

Quanterix

The Science of
Precision Health

Kevin Hrusovsky
Chairman & CEO

January, 2018



Forward-Looking Statements

This presentation and the accompanying oral commentary contain “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 information concerning our possible or assumed future results of operations, business strategies, development plans, regulatory activities, competitive position, potential growth opportunities, addressable markets, use of proceeds and the effects of competition. Forward-looking statements include all statements that are not historical facts and can be identified by terms such as “anticipate,” “believe,” “can,” “continue,” “could,” “enable,” “estimate,” “expect,” “intend,” “may,” “might,” “objective,” “ongoing,” “plan,” “predict,” “project,” “potential,” “should,” “will,” or “would,” or the negative of these terms, or other comparable terminology intended to identify statements about the future.

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. Except as required by law, we assume no obligation to update these forward-looking statements publicly, or to update the reasons why actual results could differ materially from those anticipated in the forward-looking statements, even if new information becomes available in the future.

The Company has filed with the U.S. Securities and Exchange Commission (the “SEC”) a registration statement (including a prospectus) for the offering to which this presentation relates, but such registration statement has not been declared effective. Before you invest, you should read the prospectus in that registration statement, including the Risk Factors set forth therein, and the documents incorporated by reference or filed as exhibits to the registration statement for more complete information about the Company and this offering. You may access these documents for free by visiting EDGAR on the SEC website at www.sec.gov. Alternatively, copies of the preliminary prospectus may be obtained from J.P. Morgan Securities LLC, c/o Broadridge Financial Solutions, 1155 Long Island Avenue, Edgewood, NY 11717, telephone: [\(866\) 803-9204](tel:8668039204); Leerink Partners LLC, Attention: Syndicate Department, One Federal Street, 37th Floor, Boston, MA 02110, by telephone at [\(800\) 808-7525, ext. 6132](tel:8008087525) or by email at syndicate@leerink.com; or Cowen and Company, LLC, c/o Broadridge Financial Solutions, 1155 Long Island Avenue, Edgewood, NY 11717, Attn: Prospectus Department, or by calling [\(631\) 274-2806](tel:6312742806) or by faxing [\(631\) 254-7140](tel:6312547140).

Marquis Management, Board and Investors

Management



Kevin Hrusovsky
Chairman & CEO



Mark Roskey, PhD
Commercial



Brian Keane
General Counsel



Elisabeth Colunio
HR



David Duffy, PhD
CTO



Bruce Bal
Operations



Dan Sikkema, PhD
Oncology



Joe Driscoll
CFO



Ernie Orticerio
CD & Finance



Andreas Jermone, PhD
Neurology

Board

Kevin Hrusovsky

Chairman & CEO

Martin Madaus, PhD

Chairman & CEO Ortho Clinical Diagnostics

Douglas Cole, MD

Managing Partner Flagship Pioneering

Keith L. Crandell

Co-Founder & Managing Director ARCH Venture

John M. Connolly

Senior Advisor Bain Capital Ventures

David Walt, PhD

Founder Quantarix & Illumina, Harvard

Paul Meister

Co-founder Liberty Lane Partners

Marijn Dekkers, PhD

Chairman, Unilever, General Electric BOD

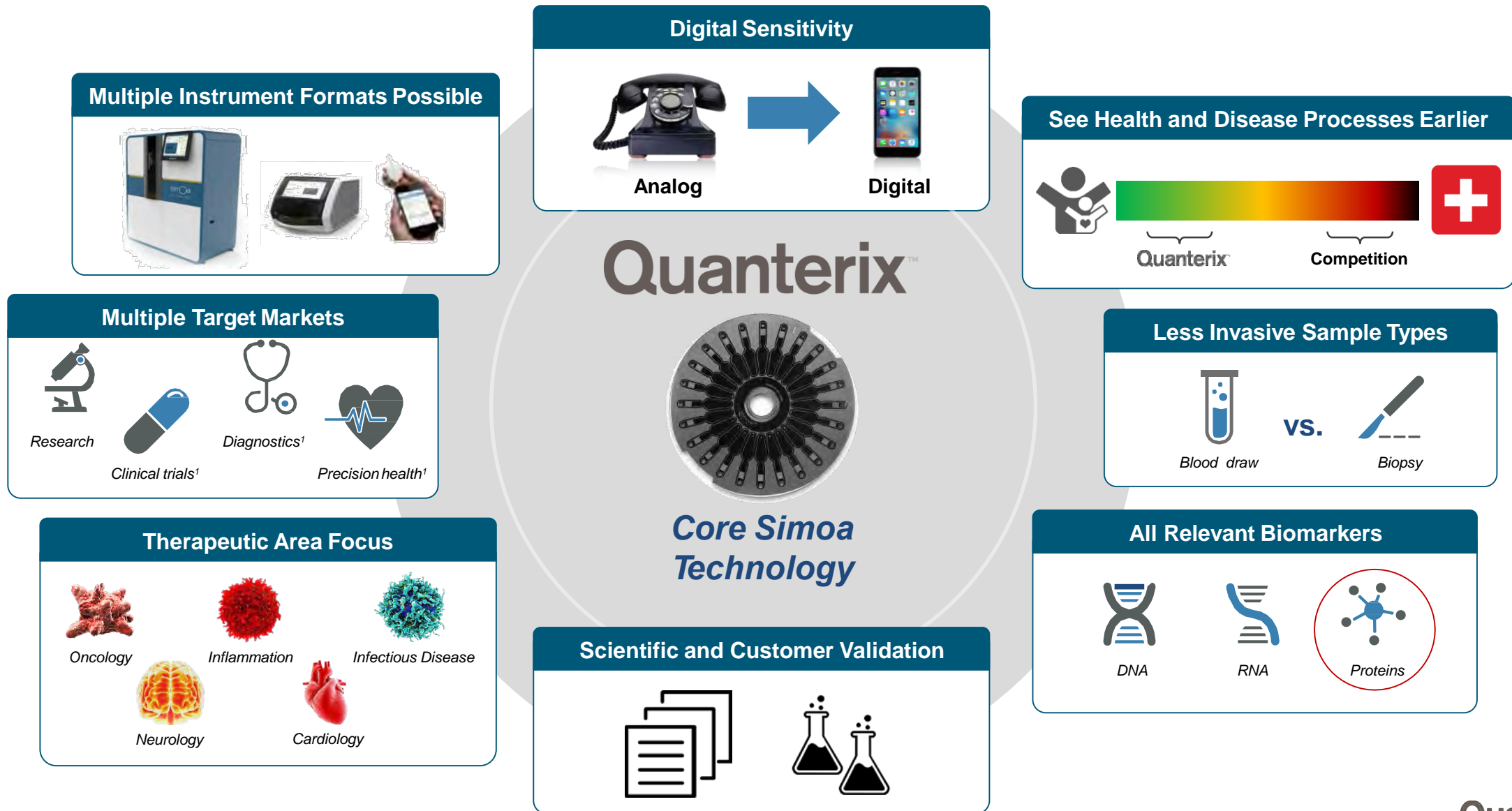


Value Creation – Strong Track Record

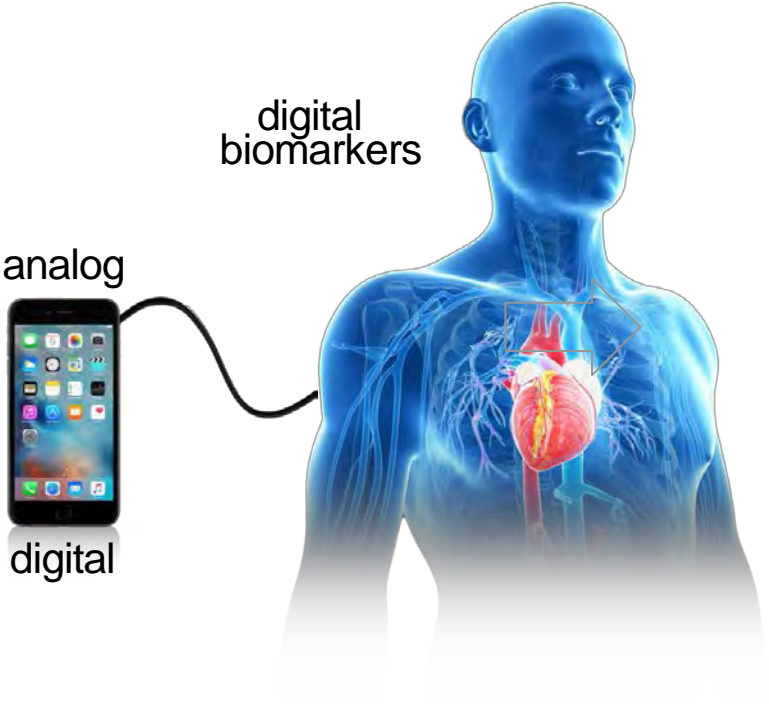
- IPO 7.5x's over subscribed; \$80 million in bank
- Raised \$150 million past three years
- Rapid Success in Research: 0 - \$23M Revenue
- 2020 - Diagnostics: New Deals; 750 Trials, PPH Validation



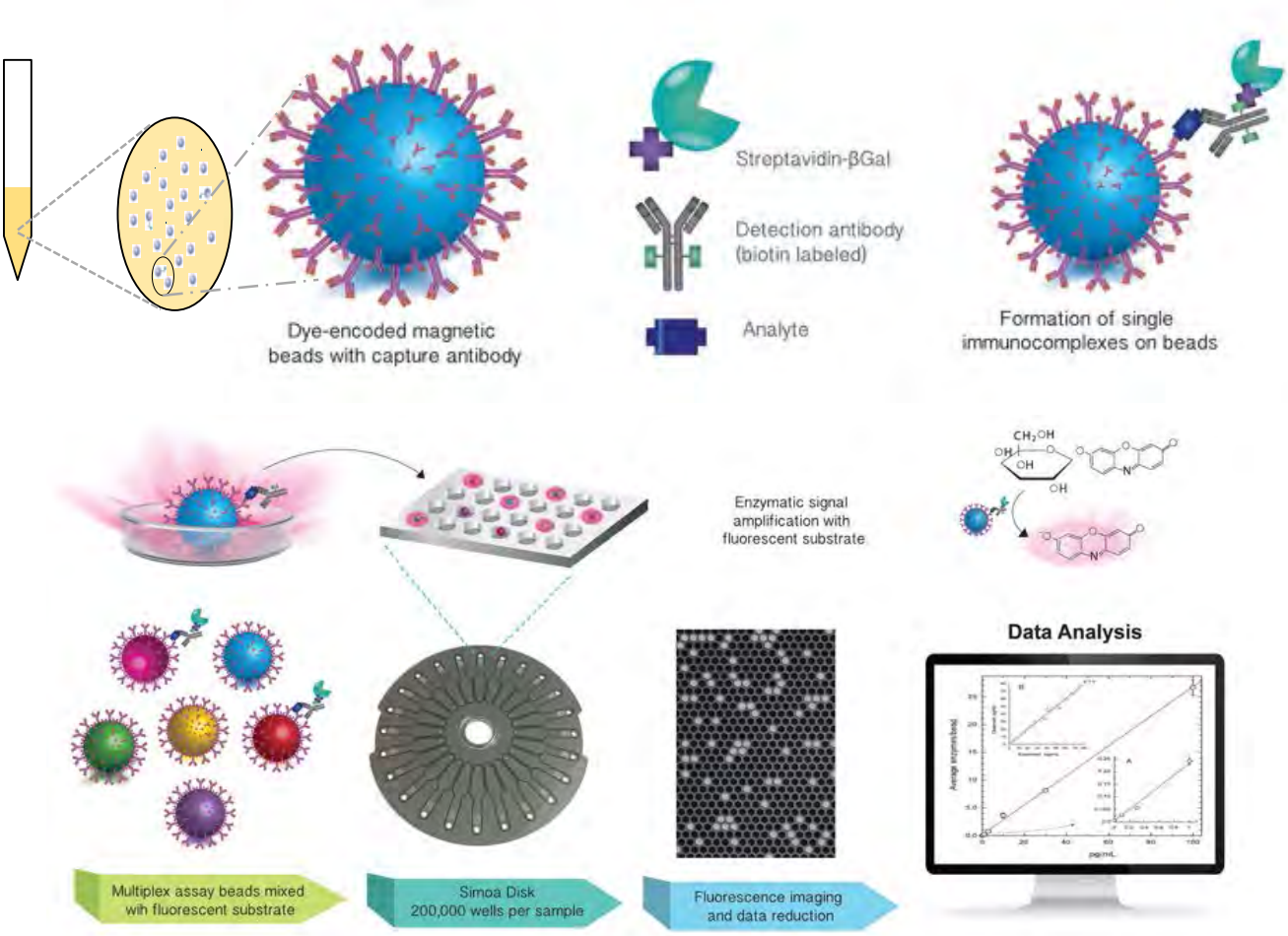
Disruptive Biomarker Technology Enabling Precision Health



Convergence of Technology and Healthcare

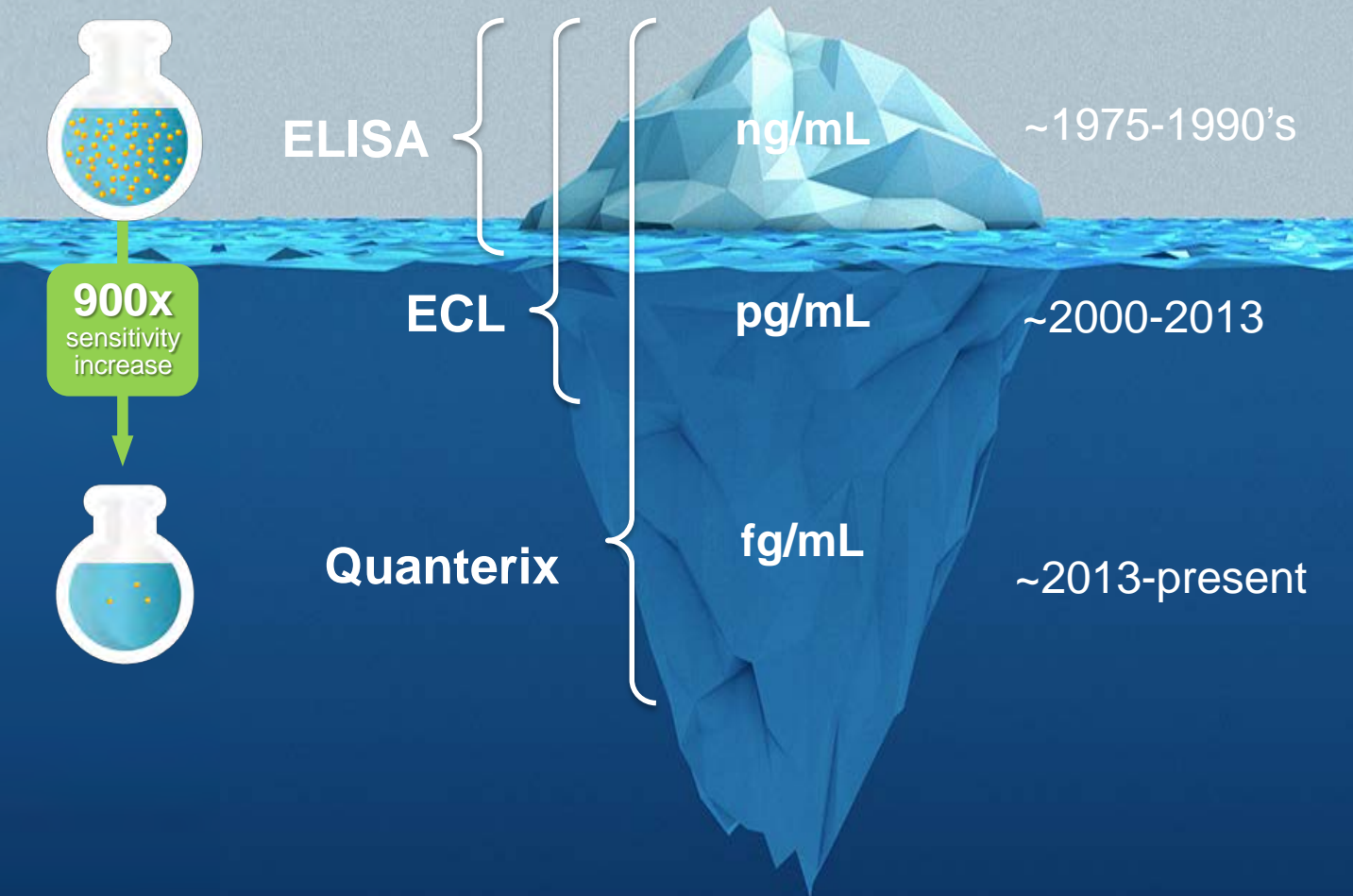


Measuring Life's Variables

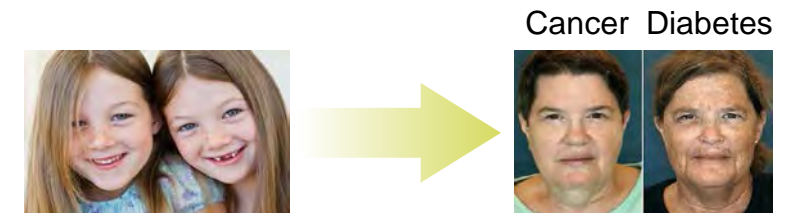
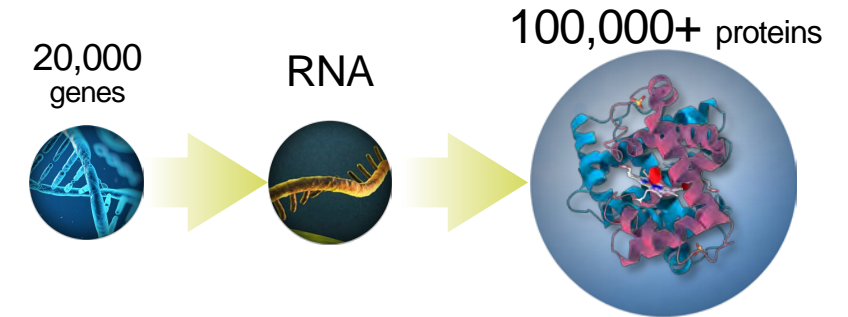


Molecules of Life; Genotype to Phenotype

Measuring What Could Not Be Seen Before



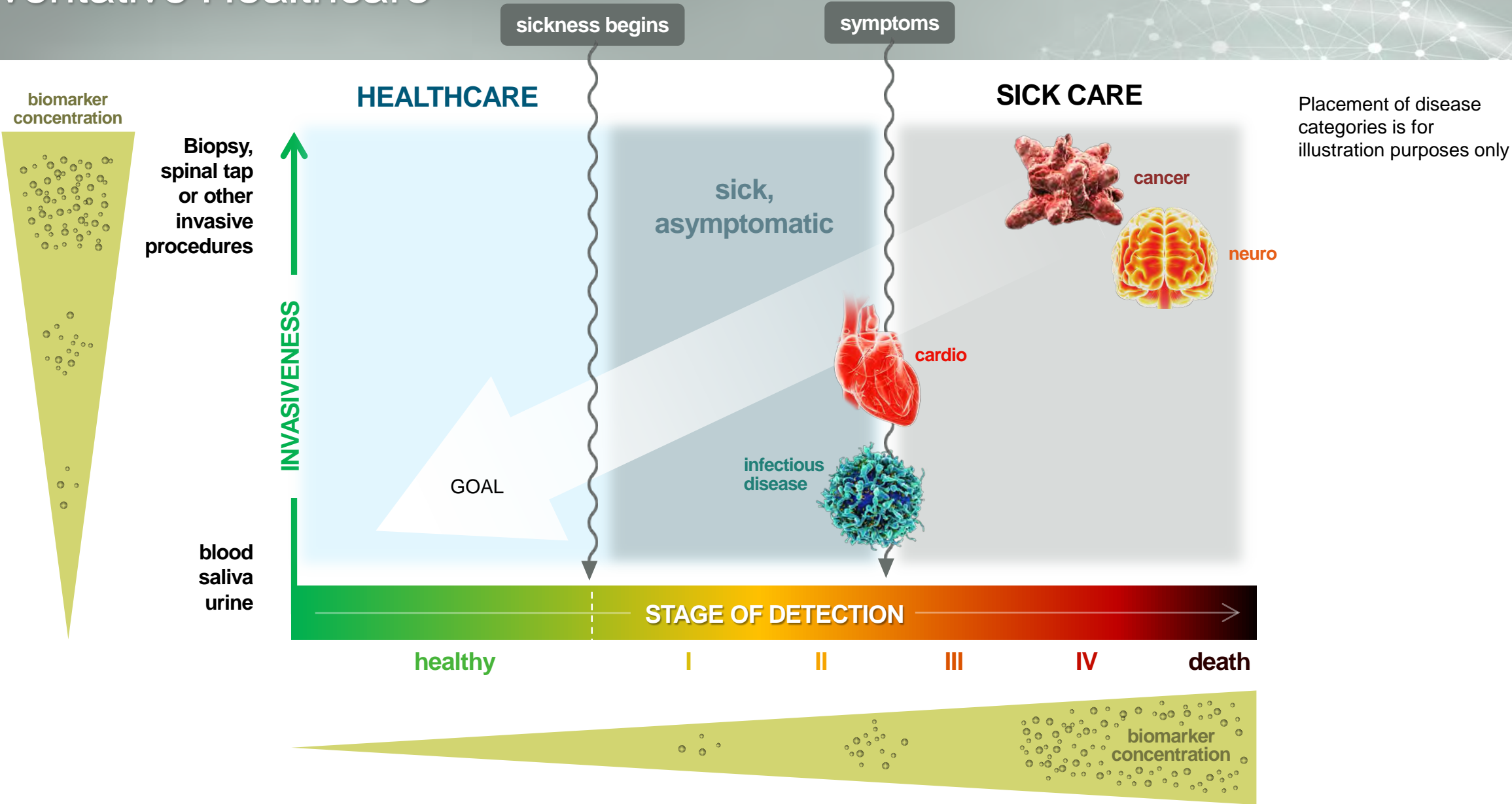
Molecules of Life



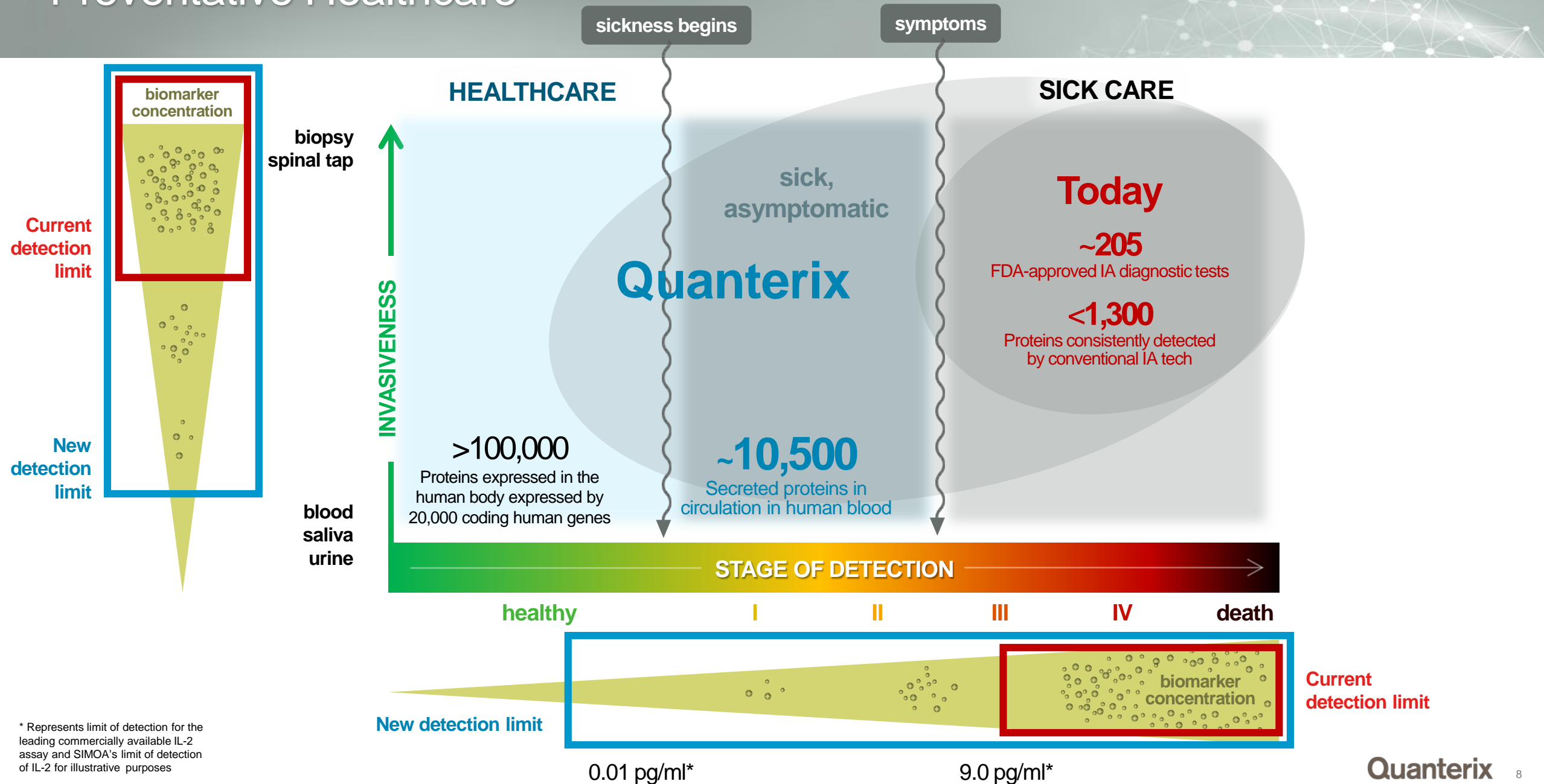
Diet Sleep Exercise
Stress Concussions Pollution
Drugs Lifestyle Infections Radiation

Environmental Factors Affect Health

Preventative Healthcare



Preventative Healthcare



* Represents limit of detection for the leading commercially available IL-2 assay and SIMOA's limit of detection of IL-2 for illustrative purposes

Illuminating the Continuum from Health to Disease

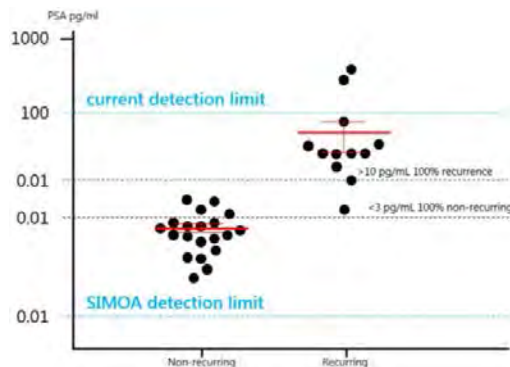
Sensitivity enables researchers to expand into diseases associated with previously undetectable proteins

20 pubs
36 markers

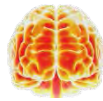


Oncology

Potential to be highly predictive of early stage cancer recurrence

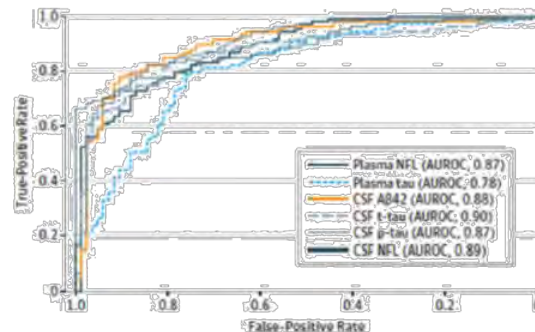


89 pubs
49 markers



Neuro

Potential for diagnosing Alzheimer's dementia in line with current CSF biomarkers

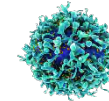
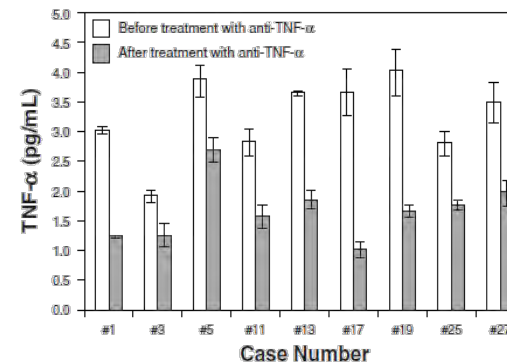


75 pubs
95 markers



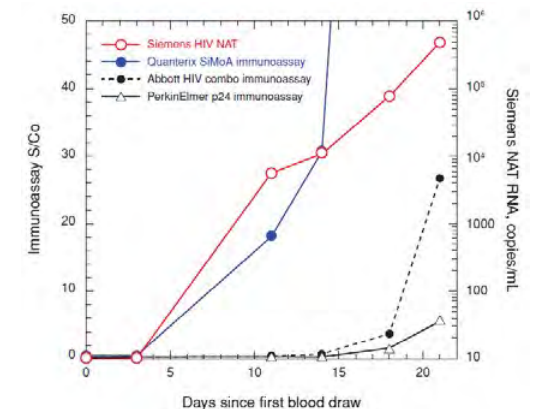
Inflammation

TNF-α at LoD levels >100x below traditional IAs

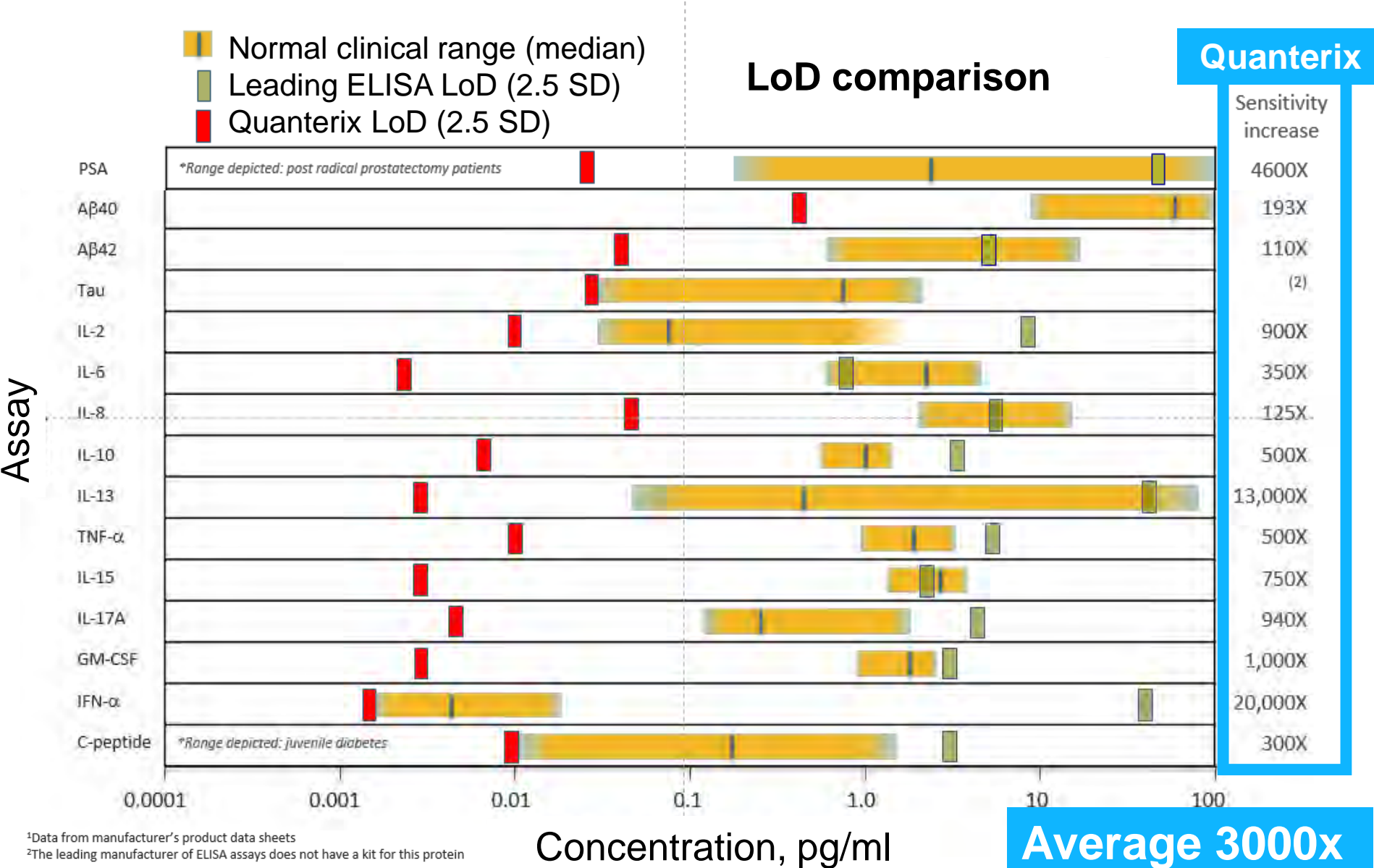


Infectious Disease

Significant potential to reduce the spread of infectious disease



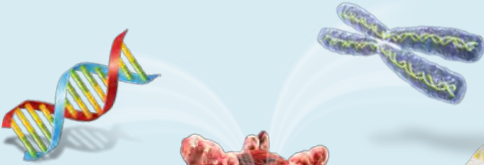
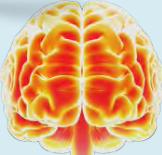

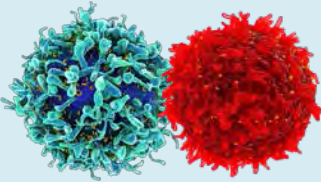
Unprecedented Protein Detection Sensitivity



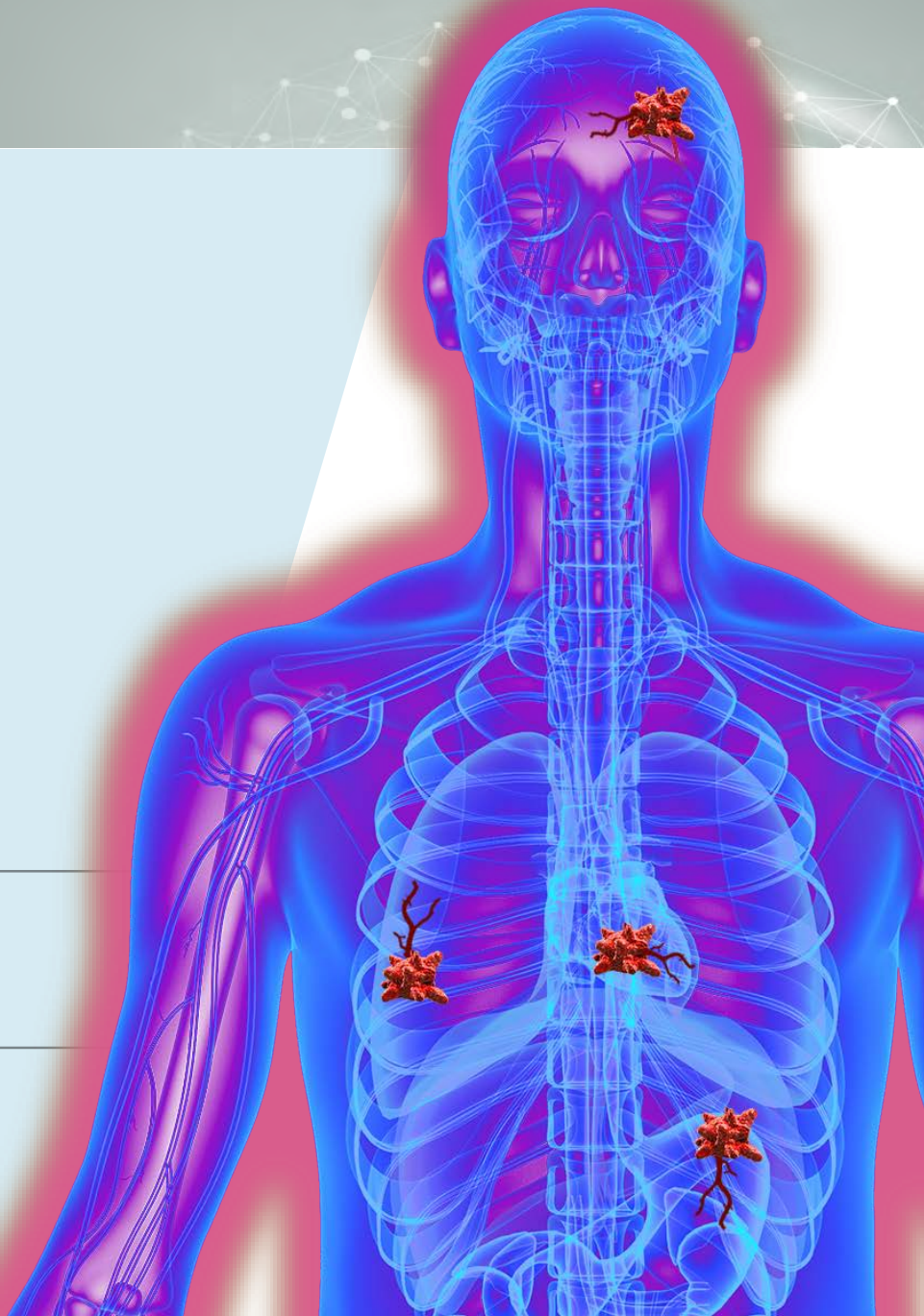
Provider	Protein
Innotest	Ab 42
Innotest	Tau
Techne	IL-6
Techne	TNF-α
ALPCO	C-peptide
Techne	IL-10
Millipore	INF-α
Genentech	IL-17A
Roche/Siemens	PSA
Ortho	p24
Techne	IL-5

¹Data from manufacturer's product data sheets
²The leading manufacturer of ELISA assays does not have a kit for this protein

Applications

					
	Oncology	Neurology	Cardiology	ID, Inflammation Other*	TOTALS:
DEATHS / YR	9MM	18MM	7MM	15MM	~50MM
WW COST	\$350B	\$270B	\$470B	\$140B	\$1.3T
BIOMARKER MARKET	\$25B	\$6B	——	\$9B ——	\$38B

* Other includes validation related to inflammation, technology, immunology and others
Source: Health Advances analysis, ASCO, NIH, Kaiser Family Foundation, Miller 2011 J Am Coll Cardiol, O'Donoghue 2014 Ann Intern Med, WHO



Our Product Portfolio

Instruments



HD-1 Analyzer - \$175k list

- Launched 2014
- Fully-automated
- 400 samples / shift
- HD-X Trade in Q4'18



SR-X - \$75k list

- Launch 1H'18, **Now Q1'18**
- Reader only
- Academic, Int'l, Assay Dev'l
- Multiplexing, smaller samples
- Nucleic Acids w/o PCR

Assay kits



Consumables and Ab's

- 80 assays kits including homebrew / multiplex
- Proprietary disk with 24 arrays
- 30+ new assays in 2018
- Portable between instruments

Services



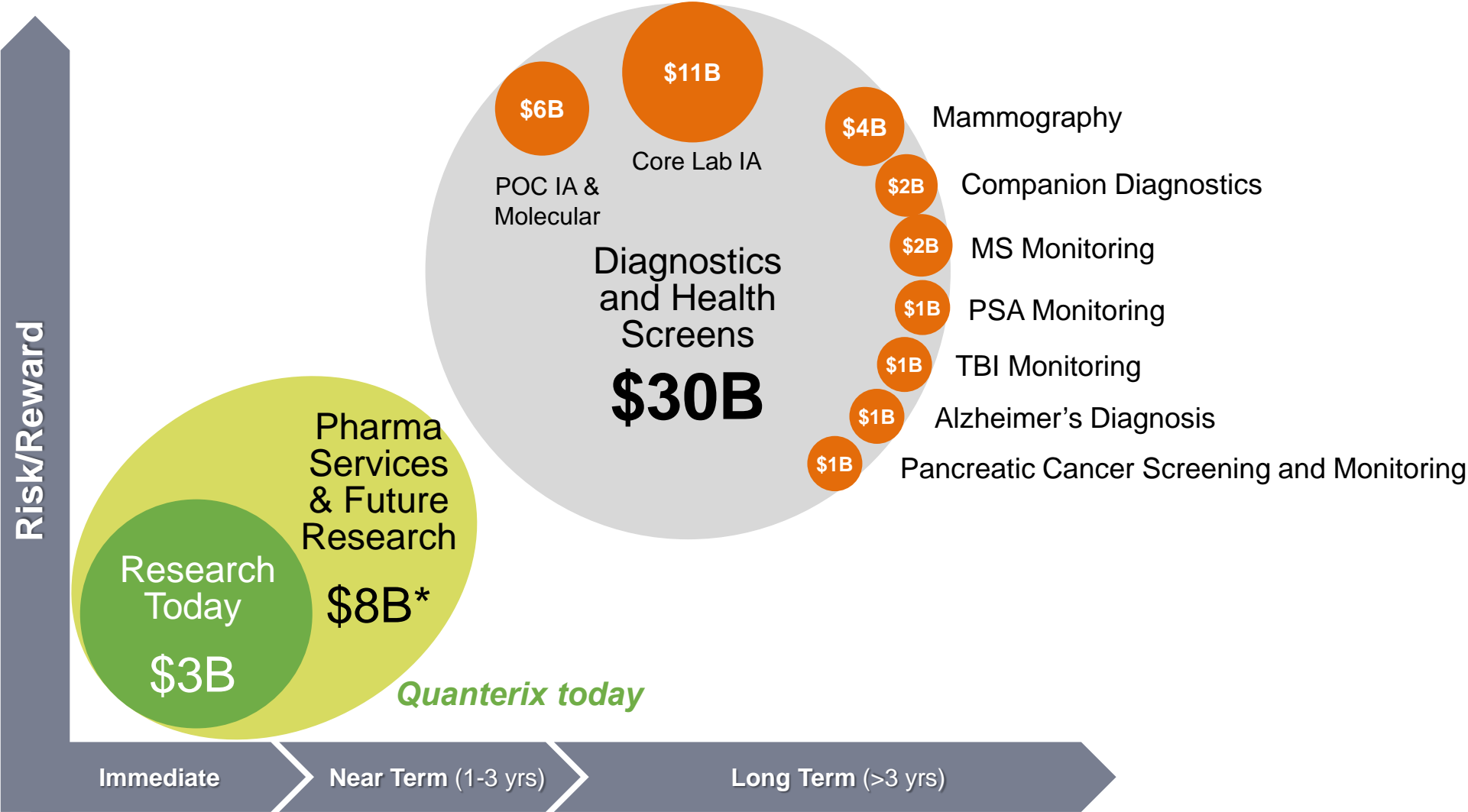
In-house and field based

- Sample testing and Assay Dev'l
- Maintenance, warranties, training
- CLIA Certification 2H'18
- Drug Trials for efficacy, toxicity and companion diagnostics

SR-X Pre-Launch Traction



Strategic Roadmap to \$38B Market



*\$8B Future Life Science research is inclusive of \$3B Life Science Research Today, not net. Also includes pharma services and clinical trials.
Note:IA= Immunoassay, IHC = immunohistochemistry, mass spec = mass spectrometry; MS = multiple sclerosis, PSA = prostate-specific antigen, TBI = traumatic brain injury.
Source:Health Advances analysis.

\$38B

*IVD Diagnostics, LDT
and Health Screens*

Disrupt healthcare

*Pharma Services,
LDT, CDx*

Reinvent drug
development

Research

Discover and
validate digital
biomarkers

Diagnostics Partners
Abbott and BioMerieux

Phase I, II and III
Drug Trials

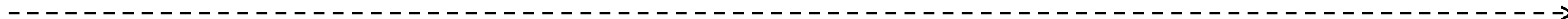
Clia Lab, Menu

Global sales channel

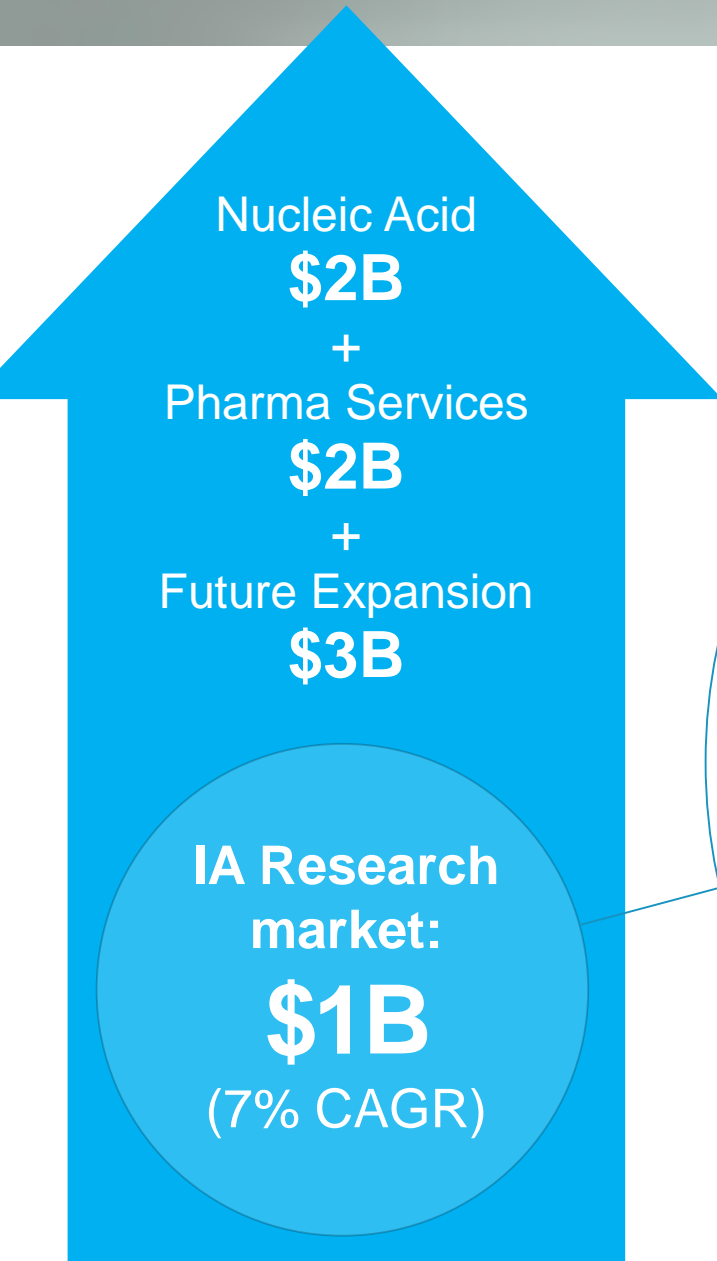
Menu expansion

Benchtop SR-X - Revamped HD-X

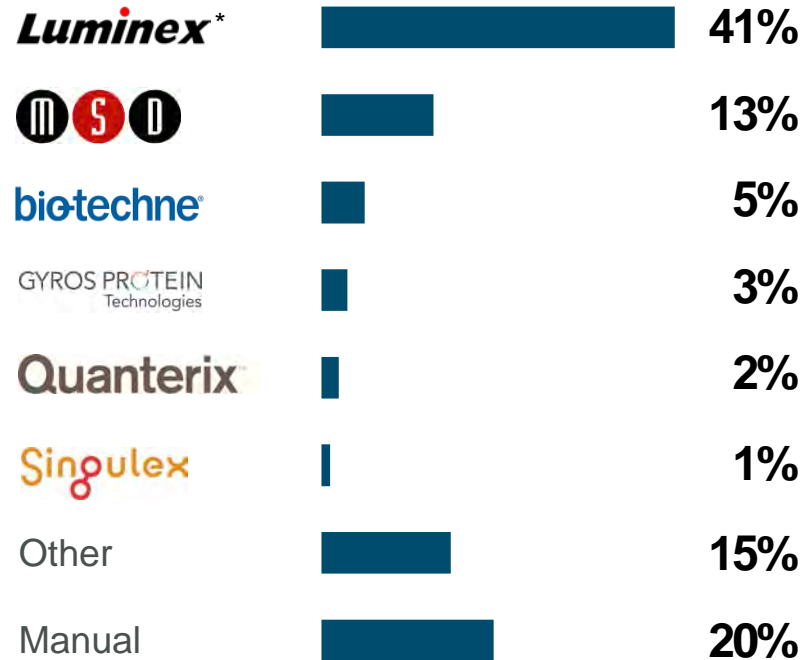
\$3B



Current Landscape Dominated by Few Companies



IA + Nucleic Acid Y/E 2016
Installed Base:
14,500



Complementary: MASS SPECTROMETRY

Thermo
SCIENTIFIC

 **Agilent**

BRUKER

Waters

Indirect Competition: IMAGING

 **GE Healthcare**

SIEMENS

PHILIPS
Healthcare

 **SHIMADZU**
Excellence in Science

*Immunoassay Research, including
partners and excluding Diagnostic

Quanterix

Rapid Growth with Compelling Consumable Pull-through

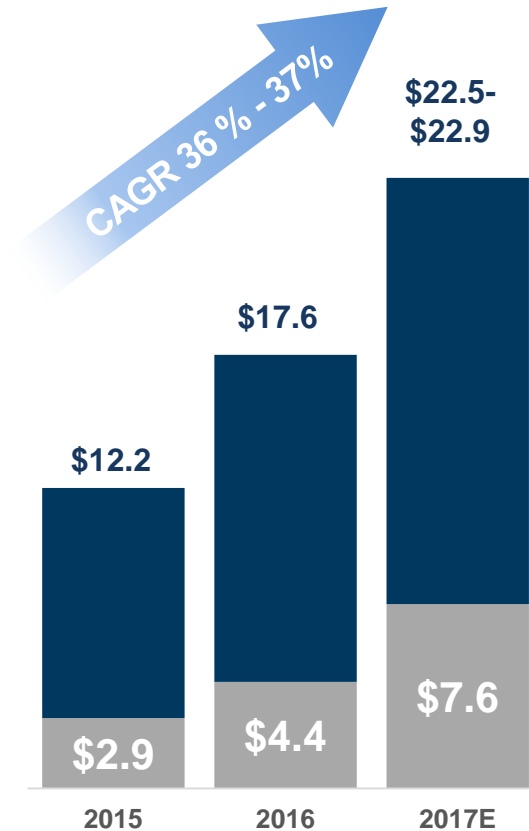
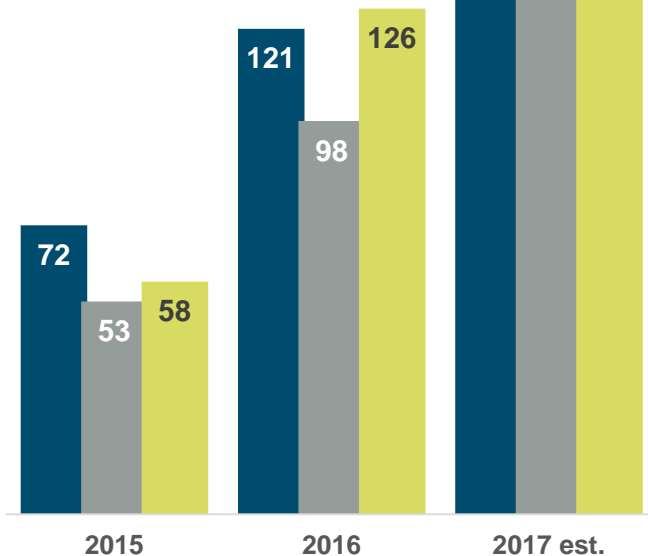
Three-year Growth

(\$ in millions)

Revenue

■ Instruments
■ Publications
■ Markers

(cumulative)



CAGR 36% - 37%

■ = Consumables

Grew from 0 instruments Jan'14

2018 Milestones

- Q1: Launch SR-X benchtop
- Q4: Launch HD-X: Trade in
- Expand menu by 30+ assays
- Multiplexing, cost and sensitivity
- Globalize and enter Pharma Services
- CLIA certification and LDT licensing
- Explore Point-of-Care relationships
- Blood screening license – Top Dx Co
- Bolster Ab engineering capability

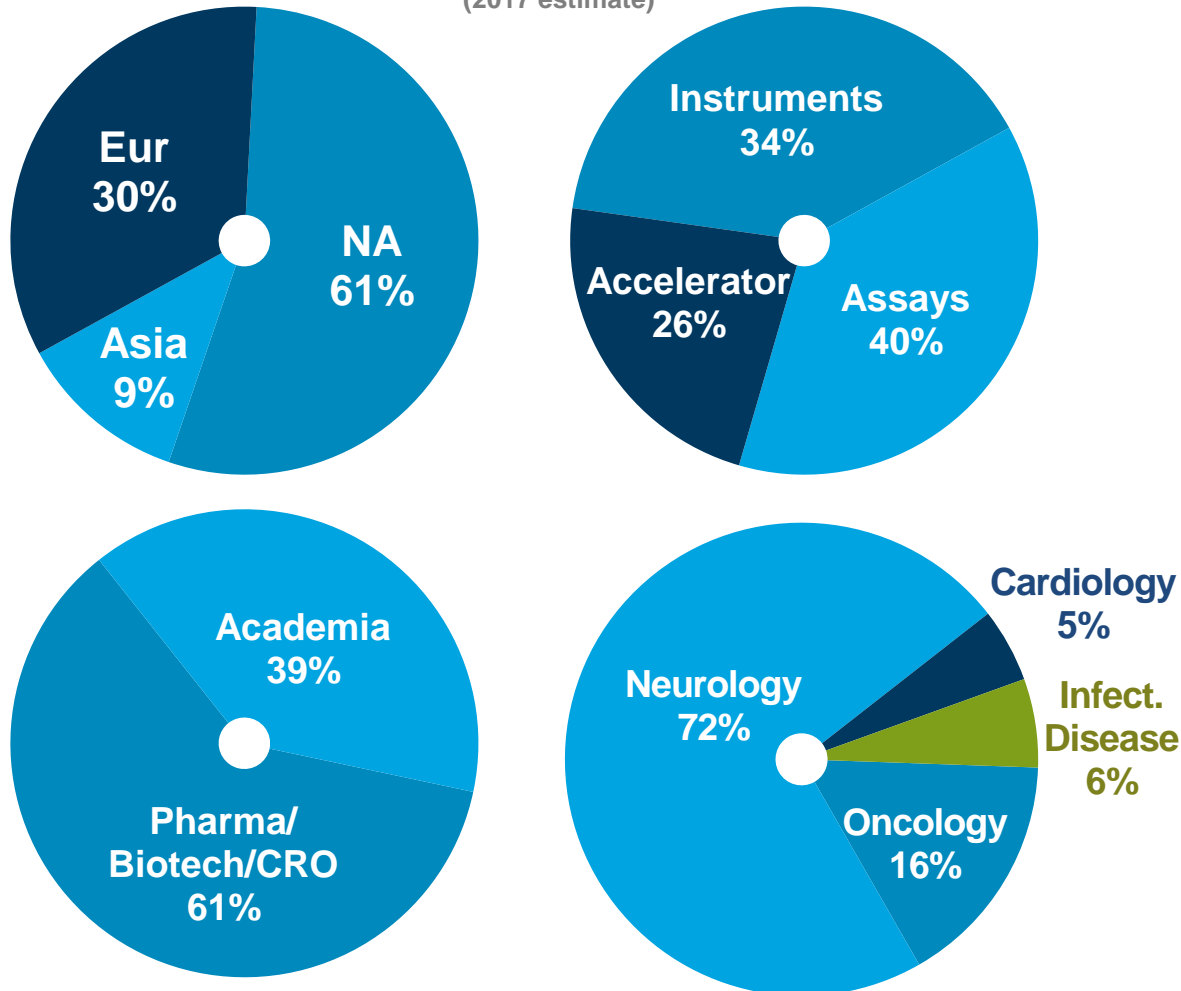
Q4 represents a preliminary, unaudited est. of financial information. We have not finalized the audit of our results of operations for the 3 months and year ended 12/31/17, which may identify items requiring adjustment to these unaudited financial results.

Business Profile

Q4 represents a preliminary, unaudited est. of financial information. We have not finalized the audit of our results of operations for the 3 months and year ended 12/31/17, which may identify items requiring adjustment to these unaudited financial results.

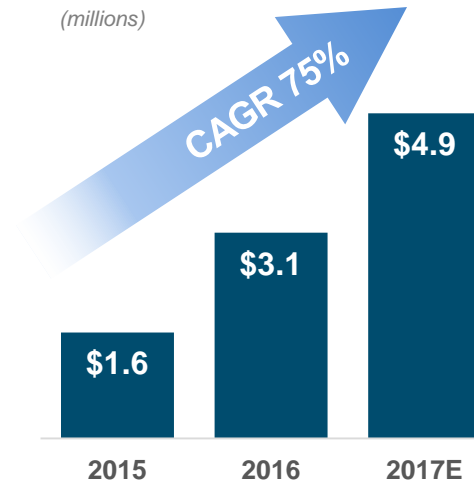
Product Revenue Allocation

(2017 estimate)



Accelerator Revenue

(millions)



- Promotion cost center to 65% g.m. growth catalyst business
- Mood Study, pharma utilization, drug trials pipeline
- CLIA certification for pharma services enables LDT entry

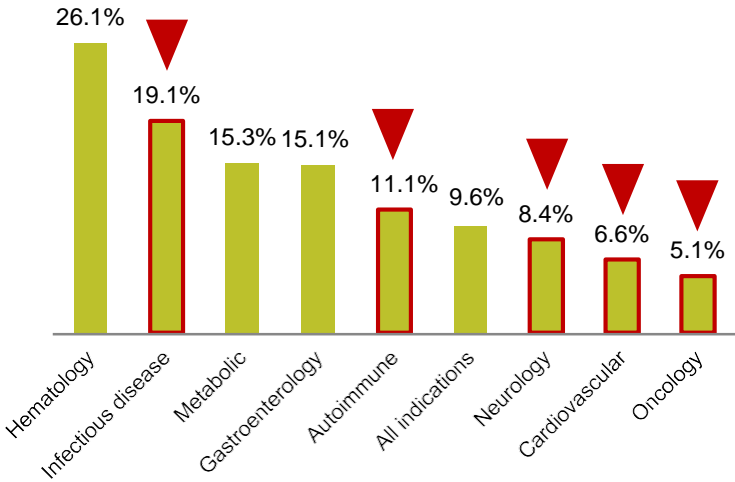
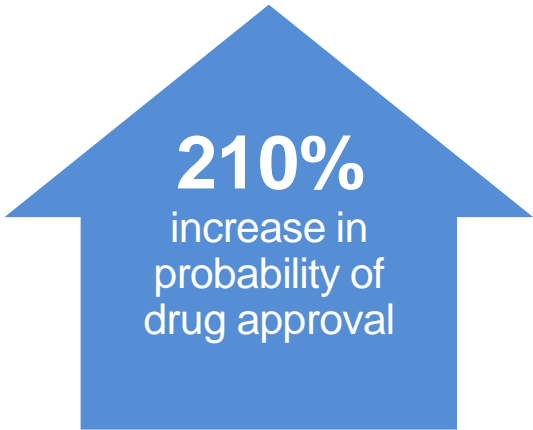
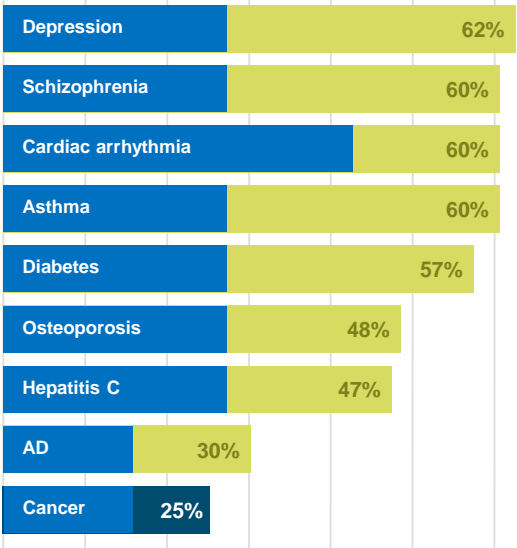
- Cash \$80M (\$9M debt) - Sufficient to crossover
- 65%+ GM at scale: C 75%+, I 55%, S 65%
- M&A can accelerate pace to scale
- Head count today 125, projected at 150 at '18 year end
 - 55 Commercial, 35 R&D/Eng, 25 Mfg / Operations

Biomarkers Clinical Utility is Transforming Drug Development

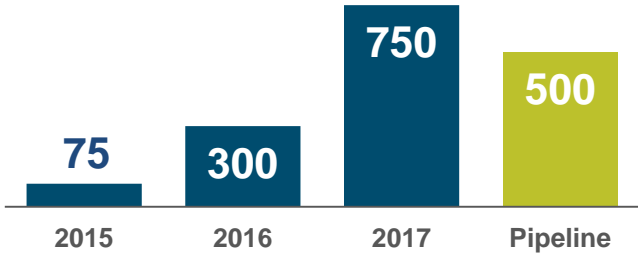
Toxicity

4th Leading Cause of Death in USA

Efficacy

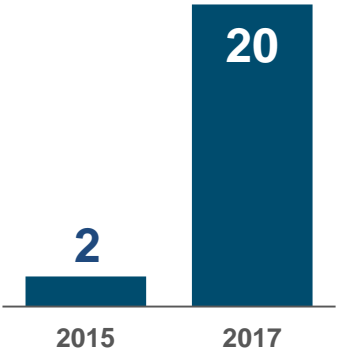


Cumulative Trials using QTRX:

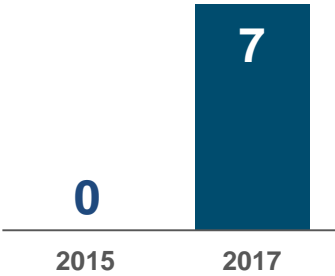


Cancer, auto immune and inflammation and neurology

CRO's using QTRX



Trials at QTRX



Blue Chip Customers

Research Institutions



Biopharma



Other



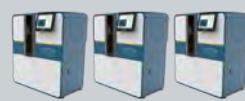
Rapid Adoption with Early Evidence of High Utilization

Tufts
UNIVERSITY

biogen idec.

Genentech

of Instruments



Consumable avg.
\$/yr./instr.¹

\$175,000
95% Homebrew

\$135,000
70% Neuro

\$100,000
30% Homebrew

Applications



Today avg. is
\$52K per instr,
up from \$40K



UNIVERSITY OF
GOTHENBURG

abbvie

MYRIAD  RBM

of Instruments



Consumable avg.
\$/yr./instr.¹

\$117,000
70% Neuro

\$117,000
70% Infl. & Onco.

\$200,000
95% Homebrew

Applications



Homebrew
revenue per
test is 1/3 kits

1. Based on revenue through June 30, 2017, annualized for full year

Rapid growth of Clinical Trials in Oncology and Auto Immune

*“75% of 500+ clinical trials
require Quanterix data w/ Luminex”*

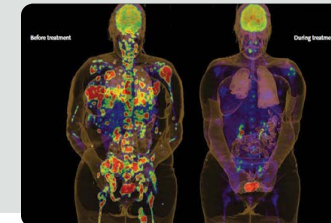
Ralph McDade, CEO RBM Myriad Genetics
(45 Luminex Readers → SR-X)



Predictive use of efficacy &
safety biomarkers

Oncology: Immunotherapy
Autoimmune Diseases
Cardiovascular Disease

Type 2 Diabetes
Pulmonary
Neurological



Ultrasensitive Digital Biomarkers

Eotaxin	IL-7	IL-15	IFN- γ
GM-CSF	IL-8	IL-17A	IP-10
IL-1 α	IL-10	IL-17f	MCP-1
IL-1 β	IL-12p40	IL-18	TGF- α
IL-2	IL-12p70	IL-23	TNF- α
IL-4	IL-13	IFN- α	TNF- β
IL-5	CP3A	IFN- β	TRAIL
IL-6	Variaplex	CP3B	Homebrew

Efficacy & safety “valid” & putative markers

Candidates attrition & refinement

PoM, protocol design

Dose selection, PK/PD modeling

Patient stratification

Other indications

Post approval surveillance

Market differentiation

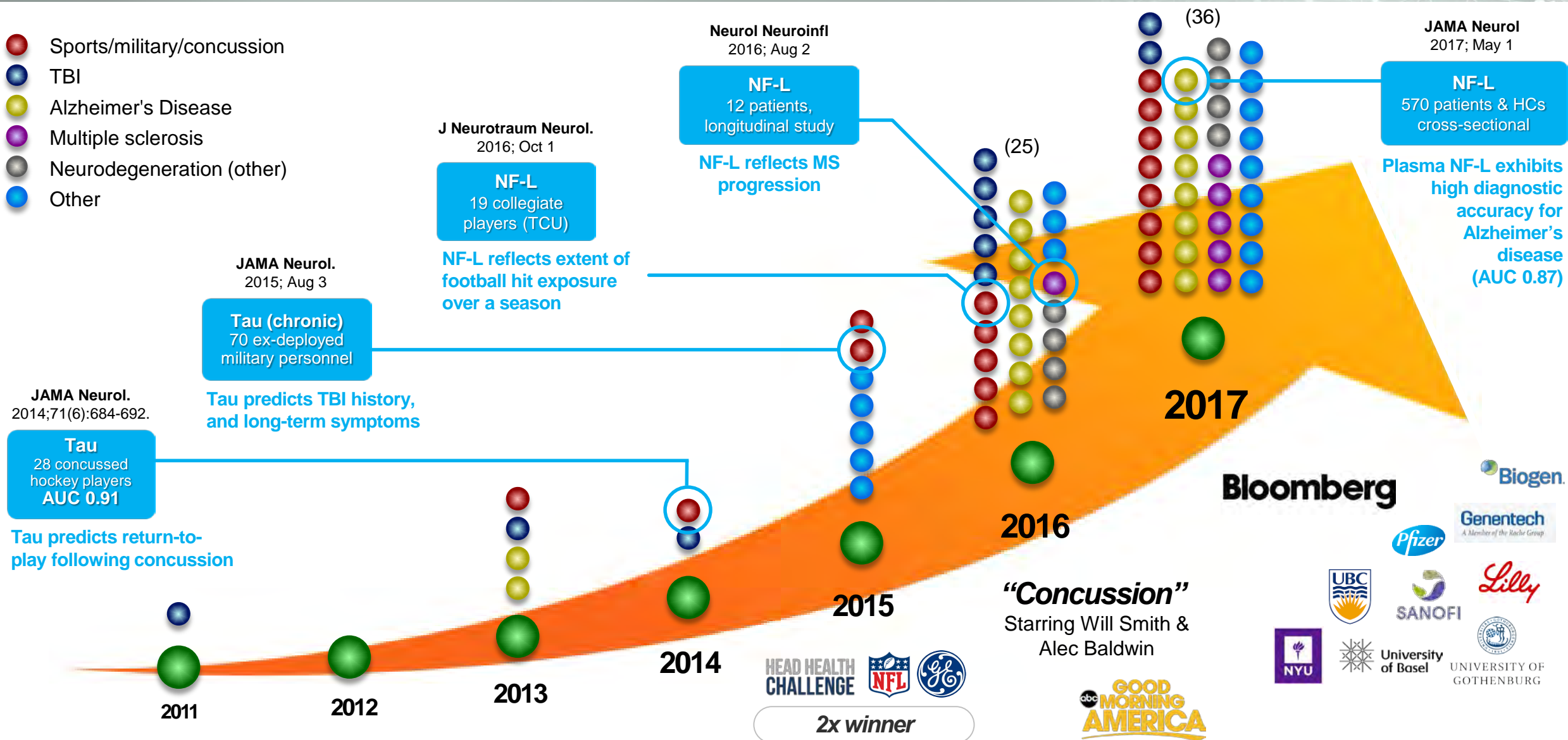
Companion Dx

20 Inst in Pharma Services

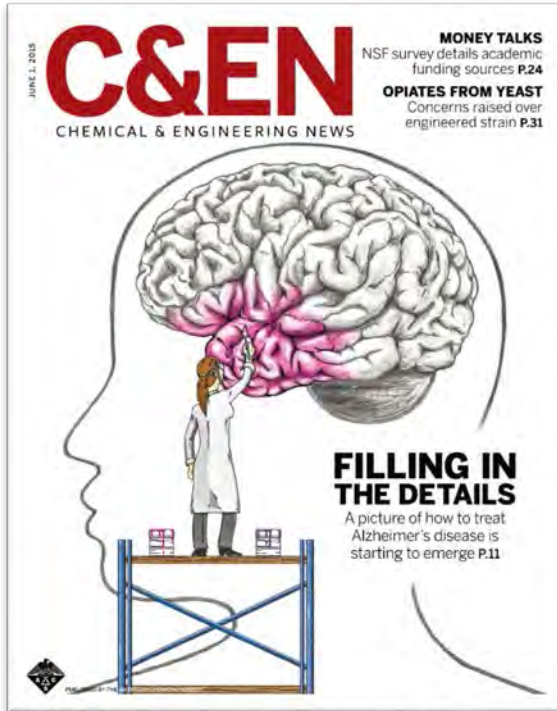


Quanterix

Neurology Publications – Catalyze Disruption



Neurology Opportunity



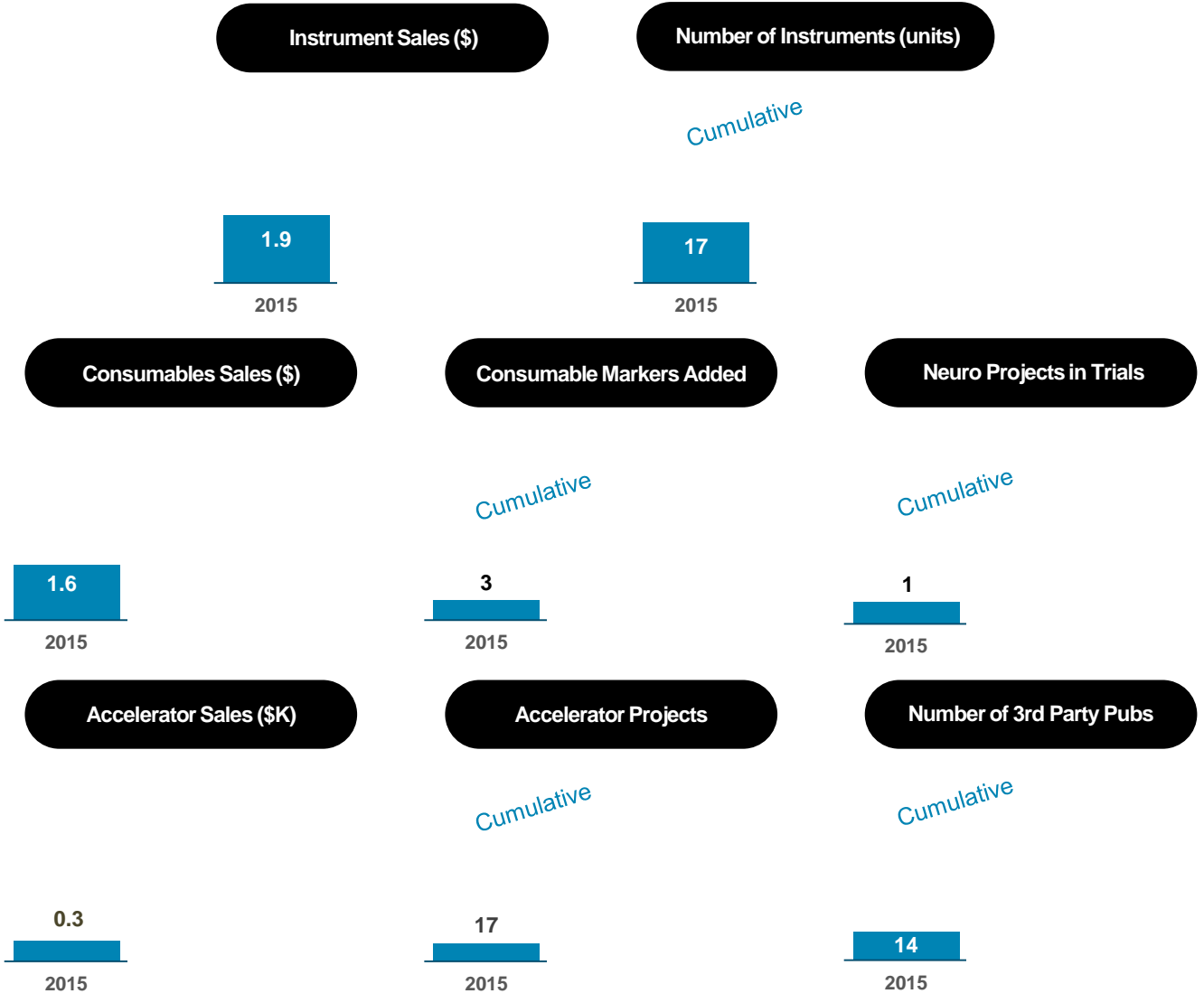
Multiple sclerosis
Alzheimer's Disease
Guillain-Barre syndrome
Frontotemporal Dementia
Amyotrophic Lateral Sclerosis (ALS)
Delirium
Stroke
Traumatic brain injury
Concussion
Chronic Traumatic Encephalopathy (CTE)
Parkinson's disease
Creutzfeldt-Jakob (prion) disease
Huntington's disease
Brain hypoxia
Subarachnoid hemorrhage

Digital biomarkers impacting all areas of brain health:

Tau
P-Tau
Amyloid β 40
Amyloid β 42
Nf-L
BDNF
GFAP
UCH-L1
NSE
TNFa
aSynuclein
TDP43
Inflammatory Cytokines
Multiplex combinations



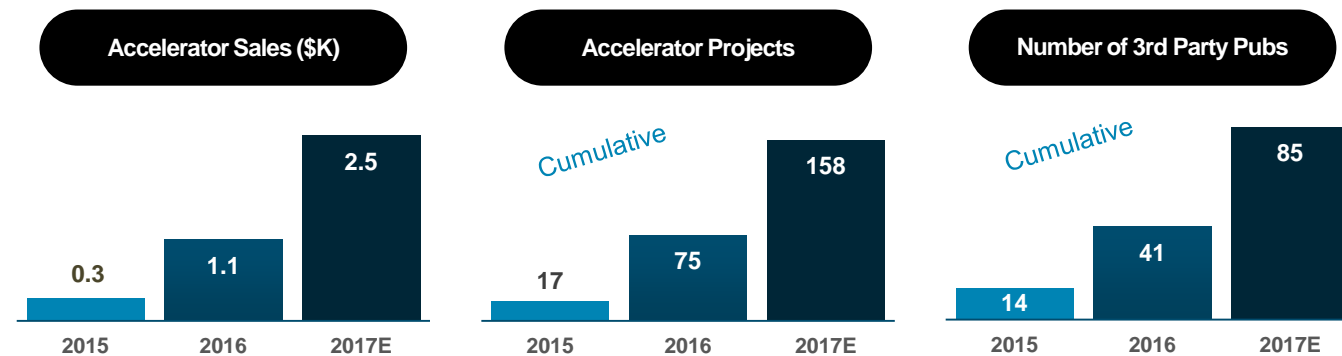
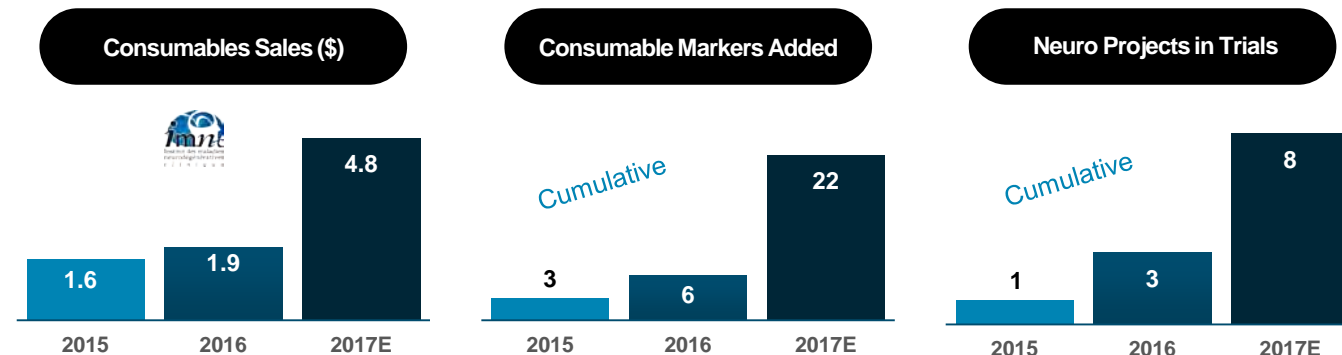
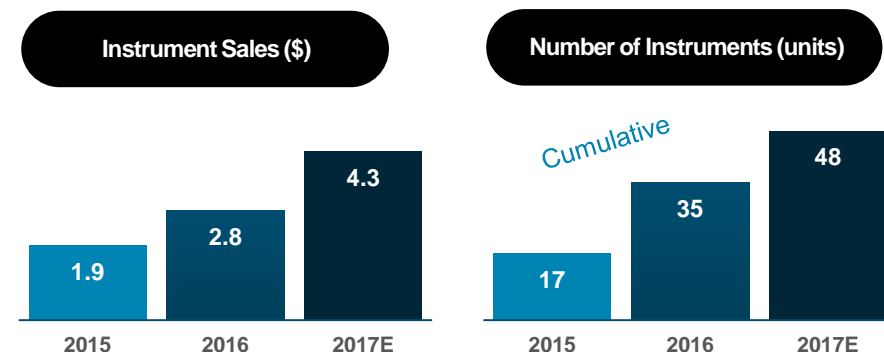
Neurology Customers



Neurology Customers

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PIPELINE (inc. installed base)



Note: 2017 figures are estimates



*“40% lower cost, 60% more accessible,
and live 8 years longer productive lives.”*

Kevin Hrusovsky

Founder & Chair, Powering Precision Health Summit

Revolutionary opportunities to detect earlier
and improve treatment of:

- Pancreatic Cancer
- Breast Cancer
- Prostate Cancer
- Lung Cancer
- Alzheimer's
- CTE
- Concussions
- Diabetes
- Multiple Sclerosis
- Parkinson
- HIV
- C-Difficile

***6,500 Peer-Reviewed
Publications***

606

attendees

54

luminary speakers

18

corporate sponsors

Speakers from:

Harvard Medical, MD Anderson Cancer
Center, Merck, Eli Lilly, NYU, UPenn, NIH,
DanaFarber, Yale Medical, Biogen, Cedars
Sinai, Myriad RBM, Boston Univ.

**Massachusetts Governor
Issues Proclamation for
Precision Health
Awareness Week**

12

PPH news
articles

402

tweets
about PPH

154

live streams
on Periscope

133,000,000

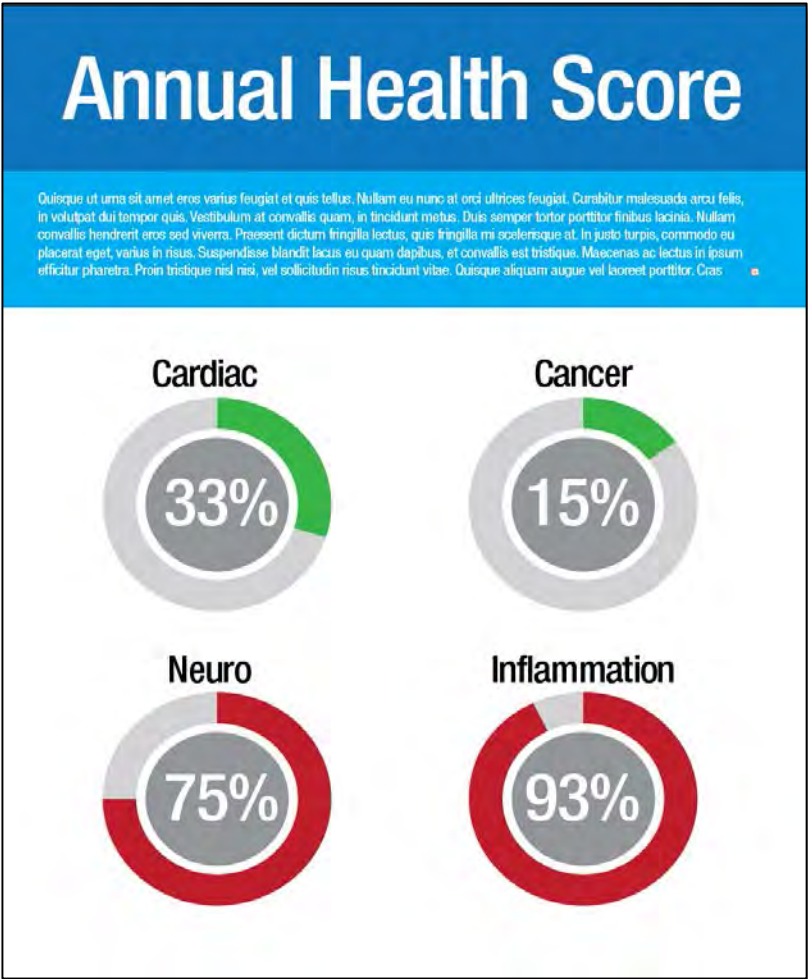
social media
impressions

Poised to Disrupt Healthcare and Create Significant Value



1. \$30bn subject to receipt of regulatory approvals or clearances, which the company has not applied for to date.

Empowering Personal Health Management Paradigm



* Subject to any required regulatory approvals and clearances, which the company has not applied for to date