

Veeva

Paul Shawah, SVP, Commercial Cloud
January 16, 2020



Safe Harbor

Forward-looking Statements

This presentation and associated commentary made by our management contain forward-looking statements, including statements regarding Veeva's future financial outlook and financial performance, market growth, the 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 and associated commentary 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) our ability to integrate Crossix Systems Inc. and Physicians World LLC into our business and achieve the expected benefits of the acquisitions; (vii) loss of one or more customers, particularly any of our large customers; (viii) system unavailability, system performance problems, or loss of data due to disruptions or other problems with our computing infrastructure; (ix) our ability to attract and retain highly skilled employees and manage our growth effectively; (x) failure to sustain the level of profitability we have achieved in the past as our costs increase; (xi) adverse changes in economic, regulatory, or market conditions, particularly in the life sciences industry, including as a result of customer mergers; (xii) 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 (xiii) 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, 2019. 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.



Vision

Building the Industry Cloud for Life Sciences

Values

Do the Right Thing

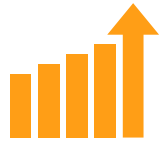
Customer Success

Employee Success

Speed



The Veeva Way



Strong Growth &
Profitability



Big Strategic
Markets



Innovation &
Product Excellence

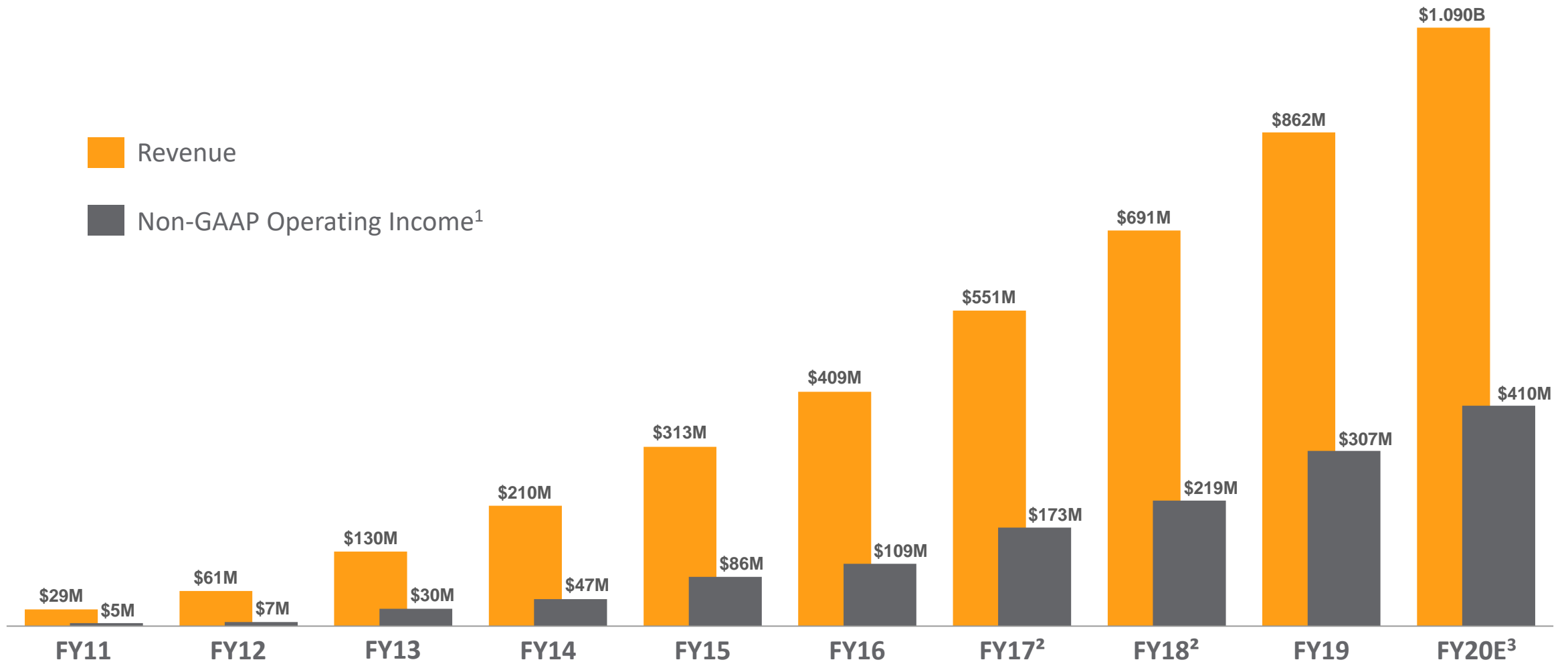


Customer
Success

VALUES • OPERATING MODEL • TRUST



Consistent Growth and Profitability



Fiscal Year Ending January 31

¹ Please refer to our latest earnings release date 11/26/2019 for GAAP to non-GAAP reconciliation.

² Restated for ASC 606

³ Based on the midpoint of our guidance issued 11/26/2019



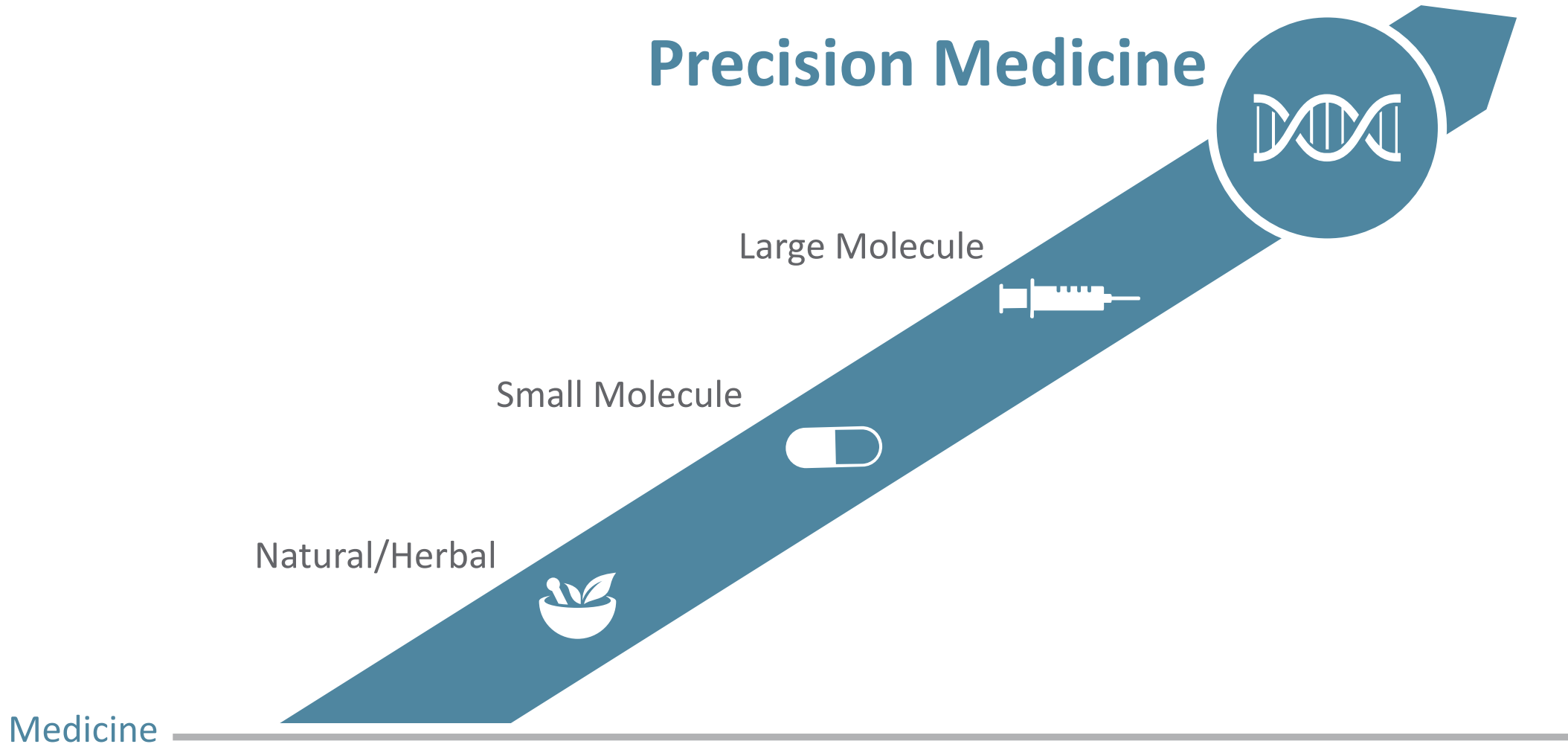
Veeva in 2025

Building a Multi-Billion Dollar Company

Metric	CY 2019E	CY 2025 Targets
Total Revenue Run Rate	\$1B+	\$3B
Commercial Cloud	\$500M+	~\$1B
Vault	\$550M+	~\$2B
Non-GAAP Op Margin	~38%	35%+



Evolution of Medicine



Veeva: The Industry Cloud for Life Sciences



Software



Data



Services

R&D | MEDICAL | COMMERCIAL



Spanning Life Sciences



Clinical Data Management

Coder
EDC
Data Workbench



Clinical Operations

eTMF
CTMS
Study Startup
Payments
SiteVault



Quality

QualityDocs
QMS
Training
Station Manager



Regulatory

Submissions
Subs Archive
Registrations
Publishing



Safety

Safety
SafetyDocs
Safety.AI



Medical

Medical CRM
MedComms
Oncology Link



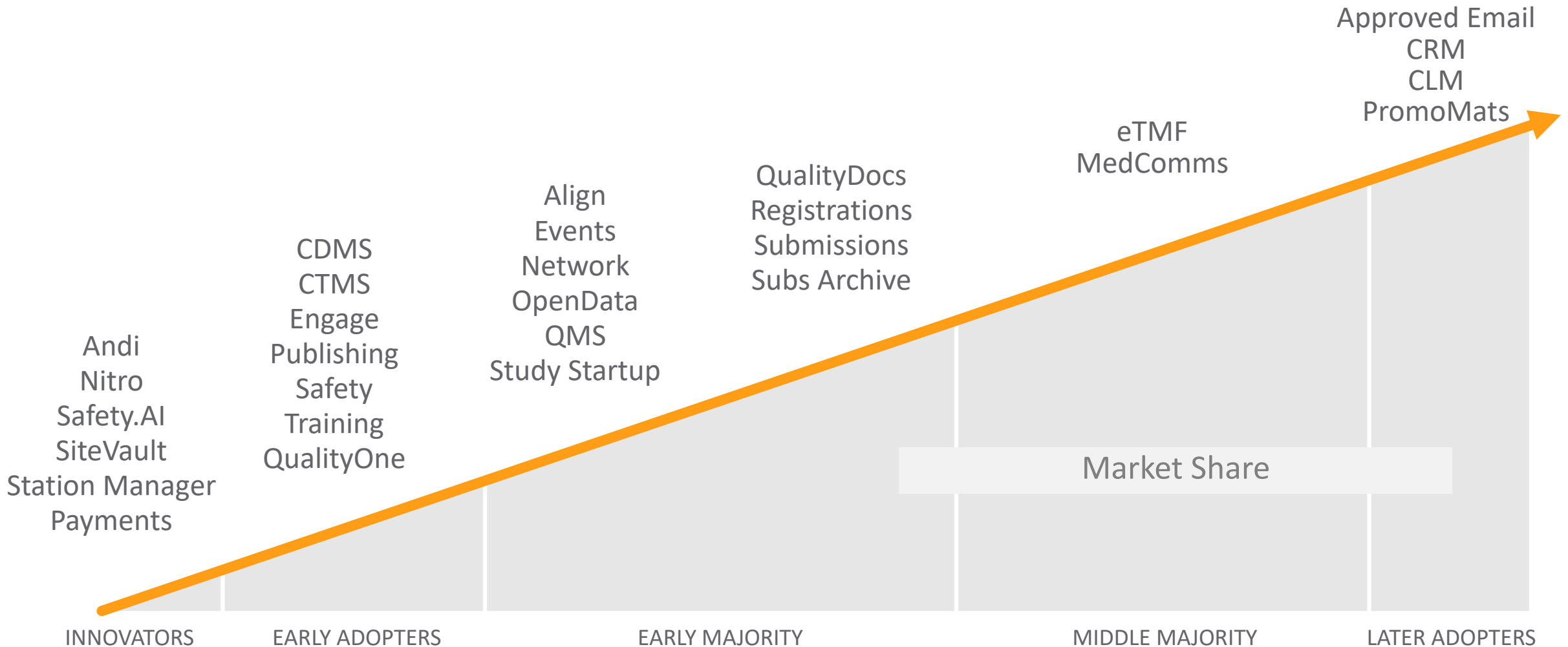
Commercial

Multichannel CRM
OpenData
Network
PromoMats
Nitro
Andi



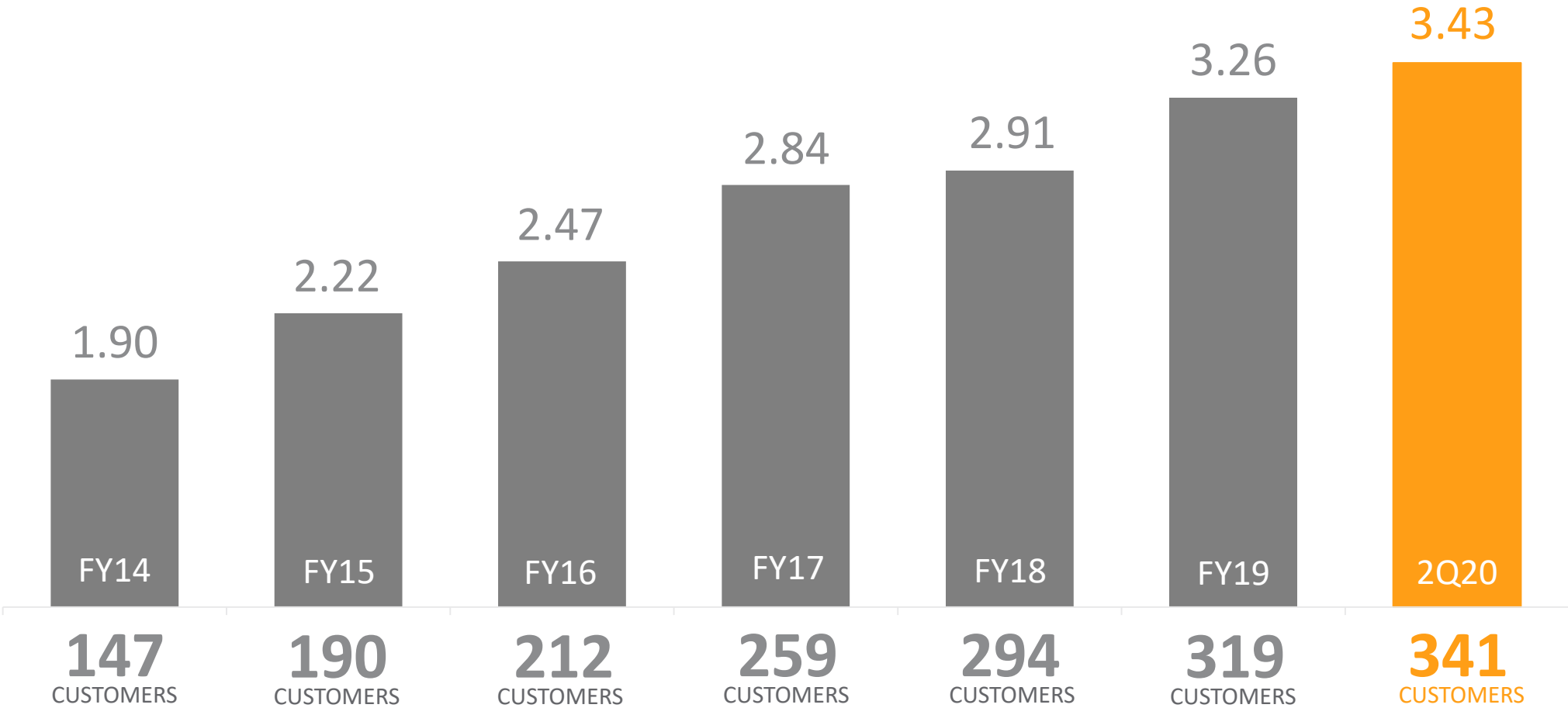
Innovation Engine Fuels Long Term Growth

Deep portfolio of products on the path to market leadership



Customers Adopting More Commercial Cloud

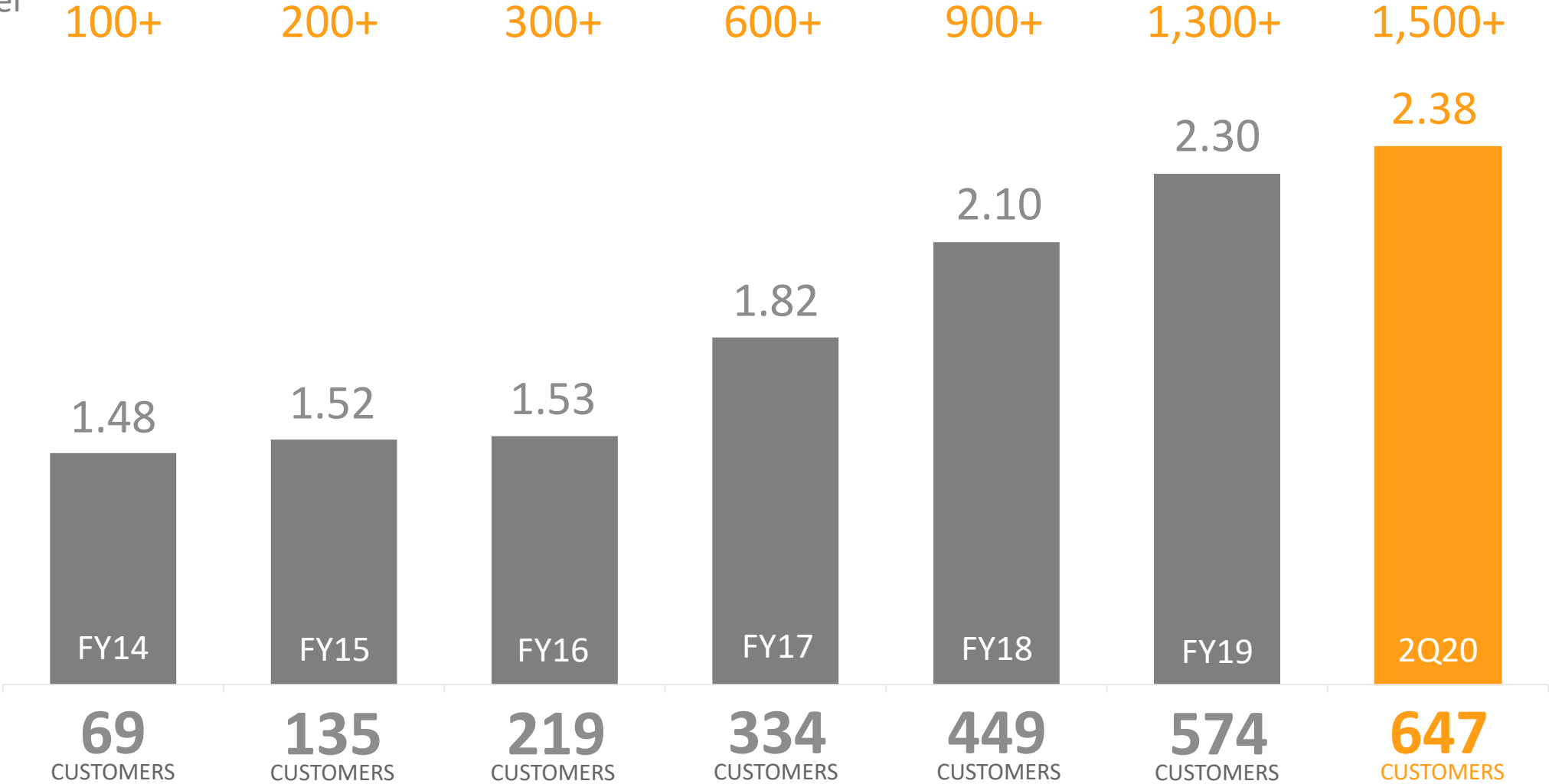
Average Commercial Cloud products per customer



Vault Adoption Accelerating

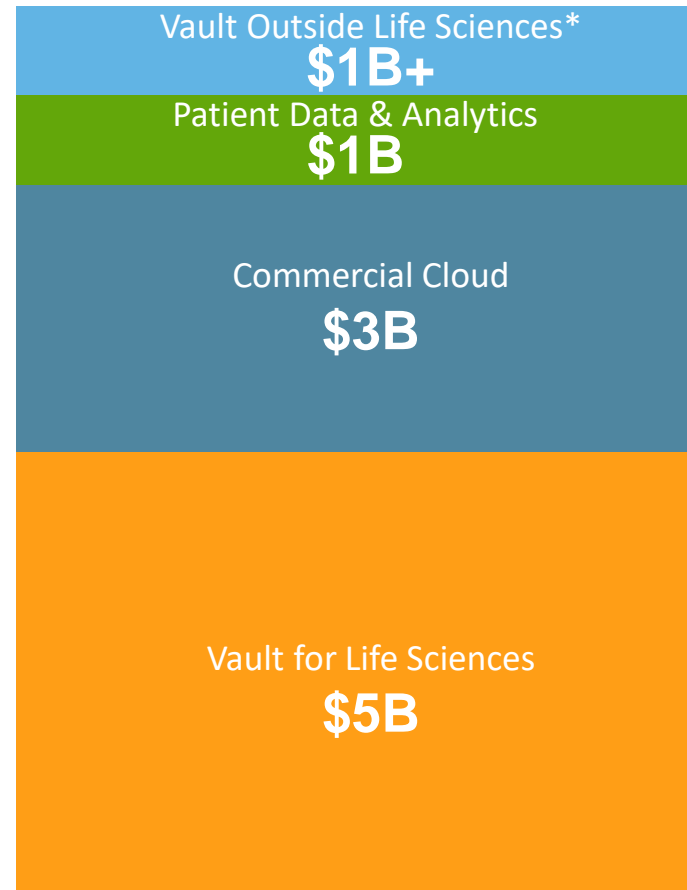
Average Vault products per Vault customer

Total Number of Vaults



Veeva's Growing Market Opportunity

\$10B+



* Vault Outside of Life Sciences includes Vault QualityOne, Vault RegulatoryOne, and Vault Claims to CPG, Cosmetics, and Chemicals



In the Early Days of a Big Mission

- Strategic Partner to the Industry
- Consistent Market Expansion and Leadership
- Innovation Drives Sustainable Growth
- Business Model Advantage





Thank you