AbCellera

BANK OF AMERICA

TECHNOLOGY SOLUTIONS FOR DRUG DISCOVERY

Carl Hansen, CEO

SEPTEMBER 20, 2021

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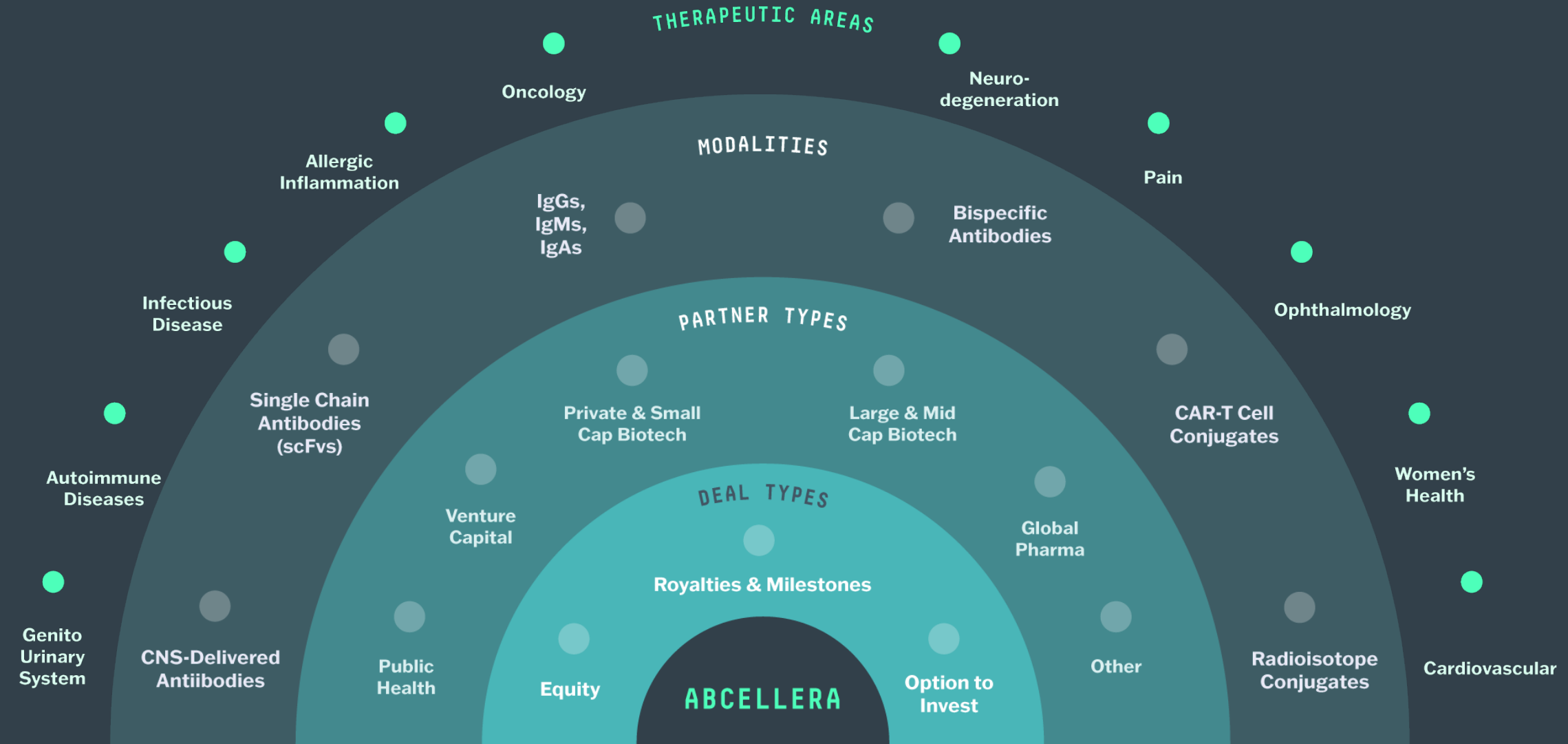
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ABCELLERA

DRUG DISCOVERY FASTER, MORE EFFICIENT & MORE COST EFFECTIVE.



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THE PROBLEM

LIMITED TECH & LIMITED ACCESS LIMITS IMPACT

Drug developers focus on getting one drug candidate to the finish line. The result is a chronic underinvestment in the technologies to make the process of drug development better.

Drug development **fails too often**, **takes too long** and **costs too much**.

~$3 billion

The average cost of drug development.

+

~9.4 to 12 years

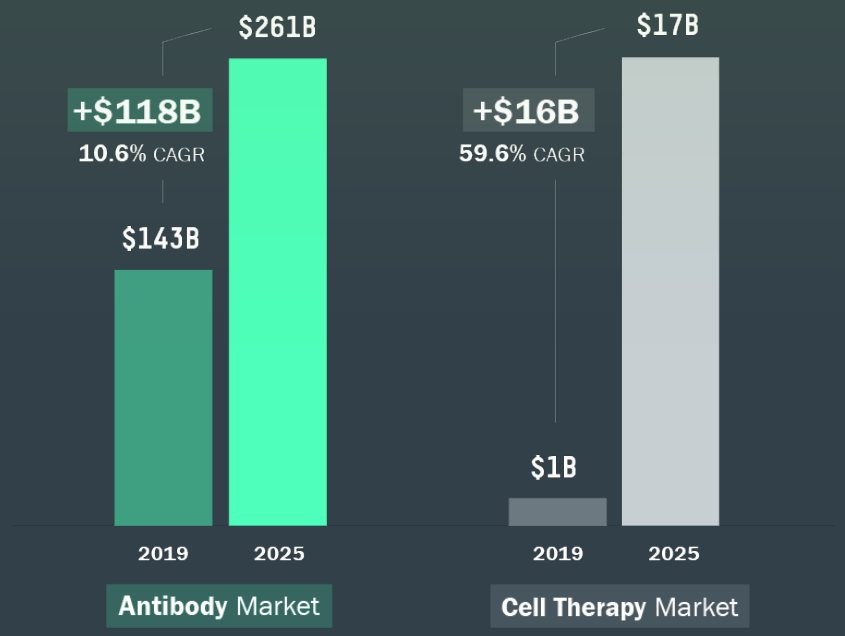
The time it takes an average antibody drug from initiation to approval.

>90% failure rate

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BREAKING BOTTLENECKS IN A $140B+ ANTIBODY THERAPEUTICS MARKET.

New technologies and a **new business model** are needed to lead antibody discovery and capture the antibody-based therapeutic market.



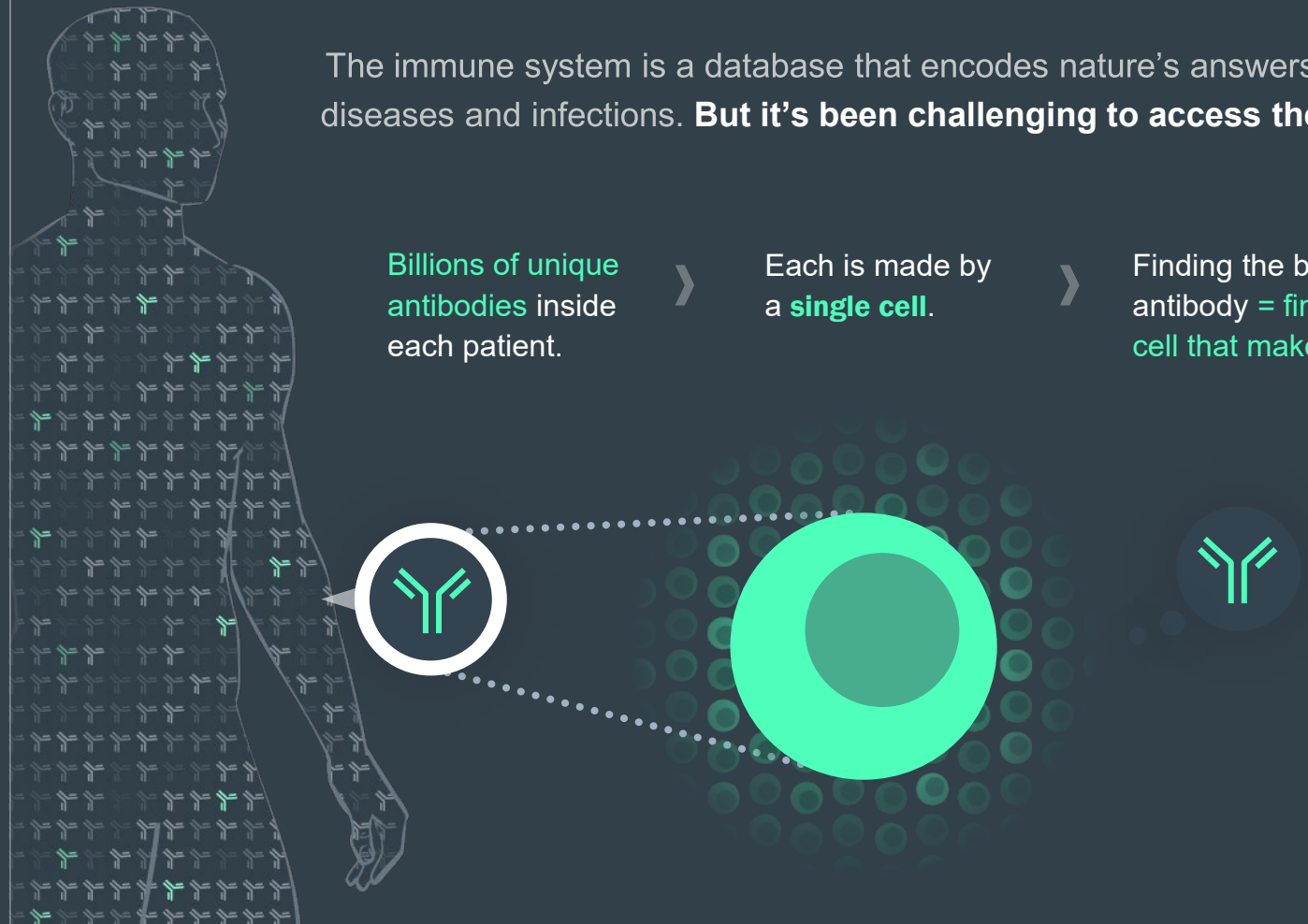
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THE OPPORTUNITY

UNLOCK THE NATURAL ANTIBODY DATABASE TO FIND NEW TREATMENTS.

The immune system is a database that encodes nature's answers for fighting diseases and infections. **But it's been challenging to access the database.**

Billions of unique antibodies inside each patient. › Each is made by a **single cell**. › Finding the best antibody = finding the cell that makes it.



Powered by over 500 million years of evolution.

Antibodies created by natural immune systems benefit from selection, quality assurance and optimization. ~92% of approved antibody drugs are derived from natural immune systems.

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REVITALIZE DRUG DISCOVERY WITH MODERN TECHNOLOGIES

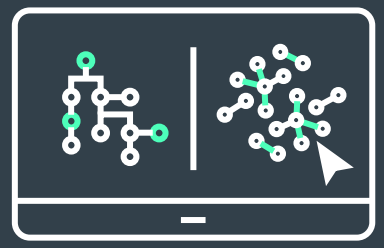
We believe our technology advantage comes from combining three things:

1



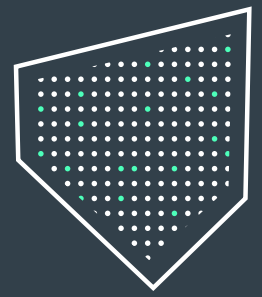
Proprietary technologies that can generate massive multidimensional antibody datasets

2



Custom software to aggregate, store and maintain data

3



Artificial intelligence and powerful **computational tools** to extract actionable information from this data

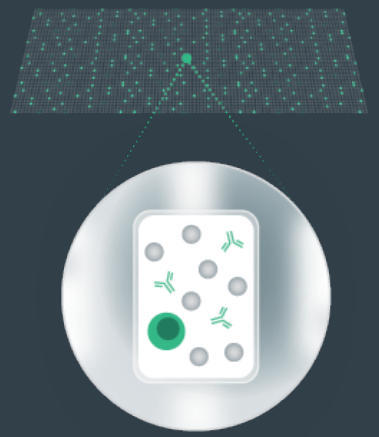
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Data clouds (dots) generated at each step **fuel and compound insights** about antibodies, revealing **rare ones with the desired qualities**

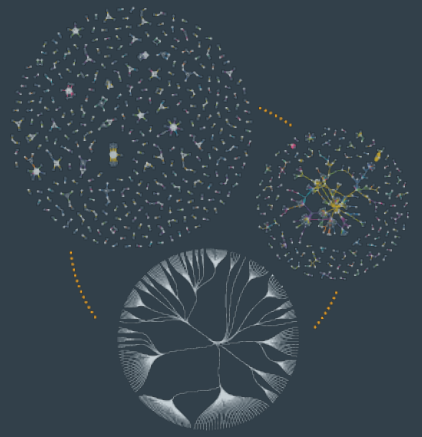
	SOURCE	SEARCH	FIND	ANALYZE	ENGINEER	DELIVER
SCOPE						**Lead Antibody Candidate(s)** FOR DEVELOPMENT
SCALE	**immune response** FROM ANY SPECIES	**millions** OF IMMUNE CELLS	**hundreds** OF UNIQUE ANTIBODIES WITH DESIRED PROPERTIES	**dozens** OF CANDIDATES WITH CHARACTERIZED PROPERTIES	**a few** FULLY CHARACTERIZED & VALIDATED LEAD CANDIDATES	
ENABLING TECHNOLOGY	**Optimized Immunization** FROM ANY SPECIES, ANY TARGET	**High-Throughput Single-Cell Screening** TO SEARCH IMMUNE CELLS	**Automated Single-Cell Genomics + Repertoire Profiling** PERFORMED IN PARALLEL	**Customized Bioinformatics + Visualization** OF SELECT CHAINS	**High-Throughput Expression + Bioanalytics** OF HIGH-CONFIDENCE PAIRED CHAINS	

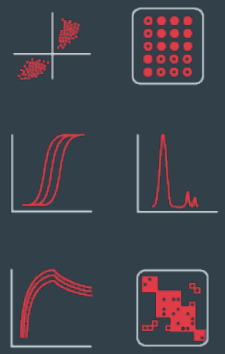
ITERATIVE













Customizable Functional & Bead-Based Assays

Single-Cell & Immune Repertoire Sequencing

Lineage & Clonal Family Mapping

Characterization & Validation

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FORWARD INTEGRATION TO ACCELERATE DRUG DEVELOPMENT

ABCELLERA DEVELOPMENT × **PARTNER DEVELOPMENT** = **COMMERCIAL SALE**

Phase 1 → **Phase 2** → **Phase 3 & Approval**

Antibody Discovery

TECH STACK

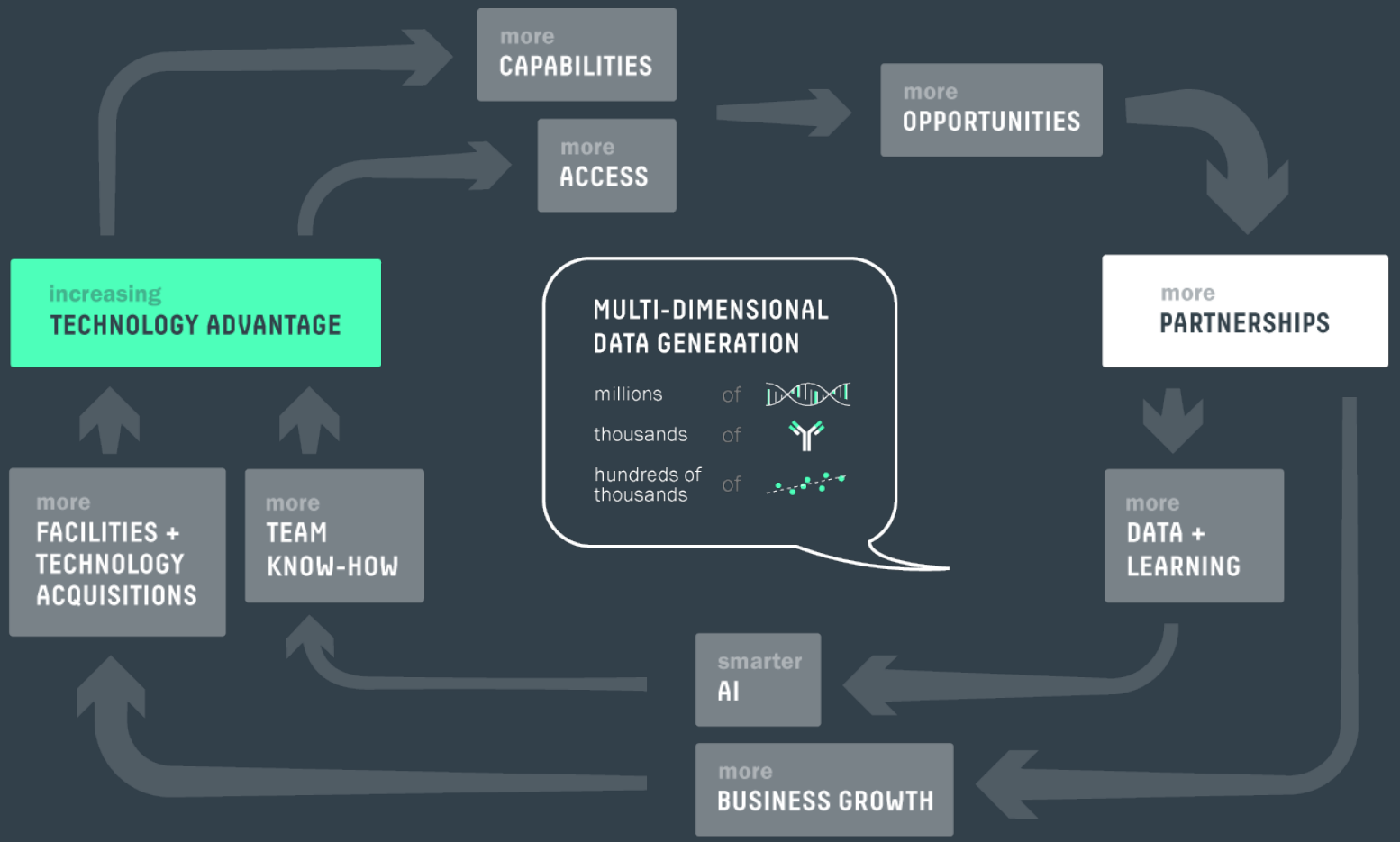
Preclinical

Expansion into GMP / CMC manufacturing:



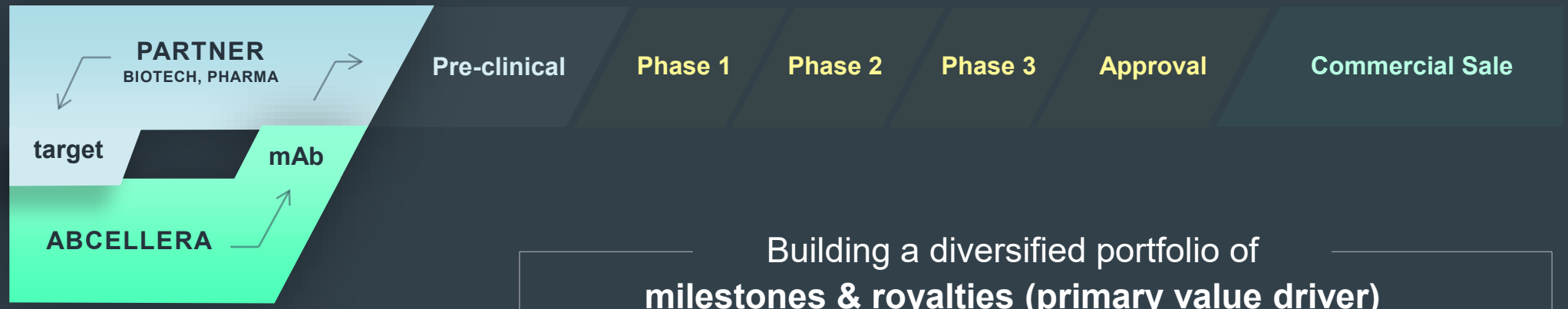
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CENTRALIZATION TO DRIVE A FLYWHEEL OF **CONTINUOUS LEARNING** & **DATA SCIENCE.**



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HELP THE INDUSTRY & **SHARE IN THE SUCCESS.**



Building a diversified portfolio of
milestones & royalties (primary value driver)

DISCOVERY RESEARCH FEES

Near-term revenue from research payments (**capital efficient**)

\+ **MILESTONES**

Multimillion dollar potential clinical and commercial milestone payments

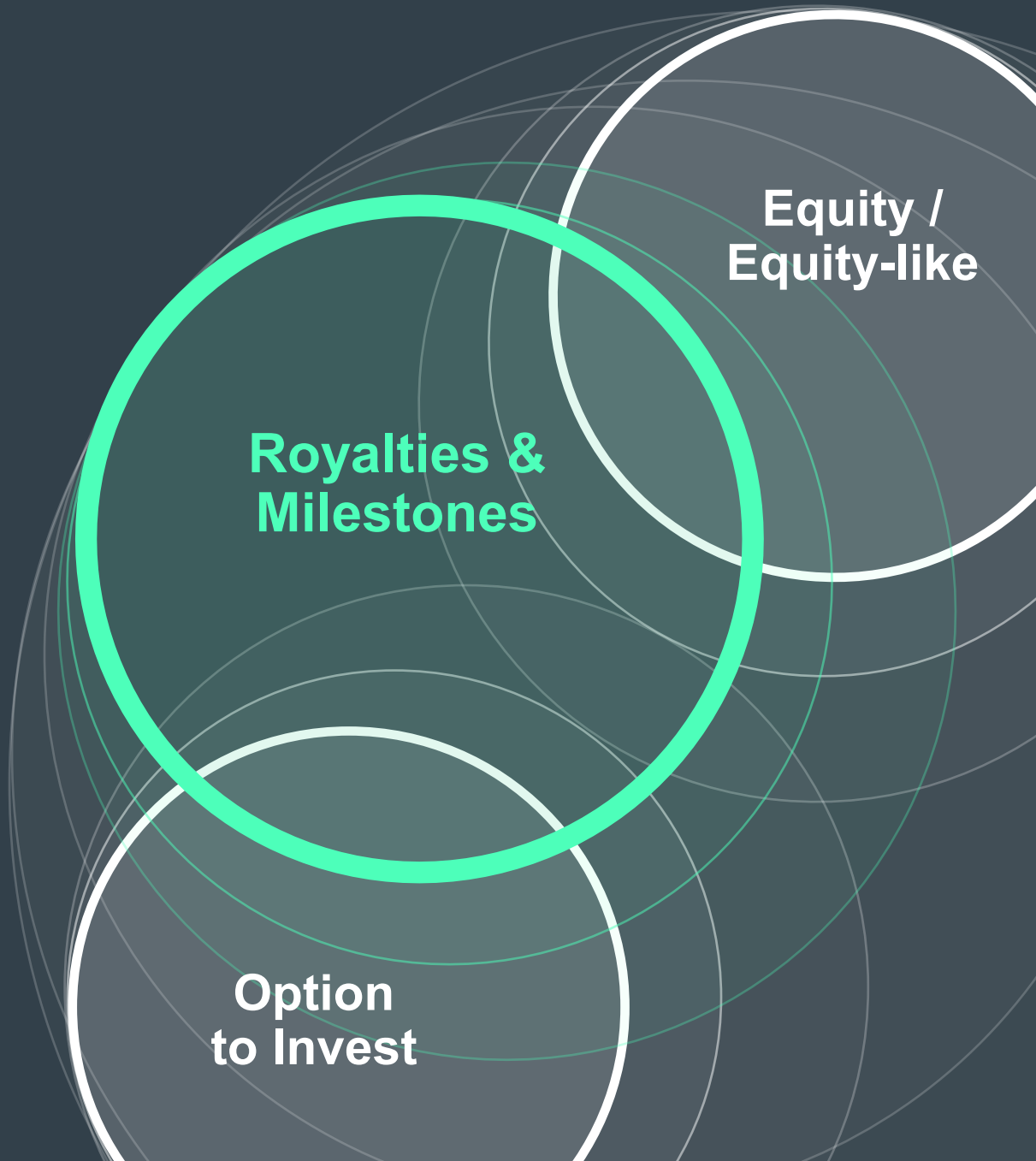
\+ **ROYALTIES**

Majority of risk-adjusted value from royalty on commercial therapeutic sales

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CREATE & CAPTURE VALUE WITH **DEEPER POSITIONS**

Diverse deal structures provide the opportunity to deepen our position in successful molecules:



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PARTNERING WITH DRUG DEVELOPERS OF **ALL SIZES**

moderna · Lilly · GILEAD · BILL & MELINDA GATES foundation · DENALI · NOVARTIS

REGENERON · Autolus · gsk · teva · SANOFI · Pfizer · DARPA

EQRx REMAKING MEDICINE · KODIAK · MERCK · Ablynx A SANOFI COMPANY · Lyell · Invetx · igm biosciences

+ UNDISCLOSED PARTNERS

including large cap pharmaceutical and biotechnology companies of all sizes

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DIVERSE PORTFOLIO THAT ALREADY COVERS MOST THERAPEUTIC AREAS

138 + PROGRAMS UNDER CONTRACT



oncology / neuro-degeneration / pain

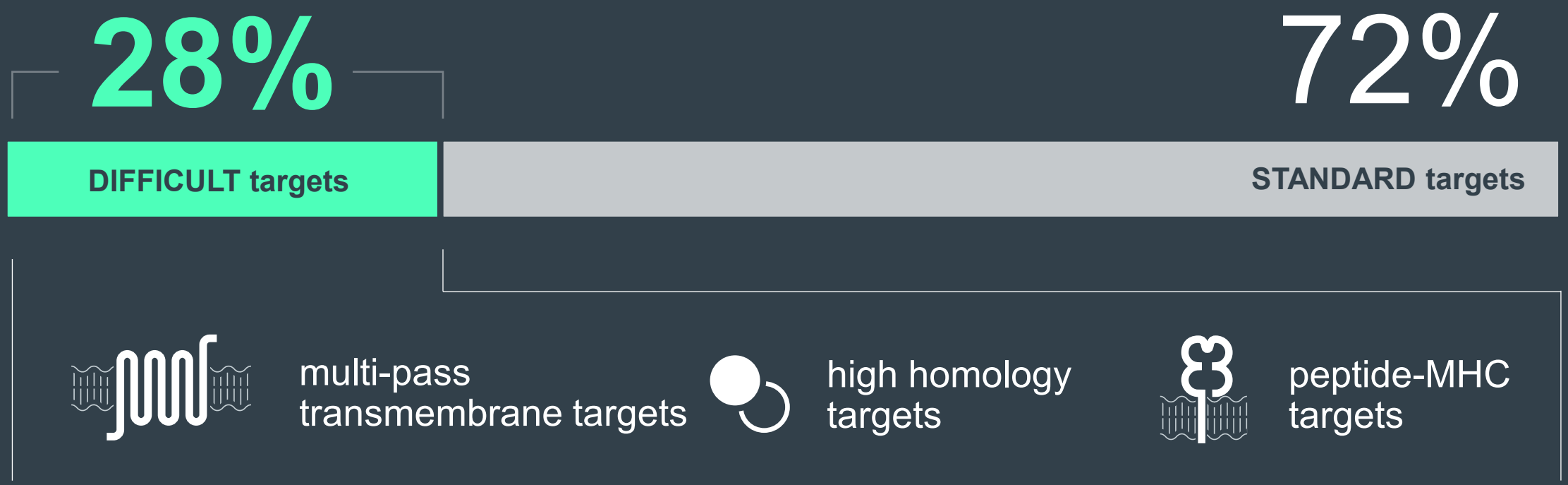
allergic inflammation / ophthalmology / infectious disease

autoimmune diseases / women's health / genitourinary system / cardiovascular

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UNLOCK NEW TARGETS

Our partners look to us to unlock new targets across a range of target types. For targets that have been selected by our partners, a third include challenging, high-value targets:



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EMPOWER NEW MODALITIES FOR NEXT-GEN THERAPIES

Our platform is an operating system designed to support many next-gen modalities, including:



IgGs, IgMs, IgAs



bispecific antibodies



single chain antibodies



radioisotope conjugates



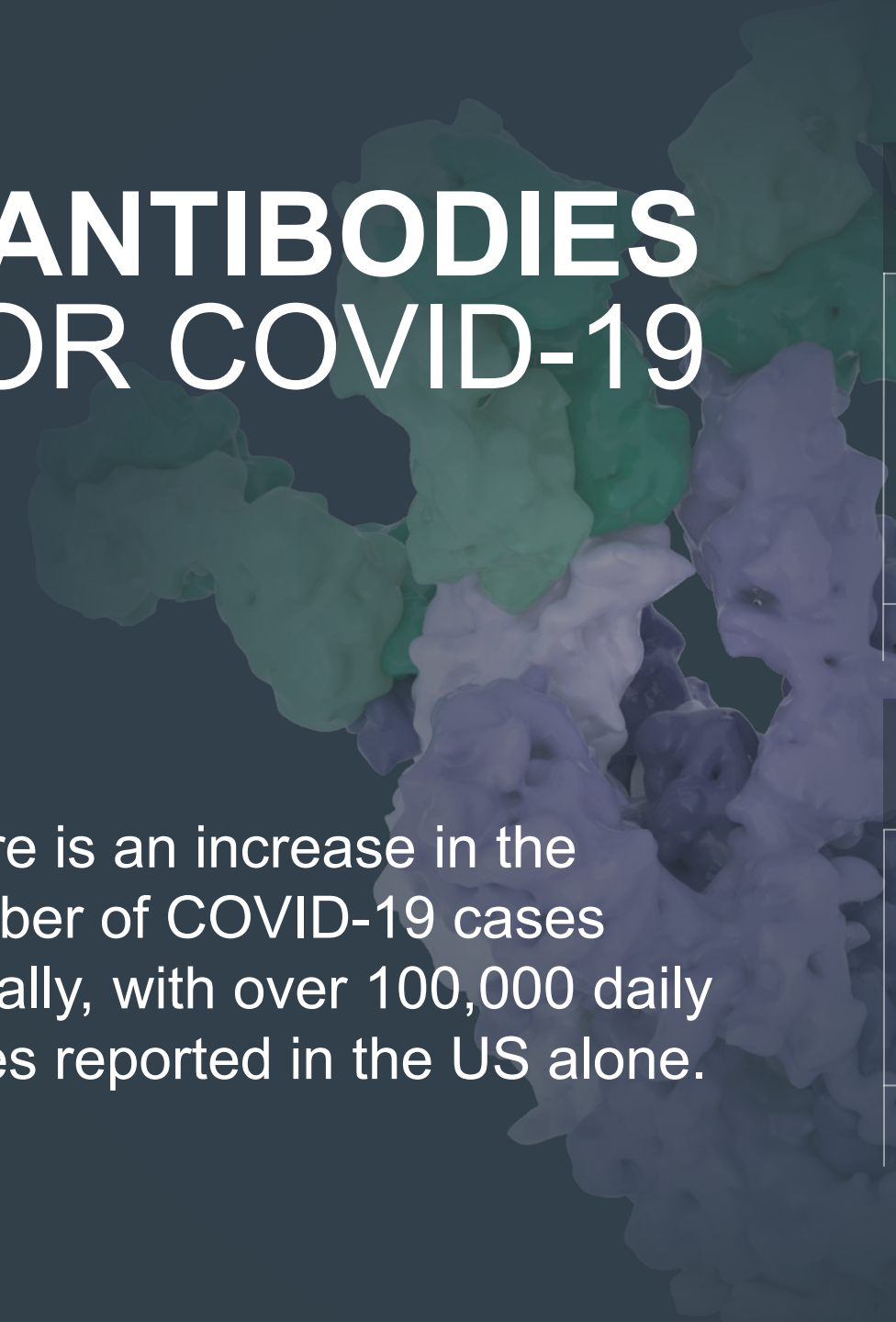
CAR-T Cell therapies



CNS-delivered antibodies

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2 ANTIBODIES FOR COVID-19



There is an increase in the number of COVID-19 cases globally, with over 100,000 daily cases reported in the US alone.

bamlanivimab + etesevimab

Bamlanivimab alone and together with etesevimab has been used to treat more than 535,000 patients, potentially preventing 20,000+ hospitalizations and 10,000 deaths.

Effective against **Delta variant***

bebtelovimab

Currently in Phase 2 clinical trials alone and in combination with bamlanivimab and etesevimab.

Effective against **variants** of concern, including the **Delta variant***

* Shown to be effective against the Delta variant in preclinical studies

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THANK YOU



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