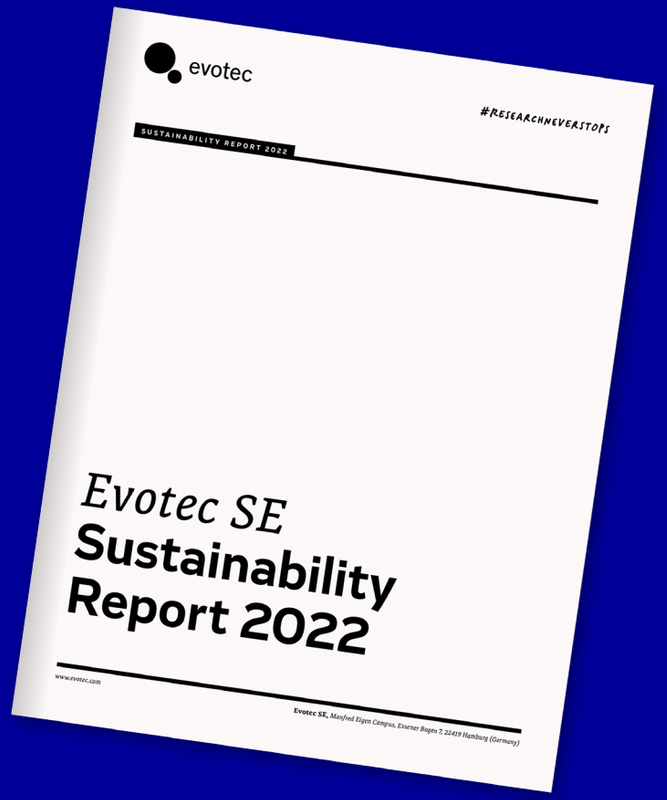
evotec

#RESEARCHNEVERSTOPS

Capital Markets Day

Together for a sustainable & efficient
Shared Economy in R&D

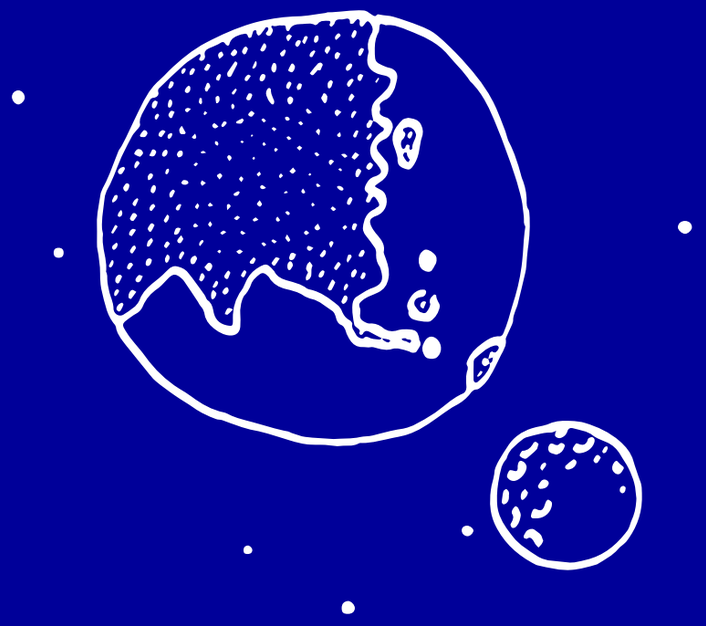


Cautionary statement regarding forward-looking statement

Information set forth in this presentation contains forward-looking statements, which involve a number of risks and uncertainties. All statements other than statements of historical fact are forward-looking statements, which are often indicated by terms such as “anticipate”, “believe”, “could”, “estimate”, “expect”, “goal”, “intend”, “look-forward to”, “may”, “plan”, “potential”, “predict”, “project”, “should”, “will”, “would” and similar expressions. The forward-looking statements contained herein represents 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 obligations or undertaking to release publicly any updates or revisions to any change in events, conditions or circumstances on which any such statements is based. Given these risks, uncertainties, and other factors, you should not place undie reliance on these forward-looking statements.

Agenda

1. **Sustainability makes us better & more competitive**
2. Where we stand today
3. Our contribution to UN SDG 3
4. Better access for tomorrow
5. Resilient into the future
6. Q&A

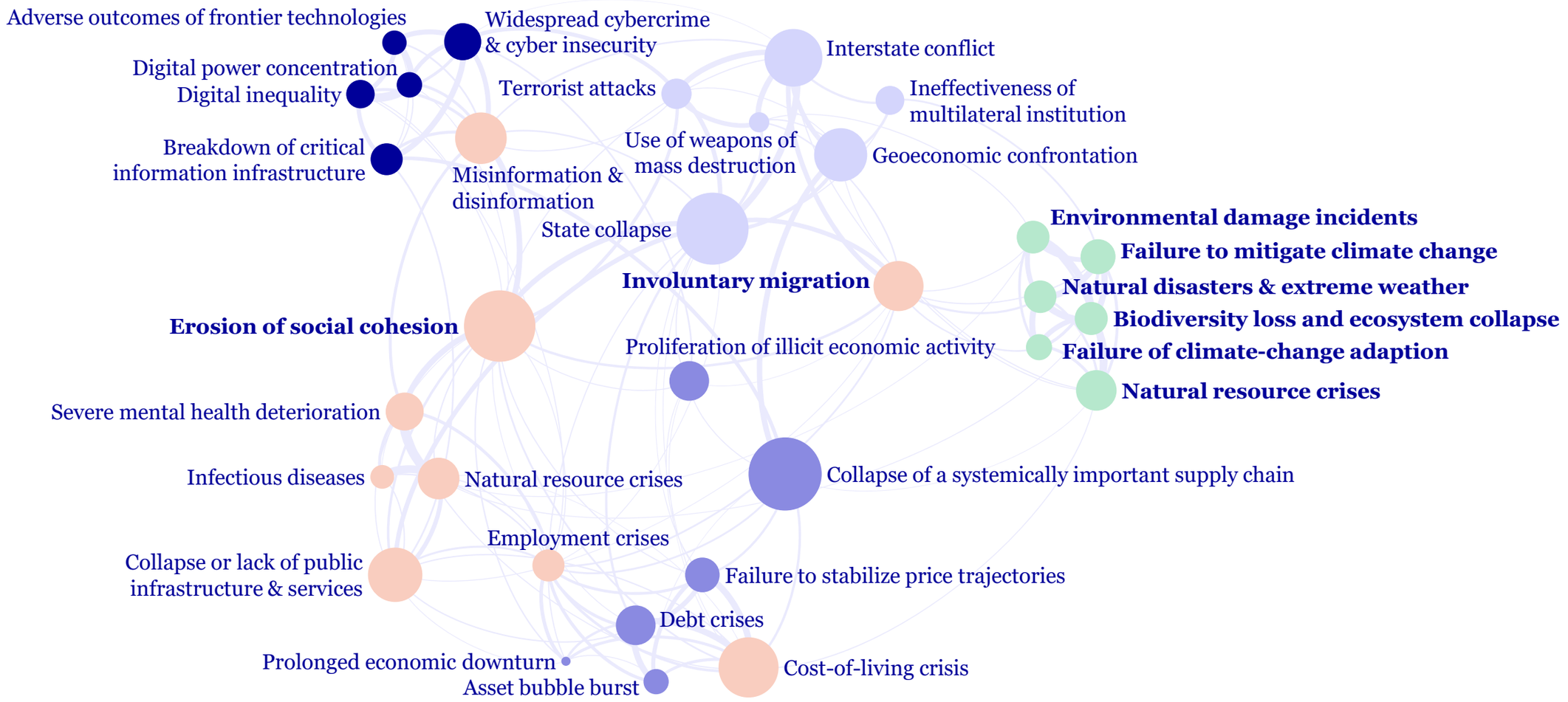


Sustainability makes us better & more competitive

Ahead of the curve

Navigating through challenging times requires high agility and resilience

Global risk landscape



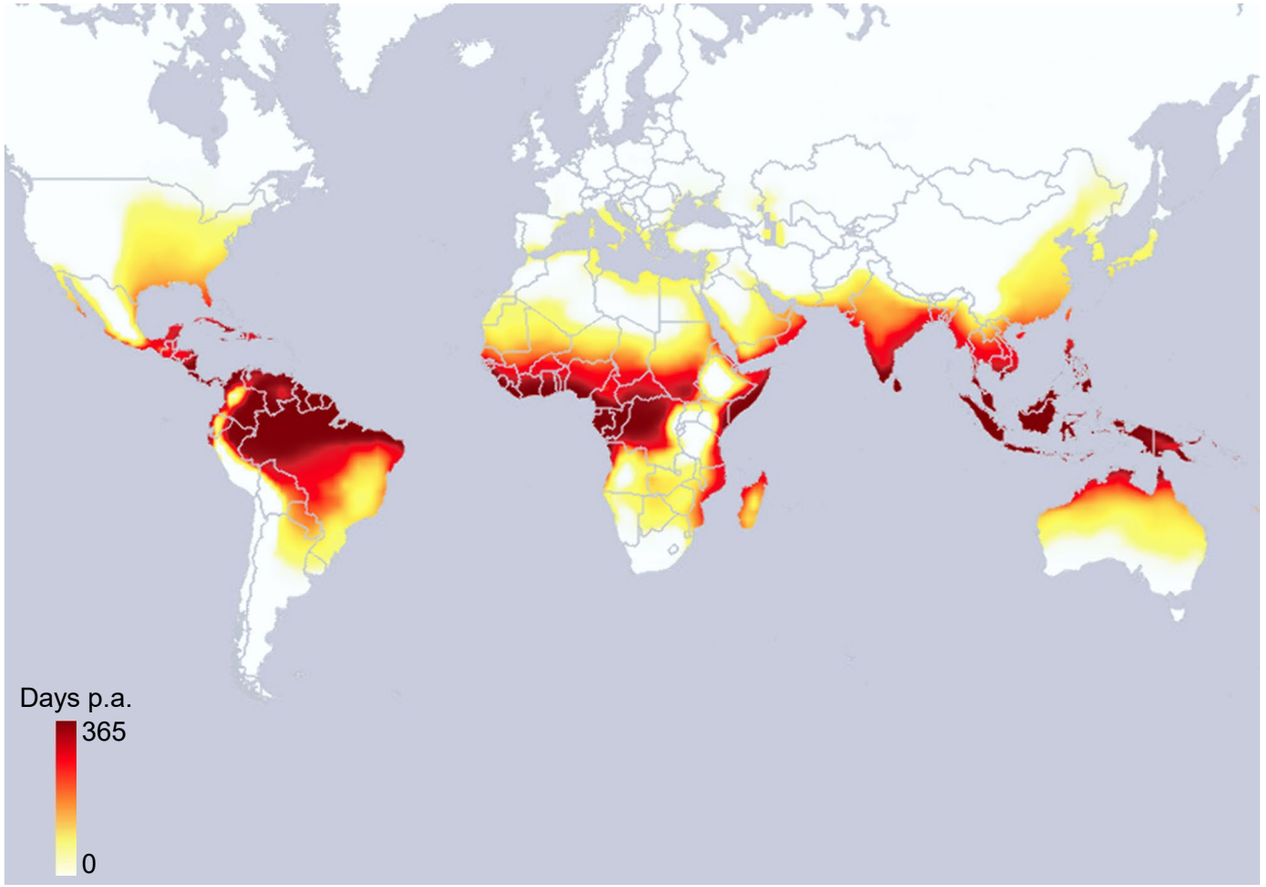
Source: World Economic Forum, Global Risks. Perception Survey 2022-2023

Climate protection is life saving and a key theme for R&D

Health and climate change: code red for a healthy future

- Heat-related deaths have increased in 94% of global regions monitored from 2000 to 2020[1]
- Increasing temperatures enable vectors of infectious diseases to flourish
  - e.g, dengue (break-bone fever) transmission have increased in South America by 35.3% in last 50 years
  - the transmission season for malaria increased by 31·3% in the highlands of the Americas and 13·8% in the highlands of Africa[2]
  - progressive expansion expected particularly at the edges of the current transmission (e.g., Zika, Chikungunya, …).

Days with temperatures > 30°C, globally

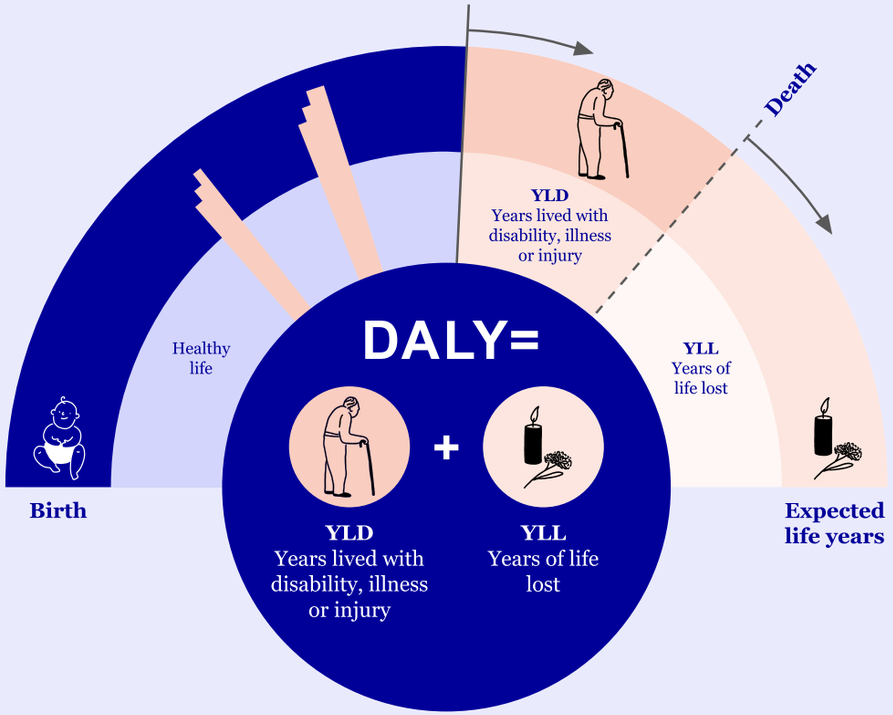


1 The 2022 Europe report of the Lancet Countdown on health and climate change: towards a climate resilient future
2 The 2022 report of the Lancet Countdown on health and climate change: health at the mercy of fossil fuels University of Hawaii. https://www.hawaii.edu/news/2017/06/19/rising-deadly-heatwaves/

Reducing DALY[1] with precision medicine and better access for all

Reducing the burden of diseases

Shifting Disability-adjusted Life Years with prevention, early intervention & better access[2]



Reducing inequalities

- Prevalence of DALYs range from 20,000 per 100,000 inhabitants in industrialised countries to >80,000 / 100,000 in Sub-Saharan Africa[3]
- Top five disease burdens by cause:
  - Cardiovascular diseases
  - Cancer
  - Neonatal disorders
  - Respiratory infections and TB
  - Other non-communicable diseases (e.g. metabolic diseases, neurodegenerative diseases)

1 DALY - Disability-Adjusted Life Years per 100,000 individuals from all causes
2 Nuffield Trust(2019): Using DALYs to understand young people's health

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

Sustainable thinking is holistic and ensures long-term success

Best possible environment for employees and potential recruits

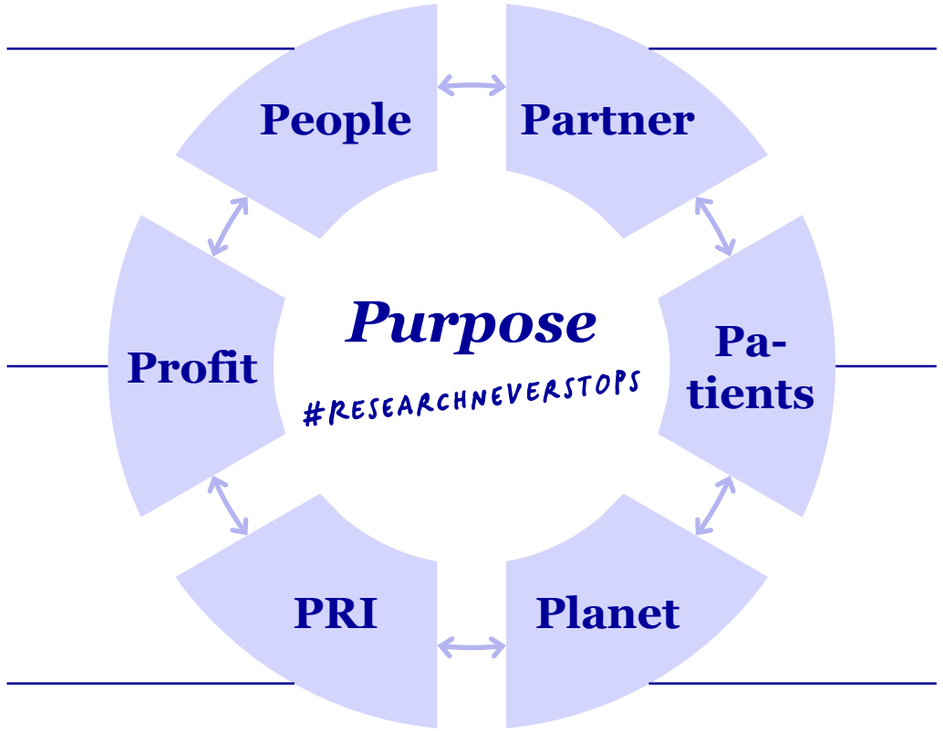
- Engagement & commitment
- Leadership & training
- Diversity, equity & inclusion

Resilient business model

- Financial resilience & independence
- Constant investments into the future
- Basis for sustainable success

Acknowledging Principles for Responsible Investment

- Compliance with investors' sustainable investment criteria
- Source for funding resilient growth



The "shared economy" in R&D

- Integrated platform for >800 partners
- Sharing values of highest integrity
- Sharing success

Cures for all / Access for all

- We will not stop until all existing diseases can be cured
- Precise, patient-centric medicine
- Respecting diversity in science

Protecting the planet

- Commitment to SBTi[1]
- Responsible use of resources

1 "Science Based Targets Initiative"

Staying ahead of the curve

Key levers for resilient responses

Business model

Environmental Social Governance

Organisational

Operational

Technological

Financial

- Together for Medicines that matter
- Precision medicine, better access
- Diverse portfolio contributing to UN SDGs
- ESG Performance & compliance
- Holistic risk and impact management
- Pandemic preparedness (PRROTECT[1])
- Structure and process agility
- Talent wellbeing, commitment & engagement
- IT strategy, security & delivery
- Business continuity ***#researchneverstops***
- Responsible supply chain management
- Profitability to fund future projects

Resilience

Foresee, adapt & bounce back better…

Sustainability

… to stay competitive and thrive

1 19 pandemic **P**reparedness and **R**apid **R**espOnse **TEC**hnology pla**T**form

Action Plans give clear guidance despite external challenges

Action Plans in numbers

Challenges

Financial crisis | **MERS** | **Avian Influenza** | **Brexit** | **COVID-19** | **War in Ukraine** | **Cyber-attack**

2009 — 2012 — 2018 — 2021 — 2025

Action Plan 2012
Restructure for growth

2010

- Revenues: € 55 m
- Adj. EBITDA: € 2 m
- R&D investments[1]: € 2 m
- Co-owned projects[2]: 6
- Employees: 519

Action Plan 2016
Build innovation seeds

2015

- Revenues: € 128 m
- Adj. EBITDA: € 9 m
- R&D investments[1]: € 18 m
- Co-owned projects[2]: 49
- Employees: 1,000

Action Plan 2022
Aspire global leadership

2020

- Revenues: € 501 m
- Adj. EBITDA: € 107 m
- R&D investments[1]: € 69 m
- Co-owned projects[2]: 118
- Employees: 3,572

Action Plan 2025
Leadership in data, science, multimodality & access

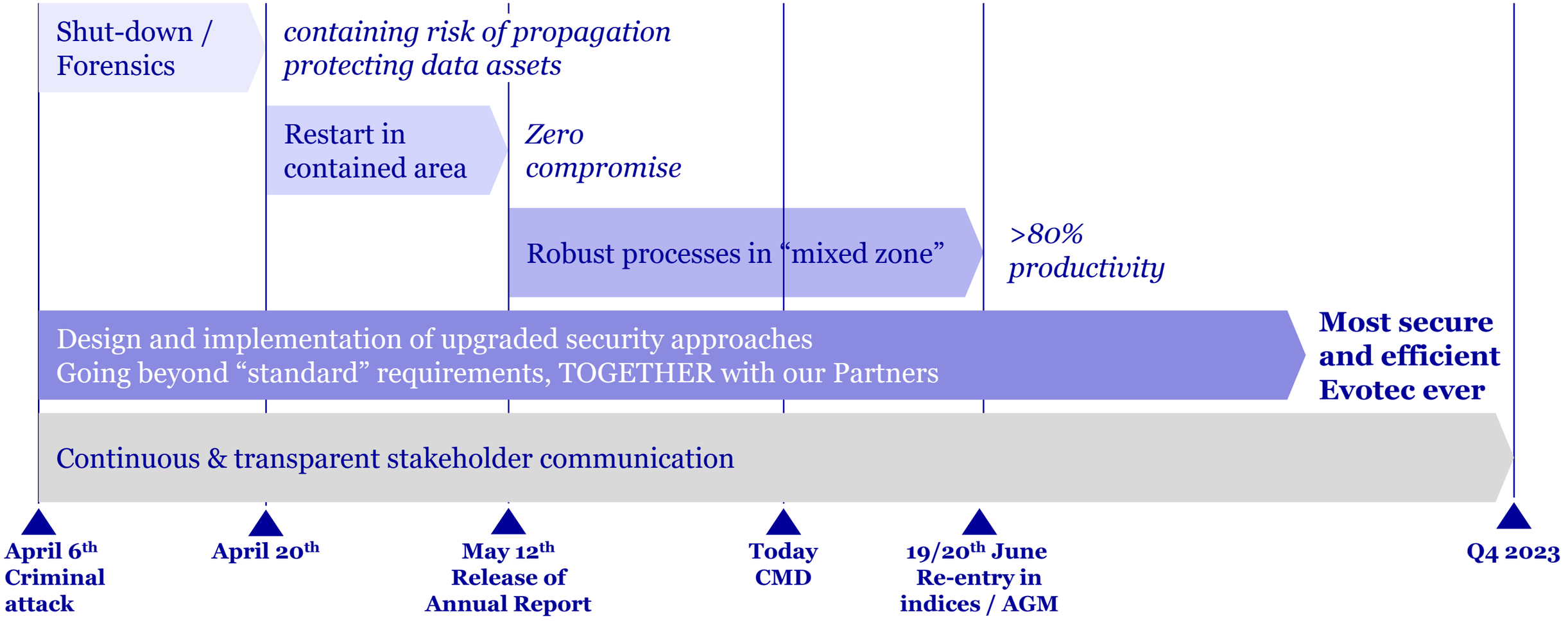
2025

- Revenues: > € 1 bn
- Adj. EBITDA: > € 300 m
- R&D investments[1]: > € 100 m
- Co-owned projects[2]: > 250
- Employees: > 5,000

1 Including equity investments
2 Does not include EVT equity investments

Bouncing back better

Development since detection of cyber-attack and plans forward



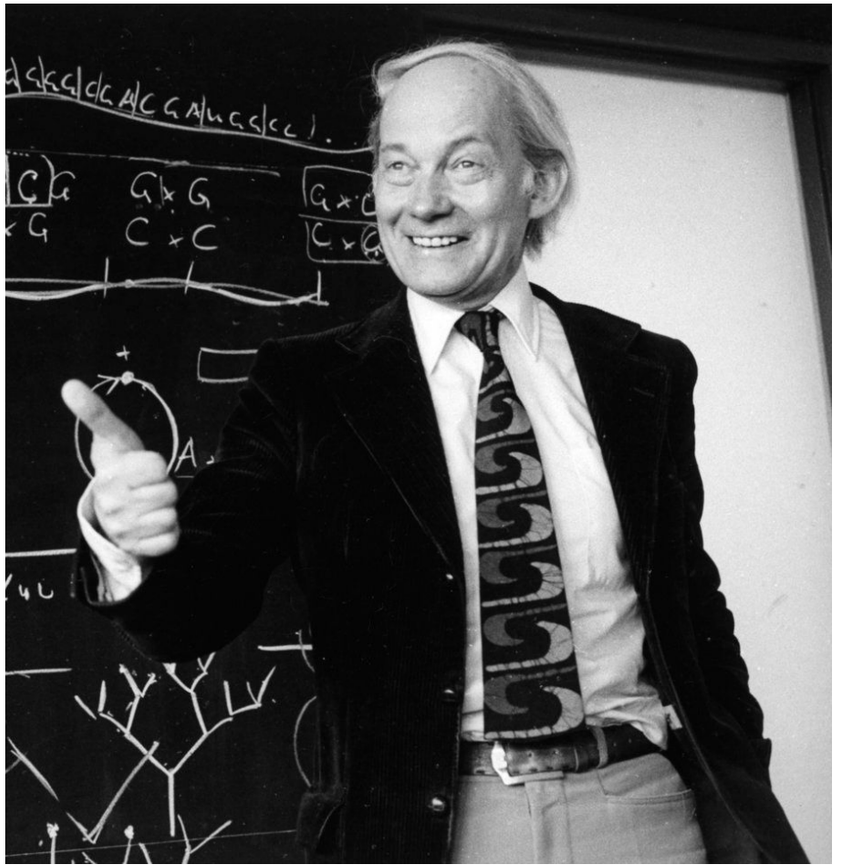
Already designed for sustainability right from the very beginning

The core idea of Evotec – evolutionary technology **for all**

“The goal of Evolution is not one single human, it is mankind.”

Eigen’s theories about self-organisation of complex molecules and his development of the evolution machine founded a new branch of science – **evo**lutionary bio**tec**hnology.

evotec



Manfred Eigen (1927–2019)
Co-founder of Evotec, Nobel Prize 1967

Global needs require global collaboration

Building a strong network for better access

Meeting with Mia Mottley, top 100 global leader - outspoken advocate for addressing climate change

ERA 4TB EUROPEAN REGIMEN ACCELERATOR FOR TUBERCULOSIS Part of IMI AMR Accelerator

BILL & MELINDA GATES foundation

OXFORD UNIVERSITY INNOVATION

UNIVERSITY OF OXFORD

Open Philanthropy

NIMBL The National Institute for Innovation in Manufacturing Biopharmaceuticals

TB Alliance

Signature ceremony of EIB loan at Evotec's Campus Curie in Toulouse

- Global network of >15 mission-driven foundations, >30 academia, multiple governments & non-government organisations
- Better access to medicine with paradigm shifting technology and most powerful global discovery infrastructure
- Secured funding with EIB-loan facility of € 150 m to support i.a. new J.POD facility in Toulouse

Precision & efficiency enhancing human well-being

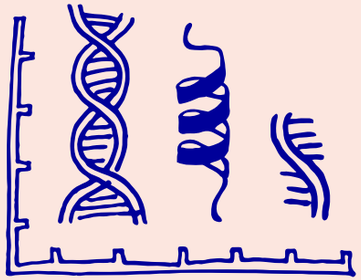
The shared economy platform in R&D

Our contribution to UN SDG 9.4, 9.5 & 9.b

- Building resilient research infrastructure that promotes innovative and sustainable biomedical R&D to enhance human well-being
- Enhancing scientific research through End-to-End Shared R&D
- Fully continuous manufacturing with high quality, less cost, and reduced environmental impact with lower footprint facilities

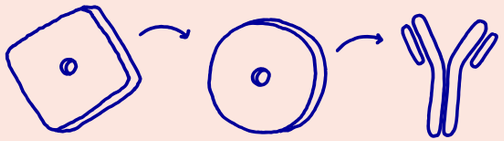
Our focus areas

PanOmics[1]



iPSCs

Just – Evotec Biologics



End-to-End Shared R&D

1 Schuhmacher A, et al. R&D efficiency of leading pharmaceutical companies – A 20-year analysis. Drug Discov Today. 2021 Aug;26(8):1784-1789. doi: 10.1016/j.drudis.2021.05.005.
BIO, QLS Advisors, Informa UK Ltd: Clinical Development Success Rates and Contributing Factors 2011–2020, February 2021. Hingorani, A.D., Kuan, V., Finan, C. et al. Improving the odds of drug development success through human genomics: modelling study. Sci Rep 9, 18911 (2019). https://doi.org/10.1038/s41598-019-54849-w: Ageing and Health, WHO, October 2021; Evotec estimates Includes PanOmics-enabled drug discovery, iPSC drug discovery platforms as well as molecular patient databases and clinical stratification

Sharing as basis for success of R&D network

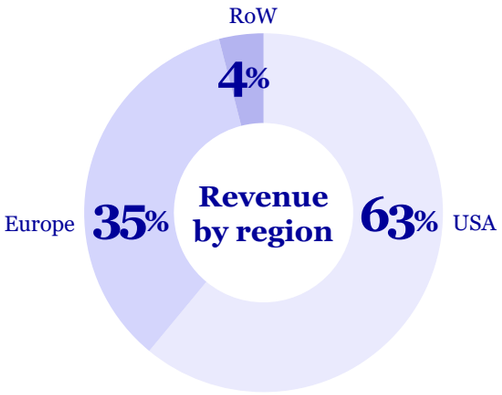
A stable foundation

>800

Partners

~38%

Revenue share with TOP 10 partners

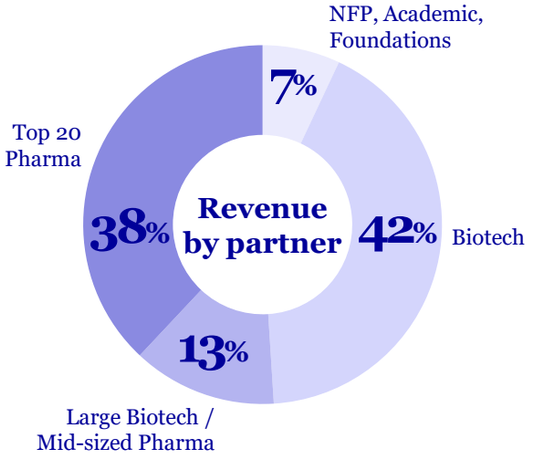


>92%

Repeat business

118

No. of partners with > € 1 m revenues (+22%)



Building a massive long-term royalty pool

Selected KPIs

>130

Co-owned pipeline assets

18

Clinical stage

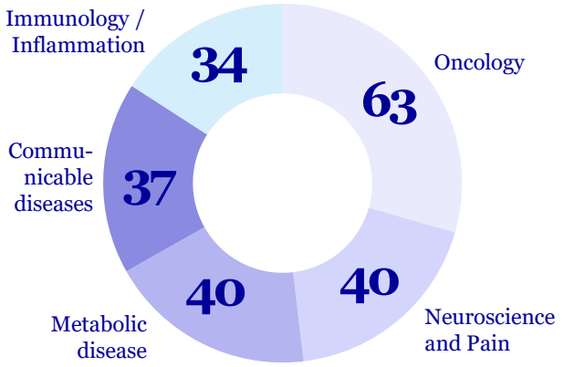
>€ 15 bn

Potential partnership milestones

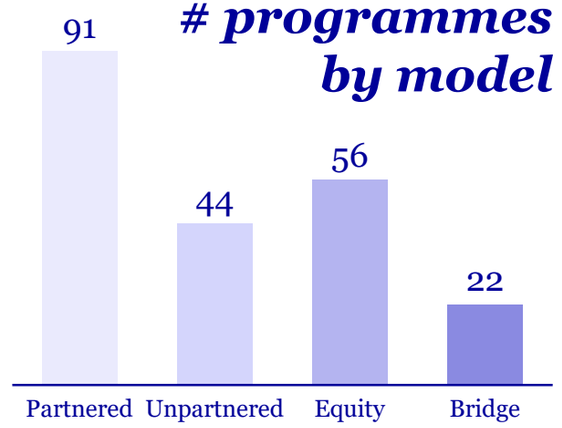
8-10%

Average royalty rate

programmes by disease area



programmes by model



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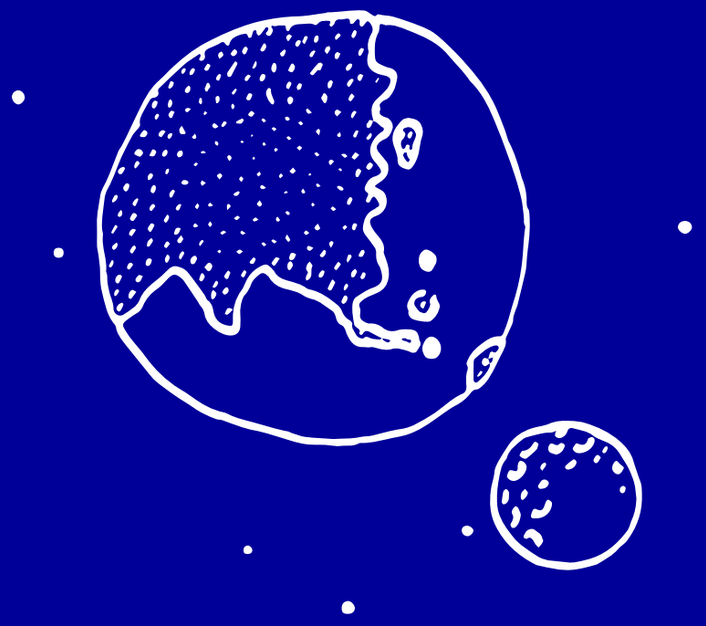
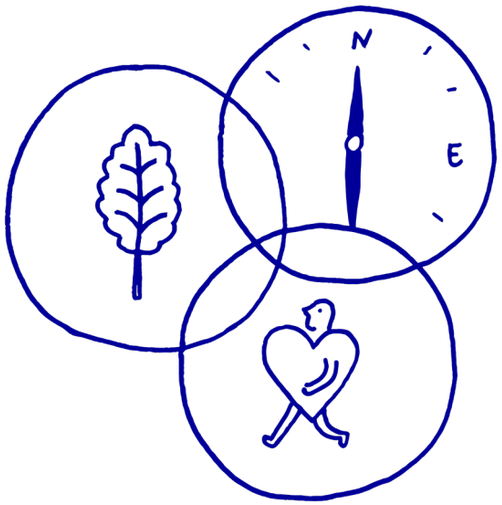


Where we stand today

ESG Performance

Where we stand

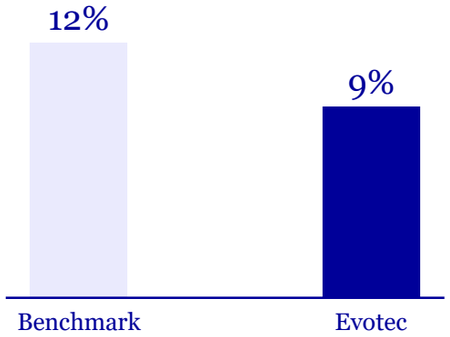
Benchmarking based on selected ESG-KPIs in our industry



Only 25%

with SBTi targets

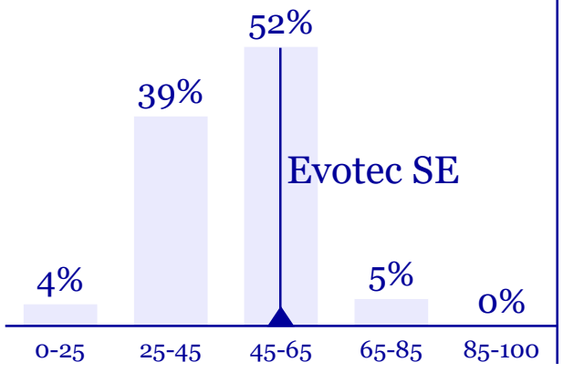
Workforce turnover



50%

with Engagement programme

EcoVadis Score

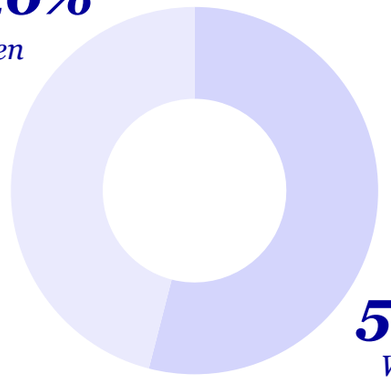


62%

with Supply chain ESG assessments

46%

Men



54%

Women

Derived from company information from: Charles River, Catalent, Wuxi Apptech, Wuxi Bio, Sartorius, Lonza, Qiagen, Eurofins, Danaher, Abcellera, Fate Therapeutics, Sana Biotechnology, Schrodinger, Recursion, Exscientia

In alignment with partners – improving share of wallet

Partners committed or with set SBT targets (Examples[1])

AstraZeneca **Reduce scope 1 GHG emissions by 20%, scope 2 by 95%, scope 3 by 25% until 2025.** *Target set in October 2016*	BAYER **Reduce scope 1 and 2 GHG emissions 42% by 2029 from a 2019 base year.** *Target set August 2020*	SANOFI **Reduce scope 1 & 2 GHG emissions 55% by 2030. Reduce scope 3 emissions 14% by 2030.** *Targets set July 2020*	NOVARTIS **Reduce scope 1, 2 & 3 GHG emissions 35% by 2030.** *Targets set in July 2019*	Pfizer **Reduce scope 1 & 2 emissions 46% by 2030; 64% of suppliers to have SBTs by 2025.** *Targets set in April 2021*	astellas **Reduce scope 1 & 2 emissions 30% by 2030, scope 3 by 20%** *Targets set in November 2018*	gsk GlaxoSmithKline **Reduce scope 1 & 2 emissions 10% by 2025, scope 3 by 16% until 2030** *Targets set in August 2019*	ucb **Reduce scope 1, 2 & 3 emissions 38% by 2030; 60% of suppliers to have SBTs by 2025.** *Targets set in April 2021*
novo nordisk® **Reduce scope 1 & 2 GHG emissions by 100% by 2030.** *Target set in May 2018*	Biogen **Reduced scope 1 + 2 em. 55% by 2032+100% by 2040. 80% of suppliers to have SBTs by 2025.** *Target set in Sept 2020*	Takeda **Reduce scope 1 & 2 emissions 40% by 2025; 67% of suppliers to have SBTs by 2024.** *Targets set in April 2020*	Lundbeck **Reduce scope 1 & 2 emissions 63%; scope 3 19% by 2034.** *Targets set in February 2021*	ono **Reduce scope 1, 2 emissions 55% by 2030 and 100% by 2050; scope 3 30% by 2030.** *Target set in July 2019*	SERVIER **Reduce scope 1, 2 & 3 emissions by 25% by 2030 Key suppliers need to set targets.** *Targets set in May 2020*	Otsuka **Reduce scope 1 and 2 emissions 30% by 2030 reduce scope 3 emissions 20% by 2030.** *Targets set in September 2019*	GILEAD **Reduce scope 1 and 2 emissions 46% and scope 3 15% by 2030.** *Targets set in May 2021*

Company has set 1.5°C target fully in line with IPCC requirements

Update May 2021 & 1.5°C target

Scope 1. direct emissions (e.g. natural gas for heating, fuel for company cars)
Scope 2: emissions due to purchased electricity, heat
Scope 3: indirect emissions – supplier emissions, emissions linked to investments, business travel
1 See https://sciencebasedtargets.org/companies-taking-action/ , Pharmaceuticals, Biotech & Life sector

Committed to Science-based targets to mitigate climate change

Our near-term goals

Commit | Develop | Submit | Commu-nicate | Disclose

*Evotec SE commits to **reduce absolute Scope 1 and 2 GHG emissions 50% by 2032** from a 2021 base year. Evotec SE also commits to increase annual sourcing of **renewable electricity** from 25% in base year to **100% by 2026**. Evotec SE commits to **reduce Scope 3** GHG from purchased goods and services and capital goods **72% per revenue** over the same period. Evotec also commits that **80% of its suppliers** by emissions covering purchased goods and services and capital goods **will have science-based targets by 2027**.*[1]

Science-based targets balancing fast growth and responsibility for the planet

- RE100 by 2026 *(LTI goal 2023)*
- 50% reduction of Scope 1 and 2 emissions by 2032, despite disproportionately faster growth than industry average
- Evotec will act as multiplier with its supplier engagement program

1 Evotec's targets submitted on 2 Jan 2023

Our reference point

GHG inventory results

ENERGY INTENSITY

Energy Intensity by Category

Scope 1
***2022:* 17,242**
2021: 19,058

Scope 2*
***2022:* 21,307**
2021: 20,293

Scope 3
***2022:* 204,895**
2021: 167,040

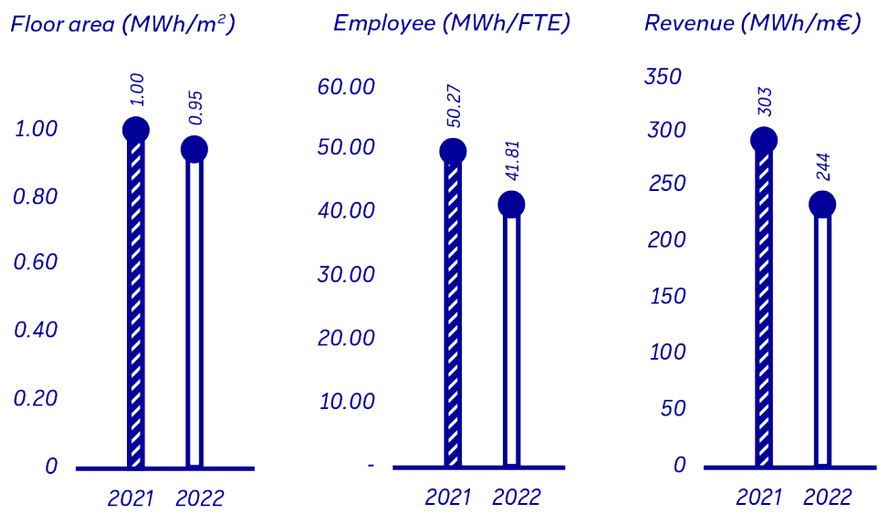
Total emissions

***2022:* 243,444**
2021: 206,391

**Market based.*

- Reduction of Scope 1&2 emissions by 2%, while growing the business at 22%
- Energy intensity reduction based on all relevant metrics
- Scope 3 emission still growing in line with revenues – Supplier Engagement programme starting in 2023

FIGURE: GHG INVENTORY IN tCO_2e



Scope 1: Natural gas & Fuels; Fugitive losses
Scope 2: Electricity, Heat & Steam
Scope 3: Purchased goods & services, Capital goods, Business travel & commuting, Fuel and energy related activities
For further details please refer to our Greenhouse Gas Inventory Methodology available at https://www.evotec.com/en/investor-relations/esg-performance-reporting

Mitigation measures already started … and rewarded

Emission reductions in Abingdon and Toulouse / Award win in Italy

B95 renovation, even before target setting

2021-2022: Replaced heating system with electrical heat pump system with estimated savings of ~800 tons CO_2e per year

Toulouse Energie Durable partners

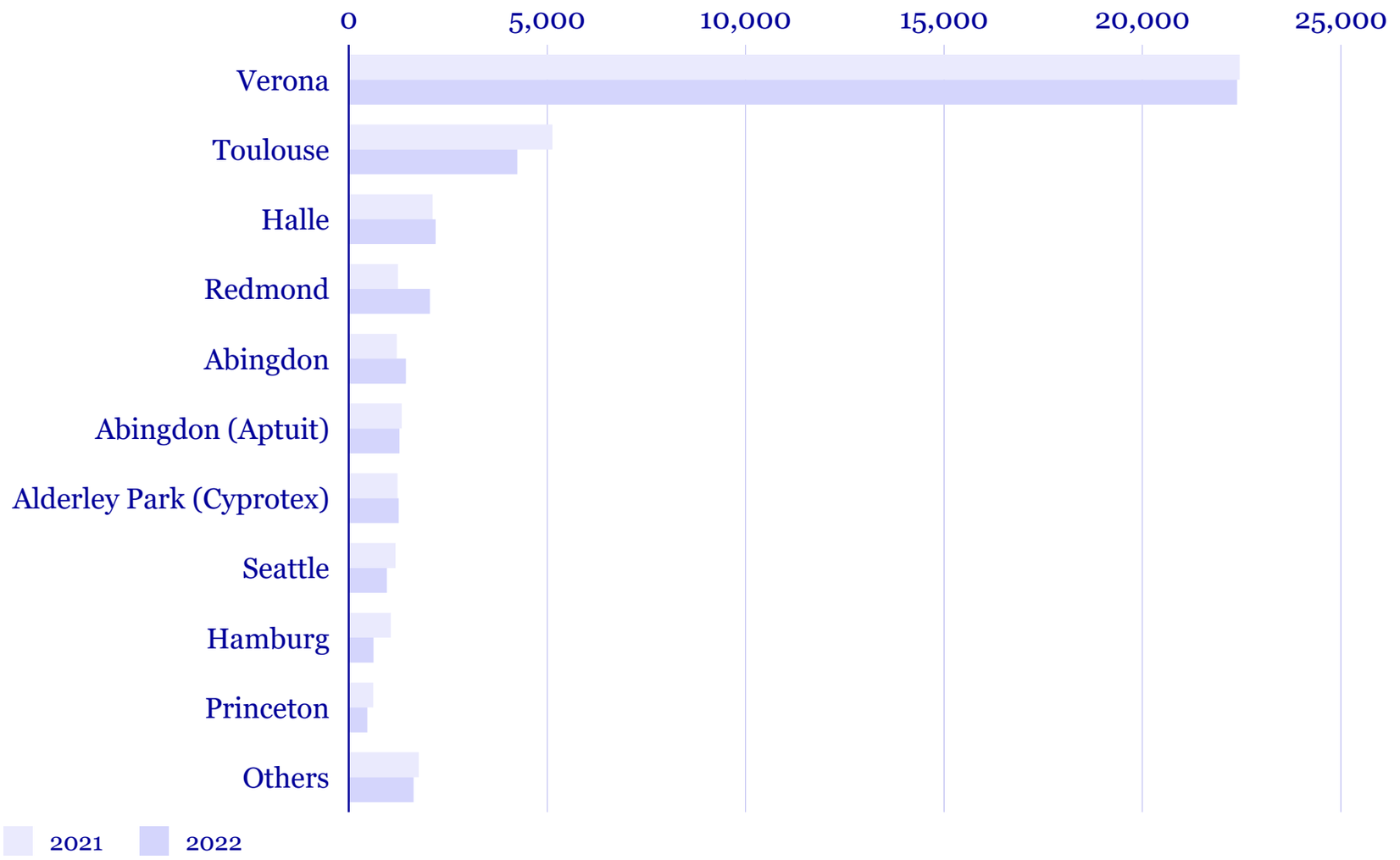
2022: Joined the renewable energy heating network Toulouse Energie Durable (TED). Site is now fully independent from other heating sources and expects saving of ~2,000 tons CO_2e per year

Our Partner value our commitment

2022: CHIESI Farmaceutici S.p.A .awards Evotec the status as supplier of the year, in particular for our SBTi committment and the proactive role we play

Additional fast improvements are possible

Our Scope 1 & 2 emissions by site



~40,000 tCO_2e Scope 1&2

- Base year-2021
- Top six sites accounting for >90% of emissions
- Verona site with exceptional CO2e savings potential due to – yet – unfavorable energy mix
- Reducing energy intensity at six top sites has highest priority - Start of performing energy audits for higher emissions sites in 2023

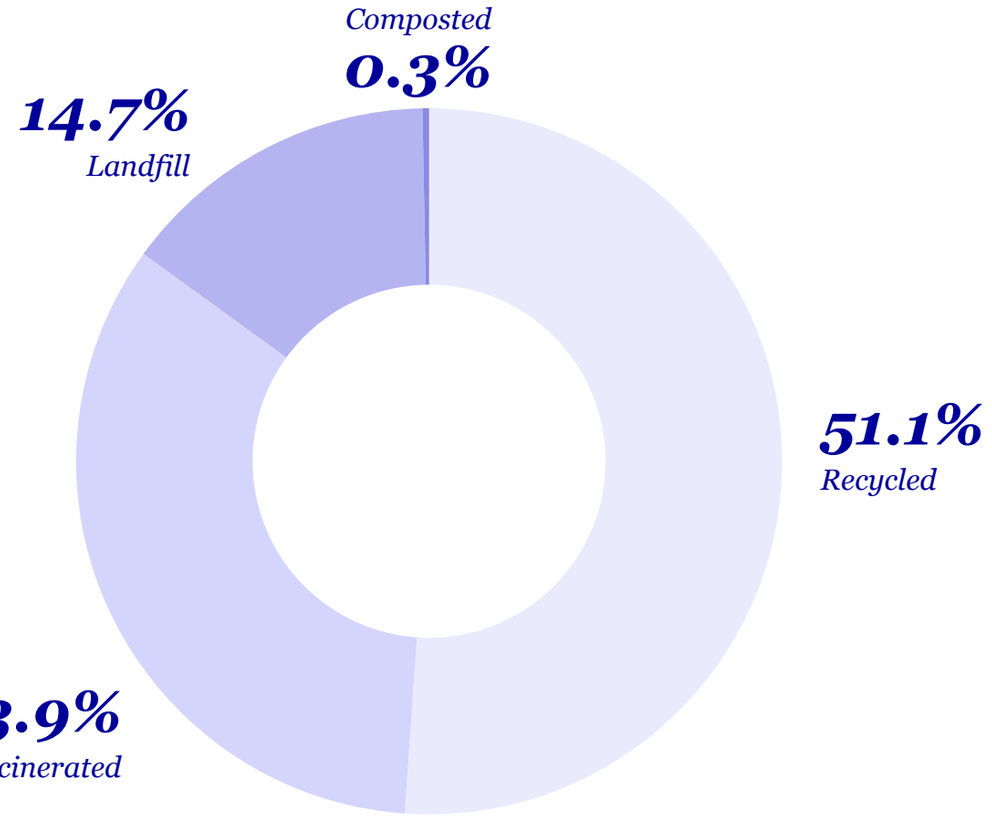
Lowering the environmental burden

Waste

Just the beginning

- 2022 was first year of systematic waste measurement
- 25% decrease versus 2021 overstated due to overly conservative modelling last year
- Aiming to achieve 0% landfill waste disposal at all Evotec sites by 2025
- Supplier engagement a cornerstone of waste reduction strategy

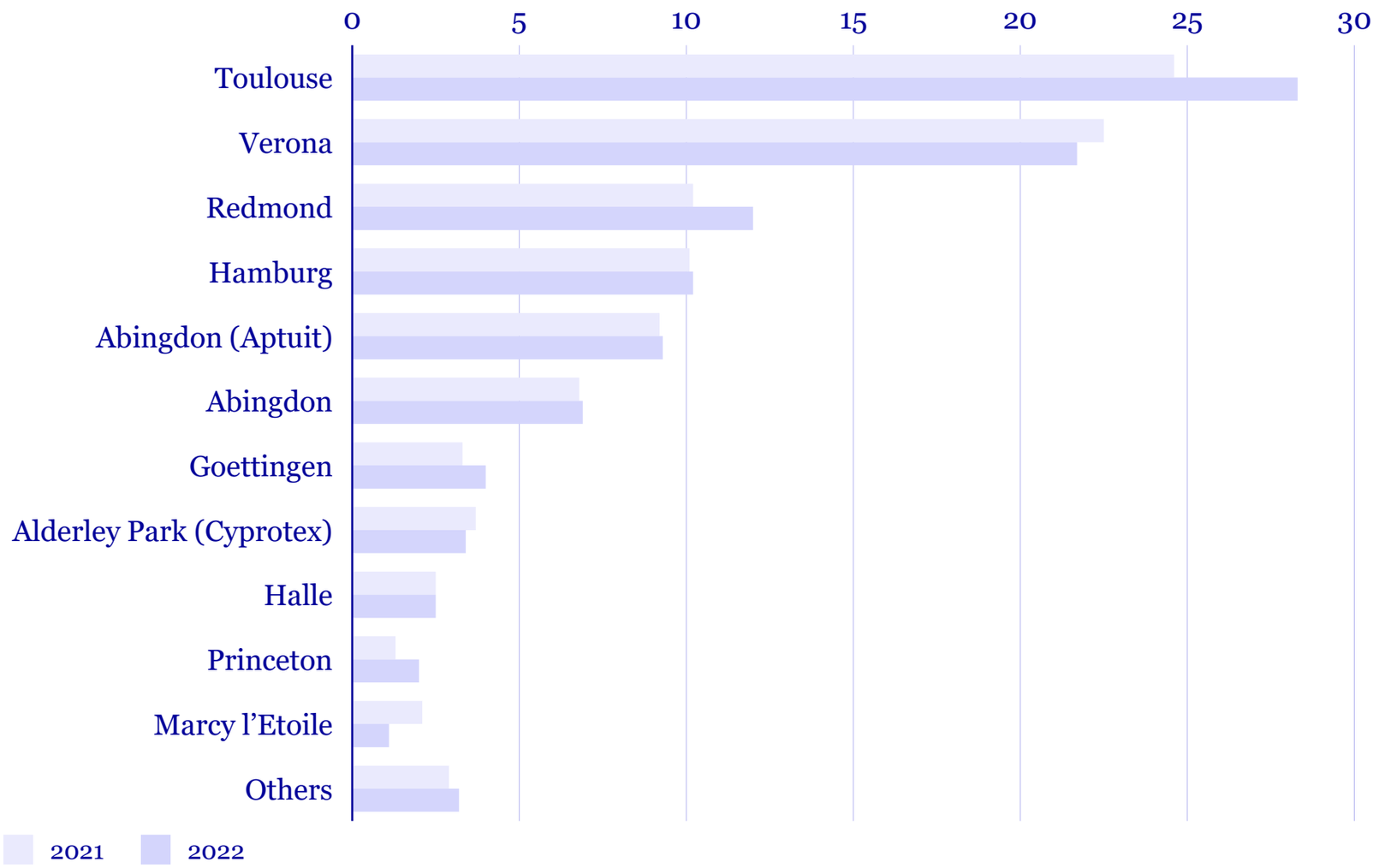
Waste 2022 (~3,600 tonnes)



Source of Image: waste-management-sops-english.pdf (emphnet.net)

Water savings almost mitigating construction work related effects

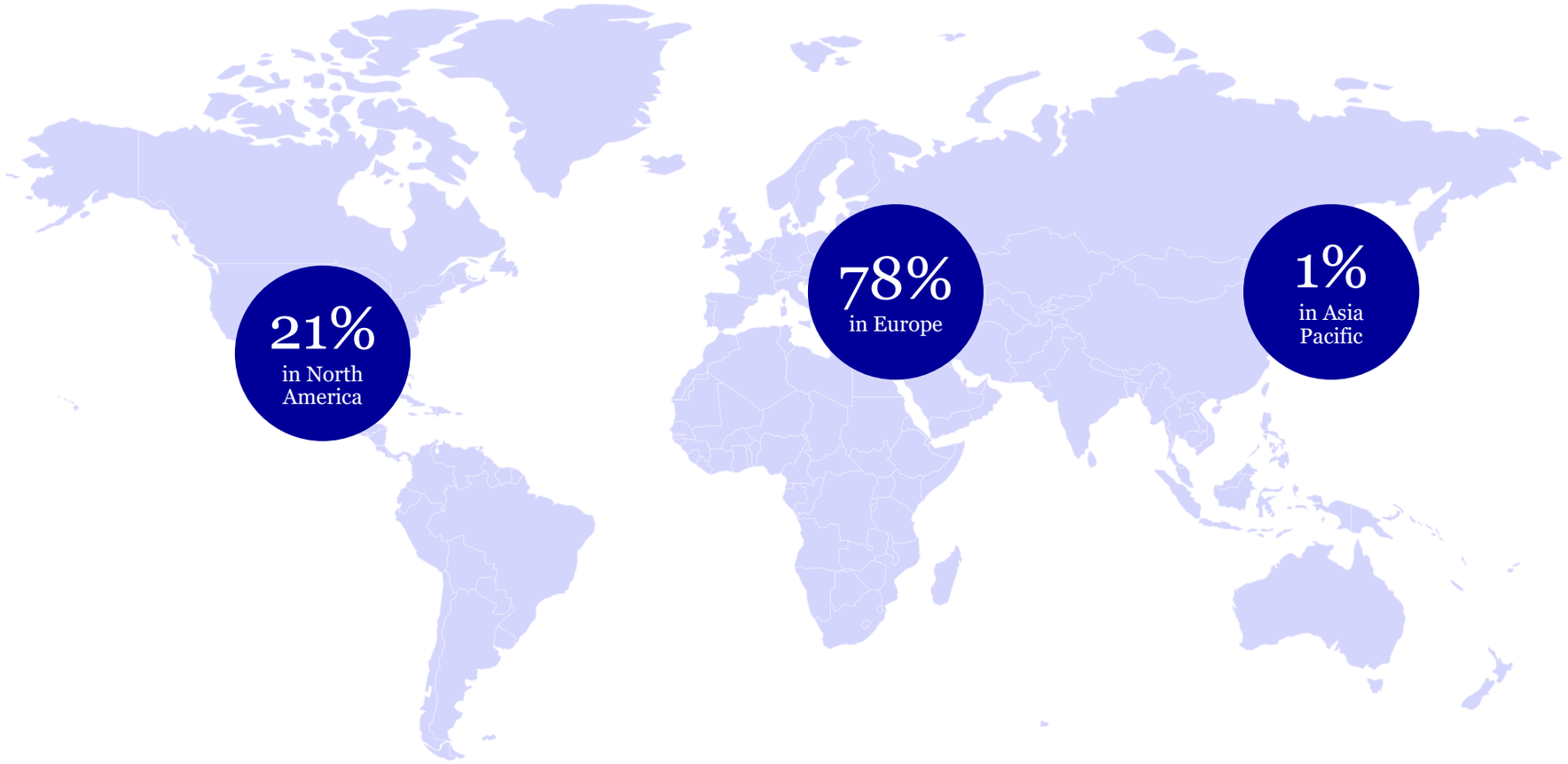
Water consumption by site (mega litres)



- Increase of total water usage by 5% from 99.3 mega litres in 2021 to 104.3 mega litres in 2022
- Construction work in Toulouse and first full operational year of J.POD in Redmond have visible impact
- Improved process efficiency resulting in reduction of water intensity by 13% from 0.160 mega ltr/€m in 2021 to 0.139 by mega ltr / €m in 2022

Supplier engagement for supply chain resilience

Location of our suppliers



Increasing our supply chain resilience

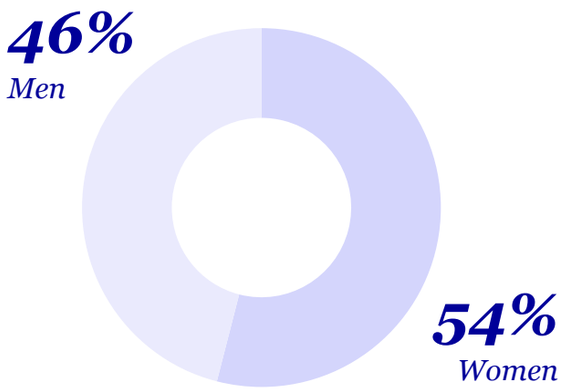
- We register and track our > 6,000 suppliers
- 99% of our suppliers are from Europe and the US
  - Close to our partners
  - Reduced risk of supply chain disruption
- In 2022 we introduced our Supplier Code of Conduct

Sustainable growth enabled by strong culture, values & people

~5,000x talent and agility

4,952
employees

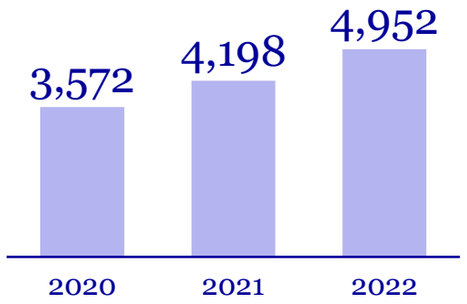
91
Nationalities



33%
Share of PhDs

31%
Women in Senior Management

38
Average age



Ca. 500 net new talents planned for 2023

Building resilience to support our people

People's development and health & safety

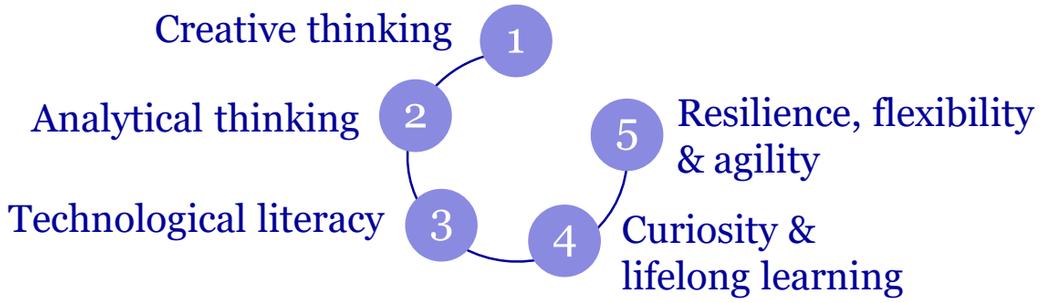
EVOacademy

- Web-based platform for skills development
- Broad catalogue of learning opportunities; technical to professional skills

Health & safety strategy

- New health & safety vision and plan driving 2025 goals
- Greater attention and focus on learning to improve our resilience to fatal and/or life changing risks
- Global governance overseeing the harmonization of our safety practices from 2023

Top 5 skills for the future[1]



Our focus

Well-being

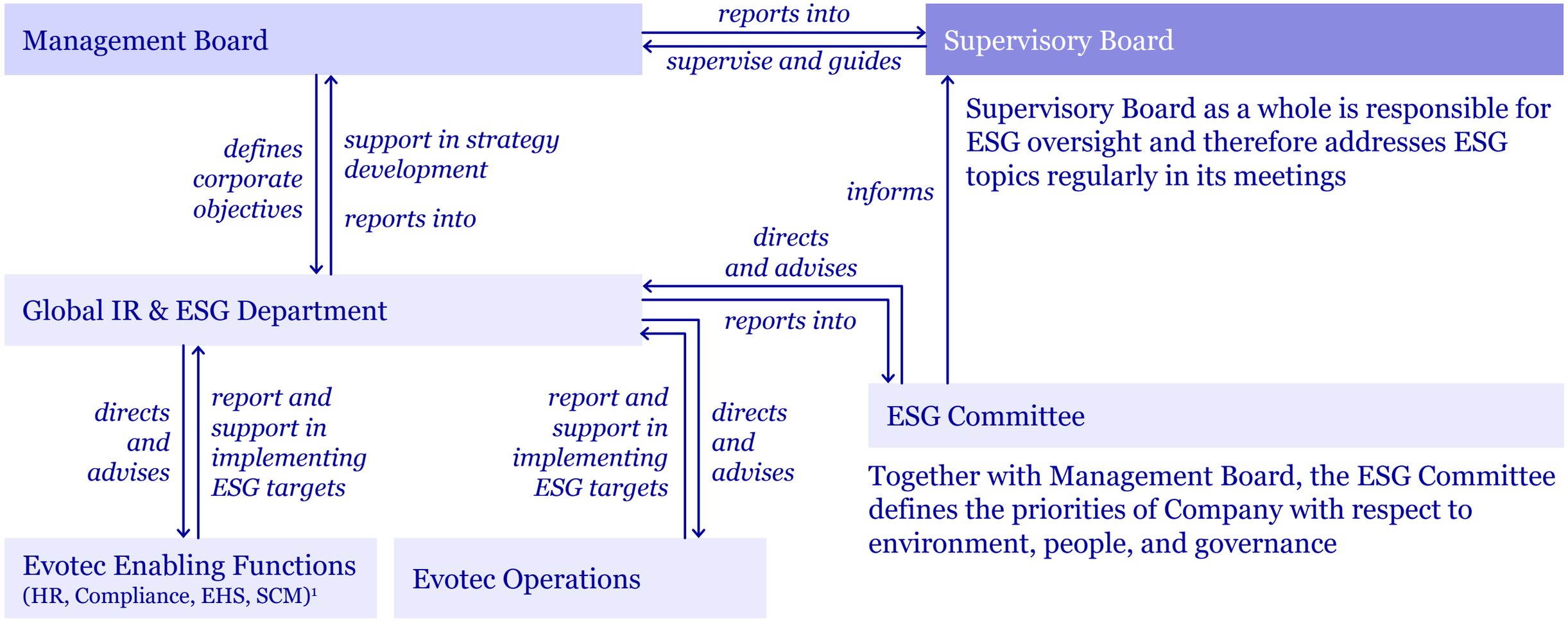
Risk management

Governance

1 World Economic Forum, Future of Job Report 2023.

Strong Sustainability Governance in place for better preparedness

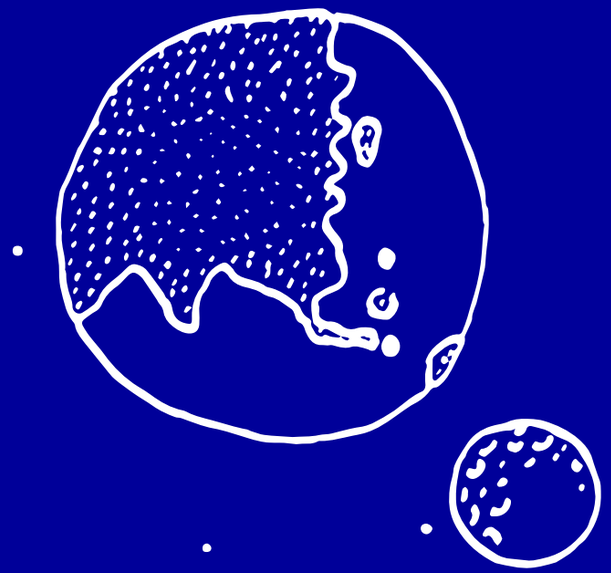
Governance structure



1 Human Resources, Compliance, Environment, Health & Safety, Supply Chain Management

Agenda

1. Sustainability makes us better & more competitive
2. Where we stand today
3. **Our contribution to UN SDG 3**
4. Better access for tomorrow
5. Resilient into the future
6. Q&A

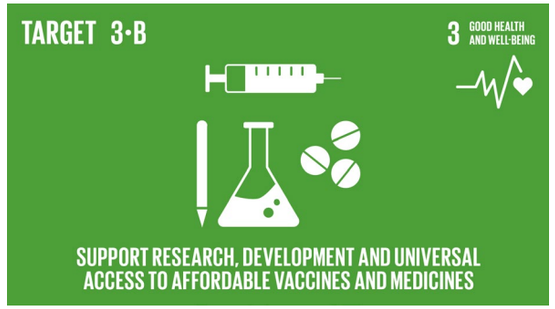


Our contribution to UN SDG 3

Partnering for global impact

Strong contribution to achieve UN SDG 3 sub targets

R&D and Access to improve Global Health



Support the research and development of vaccines and medicines for the communicable and non-communicable diseases and access for all to affordable essential medicines and vaccines

- **Most powerful discovery & development infrastructure**
- **Paradigm shift in biologics manufacturing for better access**

By 2030, end the epidemics of AIDS, tuberculosis, malaria and neglected tropical disease and combat hepatitis and other communicable diseases

- **>30 projects related to TB and other communicable diseases in addition to significant collaborations with consortia**

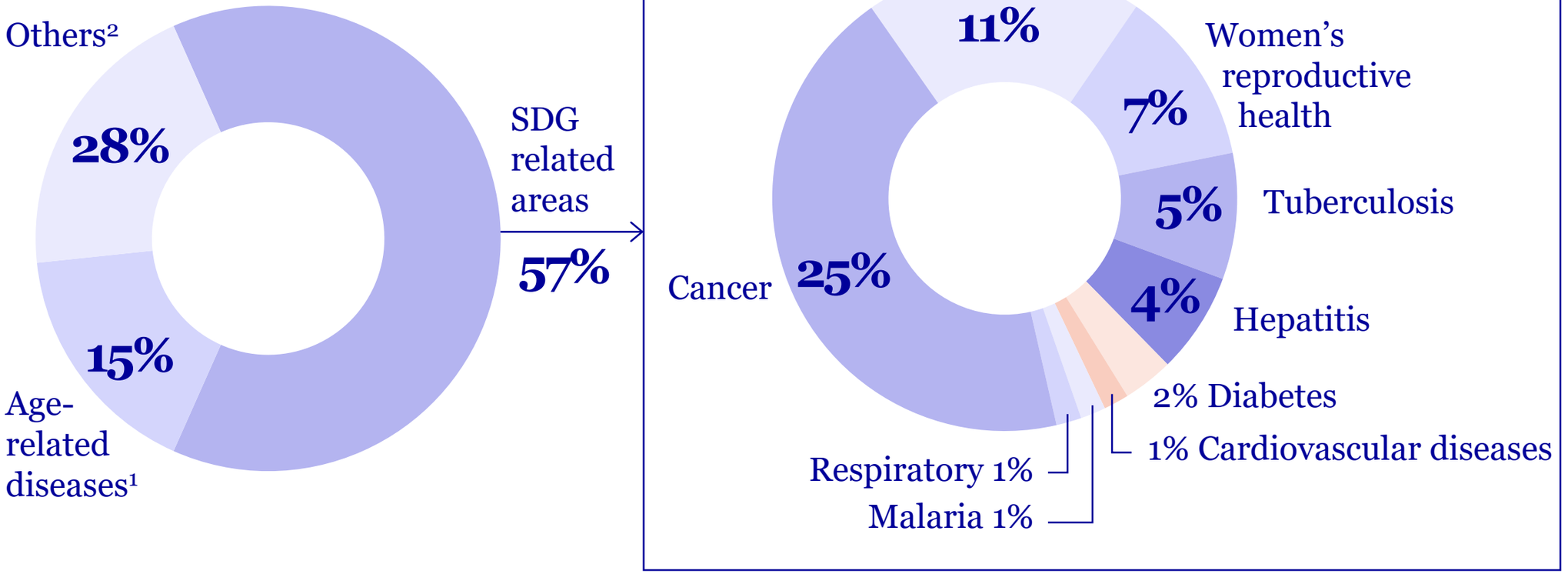
By 2030, reduce premature mortality from non-communicable diseases and promote mental health and well-being

- **>100 projects related to non-communicable diseases**
- **Collaborations with >800 partners on the platform**

Creating a valuable social impact

Our portfolio in the light of SDGs

Disease areas related to SDG 3 & 5



1 Central nervous system diseases (CNS) and ophthalmology
2 Inflammation, rare diseases, pain, among others

An active contribution to UN Sustainable Development Goals

Selected targets of UN SDGs 3 & 5

Combat Hepatitis

Chronic hepatitis B virus carriers

350 m

End epidemic of TB by 2030

Fatal TB cases in 2020

1.5 m

End epidemic of Malaria by 2030

Malaria cases 2020

241 m

Achieving universal access to contraception

Women in need, but w/o access 2020

172 m

Treatment and care for neglected tropical diseases (NTDs)

Cases 2020

1.74 bn

Est. fatalities related to anti-microbial resistance 2020e-2050e

mio. people

1.2 ---------- ***10***

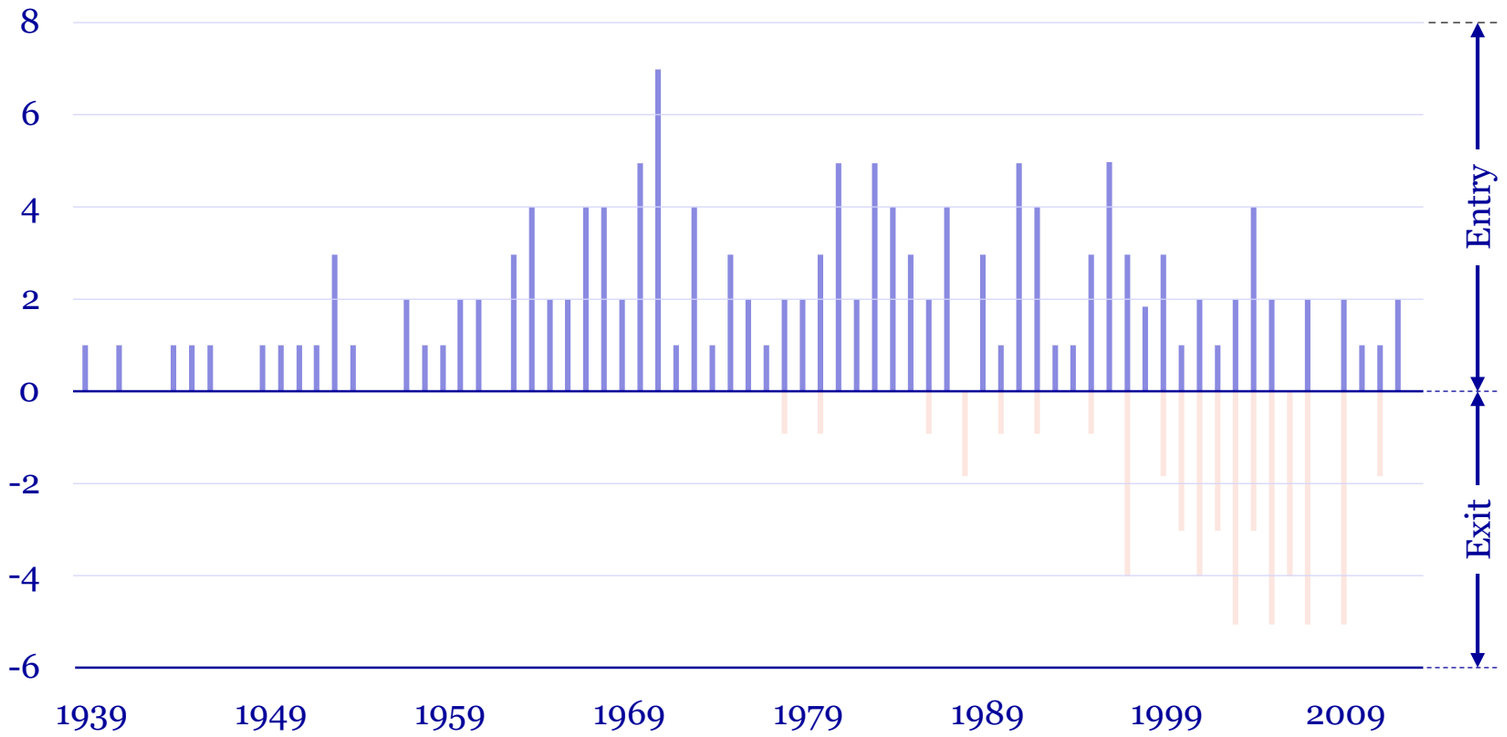
Sources: WHO, Lancet, United Nations

More antibacterial drugs are increasingly needed

A limited pipeline driven by smaller organisations

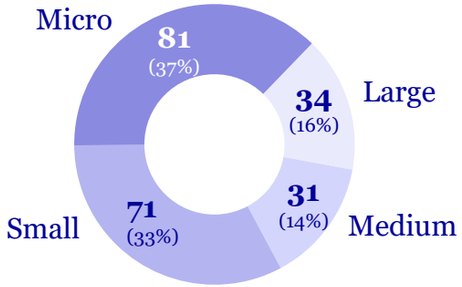
NMEs are being rendered obsolete or commercially unattractive because of drug resistance, toxicity, or newer-generation derivatives

Number of antibacterial drugs entering or exiting clinical use indicated on an annual basis[1]

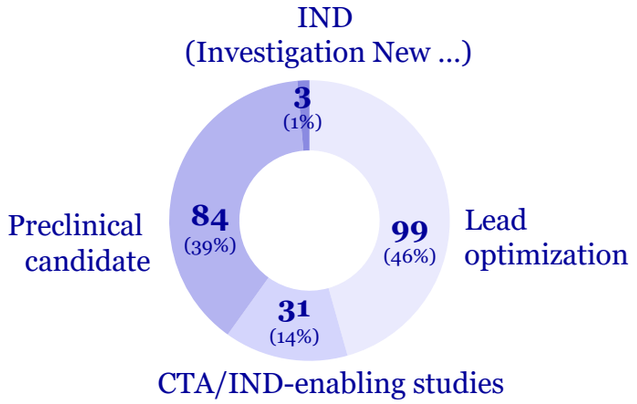


A 2021 survey indicates smaller institutions developing new drugs[2]

A.4 No. by size of developer institution



B No. by preclinical stage



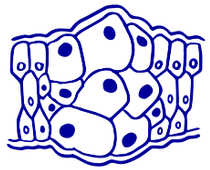
NME – new molecular entity

1 Drug Discovery Today, 2014, 19(9), 1283

2 WHO antibacterial preclinical pipeline review

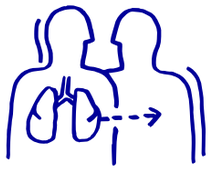
Antibacterials are essential for life saving medical procedures

Prevention and treatment of infections



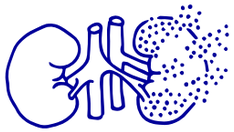
Cancer

9.8 million people receive chemotherapy per year. Infection is the leading cause of death for people fighting cancer.



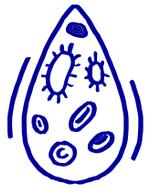
Organ transplants

Globally >150,000 patients per year are vulnerable to infection from surgery and suppressed immune systems.



Dialysis

>2 million people with kidney disease receive dialysis or a kidney transplant which many require antibiotics.



Sepsis

11 million people die from sepsis each year. Without effective anti-biotics sepsis can lead to tissue damage, organ failure and death.

Surgery

Globally 1 in 5 births are by cesarean section. Antibiotics are needed to treat infections from even the simplest of surgeries.

Chronic diseases

>422 million people have diabetes world-wide. Chronic conditions increase the risk of infection as many medications lower the body's self-protection ability

Modern medicines depend on antimicrobials to prevent and treat infection

www.AJMC.com, www.transplant-observatory.org, www.pharm.ucsf.edu, www.global-sepsis-alliance.org, BMJ journals – trends and projections of caesarean section rates, www.who.int

Anticipating a resurgence of vector-borne diseases in a changing world

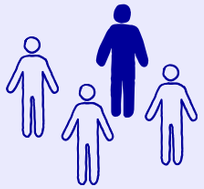
Urbanization, climate change & globalization fueling re-emergence of vector-borne disease

Urbanization

Creates ideal breeding grounds for vectors & dense populations facilitates transmission

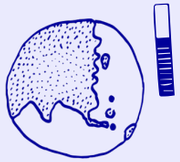
Globalization

Increasing both the prevalence and severity of pandemics



Increasing temperatures

Enables aedes species of mosquito and other known vectors to flourish



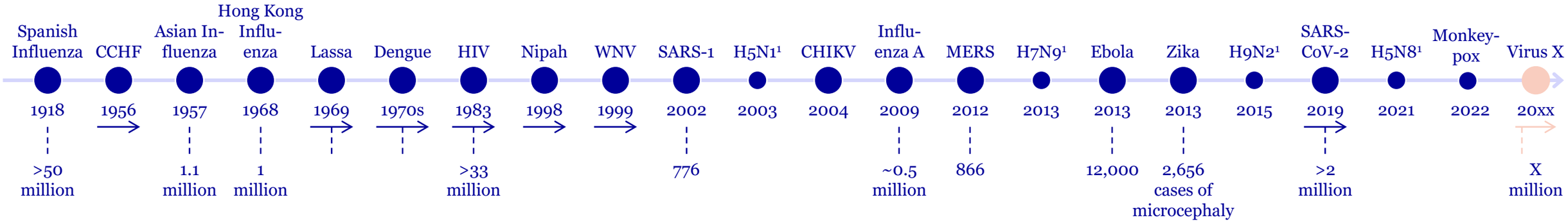
Dengue v.	A study by the NIH concluded that, for every 1°C the planet warms, Dengue Fever cases will increase by 35%
Chikungunya v.	Chikungunya has primarily existed in warmer climates but autochthonous outbreaks have now been documented in Italy (2007) and France (2010)
Zika v.	As of December 2021, autochthonous Zika virus transmission had been reported in 89 countries

https://www.ncbi.nlm.nih.gov/pmc/articles/PMC8428665/
https://www.expertmarketresearch.com/reports/zika-virus-therapeutics-market

Viral pandemics are a permanent threat

>10 pathogenic viruses have emerged in the last century, many more are being identified

Viral pandemics killed >85 million people in the last 100 years. The next pandemic is certain.



1.7 m

undiscovered viruses are thought to exist[2]

~700,000

could have the ability to infect humans[2]

1,000

new viruses were already found in 160k samples[3]

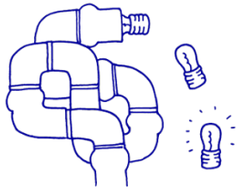
1 Under strict surveillance for potential outbreaks
2 https ://ipbes.net/sites/default/files/2020-12/IPBES%20Workshop%20on%20Biodiversity%20and%20Pandemics%20Report_0.pdf
3 https://p2.predict.global/

Sustaining the shared Infectious diseases R&D economy

Ideally positioned end-to-end R&D engine combining world-class expertise and platforms

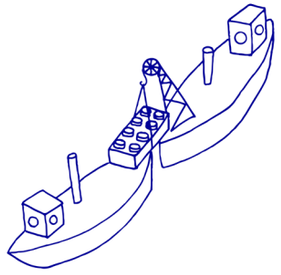
Extensive experience and innovation in infectious diseases R&D

- Deep rooted heritage in anti-infectives built upon years of experience
- Global partner network: Foundations, BRIDGES, KOLS
- Investing in ever-evolving dedicated technologies and scientific platforms



Multi-modality approaches targeting host or pathogen, across AMR, TB, virology and fungal infections

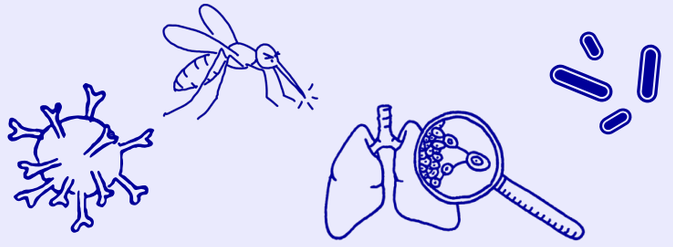
- Small molecules, biologics, oligos, bispecific approaches and other modalities
- Traditional and non-traditional targets
- Experts in immunology, microbiology and multiple other disciplines



Integrated seamlessly with our end-to-end R&D

- A.I./M.L. tools, crystallography and modelling to support drug discovery
- State of the art genetics and omics technologies and bioinformatics
- Innovating in translational biology through imaging, biomarkers and *ex vivo*

~200 Scientists dedicated to ID across multiple functions

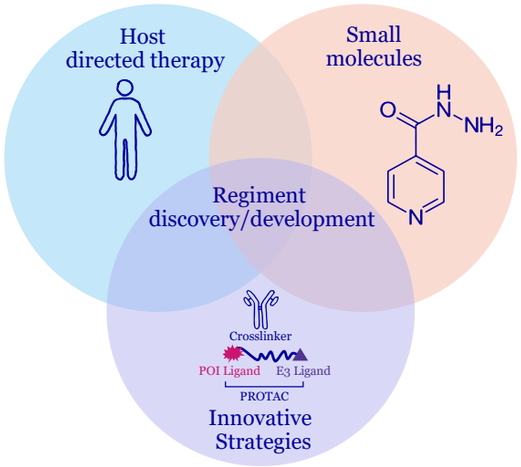


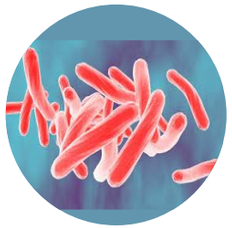
Partnering in TB for global impact

A major contribution to the TB R&D ecosystem

Supporting our partners in the shared R&D economy

- A globally unique, deep and broad TB platform, pushing the gold standard
- Modality agnostic, host or pathogen approaches
- Globally recognised expertise





Member of 3 major consortia as well as long-term partnerships in TB drug discovery & development

- Active drug discovery and translational science pipeline in collaboration with Pharma, academia, nonprofit sectors

ERA 4TB EUROPEAN REGIMEN ACCELERATOR FOR TUBERCULOSIS
Part of IMI AMR Accelerator

Tuberculosis Drug Accelerator

BILL & MELINDA GATES foundation

University of Dundee

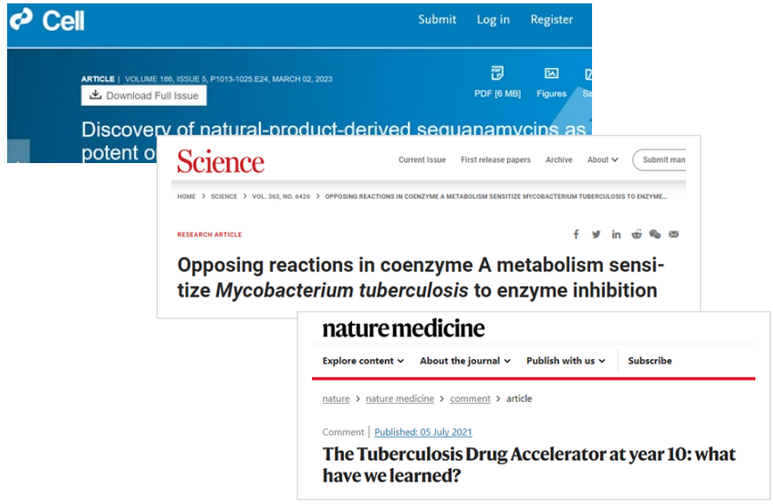
PAN-TB PROJECT TO ACCELERATE NEW TREATMENTS FOR TUBERCULOSIS

TB Alliance

HZI HELMHOLTZ Centre for Infection Research

Maximizing impact through sharing of knowledge and expertise

- A fruitful history that is only a starting point
- A team recognized as key players in TB R&D, experienced through clinical development



Example: Investing in solutions to antimicrobial resistance

Driving innovation against bacterial threats

Platform investments for antimicrobial R&D at the leading edge

- **EvostrAInTM:** Highly valuable collection of ~10,000 strains from clinic and reference collections
- **Complex assays, technologies and platforms** including dedicated omics, to support discovery and development and understanding of disease biology
- **Tools and strategies including predictive models** to aid antibacterial drug design

About AUROBAC THERAPEUTICS

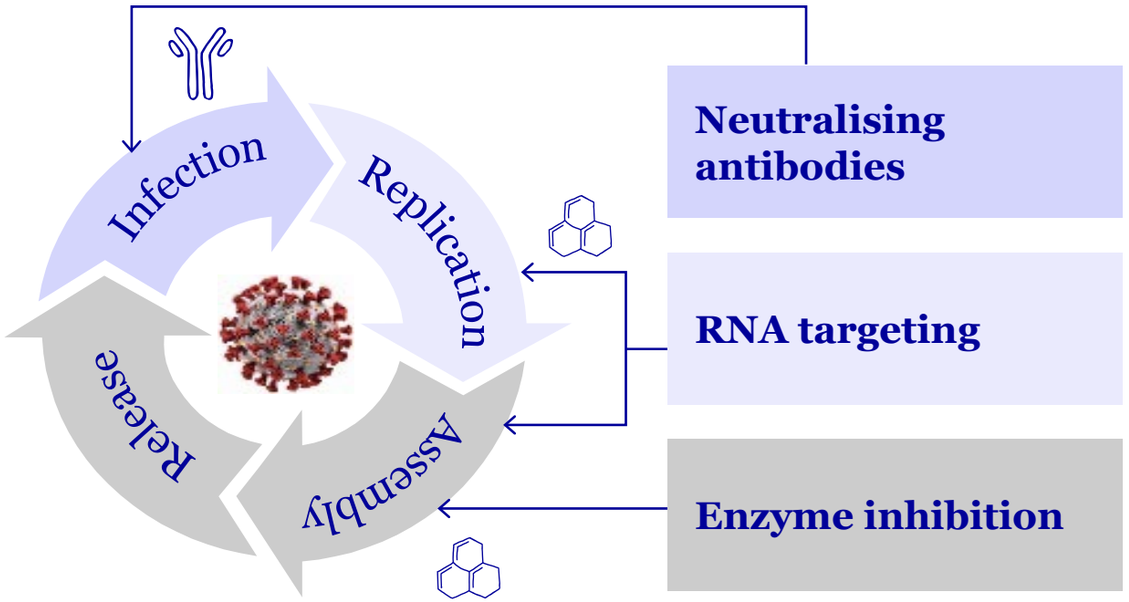
AUROBAC THERAPEUTICS is a biopharmaceutical company founded as a joint venture by Boehringer Ingelheim, a leading research-driven biopharmaceutical company, the life science company Evotec SE and bioMérieux, a world leader in *in vitro* diagnostics, to create the next generation of products along with actionable diagnostics to fight AntiMicrobial Resistance (AMR).

AUROBAC plans to work to shift the strategy related to antibiotic treatment regimens, which now leans heavily on empirical approaches using broad-spectrum and unfocused medicines. The goal is to turn this into a precision approach, using new highly effective and targeted modalities, combined with rapid and actionable diagnostics to quickly identify pathogens and their resistance patterns, and supported by new economic models.

https://aurobac-tx.com/

Therapeutic approaches in virology to target host and pathogen

Working across modalities to target essential viral processes or the host response



Boosting innate immune system

- **First line of defense**
- **Responds in <24 hours**

Boosting adaptive immune system

- Antigen specific memory
- Takes >7 days to form

Viral Life Cycle:

Multimodality approaches to block key points

Boosting Host Immunity:

Novel modalities needed to increase both innate and adaptive immunity

Significant pipeline against a range of viral threats

Complementary antiviral approaches and modalities

Virus	Target	Modality	TV / Assay dev	Hit ID	Hit to lead	Lead optimization	PCD	Phase I
CHICKV	Neutralizing Antibody							
SARS-CoV 2	Host							
	Neutralizing Antibody							
HBV	Host							
	Target RNA							
	Protein degradation							
EBV	*Target RNA*							
	Protein degradation							
BKV	*Protein degradation*							
Influenza	*Protein degradation*							
Nipah	*Target RNA*							
	Neutralizing Antibody							

Agenda

1. Sustainability makes us better & more competitive
2. Where we stand today
3. Our contribution to UN SDG 3
4. **Better access for tomorrow**
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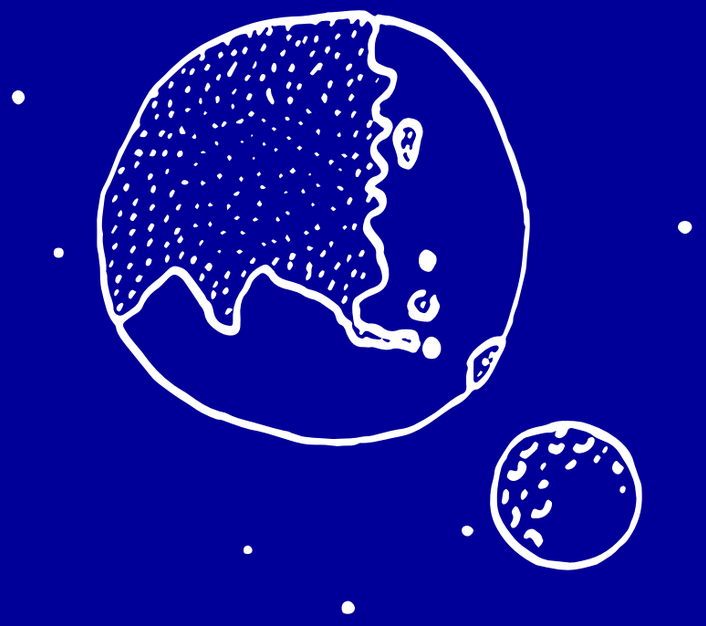
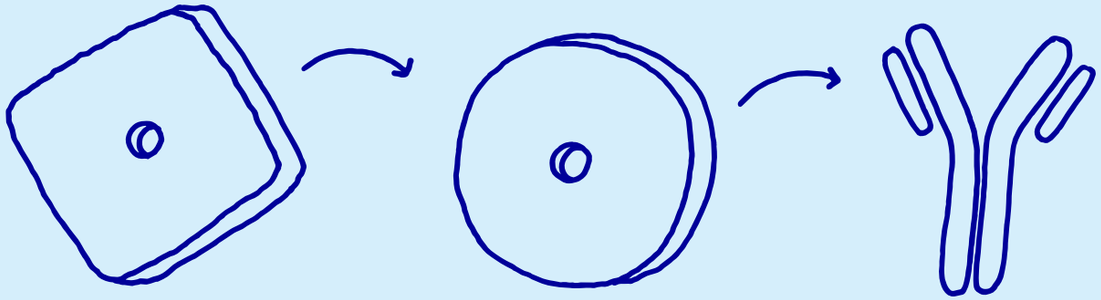


Better access for tomorrow

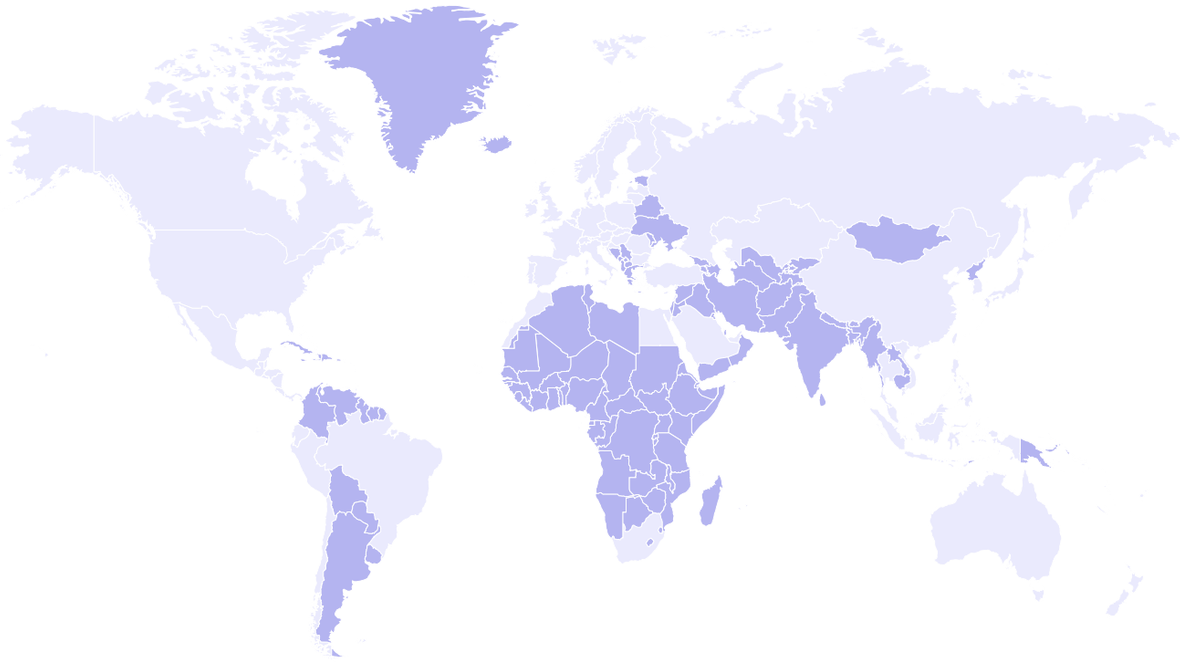
Efficient use of resources for equitable benefits for all



Solving one access challenge at a time: underserved regions

Illustration of challenge and solution elements

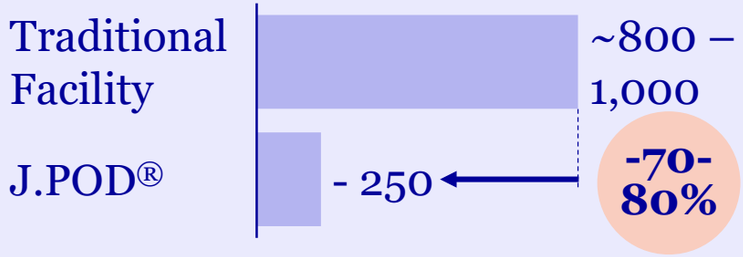
Case study – Countries where key PD-1 antibodies are currently not available



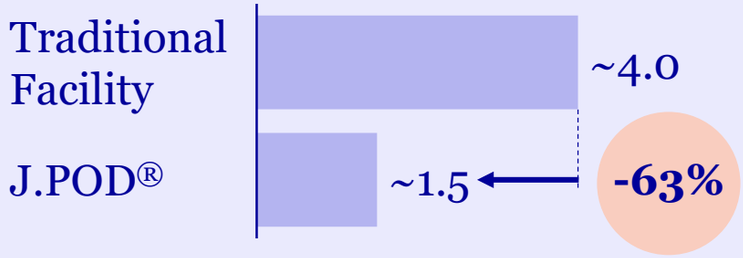
Enabling new business models

Just EVOTEC BIOLOGICS

Facility building costs, *US$m*



Time to set up facility, *years*



Source: IQVIA data from 2021

Solving one access challenge at a time: underserved indications

Illustration of challenge and solution elements

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

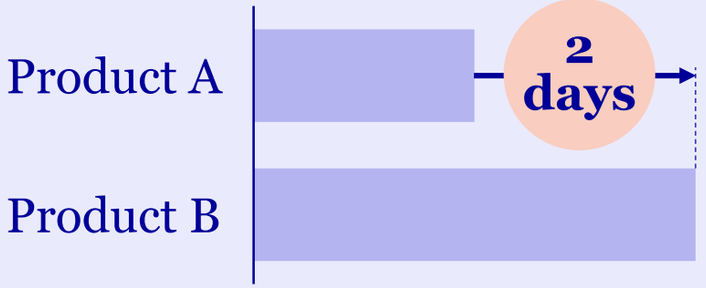
30
million people

in **US** are living with rare disease

Just EVOTEC BIOLOGICS

1. High titer cell lines

2. Rapid turn around



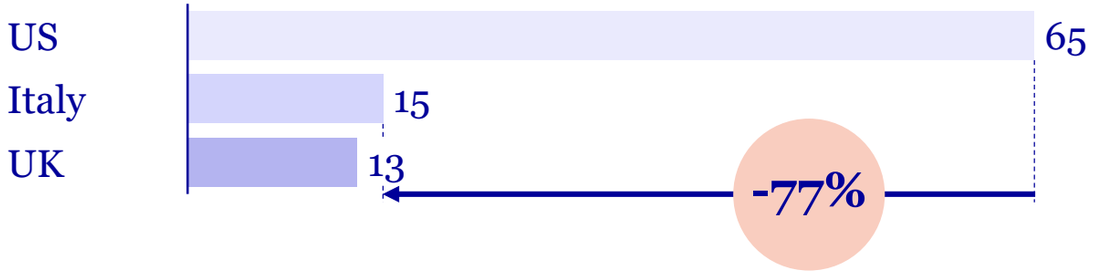
Source: https://www.weforum.org/agenda/2019/05/rare-diseases-arent-rare-but-treatments-for-them-are-its-time-to-change-that/

Solving one access challenge at a time: underserved populations

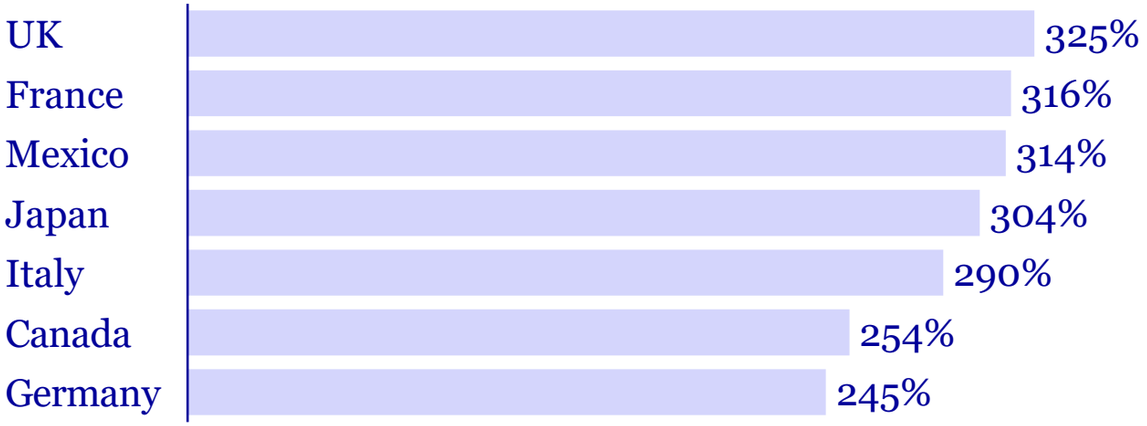
Illustration of challenge and solution elements

Case example for top-5 mAb therapy – Psoriatic Arthritis

Comparison of annual treatment costs U.S., *in USD (000s)*[1]



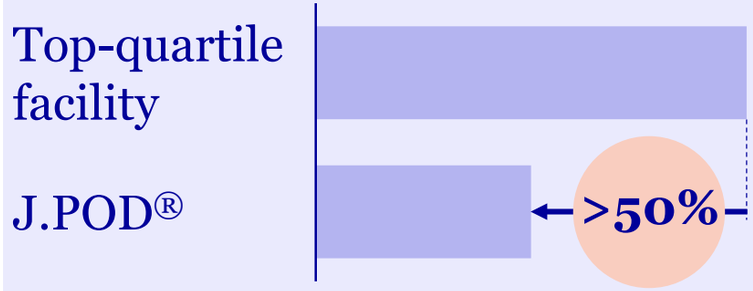
US Biologics prices as a % of other countries[2]



Just EVOTEC BIOLOGICS

Lower COGs potential

US$/g



Proximity to key markets

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

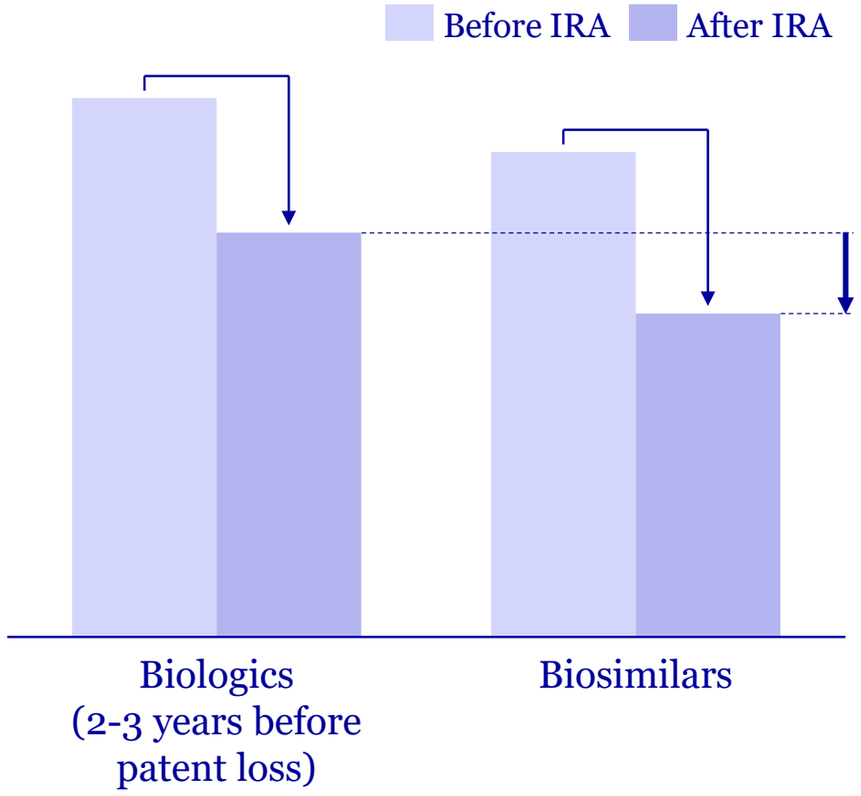
1 https://khn.org/news/u-s-market-for-biologic-drugs-is-most-expensive-in-the-world/
2 https://www.rand.org/content/dam/rand/pubs/research_reports/RR2900/RR2956/RAND_RR2956.pdf

With the IRA, a first domino piece fell over with regard to drug pricing

Illustrative scenario for end-of-lifecycle biologics and biosimilars

A scenario for pricing impact?

Conceptual view on future price levels



Source: https://www.managedhealthcareexecutive.com/view/how-the-inflation-reduction-act-may-affect-biosimilars

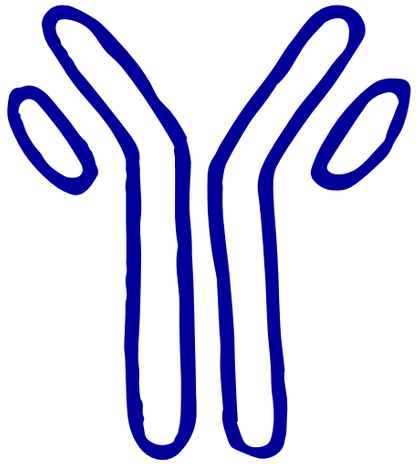
Partnership for better access

9 May – signing of collaboration with Sandoz

1. Strategic tech partnership for biosimilars development and manufacturing
2. Addressing health inequity & inequality worldwide
3. Expanding global access to biotherapeutics
4. Global access with global network

Tech partnership for biosimilars development and manufacturing

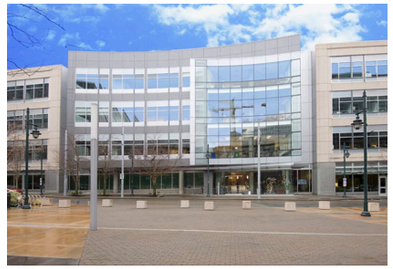
Deal rationale and key elements



Strategic partnership in the field of biosimilars	• Long-term partnership covering development and commercial manufacturing • Non-disclosed double-digit-million upfront; future payments dependent on successful development progress of up to US$ 640 m • Additional undisclosed payments for progress into commercial manufacturing & exercising non-exclusive option of licensing Just-Evotec Biologics technology
Incentive-based operating model	• CDMO+ development model • Commitment for commercial manufacturing of several molecules in J.PODs • Joint productivity goal towards lowest-cost biosimilars in commercial manufacturing
Non-exclusive license option for biologics tech stack into fully-owned S.POD	• Set-up and enabled by Just – Evotec Biologics (development & manufacturing) • Creating a global supply network combining internal and external sites • Capacity in the network exceeding 6t/a for mABs

Global access with global network

Cloning of J.POD facilities – Status and timing



J.PLANT Seattle, Washington, US

- 500L SUB
- Phase I – Clinical
- Over 34 runs
- 100% success years

J.POD® Redmond, Washington, US

- 500L & 1,000L SUB
- Phase I – Commercial
- First cGMP run Oct 2021

J.POD® Toulouse, France, EU

- 500L & 1,000L SUB
- Phase I – Commercial
- Groundbreaking 2022
- Expected CQV 2024

“S.POD” – Cloning of J.POD® facilities (option)

- 100% Sandoz-owned
- Just-Evotec Biologics “enabled” from design to technology

SUB = Single Use Bioreactor

Just – Evotec Biologics business model just at the beginning

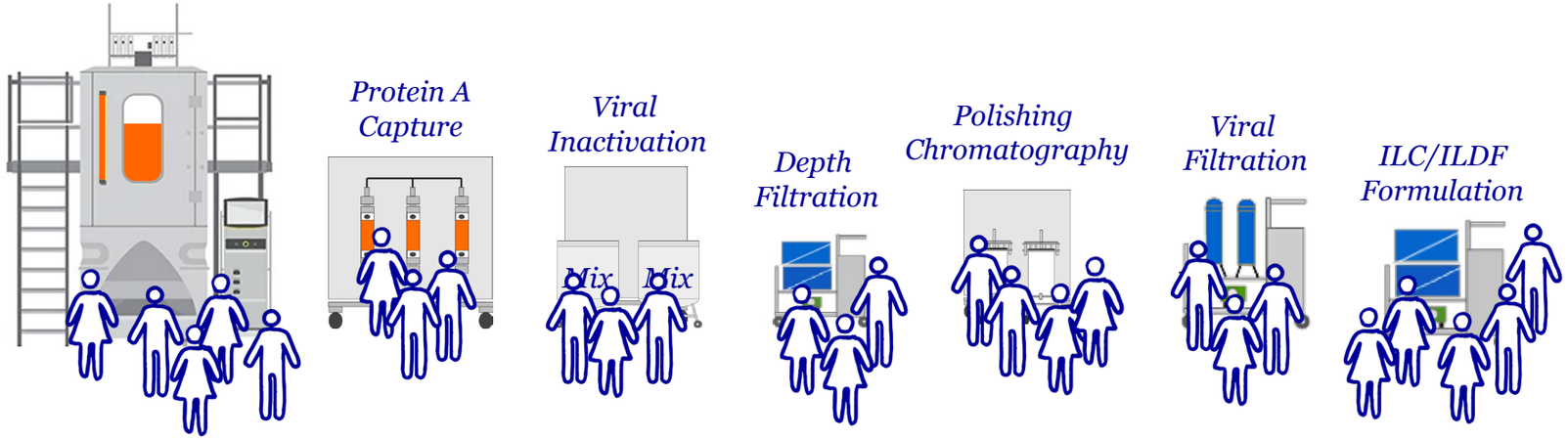
Key facts

- First large-scale industry partnership for Just – Evotec Biologics
- Validation of continuous manufacturing platform as platform of choice for novel biotherapies and biosimilars
- Introducing the shared economy for biosimilars & expanding royalty pool
- First large-scale manufacturing volumes secured for J.PODs beyond 2025
- Starting point for next wave of deals

Aspiring “Lights-out manufacturing”

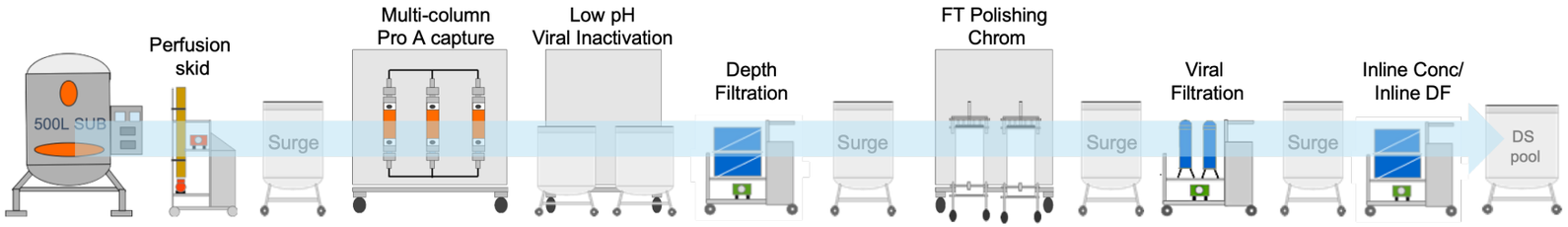
Less human intervention reduces risk of failure

Traditional fed batch



- Manual operations
- Each of the operations is an individual batch

Just EVOTEC BIOLOGICS



Highly connected and automated continuous process allows for

- Minimal intervention
- Remote monitoring

Highly intensified processing yields to lowest possible COGs

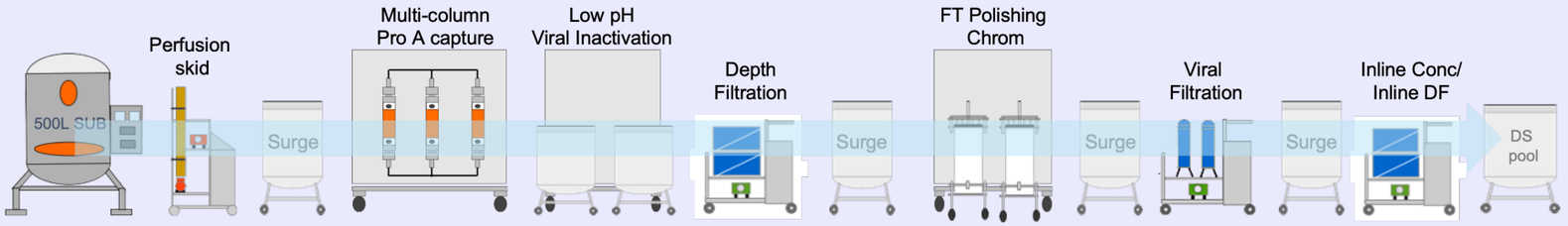
The key to start the paradigm shift

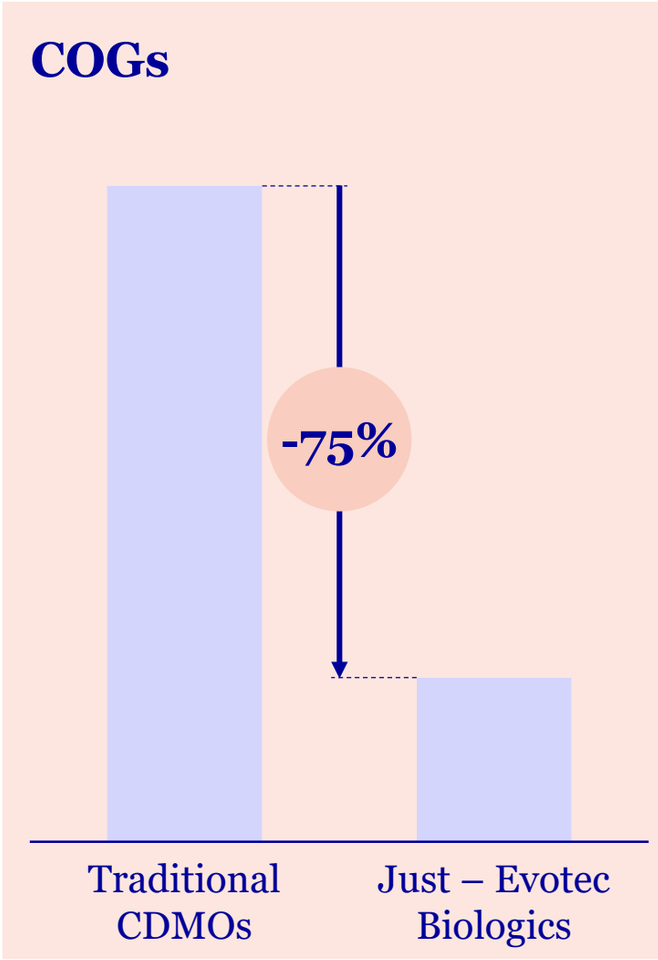
Fully end-to-end continuous process for late-stage products

>25-day production

J.POD®
MANUFACTURING DESIGN

- COGS from 200 to 50 $/g
- Shorter switch between products





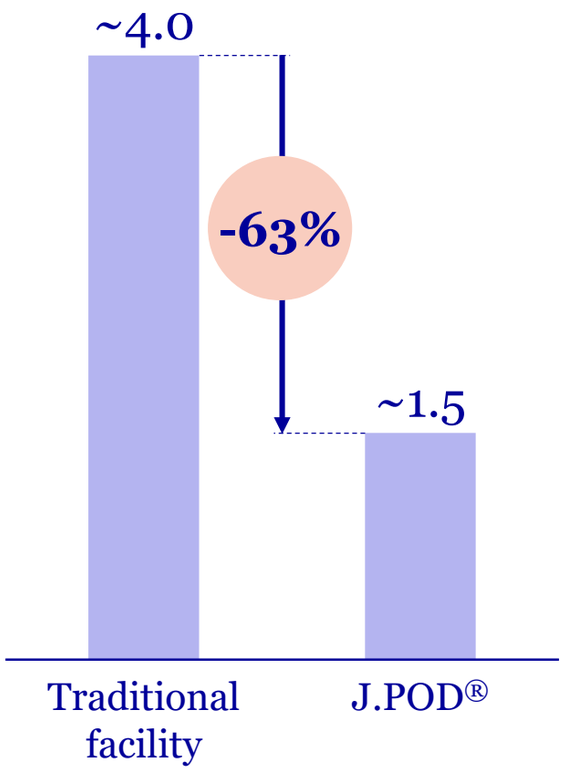
DS = Drug Substance

Disrupting the industry with flexible and agile continuous manufacturing

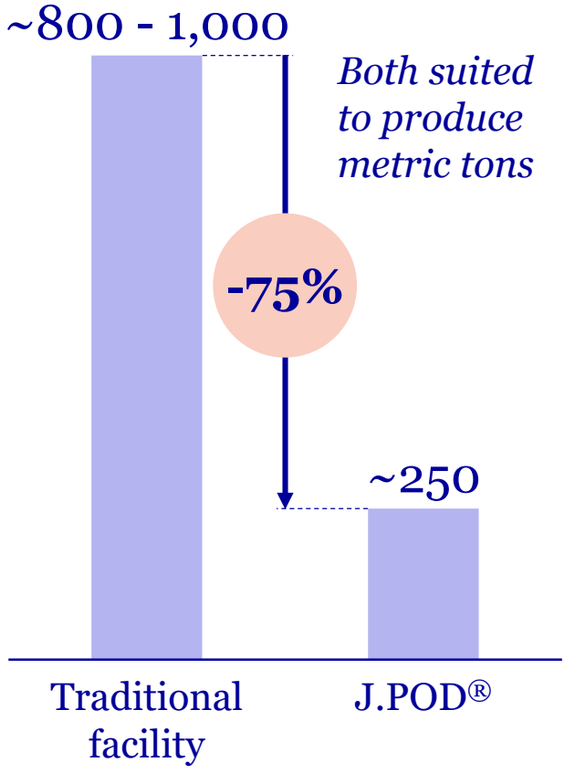
J.POD® – The physical expression of agility

- Reduced cost and time to set up facility
- More environ-mentally friendly versus traditional facilities due to avoidance of unnecessary steps
- Smaller footprint

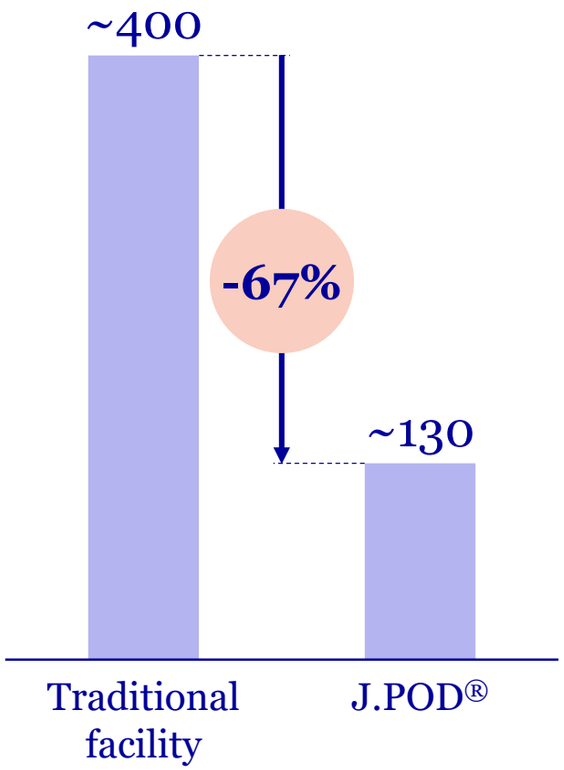
Time to set up a J.POD® is short, *Years*



Cost of a J.POD® facility, *US$ m*



Smaller Footprint
Square feet x 1,000



J.PODs are environmentally friendly by design

J.POD Toulouse's incorporated key LEED[1] principles

Submitting J.POD Toulouse for LEED Silver certification

Key LEED elements

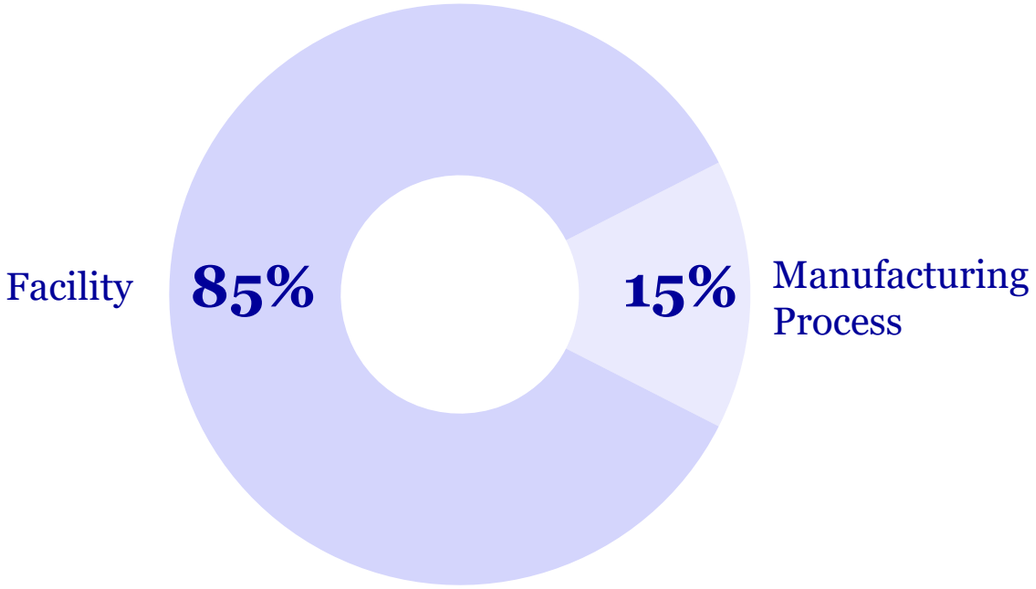
- Water usage reduced
  - No clean/steam in place = 50% less process water needed
  - Low flow fixtures for showers/restrooms; Aquasense faucets
- Sustainable building materials
  - Low-carbon concrete
  - Insulated aluminum panels
- Electrification/renewable energy
  - District heat
  - Solar panels on roof and parking lot
  - EV chargers

1 Leadership in Energy and Environmental Design

Plant design determines efficient energy use

Energy profile of J.PODs

Energy consumption of biologics manufacturing



- Reduced facility footprint
  - Single Use systems eliminate clean/steam utilities & piping
  - Small cleanroom PODs reduce HVAC (Heating, Ventilation, Air Conditioning) energy demand
- Energy efficiency improved
  - WFI generated by electricity (membrane technology) rather than steam
  - Heat recovery boost energy efficiency by 90%
  - LED lighting and occupancy sensors
  - Right-sized air changes/hour in labs
- Right Energy mix
  - Washington leads electricity from hydropower[1]
  - J.POD TLS uses renewable energy heating network Toulouse Energie Durable (“TED”)

1 US energy information administration: https://www.eia.gov/state/?sid=WA

Together in collaboration for a better future

Just-Evotec Biologics memberships

NIIMBL

Members

- Industry
- Academia
- States
- NIST
- FDA
- MEPs
- MIIs
- NGOs
- NIH
- DOD
- BARDA
- Trade org.

Focus areas

Existing products
mAbs, proteins, vaccines
ADCs, bispecifics, virus-like particles

Emerging products
gene and cell therapies

Manufacturing process themes

Drug substance | Drug product | Process control

Impact

National

Growth of globally-competitive domestic industry

Regional economic development

Secure, integrated supply chain

Access to new and improved medicines

Industry

Flexible, adaptive manufacturing

De-risked manufacturing innovation

Lower costs

Accelerated development and approval

- The program provides scientists and the teams that support laboratories with actionable ways to make meaningful change. To date, My Green Lab has supported over 1500 labs in a range of sectors.
- My Green Lab Certification saves money and preserves resources while ensuring a safe, healthy, and fun environment

NIIMBL
A public-private consortium dedicated to advancing biopharmaceutical manufacturing innovation.

my green lab.

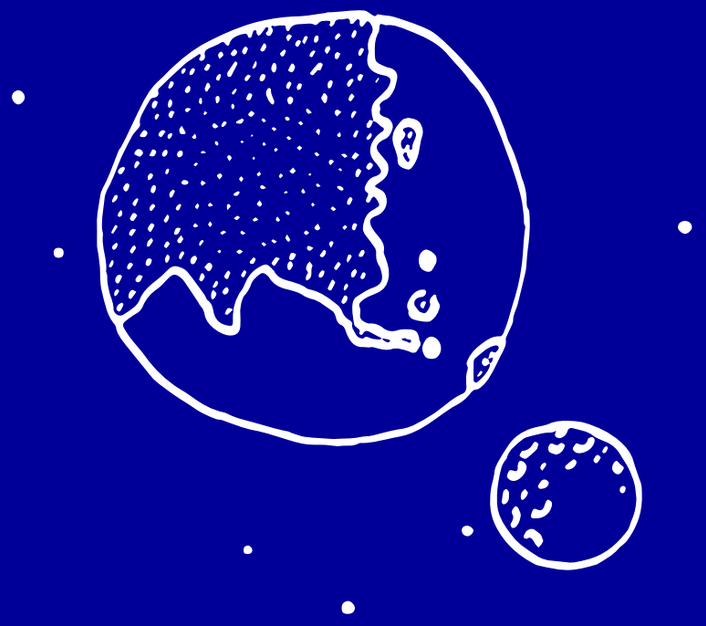
Stericycle®
We protect what matters.

450 cu/ft plastic and 30 cu/ft of styrofoam /year

Source: Nimbl

Agenda

1. Sustainability makes us better & more competitive
2. Where we stand today
3. Our contribution to UN SDG 3
4. Better access for tomorrow
5. **Resilient into the future**
6. Q&A



Resilient into the future

Setting effective goals

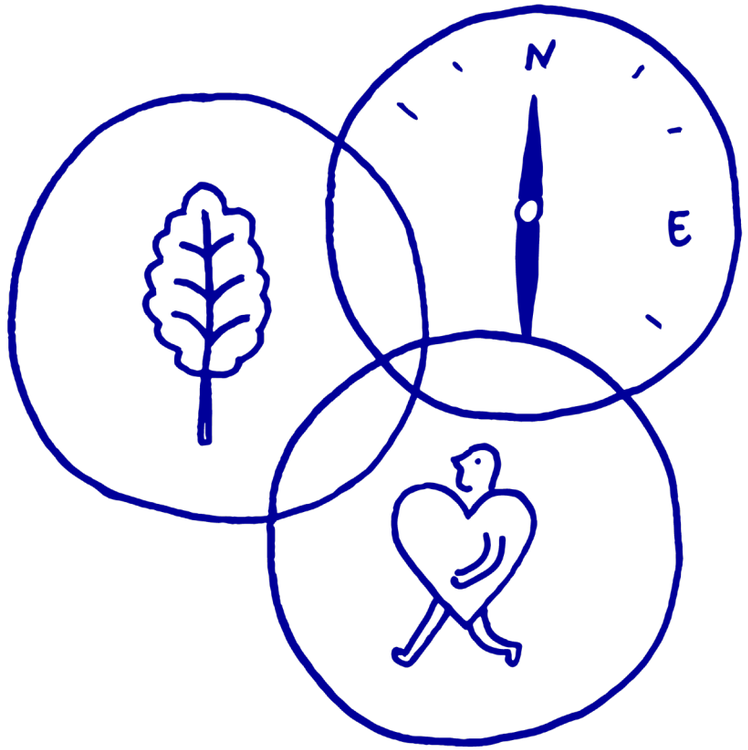
Our promise

ESG Goals 2023

Approve and implement SBTi initiative action plan at all Evotec sites and invest one percent of 2022 revenues to achieve SBTi targets

Conduct engagement survey in 2023
Define and communicate a management plan for 2024 and beyond based on results

Engage sustainability champions at each site to create governance structures fostering environmental and social goals



On track towards reaching Action Plan 2025 goals

Guidance 2023, updated for non-recurring effects of cyber-attack

	Guidance 2023	YE 2022[1]	Implied growth at midpoint
Group revenues (at constant fx-rates[2])	**€ 820– 840 m** (€ 835 – 855 m)	€ 751 m	**>10%**
Unpartnered R&D[3]	**€ 70 – 80 m**	€ 70 m	At least stable
Adjusted EBITDA (at constant fx-rates[2])	**€ 115 – 130 m** (€ 125 – 140 m)	€ 104 m	> 15 % > 25 %

Approx. € 250 m continued investment programme for enabling and supporting growth (e.g., capacity expansion in biologics manufacturing, safety testing, iPSC, E.MPD, …)

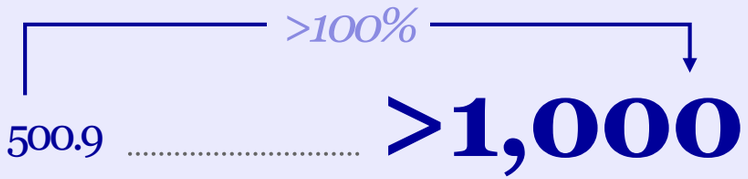
In response to the criminal cyber-attack, Evotec took immediate action to contain and remediate the attack by taking its external-facing systems offline. This was deemed necessary to protect all of the Company's partners and stakeholders. Evotec expects a fast return to full productivity, and business recovery. However, it cannot be ruled out that there could be a potential impact on the aforementioned guidance. Management will continue to monitor the situation and provide updates in subsequent reporting.

1 2022 including M&A impact
2 EUR/US$ 1.18; EUR/GBP 0.86
3 No material fx effects as most R&D efforts are carried out in € area

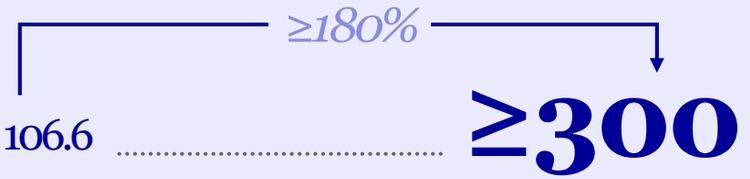
Our mid-term aspirations are “… just at the beginning”

2020-2025 estimated key performance indicator goals[1]

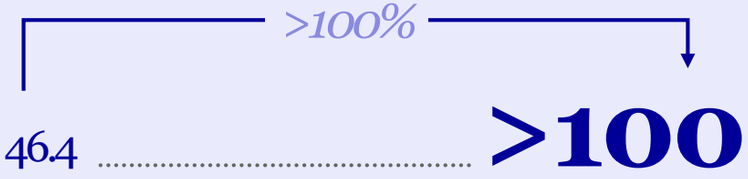
Group revenues
in € m



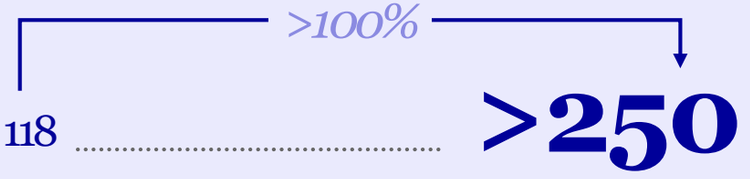
Adjusted group EBITDA
in € m



Unpartnered R&D
in € m



Co-owned projects[2]



1 As presented H1/2021
2 Incl. equity participations

Executing to accelerate growth along Action Plan 2025

Selected major newsflow 2023

PanOmics	• New strategic partnerships and expansions of co-owned alliances • New clinical trial initiations • Significant progress of later stage co-owned pipeline	✓
iPSCs	• New strategic partnerships • Progression of partnered cell therapy assets, e.g. Sernova • Expansion of internal portfolio of cell therapy assets	✓ ✓
Just – Evotec Biologics	• Significant expansion of order book for J.POD® Redmond, WA (US) • Progression of construction J.POD® Toulouse, France (EU)[1] • Evaluation of global network of J.PODs®	✓
End-to-End Shared R&D	• Undisrupted growth trend versus 2022 in line with AP 2025 • Integration of Evotec DS Germany	
Group	• Science-based targets in place aligned with 1.5°C goal • Highly impactful contribution to UN SDG 3[2] • Spin-Offs and investments along Building Blocks of AP 2025	✓ ✓

1 This project benefits from French government funding as part of the Investments for the future Programme (programme d'investissements d'avenir in French) and is also supported economically by the Occitanie Region and Toulouse Métropole.

2 UN Sustainable Development Goal 3: Improve health and well-being with main targets for us on cardiovascular diseases, diabetes, women's health, fight against infectious diseases and pandemic preparedness

evotec

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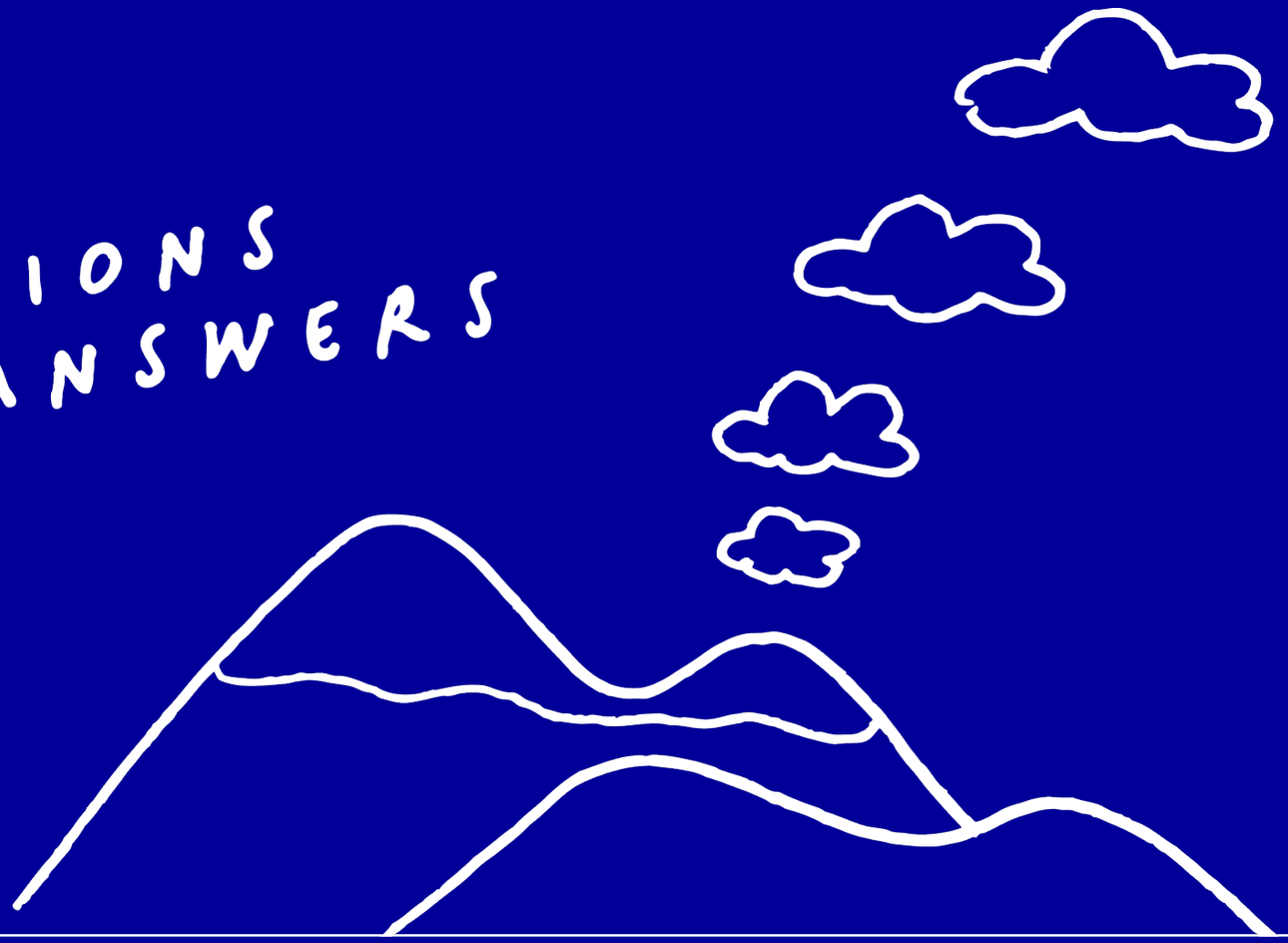
QUESTIONS AND ANSWERS



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Volker Braun
SVP Head of Global Investor Relations & ESG

+49 40 560 81 775
volker.braun@evotec.eu << temporary