Veeva Vision

Matt Wallach, Co-founder & President

January 10, 2019



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) breaches in our security measures or unauthorized access to our customers' data; (ii) our expectation that the future growth rate of our revenues will decline; (iii) fluctuation of our results, which may make period-to-period comparisons less meaningful; (iv) competitive factors, including but not limited to pricing pressures, consolidation among our competitors, entry of new competitors, the launch of new products and marketing initiatives by our existing competitors, and difficulty securing rights to access, host or integrate with complementary third party products or data used by our customers; (v) the rate of adoption of our newer solutions and the results of our efforts to sustain or expand the use and adoption of our more established applications, like Veeva CRM; (vi) loss of one or more customers, particularly any of our large customers; (vii) system unavailability, system performance problems, or loss of data due to disruptions or other problems with our computing infrastructure; (viii) failure to sustain the level of profitability we have achieved in the past as our costs increase; (ix) adverse changes in economic, regulatory, or market conditions, particularly in the life sciences industry, including as a result of customer mergers; (x) our ability to attract and retain highly skilled employees and manage our growth effectively; (xi) a decline in new subscriptions that may not be immediately reflected in our operating results due to the ratable recognition of our subscription revenue; and (xii) 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, 2018. This is available on the company's website at veeva.com under the Investors section and on the SEC's website at 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

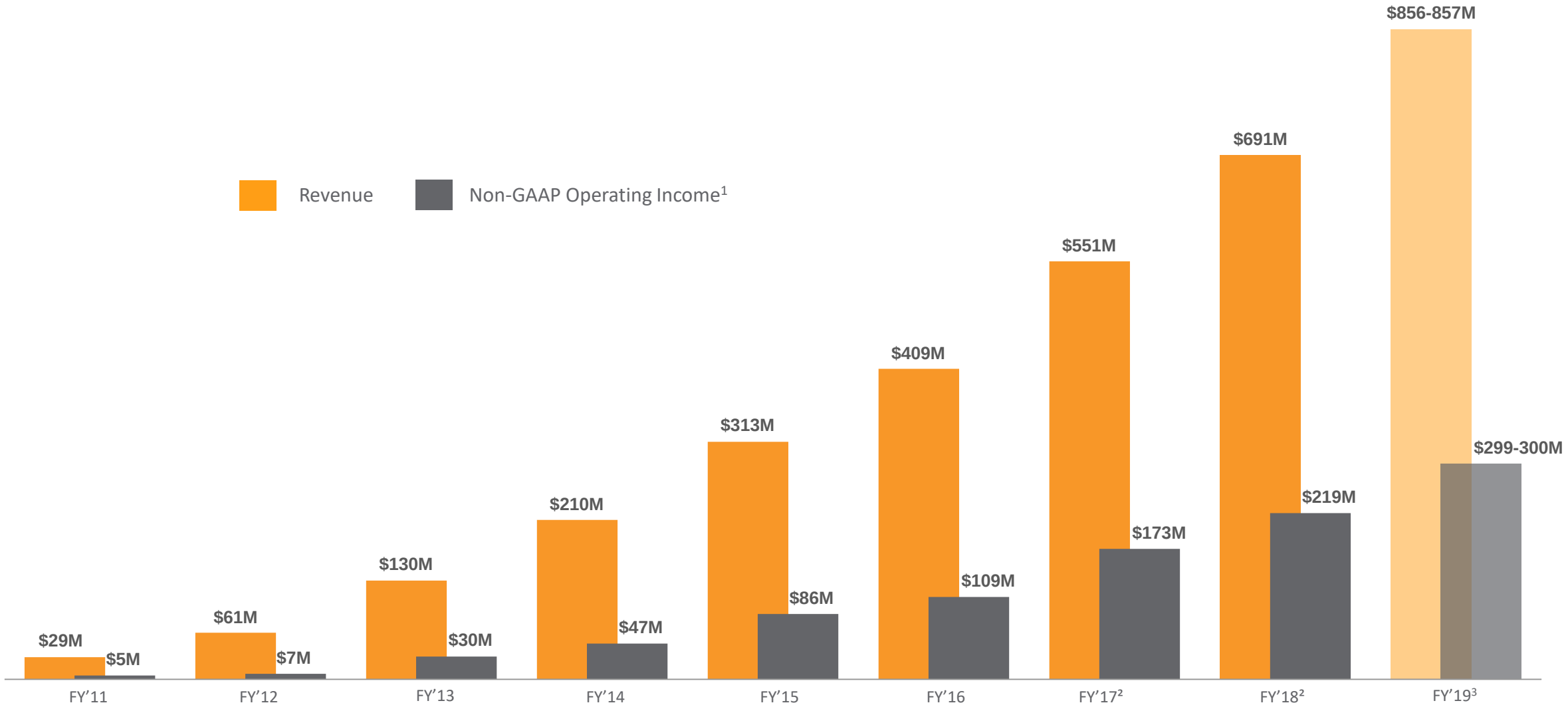
Speed

The Veeva Way



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Strong Growth and Profitability



Fiscal Year Ending January 31

[1] Refer to our latest earnings release dated 11/28/2018 for GAAP to non-GAAP reconciliation.

[2] Restated for ASC 606

[3] Based on our latest guidance issued 11/28/2018

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Major Areas of the Business

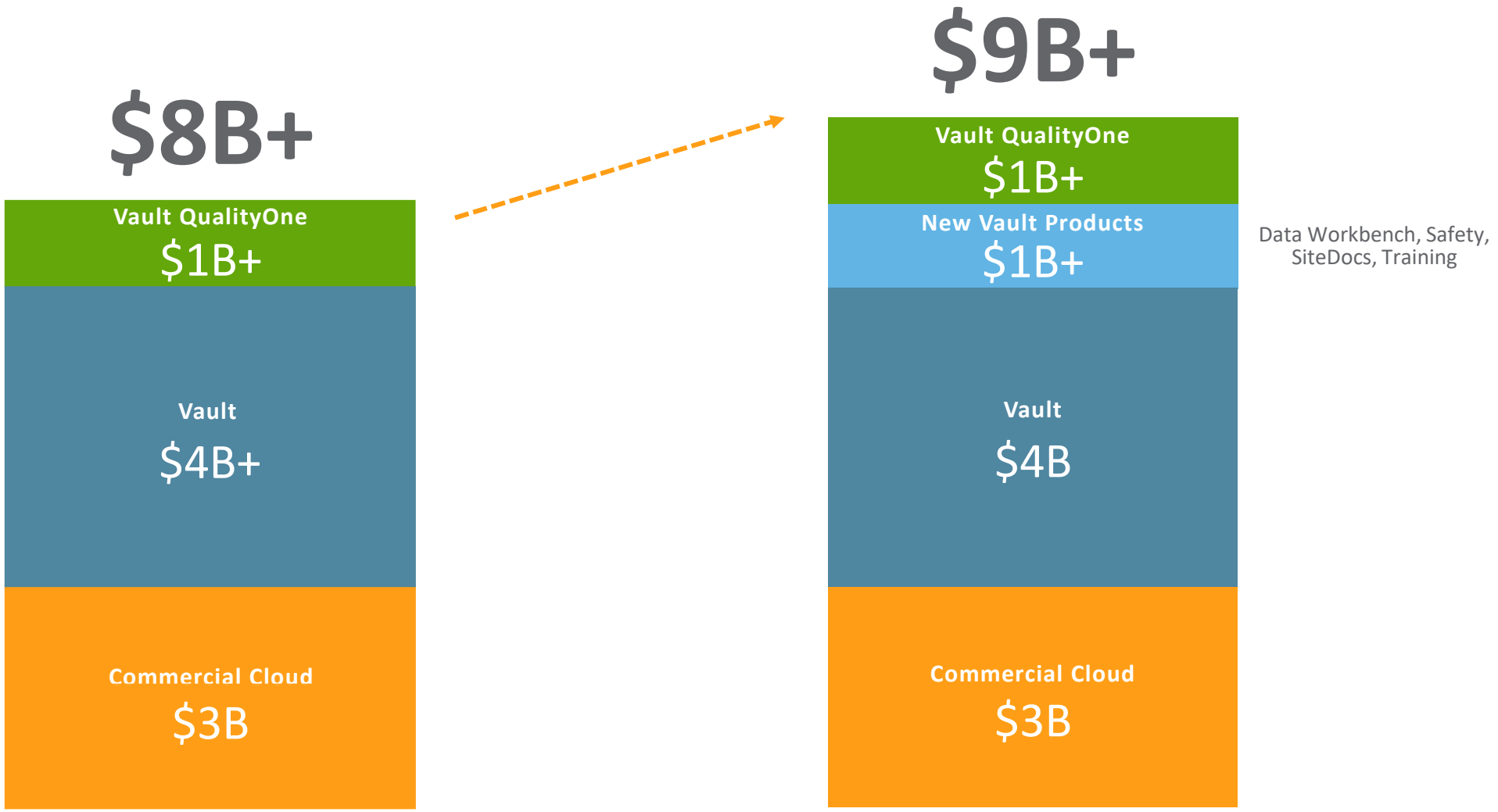
Commercial Cloud

Development Cloud

Outside Life Sciences

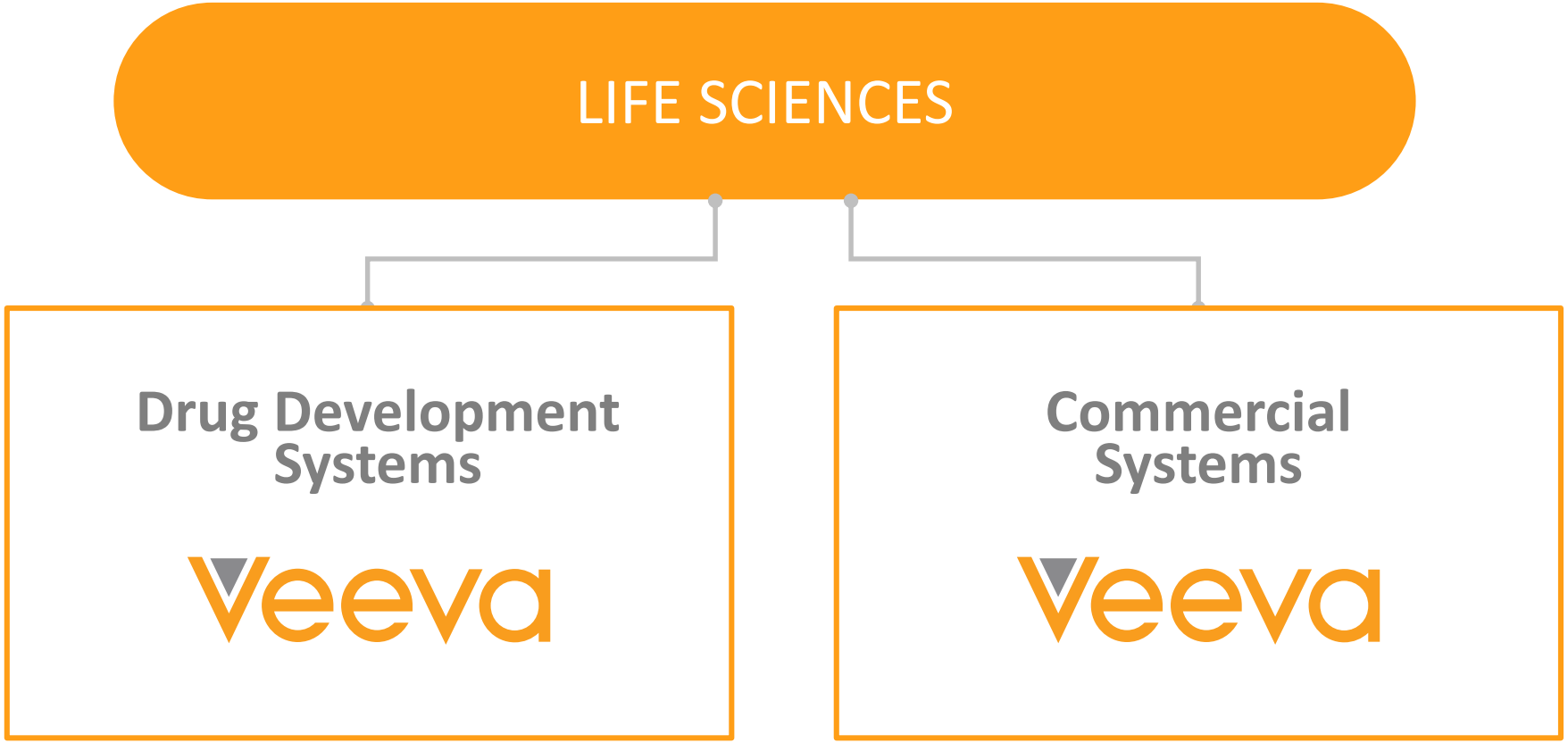
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Veeva's TAM is Now $9B+



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Strategic Technology Partner to Life Sciences



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Top 10 Life Sciences Software Vendors by Spend

	2012	2017
1	Oracle	Veeva
2	SAP	Medidata
3	Medidata	Oracle
4	SAS	SAP
5	Accelrys	Dassault
6	Thermo Fisher	SAS
7	Cegedim	Parexel
8	Parexel	IQVIA
9	Veeva	Thermo Fisher
10	TIBCO	Model N

Sources: IDC, Vendor Assessment, #HI240273, March 2013, IDC, Market Share, #US43964017, June 2018

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Select Veeva Customers

675+ customers with users in over 130 countries

Enterprise

































Emerging Growth

































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Strong and Growing Ecosystem

70+
SERVICES PARTNERS

accenture
BASE LIFE SCIENCE
C3i SOLUTIONS An HCL Technologies Company
Capgemini
Cognizant
Deloitte.
EY
mavens
NNIT
pwc
TATA
VALIANCE
ZS

80+
TECH PARTNERS

Adobe
AKTANA
aws
CONCUR
cvent
HSE
iDetailAid® A HURON SOLUTION
Microsoft
PHYSICIANS WORLD
salesforce
trifecta the investigator space experts
Trustrack Trusted. Tracked. Copyright distribution.
XPEDIANT DIGITAL
zoom

400+
CONTENT PARTNERS

creative capsule
DigitasHealth LifeBrands
FCBHEALTH
HAVAS HEALTH
INTOUCH SOLUTIONS
Klick Health
McCANN HEALTH
PIXACORE
RMHMEDIA
usacd

100+
DATA PARTNERS

Business One Technologies
CONEXUS solutions, inc.
DRG DECISION RESOURCES GROUP
globaldatasupport
healthverity
PROXIMA RESEARCH MORE THAN DATA. SOLUTIONS
Qlik
Symphony HEALTH SOLUTIONS
tableau
valuecentric

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Veeva Commercial Cloud

Commercial Cloud



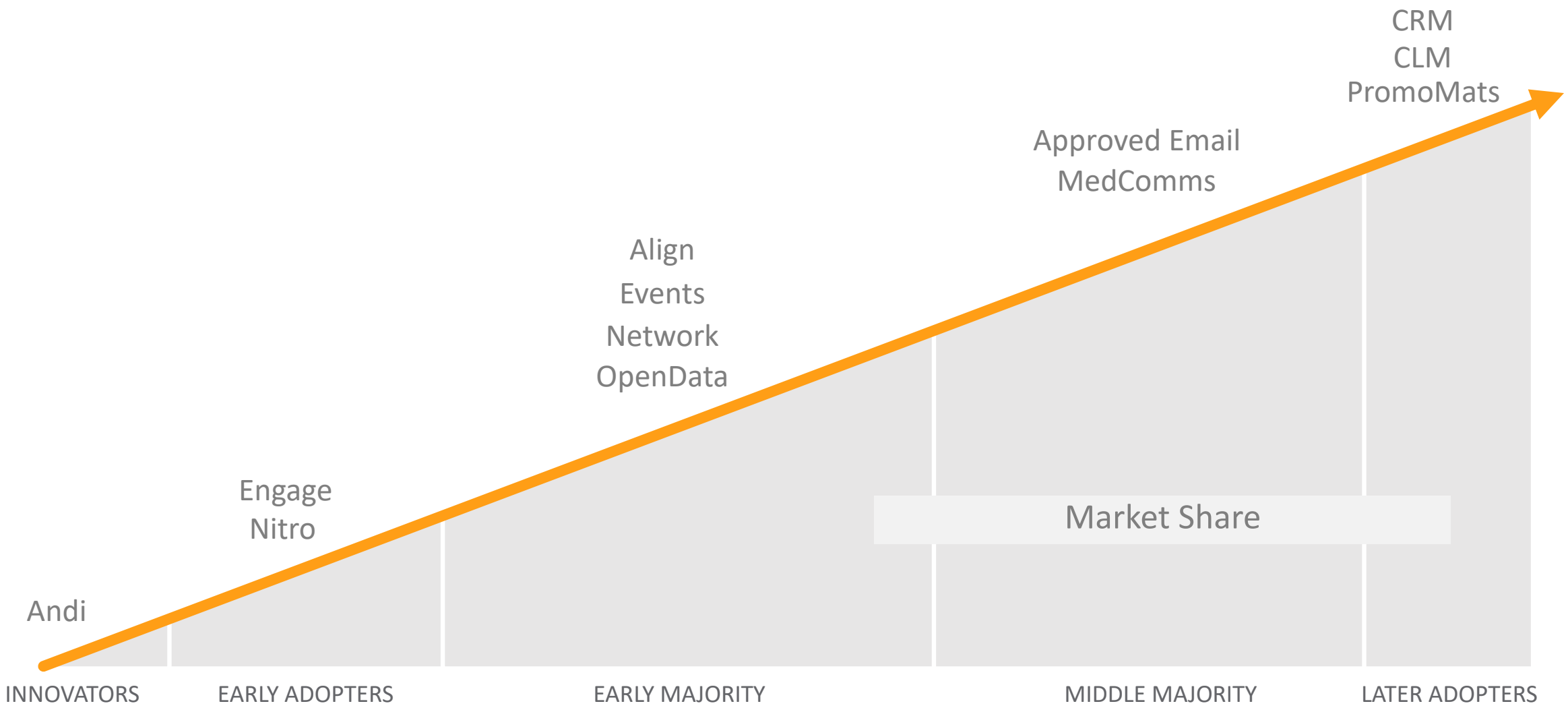
CRM Suite



Commercial Content

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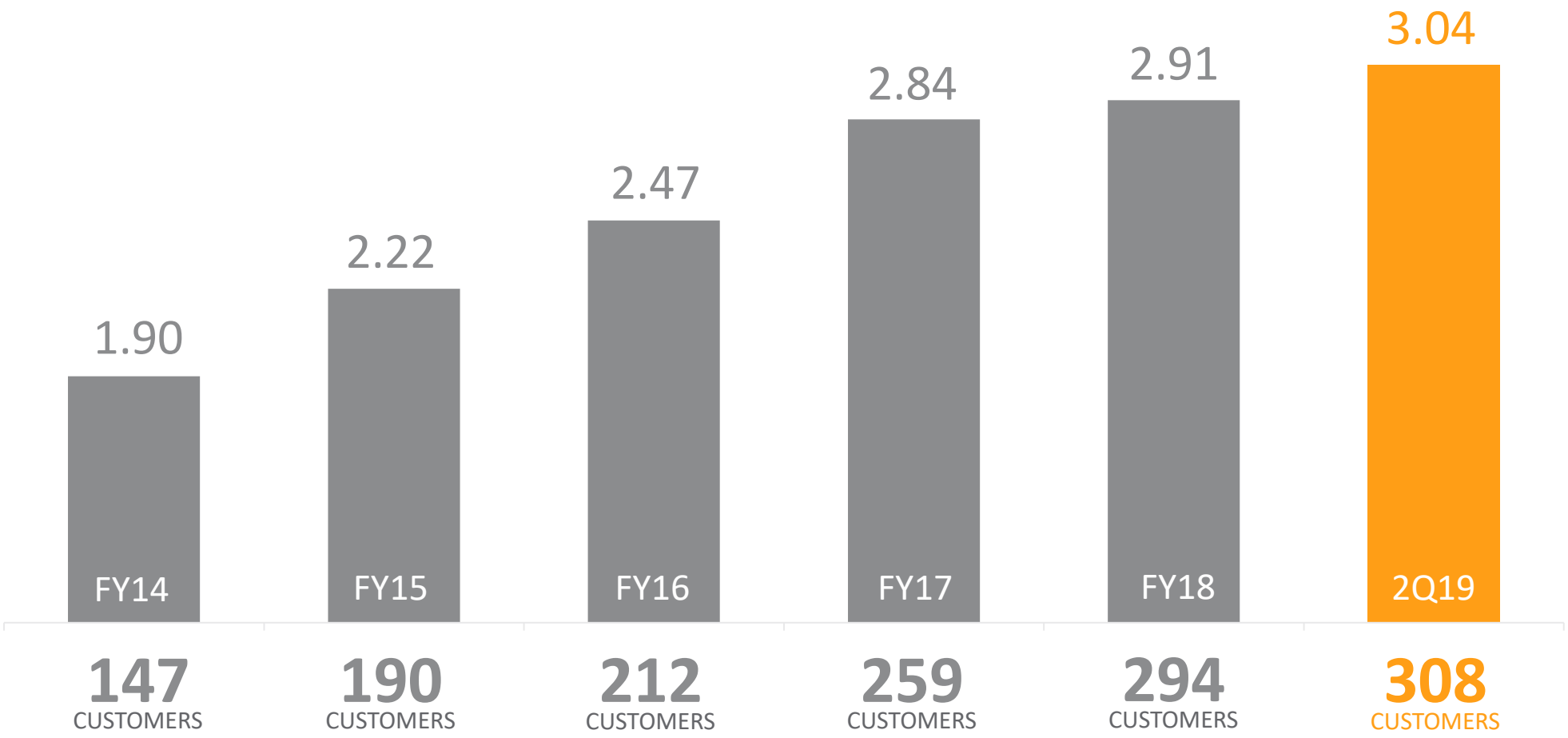
Expanding Leadership in Commercial



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Customers Adopting More Commercial Cloud

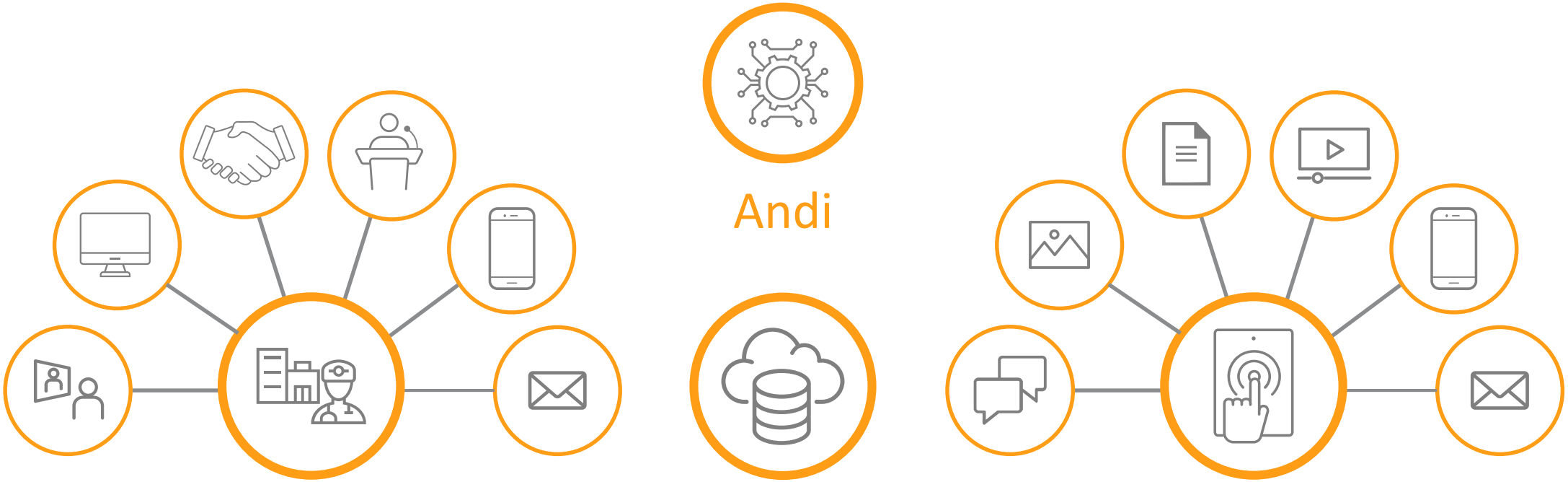
Average Commercial Cloud Products per Customer



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Intelligent Engagement

AI and Cloud Data Warehousing



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Veeva Development Cloud

Development Cloud

Vault Clinical Data Management	**Vault** Clinical Operations	**Vault** Quality	**Vault** RIM	**Vault** Safety *future*
				

Vault Platform

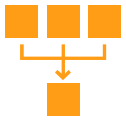
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Reinventing Clinical Data Management

One product for coding, EDC, data cleaning, and data management

Vault CDMS

Coder
Clinical Coding



EDC
Data Capture & Monitoring



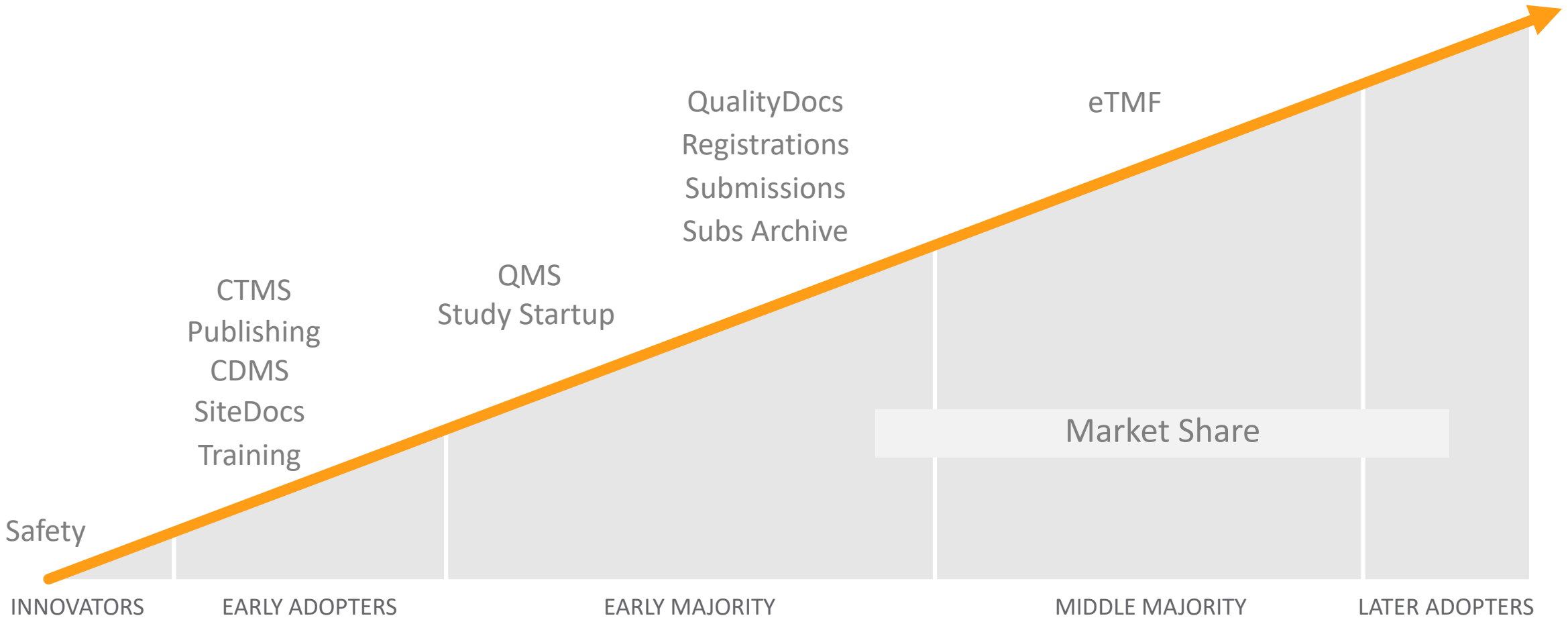
Data Workbench
Cleaning, Reporting, Export



Vault Platform

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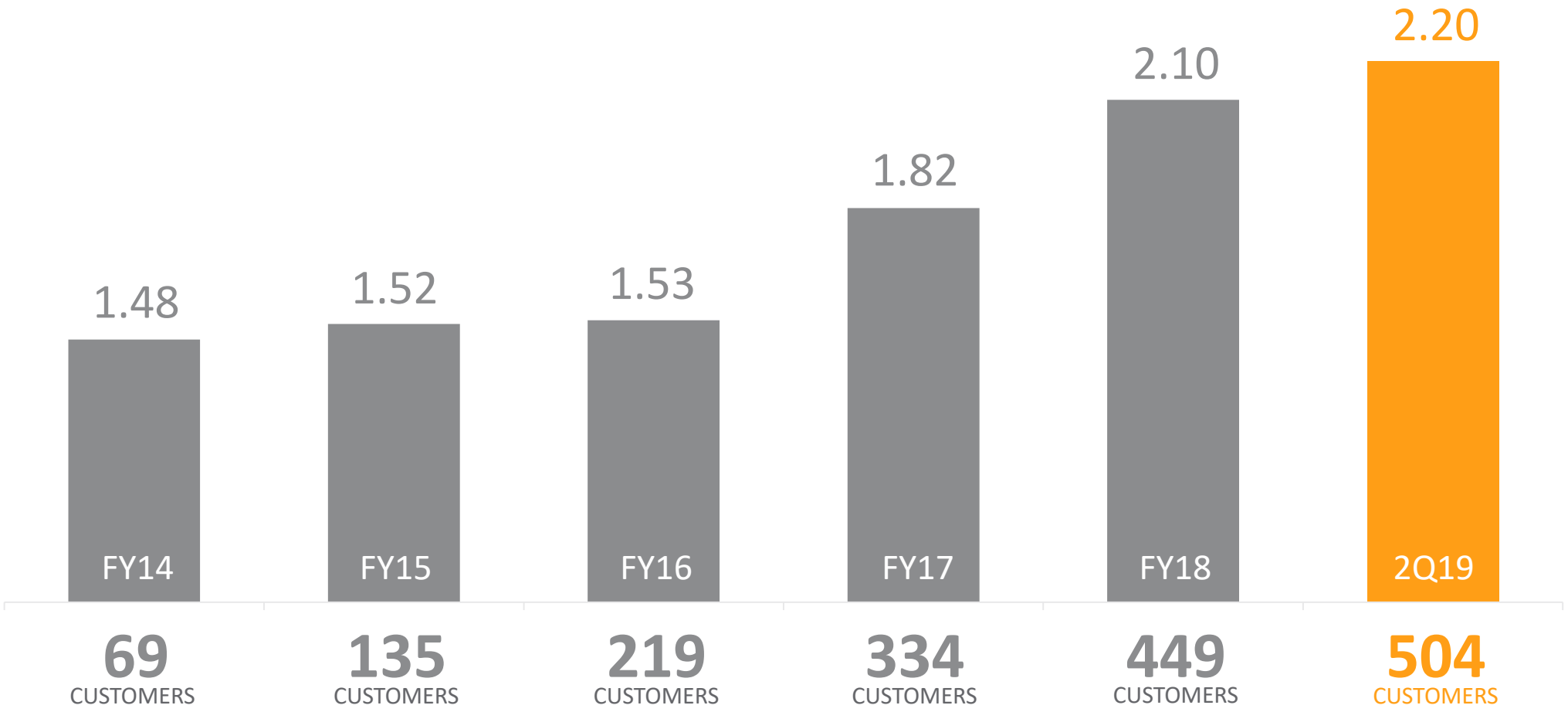
Building Product Leadership in Development Cloud



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Vault Adoption Accelerating

Average Vault products per Vault customer



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Veeva Industry Cloud

Clinical Data Management	Clinical Operations	Quality	Regulatory	Safety	Medical	Commercial
Coding	eTMF	QMS	Submissions	Safety Management	Medical CRM	OpenData
EDC	CTMS	QualityDocs	Subs Archive		MedComms	Multichannel CRM
Workbench	Study Startup	Training	Registrations		Oncology Link	PromoMats
			Publishing			Nitro
						Andi

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On a Path to Multi-Billion Dollar Cloud Leader

- Continued Innovation and Market Expansion
- Building Long-term Leadership in Strategic Markets
- Powerful and Unique Cloud Platform
- Business Model Advantage – The Veeva Way

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Thank you