BRINGING BETTER MEDICINES TO PATIENTS, FASTER

Jefferies London Healthcare Conference 2023

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AbCellera is building an engine that can repeatedly generate **first-in-class** and **best-in-class antibody medicines**.



HYPOTHESIS

Investments in technological capability can **improve the productivity of drug development**.

PHILOSOPHY

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

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~$400B* market for antibody medicines

Drug discovery is complex. The most important drivers for **increasing productivity** in drug development are new insights into the biology of disease and **novel solutions to challenging problems**.

Target Identification

Drug Discovery & Pre-Clinical Development

1000+ steps

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

Clinical Development

IDEATION

PRODUCT CREATION

3 to 5 years

PRODUCT TESTING

7 to 10 years

*Market Size by 2030 *Source: IQVIA*

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Building a portfolio of **deepening stakes** in future antibody drugs with **3 approaches**.

PARTNER-INITIATED PROGRAMS

TECHNOLOGY DEVELOPMENT

1. Discovery Programs



2. Co-Development Programs



3. Internal Programs



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PARTNER-INITIATED PROGRAMS

1. Discovery Programs



TARGET SELECTION

Partner-initiated
Based on novel ideas

DEAL TERMS

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

Assemble a large, diversified portfolio with high potential ROI based on promising novel ideas.

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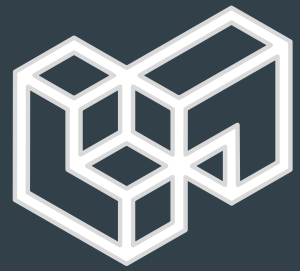
PARTNER-INITIATED PROGRAMS

2. Co-Development Programs



TARGET SELECTION

Joint

DEAL TERMS

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

Jointly pursue opportunities to add more value and take more concentrated positions.

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3. Internal Programs



T-Cell-Engager Platform	5 starts
GPCR & Ion Channel Platform	6 starts
Pandemic Response Platform	1 start

12 program starts*

Use **best-in-class** capabilities to generate **first-in-class** assets.

* As of December 31, 2022

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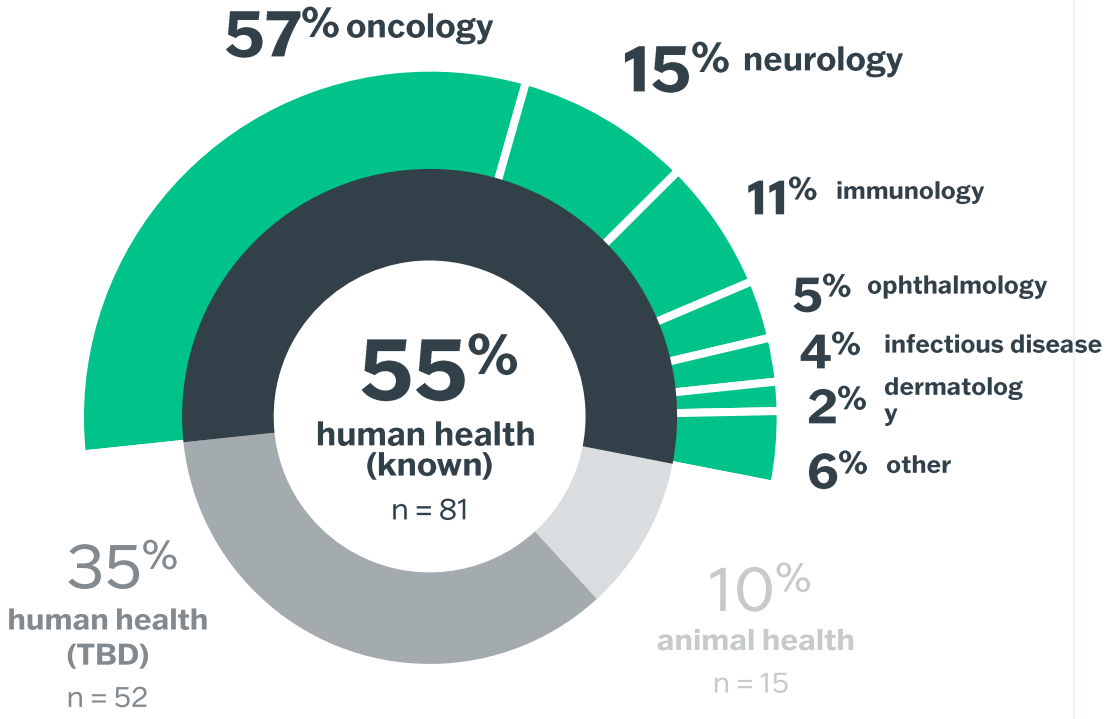
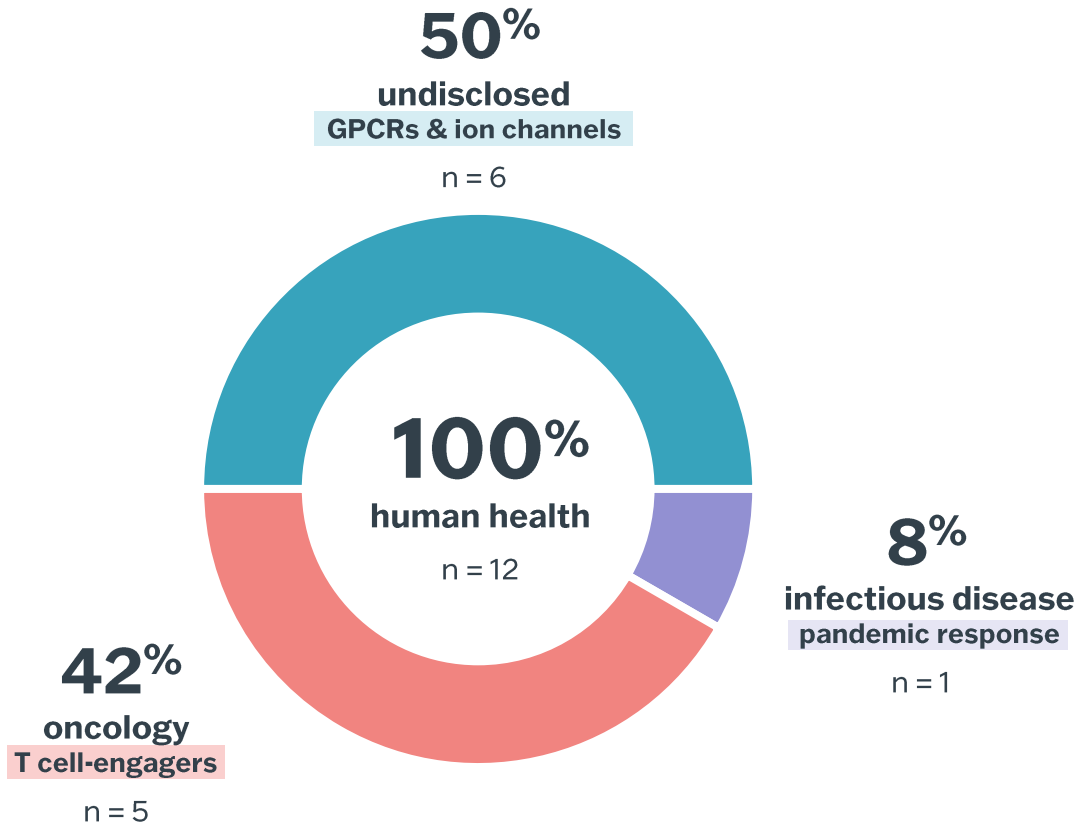
Leverage **teams & technology** to build a diversified portfolio & internal pipeline of first-in-class & best-in-class therapeutics.





148 Partner-Initiated Programs *

under contract with downstream participation are diversified across these therapeutic areas

12 Internal Programs *

started across these therapeutic areas

* As of December 31, 2022

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The portfolio is diversified across modalities, partner size, and deal type.

110* partner-initiated discovery program starts**

6* partner-initiated co-development program starts**

12† internal program starts (TCE, GPCR, ion channel, Covid-19)

42 partners

10 molecules in the clinic

2 assets committed to advance into IND-enabling studies

* As of September 30, 2023; † As of December 31, 2022

** With downstream participation

REGENERON, Lilly, moderna, gsk, Incyte, Prelude THERAPEUTICS, NOVARTIS, SANOFI, Pfizer, GILEAD, igm biosciences, KODIAK, Ablynx A SANOFI COMPANY, Rallybio, DENALI, EMPIRICO, angios biotech, Invetx, Autolus, Lyell, MERCK, TACHYON, teva, BILL & MELINDA GATES foundation

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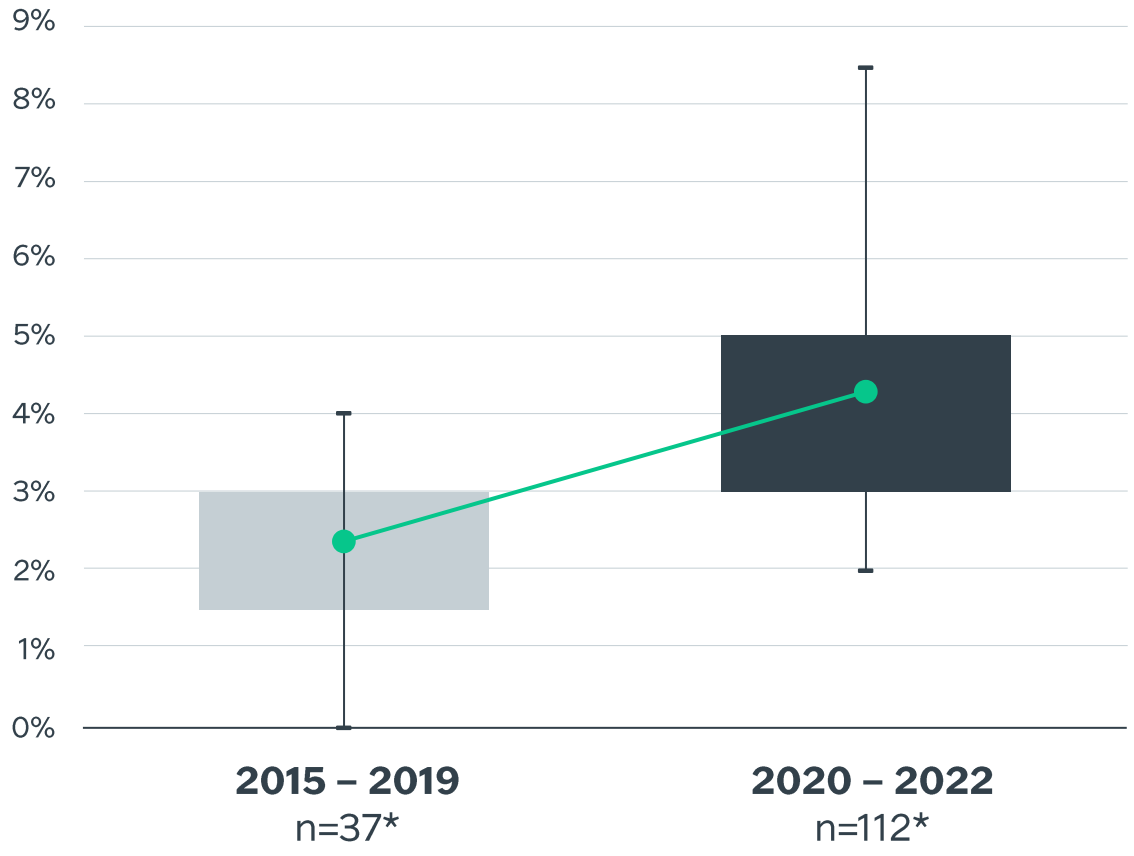
Deepening portfolio of stakes are evidenced by growing royalty rates.

Royalty on Net Sales

Includes range of royalty and royalty-equivalent rates in each contract, considering sales tiers and step-downs

- 5th / 95th percentile
- interquartile range
- mean

* showing partner-initiated programs under contract with downstream participation and partnering-out agreements signed in period



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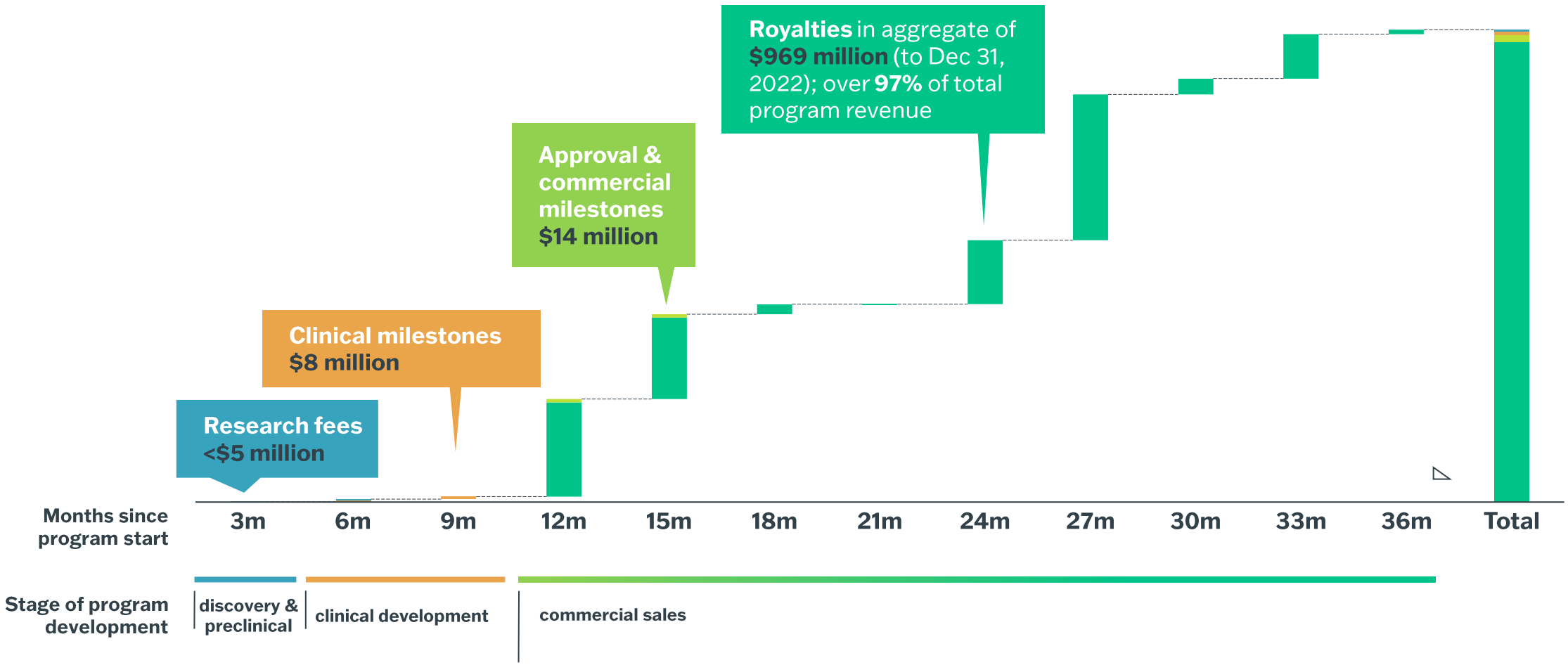
COVID-19 drug development provides a time-compressed example of the revenue structure of a typical program.



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The first two AbCellera-led programs are advancing into IND-enabling studies.

MOLECULE	TARGET	INDICATION	THERAPEUTIC AREA	POTENTIAL DIFFERENTIATION	POTENTIAL MARKET SIZE
ABCL575	OX40L	Atopic dermatitis	Immunology and inflammation	Best in class	$17B by 2032*
ABCL635	undisclosed (GPCR or ion channel)	undisclosed	Metabolic and endocrine conditions	First in class	> $2B

*Source: IQVIA

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2/3 TECHNOLOGY, PIPELINE, & COMPANY BUILDING

ABCELLERA-LED PROGRAMS

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

PEOPLE & PLATFORM

- Team development
- Data science
- Translational science
- Manufacturing

1/3 PARTNERING

PARTNER-LED PROGRAMS

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

AbCellera is deliberately allocating capital to high-value, long-term opportunities

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With strong liquidity and long cash runway AbCellera will continue investing in strategy execution.

$200M+
Non-dilutive government funding

$800M+
Total cash, equivalents, and marketable securities

Over
$1B
in liquidity

Stronger engine.

Highly differentiated end-to-end capabilities for propelling programs into the clinic.

Enhanced pipeline.

Through the advancement of multiple AbCellera-led programs from initiation to Phase 1 clinical trials.

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THANK YOU



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