



## ASX ANNOUNCEMENT

16 October 2024

# Opyl Signs New Service Agreement with Commercial Eyes

**Melbourne, Australia – Opyl Limited (ASX: OPL)** a leader in clinical trial design and biostatistical validation, is pleased to announce the signing of a service agreement with Commercial Eyes Pty Ltd, a ProductLife Group company and prominent Australian pharmaceutical and medical device commercialisation company.

Commercial Eyes is a leading lifesciences consultancy that offers full end-to-end commercialisation services. As part of ProductLife Group, an international leader in the life sciences industry, Commercial Eyes has expanded its global presence, enabling broader market access and expertise across the JAPAC region and beyond.

This collaboration will leverage global insights to enhance Commercial Eyes' market research and competitive intelligence capabilities.

This agreement signifies a major milestone in Opyl's ongoing commitment to enhancing clinical trial outcomes through AI-driven solutions.

Under the terms of this agreement, Opyl will provide Commercial Eyes with market research, and competitive intelligence analysis to assist in a range of client projects, across the pharmaceutical, medtech and biotechnology sectors.

### Key Highlights

- **AI-Driven Clinical Trial Information:** The service agreement enables Commercial Eyes to utilise Opyl's TrialKey platform, which provides data-backed recommendations and boasts over 92% accuracy in forecasting clinical trial outcomes.
- **Comprehensive Services:** The paid partnership covers market research, and competitive intelligence analysis to support Commercial Eyes in offering strategic insights to its clients in the pharmaceutical and medical device sectors.
- **International Exposure:** Commercial Eyes, as part of the ProductLife Group (PLG), extends Opyl's reach to international markets, particularly across Europe and the JAPAC region.



- **Increased Domestic Exposure:** The partnership also increases Opyl's presence in the domestic market by leveraging Commercial Eyes' strong reputation and client base within the Australian healthcare sector.
- **Strategic Market Positioning:** TrialKey's data analytics empower Commercial Eyes to navigate the complex trial landscape, providing their clients with informed, strategic guidance that enhance commercial positioning and success.

### Scope of the Agreement

Under the agreement, Opyl will act as an independent contractor for a term of six (6) months which may be extended by mutual agreement). Opyl will provide tailored services, including trial design analysis and competitor benchmarking, through its AI-powered platform, TrialKey. Opyl will receive fees for its services, with payment tied to the commencement of the market analysis work. Either party may terminate the agreement if specific conditions, such as insolvency or breach of material terms, are met. As of now, Opyl is unable to calculate the expected revenue from this service agreement but will update the market once this information becomes available.

### Saurabh Jain, Executive Chair of Opyl, commented:

*"This partnership with Commercial Eyes is a significant opportunity to apply our AI-driven platform to help design trials that optimise outcomes and streamline the trial process. TrialKey has proven to be a game-changer in predicting trial success with over 92% accuracy, offering a tailored approach to each trial that maximises success rates. With use by leading pharmaceutical companies and international exposure through Commercial Eyes, we are excited about the growth potential this partnership offers."*

### Tanya van der Wall, Country Managing Director at Commercial Eyes, added:

*"We are excited to collaborate with Opyl and leverage their advanced AI capabilities to enhance the innovative data driven insights we provide to our clients. This partnership also aligns with our global AI strategy to co-create innovative AI enabled solutions with our own dedicated best in class expertise and tools and the right partners. The insights gained through Opyl's platform will enhance our ability to guide our clients through complex market landscapes and position them for success and most importantly, to enable better and faster access for patients to life saving and life changing therapies"*

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### **About Commercial Eyes**

Commercial Eyes is a leading lifesciences consultancy that offers full end-to-end commercialisation services. The team of over 100 consultants understand local market dynamics, navigate the most appropriate regulatory and reimbursement pathway, communicate the value and benefits of product innovation, and assist sponsors to meet their post market safety requirements throughout the life cycle of products.

As part of ProductLife Group, an international leader in the life sciences industry, Commercial Eyes has expanded its global presence, enabling broader market access and expertise across the JAPAC region and beyond.

**This announcement has been authorised for release by the board**

**-ENDS-**

### **For investor enquiries:**

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### **About Opyl Limited (ASX: OPL)**

Opyl Limited is an AI company dedicated to leveraging data and technology to transform the landscape of clinical trials and medical research. With a commitment to innovation and strategic growth, Opyl is positioned to lead the way in shaping the future of healthcare solutions.