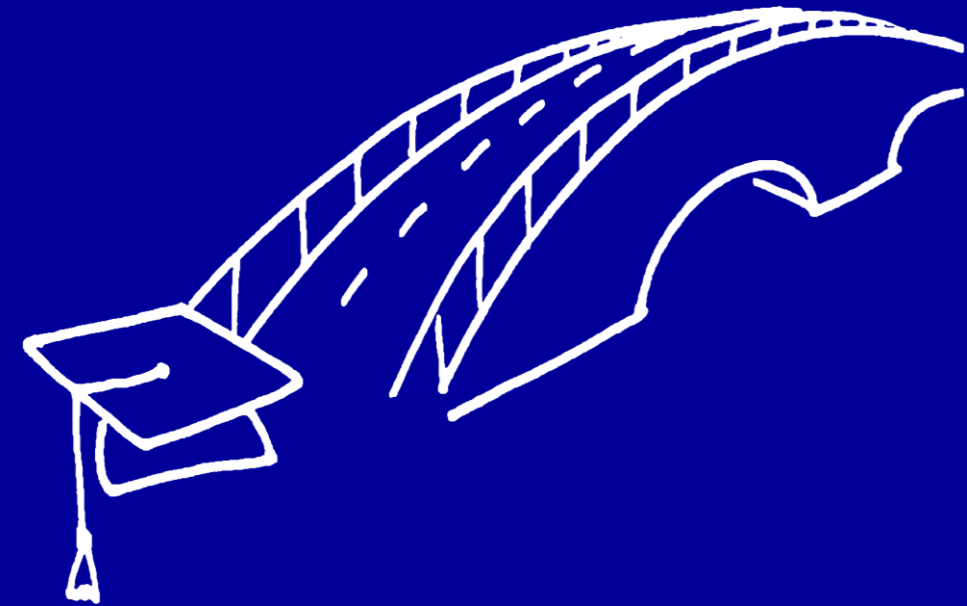


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# Unlocking the potential of academic innovation

*Meeting with “G. D’Annunzio” University of Pescara & Chieti*



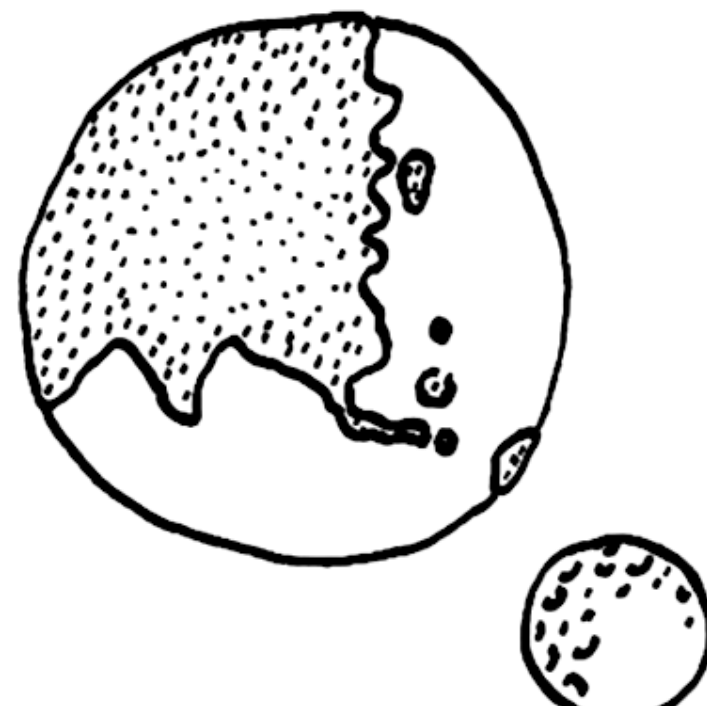
# Agenda

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Evotec today

Building academic BRIDGES

Equity investment strategy



# Evotec today

*Innovation hub in sharing economy*



## The innovation hub in R&D

Our long-term mission in drug discovery and development



**Manfred Eigen**  
Nobel Prize 1967

*We put drug discovery ideas and leading technologies across all modalities to action. We enable and accelerate the development of precision medicines together with our partners.*

**#RESEARCHNEVERSTOPS**

# New technologies, more precision, higher speed and efficiency

Evotec today – 14 Sites and > 4,000 employees



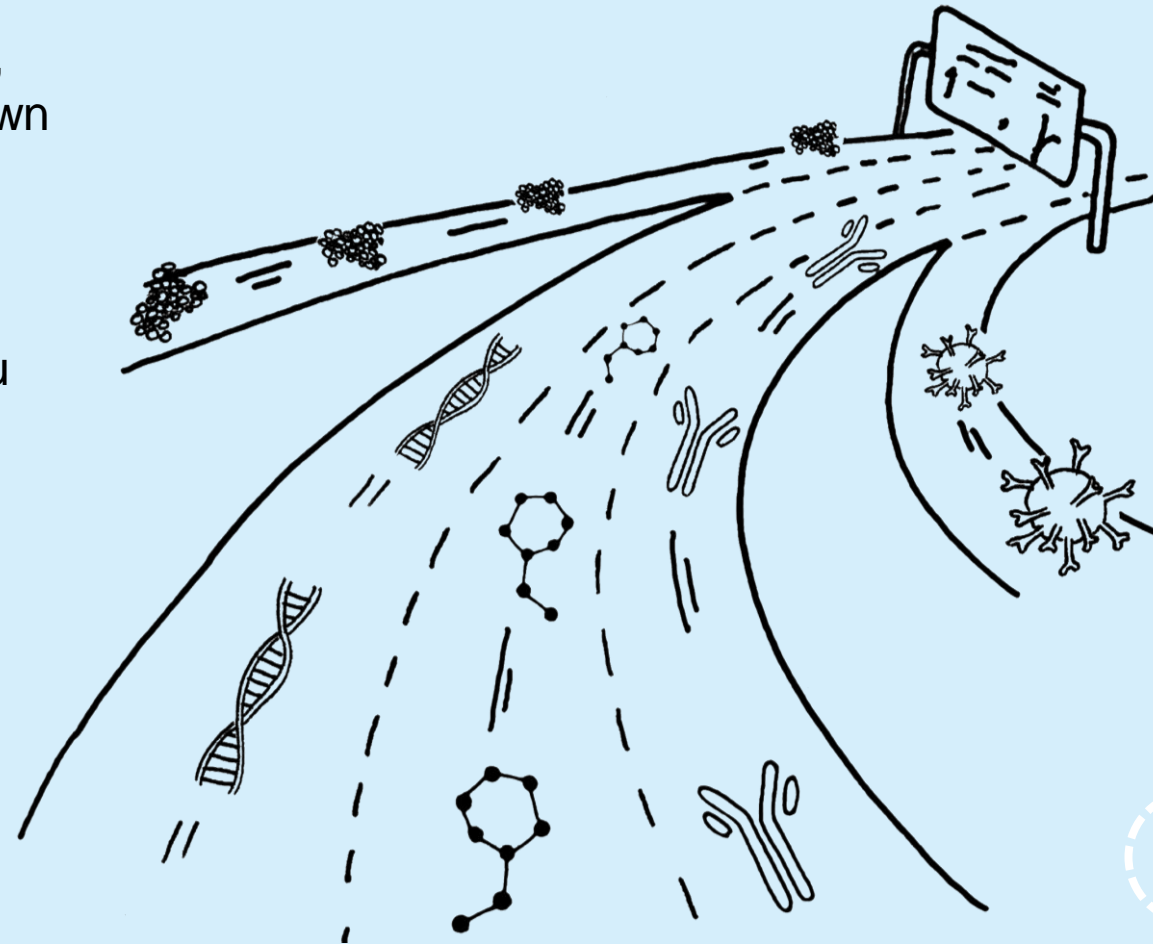
Princeton, Seattle,  
Branford, Watertown  
~400



Orth an der Donau  
~30



Verona  
~750



Hamburg (HQ),  
Goettingen (Manfred  
Eigen Campus)  
Cologne, Munich,  
~900



Abingdon (Dorothy  
Crowfoot Hodgkin),  
Alderley Park  
~850



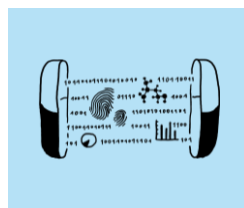
Lyon, Toulouse  
(Campus Curie)  
~800

# Clearly defined technologies allow increased access

## Capabilities and expertise overview

### Industry needs

### Capabilities & expertise create multimodality & data-driven R&D Autobahn for growth



#### R&D efficiency platforms<sup>1)</sup>



Target ID & validation



Hit identification



Sample management



DMPK & ADME-Tox



Research Informatics



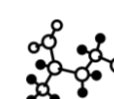
Bio Reagents



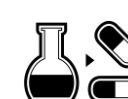
*In vivo* biology



*In vivo* Pharmacology



Biomarker discovery



Integrated CMC



Lead optimisation



INDiGO



#### AI/ML & Precision medicine platforms



EVOpanOmics



EVOpanHunter



iPSC Lighthouse



ScreenSeq™



ScreenPep™



J.HAL<sup>SM</sup>  
BIOLOGY PREDICTION



#### Just – Evotec Biologics<sup>1)</sup>



J.DISCOVERY™  
MOLECULE DISCOVERY



J.HAL<sup>SM</sup>  
BIOLOGY PREDICTION



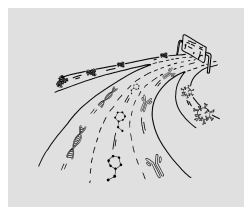
J.MD™  
MOLECULE DESIGN



J.P3®  
PROCESS & PRODUCT DESIGN



J.POD®  
CLINICAL & COMMERCIAL  
MANUFACTURING



#### Multimodality drug design



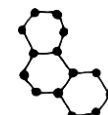
EVOcells



EVOgenes



Antibodies & Bifunctionals



Small molecules



Antisense<sup>1)</sup>



Protein degradation



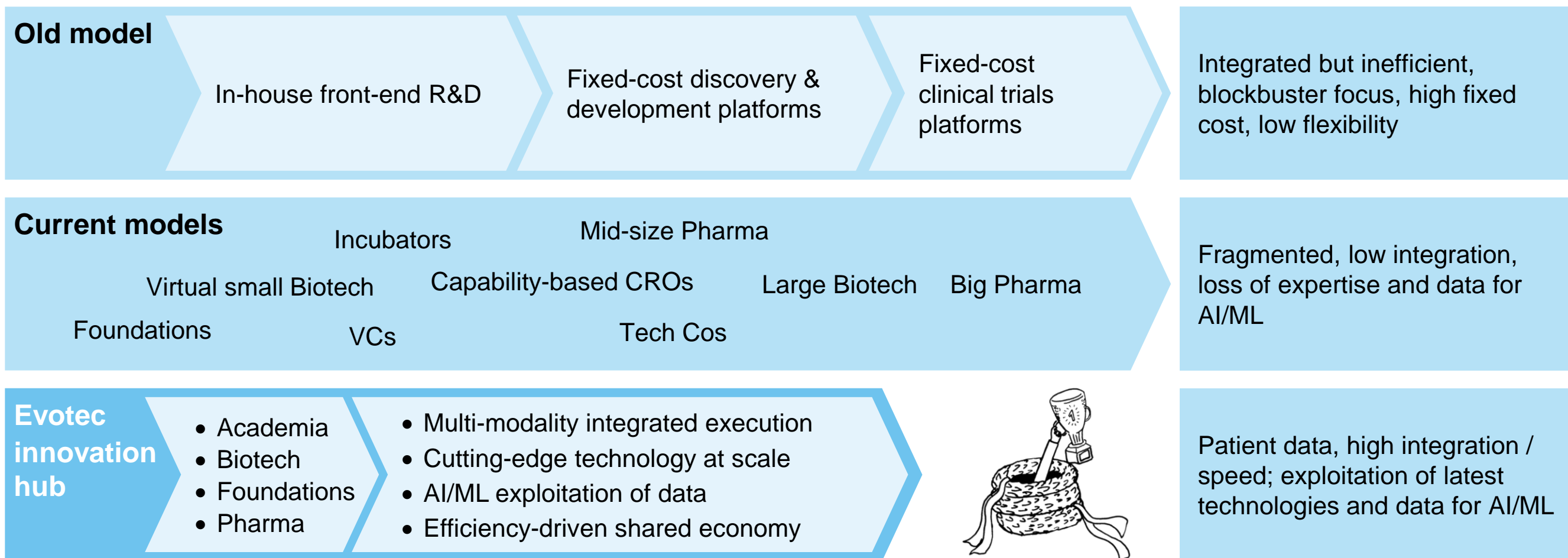
Exosomes



RNA

# Innovation hub that meets industry needs

Value chain evolution in a sharing economy



# Building academic BRIDGES

*Advancing the LAB282 paradigm*





## Academia remains key source for novel drugs

Why develop a new paradigm to accelerate academic translation?

Academia is major source of drug approvals ...

**15-20%**

of approved drugs originate from academia<sup>1)</sup>

**30-40%**

of FDA approved drugs discovered in European academic labs<sup>2)</sup>

... but translational efficiency from universities to industry is still poor

**63%**

of academic Phase III projects successful when collaborating with industry<sup>3)</sup>

**0%**

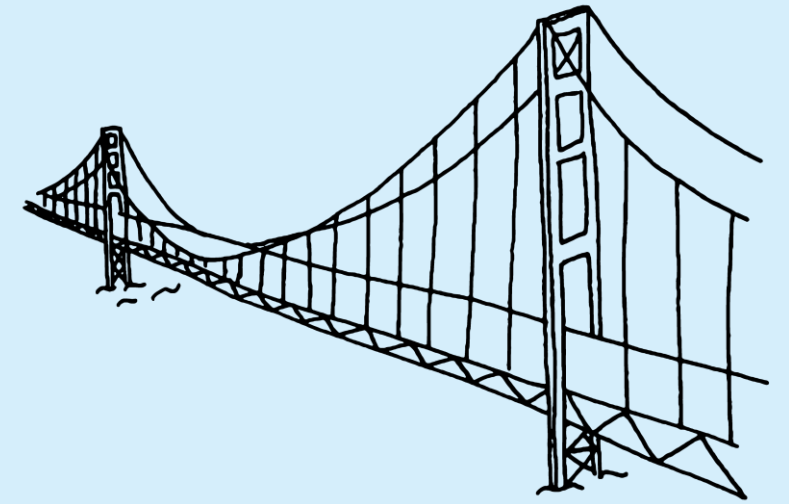
of purely academic projects successful in Phase III or approved<sup>3)</sup>

# Strategic academic partnerships with long-term upside

What is a BRIDGE?

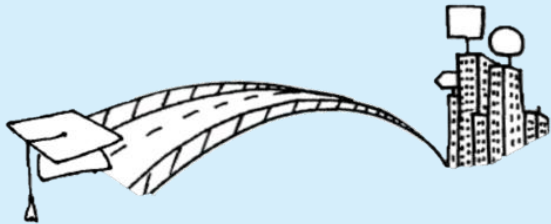
## Strategic partnership with academic institution(s) and funder(s) to accelerate translation

- from academic concept to investable data point
- using Evotec's technology platforms
- over a portfolio of first-in-class therapeutic projects
- in a risk-shared scheme with pre-negotiated terms
- with the aim to co-create NewCos or licensable assets
- generating long-term upside for Evotec and its partners



## Building BRIDGES is part of our mission

Our principles to create investable data sets from university starting points



### Identify the best starting points

Embedded “Experts in Residence” work with TTOs to identify the most promising therapeutic concepts

### Set the right course

Evotec expertise applied to define industry standard project plans from day 1

### Validate before investing

Use Evotec’s established technology platforms to create robust data sets and overcome the fact that less than 20% of published results can be reproduced by pharma<sup>1)</sup>

### Accelerate timelines

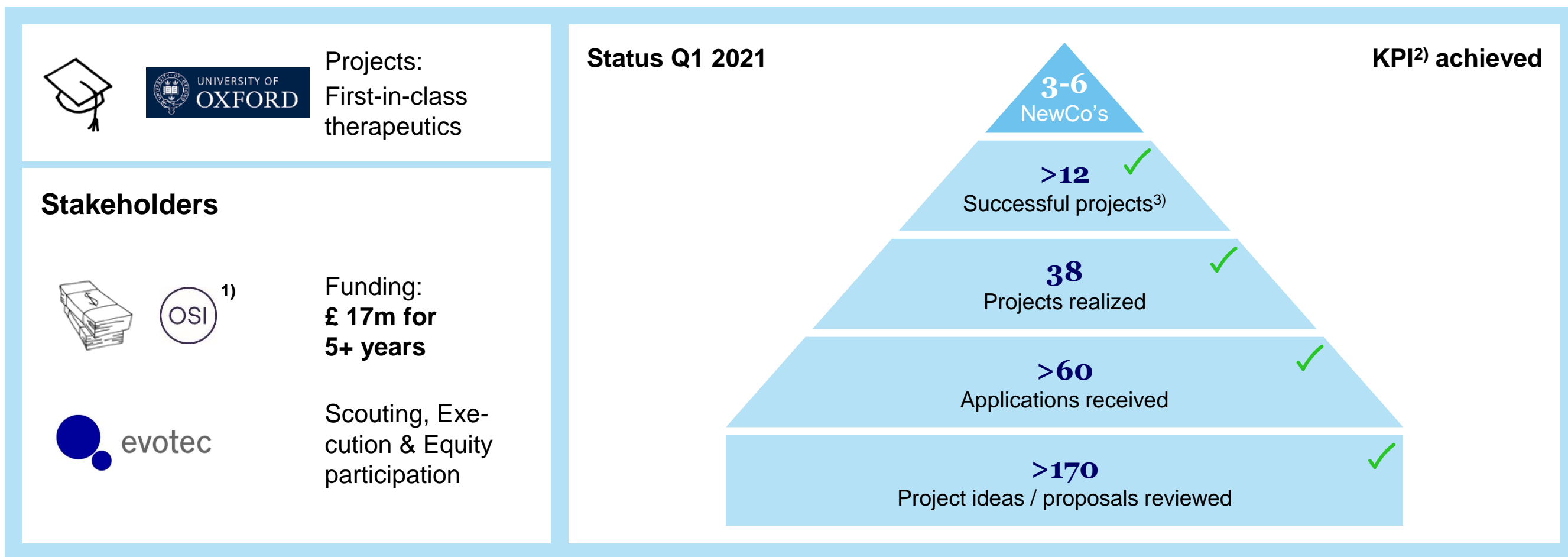
Cut time from academic concept to investable data point by > 2-4x

### Enable company-creation

Create value for BRIDGE partners and generate investment opportunities for Evotec, typically with double-digit pre-agreed equity

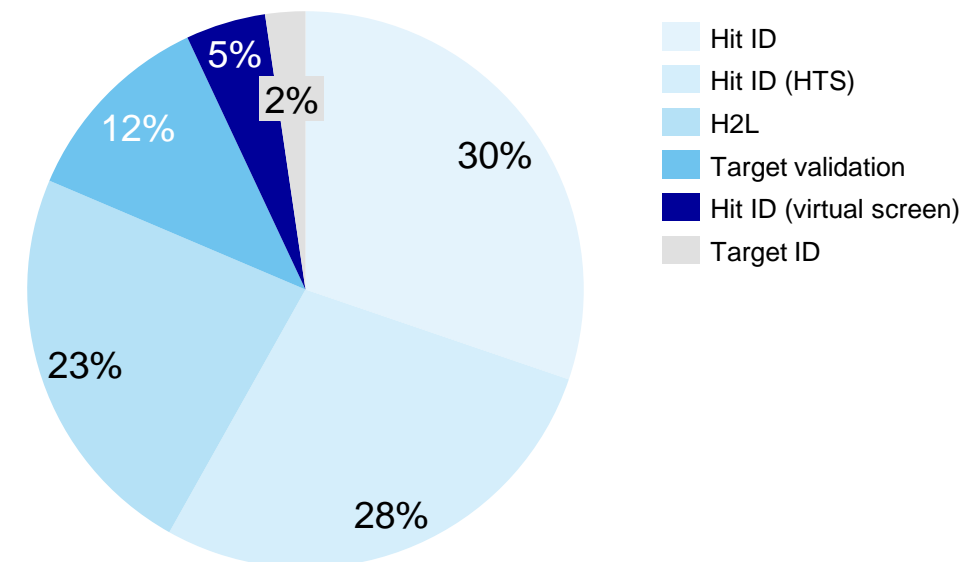
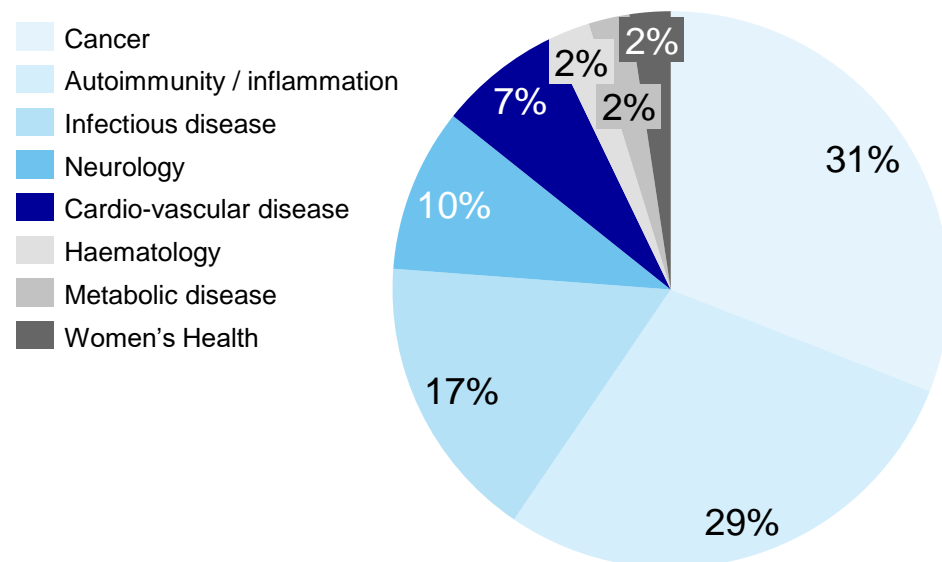
# Oxford BRIDGE 'LAB282' as a flagship and blueprint

Collaboration with Oxford University and OSI considered 'best-in-class' since 11/2016



# Academic starting points fit our strategy and capabilities

The 'wide net' to generate robust data and options



- Validated hit compounds for twelve novel small molecule targets identified by HTS<sup>1)</sup>
- First-in-class antibodies for two novel targets in I&I<sup>2)</sup> identified

## First LAB282 company spun out in 2020

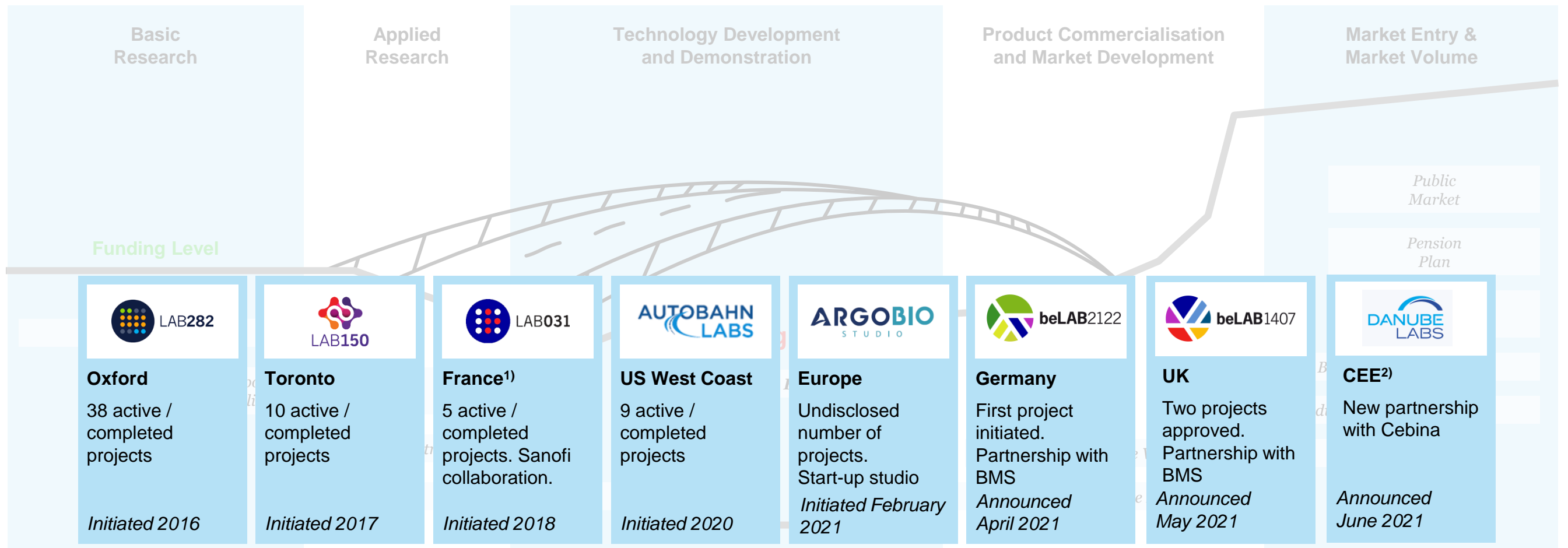
Dark Blue Therapeutics developing multiple oncology projects

<b>Objective</b>	Develop successful LAB282 oncology projects towards clinical PoC <sup>1)</sup>
<b>Science</b>	Portfolio of promising single-target small molecule oncology projects (each at H2L stage, exciting biology and sound chemistry based on Evotec screen) Proprietary access to all LAB282 oncology projects
<b>Academic partner</b>	The University of Oxford
<b>Structure</b>	Multi-asset holding company (Dark Blue Therapeutics Ltd)
<b>Investors</b>	OSI, BMS, Evotec; total commitment £ 25m
<b>Status</b>	First closing in July 2020, second closing imminent



# BRIDGE portfolio links academia with ‘R&D Autobahn to Cures’

Creating a global portfolio of long-term optionalities with efficient translation



## Diverse and growing BRIDGE project portfolio

Recent creation of new BRIDGEs will further accelerate outputs

Project proposals reviewed  
in #

>400

Funded BRIDGE projects to date  
in #

>60

Investable data sets generated  
in #

>12

Therapeutic areas covered  
in categories

>8

Most frequently represented areas



Mostly used modality























## Projects across broad indication and mechanism range

Therapeutic areas and modalities covered by actual projects and proposals, respectively

### Therapeutic areas covered by BRIDGE projects

	Oncology
	Inflammation & immunology
	Antibiotics
	Metabolics
	Neuroscience
	Women's Health
	Musculoskeletal
	Ophthalmology
	Respiratory
	Rare disease
	Hematology
	Age-related diseases

### Modalities covered by BRIDGE project proposals

	Small molecules
	Nanoparticles
	Antibodies
	rProtein
	Cell / gene therapy
	Exosomes

# Equity investment strategy

*Operational investor in patient-focused  
drug discovery companies*



## How do we see our role as operational VC?

Accelerating innovation via focused equity investments

### Facilitating acceleration of early-stage scientific projects

*BRIDGES, academic collaborations, incubator partnering /  
Access to innovation & technology*



### Accelerating innovation via risk-shared venture creation

*Contributions in-kind / Risk-sharing with partners /  
Access to innovation & technology*



### Access to capital, partners and industrialized and integrated technology platforms

*Risk-shared investments / In-kind services /  
Reproducible high-quality data / De-risking capabilities*



# Evotec has been building a > EUR 85m equity portfolio

Status-quo

## Key portfolio facts

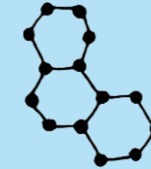
Active investments<sup>1)</sup>  
in #

25

Total investment<sup>2)</sup>  
in EUR m

>85

Mostly used modality



Small  
molecules

Entered clinical trials  
in #

7

Largest investment  
allocations



AI-drug design



Oncology



Inflammation & Immunology

First growth story for Evotec as  
shareholder

Exscientia  
DRIVEN BY KNOWLEDGE

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+39 045 8218589

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