



April 16, 2020

Dear Partner,

The Headlands Research team would like to share with you how we are managing trials one month into the COVID-19 pandemic.

Firstly, our offices remain open, are fully operational, and we are actively seeing patients. Patients are the lifeblood of clinical trial activities and due to our active patient retention efforts, all have chosen to remain in our studies. We have adapted to the COVID-19 situation by implementing procedures that protect both patients and staff safety during each visit and we have effectively integrated PPE across all of our sites. Moreover, a majority of our active visits are conducted in conjunction with eRegulatory and eSource, ensuring that our sponsor partners have real time access to trial data. We are leveraging our highly qualified staff to strengthen procedures and outreach to ensure trial visits are handled with the highest level of quality.

Looking ahead, we are focused on preparing for the initiation of new trial enrollment and the re-opening of trials currently on enrollment hold. We have continued to expand our therapeutic specialist alliances to support trial enrollment and are also actively focused on continuing to grow our patient databases through patient outreach. One such effort, our COVID-19 Positive Patient Database, is active via text and phone screening to ensure these patients will be available for your trials when you are ready.

Our sites have decades of experience in vaccine development and we are fortunate to have already been selected for, and are working with our sponsor partners on, several upcoming COVID-19 vaccine studies. Across all of Headlands' sites, we are prepared to conduct trials for COVID-19 treatment, prophylaxis, and vaccine studies to help find treatments in this time of need.

Operationally, we have built out and expanded our virtual visit capabilities for current and future trials, which has been augmented by our experiences with current state stay at home mandates. Several of our peer sites are facing hardship and closures due to the COVID-19 challenge and we have worked with them on patient transfers to ensure that trials can continue unabated. We will continue to do so during this difficult time because it is the right thing to do.

We want you to know that we remain firmly committed to our partnership and greatly appreciate your confidence in placing your trials with Headlands' sites.

Sincerely,

A handwritten signature in blue ink, appearing to read "Mark Blumling".

Mark Blumling, CEO
Headlands Research