



Expand and accelerate

First six months of 2019

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.

Note:

The 2018 and 2019 results are not fully comparable. The difference stems from the acquisition of Evotec ID (Lyon) SAS, effective 01 July 2018. The results from Evotec ID (Lyon) SAS are only included from 01 July 2018 onwards. The accounting policies used to prepare this interim information are the same as those used to prepare the audited consolidated financial statements for the year ended 31 December 2018, except for the adoption of IFRS 16 “Leases” as of 01 January 2019. From 01 January 2019 onwards, Evotec applies IFRS 16.

Welcome to H1 2019

The Management Team



Werner Lanthaler
CEO¹⁾



Enno Spillner
CFO¹⁾



Craig Johnstone
COO¹⁾



Cord Dohrmann
CSO¹⁾

Strong performance continued and accelerated

H1 2019 – State of play

Highlights

- Multiple new and extended drug discovery and development agreements
- Important milestone achievements, very good progress in co-owned pipeline
- Bayer P2X3 antagonist efficacy against refractory chronic cough in Phase II (after period-end)
- Solid performance along all business lines
- New partnerships in EVT Innovate (immuno-oncology, colorectal cancer, anti-infectives)
- Strategic expansion into biologics through Just.Bio – Evotec Biologics acquisition (after period-end)
- Expansion of iPSC and patient-centric approaches; acquisition of Ncardia AG (after period-end)
- New Digital BRIDGE LAB10x, equity participation (Eternygen) and spin-off (Breakpoint Therapeutics, after period-end)
- Successful placement of € 250 m promissory note (Schuldschein)
- New Supervisory Board elected at AGM 2019, Management Board contracts extended
- Conversion into European Company (SE)

Lowlight

- *Full impairment of SGM-1019 programme after termination by partner Second Genome*

Increased guidance based on strong performance and Just.Bio acquisition

Financials H1 2019 & FY 2019 Guidance

Strong financial performance

- Group revenues from contracts with customers up 16% to € 207.1 m (H1 2018: € 178.9 m¹⁾)
- Adjusted Group EBITDA²⁾ up 51% to € 58.2 m (H1 2018: € 38.6 m)
- Unpartnered R&D expenses of € 18.7 m (H1 2018: € 10.0 m)
- Strong liquidity of € 341.8 m after issuance of promissory note (Schuldschein) (31 December 2018: € 149.4 m)

Guidance 2019 increased

- Approx. 15% (*previously: approx. 10%*) growth in Group revenues from contracts with customers without revenues from recharges (2018: € 364.0 m³⁾)⁴⁾
- >10% (*previously: approx. 10%*) adjusted Group EBITDA²⁾ growth (2018: € 92.0 m⁵⁾)
- Unpartnered R&D expenses of € 30-40 m (*unchanged*) (2018: € 22.9 m)

¹⁾ 2018 data including reclasses of recharges according to IFRS 15

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

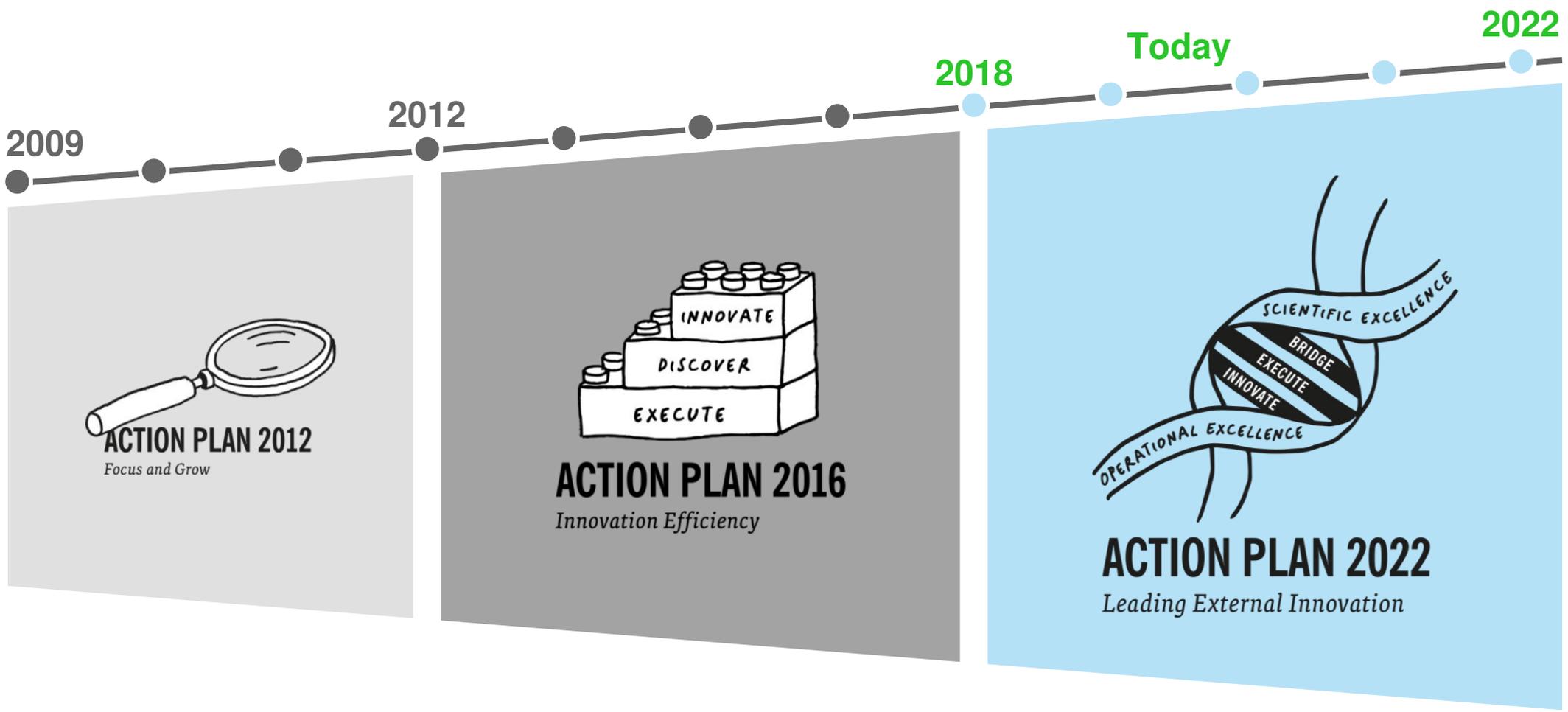
³⁾ 2018 total revenues excluding revenues from recharges according to IFRS 15

⁴⁾ Based on current/updated FX rates

⁵⁾ 2018 total adjusted Group EBITDA excluding € 3.5 m one-off effects in 2018

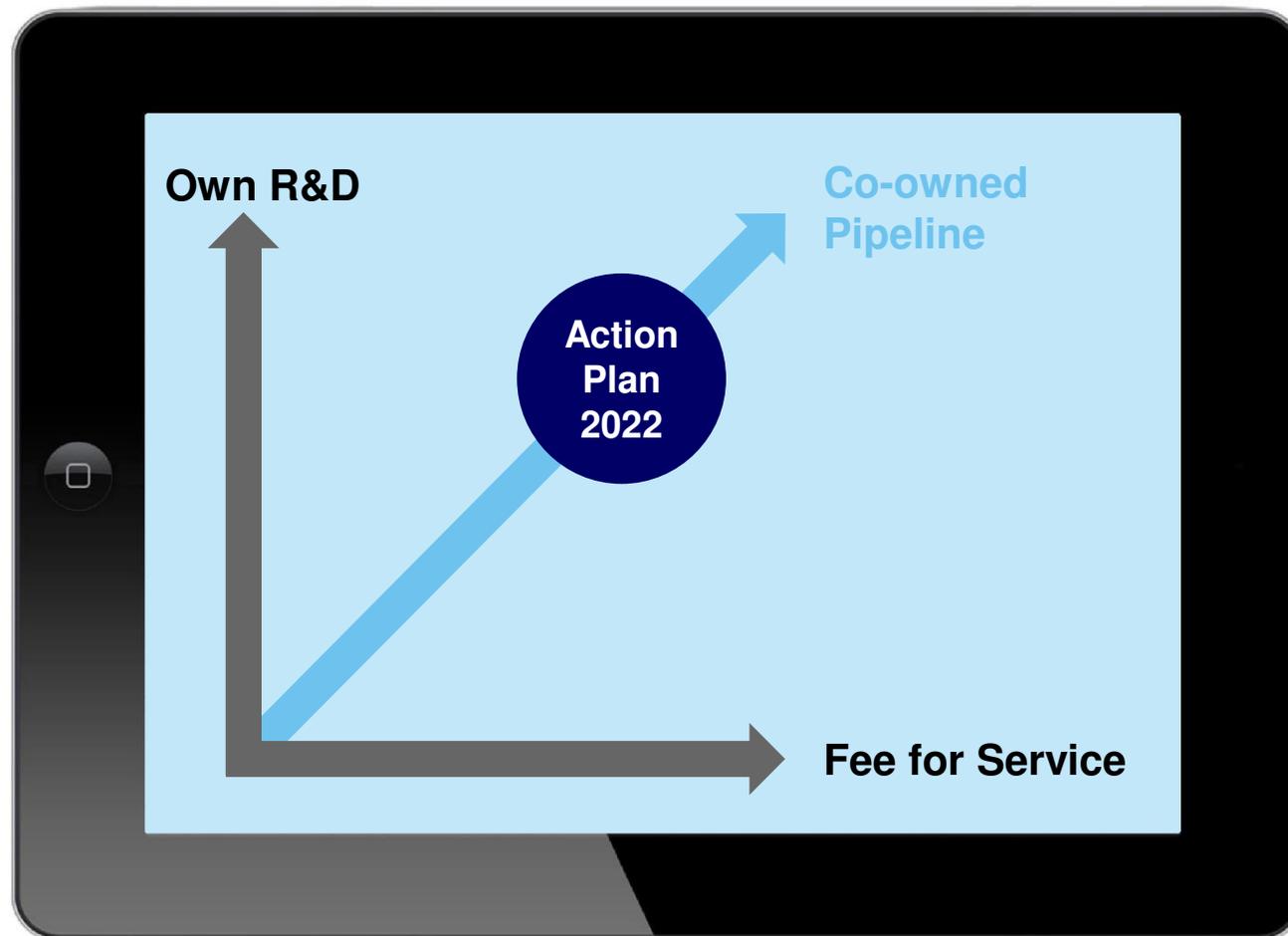
“... just the beginning” of long-term strategy

“Action Plan 2022 – Leading External Innovation”



Co-owned pipeline will gain more visibility

Unique business model



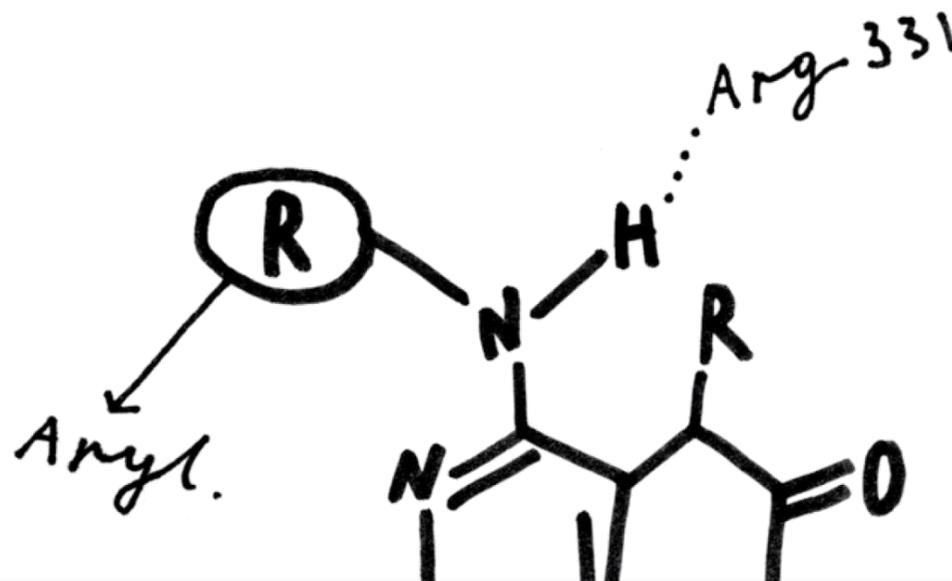
Agenda

Highlights H1 & Strategy

Financial performance

Scientific and operational performance

Guidance & Next steps



Strong performance reflected in financials

Condensed income statement H1 2019 – Evotec SE and subsidiaries

in € m¹⁾

| | H1 2019 | H1 2018 ³⁾ | % vs. 2017 |
|--|---------------|-----------------------|------------|
| Revenues from contracts with customers | 207.1 | 178.9 | 16% |
| <i>Gross margin</i> | 30.8% | 28.1% | – |
| • R&D expenses | (29.3) | (10.0) | 192% |
| • SG&A expenses | (29.9) | (27.1) | 10% |
| • Impairment of intangible assets and goodwill | (11.9) | (4.2) | – |
| • Other op. income (expenses), net | 31.3 | 12.7 | – |
| Operating result | 24.0 | 21.7 | 11% |
| Adjusted Group EBITDA²⁾ | 58.2 | 38.6 | 51% |
| Net income | 10.7 | 17.9 | (40)% |

- Strong base business and performance across all business lines
- Increase in R&D as planned
- One-off impairment of intangible assets and goodwill following termination of SGM-1019 programme with Second Genome
- Other operating income positively impacted by reimbursed partnered R&D and R&D tax credits
- Adjusted Group EBITDA in H1 2019 positively affected by new IFRS 16 (€ 6.4 m)

¹⁾ Differences may occur due to rounding

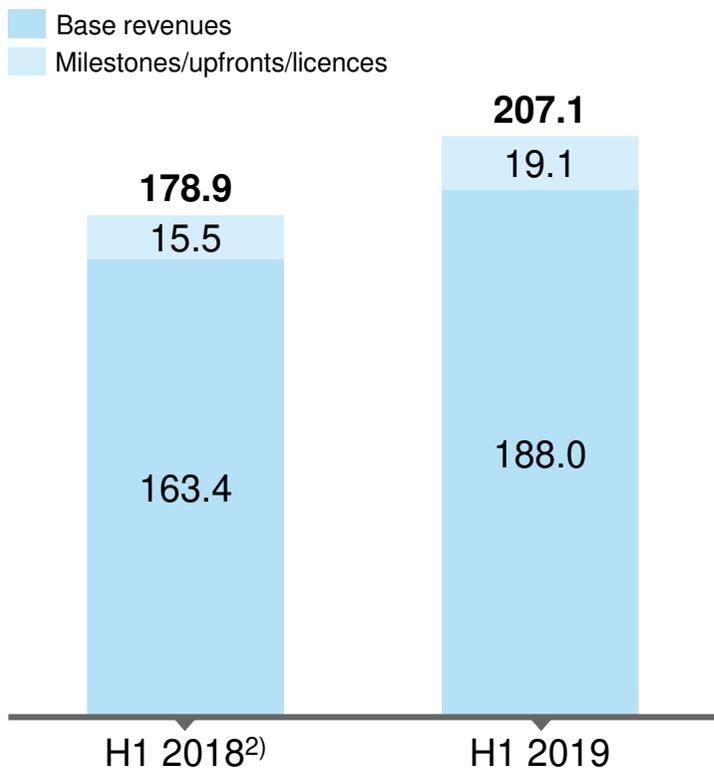
²⁾ Before contingent considerations, income from bargain purchase and excl. impairments on goodwill, other intangible and tangible assets as well as the total non-operating result

³⁾ 2018 data including reclasses of recharges according to IFRS 15

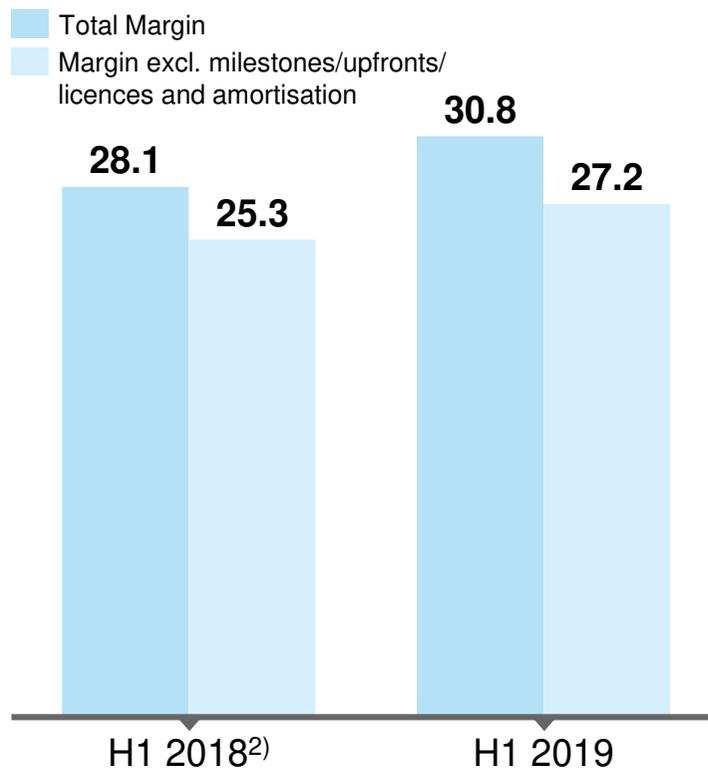
Growth trend continues, strong base margins

Revenues & Gross margin overview

Revenues from contracts with customers (in € m)



Gross margin¹⁾ (in %)



- Revenue growth due to strong performance in base business, high milestone and licence contributions, and favourable FX rate
- Favourable impact on gross margin following milestone and licence contributions, higher margins in base business, and positive FX effects (+1.4% points)
- Gross margins from H1 2018 onwards represent a different business mix and are affected by increased amortisation resulting from the PPA of acquisitions
- Strong gross margin in H1 2019 despite amortisation of intangible assets

¹⁾ Gross margin in the future may be 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 business through Aptuit.

²⁾ 2018 data including reclasses of recharges according to IFRS 15

Strong Q2

Condensed income statement Q2 2019 – Evotec SE and subsidiaries

in € m

| | Q2 2019 | Q2 2018 ²⁾ |
|---|--------------|-----------------------|
| Revenues from contracts with customers | 103.2 | 97.2 |
| Gross margin | 31.1% | 32.7% |
| • R&D expenses | (14.9) | (5.4) |
| • SG&A expenses | (15.1) | (13.8) |
| • Impairment of intangible assets | (10.3) | (4.2) |
| • Impairment of goodwill | (1.6) | – |
| • Other op. income (expenses), net | 14.8 | 6.7 |
| Operating result | 5.0 | 15.2 |
| Adjusted Group EBITDA¹⁾ | 28.2 | 24.6 |
| Net income | (2.4) | 14.3 |

- Increase in R&D expenses as planned
- SG&A slightly increased due to overall Company growth and transactions (Evotec ID (Lyon))
- **One-off** impairment charges of intangible assets and goodwill for SGM-1019 programme
- Higher R&D tax credits and reimbursed partnered R&D (not yet existing in H1 2018) affecting other operating income
- Increase in adjusted EBITDA of 15%

Continued positive momentum in both segments

Segment information H1 2019 – Evotec SE and subsidiaries

in € m¹⁾

| | EVT Execute | EVT Innovate | Inter- segment elimination | Not allocated²⁾ | Evotec Group |
|--|------------------------|-------------------------|---|---------------------------------------|-------------------------|
| Revenues | 196.8 | 41.2 | (37.9) | 7.0 | 207.1 |
| Gross margin | 27.7% | 33.3% | – | – | 30.8% |
| • R&D expenses | (0.4) | (33.3) | 4.4 | – | (29.3) |
| • SG&A expenses | (23.8) | (6.1) | – | – | (29.9) |
| • Impairment of intangible assets and goodwill | – | (11.9) | – | – | (11.9) |
| • Other op. income (expenses), net | 9.3 | 22.0 | – | – | 31.3 |
| Operating result | 39.6 | (15.6) | – | – | 24.0 |
| Adjusted EBITDA³⁾ | 60.1 | (1.9) | – | – | 58.2 |

- Revenue growth and gross margin in EVT Execute driven by strong performance in the base business
- Increase in R&D expenses in EVT Innovate both in unpartnered and partnered R&D according to strategy
- Impairment charges allocated to EVT Innovate
- Higher R&D tax credits and reimbursed partnered R&D expenses (not yet existing in H1 2018) driving other operating income

¹⁾ Differences may occur due to rounding

²⁾ Revenues in the segments consist of revenues from contracts with customers without revenues from recharges as those are not of importance for the management to assess the economic situation of the segments

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

Successful placement of € 250 m “Schuldschein”

Strategic financing – Rationale and conditions

Promissory Note (Schuldschein)

- Debut transaction at highly attractive terms to better utilise strong balance sheet

Use of proceeds

- Strengthen Company’s corporate financing structure
- Finance the recent Just.Bio – Evotec Biologics acquisition
- Re-finance existing loans at more attractive terms

Details of transaction

- Schuldschein volume: € 249.1 m net – after low transaction cost
- Initial offer significantly oversubscribed
- 3, 5, 7 & 10 years with a fixed and variable interest rate of on average below 1.5%
- Non-dilutive but debt
- Joint lead arrangers: Deutsche Bank, LBBW

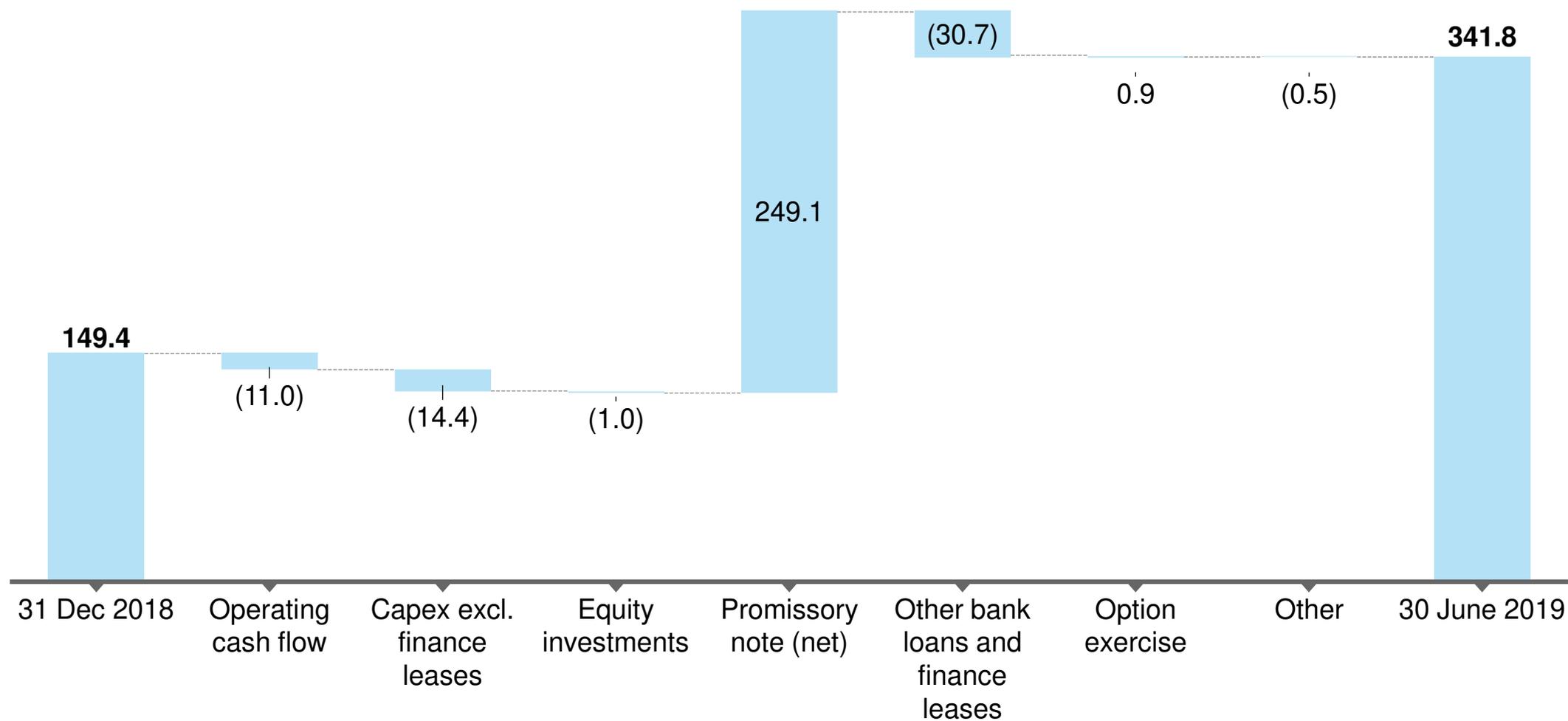
Financial effect on Evotec

- Balance sheet significantly expanded with increase in cash and debt positions
- Equity ratio: 0.41
- Net debt leverage ratio: 0.8 x adj. EBITDA¹⁾

Strong liquidity position to support growth

Liquidity development in H1 2019

in € m



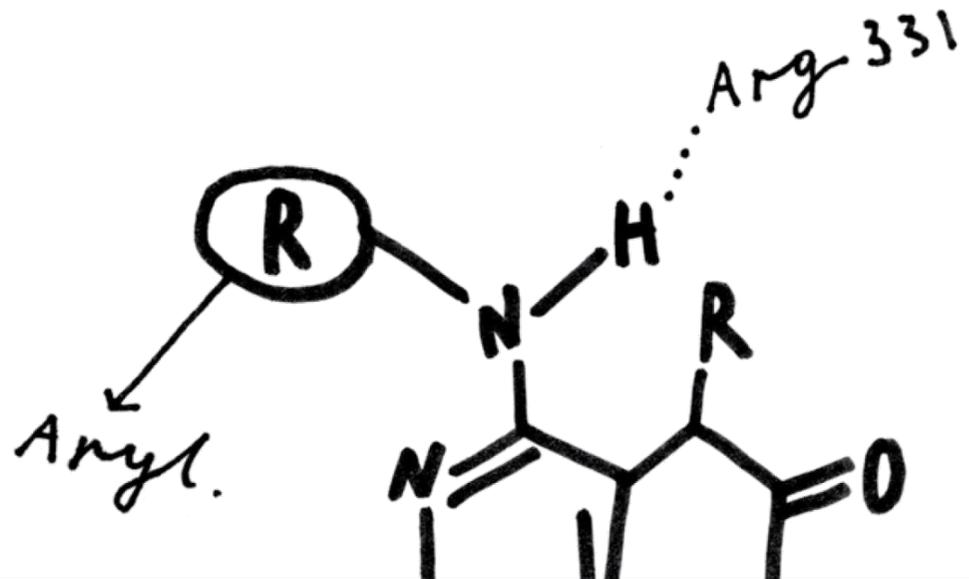
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Highlights H1 & Strategy

Financial performance

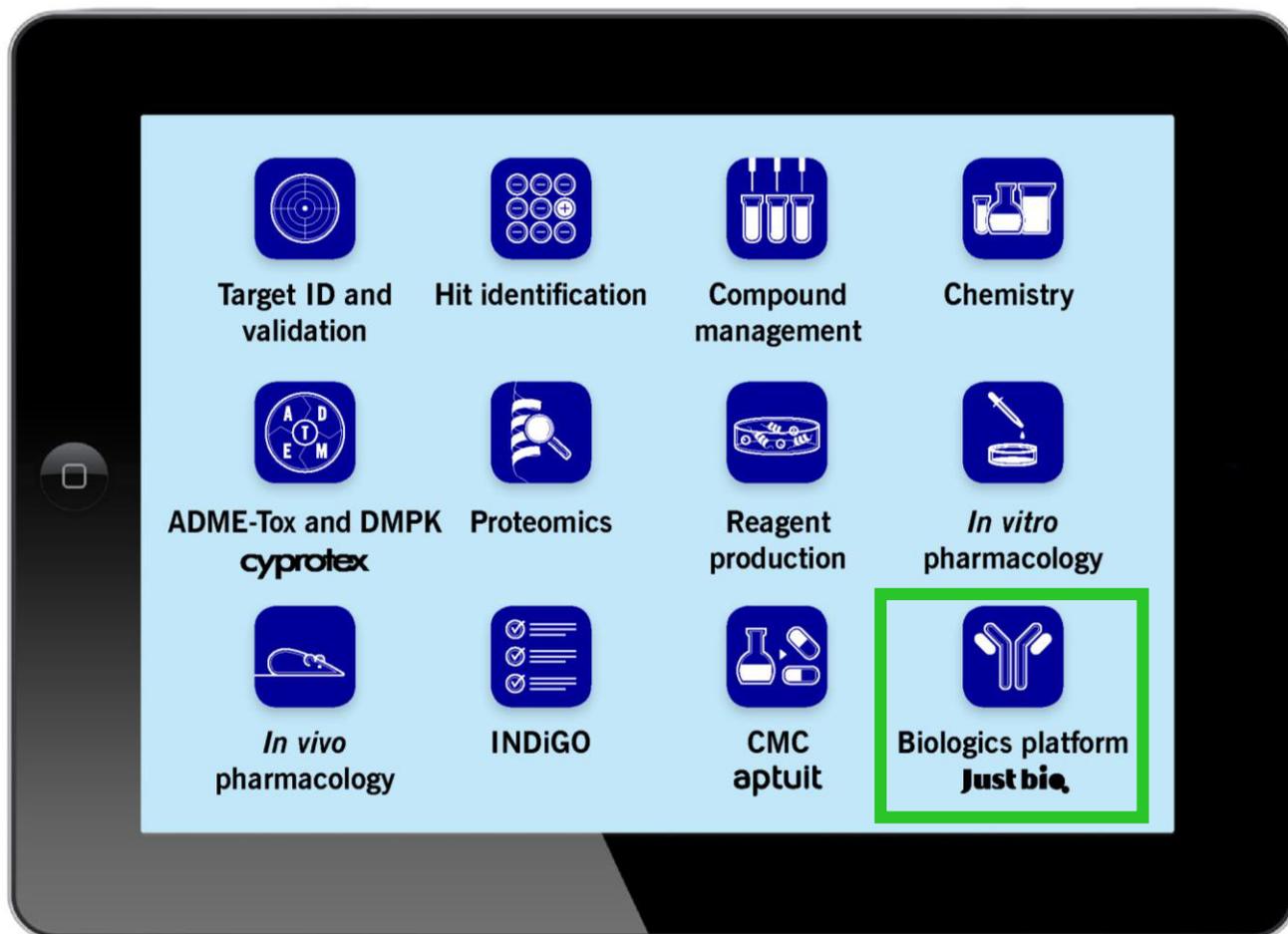
Scientific and operational performance

Guidance & Next steps



Strong progress with our partners

EVT Execute – Major achievements H1 2019



- Multiple new drug discovery and development agreements (e.g. Astex, Exscientia, Yale)
- Excellent scientific progress driving expansion of partnerships (e.g. Dermira, Enterprise Therapeutics, Fibrocor, STORM Therapeutics)
- Important strategic addition of biologics platform Just.Bio – Evotec Biologics
- Milestone achievements (Bayer, Boehringer Ingelheim)
- Strong business performance and efficiency improvements across all business lines

Better biologics with better technologies

Acquisition of Just.Bio – Evotec Biologics effective 02 July 2019

Overview of transaction

- Founded 2014/15, private, based in Seattle, WA (USA), approx. 95 employees, acquisition effective 02 July 2019²⁾
- Partners and customers: Biotech, public institutions, foundations, top-tier Pharma
- >\$ 30 m³⁾ revenues in FY 2019; approx. EBITDA break-even

First integration steps

- Agreement with Teva for design and development of high-productivity biomanufacturing process
- Integration of processes, services, and team into Evotec Group ongoing
- New business “cross-selling” opportunities on horizon



¹⁾ J.POD are currently under construction for fastest possible initiation to build in USA and potentially also EU – expected 2021

²⁾ Purchase of 100% of shares in Just.Bio – Evotec Biologics: Total consideration of up to \$ 90 m in cash including potential earn-outs upon defined milestones expected in 2019-2022e; initial consideration upon closing is \$ 63.6 m (€ 56.3 m at EUR/USD rate of 1.13) subject to customary net debt and working capital adjustments

³⁾ Including intercompany revenues

Toulouse essential part of Evotec Group

Overview and outlook to 2020

- Commitment of approx. € 250 m over five years,
- Approx. 210 employees at Toulouse site
- Sanofi Evotec's single customer at Toulouse

- >€ 45 m revenues H1 2019
- >500 employees at Toulouse site
- More than 50 third-party customers in addition to Sanofi

01 April 2015

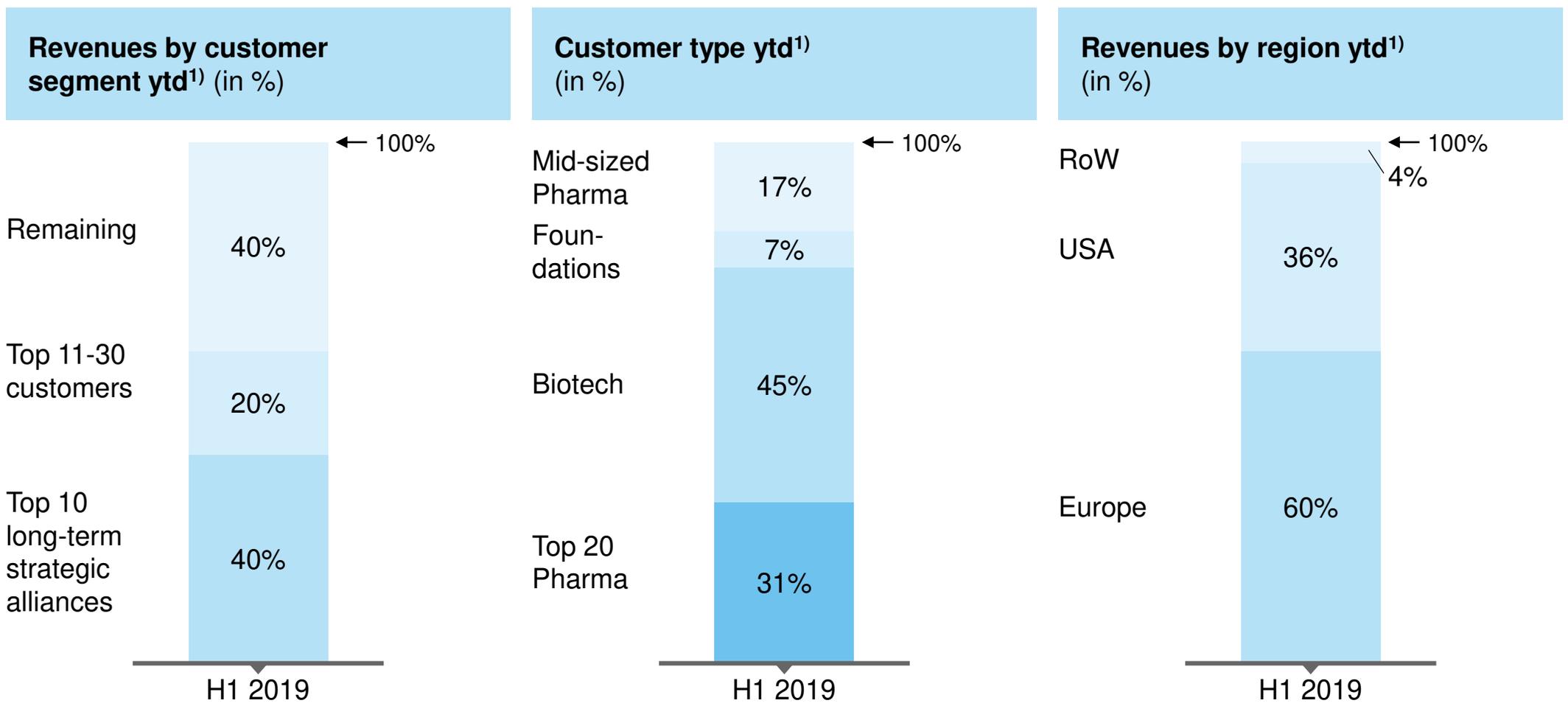
30 June 2019

01 April 2020

Only Sanofi subsidy – not growth will fall away as of 01 April 2020, however, with effect on revenues and adjusted EBITDA

Well-balanced global customer mix

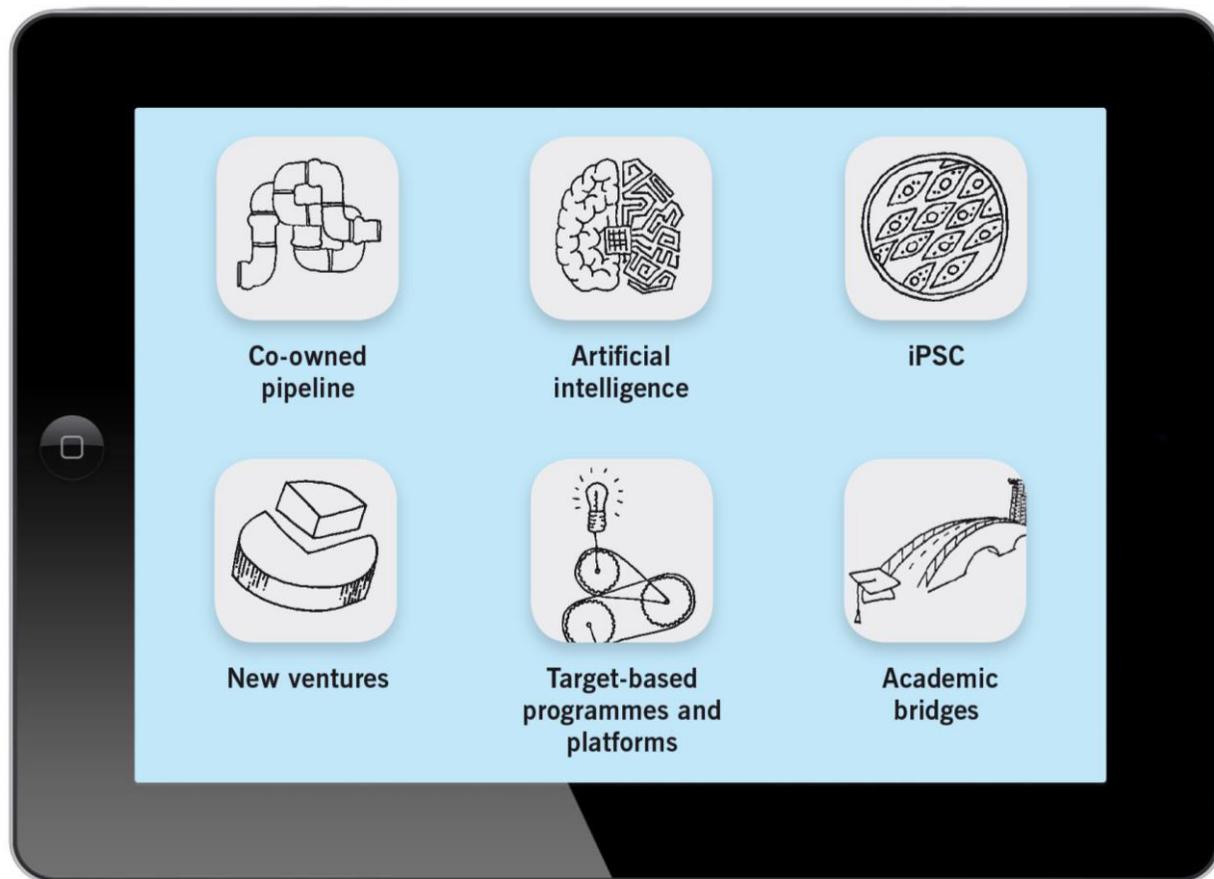
EVT Execute – Selected KPIs H1 2019



¹⁾ Third-party revenues only

Expanding all core ventures

EVT Innovate – Major achievements H1 2019



- Good pipeline progress, e.g. with positive Phase II results in chronic cough (Bayer; after period-end)
- New agreements (e.g. Galapagos, Indivumed, The Bill & Melinda Gates Foundation, The Mark Foundation)
- Driving anti-infective innovation through alliances with Helmholtz, GARDP¹⁾ and GNA Now (after period-end)
- Further achievements in iPSC alliance with Celgene
- iPSC efforts expanded; acquisition of Ncardia AG (effective after period-end)
- BRIDGE expanding (e.g. LAB150, new Digital BRIDGE LAB10x)

Strong progress in fully invested pipeline

Partnership portfolio – Highlights in H1 2019 marked in green

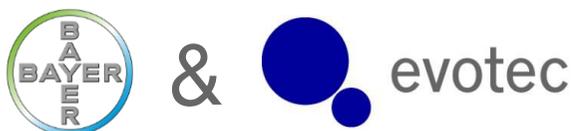
| | Molecule | Therapeutic Area/Indication | Partner | Discovery | Pre-clinical | Phase I | Phase II |
|------------------|------------------------------|---|--|-----------|--------------|-------------------|---------------------------|
| Clinical | EVT201 | CNS – Insomnia |  | | | | |
| | BAY1817080 | Chronic cough |  | | | | |
| | ND ¹⁾ | Chronic cough |  | | | | NEW data |
| | CT7001 | Oncology |  | | | | Ph. II start |
| | CT7001 | Oncology |  | | | | Ph. II start |
| | EVT401 | Immunology & Inflammation |  | | | | |
| | Various | Women's health – Endometriosis |  | | | | |
| | Various | Women's health – Endometriosis |  | | | | |
| | Various | Women's health – Endometriosis |  | | | | |
| | Various | Respiratory |  | | | | |
| Pre-clinical | ND ¹⁾ | Oncology |  | | | | |
| | ND ¹⁾ | Immunology & Inflammation |  | | | | |
| | ND ¹⁾ | Pain |  | | | | |
| | Various | Women's health – Endometriosis |  | | | | |
| | EVT801 | Oncology |  | | | | |
| | TargetImmuniT | Oncology – Immunotherapy |   | | | | |
| | ND ¹⁾ | Oncology (+ several discovery programmes) |  | | | | |
| | ND ¹⁾ | Fibrosis |  | | | | NEW collaboration |
| Discovery | Various | Anti-infectives |  >5 programmes | | | | |
| | 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 milestone achievement |
| | ND ¹⁾ | Oncology – DNA damage response |  | | | | NEW spin-off |
| | ND ¹⁾ | Anti-bacterial |  | | | | |
| | Various | All indications |    | | | | NEW BRIDGE |
| | ND ¹⁾ | Dermatological diseases |  | | | | |
| | ND ¹⁾ | Facioscapulohumeral Dystrophy |  | | | | |
| | INDY inhibitor | Metabolic |  | | | | |
| | Various | Fibrotic disease |  | | | | |
| | TargetPicV | Antiviral |  | | | | |
| | Various | Anti-infectives |  >5 programmes | | | | |
| | Various | Internal: Oncology, CNS, Metabolic, Pain & Inflammation | >40 further programmes | | | | |
| | ND ¹⁾ | Oncology |  | | | | NEW collaboration |
| ND ¹⁾ | Novel antibiotics |  | | | | NEW collaboration | |
| ND ¹⁾ | Novel antibiotics |  | | | | NEW collaboration | |
| ND ¹⁾ | Oncology – Colorectal cancer |  | | | | NEW collaboration | |

¹⁾ Not disclosed

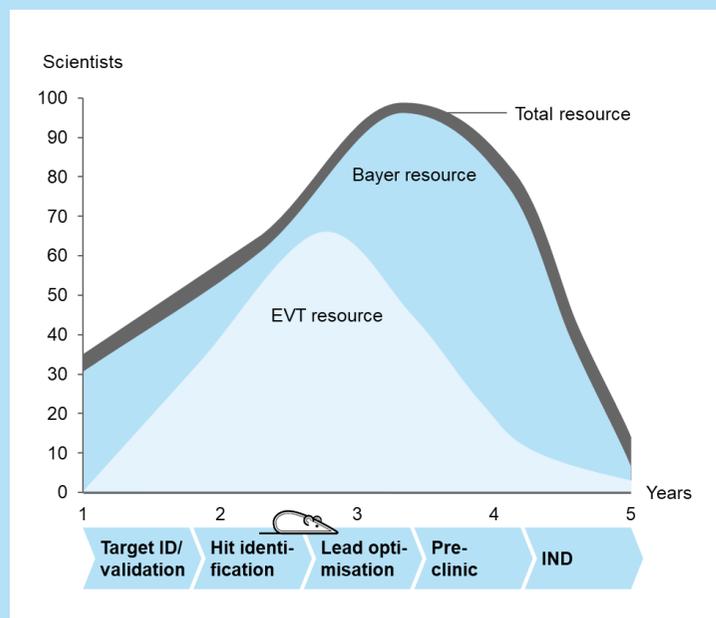
Note: Several projects have fallen back to Evotec, where Evotec does not intend to run further clinical trials unpartnered, e.g. EVT302, EVT101, SGM-1019

Partnering model works and delivers

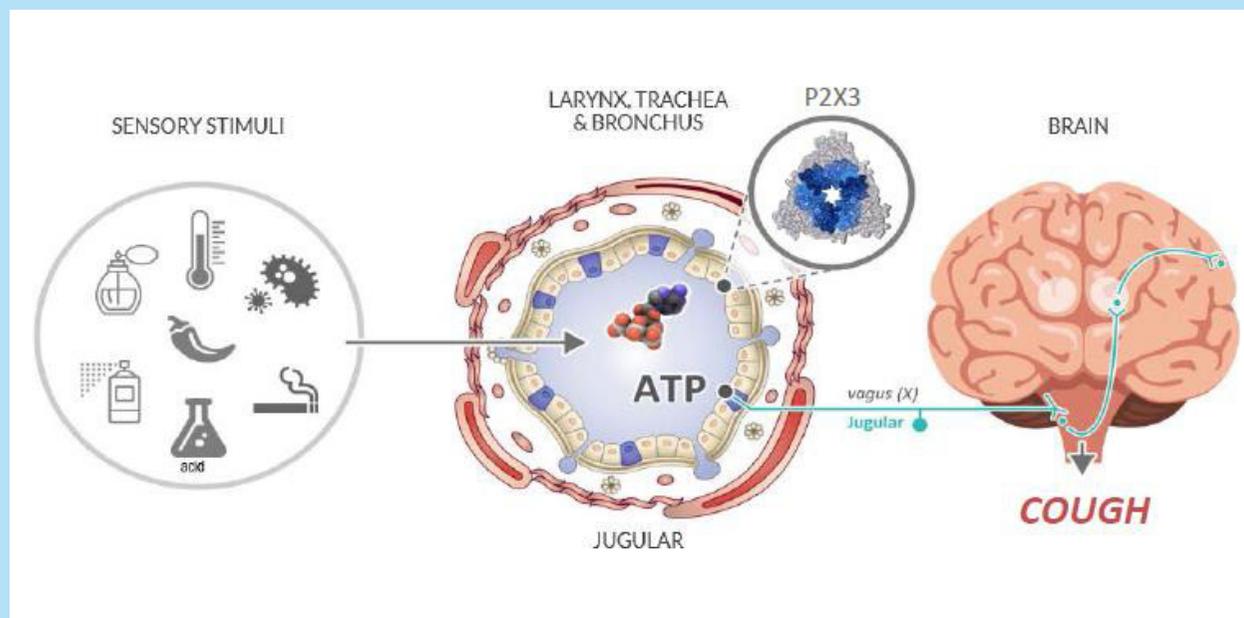
Bayer & Evotec in chronic cough – Output goals define R&D intensity



POC¹⁾ in Phase II with P2X3 antagonist in July 2019 in refractory chronic cough

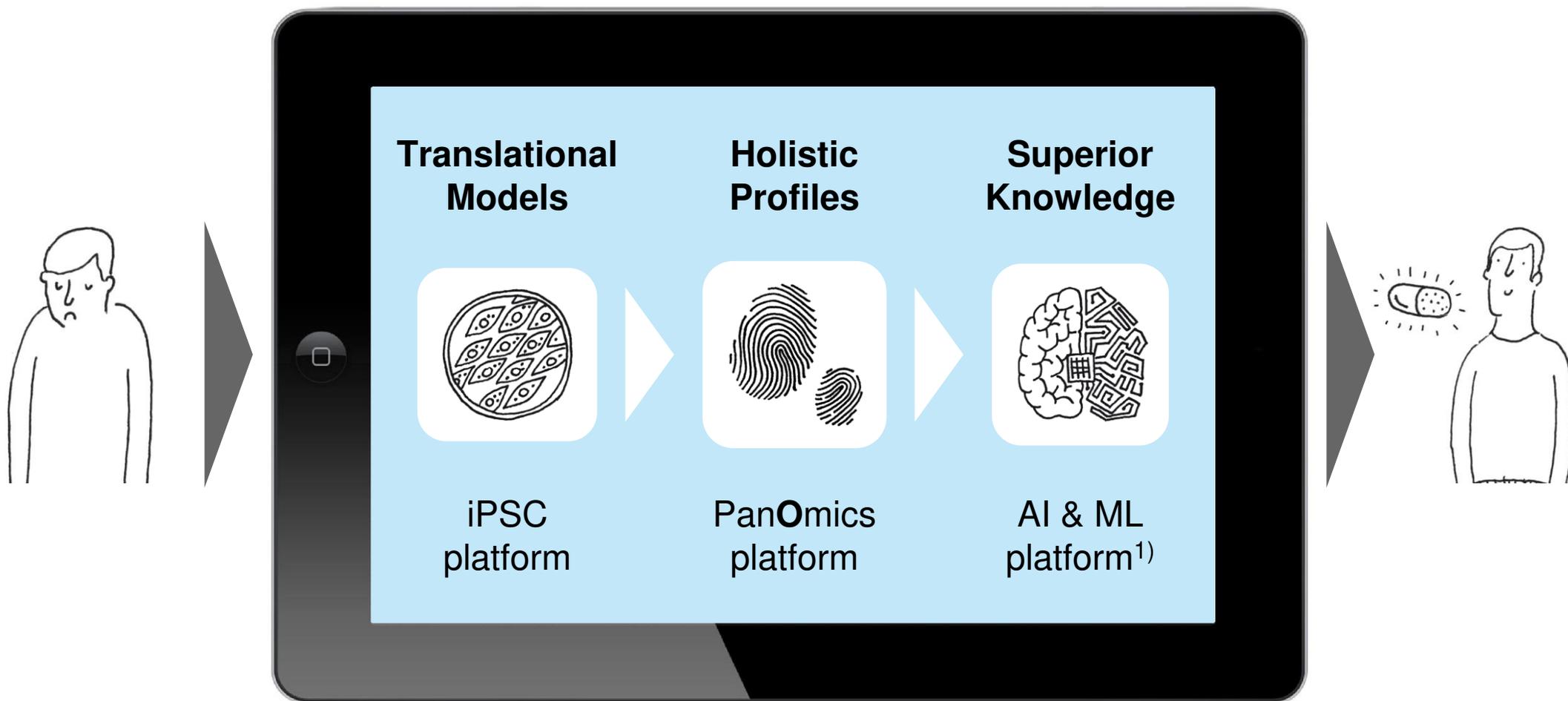


P2X3 – A rational target to treat cough hypersensitivity in refractory chronic cough



Re-defining DD paradigm from patient to patient

Game-changing platforms for better translation

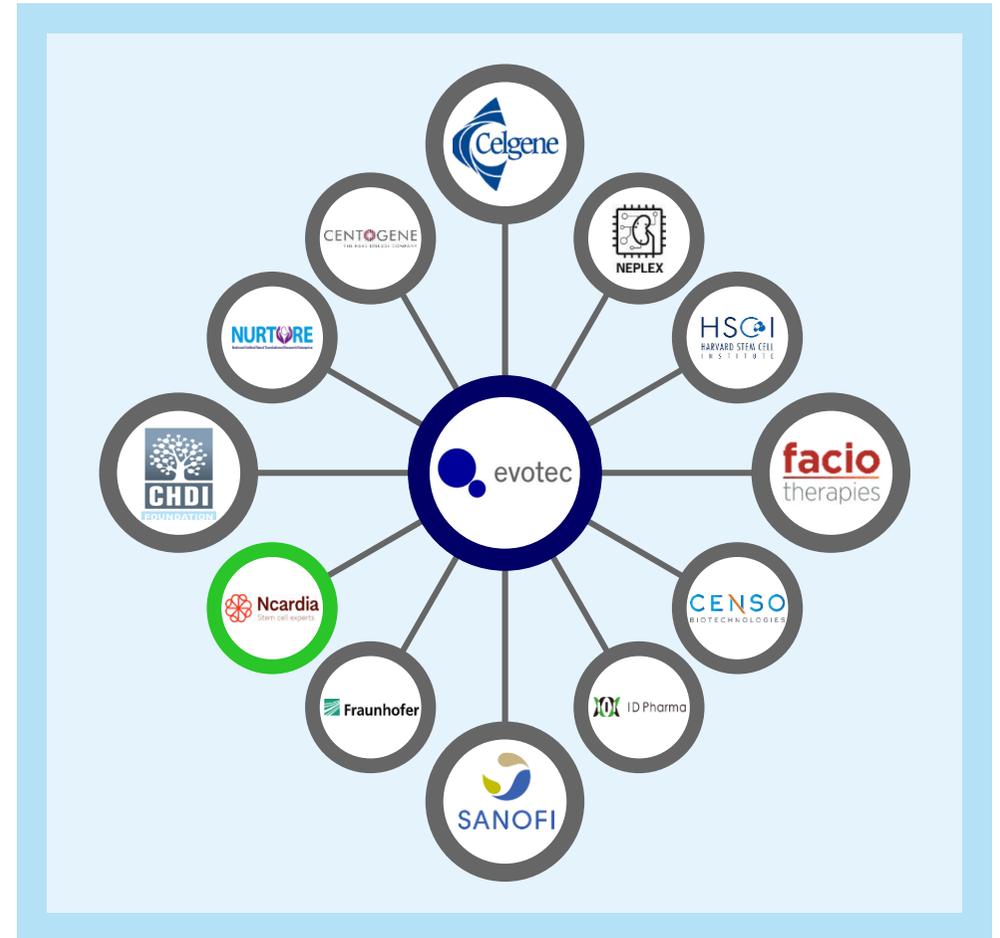
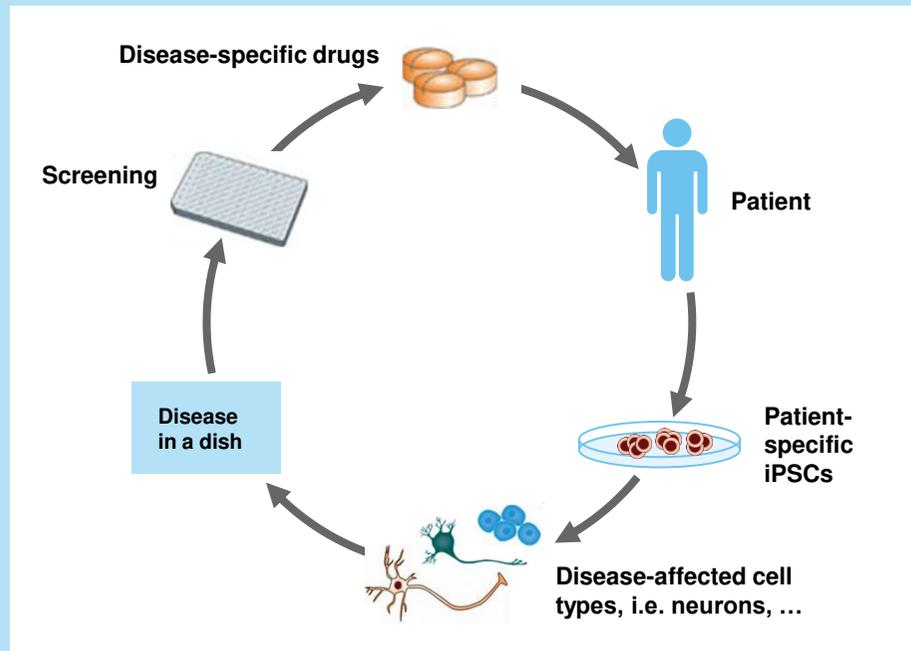


Patient-derived iPSC assays as new gold standard

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.”

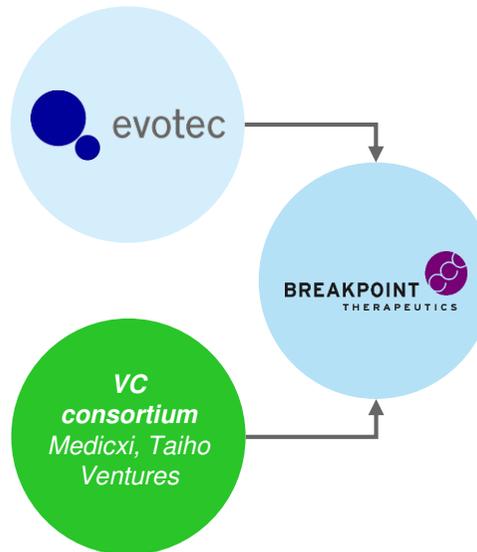
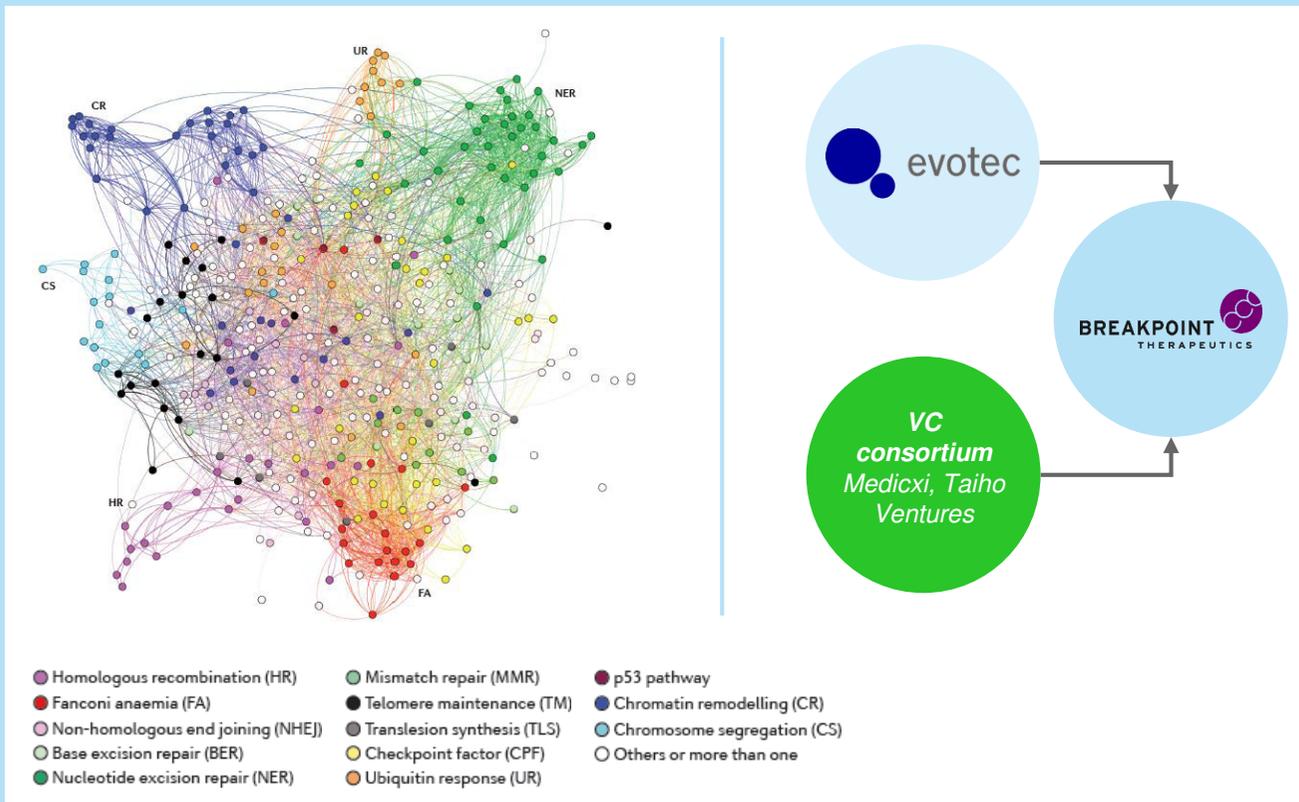
Shinya Yamanaka, Nobel prize laureate



First-in-class approach in DNA damage response

Breakpoint Therapeutics GmbH: An Evotec spin-off company

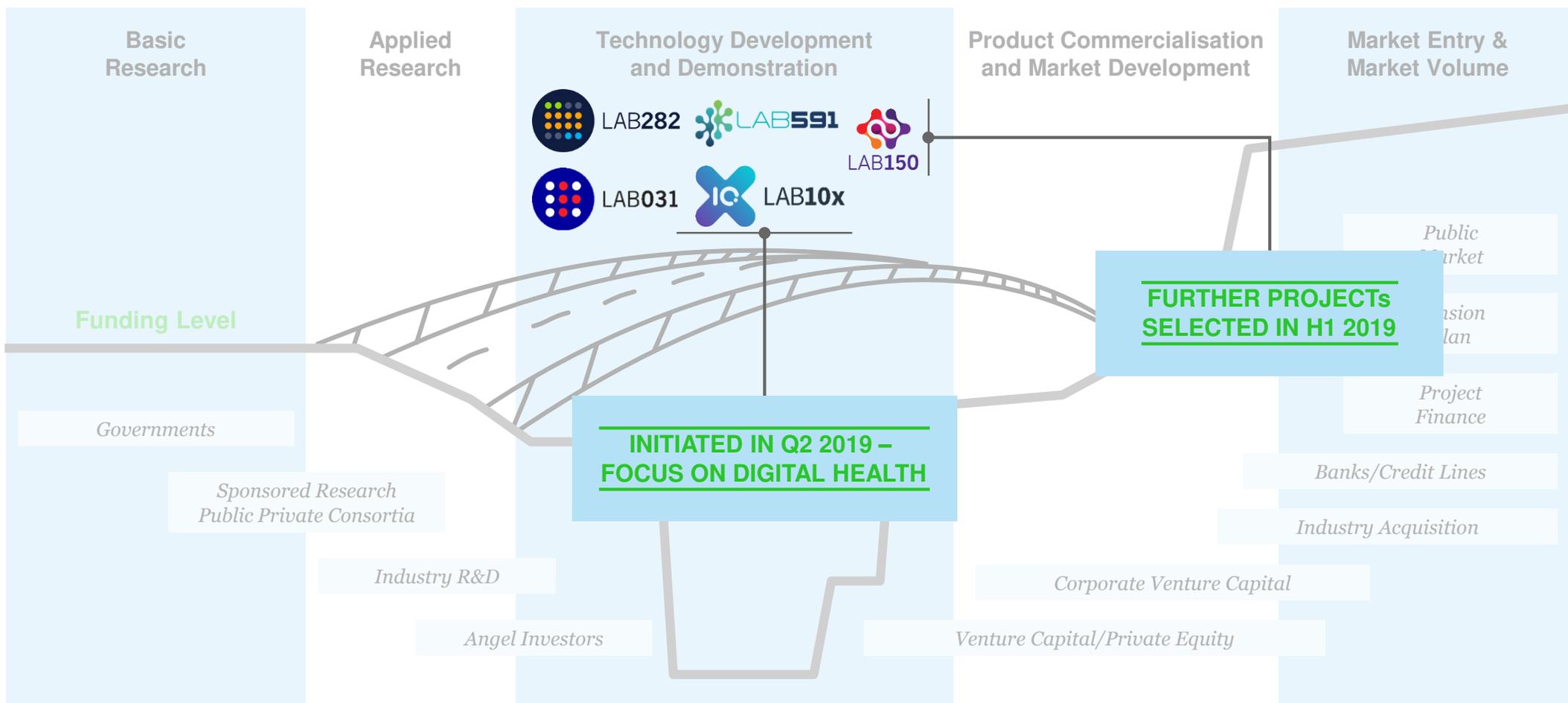
Complexity of DDR pathways = Opportunities for therapeutic intervention



- Breakpoint Therapeutics GmbH is focused on the development of a DNA damage response ('DDR') portfolio
- Comprising discovery-stage assets and drug targets that promise broad therapeutic application in a variety of cancers
- Virtual company setup highly capital efficient, use of Evotec's platform
- € 30 m Series A funding secured with VC consortium (Medicxi and Taiho Ventures)
- Evotec remains key shareholder with less than 50% equity holding

Further acceleration of BRIDGE concept

Progress YTD 2019



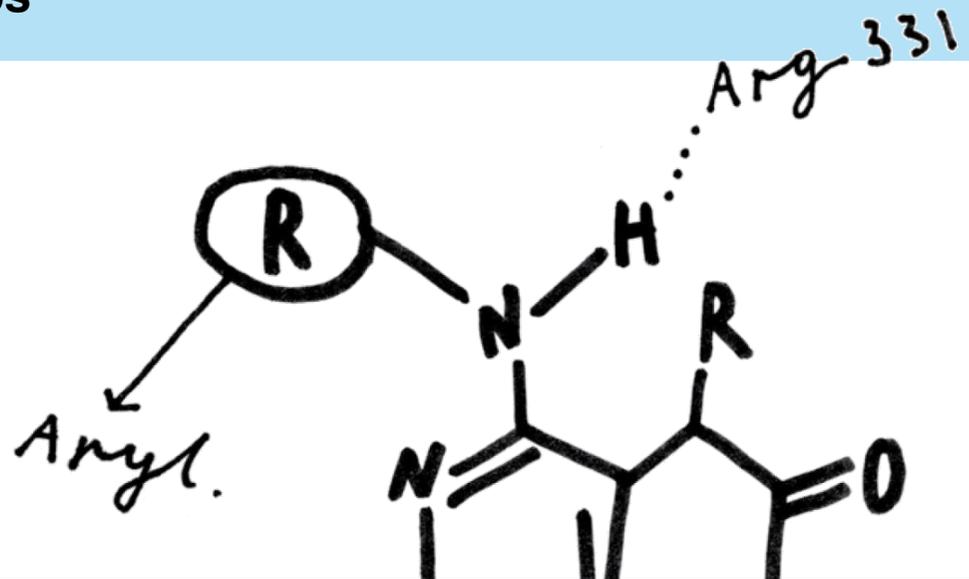
Agenda

Highlights H1 & Strategy

Financial performance

Scientific and operational performance

Guidance & Next steps



Strong year ahead – Guidance 2019 updated

Guidance 2019

| | | |
|---|--|--|
| 1 | Double-digit top-line growth | <ul style="list-style-type: none"> • Approx. 15% (<i>previously: approx. 10%</i>) growth in Group revenues from contracts with customers without revenues from recharges¹⁾ |
| 2 | Profitable and growing | <ul style="list-style-type: none"> • Adjusted Group EBITDA²⁾ expected to improve by more than 10% (<i>previously: approx. 10%</i>) compared to € 92.0 m in 2018³⁾ |
| 3 | Focused unpartnered investments | <ul style="list-style-type: none"> • Unpartnered Group R&D expenses of € 30-40 m⁴⁾ |

¹⁾ 2018 total revenues excluding revenues from recharges according to IFRS 15: € 364.0 m / Based on current/updated FX rates

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

³⁾ 2018 total adjusted Group EBITDA excluding € 3.5 m one-off effects in 2018: € 92.0 m

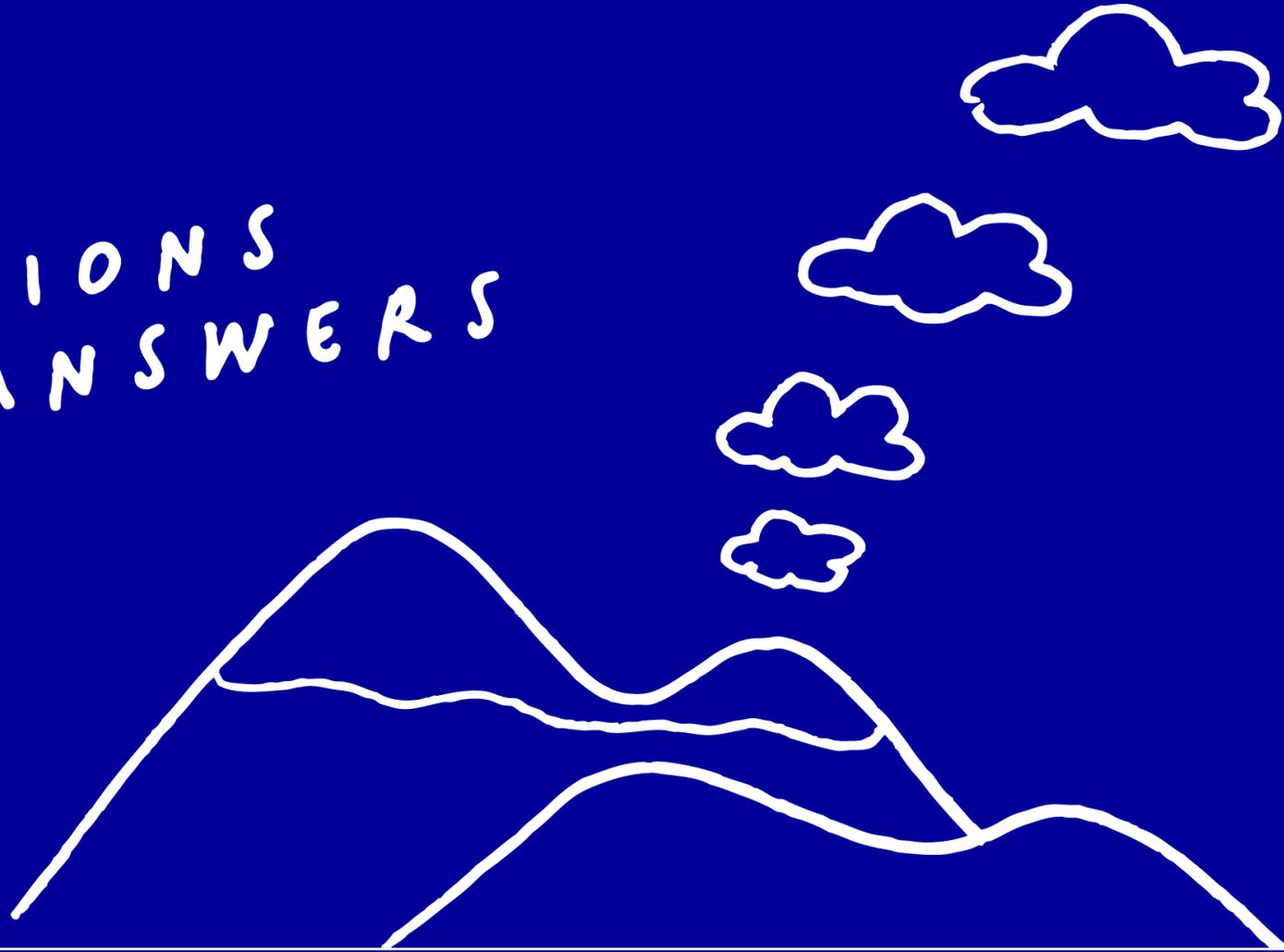
⁴⁾ For better comparison to previous years, Evotec focuses its guidance and upcoming reporting during the course of 2019 on the “unpartnered R&D” part. ID-related R&D expenses will be fully reimbursed by its partner Sanofi (“partnered R&D”).

Important next dates

Financial calendar 2019

| | | |
|-------------------------------|---|------------------|
| Annual Report 2018 |  | 28 March 2019 |
| Quarterly Statement Q1 2019 |  | 14 May 2019 |
| Annual General Meeting 2019 |  | 19 June 2019 |
| Half-year 2019 Interim Report |  | 14 August 2019 |
| Quarterly Statement 9M 2019 | | 12 November 2019 |

QUESTIONS
AND ANSWERS



Your contact:

Dr Werner Lanthaler
Chief Executive Officer

+49.(0).40.560 81-242
+49.(0).40.560 81-333 Fax
werner.lanthaler@evotec.com

