



**CAPITAL  
MARKETS DAY**  
2022

**SUSTAINABLE PATIENT EXPERIENCES**



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Life Sciences & Healthcare Sector Board Chairman

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CEO,  
Medidata Patient Cloud

# OUR MISSION

Powering Smarter Treatments  
and Healthier People



# RAPID ADVANCEMENTS LEADING TO A WORLD OF PRECISION MEDICINE

**Biology  
Platforms**

**Technology,  
Data and AI  
Platforms**

**Improved  
Therapeutics for  
Patients**

**Better science and advanced data driven analytics  
are leading to healthier patients**

35% of FDA-approved drugs in 2021  
were for a personalized medicine

70% of trials will incorporate digital  
health technology by 2025

# DRIVING LIFE SCIENCES INNOVATION AT SCALE

## Significant Customer Reach

**~9,500**

Active Customers

## Continued Market Growth

**>7 Million**

Patients

## Solutions That Matter

**64%**

of Novel Drugs  
Designed with Our  
Solutions

## Data at Scale

**>28,000**

Studies

**~1,500+**

Net New Customers  
since 2020

**>95,000**

Physicians

**~50%**

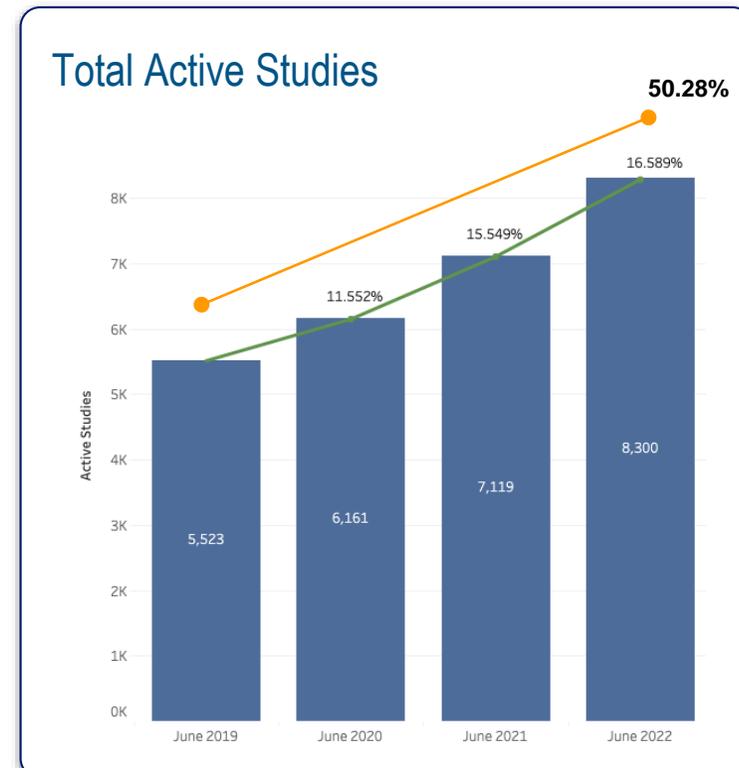
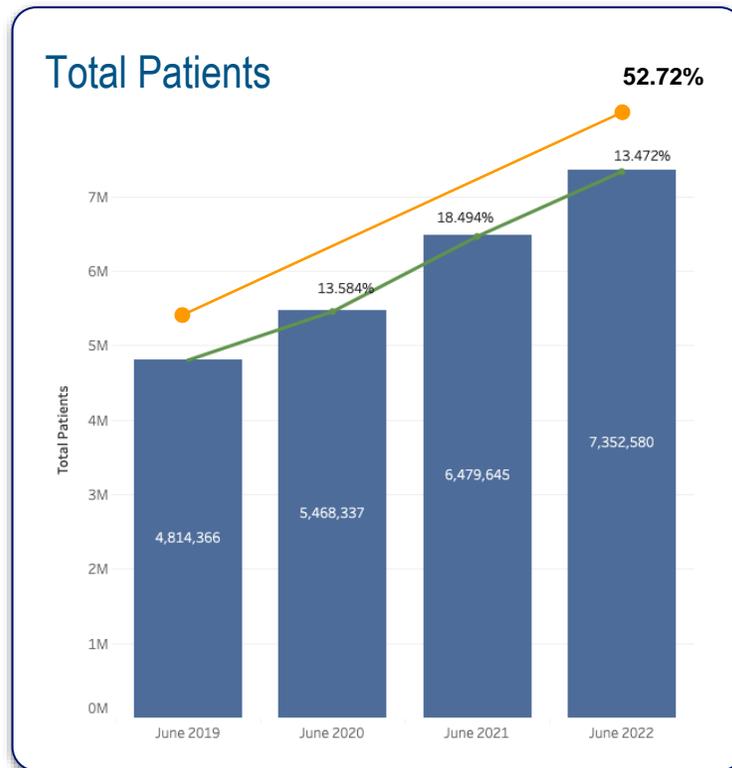
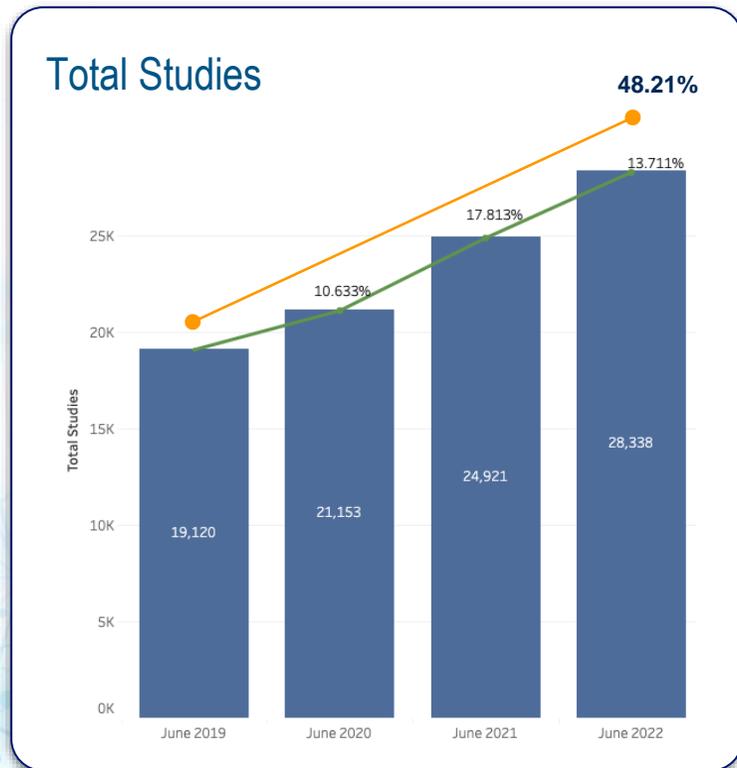
of New Clinical Trials  
Supported by Our  
Solutions

**>1 Billion**

Images

**Metrics that support our growth objectives of 13-15%**

# GROWTH SUPPORTING THE INDUSTRY: PATIENTS AND STUDIES



# SUCCESSFUL INTEGRATION FUELING OUR GROWTH

Year 3 Update



**Unrivaled  
Innovation**



**Proven  
Scalability**



**Deep  
Expertise**

**Delivering Significant Outcomes to the Industry**

# A SCIENTIFIC AND BUSINESS PLATFORM FOR SUSTAINABLE INNOVATION

## MANUFACTURING & SUPPLY-CHAIN



Biovia, Catia, Simulia, Delmia

## MOLECULAR THERAPY DEVELOPMENT



Biovia, Simulia, Enovia, Netvibes

## MEDICAL DEVICE DEVELOPMENT



Catia, Simulia, Solidworks, Enovia, Netvibes

## DISCOVERY, RESEARCH & DESIGN



Netvibes, Biovia, Catia, Solidworks, Enovia

## CLINICAL TRIALS



Medidata

## COMMERCIALIZATION



Medidata



# A NEW ERA OF TRIAL DECENTRALIZATION

**DS MEDIDATA**  
Rave



**DS MEDIDATA**  
patientcloud

# REASONS TO BELIEVE

## Implemented decentralized clinical trials strategy

### Large Med Device

Deployed DCT technology as part of digital transformation that will span at least the next 5 years, lower burden for patients in clinical trials

## Leveraged AI to increase trial efficiency with smart site selection

### Leading Biotech

Built clinical trial site selection process based on advanced analytics on site performance in specific cancer indication

## Streamlined global manufacturing at 30+ sites

### Top 10 Pharma

Standardized global drug manufacturing processes at 30+ sites to ensure consistent efficiency and safety

## Cross brand expansion to fuel growth and digital transformation

### Leading CRO

Mitigated pandemic disruption in labs with digital notebooks to increase experimental productivity, saving millions of dollars

## Our Solutions



ONE Lab



Engineered to Cure



Designed to Cure



Collaborative Scientific Innovation



Made to Cure for BioPharma



License to Cure for Medical Device



Made to Cure for Medical Device



License to Cure for BioPharma