Oracle Buys goBalto

Adds Leading Solution for Accelerating Clinical Trial Site Selection and Activation to Oracle Health Sciences Cloud

November 9, 2018

Oracle is currently reviewing the existing goBalto product roadmap and will be providing guidance to customers in accordance with Oracle's standard product communication policies. Any resulting features and timing of release of such features as determined by Oracle's review of goBalto's product roadmap are at the sole discretion of Oracle. All product roadmap information, whether communicated by goBalto or by Oracle, does not represent a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. It is intended for information purposes only, and may not be incorporated into any contract.

Cautionary Statement Regarding Forward-Looking Statements

This document contains certain forward-looking statements about Oracle and goBalto, including statements that involve risks and uncertainties concerning Oracle's proposed acquisition of goBalto, anticipated customer benefits and general business outlook. When used in this document, the words "anticipates", "can", "will", "look forward to", "expected" and similar expressions and any other statements that are not historical facts are intended to identify those assertions as forward-looking statements. Any such statement may be influenced by a variety of factors, many of which are beyond the control of Oracle or goBalto, that could cause actual outcomes and results to be materially different from those projected, described, expressed or implied in this document due to a number of risks and uncertainties. Potential risks and uncertainties include, among others, the possibility the anticipated synergies of the combined companies may not be achieved after closing, the combined operations may not be successfully integrated in a timely manner, if at all, general economic conditions in regions in which either company does business may deteriorate and/or Oracle or goBalto may be adversely affected by other economic, business, and/or competitive factors. Accordingly, no assurances can be given that any of the events anticipated by the forward-looking statements will transpire or occur, or if any of them do so, what impact they will have on the results of operations or financial condition of Oracle or goBalto. You are cautioned to not place undue reliance on forward-looking statements, which speak only as of the date of this document. Neither Oracle nor goBalto is under any duty to update any of the information in this document.

The Announcement

Oracle buys goBalto

- Adds leading solution for accelerating clinical trial site selection and activation to Oracle Heath Sciences Cloud
- The transaction has closed

About goBalto

- goBalto's cloud solutions accelerate study startup for clinical trials by streamlining and automating the selection and set up of the best performing clinical research sites
- They have activated trials at more than 90,000 sites across 2,000+ studies in over 80 countries
- Delivering significant savings to pharmaceutical and clinical research organizations (CROs) with over 30% reduction in study startup cycle times

Together, Oracle and goBalto will provide the most complete end-to-end cloud platform dedicated to unifying action and accelerating results for the Life Sciences industry

- Today, Oracle Health Sciences offers customers the industry's most advanced cloud solution for clinical trial planning, data collection, trial execution and safety management
- goBalto provides the leading, proven cloud solution that significantly reduces clinical trial startup time
- Together, Oracle and goBalto will accelerate the delivery of innovative treatments to patients with an end-to-end cloud solution for clinical trials from planning and startup through execution and safety management

Bringing New Treatments to Market is a Complex and Lengthy Process

Time-to-Market is Paramount

It can take 10 to 15 years and $2.6 billion to bring a new drug to market with delays costing $1 million per day

Importance of High Impact Trials

Only 1 of 10 drugs that start clinical trials ends up getting approved by the US FDA

Global Coordination Effort

More than 40,000 recruiting global clinical trials are conducted at ~40,000 clinical research sites

Delays = Lost Revenue

72% of clinical trials run more than one month behind schedule

$1 Million Per Day of Delay

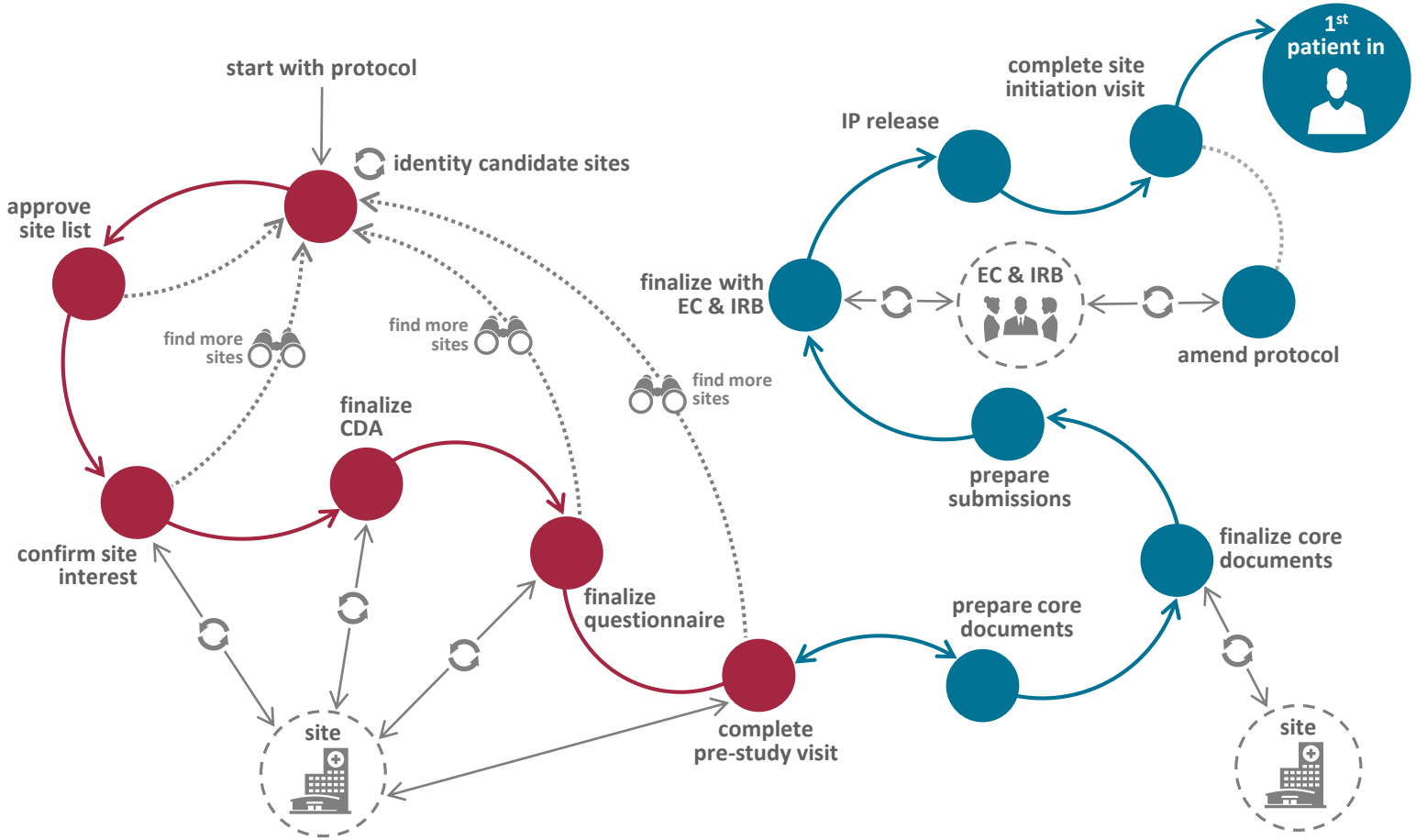
<10% of Drugs are Approved

Global Scale

72% **Behind Schedule**

Sources: Biopharmaceuticals In Perspective, Spring 2017, PhRMA, BioMedTracker, Tufts Center for the Study of Drug Development (CSDD), The Association Of Clinical Research Professionals.

Selecting Research Sites and Enrolling Patients is Still Very Costly and Manual



- 7+ months to select study sites and bring in 1st patient
- 80% of trials fail to meet patient enrollment timelines
- Poor site selection can increase trial cost by 20%+
- Regulatory requirements vary by country
- 95% of companies still use manual processes for study startup

Sources: Tufts CSDD, PharmaVOICE, Applied Clinical Trials and Coalition for Clinical Trials Awareness.

The goBalto Solution: Proven to Simplify Study Startup

Improve Site Selection Accuracy

- Meets enrollment targets
- Profiles patient populations
- Shorten cycles with integrated workflow
- Facilitates global collaboration

90,000+ sites activated

Accelerate Site Setup Times By 30%+

- Tracks any document, activity and submission
- Provides real-time study status transparency
- Audit trail for compliance
- 70+ country-specific workflows

2,000+ studies

Improve Oversight

- Real-time performance
- Benchmarking
- Data monitoring to meet budget
- Transparency between sponsors and CROs

80+ countries

goBalto's Solutions are Used by the Largest Sponsors and Global CROs

Supports 5 of top global CROs and 500+ sponsors*

*Customer information provided by goBalto

Customer Success: Novartis Reduced Time Spent by 30-50%

Challenges

Novartis had multiple hand-offs between team members to support project and document management and relied on information stored in disparate tracking tools that were not readily accessible. Therefore, it was difficult to get visibility on study status and identify bottlenecks.

goBalto Solutions

- Activate and Analyze implemented for past 6 years
- 220 users
- 2,600 sites across 225 studies in the US

Benefits

- 30% reduction in time spent between regulatory package submission through first site initiation visit
- 50% reduction in time spent on sites with longest cycle time
- Centralized reporting covering all aspects of study startup workflow

*Customer information provided by goBalto

Customer Success: Icon Achieved 35% Savings in Cycle Time

Challenges

Icon was challenged with increasing costs because large volume of sites were tracked manually through spreadsheets leading to lack of global visibility to site status, bottlenecks and inadequate internal and sponsor reporting.

goBalto Solutions

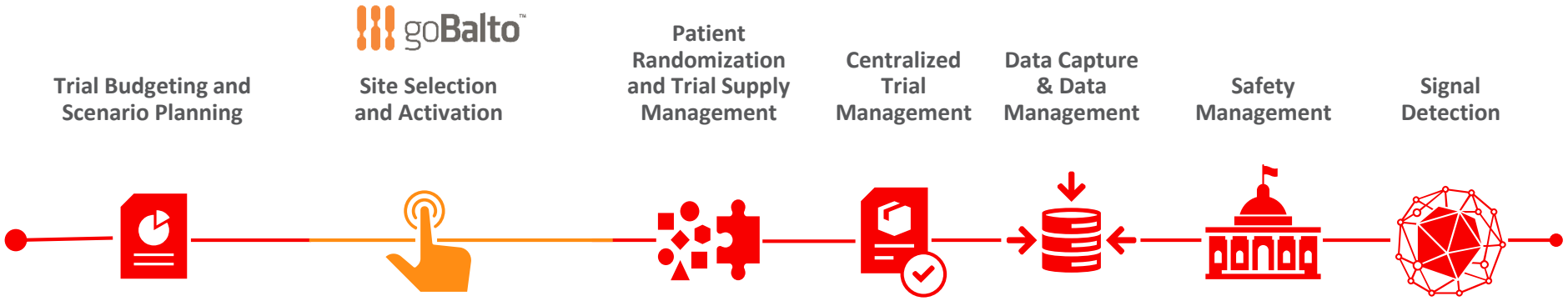
- Activate and Analyze for past 5 years
- 3,800 users
- 31,000 sites across 420 studies in over 70 countries

Benefits

- Cut median cycle time of protocol approved to 1st site initiated from 4.2 months to 3.5 months
- 35% cycle time reduction in time spent between pre-study visit through site initiation visit
- Automated workflow, dynamic study status reporting and secure document exchange
- Improved quality metrics by 10%

*Customer information provided by goBalto

Oracle and goBalto: Unifying Action and Accelerating Results for Life Sciences



Trial Design | Study Startup | Conduct Study | Trial Close-out and Post Marketing

Oracle Cloud

Oracle Technology Foundation

ORACLE Health Sciences + goBalto

Customer Benefits

- Accelerated workflow for the entire trial lifecycle
- Complete view of performance at all stages of a trial
- Unified end-to-end cloud solution

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