



ASX ANNOUNCEMENT

18 January 2023

Opyl enters master service agreement and new clinical trial recruitment contracts with Bristol Myers Squibb

- MSA provides Opyl with approved and preferred supplier status to BMS, critical to winning contracts
- Signs first BMS clinical trial recruitment contracts valued at \$145K, with work commencing immediately
- Agreements further validation of Opyl technology and services
- MSAs are essential pathway to the exponential revenue growth and scale of Opyl.AI

Melbourne, Australia – Opyl Limited (ASX:OPL) is pleased to announce that it has entered a Master Services Agreement (MSA) and signed contracts to provide clinical trial recruitment services valued at \$145K to Bristol Myers Squibb (BMS), a leading global pharmaceutical company.

The recruitment contracts are for clinical studies in psoriatic arthritis, involving 120 patients in total and is expected to be carried out over approximately six months.

BMS selected Opyl for its innovative Opyl.AI platform, a digital health research recruitment solution, that has a proven track record of swift and accurate participant recruitment, limiting the risk of clinical trial failures, with 80% of trials worldwide failing to recruit on time or on budget¹.

The expected recruitment revenues together with the MSA, which provides Opyl with approved and preferred supplier status allowing it to bid and secure additional international or local contracts with BMS, is considered to be material and a significant validation of the Opyl offering.

BMS has more than 50 compounds in development in over 35 disease areas globally. By using Opyl, Opyl believes it can help BMS de-risk its clinical development programs, particularly across APAC as the platform supports multiple languages, including Chinese, Spanish and Korean.

"The importance of this MSA and first contracts cannot be understated. MSAs provide us a clear pathway to grow Opyl.AI's revenue exponentially," said Michelle Gallaher, Chief Executive of Opyl.

"The outlook for Opyl is particularly bright given that we have also recently signed an MSA with British pharmaceutical giant GSK plc and are working actively with them on securing recruitment contracts."

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

¹ Exploring reasons for recruitment failure in clinical trials: a qualitative study with clinical trial stakeholders in Switzerland, Germany and Canada. Briel. M, Nov 2021. *Trials*. 22, article 844



-ENDS-

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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 – TrialKey
- deep social media insights and analysis – Social Insights

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