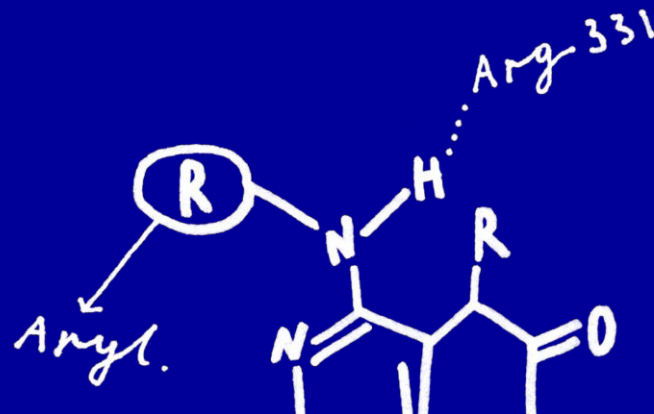


Evotec – Leading external innovation



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.

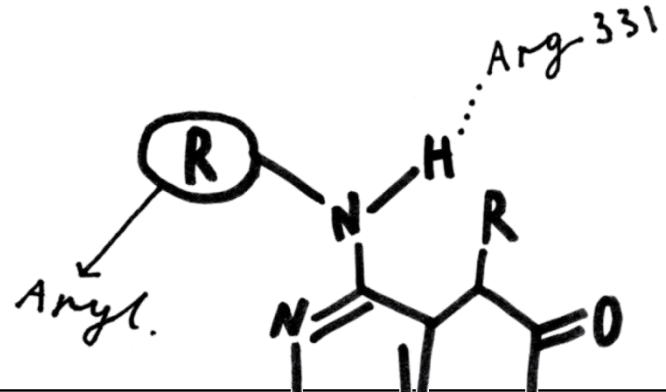
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EVT Execute

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

The macro trend in R&D productivity is just starting

Market dynamics in external innovation

Key growth drivers

Capital efficiency

Switch from fixed costs to variable business models

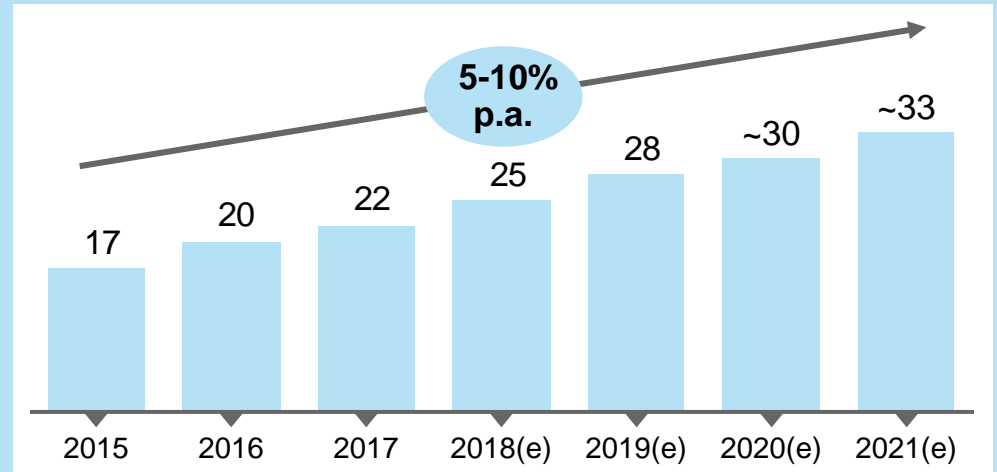
Capital elasticity

Ability to adjust investments proportional to portfolio needs & data points



Macro trend in R&D outsourcing

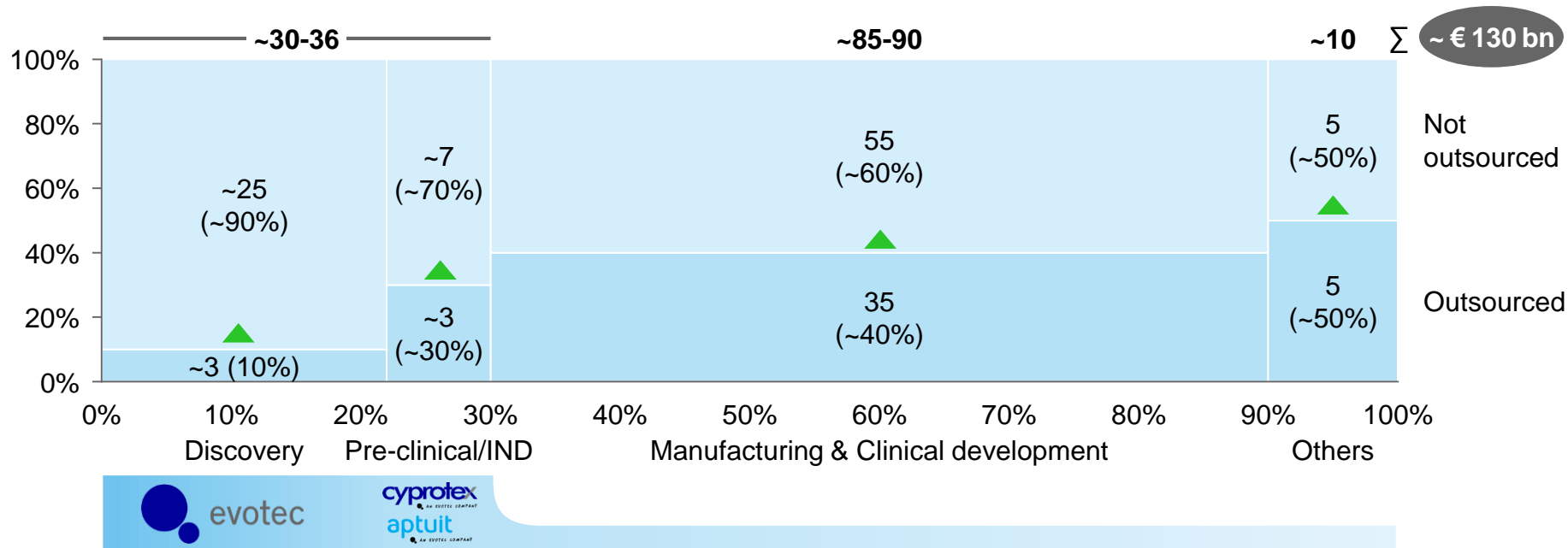
Market overview – Revenues, in € bn



R&D holds great potential for further outsourcing

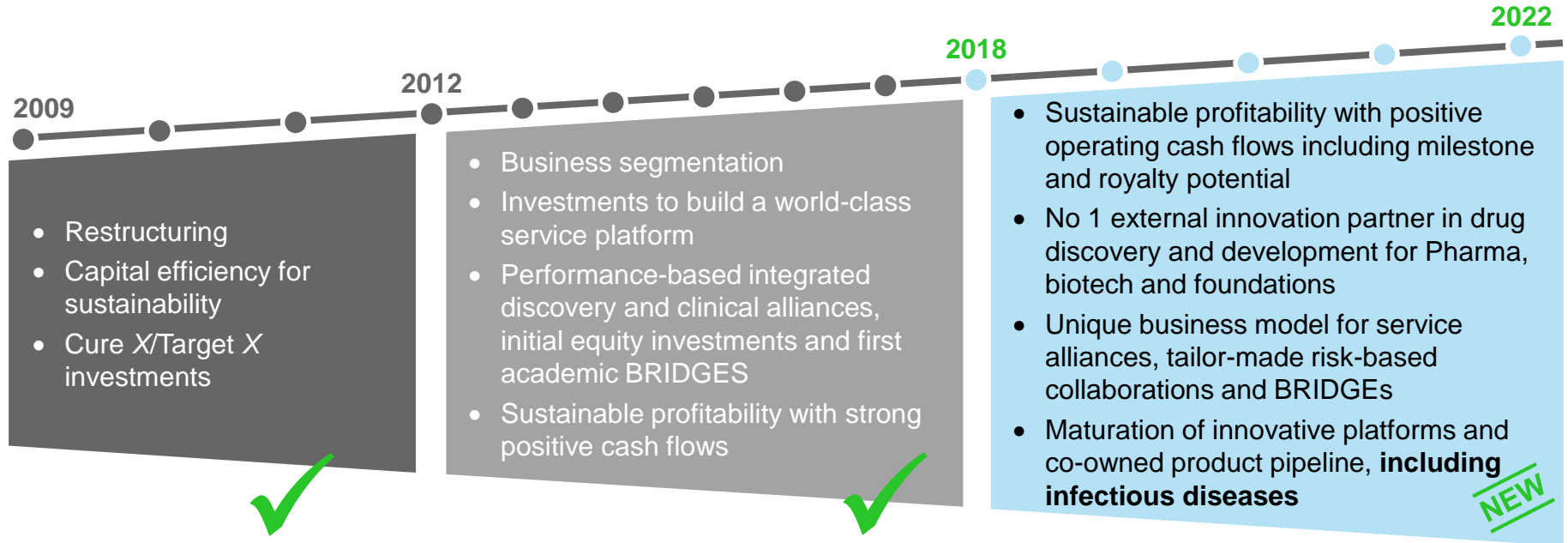
R&D outsourcing market by stage

in € bn



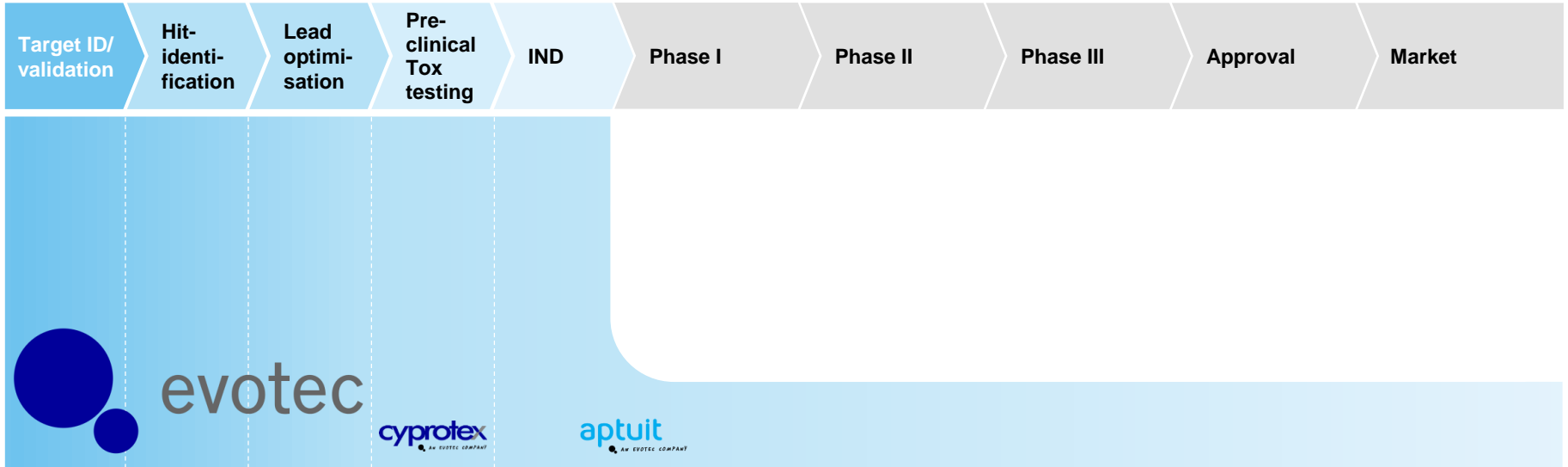
Consequent and fast forward – AP 2022

“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 business model for high value generation

Linking strategic goals with operational imperatives

Value generation from three initiatives



ACTION PLAN 2022

EVT Execute

- Expand critical mass, world-leading platforms, and maintain delivery culture
- Continued focus on operational excellence, innovation efficiency, long-term alliances
- Build most efficient translation into the clinic in the industry with INDiGO

EVT Innovate

- Expand co-owned pipeline larger than to > 100 assets
- Bring first co-owned assets close to market launch and first royalty incomes
- Increase predictiveness in discovery through disruptive technologies (e.g. Artificial Intelligence in drug discovery, iPSC,...)

Corporate acceleration

- Build portfolio of holdings with ~ 5-year value generation timeframe
- Expand BRIDGEs in USA and EU
- Successful integration of strategic measures and expand leadership positions through additional acquisitions or strategic alliances

Unique disease expertise coming together

Global footprint – Evotec's centres of excellence

**Hamburg (HQ),
Göttingen,
Munich (Germany)**

~520 employees

- Hit identification
- *In vitro* & *in vivo* biology
- Chemical proteomics and Biomarker discovery and validation
- Cell & protein production
- Antibody discovery



**Abingdon,
Alderley Park
(UK)**

~650 employees

- Medicinal chemistry
- ADME-Tox, DMPK
- Structural biology
- *In vitro* & *in vivo* anti-infective platform/screening
- Process development
- CMC and Commercial manufacture
- Pre-formulation



**Toulouse + Lyon
(France)**

~370 + ~100 employees

- Compound management
- Hit identification
- *In vitro* & *in vivo* oncology
- Medicinal chemistry
- ADME & PK
- Cell, protein & antibody production
- **Anti-infective platform**



**Verona (Italy),
Basel (CH)**

~610 employees

- Hit identification
- *In vitro* & *in vivo* biology
- Medicinal Chemistry
- ADME-Tox, DMPK
- Biomarker discovery and validation
- INDiGO
- CMC
- *In vitro* & *in vivo* anti-infective platform



**Princeton,
Watertown,
Branford (USA)**

~110 employees

- 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



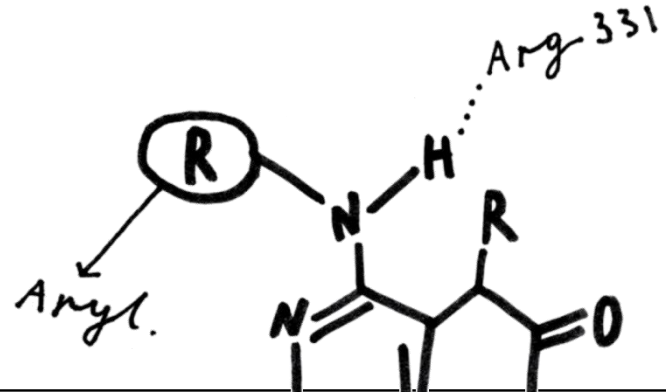
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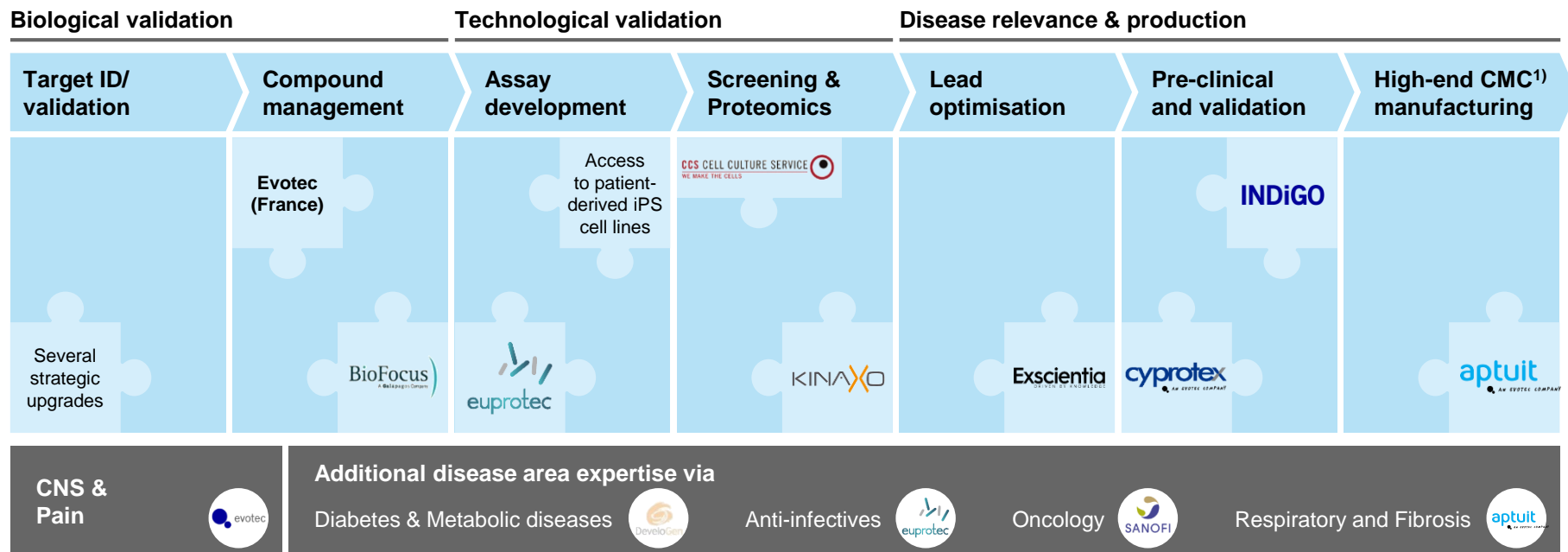
No 1 in quality and R&D efficiency

EVT Execute – Comprehensive integrated service offering



Integrated and systematic working on all modalities

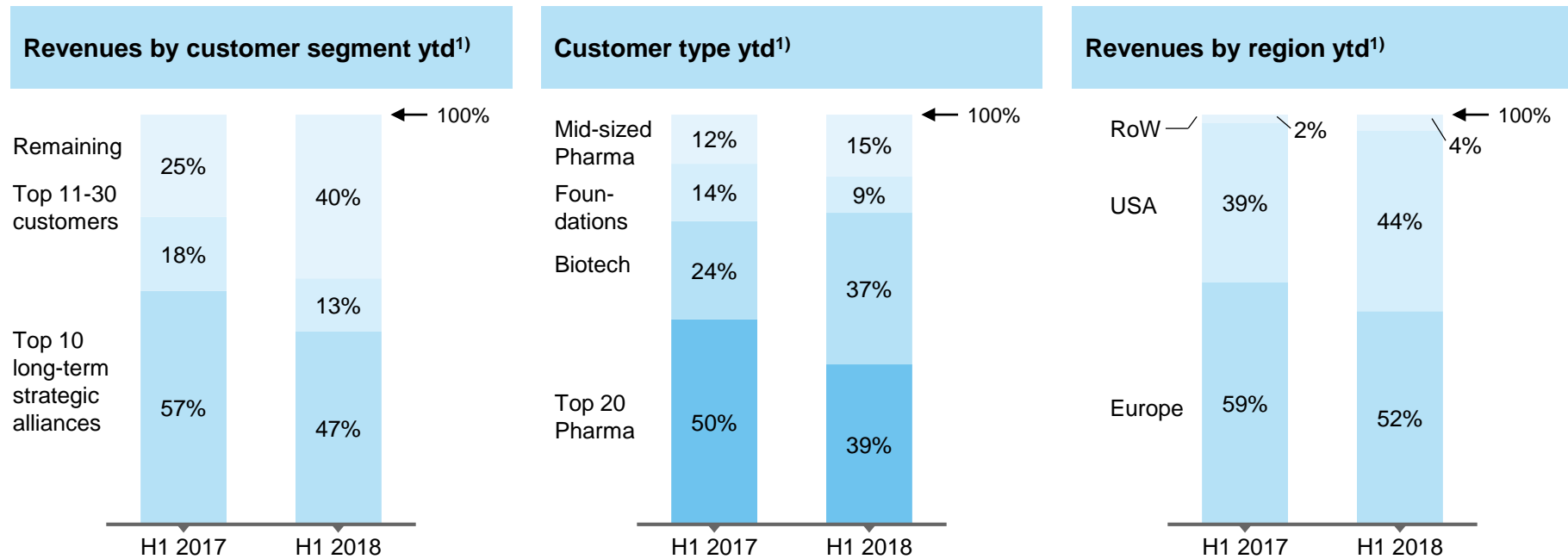
M&A/Capabilities upgrade along the value chain since 2010



Balanced customer mix

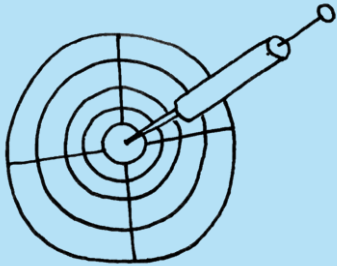
EVT Execute – Selected KPIs H1 2018

in %



Clear targets, strong outlook for 2018

EVT Execute – Expected key milestones 2018



- New long-term alliances integrating the offering of Aptuit, strategic launch of INDiGO ✓

- New performance-based integrated technology/disease alliances

- Expansion of foundations and biotech network in USA/Europe ✓

- Milestones from existing alliances ✓

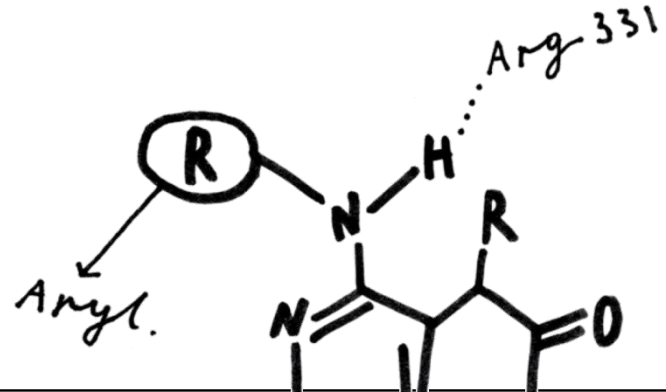
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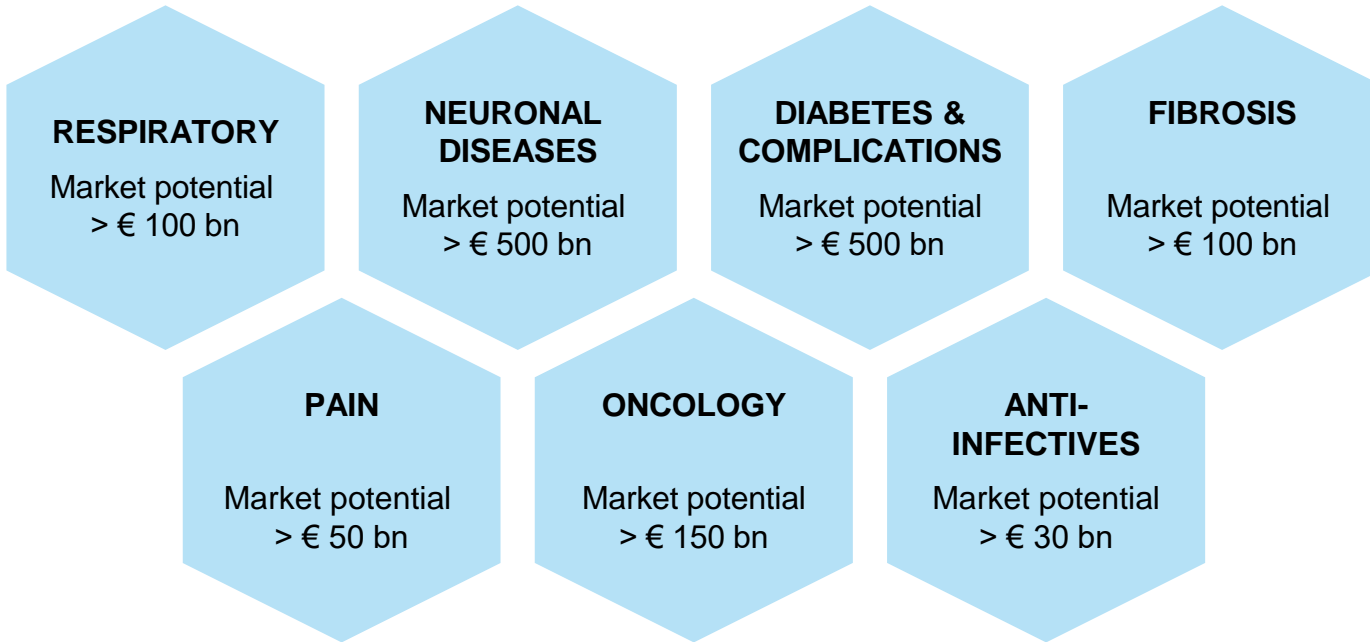
EVT Innovate

Financials & Outlook



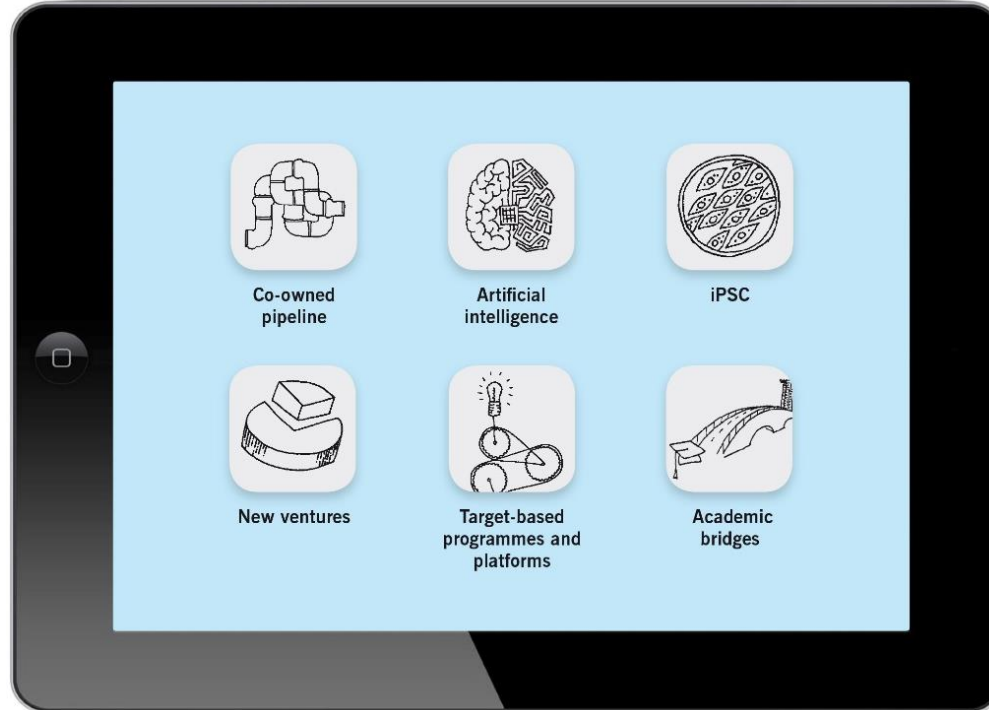
Addressing major market needs

EVT Innovate – Fields of core expertise






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

EVT Innovate – Initiatives



Approx. 100 co-owned projects across broad range of therapeutic areas

Co-owned portfolio

Value chain	Co-owned Discovery > 60 projects	Co-owned Pre-clinical > 25 projects	Co-owned Clinical > 10 projects
Ø Commercials	<ul style="list-style-type: none"> Ø € 1-10 m upfront and substantial research payments 	<ul style="list-style-type: none"> Ø € 150 m milestones per project 	<ul style="list-style-type: none"> Ø 8% royalties
Partners			

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	京翰药业				
	BAY-1817080	Chronic cough					
	EVT401	Immunology & Inflammation	SHENYANG				Phase II start
	ND ¹⁾	Oncology	Beckinger				
	ND ¹⁾	Oncology	Beckinger				
	Various	Women's health – Endometriosis	Beckinger				
	Various	Women's health – Endometriosis	Beckinger				
	Various	Women's health – Endometriosis	Beckinger				
	ND ¹⁾	Immunology & Inflammation	SECOND GENCODE				
	Various	Oncology	Caripick				
Pre-clinical	ND ¹⁾	Respiratory	Beckinger				
	ND ¹⁾	CNS – Pain	NOVARTIS				
	ND ¹⁾	Immunology & Inflammation	topas Therapeutics				
	ND ¹⁾	Oncology	Beckinger				
	ND ¹⁾	Respiratory	Beckinger				
	Various	Women's health – Endometriosis	Beckinger				
	EVT801	Oncology	SANOFI				
	EVT701	Oncology	SANOFI				
	EVT601	Oncology	SANOFI				
	Various ND ¹⁾	Oncology – Immunotherapy	SANOFI APEIRON				
Discovery	Various	Anti-infectives	evotec				
	Various	CNS, Metabolic, Pain & Inflammation	>5 programmes				
	Various ND ¹⁾	Nephrology					
	Various ND ¹⁾	Immunology & Inflammation					
	Various ND ¹⁾	Metabolic – Diabetes (type 2/1)	MedImmune AstraZeneca				
	Various ND ¹⁾	Metabolic – Diabetes (type 2/1)					
	Various ND ¹⁾	Nephrology	AstraZeneca				
	Various ND ¹⁾	Metabolic – Diabetes	SANOFI				
	Various	Oncology	Beckinger				
	Various	Immunology & Inflammation – Tissue fibrosis	Beckinger				
	Various	Neurodegeneration	Beckinger				
	LpxC inhibitor	Anti-bacterial	FORGE				
	Various	All indications	Beckinger				
	ND ¹⁾	Dermatological diseases	elmirall				
	INDY inhibitor	Metabolic	Beckinger				
	Various	Fibrotic disease	Fibrocor Therapeutics				
	Various	Antiviral	Beckinger				
	Various	Anti-infectives	evotec				
	Various	Internal: Oncology, CNS, Metabolic, Pain & Inflammation	>10 programmes				
			>30 further programmes				

Strong progress in first-in-class alliances

Progress overview (Examples)

Chronic kidney disease (“CKD”)

Highly innovative therapeutics in diabetic complications (e.g. CKD)



Commercials¹⁾

Undisclosed upfront payment, potential milestones
> € 300 m, double-digit royalties

Fibrosis

Novel mechanisms
in multi-organ fibrosis



Commercials¹⁾

Undisclosed upfront payment, potential milestones
> € 100 m

Immuno-oncology

Small molecule-based cancer immunotherapies to complement checkpoint inhibitors (together with APEIRON Biologics)



Commercials¹⁾

Substantial research payments, potential milestones
> € 200 m, double-digit royalties

Endometriosis/Pain

Non-hormonal treatments
in endometriosis



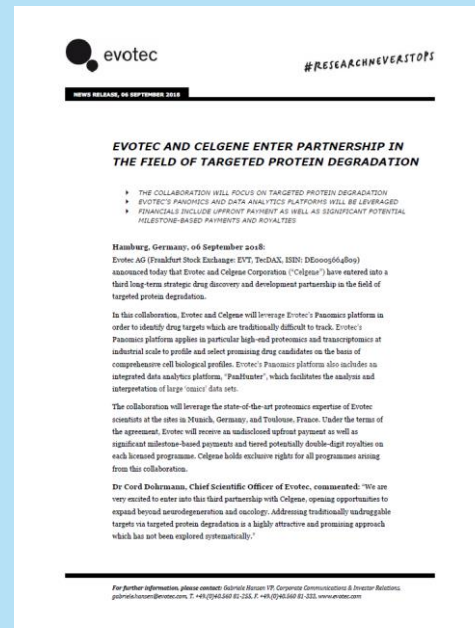
Commercials²⁾

€ 12 m upfront, potential milestones > € 500 m,
double-digit royalties

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

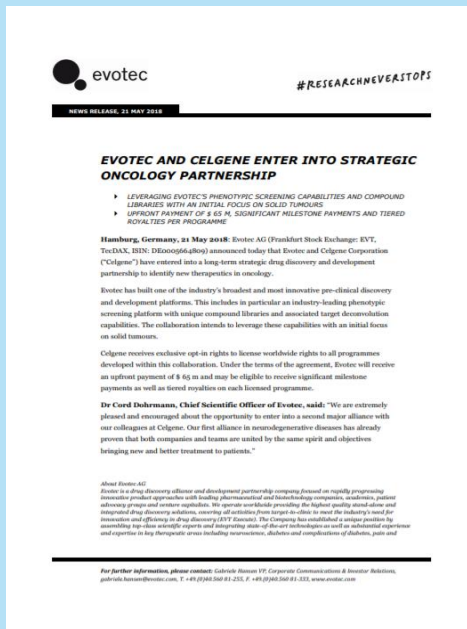


Long-term strategic solid tumour partnership

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

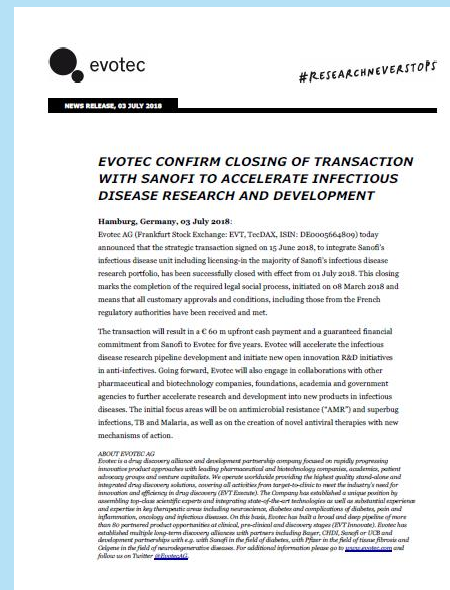
- Addition of > 100 scientists with significant expertise and capabilities in infectious diseases in Lyon
- Addition of a pipeline of > 10 research and early-stage development projects
- Open innovation R&D platform in infectious diseases

Next steps

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

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

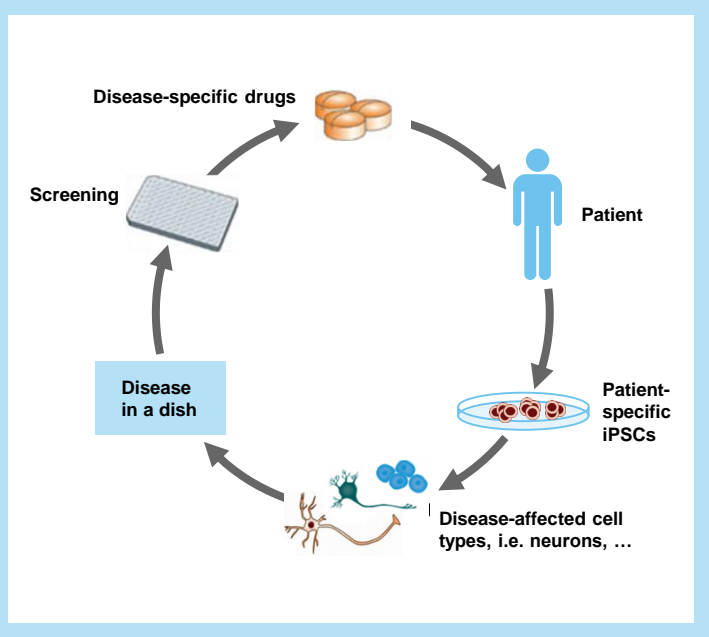


Global leadership in iPSC

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



Paradigm shifts in neurodegeneration and diabetes

iPSC – Alliances; Progress overview



iPSC alliance in neurodegeneration

Development of novel therapies for a broad range of neurodegenerative diseases

Focus on

- ALS Amyotrophic lateral sclerosis
- AD Alzheimer's disease
- HD Huntington's disease
- PD Parkinson's disease ...

NEW MILESTONE
ACHIEVEMENT

Commercials

Upfront \$ 45 m, potential milestones
> \$ 250 m per project, low double-digit royalties



iPSC alliance in diabetes

Development of beta cell replacement therapy and drug discovery based on functional human beta cells

Focus on

- Beta cell replacement therapy
- Drug discovery – Small molecules

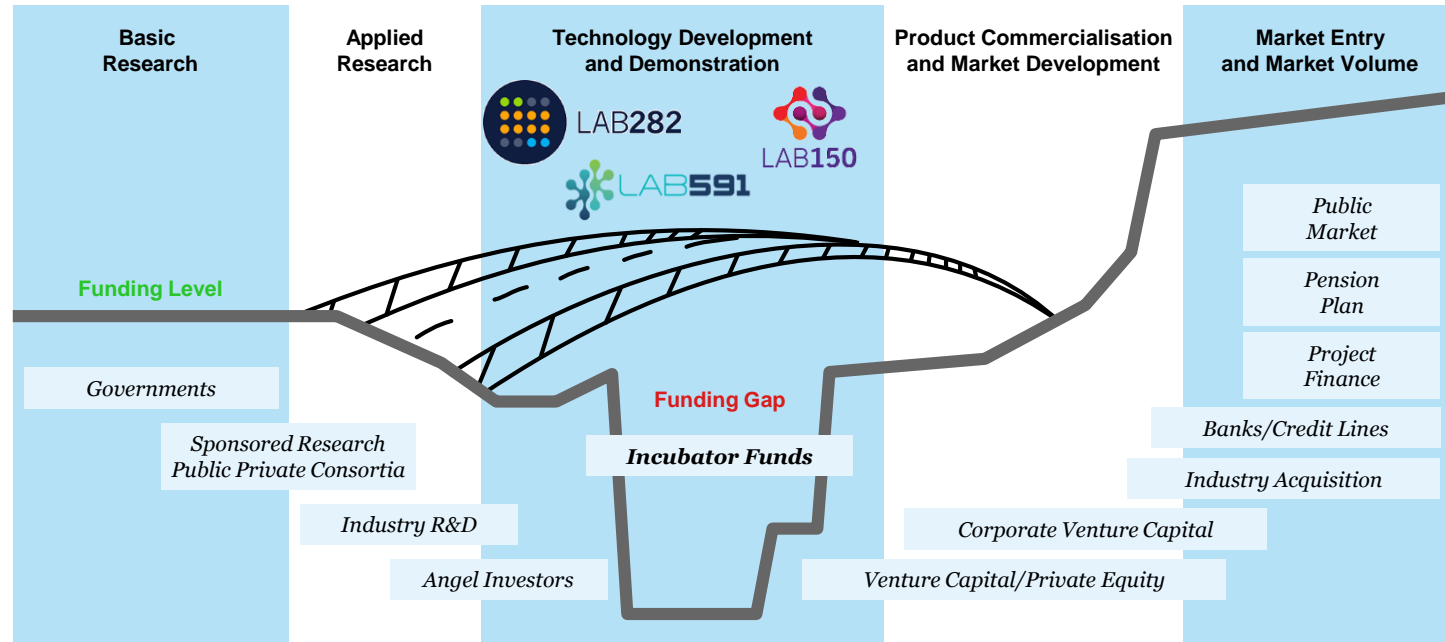
NEW MILESTONE
ACHIEVEMENT

Commercials

Upfront € 3 m, research payments, potential milestones
> € 300 m, double-digit royalties

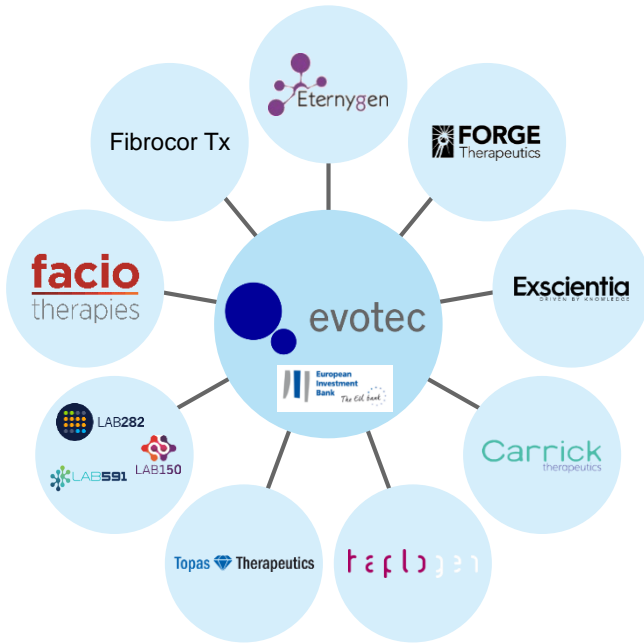
Building BRIDGES over the “Valley of death”

The funding gap



First-in-class innovation via co-investment strategy

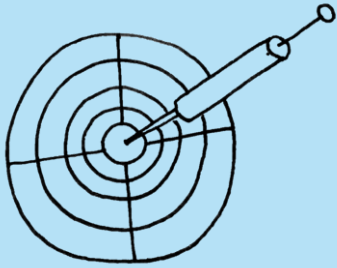
Innovative building & investing



- Participation in financing rounds, built on Evotec's platforms, via strategic investments
- Approx. € 22 m investments in 2017; long-term commitments with payback horizon > 5 years
- Attractive € 75 m loan facility available from EIB to also support R&D equity financing

Just the beginning for EVT Innovate

EVT Innovate – Expected key milestones 2018



- New clinical initiations and good progress of clinical pipeline within existing partnerships ✓
- Expansion of academic BRIDGE network ✓
- Strong R&D progress within Cure X/Target X platforms and new Innovate partnerships ✓
- Strong expansion of iPSC (induced pluripotent stem cells) platform ✓

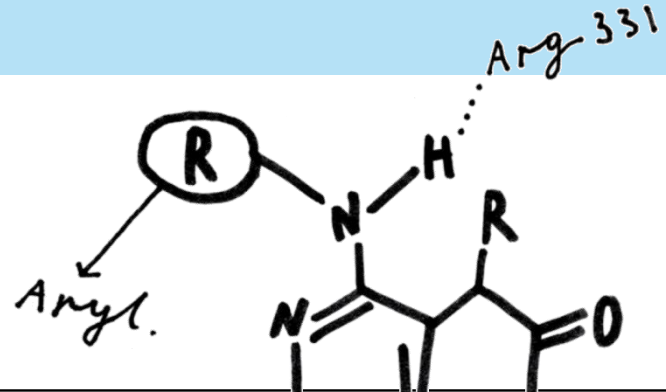
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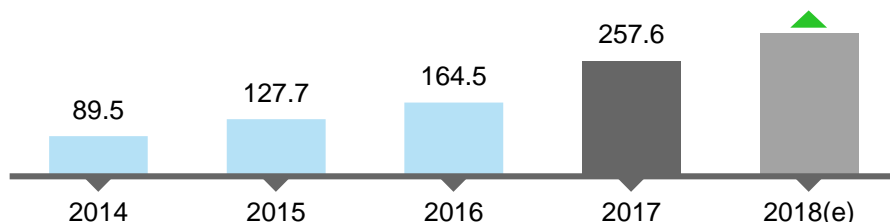
Financials & Outlook



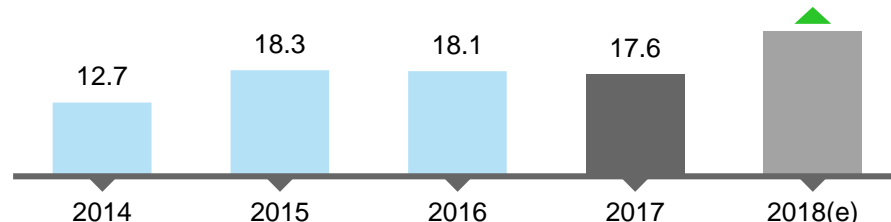
Strong performance continues

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

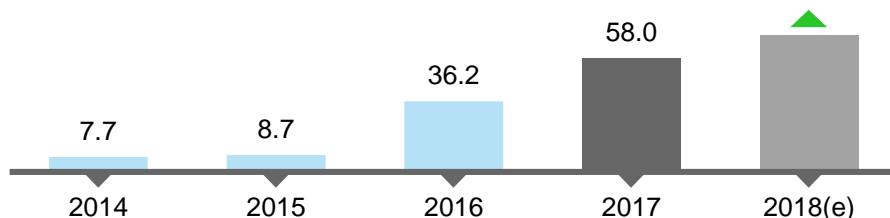
Total Group revenues (in € m)



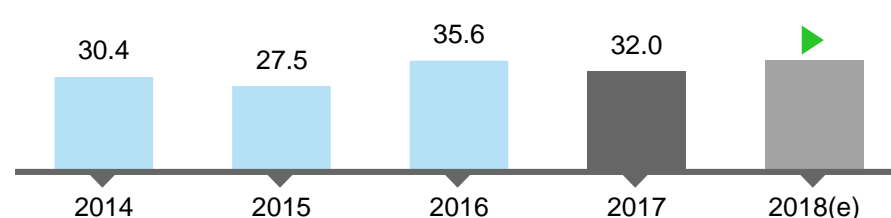
R&D expenses (in € m)



Adjusted Group EBITDA (in € m)



Gross margin¹⁾ (in %)



¹⁾ Gross margin in the future may be more volatile due to the dependency of receipt of potential milestone or out-licensing payments, both having a strong impact on the gross margin, also new mix of business through acquisition of Aptuit. In addition, the amortisation of the purchase price allocation of the recent strategic acquisitions will impact costs of revenue & thus the gross margin.

Strong financial performance with new business mix

Condensed income statement H1 2018 – Evotec AG and subsidiaries

in € m¹⁾

	H1 2018	H1 2017 ⁴⁾	% vs. 2017
Revenues	173.8	104.3	67%
Gross margin ²⁾	28.9%	35.7%	–
• R&D expenses	(10.0)	(8.5)	17%
• SG&A expenses	(27.1)	(15.8)	72%
• Impairment of intangible assets	(4.2)	–	–
• Other op. income (expenses), net	12.7	5.6	–
Operating income	21.7	18.4	18%
Adjusted Group EBITDA³⁾	38.6	26.2	47%
Net income	17.9	10.3	73%

- New business mix and amortisation following acquisitions resulting in new gross margin setup
- Revenue growth due to strong performance in base business, Aptuit contribution (€ 53.6 m), and milestones
- Planned increase in SG&A expenses due to addition of Aptuit and strong Company growth
- Other operating income increased due to higher R&D tax credits and release of earn-out accruals following the impairment of EVT770

¹⁾ Differences may occur due to rounding

²⁾ Gross margin in 2018 considers amortisation of acquisitions from Aptuit and Cyprotex. Gross margin in 2017 only considers amortisation from Cyprotex acquisition.

³⁾ Before contingent considerations, income from bargain purchase and excl. impairments on goodwill, other intangible & tangible assets as well as the total non-operating result

⁴⁾ 2017 figures adjusted from the first time application of IFRS 15

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

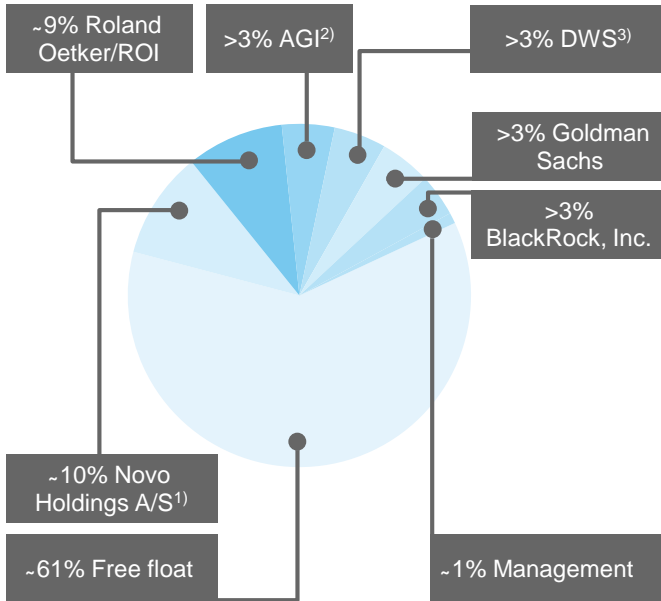
- New business mix with different margin since Aptuit acquisition
- Growth in EVT Execute driven by base business and contribution from Aptuit acquisition
- Gross margin in EVT Execute strong despite amortisation of intangible assets and adverse FX
- EVT Innovate boosted by milestones and positive base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

¹⁾ Differences may occur due to rounding

²⁾ Before contingent considerations, income from bargain purchase and excl. impairments on goodwill, other intangible & tangible assets as well as the total non-operating result

Strong team and shareholders for innovation

Management & shareholder structure



Number of shares: 147.6 m

Listing: Frankfurt Stock Exchange (MDAX, TecDAX), OTCBB

52 week high/low: € 23.36/€ 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

¹) Previously Novo A/S

²) Allianz Global Investors GmbH

³) DWS Investment GmbH, formerly Deutsche Asset Management Investment GmbH

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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