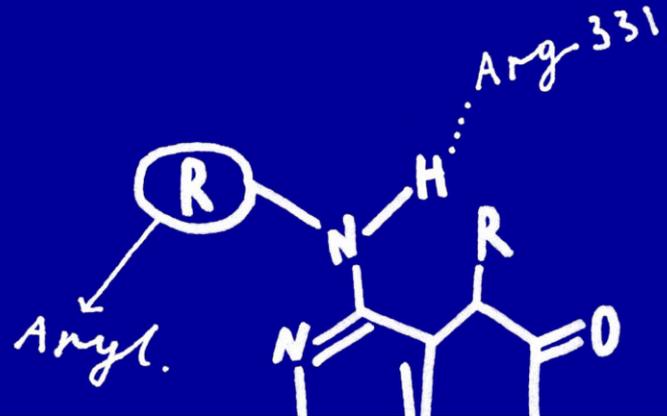


Evotec – Leading external innovation



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.

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

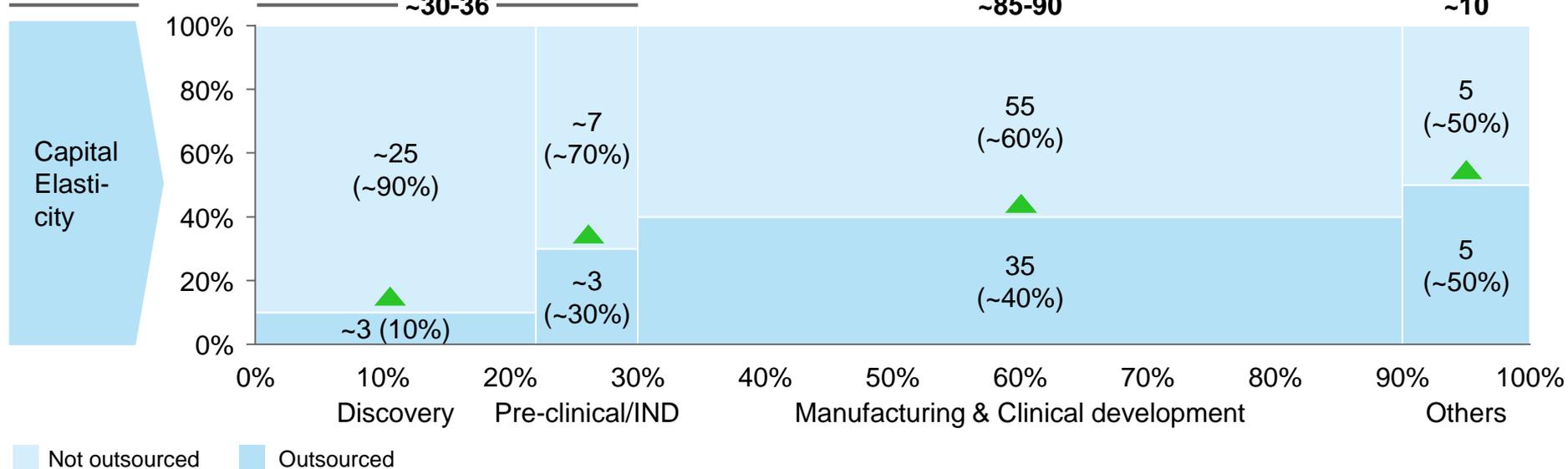
From fixed to variable costs to increase productivity

R&D outsourcing market by stage

in € bn

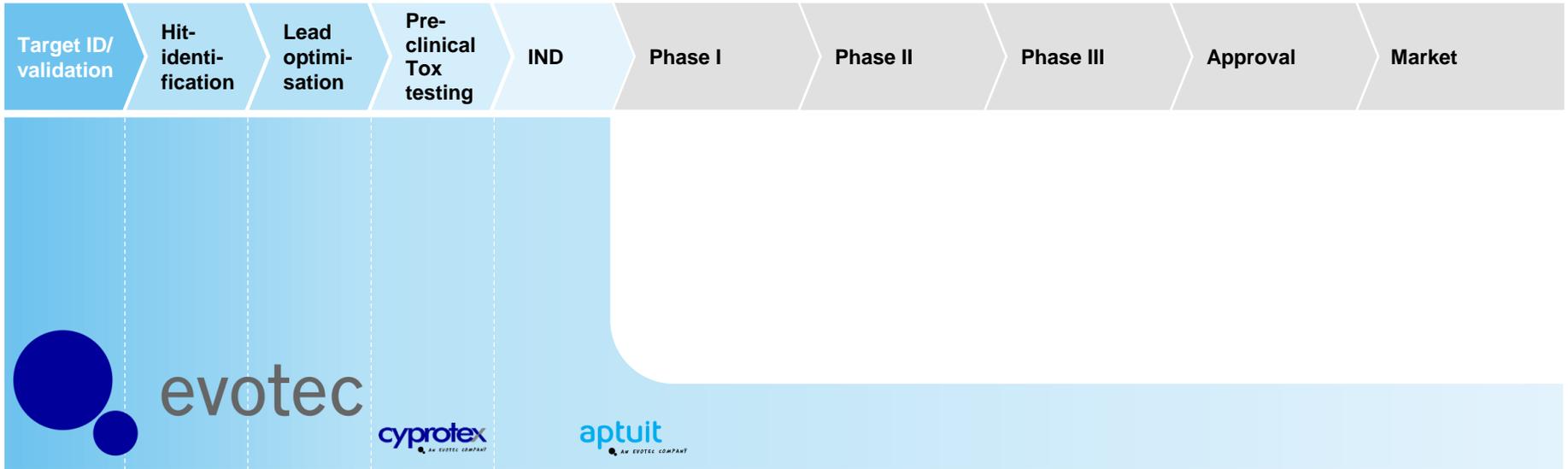
Σ ~ € 150 bn

Key Drivers



“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

2,500 x unique expertise within global footprint

Centres of excellence

Hamburg (HQ), Göttingen, Munich (Germany)

~540 employees

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



Abingdon, Alderley Park (UK)

~660 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)

~520 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



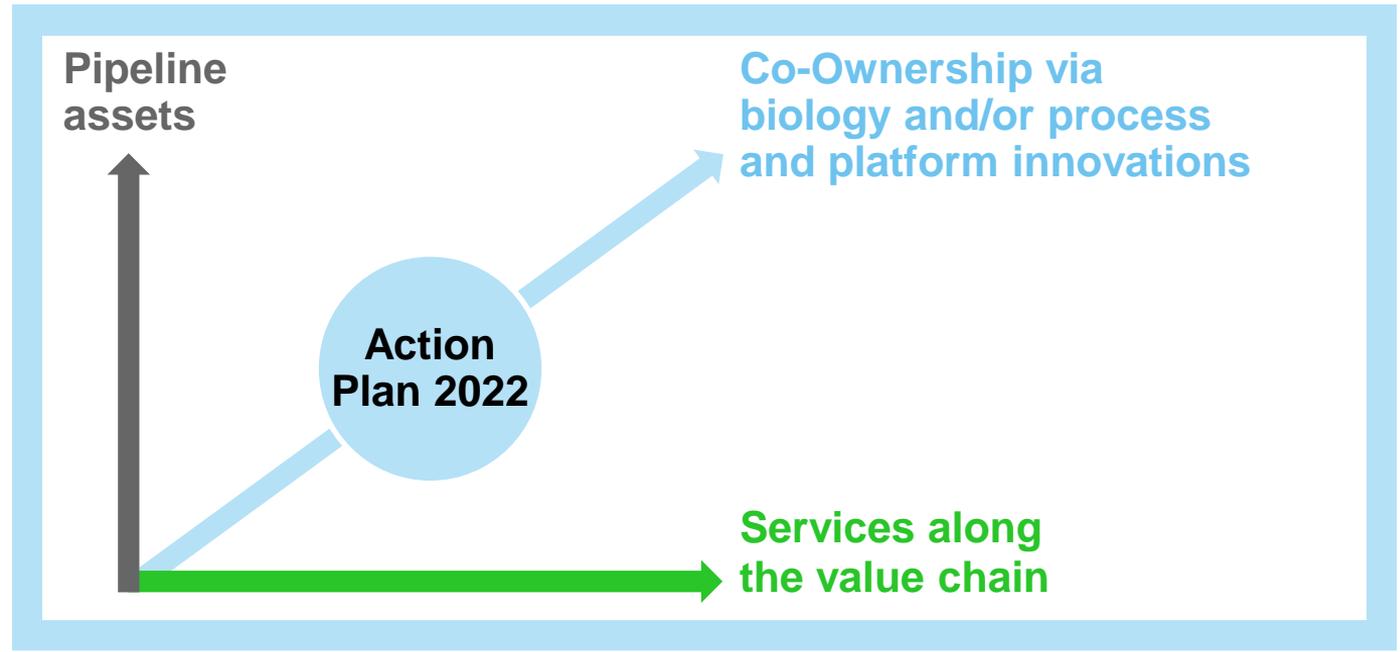
Fully integrated ONE stop-shop for innovation

The business model – EVT Execute & EVT Innovate



Building a balanced portfolio

Value proposition – Action Plan 2022: Leading External Innovation

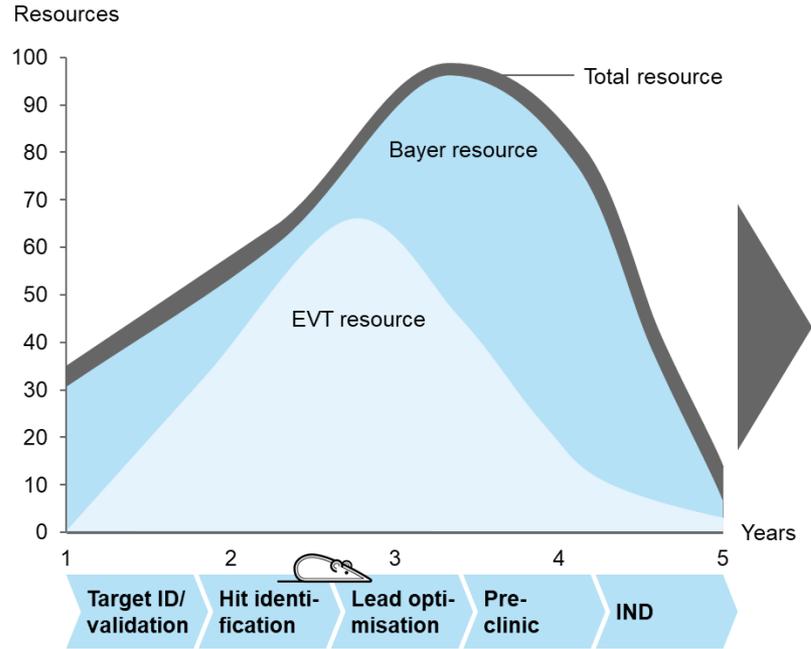
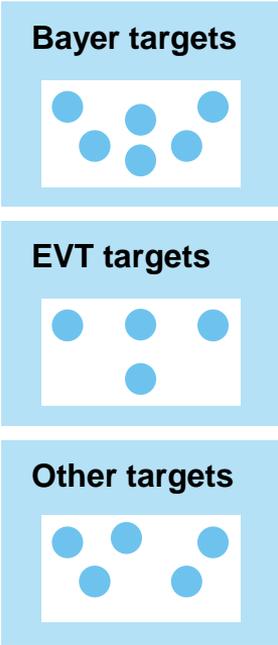


Output goals define R&D intensity

Bayer & EVT in Endometriosis – *Example*

Mission 2012

3 novel first-in-class targets in woman's health in clinic by 2018



Result 2017¹⁾

3 INDs

40% more cost efficient

25% faster

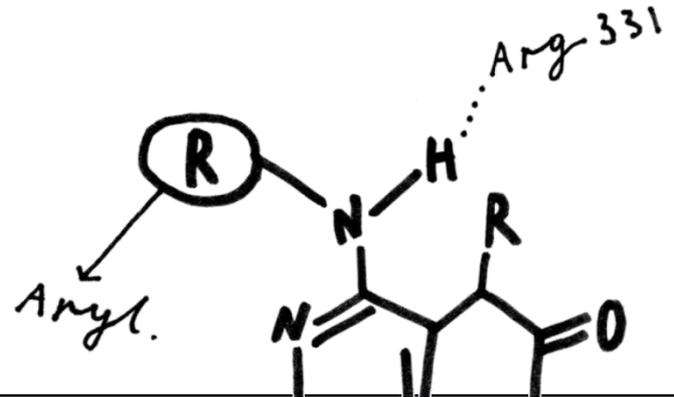
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Overview

EVT Execute

EVT Innovate

Financials & Outlook



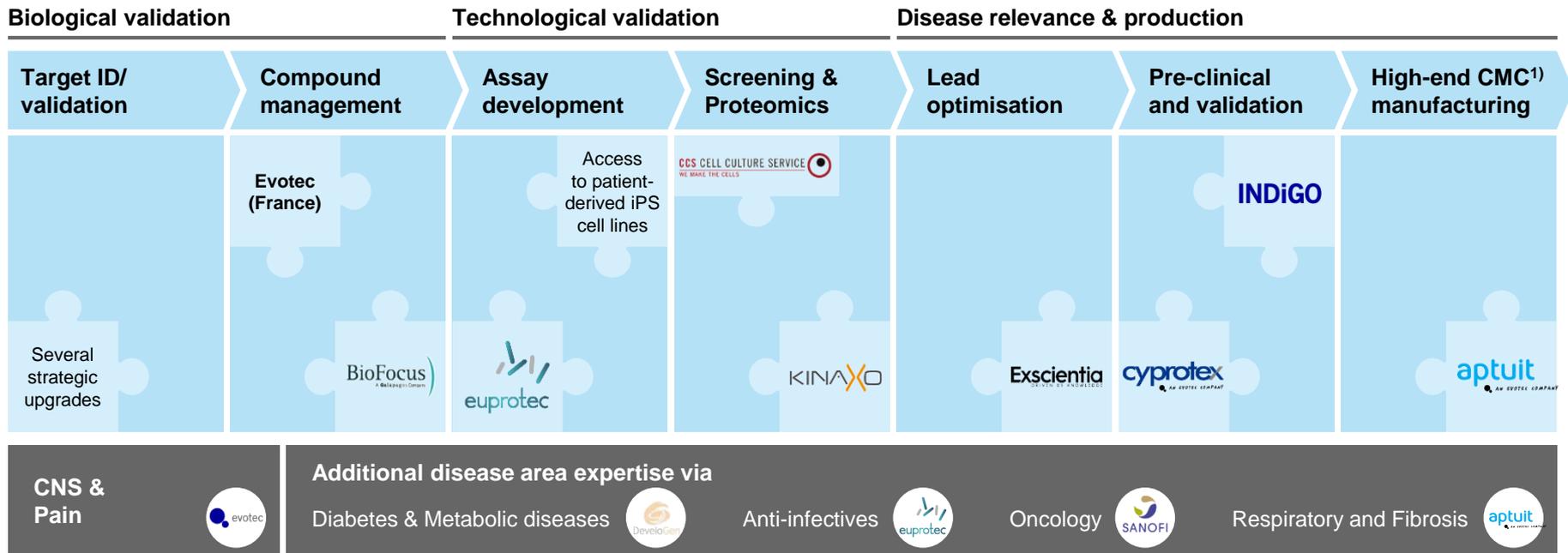
No 1 in quality and R&D efficiency

EVT Execute – Comprehensive integrated service offering



Integrated and systematic

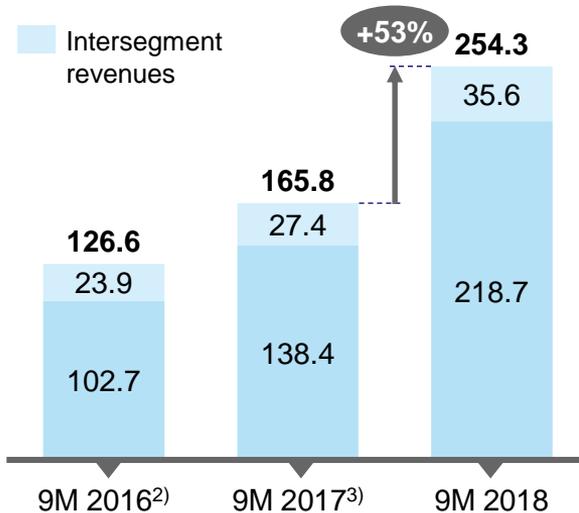
M&A/Capabilities upgrade along the value chain since 2010



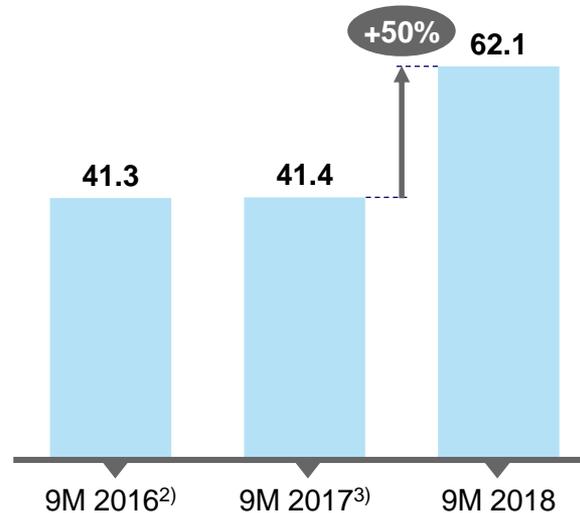
Continued growth

EVT Execute – Key performance indicators 9M 2018

Revenues¹⁾ (in € m)



Adjusted EBITDA⁴⁾ (in € m)

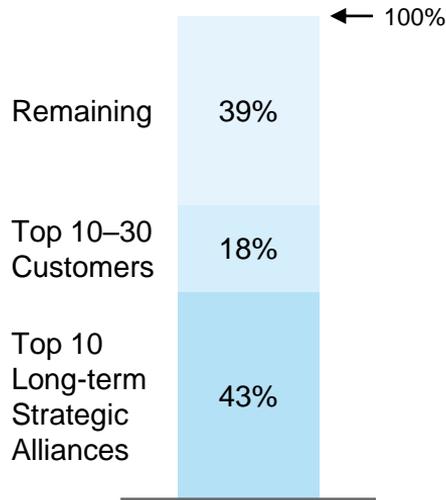


- Strong upswing in revenues due to growth in the base business and Aptuit contribution
- Increase in adjusted EBITDA follows revenue growth across all service lines

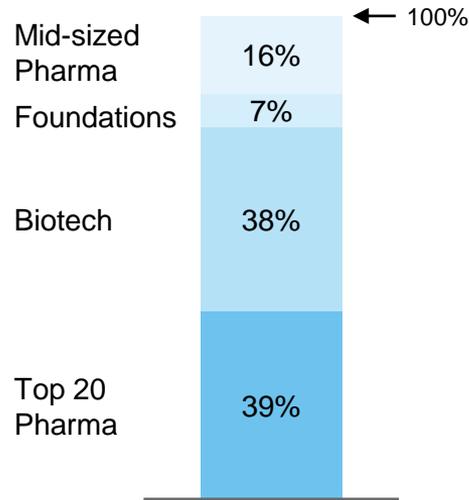
Strong and well-balanced customer mix

EVT Execute – Selected KPIs 9M 2018

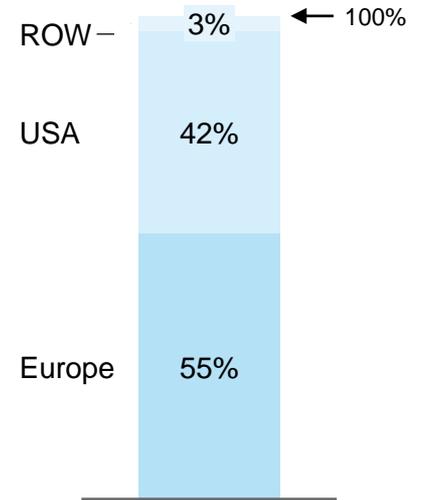
Revenues by customer segment ytd¹⁾ (in %)



Customer type ytd¹⁾ (in %)

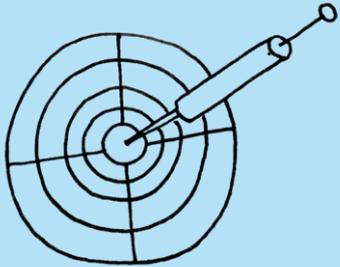


Revenues by region ytd¹⁾ (in %)



Strong outlook for rest of year and into 2019

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 ✓

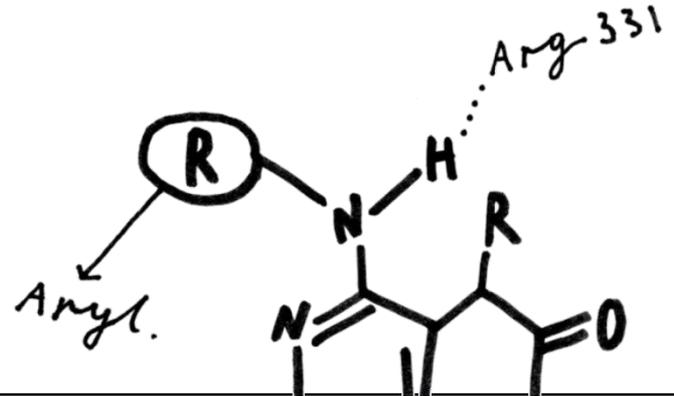
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EVT Execute

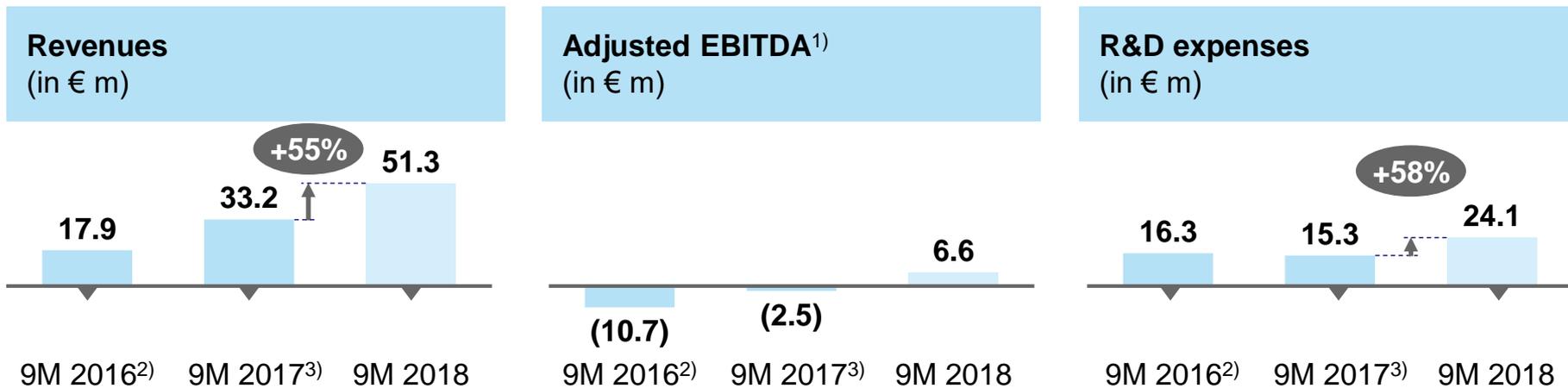
EVT Innovate

Financials & Outlook



Milestones, new partnerships and accelerated R&D

EVT Innovate – Key performance indicators 9M 2018



- Growth driven by milestones in key alliances, new long-term partnerships and solid base revenues
- Continued strong focus on iPSC, R&D platforms and academic BRIDGES
- New strategic efforts in infectious diseases with increased R&D expenses from H2 2018 onwards (additional ID-related R&D expenses covered by other operating income in context of new agreement with Sanofi)

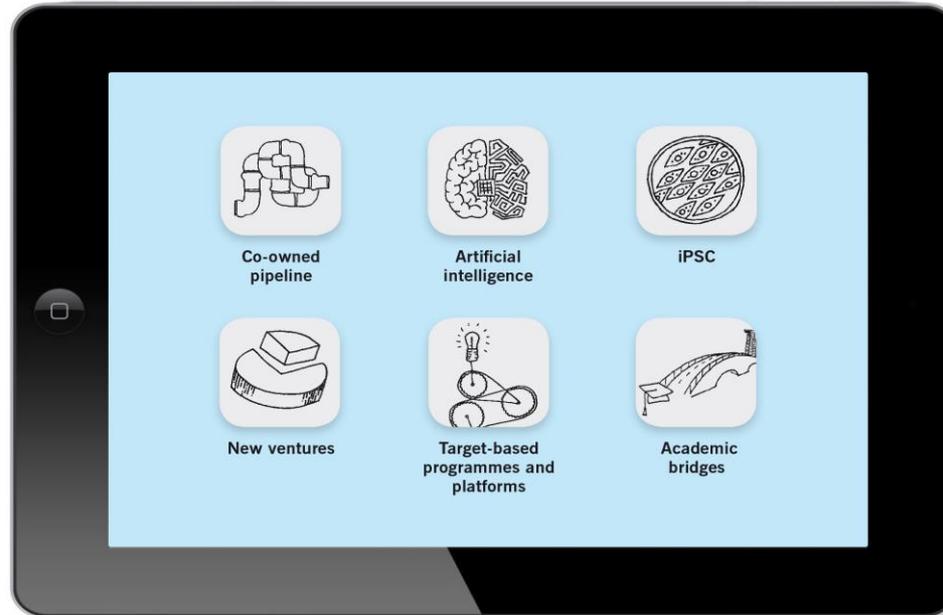
¹⁾ Before contingent considerations, income from bargain purchase & excl. impairments on goodwill, other intangible & tangible assets as well as the total non-operating result

²⁾ Not adjusted according to IFRS 15

³⁾ 2017 figures adjusted for the first time application of IFRS 15

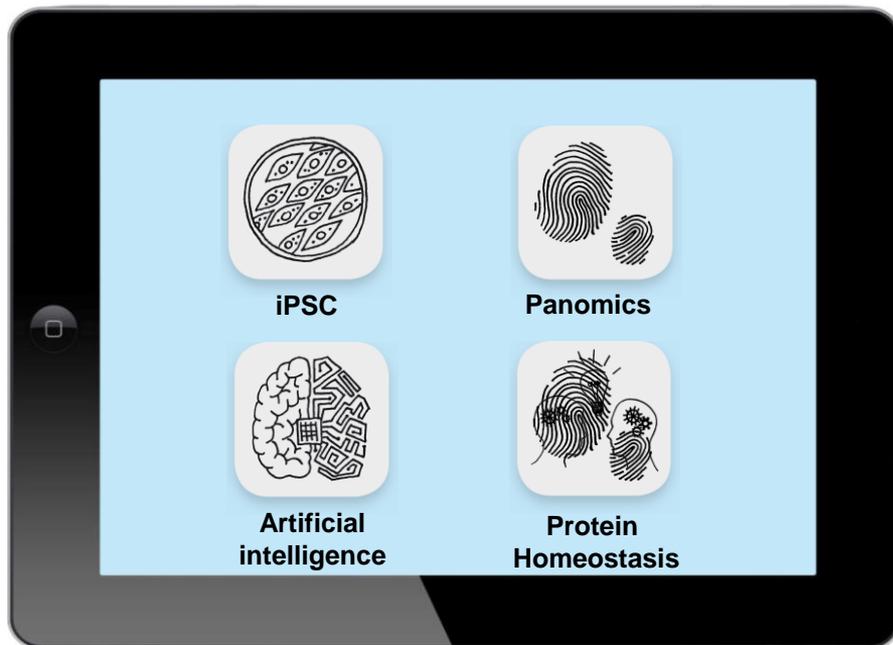
Building co-owned pipeline with superior platforms and first-in-class targets

EVT Innovate – Initiatives



Platform initiatives with game-changing potential and for better translation

Next generation drug discovery



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			

Strong progress in building co-owned pipeline

Partnership portfolio of approx. 100 co-owned, fully invested projects

	Molecule	Therapeutic Area/Indication	Partner	Discovery	Pre-clinical	Phase I	Phase II	
Clinical	EVT201	CNS – Insomnia	 京新药业					
	BAY-1817080	Chronic cough						
	EVT401	Immunology & Inflammation	 诺华					
	ND ¹⁾	Oncology	 Roche					
	Various	Women's health – Endometriosis						
	Various	Women's health – Endometriosis						
	Various	Women's health – Endometriosis						
	SGM-1019	Immunology & Inflammation	 SECOND GENOME					
	CT7001	Oncology	 Carrick					
	Various	Respiratory	 boehringer					
Pre-clinical	ND ¹⁾	CNS – Pain	 NOVARTIS					
	ND ¹⁾	Immunology & Inflammation	 Topas Therapeutics					
	ND ¹⁾	Pain	 boehringer					
	Various	Women's health – Endometriosis	 boehringer					
	EVT801	Oncology	 SANOFI					
	Target/ImmuniT	Oncology – Immunotherapy	 APEIRON					
	Various	Anti-infectives	evotec					
	Various	CNS, Metabolic, Pain & Inflammation	>10 further programmes					
	Discovery	Various ND ¹⁾	Nephrology	 AstraZeneca				
		Various ND ¹⁾	Immunology & Inflammation	 SANOFI				
Various ND ¹⁾		Nephrology						
Various ND ¹⁾		Metabolic – Diabetes	 AstraZeneca					
Various		Oncology	 SANOFI					
Various		Immunology & Inflammation – Tissue fibrosis	 Pfizer					
Various		Neurodegeneration	 Pfizer					
ND ¹⁾		Anti-bacterial	 FORGE Therapeutics					
Various		All indications	 almirall					
ND ¹⁾		Dermatological diseases	 almirall					
ND ¹⁾		Facioscapulohumeral Dystrophy	 facio					
INDY inhibitor		Metabolic	 facio					
Various		Fibrotic disease	 Ocor Therapeutics					
TargetPicV		Antiviral	 facio					
Various		Anti-infectives	evotec					
Various	Internal: Oncology, CNS, Metabolic, Pain & Inflammation	>5 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, ...

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⁾

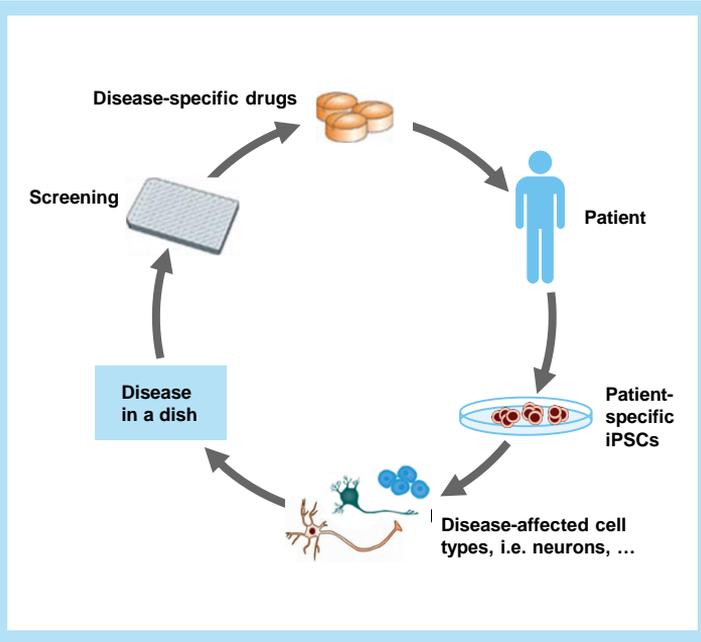
€ 12 m upfront, potential milestones > € 500 m, double-digit royalties

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



New strategic partnerships

Celgene & Evotec – Overview of new alliances



Strategic oncology partnership

(initiated May 2018)

- Long-term drug discovery and development partnership to identify new therapeutics in oncology
- Focus on solid tumours, leveraging industry-leading phenotypic screening platform with unique libraries & target deconvolution capabilities

Commercials

- \$ 65 m upfront payment, Evotec eligible to receive significant milestone payments as well as tiered royalties on each licensed programme
- Celgene holds exclusive opt-in rights



Targeted protein degradation partnership

(initiated Sept 2018)

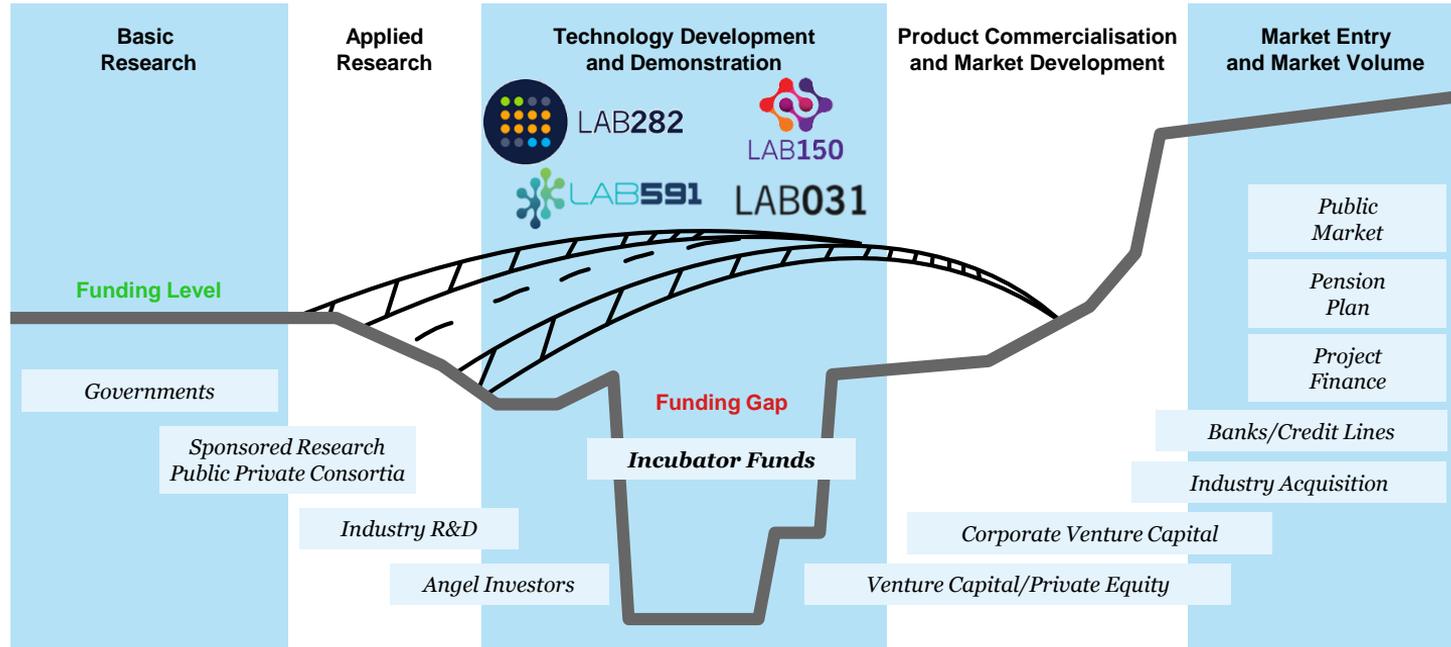
- Promising approach addressing “undruggable” targets via targeted protein degradation
- Leveraging Evotec’s proprietary Panomics platform, including data analytics platform ‘PanHunter’

Commercials

- Undisclosed upfront payment, significant milestone payments as well as tiered potentially double-digit royalties on each licensed programme
- Celgene holds exclusive opt-in rights

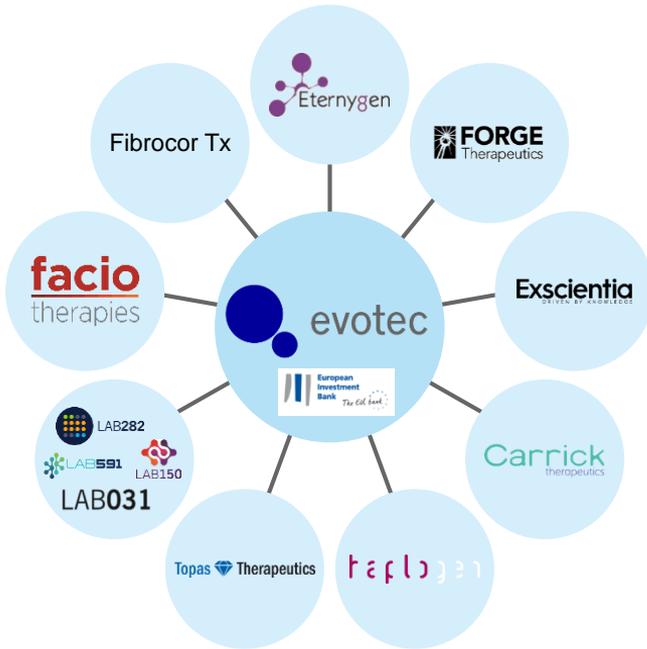
Building BRIDGES over the “Valley of death”

The funding gap



First-in-class innovation via co-investment strategy

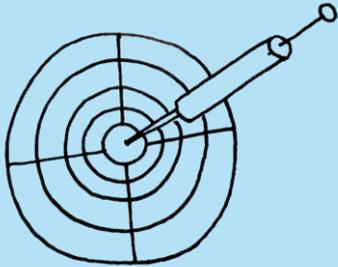
Innovative building & investing



- 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 ✓

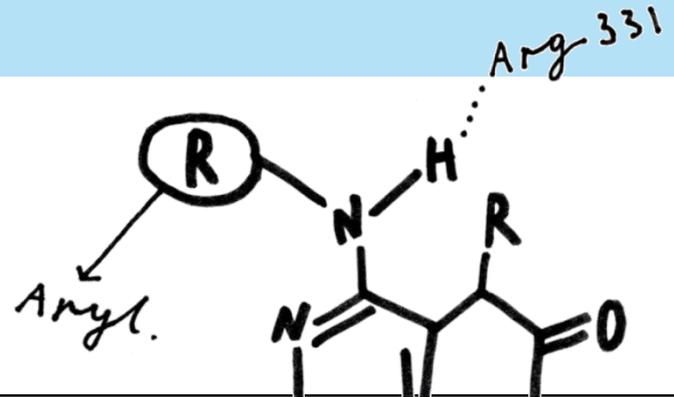
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EVT Innovate

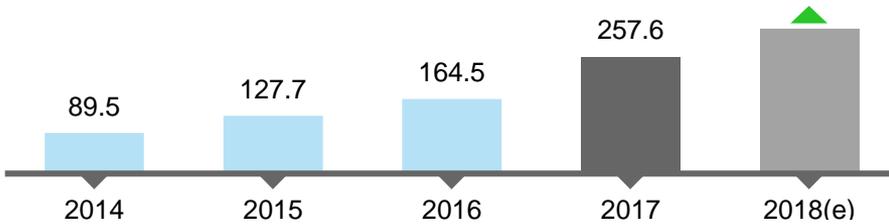
Financials & Outlook



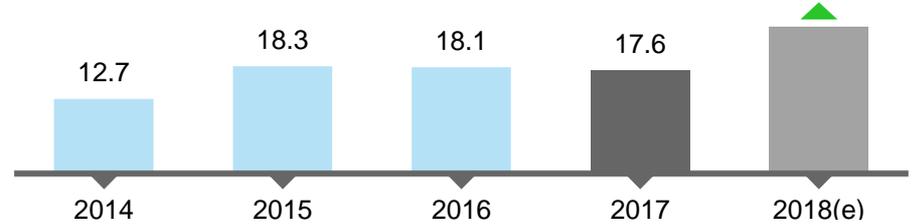
Strong performance continues

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

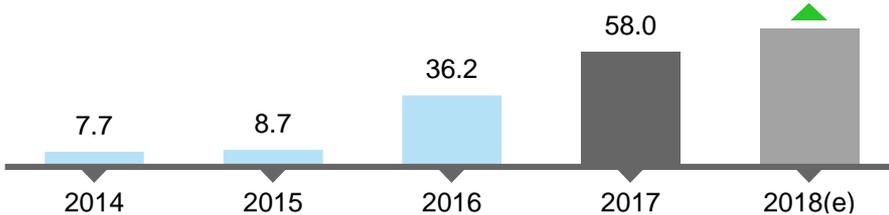
Total Group revenues (in € m)



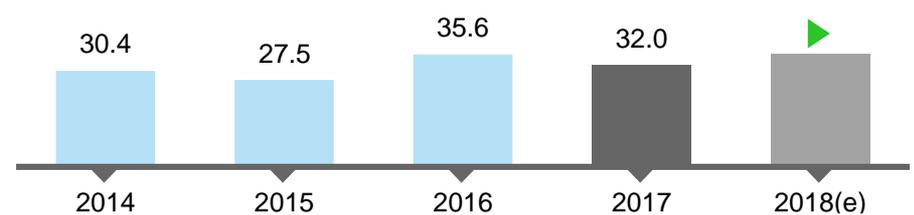
R&D expenses (in € m)



Adjusted Group EBITDA (in € m)



Gross margin¹⁾ (in %)



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 financials with new business mix

Condensed income statement 9M 2018 – Evotec Group

in € m¹⁾

	YTD 2018	YTD 2017 ⁵⁾	% vs. 2017
Revenues	270.0	171.5	57%
Gross margin ²⁾	31.0%	34.8%	–
• R&D expenses	(20.9)	(12.5)	67%
• SG&A expenses	(40.8)	(29.3)	39%
• Impairment of intangible assets	(4.2)	(1.2)	–
• Income from bargain purchase ³⁾	15.4	–	–
• Other op. income (expenses), net	26.3	8.8	–
Operating income	59.5	25.5	133%
Adjusted Group EBITDA⁴⁾	68.7	38.9	77%
Net income	52.3	12.7	–

- Growth in base business, Aptuit contribution (2018: € 83.6 m) and milestones
- Expected increase in R&D following addition of ID
- SG&A increase due to acquisitions and organic growth
- **One-time effect** – Bargain purchase with regards to Evotec ID (Lyon); Purchase price allocation (PPA) still preliminary
- Other operating income increased due to Evotec ID (Lyon), higher R&D tax credits and release of earn-out accruals following impairments

¹⁾ Differences may occur due to rounding

²⁾ Gross margin in 2018 considers amortisation of acquisitions from Aptuit & Cyprotex.

Gross margin in 2017 only considers amortisation from Cyprotex acquisition & approx. 2 months from Aptuit.

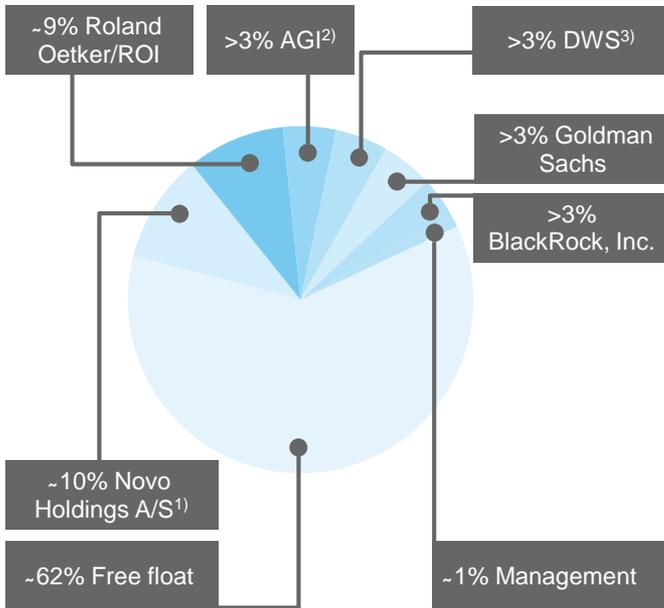
³⁾ No impact on adjusted Group EBITDA

⁴⁾ Before contingent considerations, income from bargain purchase & excl. impairments on goodwill, other intangible & tangible assets as well as the total non-operating result

⁵⁾ 2017 figures adjusted for the first time application of IFRS 15

Strong team and shareholders for innovation

Management & shareholder structure



Number of shares: 148.3 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
- **Craig Johnstone (COO)**
Strong operational and commercial management track record (as of 01/01/2019)
- **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 and strong outlook 2019

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 EBITDA¹⁾ expected to improve by approx. 30%
3	Focused investments	<ul style="list-style-type: none">• Group R&D expenses of € 35-45 m²⁾ (<i>previously: € 20-30 m</i>)

¹⁾ Before contingent considerations, income from bargain purchase and excluding impairments on goodwill, other intangible and tangible assets as well as the total non-operating result

²⁾ Guidance on R&D expenses was updated on 09 August 2018. The additional R&D efforts are not expected to negatively impact the adjusted EBITDA since these extra infectious diseases-related R&D expenses will be covered by other operating income recognised in context of the new agreement with Sanofi.

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