



# Q3 2023 Earnings Call

November 1, 2023

# Legal

*This presentation should be viewed in conjunction with IQVIA's Q3 2023 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 fourth-quarter and full-year 2023 guidance and 2024 preliminary outlook. 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, and international conflicts or other disruptions outside of our control such as the current situation in Ukraine and Russia; 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, 2022, 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](http://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 release, 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

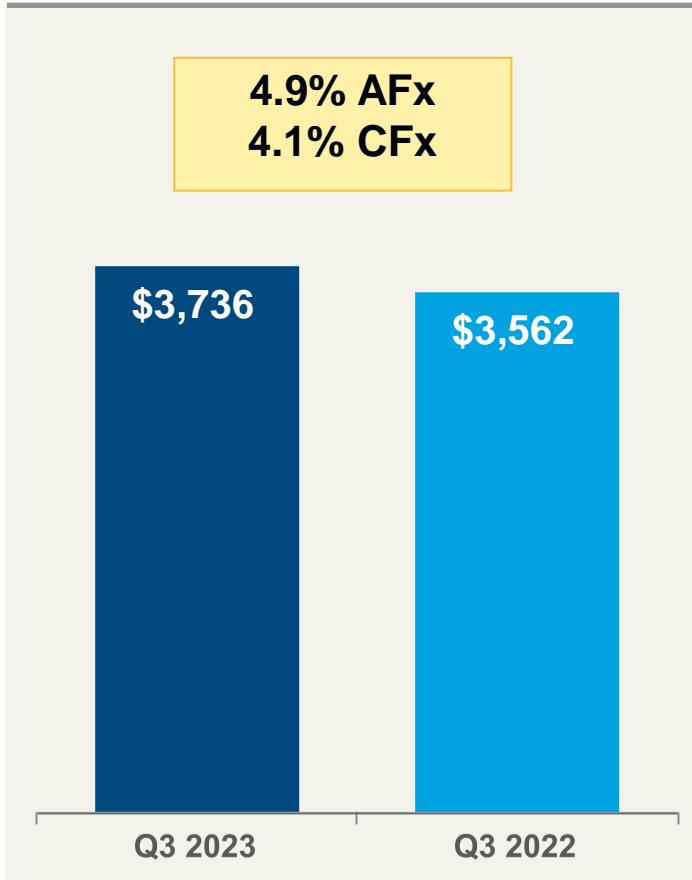
This presentation includes information based on financial measures that are not recognized under generally accepted accounting principles in the United States (“GAAP”), such as Adjusted EBITDA, Adjusted Net Income, Adjusted Diluted Earnings per Share, Gross Leverage Ratio, Net Leverage Ratio and Free 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, trademarks and trade names 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 fourth-quarter and full-year 2023 guidance measures and 2024 preliminary outlook 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. For the same reasons, the company is unable to address the probable significance of the unavailable information. 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.

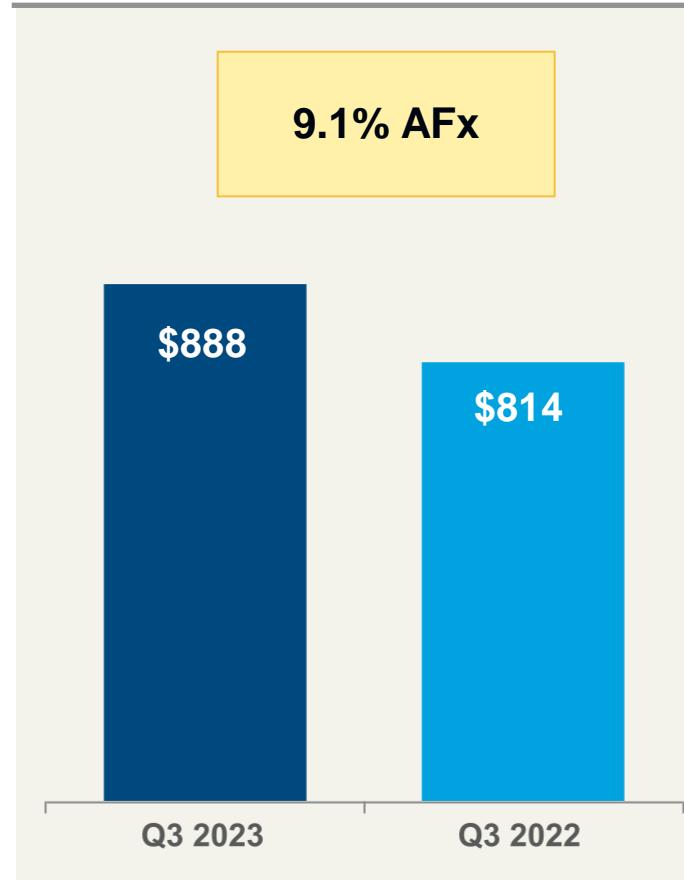
# 3<sup>rd</sup> Quarter Results

\$M, except per share data

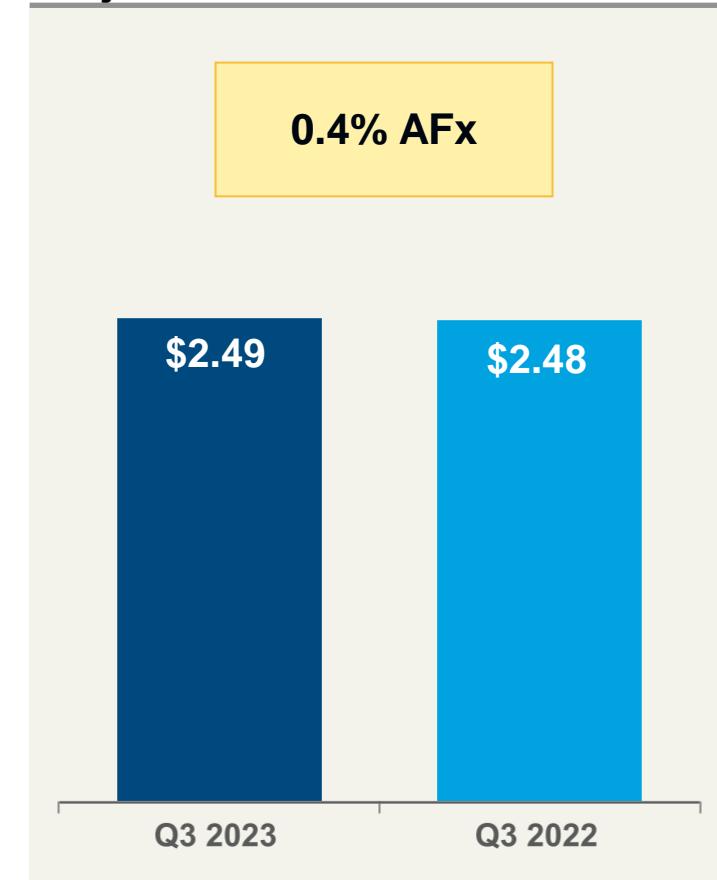
## Revenue



## Adjusted EBITDA<sup>(1)</sup>



## Adjusted Diluted EPS<sup>(1)</sup>



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.

# 3<sup>rd</sup> Quarter and Year-to-Date Revenue

\$M

|                                    | Q3             |                |             |             | YTD             |                 |             |             |
|------------------------------------|----------------|----------------|-------------|-------------|-----------------|-----------------|-------------|-------------|
|                                    | 2023           | 2022           | VPY%<br>AFx | VPY%<br>CFx | 2023            | 2022            | VPY%<br>AFx | VPY%<br>CFx |
| Technology & Analytics Solutions   | \$1,431        | \$1,400        | 2.2%        | 0.9%        | \$4,331         | \$4,247         | 2.0%        | 2.4%        |
| Research & Development Solutions   | \$2,122        | \$1,979        | 7.2%        | 6.4%        | \$6,244         | \$5,863         | 6.5%        | 6.8%        |
| Contract Sales & Medical Solutions | \$183          | \$183          | —%          | 4.9%        | \$541           | \$561           | (3.6)%      | 1.2%        |
| <b>Revenue</b>                     | <b>\$3,736</b> | <b>\$3,562</b> | <b>4.9%</b> | <b>4.1%</b> | <b>\$11,116</b> | <b>\$10,671</b> | <b>4.2%</b> | <b>4.8%</b> |

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

# 3<sup>rd</sup> Quarter and Year-to-Date Profit

*\$M, except per share data*

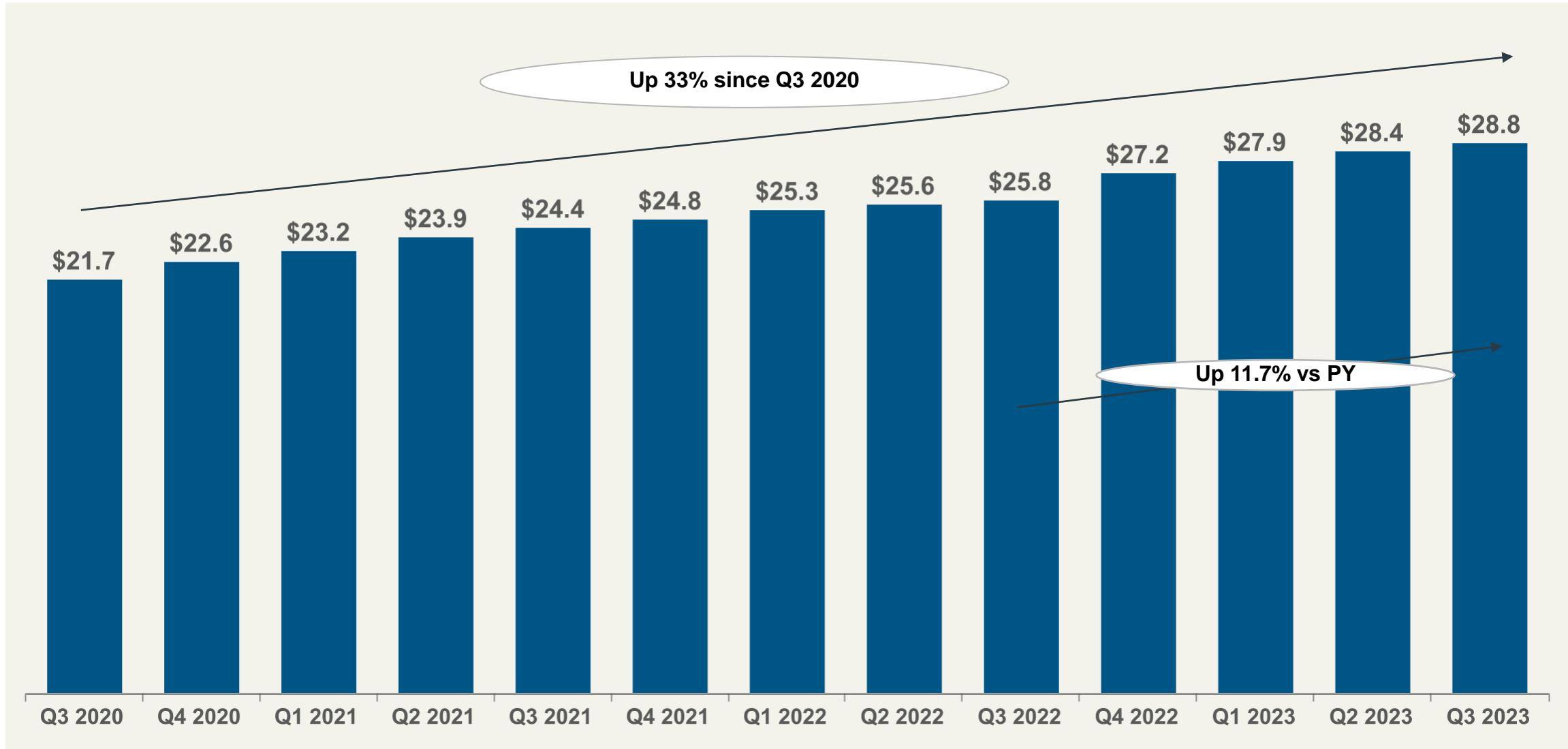
|   | Q3     |        | YTD     |         |
|---|--------|--------|---------|---------|
|   | 2023   | 2022   | 2023    | 2022    |
| <b>Adjusted EBITDA <sup>(1)</sup></b>                     | \$888  | \$814  | \$2,603 | \$2,426 |
| <b>Net Income</b>   | \$303  | \$283  | \$889   | \$864   |
| <b>Diluted Earnings per Share</b>                         | \$1.63 | \$1.49 | \$4.76  | \$4.52  |
| <b>Adjusted Net Income <sup>(1)</sup></b>                 | \$462  | \$470  | \$1,378 | \$1,413 |
| <b>Adjusted Diluted Earnings per Share <sup>(1)</sup></b> | \$2.49 | \$2.48 | \$7.37  | \$7.39  |

Dollars are at actual foreign exchange rates.

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

# R&D Solutions Backlog

\$B



# 3<sup>rd</sup> Quarter Balance Sheet and Cash Flow Items and Metrics

\$M

|  |          |
|--|----------|
| <b>Cash &amp; Cash Equivalents</b>               | \$1,224  |
| <b>Gross Debt</b>                                | \$13,631 |
| <b>Net Debt</b>                                  | \$12,407 |
| <b>Gross Leverage Ratio <sup>(1)</sup></b>       | 3.87x    |
| <b>Net Leverage Ratio <sup>(1)</sup></b>         | 3.52x    |
| <b>Net Cash Provided by Operating Activities</b> | \$583    |
| <b>Capital Expenditures</b>                      | \$146    |
| <b>Free Cash Flow <sup>(2)</sup></b>             | \$437    |

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.

# Full Year 2023 Guidance

*\$M, except per share data*

|                         | Guidance            | V PY%                      |
|-------------------------|---------------------|----------------------------|
| <b>Revenue</b>          | \$14,885 – \$14,920 | 3.3% – 3.5%                |
| <b>Adj. EBITDA</b>      | \$3,560 – \$3,570   | 6.4% – 6.7%                |
| <b>Adj. Diluted EPS</b> | \$10.16 – \$10.23   | Flat – 0.7% <sup>(1)</sup> |

(1) Adjusted Diluted EPS is expected to grow 11 to 12%, 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 October 30, 2023 foreign exchange rates remain in effect for the guidance period.

# Q4 2023 Guidance

*\$M, except per share data*

|                         | Guidance          | V PY%                      |
|-------------------------|-------------------|----------------------------|
| <b>Revenue</b>          | \$3,769 – \$3,804 | 0.8% – 1.7%                |
| <b>Adj. EBITDA</b>      | \$957 – \$967     | 4.0% – 5.1%                |
| <b>Adj. Diluted EPS</b> | \$2.79 – \$2.86   | 0.4% – 2.9% <sup>(1)</sup> |

(1) Adjusted Diluted EPS is expected to grow 10 to 13%, 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 October 30, 2023 foreign exchange rates remain in effect for the guidance period.

# 2024 Preliminary Outlook

## *Initial expectations*

| Initial 2024 Outlook                |                   |   |
|-------------------------------------|-------------------|---|
| <b>Revenue Growth</b>               | Mid-single digit  | <ul style="list-style-type: none"><li>• ~\$300M COVID Revenue step down</li><li>• ~100 bps F/X headwind</li></ul> |
| <b>Adj. EBITDA Margin Expansion</b> | ~ 50 bps          |   |
| <b>Adj. Diluted EPS Growth</b>      | High-single digit |   |

All financial guidance assumes October 30, 2023 foreign exchange rates remain in effect for the guidance period.



## Q&A

# Net Income to Adjusted EBITDA Reconciliation

| (in millions)                                     | Three Months Ended<br>September 30, |               | Nine Months Ended<br>September 30, |                 |
|---|-------------------------------------|---------------|------------------------------------|-----------------|
|   | 2023                                | 2022          | 2023                               | 2022            |
| <b>Net Income</b>                                 | \$ 303                              | \$ 283        | \$ 889                             | \$ 864          |
| Provision for income taxes                        | 51                                  | 70            | 203                                | 212             |
| Depreciation and amortization                     | 297                                 | 248           | 809                                | 773             |
| Interest expense, net                             | 167                                 | 104           | 467                                | 281             |
| (Income) loss in unconsolidated affiliates        | (5)                                 | 7             | (6)                                | 12              |
| Deferred revenue purchase accounting adjustments  | —                                   | —             | —                                  | 1               |
| Stock-based compensation                          | 47                                  | 61            | 172                                | 136             |
| Other (income) expense, net <sup>(1)</sup>        | (40)                                | 13            | (92)                               | 51              |
| Restructuring and related expenses <sup>(2)</sup> | 42                                  | 16            | 102                                | 47              |
| Acquisition related expenses                      | 26                                  | 12            | 59                                 | 49              |
| <b>Adjusted EBITDA</b>                            | <b>\$ 888</b>                       | <b>\$ 814</b> | <b>\$ 2,603</b>                    | <b>\$ 2,426</b> |

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

<sup>(2)</sup> 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 September 30, |               | Nine Months Ended September 30, |                 |
|---|----------------------------------|---------------|---------------------------------|-----------------|
|   | 2023                             |               | 2022                            |                 |
|   | \$ 303                           | \$ 283        | \$ 889                          | \$ 864          |
| <b>Net Income</b>   |                                  |               |                                 |                 |
| Provision for income taxes  | 51                               | 70            | 203                             | 212             |
| Purchase accounting amortization <sup>(1)</sup>                         | 156                              | 128           | 411                             | 414             |
| (Income) loss in unconsolidated affiliates                              | (5)                              | 7             | (6)                             | 12              |
| Deferred revenue purchase accounting adjustments                        | —                                | —             | —                               | 1               |
| Stock-based compensation  | 47                               | 61            | 172                             | 136             |
| Other (income) expense, net <sup>(2)</sup>                              | (40)                             | 13            | (92)                            | 51              |
| Restructuring and related expenses <sup>(3)</sup>                       | 42                               | 16            | 102                             | 47              |
| Acquisition related expenses  | 26                               | 12            | 59                              | 49              |
| <b>Adjusted Pre Tax Income</b>  | <b>\$ 580</b>                    | <b>\$ 590</b> | <b>\$ 1,738</b>                 | <b>\$ 1,786</b> |
| Adjusted tax expense  | (118)                            | (120)         | (360)                           | (373)           |
| <b>Adjusted Net Income</b>  | <b>\$ 462</b>                    | <b>\$ 470</b> | <b>\$ 1,378</b>                 | <b>\$ 1,413</b> |
| <b>Adjusted earnings per share attributable to common stockholders:</b> |                                  |               |                                 |                 |
| Basic   | \$ 2.53                          | \$ 2.52       | \$ 7.47                         | \$ 7.50         |
| Diluted   | \$ 2.49                          | \$ 2.48       | \$ 7.37                         | \$ 7.39         |
| <b>Weighted average common shares outstanding:</b>                      |                                  |               |                                 |                 |
| Basic   | 182.9                            | 186.5         | 184.4                           | 188.3           |
| Diluted   | 185.5                            | 189.4         | 186.9                           | 191.3           |

<sup>(1)</sup> Reflects all the amortization of acquired intangible assets.

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

<sup>(3)</sup> Reflects restructuring costs as well as accelerated expenses related to lease exits.

# Operating Cash Flow to Free Cash Flow Reconciliation

| <b>(in millions)</b>                             | <b>Three Months Ended<br/>September 30, 2023</b> | <b>Nine Months Ended<br/>September 30, 2023</b> |
|--|--|---|
| <b>Net Cash provided by Operating Activities</b> | \$ 583   | \$ 1,402  |
| Acquisition of property, equipment and software  | (146)  | (470)   |
| <b>Free Cash Flow</b>                            | <b>\$ 437</b>                                    | <b>\$ 932</b>                                   |

# Leverage Ratios

| <b>(in millions)</b>  |    |               |
|---|----|---------------|
| Gross Debt, net of Unamortized Discount and Debt Issuance Costs, as of September 30, 2023 | \$ | <b>13,631</b> |
| Net Debt as of September 30, 2023   | \$ | <b>12,407</b> |
| Adjusted EBITDA for the twelve months ended September 30, 2023                            | \$ | <b>3,523</b>  |
| Gross Leverage Ratio (Gross Debt/LTM Adjusted EBITDA)                                     |    | <b>3.87x</b>  |
| Net Leverage Ratio (Net Debt/LTM Adjusted EBITDA)   |    | <b>3.52x</b>  |