

# 2025 Institutional Presentation



# Intrials At a Glance: The Largest Latin American CRO



## Full Service CRO – One-stop-shop Model

Intrials is a **LATAM Boutique CRO** with an **international footprint**, offering all services required to conduct **Phase I to Phase IV** clinical trials in line with international standards.



## Unique Differentiators

One of our key differentiators is the ability to **customize delivery model** that ensures the necessary **agility and flexibility**, still considering **regulatory and ethical aspects**.



## Improving Healthcare System for Decades

Intrials purpose is to improve public healthcare in LATAM region, generating access to its population through clinical research. **With 26 years of history** and more than **550 studies completed**, we are eager to keep contributing to the healthcare system, improving patients' lives.

### Intrials Operations in LATAM



# 26 Years Conducting Clinical Trials



# Intrials' Numbers

**26y**

Of experience  
operating at LATAM  
region

**#1**

LATAM-based CRO

**6**

Operating countries at  
LATAM region

**100+**

Employees supporting  
clinical trials

**550+**

Studies conducted in  
Intrials history

**90%**

of our customers  
come from outside  
LATAM

**21**

Therapeutic areas  
with at least 1 study  
conducted

**750+**

Sites activated

**55K+**

Patients randomized

**\$\$\$**

Higher cost-efficiency  
compared to other  
CROs

# Rooted in Latin America with a Global Vision

## Where our sponsors are located



## Sponsor Profile

49%

Biotechs

25%

CROs

17%

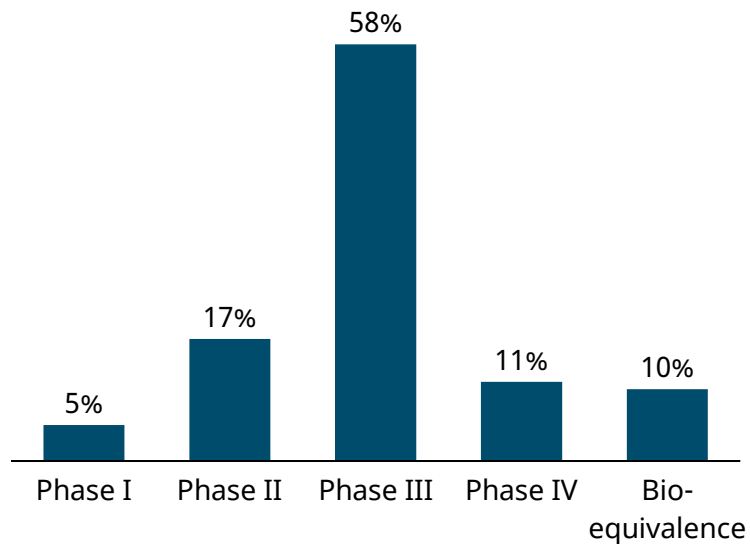
Large Pharma

9%

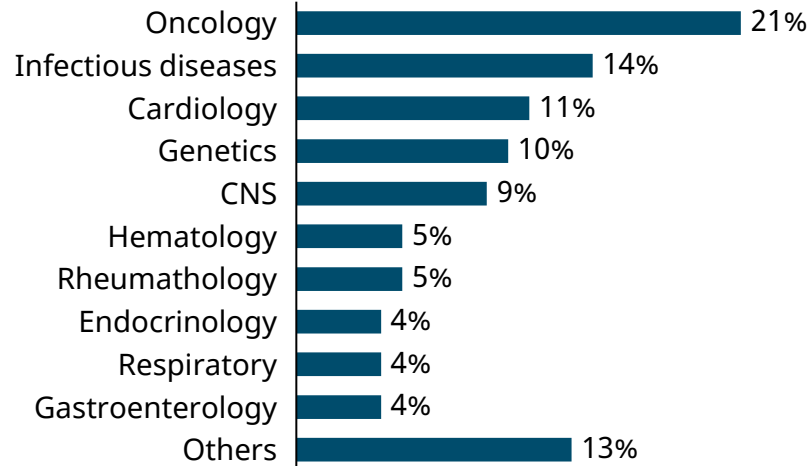
Public Institutions

# Intrials Experience Conducting Clinical Trials

## Phase I – Phase IV & Bioequivalence Experience



## Therapeutic Area Expertise



Others: Angiology, Dermatology, Medical Devices, Gastroenterology, Hematology, Ophthalmology, Pneumology, Rheumatology and Urology

# Intrials is an agile partner, mastering all the attributes a CRO should possess



01.

## Comprehensive Clinical Research Understanding

550+ studies conducted in various **indications, therapy areas and study designs** have contributed to build a solid end-to-end clinical trial solution.



02.

## Experienced Study Team

Intrials operational team is made of senior colleagues with multiple years of experience running clinical trials globally in various therapy areas.



03.

## Constantly Evolving Operating Model

Being a boutique CRO allows Intrials to run a lean operations. Flexibility and agility are part of our core values – we are constantly learning how to improve our delivery model.



04.

## Local LATAM Expertise

We know navigating through regional regulatory and site & network may be challenging. Counting on an experienced partner as Intrials **improves regulatory submissions and increase recruitment rates**.



05.

## International Quality Standards

Although Intrials is a LATAM based company, the vast majority of our clients are based on USA, EMEA and JAPAC, which pushes our operations to adopt international standards.

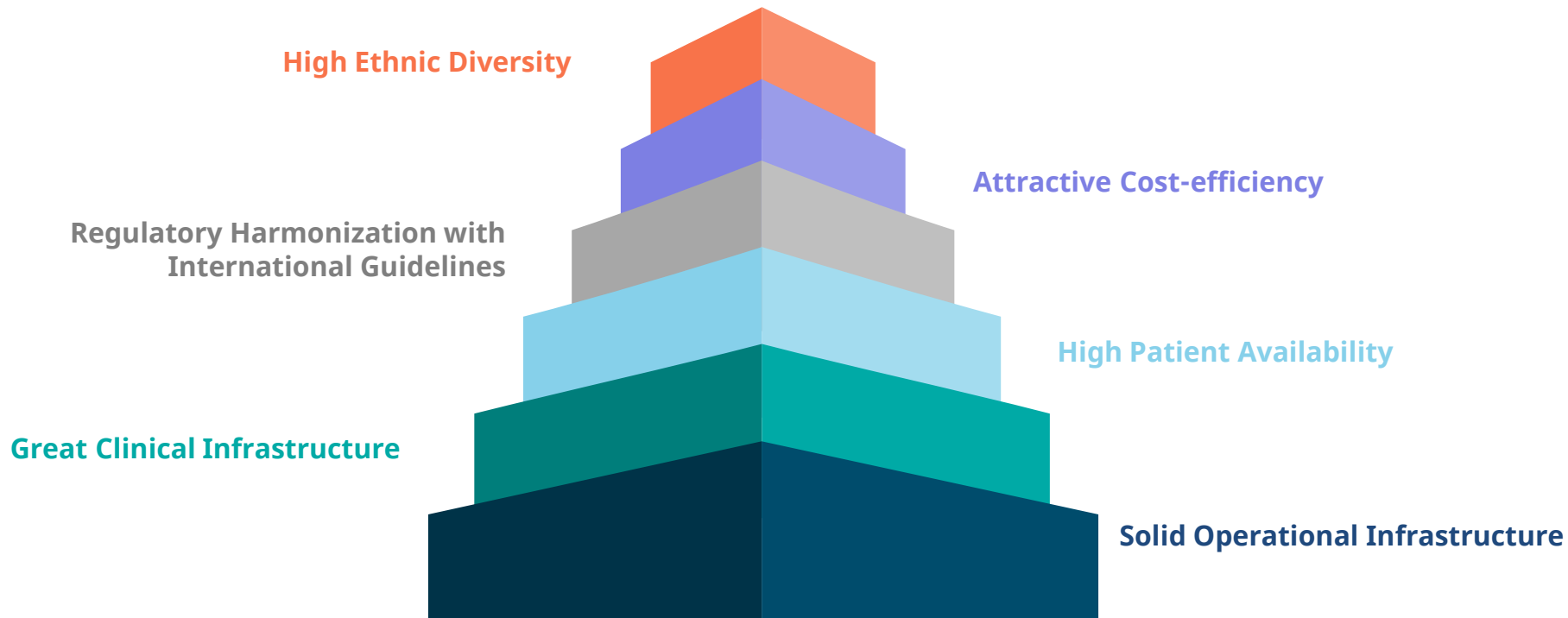


06.

## Risk Management

Our clinical specialist team brings a robust toolkit to prevent issues on both sides: study design and clinical operational risks. Mapping these risks and building a plan to derisk the trial is part of our delivery model and the formula to success.

## LATAM is the new Spotlight

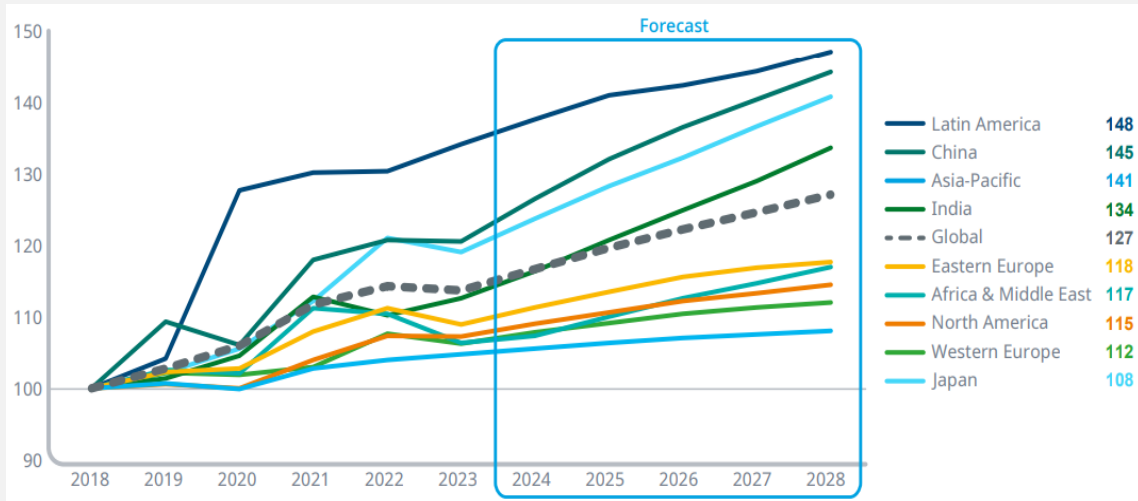


# Latin America Market Projections

## Medicine use in Latin America will grow faster than other regions over the next years

- Latin America had exceptionally high-volume growth in 2020, slowing over time but projected to achieve the highest growth index to 2028. **The increases were driven by Brazil, lifting regional DDD in 2028 48% higher than 2018**, while the region excluding Brazil will reach an index of 132 in 2028, **still above the global average** but slower than the fast-growing Asian region.
- Brazil's growth has been driven by widening use of predominantly low-cost therapies** but is expected to shift to **higher cost therapies as the forecast progresses**.

Trends in defined daily doses (DDD) across regions indexed to 2018 values (2018 value = 100)



Source: IQVIA - Global Use Medicines 2024-2028

# Intrials Successful Business Cases



## #1 Business Case

### Biotech in United States

#### Sponsor Challenge:

Sponsor was looking for a partner with the ability to **customize their study design** regarding gene therapy applied to **rare disease indication complexities**, high KOL expertise and regulatory guidelines.

#### Intrials Solution & Results:

Intrials involved a team of clinical research specialists to collectively build with sponsor a study design accommodating all key variables. In summary, Intrials is the **lead CRO** in a global study involving Brazil, USA, UK and Turkey. **Most of patients are being enrolled in Brazil and their data will be used at FDA for product registry.**



## #2 Business Case

### Biotech in Switzerland

#### Sponsor Challenge:

Sponsor has a large program with 21 countries, 200+ sites and 500+ patients to be enrolled. However, due to competitive landscape of the indication across those countries, patient availability was a big challenge to meet study timeline targets.

#### Intrials Solution & Results:

Intrials designed a clinical and regulatory strategy to conduct the program in LATAM countries (Brazil, Argentina, Colombia, Mexico, Peru and Chile). **Preliminary results are: those 6 LATAM countries enroll twice more patients than the 21 NA & EU countries combined at a more cost-effective price per patient.**



## #3 Business Case

### Biotech in Japan

#### Sponsor Challenge:

Years ago, the Sponsor was finishing its Phase I trial for a rare disease indication in Japan only. Since the ethnic diversity of the study was limited, the sponsor needed to conduct a Phase II/III study outside of Japan. Additionally, it was Sponsor's **first time conducting a study outside of Japan** – finding the right partner was fundamental to avoid

#### Intrials Solution & Results:

After several interactions between both parts, the Sponsor selected Intrials to run their Phase II/III program in LATAM, mainly driven by our historical capabilities and site & KOL network. **After a few years, the study was a success and the sponsor expanded to 6 other studies at the region with Intrials and opened a filial in Brazil.**



**Improve patients' life is our number one mission.**