

# CRO & CMO AWARDS

1

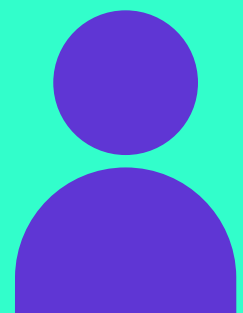
Data for awards are gathered via global random sample of biopharma professionals

**What does this mean?**  
We have no corporate sponsors which means our data is unbiased

**What does this mean?**  
We gather data from real user experiences, not perceptions

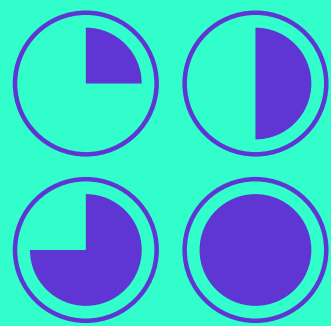
Our survey respondents must have recent interactions with service providers

2



Survey respondents start with a list of ~120 providers and indicate which companies they have used within the last 18 months

**What does this mean?**  
Respondent experiences drive the data



Respondents rate providers on ~20 attributes such as...

- Has capacity to meet our demands
- Meeting quality performance metrics
- Therapeutic area expertise
- Reliable on-time delivery
- Strong regulatory track record
- Timely communications



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After data collection is completed, ISR analysts develop CRO & CMO syndicated benchmarking market research reports

## CRO Reports

- Phase I
- Phase II/III
- Phase IV

## CMO Reports

- Small Molecule API
- Small Molecule Drug Product
- Biologic API
- Biologic Drug Product

**What does this mean?**  
We get a sufficient sample size to ensure representative data

Next, the data from these reports are aggregated at the company level across the reports

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Finally, the award winners are determined for those companies with sufficient data for analysis who excel in the CRO or CMO space