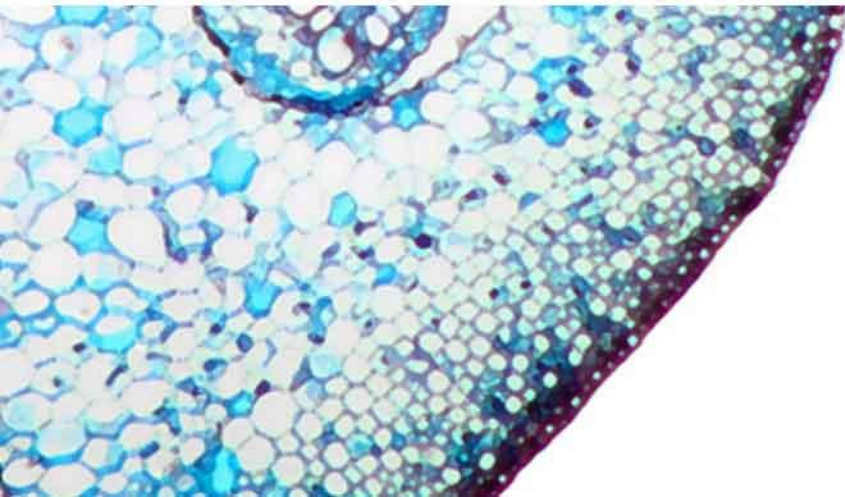


Third Quarter 2013 Earnings Call

October 31, 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 may be unable to successfully identify, acquire and integrate existing businesses, services and technologies; 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.

Third Quarter 2013 Overview



✓ Continue to execute on strategy

- Strong new business across both segments of the business
- Differentiating based on the breadth and depth of our capabilities
- Continued acquisition strategy by acquiring Novella
- Focus on operational effectiveness programs and quality resulting in attractive quarterly margins and external recognition
- Preparing for growth to support delivery of our \$9.6 billion industry leading backlog

✓ New business continues to be strong

- Strong Integrated Healthcare Services net new business growth of 93% in the third quarter and 30% year to date
- 20% year to date consolidated net new business growth generating a book to bill of 1.28 versus our 5 year historical average of 1.23
- Continued strength in RFP volumes in Product Development; 18% net new business growth year to date generating a book to bill of 1.31

✓ Solid financial results for the quarter

- 4% constant currency service revenue growth
- Adjusted income from operations growth of 20.4% with 220 basis points of margin expansion
- 36.7% growth in adjusted net income
- 20.0% increase in diluted adjusted EPS to \$0.54 per share

Financial Statement Highlights and Other Metrics



<i>(millions of dollars)</i>	Three Months Ended September 30			Nine Months Ended September 30		
	2013	2012	Change	2013	2012	Change
Net New Business	\$ 1,341.0	\$ 1,042.0	29.0%	\$ 3,600.0	\$ 2,994.0	20.0%
Service Revenues	\$ 932.7	\$ 913.6	2.1%	\$ 2,804.4	\$ 2,746.5	2.1%
Adjusted Income from Operations	\$ 132.5	\$ 110.0	20.4%	\$ 374.9	\$ 330.9	13.3%
Adjusted Income from Operations Margin	14.2%	12.0%	220 bps	13.4%	12.0%	140 bps
Adjusted EBITDA	\$ 159.8	\$ 135.8	17.7%	\$ 451.9	\$ 403.6	12.0%
Adjusted Net Income Attributable to Quintiles	\$ 71.9	\$ 52.6	36.7%	\$ 192.5	\$ 160.6	19.8%
Diluted Adjusted EPS ¹	\$ 0.54	\$ 0.45	20.0%	\$ 1.53	\$ 1.36	12.5%

Third Quarter 2013 Highlights

- ✓ 4% constant currency service revenue growth and 2.1% at actual exchange rates; \$17.8 million of negative foreign currency impact
- ✓ 29% net new business growth in the quarter and 20% growth year to date
- ✓ 220 basis points of expansion in adjusted income from operations margin for the quarter
- ✓ 36.7% growth in adjusted net income
- ✓ \$4.7 million of interest expense savings realized from capital structure optimization strategies
- ✓ Cash from operating activities of \$181.9 million year to date, including an increase of \$88.1 million in the third quarter compared to the same period in the prior year
- ✓ Tax rate reduced to 30.7% year to date

¹Diluted EPS is represented in dollars.

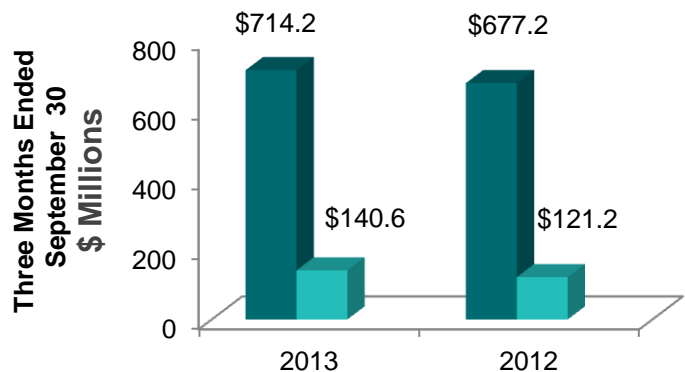
Reconciliations of the non-GAAP measures adjusted income from operations, adjusted income from operations margin, Adjusted EBITDA, adjusted net income attributable to Quintiles, and diluted adjusted earnings per share to the corresponding GAAP measures are attached in the Supplemental Information section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

Segment Performance

Service Revenues and Income from Operations

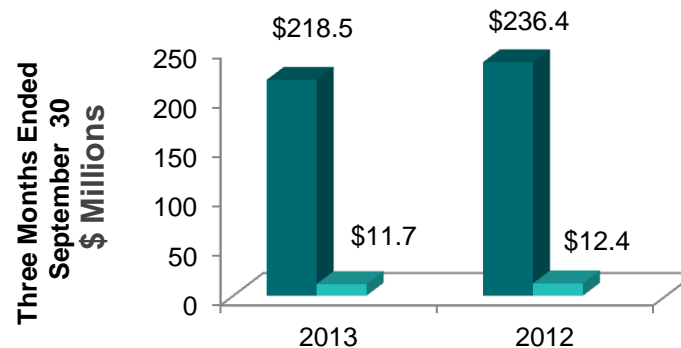


Product Development

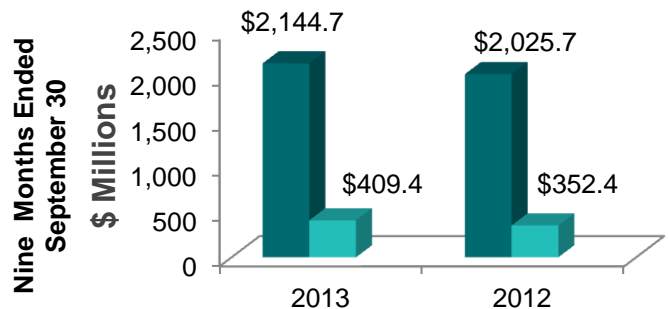


Actual Growth 5.5% / 16.0%
 Constant Growth¹ 6.3% / 9.3%
 Margin 19.7% / 17.9%

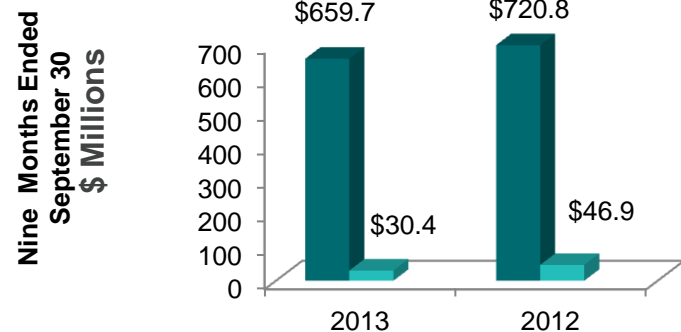
Integrated Healthcare Services



(7.6%) / (5.8%)
 (2.3%) / 7.0%
 5.3% / 5.2%



Actual Growth 5.9% / 16.2%
 Constant Growth¹ 6.9% / 11.8%
 Margin 19.1% / 17.4%



(8.5%) / (35.2%)
 (3.5%) / (24.5%)
 4.6% / 6.5%

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.

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

Service Revenues range of \$3.77 billion to \$3.80 billion

- 4.1% to 4.9% year over year projected constant currency growth

Diluted Adjusted Earnings per share range of \$2.03 to \$2.09

- 14.7% to 18.1% year over year growth range at forecasted rates

Annual Effective Income Tax Rate of approximately 30%

Board authorized \$125 million equity repurchase program which is expected to be accretive to earnings per share

- Company intends to use cash on hand to fund the program

This financial guidance is based on the actual results for the first nine months of 2013 combined with the expected results for the fourth quarter of 2013 assuming that September foreign currency exchange rates stay in effect for the remainder of the year, and includes the impact of the Novella acquisition. The guidance does not reflect the impact of any equity repurchases pursuant to our repurchase plan.

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 of Third Quarter Achievements

1 Increase market penetration with profitable growth

- ✓ 29% net new business growth in third quarter
- ✓ IHS book to bill ratio of 1.2 times, above historical average of 1.1 times
- ✓ \$9.6 billion of backlog
- ✓ Increased market share gains in Product Development measured on net new business

2 Driving productivity, delivery, and quality while focusing on the patient

- ✓ Expanded best in class margins by 220 basis points during quarter
- ✓ 2013 CRO Eagle Award recipient from the Society for Clinical Research Sites
- ✓ ¹Identified as preferred CRO for late stage clinical development
- ✓ ²Named preferred Phase I service provider
- ✓ ³Ranked #18 on Best Multinational Workplace list

3 Supplement capabilities and growth through acquisitions

- ✓ Announced and closed Novella acquisition
- ✓ Strong growth in late phase business

(1) 2013 William Blair Fall Survey
(2) Industry Standard Research's (ISR) 2013 Phase I Study Trends and Market Outlook
(3) Great Place to Work 2013 list

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>	Three Months Ended September 30, 2013			Year on Year Growth		
	Actual	Exchange Impact	Constant	Actual	Exchange Impact	Constant
Consolidated						
Service Revenues	\$ 932.7	\$ (17.8)	\$ 950.5	2.1%	-1.9%	4.0%
Income from Operations	\$ 125.3	\$ 6.8	\$ 118.5	14.8%	6.3%	8.5%
Adjusted Income from Operations	\$ 132.5	\$ 6.9	\$ 125.6	20.4%	6.3%	14.1%
Product Development						
Service Revenues	\$ 714.2	\$ (5.4)	\$ 719.6	5.5%	-0.8%	6.3%
Income from Operations	\$ 140.6	\$ 8.0	\$ 132.6	16.0%	6.7%	9.3%
Integrated Healthcare Services						
Service Revenues	\$ 218.5	\$ (12.4)	\$ 230.9	-7.6%	-5.3%	-2.3%
Income from Operations	\$ 11.7	\$ (1.6)	\$ 13.3	-5.8%	-12.8%	7.0%

<i>(millions of dollars)</i>	Nine Months Ended September 30, 2013			Year on Year Growth		
	Actual	Exchange Impact	Constant	Actual	Exchange Impact	Constant
Consolidated						
Service Revenues	\$ 2,804.4	\$ (56.2)	\$ 2,860.6	2.1%	-2.1%	4.2%
Income from Operations	\$ 335.3	\$ 11.3	\$ 324.0	11.0%	3.7%	7.3%
Adjusted Income from Operations	\$ 374.9	\$ 11.3	\$ 363.6	13.3%	3.4%	9.9%
Product Development						
Service Revenues	\$ 2,144.7	\$ (20.5)	\$ 2,165.2	5.9%	-1.0%	6.9%
Income from Operations	\$ 409.4	\$ 15.5	\$ 393.9	16.2%	4.4%	11.8%
Integrated Healthcare Services						
Service Revenues	\$ 659.7	\$ (35.7)	\$ 695.4	-8.5%	-5.0%	-3.5%
Income from Operations	\$ 30.4	\$ (5.1)	\$ 35.5	-35.2%	-10.7%	-24.5%

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



Consolidated Service Revenues (millions of dollars)						
	USD	Sterling	Euro	Yen	Other¹	Total
3Q '13	\$604.4	\$72.1	\$153.0	\$82.2	\$21.0	\$932.7
<i>% of total</i>	65%	8%	16%	9%	2%	100%
3Q '12	\$595.4	\$26.1	\$162.8	\$114.6	\$14.7	\$913.6
<i>% of total</i>	65%	3%	18%	13%	2%	100%

3Q '13 Average Rate	\$1.55	\$1.33	¥98.86
3Q '12 Average Rate	\$1.58	\$1.25	¥78.62
% Increase (Decrease)	(1.9%)	5.9%	(20.5%)

Consolidated Service Revenues (millions of dollars)						
	USD	Sterling	Euro	Yen	Other¹	Total
YTD 2013	\$1,774.2	\$213.4	\$475.8	\$274.3	\$66.7	\$2,804.4
<i>% of total</i>	63%	8%	17%	10%	2%	100%
YTD 2012	\$1,711.2	\$177.9	\$466.5	\$338.0	\$52.9	\$2,746.5
<i>% of total</i>	62%	6%	17%	12%	2%	100%

YTD '13 Average Rate	\$1.55	\$1.32	¥96.64
YTD '12 Average Rate	\$1.58	\$1.28	¥79.33
% Increase (Decrease)	(-2.1%)	2.7%	(17.9%)

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

Income Statement

GAAP – Non-GAAP Reconciliation



Three Months Ended September 30, 2013 <i>(millions of dollars)</i>	Selling, General and Administrative	Income from Operations	Net Income Attributable to Quintiles
As Reported	\$ 199.6	\$ 125.3	\$ 66.8
Adjustments			
Restructuring Costs	-	7.2	7.2
Tax Effect of Adjustments	-	-	(2.1)
Adjusted Non-GAAP Basis	\$ 199.6	\$ 132.5	\$ 71.9
% of Service Revenues	21.4%	14.2%	7.7%

Three Months Ended September 30, 2012 <i>(millions of dollars)</i>	Selling, General and Administrative	Income from Operations	Net Income Attributable to Quintiles
As Reported	\$ 192.8	\$ 109.1	\$ 52.1
Adjustments			
Restructuring Costs	-	(0.4)	(0.4)
Management Fees	(1.3)	1.3	1.3
Tax Effect of Adjustments	-	-	(0.4)
Adjusted Non-GAAP Basis	\$ 191.5	\$ 110.0	\$ 52.6
% of Service Revenues	21.0%	12.0%	5.8%

Income Statement

GAAP – Non-GAAP Reconciliation



Nine Months Ended September 30, 2013 <i>(millions of dollars)</i>	Selling, General and Administrative	Income from Operations	Net Income Attributable to Quintiles
As Reported	\$ 627.7	\$ 335.3	\$ 153.6
Adjustments			
Restructuring Costs	-	11.9	11.9
Management Fees	(27.7)	27.7	27.7
Loss on Extinguishment of Debt	-	-	16.5
Tax Effect of Adjustments	-	-	(20.3)
Other Income Tax Adjustments	-	-	3.1
Adjusted Non-GAAP Basis	\$ 600.0	\$ 374.9	\$ 192.5
% of Service Revenues	21.4%	13.4%	6.9%

Nine Months Ended September 30, 2012 <i>(millions of dollars)</i>	Selling, General and Administrative	Income from Operations	Net Income Attributable to Quintiles
As Reported	\$ 602.1	\$ 302.0	\$ 142.6
Adjustments			
Restructuring Costs	-	11.5	11.5
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	(4.0)	4.0	4.0
Tax Effect of Adjustments	-	-	(10.9)
Adjusted Non-GAAP Basis	\$ 584.7	\$ 330.9	\$ 160.6
% of Service Revenues	21.3%	12.0%	5.8%

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 September 30				Nine Months Ended September 30			
	2013		2012		2013		2012	
	\$	EPS ¹	\$	EPS ¹	\$	EPS ¹	\$	EPS ¹
Net Income Attributable to Quintiles	\$ 66.8	\$ 0.50	\$ 52.1	\$ 0.44	\$ 153.6	\$ 1.22	\$ 142.6	\$ 1.21
Restructuring Charges	7.2	0.05	(0.4)	-	11.9	0.09	11.5	0.10
Incremental Share-Based Compensation	-	-	-	-	-	-	4.5	0.04
Bonus Paid to Holders of Stock Options	-	-	-	-	-	-	8.9	0.08
Management Fees	-	-	1.3	0.01	27.7	0.22	4.0	0.03
Loss on Extinguishment of Debt	-	-	-	-	16.5	0.13	-	-
Tax Effect of Adjustments ²	(2.1)	(0.01)	(0.4)	-	(20.3)	(0.15)	(10.9)	(0.10)
Other Income Tax Adjustments	-	-	-	-	3.1	0.02	-	-
Non-GAAP Adjusted Net Income	\$ 71.9	\$ 0.54	\$ 52.6	\$ 0.45	\$ 192.5	\$ 1.53	\$ 160.6	\$ 1.36

¹EPS is represented in dollars.

²The tax effect of adjustments was based on the respective transaction's income tax rate, which was 38.5%, with the exception of restructuring costs which were tax effected at 27.5% 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 September 30		Nine Months Ended September 30	
	2013	2012	2013	2012
Net Income Attributable to Quintiles	\$ 66.8	\$ 52.1	\$ 153.6	\$ 142.6
Income from Noncontrolling Interests	(0.2)	(0.1)	(0.5)	(0.8)
Interest Expense, Net	27.6	32.7	94.3	94.4
Income Tax Expense	27.5	21.5	68.4	73.3
Depreciation and Amortization	27.3	25.8	77.0	72.7
Restructuring Charges	7.2	(0.4)	11.9	11.5
Incremental Share-Based Compensation	-	-	-	4.5
Bonus Paid to Holders of Stock Options	-	-	-	8.9
Management Fees	-	1.3	27.7	4.0
Loss on Extinguishment of Debt	-	-	16.5	-
Other Income	3.2	3.8	1.4	(4.7)
(Gain) Loss from Unconsolidated Affiliates	0.4	(0.9)	1.6	(2.8)
Non-GAAP Adjusted EBITDA	\$ 159.8	\$ 135.8	\$ 451.9	\$ 403.6
% of Service Revenues	17.1%	14.9%	16.1%	14.7%

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	\$218 -	\$226	\$1.71 -	\$1.77
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	3 -	3	0.02 -	0.02
Adjusted net income and diluted adjusted earnings per share	\$260 -	\$268	\$2.03 -	\$2.09

⁽¹⁾ 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 28%.