os isoplexis

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," "continuing," "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' 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's 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 fillings 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 undertakes no obligation to publicly update any for

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.

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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 1

Leading customer base in Pharma, Biotech, **Medical Centers**

100% OF TOP 15 PHARMA ²

78% OF COMPREHENSIVE CANCER CENTERS 3

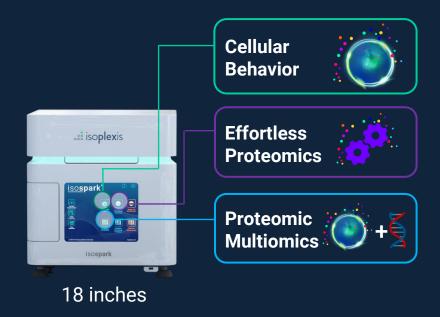
¹ Unaudited results for Q2 ending 6/30/2022. ² By 2020 revenue.

³ Based on the National Cancer Institute's list of Comprehensive Cancer Centers

Key Growth Initiatives Driving IsoPlexis

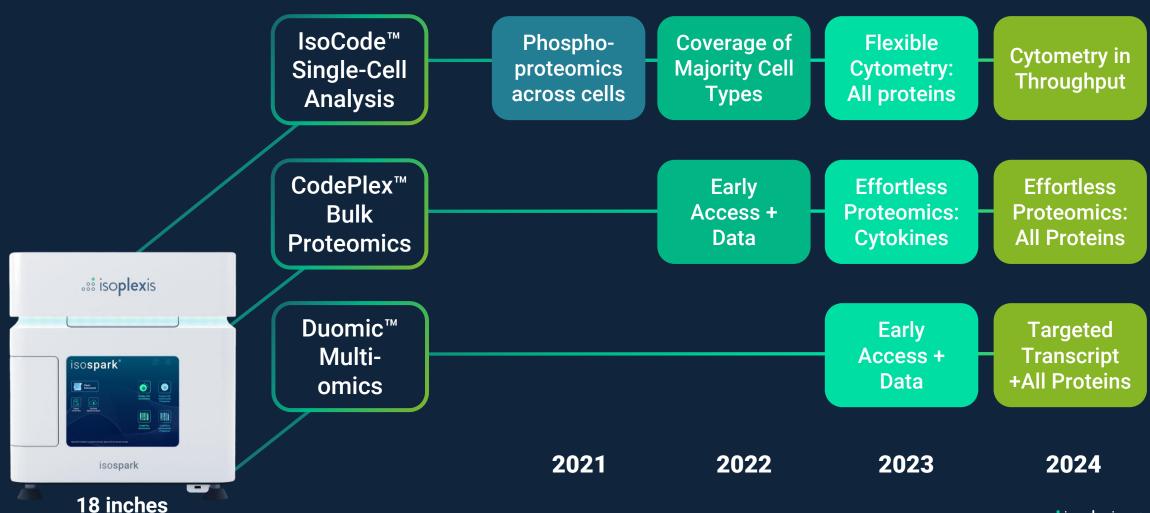
- Commercial Growth: Drive continued velocity of 254 instrument base & flexibility of applications, demonstrating ability to 'land and expand' with installed base, increasing 'razorblade' consumable percentage of revenue
- **Product Growth:** Enhance flexibility of IsoCode cell analysis & launch Codeplex 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

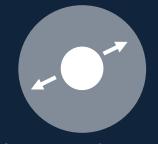


\$2.5B / \$12.0B¹

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 / \$10.0B¹

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

Duomic Multi-

omics

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



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**



Library Available 1

REAGENTS UNIQUE TO OUR SYSTEM: **FLOW CELLS**



IsoCode™ Chip

EFFORTLESSLY AUTOMATED, SMALL FOOTPRINT

IsoLight™ & IsoSpark™



IsoLight™ & IsoSpark™

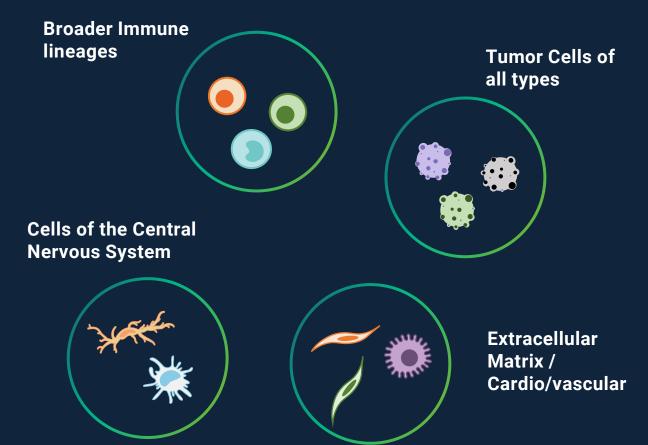
ANALYTICS THAT DON'T REQUIRE **TECHNICIANS**



IsoSpeak™

Cell flexibility on system has expanded significantly, expanding market

BROAD COVERAGE ON ISOPLEXIS SYSTEMS*



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 postacute 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



Adding Key Multiplexed Proteins Inaccessible on Flow



2 established surface markers,

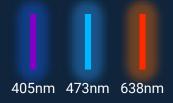
stains within kit ('21)

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

3 Lasers: Today

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

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



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

15+ Integrated Phosphoproteins & Cytokines ('22)



Capability of 7 colors + brightfield on IsoSpark today

7 Colors + Brightfield Capabilities: Today

CodePlex™: Effortless Proteomics Made for This Moment



5 - 50³ **Proteins Per Sample***

17,000² System TAM

Fully Featured Product for Access in Q1 2023

15+ Steps¹ → **1 Step Effortlessly Automated Workflow**

When Compared to Traditional Methods:

Save 90% of Labor Cost

Save 80% of Sample

Save 25% **Price Per** Sample

EMPOWER EVERY LAB WITH EFFORTLESS PROTEOMICS

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 Bead-Based Methods

Laborious and difficult workflow



Applies to technical labs, high technical hurdles





- Flexible analytes
- Customer familiarity



- Tedious workflow
- Performance affected by workflow
- High sample volume

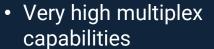


Small, easy to use, reliable, cost-effective

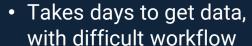


- High Multiplexing capabilities
- With effortless workflow

High sensitivity











Traditional vs. Codeplex Bulk Proteomic Workflow

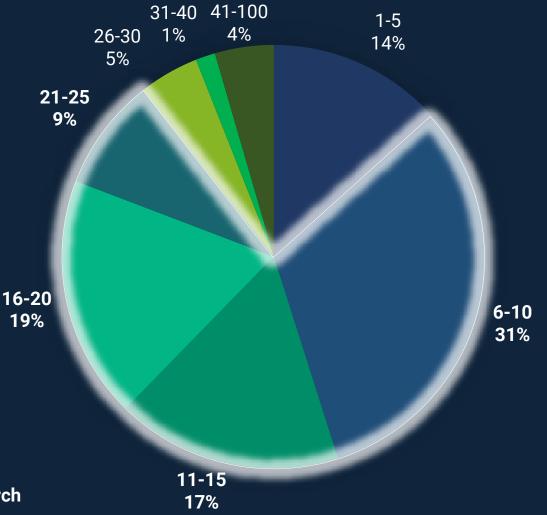




Over 75% of Proteomics Customers Choose Mid-Plex, Codeplex' Specialty

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



24+ Hours Hands-On Time



CodePlex

Platform

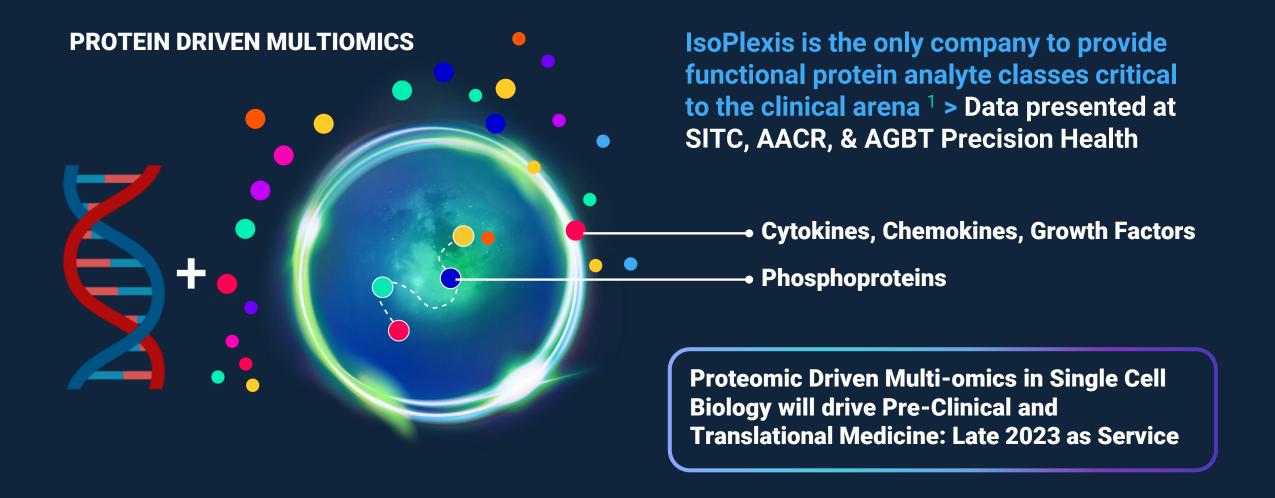


What does CodePlex Deliver?

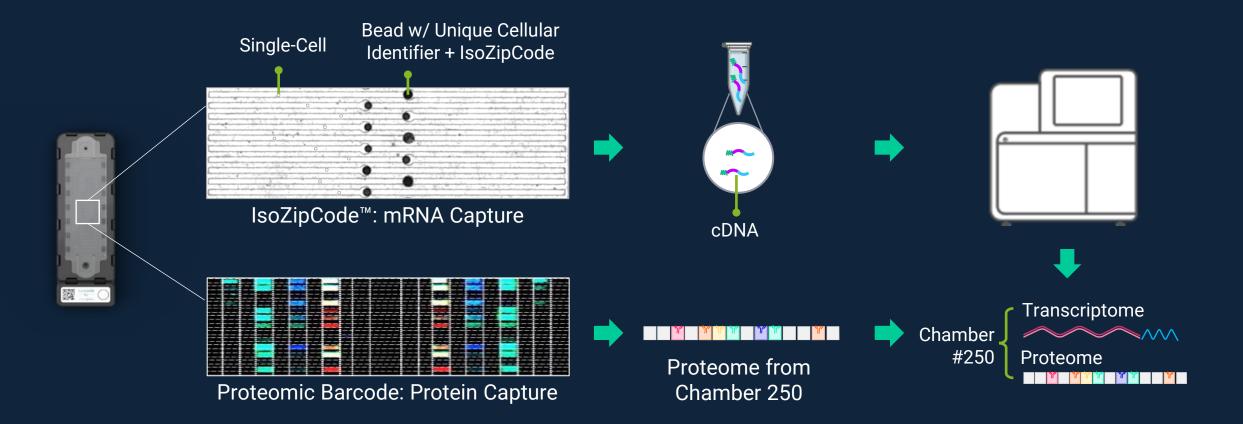
- 20 sample chambers per chip (80 per run) at launch
 - 30 sample chambers per chip (120 per run) in later '23
- 5 50 plex Assays
- <10uL sample per chamber
- < 30 min hands on time for assay set up
- </= 15% CVs (within a single chip and across chips)
- Built-in triplicate for each sample chamber
-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



Duomic: IsoPlexis Will Drive Leadership in Proteomic Driven Multiomics



Full Workflow for Duomic, Powered by Proteome + Transcriptome



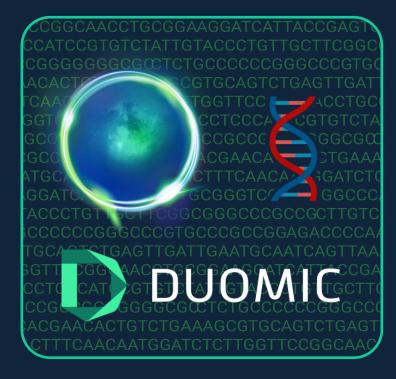
Duomic Will Open Up New, Clinically Relevant Multiomic Markets



Nature Method of the Year: Single-Cell Gene expression



Nature Method of the Year: Single-Cell Multimodal omics

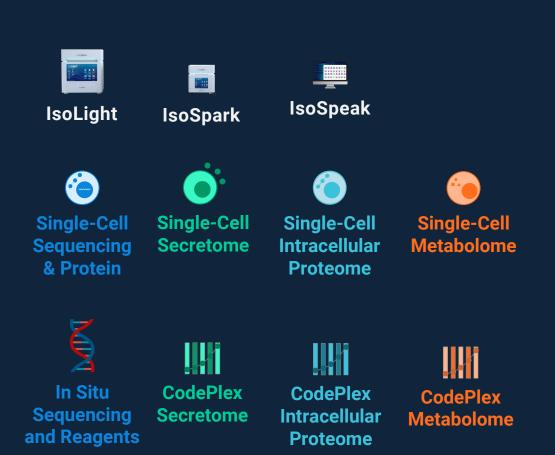


Duomic's novel proteomic analytes enable large, new multiomic opportunities in medicine

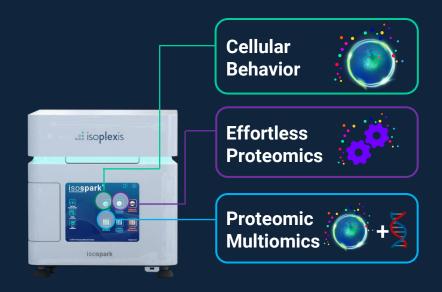


2019 iso**plex**is 21

167 Foundational Patents Issued and Filed Underpins Continued Expansion



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



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

