

# **Accelrys**

## **(NASDAQ: ACCL)**

### ***AeA Micro-Cap Conference***

Mark Emkjer, President & CEO  
Rick Russo, CFO

*May 5, 2008*

When used in this presentation, words such as expects, believes, anticipates, estimates, and similar expressions identify forward-looking statements. Forward-looking statements may include statements relating to our growth strategy, the future size of our addressable markets, future products and our potential future financial and operating results. Such statements are based on our current expectations of future events, and are subject to risks and uncertainties which could cause actual results to differ materially from results expressed or implied by these statements, including, but not limited to, the risk that our growth strategy will not succeed, that our current and/or future markets will not grow as estimated, that our products will not be successfully developed, released or will not be in demand, risks relating to competition, changes in economic conditions, and other risks described in documents we have filed with the Securities and Exchange Commission, including our most recent report on Form 10-K and subsequent reports on Form 10-Q. All forward-looking statements are qualified entirely by the cautionary statements in this document and our filings. These forward-looking statements speak only as of the date of this presentation. We disclaim any undertaking to update or revise any forward-looking statements to reflect any change in expectations with regard thereto or any change in events, conditions or circumstances on which any such statement is based.

## **Non-GAAP Financial Measures**

This presentation contains certain Non-GAAP financial measures. A reconciliation of each of these measures to the directly comparable GAAP financial measure is posted on the investor portion of our web site at [www.accelrys.com](http://www.accelrys.com).

*Accelrys provides a **Scientific Business Intelligence platform** that manages scientific information and accelerates the discovery and development of new drugs and materials*

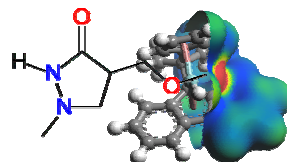
<b>Founded</b>	<b>2001</b>
<b>Customers</b>	<b>2000+</b>
<b>Employees</b>	<b>~ 400</b>
<b>Revenue</b>	<b>\$59 MM (9 mo. 12/31/07)</b>
<b>Non-GAAP Net Income</b>	<b>\$6 MM or \$0.22/share (9 mo. 12/31)</b>
<b>Cash</b>	<b>\$66 MM (12/31)</b>
<b>Headquarters</b>	<b>San Diego, CA</b>
<b>Offices</b>	<b>Cambridge, UK, Tokyo, Japan</b>



# Inhale, Analyze & Report



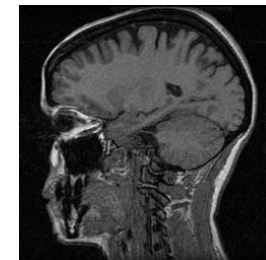
Numeric



Chemical Structures



Text



Image



Biological Sequences



Aerospace



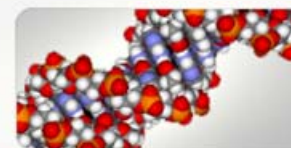
Energy



Consumer

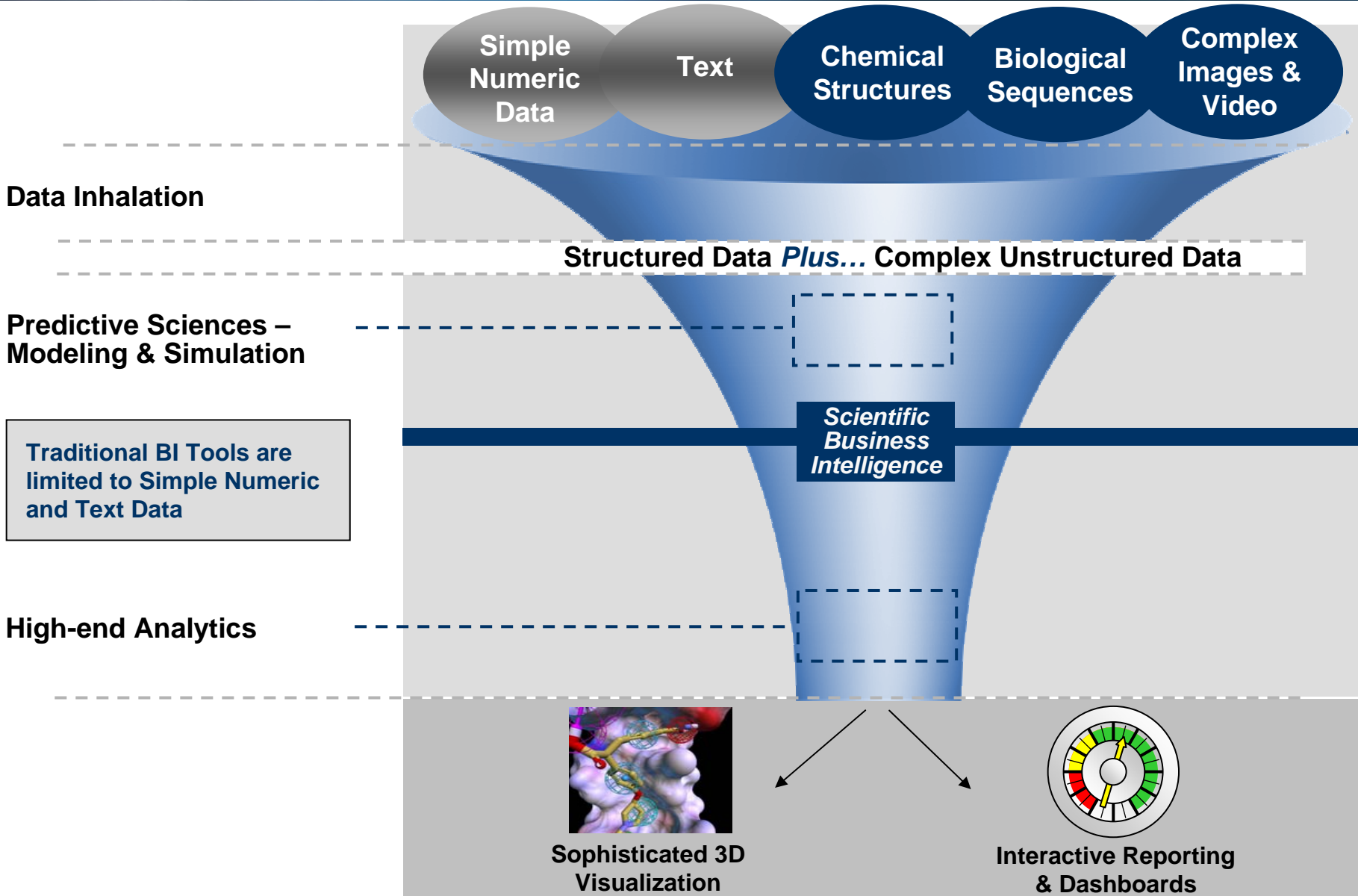


Chemicals



Life Sciences

# Beyond "Traditional" BI

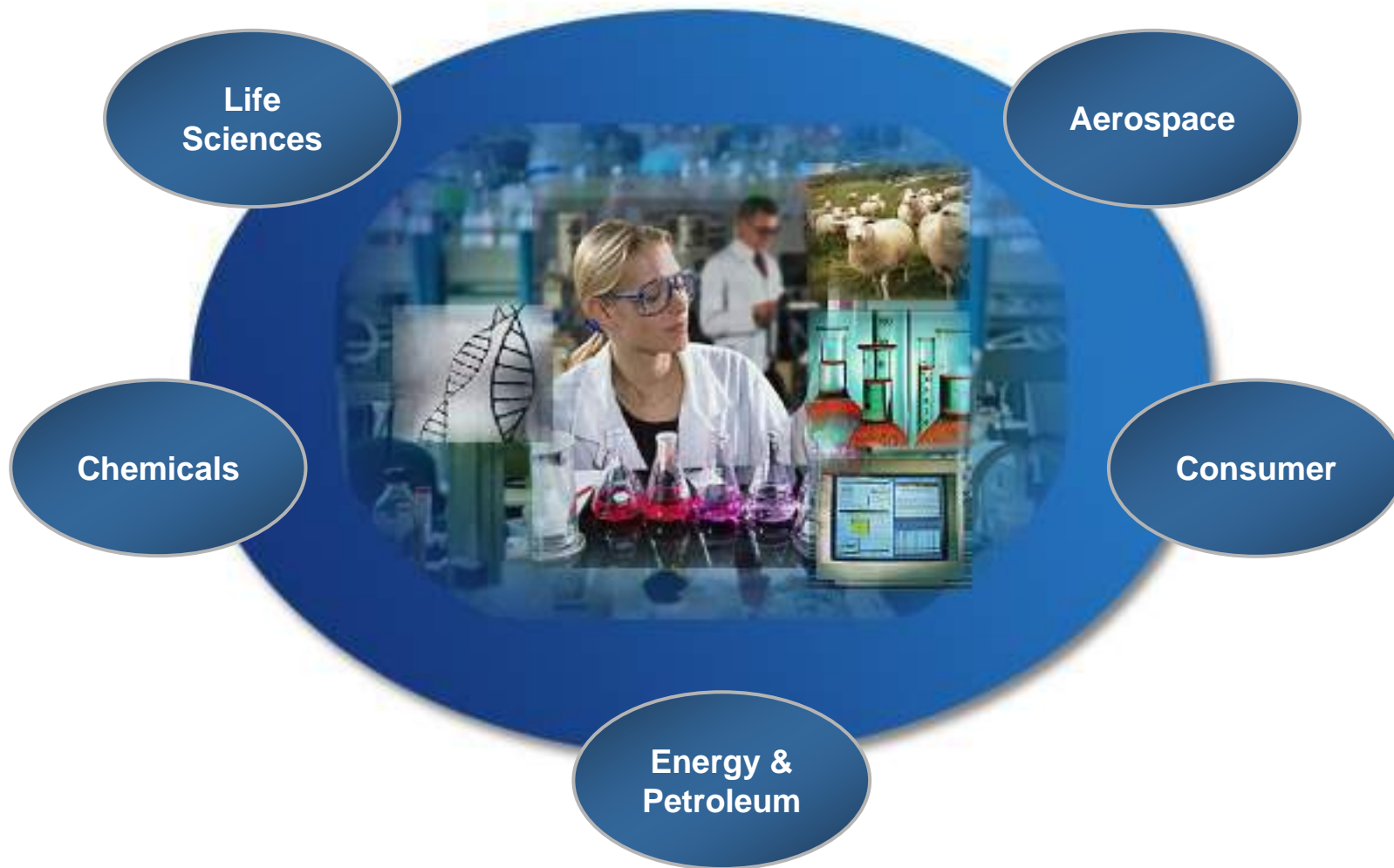


- **De facto standard Scientific Operating Platform**
  - Data pipelining, Integration, Data Mining, Reporting, Analytics
- **Expansive eco system**
  - 150 staff PhDs
  - Academic collaborators
  - 32 ISV partners
- **Domain Experience**
  - Biology, Chemistry, Materials, Nanotech
  - Contract research, Professional Services, Support



- **Streamline processes**
  - Turn data into information for better decisions
  - Automate integration of data, process, and reporting
- **Reduce R&D spending**
  - Computer aided experiments less expensive than physical experimentation
- **Reduce burden on research IT**
  - Reduce internal IT development
  - User empowered “drag and drop” environment

# Target Markets



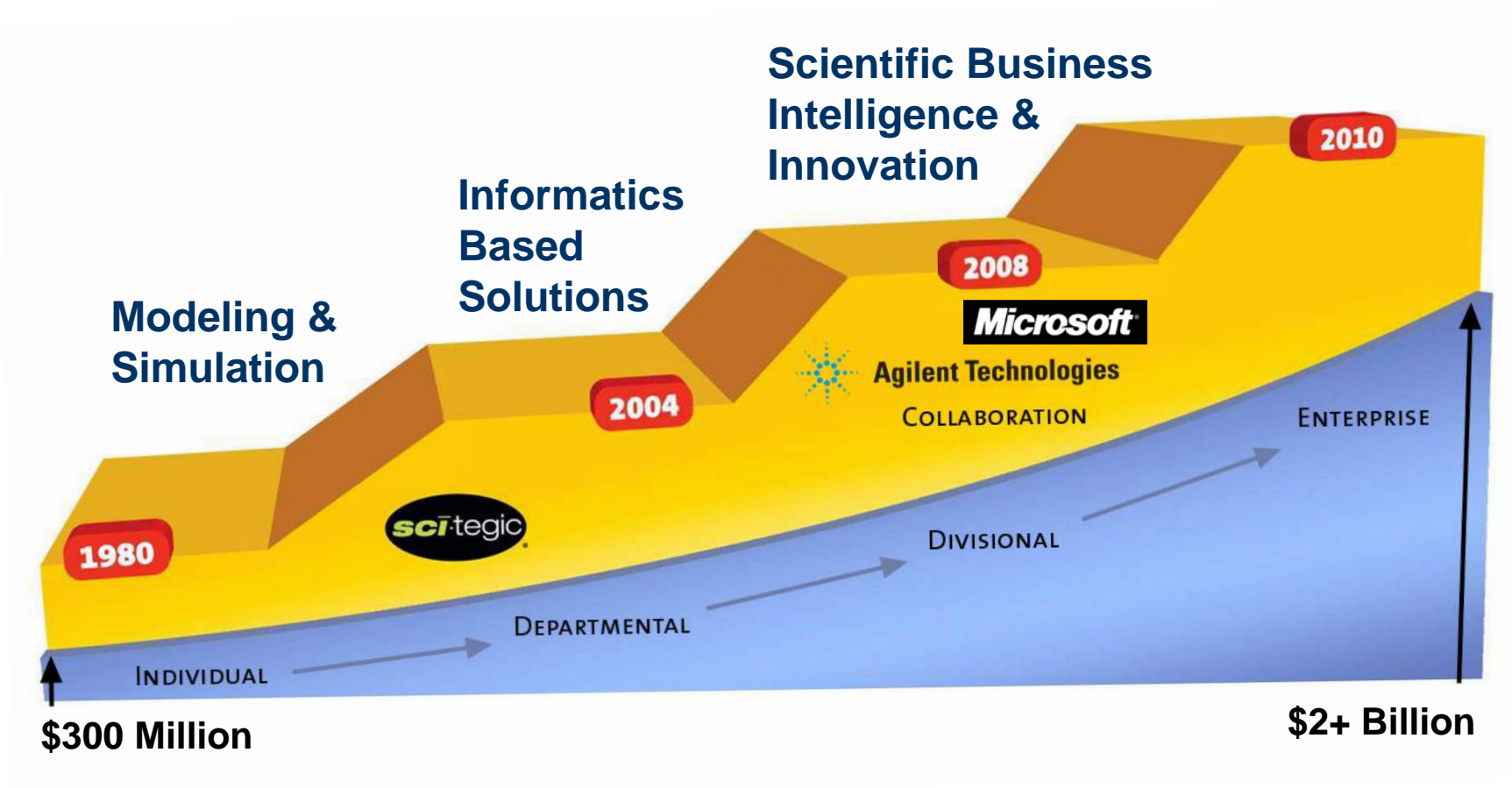
# Our Customers

## Life Sciences and Chemicals, Materials & Manufacturing



# The Accelrys Growth Vision

## Expanding Addressable Market



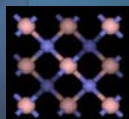
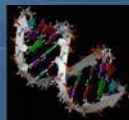
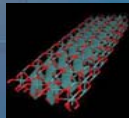
- **Expand addressable market within existing customer base**
- **Introduce new products into our sales channel**
- **Expand channel through OEM and distributors**
- **Penetrate new verticals and markets that are largely untouched**
- **Pursue strategic technology acquisitions and alliances**

# Experienced Management Team



Name	Industry Experience	Title	Background
<b>Mark Emkjer</b>	26 years	President & CEO	Sunquest Information Systems, Pace Health Management Systems
<b>Dr. Frank Brown</b>	20 years	Chief Science Officer	J&J, Oxford Molecular, Glaxo
<b>Rick Russo</b>	25 years	Chief Financial Officer	Captiva, DataWorks, PriceWaterhouse
<b>Rohit Shyam</b>	16 years	VP Marketing & Strategy	Booz-Allen & Hamilton, CSC, IBM, SAIC
<b>Rick Murphy</b>	20 years	VP Sales & Services	MSC

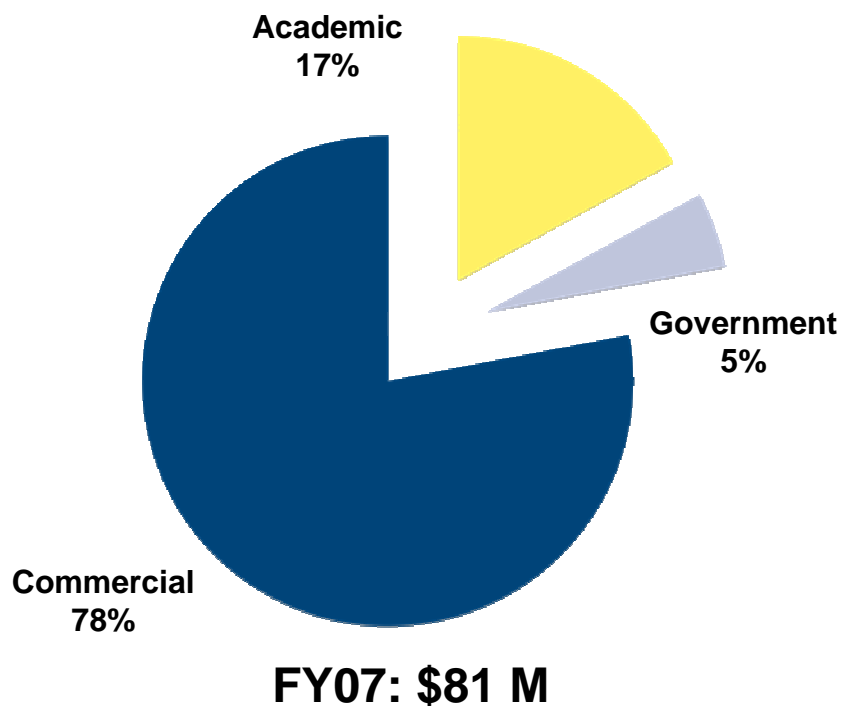
# Financial Highlights



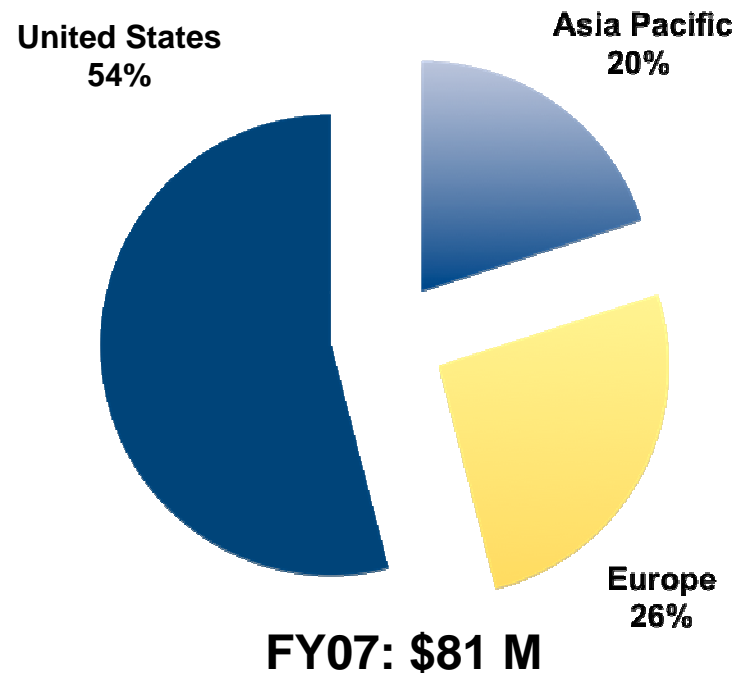
- **Fiscal year end 3/31**
- **\$81 million revenue; \$71 million cash; no debt**
- **Generated \$4.8 million Non GAAP operating income in FY'07**
- **Generated \$4.7 million in cash in FY '07**
- **70% recurring revenue model**
- **Stable, amortized revenue stream**

# Who We Sell To...

## Revenues by Customer Type

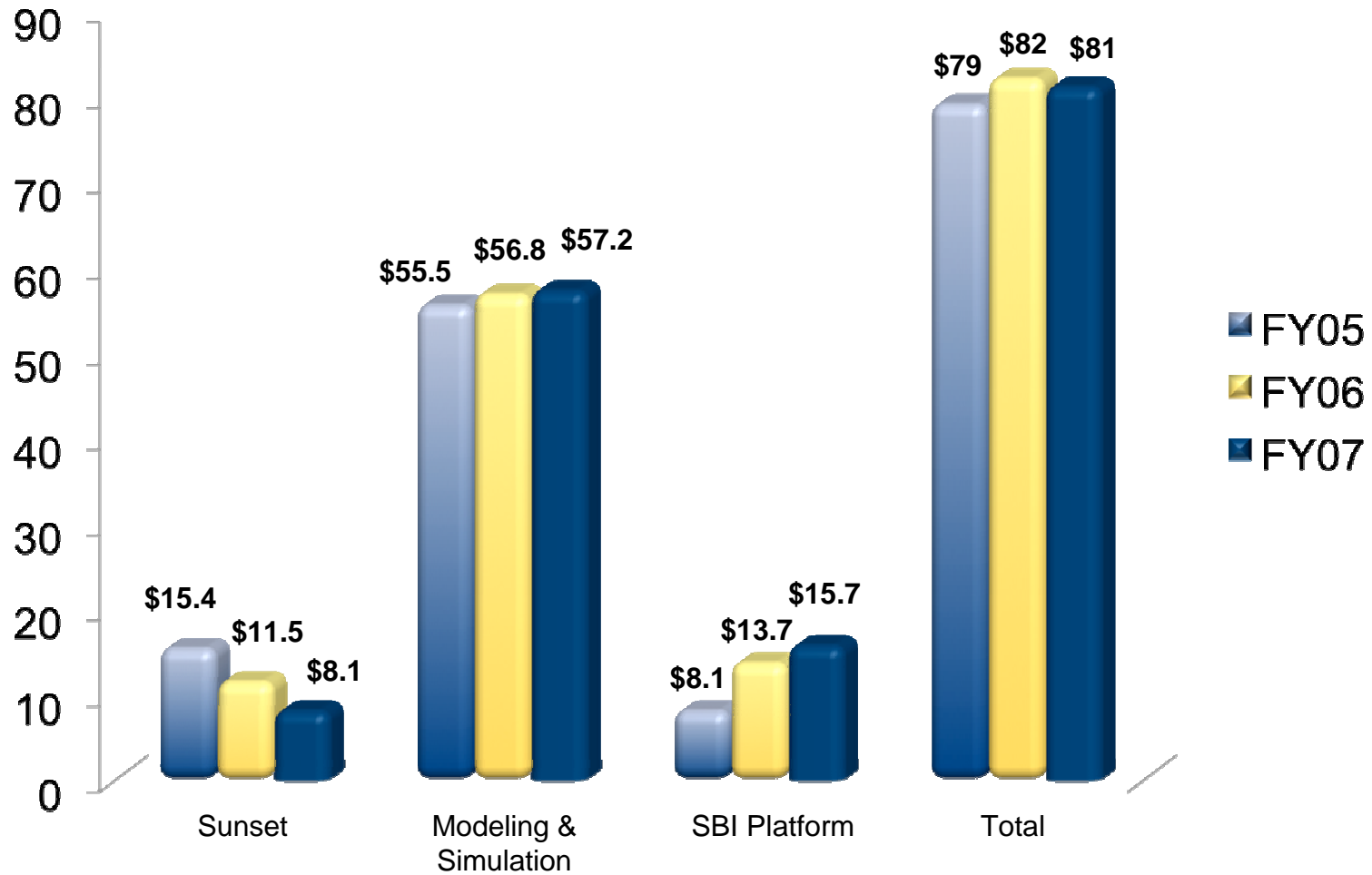


## Revenues by Geography



# Annual Revenues

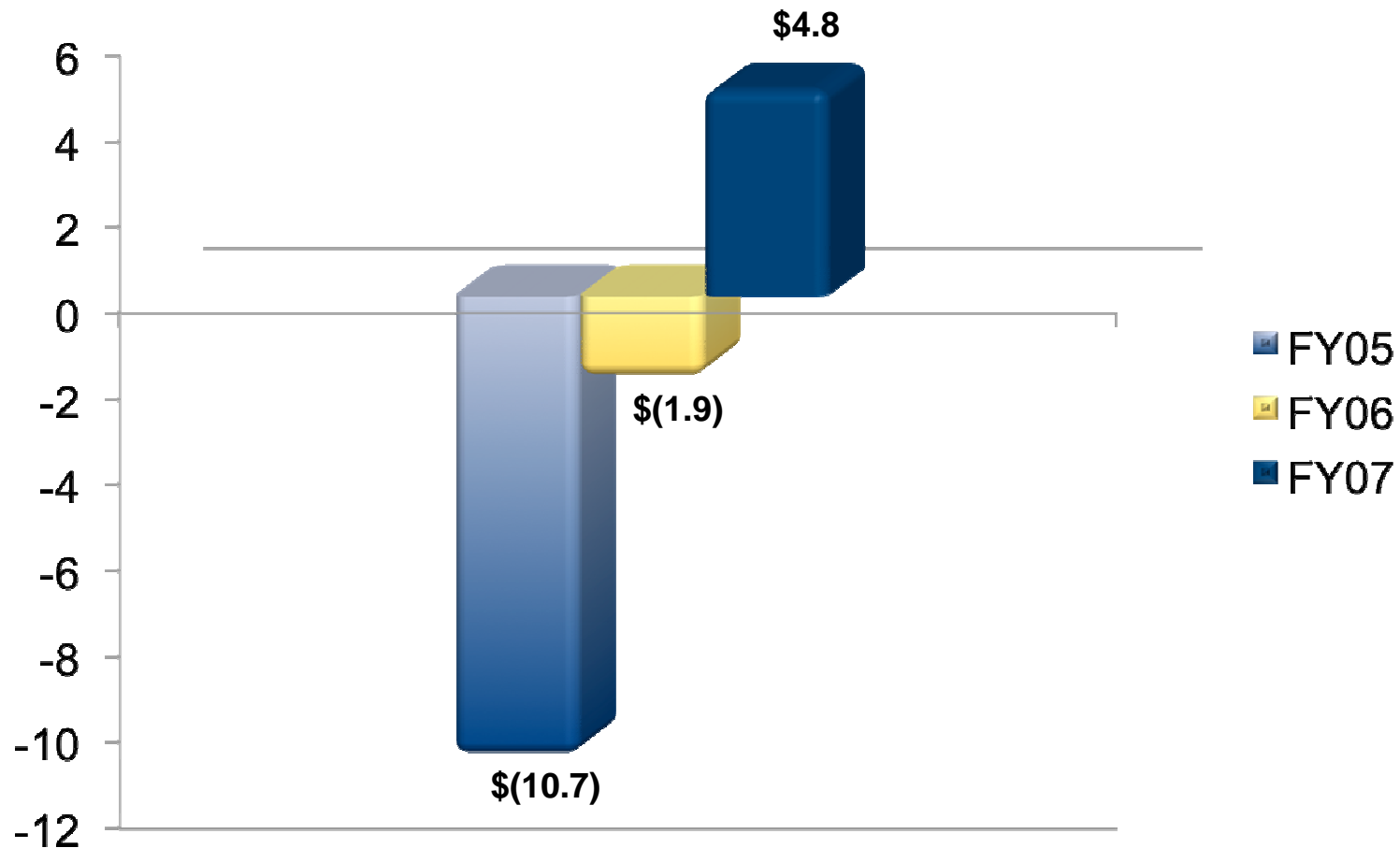
*In Millions \$*



# Annual Non-GAAP Operating Income



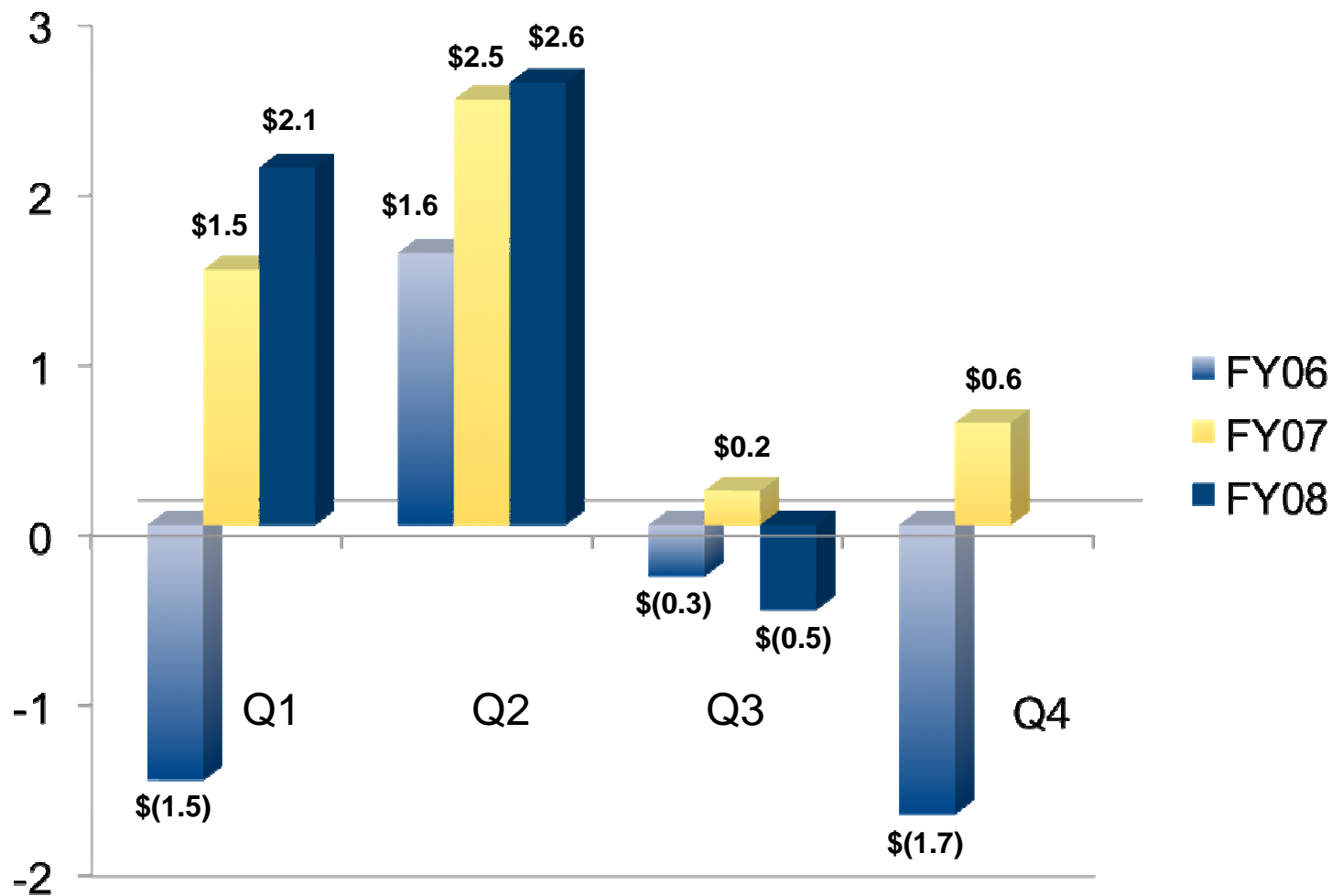
*In Millions \$*



# Quarterly Non-GAAP Operating Income

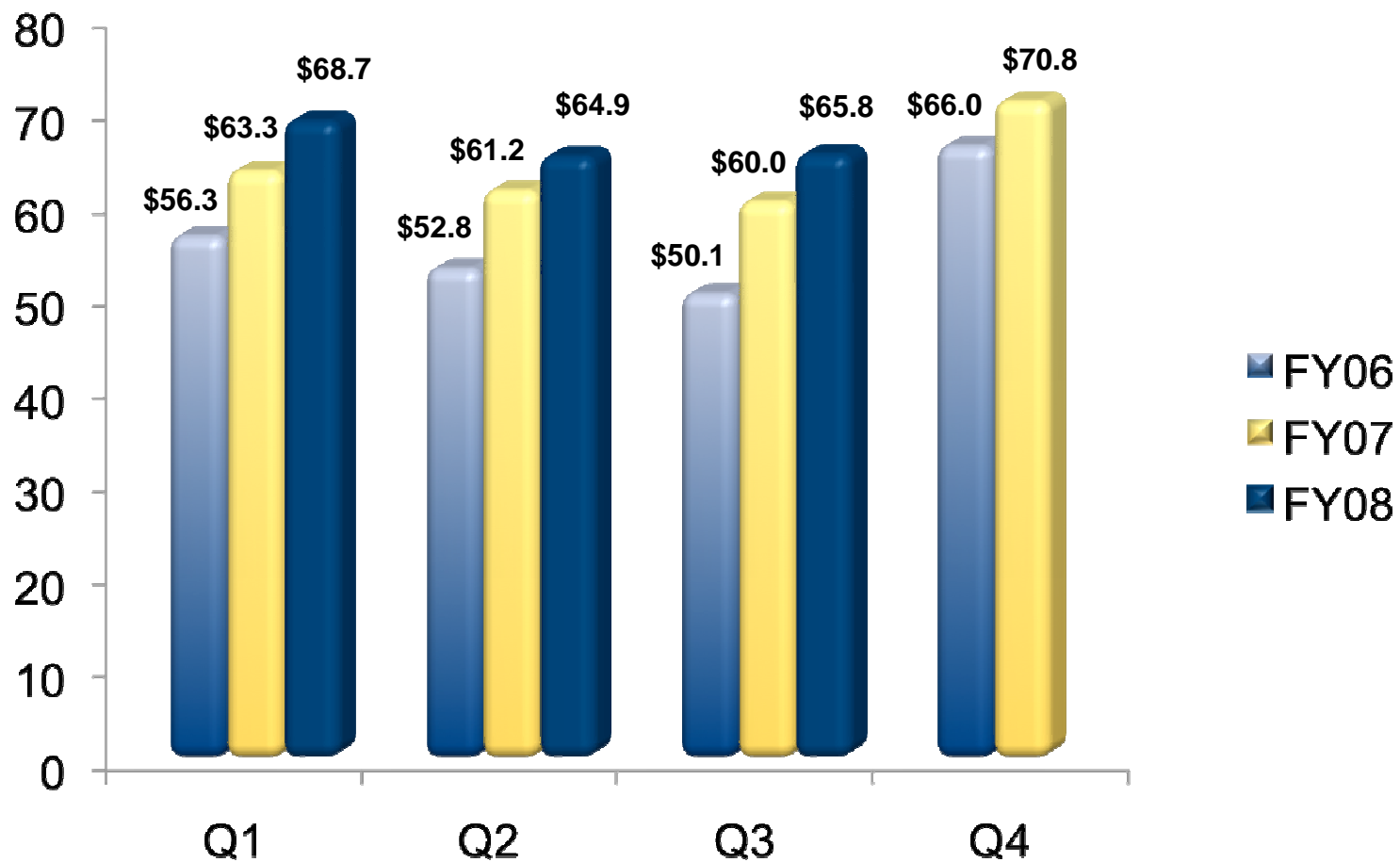


*In Millions \$*



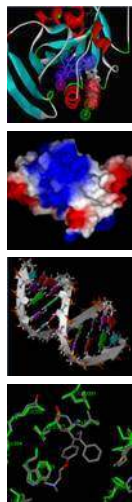
# Quarterly Cash / Investments Trend

*In Millions \$*



	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>Mid-Term Goal</b>
Revenue	100%	100%	100%	100%
<b>Cost of Revenue</b>	<b>15%</b>	<b>17%</b>	<b>17%</b>	<b>17.0%</b>
Gross Margin	85%	83%	83%	83%
<b>Operating Expenses (Non-GAAP):</b>				
<b>Product Development</b>	<b>29%</b>	<b>26%</b>	<b>22%</b>	<b>19.0%</b>
<b>Sales &amp; Marketing</b>	<b>48%</b>	<b>41%</b>	<b>37%</b>	<b>35.0%</b>
<b>General &amp; Administrative</b>	<b>22%</b>	<b>18%</b>	<b>18%</b>	<b>15.0%</b>
<b>Total Non-GAAP Operating Expenses %</b>	<b>99%</b>	<b>85%</b>	<b>77%</b>	<b>69%</b>
<b>Operating Income %</b>	<b>-14.0%</b>	<b>-2.0%</b>	<b>6.0%</b>	<b>14.0%</b>

- **De facto standard scientific operating platform**
- **Domain expertise**
- **Large target market**
- **Strong growth opportunity and strategy**
- **Stable and recurring base business**
- **Solid financial condition**



***For more information contact ...***

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