



Market Tracking: Medical Supply Distribution



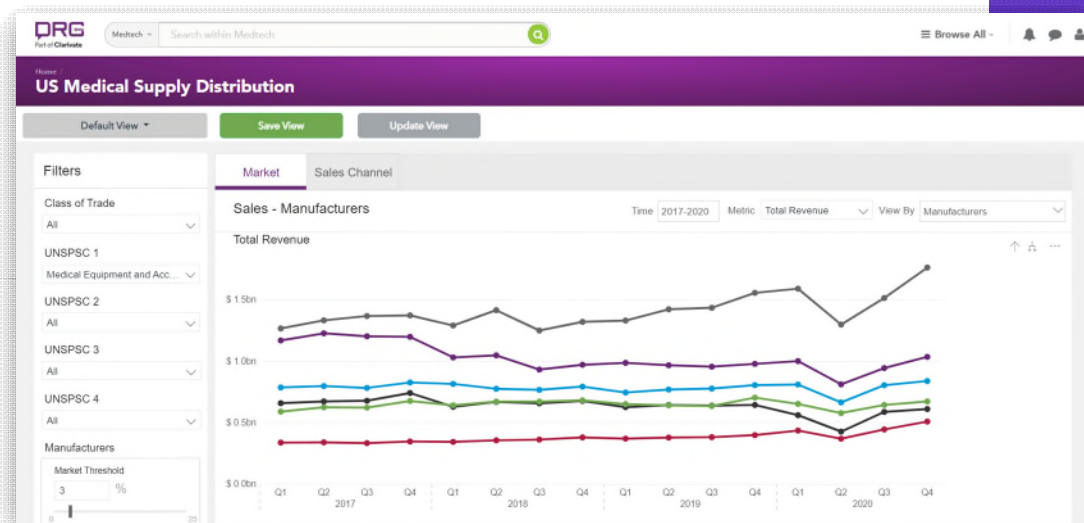
Opportunities to push healthcare forward



- Streamline and accelerate workflows with **data and technology transformation** across the healthcare ecosystem
- Maximize healthcare quality and value with **value-based care**
- Meet the shift towards **personalized medicine** and identify niche patient segments
- Drive **R&D innovation** in a post-pandemic world

Position medical supplies for success

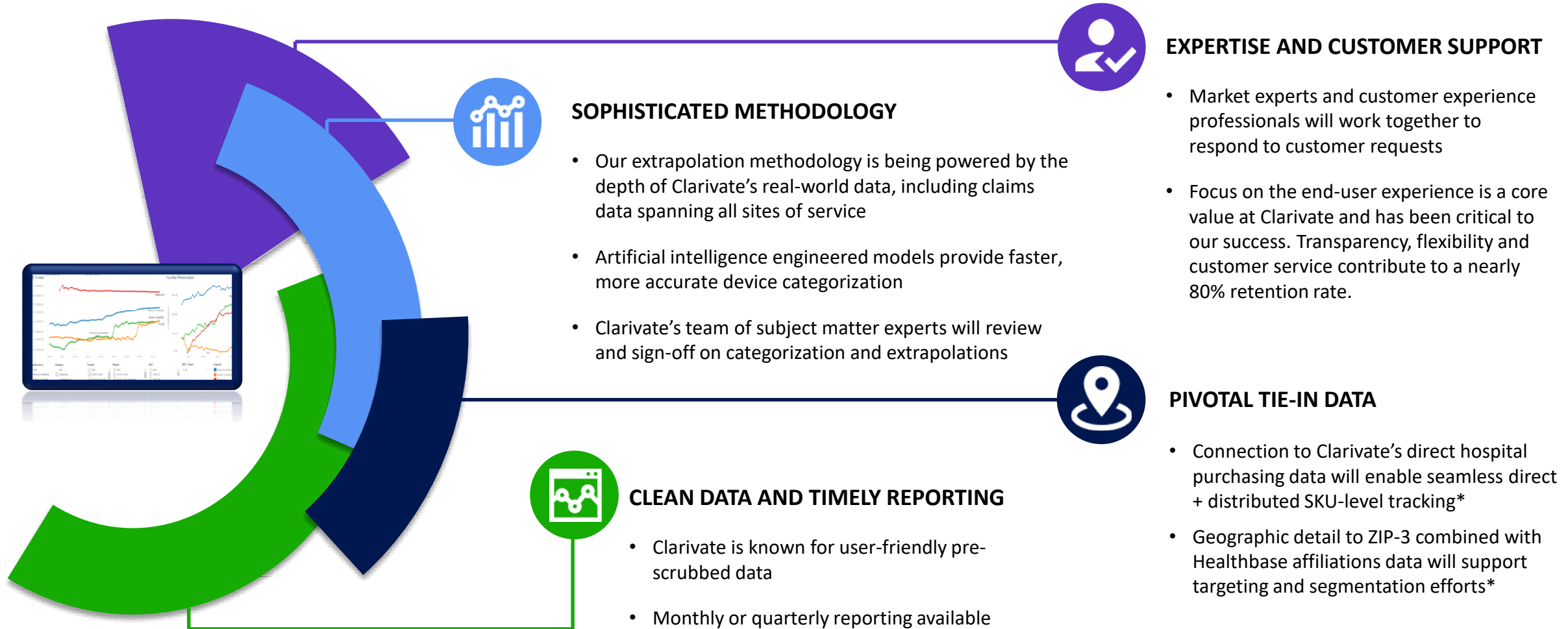
Identify opportunities and risks by confidently assessing market share based on real-time insights



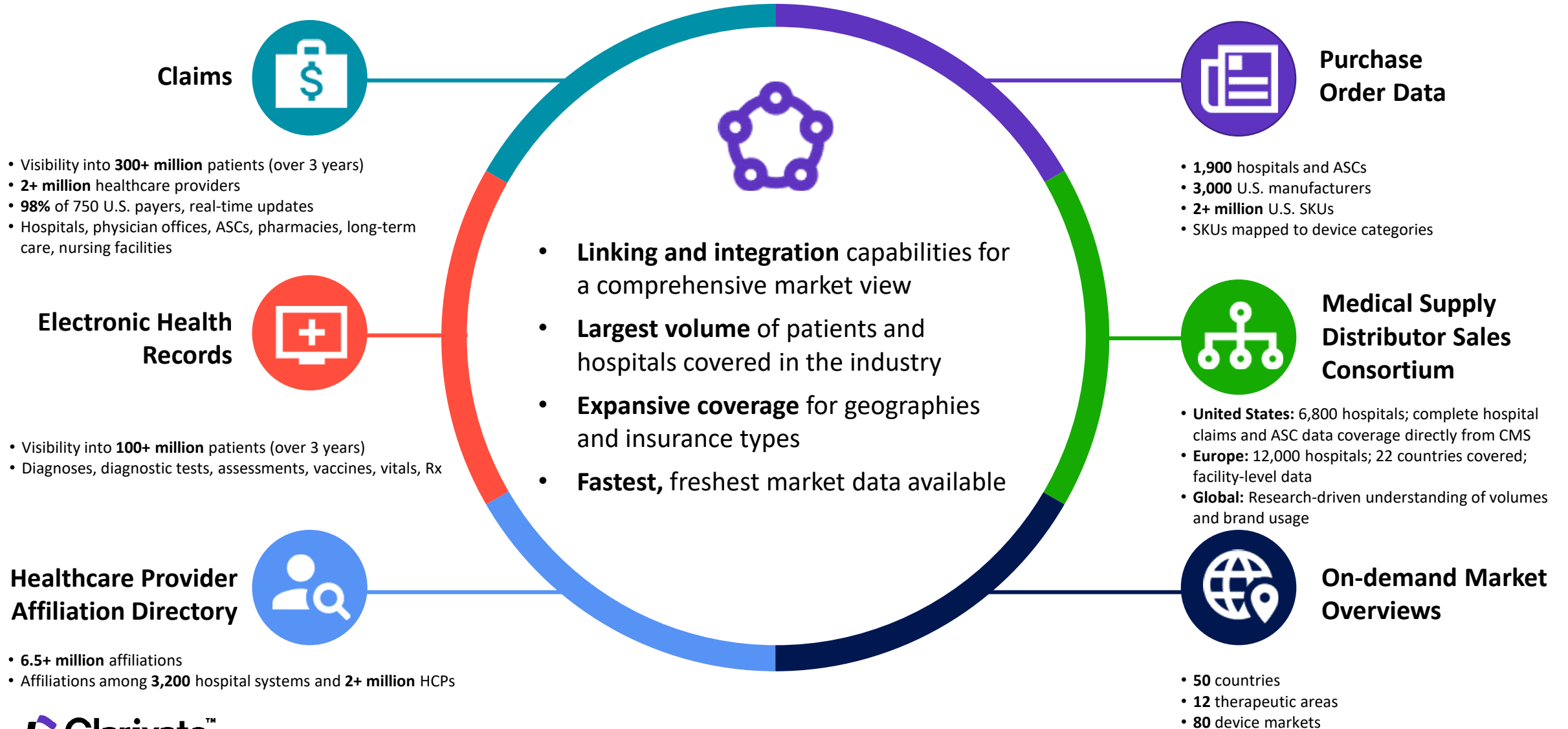
The Market Tracking: Medical Supply Distribution solution informs:

- Brand performance tracking
- Market share reporting
- Market opportunity assessment
- Competitive intelligence
- Price strategy
- Market sizing
- Sales territory planning
- Geographic optimization
- Product portfolio performance analysis

Maximize the impact of the medical supply data through Clarivate's wholistic approach

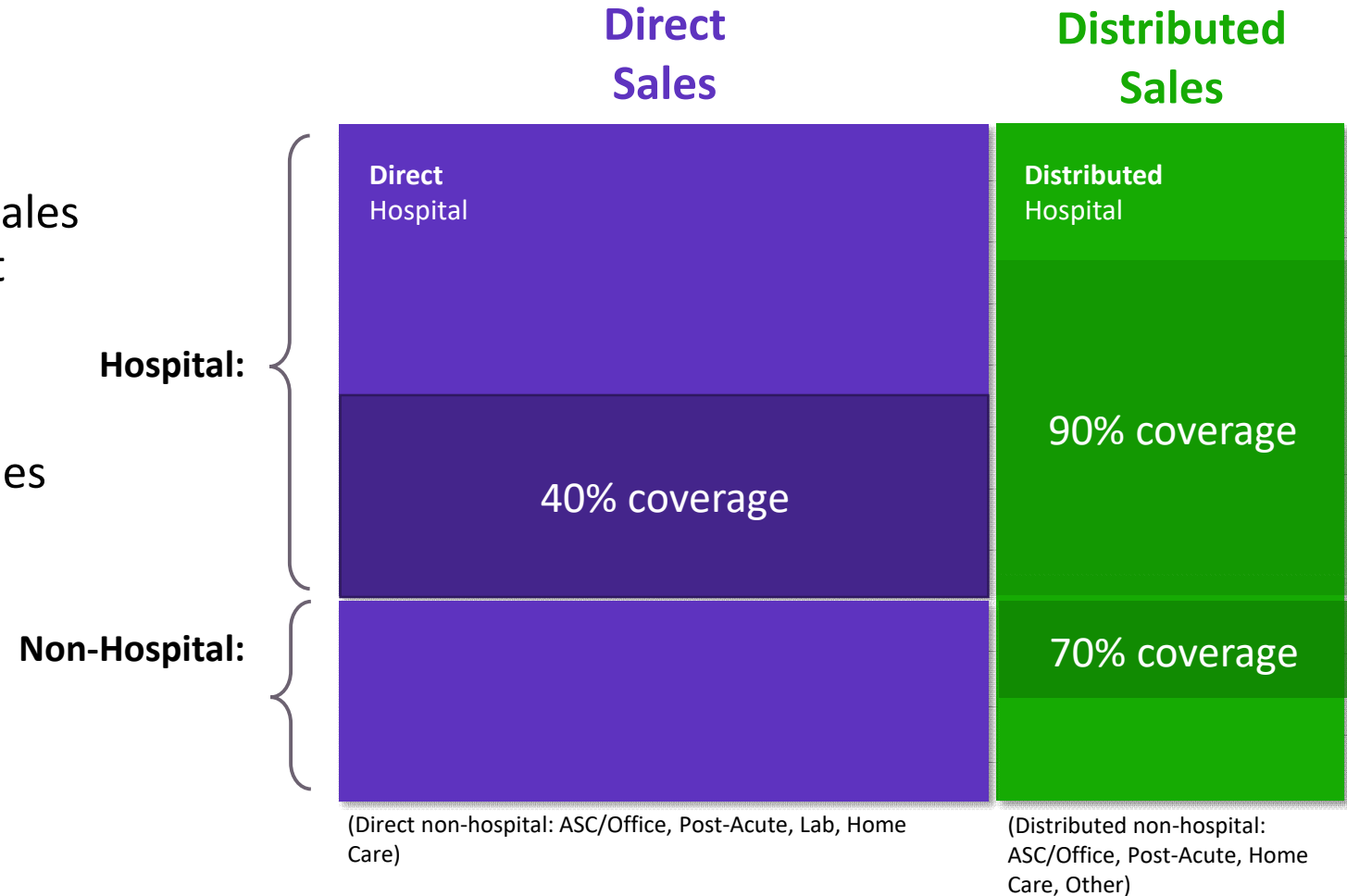


Clarivate's integrated data repository













Market Tracking: Medical supply distribution

- A consortium of leading US distributors from the US Health Industry Distributors Association (HIDA) share their monthly sales data with Clarivate, spanning all relevant Classes of Trade
- Clarivate cleans, normalizes, organizes
- ~2M SKUs into relevant product categories following UNSPSC taxonomy
- >5K Manufacturers
- Clarivate extrapolates data to the total distributed market
- **\$40B** annual sample size, representing **>80%** of total US distribution sales



Deliverable output / data elements

Product category (UNSPSC) 	Class of trade 	Manufacturers 
Product SKU 	Geography (ZIP-3, State) 	Private label (Y/N) 

Time period 2017-Current 	Metrics		
	Sales* 	Units* 	ASP 

UNSPSC 1	UNSPSC 2	UNSPSC 3	UNSPSC 4	Class of trade	Manufacturer	SKU	ZIP-3	Private label	Date	Sales	Units	ASP
MedSurg	Medical apparel and textiles	Medical gloves and accessories	Surgical gloves	Hospital	PriMed	PM6-2005A	902	N	March 2020	\$100,000	100,000	\$1.00
MedSurg	Medical apparel and textiles	Medical gloves and accessories	Surgical gloves	Hospital	PriMed	PM6-2006A	902	N	March 2020	\$2,000,000	200,000	\$1.00
MedSurg	Medical apparel and textiles	Medical gloves and accessories	Surgical gloves	Hospital	PriMed	PM6-2007A	902	N	March 2020	\$250,000	250,000	\$1.00

Category detail

9 Classes of Trade



Hospital/Health System

- Health System
- Hospital
- Hospital Lab
- Hospital Pharmacy
- Veterans Association Hospital



Home Care

- Durable Medical Equipment
- Home Care
- Home Infusion
- Hospice



Long-term Care

- Assisted Living
- Long-term Care
- Nursing Home
- Skilled Nursing Facility
- State VA Home



Physician Office

- Alternative Medicine
- Physician Office Lab
- Primary Physician
- Specialty Physician



ASC **NEW!**

- Ambulatory Surgery Center
- Outpatient Surgery Center



Lab/Diagnostic **NEW!**

- Blood Center/Bank
- Diagnostic Clinic/Clinical Lab
- Organ/Tissue Center
- Reference Lab



Treatment Center

- Dialysis Clinic
- Occupational Therapy/Rehab Center
- Pain Management Center
- Renal Center
- Urgent Care Clinic
- Wound Care Center



Retail/Consumer

- General Business
- Health/Beauty
- Industrial
- Internet
- Pharmacy Non-hospital
- Retail
- Retail Physician Office
- Tattoo



Other

- Biotech Company
- Correctional Facility
- Department of Health
- First Responder/EMS
- General Business
- Industrial
- Insurer
- Manufacturer
- Military Non-hospital
- Planned Parenthood
- School/Education
- Vet

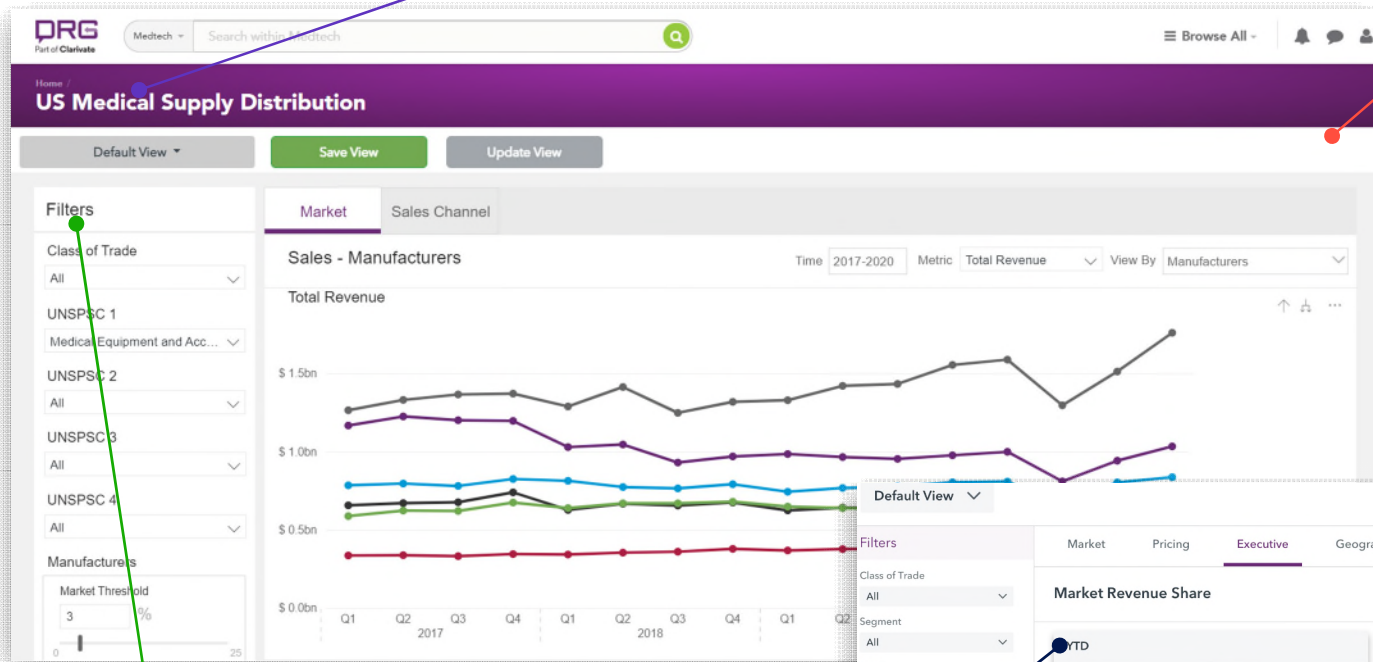
Interactive experience with customizable views

Save filtered views for later



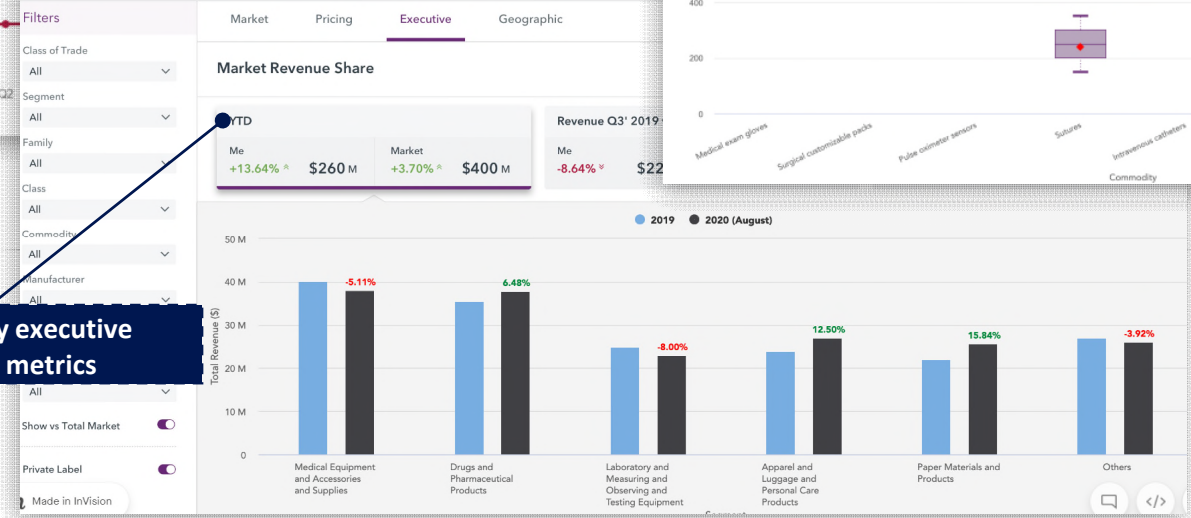
Export data to excel

ASP analysis tool



Filter and pivot data across all possible dimensions

Set quarterly executive reporting metrics



Optional integrations

Integration with Clarivate's real world dataset creates new possibilities for the medical supply distribution data program

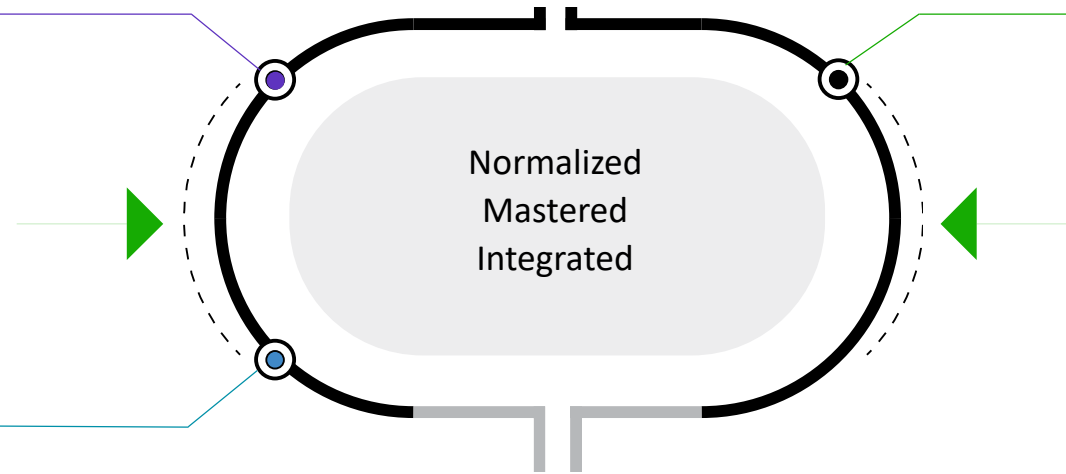
Formulary and restrictions

- >4,500 formularies from 781 US payers
- >4,500 health plan offerings with restrictions data
- 240 IDN partners providing hospital formulary data

Lives, patients and RWD

- 100% of US population in enrollment data by coverage type
- >300M unique patients in claims and EHR
- >3,000 patient segments covered in epidemiology studies

AGGREGATION



Entities and affiliations

- >6M healthcare entity affiliations in the US
- >2M Health care providers
- ~1,500 ACO contracts
- ~25,000 international hospitals with procedure data
- 2,000 hospitals' purchasing databases

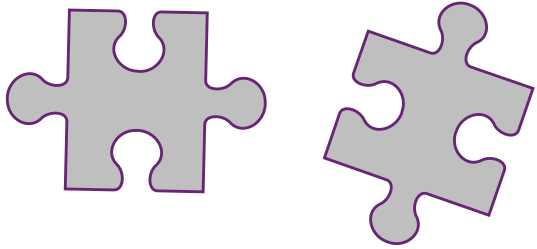
- ~90% hospitals distributor sales data
- ~70+% non-hospital facilities distributor sales data

INTERPRETATION

Answer critical business questions to support successful commercialization

Healthbase: Facility targeting integration

DISTRIBUTED
SALES DATA BY
ZIP-3



PROVIDER and
AFFILIATION DATA

The new medical supply data program's ZIP-3 visibility can be linked to **Healthbase**, Clarivate's affiliation-mapping solution, which captures the complex alignment and networks of physicians and providers of all levels and quantifies the strength of affiliations

Clarivate can further provide procedure/diagnoses volumes at the facility/physician level

- Hospital, ASC, Office

KEY HEALTHBASE METRICS



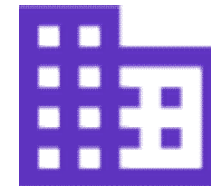
3,200+

Health Systems



2.0M+

Practitioners



1,500+

ACOs

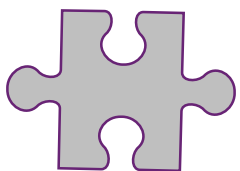


6,800+

Hospitals

Pricetrack: Direct sales integration

DISTRIBUTED



DIRECT



The new medical supply data program will tie in with **Pricetrack**: Clarivate's existing hospital-based SKU-level data product. This combination will allow users to track both direct and distributed sales in the hospital setting

KEY PRICETRACK METRICS

1,900

US HOSPITALS

Largest hospital coverage in the industry

>40% of US hospitals covered through Pricetrack

2.2M

UNIQUE SKUs

Broad coverage of medtech markets

Cleanly aligned with Clarivate's internal SKU catalogue

>3K

MANUFACTURERS

Full picture of all competitors in market

SKUs are tied to manufacturers, so the competitive trends are easily captured

>90%

QUARTERLY CONSISTENCY

Smooth, reliable trends

Consistent reporting leads to accurate data trends

Appendix

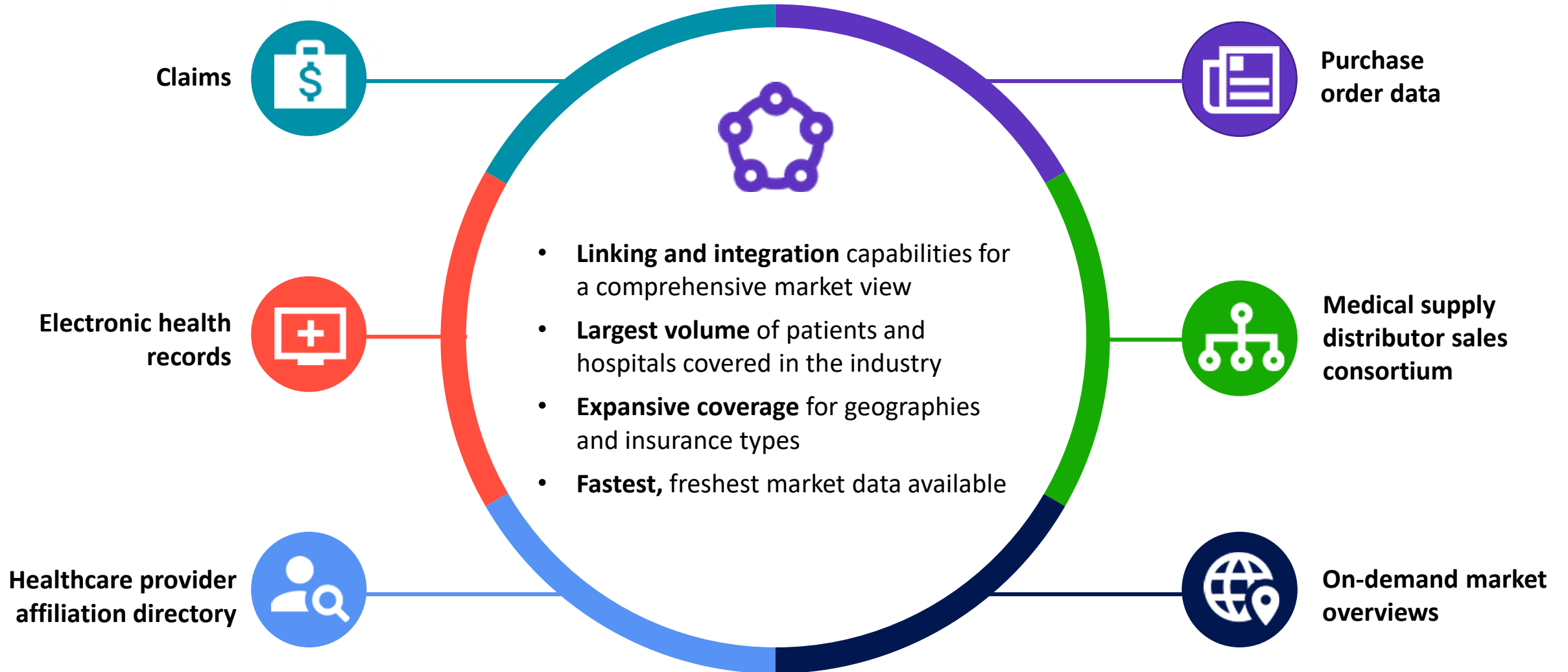
About the data and insights

Clarivate's integrated data repository

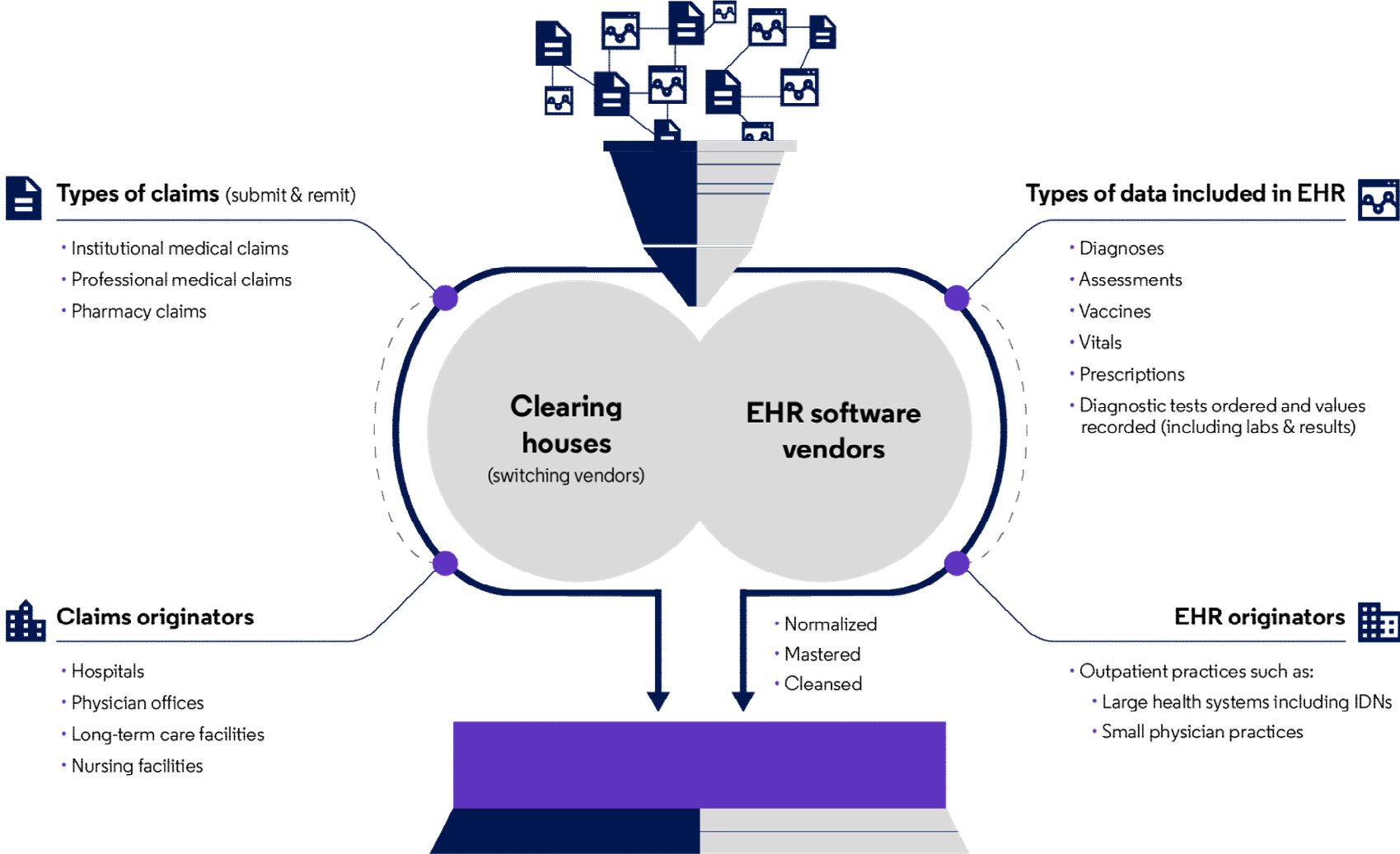
- **Linking and integration capabilities** for a comprehensive market view
- **Largest volume** of patients and hospitals covered in the industry
- **Expansive coverage** for geographies and insurance types
- **Fastest, freshest** market data available

Claims	<ul style="list-style-type: none">• Visibility into 300+ million patients (over 3 years)• 2+ million healthcare providers• 98% of 750 US payers, real-times updates• Hospitals, physician offices, ASCs, assessments, vaccines, vitals, Rx
Electronic Health Records	<ul style="list-style-type: none">• Visibility into 100+ million patients (over 3 years)• Diagnoses, diagnostic test, assessments, vaccines, vitals, Rx
Health Plan Formulary and Lives	<ul style="list-style-type: none">• 4,500+ formularies and restrictions data from 781 US payers (90%)• 100% of US population enrollment data by coverage type• Hospital formulary data from 240 IDNs
Healthcare Provider Affiliation Directory	<ul style="list-style-type: none">• 6.5+ million affiliations• Affiliations among 3,200 hospital systems and 2+ million HCPs
Encounter-level Hospital Device Volumes	<ul style="list-style-type: none">• United States: 6,800 hospitals; complete hospital claims and ASC data coverage directly from CMS• Europe: 12,000 hospitals; 22 countries covered; facility-level data
Medical Device Purchase Orders	<ul style="list-style-type: none">• 2,000 hospitals and ASCs• 3,000 US manufacturers, 2+ million US SKUs
Epidemiology	<ul style="list-style-type: none">• 5,400+ patient segments, 170+ diseases, 45 countries
Digital and Social	<ul style="list-style-type: none">• Website and app performance, clickstream data, online search trends• 10K+ patient interviews, 6K+ physician interviews

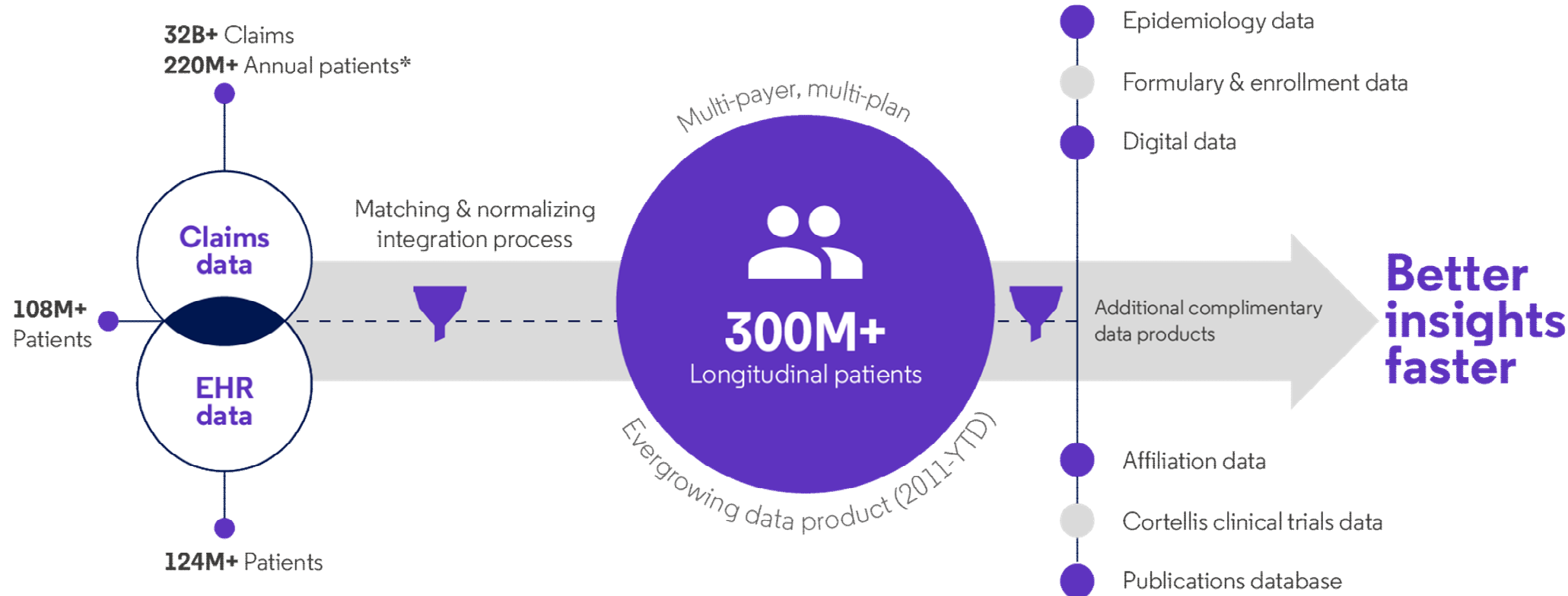
Clarivate's integrated data repository



Clarivate's Real-world data repository



The power of combining data assets across Clarivate



*Metrics reflect previous year patient data and capture all-time claims data

Our Real-world data and Analytics suite focuses on five key business needs



Repository or data extract access

- Bring the data in-house
- Leverage your internal RWD-RWE capabilities
- Empower your teams to use data across the product lifecycle



Patient journey and line of therapy

- Understand patient experience
- Define commercial and patient engagement strategy
- Identify influence levers



Market sizing and patient landscape

- Enable go / no-go decisions
- Inform market forecasting
- Identify niche populations
- Support performance monitoring



Market access and reimbursement analytics

- Inform, allocate, invest, contract decisions
- Drive local-payer action / interaction
- Business performance management



Commercial targeting and effectiveness

- Prioritize account targets
- Inform territory planning
- Segment the market and identify strategic priorities

Clarivate's hospital-orders-data product offers a robust and representative view of inpatient intervention dynamics

Hospital Orders Dataset

- Robust dataset of patient encounters in the hospital setting
- Captures ~400-500 US hospitals (~10% of US national)
- De-identified patient, provider and facilities
- Dataset has update lag of ~1.5 - 3 months
- Some metrics include:
 - Patient demographics – Age, gender, comorbidities
 - Inpatient stay characteristics – Admission source, length of stay (LOS), discharge status, mortality
 - Indications: Primary and other listed diagnoses
 - Treatments:
 - Therapy listed as HCPCS/CPTs and ICD PCS codes
 - Therapy listed within orders descriptions - open text search of treatments

Clarivate's OUS Data Sources

	US Real-world data	EU Volume Data	Brazil Real-world data
Data type	<ul style="list-style-type: none"> Claims data (clearing houses), EHR 	<ul style="list-style-type: none"> Frequency counts of diagnosis and procedure codes reported by hospital (patient is de-identified) – nationally aggregated data from agencies 	<ul style="list-style-type: none"> Claims, EHR, Registry Data <ul style="list-style-type: none"> 100% Public Coverage 75% Private Coverage
Data advantages	<ul style="list-style-type: none"> Strong depth of patient/claim detail Shorter data lag time Data could indicate exact date of capture/treatment Large claims sample data coverage Patient level data 	<ul style="list-style-type: none"> Strong breadth of market coverage—offers a near-complete view of the hospital market Data does not require extrapolation 	<ul style="list-style-type: none"> Strong depth of patient/claim detail Shorter data lag time (45 days) Data could indicate exact date of capture/treatment Patient level data HCP level (org & physician)
Data limitations	<ul style="list-style-type: none"> Specific analysis dependent on data coverage Consider total market analysis vs sample based analysis 	<ul style="list-style-type: none"> No visibility into patient characteristics Annual reporting only Data only available by hospital, not by HCP Data lag time of 12-18 months, depending on the country 	<ul style="list-style-type: none"> Private data does not include purchasing information, and has a longer lag time; vast majority of costly pharmacological treatments are covered in public data, however
What the data is best used for	<ul style="list-style-type: none"> Commercial Targeting Patient characteristics Longitudinal analysis Patient journey Clinical outcomes 	<ul style="list-style-type: none"> Commercial (account) targeting Hospital prioritization and segmentation Territory planning 	<ul style="list-style-type: none"> Commercial Targeting Patient characteristics Longitudinal analysis Patient journey Clinical outcomes
Data periods available	<ul style="list-style-type: none"> 2015 onwards 	<ul style="list-style-type: none"> 2015 onwards 	<ul style="list-style-type: none"> 2008 onwards (monthly)

