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# Abcam plc

39th Annual JP Morgan Healthcare Conference

Alan Hirzel, CEO

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**abcam**



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## A leader in life science research reagents



**Disruptive, profitable growth company** helping researchers study biological pathways since 1998



**#1 share of global antibody citations in science research journals**, growing at ~2x market rates



**Unique capabilities** of big data insights, proprietary IP, digital marketing and global distribution support continued share gains **across TAM of ~\$8bn**

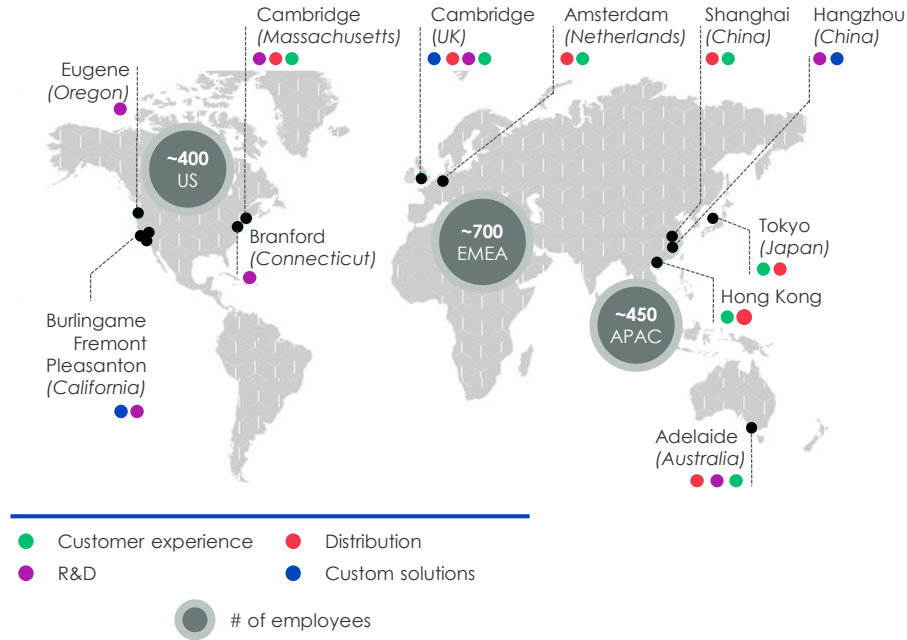


**Attractive financial profile** and **cash generation** support investment plans

“ We aspire to be the **most influential company for life scientists**, supporting research, diagnostic and therapeutic discovery.”

Business snapshot

# We provide life scientists with **fast access to high quality reagents** from a **global platform**



**~750,000** customers globally  
Life science researchers

**~100,000** products  
available online with >300k SKUs

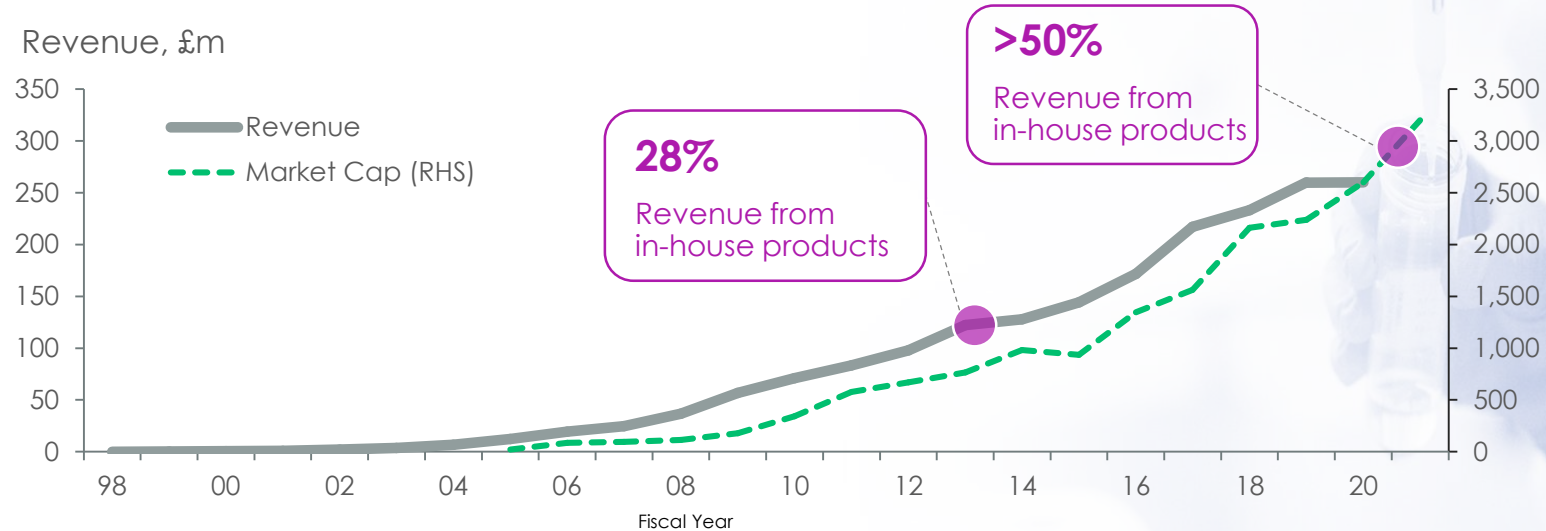
**>20,000** in-house  
Recombinant products

**24-48** hours to ship  
Most products

**>1,500** employees  
Global team

Track record of value creation

# Over twenty years generating value as a disruptive growth company



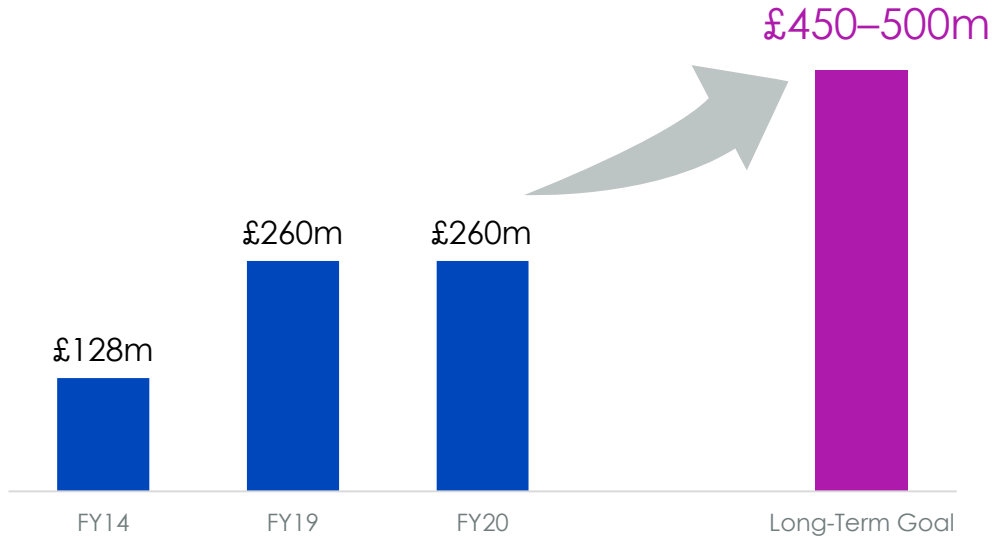
## “ABCAM 1.0”

- Disruptive e-commerce platform revolutionizing the purchase of antibodies
- Extensive, open and transparent performance data
- Value-added distributor of third-party products

## “ABCAM 2.0”

- Innovation engine
- Multiple technologies
- Increasing scale and throughput

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



## GROWTH DRIVERS

- Continued global R&D funding
- Further market share gains in RUO antibodies
- Growth from adjacent product lines
- Successful “Abcam Inside” relationships
- More capacity and capabilities to deliver

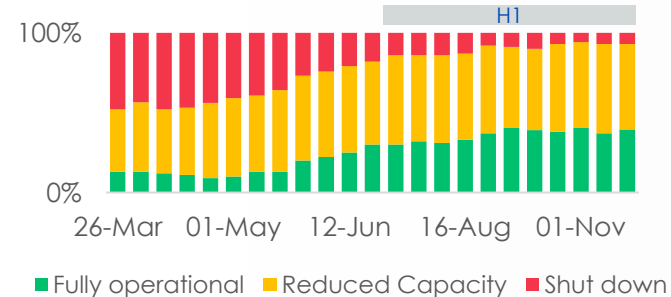


# COVID-19 continues to disrupt lab activity and cloud short-term outlook

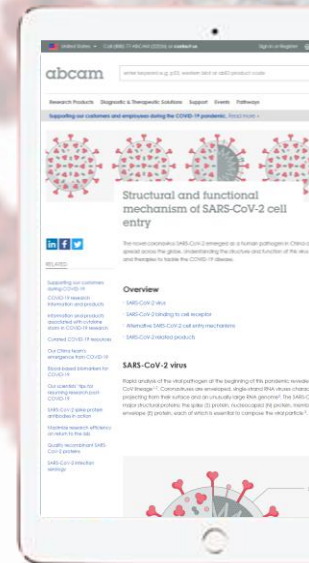
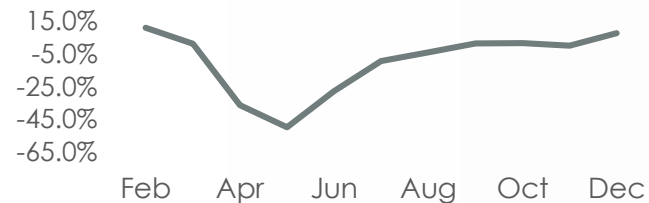
## OUR PRIORITIES

- **Protect and support** our global team
- **Deliver for customers** - order fulfilment rate ahead of target in H1
- **Support the global effort to understand, diagnose, prevent and treat the disease**
  - Publication of validated COVID-19 research products to the catalogue
  - Supply of components for COVID-19 lateral flow tests
  - Participation in BIA<sup>3</sup> Ab collaboration; discussions across many more potential clinical collaborations continue

### Global Research Lab Status<sup>1</sup>



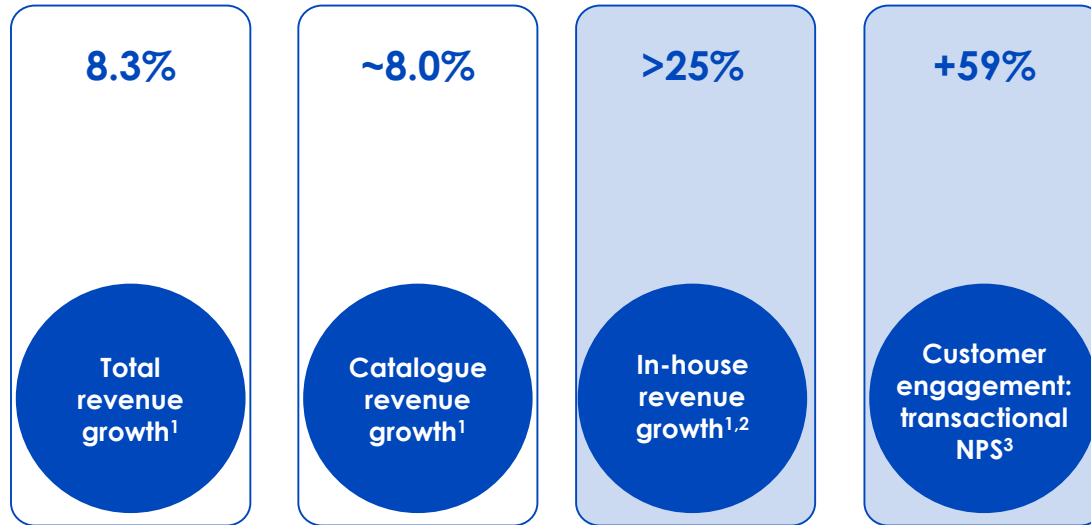
### US Sales Growth Rate<sup>2</sup>



# Despite COVID-19 we made continued progress in H1

## H1 2021

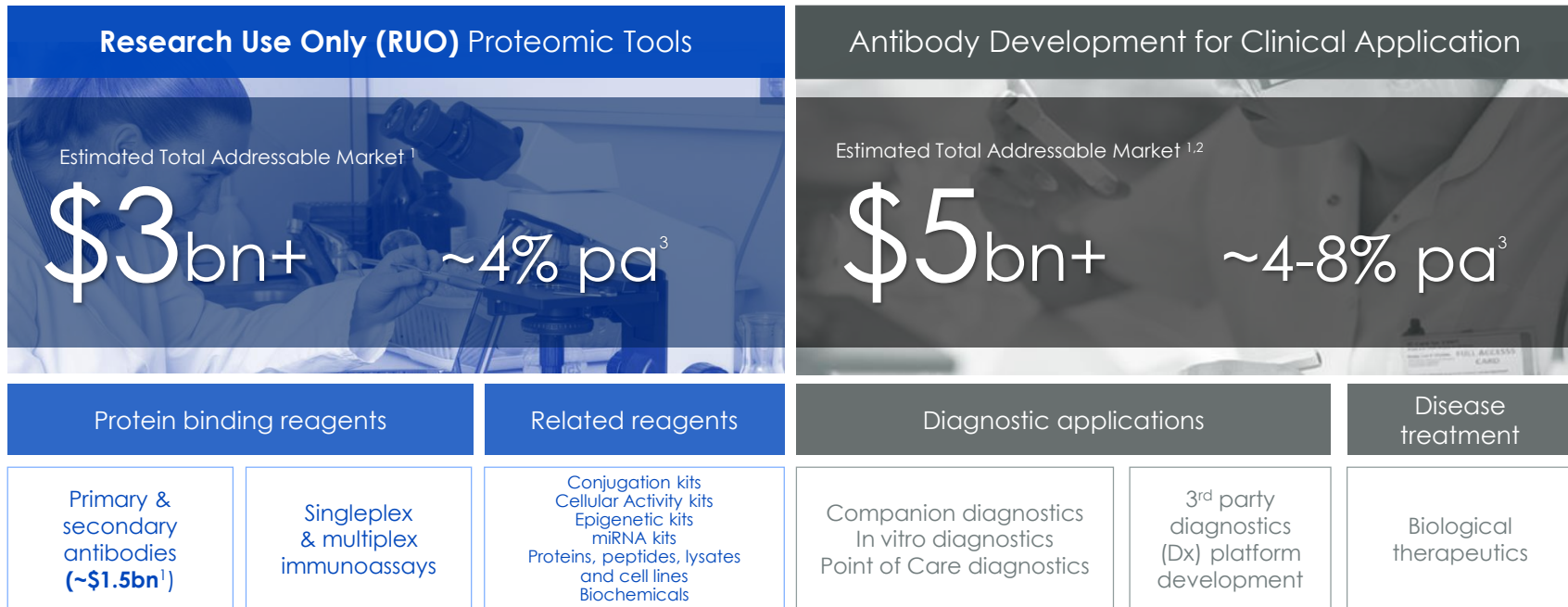
### Flash performance headlines





Addressable Market

# In-house innovation is strengthening our competitive position in an \$8bn addressable market



1. As of Calendar 2019  
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  
3. Excluding the impact from COVID-19

## Our **six priorities** to sustain growth



1.  
**Extend leadership in RUO antibodies**



2.  
**Remove innovation constraints and launch new lines**



3.  
**Be a leading discovery partner for bi-pharmaceutical organizations**



4.  
**Be a leading digital company**



5.  
**Remove scalability constraints and sustain value**



6.  
**Add new content and capabilities through acquisitions and partnerships**



## 1. Extend leadership in RUO antibodies

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

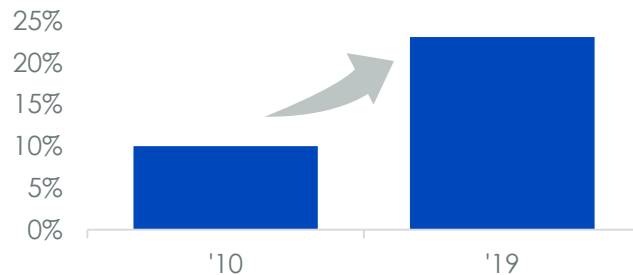
### We anticipate and serve customer needs faster through our:

- Data and analytics which provide unique insights to optimise our product offer
- Powerful data-driven innovation platform, driving antibody discovery

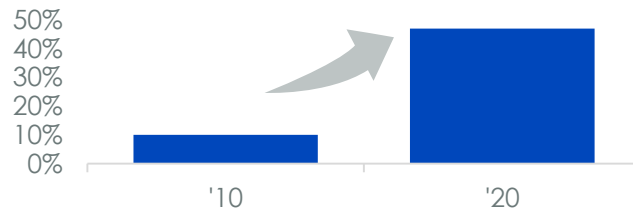
### Customers trust us due to our:

- High-quality products, ensuring conclusive, consistent and repeatable experiments
- Extensive product validation
- Personalized and swift global customer service

Abcam's global antibody citation share<sup>2</sup>



In-house innovated products, % of sales

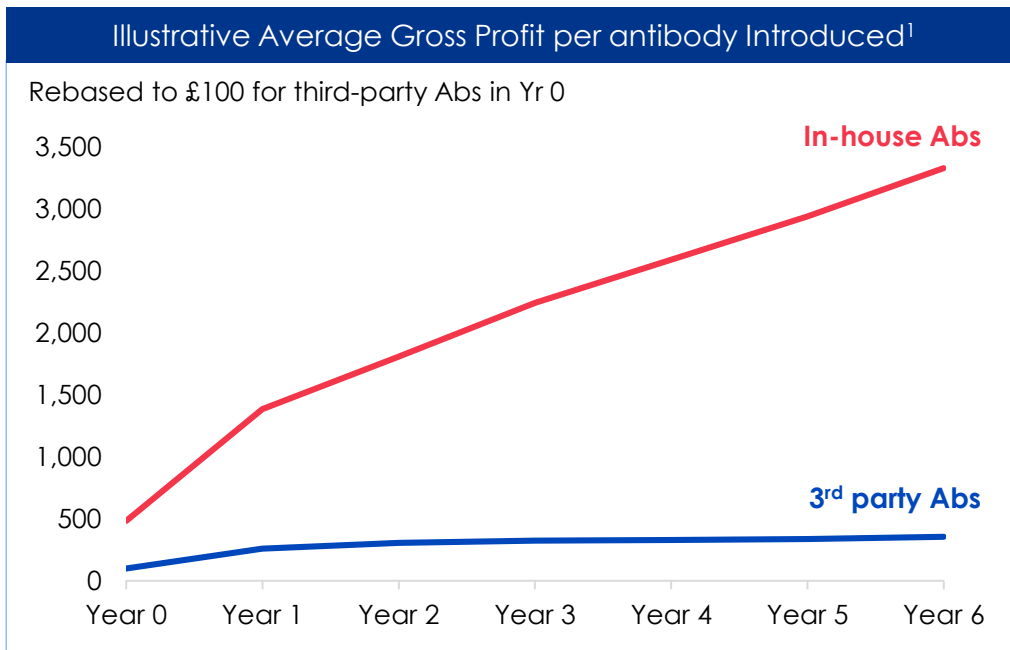




1. Extend leadership in RUO antibodies

# Transition to in-house products **drives customer engagement** and **attractive financial returns**

- **Higher customer satisfaction rates** from own products
- **Better rate of growth per molecule** from own products using our data
- **Significantly higher gross margins** from own products
- **Potential for longer revenue duration**, as products move from early stage research through to downstream uses

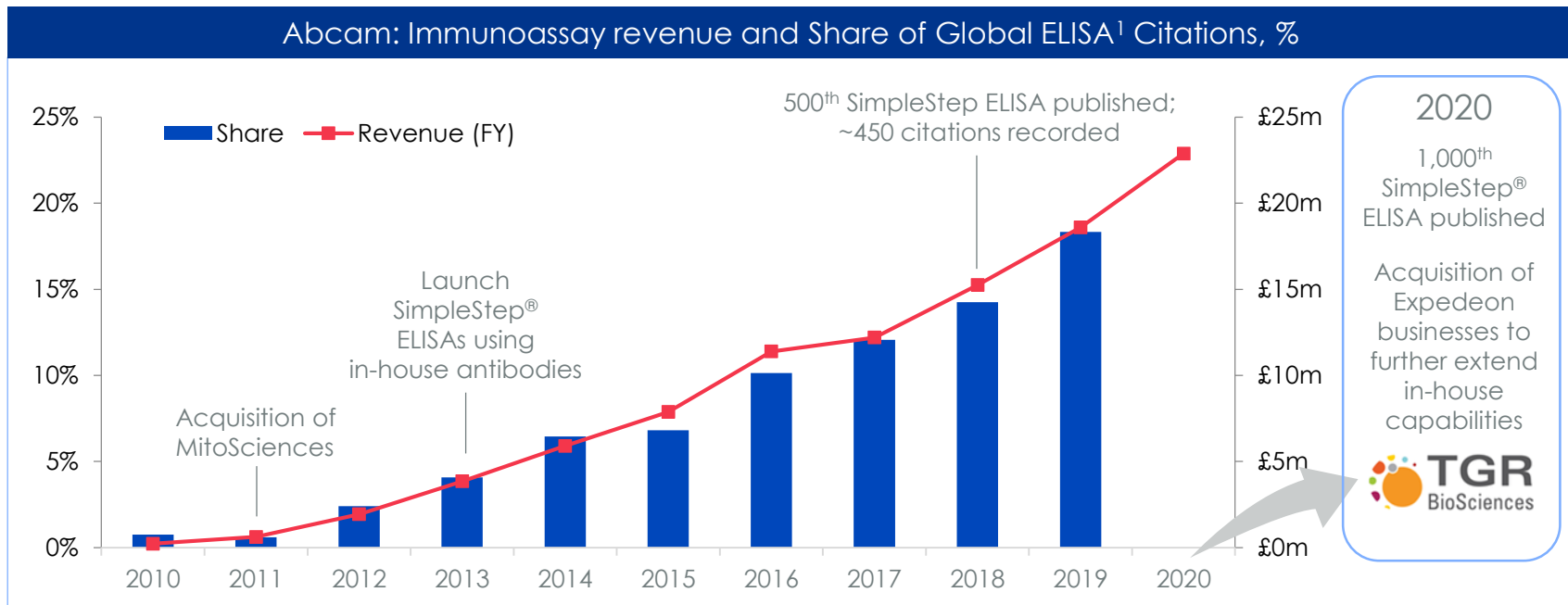


1. Illustrative average gross profit margin for primary antibodies sold by Abcam during the first six years following launch, on average based on products launched between 2011 to 2015, as compared to third-party products sold by Abcam during the first six years following launch over the same period.



1. Extend leadership in RUO antibodies

# Powered by in-house innovation, our immunoassay business has grown consistently over the last decade

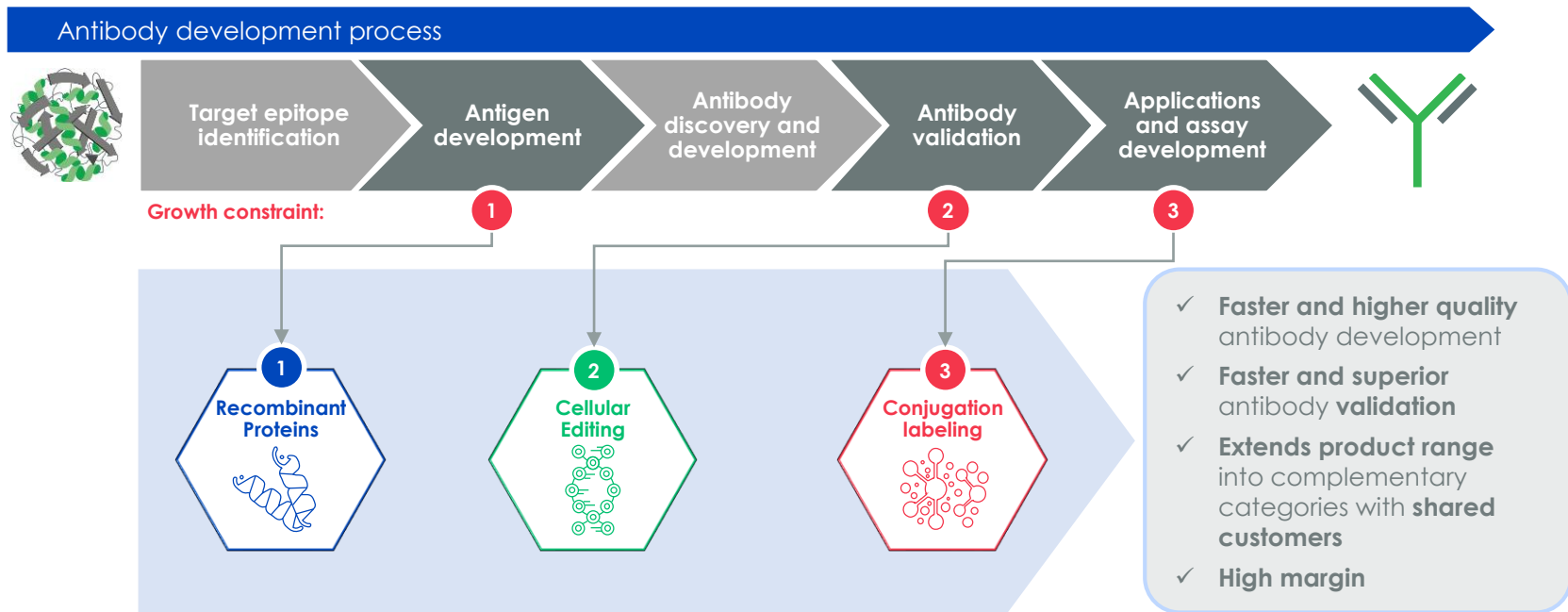


1. Enzyme-Linked Immunosorbent Assay (ELISA) is a common immunoassay test performed to detect the presence of a protein in a biological liquid sample



2. Remove innovation constraint and launch new lines

# We are moving into **logical new business areas** to further **accelerate our innovation capacity**






3. Be a leading discovery partner for bio-pharmaceutical organizations

# Our goal is to **accelerate the transition from early discovery to clinical use** through partnership with Dx/Rx organizations

- **Supporting partners across multiple areas:**
  - Lead generation, biomarker discovery
  - Dx / assay development
  - Reagents for instrument panels
- **Dedicated team to support global biopharma organisations**
- License and supply partnerships **with major Dx and instrument platforms**

**abcam**

Multiple routes to partner with best in class reagent content

<b>Immediate / Off the shelf</b>	<b>Long term, secure supply</b>
<ul style="list-style-type: none"> <li>- 8,000+ Recombinant Ab clones</li> <li>- 700+ Recombinant Pairs</li> </ul>	<ul style="list-style-type: none"> <li>- Multiple sites</li> <li>- ISO9001 or ISO13485</li> <li>- Standard or custom formulations</li> </ul>
<b>Custom discovery platforms</b>	
 <p>RabMAb®/BCC¹    NGS    Phage</p>	
<b>Licensed / Engineered</b>	<b>Out-licenced manufacturing</b>
<ul style="list-style-type: none"> <li>- Sourced / licensed for partner use</li> <li>- Engineered from existing clone</li> </ul>	<ul style="list-style-type: none"> <li><b>1</b> - Diagnostic / therapeutic clinical partners</li> <li><b>2</b> - Instrumentation partners</li> </ul>
<b>Industry leading platforms</b>	

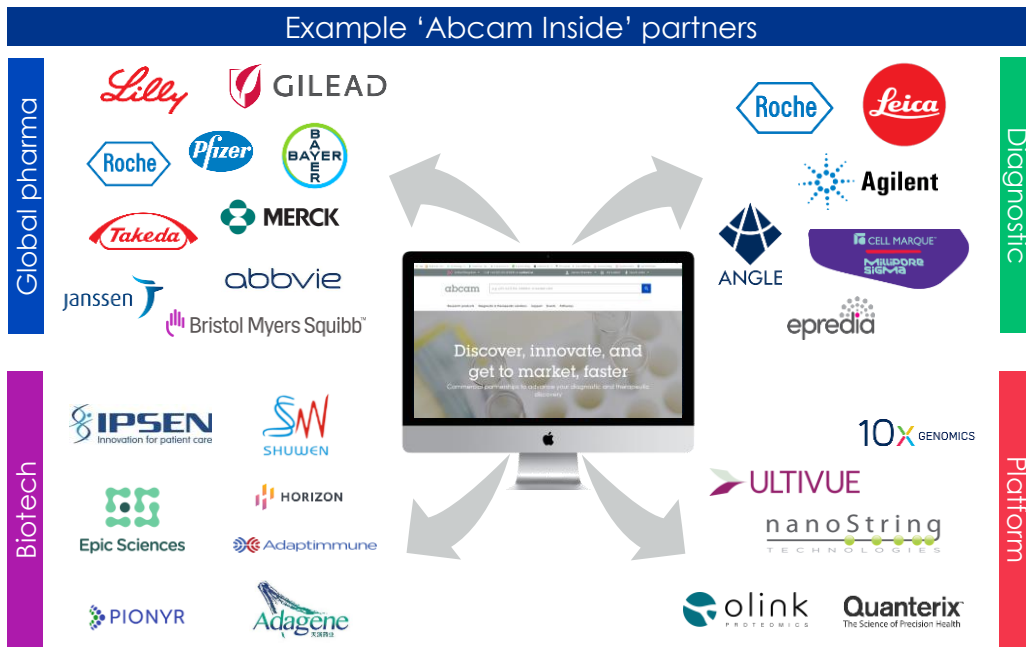




### 3. Be a leading discovery partner for bio-pharmaceutical organizations

# 'Abcam Inside' provides opportunity to **access new partners and multi-year agreements** in clinical applications

- Framework agreements in place with leading companies
- **>2,000 projects** delivered for partners since 2013
- **>500 products validated** for use on 3<sup>rd</sup> party platforms and/or for diagnostic use<sup>1</sup>
- **>300 Analyte Specific Reagents ("ASRs")<sup>2</sup>**
- **>20 FDA approved products in use by partners**



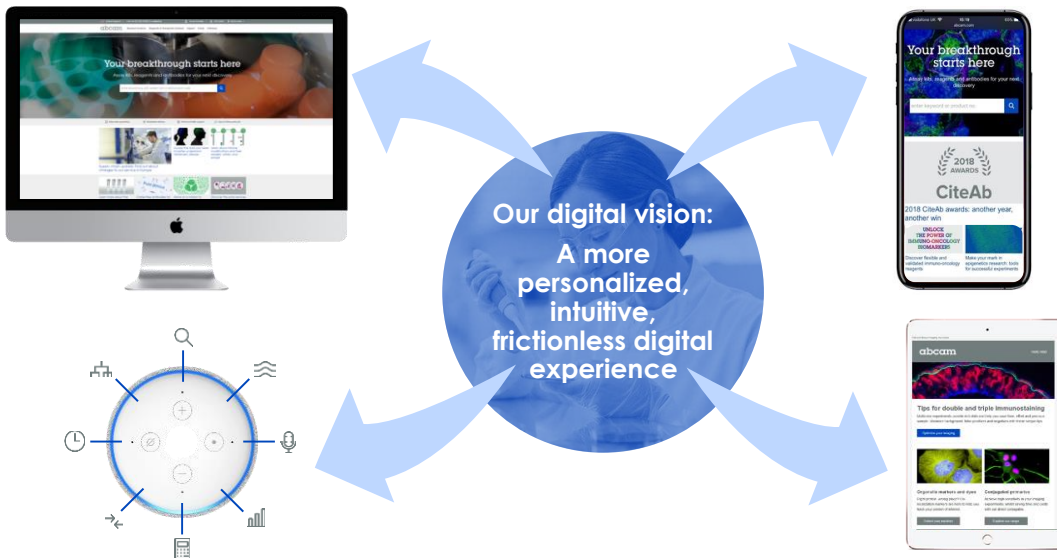
1. As at December 2020  
 2. Analyte Specific Reagents ("ASRs") are classified by the US FDA as antibodies and similar reagents which, through specific binding or chemical reaction with substances in a specimen, are approved for use in a diagnostic application by Clinical Laboratory Improvement Amendments of 1988 ("CLIA") approved labs for purposes of providing diagnostic information



#### 4. Be a leading digital company

## We see opportunity to change the customer experience, driving increased engagement, conversion and sales

- A highly personalized, digital relationship with customers
- A device agnostic, cloud-based platform, driven by artificial intelligence
- Enhanced ability to understand and anticipate researchers' needs



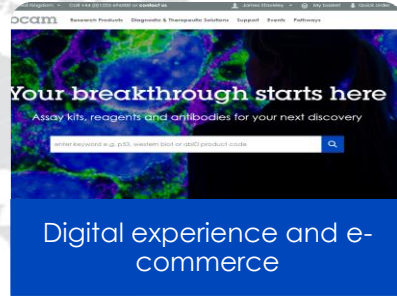


5. Remove scalability constraints and sustain value

# We are investing more now to **reduce constraints to grow faster** as Abcam 2.0



In-house innovation capabilities



Digital experience and e-commerce



Operational capacity and efficiency



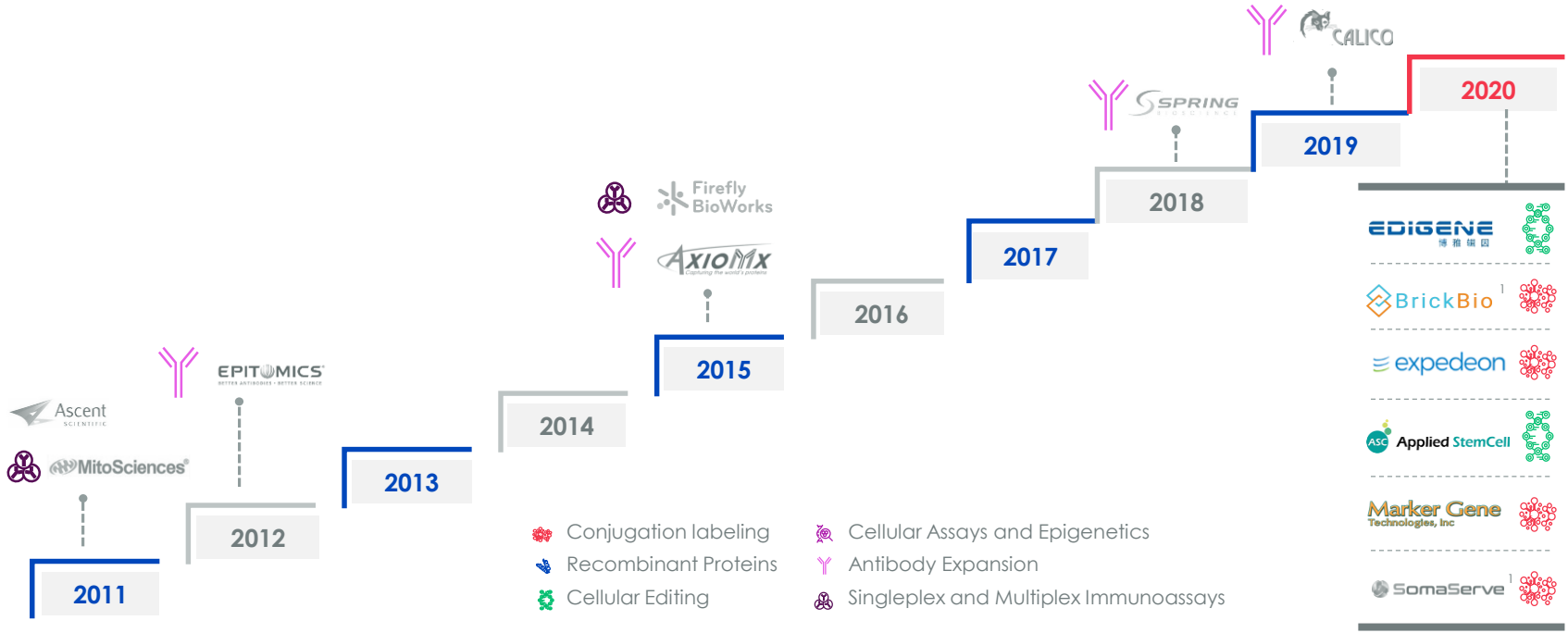
Other legacy IT

Strengthening global teams



6. Add new content and capabilities through acquisitions and partnerships

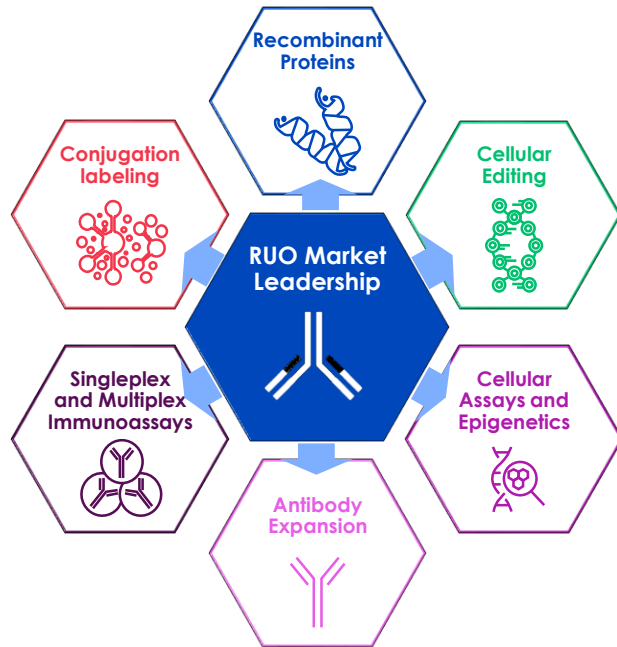
# When we find **attractive opportunities to supplement organic growth with acquisitions**, we have done and will continue to do so





6. Add new content and capabilities through acquisitions and partnerships

# Pursuit of attractive opportunities to augment organic plans continues



## Acquisition Criteria



High-quality biological portfolios



Focus on breakthrough innovation opportunities in areas where there are few or no tools



Opportunistic acquisitions in existing and adjacent customer segments to accelerate growth, expand geographic coverage and augment capabilities and workflow solutions

Sustainability

# We are committed to building a sustainable enterprise

**Our Impact 2020**  
Creating sustainable value

**Sustainability Performance Measures**

**Products**  
Customer NPS: +56  
In-house product revenue as % of total catalogue: 47.1%  
Product satisfaction rate (12-month rolling): 98.68%

**People**  
Lost days due to Health & Safety: 2

**Planet**  
Carbon emissions (Scope 1 & 2, Global): 4,752 tCO<sub>2</sub>e  
Waste to landfill: 77.5 tonnes

**Our sustainability framework**  
Our sustainability framework weaves together our purpose, culture and strategy, and sets out our priority areas – Products, People, Partners and Planet – along with ten long-term sustainability commitments. It aligns to (but is not limited to) the UN SDGs and it will measure the things that matter most, based on our materiality assessment.

**Our 10 long-term sustainability commitments**

**Our strategic model for sustainable social and financial value creation**

**Our 10 long-term sustainability commitments**

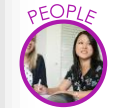
**Our sustainability framework**

**GRI** **SUSTAINABLE DEVELOPMENT GOALS** **THE GLOBAL COMPACT**  
ABCAM SUPPORTS THE SDGs WE SUPPORT

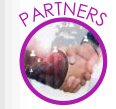
## Our 10 long-term sustainability commitments



1. Increase product quality **to reduce wasted R&D resources** and **accelerate the transition of early-stage research to impact on society**
2. Ensure **ethical production** across our supply chain and **reduce animal use**
3. Provide **exceptional product support**



4. **Attract, retain & develop** talent to enable growth
5. Promote **diversity, inclusion and gender equality**
6. **Protect data and privacy**
7. **Inspire the next generation of scientists** and promote access to STEM careers



8. **Increase our impact** through long term, mutually beneficial **relationships based on trust**
9. **Uphold ethical standards** across our value chain



10. **Reduce our environmental impact**

Summary

## Positioned for continued growth and value creation

- **Talented team and strong culture**
- **Sustainable and durable growth opportunities** within large, attractive addressable markets of \$8bn+
- **Strong foundation**, 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 investment plans** developed to sustain and increase our growth potential with attractive return profile, build the enterprise and deliver shareholder-value creation





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