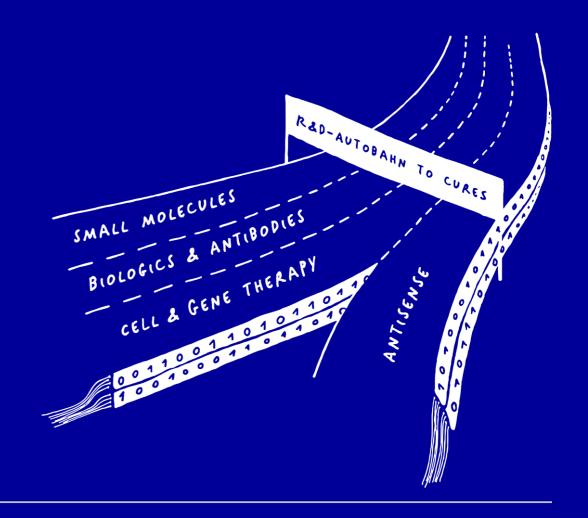


# **Evotec**

The R&D Autobahn to Cures





# **Forward-looking statement**

Information set forth in this presentation contains forward-looking statements, which involve a number of risks and uncertainties. The forward-looking statements contained herein represent the judgement of Evotec 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.



# **Agenda**

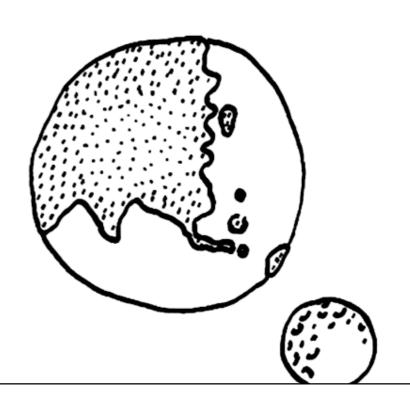
Unique business model

Data-driven precision multi-modality platforms

Co-owned pipeline building

From BRIDGES to operational VC

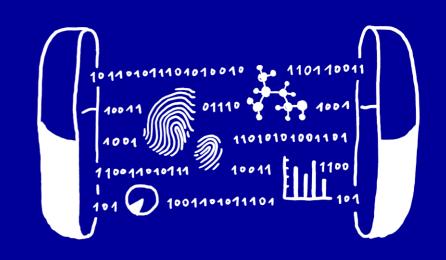
Financials, ESG & Outlook





# Unique business model

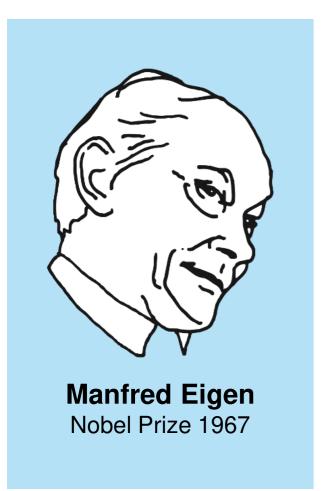
Innovation Hub to capture sharing economy leverage via co-ownership





## The Innovation Hub in R&D

Our long-term mission in drug discovery and development



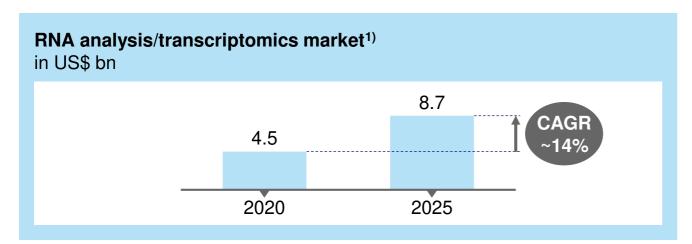
We put drug discovery ideas and leading technologies across all modalities to action. We enable and accelerate the development of precision medicines together with our partners.

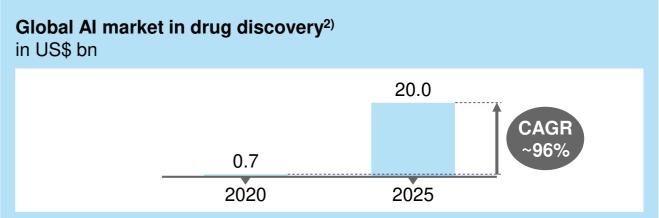
#RESEARCHNEVERSTOPS

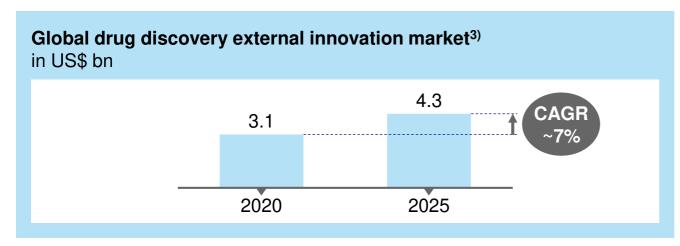


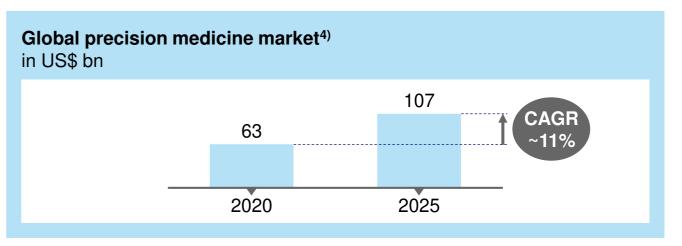
# Megatrends support vision of more precise and accessible drugs

#### Growth drivers for the future









<sup>1)</sup> Reporterlink: RNA Analysis / Transcriptomics Market by Product, Technology, Application, End User, COVID-19 Impact – Global Forecast to 2025, Evotec estimates

<sup>&</sup>lt;sup>2)</sup> Deep Knowledge Analytics (DKA) titled 'Landscape of AI for Drug Discovery and Advanced R&D Q2 2019', Evotec estimates

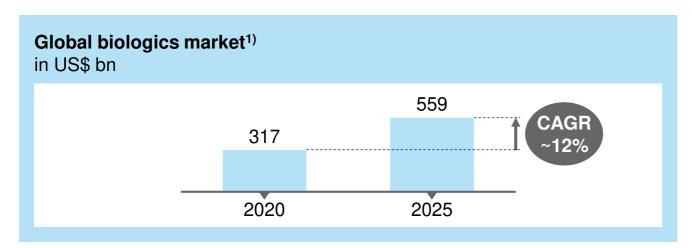
<sup>&</sup>lt;sup>3)</sup> https://www.grandviewresearch.com/press-release/global-drug-discovery-outsourcing-market, Evotec estimates

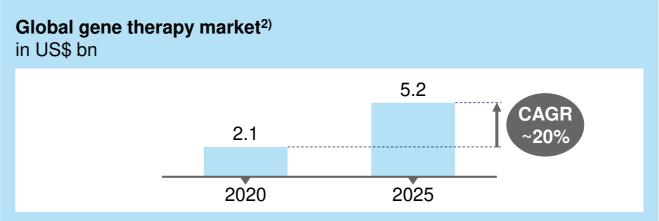
<sup>4)</sup> https://www.gminsights.com/ Feb 2020, Evotec estimates

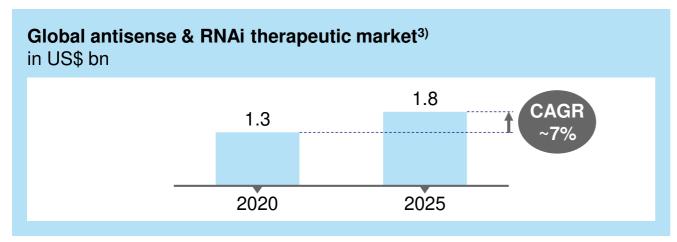


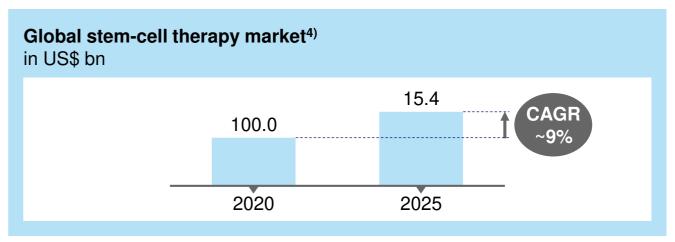
# Multi-modality increasingly opens new doors to cures

Small molecules, biologics, cell and gene therapy









<sup>1)</sup> https://www.reportsanddata.com/report-detail/biologics-market, Evotec, estimates

<sup>2)</sup> https://www.grandviewresearch.com/industry-analysis/gene-therapy-market, Evotec estimates

<sup>3)</sup> https://www.grandviewresearch.com/press-release/antisense-rnai-therapeutics-market, Evotec estimates

<sup>4)</sup> https://www.grandviewresearch.com/industry-analysis/stem-cells-market, Evotec estimates



# Leadership in efficiency, data, science, multimodality and access

What we offer — Key growth drivers for high-impact and high-value business



R&D efficiency platforms<sup>1)</sup>

From high quality stand-alone services to EVOiR&D



AI/ML & Precision medicine platforms

From molecular platforms via iPSCs to EVOpanOmics & EVOpanHunter



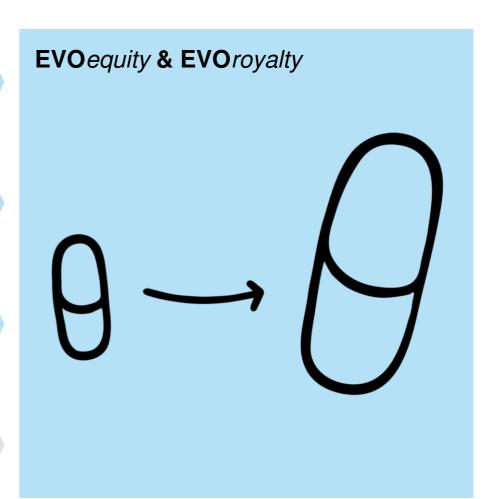
Just – Evotec Biologics<sup>1)</sup>

With EVO access from J.HAL<sup>SM</sup> to J.POD<sup>®</sup>



Multimodality drug design

From small molecules & biologics to EVOcells & EVOgenes



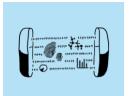


# Clearly defined work packages allow increased access

Capabilities & expertise overview

#### **Industry needs**

## Capabilities & expertise create multimodality & data-driven R&D Autobahn for growth



**R&D** efficiency platforms<sup>1)</sup>



validation

identification



Sample

management



ADME-Tox



Informatics



Bio

Reagents



In vitro

biology



In vivo

Pharmacology



Biomarker

discovery



Integrated

CMC



Lead

optimisation





AI/ML & Precision medicine platforms

















Just -**Evotec** Biologics<sup>1)</sup>













Multimodality drug design



**EVO**cells



**EVO**genes



Antibodies & **Bifunctionals** 



molecules



Antisense1)



degradation



Exosomes



**RNA** 



# New technologies, more precision, higher speed and efficiency

Evotec today – 14 Sites & close to 4,000 employees



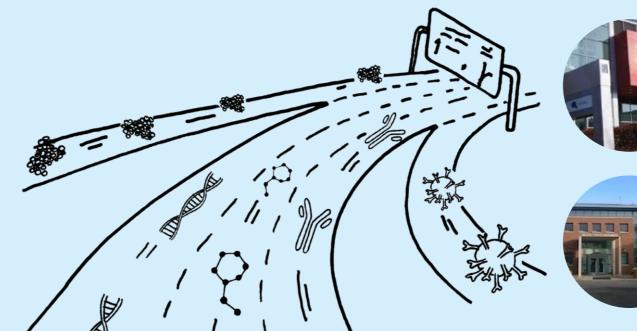
Princeton, Seattle, Branford, Watertown ~400



Orth an der Donau ~30



Verona ~700



Hamburg (HQ), Goettingen (Manfred Eigen Campus) Cologne, Munich, ~900

Abingdon (Dorothy Crowfoot Hodgkin), Alderley Park ~850

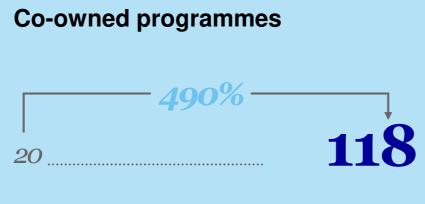


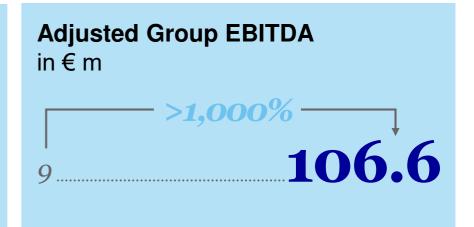


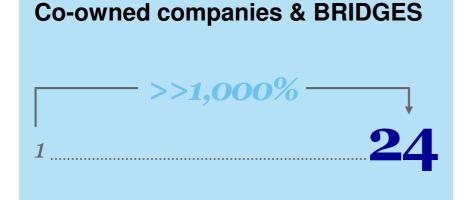
# "...just starting" to deliver significant growth and value potential

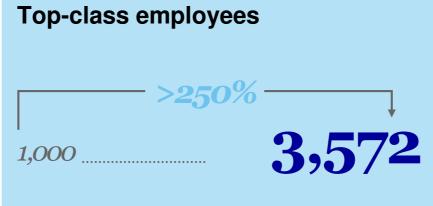
Development from 2015 ... to 2020

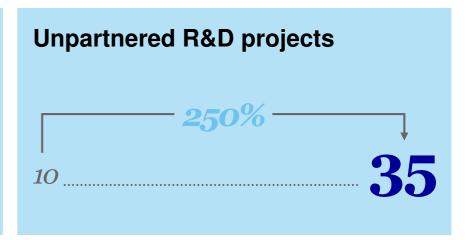








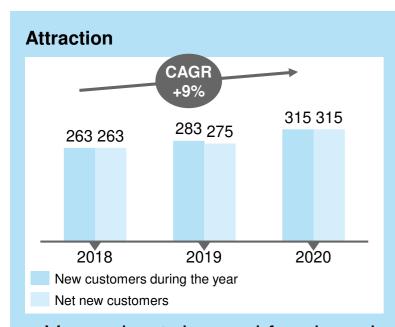






# Offering resonates with partners

Attraction, Extension, Retention



- Very robust demand for shared drug discovery & development
- Integrated offering translates in market share gains



- Integrated drug discover & development offering yields increasing "share of wallet"
- Faster and better results versus in-house infrastructures



- KPI to measure satisfaction
- Strong basis for double-digit growth



# Data-driven precision platforms on all modalities

"Omics" data in drug discovery is game changing for precision medicine

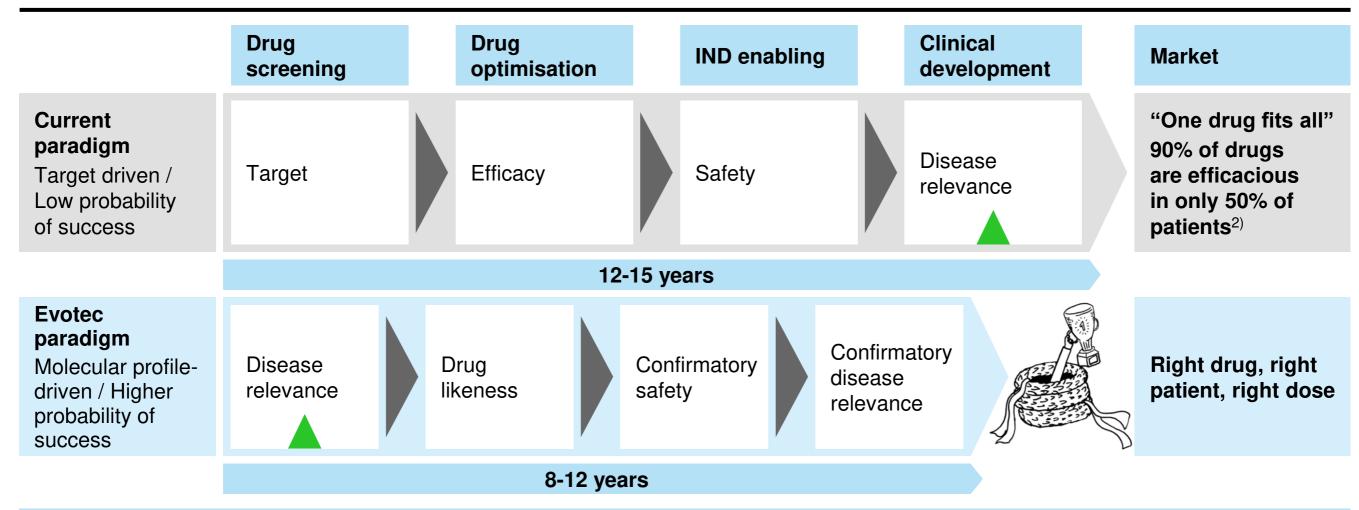




PAGE 13

# Early insight to disease relevance drives paradigm shift

Disease relevance is paramount to change clinical success rates<sup>1)</sup>



### High quality data at every stage in the value chain to de-risk projects, design modalities, create biomarkers, ...

<sup>1) 54%</sup> of Phase III trials fail due to inadequate efficacy: Fogel DB. Factors associated with clinical trials that fail and opportunities for improving the likelihood of success: A review, Contemp Clin Trials Commun. 2018;11:156-164. Published 2018 Aug 7. doi:10.1016/j.conctc.2018.08.001.

<sup>2)</sup> Regulatory Toxicology and Pharmacology; Volume 32, Issue 1, August 2000; Pages 56-67; Journal of Health Economics Volume 47, May 2016, Pages 20-33; Clinical development success rates for investigational drugs; Nature Biotechnology volume 32, pages40-51(2014); Evotec estimates



### Precision medicine is our focus

Patient databases & models combined with **EVO**panHunter/**EVO**panOmics & Multi-modality

# Molecular patient databases

 Re-defining health and disease via molecular disease profiles





# Patient (iPSC) – derived disease models

- Focus on disease relevance throughout the process
- Comprehensive compound profiling



# Diagnostics and biomarkers

- Precision diagnostics
- Precise tracking of disease progression



Genomics – Transcriptomics – Proteomics – Metabolomics Industrialised data generation

Data science – Machine learning / Artificial intelligence – Bioinformatics Al/ML driven data analytics

Small molecules – Antibodies – Bifunctionals – Cell therapy – Antisense – Gene therapy Multi-modality

**EVO**panOmics

Data generation



**EVO**panHunter Data analytics

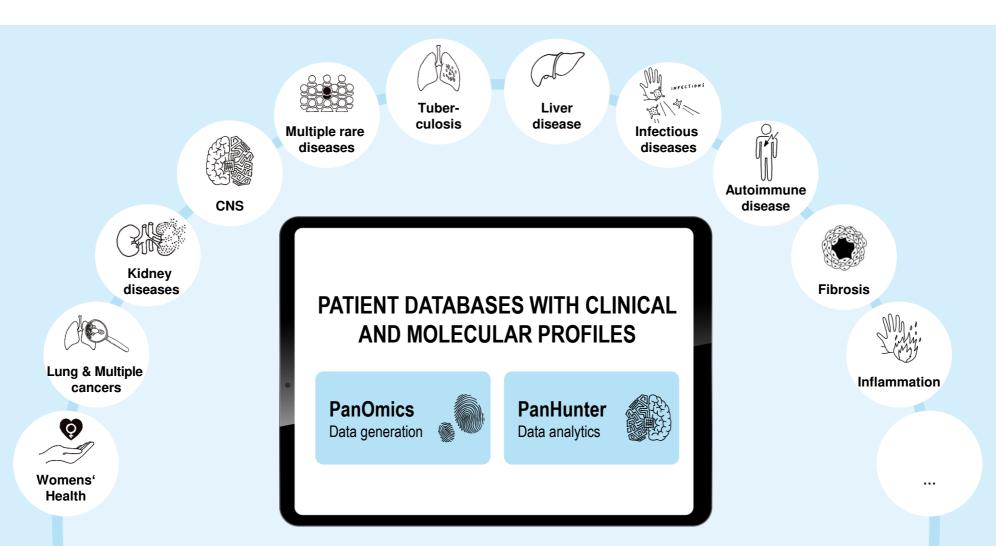






# Molecular patient data bases are re-defining health and disease

The foundation of precision medicine







# Molecular patient databases generate significant value

Example: Kidney disease data base (NURTuRE) delivered multiple high value partnerships

#### 2016





- Upfront payment: € 6 m
- Research funding
- Milestones > € 300 m
- Tiered royalties

#### 2019





- Funded by Vifor: € 25 m
- 50% ownership on all projects

#### 2020





- Upfront payment: ND
- Research funding
- Milestones > € 150 m per product
- Tiered royalties

#### Q1 2021



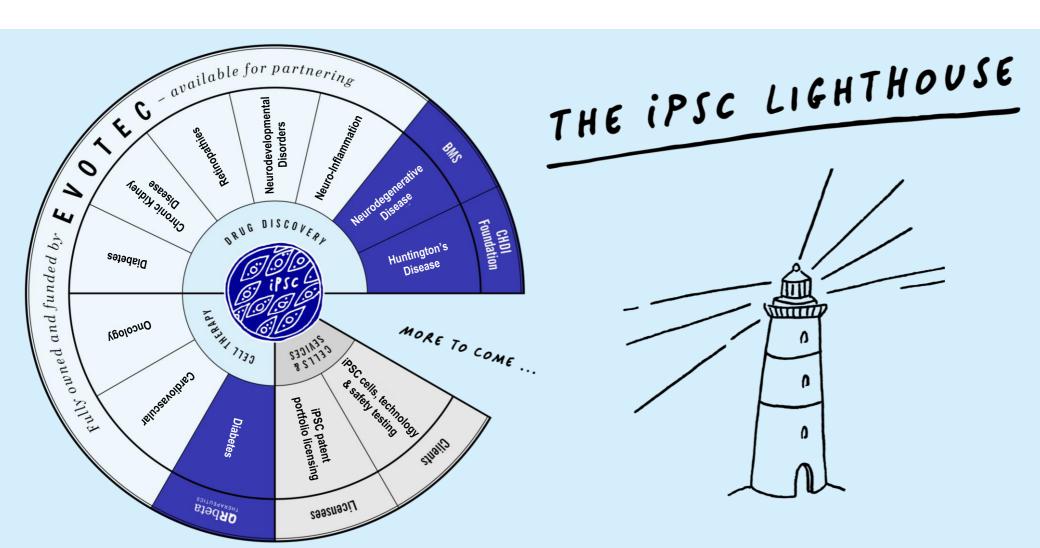


- Pipeline building initiated
- UF payment: ND
- Research funding
- MS as well as tiered royalties



# Unparalleled iPSC platform delivers big portfolio of opportunities

iPSC platform

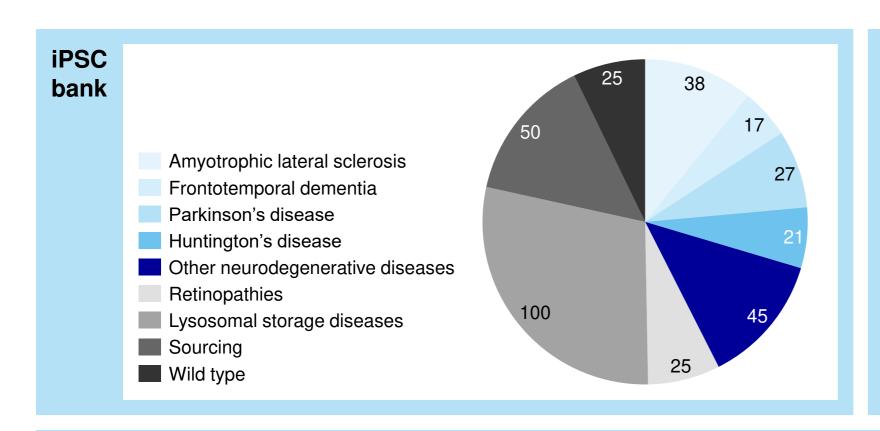


- Unique to select unbiased therapeutic modality for specific disease or target
- Perfect starting point for drug discovery and cell therapy – linked to technologies for disease understanding and modelling



# >300 patient-derived validated iPSC lines

Broad panel of disease-specific genotypes for patient stratification in >15 disease models



- High quality iPSC generation
  - Standardised patient consents
  - Standardised protocols
  - Highest QC standards
- Robust performance of iPSC lines in different disease models for HTS















# Systems approach creates continuous learning from data

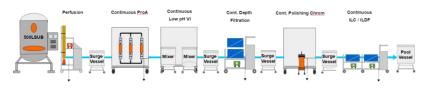
Integrating molecular, process and manufacturing design delivers excellence



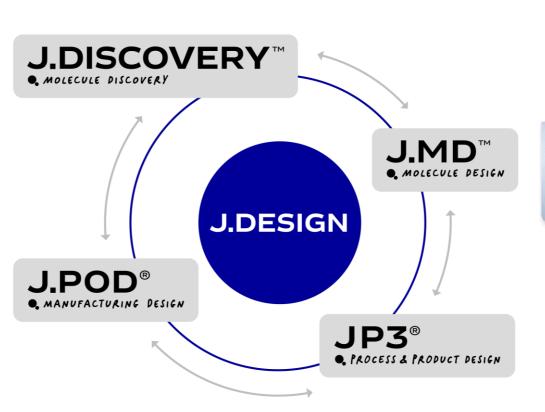


Al generated and *in vivo* discovery



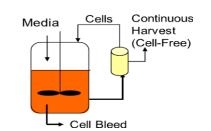


End-to-end continuous processing (E2E)



Abacus optimisation to fit process development

Robotic high-throughput process development



Dynamic predictive process control

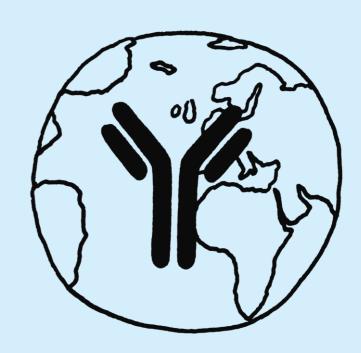
Machine learning (ML) and Artificial intelligence (Al) are maturing our integrated biologics platform (J.DESIGN)



# The time is now for more Access to Biologics

Rationale for J.POD® 2 in Toulouse, France<sup>1)</sup>

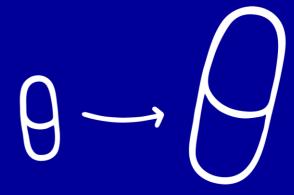
- Global demand for flexible biologics capacity and for more affordable access to medicines is accelerating
- J.POD<sup>®1)</sup> US in Redmond is on track, demand is strong
- Business Strategy includes large proportion of capacity for co-owned pipeline
- Europe is second largest biologics market with strong desire and rational for security of supply
- Toulouse footprint creates operational efficiency and design for multi-modality biological treatments such as cell therapy adds further synergy with EVT strategic needs – Up to € 50 m from the French government, the Occitanie region, Bpifrance, the Haute-Garonne prefecture as well as Toulouse Métropole





# Co-owned pipeline building

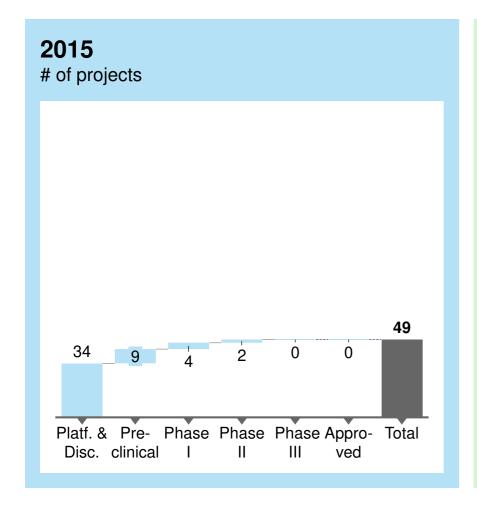
Milestones and royalties massively reward initial R&D investments

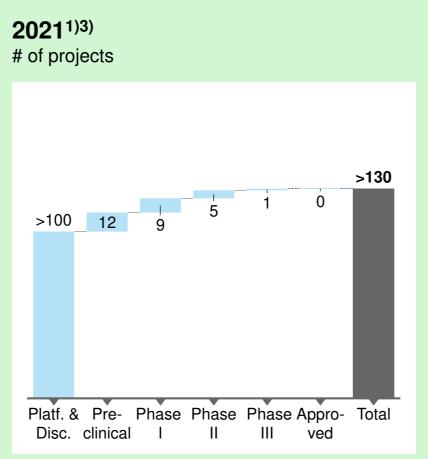


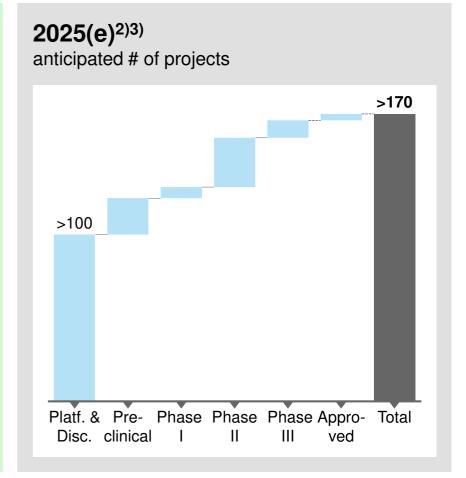


# Building a massive co-owned clinical pipeline

EVT Innovate pipeline evolution 2015-2025 (e)







PAGE 22

<sup>1)</sup> Does not include projects that were completely stopped, e.g. Diap277, EVT302

<sup>2)</sup> Not risk adjusted

<sup>3)</sup> Does not include EVT equity investments



# "EVOroyalty" – Fully invested pipeline gaining visibility

Progress of drug candidates in advanced stages

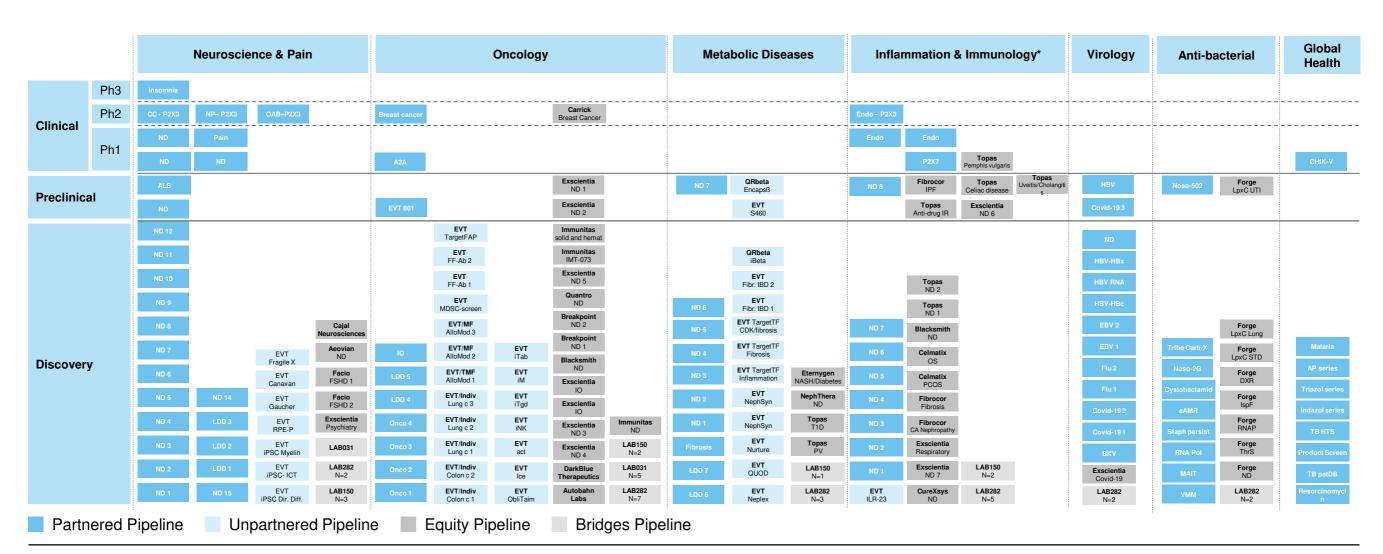
# Selected pipeline events Phase IIb with Bayer in RCC (Eliapixant) Phase II with Bayer in Overactive bladder (Eliapixant) Phase II with Bayer in Endometriosis (Eliapixant) Phase II with Bayer in Neuropathic pain (Eliapixant) Phase II with BI in Oncology / Pain Phase II with Bayer in Gynaecology (B1 antagonist) Phase I in Chikungunya virus Phase I with BMS in CNS Phase I with Exscientia in Oncology (A2a) 10. Phase I with Sanofi in Immuno-oncology 11. Phase I with Kazia in Oncology (EVT801) 12. Phase I in HBV Cure 13. Multiple co-owned equity companies will progress in clinic (e.g. Topas, Forge, Carrick, Fibrocor, ...)

Molecule	Therapeutic Area/Indication	Partner	Discovery	Pre-clinical	Phase I	Phase II	Phase III
EVT201	Insomnia (GABA-A)	▼ 医侧侧侧					
BAY-1817080	Chronic cough (P2X3)	89					
BAY-1817080	Overactive bladder	89					
BAY-1817080	Neuropathic pain	€9					
BAY-1817080	Endometriosis	69					
CT7001	Oncology (CDK7)	Carrick					
CT7001	Oncology (CDK7)	Carrick					
EVT401 BAYxxx	Immunology & Inflammation (P2X7)	ele montana					
BAYxxx	Women's health	69					
BAY2328065	Gynaecology	69					
BI 860585	Oncology (mTORC1/2)	Diseases House					
TPM203	Pemphigus Vulgaris (not disclosed)	Topas Therapeutics					
DSP-1181	Obessive-compulsive disorder (5-HT1A)	Exscientia					
CNTX 6016	Pain (CB2)	(A) Breater					
EVT894	Chikungunya (Antibody)	SANOFI 🇳					
BAYxxx	Endometriosis (not disclosed)	8					
EVT801	Oncology (VEGFR3)	SANOFI					
APN411	Oncology – Immunotherapy	SANOFI APEIRON					
	Oncology (various programmes)	Exscientia					
GI PGxxxx	Fibrosis (not disclosed)	kalinger					
EXS21546 GLPGxxxx BAYxxxx QRB001	Nephrology (not disclosed)	8					
QRB001	Metabolic – Diabetes (not disclosed)	QRbeta					
BMSxxxx	Neurodegeneration (not disclosed)	Bristol Myers Squibti					
EVT895	HBV	SANOFI					
EVTxxx	CNS, Metabolic, Pain	>10 further programmes					
Various ND <sup>1)</sup>	Nephrology	Astralines &					
ND <sup>1)</sup>	Nephrology	Whater &					
ND <sup>1)</sup>	PCOS	celmatix					
INDY inhibitor	Metabolic	2 Mary Constitution					
Various	Oncology	å Tistrase (♣ Belstol Hyara Squitti)					
ND <sup>1)</sup>	Oncology	Mi The Mark Facultary' for Concor Research					
ND <sup>1)</sup>	Oncology – Colorectal cancer	ndhumed					
ND <sup>1)</sup>	0,						
ND <sup>1)</sup>	Oncology – DNA damage response Novel antibiotics	HELMHOLTZ					
ND <sup>1)</sup>	Novel antibiotics	S GARDP					
	Anti-bacterial	FORGE					
ND"	Antiviral						
Target PicV		tatoan 🕀					
ND <sup>1)</sup> Target PicV Various Various	Anti-infectives	evotec >5 programmes					
	All indications	● ★ ●- M AND AND COLUMN					
	Dermatological diseases	Entrated .					
ND <sup>1)</sup>	-	facio					
ND <sup>1)</sup> ND <sup>1)</sup>	Facioscapulohumeral Dystrophy	heapte					
ND <sup>1)</sup> ND <sup>1)</sup> Various	Immunology & Inflammation - Tissue fibrosis						
ND <sup>1)</sup> ND <sup>1)</sup> Various Various	Immunology & Inflammation – Tissue fibrosis Fibrotic disease	Fibrocor Therap./ Galapagos					
ND <sup>1)</sup> ND <sup>1)</sup> Various Various Various ND <sup>1)</sup>	Immunology & Inflammation – Tissue fibrosis Fibrotic disease Immunology & Inflammation	Fibrocor Therap./ Galapagos					
ND <sup>1)</sup> ND <sup>1)</sup> Various Various Various ND <sup>1)</sup> ND <sup>1)</sup>	Immunology & Inflammation – Tissue fibrosis Fibrotic disease Immunology & Inflammation Inflammatory	Fibrocor Therap./ Galapagos					
ND <sup>1)</sup> ND <sup>1)</sup> Various Various Various ND <sup>1)</sup> ND <sup>1)</sup>	Immunology & Inflammation – Tissue fibrosis Fibrotic disease Immunology & Inflammation Inflammatory Cancer	Fibrocor Therap./ Galapagos  Acovian					
ND <sup>1)</sup> ND <sup>1)</sup> Various Various Various ND <sup>1)</sup> ND <sup>1)</sup> ND <sup>1)</sup> ND <sup>1)</sup>	Immunology & Inflammation – Tissue fibrosis Fibrotic disease Immunology & Inflammation Inflammatory Cancer Novel broad-spectrum antibiotic	Fibrocor Therap./ Galapagos  Company Company  Company  Company  Company  Company  RESTLUTE — CARB-X					
ND <sup>1)</sup> ND <sup>1)</sup> Various Various Various ND <sup>1)</sup> ND <sup>1)</sup>	Immunology & Inflammation – Tissue fibrosis Fibrotic disease Immunology & Inflammation Inflammatory Cancer	Fibrocor Therap./ Galapagos  Acovian					



# The iceberg of EVT Innovate product opportunities

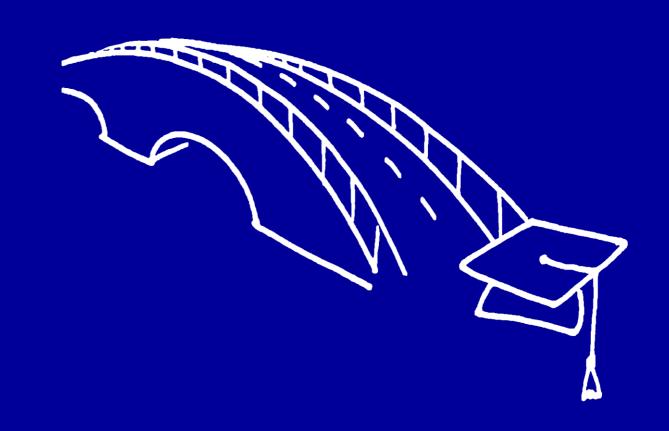
In total > 200 proprietary projects with big financial upside





# From BRIDGES to operational VC

Incubation and Investments to accelerate co-ownership





# Portfolio of co-owned opportunities with operational synergies

Equity participations for co-owned pipeline

#### At equity investments (share ≥ 20% or significant influence)



#### **Equity participation**

Metabolic disorders

Initiated 2016

Topas Therapeutics

#### Spin-off

Nanoparticle-based therapeutics

Initiated 2016

facio therapies

#### **Equity participation**

**FSHD** 

Initiated 2017



#### Spin-off

DNA damage response

Initiated 2019



#### **Equity participation**

Women's health

Initiated 2019



#### **Equity participation**

Cross therapeutic areas

Initiated 2019

# **QUANTR**

#### **Equity participation** and partnership

Oncology

Initiated in 2020

#### **Joint Venture**



#### **Joint Venture** with Vifor Pharma

Nephrology

Initiated 2019

#### **Minority Shareholdings (share < 20%)**



#### **Equity** participation

Innovative pathways in oncology

Initiated 2016

#### Exscientia

#### **Equity** participation

Al for automated drug design

Initiated 2017



#### **Equity** participation

Targeting metalloenzymes

Initiated 2017



#### **Equity** participation

**Fibrosis** partnership

Initiated 2017



#### **Equity** participation

Inflammatory disease

Initiated 2019



#### **Equity** participation

Oncology / **Biologics** 

Initiated 2019



#### Equity participation

Oncology

Initiated 2019



#### Spin-off (LAB282)

Oncology

Initiated 2020



#### **Equity** participation

Formulation nanotechnologies

Initiated 2020



#### Equity participation

Failsafe cloaking for cell therapies

Initiated 2020



#### **Equity** participation

Neuroscience

Initiated 2020



#### **Equity** participation

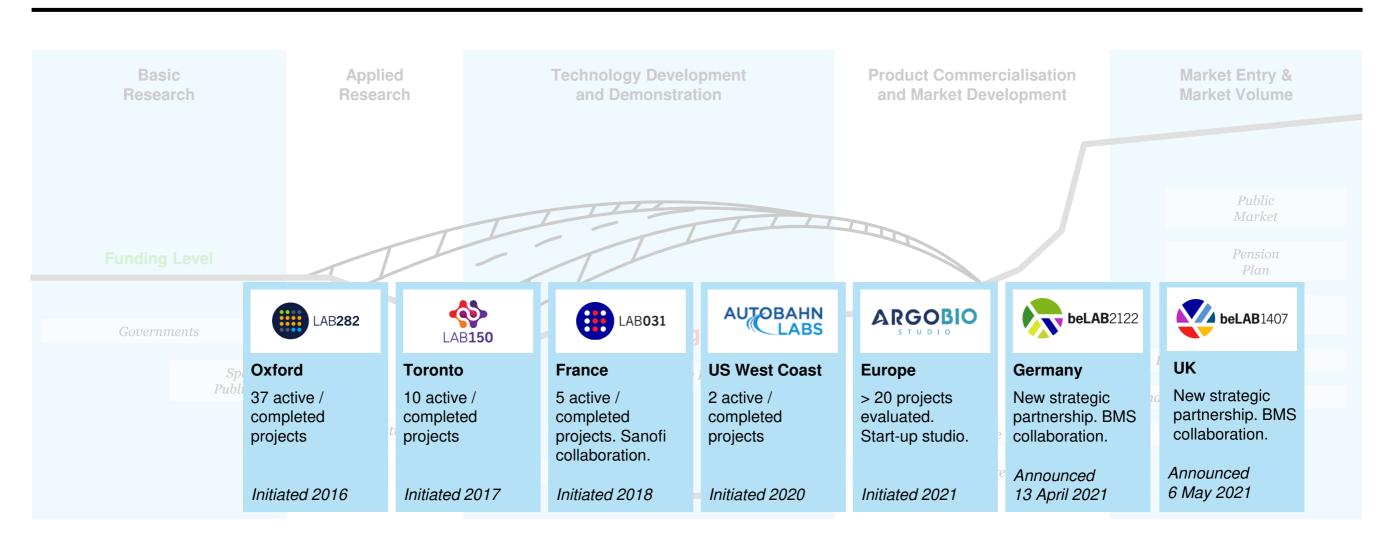
Immunooncology

Initiated 2021



## BRIDGEs to link academia with R&D Autobahn to Cures

Creating long-term optionality with efficient translation





# Financials, ESG & Outlook

Sustainable growth business building massive upside





# Action Plans deliver significant value

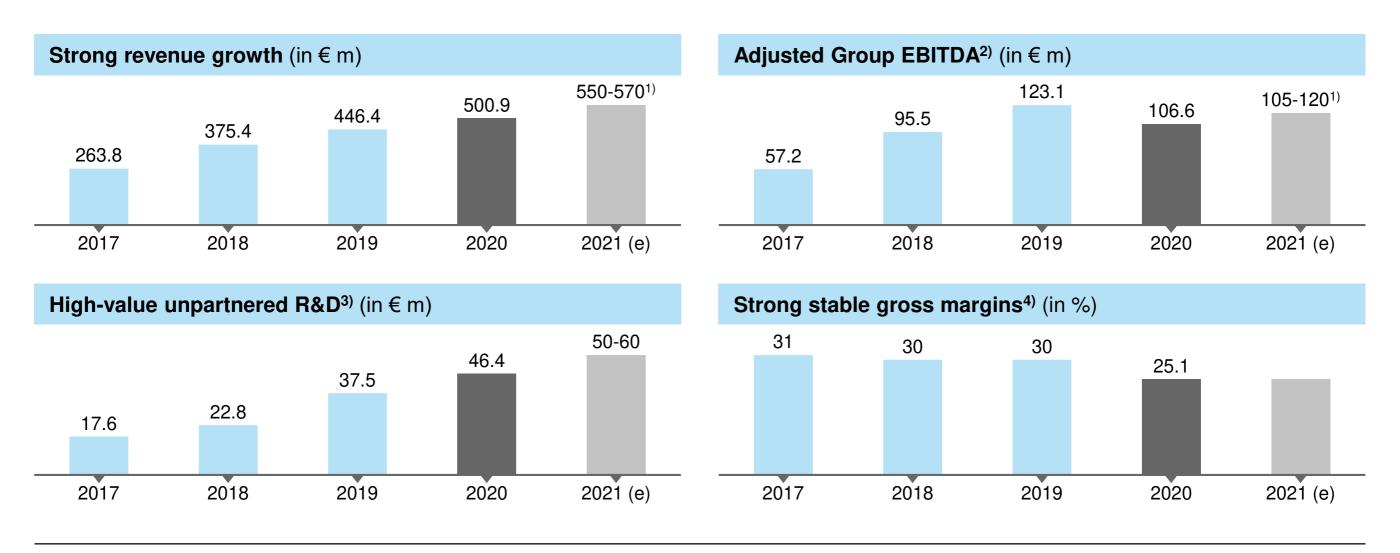
Action Plans in numbers - "... we are just at the beginning"





# Strong growth while investing into long-term massive upside

"The data-driven R&D Autobahn to Cures" – In numbers



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<sup>1)</sup> At constant fx rates (2020: \$/€ 1.15; €/GBP 1.13) Revenues: € 565-585 m; EBITDA: € 115-130 m; Please note that bar heights are only illustrative and not representing actual values

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

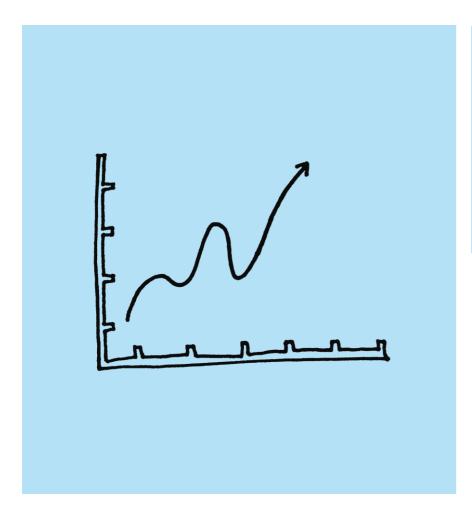
<sup>3)</sup> Excluding expenses for ID-related expenses fully reimbursed by Sanofi under other operating income; total of R&D expenses in 2020 of € 63.9 m

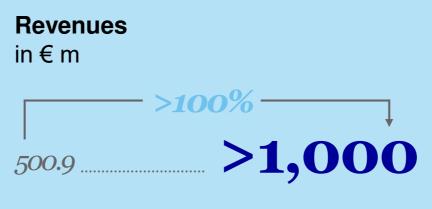
<sup>4)</sup> Gross margin in the future represents different business mix, considering amortisation of acquisitions, and may be volatile due to potential milestone or out-licensing payments; gross margin in 2017 restated for IFRS 15

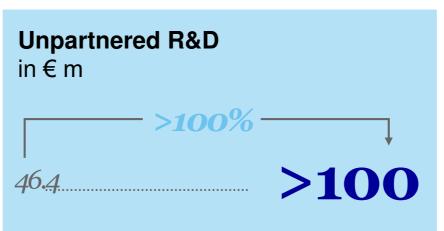


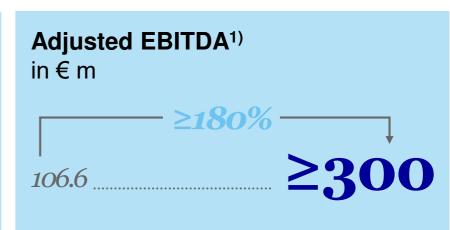
# Our mid-term aspirations at a glance

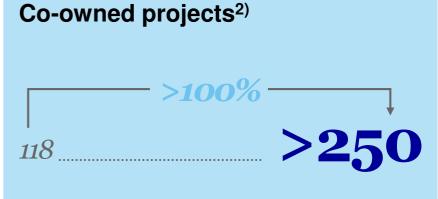
2020-2025e Key Performance Indicator goals









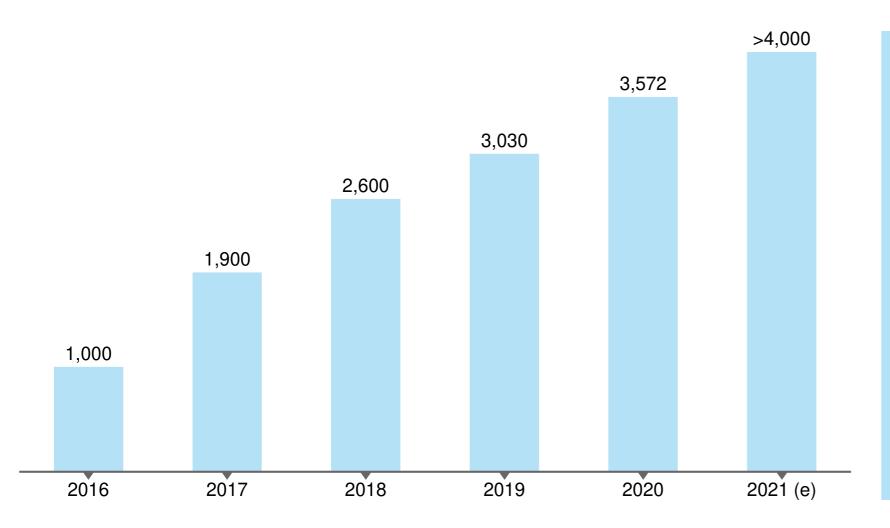


<sup>1)</sup> before significant royalties



## >500 new "drivers" on the data-driven R&D Autobahn for Cures

Our people are our most important asset



- >80% with at least one academic qualification; >30% PhDs
- >8 years drug discovery and development experience
- 54% female; >75 nationalities
- Fluctuation rate reduced from 10.5% in 2019 to 8% in 2020
- Share of permanent workforce: 91%
- >500 new talents planned 2021



# Purpose defines a sustainable corporate strategy

Focus on most material topics in a holistic approach

# #RESEARCHNEVERSTOPS

			#	Leseus.					
Stakeholders Investors Recruits	Supervisory E Authorities	Board	People			Partners		Patients Activists	Suppliers Media Neighbours
Material Topic Stakeholder er OHS		Cyber		Invest in people	R&D / Innovatio	on	Availability & Carbon e	& access to med nission V	lical treatment Vaste & Water
KPIs CO <sub>2</sub> per emplo Retention rate	yee			gement & nmitment	Quality Integrity & Shared go	_	Dedic	Cov cated climate mi	ered diseases tigation capex
OUR Foundat	ion		Culture & Values	_	ole & Silities	Corporate Governanc Enabling Sy			



# Going very long as ONE

Sustainable thinking ensures long-term success

#### **Purpose, People, Patients & Planet**

- #researchneverstops we are here for the very long run
- Focus on disease relevance puts individual patients in the centre of focus – and is therefore truly diverse
- Protecting and improving lives of our and future generations
- Ensuring greater justice for all our stakeholders
- Creating a corporate environment that makes people thrive and strengthens their commitment

#### **Partners, Investors & Economic Success**

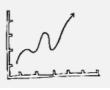
- Shared values / Aligned targets with our partners / Improved competitiveness
- Saving resources = saving costs (for us and the society)
- Mitigating physical, transmission and reputational risks
- Eligibility for more attractive financing to foster sustainable growth
- Meeting regulatory requirements















## We make our contribution to sustainable development goals

Evotec has a colourful and precise impact

# The 17 UN Sustainable Development Goals are...

- adopted by UN Member States in 2015
- an urgent call for action by all countries in a global partnership
- Part of the 2030 Agenda for Sustainable Development

#### As Evotec...

- we have a direct impact on selected SDGs and actively drive them forward
- Through their connectivity, we contribute indirectly to the whole set of goals.





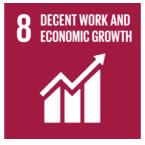


























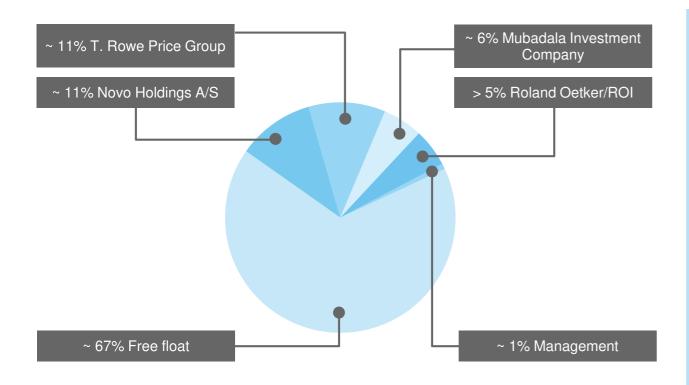






# Strong team and shareholders supporting sustainable growth

Management & shareholder structure<sup>1)</sup>



Number of shares: 164.6 m

Listing: Frankfurt Stock Exchange (MDAX, TecDAX), OTCBB

**52** week high/low: € 43.00/€ 21.31

#### **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

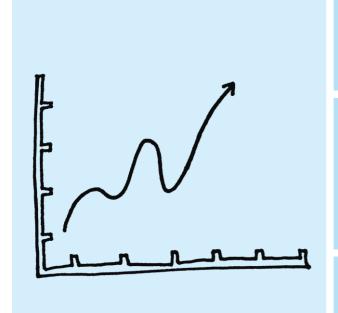
#### **Supervisory Board**

- Wolfgang Plischke Ex-Bayer
- Iris Löw-Friedrich
   UCB
- Kasim Kutay
   Novo Holdings
- Mario Polywka
   Ex-Evotec
- Roland Sackers
   QIAGEN
- Elaine Sullivan
   Ex-Lilly



## Strong year ahead

#### Guidance 2021



## Very good top-line growth expected

- Assumption based on current orders, prospective milestone payments
- Total Group revenues € 550-570 m (€ 565-585 m at constant exchange rates¹))

#### Strong EBITDA – despite massive investments

- Regardless of COVID-19, increasing expenses of promising R&D projects, ramp-up of Just
   Evotec Biologics business, expansion of J.POD® 1 capacities in US & J.POD® 2 in EU
- Adjusted Group EBITDA<sup>2)</sup> € 105-120 m (€ 115-130 m at constant exchange rates<sup>1)</sup>)

#### Accelerated R&D investments for growth

- Further expand long-term & sustainable pipeline of first-in-class projects & platforms
- Unpartnered Group R&D expenses of € 50-60 m<sup>3)</sup>

<sup>1) \$/€ 2020: 1.15; €/</sup>GBP 2020: 1.13

<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 news flow and strategy update with Action Plan 2025

Newsflow 2021



#### **EVT Execute**

- New integrated service alliances in drug discovery & development
- Acceleration of AI/ML partnering across all modalities
- Completion of J.POD® 1 in Redmond (US) / Initiation of J.POD® 2 EU in Toulouse

#### **EVT Innovate**

- Partnerships based on own R&D projects and platforms
- New clinical initiations and progress of co-owned pipeline
- Strategic launch of QRBeta Initiative

### **EVT Equity & BRIDGES**

- Initiation of new BRIDGEs
- New operational ventures



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