J.P. Morgan 2015 Healthcare Conference

January 14, 2015



NYSE: Q

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Forward Looking Statements and Use of Non-GAAP Financial Measures

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended and Section 21E of the Securities Exchange Act of 1934, as amended. Such forward-looking statements reflect, among other things, the Company's current expectations and anticipated results of operations, all of which are subject to known and unknown risks, uncertainties and other factors that may cause actual results, performance or achievements, market trends or industry results to differ materially from those expressed or implied by such forward-looking statements. Therefore, any statements contained herein that are not statements of historical fact may be forward-looking statements and should be evaluated as such. Without limiting the foregoing, the words "anticipates," "believes," "estimates," "expects," "intends," "may," "plans," "projects," "should," "guidance," "targets," "will" and the negative thereof and similar words and expressions are intended to identify forward-looking statements. Actual results may differ materially from the Company's expectations due to a number of factors, including that most of the Company's contracts may be terminated on short notice, the Company may be unable to maintain large customer contracts or to enter into new contracts, the Company may under-price its contracts, overrun its cost estimates, or fail to receive approval for or experience delays in documenting change orders, the historical indications of the relationship of backlog to revenues may not be indicative of their future relationship, the Company is subject to the complex and changing regulatory and international environments in which the Company operates, the Company may be unable to successfully identify, acquire and integrate businesses, the Company's substantial indebtedness, and other risks more fully set forth in the Company's filings with the SEC, including the Company's annual report on Form 10-K for the fiscal year ended December 31, 2013, filed with the SEC on February 13, 2014, as such factors may be amended or updated from time to time in the Company's periodic filings with the SEC, which are accessible on the SEC's website at www.sec.gov. The Company assumes no obligation to update any forward-looking statement after the date of this presentation, whether as a result of new information, future developments or otherwise.

This presentation includes financial measures not prepared in accordance with accounting principles generally accepted in the United States ("GAAP"). Management believes that these non-GAAP financial measures provide useful supplemental information to management and investors regarding the underlying performance of the Company's business operations and are more indicative of core operating results as they exclude certain items whose fluctuations from period-to-period do not necessarily correspond to changes in the core operations of the Company's business. Investors and potential investors are encouraged to review the reconciliations of the non-GAAP financial measures to their most directly comparable GAAP measures attached to this presentation.

Quintiles

Leader in BioPharma Services



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Enterprise Vision and Strategy

Quintiles Vision

We bring people and knowledge together for a healthier world.



Biopharma Product Development

Integrated Healthcare Services

Our Customer Promise

Improve your probability *of success*™

Excellence at Global People, Process & Technology

Scientific, Therapeutic & Rx Experience

Quantitative & Analytical Expertise

QUINTILES®

Strategic Agenda

- Profitable growth at above market rates
- Investments leveraging our scale
- World class customer relationship management
- Productivity, delivery & quality
- Top leadership and people development

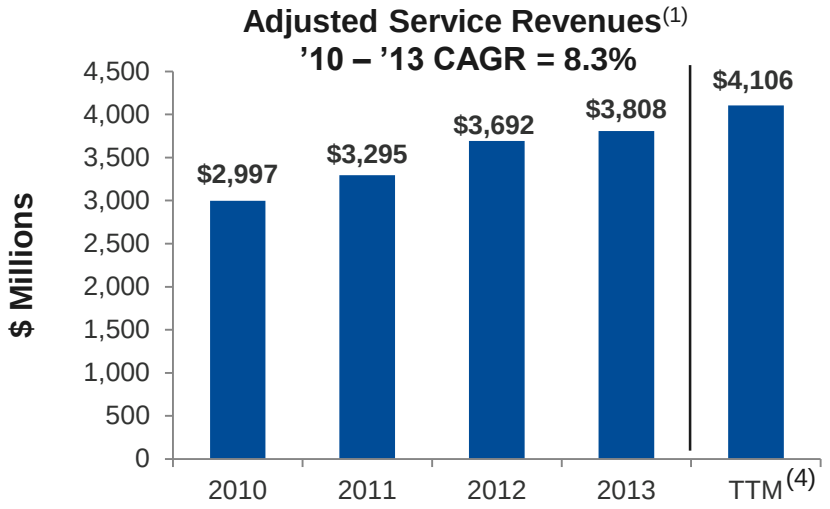
Improve your probability *of success*™

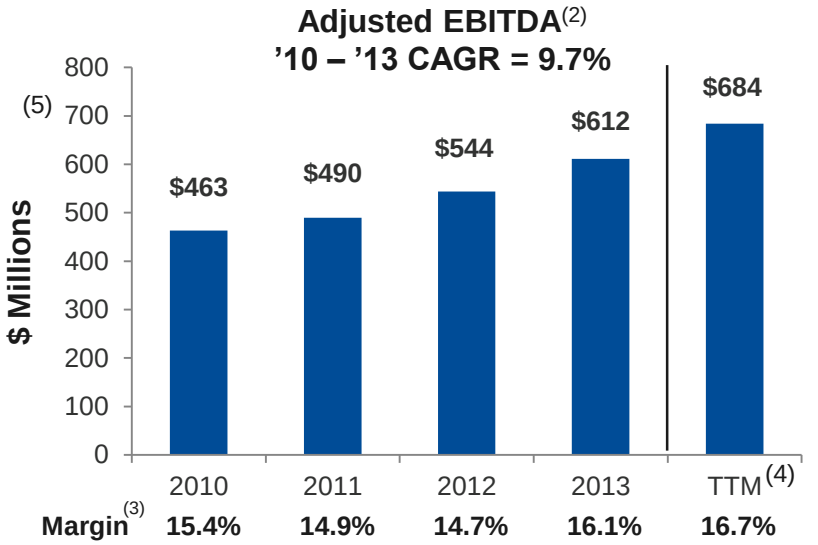
Connecting insights with superior delivery for better outcomes

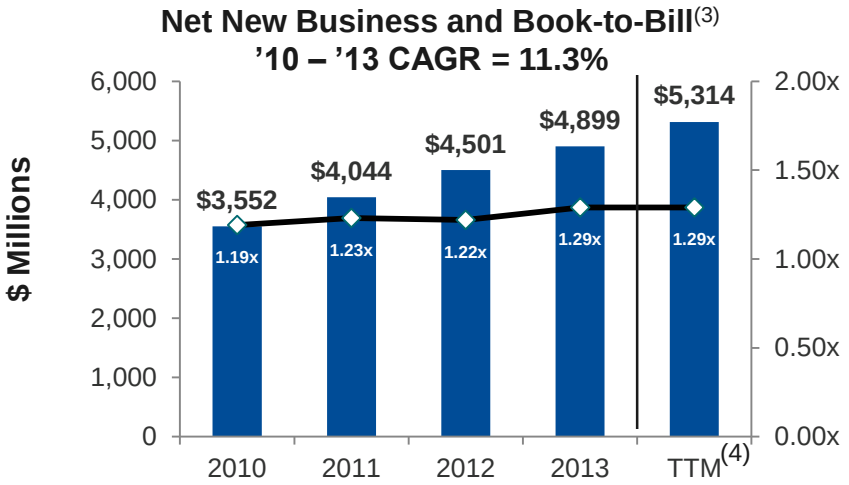


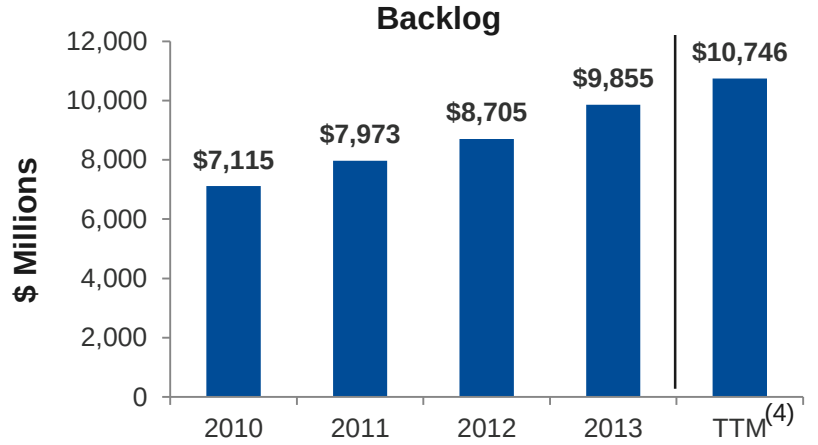
Track record of profitable growth and consistency

Long term performance underpinned with a diversified customer portfolio









(1) See appendix slide 21 for reconciliation of Service Revenues to Adjusted Service Revenues
(2) See slide 22 for reconciliation of Net Income to Adjusted EBITDA
(3) Book-to-bill calculated as NNB divided by Adjusted Service Revenues
(4) Trailing twelve months ending 9/30/14

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Continued momentum in 2014

Nine months ended September 30, 2014

Financial highlights

10.3% Constant Currency Revenue[(1)]
- 7.7% in Product Development
-18.9% in IHS

60 bps Adjusted Income from Operations margin[(2)] expansion

36.9% Adjusted Net Income growth

31.1% Diluted Adjusted EPS growth

Other highlights

1.29x Book-to-bill ratio
- 1.35x in Product Development
- 1.12x in IHS

$10.75bn Consolidated Backlog
- 11.5% Net new business growth

$645mm Cash and cash equivalents

$415mm Share Repurchases

(1) See appendix slide 25
(2) See appendix slide 24
IHS Integrated Healthcare Services

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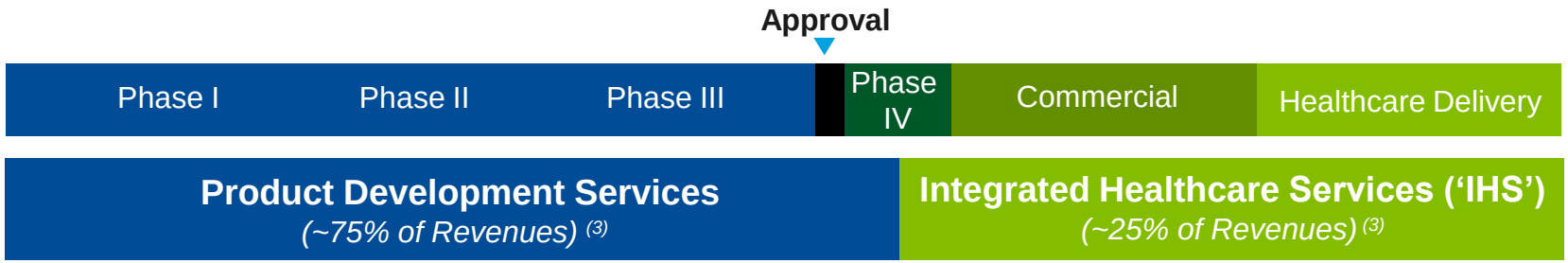
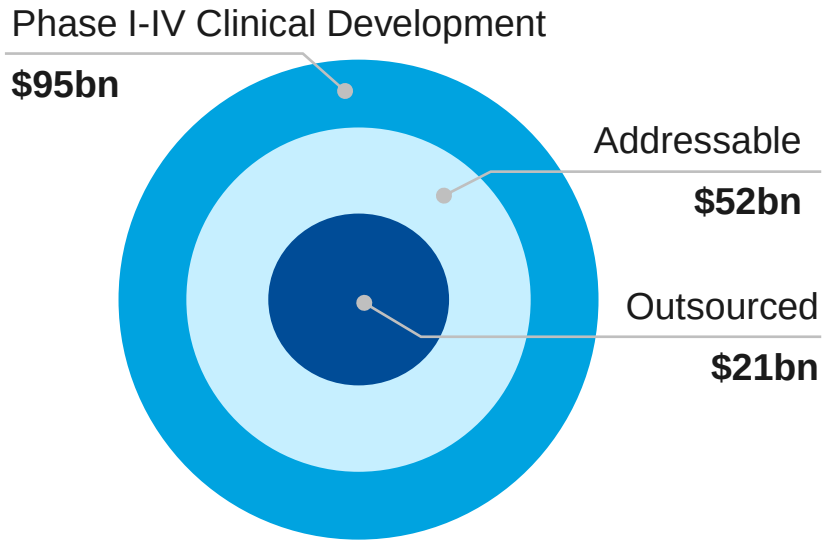
Attractive and growing market

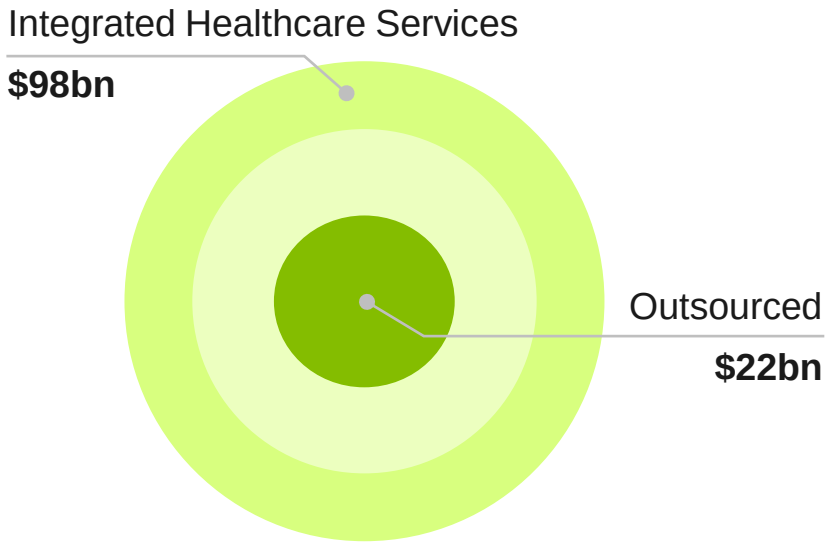
~$200bn total market across both segments with increasing outsourcing penetration which drives estimated growth of 6% – 8% per year from 2014 – 2017



$95bn Product Development Market(1)



$98bn Integrated Healthcare Services Market(1,2)



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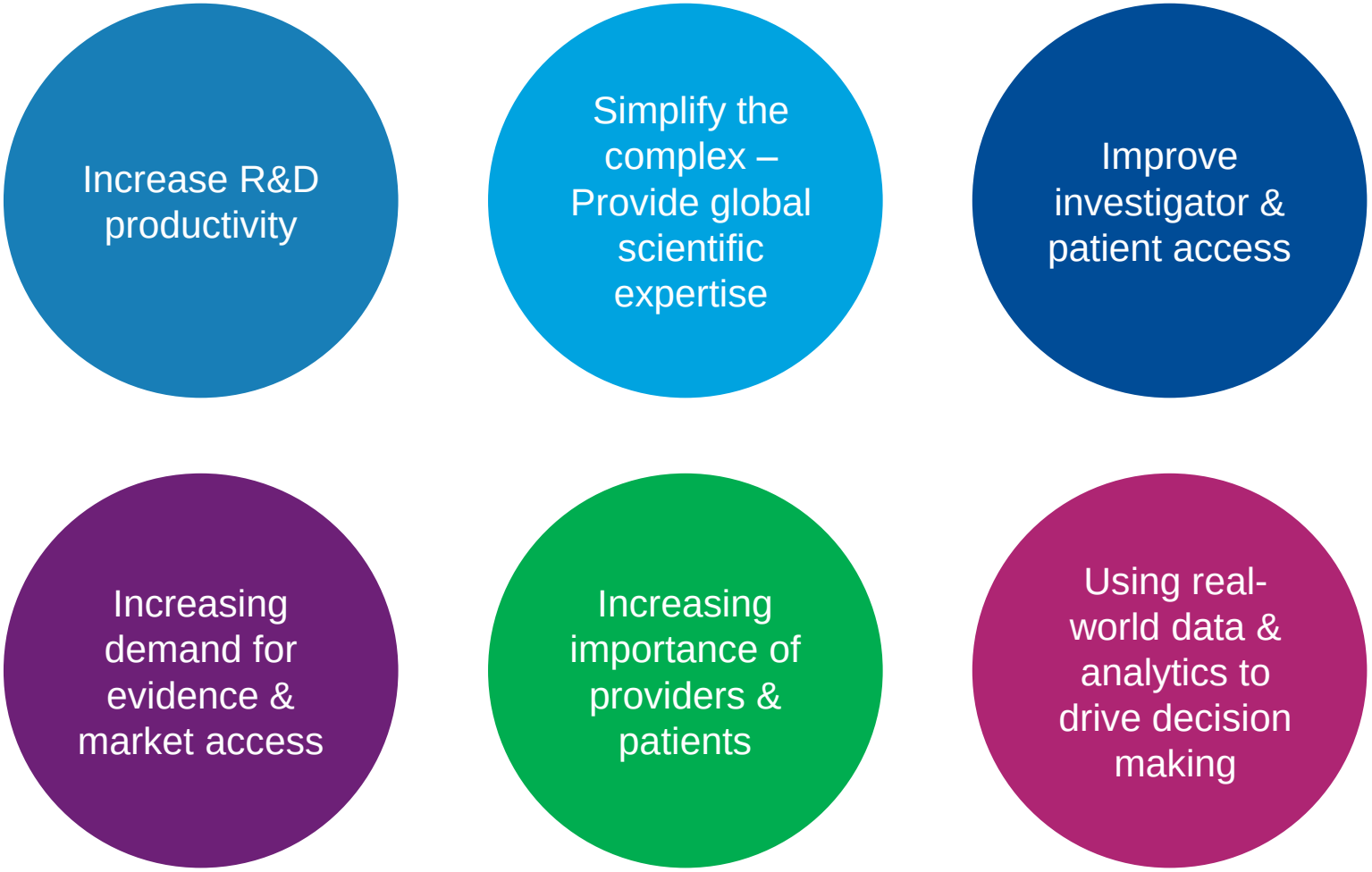
(1) Based on Company estimates
(2) Includes market access, reimbursement, observational studies, comparative effectiveness research, health economics & outcomes research, and commercial consulting
(3) For the nine months ended 9/30/14

Market drivers

We understand the needs of biopharma and how the industry is evolving



Product Development

Improving the probability of success using science, technology and global delivery

Ph - I	Ph - II	Ph - III	Ph-IIIB & IV
Product Development Services			

- **Core segment** representing 75% of Consolidated Service Revenues and 92% of Segment Income from Operations(1)
- **Market leader** in Product Development services
  - #1 in Clinical Development / #2 in Central Lab
- **Diversified customer portfolio** across biopharma segments with tailored segment solutions
- **Integrated offerings**
- **Proactive Business Development**
  - 1.35(1) book-to-bill ratio (1.32 trailing twelve month)
  - Strong RFP volumes
  - Evolution of integrated end to end partnership models
  - Strong wins across large, mid-size and emerging biopharma



(1) For the nine months ending 9/30/14

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Integrated Healthcare Services

Improving the probability of commercial success

Phase II & III	Commercial	Healthcare Delivery
Integrated Healthcare Services		

- **IHS segment** represents 25% of Consolidated Service Revenues and 8% of Segment Income from Operations(1)
- **IHS includes market leading solutions**
  - One of the leading outsourced global contract pharmaceutical sales organization
  - One of the leading observational services organizations
- **Convergence within healthcare**
  - Solutions aligned to capitalize on evolving convergence of patient, payer and provider, and to leverage evidence -based insights into commercial strategies to provide an integrated approach
- **Thought leadership** in consulting and observational research
- **Trailing twelve month book-to-bill of 1.20**

Integrated Healthcare Services Offerings

Commercial Services:
- Contract Sales
- Market Entry / Market Exit
- Integrated Channel Management
- Patient Engagement Services
- Market Access & Commercialization Consulting

Communications & Engagement Services:
- Digital Patient Services
- Brand & Scientific Communications

Real-World and Late Phase Research:
- Observational Studies
- Product and Disease Registries
- Comparative Effectiveness Studies

Other Healthcare Solutions
- Encore

(1) For the nine months ending 9/30/14

The Quintiles Difference

The integration of our assets creates differentiated value

Deep science, therapeutic, & regulatory expertise	Global harmonized best in class processes & workforce	Technology & informatics
950 Medical doctors **900** PhDs **13** Therapeutic centers of excellence **~600** Statisticians & statistical programmers **~5,700** Protocols, since 2000	**~1,300** Prime & partner sites **~240,000** Investigators Enabled by a global delivery network of **4,000** Professionals **100** countries serviced **+95** Risk Based Monitoring Studies (RBM) – Leader in RBM	**Infosario Platform** Planning & Design Global Safety System Analytics & Informatics **Genomics & Biomarkers** **Digital Patient Communities** Clinicalresearch.com Mediguard.com “I Am More Than Lupus” **61mm** Unique Patient Records (EHR)
6,600 Sales representatives **~680** Clinical educators **10,000** Tracked HTA reports from 100 agencies	**100%** Compliance trained field resources **220** Product launches in 20 countries in last 5 years **139** Launched products to secure formulary coverage	**Infosario Platform** Infosario Outcome System 3.0 **400** Direct-to-Patient projects relying on technology

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Deep customer relationships

Largest backlog in industry with diversification and sustainability

Helped develop or commercialize **100% of the Top 100 best-selling products**

Worked with all top 20 biopharma companies in each of last 11 years

$100mm+ service revenues from at least 8 customers in each of past 6 years(1)

8 customers with 100mm+ service revenues as of the first nine months ended 9/30/14

~65% of service revenues outside of U.S.

< 10% of revenues from largest customer – diverse customer base

C-Level access and relationships: >500 biopharma customers

Transactional Services	Partnered Services	End-to-End Partnership Solutions

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(1) As of 12/31/13

Industry leading data and technology capabilities

The Quintiles Difference

Planning & Design → **Post Marketing Approval**

Systems Infosario™ Platforms

- **Planning and Design**
- Investigator Site Gateway
- **Risk Based Monitoring**
- Clinical Trial Management
- eDetailing
- Safety Management
- Late Phase Registry

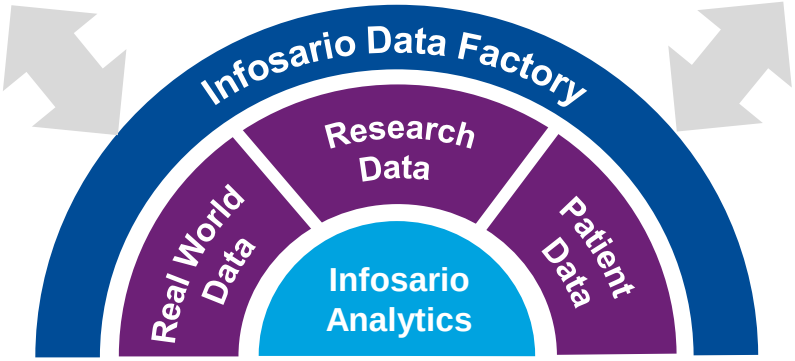
Patient and Provider Engagement Tools

Infosario® Engagement:

- Mediguard.org
- ClinicalResearch.com
- Customized communities

Technology Solutions as a service

- Systems & Data Integrator
- Platform Hosting



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Planning and Design – Infosario Design

Enabling better design decisions

>12K Protocols

>240K Investigators

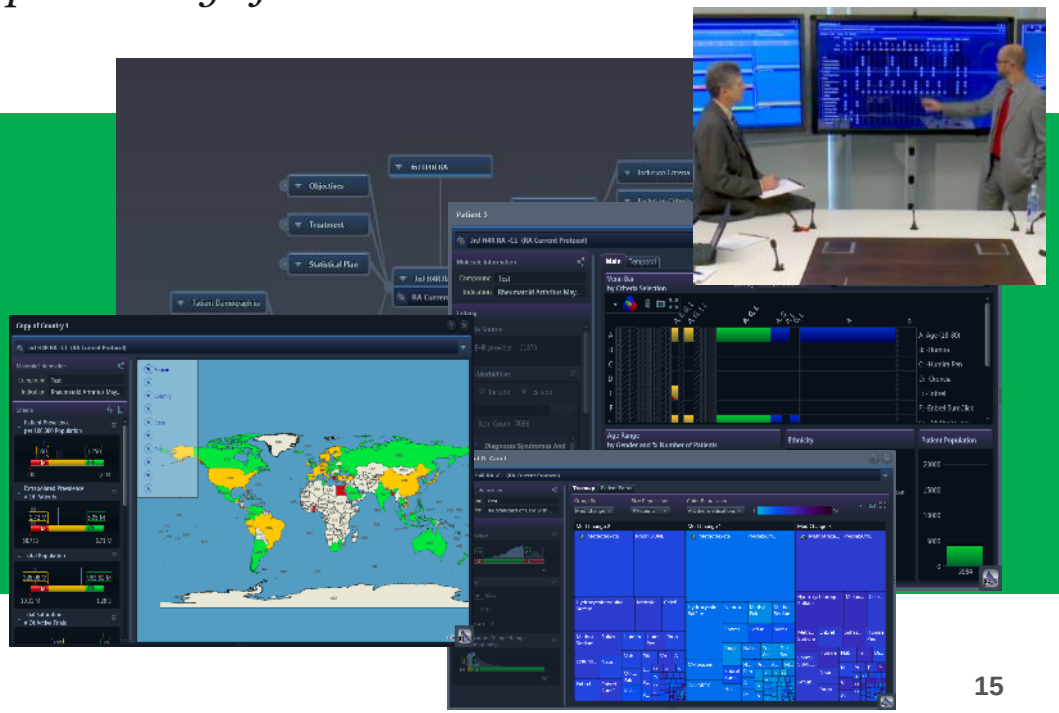
487 Indications

>61M Patient Lives

Facilitated Interactive Computer Assisted Design

Balance time, cost and risk to improve probability of technical success

100 different molecules, generating **1000** different design scenarios



Risk Based Monitoring – Infosario Clinical & Analytics

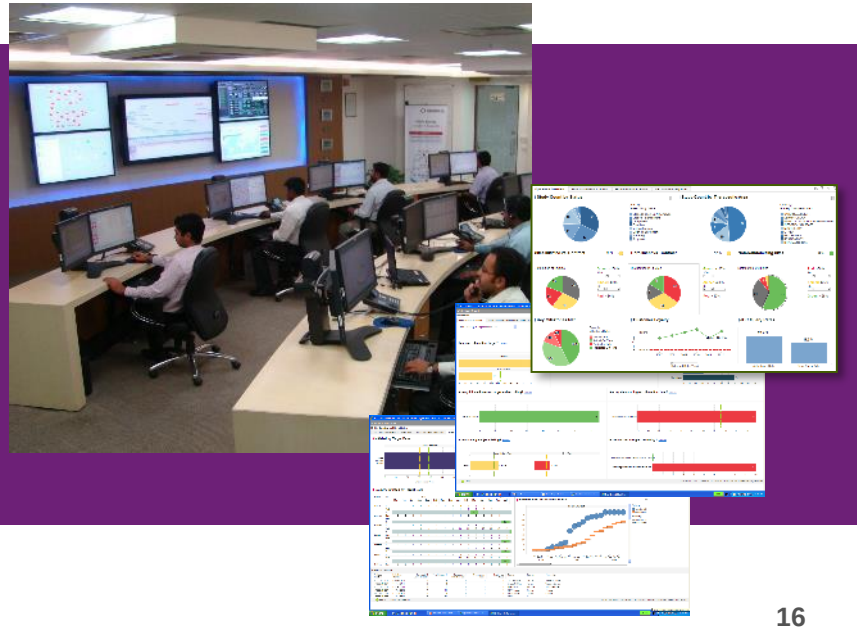
Better execution through an integrated clinical ecosystem

>95
Studies

>20,000
Sites

>250,000
Patients

Infosario Clinical
Infosario Analytics
Solutions that bring as much as 25% cost reduction



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Patient and Provider Engagement – Infosario Engagement

Technology enables direct-to-patient long term relationships

>3.2M
Patient Relationships across our communities

>400
Direct-to-Patient Studies across 30 countries

>220
Product Launches

Infosario Engagement

Building digital relationships directly with patients for research

ClinicalResearch.com | QUINTILES

MediGuard.org





Recognized for excellence

Differentiated through innovation, thought leadership and talent



CSO 40 AWARDS 2014

FORTUNE 500 2014

SCRIP AWARDS 2014

100 BEST PLACES TO WORK IN IT 2014

HBA | ACE AWARD
Advancement Commitment Engagement
The Healthcare Businesswomen's Association

FROST.COM

BioPharma Industry Awards

THE CRO LEADERSHIP AWARDS

InformationWeek

ISR reports
Industry Leader in Phase II/III Research

SCRS | Our Voice. Our Community.
Society for Clinical Research Sites

INFORMATICA INNOVATION AWARDS

CIO 100

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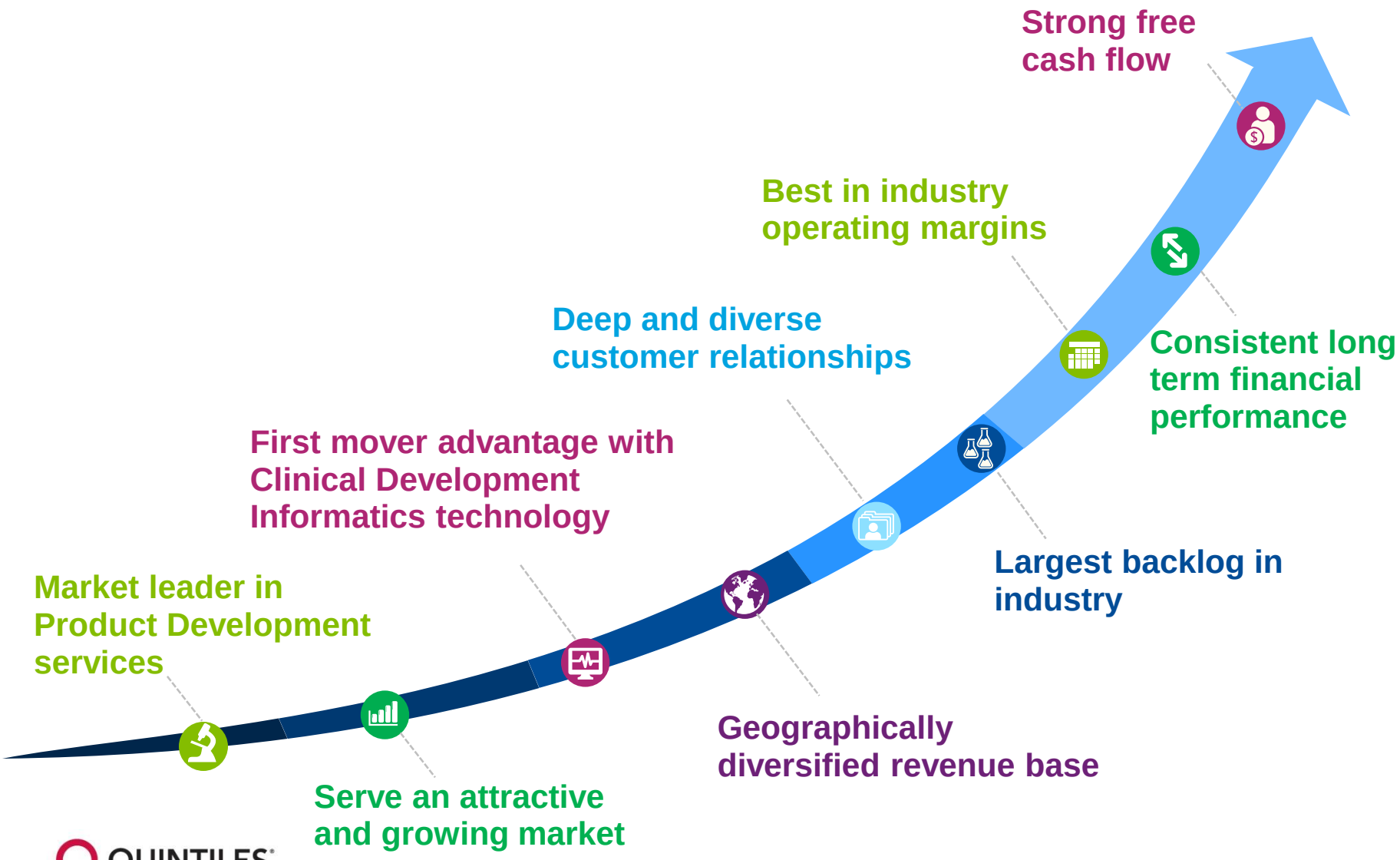
Differentiated market leader



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Appendix

Adjusted Service Revenues Reconciliation

Adjusted Service Revenues Reconciliation						
			Year Ended December 31			
(In Thousands)	Nine Months Ended September 30, 2014	Trailing Twelve Months Ended September 30, 2014	2013	2012	2011	2010
Non-GAAP Adjusted Service Revenues:						
GAAP Service Revenues as Reported	$3,101,777	4,105,717	$3,808,340	$3,692,298	$3,294,966	$3,060,950
Deconsolidation of PharmaBio	–	–	–	–	–	(64,198)
Adjusted Service Revenues	**$3,101,777**	**$4,105,717**	**$3,808,340**	**$3,692,298**	**$3,294,966**	**$2,996,752**

Adjusted EBITDA Reconciliation

Adjusted EBITDA Reconciliation

(In Thousands)	Nine Months Ended September 30, 2014	Trailing 12 Months Ended September 30, 2014	Year Ended December 31 2013	2012	2011	2010
Non-GAAP Adjusted EBITDA:						
GAAP Net Income as Reported	$268,057	$340,9991	$226,027	$176,631	$240,327	$165,255
Interest Expense, Net	71,701	96,946	119,571	131,304	105,126	137,631
Income Tax Expense	111,049	138,607	95,965	93,364	15,105	77,582
Depreciation and Amortization	89,113	119,667	107,504	98,288	92,004	84,217
Restructuring Costs	3,749	5,923	14,071	18,741	22,116	22,928
Impairment Charges	–	–	–	–	12,295	2,844
Incremental Share-based Compensation Expense	–	–	–	13,637	2,553	–
Bonus Paid to Certain Holders of Stock Options	–	–	–	11,308	10,992	–
Management Fees	–	–	27,694	5,309	5,213	5,159
Loss on Extinguishment of Debt	–	3,288	19,831	1,275	46,377	–
Other (Income) Expense, Net	(9,564)	(11,127)	(185)	(3,572)	9,073	15,647
Equity in Losses (Earnings) from Unconsolidated Affiliates	(9,785)	(10,235)	1,124	(2,567)	(70,757)	(1,110)
Deconsolidation of PharmaBio	–	–	–	–	–	(47,393)
Adjusted EBITDA	**$524,320**	**$684,060**	**$611,602**	**$543,718**	**$490,424**	**$462,760**
% of Adjusted Service Revenues	**16.9%**	**16.7%**	**16.1%**	**14.7%**	**14.9%**	**15.4%**

Adjusted Net Income Reconciliation

Adjusted Net Income Reconciliation

			Year Ended December 31			
(In Thousands)	Nine Months Ended September 30, 2014	Trailing 12 Months Ended September 30, 2014	2013	2012	2011	2010
Non-GAAP Adjusted Net Income:						
GAAP Net Income as Reported	$268,057	$340,991	$226,027	$176,631	$240,327	$165,255
Net (Income) Loss Attributable to Noncontrolling Interests	(100)	(38)	564	915	1,445	(4,659)
Restructuring Costs	3,749	5,923	14,071	18,741	22,116	22,928
Impairment Charges	–	–	–	–	12,295	2,844
Incremental Share-based Compensation Expense	–	–	–	13,637	2,553	–
Bonus Paid to Certain Holders of Stock Options	–	–	–	11,308	10,992	–
Management Fees	–	–	27,694	5,309	5,213	5,159
Loss on Extinguishment of Debt	–	3,288	19,831	1,275	46,377	–
Interest Rate Swap Termination Fee	–	–	–	–	11,630	–
Gain on Sale of Business Assets	–	–	–	–	(74,880)	–
Deconsolidation of PharmaBio	–	–	–	–	–	(28,979)
Adjustment to Estimated Contingent Consideration	(8,839)	(12,294)	(4,910)	(4,922)	–	–
Tax Effect of Non-GAAP Adjustments	(1,298)	(3,299)	(22,304)	(18,885)	(21,063)	(752)
Other Income tax Adjustments	–	–	3,057	–	(66,000)	–
Adjusted Net Income	**$261,569**	**$334,571**	**$264,030**	**$208,931**	**$191,005**	**$161,796**
% of Adjusted Service Revenues	**8.4%**	**8.1%**	**6.9%**	**5.5%**	**5.8%**	**5.4%**

Income Statement
GAAP – Non-GAAP Reconciliation

Three Months Ended September 30 (millions of dollars)	2014 Selling, General and Administrative	2014 Income from Operations	2014 Net Income Attributable to Quintiles	2013 Selling, General and Administrative	2013 Income from Operations	2013 Net Income Attributable to Quintiles
As Reported	**$ 219.0**	**$ 149.1**	**$ 92.7**	**$ 199.6**	**$ 125.3**	**$ 66.8**
Adjustments						
Restructuring Costs	-	1.8	1.8	-	7.2	7.2
Adjustment to Estimated Contingent Consideration[1]	-	-	(8.8)	-	-	(1.2)
Tax Effect of Adjustments	-	-	(0.7)	-	-	(2.1)
Adjusted Non-GAAP Basis	**$219.0**	**$150.9**	**$85.0**	**$199.6**	**$132.5**	**$70.7**
% of Service Revenues	**20.6%**	**14.2%**	**8.0%**	**21.4%**	**14.2%**	**7.6%**

Nine Months Ended September 30 (millions of dollars)	2014 Selling, General and Administrative	2014 Income from Operations	2014 Net Income Attributable to Quintiles	2013 Selling, General and Administrative	2013 Income from Operations	2013 Net Income Attributable to Quintiles
As Reported	**$ 657.3**	**$ 431.5**	**$ 268.0**	**$ 627.7**	**$ 335.3**	**$ 153.6**
Adjustments						
Restructuring Costs	-	3.7	3.7	-	11.9	11.9
Management Fees	-	-	-	(27.7)	27.7	27.7
Adjustment to Estimated Contingent Consideration[1]	-	-	(8.8)	-	-	(1.5)
Loss on Extinguishment of Debt	-	-	-	-	-	16.5
Tax Effect of Adjustments	-	-	(1.3)	-	-	(20.3)
Other Income Tax Adjusments[2]	-	-	-	-	-	3.1
Adjusted Non-GAAP Basis	**$657.3**	**$435.2**	**$261.6**	**$600.0**	**$374.9**	**$191.0**
% of Service Revenues	**21.2%**	**14.0%**	**8.4%**	**21.4%**	**13.4%**	**6.8%**

[1] Change in estimated fair value of contingent consideration on business combinations.
[2]Represents the Company's change in its permanent reinvestment assertion during 2Q 2013 retroactively applied to1Q 2013 for the new estimated annual effective income tax rate for 2013.
Note: Totals may not sum due to rounding; percentages are calculated from the actual results rounded to the nearest thousand.

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Constant Currency Reconciliation
Service Revenues and Income from Operations

(millions of dollars)	*Three Months Ended September 30*			*Year on Year Growth*		
Consolidated	**Actual**	**Exchange Impact**	**Constant**	**Actual**	**Exchange Impact**	**Constant**
Service Revenues	$ 1,061.0	$ (1.9)	$ 1,062.9	13.8%	(0.2%)	14.0%
Income from Operations	$ 149.1	$ 1.2	$ 147.9	19.1%	1.0%	18.1%
Adjusted Income from Operations	$ 150.9	$ 1.2	$ 149.7	13.9%	0.9%	13.0%
Adjusted Income from Operations Margin	14.2%		14.1%			
Product Development						
Service Revenues	$ 771.4	$ 0.9	$ 770.5	8.0%	0.1%	7.9%
Income from Operations	$ 158.2	$ 2.7	$ 155.5	12.5%	1.9%	10.6%
Income from Operations Margin	20.5%		20.2%			
Integrated Healthcare Services						
Service Revenues	$ 289.6	$ (2.8)	$ 292.4	32.6%	(1.3%)	33.9%
Income from Operations	$ 19.9	$ (1.2)	$ 21.1	70.5%	(10.5%)	81.0%
Income from Operations Margin	6.9%		7.2%			

(millions of dollars)	*Nine Months Ended September 30*			*Year on Year Growth*		
Consolidated	**Actual**	**Exchange Impact**	**Constant**	**Actual**	**Exchange Impact**	**Constant**
Service Revenues	$ 3,101.8	$ 7.7	$ 3,094.1	10.6%	0.3%	10.3%
Income from Operations	$ 431.5	$ 17.2	$ 414.3	28.7%	5.1%	23.6%
Adjusted Income from Operations	$ 435.2	$ 17.2	$ 418.0	16.1%	4.6%	11.5%
Adjusted Income from Operations Margin	14.0%		13.5%			
Product Development						
Service Revenues	$ 2,323.4	$ 13.5	$ 2,309.9	8.3%	0.6%	7.7%
Income from Operations	$ 477.2	$ 20.7	$ 456.5	16.6%	5.0%	11.6%
Income from Operations Margin	20.5%		19.8%			
Integrated Healthcare Services						
Service Revenues	$ 778.4	$ (5.8)	$ 784.2	18.0%	(0.9%)	18.9%
Income from Operations	$ 40.5	$ (3.3)	$ 43.8	33.3%	(10.9%)	44.2%
Income from Operations Margin	5.2%		5.6%			

The exchange rate impacts on service revenues equals the current period service revenues at actual rates less the current period service revenues for foreign currency denominated contracts recalculated at the prior period exchange rates, while the exchange rate impacts on expenses equals the current period expenses at actual rates less the current period expenses recalculated at the prior period exchange rates.

The segment detail presented above excludes general corporate and unallocated expenses and restructuring costs.

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Contractual Revenue Currency Mix and Foreign Exchange Analysis

	Consolidated Service Revenues (millions of dollars)					
	USD	Sterling	Euro	Yen	Other[1]	Total
3Q '14	$665.8	$78.6	$169.7	$110.5	$36.4	$1,061.0
% of total	*64%*	*7%*	*16%*	*10%*	*3%*	*100%*
3Q '13	$604.4	$72.1	$153.0	$82.2	$21.0	$932.7
% of total	*65%*	*8%*	*16%*	*9%*	*2%*	*100%*

3Q '14 Average Rate	$1.67	$1.33	¥103.98
3Q '13 Average Rate	$1.55	$1.33	¥98.86
% Increase (Decrease)	7.6%	0.0%	(4.9%)

	Consolidated Service Revenues (millions of dollars)					
	USD	Sterling	Euro	Yen	Other[1]	Total
YTD 2014	$1,907.8	$254.3	$527.0	$320.7	$92.0	$3,101.8
% of total	*62%*	*8%*	*17%*	*10%*	*3%*	*100%*
YTD 2013	$1,774.2	$213.4	$475.8	$274.3	$66.7	$2,804.4
% of total	*63%*	*8%*	*17%*	*10%*	*2%*	*100%*

YTD '14 Average Rate	$1.67	$1.36	¥102.95
YTD '13 Average Rate	$1.55	$1.32	¥96.64
% Increase (Decrease)	7.9%	2.9%	(6.1%)

[1] Other includes a mix of more than 40 currencies.

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Reconciliation of Net Income Attributable to Quintiles to Non-GAAP Adjusted Net Income and Diluted Adjusted EPS for 2013

(millions of dollars)	Three Months Ended								Year Ended	
	March 31, 2013	EPS[1]	June 30, 2013	EPS[1]	September 30, 2013	EPS[1]	December 31, 2013	EPS[1]	December 31, 2013	EPS[1]
Net Income Attributable to Quintiles	**$ 48.3**	**$ 0.41**	**$ 38.5**	**$ 0.30**	**$ 66.8**	**$ 0.50**	**$ 73.0**	**$ 0.55**	**$ 226.6**	**$ 1.77**
Restructuring Costs	1.9	0.02	2.8	0.02	7.2	0.05	2.2	0.02	14.1	0.11
Management Fees[3]	1.3	0.01	26.4	0.21	-	-	-	-	27.7	0.22
Adjustment to Estimated Contingent Consideration[2]	(0.2)	-	-	-	(1.2)	(0.01)	(3.5)	(0.03)	(4.9)	(0.04)
Loss on Extinguishment of Debt	-	-	16.5	0.13	-	-	3.3	0.02	19.8	0.15
Tax Effect of Adjustments[3]	(1.2)	(0.01)	(17.1)	(0.13)	(2.1)	(0.01)	(2.0)	(0.01)	(22.3)	(0.17)
Other Income Tax Adjustments[3]	7.3	0.06	(4.2)	(0.03)	-	-	-	-	3.0	0.02
Non-GAAP Adjusted Net Income	**$ 57.4**	**$ 0.48**	**$ 62.9**	**$ 0.50**	**$ 70.7**	**$ 0.53**	**$ 73.0**	**$ 0.55**	**$ 264.0**	**$ 2.06**
Number of Diluted Shares Outstanding[4]	**118,740**		**126,578**		**133,267**		**132,861**		**127,862**	

[1]EPS is represented in dollars.
[2]During the third quarter of 2014, the Company began excluding changes from adjustments to estimated contingent consideration from business combinations from adjusted net income and diluted adjusted earnings per share. Consistent with the other adjustments to adjusted net income and diluted adjusted net income per share, management believes that changes to the estimated value of contingent consideration are not indicative of its core operating results as the fluctuations from period-to-period do not necessarily correspond to changes in the core operations of the business. To conform to the current period presentation, all the periods for fiscal year 2013 in the table above reflect the inclusion of this adjustment.
[3] Footnotes for each respective items is included in the press release for the third quarter of 2014.
[4] Diluted shares are represented in thousands.

Note: Totals may not sum due to rounding; percentages are calculated from the actual results rounded to the nearest thousand.

QUINTILES