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

Manfred Eigen
Nobel Prize 1967
Megatrends support vision of more precise and accessible drugs

Growth drivers for the future

<table>
<thead>
<tr>
<th>Market</th>
<th>Year 2020</th>
<th>Year 2025</th>
<th>CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>RNA analysis/transcriptomics market</td>
<td>4.5</td>
<td>8.7</td>
<td>~14%</td>
</tr>
<tr>
<td>Global AI market in drug discovery</td>
<td>0.7</td>
<td>20.0</td>
<td>~96%</td>
</tr>
<tr>
<td>Global drug discovery external innovation market</td>
<td>3.1</td>
<td>4.3</td>
<td>~7%</td>
</tr>
<tr>
<td>Global precision medicine market</td>
<td>63</td>
<td>107</td>
<td>~11%</td>
</tr>
</tbody>
</table>

2) Deep Knowledge Analytics (DKA) titled ‘Landscape of AI for Drug Discovery and Advanced R&D Q2 2019’, Evotec estimates
4) https://www.gminsights.com/ Feb 2020, Evotec estimates
Multi-modality increasingly opens new doors to cures

Small molecules, biologics, cell and gene therapy

Global biologics market\(^1\)
in US$ bn

- 2020: 317
- 2025: 559
- CAGR: ~12%

Global gene therapy market\(^2\)
in US$ bn

- 2020: 2.1
- 2025: 5.2
- CAGR: ~20%

Global antisense & RNAi therapeutic market\(^3\)
in US$ bn

- 2020: 1.3
- 2025: 1.8
- CAGR: ~7%

Global stem-cell therapy market\(^4\)
in US$ bn

- 2020: 10.0
- 2025: 15.4
- CAGR: ~9%

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2. [https://www.grandviewresearch.com/industry-analysis/gene-therapy-market](https://www.grandviewresearch.com/industry-analysis/gene-therapy-market), Evotec estimates
4. [https://www.grandviewresearch.com/industry-analysis/stem-cells-market](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**

<table>
<thead>
<tr>
<th>R&amp;D efficiency platforms&lt;sup&gt;1)&lt;/sup&gt;</th>
<th>From high quality stand-alone services to EVO&lt;sup&gt;IR&amp;D&lt;/sup&gt;</th>
</tr>
</thead>
<tbody>
<tr>
<td>AI/ML &amp; Precision medicine platforms</td>
<td>From molecular platforms via iPSCs to EVO&lt;sup&gt;panOmics&lt;/sup&gt; &amp; EVO&lt;sup&gt;panHunter&lt;/sup&gt;</td>
</tr>
<tr>
<td>Just – Evotec Biologics&lt;sup&gt;1)&lt;/sup&gt;</td>
<td>With EVO&lt;sup&gt;access&lt;/sup&gt; from J.HAL&lt;sup&gt;SM&lt;/sup&gt; to J.POD&lt;sup&gt;®&lt;/sup&gt;</td>
</tr>
<tr>
<td>Multimodality drug design</td>
<td>From small molecules &amp; biologics to EVO&lt;sup&gt;cells&lt;/sup&gt; &amp; EVO&lt;sup&gt;genes&lt;/sup&gt;</td>
</tr>
</tbody>
</table>

**EVO<sup>equity & EVOr royalty</sup>**

<sup>1</sup> Also accessible as stand-alone "Fee for Service Work-packages"
Clearly defined work packages allow increased access

Capabilities & expertise overview

<table>
<thead>
<tr>
<th>Industry needs</th>
<th>Capabilities &amp; expertise create multimodality &amp; data-driven R&amp;D Autobahn for growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>R&amp;D efficiency platforms¹)</td>
<td>Target ID &amp; validation</td>
</tr>
<tr>
<td></td>
<td>Hit identification</td>
</tr>
<tr>
<td></td>
<td>Sample management</td>
</tr>
<tr>
<td></td>
<td>DMPK &amp; ADME-Tox</td>
</tr>
<tr>
<td></td>
<td>Research Informatics</td>
</tr>
<tr>
<td></td>
<td>Bio Reagents</td>
</tr>
<tr>
<td></td>
<td>In vitro biology</td>
</tr>
<tr>
<td></td>
<td>In vivo Pharmacology</td>
</tr>
<tr>
<td></td>
<td>Biomarker discovery</td>
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<td></td>
<td>Integrated CMC</td>
</tr>
<tr>
<td></td>
<td>Lead optimisation</td>
</tr>
<tr>
<td>AI/ML &amp; Precision medicine platforms</td>
<td>EVOpanOmics</td>
</tr>
<tr>
<td></td>
<td>EVOpanHunter</td>
</tr>
<tr>
<td></td>
<td>iPSC platform</td>
</tr>
<tr>
<td>Just – Evotec Biologics¹)</td>
<td>ScreenSeq™</td>
</tr>
<tr>
<td></td>
<td>ScreenPep™</td>
</tr>
<tr>
<td></td>
<td>J.HAL™</td>
</tr>
<tr>
<td></td>
<td>J.DISCOVERY™</td>
</tr>
<tr>
<td></td>
<td>J.MD™</td>
</tr>
<tr>
<td></td>
<td>JP3®</td>
</tr>
<tr>
<td></td>
<td>J.POD®</td>
</tr>
<tr>
<td>Multimodality drug design</td>
<td>EVOcells</td>
</tr>
<tr>
<td></td>
<td>EVOgenes</td>
</tr>
<tr>
<td></td>
<td>Antibodies &amp; Bifunctionals</td>
</tr>
<tr>
<td></td>
<td>Small molecules</td>
</tr>
<tr>
<td></td>
<td>Antisense¹</td>
</tr>
<tr>
<td></td>
<td>Protein degradation</td>
</tr>
<tr>
<td></td>
<td>Exosomes</td>
</tr>
<tr>
<td></td>
<td>RNA</td>
</tr>
</tbody>
</table>

¹ Also accessible as stand alone “Fee for Service Work-packages”
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

Lyon, Toulouse (Campus Curie)
~800
“...just starting” to deliver significant growth and value potential

Development from 2015 ... to 2020

<table>
<thead>
<tr>
<th>Revenues in € m</th>
<th>Co-owned programmes</th>
<th>Adjusted Group EBITDA in € m</th>
</tr>
</thead>
<tbody>
<tr>
<td>128</td>
<td>20</td>
<td>9</td>
</tr>
<tr>
<td>500.9</td>
<td>118</td>
<td>106.6</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Co-owned companies &amp; BRIDGES</th>
<th>Top-class employees</th>
<th>Unpartnered R&amp;D projects</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1,000</td>
<td>10</td>
</tr>
<tr>
<td>24</td>
<td>3,572</td>
<td>35</td>
</tr>
</tbody>
</table>

Offering resonates with partners
Attraction, Extension, Retention

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

Attraction

<table>
<thead>
<tr>
<th>Year</th>
<th>New customers during the year</th>
<th>Net new customers</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>263</td>
<td>263</td>
</tr>
<tr>
<td>2019</td>
<td>283</td>
<td>275</td>
</tr>
<tr>
<td>2020</td>
<td>315</td>
<td>315</td>
</tr>
</tbody>
</table>

CAGR +9%

Extension

<table>
<thead>
<tr>
<th>Year</th>
<th>No. of customers &gt; €1 m revenues</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>0</td>
</tr>
<tr>
<td>2019</td>
<td>20</td>
</tr>
<tr>
<td>2020</td>
<td>40</td>
</tr>
</tbody>
</table>

CAGR +19%

Structural Retention ≥90%

<table>
<thead>
<tr>
<th>Year</th>
<th>No. of customers</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>400</td>
</tr>
<tr>
<td>2019</td>
<td>600</td>
</tr>
<tr>
<td>2020</td>
<td>800</td>
</tr>
</tbody>
</table>

KPI to measure satisfaction
- Strong basis for double-digit growth
- Integrated drug discovery & development offering yields increasing “share of wallet”
- Faster and better results versus in-house infrastructures
Data-driven precision platforms on all modalities

“Omics” data in drug discovery is game changing for precision medicine
Early insight to disease relevance drives paradigm shift

Disease relevance is paramount to change clinical success rates¹)


2) 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

High quality data at every stage in the value chain to de-risk projects, design modalities, create biomarkers, …
Precision medicine is our focus
Patient databases & models combined with EVOpanHunter/EVOpanOmis & 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
AI/ML driven data analytics

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

EVOpanOmics
Data generation

EVOpanHunter
Data analytics
Molecular patient data bases are re-defining health and disease

The foundation of precision medicine

PATIENT DATABASES WITH CLINICAL AND MOLECULAR PROFILES

PanOmics: Data generation
PanHunter: Data analytics
Molecular patient databases generate significant value

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

<table>
<thead>
<tr>
<th>Year</th>
<th>Collaboration</th>
<th>Terms</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>Bayer</td>
<td></td>
</tr>
</tbody>
</table>
- Upfront payment: € 6 m  
- Research funding  
- Milestones > € 300 m  
- Tiered royalties |
| 2019 | NephThera |  
- Funded by Vifor: € 25 m  
- 50% ownership on all projects |
| 2020 | Novo Nordisk |  
- Upfront payment: ND  
- Research funding  
- Milestones > € 150 m per product  
- Tiered royalties |
| Q1 2021 | Chinook Therapeutics |  
- 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

<table>
<thead>
<tr>
<th>Disease Type</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amyotrophic lateral sclerosis</td>
<td>25</td>
</tr>
<tr>
<td>Frontotemporal dementia</td>
<td>38</td>
</tr>
<tr>
<td>Parkinson’s disease</td>
<td>17</td>
</tr>
<tr>
<td>Huntington’s disease</td>
<td>27</td>
</tr>
<tr>
<td>Other neurodegenerative diseases</td>
<td>21</td>
</tr>
<tr>
<td>Retinopathies</td>
<td>45</td>
</tr>
<tr>
<td>Lysosomal storage diseases</td>
<td>25</td>
</tr>
<tr>
<td>Sourcing</td>
<td>100</td>
</tr>
<tr>
<td>Wild type</td>
<td>50</td>
</tr>
<tr>
<td>Sourcing</td>
<td>25</td>
</tr>
<tr>
<td>Lysosomal storage diseases</td>
<td>100</td>
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<tr>
<td>Other neurodegenerative diseases</td>
<td>50</td>
</tr>
<tr>
<td>Retinopathies</td>
<td>25</td>
</tr>
</tbody>
</table>
Systems approach creates continuous learning from data
Integrating molecular, process and manufacturing design delivers excellence

End-to-end continuous processing (E2E)

Machine learning (ML) and Artificial intelligence (AI) are maturing our integrated biologics platform (J.DESIGN)
Global demand for flexible biologics capacity and for more affordable access to medicines is accelerating

J.POD® 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

Subject to local planning, environmental and building regulations and other support and approvals
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)

2015
# of projects

2021
# of projects

2025(e)
anticipated # of projects

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1) Does not include projects that were completely stopped, e.g. Diapr277, EVT302
2) Not risk adjusted
3) Does not include EVT equity investments
Selected pipeline events

1. Phase IIb with Bayer in RCC (Eliapixant)
2. Phase II with Bayer in Overactive bladder (Eliapixant)
3. Phase II with Bayer in Endometriosis (Eliapixant)
4. Phase II with Bayer in Neuropathic pain (Eliapixant)
5. Phase II with BI in Oncology / Pain
6. Phase II with Bayer in Gynaecology (B1 antagonist)
7. Phase I in Chikungunya virus
8. Phase I with BMS in CNS
9. 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, …)
The iceberg of EVT Innovate product opportunities

In total > 200 proprietary projects with big financial upside

*Also includes Women's Health, Respiratory projects
The Equity Pipeline does not contain programs from EVT/partners that are not publically disclosed
From BRIDGES to operational VC

Incubation and Investments to accelerate co-ownership
# Growing portfolio with operational synergies

## EVOequity overview

<table>
<thead>
<tr>
<th>Joint Venture</th>
<th>EVOequity overview</th>
<th>At equity investments (share ≥ 20% or significant influence)</th>
<th>Minority Shareholdings (share &lt; 20%)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>-</td>
<td>Topas Therapeutics: Spin-off Nanoparticle-based therapeutics Initiated 2016</td>
<td>Exscientia: Equity participation AI for automated drug design Initiated 2017</td>
</tr>
<tr>
<td></td>
<td>-</td>
<td>facio therapies: Equity participation FSHD Initiated 2017</td>
<td>FORGE Therapeutics: Equity participation Targeting metallo-enzymes Initiated 2017</td>
</tr>
<tr>
<td></td>
<td>-</td>
<td>AUTOBAHN LABS: Equity participation (in-kind) Cross therapeutic areas Initiated 2019</td>
<td>Fibrocil: Equity participation Fibrosis partnership Initiated 2017</td>
</tr>
<tr>
<td></td>
<td>-</td>
<td>BREAKPOINT Therapeutics: Spin-off DNA damage response Initiated 2019</td>
<td>cc: Equity participation Inflammatory disease Initiated 2019</td>
</tr>
<tr>
<td></td>
<td>-</td>
<td>celfmatix: Equity participation Women's health Initiated 2019</td>
<td>Immunitas Therapeutics: Equity participation Oncology / Biologics Initiated 2019</td>
</tr>
<tr>
<td></td>
<td>-</td>
<td>QUANTR Therapeutics: Equity participation Cross therapeutic areas Initiated 2020</td>
<td>Blackmth: Equity participation Oncology Initiated 2019</td>
</tr>
<tr>
<td></td>
<td>-</td>
<td>Vifor Pharma: Joint Venture Nephrology Initiated 2019</td>
<td>Dark Blue: Equity participation Formulation nanotechnologies Initiated 2020</td>
</tr>
<tr>
<td></td>
<td>-</td>
<td>Failsafe cloaking for cell therapies Initiated 2020</td>
<td>Leon Therapeutics: Equity participation Neuroscience Initiated 2020</td>
</tr>
<tr>
<td></td>
<td>-</td>
<td>Argobio: Equity participation Cross therapeutic areas Initiated 2021</td>
<td>oxvivo: Equity participation Immuno-oncology Initiated 2021</td>
</tr>
</tbody>
</table>

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

- **Eternygen**: Equity participation Metabolic disorders Initiated 2016
- **Topas Therapeutics**: Spin-off Nanoparticle-based therapeutics Initiated 2016
- **facio therapies**: Equity participation FSHD Initiated 2017
- **AUTOBAHN LABS**: Equity participation (in-kind) Cross therapeutic areas Initiated 2019
- **BREAKPOINT Therapeutics**: Spin-off DNA damage response Initiated 2019
- **celfmatix**: Equity participation Women’s health Initiated 2019
- **QUANTR Therapeutics**: Equity participation Cross therapeutic areas Initiated 2020
- **Vifor Pharma**: Joint Venture Nephrology Initiated 2019

##Minority Shareholdings (share < 20%)

- **Carrick**: Equity participation Innovative pathways in oncology Initiated 2016
- **Exscientia**: Equity participation AI for automated drug design Initiated 2017
- **FORGE Therapeutics**: Equity participation Targeting metallo-enzymes Initiated 2017
- **Fibrocil**: Equity participation Fibrosis partnership Initiated 2017
- **cc**: Equity participation Inflammatory disease Initiated 2019
- **Immunitas Therapeutics**: Equity participation Oncology / Biologics Initiated 2019
- **Blackmth**: Equity participation Oncology Initiated 2019
- **Leon Therapeutics**: Equity participation Formulation nanotechnologies Initiated 2020
- **oxvivo**: Equity participation Immuno-oncology Initiated 2021
- **Argobio**: Equity participation Cross therapeutic areas 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”**

<table>
<thead>
<tr>
<th>Year</th>
<th>Action Plan</th>
<th>Year</th>
<th>Action Plan</th>
<th>Year</th>
<th>Action Plan</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Restructure for growth</td>
<td></td>
<td>Build innovation seeds</td>
<td></td>
<td>Aspire global leadership</td>
</tr>
</tbody>
</table>

#### 2010
- Revenues: € 55 m
- Adj. EBITDA: € 2 m
- R&D investments:€ 2 m
- Co-owned projects: 6
- Employees: 519

#### 2015
- Revenues: € 128 m
- Adj. EBITDA: € 9 m
- R&D investments:€ 18 m
- Co-owned projects: 49
- Employees: 1,000

#### 2020
- Revenues: € 501 m
- Adj. EBITDA: € 107 m
- R&D investments:€ 69 m
- Co-owned projects: 118
- Employees: 3,572

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1) Including equity investments
## Strong growth while investing into long-term massive upside

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

<table>
<thead>
<tr>
<th>Strong revenue growth (in € m)</th>
<th>Adjusted Group EBITDA(^2) (in € m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>263.8</td>
<td>375.4</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>High-value unpartnered R&amp;D(^3) (in € m)</th>
<th>Strong stable gross margins(^4) (in %)</th>
</tr>
</thead>
<tbody>
<tr>
<td>17.6</td>
<td>22.8</td>
</tr>
</tbody>
</table>

\(^1\) At constant fx rates (2020: $/€ 1.15; £/€ 1.13) Revenues: € 565-585 m; EBITDA: € 115-130 m; 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 2020 of € 63.9 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
Our mid-term aspirations at a glance

2020-2025e Key Performance Indicator goals

- **Adjusted EBITDA**
  - ≥300
  - ≥180%

- **Unpartnered R&D**
  - >100%
  - >100% in € m
    - 46.4
    - >100

- **Revenues**
  - >100%
  - >1,000 in € m
    - 500.9
    - >1,000

- **Co-owned projects**
  - >100%
  - >250

1) before significant royalties
2) incl. Equity participations
Great talent pool

Overview Employees – approx. 3,900

**Interdisciplinary**
- Biochemists
- Medicinal chemists
- Molecular biologists
- Cell biologists
- Toxicologists
- Data scientists
- Process/Analytical chemists
- Clinicians
- mAb process engineers

**International**

20% Italian
20% German
21% French
20% Others
19% British

**Highly qualified**
- 78% with at least one academic qualification
- 22% other degrees

**Diverse and experienced**
- 75 nationalities
- 33% PhDs
- Average age: 38.6 years
- 54% women
- > 38% with more than five years at Evotec

1) The chart exclude the USA for legal reasons.
Purpose defines a sustainable corporate strategy
Focus on most material topics in a holistic approach

**Stakeholders**
- Investors
- Supervisory Board
- Recruits
- Authorities
- Patients
- Activists
- Suppliers
- Media
- Neighbours

**Material Topics**
- Stakeholder engagement
- OHS
- Diversity
- Cyber
- Invest in people
- Availability & access to medical treatment
- Carbon emission
- Waste & Water

**KPIs**
- CO₂ per employee
- Retention rate
- Engagement & Commitment
- Quality Integrity & Speed
- Shared goals
- Covered diseases
- Dedicated climate mitigation capex

**OUR Foundation**
- Culture & Values
- People & Capabilities
- Corporate Governance & Enabling Systems
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

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
- Iris Löw-Friedrich
  UCB
- Kasim Kutay
  Novo Holdings
- Mario Polywka
  Ex-Evotec
- Roland Sackers
  QIAGEN
- Elaine Sullivan
  Ex-Lilly
- Constanze Ulmer-Eilfort
  Baker McKenzie

Number of shares: 164.6 m
Listing: Frankfurt Stock Exchange (MDAX, TecDAX), OTCBB
52 week high/low: €43.00/€21.31

1) Rounding differences may occur
**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 rates\(^1\))

**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\(^\circledast\) 1 capacities in US & J.POD\(^\circledast\) 2 in EU
- Adjusted Group EBITDA\(^2\) **€ 105-120 m** (€ 115-130 m at constant exchange rates\(^1\))

**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\(^3\)**

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\(^1\) \$/€ 2020: 1.15; €/GBP 2020: 1.13

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

\(^3\) 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").
### 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 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 Equity & BRIDGES
- Initiation of new BRIDGEs
- New operational ventures

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**Strong news flow and strategy update with Action Plan 2025**

Newsflow 2021
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