

# Corporate Fast Facts



## Who We Are

INC Research/inVentiv Health (Nasdaq:INCR) is the only fully integrated biopharmaceutical solutions organization. Our company, including a Contract Research Organization (CRO) and Contract Commercial Organization (CCO), is purpose-built to address new market realities where clinical and commercial share expertise, data and insights to accelerate biopharmaceutical performance. With more than 22,000 employees and the ability to support customers in more than 110 countries, our global scale and deep therapeutic alignment enables INC Research/inVentiv Health to help customers successfully navigate an increasingly complex environment.

## INC Research/inVentiv Health at a Glance

- Nasdaq: INCR
- 22,000+ employees
- Headquartered in Raleigh, N.C. with a strong Northeast presence
- A global leading CRO and the industry's first Contract Commercial Organization (CCO)
- Helped develop or commercialize at least 82% of Novel New Drugs approved by the FDA in a recent five-year period and at least 70% of all products granted marketing authorization by the EMA in a recent five-year period.

## The INC Research/inVentiv Health Advantage

We create better, smarter and faster approaches to accelerate the delivery of biopharmaceutical products worldwide.

- Global reach with broad geographic presence
- Therapeutic expertise in all major categories, including complex disease areas such as oncology and central nervous system
- Ability to adapt and scale based on unique needs
- Collaborative approach to development and commercialization timeline
- Demonstrated results advancing clinical and commercial success
- Ability to advance an asset without dilution or reduced ownership
- Architect of the Trusted Process® – a proven methodology to accelerate clinical trial success

## Executive Leadership



**Alistair Macdonald**  
Chief Executive Officer



**Mike Bell**  
Executive Chairman of the Board of Directors and President, Commercial Division



**Greg Rush**  
Chief Financial Officer



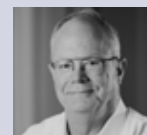
**Brandon Eldredge**  
Corporate Strategy & Development



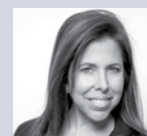
**Neil Ferguson**  
Chief Business Officer



**Chris Gaenzle**  
Chief Administrative Officer and General Counsel



**Mike McKelvey**  
President, Clinical Division



**Kristen Spensieri**  
Global Head, Corporate Communications & Marketing



**Rachel Stahler**  
Chief Information Officer

## Offers Industry's Most Comprehensive Clinical & Commercial Solutions Continuum

INC Research/inVentiv Health offers fully integrated solutions – commercial informs clinical and clinical informs commercial – and industry leading capabilities

- Wide range of clinical capabilities, including Phase I – Phase IIV, delivered on a project, functional or hybrid basis
- Largest outsourced field force in the U.S.
- One of the most recognized and respected healthcare management consultancies in the industry with deep payer expertise
- Largest independent healthcare communication network in the world
- Nation's largest provider of direct-to-patient communications with real-time access to over nine years of data that includes 60% of all retail prescriptions representing 2.2B scripts/year across 40 chains, 30,000 pharmacies, 175M+ health consumers and 285,000 physicians

## Financial Highlights

	2016	YTD Q2 2017
<b>Clinical Net New Business Awards</b>	\$2,430.4m	\$1,377.7m
<b>Clinical Book-to-Bill</b>	1.2x	1.3x
<b>Clinical Backlog</b>	\$4,209.7m	\$4,567.0m
<b>Total Net Service Revenue</b>	\$3,241.3m	\$1,565.0m
<b>Total Adjusted EBITDA</b>	\$609.0m	\$301.3m

Financial information and operating metrics represent combined amounts for INC Research and inVentiv Health for the periods presented, and are not prepared in accordance with GAAP. These amounts are prepared under the respective companies' separate accounting and disclosure policies, and inVentiv Health's amounts will differ when fully conformed to INC Research's policies. To review the published materials and SEC filings, and a complete reconciliation of GAAP to non-GAAP measures, please visit the Investor Relations section of the INC Research website.

### For More Information

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### Media

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## Recognized for Excellence

- “Top CRO to Work With” among the 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
- Communications agencies have won more than 1,000 awards in the past 10 years, including multiple agency of the year awards
- Consultancy recognized by Forbes magazine as one of America's Best Management Consulting Firms for the last two years
- Winner of Medidata “Trial of the Future” Award for Operational Excellence
- Only CRO to earn IAOCR Silver Standard Accreditation
- Talent recognized with elite industry awards including PharmaVOICE 100, HBA Rising Stars and Luminaries, and PM360 Elite awards