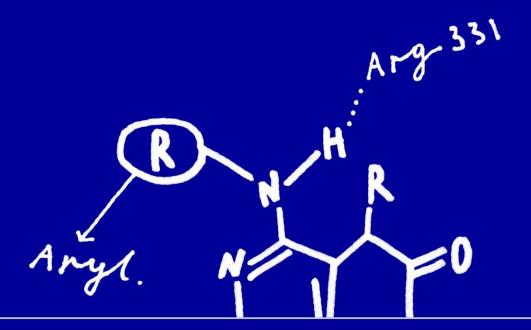


Evotec = External Innovation Strong H1 2018





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.

Note:

The 2017 and 2018 results are not fully comparable. The difference stems from the acquisition of Aptuit, effective 11 August 2017. The results from Aptuit are only included from 11 August 2017 onwards. The accounting policies used to prepare this interim information are the same as those used to prepare the audited consolidated financial statements for the year ended 31 December 2017, except for the adoption of new standards effective as of 01 January 2018.

From 01 January 2018 onwards, Evotec applies IFRS 15. The comparison period 2017 is adjusted from the first time application of IFRS 15.



Welcome to H1

Your Management Team











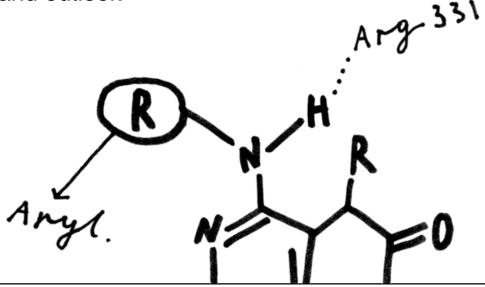
Agenda

Highlights H1

EVT Execute

EVT Innovate

Financial performance and outlook





Strong business performance across all areas

First six months 2018 – State of play

EVT Execute

- Very good performance by all service lines
- High-quality drug development business performing well
- INDiGO solutions receiving increasing market traction
- Outstanding portfolio of new and extended integrated drug discovery and development projects signed

EVT Innovate

- New Phase I and Phase II clinical initiations
- Strategic pipeline-building and open innovation effort in infectious diseases initiated
- Significant new oncology partnership with Celgene
- High-value milestone achievements in iPSC alliances and continued focus on iPSC platform
- BRIDGE model rolling-out

Corporate

- Action Plan 2022 "Leading External Innovation" fully implemented
- Aptuit integration according to plan – 50% of acquisition loan repaid within the first year, mainly through strong operating cash inflow
- Conversion into European Company (SE) initiated



Fully on track for growth and profits with even higher R&D expenses

Financials H1 2018 & FY 2018 Guidance

Strong financial performance

- Group revenues up 67% to € 173.8 m (H1 2017: € 104.3 m)
 - EVT Execute revenues up 61% to € 163.3 m
 - EVT Innovate revenues up 52% to € 32.0 m
- Adjusted EBITDA¹¹) up 47% to € 38.6 m (H1 2017: € 26.2 m)
 - Adj. EBITDA of € 36.3 m for EVT Execute
 - Adj. EBITDA for € 2.3 m for EVT Innovate
- R&D expenses of € 10.0 m
- Strong liquidity of € 109.8 m including partial repayment of acquisition loan

Guidance 2018

- More than 30% Group revenue growth $(2017: \in 257.3 \text{ m}^2)$
- Adjusted Group EBITDA¹⁾ to improve by approx. 30% compared to 2017 $(2017: \in 58.4 \text{ m}^{2})$
- R&D expenses of € 35-45 m³⁾ (previously: \leq 20-30 m) (2017: € 17.6 m)



¹⁾ Before contingent considerations, income from bargain purchase and excluding impairments on goodwill, other intangible and tangible assets as well as the total non-operating result



Strong performance in both segments

Unique business model – EVT Execute & EVT Innovate





2,400 x expertise & excellence coming together

Global footprint – Evotec's centres of excellence

Hamburg (HQ), Göttingen, Munich (Germany)

~520 employees

- Hit identification
- In vitro & in vivo biology
- Chemical proteomics and biomarker discovery and validation
- Cell & protein production
- Antibody discovery

Abingdon, Alderley Park (UK)

~650 employees

- Medicinal chemistry
- ADME-Tox, DMPK
- Structural biology
- In vitro & in vivo antiinfective platform
- Process development
- CMC and Commercial manufacture
- Pre-formulation

Toulouse + Lyon (France)

~370 • - 100 employees

- Compound management
- Hit identification
- In vitro & in vivo oncology
- Medicinal chemistry
- ADME & PK
- Cell, protein & antibody production
- Anti-infective platform

Verona (Italy), Basel (CH)

~610 employees

- Hit identification
- In vitro & in vivo biology
- Medicinal Chemistry
- ADME-Tox, DMPK
- Biomarker discovery and validation
- INDiGO
- CMC
- In vitro & in vivo antiinfective platform

Princeton, Watertown, Branford (USA)

~110 employees

- Compound ID, selection and acquisition
- Compound QC, storage and distribution
- Cell & protein production
- ADME-Tox, DMPK







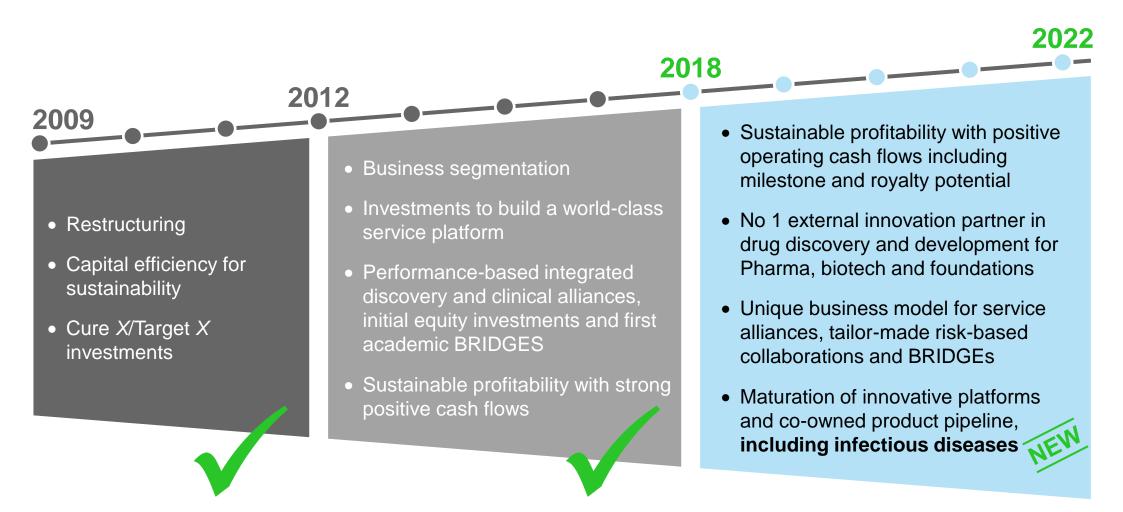






Leading megatrend in accessing external innovation

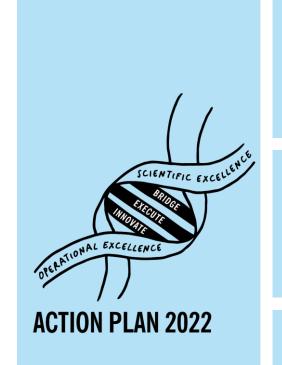
"Action Plan 2022 – Leading External Innovation"





Action Plan 2022 fully implemented

"Action Plan 2022 – Leading External Innovation"



AP 2022 delivers market-leading external drug discovery and development solutions based on state-of-the-art technologies and processes

AP 2022 relies on most efficient R&D delivery within a unique business model

AP 2022 continues to build a broad co-owned pipeline together with prime partners



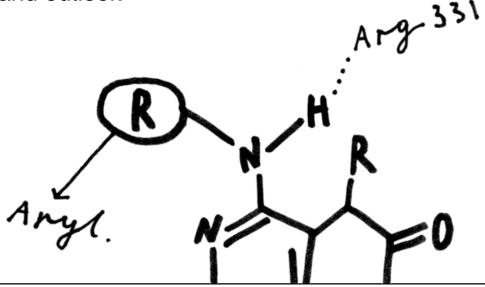
Agenda

Highlights H1

EVT Execute

EVT Innovate

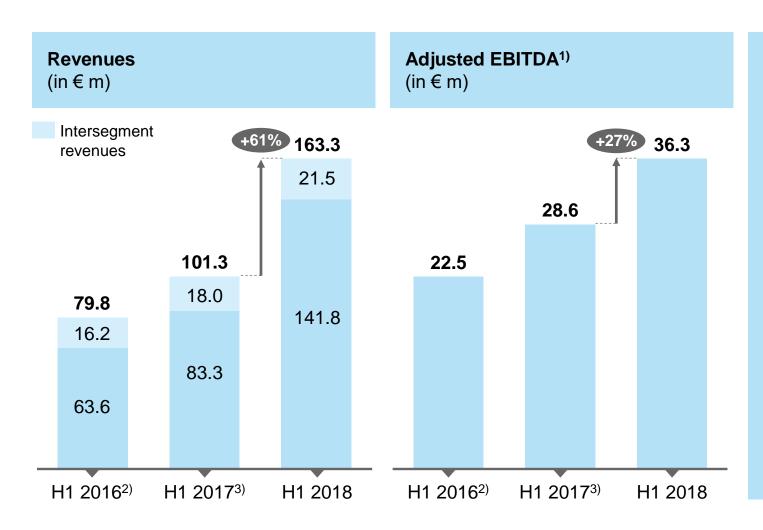
Financial performance and outlook





Continued EVT Execute growth in all service lines

EVT Execute – Key performance indicators H1 2018



- Excellent performance of EVT Execute revenues due to growth in the base business and six months Aptuit contribution (€ 53.6 m)
- Significant increase in adjusted EBITDA mainly due to strong revenue growth
- EBITDA margin >20% despite different business mix with Aptuit

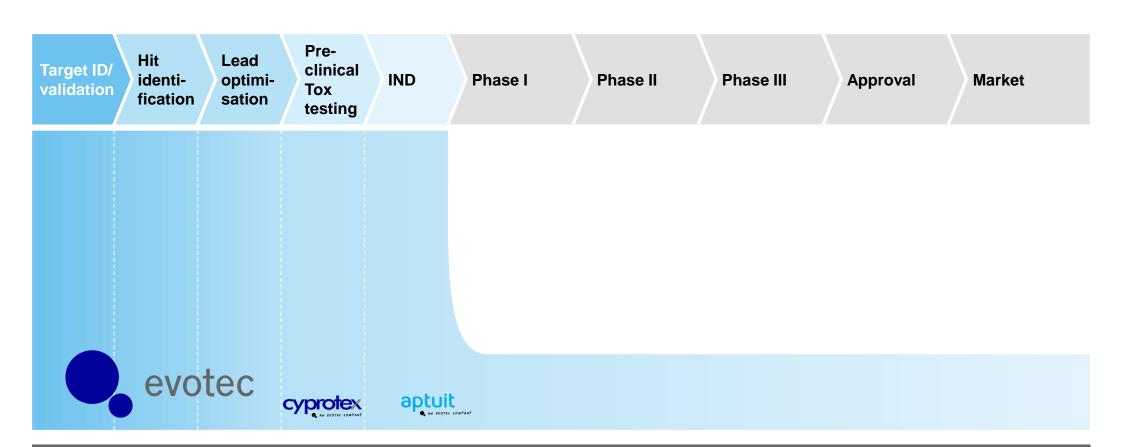
¹⁾ Before contingent considerations, income from bargain purchase & excl. impairments on goodwill, other intangible & tangible assets as well as the total non-operating result 2) Not adjusted according to IFRS 15

^{3) 2017} figures adjusted from the first time application of IFRS 15



Aptuit integration on track, cross-selling gaining momentum

Evotec's integrated offering and core competences along the value chain

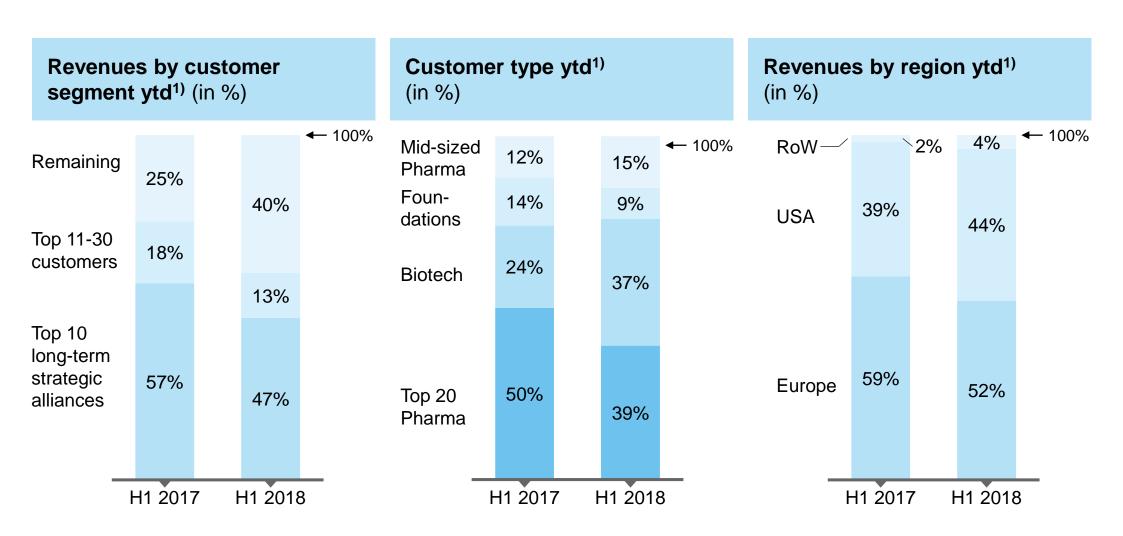


Evotec offers end-to-end platform solutions including INDiGO and high-end CMC manufacturing



Balanced customer mix

EVT Execute – Selected KPIs H1 2018





Operational excellence attracts new projects

EVT Execute – Major achievements H1 2018

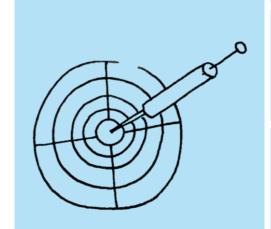


- Strong progress in existing alliances (e.g. Forge, Dermira, C4X, Blackthorn, Abivax)
- New integrated drug discovery agreements (e.g. Katexco)
- INDiGO cross-selling with new alliances (e.g. Carna Biosciences, Petra Pharma)
- ADME-Tox testing with strong performance (Cyprotex, an Evotec company)



Strong outlook for H2 2018

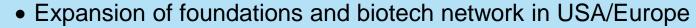
EVT Execute – Expected key milestones 2018



 New long-term alliances integrating the offering of Aptuit, strategic launch of INDiGO



New performance-based integrated technology/disease alliances





Milestones from existing alliances





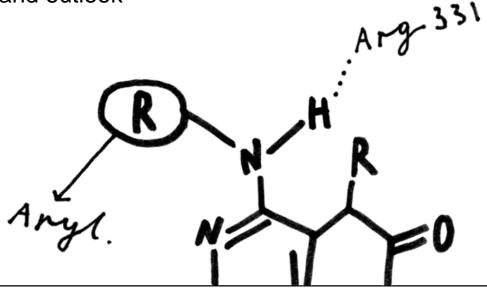
Agenda

Highlights H1

EVT Execute

EVT Innovate

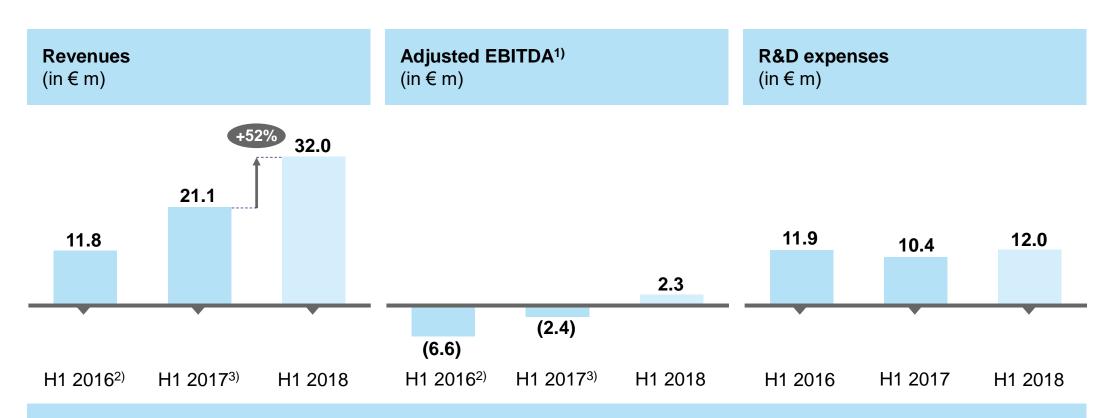
Financial performance and outlook





Milestones and strong base business drive EVT Innovate

EVT Innovate – Key performance indicators H1 2018



- Revenues and adjusted EBITDA in H1 2018 driven by high milestone achievements in key alliances and solid base revenue growth
- R&D expenses focus on CNS, metabolic diseases as well as academic BRIDGEs
- From H2 2018 onwards, significant additional R&D investments in infectious diseases will start

¹⁾ Before contingent considerations, income from bargain purchase & excl. impairments on goodwill, other intangible & tangible assets as well as the total non-operating result

Not adjusted according to IFRS 15
 2017 figures adjusted from the first time application of IFRS 15



Very good development progress, ID expansion brings co-owned portfolio to approx. 100 projects

Partnership portfolio

	Molecule	Therapeutic Area/Indication	Partner	Discovery	Pre-clinical	Phase I	Phase II
	EVT201	CNS – Insomnia	入京新訂业 INCOMPRIAMACITICA				
	BAY-1817080	Chronic cough	-				Phase II star
=	EVT401	Immunology & Inflammation	· 由限贝朱闭 conta aroup				
	ND ¹⁾	Oncology	Boehringer Ingelheim				
S S	ND ¹⁾	Oncology	Roche				
Clinical	Various	Women's health – Endometriosis	nogue)				Phase I star
	Various	Women's health – Endometriosis	<u></u>				
O	Various	Women's health - Endometriosis	(A)				
	ND ¹⁾	Immunology & Inflammation	SECOND GENOME				
	Various	Oncology	Carrick				
	ND ¹⁾	Respiratory	Boehringer Ingelheim				
	ND ¹⁾	CNS – Pain	U NOVARTIS				
	ND ¹⁾	Immunology & Inflammation	Topas Therapeutics				
=	ND ¹⁾	Oncology	Boehringer Ingelheim				
S	ND ¹⁾	Respiratory	Boehringer Ingelheim				
Ē	Various	Women's health – Endometriosis					
- - -	EVT801	Oncology	SANOFI				
Pre-clinical	EVT701	Oncology	SANOFI				
<u> </u>	EVT601	Oncology	SANOFI				
_	Various ND ¹⁾	Oncology – Immunotherapy	SANOFI APEIRON				
	Various	Anti-infectives	evotec >5 programmes			NE	W - From ID collaboration
	Various	CNS, Metabolic, Pain & Inflammation	>10 further programmes				
	Various ND ¹⁾	Nephrology	-				
	Various ND1)	Immunology & Inflammation	(agrae)				
	Various ND ¹⁾	Metabolic – Diabetes (type 2/1)	MedImmune AstraZeneca €				
	Various ND ¹⁾	Metabolic – Diabetes (type 2/1)	@				
	Various ND1)	Nephrology	AstraZeneca 2				
>	Various ND1)	Metabolic – Diabetes	SANOFI			NE	W milestone achievement
Discovery	Various	Oncology	Column				NEW partnership
Ž	Various	Immunology & Inflammation – Tissue fibrosis	Pfizor				•
ၓ	Various	Neurodegeneration	Çym			NE	W milestone achievement
<u>.s</u>	LpxC inhibitor	Anti-bacterial	FORGE harapautics				
	Various	All indications	♠				
	INDY inhibitor	Metabolic	Fernage:				
	Various	Fibrotic disease	Fibrocor Therapeutics				
	Various	Antiviral	raciogen				
	Various	Anti-infectives	evotec >10 programmes			NE	W - From ID collaboration
	Various	Internal: Oncology, CNS, Metabolic, Pain & Inflamm					





ID portfolio will be focused on best opportunities

Infectious disease partnership with Sanofi & open innovation in ID

Target validation	Lead identification	Lead optimisation	IND enabling		
Early research: • Immune Prophylaxis	Gram(-) Growth Inhibitor				
 Rhinovirus C Hand Foot and Mouth 	Gram (-) Influx				
Disease • Influenza	Staph Persisters Inhibition				
RSVHBx inhibitors	Gram (-) Undisclosed				
	HBCytokine Modulation				
	HBV Destabilizer				
	Malaria multi-stage Inhibitors	Gram (-) Undisclosed	Malaria		
	Tuberculosis (TB)	TB Growth inhibition	ChikV mAb		
Severe Bacterial infections Viral infections Diseases of the Developing World					

PAGE 19 Source: Sanofi



Accelerated push forward across strategic ventures

EVT Innovate – Key priorities 2018



- Significant progress in existing iPSC alliances (e.g. with Sanofi (diabetes) and Celgene (neurodegeneration))
- New long-term oncology partnership with Celgene
- Participation in additional financing rounds of Topas Therapeutics and Forge
- BRIDGE model roll-out ongoing (New LAB591 initiated; projects selected in LAB150 and LAB282)



Excellent momentum in iPSC-based pipeline

iPSC – Alliances; Progress overview



iPSC alliance in neurodegeneration

Development of novel therapies for a broad range of neurodegenerative diseases

Focus on

- ALS Amyotrophic lateral sclerosis
- AD Alzheimer's disease
- HD Huntington's disease
- PD Parkinson's disease ...

NEW MILESTONE ACHIEVEMENT

Commercials

Upfront \$ 45 m, potential milestones > \$ 250 m per project, low double-digit royalties

SANOFI 🧳

iPSC alliance in diabetes

Development of beta cell replacement therapy and drug discovery based on functional human beta cells

Focus on

- Beta cell replacement therapy
- Drug discovery Small molecules



Commercials

Upfront € 3 m, research payments, potential milestones > € 300 m, double-digit royalties

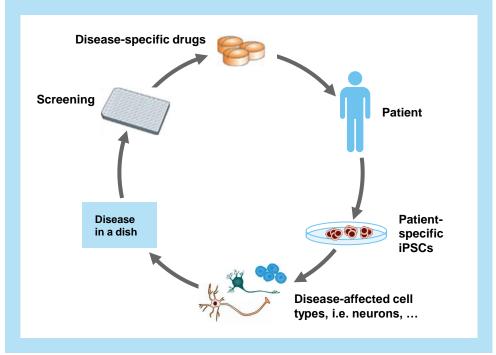


Global leadership in iPSC

Strong focus on iPSC¹⁾ platform

"IPS cells can become a powerful tool to develop new drugs to cure intractable diseases because they can be made from patients' somatic cells."

Shinya Yamanaka







New alliance in oncology with Celgene

Celgene & Evotec – Expansion of relationship into oncology





Oncology partnership with Celgene

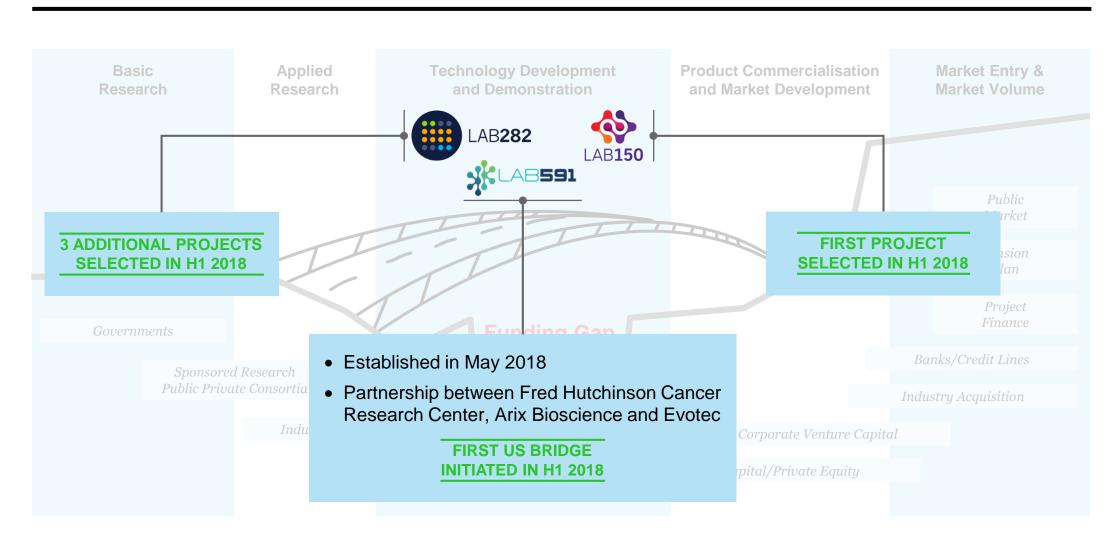
- Long-term strategic drug discovery and development partnership to identify new therapeutics in oncology
- Initial focus on solid tumours, leveraging an industryleading phenotypic screening platform with unique compound libraries and associated target deconvolution capabilities
- Activities to be mainly executed at Munich/Göttingen (Germany) and Toulouse (France) sites
- Commercials: \$ 65 m upfront payment from Celgene to Evotec, Evotec eligible to receive significant milestone payments as well as tiered royalties on each licensed programme
- Celgene holds exclusive opt-in rights to license worldwide rights to all programmes developed within this collaboration





BRIDGE roll-out is just starting

LAB**282**, LAB150 and LAB591 – Progress YTD 2018





Many things achieved already, and more to come

EVT Innovate – Expected key milestones 2018



 New clinical initiations and good progress of clinical pipeline within existing partnerships



Expansion of academic BRIDGE network



 Strong R&D progress within Cure X/Target X platforms and new EVT Innovate partnerships



Continued expansion of iPSC (induced pluripotent stem cells) platform



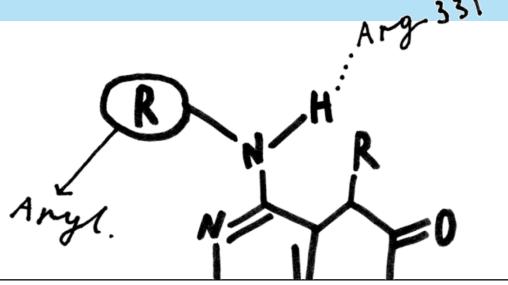
Agenda

Highlights H1

EVT Execute

EVT Innovate

Financial performance and outlook





Strong financial performance with new business mix

Condensed income statement H₁ 2018 – Evotec AG and subsidiaries

in € m ¹⁾					
	H1 2018	H1 2017 ⁴⁾	% vs. 2017		
Revenues	173.8	104.3	67%		
Gross margin ²⁾	28.9%	35.7%	-		
• R&D expenses	(10.0)	(8.5)	17%		
• SG&A expenses	(27.1)	(15.8)	72%		
Impairment of intangible assets	(4.2)	_	-		
• Other op. income (expenses), net	12.7	5.6	_		
Operating income	21.7	18.4	18%		
Adjusted Group EBITDA ³⁾	38.6	26.2	47%		
Net income	17.9	10.3	73%		

- New business mix and amortisation following acquisitions resulting in new gross margin setup
- Revenue growth due to strong performance in base business, Aptuit contribution (€ 53.6 m), and milestones
- Planned increase in SG&A expenses due to addition of Aptuit and strong Company growth
- Other operating income increased due to higher R&D tax credits and release of earn-out accruals following the impairment of EVT770

Differences may occur due to rounding
 Gross margin in 2018 considers amortisation of acquisitions from Aptuit and Cyprotex. Gross margin in 2017 only considers amortisation from Cyprotex acquisition.
 Before contingent considerations, income from bargain purchase and excl. impairments on goodwill, other intangible & tangible assets as well as the total non-operating result 4) 2017 figures adjusted from the first time application of IFRS 15



Increased momentum in both segments

Segment information H₁ 2018 – Evotec AG and subsidiaries

in € m ¹⁾ Inter-					
	EVT Execute				
Revenues	163.3	32.0	(21.5)	173.8	
Gross margin	22.4%	50.4%		28.9%	
• R&D expenses	(0.4)	(12.0)	2.4	(10.0)	
• SG&A expenses	(23.3)	(3.8)	_	(27.1)	
• Impairment of intangible assets	-	(4.2)	_	(4.2)	
• Other op. income (expenses), net	9.1	3.6	_	12.7	
Operating income	21.9	(0.2)	_	21.7	
Adjusted EBITDA ²⁾	36.3	2.3		38.6	

- New business mix with different margin since Aptuit acquisition
- Growth in EVT Execute driven by base business and contribution from Aptuit acquisition
- Gross margin in EVT
 Execute strong despite
 amortisation of intangible
 assets and adverse FX
- EVT Innovate boosted by milestones and positive base revenue growth
- Significantly higher R&D tax credits

¹⁾ Differences may occur due to rounding

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



Very strong second quarter

Condensed income statement Q2 2018 – Evotec AG and subsidiaries

in € m				
	Q2 2018	Q2 2017 ²⁾		
Revenues	94.8	53.4		
Gross margin	33.6%	34.1%		
• R&D expenses	(5.4)	(3.9)		
• SG&A expenses	(13.8)	(8.5)		
Impairment of intangible assets	(4.2)	-		
• Other op. income (expenses), net	6.7	2.7		
Operating income	15.2	8.5		
Adjusted Group EBITDA ¹⁾	24.6	12.8		
Net income	14.3	3.2		

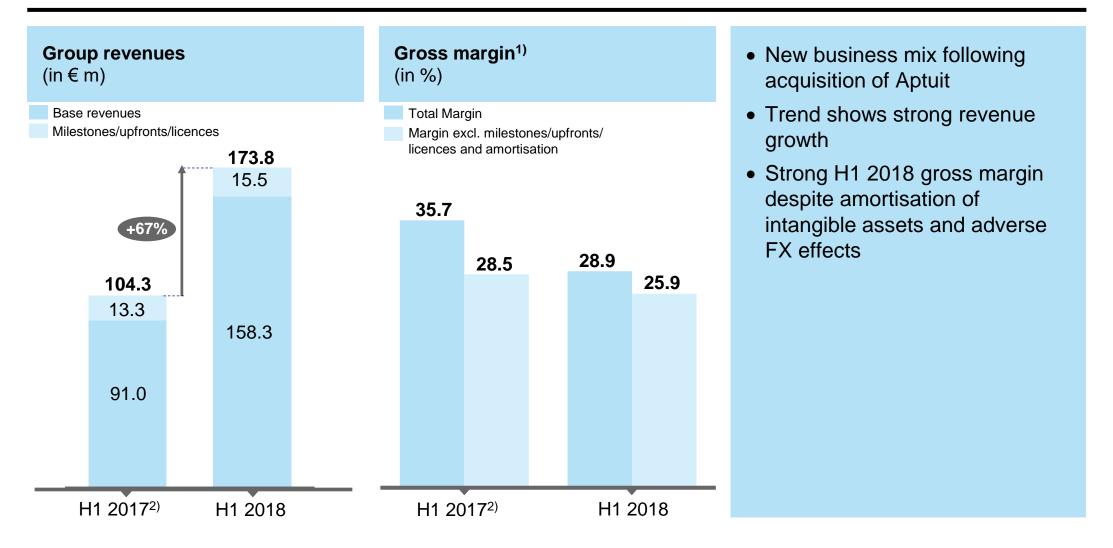
- Revenue increase of 77%
- Increase in adjusted EBITDA of 93%
- SG&A on similar level as in prior quarters following Aptuit acquisition
- Impairment of intangible assets for EVT770 and Panion
- Significantly higher R&D tax credits affecting other operating income

¹⁾ Before contingent considerations, income from bargain purchase and excl. impairments on goodwill, other intangible & tangible assets as well as the total non-operating result 2) 2017 figures adjusted from the first time application of IFRS 15



Growth trend continues with new margin setup

Revenues & Gross margin overview



¹⁾ Gross margin in the future may be volatile due to the dependency of receipt of potential milestone or out-licensing payments. In addition, the amortisation of the purchase price allocation (PPA) of the recent strategic acquisitions impacts costs of revenue and thus the gross margin.
²⁾ 2017 figures adjusted from the first time application of IFRS 15



Guidance confirmed, R&D guidance updated following ID initiative¹⁾

Guidance 2018

Double- More than 30% Group revenue growth digit topline growth **Profitable** Adjusted Group EBITDA²⁾ expected to improve by approx. 30% and growing **Focused** • Group R&D expenses of € 35-45 m¹⁾ (previously: € 20-30 m) investments

¹⁾ The additional R&D efforts are not expected to impact the adjusted EBITDA since these extra infectious diseases-related R&D expenses will be covered by other operating income recognised in context of the new agreement with Sanofi.

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



Important next dates

Financial calendar 2018

Annual Report 2017	28 March 2018
Quarterly Statement Q1 2018	09 May 2018
Annual General Meeting 2018	20 June 2018
Half-year 2018 Interim Report	09 August 2018
Quarterly Statement 9M 2018	13 November 2018



