



# LIFE SCIENCES DAY



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Medidata CEO & Co-Founder

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Medidata Chief Operations Officer

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## Mission

**We power smarter treatments and  
healthier people.**

# Leading the transformation in Life Sciences

**medidata**

Science-based company providing leadership to Life Sciences

**Shared vision**

Enable precision medicine at scale

**DASSAULT SYSTEMES**

The 3DEXPERIENCE company providing business and people with virtual universes to imagine sustainable innovations

20 years of experience driving change and enabling innovation through a scalable cloud-based platform

35+ years of experience transforming the way products are designed, produced and supported

# Medidata: The industry leader in Life Sciences

**+5M**  
Patients

Total trials run  
**+19K**

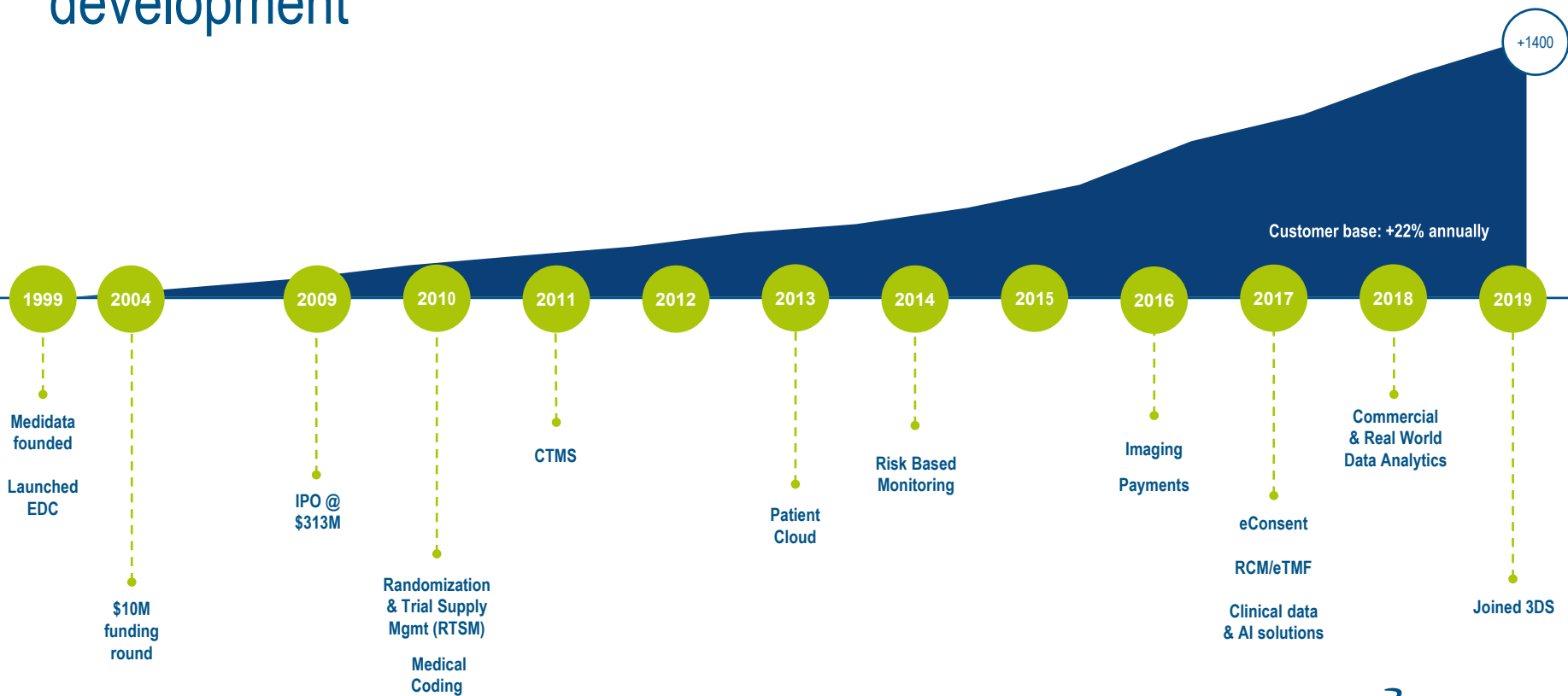
**+2,800**  
Employees

Sponsor/site relationships  
**+650K**

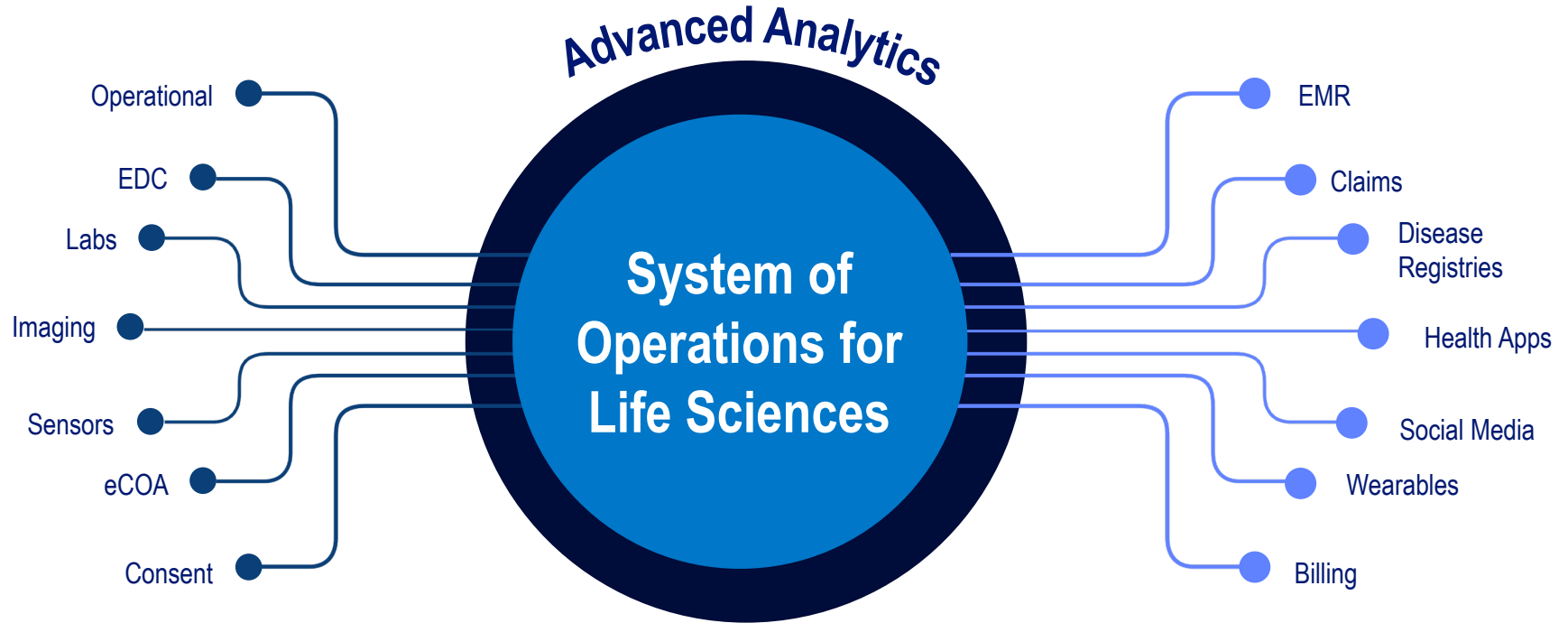
**13 of top 15**  
Drugs sold globally in  
2018 powered by  
Medidata technology

Customers  
**+1.4K**

# Two decades of innovation building our leadership in clinical development



# Creating value by connecting clinical development and commercial data in one platform



# Medidata's strategic pillars







# Life Sciences: The need for transformation

# An enormous opportunity

## Significant investments in new therapies by Life Sciences industry

**\$1.2T**

Global spend on  
medicines in 2018

**\$100B+**

Global R&D spend on  
phase 1-3 clinical trials  
in 2018

**16K**

Total drugs in  
development by pharma  
companies

# Inefficiency creates the need for technological innovation



**Low success rate**

**9.6%**

phase I to approval



**Long timelines**

**~10yrs**

from initial discovery to approval



**High cost**

**\$2.6b**

average cost to develop new drug



**Unpredictable schedule**

**82%**

of clinical trial starts are delayed



**Increasing regulation**

**2,000**

New or modified regulations by the FDA in past two decades



**Revenue shortfall**

**50%**

of drug launches underperform expectations

# Our value proposition



## IMPROVE PRODUCTIVITY

Platform maximizes  
ROI & minimizes time to  
market in clinical  
development



## CREATE INSIGHTS

AI, unique data and analytics  
provide insights, unlocking  
value and minimizing risks



## IMPROVE OUTCOMES

Connectivity ensures  
the right drugs reach  
the right patients

# Unique data and AI capabilities in the era of precision medicine



## Clinical data

- Unmatched size
- Global, cross-sponsor
- Cross TAs
- Regulatory grade data
- Clinically meaningful

## Capabilities

### Make better go / no-go decisions

Accelerate discovery and improve probability of success

### Improve speed, success & quality of trials

Better design, planning and management

### Demonstrate value of therapies

Utilize clinical and RWD with regulators, payors and providers

### Develop personalized treatments

Tap into broad digital ecosystem around the patient

### Accelerate launch to peak revenue

Utilize evolving data sources and advanced analytics

A grayscale photograph of a hand placing a dark, rectangular block on top of a growing staircase of similar blocks. The staircase starts with one block on the left and increases in height by one block per step to the right. The background is a plain, light-colored surface.

# Our strategy for long-term growth: Land and expand

# Our business model drives sustainable growth



## Customer Base

- 18 of top 25 Pharma
- 10 of top 10 CROs
- 1,400 customers globally



## Revenue Retention

- On average 25% uplift at time of contract renewal
- Differentiated service offering & domain expertise



## Long-term Relationships

- Multi-year subscription contracts (typically 2-5 yrs)
- Expanding share of wallet over time



## Revenue Mix

- ~85% cloud subscription revenue
- Highly profitable ongoing support & implementation services

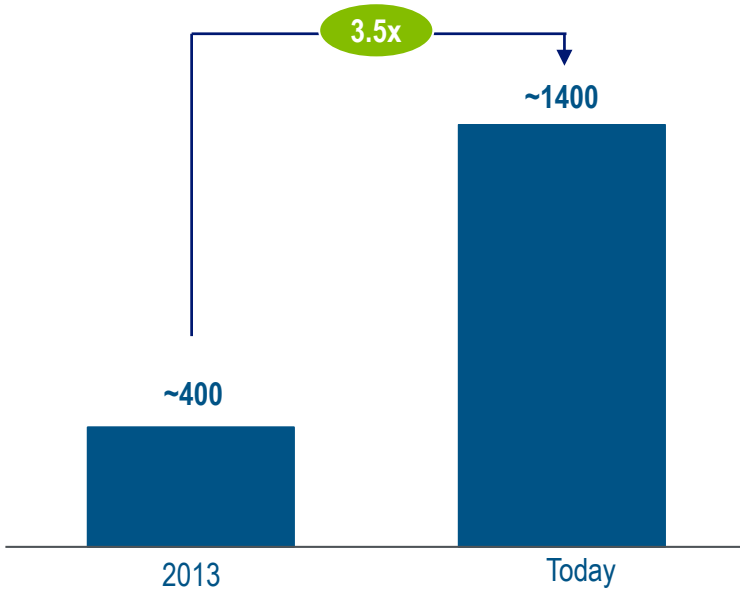


## Scalable Model

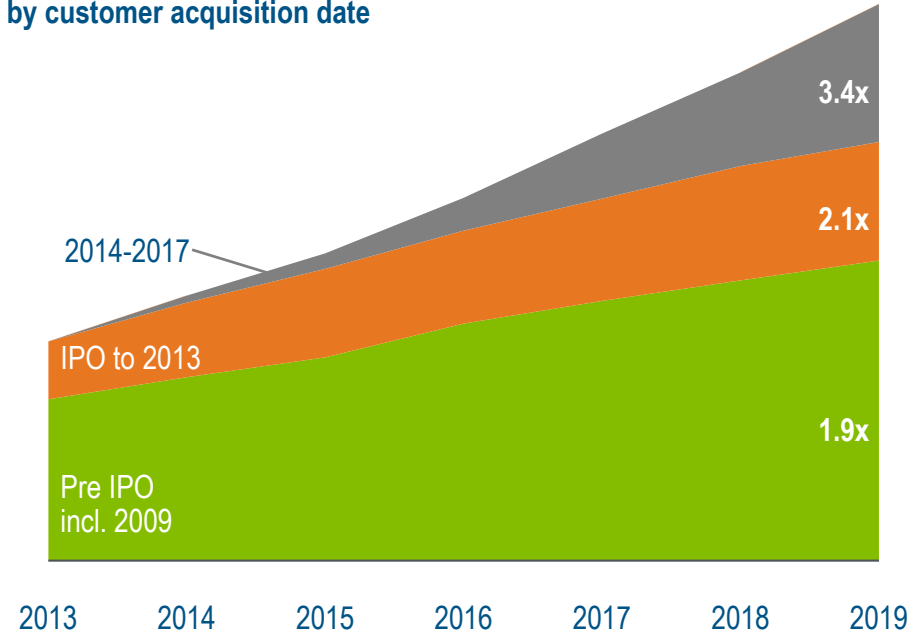
- Pricing based on # of trials / sites / patients
- Attractive subscription margins (80%+)

# Expanding our customer base and revenue within customers

Customer count

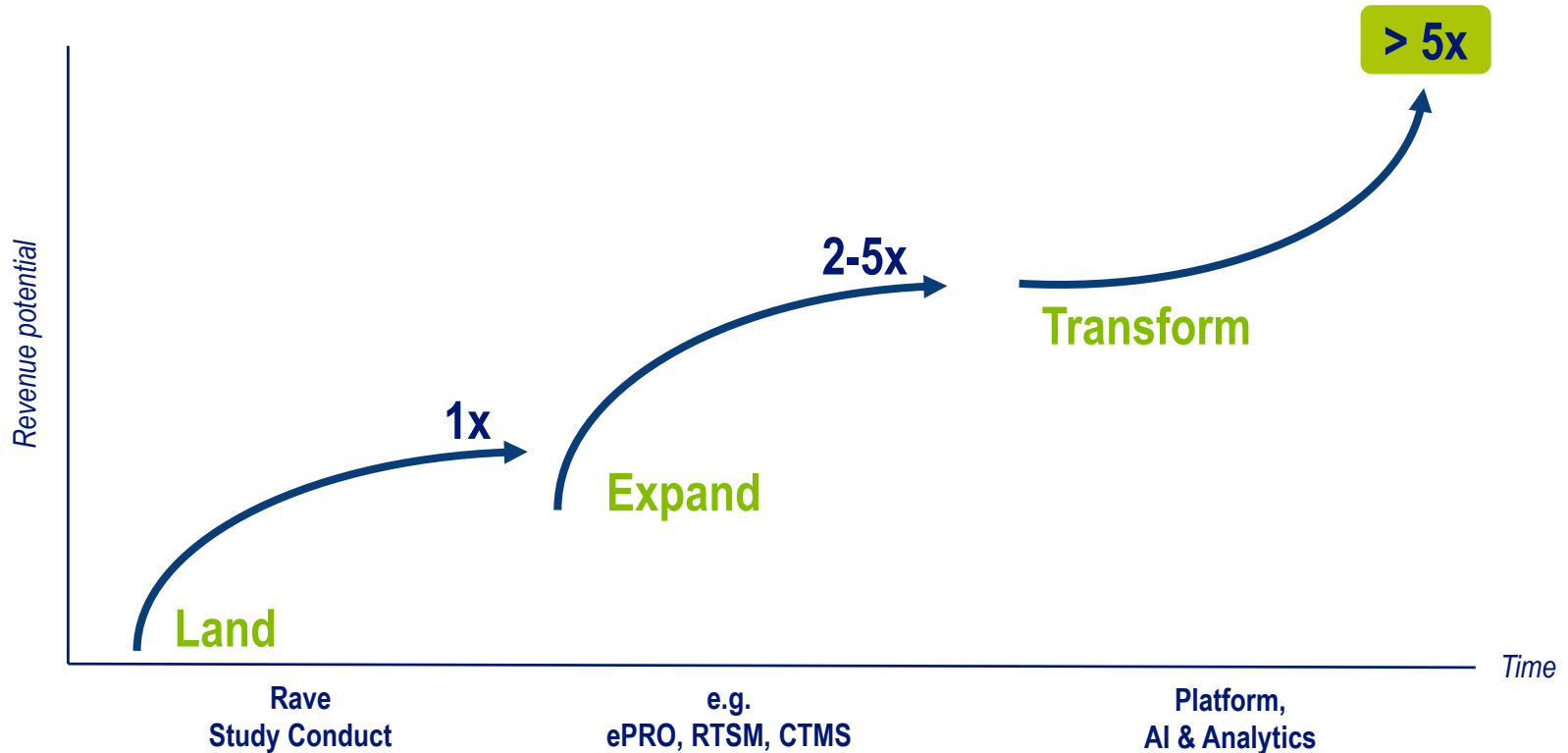


Annualized revenue growth by customer acquisition date





# The revenue opportunity within existing customers





# Culture

# Corporate social responsibility is core to our culture

## STEM Education

*Impacting 15,000 students in five years*

MediEd

All Star Code

Hardware Donations

Founder's Scholarship

Talent Pipeline

## Access For All

*Providing all patients with access to treatment*

Social Innovation Lab

In Kind Software Donation

Diversity in Clinical Trials

Drug Repurposing

Patient Advocacy Steering Committee

## Our commitments

CEO **ACTION** FOR  
DIVERSITY & INCLUSION



## Third party recognition



# Best-in-class data privacy and security

## Privacy



## Security



## Regulatory



# A future rich in purpose and opportunity



## TODAY

Unify clinical development and enable data-driven insights



## TOGETHER

Transform life sciences industry in the age of precision medicine



## FUTURE

Create new opportunities for healthier people everywhere



# LIFE SCIENCES DAY

**DS** DASSAULT  
SYSTEMES