Safe Harbor Statement

With the exception of historical information, the matters discussed in this presentation are forward-looking statements that involve a number of risks and uncertainties. The actual results of the Company could differ significantly from those statements. Factors that could cause or contribute to such differences include, but are not limited to, the following: continuing demand for the Company’s products, competitive factors, the Company’s ability to finance future growth, the Company’s ability to produce and market new products in a timely fashion, the Company’s ability to continue to attract and retain skilled personnel, and the Company’s ability to sustain or improve current levels of productivity. Further information regarding the Company’s risk factors is contained in the Company’s quarterly and annual reports filed with the Securities and Exchange Commission.
About Us

1996
Founded

>140
Employees

>10 yrs
Profit/rev growth

>250
Clients

>90%
Client Retention

>70
Scientific PhDs

>1300
Publications

Leading provider of modeling and simulation software and services used by major pharmaceutical, biotech, and regulatory agencies worldwide to make better model-informed data-driven decisions (MIDD).
Investment Highlights

Leader in software and services for the drug discovery, development, and regulatory approval process

Low market penetration + share gain opportunity in large and growing market

Double-digit revenue growth with strong operating leverage

Accretive M&A Strategy
Our Markets

Key Drivers

1. Acceptance & increasing adoption of MIDD technology by industry & regulators

2. Pharma spend rates continue to grow with large allocation towards Biosimulation

3. Biosimulation growing at 4-5X total R&D spend

SLP growing faster than Biosimulation TAM
Drug Development Challenges

Avg. cost of $2B and 10+ years to bring a drug to market

- How does the drug move through the body?
- What candidates?
- What is the desired effect?
- Lead Selection
- Pharmacology
- ADMET DMPK
- Treatment Regimen
- Clinical Efficacy
- Safety
- How is it supposed to work?
- How is it administered?
- What are the risks?
Our Value Proposition

*We create value for our customers by accelerating & reducing the cost of R&D through innovative, science-based software & consulting solutions that optimize treatment options and improve patient lives.*

**Outcomes**

- **Patient Efficacy**
- **Patient Safety**
- **Regulatory Approval**
- **Commercial Success**

**Streamlines** processes & replaces trial & error with *in silico* decision making

**Improves** new drug candidate selection with predictive AI & ML capabilities*

**Provides** accurate models, continuously improved with ever-growing data sets

**Better** informs clinical trial design and results analysis

**Optimizes** efficacy and minimizes toxicity by efficiently identifying dosing regimens

**Identifies** potential safety liabilities earlier to avoid costly clinical failures

AI = Artificial Intelligence; ML = Machine Learning
How We Help – Software and Services

**Software**

Most comprehensive & widely recognized tools for MIDD

Ongoing development & reinvestment incorporates latest science & ensures seamless UX

**Services**

Operational efficiencies that lead to accurate/timely decision making & regulatory reporting

Therapeutic, modeling, & regulatory knowledge not always present in-house

Resource flexibility for clients with insufficient internal resources or capabilities
Solutions Span Drug Development Process

*Guiding the path between M&S and pharma R&D*

**Discovery**
- IND

**Preclinical**

**Phase 1**
- IND

**Phase 2**
- EOP2

**Phase 3**
- Pre-NDAM

**NDA**
- Approval

**Post Approval**

**ADMET Predictor**
- Cheminformatics AI ML

**GastroPlus**

**MonolixSuite**

**Other Software**

**Consulting Services & Regulatory Interactions**

**PBPK/PBBM**

**Pharmacometrics**

**QSP/QST**

Simulations Plus
- Cognigen
- DILayn Services
- Luxart

NASDAQ: SLP
PBPK Software Solutions and AI Data Mining

Software
- GastroPlus
- MembranePlus
- DDDPlus
- ADMET Predictor

Services
- PBPK/PBBM
- Preclinical Regulatory Consulting

- Lead Selection
- Pharmacology
- ADMET DMPK
- Treatment Regimen
- Clinical Efficacy
- Safety
QSP/QST Solutions

Software
- DILI
- RENAA
- NAFLD
- IPF
- RADA

Services
- QSP Consulting
- QST Consulting

- Lead Selection
- Pharmacology
- Clinical Efficacy
- Treatment Regimen
- Safety
- ADMET DMPK
Pharmacometrics Solutions

Software
- Monolix
- PKPlus
- PKanalix
- Simulx

Services
- Pharmacometrics
- Clinical Pharmacology
- Clinical Regulatory Consulting

Pharmacology
Treatment Regimen
Safety
Growth Opportunities & Capital Allocation

Market Growth + Regional Expansion

Low Penetration Rates

Take Share

Consolidate Fragmented Market

Product Gaps, Adjacencies & Extensions

Substantial Runway for Growth

- Increasing acceptance by industry & FDA
- Sales and Distribution Investment
  - Improve/expand sales infrastructure
  - New customer growth in U.S., Europe, Asia
  - Expand small/mid-sized biotech client base
  - Product and service cross-selling

- Fill gaps in the current product offerings, expand TAM
  - R&D - enhance models & develop new tools
  - M&A - consolidate market, expand into adjacent markets, market extensions
Environmental, Social, and Governance (ESG)

Strategic priorities that form the foundation of our sustainability framework and highlights

- **Environment**
  - Committed to renewable energy with our Lancaster headquarters joining the Lancaster Choice Energy Smart Choice 100% renewable energy program.

- **Social**
  - Reduced exposure to humans and animals by advancing in silico simulation analyses of complex compound behaviors for chemical safety assessment programs.

- **Human Capital**
  - Expanded our HR team and capabilities in 2020 with special focus on training and development.

- **Business Governance**
  - Advanced growing acceptance of technology by developing collaborations with universities, research organizations, distributors, and government agencies such as the U.S. Food and Drug Administration (FDA) and National Institutes of Health (NIH).

- Optimized our data centers by reducing the number of physical servers in our Buffalo, NY, data center from 140 units to just 60 units.

- Supported academic research by partnering with universities and donating free software licenses to support academic research and training.

- Focused on diversity and inclusion with over 39% of our employees from minority backgrounds.

- Created a new corporate data protection officer to collaborate and advance our company-wide data protection & customer privacy framework.

- Implemented business recycling efforts to reduce our environmental footprint and pursue responsible business practices.

- Funded awards and post-doctoral research to support education.

- Implemented a new flexible vacation policy by augmenting the 11 paid holidays for our U.S. employees with no annual limit provided employee duties and obligations are met.

- Strengthened our business ethics program by implementing a new unified Corporate Code of Business Conduct and Ethics, thereby replacing separate policies currently in effect at our divisions.
Financials
Global Customer Base

Revenue By Region – YTD FY21

- 69% Americas
- 19% EMEA
- 11% APAC
YTD Revenue Breakdown Through 3Q21

Software Mix

- GP: 60%
- AP: 17%
- Other: 16%

Services Mix

- PKPD: 43%
- QSP/QST: 29%
- PBPK: 14%
- Other: 14%
Services Performance Metrics

Projects During Qtr.

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Backlog

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Backlog (in millions)
Summary

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Accretive M&A Strategy
References

2. Brochure: "Biopharmaceutical Research & Development: The Process Behind New Medicines". PhRMA.
4. Biosimulation Market Size, Share & Trends Analysis Report By Product (Software, Services), By Application (Drug Development, Drug Discovery), By End Use, By Region, And Segment Forecasts, 2021 - 2028
Thank you!

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