



2 July 2021

## Opyl's clinical trial recruitment platform Opin enters global strategic alliance

- Opin signs 2-year MOU with the Centre for Commercialisation for Regenerative Medicine (CCRM) Australia
  - Opyl to provide access as a clinical trial recruitment 'spotlight' partner to CCRM's international network of regenerative medicine organisations
- Opin has also been approved as a partner service provider on three Australian state clinical trial recruitment portals leveraging new client access opportunities

**Melbourne, Australia, Friday 2 July 2021, Opyl Limited (ASX:OPL)** ("Opyl" or the "Company") announced today that its clinical trial patient recruitment platform, Opin, has achieved a number of milestones including securing the first in a series of planned global and local strategic alliances with clinical trial aggregators and gateways.

The 2-year Memorandum of Understanding (MOU) with CCRM Australia provides Opin with approved supplier access to CCRM industry consortium companies and research organisations in the regenerative medicine industry globally.

CCRM Australia and the global CCRM network supports the development and commercialisation of regenerative medicine-based technologies as well as cell and gene therapies.

"We have identified and targeted a number of key therapeutic and technology sub-sectors within the biopharma and medtech sector as important scale accelerators for Opin," said Michelle Gallaher, CEO of Opyl.

"Our focus is on creating network alliances with sub-sectors where there are a large volume of trials, require large patient and participant cohorts, have sizable recruitment budgets, and in which we have subject matter expertise and connections within the Opyl/Opin team. As such, the regenerative medicine sector is an obvious choice."

The regenerative medicine (stem cells) field accounts for approximately 10% of Australia's public medical research capacity with more than 30 companies in Australia developing products with a regenerative medicine focus <sup>1</sup>.

The regenerative medicine sector is one of the fastest growing and intensive sub-sectors in the global biopharma industry <sup>2</sup> [2] with a CAGR of 31.5%, making it a strategic focus priority for Opin to drive client acquisition and revenue.

The terms of the MOU provide access for Opyl for 2 years:

- to promote Opin to network members of the global CCRM Network, as an active patient recruitment platform;

---

<sup>1</sup> MTP Connect (2018) Regenerative Medicine Opportunities for Australia. Wong Chi, Lo, **Estimation of Clinical Trial Success Rates and Parameters.**

<sup>2</sup> Global Regenerative Medicine Market Size, Industry Price, Growth, Trends, Report and Forecast 2020-2025. April. 2021. Industry generated data and authorship. <https://on.mktw.net/3x43OEX>



- sponsorship and participation in regenerative medicine commercialisation;
- round-table industry events; and
- to utilise subject matter expertise within the CCRM network to assist in the further development of Opyl's AI and predictive analytics platforms technologies associated with clinical trial efficiencies.

The key benefits for Opin/Opyl will be in initially accessing the large Australian sub-sector and then accessing the CCRM Global Network in North America and Europe.

"Our approach to achieving scale is to partner in return for access to networks. Partnering with clinical trial aggregators or gateways accelerates visibility for Opin and offers us preferred supplier access to new client clusters, whilst delivering subject matter expertise back to Opin in helping us to continue development on the platform."

"Precincts and networks like those of the CCRM open the door to a concentration of trials and the valuable subject matter expertise and word-of-mouth economy that those exclusive networks provide," said Gallaher.

### **Opin featured on three Australian state government clinical trial portals**

Opin is now a featured service partner on three state-based clinical trial portals used by biopharma and medtech companies looking to host trials and studies in Australia.

"The gateways and portal websites are important resources for inbound and local biopharma as well as medtechs setting up trials," said Gallaher. The sites are typically hosted by state governments and are promoted at international biopharma and medtech conferences as well as industry capability campaigns around the world.

Opin is featured on:

- Victorian Clinical Trials Gateway
- Queensland Clinical Trials Portal
- SA Health: Clinical Trials

Being part of these Government gateways helps Opin connect patients with clinical trials.

Opin.ai matches motivated patients to clinical trials anywhere in the world. The proprietary platform uses artificial intelligence to search and rank a global database on the platform of more than 58,000 open trials that are searching for clinical trial participants. Opin, through its platforms, works with companies to accelerate clinical studies as well as providing patient insights into clinical trial options across diseases and medical conditions.

Poor recruitment is frequently cited as one of the core reasons for clinical trial failure<sup>3</sup>. More than 80% of clinical trials fail to recruit on time and on budget<sup>4</sup>, putting at risk hundreds of millions — if not billions — of dollars each year through delays in taking products to market or through complete trial failure as well as delaying vital treatments and medication to patients.

Opyl, based in Melbourne, Australia, works at the intersection of artificial intelligence, social media, and healthcare. It delivers market insights from social media data and improves the

---

<sup>3</sup> MTP Connect (2018) Regenerative Medicine Opportunities for Australia. Wong Chi, Lo, **Estimation of Clinical Trial Success Rates and Parameters.**

<sup>4</sup> MTP Connect (2018) Regenerative Medicine Opportunities for Australia. Wong Chi, Lo, **Estimation of Clinical Trial Success Rates and Parameters.**



efficiency and value of the clinical research process by employing artificial intelligence and emerging digital tools.

The Board has authorised this announcement for release to the ASX.

**-ENDS-**

For media enquiries: Laura Blue +61 416 699 925

For investor enquiries: [info@opyl.ai](mailto:info@opyl.ai)

[www.opyl.ai](http://www.opyl.ai)

Opyl is a new generation Australian company that provides leading biopharma and health organisations access to emerging AI-assisted technologies and real-world data insights to understand and improve healthcare design, development, and delivery.

Opyl works at the intersection of clinical trials, artificial intelligence, and social media.

Our key offering for biopharma, medtech, government and healthcare organisations:

- clinical trial recruitment and retention solutions
- clinical trial predictive analytics
- deep social media insights

Our vision is to improve health and wellness by optimising data assets and digital activation to advance technologies for life.

Follow Opyl on Twitter (@Opylai), LinkedIn and Facebook