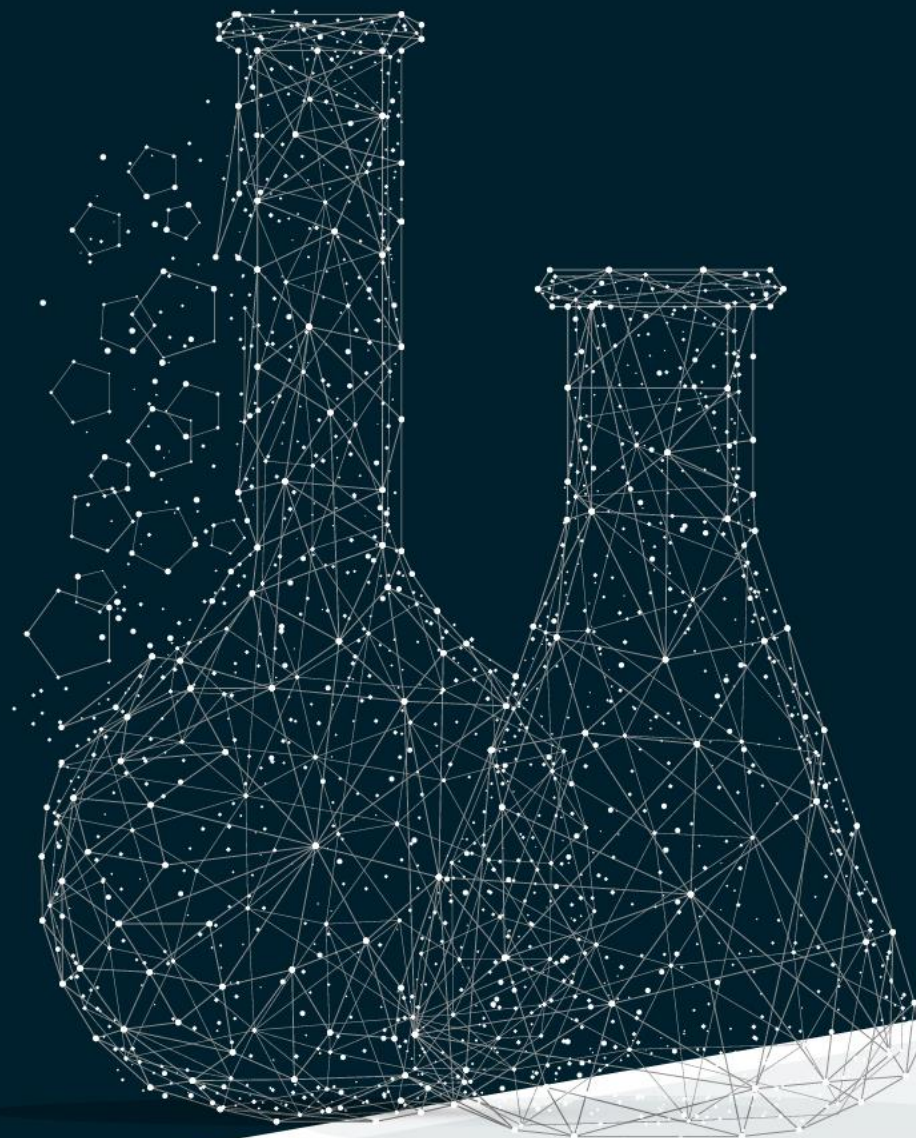




**fusionantibodies**

# **FY2020 Results Presentation** August 2020

Dr Paul Kerr (CEO), James Fair (CFO),  
Dr Richard Buick (CTO)



[www.fusionantibodies.com](http://www.fusionantibodies.com)

# Fusion Antibodies

We are experts in pre-clinical antibody development covering Discovery, Engineering and Supply. We are dedicated to getting our customers to the clinic as quickly as possible with the best possible molecule against their target.

## We work with:

- Drug Discoverers
- Biotech
- Virtual Companies
- Diagnostic Companies
- Large Pharma
- Research Institutions



# Accelerating the Customer Journey



We accelerate the journey to the clinic by applying world-class scientific expertise, rapid methodologies and next-generation technology that deliver the best possible antibody against a given target.



A specialist scientific team



We create value



Multiple projects in the clinic



State-of-the-art facilities



Agile project planning



Shorter timelines



Proven track record



Suite of support services

# Financial Summary



Year ended 31 March	2018 £'000	2019 £'000	2020 £'000
Revenue	2,691	2,182	3,895
Revenue growth	41%	(19%)	79%
EBITDA adjusted*	132	(1,079)	(439)
Net cash	4,490	1,984	1,537

\* Adjusted to exclude IPO costs in 2018

# Year ended 31 March 2020



- Full year revenues increased by 79%
- Loss for the year of £0.7m (2019: £1.3m)
- Commercial roll out and revenues from RAMP™ platform
- Cash position at the year-end £1.5m (2019: £2.0m)

# Post year end highlights



- £3.0m capital raised post year end
- Covid-19 programme introduced as part of the Mammalian Antibody Library Development Plan
- Partnership with MAB Discovery continues with further development work being undertaken
- Investment in laboratory automation equipment

# Mammalian Antibody Library Programme



- Development programme is proceeding in line with plans, and expanded to include a Covid-19 antibody discovery arm.
- Synthesis of the antibody library DNA has successfully completed.
- Covid-19 antigens have been designed, expressed and validated with two variants to be used to pan the library for specific antibody producing cells.
- In addition, we are exploring commercial opportunities for supply of antigens to diagnostics groups.
- Recruitment of additional research scientists is in progress.



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