
Clarivate™
Clarivate in the Age of AI:
Innovation Rooted in Academia

Safe Harbor Statement and Non-GAAP Financial Measures

Forward-Looking Statements

This communication contains "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995. These statements, which express management's current views concerning future business, events, trends, contingencies, financial performance, or financial condition, appear at various places in this communication and may use words like "aim," "anticipate," "assume," "believe," "continue," "could," "estimate," "expect," "forecast," "future," "goal," "intend," "likely," "may," "might," "plan," "potential," "predict," "project," "see," "seek," "should," "strategy," "strive," "target," "will," and "would" and similar expressions, and variations or negatives of these words. Examples of forward-looking statements include, among others, statements we make regarding: guidance outlook and predictions relating to expected operating results, such as revenue growth and earnings; strategic actions such as acquisitions, joint ventures, and dispositions, including the anticipated benefits therefrom, and our success in integrating acquired businesses; anticipated levels of capital expenditures in future periods; our ability to successfully realize cost savings initiatives and transition services expenses; our belief that we have sufficient liquidity to fund our ongoing business operations; expectations of the effect on our financial condition of claims, litigation, environmental costs, the impact of inflation, the impact of foreign currency fluctuations, the COVID-19 pandemic and governmental responses thereto, international hostilities, contingent liabilities, and governmental and regulatory investigations and proceedings; and our strategy for customer retention, growth, product development, market position, financial results, and reserves. Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on management's current beliefs, expectations, and assumptions regarding the future of our business, future plans and strategies, projections, anticipated events and trends, the economy, and other future conditions. Because forward-looking statements relate to the future, they are difficult to predict and many of which are outside of our control. Important factors that could cause our actual results and financial condition to differ materially from those indicated in the forward-looking statements include those factors discussed under the caption "Risk Factors" in our annual report on Form 10-K/A, along with our other filings with the U.S. Securities and Exchange Commission ("SEC"). However, those factors should not be considered to be a complete statement of all potential risks and uncertainties. Additional risks and uncertainties not known to us or that we currently deem immaterial may also impair our business operations. Forward-looking statements are based only on information currently available to our management and speak only as of the date of this communication. We do not assume any obligation to publicly provide revisions or updates to any forward-looking statements, whether as a result of new information, future developments or otherwise, should circumstances change, except as otherwise required by securities and other applicable laws. Please consult our public filings with the SEC or on our website at www.clarivate.com.

Industry and Market Data

In this presentation, we refer to certain information and statistics from third-party sources. Although we believe that these sources are reliable, we have not independently verified the accuracy or completeness of such third-party sources and disclaim any liability with respect to the data therein that have been included in this presentation and cannot guarantee their accuracy or completeness.

Agenda

Introduction

Academia & Government Strategy Update

Academia & Government Generative AI Strategy

Generative AI Demos

Alethea

Web of Science Research Assistant

ProQuest Research Assistant

Closing Summary

Clarivate™

© 2024 Clarivate. All rights reserved.

Introduction



Bar Veinstein

President, Academia & Government

- 25+ years of leadership experience with deep expertise across Academia, cloud software, AI and analytics
- Returned to Clarivate after serving as CEO of AI start-up, Taranis for three years
- 11 years of experience as Ex Libris/ProQuest executive including President of Ex Libris (now part of Clarivate)
- At Ex Libris, led successful launch of multiple new flagship products, including successful shift to SaaS (Alma)

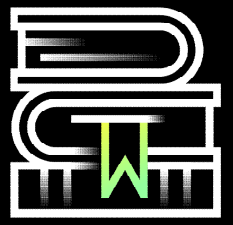
© 2024 Clarivate. All rights reserved.

Academia & Government Strategy Update

Advancing research excellence and student success to accelerate real-world outcomes across Academia and Government



Drive research excellence



Empower student achievement



Maximize return on library investments

Customers

HARVARD UNIVERSITY

Jisc

NYU

Egyptian Knowledge Bank
بنك المعرفة المصري

THE BRITISH LIBRARY
Explore the world's knowledge

Penn
University of Pennsylvania

中国科学院
Chinese Academy of Sciences

© 2024 Clarivate. All rights reserved.

An indispensable partner, deeply entrenched across global academia & government, providing mission-critical solutions to our customers

~99%

Of the world's top 400 universities use our solutions to accelerate research and enhance education[1]

26,000+

Academic institutions benefit from our best-in-class content and solutions

130M+

Researchers and students across 145+ countries

75%

Of national and regional research assessments are powered by our data[2]

Clarivate™

[1] Top 400 universities (QS world university rankings). [2] Clarivate analysis

© 2024 Clarivate. All rights reserved.

Clarivate Academia & Government is organized into three product groups to support mission-critical customer needs



Research and Analytics

Analyze and explore the academic research landscape and manage research information



Content Aggregation

Provide comprehensive scholarly content to institutions in a cost-effective manner



Workflow Software

Software solutions to manage library resources and share content with users

~50%	Pct. of Clarivate Revenue[1]
~$7B	Serviceable Addressable Market[2]
~4%	Market Growth[2]

Clarivate™

[1] FY23 revenue. [2] Clarivate analysis.

© 2024 Clarivate. All rights reserved.

Industry gold standard solutions embedded in customer workflows, powered by proprietary, trusted scholarly content



Research and Analytics

Web of Science™

InCites™

EndNote™



Content Aggregation

ProQuest One™

Ebook Central™



Workflow Software

Alma™

Rialto™

Polaris™

7+ billion Digital pages

245+ million Journal articles

5+ million Dissertations

3+ million Ebooks

2.4+ billion Bibliographic records

2+ billion Citations

9 thousand Content providers

5+ billion Discovery Index records

150+ million Patent documents

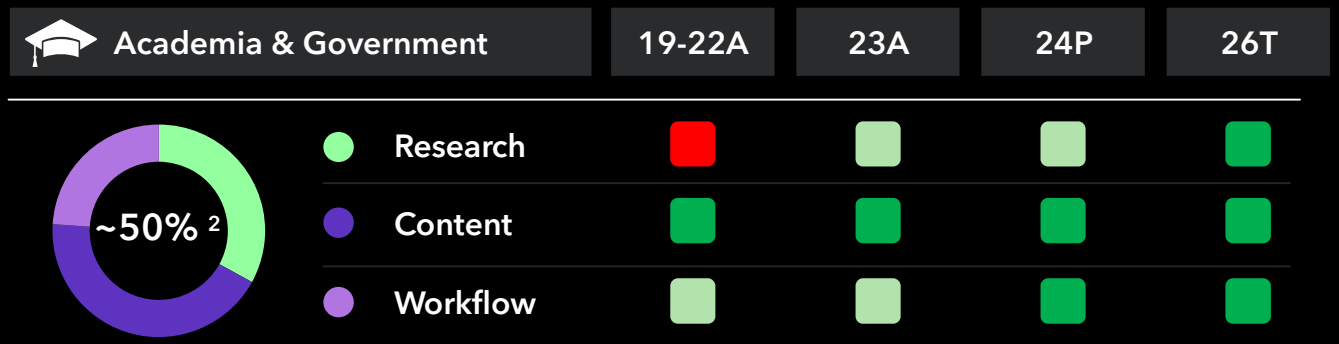
600+ Years of primary source materials

Clarivate™

© 2024 Clarivate. All rights reserved.

On track to reach market growth rate in 2026

(Market Growth ~4% [1])



Performance to Market Growth Rates

Achieving/exceeding | Close to market growth | Underperforming

[1] SAM growth per company estimates.
[2] Percentage of 2023 Clarivate revenue.

Strategic Priorities

A&G Wide:
Leverage trusted, Academic Generative AI to continually evolve our solutions

Research & Analytics:
Drive actionable research insights across more domains through new Research Intelligence solution

Content Aggregation:
Expand the premier content marketplace and aggregation portfolio internationally (non-English)

Workflow Software:
Reach into more customer tiers, extend geographies, and expand decision analytics

© 2024 Clarivate. All rights reserved.

Web of Science performance has significantly improved, rising from a flat 19-22A CAGR to a low single digit growth rate in 2023[1]



Content Enhancement

Added 2M+ Pre-Prints to Web of Science platform

Enhancing customer satisfaction and retention



Analytics Expansion

Expanded Journal Impact Factor™ metric to additional 9,000 journals

Broadening reach of industry-leading impact KPI



Distinctive New Value

Integrated Web of Science and ProQuest Dissertations & Theses

Accelerating cross-sell across two flagship solutions



Generative AI

Launched Web of Science Research Assistant Beta

Transforming research search and evaluation

[1] 19-22A and 2023A revenue (constant currency)

© 2024 Clarivate. All rights reserved.

Academia & Government Generative AI Strategy

Gen AI in Academia: A growing shift in attitude among higher-ed institutions

"Institutions are moving away from framing AI primarily as an academic integrity problem in favor of assessing its appropriate pedagogical uses." *Ithaka S+R, Sept. 2023*[1]

- Students & researchers increasingly using GenAI tools, across multiple use cases
- Universities actively developing guiding principles
- Balancing educational & research benefits vs. misuse (e.g., bias, plagiarism, IP abuse)
- Evaluating how to leverage in curricula & research processes

'Evolutionary Tradition': Ivy League University Debuts AI Chatbot To Educate Students This Autumn

Verve Time, July 2023

UK universities draw up guiding principles on generative AI

All 24 Russell Group universities have reviewed their academic conduct policies and guidance

The Guardian, July 2023

Clarivate™

[1]Ihttps://sr.ithaka.org/blog/generative-ai-goes-back-to-school/

© 2024 Clarivate. All rights reserved.

Our Generative AI Strategy: Academic Generative AI

Advance Existing Solutions

Embed Gen AI in current solutions

- Web of Science
- ProQuest Platform
- Ebook Central
- Ex Libris discovery

Transform with Gen AI

Innovate with new solutions

- Research Assistant
- Academic coach

Increase Efficiencies

Unlock efficiencies for customers and Clarivate

- Metadata enrichment
- Process automation

Build an A&G Gen AI platform to deliver capabilities to all Clarivate A&G products

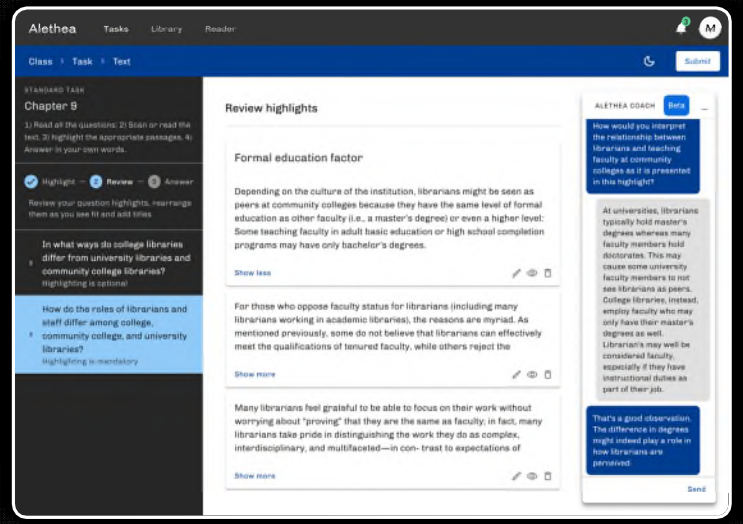
Leveraging Clarivate's Distinctive Assets and Competencies

- **Authoritative, trusted scholarly content**
- **Embedded in academic workflows**
- **AI technology expertise & talent**
- **Deep partnerships with academic community**
- **Strong governance for responsible AI**

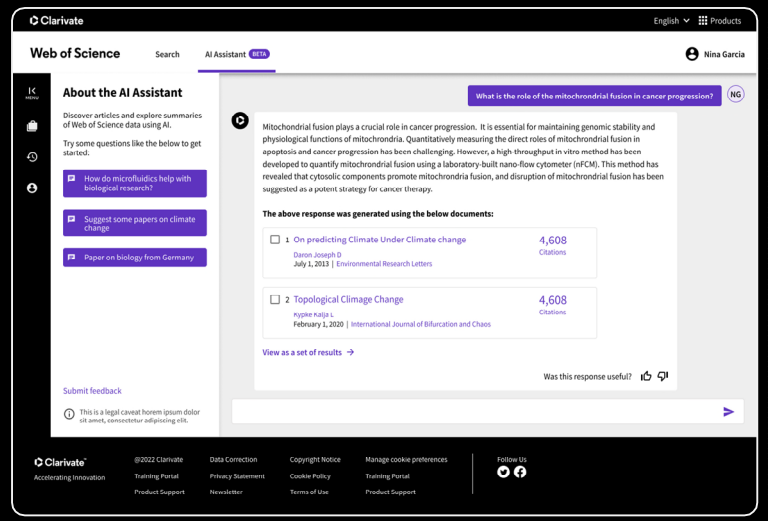
© 2024 Clarivate. All rights reserved.

Today's Generative AI Demos

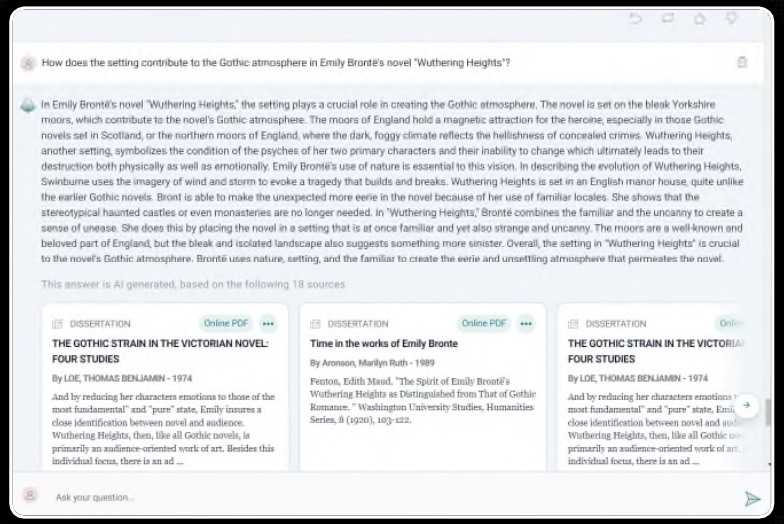
Alethea (Academic Coach)



Web of Science Research Assistant



ProQuest Research Assistant



© 2024 Clarivate. All rights reserved.

Alethea

AI-Powered Student Content Engagement

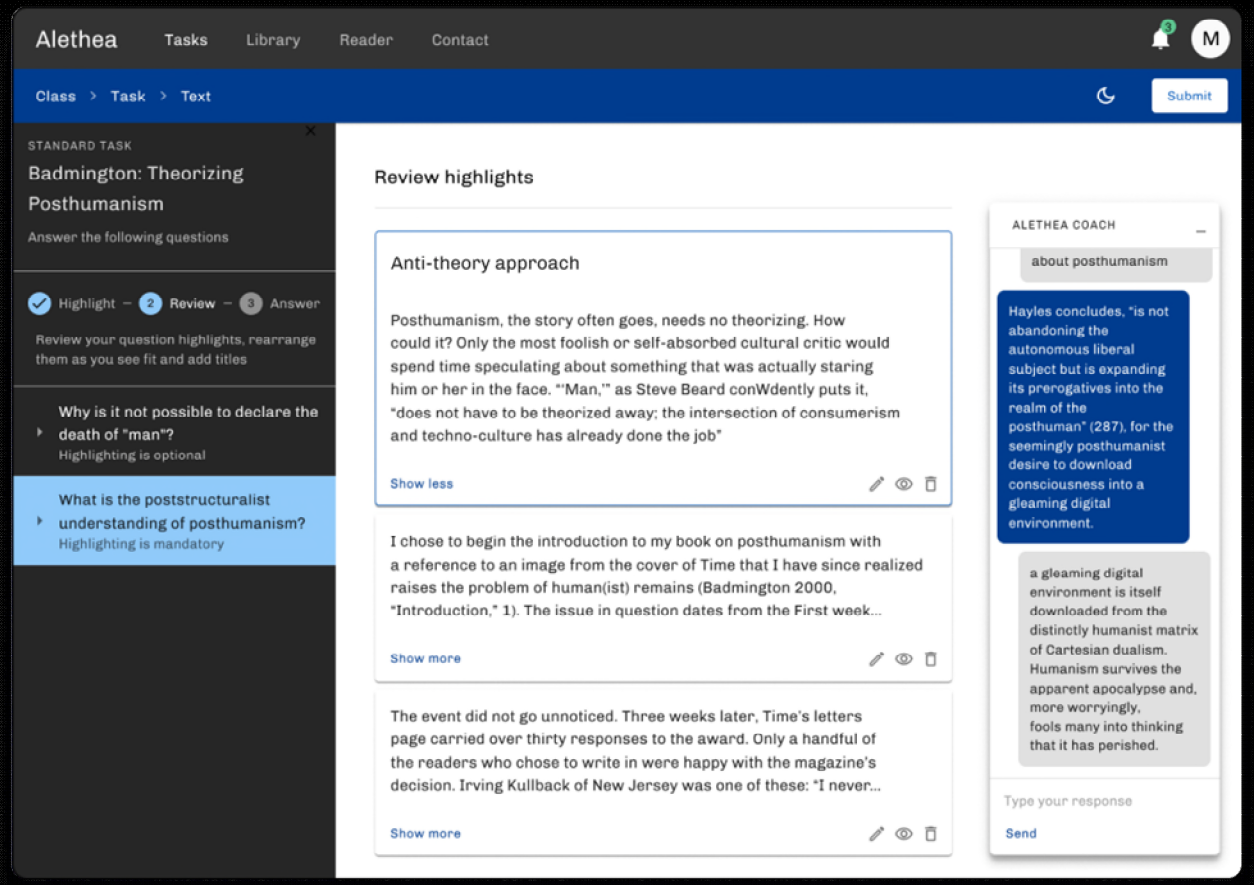
Alethea: Elevate Students' Learning Engagement

This AI-powered content engagement solution is the first program of the A&G Innovation Incubator, which will introduce novel solutions to customers.

Academic Coach: Personalized interaction
Deeper engagement with academic texts, class readings, and assignments

Insights into reading engagement
Foster richer classroom discussions around course materials

Optimize teaching & library resources
Actionable data and insights to help adapt teaching and optimize library resources



Clarivate™

© 2024 Clarivate. All rights reserved.

Alethea Demo

Web of Science Research Assistant

Powering research excellence

Web of Science Research Assistant

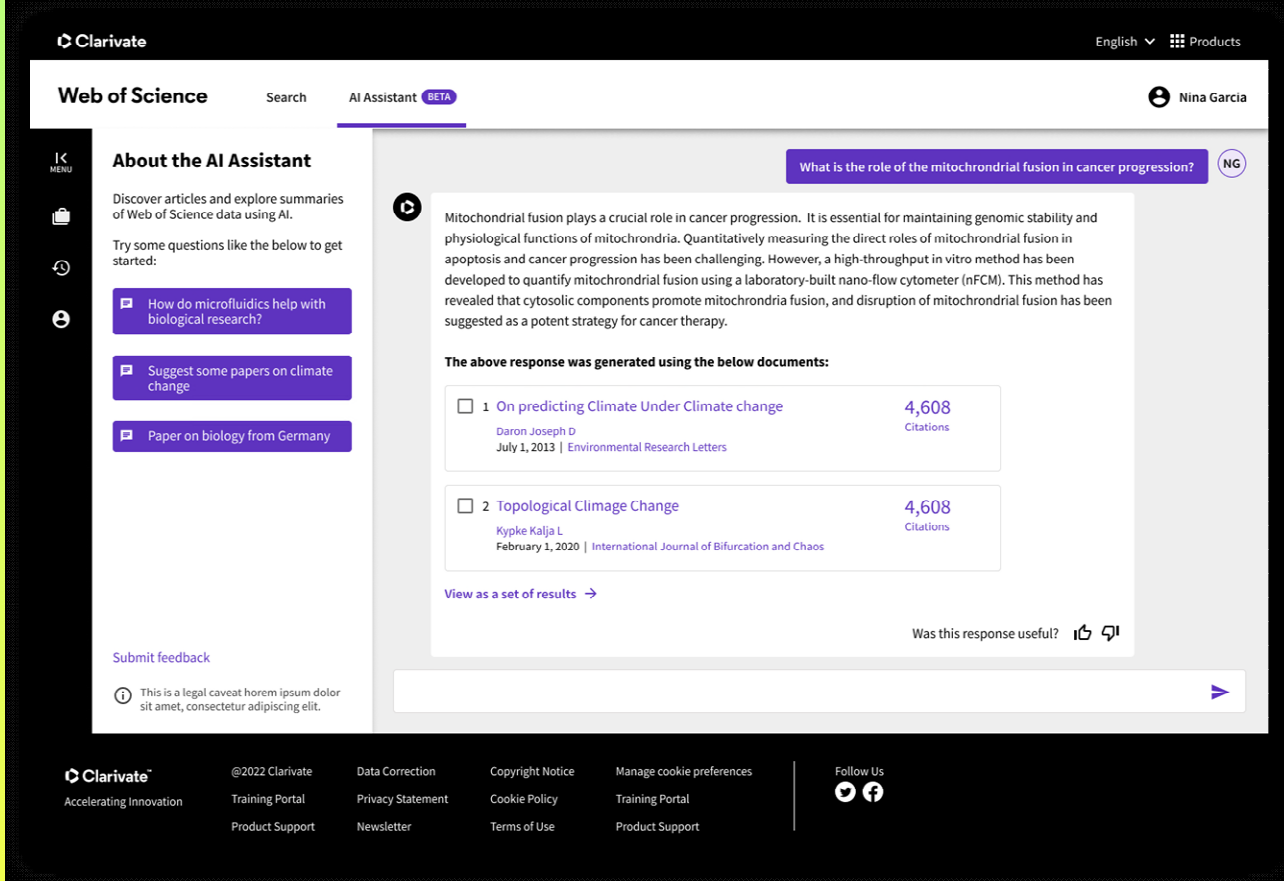
Conversational discovery

Show me articles on climate change
What are the most cited papers on microfluidics?

Direct question answering

What is the difference between Climate Change and Global Warming?
What is the role of the mitochondrial fusion in cancer progression?

Full references to trusted sources



Clarivate™

© 2024 Clarivate. All rights reserved.

Web of Science Research Assistant

ProQuest Research Assistant

Powering the learning & research experience

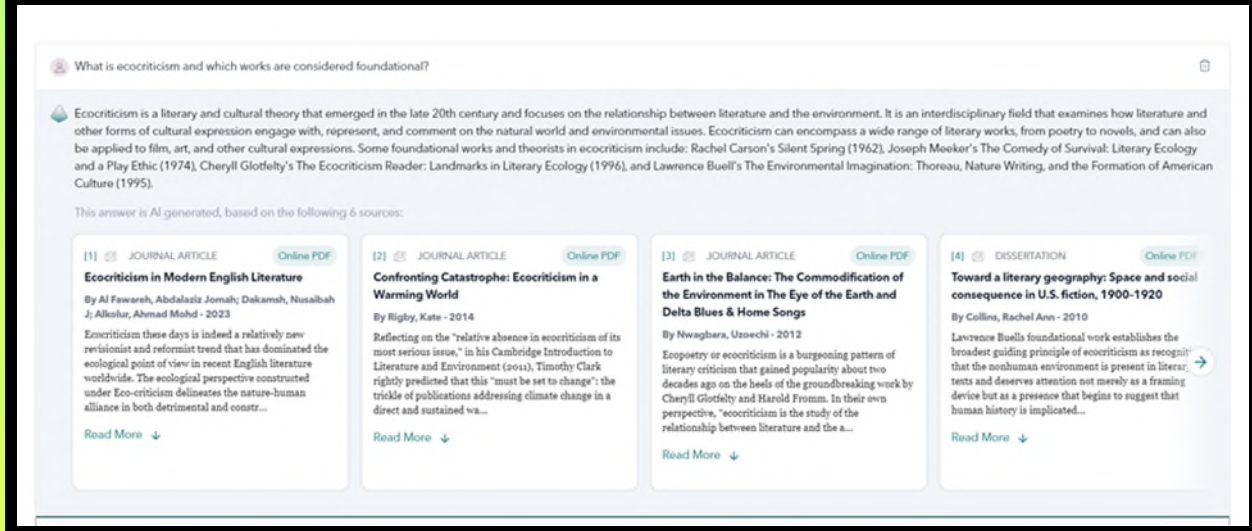
AI-Powered Conversational Discovery on ProQuest Platform

Combine generative AI convenience with academic integrity on Clarivate's flagship content aggregation platform:

Trusted content, based on curated academic works

Access to full-text sources, properly identified, attributed, and linked

Article summarization



Clarivate™

© 2024 Clarivate. All rights reserved.

ProQuest Research Assistant Demo: Conversational Discovery on ProQuest Platform

Vectors to accelerate A&G long-term growth



1

Leading the research integrity and intelligence domains



2

Deepening engagement with broader content formats and geographies

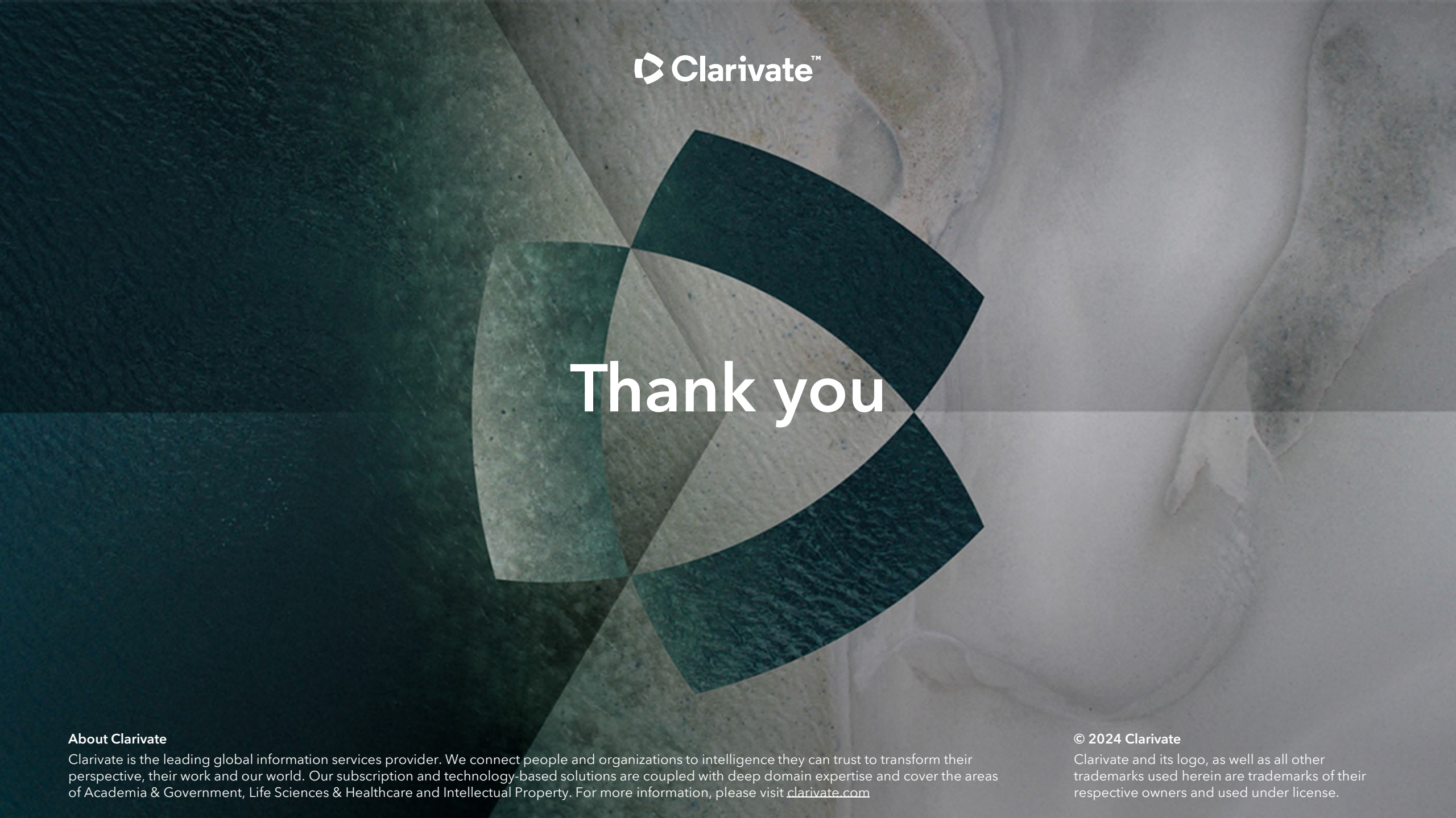


3

Expanding workflow solutions into broader Academic ecosystem

Clarivate™

© 2024 Clarivate. All rights reserved.



About Clarivate

Clarivate is the leading global information services provider. We connect people and organizations to intelligence they can trust to transform their perspective, their work and our world. Our subscription and technology-based solutions are coupled with deep domain expertise and cover the areas of Academia & Government, Life Sciences & Healthcare and Intellectual Property. For more information, please visit clarivate.com

© 2024 Clarivate

Clarivate and its logo, as well as all other trademarks used herein are trademarks of their respective owners and used under license.