

MosaiQ™ by Quotient

The future of transfusion diagnostics is within reach

With Franz Walt, Chief Executive Officer, and the Management Team

16 July 2018





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 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

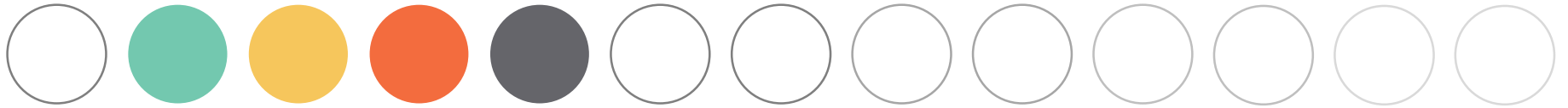
legal proceeding; continued or worsening adverse conditions in the general domestic and global economic markets; as well as the other risks set forth in the company's filings with the Securities and Exchange Commission ("SEC"). Investors are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof. Quotient disclaims any obligation to update these forward-looking statements.

The Quotient logo and MosaiQ are registered trademarks or trademarks of Quotient Limited and its subsidiaries in various jurisdictions. Any images, schematics or other graphic or pictorial representations contained herein, including those representing the MosaiQ™ Instrument or Microarrays, are for illustrative purposes only. Those representations may change and may not accurately represent final Quotient products or services.

This presentation contains statistics and other data that in some cases have been obtained or compiled from information made available by third parties. Quotient makes no representation or warranty, expressed or implied, with respect to the accuracy, reasonableness or completeness of such information.



Topic	Presenter	Timing
Welcome, introductions & housekeeping	Chris Lindop Chief Financial Officer	05 mins
The future of transfusion diagnostics is within reach	Franz Walt Chief Executive Officer	20 mins
Commercialization strategy	Jeremy Stackawitz President Commercial	20 mins
Quotient capabilities	Ed Farrell President R&D and Manufacturing	20 mins
Value creation	Chris Lindop Chief Financial Officer	20 mins
Break	All	05 mins
Question session	All	30 mins
Lunch with Quotient Management Team	All	60 mins



MosaiQ™ by Quotient

The future of transfusion diagnostics is within reach

Franz Walt, Chief Executive Officer

16 July 2018



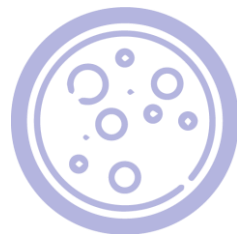


Transfusion diagnostics testing

Background



Blood Grouping
Incl. Extended Antigen Typing



Serological
Disease Screening

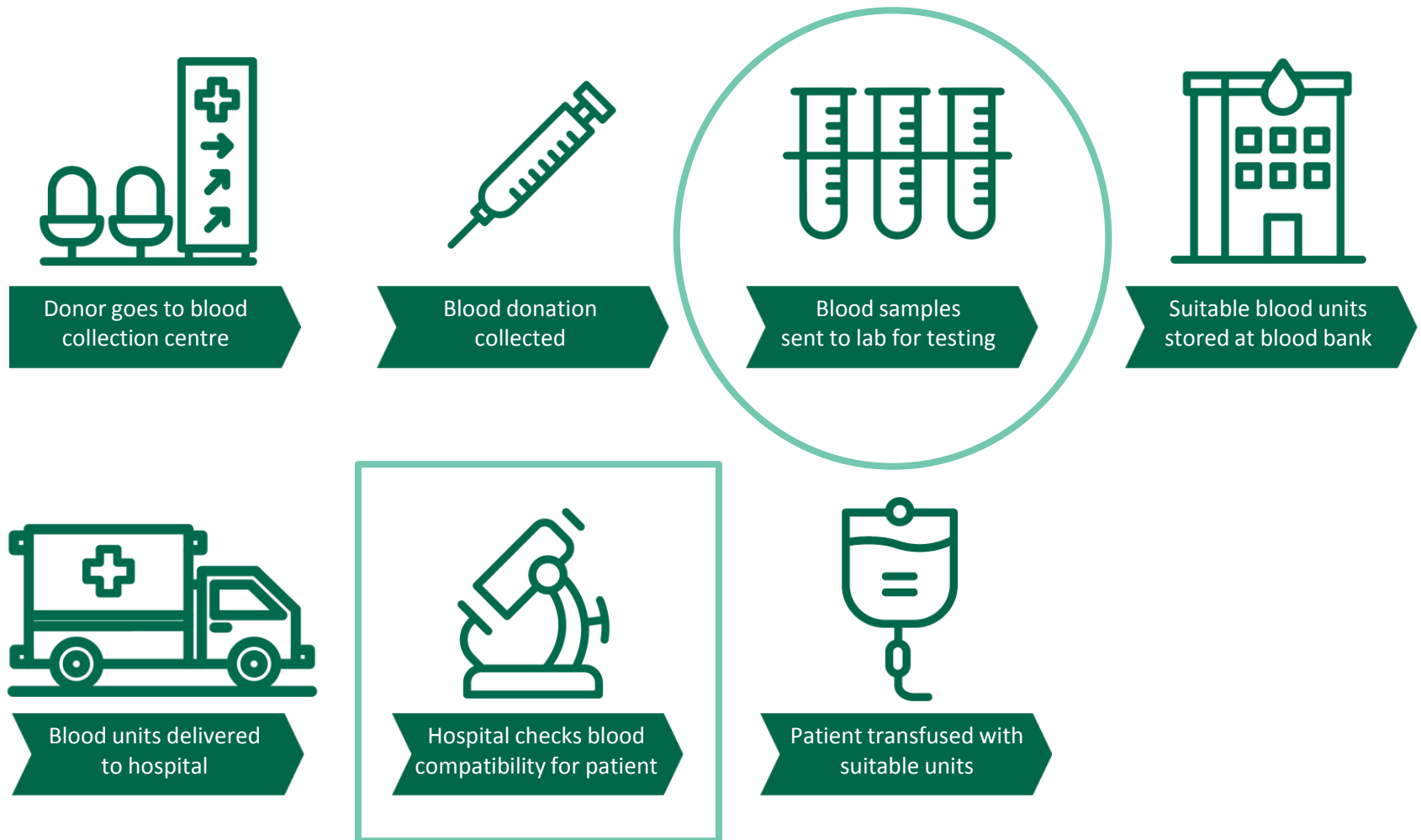


Molecular
Disease Screening



Blood transfusion value chain

Background



Transfusion diagnostics market overview

Global market value of \$3.4 billion*



Donor Testing



IH

\$325m



SDS

\$875m



MDS

\$1,100m



Patient Testing



IH

\$1,100m

Concentrated market

US customers: 2 players

European customers: 2-25 per country

Test volume: high

Fragmented market

US customers: most hospitals

Europe customers: most hospitals

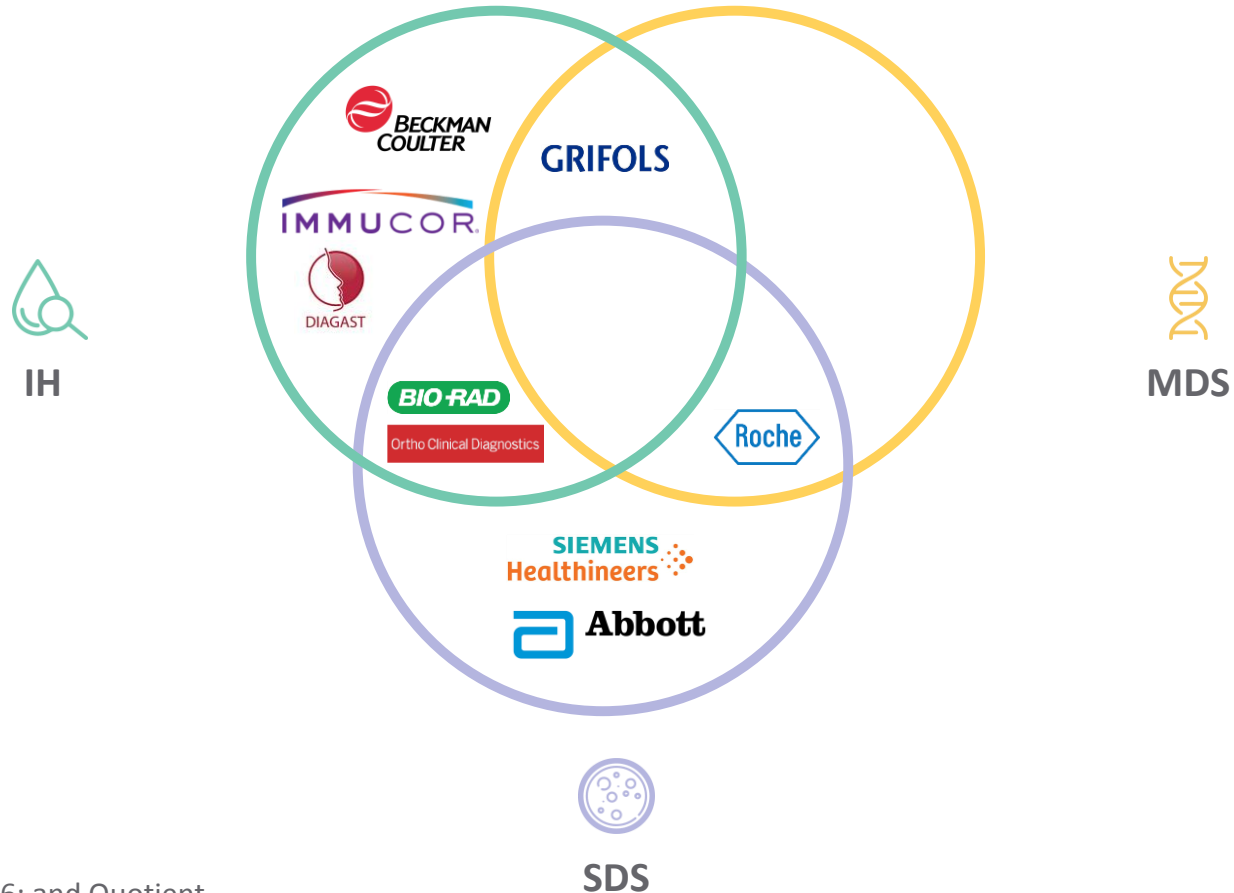
Test volume: low

* Source: BCC Research, The Global Blood Industry, March 2015



Transfusion diagnostics market

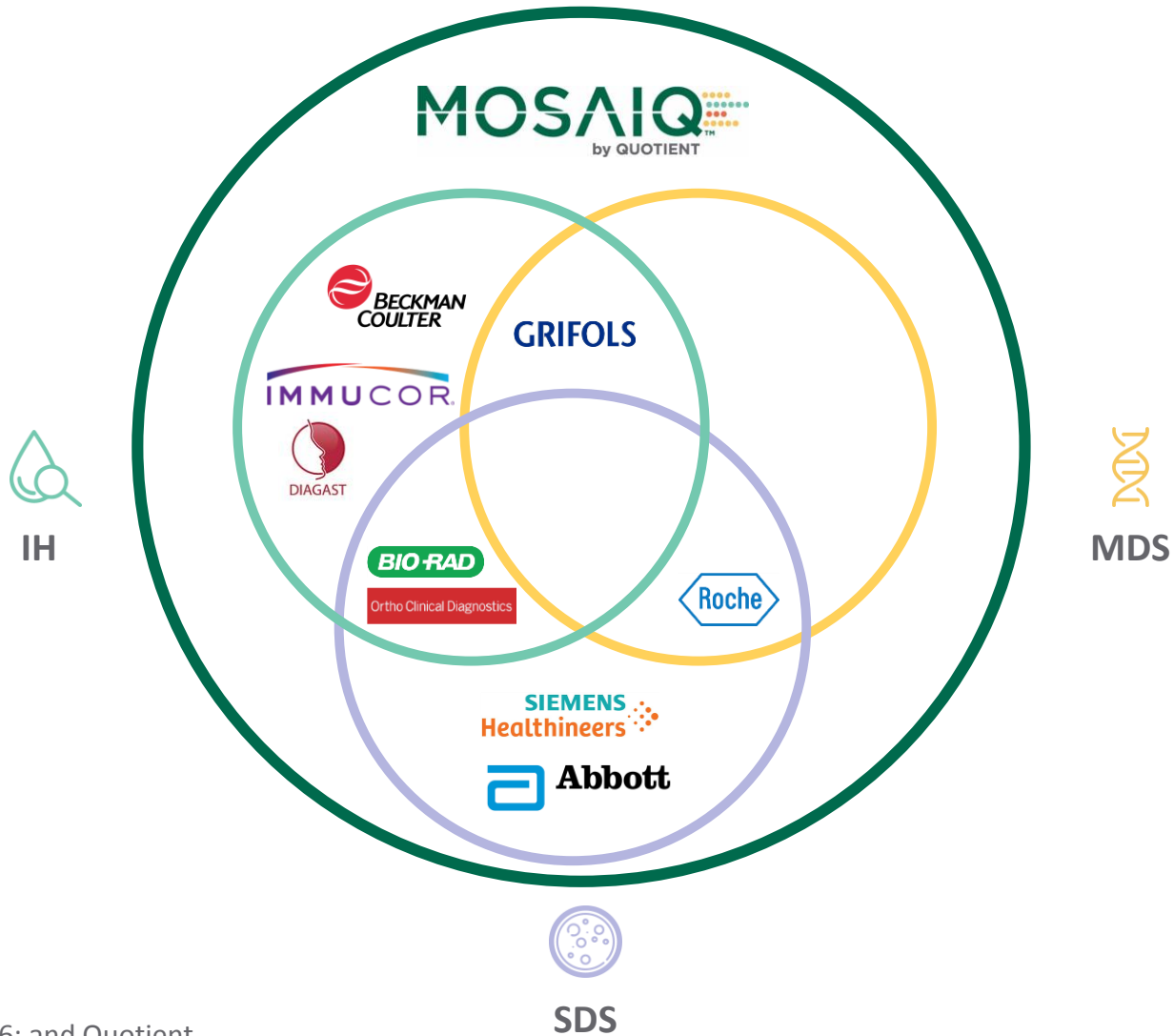
Fragmented market with no single solution



Sources: LEK, 2016; and Quotient

Transfusion diagnostics market

Potential to cover all three types of diagnostic testing



Sources: LEK, 2016; and Quotient



Potential for increasing efficiency in the lab

Donor testing today needs testing up to five different techniques

Expanded IH & initial SDS



Blood grouping



SDS (CMV & Syphilis)



Blood grouping only



Manual testing

Expanded SDS



SDS



MDS



MDS



Transfusion sector challenges

Sociodemographic and health economic trends drive growing issues for labs

[...] Canada's aging population is creating an increased demand for lab tests, including blood and DNA tests [...]. But with too few graduates to fill the positions opening as older workers retire in the coming years, the problem is going to get worse, Chamberlin says. [...] According to CSMLS, almost 50 per cent of its members will retire over the next 10 years.

Mounting shortage of medical lab techs hurts most in rural Alberta, expert says **4 April 2017**



CBC

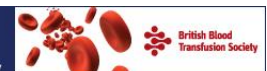
Overall, 24 percent of survey respondents said their primary concern is finding qualified laboratory professionals to staff the labs. They also indicated that the number of applicants is extremely low compared with the number of personnel retiring.

Certified medical laboratory staff needed to supply future workforce. **6 April 2018**



There is increasing evidence that transfusion laboratories are under considerable pressure, with difficulties recruiting staff of suitable grade, upheavals related to pathology mergers and reduced financial resources.

Bolton-Mags (2017) Serious hazards of transfusion - conference report: Celebration of 20 years of UK haemovigilance. *Trans Med* **27** 392-400





Experts' points of view

Experienced leaders in testing labs share the issues they see

- Lack of innovation
 - Sector ripe for innovation
 - Techniques & technologies not evolved
- More demands & complexity
 - More demands due to ageing population
 - More complexity due to globalization
 - No compromise on safety or quality
- Multiple instruments
 - Different instruments needed, adding complexity & taking up space
 - Need to increase walk-away time
- Inefficient workflow
 - Many steps not automatized, requiring human intervention
 - Extensive use of manual testing



Prof M Schmidt
Head of Blood Donor Screening
German Red Cross –
Baden-Württemberg, Hesse, North-East



Dr E Castro
Head of Donor Typing
Blood Donor Center Valencia



Mr B Block
President & CEO
Blood Centers of America



Dr P Williamson
Vice President,
Operations & Scientific Affairs
Creative Testing Solutions



TRANSFUSION DIAGNOSTICS: CURRENT AND FUTURE CHALLENGES

EXPERTS' POINTS OF VIEW





The MosaiQ all-in-one system

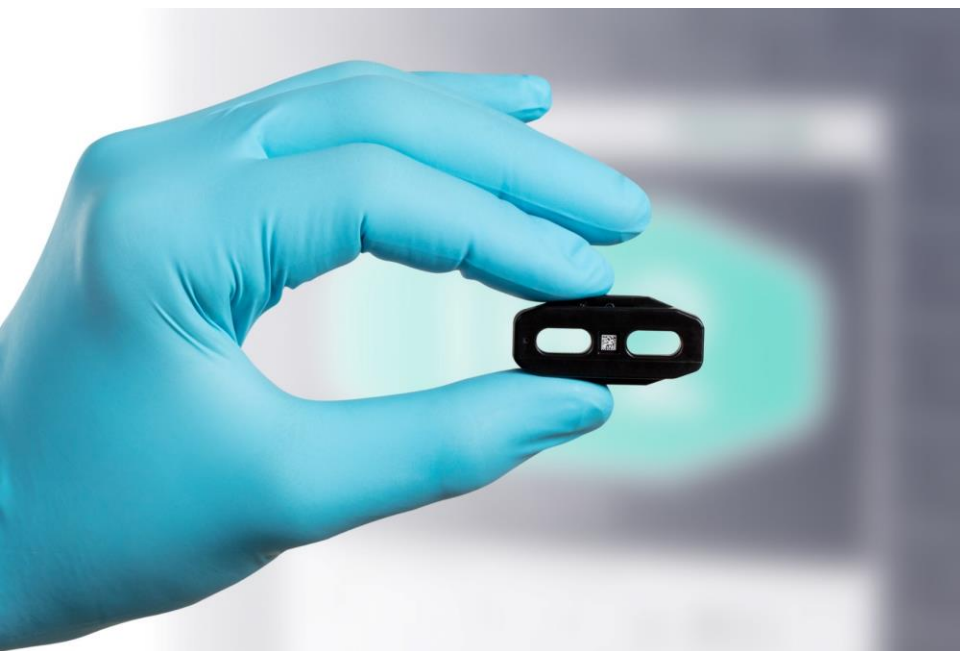
Pioneering, patented and proprietary technology platform





The MosaiQ microarray







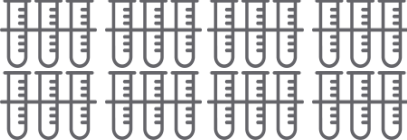



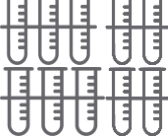


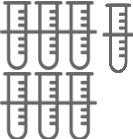



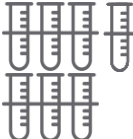



Low-cost multiplex solution with potential to transform diagnostics





Donor testing: Expanded IH

Side-by-side productivity comparison

Company & Instrument		Throughput (Tests/h)	Productivity ((Tests/h)/m ²)
 QUOTIENT The Future, Made Possible MosaiQ 125		2,875 	1,863 
 BECKMAN COULTER PK 7300		2,400 	1,491 
GRIFOLS Erytra		800 	1,039 
 Ortho Clinical Diagnostics Vision MAX		690 	527 
 BIO-RAD IH 1000		720 	488 
 IMMUCOR Neo Iris		N/A	N/A




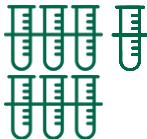


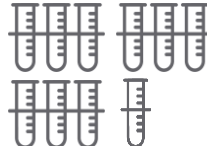

















* Throughput and footprint based on companies' own data

 = 100 tests



Donor testing: Expanded SDS

Side-by-side productivity comparison

















Company & Instrument		Throughput (Tests/h)	Productivity ((Tests/h)/m ²)
 QUOTIENT The Future, Made Possible MosaiQ 125 		1,125	 729
 PRISMnEXT 		960	 490
 PK 7300 		600	 370
 Cobas e801 		300	 178
 Vitros 3600 		189	 100
 Architect i400SR 		400	 98

* Throughput and footprint based on companies' own data

 = 100 tests

Donor testing: Expanded IH + Expanded SDS

Side-by-side productivity comparison (illustrative purpose only)








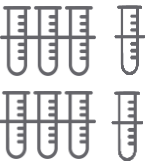






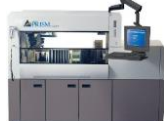


Company & Instrument	Throughput (Tests/h)	Productivity ((Tests/h)/m ²)
 QUOTIENT The Future, Made Possible MosaiQ 125 	 2,000	 1,296
 Abbott PRISMnEXT 	 960	 490
 BECKMAN COULTER PK 7300 		
 Ortho Clinical Diagnostics Vitros 3600 	 189	 100
 BECKMAN COULTER PK 7300 		

* Throughput and footprint based on companies' own data

 = 100 tests

Donor testing: Expanded IH + Expanded SDS

Side-by-side productivity comparison (illustrative purpose only)

Company & Instrument	Throughput (Tests/h)	Productivity ((Tests/h)/m ²)
 QUOTIENT The Future, Made Possible MosaiQ 125 	 2,000	 1,296
GRIFOLS  Erytra  PRISMnEXT 	 800	 490
 BECKMAN COULTER PK 7300   IMMUCOR Neo Iris   Abbott PRISMnEXT 	 960	 490

* Throughput and footprint based on companies' own data

 = 100 tests



MosaiQ European Field Trial: Concordance Data

Greater than 3,000 donations tested in concordance portion of field trial

Blood Group Antigen – Required to be 99% concordant with the predicate

	A	B	D	C	c	E	e	Cw	K	k
Concordance	99.7%	99.5%	99.4%	99.6%	99.1%	100.0%	99.8%	100.0%	99.8%	100%

The above results imply overall concordance of 99.6% for the MosaiQ antigen typing microarray

Antibody Detection – Required to be 95% concordant with the predicate

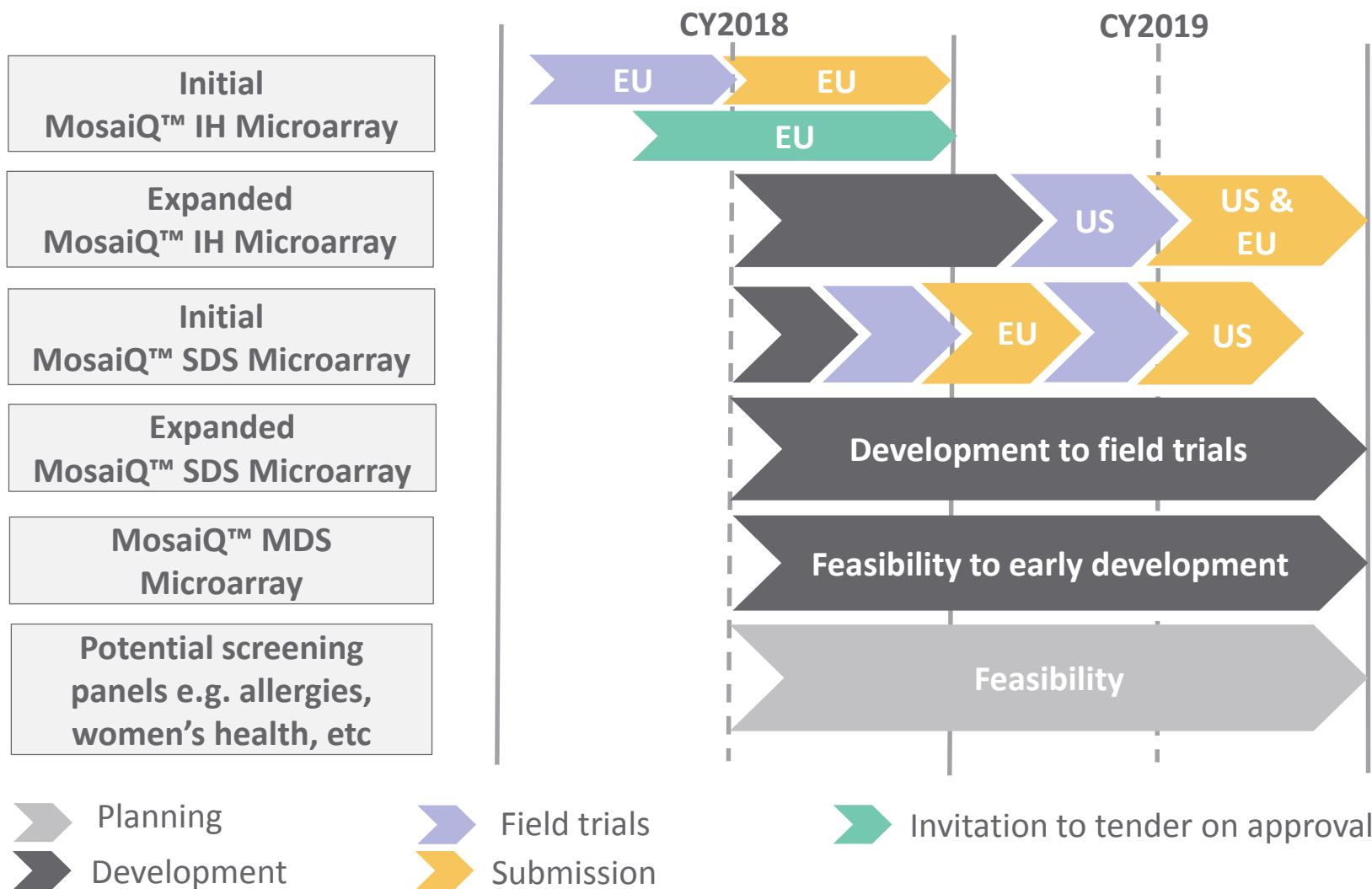
	Antibody Detection
Concordance	97.3%

Source: Quotient media release, "Quotient Limited Reports Concordance Data from the MosaiQ European Field Trial," 18 June 2018



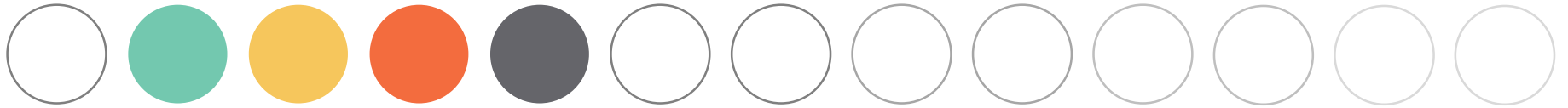
Go-to-market: Regulatory and commercial milestones

Outlook of current and upcoming steps



- Large attractive market in transfusion Dx and beyond
- MosaiQ designed to meet & exceed customer expectations in clinical excellence and workflow
- Unique, hard-to-copy multiplex microarray technology





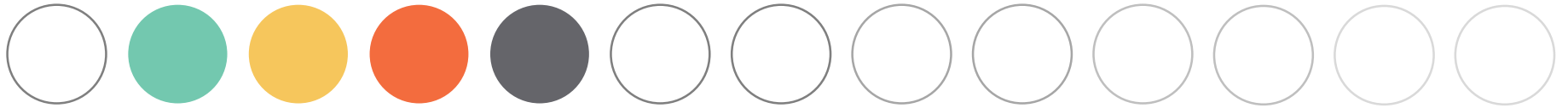
MosaiQ™ by Quotient

The future of transfusion diagnostics is within reach

Franz Walt, Chief Executive Officer

16 July 2018





MosaiQ™ by Quotient

Commercialization Strategy

Jeremy Stackawitz, President – Commercial

16 July 2018



Voices from the market

Experienced leaders in testing labs set out their expectations of technology

- Instrument consolidation
- Comprehensive automation
- Reduced tubes and sample volume
- Full characterization
- High throughput and less testing time
- Less manual testing



Prof M Schmidt

Head of Blood Donor Screening
German Red Cross –
Baden-Württemberg, Hesse, North-East



Dr E Castro

Head of Donor Typing
Blood Donor Center Valencia



Mr B Block

President & CEO
Blood Centers of America



Dr P Williamson

Vice President,
Operations & Scientific Affairs
Creative Testing Solutions



Experts talk about the future they would like to see

Testing lab leaders in Europe and the US share their points of view

TRANSFUSION DIAGNOSTICS: SHAPING THE FUTURE

EXPERTS' POINTS OF VIEW





Quotient has listened to the market and its customers

Desired solutions and outcomes are known but currently not available

Instrument consolidation

“How do we make things simpler for testing supervisors and the people running the blood centers to make sure they don’t have to keep up with 30 pieces of equipment where they could do it with 5?”

Mr Bill Block, BCA

Comprehensive automation

“Modern instruments have ‘work-alone’ periods. That’s what we are looking for.”

Prof Michael Schmidt, German Red Cross

Reduced tubes and sample volume

“What we would like to have is a technology that, with one drop of blood, we will be able to do everything we do in routine [testing].”

Dr Emma Castro, Valencia

Full characterization

“A technology that allows us to introduce new tests should be welcome.”

Dr Emma Castro, Valencia

Less manual testing

“There is a lot of checking that is required.”

Mr Bill Block, BCA

High throughput

“Just the whole workflow is critical.”

Mr Bill Block, BCA

**Increasing lab efficiency
Improving clinical practice**



Quotient has listened to the market and its customers

MosaiQ has been designed to provide needed solutions and outcomes



Single consolidated diagnostics platform

Comprehensive IH characterization
Serological disease screening
Molecular disease screening



More efficient product management

Reduced sample volumes
Higher reagent shelf life
Fewer sample tubes



More streamlined testing workflow

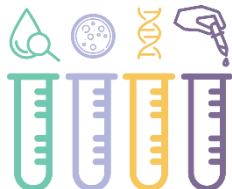
Fully automatic process
Reduced testing time
Reduced manual testing

**Increasing lab efficiency
Improving clinical practice**



MosaiQ creates value across multiple areas of donor testing

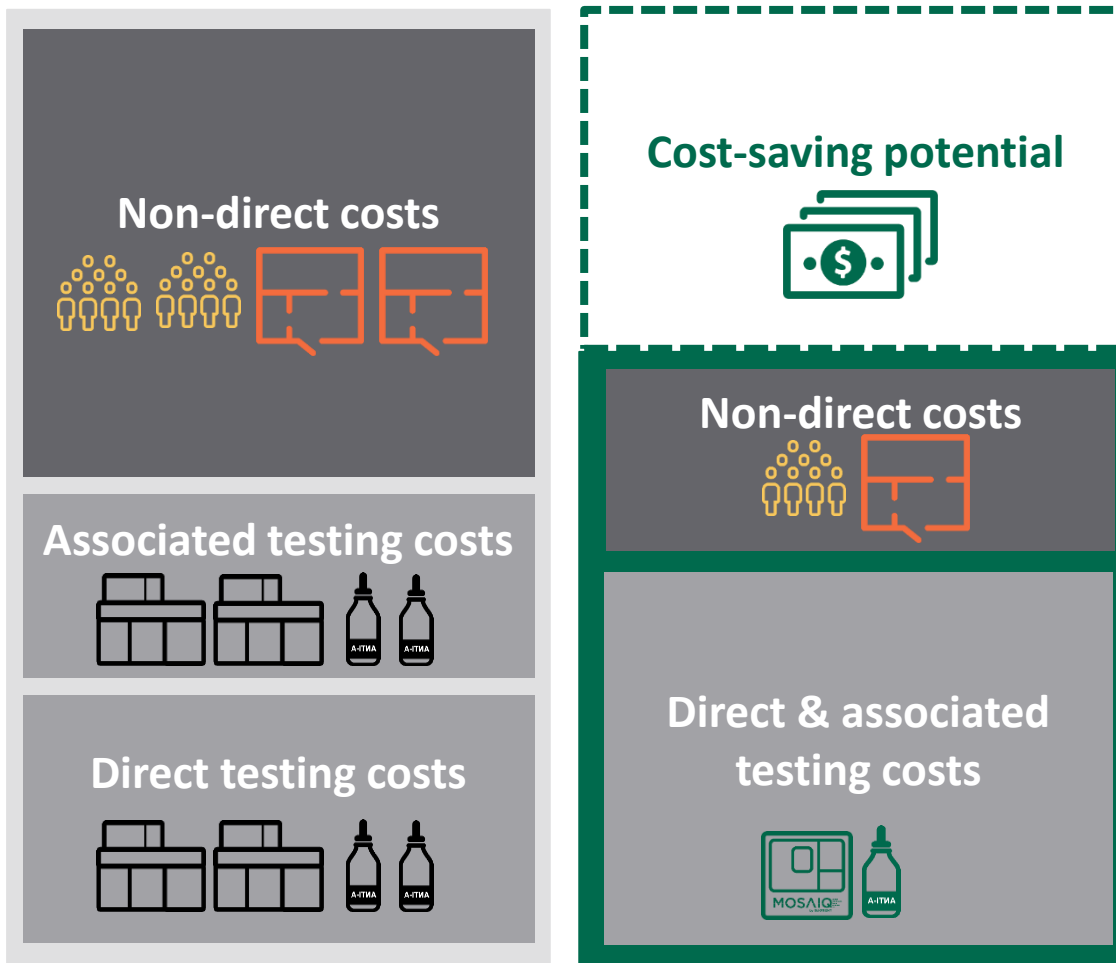
MosaiQ will contribute to reducing overall “cost per donation” of blood products





MosaiQ pricing strategy

Moving to a new paradigm: Focusing on total cost per donation

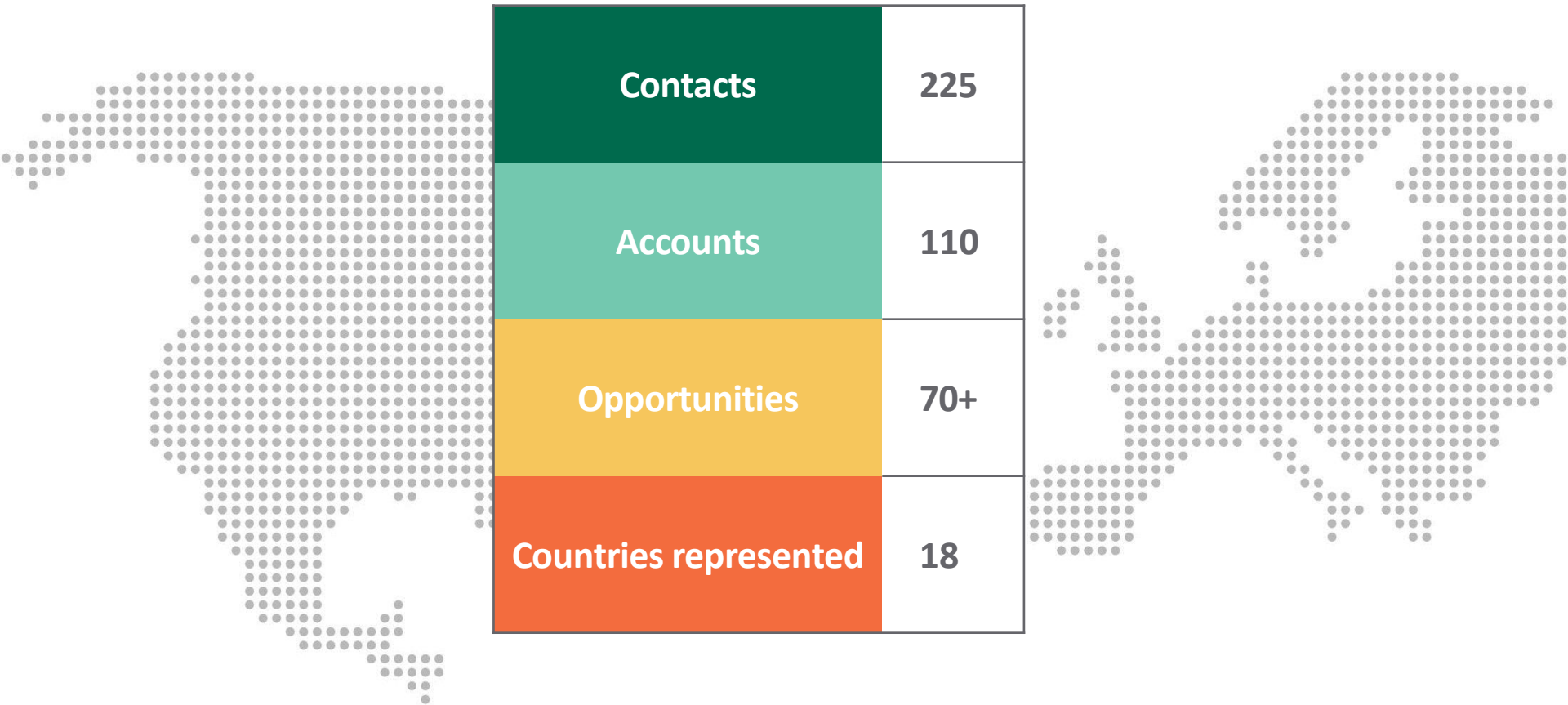


Current practice

Quotient

Interacting with all key customers

Preparing for and impacting tenders and contracts





Our commercial strategy and infrastructure

Changing the paradigm of innovation and customer care

**Increasing laboratory efficiency
& improving clinical practice**

**Building
a winning
value proposition**

**Driving innovation with
a customer-centric
viewpoint**

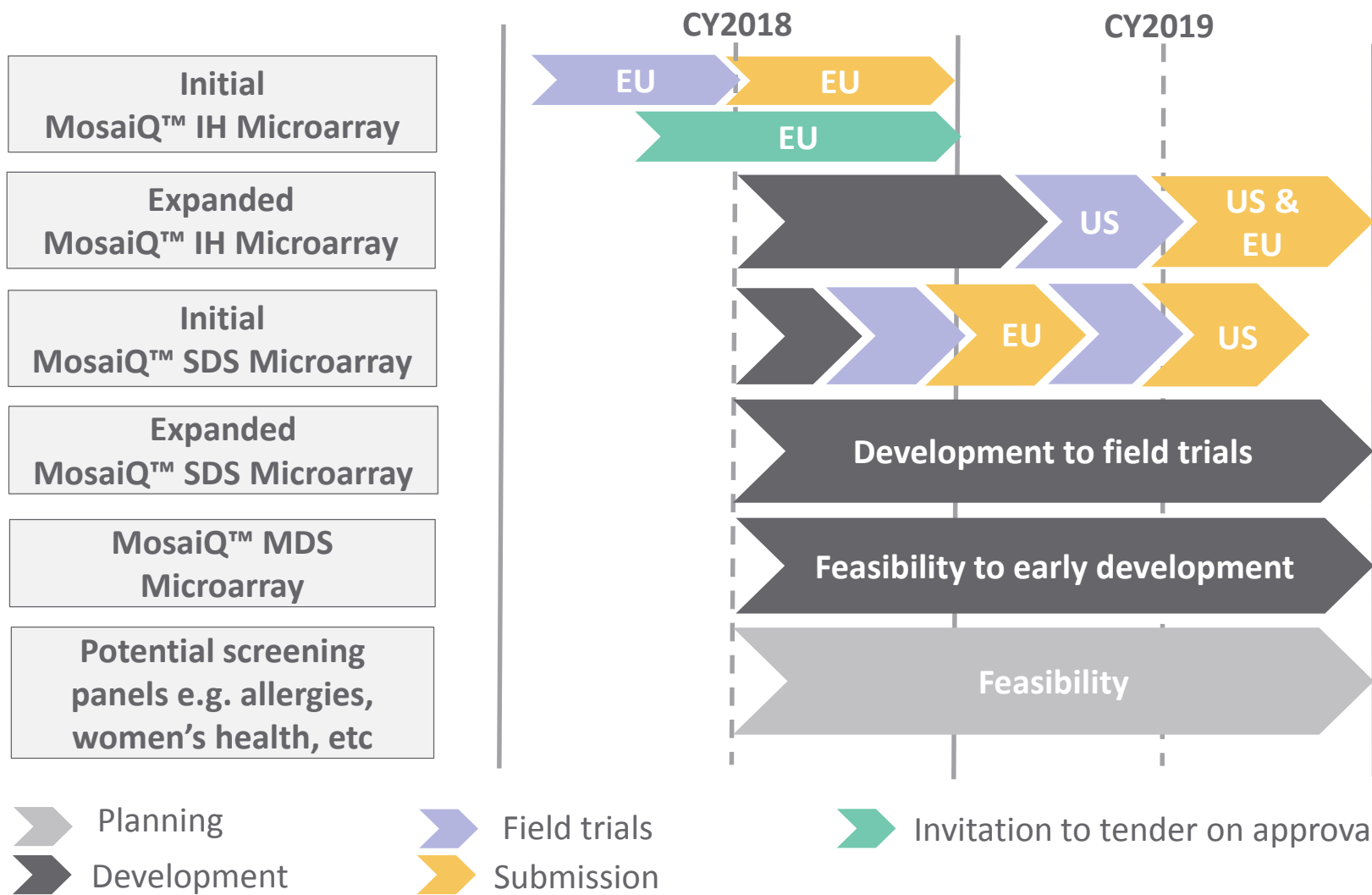
**Making it easy for
customers to do
business with us**

**Rethinking innovation and
redefining customer excellence in transfusion diagnostics**



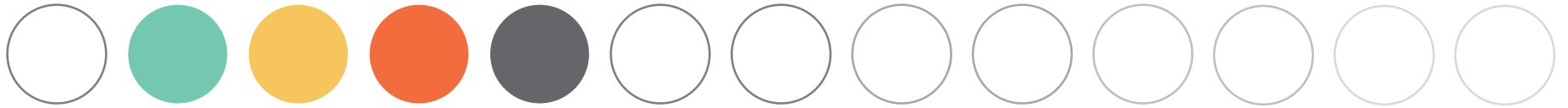
MosaiQ launch roadmap

Pursuing a staged launch plan



- Benefits address unmet customer needs
- Compelling and quantifiable value proposition defined
- Commercial infrastructure in place for European launch



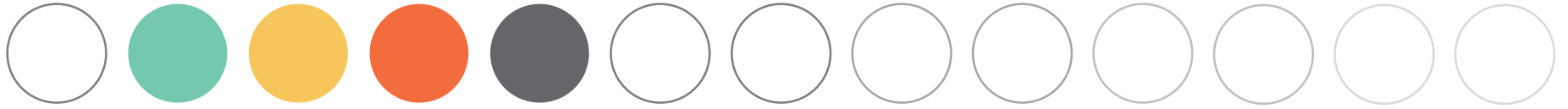


MosaiQ™ by Quotient

Commercialization Strategy

Jeremy Stackawitz, President – Commercial

16 July 2018



MosaiQ™ by Quotient

Quotient Capabilities

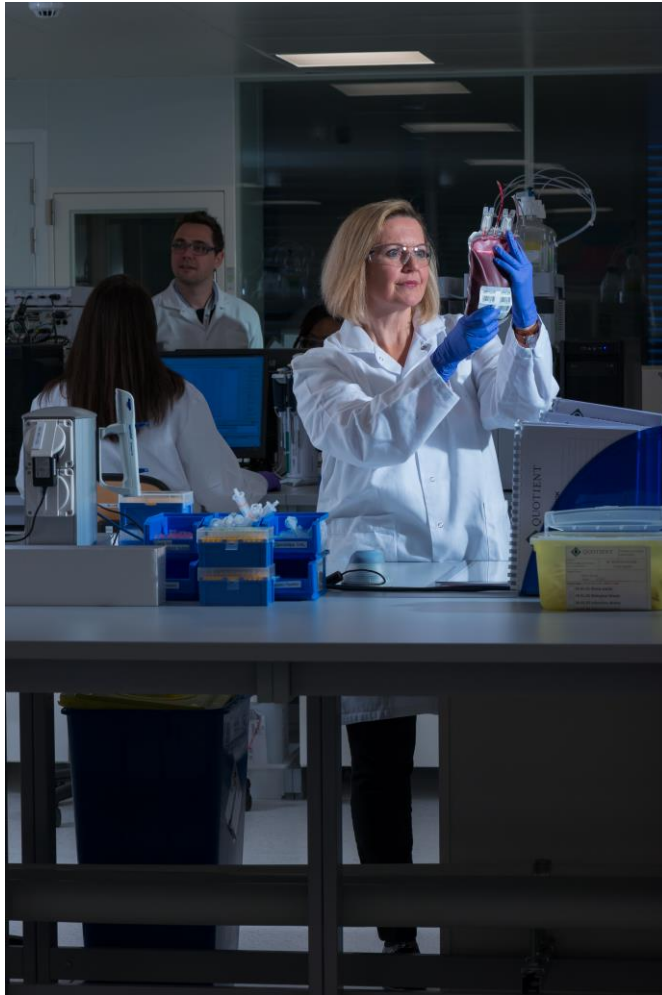
Ed Farrell, President – R&D and Manufacturing

16 July 2018

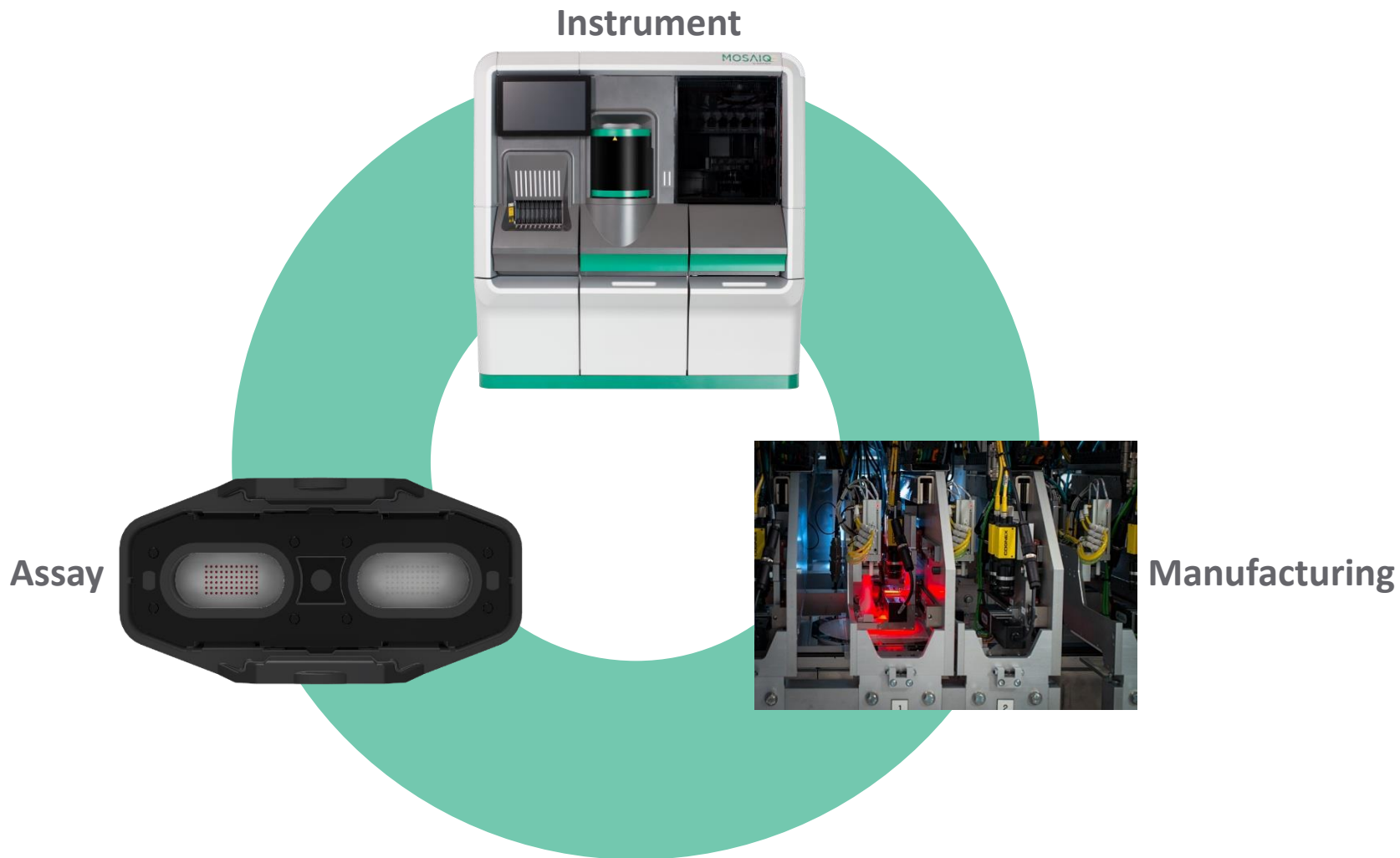


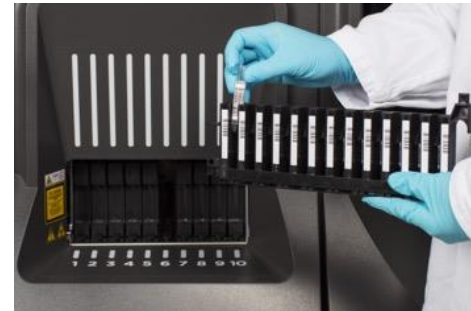
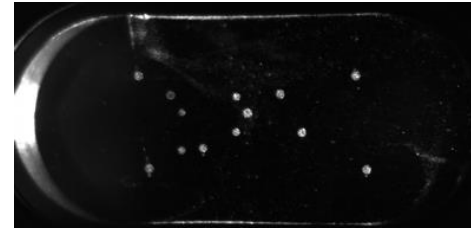
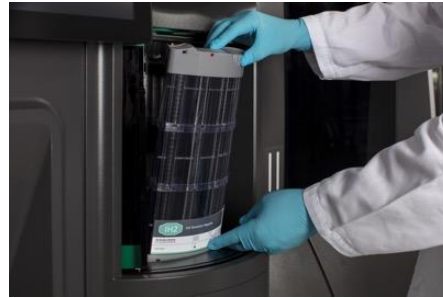
Quotient background

More than 30 years of transfusion medicine product development history



- Quotient history
- Microarray technology
- Antibody & red blood cell know-how



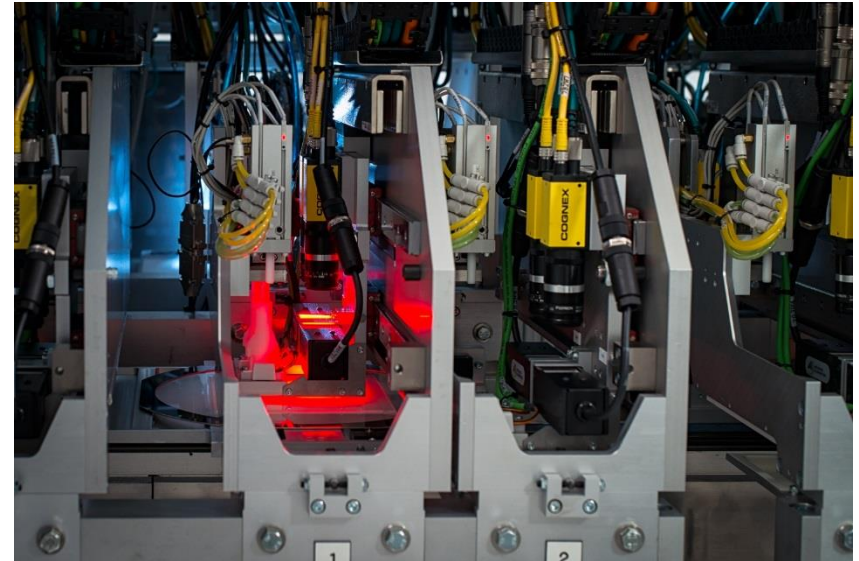


- Designed for ease of use
- Automates the Quotient developed assay
- Image analysis unique for our purpose



Printing

High volume, high precision, highly automated solution

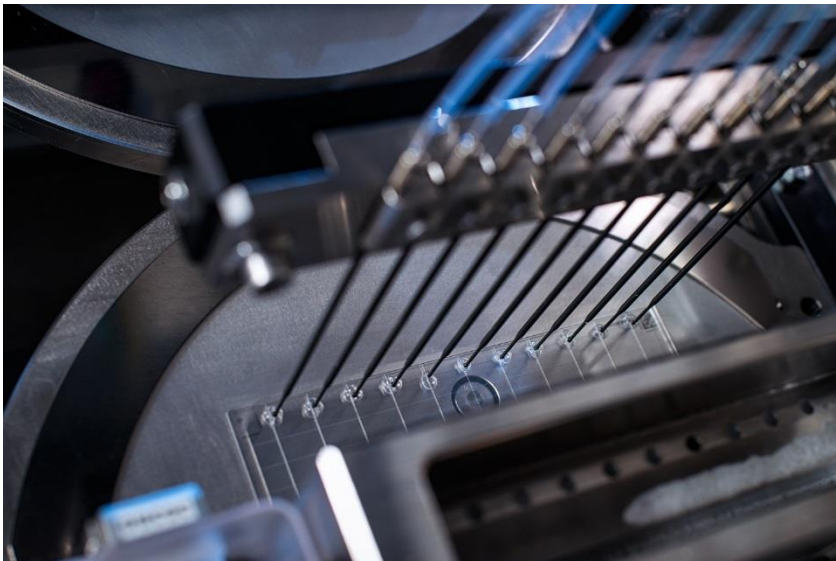


- Unique automation to print microarrays at high volume
- Significant IP protection and additional know-how
- Print technology can print red blood cells, antibodies, antigens, oligos



Preservation

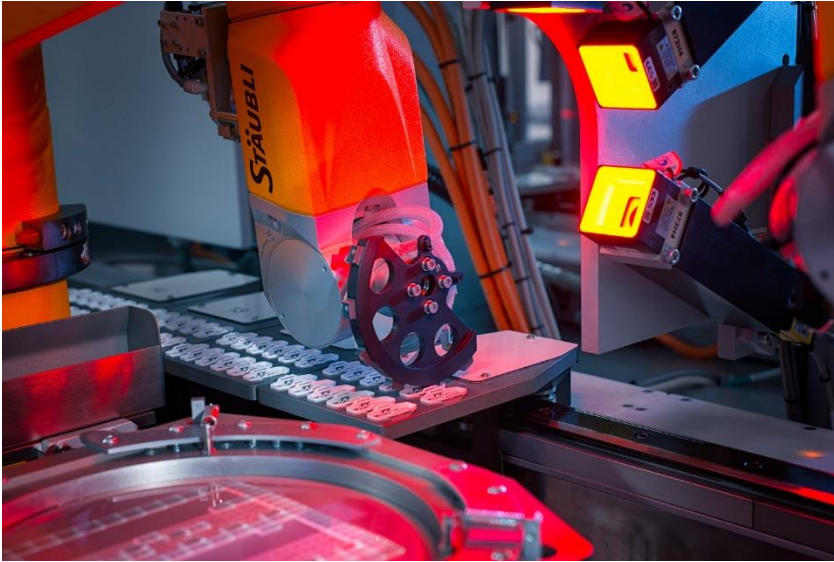
High volume, highly automated liquid handling systems



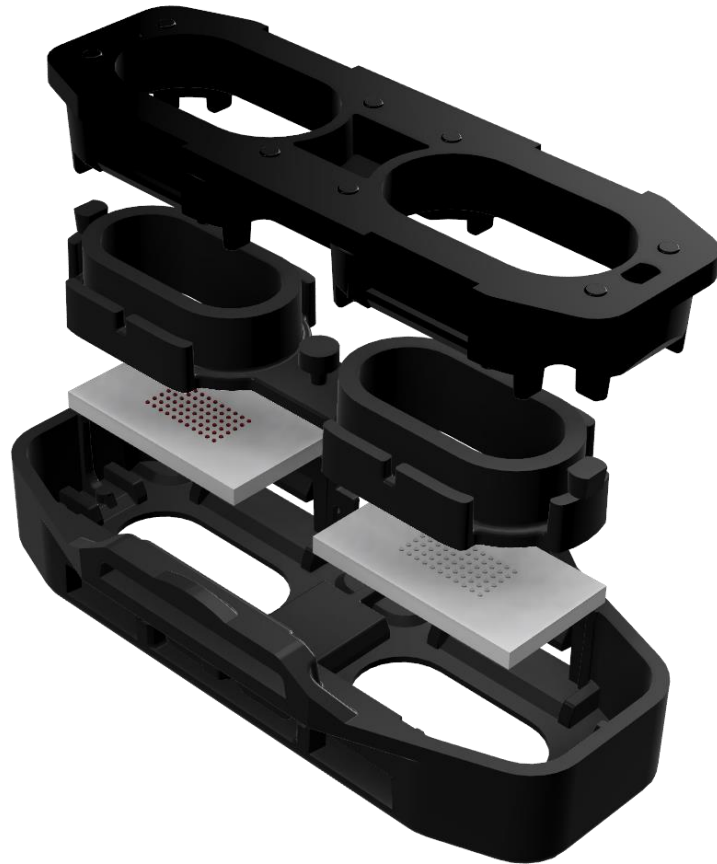
- Trade secret method to preserve microarrays
- Complex liquid handling device
- High throughput, low-cost and scalable

Assembly

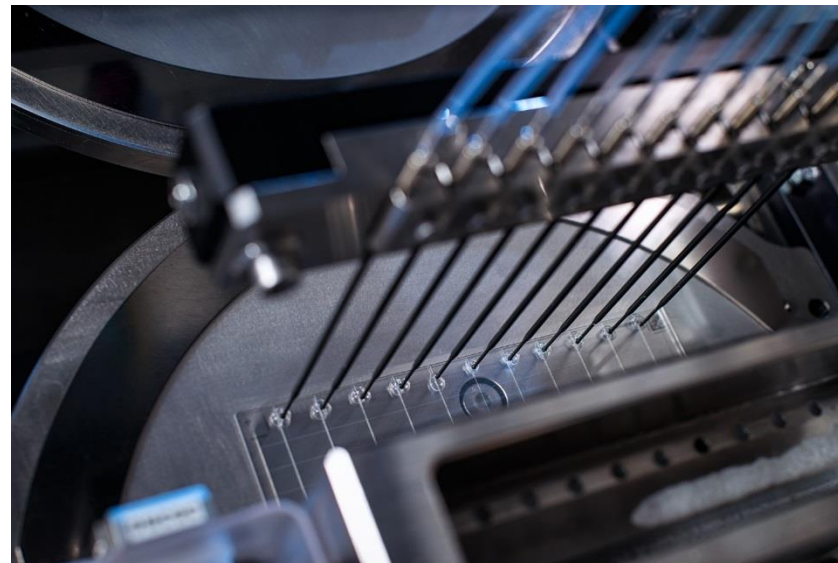
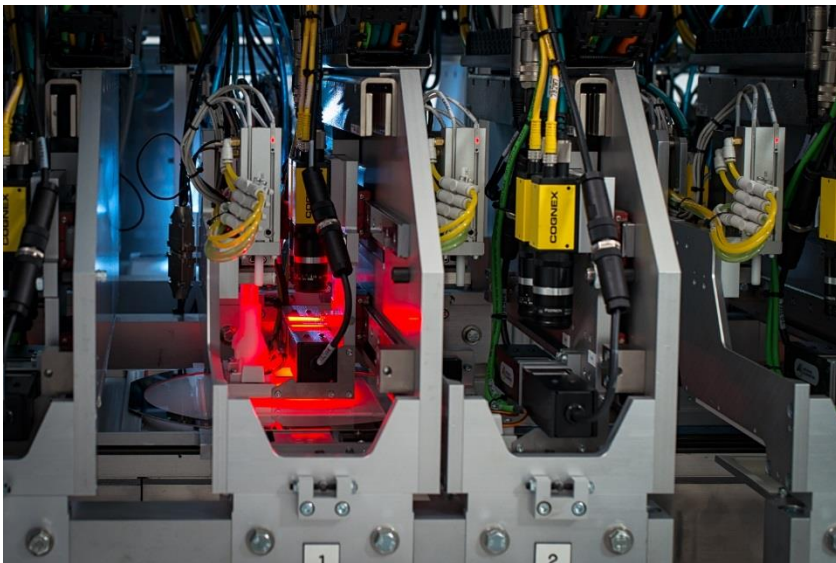
Combining microarrays into a single product



- Sophisticated robotics to assemble final product
- Custom design and build
- Manufacturing execution database to manage quality



- Advanced manufacturing process
- Unique preparation of biological material for printing
- And we made it simple and elegant






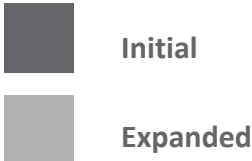
- TTP Sure Drop print technology
- Manufacturing know-how
- Reagent expertise using existing antibodies and red blood cells



MosaiQ: Planned testing solution

The most comprehensive testing menu for transfusion diagnostics

 MosaiQ IH Microarray		 MosaiQ SDS Microarray	 MosaiQ MDS Microarray	
Antibody Detection	Antigen Typing	Serological Disease Screening	Nucleic Acid Testing	
ABO	ABO	Syphilis	HIV	
Rh	D	CMV	HBV	
Kell	Rh	Anti-HBc + HBsAg	HCV	
Duffy	Kell	HCV	West Nile Virus	
Kidd	Duffy	Anti-HIV 1/2 + HIV p24 Ag	Zika	
Lewis	Kidd	HTLV I/II	Other (Parvo)	
MNS	Lewis	Chagas		
P	MNS			
Lu	P			
Xg	Lu			
Diego	Direct Antiglobulin Test			
Other				
		Anti-IgG		
		Anti-IgG1		
		Anti-IgG3		
	Anti-C3d			



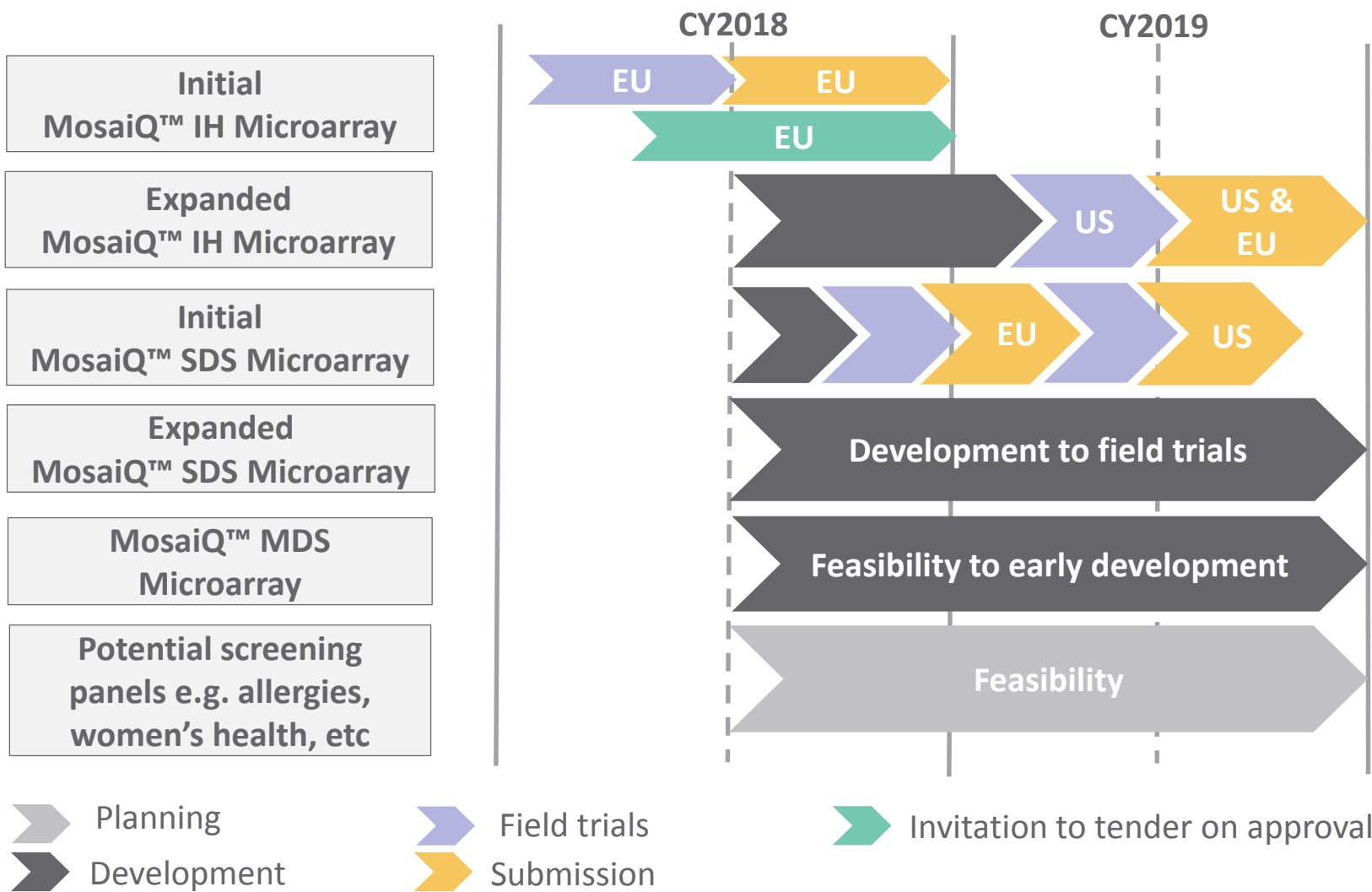
Initial

Expanded



Go-to-market: Regulatory and commercial milestones

Outlook of current and upcoming steps

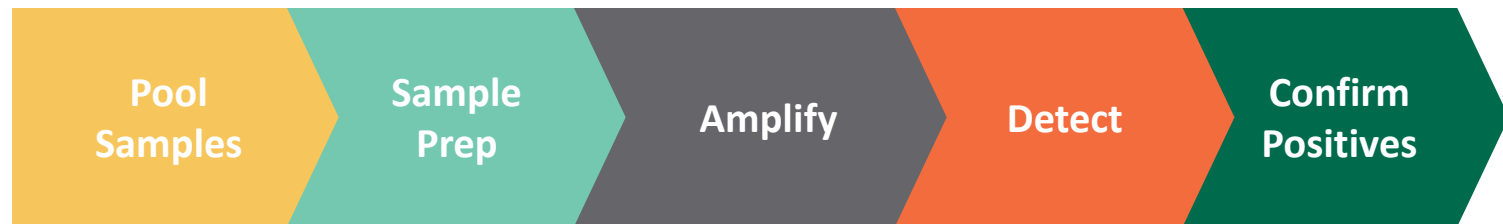




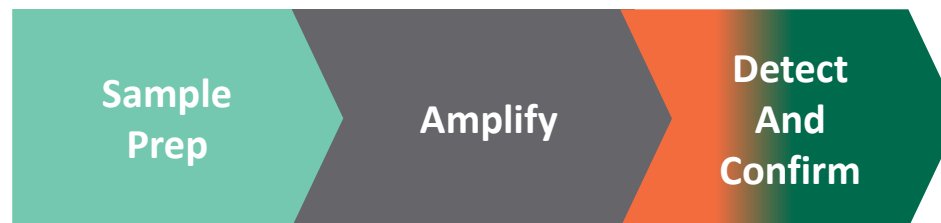
Molecular disease screening

Elimination of pooled samples

Current approach – approx. 3.5 hrs

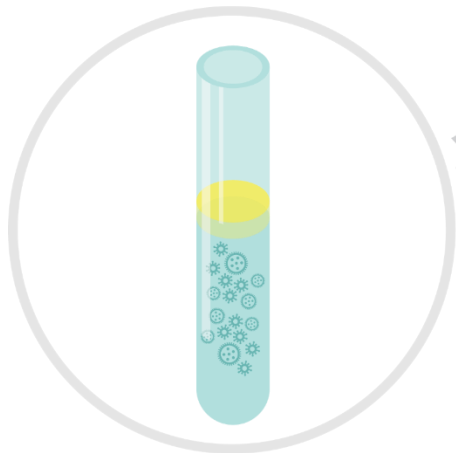


MosaiQ – approx. 1.5 hours

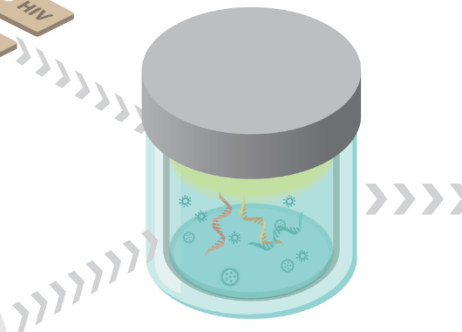




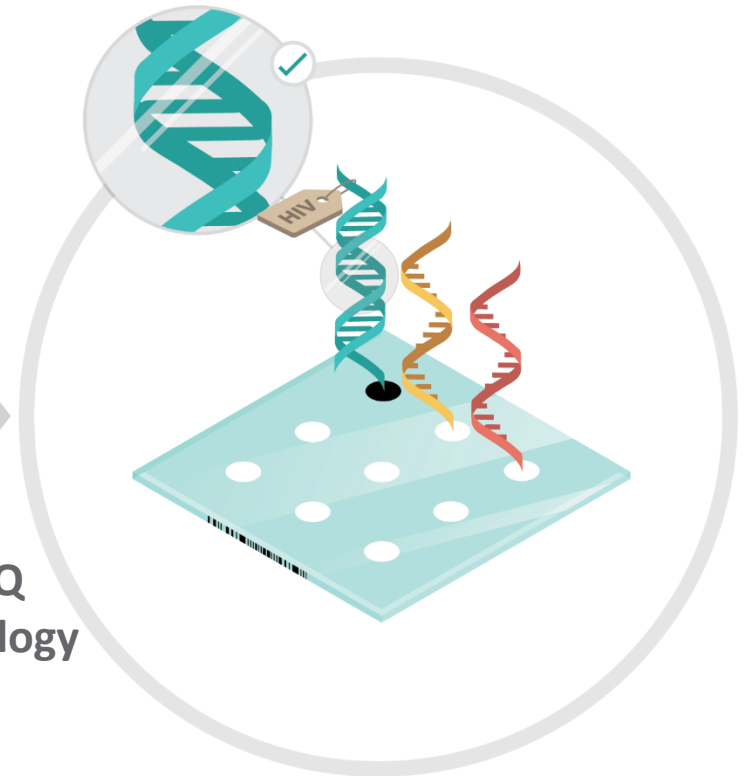
Proprietary Reagents



Sample

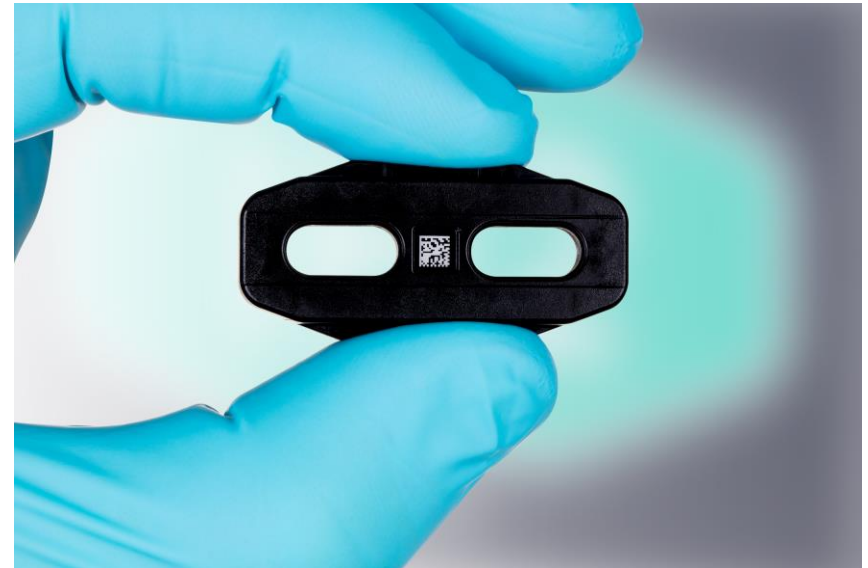


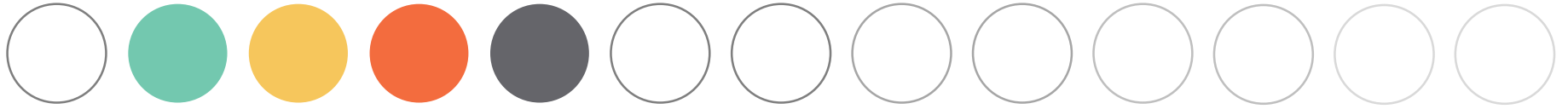
Proprietary MosaiQ
Amplification Technology



Universal Array

- IP, know-how and capability to succeed resides with Quotient
- Microarray technology works
- With a path to go beyond transfusion diagnostics



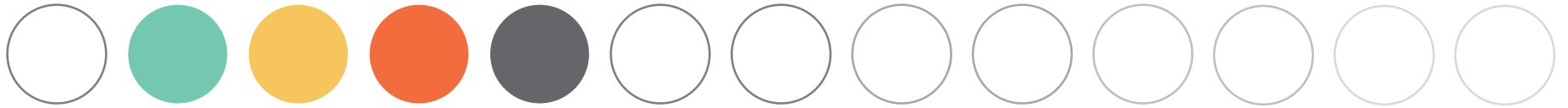


MosaiQ™ by Quotient

Quotient Capabilities

Ed Farrell, President – R&D and Manufacturing

16 July 2018



MosaiQ™ by Quotient

Value Creation

Chris Lindop, Chief Financial Officer

16 July 2018



Transfusion diagnostics is the initial focus for our technology

Global market value of \$3.4 billion



Donor Testing



Patient Testing



IH



SDS



MDS



IH



The market needs are currently served by multiple technologies

Global market value of \$3.4 billion



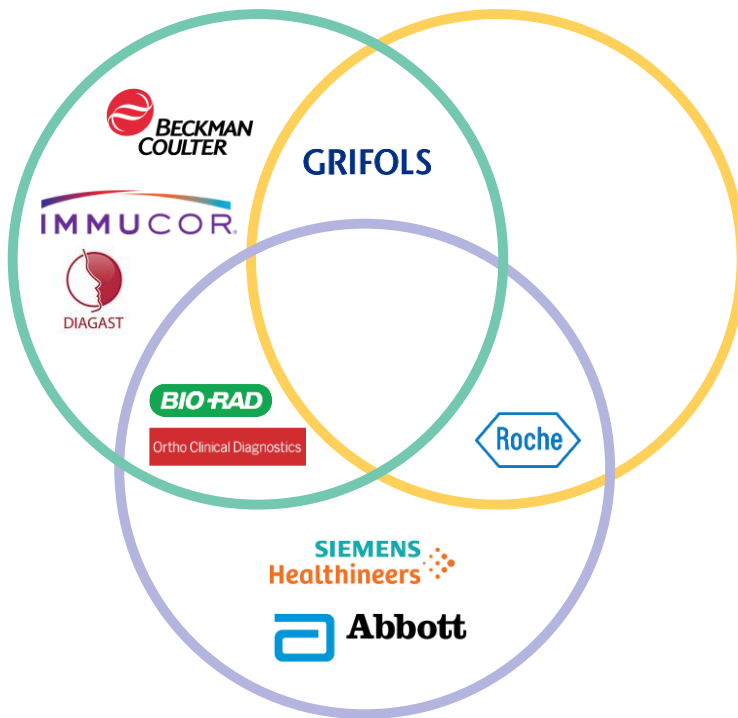
IH



SDS



MDS

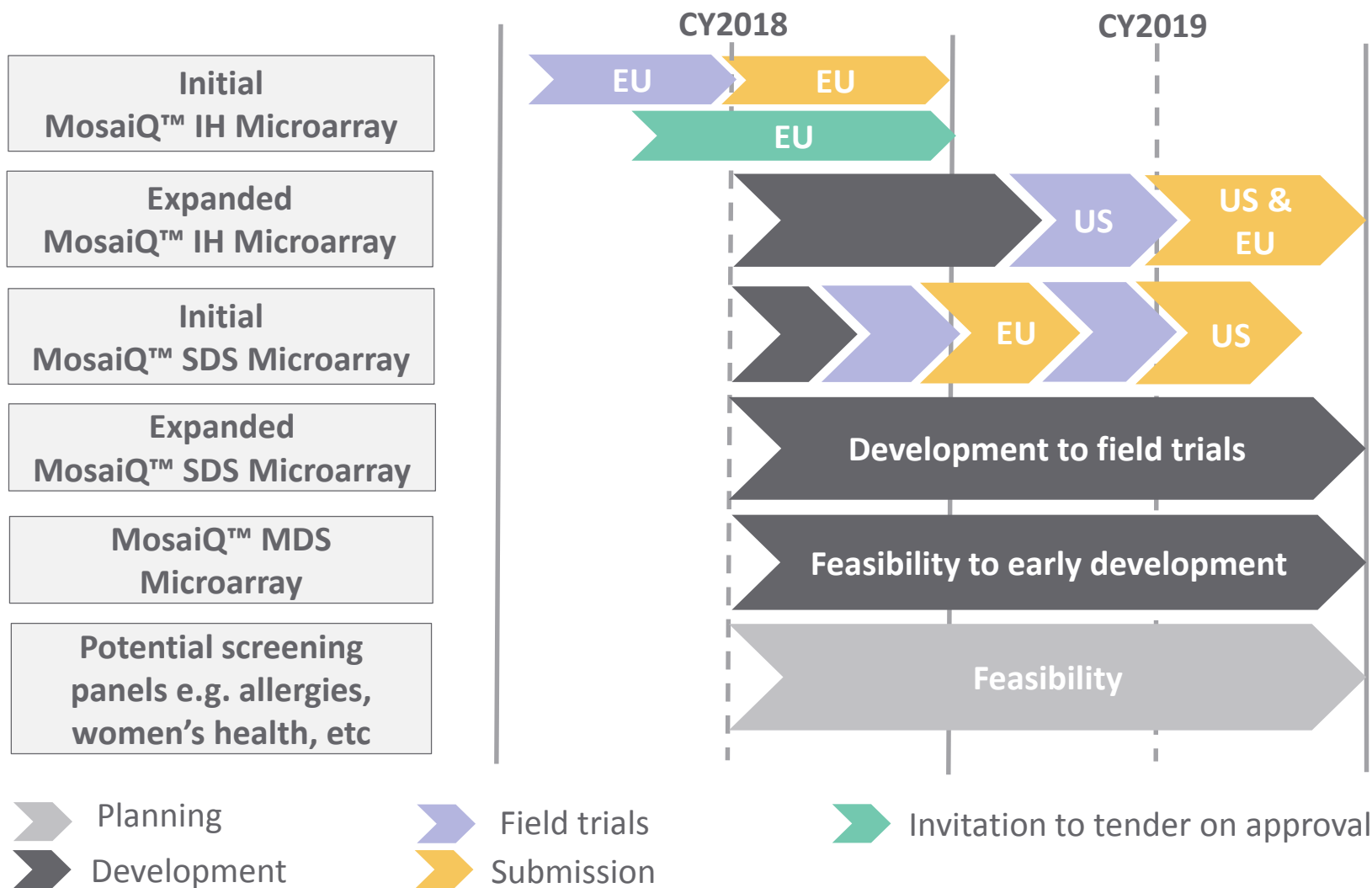


IH



Go-to-market: Regulatory and commercial milestones

Outlook of current and upcoming steps

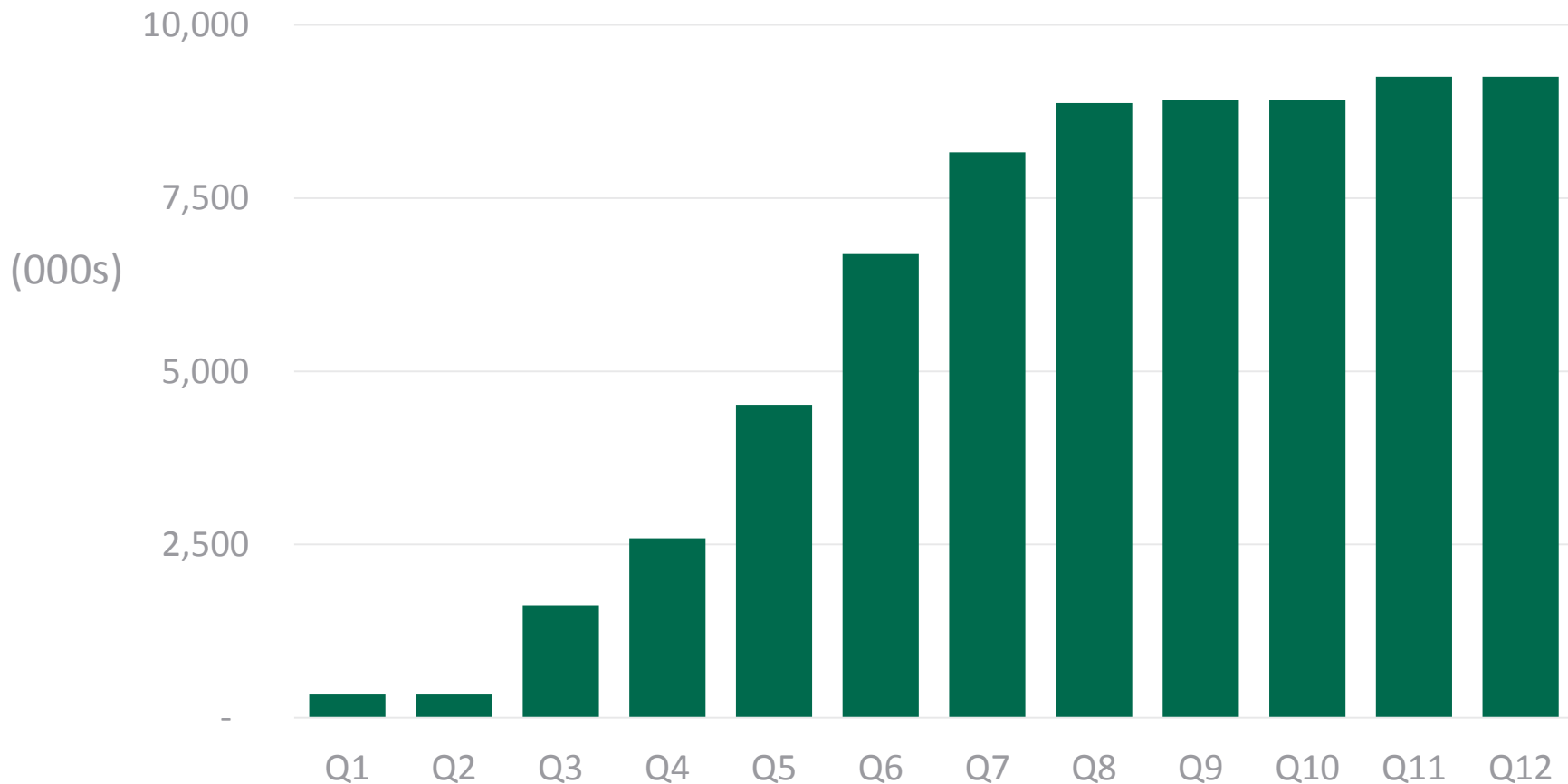




Adoption curve for first 19 donor center customers

3 years post launch

Quarterly Volume – Microarrays

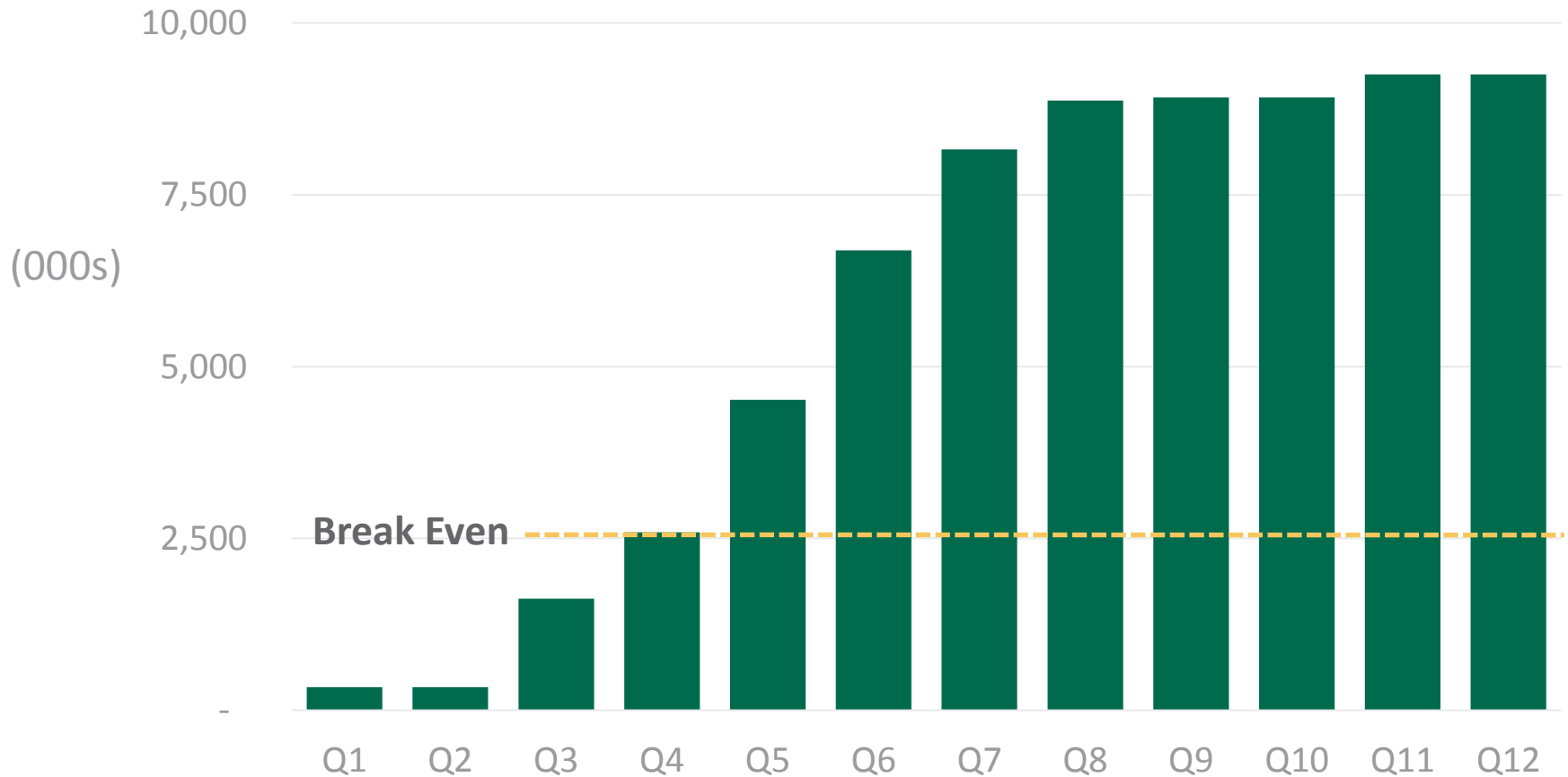




Adoption curve for first 19 donor center customers

Break-even in 4 quarters post launch

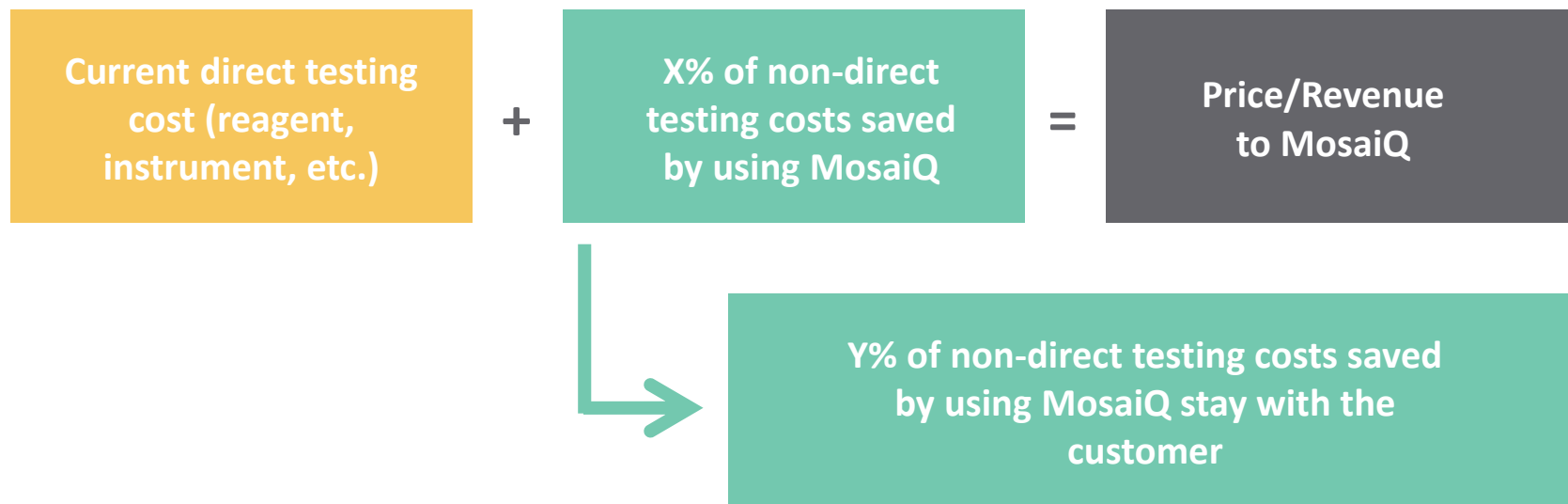
Quarterly Volume – Microarrays





MosaiQ will permit the consolidation of current testing technologies




Delivering productivity to customers through automation





Indicative reagent spend




Per donation for each test requirement

Current Reagent Spend per Donation	North America	EU
Immuno-hematological Testing 	\$ 7.85	\$ 5.90
Serological Disease Screening 	\$ 11.50	\$ 6.90
Molecular Disease Screening 	\$ 15.00	\$12.60



Indicative reagent spend

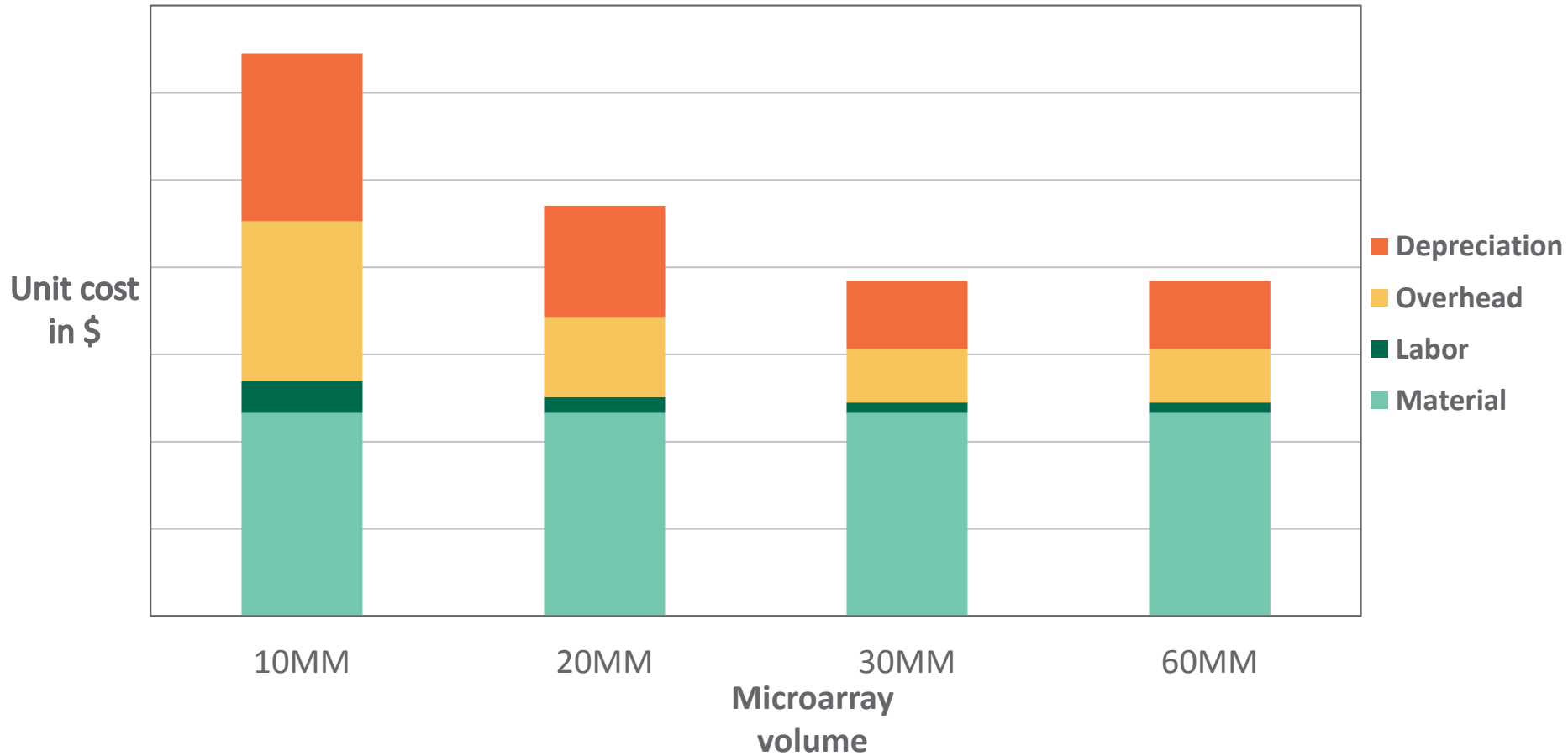
Average IH and SDS reagent spend on a microarray equivalent basis

Current Reagent Spend per Donation		North America	EU
Immuno-hematological Testing 		\$ 7.85	\$ 5.90
Serological Disease Screening 		\$ 11.50	\$ 6.90
Molecular Disease Screening 		\$ 15.00	\$ 12.60

A dark green circle with the text "\$ 8.00" is overlaid on the table, positioned between the North America and EU columns for the first two rows.

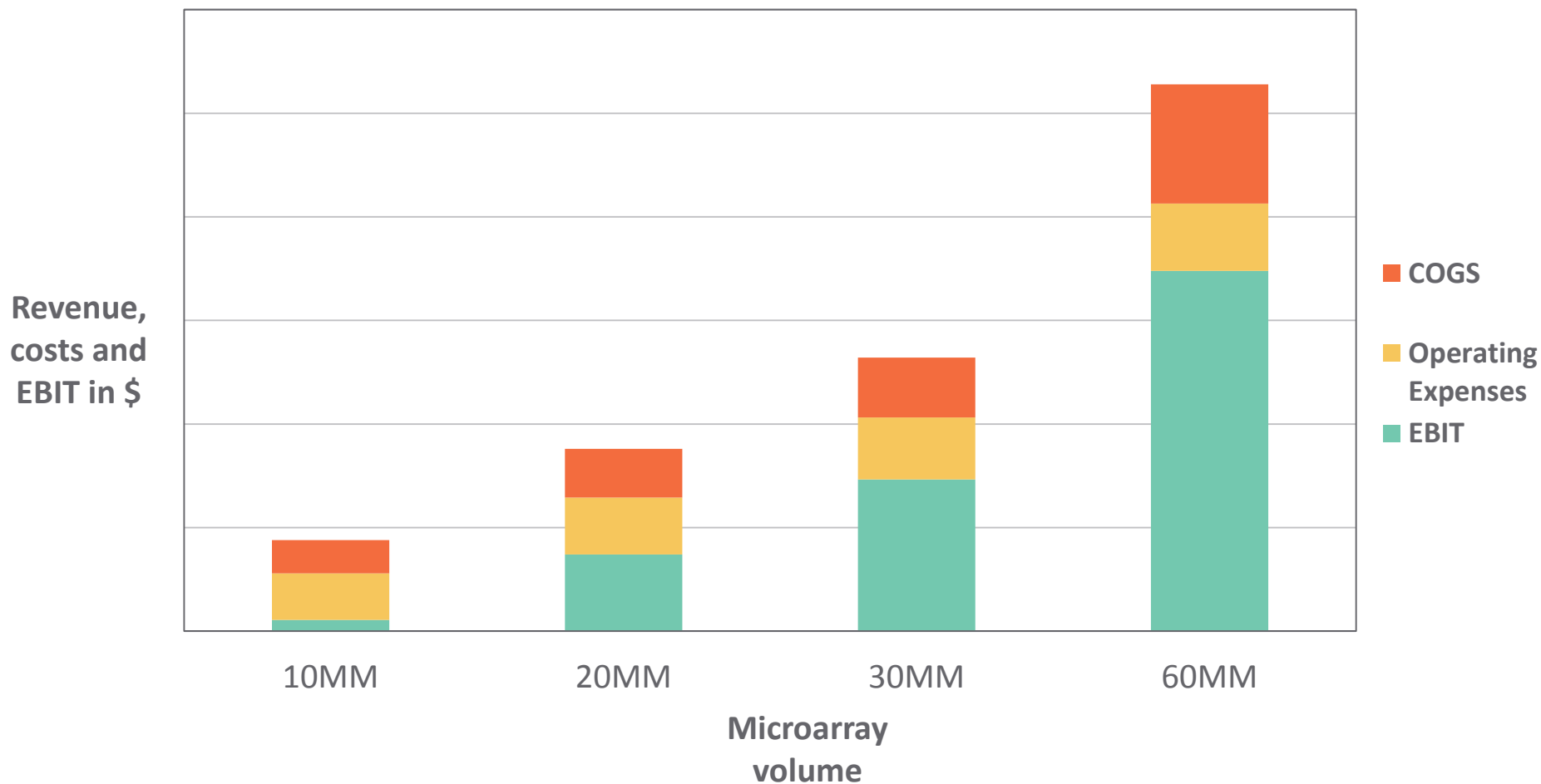
Fixed cost leverage and automation drive margins

Microarray unit cost break down at 50% yield



Value creation driven by operating leverage

Elements of profitability and cost at various sales levels





Transfusion diagnostics is the initial focus for our technology

Global market value of \$3.4 billion



Donor Testing



Patient Testing



Blood Grouping



SDS



MDS

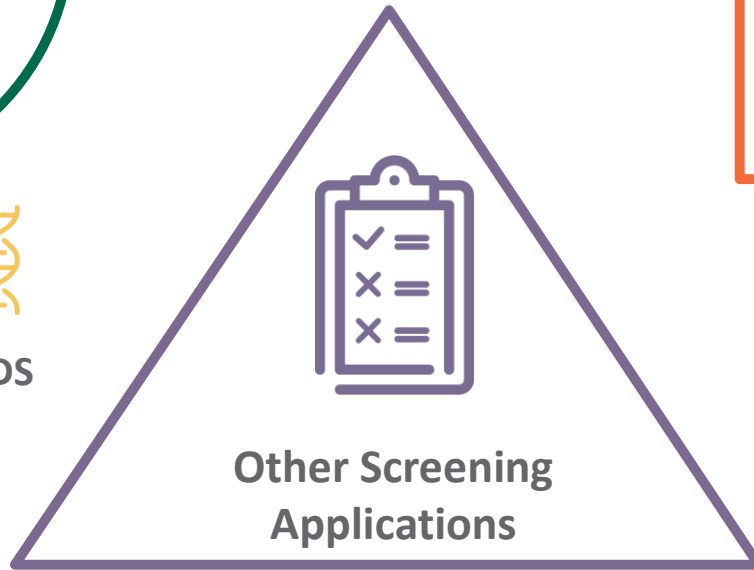


IH

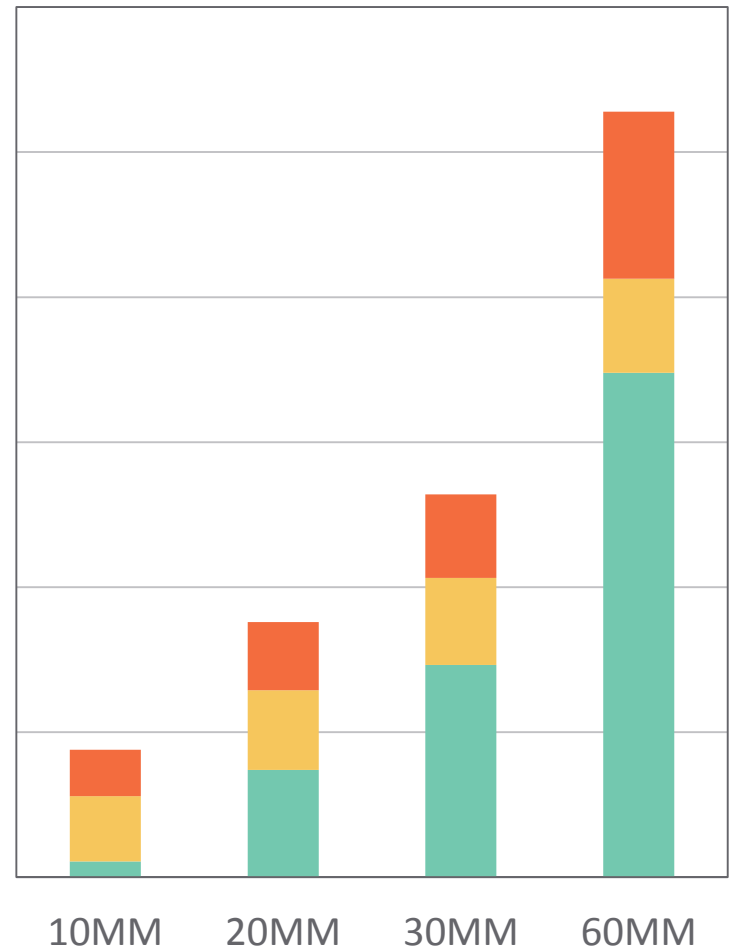


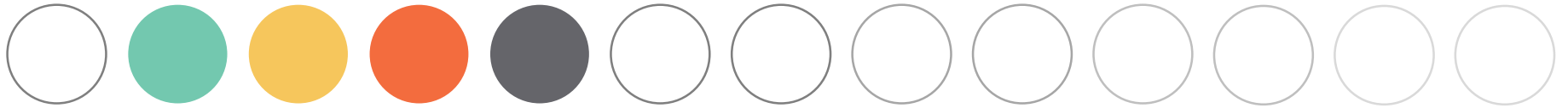
The addressable market could expand to include the central lab

Based on other screening applications



- Large market opportunity
- Designed to enable low-cost solution
- Operating leverage delivers high margins



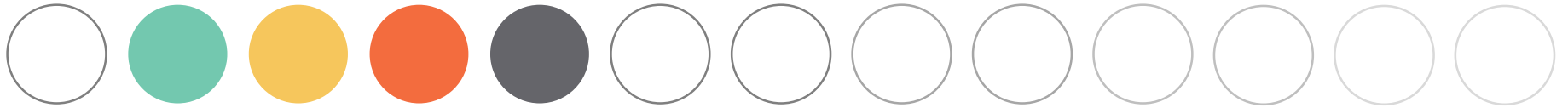


MosaiQ™ by Quotient

Value Creation

Chris Lindop, Chief Financial Officer

16 July 2018



MosaiQ™ by Quotient

The future of transfusion diagnostics is within reach

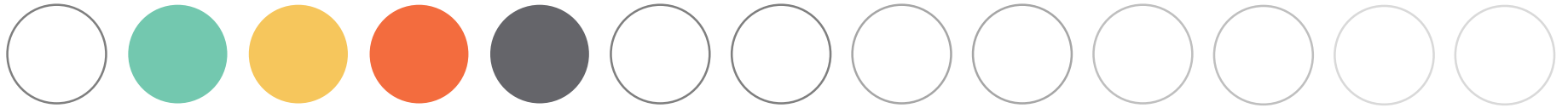
With Franz Walt, Chief Executive Officer, and the Management Team

16 July 2018









MosaiQ™ by Quotient

The future of transfusion diagnostics is within reach

With Franz Walt, Chief Executive Officer, and the Management Team

16 July 2018

