J.P. Morgan Healthcare Conference Investor Presentation

Matt Wallach, President & Co-founder

January 11, 2018

Safe Harbor

Forward-looking Statements

This presentation contains forward-looking statements, including statements regarding Veeva's future financial outlook and financial performance, market growth, the release dates for and benefits from the use of Veeva's solutions, our partnership plans, our strategies, and general business conditions. Any forward-looking statements contained in this presentation are based upon Veeva's historical performance and its current plans, estimates and expectations and are not a representation that such plans, estimates, or expectations will be achieved. These forward-looking statements represent Veeva's expectations as of the date of this presentation. Subsequent events may cause these expectations to change, and Veeva disclaims any obligation to update the forward-looking statements in the future. These forward-looking statements are subject to known and unknown risks and uncertainties that may cause actual results to differ materially, including (i) historical fluctuation of our quarterly results and our limited operating history, which make it difficult to predict future results; (ii) our expectation that the future growth rate of our revenues will decline, and that as our costs increase, we may not be able to generate sufficient revenues to sustain the level of profitability we have achieved in the past or achieve profitability in the future; (iii) breaches in our security measures or unauthorized access to our customers' data; (iv) system unavailability, performance problems, or loss of data due to disruptions or other problems with our data center operations or computing infrastructure; (v) dependence on revenues from our Veeva CRM solution, and the rate of adoption of our new products; (vi) acceptance of our applications and services by customers, including renewals of existing subscriptions and purchases of subscriptions for additional users and solutions; (vii) our ability to retain Zinc Ahead customers and achieve the expected results from our acquisition of Zinc Ahead; (viii) loss of one or more key customers; (ix) adverse changes in general economic or market conditions, particularly in the life sciences industry; (x) delays or reductions in information technology spending, particularly in the life sciences industry, including as a result of mergers in the life sciences industry; (xi) the development of the market for enterprise cloud services, particularly in the life sciences industry; (xii) competitive factors, including but not limited to pricing pressures, industry consolidation, difficulty securing rights to access, host or integrate with complementary third party products or data used by our customers, entry of new competitors and new applications and marketing initiatives by our competitors; (xiii) our ability to manage our growth effectively; (xiv) changes in sales that may not be immediately reflected in our results due to the ratable recognition of our subscription revenue; and (xv) pending, threatened, or future legal proceedings and related expenses.

Additional risks and uncertainties that could affect Veeva's financial results are included under the captions "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations," in the company's filing on Form 10-Q for the period ended October 31, 2017, which is available on the company's website at www.veeva.com under the Investors section and on the SEC's website at www.sec.gov. Further information on potential risks that could affect actual results will be included in other filings Veeva makes with the SEC from time to time.

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Vision

Building the Industry Cloud for Life Sciences

Values

Do the Right Thing
Customer Success
Employee Success
Speed



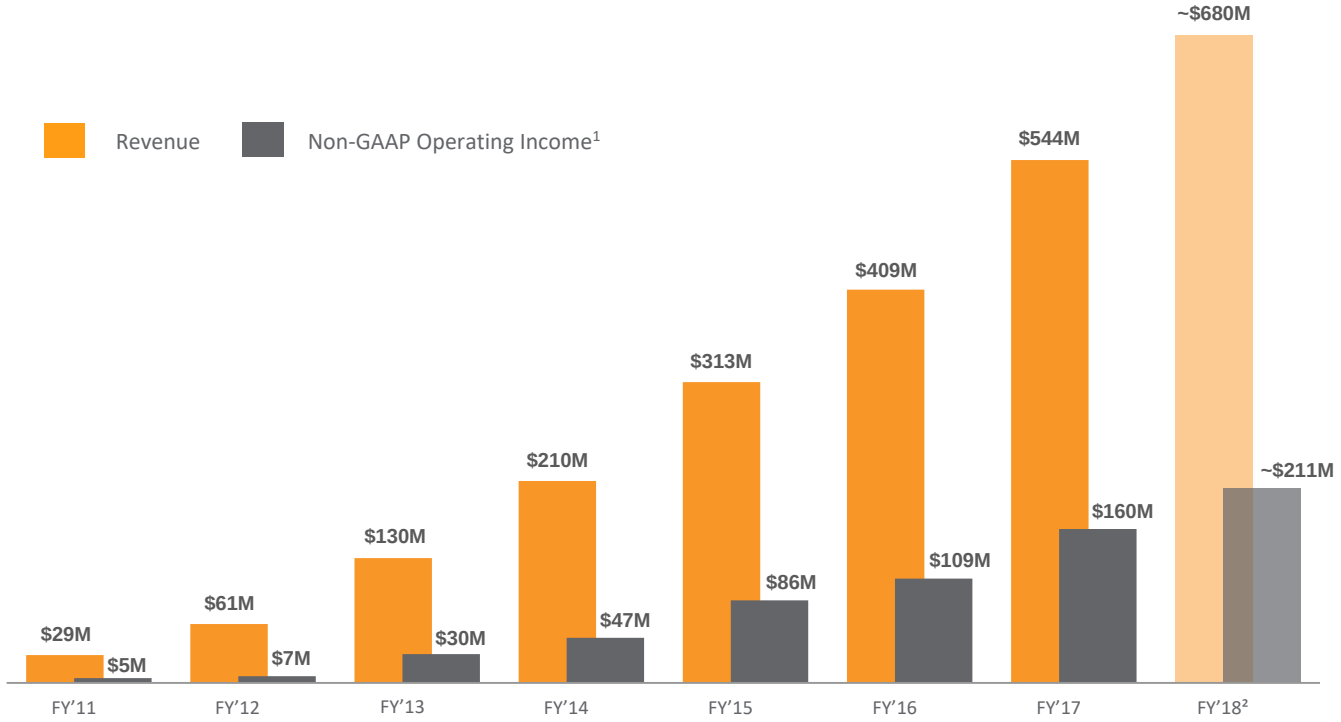
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Business Model Advantage - The Veeva Way



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Unique Combination of Growth and Profitability

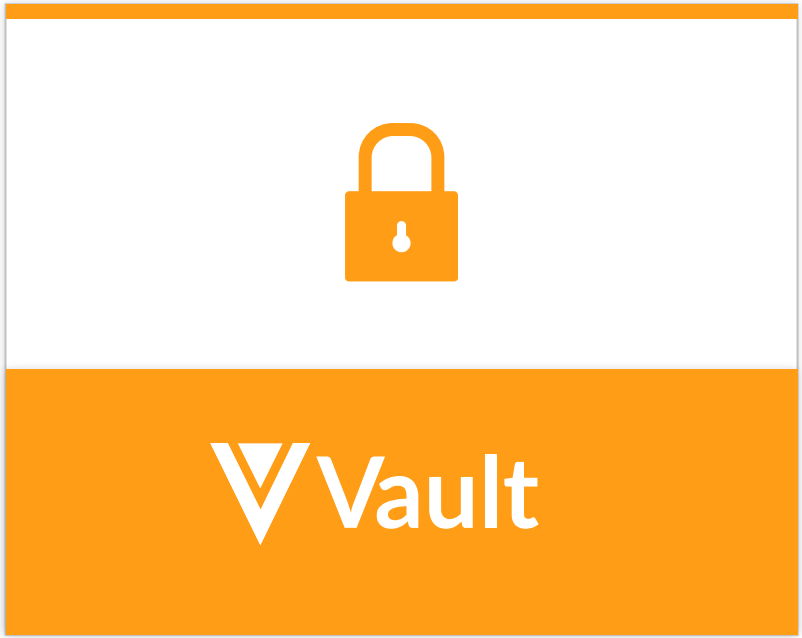


Fiscal Year Ending January 31
[1] Refer to our latest earnings release dated 12/5/2017 for GAAP to non-GAAP reconciliation.
[2] Based on our latest guidance issued 12/5/2017

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Two Product Segments





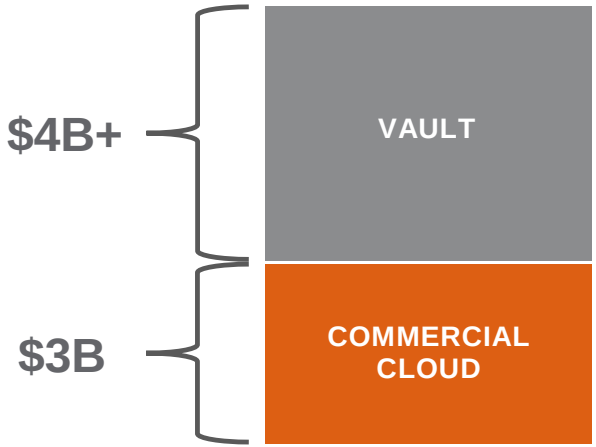
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Expanding TAM



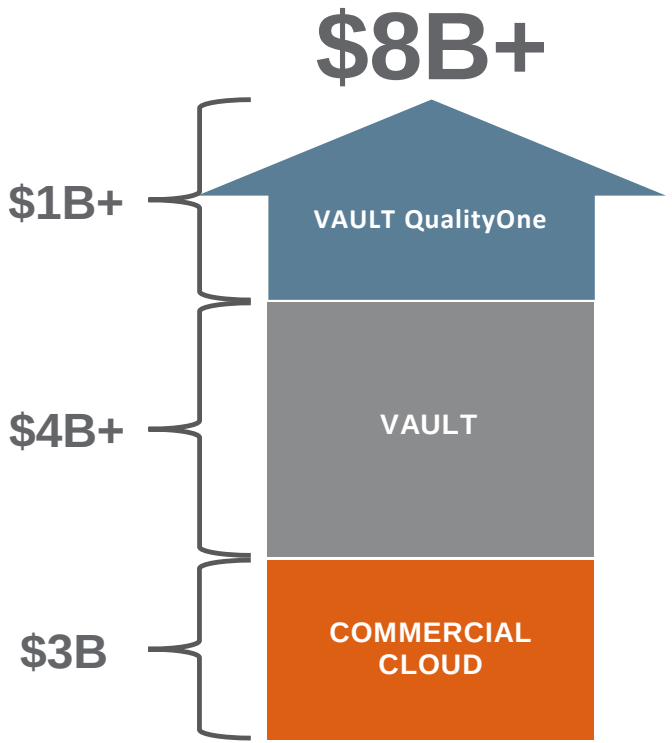
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Expanding TAM



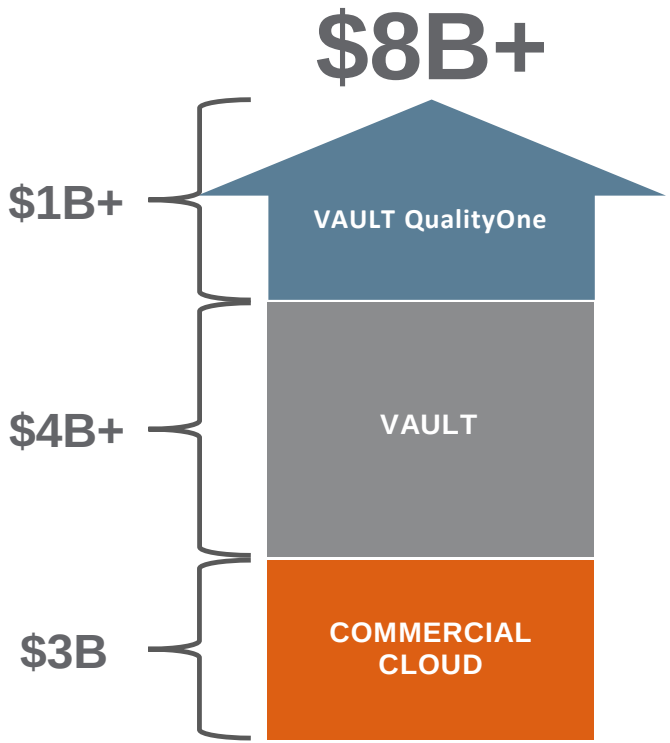
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Expanding TAM



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Expanding TAM…with Lots of Runway



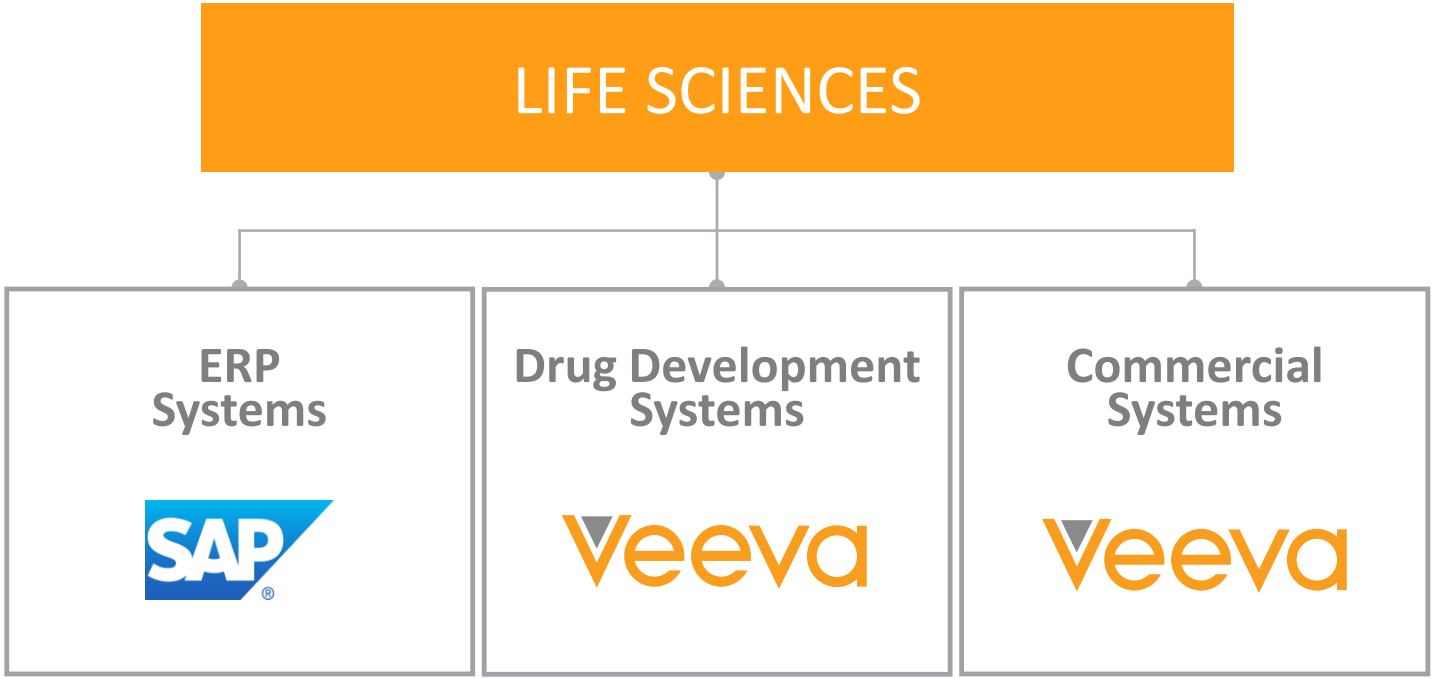
~$680M*

VEEVA TODAY

Annual revenue guidance provided as of 12/5/2017 for the fiscal year ending 1/31/2018

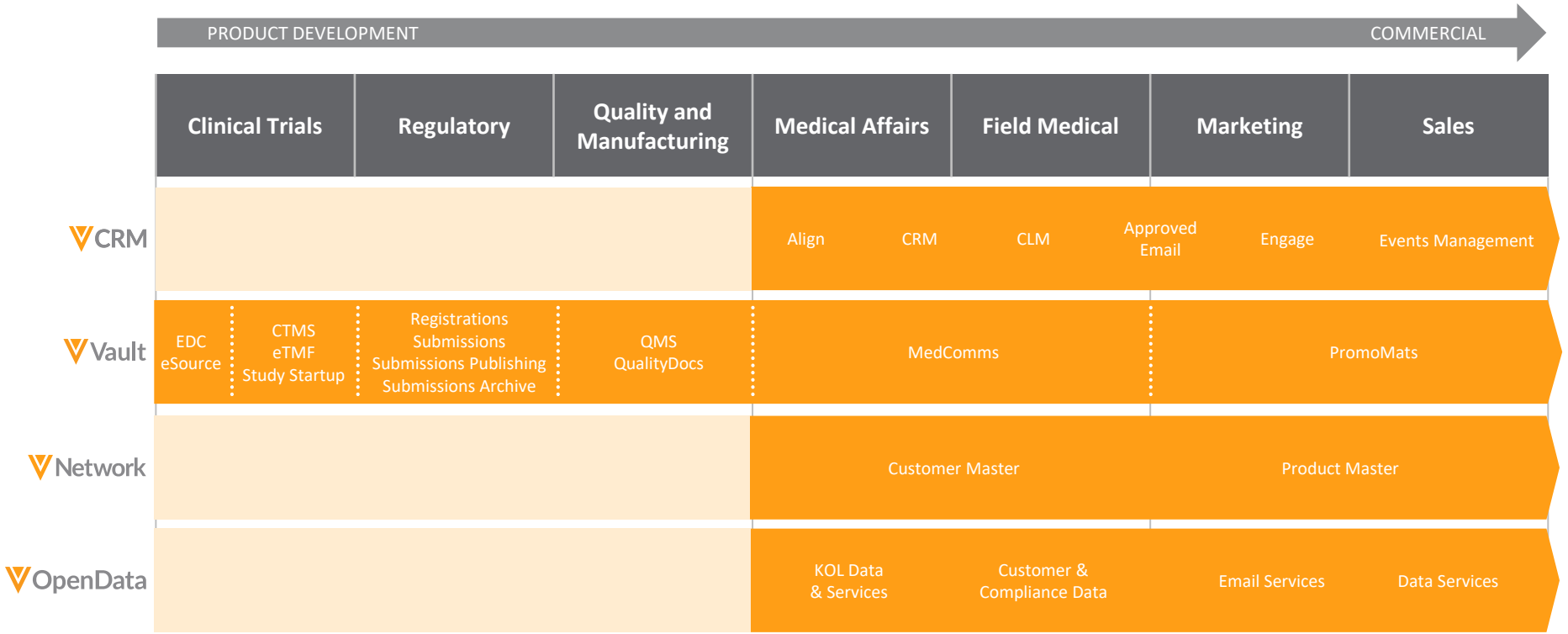
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Life Sciences' Strategic Technology Partner



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Veeva Spans an Entire Life Sciences Company



Planned availability: Vault Submissions Publishing early 2018, Vault eSource Dec 2018

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UNIFIED

&



BEST-OF-BREED

Select Veeva Customers

600+ customers with users in over 130 countries

Enterprise

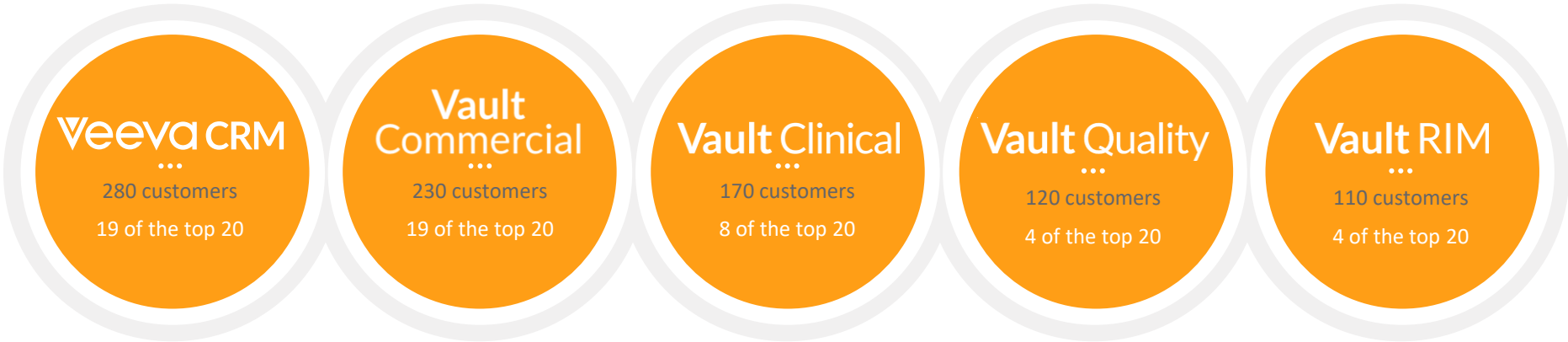


Emerging Growth



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Becoming the Leader



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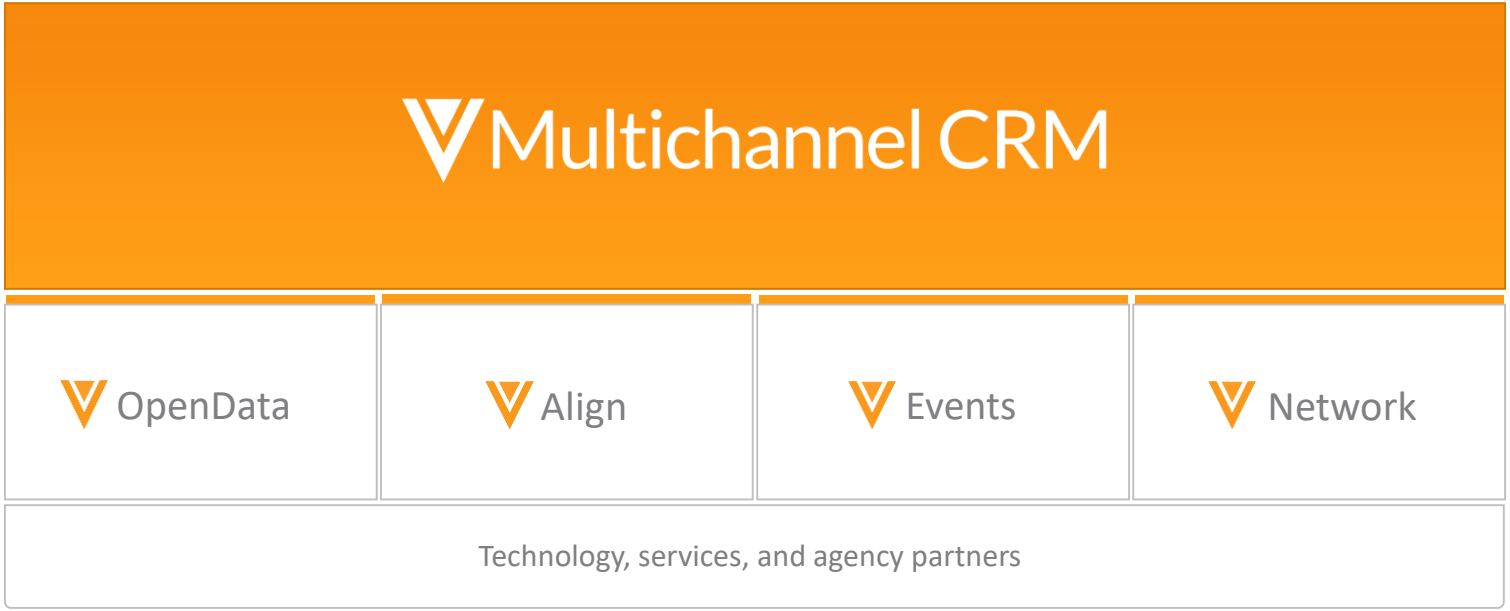
Strong Partner Ecosystem



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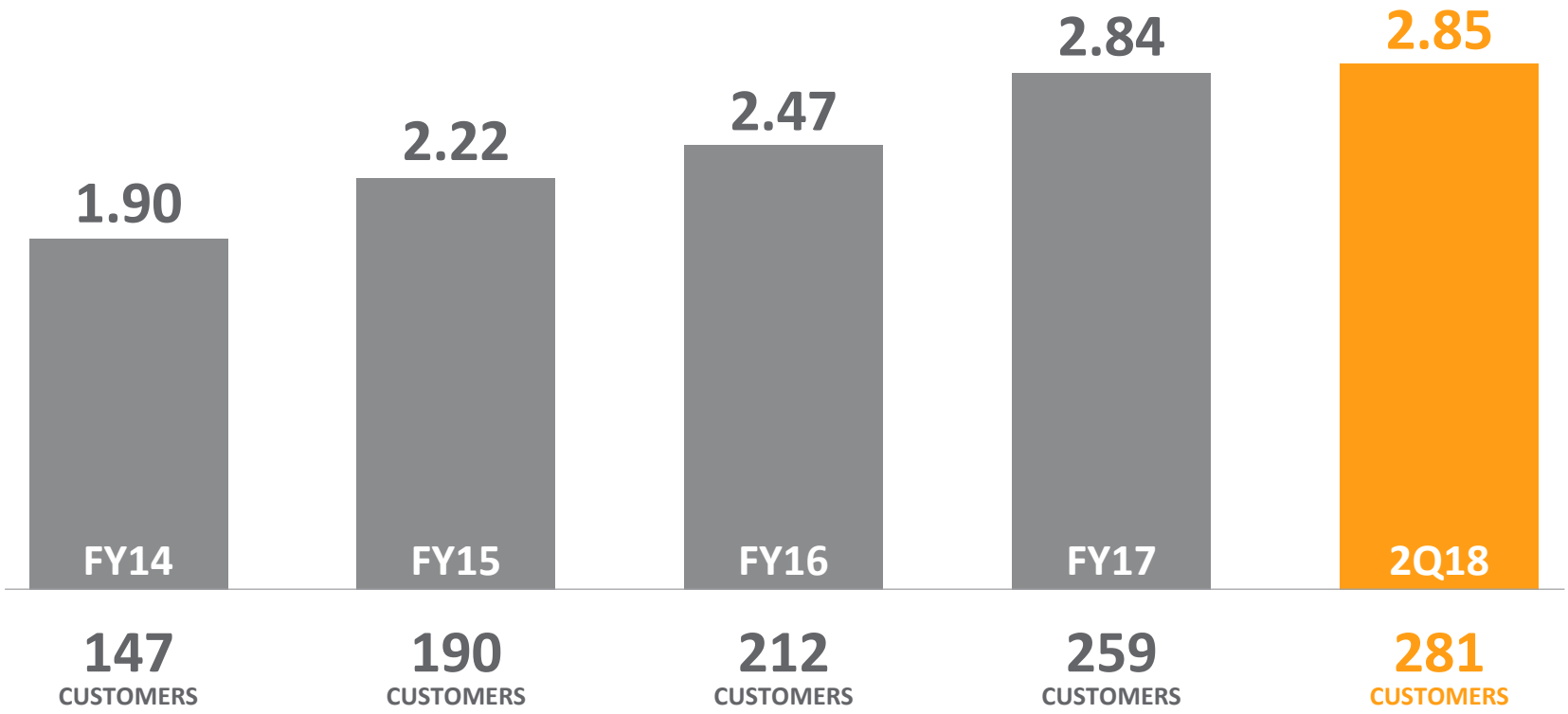
Commercial Cloud

Commercial Cloud



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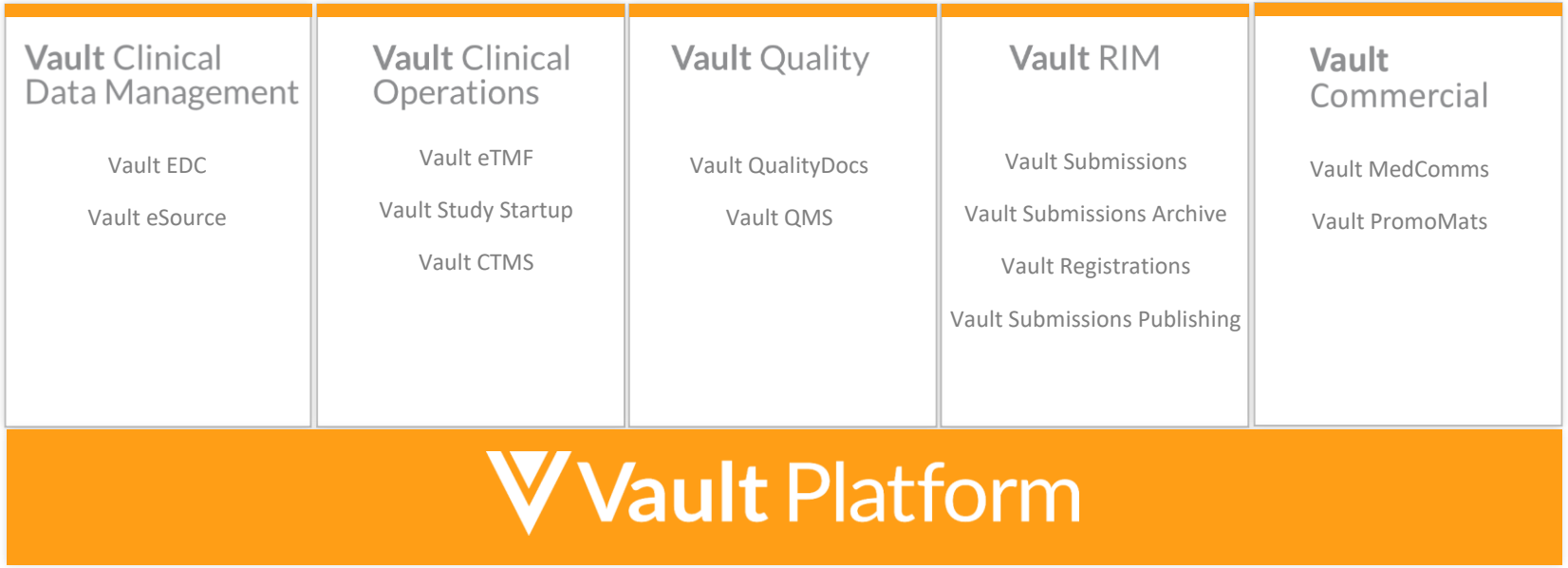
Average Commercial Cloud Products per CRM Customer



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Veeva Vault

Veeva Vault



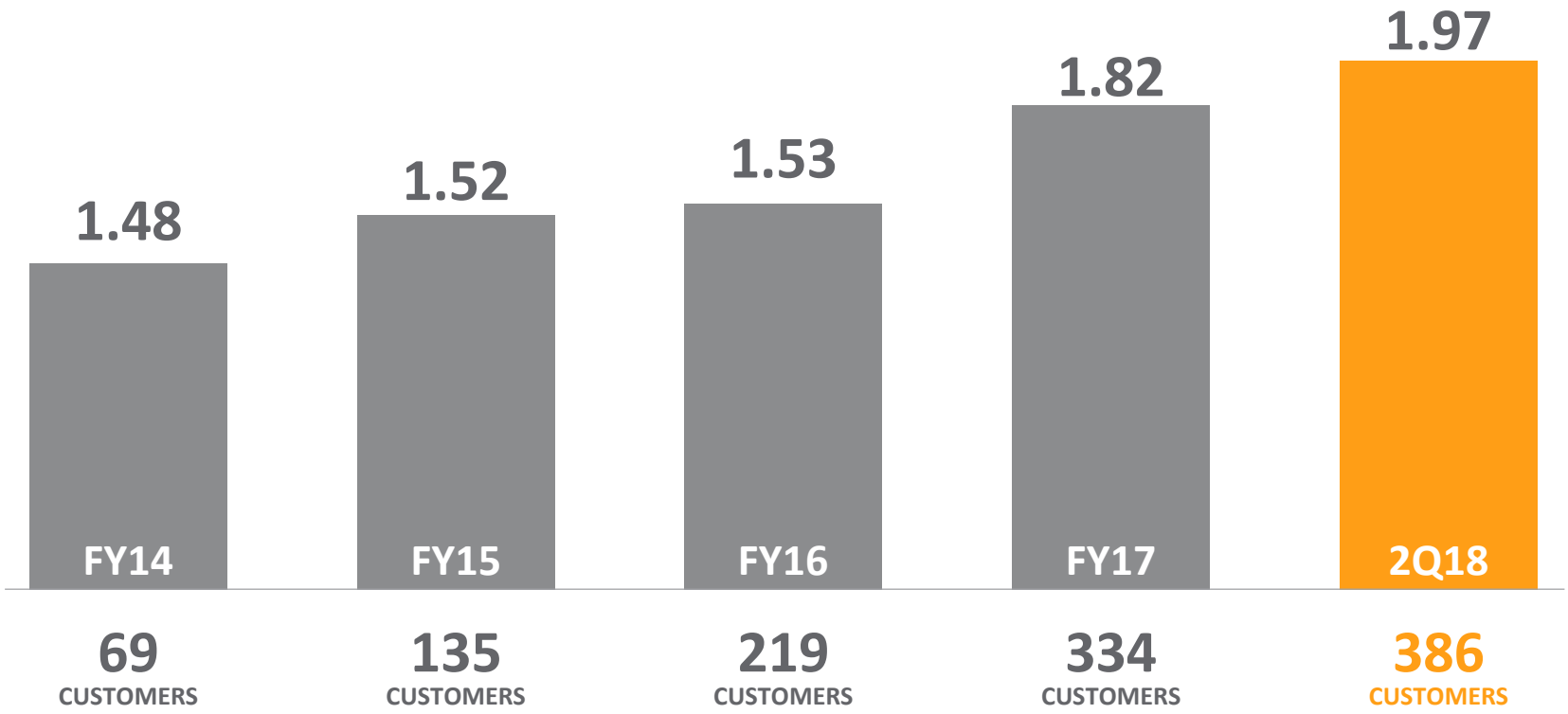
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Veeva Vault Safety

Adverse Event Intake	Adverse Event Management	Health Authority Reporting	Safety Letter Management	Signal Detection

Coming in 2019

Average Vault Products per Vault Customer



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On a Path to Multi-Billion Dollar Cloud Leader

- Track Record of Technology Innovation and Product Excellence
- Powerful and Unique Cloud Platform
- Long-term Leadership in Strategic Markets
- Business Model Advantage – The Veeva Way

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Thank You