



**JP Morgan
Healthcare
Conference
2021**



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OUR MISSION

We enable our customers to do amazing things,
and change patient's lives in incredible ways.
Help them -

SOLVE THE IMPOSSIBLE



COVID-19

500+
clinical trials

100s to thousands
patients in trials

50-60% reduction
in study startup time

350+ researchers
accessing RWE environment

75B records from 250M patients
on RWE environment

The basis for competition is changing



**Precision
Medicine
Platforms**



**Digital and AI in
Therapies**



**Value-based
Care**

Patient continues to move to the center of the ecosystem





Company

Our scale and reach is unmatched in the industry

#1
Market share
in Life Sciences*

50%+
of drugs & medical devices
designed with our solutions

6M+
patients

8,000+
Active customers

50%+
new clinical trials
supported by our solutions

45,000+
physicians

All top 20
BioPharma & MedTech

22,000+
Hospital facilities

All top 10 CROs
are customers

22,000+
Clinical trials

1,000+
Direct hospital connections

4,000+
Professionals

6,300+
Active clinical trials

450M+
Images processed annually

A two-decade journey of excellence across the value chain



First cloud-based SAS solutions



1999 – 2009

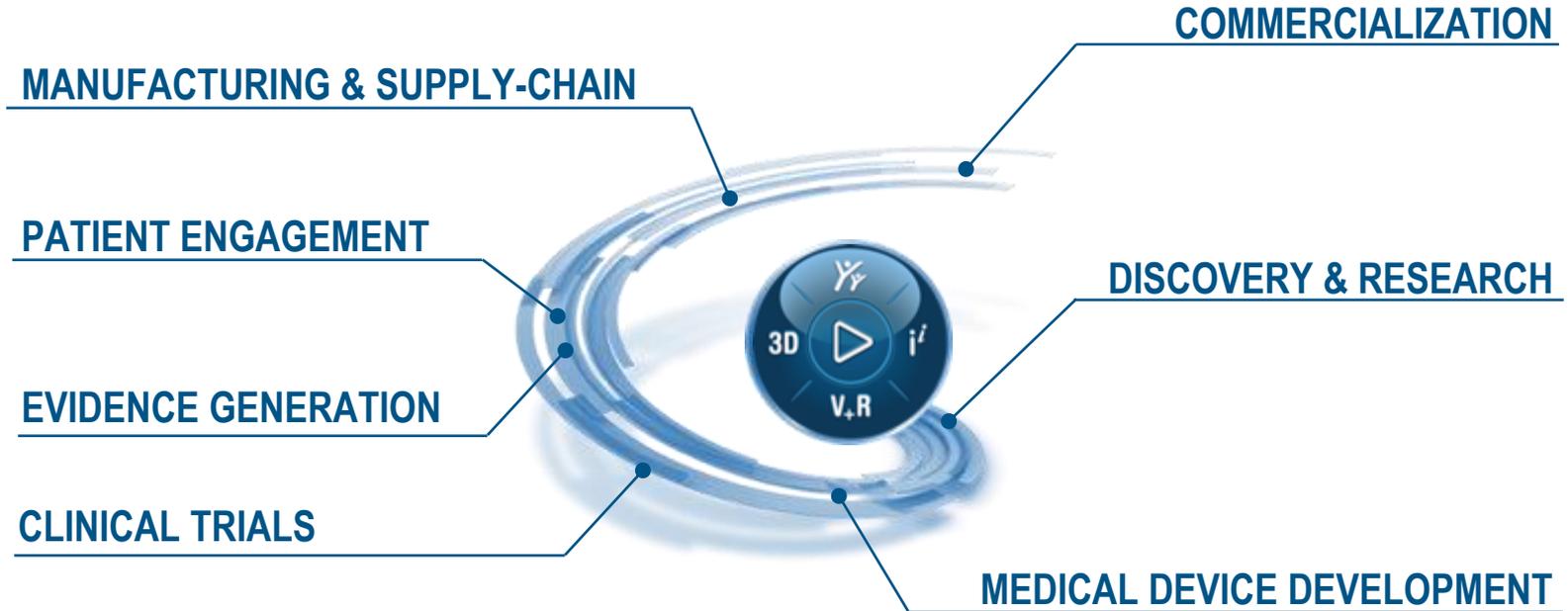
2014

2018

2019

2020

Building the industry's first end-to-end platform for the age of precision medicine

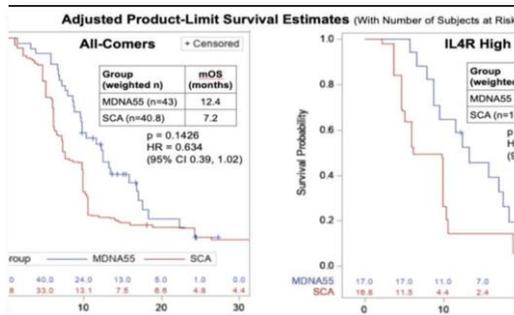


EVIDENCE GENERATION

FDA Approves to Synthetic Control Arm® Design in Recurrent Glioblastoma (rGBM)



- For the first time, the FDA approved the use of hybrid Synthetic Control Arm (SCA) in a Phase III study design in rGBM
- Medicenna used a Medidata SCA to demonstrate efficacy in a single-arm Phase 2 trial, with the goal of using the results to design a Phase 3 SCA-based registrational trial
- The SCA demonstrated large efficacy effect size in all-comers subjects, as well as in subjects expressing high levels of IL4R.



“We are extremely impressed with the Acorn AI team for providing a scientifically rigorous rationale for the design of an innovative registration trial incorporating an external control arm for the treatment of recurrent glioblastoma (rGBM) with MDNA55.

The FDA’s acceptance of this unique design, will expedite completion of the Phase 3 trial in rGBM allowing earlier access of MDNA55 for a disease with poor prognosis and high unmet need,” said Dr. Fahar Merchant, President and CEO of Medicenna. (October 15, 2020)

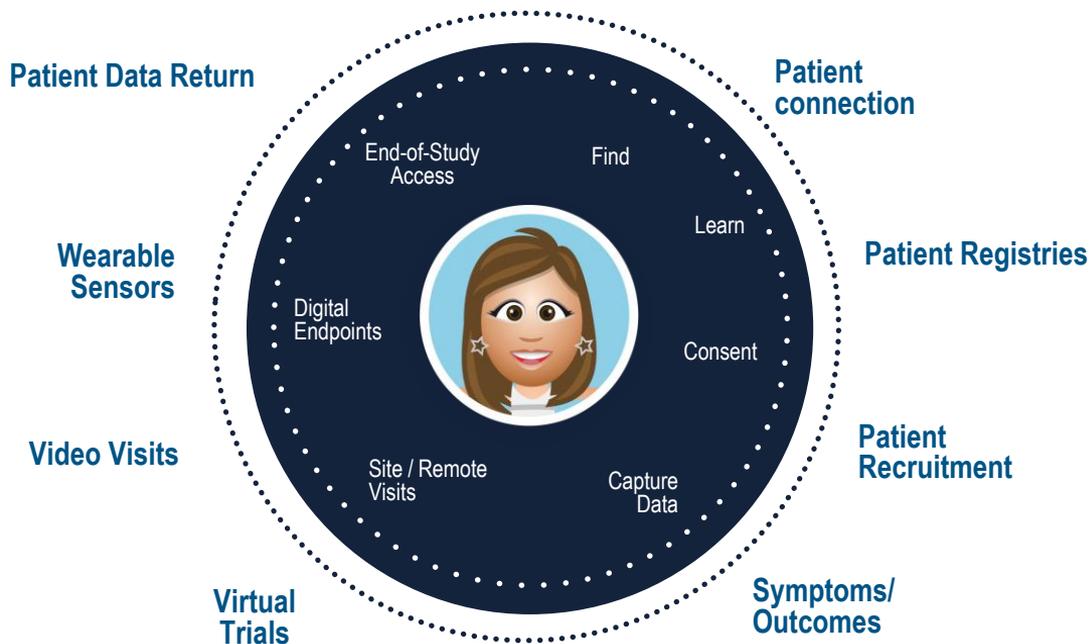
[The full press release can be viewed here.](#)

PATIENT ENGAGEMENT

Patients moving to the center in COVID-19 vaccine trial



Building lifelong relationship with patients



Medidata Supports Moderna's COVID-19 Vaccine Clinical Trials with Rave Clinical Cloud Platform

Innovative Patient-Centric Study Design Benefits Study Participants

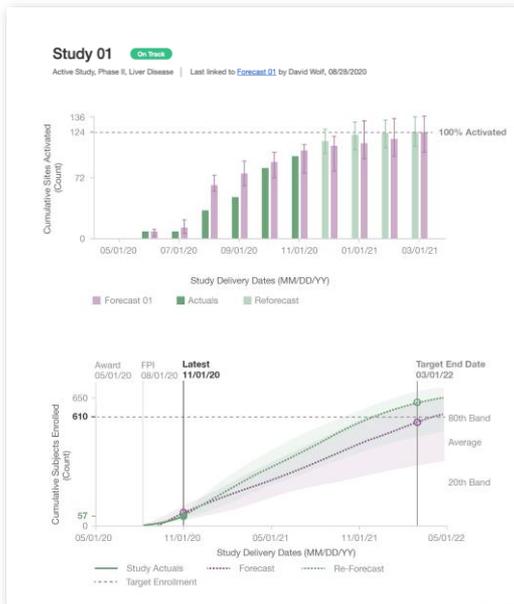
New York, NY – July 23, 2020 – Medidata, a Dassault Systèmes company,

One of the fastest recruiting trials in history of Medidata with **30,000+** patients

Virtualization @ scale provisioned **13,000+ devices** and **BYOD** and used data captured directly from patients

CLINICAL TRIALS

Integrating Analytics Across The Trial Lifecycle and Portfolio to Accelerate Time to Market



Study 01
Study, Live Classes, Phase II Multi-Forecast

Study Details

Study	Number of Sites (Planned)	Actual Sites Activated (Planned)	Difference: Predicted vs. Actual (Planned)	Enrollments	Final Enrollment Change End Date: 8/11/20
01	25	25	0	100	100
02	15	15	0	50	50
03	10	10	0	30	30
04	20	20	0	40	40
05	18	18	0	35	35
06	12	12	0	25	25
07	10	10	0	20	20
08	15	15	0	30	30
09	12	12	0	25	25
10	10	10	0	20	20
11	15	15	0	30	30
12	10	10	0	20	20
13	12	12	0	25	25
14	10	10	0	20	20
15	15	15	0	30	30
16	10	10	0	20	20
17	12	12	0	25	25
18	10	10	0	20	20
19	15	15	0	30	30
20	10	10	0	20	20

Study Details

Site	Country	Predicted Date to Activation (Planned)	Actual Date to Activation (Planned)	Difference: Predicted vs. Actual (Planned)	Enrollments	Difference: Predicted vs. Actual (Planned)	Final Enrollment Change End Date: 8/11/20
01	United States	05/01/20	05/01/20	0	100	100	100
02	United States	05/01/20	05/01/20	0	50	50	50
03	United States	05/01/20	05/01/20	0	30	30	30
04	United States	05/01/20	05/01/20	0	40	40	40
05	United States	05/01/20	05/01/20	0	35	35	35
06	United States	05/01/20	05/01/20	0	25	25	25
07	United States	05/01/20	05/01/20	0	20	20	20
08	United States	05/01/20	05/01/20	0	30	30	30
09	United States	05/01/20	05/01/20	0	25	25	25
10	United States	05/01/20	05/01/20	0	20	20	20
11	United States	05/01/20	05/01/20	0	30	30	30
12	United States	05/01/20	05/01/20	0	20	20	20
13	United States	05/01/20	05/01/20	0	25	25	25
14	United States	05/01/20	05/01/20	0	20	20	20
15	United States	05/01/20	05/01/20	0	30	30	30
16	United States	05/01/20	05/01/20	0	20	20	20
17	United States	05/01/20	05/01/20	0	25	25	25
18	United States	05/01/20	05/01/20	0	20	20	20
19	United States	05/01/20	05/01/20	0	30	30	30
20	United States	05/01/20	05/01/20	0	20	20	20

Increasing pressure for CROs to plan, forecast, and agilely monitor Clinical Trials especially during COVID-19

Integrated data from both parties to build one of the industries largest clinical trial data sets

Acorn AI Labs developed new models for trial operations

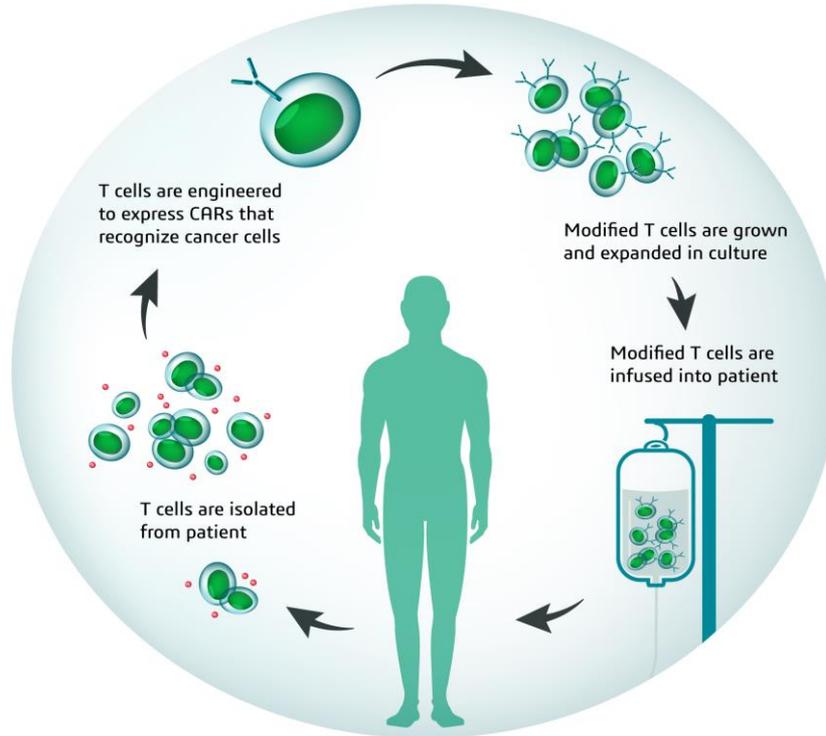
Study forecasts improved 40% (MAE) over baseline can drive a 5-10% improvement in enrollment timelines

Central Cockpit provides Live view of ongoing trials and dynamic reforecasting to react to disruption

MANUFACTURING & SUPPLY CHAIN

Rapid Scale-up, Tech Transfer and Manufacturing CAR-T

- Highly personalized therapy involving complex, multi-step process
- Limited room for delays or error



Speed to Patient

- 15-20% reduction in batch processing time



Total Quality

- 30-50% improved accuracy
- 70-95% reduction in data exchange



Operational & Financial Ambition

Financial metrics

13-15%

y/y revenue growth Life Sciences segment
Dassault Systemes

200bps

y/y margin improvement contribution from
Medidata business

Growing Operating Cash Flow

in line with operating margin expansion

Growth levers



Winning market share in core market: **Rave** and Attach



Patient Cloud to build lifetime relationships with patient



Acorn AI to unlock unique insights and actions using data and analytics



End to end platform for Life Sciences creating new business opportunities

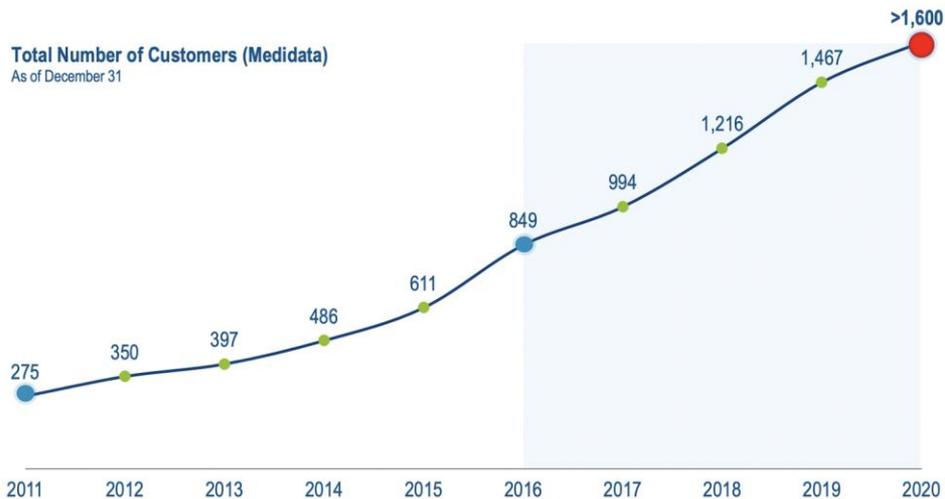


Optimize **company-wide** resource allocation and synergies

Every Hour Across 6,000+ Active Trials

A decade of customer growth

Total Number of Customers (Medidata)
As of December 31



1,000,000+

Requests served across the
Medidata Platform

145K+
Web Service
Calls

7.5K
User
Sessions

275k+
CRF Page
Requests

45K+
Medical
Images
Received

We are committed to protect patient and customer privacy and security at industry leading standards

Privacy



Security



Regulatory

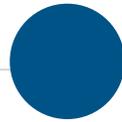


One year in: Medidata as a Dassault Systemes' company



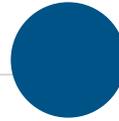
Functional alignment

G&A functions began working together immediately, with dual reporting structures where appropriate



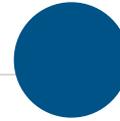
Systems integration

Internal communications and collaboration moved onto the 3DEXPERIENCE platform; HR and Finance systems combined



Industry alignment

Charting a strategic direction for Life Sciences, initially aligning Medidata and Biovia, opportunistic platform solutions



Scaling for the future

Defining Dassault Systemes long-term vision within healthcare



Thank You