NEWS RELEASE

Veeva Unifies Submission Content Planning and Authoring to Streamline Submission Development

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Number of Veeva Vault RIM customers doubles, as Veeva drives the industry's transition to unified RIM

CHICAGO--(BUSINESS WIRE)-- DIA 2017 Annual Meeting — **Veeva Systems** (NYSE:VEEV) today introduced a new submission content planning capability in **Veeva Vault Submissions**. For the first time, life sciences companies can create content plans, author documents, and track status in a single system to reduce the burden of submission development and gain greater visibility across the end-to-end process.

Veeva innovation is enabling an industrywide move toward unified RIM. More companies, including five of the top 20 largest global pharmaceutical companies, are adopting **Veeva Vault RIM** to manage their end-to-end regulatory submission processes. Recently, Veeva passed the 100th customer milestone for Veeva Vault RIM, doubling its total number of customers over the past year.

With its new submission content planning capability now available, Veeva is bringing together content planning and authoring in a single cloud application to eliminate the need for multiple systems and manual tracking that are inherent in today's submission development process. Now customers can specify the necessary content, track document status, and gain full visibility into the progress toward completion – all in Veeva Vault Submissions.

"Adding submission content planning in Vault Submissions is another example of Veeva's continued innovation in regulatory," said Michael Martelli, senior manager of Regulatory Operations at Seres Therapeutics. "The ability to plan, author, and track status in a single application will drive greater efficiency and speed in the submission process."

"There is a major transformation underway in life sciences to unify regulatory information management on one

platform," said John Lawrie, vice president of Veeva Vault RIM. "Customers are standardizing on Veeva Vault RIM because they want a global authoritative source for all regulatory content and product registration data."

Veeva Vault Submissions is part of the Vault RIM suite of applications that provide fully integrated RIM capabilities on a single cloud platform, including product registration management with fully embedded IDMP capabilities, health authority correspondence and commitment management, and submission document management, publishing, and archival.

In other news today, Veeva announced that Regeneron Pharmaceuticals (NASDAQ:REGN) is standardizing on Veeva Vault Submissions and **Veeva Vault eTMF** to further streamline content in clinical and regulatory operations. Read today's **press release** to learn how Regeneron is speeding product development, increasing collaboration, and improving compliance.

To see how Veeva's new submission content planning capability will streamline submission development, join the DIA innovation theater session, "Unified RIM: End-to-end Submission Development – from Planning Through Archival," on Tuesday, June 20, at 3:25 p.m. in the exhibit hall, theater #1 at the DIA 2017 Annual Meeting.

Additional Information

For more information on Veeva Vault RIM, visit: **veeva.com/RIM**

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About Veeva Systems

Veeva Systems Inc. is a leader in cloud-based software for the global life sciences industry. Committed to innovation, product excellence, and customer success, Veeva has more than 525 customers, ranging from the world's largest pharmaceutical companies to emerging biotechs. Veeva is headquartered in the San Francisco Bay Area, with offices in Europe, Asia, and Latin America. For more information, visit **veeva.com**.

Forward-looking Statements

This release contains forward-looking statements, including the market demand for and acceptance of Veeva's products and services, the results from use of Veeva's products and services, and general business conditions,

particularly in the life sciences industry. Any forward-looking statements contained in this press release 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 press announcement. 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. 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 April 30, 2017. 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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