Rapid Progress on the data-driven Autobahn to Cures
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This presentation contains references to certain non-IFRS measures including EBITDA and Adjusted EBITDA, each of which are not recognized under International Financial Reporting Standards (“IFRS”). The Company believes that non-IFRS financial information, when taken collectively, may be helpful to investors because it provides consistency and comparability with past financial performance and assists in comparisons with other companies, some of which use similar non-IFRS financial information to supplement their IFRS results. The non-IFRS financial information is presented for supplemental informational purposes only, and should not be considered a substitute for financial information presented in accordance with IFRS, and may be different from similarly titled non-IFRS measures used by other companies. EBITDA and Adjusted EBITDA each have limitations as an analytical tool, respectively, and you should not consider any of these measures either in isolation or as a substitute for other methods of analyzing the results as reported under IFRS. Our management team uses these non-IFRS financial measures to evaluate our profitability and efficiency, to compare operating results to prior periods, and to measure and allocate financial resources internally. However, management does not consider such non-IFRS measures in isolation or as an alternative to measures determined in accordance with IFRS. See appendix to this presentation for a reconciliation of Adjusted EBITDA to the nearest GAAP measure.

Note:
On 1 April 2020 Evotec GT announced the start of its operating business in Gene Therapy in Orth/Austria. In addition, the acquisition of the assets (mainly land and buildings) as well as the takeover of employees of the Biopark by Sanofi SAS in Toulouse became legally effective on 1 July 2020. Both entities were fully consolidated in the financial statements from the dates specified above.
Welcome to 9M 2021

The Management Team

Werner Lanthaler¹)
CEO

Enno Spillner¹)
CFO

Craig Johnstone
COO

Cord Dohrmann
CSO

¹) On the call for the 9M 2021 interim report
**Agenda**

**Highlights**

Financial performance 9M 2021

Scientific and operational performance 9M 2021

Outlook and Guidance 2021
Strong performance and progress on all “lanes”

9M 2021 – Highlights & Lowlights

• **Highlights**
  – Growth acceleration based on strong performance in all business lines
  – Multiple new & extended integrated drug discovery & development alliances (EVOiR&D)
  – Opening of J.POD® Redmond (US); initiation of J.POD® Toulouse (EU) (EVOaccess) (EVOroyalty)
  – Kazia Therapeutics - Phase I clinical trial of EVT801 (after period-end)
  – Positive Phase IIb results in RCC for eliapixant by partner Bayer
  – Positive Phase III data (China) with JingXin Pharma in insomnia (after period-end)
  – Excellent progress in iPSC and protein degradation collaborations with Bristol Myers Squibb (BMS); Opt-in for EVT8683 & enter clinical development
  – IPO by holding and partner Exscientia Ltd (“EXAI”) (after period-end) (EVOequity)
  – Completion of NASDAQ public offering of “EVO” (after period-end)

• **Lowlights**
  – Increased ramp up costs for capacity expansion
Progressing in all business lines

- Group revenues up 20%  
  (€ 431.0 m vs. 9M 2020: € 360.4 m)
  - Like-for-like growth of Group revenues  
    (adj. for end of Sanofi payment and fx) up 26%  
  - Like-for-like growth of base business  
    (excl. milestones, upfront payments, licenses) up 22%
- Adjusted Group EBITDA\(^3\) of € 70.1 m  
  (9M 2020: € 76.9 m); Like-for-like growth (adj. for end of Sanofi payment and fx) up 16%
- Increased investment into unpartnered R&D expenses by 28% to € 42.6 m (9M 2020: € 33.4 m)

Unchanged Outlook

- Very good top-line growth expected  
  - Total Group revenues € 550-570 m (2020: € 500.9 m)  
    (€ 565-585 m at constant exchange rates\(^1\))
- Accelerated R&D investments for growth  
  - Unpartnered Group R&D expenses of € 50-60 m\(^2\)  
    (2020: € 46.4 m)
- EBITDA guidance confirmed – despite massive growth investments  
  - Adjusted Group EBITDA\(^3\) € 105-120 m  
    (2020: € 106.6 m)  
    (€ 115-130 m at constant exchange rates\(^1\))

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\(^1\) Average fx 2020: €/USD 1.12; GBP/€ 1.13
\(^2\) 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").
\(^3\) Adjusted EBITDA excludes changes of contingent considerations, income from bargain purchase and impairments on goodwill, other intangible and tangible assets as well as the total non-operating result.
Completion of public offering at NASDAQ (Ticker: EVO)

U.S. public offering to support resilient growth

Expanding global investment position, scale and presence in the US
Improving chances for market share gains, getting closer to partners with total raise of US$ 500 m¹)

Making set-up even more resilient
Completing existing platforms, service offerings and manufacturing capabilities (EVOiR&D, Precision Medicine platforms, EVOcells, EVOgenes, global J.POD® network, …)

Improving optionality for value generating co-owning strategy
EVOroyalty & EVOequity

¹) Including over-allotment
Agenda

Highlights

Financial performance 9M 2021

Scientific and operational performance 9M 2021

Outlook and Guidance 2021
Main KPIs underline positive development

Condensed income statement 9M 2021 – Evotec SE and subsidiaries

<table>
<thead>
<tr>
<th>in € m</th>
<th>9M 2021</th>
<th>9M 2020</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues from contracts with customers</td>
<td>431.0</td>
<td>360.4</td>
<td>20%</td>
</tr>
<tr>
<td>Gross margin</td>
<td>23.1%</td>
<td>24.7%</td>
<td>–</td>
</tr>
<tr>
<td>• R&amp;D expenses</td>
<td>(53.5)</td>
<td>(46.1)</td>
<td>16%</td>
</tr>
<tr>
<td>• SG&amp;A expenses</td>
<td>(71.0)</td>
<td>(58.1)</td>
<td>22%</td>
</tr>
<tr>
<td>• Impairment of intangible assets and goodwill</td>
<td>(0.7)</td>
<td>–</td>
<td>–</td>
</tr>
<tr>
<td>• Other op. income (expenses), net</td>
<td>51.8</td>
<td>50.3</td>
<td>3%</td>
</tr>
<tr>
<td>Operating income</td>
<td>26.1</td>
<td>35.3</td>
<td>(26)%</td>
</tr>
<tr>
<td>Adjusted Group EBITDA</td>
<td>70.1</td>
<td>76.9</td>
<td>(9)%</td>
</tr>
<tr>
<td>Net income</td>
<td>247.0</td>
<td>5.8</td>
<td>&gt;&gt;&gt;100%</td>
</tr>
</tbody>
</table>

- Revenue growth of 20% (excluding portfolio and fx effects: 26%) driven by all business areas
- Planned increase in unpartnered R&D (€ 42.6 m vs. 9M 2020: € 33.4 m) leads to 16% growth in R&D expenses
- Increase of 22% in SG&A expenses mainly caused by headcounts (+14%), ramp-up of J.POD® and costs for secondary public offering at NASDAQ
- Adj. EBITDA like-for-like growth 16%
- EVOequity: Net income significantly higher due to fair value adjustment of Exscientia Ltd. US IPO

1) Differences may occur due to rounding
2) Adjusted EBITDA excludes changes of contingent considerations, income from bargain purchase and impairments on goodwill, other intangible and tangible assets as well as the total non-operating result.
Strong revenue growth and anticipated gross margin effects

Revenues & Gross margin overview

- Base revenues: Excluding the effect of € 8.6 m Sanofi payments in Q1 2020 and negative fx effects of € 11.2 m, like-for-like growth 22%.
- Strong milestone contribution, e.g. from BMS collaborations
- Just – Evotec Biologics contributed € 34.7 m; 43% above last year’s € 24.3 m
- Gross margin decreased mainly due to
  - the anticipated fade-out of payments from Sanofi for the Toulouse site
  - the capacity build-up related to the launch of J.POD® Redmond (US)
  - fx headwinds

<table>
<thead>
<tr>
<th>Revenues from contracts with customers (in € m)</th>
<th>Gross margin (in %)</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image1.png" alt="Base revenues" /></td>
<td><img src="image2.png" alt="Total Margin" /></td>
</tr>
<tr>
<td><img src="image3.png" alt="Milestones, upfronts and licences" /></td>
<td><img src="image4.png" alt="Total Margin" /></td>
</tr>
<tr>
<td><img src="image5.png" alt="Base revenues" /></td>
<td><img src="image6.png" alt="Total Margin" /></td>
</tr>
<tr>
<td><img src="image7.png" alt="Strong milestone contribution, e.g. from BMS collaborations" /></td>
<td><img src="image8.png" alt="Total Margin" /></td>
</tr>
<tr>
<td><img src="image9.png" alt="Just – Evotec Biologics contributed € 34.7 m; 43% above last year’s € 24.3 m" /></td>
<td><img src="image10.png" alt="Total Margin" /></td>
</tr>
<tr>
<td><img src="image11.png" alt="Gross margin decreased mainly due to" /></td>
<td><img src="image12.png" alt="Total Margin" /></td>
</tr>
<tr>
<td><img src="image13.png" alt="the anticipated fade-out of payments from Sanofi for the Toulouse site" /></td>
<td><img src="image14.png" alt="Total Margin" /></td>
</tr>
<tr>
<td><img src="image15.png" alt="the capacity build-up related to the launch of J.POD® Redmond (US)" /></td>
<td><img src="image16.png" alt="Total Margin" /></td>
</tr>
<tr>
<td><img src="image17.png" alt="fx headwinds" /></td>
<td><img src="image18.png" alt="Total Margin" /></td>
</tr>
</tbody>
</table>
### Very strong organic top-line growth in Q3 2021

Condensed income statement Q3 2021 – Evotec SE and subsidiaries

<table>
<thead>
<tr>
<th></th>
<th>Q3 2021</th>
<th>Q3 2020</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues from contracts with customers</td>
<td>159.7</td>
<td>129.4</td>
<td>23%</td>
</tr>
<tr>
<td>Gross margin</td>
<td>27.0%</td>
<td>27.9%</td>
<td>–</td>
</tr>
<tr>
<td>• R&amp;D expenses</td>
<td>(18.0)</td>
<td>(16.3)</td>
<td>11%</td>
</tr>
<tr>
<td>• SG&amp;A expenses</td>
<td>(24.6)</td>
<td>(21.6)</td>
<td>14%</td>
</tr>
<tr>
<td>• Impairment of intangible assets &amp; goodwill</td>
<td>–</td>
<td>–</td>
<td>–</td>
</tr>
<tr>
<td>• Other op. income (expenses), net</td>
<td>17.3</td>
<td>18.1</td>
<td>(5)%</td>
</tr>
<tr>
<td>Operating income</td>
<td>17.7</td>
<td>16.4</td>
<td>8%</td>
</tr>
<tr>
<td>Adjusted Group EBITDA(^2)</td>
<td>33.9</td>
<td>29.7</td>
<td>14%</td>
</tr>
</tbody>
</table>
| Net income                      | 134.3   | (1.4)   | >>>100%  

\(^1\) Differences may occur due to rounding  
\(^2\) Adjusted EBITDA excludes changes of contingent considerations, income from bargain purchase and impairments on goodwill, other intangible and tangible assets as well as the total non-operating result.

- Q3 revenue growth of 23%; Just – Evotec Biologics contributes € 11.7 m, up 41% vs. Q3 2020
- Strong milestone contribution
- R&D expenses grow 11% to € 18.0 m vs. € 16.3 m in Q3 2020, driven by unpartnered R&D
- SG&A expenses driven by investments to support the operational and financial growth and costs for secondary public offering at NASDAQ
- EBITDA up 14% (19% before adverse fx effects)
- EVOequity: Net Income increase due to fair value adjustment of Exscientia Ltd.
Revenues up in all business areas

Segment information 9M 2021 – Evotec SE and subsidiaries

<table>
<thead>
<tr>
<th></th>
<th>EVT Execute</th>
<th>EVT Innovate</th>
<th>Inter-segment elimination</th>
<th>Evotec Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>429.8</td>
<td>101.9</td>
<td>(100.8)</td>
<td>431.0</td>
</tr>
<tr>
<td>Gross margin</td>
<td>20.1%</td>
<td>21.7%</td>
<td>–</td>
<td>23.1%</td>
</tr>
<tr>
<td>• R&amp;D expenses</td>
<td>(2.1)</td>
<td>(60.4)</td>
<td>9.0</td>
<td>(53.5)</td>
</tr>
<tr>
<td>• SG&amp;A expenses</td>
<td>(56.7)</td>
<td>(14.3)</td>
<td>–</td>
<td>(71.0)</td>
</tr>
<tr>
<td>• Impairment of intangible assets &amp; goodwill</td>
<td>–</td>
<td>(0.7)</td>
<td>–</td>
<td>(0.7)</td>
</tr>
<tr>
<td>• Other op. income (expenses), net</td>
<td>17.5</td>
<td>34.3</td>
<td>–</td>
<td>51.8</td>
</tr>
<tr>
<td>Operating income</td>
<td>45.1</td>
<td>(19.0)</td>
<td>–</td>
<td>26.1</td>
</tr>
<tr>
<td>Adjusted Group EBITDA(^2)</td>
<td>86.0</td>
<td>(15.9)</td>
<td>–</td>
<td>70.1</td>
</tr>
</tbody>
</table>

- Total revenues show good progress in all business areas
- EVT Execute total revenue growth up 17%; 16% third party revenue growth
- 36% plus in revenue of EVT Innovate driven by strong project business as well as payments from milestones
- Adjusted EBITDA with anticipated strong improvement in Q3 2021

\(^1\) Differences may occur due to rounding
\(^2\) Adjusted EBITDA excludes changes of contingent considerations, income from bargain purchase and impairments on goodwill, other intangible and tangible assets as well as the total non-operating result.
Strong growth continues in third quarter

Revenue bridge 9M 2020 – 9M 2021 – Evotec SE and subsidiaries

in € m

- 20% growth of Group revenues
- fx effect: € (11.2) m (-3.1%)
- Organic growth of € 90.4 m translates in organic growth rate of 26%

Revenues 9M 2020 | Portfolio\(^1\) | Revenue 9M 2020, excl. portfolio\(^1\) | Organic growth | fx effect | Revenues 9M 2021
---|---|---|---|---|---
360.4 | (8.6) | 351.8 | 90.4 | (11.2) | 431.0

\(^1\) Sanofi payment Q1 2020 (last time effect)
Strong balance sheet as base for future growth

Balance sheet and liquidity – 30 September 2021 vs. 31 Dec. 2020 – Evotec SE & subsidiaries

<table>
<thead>
<tr>
<th></th>
<th>Balance sheet total</th>
<th>Equity ratio</th>
<th>Liquidity position</th>
</tr>
</thead>
<tbody>
<tr>
<td>in € m</td>
<td>1,462.9</td>
<td>494</td>
<td>481.9</td>
</tr>
<tr>
<td></td>
<td>1,767.8</td>
<td>56.2</td>
<td>417.6</td>
</tr>
</tbody>
</table>

- Total assets, liabilities and equity increased by 20.8%
- Equity ratio step up by 6.8 percentage points
- Net debt ratio remains negative despite high capex for ambitious growth and EVO equity investments
- Liquidity remains strong even after expansion of the new J.POD® Redmond (US) and ramp up of J.POD® Toulouse (EU)

Net Debt ratio (excl. IFRS 16) x adjusted EBITDA

<table>
<thead>
<tr>
<th></th>
<th>(0.8)</th>
</tr>
</thead>
</table>

1) incl. IFRS16 0.1 (31.12.20) vs 0.8 (30.09.21)

2) Anticipated Liquidity position after November 3rd > € 800 m
Agenda

Highlights

Financial performance 9M 2021

Scientific and operational performance 9M 2021

Outlook and Guidance 2021
### Integrated business for drug discovery and development delivers
Comprehensive suite of next generation capabilities

<table>
<thead>
<tr>
<th>Five pillars powering our innovation hub</th>
<th>Revenues generated through three core collaboration routes</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EVOiR&amp;D</strong></td>
<td>“Fee-for-service”</td>
</tr>
<tr>
<td>Drug discovery &amp; development for our partners</td>
<td>Work packages typically provided and compensated at FTE rates</td>
</tr>
<tr>
<td><strong>EVOpanOmics &amp; EVOpanHunter, iPSC</strong></td>
<td>EVOroyalty</td>
</tr>
<tr>
<td>Omics &amp; iPSC-driven precision medicines</td>
<td>Combination of upfront payments, ongoing research payments and upside from milestones / royalties</td>
</tr>
<tr>
<td><strong>EVOaccess</strong></td>
<td><strong>EVOequity</strong></td>
</tr>
<tr>
<td>Biologics discovery and manufacturing</td>
<td>Investments via equity participation in academic projects (BRIDGES), technology platforms and companies</td>
</tr>
<tr>
<td><strong>EVOcells</strong></td>
<td></td>
</tr>
<tr>
<td>Cell therapy based on iPSC</td>
<td></td>
</tr>
<tr>
<td><strong>EVOgenes</strong></td>
<td></td>
</tr>
<tr>
<td>Gene therapy platform</td>
<td></td>
</tr>
</tbody>
</table>
Continued strong demand for efficiency enhancing collaborations

**EVOiR&D – Major achievements 9M 2021**

- Integrated drug discovery collaborations with e.g. Bicycle Therapeutics, Evommune, …
- Several new INDiGO agreements e.g., with Oxford Cannabinoid Technologies and third INDiGO programme with Ildong
- Development agreement with Pasithea Therapeutics from target compound through to preclinical candidate in mental health
- Several strategic service collaborations e.g. Novo Nordisk (gene therapy)
Proving paradigm shift in iPSC partnership with BMS

Using EVOpanOmics & EVOpanHunter – Development since 2016

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iPSC alliance in neurodegeneration

- Development of novel therapies for a broad range of neurodegenerative diseases
- First programme EVT8683 (eIF2b activator) started clinical development

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- Upfront US$ 45 m
- Potential milestones > US$ 250 m per project
- Double-digit royalties

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2016

- May 2018 US$ 6 m – Expansion milestone
- Dec 2018 US$ 14 m – Lead optimisation payment

2017

- Oct 2018 US$ 6 m – Expansion milestone
- Sep 2019 US$ 30 m – Extension

2018

- Sep 2020 US$ 6 m – Expansion milestone
- Sep 2021 US$ 20 m – 1st IND Target: eIF2b

2019

- Jan 2020 US$ 6 m – Expansion milestone
- Nov 2021 New US$ 40 m – Designation of additional programmes

2020

- Dec 2020 US$ 6 m – Expansion milestone
- Dec 2020 US$ 6 m – Expansion milestone

2021

- Oct 2021 New US$ 9 m – Expansion milestone

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Proteomics approach to targeted protein degradation
Development of novel therapies for a broad range of diseases

Using EVOpanOmics & EVOpanHunter – Development since 2018

- Upfront US$ 65 m
- Potential milestones > US$ 250 m per project
- Double-digit royalties

May 2020
Screening milestone

Oct 2020
Project initiation

Mar 2021
Double-digit m extension

June 2021
New collaboration in undisclosed therapeutic area

2018
2019
2020
2021

- June 2020
US$ 10 m – Expansion
- Dec 2020
Second project initiation
- May 2021
Third project initiation
Bayer’s eliapixant significantly decreased cough frequency

**EVOroyalty** example: P2X3 antagonist – eliapixant (BAY1817080)

### Positive outcome of Phase IIb trial (PAGANINI)

- Statistically significant improvement in 24-hour cough counts per hour over placebo of up to 27% after 12 weeks of treatment in a dose dependent manner
- Positive benefit-risk profile in patients suffering from RCC, with taste-related AEs reported in 24% of patients treated with eliapixant 150 mg bid and in 13% of patients treated with eliapixant 75 mg bid
- The selective mechanism-of-action of eliapixant appears to be translating into improved tolerability in clinical trials versus non-selective P2X3 receptor antagonists

### Cough frequency in Phase IIb

**Change from baseline of 24-hour cough count by visit**

(per protocol population)

- **Eliapixant 25 mg bid**
- **Eliapixant 75 mg bid**
- **Eliapixant 150 mg bid**
- **Placebo**

### Multiple indications potential

- *EVOroyalty* example: P2X3 antagonist – eliapixant (BAY1817080)
- **Elapixant and Other Potential Indications**
  - Overactive Bladder
  - Endometriosis
  - Others e.g. neuropathic pain

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Source: L McGarvey, A Morice, JA Smith, MR Sher, MF Vaezi, L Guilleminsault, A Niimi, K Roth, R Saarinen, PV Pires, M Wosnitza, P Dicpinigaitis; Poster published at ERS on 5 September 2021
“Evotec Inside” – Fully leveraged pipeline gaining visibility

Steady stream of high value catalysts in the near-to-medium term

Selected pipeline events within next 18 – 24 months

- Market registration in China with JingXin in insomnia
- Phase III initiation with Bayer in RCC (eliapixant)
- Phase II data with Bayer in Overactive bladder (eliapixant)
- Phase II with Bayer in Endometriosis (eliapixant)
- Phase II with Bayer in Gynaecology (B1 antagonist)
- Phase I data in Chikungunya virus (EVT 894 - antibody)
- Phase I data with BMS in CNS
- Phase I data with Exscientia in Oncology (A2a)
- Phase I data with Kazia in Oncology (EVT801)
- Phase I initiation in Covid-19 (EVT075 - biologic)
- Multiple co-owned equity companies (not outlined here) will progress in clinic (e.g. Topas, Forge, Carrick, Fibrocor, …)

<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>lixis</td>
<td></td>
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</tr>
<tr>
<td>eliapixant</td>
<td>Chronic cough (P2X3)</td>
<td>Bayer</td>
<td></td>
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</tr>
<tr>
<td>eliapixant</td>
<td>Overactive bladder</td>
<td>Bayer</td>
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<tr>
<td>eliapixant</td>
<td>Neuropathic pain</td>
<td>Bayer</td>
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<tr>
<td>eliapixant</td>
<td>Endometriosis</td>
<td>Bayer</td>
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<tr>
<td>XP-105</td>
<td>Oncology (mTORC1/2)</td>
<td>Genentech</td>
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</tr>
<tr>
<td>EVT401</td>
<td>Immunology &amp; Inflammation (P2X7)</td>
<td>Exscientia</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BAY2328065</td>
<td>Gynaecology</td>
<td>Bayer</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>EXS21546</td>
<td>Oncology (various programmes)</td>
<td>Exscientia</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>CNTX 6016</td>
<td>Pain (CB2)</td>
<td>Sanofi</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>EVT894</td>
<td>Chikungunya (Antibody)</td>
<td>SANOFI</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Not Disclosed</td>
<td>Neuroscience &amp; Pain</td>
<td>n.a.</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Not Disclosed</td>
<td>Neuroscience &amp; Pain</td>
<td>n.a.</td>
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<tr>
<td>Not Disclosed</td>
<td>Neuroscience &amp; Pain</td>
<td>n.a.</td>
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<tr>
<td>Not Disclosed</td>
<td>Neuroscience &amp; Pain</td>
<td>n.a.</td>
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<tr>
<td>EVT801</td>
<td>Oncology (VEGFR3)</td>
<td>KAZIA</td>
<td></td>
<td></td>
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<tr>
<td>EVT8883</td>
<td>Neurodegeneration (eIF2b)</td>
<td>BMS</td>
<td></td>
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</tr>
<tr>
<td>APN411</td>
<td>Oncology – Immunotherapy</td>
<td>SANOFI</td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>GLPGxxxx</td>
<td>Fibrosis (not disclosed)</td>
<td>Regeneron</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BAYxxxx</td>
<td>Nephrology (not disclosed)</td>
<td>n.a.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>QRB001</td>
<td>Metabolic – Diabetes (not disclosed)</td>
<td>n.a.</td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>EVT075</td>
<td>COVID19 / HBV</td>
<td>SANOFI</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EVTxxxx</td>
<td>CNS, Metabolic, Pain,</td>
<td>&gt;10 further programmes</td>
<td></td>
<td></td>
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</tr>
</tbody>
</table>

Multiple programmes across nephrology, oncology, immunology among other therapeutic areas
J.POD® - commercial biologics manufacturing

EVOaccess – Progress and status

J.POD® Redmond (US) – Facility completed in just 19 months
- Grand opening in August
- Production from a few kilograms to metric tons in the same facility
- Partner at every stage of the biologics value chain
- Start of operations fully on track e.g. US Department of Defense (DoD),…

J.POD® Toulouse (EU) – Project initiation
- On two hectares of land\(^1\) at Campus Curie design plan started
- Creates capacity for biological treatments in EU
- Important support from French government, Occitanie region, Bpifrance, Haute-Garonne prefecture as well as Toulouse Métropole

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\(^1\) Dependent of local planning, environmental and building requirements as well as further conditions
**EVO equity accelerates co-owning strategy**

Operational VC model – diversified portfolio with multiple shots on goal

<table>
<thead>
<tr>
<th>Starting points to fuel EVO equity portfolio</th>
<th>Attractive portfolio with significant upside</th>
</tr>
</thead>
<tbody>
<tr>
<td>Academia &amp; BRIDGEs</td>
<td>At Equity Holding (≥20%) or Significant influence</td>
</tr>
<tr>
<td>Partners</td>
<td>Eternegen, Topas Therapeutics, facio therapies, AUTOBAHN LABS, BREAKPOINT Therapeutics, QUANTR, NephThera</td>
</tr>
<tr>
<td>External deal-flow</td>
<td>celmatix, DARK BLUE, CUREXSYS, panCELLa, qionGobi, immuNexus, BLACKSMITH, oxvax, Anankelabs</td>
</tr>
<tr>
<td>Portfolio companies</td>
<td>Carrick, Exscientia, FORGE Therapeutics, FIBROCOR, Aeovian Pharmaceuticals, LEON Therapeutics, Mission Biocapital, Cajal Neuroscience, Immunitas, Argobio Studio, AVL, belLAB2122, belLAB1407</td>
</tr>
<tr>
<td>Spin-outs</td>
<td></td>
</tr>
</tbody>
</table>

**BRIDGEs**

- LAB282
- LAB150
- AUTOBAHN LABS
- DANUBE LABS
- ARGOBIO STUDIO
- beLAB2122
- beLAB1407
## Keeping the promise

### ESG & Sustainability – Measures taken in 9M 2021

### Responsible use of resources
- Sourcing of 100% renewable energy since January 2021 at all German sites
- Decision on replacement of heating system in building B95 in Abingdon (estimated savings of CO$_2$e of ~800t per year as of Q2 2022)
- Preparation of EVOearth week to raise overall awareness towards the protection of environment

### ESG topics part of our DNA
- Group-wide inclusion of ESG topics in personal 2021 targets of all employees
- Definition of responsibilities for delivering expanded set of sustainability KPIs
- Group-wide appreciation & celebration of Diversity weeks in May and pride month in June
- DEI – Diversity, Equity & Inclusion: Conception of global Diversity Strategy

### Intensified stakeholder dialogue
- Increasing awareness and appreciation of investors and rating agencies
- MSCI ESG rating up from BBB to A as of January 2021
- ISS ESG rating up from C- to C as of May 2021
- EcoVadis assessment finalized in Q3\(^1\)

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\(^1\) In particular, in preparation for the upcoming EU Taxonomy (comprehensive reporting obligation from reporting year 2022 onwards) as well as CSRD / Corporate Sustainability Reporting Directive (first-time application for the reporting period 2023).
Agenda

Highlights

Financial performance 9M 2021

Scientific and operational performance 9M 2021

Outlook and Guidance 2021
Strong year paves way for future growth

Guidance 2021 confirmed

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\(^1\))

EBITDA guidance confirmed – despite massive investments

- Expanding scope of strategic investments for promising R&D projects, ramp-up of Just – Evotec Biologics business, expansion of J.POD\(^\text{®}\) Remond (US) capacities & J.POD\(^\text{®}\) Toulouse (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").
## Upcoming important dates

### Financial calendar

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quarterly Statement Q1 2021</td>
<td>11 May 2021</td>
</tr>
<tr>
<td>Virtual Annual General Meeting 2021</td>
<td>15 June 2021</td>
</tr>
<tr>
<td>Half-year 2021 Interim Report</td>
<td>11 August 2021</td>
</tr>
<tr>
<td>Quarterly Statement 9M 2021</td>
<td>11 November 2021</td>
</tr>
<tr>
<td>Virtual Capital Markets Day</td>
<td>02 March 2022</td>
</tr>
</tbody>
</table>
WE’D LOVE TO SEE YOU FACE-TO-FACE...

RIGHT NOW, WE HAVE TO WAIT.

We remain virtual once again

CAPITAL MARKETS DAY ON 02 MARCH 2022
Questions and Answers
Your contact:

Volker Braun
_SVP Head of Global Investor Relations & ESG_

+49.(0).40.560 81-775
+49.(0).151.1940 5058
volker.braun@evotec.com
Appendix
Completion of public offering at NASDAQ (Ticker: EVO)

Offering Summary

<table>
<thead>
<tr>
<th>Issuer</th>
<th>Evotec SE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ticker (Exchange)</td>
<td>American Depositary Shares (“ADSs”) trade under the symbol “EVO” on NASDAQ Global Select Market; Existing ticker for public offering of Ordinary Shares (“Ordinary Shares”) on Frankfurt Stock Exchange is “EVT”</td>
</tr>
<tr>
<td>Offering Structure</td>
<td>Public offering of ADSs in the US</td>
</tr>
<tr>
<td>Security Type</td>
<td>ADSs</td>
</tr>
<tr>
<td>Offering</td>
<td>20 million ADSs (representing 10 million ordinary shares) or approximately US$ 435 million(^1)</td>
</tr>
<tr>
<td>Over-allotment</td>
<td>15% of total offering (3 million ADSs)</td>
</tr>
<tr>
<td>Share Composition</td>
<td>100% Primary Offering</td>
</tr>
<tr>
<td>ADS to Ordinary Share Ratio</td>
<td>Two ADS represent one Ordinary Share</td>
</tr>
</tbody>
</table>
| Use of Proceeds                            | i. Expanding our biologics manufacturing capacity in the United States  
                                          | ii. Building additional J.POD\(^\circ\) capacity  
                                          | iii. Investing in our technology platforms,  
                                          | iv. Accelerating pipeline activities  
                                          | v. Expanding our portfolio of equity projects  
                                          | vi. General corporate purposes |
| Lock-up                                     | 90 days for Company, executive officers, directors and certain other existing security holders |
| Syndicate                                   | BoA Securities, Morgan Stanley |
| Joint Lead Book-Running Managers            | Citigroup, Jefferies, Cowen, RBC Capital Markets |
| Closing of transaction                      | 8 November 2021 |

\(^1\) Based on price of US$ 21.75 per ADS and issued 10 million ADSs as of 4 November
### Investments remain at a high level

Liquidity bridge YTD Q3 2021

<table>
<thead>
<tr>
<th>Date</th>
<th>Operating cash flow</th>
<th>Capex J.POD</th>
<th>Capex all other Equity investments (incl. Conv. Loans)</th>
<th>Bank Loans</th>
<th>Repayment of lease obligation</th>
<th>fx difference &amp; others</th>
<th>30 Sep 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>31 Dec 2020</td>
<td>481.9</td>
<td>-61.9</td>
<td>(58.5)</td>
<td>(22.8)</td>
<td>6.4</td>
<td>(14.7)</td>
<td>417.6</td>
</tr>
<tr>
<td>30 Sep 2021</td>
<td></td>
<td></td>
<td>(41.7)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Revenue base affects receivables

Days Sales Outstanding stabilized within target range of 50-60 days

- Trade accounts receivables including receivables from associated companies and other long-term investments increased to €93.5m (Dec 2020: €87.9m) related to significant growth in revenue base
- Days Sales Outstanding (DSO) of 54 slightly above 53 per end of Q2 2021
- Reduction of DSO by 16 days within 12 months
Our purpose is to go VERY long as ONE – #researchneverstops

Sustainable thinking is holistic and ensures long-term success

Best possible environment for employees and potential recruits
- Engagement & Commitment
- Leadership & Training
- Diversity, Equity & Inclusion

Resilient business model
- Financial resilience & independence
- Constant investments into the future
- Basis for sustainable success

Acknowledging Principles for Responsible Investment
- Compliance with investors’ sustainable investment criteria
- Source for funding resilient growth

The “shared economy” in R&D
- Integrated platform for >800 partners
- Sharing values of highest integrity
- Sharing success

Cures for all / Access for all
- We will not stop until all existing diseases can be cured
- Precise, patient-centric medicine
- Respecting diversity in all dimensions

Protecting the planet
- Commitment to SBTi
- Responsible use of resources

Purpose #researchneverstops

People

Partner

Profit

Patients

PRI

Planet

The “shared economy” in R&D

Cures for all / Access for all

Protecting the planet

Best possible environment for employees and potential recruits

Resilient business model

Acknowledging Principles for Responsible Investment

Purpose #researchneverstops