



abcam

Abcam plc

38th Annual J.P. Morgan Healthcare Conference

January 15, 2020

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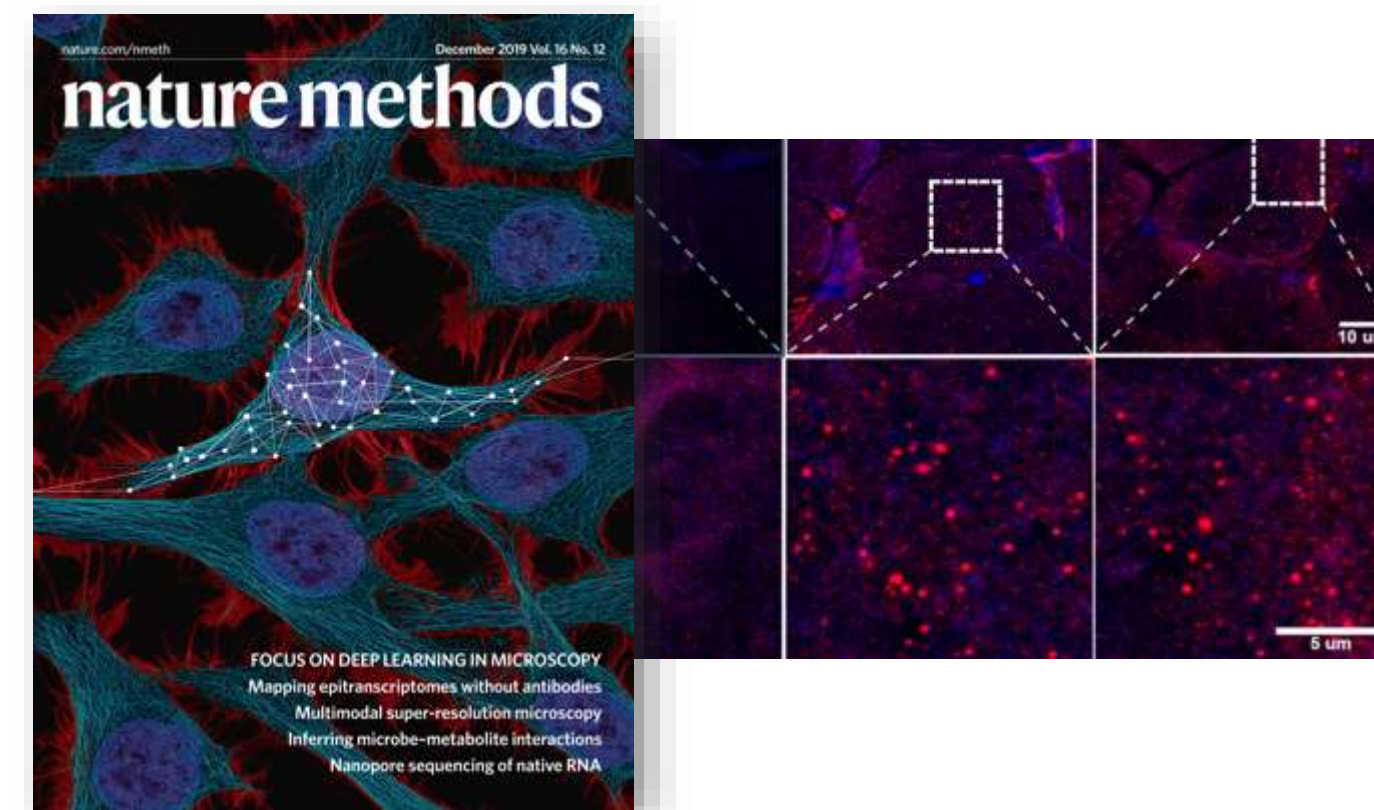
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Our customers trust us with their careers

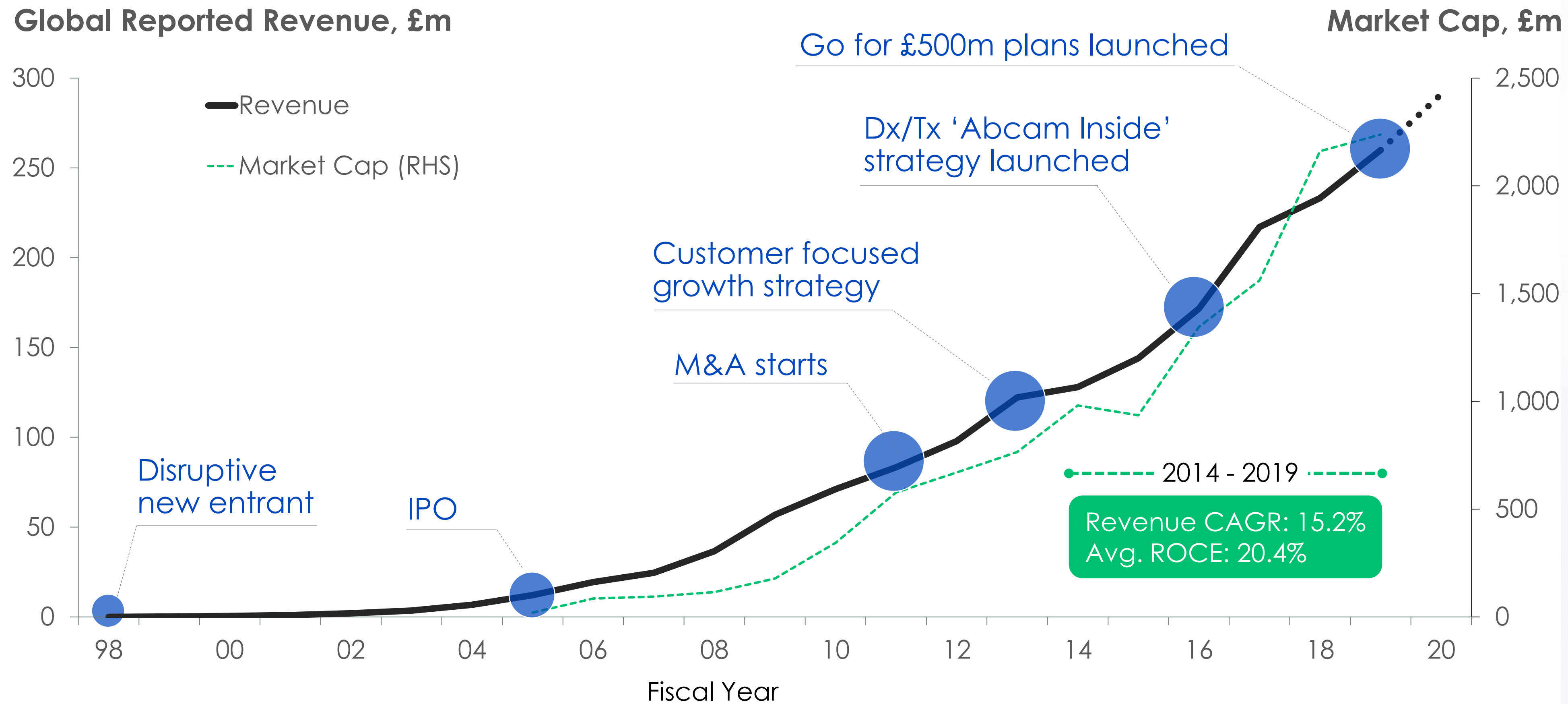


Development collaborations drive first in world scientific impact



Abcam anti-pATG16L1 developed with Dr Ryan Russell; Published in December 2019

Twenty years creating value as a disruptive growth company



Our focus on customers, employees and corporate responsibility has received recognition



Biocompare
2019 ANTIBODY MARKET REPORT AWARD
Gold Winner

- Overall Most Preferred Antibody Supplier
- Best Antibody Specificity
- Best Customer Service
- Best Overall Website Experience
- Best Quality of Technical Data Presented on Website
- Best Target Selection
- Best Technical Support
- Most Familiar With
- Used or Purchased from in Past 12 Months



MSCI
ESG RATINGS

CCC	B	BB	BBB	A	AA	AAA
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ProShare Awards 2019

- Best New Share Plan
- Best Overall Performance in Fostering Employee Share Ownership 501 to 5,000 employees

Our global team makes these results possible

The image features a world map with several green 'a' logos placed across different continents. Five circular inset images are overlaid on the map, each showing a different team member in a professional setting: a scientist in a lab coat and safety glasses, a group of scientists in lab coats, a woman wearing a headset, and two women in a meeting.


>1,100
Global


>380
Lab based


>200
PhDs

Our focus is on sustaining share gains and becoming more influential to life scientists across markets of \$8bn+

RESEARCH USE ONLY (RUO) PROTEOMIC TOOLS MARKET



Protein binding reagents

Related reagents

Primary antibodies
Secondary antibodies
Singleplex immunoassays
Multiplex immunoassays

Kits¹, proteins, peptides,
lysates, cell lines,
biochemicals

ANTIBODY DEVELOPMENT PARTNER FOR DIAGNOSTIC AND BIOPHARMA ORGANISATIONS



Diagnostic applications

Disease treatment

Companion Diagnostics (CDx)
In-vitro diagnostics (IVD)
Point of Care diagnostics

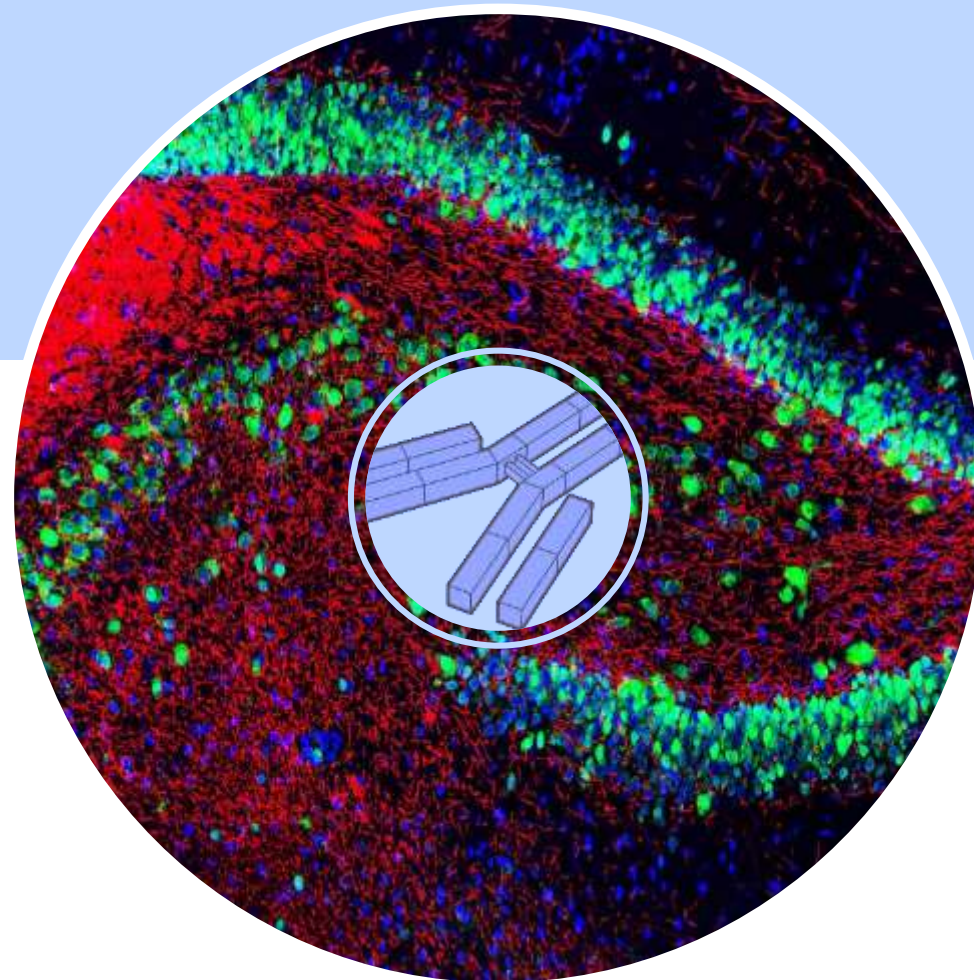
Biological
therapeutics

1) Includes Cellular Activity Kits, Epigenetic Kits, miRNA Kits

2) Total Addressable Market relates to the potential value attributable to the initial antibody development for use by diagnostic and biopharmaceutical partner organisations which result in clinical products, including in-vitro diagnostics (IVD), companion diagnostics, immunoassays and biological therapeutics

We have a clear strategy to sustain growth and value creation

Sustain and extend antibody and digital leadership



Drive continued expansion into complementary market adjacencies



Build organisational scalability and sustain value creation

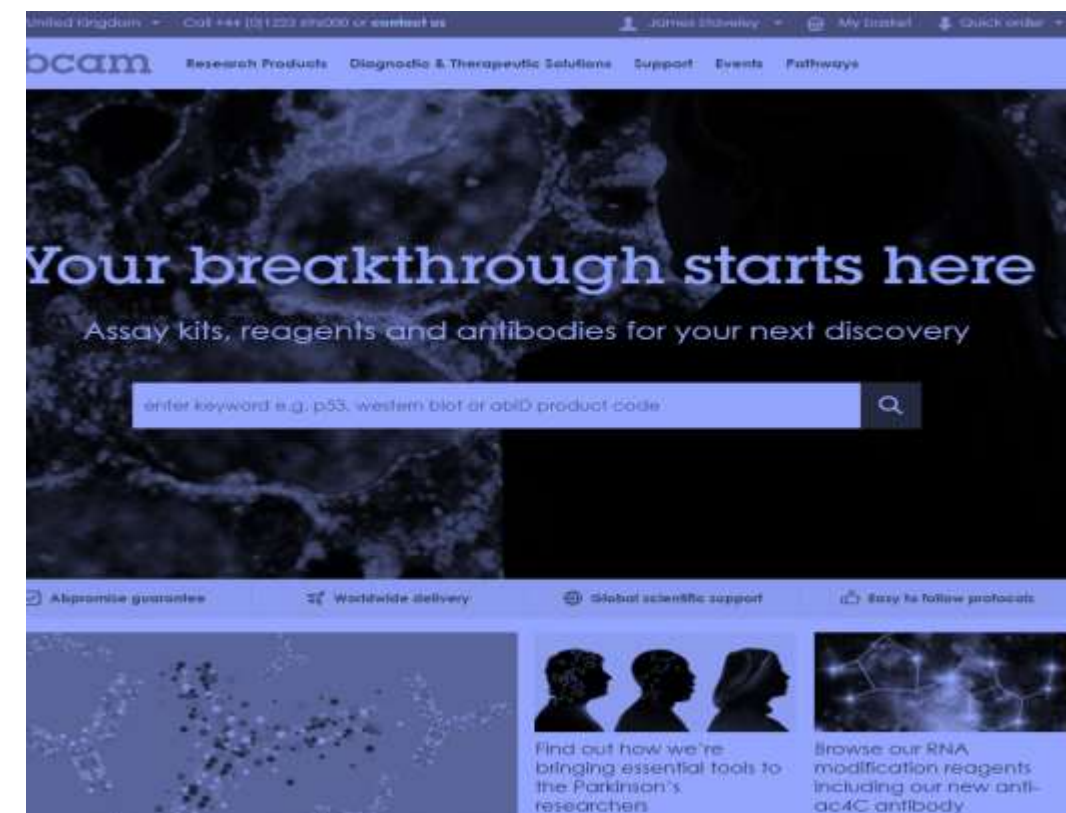


We are investing to remove constraints to growth

**In-house capabilities
for faster / broader
innovation**



**Customer experience
and e-commerce**



**Operational capacity
and efficiency**

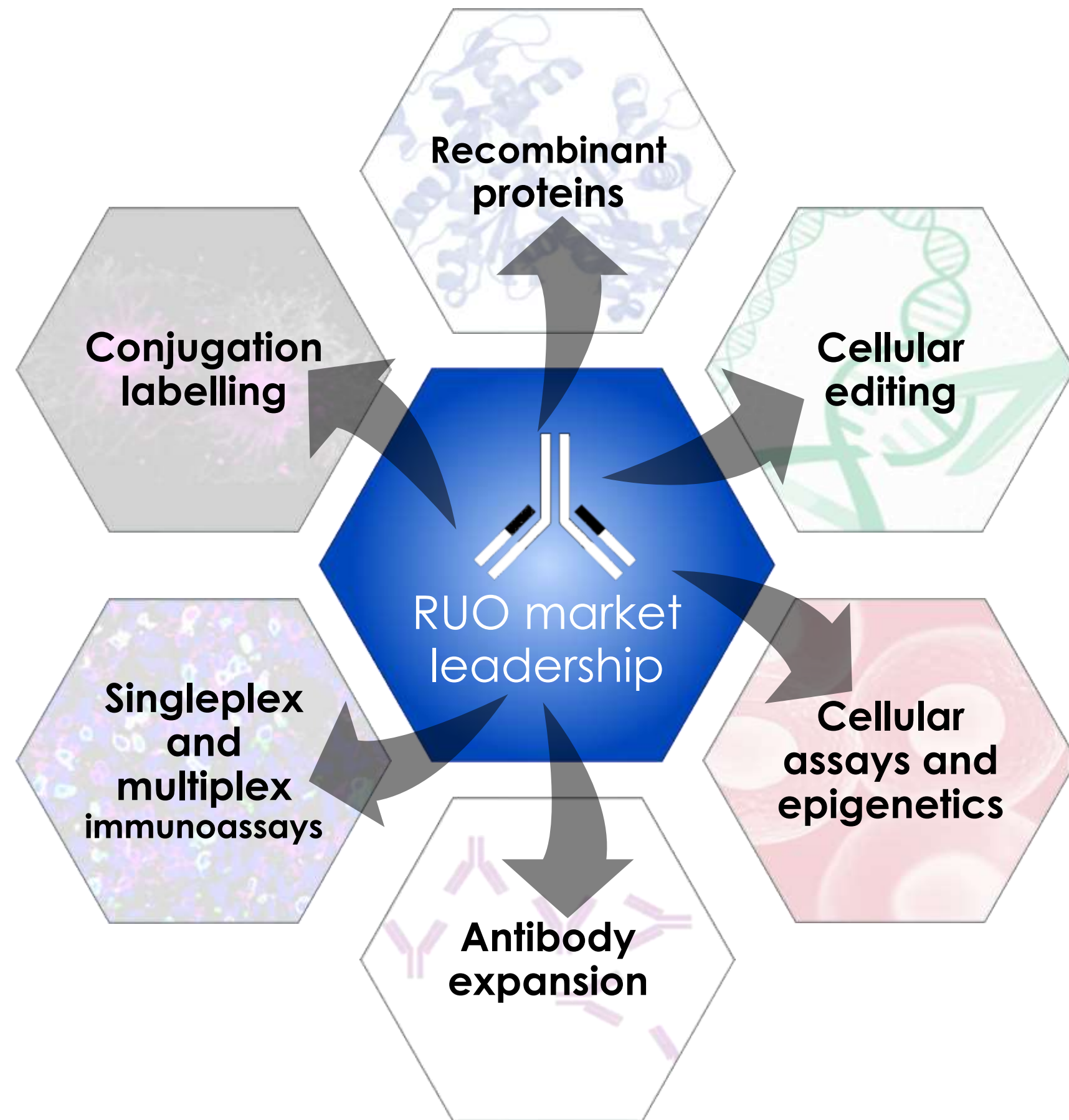


Other legacy IT



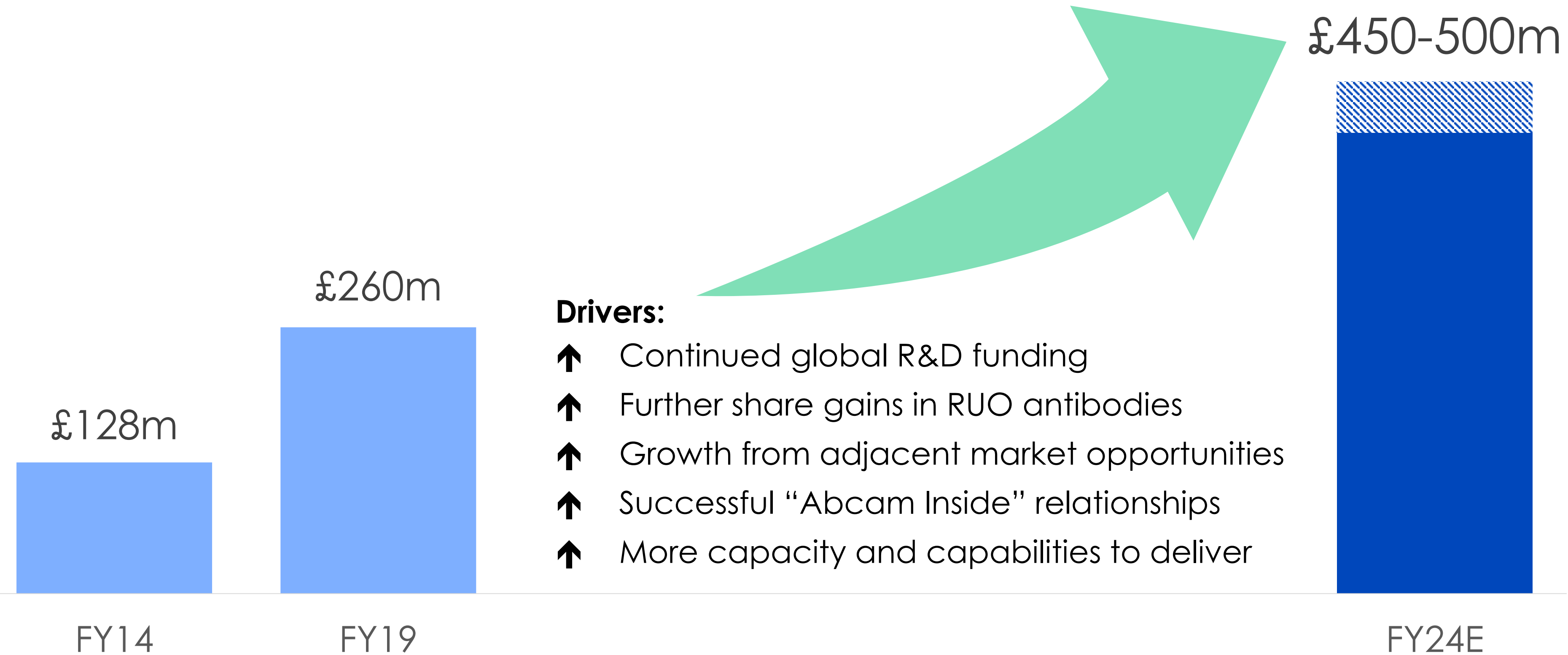
People: Organisation skills gap underpin all areas

Removing these constraints will also create opportunity to follow customers to related markets

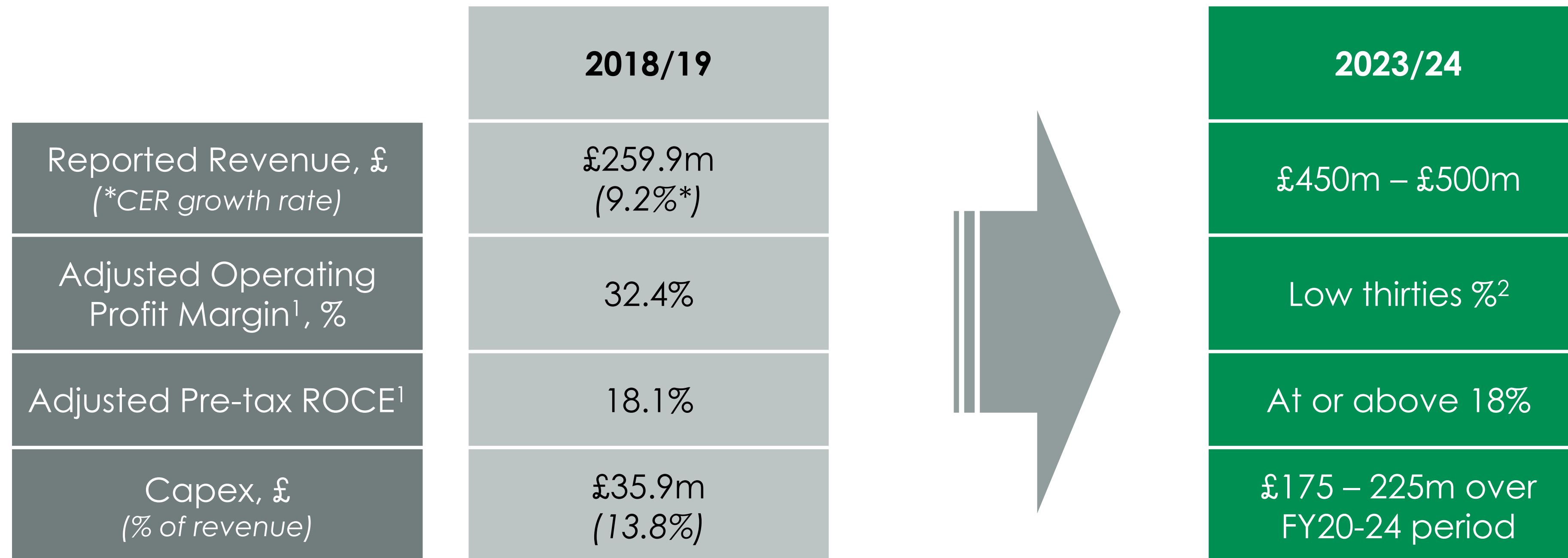


- » High customer overlap and known customer demand
- » Highly complementary product adjacencies – greater ability to support customers with their research needs
- » Ability to leverage antibody assets and capabilities to support market penetration

Strategy to drive incremental organic £200m+ in profitable revenue by 2024

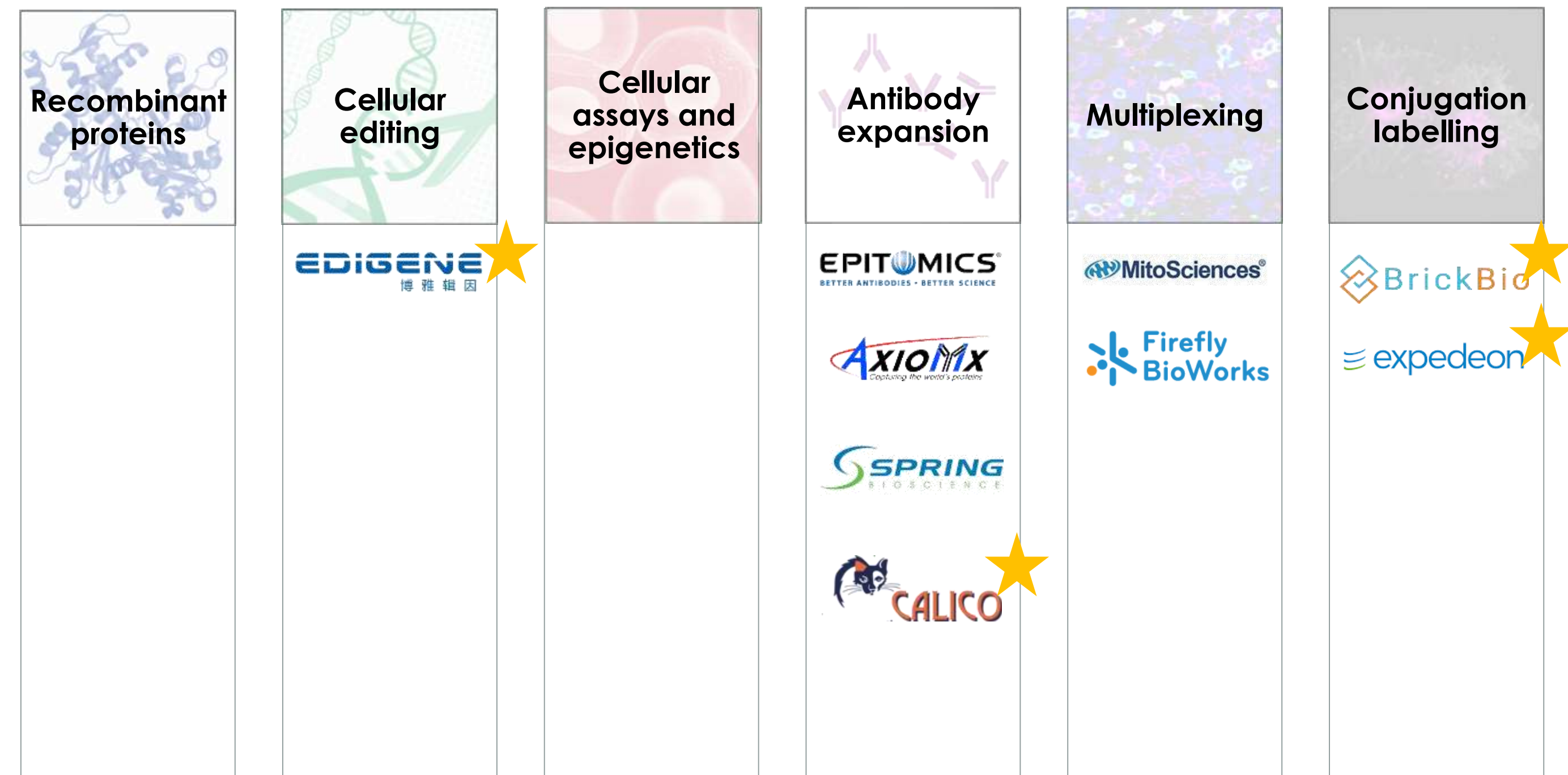


Financial goals reflect our focus on sustaining growth whilst driving attractive long term margins and returns



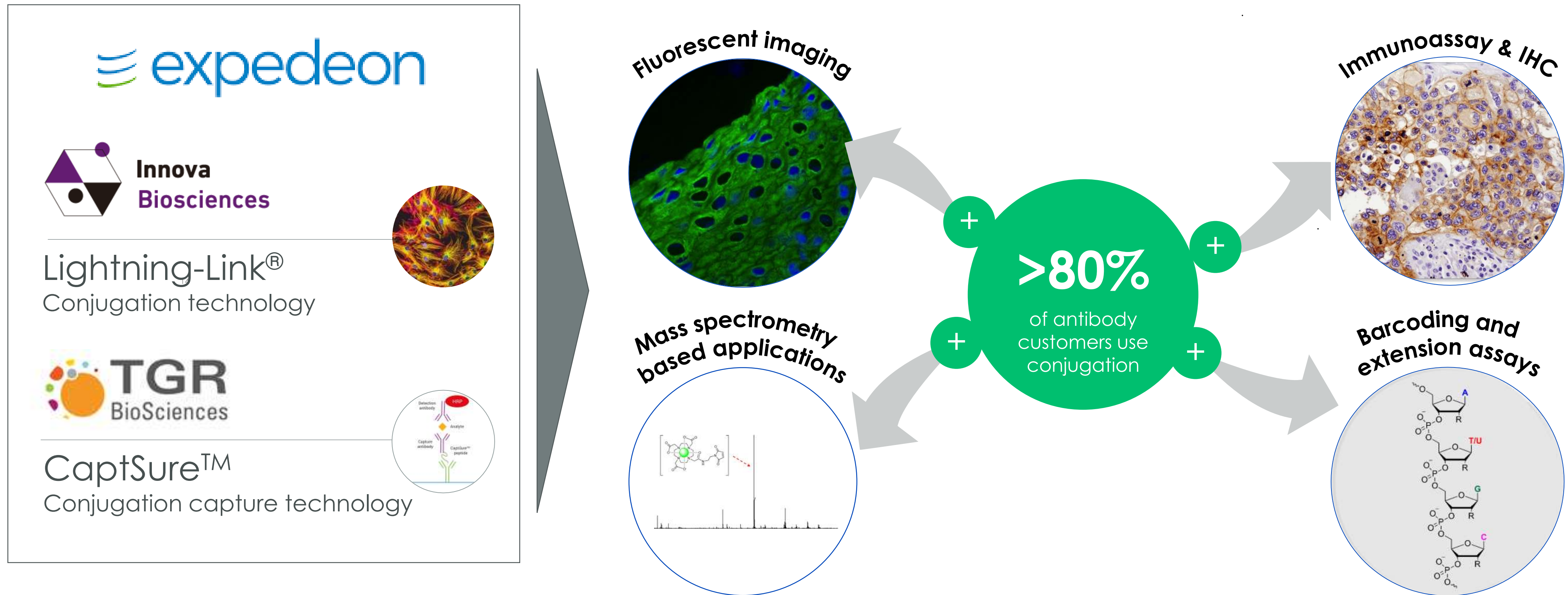
The right acquisitions will be used to complement our organic growth strategy across the portfolio

- “Gold standard” reagents to study biological pathways
- Potential to drive growth via Abcam’s platform and brand
- Opportunities to create unique propositions by combining with Abcam technology
- Accretive deals with attractive return on capital/IRR
- Technological tuck-ins to further differentiate product offering

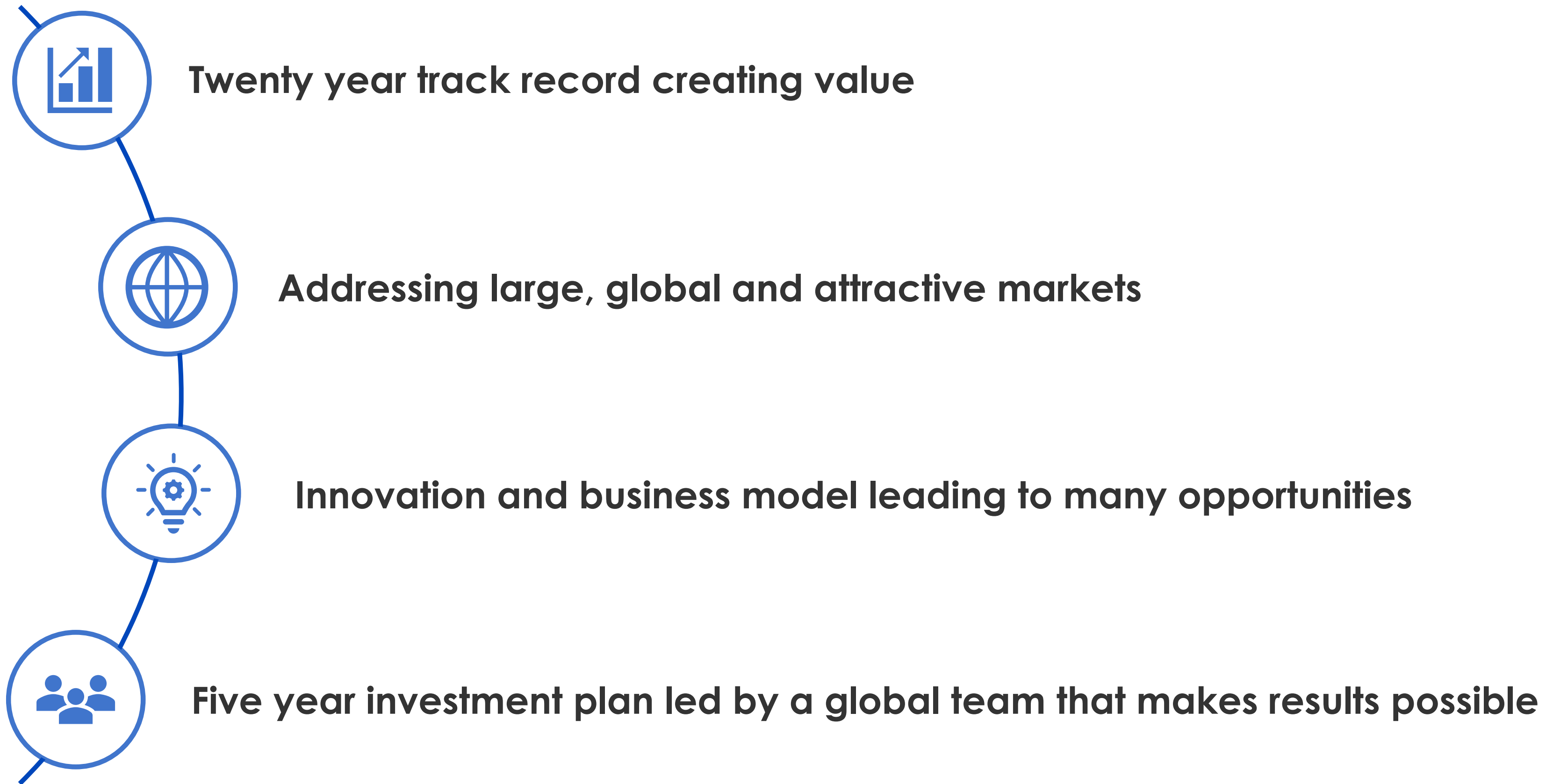


★ Acquisition made in last 12 months

The acquisition of Innova and TGR from Expedeon have transformed our protein-conjugation technologies



Sustaining long term growth and value creation



abcam

Thank you for your attention.

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Well positioned for continued growth

- Talented team and strong culture
- Multiple growth opportunities within attractive markets of \$8bn+
- Solid foundations built – well placed to extend our leading position in research antibodies and related markets
- Core business fundamentals remain appealing - highly profitable and cash generative, providing capital to invest
- Disciplined organic investment plans developed to sustain and increase our growth potential with attractive return profile, build the enterprise and deliver shareholder-value creation

