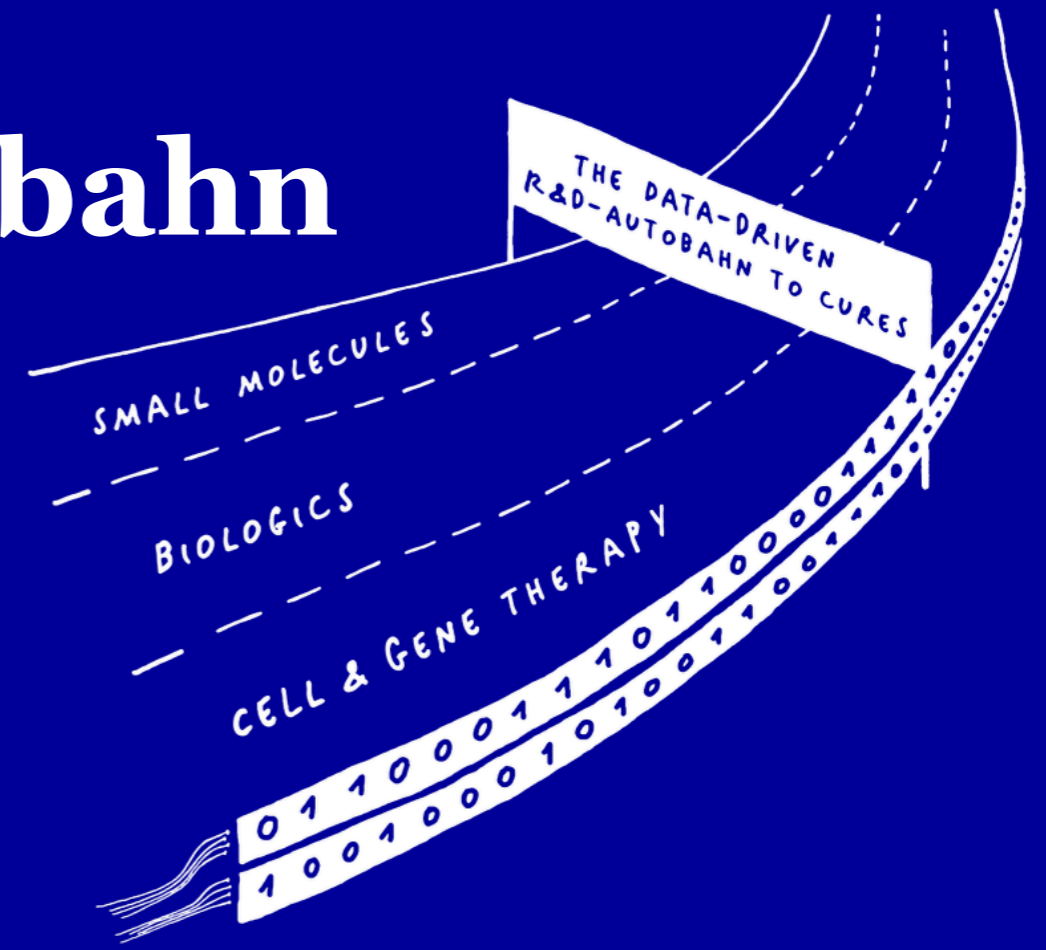


# Rapid Progress on the data-driven Autobahn to Cures



# Cautionary statement regarding forward-looking statements

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This presentation (including any information which has been or may be supplied in writing or orally in connection herewith or in connection with any further inquiries) is being delivered on behalf of Evotec SE (the "Company", "we," "our" or "us").

This presentation is made pursuant to Section 5(d) and/or Rule 163B of the Securities Act of 1933, as amended, and is intended solely for investors that are qualified institutional buyers or certain institutional accredited investors solely for the purposes of familiarizing such investors with the Company. This presentation shall not constitute an offer to sell or the solicitation of an offer to buy Evotec securities, nor shall there be any sale of these securities in any state or jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such state or jurisdiction. No representations or warranties, express or implied, are made as to the accuracy or completeness of the statements, estimates, projections or assumptions contained in the presentation, and neither the Company nor any of its directors, officers, employees, affiliates, agents, advisors or representatives shall have any liability relating thereto.

## 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.

## Non-IFRS Measures

This presentation contains references to certain non-IFRS measures including EBITDA and Adjusted EBITDA, each of which are not recognized under International Financial Reporting Standards ("IFRS"). The Company believes that non-IFRS financial information, when taken collectively, may be helpful to investors because it provides consistency and comparability with past financial performance and assists in comparisons with other companies, some of which use similar non-IFRS financial information to supplement their IFRS results. The non-IFRS financial information is presented for supplemental informational purposes only, and should not be considered a substitute for financial information presented in accordance with IFRS, and may be different from similarly titled non-IFRS measures used by other companies. EBITDA and Adjusted EBITDA each have limitations as an analytical tool, respectively, and you should not consider any of these measures either in isolation or as a substitute for other methods of analyzing the results as reported under IFRS. Our management team uses these non-IFRS financial measures to evaluate our profitability and efficiency, to compare operating results to prior periods, and to measure and allocate financial resources internally. However, management does not consider such non-IFRS measures in isolation or as an alternative to measures determined in accordance with IFRS. See appendix to this presentation for a reconciliation of Adjusted EBITDA to the nearest GAAP measure.

## Note:

*On 1 April 2020 Evotec GT announced the start of its operating business in Gene Therapy in Orth/Austria. In addition, the acquisition of the assets (mainly land and buildings) as well as the takeover of employees of the Biopark by Sanofi SAS in Toulouse became legally effective on 1 July 2020. Both entities were fully consolidated in the financial statements from the dates specified above.*

# Welcome to 9M 2021

## The Management Team



**Werner Lanthaler<sup>1)</sup>**  
CEO



**Enno Spillner<sup>1)</sup>**  
CFO



**Craig Johnstone**  
COO



**Cord Dohrmann**  
CSO

# Agenda

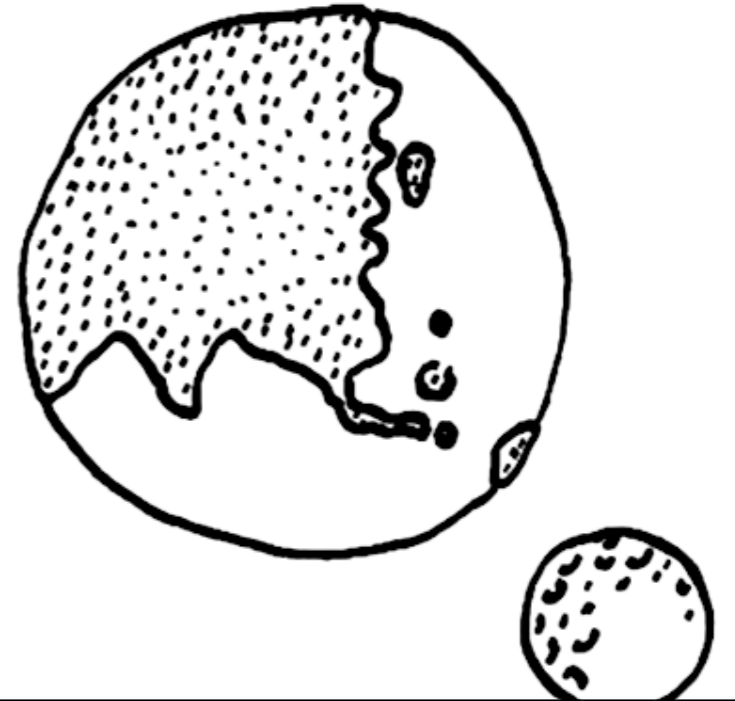
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## Highlights

Financial performance 9M 2021

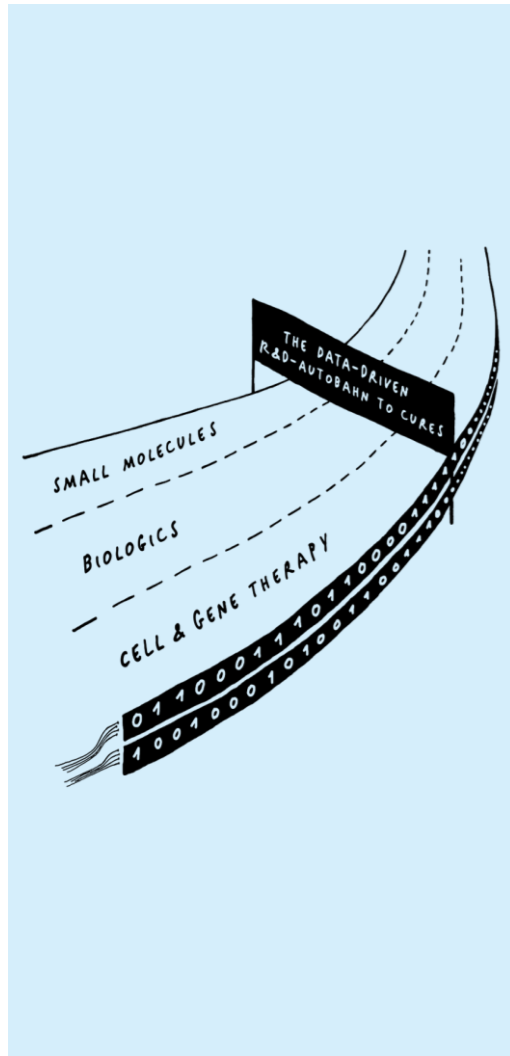
Scientific and operational performance 9M 2021

Outlook and Guidance 2021



## Strong performance and progress on all “lanes”

9M 2021 – Highlights & Lowlights



- **Highlights**

- Growth acceleration based on strong performance in all business lines
- Multiple new & extended integrated drug discovery & development alliances (**EVOiR&D**)
- Opening of J.POD<sup>®</sup> Redmond (US); initiation of J.POD<sup>®</sup> Toulouse (EU) (**EVOaccess**) (**EVOroyalty**)
- Kazia Therapeutics - Phase I clinical trial of EVT801 (after period-end)
- Positive Phase IIb results in RCC for eliapixant by partner Bayer
- Positive Phase III data (China) with JingXin Pharma in insomnia (after period-end)
- Excellent progress in iPSC and protein degradation collaborations with Bristol Myers Squibb (BMS); Opt-in for EVT8683 & enter clinical development
- IPO by holding and partner Exscientia Ltd (“EXAI”) (after period-end) (**EVOequity**)
- Completion of NASDAQ public offering of “**EVO**” (after period-end)

- **Lowlights**

- Increased ramp up costs for capacity expansion

# Strong operational performance drives growth

Financials 9M 2021 & FY 2021 guidance

## Progressing in all business lines

- Group revenues up 20% (€ 431.0 m vs. 9M 2020: € 360.4 m)
  - Like-for-like growth of Group revenues (adj. for end of Sanofi payment and fx) up 26%
  - Like-for-like growth of base business (excl. milestones, upfront payments, licenses) up 22%
- Adjusted Group EBITDA<sup>3)</sup> of € 70.1 m (9M 2020: € 76.9 m); Like-for-like growth (adj. for end of Sanofi payment and fx) up 16%
- Increased investment into unpartnered R&D expenses by 28% to € 42.6 m (9M 2020: € 33.4 m)

## Unchanged Outlook

- **Very good top-line growth expected**
  - Total Group revenues **€ 550-570 m** (2020: € 500.9 m) (€ 565-585 m at constant exchange rates<sup>1)</sup>)
- **Accelerated R&D investments for growth**
  - Unpartnered Group R&D expenses of **€ 50-60 m<sup>2)</sup>** (2020: € 46.4 m)
- **EBITDA guidance confirmed – despite massive growth investments**
  - Adjusted Group EBITDA<sup>3)</sup> **€ 105-120 m** (2020: € 106.6 m) (€ 115-130 m at constant exchange rates<sup>1)</sup>)

<sup>1)</sup> Average fx 2020: €/USD 1.12; GBP/€ 1.13

<sup>2)</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”).

<sup>3)</sup> Adjusted EBITDA excludes changes of contingent considerations, income from bargain purchase and impairments on goodwill, other intangible and tangible assets as well as the total non-operating result.

## Completion of public offering at NASDAQ (Ticker: EVO)

U.S. public offering to support resilient growth



### Expanding global investment position, scale and presence in the US

Improving chances for market share gains, getting closer to partners with total raise of US\$ 500 m<sup>1)</sup>

### Making set-up even more resilient

Completing existing platforms, service offerings and manufacturing capabilities (**EVOiR&D**, Precision Medicine platforms, **EVOcells**, **EVOgenes**, global J.POD<sup>®</sup> network, ...)

Improving optionality for value generating co-owning strategy  
**EVOroyalty** & **EVOequity**

# Agenda

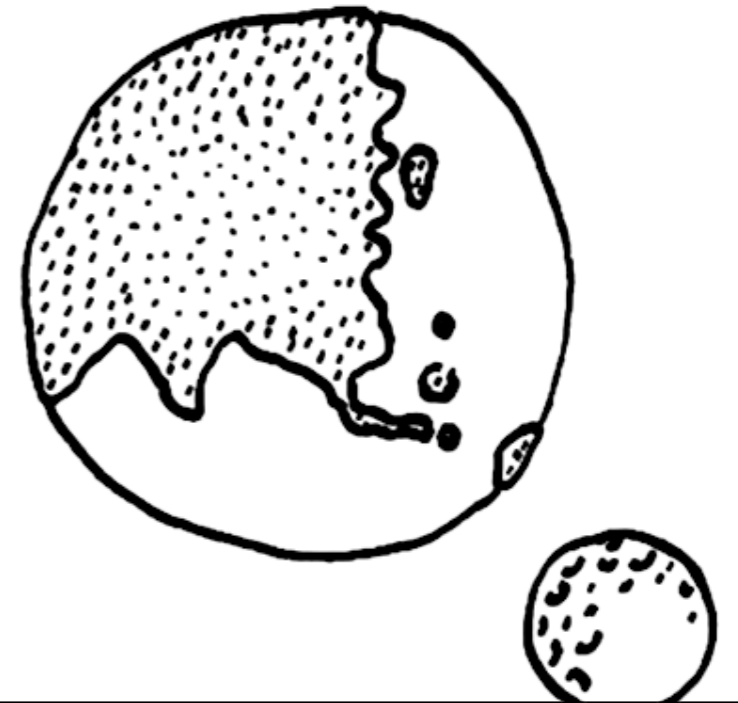
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Highlights

**Financial performance 9M 2021**

Scientific and operational performance 9M 2021

Outlook and Guidance 2021





## Main KPIs underline positive development

Condensed income statement 9M 2021 – Evotec SE and subsidiaries

in € m<sup>1)</sup>

	9M 2021	9M 2020	Change
Revenues from contracts with customers	<b>431.0</b>	360.4	20%
<i>Gross margin</i>	<b>23.1%</b>	24.7%	–
• R&D expenses	<b>(53.5)</b>	(46.1)	16%
• SG&A expenses	<b>(71.0)</b>	(58.1)	22%
• Impairment of intangible assets and goodwill	(0.7)	–	–
• Other op. income (expenses), net	<b>51.8</b>	50.3	3%
<b>Operating income</b>	<b>26.1</b>	<b>35.3</b>	(26)%
<b>Adjusted Group EBITDA<sup>2)</sup></b>	<b>70.1</b>	<b>76.9</b>	(9)%
<b>Net income</b>	<b>247.0</b>	<b>5.8</b>	>>>100%

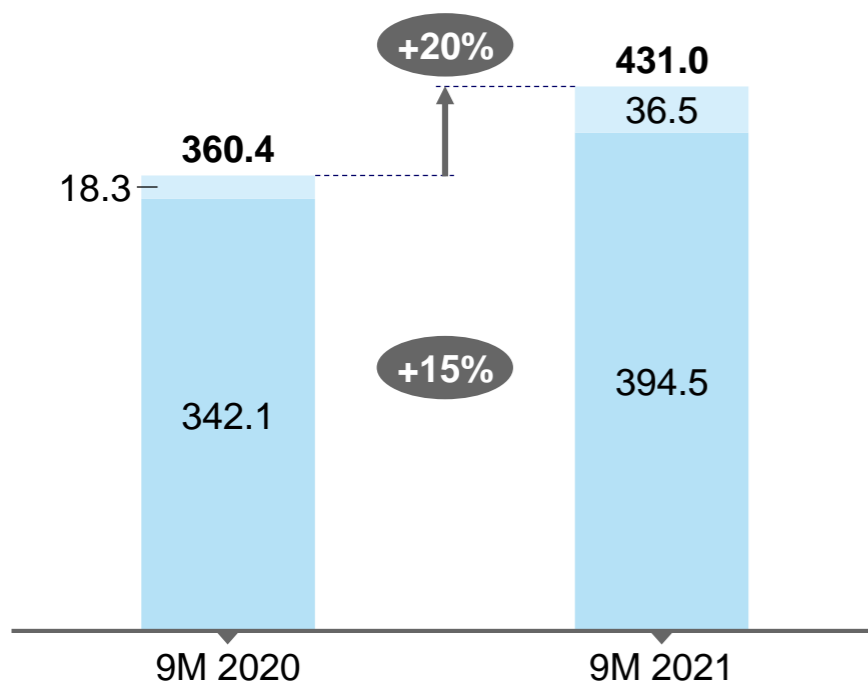
- Revenue growth of 20% (excluding portfolio and fx effects: 26%) driven by all business areas
- Planned increase in unpartnered R&D (€ 42.6 m vs. 9M 2020: € 33.4 m) leads to 16% growth in R&D expenses
- Increase of 22% in SG&A expenses mainly caused by headcounts (+14%), ramp-up of J.POD<sup>®</sup> and costs for secondary public offering at NASDAQ
- Adj. EBITDA like-for-like growth 16%
- **EVOequity**: Net income significantly higher due to fair value adjustment of Exscientia Ltd. US IPO

# Strong revenue growth and anticipated gross margin effects

## Revenues & Gross margin overview

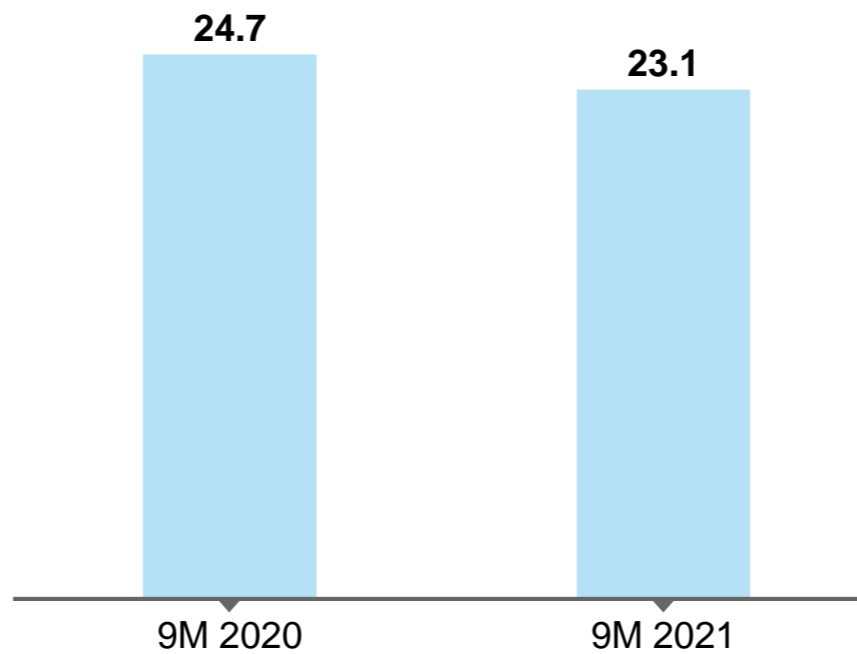
### Revenues from contracts with customers (in € m)

■ Base revenues  
■ Milestones, upfronts and licences



### Gross margin (in %)

■ Total Margin



- Base revenues: Excluding the effect of € 8.6 m Sanofi payments in Q1 2020 and negative fx effects of € 11.2 m, like-for-like growth 22%.
- Strong milestone contribution, e.g. from BMS collaborations
- Just – Evotec Biologics contributed € 34.7 m; 43% above last year's € 24.3 m
- Gross margin decreased mainly due to
  - the anticipated fade-out of payments from Sanofi for the Toulouse site
  - the capacity build-up related to the launch of J.POD<sup>®</sup> Redmond (US)
  - fx headwinds

## Very strong organic top-line growth in Q3 2021

Condensed income statement Q3 2021 – Evotec SE and subsidiaries

in € m<sup>1)</sup>

	Q3 2021	Q3 2020	Change
Revenues from contracts with customers	<b>159.7</b>	129.4	23%
<i>Gross margin</i>	<b>27.0%</b>	27.9%	–
• R&D expenses	<b>(18.0)</b>	(16.3)	11%
• SG&A expenses	<b>(24.6)</b>	(21.6)	14%
• Impairment of intangible assets & goodwill	–	–	–
• Other op. income (expenses), net	<b>17.3</b>	18.1	(5)%
<b>Operating income</b>	<b>17.7</b>	16.4	8%
<b>Adjusted Group EBITDA<sup>2)</sup></b>	<b>33.9</b>	29.7	14%
<b>Net income</b>	<b>134.3</b>	(1.4)	>>>100%

- Q3 revenue growth of 23%; Just – Evotec Biologics contributes € 11.7 m, up 41% vs. Q3 2020
- Strong milestone contribution
- R&D expenses grow 11% to € 18.0 m vs. € 16.3 m in Q3 2020, driven by unpartnered R&D
- SG&A expenses driven by investments to support the operational and financial growth and costs for secondary public offering at NASDAQ
- EBITDA up 14% (19% before adverse fx effects)
- **EVOequity**: Net Income increase due to fair value adjustment of Exscientia Ltd.

## Revenues up in all business areas

Segment information 9M 2021 – Evotec SE and subsidiaries

in € m<sup>1)</sup>

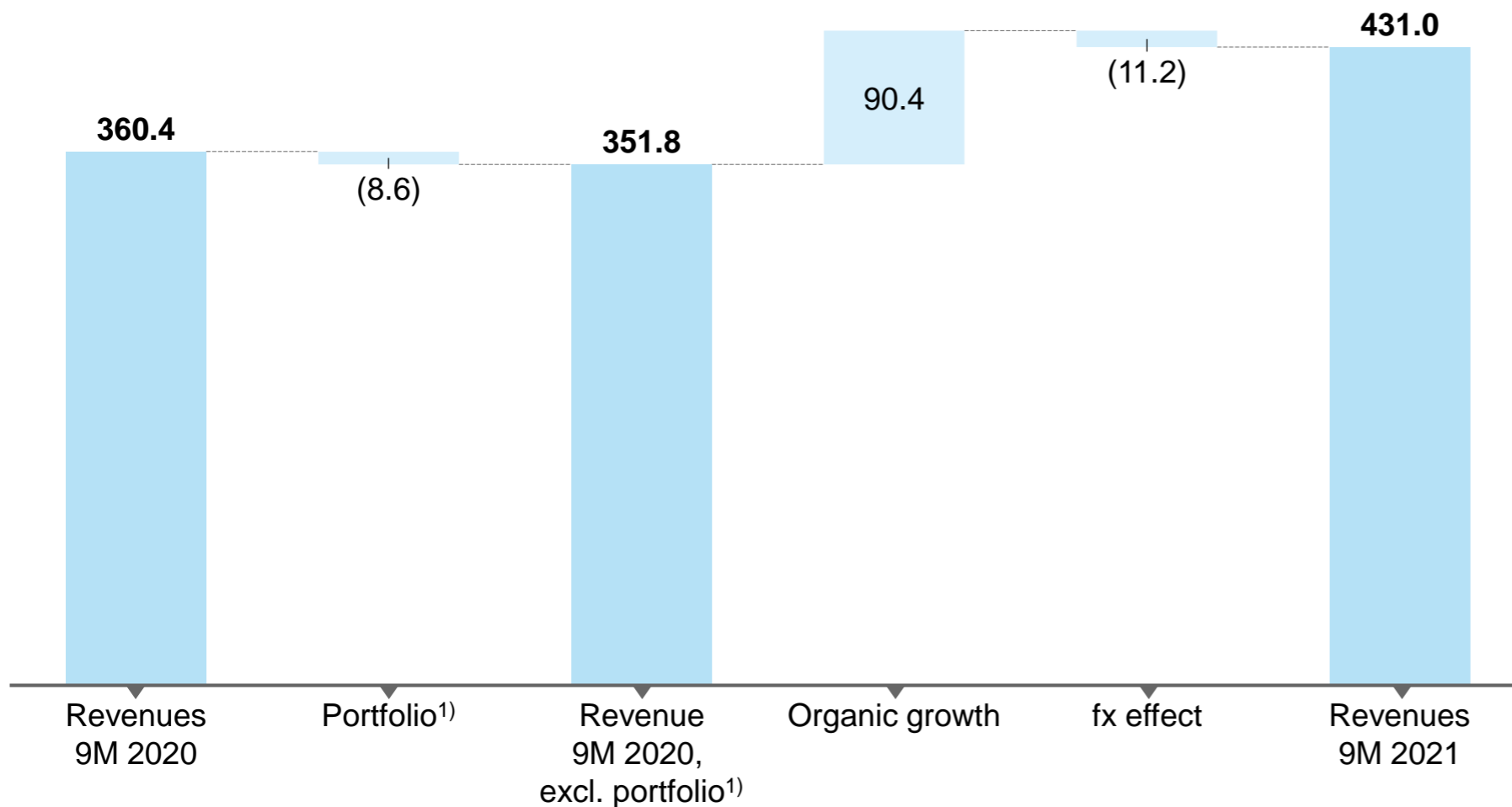
	<b>EVT Execute</b>	<b>EVT Innovate</b>	<b>Inter- segment elimination</b>	<b>Evotec Group</b>
Revenues	429.8	101.9	(100.8)	431.0
<i>Gross margin</i>	20.1%	21.7%	–	23.1%
• R&D expenses	(2.1)	(60.4)	9.0	(53.5)
• SG&A expenses	(56.7)	(14.3)	–	(71.0)
• Impairment of intangible assets & goodwill	–	(0.7)	–	(0.7)
• Other op. income (expenses), net	17.5	34.3	–	51.8
<b>Operating income</b>	45.1	(19.0)	–	26.1
<b>Adjusted Group EBITDA<sup>2)</sup></b>	86.0	(15.9)	–	70.1

- Total revenues show good progress in all business areas
- EVT Execute total revenue growth up 17%; 16% third party revenue growth
- 36% plus in revenue of EVT Innovate driven by strong project business as well as payments from milestones
- Adjusted EBITDA with anticipated strong improvement in Q3 2021

## Strong growth continues in third quarter

Revenue bridge 9M 2020 – 9M 2021 – Evotec SE and subsidiaries

in € m



- 20% growth of Group revenues
- fx effect: € (11.2) m (-3.1%)
- Organic growth of € 90.4 m translates in organic growth rate of 26%

## Strong balance sheet as base for future growth

Balance sheet and liquidity – 30 September 2021 vs. 31 Dec. 2020 – Evotec SE & subsidiaries

**Balance sheet total**  
in € m

1,462.9 ..... **1,767.8**

**Equity ratio**  
in %

49.4 ..... **56.2**

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

(1.5) ..... **(0.8)**

**Liquidity position**  
in € m<sup>2)</sup>

481.9 ..... **417.6**

- Total assets, liabilities and equity increased by 20.8%
- Equity ratio step up by 6.8 percentage points
- Net debt ratio remains negative despite high capex for ambitious growth and **EVO** equity investments
- Liquidity remains strong even after expansion of the new J.POD<sup>®</sup> Redmond (US) and ramp up of J.POD<sup>®</sup> Toulouse (EU)

# Agenda

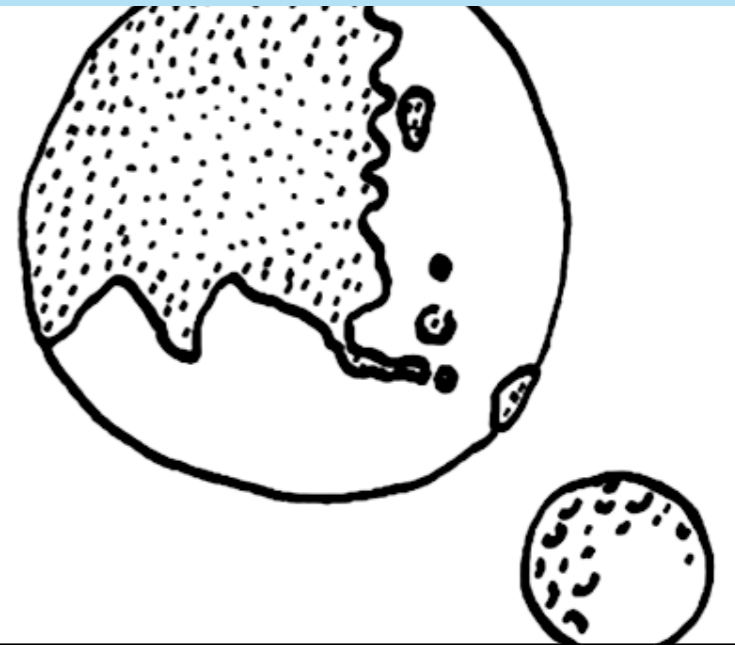
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Highlights

Financial performance 9M 2021

**Scientific and operational performance 9M 2021**

Outlook and Guidance 2021



# Integrated business for drug discovery and development delivers

Comprehensive suite of next generation capabilities

## Five pillars powering our innovation hub

<b>EVO</b> <i>iR&amp;D</i>	Drug discovery & development for our partners
<b>EVO</b> <i>panOmics &amp; panHunter, iPSC</i>	Omics & iPSC-driven precision medicines
<b>EVO</b> <i>access</i>	Biologics discovery and manufacturing
<b>EVO</b> <i>cells</i>	Cell therapy based on iPSC
<b>EVO</b> <i>genes</i>	Gene therapy platform

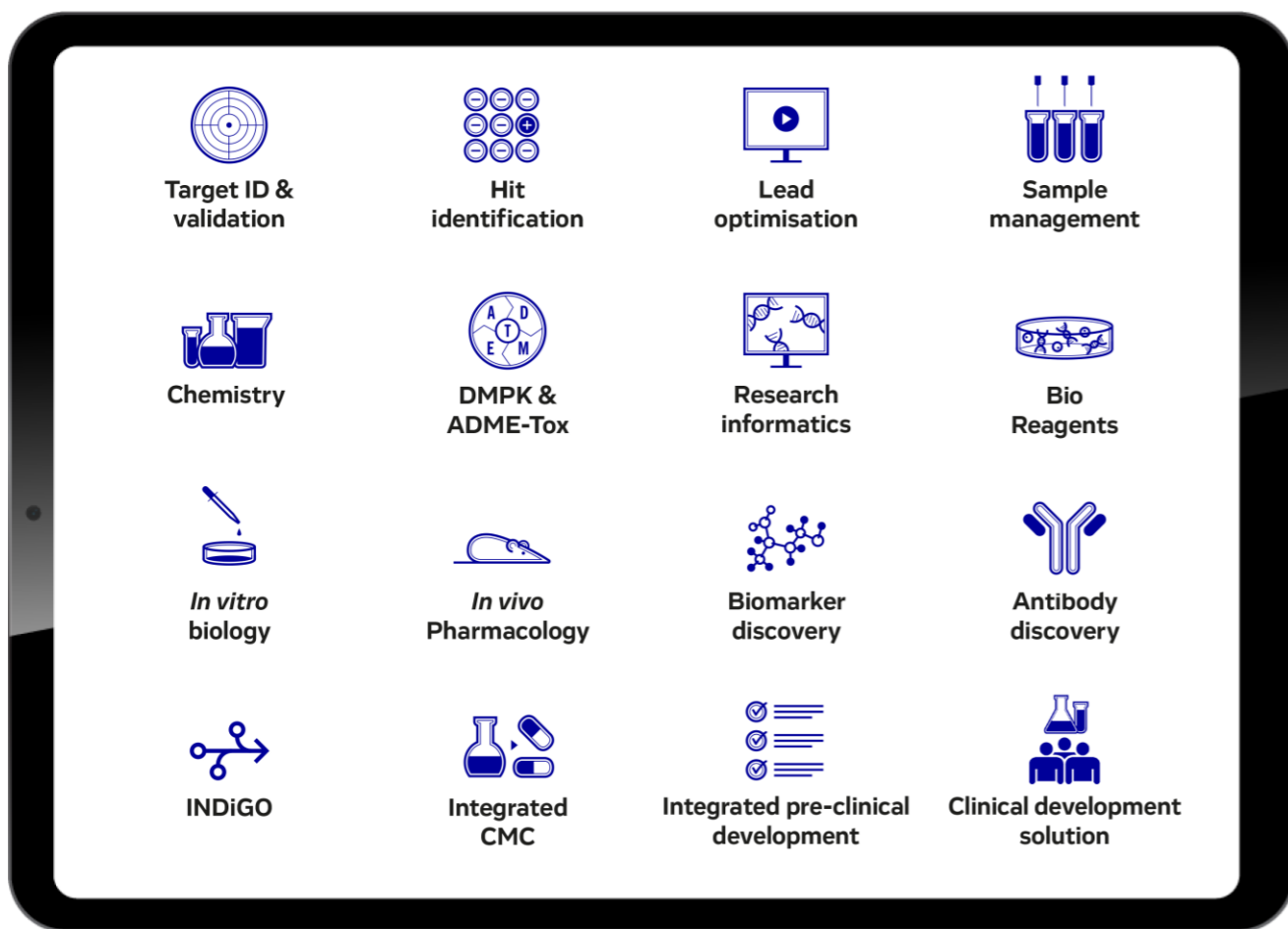
## Revenues generated through three core collaboration routes

<b>“Fee-for-service”</b>	Work packages typically provided and compensated at FTE rates
<b>EVO</b> <i>royalty</i>	Combination of upfront payments, ongoing research payments and upside from milestones / royalties
<b>EVO</b> <i>equity</i>	Investments via equity participation in academic projects (BRIDGES) , technology platforms and companies



# Continued strong demand for efficiency enhancing collaborations

EVOiR&D – Major achievements 9M 2021



- Integrated drug discovery collaborations with e.g. Bicycle Therapeutics, Evommune, ...
- Several new INDiGO agreements e.g., with Oxford Cannabinoid Technologies and third INDiGO programme with Ildong
- Development agreement with Pasithea Therapeutics from target compound through to preclinical candidate in mental health
- Several strategic service collaborations e.g. Novo Nordisk (gene therapy)

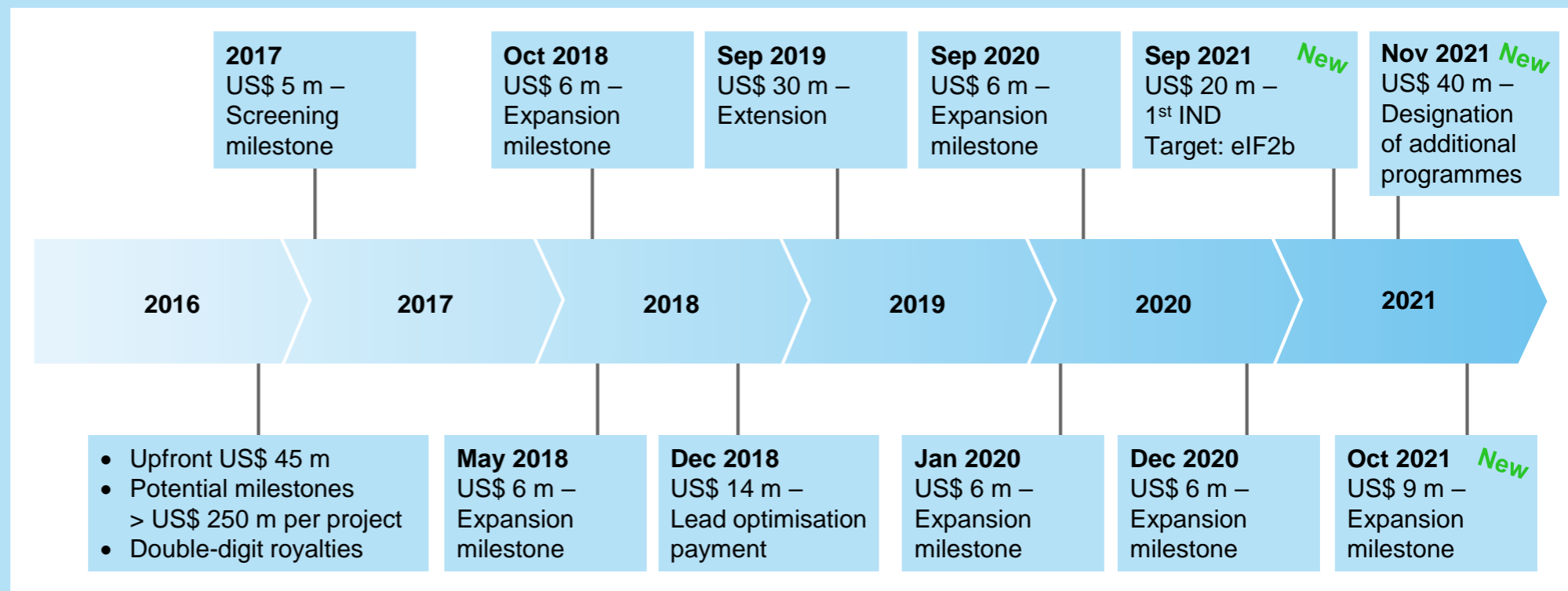
# Proving paradigm shift in iPSC partnership with BMS

Using *EVOpanOmics* & *EVOpanHunter* – Development since 2016



## iPSC alliance in neurodegeneration

- Development of novel therapies for a broad range of neuro-degenerative diseases
- First programme EVT8683 (eIF2b activator) started clinical development



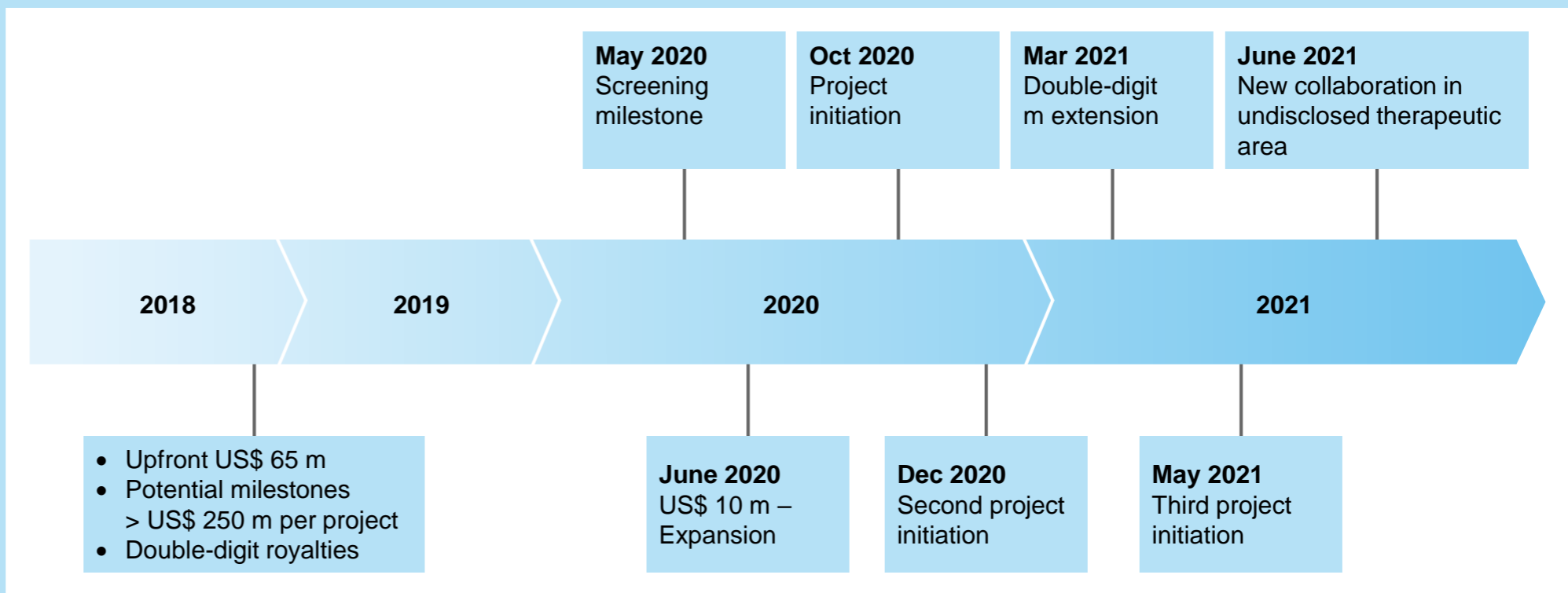
# Protein degradation partnership is accelerating

Using **EVOpanOmics** & **EVOpanHunter** – Development since 2018



## Proteomics approach to targeted protein degradation

Development of novel therapies for a broad range of diseases



# Bayer's eliapixant significantly decreased cough frequency

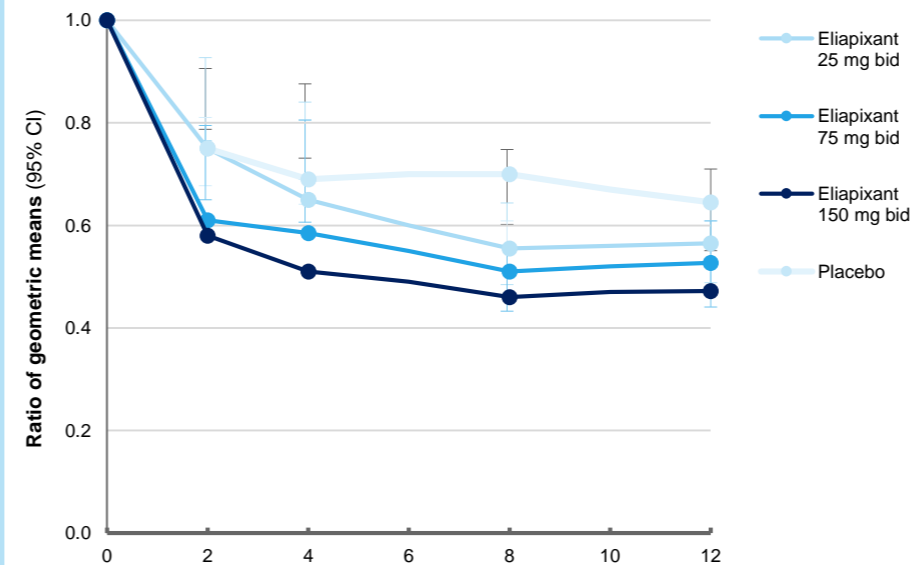
**EVO**royalty example: P2X3 antagonist – eliapixant (BAY1817080)

## Positive outcome of Phase IIb trial (PAGANINI)

- Statistically significant improvement in 24-hour cough counts per hour over placebo of up to 27% after 12 weeks of treatment in a dose dependent manner
- Positive benefit-risk profile in patients suffering from RCC, with taste-related AEs reported in 24% of patients treated with eliapixant 150 mg bid and in 13% of patients treated with eliapixant 75 mg bid
- The selective mechanism-of-action of eliapixant appears to be translating into improved tolerability in clinical trials versus non-selective P2X3 receptor antagonists

## Cough frequency in Phase IIb<sup>1)</sup>

Change from baseline of 24-hour cough count by visit (per protocol population)



## Multiple indications potential






















# “Evotec Inside” – Fully leveraged pipeline gaining visibility

Steady stream of high value catalysts in the near-to-medium term

## Selected pipeline events within next 18 – 24 months

- Market registration in China with JingXin in insomnia
- Phase III initiation with Bayer in RCC (eliapixant)
- Phase II data with Bayer in Overactive bladder (eliapixant)
- Phase II with Bayer in Endometriosis (eliapixant)
- Phase II with Bayer in Neuropathic pain (eliapixant)
- Phase II with Bayer in Gynaecology (B1 antagonist)
- Phase I data in Chikungunya virus (EVT 894 - antibody)
- Phase I data with BMS in CNS
- Phase I data with Exscientia in Oncology (A2a)
- Phase I data with Kazia in Oncology (EVT801)
- Phase I initiation in Covid-19 (EVT075 - biologic)
- Multiple co-owned equity companies (not outlined here) will progress in clinic (e.g. Topas, Forge, Carrick, Fibrocor, ...)

	Molecule	Therapeutic Area/Indication	Partner	Discovery	Pre-clinical	Phase I	Phase II	Phase III
Clinical	EVT201	Insomnia (GABA-A)						
	eliapixant	Chronic cough (P2X3)						
	eliapixant	Overactive bladder						
	eliapixant	Neuropathic pain						
	eliapixant	Endometriosis						
	XP-105	Oncology (mTORC1/2)						
	EVT401	Immunology & Inflammation (P2X7)						
	BAY2328065	Gynaecology						
	EXS21546	Oncology (various programmes)						
	CNTX 6016	Pain (CB2)						
	EVT894	Chikungunya (Antibody)						
	Not Disclosed	Gynaecology	n.a.					
	Not Disclosed	Neuroscience & Pain	n.a.					
	Not Disclosed	Neuroscience & Pain	n.a.					
	Not Disclosed	Neuroscience & Pain	n.a.					
EVT801	Oncology (VEGFR3)							
EVT8683	Neurodegeneration (eIF2b)							
Pre-clinical	APN411	Oncology – Immunotherapy	 					
	GLPGxxxx	Fibrosis (not disclosed)						
	BAYxxxx	Nephrology (not disclosed)						
	QRB001	Metabolic – Diabetes (not disclosed)						
	EVT075	COVID19 / HBV						
EVTxxxx	CNS, Metabolic, Pain, ...	>10 further programmes						
Discovery	<b>Multiple programmes across nephrology, oncology, immunology among other therapeutic areas</b>							

# J.POD<sup>®</sup> - commercial biologics manufacturing

## EVOaccess – Progress and status



### J.POD<sup>®</sup> Redmond (US) – Facility completed in just 19 months

- Grand opening in August
- Production from a few kilograms to metric tons in the same facility
- Partner at every stage of the biologics value chain
- Start of operations fully on track e.g. US Department of Defense (DoD),...

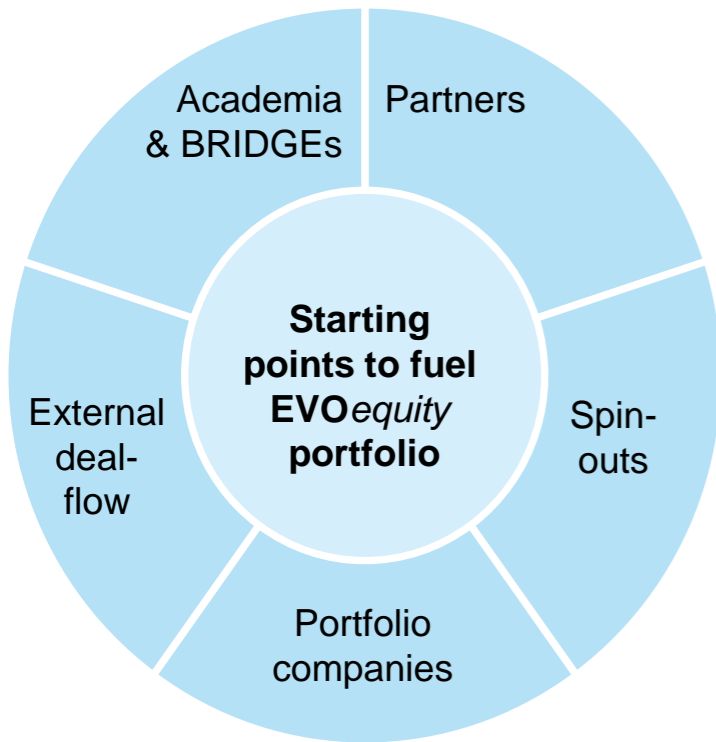


### J.POD<sup>®</sup> Toulouse (EU) – Project initiation

- On two hectares of land<sup>1)</sup> at Campus Curie design plan started
- Creates capacity for biological treatments in EU
- Important support from French government, Occitanie region, Bpifrance, Haute-Garonne prefecture as well as Toulouse Métropole

# EVO equity accelerates co-owning strategy

Operational VC model – diversified portfolio with multiple shots on goal



Attractive portfolio with significant upside

## At Equity Holding (≥20%) or Significant influence



## Minority Shareholdings (<20%)

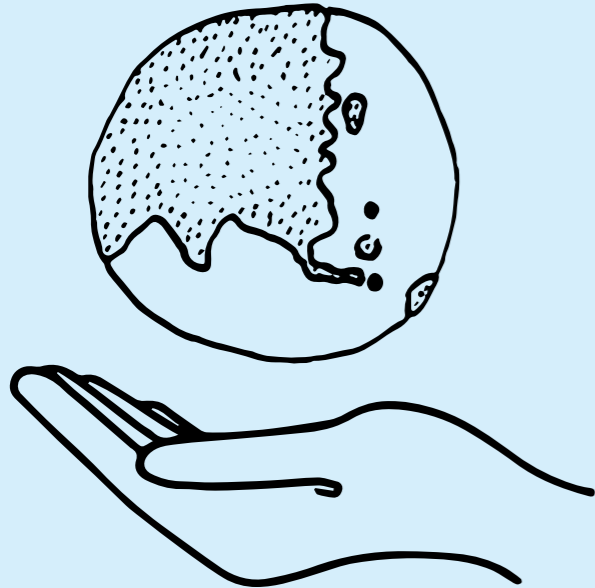


## BRIDGES



# Keeping the promise

## ESG & Sustainability – Measures taken in 9M 2021



### Responsible use of resources

- Sourcing of 100% renewable energy since January 2021 at all German sites
- Decision on replacement of heating system in building B95 in Abingdon (estimated savings of CO<sub>2</sub>e of ~800t per year as of Q2 2022)
- Preparation of **EVO**earth week to raise overall awareness towards the protection of environment

### ESG topics part of our DNA

- Group-wide inclusion of ESG topics in personal 2021 targets of all employees
- Definition of responsibilities for delivering expanded set of sustainability KPIs
- Group-wide appreciation & celebration of Diversity weeks in May and pride month in June
- DEI – Diversity, Equity & Inclusion: Conception of global Diversity Strategy

### Intensified stakeholder dialogue

- Increasing awareness and appreciation of investors and rating agencies
- MSCI ESG rating up from BBB to A as of January 2021
- ISS ESG rating up from C- to C as of May 2021
- EcoVadis assessment finalized in Q3<sup>1)</sup>



# Agenda

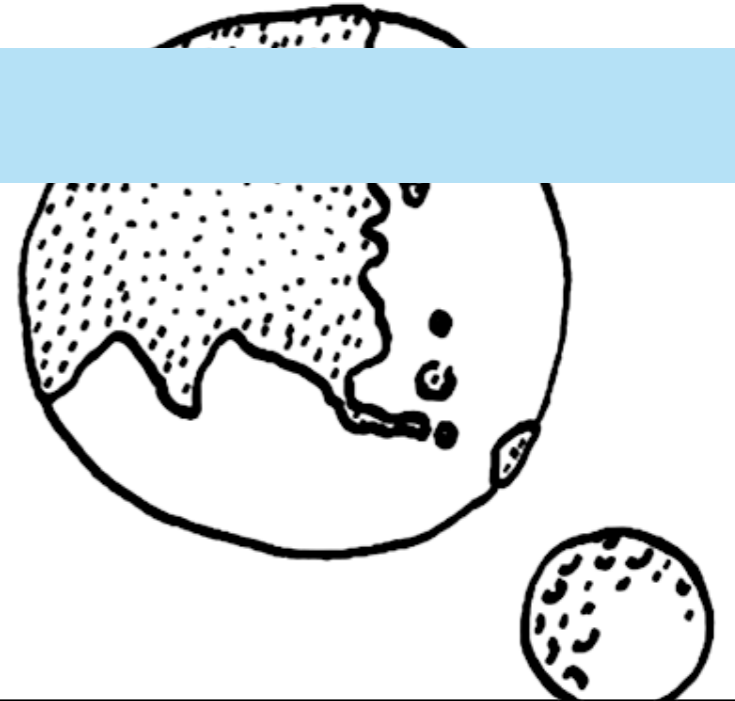
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Highlights

Financial performance 9M 2021

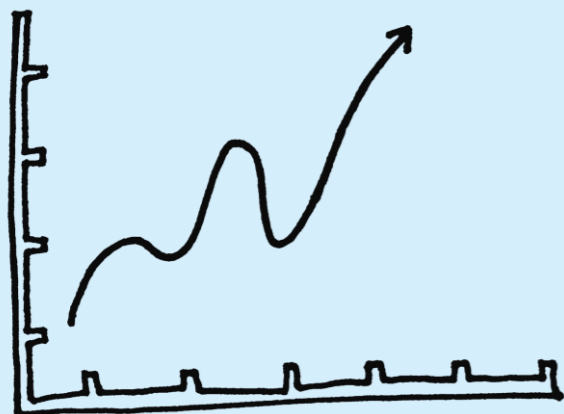
Scientific and operational performance 9M 2021

**Outlook and Guidance 2021**



## Strong year paves way for future growth

Guidance 2021 confirmed



### Very good top-line growth expected

- Assumption based on current orders, prospective milestone payments
- Total Group revenues **€ 550-570 m** (€ 565-585 m at constant exchange rates<sup>1)</sup>)

### EBITDA guidance confirmed – despite massive investments

- Expanding scope of strategic investments for promising R&D projects, ramp-up of Just – Evotec Biologics business, expansion of J.POD<sup>®</sup> Remond (US) capacities & J.POD<sup>®</sup> Toulouse (EU)
- Adjusted Group EBITDA<sup>2)</sup> **€ 105-120 m** (€ 115-130 m at constant exchange rates<sup>1)</sup>)

### Accelerated R&D investments for growth

- Further expand long-term & sustainable pipeline of first-in-class projects & platforms
- Unpartnered Group R&D expenses of **€ 50-60 m<sup>3)</sup>**



<sup>1)</sup> \$/€ 2020: 1.15; €/GBP 2020: 1.13

<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

### Financial calendar

<b>Quarterly Statement Q1 2021</b>		11 May 2021
<b>Virtual Annual General Meeting 2021</b>		15 June 2021
<b>Half-year 2021 Interim Report</b>		11 August 2021
<b>Quarterly Statement 9M 2021</b>		11 November 2021
<b>Virtual Capital Markets Day</b>		<b>02 March 2022</b> <sup>New</sup>



#RESEARCHNEVERSTOPS



RIGHT NOW, WE HAVE TO WAIT.

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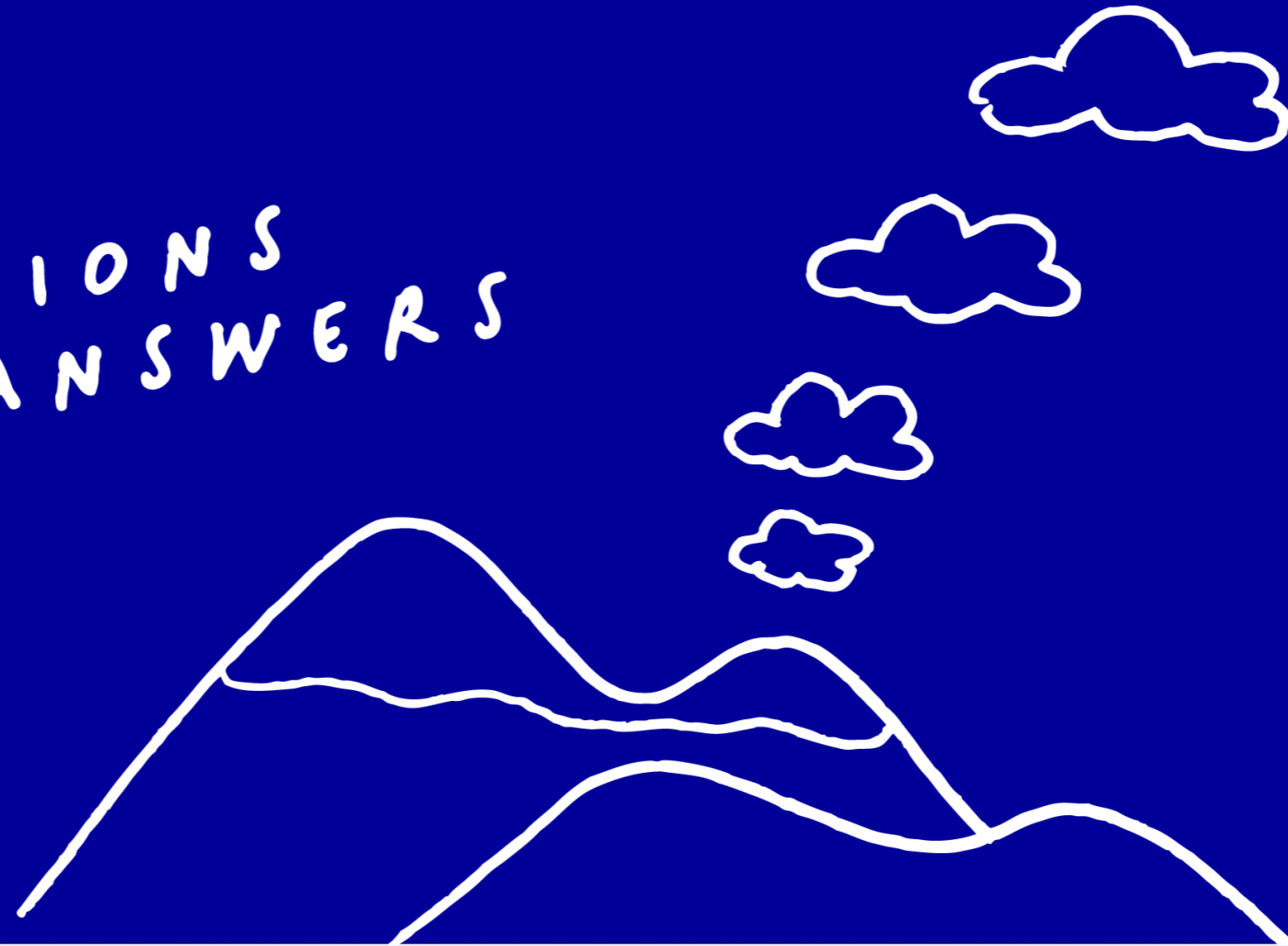
*We remain virtual once again*

**CAPITAL MARKETS DAY ON 02 MARCH 2022**

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QUESTIONS  
AND ANSWERS





#RESEARCHNEVERSTOPS

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# Appendix

# Completion of public offering at NASDAQ (Ticker: EVO)

## Offering Summary

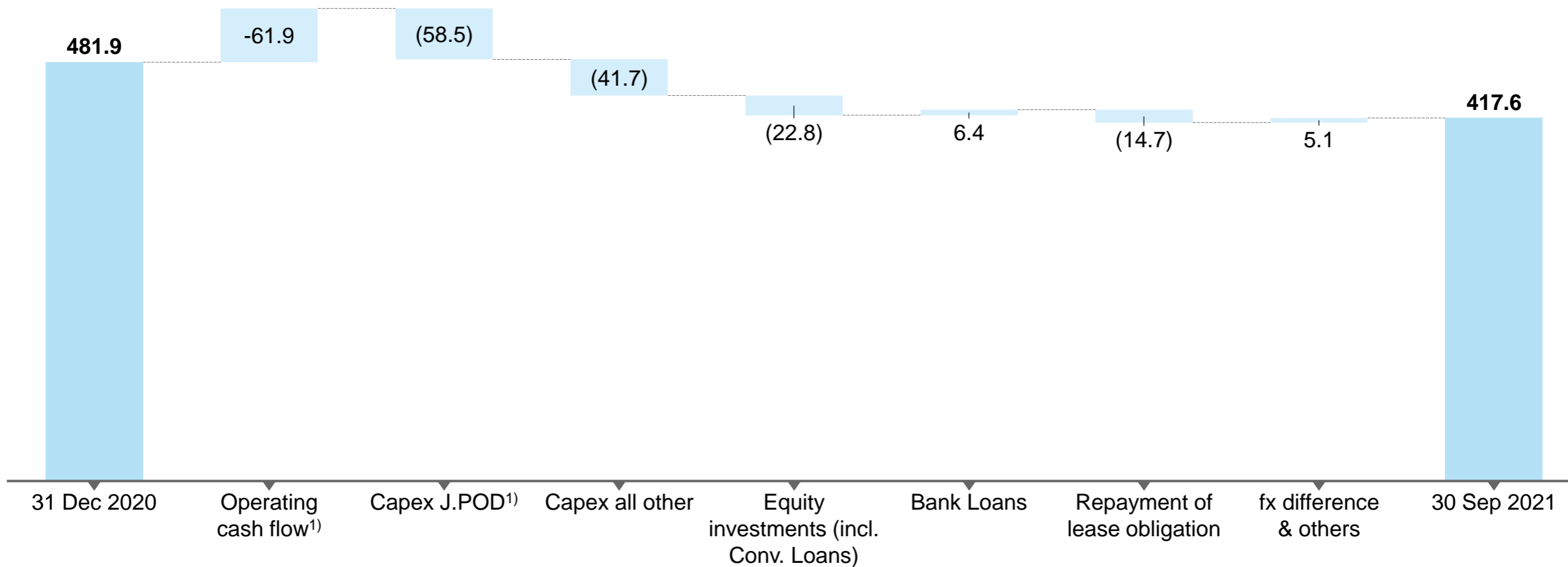
<b>Issuer</b>	<b>Evotec SE</b>
<b>Ticker (Exchange)</b>	American Depositary Shares (“ADSs”) trade under the symbol “EVO” on NASDAQ Global Select Market; Existing ticker for public offering of Ordinary Shares (“Ordinary Shares”) on Frankfurt Stock Exchange is “EVT”
<b>Offering Structure</b>	Public offering of ADSs in the US
<b>Security Type</b>	ADSs
<b>Offering</b>	20 million ADSs (representing 10 million ordinary shares) or approximately US\$ 435 million <sup>1)</sup>
<b>Over-allotment</b>	15% of total offering (3 million ADSs)
<b>Share Composition</b>	100% Primary Offering
<b>ADS to Ordinary Share Ratio</b>	Two ADS represent one Ordinary Share
<b>Use of Proceeds</b>	<ul style="list-style-type: none"> <li>i. Expanding our biologics manufacturing capacity in the United States</li> <li>ii. Building additional J.POD<sup>®</sup> capacity</li> <li>iii. Investing in our technology platforms,</li> <li>iv. Accelerating pipeline activities</li> <li>v. Expanding our portfolio of equity projects</li> <li>vi. General corporate purposes</li> </ul>
<b>Lock-up</b>	90 days for Company, executive officers, directors and certain other existing security holders
<b>Syndicate</b>	<b>Joint Lead Book-Running Managers</b> BofA Securities, Morgan Stanley
	<b>Joint Book-Running Managers</b> Citigroup, Jefferies, Cowen, RBC Capital Markets
<b>Closing of transaction</b>	8 November 2021



# Investments remain at a high level

Liquidity bridge YTD Q3 2021

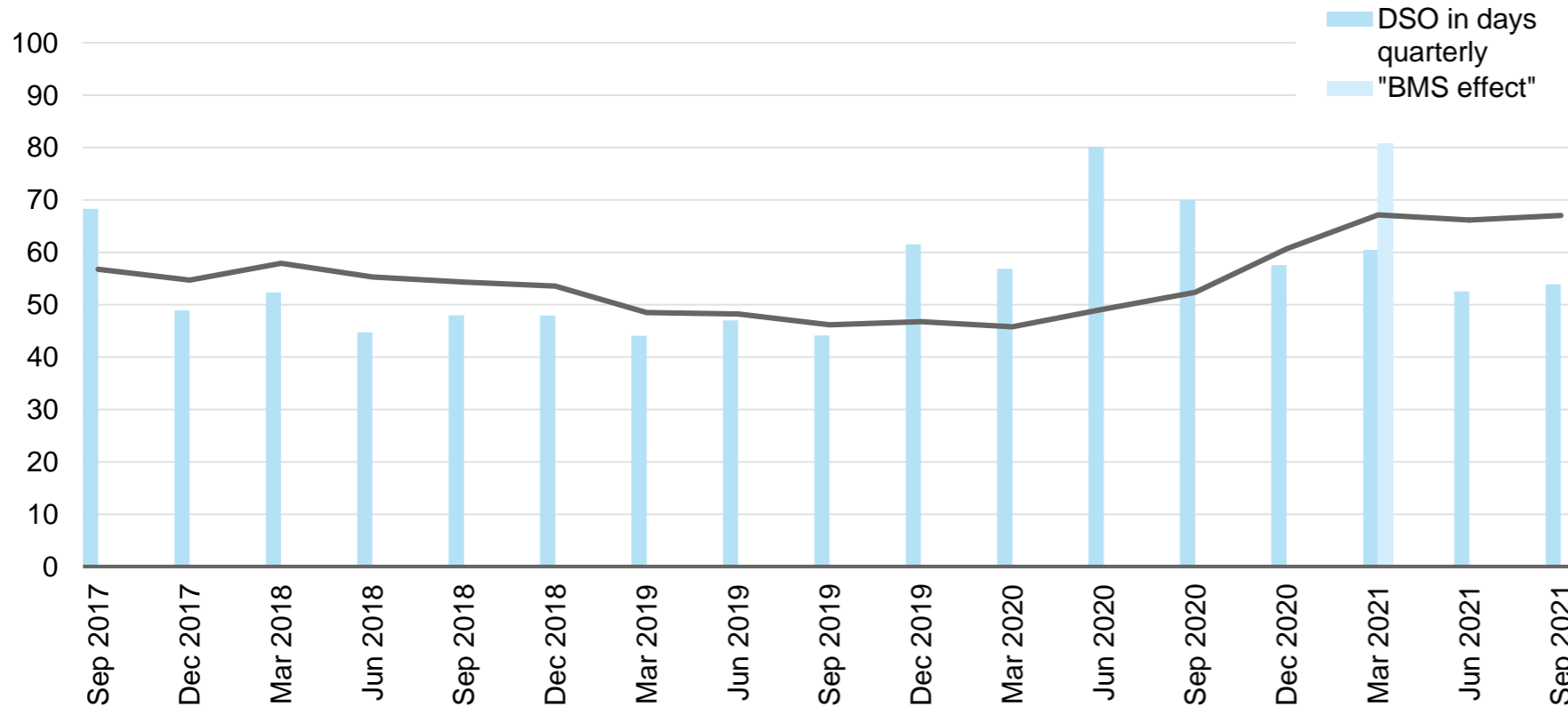
in € m



# Revenue base affects receivables

Days Sales Outstanding stabilized within target range of 50-60 days

**DSO quarterly and LTM DSO average in days**



- Trade accounts receivables including receivables from associated companies and other long-term investments increased to € 93.5m (Dec 2020: € 87.9 m) related to significant growth in revenue base
- Days Sales Outstanding (DSO) of 54 slightly above 53 per end of Q2 2021
- Reduction of DSO by 16 days within 12 months

# Our purpose is to go VERY long as ONE – #researchneverstops

Sustainable thinking is holistic and ensures long-term success

