

INTEGRATED SERVICES

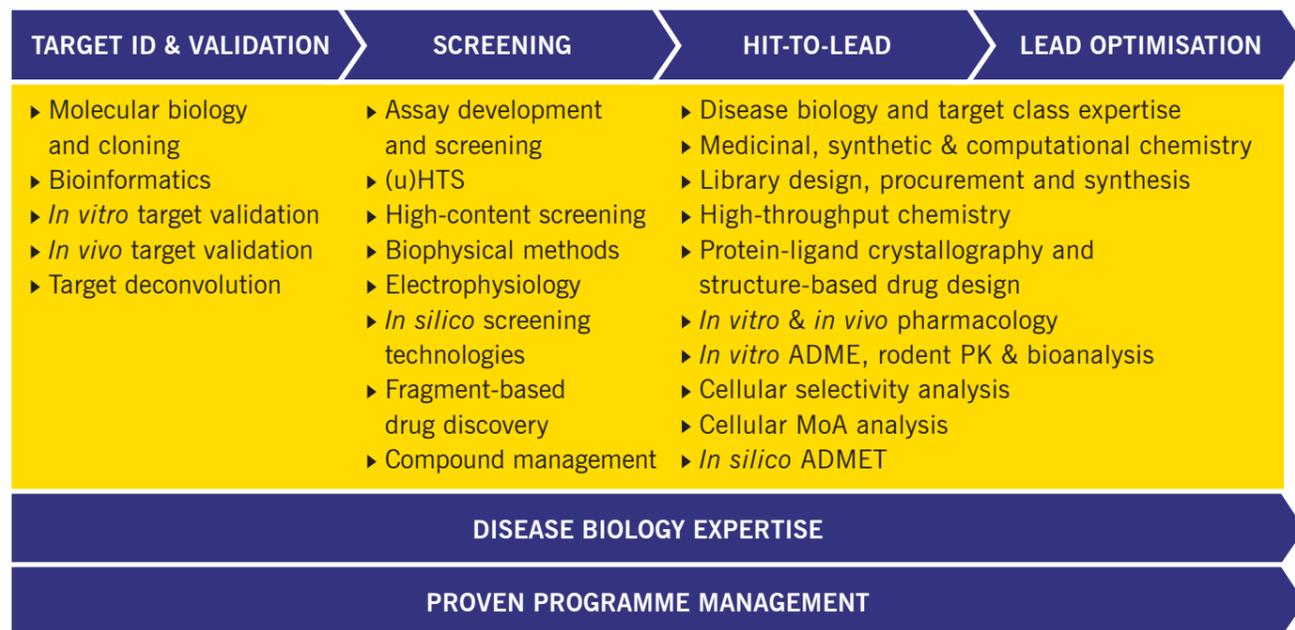


Craig Johnstone
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In the next sections of this document, we have laid out a selection of the key technical capabilities and technologies which we have on offer at Evotec, and these capabilities can be accessed as stand-alone services on demand. In addition, through our extensive drug discovery know-how and experience and expert project management, we bring seamlessly integrated drug discovery capabilities to bear on our collaborations. We understand that each partner has different needs, internal capabilities and capacities, so through in-depth understanding of the project goals and your specific needs, we develop a coherent plan which enables you to leverage the benefits of our large, flexible, high-quality organisation as a one-stop, cost-effective solution, no

matter where the project lies on the gene-to candidate continuum.

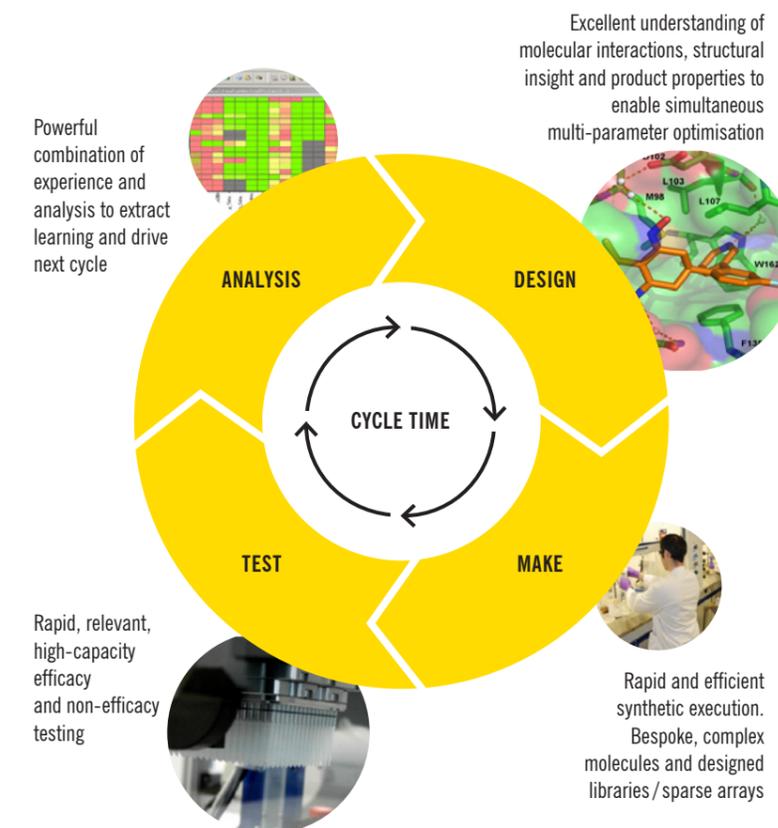
Each collaboration has its own individual challenges so at Evotec “we start with the end in mind”, meaning that we consider the intended indication, frequency and route of administration, safety and efficacy demands, early development strategy etc as part of the product profile which in turn impacts directly on the project plan. Our scientists work with our partner’s scientists to select and execute the most promising strategy and technologies to deliver on the project goals. We also build into our processes key decision points that will guide us through the project and continually measure our progress against these. Using this



approach, we provide innovative and efficient solutions that are always focused on the needs of our partners whilst minimising waste. Furthermore, by using Evotec as a single provider of integrated services, you can spend more time thinking about the science and less time managing the interfaces between multiple service providers.

Every single day, Evotec scientists are striving to solve drug discovery problems for their clients. Our scientists have made significant contributions to cutting-edge science throughout their careers and are drawn from a variety of backgrounds. They have been successful in all major therapeutic areas and target classes. Their ideas, inspiration, creativity, innovation and insightful analysis are all key elements of Evotec’s value proposition, and are critical contributions to successful and productive integrated collaborations. In addition, the conduct of such science is heavily dependent on being able to carry out the practical work smoothly, quickly, and without delays, problems, and frustration. Our client’s satisfaction, and our performance, is dependent on the effective unification of slick, productive, practical execution with good ideas, problem solving and creativity: we call it “Innovation Efficiency”.

As a result of this unique combination of depth, breadth, knowledge and experience of drug discovery with operational excellence, Evotec has established a successful track record in assisting academic institutions, not-for-profit foundations, biotech and pharmaceutical companies in developing novel therapeutics.



WHY EVOTEC?

- ▶ Industry-leading capabilities in integrated drug discovery
- ▶ World-class suite of compound screening and profiling technologies
- ▶ Proven ability to progress targets to pre-clinical development within 3 years
- ▶ Consistent delivery and innovation for our partners
- ▶ Internal processes optimised to focus on quality and speed allowing for reduced cycle times and thereby accelerating our partner’s discovery efforts
- ▶ Single contracting partner reduces complexity
- ▶ Experienced and proven senior scientists act as project leaders and provide a single point of contact to our partner organisations
- ▶ Expert advice on overall project strategy
- ▶ Securing IP protection and supporting grant applications