



Aposave Clinical Trial Comparator Survey

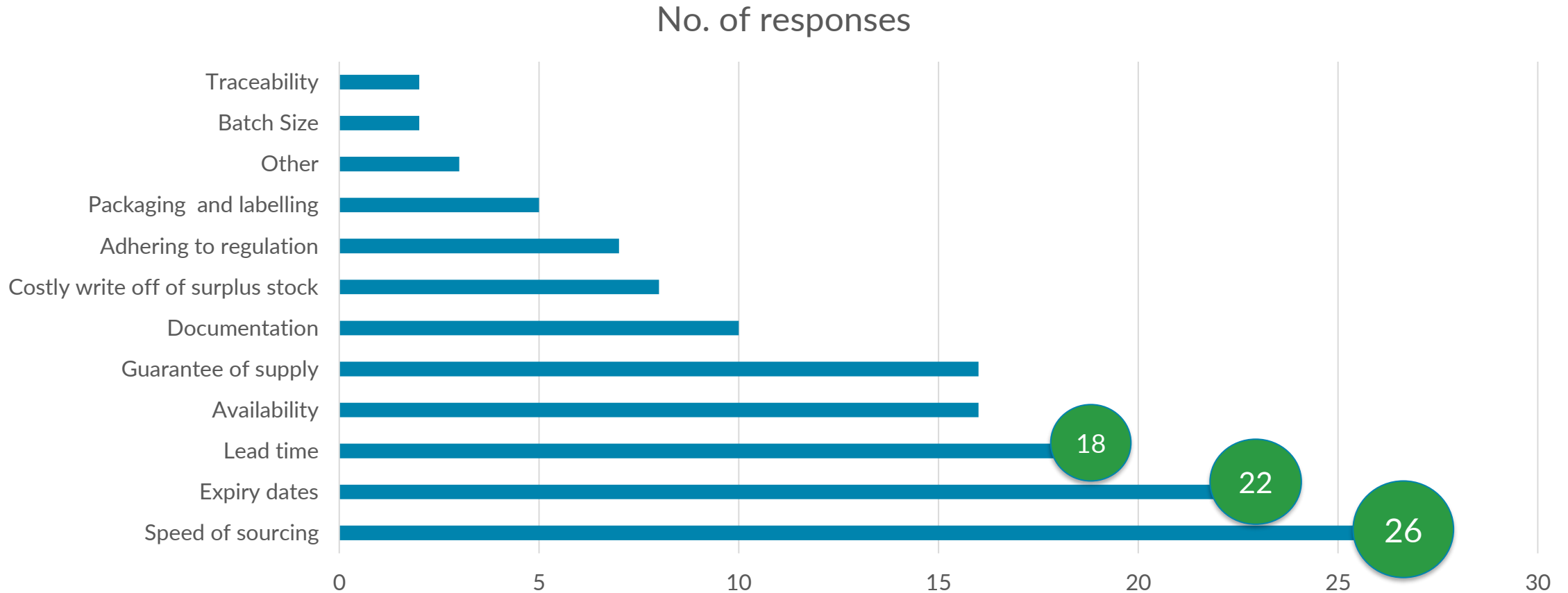
CTS Europe, GCSG, CTS USA

2021



- ❖ Respondents accessed this survey via the Aposave virtual booth at the CTS Europe, GCSG and CTS USA conferences in 2021
- ❖ All surveys were completed between 24th March and 3rd August
- ❖ A total of 46 surveys were completed
- ❖ 30 pharmaceutical and biotechnology companies were represented

Q1. What are the top three challenges you face when sourcing comparator drugs?

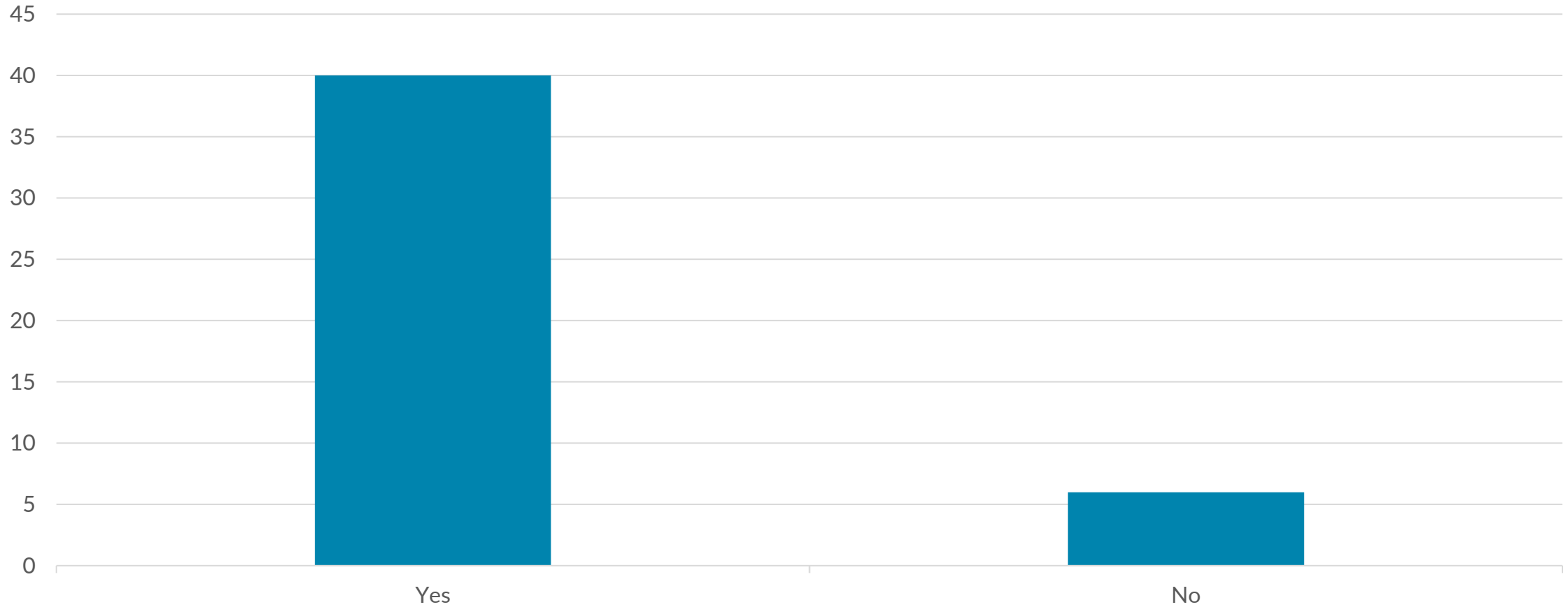


Q2. For your most important challenge, please describe in one or two words what this means



- ✿ Following on from Question 1, this open question was included to get into the detail of what issues the respondents were facing
- ✿ Several of the answers appear to reflect some of the issues exacerbated by the COVID-19 pandemic:
 - COVID-19 imposed restrictions to availability
 - Trial delays
 - Balancing safety stock and waste
 - Unpredictable lead-times
 - Interrupted supply

Q3. In the 2020 survey 65% of respondents stated that the most important way of reducing risk associated with clinical trials was by taking a strategic approach. We asked if the 2021 respondents agreed with this?

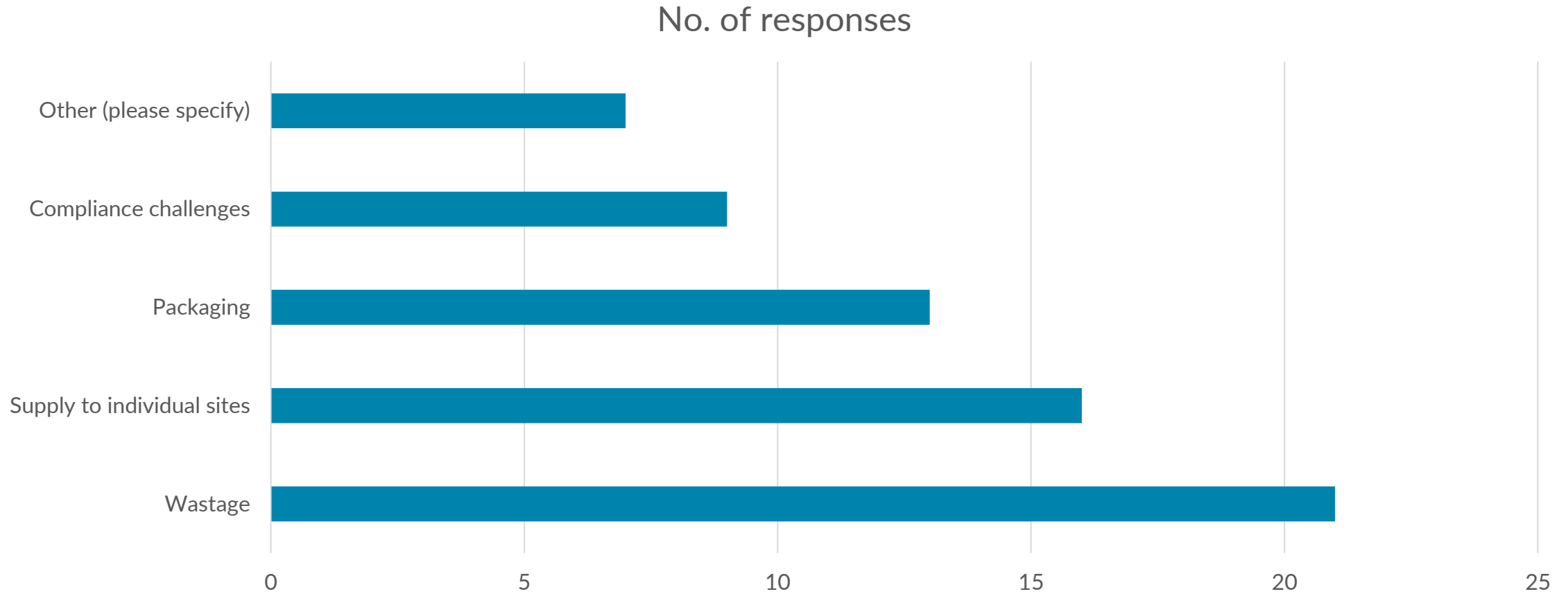


Q4. If you answered yes to Q3, please describe one of the strategic approaches you would take?

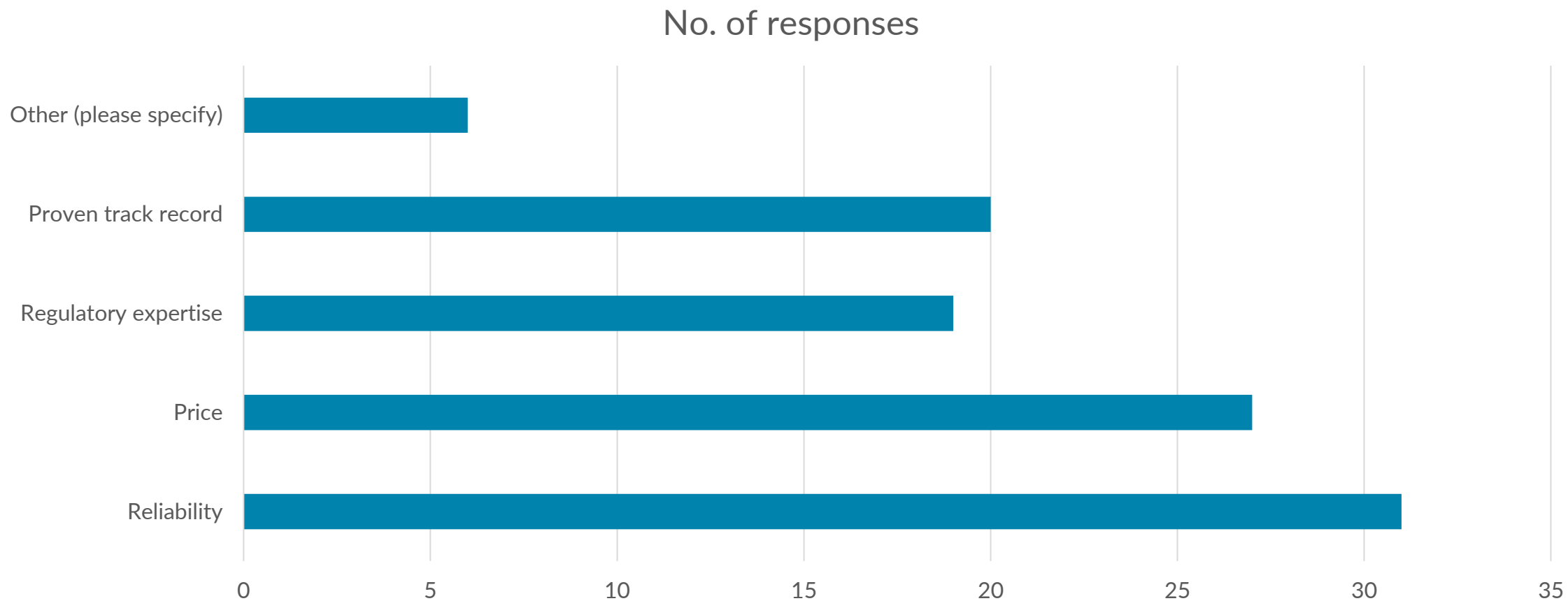


- ❁ As with Question 2, this open question generated a wide variety of responses, possibly reflecting the diversity of the companies surveyed
- ❁ There was one interesting strategic approach which emerged:
 - sourcing smaller quantities of comparator more frequently
- ❁ This appears to be bucking the historical trend where larger quantities of comparator were sourced upfront and is likely to be a response to some of the previously stated issues such as poor expiry dates

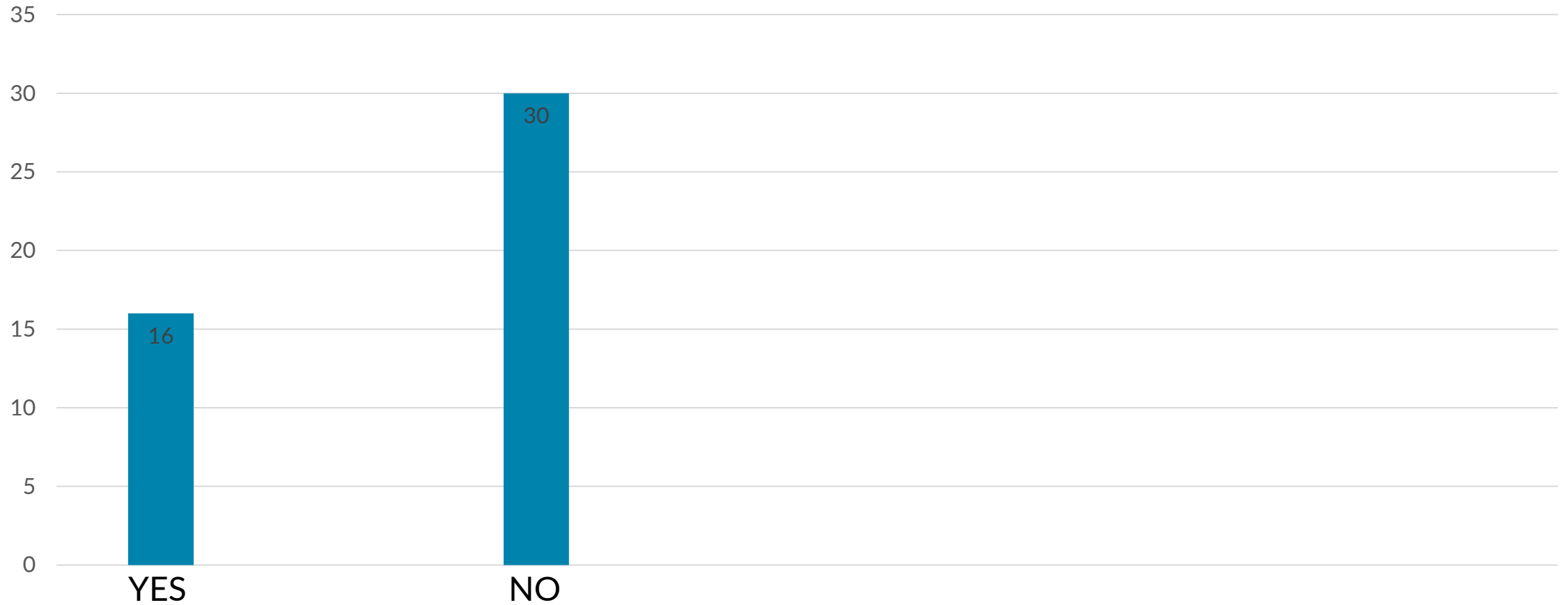
Q5. Which of the following issues does comparator sourcing have the greatest impact on during a clinical trial?



Q6. In our 2020 survey, the following factors were identified as the most important when selecting a comparator supplier. We asked the 2021 respondents to tick those that applied to them



Q7. The 2020 results showed that the majority of respondents had been negatively affected by COVID-19. Have you had to adapt your decision-making and comparator sourcing strategy as a result?



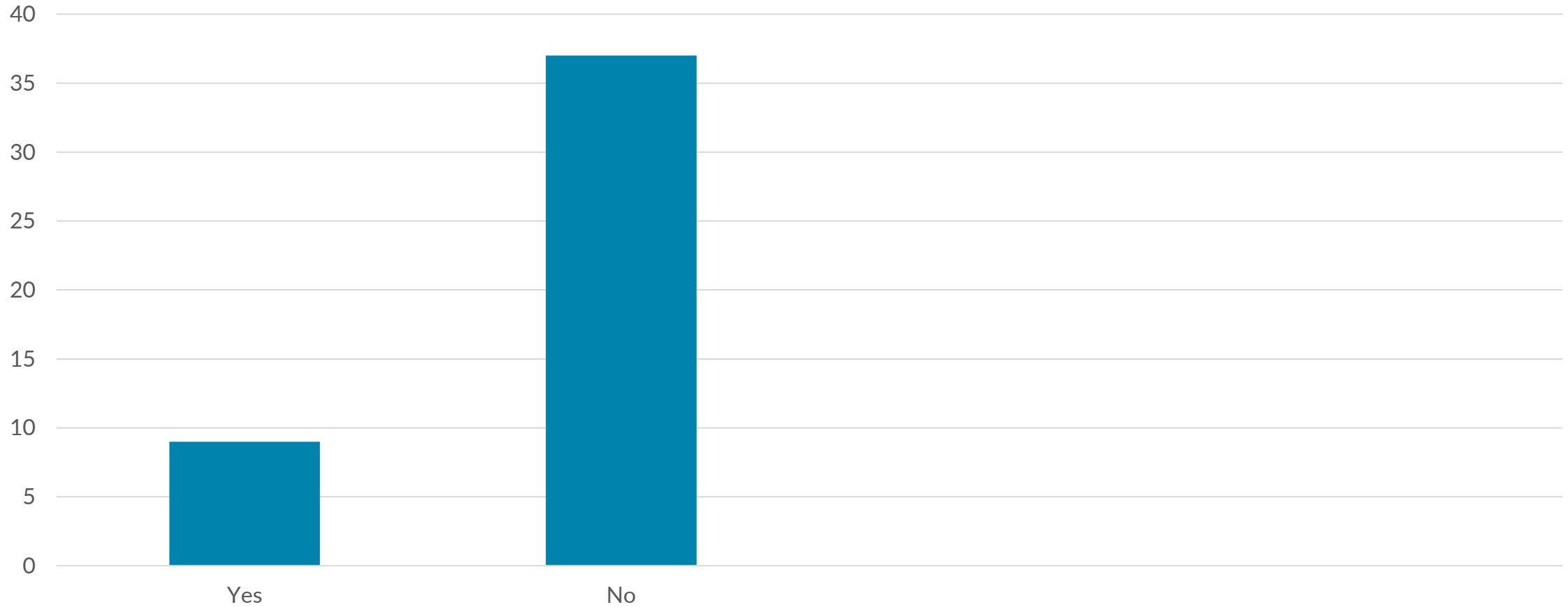
Q8. If you answered yes to Question 7 please give one example. If you answered no, please skip to Question 9.



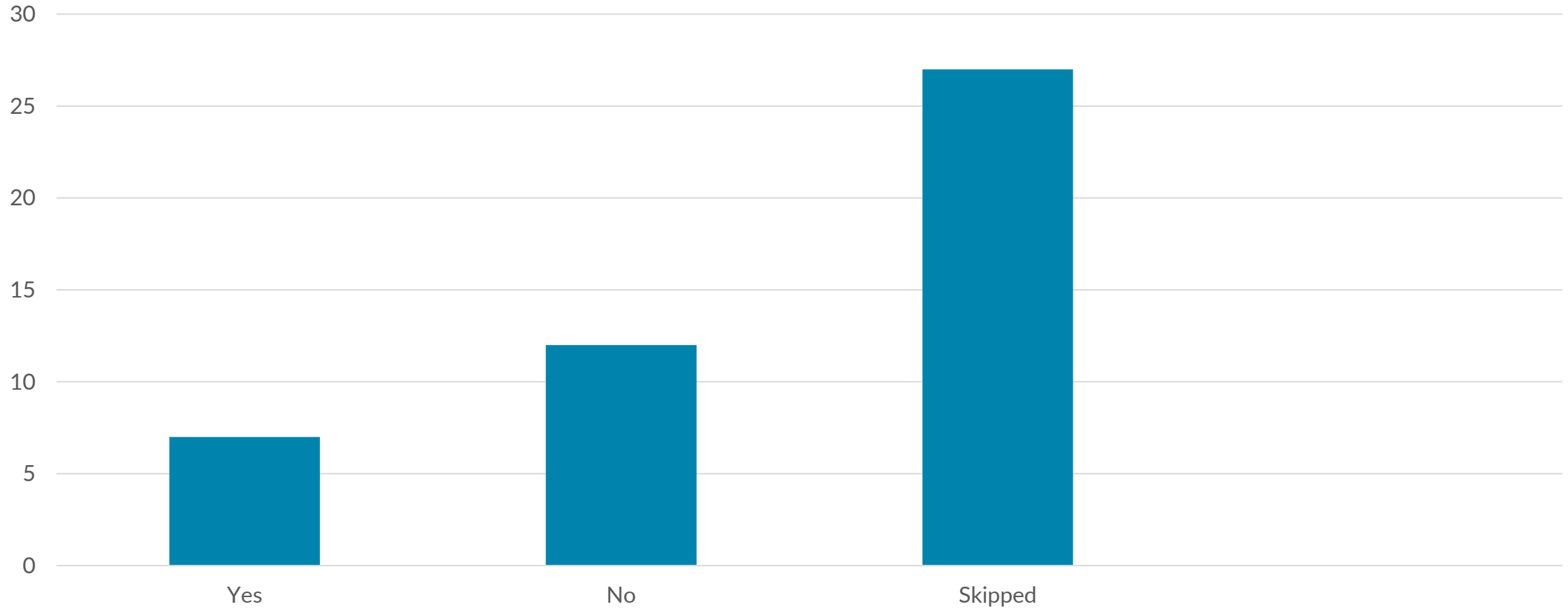
- ❁ Those respondents who had to modify decision-making and strategy in response to COVID-19 gave a variety of examples, including:
 - building inventory
 - actively managing stock into sites only where there was a demand
 - increasing frequency of purchases to maintain supply of COVID-19 restricted medicines
 - delay or extend the timelines and supply chain/sourcing strategy diversification

- ❁ Flexibility and pragmatism both appear to be common themes throughout

Q9. Do you believe that any of your clinical trial comparator inventory is at risk of write-off due to COVID-19 disruptions?



Q10. If you answered yes to Question 9, would you be interested in mitigating your loss?





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