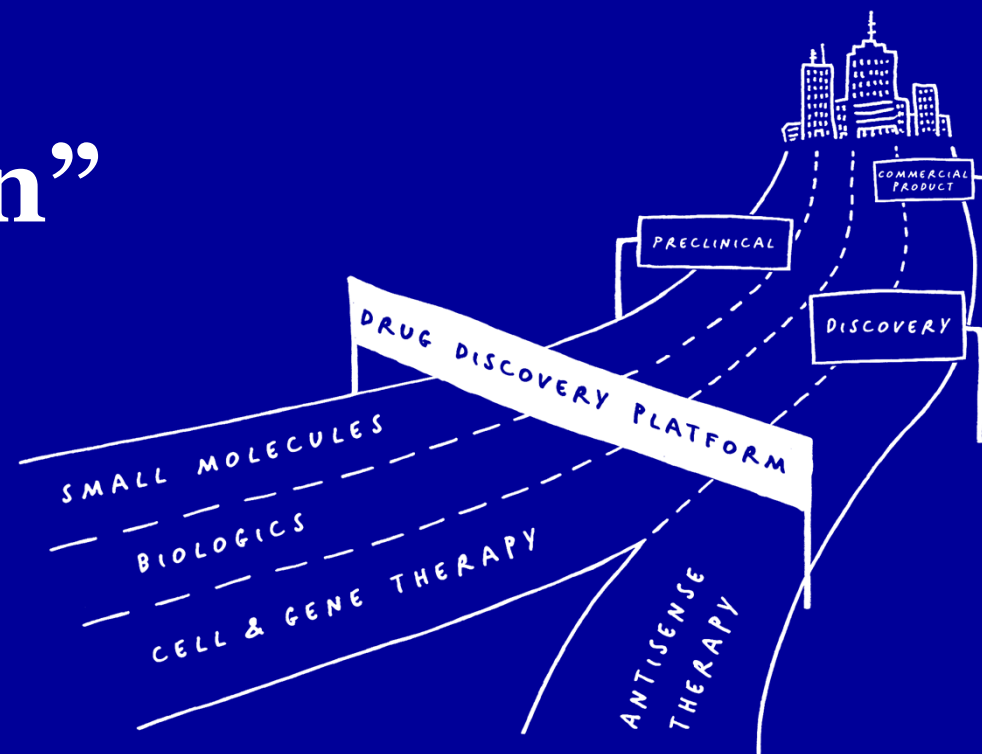


# “We are Autobahn”



## Forward-looking statement

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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:**

*Just - Evotec Biologics (former Just.Bio) was acquired effective 02 July, 2019 and was fully consolidated in the Group numbers from the respective date onwards. Furthermore, effective 01 April 2020, Evotec GT started its operations. Hence, numbers for the first half-year 2019 and 2020 are not fully comparable.*

## Welcome to H1 2020

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### The Management Team

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**Werner Lanthaler**  
CEO



**Enno Spillner**  
CFO



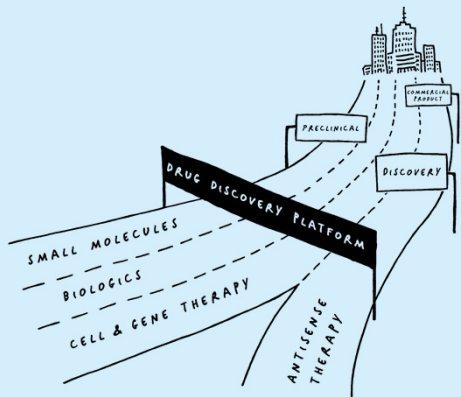
**Craig Johnstone**  
COO



**Cord Dohrmann**  
CSO

# One direction – Growth and innovation for more precise medicine

H1 2020 – Highlights & Lowlights



## Highlights

- Business continuity fully maintained without significant negative impact despite COVID-19
- Multiple new & extended drug discovery and development alliances
- New long-term contract with US EPA for ADME-tox testing
- Commercial API supply for Zogenix
- Just – Evotec Biologics strong roll-out momentum, J.POD<sup>®</sup>-construction progressing well
- Evotec GT – Gene Therapy initiative started, with extension of alliance with Takeda
- Expansion into Antisense Therapies with Secarna Pharmaceuticals
- Broadening and acceleration of BRIDGE initiative and equity participations
- Initiation of “Campus Curie Toulouse” after acquisition of “Biopark By Sanofi SAS” (after period-end)
- COVID-19 biologics manufacturing with US Department of Defense (after period-end)

## Lowlights

- Some delays in milestones in EVT Innovate

## Agenda

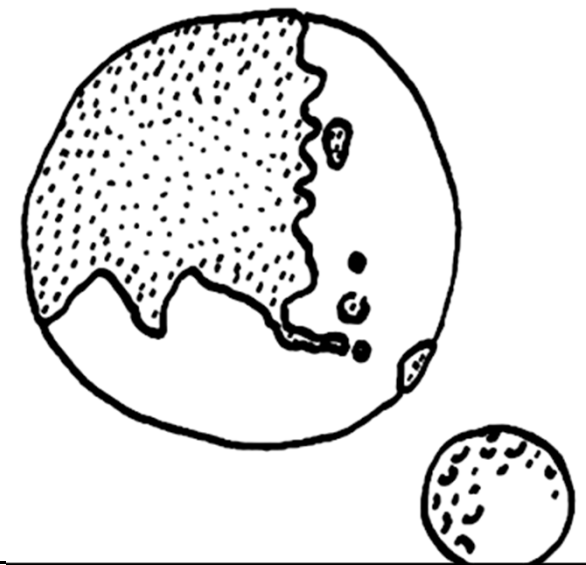
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### Highlights

Financial performance H1 2020

Scientific and operational performance H1 2020

Guidance 2020



## Strong financials despite delayed milestones and COVID-19

### Financials H1 2020 & FY 2020 Guidance

#### Strong financial performance

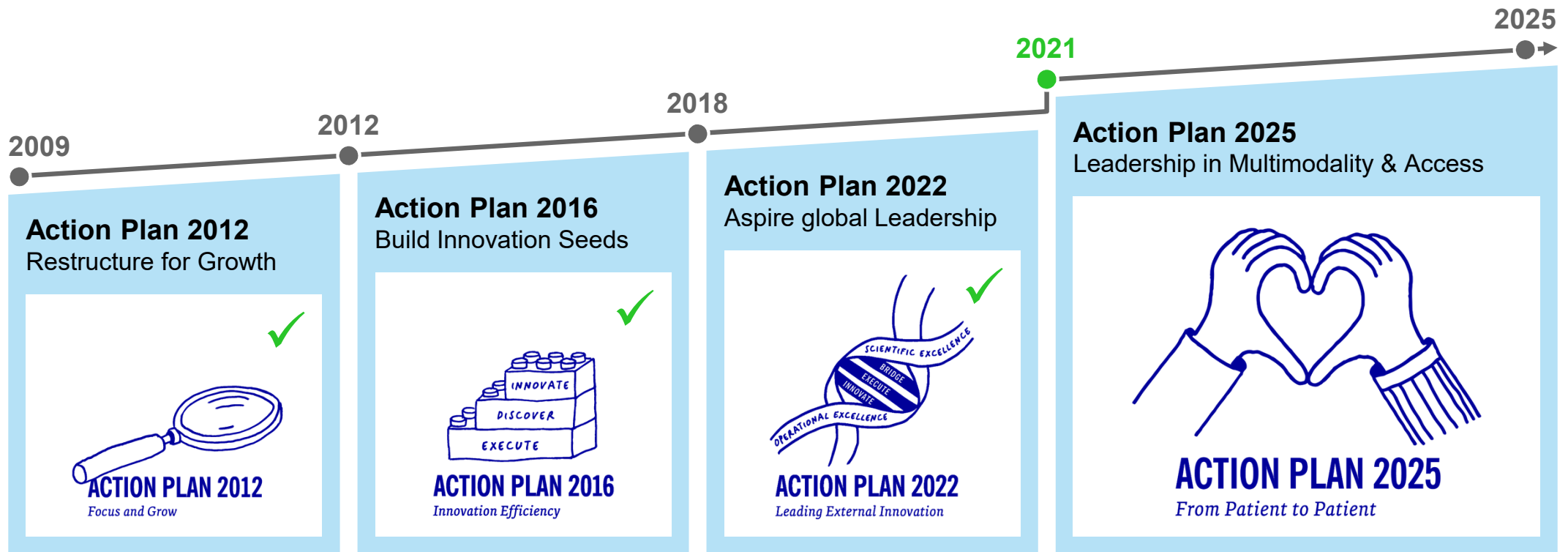
- Group revenues from contracts with customers up 12% to € 231.0 m (H1 2019: € 207.1 m)
- Adjusted Group EBITDA<sup>1)</sup> decreased by 19% to € 47.3 m (H1 2019: € 58.2 m) mainly due to delayed revenues from milestones, fade out of Toulouse-related payments by Sanofi and lack of Italian R&D tax credits
- Increased investment into unpartnered R&D expenses of € 21.6 m (H1 2019: € 18.7 m)
- Robust strategic liquidity position of € 275.7 m (31 December 2019: € 320.0 m)

#### Revenue and EBITDA Guidance confirmed<sup>2)</sup>; Unpartnered R&D updated

- Total Group revenues € 440 – 480 m (2019: € 446.4 m)<sup>3)</sup>
- Adjusted Group EBITDA € 100 – 120 m (2019: € 123.1 m)
- Due to promising investments in EVT Innovate, increase of guidance for unpartnered Group R&D expenses of approx. € 45 (previously: approx. € 40 m) / (2019: € 37.5 m)

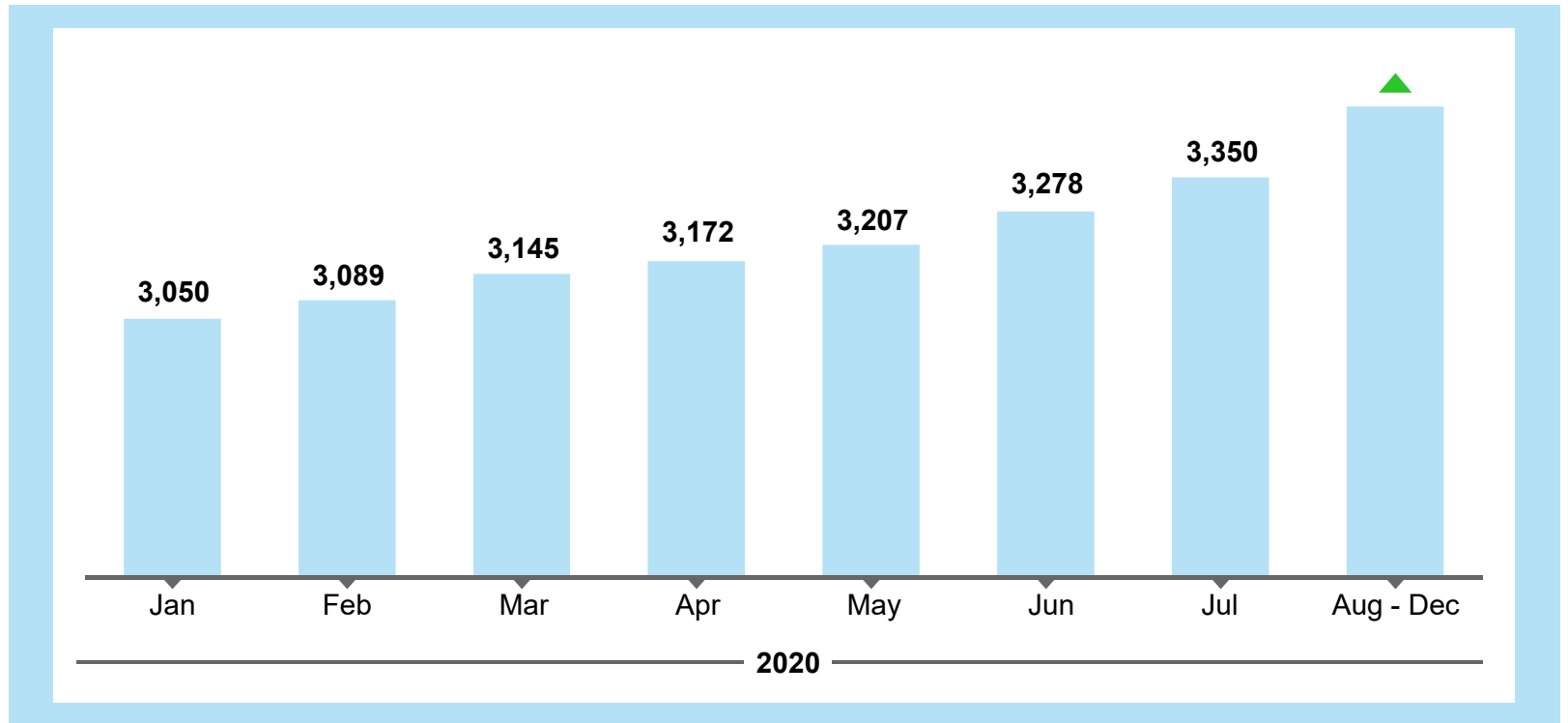
# “... just the beginning” – Ideally positioned for next growth level

Long-term strategy – Action Plan 2025



## Recruiting talent during crisis to secure capacity and growth

Development of global number of Evotec employees





## Agenda

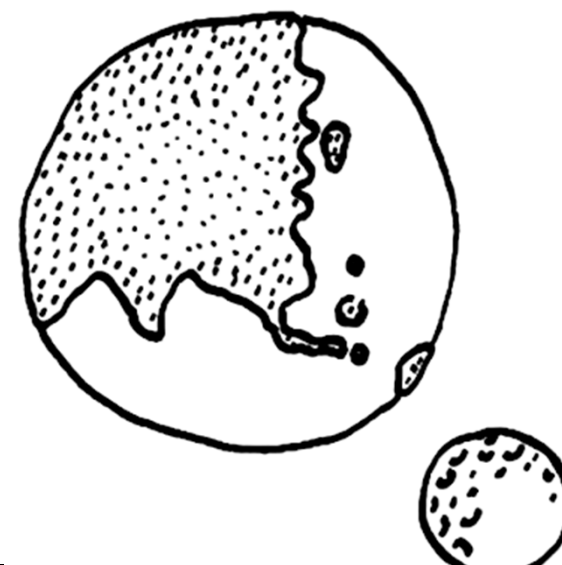
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Highlights

**Financial performance H1 2020**

Scientific and operational performance H1 2020

Guidance 2020



## Solid financial performance

### Condensed income statement H1 2020 – Evotec SE and subsidiaries

in € m<sup>1)</sup>

	H1 2020	H1 2019	% vs. 2019
Revenues from contracts with customers	<b>231.0</b>	207.1	12
<i>Gross margin</i>	<b>23.0%</b>	30.8%	–
• R&D expenses	<b>(29.8)</b>	(29.3)	2
• SG&A expenses	<b>(36.5)</b>	(29.9)	22
• Impairment of intangible assets and goodwill <sup>2)</sup>	–	(11.9)	–
• Other op. income (expenses), net	<b>32.2</b>	31.3	3
<b>Operating result</b>	<b>18.9</b>	<b>24.0</b>	(21)
<b>Adjusted Group EBITDA<sup>3)</sup></b>	<b>47.3</b>	<b>58.2</b>	(19)
<b>Net income</b>	<b>7.3</b>	<b>10.7</b>	(32)

- Strong performance across all business lines despite loss of Sanofi payments (€ 7.5 m); Just – Evotec Biologics first-time H1 contribution (€ 16.3 m)
- Gross margin decreased mainly due to lower upfront, milestone and licence contribution (€ 7.8 m compared to H1 2019: € 19.1 m)
- Adjusted Group EBITDA negatively affected by delays in milestone contributions, fade out of the Toulouse-related payment from Sanofi and less R&D tax credits in Italy; FX on the positive with approx. € 1.7 m

<sup>1)</sup> Differences may occur due to rounding

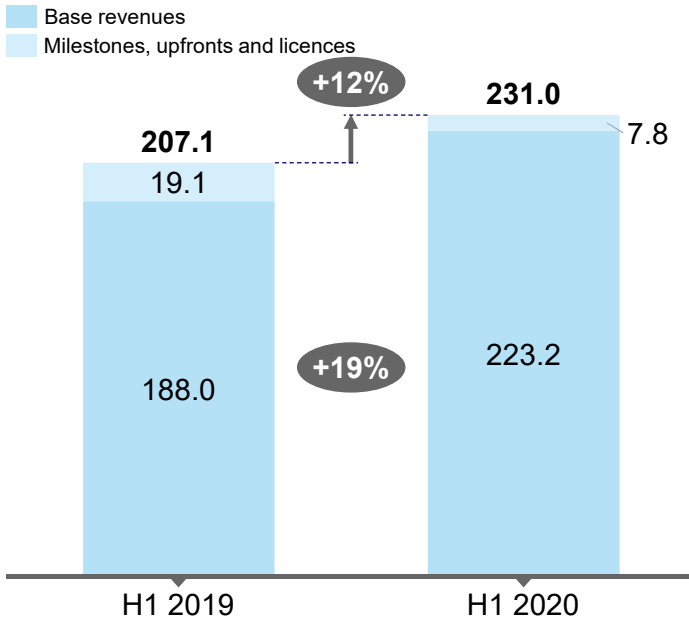
<sup>2)</sup> H1 2019: One-off impairment of intangible assets and good-will following termination of SGM-1019 programme with Second Genome

<sup>3)</sup> 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

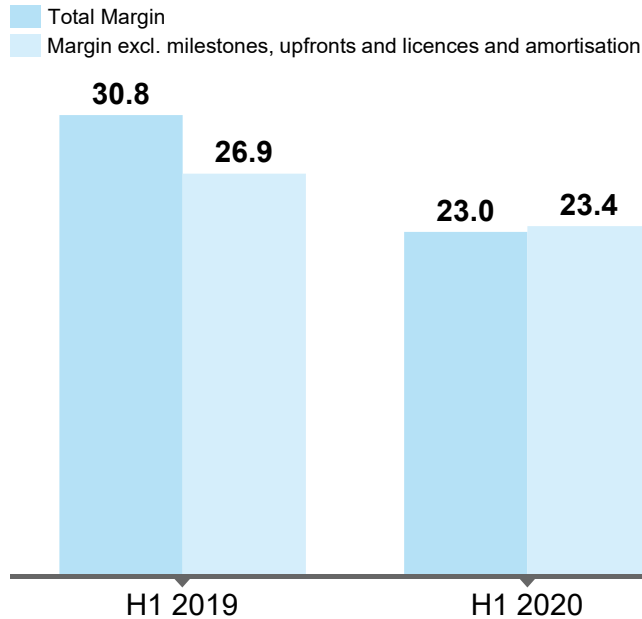
# Growth in base revenues; Margin reflects delayed milestones in H1

## Revenues & Gross margin overview

### Revenues from contracts with customers (in € m)



### Gross margin (in %)



- >10% revenue growth due to strong performance in base business and Just – Evotec Biologics contribution (€ 16.3 m). FX positive with € 2.4 m.
- Lower total margin due to lower upfront, milestones and licences payments, and anticipated loss of payments from Sanofi for the Toulouse site
- Gross margins may be volatile due to the dependency of milestones – Evotec expects most H1 milestones only delayed but not lost

## Continued good performance in both segments

### Segment information H1 2020 – Evotec SE and subsidiaries

in € m<sup>1)</sup>

	<b>EVT Execute</b>	<b>EVT Innovate</b>	<b>Inter- segment elimination</b>	<b>Tran- sition<sup>2)</sup></b>	<b>Evotec Group</b>
Revenues	228.2	44.6	(51.0)	9.2	231.0
<i>Gross margin</i>	24.6	3.4	–	–	23.0%
• R&D expenses	(2.6)	(31.9)	(4.7)	–	(29.8)
• SG&A expenses	(29.7)	(6.8)	–	–	(36.5)
• Impairment of intangible assets and goodwill	–	(11.9)	–	–	(11.9)
• Other op. income (expenses), net	8.1	24.1	–	–	32.2
<b>Operating result</b>	32.0	(13.1)	–	–	18.9
<b>Adjusted EBITDA<sup>3)</sup></b>	58.2	(11.0)	–	–	47.3

- Revenue growth of 16% in EVT Execute reflects strong base business and Just – Evotec Biologics contribution of € 16.3 m
- Revenue growth of 8% in EVT Innovate driven by higher base revenues from multiple partners, whereas milestones decreased
- Adjusted EBITDA and operating result mainly influenced by lower R&D tax credits and delayed upfront, milestone and licence revenues as well as loss of Toulouse cost coverage

<sup>1)</sup> Differences may occur due to rounding

<sup>2)</sup> Not allocated to segments: Revenues from material recharges according IFRS 15

<sup>3)</sup> 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

## Good base business carries growth

### Condensed income statement Q2 2020 – Evotec SE and subsidiaries

in € m<sup>1)</sup>

	Q2 2020	Q2 2019
Revenues from contracts with customers	<b>111.6</b>	103.2
<i>Gross margin</i>	<b>17.7%</b>	31.1%
• R&D expenses	<b>(14.7)</b>	(14.9)
• SG&A expenses	<b>(19.3)</b>	(15.1)
• Impairment of intangible assets	–	(10.3)
• Impairment of goodwill	–	(1.6)
• Other op. income (expenses), net	<b>17.0</b>	14.8
<b>Operating result</b>	<b>2.8</b>	5.0
<b>Adjusted Group EBITDA<sup>2)</sup></b>	<b>17.3</b>	28.2
<b>Net income</b>	<b>(9.8)</b>	(2.4)

- Revenue growth driven by good performance in base business, despite loss of Sanofi payments (€ 7.5 m)
- Gross Margin influenced by milestone slippage, project mix effects and adjusted density of operations through COVID-19
- SG&A increased due to overall company growth and transactions (e.g. Evotec GT)
- Other operating income mainly influenced by R&D tax credits and reimbursed partnered R&D
- Consequently EBITDA lower than Q2 2019

<sup>1)</sup> Differences may occur due to rounding

<sup>2)</sup> 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

## Strong balance sheet and solid liquidity position

Balance sheet and liquidity – 31 Dec. 2019 versus 30 June 2020

**Balance sheet total**  
in € m

1,180.9 ..... **1,190,7**

**Equity Ratio**  
in %

40.4 ..... **40.0**

**Net Debt ratio (excl. IFRS 16)**  
x adjusted EBITDA<sup>1)</sup>

0,1 ..... **0,8**

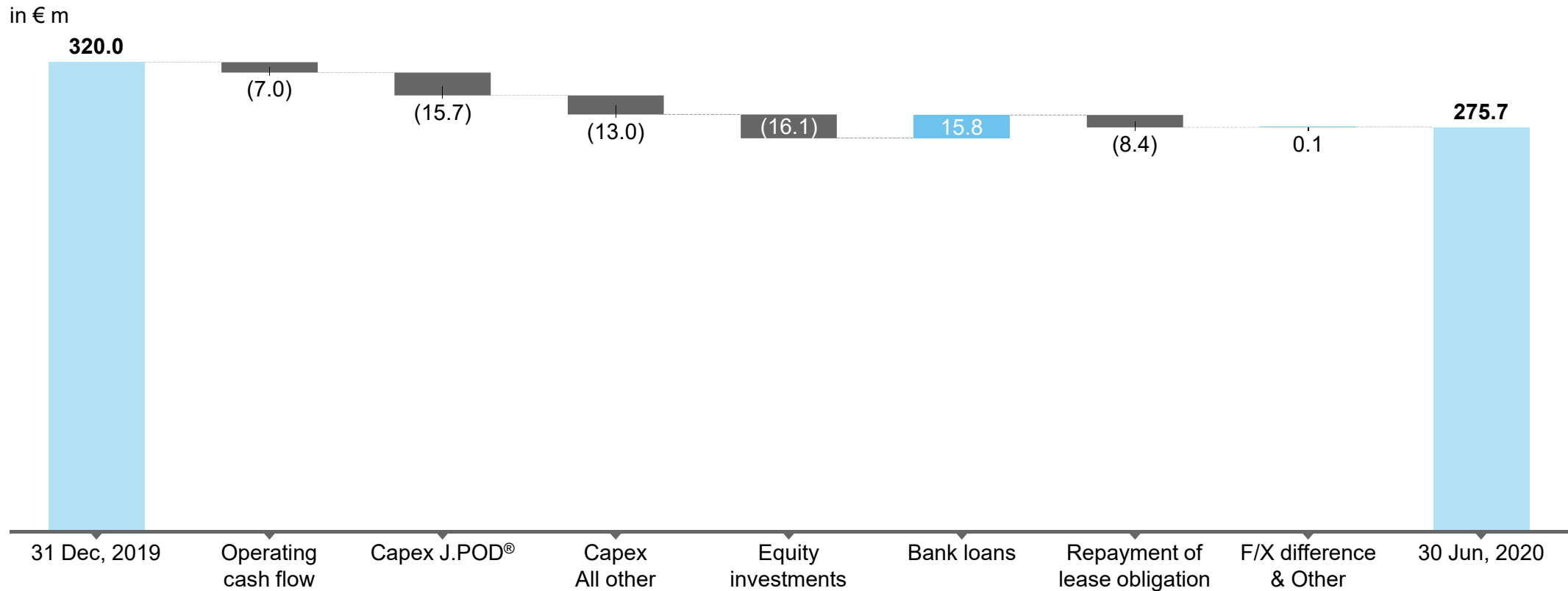
**Liquidity position**  
in € m

320,0 ..... **275,7**

- Robust liquidity position despite significant capex and equity investments
- Strong balance sheet total
- Strong and stable equity ratio
- Conservative Net Debt ratio of 0.8 x adjusted EBITDA<sup>1)</sup>

## Increased Capex – preparing the ground for additional growth

Liquidity bridge H1 2020 vs YE 2019



## Agenda

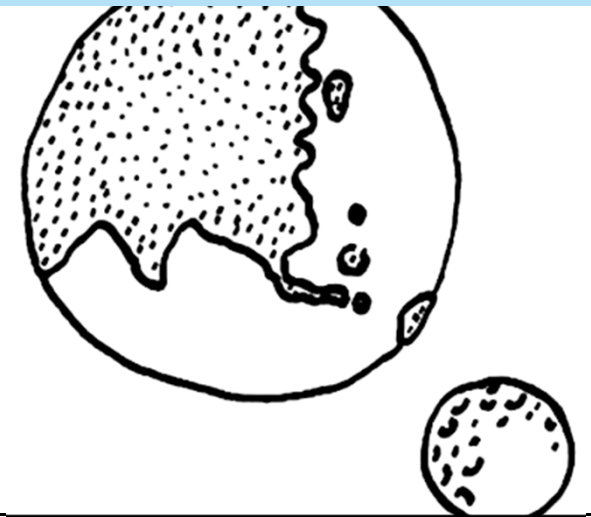
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Highlights

Financial performance H1 2020

**Scientific and operational performance H1 2020**

Guidance 2020





## Strong performance in all business lines despite COVID-19

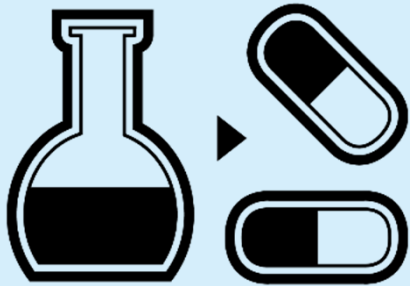
EVT Execute – Major achievements H1 2020



- Multiple new and extended drug discovery and development agreements (e.g. Amgen, Boston Pharma, two INDiGOs with Ildong, ...)
- Evotec GT, strong start, extended Takeda partnership
- Increasingly strong development business, including commercial drug substance development
- After COVID-19 slow-down, strong business performance at Cyprotex, highlighted with long-term EPA contract
- Multiple new partnerships for Just – Evotec Biologics
- J.POD® on track for opening in H2 2021

## Integrated discovery-development continuum for quality & speed

### Evotec Development Services



#### High quality and integrated operating model increases projects in development

- Integrated CMC (iCMC) offering includes Drug Substance (API) and Drug Product development and manufacturing from Phase I to commercial production
  - 2018: 24 iCMC active projects, >100 projects in total
  - 2020: >40 iCMC active projects, >200 projects in total
  - 5 NCEs<sup>1)</sup> smoothly entered INDiGO from Evotec-executed discovery projects in last 18m
  - Approx. 6 months saved through agility, problem-solving and planning efficiencies

#### State-of-the-art technologies

- Flexible capabilities and scientific excellence for API Chemistry and Pharmaceutical R&D of oral and inhalation dosage form

#### Authorised for commercial Drug Substance and Drug Product manufacture

- Small-scale supplies with focus on orphan drugs, rare diseases and niche therapeutic indications e.g. Zogenix (US) for Fenfluramine, FINTEPLA<sup>®</sup> for Dravet & LGS syndromes

## Technology leadership drives strong market growth

### Evotec ADME-tox and DMPK Services



#### Continued high-quality expansion

- Continued increase in capacity and throughput and 8% revenue growth in H1 2020 (vs H1 2019) – despite COVID-19 impact on customers in Q2
- Increase in integrated discovery and development projects leveraging bespoke Cyprotex assays to assess development risks

#### Driving scientific development through technology and R&D

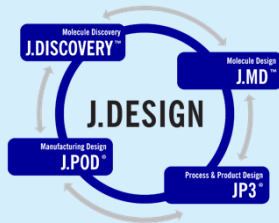
- 5 peer-reviewed articles published in H1 2020, especially in safety assessment
- Focus on high-throughput transcriptomics R&D for toxicology prediction (EvoTox)

#### New Strategic relationships

- New contract with the US EPA worth up to \$ 13 m over 5 years
- Continued investment driving growth of scope of existing strategic partnerships

## Better biologics with next-generation technologies

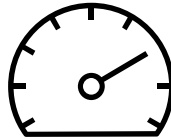
Just – Evotec Biologics Services



Highest Quality



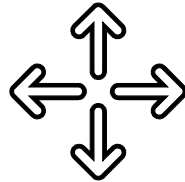
Higher Speed



Cost Efficiency



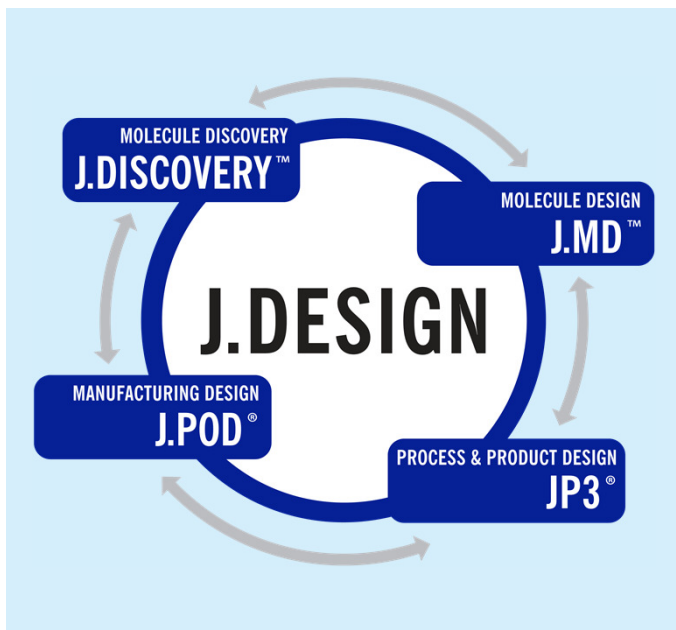
Flexible Capacity



- Significant scientific synergies and cross selling within Evotec Group through step into biologics
- Multiple new contracts e.g. with Advanced BioScience Laboratories, Biocon, MSD, OncoResponse, Teva, Ology, Department of Defense (US)
- Platform with AI-based methodology to create **Humanoid Antibody Libraries HAL** initiated

# Clinical and commercial GMP manufacturing

J.POD® – Flexible, Clinical and Commercial Manufacturing Design



## Seamless Transfer

Clinical & Commercial at same scale, mitigating scale-up risks



J.Plant: Phase I/II cGMP



Highly flexible operation

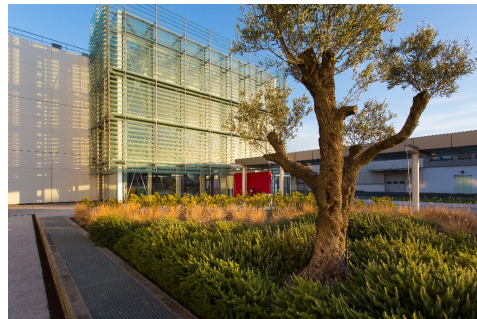
J.POD®: Clinical-Commercial cGMP

Production from a few kilos to metric tons in the same facility fully operational in H2 2021



## Campus Curie Toulouse secures essential growth opportunity

“Campus Curie Toulouse” - Acquisition of “Biopark by Sanofi” in Toulouse



- Expansion in Toulouse is an important part of overall growth strategy – More than 50 third-party customers
- Acquisition of site from Sanofi (“Biopark by Sanofi”) secures capacity and flexibility for long-term growth
- 60,000m<sup>2</sup> of state-of-the-art scientific and tertiary facilities
- Currently >600 employees at Toulouse site with space to grow to >1,000
- Site will be renamed to “Campus Curie Toulouse”

## “...just the beginning” of EVT Innovate

EVT Innovate – Major achievements H1 2020

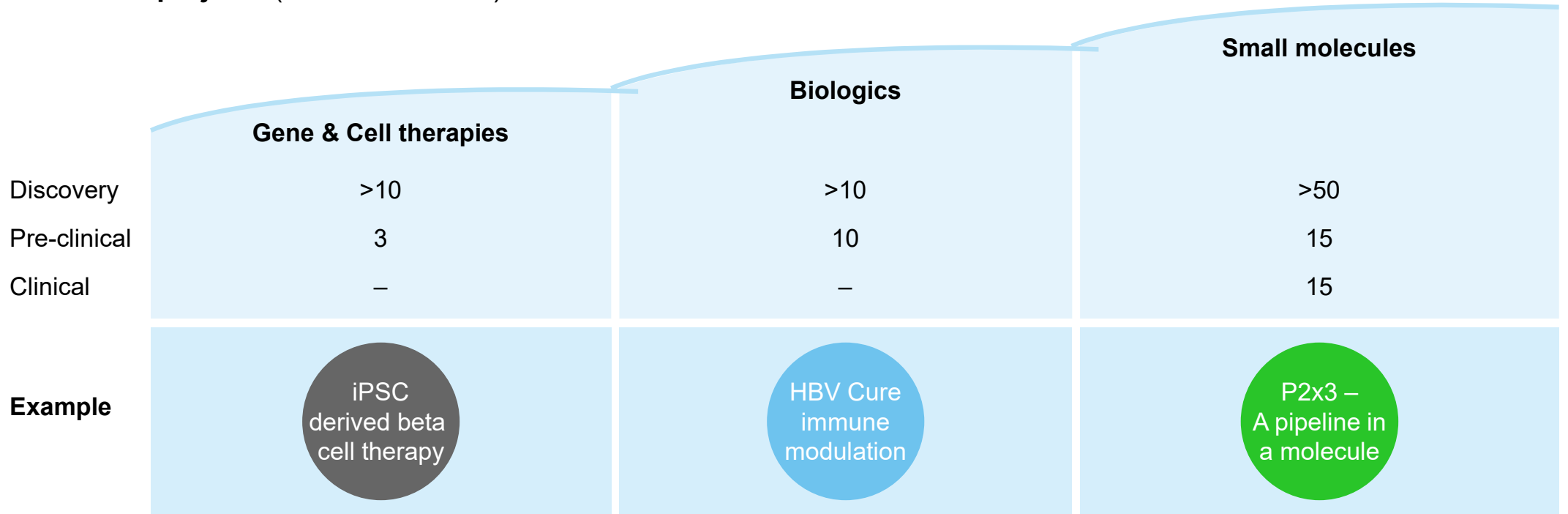


- Good pipeline progress despite certain COVID-related delays, e.g. Bayer, Exscientia, JingXin)
- “QRbeta” initiated and accelerated within Evotec
- Global health as an important platform element and increasing portfolio (Chikungunya, Tuberculosis, COVID-19, ...)
- Antibiotic project in-licenced from Resolute; CARB-X funding (after period-end)
- Modality expansion into Antisense with Secarna
- Launch of Autobahn Labs and strategic collaboration with UCLA
- Increasingly important equities (Cajal, leon-nanodrugs, panCELLa, QUANTRO)

## Portfolio across all modalities steadily growing

Our co-owned pipeline of assets

Number of projects (owned/co-owned)





# Fully invested pipeline, gaining visibility

## Overview & Recent Highlights

- **Bayer-Evotec P2X3 alliance**

- Preparation of Phase II b in refractory and/or unexplained chronic cough ongoing
- Start of Phase II in other high-value indications expected within next 12 - 18 months

- **Jingxin: EVT 201**

- Phase III trial in China initiated

- **Exscientia**

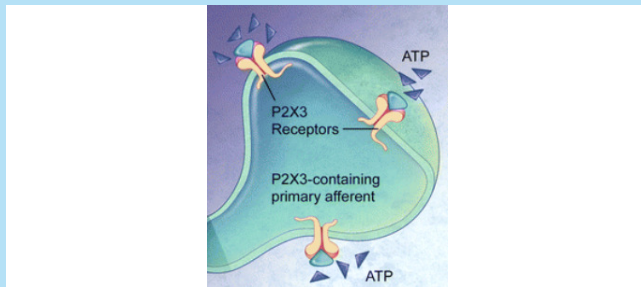
- Developed an A2A inhibitor for the treatment of oncological indication; start of Phase I expected for end of 2020

	Molecule	Therapeutic Area/Indication	Partner	Discovery	Pre-clinical	Phase I	Phase II	Phase III
Clinical	EVT201	Insomnia (GABA-A)	百济神州					
	BAY-1817080	Chronic cough (P2X3)						
	CT7001	Oncology (CDK7)	Carrick					
	CT7001	Oncology (CDK7)	Carrick					
	EVT401	Immunology & Inflammation (P2X7)	百济神州					
	BAYxxx	Gynecology						
	BAYxxx	Multiple indications						
	BAY2328065	Gynecology						
	BI 894416	Asthma (not disclosed)	百济神州					
	BI 860585	Oncology (mTORC1/2)	百济神州					
TPM203	Pemphigus Vulgaris (not disclosed)	Topas Therapeutics						
DSP-1181	Obsessive-compulsive disorder (5-HT1A)	Exscientia						
CNTX 6016	Pain (CB2)	百济神州						
Pre-clinical	EVT894	Chickungunya (Antibody)	SANOFI					
	BAYxxx	Endometriosis (not disclosed)						
	EVT801	Oncology (VEGFR3)	SANOFI					
	APN411	Oncology – Immunotherapy	SANOFI					
	EXS21546	Oncology (various programmes)	Exscientia					
	GLPxxxx	Fibrosis (not disclosed)						
	BAYxxxx	Nephrology (not disclosed)						
	ORB001	Metabolic – Diabetes (not disclosed)	Orbita					
	BMSxxxx	Neurodegeneration (not disclosed)	百济神州					
	EVTxxxx	CNS, Metabolic, Pain ...	>10 further programmes					
Discovery	Various ND <sup>1)</sup>	Nephrology	Amgen					
	ND <sup>1)</sup>	Nephrology	Amgen					
	ND <sup>1)</sup>	PCOS	Amgen					
	INDY <sup>1)</sup> inhibitor	Metabolic	Amgen					
	Various	Oncology	Amgen					
	ND <sup>1)</sup>	Oncology	Amgen					
	ND <sup>1)</sup>	Oncology – Colorectal cancer	Amgen					
	ND <sup>1)</sup>	Oncology – DNA damage response	Amgen					
	ND <sup>1)</sup>	Novel antibiotics	Amgen					
	ND <sup>1)</sup>	Novel antibiotics	Amgen					
	ND <sup>1)</sup>	Anti-bacterial	Amgen					
	TargetPleV	Antiviral	Amgen					
	Various	Anti-infectives	Amgen					
	Various	All indications	Amgen					
	ND <sup>1)</sup>	Dermatological diseases	Amgen					
	ND <sup>1)</sup>	Facioscapulothoracic Dystrophy	Amgen					
	Various	Immunology & Inflammation – Tissue fibrosis	Amgen					
	Various	Fibrotic disease	Amgen					
	Various ND <sup>1)</sup>	Immunology & Inflammation	Amgen					
	ND <sup>1)</sup>	Inflammatory	Amgen					
ND <sup>1)</sup>	Cancer	Amgen						
Various	Internal: Oncology, CNS, Metabolic, Pain & Inflammation	>40 further programmes						

# Phase II proof-of-concept results support best-in-class potential

P2X<sub>3</sub> – BAY1817080 – Proven mechanism – Safe & well tolerated – Efficacious after 1 week

## P2X<sub>3</sub> Mechanism of action



## Very Good safety profile of BAY1817080

- Overall BAY1817080 associated with low rates of AEs; almost no difference to placebo; No SAE was reported with BAY1817080 treatment
- All taste-related AEs were mild in severity and resolved after cessation of therapy
- **Cumulative taste related AEs reported after the highest dose of treatment" (21% are cumulative across doses and depict worst case)**

## Awake cough counts versus placebo (%)

Reduction in cough count versus placebo compares well with competitor data in other clinical trials

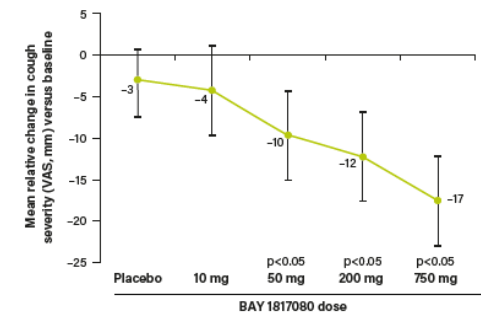
### Treatment duration

- Bayer – BAY1817080 (n=40) – 1 week
- Merck – Gefapixant (n=252) – 12 weeks
- Shionogi – S-600918 (n=31) – 2 weeks
- Bellus – BLU-5937 (n=62) – 16 days

Benefits were seen after **1 week** of each dose, even though BAY1817080 only reached steady-state plasma levels after ≈5 days

## BAY1817080 – Cough severity

Figure 3. Mean relative change in cough severity (VAS) versus baseline.



Vertical lines show 90% credible limits. Duration of treatment was 1 week with each dose of BAY 1817080. One-sided p-values are shown.

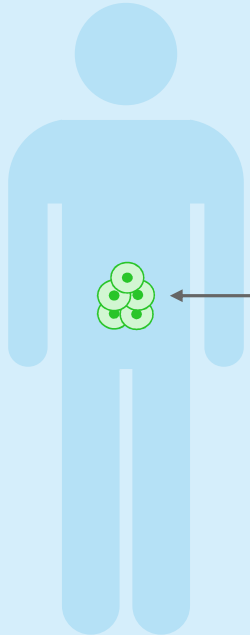
Dose-dependent improvements in patients also seen in the Leicester Cough Questionnaire (LCQ)

- Clear next development steps
- Multiple indications targeted

# Beta cell therapy – the new standard of care

QRbeta Therapeutics

iPSC<sup>1)</sup>-derived beta cells



- 1 Tremendous therapeutic & commercial opportunity**
  - Potential to develop a cure for insulin-dependent diabetic patients
  - “Edmonton protocol”<sup>2)</sup> provides unique clinical PoC
- 2 Excellent foundation to lead the beta cell therapy field**
  - Comprehensive data package including long term *in vivo* efficacy
  - Beta cell product ready to enter IND-enabling studies
- 3 Two-product strategy to maximise value**
  - Encapsulated cells with start of clinical testing expected in 2022
  - Infused immuno-invisible cell product secures life cycle management

<sup>1)</sup> Induced pluripotent stem cells

<sup>2)</sup> Transplantation of cadaveric human islets into the liver for the treatment of diabetes; Shapiro et al., 2017

## Creating important footprint in infectious disease

Focus areas for long-term value creation

### Viral infections

- Evotec supporting NIH-led initiative Therapeutic Interventions and Vaccines (“ACTIV”)
- Evotec leading “COVID R&D” – pre-clinical repurposing
- Kara Carter, EVP Infectious Disease of Evotec appointed as President of the International Society of the Antiviral Research (ISAR)

### Antimicrobial

- Several partnerships to discover novel antibiotics (GARDP, Forge, Lygature (GNA-Now), ...)
- CARB-X funding for development of a novel broad spectrum antibiotic project in-licensed from Resolute Therapeutics (after period-end)

### Global health

- Several new TB initiatives (e.g. PAN-TB, ERA4TB)
- Alliance with Liverpool School of Tropical Medicine (LSTM)

## Creating the next major classes of antibacterial drugs

Partnership between Evotec, Resolute Therapeutics, and CARB-X

- Global antibiotics market: \$ 45 bn in 2018 and expected to reach \$ 62 bn by 2026<sup>1)</sup>
- Huge imbalance of demand-supply of antibiotics
- WHO lists antimicrobial resistance among Top-10 threats to global health<sup>2)</sup>



- Evotec received award of up to \$ 8.4 m for development of novel broad-spectrum antibiotic
- Gram-positive and Gram-negative coverage, engaging well-validated antibacterial targets through novel MoA
- Programme was in-licensed to Evotec from Resolute Therapeutics in exchange for an upfront and success-based milestone payments
- Evotec retains right to take over the project at a pre-agreed value inflection point and continue the development with other potential clinical and marketing partners

**RESOLUTE**  
THERAPEUTICS

**CARB-X**

 evotec

<sup>1)</sup> According to a report by Grand View Research from February 2019

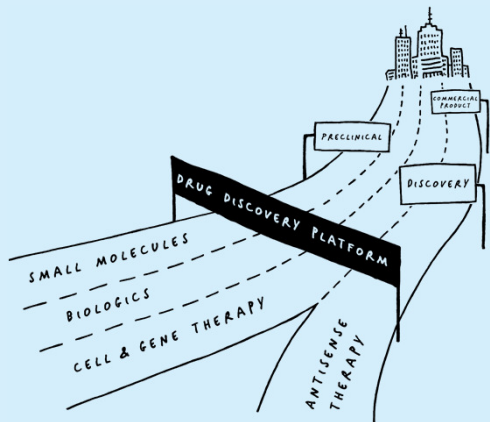
<sup>2)</sup> <https://www.who.int/news-room/feature-stories/ten-threats-to-global-health-in-2019>

## Partnership to build antisense pipeline

Evotec and Secarna

### Further expansion of multimodality “Autobahn”

Global antisense & RNAi therapeutics market ~\$ 2 bn by 2025, growing at a CAGR of 7.5%<sup>1)</sup>



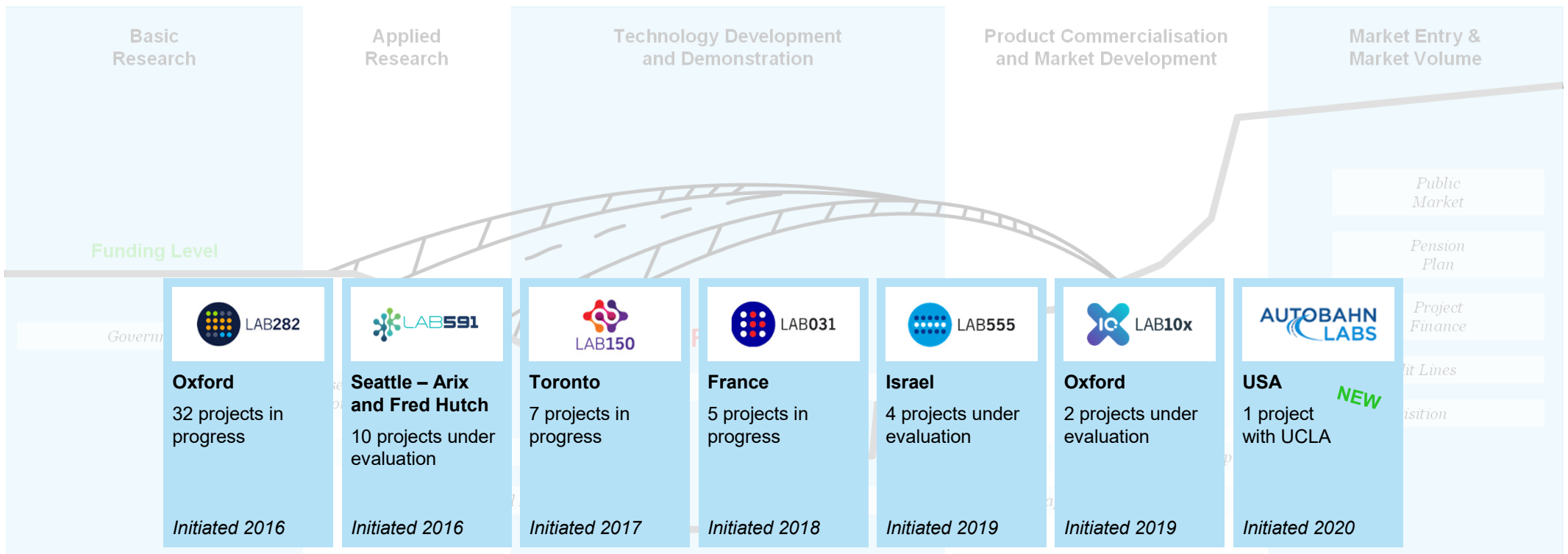
### Perfect match of capacities and capabilities

- Joint strategic multi-target drug discovery alliance
- Secarna provides proprietary LNAplus™ antisense molecules; Evotec responsible for further development and subsequent partnering
- Projects co-owned
- Evotec’s partners can access antisense therapeutics

If you would like to learn more about ASO and the partnership between Evotec and Secarna, please see our DDIN<sup>2)</sup>

# BRIDGEs to link academia with industry continue roll-out

Long-term optionality with efficient translation



## Technology, platform and R&D driven investments

Equity participations for co-owned pipeline is expanding

 <p><b>Equity participation</b> Metabolic disorders</p> <p><i>Initiated 2016</i></p>	 <p><b>Spin-off</b> Nanoparticle-based therapeutics</p> <p><i>Initiated 2016</i></p>	 <p><b>Equity participation</b> Targeting metalloenzymes</p> <p><i>Initiated 2016</i></p>	 <p><b>Equity participation</b> Innovative pathways in oncology</p> <p><i>Initiated 2016</i></p>	 <p><b>Equity participation</b> Facioscapulo-humeral muscular dystrophy</p> <p><i>Initiated 2017</i></p>	 <p><b>Equity participation</b> Fibrosis partnership</p> <p><i>Initiated 2017</i></p>	 <p><b>Consortium membership</b> Kidney diseases</p> <p><i>Initiated 2017</i></p>	 <p><b>Equity participation</b> AI for automated drug design</p> <p><i>Initiated 2018</i></p>	 <p><b>Joint Venture with Vifor Pharma</b> Kidney diseases</p> <p><i>Initiated 2019</i></p>
 <p><b>Spin-off</b> DNA damage response</p> <p><i>Initiated 2019</i></p>	 <p><b>Equity participation</b> Inflammatory disease</p> <p><i>Initiated 2019</i></p>	 <p><b>Equity participation</b> Oncology / Biologics</p> <p><i>Initiated 2019</i></p>	 <p><b>Equity participation</b> Women's health</p> <p><i>Initiated 2019</i></p>	 <p><b>Equity participation</b> <i>NEW</i> Formulation nanotechnologies</p> <p><i>Initiated 2020</i></p>	 <p><b>Equity participation</b> <i>NEW</i> Failsafe cloaking for cell therapies</p> <p><i>Initiated 2020</i></p>	 <p><b>Equity participation</b> <i>NEW</i> Neuroscience</p> <p><i>Initiated in 2020</i></p>	 <p><b>Equity participation &amp; partnership</b> <i>NEW</i> Oncology</p> <p><i>Initiated in 2020</i></p>	<p><i>More to come ...</i></p>



## Agenda

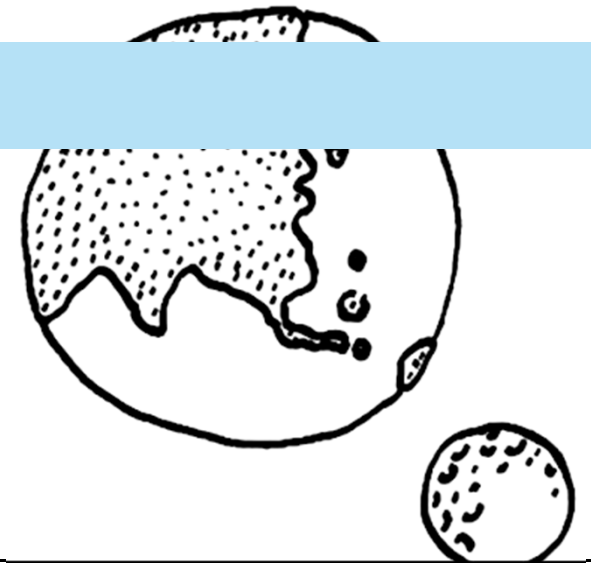
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Highlights

Financial performance H1 2020

Scientific and operational performance H1 2020

**Guidance 2020**



## Strong news flow to be continued in H2 2020

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### Overview

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#### **EVT Execute**

- New integrated service alliances in drug discovery & development

#### **EVT Innovate**

- New clinical initiations and progress of co-owned pipeline
- New co-owned partnerships

#### **EVT Equity & BRIDGES**

- Initiation of new BRIDGES
- New operational ventures

## Revenues and profits confirmed; higher investments in R&D

### Guidance 2020

<b>1</b>	<b>Good top-line growth</b>	<ul style="list-style-type: none"> <li>• Total Group revenues expected to range from € 440 – 480 m, based on constant 2019 exchange rates, despite loss of € 20 m payment from Sanofi, and certain COVID-19 challenges<sup>1)</sup></li> </ul>
<b>2</b>	<b>Strong EBITDA</b>	<ul style="list-style-type: none"> <li>• Adjusted Group EBITDA<sup>2)</sup> expected to be in the range of € 100 – 120 m, at comparable level as in 2019, despite loss of € 20 m payments from Sanofi, significant ramping up J.POD<sup>®</sup> capacities, and certain COVID-19 challenges</li> </ul>
<b>3</b>	<b>Focused R&amp;D investments<sup>3)</sup></b>	<ul style="list-style-type: none"> <li>• Unpartnered Group R&amp;D expenses of approx. € 45 (previously approx. € 40 m)</li> </ul>

<sup>1)</sup> Given current global insecurities, a likely negative impact from the ongoing Corona pandemic is already estimated within the introduced guidance for revenues and adjusted EBITDA

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

<sup>3)</sup> Evotec focuses its guidance and upcoming reporting on the “unpartnered R&D” part. ID-related R&D expenses will be fully reimbursed by its partner Sanofi (“partnered R&D”).

## Upcoming important dates

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### Financial calendar 2020

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<b>Annual Report 2019</b>		26 March 2020
<b>Quarterly Statement Q1 2020</b>		14 May 2020
<b>Virtual Annual General Meeting 2020</b>		16 June 2020
<b>Half-year 2020 Interim Report</b>		12 August 2020
<b>Quarterly Statement 9M 2020</b>		12 November 2020



#RESEARCHNEVERSTOPS



RIGHT NOW, WE HAVE TO WAIT.

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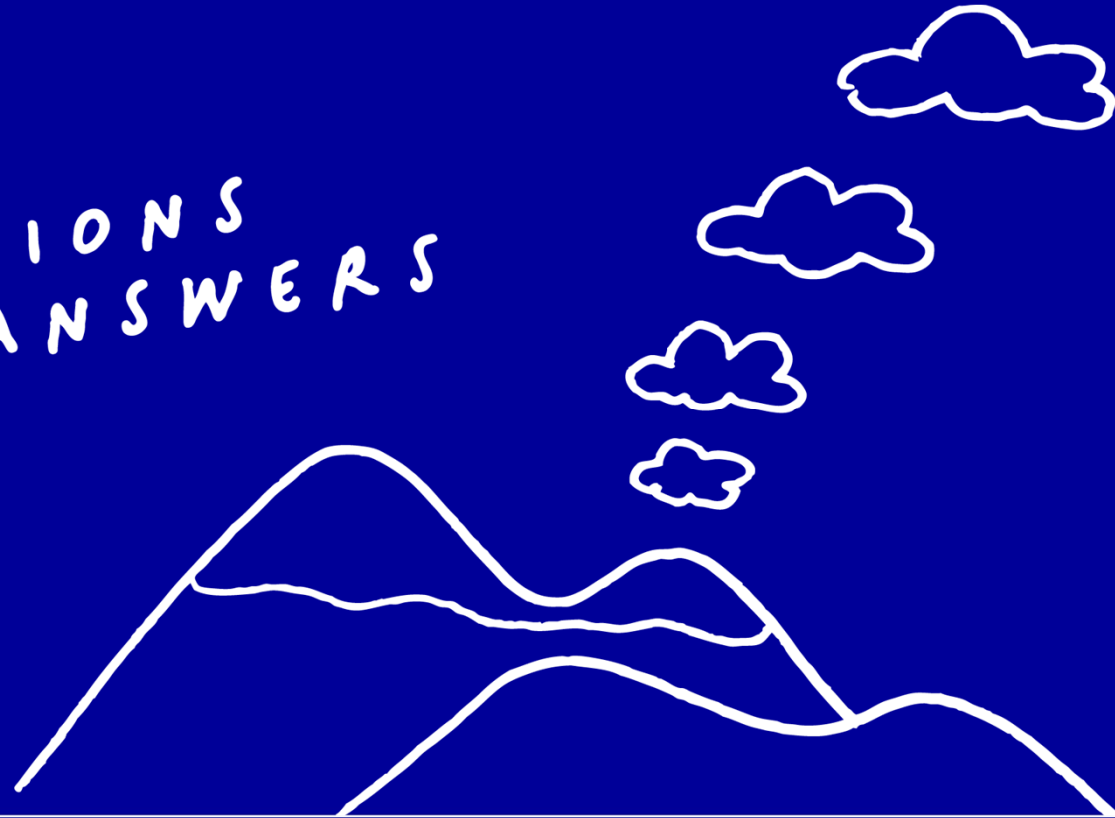
*We will switch to virtual*

**CAPITAL MARKET DAY ON 19 NOVEMBER 2020**

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QUESTIONS  
AND ANSWERS





#RESEARCHNEVERSTOPS

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