

Baird 2015 Healthcare Conference

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Forward Looking Statements and Use of Non-GAAP Financial Measures

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended and Section 21E of the Securities Exchange Act of 1934, as amended. Such forward-looking statements reflect, among other things, the Company's current expectations and anticipated results of operations, all of which are subject to known and unknown risks, uncertainties and other factors that may cause actual results, performance or achievements, market trends or industry results to differ materially from those expressed or implied by such forward-looking statements. Therefore, any statements contained herein that are not statements of historical fact may be forward-looking statements and should be evaluated as such. Without limiting the foregoing, the words "anticipates," "believes," "estimates," "expects," "intends," "may," "plans," "projects," "should," "guidance," "targets," "will" and the negative thereof and similar words and expressions are intended to identify forward-looking statements. Actual results may differ materially from the Company's expectations due to a number of factors, including, but not limited to, that most of the Company's contracts may be terminated on short notice, the Company may be unable to maintain large customer contracts or to enter into new contracts, the Company may under-price its contracts, overrun its cost estimates, or fail to receive approval for or experience delays in documenting change orders, the historical indications of the relationship of backlog to revenues may not be indicative of their future relationship, the Company is subject to the complex and changing regulatory and international environments in which the Company operates, the Company may be unable to successfully identify, acquire and integrate businesses, the Company's substantial indebtedness, the Company's effective income tax rate may fluctuate, which may adversely affect our operations, earnings and earnings per share, and other risks more fully set forth in the Company's filings with the SEC, including the Company's annual report on Form 10-K for the fiscal year ended December 31, 2014, as such factors may be amended or updated from time to time in the Company's periodic filings with the SEC, which are accessible on the SEC's website at www.sec.gov. The Company assumes no obligation to update any forward-looking statement after the date of this presentation, whether as a result of new information, future developments or otherwise.

This presentation includes financial measures not prepared in accordance with accounting principles generally accepted in the United States ("GAAP"). Management believes that these non-GAAP financial measures provide useful supplemental information to management and investors regarding the underlying performance of the Company's business operations and are more indicative of core operating results as they exclude certain items whose fluctuations from period-to-period do not necessarily correspond to changes in the core operations of the Company's business. Investors and potential investors are encouraged to review the reconciliations of the non-GAAP financial measures to their most directly comparable GAAP measures attached to this presentation.

Quintiles

Leader in BioPharma Services

Growing Markets

Differentiated
Service Offerings
& Relationships

Deep & Diverse
Customer
Relationships

Clear Industry
Leader

Financial Strength and Execution Momentum

Strategic Agenda

- Profitable growth at above market rates
- Investments leveraging our scale
- World class customer relationship management
- Productivity, delivery & quality
- Top leadership and people development

Attractive and Growing Market

~\$200bn total market across both segments with increasing outsourcing penetration which drives estimated growth of 6% – 8% per year from 2014 – 2017

Approval

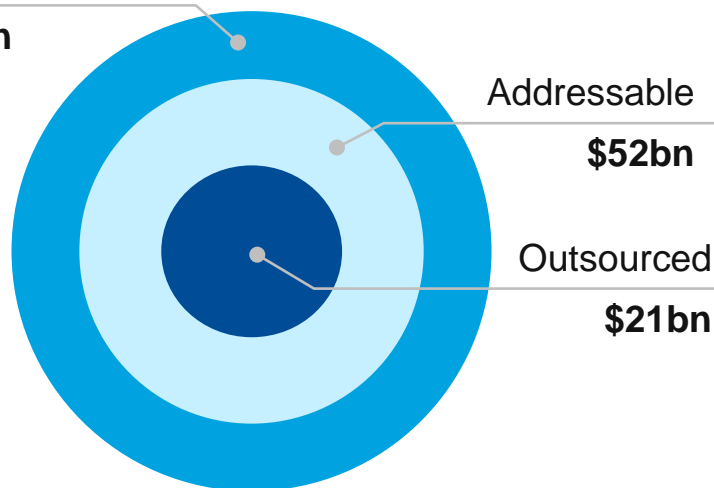


\$95bn Product Development Market⁽²⁾

\$98bn Integrated Healthcare Services Market^(2,3)

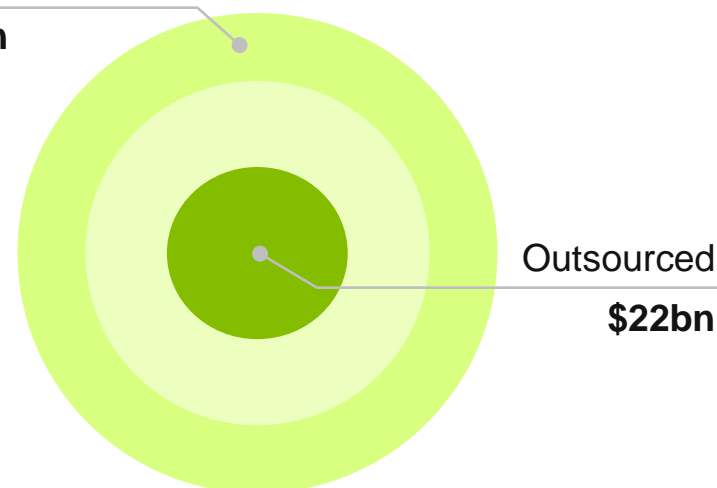
Phase I-IV Clinical Development

\$95bn



Integrated Healthcare Services

\$98bn



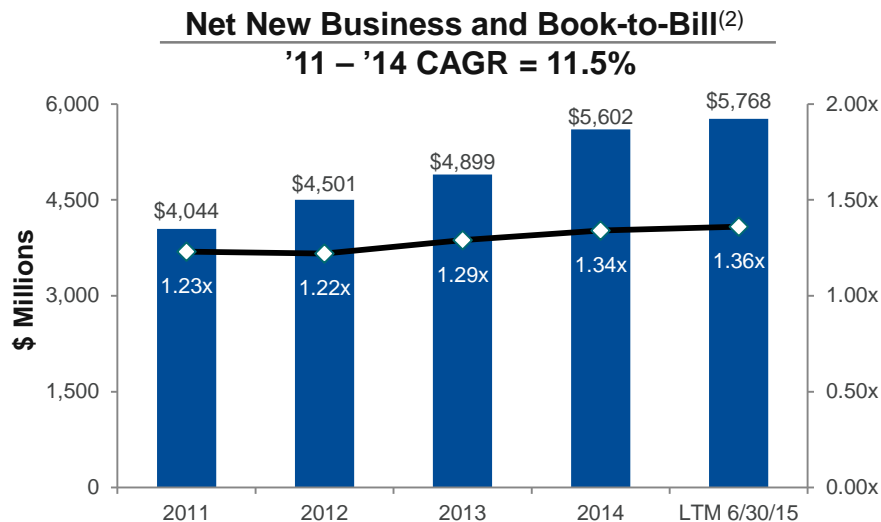
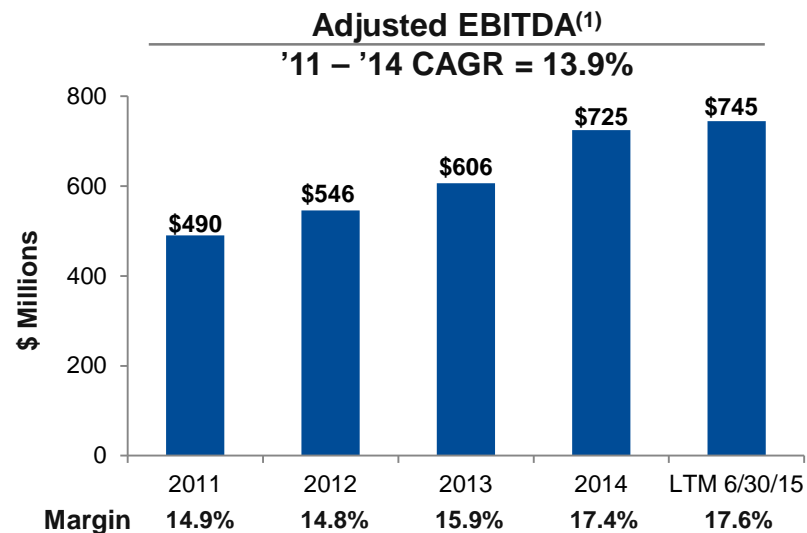
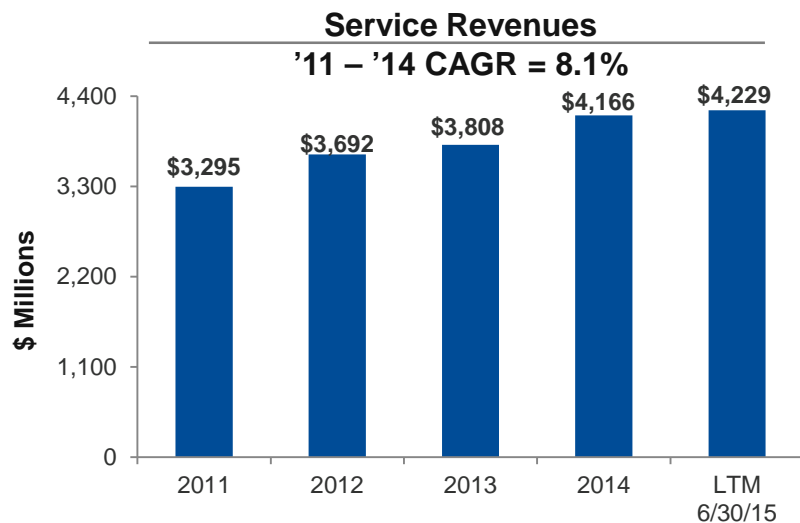
(1) For the year ended 12/31/14.

(2) Based on Company estimates.

(3) Includes market access, reimbursement, observational studies, comparative effectiveness research, health economics & outcomes research, and commercial consulting.

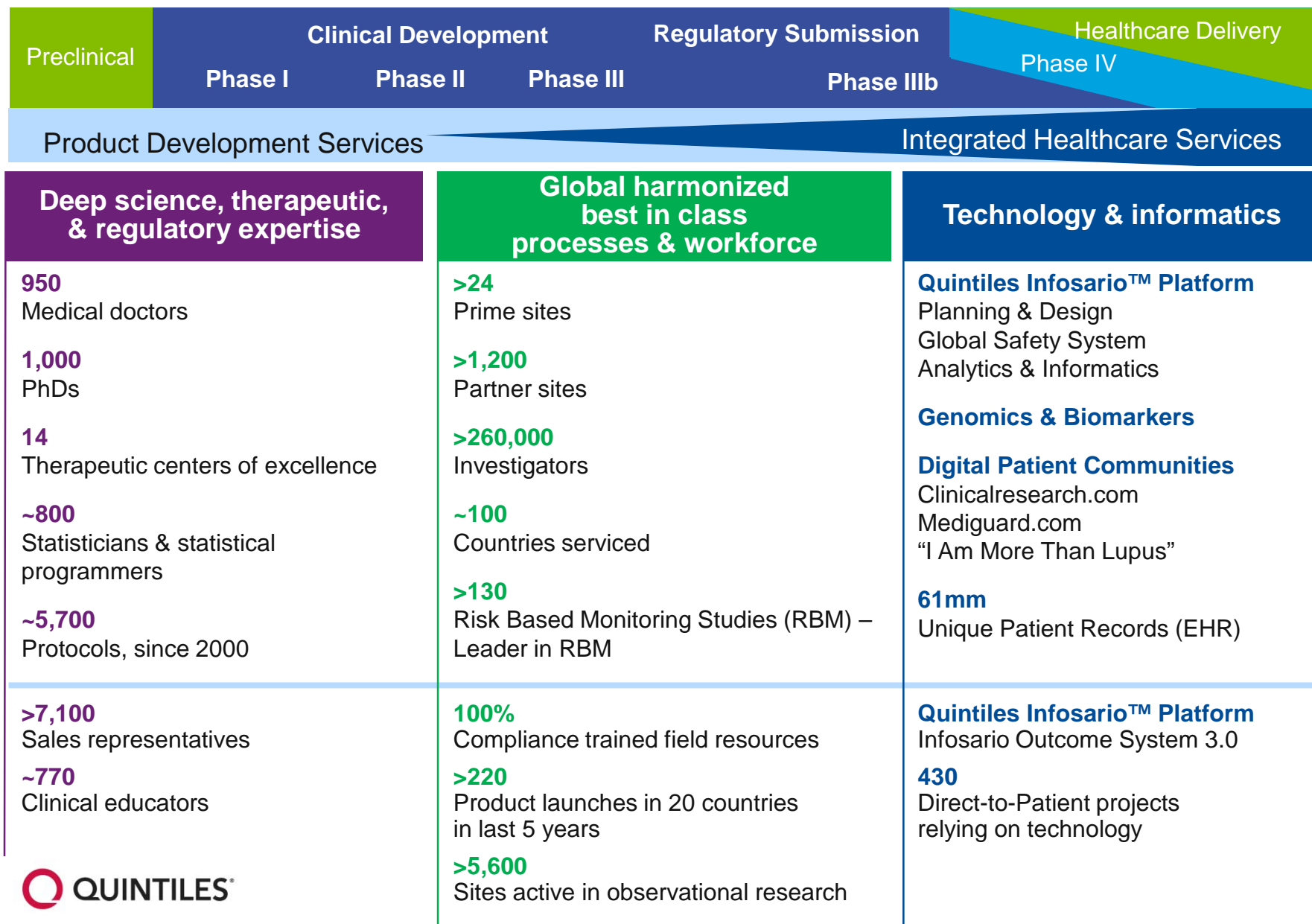
Track Record of Profitable Growth and Consistency

Long-term performance underpinned with a diversified customer portfolio



The Quintiles Difference

The integration of our assets creates differentiated value

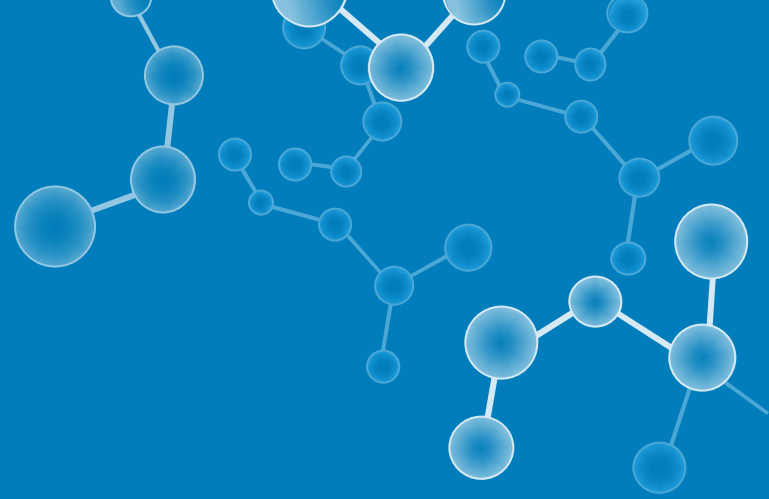


Quintiles

Differentiated market leader

**Improve your probability
of success™**





Appendix

Adjusted EBITDA Reconciliation

Adjusted EBITDA Reconciliation					
	LTM period ended				
(In Thousands)	6/30/2015	2014	2013	2012	2011
Adjusted EBITDA:					
Net Income Attributable to Quintiles Transnational Holdings Inc.	\$352,429	\$356,383	\$226,591	\$177,546	\$241,772
Interest Expense, Net	98,424	97,179	119,571	131,304	105,126
Income Tax Expense	148,055	150,056	95,965	93,364	15,105
Depreciation and Amortization	122,420	121,013	107,504	98,288	92,004
Restructuring Costs	18,590	8,988	14,071	18,741	22,116
Loss on Extinguishment of Debt	7,780	–	19,831	1,275	46,377
Adjustment to Estimated Contingent Consideration	(2,871)	(8,839)	(4,910)	(4,922)	–
Impairment Charges	–	–	–	–	12,295
Incremental Share-based Compensation Expense ⁽¹⁾	–	–	–	13,637	2,553
Bonus Paid to Certain Holders of Stock Options	–	–	–	11,308	10,992
Management Fees ⁽²⁾	–	–	27,694	5,309	5,213
Interest Rate Swap Termination	–	–	–	–	11,630
Gain on Sale of Business Assets	–	–	–	–	(74,880)
Adjusted EBITDA	\$744,827	\$724,780	\$606,317	\$545,850	\$490,303
% of Service Revenues	17.6%	17.4%	15.9%	14.8%	14.9%

- (1) Incremental expense incurred for repricings of share-based awards. The amount represents only the incremental amount of share-based compensation expense incurred in the quarter that the repricing occurred.
- (2) Management fees were previously paid to affiliates of certain shareholders pursuant to a management agreement. The year ended December 31, 2013 includes a \$25 million fee paid in connection with the termination of the management agreement.