

**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): September 12, 2022

**IsoPlexis Corporation**

(Exact name of registrant as specified in its charter)

**Delaware**  
(State or other jurisdiction  
of incorporation)

**001-40894**  
(Commission  
File Number)

**46-2179799**  
(IRS Employer  
Identification No.)

**35 NE Industrial Road, Branford, CT 06405**  
(Address of principal executive offices and zip code)  
**(203) 208-4111**  
(Registrant's telephone number, including area code)

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
Common Stock, par value \$0.001 per share	ISO	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.**

On September 12, 2022 at 4:50 p.m. Eastern Time, the Company is participating in a fireside chat at the Morgan Stanley Global Healthcare Conference in New York, New York. In connection with such presentation, the Company is posting an investor slide deck to its website at [www.isoplexis.com](http://www.isoplexis.com), a copy of which is furnished herewith as Exhibit 99.1.

The information furnished in this Item 7.01, including Exhibit 99.1, 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 other filing under the Securities Act of 1933, as amended, or the Exchange Act, except as expressly set forth by specific reference in such a filing.

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Item 9.01. Financial Statements and Exhibits

(d) Exhibits

Exhibit No.	Description
<a href="#">99.1</a>	<a href="#">IsoPlexis Investor Slides dated September 12, 2022</a>
104	Cover Page Interactive Data File (embedded within the Inline XBRL document)

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**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.

ISOPLEXIS CORPORATION

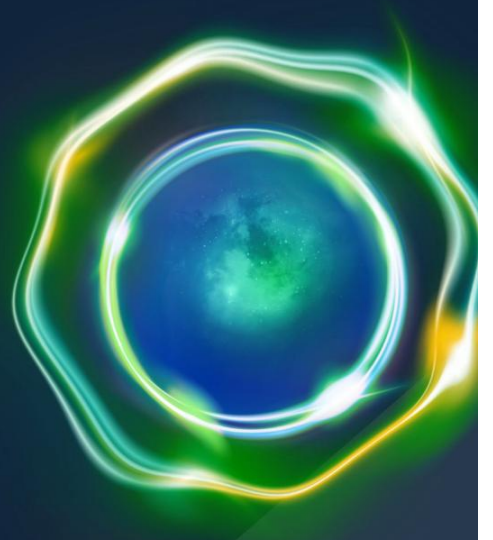
Date: September 12, 2022

By: /s/ John Strahley  
Name: John Strahley  
Title: Chief Financial Officer



**EMPOWERING LABS,  
CHANGING HUMAN HEALTH**

September 2022



## Disclaimer and Forward-Looking Statements

### Forward-looking statements and other information

This presentation contains "forward-looking statements." These statements are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based on IsoPlexis' current beliefs, expectations and assumptions regarding the future of its business, future plans and strategies and other future conditions. Such forward-looking statements may include, without limitation, statements about future opportunities for IsoPlexis and its products and services, its future operations, financial or operating results, including its financial guidance, anticipated business levels, future earnings, planned activities, anticipated growth, market opportunities, strategies, competitions and other expectations and targets for future periods. In some cases, you can identify forward-looking statements because they contain words such as "anticipate," "believe," "estimate," "expect," "intend," "may," "predict," "project," "target," "potential," "seek," "will," "would," "could," "continguing," "forward," "should," "continue," "contemplate," "plan," and other words and terms of similar meaning. Forward-looking statements are subject to known and unknown risks and uncertainties, many of which may be beyond its control. IsoPlexis cautions you that forward-looking statements are not guarantees of future performance or outcomes and that actual performance and outcomes may differ materially from those made in or suggested by the forward-looking statements contained in this press release. In addition, even if its results of operations, financial condition and cash flows, and the development of the markets in which IsoPlexis operates, are consistent with the forward-looking statements contained in this press release, those results or developments may not be indicative of results or developments in subsequent periods. New factors emerge from time to time that may cause IsoPlexis' business not to develop as it expects, and it is not possible for it to predict all of them.

Factors that could cause actual results and outcomes to differ from those reflected in forward-looking statements include, among others, the following: estimates of IsoPlexis' addressable market, market growth, future revenue, expenses, capital requirements and IsoPlexis' needs for additional financing; the implementation of IsoPlexis' business model and strategic plans for its products and technologies; competitive companies and technologies and IsoPlexis' industry; IsoPlexis' ability to manage and grow its business by expanding its sales to existing customers or introducing its products to new customers; IsoPlexis' ability to develop and commercialize new products; IsoPlexis' ability to establish and maintain intellectual property protection for its products or avoid or defend claims of infringement; the performance of third party suppliers; IsoPlexis' ability to hire and retain key personnel and to manage its future growth effectively; IsoPlexis' ability to obtain additional financing in future offerings; the volatility of the trading price of its common stock; IsoPlexis' expectations regarding use of proceeds from its initial public offering ("IPO"); the potential effects of government regulation; the impact of COVID-19 on IsoPlexis' business; and IsoPlexis' expectations about market trends. For a further discussion of these and other factors that could impact IsoPlexis' future results, performance or transactions, see the section "Risk Factors" included in its Form 10-K filed with the Securities and Exchange Commission ("SEC") on March 30, 2022, and its other filings with the SEC. Given these uncertainties, you should not place undue reliance on these forward-looking statements. It is not possible for IsoPlexis to predict all risks, nor can it assess the impact of all factors on its business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements it may make. IsoPlexis qualifies all of the forward-looking statements in this presentation by these cautionary statements. Except as required by law, IsoPlexis undertakes no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

### Market, Industry and Other Data

This presentation includes estimates regarding market and industry data. Unless otherwise indicated, information concerning our industry and the markets in which we operate, including our general expectations, market position, market opportunity and market size, are based on our management's knowledge and experience in the markets in which we operate, together with currently available information obtained from various sources, including publicly available information, industry reports and publications, surveys, our customers, trade and business organizations and other contacts in the markets in which we operate. Certain information is based on management estimates, which have been derived from third-party sources, as well as data from our internal research. In presenting this information, we have made certain assumptions that we believe to be reasonable based on such data and other similar sources and on our knowledge of, and our experience to date in, the markets in which we operate. Market and industry data, which is derived in part from management's estimates and beliefs, are subject to change and may be limited by the availability of raw data, the voluntary nature of the data gathering process and other limitations inherent in any statistical survey of such data. In addition, projections, assumptions and estimates of the future performance of the markets in which we operate and our future performance are necessarily subject to uncertainty and risk due to a variety of factors, including those described in "Risk Factors" and "Special Note Regarding Forward-Looking Statements" of the registration statement. These and other factors could cause results to differ materially from those expressed in the estimates made by third parties and by us.

### Trademarks

Each trademark, trade name or service mark of any other company appearing or incorporated by reference in this presentation belongs to its holder. We do not intend our use or display of other companies' trademarks, trade names or service marks to imply a relationship with, or endorsement or sponsorship of us by, such other companies.

**WE EMPOWER LABS TO  
LEVERAGE THE CELLS &  
PROTEOME CHANGING THE  
COURSE OF HUMAN HEALTH**



## Our Differentiated Lab Tools are Empowering the Field

- **Differentiated, High Need Product Positioning:** Cell behavior & proteome workflow
- **Easy to Access package:** Small, benchtop instruments with effortless workflow / software
- **Consumable Driven:** Expanding installed base increasingly positions for “razorblade” model



**254**  
INSTRUMENTS IN THE FIELD

**112**  
PUBLICATIONS

**\$18.7M**  
TTM REVENUE <sup>1</sup>

Leading customer base  
in Pharma, Biotech,  
Medical Centers

**100%**  
OF TOP 15 PHARMA <sup>2</sup>

**78%**  
OF COMPREHENSIVE  
CANCER CENTERS <sup>3</sup>

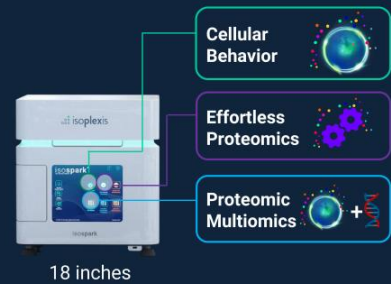
<sup>1</sup> Unaudited results for Q2 ending 6/30/2022. <sup>2</sup> By 2020 revenue.  
<sup>3</sup> Based on the National Cancer Institute's list of Comprehensive Cancer Centers



## Key Growth Initiatives Driving IsoPlexis

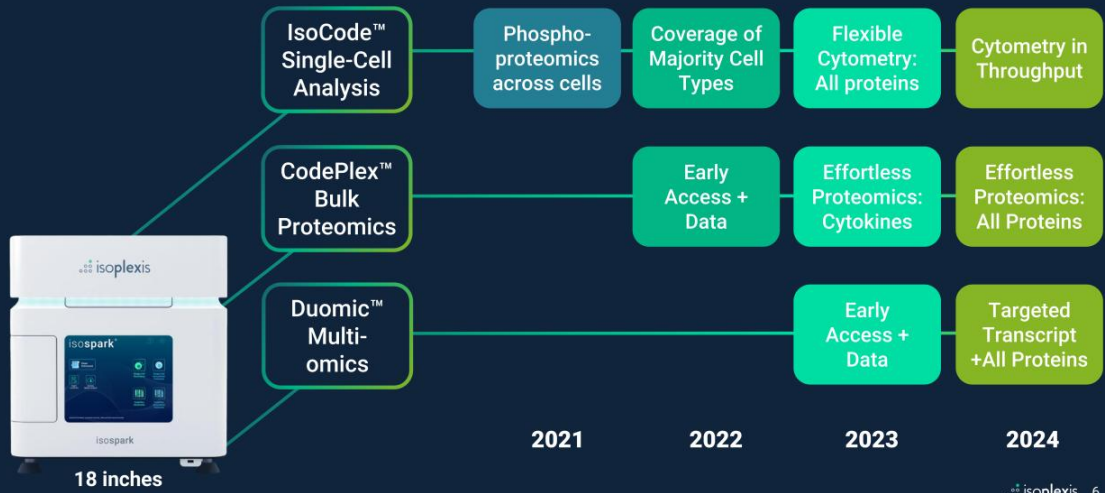
- **Commercial Growth:** Drive continued velocity of 254 instrument base & flexibility of applications, demonstrating ability to 'land and expand' with installed base, increasing 'razorblade' consumable percentage of revenue
- **Product Growth:** Enhance flexibility of IsoCode cell analysis & launch Codeplex product suite to appeal to two larger mainstream markets, with attractive differentiation vs. market leaders
- **Operations & Finance:** Expand consumables gross margin to 70%+ range, driving top-line impact & profitability. Continue company-wide OpEx efficiencies to conserve cash while driving path to more profitable growth

### Proliferate Instruments, Drive "Razorblade" consumables



## Evolving One Benchtop Platform into 3 Mass Market Opportunities

Each Advancement increases addressable market by 2-5x



## Unique ISO Products are Increasingly Positioned for Mass Market Users

### IsoCode Single-Cell Analysis

#### Unique Dimension of Cell Behavior vs. Flow Cytometry

- Increasing Cell Types, Proteins Accessible, & Cell Surface flexibility
- Increasing demand of flow users for function + cytometry



\$2.5B / \$12.0B<sup>1</sup>

### CodePlex Bulk Proteomics

#### Unique Effortless Workflow, Throughput, Cost vs. Multiplexed Proteomics

- Launching workflow automates 90% labor, 80% less sample, 25% less cost
- Fulfilling demand of proteomics users to eliminate workflow



\$1.5B / \$10.0B<sup>1</sup>

### Duomic Multi-omics

#### Uniquely ELISA Protein (Gold Standard) vs. Standard Multi-Omics

- First to launch gold standard, non-NGS proteomic data + gene expression
- Fulfilling demand for greater proteomics insights to multi-omics



\$750M / \$12.0B<sup>1</sup>

## IsoCode: Highly Differentiated Cell Behavior Analysis vs. Flow Cytometry



Cytokines / Output Proteins per Cell	30+	Few	➔ New Dimension of Cell Behavior
Surface Marker per Cell	Multiple & increasing	Many	➔ Adding ISO Flexibility for flow users
Ease of Cytokine Workflow	✓	✗	➔ Ease of Use of Instrument & Software
Miniaturized System (<18 inches)	✓	✗	
Instrument Requires No Technician	✓	✗	
Informatics Requires No Technician	✓	✗	

## Ease of End to End Cell Analysis Workflow is Key

RANGE OF CELL  
TYPES & PROTEIN  
PANELS LAB'S NEED



REAGENTS UNIQUE  
TO OUR SYSTEM:  
FLOW CELLS



IsoCode™ Chip

EFFORTLESSLY  
AUTOMATED, SMALL  
FOOTPRINT

IsoLight™ & IsoSpark™



IsoLight™ & IsoSpark™

ANALYTICS THAT  
DON'T REQUIRE  
TECHNICIANS



IsoSpeak™

<sup>1</sup> See IsoPlexis website for annotated definition of evolving functional cell library

# Cell flexibility on system has expanded significantly, expanding market

## BROAD COVERAGE ON ISOPLEXIS SYSTEMS\*

Broader Immune lineages



Tumor Cells of all types



Cells of the Central Nervous System



Extracellular Matrix / Cardio/vascular



\* Protocols/Publications at [isoplexis.com](https://isoplexis.com)

## BROADER PUBLICATION AREAS IN LTM

### Cell Matrix / Cells

#### ADVANCED BIOSYSTEMS

Senescent Cells with Augmented Cytokine Production for Microvascular Bioengineering and Tissue Repairs

### Tumor Cell Profiling

#### nature communications

Multi-omic single-cell snapshots reveal multiple independent trajectories to drug tolerance in a melanoma cell line

### COVID & Infectious Disease



Multiple early factors anticipate post-acute COVID-19 sequelae

### Vascular /Transplant Biology

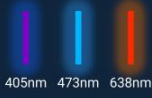
#### American Journal of TRANSPLANTATION

Complement-activated human endothelial cells stimulate increased polyfunctionality in alloreactive T cells

# Increasing Cell Analysis Flexibility for Comprehensive Cellular Biology



**3 Lasers: Today**

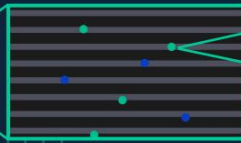


405nm 473nm 638nm



**7 Colors + Brightfield Capabilities: Today**

## Adding Cytometry Flexibility



2 established surface markers, stains within kit ('21)

Use cases / protocols / kits with wide range of cell types ('22)

Multiple surface markers; more open flexibility with cell stains ('23)

Capability of 7 colors + brightfield on IsoSpark today

## Adding Key Multiplexed Proteins Inaccessible on Flow



30+ Cytokines, Chemokines, Growth Factors ('20)

15+ Phosphoproteins, Translation, Transcription Factors ('21)

15+ Integrated Phosphoproteins & Cytokines ('22)

## CodePlex™: Effortless Proteomics Made for This Moment



**5 - 50<sup>3</sup>**  
Proteins Per Sample\*

**17,000<sup>2</sup>**  
System TAM

**15+ Steps<sup>1</sup> → 1 Step**  
Effortlessly Automated Workflow

When Compared to Traditional Methods:

Save  
**90%**  
of Labor  
Cost

Save  
**80%**  
of  
Sample

Save  
**25%**  
Price Per  
Sample

Fully Featured Product for Access in Q1 2023

## EMPOWER EVERY LAB WITH EFFORTLESS PROTEOMICS

<sup>1</sup> Multiplexed bead based ELISA workflow; <sup>2</sup> Consulting research; <sup>3</sup> \* Current and future targeted panel sizes, starting with Panels around 20 plex range

isoplex 12



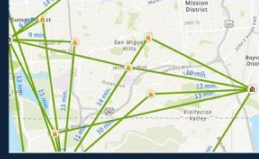
## CodePlex Addresses Customer Pain Points vs. Status Quo



**CHANGING WORKFORCE**  
demanding more time  
away from the bench,  
ie. effortless workflows



**COSTS MATTER**  
Performance must be  
balanced with price &  
labor cost



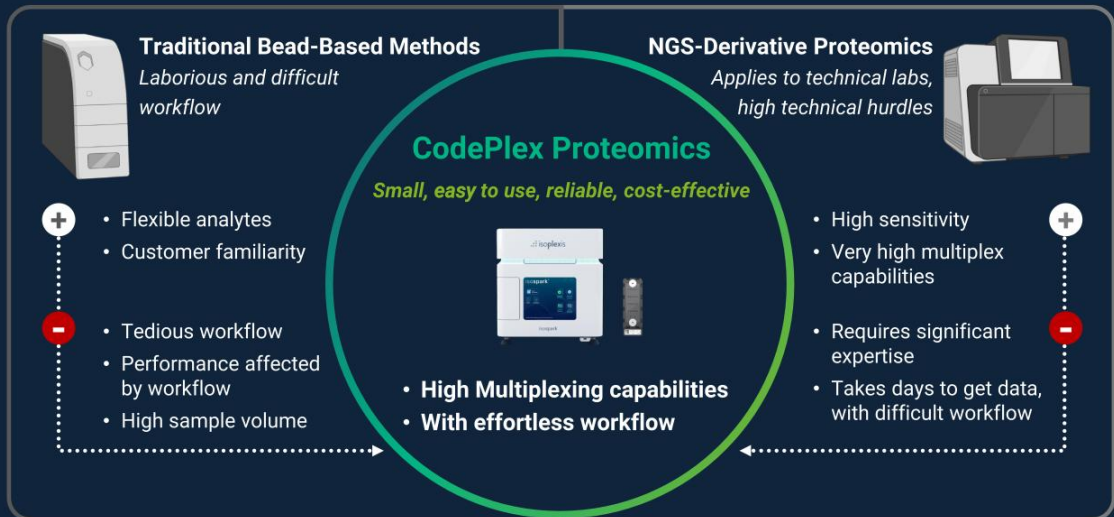
**RESULTS DRIVEN**  
all labs need confidence  
to move forward, with  
gold standard proteomics



**PRECIOUS SAMPLES**  
samples, whether fresh  
or banked, are valuable  
& harder to access



## Bulk Multiplexed Proteomics: CodePlex & the Workflow Opportunity



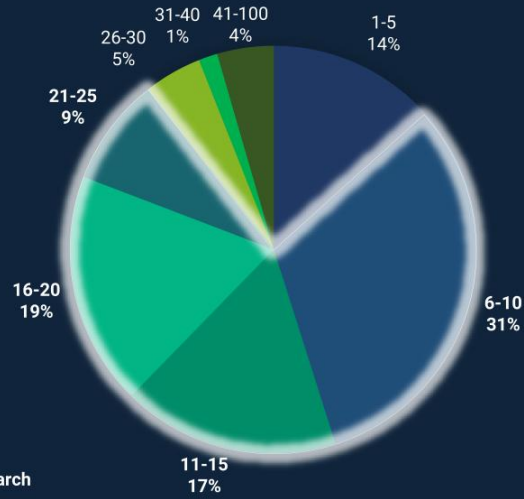
## Traditional vs. Codeplex Bulk Proteomic Workflow



## Over 75% of Proteomics Customers Choose Mid-Plex, Codeplex' Specialty

### Proteomics Survey:

Approximately how many cytokines or other protein markers do you feel you need to measure to create an accurate profile of cellular function?



**Mid-plex = Largest Part of Market:**  
Codeplex fulfills need uniquely in this highlighted area

\* 302-person survey / consulting research

# It's Bulk Multiplexed Proteome Analysis Without the Bulky Process

**CodePlex Platform**



**15 min**

Prepare Reagents



**10 min**

1 pipette action per sample triplicate



**5 min**

Load Instrument



Fully Automated Effortless Workflow



- Raw data
- Basic statistics
- Bar chart
- Heat map
- Dot plot

<30 Minutes Hands-On Time

Fully Automated

24+ Hours Hands-On Time

**Traditional Method**

															
12-18 hr	20 min	20 min	20 min	20 min	20 min	20 min	20 min	20 min	20 min	20 min	20 min	20 min	20 min	?	?
Prepare Reagents	Add samples to each well	Incubate	Wash x3	Incubate	Wash	Add antibody	Incubate	Wash	Add reagent	Incubate	Wash	Incubate	Export data	Manual Analysis with 3 <sup>rd</sup> party software	

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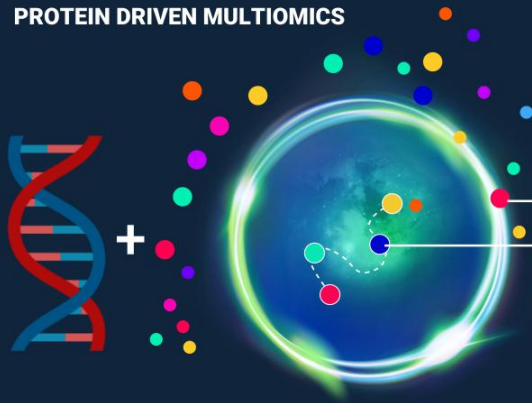
## What does CodePlex Deliver?

- 20 sample chambers per chip (80 per run) at launch
  - 30 sample chambers per chip (120 per run) in later '23
- 5 – 50 plex Assays
- <10uL sample per chamber
- < 30 min hands on time for assay set up
- <= 15% CVs (within a single chip and across chips)
- Built-in triplicate for each sample chamber
- Integrated Analysis Software
- Test menu value: Same instrument as IsoCode Chips



## Duomic: IsoPlexis Will Drive Leadership in Proteomic Driven Multiomics

### PROTEIN DRIVEN MULTIOMICS



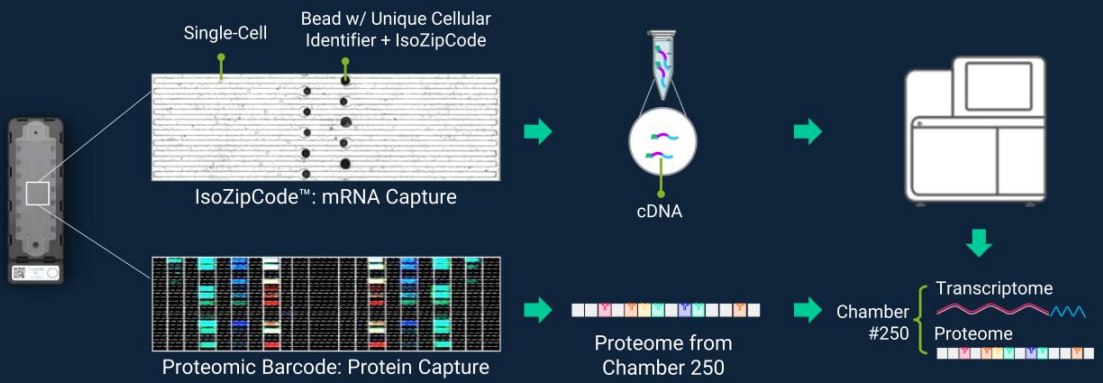
IsoPlexis is the only company to provide functional protein analyte classes critical to the clinical arena <sup>1</sup> > Data presented at SITC, AACR, & AGBT Precision Health

• Cytokines, Chemokines, Growth Factors

• Phosphoproteins

Proteomic Driven Multi-omics in Single Cell Biology will drive Pre-Clinical and Translational Medicine: Late 2023 as Service

# Full Workflow for Duomic, Powered by Proteome + Transcriptome





# Duomic Will Open Up New, Clinically Relevant Multiomic Markets



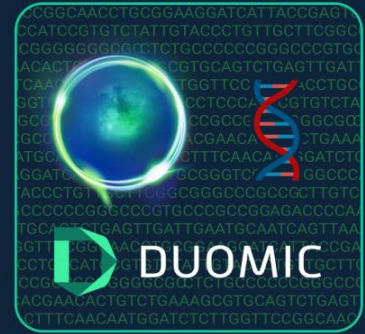
Nature Method of the Year:  
Single-Cell Gene expression

2013



Nature Method of the Year:  
Single-Cell Multimodal omics

2019



DUOMIC  
Duomic's novel proteomic  
analytes enable large, new  
multiomic opportunities in  
medicine

# 167 Foundational Patents Issued and Filed Underpins Continued Expansion



IsoLight



IsoSpark



IsoSpeak



Single-Cell Sequencing & Protein



Single-Cell Secretome



Single-Cell Intracellular Proteome



Single-Cell Metabolome



In Situ Sequencing and Reagents



CodePlex Secretome



CodePlex Intracellular Proteome



CodePlex Metabolome

**167**  
PROTEOMICS, SEQUENCING,  
AND SYSTEM PATENTS



Cellular Behavior



Effortless Proteomics



Proteomic Multiomics

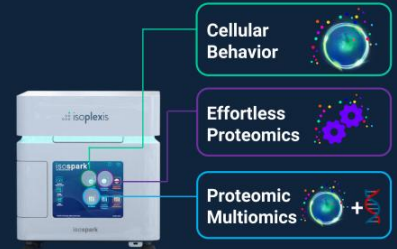


# Empowering Labs to Leverage Cellular & Proteomic Biology to Advance Health

Going from a world where access to the right cells and proteome take highly technical labs with laborious workflows



To cell behavior and proteomics being accessible to every lab – driving proteomic driven health





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