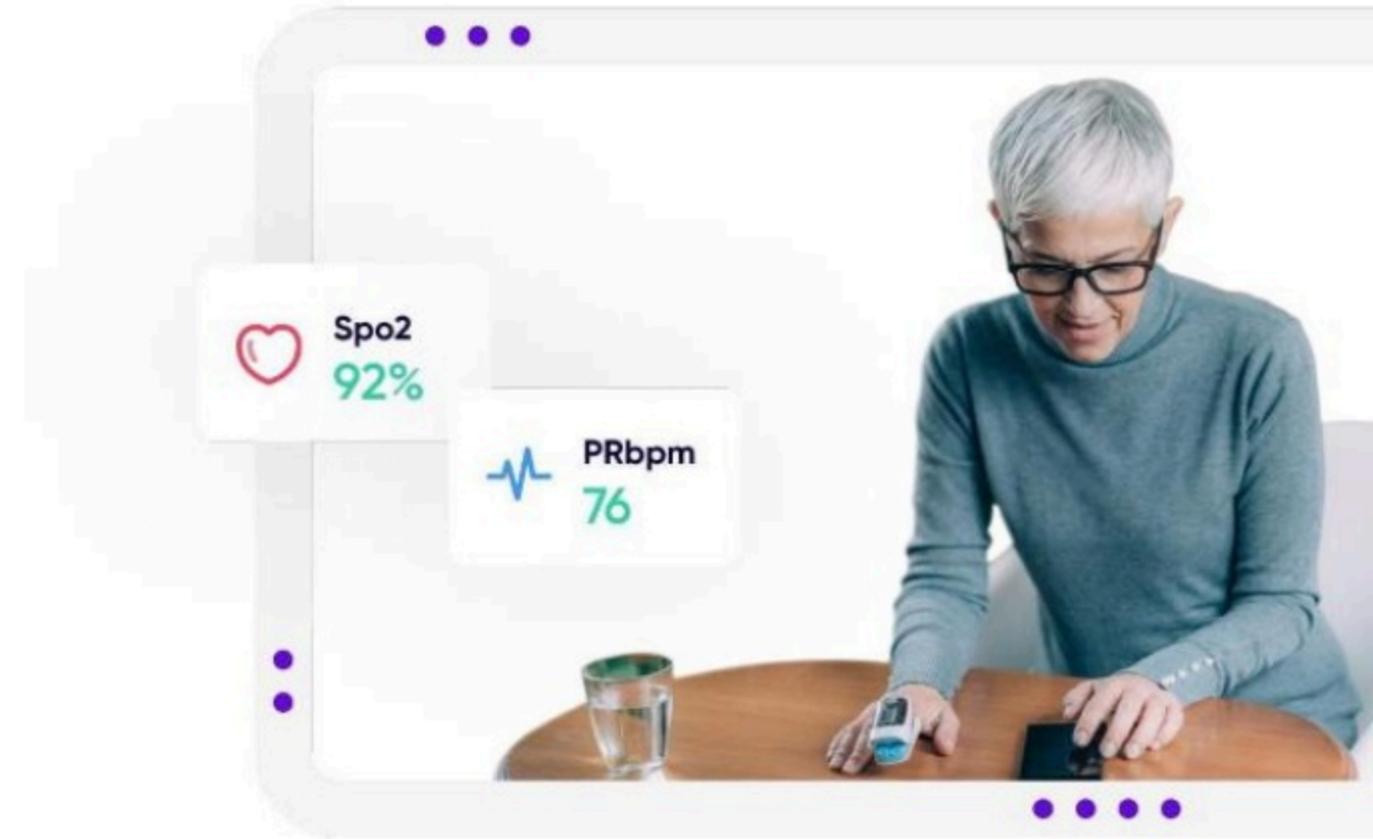


Leaders in Patient-Centered Drug Development



Leading Team



Michelle Longmire, MD
CEO and Co-Founder



Tim Smith
CTO and Co-Founder



Andrea Valente *
Chief Operating Officer



Alison Holland
Head of Decentralized Trials Strategy



Eric Peper
EVP, Business Development



Parag Vaish
Chief Product Officer

*no longer at Medable

Our Mission

Enable effective therapies to reach patients faster through technologies that accelerate the development of new medicines.



Dr. Michelle Longmire
CEO & Co-founder

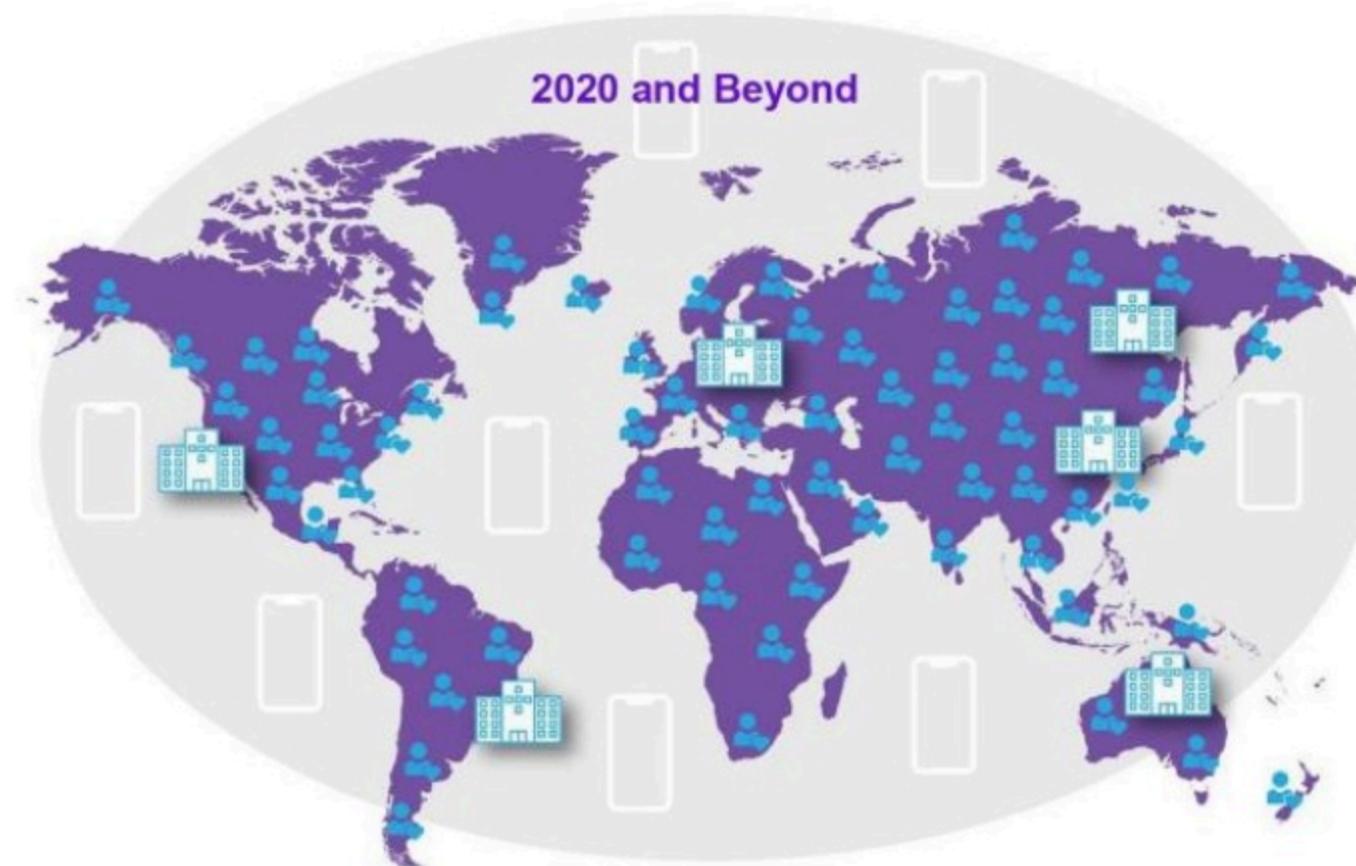


Confidential Material - Medable_BMS_17Feb2021

Clinical drug development is broken...



COVID has driven a change from site-based to patient-centered research



37% of sites fail to meet enrollment targets
10% of sites fail to recruit a single patient
35% of patients drop-out due to lack of patient-centric design

.....▶
2020
The year of decentralized research

Patients can access research from anywhere in the world
Enrollment accelerated 3x across therapeutic areas & phases
Massive adoption and implementation of **patient-centered** technologies

Positioned to win

Medable is leading the DCT transformation

Patient app & connected devices

Connect patients to trials remotely with native iOS and Android apps



Clinician app

Enable site-based staff to conveniently screen, enroll and enter patient data in a user friendly format



Study management app

View real-time patient data and leverage next generation analytics

Purpose-built offering

Clean slate strategy

Nimble and fast

Leaders in space

Digital & Decentralized

Who is Medable?

Founded by a clinician and led by seasoned clinical trial operational and science expertise, Medable is trusted by 5 of the top 10 pharmaceutical companies and 5 of the top 7 CRO's.



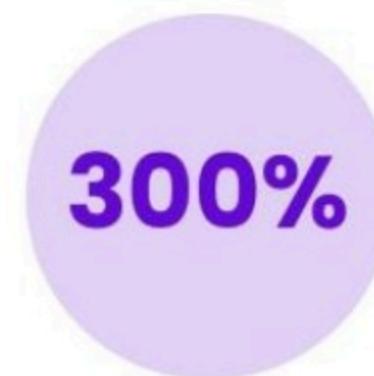
In 2020 we led the way in accelerating clinical research & DCT adoption



Clients



Client Retention



Growth in Revenue



Patients

Global capability

Enabling Direct-to-Patient, Worldwide

Data Privacy & Security

We build and operate to the highest global standards of data privacy and security, including: FDA CFR21 Part 11, HIPAA and GDPR.

SaMD

Pathway to receiving EN ISO 13485:2016 certification, that will enable Medable's clients to use the Medable platform as a SaMD.

Regulatory & Compliance

New technologies present new questions, Medable Regulatory Team proactively addresses leading regulatory concerns and questions to enable global DCT execution.

Quality

We ensure the highest standards through quality by design practices, tracking KPIs, delivery metrics, partnership escalation, and issue resolution governance.

Deployment

Global experience across disease states, registries, and all 4 phases of clinical trials

Dedicated device design & global deployment team to unlock your studies real-time data capture

Medable's DCT Platform:

1M+

Patients

125+

Global DCTs

60+

Countries

60+

Languages

Purpose built for decentralized clinical trials

Medable Unified Cloud Platform



Study manager app
View real-time patient data and leverage next generation analytics

Site app
Enable site-based staff to conveniently screen, enroll, and enter patient data in a user-friendly format

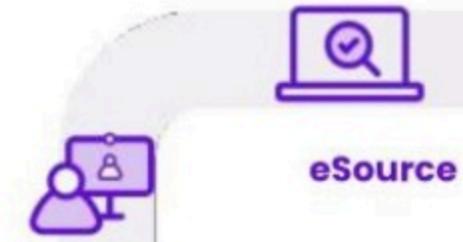
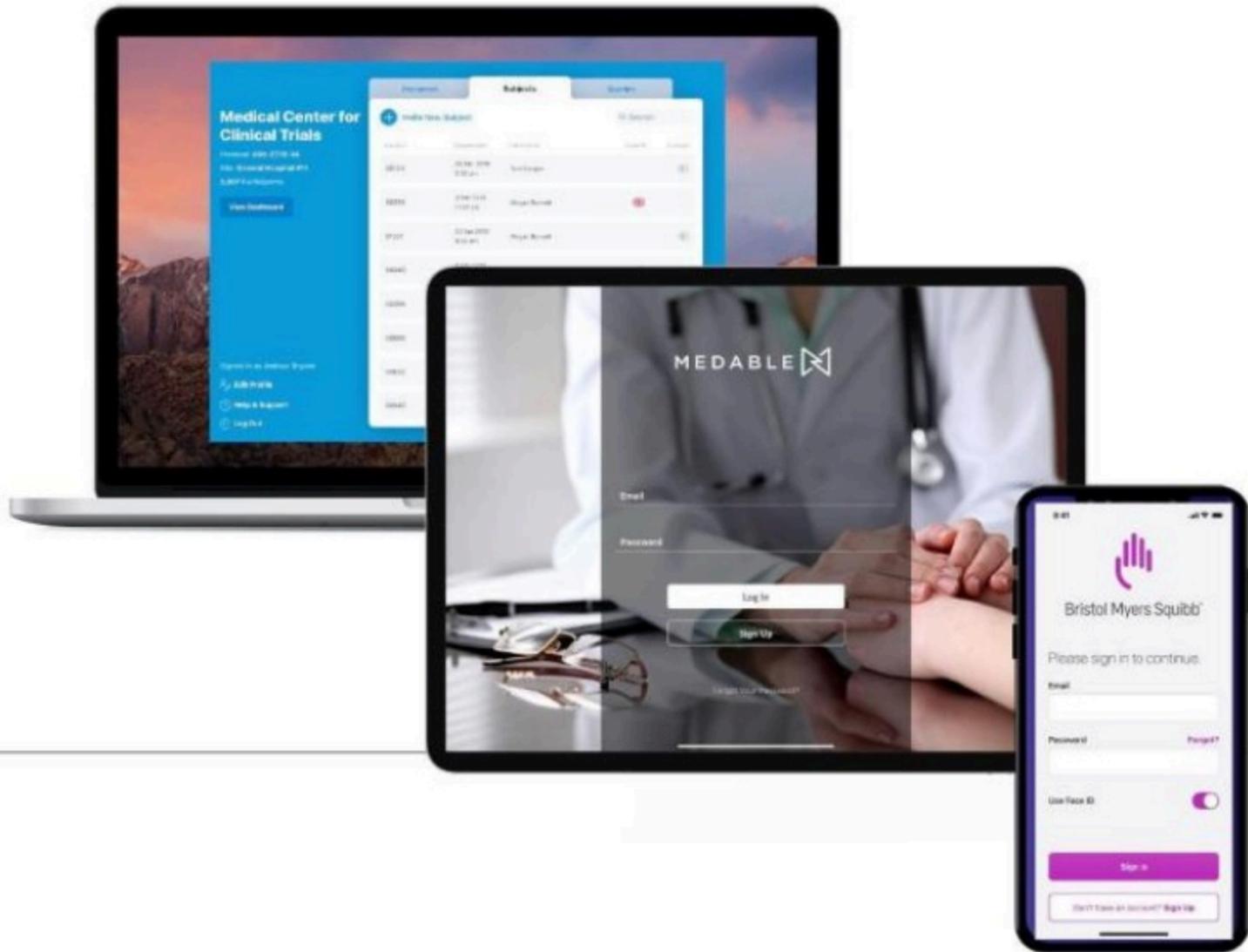
Patient app and connected devices
From eCOA to decentralized trials, our end-to-end platform connects patients to trials remotely with native iOS and Android apps



Empowering patients to power science

Flexible, Dynamic, Engaging

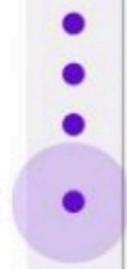
Provide patients an intuitive guide for seamless data capture & engagement.



eSource



TeleVisits



eCoa



Remote Screening



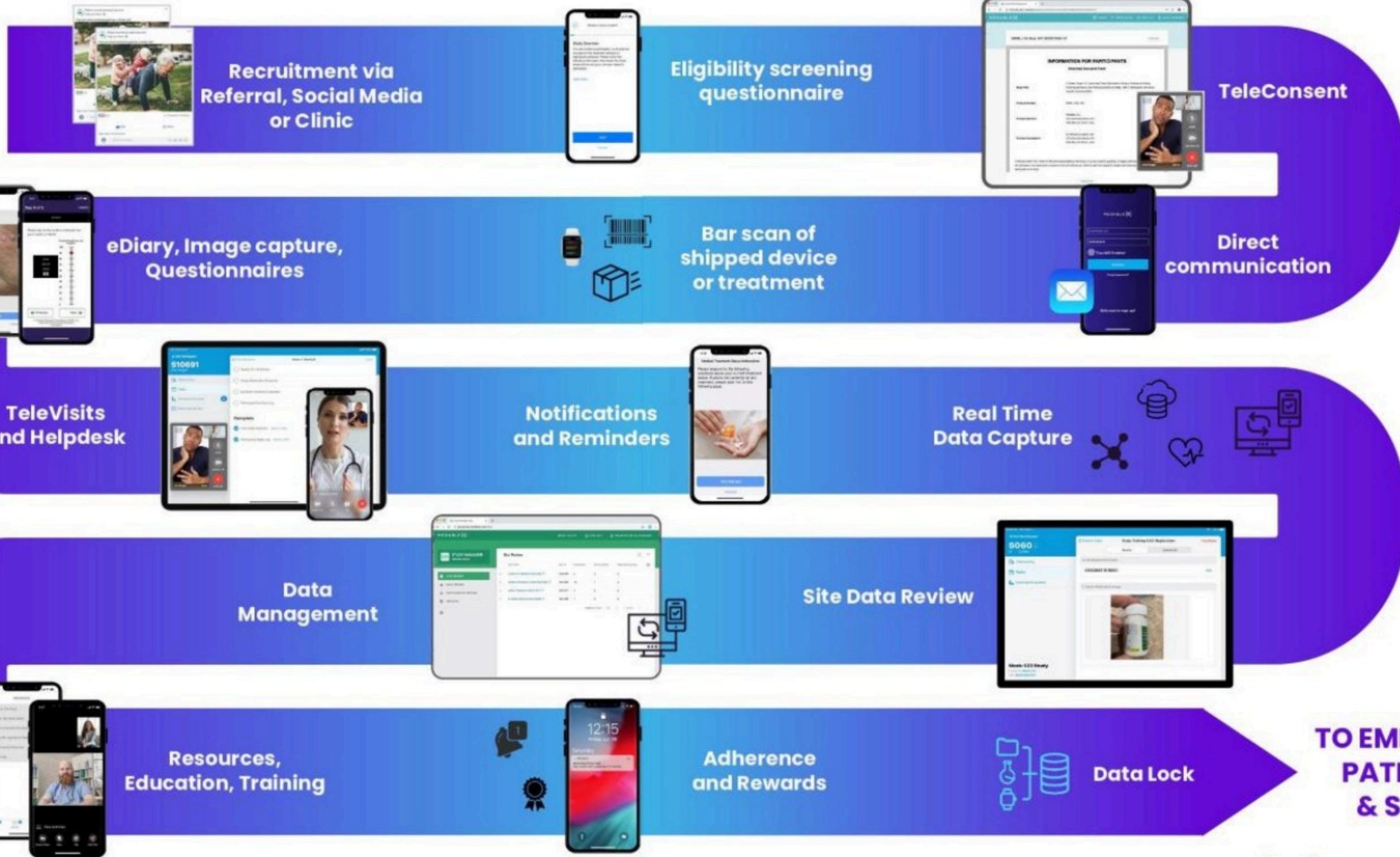
eConsent



Wearables &
Remote
Monitoring

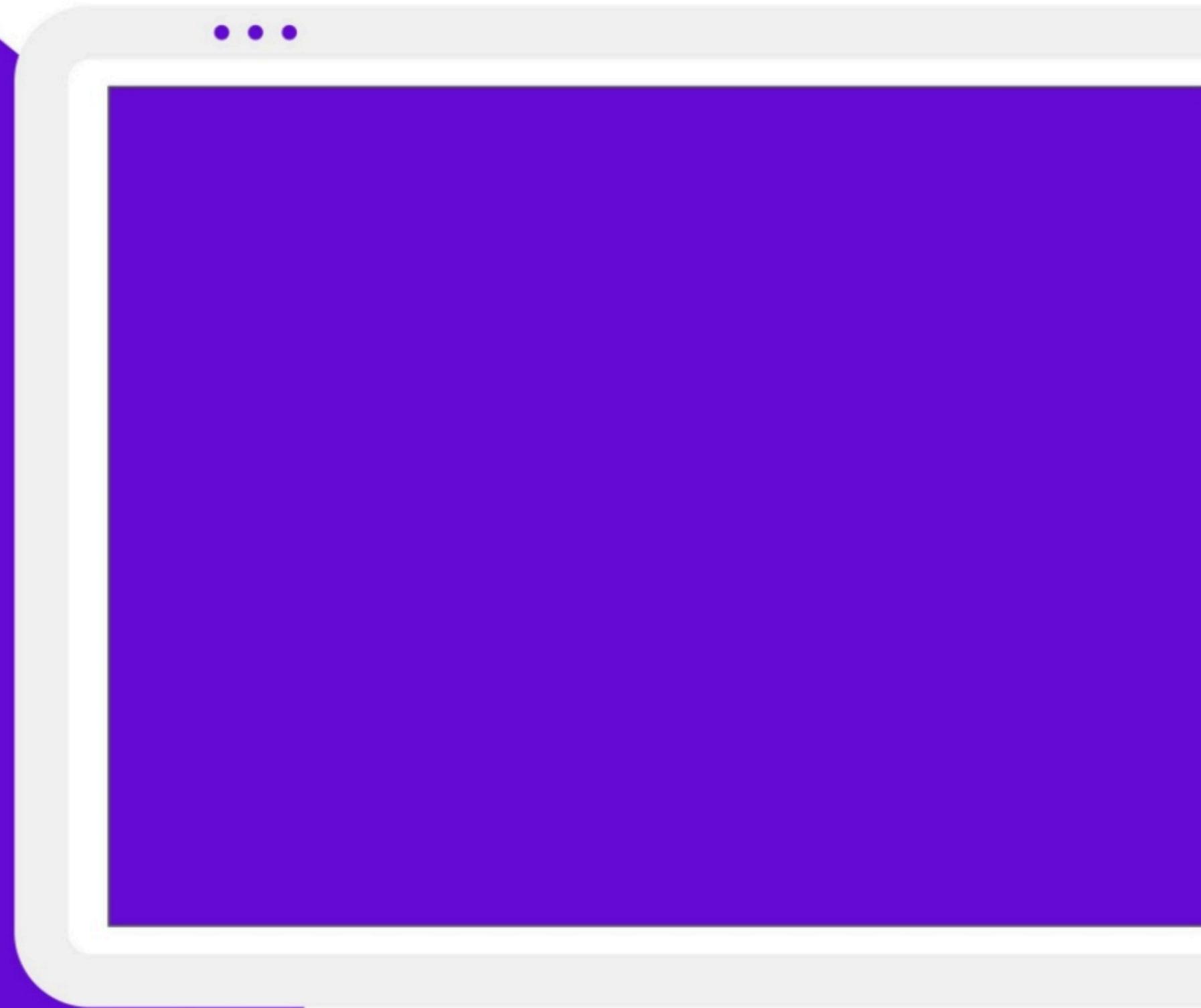


ENABLING THE PARTICIPANT JOURNEY

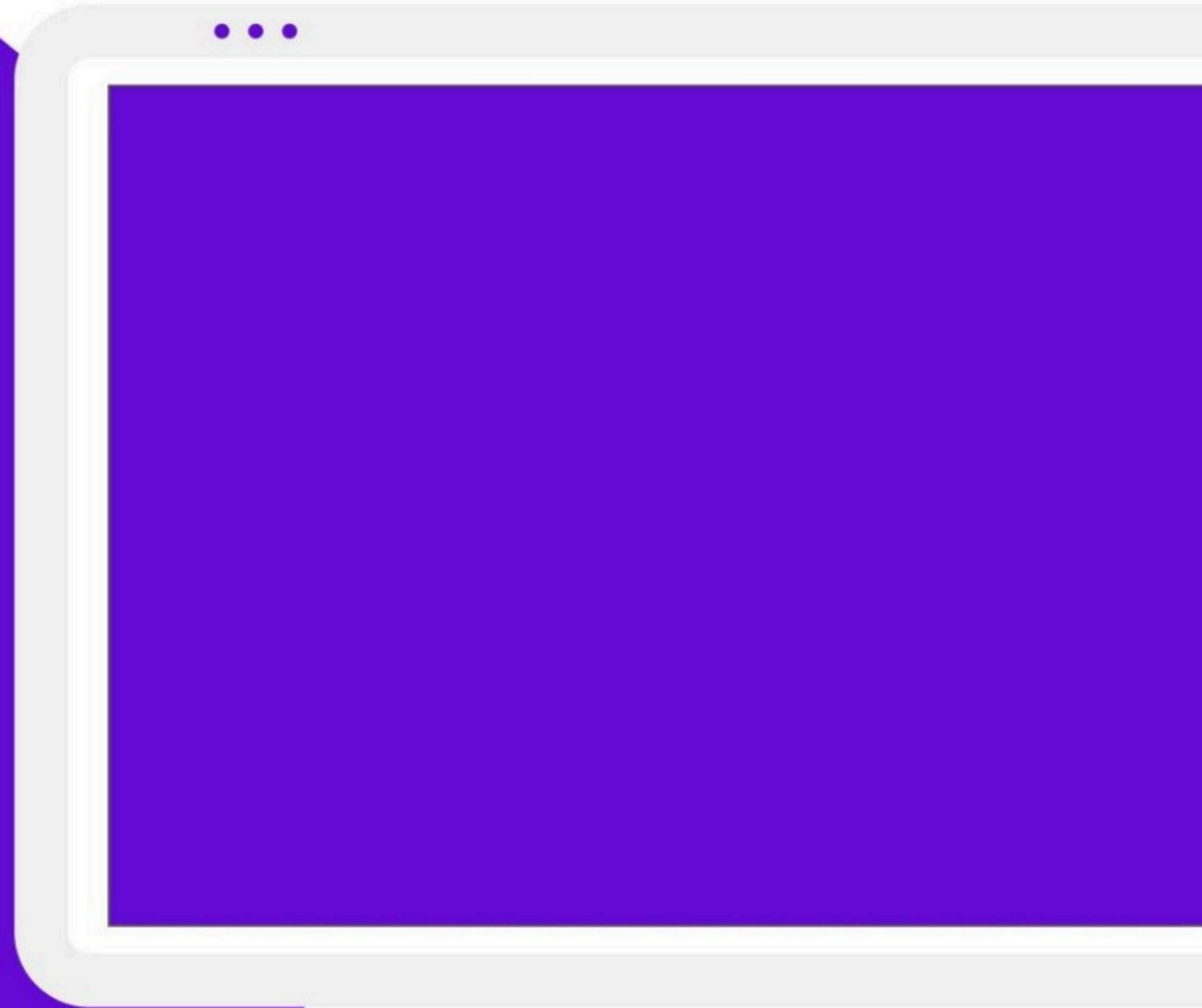


TO EMPOWER PATIENTS & SITES

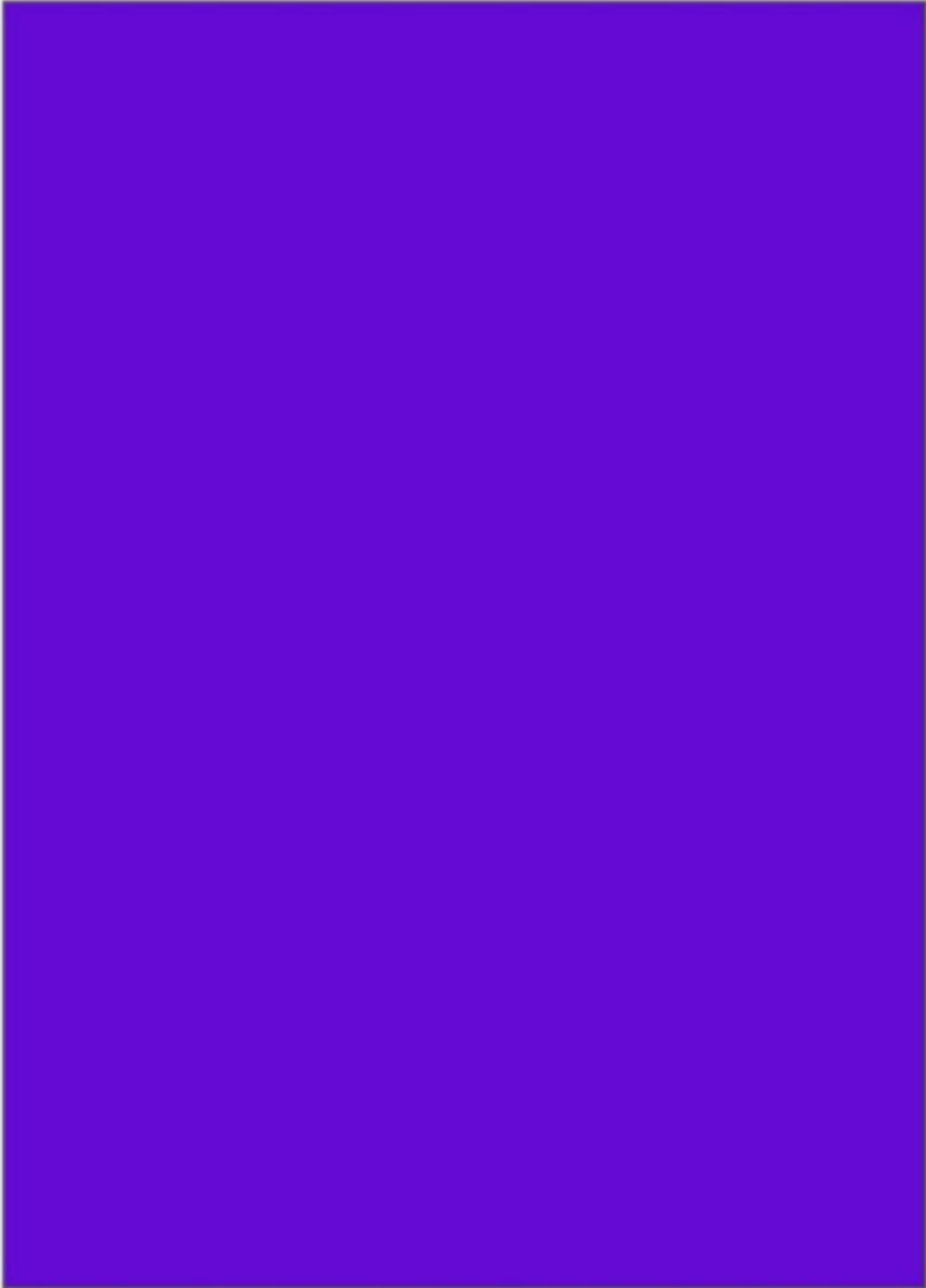
Subscription Revenue



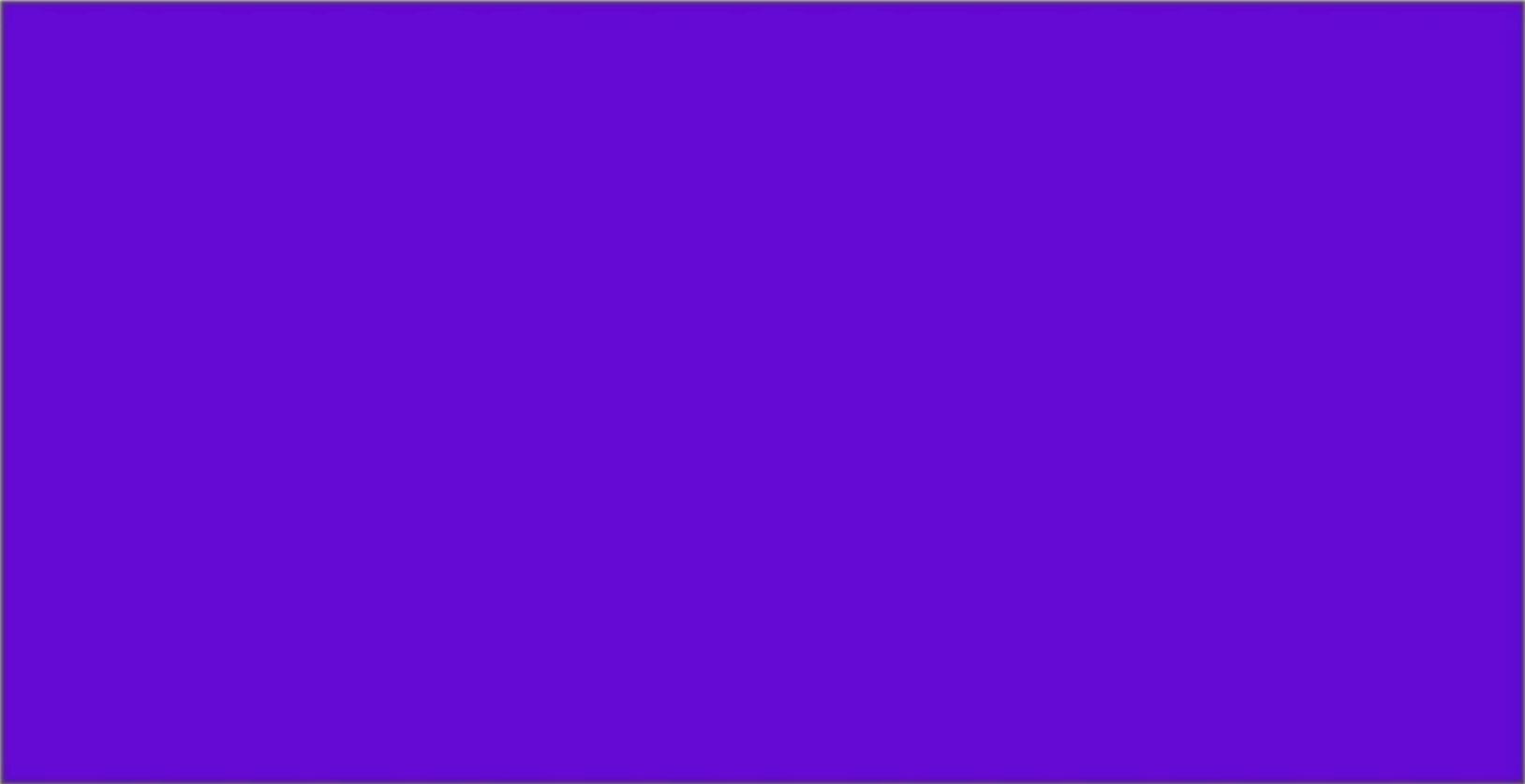
Committed Annual Recurring Revenue



Q1 2021 Bookings



Cumulative Medable Net Bookings



Medable KPI's

Metric	Definition	Annual		Quarter	
		2019	2020	2020 Q4	2021 Q1
Committed ARR (YE or YTD)	Year-End or Year-To-Date Committed ARR				
New Committed ARR (Annual or Quarterly)	New Committed ARR YE or for the Quarter				
New Committed ARR vs Same Period a Year Ago	Change in Committed ARR compared to PY				
Topline Revenue (Annual or Quarterly)	2019 and 2020 actuals, Quarterly actuals				
Net Revenue Retention	Existing customer Committed ARR Current over Prior Period				
Sales and Marketing Spend \$	S&M expense Year-End or Quarterly actuals				
Head count	Ending active Headcount for the period				
Human Capital Efficiency	Ending Committed ARR per headcount				
Organic ARR growth (Annual or Quarterly)	Committed ARR growth expressed in percent growth over Prior Period				
Organic new Committed ARR growth (Annual or Quarterly)	New Committed ARR growth expressed in percent growth over Prior Period				
Organic new Committed ARR growth v Same Period a Year Ago	New ARR growth - Same Period a Year Ago				
Sales and Marketing Spend as a % of Topline Revenue vs Organic ARR Growth Rate	2019 and 2020 actuals, 2021 YTD				
Blended CAC Ratio	Fully Loaded S&M / End Gross Committed ARR				
Blended CAC Ratio with New ARR methodology YE or QTD	YE Fully Loaded S&M / YE New Gross Committed ARR				
Sales Efficiency Ratio	Net new Committed ARR for current quarter divided by S&M for previous quarter				
Average annual contract value	Average contract value Annual and Quarterly				

Reducing cost of delivery

ROI in product to reduce services

