

## Who we are

INC Research (Nasdaq: INCR) is a leading global contract research organization (CRO) providing the full range of Phase I to Phase IV clinical development services for the biopharmaceutical and medical device industry. Leveraging the breadth of our service offerings and the depth of our therapeutic expertise across multiple patient populations, INC Research connects customers, clinical research sites and patients to accelerate the delivery of new medicines to market.

## Our leadership



**Alistair Macdonald**  
Chief Executive Officer



**Michael Gibertini, PhD**  
Chief Operating Officer



**Gregory S. Rush**  
Executive Vice President  
and Chief Financial Officer



**Christopher L. Gaenzle**  
Chief Administrative  
Officer, General Counsel  
and Secretary



**Tara Fitzgerald**  
President, Clinical  
Development Services



**Neil Ferguson**  
Chief Commercial Officer



**Jean Chitwood**  
Executive Vice President,  
Corporate Strategy

## INC Research at a glance

- Nasdaq: INCR
- Headquartered in Raleigh, NC
- More than 6,800 employees in approximately 50 countries worldwide
- Uniquely positioned to deliver Phase I-IV clinical trials through therapeutically focused teams
- Experience spanning more than 110 countries, including trials of any size and scope
- Broad geographic presence, including more than 60 offices worldwide spanning six continents
- Highly diverse customer base ranging from the world's largest biopharmaceutical companies to high-growth small and mid-sized companies
- Expertise in largest, most complex and fastest-growing therapeutic areas

## Focused exclusively on Phase I-IV Clinical Development

How we deliver

### Therapeutically aligned delivery model

- CNS
- Oncology
- General Medicine (e.g., infectious disease, respiratory disease, cardiovascular, endocrinology, immunology and inflammation, women's health and pediatrics)

### Site relationships

- Therapeutic alignment to maximize efficiency and collaboration
- Demonstrated strong relationships with sites as evidenced by ranking as "Top CRO to Work With" among top 10 global CROs in the 2017 CenterWatch Global Investigative Site Relationship Survey
- Actively engaged in shaping the future of site relationships (e.g., first CRO to sponsor SCRS scholarships, first CRO to utilize Site Advocacy Groups, first sponsor of SCRS' new Ambassador program developing country-level programs to enhance site support across the globe)

### Strong corporate culture

- Highly engaged and growing workforce
- Industry recognized training
- Highly experienced leadership team with deep-rooted culture of quality and innovation (200+ years of combined experience)

### Innovation and Technology

- Trusted Process® innovative operating model
- Alignment with best-in-class technology providers (improved operational efficiencies and reduced need for future investments)
- Risk based monitoring

### Strategic and Regulatory Services

- Strategic development services
- Regulatory consulting and submissions
- Clinical operations optimization
- Pricing and reimbursement planning

### Post-Approval Services

- Specialized support for patient registries
- Safety surveillance studies, prospective observational studies
- Health outcome research
- Patient reported outcomes
- Phase IV effectiveness trials
- Health economics studies and retrospective chart reviews

What we deliver

### Clinical Trial Management

- Patient recruitment and retention
- Project management
- Clinical monitoring
- Drug safety/ pharmacovigilance
- Medical affairs
- Quality assurance
- Regulatory and medical writing
- Functional service
- Investigator payments

### Data Services

- Clinical data management
- Electronic data capture
- Biostatistics

## Recognized for excellence

- Ranked “Top CRO to Work With” among top 10 global CROs in the 2017 CenterWatch Global Investigative Site Relationship Survey – the only CRO to rank consistently among the top three CROs in all seven CenterWatch site relationship surveys conducted over the last decade
- Winner of “Exemplar Award” from the International Association for Continuing Education and Training (IACET) for outstanding internal training
- Winner of Frost & Sullivan “Asia-Pacific Contract Resource Outsourcing Services Customer Value Leadership Award” for best practices
- First CRO accredited across the entire Medidata Cloud™
- Recipient of Medidata’s Trial of the Future Award in the Operational Excellence Category
- First CRO to be certified under the IAOCR Clinical Operations Workforce Quality Accreditation program, achieving the “Silver Standard” in 2017 for demonstrating a commitment to ensuring a quality workforce through superior training

## Financial highlights for the first quarter ended March 31, 2017

	2016	2017	Change
<b>Net New Business Awards</b>	\$302.4m	\$359.9m	19.0%
<b>Book-to-Bill</b>	1.2x	1.4x	
<b>Backlog</b>	\$1.87b	\$2.10b	12.2%
<b>Net Service Revenue</b>	\$249.0m	\$252.1m	1.2%
<b>Adjusted Income from Operations</b>	\$52.5m	\$52.0m	(0.4%)
<b>Adjusted EBITDA</b>	\$57.1m	\$58.1m	1.8%
<b>Adjusted Net Income</b>	\$32.5m	\$33.1m	1.8%
<b>Adjusted Diluted EPS</b>	\$0.58	\$0.60	3.4%

For a complete reconciliation of GAAP to Non-GAAP measures for the current and historical periods please visit the Investor Relations section of the INC Research website.

## For more information

about INC Research, please contact us:

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