Preliminary results for the twelve months ended 30 June 2017

11 September 2017

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Agenda

Highlights from FY 2017

Full year financial results

Looking ahead

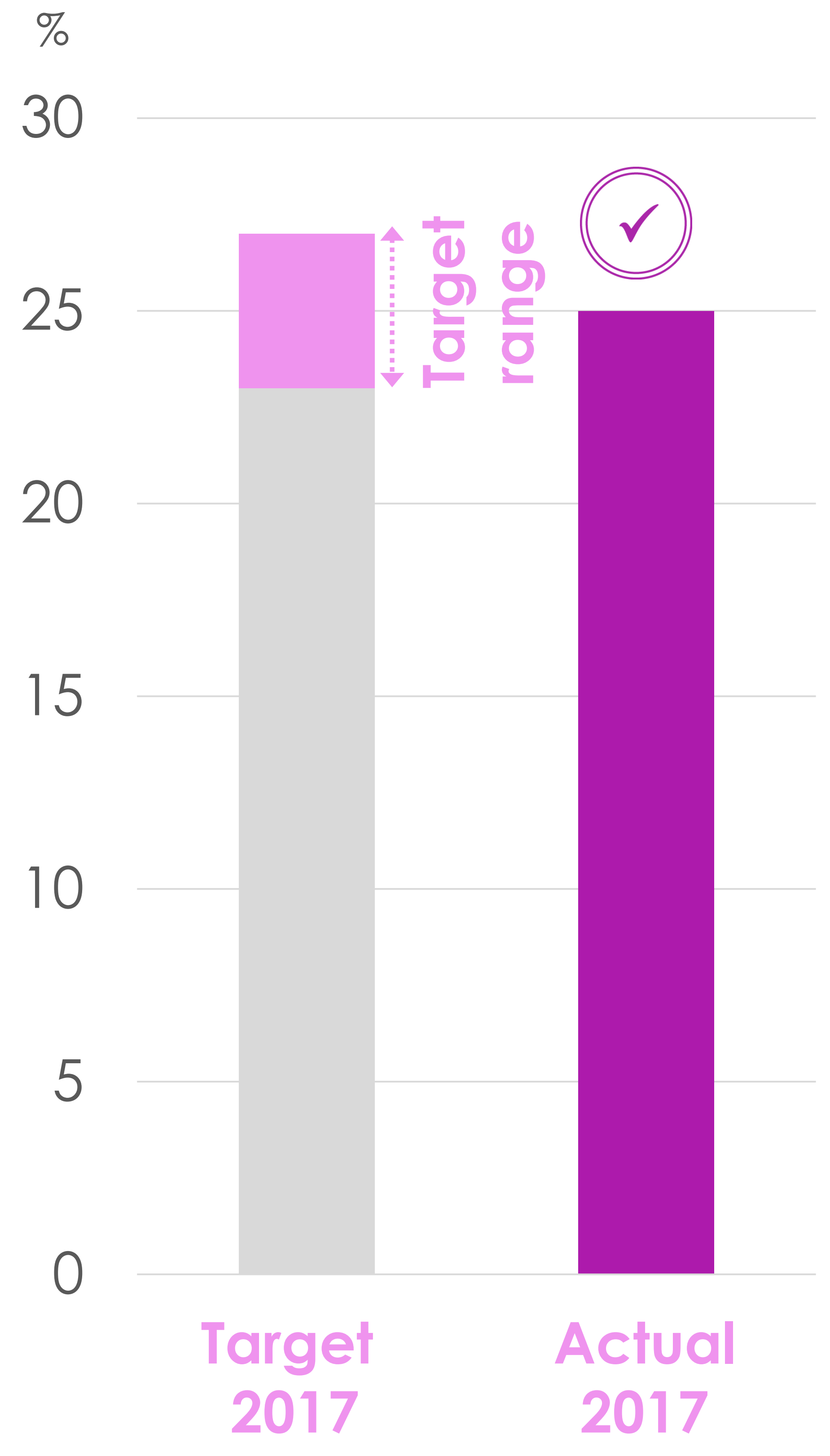
Q&A

Highlights from FY 2017

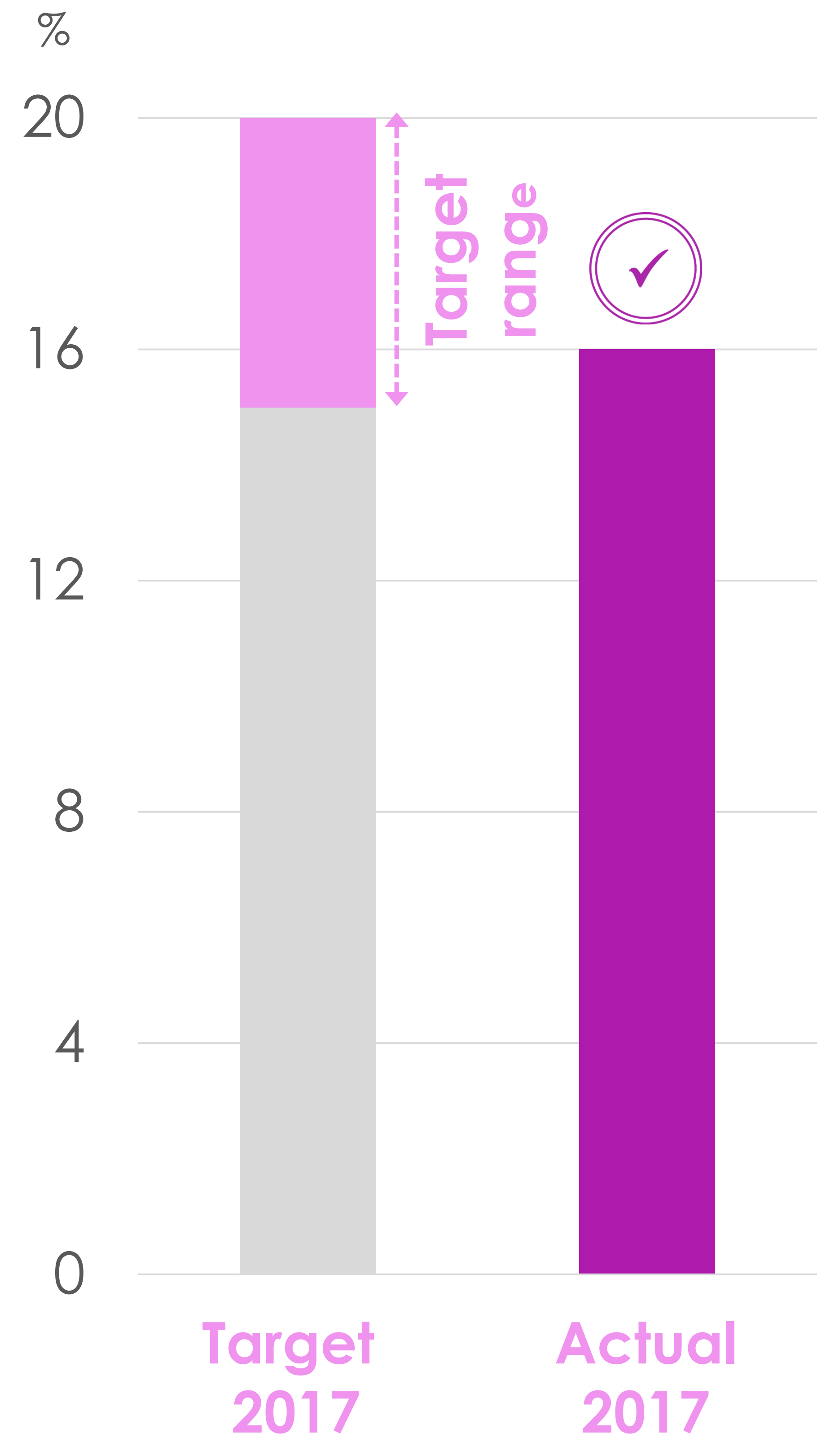
This past year we were recognised for our work

We achieved our strategic targets for the year

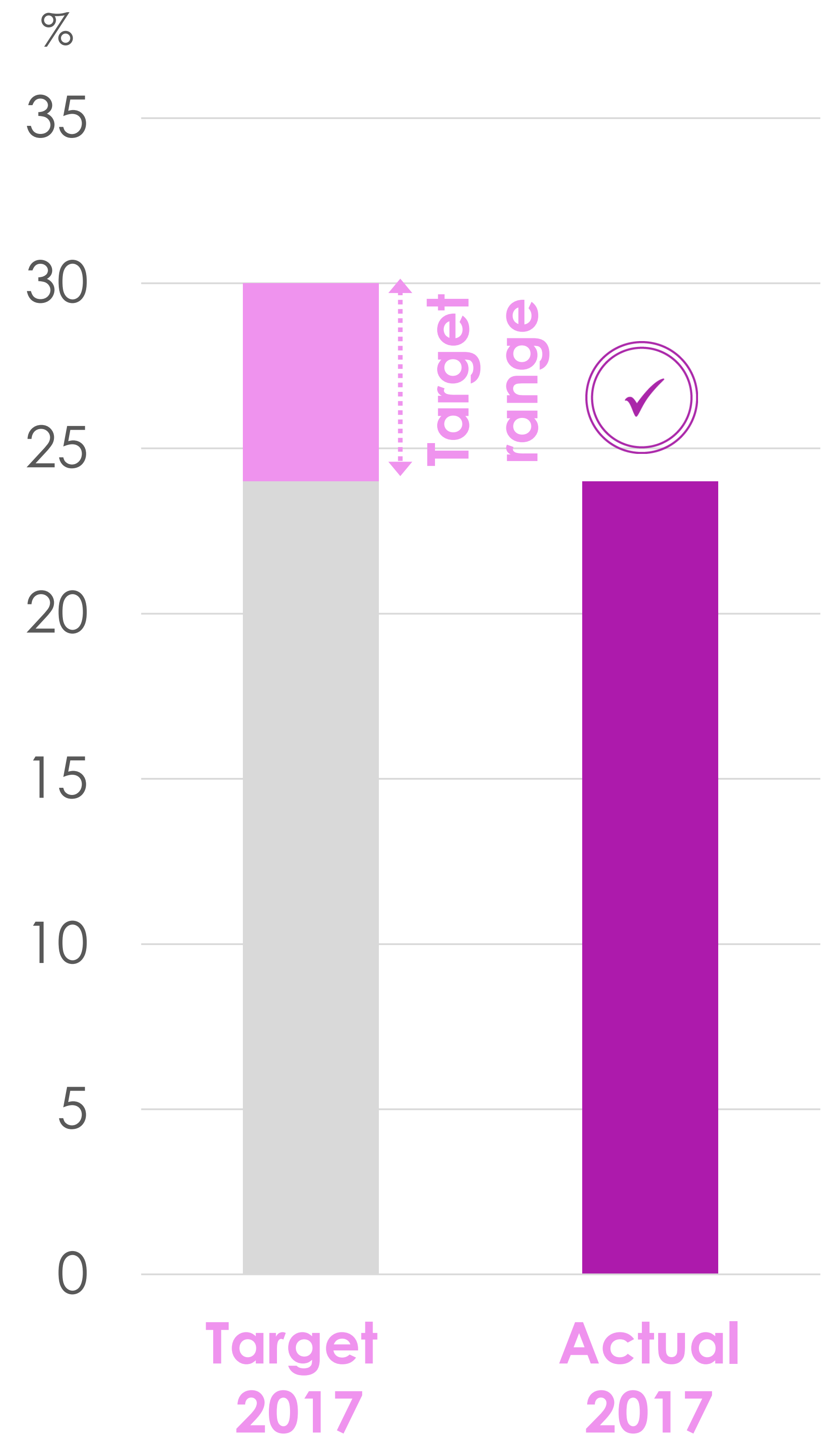
RabMAb® primary antibodies growth*



Non-primaries growth*



Brand Net Promoter Score (NPS)**



Strategic position

* At constant exchange rates (applying prior period's exchange rates to this period's results)
** NPS was measured via an unbranded survey in Jan 2017 using a sample size of 182 respondents

We were guided by five goals we set in 2014

Grow our core faster than market

Establish new growth platforms

Scale organisational capabilities

Sustain attractive economics

Selectively pursue partnerships and acquisitions

We have made a lot of progress since 2014

Grow our core faster than market

- **Grew antibodies sustainably** at more than 2x market in all regions
- Became more **customer and high value target focused**
- **Rebranded** business

Establish new growth platforms

- Became **market leader in China**
- Built an **in-house immunoassay** business
- **Doubled share of underpenetrated segments** and **introduced Abcam Inside**

Scale organisational capabilities

- **Redefined organisation** roles, training, compensation, and capabilities
- **Strengthened team** at all levels
- **Redesigned business** processes and IT systems

Sustain attractive economics

- **Double-digit annual growth** for Revenue and adjusted EPS
- **Sustained attractive ROCE**

Selectively pursue partnerships and acquisitions

- **Acquired and integrated** FireflyBio and AxioMx
- **Completed integration** of Epitomics, MitoSciences, and Ascent

This past year, we achieved annual objectives

Grow our core faster than market

- **Introduced own manufactured products** to high value targets
- **Implemented higher quality standards** for ourselves and our industry
- **Improved our digital marketing and e-catalogues**

✓

Establish new growth platforms

- **Strengthened China market leadership**
- **Expanded immunoassay portfolio**
- **Grew 'Abcam Inside'** projects and agreements

✓

Scale organisational capabilities

- **Completed Executive Team** and aligned organisation
- **Implemented several Oracle Cloud modules** and working towards full implementation
- **Began construction of new HQ** and fit out of new lab at Branford site

✓

Sustain attractive economics

- **Improved productivity and cost management**

✓

Selectively pursue partnerships and acquisitions

- **Accelerated AxioMx deal terms saving** $4.5m in total consideration

✓

Full year financial results

Strong global financial performance in FY 2017

+10.8%

Catalogue revenue[1]

Reported revenue £202.5m: +27.4%

+9.9%

Total revenue[1]

Reported revenue £217.1m: +26.5%

+90BPs

Gross margin[2]

Gross profit: 70.1%, £152.1m
(2016: 70.2%, £120.5m)
(2016: Restated 69.2%)

+22.4%

Adjusted EBITDA[3] growth

Adjusted EBITDA £73.4m
(2016: £60.0m)

+14.2%

Adjusted diluted EPS[4] growth

Adjusted diluted EPS 25.46p
(2016: 22.35p)

+14.3%

Total dividend

10.18p per share
(2016: 8.91p per share)

1 At constant exchange rates (applying prior period's actual exchange rates to this period's results)

2 Included in gross margin are the reclassification of certain inbound expenses from OPEX to gross margin, which we believe are better included in gross margin due to the nature, but which had historically been included in OPEX

3 Excluding acquisition and integration costs, the change in fair value of contingent consideration, the initial incremental costs associated with the investment in systems and processes and prior year R&D tax credits

4 Excluding acquisition and integration costs, the change in fair value of contingent consideration, unwinding of discount factor on contingent consideration and fees, amortisation of acquisition-related intangible assets, the initial incremental costs associated with the investment in systems and processes, prior year R&D tax credits and the tax effect of adjusting items

Foreign exchange - significant tail wind to revenue but offsetting hedges impact OPEX

+26.5%

Total Reported revenue

2017: £217.1m

2016: £171.7m

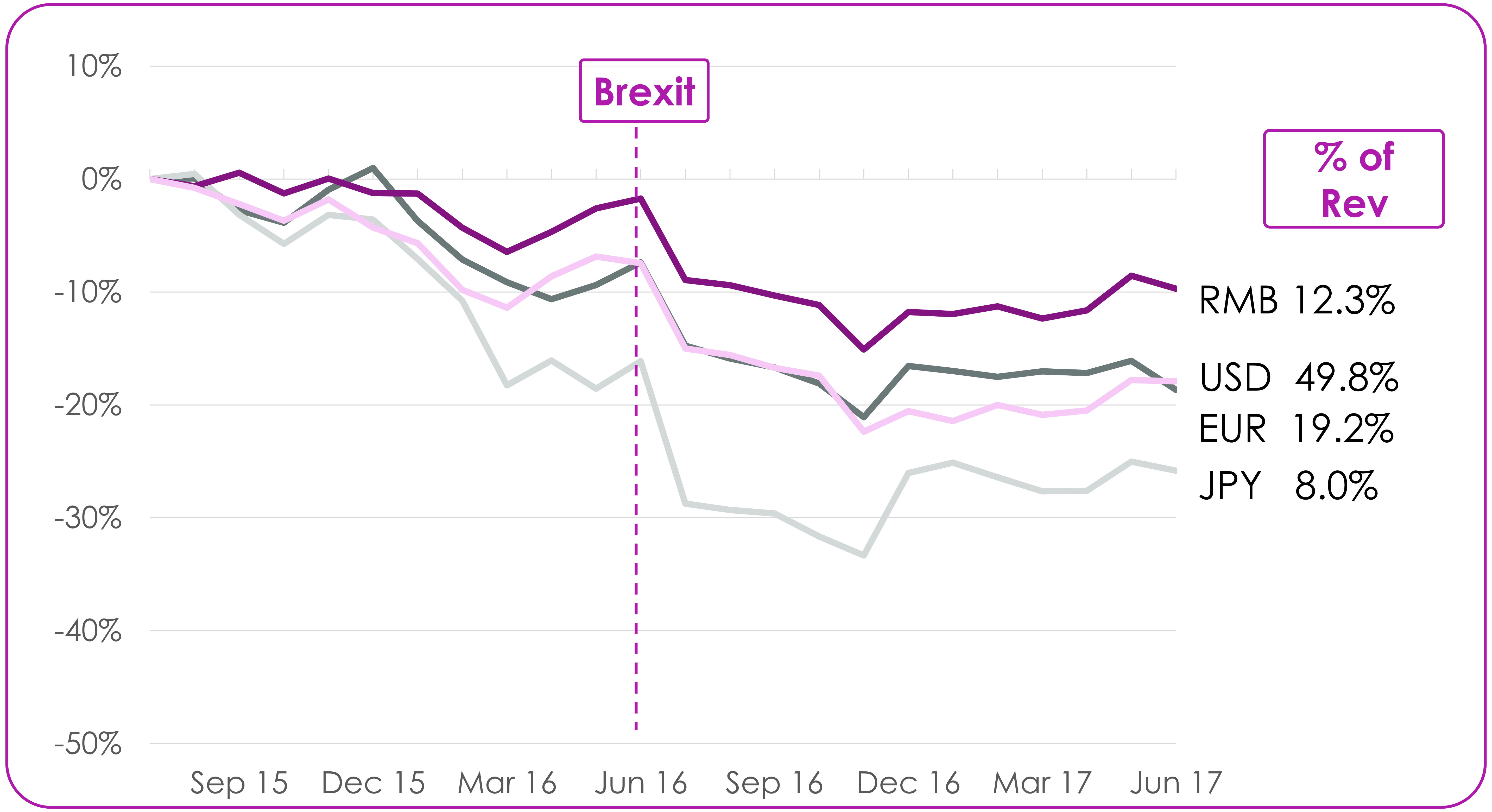
+27.4%

Catalogue revenue

2017: £202.5m

2016: £159.0m

Foreign Currency Movement

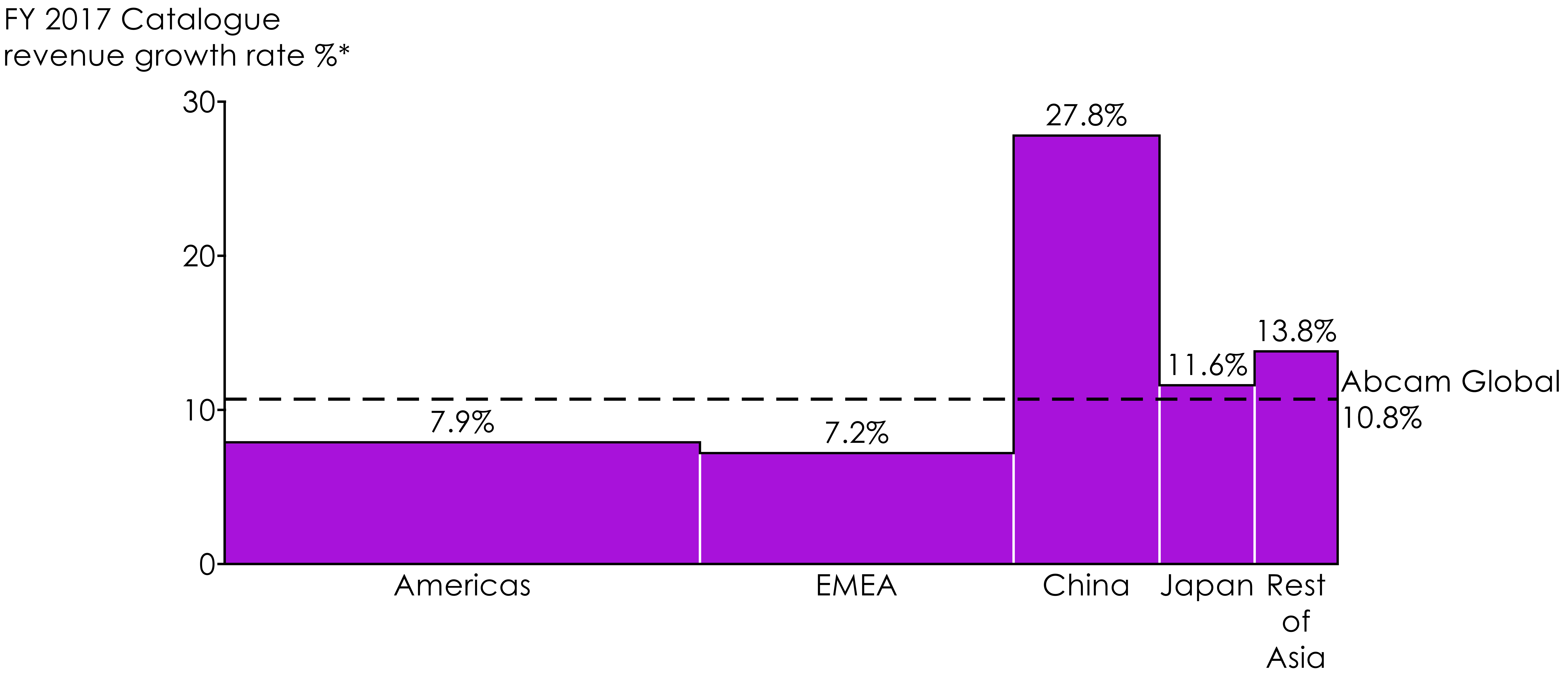


Revenue growth by category is aligned to strategy

	FY 2017 £m	FY 2016 £m	Constant Currency growth*
Core primary antibodies	118.3	98.1	4.9%
RabMAb® primary antibodies	41.5	28.8	25.2%
Non-primary antibody products	42.7	32.1	15.6%
Catalogue revenue total	**202.5**	**159.0**	**10.8%**
Custom products and licensing	14.6	12.7	(0.4)%
Total revenue	**217.1**	**171.7**	**9.9%**

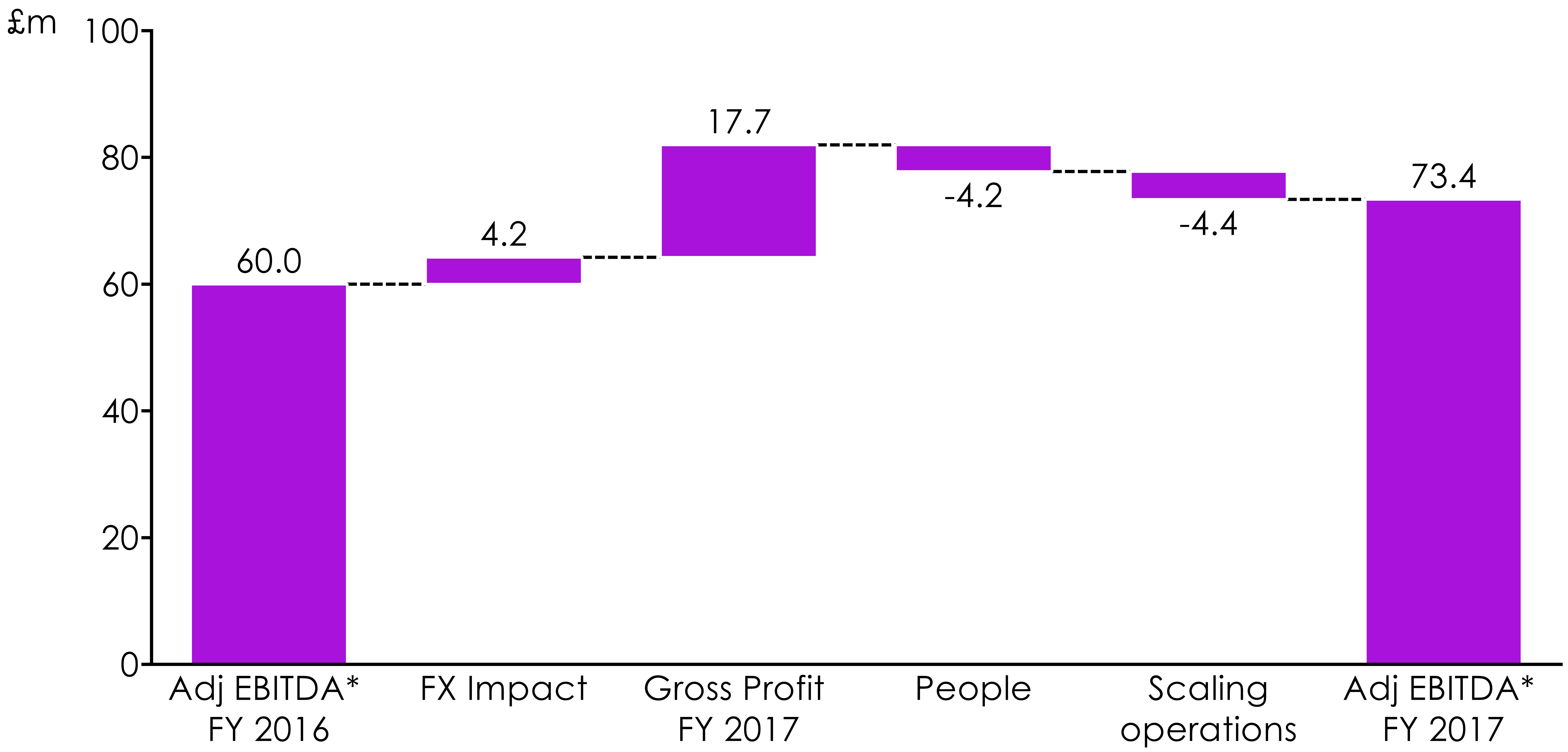
* At constant exchange rates (applying prior period's exchange rates to this period's results)

Regional growth exceeded market growth



*Catalogue revenue growth at constant exchange rates (applying prior period's exchange rates to this period's results)

We continue to invest in our people and for future growth



- Excluding acquisition costs, acquisition integration costs, the initial incremental costs associated with the investment in systems and processes and prior year R&D tax credits.

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Investing to support continued growth

Scalable and flexible IT platform

- Successfully launched several of the Oracle Cloud modules
- Broadened the scope of the global ERP system
- Completion expected FY 2018
- Updated financial estimates
  - Total cost £44m - £46m / CAPEX £29m - £31m; OPEX £15m
  - Total spent to date: CAPEX £16m; OPEX £8m

Fit for purpose facilities

- Cambridge Biomedical Campus on track for occupation early 2019
- Branford fit out completed – doubling capacity
- Refreshed buildings in Shanghai and Eugene

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Continued attractive cash generation

	FY 2017 £m	FY 2016 £m
Operating cash flows before working capital	**71.7**	59.9
Working capital	**4.8**	(3.1)
Tax	**(10.1)**	(9.5)
Investing activities (excl. term deposits)	**(34.8)**	(21.5)
Financing activities	**(17.7)**	(15.4)
Net change in cash and term deposits	**13.9**	10.4
Forex	**0.2**	1.6
Opening cash and term deposits	**70.7**	58.7
Closing cash and term deposits	**84.8**	70.7

- **Group continues to build cash after investing in growth and infrastructure**

- **Main investing activities**
  - **Settlement of AxioMx £9.8m**
  - **ERP investment £8.3m**
  - **T/fer New HQ escrow £6.1m**

- **Financing Activities were predominantly dividends**

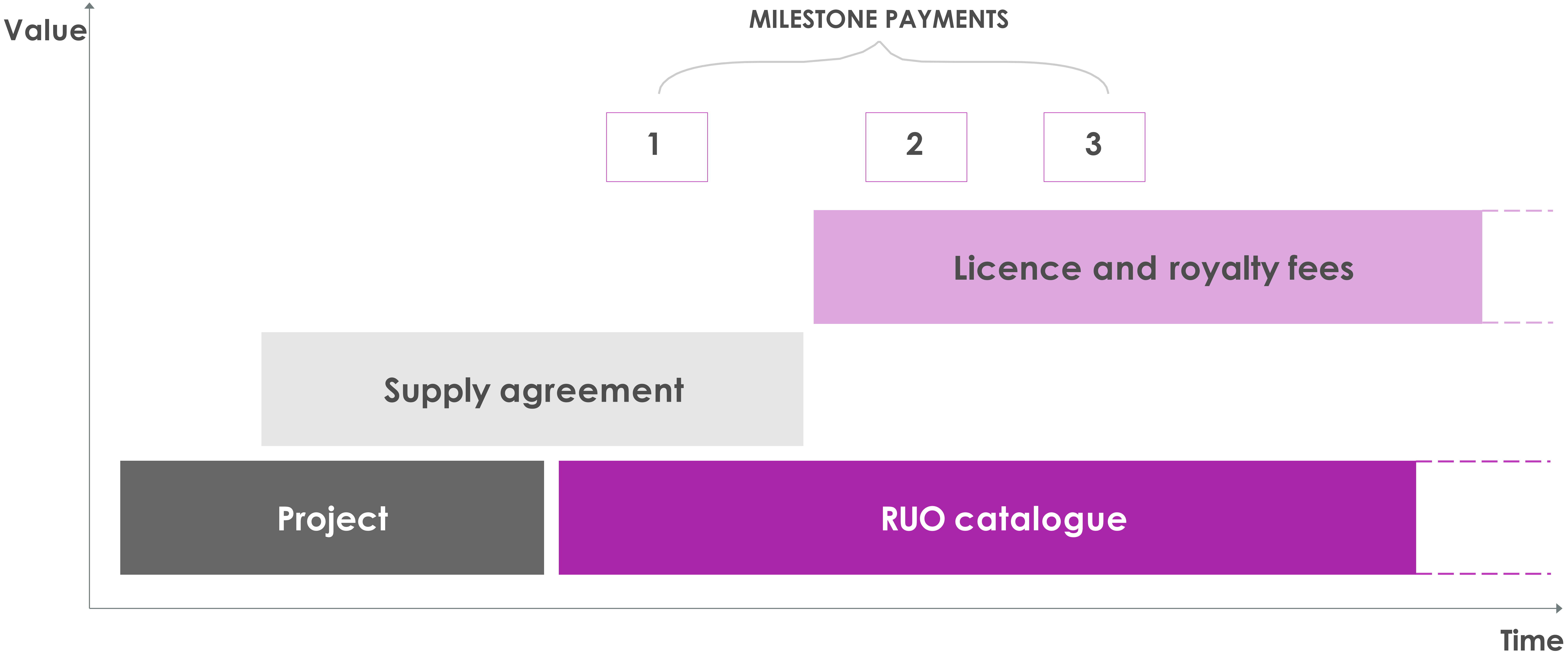
Looking ahead

Our business now serves ~$8bn of addressable markets

Research Use Only (RUO) Proteomic Tools ~$2.7b markets at 3-4% p.a.			Custom products and licensing ~$5b markets growing at 5-8% p.a.		
Protein Binding Reagents		Related Reagents	Diagnostic applications		Disease treatment
Primary Antibodies ~$900m	Immunoassays & Secondary Antibodies	Cellular Activity Kits Epigenetic Kits miRNA Kits Proteins, Peptides, and Lysates Biochemicals	Companion, IVD, and Point of Care	Immunoassay and Dx Platform Development	Biological Therapeutics

"Abcam Inside"

Abcam Inside is an opportunity to earn multi-year revenue streams from an individual project



We have updated our multi-year goals

- Sustain antibody and digital marketing leadership
- Expand in related growth markets
- Invest in operating capabilities for 2x 2016 scale by 2023
- Sustain attractive economics
- Supplement organic growth - partnerships and acquisitions

For FY 2018, our objectives for each goal are clear

Sustain antibody and digital marketing leadership

- **Continue customer and high value target** focus to gain share
- **Continue validation initiative** and raising quality standards
- Implement **next phase of our digital marketing** vision

Expand in related growth markets

- **Grow immunoassays** in line with multi-year aspiration
- **Increase Abcam Inside** projects and framework agreements

Invest in operating capabilities for 2x 2016 scale by 2023

- **Successfully implement Oracle Cloud** and complete organisation alignment
- **Complete implementation of Supply Chain and Manufacturing** function

Sustain attractive economics

- **Deliver major capital projects** within planned costs and time
- Realise further **productivity** gains
- Move to **direct distribution** in more markets

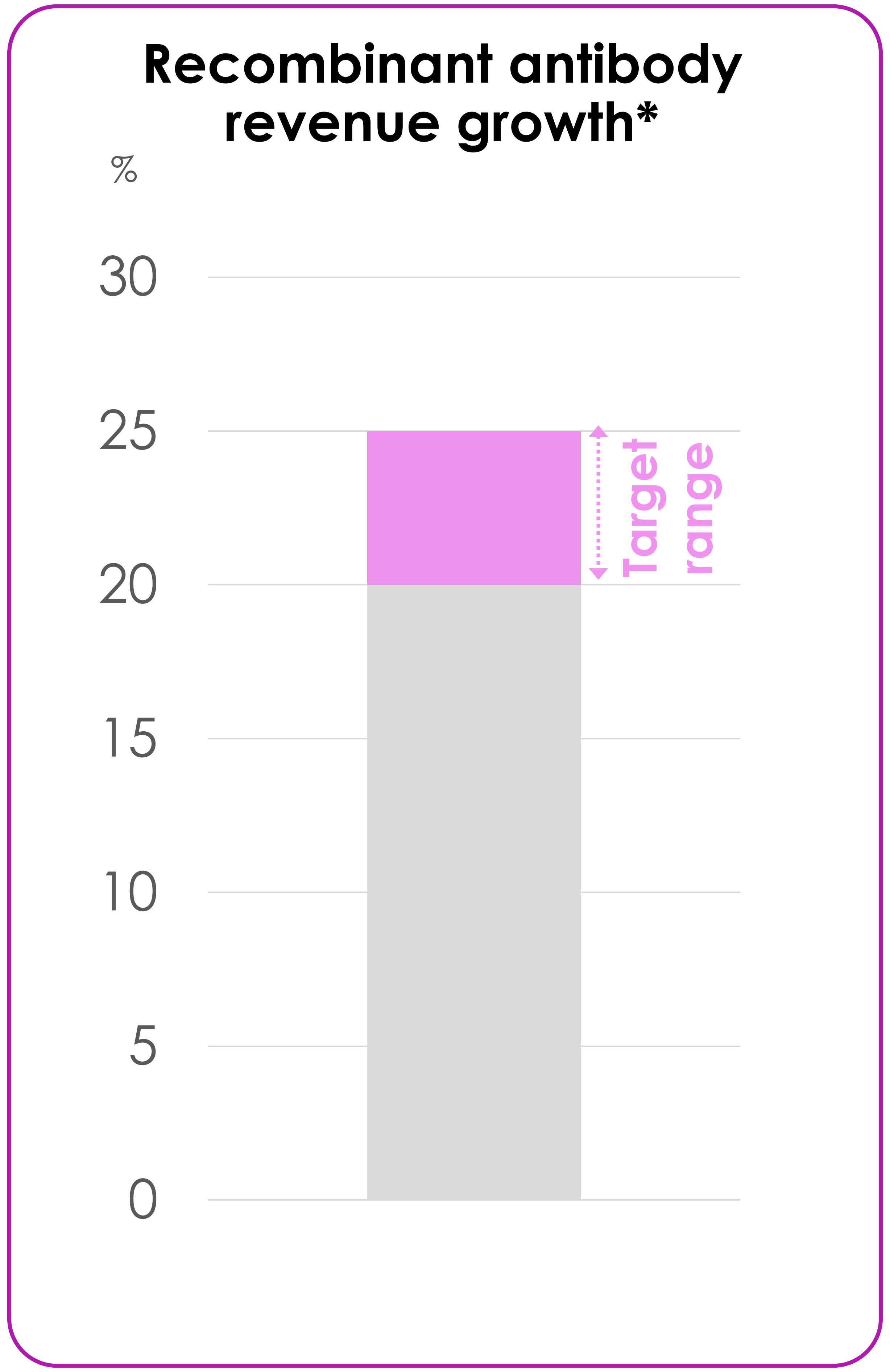
Supplement organic growth - partnerships and acquisitions

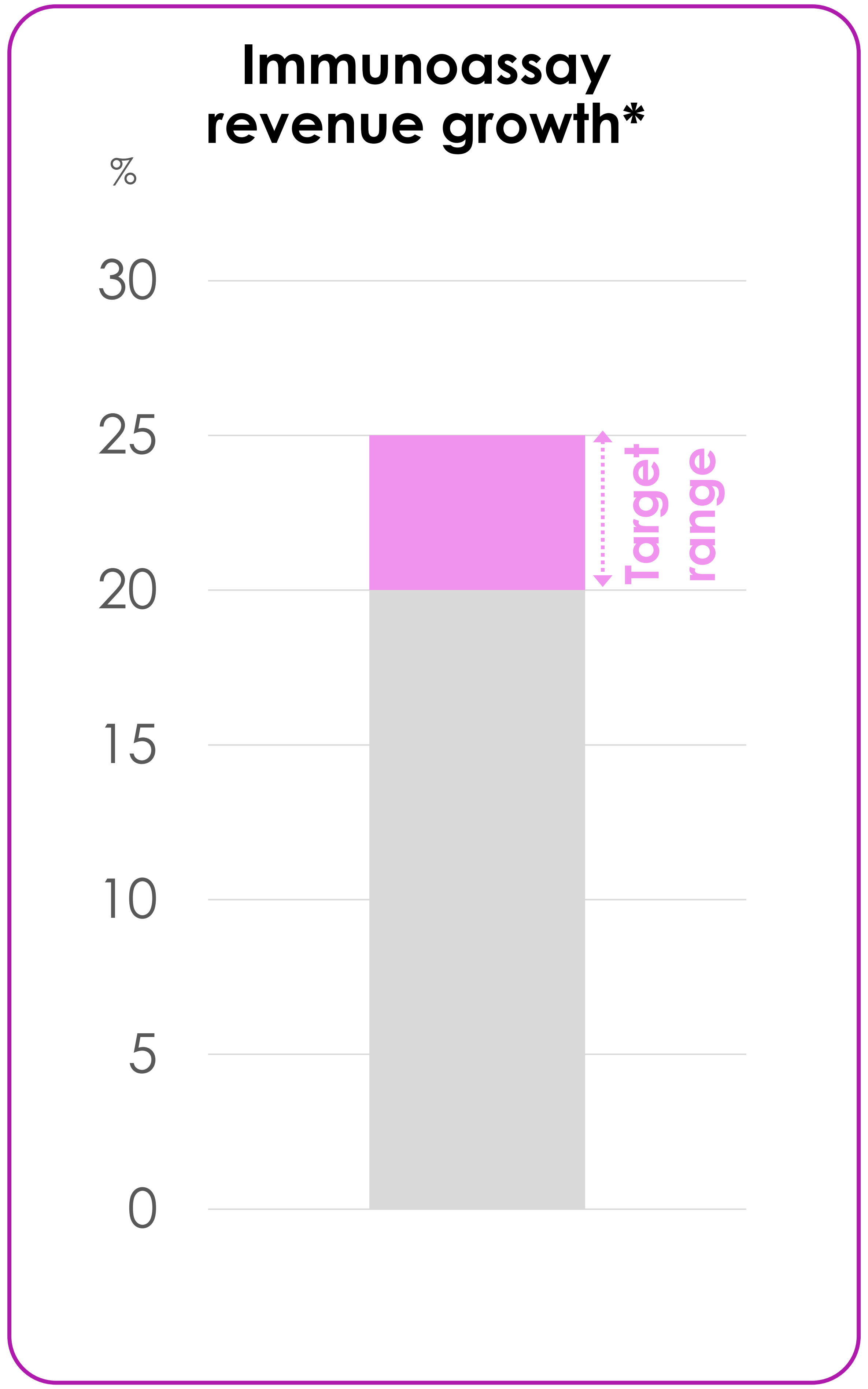
- **Strengthen relationships** for future deals

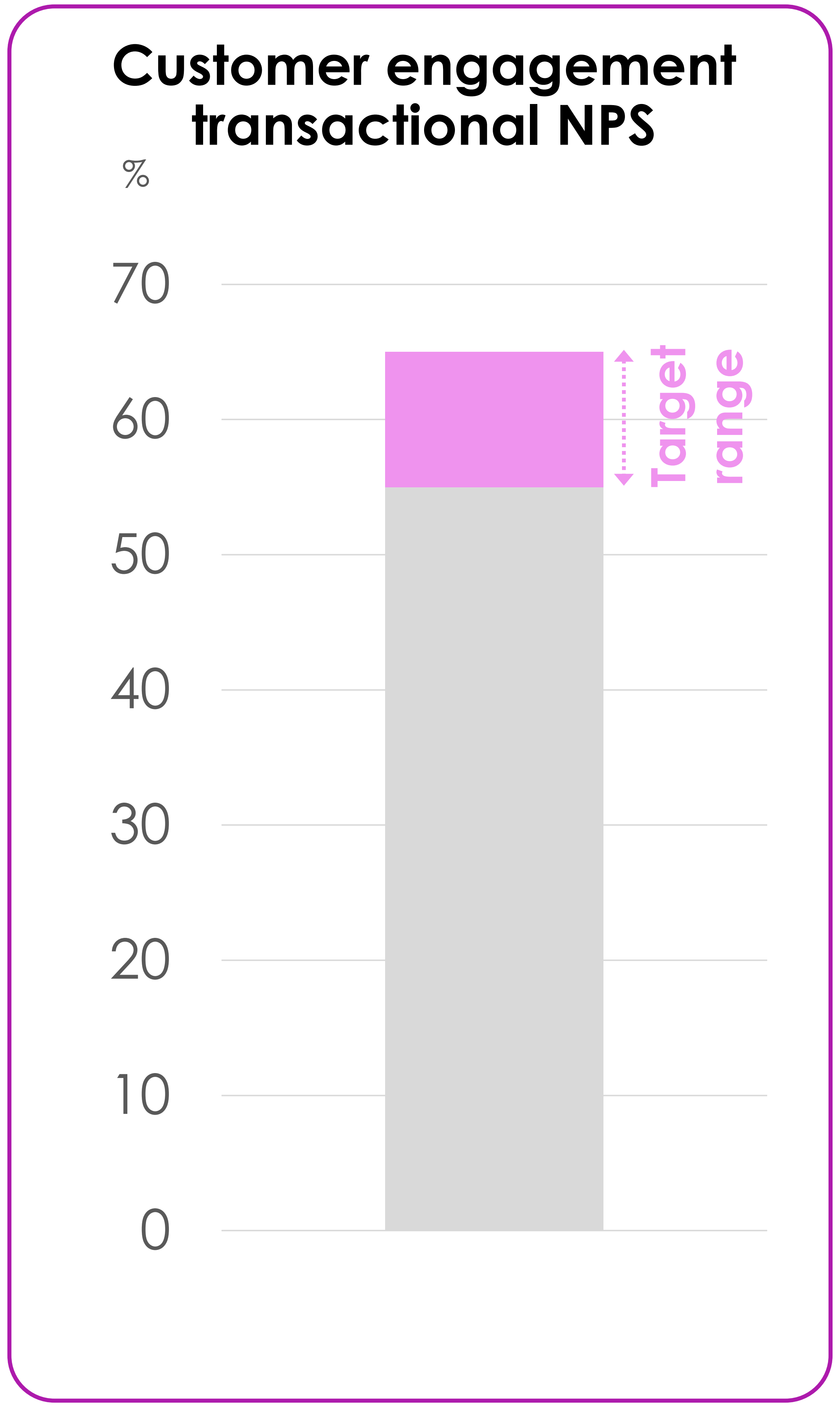
Our business evolution suggested it was also time to refine our strategic performance measures

FY15-17 Measures	FY18 Measures	Rationale
RabMAb® primary antibodies growth	**Recombinant antibody** revenue growth	Recombinant quality and covers RabMAb®, NGS, and Phage Display
Non-primaries growth	**Immunoassay** revenue growth	Immunoassays are a strategic priority vs. other product categories
Brand Net Promoter Score (NPS)	**Customer engagement:** Transactional Net Promoter Score (NPS)	Reliable measurement of customer transaction NPS – more actionable measure
Strategic position		Continue to monitor but not a strategic KPI

We have ambitious strategic targets for FY 2018







* At constant exchange rates (applying prior period's exchange rates to this period's results)

Investment thesis for Abcam

- **Continued share gains** from #1 position in Research Use Only (RUO) antibodies
- **Investing to sustain growth**:
  - Extend antibodies into kits/assays
  - Market leadership in China
  - “Abcam Inside” custom products and licensing
  - People, systems, and facilities
- **Continue to acquire** unique content

Double scale from FY 2016 to FY 2023
Be the **most influential** life sciences company

Q&A

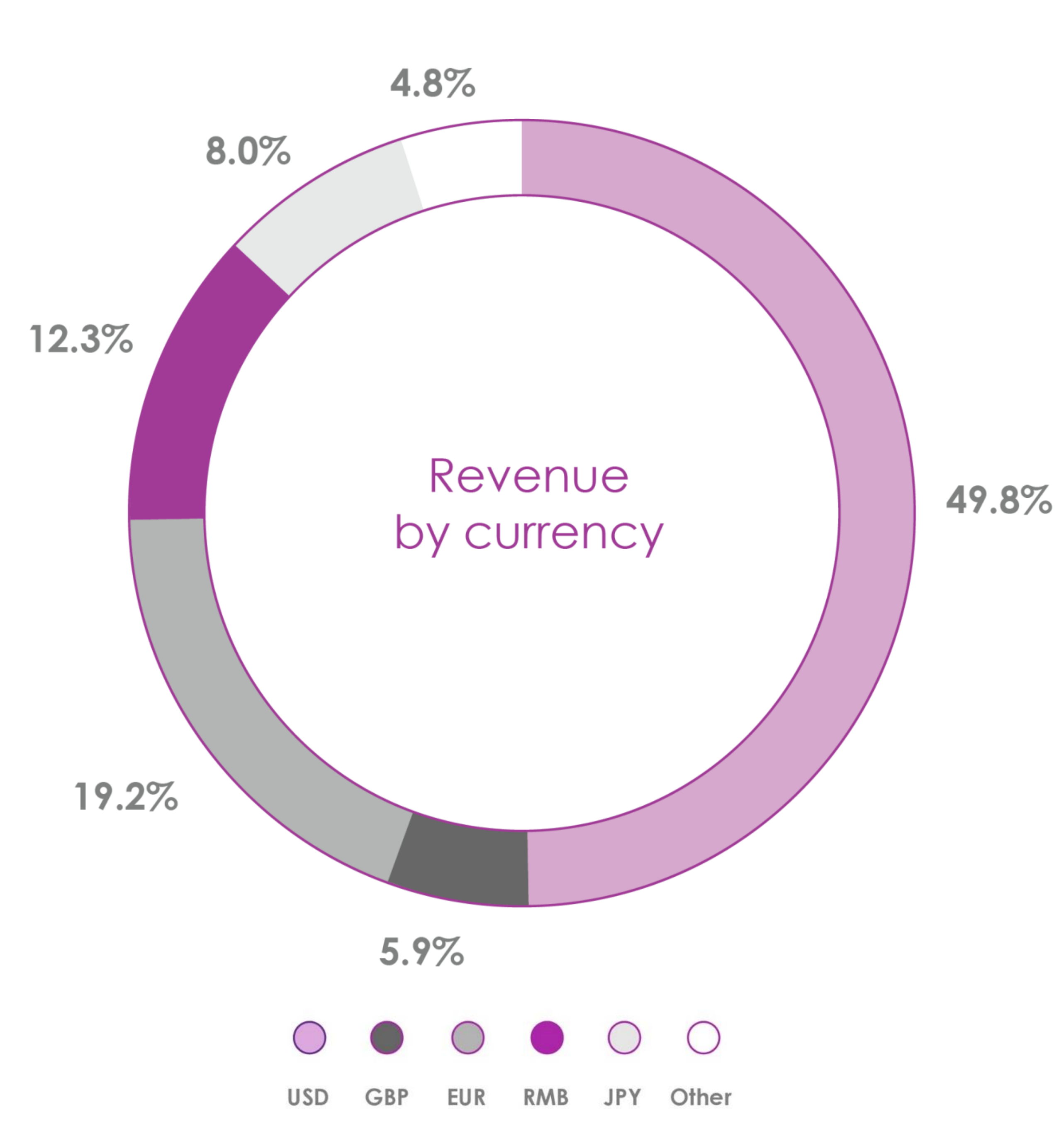
Back up

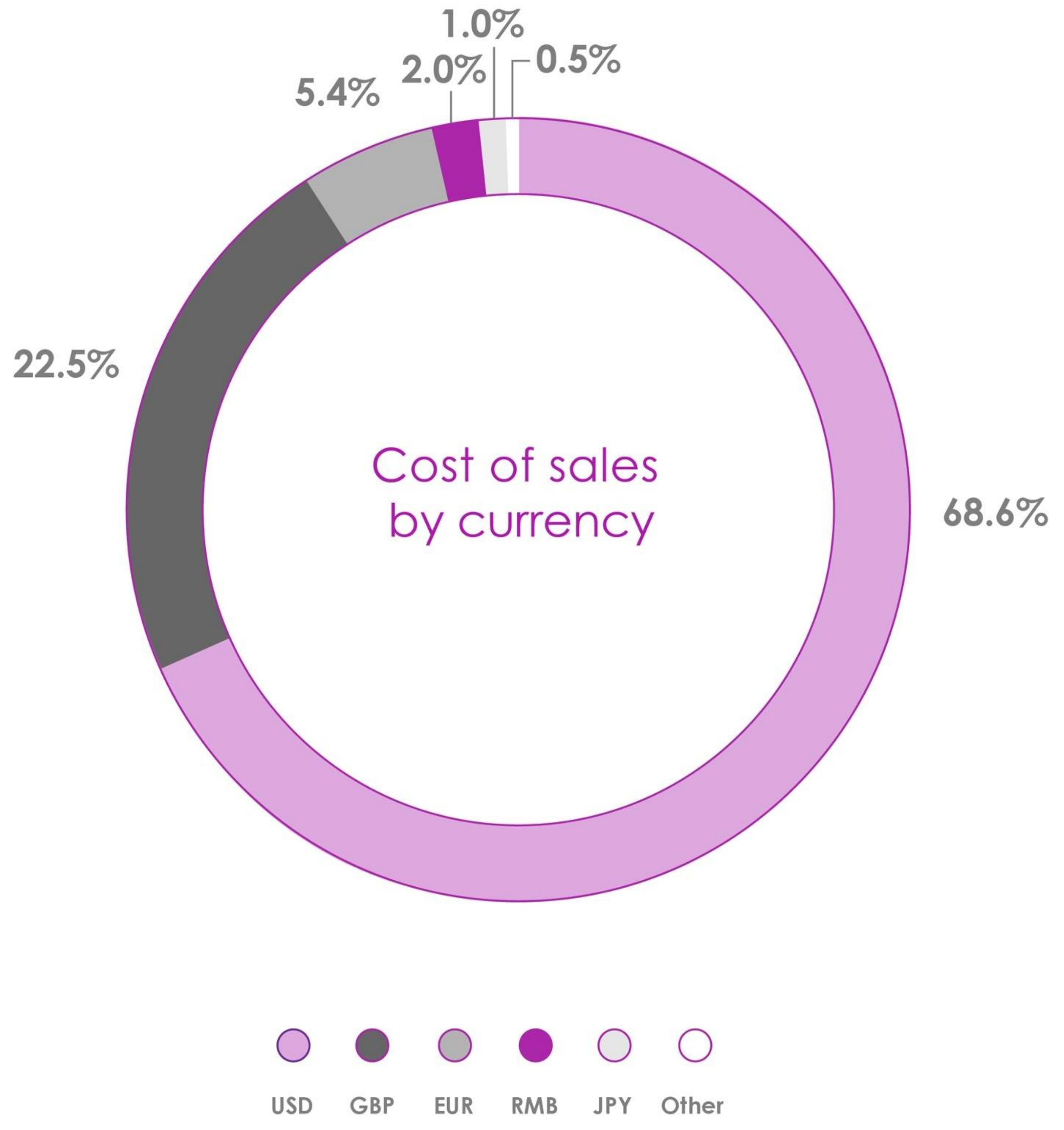
Current facts about our business

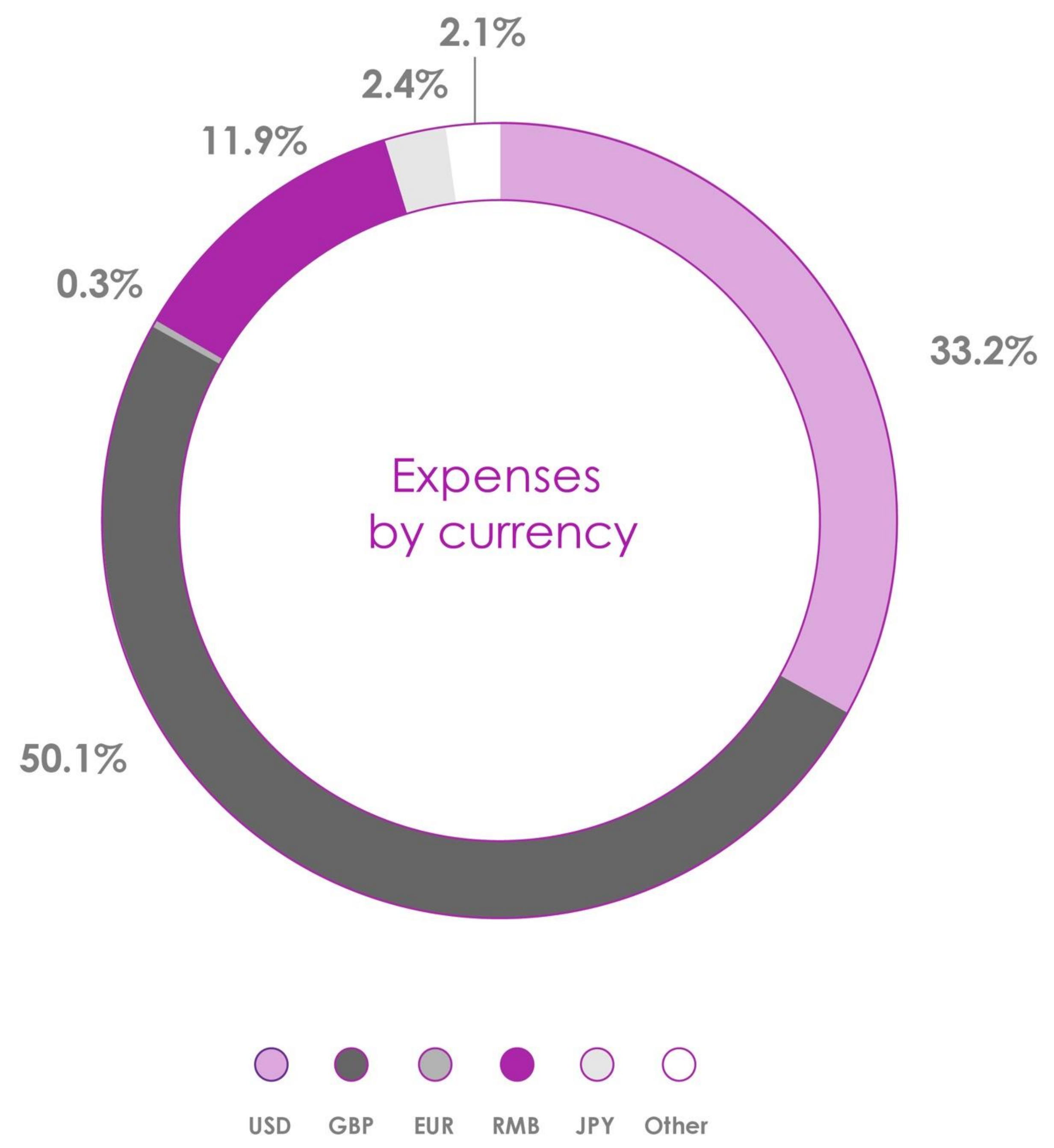
- Abcam makes, sources and sells a range of life science tools to help protein researchers discover more
- We offer over 112,000 products to research protein targets across antibodies, proteins, lysates, biochemicals, kits and assays
- Working in partnership with over 400 suppliers who provide us with innovative products and data
- More than 40% of our revenue is generated from our own products and innovation
- 50% of our top-selling products are innovations from, and manufactured by, Abcam
- Over 1000 employees working globally across twelve locations, including seven production sites, to make it all happen

Foreign currency and exchange rate analysis

Tailwind to revenues, but negative to margin







Cohort catalogue revenue by financial year