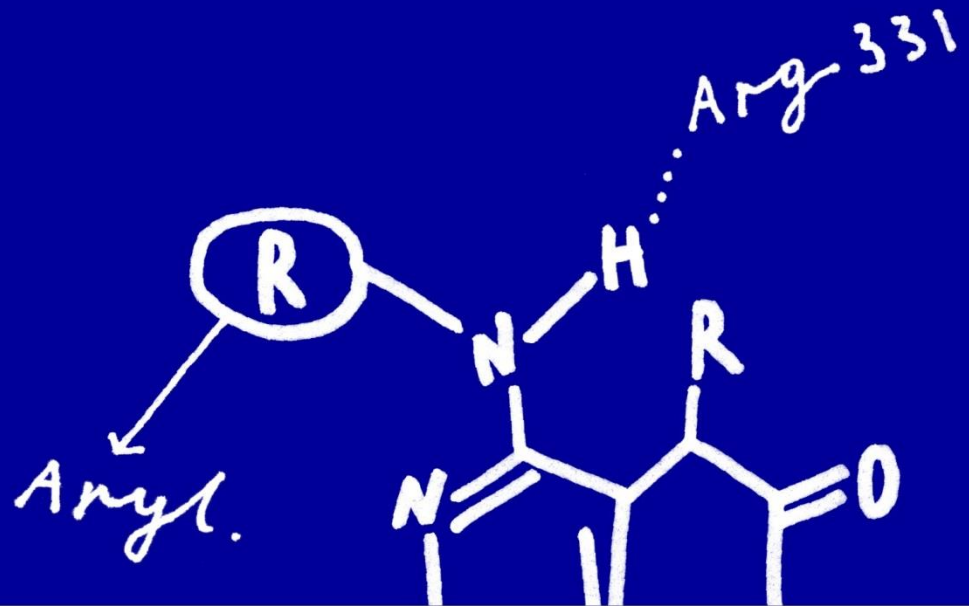

EVT Execute & EVT Innovate

Profitable growth & First-in-class science



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.

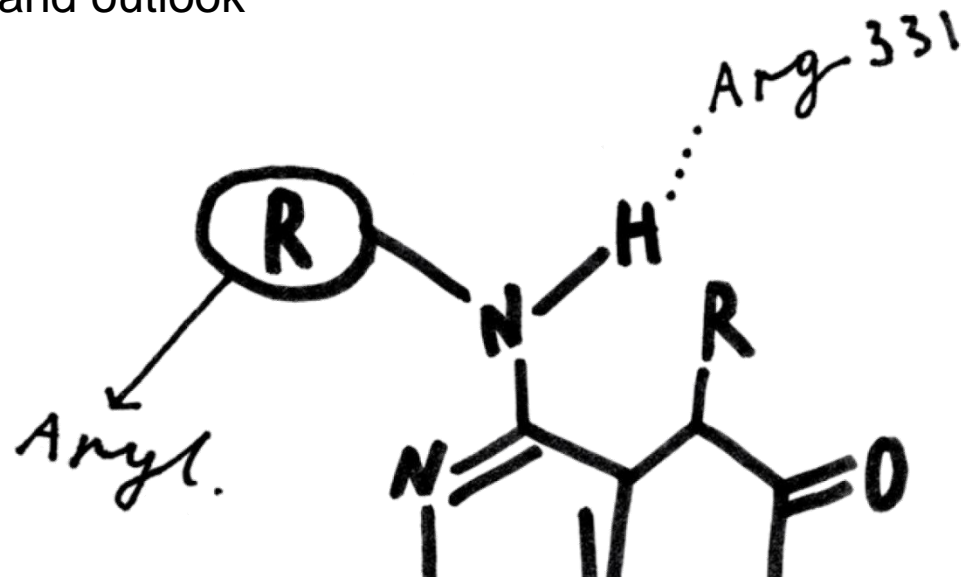
Agenda

Highlights Q1 2016

EVT Execute

EVT Innovate

Financial performance and outlook



Strong start into the year

Highlights & lowlights Q1 2016

EVT Execute

- Accelerated growth in base business
- Important milestone achievement in Padlock collaboration
- Multi-year compound management agreement closed with Pierre Fabre (after period-end)
- Milestone achievement in Bayer collaboration (after period-end)

EVT Innovate

- Good progress in Cure X/ Target X programmes
- Grant from The Michael J. Fox Foundation for Parkinson's Research
- Good progress in existing partnerships (e.g. EVT201, EVT801 and other Sanofi oncology projects, kidney disease collaboration with AstraZeneca)
- Partnership on immuno-oncology therapeutics with *ex scientia*

Corporate

- Company formation and "Series A" funding of Topas Therapeutics
- Long-term extension of Management Board contracts of CEO, COO, CSO; Nomination and contract of new CFO agreed

Lowlights

- Phase out of EVT100 in TRD¹⁾ by Janssen Pharmaceuticals

Best first quarter in Company's history

Financial highlights Q1 2016 & Guidance 2016

Improved financial performance

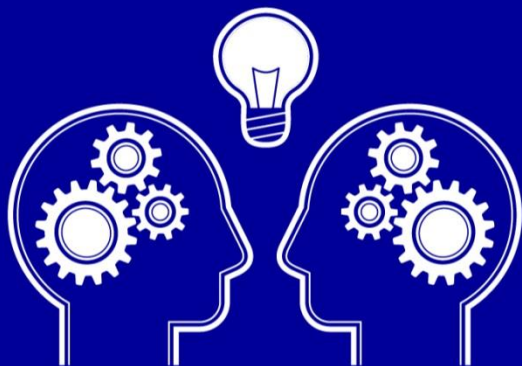
- Group revenues up 74% to € 37.5 m (2015: € 21.5 m)
 - EVT Execute revenues up 67%
 - EVT Innovate revenues up 67%
- Strong adjusted Group EBITDA¹⁾ at € 7.2 m
 - Strong adjusted EBITDA¹⁾ of € 9.6 m for EVT Execute
- Increased R&D expenses +14% to € 4.4 m
- Strong liquidity position of € 122.5 m

Confirmed Guidance 2016

- More than 15% revenue growth excluding milestones, upfronts and licences
- Adjusted Group EBITDA positive²⁾ and significantly improved compared to prior year
- R&D expenses of approx. € 20 m
- Similar level of liquidity³⁾ compared to 2015
- Capex investments up to € 10 m

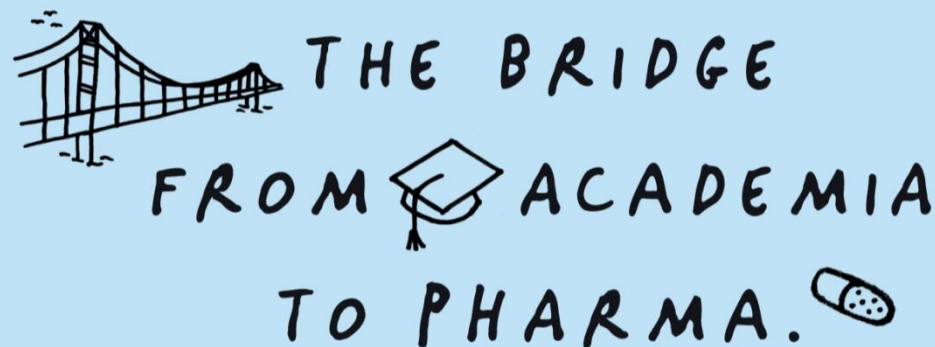
Business model works

EVT Execute & EVT Innovate



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

EVT Execute

A hand-drawn illustration on a light blue background. On the left is a simple line drawing of a suspension bridge. To its right, the text "THE BRIDGE" is written in a casual, hand-drawn font. Below this, the text "FROM ACADEMIA" is written, with a graduation cap (mortarboard) drawn over the word "ACADEMIA". Below that, the text "TO PHARMA." is written, with a small drawing of a pill or capsule at the end of the sentence.

EVT Innovate

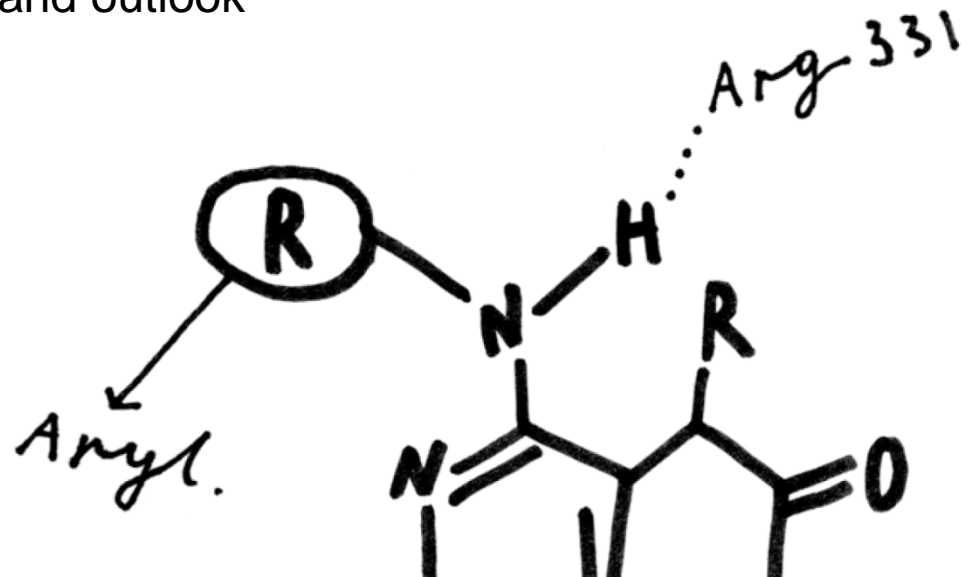
Agenda

Highlights Q1 2016

EVT Execute

EVT Innovate

Financial performance and outlook



Accelerated growth in base business

EVT Execute – First quarter of 2016

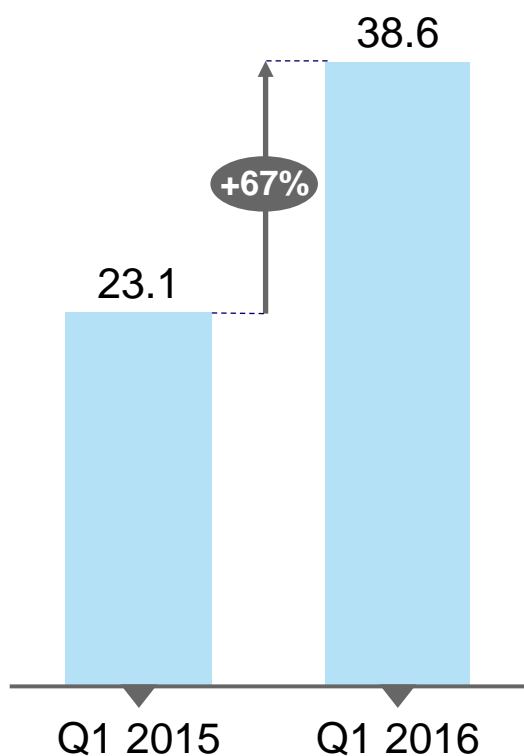


- Important milestone achievement in Padlock collaboration
- Multi-year compound management agreement closed with Pierre Fabre (after period-end)
- Milestone achievement in Bayer collaboration (after period-end)
- Good progress in existing collaborations

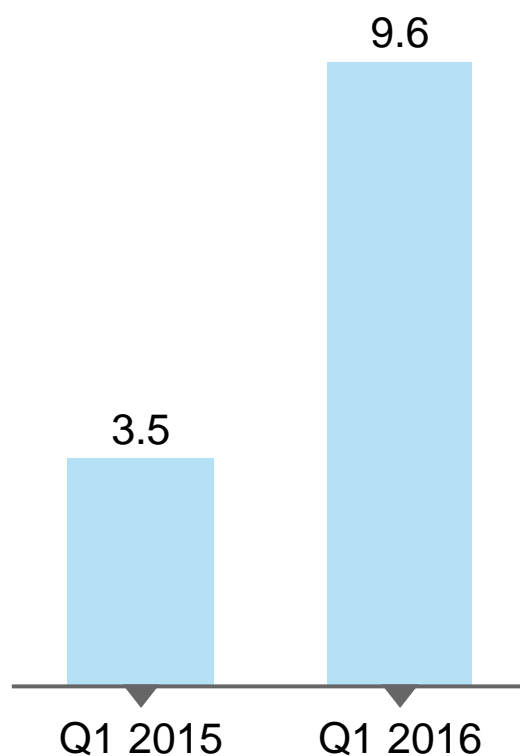
Above market performance

EVT Execute – Key performance indicators Q1 2016

Revenues (in € m)



Adjusted EBITDA¹⁾ (in € m)

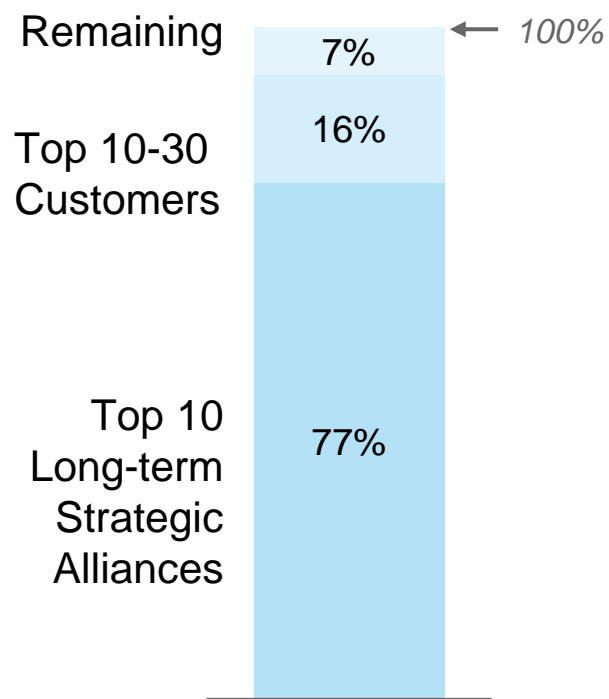


- Q1 2016 includes € 7.5 m of intersegment revenues
- Revenue growth driven by strong performance of the base business, milestone achievement from the Padlock collaboration and full quarter of Sanofi contribution
- Strong adjusted EBITDA growth mainly due to higher margins in the base business, milestones and the contribution of the Sanofi collaboration

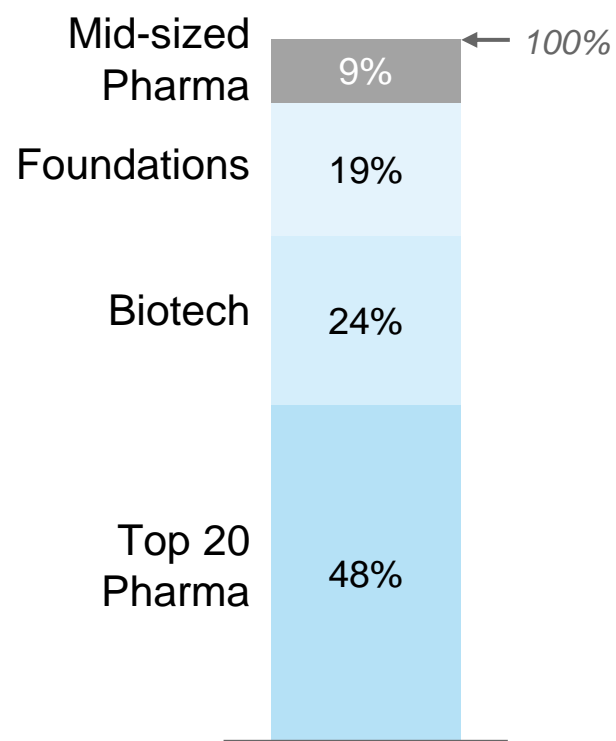
Well balanced customer mix

EVT Execute – Selected customer and revenue metrics

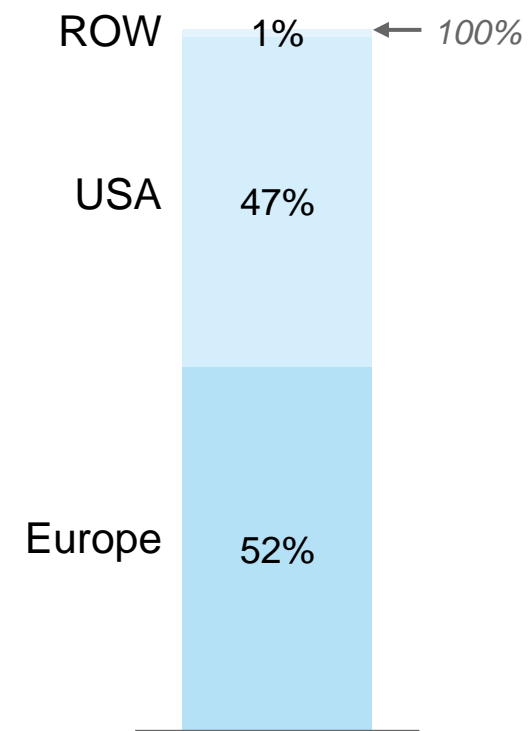
Revenues by customer segment ytd 2016¹⁾ (in %)



Customer type ytd 2016 (in %)



Revenues by region ytd 2016 (in %)



New strategic compound management alliances

EVT Execute – World leader in outsourced compound management

- Multi-year compound management agreement with *Pierre Fabre Laboratories*, the 2nd largest private French pharmaceutical group (2016, after period-end)
- Multi-year sample management agreement with *UCB* (end of 2015)
- Management of *Sanofi's* global screening compound library (2015)
- Multi-year contract to manage *U.S. National Cancer Institute Chemical Biology Consortium Screening Libraries Center* (2015)
- Ten-year compound management agreement with the *National Institutes of Health (NIH)* (2012)



Outlook 2016

EVT Execute – Expected key milestones 2016

- New long-term deals with large and mid-sized Pharma
- Expansion of foundations and biotech network in USA/EU ✓
- New performance-based integrated technology/disease alliance
- Milestones from existing alliances ✓

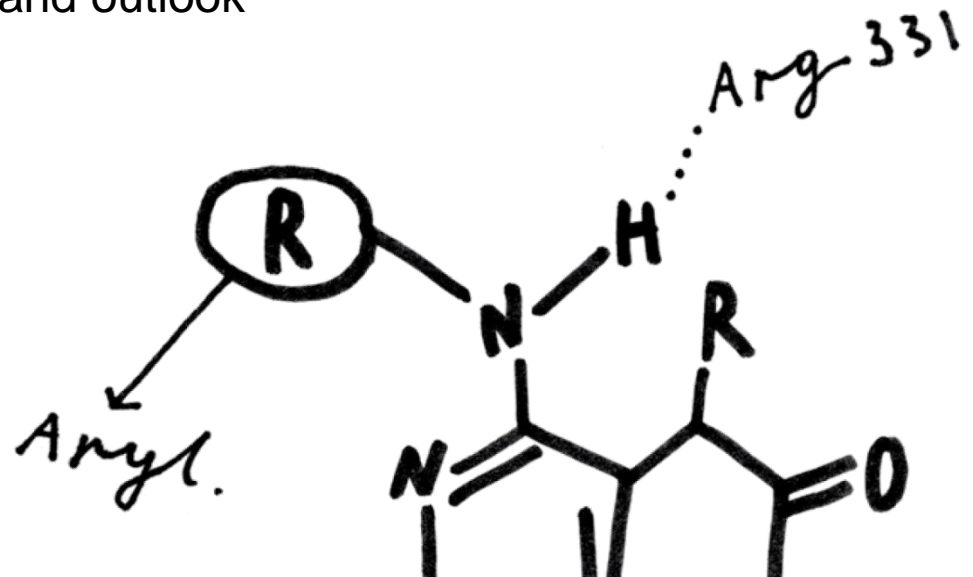
Agenda

Highlights Q1 2016

EVT Execute

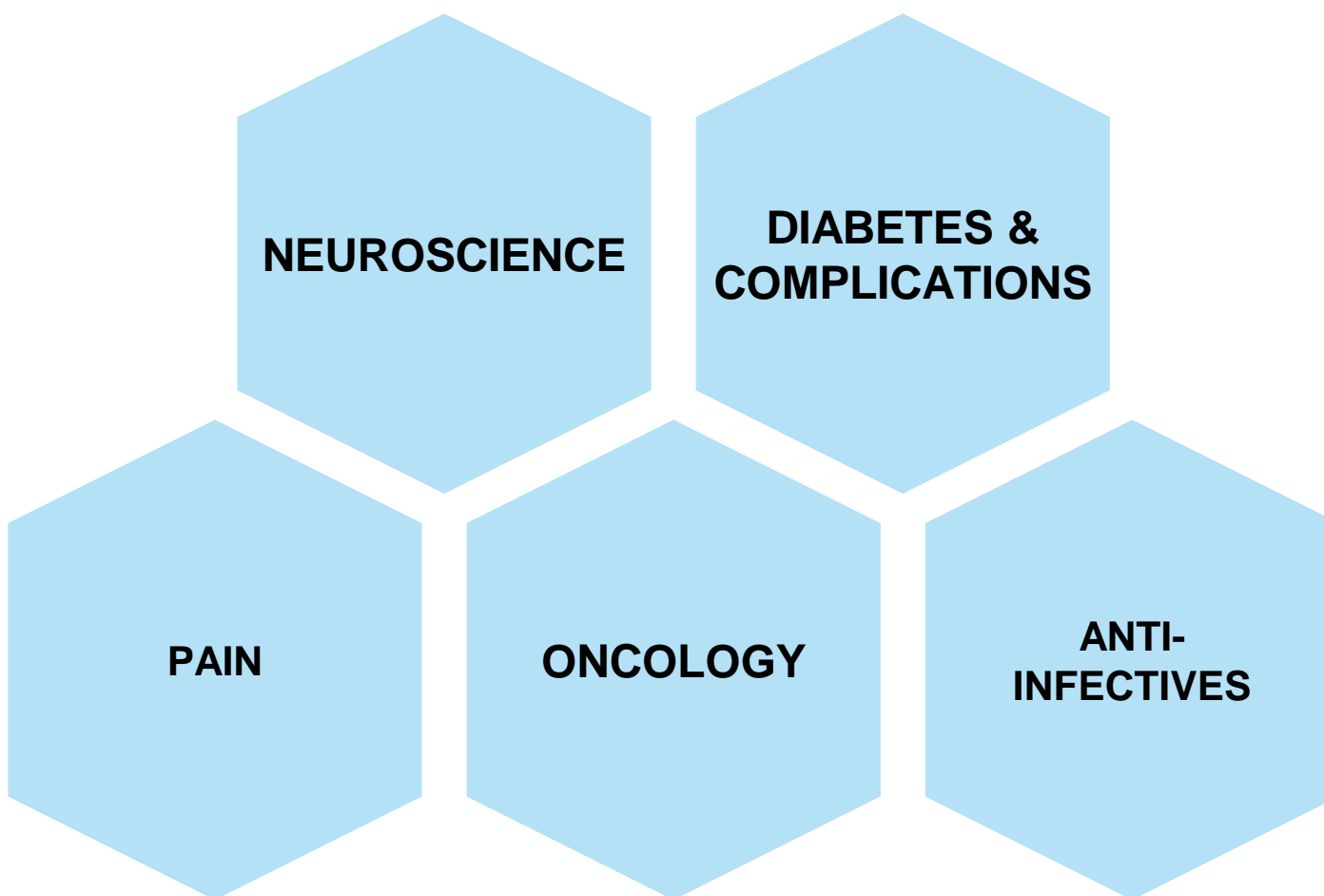
EVT Innovate

Financial performance and outlook



First-in-class Cure X/Target X strategy

EVT Innovate – First quarter of 2016

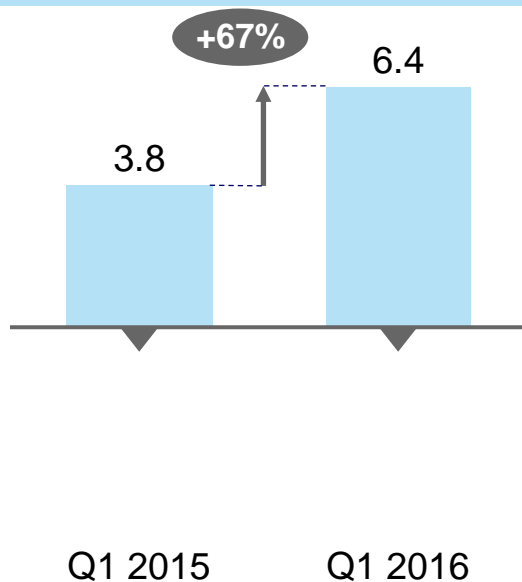


- Grant from The Michael J. Fox Foundation for Parkinson's Research
- Good progress in existing partnerships (e.g. EVT201, EVT801 and other Sanofi oncology projects, kidney disease collaboration with AstraZeneca)
- Partnership on immuno-oncology therapeutics with *ex scientia*

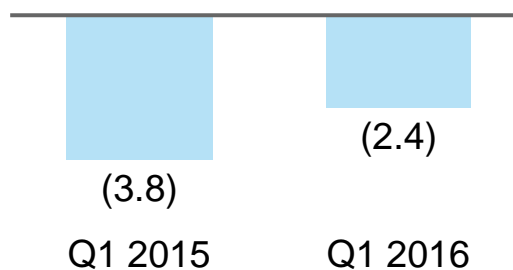
Strong revenue growth reflects new partnerships

EVT Innovate – Key performance indicators Q1 2016

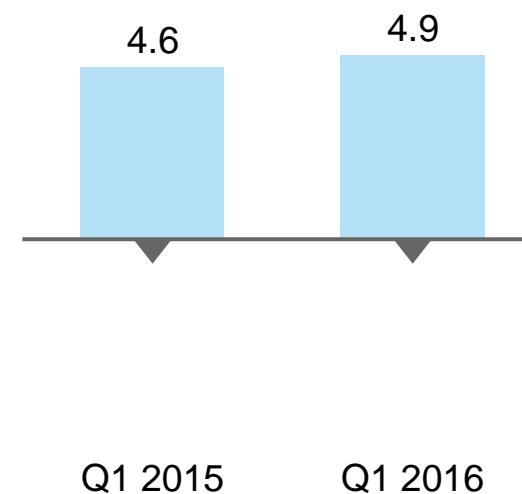
Revenues (in € m)



Adjusted EBITDA¹⁾ (in € m)



























R&D expenses (in € m)



- Strong revenue growth and improved EBITDA due to new partnerships signed in 2015
- Increased R&D expenses due to intensified efforts in CNS and oncology
- Full impairment of EVT100 series (€ 1.4 m)²⁾

Constantly growing pipeline of product opportunities

EVT Innovate – Partnership portfolio

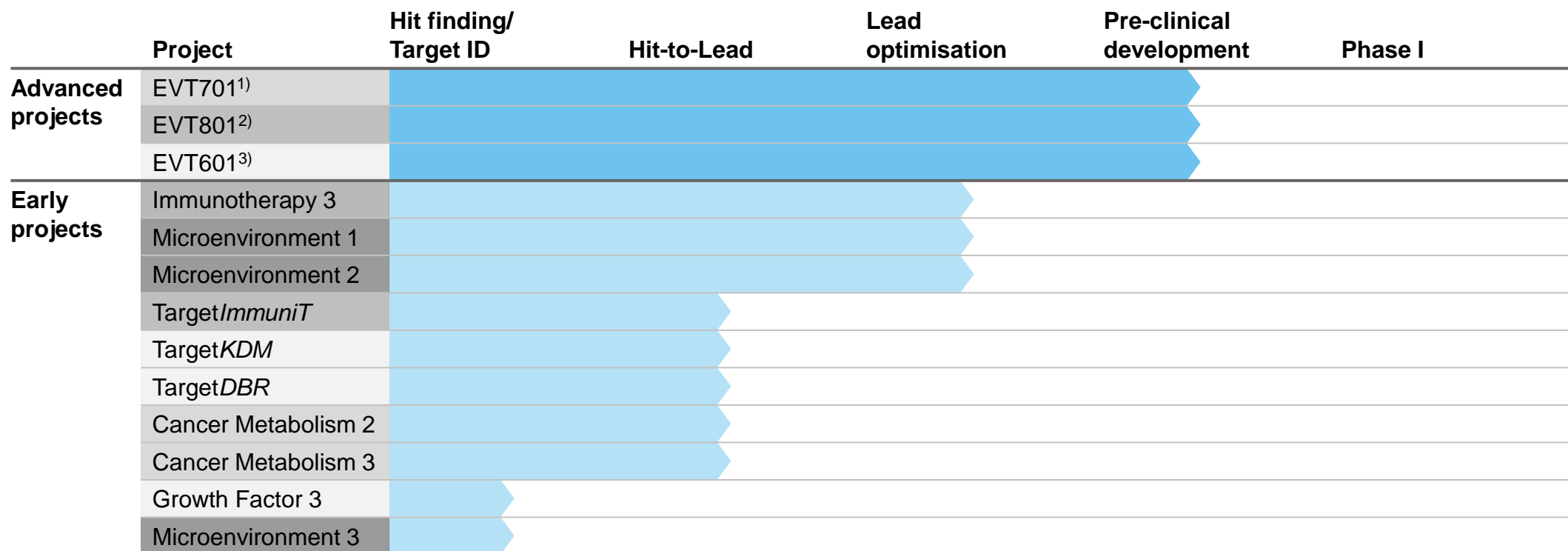
	Molecule	Therapeutic Area/Indication	Partner	Discovery	Pre-clinical	Phase I	Phase II	Phase III
Clinical	EVT302 ¹⁾	CNS – Alzheimer’s disease		[Progress bar from Discovery to Phase II]				
	EVT201	CNS – Insomnia		[Progress bar from Discovery to Phase I]				
	EVT100 ¹⁾	CNS – Depression		[Progress bar from Discovery to Phase I]				
	EVT401	Immunology & Inflammation		[Progress bar from Discovery to Phase I]				
	ND ²⁾	Oncology		[Progress bar from Discovery to Phase I]				
	ND ²⁾	Oncology		[Progress bar from Discovery to Phase I]				
Pre-clinical	ND ²⁾	CNS – Pain		[Progress bar from Discovery to Phase I]				
	ND ²⁾	Oncology		[Progress bar from Discovery to Phase I]				
	Various	Women’s health – Endometriosis		[Progress bar from Discovery to Phase I]				
	EVT770	Metabolic – Diabetes (type 2/1)		[Progress bar from Discovery to Phase I]				
	ND ²⁾	Respiratory		[Progress bar from Discovery to Phase I]				
	ND ²⁾	Immunology & Inflammation		[Progress bar from Discovery to Phase I]				
	EVT801	Oncology		[Progress bar from Discovery to Phase I]				
	EVT701	Oncology		[Progress bar from Discovery to Phase I]				
EVT601	Oncology		[Progress bar from Discovery to Phase I]					
Discovery	Various	Immunology & Inflammation		[Progress bar from Discovery to Phase I]				
	Various	Metabolic – Diabetes (type 2/1)		[Progress bar from Discovery to Phase I]				
	Various	Metabolic – Diabetes (type 2/1)		[Progress bar from Discovery to Phase I]				
	Various	Nephrology		[Progress bar from Discovery to Phase I]				
	Various	Metabolic – Diabetes		[Progress bar from Discovery to Phase I]				
	Various	CNS – Alzheimer’s		[Progress bar from Discovery to Phase I]				
	Various	Oncology – Immunotherapy	 	[Progress bar from Discovery to Phase I]				
	Various	Immunology & Inflammation – Tissue fibrosis		[Progress bar from Discovery to Phase I]				
	Various	CNS – Multiple Sclerosis	NEU²⁾	[Progress bar from Discovery to Phase I]				
	Various	Metabolic – Diabetes	>5 further programmes	[Progress bar from Discovery to Phase I]				
	Various	CNS	>5 further programmes	[Progress bar from Discovery to Phase I]				
	Various	Oncology	>10 further programmes	[Progress bar from Discovery to Phase I]				
	Various	CNS – Pain & Inflammation	>5 further programmes	[Progress bar from Discovery to Phase I]				

¹⁾ EVT302 and EVT100: Evotec has regained the licence rights and is currently assessing potential business opportunities

²⁾ Not disclosed

Important data points within oncology portfolio

EVT Innovate – Oncology portfolio



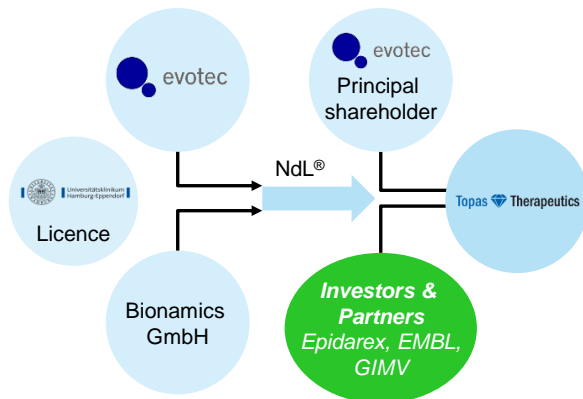
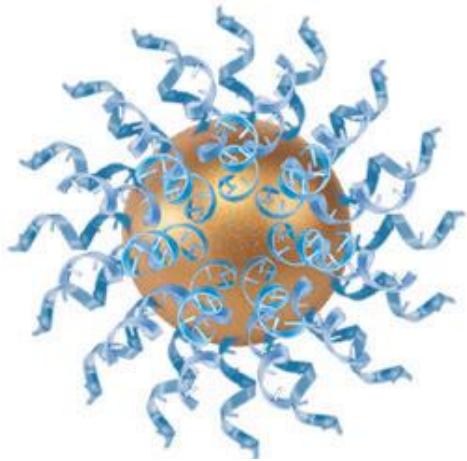
More than 10 projects primed for partnering

EVT Innovate – Cure X/Target X

2011	2012	2013	2014	2015	2016
CureBeta ✓ (Harvard Stem Cell Institute)	CureNephron ✓ (Harvard, BWH, USC, AstraZeneca) TargetASIC ✓ (BMBF/undisclosed Pharma partner) Somatoprim ✓ (Cortendo) TargetPicV (Haplogen) TargetFibrosis ✓ (Pfizer)	TargetImmuniT ✓ (Apeiron/Sanofi) TargetDBR (Yale) TargetMB ✓ (Second Genome) TargetPGB (Harvard) TargetKDM (Dana-Farber, Belfer) TargetIDX ✓ (Debiopharm) CureMN (Harvard) TargetEEM (Harvard) TargetAD ✓ (NBB/J&J)	TargetBCD ✓ (Sanofi) TargetDR (Internal) TargetATD (Internal) TargetFX (Internal) TargetKX (undisclosed) TargetCytokine (DRFZ/BMBF) Various (Fraunhofer Institute)	TargetFRX (Internal) TargetNTR (Internal) TargetKras (OSU) Various (Gladstone Institute) ...	TargetaSN (MJJF) TargetBispecifics (<i>ex scientia</i>) TargetRhoB (undisclosed) ...

Driving value of *hidden* assets – First-in-class approach for tolerance induction

Topas Therapeutics: An Evotec spin-off company



- Topas Therapeutics GmbH is focused on the development of novel tolerizing particles for immune-mediated diseases using proprietary NdL[®] nanotechnology platform
- Use of nanoparticles to deliver selected antigenic peptides to the liver (Topas = **Tolerizing particles**)
- € 14 m Series A funding secured with VC consortium
- Pre-clinical development for multiple sclerosis has been initiated; Phase I to start in 2017; strong pipeline
- Evotec will remain the largest shareholder

Outlook 2016

EVT Innovate – Expected key milestones 2016

- New clinical initiations and good progress of clinical pipeline within partnerships
- Expansion of network of top-class academic alliances
- Partnering of Cure X/Target X initiatives
- Strong focus on iPSC (induced pluripotent stem cells) platform

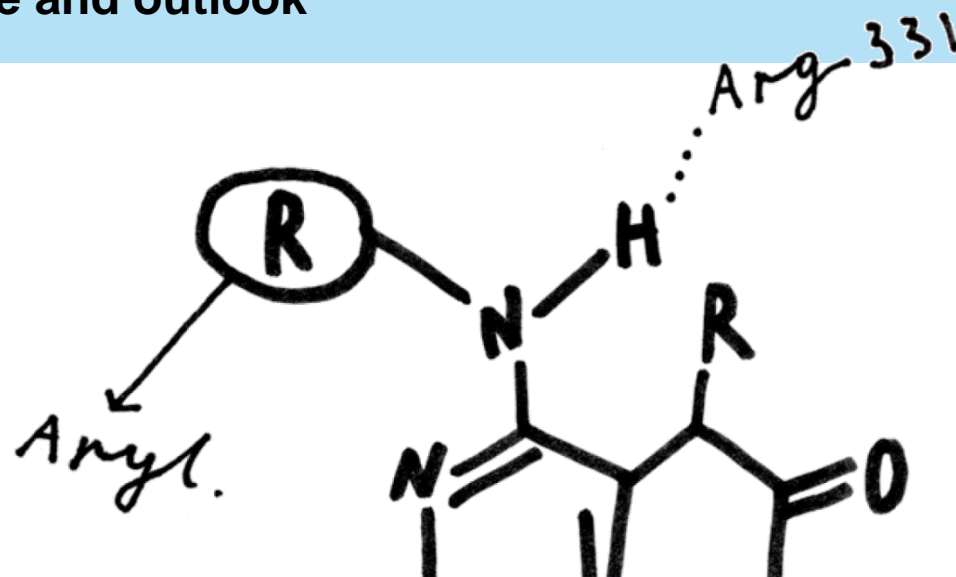
Agenda

Highlights Q1 2016

EVT Execute

EVT Innovate

Financial performance and outlook



Group revenues +74%, higher gross margin

Key financials Q1 2016: Condensed income statement (IFRS)

in € m

	Q1 2015	Q1 2016	% vs. 2015
Revenues	21.5	37.5	74%
Gross margin	28.0%	33.3%	–
• R&D expenses	(3.8)	(4.4)	14%
• SG&A expenses	(5.1)	(5.4)	5%
• Impairment of intangible assets	–	(1.4)	–
• Other op. income (expenses), net	(0.4)	1.4	–
Operating income (loss)	(3.3)	2.7	–
EBITDA adjusted¹⁾	(0.3)	7.2	
Net loss	(1.1)	(1.2)	9%

- Revenue increase mainly driven by strong performance of the base business, milestone achievement in Padlock collaboration and three months of the Sanofi contribution
- Adjusted Group EBITDA strong and significantly increased

Strong revenue growth in EVT Execute and increased investments in EVT Innovate

Condensed segment information for Q1 2016

in € m

	EVT Execute	EVT Innovate	Inter- segment elimination	Evotec Group
External revenues	31.1	6.4	–	37.5
Intersegment revenues	7.5	–	(7.5)	–
Gross margin	26.1%	46.1%		33.3%
• R&D expenses	(0.1)	(4.8)	0.5	(4.4)
• SG&A expenses	(4.4)	(1.0)	–	(5.4)
• Impairment of intangible assets	–	(1.4)	–	(1.4)
• Other op. income (expenses), net	1.1	0.3	–	1.4
Operating income (loss)	6.8	(4.0)	–	2.7
EBITDA adjusted¹⁾	9.6	(2.4)		7.2

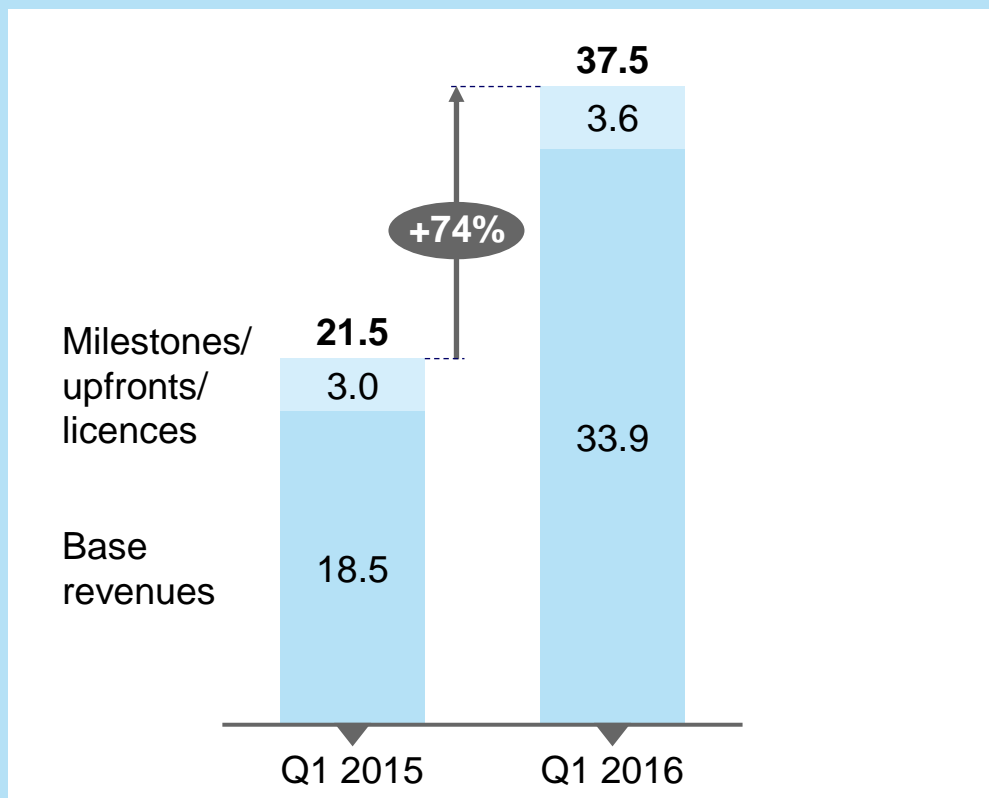
- Strong revenue growth and improved EBITDA for both segments
- Increased investments in Cure X/Target X initiatives and oncology projects in Toulouse in-line with expectations and strategy plans
- Impairment of EVT100 series

Strong performance of base business

Revenues & Gross margin – Q1 2016 versus prior-year period

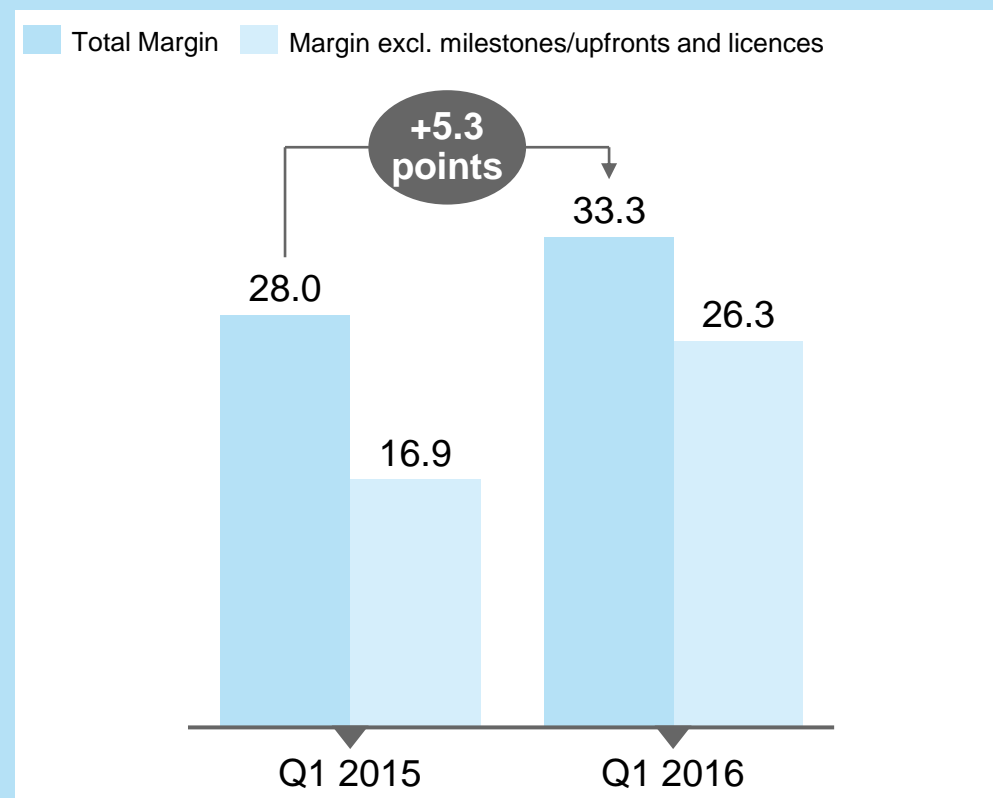
Revenues increased due to growth in base revenues across all business units¹⁾

in € m



Gross margin reflects growth in base revenues and improved capacity utilisation

in € m

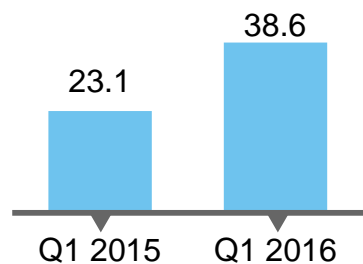


Clear strategy for both segments

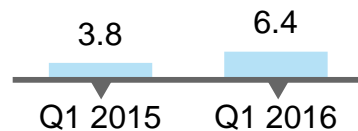
Segment overview – Q1 2016 versus prior-year period

Revenues (in € m)

EVT Execute

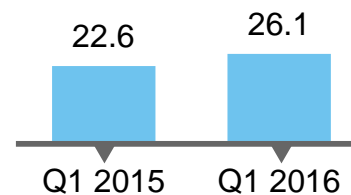


EVT Innovate

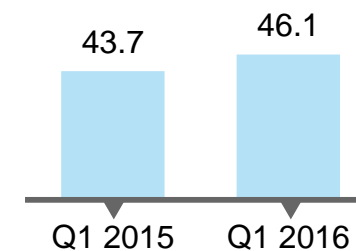


Gross margin (in %)

EVT Execute

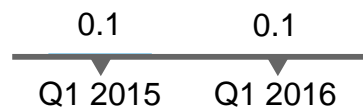


EVT Innovate

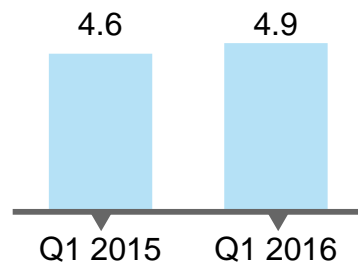


R&D expenses (in € m)

EVT Execute

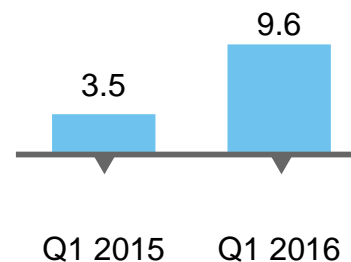


EVT Innovate

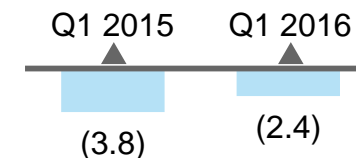


Adjusted EBITDA¹⁾ (in € m)

EVT Execute



EVT Innovate



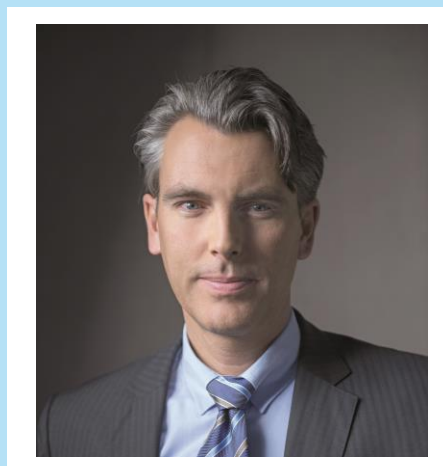
Thank you Colin! – Welcome Monika and Enno!

Management Board update & Strengthening of Global HR capacities

Long-term extension of Management Board contracts

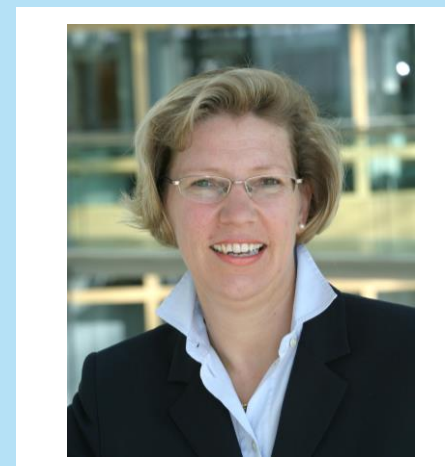
- Extension of the contract of Dr Werner Lanthaler as CEO for another five years to 2021
- Extension of the contract of Dr Mario Polywka as COO for a further three years to 2019
- Extension of the contract of Dr Cord Dohrmann as CSO for a further three years to 2019

New CFO



- Enno Spillner appointed as new CFO, effective 18 July 2016
- Previously Chairman of the Management Board and CEO/CFO of 4SC AG since April 2013

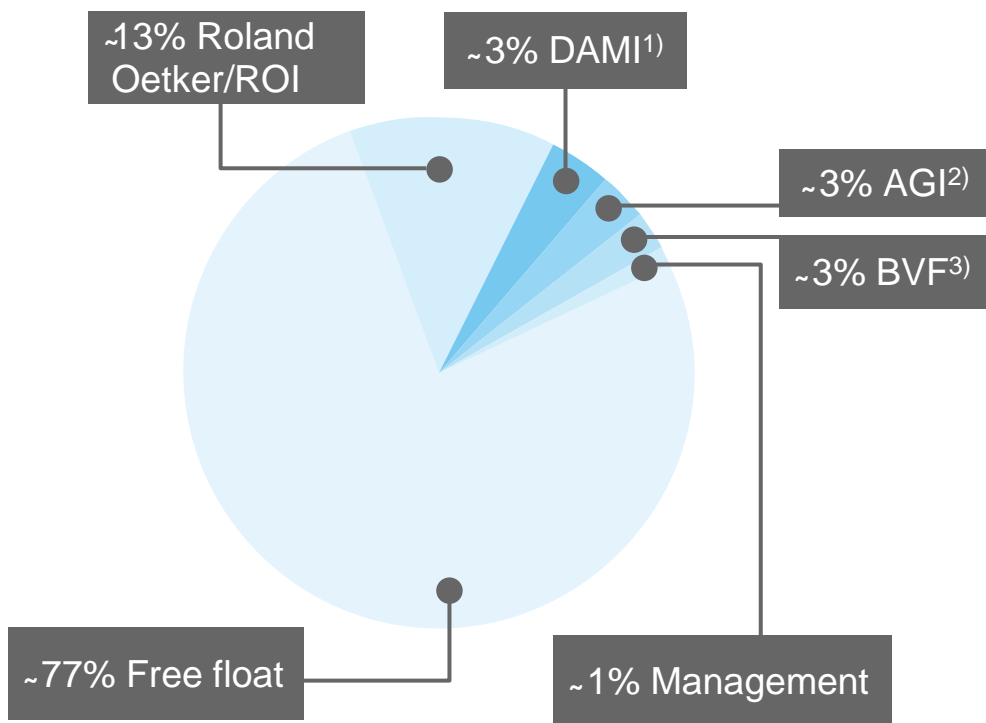
New Global Head of Human Resources



- Monika Conradt appointed as new Global Head of Human Resources, effective 01 June 2016
- Formerly HR Manager Europe, Boehringer Ingelheim

Long-term Management commitment, New shareholders, Exit of last VC

Management & shareholder structure



Number of shares: 132.6 m

Listing: Frankfurt Stock Exchange (TecDAX), OTCBB

52 week high/low: € 4.31/€ 2.86

Management Board

- **Werner Lanthaler (CEO)**
Long-time experience in Pharma & biotech
- **Mario Polywka (COO)**
Strong operational and commercial management track record
- **Cord Dohrmann (CSO)**
Outstanding background in metabolics
- **Enno Spillner (CFO) – as of 18 July**
Long-time experience in finance & biotech

Supervisory Board

- **Wolfgang Plischke**
Ex-Bayer
- **Bernd Hirsch**
Bertelsmann SE & Co. KGaA
- **Claus Braestrup**
Ex-Lundbeck
- **Paul Herrling**
Ex-Novartis
- **Iris Löw-Friedrich**
UCB
- **Elaine Sullivan**
Carrick Therapeutics

Strong revenue growth and accelerated innovation

Guidance 2016 confirmed

1	Double-digit top-line growth	<ul style="list-style-type: none">• More than 15% Group revenue growth excluding milestones, upfronts and licences
2	Profitable and strong liquidity position	<ul style="list-style-type: none">• Adjusted Group EBITDA¹⁾ positive and significantly improved compared to 2015• Liquidity is expected to be at a similar level to the prior year²⁾
3	Focussed first-in-class investments	<ul style="list-style-type: none">• R&D expenses of approx. € 20 m especially in the fields of oncology, metabolic disease franchises and in iPS cell initiatives• Continued capacity and capability building with approx. € 10 m

QUESTIONS
AND ANSWERS

