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.

- 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

Our divisions

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- 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

- Increase focus on patient-centric capabilities
- Increase focus on high value & growth geographies in the US, EU and Japan
- Fill gaps in current offerings including expanding in strategically important segments & attractive adjacencies
- Continue to innovate and build a differentiated offering with deep expertise in key therapeutic areas
- Invest in digital enablers and enhance multi channel offerings

Underpinned by strong balance sheet and cash generation
Strong financial performance

Revenue (€m)^  Operating profit** (€m)  EPS (c)**  DPS (c)
943.1  104.2  28.61  11.55
919.3  96.3  26.49  11.00
757.3  67.3  19.33  10.12

* Excludes discontinued operations including United Drug businesses, MASTA and Medicare (exception is FY14 EPS, which includes Medicare)
** Adjusted for amortisation of acquired intangible assets, transaction costs, and exceptional items (where applicable)

FY16 highlights

Ashfield operating profit  Sharp operating profit  Aquilant
Up 9%*  Up 12%*  Down 2%*
driven by Ashfield Commercial & Clinical and Ashfield Communications
driven by continued growth in the US commercial packaging business
due to the timing of capital sales activity

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

Revenue by geography
North America  45%  UK & Ireland  38%  EU & ROW  17%

Highly experienced management team

Peter Gray  Non-Executive Chairman
Brendan McAtamney  Chief Executive
Alan Ralph  Chief Financial Officer

Operating in a compelling growth market

Secular trend to increased healthcare outsourcing

Positive healthcare market growth outlook
Increased product approvals (and type of approvals)/deep pipelines
Increased specialty and biotech product importance
Increasing proportion of semi-virtual (specialty/biotech) companies

Positive market trends amplifying demand in our growth areas

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; 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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