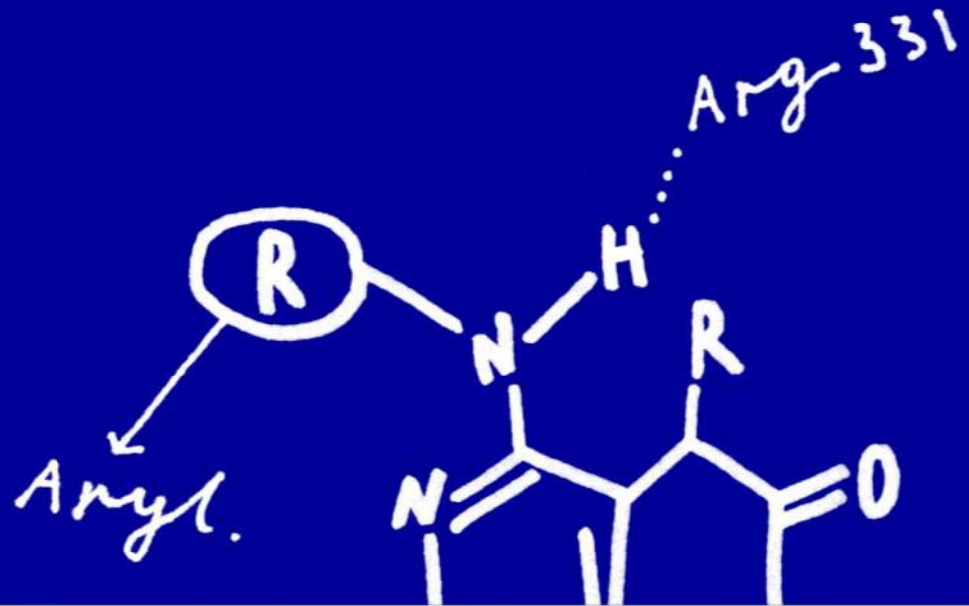


Best in Class Drug Discovery solutions – Evotec Company Overview

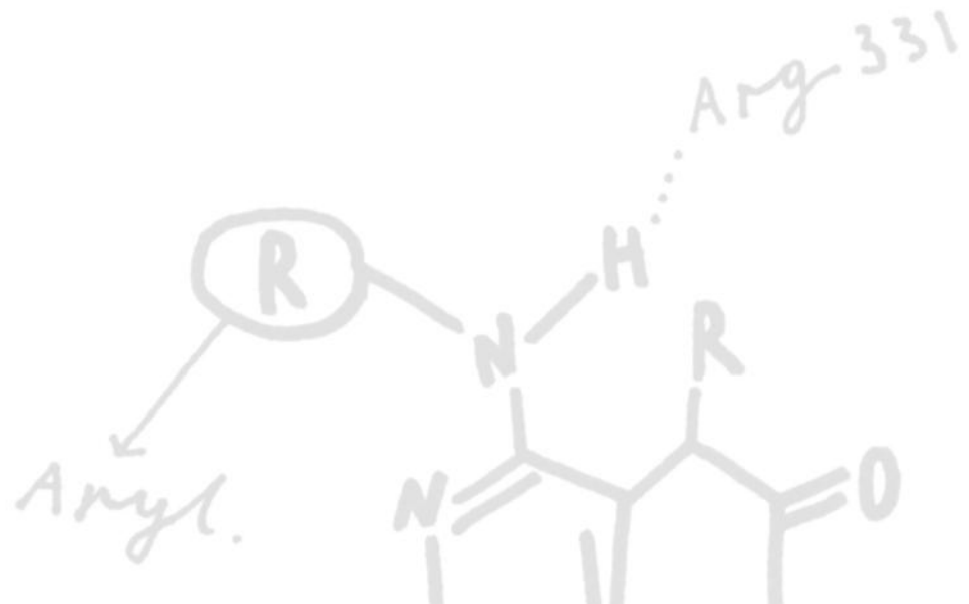


Forward-looking statements

Information set forth in this presentation contains forward-looking statements, which involve a number of risks and uncertainties. The forward-looking statements contained herein represent the judgement of Evotec as of the date of this report. Such forward-looking statements are neither promises nor guarantees, but are subject to a variety of risks and uncertainties, many of which are beyond our control, and which could cause actual results to differ materially from those contemplated in these forward-looking statements. We expressly disclaim any obligation or undertaking to release publicly any updates or revisions to any such statements to reflect any change in our expectations or any change in events, conditions or circumstances on which any such statement is based.

Agenda

- **Evotec at a glance**
- Strategic background
- Discovery alliances & Development partnerships
- Financial strategy & Outlook



Leader in high quality drug discovery solutions

Evotec at a glance ¹⁾

1

Best-in-class in R&D efficiency

- Complete, systematic, and most comprehensive infrastructures to significantly reduce costs and accelerate time to unbiased discovery decisions

2

Profitable & fast growing

- Double-digit y-o-y revenue growth, profitable, cash generating, strong portfolio of significant strategic alliances

3

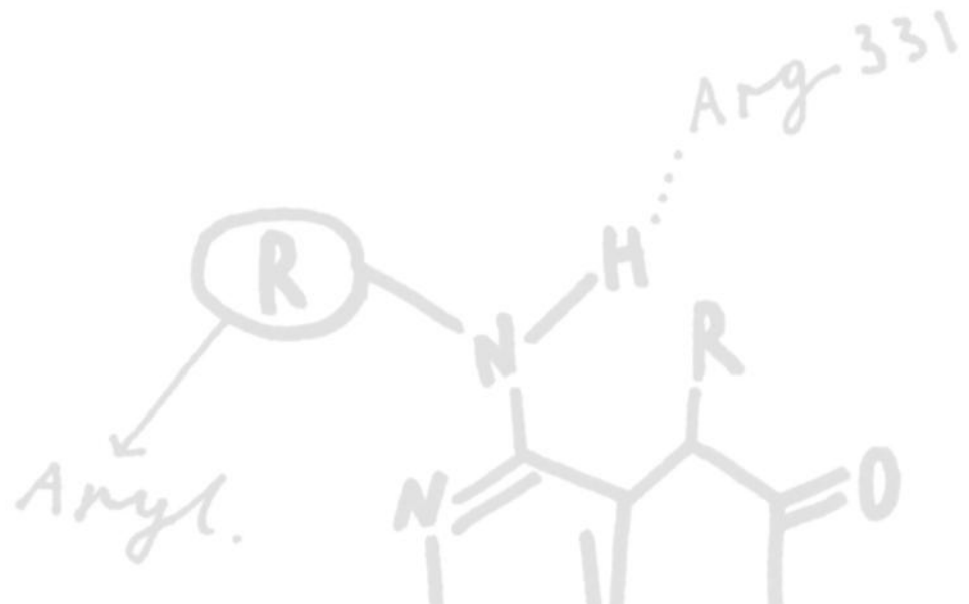
First-in-class targets and deep-pipeline

- Matured partnered product pipeline includes Phase III, Phase II and Phase I assets, and first-in-class targets for future drug discovery alliances



Agenda

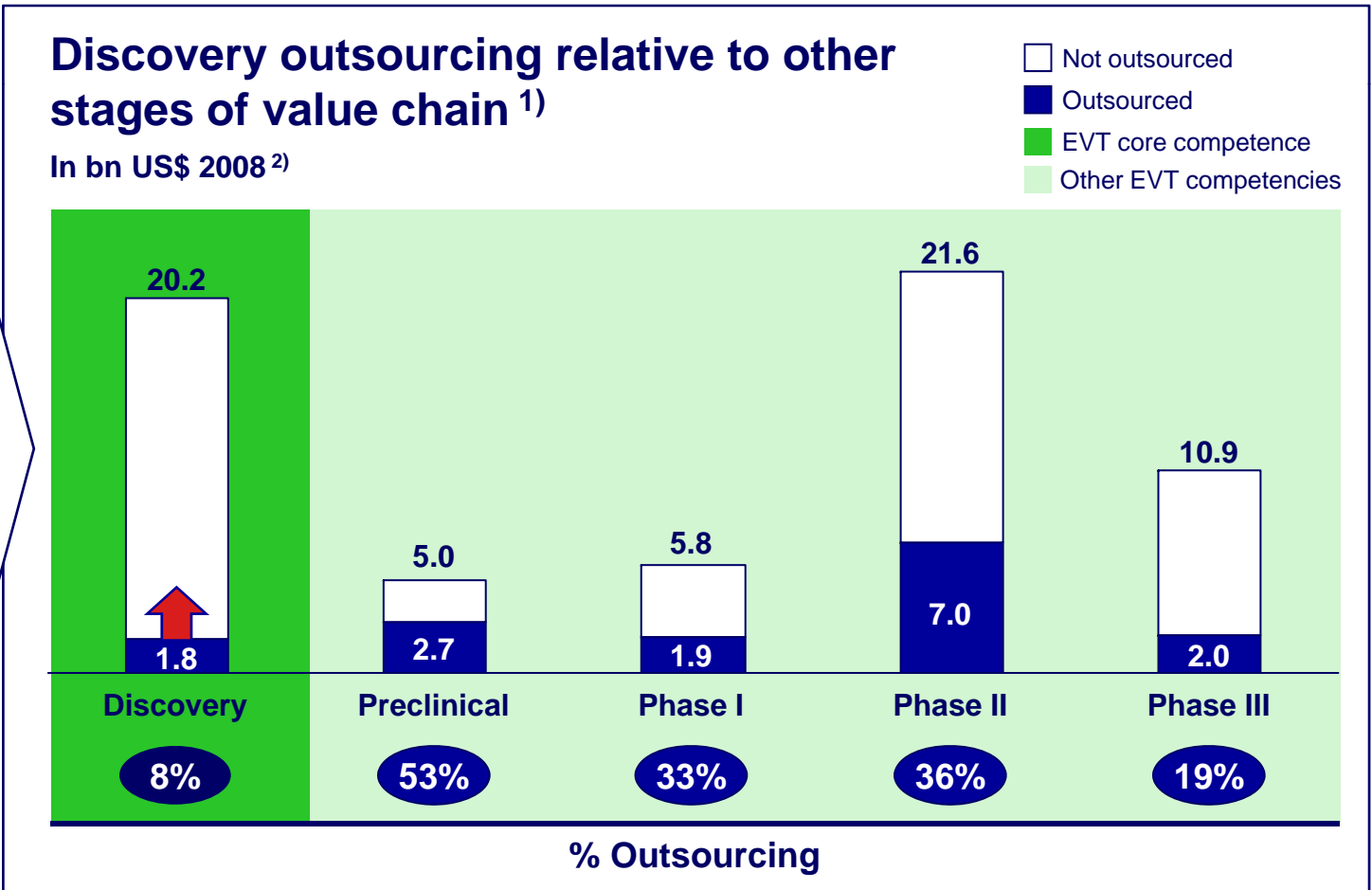
- Evotec at a glance
- **Strategic background**
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Outsourcing delivers higher capital efficiency

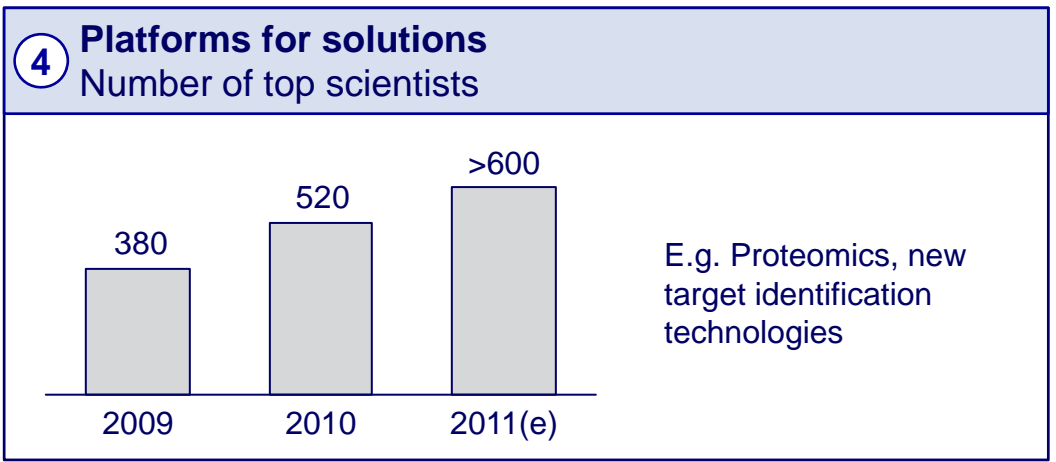
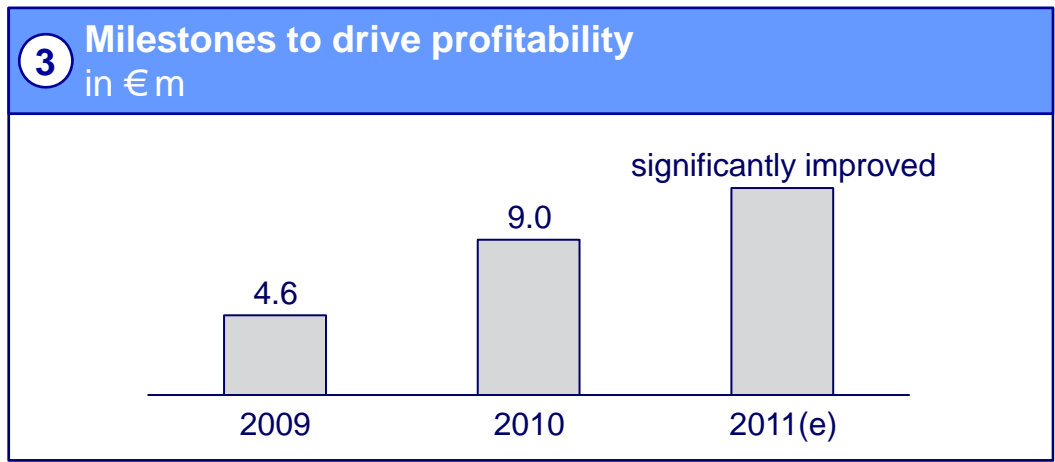
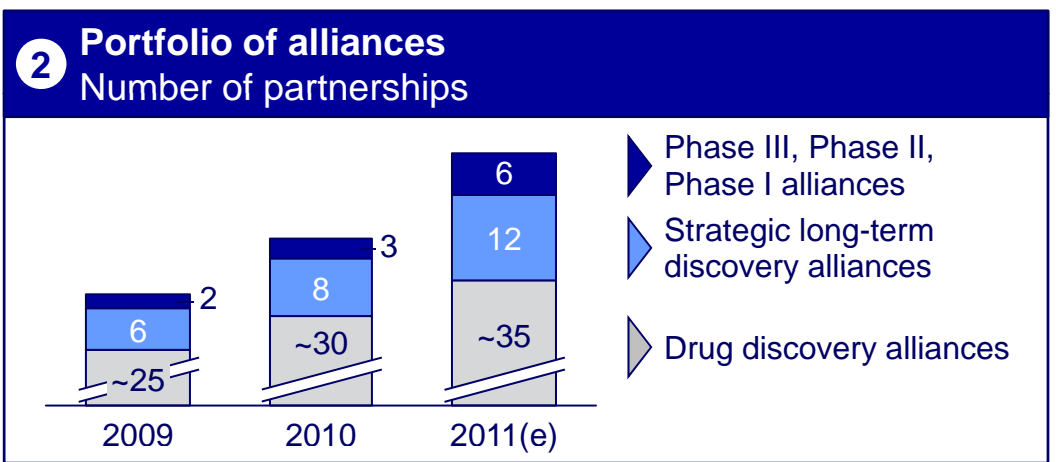
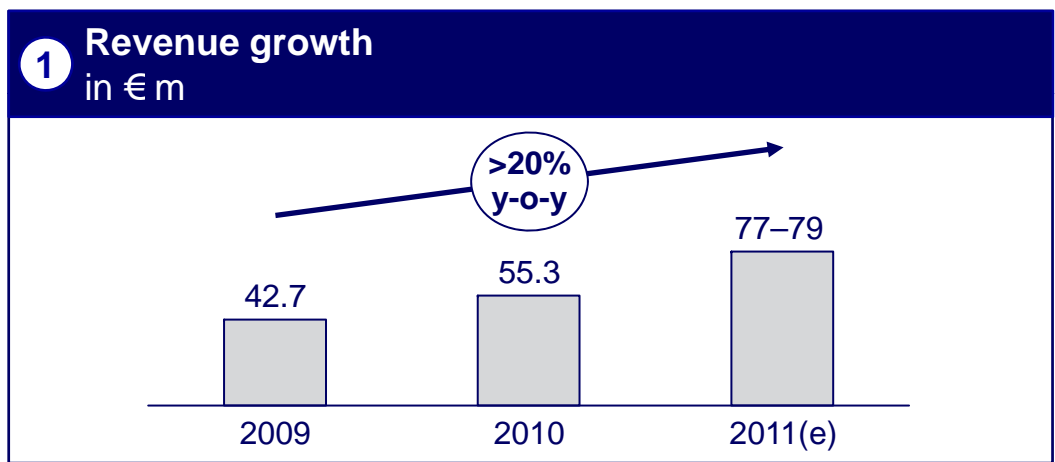
Key factors underpinning Evotec's mission

- 1 Need for higher R&D capital efficiency
- 2 Need for more variable than fixed costs
- 3 Faster investment or "Stop loss" decisions



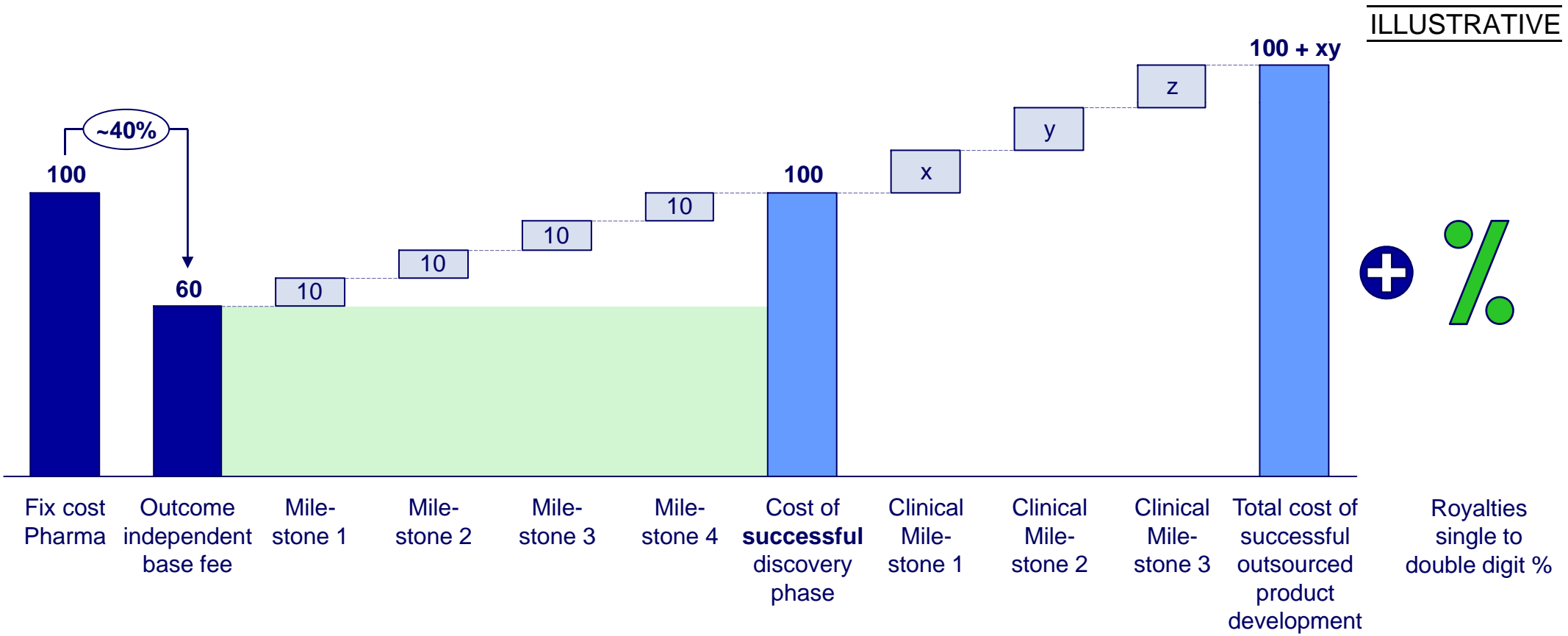
Managing the transition for long-term growth

Key strategy elements



~75% of revenues linked to milestones and royalties

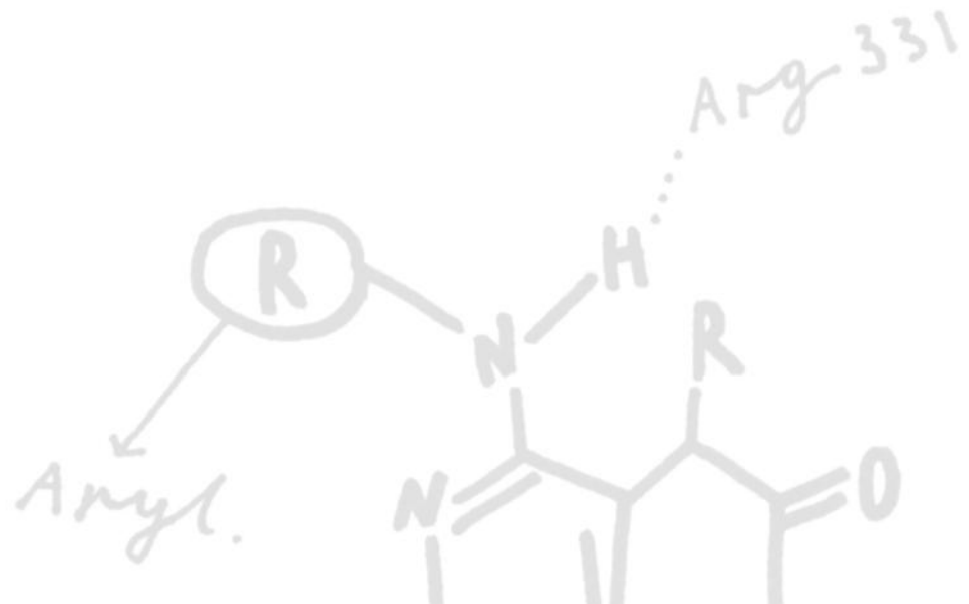
Evotec Business model – Performance based upside



Milestones allow for profitable growth and innovation investments

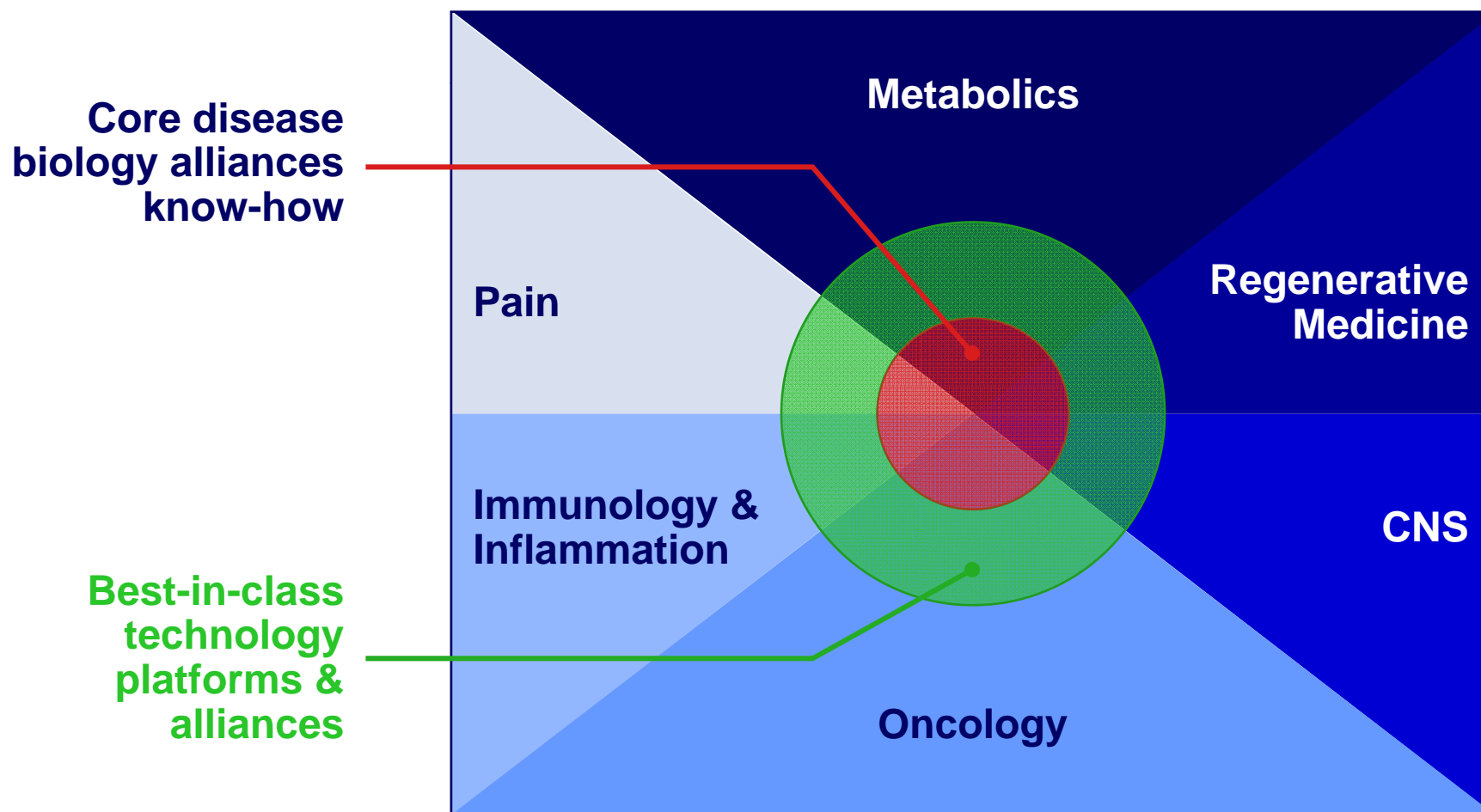
Agenda

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Drug discovery alliances & more

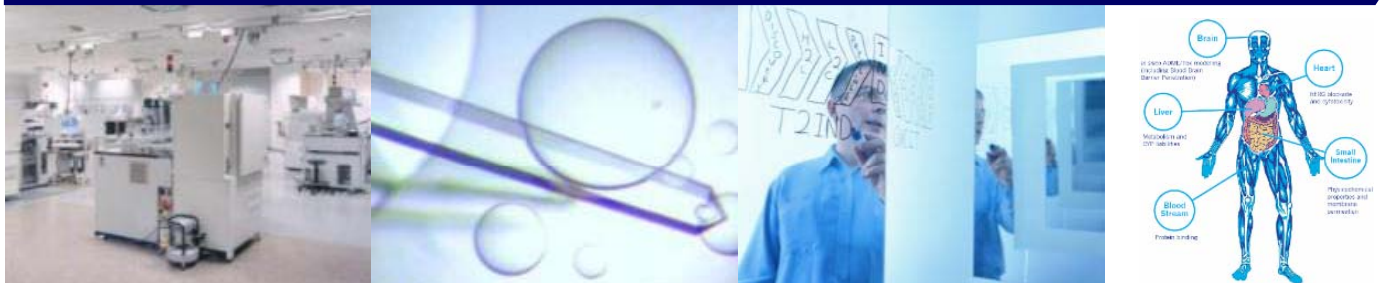
Our alliance model in drug discovery and product development



Highest productivity in discovery

EVO DISCOVER – Best from target to IND

Disease biology expertise



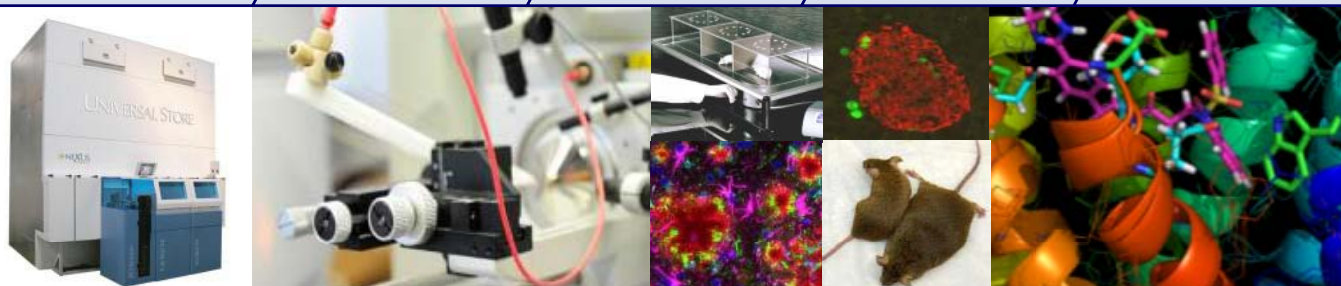
Target

Hit

Lead

PDC ¹⁾

IND



Highly experienced project management

Key strength

- 1 Complete value chain, with all value creating steps in house (>100 lead series, >50 pre-clinical, and clinical candidates)
- 2 Proven target ID platform focusing on disease modifying mechanisms, regenerating and protecting key tissues and cell types
- 3 Industry leader in HTS and other platforms (e.g. FBDD, HCS, compound management, chemo-proteomics, phosphoproteomics) ²⁾
- 4 High quality medicinal chemistry, supported by leading SBDD ³⁾ and computational chemistry
- 5 Comprehensive compound profiling







1) PDC ... Preclinical Development Candidate

2) HTS ... High throughput screening; FBDD ... Fragment-based Drug Discovery (EVOLution); HCS ... High Content Screening

3) SBDD ... Structure based drug design





Strong portfolio of top-class partners

Selected integrated drug discovery alliances – targets provided by partners

Partners	Focus area	Upside for Evotec	Description
 Boehringer Ingelheim	Oncology, pain, inflammation	+++	Performance-based, multi-target long-term alliance
 CHDI	Huntington disease	+	Long-term alliance, focused on the fight against Huntington disease
 Genentech <i>A Member of the Roche Group</i>	Various	++	Long-term alliance, focused on multiple targets
 ucb	1. CNS 2. Immunology	++	Performance-based, long-term alliance, focused on CNS / Immunology targets
 NOVARTIS	Pain	++	Performance-based alliance, focused on pain
 ONO	Various	++	Performance-based, multi-target long-term alliance







Even higher upside if targets come from Evotec

Selected integrated drug discovery alliances – targets provided by EVT

Partners	Focus area	Upside for Evotec	Description
	Metabolics, insulin sensitizer	++++	Diabetes, obesity and metabolic syndrome Research funding, € 7 m upfront, >€ 230 m milestones, royalties
	Beta cell regeneration factor	++++	Type 1 and 2 diabetes, targeting beta cell mass, Research funding, € 5 m upfront, >€ 250 m milestones, royalties
	Pain	+++	VR1 Antagonist, Performance-based alliance, \$ 10 m upfront, >\$ 170 m milestones, royalties
	Response prediction	++	Performance-based alliance, focused on development of response predicting biomarkers; undisclosed financials

Deep clinical pipeline without risk

Portfolio of product development partnerships

Indication	Partner	Status	Upside for Evotec	Next milestone	Commercials
Diabetes ¹⁾	 	Phase III	+++	Final Phase III data	Milestones, royalties; potential market approx. € 500 m
Alzheimer s Disease		Phase II	+++++	Phase IIb initiation	Milestones, royalties; potential market approx. € 3–5 bn
Treatment resistant depression	Open	Phase II	+++	New partnering	Open
Insomnia ²⁾		Phase II	++	Phase IIb start	Milestones, royalties
Pain		Phase I	++	Phase II start	Milestones, royalties
Inflammation in animal health ³⁾		Phase I/II	+++	Phase II start	Milestones, royalties
Others ⁴⁾	Open	Pre-clinical	+++	Partnering	Open

1) DiaPep277 is being developed by Andromeda Biotech Ltd and has been partnered with TEVA Pharmaceuticals Industries Ltd

2) Chinese rights only; Safety and Phase IIb study planned starting 2012

3) Animal Health (undisclosed)

4) EVT 501 (H3), P2X3, ...

Novel treatment for type 1 diabetes

Example 1: Product development alliance with Andromeda/Teva (Phase III)

DiaPep 277[®] – A therapeutic treatment for newly diagnosed type 1 diabetes



- Type 1 diabetes results from the body's failure to produce insulin, and presently requires life long insulin therapy by subcutaneous injection
- Today there is no therapy able to slow the destruction of insulin secreting pancreatic beta cells
- DiaPep 277[®] is targeted to treat **newly diagnosed patients**, with residual insulin secreting cells



About DiaPep 277[®]

- DiaPep 277[®], is a unique peptide of 24 amino acids, derived from human heat shock protein 60 (HSP 60)
- The peptide acts by modulating the immune system, thus preventing the destruction of pancreatic cells that secrete insulin in response to elevated blood glucose levels

DiaPep 277[®] is progressing towards market entry

Example 1: Product development alliance with Andromeda/Teva

Development background	Status	Expected key milestones for Evotec
<ul style="list-style-type: none"> • All development, regulatory responsibilities and costs have been transferred to Andromeda/Teva ¹⁾ • Phase I and Phase II studies were successfully conducted • Two Phase III studies have to be conducted for registration • Teva has a world wide exclusive license to DiaPep 277[®] 	<ul style="list-style-type: none"> • DiaPep 277[®] met primary endpoint of 1st Phase III trial (Beta cell function) • DiaPep 277[®] demonstrated a significant preservation of C-peptide levels, a marker for assessing insulin secretion by pancreatic cells • Additional clinical, safety and efficacy analysis ongoing • 2nd Phase III with approx. 500 patients was already initiated 	<ul style="list-style-type: none"> • Next milestone is triggered upon final completion of 1st Phase III study and continued clinical development (mid 2012) • Final data of 2nd Phase III in 2014/2015(e) • First sales projected for 2015(e)/2016

Novel treatment of Alzheimer's disease

Example 2: Product development alliance with Roche (Phase II)

EVT 302 – an orally active MAO-B inhibitor to slow down progression of Alzheimer's disease (AD)

- Alzheimer disease (AD) is the most common form of dementia, most often AD is diagnosed in people over 65
- There is no cure for the disease, which worsens as it progresses. AD is predicted to affect 1 in 80 people by 2050.
- RG 1577– EVT 302 is targeted to **slow down the symptoms of AD**. This would be demonstrated in cognitive tests such as ADAS-cog¹⁾.



About RG 1577– EVT 302

- MAO-B is normally present in brain and is responsible for break-down of certain neurotransmitters
- Activity of MAO-B is linked to production of reactive oxygen species, molecules that can cause neuronal damage
- Blocking the activity of MAO-B should reduce oxidative stress which is expected to slow progression of AD

RG 1577/EVT302 – high unmet medical need

Example 2: Product development alliance with Roche

Development background

- All development, regulatory responsibilities and costs have been transferred to Roche
- Phase I and Phase II trials have been conducted partially with different therapeutic goals
- Safety profile is established
- Development profile can potentially target stand alone application or treatments

Licensing agreement

- No further costs to Evotec
- **Upfront payment of \$ 10 m**
- **Milestones of \$ 820 m**
- **Double digit royalties**

Status and expected key milestones for Evotec

- Large Phase IIb trial in preparation for start in 2012
- Phase IIb completion and Phase III start (end 2013/2014)

Significant portfolio of high-value assets

Examples of other assets

Harvard & Evotec beta cell initiative

Systematic, unbiased and comprehensive search for novel beta cell targets

- Identify physiological mechanisms that control beta cell mass
- Select most relevant targets irrespective of treatment modality small molecules, biologicals ...

CUREBETA



Harvard & Evotec nephrology initiative

Systematic, unbiased and comprehensive search for novel targets in nephrology

- Identify physiological mechanisms and relevant targets irrespective of treatment modality

CURENEPHRON

P2X7 receptor (partnered for veterenary use only)

ATP-gated ion channel which is thought to play important role in inflammatory processes

- Animal health: partnered with top-tier player; milestones and significant royalties
- Human applications (unpartnered)



NR2B selective NMDA antagonists – for depression indications

Potent, selective and orally active / NR2B selective NMDA antagonists (EVT 101/103)

- Completed multiple dose finding studies
- Solid safety profile
- Development partnering process ongoing

Upgrading initiatives for future discovery alliances

Examples to deliver innovative technologies and even better services

CureNeuron

Systematic, unbiased and comprehensive search for novel targets in neurology

- Identify physiological mechanisms and relevant targets irrespective of treatment modality

CURENEURON

First & Best in class HTScreening

Screening for biochemical, functional and/or cellular responses using proprietary technologies

- Next generation superior detection technology and increased assay sensitivity resulting in higher quality data, less false positives and false negatives

EVO SCREEN

Response prediction platform & other assets

Global, quantitative analysis of the cellular Phosphoproteome

- Biomarker discovery, drug-mode of action analysis *in vivo*
- Identification of new drug targets

EVO MARKER

Compound Management

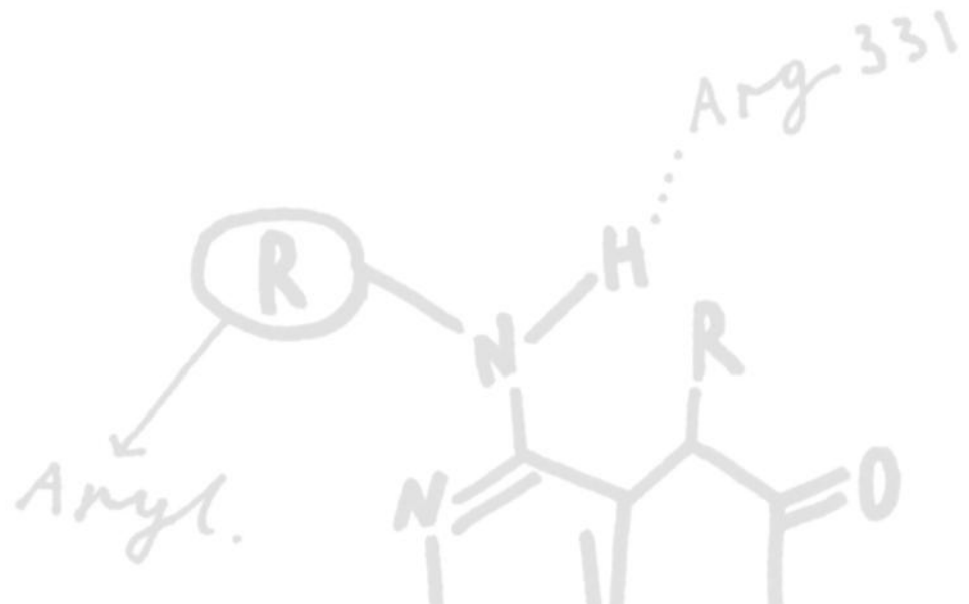
High tech compound logistics and data management service for Pharma and NGOs

- Best in class technology for most efficient data management and compound storage
Key customer: NIH (US)

EVO COMPOUND

Agenda

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Positioning for sustainable growth

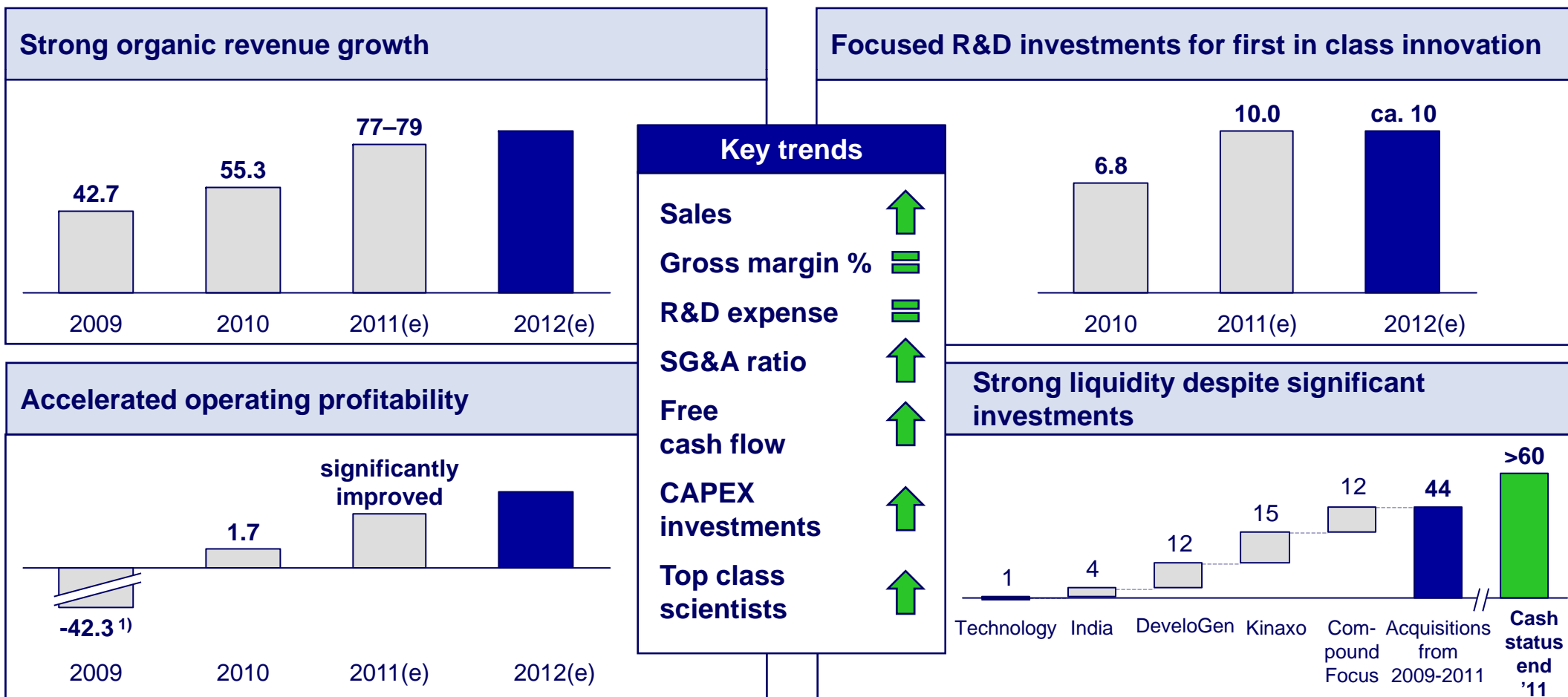
Strategic overview



Positive trend of all key metrics reflect strength of underlying business

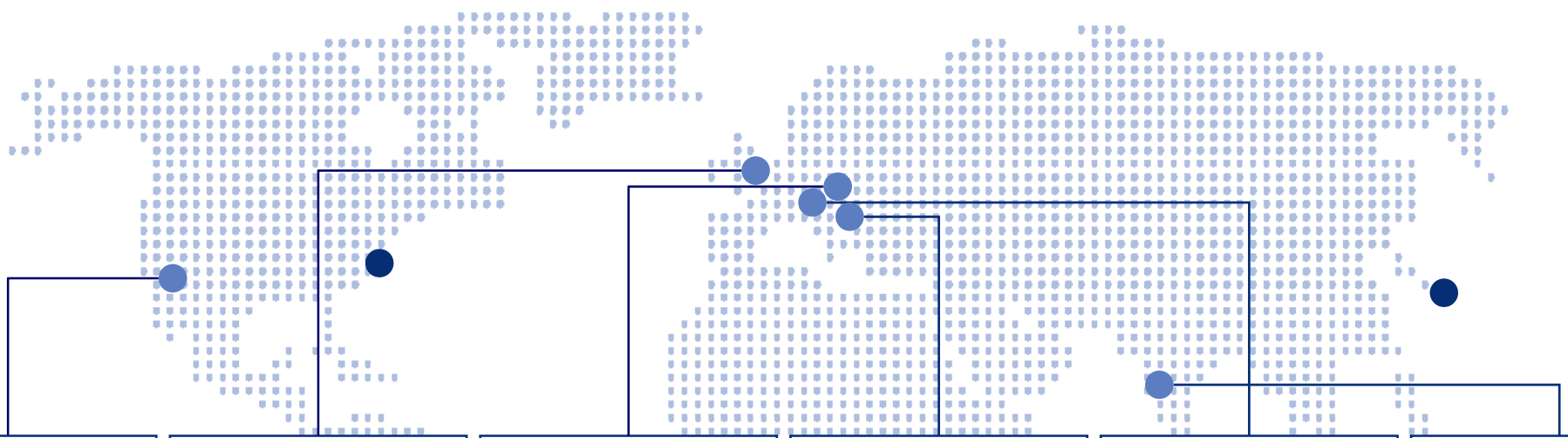
Key metrics

in € m



Global reach for global projects – approx. 600 scientists

Evotec worldwide



San Francisco, US
~30 employees

- Compound Procurement
- Compound QC and storage



Abingdon, UK
~215 employees

- Medicinal chemistry
- ADMET
- Structural biology



Hamburg, Germany
~200 employees

- Screening
- HTS, NMR
- *in vitro* & *in vivo* biology



Munich, Germany
~25 employees

- Phospho-proteomics
- Chemical proteomics



Göttingen, Germany
~40 employees

- Metabolics
- Regenerative Medicine



Thane, India
~130 employees

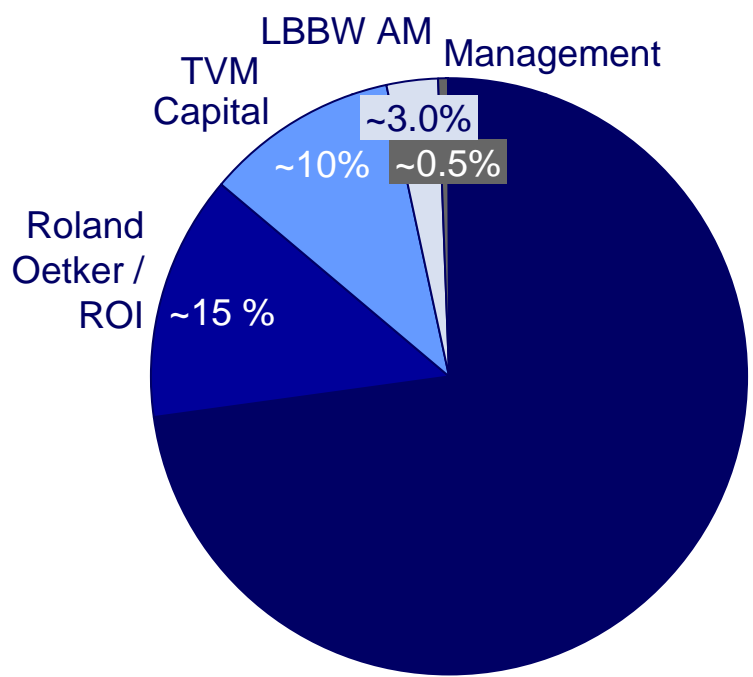
- Library synthesis & mgmt.
- Development chemistry



- Sales representation (Boston, Tokyo)
- Operations & sales representation

The right team to deliver innovation, growth and industrialisation

Management & shareholder structure



- **Number of shares:** 118.2 m
- **Listing:** Frankfurt TecDAX, OTCBB
- **52 week high/low:** € 3.48 / € 1.58

Management Board
<ul style="list-style-type: none"> • Werner Lanthaler (CEO) Long time experience in biotech & pharma growth organisations • Mario Polywka (COO) 18 years Evotec experience • Cord Dohrmann (CSO) Outstanding background in metabolics • Colin Bond (CFO) Big industry multi-national background
<p>Key scientific Advisors</p> <ul style="list-style-type: none"> • Doug Melton Harvard University / HHMI • William Jenkins Ex-Novartis

Supervisory Board
<ul style="list-style-type: none"> • Flemming Ørnskov Bayer • Hubert Birner TVM Capital • Mary Tanner Peter J. Solomon • Walter Wenninger Ex Bayer • Roland Oetker ROI • Andreas Pinkwart Dean of Leipzig Graduate School of Management

Strong news flow to come

Outlook 2012

Key milestones for 2012

1 Grow discovery alliances

- Build at least two significant new integrated discovery alliances
- Expand existing long-term alliances
- Show synergies from recent acquisitions

2 Generate optimal pipeline progress

- At least one significant strategic deal for clinical or pre-clinical asset
- Deliver significant pre-clinical/clinical milestones
- Generate more innovation upsides within academic collaborations

3 Manage profitability

- Double-digit y-o-y revenue growth
- Improve profitability over 2011, without infringing innovation power
- Invest in high-tech upgrade CAPEX program
- Maintain strong strategic cash position >€ 60 m

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