
Evotec

*Partnered Drug Discovery
and Development*

Forward-looking statement

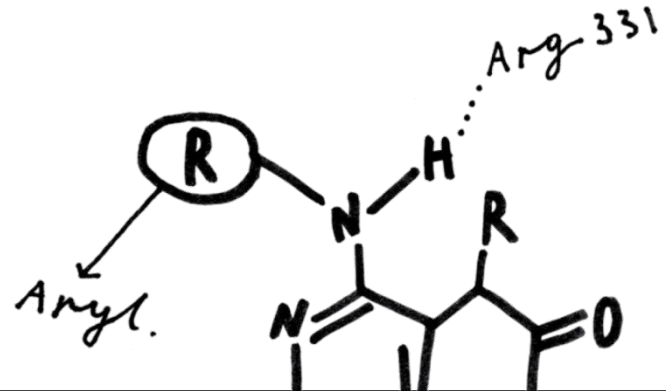
Information set forth in this presentation contains forward-looking statements, which involve a number of risks and uncertainties. The forward-looking statements contained herein represent the judgement of Evotec as of the date of this presentation. Such forward-looking statements are neither promises 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.

Agenda

Overview

Partnered drug discovery & development

Financials & Outlook



Leading external drug discovery & development

Company snapshot

100+

Co-owned pipeline
programmes with significant
milestone & royalty potential

€ 350 m+

Revenues¹⁾

€ 80 m+

Adjusted Group EBITDA¹⁾

25+

Years track record

2,500+

Top-class employees

200+

Long-term partnerships

Medicine of the future will see radical change

Technologies & mega trends

Next wave of technologies

Next gen sequencing
More precise & early diagnostics
iPSC & CRISPR gene editing
RNAi technologies, CAR-T
Checkpoint inhibitors
Artificial intelligence, big data
3D printing, blockchain,
wearables, sensors
Real-world data,...

Healthcare mega trends

Patient-centric medicine
Digital health
Predictive & preventive medicine
Value-based care

Integrated drug discovery

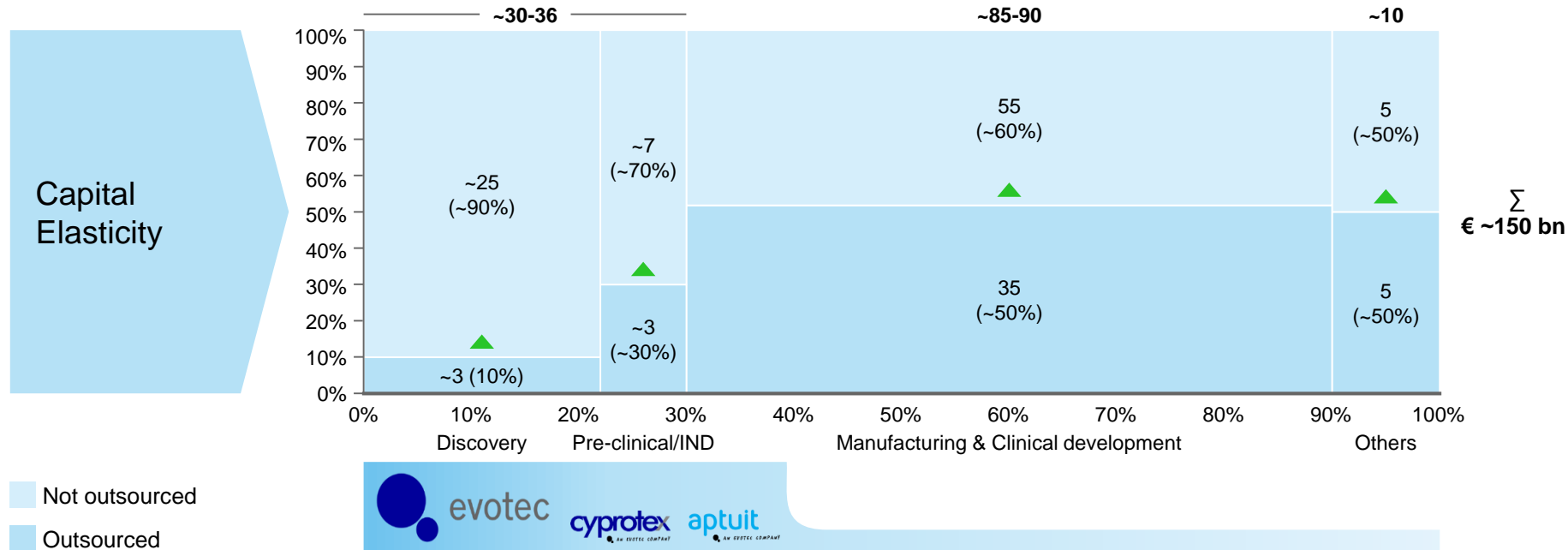


evotec & Partners

From fixed to variable costs

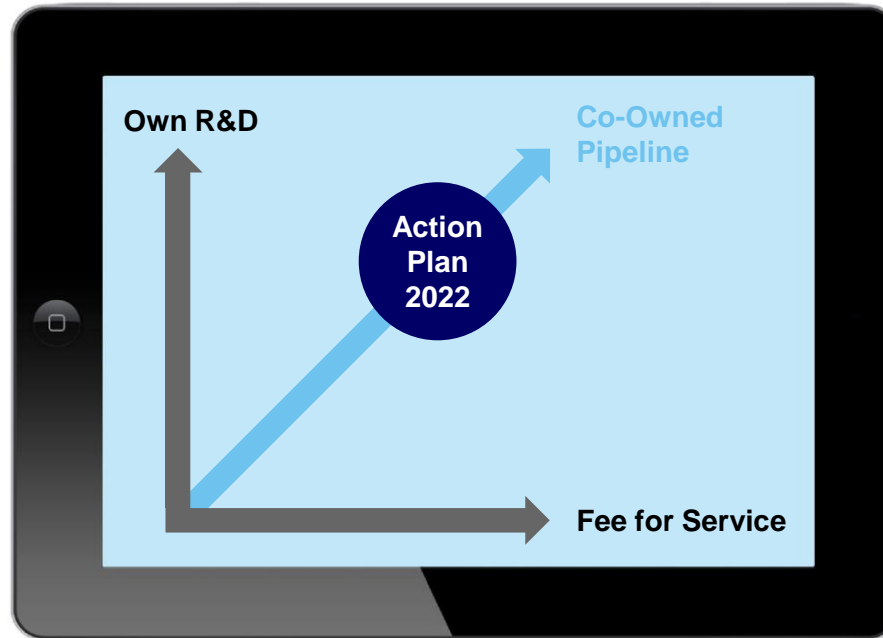
R&D outsourcing

in € bn



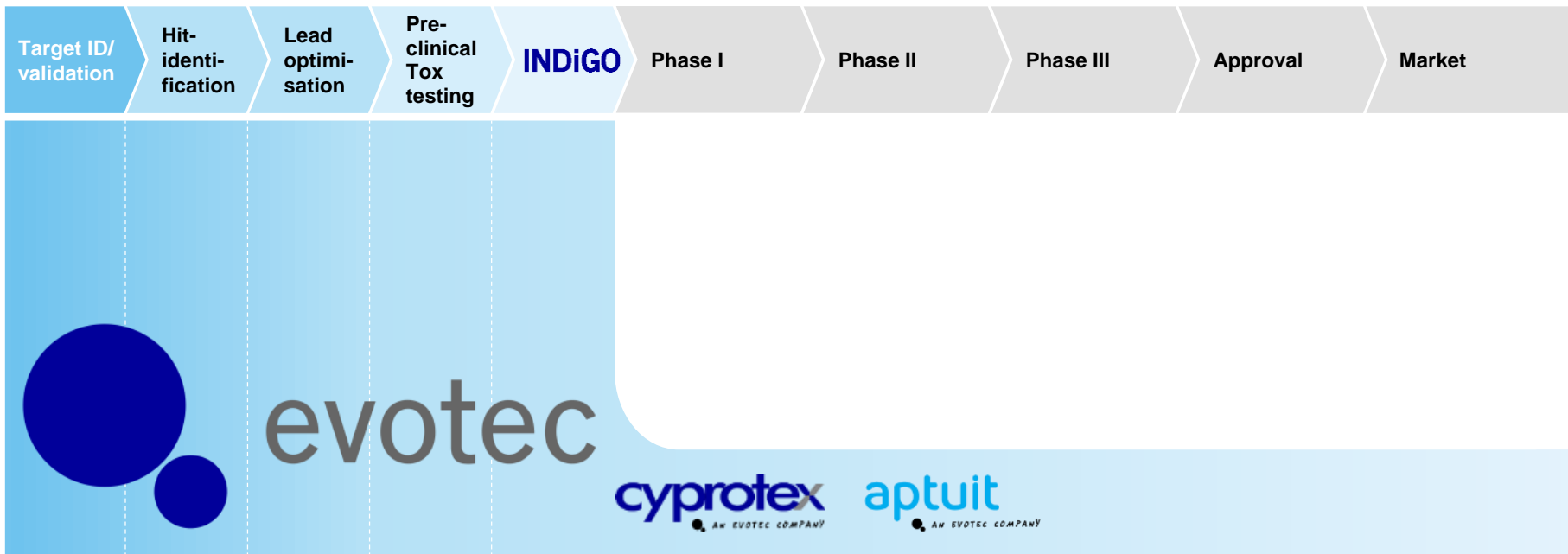
Building a co-owned portfolio in partnerships

Unique strategy and business approach – Action Plan 2022



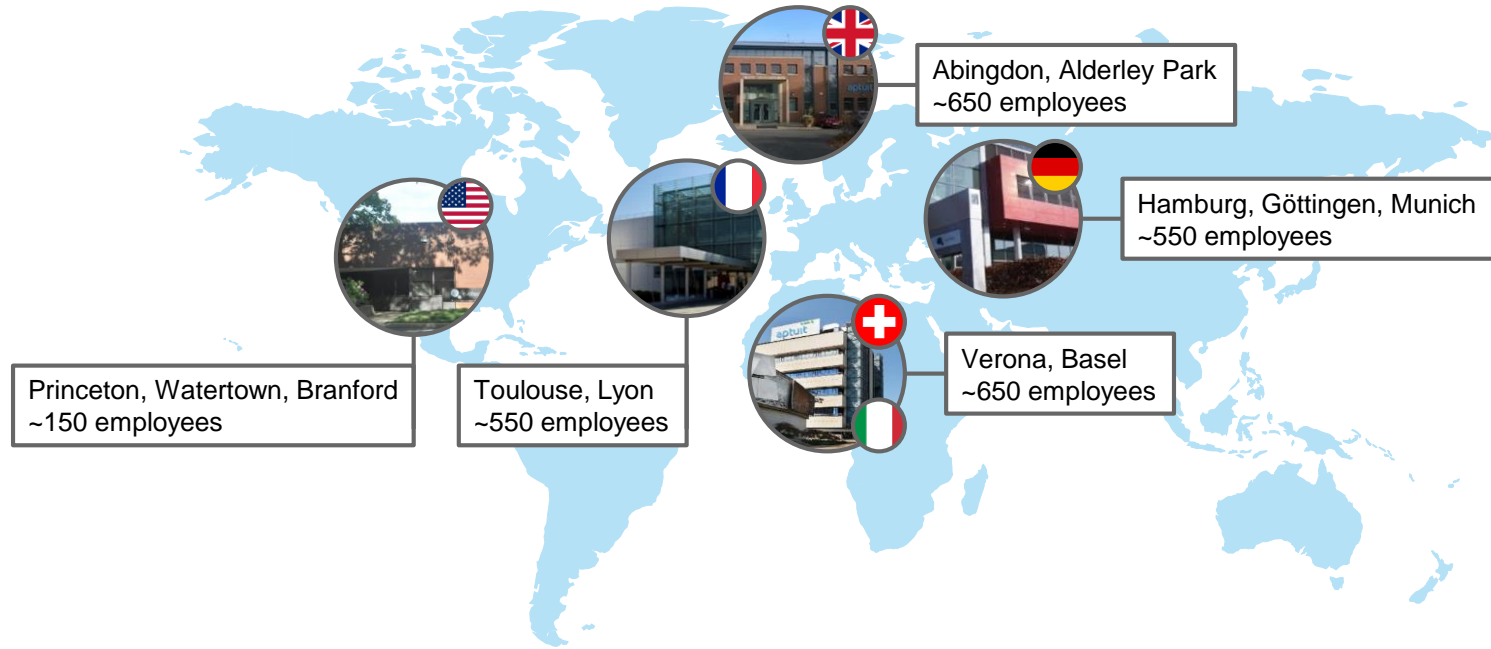
R&D solutions up to IND and CMC manufacturing

Our core competencies



> 2,500 x unique expertise

Global centres of excellence

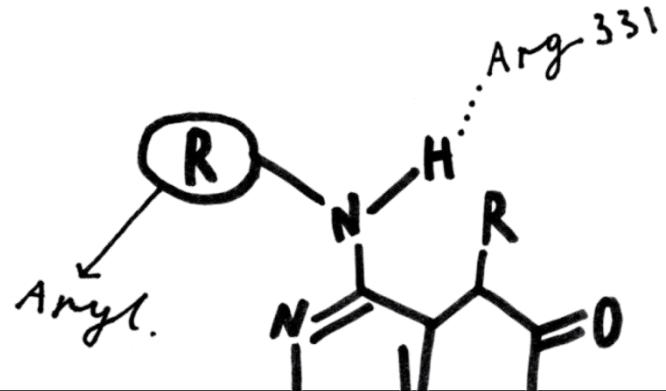


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ONE fully integrated platform

EVT Execute & EVT Innovate



Improving quality and accelerating R&D

EVT Execute – Selected performance indicators

1,000,000+

Compounds in highly
selective library

>50

IND – Pre-clinical &
clinical candidates
delivered (INDiGO)¹⁾

>10

Technology acquisitions¹⁾

>80%

Repeat business

>1.8

Years average
contract time

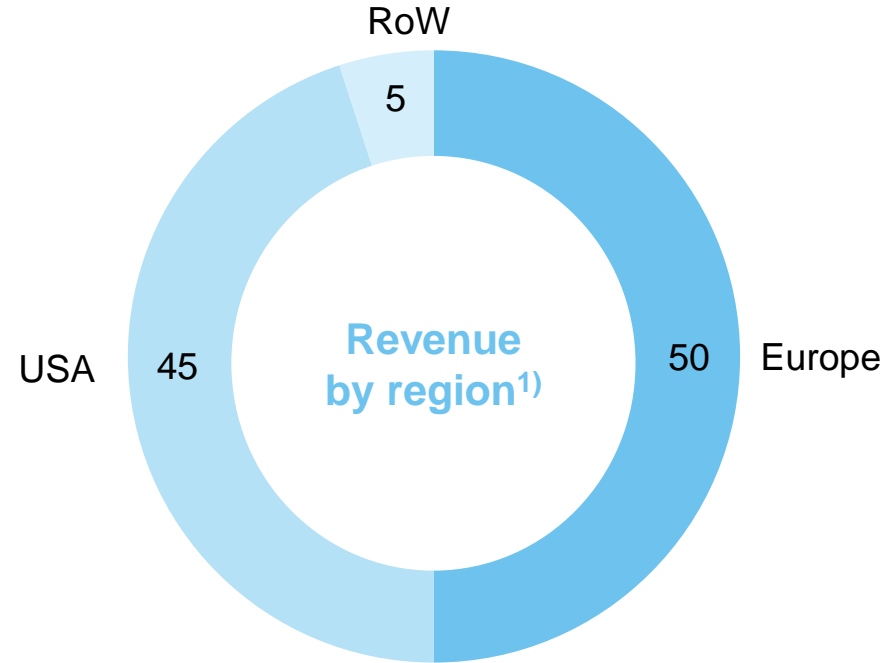
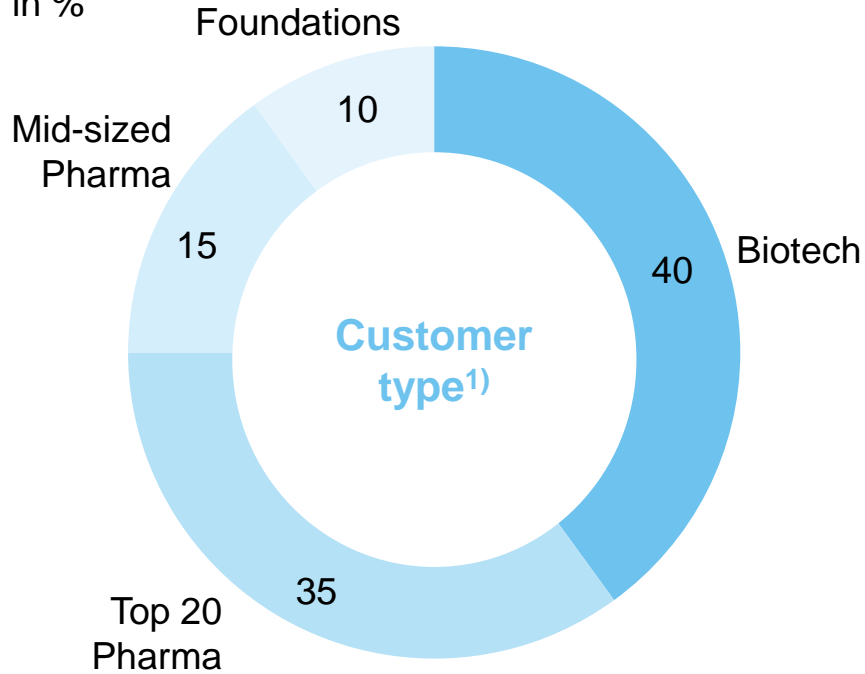
>25%

Faster delivery of data
at improved quality

Strong and well-balanced global customer mix

Who are our partners?

in %



Strong portfolio of highest quality partners

EVT Execute alliances – *Examples*

 <p>Partnership focused on Huntington Disease</p> <p><i>Initiated 2006</i></p>	 <p>Partnership focused on various indications</p> <p><i>Initiated 2011</i></p>	 <p>Partnership covering broad range of services</p> <p><i>Initiated 2015</i></p>	 <p>Partnership focused on DMPK services</p> <p><i>Initiated 2016</i></p>	 <p>Partnership focused on infectious diseases</p> <p><i>Initiated 2016</i></p>	 <p>Partnership focused on various indications</p> <p><i>Initiated 2016</i></p>	 <p>Partnership focused on dermatology</p> <p><i>Initiated 2018</i></p>
 <p>Partnership focused on diabetes & obesity</p> <p><i>Initiated 2018</i></p>	 <p>Partnership focused on reproductive medicine and women's health</p> <p><i>Initiated 2018</i></p>	 <p>Partnership for INDiGO, DD & CMC</p> <p><i>Initiated 2015</i></p>	 <p>Partnership focused on oncology</p> <p><i>Initiated 2016</i></p>	 <p>Partnership focused on CNS</p> <p><i>Initiated 2018</i></p>	 <p>Partnership focused on oncology</p> <p><i>Initiated 2017</i></p>	 <p>Partnership focused on oncology</p> <p><i>Initiated 2015</i></p>

Building a co-owned pipeline

EVT Innovate – Selected performance indicators

7

Disease areas of
core expertise¹⁾

>€ 1,000 bn

Unmet markets
addressed

>100

Co-owned pipe-
line programmes

10

Clinical Co-
owned assets

>10

Unpartnered large
R&D initiatives

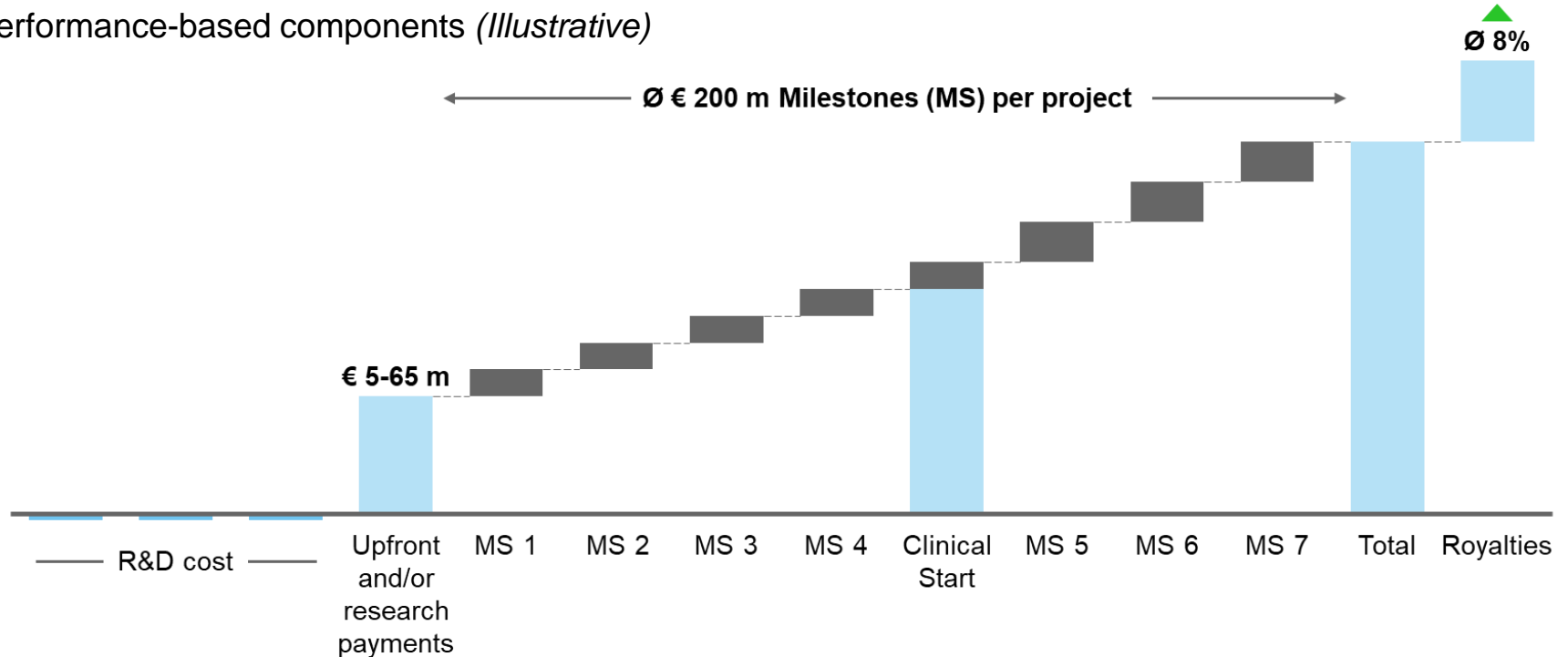
100%

First-in-class and best-in-
class approaches “Going
for Cure not Symptoms”

Creating massive upside with limited cost & risk







































Example for co-owned deal structures

Performance-based components (*Illustrative*)



> 100 projects in fully invested pipeline

Partnership portfolio

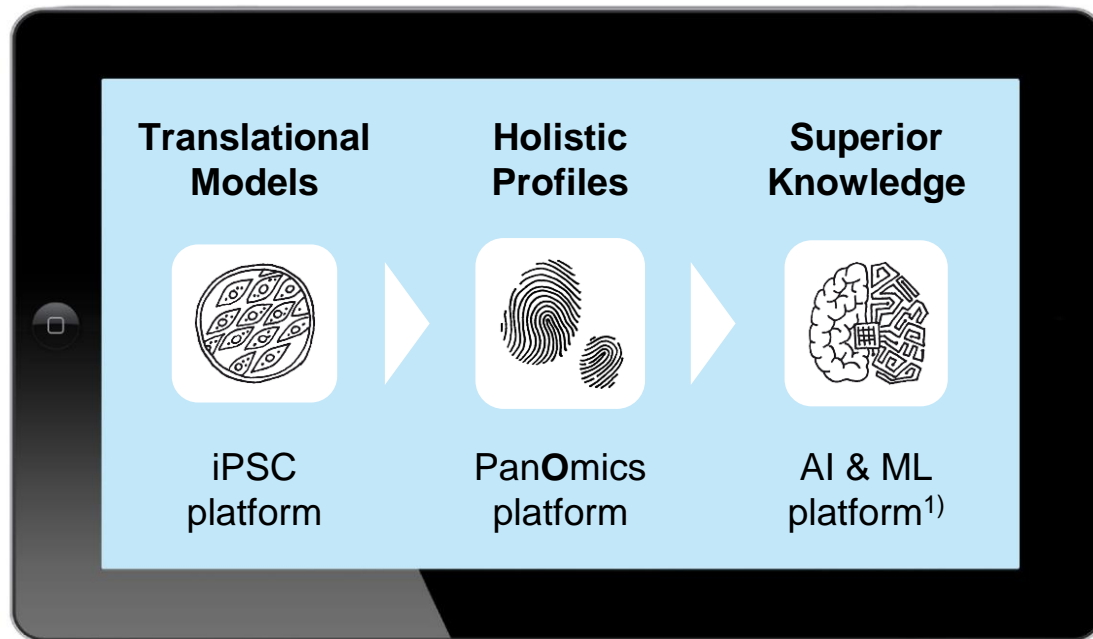
	Molecule	Therapeutic Area/Indication	Partner	Discovery	Pre-clinical	Phase I	Phase II
Clinical	EVT201	CNS – Insomnia					
	BAY-1817080	Chronic cough					
	ND ¹⁾	Chronic cough					Ph. II start
	SGM-1019	Inflammation (NASH)					Ph. II start
	EVT401	Immunology & Inflammation					
	Various	Women's health – Endometriosis					
	Various	Women's health – Endometriosis					
	Various	Women's health – Endometriosis					
	CT7001	Oncology					
	Various	Respiratory					
Pre-clinical	ND ¹⁾	Oncology					
	ND ¹⁾	CNS – Pain					
	ND ¹⁾	Immunology & Inflammation					
	ND ¹⁾	Pain					
	Various	Women's health – Endometriosis					
	EVT801	Oncology					
	Target/ImmuniT	Oncology – Immunotherapy	 				
	ND ¹⁾	Oncology (+ several discovery programmes)					
	ND ¹⁾	Fibrosis					
	Various	Anti-infectives	 >5 programmes				NEW collaboration
Discovery	Various	CNS, Metabolic, Pain & Inflammation	>10 further programmes				
	Various ND ¹⁾	Nephrology					
	Various ND ¹⁾	Immunology & Inflammation					
	Various ND ¹⁾	Nephrology					
	Various ND ¹⁾	Metabolic – Diabetes					
	Various	Oncology					
	Various	Immunology & Inflammation – Tissue fibrosis					
	Various	Neurodegeneration					NEW scientific achievement
	ND ¹⁾	Anti-bacterial					
	Various	All indications	  				
	ND ¹⁾	Dermatological diseases					
	ND ¹⁾	Facioscapulohumeral Dystrophy					
	INDY inhibitor	Metabolic					
	Various	Fibrotic disease					
	Target/PicV	Antiviral					
	Various	Anti-infectives	 >5 programmes				
	Various	Internal: Oncology, CNS, Metabolic, Pain & Inflammation	>40 further programmes				

¹⁾ Not disclosed

Note: Several projects have fallen back to Evotec, where Evotec does not intend to run further clinical trials unpartnered, e.g. EVT302, EVT101, ...

Re-defining the drug discovery paradigm

Game-changing platforms for better translation

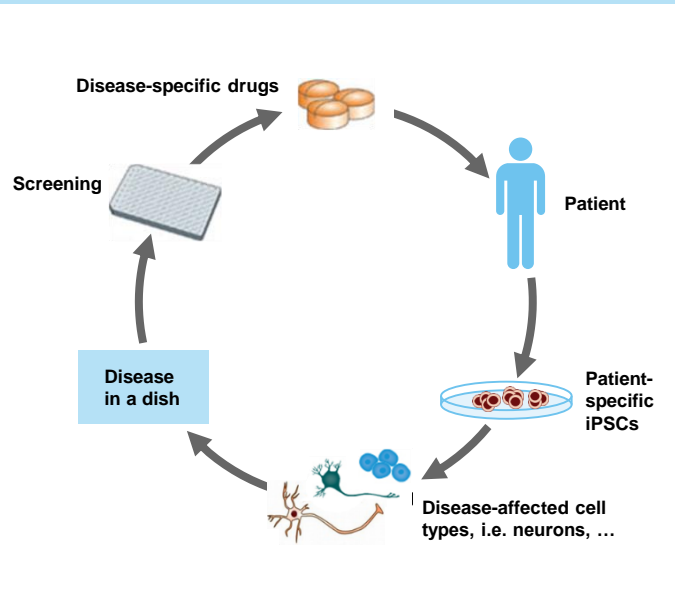


Patient-derived assays as new gold standard

World-leading iPSC processes and network

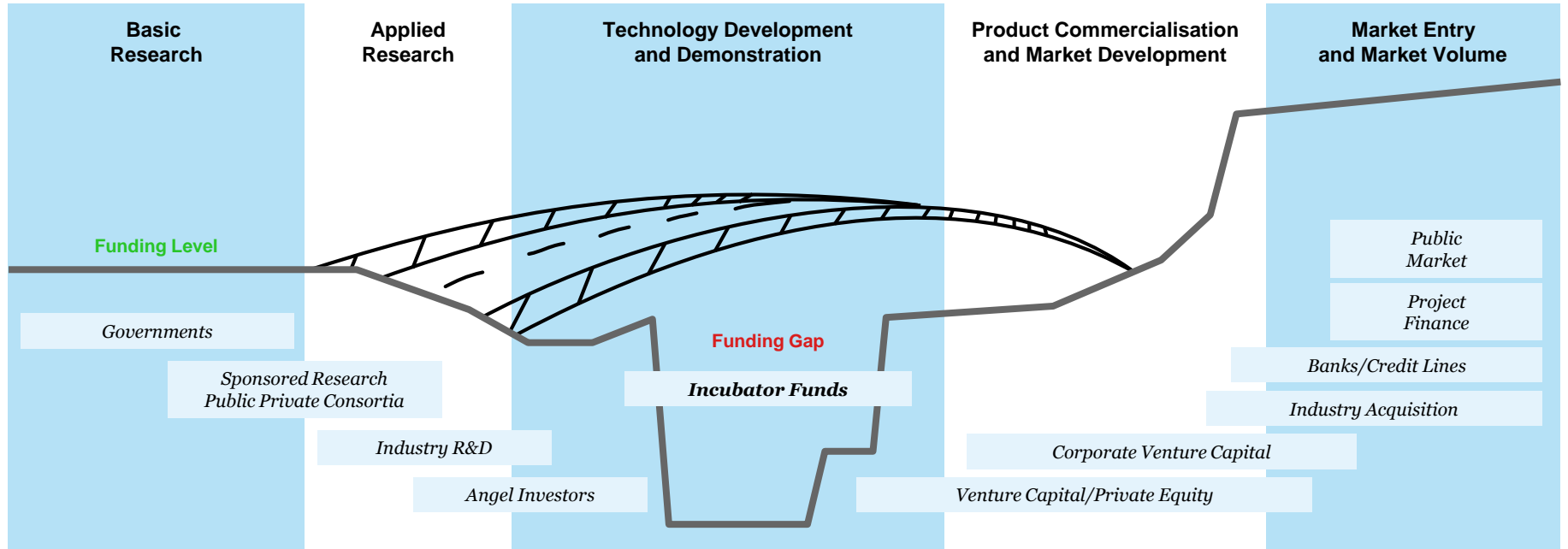
"IPS cells can become a powerful tool to develop new drugs to cure intractable diseases because they can be made from patients' somatic cells."

**Shinya Yamanaka,
Nobel prize laureate**



BRIDGEs over the “Valley of death”

The funding gap



Long-term optionality with efficient translation

BRIDGEs & Equity participations – *Examples*

Exscientia
DRIVEN BY KNOWLEDGE

Equity participation

Artificial Intelligence for automated drug design

Initiated 2017

facio
therapies

Equity participation

Facioscapulohumeral muscular dystrophy

Initiated 2017

 Eternygen

Equity participation

Metabolic disorders

Initiated 2016

 FIBROCOR

Equity participation

Fibrosis partnership with MaRS Innovation

Initiated 2017

 **FORGE**
Therapeutics

Equity participation

Targeting metalloenzymes

Initiated 2016

NURTURE
National Unified Renal Translational Research Enterprise

Consortium membership

Kidney diseases

Initiated 2017

Topas  Therapeutics

Spin-off

Nanoparticle-based therapeutics

Initiated 2016

Carrick
therapeutics

Equity participation

Innovative molecular pathways in oncology

Initiated 2016

 LAB282

BRIDGE

Partnership with Oxford University and Oxford Sciences Innovation

Initiated 2016

 LAB150

BRIDGE

Partnership with MaRS Innovation

Initiated 2017

 LAB591

BRIDGE

Partnership with Aris and Fred Hutch

Initiated 2018

 LAB031

BRIDGE

Partnership with Sanofi

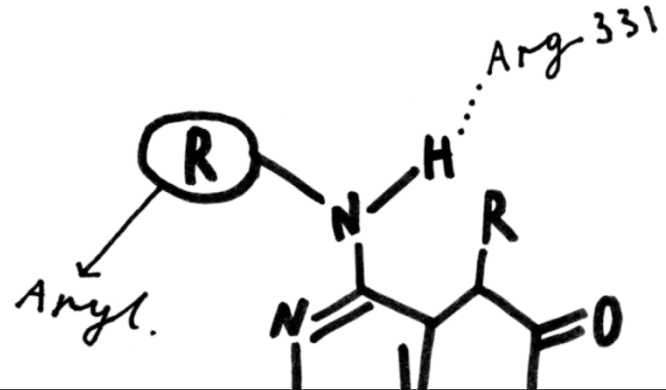
Initiated 2018

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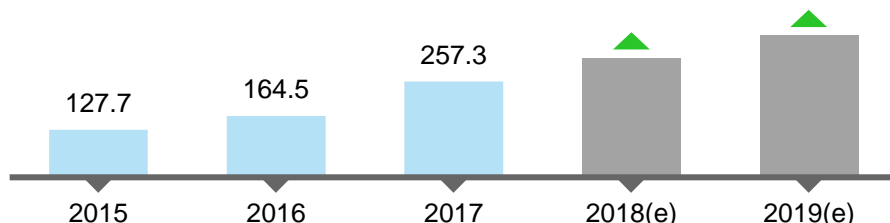
Financials & Outlook



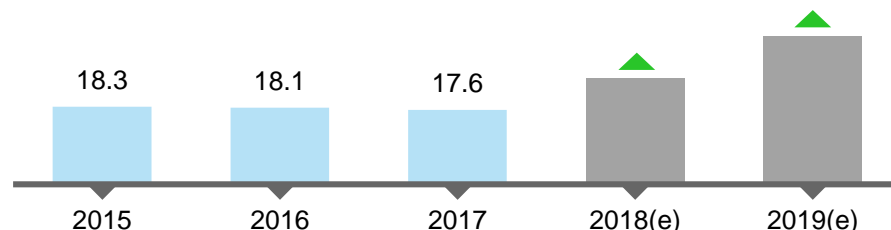
Strong performance continues

Financial history 2015-2019 (e) – Selected performance indicators

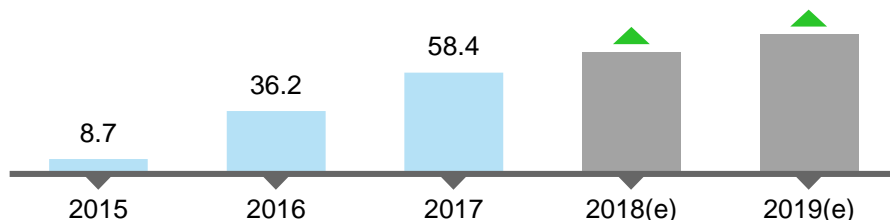
Total Group revenues (in € m)



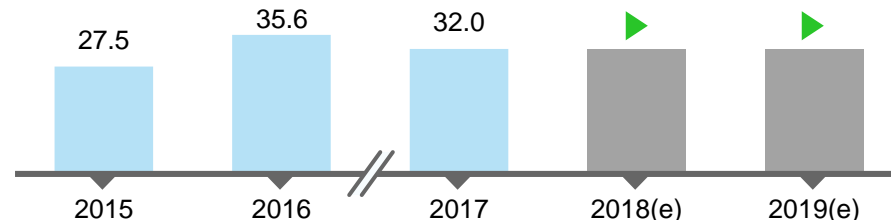
R&D expenses (in € m)



Adjusted Group EBITDA (in € m)

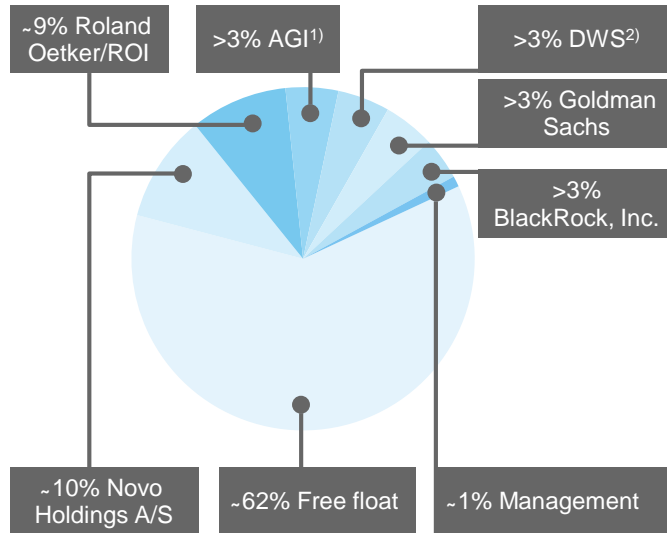


Gross margin¹⁾ (in %)



Strong team and shareholders for innovation

Management & shareholder structure



Number of shares: 149.7 m

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

52 week high/low: € 23.36/€ 12.07

Management Board

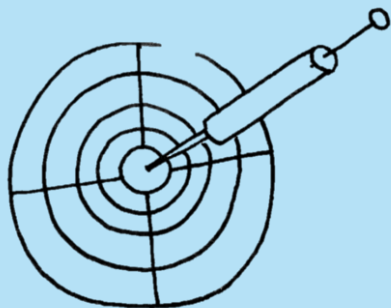
- **Werner Lanthaler (CEO)**
Long-time experience in Pharma and biotech
- **Cord Dohrmann (CSO)**
Long-time experience in drug discovery
- **Craig Johnstone (COO)**
Strong drug discovery and commercial track record
- **Enno Spillner (CFO)**
Long-time experience in finance and biotech

Supervisory Board

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

Strong outlook for 2019

Expected key milestones 2019



- Continued strong growth and new integrated service alliances
- New co-owned partnerships from own R&D
- New clinical initiations and important progress of co-owned pipeline
- Important milestones from existing alliances

QUESTIONS
AND ANSWERS



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