



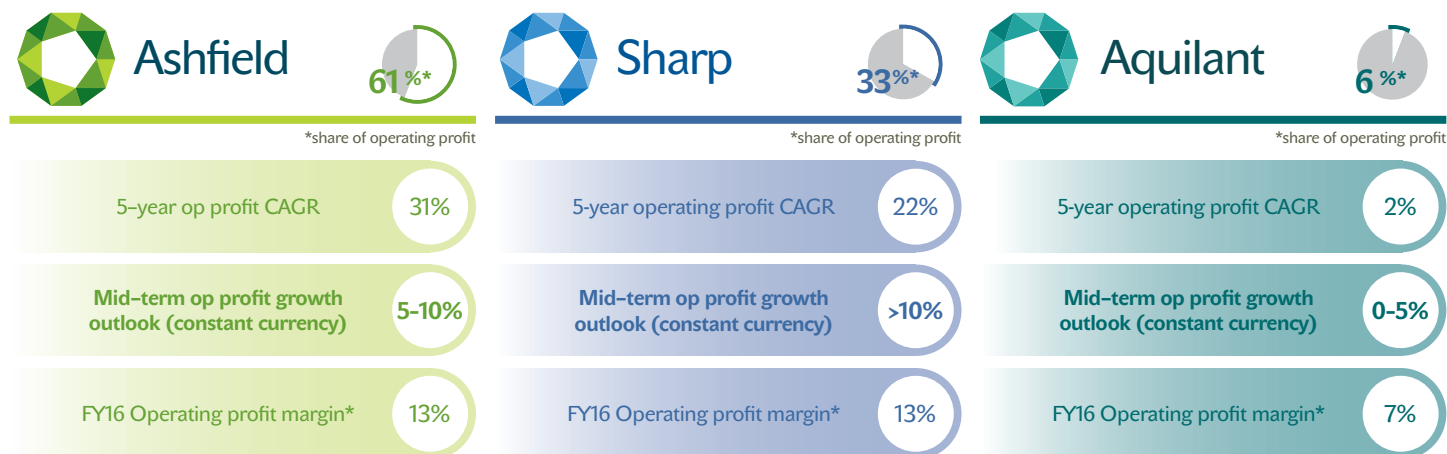
UDG Healthcare plc

UDG Healthcare is a leading international partner of choice delivering commercial, clinical, communications and packaging services to the healthcare industry.

UDG Healthcare provides innovative, outsourced services through the product life cycle, including sales teams, nursing educators, healthcare communications and events, commercial packaging, drug serialisation and clinical trial solutions. These services enable healthcare companies to bring their products to market and improve the lives of thousands of patients globally.



Our divisions



*Net operating margin

- Over 300 healthcare companies as clients
- Services across 50 countries
- 6,000+ employees
- Commercialisation and clinical services including sales representatives, nursing services, contact centres and meetings and events
- Healthcare communications, providing scientific communications content, PR, advisory and patient centred services
- Medical information and commercial audits

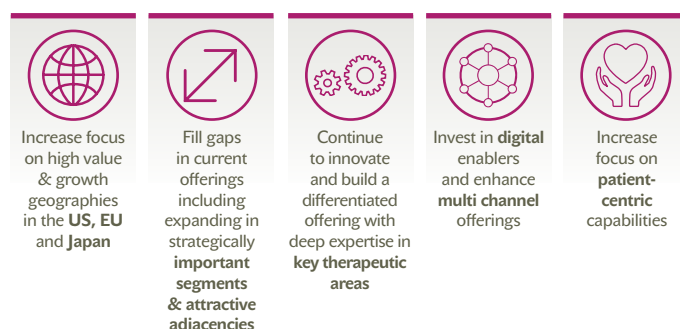
- Operations in 4 countries with 7 packaging sites across the US and Europe
- 1,800+ employees
- >3 billion units of sale serialised in US and Europe and 35 serialisation programmes with 35 pharma companies
- Market leader in commercial packaging in multiple formats including bottling, blistering, biotech and kitting
- Growing clinical trial packaging services business from pre-clinical through to commercialisation
- Industry leading serialisation solutions for 'Track and Trace' compliance - requirement for prescription drugs to have a unique serial code to combat counterfeit drugs

- Operations in Ireland, the UK and the Netherlands
- Medical and scientific device sales, marketing, engineering and distribution in areas such as endoscopy, cardiology, radiology and orthopaedics
- Vision is to be recognised as the most commercially innovative, patient and customer focused market service organisation for the medtech and scientific sectors

Investment proposition

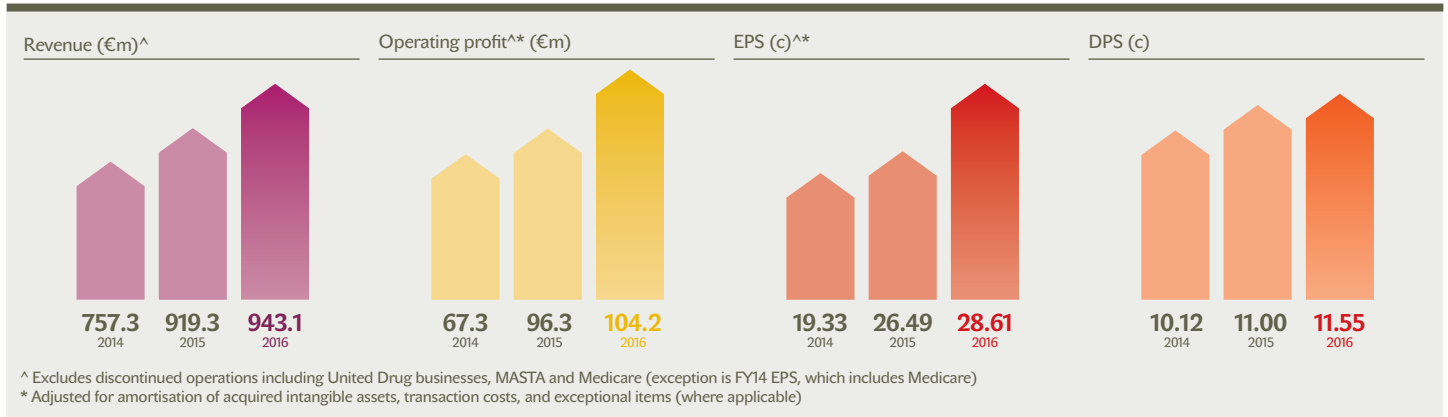


Compelling growth strategy



Underpinned by strong balance sheet and cash generation

Strong financial performance



FY16 highlights

Ashfield operating profit



driven by Ashfield Commercial & Clinical and Ashfield Communications

Sharp operating profit



driven by continued growth in the US commercial packaging business

Aquilant



due to the timing of capital sales activity

*Underlying operating profit growth, adjusted for amortisation of acquired intangible assets, transaction costs and exceptional items



Disposal of distribution businesses provides cash for strategic investments

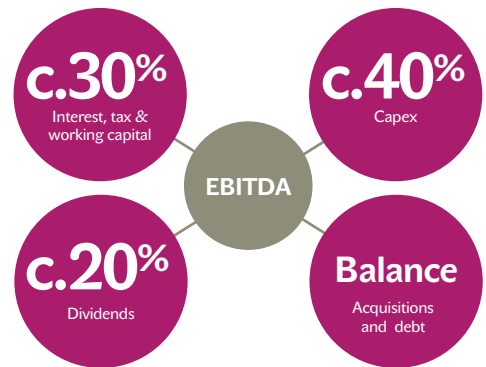


Continued investment in functional capabilities and new capacity at Sharp

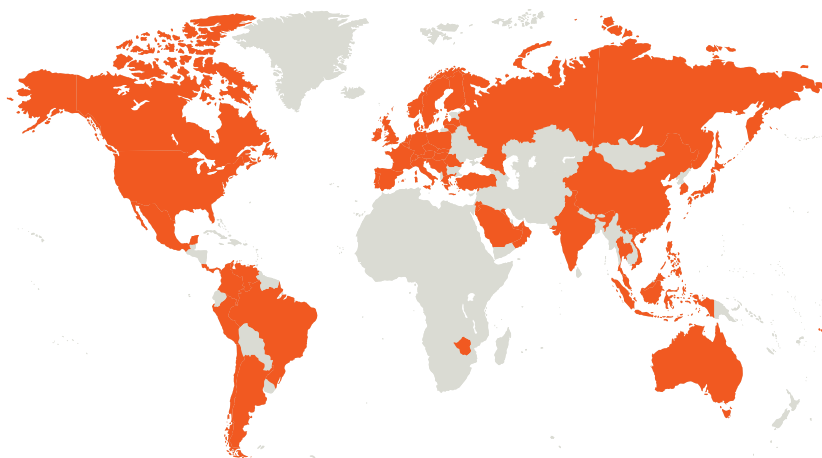
Capital deployment

Continuing Group ROCE 13.7%

Target of 15% ROCE within 3 years on Capex and M&A



Geographic reach



Highly experienced management team



Peter Gray
Non-Executive Chairman

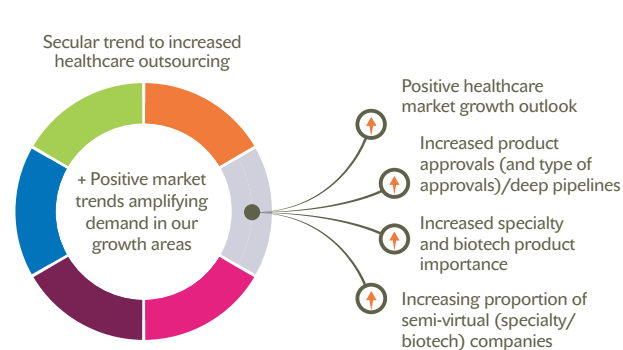


Brendan McAtamney
Chief Executive



Alan Ralph
Chief Financial Officer

Operating in a compelling growth market



Global healthcare spending on drugs expected to increase to

\$1.4tr

by 2020

Increase in FDA drug approvals



Speciality drugs represent 36% of drug spend in the US in 2015

>36%

(up from 24% in 2010)

Sources:

- 1) IMS Institute for Healthcare Informatics, November 2015; Global Medicines Use in 2020.
- 2) IMS Market Prognosis May 2015; at ex-manufacturer price levels, not including rebates and discounts. Contains audited + unaudited data. US\$ used for Argentina, Venezuela, Nigeria & Ukraine due to hyperinflation.
- 3) IMS Institute for Healthcare Informatics, April 2016, Medicines use and spending in the US, A review of 2015 and outlook to 2020

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UDG Healthcare plc

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