



Q4 2022 Earnings Call

February 10, 2023

Legal

This presentation should be viewed in conjunction with IQVIA's Q4 2022 earnings call

Safe Harbor Statement for Forward-Looking Statements

This presentation contains “forward-looking statements” within the meaning of the federal securities laws, including Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, including, without limitation, our first-quarter and full-year 2023 guidance. In this context, forward-looking statements often address expected future business and financial performance and financial condition, and often contain words such as “expect,” “assume,” “anticipate,” “intend,” “plan,” “forecast,” “believe,” “seek,” “see,” “will,” “would,” “target,” similar expressions, and variations or negatives of these words that are intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words. Actual results may differ materially from our expectations due to a number of factors, including, but not limited to, the following: business disruptions caused by natural disasters, pandemics such as the COVID-19 (coronavirus) outbreak, including any variants, and the public health policy responses to the outbreak, international conflicts or other disruptions outside of our control such as the current situation in Ukraine and Russia; our ability to accurately model or forecast the impact of the spread and/or containment of COVID-19, including any variants, among other sources of business interruption, on our operations and financial results; most of our contracts may be terminated on short notice, and we may lose or experience delays with large client contracts or be unable to enter into new contracts; the market for our services may not grow as we expect; we may be unable to successfully develop and market new services or enter new markets; imposition of restrictions on our use of data by data suppliers or their refusal to license data to us; any failure by us to comply with contractual, regulatory or ethical requirements under our contracts, including current or future changes to data protection and privacy laws; breaches or misuse of our or our outsourcing partners’ security or communications systems; failure to meet our productivity or business transformation objectives; failure to successfully invest in growth opportunities; our ability to protect our intellectual property rights and our susceptibility to claims by others that we are infringing on their intellectual property rights; the expiration or inability to acquire third party licenses for technology or intellectual property; any failure by us to accurately and timely price and formulate cost estimates for contracts, or to document change orders; hardware and software failures, delays in the operation of our computer and communications systems or the failure to implement system enhancements; the rate at which our backlog converts to revenue; our ability to acquire, develop and implement technology necessary for our business; consolidation in the industries in which our clients operate; risks related to client or therapeutic concentration; government regulators or our customers may limit the number or scope of indications for medicines and treatments or withdraw products from the market, and government regulators may impose new regulatory requirements or may adopt new regulations affecting the biopharmaceutical industry; the risks associated with operating on a global basis, including currency or exchange rate fluctuations and legal compliance, including anti-corruption laws; risks related to changes in accounting standards; general economic conditions in the markets in which we operate, including financial market conditions, inflation, and risks related to sales to government entities; the impact of changes in tax laws and regulations; and our ability to successfully integrate, and achieve expected benefits from, our acquired businesses. For a further discussion of the risks relating to our business, see the “Risk Factors” in our annual report on Form 10-K for the fiscal year ended December 31, 2021, filed with the Securities and Exchange Commission (the “SEC”), as such factors may be amended or updated from time to time in our subsequent periodic and other filings with the SEC, which are accessible on the SEC’s website at www.sec.gov. These factors should not be construed as exhaustive and should be read in conjunction with the other cautionary statements that are included in this presentation and in our filings with the SEC. We assume no obligation to update any such forward-looking statement after the date of this presentation, whether as a result of new information, future developments or otherwise.

Past Performance

In all cases where historical results are presented or past performance is described, we note that past performance is not a reliable indicator of future results and performance.

Trademarks

All trademarks or service marks are the property of IQVIA or their respective owners. Solely for convenience, the trademarks, service marks and trade names are referenced without the ®, (SM) and (TM) symbols, but we will assert, to the fullest extent under applicable law, our rights or the rights of the applicable licensors to these marks.

Legal

Non-GAAP Information

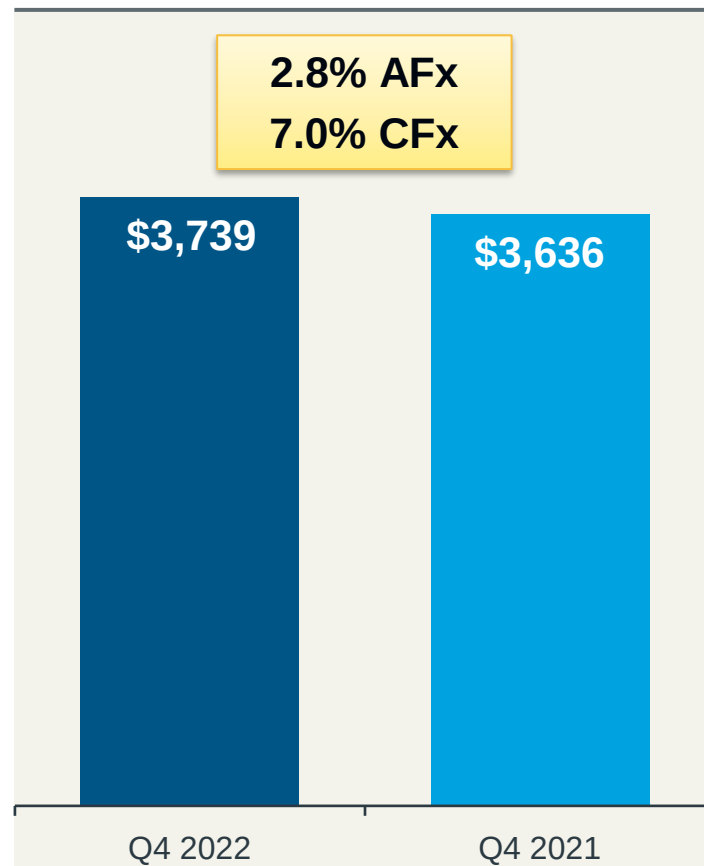
This presentation includes information based on financial measures that are not recognized under generally accepted accounting principles in the United States (“GAAP”), such as Adjusted EBITDA, Adjusted Net Income, Adjusted Diluted Earnings per Share, and Free Cash Flow. Non-GAAP financial measures are presented only as a supplement to the company’s financial statements based on GAAP. Non-GAAP financial information is provided to enhance understanding of the company’s financial performance, but none of these non-GAAP financial measures are recognized terms under GAAP, and non-GAAP measures should not be considered in isolation from, or as a substitute analysis for, the company’s results of operations as determined in accordance with GAAP. The company uses non-GAAP measures in its operational and financial decision making and believes that it is useful to exclude certain items in order to focus on what it regards to be a more meaningful indicator of the underlying operating performance of the business. For example, the Company excludes all the amortization of intangible assets associated with acquired customer relationships and backlog, databases, non-compete agreements and trademarks, trade names and other from non-GAAP expense and income measures as such amounts can be significantly impacted by the timing and size of acquisitions. Although we exclude amortization of acquired intangible assets from our non-GAAP expenses, we believe that it is important for investors to understand that revenue generated from such intangibles is included within revenue in determining net income attributable to IQVIA Holdings Inc. As a result, internal management reports feature non-GAAP measures and are used to prepare strategic plans and annual budgets and review management compensation. The company also believes that investors may find non-GAAP financial measures useful for the same reasons, although investors are cautioned that non-GAAP financial measures are not a substitute for GAAP disclosures. The non-GAAP financial measures are not presented in accordance with GAAP. Please refer to the appendix of this presentation for reconciliations of non-GAAP financial measures contained herein to the most directly comparable GAAP measures. Our first-quarter and full-year 2023 guidance measures (other than revenue) are provided on a non-GAAP basis without a reconciliation to the most directly comparable GAAP measure because the company is unable to predict with a reasonable degree of certainty certain items contained in the GAAP measures without unreasonable efforts. Such items include, but are not limited to, acquisition related expenses, restructuring and related expenses, stock-based compensation and other items not reflective of the company’s ongoing operations.

Non-GAAP measures are frequently used by securities analysts, investors and other interested parties in their evaluation of companies comparable to the company, many of which present non-GAAP measures when reporting their results. Non-GAAP measures have limitations as an analytical tool. They are not presentations made in accordance with GAAP, are not measures of financial condition or liquidity and should not be considered as an alternative to profit or loss for the period determined in accordance with GAAP or operating cash flows determined in accordance with GAAP. Non-GAAP measures are not necessarily comparable to similarly titled measures used by other companies. As a result, you should not consider such performance measures in isolation from, or as a substitute analysis for, the company’s results of operations as determined in accordance with GAAP.

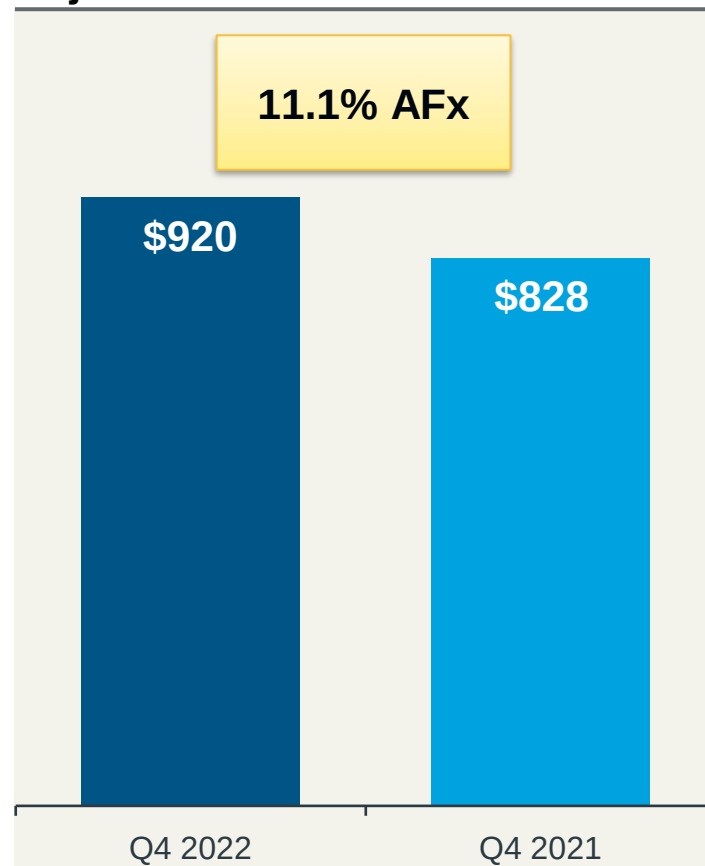
4th Quarter Results

\$M, except per share data

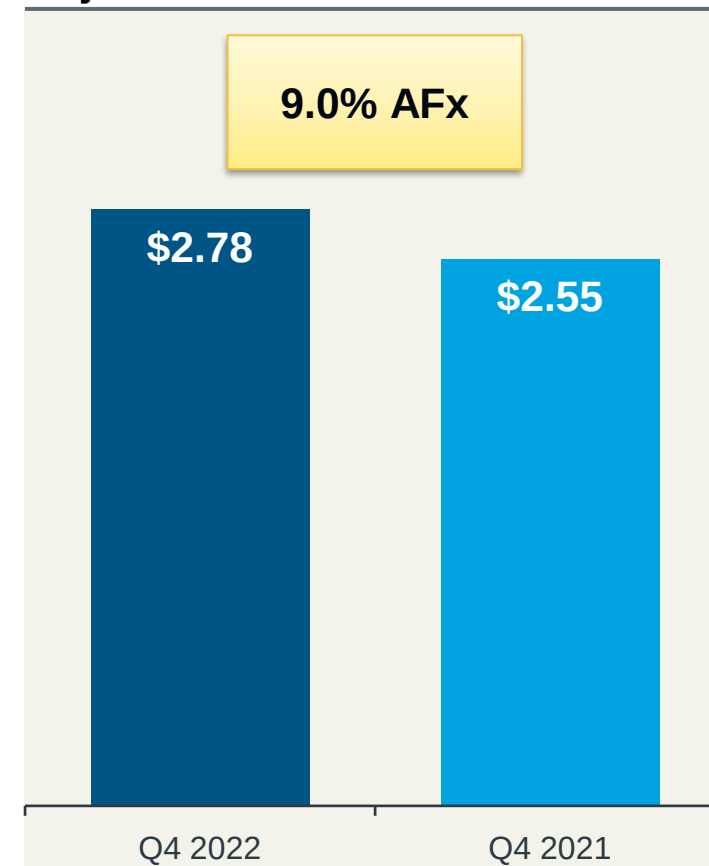
Revenue



Adjusted EBITDA⁽¹⁾



Adjusted Diluted EPS⁽¹⁾



Dollars are at actual foreign exchange rates. AFx is actual currency. CFx is constant currency.
(1) See reconciliation of non-GAAP items in the Appendix.

4th Quarter and Full-Year Revenue

\$M

	Q4				Full Year			
	2022	2021	VPY% AFx	VPY% CFx	2022	2021	VPY% AFx	VPY% CFx
Technology & Analytics Solutions	\$1,499	\$1,496	0.2%	4.7%	\$5,746	\$5,534	3.8%	8.7%
Research & Development Solutions	\$2,058	\$1,944	5.9%	9.3%	\$7,921	\$7,556	4.8%	7.7%
Contract Sales & Medical Solutions	<u>\$182</u>	<u>\$196</u>	(7.1%)	2.0%	<u>\$743</u>	<u>\$784</u>	(5.2%)	2.7%
Revenue	\$3,739	\$3,636	2.8%	7.0%	\$14,410	\$13,874	3.9%	7.8%

Dollars are at actual foreign exchange rates. AFx is actual currency, CFx is constant currency.

4th Quarter and Full-Year Profit

\$M, except per share data

	Q4		Full Year	
	2022	2021	2022	2021
Adjusted EBITDA ⁽¹⁾	\$920	\$828	\$3,346	\$3,022
Net Income	\$227	\$318	\$1,091	\$966
Diluted Earnings per Share	\$1.20	\$1.63	\$5.72	\$4.95
Adjusted Net Income ⁽¹⁾	\$524	\$496	\$1,937	\$1,760
Adjusted Diluted Earnings per Share ⁽¹⁾	\$2.78	\$2.55	\$10.16	\$9.03

Dollars are at actual foreign exchange rates.

(1) See reconciliations of non-GAAP items in appendix.

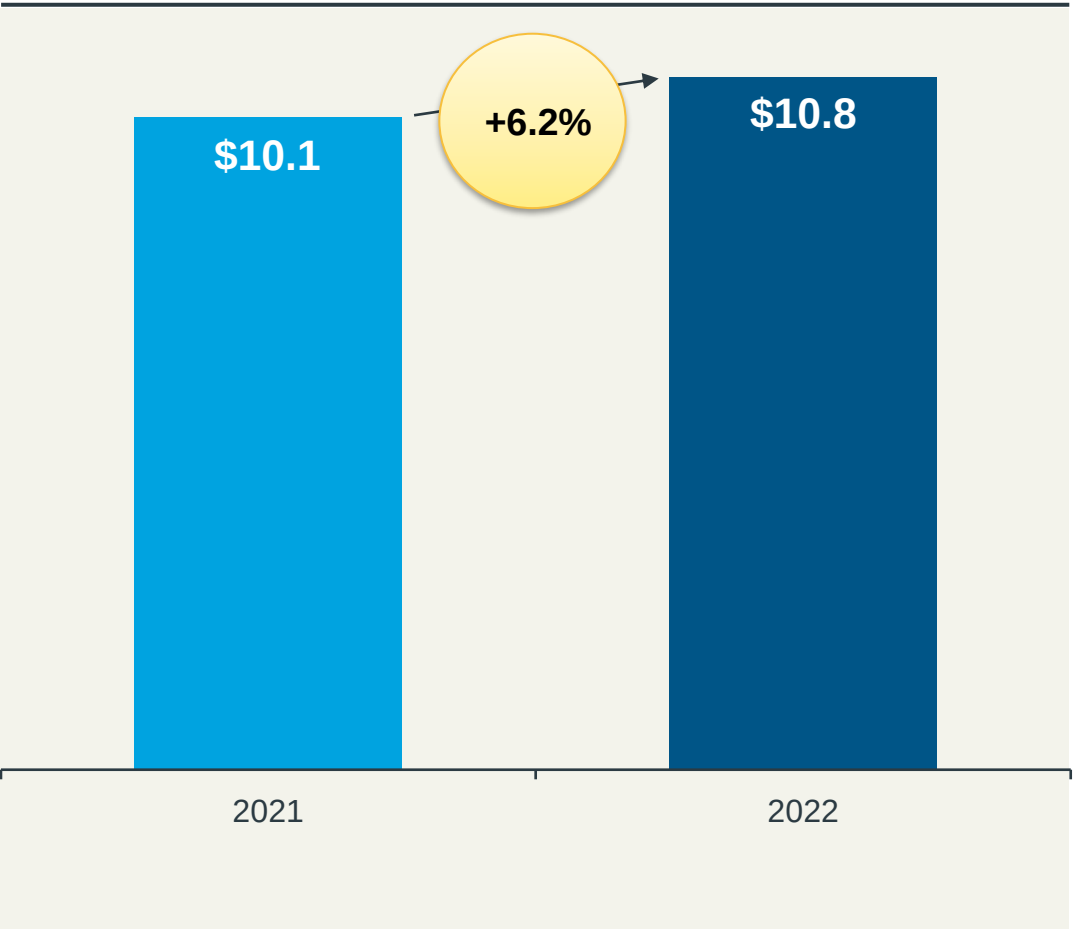
R&D Solutions Backlog and Net New Business

\$B

Backlog



Full Year Net New Business



Dollars are at actual foreign exchange rates. AFX is actual currency. CFx is constant currency.

4th Quarter Balance Sheet and Cash Flow Items and Metrics

\$M

Cash & Cash Equivalents	\$1,216
Gross Debt	\$12,747
Net Debt	\$11,531
Gross Leverage Ratio ⁽¹⁾	3.81x
Net Leverage Ratio ⁽¹⁾	3.45x
Net Cash Provided by Operating Activities	\$560
Capital Expenditures	\$171
Free Cash Flow ⁽²⁾	\$389

Dollars are at actual foreign exchange rates.

(1) Calculated using last twelve months Adjusted EBITDA.

(2) See reconciliation of non-GAAP items in the Appendix.

Vision 22 Achievement

Metric	Vision 2022 Goal 2019-2022	Actual Achievement 2019-2022	
Total Company Revenue (CAGR)	7 – 10%	9.1% AFx / 10.2% CFx	✓
Adj. EBITDA ⁽¹⁾ (CAGR)	8 – 11%	11.7%	✓
Adj. Diluted EPS ⁽¹⁾ (CAGR)	Continued double-digit growth	16.7%	✓
Cap Ex/Deferred Software	~5% of revenue	4.7%	✓
Capital Deployment	\$1.0 – \$1.5B per year in M&A and share repurchases	\$1.9B per year	✓
Net Debt Leverage	3.5 – 4.0X exiting 2022	3.45x	✓
Adjusted Book Tax Rate ⁽¹⁾	Low twenties	20.5%	✓

Dollars are at actual foreign exchange rates.

(1) See reconciliation for current non-GAAP items in the Appendix. Prior period reconciliations provided in corresponding Company's Earnings Releases.

Full Year 2023 Guidance

\$M, except per share data

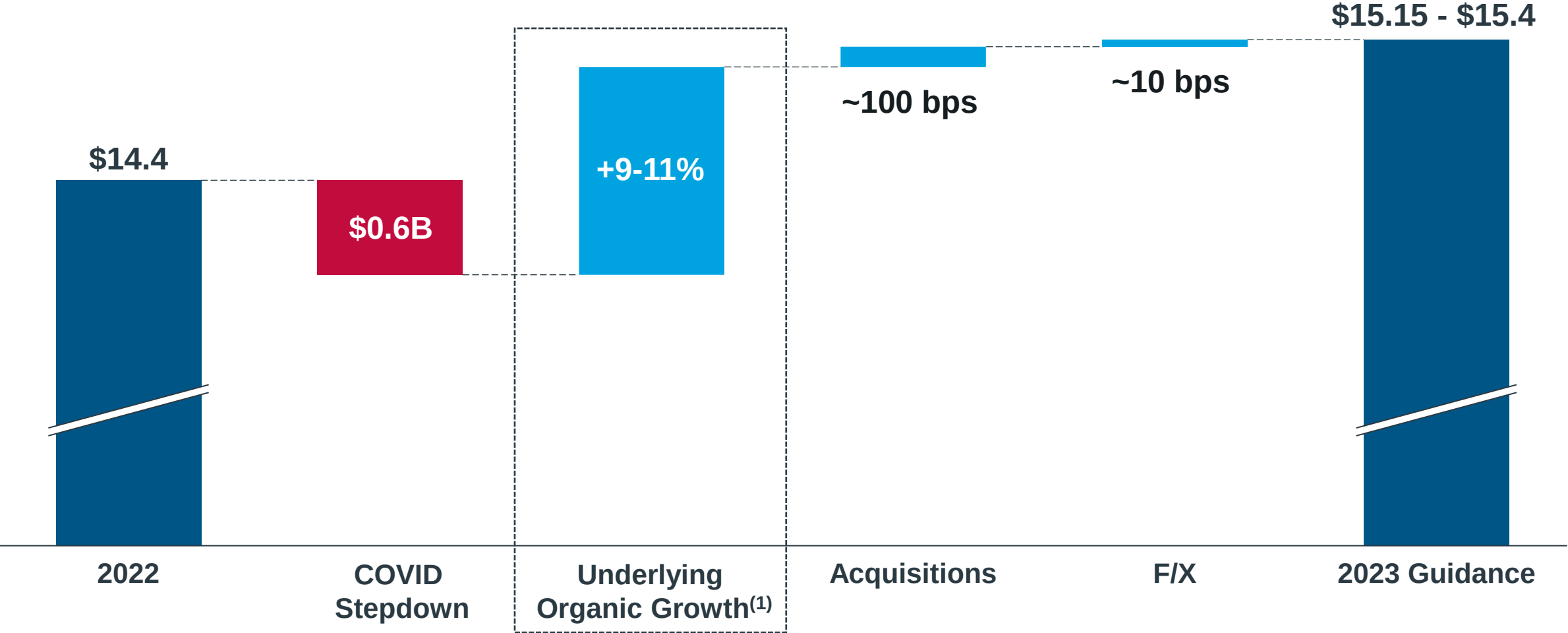
	Guidance	VPY%
Revenue	\$15,150 – \$15,400	5.1% – 6.9%
Adj. EBITDA	\$3,625 – \$3,695	8.3% – 10.4%
Adj. Diluted EPS	\$10.26 – \$10.56	1.0% – 3.9% ⁽¹⁾

+9% to 11% excluding the impact of FX, acquisitions and COVID-related work

(1) Adjusted Diluted EPS growth would be 11 to 14%, excluding the year-over-year impact of the step-up in interest rates and the increase in the UK corporate tax rate
All financial guidance assumes February 8th foreign exchange rates remain in effect for the guidance period.

2022 – 2023 Revenue Dynamics

\$B



(1) Underlying Organic Growth excludes the impact of FX, acquisitions and COVID-related work
All financial guidance assumes February 8th foreign exchange rates remain in effect for the guidance period.

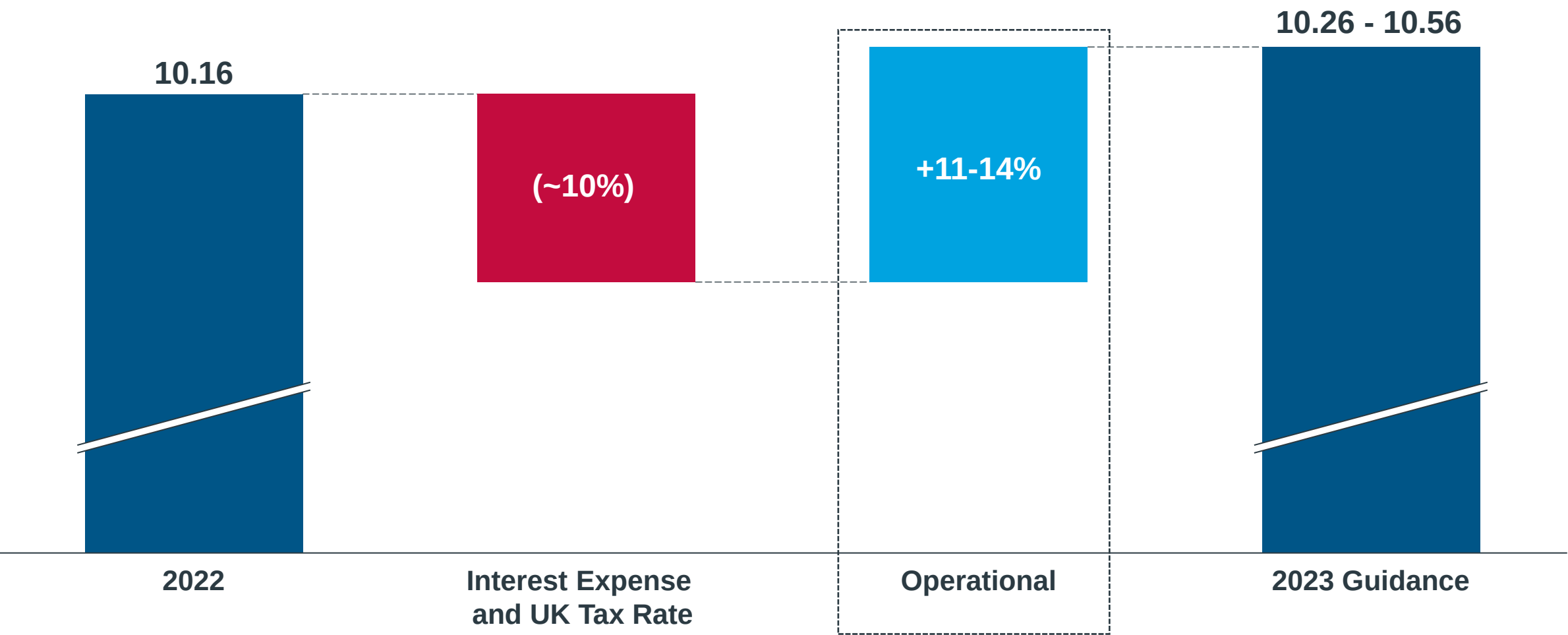
Full Year 2023 Segment Revenue Guidance

	VPY%	Underlying Organic ⁽¹⁾
TAS	6% to 8%	7% to 9%
R&DS	5% to 7%	10% to 12%
CSMS	~Flat	~2%
<i>Total IQVIA</i>	<i>5% to 7%</i>	<i>9% to 11%</i>

(1) Underlying Organic Growth excludes the impact of FX, acquisitions and COVID-related work
All financial guidance assumes February 8th foreign exchange rates remain in effect for the guidance period.

2022 – 2023 Adjusted Diluted EPS Dynamics

\$, *Earnings per Share*



Q1 2023 Guidance

Largest headwind from foreign exchange

Largest YoY COVID step-down

Toughest interest expense comparison

Phase-in of the benefits of productivity initiatives

Q1 2023 Guidance

\$M, except per share data

	Guidance	VPY%
Revenue	\$3,570 – \$3,640	0.1% – 2.0%
Adj. EBITDA	\$835 – \$860	2.8% – 5.9%
Adj. Diluted EPS	\$2.35 – \$2.46	(4.9%) – (0.4%) ⁽¹⁾

+9% to 11% excluding the impact of FX, acquisitions and COVID-related work

(1) Adjusted Diluted EPS growth would be 6 to 10%, excluding the year-over-year impact of the step-up in interest rates and the increase in the UK corporate tax rate. All financial guidance assumes February 8th foreign exchange rates remain in effect for the guidance period.

Q&A

Net Income to Adjusted EBITDA Reconciliation

(in millions)	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2022	2021	2022	2021
Net Income Attributable to IQVIA Holdings Inc.	\$ 227	\$ 318	\$ 1,091	\$ 966
Provision for income taxes	48	59	260	163
Depreciation and amortization	357	262	1,130	1,264
Interest expense, net	122	88	403	369
(Income) loss in unconsolidated affiliates	—	(1)	12	(6)
Income from non-controlling interests	—	—	—	5
Deferred revenue purchase accounting adjustments	—	3	1	3
Stock-based compensation	58	42	194	170
Other expense (income), net ⁽¹⁾	53	12	104	(81)
Loss on extinguishment of debt	—	1	—	26
Restructuring and related expenses ⁽²⁾	26	24	73	68
Acquisition related expenses	29	20	78	75
Adjusted EBITDA	<u>\$ 920</u>	<u>\$ 828</u>	<u>\$ 3,346</u>	<u>\$ 3,022</u>

(1) Reflects certain non-operating income items, revaluations of contingent consideration and certain non-recurring expenses.

(2) Reflects restructuring costs as well as accelerated expenses related to lease exits.

Net Income to Adj. Net Income and Per Share Data Reconciliation

(in millions, except per share data)	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2022	2021	2022	2021
Net Income Attributable to IQVIA Holdings Inc.	\$ 227	\$ 318	\$ 1,091	\$ 966
Provision for income taxes	48	59	260	163
Purchase accounting amortization ⁽¹⁾	149	138	563	833
(Income) loss in unconsolidated affiliates	—	(1)	12	(6)
Income from non-controlling interests	—	—	—	5
Deferred revenue purchase accounting adjustments	—	3	1	3
Stock-based compensation	58	42	194	170
Other expense (income), net ⁽²⁾	53	12	104	(81)
Loss on extinguishment of debt	—	1	—	26
Restructuring and related expenses ⁽³⁾	88	24	135	68
Acquisition related expenses	29	20	78	75
Adjusted Pre Tax Income	\$ 652	\$ 616	\$ 2,438	\$ 2,222
Adjusted tax expense	(128)	(120)	(501)	(453)
Income from non-controlling interests	—	—	—	(5)
Minority interest effect in non-GAAP adjustments ⁽⁴⁾	—	—	—	(4)
Adjusted Net Income	\$ 524	\$ 496	\$ 1,937	\$ 1,760
Adjusted earnings per share attributable to common stockholders:				
Basic	\$ 2.82	\$ 2.60	\$ 10.33	\$ 9.20
Diluted	\$ 2.78	\$ 2.55	\$ 10.16	\$ 9.03
Weighted average common shares outstanding:				
Basic	185.7	190.8	187.6	191.4
Diluted	188.6	194.8	190.6	195.0

⁽¹⁾ Reflects all the amortization of acquired intangible assets.

⁽²⁾ Reflects certain non-operating income items, revaluations of contingent consideration and certain non-recurring expenses.

⁽³⁾ Reflects restructuring costs as well as accelerated expenses related to lease exits and asset abandonments.

⁽⁴⁾ Reflects the portion of Q² Solutions' after-tax non-GAAP adjustments attributable to the minority interest partner.

Operating Cash Flow to Free Cash Flow Reconciliation

(in millions)	Three Months Ended December 31, 2022	Twelve Months Ended December 31, 2022
Net Cash provided by Operating Activities	\$ 560	\$ 2,260
Acquisition of property, equipment and software	(171)	(674)
Free Cash Flow	<u>\$ 389</u>	<u>\$ 1,586</u>

Leverage Ratios

(in millions)

Gross Debt, net of Unamortized Discount and Debt Issuance Costs, as of December 31, 2022	\$	12,747
Net Debt as of December 31, 2022	\$	11,531
Adjusted EBITDA for the twelve months ended December 31, 2022	\$	3,346
Gross Leverage Ratio (Gross Debt/LTM Adjusted EBITDA)		3.81x
Net Leverage Ratio (Net Debt/LTM Adjusted EBITDA)		3.45x