



# Delivering the Potential of Immunotherapy

**Corporate Overview**

August 2019

# Legal Disclaimer

*Atreca, Inc. (the “Company”, “we”, “us” or “our”) has filed a registration statement (including a preliminary prospectus) on Form S-1 (File No. 333-231770) with the Securities and Exchange Commission (the “SEC”) for the offering to which this communication relates. Before you invest, you should read the preliminary prospectus in that registration statement and other documents we have filed with the SEC for more complete information about the Company and this offering. You may get these documents for free by visiting EDGAR on the SEC website at [www.sec.gov](http://www.sec.gov). Alternatively, copies of the prospectus may be obtained from Cowen and Company, LLC, c/o Broadridge Financial Solutions, 1155 Long Island Avenue, Edgewood, NY 11717, Attn: Prospectus Department, telephone: 631-274-2806; Evercore Group L.L.C., Attention: Equity Capital Markets, 55 East 52nd Street, New York, NY 10055 or by telephone at (888) 474-0200 or by email at [ecm.prospectus@evercore.com](mailto:ecm.prospectus@evercore.com); or Stifel, Nicolaus & Company, Incorporated, Attention: Prospectus Department, One Montgomery Street, Suite 3700, San Francisco, CA 94104, by telephone at 415-364-2720 or by email at [syndprospectus@stifel.com](mailto:syndprospectus@stifel.com).*

*This presentation and the accompanying oral commentary contain forward-looking statements about us and our industry that involve substantial risks and uncertainties. All statements other than statements of historical facts contained in this presentation and the accompanying oral commentary, including statements regarding our future results of operations or financial condition, business strategy and plans and objectives of management for future operations, are forward-looking statements. In some cases, you can identify forward-looking statements because they contain words such as “anticipate,” “believe,” “contemplate,” “continue,” “could,” “estimate,” “expect,” “intend,” “may,” “plan,” “potential,” “predict,” “project,” “should,” “target,” “will” or “would” or the negative of these words or other similar terms or expressions, although not all forward-looking statements contain these words. These forward-looking statements include, but are not limited to, statements concerning the following: the initiation, timing, progress and results of our research and development programs, preclinical studies, any clinical trials and Investigational New Drug and other regulatory submissions; our expectations regarding the activity of our product candidate ATRC-101 or potential future product candidates once administered in a human subject; our ability to identify and develop product candidates for treatment of additional disease indications; our or a potential future collaborator’s ability to obtain and maintain regulatory approval of any of our current or potential future product candidates; and the implementation of our business model and strategic plans for our business, technologies, and current or potential future product candidates.*

*You should not rely on forward-looking statements as predictions of future events. We have based the forward-looking statements contained in this presentation and the accompanying oral commentary primarily on our current expectations and projections about future events and trends that we believe may affect our business, financial condition and operating results. The outcome of the events described in these forward-looking statements is subject to risks, uncertainties and other factors described in greater detail in the registration statement (including the prospectus) that we have filed with the SEC for the transaction to which this presentation relates, and may cause our actual results, performance or achievements to differ materially and adversely from those anticipated or implied by our forward-looking statements.*

*Moreover, we operate in a very competitive and rapidly changing environment. New risks and uncertainties emerge from time to time, and it is not possible for us to predict all risks and uncertainties that could have an impact on the forward-looking statements contained in this presentation and the accompanying oral commentary. The results, events and circumstances reflected in the forward-looking statements may not be achieved or occur, and actual results, events or circumstances could differ materially from those described in the forward-looking statements.*

*This presentation discusses our current and potential future product candidates that are under clinical investigation and which have not yet been approved for marketing by the U.S. Food and Drug Administration. No representation is made as to the safety or effectiveness of these current or potential future product candidates for the use for which such product candidates are being studied.*

*The forward-looking statements made in this presentation and the accompanying oral commentary relate only to events as of the date on which the statements are made, and while we believe such information forms a reasonable basis for such statements, such information may be limited or incomplete, and our statements should not be read to indicate that we have conducted an exhaustive inquiry into, or review of, all potentially available relevant information. We undertake no obligation to update any forward-looking statements made in this presentation and the accompanying oral commentary to reflect events or circumstances after the date of this presentation and the accompanying oral commentary or to reflect new information or the occurrence of unanticipated events, except as required by law. We may not actually achieve the plans, intentions or expectations disclosed in our forward-looking statements, and you should not place undue reliance on our forward-looking statements. Our forward-looking statements do not reflect the potential impact of any future acquisitions, mergers, dispositions, joint ventures or investments. We qualify all of our forward-looking statements by these cautionary statements.*

# Investment Highlights

Discovering and Developing a Novel Class of Antibody-based Cancer Immunotherapeutics



## Differentiated Discovery Approach

- First-mover advantages in accessing a potentially large and underexploited target space via interrogation of the human active anti-tumor immune response
- Delivers novel antibodies binding to targets otherwise unlikely discoverable by traditional approaches
- Scalable and industrialized platform

## Large Opportunities

- Approach leads to antibodies that bind to “public” tumor targets
- Potential treatments for large patient populations across multiple tumor types

## Lead Candidate: ATRC-101

- Monoclonal antibody with a novel mechanism of action and target
- Demonstrated potent single-agent anti-tumor activity in multiple preclinical solid tumor models
- Anticipate filing IND in late 2019 and initiating Phase 1b trial in early 2020

## Pipeline Expansion

- Growing hit library of >1,400 human antibodies that bind to non-autologous tumor tissue preferentially
- Potential for additional product candidates with distinct mechanisms of action

## Foundational Excellence

- Experienced management team with deep scientific, R&D and operational expertise
- Support from leading institutional investors and SAB

# Seasoned and Experienced Team

## MANAGEMENT

### **John Orwin, President & CEO, Director**

*Johnson & Johnson, Rhone-Poulenc Rorer, Genentech;  
CEO at Affymax and Relypsa*

### **Tito Serafini, Ph.D., Chief Strategy Officer, Director**

*Founder, Atreca; Former UC Berkeley Professor;  
Founder/Exec, Renovis*

### **Herb Cross, Chief Financial Officer**

*CFO at ARMO, Balance, KaloBios and Affymax*

### **Guy Cavet, Ph.D., Chief Technical Officer**

*Genentech, Merck, Rosetta, Crescendo Bioscience*

### **N. Michael Greenberg, Ph.D., Chief Scientific Officer**

*Fred Hutch, Pfizer, MedImmune / AstraZeneca*

## BOARD OF DIRECTORS

### **Brian Atwood, Chairman**

*Former Founder & CEO, Cell Design Labs*

### **Franklin Berger**

*Former Managing Director, J.P. Morgan*

### **David Lacey, M.D.**

*Former SVP of Discovery Research, Amgen*

### **William Robinson, M.D., Ph.D.**

*Professor, Stanford; Founder, Atreca*

### **Lawrence Steinman, M.D.**

*Professor, Stanford; Founder, Atreca*

## TECHNICAL ADVISORS

### **Robert Darnell, M.D., Ph.D.**

*Robert and Harriet Heilbrunn Professor of Cancer  
Biology and Senior Physician, Rockefeller University*

### **Mark Davis, Ph.D.**

*Director, Institute for Immunity, Transplantation and  
Infection at Stanford*

### **Lawrence Fong, M.D.**

*Leader, Cancer Immunotherapy Program  
at UCSF*

### **Lori Kunkel, M.D.**

*Former CMO, Pharmacyclics and Proteolix*

### **Lewis Lanier, Ph.D.**

*Chairman of the Department of Microbiology and  
Immunology at UCSF*

## SELECTED INVESTORS

**AISLING  
CAPITAL**

**SAMSARA  
BIOCAPITAL**



CORMORANT ASSET MANAGEMENT

**TAVISTOCK<sup>®</sup>  
— GROUP —**

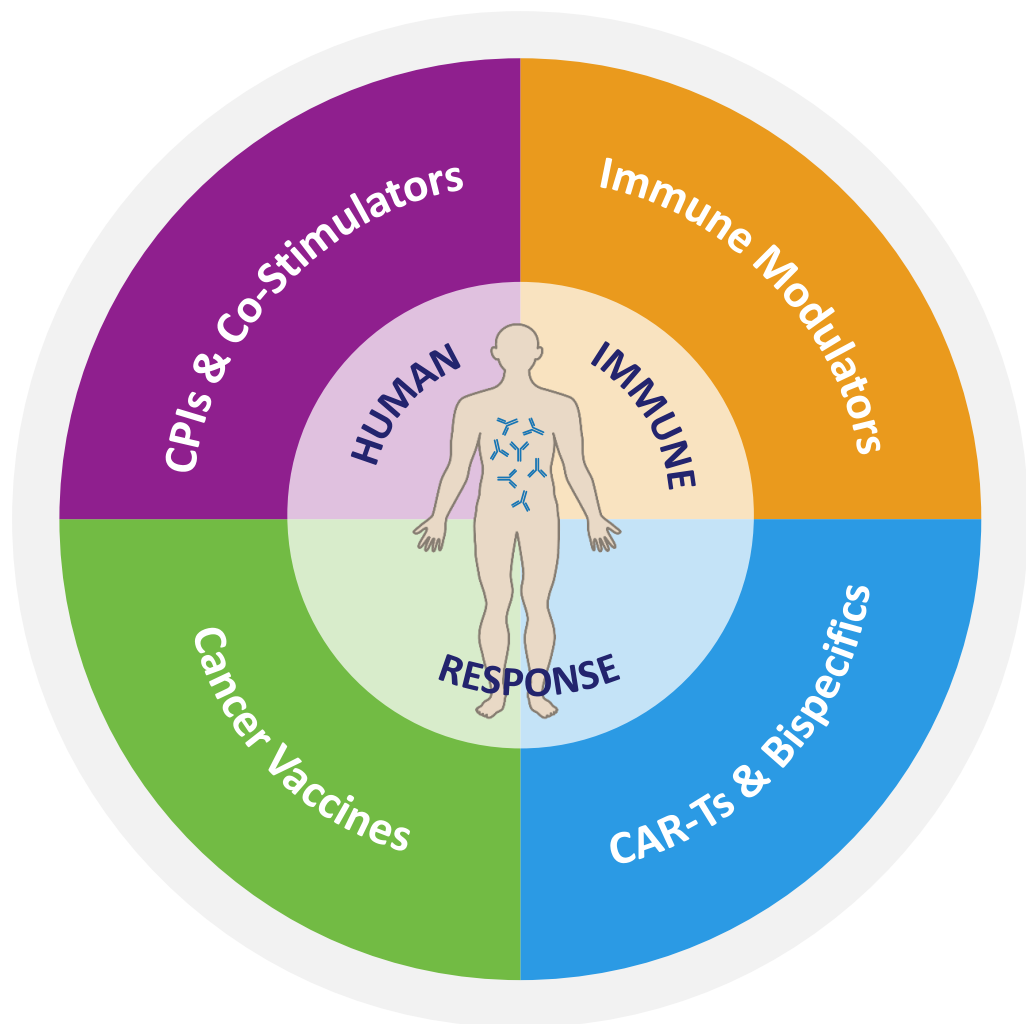
**EcoR1  
CAPITAL**

**Redmile Group**



**TEKLA  
Capital Management LLC**

# One Central Phenomenon Drives Responses to Oncology Immunotherapeutics

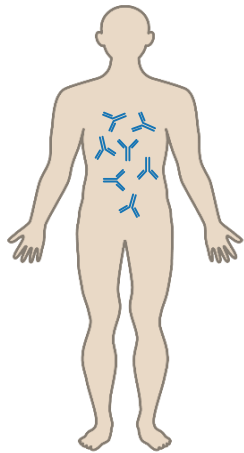


The **HUMAN IMMUNE RESPONSE** against tumor tissue is the **COMMON** phenomenon invoked by **ALL** classes of oncology immunotherapeutics to drive clinical responses in patients

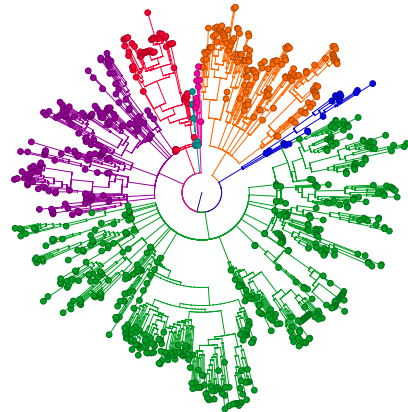
Atreca is one of the **FIRST MOVERS** in analyzing and exploiting the active anti-tumor immune response of **RESPONDERS** to discover and develop a new generation of **ANTIBODY-BASED** oncology therapeutics

# Our Novel Approach Inverts the Discovery Paradigm

The HUMAN IMMUNE SYSTEM Tells Us What Is Important



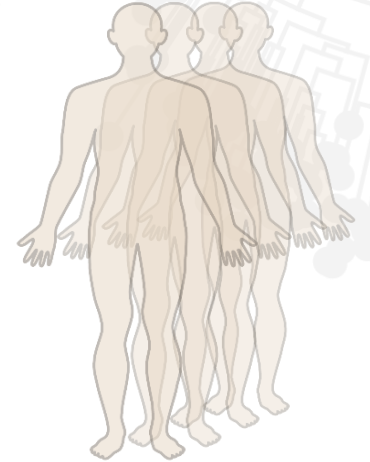
Responder with  
Anti-Tumor Immune  
Response



Interrogation of the  
Active B Cell Response via  
Atreca Discovery Platform

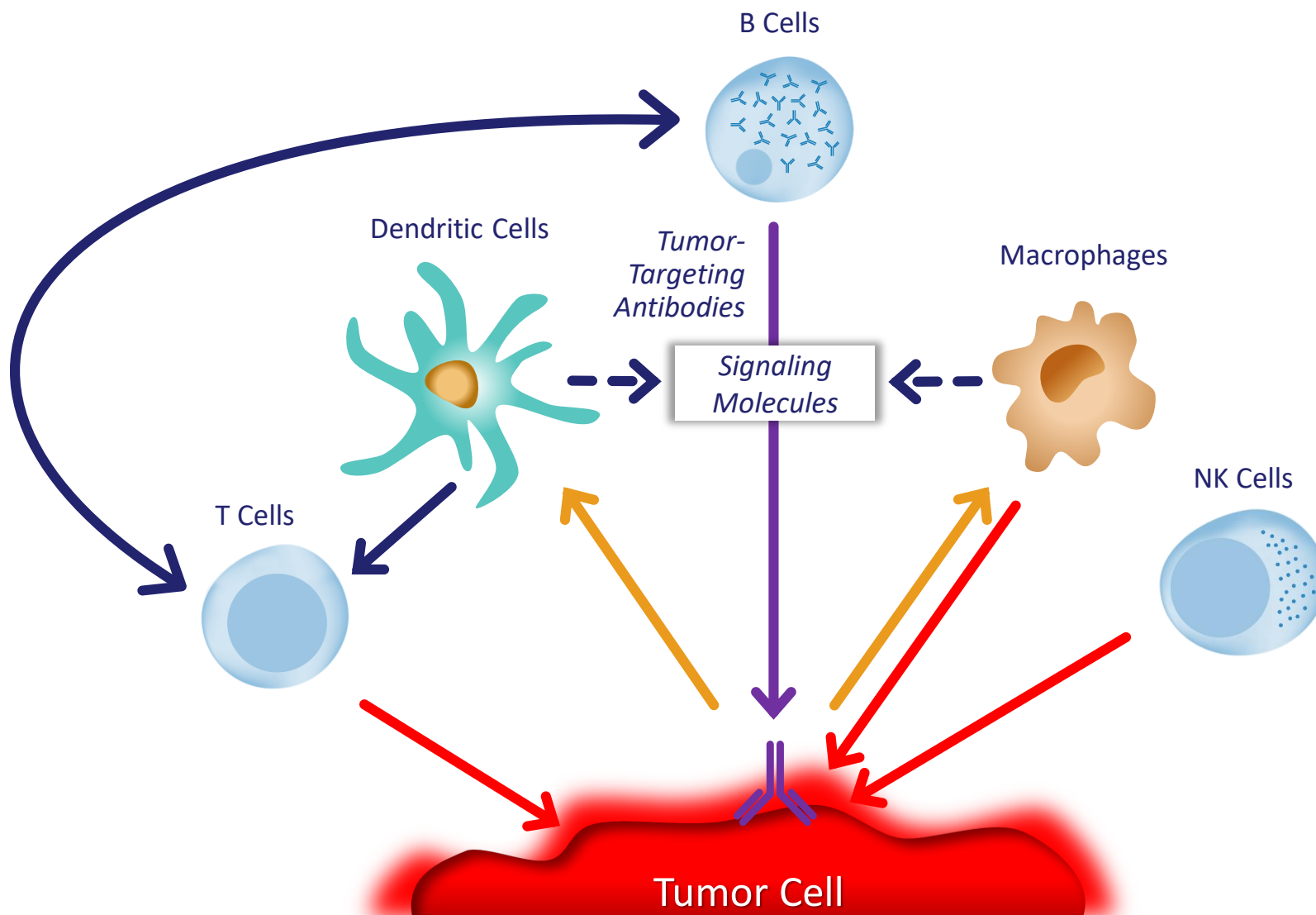


Novel Antibody-Target  
Pairs Yielding  
Product Candidates





# Responder Patient B Cells Provide Our Window into Effective Anti-Tumor Immune Responses



## Features of Immune Response Against Tumor

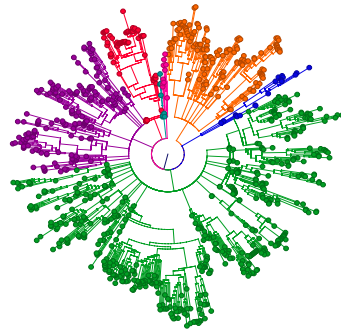
- 1 Antibody generation and binding
- 2 Antibody-mediated antigen delivery
- 3 Signaling
- 4 Tumor cell killing

Atreca's Discovery Platform  
identifies antibodies from B cells  
generated in the active anti-tumor  
immune responses of patients

# Four Fundamental Pillars of Our Discovery Platform



**SAMPLE  
ACQUISITION &  
REPOSITORY**



**DIFFERENTIATED  
TECHNOLOGY**



**BIOINFORMATICS  
EXPERTISE**



**INDUSTRIALIZED  
WET LAB  
INFRASTRUCTURE**

**KNOWLEDGE**

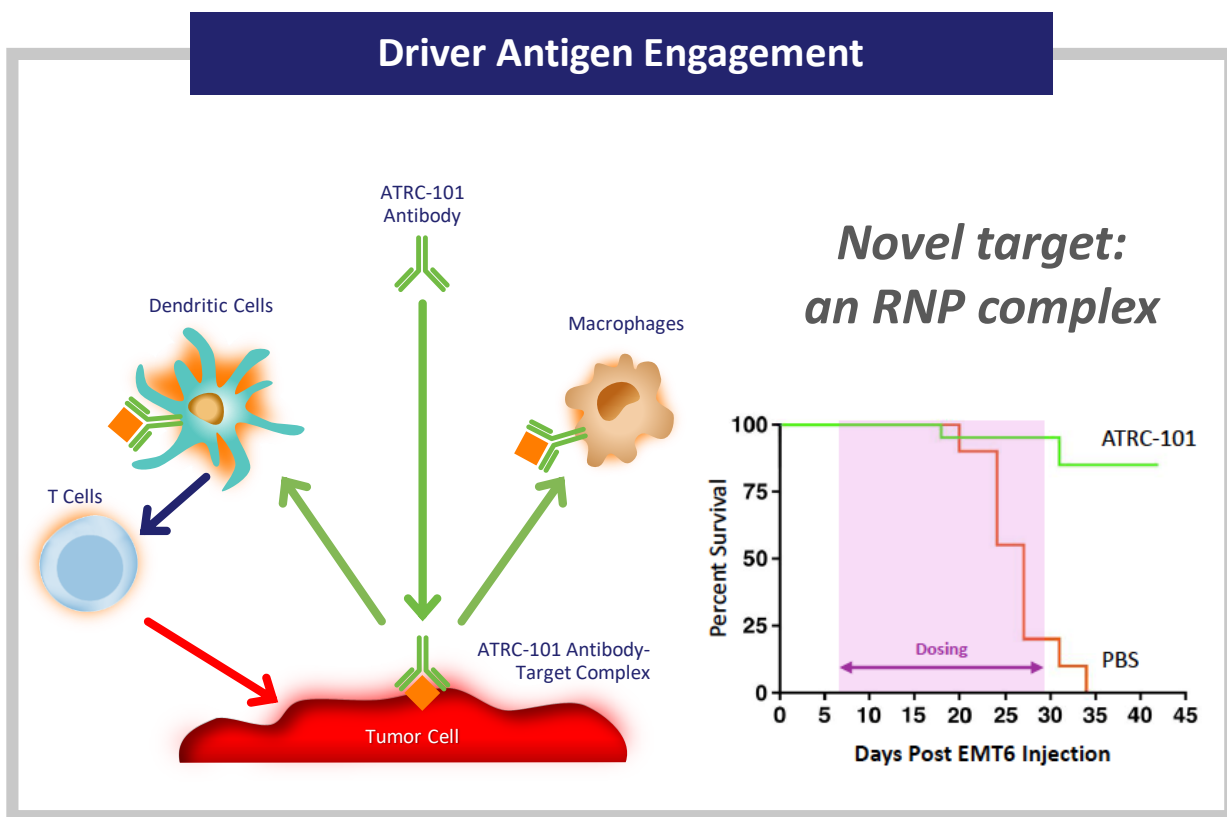
**ENABLING OUR DISCOVERY PROCESS**



# The Atreca Platform Delivers

## ATRC-101: A Novel Way to Treat Cancer

### Driver Antigen Engagement



## Pipeline Opportunities via Hit Library

GROWING LIBRARY OF >1,400 ANTIBODIES

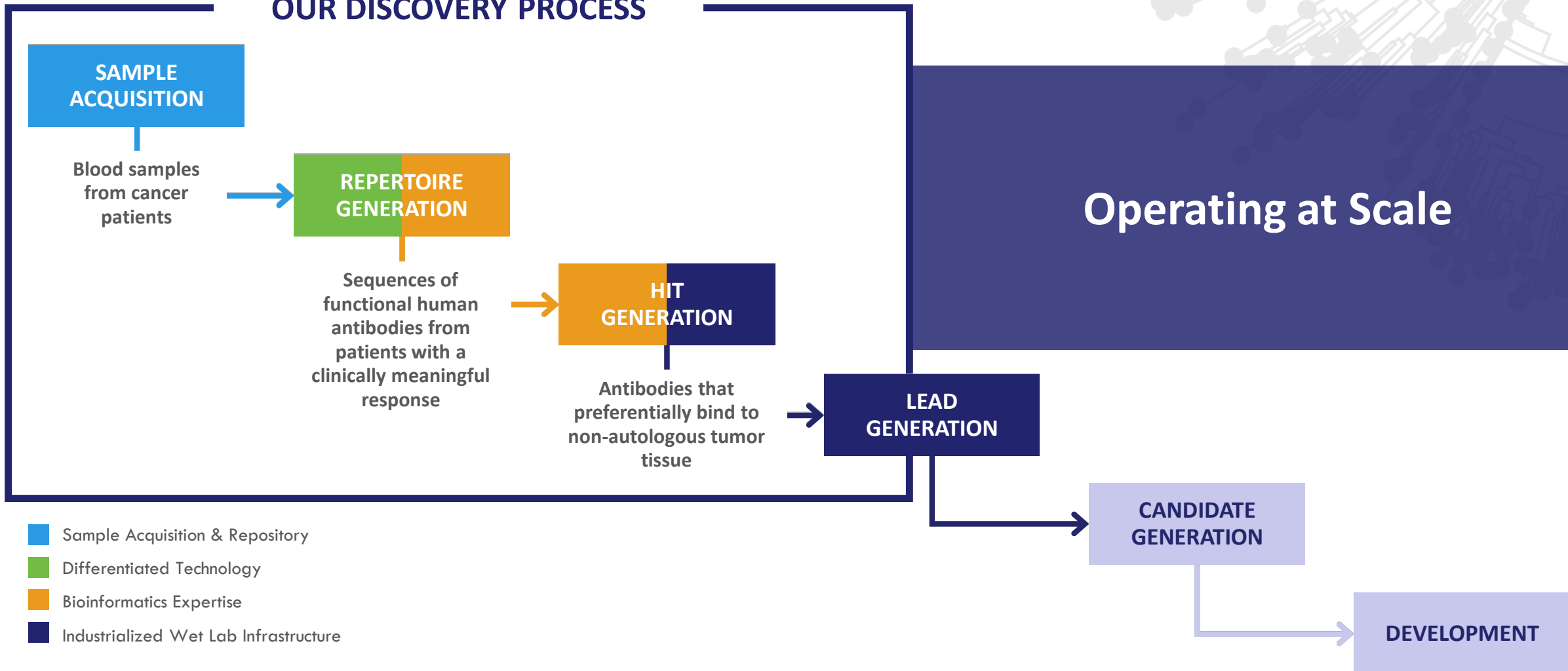
MOA	Status
Driver Antigen Engagement	<ul style="list-style-type: none"> <li>ATRC-101 preclinical data demonstrate this MOA</li> <li>Working to identify other antibody-target pairs that are active via this MOA</li> </ul>
T Cell Engagers	<ul style="list-style-type: none"> <li>~6% of our hit antibody Fv regions test positive in a single bispecific format in TDCC assays</li> <li>&gt;375 hit antibodies analyzed</li> </ul>
Directed Killing	<ul style="list-style-type: none"> <li>~17% of our hit antibodies test positive in ADCC or ADCP assays</li> <li>&gt;375 hit antibodies analyzed</li> </ul>
Toxin-Conjugates (ADCs)	<ul style="list-style-type: none"> <li>~2% of our hit antibodies test positive in internalization assays</li> <li>&gt;700 hit antibodies analyzed</li> </ul>



# The Atreca Discovery Platform

# Our Platform Enables a Differentiated Approach to Drug Discovery

## OUR DISCOVERY PROCESS



# SAMPLE ACQUISITION:

## A Diverse and Rapidly Growing Sample Repository

### BLOOD SAMPLES FROM MULTIPLE SOURCES

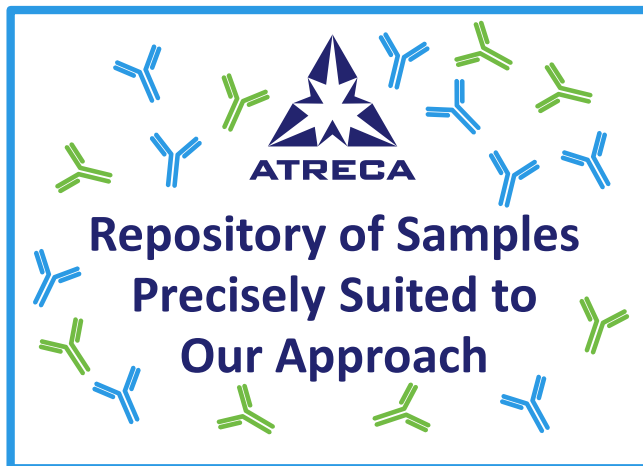
#### Sponsored Clinical Sites

STUDIES DESIGNED TO SUPPORT OUR  
DISCOVERY EFFORTS



#### Academic Collaborations

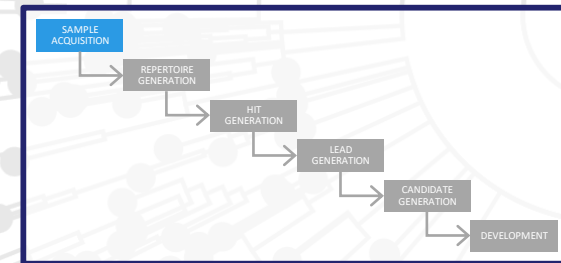
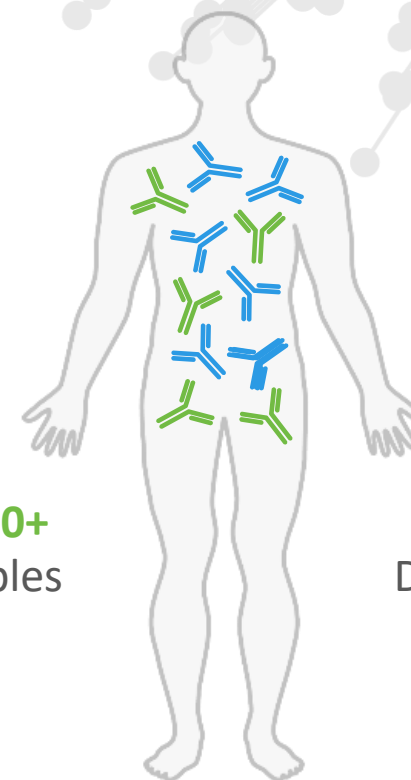
GROWING KOL NETWORK



### SAMPLES FROM PATIENTS REPRESENTING OVER 25 DIFFERENT SOLID TUMOR TYPES

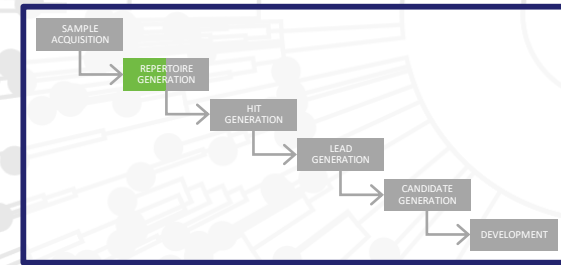
1,200+  
Samples

400+  
Donors

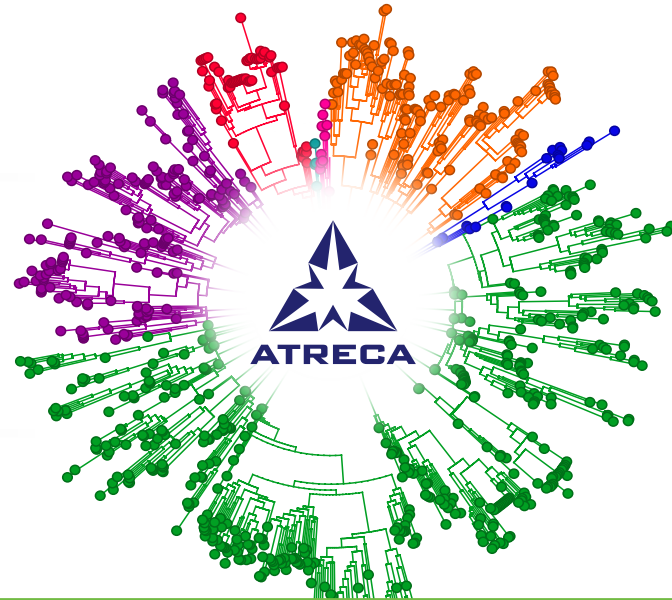


Collected at multiple time points to enable longitudinal analyses

# REPERTOIRE GENERATION: Immune Repertoire Capture<sup>®</sup> Enables Robust Analyses of Immune Response



**MOLECULAR  
& CELL BIOLOGY**



**BIOINFORMATICS**

**B Cell Antibodies Generated by Human Immune Responses Typically Over Many Months**

## **ACCURATE**

Corrects for sequence  
error and quantitation bias

## **RELEVANT**

Keeps native antibody  
chain pairings intact

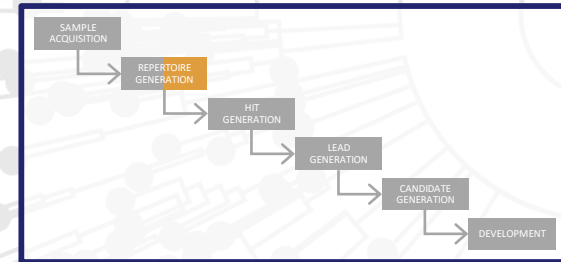
## **EFFICIENT**

Generates natively paired  
sequences for 65% of input B cells

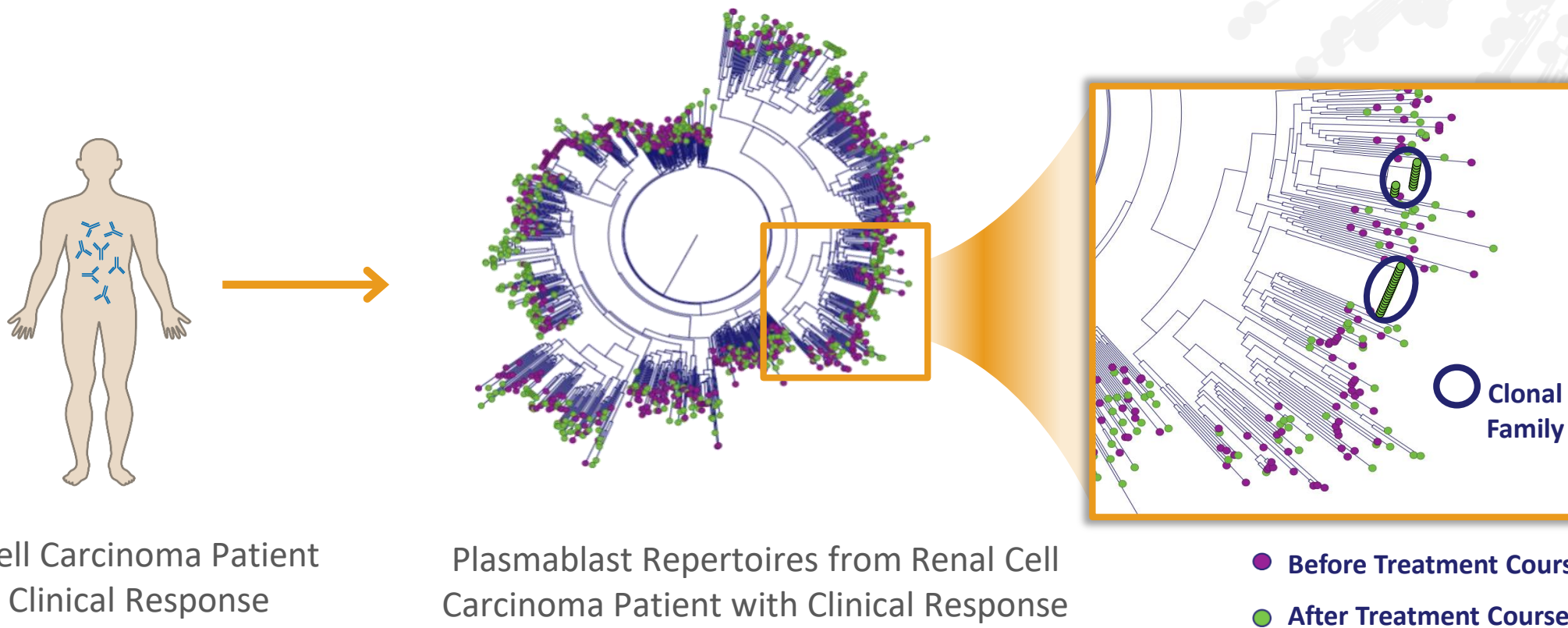
**Atreca Captures the ACTIVE Immune Response  
at the Single-Cell Level**

# REPERTOIRE GENERATION:

We Enable New Analyses of the Immune Response

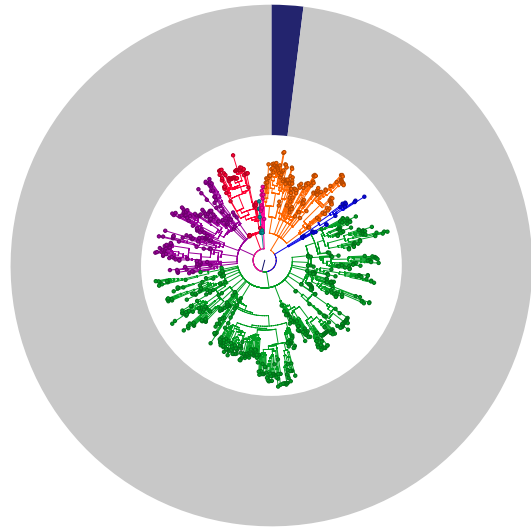
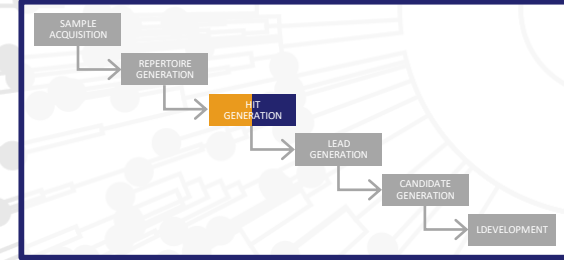


Proprietary Bioinformatics Enables Us to Identify  
the Responder Antibodies Most Likely to Target Human Tumor Tissue



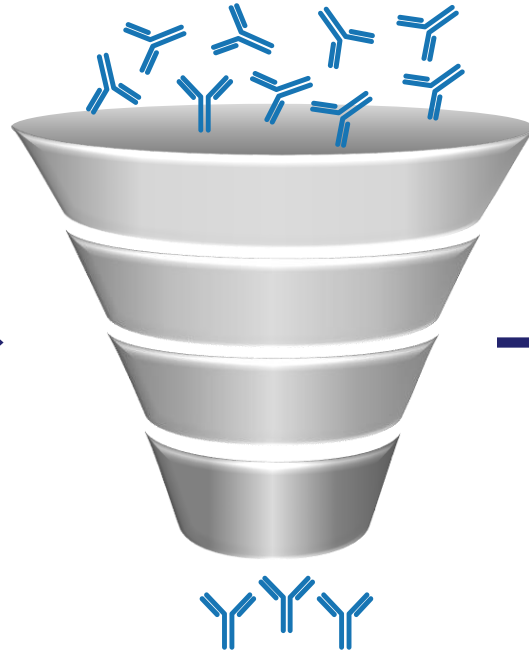


# HIT GENERATION: Growing Library of Antibodies Binding to “Public” Tumor Targets



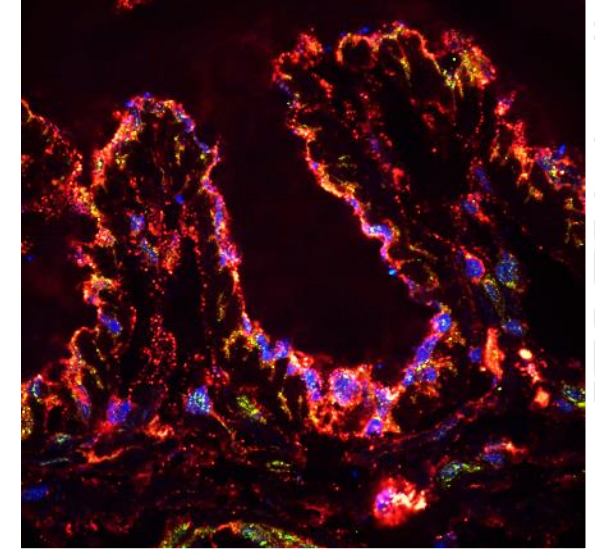
Responder  
Antibody Repertoire  
Analysis

~1%  
Selected



Wet-Lab Analysis:  
Selective Non-Autologous  
Tumor Tissue Binding

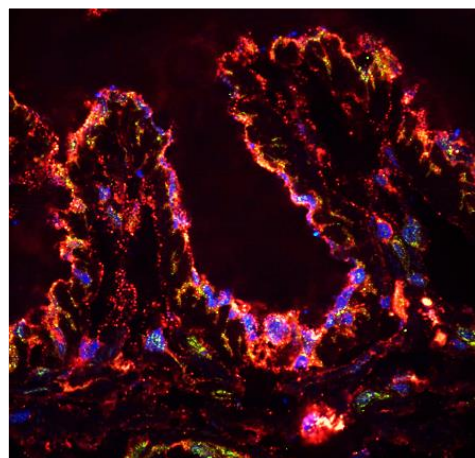
~45%  
Positive



Currently **>1,400**  
Antibodies Targeting  
Non-Autologous Tumor

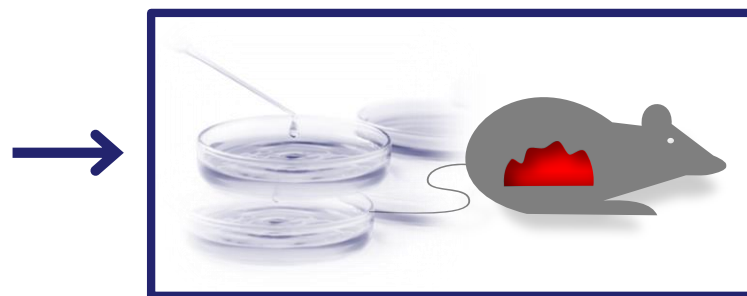
**High Hit Rate and Scalability Promotes Additional Candidate Generation**

# LEAD GENERATION: Generating Programs from Large Hit Collection Across Multiple MOAs

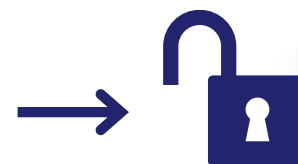


## Hits

Antibodies Targeting  
Non-Autologous Tumor



**Industrialized Assays**  
*In Vitro and in Vivo*



Driver Antigen Engagement

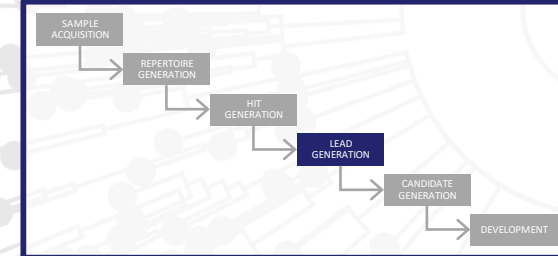
T Cell Engagers

Directed Killing

Toxin-Conjugates (ADCs)

## Lead and Future Programs

Antibody-Target Pairs Utilizing a Wide  
Range of Formats and MOAs



**Solving a Key Issue in Immunotherapy:**  
**How to Destroy Solid Tumors in Large Groups of Patients**



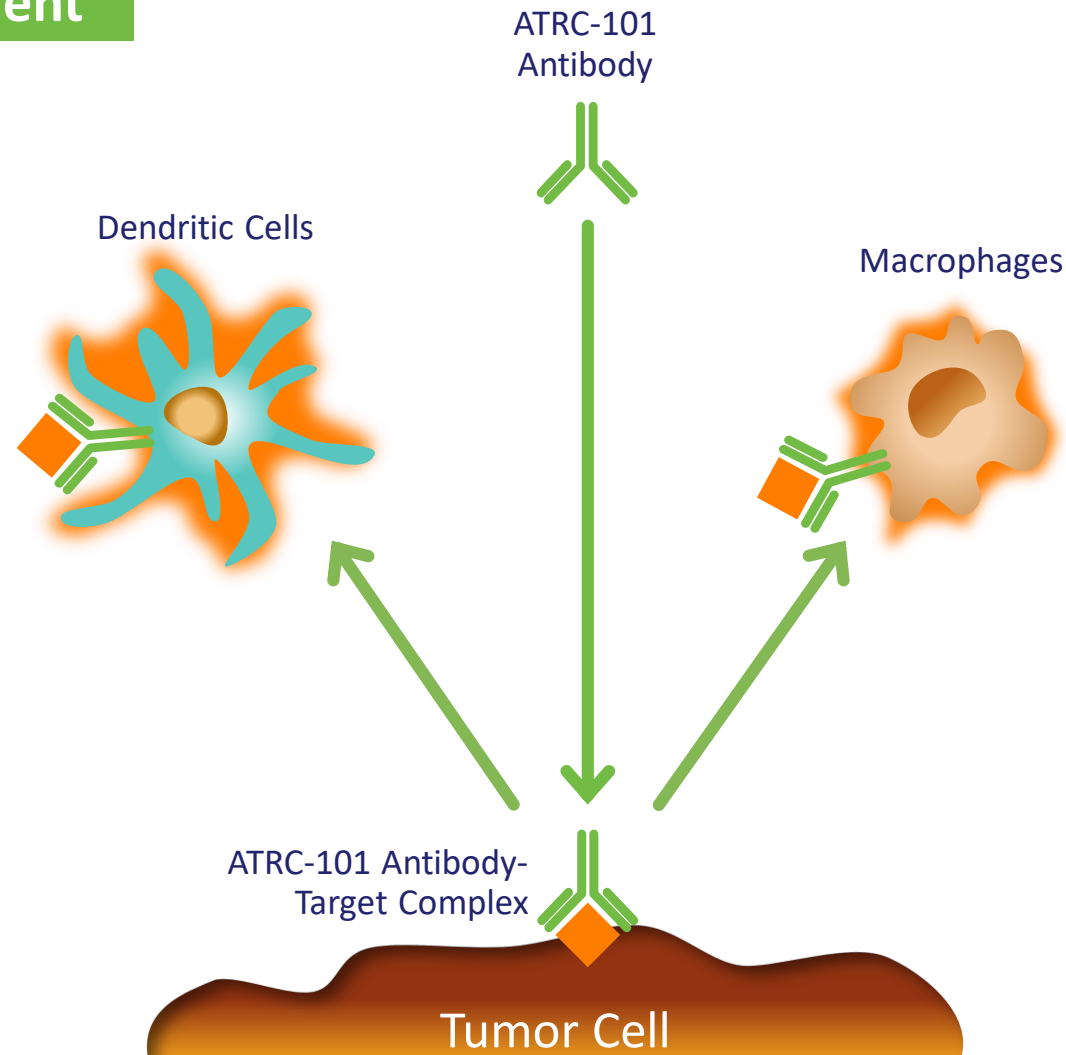
**ATRC-101**

**Driver Antigen Engagement**

# ATRC-101: A Novel Way to Treat Cancer

## Driver Antigen Engagement

### Step 1

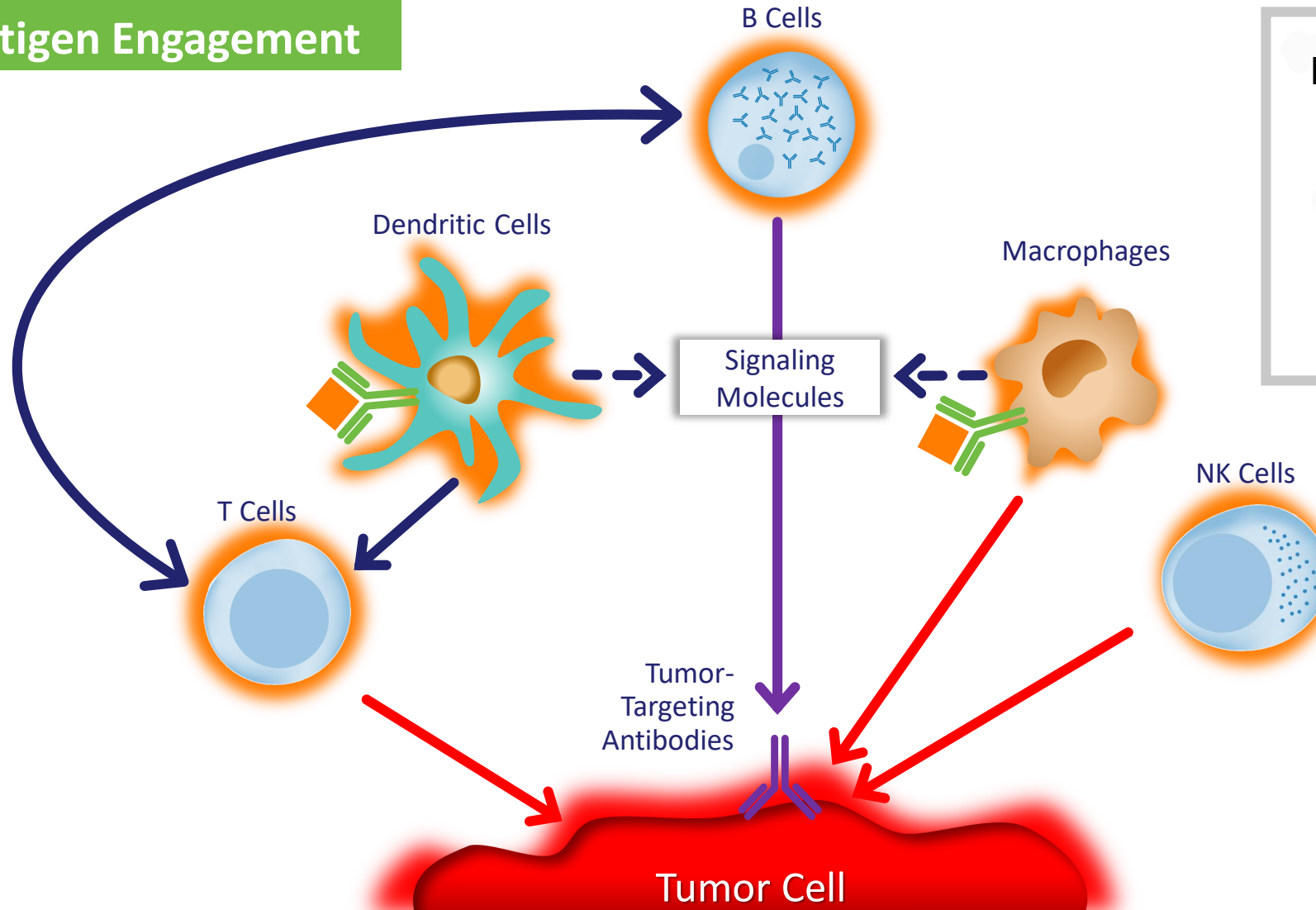


Engagement of its antigen on tumor by a systemically delivered ATRC-101 antibody activates the local innate immune system

# ATRC-101: A Novel Way to Treat Cancer

## Driver Antigen Engagement

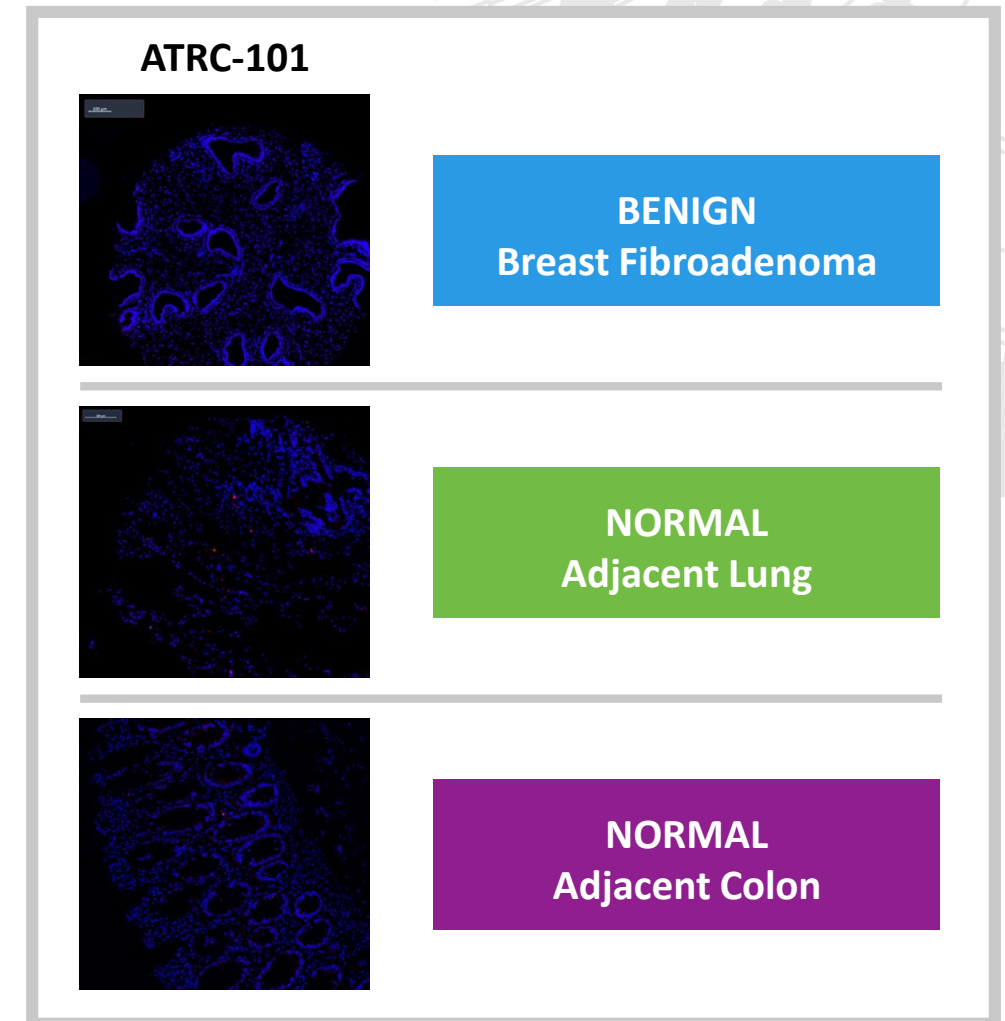
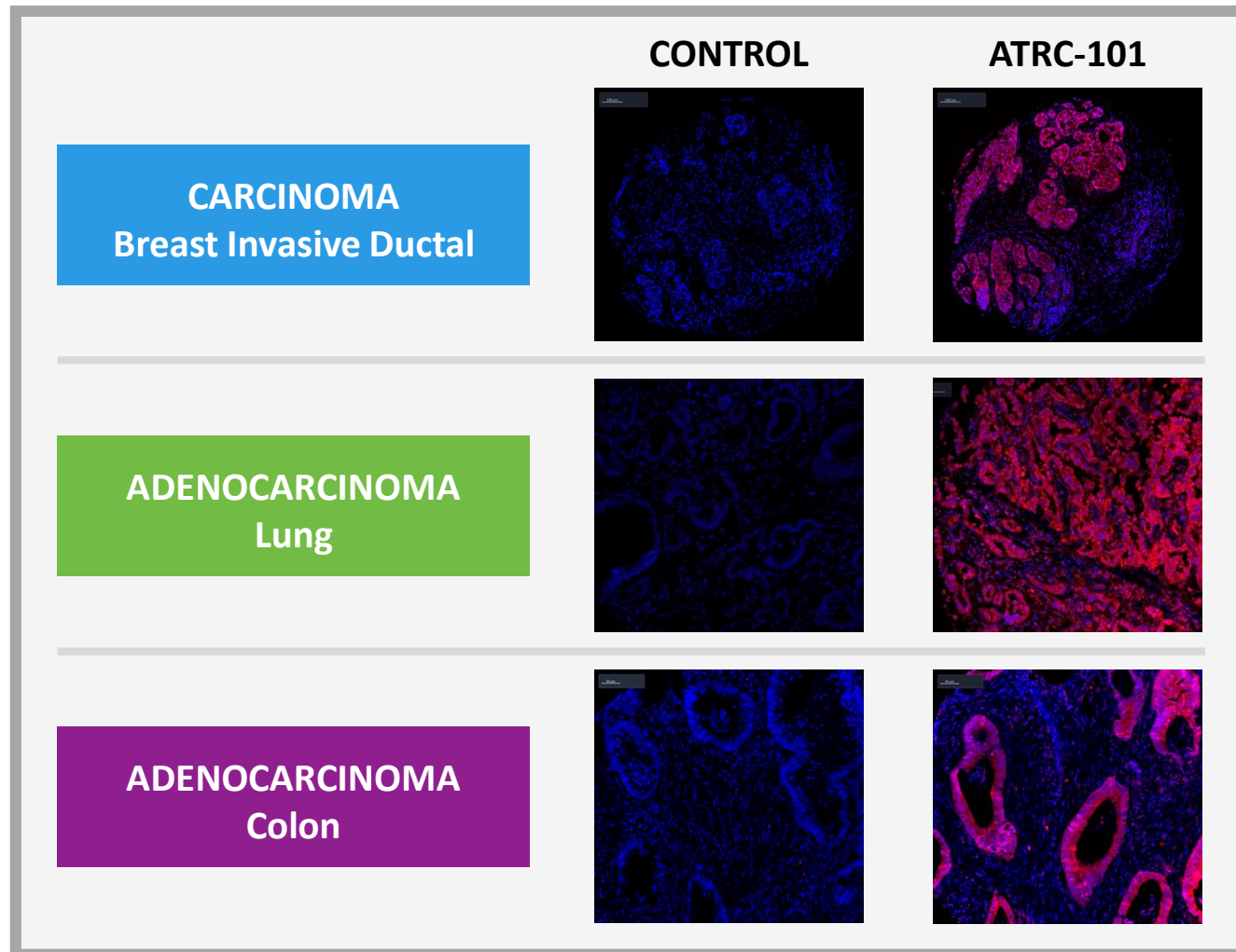
### Step 2



Local innate immune system activation leads to a remodeling of the tumor microenvironment and an adaptive immune response against tumor



# ATRC-101 Binds to Multiple Types of Malignant Tumor Tissue



ATRC-101 human Fc substituted for mouse Fc



# ATRC-101 Has Potential to Treat Large Groups of Patients

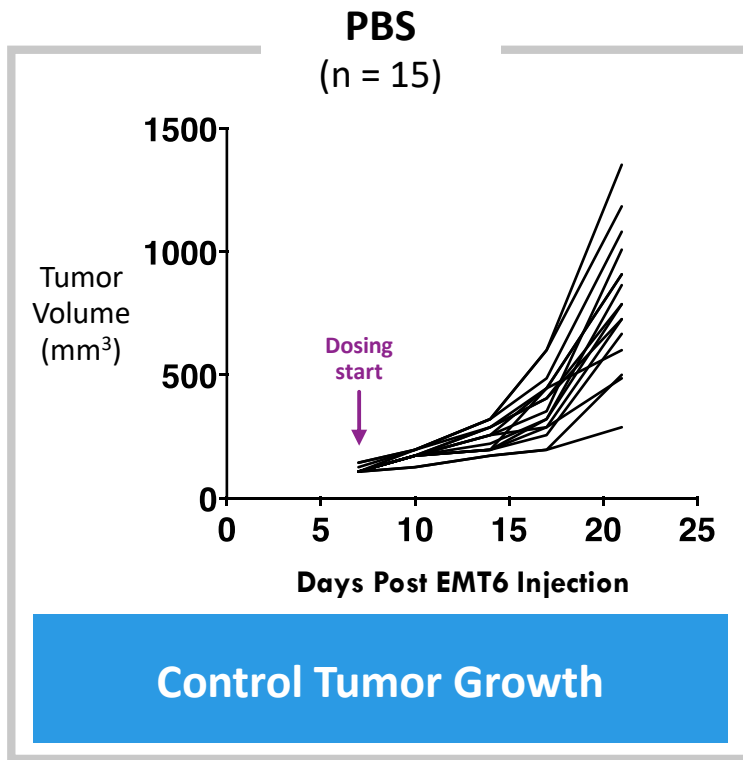
## % of ATRC-101 Reactive\* Tumor Samples for Selected Cancers



ATRC-101 human Fc substituted for mouse Fc

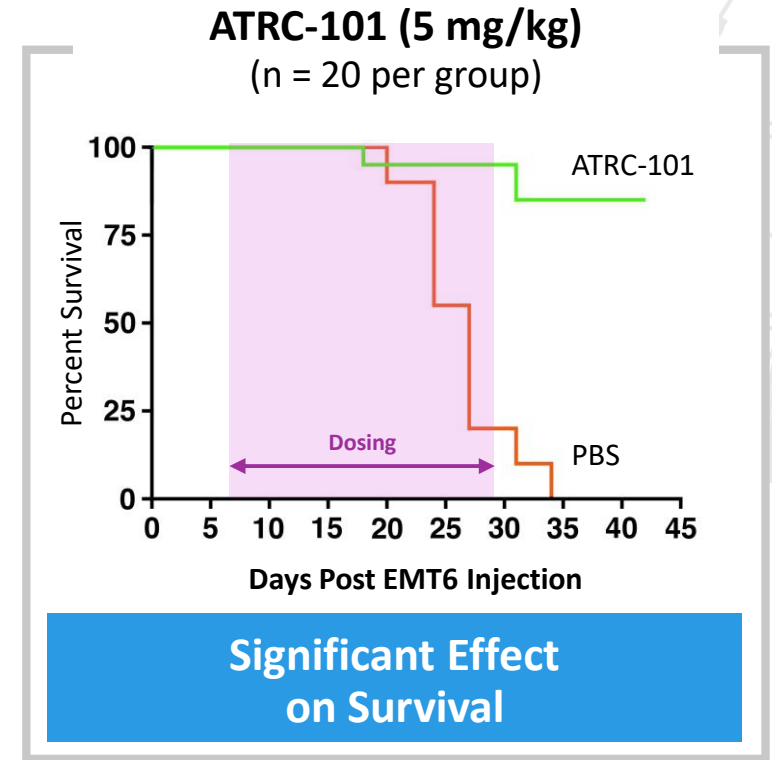
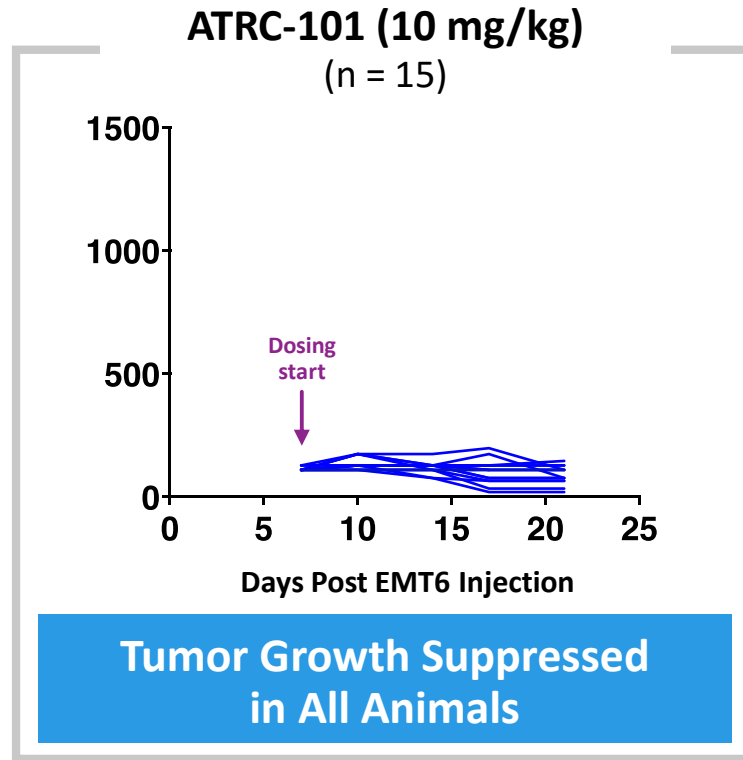
\* 2+ (moderate or greater reactivity) on scale of 0 to 4

# ATRC-101 Antibody Monotherapy Active *in Vivo*



Dosing: 2x per week starting at Day 7 (at randomization)  
Last dose: Day 21

ATRC-101 human Fc substituted for mouse Fc



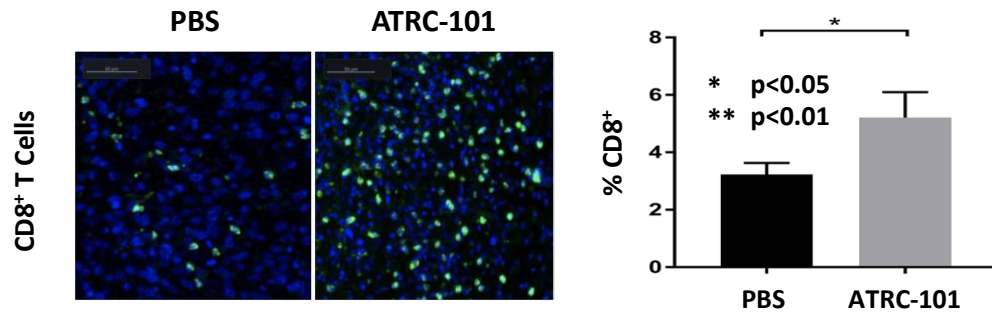
Dosing: 2x per week starting at Day 7 (at randomization)  
Last dose: Day 29

**PD-1 Checkpoint Inhibitors Display Only Modest Efficacy in EMT6 Model**  
**ATRC-101 Antibody Monotherapy Also Active in CT26 Model**

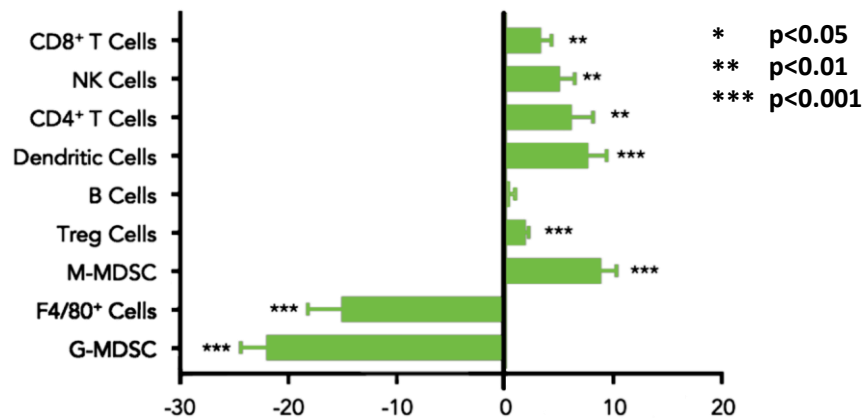
# ATRC-101 Preclinical Data Supporting Mechanism of Action

## Impact on the Tumor Microenvironment

ATRC-101 dosing leads to an increase in cytotoxic (CD8<sup>+</sup>) T Cells

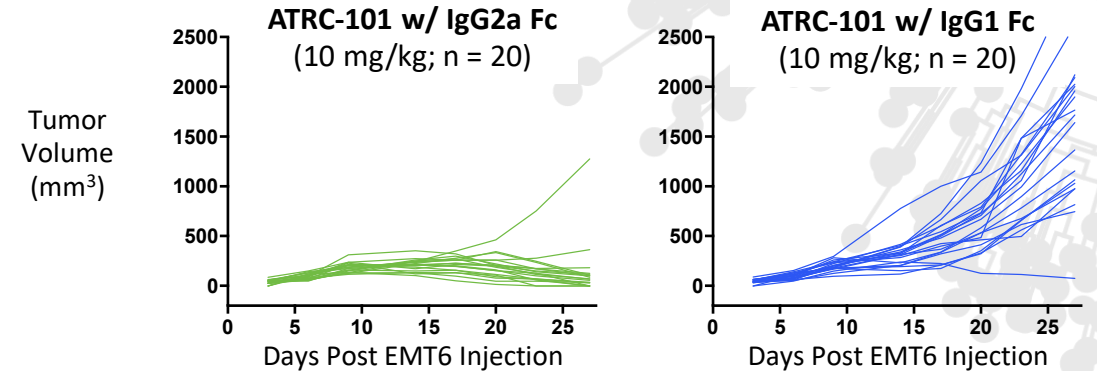


ATRC-101 dosing results in broad changes to white blood cell populations in EMT6 tumor microenvironment

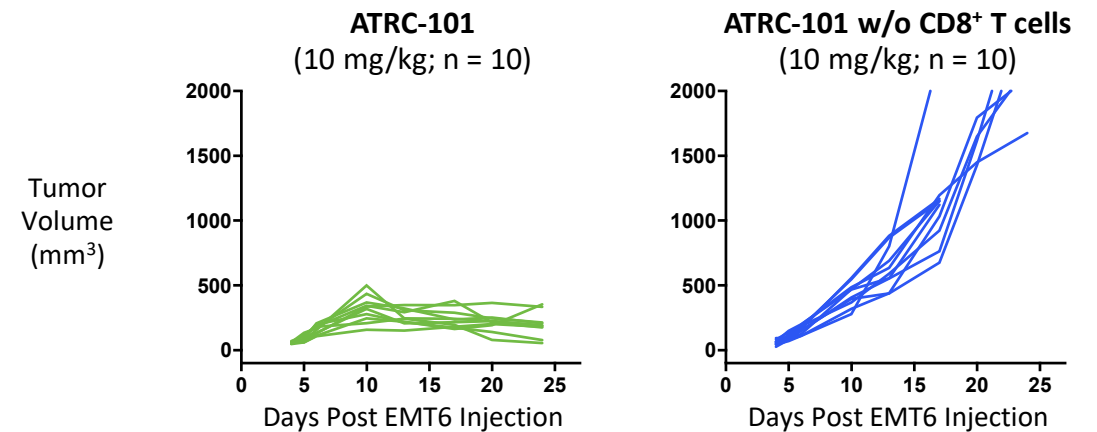


## Requirement for Innate and Adaptive Immune Systems

ATRC-101 activity requires interactions with innate immune cell FcRs



ATRC-101 activity requires CD8<sup>+</sup> T Cells



All studies conducted using "Lead" with patient antibody original, non-engineered Fv and human Fc substituted for mouse Fc

# ATRC-101 Mechanism of Action, Target and Safety Studies

## Cellular Mechanism of Action and Target

### Dosing with ATRC-101 Leads to

- Remodeling of the tumor microenvironment
- Destruction of neoplastic cells in tumor tissue
- Induction of an “immune memory” against the tumor

### Activity of ATRC-101 *in Vivo* Requires

- Interactions of its Fc region with innate immune cell FcRs
- A functional adaptive immune system
- Cytotoxic CD8<sup>+</sup> T cells

### ATRC-101 Targets an RNP Complex

- ATRC-101 binds to target reconstituted *in vitro* using a single recombinant protein, polyadenylate-binding protein 1, and *in vitro* transcribed poly(A) RNA
- ATRC-101 appears to bind selectively to its target in tumor tissue despite the fact that the target components are present widely across normal tissues
- Target components initially identified through experiments involving immunoprecipitation and mass spectrometry

## Safety Studies Summary

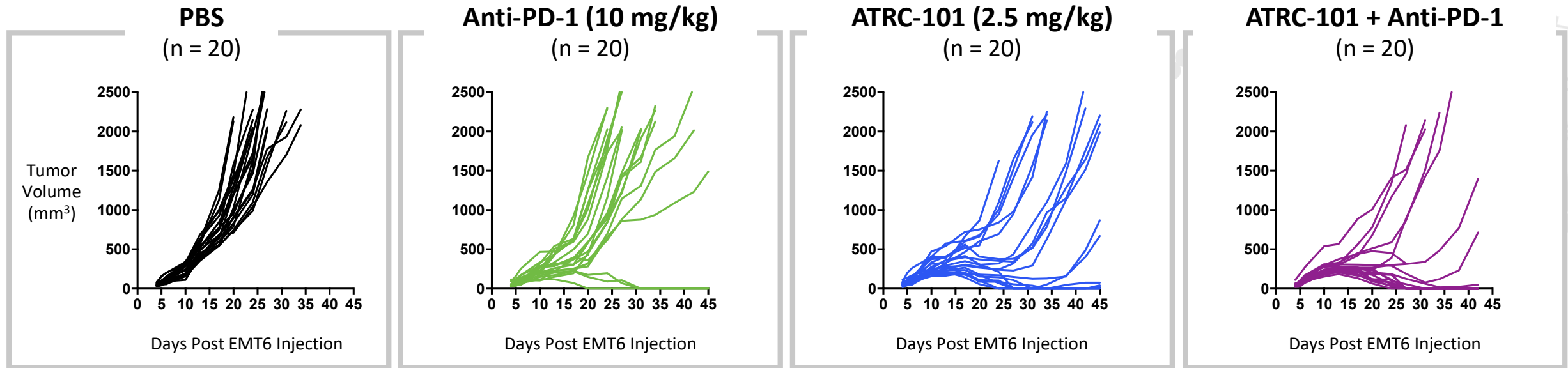
### Normal Tissue Binding

- No definitive signal across a range of 30 different normal human tissues using immunohistochemistry

### *In Vivo* Safety Assessments

- Four repeat doses over 4 weeks of up to 100 mg/kg in NHPs were well-tolerated and no definitive safety signals were observed
- No definitive safety signals observed in mouse models

# ATRC-101 Activity Enhanced by Anti-PD-1 *in Vivo*



Anti-PD-1: Dosing 2x per week x 2 weeks (last dose Day 21)

ATRC-101 Antibody: Dosing 2x per week x 3.5 weeks (last dose Day 28)

ATRC-101 human Fc substituted for mouse Fc

## ATRC-101 Mechanism of Action Provides Rationale for Enhanced Activity of Combination

# On Track to File IND in Late 2019 and Initiate Phase 1b in Early 2020

## OBJECTIVES

- Determine MTD or Phase 2 dose
- Characterize safety
- Characterize potential biomarkers
- Measure initial clinical activity
- Retrospectively analyze target expression

## MONOTHERAPY ARM

- Open-label, dose escalation, adaptive 3+3 design
- Patients with advanced solid tumors that demonstrated >50% reactivity to ATRC-101 in preclinical studies

Dose Level 1

Dose Level 2

Dose Level n

MTD

## PLANNED EXPANSION COHORTS

Ovarian

NSCLC

Colorectal

Breast

Other

*Upon confirmation of safety in monotherapy arm, amend IND to expand dosing in combination with PD-1 inhibitor*

## PLANNED COMBINATION ARM

- Non-responders to checkpoint inhibitors

Planned Combo  
Dose Level 1

Planned Combo  
Dose Level 2

Planned Combo  
Dose Level n

MTD





## Future Programs

### Multiple Mechanisms of Action

# Multiple Approaches to Drug Development

## GROWING LIBRARY OF >1,400 ANTIBODIES

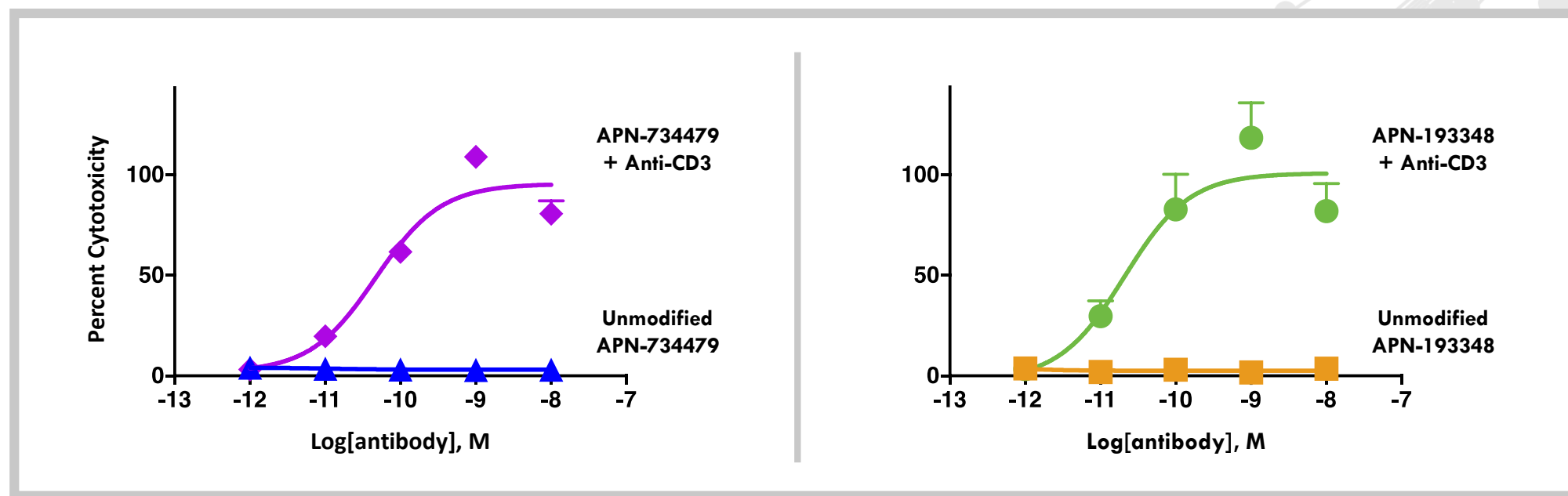
MOA	Description	Status
Driver Antigen Engagement	Antibody directly targets tumor to activate the innate and adaptive immune systems	<ul style="list-style-type: none"> <li>• ATRC-101 preclinical data demonstrate this MOA</li> <li>• Working to identify other antibody-target pairs that are active via this MOA</li> </ul>
T Cell Engagers	“Bispecific” simultaneously activates and directs T cells to the tumor for cell killing via T cell-dependent cellular cytotoxicity (TDCC)	<ul style="list-style-type: none"> <li>• <b>~6% of our hit antibody Fv regions test positive</b> in a single bispecific format in TDCC assays</li> <li>• &gt;375 hit antibodies analyzed</li> </ul>
Directed Killing	Antibody-dependent cellular cytotoxicity (ADCC) or antibody-dependent cellular phagocytosis (ADCP)	<ul style="list-style-type: none"> <li>• <b>~17% of our hit antibodies test positive</b> in ADCC or ADCP assays</li> <li>• &gt;375 hit antibodies analyzed</li> </ul>
Toxin-Conjugates (ADCs)	Cellular toxins are conjugated to internalizing tumor targeting antibodies to generate cytotoxicity	<ul style="list-style-type: none"> <li>• <b>~2% of our hit antibodies test positive</b> in internalization assays</li> <li>• &gt;700 hit antibodies analyzed</li> </ul>

# Atreca Antibodies Direct T Cells to Kill Tumor Cells When Engineered into T Cell Engager Format



## T Cell Engagers

### Examples of Hit Antibodies with Potent Activity as Bispecifics *in Vitro*



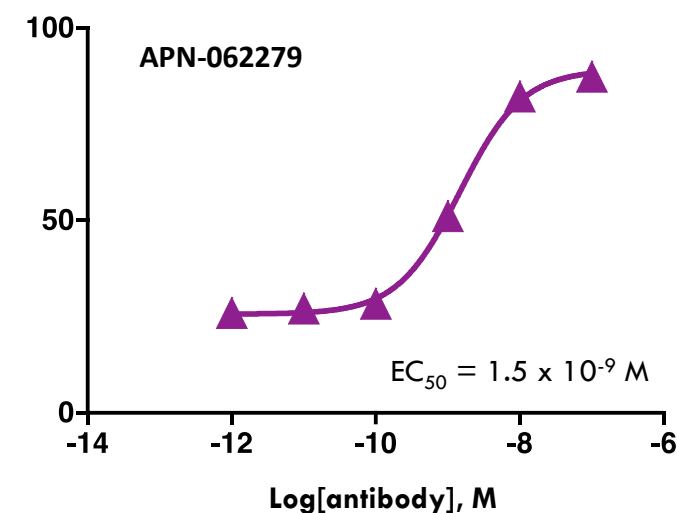
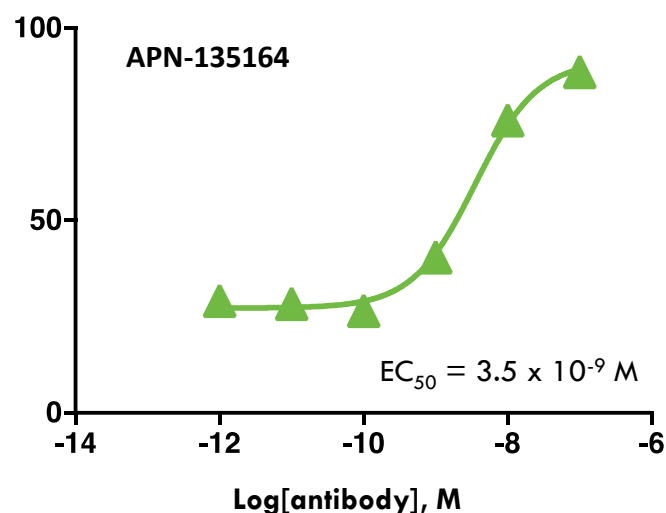
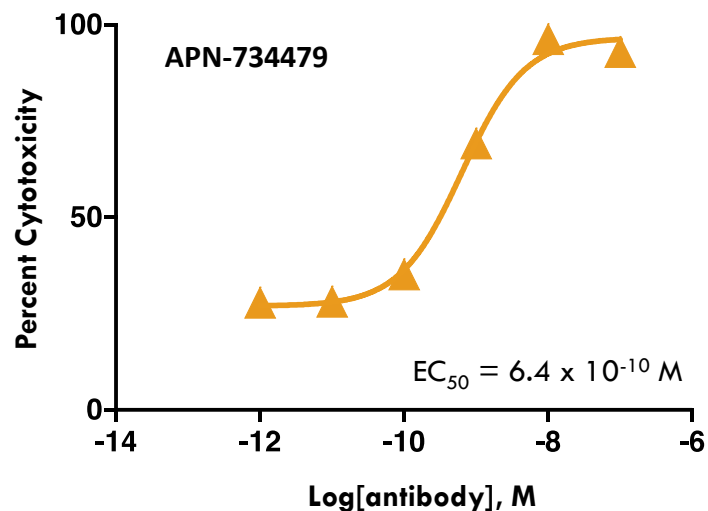
**~6% of Hit Antibody Fv Regions Test Positive in a Single Bispecific Format in TDCC Assays  
>375 Hit Antibodies Analyzed**

# Atreca Antibodies Direct Innate Immune System Cells to Kill Tumor Cells



## Directed Killing

### Examples of Hit Antibodies with Potent ADCC Activity *in Vitro*

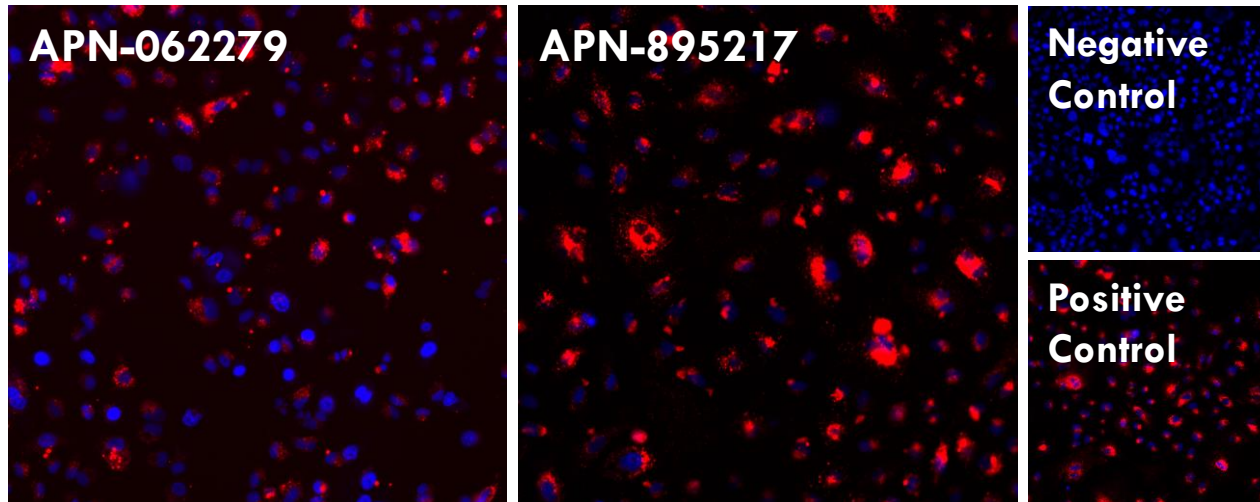


**~17% of Hit Antibodies Test Positive in ADCC or ADCP Assays**  
**>375 Hit Antibodies Analyzed**

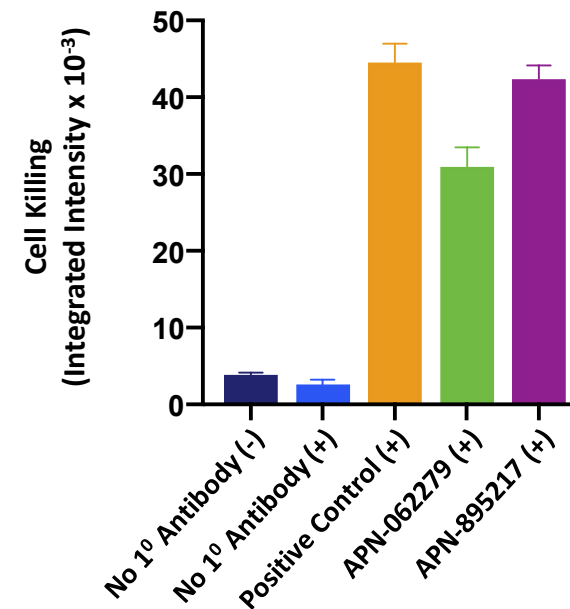
# Atreca Antibodies Internalize and Deliver Toxins into Tumor Cells

## Toxin-Conjugates (ADCs)

### Antibody Internalization into Tumor Cells



### Cytotoxic Payload Delivery



(+): Pre-incubated with toxin-conjugated secondary antibody

(-): No pre-incubation with toxin-conjugated secondary antibody

**~2% of Hit Antibodies Test Positive in Internalization Assays**  
**>700 Hit Antibodies Analyzed**



## Key Milestones and Financial Overview



# Anticipated Milestones and Financial Overview

## Upcoming Milestones

**2019**

**2020**

**2021**

- **Late 2019:** ATRC-101 IND Filed
- **Early 2020:** ATRC-101 Phase 1b Trial Initiated
- **2020:** Strategic Drug Discovery Partnership
- **2021:** IND for Second Product Candidate Filed

## Financial Overview

- IPO completed in June 2019 raising \$130.8M in net proceeds
- Cash, cash equivalents & investments of \$219.7M as of June 30, 2019

# Investment Highlights

Discovering and Developing a Novel Class of Antibody-based Cancer Immunotherapeutics



## Differentiated Discovery Approach

- First-mover advantages in accessing a potentially large and underexploited target space via interrogation of the human active anti-tumor immune response
- Delivers novel antibodies binding to targets otherwise unlikely discoverable by traditional approaches
- Scalable and industrialized platform

## Large Opportunities

- Approach leads to antibodies that bind to “public” tumor targets
- Potential treatments for large patient populations across multiple tumor types

## Lead Candidate: ATRC-101

- Monoclonal antibody with a novel mechanism of action and target
- Demonstrated potent single-agent anti-tumor activity in multiple preclinical solid tumor models
- Anticipate filing IND in late 2019 and initiating Phase 1b trial in early 2020

## Pipeline Expansion

- Growing hit library of >1,400 human antibodies that bind to non-autologous tumor tissue preferentially
- Potential for additional product candidates with distinct mechanisms of action

## Foundational Excellence

- Experienced management team with deep scientific, R&D and operational expertise
- Support from leading institutional investors and SAB



# Delivering the Potential of Immunotherapy

**Corporate Overview**

August 2019