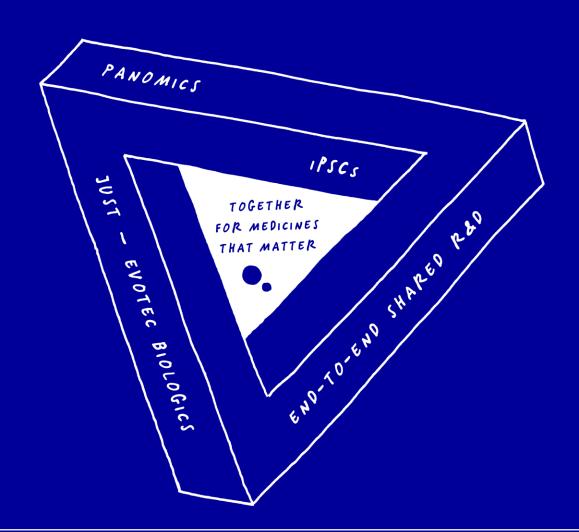


# Corporate Update





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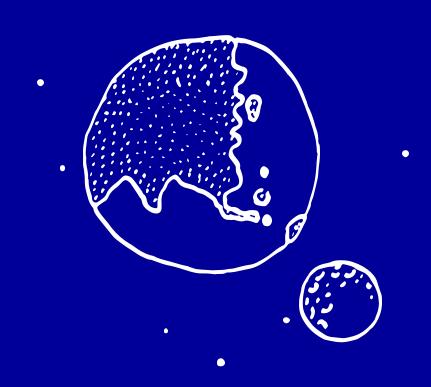
#### **Cautionary Note Regarding Forward-Looking Statements**

This presentation contains forward-looking statements concerning our business, operations and financial performance and condition, as well as our plans, objectives and expectations for our business operations and financial performance and condition. Many of the forward-looking statements contained in this presentation can be identified by the use of forward-looking words such as "anticipate," "believe," "could," "estimate," "expect," "intend," "may," "might," "plan," "potential," "should," "target," "would" and other similar expressions that are predictions of or indicate future events and future trends, although not all forward-looking statements contain these identifying words. Forward-looking statements are based on our management's beliefs and assumptions and on information currently available to our management. Such statements are subject to risks and uncertainties, and actual results may differ materially from those expressed or implied in the forward-looking statements due to a variety of factors. The forward-looking statements contained in this presentation speak only as of the date of this presentation, and unless otherwise required by law, we do not undertake any obligation to update them in light of new information or future developments or to release publicly any revisions to these statements in order to reflect later events or circumstances or to reflect the occurrence of unanticipated events.



# Agenda

- 1. Governance Principles at Evotec
- 2. Business Update





### Full compliance with EU Market Abuse Regulation (MAR)

State-of-the art compliance framework & good governance

### **Insider-Policy**

- Revised dedicated Insider-Policy (supplementary to Code of Conduct) in place since NASDAQ IPO in November 2021
- Approved by MB and SB and published on Website (Code of Conduct -> <u>Link</u>)
- Clear definitions of what is an insider information and consequential trade prohibition
- Clear definition and explanation of Black Out Periods (30 days prior to announcement of quarterly/annual results)
- Mandatory clearance proceeding obliged to prior clearance of any trade in Company shares with General Counsel

#### **Code of Conduct (CoC)**

- CoC sets standards for general compliance with insider trading laws and prevention of conflicts of interest
- Approved by MB and SB and published on Website (Code of Conduct -> <u>Link</u>)

#### **Insider lists**

• Insider lists pursuant Article 18 MAR available and managed through state-of-the art electronic tool

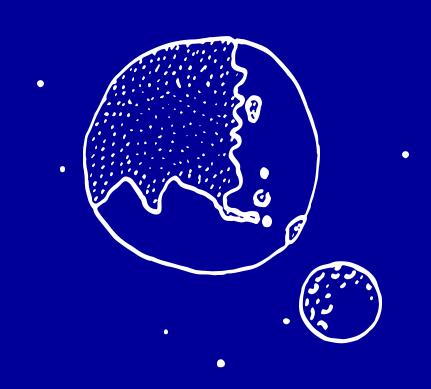
### **Shareholdings reconciliation**

• General Counsel reaches out to SB and MB members regularly in December to confirm shareholdings, LTI, RSP as of 31 Dec.



# Agenda

- 1. Governance Principles at Evotec
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### Focusing on execution

Business update

### **Strategy unchanged**

• Strategy has been developed TOGETHER and is supported unanimously by Management Board and Supervisory Board

### **Business continuity not affected**

- High customer satisfaction unchanged; Ability to generate new business unaffected based on commercial organisation with 100+ professionals and Evotec's promise for efficient execution and higher probability of success
- Just Evotec Biologics is on track to become a meaningful earnings contributor in the coming years; Sandoz collaboration unfolding according to plan; Hiring of personnel to build basis for 2025 and beyond; Opening of J.POD Toulouse in September; Capital Markets Day on 10 October in Toulouse
- Market outlook including funding of biopharma R&D turning more positive

### **Guidance 2023 confirmed**

Trends seen in Q3 have continued over the course of Q4 2023

### Outlook 2025 unchanged

• In light of robust underlying demand and multiple layers to improve efficiency it is all about execution in Base Business and at Just – Evotec Biologics. Risk-adjusted contribution from Milestone payments subject to scientific results.



### Robust underlying performance

Guidance 2023

	Guidance 2023 <sup>4</sup>	YE 2022	Comments
Group revenues (at constant fx-rates <sup>1</sup> )	€ <b>750</b> - <b>790 m</b> (€ 765 - 805 m)	€ 751.2 m	At least stable despite approx. € 70 m one-off effect
Unpartnered R&D <sup>2</sup>	€ 60 – 70 m	€ 69.9 m	Stable
Adjusted EBITDA <sup>3</sup> (at constant fx-rates <sup>1</sup> )	€ <b>60 – 80 m</b> (€ 70 – 90 m)	€ 101.0 m³	Mitigation of large parts of approx. € 90 m one-off effect

*Approx.* € 200 m continued investments for enabling and supporting growth (e.g., capacity expansion in biologics manufacturing, iPSC, E.MPD, CO<sub>2</sub>e reduction...)

<sup>1</sup> EUR/US\$ 1.18; EUR/GBP 0.85

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

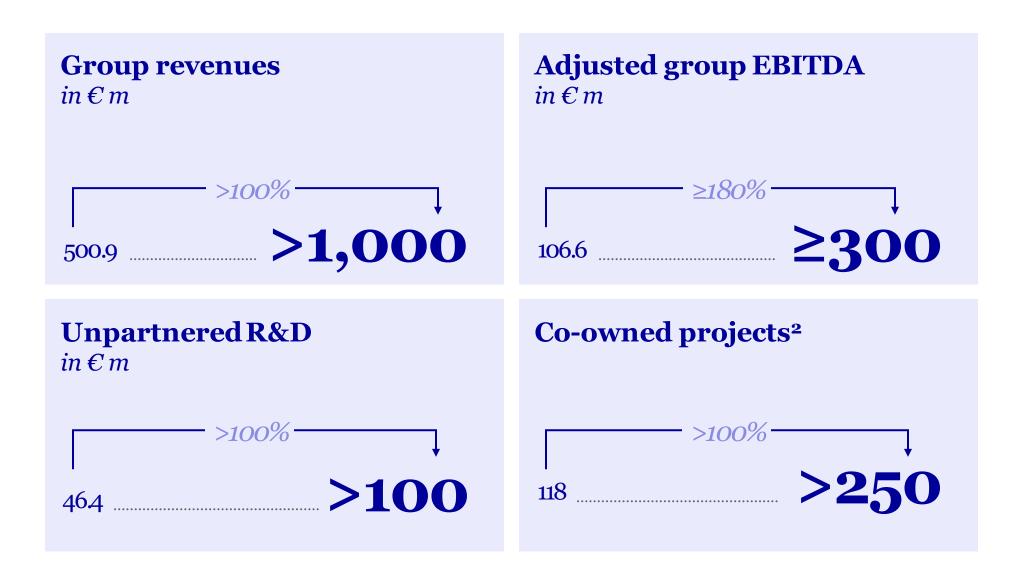
<sup>3</sup> Including M&A effects from 2022

<sup>4</sup> including one-off effects on revenues of € -70 m (net) and on adj. EBITDA of € -90 m



## Our mid-term aspirations are unchanged

2020-2025 estimated key performance indicator goals<sup>1</sup>





# **Upcoming important dates**

Financial calendar 2024

FY 2023 results / Sustainability Report	24 April 2024
Q1 2024 results	22 May 2024
Annual General Meeting 2024	10 June 2024
H1 2024 results	14 August 2024
Capital Markets Day (Toulouse)	10 October 2024
9M 2024 results	06 November 2024









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