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# Excellence in external innovation



## 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:**

*The 2016 and 2017 results are not fully comparable. The difference stems mainly from the acquisitions of Cyprotex PLC (“Cyprotex”), effective 14 December 2016, and Aptuit, effective 11 August 2017. The results from Cyprotex are only included from 14 December 2016 onwards. The results from Aptuit are included from 11 August 2017 onwards.*

# Welcome to Evotec

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## The Management Team

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



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



**Mario Polywka**  
COO<sup>1)</sup>



**Cord Dohrmann**  
CSO<sup>1)</sup>

# Agenda

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## Summary 2017 & Action Plan 2022

EVT Execute

EVT Innovate

Financial performance 2017

Outlook & Guidance 2018



# Fast-growing platform and co-owned pipeline

## Highlights 2017

### EVT Execute

- Cyprotex integration and performance ahead of plan
- Extension of value chain with INDiGO<sup>®</sup> and Aptuit development services
- Multiple new and extended drug discovery alliances
- Strong milestone performance
- Significant progress within alliances

### EVT Innovate

- New record level of milestones
- Expansion of iPSC platform and patient-centric approaches
- CKD alliance with Bayer and fibrosis alliance with Pfizer gaining momentum
- BRIDGE model as paradigm shift for translation of academic science getting started
- Alliance with Sanofi to accelerate infectious disease R&D (*after period-end*)<sup>1)</sup>

### Corporate

- Continued high-value investments and company formations
- EIB R&D loan facility of up to €75 m to support EVT Innovate and R&D equity engagements
- New strategic investor: Novo Holdings A/S
- Preparation to convert into SE (*after period-end*)
- Strong outlook for 2018 “3x30”

# Strong financial performance

## Results and guidance 2017

in €	Final results 2017	Guidance August 2017	Initial guidance March 2017
Group revenues	€257.6 m (+57%) ✓	More than 40% growth	More than 15% growth (2016: € 164.5 m)
R&D expenses	€17.6 m ✓	Approx. € 20 m	Approx. € 20 m (2016: € 18.1 m)
Adjusted Group EBITDA <sup>1)</sup>	€58.0 m (+60%) ✓	More than 50% growth	Significantly improved, compared to prior year (2016: € 36.2 m)

# Leading the megatrend with Action Plan 2022

“Action Plan 2022 – Leading External Innovation” – The vision



**ACTION PLAN 2022**

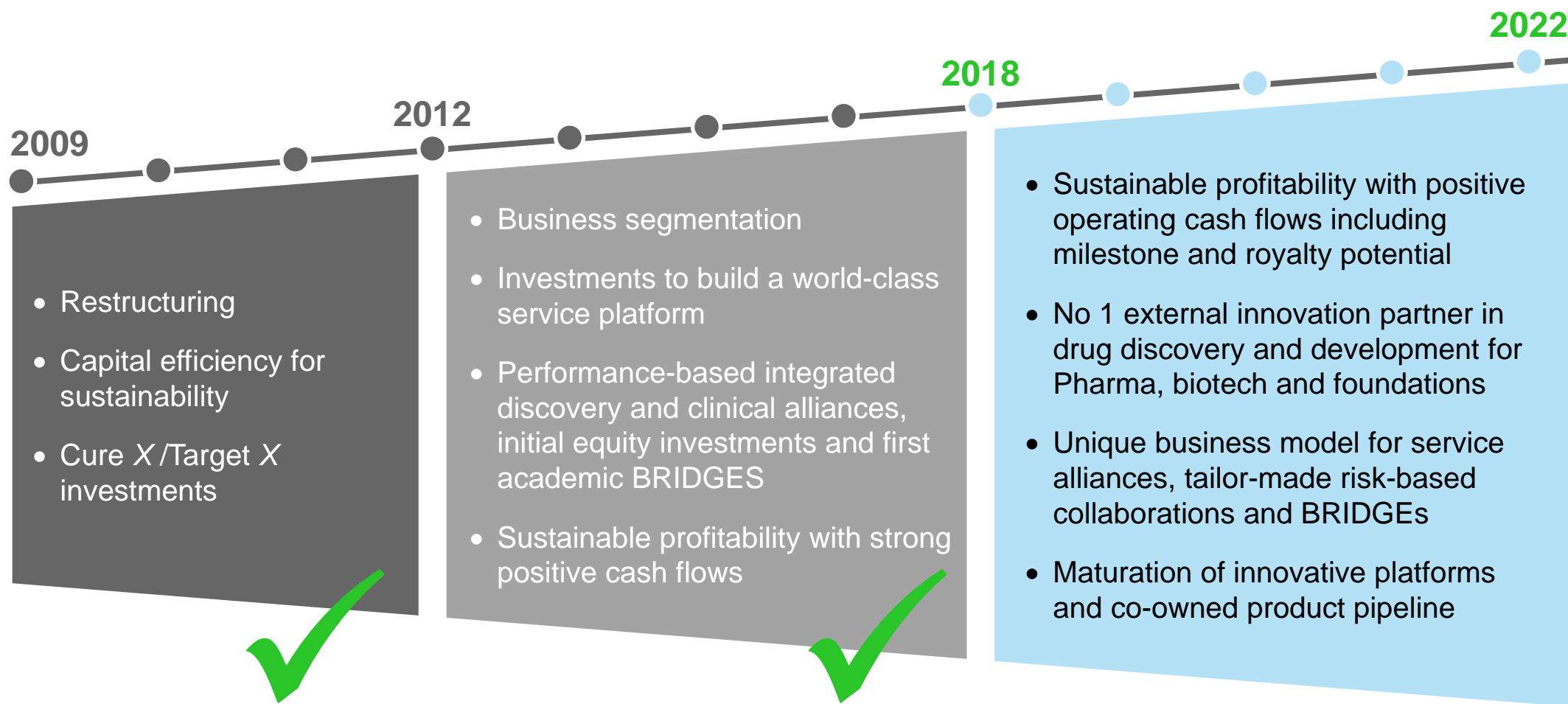
**AP 2022** delivers market-leading external drug discovery and development solutions based on state-of-the-art technologies and innovation processes

**AP 2022** continues to build a broad co-owned pipeline

**AP 2022** relies on delivery within a unique business model

# Consequent and fast forward

“Action Plan 2022 – Leading External Innovation” – The strategic goals





# Unique business model for high value generation

Linking strategic goals with operational imperatives

## Value generation from three initiatives



### ACTION PLAN 2022

#### EVT Execute

- Expand critical mass, world-leading platforms, and maintain delivery culture
- Continued focus on operational excellence, innovation efficiency, long-term alliances
- Build most efficient translation into the clinic in the industry with INDiGO®

#### EVT Innovate

- Expand co-owned pipeline larger than to > 100 assets
- Bring first co-owned assets close to market launch and first royalty incomes
- Increase predictiveness in discovery through disruptive technologies (e.g. Artificial Intelligence in drug discovery, iPSC,...)

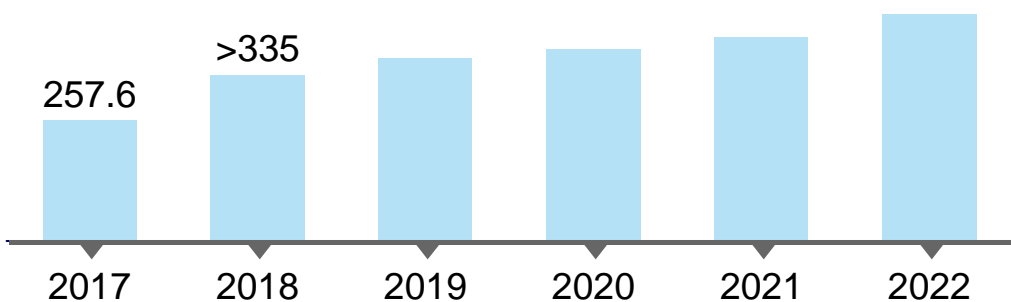
#### Corporate acceleration

- Build portfolio of holdings with ~ 5-year value generation timeframe
- Expand BRIDGEs in USA and EU
- Successful integration of strategic measures and expand leadership positions through additional acquisitions or strategic alliances

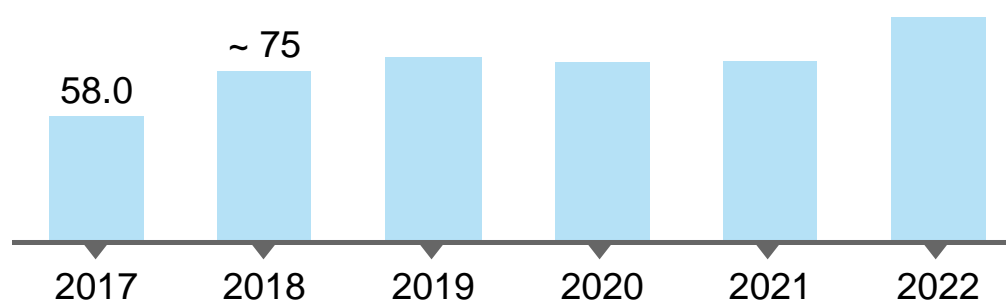
# Strong long-term outlook

“Action Plan 2022 – Leading External Innovation” – In numbers<sup>1)</sup>

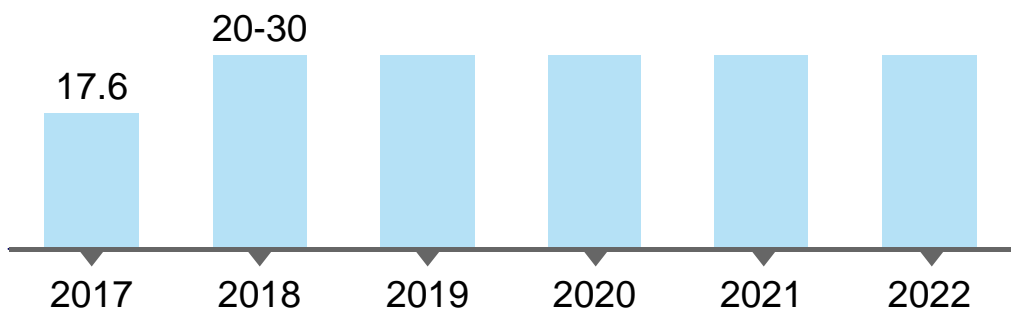
## Continuously growing total Group revenues (in € m)



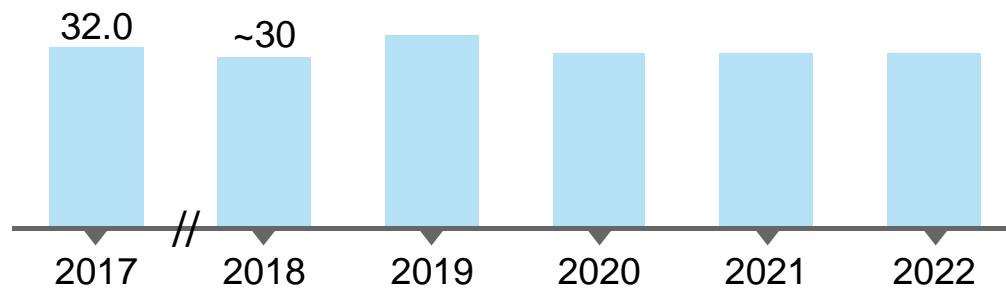
## Strong adjusted Group EBITDA<sup>2)</sup> despite end of subsidy for Toulouse (in € m)



## Increased R&D expenses and BRIDGES<sup>3)</sup> (in € m)



## Strong gross margins despite new mix of business<sup>4)</sup> (in %)



<sup>1)</sup> Please note that bar heights are only illustrative and not representing actual values

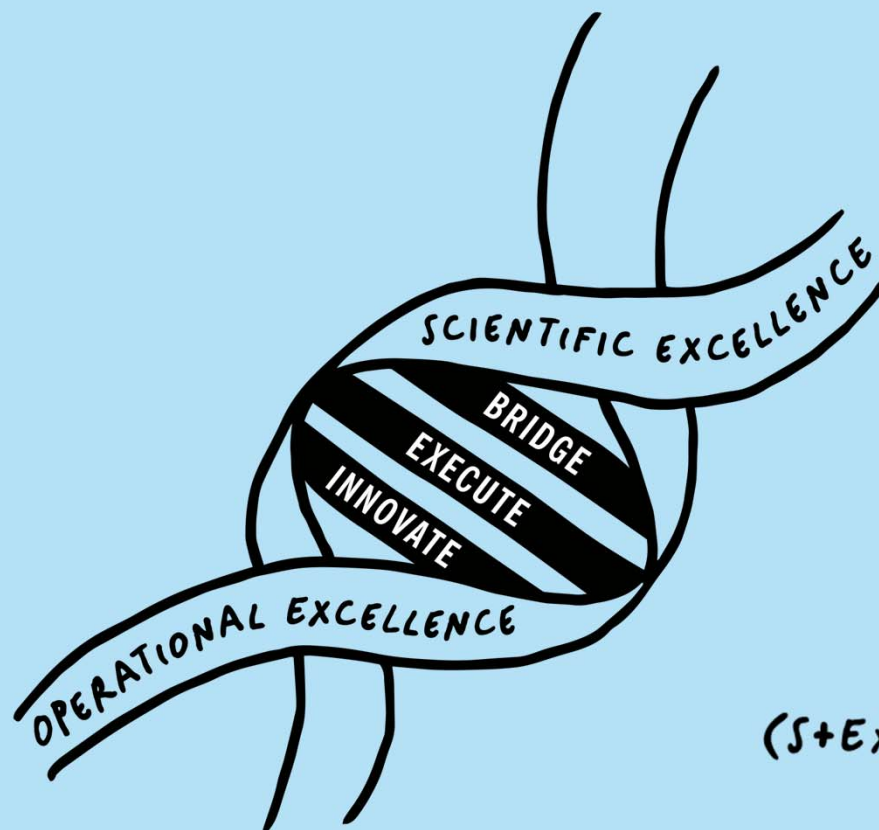
<sup>2)</sup> Before contingent considerations, income from bargain purchase and excluding impairments on goodwill, other intangible assets and tangible assets as well as the total non-operating result

<sup>3)</sup> Excluding equity investment

<sup>4)</sup> Gross margin in the future represents different business mix, consider amortisation of acquisitions, and may be volatile due to potential milestone or out-licensing payments

# Excellence meets excellence

The double helix of external innovation



$$(S+Ex) \times E = I$$

# Agenda

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**EVT Execute**

EVT Innovate

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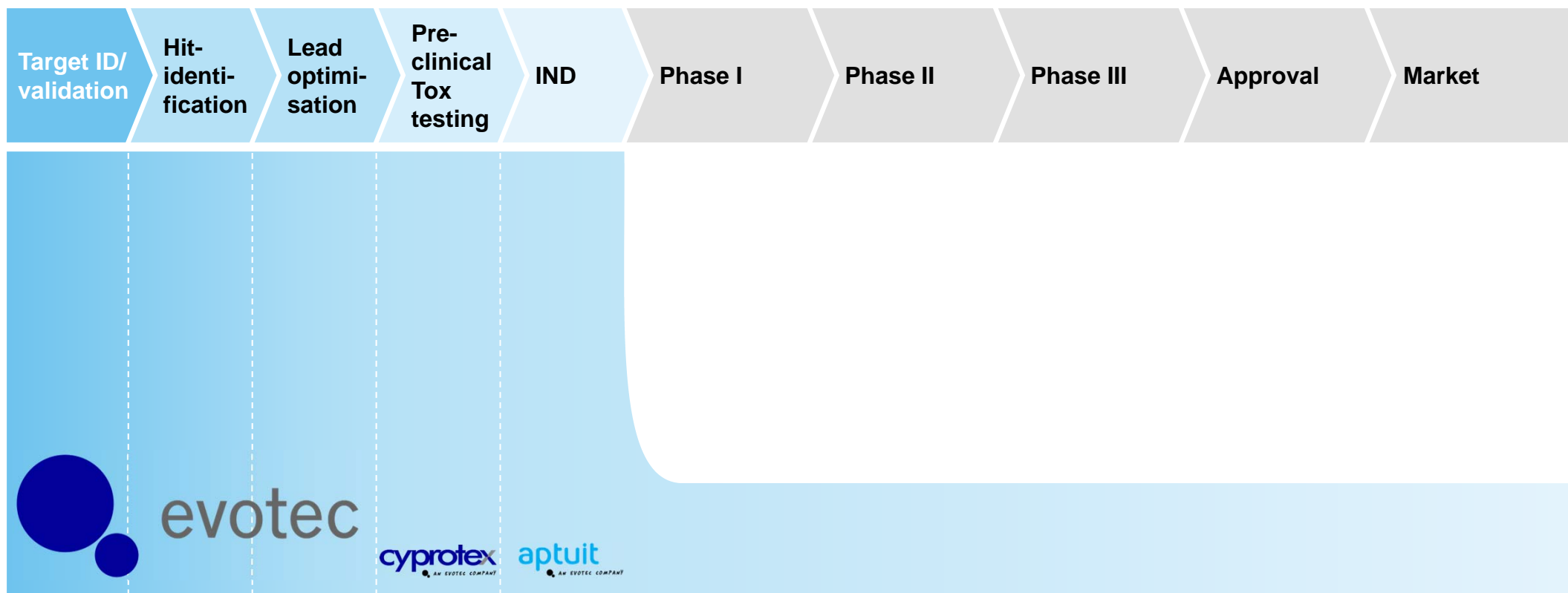
# ONE platform for external innovation

Unique business model – EVT Execute & EVT Innovate



# “One stop partner” for external innovation

Evotec’s integrated offering and core competences along the value chain



Evotec offers end-to-end platform solutions including **INDiGO®** and high-end CMC manufacturing

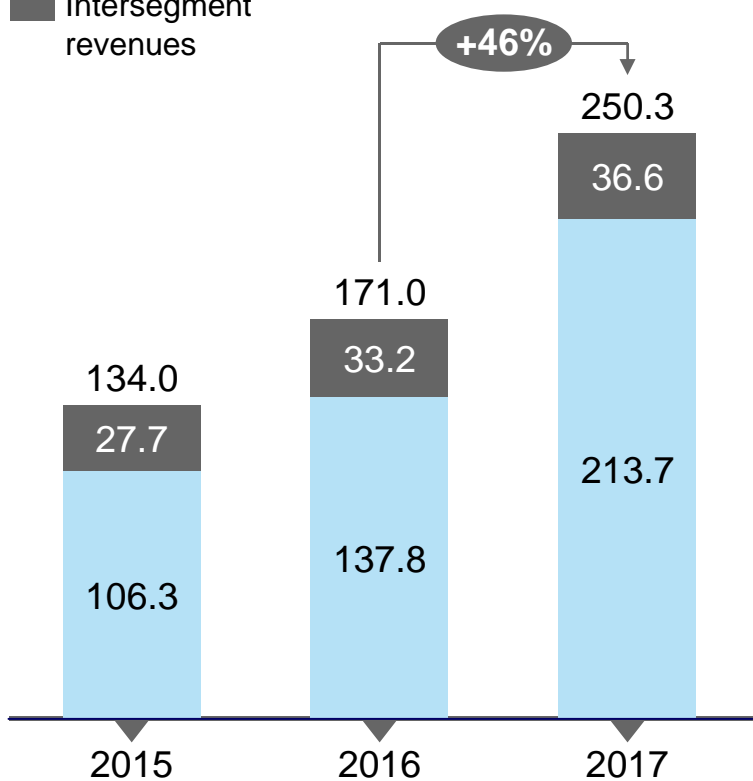
# Strong organic growth supported by acquisitions

## EVT Execute – Key performance indicators FY 2017

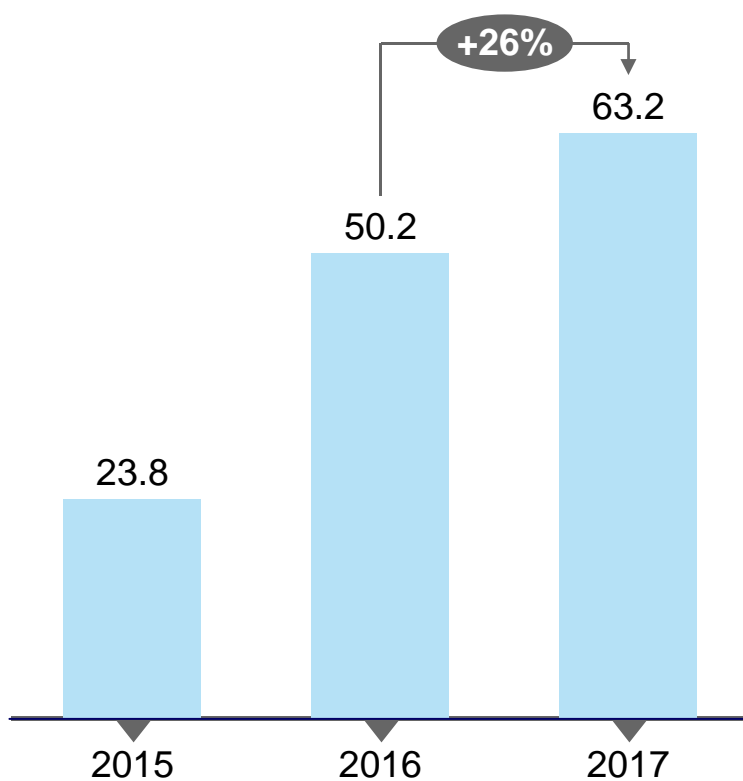
in € m

### Revenues<sup>1)</sup>

■ Intersegment revenues



### Adjusted EBITDA<sup>2)</sup>



- Revenue growth driven by strong performance in base business, initial contributions from acquired businesses and milestones
- € 36.6 m inter-segment revenues
- Strong adjusted EBITDA growth

# No 1 in quality and R&D efficiency

EVT Execute – Major achievements 2017



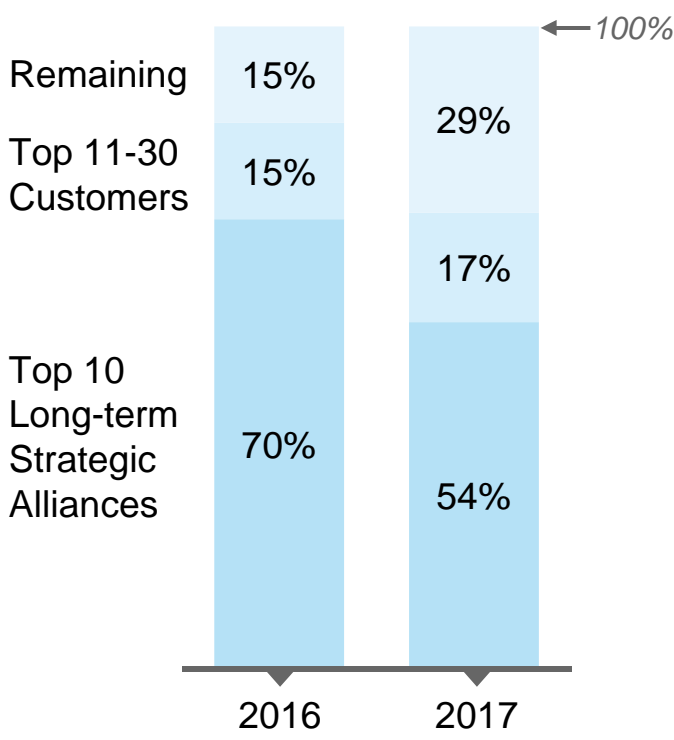
- Extension of value chain with INDiGO<sup>®</sup> and Aptuit development services
- Cyprotex performance ahead of plan
- New partnerships with large and mid-sized Pharma
- Fast growing biotech network in USA/Europe
- Important milestones (e.g. start of second clinical Phase I study in endometriosis with Bayer, Phase I in respiratory with Boehringer Ingelheim)



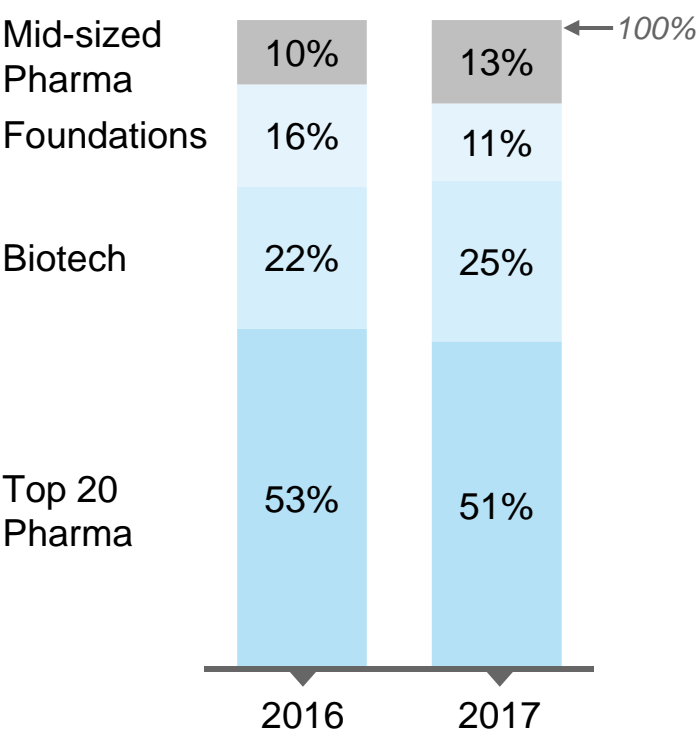
# Further improved customer base

## EVT Execute – Selected KPIs 2017

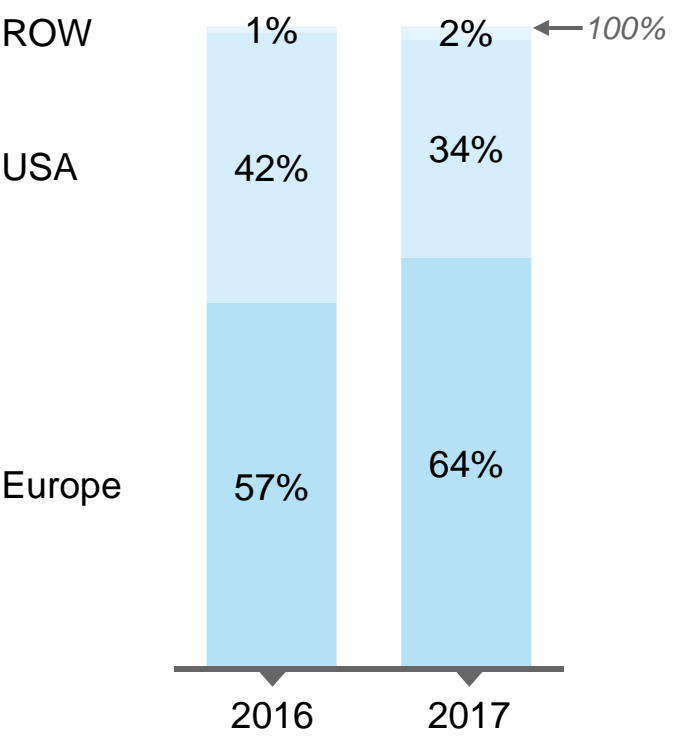
**Revenues by customer segment ytd 2017<sup>1)</sup> (in %)**



**Customer type ytd 2017<sup>1)</sup> (in %)**



**Revenues by region ytd 2017<sup>1)</sup> (in %)**



# Integration of Aptuit progressing as planned

## Aptuit – Initial achievements & outlook

### Summary of transaction

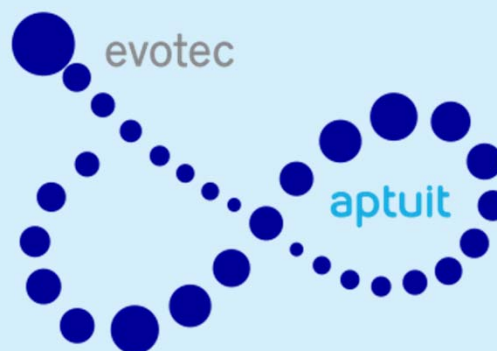
- Acquisition closed in August 2017<sup>1)</sup> (Total deal value of € 253.2 m)
- Post-merger integration ongoing according to plan
- One-time direct transaction costs of € 3.3 m

### Organisation, leadership and systems integration

- Initial integration steps effectively completed
- Aptuit continues to operate and serve its client base in all segments

### New business and further opportunities on horizon

- Very good initial customer feedback to extended joint Evotec offering, e.g. INDiGO®



# Faster and safer to the clinic

## INDiGO®

INDiGO® accelerates early drug candidates into the clinic by reducing time from nomination to regulatory submission in less than 52 weeks<sup>1)</sup>

# INDiGO®

### INDiGO® – Integrated solution (Typical activities)

- Active Pharmaceutical Ingredient (API) Manufacture
- Formulation Development
- Clinical Supply
- Safety Assessment
- DMPK
- Bioanalysis and Biomarkers
- Regulatory submission documents preparation



evotec

**FIVE FACTORS TO CONSIDER WHEN SELECTING THE RIGHT CRO FOR YOUR DRUG DEVELOPMENT PROGRAM**

#RESEARCHNEVERSTOPS



**CAPABILITIES**

It may sound obvious, but it's imperative to find out whether the CRO will be able to provide you with all the services you need for your drug development program. What's critical here is not to accept things at face value.

Confirm what activities are included in each service to make sure both parties are on the same page. Also, you might like to consider whether all activities and services are provided directly by the CRO's employees, or via alliances with niche service providers. Having all services 'under one roof' has the significant advantage of helping reduce timelines by eliminating shipping, ensuring scientific rigor and data integration in real-time and enable more efficient project management.

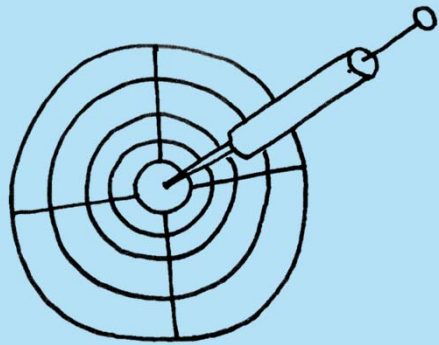
Site visits can help highlight whether the CRO has the facilities and staff to handle your drug development program. Visiting the laboratories lets you see first-hand if the latest technologies are being used that are capable of achieving new levels of efficiency, and could benefit your program.

**“ OUTSOURCING TO A SINGLE PARTNER REDUCES PROVIDER MANAGEMENT ”**



## Clear targets, strong outlook for 2018

### EVT Execute – Expected key milestones 2018



- New long-term alliances integrating the offering of Aptuit, strategic launch of INDiGO®



- New performance-based integrated technology/disease alliances

- Expansion of foundations and biotech network in USA/Europe

- Milestones from existing alliances

# Agenda

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Summary 2017 & Action Plan 2022

EVT Execute

**EVT Innovate**

































Financial performance 2017

Outlook & Guidance 2018



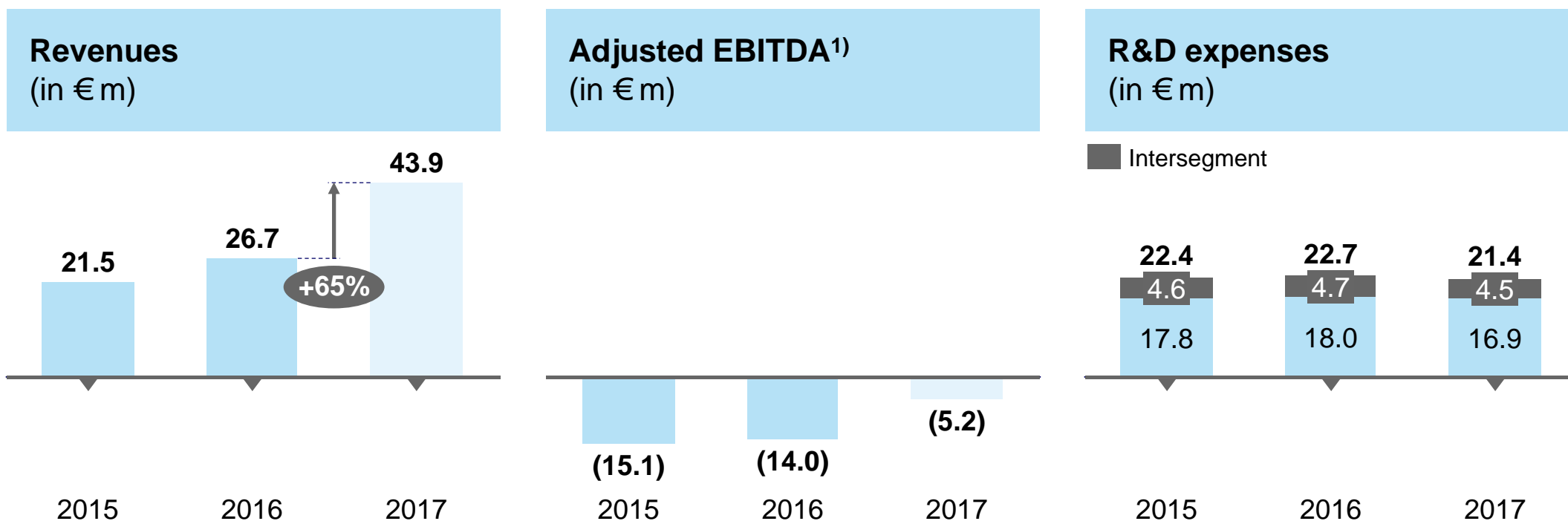
# Building a co-owned and fully invested pipeline

## Partnership portfolio

	Molecule	Therapeutic Area/Indication	Partner	Discovery	Pre-clinical	Phase I	Phase II
Clinical	EVT201	CNS – Insomnia		[Progress bar]			
	EVT401	Immunology & Inflammation		[Progress bar]			
	ND <sup>1)</sup>	Oncology		[Progress bar]			
	ND <sup>1)</sup>	Oncology		[Progress bar]			
	Various	Women's health – Endometriosis		[Progress bar]			
	Various	Women's health – Endometriosis		[Progress bar]			
	ND <sup>1)</sup>	Immunology & Inflammation		[Progress bar]			
	Various	Oncology		[Progress bar]			
	ND <sup>1)</sup>	Chronic cough		[Progress bar]			
	ND <sup>1)</sup>	Respiratory		[Progress bar]			
Pre-clinical	ND <sup>1)</sup>	CNS – Pain		[Progress bar]			
	ND <sup>1)</sup>	Immunology & Inflammation		[Progress bar]			
	ND <sup>1)</sup>	Oncology		[Progress bar]			
	EVT770	Metabolic – Diabetes (type 2/1)		[Progress bar]			
	ND <sup>1)</sup>	Respiratory		[Progress bar]			
	Various	Women's health – Endometriosis		[Progress bar]			
	EVT801	Oncology		[Progress bar]			
	EVT701	Oncology		[Progress bar]			
	EVT601	Oncology		[Progress bar]			
	Various ND <sup>1)</sup>	Oncology – Immunotherapy		[Progress bar]			
Various	CNS, Metabolic, Pain & Inflammation	>10 further programmes	[Progress bar]				
Discovery	Various ND <sup>1)</sup>	Nephrology		[Progress bar]			
	Various ND <sup>1)</sup>	Immunology & Inflammation		[Progress bar]			
	Various ND <sup>1)</sup>	Metabolic – Diabetes (type 2/1)		[Progress bar]			
	Various ND <sup>1)</sup>	Metabolic – Diabetes (type 2/1)		[Progress bar]			
	Various ND <sup>1)</sup>	Nephrology		[Progress bar]			
	Various ND <sup>1)</sup>	Metabolic – Diabetes		[Progress bar]			
	Various	Immunology & Inflammation – Tissue fibrosis		[Progress bar]			
	Various	Neurodegeneration		[Progress bar]			
	LpxC inhibitor	Anti-bacterial		[Progress bar]			
	Various	All indications		[Progress bar]			
	INDY inhibitor	Metabolic		[Progress bar]			
	Various	Fibrotic disease	<b>Fibrocor Therapeutics</b>	[Progress bar]			
	Various	Antiviral		[Progress bar]			
Various	Internal: Oncology, CNS, Metabolic, Pain & Inflammation	>30 further programmes	[Progress bar]				

# Milestones are the key growth driver

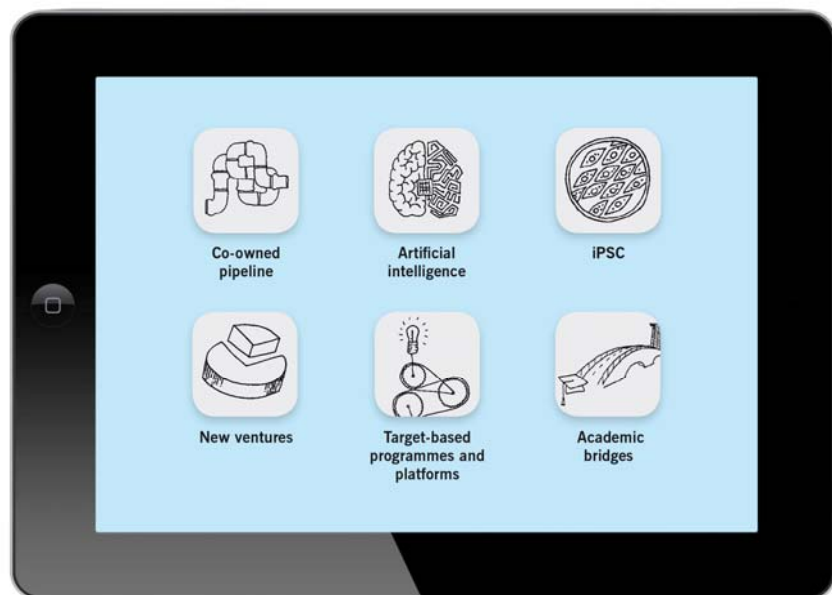
## EVT Innovate – Key performance indicators FY 2017



Revenue growth of 65% and improved adjusted EBITDA resulting from extended collaborations and the full year impact of new partnerships with Celgene and Bayer and milestones

## Superior platforms and first-in-class targets

### EVT Innovate – Major achievements 2017



- Important milestone achievements (kidney disease alliance with Bayer, iPSC alliance with Celgene, immuno-oncology alliance with Sanofi/ APEIRON)
- Strong focus on iPSC platform
- Patient-centric approaches also in kidney diseases, e.g. NURTuRE and NEPLEX consortia
- New clinical initiations and good progress of pipeline within partnerships
- Expansion of BRIDGE network alliance with Sanofi to accelerate infectious disease R&D (after period-end)<sup>1</sup>



# Increasing personalisation will require new tools and platforms in discovery, development, and clinic

More personalised medicines driven by molecular phenotyping and AI

- **Personalised medicine**

- Human genetics and biomarkers

- **Unbiased disease relevant readouts**

- Patient-derived disease models
- Molecular phenotyping

- **Artificial intelligence to analyse high-volume data**

- Computer-assisted drug design of compounds
- Analysis of molecular phenotypes

## Opportunities

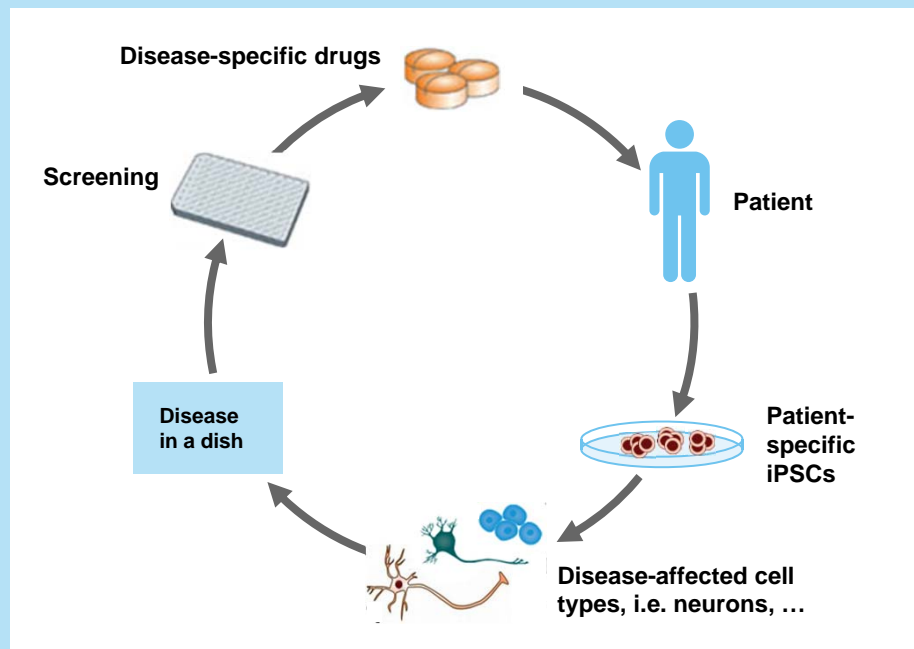
- Increased personalisation of medicine requires more precise readouts
- Combining patient-derived disease models with molecular phenotyping is at its very beginning
- Large data sets will require new analytical tools

# Global leadership in iPSC

Strong focus on iPSC<sup>1)</sup> platform

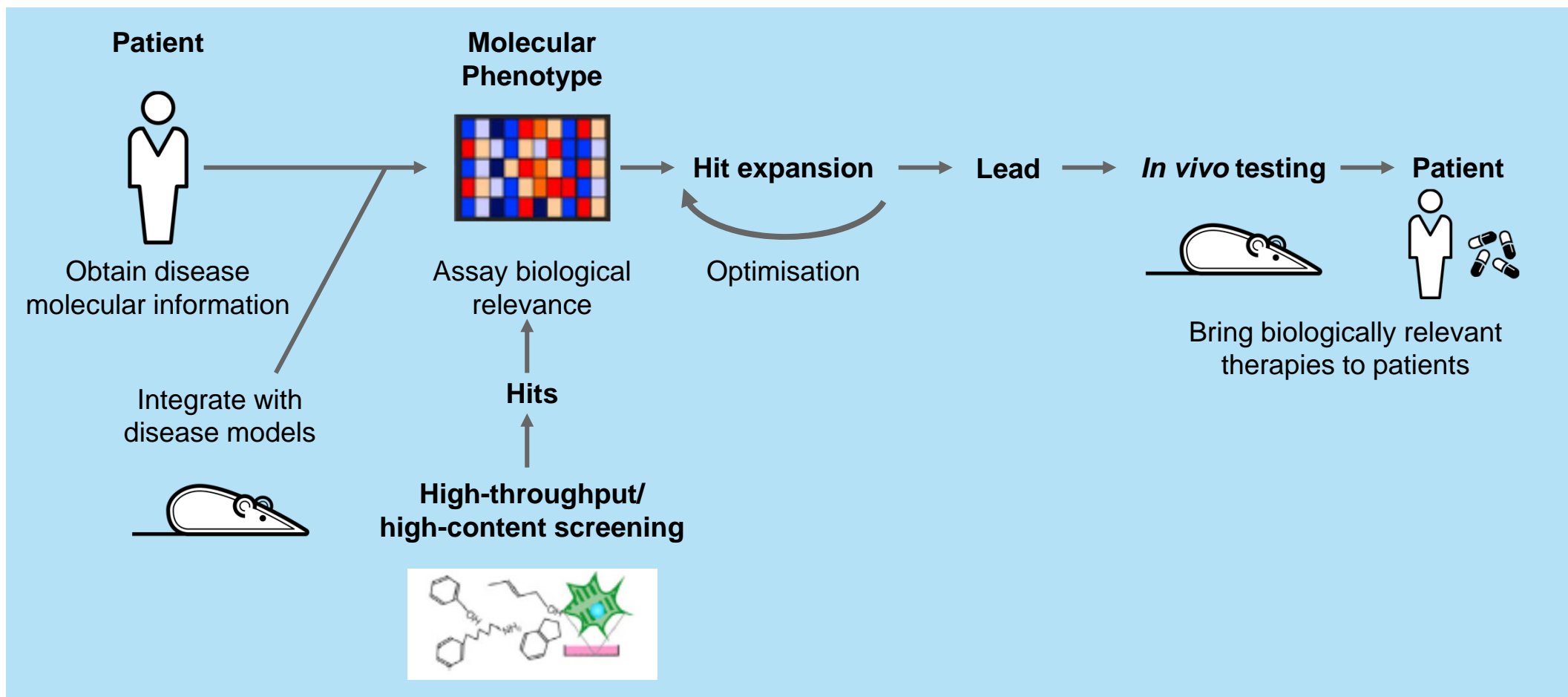
*“IPS cells can become a powerful tool to develop new drugs to cure intractable diseases because they can be made from patients’ somatic cells.”*

**Shinya Yamanaka**



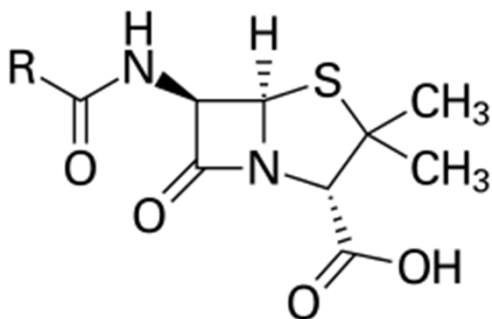
# Molecular phenotypes will change the drug discovery paradigm on multiple levels

Taking molecular phenotypes from patients to patients



# One big effort for the benefit of many

Sanofi & Evotec – *Transaction expected to close in H1*



## Pipeline-building collaboration in infectious diseases (ID)

Strong and diverse portfolio of > 10 research & early-stage development projects licensed from Sanofi to Evotec (EVT Innovate) – Sanofi will retain option rights on development, manufacturing and commercialisation of certain products

## World-leading expertise and platforms in ID coming together

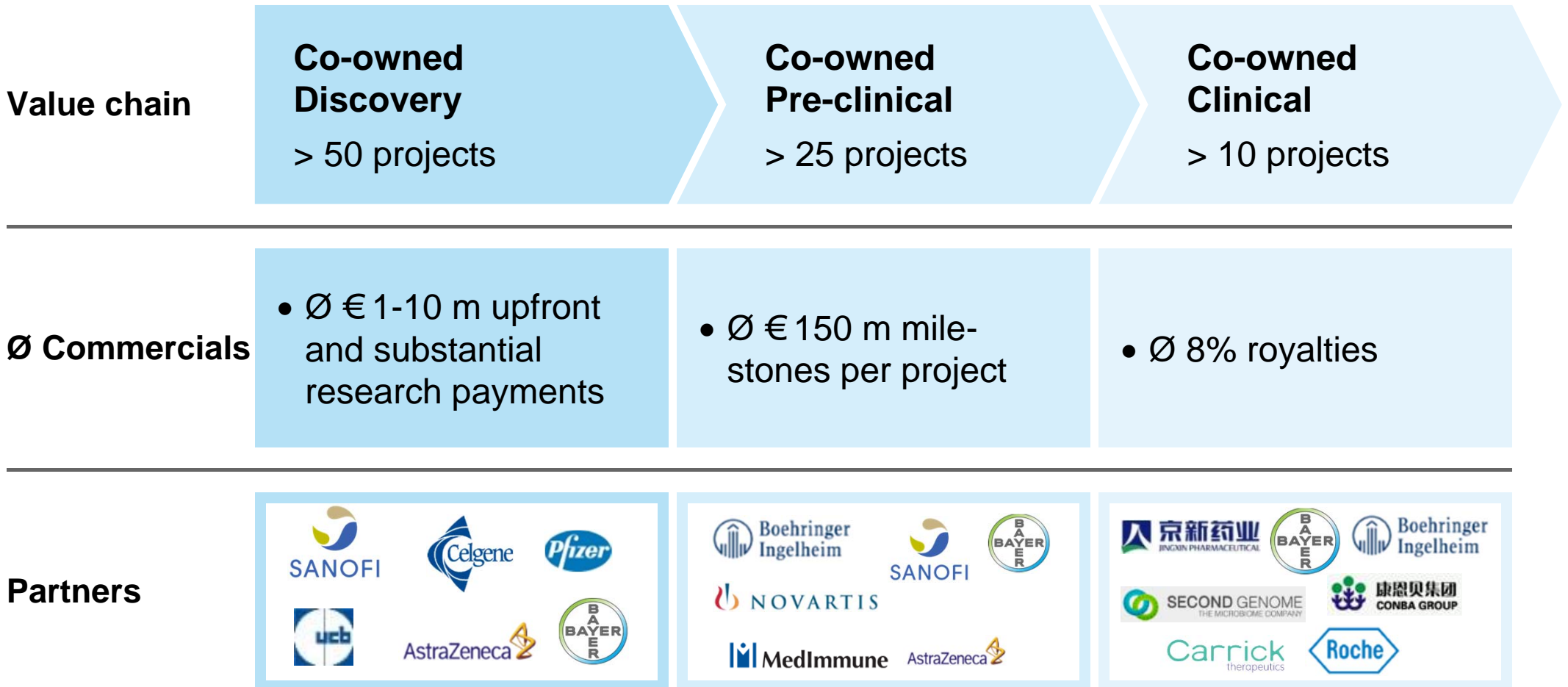
Transfer of > 100 industry-leading ID disease experts to Evotec in Lyon. Together with existing capabilities in Alderley Park, UK; Toulouse, France, and Verona, Italy, Evotec will have more than 150 scientists active in ID R&D.

## Pioneering open innovation

Expanding academic and public funding network, to create the open innovation platform for Pharma, biotech, academic institutions, foundations and NGOs in the fight against the worldwide spread of drug resistance and infectious diseases

# > 80 co-owned projects across broad range of therapeutic areas

Fast growing co-owned portfolio



# Paradigm shifts in neurodegeneration and diabetes

## iPSC – Alliances; Progress overview



### iPSC alliance in neurodegeneration

Development of novel therapies for a broad range of neurodegenerative diseases

#### Focus on

- ALS Amyotrophic lateral sclerosis
- AD Alzheimer's disease
- HD Huntington's disease
- PD Parkinson's disease ...

**FIRST MILESTONE**

#### Commercials

Upfront \$ 45 m, potential milestones > \$ 250 m per project, low double-digit royalties



### iPSC alliance in diabetes

Development of beta cell replacement therapy and drug discovery based on functional human beta cells

#### Focus on

- Beta cell replacement therapy
- Drug discovery – Small molecules

**FIRST MILESTONE**

#### Commercials

Upfront € 3 m, research payments, potential milestones > € 300 m, double-digit royalties

# Strong progress in first-in-class alliances

## Progress overview (Examples)

### Chronic kidney disease (“CKD”)

Highly innovative therapeutics in diabetic complications (e.g. CKD)



**FIRST MILESTONE**

#### Commercials<sup>1)</sup>

Undisclosed upfront payment, potential milestones > € 300 m, double-digit royalties

### Immuno-oncology

Small molecule-based cancer immunotherapies to complement checkpoint inhibitors (together with APEIRON Biologics)



**FIRST MILESTONE**

#### Commercials<sup>1)</sup>

Substantial research payments, potential milestones > € 200 m, double-digit royalties

### Fibrosis

Novel mechanisms in multi-organ fibrosis



**GOOD PROGRESS**

#### Commercials<sup>1)</sup>

Undisclosed upfront payment, potential milestones > € 100 m

### Endometriosis/Pain

Non-hormonal treatments in endometriosis



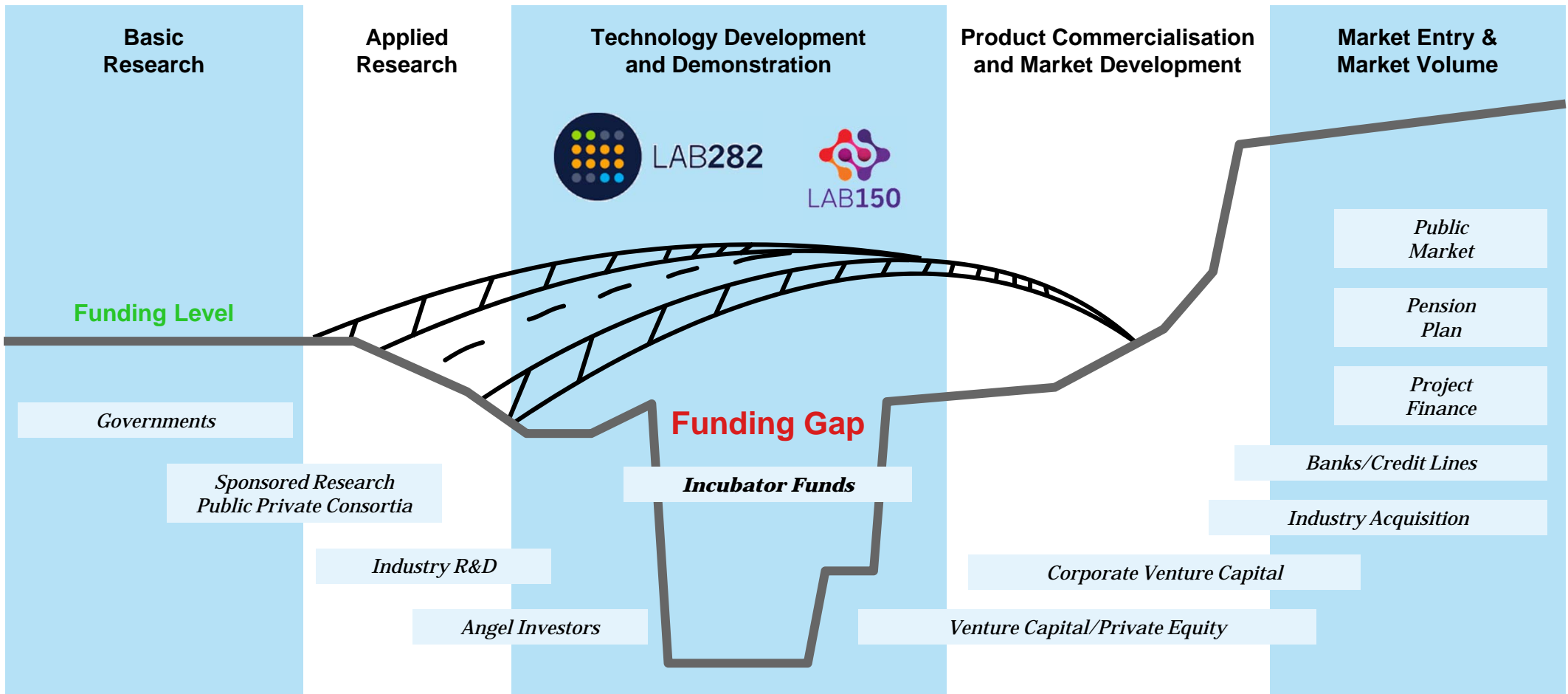
**EXTENSION; 2ND START OF PI, INDICATION EXTENSION IN CHRONIC COUGH**

#### Commercials<sup>2)</sup>

€ 12 m upfront, potential milestones > € 500 m, double-digit royalties

# Building BRIDGEs over the “Valley of death”

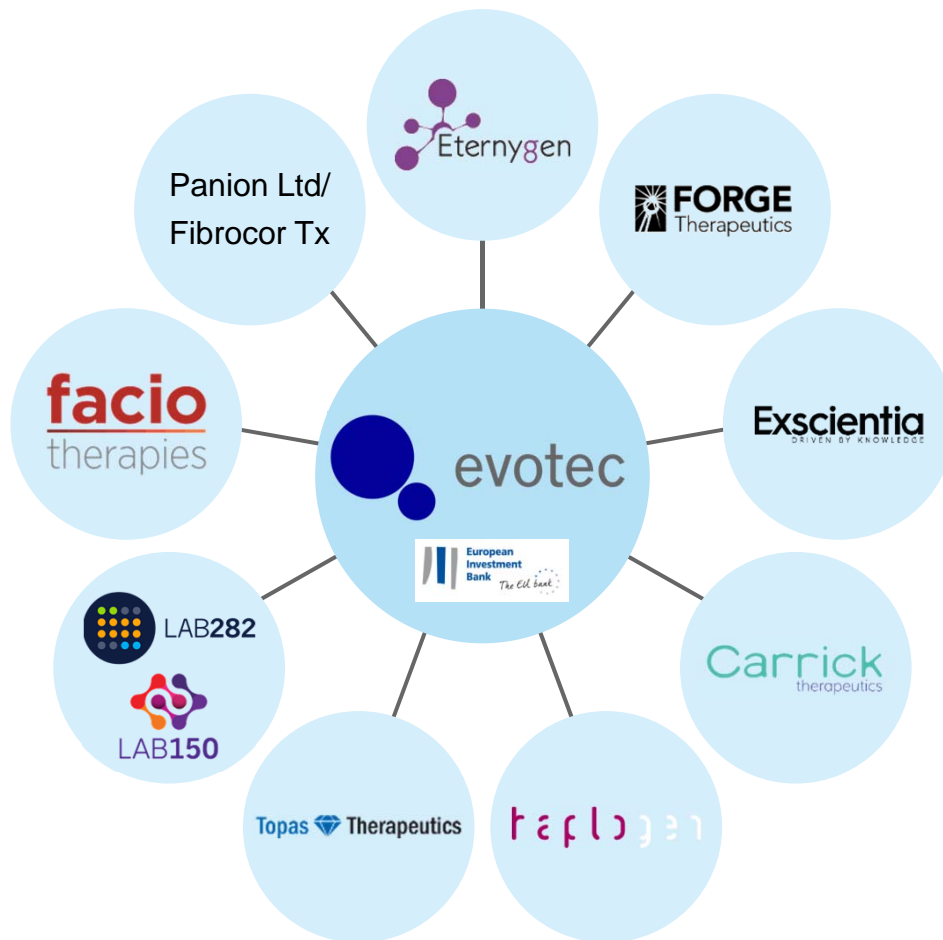
## The funding gap





# First-in-class innovation via co-investment strategy

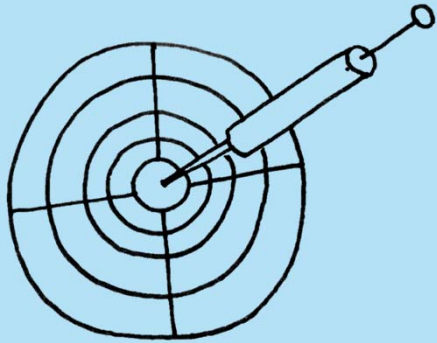
## Innovative building & investing



- Participation in financing rounds, built on Evotec's platforms, via strategic investments
- Approx. € 22 m investments in 2017; long-term commitments with payback horizon > 5 years
- Attractive € 75 m loan facility available from EIB to also support R&D equity financing

## Just the beginning for EVT Innovate

### EVT Innovate – Expected key milestones 2018



- New clinical initiations and good progress of clinical pipeline within existing partnerships
- Expansion of academic BRIDGE network
- Strong R&D progress within Cure X/Target X platforms and new Innovate partnerships
- Strong expansion of iPSC (induced pluripotent stem cells) platform

# Agenda

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## Very strong financial performance

### Key financials 2017: Condensed income statement (IFRS)

in € m <sup>1)</sup>	2017 Actual	2016 Actual	% vs. 2016	
Revenues	257.6	164.5	+57%	<ul style="list-style-type: none"> <li>• Revenue growth due to strong performance in the base business, increased milestones and positive contributions from acquisitions</li> <li>• Gross margin represents a different business mix, and gross margin and net income 2017 affected by increased amortisation resulting from the PPA of strategic acquisitions and adverse foreign currency effects</li> <li>• SG&amp;A impacted by expenses of Cyprotex and Aptuit, growth of base business as well as one-time transaction-related M&amp;A costs</li> <li>• Continued growth in tax credits accretive to Other op. income</li> <li>• Operating and net income 2016 was significantly positive affected by changes in contingent considerations (€ 12 m) due to revaluation of EVT770</li> </ul>
Gross margin	32.0%	35.6%	–	
• R&D expenses	(17.6)	(18.1)	(3)%	
• SG&A expenses	(42.4)	(27.0)	+57%	
• Impairment result, net	(1.2)	(5.4)	–	
• Other op. income (expenses), net	16.1	23.3	–	
<b>Operating income<sup>2)</sup></b>	<b>37.5</b>	31.3	<b>+20%</b>	
<b>Adjusted Group EBITDA<sup>3)</sup></b>	<b>58.0</b>	36.2	<b>+60%</b>	
<b>Net income<sup>2)</sup></b>	<b>24.0</b>	26.8	<b>(11)%</b>	

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

<sup>2)</sup> Operating result and net income in 2017 impacted by one-time transaction-related M&A costs (€ 3.9 m) as well as Purchase Price Allocation (PPA) related amortisation in context of strategic acquisitions (€ 5.6 m)

<sup>3)</sup> Adjusted for changes in contingent considerations

## Both segments perform according to strategy

Condensed income statement based on segments for FY 2017

in € m<sup>1)</sup>

	<b>EVT Execute</b>	<b>EVT Innovate</b>	<b>Inter- segment elimination</b>	<b>Evotec Group</b>
Revenues	<b>250.3</b>	<b>43.9</b>	(36.6)	<b>257.6</b>
Gross margin	<b>27.0%</b>	<b>44.3%</b>	–	<b>32.0%</b>
• R&D expenses	<b>(0.7)</b>	<b>(21.4)</b>	4.5	<b>(17.6)</b>
• SG&A expenses	<b>(35.5)</b>	<b>(6.9)</b>	–	<b>(42.4)</b>
• Impairment result, net	–	<b>(1.2)</b>	–	<b>(1.2)</b>
• Other op. income (expenses), net	<b>12.1</b>	<b>4.0</b>	–	<b>16.1</b>
<b>Operating income (loss)</b>	<b>43.5</b>	<b>(6.0)</b>	–	<b>37.5</b>
<b>Adjusted EBITDA<sup>2)</sup></b>	<b>63.2</b>	<b>(5.2)</b>	–	<b>58.0</b>

- EVT Execute revenues up 46% and EVT Innovate revenues up 65% compared to 2016
- EVT Innovate R&D expenses on similar level
- Adjusted EBITDA of EVT Innovate significantly improved (2016: € (14.0) m)
- Adjusted EBITDA of EVT Execute strong and significantly improved (2016: € 50.2 m)

## Strong Q4, despite one-time impact

### Q4 2017 results

in € m<sup>1)</sup>

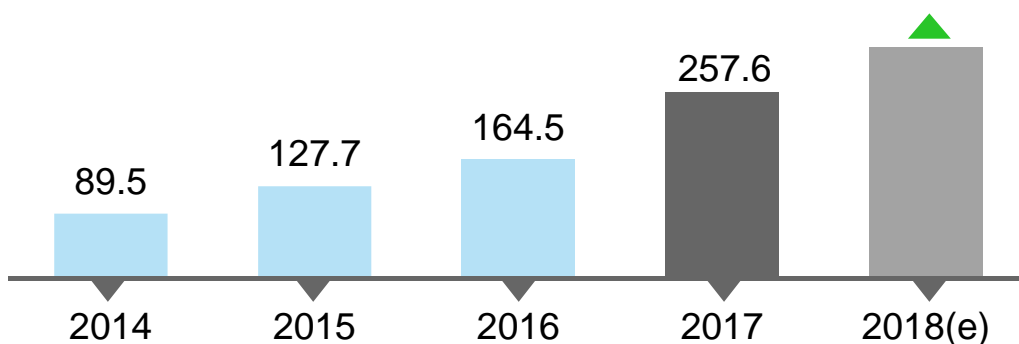
	Q4 2017 Actual	Q4 2016 Actual	% vs. 2016
Revenues	<b>86.8</b>	43.9	+97%
Gross margin	<b>26.0%</b>	27.7%	–
• R&D expenses	<b>(5.1)</b>	(5.3)	(4)%
• SG&A expenses	<b>(13.1)</b>	(9.2)	+51%
• Impairment result, net	–	(4.0)	–
• Other op. income (expenses), net	<b>7.3</b>	17.4	–
<b>Operating income</b>	<b>11.6</b>	11.0	–
<b>Adjusted Group EBITDA<sup>2)</sup></b>	<b>18.7</b>	5.6	+234%

- Significantly higher base revenues and higher milestones
- Gross margin affected by new mix of business through acquisitions and amortisation of purchase prices
- Higher SG&A mainly due to addition of Aptuit and Cyprotex as well as growth of base business
- In Q4 2016: Goodwill (US) impairment of € 4.0 m
- 2016 operating income significantly positive affected by changes in contingent considerations (€ 12 m) due to revaluation of EVT770

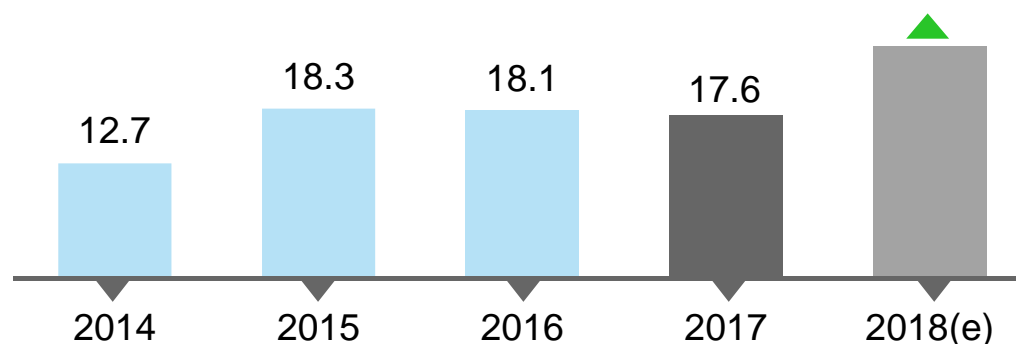
# Strong performance continues – “3x30”

## Financial history 2014-2018 (e) – Selected performance indicators

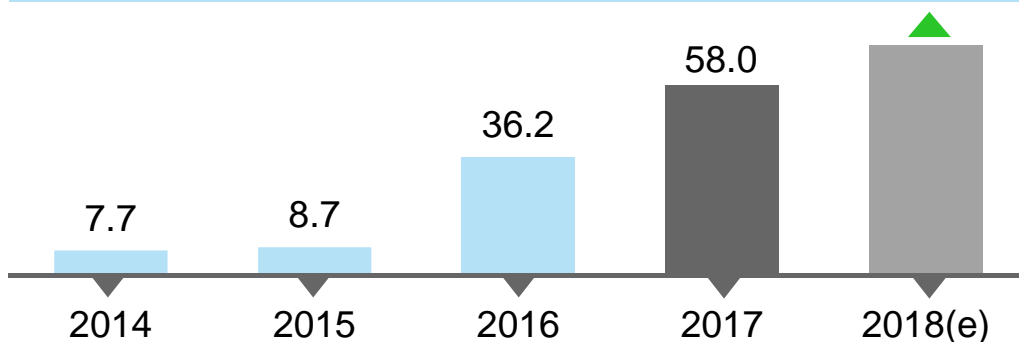
**Total Group revenues (in € m)**



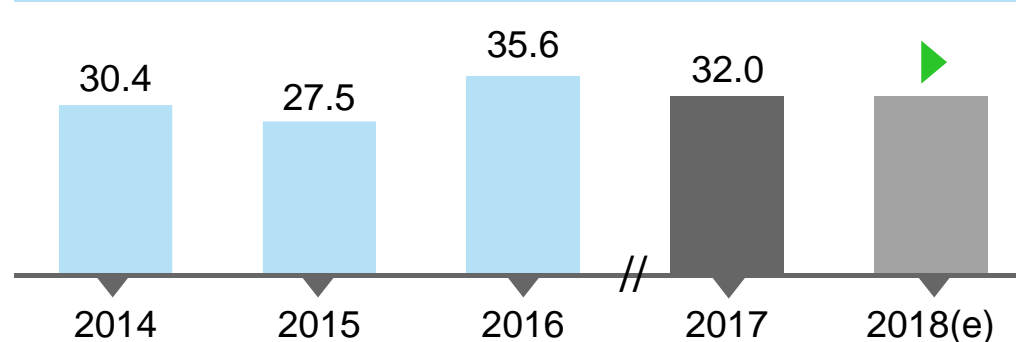
**R&D expenses (in € m)**



**Adjusted Group EBITDA (in € m)**



**Gross margin<sup>1)</sup> (in %)**



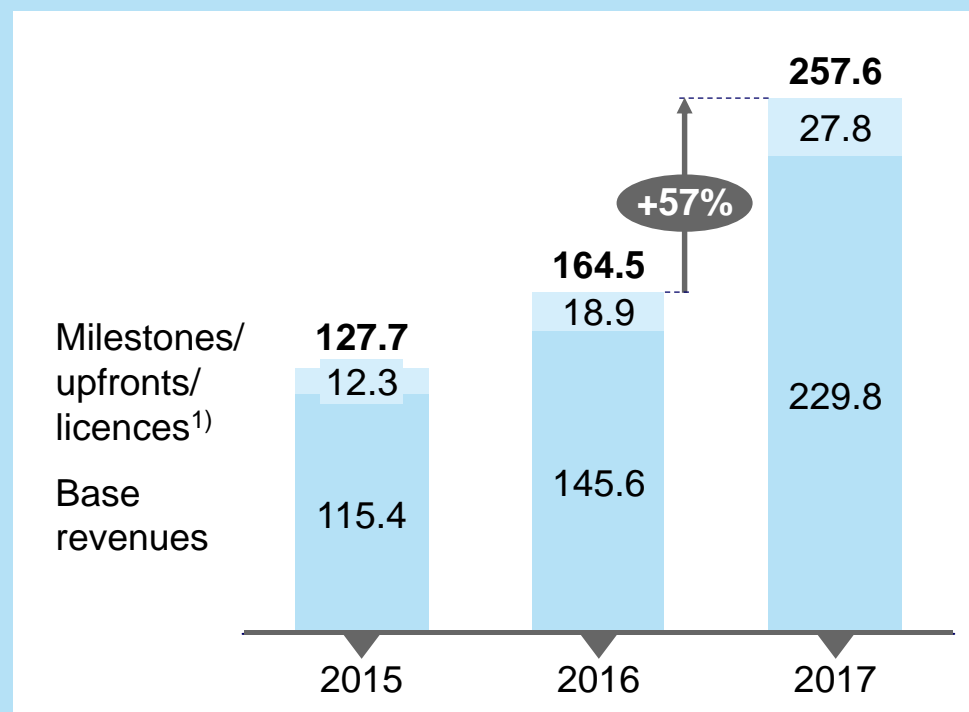
<sup>1)</sup> Gross margin in the future may be more volatile due to the dependency of receipt of potential milestone or out-licensing payments, both having a strong impact on the gross margin, also new mix of business through acquisition of Aptuit. In addition, the amortisation of the purchase price allocation of the recent strategic acquisitions will impact costs of revenue and thus the gross margin.

# Strong top-line performance, new mix of business

## Revenues & Gross margin overview

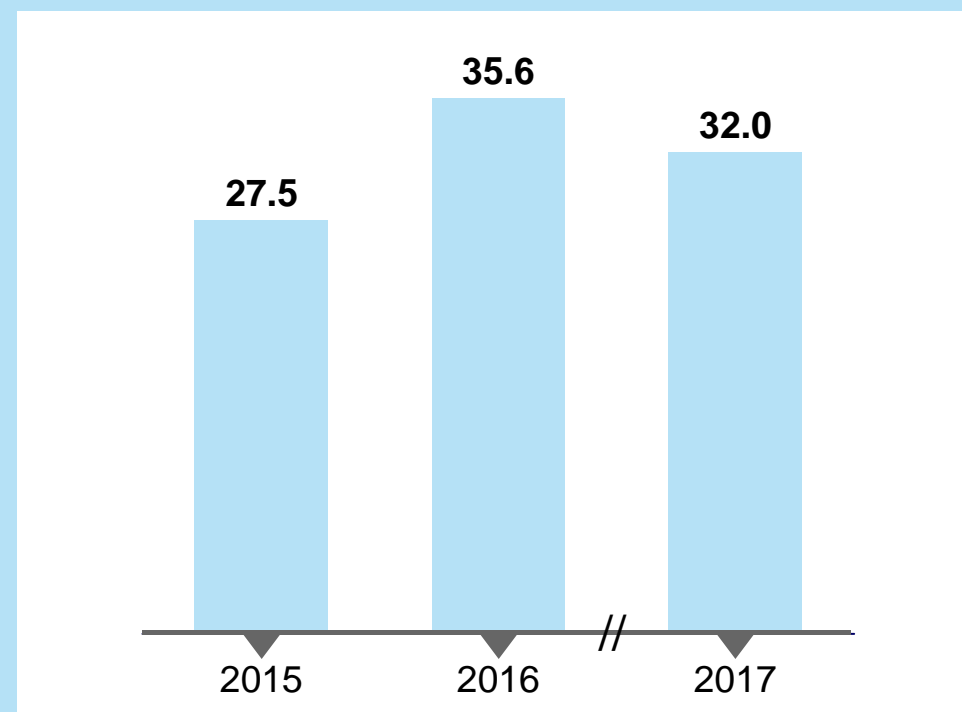
Revenue increase due to base business, milestones and contributions from acquired businesses

in €m



Long-term stable gross margin, driven by milestone revenues; changing due to mix of base business and amortisation of PPA<sup>2)</sup>

in %



<sup>1)</sup> Including software licences

<sup>2)</sup> Gross margin in the future may be volatile due to the dependency of receipt of potential milestone or out-licensing payments. In addition, the amortisation of the purchase price allocation of the recent strategic acquisitions will impact costs of revenue and thus the gross margin.



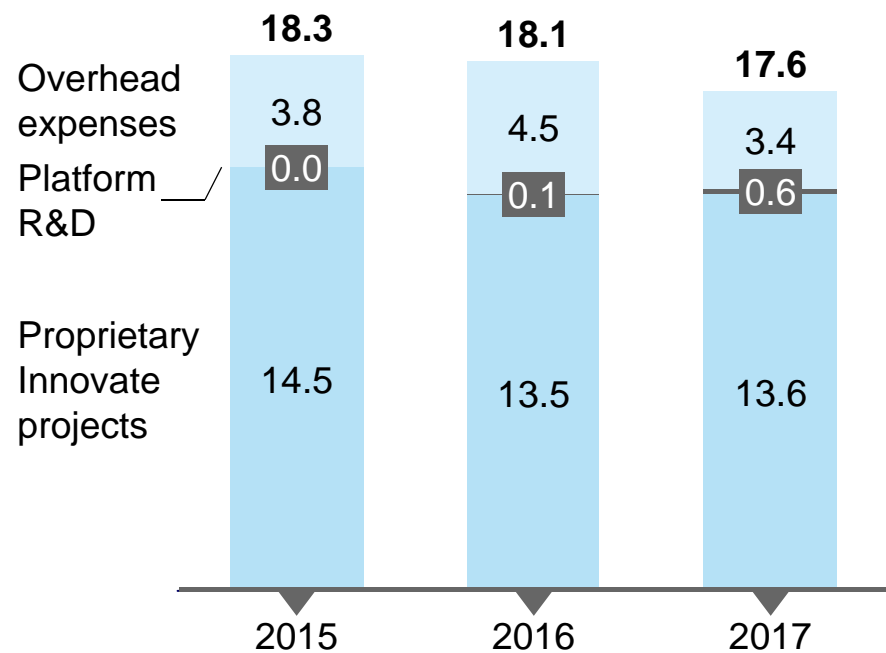
# Focus on first-in-class innovation

## R&D expenditure & SG&A overview

in € m

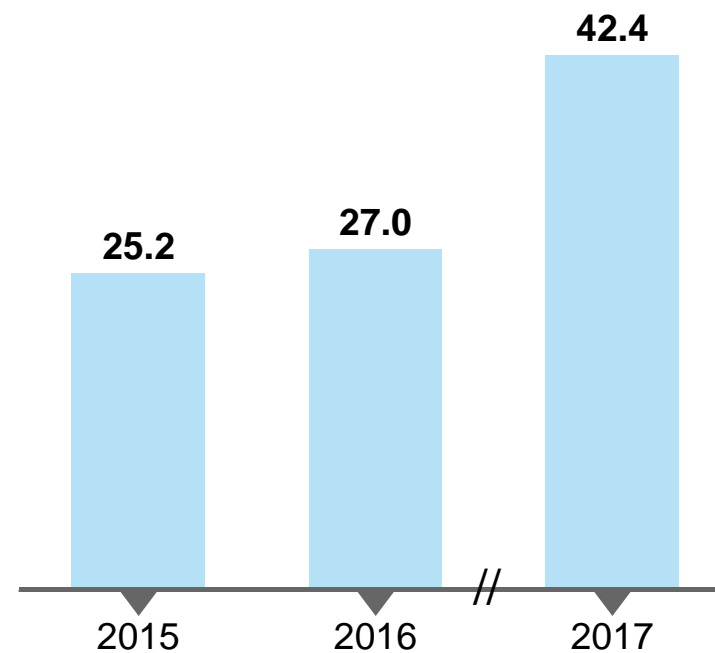
### Very focused R&D expenses

in € m



### SG&A reflects larger footprint, strategic moves and one-time transaction costs

in € m



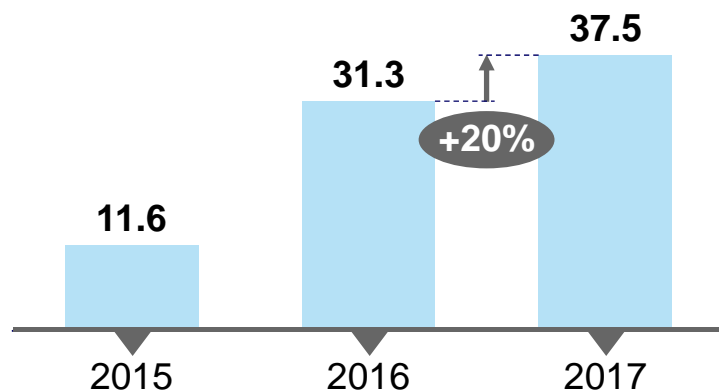
# Adjusted Group EBITDA significantly improved

## Operating result & Adjusted Group EBITDA overview

in € m

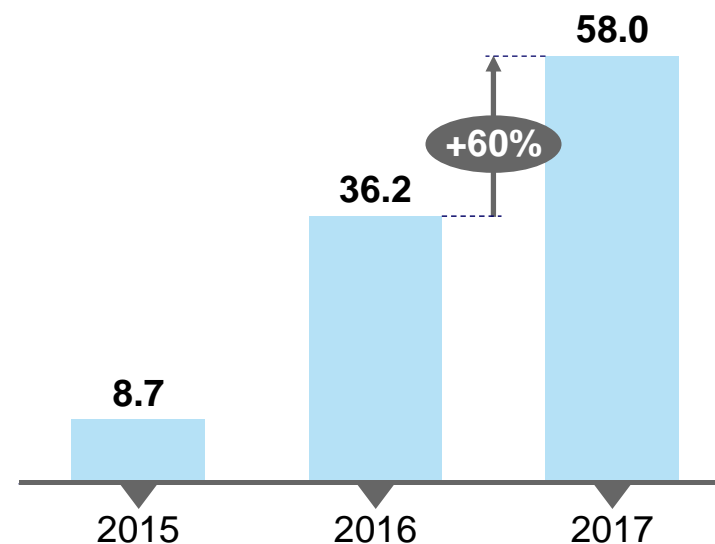
### Operating result<sup>1)</sup>

*(impacted by one-time transaction-related M&A costs (€ 3.9 m) as well as PPA allocation-related amortisation in context of recent strategic acquisitions (€ 5.6 m))*



### Adjusted Group EBITDA

*(adjusted for changes in contingent consideration and income from bargain purchase)*

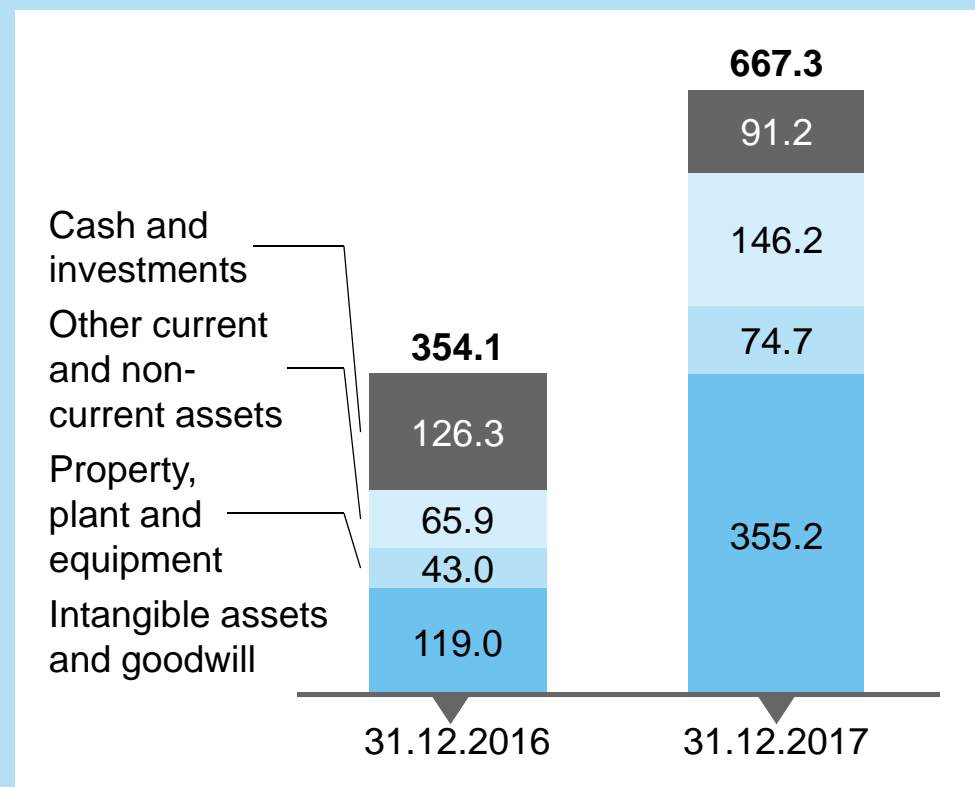


# Balance sheet reflects acquisition of Aptuit

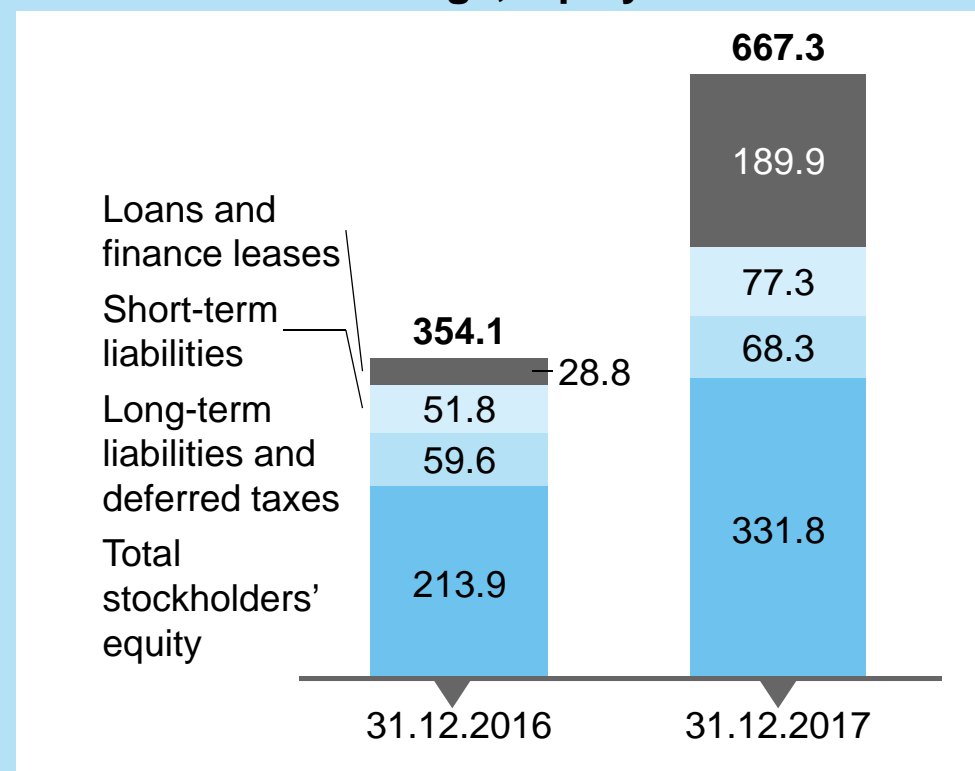
## Balance sheet overview

in € m

### Asset base increased with Aptuit acquisition



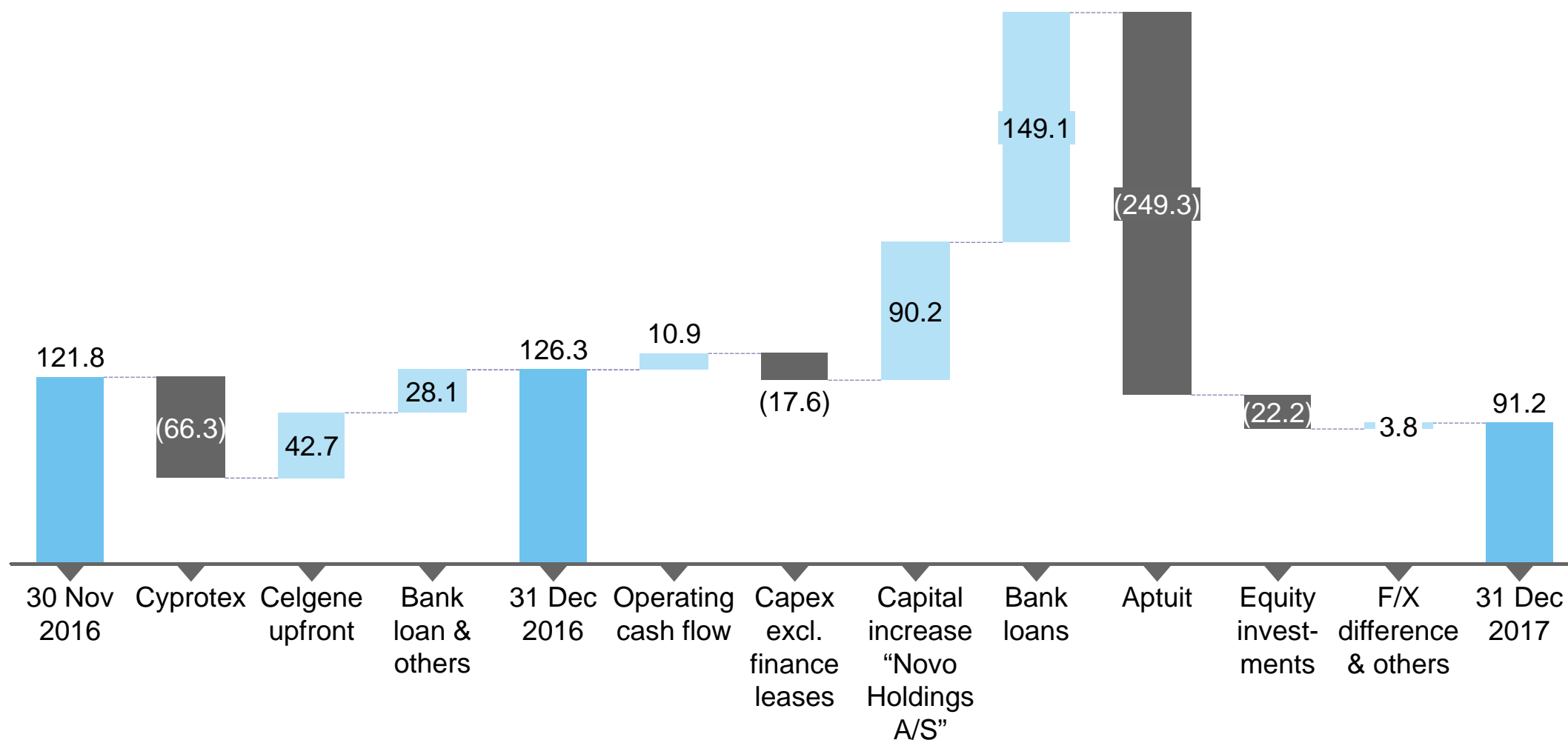
### Equity strengthened with new strategic investor Novo Holdings, equity ratio at 49.7%



# Strong cash position despite acquisitions

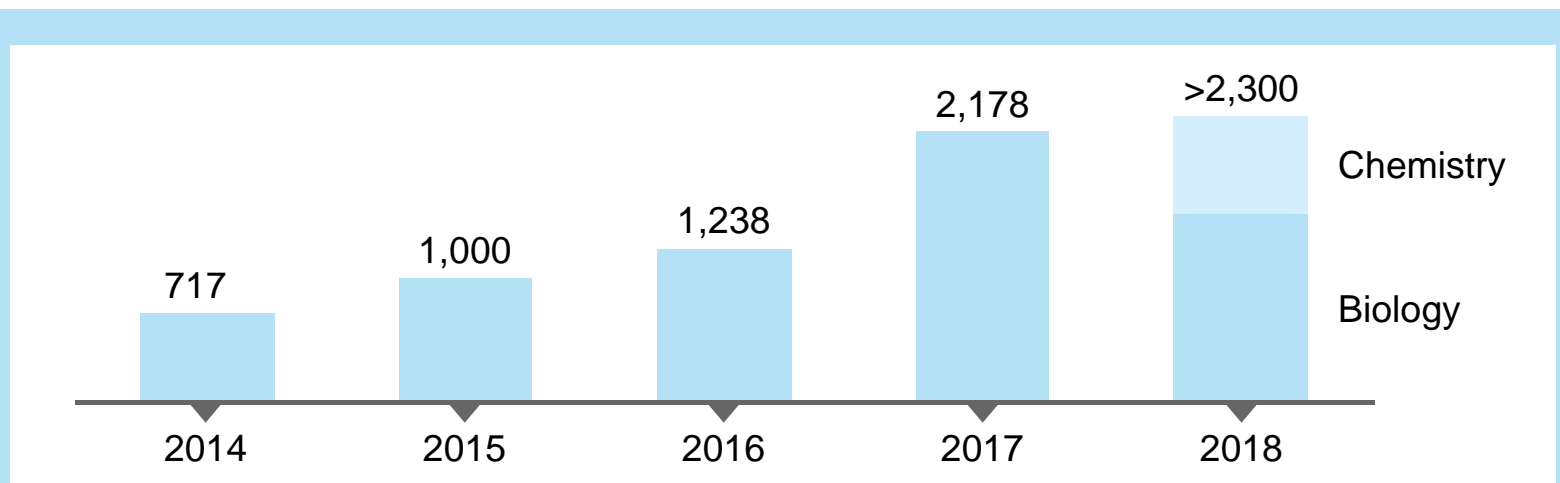
Liquidity bridge Nov 2016 to Dec 2017

in € m



# Strong growth in highly skilled workforce for innovation

## Human Resources



### Highly skilled workforce

- > 82% of employees have at least one academic qualification
- 6.2 years of average experience, approx. 40% of employees have worked for Evotec for more than five years
- 54% of employees are women
- 60 nationalities

# Agenda

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Summary 2017 & Action Plan 2022

EVT Execute

EVT Innovate

Financial performance 2017

**Outlook & Guidance 2018**



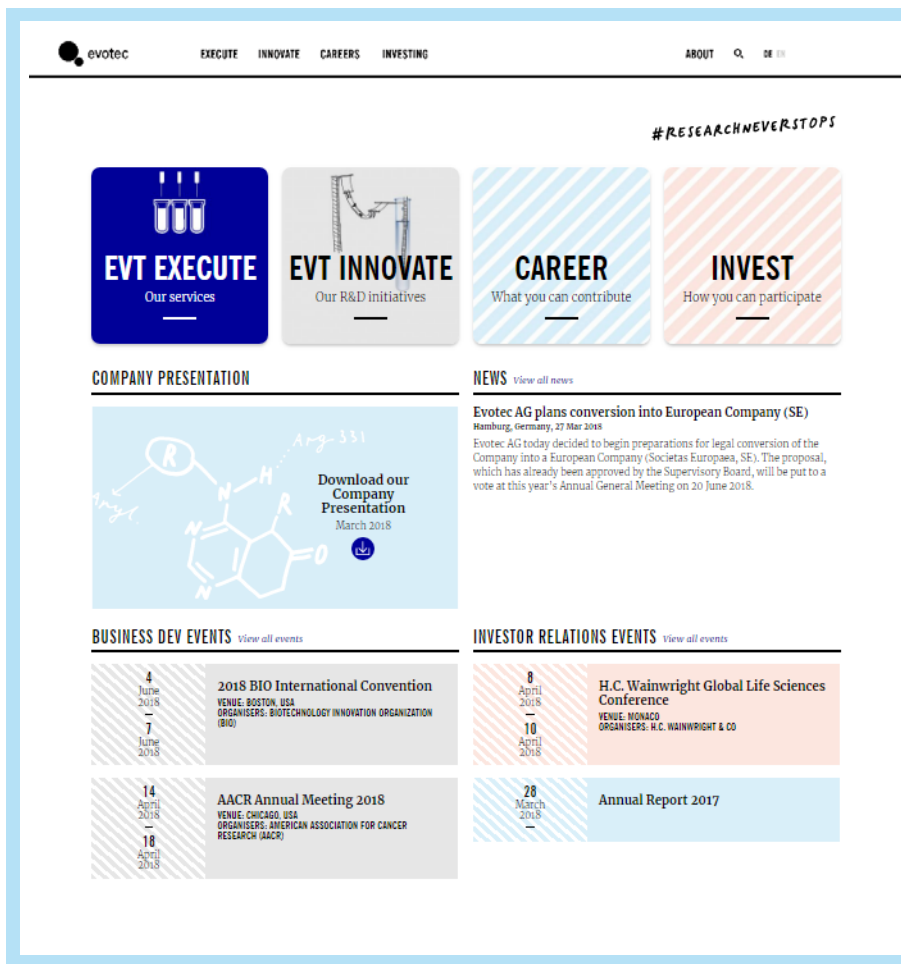
# “3x30” – Strong growth and profitability expected

Guidance 2018

<b>1</b>	<b>Double-digit top-line growth</b>	<ul style="list-style-type: none"><li>• More than 30% Group revenue growth</li></ul>
<b>2</b>	<b>Profitable and growing</b>	<ul style="list-style-type: none"><li>• Adjusted Group EBITDA<sup>1)</sup> expected to improve by approx. 30%</li></ul>
<b>3</b>	<b>Focused investments</b>	<ul style="list-style-type: none"><li>• Group R&amp;D expenses of € 20-30 m</li></ul>

# Come and visit [www.evotec.com](http://www.evotec.com)

New website



The screenshot shows the evotec website homepage with a navigation bar (EXECUTE, INNOVATE, CAREERS, INVESTING, ABOUT) and a main content area. The main content area features four large buttons: 'EVT EXECUTE' (Our services), 'EVT INNOVATE' (Our R&D initiatives), 'CAREER' (What you can contribute), and 'INVEST' (How you can participate). Below these are sections for 'COMPANY PRESENTATION' (with a 'Download our Company Presentation' button), 'NEWS' (with a 'View all news' link), 'BUSINESS DEV EVENTS' (with a 'View all events' link), and 'INVESTOR RELATIONS EVENTS' (with a 'View all events' link). The events section lists several upcoming events with dates, venues, and organizers.

AND THANKS FOR  
YOUR FEEDBACK!




## Important next dates

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### Financial calendar 2018

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<b>Annual Report 2017</b>	28 March 2018 
<b>Quarterly Statement Q1 2018</b>	09 May 2018
<b>Annual General Meeting 2018</b>	20 June 2018
<b>Half-year 2018 Interim Report</b>	09 August 2018
<b>Quarterly Statement 9M 2018</b>	13 November 2018

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QUESTIONS  
AND ANSWERS

