

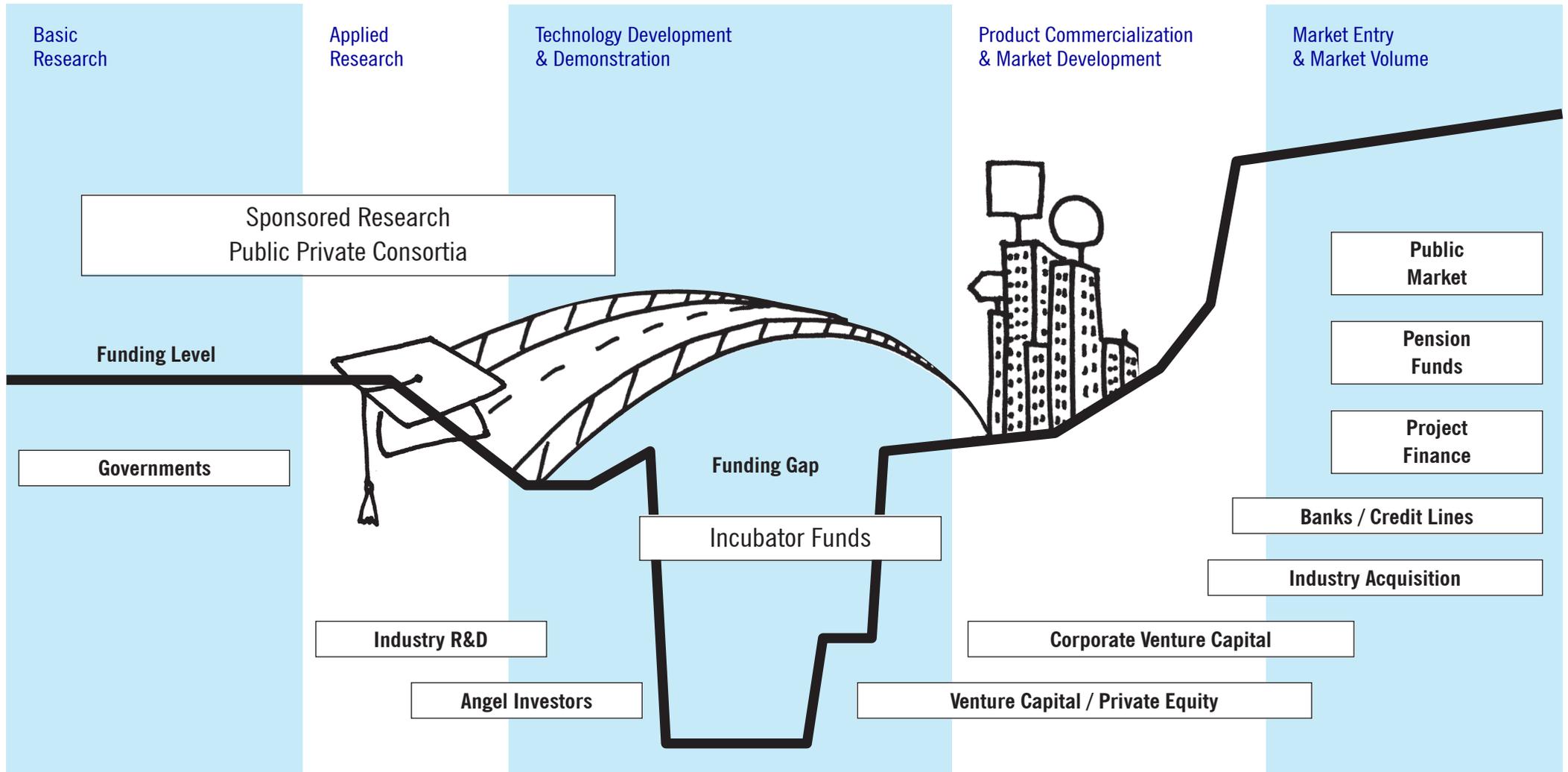


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DRUG DISCOVERY INSIGHTS

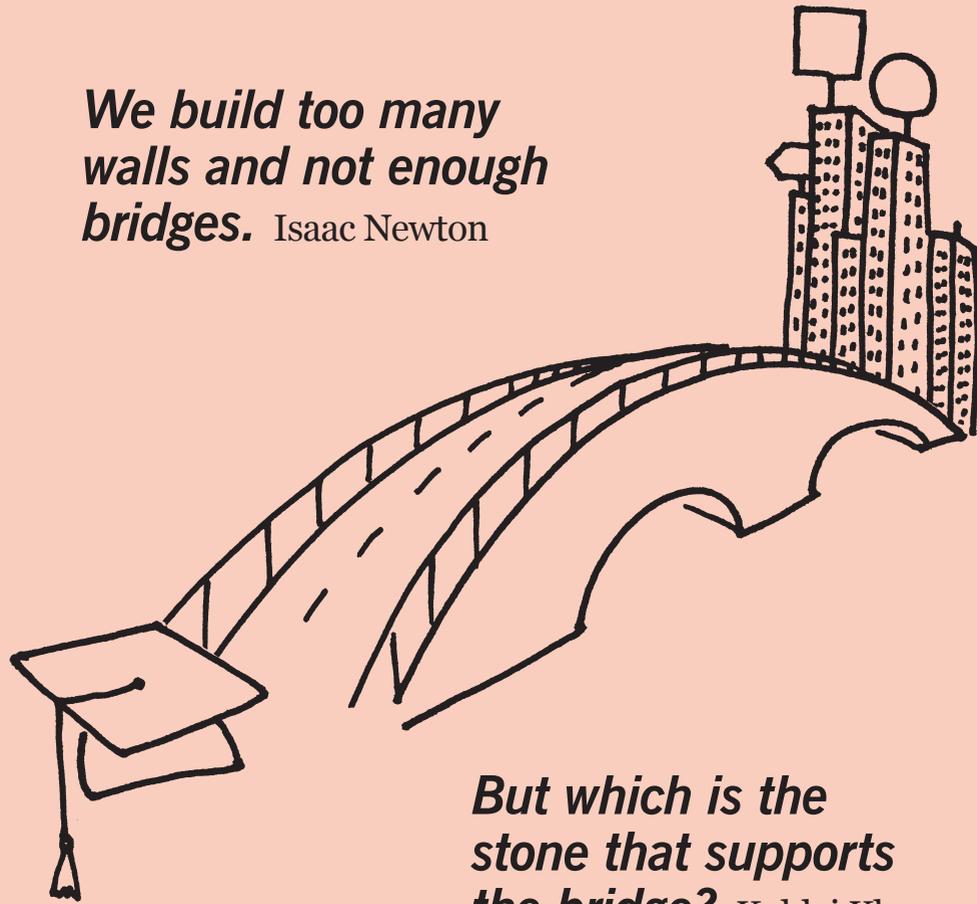
**BUILDING
BRIDGES TO
ACCELERATE
DRUG
DISCOVERY**

THE VALLEY OF DEATH



Derived from an article by Sustainable Development Technology Canada (2013).

We build too many walls and not enough bridges. Isaac Newton



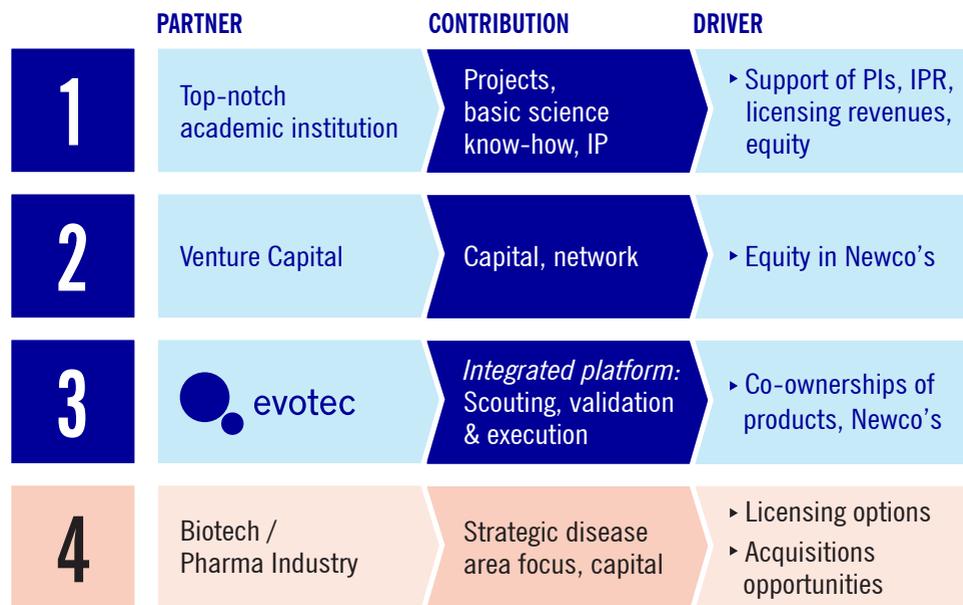
But which is the stone that supports the bridge? Kublai Khan

BRIDGE – a new paradigm to translate early stage drug discovery from Academia to Pharma

- ▶ We are pursuing a new project incubation paradigm to accelerate research and early development
- ▶ We are placing technological validation of a novel therapeutic approach in the center of the value proposition
- ▶ We are developing an integrated framework from academic research to clinical PoC involving all key partners
- ▶ We have defined a new formula for fast-track early-stage drug development
- ▶ BRIDGE is an integrated fund and award framework to tap into exciting academic science to generate partnerships with Pharma and biotech

Since 2011
Evotec has entered into
more than **30 collaborations**
with **top academic institutions** in US
and EU

OPTIMAL MIX TO DRIVE PROJECTS AND PRODUCT OPPORTUNITIES



BRIDGES: Joint contributions and operational alignment between partners

- Enabling to improve quality and speed of academic innovation

How will it work?

- **Scouting:** Expert in residence seconded by Evotec or the collaboration partner will identify most promising novel therapeutic approaches from a university
- **Funding:** A funding partner will provide appropriate project-specific funding for the academic proposals
- **Experimental validation:** Evotec will provide access to its fully integrated drug discovery platform covering a broad range of disease areas
- **Commercialisation:** The university, the funding partner and Evotec will participate in company formation as the preferred route of commercialisation of assets generated from the partnership



LAB282

Accelerating Oxford Drug Discovery

To learn more, please visit: www.LAB282.org

Mission

- ▶ Optimise and accelerate drug discovery programmes across any therapeutic area and for any therapeutic modality originated by Oxford University researchers
- ▶ Development of new treatments and cures for serious and debilitating diseases
- ▶ Translating academic science into highest quality drug discovery projects
- ▶ Spin-out companies from the university could be formed to further develop new therapies, supported by the LAB282 partners and/or new investors

Background

- ▶ Partners create a new blueprint for academic translation – Evotec, Oxford Sciences Innovation, Oxford University Innovation and the University of Oxford
- ▶ Utilising the joint strengths of academia, biotechnology and strong links to Pharma

LAB282 agreement

- ▶ Fund size of £ 13 m (> € 14 m)
- ▶ Initial term of 3 years
- ▶ New projects will be sourced exclusively from Oxford University researchers and Evotec across any therapeutic area and for any therapeutic modality
- ▶ Funding will come from OSI
- ▶ New projects will be scouted by an expert in residence from Evotec
- ▶ Evotec will provide “at cost” its full range of drug discovery services in addition to other resources.
- ▶ Evotec will participate in company formation via equity and future R&D upside





To learn more, please visit: www.LAB150.com

Mission

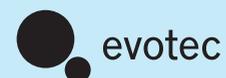
- ▶ Optimise and accelerate drug discovery programmes across any therapeutic area and for any therapeutic modality originated from MaRS Innovation (MI) Members which include Canada's leading academic institutions
- ▶ Development of new treatments and cures for serious and debilitating diseases
- ▶ Translating academic science into highest quality drug discovery projects
- ▶ Start-up companies from MI Members may be created to further develop new therapies, supported by the LAB150 partners and/or new investors

Background

- ▶ Partners create a new blueprint for academic translation – Evotec, MaRS Innovation and its Member Institutions in Canada
- ▶ Emerging the strength of academia, biotechnology and Pharma

LAB150 agreement

- ▶ Initial term of 5 years
- ▶ New projects will be identified by MaRS Innovation from its world-class member institutions across any therapeutic area and for any therapeutic modality
- ▶ Funding derived from MaRS Innovation and Evotec
- ▶ Evotec will provide “at cost” its full range of drug discovery services in addition to other resources
- ▶ Evotec and MI will participate in company formation via equity and future R&D upside



MaRS Innovation

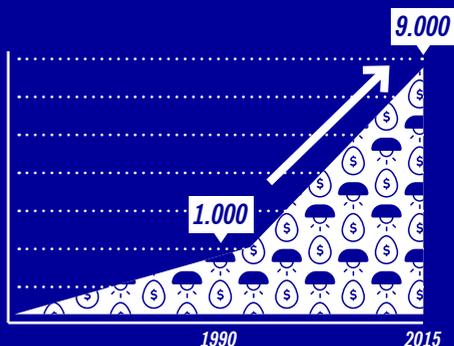
DID YOU KNOW?

FACTS ABOUT BUSINESS INCUBATORS



THE NUMBER OF BUSINESS INCUBATORS ROSE FROM NEARLY **1.000** IN 1990 TO MORE THAN **9.000** IN 2015

THE FIRST **BUSINESS INCUBATOR** OPENED IN **1959**

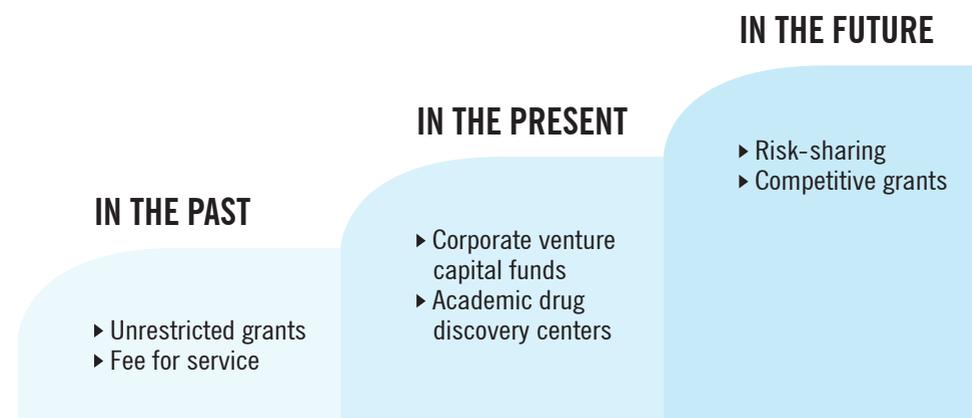


OVER HALF OF ALL NEW DRUGS APPROVED IN THE UNITED STATES **BETWEEN 2000 AND 2011** WERE DEVELOPED BY COMPANIES THAT **COLLABORATED** IN ONE FORM OR ANOTHER WITH OTHER ENTITIES

The trend toward increased collaborations is being driven by several factors

- ▶ The complexity associated with many diseases
- ▶ Research has become too expensive and complex, difficult to maintain all of the required infrastructure in-house
- ▶ Universities want to find better ways of working with industry because the goal is to get drugs approved and to the patients in the fastest way

Trends in Academic Industry-Partnerships



Source: http://csdd.tufts.edu/files/uploads/tuftscsdd_academic-industry.pdf
 PharmaVOICE - October 2014; New Models for Academic Partnerships;
 Tufts Center for the Study of Drug Development

Pictograms by Noun Project users (thenounproject.com): Artem Kovyazin (*Incubator*), Clockwise (*Brain*), Curve (*Pound Bill, Network*), Evan Shuster (*Contact Card*), Gregor Crešnar (*Business woman/man*), Thomas Helbig (*Link*), Andres Flores (*Think Bubble*), Chameleon Design (*Exchange*), icon 54 (*Building*), Alex Auda Samora (*Beaker*), To Uyen (*Information „i“*), IconfactoryTeam (*Gears*), Ian Mawle (*Light Bulb*), BomSymbol (*Pills*)

CONTACT



Dr Thomas Hanke

Executive Vice President Head of Academic Partnerships

Thomas is currently leading and expanding a portfolio of strategic academic partnerships in Europe, including the first-in-class accelerator LAB282 in Oxford. From November 2013 to November 2016, Thomas was responsible for scientific advancement and commercial licensing of Evotec's preclinical R&D projects in the areas of inflammation and immuno-oncology, with a particular focus on building high-value, performance based drug discovery alliances with academia and pharma.

From 2007 to 2013, Thomas was Sourcing Director at the Biopharmaceuticals Research Unit of Novo Nordisk, where he identified and evaluated partnering opportunities related to compounds, targets and technologies within haemophilia, autoimmune/inflammatory diseases, growth disorders and protein technologies. At Novo Nordisk, Thomas initiated a multitude of agreements with academic institutions and biotech companies both in Europe and the US.

Prior to joining Novo Nordisk, Thomas was co-founder and Chief Scientific Officer at the German biotech company TeGenero, where he headed the R&D efforts to develop first-in-class immunomodulatory monoclonal antibodies (2002-2007).

Preceding his entrepreneurial activities, Thomas was group leader and Assistant Professor for Immunobiology at the University of Würzburg (1999-2002) following a PostDoc at the University of California in Berkeley where he researched basic cellular immunology (1996-1999). Thomas received his Ph.D. in Biology from the University of Würzburg in 1995. He is (co-) author of approx. 30 scientific papers in peer-reviewed journals.

Today, Thomas has 20+ years of leadership experience in research and drug development in academia, biotech and pharma. Fostering innovation and continuous improvement, Thomas manages cross-functional teams as an assessor/developer, sets directions and builds trust in a company.



Dr Stephanie Oestreich, MPA

Executive Vice President Head of BRIDGEs Partnerships North America

Stephanie is the contact for Evotec BRIDGEs in North America, including LAB150. She conducted the research for her PhD in biochemistry at Harvard Medical School and obtained an MPA from the Harvard Kennedy School. She started in Strategic Alliances at Novartis in the US before moving to Switzerland to work for the CEO and taking on local, regional and global marketing roles in different geographies and therapeutic areas.

From 2015 to 2017, she worked for F. Hoffmann La Roche as International Business Leader Avastin Breast, Cervical and Ovarian Cancer, and since September 2017 she is back in Boston as Executive Vice President, Head BRIDGEs Partnerships North America for Evotec, building alliances with academics, biotechnology, pharma and financing partners.

► Dr Thomas Hanke EVP, Head of Academic Partnerships

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