

# Setting the pace ...

Bringing Probabilities of Success up with the right platforms & technologies





## Cautionary statement regarding forward-looking statements

Information set forth in this presentation contains forward-looking statements, which involve a number of risks and uncertainties. All statements other than statements of historical fact are forward-looking statements, which are often indicated by terms such as "anticipate", "believe", "could", "estimate", "expect", "goal", "intend", "look forward to", "may", "plan", "potential", "predict", "project", "should", "will", "would" and similar expressions. 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. Given these risks, uncertainties, and other factors, you should not place undue reliance on these forward-looking statements.



## Welcome

## The Management Team



**Werner Lanthaler** CEO



CFO



**Craig Johnstone** COO



CSO



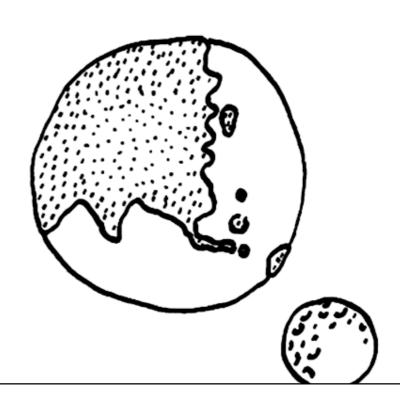
# **Agenda**

## **Highlights**

Financial performance 2021

Scientific and operational performance 2021

Outlook and Guidance 2022





## Strong overall performance and progress in all "lanes"

Highlights & lowlights 2021



#### **Highlights**

- Multiple new & extended integrated drug discovery & development alliances (**EVO**iR&D)
- Opening of J.POD® Redmond, WA (US); initiation of J.POD® Toulouse, France (EU) (**EVO**access)
- Very good progress in co-owned pipeline (**EVO**royalty) (e.g. Bayer/B1 antagonist in DNP, BMS,...)
- Excellent progress in iPSC and protein degradation partnerships with Bristol Myers Squibb (BMS); Opt-in for EVT8683 & start of clinical development
- Multiple new EVT Innovate partnerships in e.g. heart failure, kidney disease, RNA-based drug discovery,...
- Accelerate innovative platforms & technologies EVOcells, EVOpanOmics, EVOpanHunter, E.INVENT.AI, E.SOLVE, E.RNA etc...
- Launch of E.MPD, largest and highest quality molecular patient databases
- Launch of three new BRIDGEs; PRROTECT, an initiative for pandemic preparedness;
- Steady progress within operational venturing strategy (e.g. Exscientia NASDAQ listing)
- NASDAQ listing with total gross proceeds of \$ 500 m

#### Lowlights

- Bayer discontinued development of eliapixant (BAY1817080) (after period-end)
- Increased costs for capacity expansion; increased costs for energy, ...



## AP 2025 is fully in swing and accelerated by precision medicine

Action Plan 2025 in numbers

2025 2022 2018 2012 **Action Plan 2025** 11111101001 2009 Leadership in data, science, **Action Plan 2022** multimodality & access **Action Plan 2016** Aspire global **Action Plan 2012 Build** innovation **ACTION PLAN 2016 ACTION PLAN 2025** leadership Restructure for growth seeds The data-driven R&D Autobahn to Cures

#### 2010

- Revenues: € 55 m
- Adj. EBITDA: € 2 m
- R&D investments:1) € 2 m
- Co-owned projects<sup>2)</sup>: 6
- Employees: 519

#### 2015

- Revenues: € 128 m
- Adj. EBITDA: € 9 m
- R&D investments:1) € 18 m
- Co-owned projects<sup>2)</sup>: 49
- Employees: 1,000

#### 2020

- Revenues: € 501 m
- Adj. EBITDA: € 107 m
- R&D investments:¹) € 69 m
- Co-owned projects<sup>2)</sup>: 118
- Employees: 3,572

#### 2025

- Revenues: > € 1 bn
- Adj. EBITDA: > € 300 m
- R&D investments¹): > € 100 m
- Co-owned projects<sup>2</sup>): > 170
- Employees; > 5,000

<sup>1)</sup> Including equity investments

<sup>2)</sup> Does not include EVT equity investments



# Platforms & technologies are high-tech driven & fully integrated

The drug discovery & development innovation hub – Capabilities & expertise overview

## **Industry needs**



**R&D** efficiency platforms<sup>1)</sup>

## **Capabilities & Expertise (illustrative)**







optimisation



management













Pharmacology





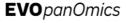


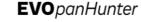






Precision medicine platforms





ScreenPep





discovery







Just - Evotec Biologics<sup>1)</sup>



HIGH-THROUGHPUT TRANSCRIPTOMICS

ScreenSea

**EVO**cells











**Right modality** drug design

**EVO**genes

Antibodies & **Bifunctionals** 

Small molecules

Protein degradation

Antisense



Exosomes





## Faster and more learning curves illustrate technology leadership

"Evotec inside" (selected KPI's 2020/21)



62

Patent applications

142

High-throughput screens

12

Pre-clinical development candidates (PDC)

24

INDiGO® programs

> 250

**GMP API batches** 



>10

Precision platforms

>200 bn

Data points

>440 bn

of iPSC-derived cells

>10,000

compounds assessed as protein degraders

>100

EVO*PanHunter* projects



>15

**Biologics** projects

20

Months construction time

>40,000

samples in HT analytics and functional characterisation

>20

consecutive successful manufacturing runs

>90%

J.POD® cGMP qualification activities completed



>130

Co-owned pipeline assets

>90

Small molecules

>20

Biologics

>10

Cell & gene therapy

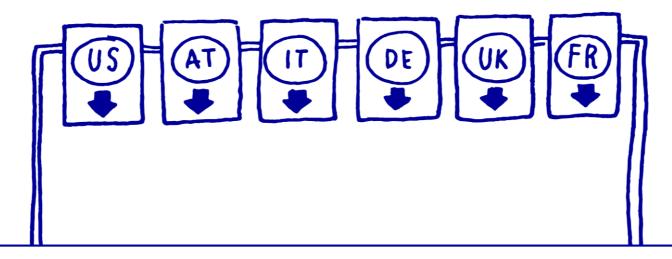
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Multiple modalities



## Platforms & technologies for more precision and efficiency

Evotec today – 15 Sites & more than 4,200 employees



### **USA**

~500

- Branford
- Princeton
- Redmond, WA
- Seattle

Watertown



#### **Austria**

~40

• Orth an der Donau

### Italy

~800

 Verona (Campus Levi-Montalcini)

## Germany

~1,050

- Hamburg (HQ) & Goettingen (Manfred Eigen Campus)
- Cologne
- Munich

### UK

~950

- Abingdon
   (Dorothy Crowfoot Hodgkin Campus)
- Alderley Park

### **France**

~900

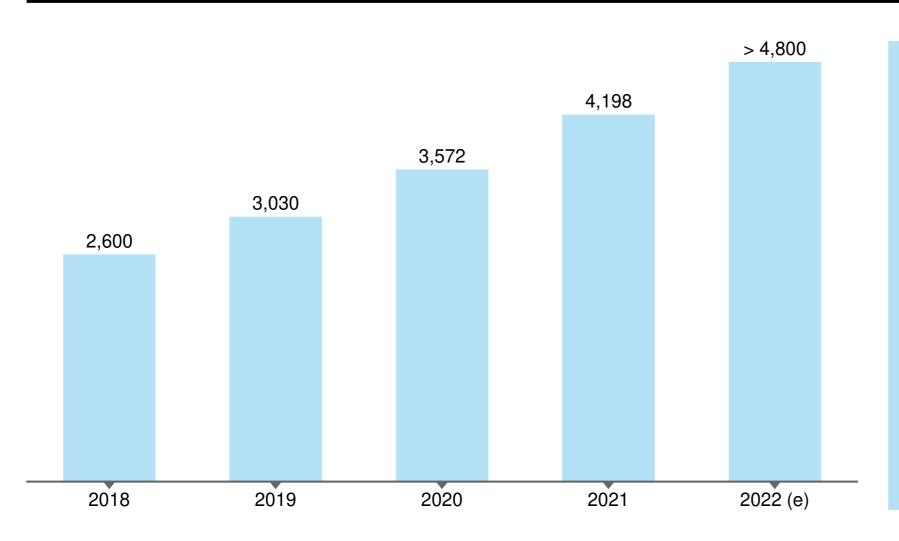
- Lyon
- Toulouse (Campus Curie)

J.POD®: Toulouse



## Attracting great talent – Growth enabled by culture & values

Growth of talent in 2021



- First time > 600 new employees hired in one year (net number)
- > 80% with at least one academic qualification; > 30% PhDs
- > 8 years drug discovery and development experience on average
- 54% female; senior executives 31% women
- 81 nationalities
- Average age of employees 38.5 years
- > 600 net new talents planned for 2022



## Boost of expertise in high-impact areas

## Recent key hires



- >30 years in pharmaceutical safety assessment
- GSK, Novo Nordisk, Pfizer; currently VP Regulatory Safety at ΑZ

>20 years in life

Europe, North

MPM Capital,

Aptorum ...

science industry in

America and Asia

TVM Capital, GPC,

Liz Mortimer-Cassen<sup>1)</sup> **EVP Safety Assessment & Strategy** 



Mirko Scherer Entrepreneur in Residence



- >25 years biotechnology industry experience
- Amgen, BMS, Merck, ...





**Daniel Mahoney** Entrepreneur in Residence

- > 20 years in financial services including 14 years as a fund manager
- Polar Capital. Morgan Stanley



Matthias Evers<sup>2)</sup>

Chief Business Officer

(BD, tech, strategy)

Christelle Dagoneau **SVP BD biologics** 

- >20 years McKinsey & Company: Senior Partner & global colead R&D for pharma/biotech
- Broad exposure to cross-industry collaborative efforts

Audival. A+A



- > 20 years in biotechnology industry
- Amgen, Biocon, Baxter

**Sundar Ramanan** SVP, Global Biotherapeutics Quality



**Dara Henry** Entrepreneur in Residence

- >20 years in life science industry, with expertise in cell therapy
- Achilles Therapeutics, GSK; Credit Suisse (biotech equity analyst)



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## More than a decade of consecutive double digit annual growth

Results versus previous year and guidance

	FY 2020 results	FY 2021 results	Yoy growth reported / like-for-like <sup>1)</sup>	Guidance March 2021
Group revenues <sup>2)</sup> (at constant fx-rates)	€ 500.9 m	<b>€ 618.0 m</b> (€ 627.2m)	23% / 27%	€ 550 – 570 m
Unpartnered R&D <sup>3)</sup>	€ 46.4 m	€ 58.1 m	25% / 25%	€ 50 – 60 m
Adjusted Group EBITDA <sup>4)</sup> (at constant fx-rates)	€ 106.7 m	<b>€ 107.3 m</b> (€115.5 m)	1% / 18%	€ 105 – 120 m

<sup>1)</sup> Like-for-like growth is adjusted for Sanofi payment in Q1 2020 and fx-effects

<sup>&</sup>lt;sup>2)</sup> Group revenues including revenues from recharges (IFRS 15 material recharges)

<sup>3)</sup> Average 2020: EUR/US\$ 1.14; EUR/GBP 0.89

<sup>4)</sup> Unpartnered R&D expenses is excl. expenses for ID-related expenses fully reimbursed by Sanofi under other operating income
5) Adjusted ERITDA before contingent considerations and evaluding impairments on goodwill, other intengible & tangible assets

<sup>&</sup>lt;sup>5)</sup> Adjusted EBITDA before contingent considerations and excluding impairments on goodwill, other intangible & tangible assets as well as the total non-operating result



# Significant growth step up and investments towards AP 2025

Guidance 2022

	Guidance 2022	YE 2021	Implied growth at midpoint
Group revenues (at constant fx-rates1)	€ <b>700 – 720 m</b> (€ 690 – 710 m)	€ 618.0 m	~15%
Unpartnered R&D <sup>2)</sup>	€ 70 – 80 m	€ 58.1 m	~30%
Adjusted EBITDA <sup>3)</sup> (at constant fx-rates)	<b>€ 105 – 120 m</b> (€ 95 – 110 m)	€ 107.3 m	At least stable

Approx. € 300 m investment programme for enabling and supporting growth (e.g. capacity expansion, ...)

<sup>1)</sup> EUR/US\$ 1.18; EUR/GBP 0.86

<sup>&</sup>lt;sup>2)</sup> No material FX effects as most R&D efforts are carried out in € area

<sup>3)</sup> Considerable insecurities given high volatility of energy prices



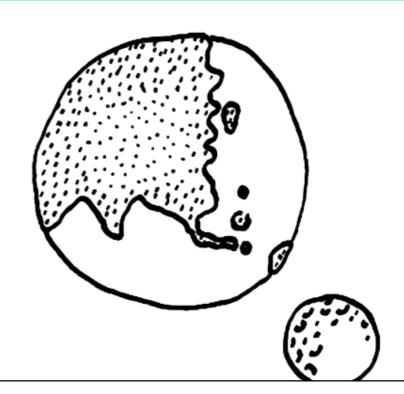
# Agenda

## Highlights

## **Financial performance 2021**

Scientific and operational performance 2021

Outlook and Guidance 2022





## Main KPIs underline positive development

Condensed income statement 2021 – Evotec SE and subsidiaries

in € m <sup>1)</sup>			
	2021	2020	Change
Revenues	618.0	500.9	23%
Gross margin	24.5%	25.1%	_
R&D expenses	(72.2)	(63.9)	13%
SG&A expenses	(105.4)	(77.2)	37%
Impairment of intangible assets and goodwill	(0.7)	(3.2)	nm
• Other op. income (expenses), net	67.8	67.2	1%
Operating income	41.0	48.6	(16)%
Adjusted Group EBITDA <sup>2)</sup>	107.3	106.6	1%
Net income	215.5	6.3	>>>100%

- Revenue growth of 23% (excluding portfolio and fx effects: 27%) driven by all business areas
- Gross margin reflects ramp-up of J.POD<sup>®</sup> Redmond, WA (US)
- Increase in unpartnered R&D by 25% (€ 58.1 m vs. 2020: € 46.4 m) as planned
- Step-up of SG&A expenses mainly caused by headcounts (+26%), preparation for future growth, starting J.POD® Toulouse (F) and costs for public offering at NASDAQ (> € 3 m, of which € 1.7 m one-off)
- Adj. EBITDA like-for-like growth 18%
- EVOequity: Net income significantly higher due to fair value adjustment of Exscientia Ltd. US IPO

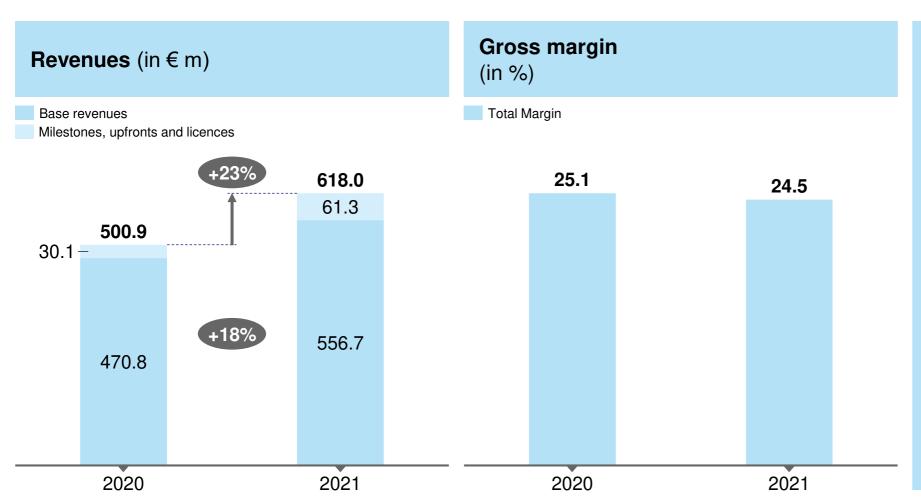
<sup>1)</sup> Differences may occur due to rounding

<sup>2)</sup> 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.



## Revenue growth exceeding guidance – strong fundamentals

Revenues & Gross margin overview

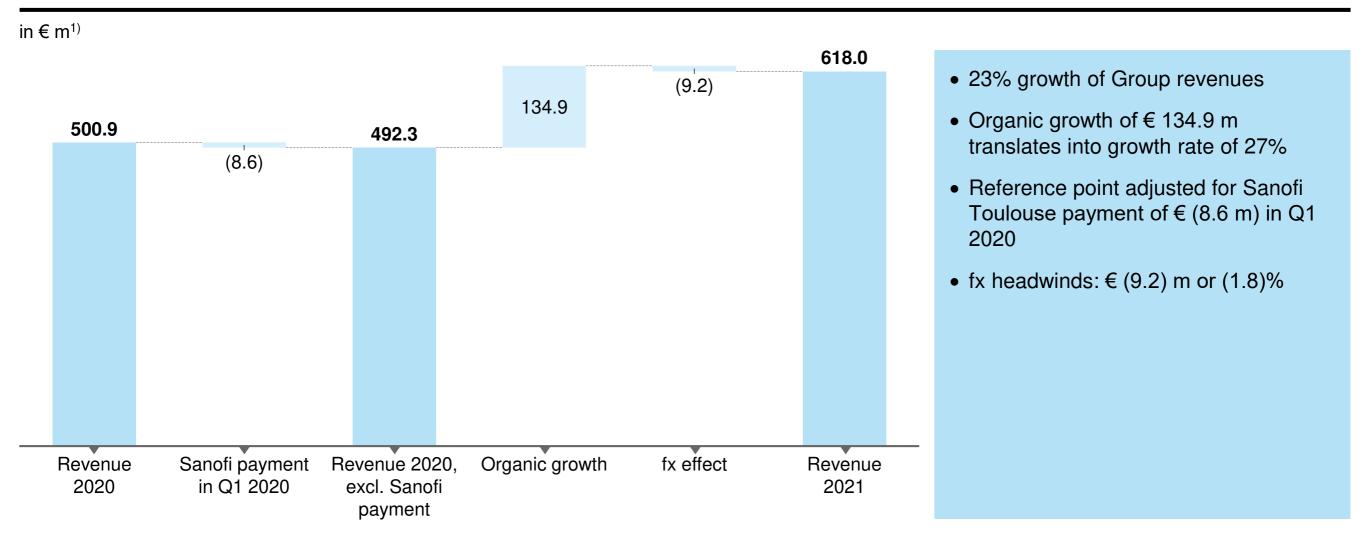


- Group revenues +27% like-for-like
- Base business up 20% adjusted for Sanofi payment in Q1 2020
- Exceptionally strong milestone contribution of € 49.5 m, e.g. from BMS and Takeda collaborations
- Just Evotec Biologics revenues of
   € 52.9 m (+35% vs. 2020: € 39.3 m)
- Gross margin development reflects
  - the anticipated fade-out of payments from Sanofi for the Toulouse site
  - the capacity build-up related to the launch of J.POD<sup>®</sup> Redmond, WA (US)
  - fx headwinds



# Strong organic growth pointing to healthy demand

Revenue bridge 2020 – 2021 – Evotec SE and subsidiaries





## Revenues up in both segments

Segment information 2021 – Evotec SE and subsidiaries

in € m<sup>1)</sup>

	EVT Execute	EVT Innovate	Inter- segment elimination	Evotec Group
Revenues	610.2	147.0	(139.1)	618.0
Gross margin	20.9%	24.9%	_	24.5%
R&D expenses	(2.9)	(81.9)	12.6.0	(72.2)
SG&A expenses	(83.9)	(21.5)	_	(105.4)
• Impairment of intangible assets & goodwill	_	(0.7)	_	(0.7)
• Other op. income (expenses), net	22.4	45.4	_	67.8
Operating income	63.1	(22.1)	_	41.0
Adjusted Group EBITDA <sup>2)</sup>	124.8	(17.5)	_	107.3

- Total revenues show accelerated growth in fourth quarter in both segments
- EVT Execute total revenue growth up 20%; also third party revenue growth was 20%
- EVT Innovate revenues up 39%, due to strong milestone contribution and strong project business
- Adjusted EBITDA with further improvement in Q4 after strong Q3

<sup>1)</sup> Differences may occur due to rounding

<sup>2)</sup> 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.



## Accelerating growth at year end

Condensed income statement Q4 2021 - Evotec SE and subsidiaries

in € m <sup>1)</sup>			
	Q4 2021	Q4 2020	Change
Revenues	187.1	140.5	33%
Gross margin	27.8%	26.0%	_
R&D expenses	(18.7)	(17.9)	5%
• SG&A expenses	(34.4)	(19.1)	80%
• Impairment of intangible assets & goodwill	-	(3.2)	_
• Other op. income (expenses), net	16.0	16.9	(5)%
Operating income	14.9	13.3	13%
Adjusted Group EBITDA <sup>2)</sup>	37.2	29.7	25%
Net income	(31.5)	0.4	_

- Q4 revenue growth of 33%
- Strong milestone contribution leading to gross margin expansion, despite ramp-up of J.POD<sup>®</sup> Redmond, WA (US)
- SG&A expenses driven by planned investments to support the operational and financial growth (personnel costs, J.POD® Redmond, WA (US) and costs for public offering and dual listing at NASDAQ)
- EBITDA up 25%
- EVOequity: Net Income influenced by quarterly revaluation of Exscientia Ltd. and decreased share price (non-cash)

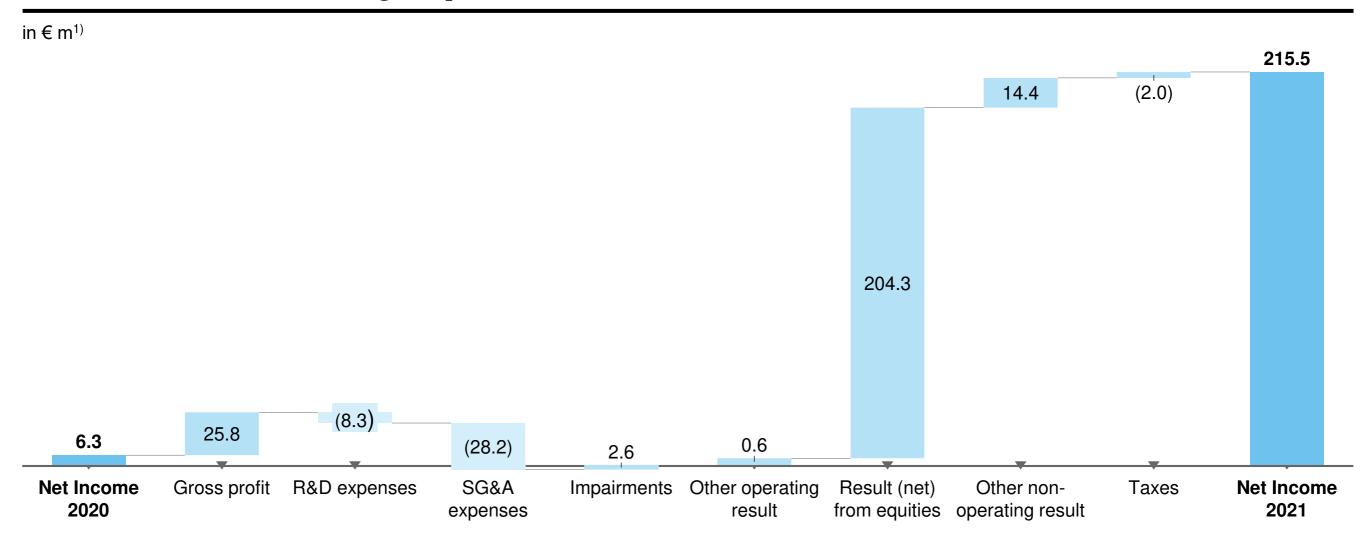
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## Exscientia IPO with very strong effect on net income (EVOequity)

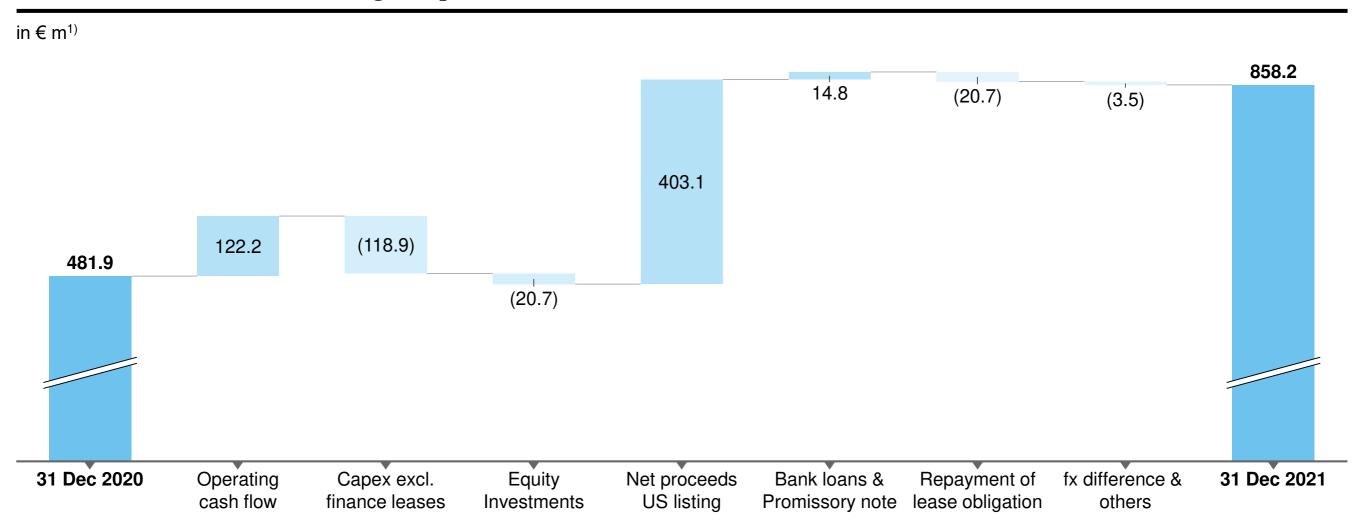
Single steps from 2020 to 2021





## Strong cash position of > € 850m securing growth ambitions

Single steps from 2020 to 2021





## Expanded balance sheet as solid base for future growth

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

# Balance sheet total in € m

1,462.9 **2,235.2** 

## **Equity ratio**

in %

49.4

# Net Debt ratio (excl. IFRS 16) x adjusted EBITDA<sup>1)</sup>

(1.5) (5·5)

## **Liquidity position**

in € m

- All relevant balance sheet metrics significantly strengthened due to profitable growth, public US offering and equity portfolio contribution
- Total assets, liabilities and equity increased by 53%
- Equity ratio step up by 12.2%-points
- Leverage ratio remains negative (net cash position) despite high capex for significant growth and EVOequity investments
- Robust liquidity position following the US listing



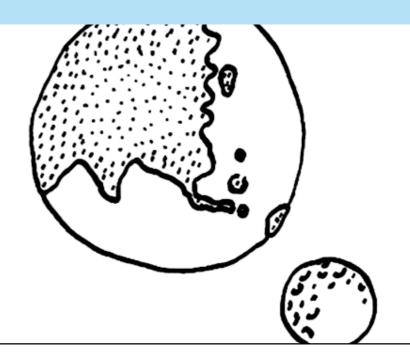
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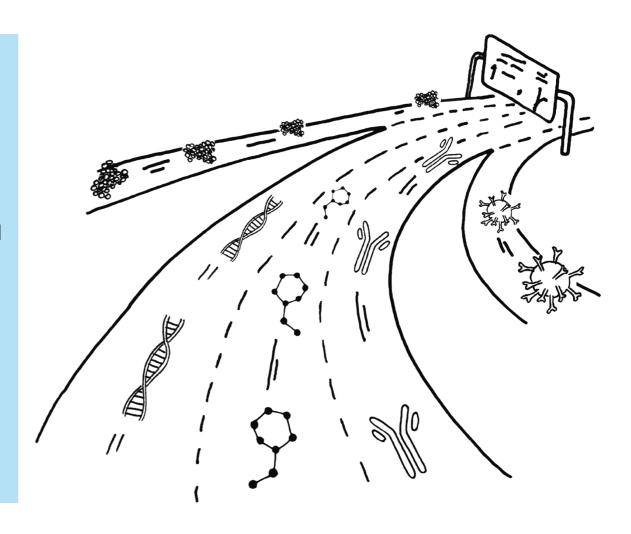


## **Excellent position for continued growth**

Major developments in 2021 (selection)

#### • EVOiR&D

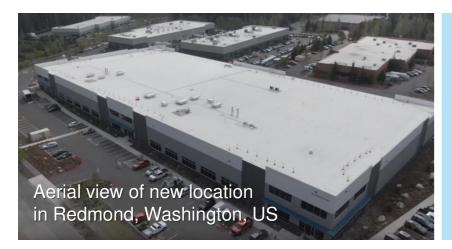
- Multiple new and extended drug discovery and development
   (e.g. Abivax, EQRx, Bicycle Therapeutics, Evommune, Takeda,...)
- 91% repeat business, extensions, and growth within long-term partnerships
- > 800 partners across the industry (~13% up compared to 2020)
- Several new INDiGO agreements signed (e.g., with Oxford Cannabinoid Technologies or third INDiGO programme with Ildong)
- New ADME-collaboration with Amgen
- New collaboration with Novo Nordisk in gene therapy
- **EVO**access: Just Evotec Biologics
  - Several new collaborations (e.g. DoD expansion)
  - J.POD® Redmond, WA, (US) opened in H2 2021
  - J.POD® Toulouse, France (EU) initiated in 2021 and start construction in 2022





# J.POD® – commercial biologics manufacturing stepping up

**EVO***access* – Progress and status



## J.POD® Redmond, WA (US) – Facility completed in just 19 months

- Grand opening in August 2021
- 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, France (EU) – Project initiation

- On two hectares of land1) at Campus Curie design plan started
- Creates capacity for biological treatments in EU
- Significant support from French government, Occitanie region, Bpifrance, Haute-Garonne prefecture as well as Toulouse Métropole

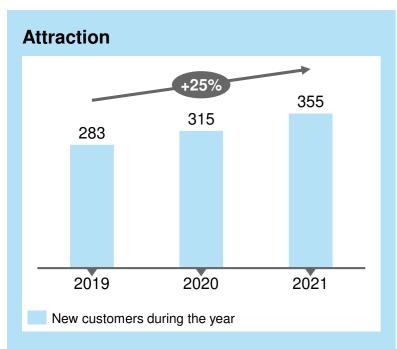
<sup>1)</sup> Dependent of local planning, environmental and building requirements as well as further conditions

<sup>2)</sup> Brunerie & Irissou Architectes, Thomas Brunerie

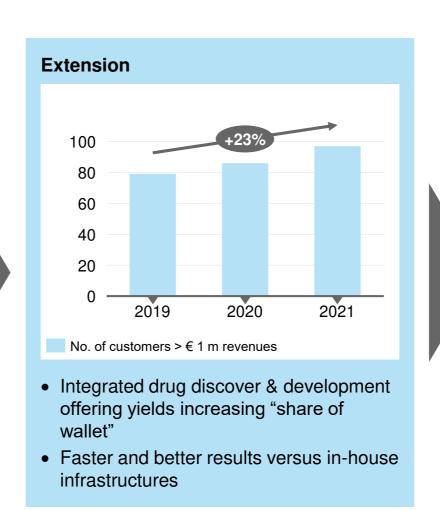


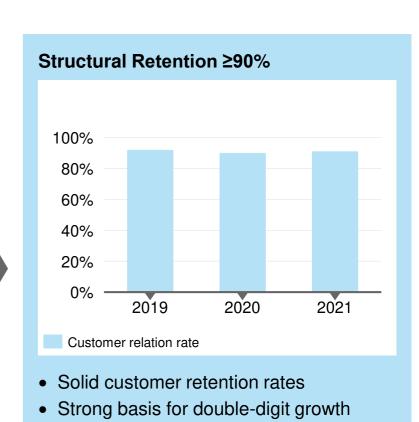
# Significant expansion of alliances is basis for long-term success

Attraction, Extension, Retention



 Customer base more diversified; revenues have grown significantly

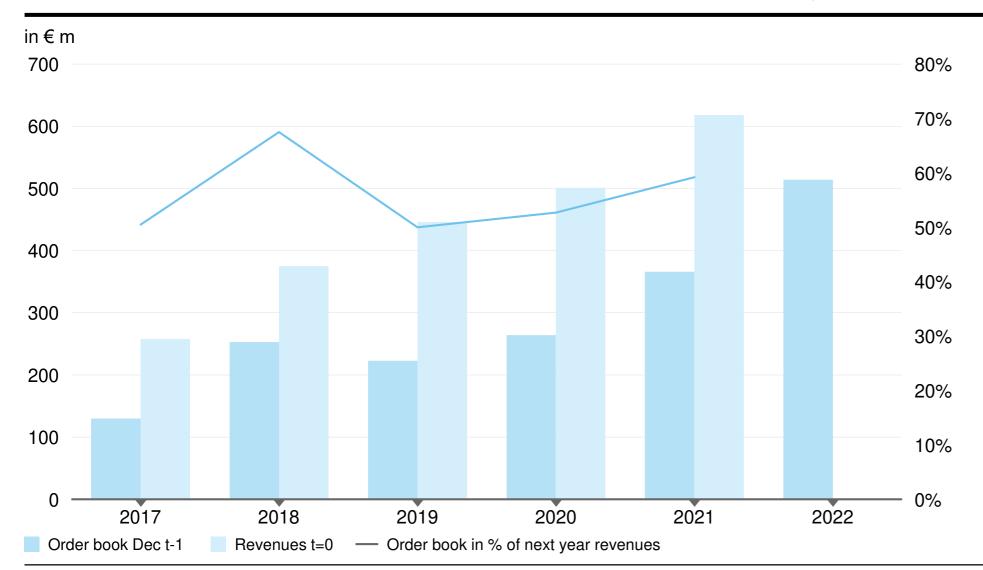






# Healthy demand points to continued strong growth

Orders versus Revenues – Evotec SE and subsidiaries

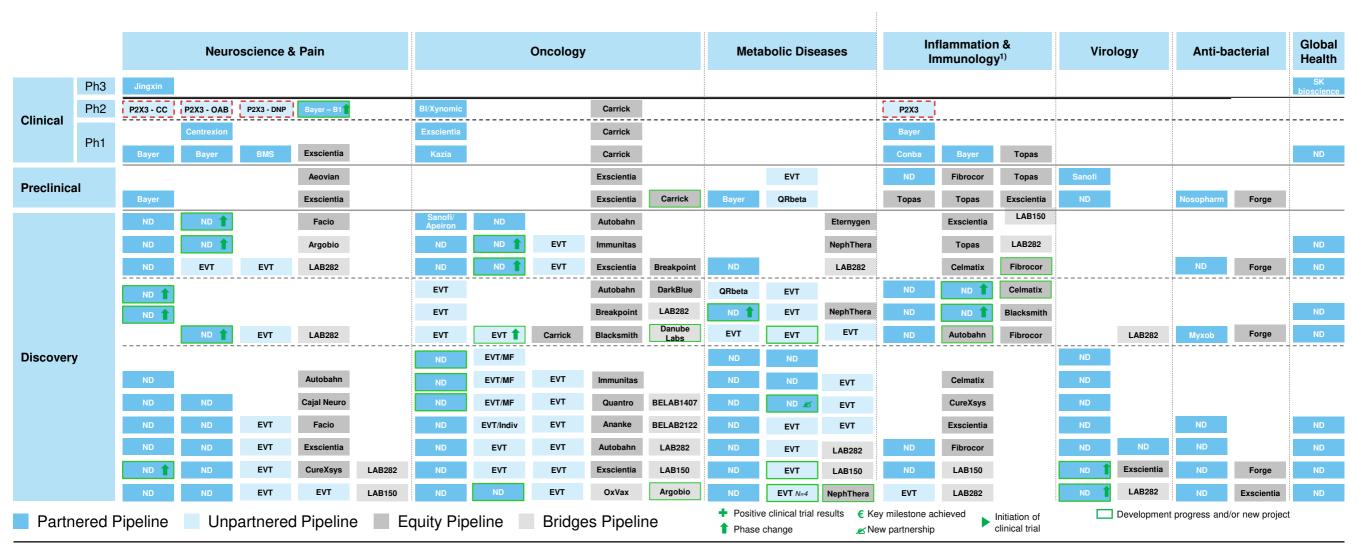


- Healthy demand leads to strongest order book in company's history
- Near-shoring and post-pandemic market shake-up result in favourable environment
- Growth perspectives to result in bold investment decisions and capacity expansion as well as structural adjustments to accelerated growth



# Despite P2x3 set back - The iceberg keeps growing

In total >220 projects: ~180 in partnerships, >40 internal R&D projects



<sup>1)</sup> Also includes Women's Health, Respiratory projects



## "Evotec Inside"

## Steady stream of high-value catalysts

#### Selected pipeline events within next 12 – 24 months

- Phase III & registration (CHN) JingXin in insomnia (EVT201)
- Phase II data with Bayer in DNP (BAY2395840)
- Phase II initiation with Bayer in Gynaecology (BAY2395840)
- Phase I data in Chikungunya virus (EVT894)
- Phase I data with BMS in CNS (EVT8683)
- Phase I data with Exscientia in Oncology (EXS21546)
- Phase I data with Kazia in Oncology (EVT801)
- Phase I initiation in Covid-19 / HBV (EVT075)
- Phase I Initiation with Bayer in Kidney diseases
- Phase I Initiation with Kidney diseases with other partners
- · Phase I initiation with BMS in CNS
- Phase I Initiation with BMS in Oncology
- Multiple co-owned equity companies (not outlined here) will progress in clinic (e.g. Topas, Forge, Carrick, Fibrocor, ...)

	Molecule	Therapeutic Area/Indication	Partner	Discovery	Pre-clinical	Phase I	Phase II	Phase III
	EVT201	Insomnia (GABA-A)	入 京新药业 BEAN PROMOZETECA					
	Not Disclosed	Infectious Disease (Antibody)	SK bioscience					
	BAY2395840	Diabetic Neuropathic Pain (B1)	(a y m					
	CT7001	Oncology (CDK7)	Carrick					
	XP-105	Oncology (mTORC1/2)	XYNOMIC					
	EVT401	Immunology & Inflammation (P2X7)	pa p					
	BAY2328065	Gynaecology	nayen nayen					
ca	EXS21546	Oncology (various programmes)	Exscientia					
2	CNTX 6016	Pain (CB2)	CENTREXION					
5	EVT894	Chikungunya (Antibody)	SANOFI 🌖					
	Not Disclosed	Neuroscience & Pain	n.a.					
	Not Disclosed	Neuroscience & Pain	n.a.					
	EVT801	Oncology (VEGFR3)	⊕ KAZIA					
	EVT8683	Neurodegeneration (eIF2b activator)	ullı Bristol Myers Squibb"					
	TPM203	Pemphigus Vulgaris (ND)	Topas Therapeutics					
	CT7001	Oncology (CDK7)	Carrick					
	CT7001	Oncology (CDK7)	Carrick					
	APN411	Oncology – Immunotherapy	SANOFI APEIRON					
	GLPGxxxx	Fibrosis (not disclosed)	Galápagos					
Sa	BAYxxxx	Nephrology (not disclosed)	(a y m					
5	QRB001	Metabolic - Diabetes (not disclosed)	QRbeta THERAPEUTICS					
Pre-clinical	EVT075	Covid-19 / HBV	n.a.					
_	Not disclosed	Various programmes	ullı Bristol Myers Squibb"					
	EVTxxxx	CNS, Metabolic, Pain,	>10 further programmes					
Discovery	Multiple p	rogrammes across nephro	logy, oncology, imm	unology	among oth	ner thera	peutic are	eas



## Precision medicine is the only path to improved medicine

Leading AI/ML driven drug discovery & development platforms

# Molecular patient databases

Re-defining health and disease via molecular disease profiles

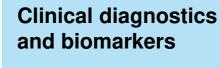




Targeted disease models & precision medicine approaches

Focus on **early** disease relevance





Precision diagnostics and tracking of diseases



**EVO**panOmics



- Transcriptomics and proteomics data at industrial scale
- Multiple patient-derived data bases, e.g. CKD database (>10,000 patients; >600 billion data points)





- User friendly AI/ML driven multi-omics analysis platform
- Exceeding industry standards in predicting drug safety (e.g.: liver injury 86% vs. 70%)

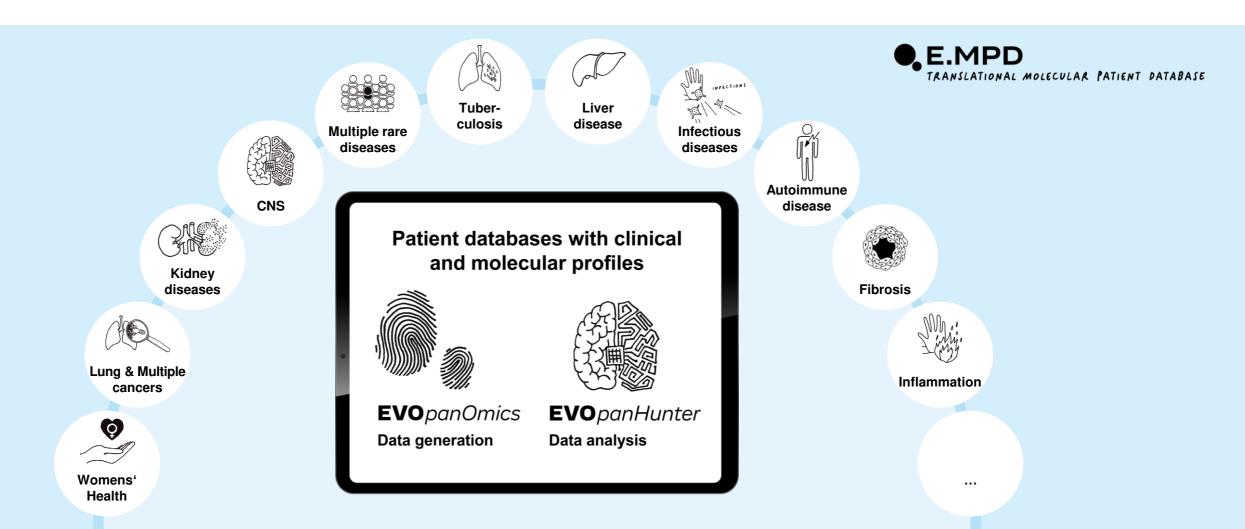


- One of the largest and most sophisticated iPSC platforms for drug discovery in industry
- First iPSC-derived drug candidate in clinic, large pipeline evolving in drug discovery and cell therapy



# Deep understanding of biology for precision medicine

The Evotec Molecular Patient Database (E.MPD)





## **E.MPD** core component of alliances in CKD

Example: CKD strategic drug discovery deals





2018/19







2016/17

- Upfront
- Research funding
- Milestones> € 300 m per product
- Tiered royalties

- **Y** PHARMA
- Vifor funded: € 25 m
- 50% on all projects
- JV: NepThera



Upfront

2020

- Research funding
- Milestones> € 150 m per product
- Tiered royalties

Upfront

2021

- Research funding
- Milestones
- Tiered royalties

2022

• Upfront

- Research funding
- Milestones
   US\$ 180 m per product
- Tiered royalties

From Target identification & validation, via biomarker identification, to patient stratification



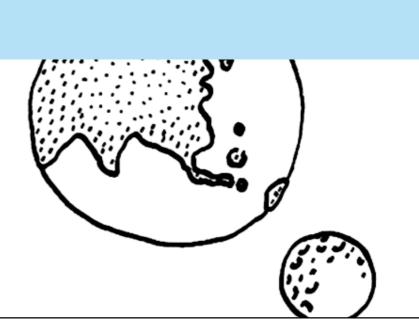
# **Agenda**

Highlights

Financial performance 2021

Scientific and operational performance 2021

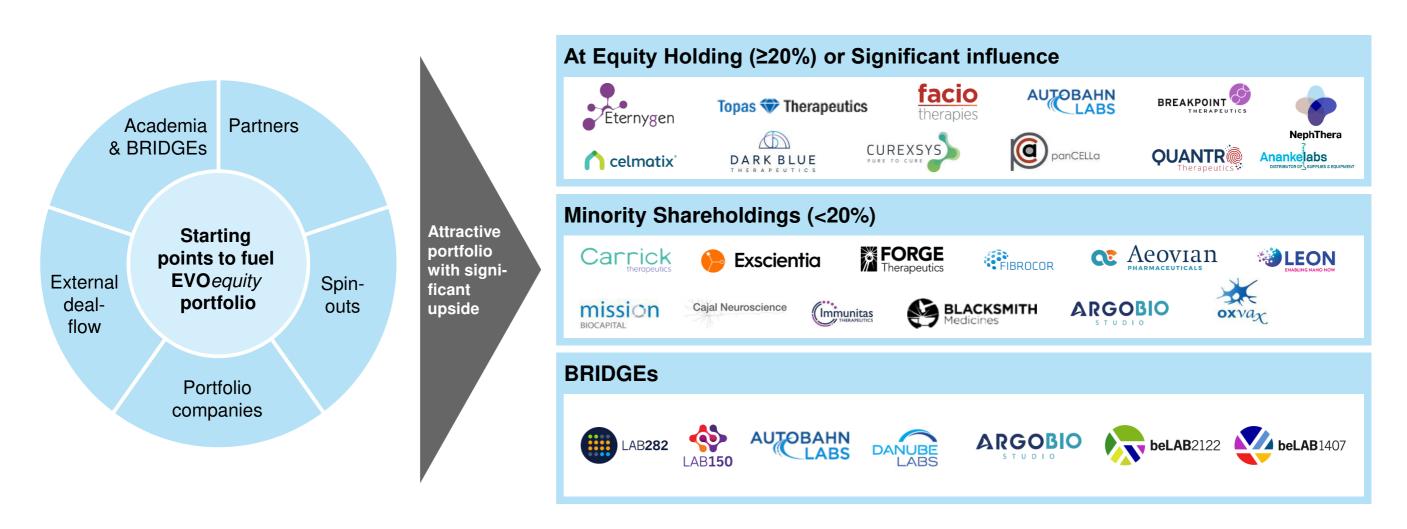
**Outlook and Guidance 2022** 





## **EVO**equity accelerates co-owning strategy

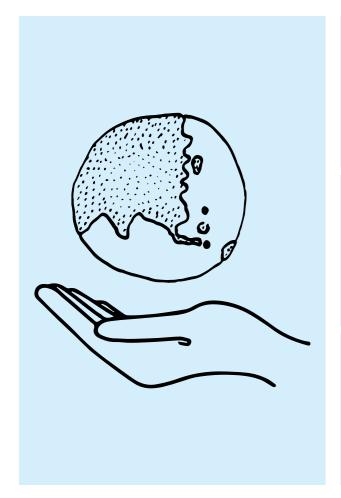
Operational VC model – diversified portfolio with multiple shots on goal





## Keeping the promise

ESG & Sustainability – Measures taken in 2021



#### Responsible use of resources

- Sourcing of 100% renewable energy since January 2021 at all German sites
- Decision to replace heating system in building B95 in Abingdon (est. CO<sub>2</sub>e savings of ~800t /yr)
- **EVO**earth week to raise overall awareness towards the protection of environment
- Software<sup>1)</sup> implementation for systematic emission data collection as basis to set SBTi targets

## **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

- 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 rank up from 48 pts to 53 pts in Q4
- Decision to report in reference to GRI standards for FY 2021 as SASB and TCFD are too "E"-focused



## Strong news flow to be continued ...

## Selected latest news in Q1 2022



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NEWS RELEASE, 21 MARCH 2022

#### EVOTEC RECEIVES € 3 M MILESTONE PAYMENT FOR BAYER STARTING PHASE II CLINICAL DEVELOPMENT OF DNP PROGRAMME

- ► FIRST DOSING OF A STUDY PARTICIPANT TRIGGERS MILESTONE PAYMENT OF
- PHASE II CLINICAL TRIAL INITIATED BY EVOTEC'S PARTNER BAYER TO EVALUATE BAY 2395840 AS A POTENTIAL TREATMENT FOR DIABETIC NEUROPATHIC PAIN

#### Hamburg, Germany, 21 March 2022:

Evotec SE (Frankfurt Stock Exchange: EVT, MDAX/TecDAX, ISIN: DE0005664809; NASDA6: EVO) announced today that the Company received a 6 3 m milestone payment from Bayer AG as a result of another promising small molecule from the Evotec-Bayer multi-target research alliance advancing into Phase II clinical development as a potential treatment for diabetic neuropathic pain ("DNP").

DNP is a common chronic condition associated with nerve damage caused by high blood ugar levels in diabetic patients. DNP may be triggered through the slightest touch upon which the body sends unprompted pain signals to the brain. Thus, DNP on drastically immair the enablity of life for people levine with this condition.

BAY 2395840 is an investigational oral antagonist of the bradykinin receptor B<sub>1</sub> ("BDKRB<sub>1</sub>"), which is known to play a role in pain perception.

Bayer has initiated a Phase II clinical trial to evaluate the safety and efficacy of EAY 2395840 in patients with DNP compared to placebo. The phase II study is anticipated to run until the end of 2022.

Dr Cord Dohrmann, Chief Scientific Officer of Evotec, commented: "We are excited that Bayer is moving ahead with the Phase II clinical development of an axest from our multi-target research alliance. The role of the bradylism receptor is for pain reception is well documented. We are confident that the highly selective EDKREs antagonist BAY 2395840 stands a good chance to provide a new, urgently needed themselted toolton for DNP patients."

evotec

#RESEARCHNEVERSTOPS

FLEASE, 18 JANUARY 2022

## EVOTEC AND LILLY ENTER INTO DRUG DISCOVERY COLLABORATION IN METABOLIC

- ➤ COLLABORATION LEVERAGES EVOTEC'S BROAD METABOLIC EXPERTISE AND UNIQUE KIDNEY DISEASE PATIENT DATABASE AS WELL AS INTEGRATED DATA-DRIVEN DRUG DISCOVERY AND DEVLOPMENT PLATFORMS
- LILLY HAS THE RIGHT TO SELECT UP TO FIVE PROGRAMMES

#### Hamburg, Germany, 18 January 2022:

Evotec SE (Frankfurt Stock Exchange: EVT, MDAX/TecDAX, ISIN: DE0003664809; NASDAQ: EVO) announced today that the Company has entered into a drug discovery collaboration with Eli Lilly and Company ("Lilly") in the field of metabolic diseases with a focus on kidney diseases and diabetes.

The collaboration leverages Evotec's extensive experience and track record of delivering in the field of metabolic diseases, as well as its unique and extensive kidney disease patient database, to identify and validate promising novel targets for therapeutic intervention. Evotec will be responsible for the discovery of potential drug candidates for the treatment of diabetes and chronic kidney diseases from targets identified by Lilly or by Evotec. Lilly reserves the right to select up to five programmes developed within this partnership and to continue with any subsequent development, clinical validation and commercialisation.

The collaboration initially runs for a term of three years. In addition to an undisclosed upfront payment, Evotee will be eligible to receive success-based discovery development, regulatory and commercial milestone payments of up to US\$ 180 m per programme, as well as tiered royalties on net sales of any products resulting from the collaboration, for a potential overall value up to US\$ 1 bn.

Dr Cord Dohrmann, Chief Scientific Officer of Evotee, commented: "We are excited to enter into this research partnership with Lilly. Over a period of several years, Evotec has systematically built a proprietary patient database by conducting multi-omics analyses of biospecimens from patient biobanks covering metabolic and kidney diseases. Evotec's patient-derived molecular data in combination with our evotec

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ELEASE, 25 JANUARY 2022

#### EVOTEC ENTERS IPSC-BASED DRUG DISCOVERY PARTNERSHIP WITH BOEHRINGER INGELHEIM IN OPHTHALMOLOGY

- ▶ PARTNERSHIP LEVERAGES EVOTEC'S HUMAN IPSC-BASED PHENOTYPIC SCREENING AND PANOMICS PLATFORMS
- ▶ AIM IS TO IDENTIFY AND VALIDATE PROMISING TARGETS AND NEW APPROACHES FOR THERAPEUTIC INTERVENTIONS

#### Hamburg, Germany, 25 January 2022:

Evotes SE (Frankfurt Stock Exchange: EVT, MDAX/TecDAX, ISIN: DE2005664809; NASDAQ: EVO) announced today that the Company has entered a target and drug discovery partnership with Boehringer Ingelheim, focusing on induced pluripotent stem cell (TPSCT)-based disease modelling for ophthalmologic disorders. Millions of people are affected by vision-related diseases worldwide, and there is a high unmet need for novel therapeutic solutions.

Through phenotypic screening of human iPSC-derived cells, supported by Evotec's PanOmics platform, Evotec will identify small molecules able to modulate disease phenotypes, and then validate the underlying promising targets for potential therapeutic interventions. Boehringer Ingelheim will then continue with the discovery and development of potential therapeutic candidates. Besides an undisclosed upfront and FTE-based research payment, Evotec will continue to benefit from the successful further development of the candidates in the form of milestones and lawered roadlises.

#### Dr Cord Dohrmann, Chief Scientific Officer of Evotec, commented: "We

are excited to utilise our unique iPSC- and PanOmics-based approaches to ophthalimologic diseases in this new partnership with Boehringer Ingelheim. Phenotypic screening approaches have a long history of delivering highly effective drugs based on novel molecular mechanisms. Phenotypic screens based on human iPSC-derived disease models combined with our unbiased PanOmics readouts are more likely to deliver disease relevant drugs than any other cell-based screening approach." evotec

#RESEARCHNEVERSTOPS

ASE, 11 JANUARY 2022

# EVOTEC EXPANDS NEUROSCIENCE COLLABORATION WITH BRISTOL MYERS SQUIBB TO INCLUDE NEW TARGETED PROTEIN DEGRADATION APPROACH

- ➤ EXPANSION LEVERAGES A PROPRIETARY EVOTEC PLATFORM IN THE FIELD OF TARGETED PROTEIN DEGRADATION TO TACKLE SELECTED TARGETS WITH BEI EVANCE FOR A BANGE OF NEIRODEGENERATIVE CONDITIONS
- ▶ EVOTEC RECEIVES PAYMENTS OF IN TOTAL US\$ 15 M FROM BRISTOL MYERS SQUIBB

#### Hamburg, Germany, 11 January 2022:

Evotec SE (Frankfurt Stock Exchange: EVT, MDAX/TecDAX, ISIN: DE0005664809; NASDAQ: EVO) announced today that the Company has expanded its neurodegeneration collaboration with Bristol Myers Squibb (NYSE:BMY) with the initiation of discovery and development efforts regarding a new strategy to tackle neurodegenerative diseases including Alzheimer's through a novel approach to targeted protein degradation. Evotec receives payments totalling US\$ 15 m from Bristol Myers Squibb.

Under the expansion, Bristol Myers Squibb increases its access to a novel targeted protein degradation approach. The focus will be on selected targets that are relevant to a range of neurodegenerative conditions.

#### Dr Cord Dohrmann, Chief Scientific Officer of Evotec, commented: "Our

collaboration with Bristol Myers Squibb in the field of neurodegenerative disease continues to be highly productive. Many neurodegenerative diseases are driven by disease-causing proteins which have proven to be elasive to traditional drug discovery approaches. We are committed to continuously explore novel drug targeting mechanisms and modalities and are delighted to have a strong partner with BMS in this endeavour."

The neurodegeneration collaboration between Evotec and Bristol Myers Squibb was initiated in December 2016 with the goal of identifying disease-modifying treatments for a broad range of neurodegenerative diseases. Currently approved drugs only offer short-term management of the patients' symptoms despite a huge unmet medical evotec

#RESEARCHNEVERSTOPS

ELEASE, 03 JANUARY 20

#### EVOTEC RECEIVES € 7.5 M GRANT FOR DEVELOPMENT OF COVID-19 THERAPEUTIC

- ▶ EVOTEC RECEIVES A € 7.5 M GRANT FROM THE GERMAN FEDERAL MINISTRY OF EDUCATION AND RESEARCH ("BMBF") FOR THE DEVELOPMENT OF A THERAPEUTIC AGAINST COVID-19
- ▶ EVOTEC IS DEVELOPING A HIGHLY POTENT IMMUNOMODULATORY MOLECULE THAT HOLDS THE POTENTIAL TO AMPLIFY THE IMMUNE RESPONSE AND REDUCE THE RISK OF DIFFICULT DISEASE PROGRESSION AND HOSPITALISATION

#### Hamburg, Germany, 03 January 2022:

Evotes SE (Frankfurt Stock Exchange: EVT, MDAX/TecDAX, ISIN: DE0005664809; NASDAQ: EVO) announced today that the Company has been selected by the German Federal Ministry of Education and Research ("BMBF") to receive a grant for the development of EVT075, a potential first-in-class immunomodulatory therapy against COVIII-19. Evote is one of three companies receiving a highly competitive grant as part of a new initiative by the BMBF to support the clinical development of novel therapeutic candidates against COVIII-19.

Under the C 7.5 m grant, Evotec will use clinical material manufactured within its Just – Evotec Biologics manufacturing platform to initiate the clinical development of a potentially highly potent immunomodulatory molecule. Utilising the assays developed as part of the Company's global Pandemie Preparedness and Rapid Response initiative "PRROTECT". Evotec has demonstrated potent activity of the molecule in pre-clinical in-vitro studies. The molecule has shown great potential to produce a powerful antiviral response against infections with SARS-CoV-2 ("coronavirus"). By amplifying the immune response against coronavirus infections, the molecule can potentially reduce the viral load. Thus, the early administration of this biologic may significantly lower the risk of a severe progression of COVID-19 that requires hospitalisation of patients.

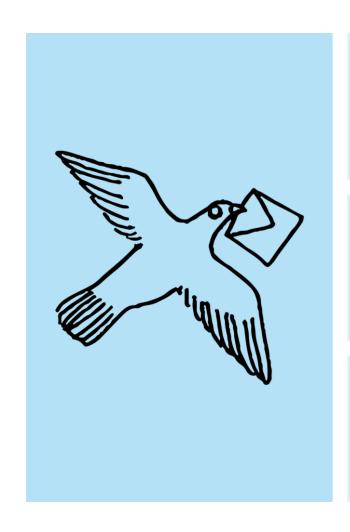
Evotec intends to use the grant to initiate clinical studies assessing the safety and efficacy of the compound and to determine the optimal dose-range in healthy volunteers as well as COVID-19 patients.

Dr Werner Lanthaler, Chief Executive Officer of Evotec, commented: "As we enter the third year of the COVID-19 pandemic, it has become apparent that



## Setting the pace to accelerate growth along Action Plan 2025

Selected key events to watch 2022



## R&D efficiency platforms

- Undisrupted growth in line with AP 2025; Continued double digit growth of base business (EVOiR&D)
- Significant capacity and value chain expansion for all modalities and sites

# Precision medicine platforms

- New strategic partnerships, important milestones, and expansions of coowned alliances; Multiple clinical trial initiations and progression of coowned pipeline; (EVOroyalty)
- Spin-Offs and investments along Building Blocks of AP 2025 (**EVO**equity)

## Just – Evotec Biologics

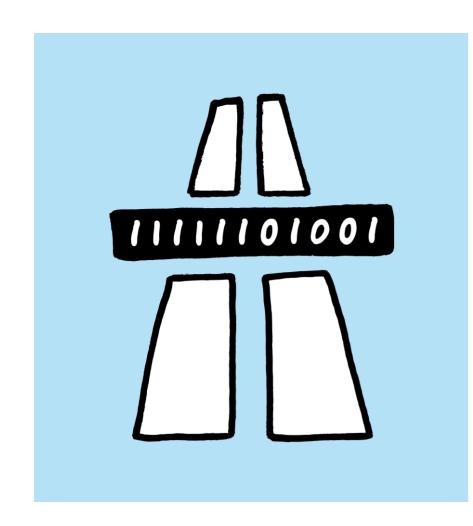
- Start of production J.POD<sup>®</sup> Redmond, WA (US); Start of construction J.POD<sup>®</sup> Toulouse, France (EU)
- Multiple new partnerships (EVOaccess)

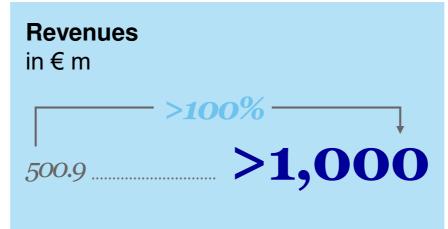


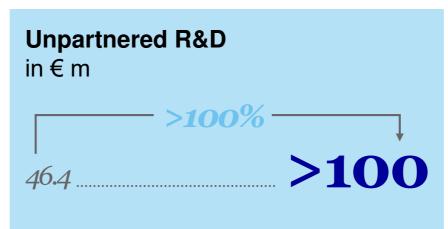
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## Our mid-term aspirations are "... just the beginning"

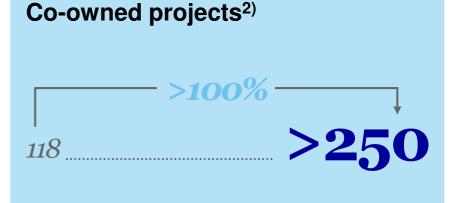
2020-2025e Key Performance Indicator goals











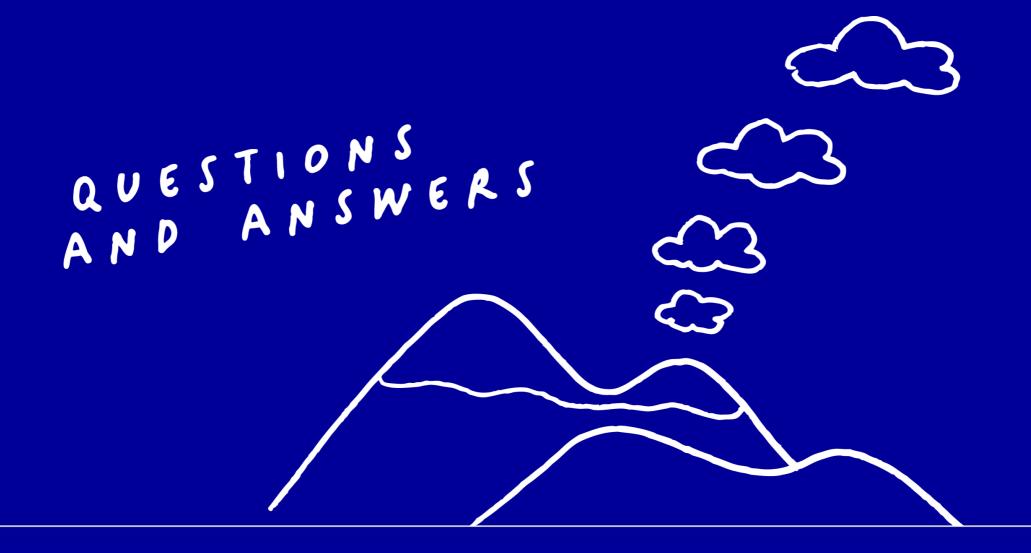


# **Upcoming important dates**

Financial calendar 2022

Quarterly Statement Q1 2022	11 May 2022	evotec ************************************
Virtual Annual General Meeting 2022	22 June 2022	SETTING Evotec SE
Half-year 2022 Interim Report	11 August 2022	SUSTAINABILITY REPORT 2021
Quarterly Statement 9M 2022	09 November 2022	Full annual report and sustainability report 2021 available for download on 26 April 2022







# Appendix



## **Profit & Loss Statement**

31 December 2021 vs. 31 Dec. 2020 – Evotec SE consolidated

in k€ except share and per share data	Year ended 31 December 2021	Year ended 31 December 2020
Revenues	618 034	500 924
Costs of revenue	(466 491)	(375 181)
Gross profit	151 543	125 743
Operating income and (expenses)		
Research and development expenses	(72 200)	(63 945)
Selling, general and administrative expenses	(105 445)	(77 205)
Impairment of intangible assets	(683)	(3 244)
Impairment of goodwill	_	_
Other operating income	73 472	72 175
Other operating expenses	(5 691)	(4 968)
Total operating income and (expenses)	(110 547)	(77 187)
Operating income	40 996	48 556
Total non-operating income (expense)	195 984	(22 716)
Total taxes	(21 470)	(19 562)
Net income	215 510	6 278
thereof attributable to:		
Shareholders of Evotec SE	215 510	6 278
Non-controlling interest	<del>-</del>	<del>-</del>
Weighted average shares outstanding	166 405 926	153 752 241
Net income per share (basic)	1,30	0,04
Net income per share (diluted)	1,30	0,04



## **Balance Sheet**

31 December 2021 vs. 31 Dec. 2020 – Evotec SE consolidated

in k€	as of 31 December 2021	as of 31 December 2020
ASSETS		
Current assets		
Cash and cash equivalents	699 326	422 580
Investments	158 908	59 350
Trade accounts receivables	132 078	79 005
Prepaid expenses and other current assets	39 895	30 404
Other	70 733	67 505
Total current assets	1 100 940	658 844
Non-current assets		
Long-term investments	268 793	19 289
Long-term investments accounted for using the equity method	13 068	39 710
Property, plant and equipment	484 597	337 297
Intangible assets, excluding goodwill	30 851	98 036
Goodwill	257 569	247 370
Other	79 343	61 791
Total non-current assets	1 134 221	803 493
Total assets	2 235 161	1 462 337
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities		
Current loan liabilities	36 136	15 392
Current portion of lease obligations	14 473	14 616
Trade accounts payable	72 598	42 549
Provisions	39 260	41 848
Contract liabilities	112 061	66 477
Other	49 988	27 577
Total current liabilities	324 516	208 459
Non-current liabilities:		
Non-current loan liabilities	326 344	331 019
Long-term lease obligations	135 964	130 938
Contract liabilities	33 476	22 437
Other	37 176	45 028
Total non-current liabilities	532 960	529 422
Equity attributable to shareholders of Evotec SE	1 377 685	724 456
Non-controlling interest		-
Total stockholders' equity	1 377 685	724 456
Total liabilities and stockholders' equity	2 235 161	1 462 337
34,		



## **Cash Flow Statement**

31 December 2021 vs. 31 Dec. 2020 – Evotec SE consolidated

in k€	2021	2020
Cash flows from operating activities		
Net income	215 510	6 278
Depreciation of property, plant and equipment	55 596	42 122
Amortisation of intangible assets	12 012	13 936
Depreciation of current assets	2 791	160
Impairment of intangible assets	683	3 244
Fair value adjustments on long-term investments	(223 791)	(1 500)
Accounts receivables	(48 032)	(4 178)
Inventories	(11 653)	(3 631)
Accounts payable	31 341	2 165
Contract liabilities and deferred income	63 083	(14 618)
Other	24 697	743
Net cash provided by operating activities	122 237	44 721
Cash flows from investing activities		
Purchase of current investments	(123 696)	(70 932)
Purchase of property, plant and equipment	(118 943)	(99 072)
Other	(1 216)	14 915
Net cash used in investing activities	(243 855)	(155 089)
Net cash provided by (used in) financing activities	398 430	246 409
Net increase (decrease) in cash and cash equivalents	276 812	136 041
Exchange rate difference	(66)	9 505
Cash and cash equivalents at beginning of year	422 580	277 034
Cash and cash equivalents at end of the period	699 326	422 580
Supplemental schedule of non-cash activities		
Additions to leases	14 292	68 044



#### Your contact:

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