



FRONTIER IP GROUP PLC

CAPITAL MARKETS DAY

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Who we are



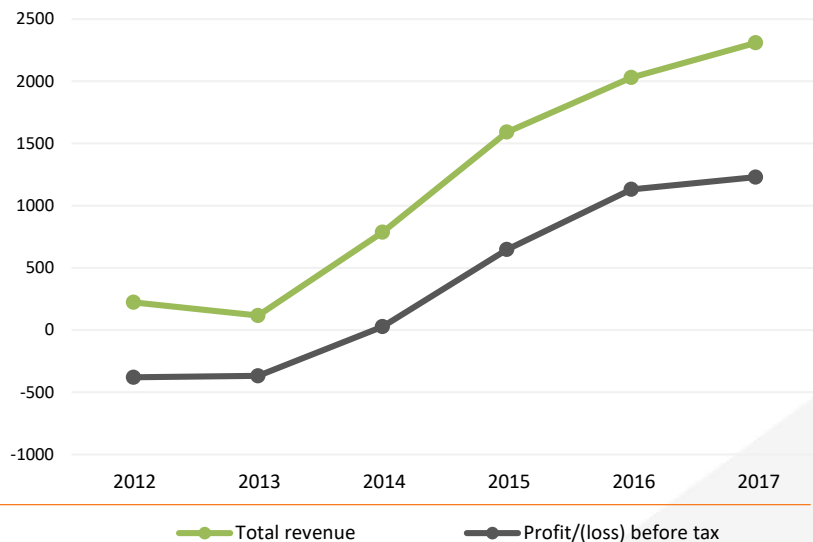
Frontier IP develops and manages a portfolio of equity stakes in and licence income from companies founded on strong, commercially-focused Intellectual Property (“IP”).

www.frontierip.co.uk

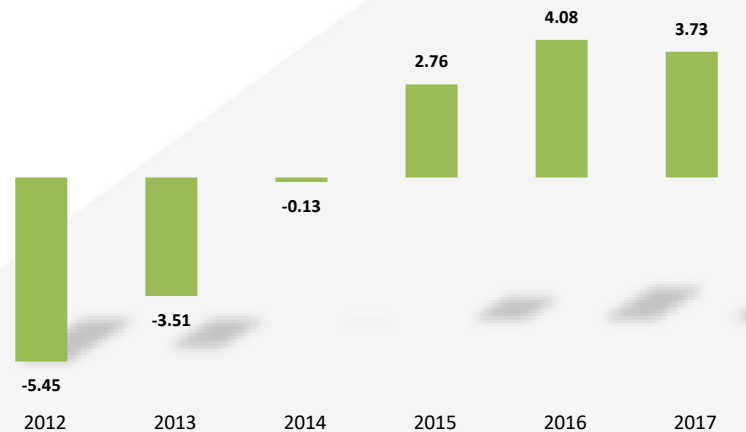
Our Growth



Six-Year Track Record



Basic (Loss)/Earnings per Ordinary Share





Recent Operational & Portfolio Highlights

- Further expansion into Portugal with the signing of a second partnership in the region with the Faculty of Science and Technology within the Universidade NOVA de Lisboa
- Cambridge office opened and team expanded
- Four additions to the portfolio including our third spin-out from the University of Cambridge and three from University of Plymouth
- Good commercial progress within the portfolio overall, reflected in the increase in fair value, including:
 - Exscientia signed a €250 Million collaboration with Sanofi and entered into a Drug Discovery Collaboration with GSK and secured a €15M minority investment from Evotec AG
 - Nandi Proteins successfully concluded further investment of approximately £1 million
 - Molendotech today announced a collaboration agreement with Palintest Limited (a subsidiary of FTSE company Halma plc), for the development and licensing of its water testing products

Our Business Model



Frontier IP aims to generate value for its shareholders through commercialising innovation and Intellectual Property (“IP”) by:

Establishing formal and informal relationships with universities as sources of exploitable IP and dealflow

Identifying strong IP and helping to create and grow companies built around this IP

Earning equity and licence income in return for strategic and commercial support

Growing a reputation for active, hands-on support

Building a wide network of sources of capital

Our Key Strengths



Portfolio offers strong capital growth potential

Experienced management team

Pro-active sourcing of potential spinouts

Founder equity in return for support before capital raised

Strong Focus on delivery – not just *advising* but *doing*

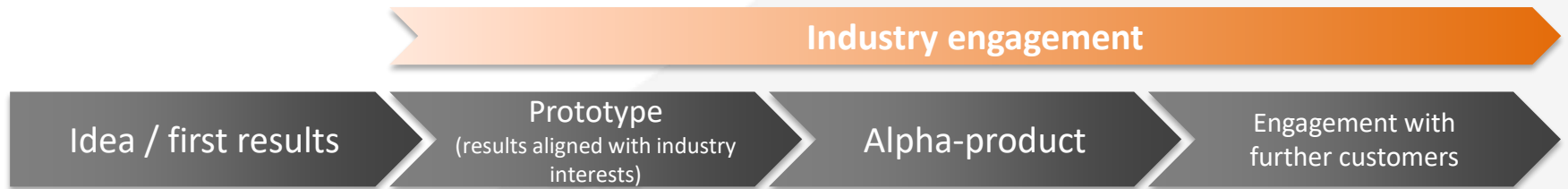
Approach: Model Route to Market



A Typical Technology Route to Market



Frontier IP Route to Market





Technology Validation:

Does it work and will anyone buy it?

Our definition: the independent verification of the claimed effect and its benefit(s) by the building of a demonstrator or prototype and / or direct industry feedback.

- Early-stage companies and universities often struggle to address this requirement

Our response: People allocation and pilot budget to meet the need and share in the added value

- Examples of our assistance in technology demonstration / delivery include Nandi Proteins (non-invasive in-line process control) and Fieldwork Robotics (working prototype)



Approach: Core Portfolio

- Focused on selecting and developing our Core Portfolio
- Core portfolio companies are those where:
 - We see substantial potential for value
 - Apply significant effort and resource
 - Our expertise can make a material difference
- Healthy pipeline, fuelled by key relationships in Cambridge, Plymouth and Portugal

Core Portfolio



Core Portfolio Company	30 th June 2017 Percentage Holding	30 th June 2017 Value of Frontier Holding £'000	Sector
Ex Scientia	5.0%	2,174	Life Sciences (AI)
Nandi Proteins	20.8%	2,078	Life Sciences (Food)
PulsiV Solar	18.9%	945	Energy
Alusid	39.2%	619	Green Materials
Cambridge Sensor Innovations	40.0%	300	Sensor
Tarsis Technology	18.0%	180	Life Sciences (Drug Delivery)
Cambridge Simulation Solutions	40.0%	140	IT
The Vaccine Group	21.0%	11	Life Sciences (Vaccines)
Fieldwork Robotics	21.0%	11	Robotics
Molendotech	19.6%	10	Life Sciences



Growth Opportunity: Portugal

- Ambition to become the leading 3rd party early-stage service provider of commercialisation services
- Footprint established but selective in our engagement with sources of high-quality IP
- Frontier IP brings:
 - Commercialisation expertise and infrastructure
 - IP knowledge and protection strategies
 - European and global connections to industry
 - Facilitation of access to mature funding markets
- Seeing a growing pipeline of commercialisation opportunities within Portugal as evidenced by the strong science and exciting technologies showcased today

Capital Markets Day: Round Up



- Group operating model to date has been around proof of principle and establishment of a differentiated business model based on technology validation, access to industrial partners and commercialisation support services
- Track record shows this is working
- Beachheads established in new markets:
 - Growing relationship with the world-leading University of Cambridge
 - Foothold gained in Portugal, opportunity to expand within the region
- Strong potential in our portfolio

Forward Looking Statements



This presentation may contain forward-looking statements, which have been made by the directors in good faith based on the information available to them up to the time of the approval of this presentation and such information should be treated with caution due to the inherent uncertainties, including both economic and business risk factors, underlying such forward-looking information.

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