



# INNOVATING FOR LIFE

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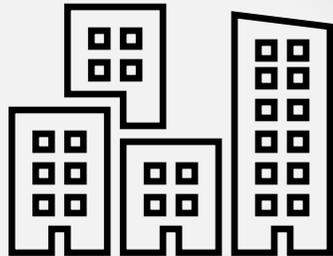
# Empower Insights. Transform Patient Care. Innovate for Life.

Stella just gave birth to her third baby. The **baby** was born with a **hemolytic disease** and a transfusion is urgently needed. **Extended phenotyping** of donor blood will rapidly identify a suitable blood unit, potentially **saving the baby's life**.



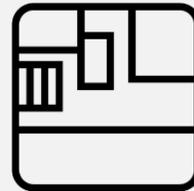
# Executive Summary

## Company + Market Opportunity



Quotient leadership, history,  
and market size

## Business Model



An award-winning technology  
for laboratories providing customers with  
an innovative, consolidated and  
automated solution

## Financials



Focusing on developing platform menu  
and path to profitability

# Serving Customers with Quality Products for Over 30 Years

Creating value for all stakeholders



**>30**

Years of  
legacy



**5,000**

Customers  
globally



**81** FDA

**\*80** CE

\*Includes 6  
MosaiQ CE marks



**20**

IH donor tenders

**9**

International  
agreements

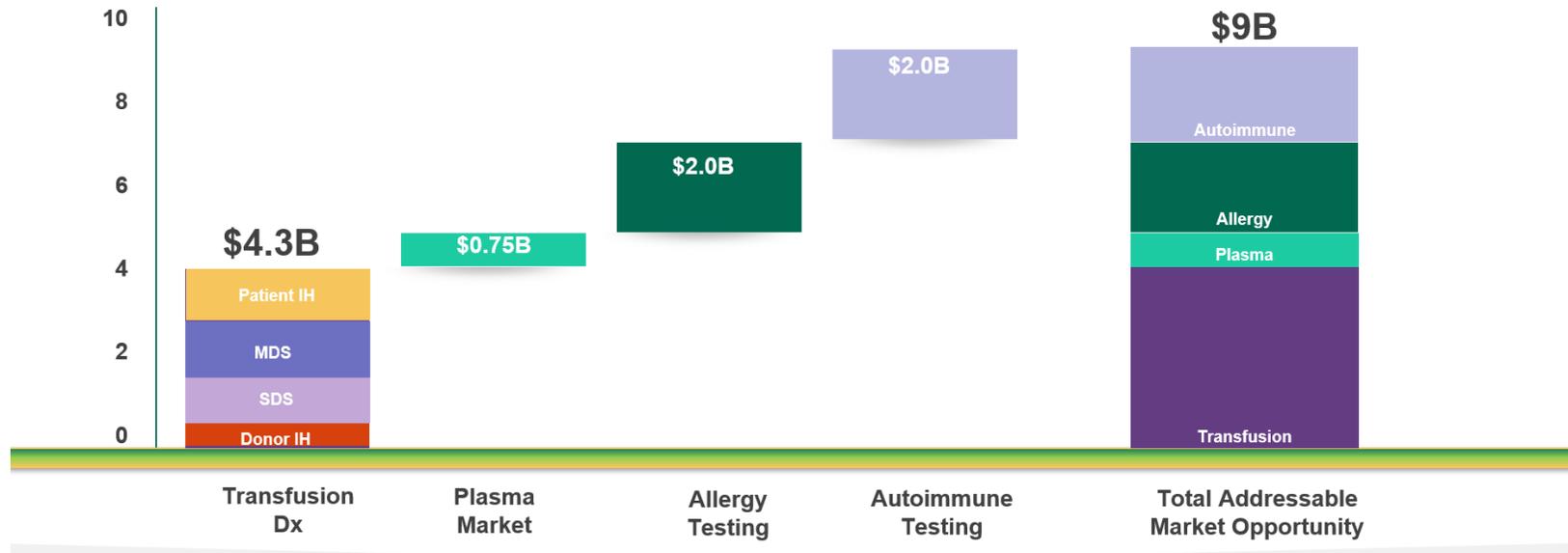


**\$9B**

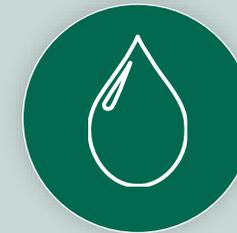
Addressable  
market  
opportunity

# \$9B Market Opportunity

Focused on inefficient and high-clinical value diagnostic applications in various healthcare settings



Serving established and emerging markets—**\$9BN** overall TAM



~ **120M** annual blood donations globally



On track to disrupt global clinical diagnostics market

# Customer Centric Leadership Team Focused on Anticipating Customer Needs

**Mohammad El Khoury**  
CHIEF COMMERCIAL OFFICER



**Dr. Christine Ginocchio**  
CHIEF SCIENTIFIC & MEDICAL OFFICER



**Christian Albrich**  
CHIEF PEOPLE OFFICER



**Esteban Uriarte**  
CHIEF MANUFACTURING & OPERATIONS OFFICER



**Ali Kiboro**  
CHIEF FINANCIAL OFFICER



**Manuel O. Mendez**  
CHIEF EXECUTIVE OFFICER



**Dr. Michael Hausmann**  
CHIEF TECHNOLOGY OFFICER



*175 combined years of experience*



# Our Business Model

To develop and commercialize a fully automated testing platform (MosaiQ) that is uniquely positioned to consolidate workflows and modernize current antiquated technologies

## Innovate

Advanced multiplexing microarray technology enabling integrated analysis of antibodies, antigens, disease screening and more



## Consolidate

Multimodal solution consolidates immunohematology, serology and molecular into a single high throughput platform



## Automate

Simplified workflow that seamlessly integrates into labs, resulting in fast results and lower operational costs



# Addressing Key Customer Challenges

Providing highly attractive economic and clinical value



## MosaiQ Multimodal Multiplexing Solution

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



# Customer Purchasing Criteria Highlight MosaiQ's Differentiated Profile Across Multiple Metrics

Automate



Designed to deliver both clinical and operational benefits

Key Purchasing Drivers	MosaiQ	Product A	Product B	Product C	Product D
 Fast: IH Extended Phenotyping & Screening <i>~35 mins to load and results every 24 seconds thereafter</i>	Full	50%	50%	50%	50%
 Ease of use, minimal prep time	Full	25%	50%	50%	25%
 High-throughput	Full	50%	25%	25%	25%
 Multimodal (Donor screening): Immunohematology, Serological, and Molecular	Full	25%	0%	0%	25%
 Multiplexing	Full	25%	25%	25%	50%
 Other applications (Clinical)	Full	0%	0%	0%	0%

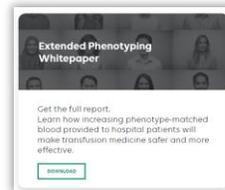
# Value Creation Through Evidence-Based Science and Clinical Impact

## Expert validation in real-world settings



- “MosaiQ is *easy to use* and is a *game-changing system* in diagnostics as it has a *direct impact on patient safety [extended phenotyping]*.”  
– Dr. Christophe Martinaud, May 23<sup>rd</sup> KOL Event
- Positive conclusion in peer-reviewed article on MosaiQ in Journal of Clinical Virology

## Enhancing clinical efficiencies to improve patient care



- **Extended Phenotyping**: How increasing **phenotype-matched blood** provided to hospital patients is expected to make transfusion medicine **safer and more effective**

## Strengthening scientific and medical synergies



- **Innovators' Circle** partnerships with **6** transfusion medicine labs in Europe and the US serve as third party validation

# Commercial Teams are Poised to Deliver Wins

Significant progress in revenue growth opportunities

20

European IH donor tender opportunities targeted in the next 18 months



9

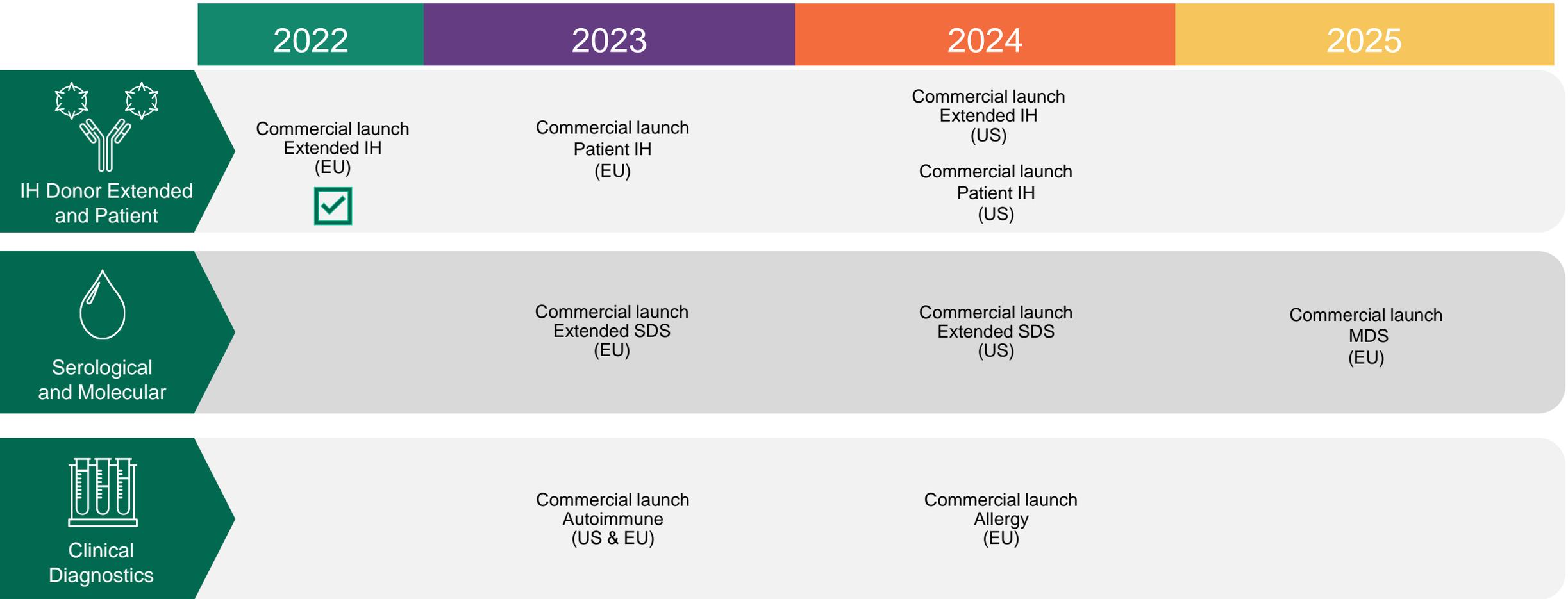
International agreements in place, pursuing more partners to build global distribution network



# Operational Scale Up to Meet Anticipated Market Demands

- **Scalable state-of-the-art** manufacturing facility to support commercial launch
- **Ready to sell** products and **meet anticipated future demands**
- R&D lines to support **faster product development**

# Upcoming Milestones\*



# Balance Sheet Strategy

Focused operational spending



Operational spending focused on R&D for SDS and CDx testing – Critical paths to profitability and entry into US market

Reduce principal amortization

~\$93M

Senior Secured Notes amended to reduce principal amortization by ~\$93M over next 36 months, ensuring cash is invested in launch and growth\*

Raise capital

\$20M

Capital raise of \$20M expected to fund company to SDS launch and Clinical Dx entry