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XClinical's review of 2008

XClinical looks back on a successful year 2008

XClinical GmbH, Munich, Germany – APR 1, 2009 – XClinical, a European vendor of innovative software products for eClinical trials, looks back on a successful business year 2008. Summing up, the most important milestones are:

In 2008 XClinical signed up for 20 trials with both new and existing clients (once won, XClinical has not lost a single client since its formation in 2002). In this regard, the company is proud to have extended its worldwide experiences by winning new clients (CROs, DMOs and sponsors) in USA, Japan, Germany, Czech Republic, Belgium, Switzerland and France. "Internationality is one of the essential parts of our business strategy as well as our concept of TechTransfer", said Dr. Philippe Verplancke, CEO at XClinical. "Our intention is to build up an international network of certified partners. Having decided to conduct a TechTransfer our clients are able to set up and manage their studies on their own. We're contented that most of our clients decided to use our products this way." Also MARVIN's Double Data Entry functionality, which was introduced end 2007, attracted numerous new customers. XClinical's Consulting Business for international pharmaceutical companies was also extended during the last year.

The business strategy led to success. XClinical experienced more than 20% growth in 2008; something which can't be taken for granted in difficult economic times. Looking at its regional distribution – XClinical is active in the EDC markets of USA, Europe and Asia – it is clearly noticeable that the company extended its global presence.



This is in no small part due to XClinical's frequent participation at the most important international Data Management events in USA, Europe, Japan and China during 2008. "From our point of view on the one hand those events are ideal platforms to get in touch with the relevant contact persons from the pharmaceutical and biotechnological industry but on the other hand, by exchanging experiences, enable us to enhance our competencies which at the end of the day benefit our customers." stated Dr. Claus Lindenau, Head of Business Development. In addition XClinical has been invited as expert for EDC and CDM at international conferences of CDISC and DIA.

For 2009 XClinical is planning to replicate last year's success and to broaden its international network. New product developments and the continued attendance at international events will clear the way for the target achievement.

About XClinical

XClinical GmbH (www.xclinical.com), an innovative EDC-CDM system vendor based in Munich, Paris and Boston, USA, provides solutions for the electronic conduct of all types of clinical trials, post-marketing studies and registries.

XClinical develops and markets MARVIN, a CDISC ODM certified online platform for Electronic Data Capture (EDC), Clinical Data Management (CDM) and Clinical Trial Management (CTM). Till today, MARVIN was used to collect and process data of more than 50,000 patients in 70+ studies.

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