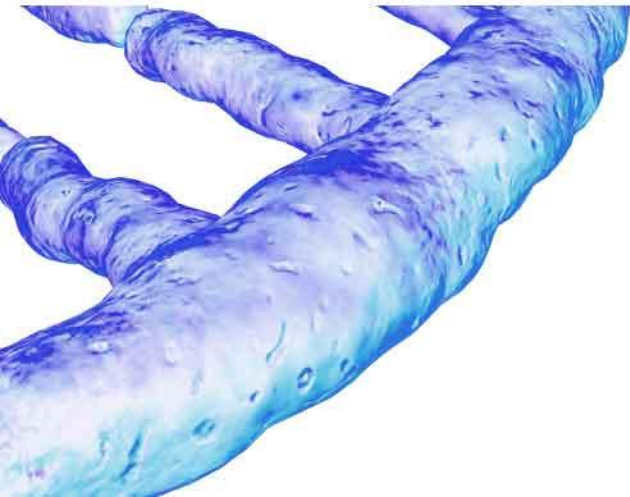


# Second Quarter 2013 Earnings Call

August 1, 2013



# Forward Looking Statements and Use of Non-GAAP Financial Measures



*This presentation contains forward-looking statements that 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. For this purpose, any statements contained herein that are not statements of historical fact may constitute forward-looking statements. Without limiting the foregoing, words such as "anticipates," "believes," "estimates," "expects," "intends," "may," "plans," "projects," "should," "targets," "will" and similar terms and phrases and the negative thereof are intended to identify forward-looking statements. Actual results may differ materially from these expectations due to a number of factors, including risks related to the Company's customer contracts, such as terminations and delays, cost overruns and underpricing, failure to comply with contractual terms, and the Company's ability to enter into and maintain new contracts; changes in the relationship of the Company's backlog to its revenues; the Company's ability to maintain effective and secure information systems; the complex and changing regulatory and international environments in which the Company operates; the Company's substantial indebtedness; and additional risks more fully set forth in the Company's filings with the Securities and Exchange Commission ("SEC"), including the final prospectus dated May 8, 2013 relating to the Company's initial public offering and the Company's quarterly reports on Form 10-Q. The Company undertakes 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, except as may be required by applicable law.*

*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.*

# Second Quarter 2013 Overview



## ✓ Continue to execute on strategy

- *Our strategy and diversity of our business continue to differentiate Quintiles*
- *Operational delivery excellence will enable us to drive profitable growth*
- *We are focused on bringing a strong value proposition to our customers*

## ✓ New business continues to be strong

- Fourth sequential quarter with at least \$1 billion of net new business
- Increased RFP volume in Product Development
- 16% year to date net new business growth led by 22% growth in Product Development
- Year to date consolidated book-to-bill ratio of 1.21x; \$9 billion of backlog at the end of second quarter 2013

## ✓ Solid financial results

- Adjusted income from operations growth of 8.4%
- 100 basis point increase in adjusted operating income margin to 13.1% for the second quarter
- 12.6% growth in adjusted net income with 6.4% increase in diluted adjusted EPS to \$0.50 per share

# Financial Statement Highlights and Other Metrics



<i>(millions of dollars)</i>	Three Months Ended June 30			Six Months Ended June 30		
	2013	2012	% Change	2013	2012	% Change
Net New Business	\$ 1,014.0	\$ 900.0	13.0%	\$ 2,259.0	\$ 1,952.0	16.0%
Service Revenues	\$ 944.2	\$ 944.9	-0.1%	\$ 1,871.7	\$ 1,832.9	2.1%
Adjusted Income from Operations	\$ 124.1	\$ 114.5	8.4%	\$ 242.5	\$ 220.8	9.8%
Adjusted Income from Operations Margin	13.1%	12.1%	8.5%	13.0%	12.1%	7.5%
Adjusted EBITDA	\$ 149.1	\$ 138.2	7.9%	\$ 292.1	\$ 267.8	9.1%
Adjusted Net Income Attributable to Quintiles	\$ 62.9	\$ 55.9	12.6%	\$ 120.5	\$ 108.0	11.6%
Diluted Adjusted EPS <sup>1</sup>	\$ 0.50	\$ 0.47	6.4%	\$ 0.98	\$ 0.92	6.5%

## Second Quarter 2013 Highlights

- ✓ Fourth sequential quarter of at least \$1 billion of net new business; 13% growth in the quarter and 16% growth year to date
- ✓ 100 basis points of expansion in adjusted income from operations margin for the quarter
- ✓ 12.6% growth in adjusted net income
- ✓ \$21.8 million of negative foreign currency impact on service revenues
- ✓ Tax rate reduced to 31.8% year to date principally due to ASC 740 Income Taxes assertion change
- ✓ Debt pay down of \$350 million with IPO proceeds reducing net debt<sup>2</sup> outstanding to \$1,460 million compared to \$1,854 million at December 31, 2012

<sup>1</sup>Diluted EPS is represented in dollars versus millions of dollars.

<sup>2</sup>Net debt outstanding is equal to total debt and capital lease obligations less cash and cash equivalents

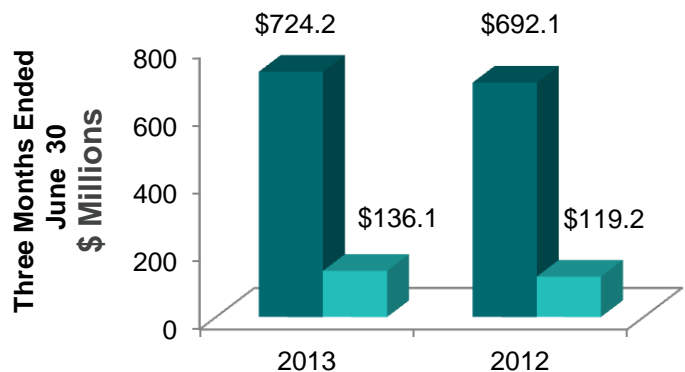
Reconciliations of the non-GAAP measures adjusted income from operations, adjusted income from operations margin, Adjusted EBITDA, adjusted net income attributable to Quintiles, and diluted adjusted earnings per share to the corresponding GAAP measures are attached in the Supplemental Information section of this presentation.

# Segment Performance

Service Revenues and Income from Operations

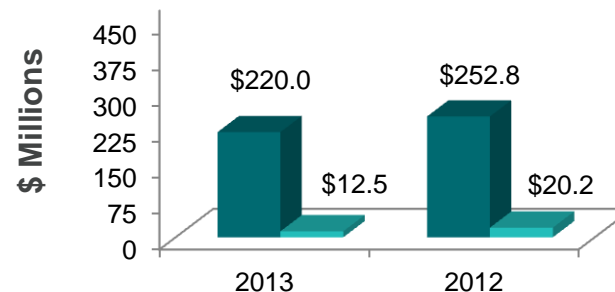


## Product Development

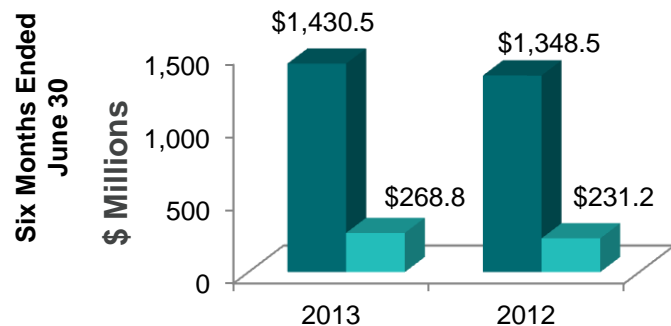


Actual Growth 4.6% / 14.2%  
 Constant Growth<sup>1</sup> 5.8% / 10.7%  
 Margin 18.8% / 17.2%

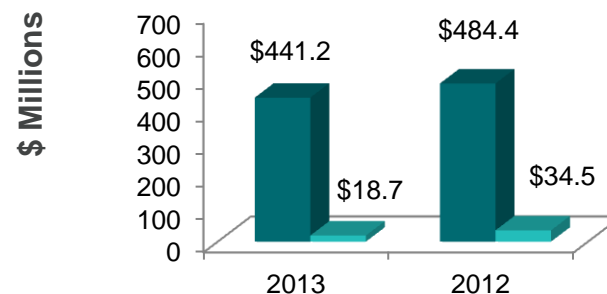
## Integrated Healthcare Services



(13.0%) / (38.1%)  
 (7.6%) / (26.7%)  
 5.7% / 8.0%



Actual Growth 6.1% / 16.3%  
 Constant Growth<sup>1</sup> 7.2% / 13.1%  
 Margin 18.8% / 17.1%



(8.9%) / (45.8%)  
 (4.1%) / (35.8%)  
 4.2% / 7.1%

Certain costs are not allocated to the Company's segments and are reported as general corporate and unallocated expenses. These costs primarily consist of share-based compensation and expenses for corporate overhead functions such as finance, human resources, information technology, facilities and legal. The Company does not allocate restructuring or impairment charges to its segments.

<sup>1</sup>The constant currency calculation is provided in the Supplemental Information section of this presentation.

Service Revenues range of \$3.76 billion to \$3.81 billion

- 3.8% to 5.2% year over year constant currency growth

Diluted Adjusted Earnings per share range of \$1.95 to \$2.05

- 10.2% to 15.8% year over year growth range at forecasted rates

Annual Effective Income Tax Rate in the range of 30% to 32%

This financial guidance is based on the actual results for the first half of 2013 combined with the expected results for the second half of 2013 assuming that June foreign currency exchange rates stay in effect for the remainder of the year.

A reconciliation of forecasted diluted adjusted earnings per share to diluted GAAP net income per share is provided in the Supplemental Information section of this presentation.

# Summary



## 1 Strong half year performance

- ✓ 16% net new business growth
- ✓ 4.2% constant currency service revenues growth
- ✓ 11.6% growth in adjusted net income

## 2 Continue to execute operational strategy

- ✓ Increase market penetration with profitable growth
- ✓ Leverage scientific knowledge and clinical experience
- ✓ Continued refinement of technology platforms and data driven platforms
- ✓ Driving productivity, delivery, and quality while focusing on the patient
- ✓ Supplement capabilities and growth through acquisitions

## 3 Full year guidance

- ✓ 3.8% to 5.2% service revenues growth at constant currency
- ✓ 10.2% to 15.8% diluted adjusted EPS growth

## *Supplemental Information*

Constant Currency Reconciliation

Contractual Revenue Currency Mix and Foreign Exchange Analysis

Income Statement Non-GAAP Reconciliation

Adjusted Net Income and EPS Reconciliation

Adjusted EBITDA Reconciliation

Non-GAAP 2013 Guidance Reconciliation





# Constant Currency Reconciliation Service Revenues and Income from Operations



<i>(millions of dollars)</i>	<i>Three Months Ended June 30, 2013</i>			<i>Year on Year Growth</i>		
	<b>Actual</b>	<b>Exchange Impact</b>	<b>Constant</b>	<b>Actual</b>	<b>Exchange Impact</b>	<b>Constant</b>
<b>Consolidated</b>						
Service Revenues	\$ 944.2	\$ (21.8)	\$ 966.0	-0.1%	-2.3%	2.2%
Income from Operations	\$ 94.9	\$ 2.1	\$ 92.8	-5.9%	2.1%	-8.0%
Adjusted Income from Operations	\$ 124.1	\$ 2.2	\$ 121.9	8.4%	1.9%	6.5%
<b>Product Development</b>						
Service Revenues	\$ 724.2	\$ (8.3)	\$ 732.5	4.6%	-1.2%	5.8%
Income from Operations	\$ 136.1	\$ 4.2	\$ 131.9	14.2%	3.5%	10.7%
<b>Integrated Healthcare Services</b>						
Service Revenues	\$ 220.0	\$ (13.5)	\$ 233.5	-13.0%	-5.3%	-7.6%
Income from Operations	\$ 12.5	\$ (2.3)	\$ 14.8	-38.1%	-11.5%	-26.7%

<i>(millions of dollars)</i>	<i>Six Months Ended June 30, 2013</i>			<i>Year on Year Growth</i>		
	<b>Actual</b>	<b>Exchange Impact</b>	<b>Constant</b>	<b>Actual</b>	<b>Exchange Impact</b>	<b>Constant</b>
<b>Consolidated</b>						
Service Revenues	\$ 1,871.7	\$ (38.4)	\$ 1,910.1	2.1%	-2.1%	4.2%
Income from Operations	\$ 210.1	\$ 4.4	\$ 205.7	8.9%	2.3%	6.6%
Adjusted Income from Operations	\$ 242.5	\$ 4.4	\$ 238.0	9.8%	2.0%	7.8%
<b>Product Development</b>						
Service Revenues	\$ 1,430.5	\$ (15.1)	\$ 1,445.6	6.1%	-1.1%	7.2%
Income from Operations	\$ 268.8	\$ 7.4	\$ 261.4	16.3%	3.2%	13.1%
<b>Integrated Healthcare Services</b>						
Service Revenues	\$ 441.2	\$ (23.3)	\$ 464.5	-8.9%	-4.8%	-4.1%
Income from Operations	\$ 18.7	\$ (3.4)	\$ 22.1	-45.8%	-10.0%	-35.8%

Service revenues exchange impact equals the current period service revenues for foreign currency denominated contracts recalculated at the prior period exchange rates less the current period service revenues, while the exchange rate impacts on expenses equals the current period expenses recalculated at the prior period exchange rates less the current period expenses at actual rates.

# Contractual Revenue Currency Mix and Foreign Exchange Analysis



<b>Consolidated Service Revenues (millions of dollars)</b>						
	<b>USD</b>	<b>Sterling</b>	<b>Euro</b>	<b>Yen</b>	<b>Other<sup>1</sup></b>	<b>Total</b>
<b>2Q '13</b>	\$582.7	\$65.1	\$161.5	\$96.7	\$38.3	\$944.2
<i>% of total</i>	62%	7%	17%	10%	4%	100%
<b>2Q '12</b>	\$577.3	\$86.4	\$164.6	\$116.6	\$0.0	\$944.9
<i>% of total</i>	61%	9%	17%	12%	0%	100%

<b>2Q '13 Average Rate</b>	\$1.54	\$1.31	¥98.75
<b>2Q '12 Average Rate</b>	\$1.58	\$1.28	¥80.08
<b>% Increase (Decrease)</b>	(3.0%)	1.7%	(18.9%)

<b>Consolidated Service Revenues (millions of dollars)</b>						
	<b>USD</b>	<b>Sterling</b>	<b>Euro</b>	<b>Yen</b>	<b>Other<sup>1</sup></b>	<b>Total</b>
<b>YTD 2013</b>	\$1,160.1	\$140.3	\$321.7	\$192.4	\$57.1	\$1,871.7
<i>% of total</i>	62%	7%	17%	10%	3%	100%
<b>YTD 2012</b>	\$1,138.8	\$152.3	\$310.1	\$227.8	\$4.0	\$1,832.9
<i>% of total</i>	62%	8%	17%	12%	0%	100%

<b>YTD '13 Average Rate</b>	\$1.54	\$1.31	¥95.52
<b>YTD '12 Average Rate</b>	\$1.58	\$1.30	¥79.68
<b>% Increase (Decrease)</b>	(2.1%)	1.2%	(16.6%)

(1) Other includes a mix of more than 40 currencies.

# Income Statement

## GAAP – Non-GAAP Reconciliation



Three Months Ended June 30, 2013 <i>(millions of dollars)</i>	Selling, General and Administrative	Income from Operations	Net Income Attributable to Quintiles
<b>As Reported</b>	<b>\$ 228.8</b>	<b>\$ 94.9</b>	<b>\$ 38.5</b>
Adjustments			
Restructuring Costs	-	2.8	2.8
Management Fees	(26.4)	26.4	26.4
Loss on Extinguishment of Debt	-	-	16.5
Tax Effect of Adjustments	-	-	(17.1)
Other Income Tax Adjustments	-	-	(4.2)
<b>Adjusted Non-GAAP Basis</b>	<b>\$ 202.4</b>	<b>\$ 124.1</b>	<b>\$ 62.9</b>
<b>% of Service Revenues</b>	<b>21.4%</b>	<b>13.1%</b>	<b>6.7%</b>

Three Months Ended June 30, 2012 <i>(millions of dollars)</i>	Selling, General and Administrative	Income from Operations	Net Income Attributable to Quintiles
<b>As Reported</b>	<b>\$ 203.5</b>	<b>\$ 100.9</b>	<b>\$ 47.2</b>
Adjustments			
Restructuring Costs	-	12.3	12.3
Management Fees	(1.3)	1.3	1.3
Tax Effect of Adjustments	-	-	(4.9)
<b>Adjusted Non-GAAP Basis</b>	<b>\$ 202.2</b>	<b>\$ 114.5</b>	<b>\$ 55.9</b>
<b>% of Service Revenues</b>	<b>21.4%</b>	<b>12.1%</b>	<b>5.9%</b>

# Income Statement

## GAAP – Non-GAAP Reconciliation



Six Months Ended June 30, 2013 <i>(millions of dollars)</i>	Selling, General and Administrative	Income from Operations	Net Income Attributable to Quintiles
<b>As Reported</b>	<b>\$ 428.1</b>	<b>\$ 210.1</b>	<b>\$ 86.8</b>
Adjustments			
Restructuring Costs	-	4.7	4.7
Management Fees	(27.7)	27.7	27.7
Loss on Extinguishment of Debt	-	-	16.5
Tax Effect of Adjustments	-	-	(18.3)
Other Income Tax Adjustments	-	-	3.1
<b>Adjusted Non-GAAP Basis</b>	<b>\$ 400.4</b>	<b>\$ 242.5</b>	<b>\$ 120.5</b>
<b>% of Service Revenues</b>	<b>21.4%</b>	<b>13.0%</b>	<b>6.4%</b>

Six Months Ended June 30, 2012 <i>(millions of dollars)</i>	Selling, General and Administrative	Income from Operations	Net Income Attributable to Quintiles
<b>As Reported</b>	<b>\$ 409.3</b>	<b>\$ 192.9</b>	<b>\$ 90.5</b>
Adjustments			
Restructuring Costs	-	12.0	12.0
Incremental Share-Based Compensation	(4.5)	4.5	4.5
Bonus paid to Holders of Stock Options	(8.9)	8.9	8.9
Management Fees	(2.6)	2.6	2.6
Tax Effect of Adjustments	-	-	(10.5)
<b>Adjusted Non-GAAP Basis</b>	<b>\$ 393.3</b>	<b>\$ 220.9</b>	<b>\$ 108.0</b>
<b>% of Service Revenues</b>	<b>22.2%</b>	<b>12.1%</b>	<b>5.9%</b>

# Reconciliation of Net Income Attributable to Quintiles to Non-GAAP Adjusted Net Income and Diluted Adjusted EPS



<i>(millions of dollars)</i>	Three Months Ended June 30				Six Months Ended June 30			
	2013	EPS <sup>1</sup>	2012	EPS <sup>1</sup>	2013	EPS <sup>1</sup>	2012	EPS <sup>1</sup>
<b>Net Income Attributable to Quintiles</b>	<b>\$ 38.5</b>	<b>\$ 0.30</b>	<b>\$ 47.2</b>	<b>\$ 0.40</b>	<b>\$ 86.8</b>	<b>\$ 0.71</b>	<b>\$ 90.5</b>	<b>\$ 0.77</b>
Restructuring Charges	2.8	0.02	12.3	0.10	4.7	0.04	12.0	0.10
Incremental Share-Based Compensation	-	-	-	-	-	-	4.5	0.04
Bonus Paid to Holders of Stock Options	-	-	-	-	-	-	8.9	0.08
Management Fees	26.4	0.21	1.3	0.01	27.7	0.23	2.6	0.02
Loss on Extinguishment of Debt	16.5	0.13	-	-	16.5	0.13	-	-
Tax Effect of Adjustments <sup>2</sup>	(17.1)	(0.13)	(4.9)	(0.04)	(18.3)	(0.15)	(10.5)	(0.09)
Other Income Tax Adjustments	(4.2)	(0.03)	-	-	3.1	0.02	-	-
<b>Non-GAAP Adjusted Net Income</b>	<b>\$ 62.9</b>	<b>\$ 0.50</b>	<b>\$ 55.9</b>	<b>\$ 0.47</b>	<b>\$ 120.5</b>	<b>\$ 0.98</b>	<b>\$ 108.0</b>	<b>\$ 0.92</b>

<sup>1</sup>EPS is represented in dollars versus millions of dollars.

<sup>2</sup>The tax effect of adjustments was based on the respective transactions income tax rate, which was 38.5%, with the exception of restructuring costs which were tax effected at 26.4% in the 2013 periods and 36.0% in the 2012 periods.

# Reconciliation of Net Income Attributable to Quintiles to Non-GAAP Adjusted EBITDA



<i>(millions of dollars)</i>	Three Months Ended June 30		Six Months Ended June 30	
	2013	2012	2013	2012
<b>Net Income Attributable to Quintiles</b>	\$ 38.5	\$ 47.2	\$ 86.8	\$ 90.5
Income from Noncontrolling Interests	(0.1)	(0.2)	(0.3)	(0.7)
Interest Expense, Net	31.1	32.8	66.7	61.7
Income Tax Expense	8.8	27.6	41.0	51.8
Depreciation and Amortization	25.0	23.7	49.6	47.0
Restructuring Charges	2.8	12.3	4.7	12.0
Incremental Share-Based Compensation	-	-	-	4.5
Bonus Paid to Holders of Stock Options	-	-	-	8.9
Management Fees	26.4	1.3	27.7	2.6
Loss on Extinguishment of Debt	16.5	-	16.5	-
Other Income	0.6	(6.2)	(1.8)	(8.6)
(Gain) Loss from Unconsolidated Affiliates	(0.5)	(0.3)	1.2	(1.9)
<b>Non-GAAP Adjusted EBITDA</b>	<b>\$ 149.1</b>	<b>\$ 138.2</b>	<b>\$ 292.1</b>	<b>\$ 267.8</b>
<b>% of Service Revenues</b>	<b>15.8%</b>	<b>14.6%</b>	<b>15.6%</b>	<b>14.6%</b>

# Non-GAAP 2013 Guidance Reconciliation



	Non-GAAP Adjusted Net Income <i>(millions of dollars)</i>		Diluted Adjusted Earnings Per Share	
	Low	High	Low	High
Net income attributable to Quintiles	\$208	\$220	\$1.63	\$1.73
Restructuring costs	15	15	0.12	0.12
Management fees	28	28	0.22	0.22
Loss on extinguishment of debt	17	17	0.13	0.13
Tax effect of adjustments	(21)	(21)	(0.17)	(0.17)
Other income tax adjustments <sup>1</sup>	3	3	0.02	0.02
Adjusted net income and diluted adjusted earnings per share	\$250	\$262	\$1.95	\$2.05

<sup>(1)</sup> The tax effect of adjustments is based on the respective transaction's income tax rate, which is 38.5% with the exception of restructuring costs which are tax effected at approximately 30%.