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Opin forms strategic partnership and new services for better clinical trial outcomes and scale

- Opin partners with leading e-consent platform, Consentia to drive increased enrolment and recruitment revenues
- Opin launches new expert research screening service to further improve enrolment

Melbourne, Australia – Opin Limited (ASX:OPL) announced today two major advances for Opin, a strategic partnership with Consentia, an online platform providing video-based electronic clinical trial consent (e-consent), and the launch of a new personalised research screening service that will deliver improved trial enrolment and participant experience.

The two new offerings will amplify Opin's current market-leading trial and study enrolment success rate. Together, these initiatives will enable strong revenue growth and scale in services as Opin reaches for triple digit growth in the AUD\$4.7bn global clinical trial recruitment market¹.

The key benefits to Opin in partnering with Consentia and offering expert research screening services, is in influencing and controlling the recruitment and enrolment value chain. The additional services are an advantage in capturing market share and customer acquisition, as well additional revenue growth.

"Opin's referral and enrolment rate is already exceptionally high compared to market standard, with over 90% of Opin trials and studies recruiting to plan or ahead of plan", said Michelle Gallaher, Opin CEO.

"By taking on more of the engagement, consent, and enrolment functions, Opin can lighten the load on overworked trial sites (hospitals/clinics), and play a larger role in delivering successful recruitment outcomes for customers and participants)" said Gallaher.

The expanded expert research screening service ensures participants are contacted directly, and triaged promptly, leading to higher enrolment, improved participant satisfaction, better value for customers and additional revenue for Opin.

Rebecca Saunderson, Concentric CEO, said "Our partnership will improve clinical trial recruitment and clinical trial participant experience. Opin will enable access to trials that participants might not otherwise have known about, and Consentia will enable participants to be fully informed and empowered to participate."

The Opin research screening service directly contacts potential trial participants, by phone, email, or SMS, after they have passed the initial digital screening questions, prequalifying them to participate in a study and improving the probability of consent and enrolment. This

¹ Patient Recruitment and Retention Services Market (2nd Edition) by Therapeutic Areas (Cardiovascular Diseases, Oncological Disorders, Infectious Diseases, CNS Disorders, Respiratory Disorders, Hematological Disorders and Others), Patient Recruitment Steps (Pre-screening and Screening), Trial Phases (Phase I, Phase II, Phase III and Phase IV), and Key Geographies (North America, Europe, Asia-Pacific, Latin America, MENA, and RoW): Industry Trends and Global Forecasts, 2021-2030. Roots Analysis July 2021.



unique Opin service, designed, and managed by Nicola Straiton, Opin Services Lead, has already signed its first customer with recruitment commencing this week.

Opin's goal is to deliver the highest and most consistent enrolment rate of prequalified participants into trials and studies, compared to competitors.

The agreement with Consentia is non-exclusive over two years during which time both companies will pitch the others' solution to existing and new customers. Each partner will receive revenue via a revenue-share (a fixed capped percentage of the project value) and referral fee arrangement.

Consentia: www.consentia.com

Opin: www.opin.ai

The Board has authorised this announcement for release to the ASX

-ENDS-

For media and investor enquiries: info@opyl.ai

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Opyl is a new generation Australian digital health company that applies artificial intelligence to improving clinical trials. Our platforms make clinical trials more efficient and easier to access, giving patients more options and saving medical researchers time and money.

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

- clinical trial recruitment solutions – Opin.ai
- clinical trial predictive analytics and protocol design – Trial Key
- deep social media insights and analysis – Social Insights

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