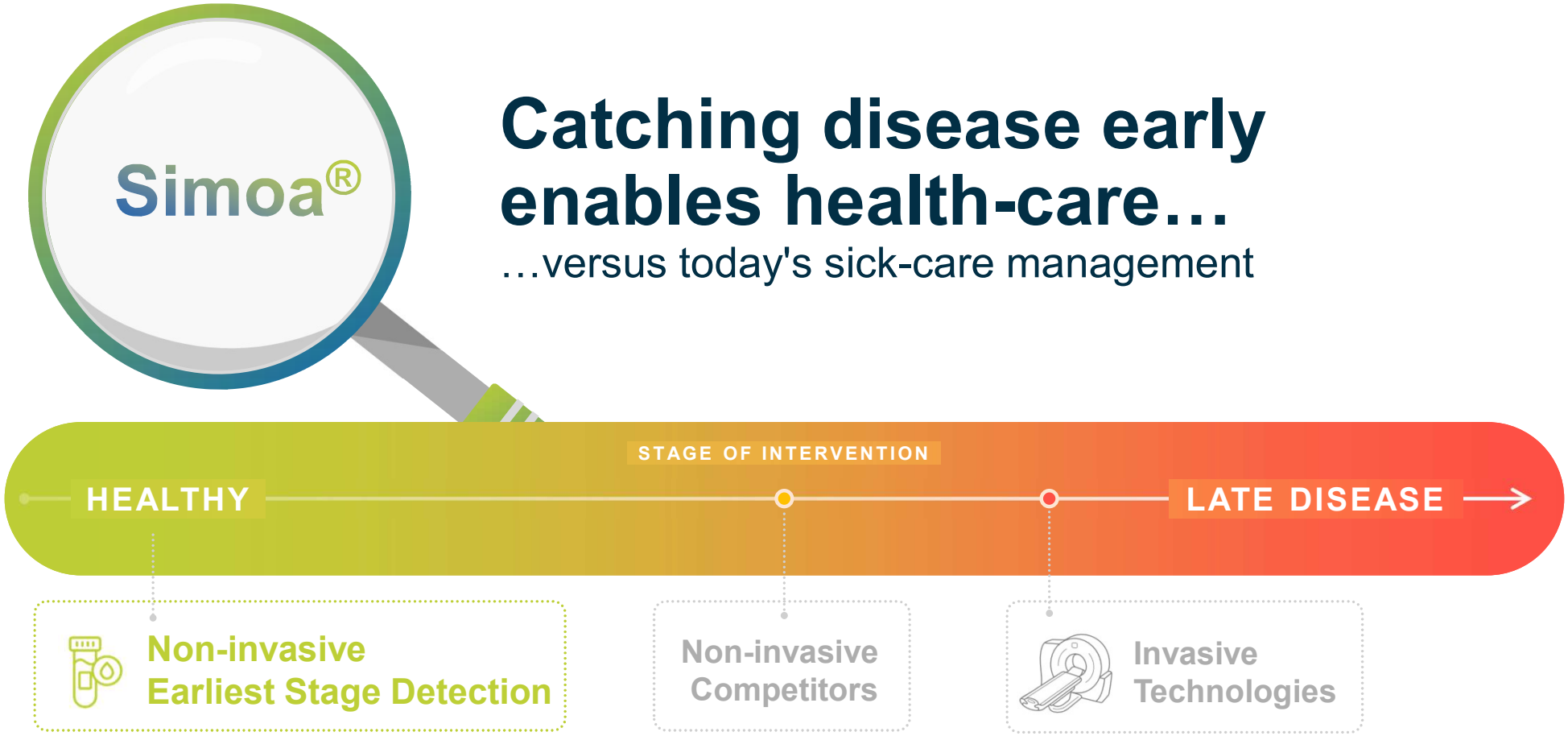

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Diagnostics Opportunity

Built to lead the Neuro Decade

The decade of Neuro

Increasing Demographic Need

Projected **139M AD cases**[1] by 2050

Extensively validated blood biomarkers

Supporting FDA **accelerated approval** (e.g. NfL)

Approved therapies

Two drugs approved
EISAI / Biogen and Eli Lilly

Emerging pipeline

>20 large biopharma
running >120 CNS programs[2]

Accelerator Lab indicators

>45 neuro trials ongoing with Quanterix

Increasing customer pull through

Consumable pull through from top 10 customers increased **3.5x since 2019**

Source:
1. 2023 Alzheimer's Disease Facts and Figures from Alzheimer's Association® / Alzheimer Disease International (https://www.alzint.org)
2. https://clinicaltrials.gov/ and company reports

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Multiple ongoing studies in Neurology

- ✓ AD
- ✓ ALS
- ✓ MS
- ✓ Parkinson
- ✓ TBI
- ✓ Neuropsychology

With Alzheimer's Disease as the core of our Diagnostics focus

Alzheimer's Diagnostics Opportunity

>55M globally living with Alzheimer's

By 2050 projected to **rise to 139M**

TD Cowen a division of TD Securities — **$3B**

LEERINK PARTNERS — **$9B**

Goldman Sachs — **$10B**

A significant TAM[1] to unlock

Drivers

Therapeutic Uptake

Reimbursement

Regulatory Approval

Mortality in the US more than breast and prostate cancer, combined.

[1]TAM estimated for blood-based biomarker testing in Alzheimer's diagnostics.

Source:
2023 Alzheimer's Disease Facts and Figures from Alzheimer's Association®
Alzheimer Disease International (https://www.alzint.org)

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Early detection of Alzheimer's pathology requires greater sensitivity

7M with AD in US

Addressable by

Quanterix FUJIREBIO Roche

>140M

over the age of 45 in U.S.

25M w/ early amyloid prevalence(b)

Addressable by

Quanterix

LIMIT OF DETECTION OF OTHER IMMUNOASSAYS

SYMPTOMATIC

2 **30% of symptomatic patients**(a) have pathologies other than Alzheimer's and would benefit from differential diagnosis with a multi-marker test

1M with amyloid pathology

1M without amyloid pathology

3 Progression of disease pathology and monitoring should start early

ASYMPTOMATIC

FUTURE CLINICAL CUT OFF

1 **Quanterix** has a single femtogram/mL limit of detection and has yet to encounter a single sample unreadable below this level in over 2,000 samples tested, including the BioHermes and VUMC cohorts. In similar patient cohorts, other technology platforms have shown up to ~30% of samples were unreadable below the platform detection limit.

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Source:
a. WHO
b. JAMA Neurology

Simoa®: A Result for Every Patient

SIMOA	Mass Spectrometry	Chemiluminescence
1000 patients 	1000 patients 	1000 patients 
ALL patients receive a result[1]	**280** patients with NO result[2] 	**390** patients with NO result[3] 

While most p-Tau 217 tests can achieve high accuracy (e.g., AUC), the best clinical utility is when all patients receive a result.

1. With its single femtogram/mL limit of detection, SIMOA has provided p-Tau 217 results in all patient samples tested, including over 2,000 samples in BioHermes and VUMC cohorts.

"Clinical validation of the LucentAD p-Tau 217 as a lab developed test (LDT) for clinical use." Presented at AD/PD, March 2024.

"Multi-marker approach to reducing the intermediate range of a high accuracy 2-cutoff plasma p-Tau 217 test for amyloid detection." Presented at AAIC, July 2024.

https://www.quanterix.com/whitepapers-appnotes/

2. June 2024: FNIH head-to-head study: *"Of the 392 samples included, 110 samples had p-tau217 values that were below the level of detection for the C2N PrecivityAD2 assay..."*

"Notably, both the C2N PrecivityAD2 and Fujirebio Lumipulse p-tau217 assays had limited sensitivity, resulting in imputed values for samples with low values…"

SIMOA read every patient sample in the same cohort.

FNIH head-to-head study

3. August 2022: Roche in Alzheimers Dement: *"The main limitation of the present study was that measured plasma P-tau217 N-terminal and mid-domain concentrations were in many cases below the lower level of detection. For P-tau217 N-terminal, 39% had to be assigned the calculation minimum level…"*

Alzheimers Dement

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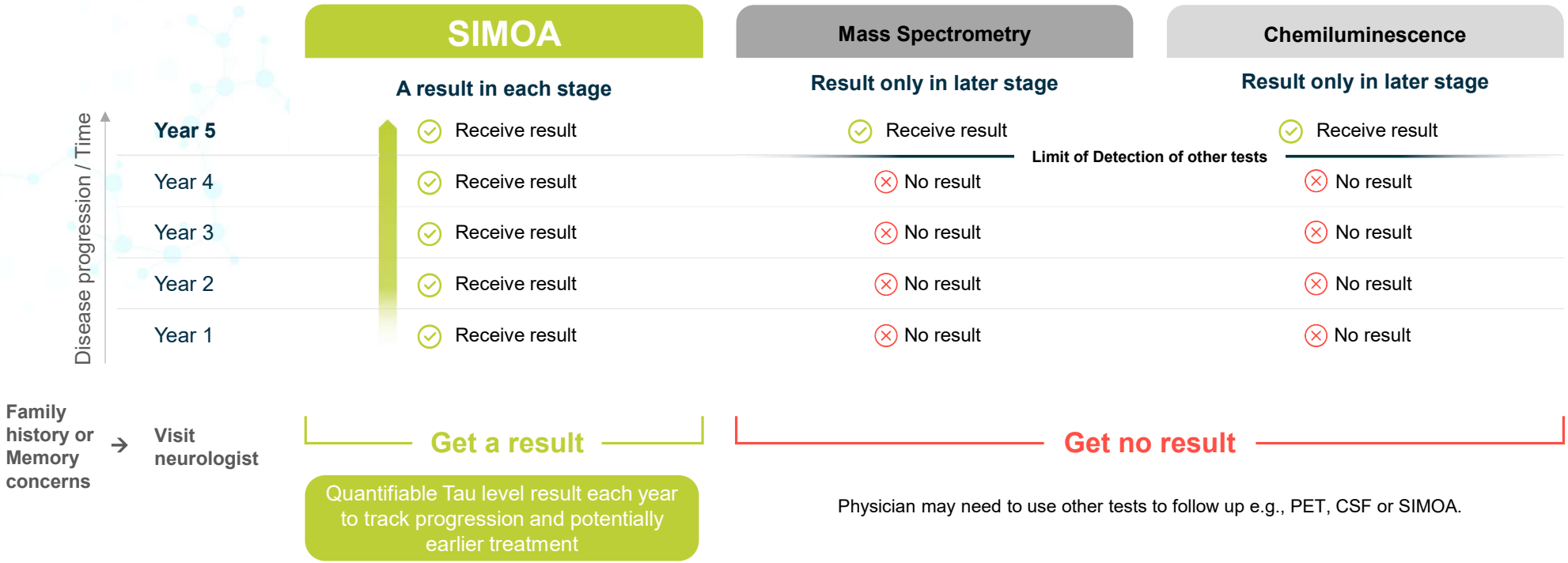
Simoa®: Best in class for monitoring early AD



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Quanterix best positioned for Alzheimer's detection today

	Quanterix Enabled DX lab	Non-Quanterix DX lab	
	Simoa®	Mass Spectrometry	Chemiluminescence
Quantitative range in clinical cohorts	High	High	Limited
Detect p-Tau 217 (Meet NIA-AA guidelines)	Yes	Yes	No
Cost of test	Low <$400/test	High >$1200/test	Low <$400/test
Scalable platform	Yes	No	Yes
Multiplex capabilities (for differentiated DX)	Yes	Limited	No

Simoa® technology uniquely suited for building global Diagnostics testing infrastructure

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Multi-marker: the Next Phase of AD Testing

Today: Single Marker p-Tau 217

FUJIREBIO · Quest Diagnostics · Quanterix · labcorp · Roche

p-Tau 217 immunoassays launched or in development

Tomorrow: Multi-Marker Test for AD

Quanterix

p-Tau 217, Aβ 40/42, NfL, GFAP

A better test, with an algorithm, and potential for differential diagnosis

Accurate
+90% Sensitivity
+90% Specificity
+90% Accuracy

Actionable
10.5% Indeterminate *vs.* >30% Indeterminate for stand-alone p-Tau 217

Expect to launch Multi-Marker Test by end of 2024

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Note: Quanterix multi-marker test results as presented during the Alzheimer's Association International Conference in a virtual poster entitled "Multi-Marker Approach to Reducing the Indeterminate Range of a High Accuracy 2-Cutoff Plasma p-Tau 217 Test for Amyloid Detection."

Source:
a. WHO

Alzheimer's Diagnostic Investment and Execution

Allocating capital

Over $20M[1] of capital allocated for next 2 years to **advance AD Diagnostics**

to execute commercial adoption

Reimbursement:

CPT codes (Pricing expected later in 2024)

FDA:

Breakthrough designation received for 3 tests

Updates on Key Studies:

CANTATE: P1 Complete, P2 in progress, P3 Staged

BioHermes: P1 Complete

Multi-marker data presented at AAIC in July 2024

[1] $10-15M of this investment expected in 2024.

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Investment Thesis

Diversified portfolio geared to **beat industry headwinds** with recent **transformation** and **multiple growth drivers**

- Completed transformation provides **leverage for growth** and expanding gross margins
- **Strong balance sheet,** with no near-term financing needs
- A **diverse, resilient business model,** indexed to recurring revenue and growing double digits
- **Differentiated technology** moat driving Research and new exciting opportunities in Diagnostics

Appendix

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Executive Team

Chief Executive Officer
Masoud Toloue
Revvity, GenoHub, Bioo Sc.

Chief Financial Officer
Vandana Sriram
Azenta, GE

Chief People Officer
Erica Bell
BICO, **Revvity,** GE

SVP Corp Dev. & Strategy
Naren Bhat
Revvity, GE, Philips

SVP & General Counsel
Laurie Churchill
LeMaitre Vascular, Avid Tech.
Ropes & Gray

Chief Commercial Officer
Darrin Crisitello
Mission Bio, Natera, Color Health

Chief Information Officer
Alexandra Phillips
Hologic, Revvity, Boston Scientific, Tyco

Chief Operating Officer
Mike Miller
ProterixBio, BioScale, Axsun Tech, Physical Sciences Inc.

Chief Science and Collaboration Officer
Mark Roskey
Revvity, Caliper Life Sc.

Products and Services

Simoa® Ultra-sensitive Instruments

HD-X

Bead assay technology

Multiplexing up to 4-plex

Floor-standing integrated automated assay prep and detection, *sample in, answer out*

SR-X

Bead assay technology

Multiplexing up to 4-plex

Benchtop form factor semi-automated offline assay prep

SP-X

Planar array technology

Multiplexing up to 10-plex

Benchtop form factor semi-automated offline assay prep

Assay Kits

Bead-based & Planar array

Broad selection of catalog and custom assays developed for neurology, oncology, cardiology, infectious disease and immunology research

Capable of assay customization with homebrew kits

Single-plex and multiplex formats

Services

CRO

Contract research services through Simoa Accelerator Laboratory

Sample testing services

Custom assay development

Custom reagent production and kitting

Lucent Diagnostics

Diagnostics

CLIA – certified lab

Menu of Laboratory Tests available

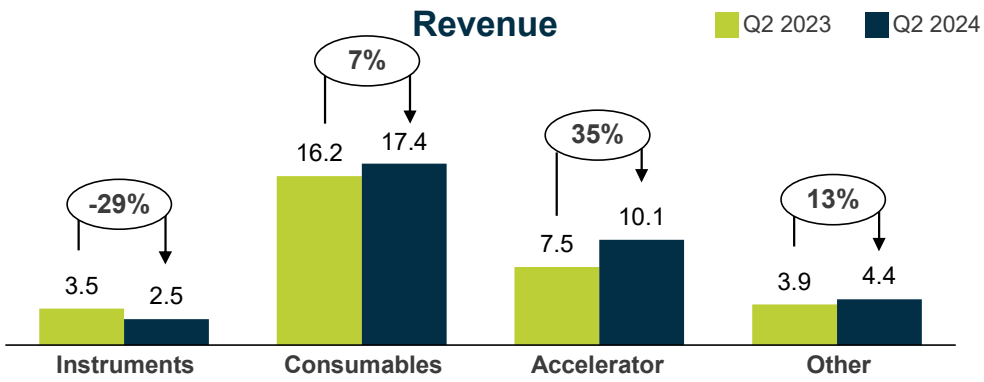
Direct to Patient and Provider portal

Q2 2024 Results vs PYQ2

(in millions)

	Q2 GAAP		Q2 Non-GAAP	
	2023	2024	2023	2024
Revenue	31.0	34.4	31.0	34.4
Gross Margin $	19.1	20.1	17.5	18.0
Gross Margin %	61.7%	58.3%	56.4%	52.3%
Operating Expense	28.7	33.2	27.1	31.1
Operating Loss	-9.6	-13.1	-9.6	-13.1
Cash Usage	-0.1	-5.1	-0.1	-5.1

	INSTRUMENTS	CONSUMABLES	ACCELERATOR	OTHER
Revenue Mix	7%	51%	29%	13%



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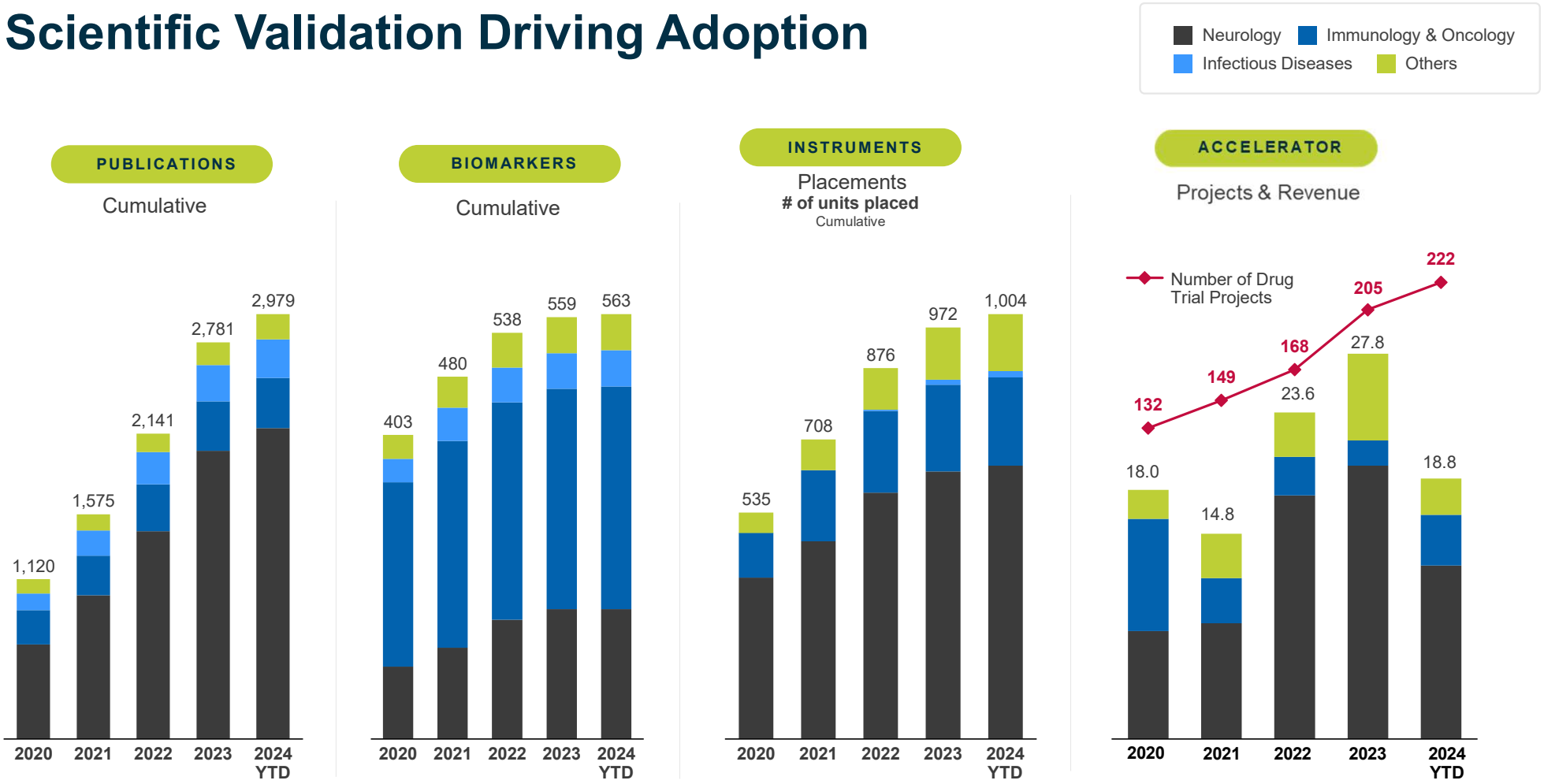
Scientific Validation Driving Adoption



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Reconciliation of GAAP to Non-GAAP Financial Measures

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

	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
GAAP gross profit	$ 20,058	19,138	$ 39,684	$ 36,064
Shipping and handling costs (1)	(2,075)	(1,623)	(4,217)	(3,451)
Non-GAAP gross profit	$ 17,983	17,515	$ 35,467	$ 32,613
GAAP revenue	$ 34,381	31,029	$ 66,447	$ 59,485
GAAP gross margin (gross profit as % of revenue)	58.3%	61.7%	59.7%	60.6%
Non-GAAP gross margin (non-GAAP gross profit as % of revenue)	52.3%	56.4%	53.4%	54.8%
GAAP total operating expenses	$ 33,166	28,699	$ 66,758	$ 55,045
Shipping and handling costs (1)	(2,075)	(1,623)	(4,217)	(3,451)
Non-GAAP total operating expenses	$ 31,091	27,076	$ 62,541	$ 51,594
GAAP loss from operations	$ (13,108)	(9,561)	$ (27,074)	$ (18,981)
Non-GAAP loss from operations	$ (13,108)	(9,561)	$ (27,074)	$ (18,981)

(1) Shipping and handling costs, which include freight and other activities costs associated with product shipments, are captured within operating expenses in our consolidated statements of operations.