



CAPITAL MARKETS DAY 2020

DS DASSAULT
SYSTEMES



**CAPITAL
MARKETS
DAY
2020**



Life Sciences & Healthcare

Tarek Sherif

Co-CEO and Co-Founder, Medidata
Chairman of Life Sciences
and Healthcare Board

Our Mission

Together, we power
smarter treatments and
healthier people



Where the industry is headed

The changing nature of therapeutic innovation



**Precision
Medicine**



**Value-based
Therapies**



**Convergence of
Digital, Device
and Molecule**

The changing nature of interactions in a complex ecosystem puts the patient in the center



Life Sciences is a large opportunity

17.7K

Total number of drugs in development by pharma companies

\$180B

Global R&D spend by pharma and biotech in 2019

\$900B+

Annual prescription drug sales in 2019

1200+

Gene therapies in development

\$100B

Global R&D spend on phase 1-3 clinical trials in 2019

4800

Companies with drugs in development pipeline

Positive industry trends continue

Biotech funding has been robust from an IPO perspective

Drug developers raised a record \$4.5bn in IPOs in Q3 2020



2020 drug pipelines still look to be in line with previous years

40 drugs approved by the FDA through Q3 2020 vs. 27 drugs through Q3 2019



Source: EvaluatePharma, FDA

COVID disrupting LS companies

According to industry surveys:

- 50% of respondents said they **paused a large percentage of clinical trials** and that some must be canceled or significantly delayed
- **Trial durations** are expected to **increase** by ~11%
- Sponsors say that ~42% of **sites remain inaccessible** as of August
- Respondents noted an expected median **increase in trial costs** of ~10%

Source: Jeffries

Highlighting innovation, accelerating digital transformation



Accelerate study start time

50-60% reduction in time for certain COVID-19 trials



Virtual trials and remote monitoring

Data-driven approach reducing time, cost and risk associated with reliance on office visits and human presence



Synthetic Control Arms

Reuse of control patient data, reducing patient recruitment challenges, accelerating timelines, and providing earlier insights



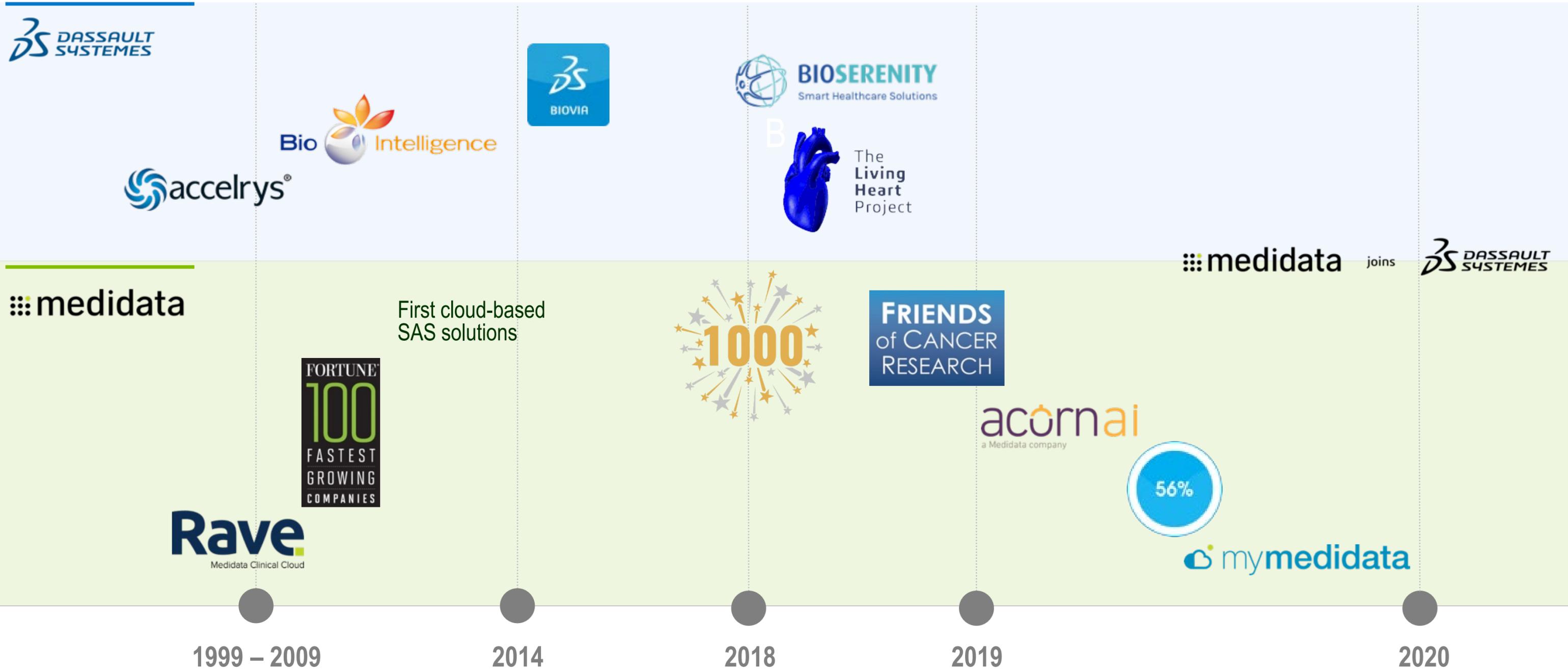
Optimize study design

Data-driven approach to identify target patient populations, benchmark site burden and patient burden, and optimize protocols

Who we are

Two decades of experience & knowledge creating unique franchise

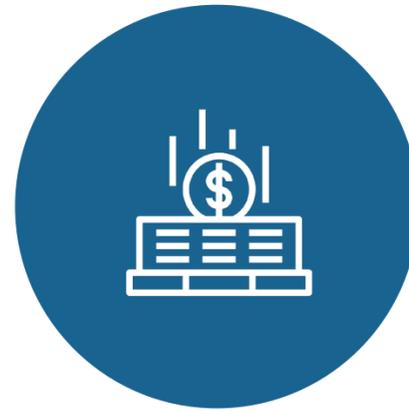
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LIFESCIENCES



4,000+ professionals
sharing a common
purpose and passion for
Life Sciences



\$8B of investments in
technology and data
pipelines **purpose built**
for healthcare



35 year track
record of **leading**
innovation

Our scale and reach in healthcare

#1
Market share
in Life Sciences*

8,000+
Active customers

All top 20
BioPharma & MedTech

All top 10 CROs
are customers

Active partnerships with
FDA & IMI

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

50%+
new clinical trials
supported by our solutions

22,000+
Clinical trials

6,300
Active clinical trials

6M+
patients

45,000+
physicians

22,000+
Hospital facilities

1,000+
Direct hospital connections

450M
Images processed annually

Who we serve

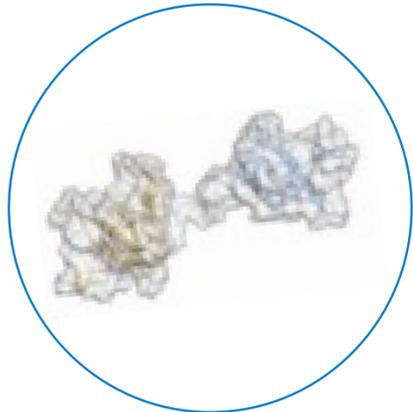
Life Sciences Companies

Pharmaceuticals & Biotechs

Medical Devices & Equipment

Healthcare Providers

Patient Care



Molecular Therapies



Digital Therapies

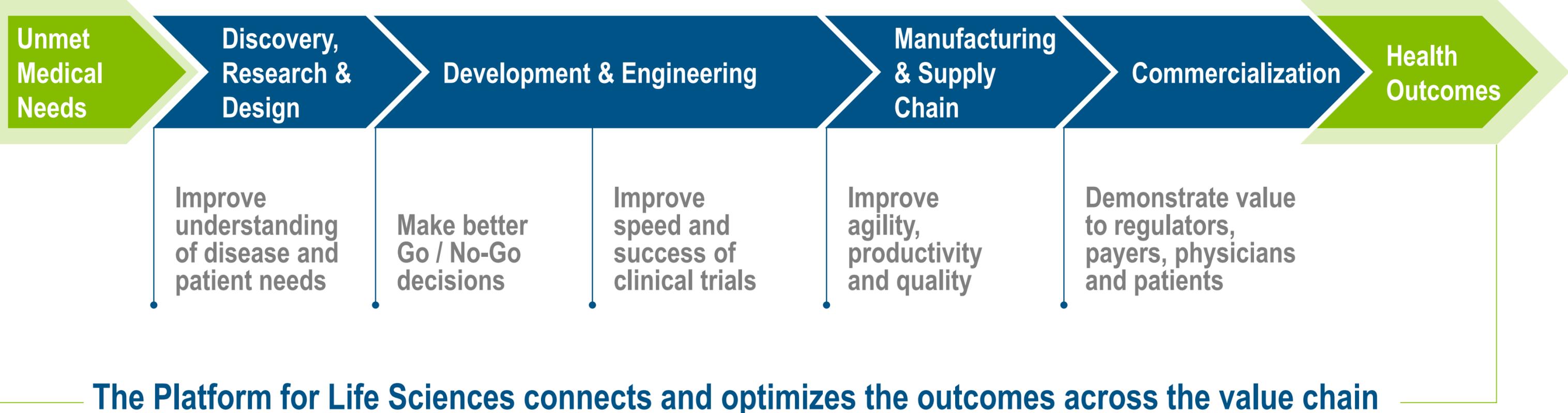


Medical Devices

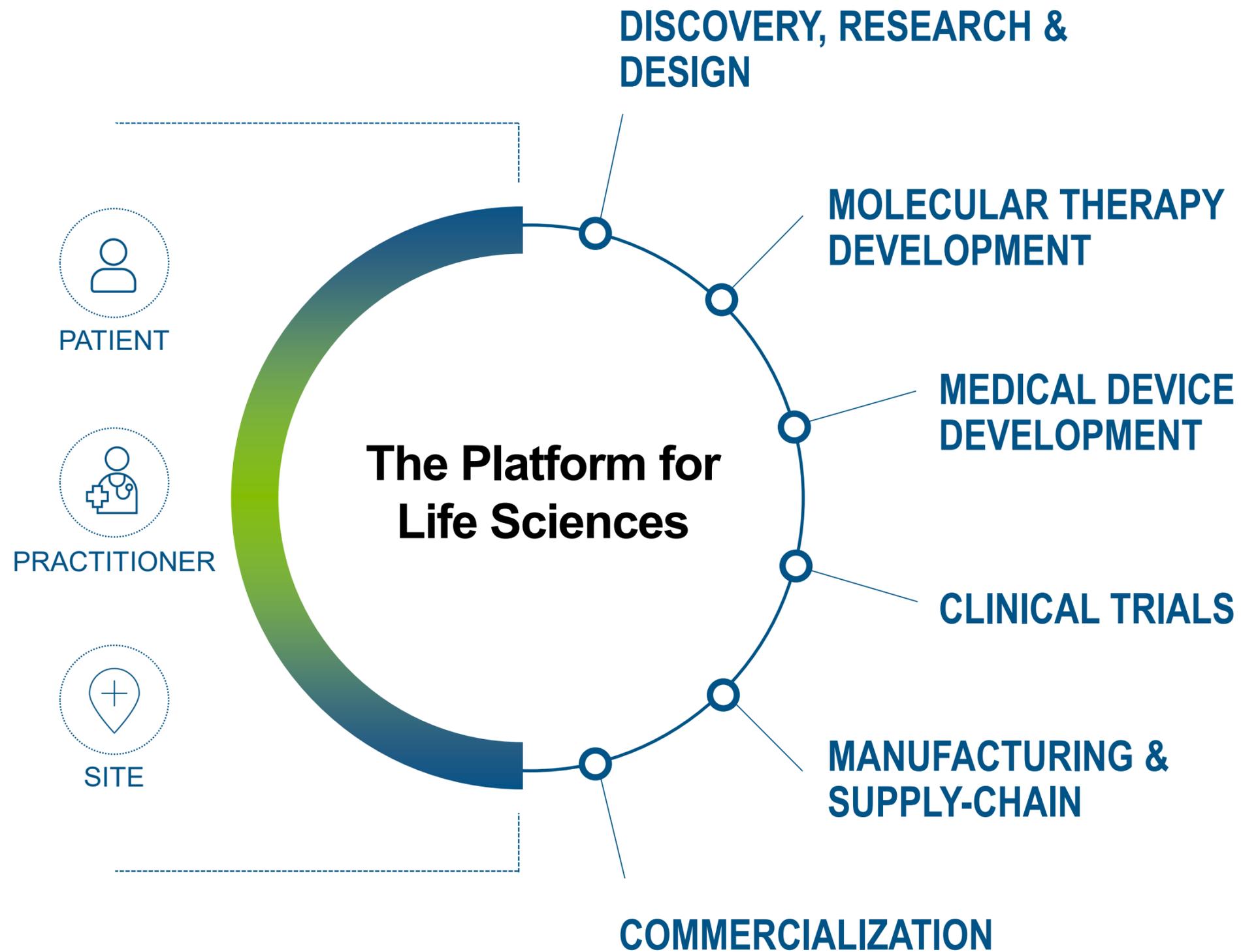


Healthcare

How do our customers define success



Our unique platform creates sustainable innovation and better business and scientific outcomes



The *only* scientific platform in the age of precision medicine

MANUFACTURING & SUPPLY-CHAIN

- **Agile operations, planning and engineering** to deliver patient centric therapies
- On-demand access to process and quality knowledge across the **manufacturing network**

CLINICAL TRIALS

- Re-imagine trial design, management & execution, **leveraging data** to accelerate value, reduce risk and optimize outcome
- Foster **patient-centric trials** with remote connected participants

MEDICAL DEVICE DEVELOPMENT

- Accelerate device development and improve reliability through **collaborative simulation**
- **Human modeling** & multi-physics simulation for connected & personalized devices, combination products or digital therapeutics

COMMERCIALIZATION

- **Demonstrate value** to payers, providers & regulatory authorities through commercial analytics and Real World Evidence

DISCOVERY, RESEARCH & DESIGN

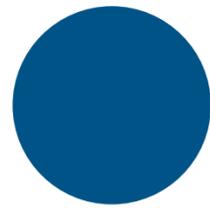
- **Open-innovation** marketplace with crowdsourcing & market insights build for R&D
- **AI driven therapeutics design** based on disease understanding, predictive efficacy & safety and preclinical data

MOLECULAR THERAPY DEVELOPMENT

- **Fully digital labs** connecting people, process, product & data with **continuous tech transfer**
- Expedited **product innovation, regulatory and quality** management

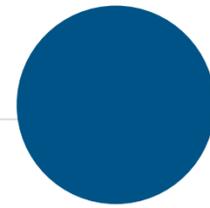


One year in: Medidata as a Dassault Systemes' company



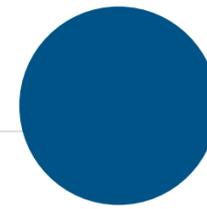
Functional alignment

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



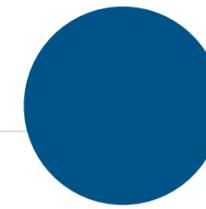
Systems integration

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

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

Privacy



Security



Regulatory



Medidata Financial Ambition

Financial metrics

13-15%

y/y revenue growth

200bps

y/y margin improvement

Growing Operating Cash Flow

in line with operating margin expansion

Growth levers



Winning market share in core market: Rave and Attach



Connecting to Patients & Healthcare ecosystem



Data, Analytics and AI enable unique insights and actions



Optimizing resource allocation and synergies across the company



End to end platform for Life Sciences creating new business opportunities



Thank You