
Clarivate™
Clarivate in the Age of AI
Empowering our Life Sciences & Healthcare customers to create a healthier tomorrow

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; our belief that we have sufficient liquidity to fund our ongoing business operations; expectations of the effect on our financial condition of claims, litigation, inflation, foreign currency fluctuations, 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. These forward-looking statements involve a number of risks and uncertainties (some of which are beyond our control) or other assumptions that may cause actual results or performance to be materially different from those expressed or implied by these forward-looking statements. 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, 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 adversely affect 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, 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.

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Agenda

Introduction

Life Sciences & Healthcare Overview

Life Sciences & Healthcare Strategy

Life Sciences & Healthcare Generative AI Strategy

Generative AI Demos

- Cortellis Q&A Conversational Search
- Cortellis Flexible Attribute Extraction

Closing Summary

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Introduction



Henry Levy

President, Life Sciences & Healthcare

25+ years of leadership experience with deep expertise across Life Sciences research and development

Joined Clarivate in April 2023 from Veeva Systems, a global leader in cloud software for the life sciences industry, serving as President, Global R&D and Quality, with responsibility for driving growth across the segment

Previously held positions as Chief Commercial Officer for PPD (now part of ThermoFisher) and was the Global Life Sciences R&D practice lead for Accenture, helping 90% of the top 20 biopharmaceutical companies improve through consulting, technology and outsourcing solutions

Recognized as a respected industry thought leader, publishing multiple articles on drug development and technology trends in Life Sciences, alongside frequently speaking at industry forums

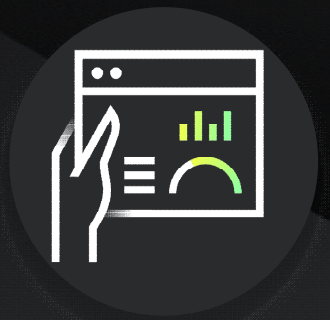
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Key takeaways from today's presentation



1

Solutions at the center of mission-critical decisions by our customers



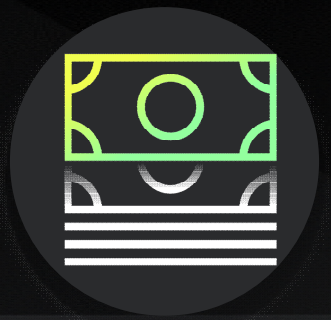
2

Focused investments and heightened innovation to unlock whitespace value



3

Building a growth acceleration engine with healthcare real world data



4

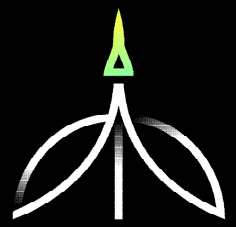
GenAI as a catalyst for driving transformation in product mix to expand subscription revenue

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Life Sciences & Healthcare Overview

Enabling Life Sciences & Healthcare organizations to deliver safe, effective and commercially successful treatments and solutions to patients faster



Drive asset and portfolio value



Discover and advance innovative candidates



Accelerate the path to patients



Measure, protect, improve outcomes

~17% Pct. of Clarivate Revenue[1]

~$12B Serviceable Addressable Market[2]

~8% Market Growth[2]

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

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Contextual intelligence at the nexus of critical decisions, transforming the way our customers do business



Corporate

Strategy | Business Dev. & Licensing | M&A



R&D

Discovery | Development | Regulatory & Safety



Commercial

Launch | Market Access | Commercial Targeting

Real World Data

Expert Services

An indispensable partner to leading innovators

100% of the top 30 pharmaceutical companies[1]

100% of the top 20 medical device companies[2]

100% of the top 10 biotech companies[3]

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[1] Top 30 pharma companies (Drug Discovery Trends). [2] Top 20 medical device (Greenlight Guru). [3] Top 10 biotech (Investopedia).

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Best-in-class data and expertise power our flagship brands and solutions



Corporate

Cortellis™ Competitive Intelligence
Disease Landscape & Forecasting



Research & Development

Cortellis™ Drug Discovery
Cortellis™ Regulatory
OFF-X™
Drug Safety Triager



Commercial

Fingertip Formulary™
Healthbase
MedTech 360

Real World Data Packages | Analytics | Insights

41B+
Medical and pharmacy claims

2M+
Curated safety and toxicity alerts

3M+
Pharmacological studies

270K+
Regulatory documents

700K+
Drugs and biologics

500K+
Global clinical trials

200+
Disease and market forecasts

80+
Medical device markets

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Customer Video

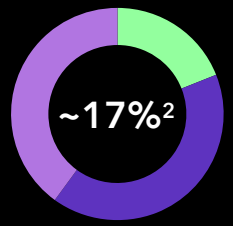
Clarivate™ | CLEO DIAGNOSTICS

Life Sciences & Healthcare Strategy

On track to achieve market growth in 2026

(Market Growth ~8% [1])

Life Sciences & Healthcare		19-22A	23A	24P	26T
		Prior	Current		
R&D	Corporate				
R&S	Research & Development				
Comm'l	Commercial				



Performance to Market Growth Rates

- Achieving/exceeding
- Close to market growth
- Underperforming

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

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Strategic Priorities

- Modernizing Intelligence Platforms
- Driving Product Innovation
- Investing in Real World Data

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Realizing our growth opportunity in Life Sciences & Healthcare



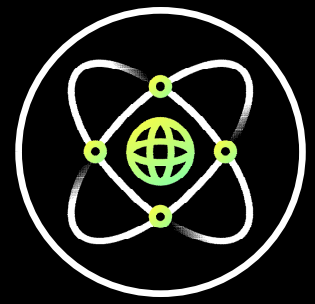
1 Modernizing Intelligence Platforms

Making intelligence actionable through scalable next-generation technologies and exceptional user experiences



2 Driving Product Innovation

Catalyzing synergistic capabilities to penetrate market whitespace and unlock value with customers



3 Investing in Real World Data

Building a growth engine from enriched, pharma-grade data and therapy area franchise solutions

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Making intelligence actionable through next-generation technologies



1

Modernizing Intelligence Platforms

Focus on core platforms enabled through AI

Consolidating into scalable core platforms and leveraging AI to drive product quality and advanced analytics

Evolve to workflow solutions

Complementing our market intelligence with AI-infused software to translate data into contextually-recommended action and outcomes

Increase subscriptions

Driving transformation in product mix to expand subscription business

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Catalyzing synergistic capabilities to unlock new value with customers



2

Driving Product Innovation

Penetrate market white space

Increasing our scale in attractive market segments with new products and penetrating further within existing accounts

Maximize value from recent launches

Significant runway for newer products within large and mid-tier pharma and biotech accounts

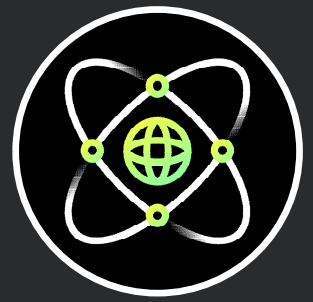
Leverage our rich data assets

Building differentiated highly-synergistic solutions, leveraging competitive advantages from vast content resources across Clarivate

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Building a growth engine from enriched, pharma-grade data products



3

Investing in Real World Data

Target life sciences end users

Evolving our RWD business model toward tailored solutions and go-to-market for core pharma, biotech, and medtech customers

Build therapy area franchises

Focusing on differentiated therapy area and indication-level subscription-based data solutions, leveraging full range of LS&H content and expertise

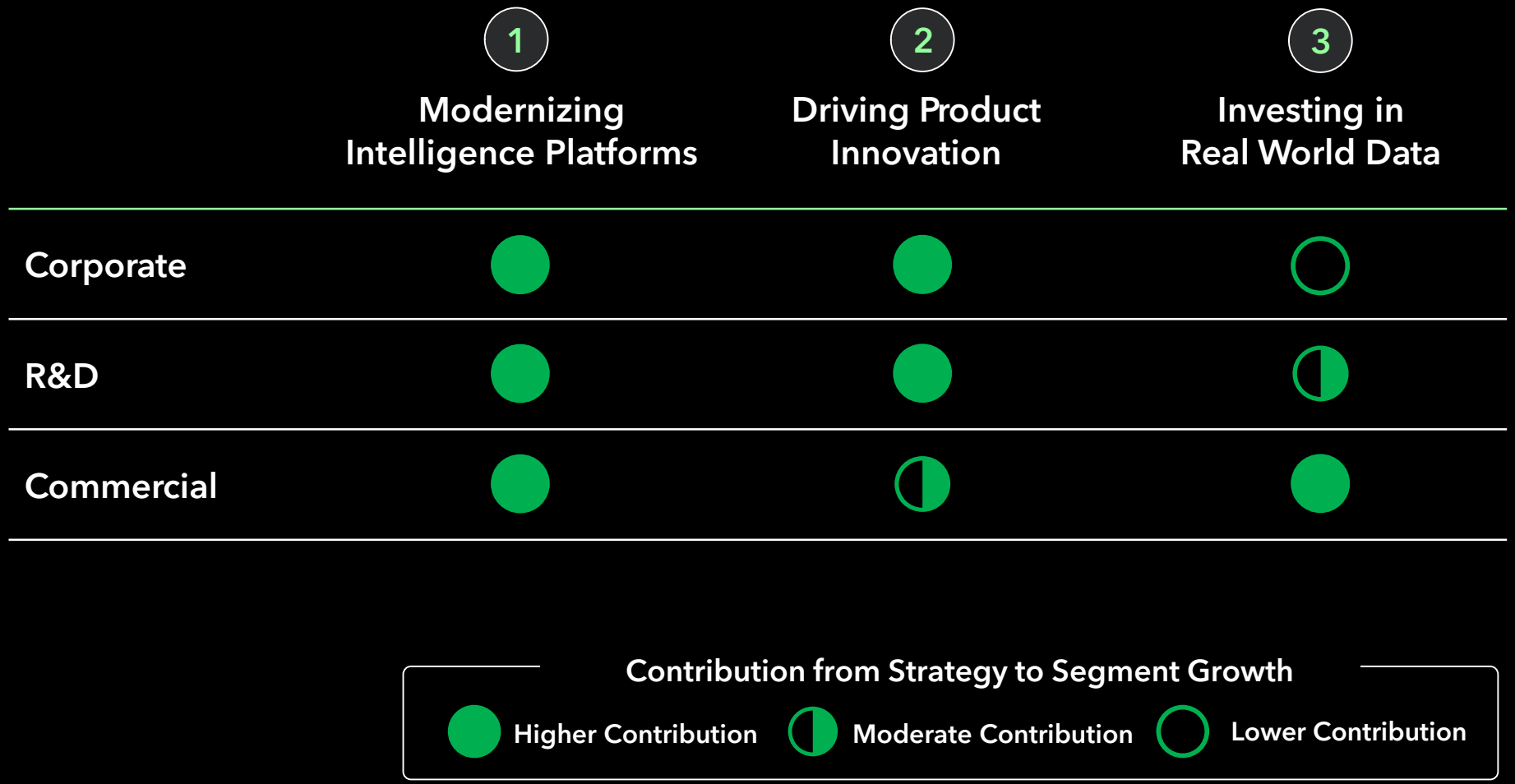
Analytics-ready premium data

Transforming disparate data into clean, connected fit-for-purpose data packages, scalable across life sciences enterprises

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Renewed operational focus and innovation-forward strategies fuel organic growth acceleration toward high single digits in FY26



All segments performing at or near market growth rates exiting FY2026

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Life Sciences & Healthcare Generative AI Strategy

Generative AI in Life Sciences & Healthcare has the potential to revolutionize R&D through commercialization and improve patient outcomes

Significant appetite for adoption

Our customers are increasingly focusing on leveraging Generative AI both across research and development and operational functions

Potential to transform industry value chain

Acceleration of molecule discovery, more efficient clinical trials, and faster regulatory approvals are just some of the benefits Gen AI can bring

Barriers to scaling adoption successfully

Data quality, traceability, regulatory compliance and human oversight in building high quality models will be vital to reaping benefits at scale

Generative AI is expected to produce $60 billion to $110 billion in annual value across the pharmaceutical industry value chain[1]

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[1] McKinsey Global Institute.

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Infusing Generative AI across our solutions to drive deeper value

Advance Existing Solutions

Embed Gen AI in current solutions

- Cortellis Q&A
- RWD Insights Integrated Patient Analytics

Transform with Gen AI

Innovate with new solutions

- AI Driven Workflows
- Business Development Workbench

Increase Efficiencies

Unlock efficiencies for customers and Clarivate

- Process Automation
- Portfolio Optimization

Unlock increased value across the Life Sciences & Healthcare value chain

Leveraging our distinctive assets and competencies

Proprietary Data

Millions of proprietary data points across solutions

Analytical Transparency

History of infusing AI across solutions to drive insights

Accurate Intelligence

100+ years of deep industry and domain expertise

Strong Governance

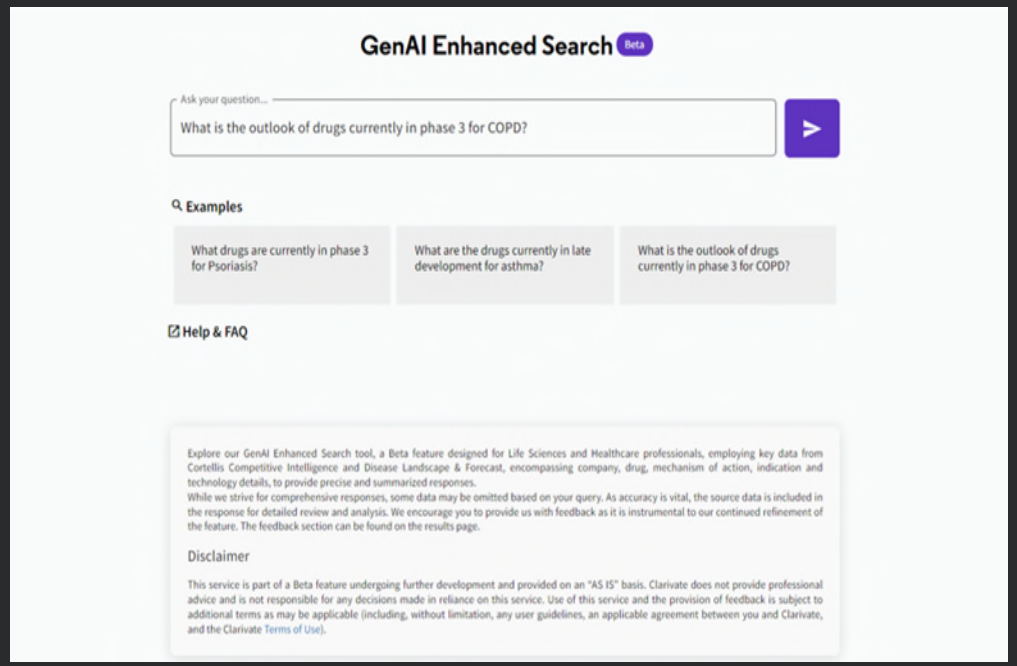
Robust frameworks ensuring responsible use of AI

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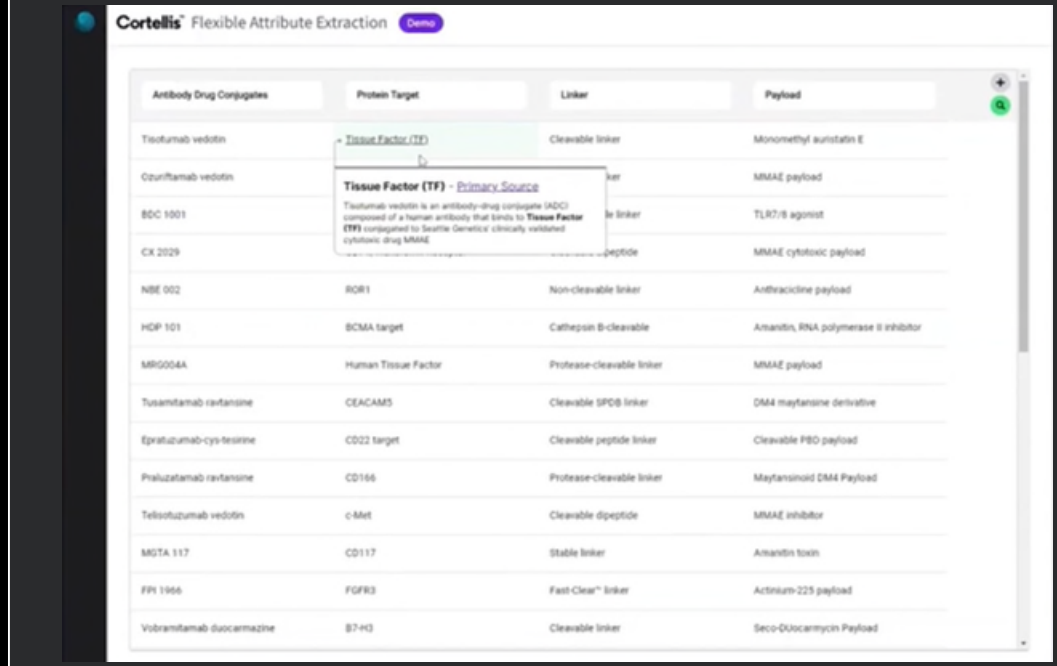
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Today's AI demonstrations

Cortellis Q&A
Conversational Search



Cortellis Flexible Attribute Extraction
AI-driven Contextual Insights



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Closing Summary



About Clarivate

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