

Sum-of-the-parts valuation

	Status	Indication	Val.	PV in EUR m	PV in EUR/share	PV contribution
Discovery alliance business	-	-	DCF	273.7	2.10	49%
EVT 302 (Roche)	Phase IIb	Alzheimer Disease	rNPV	158.1	1.21	29%
EVT 201 (Jingxin)	Phase IIb planned to start in 2H/14	Insomnia	rNPV	31.4	0.24	6%
Net cash	-	-		90.3	0.69	16%
Total value				553.41	4.25	100%

Source: CBS Research AG

Income statement

IFRS EUR 1,000	2009	2010	2011	2012	2013	2014E	2015E	2016E
Total revenues	42,683	55,262	80,128	87,265	85,938	90,031	101,465	110,597
YoY growth	7.8%	29.5%	45.0%	8.9%	-1.5%	4.8%	12.7%	9.0%
Cost of revenue	-24,262	-30,916	-45,143	-56,242	-54,715	-56,748	-62,675	-66,950
as % of sales	-56.8%	-55.9%	-56.3%	-64.4%	-63.7%	-63.0%	-61.8%	-60.5%
Gross profit	18,421	24,346	34,985	31,023	31,223	33,283	38,789	43,647
as % of sales	43.2%	44.1%	43.7%	35.6%	36.3%	37.0%	38.2%	39.5%
R&D expenses	-20,947	-6,116	-8,437	-8,340	-9,664	-11,000	-12,397	-13,513
as % of sales	-49.1%	-11.1%	-10.5%	-9.6%	-11.2%	-12.2%	-12.2%	-12.2%
SG&A expenses	-16,695	-15,956	-15,760	-16,301	-16,597	-17,387	-19,596	-21,359
as % of sales	-39.1%	-28.9%	-19.7%	-18.7%	-19.3%	-19.3%	-19.3%	-19.3%
Non-operating expenses	-23,078	-559	-5,581	-9,584	-26,313	-11,419	-2,572	-2,449
as % of sales	-54.1%	-1.0%	-7.0%	-11.0%	-30.6%	-12.7%	-2.5%	-2.2%
EBITDA	-38,234	6,480	11,414	5,614	-12,186	2,130	12,745	14,788
as % of sales	-89.6%	11.7%	14.2%	6.4%	-14.2%	2.4%	12.6%	13.4%
EBITDA adj.	n.a.	n.a.	n.a.	9,400	12,861	10,830	12,745	14,788
as % of sales	n.a.	n.a.	n.a.	10.8%	15.0%	12.0%	12.6%	13.4%
Operating result	-42,299	1,715	5,207	-3,202	-21,351	-6,523	4,225	6,325
as % of sales	-99.1%	3.1%	6.5%	-3.7%	-24.8%	-7.2%	4.2%	5.7%
Operating result adj.	-24,461	1,715	5,764	1,401	1,229	2,177	4,225	-24,310
as % of sales	-57.3%	3.1%	7.2%	1.6%	1.4%	2.4%	4.2%	-22.0%
Net financial results	-2,520	2,152	49	-1,812	-2,297	-1,258	-1,258	-1,258
EBT	-44,819	3,867	5,256	-5,014	-23,648	-7,781	2,967	5,067
as % of sales	-105.0%	7.0%	6.6%	-5.7%	-27.5%	-8.6%	2.9%	4.6%
Income taxes	-678	-882	1,395	7,492	-1,785	778	-297	-507
as % of EBT	1.5%	-22.8%	26.5%	-149.4%	7.5%	-10.0%	-10.0%	-10.0%
Net income/loss	-45,497	2,985	6,651	2,478	-25,433	-7,003	2,670	4,560
as % of sales	-106.6%	5.4%	8.3%	2.8%	-29.6%	-7.8%	2.6%	4.1%
Basic EPS (EUR)	-0.43	0.03	0.06	0.02	-0.21	-0.05	0.02	0.04

Source: Evotec AG; CBS Research AG

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Date	Recommendation	Price at change date	Price target
22 September 2014	BUY (Company Update)	EUR 3.10	EUR 4.00
09 September 2014	HOLD (Company Update)	EUR 3.69	EUR 4.00
12 August 2014	BUY (Company Update)	EUR 3.58	EUR 4.70
14 May 2014	BUY (Company Update)	EUR 3.64	EUR 4.50

02 April 2014	BUY (Company Update)	EUR 3.88	EUR 4.50
26 March 2014	BUY (Company Update)	EUR 3.83	EUR 4.30
13 December 2013	BUY (Company Update)	EUR 3.94	EUR 4.30
13 November 2013	BUY (Company Update)	EUR 4.06	EUR 4.50
28 October 2013	BUY (Company Update)	EUR 3.95	EUR 4.50
15 October 2013	BUY (Company Update)	EUR 3.40	EUR 4.00

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