

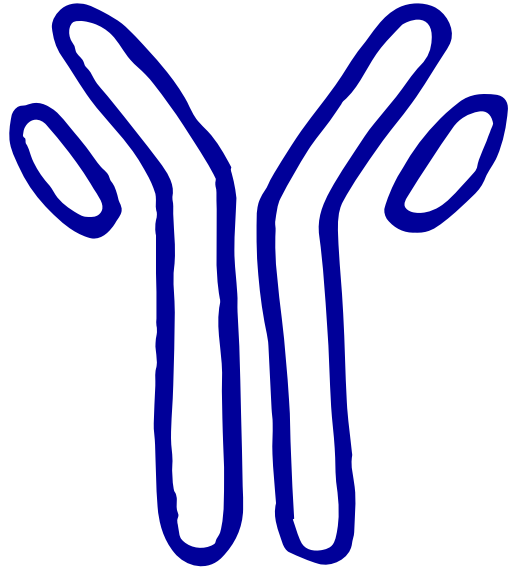
# *Just – Evotec Biologics and Sandoz*





# Tech partnership for biosimilars development and manufacturing

Deal rationale and key elements



## **Strategic partnership in the field of biosimilars**

- Long-term partnership covering development and commercial manufacturing
- Non-disclosed double-digit-million upfront; future payments dependent on successful development progress of up to US\$ 640 M
- Additional undisclosed payments for progress into commercial manufacturing and exercising non-exclusive option of licensing Just-Evotec Biologics technology

## **Incentive-based operating model**

- CDMO+ development model
- Commitment for commercial manufacturing of several molecules in J.PODs
- Joint productivity goal towards lowest-cost biosimilars in commercial manufacturing

## **Non-exclusive license option for biologics tech stack into fully-owned S.POD**

- Set-up and enabled by Just – Evotec Biologics (development & manufacturing)
- Creating a global supply network combining internal and external sites
- Capacity in the network exceeding 6t/a for mABs



# Providing access is the cultural “North Star” of the new partnership

Limited access to biologics exists today in many patient segments



**70%**

higher prices for antibodies vs. small molecules in the US alone

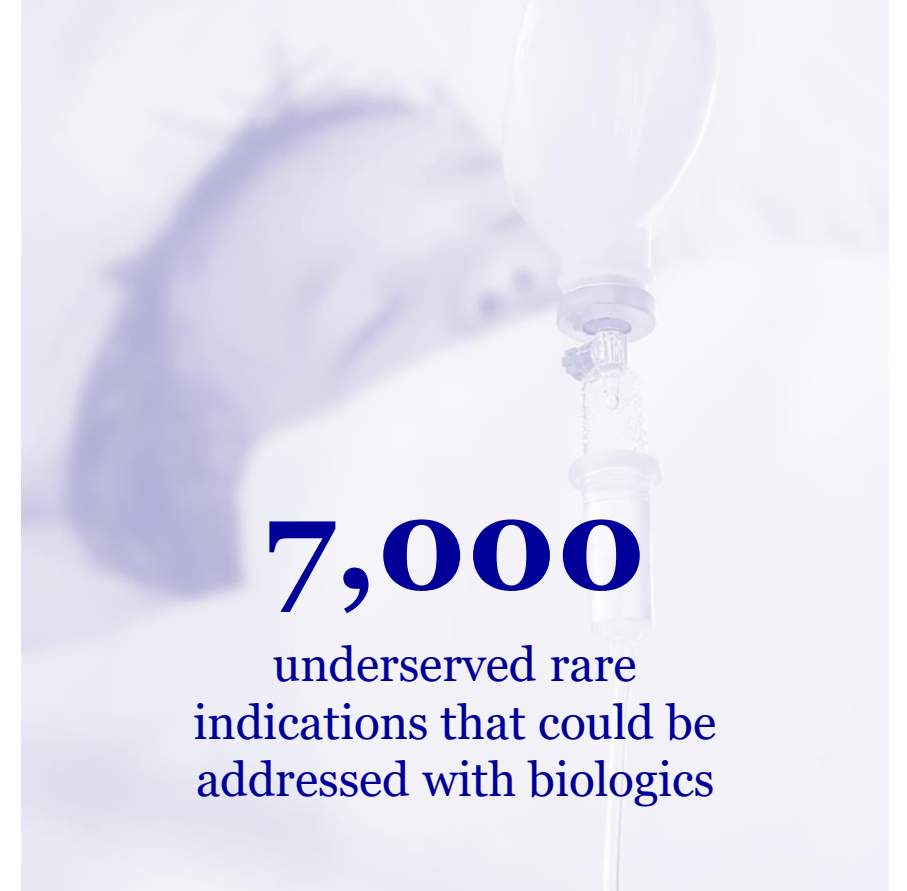
Underserved populations



**6 bn**

without access to biologics based on geography

Underserved regions<sup>1</sup>



**7,000**

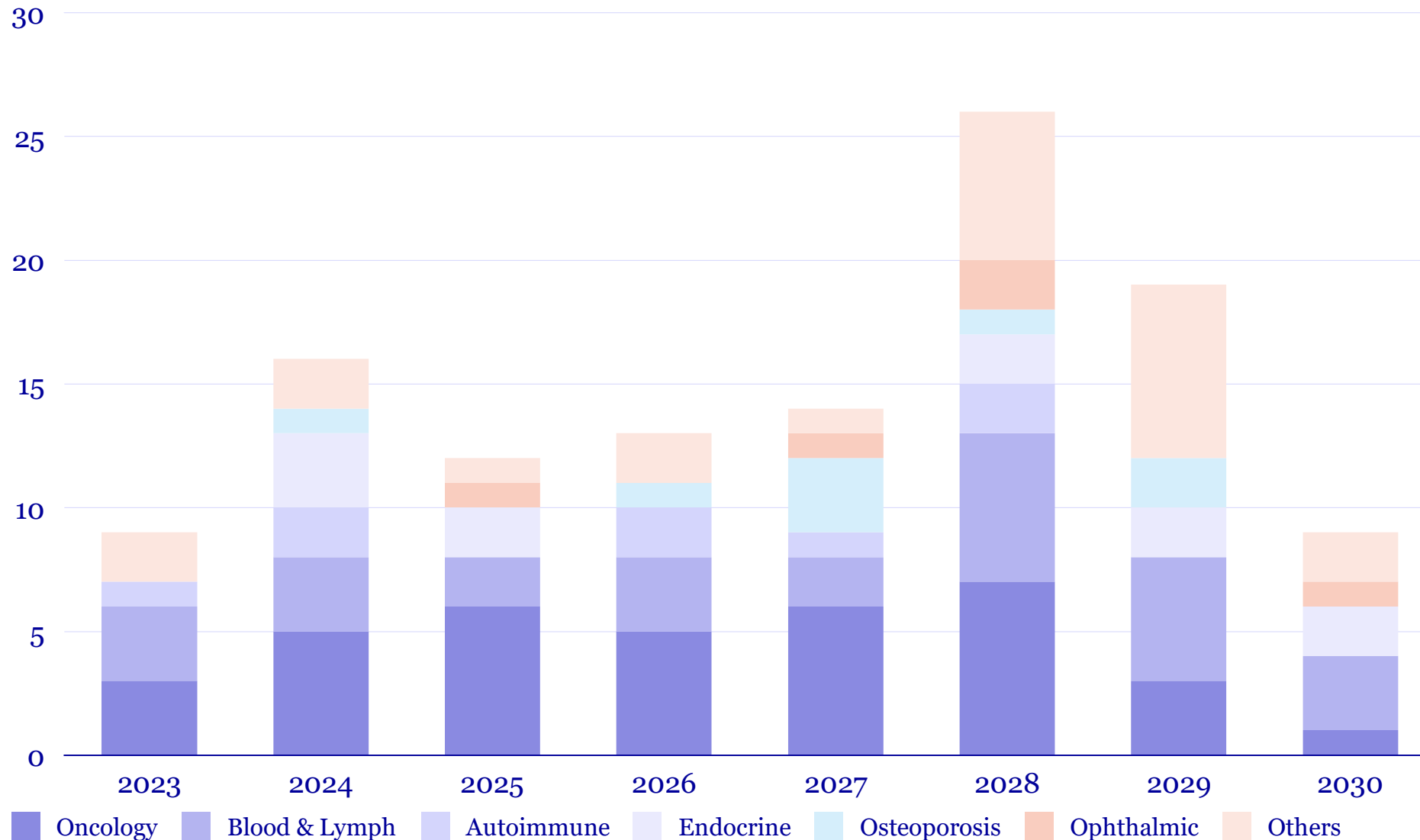
underserved rare indications that could be addressed with biologics

Underserved indications



# Just the beginning of the era of biosimilars

Biologics expected to lose exclusivity (by therapeutic area)



- More than 120 Biologics are expected to lose exclusivity until 2030
- > 50 blockbuster drugs by 2030
- Market size of €15.7 bn in 2022 anticipated to grow at a CAGR 2022-2030 > 15%



# Tech paradigm shift with a distinct value proposition in biologics

From-to perspective

## From

Large stainless steel bioreactors

Facility cost >US\$ 500 m

Fed batch process operated in separate upstream & downstream

Fixed cost focus

COGS > 150 US\$/g in median across industry

## To

Flexible & agile capacity

Facility cost << US\$ 500 m

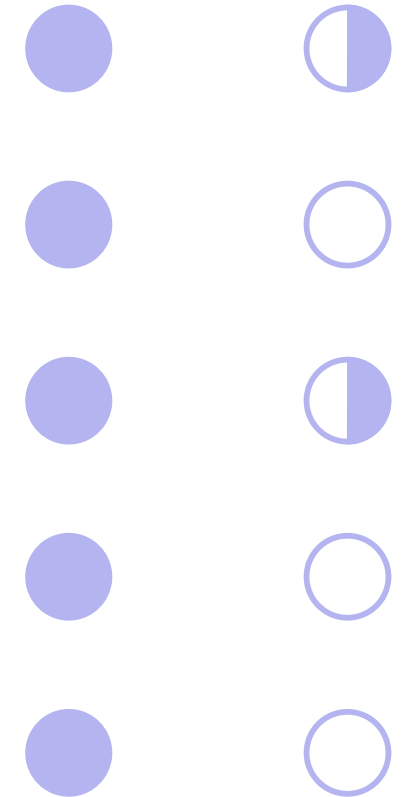
Fully automated and integrated platform operating continuous process

Variable cost focused

Targeted COGS <50 US\$/g<sup>1</sup> at Just – Evotec Biologics



## Others

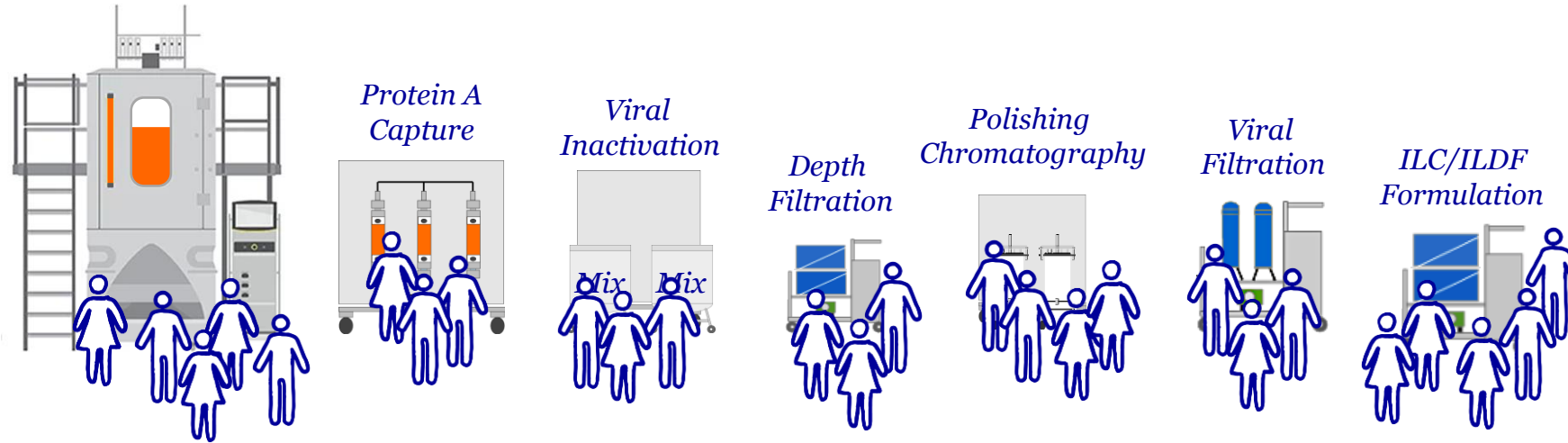




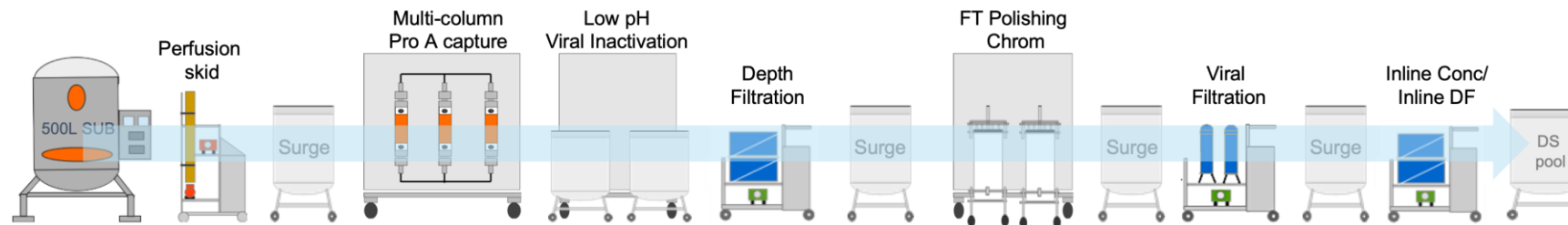
# “Lights-out manufacturing” helps de-risk production campaigns

Less human intervention reduces risk of failure

## Traditional fed batch



- Manual operations
- Each of the operations is an individual batch



Highly connected and automated continuous process allows for

- Minimal intervention
- Remote monitoring





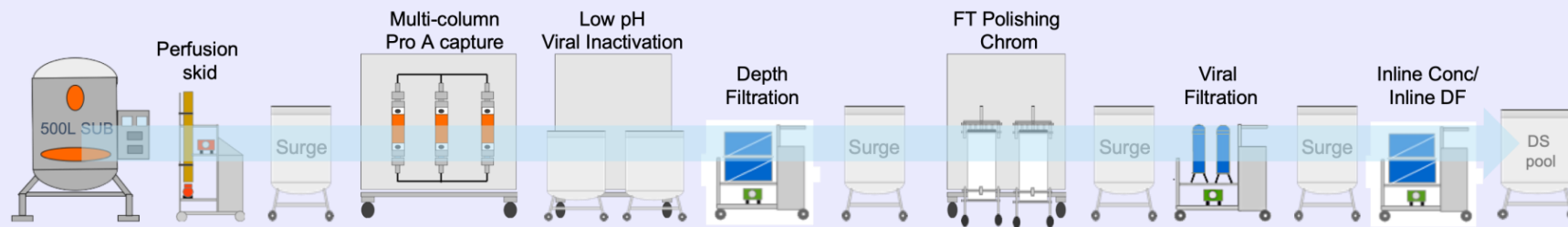
# Highly intensified processing yields lower COGs

The key to start the paradigm shift/leaving rudimental ways to become more efficient

## Fully end-to-end continuous process for commercial manufacturing >25-day production

**J.POD<sup>®</sup>**  
MANUFACTURING DESIGN

- Limited scale up
- Shorter switch between products
- Commercial COGS<sup>1</sup> from 200 to >50 US\$/g



COGs

-75%

Traditional CDMOs

Just – Evotec Biologics



# TOGETHER with Sandoz for achieving access and value for patients

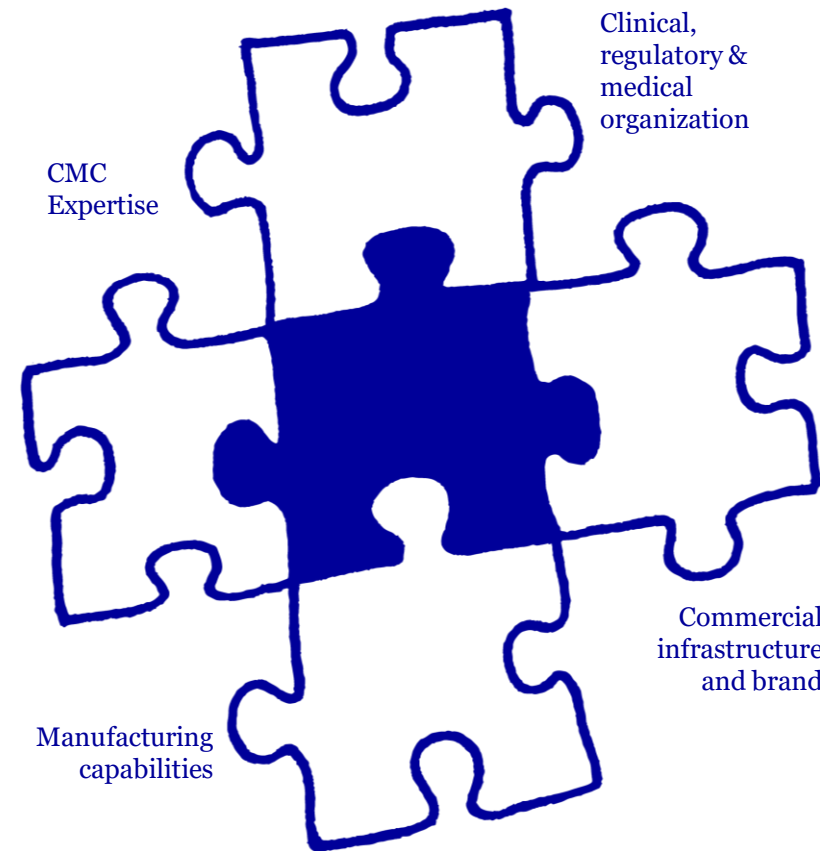
Creating a massive impact via access to biosimilars and delivering value from new technologies



**Design and apply innovative technologies to dramatically expand global access to biotherapeutics**

We aspire to impact patients' lives enabled by

- Decade long process development experience including biosimilars
- Leading continuous manufacturing technology
- Revolutionary facility design



**Act4Biosimilars'** to help address health inequity & inequality worldwide. Act4Biosimilars aims to increase patient access to advanced medicines by facilitating greater approvability, accessibility, acceptability and affordability (the 4 A's) of biosimilars ... **a mission to increase global adoption of biosimilar medicines by at least 30% in 30+ countries by 2030.**





# Synergistic collaboration model as true sign of partnership

10+ year target state (illustrative)

## Synergistic collaboration model

*Just – Evotec Biologics as biosimilar development and manufacturing partner (CDMO+), combined with subsequent Sandoz-owned S.POD (dev. & mfg.)*

**Biosimilar Development**

**Just**  
● EVOTEC BIOLOGICS

**J.HAL, J.P3, J. PODs**

**SANDOZ-owned S.POD**

**Biosimilar Commercial Manufacturing**

**Just**  
● EVOTEC BIOLOGICS

**J. PODs**

**SANDOZ-owned S.POD**

- Long term partnership
  - Just – Evotec Biologics exclusive CDMO+ partner of Sandoz
  - Sandoz “S.POD” stand-alone with technology license to de-risk development & supply chain
- Leading external/internal supply network
  - Access to a reliable supply network
  - Capacity exceeding 6t/yr for biosimilars
- Option for “S.POD” - objective of “commercial-manufacturing-ready S.POD”, fully owned by Sandoz



# Option for “S.POD” development & manufacturing operational by 2030

## Key considerations

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### Scope

- Non-exclusive option for 100% Sandoz-owned and operated “S.POD”
  - “S.POD” hosting development and manufacturing (like the other J.PODs in Redmond/Toulouse)
- 

### Illustrative timeline



### Partnership concept

- Dedicated Just – Evotec Biologics team to support Sandoz with design, construction, operation and training of “S.POD” facility & team
  - Non-exclusive license of Just – Evotec Biologics / J.POD technology granted to Sandoz (*restricted to biosimilars*)
  - Mixed model combining consulting / training fees, technology usage fees & royalties
-



# Global access with global network

Cloning of J.POD facilities – Status and timing



## J.PLANT Seattle, Washington, US

- 500L SUB
- Phase I – Clinical
- Over 34 runs
- 100% success years



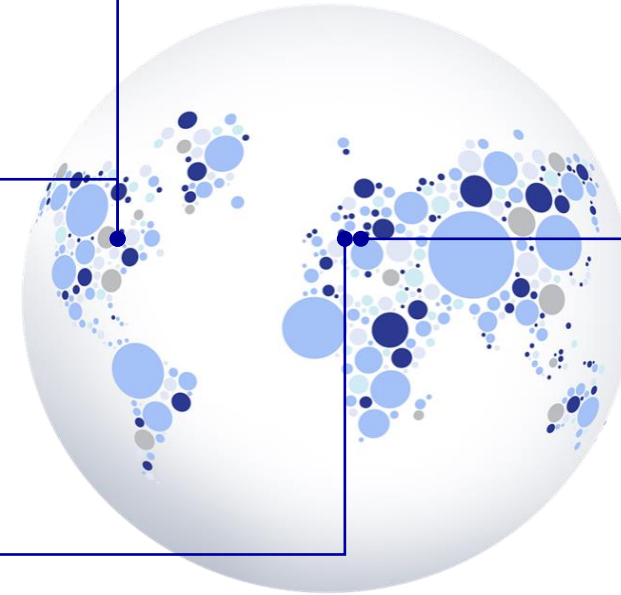
## J.POD<sup>®</sup> Redmond, Washington, US

- 500L & 1,000L SUB
- Phase I – Commercial
- First cGMP run Oct 2021



## J.POD<sup>®</sup> Toulouse, France, EU

- 500L & 1,000L SUB
- Phase I – Commercial
- Groundbreaking 2022
- Expected CQV 2024



## “S.POD” – Cloning of J.POD<sup>®</sup> facilities (option)

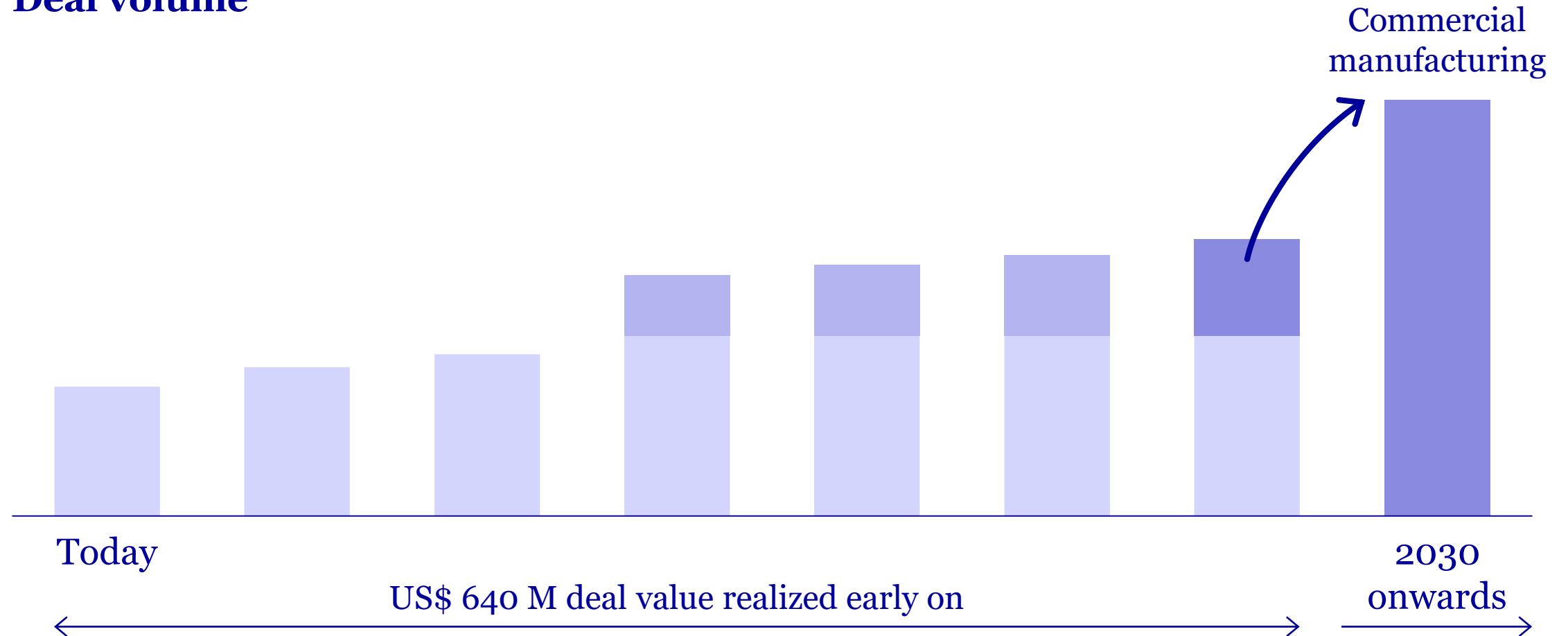
- 100% Sandoz-owned
- Just-Evotec Biologics “enabled” from design to technology



# Sandoz deal with immediate commercial impact and long-term upside

Illustrative

## Deal volume



Revenue streams: Development, Undisclosed Payments, Commercial Manufacturing



# Just – Evotec Biologics business model just at the beginning

## Key facts

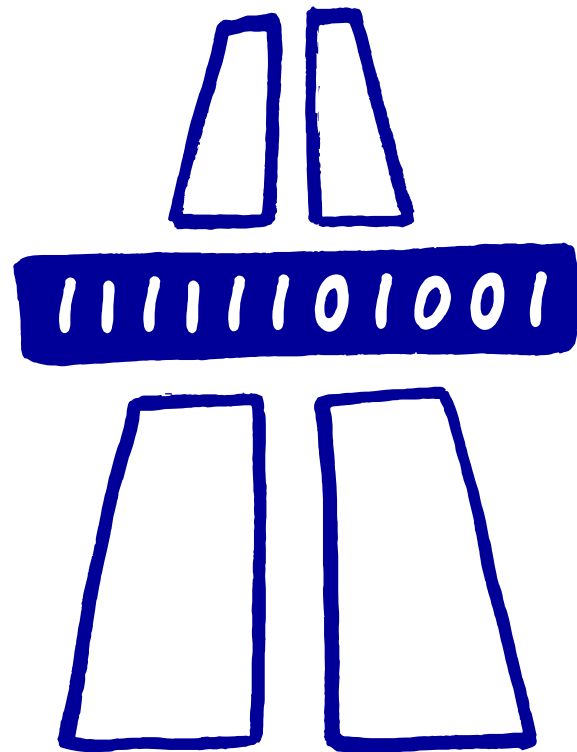


- First large scale industry partnership for Just – Evotec Biologics
- Validation of continuous manufacturing platform as platform of choice for large pharma products
- Introducing the shared economy for biosimilars & expanding royalty pool
- First large scale manufacturing volumes secured for J.PODs
- Starting point for next wave of deals

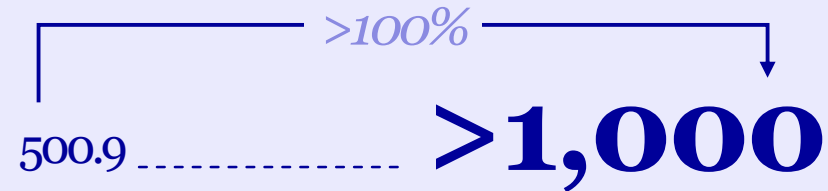


# Our mid-term aspirations are “... just the beginning”

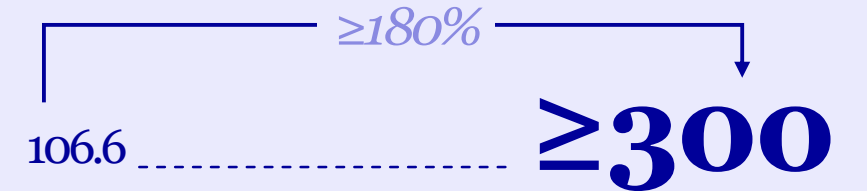
2020-2025e Key Performance Indicator goals (as introduced on 20 April 2021)



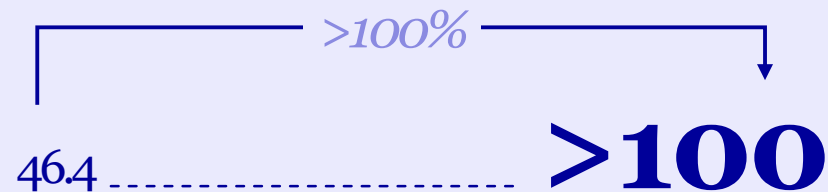
**Revenues**  
in € m



**Adjusted EBITDA<sup>1</sup>**  
in € m



**Unpartnered R&D**  
in € m



**Co-owned projects<sup>2</sup>**





# Upcoming important dates

Financial calendar 2023

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Publication of Annual Report 2022 and Q1 update 2023

**12 May 2023**

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1<sup>st</sup> Capital Markets Day 2023 (virtual)

**5 June 2023**

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Virtual Annual General Meeting 2023

**20 June 2023**

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Half-year 2023 Interim Report

**09 August 2023**

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Quarterly Statement 9M 2023

**08 November 2023**

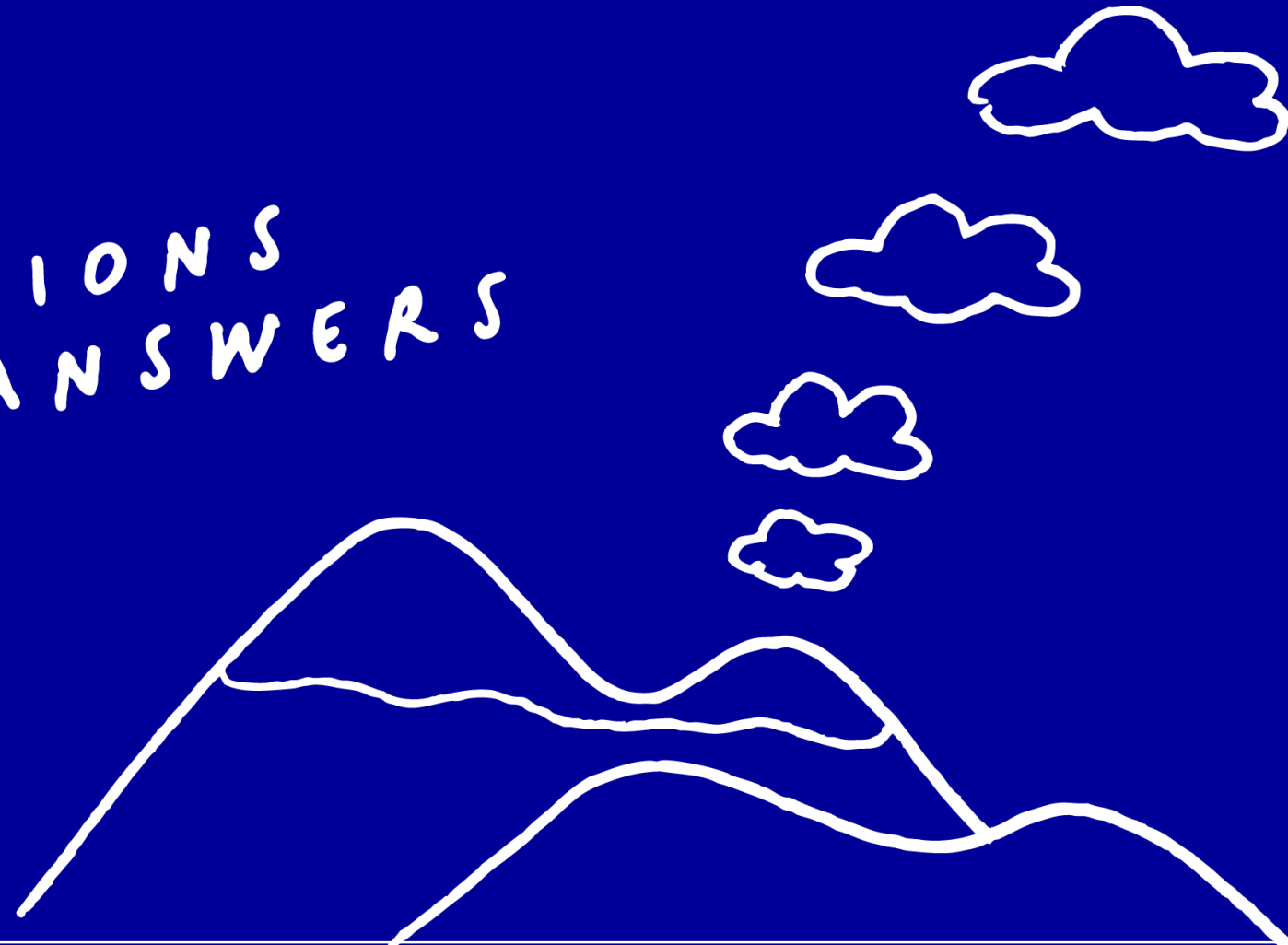
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2<sup>nd</sup> Capital Markets Day 2023

**15 November 2023**

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QUESTIONS  
AND ANSWERS





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