BUSINESS UPDATES

Franz Walt, CEO
Ed Farrell, COO
Peter Buhler, CFO

August 2020
Safe Harbor Statement

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Agenda

1 Quotient Introduction
2 Portfolio Roadmap
3 Financials
Strong Leadership Team

Franz Walt
Chief Executive Officer
- Joined Quotient as the company’s Chief Executive Officer in April 2018
- Over 30 years of experience in leadership roles at Siemens Healthineers and Roche
- While with Siemens, he served as Global President of Siemens Healthineers Laboratory Diagnostics. At Roche, he held various leadership positions including serving 8 years as a member of the Roche Diagnostics Executive Committee (DiaEC).
- Currently serves as a supervisory board member of Epigenomics AG (FRA:ECX) since May 2019.
- Holds an MBA from City University in Bellevue, Washington and completed executive programs at Columbia University, IMD, Switzerland, London Business School and INSEAD, France

Peter Buhler
Chief Financial Officer
- Joined Quotient in February 2020
- Over 20 years of experience in the strategic and financial leadership of life science and technology businesses with Zaluvida AG, where he served as Group Chief Financial Officer
- Also served as Group Chief Financial Officer of Stallergenes Greer Plc, a global leader in allergy immunotherapy headquartered in London. While there, he led a complex merger project to combine a French and a US Group through the creation of a UK holding
- He is a Swiss Certified Accountant and an Executive MBA from the SBS Swiss Business School in Zurich

Ed Farrell
Chief Operating Officer
- Joined Quotient in February 2013
- Over 20 years of engineering, manufacturing and R&D experience in medical diagnostics in various roles including several senior positions
- While with Siemens Healthcare Diagnostics, Mr Farrell served as Managing Director and Vice President with responsibility for R&D and manufacturing, for a point-of-care diagnostic instruments and consumables facility
- Received a BE (Mechanical) and a Masters in Engineering Science from University College Dublin

Jeremy Stackawitz
Chief Commercial Officer
- Joined Quotient over 10 years ago, overseeing the company through a period of sustained rapid growth
- Over 20 years of experience in healthcare, including diagnostics, pharmaceuticals and biotechnology
- Previously he worked at Purdue Pharma running various Market Research and Commercial groups, and served as a Strategy Consultant to the healthcare industry with Monitor and McKinsey & Co.
- Holds a BA in Chemistry from Dartmouth College and an MBA in Healthcare Management from The Wharton School, University of Pennsylvania
Evolution of a Disruptive Life Sciences Player

With over 30 years of experience, Quotient is ready to disrupt multiple diagnostic markets

- **1990**: Scottish National Blood Services creates National Reagents Unit
- **1998**: Diagnostics Scotland (later renamed Alba Bioscience) created from merger of NRU and Scottish Antibody Production Unit
- **2007**: Quotient founded and acquired Alba Bioscience
- **2007**: Quotient Suisse SA formed and Quotient IPO on Nasdaq
- **2014**: 76 CE marked reagent products and 79 FDA licensed products
- **2018**: Quotient launches MosaiQ and the COVID-19 Antibody Microarray. Contracts in Europe in place
- **2020**: ~$600m capital raised for the MosaiQ project
- **2020**: $527m capital invested in the MosaiQ project
- **2020**: 8 years focused development and technical experience
- **2020**: 17 approved patents for application and process
Existing Commercial-Stage Product Portfolio

Anchored by MosaiQ platform

- Automated platform offering comprehensive testing for transfusion diagnostics, with multimodal, multiplex blood grouping and disease screening on a single platform
- Technology has applications across a wide array of IVD applications
- Best in class COVID-19 antibody test proves that MosaiQ has utility in the broader IVD marker

- Quotient currently develops and manufactures high quality reagent products for use in transfusion diagnostics, including ABO/RhD, red blood cells, controls, rare antisera and specialty kits
- Reagents are currently used in >5,000 transfusion labs worldwide daily, with approximately 70% of product sales from standing orders
- Provided the content for MosaiQ’s transfusion testing menu and scientific and regulatory expertise
Large Commercial Opportunities in Plasma, Molecular and Immunoassay Diagnostics …

MosaiQ’s robust and flexible platform is poised to disrupt the ~$40bn market in MDx and IA

- Immunoassay ("IA"): ~$30bn
- Plasma: ~$750m
- Transfusion Patient: ~$1.1bn
- Transfusion Donor: ~$2.3bn
- Molecular Diagnostics ("MDx"): ~$10bn
One Technology for All Testing Needs in Transfusion Dx

Fully integrated system eliminates the need for multiple equipment

Expanded IH & Initial SDS
- Blood Grouping
- SDS (CMV & Syphilis)
- Blood Grouping Only
- Manual Testing

Expanded SDS

MDS

SDS

MDS

Manual Testing

Blood Grouping

SDS (CMV & Syphilis)

Blood Grouping Only

MDS

SDS

MDS

Manual Testing

Blood Grouping

SDS (CMV & Syphilis)

Blood Grouping Only

MDS

SDS

MDS

Manual Testing
Unique Value Proposition to Transfusion Diagnostics Markets

Six key drivers for market adoption

1. One technology covers all testing needs
2. Automation helps to address shortage of qualified staff
3. Highest throughput and productivity per m²
4. Better workflow leads to better cost position addressing budget constraints
5. Comprehensively characterized blood is a better and safer product
6. Individual MDS and no pooling saves time and money

Sources: Number of tests based on Genetic Testing Registry Data in National Center for Biotechnology Information [NCBI], https://www.ncbi.nlm.nih.gov/gtr/
Workforce calculation based on total number of Medical and Clinical Laboratory Technologists and Technicians jobs (Bureau of Labor Statistics [BLS], 2018). Mounting shortage of medical lab techs hurts in rural Alberta
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Proprietary and Advanced Microarray Technology for Multimodal Diagnostic Testing

MosaiQ Microarray: Example for Transfusion Diagnostics

- Each microarray is composed of up to 132 probes processed simultaneously
- Well-characterized **blood grouping reagents and antibodies**
  - Each microarray includes monoclonal antibodies for ABO, Rh and extended antigen typing
  - Each microarray integrates reagent red blood cells for **reverse grouping and one step antibody detection/identification**

**Antibody Detection / Identification**

Detection/identification panel comprises an array of printed red blood cells

**Red Cell**

**Target antibody**

**Antigen Typing**

Array of well-characterised blood-grouping antibodies

All processes are fully automated on the MosaiQ instrument

*QUOTIENT*
MosaiQ  Proprietary Technology Delivers Fast, High-Throughput Results

- **Multimodal, Multiplex Technology**
  - Up to 132 probes available per microarray

- **Throughput & Menu**
  - Up to 3,000 microarrays per instrument per day

- **Time to First Result**
  - Every 24 seconds a test result is delivered after the instrument is fully loaded

- **Walkaway Functionality**
  - Continuous loading (120 samples)

- **Ease of Use**
  - Installation and validation (IQ, OQ, PQ) <5 days
  - Only ½ day training required to manage all tasks

November 2018
Platform Built Around Disruptive Technological Elements Developed from Decades of Scientific Research

- Molecules on glass
- Density of probes
- Chemistry optimization
- Optical software
First MosaiQ Customers Established

✓ From R&D to first ten commercial contracts signed for MosaiQ COVID-19 customers in 3 months

✓ High sensitivity, specificity and early sero-conversion

✓ Antigen able to detect spike proteins anticipated to be associated with neutralizing antibodies and vaccines

✓ Working on semi-quantitative COVID-19 antibody test

<table>
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<tr>
<th>CE marked Performance (IFU)</th>
<th>Independent Evaluation</th>
<th>Independent Evaluation</th>
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<tr>
<th>Pathogen</th>
<th>Sensitivity</th>
<th>Specificity</th>
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<tr>
<td>SARS-CoV-2</td>
<td>100%</td>
<td>90.8%</td>
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<tr>
<td>431 samples part of the CE mark study</td>
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<td>Early detection of antibodies: &gt;7 days post positive PCR</td>
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<tr>
<td>100% Sensitivity (30 samples)</td>
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<tr>
<td>99.8% Specificity (401 samples)</td>
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<tr>
<td>SARS-CoV-2</td>
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<td>99.8%</td>
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<td>507 samples part of the independent study</td>
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<td>First final study results already available:</td>
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<tr>
<td>100% Sensitivity (101 samples)</td>
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<tr>
<td>99.8% Specificity (406 samples)</td>
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<td>First final study results already available:</td>
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<td>98.4% Sensitivity (63 samples)</td>
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<tr>
<td>100% Specificity (500 samples)</td>
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Transfusion Diagnostics Donor Pipeline

Rich opportunities

- IH Microarray Donor Expanded
- SDS Microarray Donor Initial
- SDS Microarray Donor Expanded
- MDS Microarray Donor Initial
- MDS Microarray Donor Expanded

CY2020 | CY2021 | CY2022 | CY2023

CE mark submission
FDA submission
Beyond Pipeline
Rich opportunities

COVID-19 Antibody Microarray
COVID-19 Antibody Microarray Semiquantitative
Commercial Plasma Initial
IA Central Lab
MDx Central Lab
Potential Customized Menu

CE mark submission
FDA submission

Further updates to follow
ISO 13485 Manufacturing Facility

Production capacity = 30 million microarrays which can be doubled within 15 months
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$527 million of Capital Invested in the Last 8 Years

$95 million in available cash at end of first quarter

Source of funds ($m)
- Equity, $477
- Debt, $145

Use of funds ($m)
- Capital & Equipment, $113
- R&D MosaiQ Instrument, $29
- R&D MosaiQ Microarray, $249
- R&D Reagents, $15
- Corporate Costs, $60
- Debt Service, $61
- Increase in cash resources, $95

As of June 30, 2020
Targeted Microarray Dollar Unit Cost

Fixed cost leverage and automation drives gross margins

* Million microarrays
Targeted Profitability and Cost at Various Microarray Sales Levels

Operating leverage drives profitability

Revenue, costs and EBIT in $

10MM*

60MM*

* Million microarrays

COGS
Operating Expenses
EBIT

60MM

* Million microarrays
Key Takeaways

✓ Unique multi-modality multiplexing microarray platform protected with know-how and patents

✓ From R&D to first ten commercial contracts signed for MosaiQ COVID-19 customers in 3 months

✓ Expanded IH field trials recently restarted and first powerful commercial transfusion diagnostics menu (Expanded IH and Initial SDS) expected to be available for sale in Europe Q1 CY2021

✓ Attractive Transfusion Dx, Commercial Plasma and Central Lab portfolio roadmap in place

✓ Potential new MosaiQ applications – discussions ongoing with major customers interested in customized microarrays