

IMS Health

Ari Bousbib, Chairman and CEO
January 13th, 2015



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Who We Are



Mission

- Leverage **information and technology services** to **deliver intelligence** and **drive improved performance** for a growing universe of **healthcare customers globally**

Information



10+ Petabytes of unique data
800,000+ data feeds
100,000+ data suppliers
500M+ anonymous patient records
6M+ professionals and organizations
300,000+ social media sources

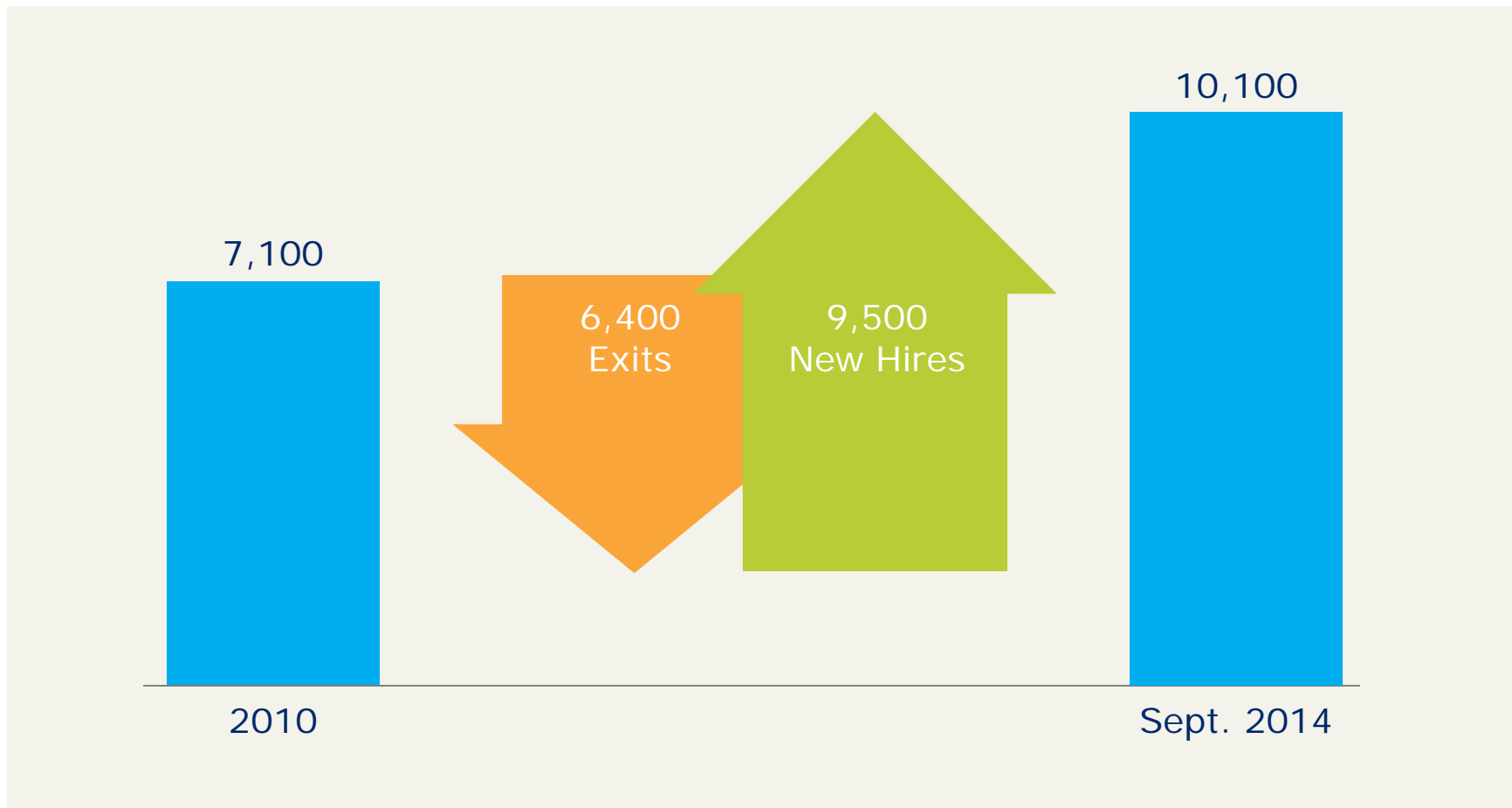
Technology Services



55 billion+ transactions per year
Analytics in the cloud
Pre integrated IMS Health data
SaaS applications

1,200+ healthcare informatics experts worldwide
4,500+ industry and customer experts worldwide
5 global operation centers of excellence

New Organization



Addressable Market

\$75bn*



Core Offerings

Information

- Sales audits
- Promotional audits
- Medical audits
- Specialty audits
- Xponent® prescription data
- Drug distribution data
- Hospital sales tracking

Consulting

- Pricing and Market Access
- Market / Portfolio Strategy

Expanded Offerings

Tech & Apps

- Hosted service solution
- SaaS based cloud software
- Midas and Syndicated analytics
- Master data management
- BI Tools

Work Flow Analytics

- Commercial operations analytics
- Managed services – on-site / off-site

Real World Evidence

- Analytics and Tools
- Outcomes research
- Specialty data sourcing
- Health economic modeling
- Dossier development
- Safety

New Customers

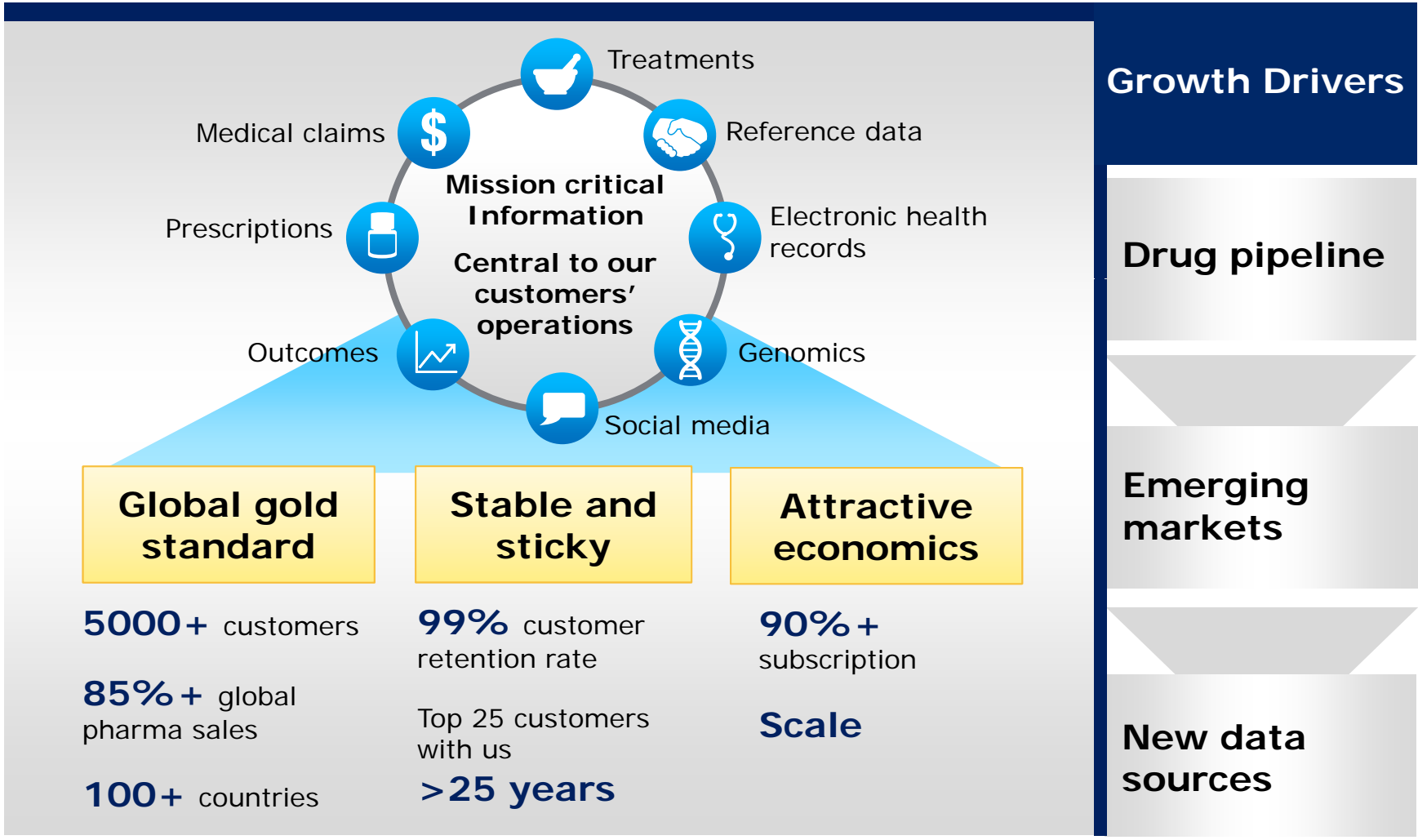
New Customers

- Consumer Health
- OTC
- Medical devices
- Payers
- Providers

* As estimated by IMS Health.

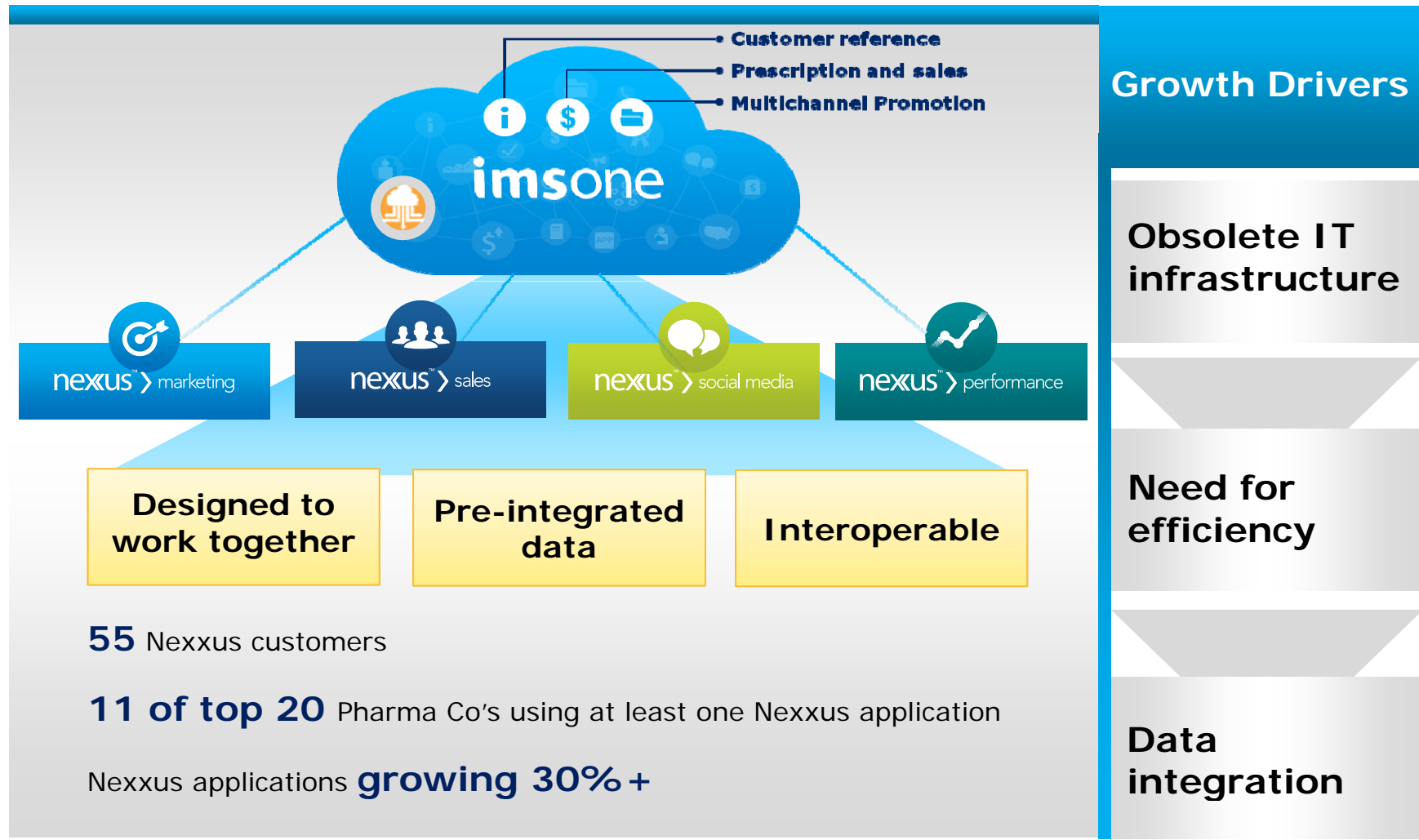
Information Solutions

Worldwide source of healthcare intelligence



Technology & Application Solutions

Nexus commercial application suite

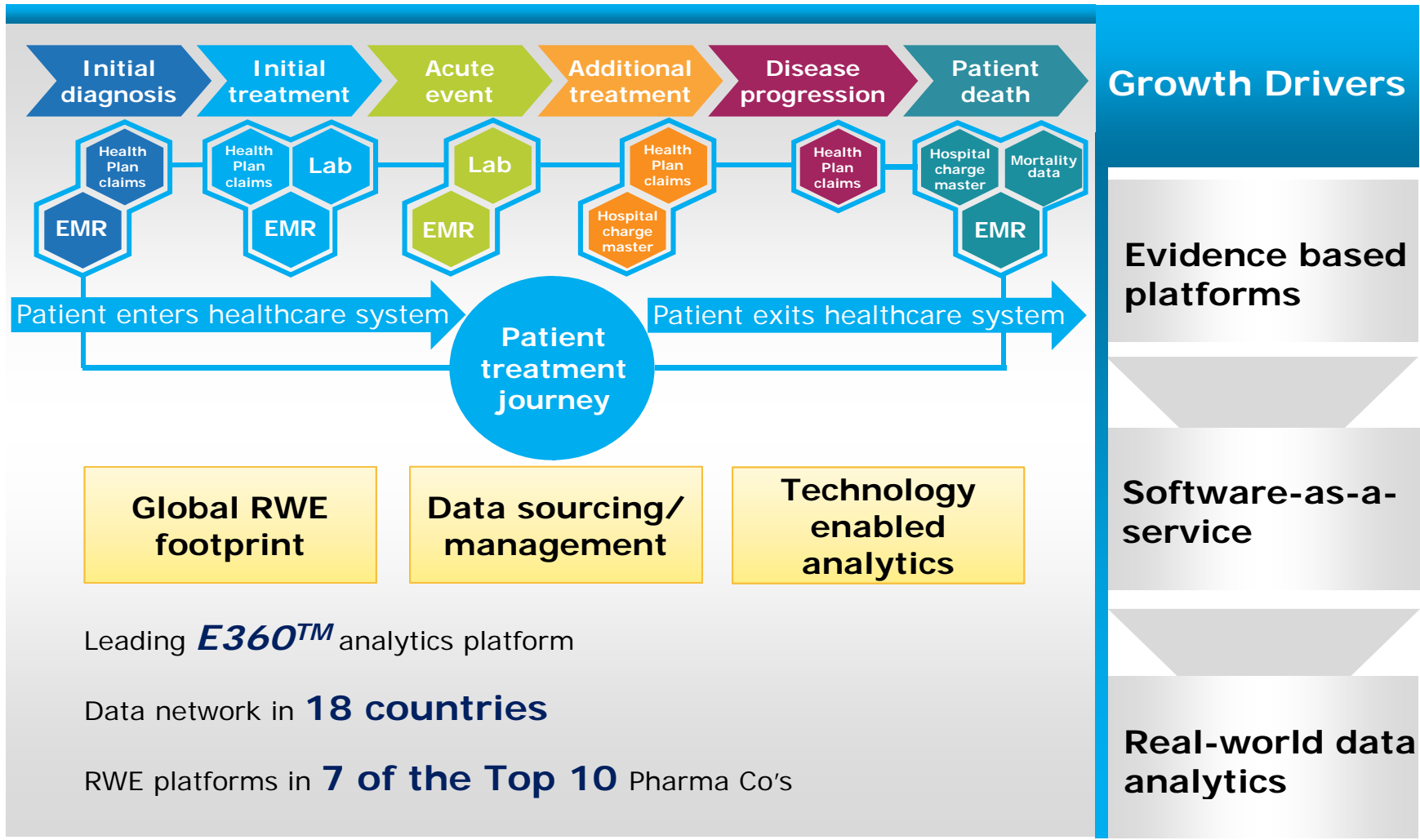


Work Flow Analytics Solutions



Real-World Evidence Solutions


Disease based RWE platforms



Driving Client Performance – Case Examples

Top 5 Pharma

**Hosted Solution:
Brand Management**



- Global Performance Management
- 12 brands in 15 markets
- Implementation services

30%
run-rate savings

Mid-Size Pharma

**Managed Services:
Commercial Operation**




nexus

- From segmentation planning to performance management
- Leverage of Nexxus and **imsOne**

75%
Reduction
time to insight

Top 10 Pharma

**Real World Evidence:
7 Year Collaboration**



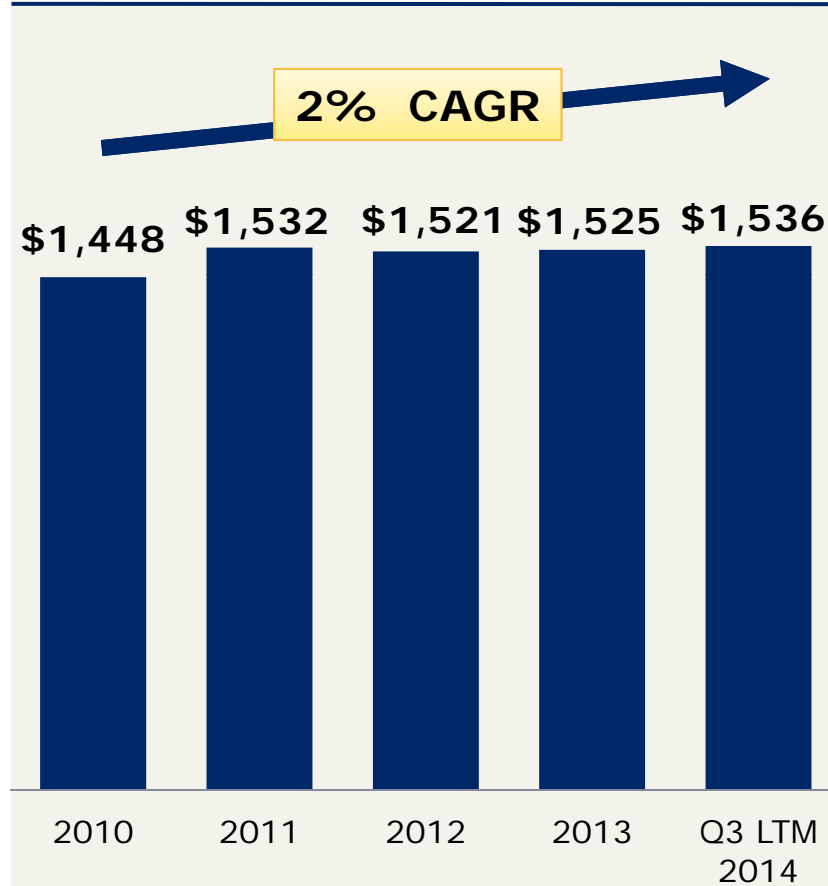
- 500,000 anonymous oncology patients
- Data critical to understand treatments and outcomes
- 250 analysis and HEOR publications

\$500M+
Sales secured

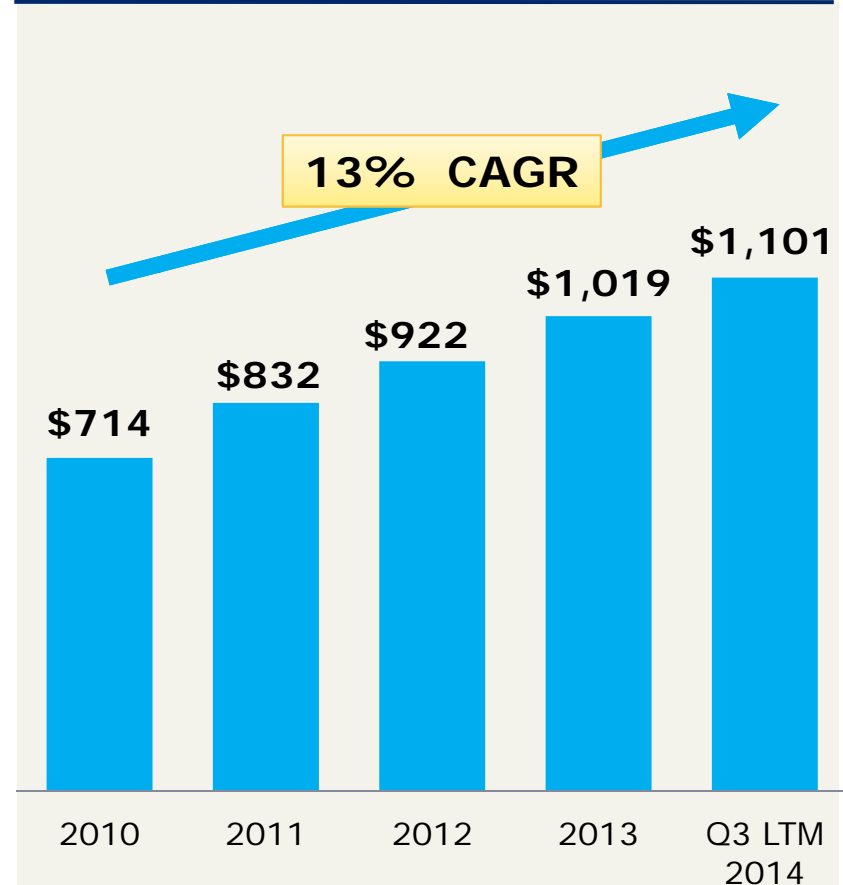
Revenue – Offerings

\$mm

Information



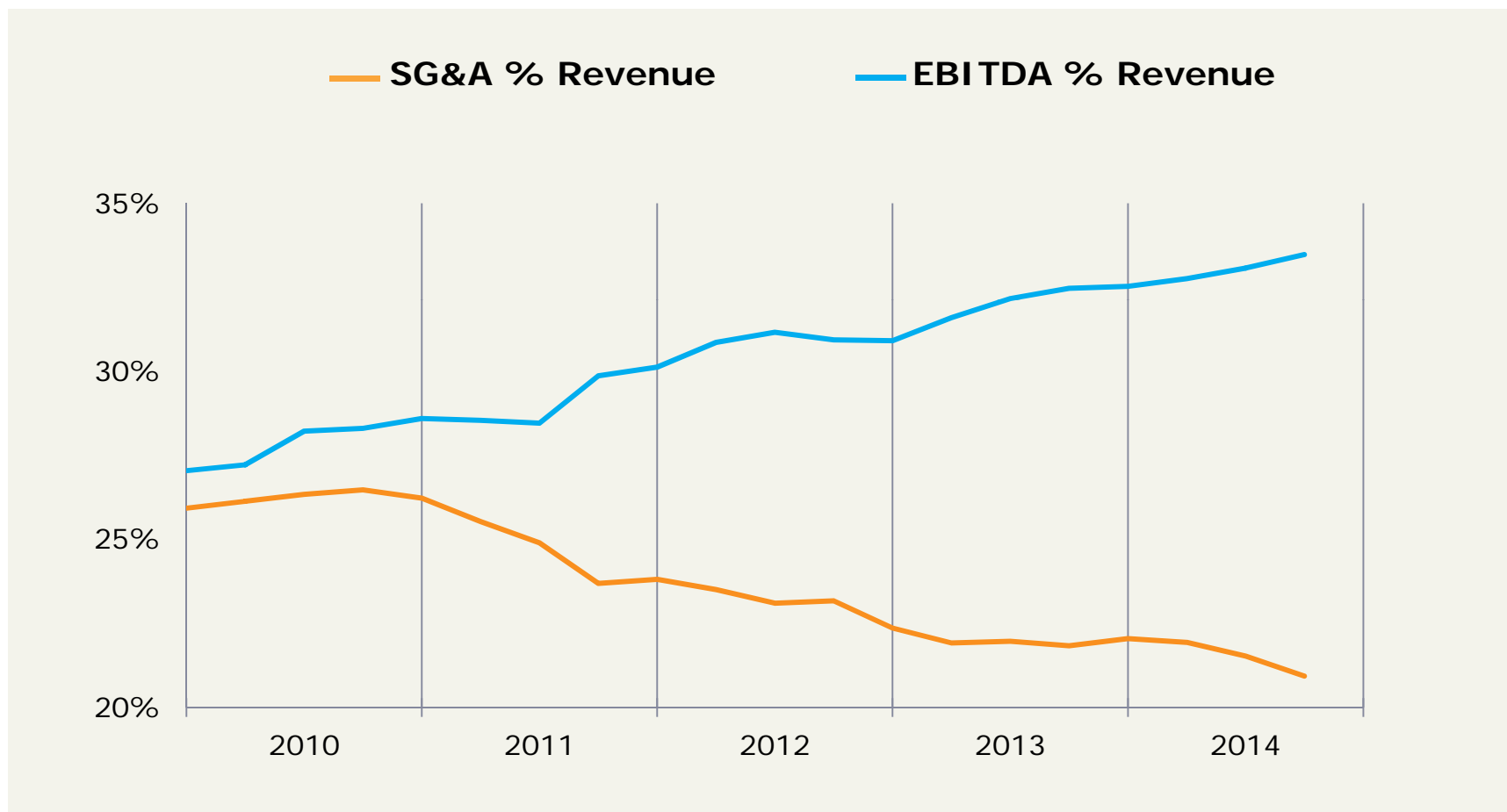
Technology services



Dollars at actual foreign exchange rates on GAAP basis.
Growth rates at constant currency (CFx) calculated using 2009 AFx applied to all years.

Operating Performance

P&L ratios

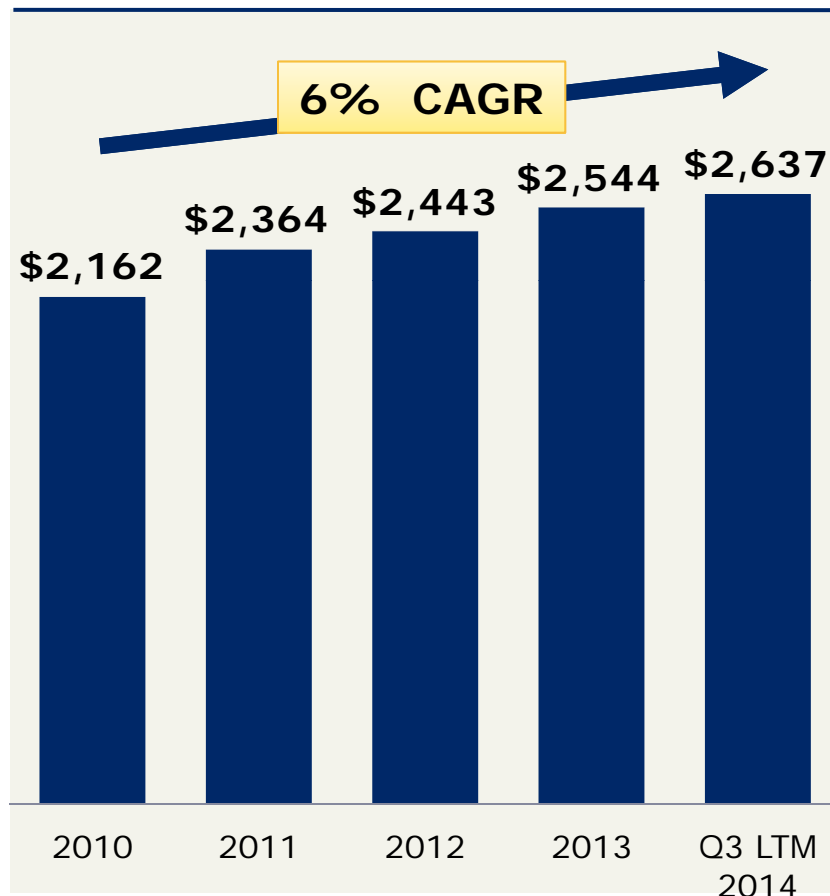


SG&A expense includes: Sales, marketing, administration, IT & infrastructure & non capitalized software development. Revenue does not reflect deferred revenue adjustments related to the LBO and other acquisitions. Calculated using constant Fx rates. EBITDA is "Adjusted EBITDA" as defined in the IMS Health financial statements.

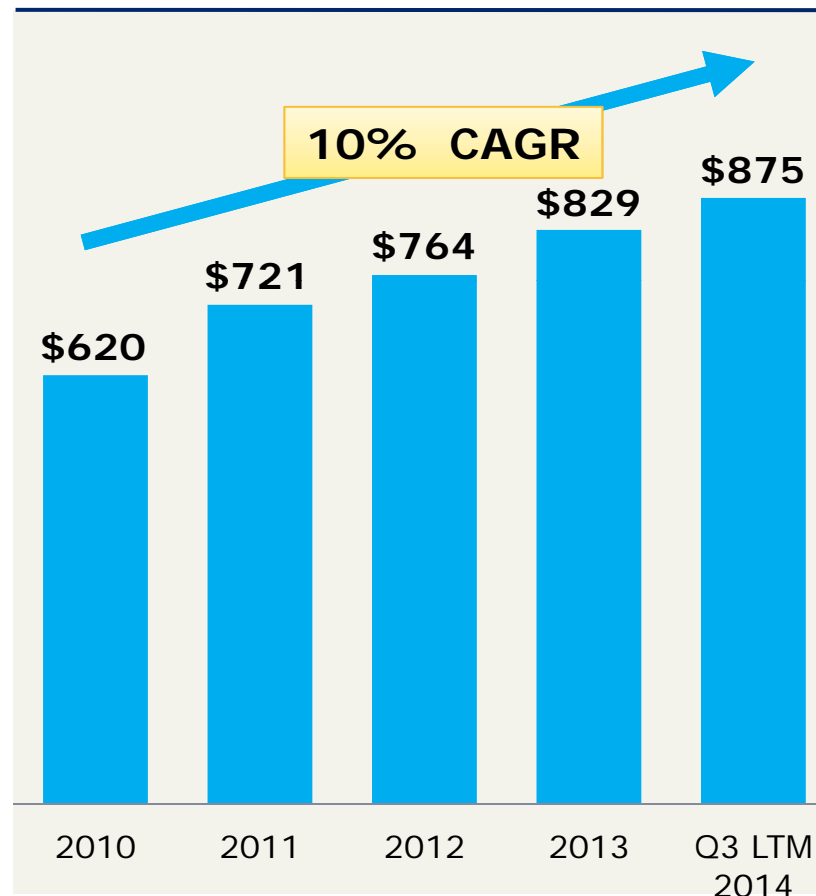
Revenue and EBITDA growth

\$mm

Revenue



EBITDA



Dollars are actual foreign exchange rates. EBITDA is "Adjusted EBITDA" as defined in the IMS Health financial statements. Growth rates at constant currency (CFx) calculated using 2009 AFx applied to all years.

Balance Sheet

\$M	Sept 2014	Dec 2013
Principal Balance of Debt ⁽¹⁾	\$3,923	\$5,027
Net Debt	\$3,568	\$4,298
Gross Leverage Ratio	4.5x	6.1x

**~50% reduction in interest expense
post IPO and refinancing**

1) Excludes \$67M and \$24M of unamortized OID as of December 31, 2013 and September 30, 2014, respectively

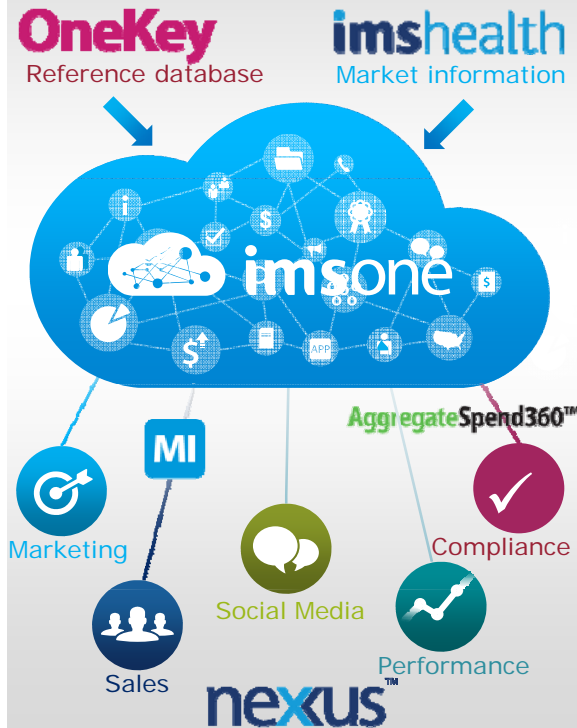
Cegedim Asset Acquisition

Broader and deeper solutions

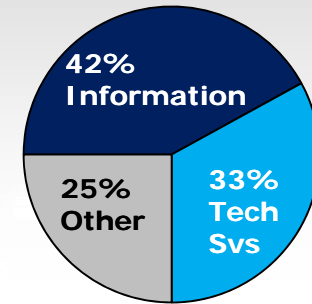
Strategic Rationale

- ✓ Complementary offerings
- ✓ Technology strategy
- ✓ Global footprint
- ✓ Operational efficiencies

Integrated Solutions



Financials



Revenue

2013 Financials⁽¹⁾
 Revenue \$510M
 Adj EBITDA \$76M

Purchase Price
 \$462M

Substantial annualized net synergies

(1) Attested IFRS carve-out financials excluding inter-group transactions; USD:EUR foreign exchange rate of 1.20

Shareholder Value Creation Roadmap

