



QUOTIENT

AN AWARD-WINNING SOLUTION FOR LABS

MosaiQ by Quotient

Manuel O. Méndez, Chief Executive Officer
Peter Buhler, Chief Financial Officer

June 9th, 2021

Safe Harbor Statement

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 our expectations regarding the timing and results from field trials of our products under development and the timing of applications for various regulatory clearances required for commercial sales of those products, as well as the potential for using the Company's MosaiQ technology in 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, are greater than they otherwise would be because of the impact of the COVID-19 pandemic.

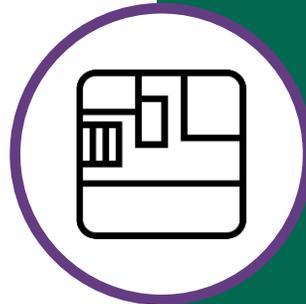
They include COVID-related delays or disruptions of field trial studies for our products, delays or denials of regulatory approvals or clearances for products or applications; market acceptance of our products; the impact of competition; the impact of facility expansions and expanded product development, clinical, sales and marketing activities on operating expenses; delays or other unforeseen problems (not related to COVID with respect to our manufacturing or product development activities 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. The Quotient logo, Quotient MosaiQ and MosaiQ™ are registered trademarks or trademarks of Quotient Limited and its subsidiaries in various jurisdictions.

Executive Summary



Company + Market Opportunity

Quotient history and leadership, market size, and revenue potential



The MosaiQ Solution

An award-winning solution for laboratories addressing key customer challenges



Financials

Further strengthened cash position to fund pipeline expansion and commercial endeavors

Experienced Leadership Team



Manuel O. Méndez
CHIEF EXECUTIVE OFFICER



Peter Buhler
CHIEF FINANCIAL OFFICER



Dr. Michael Hausmann
CHIEF TECHNOLOGY OFFICER



85 years

The Evolution of a Disruptive Life Sciences Player

Innovative MosaiQ technology and established reagents business



ALBA
by QUOTIENT™

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

MOSAIQ™
by QUOTIENT

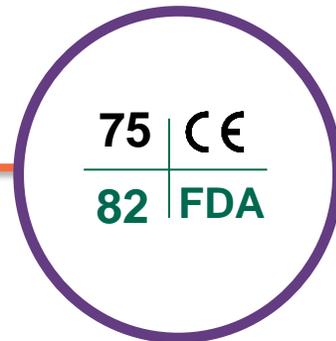
- Multimodal multiplexing automated platform
- Applications across wide array of IVD applications
- Best-in-class COVID-19 antibody test = utility broader IVD market



2007



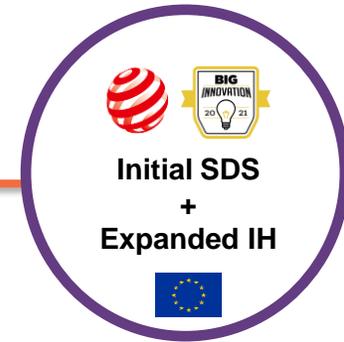
2014



2018



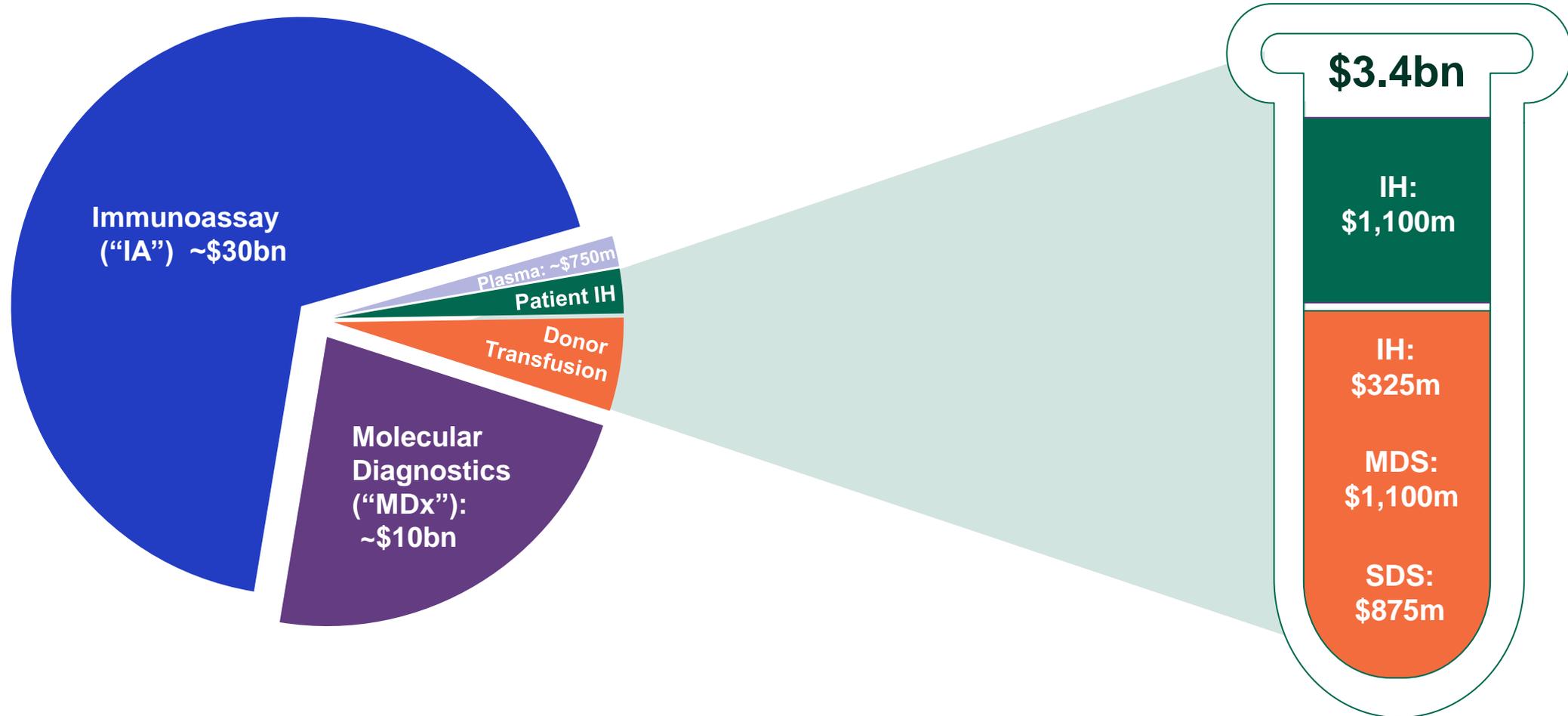
2020



2021

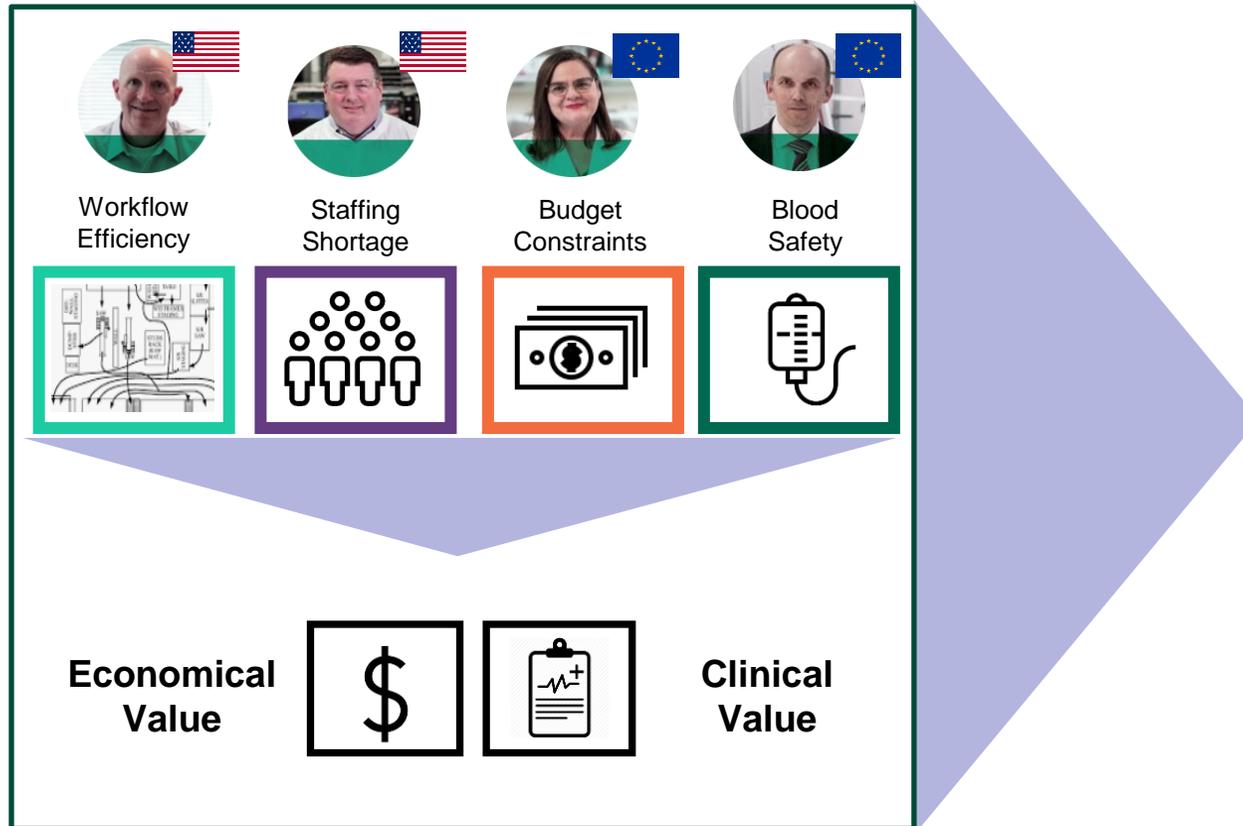
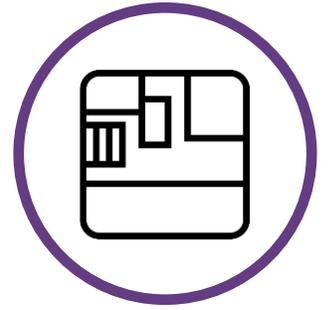
Revenue Opportunities in Transfusion Diagnostics and Beyond

Access to \$3.4 billion transfusion Dx market & poised to disrupt ~\$40bn market in clinical Dx



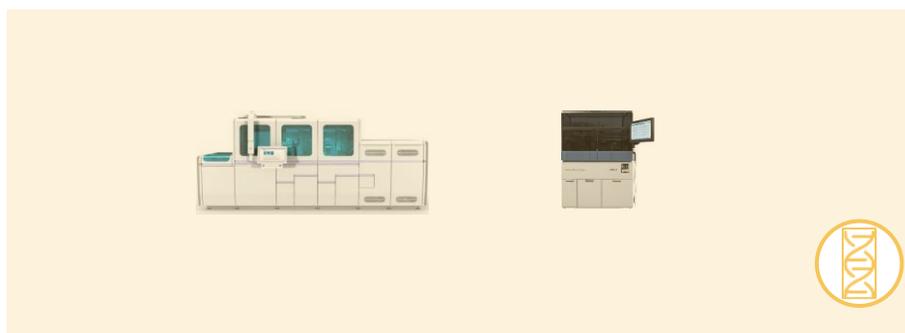
MosaiQ Solution

Multimodal, multiplexing addresses customer challenges



Significant Progress Towards Commercialization

Instrument consolidation into the MosaiQ solution for transfusion diagnostics



Expanded Immunohematology

- Field trial data demonstrates performance of 99% or better
- Positive customer feedback
- US field trial preparation commenced; expected to commence in Q3 FY22
- Commercial launch on track



Expanded Serological Disease Screening

- Internal performance data at 99% or better for most tests
- On track to submit for CE mark in Q3 CY22
- US FDA submission by Q3/Q4 CY22



Molecular Disease Screening

- Continues to progress through development
- Primers and synthetic target sequences selected for HIV-2, Hepatitis E, and West Nile Virus
- Partnerships established to accelerate development



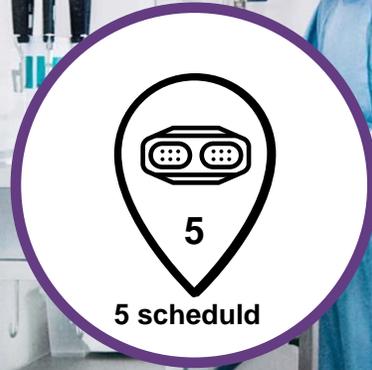
MosaiQ Commercial Readiness

Significant progress made, focusing on customer opportunities



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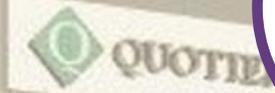
Further Strengthened Cash Position

\$168m

Cash and cash equivalents & short-term investments as at May 31, 2021

\$95m

Raised at 4.75% interest and a conversion rate of 27.5%

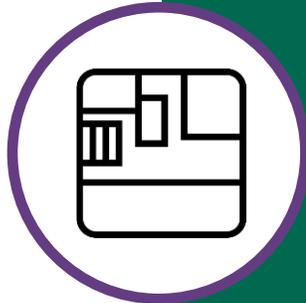


Key Takeaways



Company + Market Opportunity

- 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
- Development progressing on target
- Commercial team ready to support launch of Expanded IH + Initial SDS in Europe by year-end



Financials

- Financial flexibility to deliver on development and commercial plans

Q&A