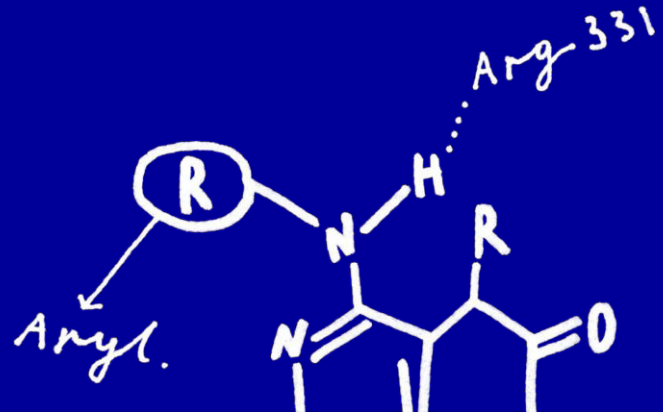


Evotec – Leading external innovation



Forward-looking statement

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.

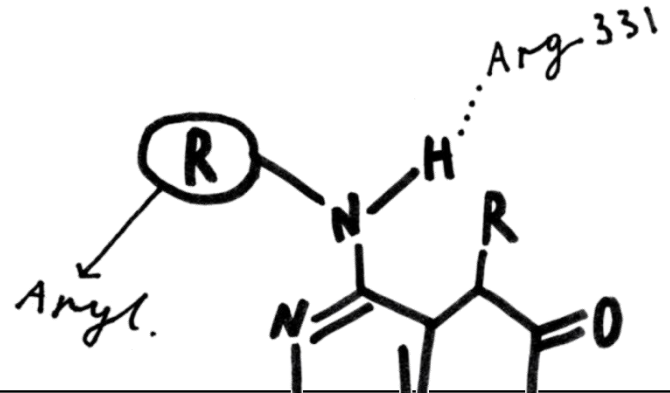
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Overview

EVT Execute

EVT Innovate

Financials & Outlook



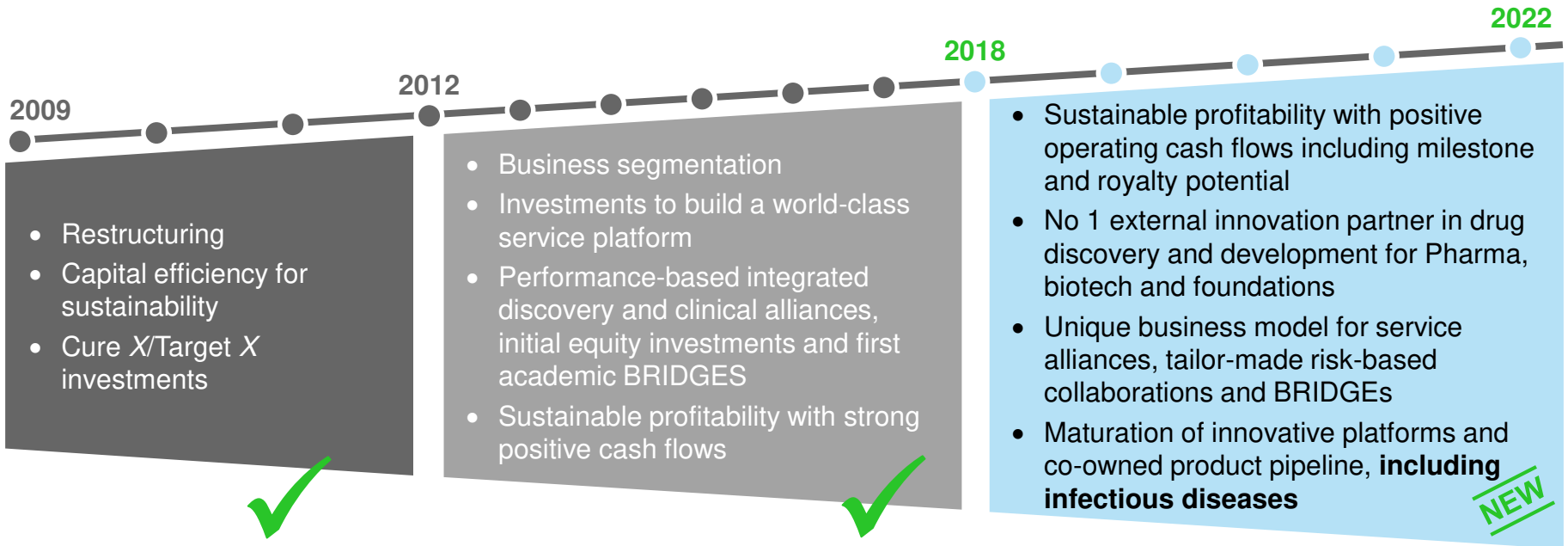
Leading external innovation to accelerate new drugs

Evotec at a glance

- Evotec delivers a **fast growing and profitable** drug discovery and development business to Pharma, biotech and foundations
- Evotec and its partners are progressing a pipeline of **approx. 100 co-owned first-in-class projects** in major indications
- With **>2,100 scientists**, Evotec is building a leading portfolio of drug discovery platforms and drug discovery projects

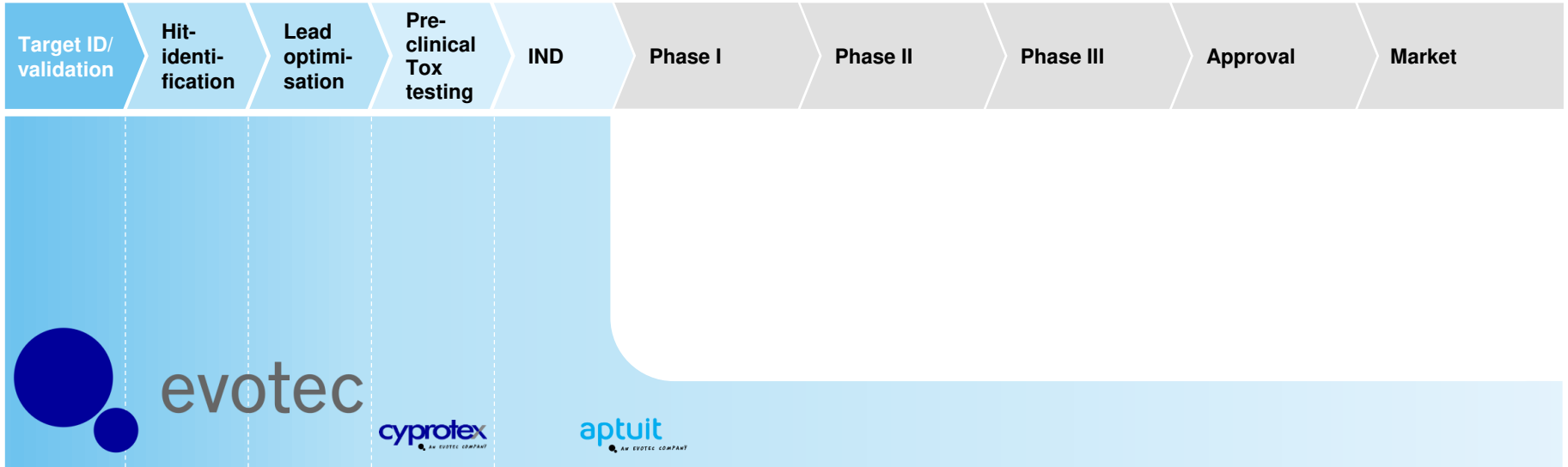
Consequent and fast forward – AP 2022

“Action Plan 2022 – Leading External Innovation” – The strategic goals



“One stop partner” for external innovation






Evotec’s integrated offering and core competences along the value chain



Evotec offers end-to-end platform solutions including **INDiGO** and high-end CMC manufacturing

Unique disease expertise coming together

Global footprint – Evotec’s centres of excellence

Hamburg (HQ), Göttingen, Munich (Germany)	Abingdon, Alderley Park (UK)	Toulouse + Lyon (France)	Verona (Italy), Basel (CH)	Princeton, Watertown, Branford (USA)
<p>~520 employees</p>	<p>~650 employees</p>	<p>~370 + ~100 employees</p>	<p>~610 employees</p>	<p>~110 employees</p>
<ul style="list-style-type: none"> • Hit identification • <i>In vitro</i> & <i>in vivo</i> biology • Chemical proteomics and Biomarker discovery and validation • Cell & protein production • Antibody discovery 	<ul style="list-style-type: none"> • Medicinal chemistry • ADME-Tox, DMPK • Structural biology • <i>In vitro</i> & <i>in vivo</i> anti-infective platform/screening • Process development • CMC and Commercial manufacture • Pre-formulation 	<ul style="list-style-type: none"> • Compound management • Hit identification • <i>In vitro</i> & <i>in vivo</i> oncology • Medicinal chemistry • ADME & PK • Cell, protein & antibody production • Anti-infective platform 	<ul style="list-style-type: none"> • Hit identification • <i>In vitro</i> & <i>in vivo</i> biology • Medicinal Chemistry • ADME-Tox, DMPK • Biomarker discovery and validation • INDiGO • CMC • <i>In vitro</i> & <i>in vivo</i> anti-infective platform 	<ul style="list-style-type: none"> • Compound ID, selection and acquisition • Compound QC, storage and distribution • Cell & protein production • ADME-Tox, DMPK
				

ONE stop-shop for external innovation

The business model – EVT Execute & EVT Innovate



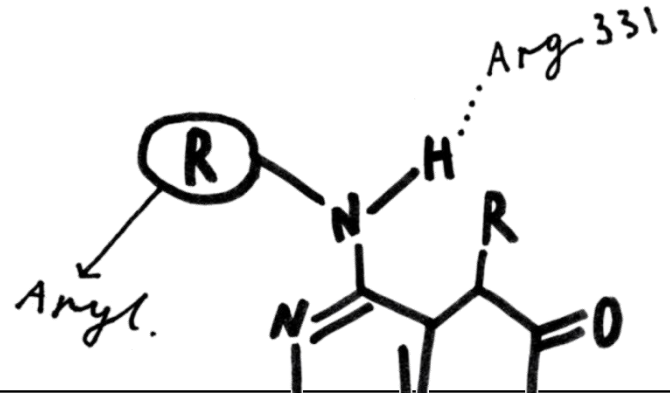
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EVT Execute

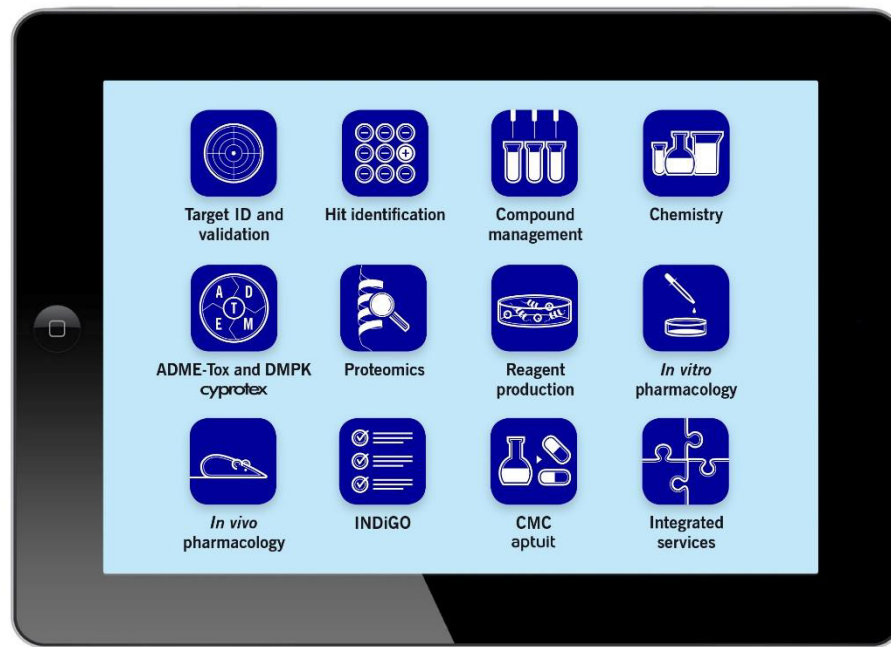
EVT Innovate

Financials & Outlook



No 1 in quality and R&D efficiency

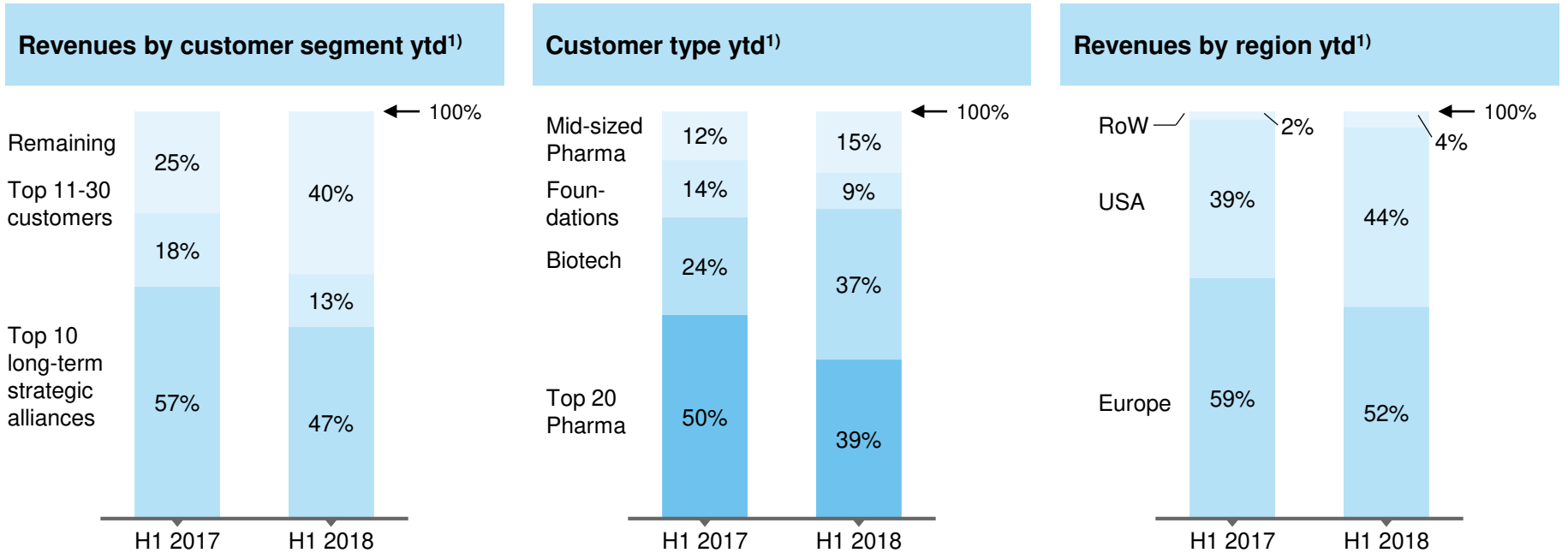
EVT Execute – Comprehensive integrated service offering



Balanced customer mix

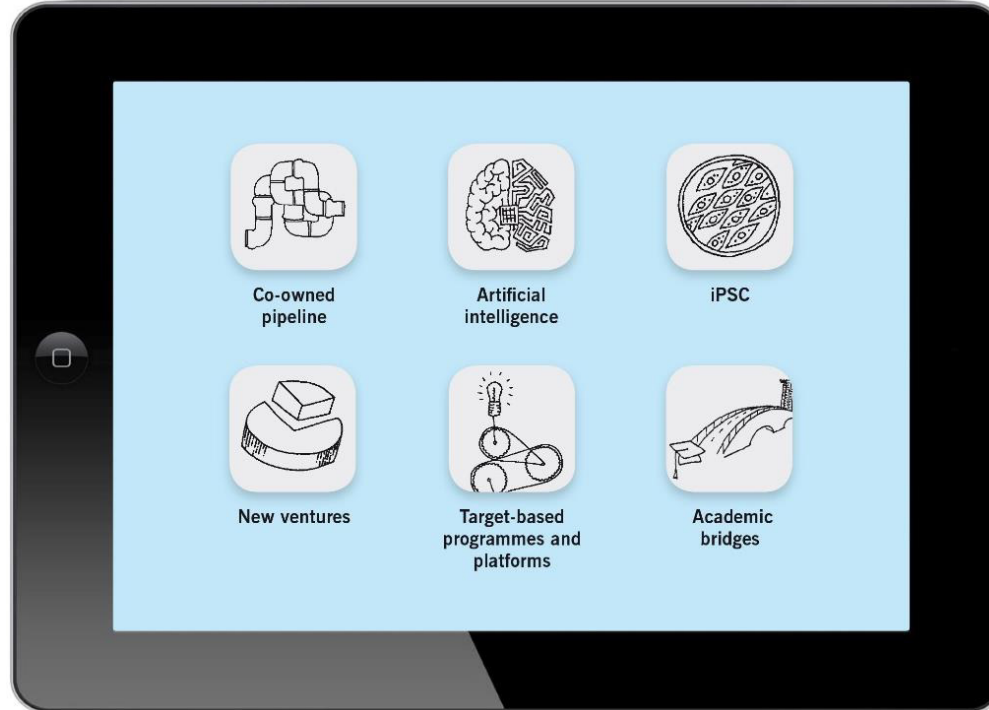
EVT Execute – Selected KPIs H1 2018

in %









































Building co-owned pipeline with superior platforms and first-in-class targets

EVT Innovate – Initiatives



Fully invested co-owned pipeline with approx. 100 programmes

Partnership portfolio

	Molecule	Therapeutic Area / Indication	Partner	Discovery	Pre-clinical	Phase I	Phase II
Clinical	EVT201	CNS – Insomnia					
	BAY-1817080	Chronic cough					
	EVT401	Immunology & Inflammation					
	ND ¹⁾	Oncology					
	ND ¹⁾	Oncology					
	Various	Women's health – Endometriosis					
	Various	Women's health – Endometriosis					
	Various	Women's health – Endometriosis					
	ND ¹⁾	Immunology & Inflammation					
	Various	Oncology					
ND ¹⁾	Respiratory						
Pre-clinical	ND ¹⁾	CNS – Pain					
	ND ¹⁾	Immunology & Inflammation					
	ND ¹⁾	Oncology					
	ND ¹⁾	Respiratory					
	Various	Women's health – Endometriosis					
	EVT801	Oncology					
	EVT701	Oncology					
	EVT601	Oncology					
	Various ND ¹⁾	Oncology – Immunotherapy	 				
	Various	Anti-infectives	 >5 programmes				
Various	CNS, Metabolic, Pain & Inflammation	>10 further programmes					
Discovery	Various ND ¹⁾	Nephrology					
	Various ND ¹⁾	Immunology & Inflammation					
	Various ND ¹⁾	Metabolic – Diabetes (type 2/1)	 				
	Various ND ¹⁾	Metabolic – Diabetes (type 2/1)					
	Various ND ¹⁾	Nephrology					
	Various ND ¹⁾	Metabolic – Diabetes					
	Various	Oncology					
	Various	Immunology & Inflammation – Tissue fibrosis					
	Various	Neurodegeneration					
	LpxC inhibitor	Anti-bacterial					
	Various	All indications					
	INDY inhibitor	Metabolic					
	Various	Fibrotic disease					
Various	Antiviral						
Various	Anti-infectives	 >10 programmes					
Various	Internal: Oncology, CNS, Metabolic, Pain & Inflammation	>30 further programmes					

Partnership in targeted protein degradation

Celgene & Evotec – Protein Degradation

- Attractive and promising approach addressing “undruggable” targets via **targeted protein degradation**
- Leveraging Evotec’s proprietary Panomics platform, including data analytics platform ‘PanHunter’
- Activities mainly executed at Munich (Germany) and Toulouse (France) sites
- Commercial: Undisclosed upfront payment, significant milestone payments as well as tiered potentially double-digit royalties on each licensed programme to Evotec; Celgene holds exclusive opt-in rights

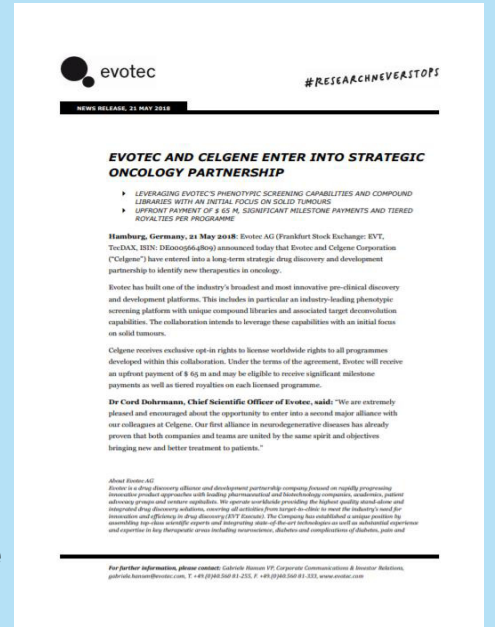


Long-term strategic solid tumour partnership

Celgene & Evotec – Expansion of relationship into oncology

Strategic oncology partnership with Celgene

- Long-term strategic drug discovery and development partnership to identify new therapeutics in oncology
- Initial focus on solid tumours, leveraging an industry-leading phenotypic screening platform with unique compound libraries and associated target deconvolution capabilities
- Activities to be mainly executed at Munich/Göttingen (Germany) and Toulouse (France) sites
- Commercial: \$ 65 m upfront payment from Celgene to Evotec, Evotec eligible to receive significant milestone payments as well as tiered royalties on each licensed programme
- Celgene holds exclusive opt-in rights to license worldwide rights to all programmes developed within this collaboration



Ground-breaking initiative to combat ID

Sanofi & Evotec – Definitive agreement closed effective 01 July 2018

Pipeline & Innovation

- Addition of > 100 scientists with significant expertise and capabilities in infectious diseases in Lyon
- Addition of a pipeline of > 10 research and early-stage development projects
- Open innovation R&D platform in infectious diseases

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

Next steps

- Focus on pipeline acceleration
- Signing of future alliances with business partners

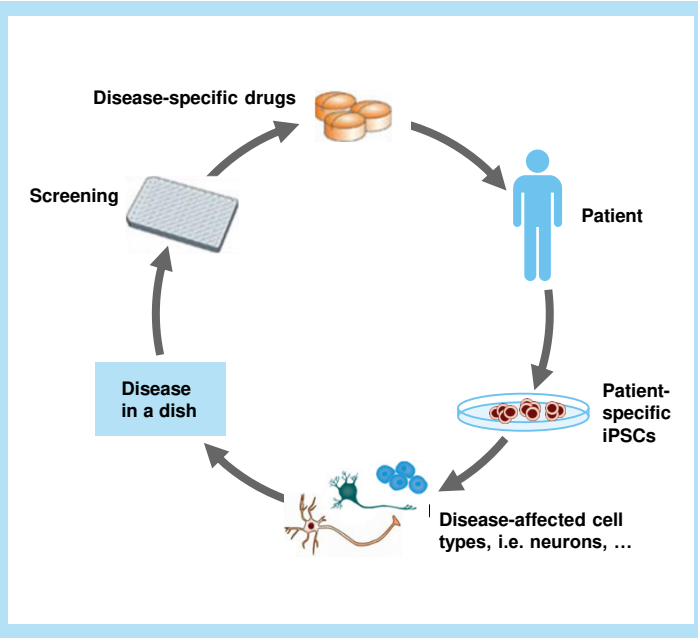


Global leadership in iPSC

Strong focus on iPSC¹⁾ platform

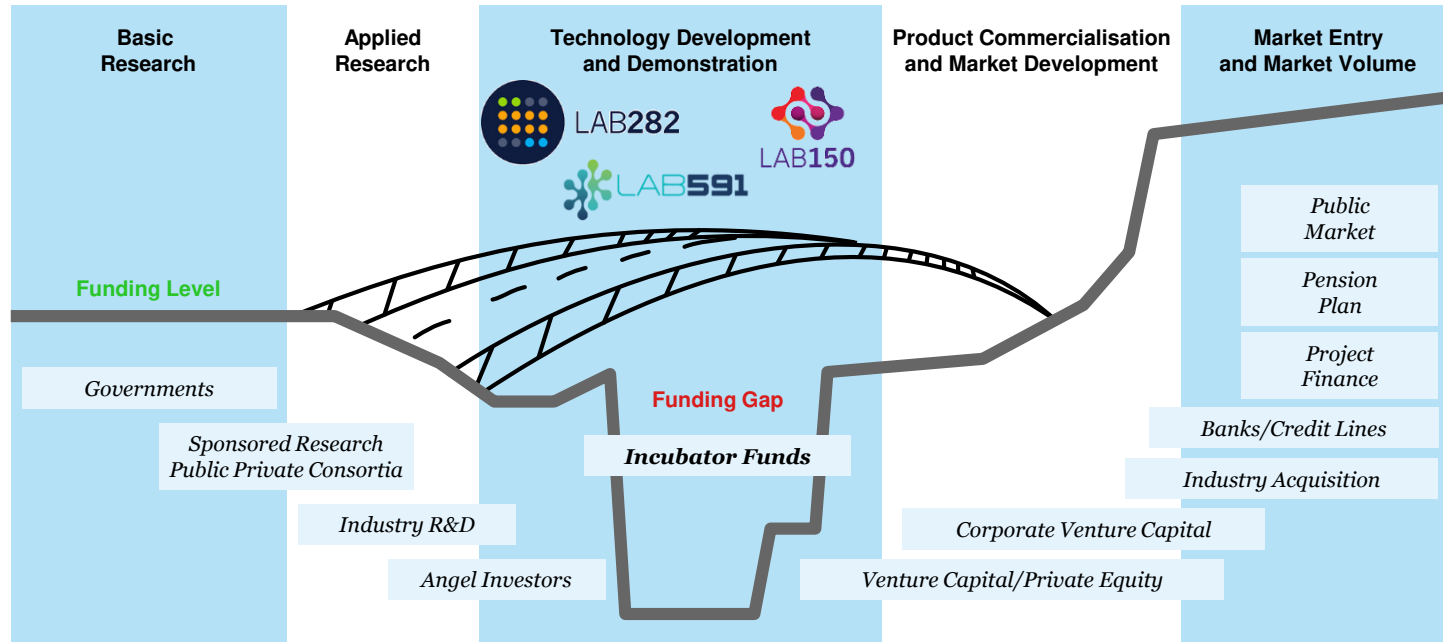
“IPS cells can become a powerful tool to develop new drugs to cure intractable diseases because they can be made from patients’ somatic cells.”

Shinya Yamanaka



Building BRIDGES over the “Valley of death“

The funding gap



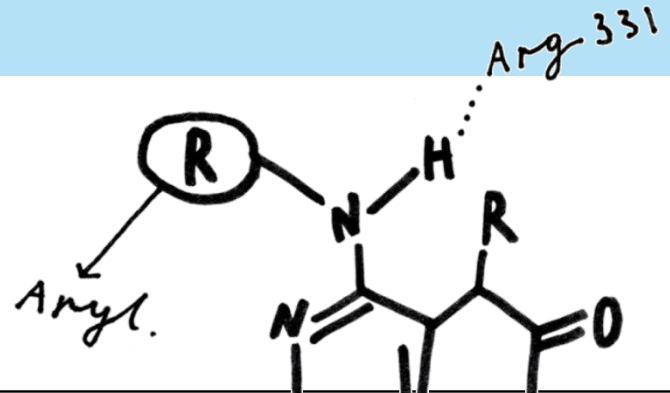
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EVT Execute

EVT Innovate

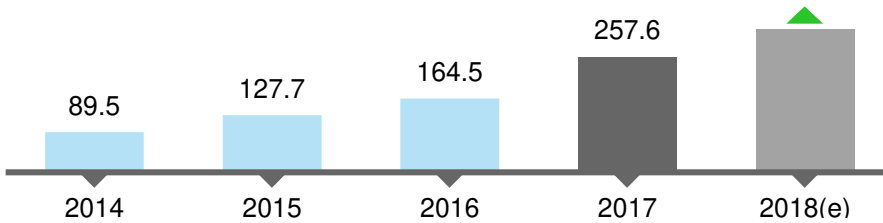
Financials & Outlook



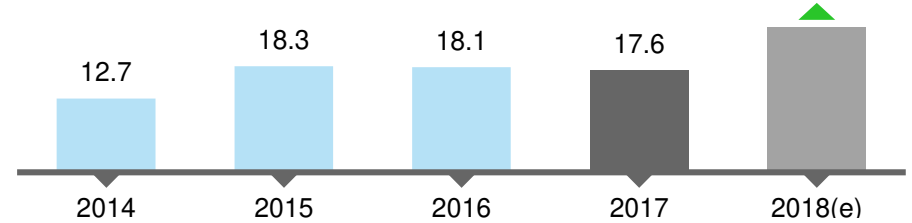
Strong performance continues

Financial history 2014-2018 (e) – Selected performance indicators

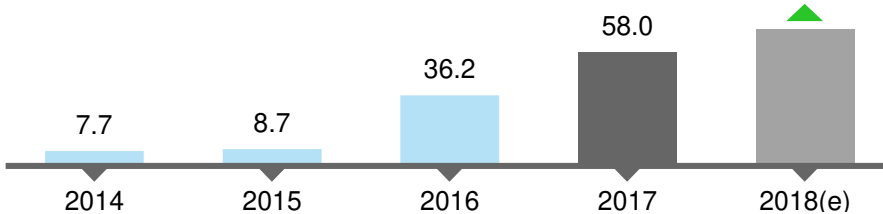
Total Group revenues (in € m)



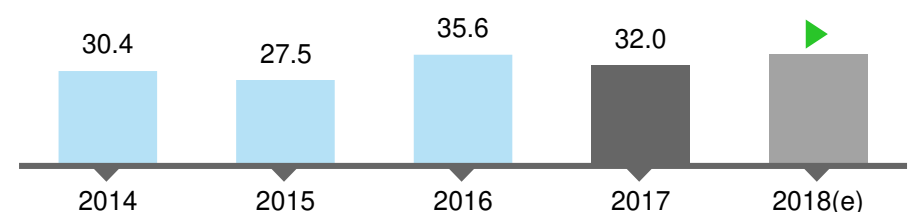
R&D expenses (in € m)



Adjusted Group EBITDA (in € m)



Gross margin¹⁾ (in %)



Increased momentum in both segments

Segment information H1 2018 – Evotec AG and subsidiaries

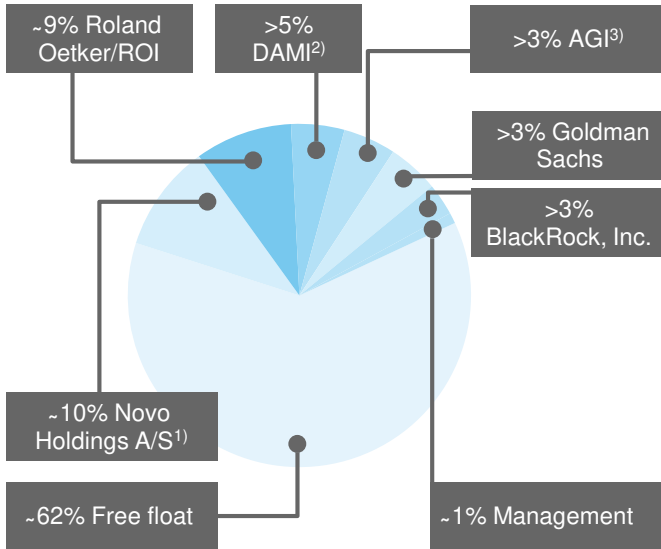
in € m¹⁾

	EVT Execute	EVT Innovate	Inter- segment elimination	Evotec Group
Revenues	163.3	32.0	(21.5)	173.8
Gross margin	22.4%	50.4%		28.9%
• R&D expenses	(0.4)	(12.0)	2.4	(10.0)
• SG&A expenses	(23.3)	(3.8)	–	(27.1)
• Impairment of intangible assets	–	(4.2)	–	(4.2)
• Other op. income (expenses), net	9.1	3.6	–	12.7
Operating income	21.9	(0.2)	–	21.7
Adjusted EBITDA²⁾	36.3	2.3		38.6

- New business mix with different margin since Aptuit acquisition
- Growth in EVT Execute driven by base business and contribution from Aptuit acquisition
- Gross margin in EVT Execute strong despite amortisation of intangible assets and adverse FX
- EVT Innovate boosted by milestones and positive base revenue growth
- Significantly higher R&D tax credits

Strong team and shareholders for innovation

Management & shareholder structure



Number of shares: 147.6 m

Listing: Frankfurt Stock Exchange (TecDAX), OTCBB

52 week high/low: € 22.78/€ 11.52

Management Board

- **Werner Lanthaler (CEO)**
Long-time experience in Pharma & biotech
- **Enno Spillner (CFO)**
Long-time experience in finance & biotech
- **Mario Polywka (COO)**
Strong operational & commercial management track record
- **Cord Dohrmann (CSO)**
Long-time experience in drug discovery and business development

Supervisory Board

- **Wolfgang Plischke**
Ex-Bayer
- **Bernd Hirsch**
Bertelsmann
- **Claus Braestrup**
Ex-Lundbeck
- **Iris Löw-Friedrich**
UCB
- **Michael Shalmi**
Novo Holdings A/S¹⁾
- **Elaine Sullivan**
Carrick Therapeutics

“Guidance confirmed, R&D guidance updated following ID initiative¹⁾”

Guidance 2018

1	Double-digit top-line growth	<ul style="list-style-type: none">• More than 30% Group revenue growth
2	Profitable and growing	<ul style="list-style-type: none">• Adjusted Group EBITDA²⁾ expected to improve by approx. 30%
3	Focused investments	<ul style="list-style-type: none">• Group R&D expenses of € 35-45 m¹⁾ (previously: € 20-30 m)

UPDATED

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