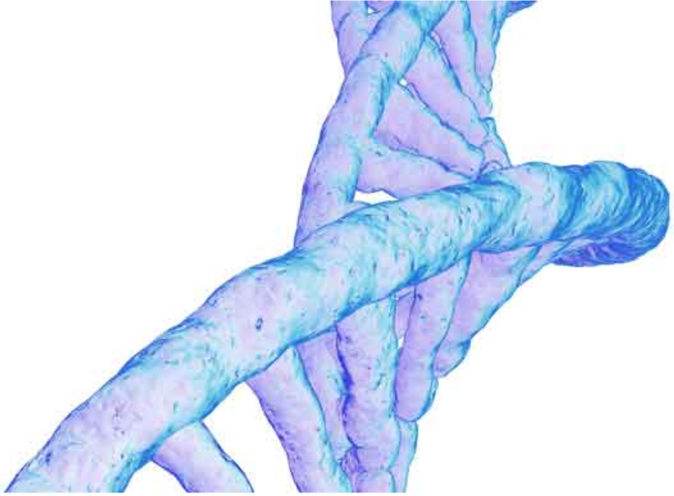
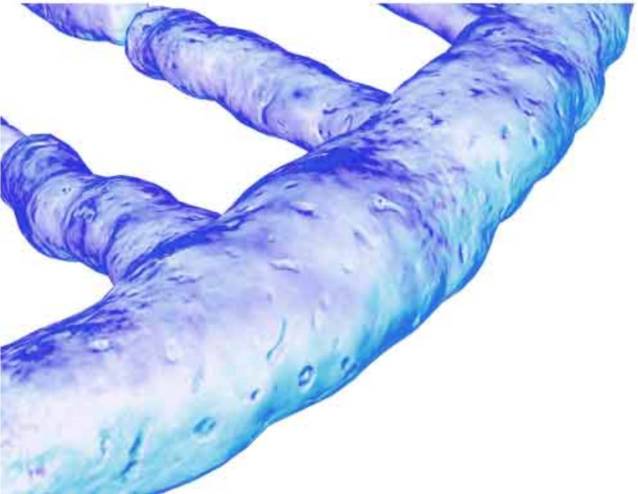


QUINTILES®

Navigating the new health

2014 J.P. Morgan Healthcare Conference

January 15, 2014



NYSE: Q

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

QUINTILES®

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 there of 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.

Quintiles

Leader in BioPharma Services

Differentiated Service Offering Creating Value for Customers

Executing on Multifaceted Strategy
(Leverage scale, Deep therapeutic expertise, Technology, Deep client relationships)

Attractive Markets
Leveraging Growth in BioPharma Services

Successful Public Offering and 3 Quarters of Solid Financial Results

Operational Excellence and Management Depth

Continue to Separate from Competitors
(Best in class margins, Largest backlog in industry)

Redefining the Industry

Strong Historical Financial Track Record

Separation from Our Competitors

STRONG P&L RESULTS		OTHER HIGHLIGHTS	
$3.7bn	Service Revenues in 2012 – Largest in Industry	**1.21x**	Average Book-to-bill ratio from ’10 - ’12
11%	Adjusted Service Revenues CAGR from ’10 – ‘12	**~2.0%-2.5%**	Consistent Capital Expenditures as a percent of Service Revenues
14%	Adjusted Net Income(1) CAGR from ’10 – ’12	**$280mm**	Investment in acquisitions from ’10 -’12
$544mm	Adjusted EBITDA(1) in 2012 – > Next Two Largest Publicly Traded Peers	**$264mm**	Free cash flow(4) in 2012

Best in Class(2) Adjusted EBITDA Margins(3) in 2012

(1) See appendix, slide 19 for the reconciliation of Net Income to Adjusted EBITDA and slide 20 for the reconciliation of Net Income to Adjusted Net Income
(2) Comparator group for this claim includes Covance, PAREXEL and ICON plc
(3) Adjusted EBITDA margin is defined as Adjusted EBITDA divided by Service Revenues
(4) Calculated as Cash Provided by Operating Activities less Capital Expenditures

Solid Financial Results Since IPO

QUINTILES®

Nine Months Ended September 30, 2013

FINANCIAL HIGHLIGHTS

4.2% Constant Currency Revenue Growth

140 bps Adjusted Income from Operations margin(2) expansion

19.8% Adjusted Net Income(2) growth

$610mm Cash and cash equivalents

OTHER HIGHLIGHTS

20% Net New Business year on year growth

$9.6bn Total Backlog at 9/30/13

$1.0bn Five sequential quarters of net new business exceeding $1.0bn

1.28x Book-to-bill ratio

(1) Certain costs are not allocated to the Company's segments and are reported as general corporate and unallocated expenses
(2) See appendix slide 32 for the reconciliation of Income from Operations to Adjusted Income from Operations and the reconciliation of Net Income to Adjusted Net Income

Differentiated Service Offering

Enables Optimized Integrated Solutions Across the Development and Post Development Lifecycle

Product Development | **Approval**

Phase I	Phase II	Phase III	Phase IV	Commercial	Healthcare Delivery

Product Development Services *(93% of Operating Profit)* (1)	Integrated Healthcare Services ("IHS") *(7% of Operating Profit)* (1)
Project Management & Clinical Monitoring	*Commercial Focused Services*
Clinical Trial Support (Central Lab, Biostatistics, Data Management, Technology, etc.)	*Late Phase / Observational*
Product Development Consulting (Strategic Planning & Design)	*Consulting, Market Access*
Late Phase Interventional	*Other Healthcare Solutions*

(1) Segment Income from Operations

Quintiles Value Proposition

QUINTILES

Novel Approaches + Best in Class Processes = Value for Customers

Novel Approaches	Quintiles Value Proposition
Innovative R&D Partnership Models	• Industry-leading sole source agreements signed with two major biopharma companies in 2013
Remote (Risk-Based) Monitoring	• Leaders in risk-based monitoring and global resourcing • Experience using risk-based monitoring in over 80 studies across more than 20,000 sites
Adaptive Trial Designs	• Leaders in adaptive trials • Innovative Center for Statistics in Drug Development (CSDD)
Sophisticated Trial Planning and Design Analytics	• 55mm de-identified Electronic Health Records (EHR) used in trial design • Strong, global investigator database and site start up tools (performance data for >125k investigators, >29,000 partner investigators)
Personalized Medicine	• Integration of biomarkers and genomics in trials – Advion and Expression Analysis • Novel genomic “pre-profiling” feasibility study with The US Oncology Network and McKesson in metastatic colorectal cancer patients
Focus on Real-World Cost Effectiveness	• Sophisticated portfolio prioritization and market access consulting capabilities • Quintiles Real-World & Late Phase Research provides patient registries and observational real-world studies to develop further evidence of produce value

Deep Customer Relationships

QUINTILES®

Largest Backlog in Industry Providing Consistency, Sustainability and Diversification

Worked with all top 20 biopharma companies in each of last 10 years

All of our top 25 key customers worked with both Quintiles segments: PD and IHS

$100mm+ service revenues from at least 8 customers in each of past 5 years

$100mm+ service revenues from the same 6 customers in each of past 5 years

~65% of service revenues outside of US

< 10% revenues from largest customer – diverse customer base

Worked with **over 400** biopharma customers

C-Level access and relationships

These Relationships Provide Durable Performance Today And Position Quintiles For Increases In Addressable Market

Recognized for Excellence in Execution

QUINTILES

Innovation, Thought Leadership, and Talent

InformationWeek 500
2013 BUSINESS TECHNOLOGY INNOVATORS

worldvaccine
CONGRESS & EXPO

PRUHEALTH
MERCER
BRITAIN'S HEALTHIEST COMPANY
The Sunday Telegraph

GREAT PLACE TO WORK
WORLD'S BEST MULTINATIONAL WORKPLACES
2013

PharmaTimes
2013 Awards

INFORMATICA
INNOVATION AWARDS

BioPharma
Industry Awards

HBA | ACE AWARD
Advancement Commitment Engagement
The Healthcare Businesswomen's Association

SCRS | Our Voice. Our Community.
Society for Clinical Research Sites

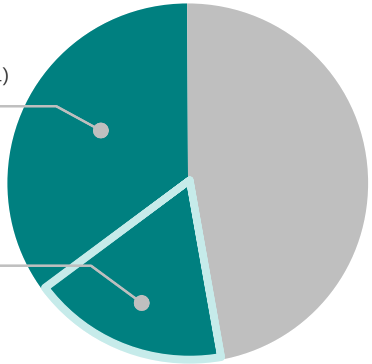
SCRIP
AWARDS 2013
WINNER

Attractive and Growing Markets

Market of ~$200bn Across Both Segments

$93bn Product Development Market
$51bn(1) Addressable Market (2014)

Estimated Growth of 5 - 8% per year from 2013 - 2016

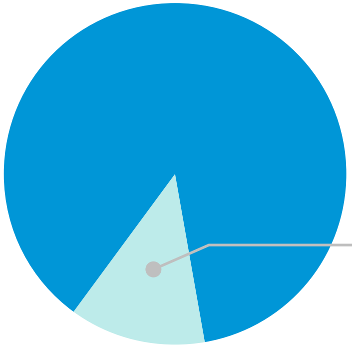


Product Development Market Dynamics (1)

- Market penetration is estimated to increase by 200-300 basis points per year in the near term approaching 47% in 2017
- Approximately 65% of the 2012 CRO market was held by the top 8 global providers and 15% held by the top 18 mid-size CROs
- The central lab market growth rate is estimated at 4.5% - 5% from 2013 - 2016

$94bn(1) Integrated Healthcare Services Market

Biopharma Industry Evolving



Integrated Health Services Market Dynamics (1)

- Market penetration is estimated to increase by 150-200 basis points per year
- Approximately 65% of the addressable market is contract sales services which includes subject matter experts such as Medical Science Liaison (MSL) and Nurse Educators
- Market includes market access, reimbursement, observational studies, CER(2) , HEOR(2) and commercial consulting

(1) Based on Company estimates
(2) CER = Comparative Effectiveness Research; HEOR = Health Economics & Outcomes Research

Evolving Biopharma Landscape

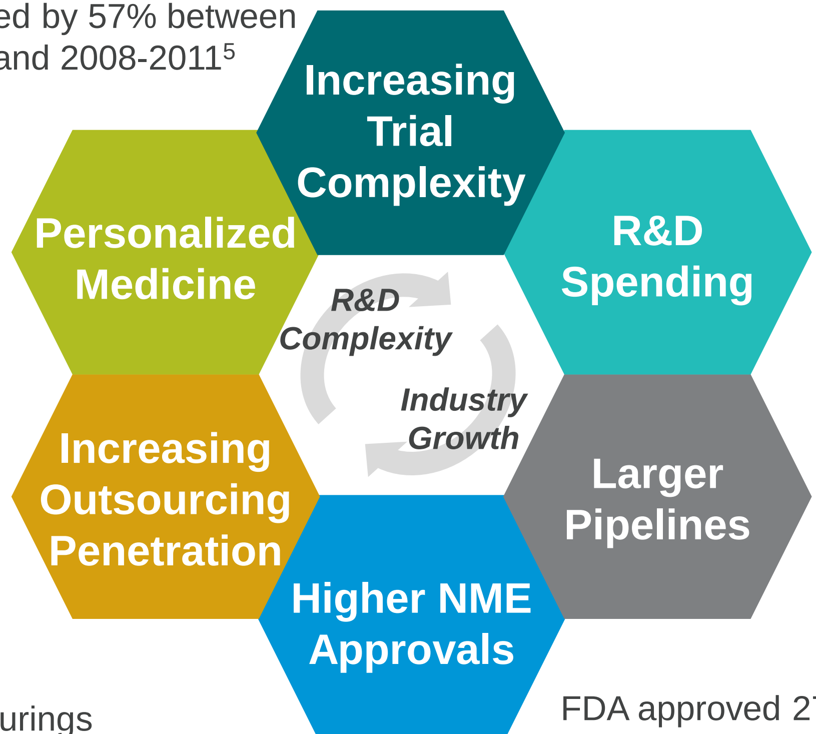
Growth, inefficiency and complexity play to Quintiles' strength

The median number of procedures per trial increased by 57% between 2000-2003 and 2008-2011[5]

Over 3,000 ongoing clinical trials involve a biomarker or predictive diagnostic.[4]

Outsourcing is increasing by ~2 percentage points each year.[2]

Biopharma restructurings are likely to continue



R&D spending grew ~1.5%[1] in 2013 and is forecasted to grow 0%-2% through 2016[2]

4,060 drugs in the Phase I-III pipeline in 2013, a 19% increase over 2008[4]

FDA approved 27 NMEs in 2013, 39 in 2012, and 30 in 2011. From 2006-2010, the average number of approvals was 22.[3]

As the industry-leading CRO with world class scientific expertise, Quintiles is positioned to capitalize on the changing biopharma R&D landscape.

[1] EvaluatePharma [2] Based on Company estimates [3] www.fda.gov [4] Decision Resources, November 2013.[5] M. Allison, Reinventing clinical trials, Nature Biotechnology 30, no 1 (2012): 41-49

Product Development at a Glance

QUINTILES

Ph - I	Ph - II	Ph - III	Ph-IIIB & IV
Product Development Services			

- **Core Segment** representing 76% of Consolidated Service Revenue and 93% of Segment Income from Operations[1]
- **Market leader in Product Development services**
  > #1 in Clinical Development / #2 in Central Lab
- **Diversified** Customer portfolio across BioPharma segments with tailored segment solutions
- **Integrated** offerings across services and platforms
- **Proactive Business Development**
  > 18% year over year growth in Net New Business[1]
  > Strong RFP Volumes
  > Evolution of integrated end to end partnership models
  > Strong wins across Large, Mid-size and Emerging Pharma
- **Probability of success optimized** through innovative approaches, tools, and execution

Deep Science, Therapeutic, & Regulatory Expertise

Global Workforce

Globally Harmonized Best in Class Processes

Novel Approaches to Development

Technology and Informatics

(1) For the first nine months of 2013

IHS at a Glance

QUINTILES

Phase II & III	Commercial	Healthcare Delivery
Integrated Healthcare Services		

- IHS includes the leading global contract pharmaceutical sales organization and one of the leading observational services organizations
- 24% of consolidated service revenues and 7% of segment income from operations(1)
- IHS offerings are aligned to capitalize on convergence within healthcare

Attractive Offerings for an Evolving Market

Integrated Healthcare Services Offering

Commercial Services:
- Contract Sales
- Market Entry / Market Exit
- Integrated Channel Management
- Patient Engagement Services
- Market Access & Commercialization Consulting
- Brand & Scientific Communications
- Medical Education

Outcome/Observational:
- Observational Studies
- Product and Disease Registries
- Comparative Effectiveness Studies

Other Healthcare Solutions

Largest
Outsourced Commercial Organization

> 55mm
De-identified patient records

> 9mm
Patients enrolled in registries

> 450
Clinical Educators

> 250
Launched products to secure formulary coverage globally

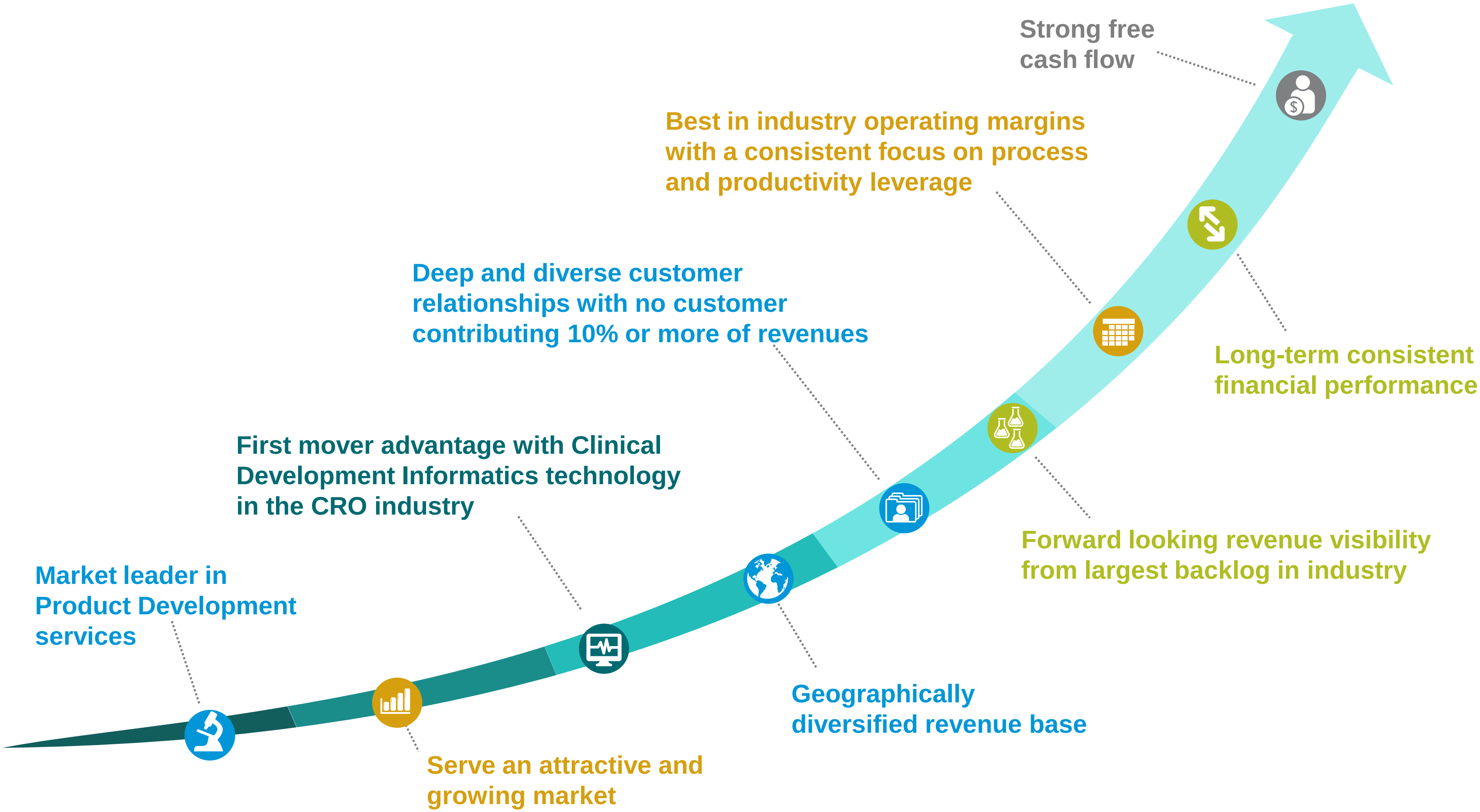
~ 100%
Field based resources trained on compliance programs

Thought Leadership
in Consulting and Observational Research

(1) For the first nine months of 2013

Quintiles

An Attractive Investment

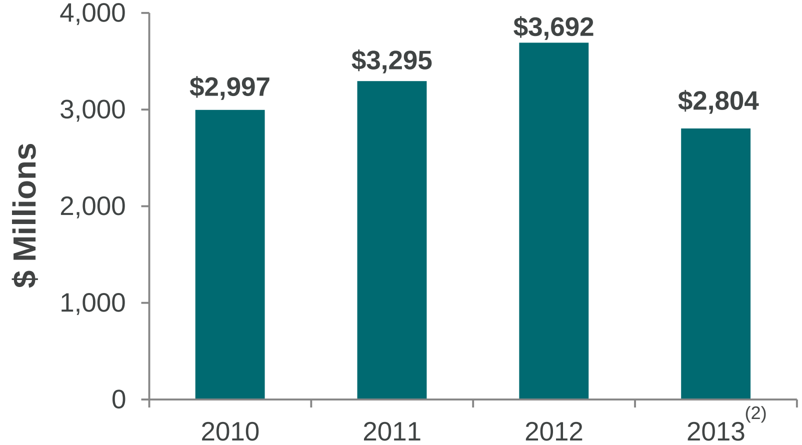


Appendix

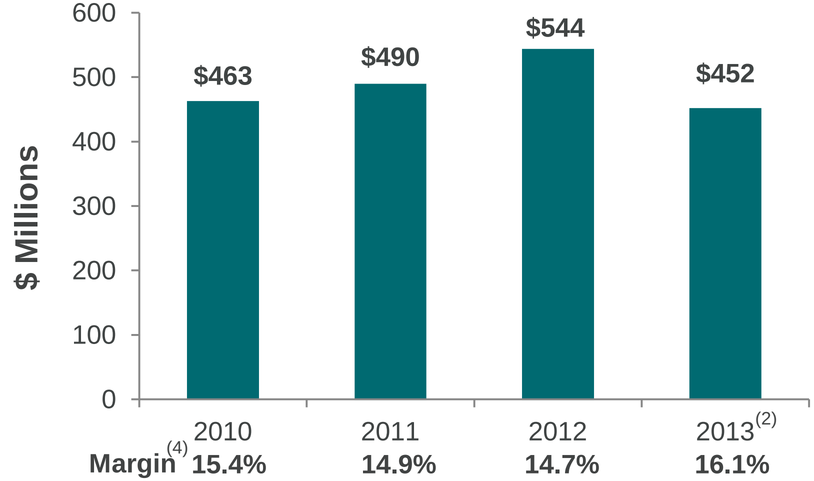
Strong Financial Track Record

Most consistent Revenue, EBITDA, and Book-to-Bill in Industry with a diversified customer portfolio

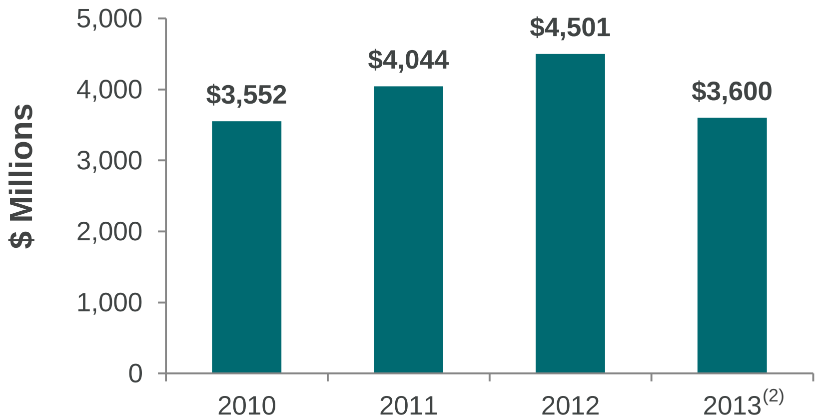
Adjusted Service Revenues(1)
’10 – ’12 CAGR = 11.0%



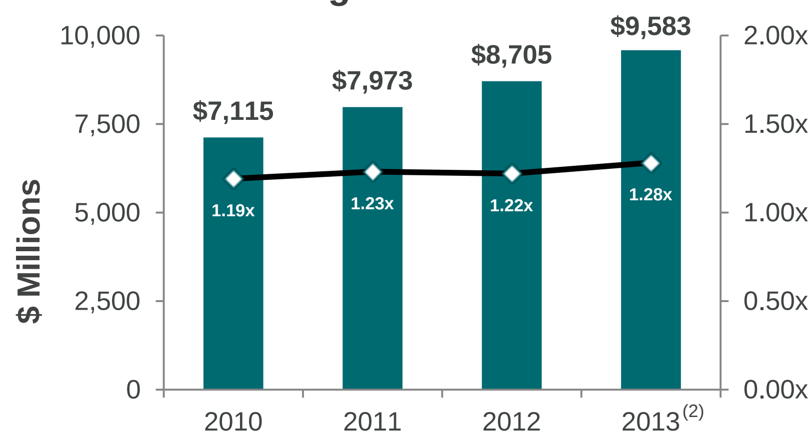
Adjusted EBITDA(3)
’10 – ’12 CAGR = 8.4%



Net New Business
’10 – ’12 CAGR = 12.6%



Backlog and Book-to-Bill(5)



(1) See appendix slide 18 for reconciliation of Service Revenues to Adjusted Service Revenues
(2) For the nine months ended September 30, 2013

(3) See slide 20 for reconciliation of Net Income to Adjusted EBITDA
(4) Margin is defined as Adjusted EBITDA divided by Adjusted Service Revenues
(5) Book-to-bill calculated as NNB divided by Adjusted Service Revenues

Service Revenues Reconciliation

Service Revenues Reconciliation			
	Year Ended December 31		
(In Thousands)	2012	2011	2010
Non-GAAP Adjusted Service Revenues:			
GAAP Service Revenues as Reported	$3,692,298	$3,294,966	$3,060,950
Deconsolidation of PharmaBio	–	–	(64,198)
Non-GAAP Adjusted Service Revenues	**$3,692,298**	**$3,294,966**	**$2,996,752**

EBITDA Reconciliation

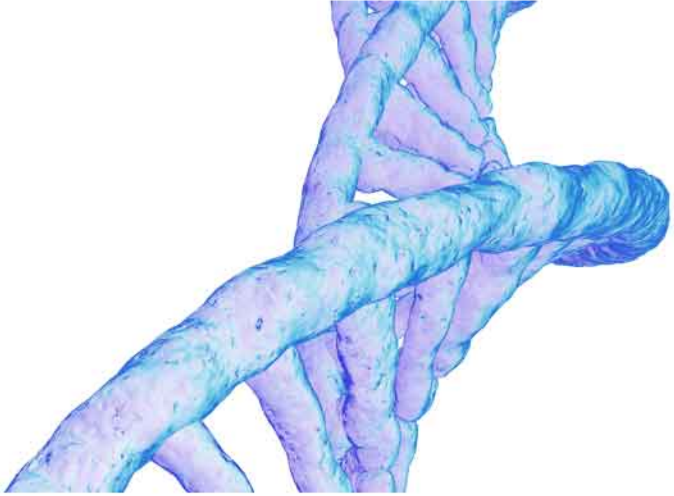
QUINTILES®

EBITDA Reconciliation			
	Year Ended December 31		
(In Thousands)	2012	2011	2010
Non-GAAP Adjusted EBITDA:			
GAAP Net Income as Reported	$176,631	$240,327	$165,255
Interest Expense, Net	131,304	105,126	137,631
Income Tax Expense	93,364	15,105	77,582
Depreciation and Amortization	98,288	92,004	84,217
Restructuring Costs	18,741	22,116	22,928
Impairment Charges	–	12,295	2,844
Incremental Share-based Compensation Expense	13,637	2,553	–
Bonus Paid to Certain Holders of Stock Options	11,308	10,992	–
Management Fees	5,309	5,213	5,159
Loss on Extinguishment of Debt	1,275	46,377	–
Other (Income) Expense, Net	(3,572)	9,073	15,647
Equity in Losses (Earnings) from Unconsolidated Affiliates	(2,567)	(70,757)	(1,110)
Deconsolidation of PharmaBio	–	–	(47,393)
Non-GAAP Adjusted EBITDA	**$543,718**	**$490,424**	**$462,760**
% of Adjusted Service Revenues	**14.7%**	**14.9%**	**15.4%**

Net Income Reconciliation

QUINTILES®

Net Income Reconciliation			
	Year Ended December 31		
(In Thousands)	2012	2011	2010
Non-GAAP Adjusted Net Income:			
GAAP Net Income as Reported	$176,631	$240,327	$165,255
Net (Income) Loss Attributable to Noncontrolling Interests	915	1,445	(4,659)
Restructuring Costs	18,741	22,116	22,928
Impairment Charges	–	12,295	2,844
Incremental Share-based Compensation Expense	13,637	2,553	–
Bonus Paid to Certain Holders of Stock Options	11,308	10,992	–
Management Fees	5,309	5,213	5,159
Loss on Extinguishment of Debt	1,275	46,377	–
Interest Rate Swap Termination Fee	–	11,630	–
Gain on Sale of Business Assets	–	(74,880)	–
Deconsolidation of PharmaBio	–	–	(28,979)
Tax Effect of Non-GAAP Adjustments	(18,885)	(21,063)	(752)
Other Income tax Adjustments	–	(66,000)	–
Non-GAAP Adjusted Net Income	**$208,931**	**$191,005**	**$161,796**
% of Adjusted Service Revenues	**5.6%**	**5.8%**	**5.4%**

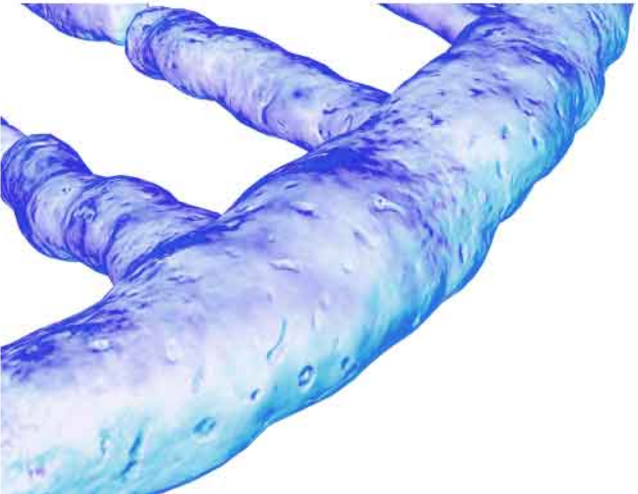


QUINTILES®

Navigating the new health

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 there of 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

(millions of dollars)	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

[1]Diluted EPS is represented in dollars.

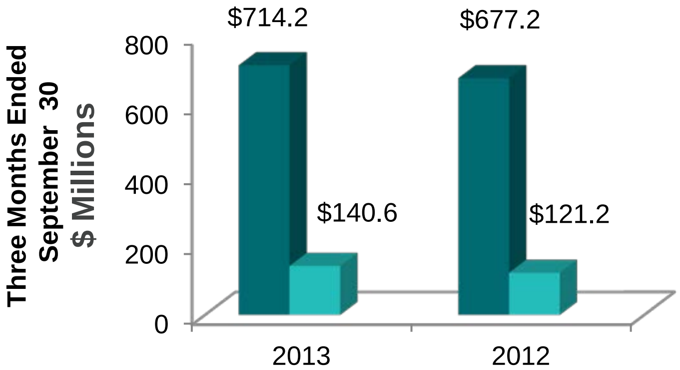
Reconciliations of the non-GAAP measures adjusted income from operations, adjusted income from operations margin, Adjusted EBITDA, adjusted net income attributable to Quintiles, and diluted adjusted earnings per share to the corresponding GAAP measures are attached in the Supplemental Information section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

Segment Performance

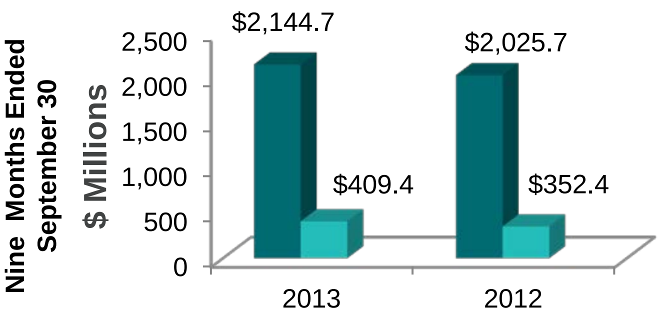
Service Revenues and Income from Operations

QUINTILES

Product Development

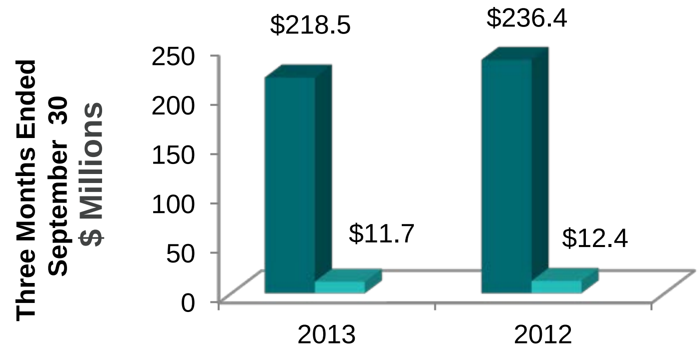


Actual Growth	**5.5% / 16.0%**
Constant Growth [1]	**6.3% / 9.3%**
Margin	**19.7% / 17.9%**

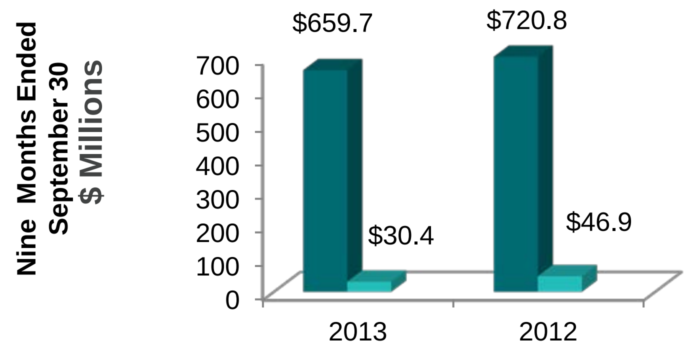


Actual Growth	**5.9% / 16.2%**
Constant Growth[1]	**6.9% / 11.8%**
Margin	**19.1% / 17.4%**

Integrated Healthcare Services



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



(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.

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

2013 Guidance Update

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

QUINTILES

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
- ✓ [1]Identified as preferred CRO for late stage clinical development
- ✓ [2]Named preferred Phase I service provider
- ✓ [3]Ranked #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

QUINTILES®

(millions of dollars)	*Three Months Ended September 30, 2013*			*Year on Year Growth*		
Consolidated	**Actual**	**Exchange Impact**	**Constant**	**Actual**	**Exchange Impact**	**Constant**
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%

(millions of dollars)	*Nine Months Ended September 30, 2013*			*Year on Year Growth*		
Consolidated	**Actual**	**Exchange Impact**	**Constant**	**Actual**	**Exchange Impact**	**Constant**
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

QUINTILES

	Consolidated Service Revenues (millions of dollars)					
	USD	**Sterling**	**Euro**	**Yen**	**Other**[1]	**Total**
3Q '13	$604.4	$72.1	$153.0	$82.2	$21.0	$932.7
% of total	*65%*	*8%*	*16%*	*9%*	*2%*	*100%*
3Q '12	$595.4	$26.1	$162.8	$114.6	$14.7	$913.6
% of total	*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**	**Other**[1]	**Total**
YTD 2013	$1,774.2	$213.4	$475.8	$274.3	$66.7	$2,804.4
% of total	*63%*	*8%*	*17%*	*10%*	*2%*	*100%*
YTD 2012	$1,711.2	$177.9	$466.5	$338.0	$52.9	$2,746.5
% of total	*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 *(millions of dollars)*	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 *(millions of dollars)*	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

QUINTILES®

Nine Months Ended September 30, 2013 *(millions of dollars)*	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 Adjusments	-	-	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 *(millions of dollars)*	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

QUINTILES®

(millions of dollars)	Three Months Ended September 30				Nine Months Ended September 30			
	2013	EPS[1]	2012	EPS[1]	2013	EPS[1]	2012	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**

[1]EPS is represented in dollars.

[2]The 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

(millions of dollars)	Three Months Ended September 30 2013	Three Months Ended September 30 2012	Nine Months Ended September 30 2013	Nine Months Ended September 30 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

QUINTILES®

	Non-GAAP Adjusted Net Income *(millions of dollars)*			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%.