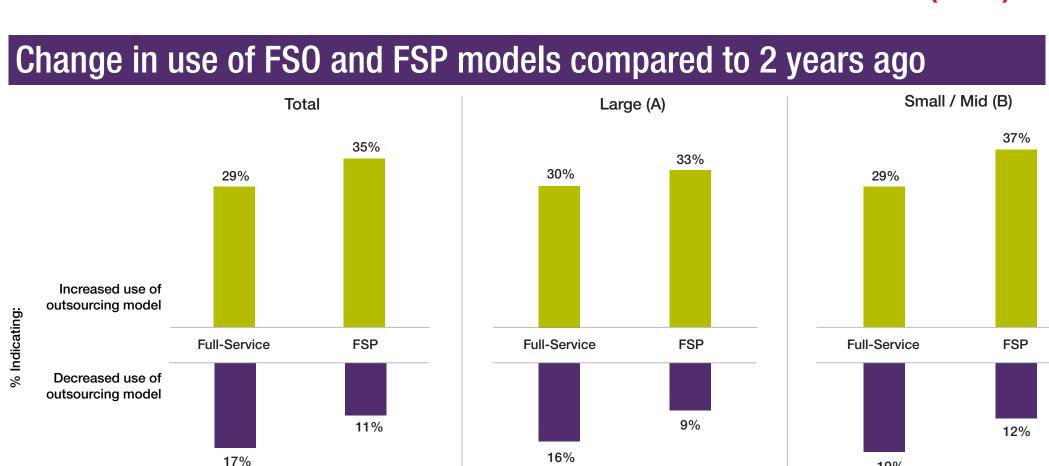
2025 FSP OUTSOURCING TRENDS, CHALLENGES AND OPPORTUNITIES, AND THE FUTURE OF FSP

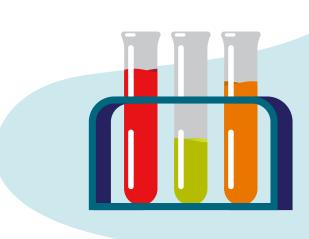
STRATEGIES/MODELS



### USE OF FUNCTIONAL SERVICE PROVIDER (FSP) OUTSOURCING IS GROWING FASTER THAN FULL-SERVICE OUTSOURCING (FSO):

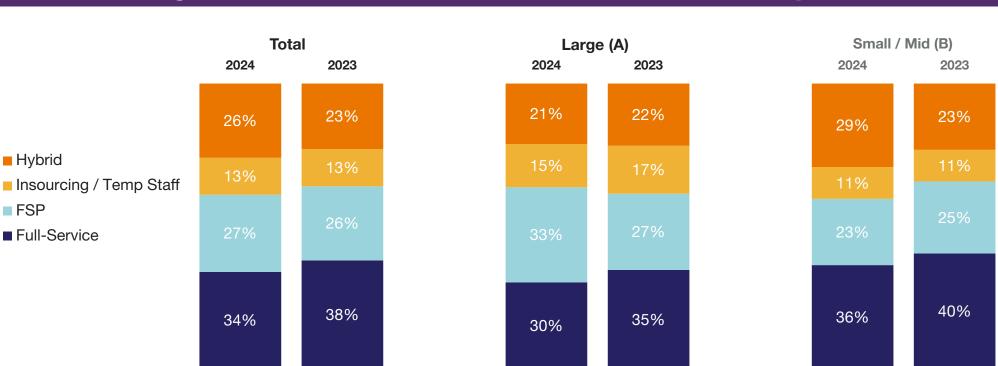


FSP AND INSOURCING/TEMPORARY STAFF AND HYBRID FSP/FSO MODELS ACCOUNT FOR 40% OF CLINICAL DEVELOPMENT **OUTSOURCING, AND IT IS INCREASING:** 



19%

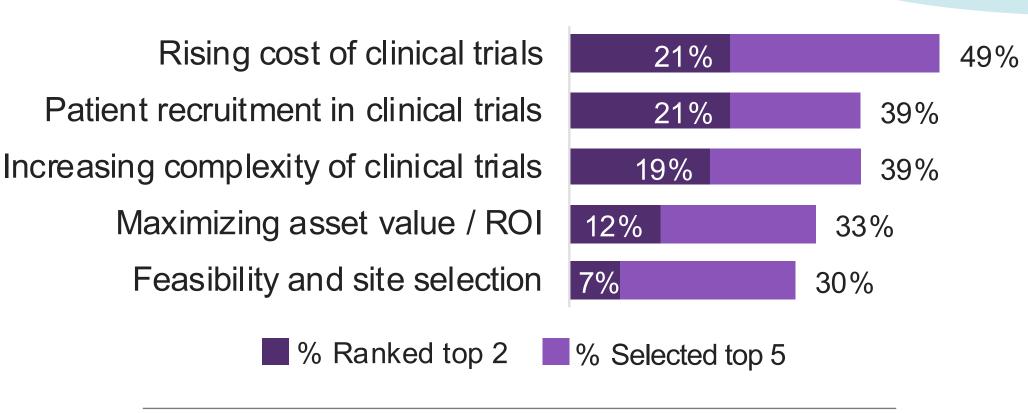
#### Outsourcing model's share of current clinical development work



Source: The Pulse 2024, Global R&D Insights in Pharmaceuticals, PPD Report

Most preferred outsourcing model for clinical development Large (A) Small / Mid (B) **Total** 2024 2023 2024 2023 2023 2024 31% 26% 22% 33% 31% 34% 27% 27% **27%** 26% 27% 27% ■ No Preference Hybrid Insourcing / Temp Staff 41% 39% 38% 37% 35% FSP 33% ■ Full-Service Source: The Pulse 2024, Global R&D Insights in Pharmaceuticals, PPD Report

## DRUG DEVELOPERS FACE THE FOLLOWING TOP 5 CHALLENGES, AND ARE NAVIGATING THEM BY USING FSP MODELS:



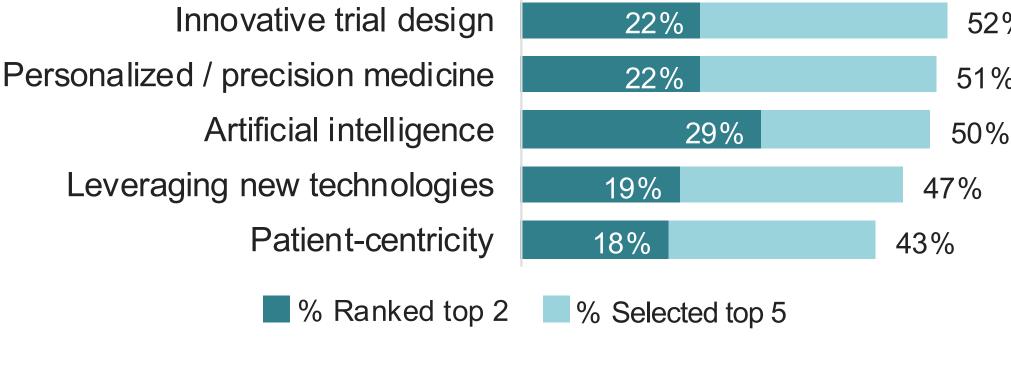


# IN THE AREAS WHERE THEY SEE THE MOST OPPORTUNITIES:

52%

51%

FSP ENGAGEMENTS ALSO HELP SPONSORS



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