

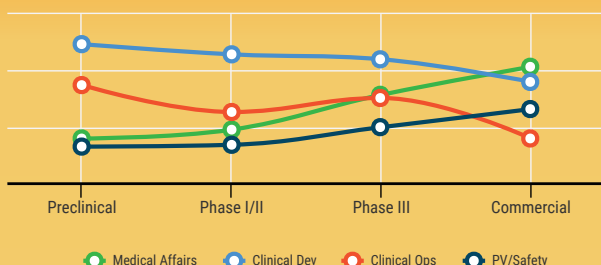
State of the CMO 2018

Benchmarking the role of the Chief Medical Officer

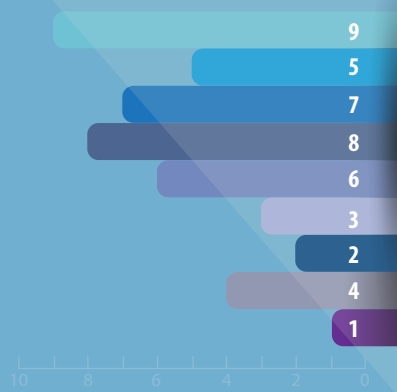


As the size and pipeline of a company grows, CMO responsibilities shift from a **clinical** focus to a **medical** focus

Time Spent vs. Clinical Stage



Time Commitment



Clinical development is consistently the greatest **time** commitment across respondents...

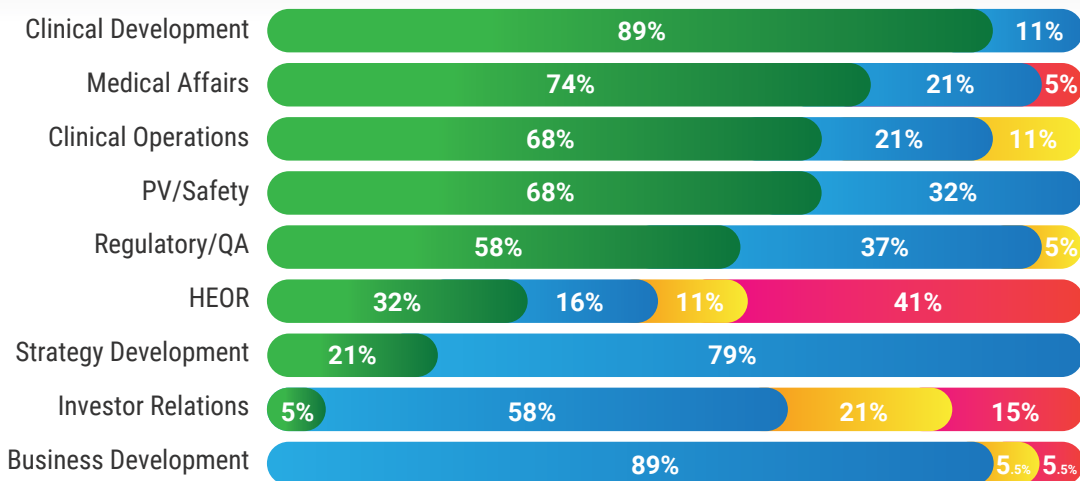
Perceived Value



And is also perceived as the most **valuable** by the company.

How is the CMO involved with specific functions and responsibilities?

● Own Function ● Support Function ● Consult Function ● Not Involved



Regulation is a key concern across the CMO. Respondents indicate that regulation poses a serious and unpredictable risk to business operations.



What about internal concerns? **Authority** and **influence** vis-a-vis other executives are the most common organizational hurdles to CMO impact