

General company presentation





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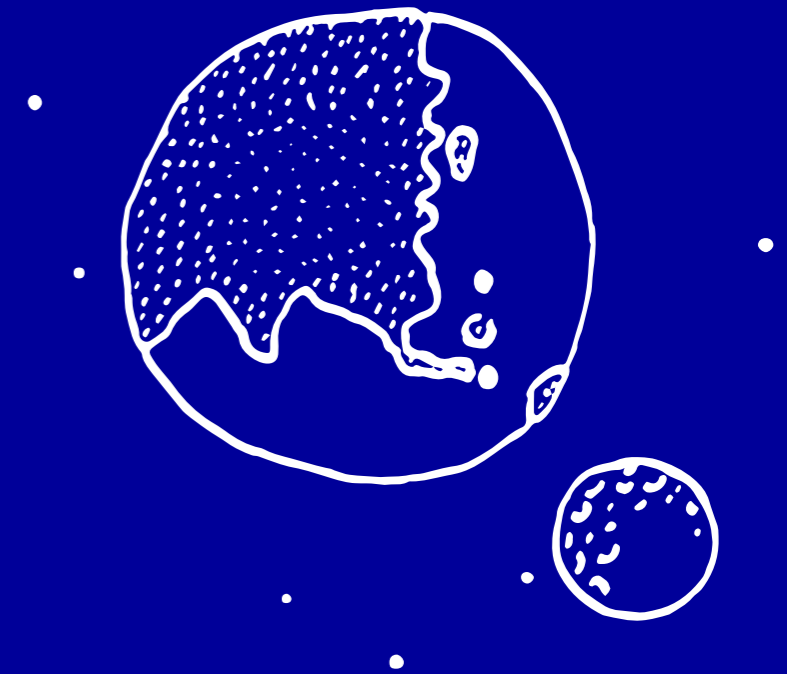
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- 1 Together for Medicines that Matter
- 2 Shared R&D
- 3 Just – Evotec Biologics
- 4 Financials





Accelerating medicines that matter

About us

4,000++ scientists empowering our partners

Across all disciplines and disease areas from target to commercial manufacturing

Co-creating pipelines

Leveraging our assets, targets or proprietary platforms for licensing, co-development or potential NewCo creation, frequently combining with Partners' programs, and ideas

R&D Biotech that offers accelerated, high-value pipeline co-creation, and R&D solutions

Performance – “Beyond FTEs”

Collaborating with “goal in mind”, result-driven partnership models

Track record – highest quality, most capital-efficient execution

State-of-the-art services as core offering for partners

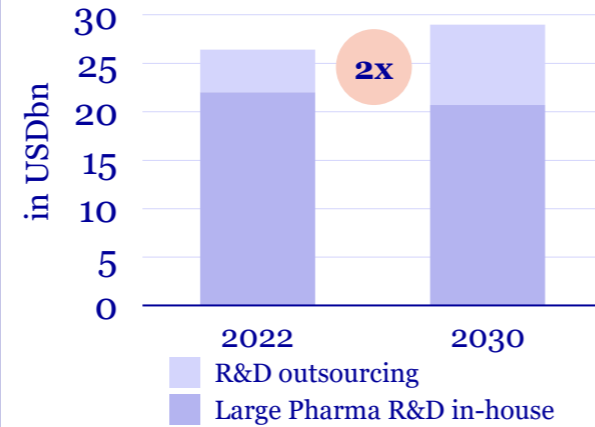


Leveraging the power of trust and collaboration in attractive markets

Sharing as basis for success

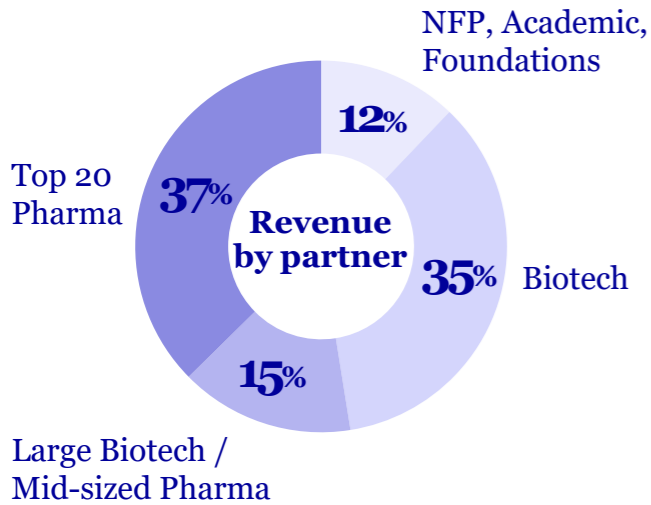
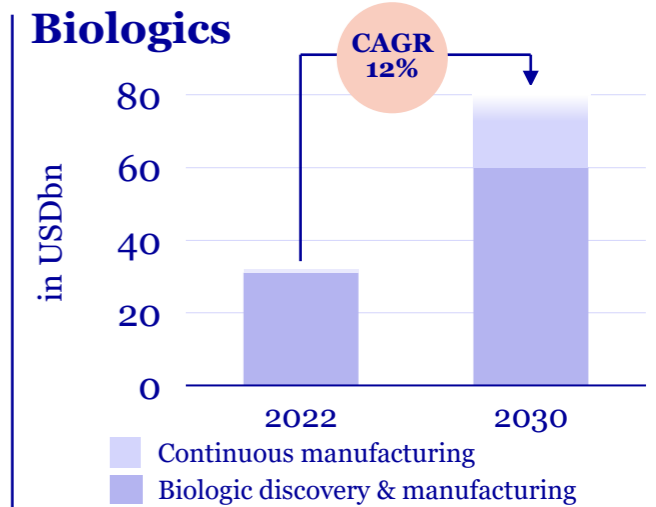
>500
*partners working
in parallel on our
platform*

Shared R&D



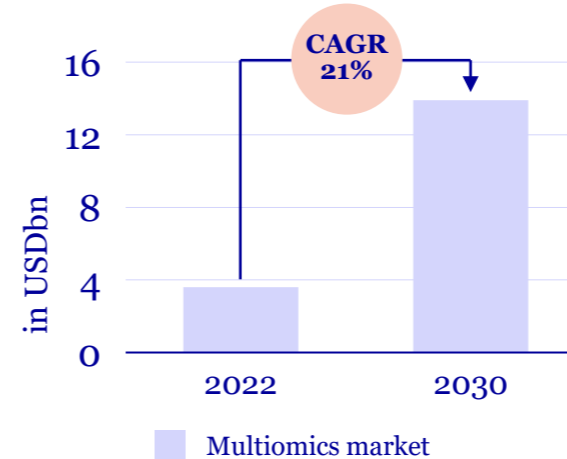
>90%
repeat business

Biologics



>140
*partnered and un-
partnered asset
opportunities*

PanOmics



40%
*share of complex
biologics; >30%
higher versus
benchmark*



Scientific AND operational excellence are both essential for our success

Benefits of increased emphasis on Operational excellence

Shared R&D – From target to patient

Discovery of next generation drugs with higher efficacy and probability of success.

PanOmics approach for molecular disease understanding and iPSC disease modeling platform.

In-vitro & in-silico prediction of human exposure, clinical efficacy and toxicological outcome.

Design and execution of best strategies for rapid entry into first in human studies.

Just – Evotec Biologics – Global access to biotherapeutics

Design and application of innovative technologies from discovery to commercial supply to dramatically expand global access to biotherapeutics.

Selecting best therapeutic candidate via A.I./M.L./ Automation.

Implementation of “Lights-out” fully-continuous manufacturing.

Reduction of environmental impact.





Shared R&D – Discovery of next generation drugs with higher efficacy and probability of success



Comprehensive integrated research and development

Illustrative functional capabilities of the End-to-End shared R&D continuum

From Target...

...to Patient

- | | | | | | |
|---|---|--|---|---|---|
| <ul style="list-style-type: none">• PanOmics• Disease area expertise• Exploratory biology• Target validation• Assay Development | <ul style="list-style-type: none">• E.MPD• Structural biology• Screening, virtual screening• Molecular design, chemistry | <ul style="list-style-type: none">• E.IPSC• EVOgnostics• Molecular optimisation• PK/PD, ADME, PK• Safety, biomarkers• Development | <ul style="list-style-type: none">• Predictive safety• Formulation science• Process development and manufacture | <ul style="list-style-type: none">• Translational biology, biomarkers• Clinical development support• API manufacturing, product for clinical testing• Drug Product | <ul style="list-style-type: none">• Commercial API and drug product manufacturing |
|---|---|--|---|---|---|

- Comprehensive under “ONE roof” offering of technologies, experience and expertise
- Operational excellence and A.I./M.L.-driven predictive science



It all starts with precise patient data – From human to human

Portfolio of Evotec Molecular Patient Databases (E.MPD)

Therapeutic area **Patients**

Chronic kidney diseases (CKD)	12,000
Immune mediated diseases	3,000
Metabolic diseases	2,000
Healthy controls	1,500



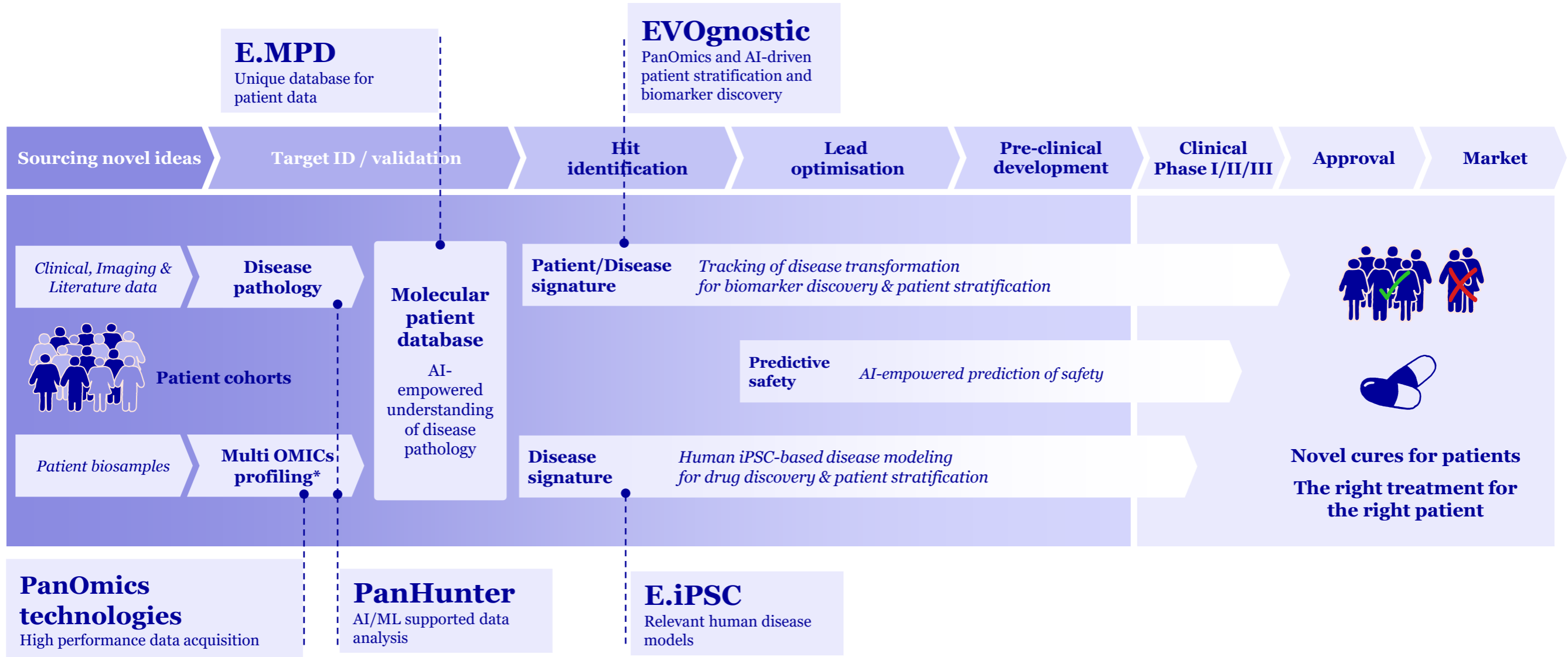
E.MPD
TRANSLATIONAL MOLECULAR PATIENT DATABASE

- Kidney diseases**
- Metabolic & Liver disease**
- Inflammation**
- Fibrosis**
- Oncology**
- Neuro-inflammation**
- Infectious diseases**



Paving the way towards increased clinical success

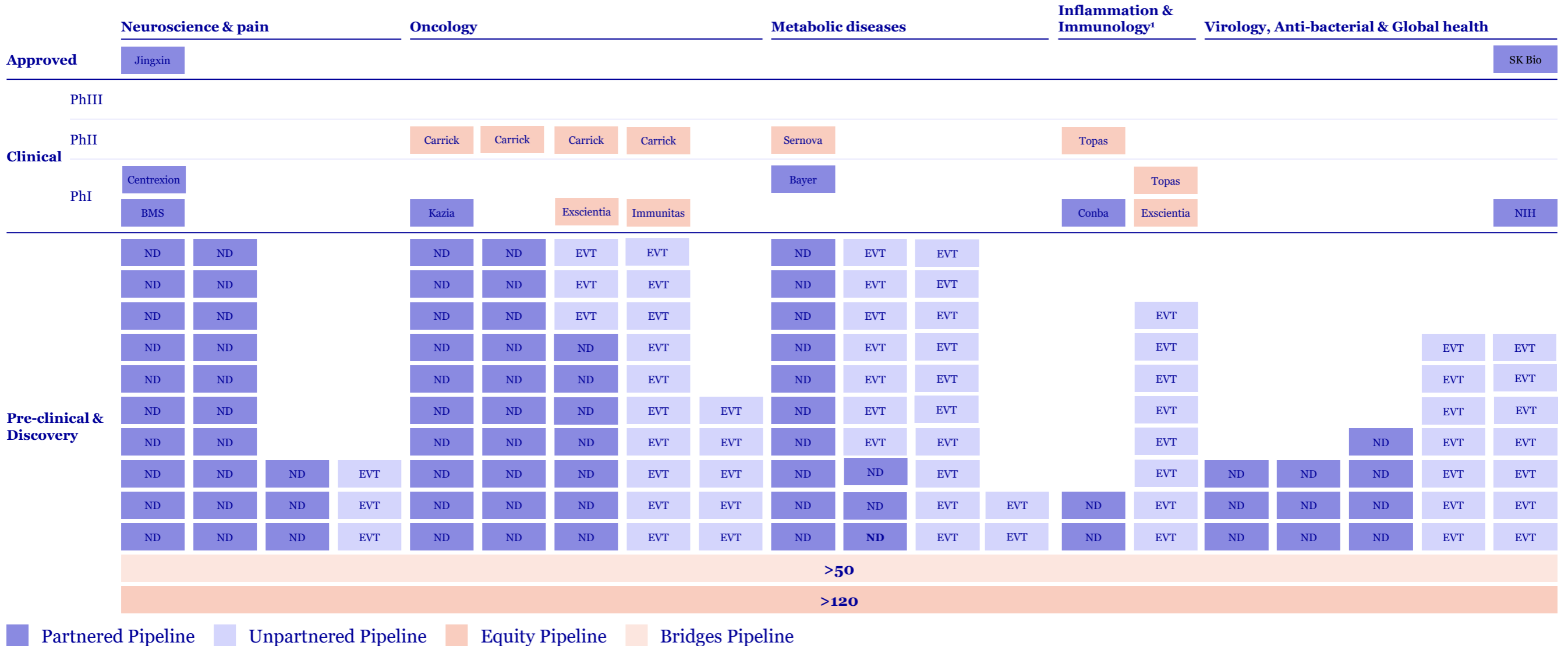
Overview of PanOmic drug discovery platform



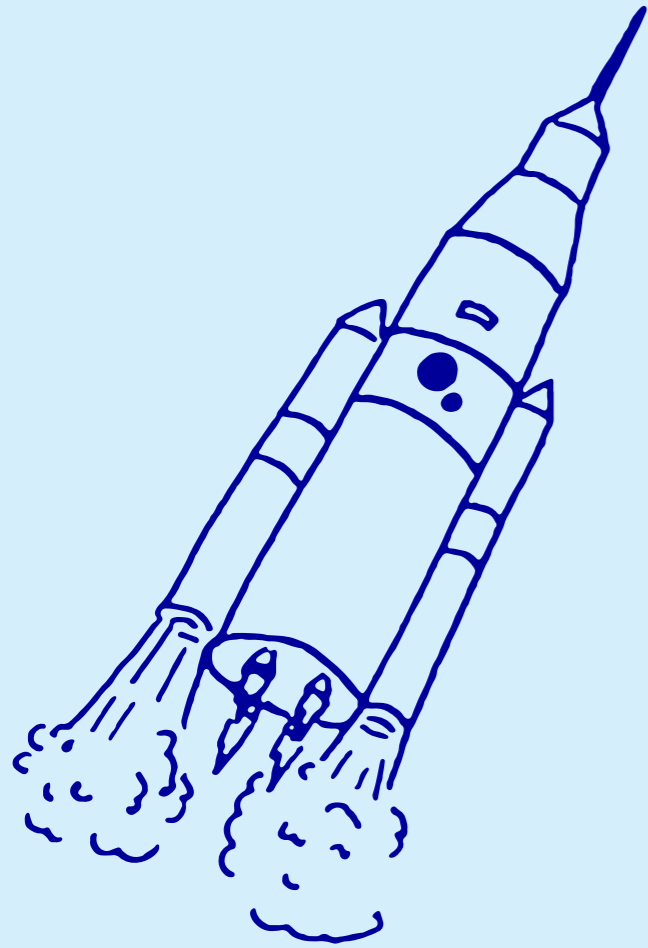


Multiple options for pipeline co-creation together with our partners

>140 co-owned projects



■ Partnered Pipeline
 ■ Unpartnered Pipeline
 ■ Equity Pipeline
 ■ Bridges Pipeline



Just – Evotec Biologics Design and application of innovative technologies from discovery to commercial supply to dramatically expand global access to biotherapeutics

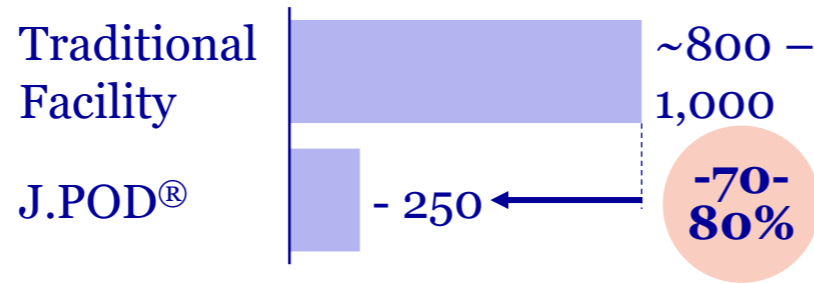
Paradigm shift in biologics



JUST is addressing global access by alleviating major pain points

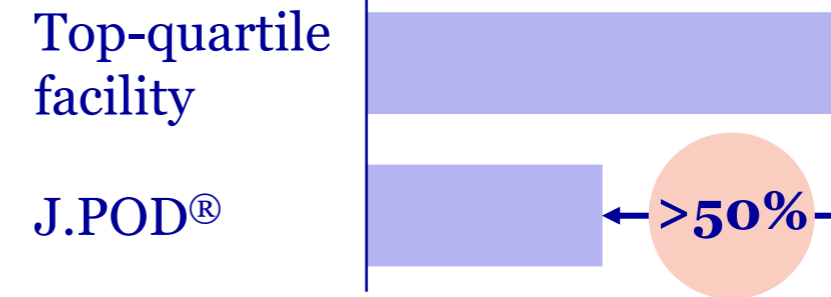
Key advantages of biologics manufacturing with Just – Evotec Biologics

Facility building costs, US\$m

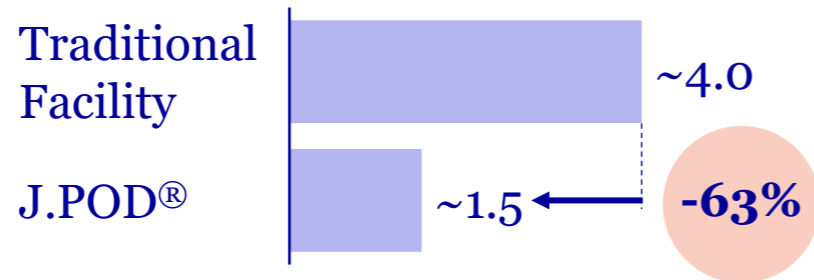


Lower COGs potential

US\$/g



Time to set up facility, years



Proximity to key markets

J.POD® technology can be quickly established in other countries/regions



Just – Evotec Biologics carves the path for a **paradigm shift in biologics manufacturing** through its continuous manufacturing approach



New options to cure Rare Diseases

Underserved indications



50%

of the people affected by rare diseases are **children**

30
million people

in **Europe** are living with rare disease

7,000

rare disease & disorders have been identified

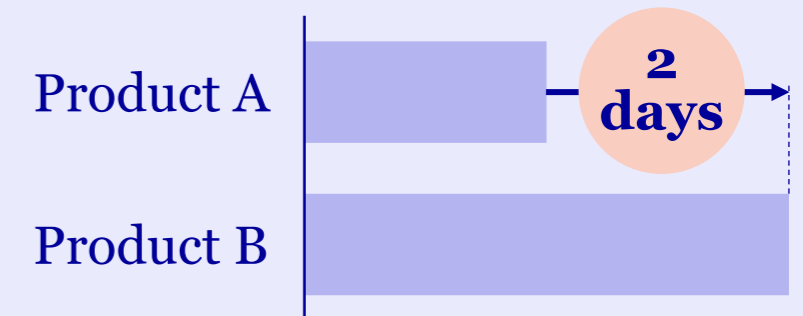
30
million people

in **US** are living with rare disease

Just
EVOTEC BIOLOGICS

1. High titer cell lines

2. Rapid turn around



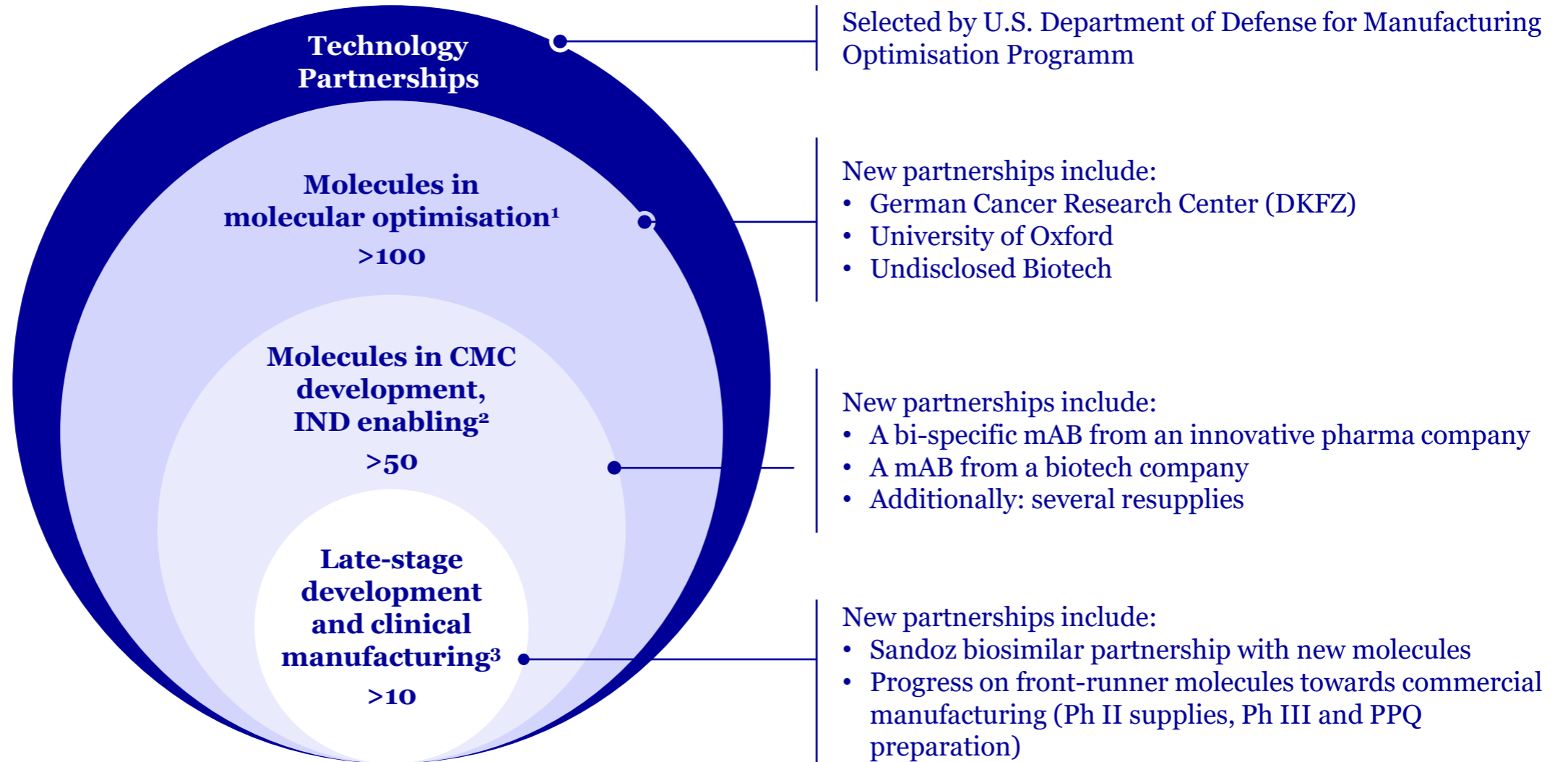


Portfolio advancing towards clinical & commercial manufacturing

High level longitudinal portfolio overview: Just – Evotec Biologics

More than
150 biologics
'touched'

More than
50 'active'



¹ Includes rank ordering, lead selection, optimization designs, and humanization

² Includes current, completed, and ongoing programs

³ Includes novels, biosimilars, and 2nd generation programs

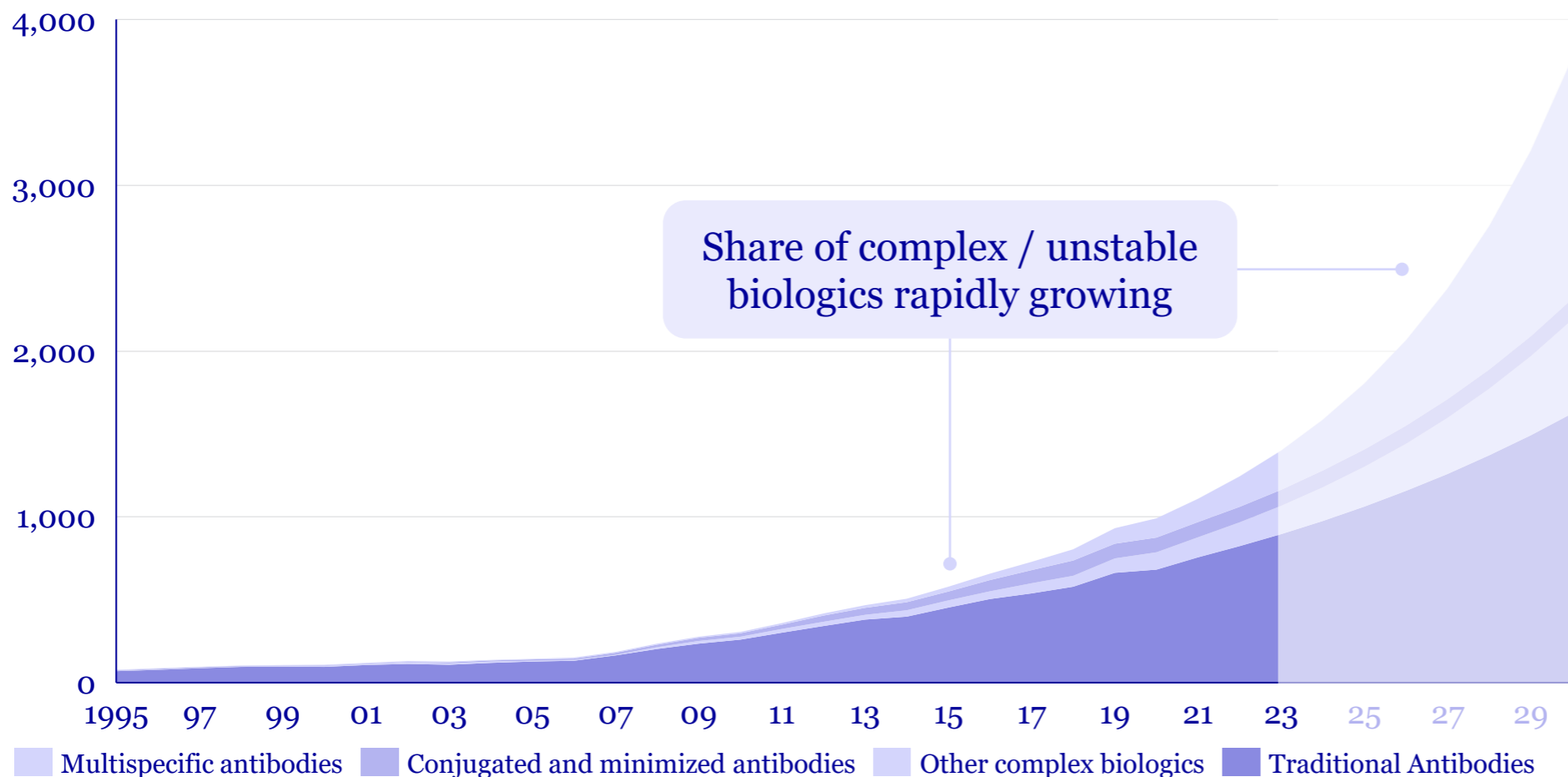


Our continuous platform will even further excel with complex biologics

Trends in global biologics pipelines

Size of global pipeline by therapeutic modality

Number of products¹, from Phase I to III



Share of complex biologics in the pipeline

Just
● EVOTEC BIOLOGICS

>40%

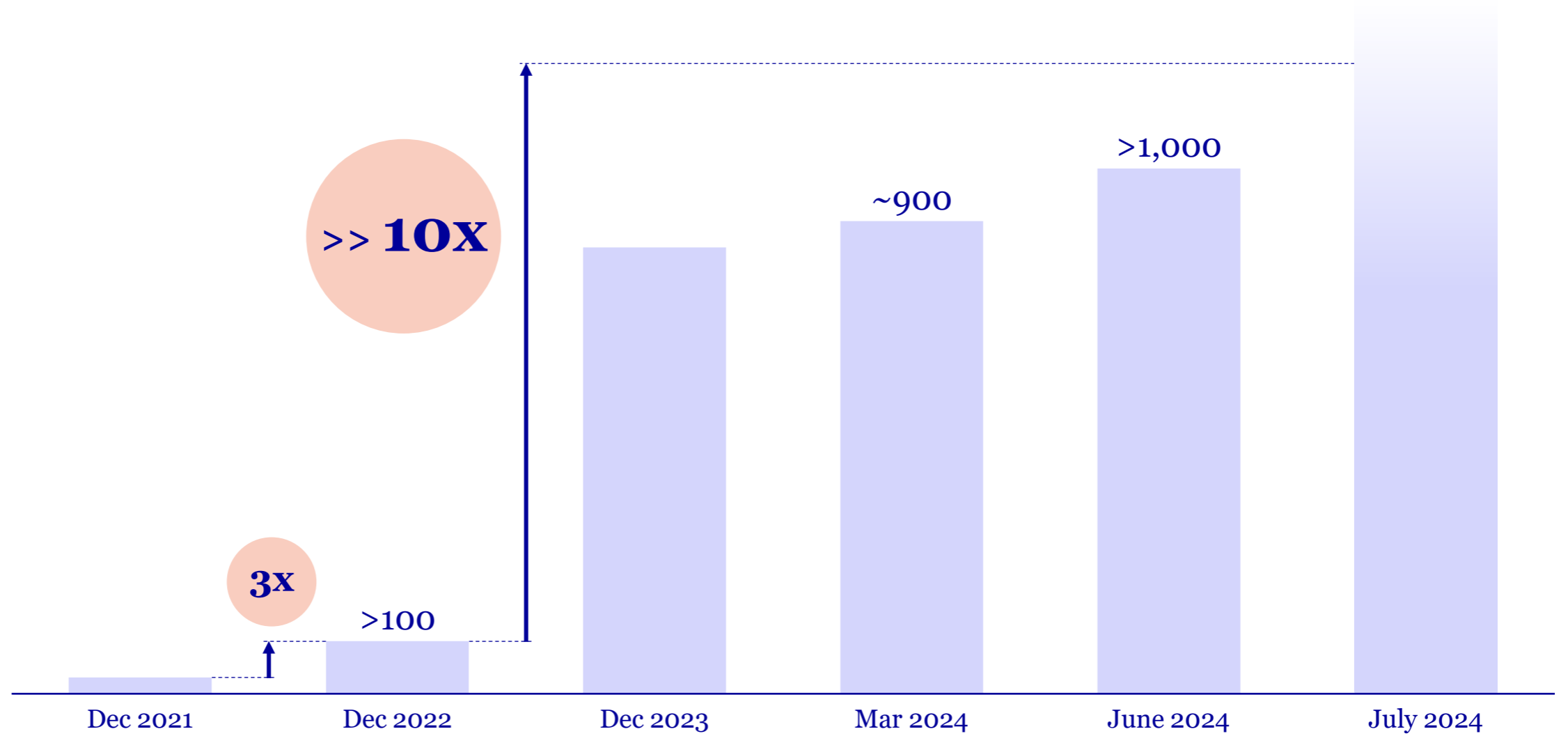
Industry average

~30%



Significant business expansion with commercial manufacturing

Closed Sales, in € m





Financials



Navigating in challenging markets

Condensed income statement 2023 – Evotec SE and subsidiaries

<i>in € m¹</i>	2023	2022	Change	Comment
Revenues <i>of which Just – Evotec Biologics (JEB)</i>	781.4 <i>108.4</i>	751.4 <i>51.3</i>	4% <i>>110%</i>	<ul style="list-style-type: none"> • Cyber-related impact (especially Development and Cyprotex) • Challenging markets (esp. biotech) • <i>Sandoz tech partnership</i>
Gross margin <i>Gross margin excl. JEB</i>	22.6% <i>27.0%</i>	23.2% <i>31.1%</i>	(60) base pts. <i>(410) base pts.</i>	Cyber, market, less MS, <i>Ramp-up of capacity at JEB</i>
Unpartnered R&D expense	64.8	70.2	(8)%	Investing into the future
Adjusted Group EBITDA²	66.4	101.7	(34)%	Impacted by internal cyber-related costs
Adjusted Group EBITDA excl. JEB ²	72.4	138.3	(47)%	Majority of cyber-related costs accounted for within EVT Execute
Scope 1 & 2 emissions (tons CO ₂ e)	27,480	38,549	(29)%	Growing greener



Guidance 2024

	Guidance 2024¹	YE 2023	Comment
Group revenues	€ 790 - 820 m	€ 781.4 m	Strong growth of JEB; Soft market environment in Shared R&D
R&D expenditure²	€ 50 - 60 m	€ 64.8 m	Focus on scalable first-in-class platforms and projects, safeguarding sustainable growth
Adjusted EBITDA³	€ 15 - 35 m	€ 66.4 m	High fixed costs base; balancing efficiency measures with capacity needs for future growth

¹ Guidance includes non-core assets

² The company has ceased the partnered R&D. Therefore, R&D is equal to unpartnered R&D as of 2024 / No material FX effects as most R&D efforts are carried out in € area

³ based on current forecast and strategy – including benefits / excluding one-off costs for strategic reset



Three pillars towards profitable growth

Priority reset – Update (mid August 2024)

1 Portfolio adjustments

- Exit Gene Therapy
- Scale back API capacity
- Focused capital allocation to “right” R&D projects
- Ongoing strengthening of business development

2 Capacity & External spend

- First reduction in force concluded (100 roles); U.S. and UK done
- Social process ongoing in Germany, Italy and France
- Ongoing global purchasing optimisation programme with first initiatives implemented
- Relocation of projects

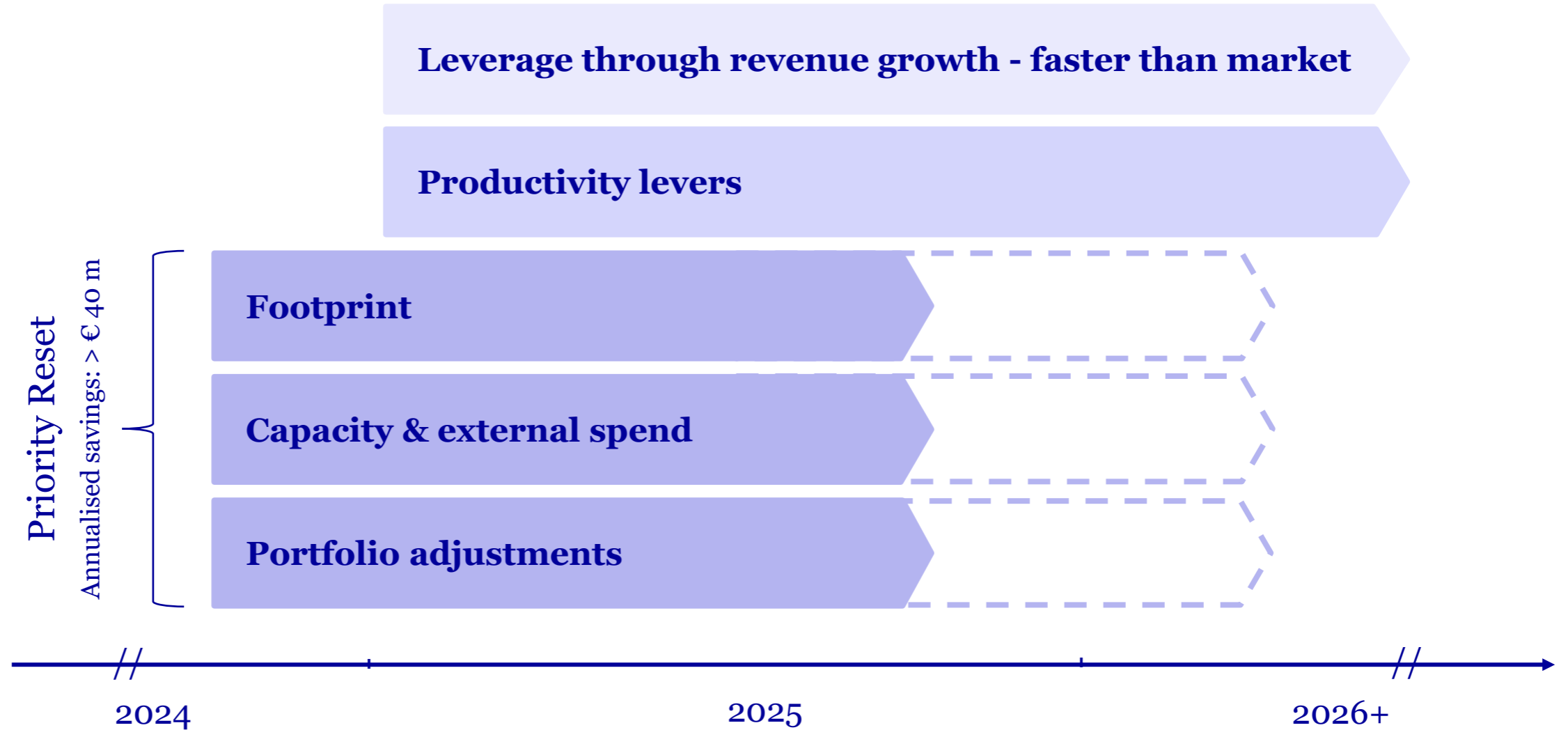
3 Footprint

- Site exits (Orth, Halle, & Marcy)
- Hamburg: MEC II – closure / transfer to other buildings completed
- Abingdon: B90 closure / transfer to B95 completed



Looking ahead

Strategic review & accelerated transformation underway (illustrative)





Upcoming important dates

Financial calendar 2024

Commerzbank & ODDO BHF Corporate Conference 2023, Frankfurt/Main	03 September 2024
Morgan Stanley 21st Annual Global Healthcare Conference, New York	05 September 2024
Royal Bank of Canada CDMO Conference, virtual	23 September 2024
Berenberg Goldman Sachs 12th German Corporate Conference, Munich	24 September 2024
Jefferies Back to School fireside chat, virtual	11 October 2024
9M results 2024 & Capital Market Briefing	06 November 2024
German Equity Forum, Frankfurt/Main	25 November 2024



Appendix



Experienced management team with long-term mission

The management team



Christian Wojczewski

CEO (as of 1 July 2024)

Experience

- 2017 – 2022 CEO of Mediq
- 2005 – 2017 Various leadership positions at Linde Group, since 2007 member of the Group Executive Committee & Head of Global Business Unit Healthcare
- 2000 – 2005 McKinsey & Company



Laetitia Rouxel

CFO (since 2023)

Experience

- 2021-2023: Global CFO of Wavin
- 2018-2021: Divisional CFO, SVP M&A of Coty
- 1996-2018: Different finance functions & leadership roles at Pfizer, J&J and Danone



Matthias Evers

CBO (since 2022)

Experience

- 2002-2022: McKinsey & Company
- Significant exposure to the U.S., China, India, and Europe, where he supported R&D organisations to excel at innovation
- Areas of expertise: convergence of biology and technology
- Advisor and speaker at high-profile science events



Craig Johnstone

COO (since 2019)

Experience

- 2012-2019: Various leadership roles at Evotec
- 1994-2012: Project, function, & leadership roles at AstraZeneca, Prosidion and Rapier Research
- Fellow of the Royal Society of Chemistry and Chartered Chemist, BSc in Chemistry and a PhD in organic and organometallic



Aurélie Dalbiez

CPO (as of 15 June 2024)

Experience

- 2021 – 2024 Chief Human Resources Officer at Corbion
- Prior to Corbion, various leadership positions at Lonza AG and Novartis AG
- More than 25 years of experience in international HR leadership



Cord Dohrmann

CSO (since 2010)

Experience

- 1999-2010: Leading DeveloGen from a start-up to an internationally recognised metabolic disease company
- 20 years in biomedical research at leading academic institutions and in the biotech industry



Global view and deep experience for best governance

Independent and diverse Supervisory Board



Iris Löw-Friedrich

CMO – UCB S.A.

- Since 2014 Member of Evotec’s Supervisory Board (2021 Chairperson)
- Since 2008, CMO of UCB S.A., Brussels (Belgium)
- 2001-2009, Member of the Executive Board of Schwarz Pharma AG, responsible for global R&D



Roland Sackers

CFO & Managing Director
QIAGEN N.V.

- Since 2019 Member of the Supervisory Board (2021 Vice Chair Person) and Chairman of the Audit Committee of Evotec
- Since 2004, CFO of QIAGEN N.V.
- 1999-2004, Auditor at Arthur Andersen



Camilla Macapili Languille

Head of Life Sciences
Mubadala Investment Company

- Since 2022 Member of Evotec’s Supervisory Board
- Since 2013, Different positions at Mubadala Investment Company, (UAE)
- 2011-2013, Senior Manager Mergers & Acquisitions Daiwa Capital Advisory Partners (France)
- 2007-2010: Investment Manager at Virgin Management Ltd. (UK)
- 2005-2007, Analyst at JPMorgan Securities, Inc. (UK/USA)



Duncan McHale

Director of Weatherden Ltd.

- Since 2024 Member of Evotec’s Supervisory Board
- Since 2017 Founder and Director of Weatherden Ltd.
- 2017-2023 CMO of Evelo
- 2011-2017 Vice President and Head Global Exploratory Development at UCB
- 2008-2011 AstraZeneca, most recent as Vice President Personalized Healthcare and Biomarkers
- 1999-2007 Pfizer, most recent position Executive Director



Wesley Wheeler

Operating Advisor to KKR,
Madison Dearborn Partners
and Edgewater Capital

- Since 2024 Member of Evotec’s Supervisory Board
- 2019-2023 President of UPS Healthcare
- 2011-2019 CEO & Director of Marken
- 2007-2010 CEO & Director of Patheon
- 2003-2007 President of Valeant Pharmaceuticals International
- 2002-2003 CEO of DSM Pharmaceuticals
- 1989-2002 SVP Manufacturing & Supply GlaxoSmithKline



Constanze Ulmer-Eilfort

Partner at Peters,
Schönberger & Partner

- Since 2021 Member of Evotec’s Supervisory Board
- Since 2000, Equity Partner at Baker McKenzie
- Since 2017, Member of the Global Executive Committee of Baker McKenzie
- S4DX GmbH, Chair of the Advisory Committee



Sustainable growth enabled by commitment, culture, values & people

Sustainability at Evotec

Our People

Safe work environment
Diversity, equity, and inclusion

Our Partners

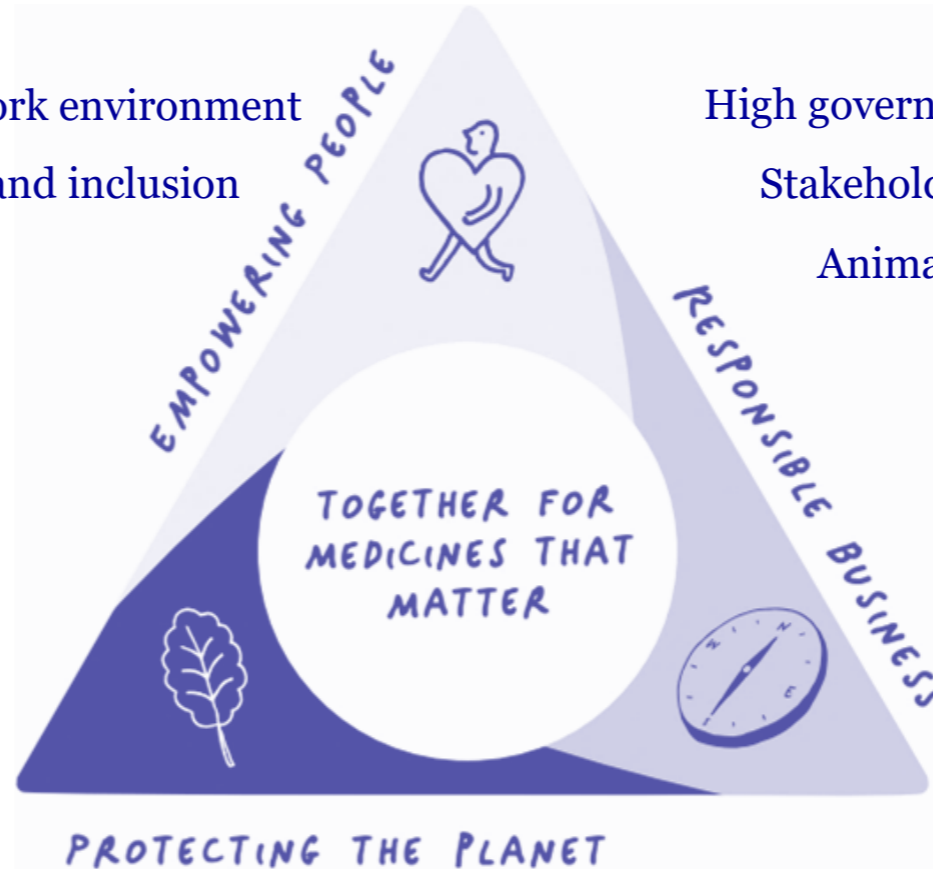
High governance standards and effective structures
Stakeholders' engagement
Animal welfare and bioethics

Our Patients

Positively impacting patients' lives and promoting worldwide wellbeing

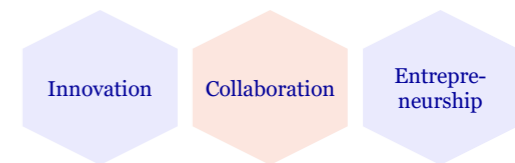


• Therapeutic areas addressed by Evotec's co-owned pipeline³



Our Values

Empowering people to discover first-in-class therapies in collaborations to the benefit of all



Our Planet

A healthier environment for future generations

SBTi

Committed and targets approved

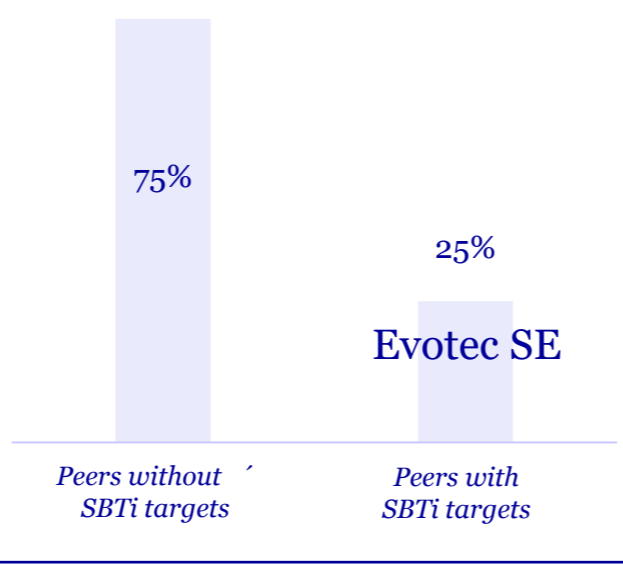
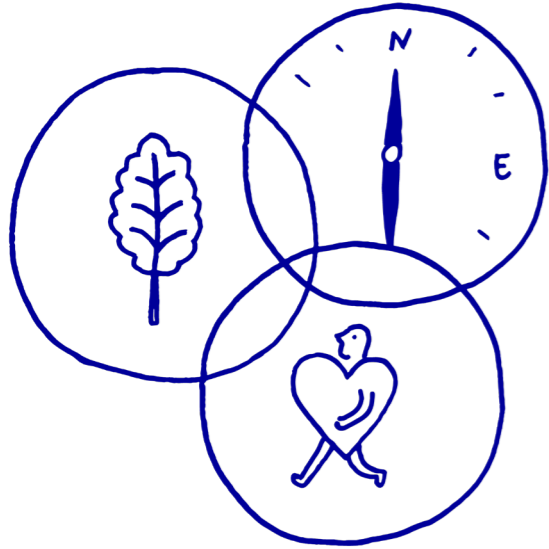
Responsible management of resources

1) These slides contain 2023 data.
2) More information on our ESG performance can be found on our website: [ESG Performance - Evotec Website \(English\)](#)
3) For further information regarding prevalences, please refer to the sustainability report: [Evotec SustainabilityReport 2023 English.pdf](#)



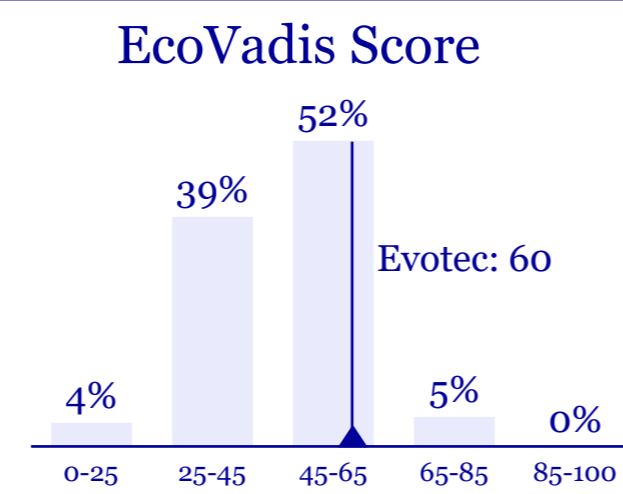
Sustainability at Evotec

Selected ESG-KPIs

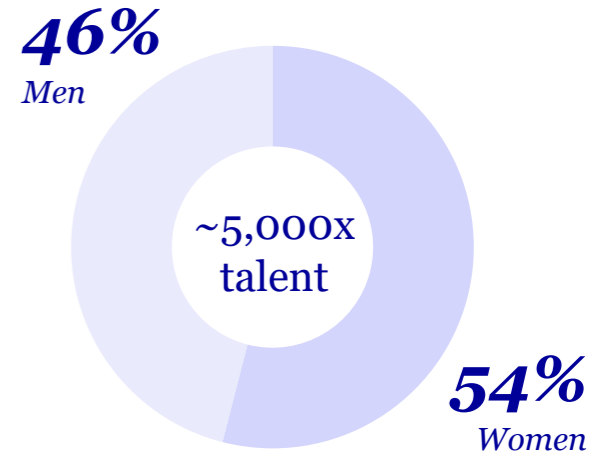


33%
Share of PhDs

32%
Women in Leadership



93
Nationalities





EVOequity portfolio making progress

Operational VC model – diversified portfolio with multiple shots on goal

At Equity Holding ($\geq 20\%$) or significant influence



Minority Shareholdings ($< 20\%$)



BRIDGEs

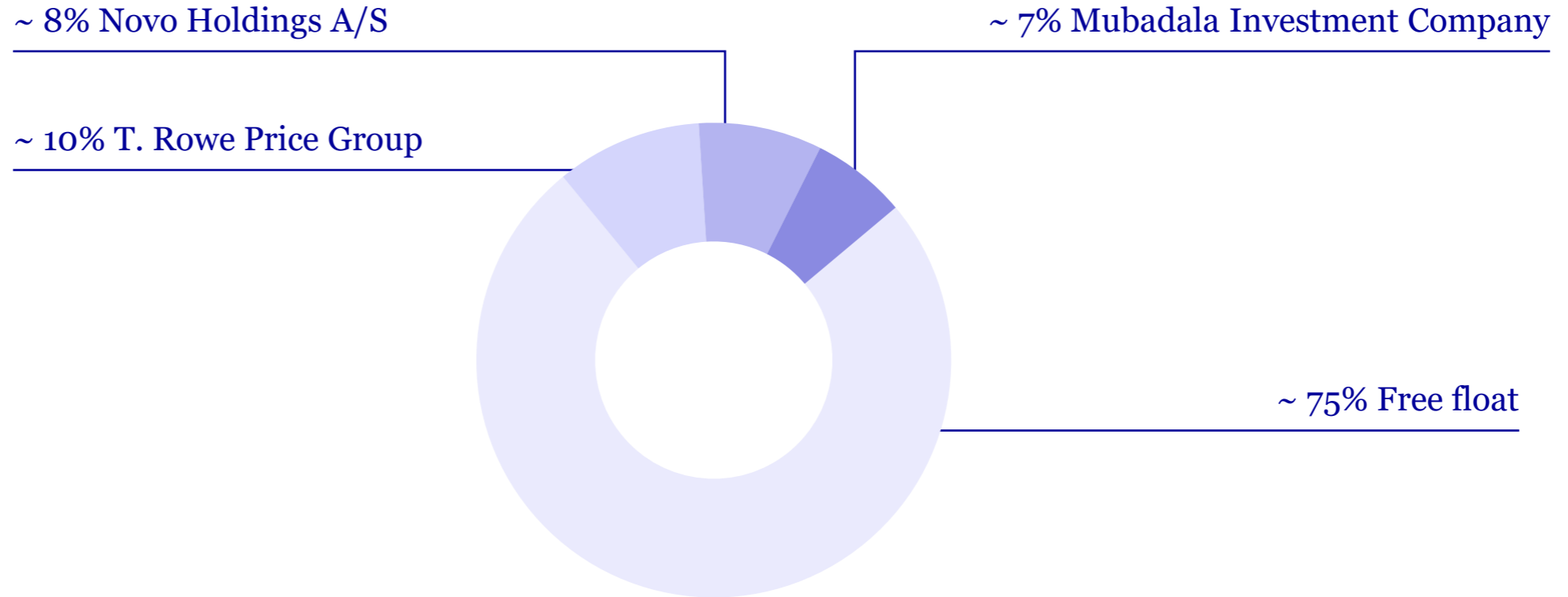


- **Breakpoint Therapeutics** – Nomination of first preclinical development candidate, BTX-011
- **Tubulis** – Closing of upsized € 128 m Series B2 financing round
- **Carrick Therapeutics** – First patient dosed in Phase 1b/2 clinical trial of Samuraciclib in combination with Vepdegestrant
- **Topas Therapeutics** – Initiation of Phase 2a clinical trial for TPM502 in Celiac Disease
- **Tubulis** – Strategic license agreement with Bristol Myers Squibb to develop next generation ADCs



Shareholders supporting sustainable growth

Shareholder structure¹



Number of shares:

177.5 m

Listings:

Frankfurt Stock Exchange (MDAX, TecDAX), Ticker: EVT
NASDAQ Global Select Market (ADS), Ticker: EVO

52 week high/low:

€ 23.44/€ 5.06

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