



27 April 2022

Opyl signs two clinical trial recruitment contracts

- ***Opin secures two neurology clinical trial recruitment customers***
- ***Combined contract value of \$0.3m over the next 12 months***
- ***Intensive business development focus delivering a strong sales pipeline***

Melbourne, Australia, Wednesday 27 April 2022, Opyl Limited (ASX:OPL) today announces the commencement of two new clinical trial recruitment customer projects using Opin, building upon a growing customer base and successful recruitment outcomes.

The ASPIRING (haemorrhagic stroke) study led by Sir Charles Gairdner Hospital in Perth and the STRONGER (Long COVID) study led by The George Institute in Sydney are both global neurology studies and are two of the largest recruitment projects Opin has undertaken to date. It is expected that the two projects will provide minimum revenues of \$0.3m over a 12-month period recruiting a range of participants to local and international sites.

Opyl confirms that these contracts are not material, however in managements view demonstrate validation of Opyl's pivot to focus on developing AI focused technology platforms and the investment in Opin, its clinical trial recruitment tool.

Two major neurology studies demonstrating global recruitment reach

Ready to commence patient recruitment, the Phase III trial, known as ASPIRING - Antiplatelet Secondary Prevention International Randomised Trial after Intracerebral Haemorrhage (ASPIRING), is led by Sir Charles Gairdner Hospital (SCGH) in Perth.

The STRONGER study, investigating a statin treatment for COVID19 to optimise neurological recovery is led by The George Institute (TGI) for Global Health in Sydney. Opin has commenced recruitment to the STRONGER study and is currently ahead of plan in NSW, with preparation underway to commence recruitment into additional Australian sites and a South American site, in Spanish.

"The STRONGER study is the largest and most complex study Opin has recruited to date. The multi-country, multi-site and multi-language trial leverages the full capabilities of the Opin platform to identify, match and deliver qualified patients on a global scale. Our growing customer base and track record of success to date validates the direction and investment made by the company in focussing on expanding Opin and our clinical trial recruitment offering," said Michelle Gallaher, CEO of Opyl.

Recruitment to the ASPIRING and STRONGER study will leverage social media channels delivering information about the trials to potential participants, carers, and healthcare providers to drive rapid recruitment of qualified and motivated participants. The STRONGER study will be recruiting in Spanish as well as English, highlighting the capabilities of the Opin team to recruit in other languages.

Strong sales pipeline reflecting intense focus on business development

The growing Opin sales and business development team continue to build a deep pipeline of prospective customers in Australia and New Zealand with an interest in applying AI and social media to solving clinical trial recruitment challenges.



“We have more proposals in market than we have ever had before,” said Gallaher, reflecting the intensive focus on sales and growth. “Our track record of recruitment success to date and word of mouth is driving increased interest in the OpIn platform with global and local biopharma, medtech and researchers approaching us requesting quotes on planned studies to sites across APAC, and also rescuing studies in recruitment distress.”

OpIn saves time and money, with 100% of customers recruiting patients ahead of plan

‘Every OpIn recruitment project delivered to date has delivered ahead of plan,’ said Gallaher.

OpIn’s successful track record clearly demonstrates that social media and digital solutions enhance and accelerate recruitment to global trials, as well as providing patients with the power to explore emerging treatment options.

OpIn’s point of difference is the team’s deep life sciences experience and its skill and dexterity in using precision AI-enabled tools combined with public social media to attract, qualify, and appropriately match participants to trials on a global scale.

The company’s first OpIn project, recruiting mild Alzheimer’s patients into a Melbourne-based study led by Professor Kate Hoy, Deputy Director Epworth Centre for Innovation in Mental Health, was successfully delivered ahead of schedule and on budget.

“We have been delighted with the professional and transparent way OpIn have worked with our study team to accelerate recruitment for our mild Alzheimer’s study,” said Professor Hoy, “The trial has been running for some time and though we started recruitment quite well, the payoff from our recruitment efforts had slowed,” said Professor Hoy. “We turned to OpIn as we were looking for a sophisticated patient-led digital approach that leveraged social media channels, and OpIn was a platform the study team were very keen to try.”

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

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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.

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Appendix 1 - Background to Opin

What is Opin? (www.opin.ai)

Opin.ai matches motivated patients to clinical trials, anywhere in the world. The proprietary platform uses artificial intelligence to search and rank a global trial database on the platform of more than 58,000 open trials and medical research studies that are searching for participants and healthy volunteers.

Poor recruitment is frequently cited as one of the core reasons for clinical trial failure¹. More than 80% of clinical trials fail to recruit on time and on budget², putting at risk hundreds of millions, if not billions of dollars each year in delaying product to market or complete trial failure.

Why is recruitment of patients a problem?

Clinical trial recruitment typically relies heavily upon doctors and health care professionals to refer patients into a trial. But this can often be a slow and challenging route with doctors controlling the rate of referral and patient selection based on patients presenting to a clinical or hospital and perceived suitability, creating a bottleneck that typically translates into significant delays.

The lack of clinical trial awareness amongst patients and healthcare providers is also a significant barrier for research teams searching for motivated and eligible patients. Social media has an important role to play in educating the public about the value of clinical trials and what's involved, increasing awareness of trials amongst patients and healthcare providers and empowering patients to find appropriate, legitimate trials via a trusted site.

Who is Opyl?

Opyl, based in Melbourne Australia, works at the intersection of artificial intelligence, social media and healthcare. Opyl is the company that has developed Opin. As well as patient recruitment via social media channels, Opyl also delivers health market insights and business intelligence from social media data helping researchers and developers understand the clinical problems that need to be solved and improving market access for new and emerging therapies, diagnostics and devices.

¹ M. Desai. **Recruitment and retention of participants in clinical studies: Critical issues and challenges.** *Perspect Clin Res.* 2020 Apr-Jun; 11(2): 51-53. Doi: 104103/picr.PICR_6_20

² M. Desai. **Recruitment and retention of participants in clinical studies: Critical issues and challenges.** *Perspect Clin Res.* 2020 Apr-Jun; 11(2): 51-53. Doi: 104103/picr.PICR_6_20