imshealth™
INTELLIGENCE APPLIED.

Briefing to Analysts and Investors



June 25, 2014

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This presentation should be viewed in conjunction with IMS Health's conference call

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During this presentation we may refer to certain Non-GAAP Measures, such as EBITDA or Adjusted EBITDA. We believe these Non-GAAP Measures provide additional information regarding our performance, and aid management in assessing our operating performance trends. These Non-GAAP Measures are not presented in accordance with U.S. GAAP, and our computations may vary from those used by other companies. These Non-GAAP Measures have limitations as an analytical tool, and should not be considered in isolation, or as a substitute for analysis of our results as reported under U.S. GAAP.

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Transaction Overview

- IMS Health intends to acquire certain Cegedim Information Solutions and Customer Relationship Management (CRM) businesses for €385 million ($520 million*)

- Transaction is subject to:
  - Works council information and consultation requirements
  - Cegedim Board of Directors approval
  - Regulatory review
  - Other customary closing conditions

- Close expected in early 2015

* USD:EUR foreign exchange rate of 1.35

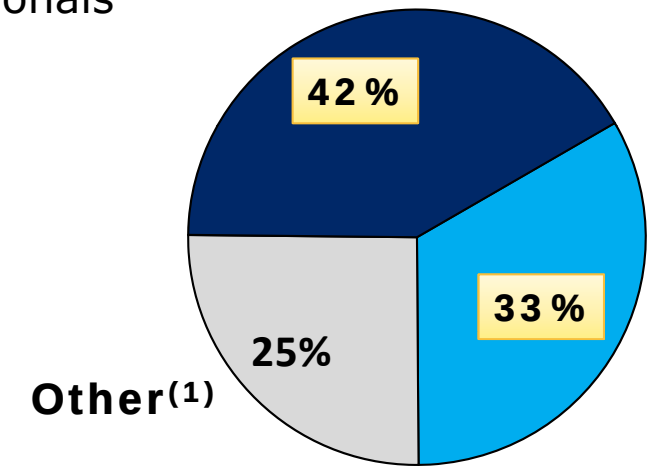
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What We Are Buying

Cegedim's Information Solutions and CRM Businesses

Information

- Healthcare Professionals Database
- Market Research



Technology Services

- CRM SaaS Solutions
- Compliance Applications
- Managed Services
- Analytics

2013 Financials(2)
$573M Revenue, $86M Adjusted EBITDA

(1) Revenue from legacy on-premise CRM, qualitative physician studies, and support services for third-party CRM vendors
(2) Attested IFRS carve-out financials excluding inter-group transactions; USD:EUR foreign exchange rate of 1.35

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Strategic Rationale

- ✓ Add Complementary Offerings
- ✓ Support Technology Services Strategy
- ✓ Expand Global Footprint
- ✓ Generate Significant Operational Efficiencies

Broader, deeper solutions
More choices, lower costs for our customers

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Add Complementary Offerings

Information

- Healthcare Professionals Database – OneKey
- Primary Market Research
- Promotional Data
- Medical Research

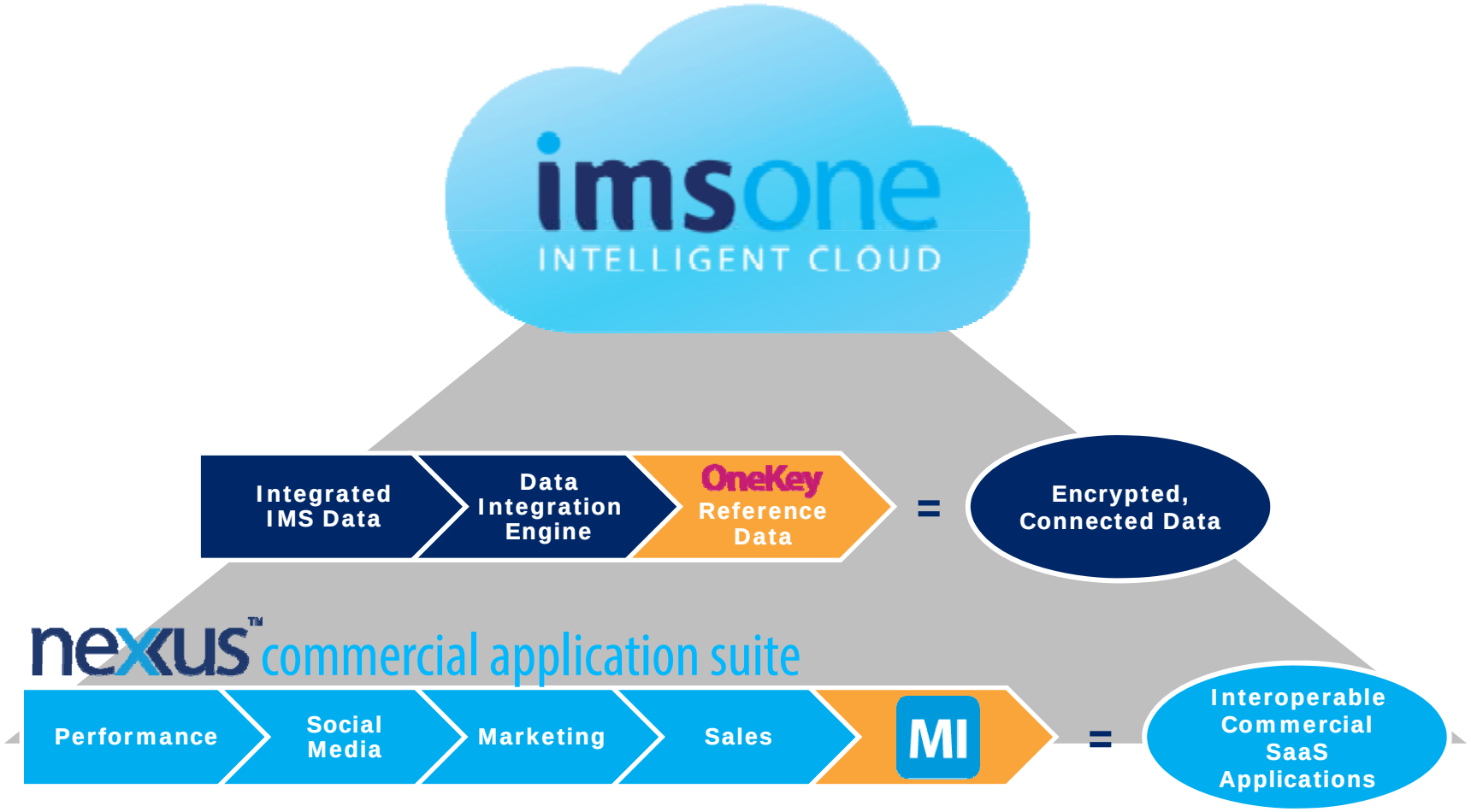
Technology Services

- CRM Solutions – MI
- Compliance Offerings – AggregateSpend360™
- Commercial Analytics
- Business Intelligence Tools
- Master Data Management

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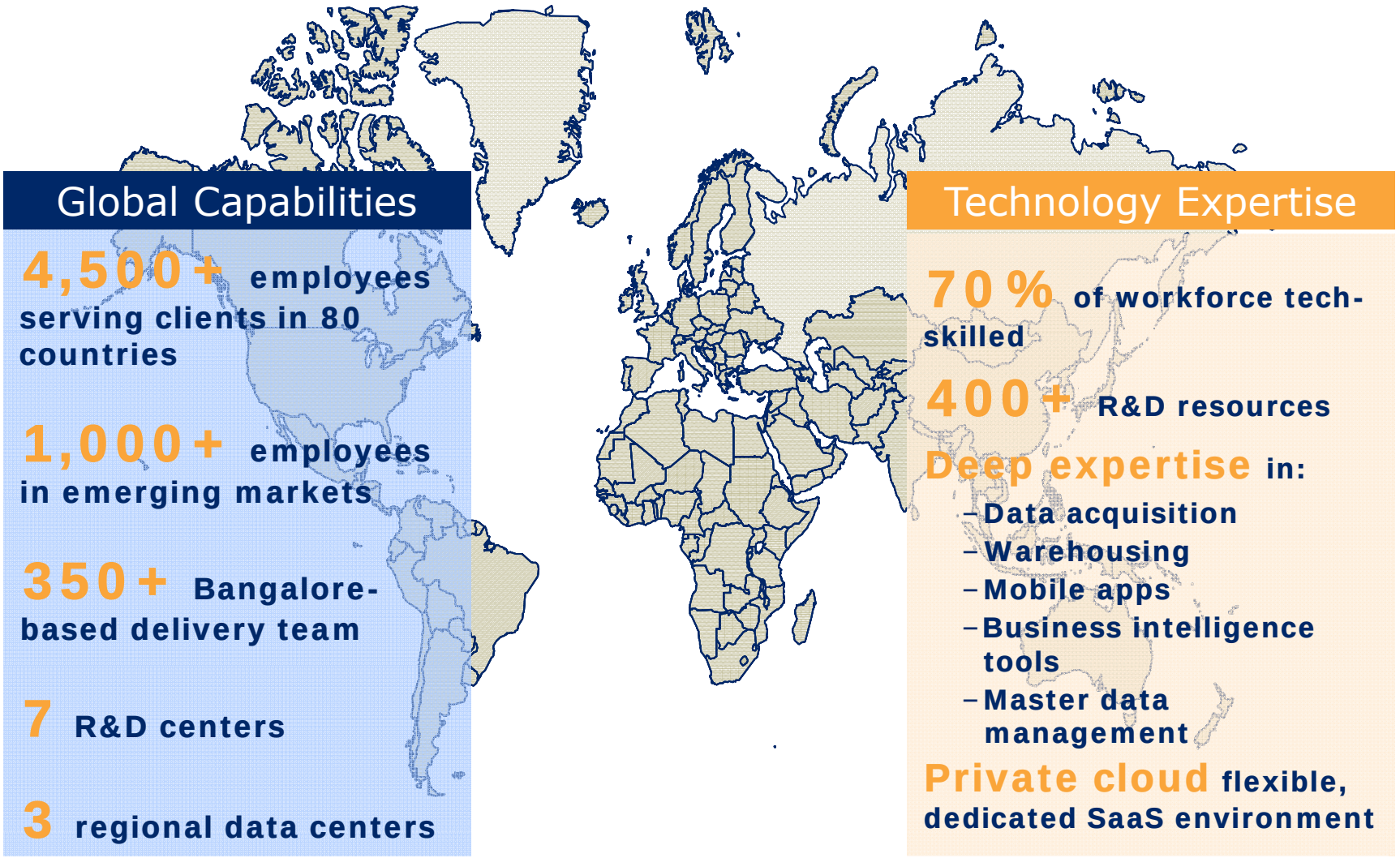
Support Technology Services Strategy



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Expand Global Footprint



Global Capabilities

4,500+ employees serving clients in 80 countries

1,000+ employees in emerging markets

350+ Bangalore-based delivery team

7 R&D centers

3 regional data centers

Technology Expertise

70% of workforce tech-skilled

400+ R&D resources

Deep expertise in:

- Data acquisition
- Warehousing
- Mobile apps
- Business intelligence tools
- Master data management

Private cloud flexible, dedicated SaaS environment

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Generate Significant Operational Efficiencies

- ✓ Global infrastructure
- ✓ Centers of excellence
- ✓ Overhead
- ✓ Go-to-market

Substantial annualized net synergies

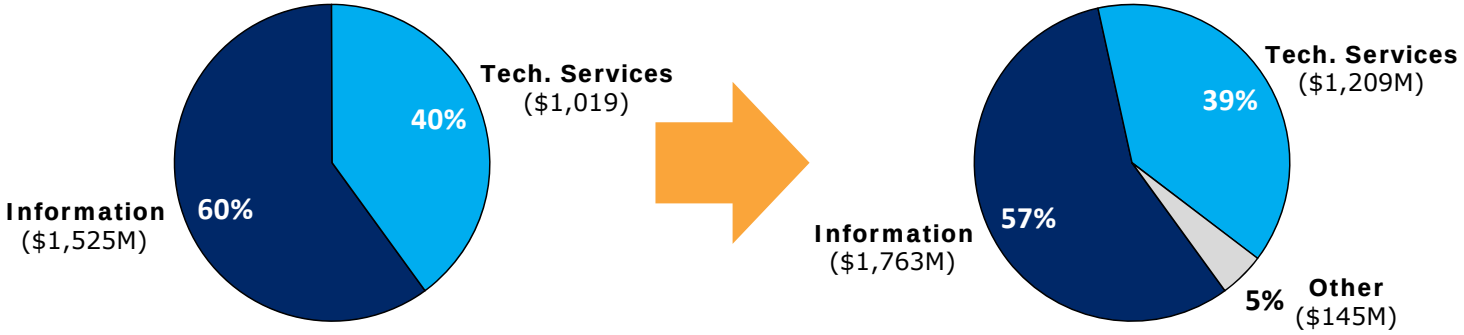
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Selected 2013 Pro Forma Financials

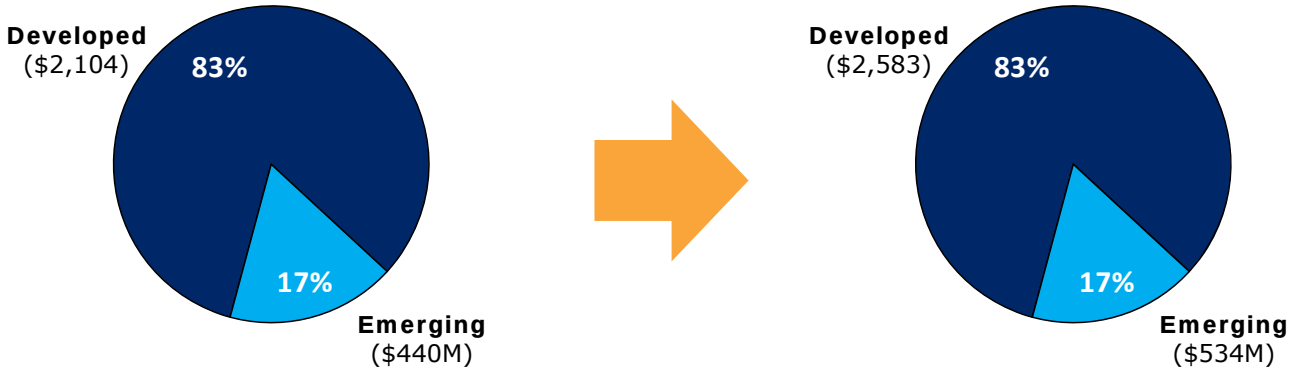
IMS Standalone Revenue
($2,544 Million)

Pro Forma Revenue
($3,117 Million)

Revenue by Offerings



Revenue by Market Type



Adjusted EBITDA: IMS Health ($829M) + Acquisition ($86M) = **$915 Million**

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Selected Transaction Highlights

Purchase Price	€385 million ($520 million*)
Consideration	100% cash
Financing	Mix of cash and debt; no material impact to leverage ratio
Annual Synergies	At least $50 million within 3 years
Accretion	Immediately accretive to Adjusted EPS
Guidance	No change to IMS Health medium-term revenue and Adjusted EBITDA growth guidance
Transaction Close	Subject to: - Works council information and consultation requirements - Cegedim Board of Directors approval - Regulatory review - Other customary closing conditions

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Q&A

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