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# Abcam Plc

36<sup>th</sup> Annual JP Morgan Healthcare Conference

Alan Hirzel, Chief Executive Officer

10<sup>th</sup> January 2018

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**abcam**

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# Becoming the most influential life science company for researchers worldwide

- Helping researchers study biological pathways since 1998
- Highest number of citations in science research journals
- #1 brand for research antibodies worldwide





We offer breadth and global service  
to life science researchers

**100,000+**

Products listed  
online

**300+**

Suppliers

**600,000+**

Researchers  
served

**£217m**

FY16/17  
Revenue

**33.8%**

FY16/17 Adj.  
EBITDA margin

**1,000+**

Global  
employees

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# Our global team has five goals to sustain growth



**Sustain antibody and digital marketing leadership**



**Expand in related growth markets**



**Invest in operating capabilities for 2x 2016 scale by 2023**



**Sustain attractive economics**

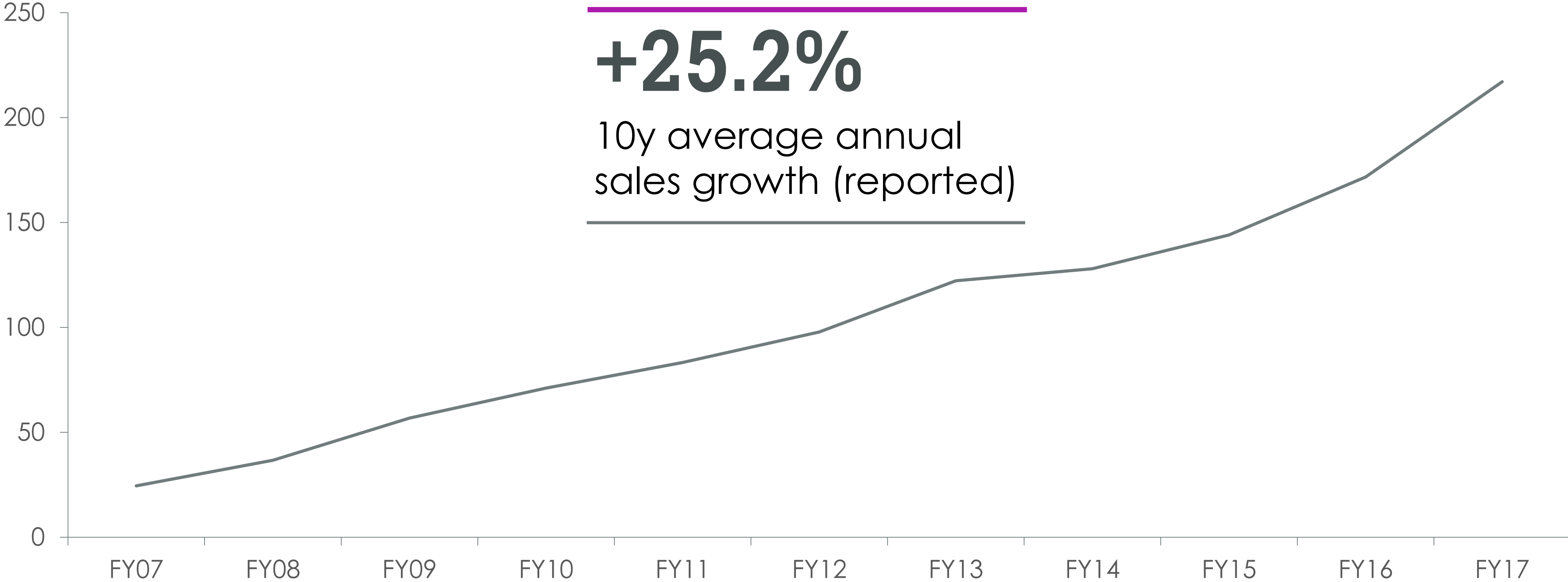


**Supplement organic growth - partnerships and acquisitions**

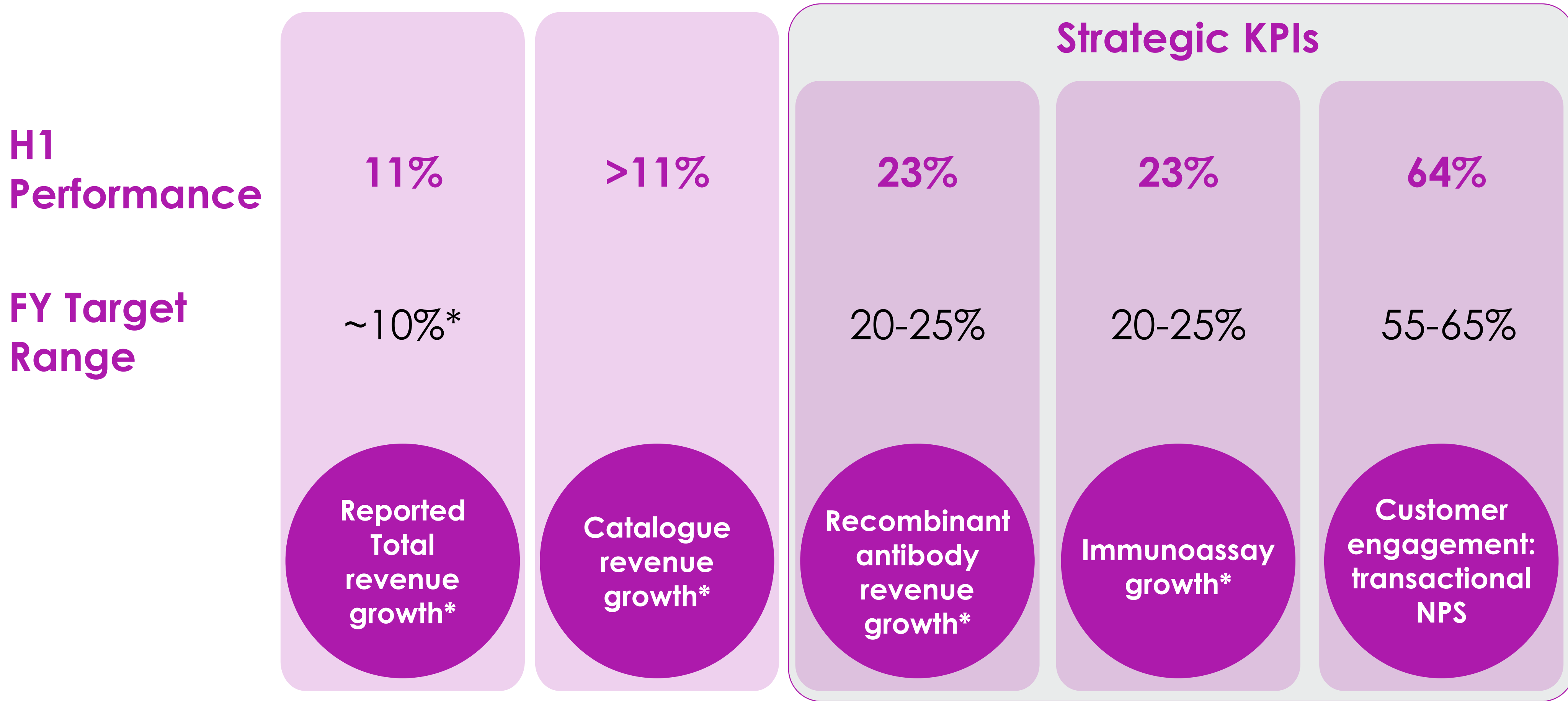


# Over the last 10 years, we have grown at over 4x annual market growth

Global Reported Revenue, £m

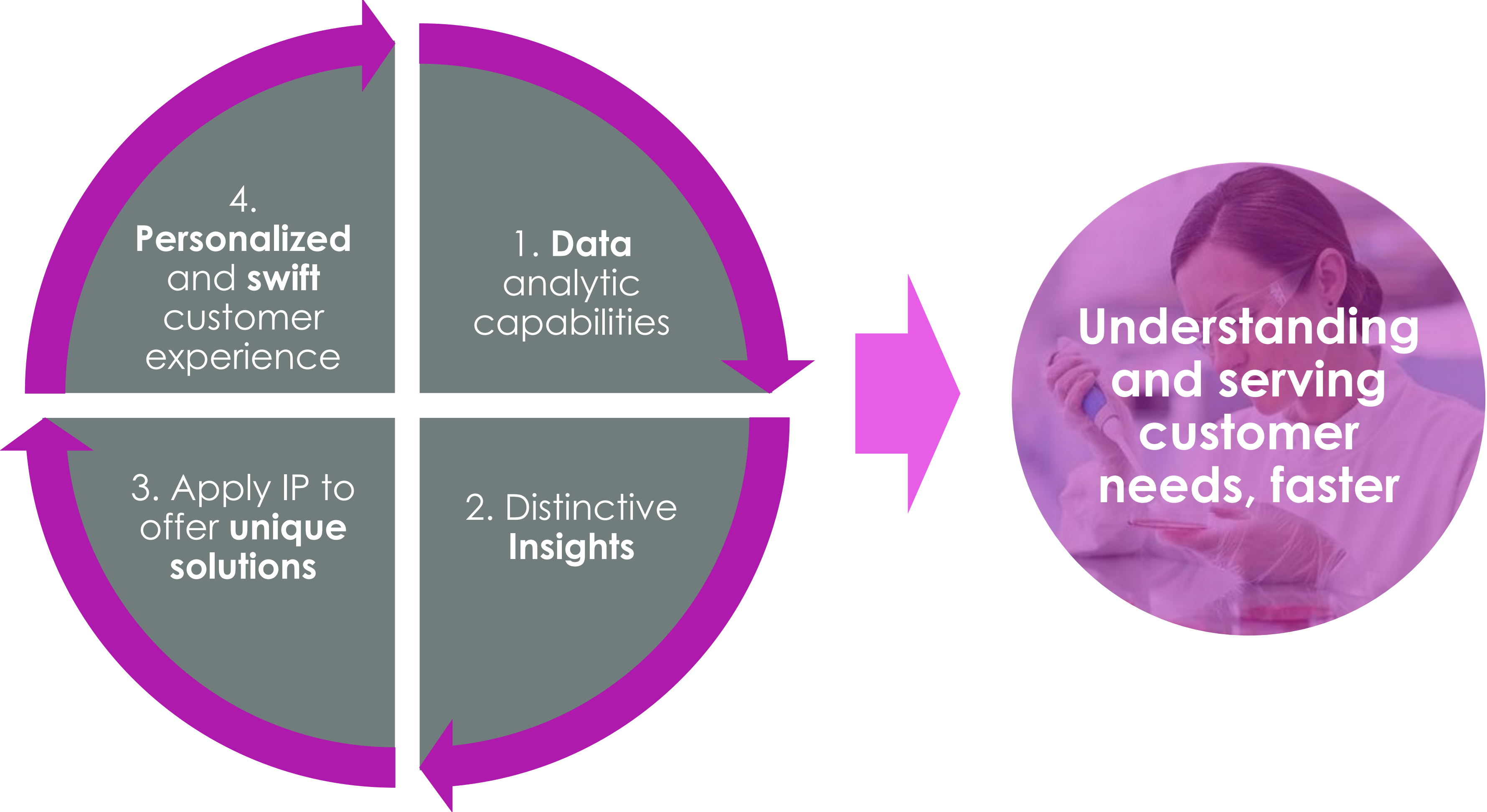


# H1 FY18: sustained double digit underlying growth



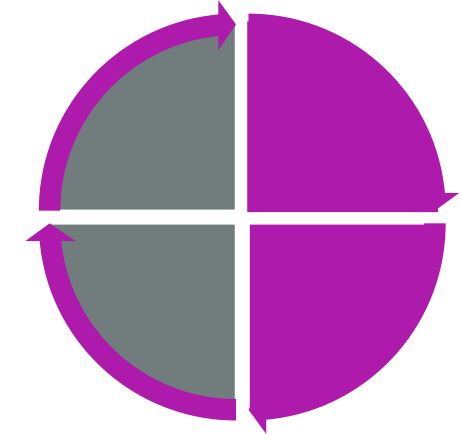
\* At constant exchange rates (CER, applying prior period's exchange rates to this period's results)  
Note: all figures unaudited

We sustain growth and market share gains by using our strengths to serve customer needs, faster

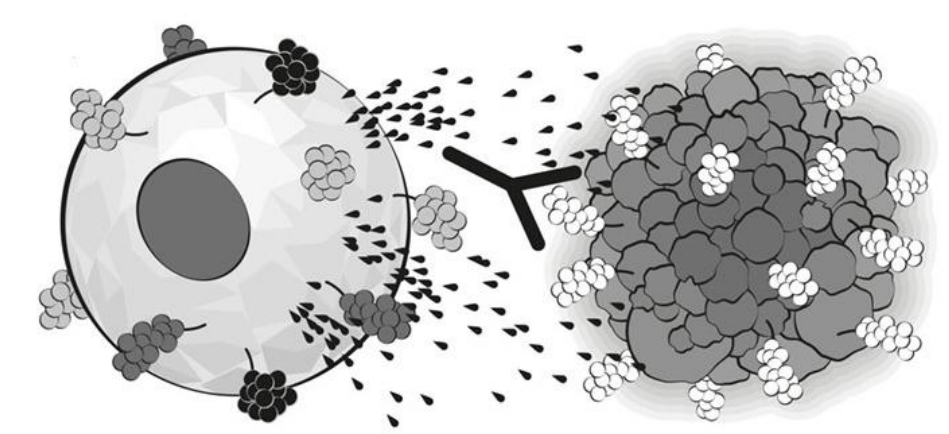




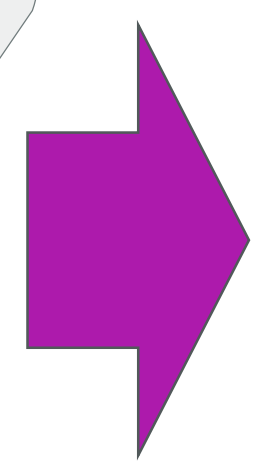
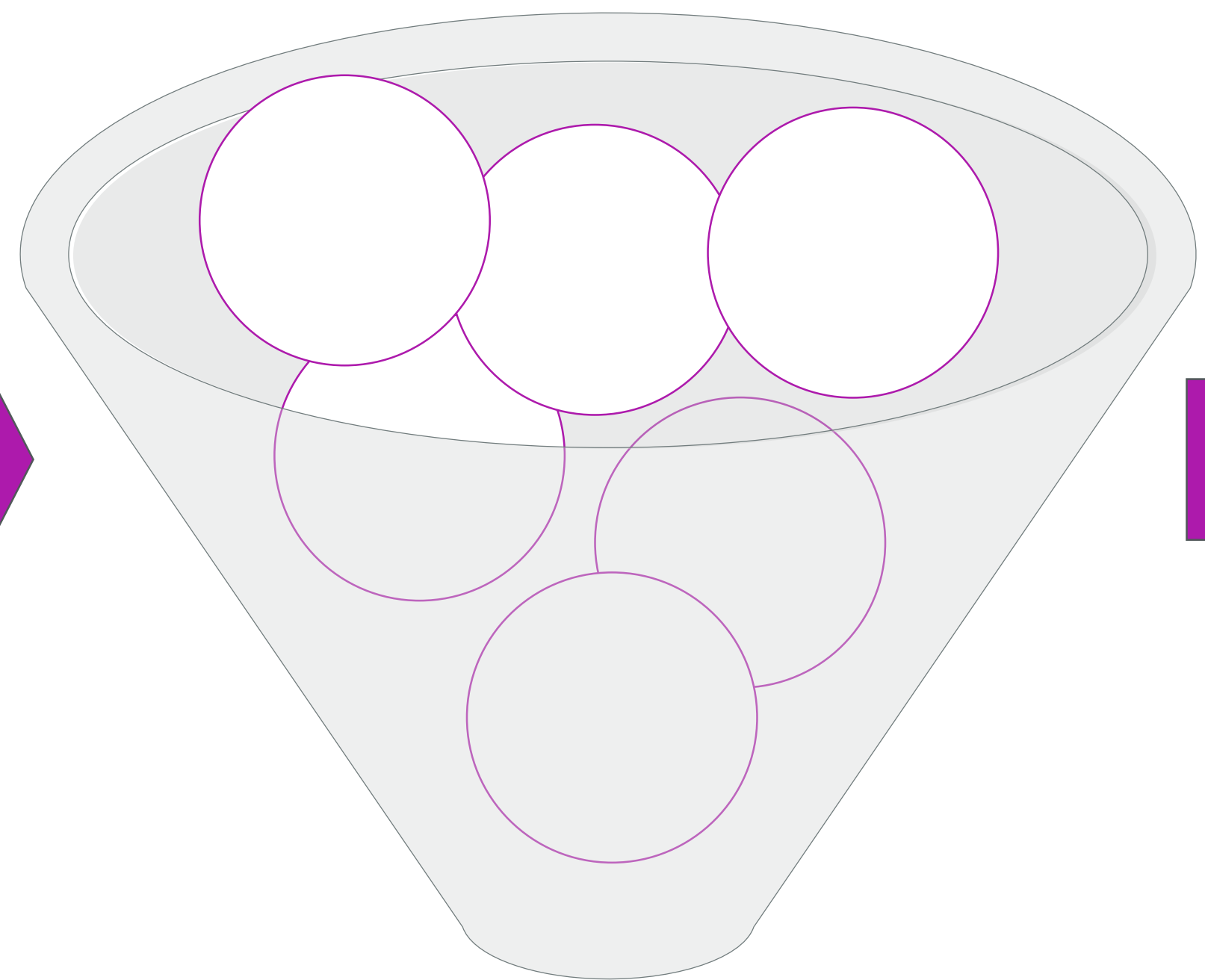
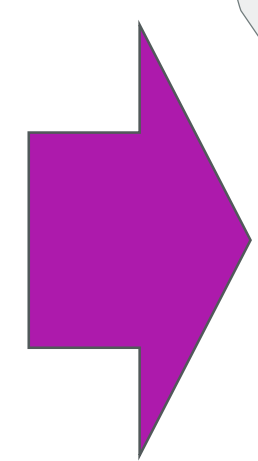
# Data and analytics help to inform and optimise our product offer



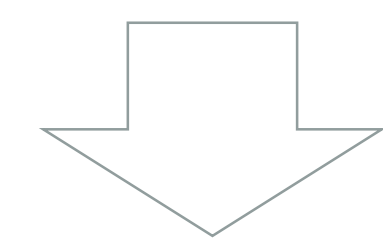
**85,000+**  
proteins of interest



> millions of  
possible binding sites  
and applications

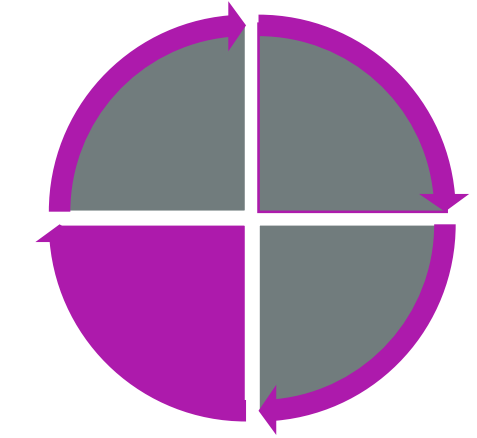


In-house team  
further refines  
pipeline and  
prioritisation

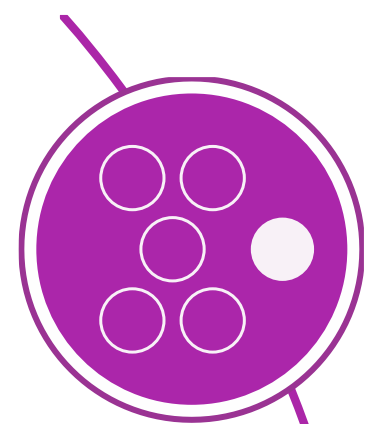


**5,000 – 8,000**  
new products  
offered per year

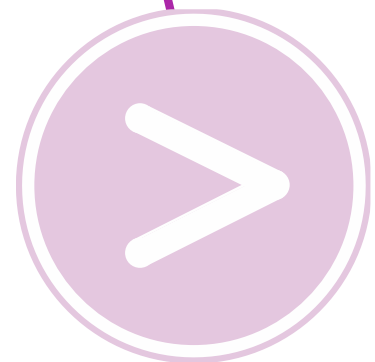
Our technology toolkit combines to produce unique, effective solutions



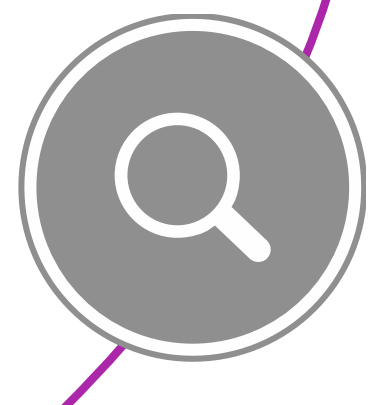
## Recombinant antibody toolbox



RabMAb<sup>®</sup> rabbit monoclonal antibodies

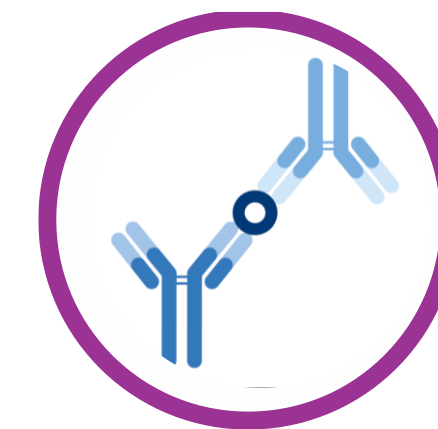


Next Generation Sequencing ab selection



AxiMx phage display antibody discovery

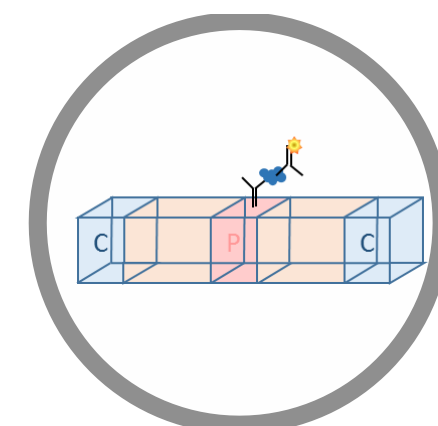
## Immunoassay toolbox



Matched ab pairs



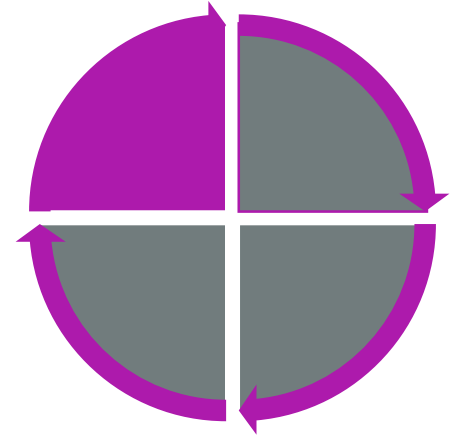
Singleplex ELISA



Multiplexing - Fireplex



# Our digital platform enhances speed across all customer touchpoints

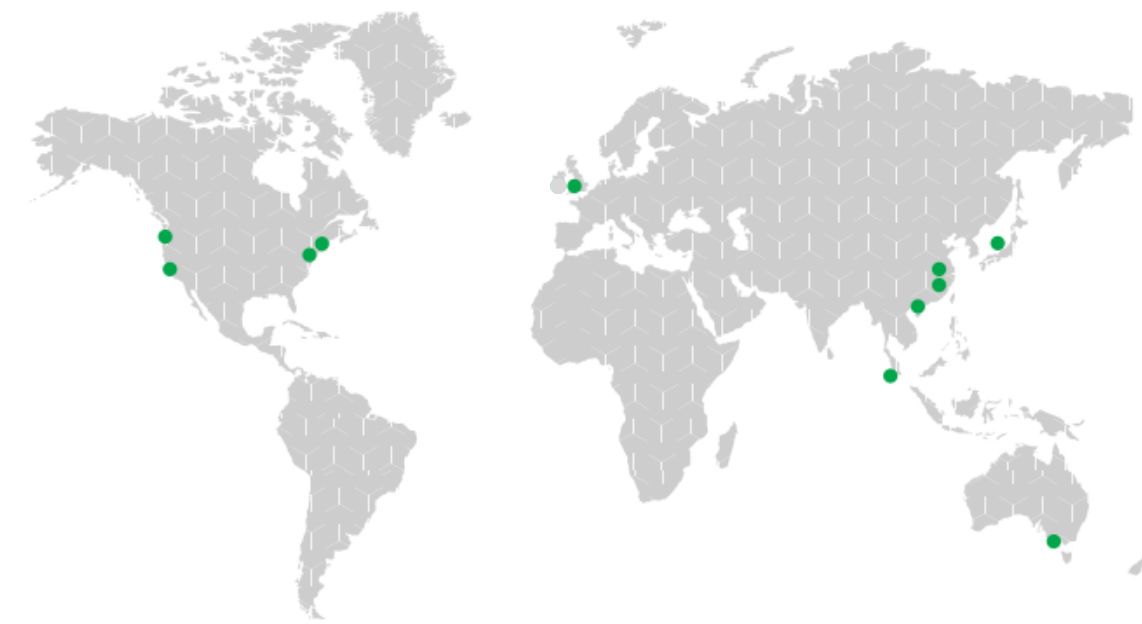
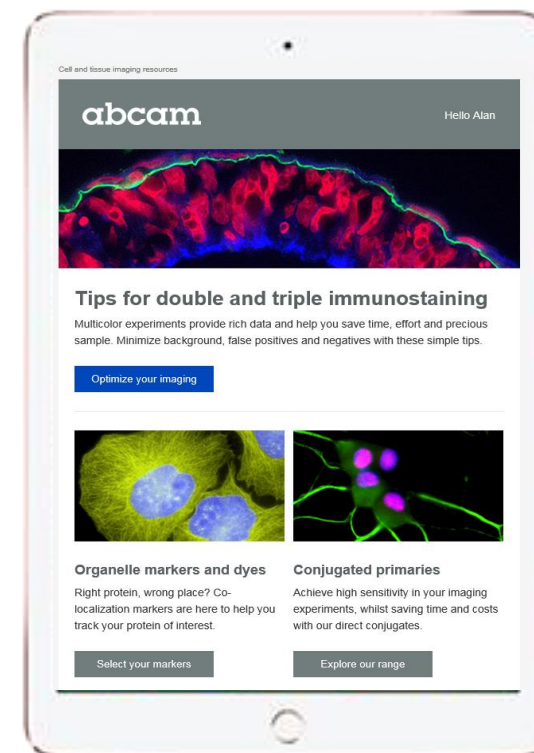
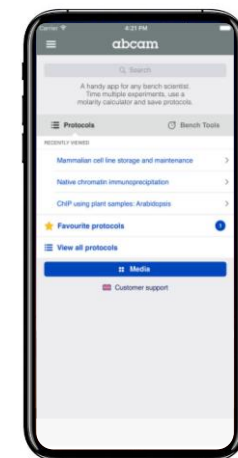
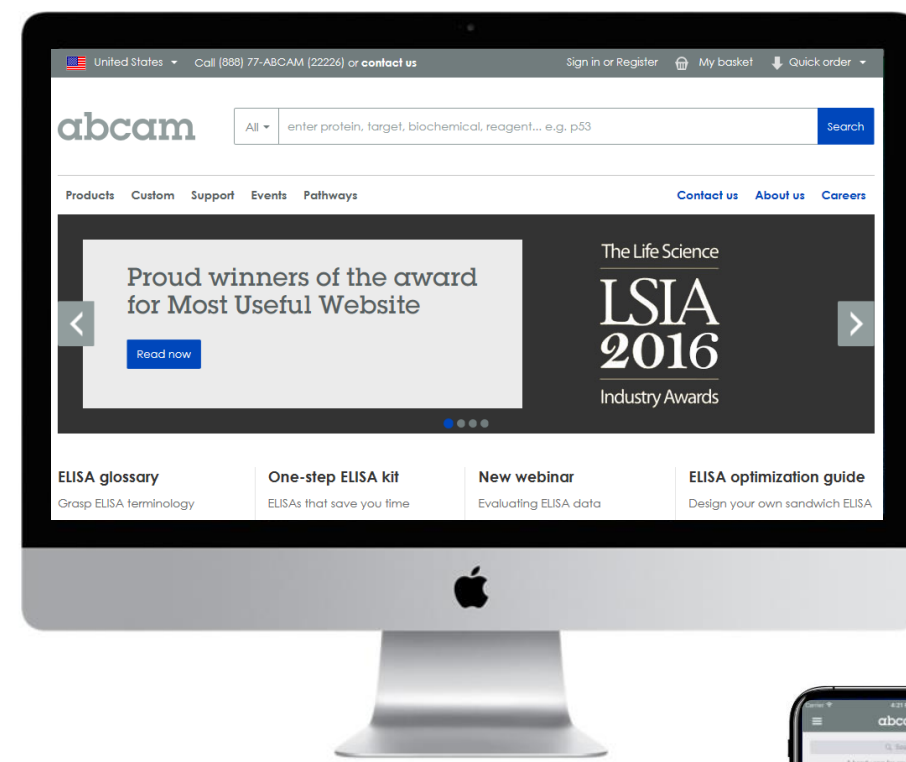


Search

Choose

Receive

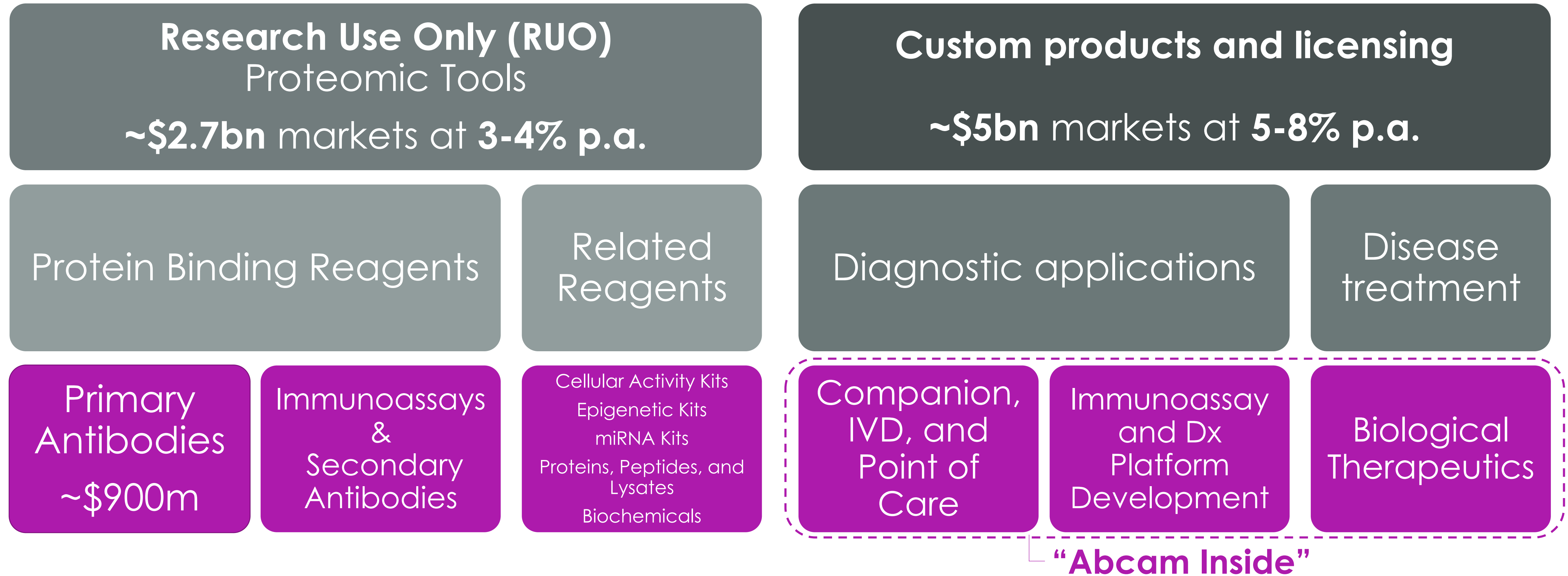
Support



**ABPROMISE**  
Guaranteed product quality,  
expert customer support

**GUARANTEED**

# Our capabilities serve an ~\$8bn addressable market opportunity





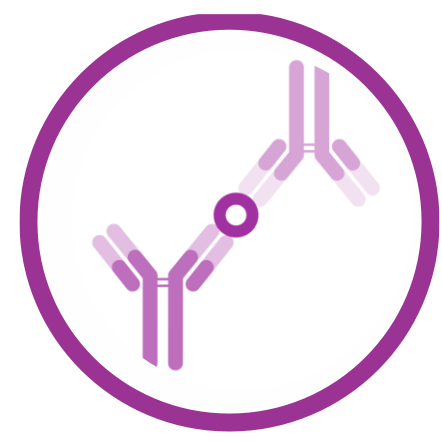
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# We are pursuing five major growth opportunities



**1.**

Continued **share gains** in RUO primary antibodies



**2.**

**Immunoassay** growth



**3.**

Sustain and extend leadership in **China**



**4.**

Development of **“Abcam Inside”** custom products and licenses



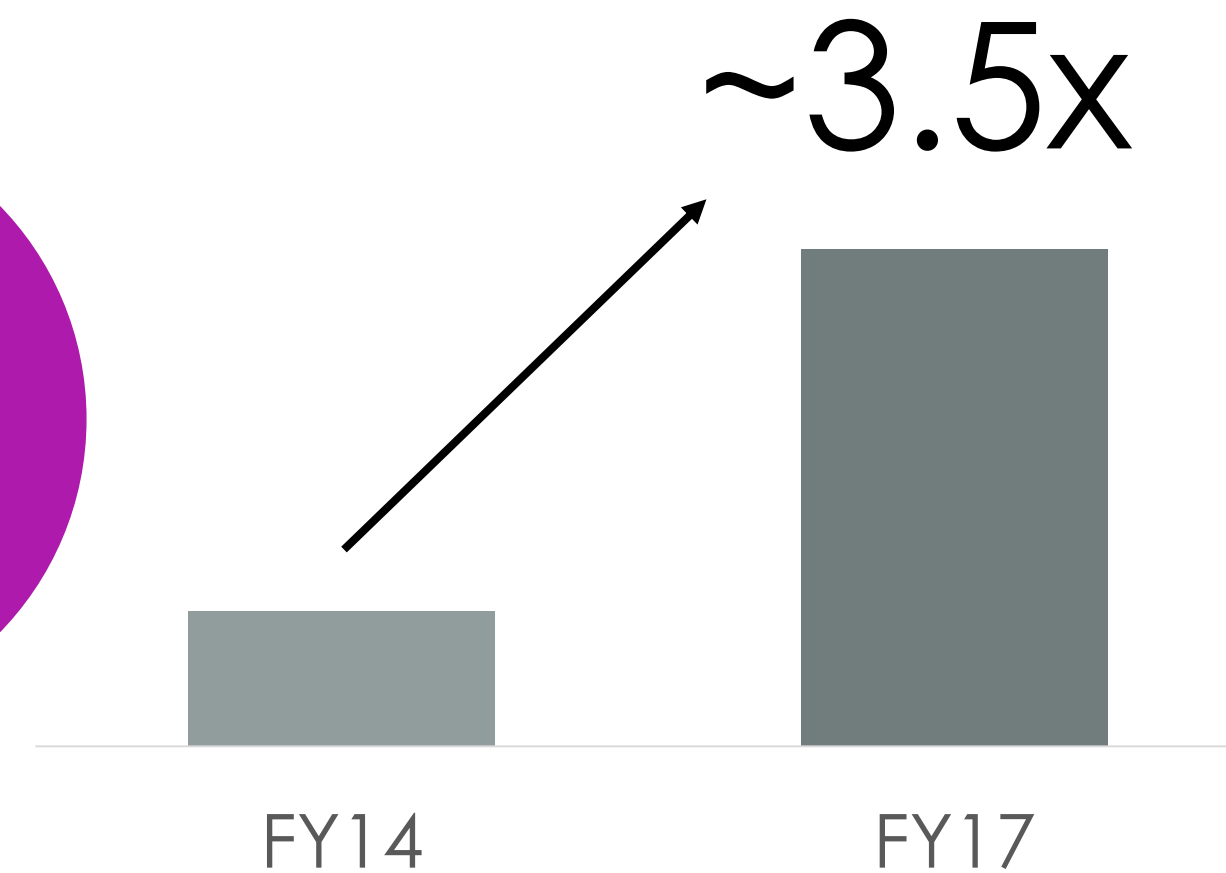
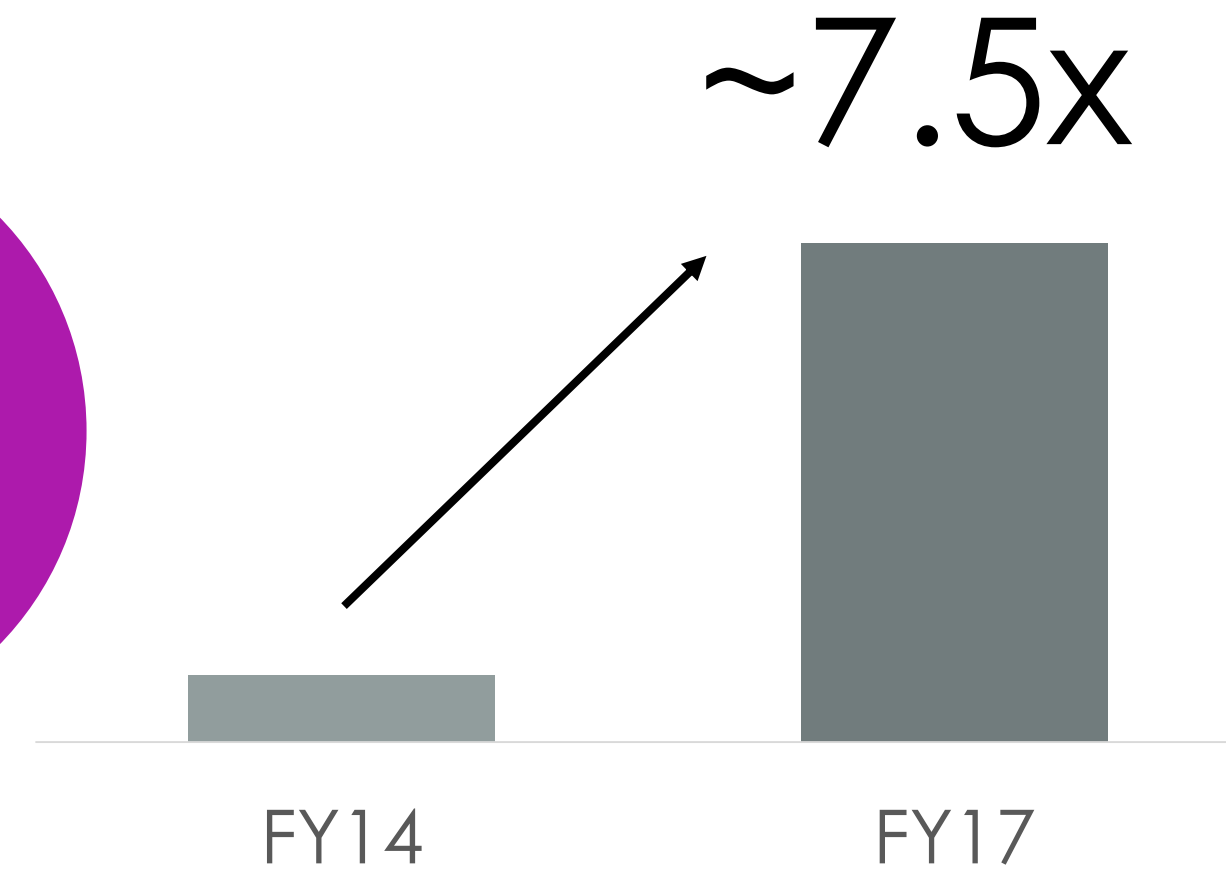
**5.**

Addition of unique content through **acquisition** and **partnership**

# Continued **share gains** in primary antibodies for research use



- **Highly validated, 'gold standard'** reagents
- **Recombinant** technology
- **Local** marketing & **global** distribution support

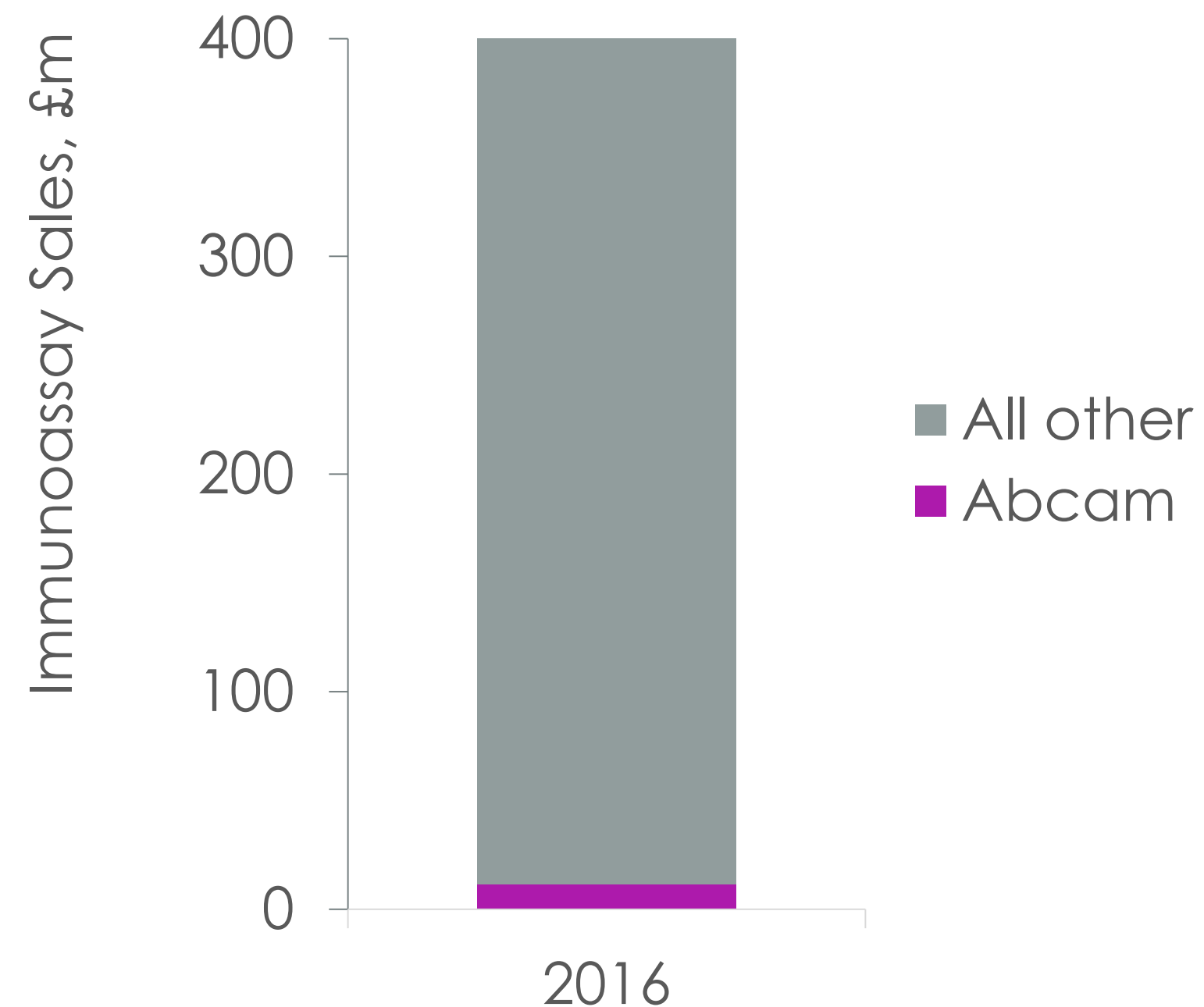




# Our antibodies are also fuelling **immunoassay** growth for research applications



Global RUO Immunoassay Market Size\*



Abcam RUO Immunoassay Sales

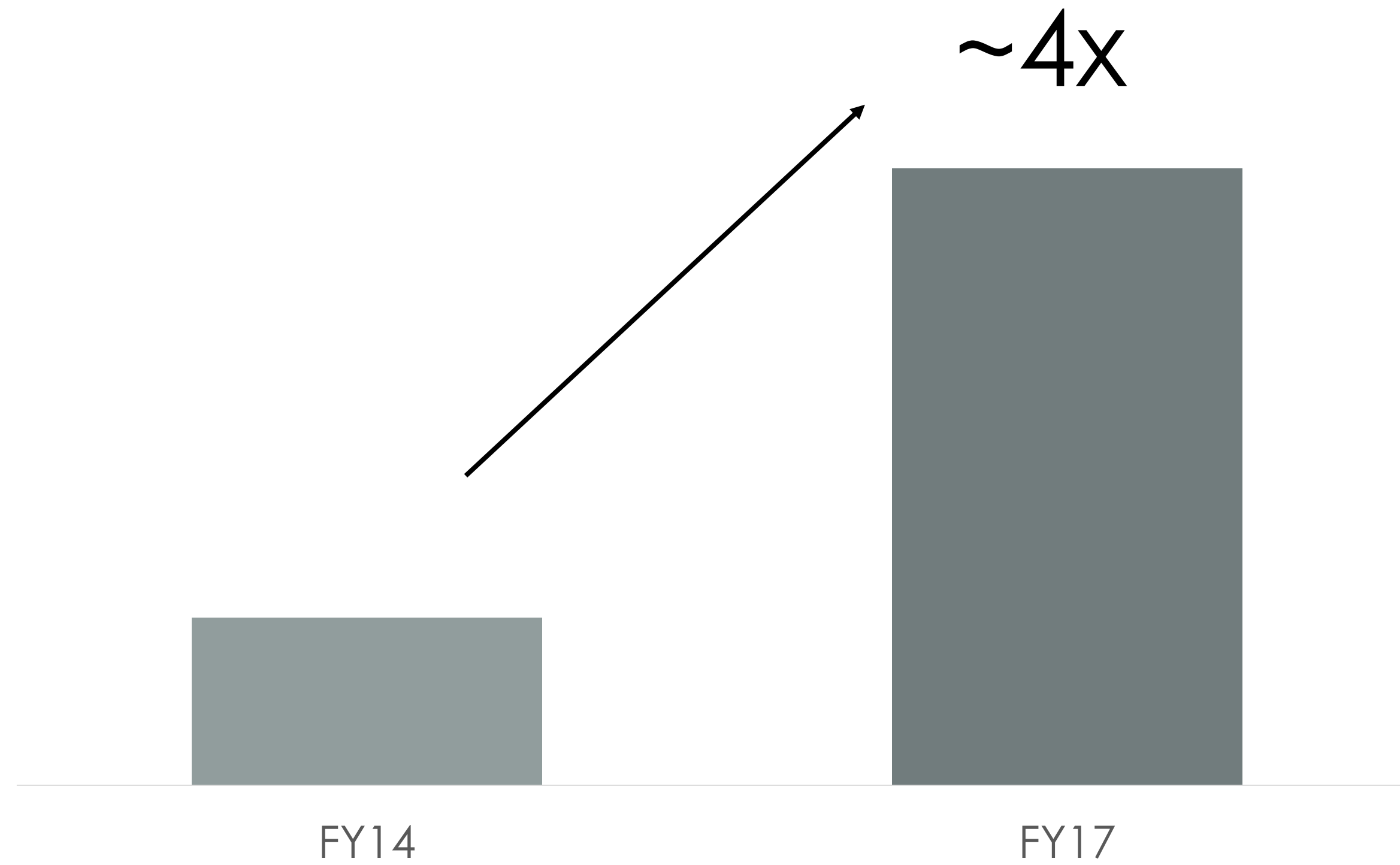


\* Source: Company estimates; RUO is research use only

# Sustaining and extending leadership in **China**



Abcam Sales, China, £m

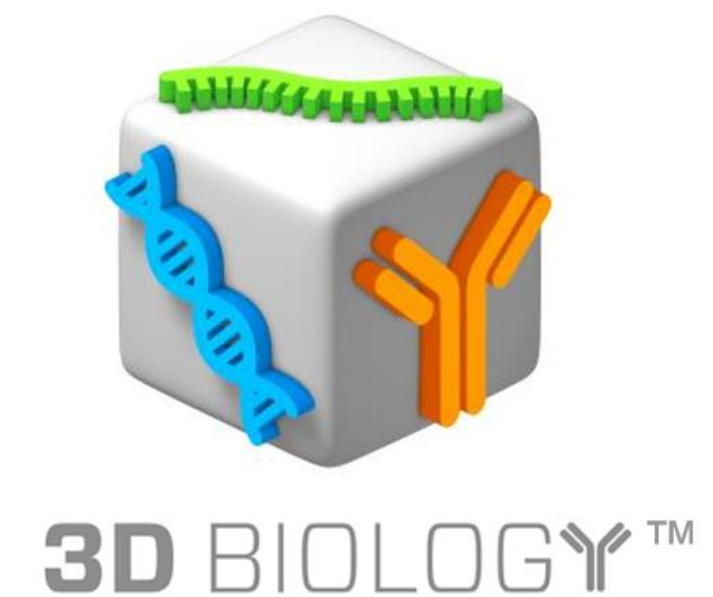




# Abcam Inside provides access to multi-year agreements in clinical applications



*oncotype* **DX**<sup>®</sup>  
*AR-V7 Nucleus Detect*  
powered by Epic Sciences



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# Our **acquisition** criteria guide future deals



- **“Gold standard” reagents** to study biological pathways
- We can **drive further growth** via our digital platform and brand
- Opens opportunities to **create unique propositions** by combining with existing Abcam technology
- **Accretive deals** with attractive return on capital

**Epitomics**  
an abcam company

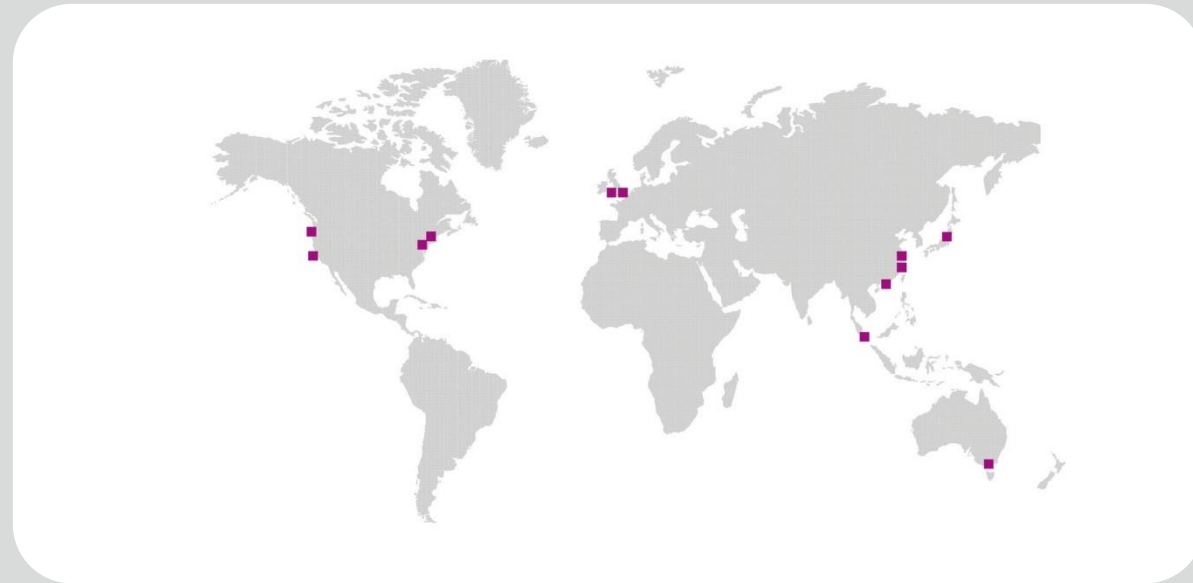
**AxioMx**  
an abcam company

**Mitosciences**  
an abcam company

**Firefly BioWorks**  
an abcam company

**Ascent Scientific**  
an abcam company

# We are investing to ensure our business is scalable



## Strengthened global team

Expansion of Executive Leadership Team  
Created Global Customer Experience role in 2016  
Created Global Manufacturing and Supply Chain Function in 2017



## Transforming systems and processes

Selected Oracle Fusion to replace legacy systems  
Two releases successfully completed  
Full implementation in FY17/18



## Expanded facilities

Completed new production facility in China  
Completed 2 new R&D/production centres in USA  
Expect to complete construction of new UK HQ in 2018



# Investment thesis for Abcam

- **Sustained long term demand** for research tools
- A **global market leader of research antibodies**, growing at 2x market rates\*
- **Unique capabilities** arising from data insights, proprietary IP, digital marketing, global distribution and our agile culture, **support continued share gains**
- These **capabilities** and a **consumer focused strategy** are **opening up five major growth opportunities** in addressable markets of ~\$8bn
- **Investing** to ensure **scalability supports opportunity**



\* Source: Company estimates, FY16/17 & H1 17/18

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# Breakout in the Sussex Room