



IonQ: Industry Leading Quantum Computing Company and the World's Only Quantum Platform & Merchant Supplier

Needham Technology, Media & Consumer Conference
May 12, 2026



Inder Singh
Chief Operating Officer and
Chief Financial Officer

Important Information



Forward-Looking Statements and Other Information

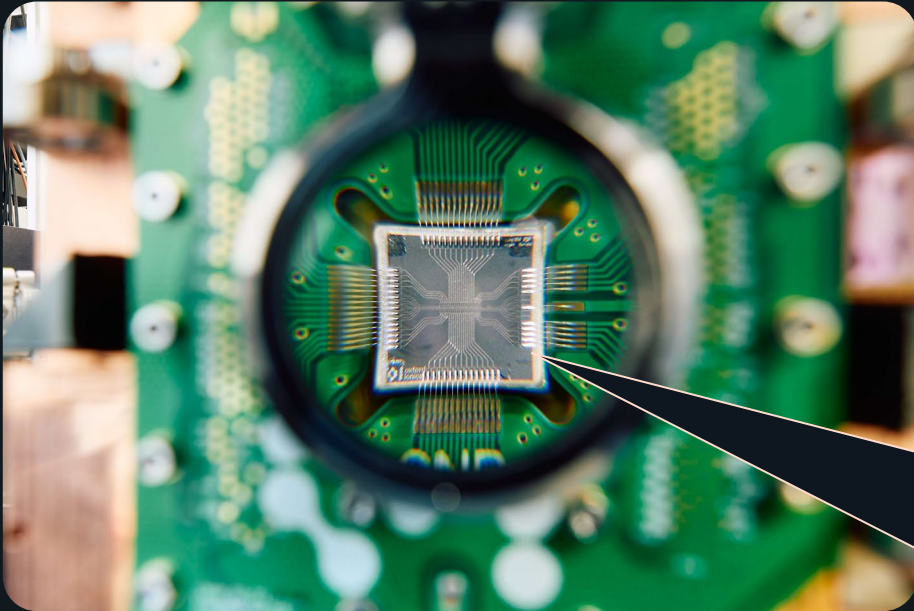
This presentation contains forward-looking statements. All statements other than statements of historical fact are forward-looking statements, including but not limited to statements regarding our guidance for our financial performance, our quantum computing roadmap, the timeline to breaking encryption, our competitive position and the applications of our technology. In some cases, you can identify forward-looking statements because they contain certain words such as “anticipate,” “believe,” “close,” “confident,” “continue,” “could,” “estimate,” “expect,” “intend,” “may,” “plan,” “potential,” “predict,” “project,” “should,” “will,” “would” or the negative of these words or other similar terms or expressions. Forward-looking statements are subject to various risks and uncertainties. Accordingly, there are important factors that could cause actual outcomes or results to differ materially from those indicated in these statements. Moreover, new risks and uncertainties emerge from time to time, and it is not possible for us to predict all risks and uncertainties that could have an impact on the forward-looking statements contained in this presentation. The results, events and circumstances reflected in the forward-looking statements made herein may not be achieved or occur, and actual results, events or circumstances could differ materially from those described in the forward-looking statements. Given these risks and uncertainties, you are cautioned not to place undue reliance on any forward-looking statements. For additional information on these and other factors that could cause our actual results to differ materially from those set forth in the forward-looking statements contained in this presentation, please see our Annual Report on Form 10-K for the year ended December 31, 2025 and our Quarterly Report on Form 10-Q for the quarter ended March 31, 2026 filed with the Securities and Exchange Commission. All information contained herein speaks only as of the date of this presentation, except where otherwise stated. Except as required by law, we undertake no duty to update or revise the information contained herein, publicly or otherwise, including any forward-looking statements.

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This presentation is being live streamed and is available at investors.ionq.com.

The Most Defined, Manufacturable, and Scalable Architecture in Quantum



Trapped Ion Approach: nature's perfect qubit — every ion is identical and stable by physics, delivering a world-record 99.99% gate fidelity and the lowest error rates in the industry

Semiconductor Chip Design: our ion-trap chips ride the proven cost, yield, and scaling curves of the global semiconductor industry, not a one-off lab build

Electronic Qubit Control: no bulk optics — ions are controlled directly on-chip with standard electronics, removing the biggest scaling bottleneck

Clear Architecture for Fault Tolerance: our Walking Cat design is a novel chip architecture for parallel, independent task execution which scales with simplicity out to full fault-tolerance

Unmatched Scale, Resources, and Global Reach



REVENUE SCALE

\$260-270M

2026 revenue guidance, largest in the industry

INNOVATION

\$300M+

2025 R&D investment, more than the entire reported industry combined

CASH POSITION

\$3.1B

Of cash and equivalents to continue investing in innovation¹

CUSTOMERS

350+

Customers served globally in the last year²

INTELLECTUAL PROPERTY

1,200+ Patents

Granted and pending worldwide

DEVELOPING THE QUANTUM ECOSYSTEM WITH GLOBAL CUSTOMERS AND PARTNERS

Solutions sold in 30+ countries across 5 continents

Logos of global partners and customers:

- USA: AFRL, DARPA, ORNL, SYNOPSYS, T Mobile
- UK: AstraZeneca, einride, UNIVERSITY OF CAMBRIDGE
- Sweden: GE Research
- France: AIRBUS
- Germany: CCRM, QuantumBasel
- Poland: National Quantum Computing Centre
- South Korea: KISTI
- Japan: SK broadband, TOYOTA TSUSHO
- Romania: National quantum networks in Poland, Romania, Slovakia and Geneva
- South Korea: HYUNDAI
- USA: THE UNIVERSITY OF CHICAGO, U.S. DEPARTMENT of ENERGY, World's Largest Financial Institution
- USA: epb Quantum, GENERAL DYNAMICS
- USA: GE Research
- USA: ORNL, SYNOPSYS, T Mobile
- UK: AstraZeneca, einride, UNIVERSITY OF CAMBRIDGE
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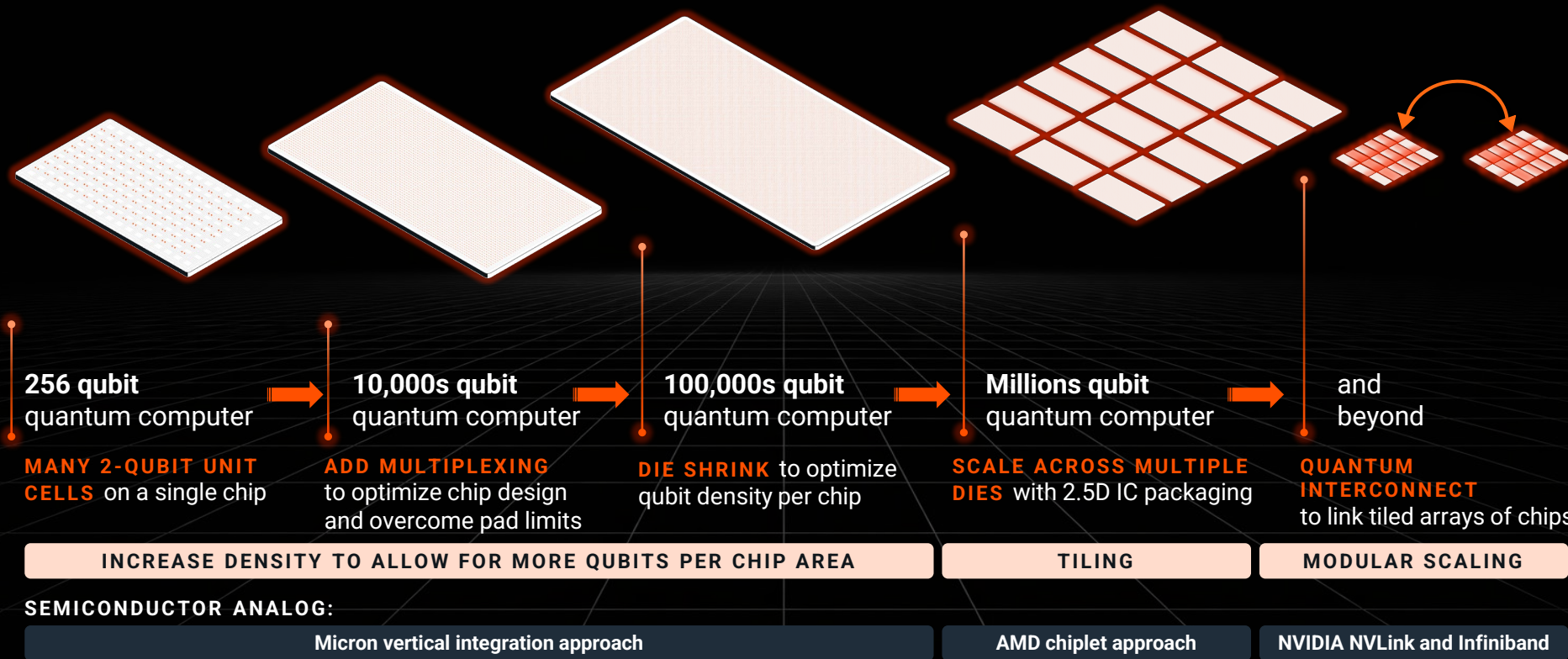
1. As of March 31, 2026

2. Customer count reflects unique customers from which IonQ or its subsidiaries recognized revenue and/or with which IonQ or its subsidiaries entered into a new agreement during the trailing twelve months ended March 31, 2026. Acquired company customers are included only from the acquisition close date forward

Leveraging The Semiconductor Industry Playbook to Scale



IonQ Is Applying the Same Proven Scaling Disciplines to Trapped-Ion Quantum Chips



The Path to 256-Qubit System and Beyond

IonQ's Entire Roadmap Leverages Semiconductor Scaling Pathways

Chip Design

Tape outs A-D;
first feature-
complete device



Fabrication

First fully
fabricated ion-
trap prototypes



Chip Prototype Testing

Demonstrated the
critical performance
metrics for full 256-
qubit device



Component Testing

Validating
individual chip
components

IN PROCESS

System-Level Testing

Subsystem
implementation and
integrated machine
testing

IN PROCESS

Active CMOS Integration

Scaling control
electronics on-chip

IN PROCESS

CHIP PROTOTYPING

SYSTEM INTEGRATION

10K AND BEYOND

KEY R&D IS PROVEN AND WE ARE NOW FOCUSED ON ENGINEERING SCALING TO FULL FAULT TOLERANCE

Our Leading Quantum Computing Systems Enable Transformational Quantum Algorithms for Customers Today



End Markets

IonQ Quantum Algorithms

LIFE SCIENCES



20x faster time-to-solution for complex molecular simulations used in drug development than the best previously published quantum implementation – **enabling more cost-effective drug development**

ENERGY



Up to 24% reduction in classification error using hybrid fine-tuning by adding quantum layers to pre-trained Foundation Models – **breaking the exponential energy growth of classical fine-tuning workflows**

LOGISTICS



Increase in shipments delivered across all weekly schedules when optimizing data from active Einride operations – representing **significant revenue recovery at fleet scale**

FINANCE



World's first large-scale portfolio optimization quantum algorithm on real S&P 500 data – improving portfolio quality and execution time over classical baselines in a **production environment**

ENGINEERING



Up to 15% reduction in time-to-solution for large-scale structural models such as a Rolls-Royce jet engine using quantum-enhanced graph partitioning – **fully integrated into existing cloud workflow**

Enduring Franchises Build Platforms



IonQ Is The Only Quantum Platform Company That Can Deliver Integrated Solutions



QUANTUM COMPUTING

World's most powerful quantum computing device, with 100-qubit, 5th-gen machine now in the market and 256-qubit, 6th-gen machine expected next year



QUANTUM NETWORKING

Connecting quantum computers together to create the **first-ever quantum internet**



QUANTUM CYBERSECURITY

Deploying hardware and software quantum cybersecurity solutions today, before encryption is expected to be broken in the not too distant future



QUANTUM SENSING

The world's highest performing, fielded atomic clocks and jam-proof quantum sensors for **ultrahigh precision and accuracy**



QUANTUM IN-SPACE

Extending quantum into space, including ultra-fast, ultra-secure optical interconnects for greater bandwidth as we invest in QKD in space

QUANTUM APPLICATION LAYER

life sciences, finance, cybersecurity, logistics, mining, oil & gas, and more

