

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): August 12, 2024

QUANTUM-SI INCORPORATED

(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction of incorporation)

001-39486
(Commission File Number)

85-1388175
(IRS Employer Identification No.)

29 Business Park Drive
Branford, CT
(Address of principal executive offices)

06405
(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	QSIW	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 August 12, 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 August 12, 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/ Jeffrey Keyes
Name: Jeffrey Keyes
Title: Chief Financial Officer

Date: August 12, 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 August 7, 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 or pending
- Strong financial position — cash runway expected into 2026



The World's First Next-Generation Protein Sequencer™



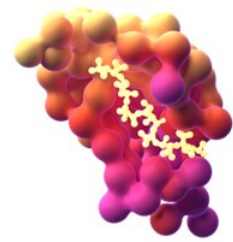
Unmatched Accessibility

- 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

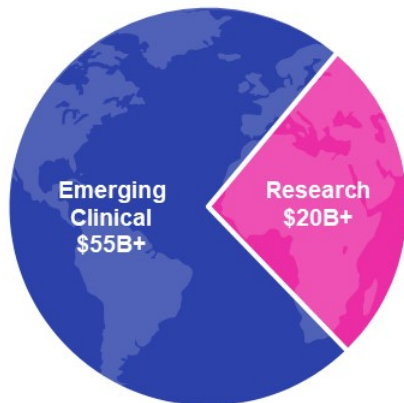
- ✓ Launched Platinum® in Dec 2022
- ✓ Successfully executed controlled launch, generating \$1.1M in revenue
- ✓ Built a world-class leadership team
- ✓ Transformed organization from research into commercial phase
- ✓ Enhanced Board of Directors with three new independent directors
- ✓ Lowered Adjusted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

2024 Guidance

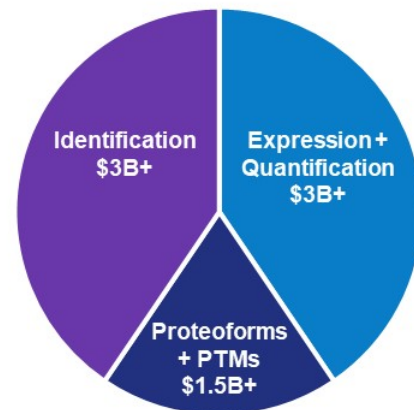
- ✓ Launched V2 sequencing kit in 1Q24
- ✓ Full Commercial Launch initiated 1Q24
- ✓ Appointed independent Chairman of BOD
- ✓ Launched V3 sequencing kit 3Q24
- New Library Prep and Barcoding Kit YE24
- Full Year Revenue: \$3.7M–4.2M
- Adjusted OpEx: \$103M or less
- Cash usage: \$100M or less

Proteomics Is A Large And Growing Market Opportunity

\$75B+ Proteomics Market¹



\$8B+ Initial Target Market²



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

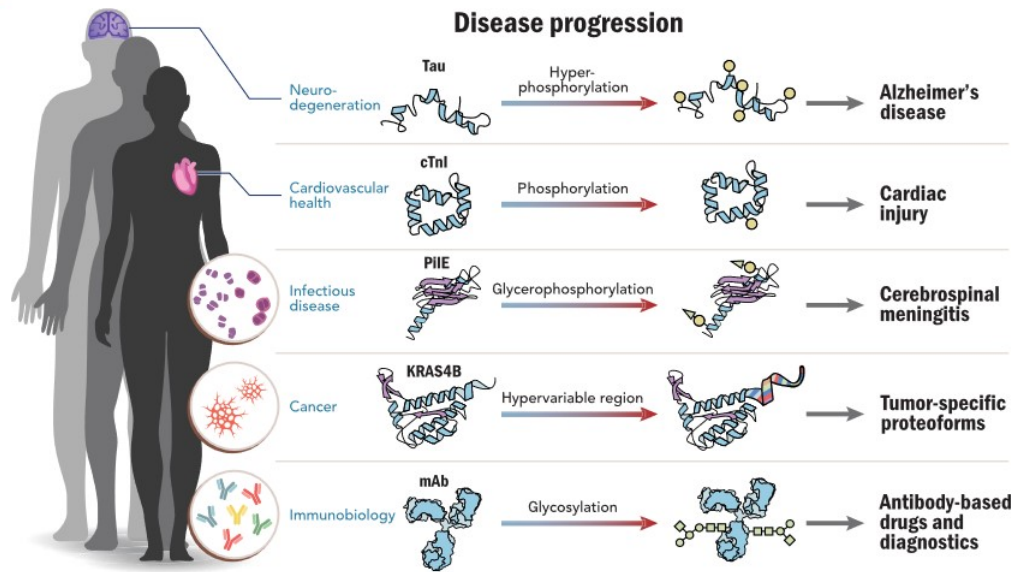
Proteins are extraordinarily diverse and are the real time indicators of health and disease, making them the most actionable

20,000
Genes
(DNA)

200,000
Sequences
(RNA)

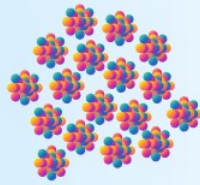
1,000,000+
Proteoforms
(Protein)

Disease Progression Goes Beyond The Protein Level



Core Areas Of Proteomics Research Today

Protein Level Screening



Samples: 100s–1,000s per study
Proteins: 1000s per sample
Resolution: Protein

Mass
Spec

HT
Affinity
Assays

Western
Blots +
ELISA

Focused and Deep Characterization



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

Edman
Degradation



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

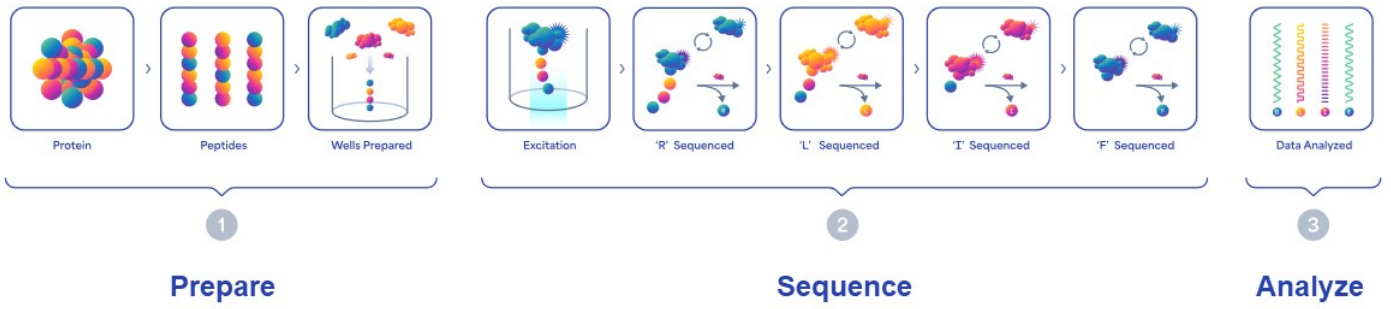
Platinum[®] sequences individual peptides and provides amino acid level resolution



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

Engineering proteins for therapeutic, industrial, or environmental purposes



Antibody Characterization

Antibody validation is necessary for research use and drug development



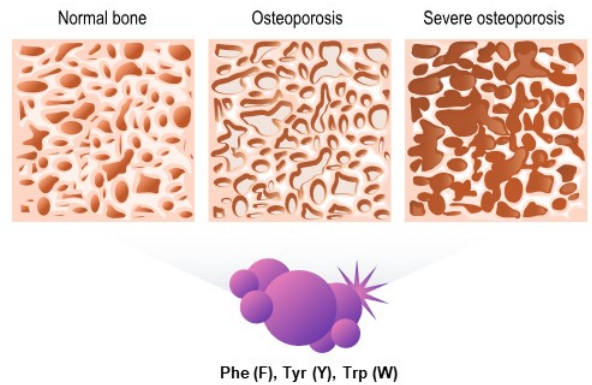
Drug Discovery

Studying and screening drug candidates for downstream proteomic outcomes

Differentiating Disease Relevant Proteoforms with Next-Generation Protein Sequencing

Dr. Gloria Sheynkman lab | Festival of Genomics, ASMS

- Different TPM2 isoforms affect bone mineral density, impacting muscle and skeletal function
- Difficult to distinguish on mass spectrometry
- Platinum was successfully able to differentiate TPM2 isoforms



Next-Generation Protein Sequencing is Complementary to Mass Spec in PTM Analysis

Dr. Neil Kelleher lab | ASMS

- **Pyroglutamate (pE)** is a disease-relevant PTM in neurological disease
- This PTM can also be produced by artifacts in Mass Spectrometry protocols, complicating analyses and producing false-negatives
- **Next-Generation Protein Sequencing** can accurately detect pE modified peptides following pE-aminopeptidase treatment

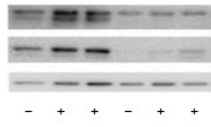


Platinum Complements And Enhances Current Proteomic and Genomic Workflows



Next-Gen Sequencing

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



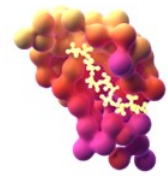
Immunoassays

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



Mass Spectrometry

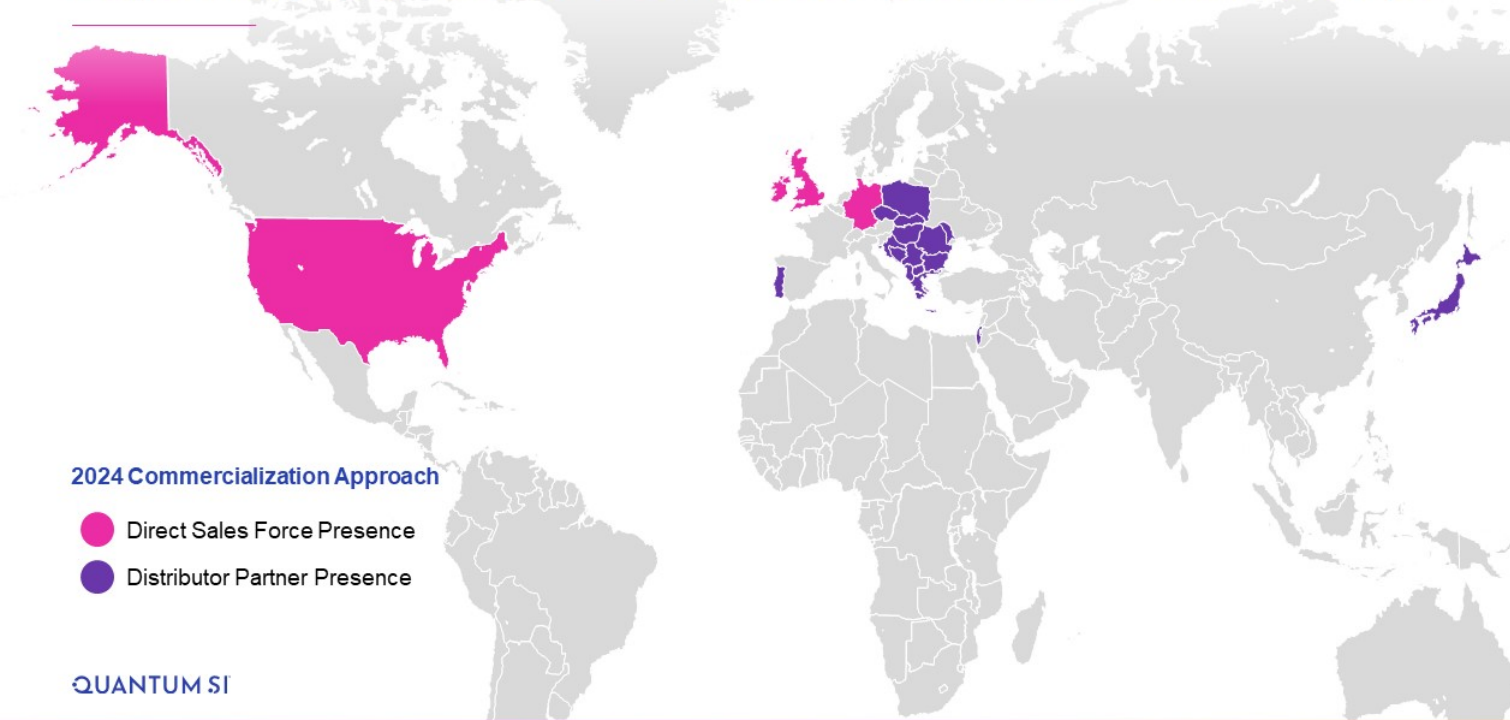
Identify proteins with ease and gain deeper insights with single-molecule amino acid level resolution



Insourcing Protein Analysis

Identify proteins and modifications without the need for expensive equipment, expertise, or infrastructure

Expanding Our Global Commercial Channels + Partnerships



QUANTUM SI

2024 Commercial Priorities

Execute on Full Commercial Launch

On-site demos to accelerate customer evaluation; Grow the installed base; Drive consumable usage

New Product Launches

Launched Version 2 kit to customers in February 2024; Launched Version 3 kit in August 2024



Expand Our Direct Team

Expand direct sales and service team in US and Western Europe

Build Our Distribution Network

Engage with leading life science tools distributors in select regions

Drive Awareness Through Data

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

Introducing the Version 3 Sequencing Kit



Enhanced Insights

The power of our single-amino acid resolution platform is amplified with the addition of Aspartic acid (D) recognition and improved performance of other recognizers



Simplified Workflow

Accelerating results with less hands-on time and AI-powered analysis tools for elevated protein insights making protein sequencing more accessible



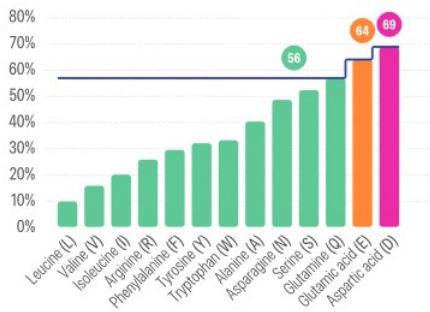
Progressive Innovation

Our latest recognizer set expands access to protein characterization and amino acid variation to accelerate your next breakthrough

Delivering on the Innovation Roadmap to Continuously Expand Proteome Coverage

Recognition Progress

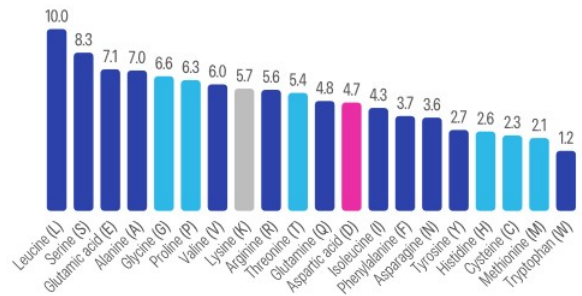
Human proteome AA prevalence with recognizers



- V1 Launch – 03/23
- V2 Launch – 02/24
- V3 Launch – 08/24

Abundance of D in Human Proteome

Percentage prevalence of each amino acid

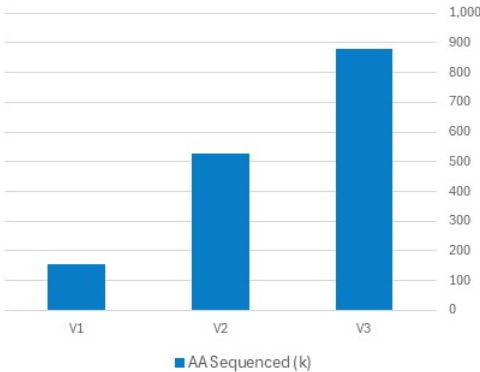


- Current Recognizers
- AAs Future Expansion
- Employs Lysine Digestion
- Aspartic Acid

V3 Sequencing Kit Offers Increased Output and Value to Customers

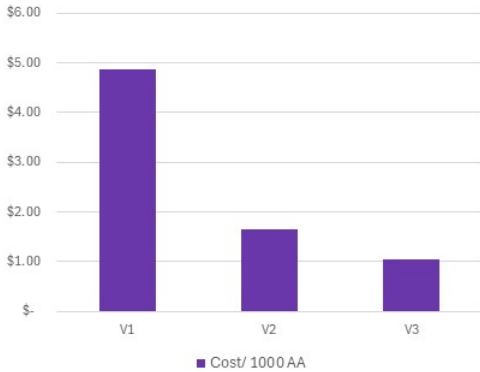
Amino Acids Sequenced per Chip

More than 5.5-fold increase since V1

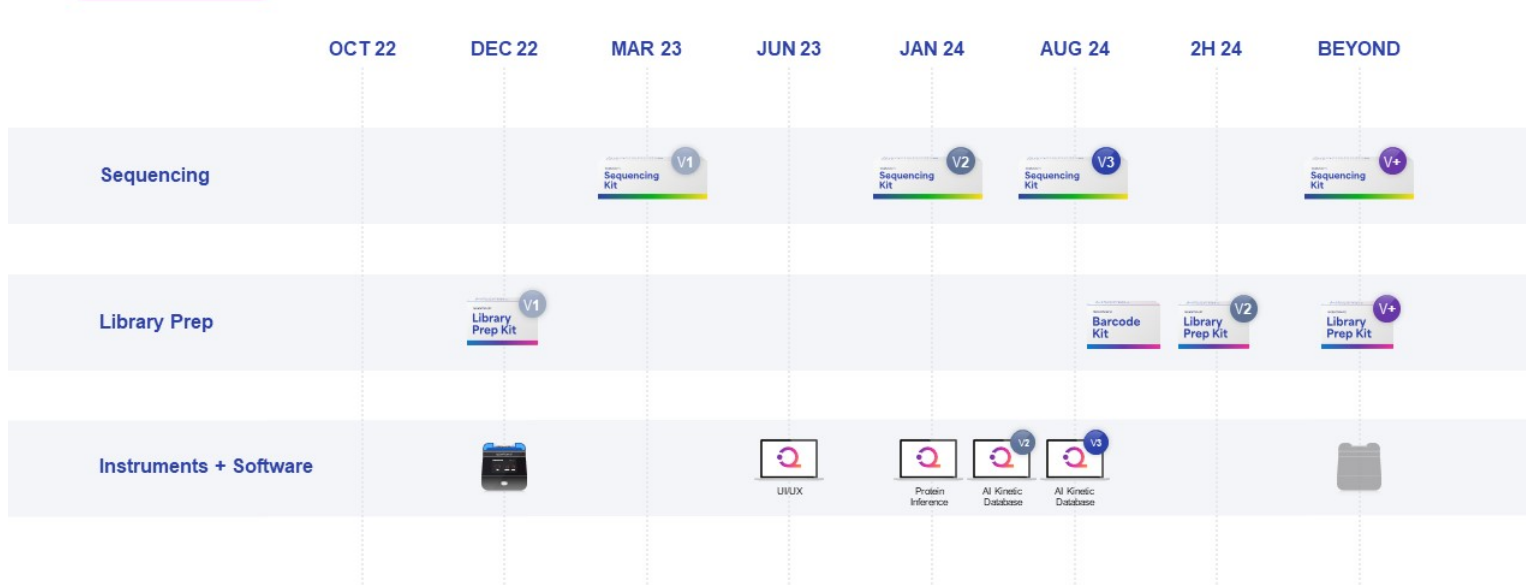


Cost per 1,000 Amino Acids

More than 4.5-fold reduction in cost since V1



Innovation Pipeline is Robust and 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 1Q24; V3 Kit Launched in 3Q24;
Innovation pipeline accelerating; library prep and barcoding kits by YE24



Preserve financial strength

Guidance of adjusted OpEx of \$103M or less;
Cash usage of \$100M or less

Q&A

