
Abcam Plc

JP Morgan Healthcare Conference
January 2017

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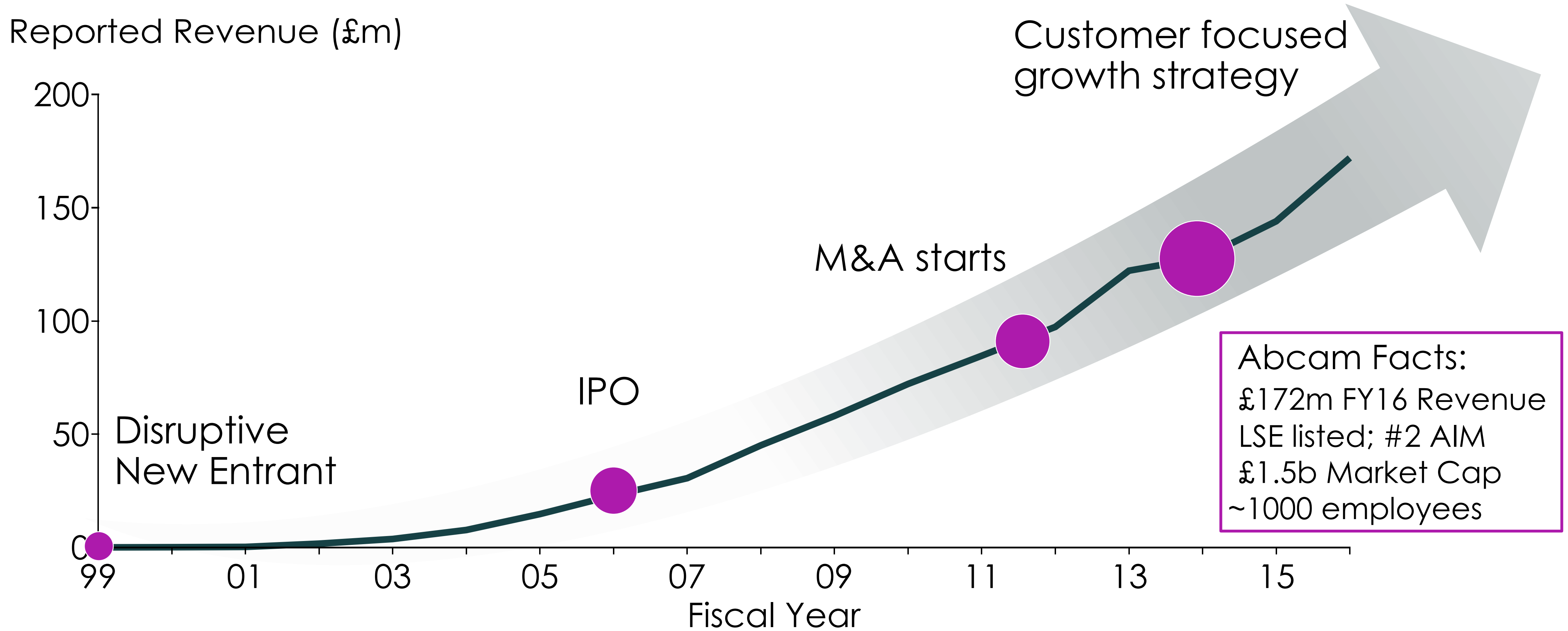
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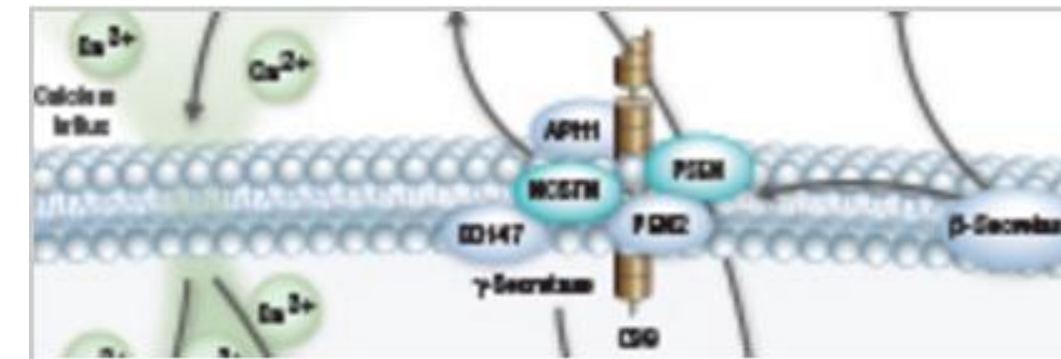
Becoming the most influential life science company for researchers worldwide

- **Disruptive profitable growth company** helping researchers study biological pathways
- **Global market leaders in research antibodies** growing at 2x market rates
- **Unique capabilities** arising from big data insights, unique IP, digital marketing, global distribution and our agile culture
- Our **capabilities** and **customer focused growth** strategy are **opening up ~\$8b addressable markets** to Abcam
- In H1 FY17 we **sustained a double digit revenue growth** trend
- We are **investing to grow and double the scale of Abcam** by FY23

Abcam is a disruptive growth company

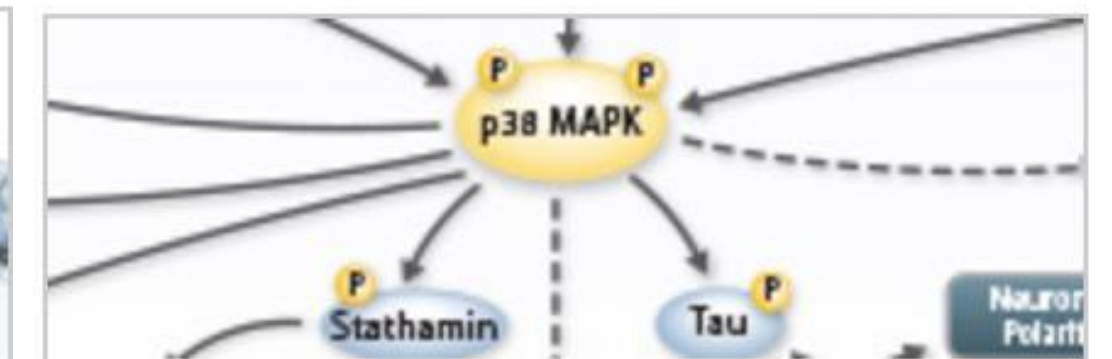


We provide validated products to help researchers understand biological pathways



NEUROSCIENCE

Alzheimer's disease
interactive pathway

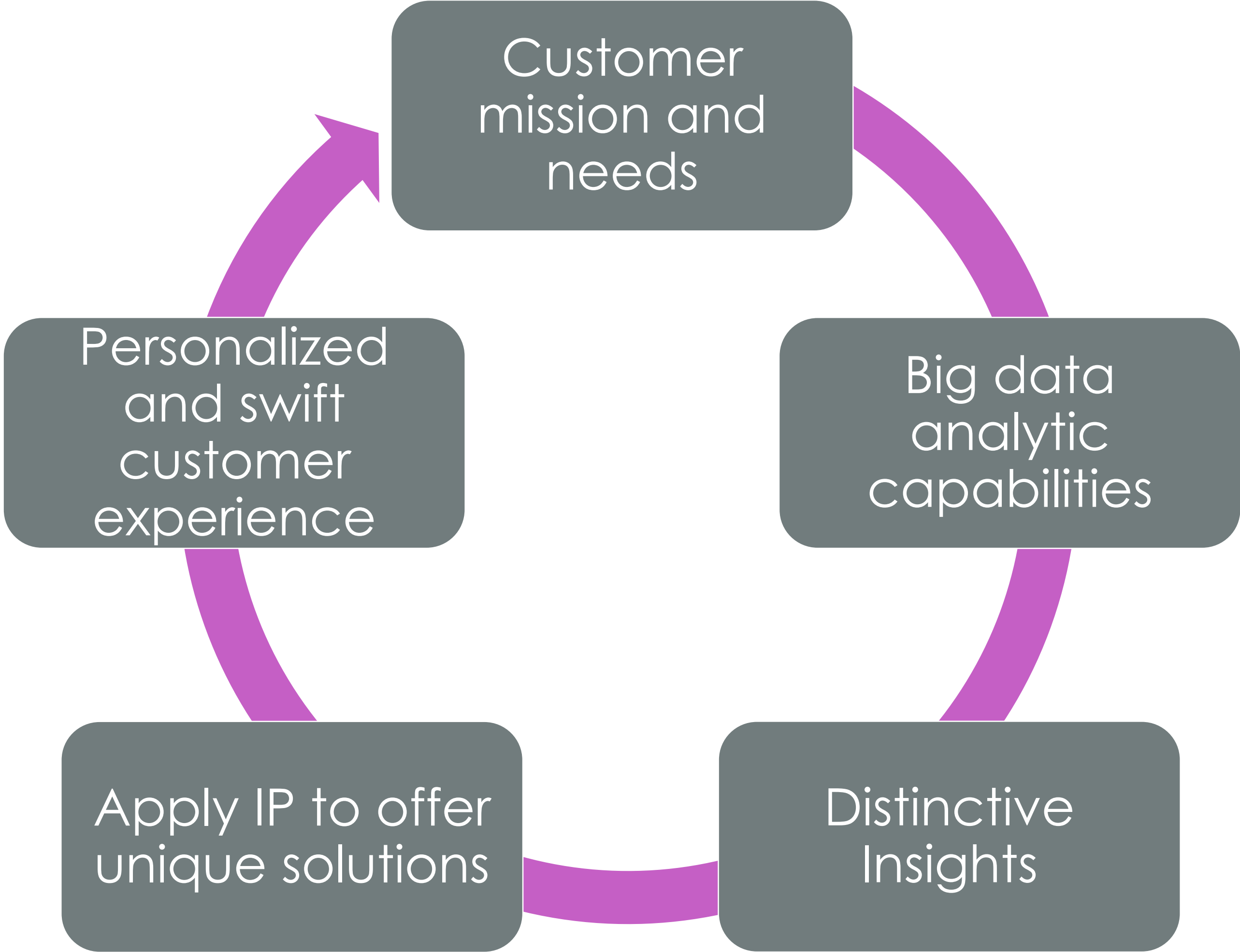


CANCER

MAPK-p38 signaling
interactive pathway

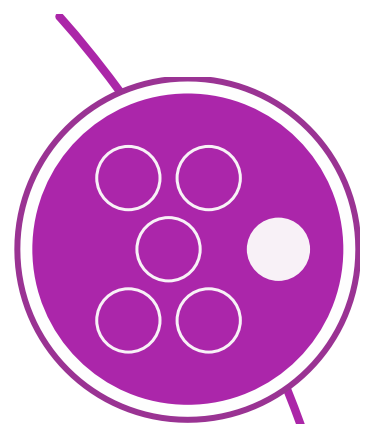


We sustain growth by serving customer needs, faster

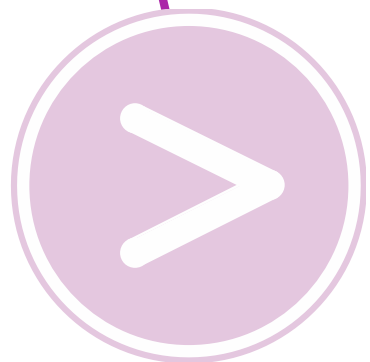


Our cutting edge IP helps us create unique solutions

Recombinant antibody toolbox



RabMAb[®] rabbit monoclonal antibodies

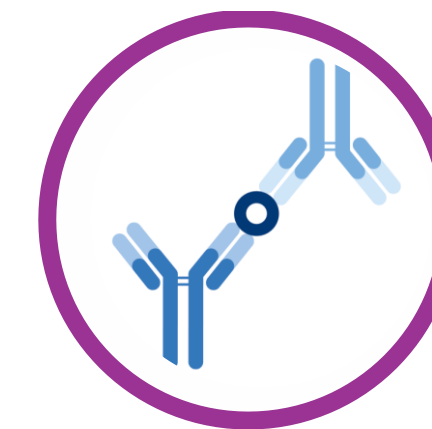


Next Generation Sequencing ab selection

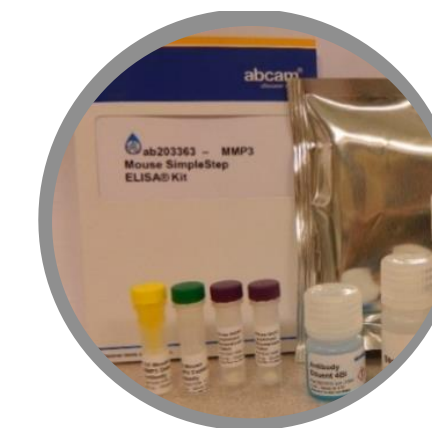


AxiOMx phage display antibody discovery

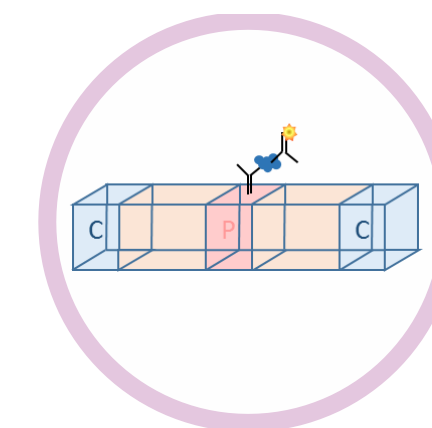
Kits/assays toolbox



Matched ab pairs



Singleplex ELISA



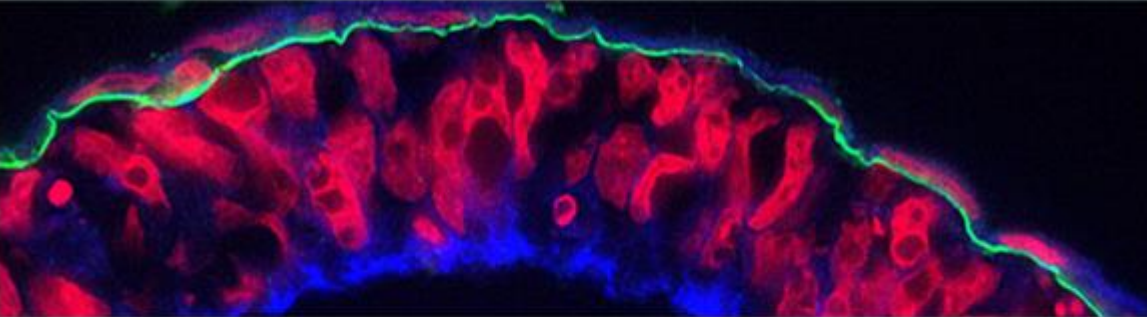
Multiplexing - Firefly

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Cell and tissue imaging resources

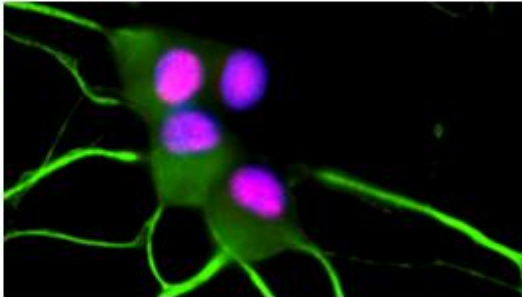
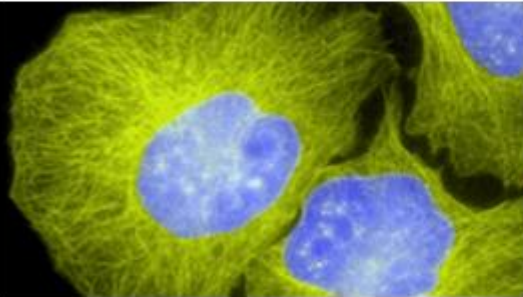
abcam Hello Alan



Tips for double and triple immunostaining

Multicolor experiments provide rich data and help you save time, effort and precious sample. Minimize background, false positives and negatives with these simple tips.

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Organelle markers and dyes

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Evaluating ELISA data

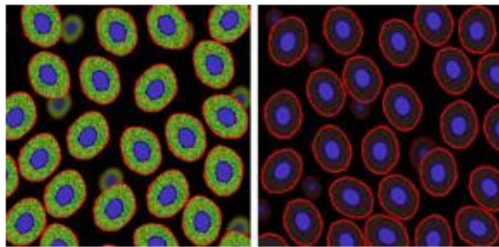
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An independent collaborator tests our anti-CD31 rabbit monoclonal against the leading competitors

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abcam

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Protocols

Explore our range of protocols from the list below

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- [Immunoprecipitation](#)

Our capabilities are opening ~\$8b of addressable market opportunity

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

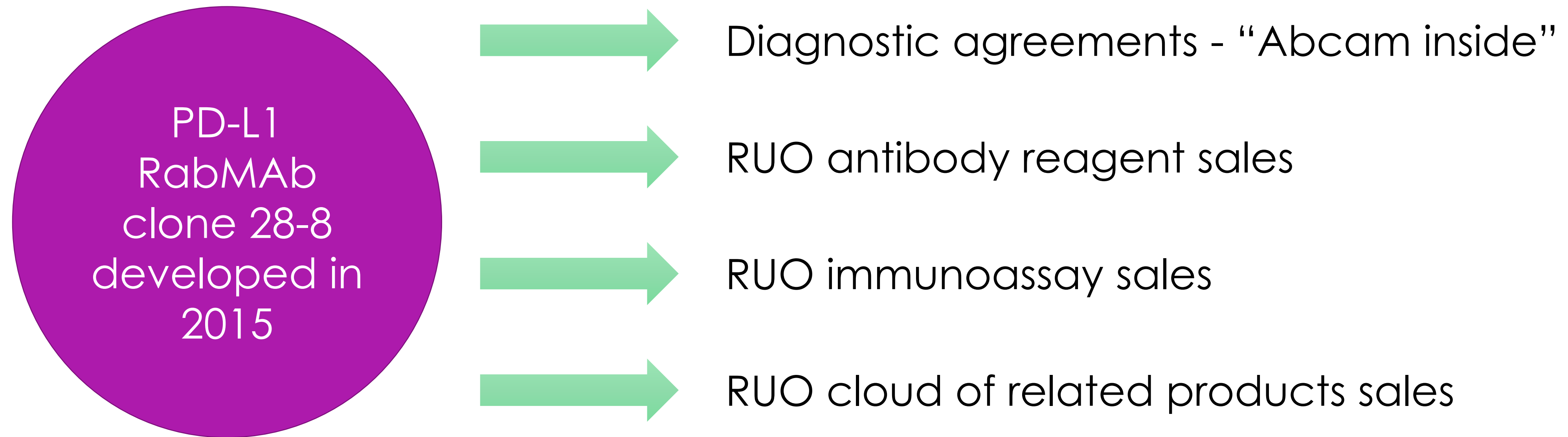
Companion, IVD, and Point of Care

Immunoassay and Dx Platform Development

Biological Therapeutics

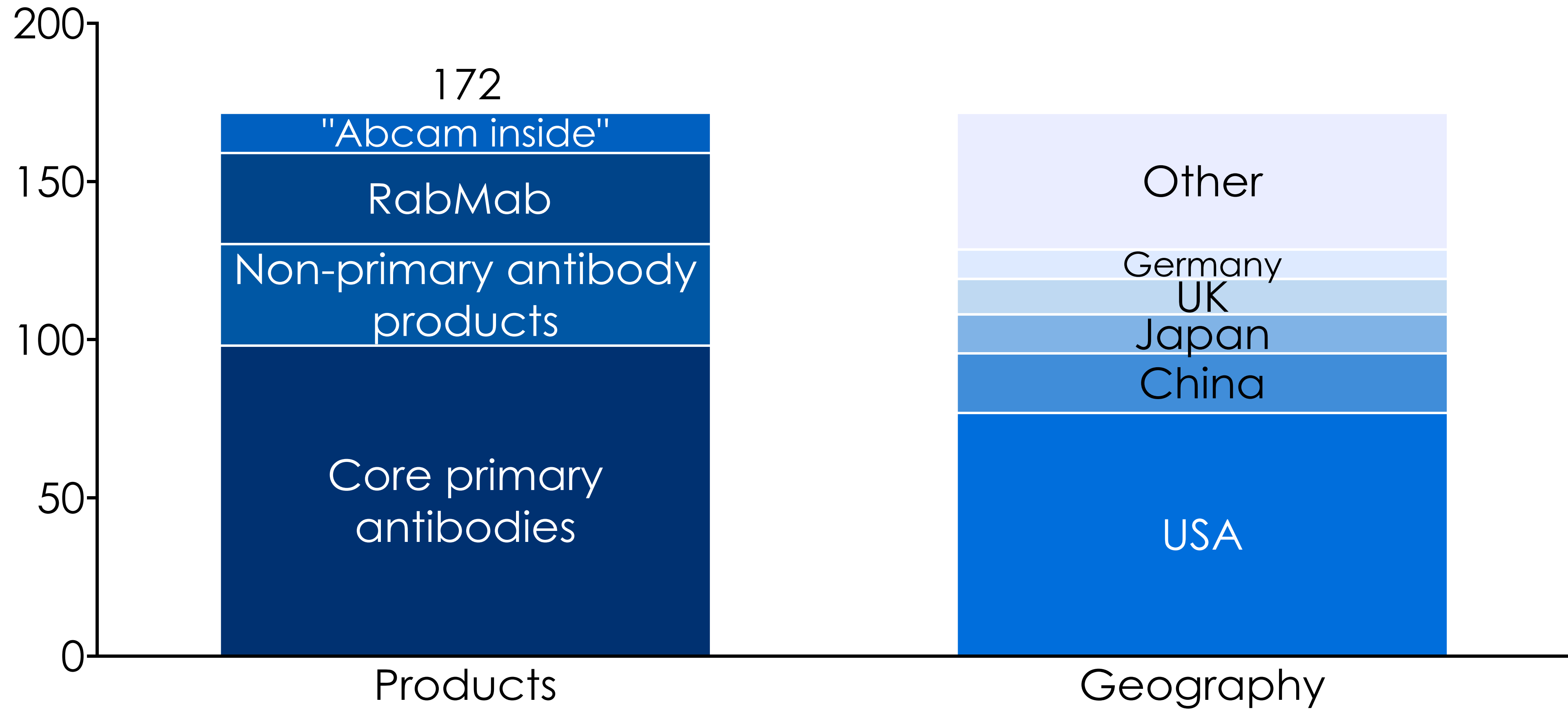
“Abcam Inside”

PD-L1 (28-8) example illustrates how we create sustained growth from unique solutions



Our business in FY16 reflected our changing mix

FY16 Reported Revenue £m



Five goals guide our future growth and investments



Grow our core
faster than market



Establish new
growth **platforms**



Scale organisational
capabilities



Sustain **attractive**
economics



Selectively **pursue**
partnerships and
acquisitions

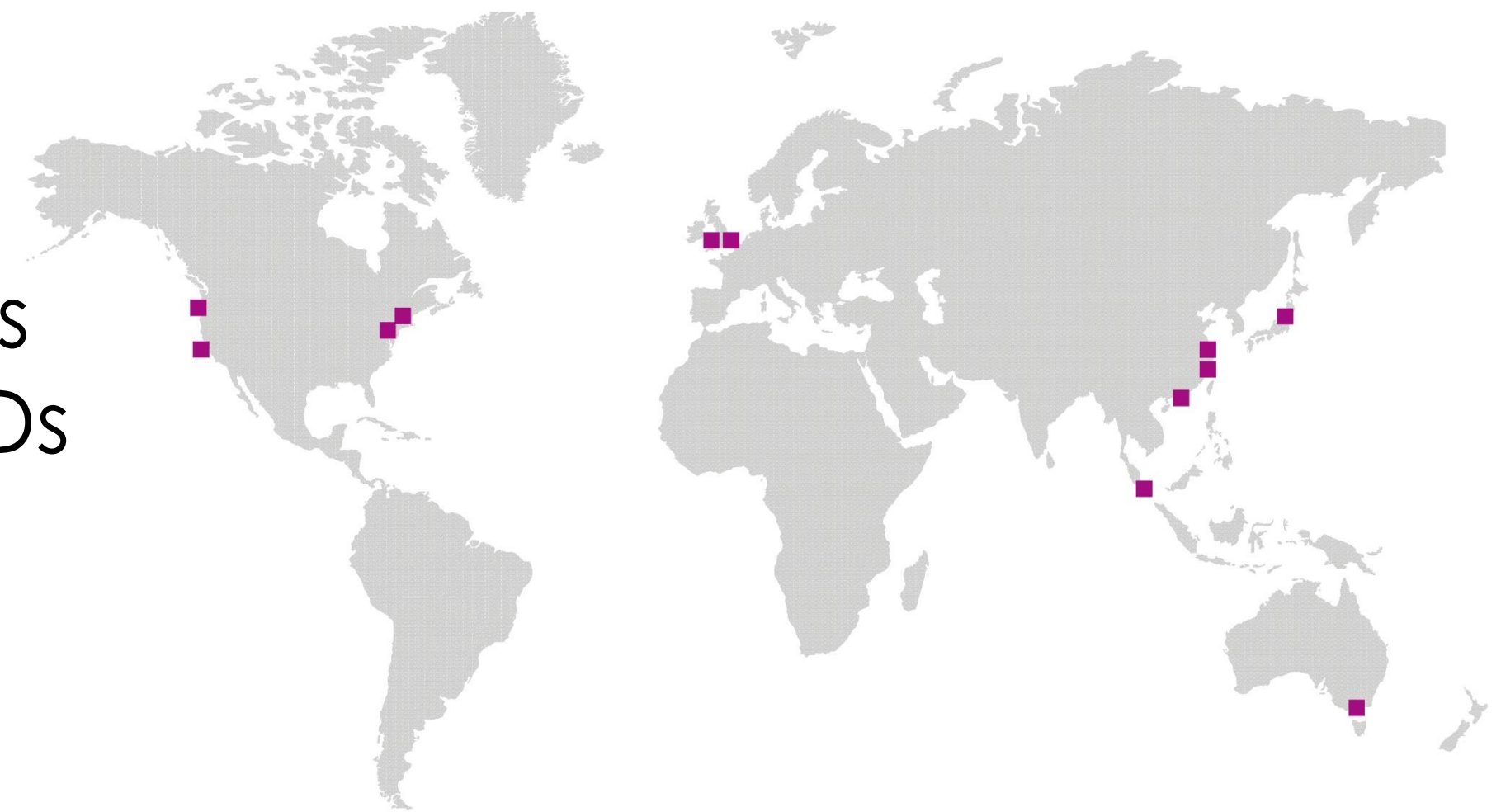
Investing in team capabilities to scale Abcam

Executive Leadership Team

- Significantly strengthened and expanded
- Created Global Customer Experience role in 2016
- Created Global Manufacturing and Supply Chain role in 2017

Global operating team

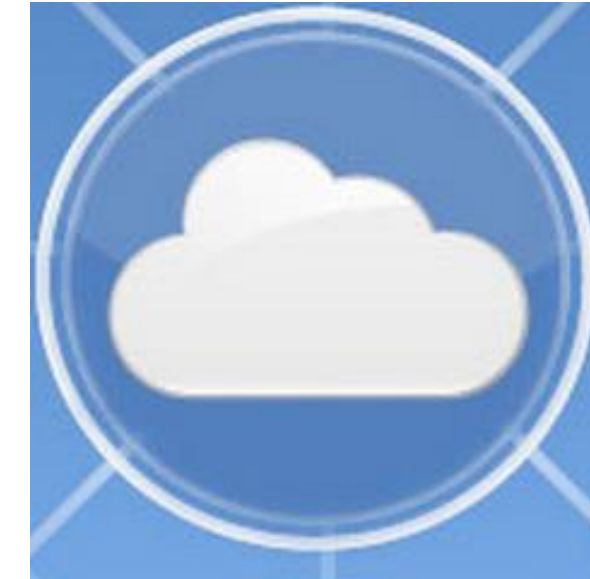
- ~1000 employees in 12 global locations
- >50% working in scientific roles, 150 PhDs



Investing in systems and facilities to scale Abcam

Transformation of our systems in 2016-17

- Selected Oracle Fusion to replace legacy solutions
- Two releases successfully completed
- Further implementation through 2017



Expanding our facilities

- Completed new production facility in China
- Completed 2 new R&D/production centres in USA
- Expect to start construction on new HQ in UK



Our M&A investment 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 Abcam technology
- **Accretive deals** with attractive return on capital/IRR

Epitomics
an abcam company

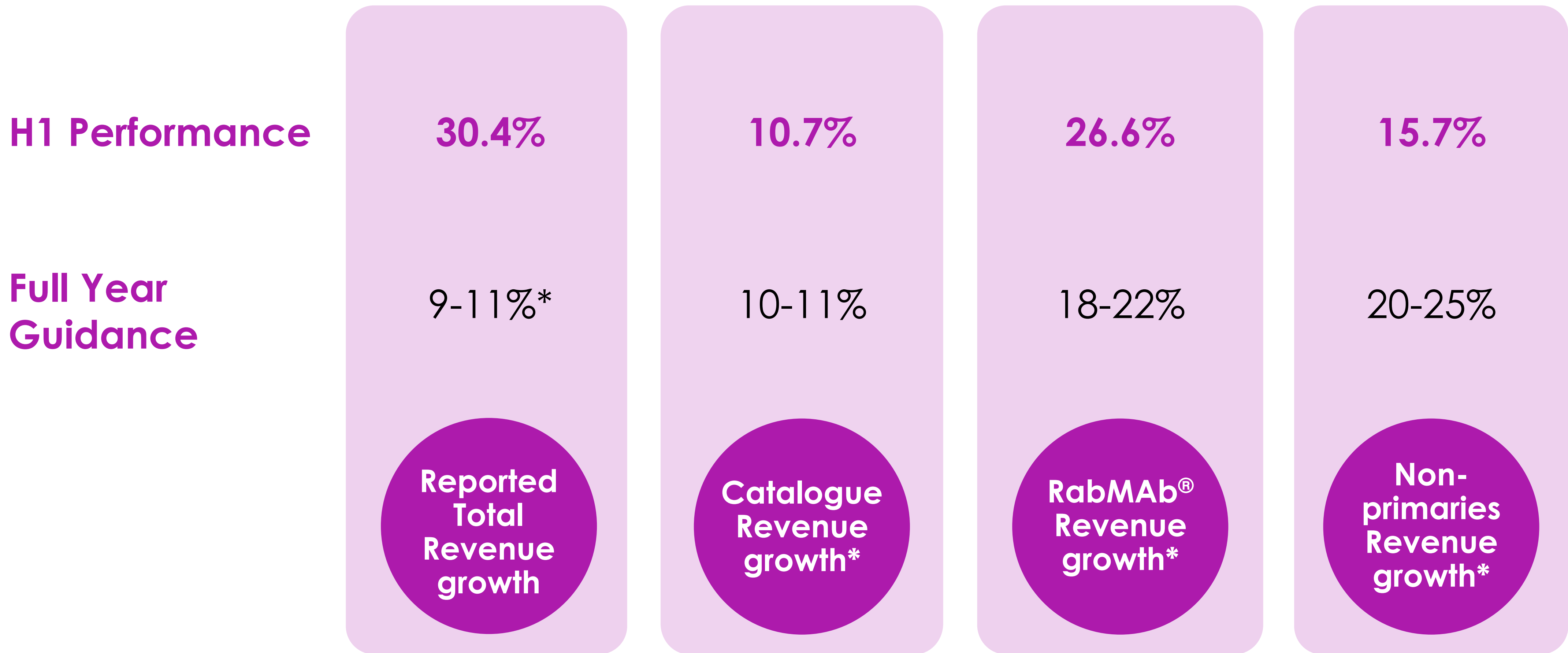
AxioMx
an abcam company

Mitosciences
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Firefly BioWorks
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Ascent Scientific
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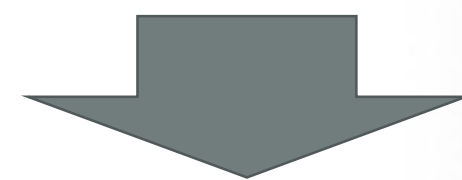
H1 FY17 sustained double digit growth trend



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

Investment thesis for Abcam

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



Double scale by FY23

Be the **most influential** life sciences company

Breakout in the Georgian Room