



Quantum-Si

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Quantum-Si: Today's Speakers



John Stark
Chief Executive Officer



Dr. Matthew Dyer
Chief Business Officer

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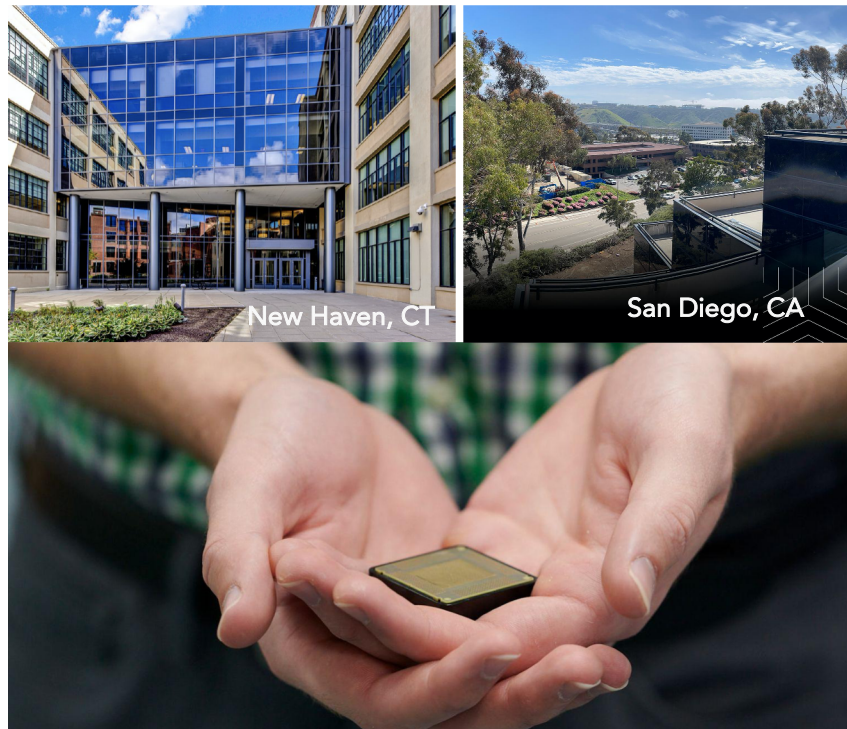
Quantum-Si

Company Overview: (Founded 2013)

- Publicly Traded on the NASDAQ (QSI) in June, 2021
- >\$500M cash (Q3 '21 earnings)
- >500 patents awarded/filed
- 180+ Employees with established sites in New Haven, CT and San Diego, California

2021 Commercial Progress:

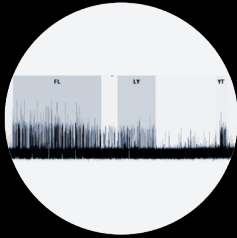
- Early Access systems shipped in 2021 to sequence proteins at amino acid resolution
- Expands the understanding from known proteins (10,000s) to quantification of proteoforms (1,000,000s)
- >\$50B TAM addressing customers in fundamental discovery, translational and biomarker development



Why is SEQUENCING the Proteome transformative?

Proteins represent the clinical end point and building blocks of life

Current State \$50B
"10,000 Known Proteins"



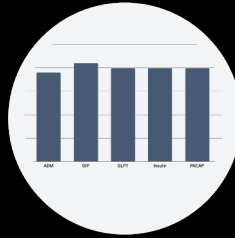
What is there?

CONFIRMATION (Relative)

90% OF APPROVED DRUGS TARGET A PROTEIN¹

¹ The Human Proteome Tissue Atlas – Druggable Proteome, 2015, The Human Protein Atlas Project

Sequencing (Market Expansion)
"1,000,000s of Proteoforms"



How much is there?

MEASUREMENT (Absolute)

85% OF PROTEOME UNDRUGGED²

² A Quest to Drug the Undruggable, June, Chemical & Engineering News, Volume 96, Issue 26, 2018



How has it been changed?

MONITOR

>100M IMMUNOASSAY TEST/YEAR³

³ "NPS Focus", Rainbow makers, Royal Society of Chemistry (RSC), 2003, retrieved 29 December 2012

The Next Generation Protein Sequencing Solution

Quantum-Si unique solution enables absolute quantification and resolution protein variation and structure

**END-TO-END
BENCHTOP SYSTEM**

Decentralization by enabling the scientific and clinical community

**TIME DOMAIN
SEQUENCING™**

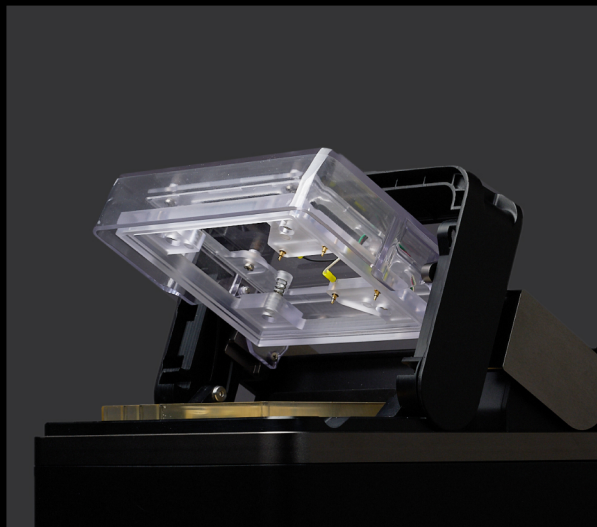
Novel sequencing method that provides interrogation at the amino acid level

**SINGLE MOLECULE
RESOLUTION**

Absolute (versus relative) measurement of unbiased biology providing novel insights into variant and structure modifications



End-to-End Protein Analysis Solution/System



Sample Prep

CARBON: \$20,000

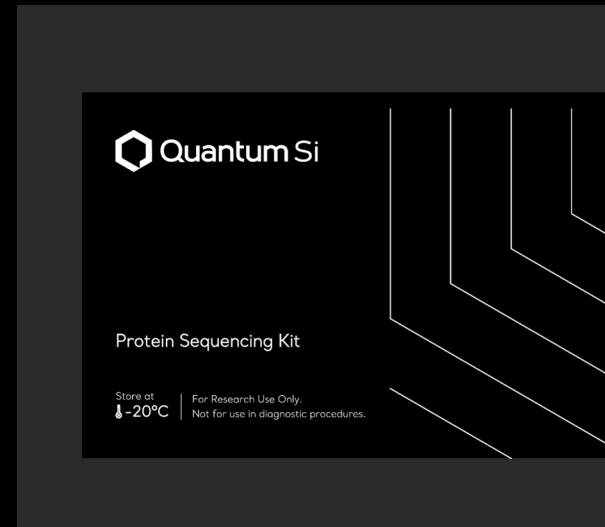
Universal sample preparation for both protein and DNA.



Sequencing and Cloud Analysis

PLATINUM: \$70,000

Scalable detection with single molecule sensitivity.



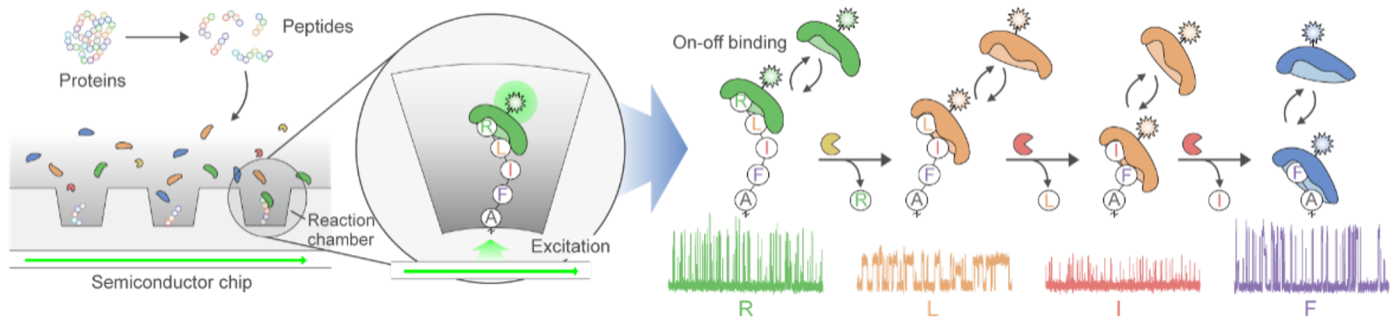
Kitted Reagents

Reagent Kit \$4,000

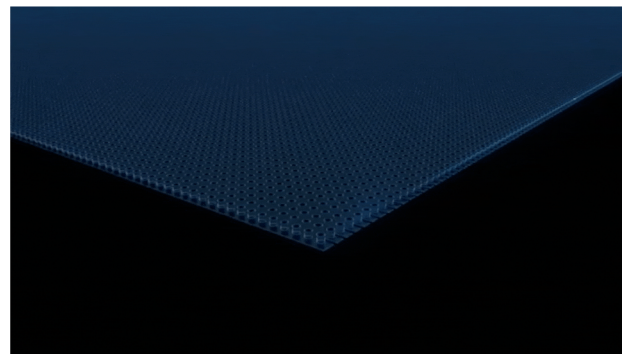
Protein sequencing for \$1,000 / reaction



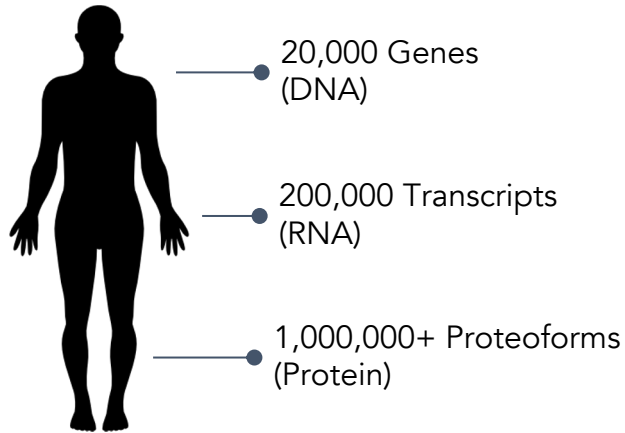
Time Domain Sequencing™ Enables Next Generation Protein Sequencing



Additional details are available in our
preprint on bioArxiv -
[https://www.biorxiv.org/content/10.1101/
2022.01.04.475002v2](https://www.biorxiv.org/content/10.1101/2022.01.04.475002v2)

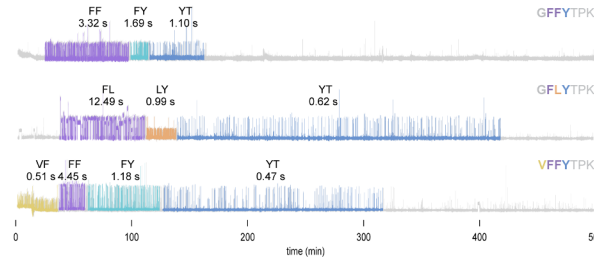


Moving Beyond Confirmation - Understanding Proteoforms

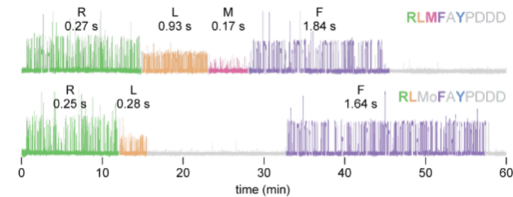


Proteins are the main structural and functional components of cells and they are extremely diverse

Sequencing provides an unbiased view of mutations and PTMs that can be missed by affinity-based methods



Single-molecule sequencing of wild-type insulin (GFFYTPK) and two variants (GFLYTPK and VFFYTPK) that are biomarkers for diabetes and differ by a single amino acid change.



Single-molecule binding kinetics enables the detection of post-translational modifications without the need to develop new affinity reagents (e.g. oxidation, phosphorylation)

Early Access on Track

Fundamental Research and Discovery



Core proteomics users focused on the discovery of proteoforms that impact cell behavior
(10,000's Users)

Biomarker Development



Clinical labs focused on the absolute measurement and discovery of clinically relevant targets and markers
e.g. PTMs
(1,000s of Labs)

Multi-Omics



Research and clinical sites leveraging combined genomic and proteomic analyses to improve system and cell understanding
(15,000+ Systems)

Open System Development



Application and technology development partners expanding system usage beyond protein sequencing e.g. barcoding, biophysics

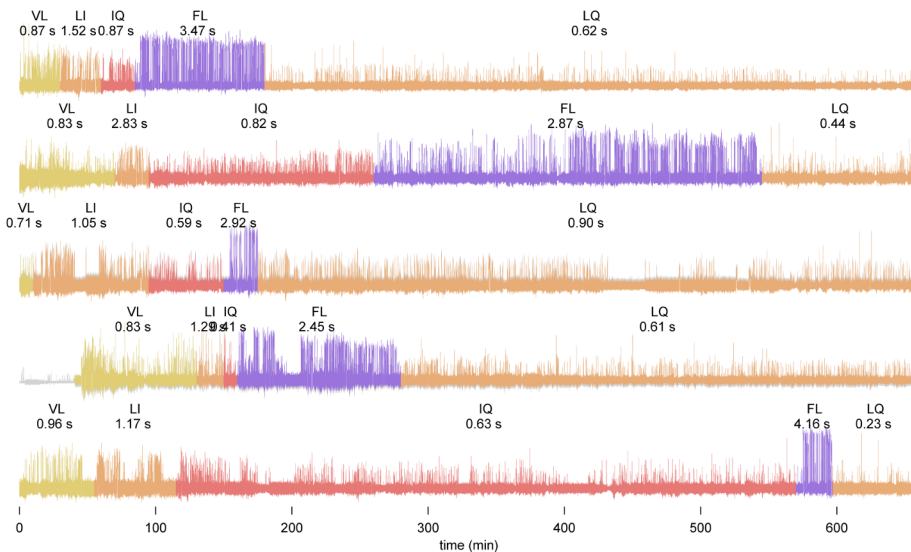
Current Platinum and Cloud System Placements

Studying Long COVID with Single Molecule Sensitivity

- 14,000+ patients registered for a study on long COVID with a growing pediatric population and an expansion soon into international markets
- Ongoing inflammation tied to the persistence of viral protein in the absence of intact viral RNA
- Early access platinum sequencer at incellDx used to sequence and confirm a key biomarker tied to long COVID severity from recent publication*
- Future plans include understanding how different COVID variants (e.g. Omicron) impact severity



*Patterson et al. (2021) Immune-Based Prediction of COVID-19 Severity and Chronicity Decoded Using Machine Learning. Frontiers in Immunology.



Example traces of a key biomarker confirmed on the Quantum-Si Platinum System.

Strategic Focus for 2022



2022 Outlook:

1. Expansion of Early Access into Full Commercial Launch
2. Drive Product Development and Application Pipelines
3. Establish Market Leadership in Single Molecule Protein Sequencing and Multi-Omic Analysis

Thank You