

Quotient Ltd
Form 10-Q
November 04, 2015

UNITED STATES

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-Q

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended September 30, 2015

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from _____ to _____

Commission File Number 001-36415

QUOTIENT LIMITED

(Exact name of registrant as specified in its charter)

Jersey, Channel Islands
(State or other jurisdiction of
incorporation or organization)

Not Applicable
(I.R.S. Employer
Identification No.)

Pentlands Science Park

Not Applicable

Bush Loan, Penicuik, Midlothian

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EH26 0PZ, United Kingdom
(Address of principal executive offices) (Zip Code)

001-44-131-445-6159

(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act (check one):

Large accelerated filer Accelerated filer Non-accelerated filer Smaller reporting company

(Do not check if a smaller
reporting company)

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes No

As of October 29, 2015 there were 20,961,292 Ordinary Shares, nil par value, of Quotient Limited outstanding.

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Cautionary note regarding forward-looking statements

This Quarterly Report on Form 10-Q, and exhibits thereto, contains estimates, predictions, opinions, projections and other statements that may be interpreted as “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended, or the Securities Act, and Section 21E of the Securities Exchange Act of 1934, as amended, or the Exchange Act, that involve substantial risks and uncertainties. The forward-looking statements are contained principally in Part I, Item 2: “Management’s Discussion and Analysis of Financial Condition and Results of Operations” and are also contained elsewhere in this Quarterly Report. Forward-looking statements can be identified by words such as “strategy,” “objective,” “anticipate,” “believe,” “estimate,” “expect,” “intend,” “may,” “plan,” “predict,” “project,” “potential,” “will,” “would,” “could,” “should,” “continue,” “contemplate,” “might,” “design” and other similar expressions, although not all forward-looking statements contain these identifying words. Although we believe that we have a reasonable basis for each forward-looking statement contained in this Quarterly Report, we caution you that these statements are based on a combination of facts and factors currently known by us and our expectations of the future, about which we cannot be certain, and are subject to numerous known and unknown risks and uncertainties.

Forward-looking statements include statements about:

- the development, regulatory approval and commercialization of MosaiQ™;
- the design of blood grouping and disease screening capabilities of MosaiQ™ and the benefits of MosaiQ™ for both customers and patients;
- future demand for and customer adoption of MosaiQ™, the factors that we believe will drive such demand and our ability to address such demand;
- our expected profit margins for MosaiQ™;
- the size of the market for MosaiQ™ ;
- the regulation of MosaiQ™ by the U.S. Food and Drug Administration, or the FDA, or other regulatory bodies, or any unanticipated regulatory changes or scrutiny by such regulators;
- future plans for our conventional reagent products;
- the status of our future relationships with customers, suppliers, and regulators relating to our conventional reagent products;
- future demand for our conventional reagent products and our ability to meet such demand;
- our ability to manage the risks associated with international operations;
- anticipated changes, trends and challenges in our business and the transfusion diagnostics market;
- the effects of competition;
- the expected outcome or impact of litigation;
- our ability to protect our intellectual property and operate our business without infringing upon the intellectual property rights of others;
- our anticipated cash needs and our expected sources of funding, including the achievement of product development milestones, and our estimates regarding our capital requirements and capital expenditures; and
- our plans for executive and director compensation for the future.

You should also refer to the various factors identified in this and other reports filed by us with the Securities and Exchange Commission, including but not limited to those discussed in the section entitled “Risk Factors” in our Annual Report on Form 10-K for the year ended March 31, 2015, for a discussion of other important factors that may cause our actual results to differ materially from those expressed or implied by our forward-looking statements. As a result of these factors, we cannot assure you that the forward-looking statements in this Quarterly Report will prove to be accurate. Further, if our forward-looking statements prove to be inaccurate, the inaccuracy may be material. In light of the significant uncertainties in these forward-looking statements, you should not regard these statements as a representation or warranty by us that we will achieve our objectives and plans in any specified time frame, or at all. The forward-looking statements in this Quarterly Report represent our views only as of the date of this Quarterly Report. Subsequent events and developments may cause our views to change. While we may elect to update these

forward-looking statements at some point in the future, we undertake no obligation to publicly update any forward-looking statements, except as required by law. You should, therefore, not rely on these forward-looking statements as representing our views as of any date subsequent to the date of this Quarterly Report.

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Where you can find more information

We file annual, quarterly and current reports, proxy statements and other information with the Securities and Exchange Commission. You can inspect, read and copy these reports, proxy statements and other information at the Securities and Exchange Commission's Public Reference Room, which is located at 100 F Street, N.E., Washington, D.C. 20549. You can obtain information regarding the operation of the Securities and Exchange Commission's Public Reference Room by calling the Securities and Exchange Commission at 1-800-SEC-0330. The Securities and Exchange Commission also maintains a website at www.sec.gov that makes available reports, proxy statements and other information regarding issuers that file electronically.

We make available free of charge at www.quotientbd.com (in the "Investors" section) copies of materials we file with, or furnish to, the Securities and Exchange Commission. By referring to our corporate website, www.quotientbd.com, we do not incorporate any such website or its contents into this Quarterly Report on Form 10-Q.

PART I – FINANCIAL INFORMATION

Item 1. Financial Statements

CONDENSED CONSOLIDATED BALANCE SHEETS (unaudited)

(Expressed in thousands of U.S. Dollars — except for share data and per share data)

| | September 30, 2015 | March 31, 2015 |
|--|------------------------------|--------------------------|
| ASSETS | | |
| Current assets: | | |
| Cash and cash equivalents | \$ 25,656 | \$ 37,525 |
| Trade accounts receivable, net | 2,123 | 1,808 |
| Inventories | 5,827 | 4,608 |
| Prepaid expenses and other current assets | 6,579 | 5,580 |
| Total current assets | 40,185 | 49,521 |
| Property and equipment, net | 43,305 | 29,733 |
| Intangible assets, net | 932 | 950 |
| Total assets | \$ 84,422 | \$ 80,204 |
| LIABILITIES AND SHAREHOLDERS' EQUITY (DEFICIT) | | |
| Current liabilities: | | |
| Accounts payable | \$ 12,025 | \$ 7,238 |
| Accrued compensation and benefits | 1,661 | 2,565 |
| Accrued expenses and other current liabilities | 4,410 | 8,787 |
| Financial liability in respect of share warrants | 9,880 | 31,011 |
| Current portion of long-term debt | — | 4,500 |
| Current portion of lease incentive | 434 | 435 |
| Current portion of capital lease obligation | 204 | 239 |
| Total current liabilities | 28,614 | 54,775 |
| Long-term debt, less current portion | 28,514 | 9,853 |
| Lease incentive, less current portion | 1,521 | 1,740 |
| Capital lease obligation, less current portion | 412 | 276 |
| 7% Cumulative redeemable preference shares | 15,700 | 15,175 |
| Total liabilities | 74,761 | 81,819 |
| Commitments and contingencies | — | — |
| Shareholders' equity (deficit) | | |
| Ordinary shares (nil par value) 18,551,947 and 17,020,574 issued and outstanding | | |
| at September 30, 2015 and March 31, 2015 respectively; | 97,876 | 84,525 |
| Additional paid in (distribution in excess of) capital | 4,425 | (6,684) |
| Accumulated other comprehensive loss | (3,699) | (5,102) |
| Accumulated deficit | (88,941) | (74,354) |

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| | | |
|--|-----------|-----------|
| Total shareholders' equity (deficit) | 9,661 | (1,615) |
| Total liabilities and shareholders' equity (deficit) | \$ 84,422 | \$ 80,204 |

The accompanying notes form an integral part of these consolidated financial statements.

CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE LOSS (unaudited)

(Expressed in thousands of U.S. Dollars — except for share data and per share data)

| | Quarter ended September 30 | | Six months ended September 30 | |
|--|-------------------------------|-------------|----------------------------------|-------------|
| | 2015 | 2014 | 2015 | 2014 |
| Revenue: | | | | |
| Product sales | \$4,273 | \$4,527 | \$9,123 | \$9,794 |
| Other revenues | — | — | — | 650 |
| Total revenue | 4,273 | 4,527 | 9,123 | 10,444 |
| Cost of revenue | (2,124) | (2,706) | (4,875) | (5,157) |
| Gross profit | 2,149 | 1,821 | 4,248 | 5,287 |
| Operating expenses: | | | | |
| Sales and marketing | (774) | (609) | (1,432) | (1,306) |
| Research and development, net of government grants | (8,381) | (5,435) | (15,191) | (9,120) |
| General and administrative expense: | | | | |
| Compensation expense in respect of share options and | | | | |
| management equity incentives | (477) | (283) | (814) | (509) |
| Other general and administrative expenses | (5,488) | (3,715) | (10,275) | (6,979) |
| Total general and administrative expense | (5,965) | (3,998) | (11,089) | (7,488) |
| Total operating expense | (15,120) | (10,042) | (27,712) | (17,914) |
| Operating loss | (12,971) | (8,221) | (23,464) | (12,627) |
| Other income (expense): | | | | |
| Interest expense, net | (1,061) | (538) | (1,858) | (1,072) |
| Change in financial liability for share warrants | 10,256 | (2,595) | 12,027 | 984 |
| Other, net | (657) | (365) | (1,292) | (1,620) |
| Other income, net | 8,538 | (3,498) | 8,877 | (1,708) |
| Loss before income taxes | (4,433) | (11,719) | (14,587) | (14,335) |
| Provision for income taxes | — | — | — | — |
| Net loss | \$(4,433) | \$(11,719) | \$(14,587) | \$(14,335) |
| Other comprehensive income (loss): | | | | |
| Change in fair value of effective portion of foreign | | | | |
| currency | | | | |
| cash flow hedges | \$ (17) | \$ (159) | \$ 209 | \$ (253) |
| Foreign currency gain | (1,561) | (1,865) | 1,194 | (1,492) |
| Other comprehensive income (loss), net | (1,578) | (2,024) | 1,403 | (1,745) |
| Comprehensive loss | \$(6,011) | \$(13,743) | \$(13,184) | \$(16,080) |
| Net loss available to ordinary shareholders - basic and | | | | |
| diluted | | | | |
| Loss per share - basic and diluted | \$(0.25) | \$(0.82) | \$(0.85) | \$(1.06) |
| Weighted-average shares outstanding - basic and diluted | 17,416,674 | 14,376,547 | 17,222,221 | 13,584,197 |

The accompanying notes form an integral part of these consolidated financial statements.

CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY (DEFICIT)
(unaudited)

(Expressed in thousands of U.S. Dollars — except for share data)

| | Ordinary shares | | Additional paid in (Distribution in excess of) capital | Accumulated Other Comprehensive Loss | Accumulated Deficit | Total Shareholders' Equity (Deficit) |
|--|-----------------|----------|--|---|------------------------|---|
| | Shares | Amount | | | | |
| Balances, March 31, 2015 | 17,020,574 | \$84,525 | \$ (6,684) | \$ (5,102) | \$ (74,354) | \$ (1,615) |
| Issue of shares upon exercise of incentive share | | | | | | |
| options and vesting of RSUs | 17,899 | 33 | — | — | — | 33 |
| Issue of shares upon exercise of warrants | 1,513,474 | 13,318 | 9,105 | — | — | 22,423 |
| Issue of warrants | — | — | 1,190 | — | — | 1,190 |
| Net loss | — | — | — | — | (14,587) | (14,587) |
| Change in the fair value of the effective portion | | | | | | |
| of foreign currency cash flow hedges | — | — | — | 209 | — | 209 |
| Foreign currency translation gain | — | — | — | 1,194 | — | 1,194 |
| Other comprehensive loss | — | — | — | 1,403 | — | 1,403 |
| Stock-based compensation | — | — | 814 | — | — | 814 |
| Balances, September 30, 2015 | 18,551,947 | \$97,876 | \$ 4,425 | \$ (3,699) | \$ (88,941) | \$ 9,661 |

The accompanying notes form an integral part of these consolidated financial statements.

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (unaudited)

(Expressed in thousands of U.S. Dollars)

| | Six months ended | |
|---|-----------------------|------------|
| | September 30, 2015 | 2014 |
| OPERATING ACTIVITIES: | | |
| Net loss | \$(14,587) | \$(14,335) |
| Adjustments to reconcile net loss to net cash provided by operating activities: | | |
| Depreciation and amortization | 907 | 599 |
| Share-based compensation | 814 | 509 |
| Amortization of lease incentive | (222) | (235) |
| Amortization of deferred debt issue costs | 1,056 | 393 |
| Accrued preference share dividends | 525 | — |
| Change in financial liability for share warrants | (12,027) | (984) |
| Net change in assets and liabilities: | | |
| Trade accounts receivable, net | (287) | (372) |
| Inventories | (1,125) | (35) |
| Accounts payable and accrued liabilities | 233 | 1,496 |
| Accrued compensation and benefits | (958) | (162) |
| Other assets | (832) | 58 |
| Net cash used in operating activities | (26,503) | (13,068) |
| INVESTING ACTIVITIES: | | |
| Purchase of property and equipment | (14,063) | (10,058) |
| Purchase of intangible assets | — | (197) |
| Net cash used in investing activities | (14,063) | (10,255) |
| FINANCING ACTIVITIES: | | |
| Proceeds from finance leases | 126 | 338 |
| Proceeds from drawdown of new debt, net of costs | 14,297 | — |
| Proceeds from issuance of ordinary shares | 13,352 | 34,254 |
| Net cash generated from financing activities | 27,775 | 34,592 |
| Effect of exchange rate fluctuations on cash and cash equivalents | 922 | (1,351) |
| Change in cash and cash equivalents | (11,869) | 9,918 |
| Beginning cash and cash equivalents | 37,525 | 7,192 |
| Ending cash and cash equivalents | \$25,656 | \$17,110 |
| Supplemental cash flow disclosures: | | |
| Income taxes paid | \$— | \$— |
| Interest paid | \$789 | \$683 |

The accompanying notes form an integral part of these consolidated financial statements.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

(Expressed in thousands of U.S. Dollars — except for share data and per share data, unless otherwise stated)

Note 1. Description of Business and Basis of Presentation

Description of Business

The principal activity of Quotient Limited (the “Company”) and its subsidiaries (the “Group”) is the development, manufacture and sale of products for the global transfusion diagnostics market. Products manufactured by the Group are sold to hospitals, blood banking operations and other diagnostics companies worldwide.

Basis of Presentation

The condensed consolidated financial statements have been prepared pursuant to the rules and regulations of the Securities and Exchange Commission (“SEC”) and are unaudited. In accordance with those rules and regulations, they do not include all of the information and footnotes required by accounting principles generally accepted in the United States (“GAAP”) for complete financial statements.

In the opinion of management, the accompanying unaudited condensed consolidated financial statements contain all adjustments (consisting only of normal recurring adjustments) considered necessary to present fairly the financial position, results of operations and cash flows for the interim periods presented. The March 31, 2015 balance sheet was derived from audited financial statements, but does not include all disclosures required by GAAP. However, the Company believes that the disclosures are adequate to make the information presented not misleading. The financial statements should be read in conjunction with the audited consolidated financial statements at and for the year ended March 31, 2015 included in the Company’s Annual Report on Form 10-K for the year then ended. The results of operations for the six month period ended September 30, 2015 are not necessarily indicative of the results of operations that may be expected for the year ending March 31, 2016 and any future period.

The Company has incurred net losses and negative cash flows from operations in each year since it commenced operations in 2007 and had an accumulated deficit of \$88.9 million as of September 30, 2015. At September 30, 2015 the Company had cash holdings of \$25.7 million and had covenants in place with lenders to maintain cash holdings above \$10 million. Since September 30, 2015, the Company has received proceeds of \$21.2 million on the exercise of its IPO warrants (see note 6), which expired on October 26, 2015. The Company has expenditure plans over the next fifteen months that exceed its current cash holdings, raising substantial doubt about its ability to continue as a going concern. The Company expects to fund its operations from a combination of funding sources, including through the use of existing cash balances, product sales, asset sales, the achievement of product development milestones, the extension or expansion of its credit facilities and the issuance of new equity. The Company’s Directors are confident in the availability of these funding sources and accordingly have prepared the financial statements on the going concern basis. However, there can be no assurance that the Company will be able to obtain adequate financing when necessary and the terms of any financings may not be advantageous to the Company and may result in dilution to its shareholders.

Note 2. Summary of Significant Accounting Policies

Use of Estimates

The preparation of consolidated financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the amounts reported in the consolidated financial statements and accompanying notes. Actual results could differ from these estimates.

Cash and Cash Equivalents

The Company considers all highly liquid investments with an original maturity of three months or less to be cash equivalents. As of September 30, 2015 and March 31, 2015, all cash and cash equivalents comprised readily accessible cash balances except for \$314 at both September 30, 2015 and March 31, 2015 held in a restricted account as security for the property rental obligations of the Company's Swiss subsidiary.

Trade Accounts Receivable

Trade accounts receivable are recorded at the invoiced amount and are not interest bearing. The Company maintains an allowance for doubtful accounts to reserve for potentially uncollectible trade receivables. Additions to the allowance for doubtful accounts are recorded as General and administrative expenses. The Company reviews its trade receivables to identify specific customers with known disputes or collectability issues. In addition, the Company maintains an allowance for all other receivables not included in the

specific reserve by applying specific rates of projected uncollectible receivables to the various aging categories. In determining these percentages, the Company analyzes its historical collection experience, customer credit-worthiness, current economic trends and changes in customer payment terms.

Concentration of Credit Risks and Other Uncertainties

The carrying amounts for financial instruments consisting of cash and cash equivalents, accounts receivable, accounts payable and accrued liabilities approximate fair value due to their short maturities. Derivative instruments, consisting entirely of foreign exchange contracts, are stated at their estimated fair values, based on quoted market prices for the same or similar instruments. The counterparties to the agreements relating to the Company's derivative instruments consist of large financial institutions of high credit standing.

The Company's main financial institutions for banking operations hold all of the Company's cash and cash equivalents as of September 30, 2015 and at March 31, 2015. The Company's accounts receivable are derived from net revenue to customers and distributors located in the United States and other countries. The Company performs credit evaluations of its customers' financial condition. The Company provides reserves for potential credit losses but has not experienced significant losses to date. There was one customer whose accounts receivable balance represented 10% or more of total accounts receivable, net, as of September 30, 2015 and March 31, 2015. This customer represented 46% and 47% of the accounts receivable balances as of September 30, 2015 and March 31, 2015, respectively.

The Company currently sells products through its direct sales force and through third-party distributors. There was one direct customer that accounted for 10% or more of total product sales for the six month periods ended September 30, 2015 and September 30, 2014. This customer represented 57% of total product sales for the the six month period ended September 30, 2015 and 54% for the six month period ended September 30, 2014.

Fair Value of Financial Instruments

The Company defines fair value as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. The Company's valuation techniques used to measure fair value maximized the use of observable inputs and minimized the use of unobservable inputs. The fair value hierarchy is based on the following three levels of inputs:

Level 1—Quoted prices in active markets for identical assets or liabilities.

Level 2—Inputs other than Level 1 that are observable, either directly or indirectly, such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities.

Level 3—Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities.

See Note 6, "Commitment and Contingencies," for information and related disclosures regarding the Company's fair value measurements.

Inventory

Inventory is stated at the lower of standard cost (which approximates actual cost) or market, with cost determined on the first-in-first-out method. Accordingly, allocation of fixed production overheads to conversion costs is based on normal capacity of production. Abnormal amounts of idle facility expense, freight, handling costs and spoilage are expensed as incurred and not included in overhead. No stock-based compensation cost was included in inventory as of September 30, 2015 and March 31, 2015.

Property and Equipment

Property, equipment and leasehold improvements are stated at cost, net of accumulated depreciation and amortization. Depreciation and amortization are computed on a straight-line basis over the estimated useful lives of the related assets as follows:

Plant, machinery and equipment—4 to 25 years;

Leasehold improvements—the shorter of the lease term or the estimated useful life of the asset.

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Repairs and maintenance expenditures, which are not considered improvements and do not extend the useful life of property and equipment, are expensed as incurred.

Intangible Assets and Goodwill

Intangible assets related to product licenses are recorded at cost, less accumulated amortization. Intangible assets related to technology and other intangible assets acquired in acquisitions are recorded at fair value at the date of acquisition, less accumulated amortization. Intangible assets are amortized over their estimated useful lives, on a straight-line basis as follows:

Customer relationships—5 years

Brands associated with acquired cell lines—40 years

Product licenses—10 years

Other intangibles assets—7 years

The Company reviews its intangible assets for impairment and conducts an impairment review when events or circumstances indicate the carrying value of a long-lived asset may be impaired by estimating the future undiscounted cash flows to be derived from an asset to assess whether or not a potential impairment exists. No impairment losses have been recorded in either of the six month periods ended September 30, 2015 or September 30, 2014.

Revenue Recognition

The Company recognizes revenue from product sales when there is persuasive evidence that an arrangement exists, delivery has occurred, the price is fixed or determinable and collectability is reasonably assured. Customers have no right of return except in the case of damaged goods. The Company has not experienced any significant returns of its products. Shipping and handling costs are expensed as incurred and included in cost of product sales. In those cases where the Company bills shipping and handling costs to customers, the amounts billed are classified as revenue.

The Company enters into revenue arrangements that may consist of multiple deliverables of its products and services. The terms of these arrangements may include non-refundable upfront payments, milestone payments, other contingent payments and royalties on any product sales derived on collaboration. Up-front fees received in connection with collaborative agreements are deferred upon receipts, are not considered a separate unit of accounting and are recognized as revenues over the relevant performance periods. Revenues related to research and development services included in a collaboration agreement are recognized as research and services are performed over the related performance periods for each contract. A payment that is contingent upon the achievement of a substantive milestone is recognized in its entirety in the period in which the milestone is achieved.

In June 2013, the Company entered into an agreement with Ortho-Clinical Diagnostics Inc. (“OCD”) to develop a range of rare antisera products. The Company had been working on this project for more than a year before the formal agreement was signed with OCD. Under the terms of the agreement, the Company is entitled to receive milestone payments of \$1,400 upon the receipt of FDA approval of the rare antisera products and two further milestones of \$500 each upon the updating of the CE-mark and FDA approvals to cover use of the products on OCD’s automation platform. The Company has concluded that as each of these milestones required significant levels of development work to be undertaken and there was no certainty at the start of the project that the development work would be successful, these milestones are substantive and will be accounted for under the milestone method of revenue recognition. The agreement also contains one further milestone of \$650 payable upon fulfillment of \$250 of

cumulative orders of the rare antisera products covered by the agreement. This payment represents a royalty payment and was recognized in the quarter ended June 30, 2014 when the sales target was achieved.

Research and Development

Research and development expenses consist of costs incurred for company-sponsored and collaborative research and development activities. These costs include direct and research-related overhead expenses. The Company expenses research and development costs, including the expenses for research under collaborative agreements, as such costs are incurred. Where government grants are available for the sponsorship of such research, the grant receipt is included as a credit against the related expense.

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Stock-Based Compensation

Stock-based compensation cost is measured at the grant date based on the fair value of the award and is recognized as expense on a straight-line basis over the requisite service period, which is generally the vesting period. The value of the portion of the award that is ultimately expected to vest is recognized as expense over the requisite service periods in the Company's Condensed Consolidated Statements of Comprehensive Loss. Compensation cost related to restricted stock units with a market condition is recognized regardless of whether the market condition is satisfied, provided that the requisite service has been provided. Stock-based compensation cost for restricted stock units granted to non-employees is measured when the awards vest and the expense is recognized during the period the related services are rendered.

In determining the fair value of the stock-based compensation payments in respect of share options, the Company uses the Black-Scholes model and a single option award approach, which requires the input of subjective assumptions. These assumptions include: the fair value of the underlying share, estimating the length of time employees will retain their vested stock options before exercising them (expected term), the estimated volatility of the Company's ordinary shares price over the expected term (expected volatility), risk-free interest rate (interest rate), expected dividends and the number of shares subject to options that will ultimately not complete their vesting requirements (forfeitures). The Company uses a barrier option pricing model to determine the grant date fair value of its multi-year performance related restricted stock unit awards. This requires the use of similar assumptions to the Black-Scholes model.

Debt Issuance Costs

On September 30, 2015, the Company elected to adopt early the requirements of Accounting Standards Update 2015-03, Interest — Imputation of Interest (Subtopic 835-30) — Simplifying the Presentation of Debt Issuance Costs, which requires that debt issuance costs related to a recognized debt liability be presented in the balance sheet as a direct deduction from the debt liability rather than as an asset. In view of the refinancing of the Company's secured credit facility on August 3, 2015 (see note 4), the Company believes that it is preferable to adopt this presentation in the year of refinancing in order to reflect more accurately the assets of the Company and the substance of the financing arrangements. Comparative financial statements of prior years have been adjusted to apply the new presentation retrospectively. This had the effect of reducing "Prepaid expenses and other current assets" and "Other non-current assets at March 31, 2015 by \$549 and \$366, respectively, with a consequential reduction in "Long term debt, less current portion" of \$915. There has been no impact on the comparative Statements of comprehensive loss, Statement of changes in shareholders' deficit or Statements of cash flows.

Note 3. Intangible Assets

| | September 30, 2015 | | |
|------------------------|--------------------|--------------|--------------|
| | | | Weighted |
| | | | Ave. |
| | Carrying | Accumulated | Net Carrying |
| | Amount | Amortization | Amount |
| | | | Useful Life |
| Customer relationships | \$2,986 | \$ (2,986) | \$ — |
| | | | — |

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| | | | | | |
|--|---------|-----------|---|--------|------------|
| Brands associated with acquired cell lines | 616 | (125 |) | 491 | 31.9 years |
| Product licenses | 723 | (282 |) | 441 | 6.1 years |
| Other intangibles | 194 | (194 |) | — | — |
| Total | \$4,519 | \$ (3,587 |) | \$ 932 | |

March 31, 2015

Weighted

Gross

Ave.

Carrying Accumulated Net Carrying Remaining

| | Amount | Amortization | Amount | Useful Life | |
|--|---------|--------------|--------|-------------|------------|
| Customer relationships | \$2,923 | \$ (2,923 |) \$ — | — | |
| Brands associated with acquired cell lines | 603 | (115 |) | 488 | 32.4 years |
| Product licenses | 703 | (241 |) | 462 | 6.6 years |
| Other intangibles | 190 | (190 |) | — | — |
| Total | \$4,419 | \$ (3,469 |) | \$ 950 | |

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Note 4. Debt

Long-term debt comprises:

| | September 30, 2015 | March 31, 2015 |
|---|--------------------------|----------------------|
| Total debt | \$ 30,000 | \$ 15,000 |
| Less current portion | — | (4,500) |
| Long-term debt | \$ 30,000 | \$ 10,500 |
| Deferred debt costs, net of amortization | (367) | (428) |
| Fair value of associated share warrant, net of amortization | (1,119) | (219) |
| | \$ 28,514 | \$ 9,853 |

On August 3, 2015, the Company drew down \$30,000 under a new secured credit facility agreement with MidCap Financial Trust. The facility is repayable over a four year period with no repayments until March 1, 2017 when the first of 30 equal monthly repayments is due. If the Company achieves CE Mark approvals for the MosaiQ™ instrument and blood grouping consumable, the facility is repayable over a four year period with no repayments until September 1, 2017 when the first of 24 equal monthly repayments is due. The facility bears interest at LIBOR plus 6.7%. The LIBOR rate applicable is the higher of the actual market rate from time to time or 2.0%. Other expense for the quarter ended September 30, 2015 included \$0.6 million of previously deferred fees that were expensed as a result of the expansion of the credit facility.

At September 30, 2015, the outstanding debt is repayable as follows:

| | |
|-----------------------|----------|
| Within 1 year | \$— |
| Between 1 and 2 years | 6,000 |
| Between 2 and 3 years | 12,000 |
| Between 3 and 4 years | 12,000 |
| Total debt | \$30,000 |

Note 5. Consolidated Balance Sheet Detail

Inventory

The following table summarizes inventory by category for the dates presented:

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| | September 30, | March 31, |
|-------------------|------------------|--------------|
| | 2015 | 2015 |
| Raw materials | \$ 1,974 | \$1,180 |
| Work in progress | 2,078 | 2,071 |
| Finished goods | 1,775 | 1,357 |
| Total inventories | \$ 5,827 | \$4,608 |

Property and equipment

The following table summarizes property and equipment by categories for the dates presented:

| | September 30, | March 31, |
|-----------------------------------|------------------|--------------|
| | 2015 | 2015 |
| Plant and Machinery | \$ 32,973 | \$21,688 |
| Leasehold improvements | 14,605 | 11,412 |
| Total property and equipment | 47,578 | 33,100 |
| Less: accumulated depreciation | (4,273) | (3,367) |
| Total property and equipment, net | \$ 43,305 | \$29,733 |

Depreciation expenses were \$491 and \$290 in the quarters ended September 30, 2015 and September 30, 2014 respectively and \$867 and \$557 in the six month periods ended September 30, 2015 and September 30, 2014 respectively.

Accrued compensation and benefits

Accrued compensation and benefits consist of the following:

| | September 30, | March 31, |
|---|------------------|--------------|
| | 2015 | 2015 |
| Salary and related benefits | \$ 489 | \$300 |
| Accrued vacation | 187 | 165 |
| Accrued payroll taxes | 385 | 302 |
| Accrued incentive payments | 600 | 1,798 |
| Total accrued compensation and benefits | \$ 1,661 | \$2,565 |

Accrued expenses and other current liabilities

Accrued expenses and other current liabilities consist of the following:

| | September 30, | March 31, |
|--|------------------|--------------|
| | 2015 | 2015 |
| Accrued legal and professional fees | \$ 195 | \$3,758 |
| Accrued interest | 217 | 112 |
| Goods received not invoiced | 684 | 787 |
| Accrued capital expenditure | — | 972 |
| Accrued development expenditure | 2,401 | 2,110 |
| Other accrued expenses | 913 | 1,048 |
| Total accrued expenses and other current liabilities | \$ 4,410 | \$8,787 |

Note 6. Commitments and Contingencies

Government Grant

In 2008, the Company was awarded research and development grant funding from Scottish Enterprise amounting to £1,791, for the development of MosaiQ™. The total grant claimed to September 30, 2015 is £1,790. Regular meetings are held to update Scottish Enterprise with the status of the project and while the terms of the grant award provide for full repayment of the grant in certain circumstances, the Company does not consider that any repayment is likely.

Hedging arrangements

The Company's subsidiary in the United Kingdom ("UK") has entered into three forward exchange contracts to sell \$300 and purchase pounds sterling at £1:\$1.50 in each calendar month through December 2015 as a hedge of its U.S. dollar denominated revenues.

Share warrants

As part of its initial public offering in April 2014 the Company issued 5 million warrants each to acquire 0.8 of an ordinary share for a price of \$8.80 per whole share ("IPO warrants"). During the period from the initial public offering to September 30, 2015, 1,969,479 of these warrants were exercised resulting in 3,030,521 warrants remaining at September 30, 2015. The financial statements include a financial liability in respect of these warrants which is equal to the market price of the warrants at the end of each financial period.

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The following table summarizes the Company's assets and liabilities that are measured at fair value on a recurring basis, by level, within the fair value hierarchy:

| | September 30, 2015 | | | |
|-------------------------------------|--------------------|---------|---------|-------|
| | Level 1 | Level 2 | Level 3 | Total |
| | | | | |
| Assets: | | | | |
| Foreign currency forward contracts | \$10 | \$ — | \$ — | \$10 |
| Total assets measured at fair value | \$10 | \$ — | \$ — | \$10 |

| | September 30, 2015 | | | |
|--|--------------------|---------|---------|---------|
| | Level 1 | Level 2 | Level 3 | Total |
| | | | | |
| Liabilities: | | | | |
| Foreign currency forward contracts | \$— | \$ — | \$ — | \$— |
| Fair value of share warrants | 9,880 | — | — | 9,880 |
| Total liabilities measured at fair value | \$9,880 | \$ — | \$ — | \$9,880 |

| | March 31, 2015 | | | |
|-------------------------------------|----------------|---------|---------|-------|
| | Level 1 | Level 2 | Level 3 | Total |
| | | | | |
| Assets: | | | | |
| Foreign currency forward contracts | \$— | \$ — | \$ — | \$— |
| Total assets measured at fair value | \$— | \$ — | \$ — | \$— |

| | March 31, 2015 | | | |
|--|----------------|---------|---------|----------|
| | Level 1 | Level 2 | Level 3 | Total |
| | | | | |
| Liabilities: | | | | |
| Foreign currency forward contracts | \$199 | \$ — | \$ — | \$199 |
| Fair value of share warrants | 31,011 | — | — | 31,011 |
| Total liabilities measured at fair value | \$31,210 | \$ — | \$ — | \$31,210 |

The change in the estimated fair value of share warrant liabilities is summarized below:

| | |
|---|----------|
| March 31, 2015 | \$31,011 |
| Change in fair value of ordinary share warrants | (12,027) |
| Exercise of warrants | (9,104) |
| September 30, 2015 | \$9,880 |

Ordinary Shares

The Company's issued and outstanding ordinary shares were as follows:

| | Shares Issued and Outstanding September 30, | | March 31, | Par value |
|-----------------|--|------------|-----------|--------------|
| | 2015 | 2015 | | |
| Ordinary shares | 18,551,947 | 17,020,574 | \$ | — |
| Total | 18,551,947 | 17,020,574 | \$ | — |

Preference shares

The Company's issued and outstanding preference shares consist of the following:

| | Shares Issued | | Liquidation | |
|-------------------------------------|-------------------------------------|--------------|---|--------------|
| | and Outstanding September 30, | March 31, | amount per share September 30, | March 31, |
| | 2015 | 2015 | 2015 | 2015 |
| 7% Cumulative Redeemable Preference | | | | |
| shares | 666,665 | 666,665 | \$23.55 | \$22.76 |
| Total | 666,665 | 666,665 | | |

Note 8. Share-Based Compensation

The Company records share-based compensation expense in respect of options, multi-year performance based restricted stock units ("MRSUs") and restricted stock units ("RSUs") issued under its share incentive plans. Share-based compensation expense amounted to \$814 and \$509 in the six month periods ended September 30, 2015 and September 30, 2014, respectively.

Share option activity

The following table summarizes share option activity:

| | Number of Share Options | Weighted | |
|----------------------------------|-------------------------------|------------------------------|--|
| | | Average Exercise Price | Average Remaining Contractual Life (Months) |
| Outstanding — March 31, 2015 | 1,208,118 | \$ 5.58 | 103 |
| Granted | 345,300 | 15.29 | 120 |
| Exercised | (5,399) | 6.14 | — |
| Forfeited | (3,795) | 10.64 | — |
| Outstanding — September 30, 2015 | 1,544,224 | \$ 7.73 | 101 |
| Exercisable — September 30, 2015 | 613,813 | \$ 3.91 | 94 |

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The closing price of the Company's Ordinary Shares on The NASDAQ Global Market on September 30, 2015 was \$13.00.

The following table summarizes the options granted in the current financial year with their exercise prices, the fair value of ordinary shares as of the applicable grant date, and the intrinsic value:

| Grant Date | Number of Options Granted | Exercise Price | Ordinary | |
|-------------------|------------------------------------|-------------------|-------------------------------|------------------------------------|
| | | | Share at Grant | Value of Options |
| | | | Fair Value Per Share | Intrinsic Value Per Share |
| May 20, 2015 | 312,300 | \$ 15.17 | \$ 15.17 | \$ 6.08 |
| August 5, 2015 | 8,000 | \$ 16.70 | \$ 16.70 | \$ 6.54 |
| September 2, 2015 | 25,000 | \$ 16.34 | \$ 16.34 | \$ 6.52 |

Determining the fair value of share incentive awards

The fair value of each share incentive grant was determined by the Company using the Black-Scholes options pricing model.

Assumptions used in the option pricing models are discussed below. Each of these inputs is subjective and generally requires significant judgment to determine.

Expected volatility. The expected volatility was based on the historical share volatilities of a number of the Company's publicly listed peers over a period equal to the expected terms of the options as the Company did not have a sufficient trading history to use the volatility of its own ordinary shares.

Fair value of ordinary shares. The fair value of the ordinary shares is based upon the closing price of the Company's shares on The NASDAQ Global Market on the last trading day prior to the date of grant.

Risk-Free Interest Rate. The risk-free interest rate is based on the US Treasury 10-year bond yield in effect at the time of grant.

Expected term. The expected term is determined after giving consideration to the contractual terms of the share-based awards, graded vesting schedules ranging from one to three years and expectations of future employee behavior as influenced by changes to the terms of its share-based awards.

Expected dividend. According to the terms of the awards, the exercise price of the options is adjusted to take into account any dividends paid. As a result dividends are not required as an input to the model, as these reductions in the share price are offset by a corresponding reduction in exercise price.

A summary of the assumptions applicable to the share options issued in the current financial year is as follows:

| | May 20, 2015 | August 5, 2015 | September 2, 2015 |
|-----------------------------------|-----------------|----------------------|----------------------|
| Risk-free interest rate | 2.29 % | 2.27 % | 2.18 % |
| Expected lives (years) | 3 | 3 | 3 |
| Volatility | 57.14 % | 55.67 % | 57.01 % |
| Dividend yield | — | — | — |
| Grant date fair value (per share) | \$ 15.17 | \$ 16.70 | \$ 16.34 |
| Number granted | 312,300 | 8,000 | 25,000 |

The Company awarded 137,000 MRSUs on May 20, 2015. These MRSUs will vest if the volume weighted average price of the Company's ordinary shares exceeds \$60 for a continuous twenty day period between April 1, 2018 and December 31, 2018. The Company determined the grant date fair value of the MRSUs using a barrier option pricing model with the same grant date fair value per share, risk free interest rate, volatility and dividend yield assumptions as the options awarded on the same date. This resulted in a grant date fair value of \$6.09 per MRSU on May 20, 2015. On September 2, 2015 the Company issued 25,000 RSUs which will vest if specific sales performance targets are met prior to December 31, 2022. The Company expects these performance targets to be met and share based compensation expense is being recognized on these awards over the period to the date when the sales performance targets are expected to be achieved. The Company also issued 10,000 RSUs in the quarter ended May 20, 2015 and 9,867 RSUs on September 4, 2015, which vest over a two year period from the date of grant.

During the quarter ended September 30, 2014, the Company awarded 50,000 RSUs to a non-executive director upon his appointment as a director of the Company. These vest in equal annual installments over the four year period following the date of grant. During the quarter ended September 30, 2015, 12,500 of these RSUs vested resulting in the issuance of 12,500 ordinary shares and at September 30, 2015, 37,500 of these RSUs remained outstanding.

Note 9. Net Loss Per Share

In accordance with ASC 260 "Earnings Per Share", basic earnings available to ordinary shareholders per share is computed based on the weighted average number of ordinary shares outstanding during each period. Diluted earnings available to ordinary shareholders per share is computed based on the weighted average number of ordinary shares outstanding during each period, plus potential ordinary shares considered outstanding during the period, as long as the inclusion of such shares is not anti-dilutive. Potential ordinary shares consist of the incremental ordinary shares issuable upon the exercise of share options (using the treasury shares method), the warrants to acquire ordinary shares and the ordinary shares issuable upon vesting of the MRSUs and RSUs.

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The following table sets forth the computation of basic and diluted earnings per ordinary share.

| | Quarter ended September 30 | | Six months ended September 30 | |
|---|-------------------------------|-------------|----------------------------------|-------------|
| | 2015 | 2014 | 2015 | 2014 |
| Numerator: | | | | |
| Net loss | \$(4,433) | \$(11,719) | \$(14,587) | \$(14,335) |
| Net loss available to ordinary shareholders - basic and diluted | \$(4,433) | \$(11,719) | \$(14,587) | \$(14,335) |
| Denominator: | | | | |
| Weighted-average shares outstanding - basic and diluted | 17,416,674 | 14,376,547 | 17,222,221 | 13,584,197 |
| Loss per share - basic and diluted | \$(0.25) | \$(0.82) | \$(0.85) | \$(1.06) |

The following table sets out the numbers of ordinary shares excluded from the above computation of earnings per share at September 30, 2015 and September 30, 2014 as their inclusion would have been anti-dilutive.

| | September 30, 2015 | September 30, 2014 |
|---|--------------------------|--------------------------|
| Ordinary shares issuable on exercise of options to purchase ordinary shares | 1,544,224 | 1,320,482 |
| Restricted stock units awarded, including the multi-year performance related restricted stock units | 219,367 | 50,000 |
| Ordinary shares issuable on exercise of warrants at \$16.14 per share | 111,525 | — |
| Ordinary shares issuable on exercise of warrants at \$9.37 per share | 64,000 | 64,000 |
| Ordinary shares issuable on exercise of warrants at \$8.80 per share | 2,424,416 | 4,000,000 |
| Ordinary shares issuable on exercise of pre-funded warrants at \$0.01 per share | 850,000 | — |
| | 5,213,532 | 5,434,482 |

Note 10. Subsequent Events

Exercise of IPO Warrants

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Between September 30, 2015 and October 26, 2015, there were exercises of 3,011,573 of the IPO warrants. The remaining 18,948 warrants which had not been exercised expired on October 26, 2015. This resulted in the issue of 2,409,245 ordinary shares, cash receipts of \$21.2 million, a reduction in the financial liability in respect of the warrants in the balance sheet of \$9.9 million and an increase in shareholders' equity of \$31.1 million subsequent to September 30, 2015.

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Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

The following discussion should be read in conjunction with the corresponding section of our Annual Report on Form 10-K for the year ended March 31, 2015 filed with the Securities and Exchange Commission on June 1, 2015.

The information set forth and discussed below for the quarters and six month periods ended September 30, 2015 and September 30, 2014 is derived from the Condensed Consolidated Financial Statements included under Item 1 above. The financial information set forth and discussed below is unaudited but includes all adjustments (consisting of normal recurring adjustments) that our management considers necessary for a fair presentation of the financial position and the operating results and cash flows for those periods. Our results of operations for a particular quarter may not be indicative of the results that may be expected for other quarters or the entire year.

Overview

We were incorporated in Jersey, Channel Islands on January 28, 2012. On February 16, 2012, we acquired the entire issued share capital of Alba Bioscience Limited (or Alba), Quotient Biodiagnostics, Inc. (or QBDI) and QBD (QSIP) Limited (or QSIP) from Quotient Biodiagnostics Group Limited (or QBDG), our predecessor.

The acquisition of Alba, QBDI and QSIP by us is treated for accounting purposes as a combination of entities under common control as these entities were all controlled by QBDG prior to their acquisition by us. We recognized the assets and liabilities of Alba, QBDI and QSIP at their carrying amounts in the financial statements of those companies. We are a continuation of QBDG and its subsidiaries and, accordingly, our consolidated financial statements include the assets, liabilities and results of operations of the subsidiaries transferred since their inception.

Our Business

We are a commercial-stage diagnostics company committed to reducing healthcare costs and improving patient care through the provision of innovative tests within established markets. Our initial focus is on blood grouping and serological disease screening, which is commonly referred to as transfusion diagnostics. Blood grouping involves specific procedures performed at donor or patient testing laboratories to characterize blood, which includes antigen typing and antibody identification. Serological disease screening involves the screening of donor blood for unwanted pathogens.

We have over 30 years of experience developing, manufacturing and commercializing conventional reagent products used for blood grouping within the global transfusion diagnostics market. We are developing MosaiQ™, our proprietary technology platform, to better address the comprehensive needs of this large and established market. MosaiQ™ will initially comprise two separate consumables, one for blood grouping and one for serological disease screening, and a high-throughput instrument. We believe MosaiQ™ has the potential to transform transfusion diagnostics, significantly reducing the cost of blood grouping in the donor and patient testing environments, while improving patient outcomes.

We operate as one business segment with 298 employees in the United States, the United Kingdom and Switzerland as of September 30, 2015. Our principal markets are the United States, Europe and Japan. Based on the location of the customer, revenues outside the United States accounted for 54% and 56% of total revenue during the six month periods ended September 30, 2015 and September 30, 2014, respectively.

We have incurred net losses and negative cash flows from operations in each year since we commenced operations in 2007. As of September 30, 2015, we had an accumulated deficit of \$88.9 million. We expect our operating losses will continue at least for the next two years as we continue our investment in the development and commercialization of MosaiQ™. For the six month period ended September 30, 2015, our total revenue was \$9.1 million and our net loss was

\$14.6 million.

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On April 29, 2014 we completed our initial public offering and issued 5,000,000 units at \$8.00 per unit. Each unit comprised one ordinary share and one warrant to acquire 0.8 of an ordinary share at an exercise price of \$8.80 per whole share. We raised \$40.0 million of equity share capital before issuance costs of approximately \$6.4 million. At the time of the offering, we recorded a financial liability in our financial statements amounting to \$8.5 million, which represents the value ascribed to the warrants attributable to our initial public offering of units. On May 27, 2014, our ordinary shares and warrants began trading separately on The NASDAQ Global Market and the units were delisted. During the period from our initial public offering to September 30, 2015, 1,969,479 of these warrants were exercised resulting in the issuance of 1,575,578 ordinary shares. At September 30, 2015, 3,030,521 of these warrants remained outstanding and the market value of the warrants at September 30, 2015 was \$9.9 million. We have recorded the decrease in the market value of the warrants since March 31, 2015 as income of \$12.0 million within net other income (expense) in our income statement for the six month period ended September 30, 2015. Since September 30, 2015, an additional 3,011,573 of these warrants were exercised resulting in the issuance of an additional 2,409,245 ordinary shares, and the 18,948 remaining warrants that were not exercised expired on October 26, 2015.

On November 25, 2014, we entered into subscription agreements with certain institutional and individual accredited investors for the private placement of 2,000,000 newly issued ordinary shares at a price of \$9.50 per share and 850,000 newly issued pre-funded warrants at a price of \$9.49 per warrant, amounting to an aggregate subscription price of approximately \$27.1 million. Each pre-funded warrant permits the holder to subscribe for one new ordinary share at an exercise price of \$0.01 per pre-funded warrant.

On January 29, 2015, we entered into a subscription agreement with Ortho-Clinical Diagnostics Finco S.Á.R.L., an affiliate of Ortho, for the private placement of 444,445 newly issued ordinary shares at a price of \$22.50 per share and 666,665 newly issued 7% cumulative redeemable preference shares, of no par value, at a price of \$22.50 per share, for an aggregate subscription price of approximately \$25 million.

Revenue

We generate revenue from the sale of conventional reagent products directly to hospitals, donor collection agencies and independent testing laboratories in the United States, the United Kingdom and to distributors in Europe and the rest of the world, and indirectly through sales to our original equipment manufacturer (or OEM) customers. We recognize revenues in the form of product sales when the goods are shipped. Products sold by standing purchase orders as a percentage of product sales revenue were 73% and 71% for the six month periods ended September 30, 2015 and September 30, 2014, respectively. We also provide product development services to our OEM customers. We recognize revenue from these contractual relationships in the form of product development fees, which are included in other revenues. For a description of our revenue recognition policies, see “—Critical Accounting Policies and Significant Judgments and Estimates—Revenue Recognition and Accounts Receivable.”

Our revenue is denominated in multiple currencies. Sales in the United States and to certain of our OEM customers are denominated in U.S. Dollars. Sales in Europe and the rest of the world are denominated primarily in Pounds Sterling, Euros or Yen. Our expenses are generally denominated in the currencies in which our operations are located, which is primarily in the United Kingdom, United States and Switzerland. We operate globally and therefore changes in foreign currency exchange rates may become material to us in the future due to factors beyond our control. See Part I, Item 3: “Quantitative and Qualitative Disclosure About Market Risk—Foreign Currency Exchange Risk.”

Cost of revenue and operating expenses

Cost of revenue consists of direct labor expenses, including employee benefits, overhead expenses, material costs and freight costs, along with the depreciation of manufacturing equipment and leasehold improvements. Our gross profit represents total revenue less the cost of revenue and gross margin represents gross profit expressed as a percentage of

total revenue. Our gross margin was 47% and 51% for the six month periods ended September 30, 2015 and September 30, 2014, respectively. Excluding other revenues, which consist of product development fees, our gross margin on product sales was 47% and 47% for the six month periods ended September 30, 2015 and September 30, 2014, respectively. We expect our overall cost of revenue to increase in absolute U.S. Dollars as we continue to increase our product sales volumes. However, we also believe that we can achieve efficiencies in our manufacturing operations, primarily through increasing production volumes.

Our sales and marketing expenses include costs associated with our sales organization, including our direct sales force, as well as our marketing and customer service personnel. These expenses consist principally of salaries, commissions, bonuses and employee benefits, as well as travel costs related to our sales activities. These expenses also include direct and indirect costs associated with our product marketing activities. We expense all sales and marketing costs as incurred. We expect sales and marketing expense to increase in absolute U.S. Dollars, primarily as a result of commissions on increased product sales in the United States.

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Our research and development expenses include costs associated with performing research, development, field trials and our regulatory activities, as well as production costs incurred in advance of the commercial launch of MosaiQ™. Research and development expenses include research personnel-related expenses, fees for contractual and consulting services, travel costs, laboratory supplies and depreciation of laboratory equipment.

We expense all research and development costs as incurred, net of government grants received and tax credits. In the year ended March 31, 2015 changes in UK tax legislation enabled our UK subsidiary to claim certain tax credits on its research and development expenditures. Previously, these tax credits increased the unutilized tax losses of our UK subsidiary, but are now being claimed and are included as an offset to our research and development expenses. Our research and development efforts are focused on developing new products and technologies for the global transfusion diagnostics market. We segregate research and development expenses for the MosaiQ™ project from expenses for other research and development projects. We do not maintain detailed records of these other costs by activity. We expect overall research and development expense to decrease in absolute U.S. Dollars following completion of the development of MosaiQ™.

Our general and administrative expenses include costs for our executive, accounting and finance, legal, corporate development, information technology and human resources functions. We expense all general and administrative expenses as incurred. These expenses consist principally of salaries, bonuses and employee benefits for the personnel performing these functions, including travel costs. These expenses also include share-based compensation, professional service fees (such as audit, tax and legal fees), costs related to our Board of Directors, and general corporate overhead costs, which includes depreciation and amortization. We expect our general and administrative expenses to increase as our business develops and also due to the costs of operating as a public company, such as additional legal, accounting and corporate governance expenses, including expenses related to compliance with the Sarbanes-Oxley Act, directors' and officers' insurance premiums and expenses for investor relations.

Net interest expense consists primarily of interest charges on our loan balances and the amortization of debt issuance costs, as well as accrued dividends on the 7% cumulative redeemable preference shares issued in January 2015. We amortize debt issuance costs over the life of the loan and report them as interest expense in our statements of operations.

Net other income (expense) consists primarily of realized and unrealized gains and losses on foreign exchange and income or expense arising on the change in the fair value of our warrants. Realized exchange fluctuations result from the settlement of transactions in currencies other than the functional currencies of our businesses. Monetary assets and liabilities that are denominated in foreign currencies are measured at the period-end closing rate with resulting unrealized exchange fluctuations. The functional currencies of our businesses are Pounds Sterling, Swiss Francs and U.S. Dollars depending on the entity.

Results of Operations

Comparison of the Quarters ended September 30, 2015 and 2014

The following table sets forth, for the periods indicated, the amounts of certain components of our statements of operations and the percentage of total revenue represented by these items, showing period-to-period changes.

| | Quarter ended September 30, 2015 | | 2014 | | Change | |
|------------------------------------|-------------------------------------|--------------|--------------|--------------|------------|-------|
| | Amount | % of revenue | Amount | % of revenue | Amount | % |
| (in thousands, except percentages) | | | | | | |
| Revenue: | | | | | | |
| Product sales | \$4,273 | 100 | % \$4,527 | 100 | % \$(254) | -6 % |
| Other revenues | — | 0 | % — | 0 | % — | 0 % |
| Total revenue | 4,273 | 100 | % 4,527 | 100 | % (254) | -6 % |
| Cost of revenue | 2,124 | 50 | % 2,706 | 60 | % (582) | -22 % |
| Gross profit | 2,149 | 50 | % 1,821 | 40 | % 328 | 18 % |
| Operating expenses: | | | | | | |
| Sales and marketing | 774 | 18 | % 609 | 13 | % 165 | 27 % |
| Research and development | 8,381 | 196 | % 5,435 | 120 | % 2,946 | 54 % |
| General and administrative | 5,965 | 140 | % 3,998 | 88 | % 1,967 | 49 % |
| Total operating expenses | 15,120 | 354 | % 10,042 | 222 | % 5,078 | 51 % |
| Operating loss | (12,971) | -304 | % (8,221) | -182 | % (4,750) | 58 % |
| Other income (expense): | | | | | | |
| Interest expense, net | (1,061) | -25 | % (538) | -12 | % (523) | 97 % |
| Other, net | 9,599 | 225 | % (2,960) | -65 | % 12,559 | — |
| Total other income, net | 8,538 | 200 | % (3,498) | -77 | % 12,036 | — |
| Loss before income taxes | (4,433) | -104 | % (11,719) | -259 | % 7,286 | -62 % |
| Provision for income taxes | — | 0 | % — | 0 | % — | — |
| Net loss | \$(4,433) | -104 | % \$(11,719) | -259 | % \$7,286 | -62 % |

Revenue

Total revenue and product sales for the quarter ended September 30, 2015 decreased by 6% to \$4.3 million, compared with \$4.5 million for the quarter ended September 30, 2014. The decrease was mainly attributable to a \$0.2 million negative impact of a stronger U.S. dollar relative to the British Pound and Euro and lower shipments of bulk antisera to OEM customers. Products sold by standing purchase order were 71% of product sales for the quarter ended September 30, 2015, compared with 70% for the quarter ended September 30, 2014.

The below table sets forth revenue by product group:

| | Quarter ended September 30, 2015 | | 2014 | | Change | |
|------------------------------------|-------------------------------------|--------------|--------|--------------|--------|---|
| | Amount | % of revenue | Amount | % of revenue | Amount | % |
| (in thousands, except percentages) | | | | | | |
| Revenue: | | | | | | |

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| | | | | | | | | |
|--------------------------------------|---------|-----|---|---------|-----|---|---------|------|
| Product sales - OEM customers | \$2,784 | 65 | % | \$3,116 | 69 | % | \$(332) | -11% |
| Product sales - direct customers and | | | | | | | | |
| distributors | 1,489 | 35 | % | 1,411 | 31 | % | 78 | 6% |
| Other revenues | — | 0 | % | — | 0 | % | — | 0% |
| Total revenue | \$4,273 | 100 | % | \$4,527 | 100 | % | \$(254) | -6% |

OEM Sales. Product sales to OEM customers decreased 11% to \$2.8 million for the quarter ended September 30, 2015, compared with \$3.1 million for the quarter ended September 30, 2014. The decrease was attributable to the negative impact of a stronger U.S. dollar relative to the British Pound and Euro and lower shipments of bulk antisera to OEM customers.

Direct Sales to Customers and Distributors. Direct product sales of \$1.5 million for the quarter ended September 30, 2015 increased by 6% compared to \$1.4 million for the quarter ended September 30, 2014. Direct sales in the United States decreased by 1%, which

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was primarily attributable to the timing of standing orders for our reagent red blood cell products within the first two quarters of fiscal 2016 and 2015. Direct sales outside the United States increased by 26%, despite our decision to offer fewer products in Europe.

Other Revenues. Other revenues represent product development fees and there were no such revenues in the quarter ended September 30, 2015 or in the quarter ended September 30, 2014.

Cost of revenue and gross margin

Cost of revenue decreased by 22% to \$2.1 million for the quarter ended September 30, 2015, compared with \$2.7 million for the quarter ended September 30, 2014. The decrease was attributable to foreign exchange effects and efficiencies in our manufacturing operations, primarily achieved through increased production volumes.

Gross profit on total revenue for the quarter ended September 30, 2015 was \$2.1 million, an increase of 18% when compared with \$1.8 million in the quarter ended September 30, 2014. The increase was attributable to the lower cost of revenue in the quarter ended September 30, 2015. Gross margin, which represents gross profit expressed as a percentage of revenue, was 50% for the quarter ended September 30, 2015, compared with 40% for the quarter ended September 30, 2014.

Sales and marketing expenses

Sales and marketing expense was \$0.8 million for the quarter ended September 30, 2015, compared with \$0.6 million for the quarter ended September 30, 2014. As a percentage of total product sales, sales and marketing expenses were 18% for the quarter ended September 30, 2015, compared with 13% for the quarter ended September 30, 2014.

Research and development expenses

| | Quarter ended September 30, | | 2014 | | Change | |
|--|------------------------------------|--------------|------------------|--------------|------------------|-------------|
| | 2015 | | 2014 | | Amount | % |
| | Amount | % of revenue | Amount | % of revenue | Amount | % |
| | (in thousands, except percentages) | | | | | |
| Research and development expenses: | | | | | | |
| MosaiQ™ research and development | \$7,904 | 185 | % \$5,179 | 114 | % \$2,725 | 53 % |
| Other research and development | 570 | 13 | % 554 | 12 | % 16 | 3 % |
| Tax credits and grants | (93) | -2 | % (298) | -7 | % 205 | — |
| Total research and development expenses | \$8,381 | 196 | % \$5,435 | 120 | % \$2,946 | 54 % |

Research and development expenses increased by \$2.9 million to \$8.4 million for the quarter ended September 30, 2015, compared with \$5.4 million for the quarter ended September 30, 2014. As a percentage of total revenue, research and development expenses increased to 196% for the quarter ended September 30, 2015, compared with 120% for the quarter ended September 30, 2014. This reflects incremental costs associated with the commercial scale-up of MosaiQ™, including initial production costs, which are currently expensed as research and development. Recent changes in UK tax legislation now enable our UK subsidiary to claim certain tax credits on its research and development expenditures.

General and administrative expenses

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General and administrative expenses increased by 49% to \$6.0 million for the quarter ended September 30, 2015, compared with \$4.0 million for the quarter ended September 30, 2014, reflecting greater personnel-related costs, increased facility rental charges and increased corporate costs. We recognized \$0.5 million of stock compensation expense in the quarter ended September 30, 2015 compared with \$0.3 million in the quarter ended September 30, 2014. As a percentage of total revenue, general and administrative expenses increased to 140% for the quarter ended September 30, 2015, compared with 88% for the quarter ended September 30, 2014.

Other income (expense)

Net interest expense was \$1.1 million for the quarter ended September 30, 2015, compared with \$0.5 million for the quarter ended September 30, 2014. Interest expense in the quarters ended September 30, 2015 and September 30, 2014 included interest charges on our borrowings from MidCap Financial, which bore interest at LIBOR plus 6.7% (with a LIBOR floor of 2.00%). Borrowings from MidCap amounted to \$15.0 million during the quarter ended September 30, 2014. Borrowings from July 1, 2015 to August 3, 2015

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were \$14.5 million and then increased to \$30.0 million as a result of the increase in our secured credit facility. In the quarter ended September 30, 2015, net interest expense also included \$0.3 million of dividends accrued on the 7% preference shares issued to OCD on January 29, 2015.

Other income for the quarter ended September 30, 2015 included income of \$10.3 million related to the change in the fair value in the quarter of the warrants issued at the time of our initial public offering offset by \$0.6 million of previously deferred fees that were expensed as a result of the expansion of our credit facility.

Other expense for the quarter ended September 30, 2014 included \$2.6 million of expense related to the change in the fair value in the quarter of the warrants issued at the time of our initial public offering and \$0.4 million of foreign exchange losses arising on monetary assets and liabilities denominated in foreign currencies.

Comparison of the six month periods ended September 30, 2015 and 2014

The following table sets forth, for the periods indicated, the amounts of certain components of our statements of operations and the percentage of total revenue represented by these items, showing period-to-period changes.