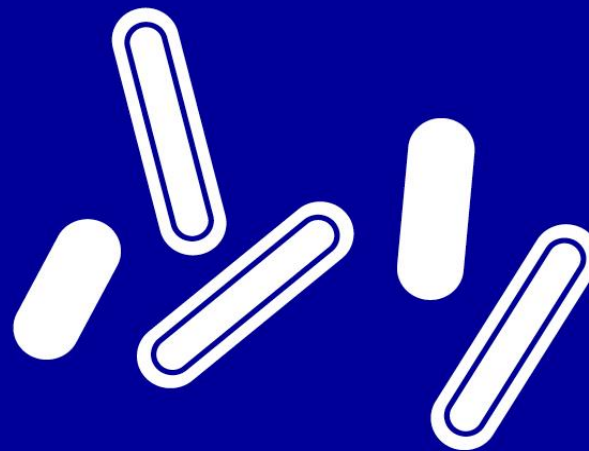

Evotec & Sanofi

Accelerating drug discovery & development to combat Infectious Diseases



Forward-looking statements

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

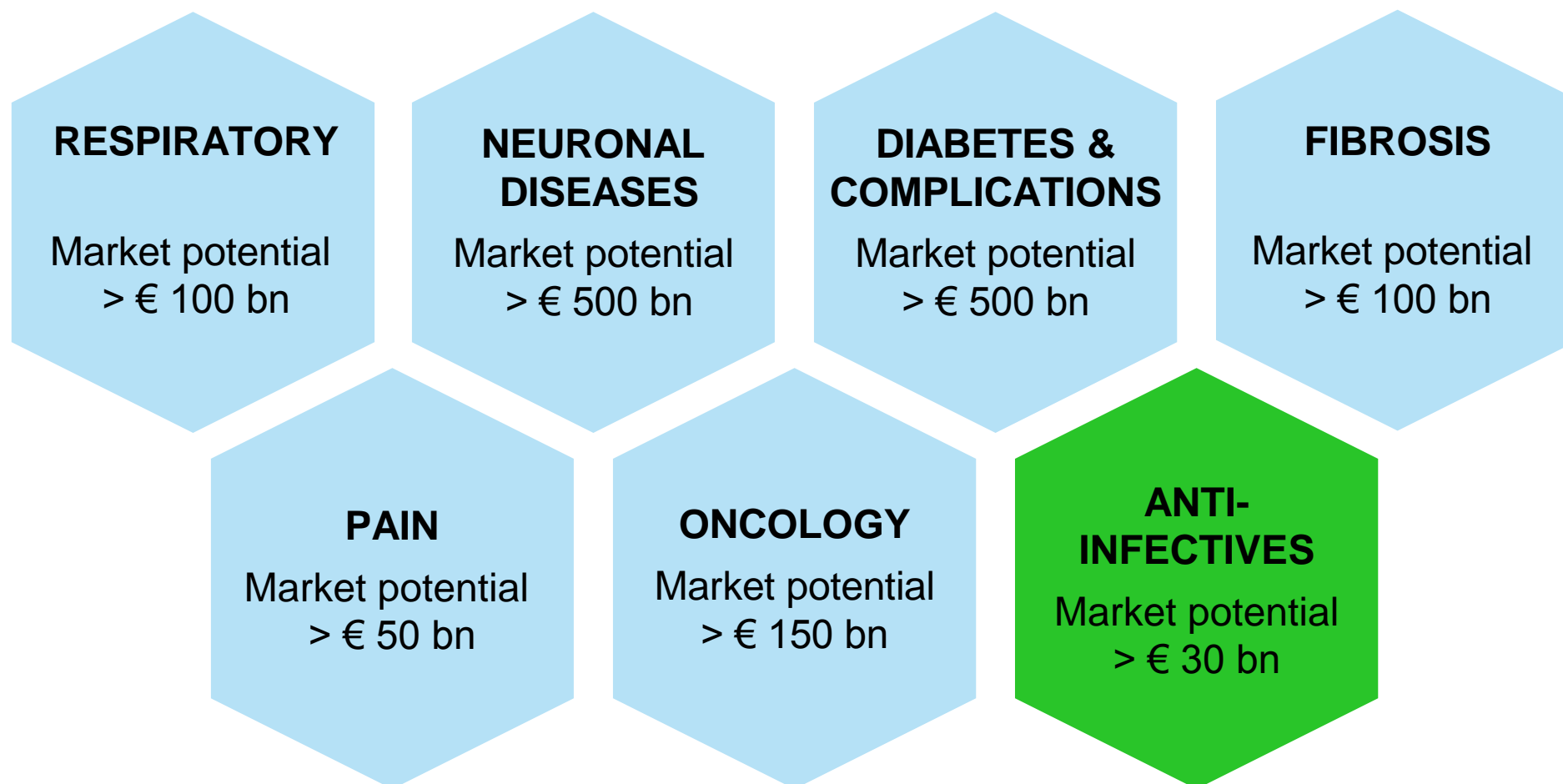
Rationale and transaction overview

Partnering to fight Infectious Diseases (ID)

Summary and next steps

Our strategy: External innovation platforms and a co-owned pipeline

Evotec – Fields of core expertise




● Today's focus

Ground-breaking initiative to combat ID

Sanofi & Evotec – Transaction under exclusive negotiations

- Evotec-led platform to accelerate R&D of novel anti-infectives funded by Sanofi
- Sanofi to transfer approx. 100 employees and pipeline of research & early stage development projects to Evotec
- Open innovation R&D platform supported by Sanofi for academia, biotechnology and pharmaceutical companies, foundations and government agencies
- Initial, one-time cash upfront cash payment of € 60 m from Sanofi followed by significant long-term funding
- Closing expected in H1 2018¹⁾

The header of the news release features the Evotec logo, the Sanofi logo, and the hashtag #RESEARCHNEVERSTOPS. Below this is a black bar with the text "NEWS RELEASE, 08 MARCH 2018" in white.

EVOTEC AND SANOFI IN EXCLUSIVE TALKS TO CREATE AN EVOTEC-LED INFECTIOUS DISEASE OPEN INNOVATION R&D PLATFORM

- ▶ EVOTEC-LED PLATFORM OPEN TO ACADEMIA, BIOTECHNOLOGY AND PHARMACEUTICAL COMPANIES, FOUNDATIONS, AND GOVERNMENT AGENCIES
- ▶ EVOTEC-LED PLATFORM EXPANDS CURRENT INITIATIVES TO ACCELERATE RESEARCH AND DEVELOPMENT ("R&D") OF NOVEL ANTI-INFECTIVES
- ▶ SANOFI TO LICENCE MORE THAN 10 INFECTIOUS DISEASE ("ID") R&D ASSETS TO EVOTEC WHILE RETAINING OPTION RIGHTS FOR DEVELOPMENT AND COMMERCIALISATION
- ▶ TRANSACTION EXCLUDES SANOFI'S VACCINE R&D UNIT AND RELATED PROJECTS
- ▶ SANOFI TO TRANSFER APPROXIMATELY 100 EMPLOYEES TO EVOTEC
- ▶ SANOFI TO PROVIDE SUPPORT TO EVOTEC INCLUDING A ONE-TIME, UPFRONT PAYMENT OF € 60 M TO SUPPORT SUCCESS OF INFECTIOUS DISEASE ASSETS
- ▶ TRANSACTION IS EXPECTED TO CLOSE IN THE FIRST HALF OF 2018

Hamburg, Germany; Paris, France, 08 March 2018: Evotec AG (Frankfurt Stock Exchange: EVT, TecDAX, ISIN: DE0005664809) and Sanofi have entered into exclusive negotiations for Evotec to accelerate infectious disease research and development through a new open innovation platform near Lyon, France.

In support of this platform, Sanofi will licence most of its infectious disease research and early-stage development portfolio and transfer its infectious disease research unit to Evotec. The transaction excludes the vaccine R&D unit and related projects. Evotec will combine its drug discovery and development expertise with these new assets and experts, committing to the expansion and acceleration of anti-infective drug discovery and development through open collaborations with other pharmaceutical and biotechnology companies, foundations, academia, and government agencies. More than 150 scientists within Evotec will be active in this field.

Sanofi will pay Evotec an initial one-time cash upfront payment of € 60 m and provide significant further long-term funding to ensure support and progression of the portfolio. Sanofi will retain certain option rights on the development, manufacturing, and commercialisation of anti-infective products and will continue to be involved in infectious disease through its vaccines research and development and its global health programs.

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One major effort for the long term benefit of many

Sanofi & Evotec – Strategic goals

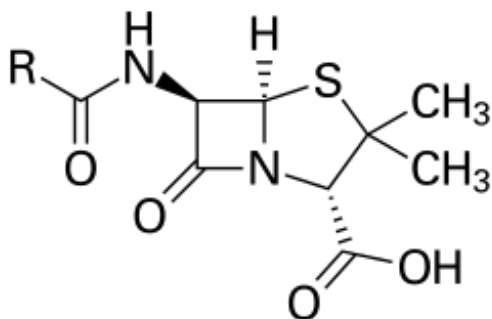


Pipeline-building collaboration in infectious diseases (ID)

Strong and diverse portfolio of > 10 research & early stage development projects *transferred* from Sanofi to Evotec (EVT Innovate) - Sanofi will retain option rights on development, manufacturing and commercialisation of certain products

World leading expertise and platforms in ID coming together

Transfer of > 100 industry-leading ID disease experts to Evotec in Lyon. Together with existing capabilities in Alderley Park, UK; Toulouse, France, and Verona, Italy, Evotec will have more than 150 scientists active in ID R&D



Pioneering open innovation

Evotec will expand open innovation platform for pharma, biotech, academic institutions, foundations and NGOs in the fight against the worldwide spread of drug resistance and infectious diseases

Building on successful external innovation

Sanofi & Evotec – Transaction that led to Evotec (France) – since May 2015

- Toulouse growth in headcount by >140 to 350 since 2015
- New business generation and long-term growth well on track
- Oncology expertise within Evotec significantly enhanced (also via Oncopole)
- > 36 customers and partners served by Evotec France, including UCB, Pierre Fabre, Carrick Therapeutics, C4X,...
- 9 collaborations with academic groups launched



Open platform to accelerate EVT Innovate pipeline and to enable partner projects via EVT Execute

The business model



Most comprehensive ID platform and a unique strain collection working for over 100 customers

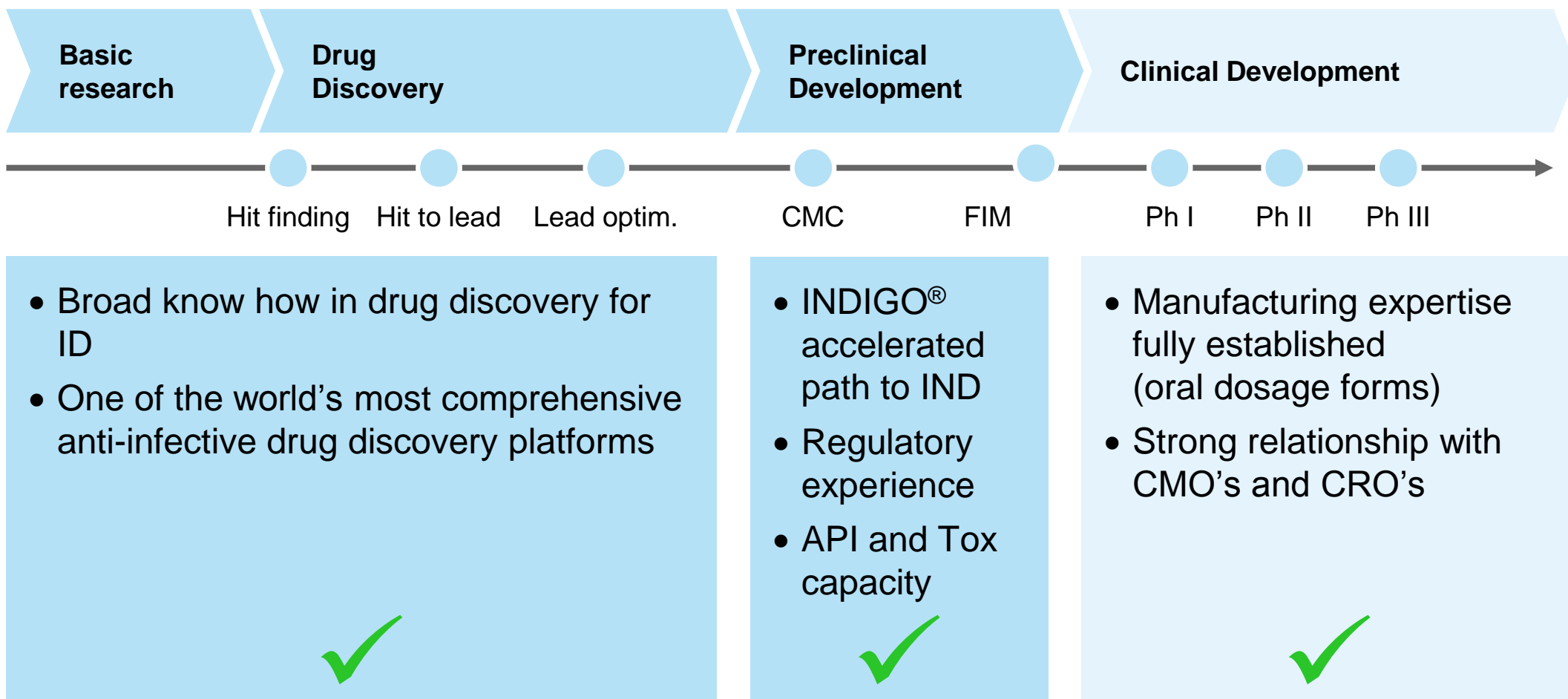
The public support space (examples)

- 2014, Evotec established anti-infectives platform with the acquisition of Euprotec Ltd, UK and expanded expertise also with Aptuit in 2017
- Profitable working for more than 100 customers since inception
- Over 1,800 supporting scientists for integrated drug discovery
- Experience with all drug formats: Small molecules, natural products, biologics, peptides, antibodies, combinations, biocides
- Know-how encompasses multiple mechanisms and compound classes
- Extensive portfolio of specialized drug discovery capabilities (e.g. EvostrAln™: Best-in-Class microbiological profiling and characterisation, *In vivo* models of infection, strongly coupled with PK/PD profiling expertise translating to clinical trial design)



Platform to accelerate drug discovery and development along whole value chain

Evotec capabilities along the value chain



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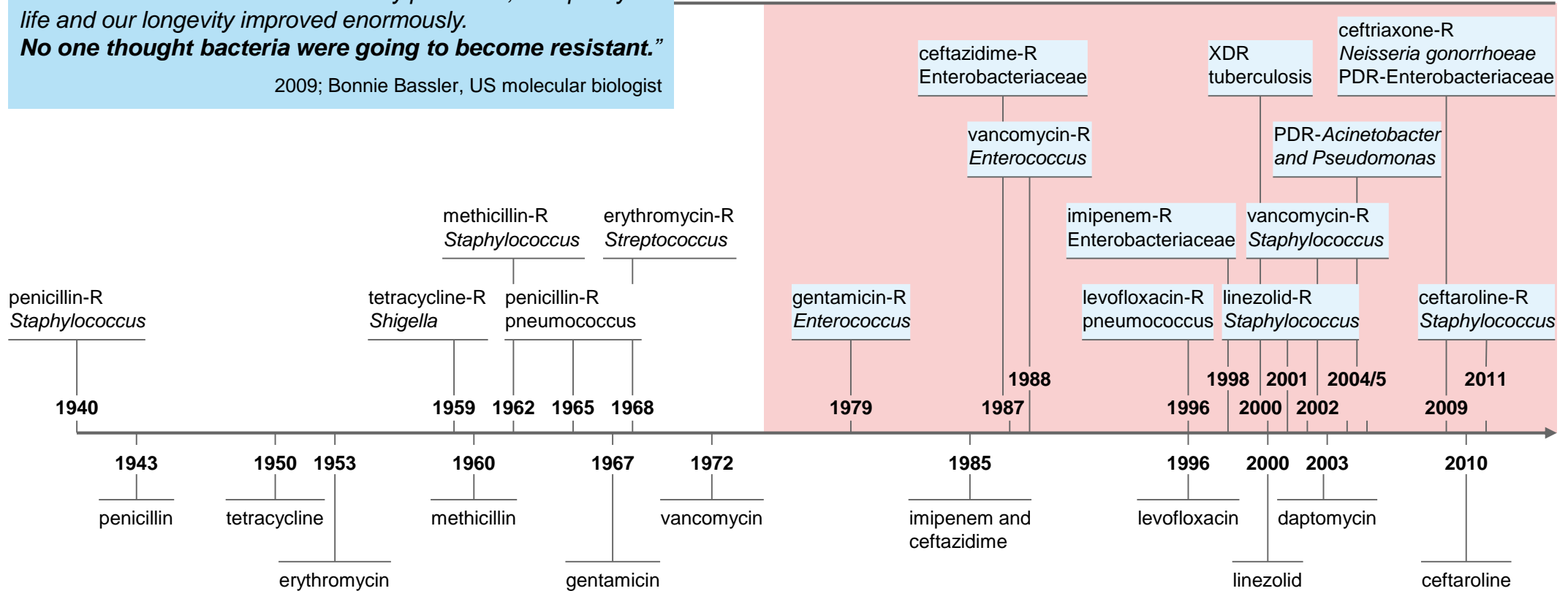
From golden age to discovery void of anti-bacterials

Increasing problem of resistance in Infectious Diseases (ID)

“When antibiotics became industrially produced, our quality of life and our longevity improved enormously. No one thought bacteria were going to become resistant.”

2009; Bonnie Bassler, US molecular biologist

Many antibiotic resistance mechanisms identified

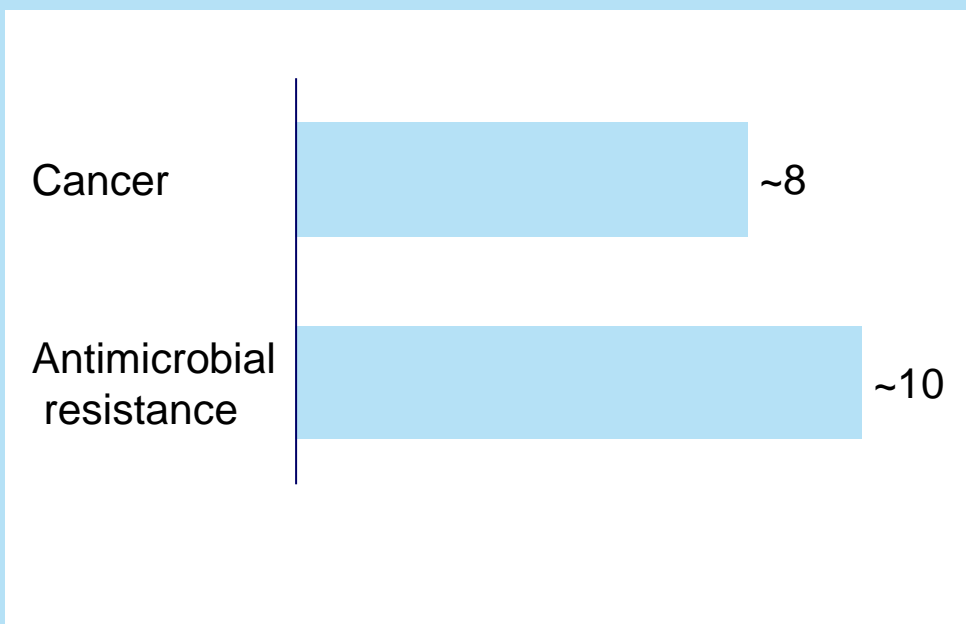


Only very few new classes of antibiotics introduced

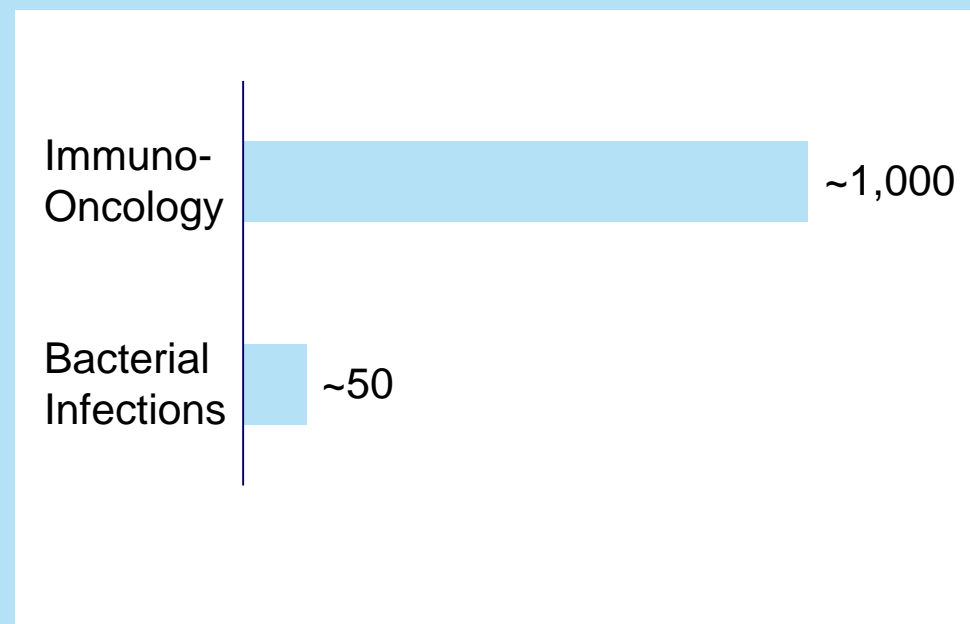
Unmet medical need deserves more attention

Projected death toll vs clinical pipeline

Death toll, in mio (Oncology today / AMR in 2050)



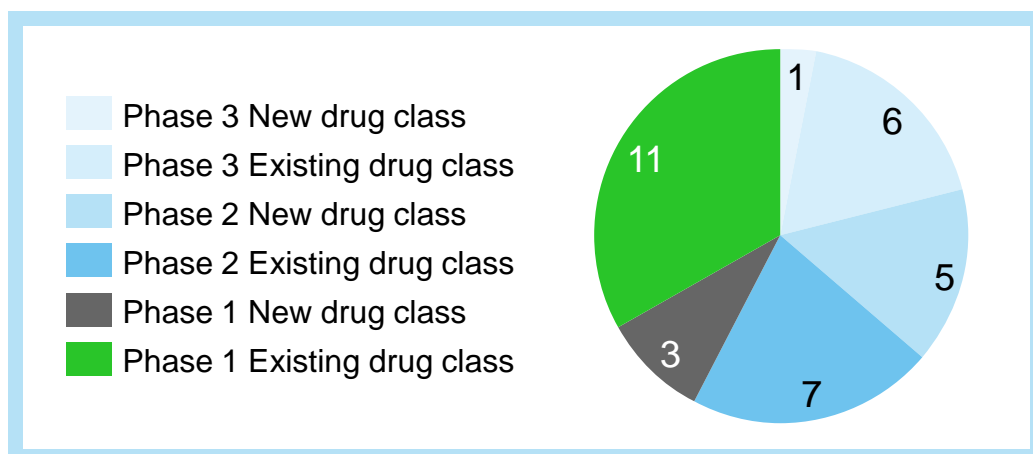
Ongoing clinical trials (today)



Antimicrobial resistance costs EU alone ca. 1.5 bn p.a. in healthcare costs and productivity losses

Severe gap in global pipeline needs discovery push

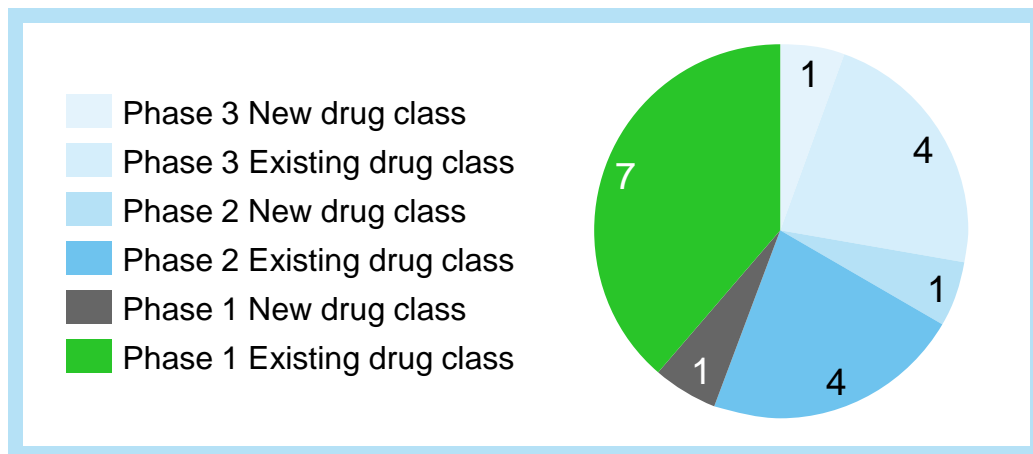
Anti-bacterial agents in clinical development¹⁾



All bacteria

Need for innovation and differentiation

- Fewer than half of the projects have activity against WHO priority list
- Only two advanced candidates with activity against 'most urgent' pathogens



Critical list

- No new targets, few new chemical series, few new mechanism-of-action
- Very few resistance breakers

Antimicrobial resistance threatens modern medicine

AMR threat to humankind

- Effective antimicrobial drugs are prerequisites for an effective, global public health response to the threat from existing and emerging infectious diseases
- Antibiotics protect the benefits of modern medicine
 - Reduce the risk after surgical procedures
 - Enable organ transplantations and cancer treatments that compromise patient's immune system
 - Consign to history, the horrors of diseases such as scarlet fever, gas gangrene

EU AMR Action Plan, June 2017

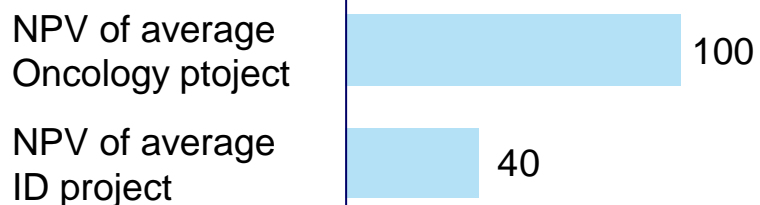
“Without effective action to reverse current trends, we could face a return to the pre-antibiotic era, with simple wound infections causing significant harm & routine medical procedures becoming very high risk”



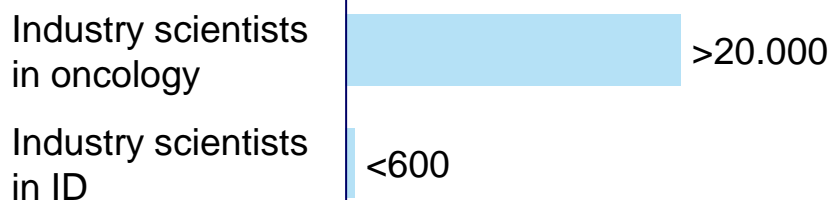
Higher translational output needs focus

Market challenges

Low interest of early Pharma partnering (Relative values - before phase Ib)



Limited scientific translation in industry pipelines



Pull systems to accelerate, incentivize and reward success in ID projects (e.g. FDA vouchers, market premiums, ... accelerated clinical and regulatory process)

Push systems to accelerate translation of science and early discovery efforts. Programmes to close “funding gap” to Phase II POC

Evotec focus

- Innovative targets and mechanisms along WHO priority list
- Fast stop-loss experiments within a large portfolio of projects to lower cost of capital and make optimal prioritisation within pipeline
- Switch from fixed cost to variable costs for network of biotech, Pharma & NGO partners

R&D priorities clearly defined

Need for new anti-bacterials

WHO has identified AMR as a 'Major Global Threat' and defined – for the first time – global 'priority' pathogens



- **Priority 1: CRITICAL**

- *Acinetobacter baumannii*
- *Pseudomonas aeruginosa*
- *Enterobacteriaceae*

Common hospital bugs
No new drug classes in
over 40 years

- **Priority 2: HIGH**

- Wound infecting bacteria: *VRE*, *MRSA*
- Severe diarrhoea: *Campylobacter*, *Salmonellae*
- Sexually transmitted: *Neisseria gonorrhoeae*

Common bugs in the
community

The need for anti-bacterials is most urgent, but other anti-infective areas are not far behind

Put great ideas into action!

Portfolio building together with Sanofi within EVT Innovate (Illustrative)

Validation	Hit finding/ H2L	Lead Optimisation	Advanced Lead Optimisation	IND Enabling / Clinical POC
	F			
A	G			
B	H			
C	I	L		
D	J	M	O	
E	K	N	P	

● Anti-viral ● Severe bac. ● Neglected disease

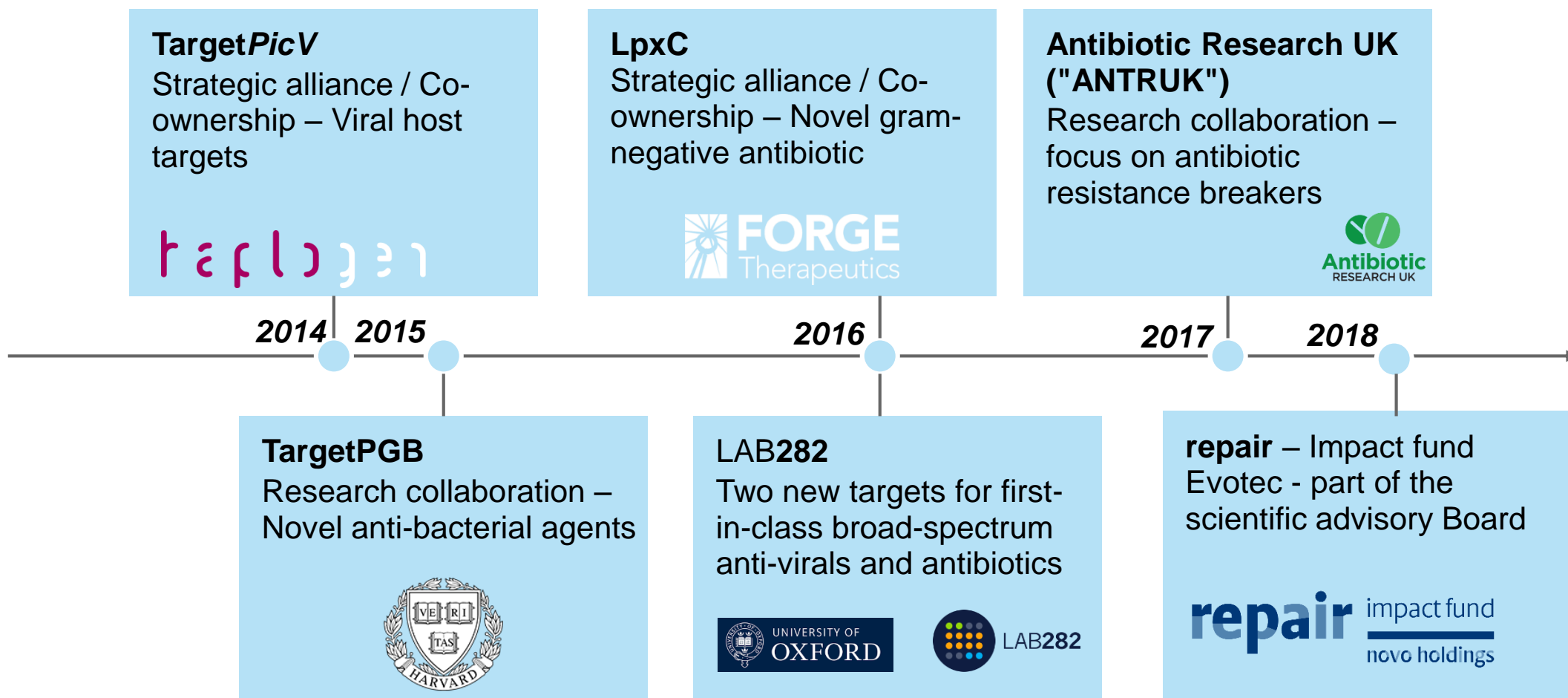
Good starting points offer portfolio opportunity with Sanofi

Focus

- Gram (-)
- Natural products
Gram (-)
- Resistance breakers
- Neglected diseases
- Critical need anti-viral programs

Partner of choice for biotech, NGO's and academia

Existing initiatives (selection)



Many scientific starting points are encouraging

Building on global partnerships as a source of future projects (selection)



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Initial and long term funding, capacity and expertise

Summary of alliance

Financials

- Initial, one-time upfront cash payment of € 60 m and significant further future funding from Sanofi
- Increased capacity for **EVT Innovate** in Lyon with minimal Capex investment and dilution to shareholders

Pipeline & Innovation

- Addition of >100 scientists with significant expertise and capabilities in ID
- Addition of a pipeline research and early stage development projects
- Use of platform and technologies open for academia, biotech, pharma

Next steps

- Parties have entered into final exclusive negotiations and expect closing in H1 2018¹⁾
- Project will be conducted in full respect of social dialogue with employee's representatives

QUESTIONS
AND ANSWERS

