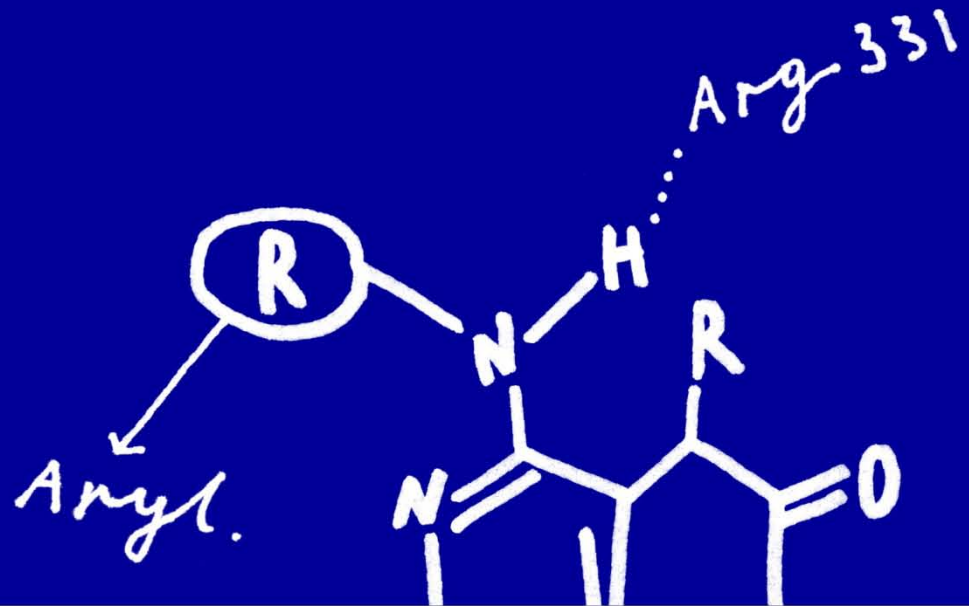


Evotec & Sanofi enter into exclusive negotiations for major multi-component strategic collaboration



Forward-looking statements

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.

Welcome!

Evotec Management Team



Werner Lanthaler, CEO



Colin Bond, CFO



Mario Polywka, COO



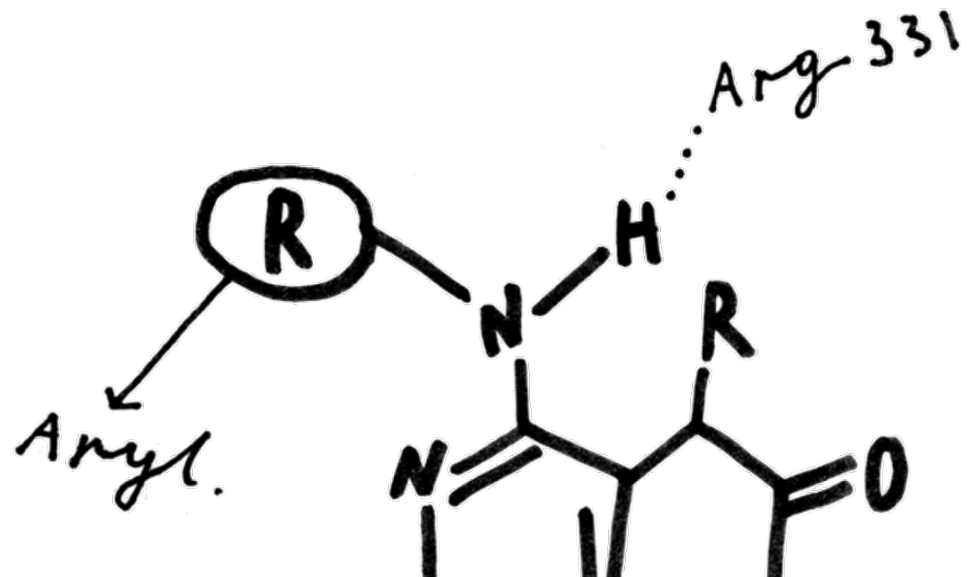
Cord Dohrmann, CSO

Agenda

The alliance

Evotec's strategy – Execute on Innovate

Summary and financial implications



Major collaboration across Innovate and Execute

Transaction under **final exclusive negotiations**



- Multiple high-value initiatives for EVT Execute & EVT Innovate, pipeline of joint oncology projects with significant upside for Evotec
- Approx. €250 m guaranteed commitment from Sanofi over the next five years
- A sizeable upfront cash payment to be defined in the agreement immediately after completion of the transaction and signing, expected in H1 2015¹⁾

NEWS RELEASE

02 December 2014

info@evotec.com | www.evotec.com

Evotec and Sanofi enter into exclusive negotiations for a major multi-component strategic collaboration

- Parties have entered into exclusive negotiations and expect to sign the transaction in H1 2015
- Goal to improve innovation effectiveness in drug discovery and pre-clinical development
- Building pipeline focused on oncology
- Innovation bridge from academia to Pharma
- Long-term outsourcing collaboration on key drug discovery services for Sanofi; Evotec will acquire Sanofi's scientific operations in Toulouse
- Creation of Evotec's European compound management facility and service
- Pioneering open innovation programme with Sanofi and Evotec offering their combined capacity 1.7 million small

Three big initiatives to improve innovation efficiency

Elements of the alliance

1

Pipeline-building collaboration in oncology

- Pipeline of pre-clinical oncology discovery projects licensed from Sanofi to Evotec
- Potential joint Cure X/Target X initiatives and multiple oncology discovery targets
- Creation of fund dedicated to scientific projects with academia in France & EU

2

Outsourcing alliance

- Transfer of industry-leading integrated scientific operations in Toulouse with approx. 200 scientists to Evotec
- State-of-the-art compound management operations in Toulouse as “Evotec’s European centre for compound management services”
- Discovery Master Service Agreement for five years

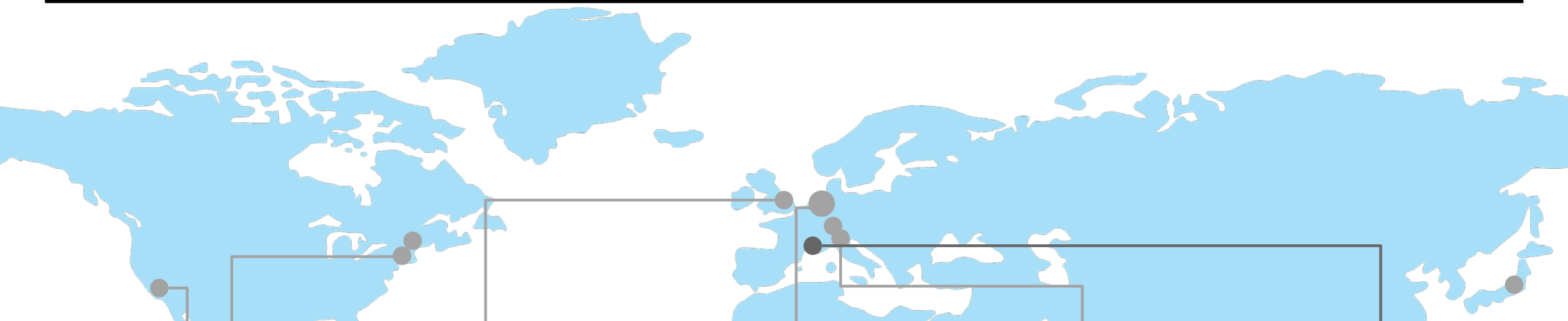
3

Pioneering open innovation – Combined small molecule libraries

- Sanofi’s global screening library will be made available for screening to Evotec’s Pharma, biotech and academic partners

Adding Toulouse & Sanofi to Evotec's footprint

Evotec overview – A step function from approx. 650 to 860 scientists



San Francisco, Branford and Princeton, USA

~65 employees

- Compound ID, selection and acquisition
- Compound QC, storage and distribution
- Protein production

Abingdon and Manchester, UK

~280 employees

- Medicinal chemistry
- ADMET
- Structural biology
- Anti-infective platform/screening
- PK/PD profiling services

Hamburg, Germany (Manfred Eigen Campus)

~290 employees

- Hit identification platforms
- Biophysics
- *In vitro & in vivo* biology

Munich and Göttingen, Germany

~85 employees

- *In vitro & in vivo* biology
- Chemical proteomics
- Proteome-wide Mode-of-action studies
- Biomarker discovery and validation

Toulouse, France*

~ 200 scientists

- Library management
- Screening
- Proteomics
- CMC
- Protein production
- Medicinal chemistry
- Oncology discovery



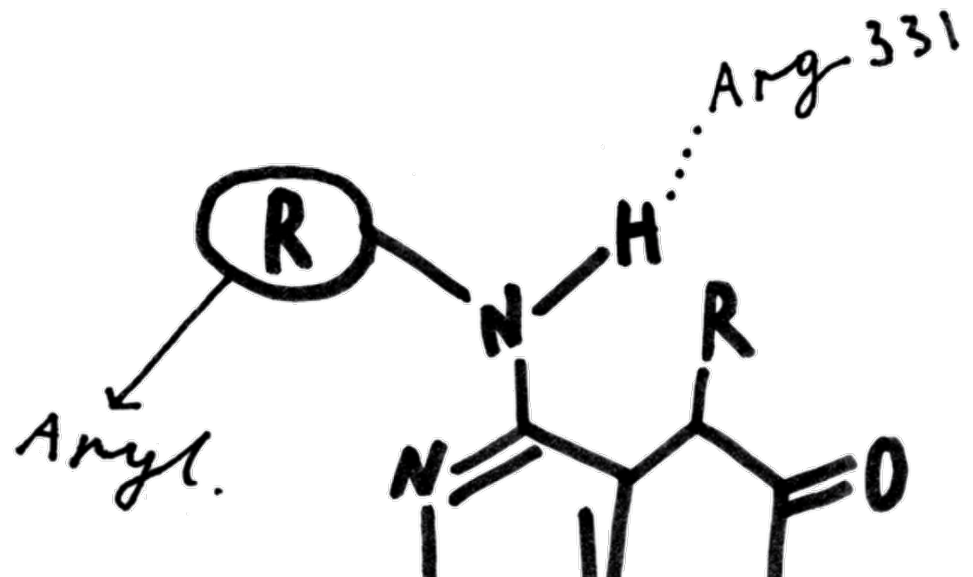
● Operations & sales representation (**Boston, Tokyo**)

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Outsourcing to improve R&D productivity

Market dynamics in drug discovery

Drivers of more flexible models between Pharma, biotech & CROs

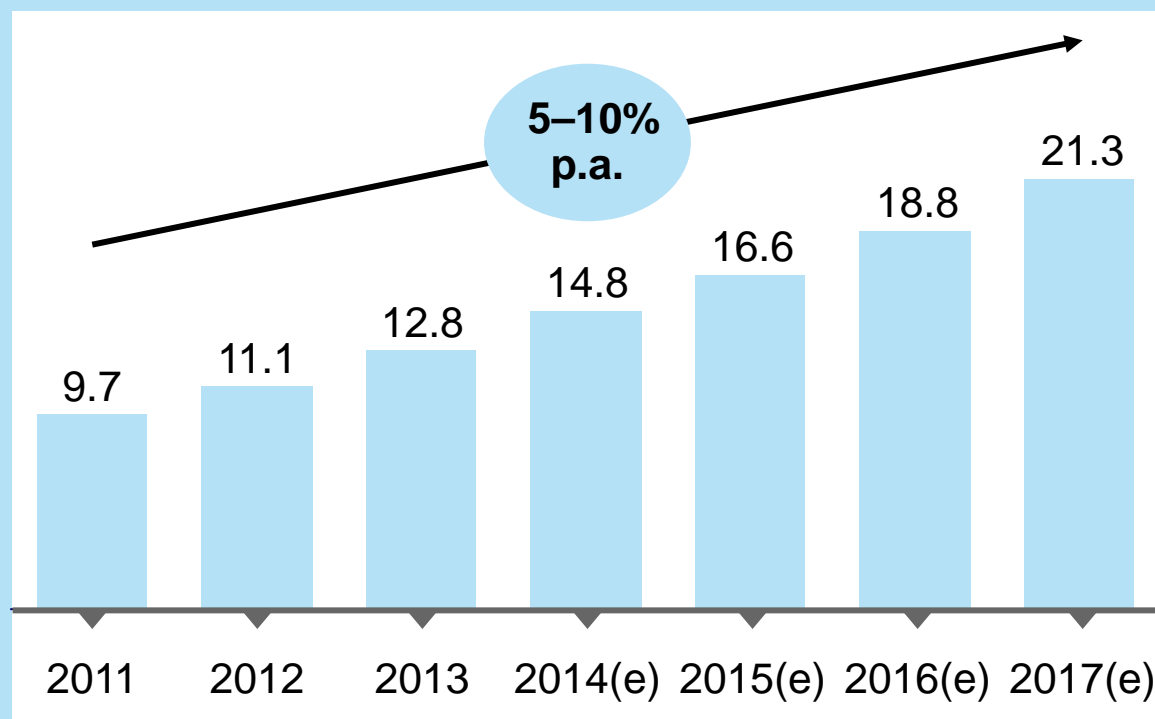
1 Increasing comfort with outsourcing

2 Higher R&D capital efficiency & performance-based compensation for innovation

3 Ability to adjust speed proportional to portfolio, success, funding, strategic needs etc.

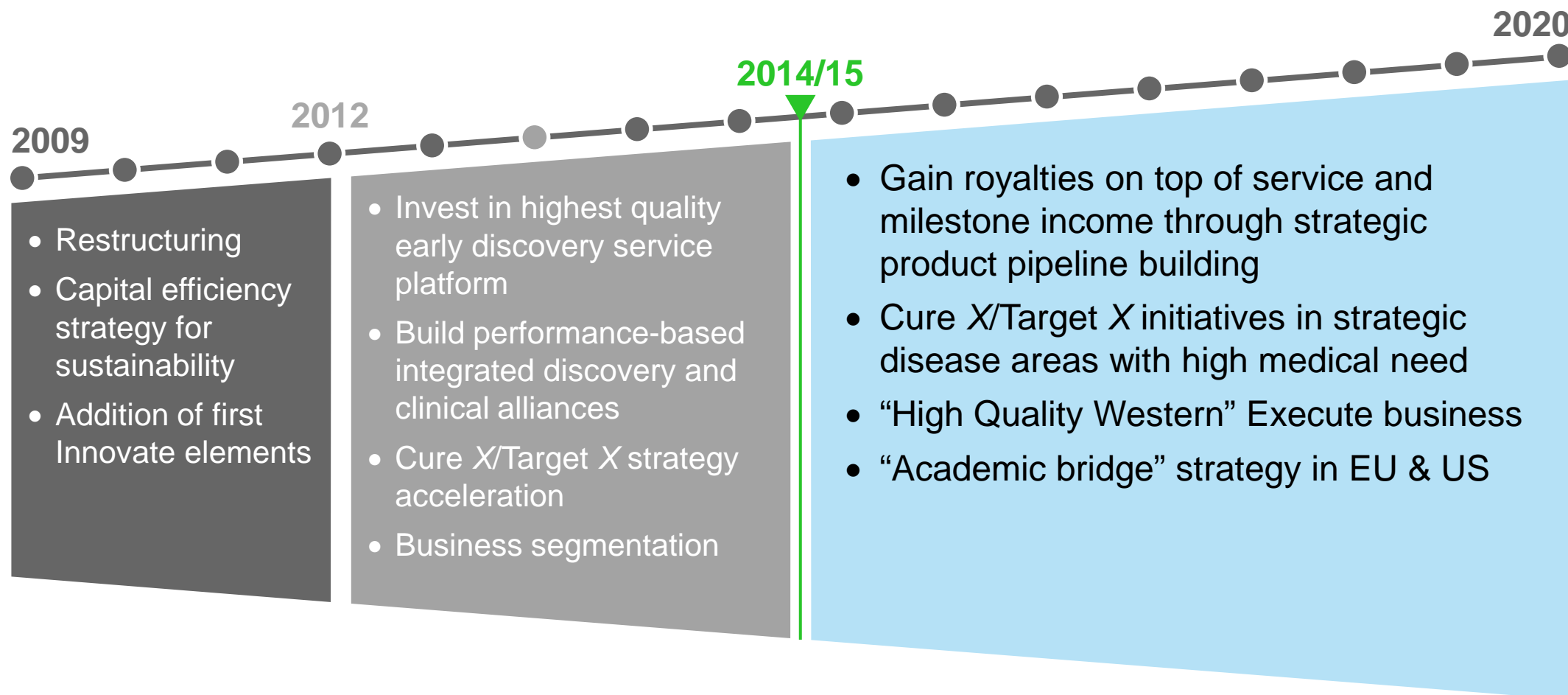
Drug discovery outsourcing is a macro trend

Market overview – Revenues, in \$ bn



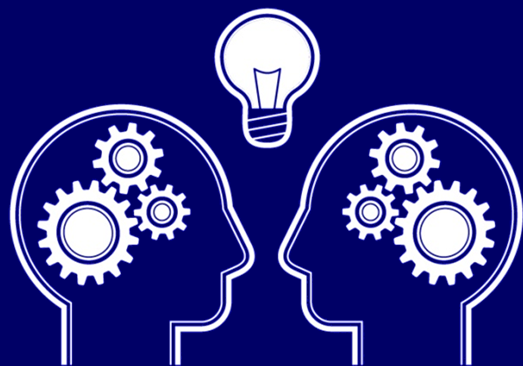
Building a product pipeline by sharing development risks supported by discovery services and profits

Evotec's strategy



Two segments – ONE company

EVT Execute & EVT Innovate



**HIGHEST QUALITY AND MOST
CAPITAL EFFICIENT DRUG DISCOVERY
OUTSOURCING PLATFORM**

EVT Execute

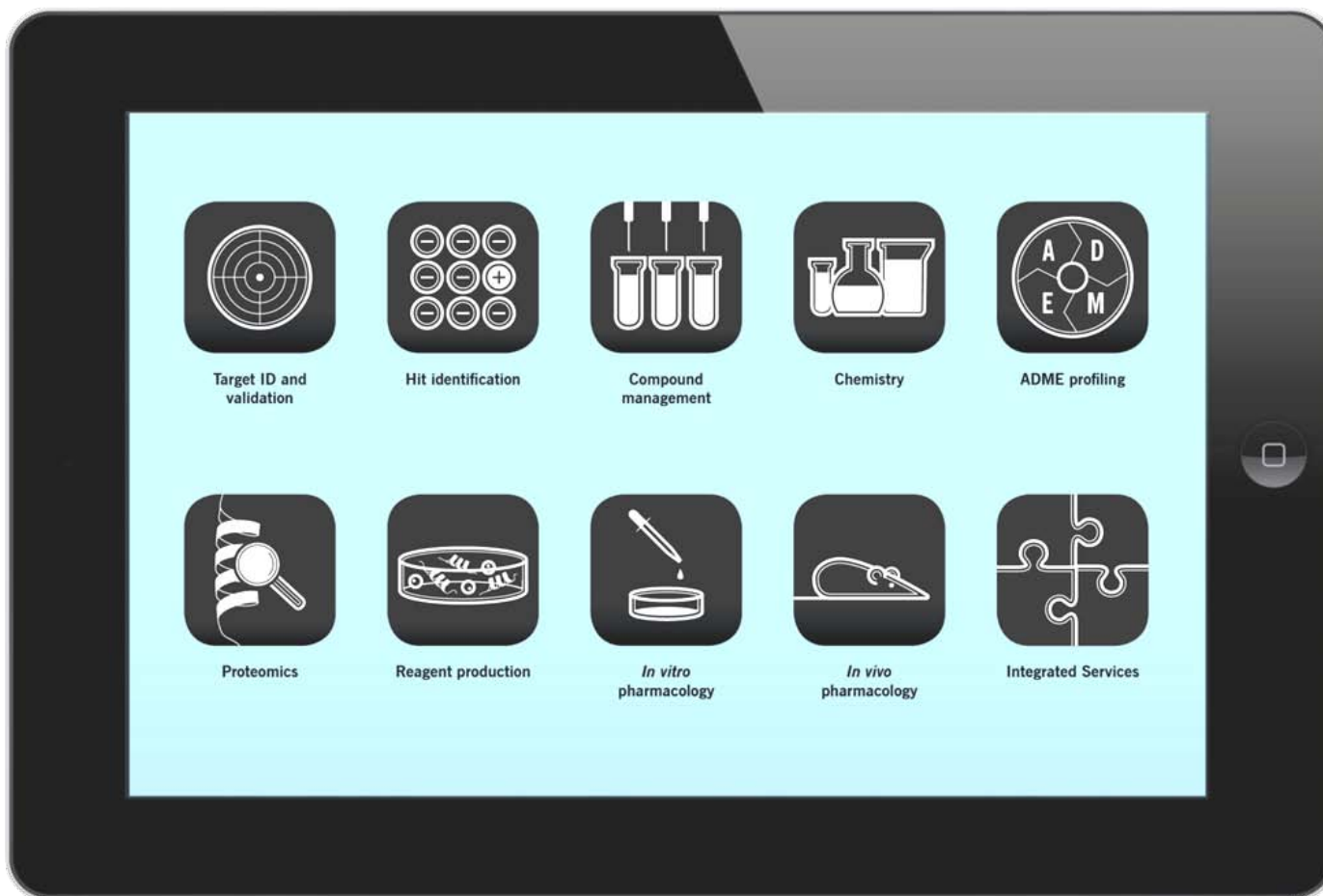


THE BRIDGE
FROM ACADEMIA
TO PHARMA. 

EVT Innovate

Perfect match of growth capacities, high-quality capabilities and new strategic customer

EVT Execute & Sanofi



Execute on strategy

- Increased highest quality capacity in chemistry and biology
- Additional drug discovery capabilities, e.g. antibody, therapeutic protein production, early development

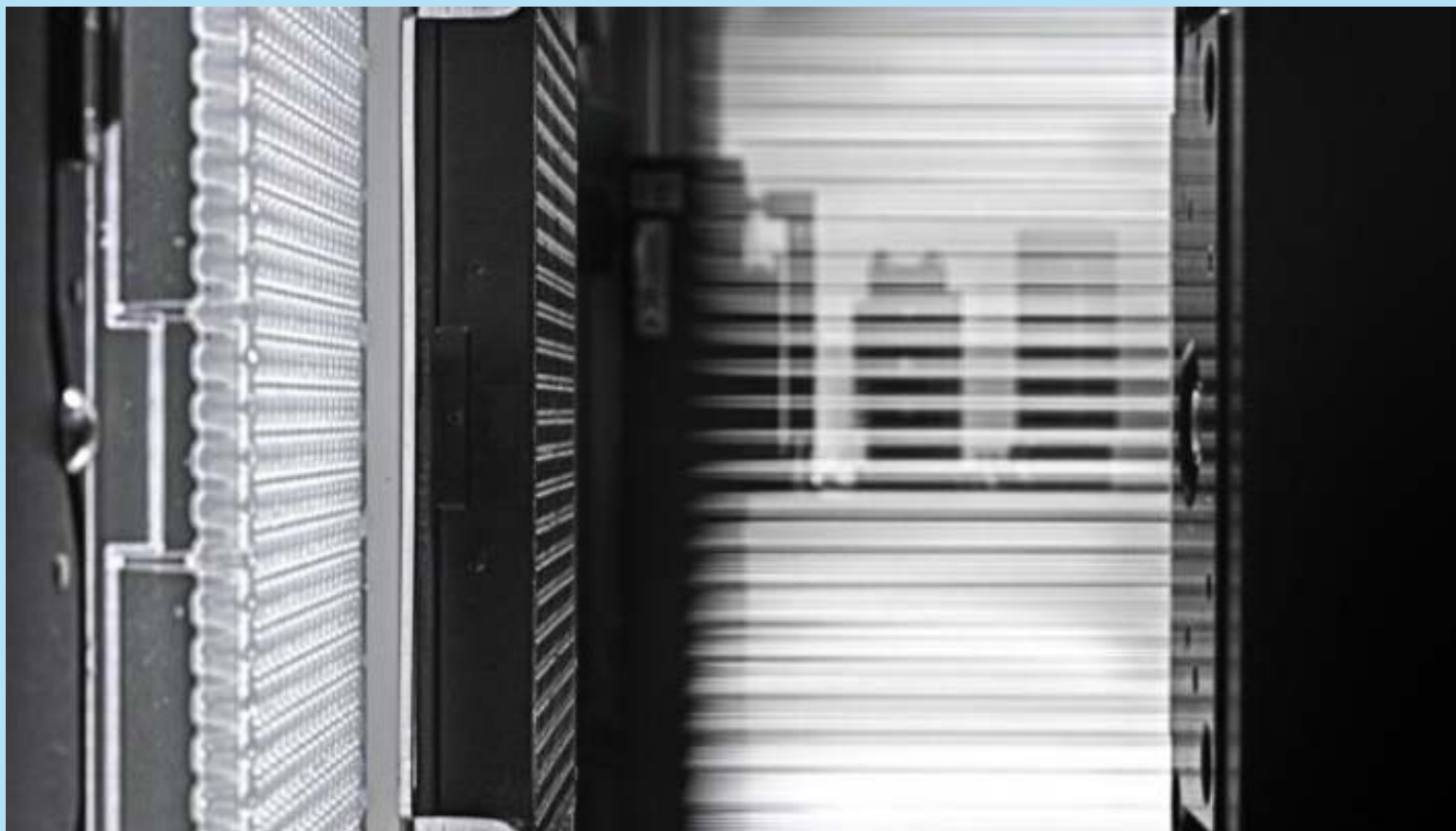


Ground-breaking “Open Innovation“ initiative with Sanofi Global Screening Library

From high-content screening to target selection




















“Open Innovation“ Hit Discovery Initiative

- Evotec’s high-quality library with 400,000 compounds – combined with Sanofi’s 1.3 million compound library for third-party screening
- Combination creates world-leading hit discovery service with attractive commercial terms for Pharma and biotech



Product opportunities with significant upside

Evotec's partnership portfolio strategy

	Molecule	Indication	Partner	Discovery	Pre-clinical	Phase I	Phase II	Phase III	
Clinical	EVT302 ¹⁾	AD		[Progress bar: Discovery, Pre-clinical, Phase I, Phase II]					
	EVT201	Insomnia		[Progress bar: Discovery, Pre-clinical, Phase I, Phase II]					
	Somatoprim	Acromegaly		[Progress bar: Discovery, Pre-clinical, Phase I, Phase II]					
	EVT100	CNS diseases		[Progress bar: Discovery, Pre-clinical, Phase I, Phase II]					
	EVT401	Inflammation		[Progress bar: Discovery, Pre-clinical, Phase I, Phase II]					
	ND ²⁾	Oncology		[Progress bar: Discovery, Pre-clinical, Phase I, Phase II]					
	ND ²⁾	Oncology		[Progress bar: Discovery, Pre-clinical, Phase I, Phase II]					
Pre-clinical	ND ²⁾	Pain		[Progress bar: Discovery, Pre-clinical]					
	ND ²⁾	Oncology		[Progress bar: Discovery, Pre-clinical]					
	Various	Endometriosis		[Progress bar: Discovery, Pre-clinical]					
	EVT770	Diabetes – type 2/1		[Progress bar: Discovery, Pre-clinical]					
	ND ²⁾	Pain		[Progress bar: Discovery, Pre-clinical]					
Discovery	Various	Inflammation		[Progress bar: Discovery]					
	EVT070 ³⁾	Diabetes – type 2		[Progress bar: Discovery]					
	Various	Diabetes – type 2/1		[Progress bar: Discovery]					
	Various	Diabetes – type 2/1		[Progress bar: Discovery]					
	Various	Kidney disease		[Progress bar: Discovery]					
	Various	Oncology		[Progress bar: Discovery]					
	Various	Alzheimer's disease		[Progress bar: Discovery]					
	Various	CNS/MS	NEU²/Bionamics	[Progress bar: Discovery]					

¹⁾ RO4602522

²⁾ Not disclosed

³⁾ Under evaluation

Alliance adds key capabilities especially in oncology

Strategic focus areas and key themes of EVT Innovate

ONCOLOGY

Epigenetics & immunotherapy

- Modulating pathways not single targets
- Large emerging class of new targets
- Adding: Tumour Microenvironment

NEUROSCIENCE

Patient-derived iPS cells as disease models

- Screening in human disease models
- Initial focus in neuroscience
- Motor, striatal and cortical neurons

DIABETES & COMPLICATIONS

Beta cells, podocytes, PMT









- Accessing an unlimited supply of human beta cells
- Pursuing podocyte-related mechanisms
- Targeting the pericyte to myofibroblast transition

Opportunities

- Pain, anti-infectives, anti-inflammatory

A step-function for Evotec's pipeline-building strategy in oncology

EVT Innovate & Sanofi

Molecule(s)	Indication (mechanism)	Partner	Status	Next milestone	Commercials
Somatoprim (DG3173)	Acromegaly/NET		Phase IIa	Pharma partnership	Consulting fees, royalties
ND ¹⁾	Oncology		Phase I	ND ¹⁾	Research payments, milestones, royalties
ND¹⁾/Biomarker platform	Oncology		Phase I	ND ¹⁾	Success-based milestones
ND ¹⁾	Oncology		Pre-clinical	ND ¹⁾	Research payments, milestones, royalties
TargetCanMet	Various (Epigenetic targets)		H2L ²⁾	ND ¹⁾	Research payments, milestones, royalties
TargetKDM	Various (Epigenetic targets)		Pre-clinical	Pharma partnership	ND ¹⁾
TargetImmuniT	Various (Immunotherapy)		Pre-clinical	Pharma partnership	ND ¹⁾
TargetDBR	Glioblastoma		H2L ²⁾	Pharma partnership	ND ¹⁾

- Five pre-clinical oncology assets
- Multiple early discovery projects
- Multiple Cure X/Target X initiatives as opportunities



Five projects with multiple indications will enter clinical studies within 24 months

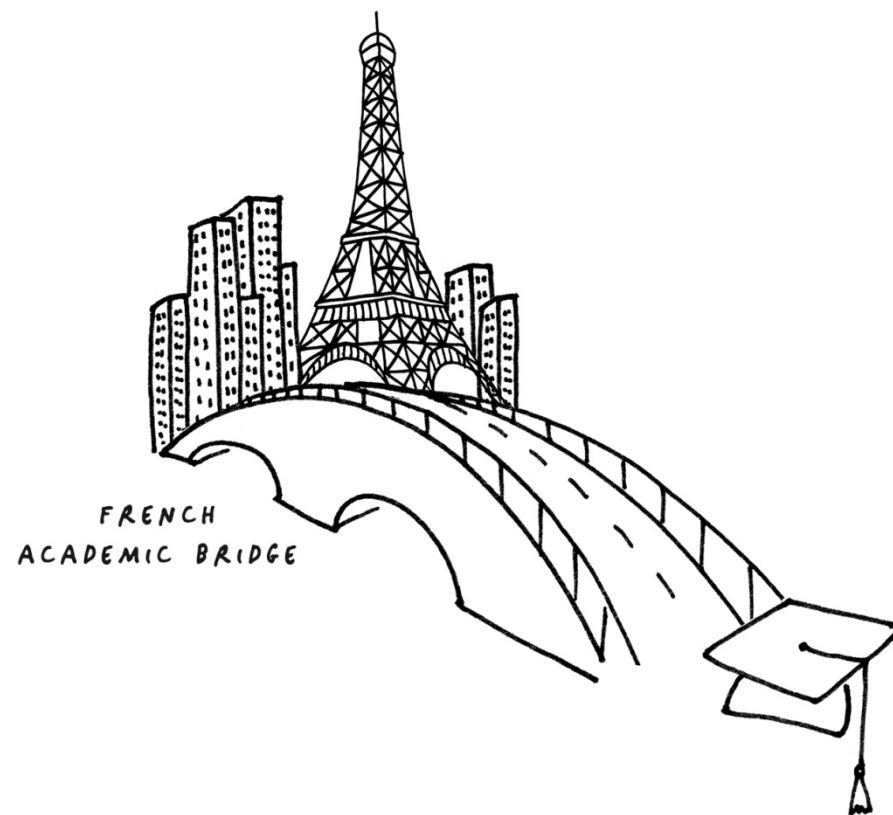
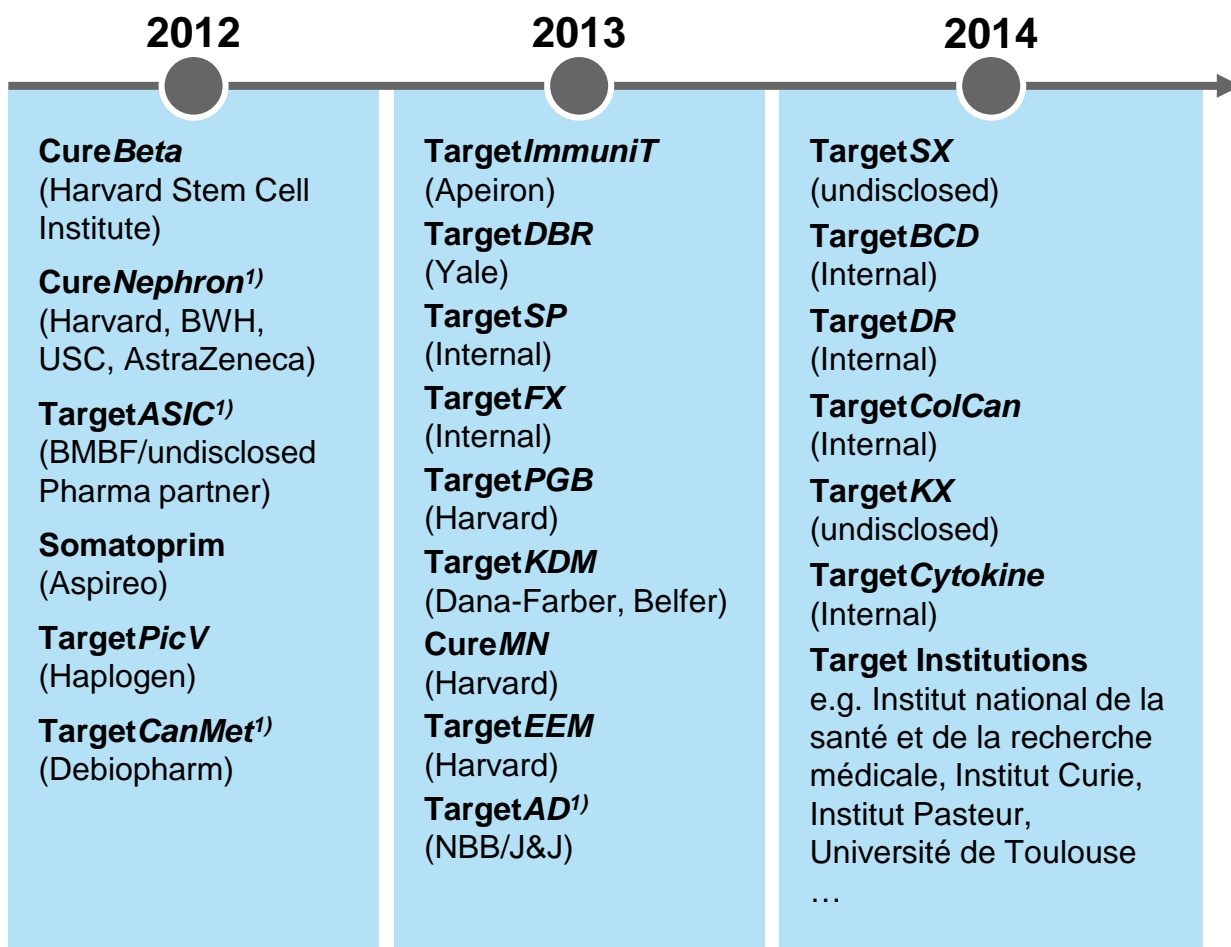
Highlights of EVT Innovate alliance

Primary indication(s)	Pre-clinical validation	First-/Best-in-class	Format	Potential IND
Lung cancer, glioblastoma	✓	✓	SM	2016/17
Lung cancer	✓	✓	SM	2016/17
HCC/HNSCC	✓	✓	SM	2016/17
HCC	✓	✓	mAb	2016/17
Pancreatic cancer	✓	✓	SM	2016/17

Co-development agreement with Sanofi up to IND – Pre-clinical development plans are geared towards generating clinical ‘proof of mechanism’

Initiative of Evotec and Sanofi to translate first-in-class science to industry

“The French Academic Bridge”

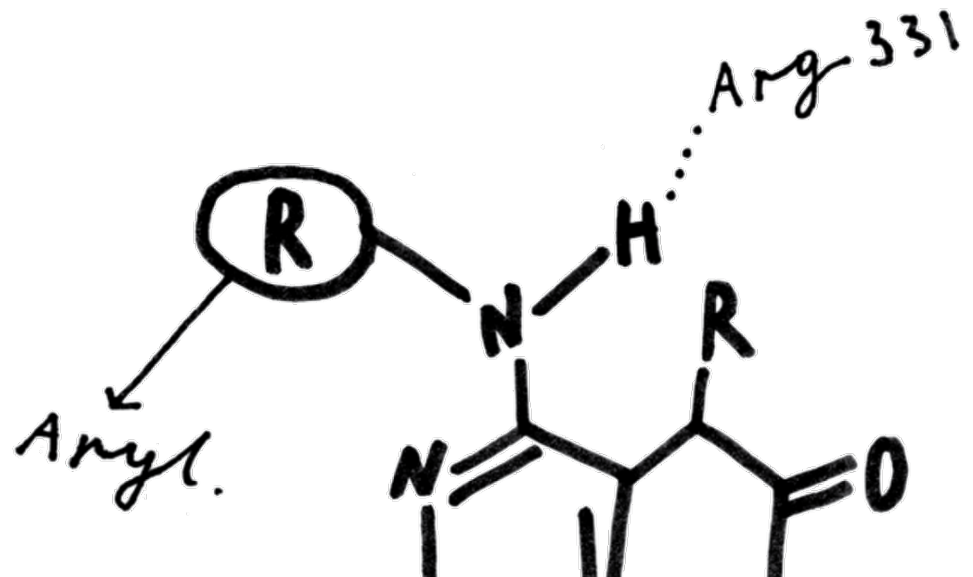


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Capacity, capabilities, customer and cash

Summary of Alliance

1	Financials	<ul style="list-style-type: none">• Guaranteed commitment of approx. € 250 m over the next five years, including a sizeable upfront cash payment that will be defined in the agreement• Master Service Agreement for Drug Discovery Services with Sanofi improves revenue growth and profitability• Increased capacity for EVT Innovate and EVT Execute with minimal Capex investment and dilution to shareholders
2	Pipeline & Innovation	<ul style="list-style-type: none">• Addition of first-class teams with significant oncology expertise and capabilities• Addition of a pipeline of oncology discovery and development projects, five most advanced set to enter the clinic in next 2 years• Sanofi screening library available for third-party collaborations• Expands and broadens “The Bridge” from academia to Pharma in France and EU
3	Others	<ul style="list-style-type: none">• Parties have entered into final exclusive negotiations and expect signing within H1¹⁾• Evotec will give its financial guidance after closing of the transaction

QUESTIONS
AND ANSWERS

