CORPORATE OVERVIEW

Bloom Burton & Co. Healthcare Investor Conference 2023

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AbCellera **is an antibody discovery engine** that delivers optimal clinical candidates to the clinic – and to patients – with **greater precision and speed.**



HYPOTHESIS

Investments in technology can **improve the productivity of drug development.**

PHILOSOPHY

Long-term value creation begins with building a great company that can **create multiple products.**

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DRUG DEVELOPMENT HAS THREE STEPS.

Target Identification

IDEATION

Drug Discovery

1000+ steps

regulations, technology, science, manufacturing, lab space, talent

PRODUCT CREATION

3 to 5 years

Clinical Development

PRODUCT TESTING

7 to 10 years

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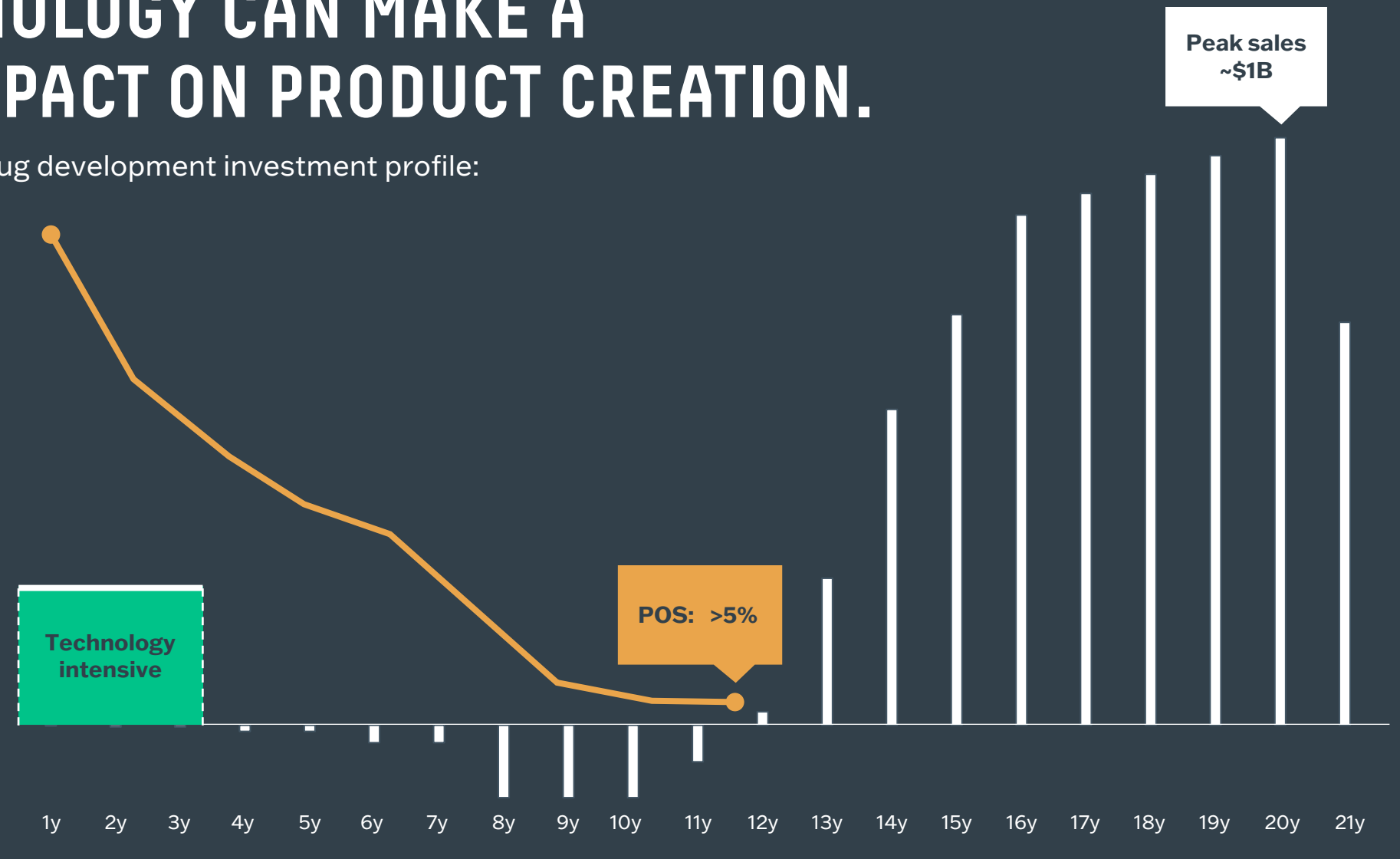
TECHNOLOGY CAN MAKE A BIG IMPACT ON PRODUCT CREATION.

Illustrative drug development investment profile:



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STRATEGY #1

Be best in world in antibody therapeutics from **target to the clinic**.

STRATEGY #2

Build a **large and diversified portfolio of stakes** in future antibody therapeutics.

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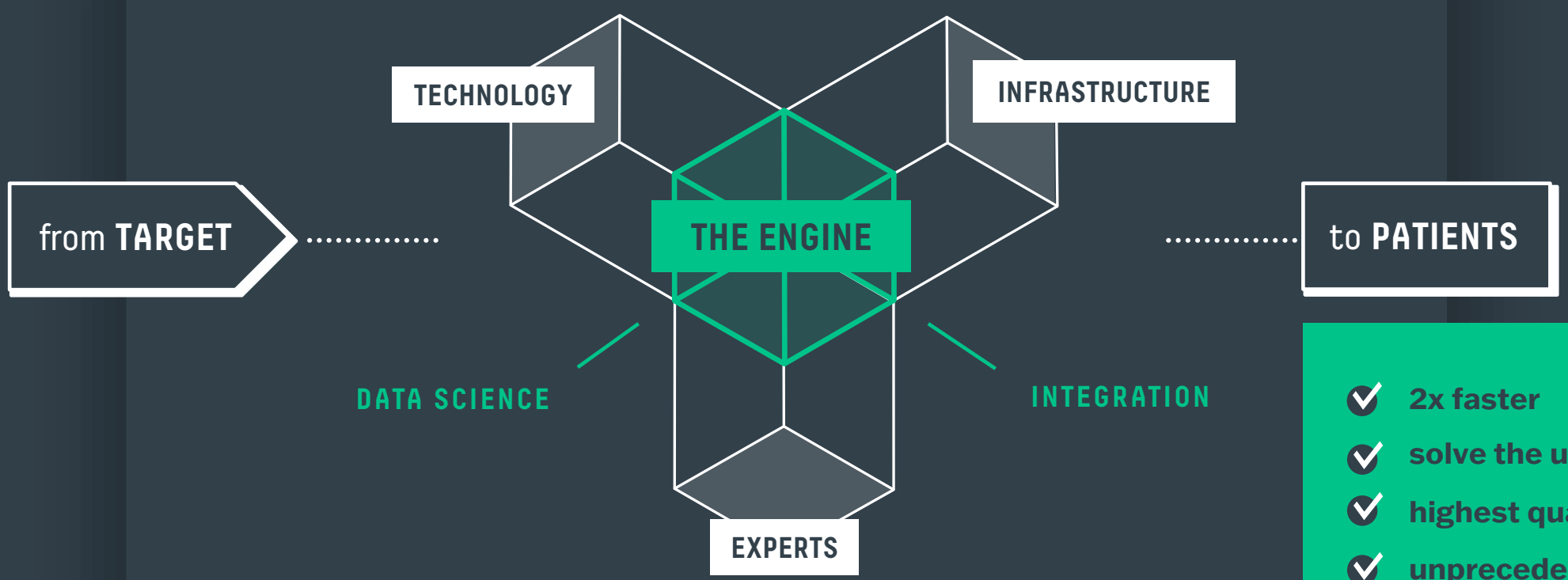
STRATEGY #1

Be best in world in antibody therapeutics from **target to the clinic**.



- 2x faster
- solve the unsolvable
- highest quality
- unprecedented scale

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- **SPEED**

$100M+

NPV

by **accelerating approval** of an average antibody drug by 1 year

Billions

sales, profit, value

by being **first to market**

- **NEW MARKETS**

$100B+

new market opportunities

unlocked by **drugging the undruggable**

- **LEVEL THE PLAYING FIELD**

$50M+

small biotech savings

from not having to **reinvent the wheel**

Best-in-world capabilities create value.

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STRATEGY #2

Build a **large, diverse portfolio** of stakes in future antibody therapies.

PARTNER-INITIATED PROGRAMS

TECHNOLOGY-DEVELOPMENT

Discovery Programs



Co-Development Programs



Pre-Partnered Programs



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PARTNER-INITIATED PROGRAMS

Discovery Programs



TARGET

Partner-initiated

DEAL TERMS

- Upfronts and research fees
- Clinical milestones
- Single-digit royalties on net sales

High volume deals with highly diversified positions and high ROI.

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PARTNER-INITIATED PROGRAMS

Co-Development Programs



TARGET

Partner-initiated

DEAL TERMS

- Upfronts, clinical milestones, and royalty position
- PLUS option to co-invest in program development to maintain up to a 50% ownership position

Low volume deals with optionality for concentrated positions.

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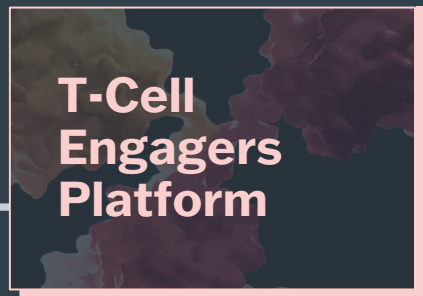
TECHNOLOGY-DEVELOPMENT

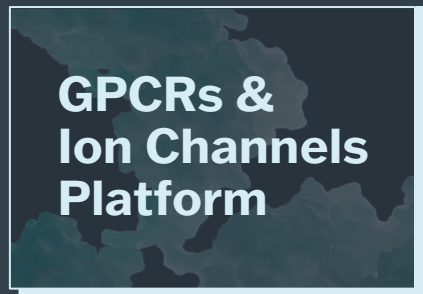
Pre-Partnered Programs





T-Cell Engagers Platform

Untapped market opportunity in an area with a **high technical barrier** to entry and a rich target space that includes **many targets.**



GPCRs & Ion Channels Platform

High-value, **well-validated targets** that have been **intractable** using fragmented approaches and traditional technology.



Pandemic Response Platform

Tech-intensive challenge requiring **complex integration** to deliver antibody therapies quickly and bring **new treatments to** address emerging **variants.**

Technology development efforts with potential to generate first-in-class wholly-owned assets.

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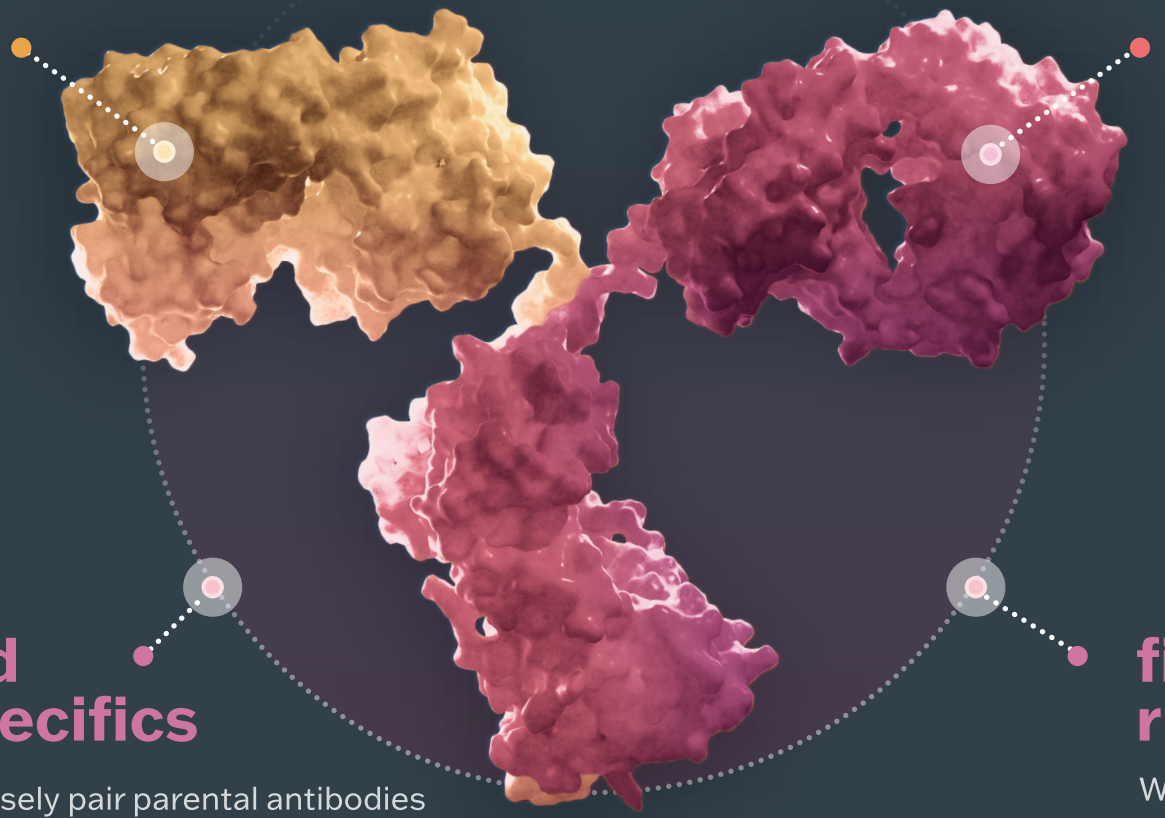
BRING BEST-IN-CLASS T-CELL ENGAGERS TO THE CLINIC, FASTER

strike the right balance

We have developed hundreds of CD3-binding antibodies that are **differentiated from commonly used molecules**.



hit tumor targets

We streamline discovery of highly specific and developable tumor-binding antibodies for **diverse tumor targets**.

build bispecifics

We precisely pair parental antibodies with our **clinically validated** bispecific engineering platform, OrthoMab™.

find the right match

We identify the optimal pair with **high-throughput functional and biophysical assays**.

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PORTFOLIO DIVERSIFIED ACROSS MODALITIES, PARTNER SIZE, AND DEAL TYPE.

69
partner-initiated discovery program starts*

6
partner-initiated co-development program starts*

12
pre-partnered program starts (TCE, GPCR, ion channel, Covid-19)

40
partners

8
molecules in the clinic

2
authorized antibody therapies

*With downstream participation



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ONE DECADE OF ENGINE BUILDING.

investments

~500
employees across
4 countries and 3 continents

650K+
sq.ft. of facilities
lab, office, & manufacturing spaces by 2024

$500M+
platform investments

capitalization

$800M+
in equity raised since 2012

$150M+
in government contracts and financing

30% +
held by employees & directors

financials

$900M+
in total cash, cash equivalents & marketable securities

$400M+
in accumulated earnings since 2012

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2/3 TECHNOLOGY & COMPANY BUILDING

PRE-PARTNERED PROGRAMS

- GPCRs and ion channels
- T-cell engagers
- Pandemic response (COVID-19)

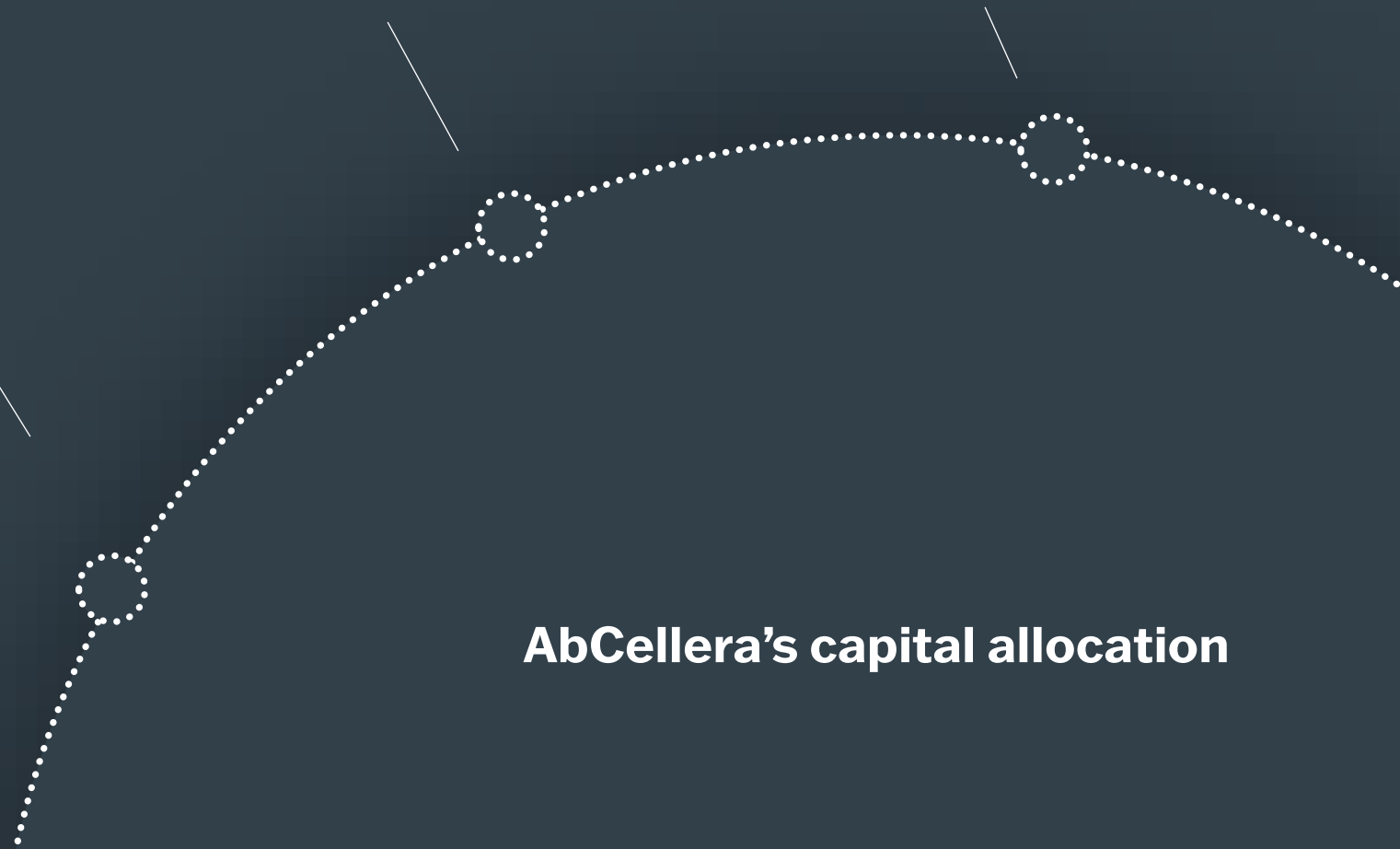
PEOPLE & PLATFORM

- Team development
- Data science
- Translational science
- Manufacturing

1/3 PARTNERING

PARTNERED PROGRAMS

- Deal quality, not volume
- Deeper partnerships that get partners to the clinic
- Execute on and expand existing partnerships



AbCellera's capital allocation

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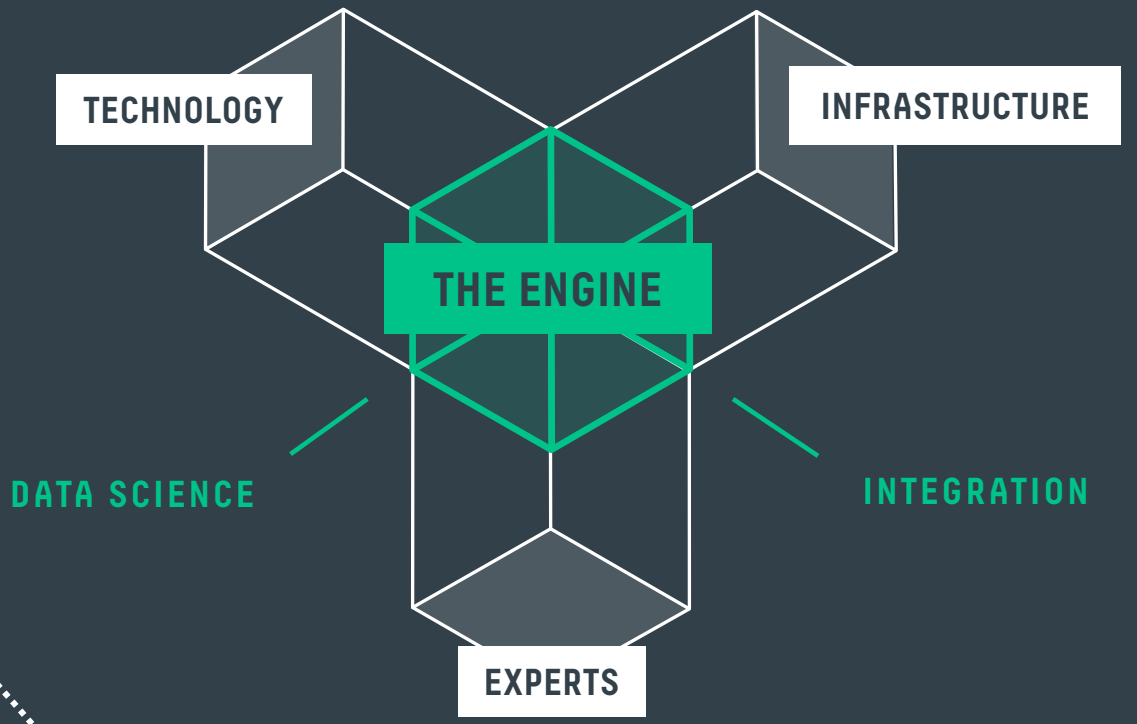
IT'S BECAUSE IT'S HARD THAT IT'S VALUABLE & IT'S DEFENSIBLE.



AbCellera's competitive moat

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This is what's needed to **solve the problem.**

FROM **TARGET**

TO **DRUG**



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THANK YOU



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