



JEFFERIES VIRTUAL HEALTHCARE CONFERENCE

Franz Walt, CEO
Peter Buhler, CFO

June 2nd, 2020



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
- Also served as a board member of the AdvaMed DX industry association, where he actively contributed to shape healthcare policy in diagnostic testing to improve patient health
- 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 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

Safe Harbor Statement

This presentation 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 include statements regarding our expectations of continued growth, the development, regulatory approval, commercialization, and impact of MosaiQ and other new products (including our current expectations regarding the timing of MosaiQ project milestones and the application of MosaiQ to diagnostics for the recent novel coronavirus (COVID-19) and other infectious diseases as well as other applications beyond diagnostics) and forecasts of the demand for MosaiQ Microarrays and our expected sources of funding. 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 proceeding; continued or worsening adverse conditions in the general domestic and global economic markets, including the recent novel coronavirus (COVID-19) outbreak; as well as the other risks set forth in the company's filings with the Securities and Exchange Commission ("SEC"). 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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Key Takeaways

- **A unique multi-modality multiplexing microarray platform**
- **Due to COVID-19 related issues, transfusion menu field trial timelines are extended up to 90 days**
- **Joined global effort to combat COVID-19 pandemic by rapidly developing our COVID-19 antibody test**
- **Best in class performance on COVID-19 antibody test: 100% sensitivity and 99.8% specificity; CE marked**
- **High performance of the test confirmed with independent studies at major laboratories in four European countries**
- **First MosaiQ customer on-board (hVIVO); Several COVID-19 antibody customer contracts in place and active discussions underway**
- **Expanded IH field trials have recently restarted in Europe**
- **COVID-19 experience demonstrates flexibility and potential of MosaiQ**
- **First powerful commercial transfusion diagnostics menu (Expanded IH and Initial SDS) expected Q1 CY2021**
- **Strong structure and team in place to exploit the MosaiQ opportunity**

Quotient

Over 30 years' heritage in transfusion Dx

- 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
- 2014: Quotient Suisse SA formed & Quotient IPO on Nasdaq
- 2018: MosaiQ factory ISO 13485 certified and instrument CE marked
- 2020: 76 products CE marked and 79 FDA licensed/cleared
- 2020: May 1st COVID-19 Antibody Microarray: Fifth MosaiQ CE mark



Evolution of a Disruptive Life Sciences Player



1990

1998

2007

2014

2018-2019

2020

~\$600m
capital raised for
the MosaiQ project

~\$485m
capital invested in
the MosaiQ project

8 years
focused development and
technical experience

17
approved patents for
application and process

Existing Commercial-Stage Product Portfolio

Anchored by MosaiQ Platform

MosaiQ

MOSAIQTM
by QUOTIENT



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

Alba

ALBATM
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**
- Provided the content for MosaiQ's transfusion testing menu and scientific and regulatory expertise

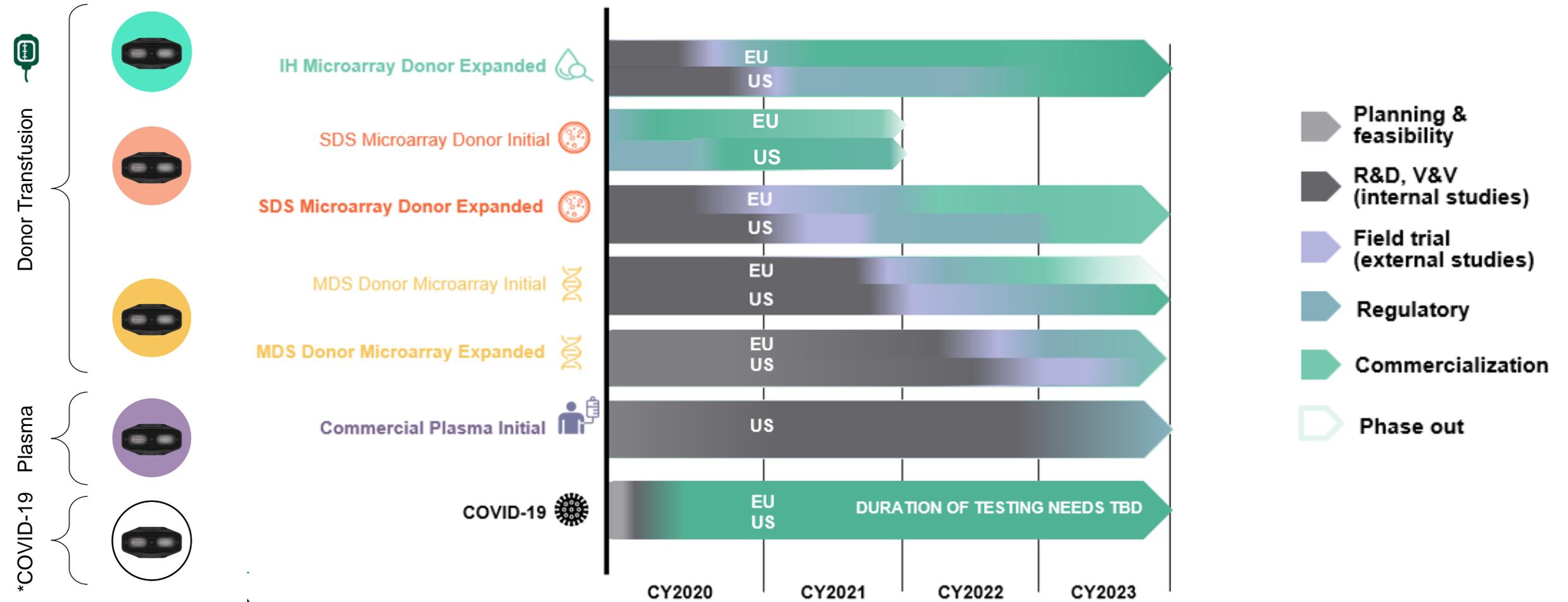
MosaiQ Proprietary Technology Delivers Fast, High-Throughput Results



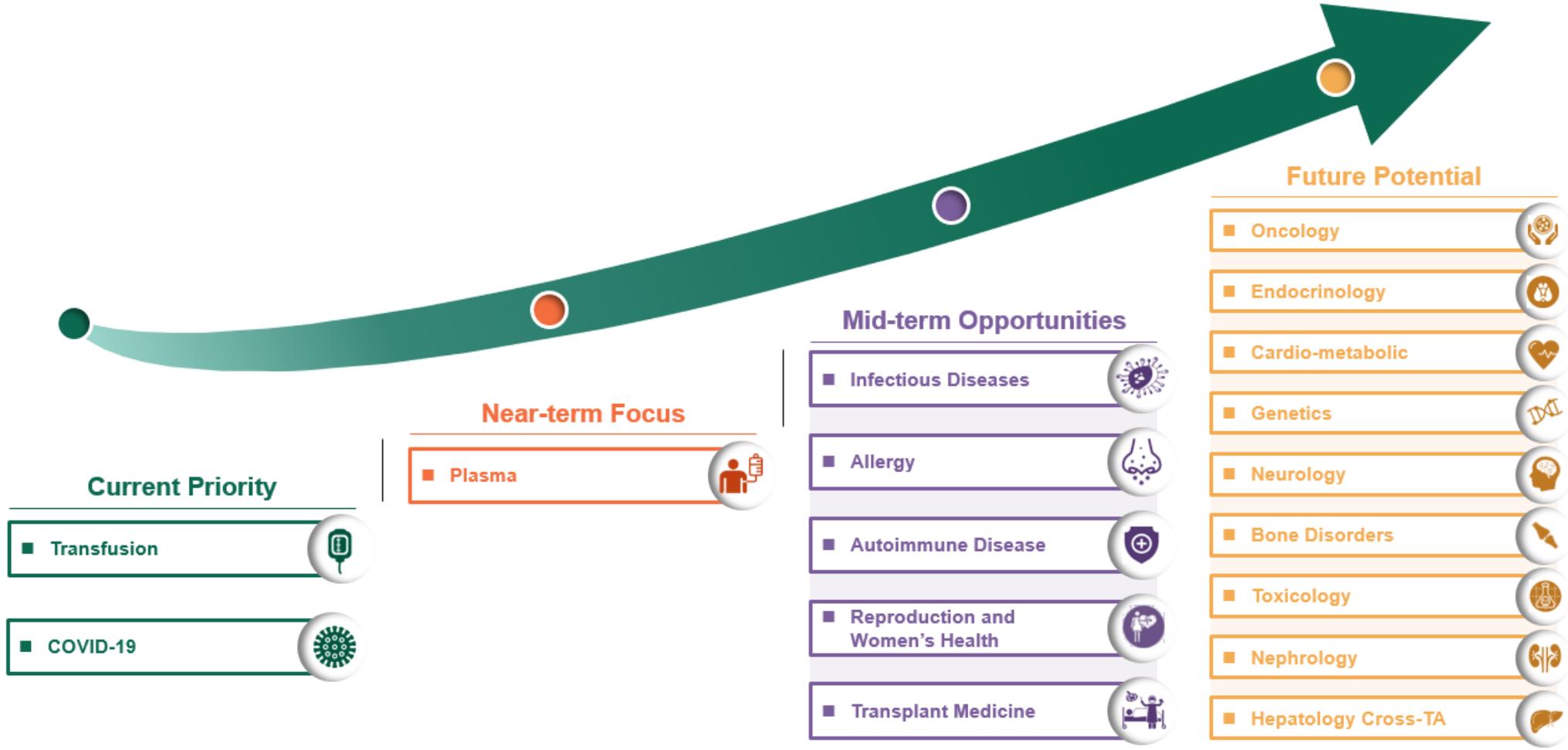
-  **Multimodal, Multiplex Technology**
 - ✓ Up to 132 probes available per microarray
-  **Throughput & Menu**
 - ✓ Up to 3,000 microarrays per instrument per day
-  **Time to First Result**
 - ✓ Every 24 seconds a test result is delivered after the instrument is fully loaded
-  **Walkaway Functionality**
 - ✓ Continuous loading (120 samples)
-  **Ease of Use**
 - ✓ Installation and validation (IQ, OQ, PQ) <5 days
 - ✓ Only ½ day training required to manage all tasks

MosaiQ Microarray Development Pipeline

Rich opportunities

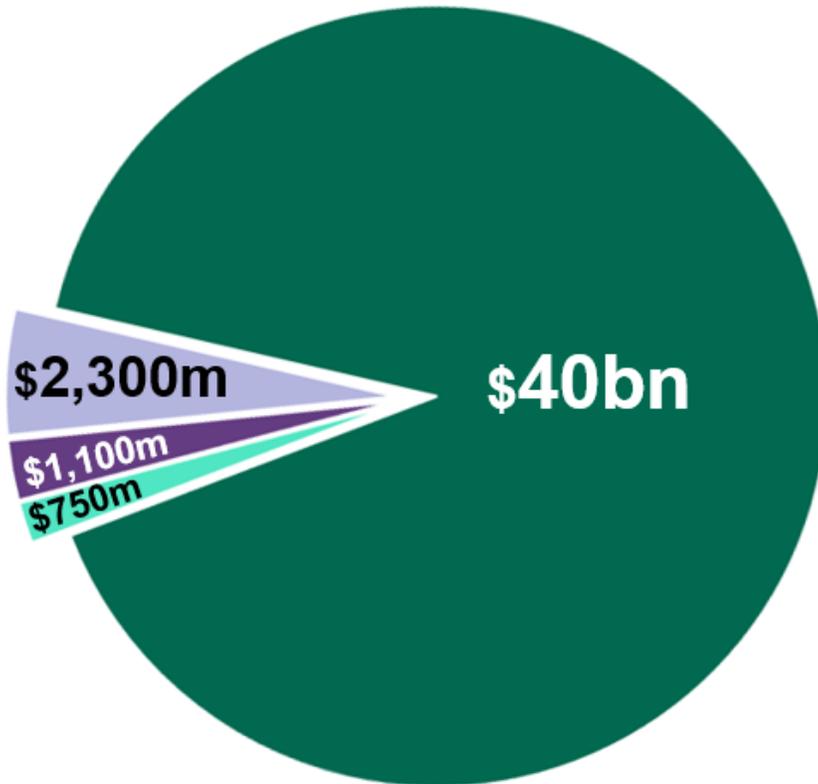


MosaiQ Provides the Platform to Enter Multiple IA and MDx Markets



Large Commercial Opportunities in Plasma, Molecular and Immunoassay Diagnostics...

Target segments within the In-Vitro Diagnostics (IVD) market



■ Transfusion Donor ■ Transfusion Patient ■ Plasma ■ IA & MDX in Central lab

An independent consulting firm was engaged to identify opportunities in IVD beyond the transfusion space.

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

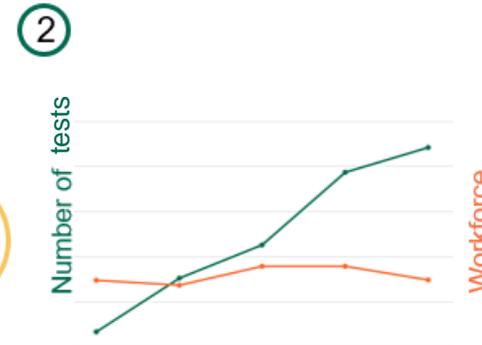
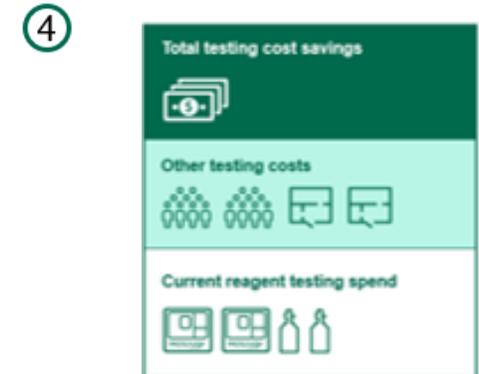


Diagram 3 is a table comparing throughput and productivity for two systems: Expanded IH and Expanded SDS.

Throughput (Tests/h)	Productivity ((Tests/h)/m ²)
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

MosaiQ COVID-19 Microarray Outstanding Performance

CE-IVD Achieved May 1st and FDA-Emergency Use Authorization (EUA) Request Submitted on May 6th

CE marked Performance (IFU):

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)

Independent Evaluation:

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

Four Independent European Validation Studies of COVID-19 Antibody Test

First final study results already available:

100% Sensitivity (101 samples)
99.8% Specificity (406 samples)

Independent Study Confirms Best in Class Performance

Quotient reports equivalent performance in an independent study of its MosaiQ™ COVID-19 Antibody Microarray for detection of IgG and IgM antibodies to SARS-CoV-2.

The MosaiQ COVID-19 Antibody Microarray demonstrated the following summary performance against SARS-CoV-2 at a testing center in Europe:

Summary	Independent study	Internal study
Number of samples in study	507	431
Sensitivity	100% (101/101)	100% (30/30)
Specificity	99.8% (405/406)	99.8% (400/401)

Study design and methods:

The following sample types were tested on the MosaiQ system:

- ◆ Samples from convalescent patients, where a diagnosis was supported by a positive PCR result for SARS-CoV-2, and then a negative result by PCR after resolution (n=101)
- ◆ Frozen/thawed samples from routine blood donors obtained prior to September 2019, presumed negative for SARS-CoV-2 (n=406)

Conclusions:

The study demonstrated that the Quotient MosaiQ COVID-19 Antibody Microarray is suitable for high throughput, fast and accurate testing of blood samples for IgM and IgG antibodies to SARS-CoV-2. Detection of IgM and IgG to SARS-CoV-2 provides clinical advantages, as patients may develop an IgM response several days earlier than IgG, enabling the serological detection at the earliest possible time¹. The system demonstrated suitable sensitivity and specificity in both internal and external studies to be considered fit for its intended purpose. The MosaiQ COVID-19 Antibody Microarray is now available with an IVD CE mark as of 1 May 2020.

First MosaiQ Customer: hVIVO Laboratory Services

- ✓ First MosaiQ customer on-board (hVIVO):
Announced May 11th
- ✓ Several COVID-19 antibody customer contracts in place and active discussions underway with others



MosaiQ User Feedback

“We are impressed by the quick start-up and total daily maintenance time”

“The underlying technology is advanced and has been proven to work well”

“Less waste when compared to alternative instruments”

“After 2 days, I’m impressed by the simplicity of the installation process. Other companies need one week or more to manage the installation”

“It’s a pleasure to work with a coordinator and company that is this well-organized”

“Impressed by [the] results from the blind study when compared to competitors”

“[Our] technician trained in half a day and MosaiQ had a high-throughput—1,200 samples in less than 10 hours”

“Very low level of noise compared to other instruments. This is very important in an open space where there are many instruments”

“This is the most user friendly instrument I’ve used in my 27 years in the testing lab”

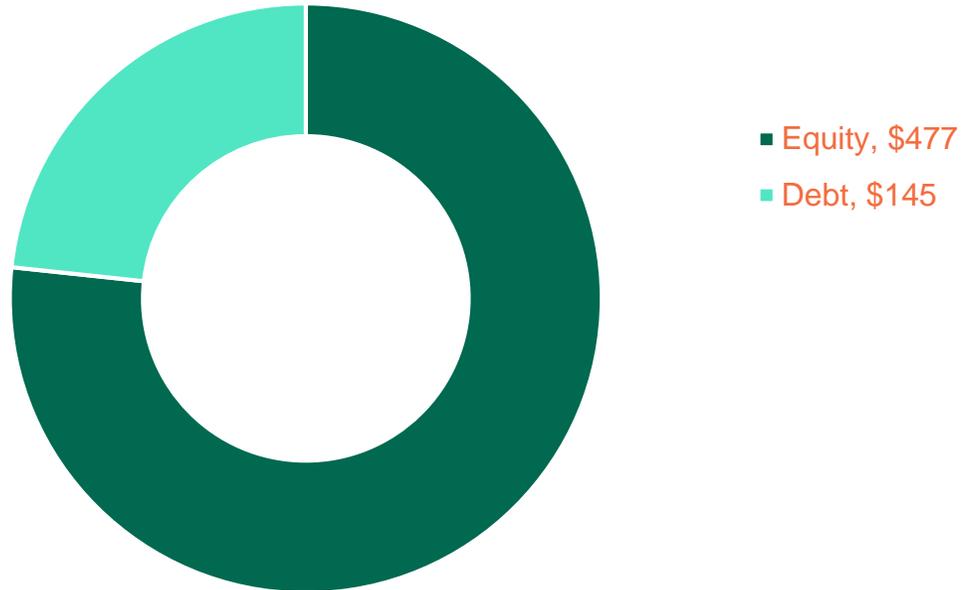
“I’m impressed at how easy the instrument is to use, finding menus and routine task management on the software is very intuitive”

“Time to perform daily maintenance with MosaiQ is 30 minutes. It’s 1 hour or more with other instruments”

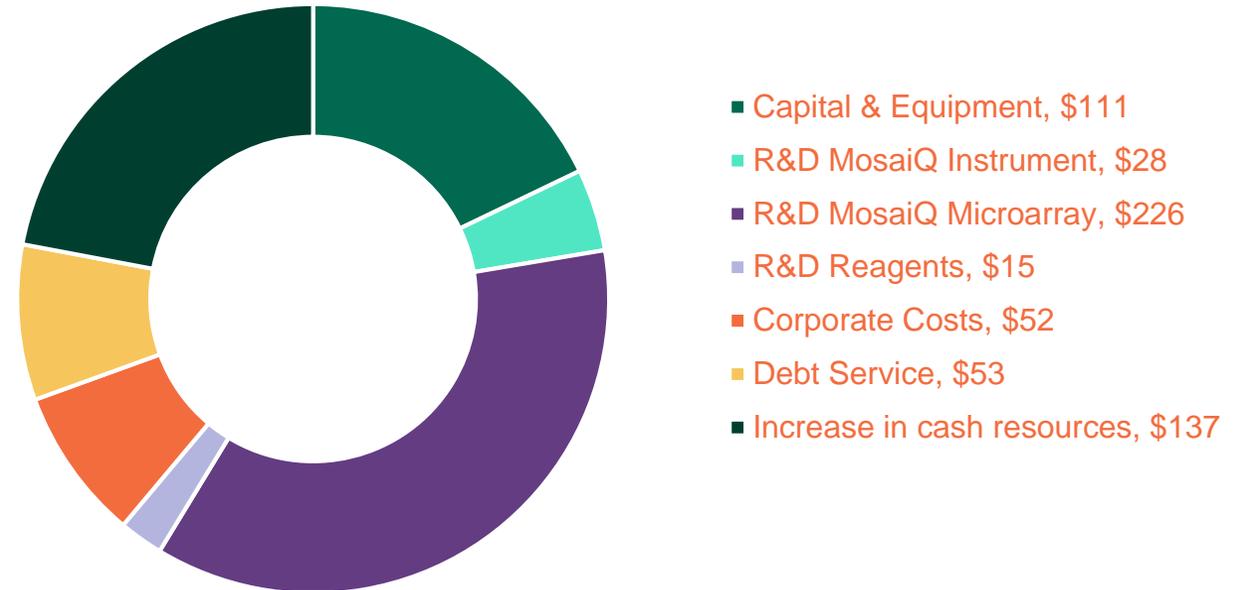
\$485 million of Capital Invested in the Last 8 Years

\$138 million in available cash at end of third quarter

Source of funds (\$m)



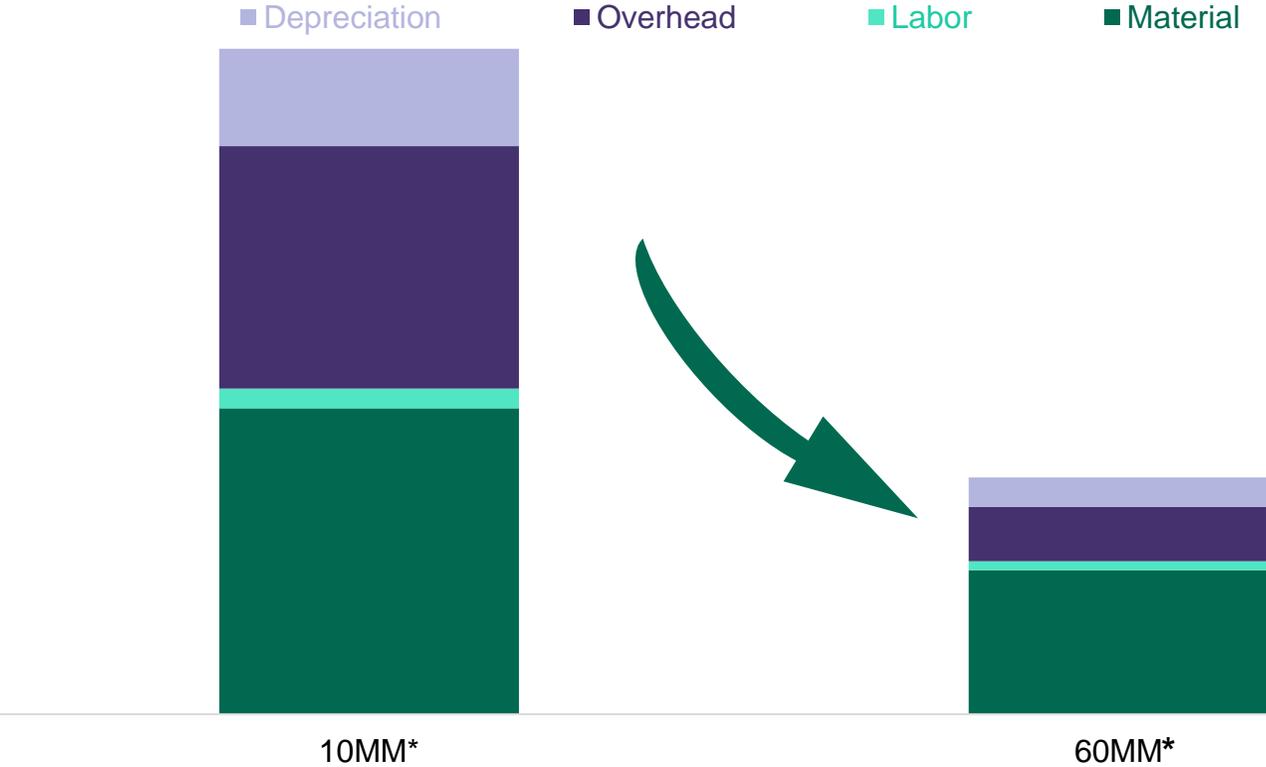
Use of funds (\$m)



As of 31 December 2019

Targeted Microarray Dollar Unit Cost

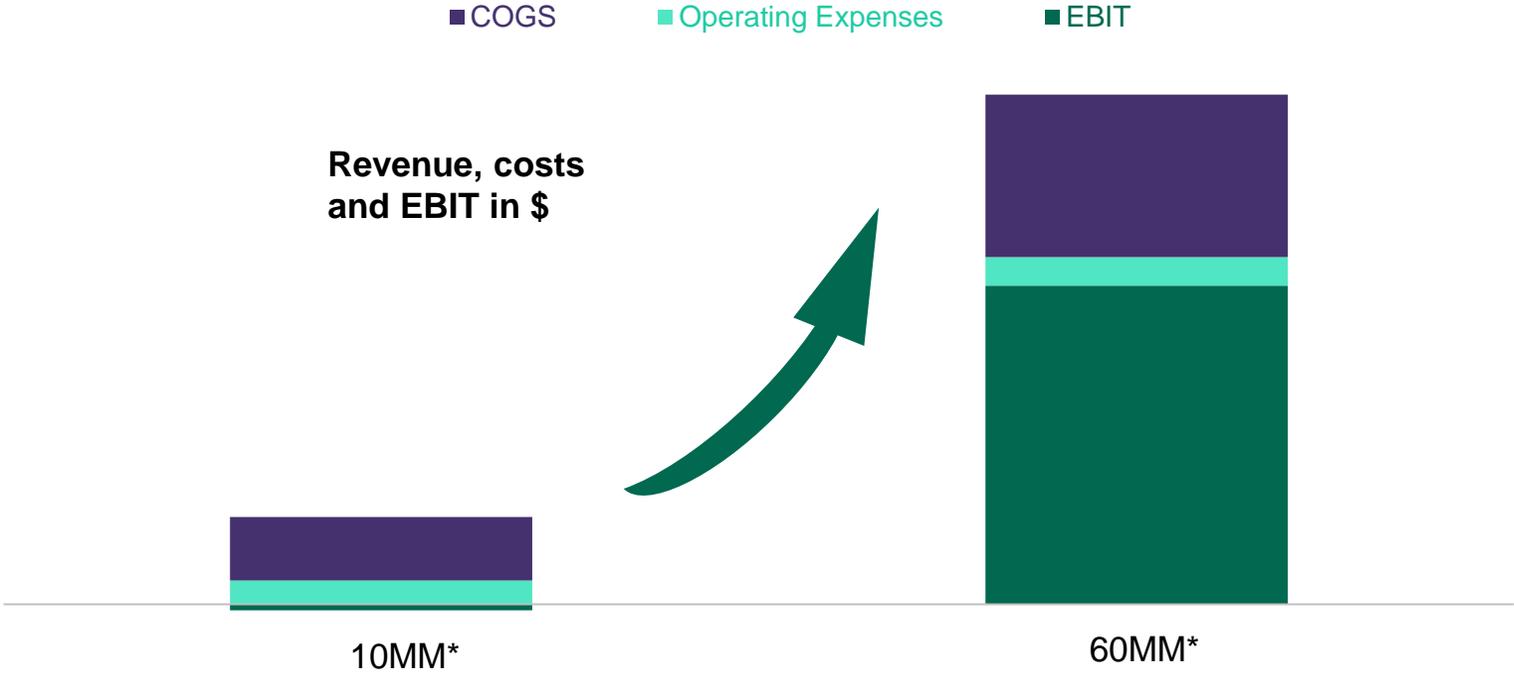
Fixed cost leverage and automation drives gross margins



* Million microarrays

Targeted Profitability and Cost at Various Microarray Sales Levels

Operating leverage drives profitability



* Million microarrays

Upcoming Event

Earnings Release Corporate Update on June 9th, 2020

Quotient will host a conference call to discuss its fourth quarter and fiscal full year financial results at 8:00 a.m. Eastern Time the same day. Participants may access the call by dialing 1-877-407-0784 in the U.S. or 1-201-689-8560 outside the U.S. The access code is 13704376. The conference call will be webcast live on the Company's website at [quotientbd.com](https://www.quotientbd.com).

A replay of this conference call will be available through June 16, 2020 by dialing 1-844-512-2921 in the U.S. or 1-412-317-6671 outside the U.S. The replay access code is 13704376.



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