



# BUSINESS UPDATES

Ed Farrell, COO  
Peter Buhler, CFO

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# Safe Harbor Statement

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This contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934 and the Private Securities Litigation Reform Act of 1995. These forward-looking statements may include statements regarding our expectations of continued growth, the development, regulatory approval, commercialization and impact of MosaiQ and other new products (including the potential for using the Company's MosaiQ technology to infectious disease diagnostics), current estimates of third quarter and full year fiscal 2021 operating results and expectations regarding our future funding sources. Such statements are based on current assumptions that involve risks and uncertainties that could cause actual outcomes and results to differ materially.

These risks and uncertainties, many of which are beyond our control, include delays or denials of regulatory approvals or clearances for products or applications; market acceptance of our products; the impact of competition; the impact of facility expansions and expanded product development, clinical, sales and marketing activities on operating expenses; delays or other unforeseen problems with respect to manufacturing, product development or field trial studies; adverse results in connection with any future legal

proceedings, continued or worsening adverse conditions in the general domestic and global economic markets, including as a result of the global COVID-19 pandemic; as well as the other risks set forth in the Company's filings with the Securities and Exchange Commission. Investors are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof. Quotient disclaims any obligation to update these forward-looking statements.

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# Agenda

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- 1 Quotient Introduction
- 2 Portfolio Roadmap
- 3 Financials



# Evolution of a Disruptive Life Sciences Player

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



Scottish National Blood Services creates National Reagents Unit

Diagnostics Scotland (later renamed Alba Bioscience) created from merger of NRU and Scottish Antibody Production Unit

Quotient founded and acquired Alba Bioscience

Quotient Suisse SA formed and Quotient IPO on Nasdaq

77 CE marked products and 79 FDA licensed products

Quotient launches MosaiQ and COVID-19 Antibody Microarray; CE Mark and FDA EUA received; Contracts in Europe and the US in place; partnership with Ortho on patient transfusion

1990

1998

2007

2014

2018

2020

~\$700m capital raised for the MosaiQ project

>\$540m capital invested in the MosaiQ project

9 years focused development and technical experience

Protected by approved patents for application and process

# Existing Commercial-Stage Product Portfolio

Anchored by MosaiQ platform

MosaiQ

**MOSAIQ™**  
by QUOTIENT



- 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 supports MosaiQ's utility in the broader IVD market; generating sales since June 2020

Alba

**ALBA**  
by QUOTIENT™



- 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 and generating over ~\$30m revenue growing at low double digits
- 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

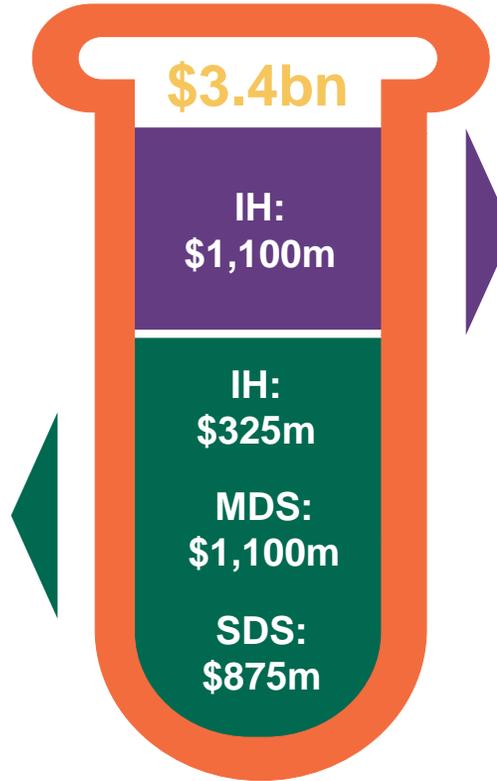
**Molecular Diagnostics ("MDx"):**  
~\$10bn

# Immediate Revenue Opportunity in Transfusion Diagnostics

\$3.4bn market is ready for disruption and MosaiQ is poised to swiftly gain significant market share



Donor Testing  
2/3



Patient Testing  
1/3

Ortho Clinical Diagnostics partnership provides immediate access to patient testing customers in the US and Europe

**Ortho**  
Clinical Diagnostics

Launching into the transfusion market allows MosaiQ to quickly gain share and optimize the platform for expansion into other markets

# Partnership with Ortho-Clinical Diagnostics, Inc.



**MOSAIQ™**  
by QUOTIENT  
for patient transfusion diagnostics

- ✓ Quotient and Ortho **agreed to collaborate in the transfusion diagnostics patient market in Europe and the US**
  - Quotient will develop a dedicated MosaiQ microarray for the patient transfusion market and sell this microarray along with instruments and consumables to Ortho for distribution
  - Ortho to provide commercial and technical infrastructure to capture and service customers
- ✓ Binding letter of intent puts an **end to the pending arbitration** between the two companies
- ✓ Ortho is the market leader on the patient side of transfusion diagnostics, which provides Quotient with **immediate access to customers** in the US and Europe
- ✓ Quotient will be entitled to **payments in the amount of up to \$67.5 million** upon achievement of certain product development, regulatory and commercial milestones, including an upfront payment of \$7.5 million
- ✓ Agreement also includes **minimum sales commitments** that increase over the first five years

# One Technology for All Testing Needs in Transfusion Dx



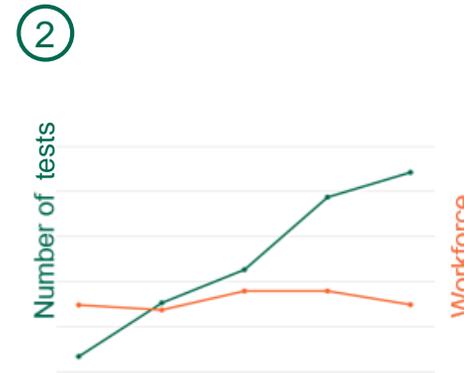
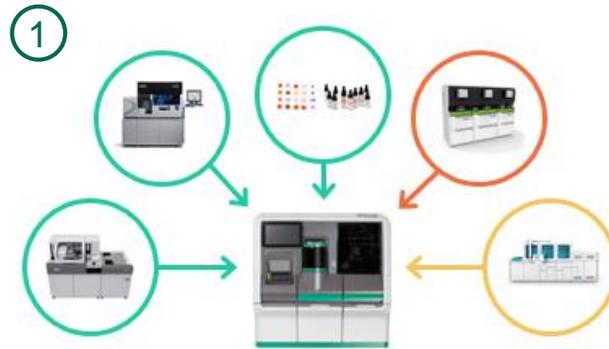
Fully integrated system eliminates the need for multiple equipment



# 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 m<sup>2</sup>
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



Throughput (Tests/h)	Productivity ((Tests/h)/m <sup>2</sup> )
1,938	1,256

Expanded IH + Expanded SDS



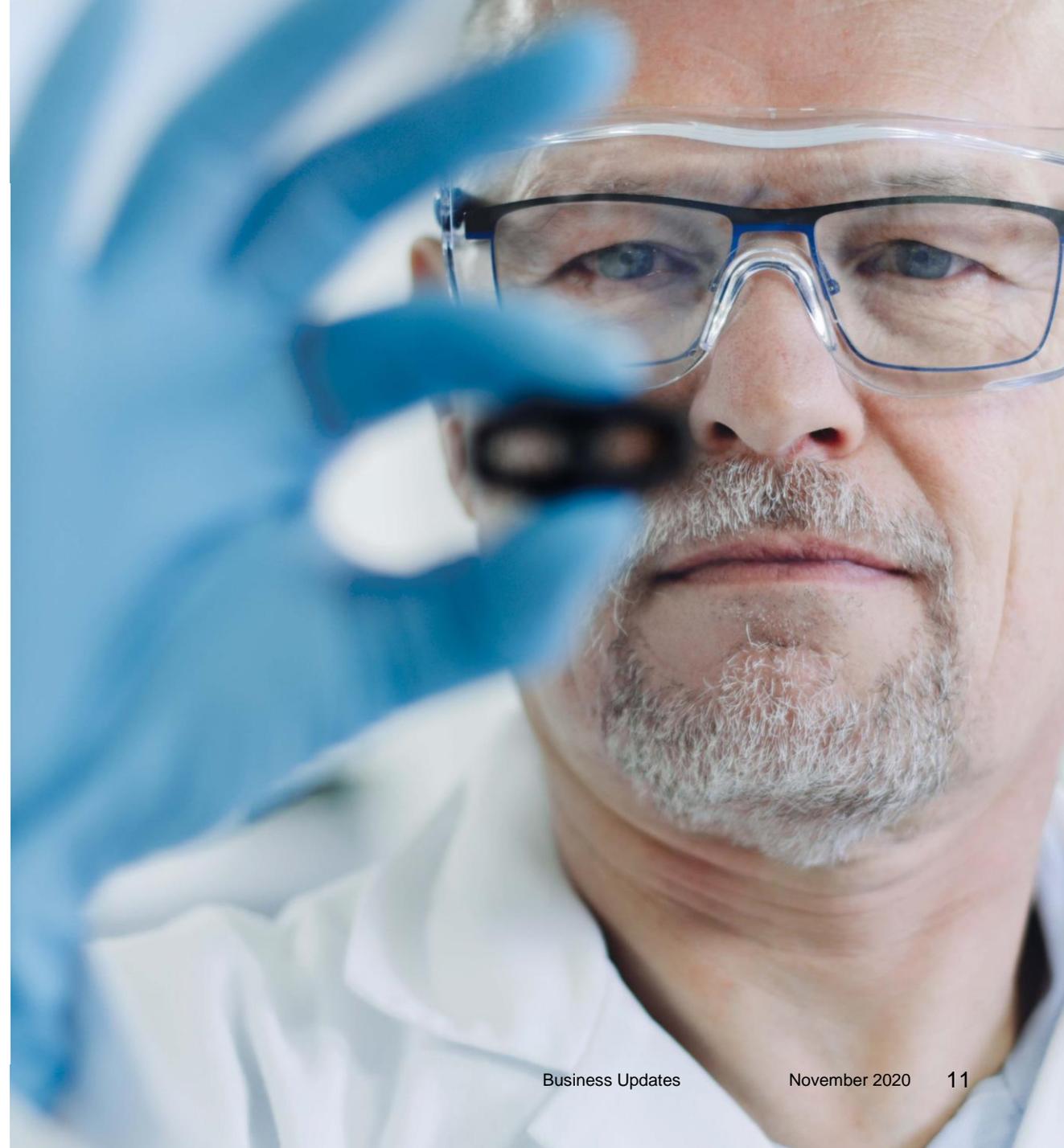
Sources: Number of tests based on Genetic Testing Registry Data in National Center for Biotechnology Information [NCBI], <https://www.ncbi.nlm.nih.gov/gtr/w>

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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# MosaiQ Proprietary Technology Delivers Fast, High-Throughput Results



November 2018



**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**

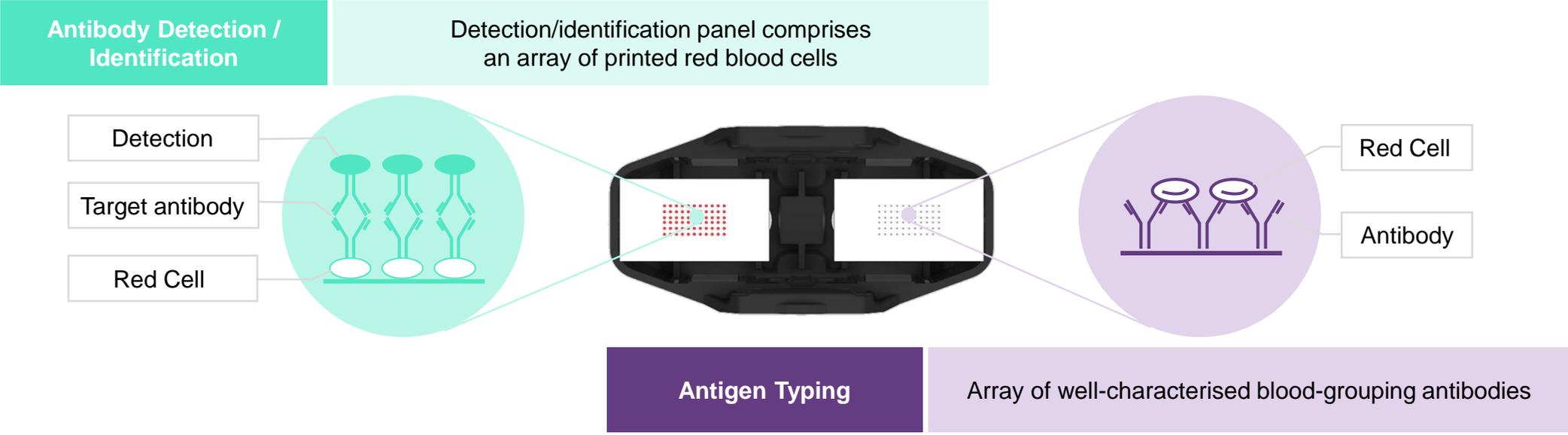
- ✓ Installation and validation (IQ, OQ, PQ) <5 days
- ✓ Only ½ day training required to manage all tasks

# 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**

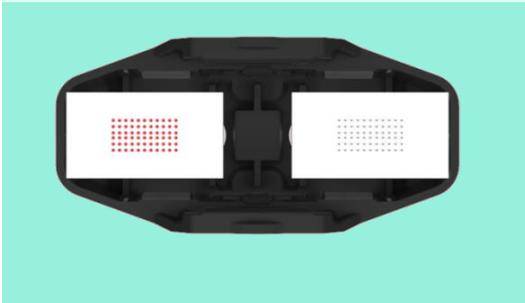


All processes are fully automated on the MosaiQ instrument

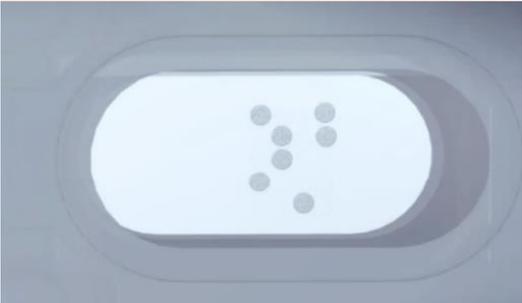
# Platform Built Around Disruptive Technological Elements Developed from Decades of Scientific Research



**Molecules  
on glass**



**Density  
of probes**



**Chemistry  
optimization**



**Optical  
software**



# Flexibility and Breadth of Platform Demonstrated with COVID-19 Antibody Test



## FDA and CE Mark received for COVID-19 Antibody Test

- ✓ High sensitivity, specificity and early sero-conversion
- ✓ Antigen able to detect spike proteins anticipated to be associated with neutralizing antibodies and vaccines
- ✓ Semi-quantitative COVID-19 antibody test to be released in the coming weeks

*“We anticipate testing a total of 26,000 donors by the end of September”* – Dr. Rebecca Haley, Bloodworks Northwest Medical Director

### CE Marked Performance (IFU)

Quotient Limited

Pathogen	Sensitivity	Specificity
SARS-CoV-2	100%	99.8%

**431 samples part of the CE mark study**

**Early detection of antibodies: >7 days post positive PCR**

100% Sensitivity (30 samples)  
99.8% Specificity (401 samples)

### External Evaluation

Paris, France

Pathogen	Sensitivity	Specificity
SARS-CoV-2	98.4%	100%

**563 samples part of the external study**

**First final study results already available:**

98.4% Sensitivity (63 samples)  
100% Specificity (500 samples)

# Partnership for Further Advancement of the MosaiQ Platform

## Partnership Highlights

- Quotient has entered a strategic partnership with a major US-based diagnostics laboratory to continue the advancement of the MosaiQ platform
- A committee comprised of representatives from both parties, across Commercial, R&D / Medical, and Business / Corporate Development areas will ensure systematic feedback is collected to improve the system's performance and menu of offerings
- Technical feedback for the continued development of transfusion products and immunoassay and molecular products for IVD applications
- Commercial evaluation of potential future platform opportunities to target high volume / high value tests



### Technical Advancement

Partner expertise and experience as one of the leading diagnostics services providers will enable continued product evaluation and improvement



### Commercial Opportunities

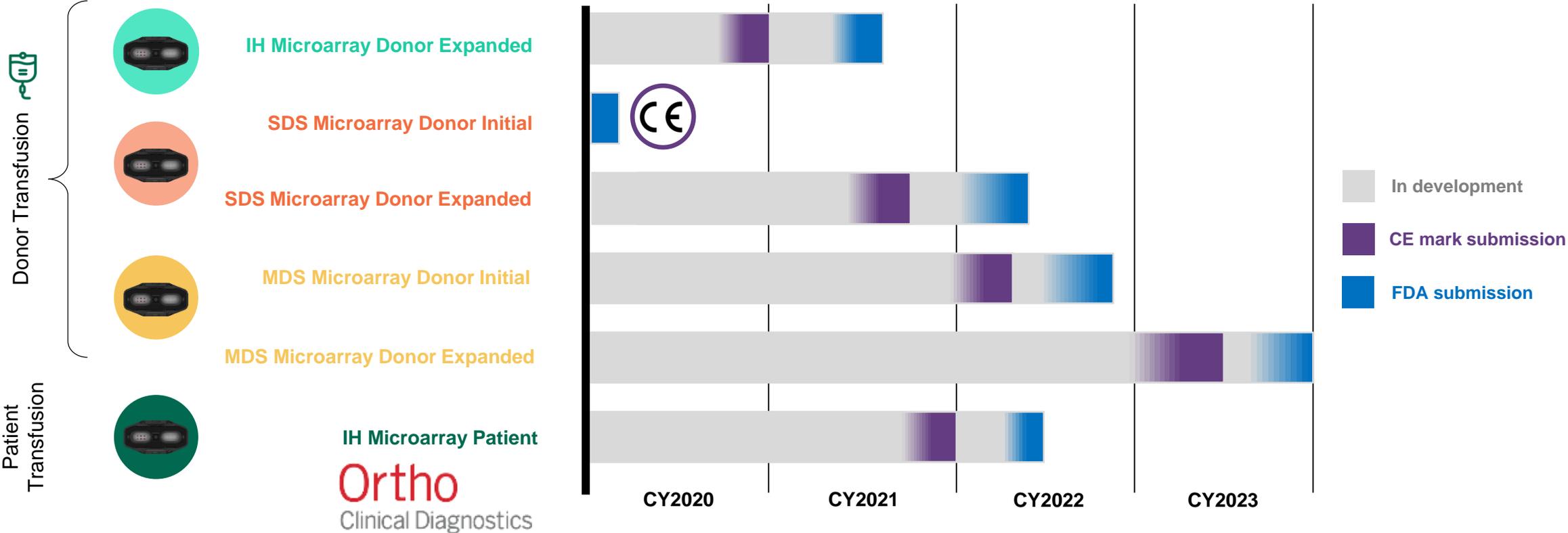
The Feedback Committee will assess and advise on new product development through R&D to target opportunities in the highest potential MDx markets



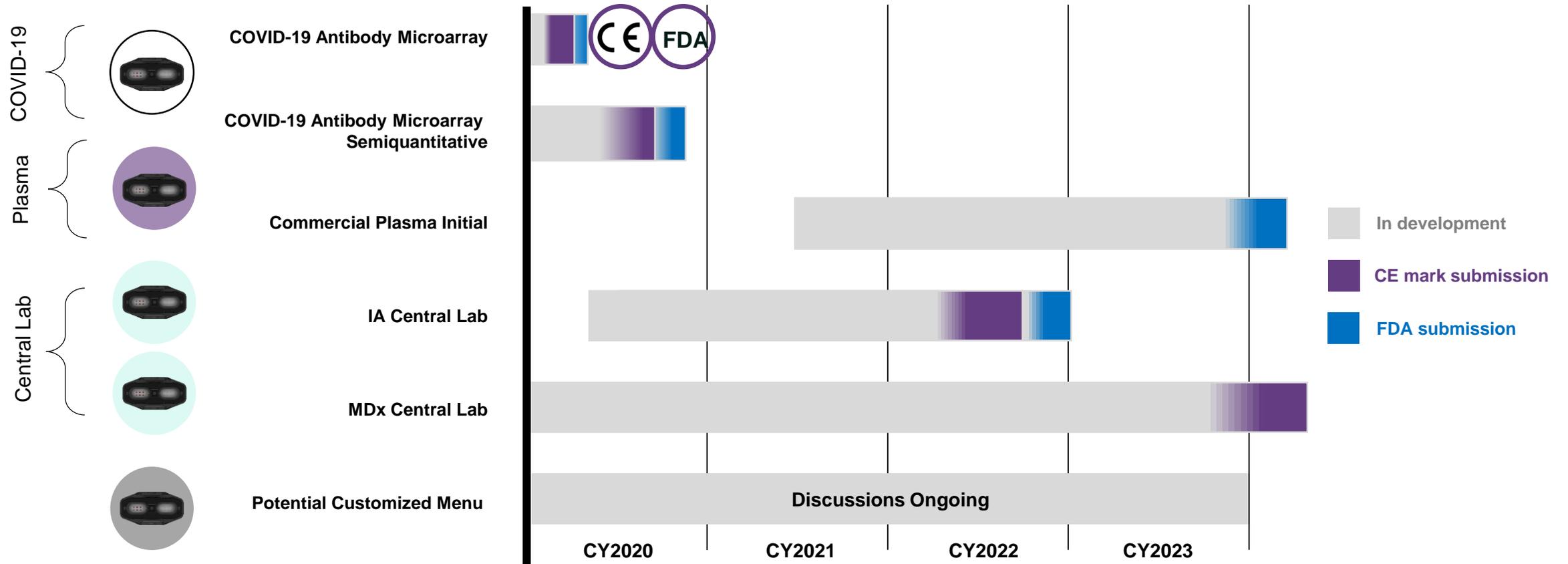
### Further Validation of the Platform

Adoption of MosaiQ by one of the leading diagnostics services providers provides further validation of the platform and its technical and commercial advantages

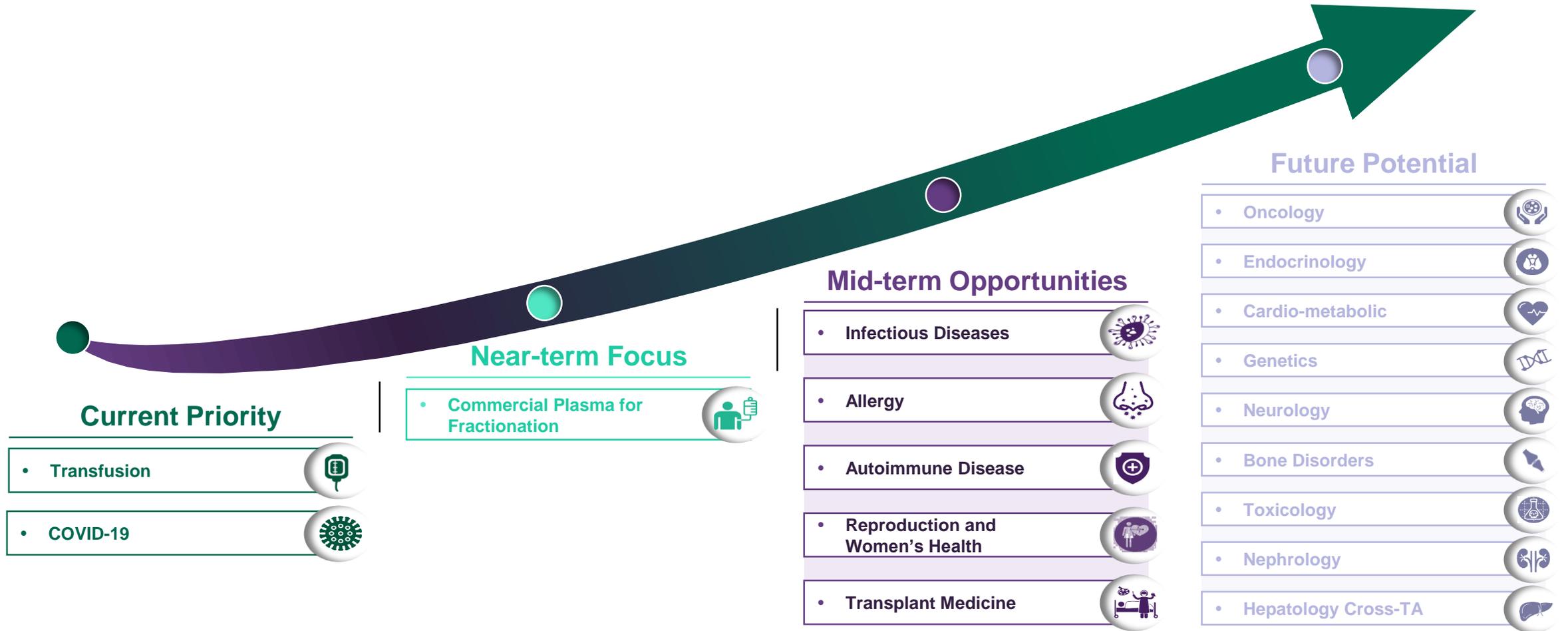
# Clear Roadmap for Transfusion Diagnostics Pipeline



# Pipeline of Rich Opportunities Beyond Transfusion



# MosaiQ's Platform Has a Clear Product Roadmap



# ISO 13485 Manufacturing Facility

Production capacity = 30 million microarrays which can be doubled within 15 months



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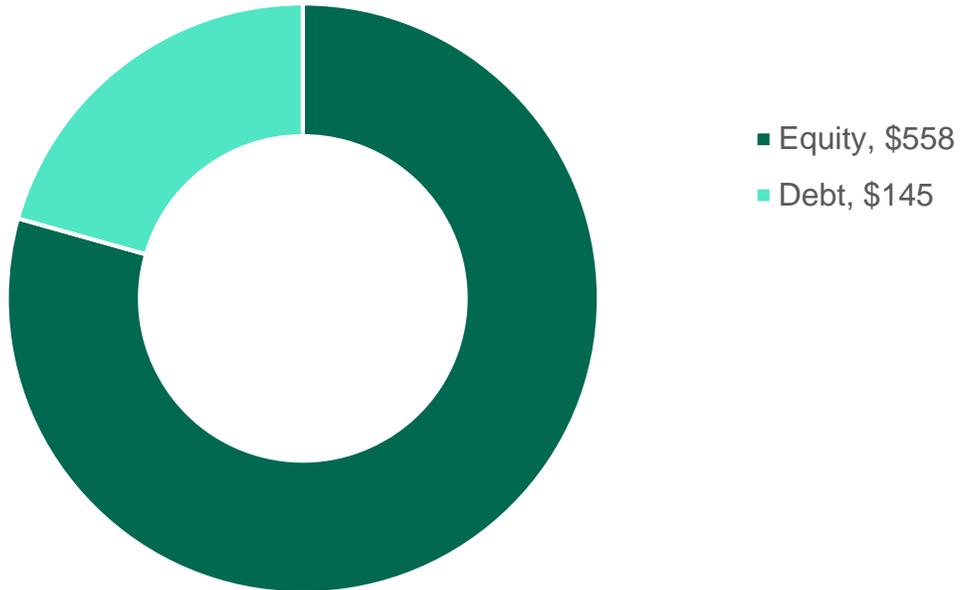
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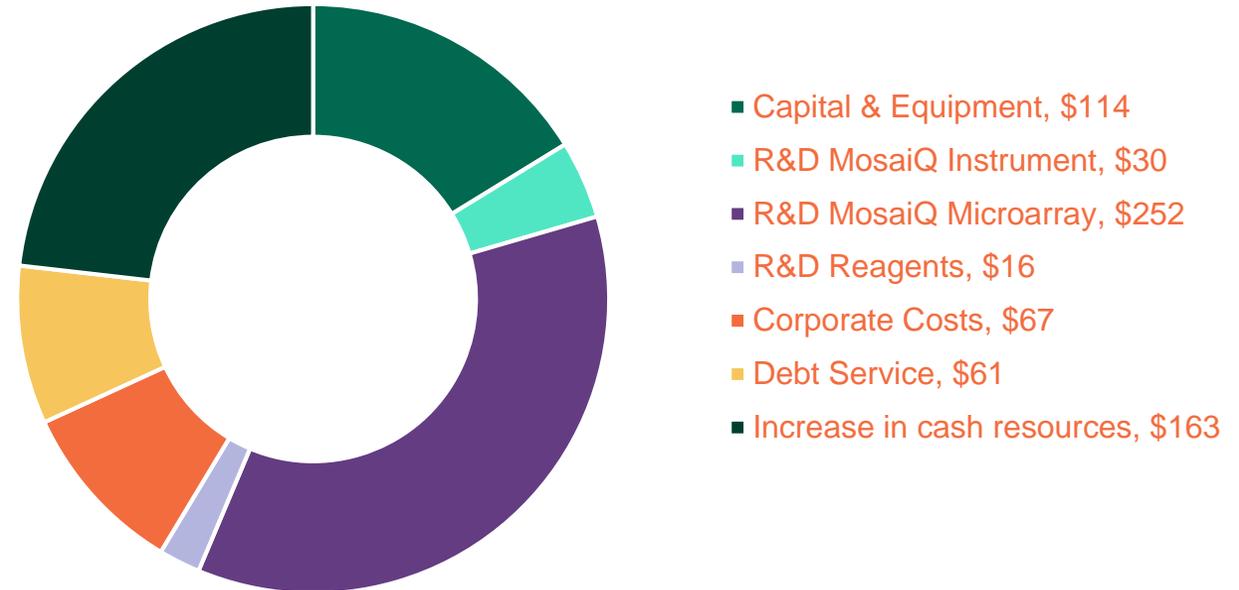
# \$540 million of Capital Invested in the Last 9 Years

\$163 million in available cash at end of second quarter

## Source of funds (\$m)



## Use of funds (\$m)

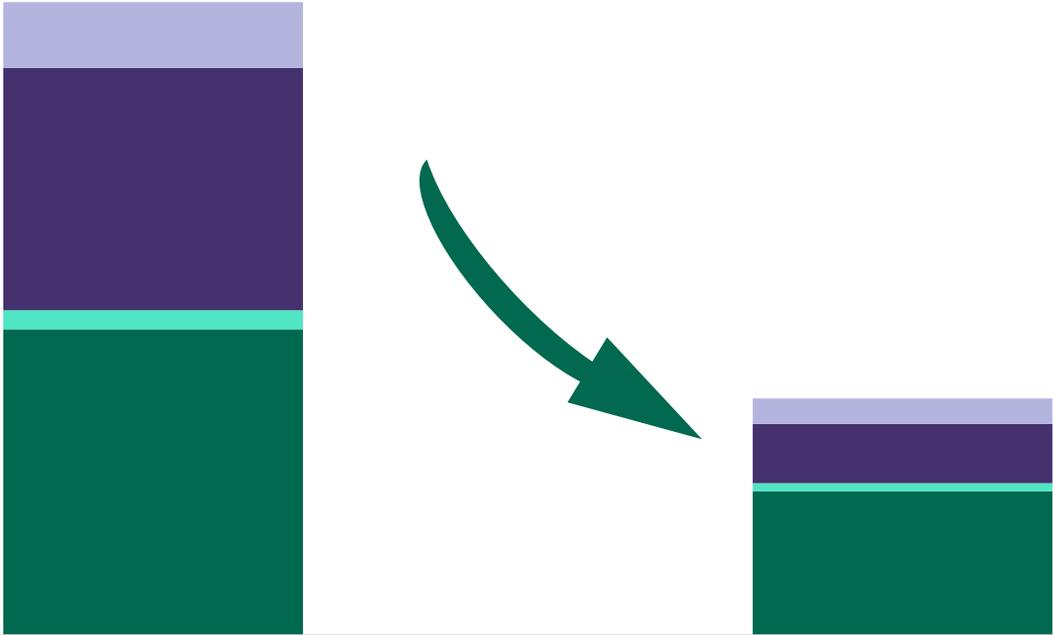


As of September 30, 2020

# Targeted Microarray Dollar Unit Cost

Fixed cost leverage and automation drives gross margins

■ Depreciation   ■ Overhead   ■ Labor   ■ Material



10MM\*

60MM\*



\* Million microarrays



# Key Takeaways

- ✓ Demonstrated the flexibility and commercial viability of the platform with MosaiQ COVID-19 Antibody Microarray
- ✓ Expanded IH field trials Europe nearing completion and first powerful commercial transfusion diagnostics menu (Expanded IH and Initial SDS) expected to be available for sale in Europe Q1 CY2021
- ✓ Expanded IH field trials in US starting soon
- ✓ Attractive Transfusion Dx, Commercial Plasma and Central Lab portfolio roadmap in place





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