



AN AWARD-WINNING SOLUTION FOR LABS

Jefferies Virtual Healthcare Conference

Manuel O. Méndez, Chief Executive Officer
Ali Kiboro, Chief Financial Officer

November 16-19, 2021

NASDAQ: QTNT

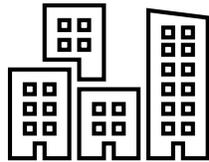
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This news release contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934 and the Private Securities Litigation Reform Act of 1995. These forward-looking 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 2022 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 ongoing or 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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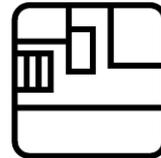
Executive Summary

Company + Market Opportunity



Quotient leadership and history, market size, and revenue potential

The MosaiQ Solution



An award-winning solution for laboratories addressing key customer challenges

Financials



Solid cash position and attractive future revenue growth potential

Experienced Executive Team Members



Manuel O. Méndez
CHIEF EXECUTIVE OFFICER



Ali Kiboro
CHIEF FINANCIAL OFFICER



50 years

Experienced Executive Team Members



Christian Albrich
CHIEF PEOPLE OFFICER



Mohammad El Khoury
CHIEF COMMERCIAL OFFICER



Dr. Christine Ginocchio
CHIEF SCIENTIFIC & MEDICAL OFFICER



Dr. Michael Hausmann
CHIEF TECHNOLOGY OFFICER



125 years

The Evolution of a Disruptive Life Sciences Player



- High quality reagent products
- >5,000 transfusion labs worldwide daily
- ~\$35m revenue growing at high single digits



- Multimodal multiplexing automated platform
- Applications across wide array of IVD applications
- Best-in-class COVID-19 antibody test = utility broader IVD market

2007



2014



2018



2020



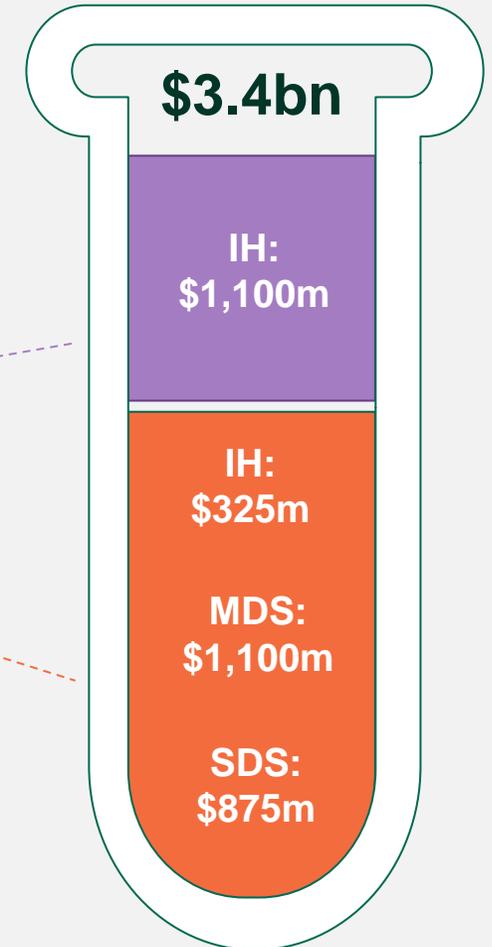
2021



Revenue Opportunities in Transfusion Diagnostics & Clinical Dx

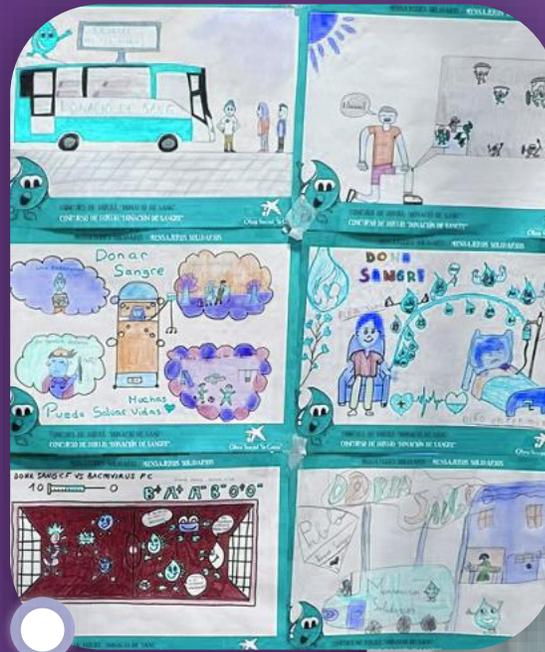
Access to \$3.4 billion transfusion Dx market & poised to disrupt ~\$40bn market in clinical Dx with initial focus on Allergy, Autoimmune, & HLA

- Immunoassay ("IA") ~\$30bn
- Allergy: ~\$2bn
- Molecular Diagnostics ("MDx"): ~\$10bn
- Donor Transfusion
- Patient IH
- Plasma: ~\$750m



Innovating For Better Patient Care

Game changing diagnostics solutions that change patients' lives for the better



Improving Patient Care



Inspiring Innovation

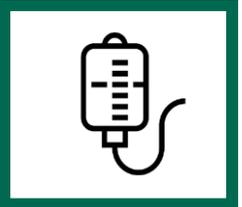
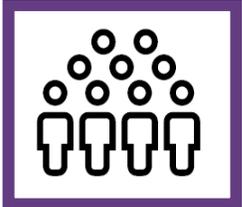
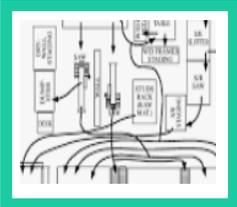


Empowering Labs

MosaiQ Solution Provides Economic & Clinical Value



Workflow Inefficiency
Staffing Shortages
Budget Constraints
Blood Safety



Economical
Value



Clinical
Value

MosaiQ Multimodal Multiplexing Solution

A simplified workflow for faster time to result and lower cost of ownership



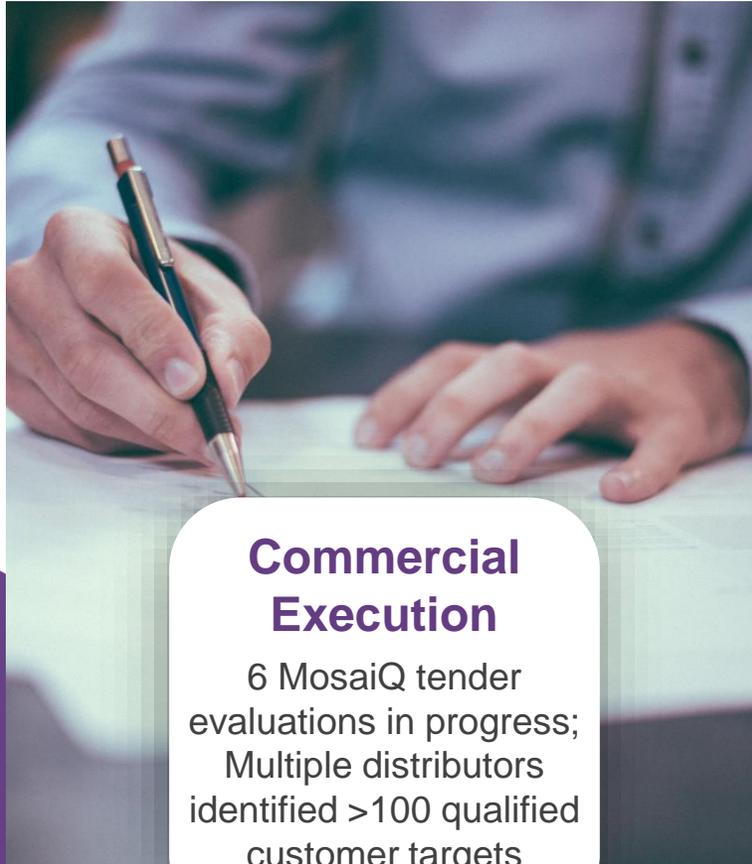
MosaiQ Solution

Significant progress made, focusing on customer opportunities



Transfusion Dx

Expanded
Immuno-hematology CE
regulatory dossier has
been submitted
with 20 specificities



Commercial Execution

6 MosaiQ tender
evaluations in progress;
Multiple distributors
identified >100 qualified
customer targets



New Market Segments

QTNT & Janssen
Vaccines & Prevention
B.V. collaboration;
\$2B Allergy IVD
market focus



Expanded Immunohematology

- ✓ CE regulatory dossier submitted
- ✓ Included results from EU evaluation trial of over 4,500 random blood donors



Expanded Serological Disease Screening

- ✓ Field trials expected to begin in Q2 CY 2022
- ✓ Anti-HIV and anti-HCV antibody tests are currently in development; observing 100 % sensitivity and greater than 99.8 % specificity
- ✓ Anti-Syphilis T. pal. and HBsAg tests progressing well to complete initial blood donor screening panel
- ✓ Refined our go-to-market strategy to accelerate commercial launch into the plasma fractionation market

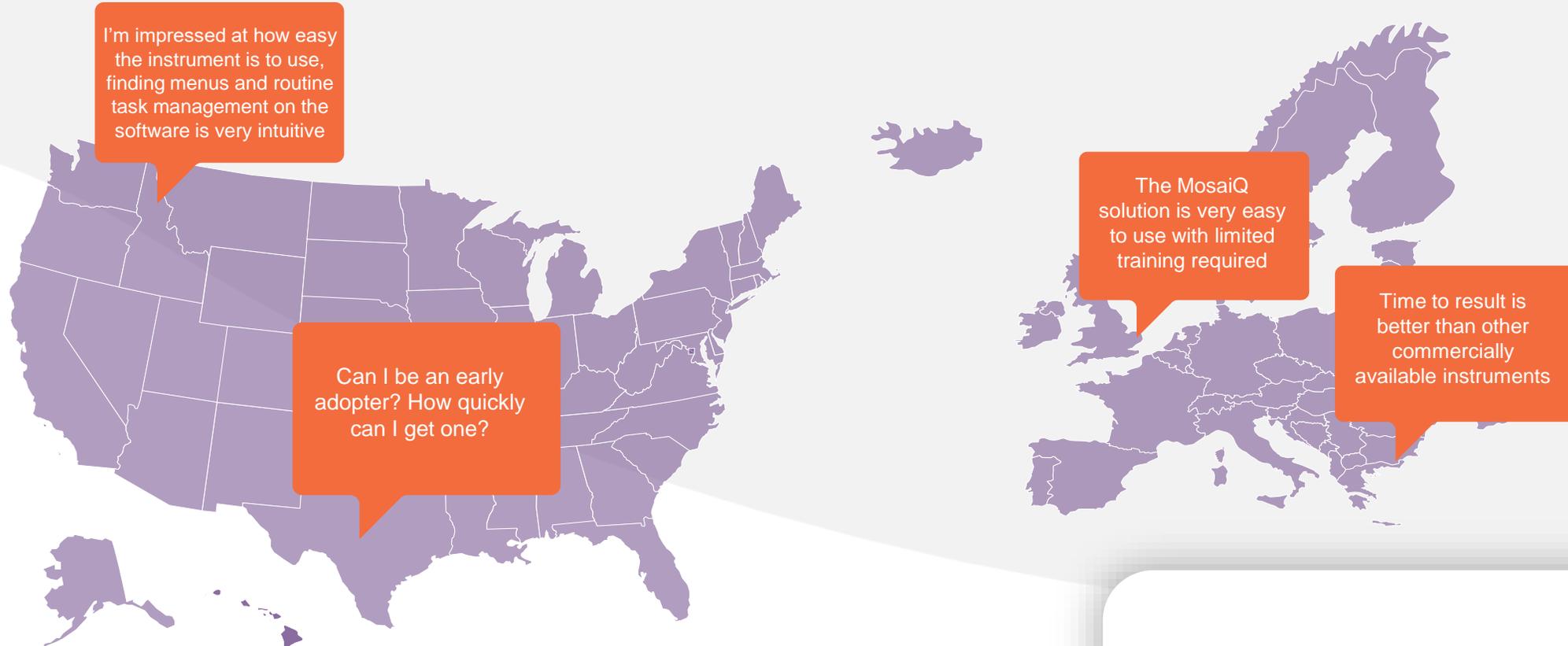


Molecular Disease Screening

- ✓ Progress made in assay and instrument development

MosaiQ Positive Feedback: Europe and US

NASDAQ: QTNT



300+ 2021 AABB attendees visited Quotient's virtual booth with interest in Quotient solutions

Alba by Quotient

Unaudited revenues exceed guidance and continue to retain growth

\$9.2m

in product
sales in
Q2 FY 22

+15.9%

growth over
Q2 of FY21

18.6%

Growth in
OEM in Q2

13

new Alba by
Quotient products
to address
customer needs

Solid Cash Position and Attractive Future Revenue Growth Potential

\$141.8m

in cash and other short-term investments

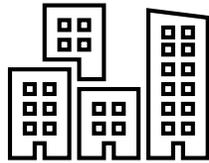
\$60m

reduction in Quotient's near-term cash obligations due to successful amendment of senior secured notes



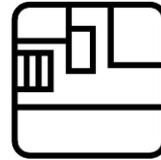
Key Takeaways

Company + Market Opportunity



- Strong Leadership team in place
- Established Alba revenue stream
- MosaiQ solution provides access to \$3.4 billion transfusion Dx market & potential ~\$40bn market in clinical Dx

The MosaiQ Solution



- Multimodal, multiplexing solution aligned with customer needs
- CE regulatory dossier submitted for Expanded IH microarray
- Significant progress made, focusing on customer opportunities

Financials



- Solid cash position and attractive future revenue growth potential
- \$141.8m in cash and cash equivalents
- \$60m reduction in Quotient's near-term cash obligation

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Q&A