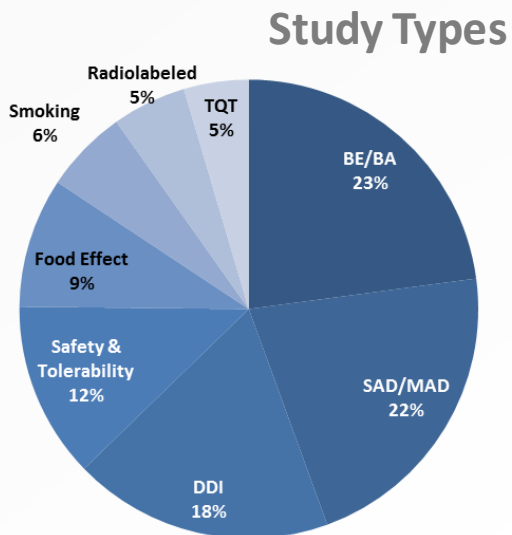
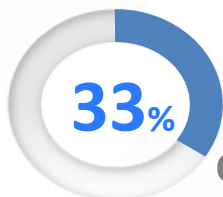


# 2017 Year in Review



**47,114** Total Bed Nights



Average  
Occupancy



36,613 Facebook  
2,961 Twitter  
1m views YouTube

Social Media continues to increase with participants and is a good recruitment tool.

Over **\$26m** in  
stipends paid out



**1,197** Total Client Visits

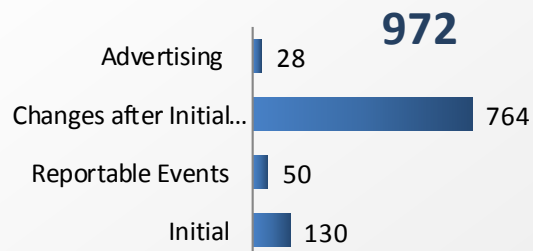
**778** Monitoring Visits

**65** Client Audits

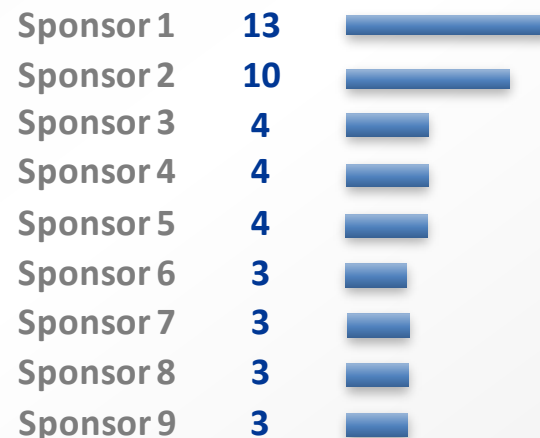
**3** Regulatory Audits



**IRB Submission**



## Sponsor # Studies



**81** Unique Sponsors

## Participant Survey



**99%**  
Recommend  
to a friend

**504,313** Blood Draws

**84,485** Vital Signs

**78,404** Medicates

**61,876** ECGs



# Participant Recruiting – Infographic

## Global Database

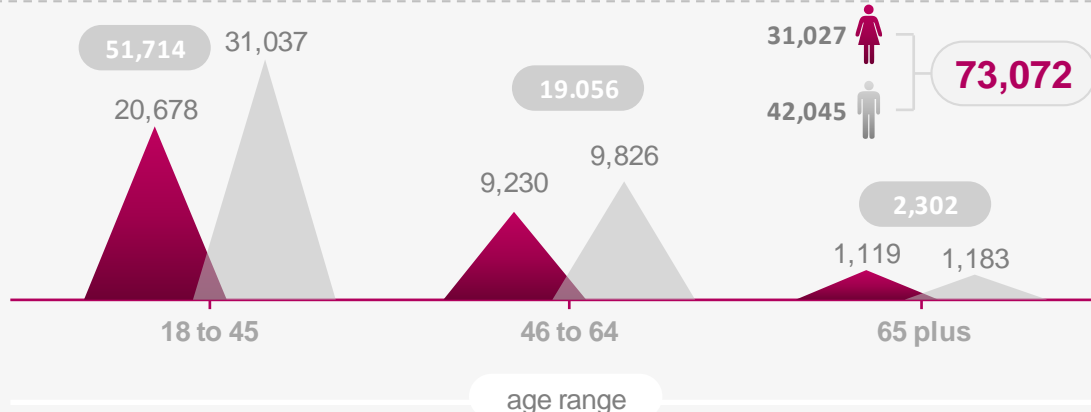
**73,072**

active\* participants



58% male

42% female



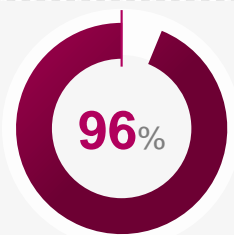
18 to 45

46 to 64

65 plus

age range

## Recruiting by the numbers - In 2016:



96%



of required subjects  
dosed on time



408

Groups

116

studies



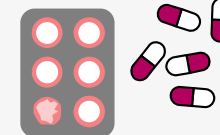
15,010

Recruited



11,102

Recruited for screening



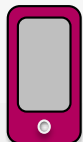
4,078

Subjects Dosed



47,753

Website Hits per month



355,376

Text messages sent



21,753

In/Out bound Calls per month



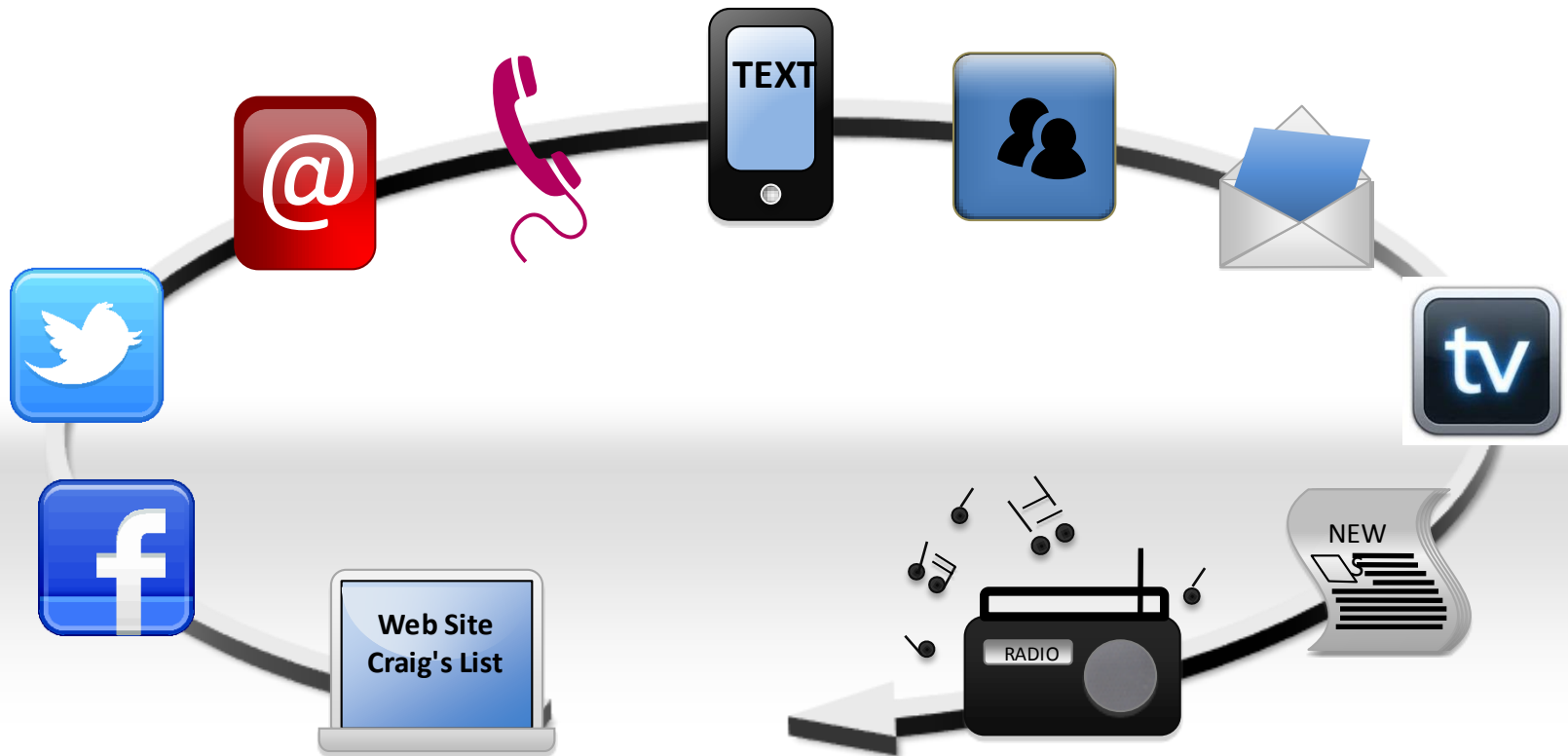
146,603

Emails sent

\* Inbound contact, login or registered for screening within last two years



# Recruiting Techniques



## Database

Customized, validated database with ability to identify participants demographic and medical profiles to match study criteria.



## Web-based & Social Media

Website and social media promote available studies and schedules.

~15,000 hits/week



## Local Media

Targeted mix of local media including radio, newspaper, television and outreach.