

QUANTUM SI™

---

# Corporate Presentation

April 2024



# 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 February 29, 2024 for further discussion of the Company's use of non-GAAP financial measures.

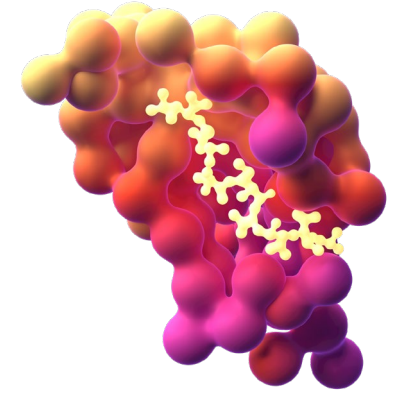
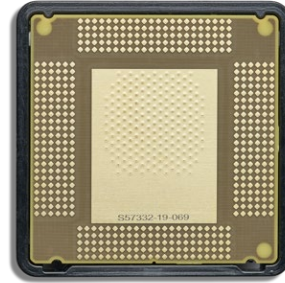
# Quantum-Si: The Protein Sequencing Company™

---

- Founded in 2013; NASDAQ (QSI) since June 2021
- Experienced team from life sciences leaders including Illumina, PacBio, and Ion Torrent
- Launched the world 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

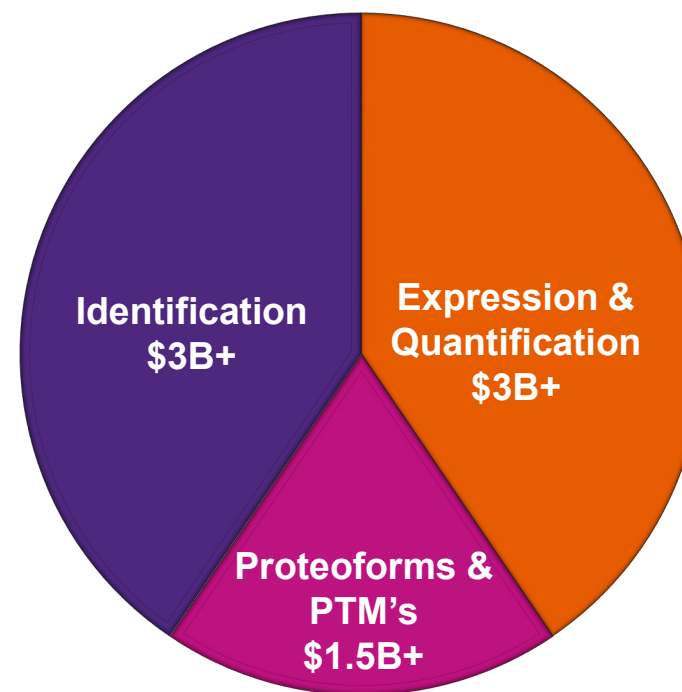
- ✓ Launched V2 Kit in 1Q24
- ✓ Full Commercial Launch initiated at end of Q1 2024
  - Version 3 Kit targeting 3Q24
  - Full Year Revenue: \$3.7M - \$4.2M
  - Adjusted OpEx: \$103M or less
  - Cash Usage: \$100M or less
  - Cash Runway expected into 2026

# Proteomics Is A Large And Growing Market Opportunity

**\$75B+ Proteomics Market<sup>1</sup>**



**\$8B+ Initial Target Market<sup>2</sup>**





# 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

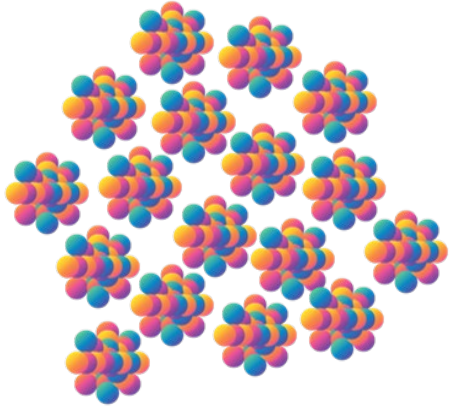
20,000  
Genes  
(DNA)

200,000  
Sequences  
(RNA)

1,000,000+  
Proteoforms  
(Protein)

# 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



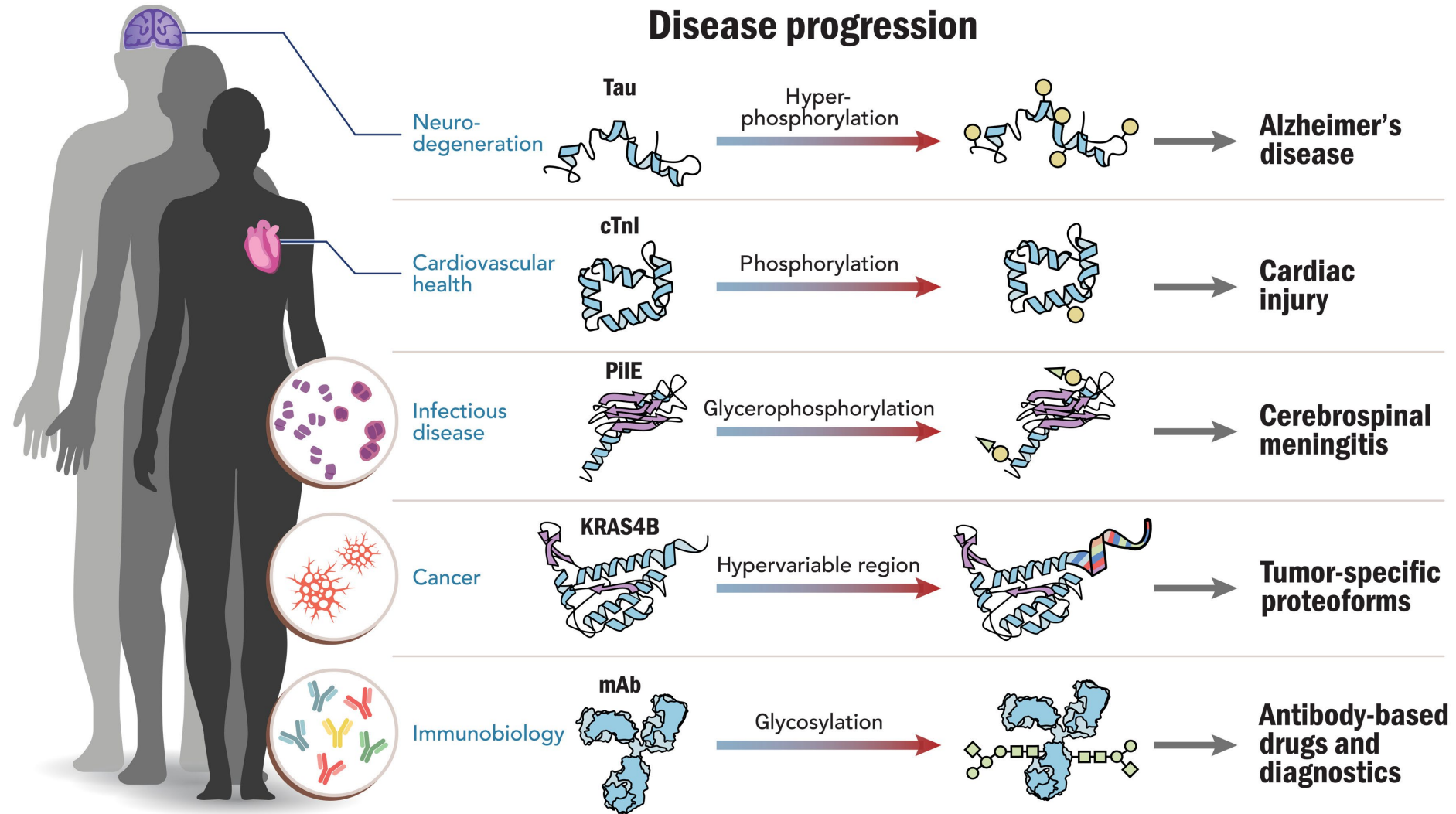
- Samples: 10's-100's per study
- Proteins: <50 per sample
- Resolution: Amino acid; Single-molecule

Edman  
Degradation

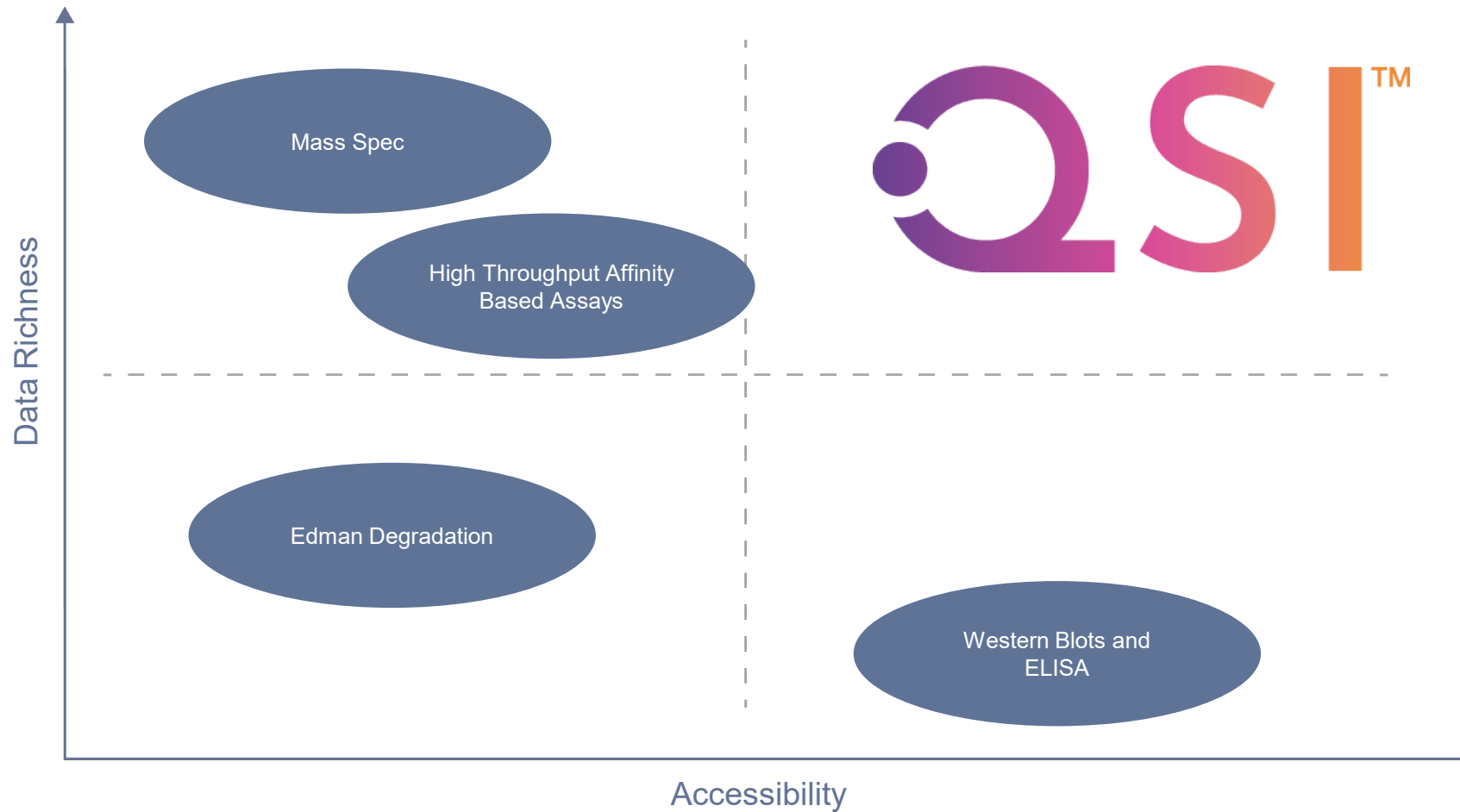




# Disease Progression Goes Beyond The Protein Level

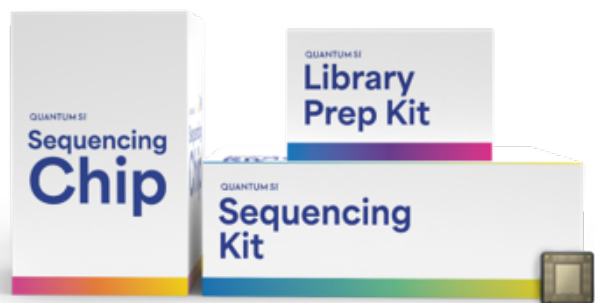


# Deeper Insights With Unprecedented Accessibility



# 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

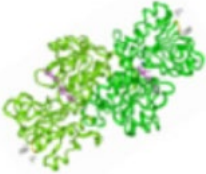
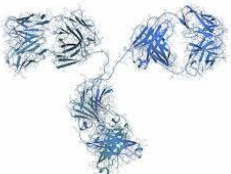
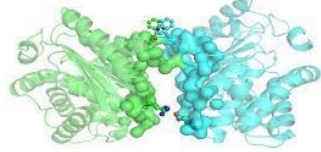
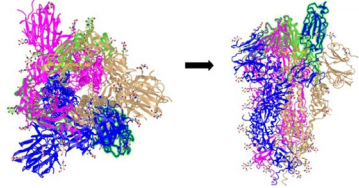
## 3 Analyze

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

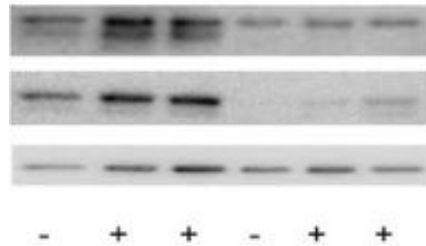
	Protein Engineering	Antibody Characterization	Protein-Protein Interactions	Disease Relevance
<i>Who</i>	Academics, Biopharma, Industry	Academics, Biopharma, Industry	Academics, Biopharma	Academics, Biopharma
<i>What</i>	<p>Engineering proteins for therapeutic, industrial or environmental purposes</p> 	<p>Antibody validation is necessary for research use and drug development</p> 	<p>Studying protein interactions for purposes of drug ID/characterization</p> 	<p>Studying variants of proteins and how that affect disease outcome</p> 
<i>Why</i>	<ul style="list-style-type: none"> <li>Direct confirmation of which protein sequence correlates to desired function</li> <li>Ensure protein performs poorly in required application</li> </ul>	<ul style="list-style-type: none"> <li>Antibody sequence changes can alter performance and reproducibility of results</li> <li>Having sequence specific information can shorten research and development times and reduce costs.</li> </ul>	<ul style="list-style-type: none"> <li>3D structure of proteins is based on the protein sequence and determines how proteins interact</li> <li>Changes at the amino acid sequence level may alter the function or regulation of biological pathways</li> </ul>	<ul style="list-style-type: none"> <li>Mutations or changes in amino acid sequence are usually spontaneous and not present in all cells</li> <li>Understanding mutations associated with disease may provide more precise treatment options</li> </ul>

# 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



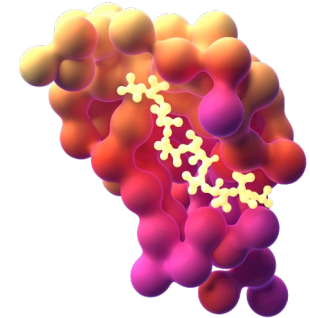
## Immunoassays

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

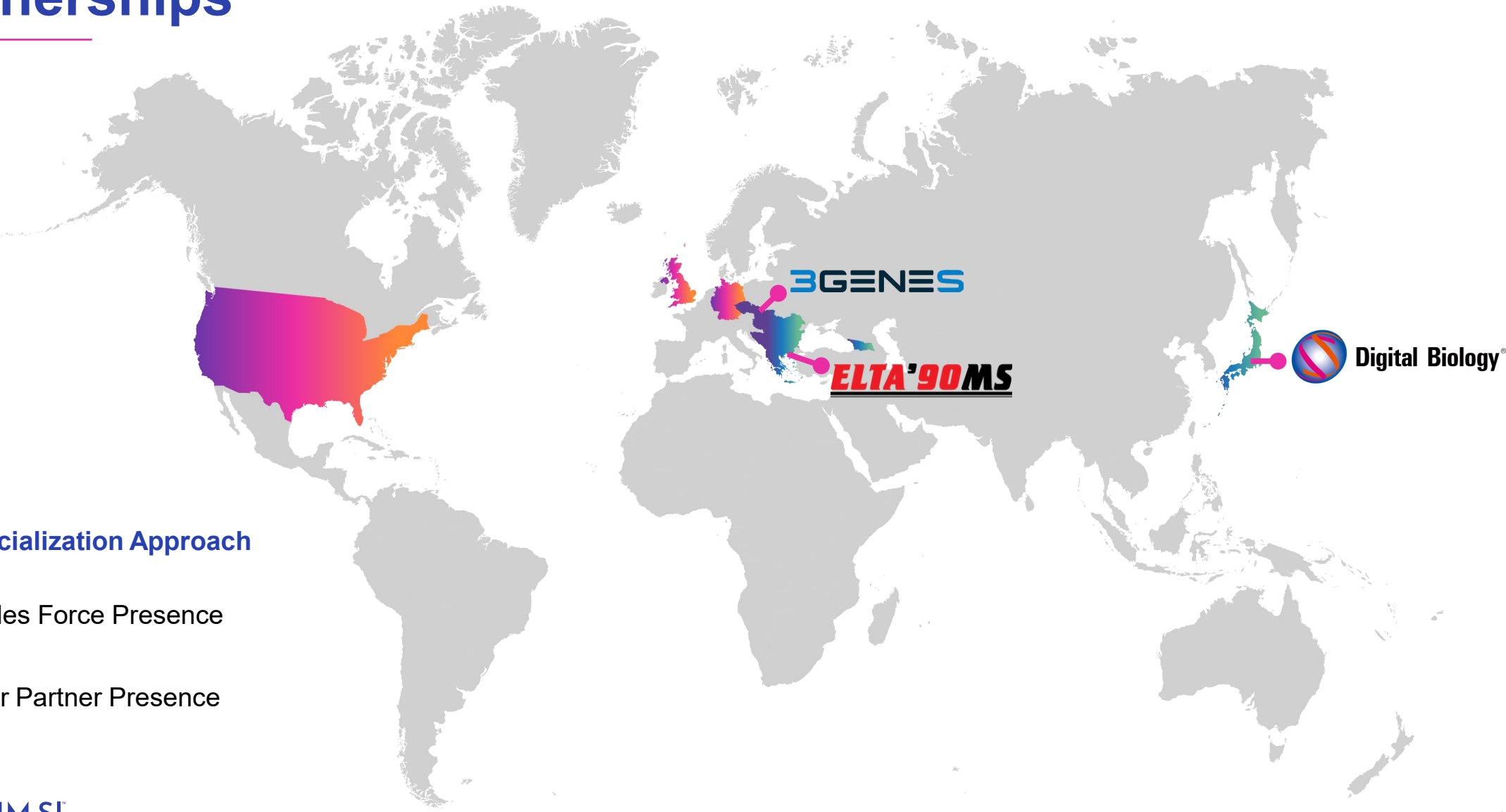


## Insourcing Protein Analysis



Identify proteins and modifications without 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

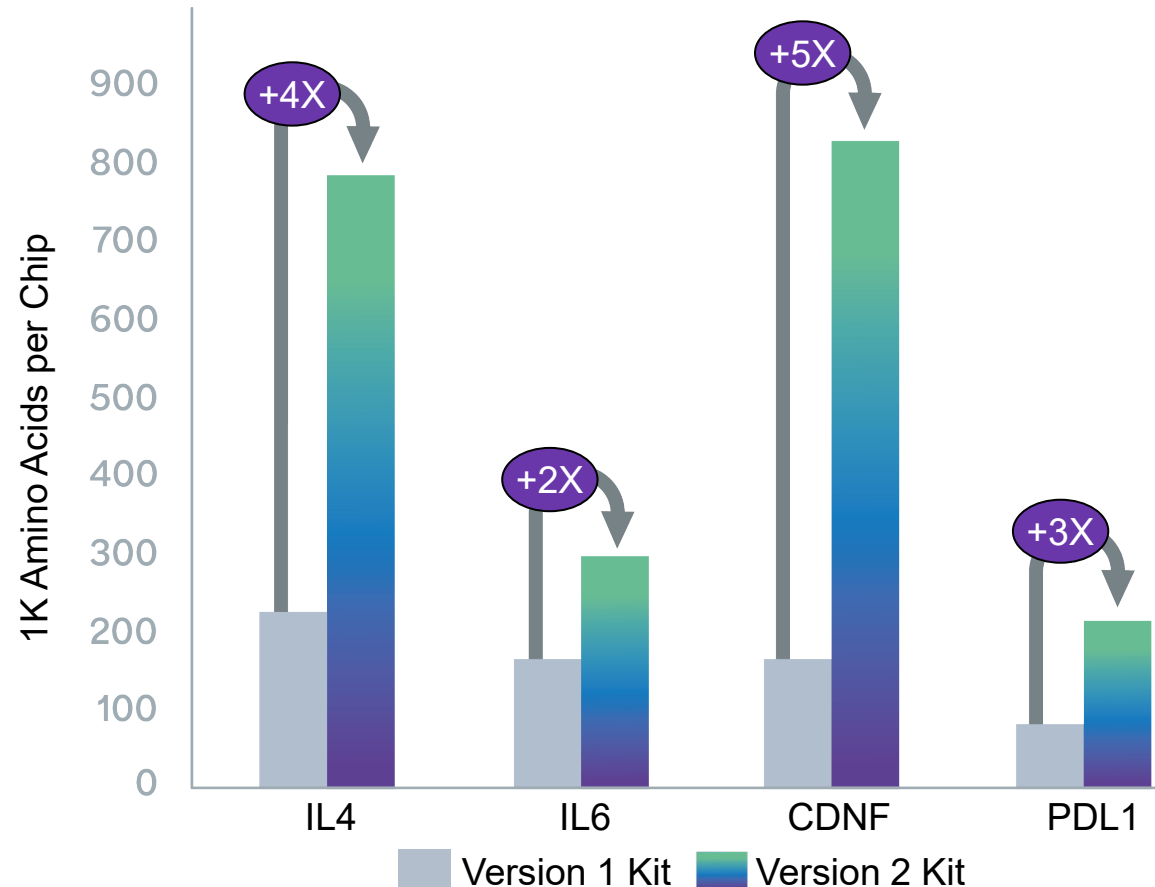
---

- 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

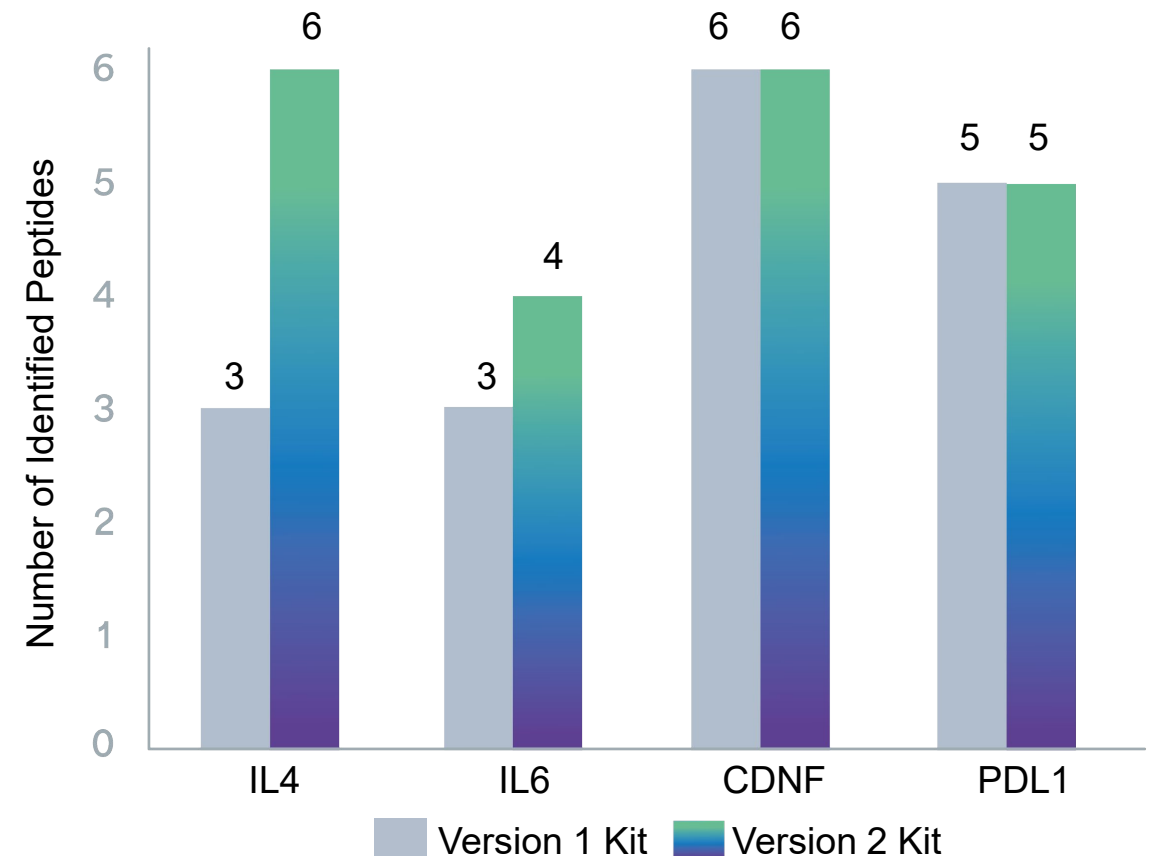


# Significant Improvement In Product Performance Using The Version 2 Kit

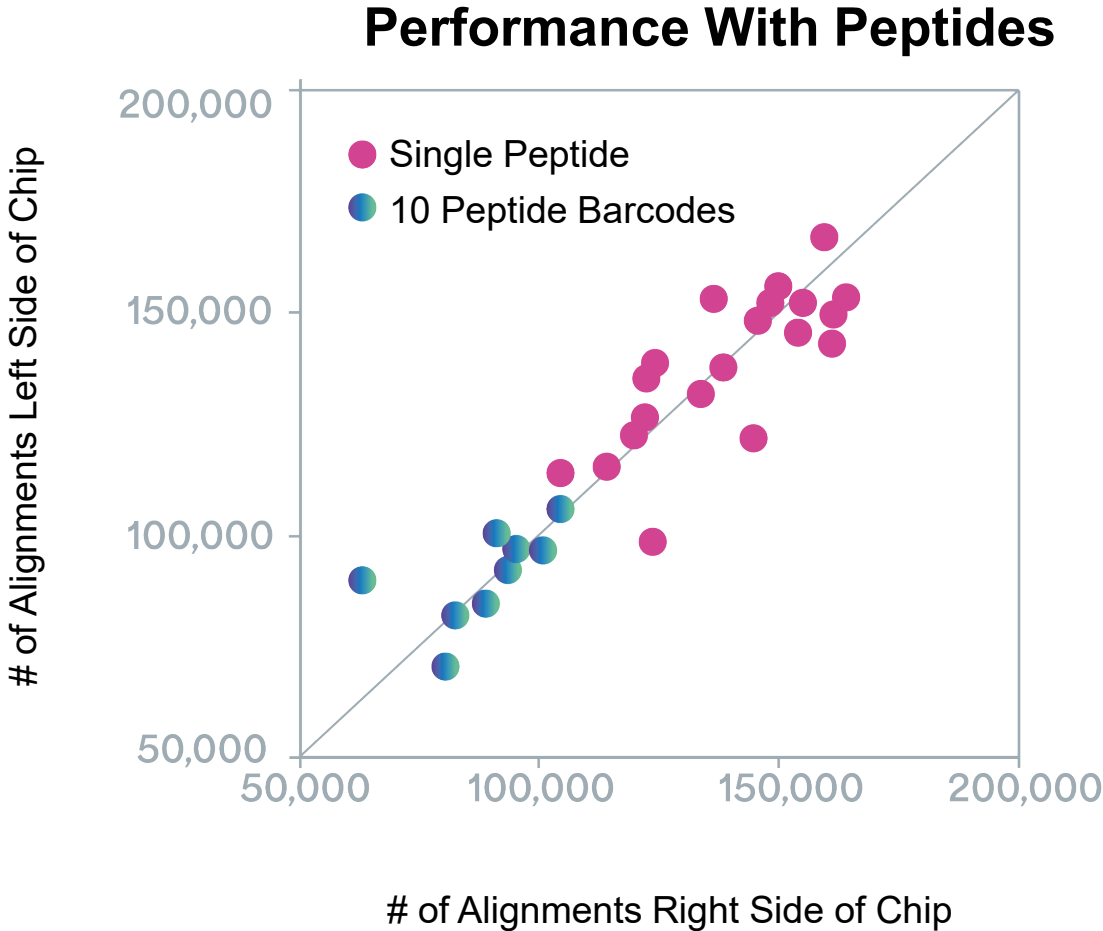
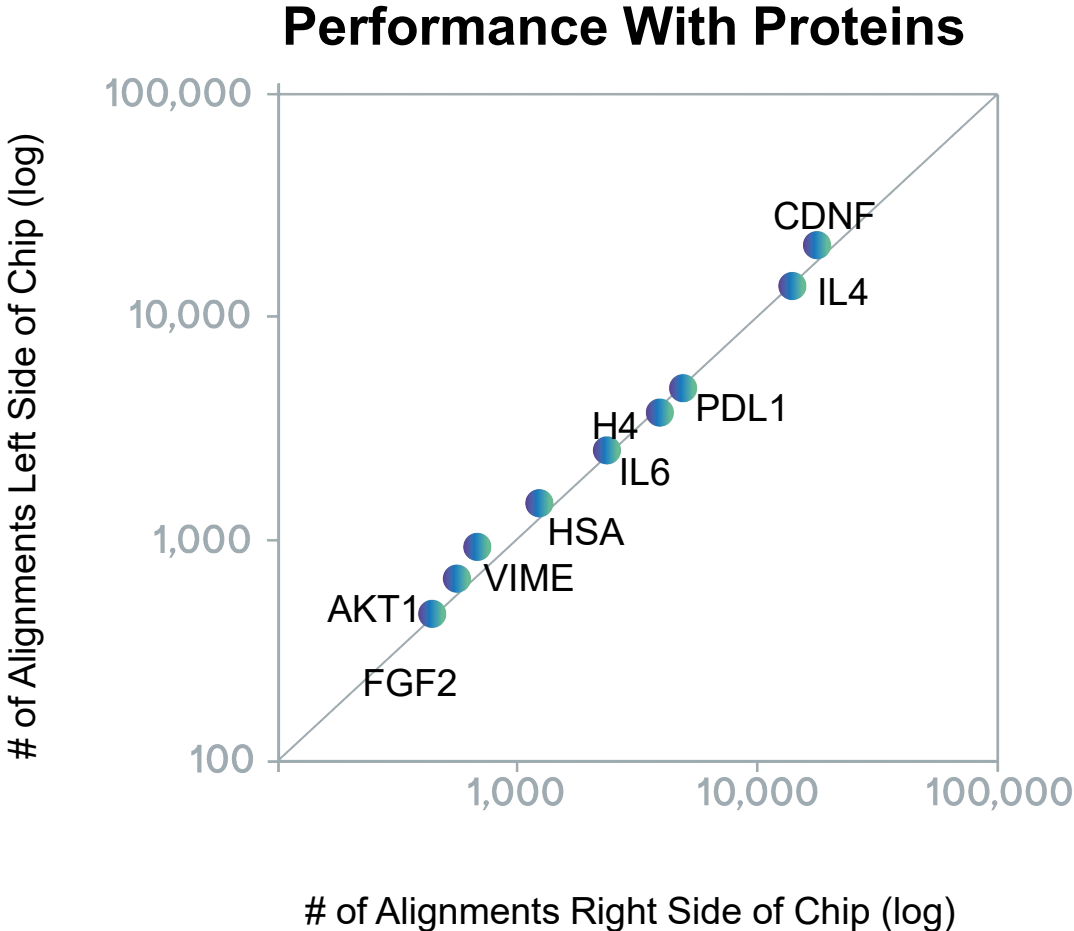
## Increase in Amino Acids Sequenced



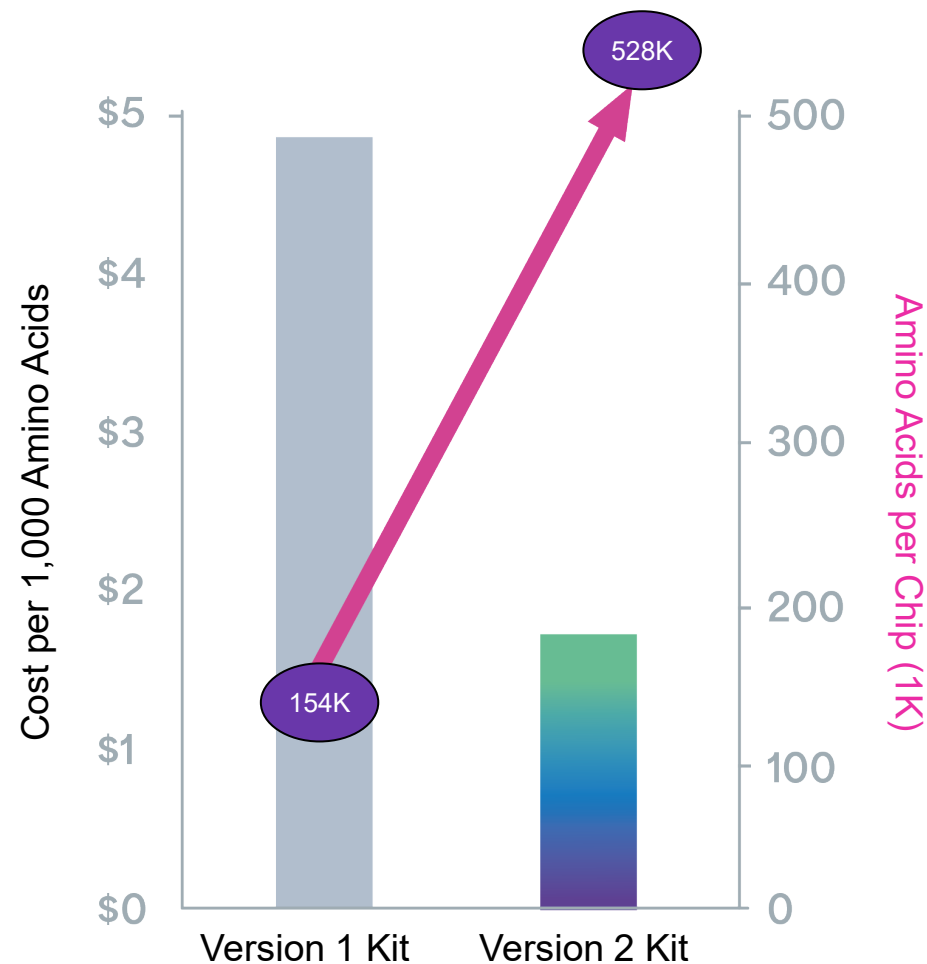
## Increase in Peptides Identified



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

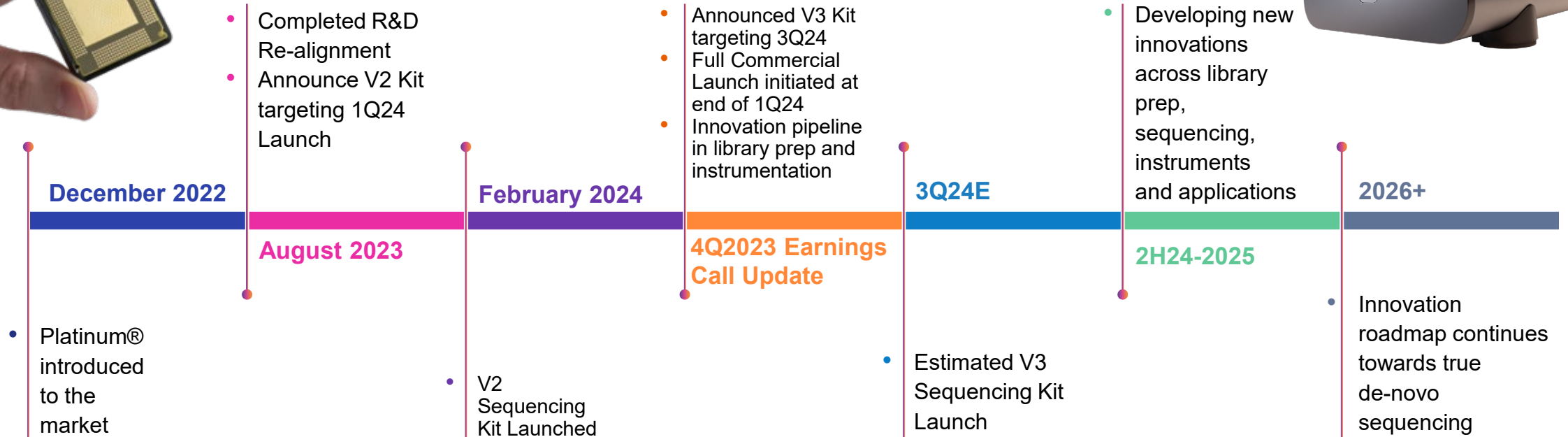
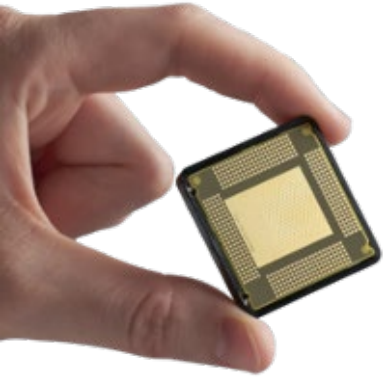


# Version 2 Kit Delivers An Approximate 3-Fold Reduction In Cost Per 1,000 Amino Acids





# Our Innovation Pipeline Is Accelerating



# 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

---

Q&A

