



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

Operating across two divisions, Ashfield and Sharp, UDG Healthcare 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 as well as educating and communicating effectively with healthcare professionals and patients on these products.



### OUR DIVISIONS



Ashfield

A global leader in healthcare advisory, communications, commercial and clinical services.



FY20 Operating Profit

**Advisory** - Healthcare brand advisory, strategic and management consulting, product commercialisation strategy, market access, analytics and commercial audit services.

**Communications** - Medical and scientific communications, corporate communications, public and investor relations, brand and launch strategy, digital marketing and solution development, social media and influencer management, and creative and advertising services.

**Commercial and Clinical** - Omnichannel (field-based, contact centre and digital) sales and clinical educator solutions, patient engagement programmes, medical information, and live and virtual healthcare meetings and events.



Sharp

A global leader in contract packaging, clinical, manufacturing and technology services.



FY20 Operating Profit

**Packaging** - Commercial packaging solutions in multiple formats, including bottles, blisters, specialty and secondary packaging of injectables.

**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, and sterile fill finish.

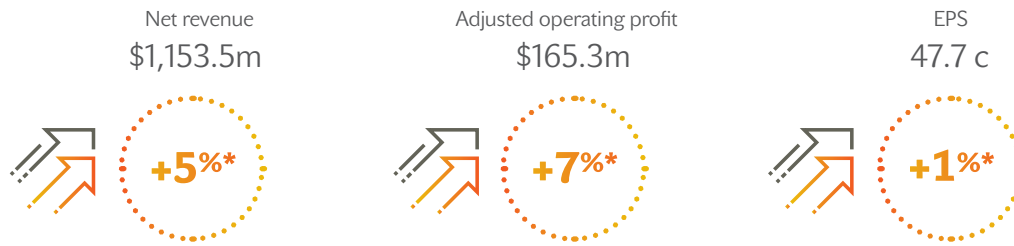
**Technology** - Technology services to support both commercial and clinical packaging including design, serialisation solutions and clinical IRT solutions.

### ACQUISITIONS COMPLETED SINCE THE UNITED DRUG DISPOSAL IN APRIL 2016

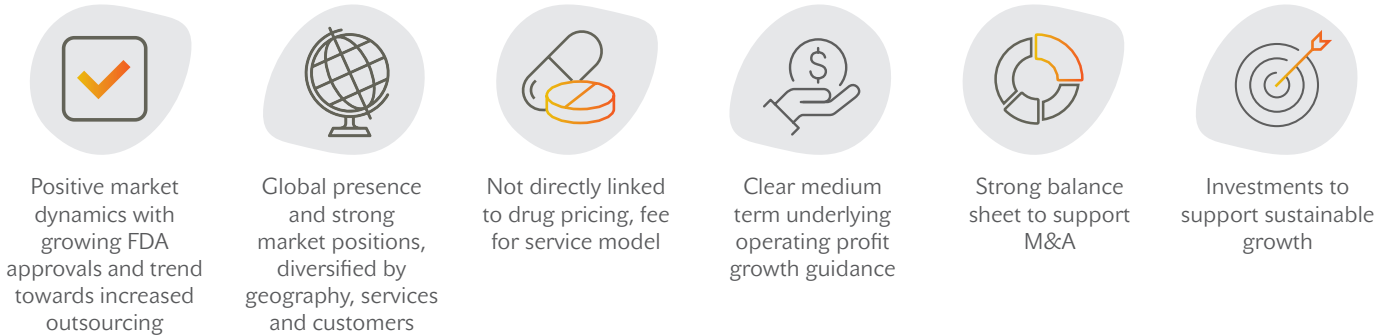
Proceeds from disposal of United Drug Supply Chain businesses are reinvested in high-growth businesses, to expand the range of capabilities UDG Healthcare offers its global pharmaceutical client base.



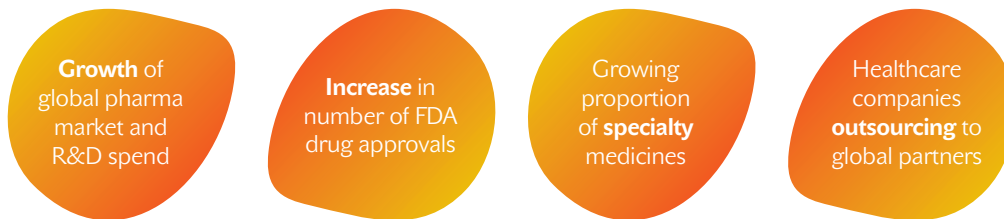
## FY20 HIGHLIGHTS



## INVESTMENT PROPOSITION



## INDUSTRY: POSITIVE MARKET DYNAMICS



## DID YOU KNOW?

Since April 2020, Ashfield has supported 355+ virtual meetings of all sizes for our clients, involving more than 22,500 delegates and faculty

Ashfield Patient Solutions has a 99% overall patient satisfaction score with their clinical educator programmes.

Ashfield's medical information services have over 500,000 customer interactions per year.

Sharp Clinical is currently delivering support for multiple clinical trials related to the treatment of COVID-19 (as at end of FY20).

During 2020, despite the pandemic, Sharp Packaging U.S. supported multiple rapid launches of new drug therapies on behalf of our clients.

In 2020, Sharp hosted more than 65 client and regulatory audits, with over half of those conducted using virtual platforms.

Ashfield Healthcare Communications' innovative training programme Allegro, has trained more than 100 medical writers since it was launched in 2018.

## HIGHLY EXPERIENCED BOARD AND MANAGEMENT TEAM



**Shane Cooke**  
Chair

Appointed October 2020  
Previously President of Alkermes 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



**Ryan Quigley**  
Chief Operating Officer

Appointed COO Sep 2020  
Previously Regional Vice President Europe North, Abbvie

## CONTACT US

### Powerscourt

Lisa Kavanagh  
+44 (0) 20 7250 1446  
udghealthcare@powerscourt-group.com

### UDG Healthcare

Keith Byrne - Head of IR, Strategy & Corporate Communications  
+353 1 468 9000  
investorrelations@udghealthcare.com

UDG Healthcare plc

