



Extens supports Kayentis in its expansion in the United States

Paris, March 28 2023 – **Extens**, the growth investor in digital health, supports Kayentis in expanding its activities in the United States by participating in additional financing.

Kayentis, a global provider of electronic Clinical Outcome Assessment (eCOA) and Decentralized Clinical Trial (DCT) solutions, currently focuses on expanding its US operations, where US-based sponsor study teams lead one-third of its projects.

This additional financing comes within just one month after signing a strategic alliance with ClinOne, a US-based solutions provider of adaptive clinical trial experiences for patients, families, and clinical sites.

The company aims to extend its capacity in digital data collection (eCOA) and DCT solutions to fully support clinical studies led by US-based sponsors and clinical teams. The eCOA market, which stood at USD 1.22 billion in 2021, is expected to grow to USD 4.08 billion by 2029, indicating a CAGR of 16.30% during the 2022 to 2029 forecast period, according to Data Bridge Market Research.

Team reinforcement is underway, with the recent arrival of Stephane Roux as chief commercial officer and two business development managers at the Boston (MA) office.

As a long-standing shareholder of Kayentis, Extens contributes to its strengthening by reinvesting alongside its co-investors LBO France and Bpifrance, after having accompanied the company through all the critical stages of its development. The previous operation, carried out in 2020, enabled the launch of the ClinForm3 platform - centered on the patient – to place the company at the top of the global market.

The innovative solutions developed by Kayentis aim to improve the experience of patients, families, and clinical sites throughout clinical trials. Kayentis growth prospects, technological expertise, and high customer satisfaction ratings (95.6%) explain the strong commitments of its leading investors.

Guillaume Juge, CEO at **Kayentis**, said: *“We thank our investors for sharing our vision to further extend our clinical trial services to US clients, as we increase the global penetration of our technologically advanced digital solutions. While we already have a significant footprint in the US, this additional financing will help accelerate our digital data collection activities there and bring us ever closer to our customers.”*

Cédric Berger, Operating Partner at **Extens**, said: *“Kayentis has undergone a spectacular evolution since we first invested. Guillaume Juge and his management team have transformed the company into a renowned global player in digital clinical trials. Once again, we are fully confident in the team’s aims for US market growth and in accelerating the development of its global clinical trial management solution for decentralized clinical trials.”*

Franck Noiret, Managing Director at **LBO France**, commented: *“We are delighted to support Kayentis’ expansion in the US. Led by a strong management team, Kayentis has increased the number and size of its projects, with large pharma delivering an impressive growth track record in the last few years. By leveraging its latest Clin’Form platform and enhancing its commercial efforts on the ground, the company is in a particularly good position to accelerate its activities in the US market.”*

Benoit Zilber, Investment Director at **Bpifrance**, commented: *“We are proud to continue supporting Kayentis, a French and European leader in the fields of eCOA and DCT, and in accelerating its development, particularly in the US.”*

Whilst Kayentis is currently focusing on expanding its US operations, the company is also active across Europe and Asia. Among its clients are several big pharma, as well as mid-size and smaller biotech companies. Kayentis has conducted over 280 clinical trials in 85 countries (18,000 sites and 98,000 patients), employing 120 languages. It has achieved a CAGR of 24% over the last five years.



Extens is France’s leading digital health investment fund. Extens acts as a growth investor, mainly in France and Western Europe, by injecting up to EUR 15 million into SMEs that generate over EUR 3 million in revenue and are EBITDA positive. The team consists of 13 professionals from the private equity and healthcare industries. Thanks to its in-depth expertise in the digital health ecosystem, Extens aims to turn today's players into tomorrow's champions, by improving their value-creation potential in the interest of the companies, their teams, their shareholders, and the healthcare system. To date, Extens has invested in 22 companies, including Enovacom, a publisher of interoperability software; Kayentis, software for collecting and analysing patient data for clinical trials; Teranga, a publisher of a business platform for the medico-social sector; Sofia Développement, a publisher of management solutions for the liberal paramedical professions and care centres.

For more information, please visit: www.extens.eu



A pioneer in private equity in France, **LBO France** is today a leading multi-specialist investment platform with EUR 5.4 billion under management including participating interests in Twenty-First Capital in France and Polis Fondi SGR in Italy. Its investment strategy is based on five distinct segments managed by dedicated teams: Mid and Small Cap LBO, Digital Health Venture, Real Estate and Proptech, Infrastructure Debt, and Listed Investment. For several years, the Company has expanded its activities in Europe, particularly in Italy with teams in Milan and Rome, as well as on the African continent. Wholly owned by its managers, LBO France is one of the founding members of the International Climate Initiative and one of the first signatories of the France Invest charter for parity.

For more information, please visit: www.lbofrance.com



Bpifrance Investissement is the management company that handles Bpifrance's equity investments. Bpifrance is the French national investment bank: it finances businesses – at every stage of their development – through loans, guarantees, equity investments and export insurances. Bpifrance also provides extra financial services (training, consultancy) to help entrepreneurs meet their challenges (innovation, export, etc.).

For more information, please visit: www.bpifrance.com



Kayentis, a global provider of eCOA (electronic Clinical Outcome Assessment) and Decentralized Clinical Trial solutions (DCTs), helps pharma, biotech and CROs bring simplicity, efficiency and quality to the collection of clinical trial data from both patients and sites. Since 2003, Kayentis has been active in clinical development, with a strong specialization in eCOA solutions for phases II/III across a broad range of therapeutic areas. Over the years, it has developed a full range of services and has enlarged its portfolio beyond eCOA solutions to support the new normal of decentralized and hybrid trials. The company has conducted digital data collection for over 280 clinical trials in 85 countries (18,000 sites and 98,000 patients), employing 120 languages. It has offices in the US (Boston), France (Grenoble) and Japan (Tokyo), and currently employs 185 staff.

For more information, please visit: www.kayentis.com

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