

Half Year Investor Update
Feb 2021

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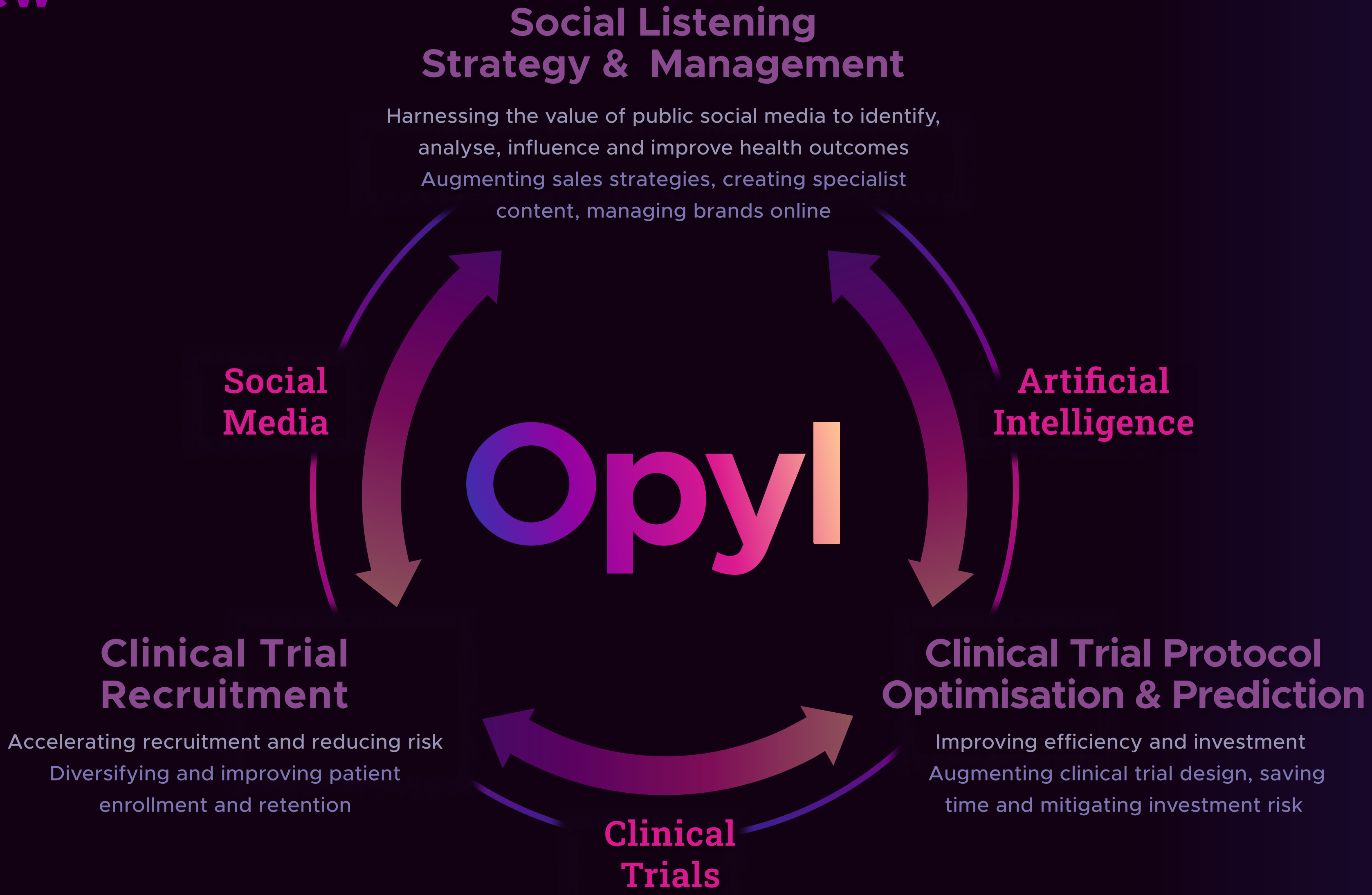
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Company

Leaders in market intelligence and digital solutions in healthcare

Taking the guesswork out of lifesciences

Overview



Highlights

Overview

- ▶ Opyl delivers maiden profit
- ▶ 33% increase in client revenue
- ▶ Priority on readying clinical trial recruitment solutions for full market launch in Q4
- ▶ Opyl delivered second successful data trial further confirming clinical trial prediction model
- ▶ Expanded Opyl services team capacity adding sales, analytics and technical specialist
- Strengthened the Opyl Board with the appointment of Mark Ziirsen
- Improved cash position for Q2, with a net cash balance of \$730k
- Significant reduction in operating loss (31/12/19: \$851,652 loss) resulting in a maiden operating profit of \$22k including \$212k in COVID-related subsidies
- 100% of all retainer clients re-signed for 2021. Full recovery of all clients initially lost to COVID19 conditions

Highlights

R&D update

- ▶ Successfully delivered a major data trial evaluating 475 COVID19 vaccine and therapeutics candidates to identify those most likely to complete and gain regulatory approval. The model was clearly validated and now being further refined
- Clinical trial recruitment platform in final stage of development, initial launch scheduled late Q3/Q4, complementing existing precision recruitment services
- Continued refinement of social media listening technologies and methodologies

Operations update

- Social media insights projects growing in client revenue. This service offering is a key revenue stream at present with further growth expected as new capabilities and capacity comes online
- Damon Rasheed moved into Executive Director role to lead Opyl's R&D agenda
- Three new key hires expanding sales capacity and social media marketing and insights skills

HY2021 results



Finance & Operations

- ▶ Total client revenue up by 33% compared to corresponding period in 2020, largely due to scale alliance
- Recovered 100% of COVID19 affected clients
- \$748,721 in committed contracts for 2021 (as 15 Dec 2020), representing an increase of 32% in the corresponding period in 2020
- Client insights project revenue up by 109%
- R&D investment up by 24% and delivering to plan
- Received R&D Tax Incentive refund of \$249k
- Other income of \$212k from Government COVID19 subsidies (Opyl ceased to be eligible for Job Keeper in Q1)
- Profit after providing for income tax amounted to \$88k (compared to corresponding period in 2019: loss of \$843,233)

HY2021 results

3
STRATEGIC
NEW HIRES

FOCUS ON
ADVANCING
PLATFORM
ROLL OUT

SALES FROM
CLIENT
SERVICES
UP 33%

Finance & Operations

- ▶ Opyl team adapted easily to COVID19 government imposed social distancing and infection control conditions without any significant interruption to services and development milestones
- Three strategic new hires in November and December 2020, to drive sales and increase capacity in client delivery as interest in trial recruitment and insights projects increases
- Realignment of key service team roles to focus on advancing platform rollout and driving revenue
- Focus on identifying government grant opportunities to support late-stage platform development and accessing global markets

HY2021 results

CLINICAL TRIAL
RECRUITMENT
PLATFORM SCHEDULED
TO GO LIVE Q3/Q4

IN-HOUSE
SOCIAL MEDIA
MARKETING
TEAM

Research & development

Clinical trial recruitment platform & services

- ▶ Highest development priority for Opyl
- On track for scheduled market launch (beta 'live' launch March 2021 and full launch May 2021)
- Recruitment offering is a two-sided opportunity - a web-based platform that participants can opt into and a precision marketing service leveraging social media

- Web-enabled recruitment platform with the capacity to collect data on patients, healthcare providers and biopharma and medtech companies
- Opyl's point of difference is the specialist social media marketing expertise within the company, and our network connections within the Australian and New Zealand clinical trial sector
- Launch will require significant marketing and business development investment and focus to escalate and compete on a global scale

HY2021 results

2ND MAJOR
CLINICAL TRIAL
EFFICIENCY
PLATFORM

DISRUPTIVE PREDICTIVE
SOFTWARE WITH
POTENTIAL FOR
ALTERNATIVE MARKETS

Research & development

Clinical trial protocol design/ prediction platform

- ▶ Successfully delivered COVID19 vaccine and therapeutics data trial Q1 - correctly identifying the vaccines most likely to reach the market
- Focus on improving the specificity and reliability of the algorithm
- Currently expanding clinical trial protocol variables within the model from 150 to over 500

- Commenced working with clinical trial design subject matter experts
- On track for scheduled launch late in the calendar year 2021

Social media listening and insights

- Refinement of technologies and novel methodologies applied to deep social media listening and analysis projects

Clients

Leadership



Michelle Gallaher
Chief Executive Officer

Michelle has over 25 years of experience in the pharmaceutical and life sciences sector in startups, public and private companies as well as major research initiatives



Dr Julian Chick
Chairman

Julian brings expertise in leading public life sciences companies as well as capital markets and LSHC, on both investor and operational sides of technology businesses



Marat Basyrov
Non Executive Officer

Marat is an recognised technology investor and serial entrepreneur, developing and applying creative data and digital solutions across many industries



Mark Ziirsen
Non Executive Officer

Mark is an experienced non-executive director and chief financial officer with a strong track record in delivering scale and growth outcomes within a number of public companies across life sciences and manufacturing



David Lilja
Company Secretary

David is a recognised leader, entrepreneur and experienced financial strategy and scale development advisor, particularly in small high growth technology companies



Damon Rasheed
Executive Director

Damon leads data science teams across a number of high growth companies, advising and applying 20+ years of experience in predictive analytics and data science creating commercial solutions for a wide range of industry applications

The year ahead

Clinical trial recruitment platform and service milestones

- ▶ Clinical trial recruitment platform launch - end March/ Q3 2021
- Preparing clinical trial recruitment full market launch and May 2021
- Secure scale alliances with major clinical trial aggregator organisations and patient advocacy groups and registries
- In-house social media marketing team move into full scale deployment promoting the platform and service, dominating the digital landscape to drive sales

Clinical trial protocol design and prediction platform milestones

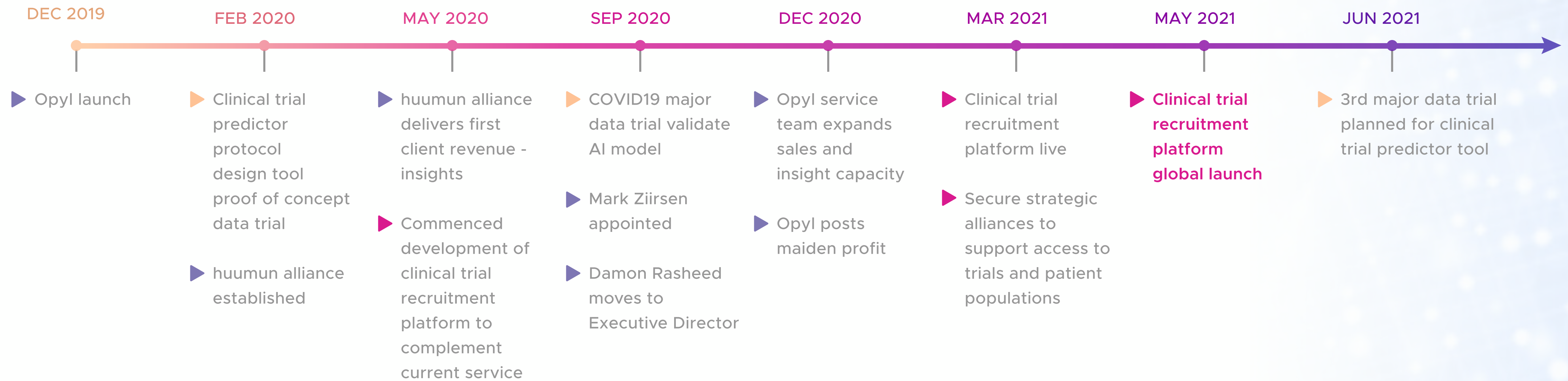
- Continue to work with subject matter experts to increase protocol variables in the algorithm from 150 - approx 500, Feb-Apr 2021
- Third major data trial planned to validate expanded number of variables in new model
- Scheduled to go live by the end of the calendar year

The year ahead

Operations & financial performance

- ▶ Continue to drive growth in client revenue outcomes
 - Expected continued growth in social media insights projects and further refinement of technology application and methodologies
 - Significantly expand clinical trial recruitment revenue as recruitment platform goes live in Q3/Q4
- Annual review of huumun alliance (Feb 2021) with focus on expanding revenue-generating projects and new client acquisition
- Maintain retainer client base - increasing rate card by a minimum 15% for every contract
- Maintain R&D expenditure levels to complete the platforms and access government grants and incentives to support cash balance

Milestones



- ▶ Clinical trial protocol design & prediction platform
- ▶ Clinical trial recruitment platform & service
- ▶ Operational

Summary

Leaders in social media intelligence - clear strategic target addressing a market gap providing stability, bringing target clients to the door and creating upsell opportunity

The global clinical trial services market is valued at USD\$64bn (2020) with current CAGR of 9%

Maturing revenue, with new streams opening, on a cost effective operation cost base

Scale strategy in play via alliance agreements with huumun and looking for more to support clinical trial recruitment growth

Global biopharma and health clients delivering revenue now with an opportunity to upsell clinical trial digital solutions

COVID19 reinforced value proposition in digital health marketing and digital clinical trial recruitment solutions

Stable specialist workforce delivering services and revenue with 12 months of solid gains

Scaling capacity and expertise within the business ready for launch milestones and forecast client revenue growth in 2021/22

Solving two critical problems in the global clinical trials market - poor recruitment and poor trial design



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