



25 May 2020

Additional information in relation to Opyl's announcement on the 20th of May 2020

Melbourne, Australia, 25th of May 2020, Opyl Ltd (ASX:OPL) today provides additional information in relation to its commercial update released on the 20th of May at the request of the ASX. In reference to the signing of two new contracts. Individually these two contracts do not represent a material event as they will not increase the company's forecast revenue by greater than 10% for the year ended 30 June 2020.

Per the company's comments in the March 2020 Quarterly Activities Report, these contracts are a by-product of the considerably higher than normal number of new client enquiries influenced by the marked increase in the use and reliance upon social media by health, government and medical research. As a consequence, supports the company's expectations that cash receipts will improve in the current period coupled with reduced administrative expenditure and the company's eligibility for R&D tax incentive and COVID19 business support payments as previously announced.

As noted above, in the company's view neither of the contracts will materially affect the Opyl's earnings against market expectations, however, reflect positive steps in the right direction as the company continues to transform itself. As such, the intention of the Company's announcement on the 20th of May 2020 is to provide shareholders regular and ongoing overview in respect of its progress.

Opyl offers a range of services across the digital healthcare services including:

- Accelerating clinical trial recruitment and retention through social and digital outreach technology
- Social media-based market insight and analysis specific to the healthcare sector
- Social media management, content creation and strategic digital marketing services
- Customised social media training services
- Competitive SEO analysis

The two contracts outlined involve some of these services. The following provides additional information pertaining to those contracts:

| ASX questions | Contract 1 | Contract 2 |
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| Term of each contracts entered by OPL | <p>This is an initial engagement based to deliver a specified digital marketing project to Bristol Myers Squibb in conjunction with humun. The contract is with humun, who has subcontracted to Opyl to deliver the project.</p> <p>This is the first contract to be realised under the recent humun/Opyl collaboration announced in February 2020.</p> <p>The project has now commenced and will be completed by the end of June 2020.</p> | <p>This is a project agreement with the Australian Stroke Alliance. Terms and detail associated with the contract are confidential as the Australian Stroke Alliance has engaged with Opyl to support a highly competitive objective.</p> <p>The project has commenced and will be completed at 31 July 2020.</p> |



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| <p>The nature of the products and/or services to be supplied under each contract</p> | <p>The contract is related to accessing Opyl's social and digital media expertise to provide insight into key therapeutic markets in the US, as well as building a deeper internal understanding of the value of social media within the business.</p> | <p>The contract is related to accessing Opyl's social and digital media expertise to provide strategic advice related to using social media with a view to improving access to healthcare and ultimately a patient's health outcome.</p> |
| <p>The value of each contract</p> | <p>Commercial in confidence</p> <p>This contract represents less than 5% of Opyl's current revenue in value.</p> <p>The company has yet to receive any payment from this contract.</p> | <p>\$28,084 for the 9 week fixed project.</p> <p>The company has yet to receive any payment from this contract.</p> |
| <p>The name of the counterparty for each contract</p> | <p>huumun is the contracted party who in turn has a contract with Bristol Myers Squibb.</p> | <p>Australian Stroke Alliance funded via the Medical Research Future Fund.</p> |
| <p>Can any of the contracts be terminated?</p> | <p>The contract is based on a fixed body of work. The time frame to delivery is short (4 weeks) and payment terms are 100% upon signing, however the contract does stipulate a 90 day payment period. The company will be receiving the funds in the next 120 days.</p> | <p>The contract is based on a fixed body of work. The time frame for the project is short (9 weeks) and the terms are 50% upon signing with two milestone payments.</p> <p>The two milestones are:</p> <p>Milestone 1: - development of a social media strategic plan in support of key business objectives</p> <p>Milestone 2: demonstrate clear positive impact from social media engagement against key business objectives in specified audiences.</p> <p>The company anticipates funds will be received within the next 60 days.</p> |
| <p>Is there any condition precedents that need to be satisfied or that have been satisfied prior to the Company signing each of these contracts?</p> | <p>No</p> | <p>No</p> |



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| Is there any other material information relevant to assessing the impact of the both contracts on the price or value of OPL's securities? | No | No |
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The Board has authorised this announcement for release to the ASX.

-ENDS-

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Opyl is a new generation company working at the intersection of artificial intelligence, social media and healthcare. Our focus is on developing digital tools that improve the healthcare experience for patients, deliver deep market insights from social media data and improve the efficiency and value of the clinical research process.

Our point of difference is the deep healthcare marketing and data science expertise of our diverse team and our understanding of real world data, particularly patient reported outcomes (PRO) and the value of continuous data and dialogue stream within social media.

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