UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d) of the
Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): **June 25, 2024**

QUANTUM-SI INCORPORATED

(Exact name of registrant as specified in its charter)

Delaware	**001-39486**	**85-1388175**
(State or other jurisdiction of incorporation)	(Commission File Number)	(IRS Employer Identification No.)

29 Business Park Drive **Branford, CT**	**06405**
(Address of principal executive offices)	(Zip Code)

Registrant's telephone number, including area code: **(866) 688-7374**

N/A
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	**Trading Symbol(s)**	**Name of each exchange on which registered**
Class A common stock, par value $0.0001 per share	QSI	The Nasdaq Stock Market LLC
Redeemable warrants, each whole warrant exercisable for one share of Class A common stock, each at an exercise price of $11.50 per share	QSIAW	The Nasdaq Stock Market LLC

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company ☐

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

Item 7.01 Regulation FD Disclosure.

From time to time, Quantum-Si Incorporated (the "Company") presents and/or distributes slides and presentations to the investment community to provide updates and summaries of its business. On June 25, 2024, the Company posted its updated corporate presentation to the Company's website. The presentation slides are available on the "Investors" section of the Company's website at https://ir.quantum-si.com. This presentation is also furnished as Exhibit 99.1 to this Current Report on Form 8-K.

The information in this Item 7.01, including Exhibit 99.1, is being furnished and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that Section, nor shall it be deemed incorporated by reference into any registration statement or other filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such filing. The furnishing of the information in this Item 7.01 and Exhibit 99.1 is not intended to, and does not, constitute a determination or admission by the Company that the information in this report is material or complete, or that investors should consider this information before making an investment decision with respect to any security of the Company or any of its affiliates.

Item 9.01. Financial Statements and Exhibits.

(d) Exhibits.

Exhibit No.	Description
99.1	Corporate Presentation of Quantum-Si Incorporated dated June 25, 2024.
104	Cover Page Interactive Data File (embedded within the Inline XBRL document).

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

QUANTUM-SI INCORPORATED

By: /s/ Jeffry Keyes
Name: Jeffry Keyes
Title: Chief Financial Officer

Date: June 25, 2024

QUANTUM SI

Corporate Presentation

Disclaimer and Other Information

Forward Looking Statements

This presentation includes "forward-looking statements" within the meaning of the "safe harbor" provisions of the United States Private Securities Litigation Reform Act of 1995. The actual results of Quantum-Si Incorporated (the "Company") may differ from its expectations, estimates, and projections and, consequently, you should not rely on these forward-looking statements as predictions of future events. Words such as "expect," "estimate," "project," "budget," "forecast," "anticipate," "intend," "plan," "may," "will," "could," "should," "believes," "predicts," "potential," "continue," and similar expressions (or the negative versions of such words or expressions) are intended to identify such forward-looking statements. These forward-looking statements include, without limitation, the Company's expectations with respect to future performance and development and commercialization of products and services, its anticipated cash runway and its financial guidance for the full year 2024. These forward-looking statements involve significant risks and uncertainties that could cause the actual results to differ materially from those discussed in the forward-looking statements. Most of these factors are outside the Company's control and are difficult to predict. Factors that may cause such differences include, but are not limited to: the inability to maintain the listing of the Company's Class A common stock on The Nasdaq Stock Market; the ability of the Company to grow and manage growth profitably and retain its key employees; the Company's ongoing leadership transitions; changes in applicable laws or regulations; the ability of the Company to raise financing in the future; the success, cost and timing of the Company's product development and commercialization activities; the commercialization and adoption of the Company's existing products and the success of any product the Company may offer in the future; the potential attributes and benefits of the Company's commercialized Platinum® protein sequencing instrument and kits and the Company's other products once commercialized; the Company's ability to obtain and maintain regulatory approval for its products, and any related restrictions and limitations of any approved product; the Company's ability to identify, in-license or acquire additional technology; the Company's ability to maintain its existing lease, license, manufacture and supply agreements; the Company's ability to compete with other companies currently marketing or engaged in the development or commercialization of products and services that serve customers engaged in proteomic analysis, many of which have greater financial and marketing resources than the Company; the size and growth potential of the markets for the Company's products and services, and its ability to serve those markets once commercialized, either alone or in partnership with others; the Company's estimates regarding future expenses, future revenue, capital requirements and needs for additional financing; the Company's financial performance; and other risks and uncertainties described under "Risk Factors" in the Company's most recent Annual Report on Form 10-K, and in the Company's other filings with the SEC. The Company cautions that the foregoing list of factors is not exclusive. The Company cautions readers not to place undue reliance upon any forward-looking statements, which speak only as of the date made. The Company does not undertake or accept any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements to reflect any change in its expectations or any change in events, conditions, or circumstances on which any such statement is based.

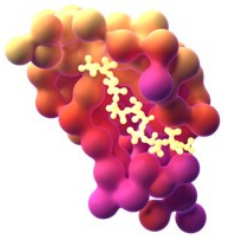
Non-GAAP Financial Measures

This presentation includes certain non-GAAP financial measures including "adjusted total operating expenses". Please see Exhibit 99.2 to the Company's Current Report on Form 8-K filed with the SEC on May 9, 2024 for further discussion of the Company's use of non-GAAP financial measures.

Quantum-Si: The Protein Sequencing Company™

- Founded in 2013; NASDAQ (QSI) since June 2021
- Experienced team from life sciences leaders including Illumina, PacBio and Ion Torrent
- Launched the world's first, next-generation protein sequencing system, Platinum® in December 2022
- Over 1,000 owned and licensed patents and applications issued and pending
- Strong financial position - cash runway expected into 2026

The World's First, Next-Generation Protein Sequencer



Unmatched Accessibility

- List Price <$100K
- Automated data analysis
- Addresses gaps in existing genomics and proteomics research workflows

Proprietary Technology

- Kinetic signatures enable single amino acid resolution
- Single-molecule sensitivity
- Extensible beyond protein sequencing

Deeper Insights

- Protein variants
- Post translational modifications
- Unbiased protein identification

Company Key Updates

2023 Highlights

- Launched Platinum® in Dec 2022
- Successfully executed controlled launch generating $1.1M in revenue
- Built a world class leadership team
- Transformed organization from research into commercial phase
- Enhanced Board of Directors with three new independent directors
- Lowered Adjusted OpEx Y/Y

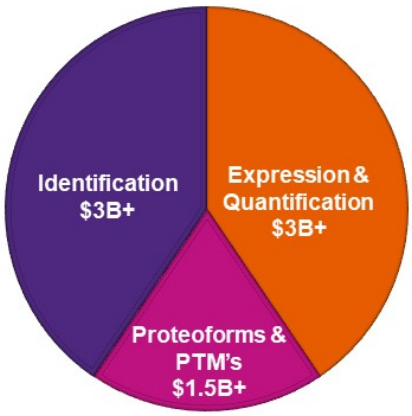
2024 Guidance

- Launched V2 Kit in 1Q24
- Full Commercial Launch initiated at end of Q1 2024
- Appointed independent Chairman of BOD
- Version 3 Kit targeting 3Q24
- Full Year Revenue: $3.7M - $4.2M
- Adjusted OpEx: $103M or less
- Cash Usage: $100M or less
- Cash Runway expected into 2026

Proteomics Is A Large And Growing Market Opportunity

$75B+ Proteomics Market[1]

$8B+ Initial Target Market[2]



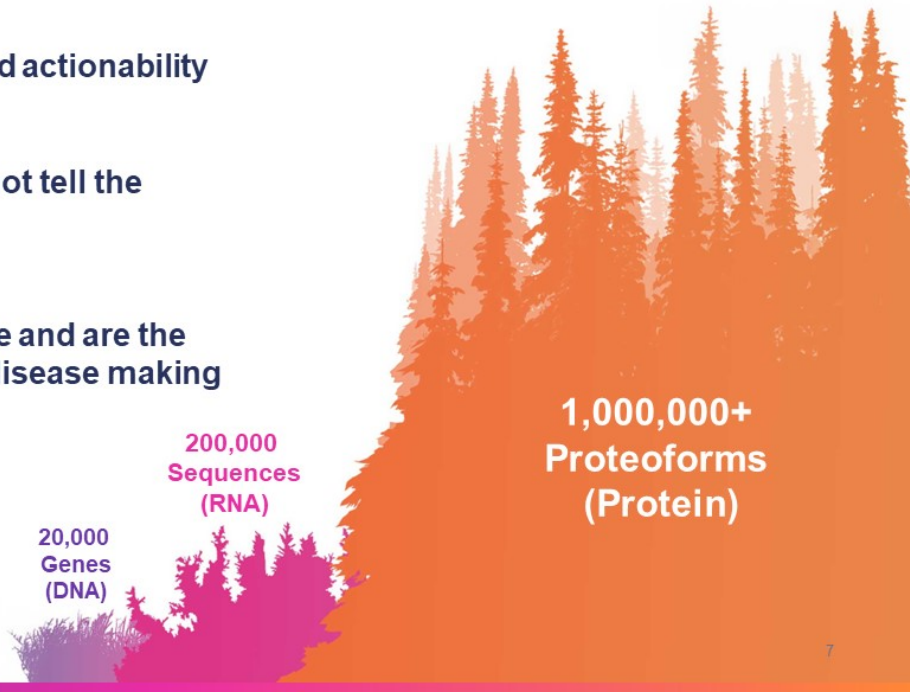
1. SVB Leerink Research, "Proteomics: The Next Frontier in Life Science Tools and Diagnostics", September 28, 2021
2. DeciBio Consulting Evaluation, June 2020

Proteins Are More Complex And Actionable Than DNA or RNA

DNA is the blueprint but has limited actionability

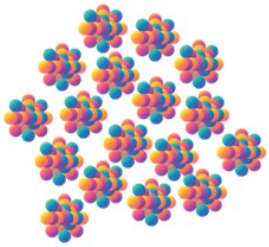
RNA is more actionable but does not tell the complete story

Proteins are extraordinarily diverse and are the real time indicators of health and disease making them the most actionable



Core Areas Of Proteomics Research Today

Population Screening



- Samples: 100's-1000's per study
- Proteins: 1000's per sample
- Resolution: Protein

Mass Spec

HT Affinity Assays

Western Blots & ELISA

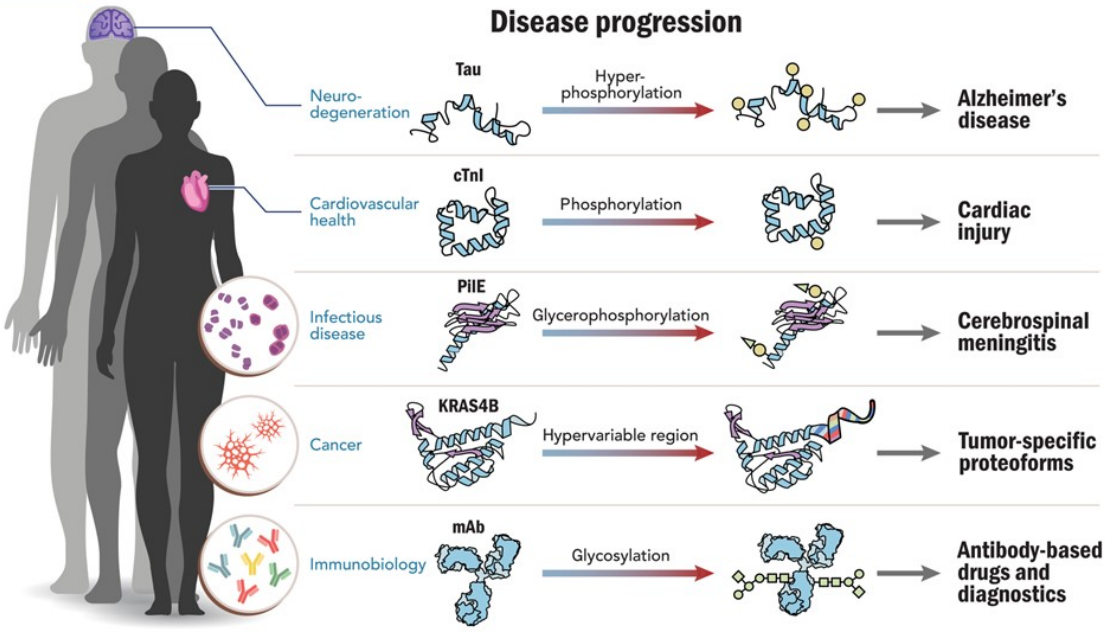
Deep Characterization

- Samples: 10's-100's per study
- Proteins: <50 per sample
- Resolution: Amino acid; Single-molecule

Edman Degradation

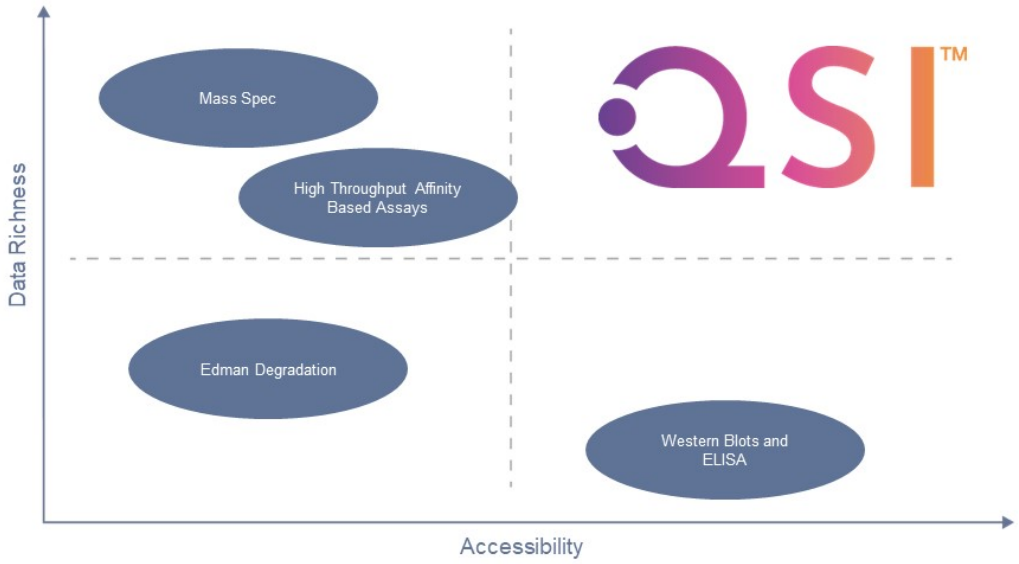
QSI™

Disease Progression Goes Beyond The Protein Level



Human Proteoform Project https://www.science.org/doi/10.1126/sciadv.abk0734

Deeper Insights With Unprecedented Accessibility



The Quantum-Si Solution

1 Prepare

Library Preparation and Sequencing Kits contain everything you need to digest and functionalize proteins and sequence them on our proprietary semiconductor chip

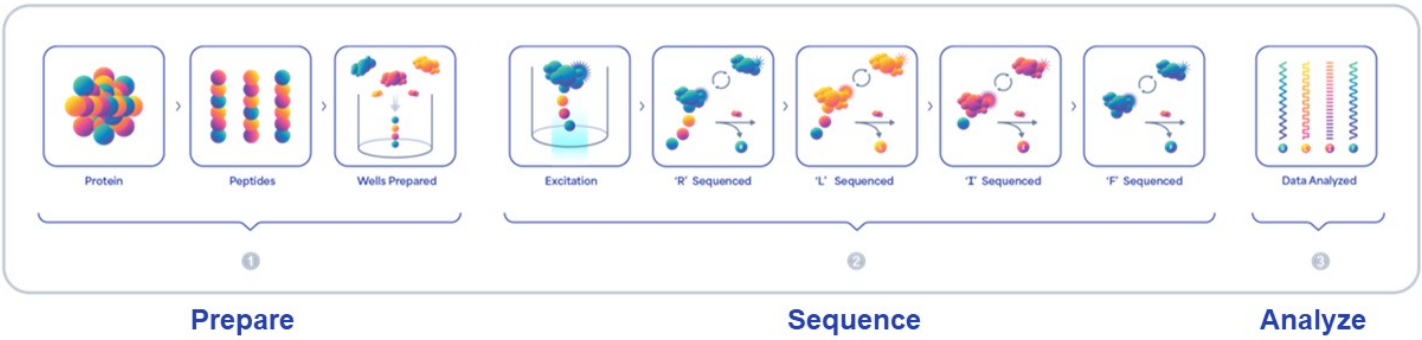
2 Sequence

Platinum® sequences individual peptides and provides amino acid level resolution

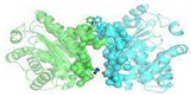
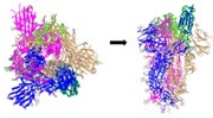
3 Analyze

Our analysis software automatically delivers single-molecule level information about your proteins without the need for bioinformatics expertise

Sequence Proteins With Next-Generation Protein Sequencing



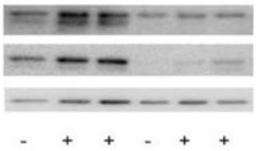
The Value of Deeper Insights With Next-Generation Protein Sequencing

	Protein Engineering	Antibody Characterization	Protein-Protein Interactions	Disease Relevance
Who	**Academics, Biopharma, Industry**	**Academics, Biopharma, Industry**	**Academics, Biopharma**	**Academics, Biopharma**
What	Engineering proteins for therapeutic, industrial or environmental purposes 	Antibody validation is necessary for research use and drug development 	Studying protein interactions for purposed of drug ID/characterization 	Studying variants of proteins and how that affect disease outcome 
Why	• Direct confirmation of which protein sequence correlates to desired function • Ensure protein performs poorly in required application	• Antibody sequence changes can alter performance and reproducibility of results • Having sequence specific information can shorten research and development times and reduce costs.	• 3D structure of proteins is based on the protein sequence and determines how proteins interact • Changes at the amino acid sequence level may alter the function or regulation of biological pathways	• Mutations or changes in amino acid sequence are usually spontaneous and not present in all cells • Understanding mutations associated with disease may provide more precise treatment options

Platinum® Complements And Enhances Current Proteomic and Genomic Workflows

Next-Gen Sequencing

Compliment genomic datasets with protein analysis and uncover direct protein to phenotype relationships

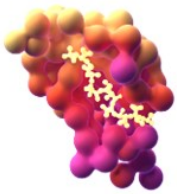


Immunoassays

Uncover more than antibodies can with accurate protein identification and amino acid resolution

Mass Spectrometry

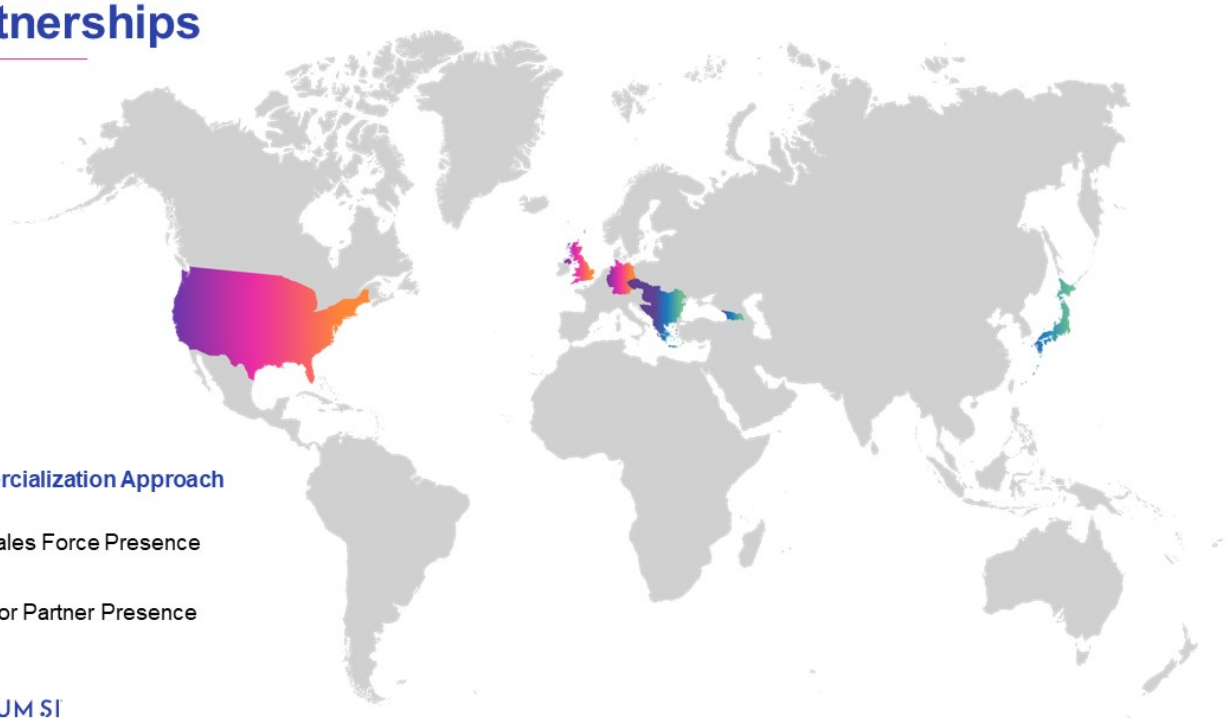
Identify proteins with ease and gain deeper insights with single molecule, amino acid level resolution



Insourcing Protein Analysis

Identify proteins and modifications with out the need for expensive equipment, infrastructure or expertise

Expanding Our Global Commercial Channels And Partnerships



2024 Commercialization Approach

- Direct Sales Force Presence
- Distributor Partner Presence

2024 Commercial Priorities

Execute on Full Commercial Launch

Expand team in direct markets; Grow the installed base; Drive consumable usage

Build Our Distribution Network

Engage with leading life science tools distributors in select regions – expand network upon proving out model

New Product Launches

Deploy the Version 2 kit to customers in 1Q; Launch Version 3 kit targeting 3Q24

Accelerate the Purchase Process

On-site demos allow customers to evaluate the technology in their own lab

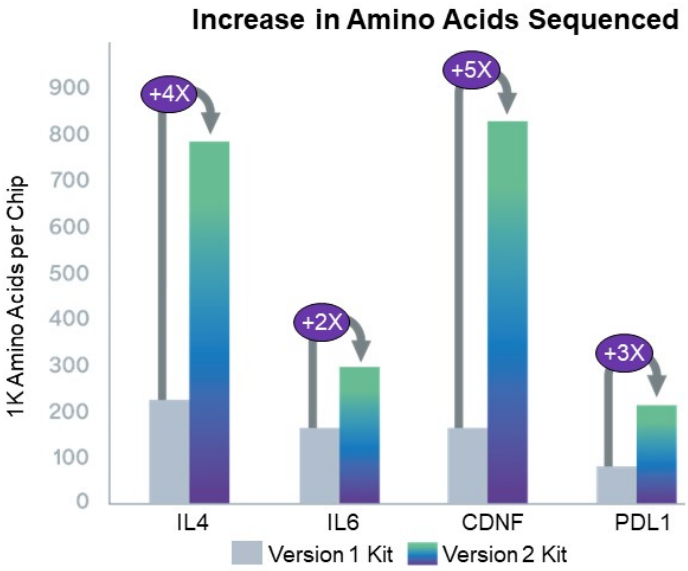
Drive Awareness Through Data

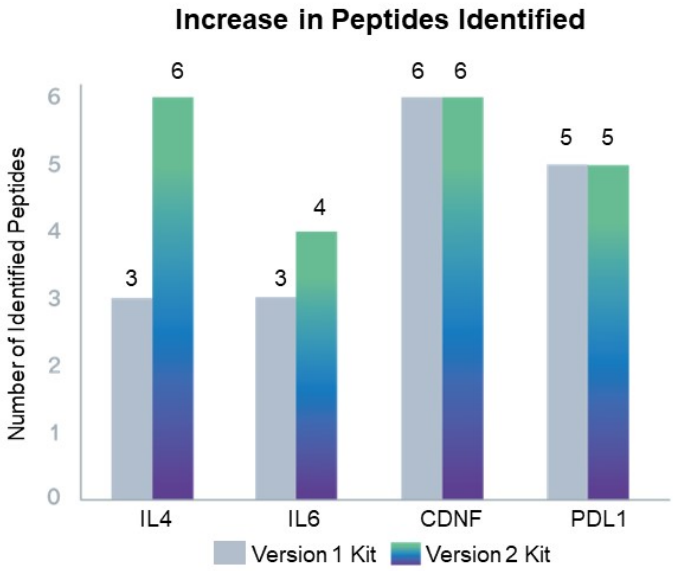
Posters/presentations at conferences, peer-review publications, webinars

Product Enhancements Delivered With The Version 2 Kit And New Software

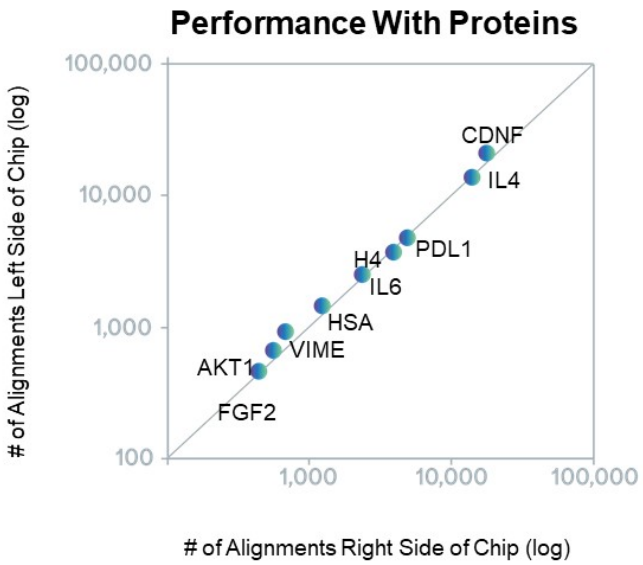
- Increased proteome coverage with an additional amino acid recognizer
- Increased output and improved reproducibility
- Confidently identify proteins with advanced analytical and inference tools
- Enhanced flexibility with various sample inputs

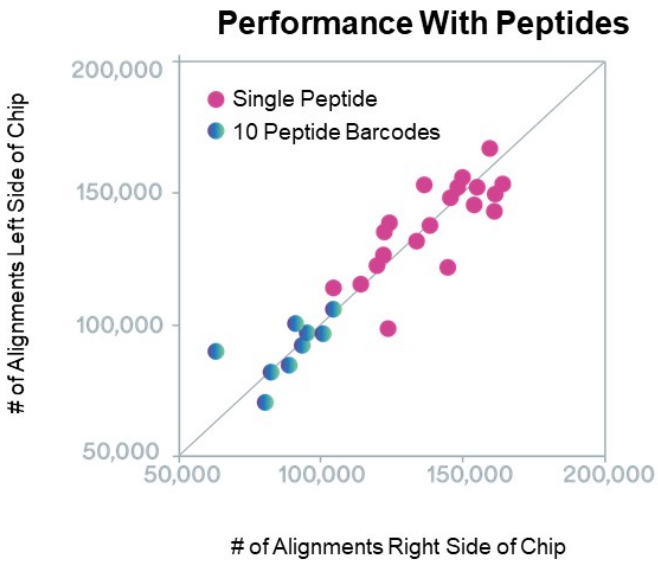
Significant Improvement In Product Performance Using The Version 2 Kit



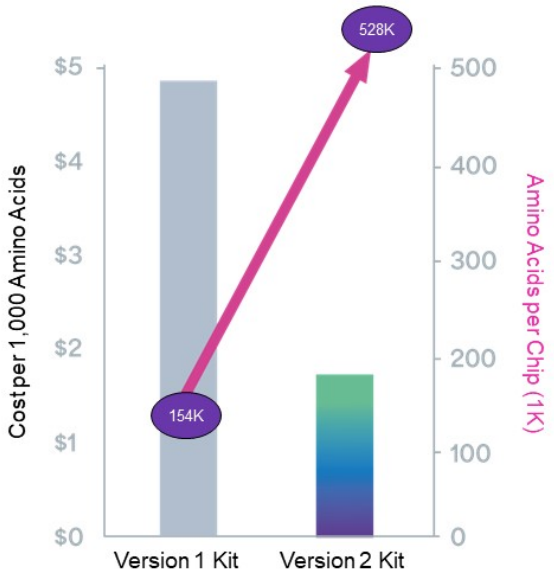


Version 2 Kit Demonstrates High Reproducibility Providing Customers More Flexibility In Study Design

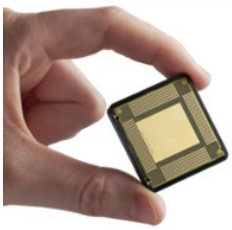




Version 2 Kit Delivers An Approximate 3-Fold Reduction In Cost Per 1,000 Amino Acids



Our Innovation Pipeline Is Accelerating



December 2022

- Platinum® introduced to the market

August 2023

- Completed R&D Re-alignment
- Announce V2 Kit targeting 1Q24 Launch

February 2024

- V2 Sequencing Kit Launched

4Q2023 Earnings Call Update

- Announced V3 Kit targeting 3Q24
- Full Commercial Launch initiated at end of 1Q24
- Innovation pipeline in library prep and instrumentation

3Q24E

- Estimated V3 Sequencing Kit Launch

2H24-2025

- Developing new innovations across library prep, sequencing, instruments and applications

2026+

- Innovation roadmap continues towards true de-novo sequencing

2024 Corporate Priorities

Accelerate commercial adoption

Full commercial launch; Direct and distribution model scale up; Revenue of $3.7M - $4.2M

Deliver on our innovation roadmap

V2 Kit Launched in February 24; V3 Kit Launch Targeting 3Q24; Innovation pipeline accelerating

Preserve financial strength

Guidance of Adjusted OpEx of $103M or less; Cash Usage of $100M or less

QUANTUM SI

Q&A