

JP Morgan Healthcare Conference 2023

OUR MISSION

Power Smarter Treatments
and Healthier People

Key Messages

- With over 6,000 treatments under active development we have an opportunity to address significant unmet medical need worldwide, curing disease and slowing the progression of disorders
- Technology, Patient Engagement, AI and Data platforms are critical to accelerate therapies to patients and unlock significant enterprise value
- Medidata continues to be the trusted platform for life sciences. Our next-gen cloud platform brings business process, real-time AI and rich customer experiences together at an unprecedented scale
- More broadly, at Dassault Systemes we are committed to moving the life sciences industry beyond digitization to virtualization and making the virtual twin of a human a reality

Driving Life Sciences Innovation at Scale

Reach

~9,500+
Active Customers

~1,500+
New since 2020

Growth

>7 Million
Patients

>95,000
Physicians

Relevance

70+%
Novel Drug
approvals in 2022

~50%
New Trials

Depth

>28,000
Studies

>1 Billion
Images

Financial Metrics

13-15%

y/y revenue growth

200 bps

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

Transform How Therapies Get to Patients





**SPONSORS &
PARTNERS**



**PATIENTS &
CAREGIVERS**



SITES



REGULATORS

DS MEDIDATA

AI



PATIENTS



Lab



eCRF



Imaging



eCOA



EMR/EHR



Sensors



Real World Data



SITES



SECURITY



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& PARTNERS**



REGULATORS

DS MEDIDATA

**DS DASSAULT
SYSTEMES**



NEXT GENERATION
OF DATA MANAGEMENT

5.5

Months saved



EVIDENCE
GENERATION

6

Months saved



AI POWERED STUDY
EXECUTION &
DECENTRALIZATION

2.5

Months saved



PATIENT
ENGAGEMENT
& EXPERIENCE

>95%

Patient compliance



RESEARCH &
DEVELOPMENT

50%

Reduction in
cycle time



MANUFACTURING

25%

Boost in lab
efficiency



VIRTUALIZATION &
SYNTHETIC CONTROL
ARM

18

Months saved

Platform in Action

Delivered 2+ years in time saved, ~\$1B in value, for a large enterprise client CAR-T program



Identify target patient populations, design shorter trial with fewer patients

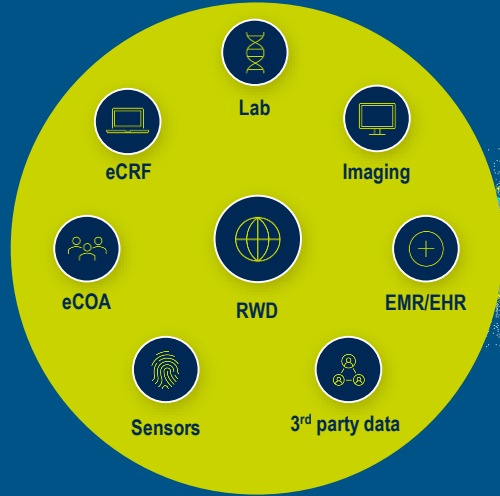
Real-time use of AI to identify sites, patients and data quality issues

Use of Synthetic Control Arm to support regulatory approval and enable payor coverage

Workflow innovation to increase speed and compliance

Breakthrough use of evidence generation methods to improve overall success

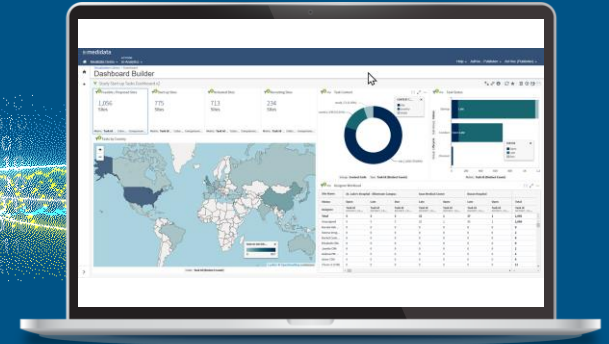
Next Generation of Data Management



**ACQUIRE
& INGEST**

**STANDARDIZE
& ENRICH**

ACTION



Breakthrough Innovations

Accelerating Insights and Speed to Market

ACQUIRE & INGEST

- Medidata Link
- Medidata Rave Companion

STANDARDIZE & ENRICH

- Designer
- Platform Alignment
- Automated Coding

ACTION

- One Experience
- Visual Analytics
- Medidata Detect
- Data Streaming
- Data Extraction

Study Execution & Decentralization...



SPONSORS & PARTNERS

PATIENTS & CAREGIVERS

REGULATORS

SITES

...With Live AI



SITE SELECTION



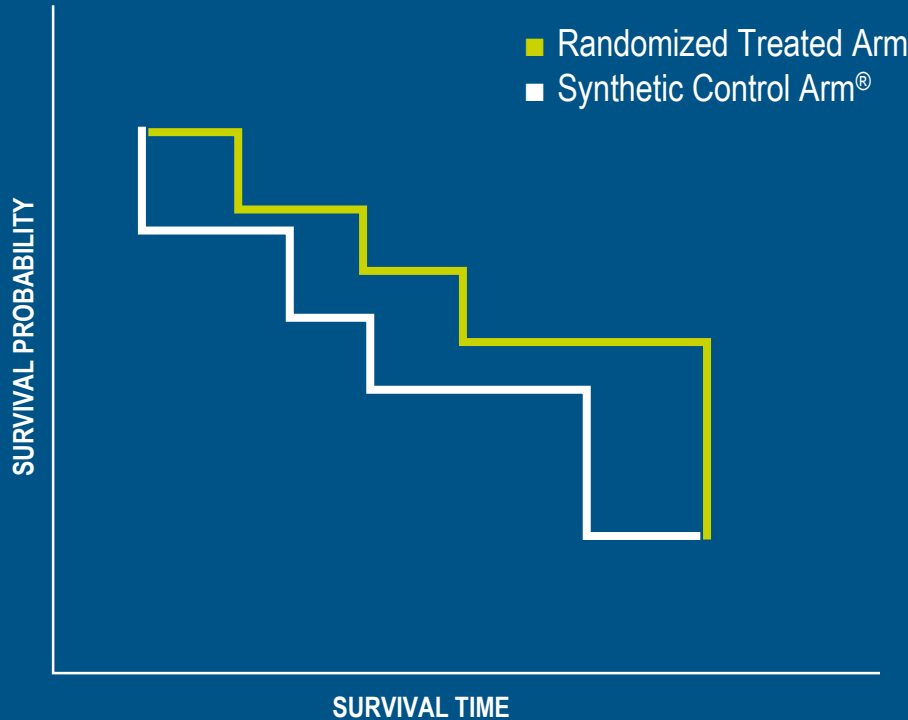
DIVERSITY



FORECASTING



Medidata Synthetic Control Arm



3

FDA & EMA
regulatory
acceptances

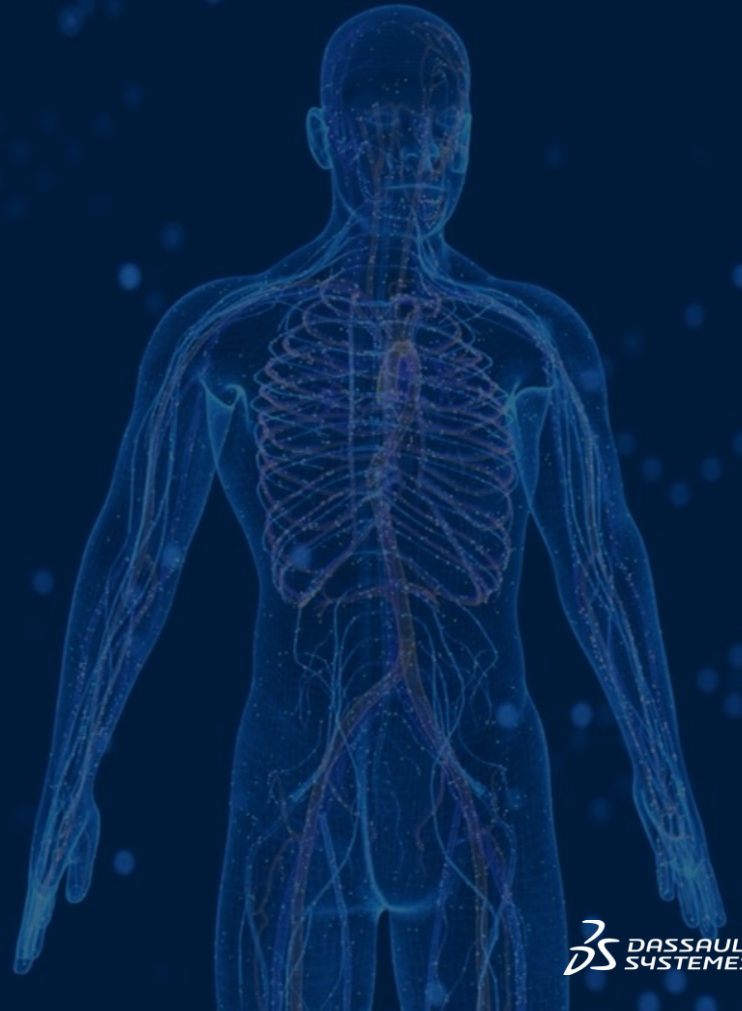
~ 500

Patients matched
to a SCA
control

Synthetic Patient

150K Synthetic Patients

Driving Trial Design



Our Priorities



Focus on helping customers
bring therapies to patients
faster



Attract the best talent
around our shared mission
and culture



Continue to innovate at the
intersection of biology and
tech, data and AI

