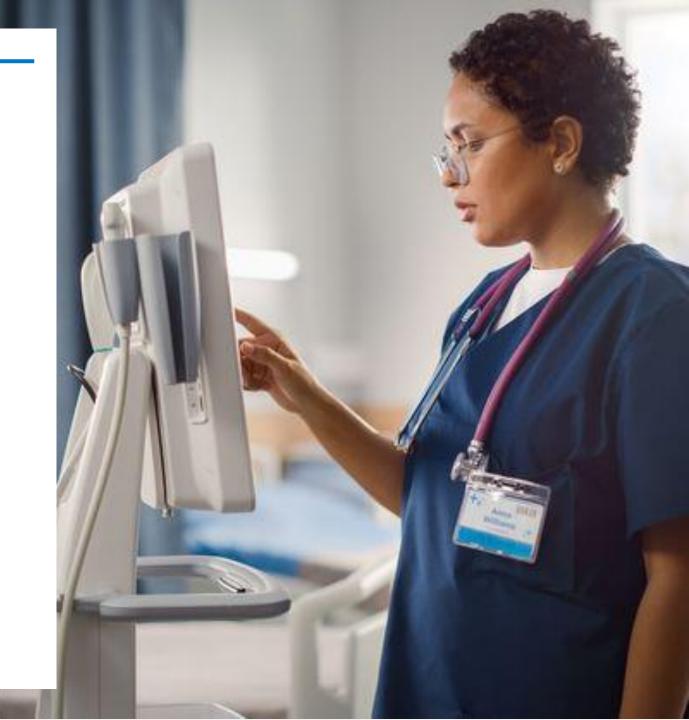
# **UpToDate**

September 2025





Wolters Kluwer

### **Wolters Kluwer Clinical Solutions**

World-leading clinical effectiveness solutions including UpToDate

### Wolters Kluwer Health FY 2024 Revenues €1.584 million



- UpToDate® Clinical Decision Support (Enterprise, Pro)
- UpToDate® Lexidrug™ and Lexidrug Pro
- UpToDate® Patient Engagement
- Medi-Span®
- Sentri7 Surveillance and Sentri7 Drug Diversion (formerly Invistics)
- Simplifi+® Pharmacy Compliance
- Health Language

#### **UpToDate**® Clinical Decision Support

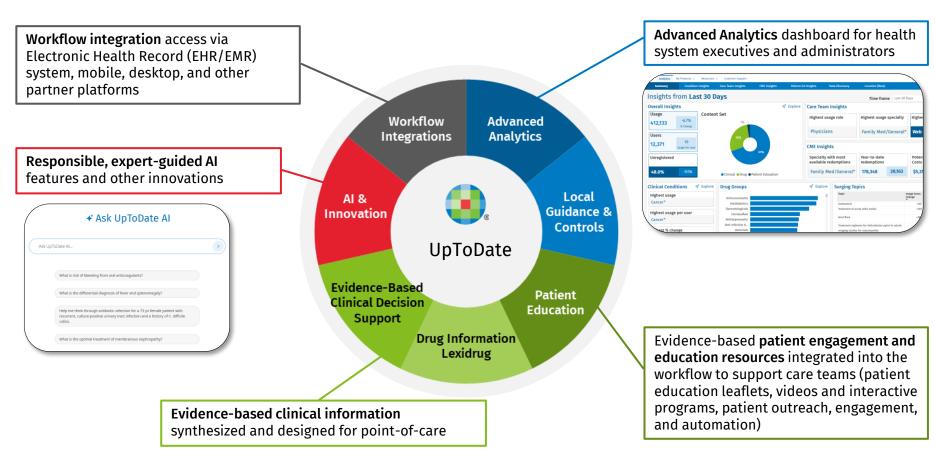
- Circa 10% of Wolters Kluwer revenues
- Circa 80% of revenues from institutional and enterprise customers
- **50,000+** institutional sites globally
- **191** countries; search in 20 languages
- 3m+ users globally
- 7,600+ expert contributors and reviewers
- 50-60 million queries per month
- Renewal rate over 90%
- NPS score 70+
- Over 100 research studies conclude that UpToDate is associated with improved outcomes

Clinical Solutions: c.99% subscription



# **UpToDate® Enterprise**

AI-powered enterprise platform for health systems, providing clinical decision support, drug information, patient support, data analytics and more



Launched March 2024; Enhanced October 2024



### **UpToDate**

### Trusted, expert-validated, proprietary content: by doctors, for doctors

#### **UpToDate Proprietary Content**

Coming soon: full generative AI-enabled conversational search Current search by topic, symptom, disease, drug, procedure etc.

#### **Sources & Inputs:**

#### **UpToDate exclusive:**

- Clinical experience from c.
   7,600 world medical experts
- Approx. 100 in-house physicians, nurses, and pharmacists
- Clinical guidelines and taxonomies
- UpToDate user input

#### Primary/public:

- Medical journals
- · Clinical trial data
- Drug labelling
- Pharmacology studies
- MEDLINE abstracts
- · Other

Evidence-based clinical information synthesized and designed for point-of-care Rigorously reviewed and expert-validated by external network of 7,600 physicians globally Covering 25 medical specialties

Independent, authoritative **drug**reference information

Patient education and engagement content

- Rigorous editorial process
- Continuously updated
- Unified, harmonized content
- Curated, peer-reviewed, actionable content

#### **Customers:**

- Hospital systems
- Ambulatory care centers
- Medical clinics
- Individual doctors
- Nurses and other caregivers
- Hospital and retail pharmacies
- Third-party payers

# Workflow Integration & Partnerships:

- EMR integration w/ key vendors, e.g.,: Epic, Cerner, athenahealth, etc.
- Partners: clinical notes (ambient listening): Abridge, Suki, Dragon Co-Pilot Studio



# Workflow integration and partnerships

Integration is critical to effectiveness and efficiency

**UpToDate®** 

Medi-Span®

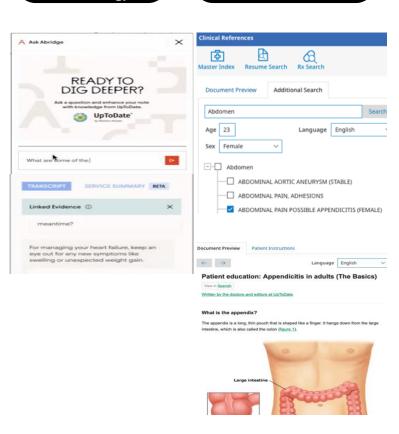
Sentri7®

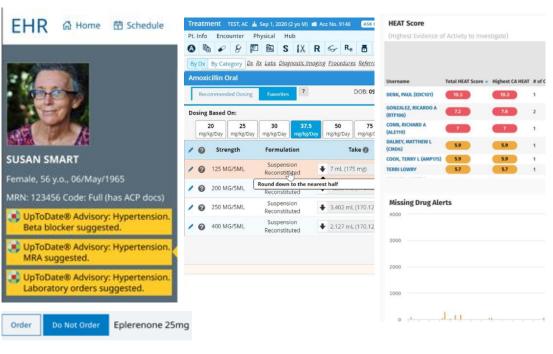
Ambient Technology EMR (Epic Native Patient Education)

EMR (Chronic Condition Care)

EMR (Drug Dosing & Interactions)

Drug Diversion
Solution

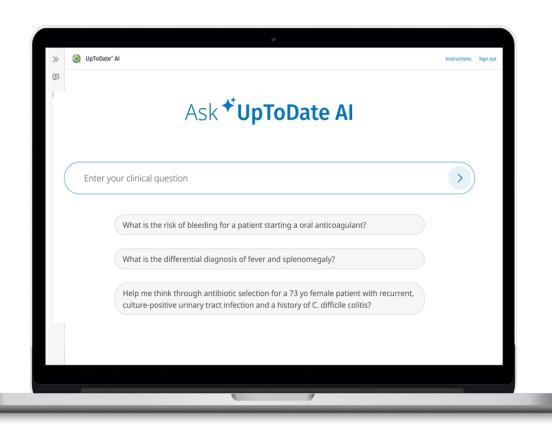






### **UpToDate Al**

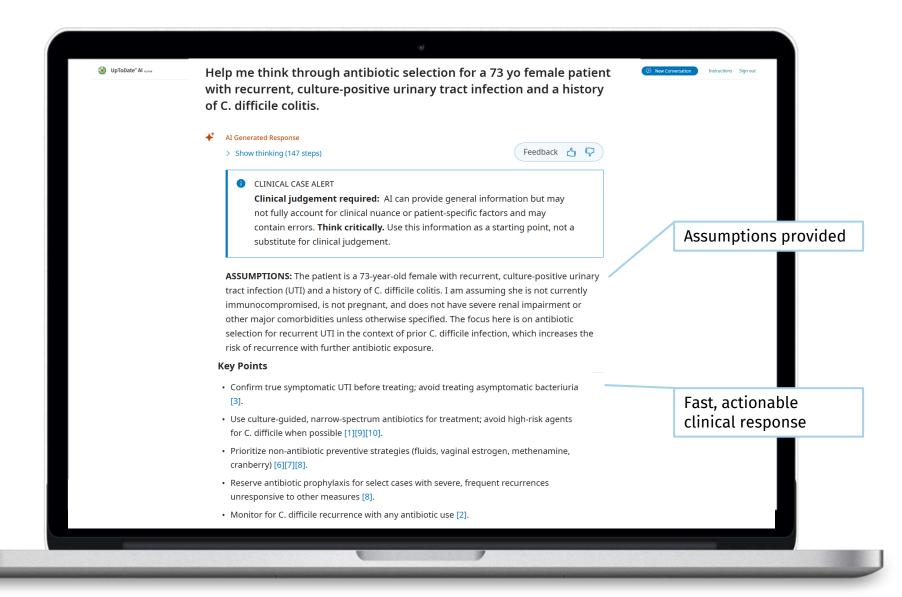
Full generative-AI conversational functionality developed organically over 2 ½ years in collaboration with customers (AI Labs)

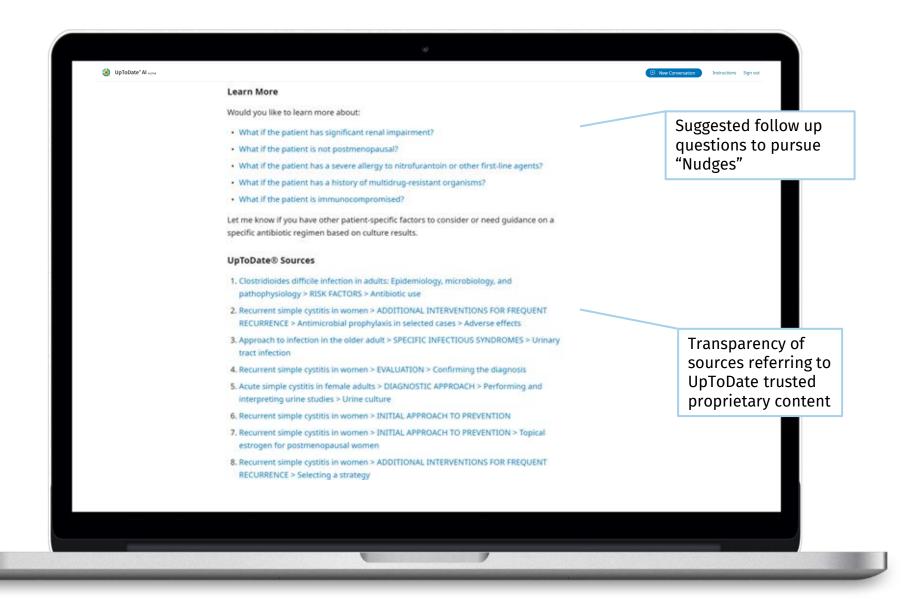


- Full generative AI conversational interface
- Seamless workflow integration
- Fast, trustworthy guidance
- A proprietary Thinking Mode provides real-time insights to aid clinical decision making (patent pending)
- Each step of algorithm designed by experts, uniquely reflects how clinicians reason and act
- More than a fine-tuned LLM, UpToDate content dynamically drives model reasoning and validates every GenAI response

Currently in pre-release; limited market release planned for October 2025







### **Customer feedback**

Customer feedback underscores the importance of trust, editorial rigor, expert validation, workflow integration

"UpToDate AI builds on a trusted foundation delivering faster, smarter answers when they matter most. It's a meaningful step forward in supporting confident, evidence-based care."

Clinician, U.S. Academic Medical Center

"UpToDate has always been a go-to resource for our clinicians, and UpToDate AI takes that to the next level. It's not just a tech upgrade – it's a smarter, faster way to get trusted answers when they're needed most. We're rolling this out because it aligns with how we deliver care: quick, reliable, and grounded in evidence. It's another step forward in making sure our teams have the right tools at the point of care."

Clinician, U.S. Academic Medical Center

"I really like that it's grounded in UpToDate...in articles that are vetted and immediately available."

Chief Medical Officer, Large U.S. Regional Hospital

"It has a nice ability to synthesize a short question and get behind what you might be asking even without specifics."

Clinician, Major U.S. Academic Medical Center

"UpToDate AI is a smarter, faster way to deliver trusted answers – right when clinicians need them. It's a natural extension of how we deliver care: quick, reliable, and evidence-based."

Clinician, U.S. Academic Medical Center

"This is really compelling! People trust UpToDate and if we're able to limit responses to UpToDate and really make it trustworthy...I think that's fantastic!"

CMIO, Prominent U.S. Academic Health System



# Forward-looking statements

This presentation contains forward-looking statements. These statements may be identified by words such as "expect", "should", "could", "shall", and similar expressions. Wolters Kluwer cautions that such forward-looking statements are qualified by certain risks and uncertainties that could cause actual results and events to differ materially from what is contemplated by the forward-looking statements. Factors which could cause actual results to differ from these forward-looking statements may include, without limitation, general economic conditions, conditions in the markets in which Wolters Kluwer is engaged, conditions created by global pandemics, such as COVID-19, behavior of customers, suppliers and competitors, technological developments, the implementation and execution of new ICT systems or outsourcing, legal, tax, and regulatory rules affecting Wolters Kluwer's businesses, as well as risks related to mergers, acquisitions and divestments. In addition, financial risks, such as currency movements, interest rate fluctuations, liquidity and credit risks could influence future results. The foregoing list of factors should not be construed as exhaustive. Wolters Kluwer disclaims any intention or obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

