



## UDG Healthcare is a global leader in the healthcare advisory, communications, commercial, clinical and packaging services industry.

Operating across two divisions, Ashfield and Sharp, UDG provides outsourced services which enable over 300 healthcare companies from large pharmaceutical to small biotech to bring their products to market, supporting patients to access and adhere to their medications and educating and communicating effectively with healthcare professionals and patients on these products.



### Our divisions



A global leader in healthcare advisory, communication, commercial and clinical services for the pharmaceutical and healthcare industries



- Advisory** - Healthcare advisory, strategic consulting, analytics and benchmarking audit services.
- Communications** - Scientific and brand creative communications, digital and patient-centred capabilities, specialised agencies in behavioural science, rare disease, PR and on-demand advertising services.
- Commercial and Clinical** - Commercial and clinical services including sales reps, patient services, contact centres, medical affairs and meetings and events.
- Key Market Trends** - Growth of specialty drugs resulting in increased demand for multichannel and digital communications; growing demand for data; increasing drug approvals; migration to direct patient engagement; growth in orphan drug and rare diseases; increasing importance of patient adherence.



A global leader in contract packaging and clinical trial supply services



- Clinical** - A comprehensive integrated clinical trial supply and management service, from pre-clinical through to commercialisation.
- Manufacturing** - Clinical manufacturing services including analytical services, formulation development, over-encapsulation and placebo manufacture.
- Packaging** - Commercial packaging solutions in multiple formats including bottles, blisters, specialty and secondary packaging.
- Technology** - Technology to support both commercial and clinical packaging services including design, serialisation solutions and clinical IRT.
- Key Market Trends** - Continued demand for outsourced services; growth of digital solutions including 'Track and Trace' compliance (required for prescription drugs to have a unique serial code to combat counterfeit drugs); demand for secondary packaging of injectables and end-to-end integrated services.

### Acquisitions completed since the United Drug disposal in April 2016

Proceeds from disposal of United Drug Supply Chain businesses reinvested in high-growth businesses, to expand the range of capabilities UDG Healthcare offers its global pharmaceutical client base.



2016

2017

2018

2019

2020

## H1 FY20 highlights

Net revenue  
\$596.2m



Operating profit\*  
\$81.3m



EPS\*  
23.64 cent



\*\*\*\*  
Constant  
currency

## Investment proposition



Positive market dynamics with growing FDA approvals and trend towards increased outsourcing



Global presence and strong market positions, diversified by geography, services



Not directly linked to drug pricing, fee for service model



Clear medium term underlying operating profit growth guidance



Strong balance sheet to support M&A



Investments to support sustainable growth

## Industry: Positive market dynamics

**Growth** of global pharma market and R&D spend

**Increase** in number of FDA drug approvals

Growing proportion of **specialty** medicines

Healthcare companies **outsourcing** to global partners

## Did you know?

In 2019, we achieved an MSCI ESG upgrade to AA and were awarded Carbon Disclosure Project score of B-.

Of the Top 10 projected largest drug launches in the US in 2019, UDG has worked with clients on 5 of them.

Ashfield Communications completed 5,300+ medical writing projects during the year across 130+ therapeutic areas.

Ashfield Commercial and Clinical delivers services in 21 countries and has market leading positions in 12 EU countries. We have over 5000 employees including pharmaceutical representatives, clinical educators and e-representatives.

Sharp US has serialised >2bn units to date.

Sharp's US packaging footprint has nearly doubled since acquisition and the total divisional footprint is >1.2 million square feet.

## Highly experienced board and management team



**Peter Gray**  
**Non-Executive Chairman**

Appointed February 2012  
Previously Vice Chairman &  
CEO of ICON plc



**Brendan McAtamney**  
**Chief Executive Officer**

Appointed CEO February 2016  
Joined as COO September 2013  
Previously held senior positions  
in Abbott



**Nigel Clerkin**  
**Chief Financial Officer**

Appointed CFO May 2018  
Previously CFO of ConvaTec  
Group & Elan Group

## Contact us

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UDG Healthcare plc

