Evotec

Partnered Drug Discovery and Development
Forward-looking statement

Information set forth in this presentation contains forward-looking statements, which involve a number of risks and uncertainties. We caution investors that forward-looking statements contained herein are based upon management’s expectations and assumptions as of the date of this presentation. Such forward-looking statements are neither promises nor guarantees, but are subject to a variety of risks and uncertainties, many of which are beyond our control, and which could cause actual results to differ materially from those contemplated in these forward-looking statements. We expressly disclaim any obligation or undertaking to release publicly any updates or revisions to any such statements to reflect any change in our expectations or any change in events, conditions or circumstances on which any such statement is based.
#Researchneverstopstips

Mastering COVID-19

<table>
<thead>
<tr>
<th>What is paramount in this situation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Protect</td>
</tr>
</tbody>
</table>

Involved in multiple activities to combat COVID-19

- NIH-led initiative Accelerating COVID-19 Therapeutic Interventions and Vaccines (“ACTIV”)
- “COVID R&D”, global initiative, leading repurposing workstream
- Conducing concept work for a COVID-19 proof of concept research project for N4 Pharma’s novel delivery system for cancer treatments and vaccines
- Partnership with Ology for the evaluation and analytical characterisation of antibodies against SARS-CoV-2 virus
- …
Agenda

Overview
Partnered drug discovery & development
Financials & Outlook
Research never stops
Our long-term mission in drug discovery and development

We design and apply innovative technologies and processes across **all modalities** in order to expand access to more precise and effective medicines together with our partners.

#ResearchNeverStops

Manfred Eigen
Nobel Prize 1967
# Leading the external innovation megatrend

Company snapshot – Development from 2015 ... 2019

<table>
<thead>
<tr>
<th>Co-owned programmes with significant participation</th>
<th>Revenues in € m</th>
<th>Adjusted Group EBITDA in € m</th>
</tr>
</thead>
<tbody>
<tr>
<td>30 ........................................ 100+</td>
<td>128 .................. 446.4</td>
<td>9 .......................... 123.1</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Co-owned companies</th>
<th>Top-class employees</th>
<th>Unpartnered R&amp;D programmes</th>
</tr>
</thead>
<tbody>
<tr>
<td>0 ............................... 14</td>
<td>1,000 ...... 3,030</td>
<td>10 ............................ 40+</td>
</tr>
</tbody>
</table>

Leading the external innovation megatrend
Productivity challenge will further increase

Development costs vs. average peak sales

Development cost, $ m

Cost per asset increased \(\sim 2/3^{rd}\) since 2010

Peak sales, $ m

Average sales more than halved since 2010

Source: Deloitte's Centre for Health Solutions: Ten years on measuring the return of pharmaceutical innovation 2019
Variable processes drive productivity and speed

R&D outsourcing & External Innovation

in € bn

Source: Visiongain – Drug Discovery Outsourcing Market Forecast 2015-2025 and Evotec’s estimates
**Multimodality is reality**

Small molecules, biologics & Gene Therapy in R&D

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### Global pharmaceutical market\(^1\), \(^2\)

**in $ bn**

<table>
<thead>
<tr>
<th>Year</th>
<th>Cell &amp; Gene Tx</th>
<th>Biologics</th>
<th>Small molecules</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>670</td>
<td></td>
<td></td>
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<tr>
<td>2018</td>
<td>703</td>
<td></td>
<td></td>
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<tr>
<td>2019</td>
<td>743</td>
<td></td>
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<tr>
<td>2020e</td>
<td>794</td>
<td></td>
<td></td>
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<tr>
<td>2021e</td>
<td>856</td>
<td></td>
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<tr>
<td>2022e</td>
<td>918</td>
<td></td>
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</tr>
</tbody>
</table>

**CAGR 2017-22e**

- >50%
- 8%
- 5%

**Growth:** +7%

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\(^1\) Small molecules forecast from May 2017 and Biologics forecast from Dec 2017

\(^2\) Excluding sales not classified by EvaluatePharma

Source: EvaluatePharma
Integrated processes up to IND and product supply

Our focus

<table>
<thead>
<tr>
<th>Target ID/validation</th>
<th>Hit identification</th>
<th>Lead optimisation</th>
<th>Pre-clinical Tox testing</th>
<th>INDiGO</th>
<th>Phase I</th>
<th>Phase II</th>
<th>Phase III</th>
<th>Approval</th>
<th>Market</th>
</tr>
</thead>
</table>

evotec
More than 3,000 x unique expertise

Global centres of excellence

Princeton, Seattle, Branford, Watertown
~250 employees

Lyon, Toulouse
~650 employees

Verona
~660 employees

Abingdon, Alderley Park
~700 employees

Hamburg Headquarters, Cologne, Göttingen, Munich,
~700 employees

Orth an der Donau, Austria,
~30 employees

1) 1st J.POD® under construction; planned to be operational in 2021
Building long-term partnerships

Our unique business model

Own R&D

Co-Owned Pipeline

Fee for Service
Agenda

Overview

Partnered drug discovery & development

Financials & Outlook
Leading technology platforms improve success rates
Better translation for better drugs

**Human genetics supported targets**

1) % success

- **All programmes**: 
- **Genetically supported**: 

  ~2x

**Biomarker-based patient stratification**

2) % success

- **No biomarker**: 
- **Selection biomarker**: 

  ~3x

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1) Source: Nelson et. al., Nat. Genet. 2015
One platform, open for tailor-made business formats

EVT Execute & EVT Innovate

Intellectual Property with Partners

Intellectual Property with Evotec
Best expertise and learning curves in all processes

“The Sharing Economy” for external innovation services
## High-performance alliances built on quality & speed

### Integrated alliances (examples)

<table>
<thead>
<tr>
<th>Alliance</th>
<th>Initiated Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Boehringer Ingelheim</td>
<td>Oncology, Respiratory</td>
</tr>
<tr>
<td>Bayer</td>
<td>Pain, Respiratory, CKD, Women’s Health</td>
</tr>
<tr>
<td>Bristol Myers Squibb</td>
<td>CNS, Oncology, Protein Degradation</td>
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<tr>
<td>LOXO Oncology</td>
<td>Oncology</td>
</tr>
<tr>
<td>Novo Nordisk</td>
<td>Diabetes</td>
</tr>
<tr>
<td>Takeda</td>
<td>Multiple therapeutic areas</td>
</tr>
</tbody>
</table>

### 30% Lower cost and higher speed to safety assessment (FGLPD) than industry benchmarks

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Better biologics with next generation technologies

Just – Evotec Biologics

- Highest Quality
- Higher Speed
- Integrated Design Approach
- Cost Efficiency
- Flexible Capacity
January 2020:
… Just – Evotec Biologics and MSD enter collaboration around facility of the future

J.POD® – The Biologics Facility of the Future

J.POD® – relatively low CAPEX and primary OPEX-driven manufacturing

Conventional Facility 1st Generation

Flexible Facility 2nd Generation

Deployable Facility 3rd Generation

Fixed Cost

Variable Cost

QC Lab

Utilities

Mechanical Support

Warehouse

Manufacturing

Administration

J.POD®
## Fully invested pipeline, gaining visibility

### Partnership portfolio pre-clinical and clinical

<table>
<thead>
<tr>
<th>Molecule</th>
<th>Therapeutic Area/Indication</th>
<th>Partner</th>
<th>Discovery</th>
<th>Pre-clinical</th>
<th>Phase I</th>
<th>Phase II</th>
<th>Phase III</th>
</tr>
</thead>
<tbody>
<tr>
<td>EVT201</td>
<td>Insomnia (GABA-A)</td>
<td></td>
<td></td>
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<tr>
<td>BAY-1817080</td>
<td>Chronic cough (P2X3)</td>
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<tr>
<td>BAYBUUp</td>
<td>Chronic cough (P2X3)</td>
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<tr>
<td>CT7001</td>
<td>Oncology (CDK7)</td>
<td>Carrick</td>
<td></td>
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<tr>
<td>CT7001</td>
<td>Oncology (CDK7)</td>
<td>Carrick</td>
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<tr>
<td>EVT401</td>
<td>Immunology &amp; Inflammation (P2X7)</td>
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<tr>
<td>BAY-1817080</td>
<td>Endometriosis (not disclosed)</td>
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<tr>
<td>BAYxxx</td>
<td>Endometriosis (not disclosed)</td>
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<tr>
<td>BAY2328065</td>
<td>Endometriosis (not disclosed)</td>
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<tr>
<td>BI 894416</td>
<td>Asthma (not disclosed)</td>
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<tr>
<td>BI 860585</td>
<td>Oncology (mTORC1/2)</td>
<td></td>
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<tr>
<td>TPM203</td>
<td>Pemphigus Vulgaris (not disclosed)</td>
<td>Topas Therapeutics</td>
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<td>DSP-1181</td>
<td>Obsessive-compulsive disorder (5-HT1A)</td>
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<tr>
<td>CNTX 6016</td>
<td>Pain (CB2)</td>
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<tr>
<td>EVT894</td>
<td>Chickungunya (Antibody)</td>
<td>SANOFI</td>
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<tr>
<td>BAYxxx</td>
<td>Endometriosis (not disclosed)</td>
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<tr>
<td>EVT801</td>
<td>Oncology (VEGFR3)</td>
<td>SANOFI</td>
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<tr>
<td>APN411</td>
<td>Oncology – Immunotherapy</td>
<td>APEIRON</td>
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<tr>
<td>EXS21546</td>
<td>Oncology (various programmes)</td>
<td>Exscientia</td>
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<tr>
<td>GLPGxxxx</td>
<td>Fibrosis (not disclosed)</td>
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<tr>
<td>BAYxxxx</td>
<td>Nephrology (not disclosed)</td>
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<tr>
<td>QRB001</td>
<td>Metabolic – Diabetes (not disclosed)</td>
<td>Qrbeta</td>
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<tr>
<td>BMSxxxx</td>
<td>Neurodegeneration (not disclosed)</td>
<td>Bristol Myers Squibb</td>
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<tr>
<td>EVTxxxx</td>
<td>CNS, Metabolic, Pain …</td>
<td></td>
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<td></td>
<td></td>
<td>&gt;10 further programmes</td>
</tr>
</tbody>
</table>

*Note: Several projects have fallen back to Evotec, where Evotec does not intend to run further clinical trials unpartnered, e.g. EVT302, EVT101, SGM-1019*
>100 discovery projects are progressing rapidly

Partnership research and discovery portfolio

<table>
<thead>
<tr>
<th>Molecule</th>
<th>Therapeutic Area/Indication</th>
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<th>Pre-clinical</th>
<th>Phase I</th>
<th>Phase II</th>
<th>Phase III</th>
</tr>
</thead>
<tbody>
<tr>
<td>Various ND¹</td>
<td>Nephrology</td>
<td></td>
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<tr>
<td>ND¹</td>
<td>Nephrology</td>
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<tr>
<td>ND¹</td>
<td>PCOS</td>
<td></td>
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<tr>
<td>INDY inhibitor</td>
<td>Metabolic</td>
<td></td>
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<tr>
<td>Various</td>
<td>Oncology</td>
<td></td>
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<tr>
<td>ND¹</td>
<td>Oncology</td>
<td></td>
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<tr>
<td>ND¹</td>
<td>Oncology – Colorectal cancer</td>
<td></td>
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<tr>
<td>ND¹</td>
<td>Oncology – DNA damage response</td>
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<tr>
<td>ND¹</td>
<td>Novel antibiotics</td>
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<td>ND¹</td>
<td>Novel antibiotics</td>
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<tr>
<td>ND¹</td>
<td>Anti-bacterial</td>
<td></td>
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<tr>
<td>TargetPcV</td>
<td>Antiviral</td>
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<tr>
<td>Various</td>
<td>Anti-infectives</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Various</td>
<td>All indications</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>ND¹</td>
<td>Dermatological diseases</td>
<td></td>
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<tr>
<td>ND¹</td>
<td>Facioscapulohumeral Dystrophy</td>
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<tr>
<td>Various</td>
<td>Immunology &amp; Inflammation – Tissue fibrosis</td>
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<tr>
<td>Various</td>
<td>Fibrotic disease</td>
<td></td>
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<tr>
<td>Various ND¹</td>
<td>Immunology &amp; Inflammation</td>
<td></td>
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<tr>
<td>ND¹</td>
<td>Inflammatory</td>
<td></td>
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<tr>
<td>ND¹</td>
<td>Cancer</td>
<td></td>
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<tr>
<td>Various</td>
<td>Internal: Oncology, CNS, Metabolic, Pain &amp; Inflammation</td>
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</tbody>
</table>

¹ Not disclosed
Re-define health and disease via comprehensive clinical and molecular profiling

The foundation of precision medicine

PanOmics Platform: Genomics, Transcriptomics, Proteomics and Metabolomics
PanHunter: Bioinformatics, AI/ML
Expanding the multimodality “Autobahn”
Establishing Gene Therapy

Evotec GT – Gene Therapy

- Strong leadership team with acknowledged expertise in gene therapy
- Extensive disease insights and expertise in gene therapy applications for hemophilia, hematology, metabolic and muscle diseases
- World-class expertise and know-how in the field including vectorology, virology, analytics & assays, etc.
- Smooth entry into the gene therapy market planned – starting with Takeda alliance
Gene therapy is a technique that modifies a person’s genes to treat or cure disease. Gene therapies can work through several mechanisms.

Huge market for Gene Therapy

- 2018: approx. $500 m due to a relatively low number of drugs on the market.
- 2025: the market size of > $5 bn with an CAGR of ~34% over the forecast
- End of January 2020: FDA has approved 4 gene therapy products
- By 2025: FDA approval of 10 to 20 cell and gene therapy products a year

Multi-year R&D alliance with Takeda

- Strategic alliance covering selected Takeda gene therapy projects four core therapeutic areas as Oncology, Rare Diseases, Neuroscience and Gastroenterology.
- The alliance leverages Evotec’s growing gene therapy capabilities and its broader drug discovery platform.
- Financials: Undisclosed upfront payment and various payments over time
“IPS cells are a powerful tool to cure intractable diseases because they can be made from patients’ somatic cells.”

Shinya Yamanaka, Nobel prize laureate

Disease-specific drugs
Screening
Patient
Patient-specific iPSCs
Disease in a dish
Disease-affected cell types, i.e. neurons, …

\(^{1}\) iPSC = Induced pluripotent stem cells
Beta cell therapy - the new standard of care

Off-the-shelf iPSC-derived beta cells

<table>
<thead>
<tr>
<th></th>
<th>Tremendous therapeutic &amp; commercial opportunity</th>
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<tbody>
<tr>
<td>1</td>
<td>- Potential to develop a cure for insulin-dependent diabetic patients</td>
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<td></td>
<td>- “Edmonton protocol”(^2) provides unique clinical PoC</td>
</tr>
<tr>
<td></td>
<td>- Attractive for both existing diabetes companies and newcomers</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Excellent foundation to lead the beta cell therapy field</th>
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<tbody>
<tr>
<td>2</td>
<td>- Comprehensive data package including long term \textit{in vivo} efficacy</td>
</tr>
<tr>
<td></td>
<td>- Beta cell product ready to enter IND enabling studies</td>
</tr>
<tr>
<td></td>
<td>- Accelerated execution through semi-virtual biotech model</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Two-product strategy to maximize value</th>
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<tbody>
<tr>
<td>3</td>
<td>- Encapsulated cells with start of clinical testing in 2022</td>
</tr>
<tr>
<td></td>
<td>- Infused immuno-invisible cell product secures life cycle management</td>
</tr>
</tbody>
</table>

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1) Induced pluripotent stem cells
2) Transplantation of cadaveric human islets into the liver for the treatment of diabetes; Shapiro et al., 2017
BRIDGEs to link academia with industry

Long-term optionality with efficient translation

### Funding Level

- **Basic Research**
- **Applied Research**
- **Technology Development and Demonstration**
- **Product Commercialisation and Market Development**
- **Market Entry & Market Volume**

### Oxford
- 32 projects in progress
- Initiated 2016

### Seattle – Arix and Fred Hutch
- 10 projects under evaluation
- Initiated 2016

### Toronto
- 7 projects in progress
- Initiated 2017

### France
- 5 projects in progress
- Initiated 2018

### Israel
- 4 projects under evaluation
- Initiated 2019

### Oxford
- 2 projects under evaluation
- Initiated 2019

---

**Oxford**: 32 projects in progress
*Initiated 2016*

**Seattle – Arix and Fred Hutch**: 10 projects under evaluation
*Initiated 2016*

**Toronto**: 7 projects in progress
*Initiated 2017*

**France**: 5 projects in progress
*Initiated 2018*

**Israel**: 4 projects under evaluation
*Initiated 2019*

**Oxford**: 2 projects under evaluation
*Initiated 2019*
Co-owned pipeline of equity holdings is expanding

<table>
<thead>
<tr>
<th>Equity participation</th>
<th>Facioscapulohumeral muscular dystrophy</th>
<th>Initiated 2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity participation</td>
<td>Metabolic disorders</td>
<td>Initiated 2016</td>
</tr>
<tr>
<td>Spin-off</td>
<td>Nanoparticle-based therapeutics</td>
<td>Initiated 2016</td>
</tr>
<tr>
<td>Equity participation</td>
<td>Targeting metallo-enzymes</td>
<td>Initiated 2016</td>
</tr>
<tr>
<td>Equity participation</td>
<td>Innovative pathways in oncology</td>
<td>Initiated 2016</td>
</tr>
<tr>
<td>Equity participation</td>
<td>Fibrosis partnership</td>
<td>Initiated 2017</td>
</tr>
<tr>
<td>Consortium membership</td>
<td>Kidney diseases</td>
<td>Initiated 2017</td>
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<tr>
<td>Equity participation</td>
<td>AI for automated drug design</td>
<td>Initiated 2018</td>
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<td>Joint Venture with Vifor Pharma</td>
<td>Kidney diseases</td>
<td>Initiated 2019</td>
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<td>Spin-off</td>
<td>DNA damage response</td>
<td>Initiated 2019</td>
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<tr>
<td>Equity participation</td>
<td>Inflammatory disease</td>
<td>Initiated 2019</td>
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<tr>
<td>Equity participation</td>
<td>Oncology/Biologics</td>
<td>Initiated 2019</td>
</tr>
<tr>
<td>Equity participation</td>
<td>Women’s health</td>
<td>Initiated 2019</td>
</tr>
<tr>
<td>Equity participation</td>
<td>Formulation nanotechnologies</td>
<td>Initiated 2020</td>
</tr>
<tr>
<td>Equity participation</td>
<td>Failsafe cloaking for cell therapies</td>
<td>Initiated 2020</td>
</tr>
<tr>
<td>More to come …</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Agenda

Overview

Partnered drug discovery & development

Financials & Outlook
Very strong order book for 2020

Global customer mix

Revenue by Customer type

- Foundations: 7%
- Biotech: 39%
- Mid-sized Pharma: 28%
- Top 20 Pharma: 26%

Revenue by Region

- Europe: 45%
- USA: 50%
- RoW: 5%
Strong long-term growth strategy

Financial history 2016-2020 (e) – Selected performance indicators

**Strong revenue growth (in € m)**

- 2017: 263.8
- 2018: 375.4
- 2019: 446.4
- 2020 (e): 440 - 480

**Adjusted Group EBITDA\(^2\) (in € m)**

- 2017: 57.2
- 2018: 95.5
- 2019: 123.1
- 2020 (e): 100 - 120

**High-value unpartnered R&D\(^3\) (in € m)**

- 2017: 17.6
- 2018: 22.8
- 2019: 37.5
- 2020 (e): ~40.0

**Strong stable gross margins\(^4\) (in %)**

- 2017: 31.0
- 2018: 29.8
- 2019: 29.8
- 2020 (e): Stable

---

1. Please note that bar heights are only illustrative and not representing actual values.
2. Before contingent considerations, income from bargain purchase & excl. impairments on goodwill, other intangible assets & tangible assets as well as the total non-operating result.
3. Excluding expenses for ID-related expenses fully reimbursed by Sanofi under other operating income; total of R&D expenses in 2019 of € 58.4 m.
4. Gross margin in the future represents different business mix, considering amortisation of acquisitions, and may be volatile due to potential milestone or out-licensing payments; gross margin in 2017 restated for IFRS 15.
Financials reflect that strategy works

Key financials 2019: Condensed income statement (IFRS)

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
<th>% vs. 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues from contracts with customers</strong></td>
<td>446.4</td>
<td>375.4</td>
<td>+19%</td>
</tr>
<tr>
<td><strong>Gross margin</strong></td>
<td>29.8%</td>
<td>29.8%</td>
<td>–</td>
</tr>
<tr>
<td>• R&amp;D expenses</td>
<td>(58.4)</td>
<td>(35.6)</td>
<td>+64%</td>
</tr>
<tr>
<td>• SG&amp;A expenses</td>
<td>(66.5)</td>
<td>(57.0)</td>
<td>+17%</td>
</tr>
<tr>
<td>• Impairment of intangible assets</td>
<td>(11.9)</td>
<td>(4.4)</td>
<td>+173%</td>
</tr>
<tr>
<td>• Income from bargain purchase</td>
<td>–</td>
<td>15.4</td>
<td></td>
</tr>
<tr>
<td>• Other op. income (expenses), net</td>
<td>66.6</td>
<td>47.0</td>
<td>+42%</td>
</tr>
<tr>
<td><strong>Operating result</strong></td>
<td>62.6</td>
<td>77.5</td>
<td>-19%</td>
</tr>
<tr>
<td><strong>Adjusted Group EBITDA</strong></td>
<td>123.1</td>
<td>95.5</td>
<td>+29%</td>
</tr>
<tr>
<td><strong>Net income</strong></td>
<td>37.2</td>
<td>84.1</td>
<td>-56%</td>
</tr>
</tbody>
</table>

1) Differences may occur due to rounding
2) 2018 and 2019 including IFRS 15 material changes
3) Before contingent considerations, income from bargain purchase & excl. impairments on goodwill, other intangible assets & tangible assets as well as the total non-operating result
Continued growth in the first quarter 2020

Condensed income statement Q1 2020 – Evotec Group

in € m¹)

<table>
<thead>
<tr>
<th></th>
<th>Q1 2020</th>
<th>Q1 2019</th>
<th>% vs. 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues from contracts with customers</td>
<td>119.4</td>
<td>103.8</td>
<td>15%</td>
</tr>
<tr>
<td>Gross margin</td>
<td>27.9%</td>
<td>30.5%</td>
<td>–</td>
</tr>
<tr>
<td>• R&amp;D expenses</td>
<td>(15.1)</td>
<td>(14.4)</td>
<td>5%</td>
</tr>
<tr>
<td>• SG&amp;A expenses</td>
<td>(17.3)</td>
<td>(14.8)</td>
<td>17%</td>
</tr>
<tr>
<td>• Other op. income (expenses), net</td>
<td>15.1</td>
<td>16.5</td>
<td>(8)%</td>
</tr>
<tr>
<td>Operating income</td>
<td>16.1</td>
<td>19.1</td>
<td>(16)%</td>
</tr>
<tr>
<td>Adjusted Group EBITDA²)</td>
<td>30.0</td>
<td>30.0</td>
<td>0%</td>
</tr>
<tr>
<td>Net income</td>
<td>17.1</td>
<td>13.1</td>
<td>31%</td>
</tr>
</tbody>
</table>

- Revenue driven by strong performance in base business across all business lines, as well as Just – Evotec Biologics (€ 7.9 m)
- SG&A reflects organic and strategic growth
- Other operating income mainly influenced by reduced R&D tax credits in Italy
- Favourable FX effect from strengthened USD vs EUR

¹) Differences may occur due to rounding
²) Before contingent considerations, income from bargain purchase & excl. impairments on goodwill, other intangible & tangible assets as well as the total non-operating result
Scientific excellence meets operational excellence

Opening the door to > 500 new top talents in 2019

- > 80% of employees with at least one academic qualification
- Approx. 50% of employees have worked for Evotec > 5 years
- > 8 years on average drug discovery and development experience
- > 55% female; > 69 nationalities
- > 400 new talents planned for 2020
Strong team and shareholders for innovation

Management & shareholder structure

Management Board

- Werner Lanthaler (CEO)
  Long-time experience in Pharma & biotech
- Cord Dohrmann (CSO)
  Long-time experience in drug discovery
- Craig Johnstone (COO)
  Strong drug discovery and commercial track record
- Enno Spillner (CFO)
  Long-time experience in finance & biotech

Supervisory Board

- Wolfgang Plischke
  Ex-Bayer
- Iris Löw-Friedrich
  UCB
- Mario Polywka
  Ex-Evotec
- Roland Sackers
  QIAGEN
- Michael Shalmi
  Consultant
- Elaine Sullivan
  Carrick Therapeutics

Number of shares: 151.3 m
Listing: Frankfurt Stock Exchange (MDAX, TecDAX), OTCBB
52 week high/low: € 27.06/€ 17.26

- 12% Morgan Stanley
- ~10% Novo Holdings A/S
- ~7% T. Rowe Price Group
- ~ 5% AGI
- ~5% DWS
- ~5% Goldman Sachs
- ~9% Roland Oetker/ROI
- 46% Free float
- 1% Management

1) All stated shareholdings comprise the total of voting rights attached to shares and instruments
2) DWS Investment GmbH, formerly Deutsche Asset Management Investment GmbH
3) Allianz Global Investors GmbH
## Strong year ahead – mastering all challenges

### Guidance 2020

<table>
<thead>
<tr>
<th></th>
<th>Good top-line growth expected</th>
<th>Similar level</th>
<th>R&amp;D investments for growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Total Group revenues expected to range from € 440 – 480 m, despite loss of € 20 m subsidy from Sanofi, and certain COVID-19 challenges&lt;sup&gt;1)&lt;/sup&gt;</td>
<td>Adjusted Group EBITDA&lt;sup&gt;2)&lt;/sup&gt; expected to be in the range of € 100 – 120 m, at comparable level as in 2019, despite loss of € 20 m subsidy from Sanofi, significant ramping up J.POD&lt;sup&gt;®&lt;/sup&gt; capacities, and certain COVID-19 challenges</td>
<td>Unpartnered Group R&amp;D expenses of approx. € 40 m&lt;sup&gt;3)&lt;/sup&gt;</td>
</tr>
</tbody>
</table>

<sup>1)</sup> Given current global insecurities, a likely negative impact from the ongoing Corona pandemic is already estimated within the introduced guidance for revenues and adjusted EBITDA.

<sup>2)</sup> Before contingent considerations, income from bargain purchase & excl. impairments on goodwill, other intangible & tangible assets as well as the total non-operating result.

<sup>3)</sup> Evotec focuses its guidance and upcoming reporting on the “unpartnered R&D” part. ID-related R&D expenses will be fully reimbursed by its partner Sanofi (“partnered R&D”).
### Strong 2020

**Expected key milestones**

- Continued strong high-quality growth
- New integrated service alliances in drug discovery & development
- Further enhancement of our multi-modality capabilities
- Completion of J.POD®
- New co-owned partnerships from own R&D and platforms
- New clinical initiations and progress of co-owned pipeline
- Initiation of new BRIDGEs
Your contact:

Dr Werner Lanthaler
*Chief Executive Officer*

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werner.lanthaler@evotec.com