



CLINIGEN
GROUP PLC

AGM PRESENTATION

THE
GLOBAL
LIFECYCLE
PARTNER

8 November 2018

Highlights

- **STRONG FINANCIAL PERFORMANCE WITH MORE THAN 10% GROWTH IN ADJUSTED GROSS PROFIT*, EBITDA* & EPS***
- **EXCELLENT PERFORMANCE BY COMMERCIAL MEDICINES**
- **GOOD GROWTH IN AFRICA AND ASIA PACIFIC**
- **ACQUISITION OF QUANTUM AND IMMC ADDS FURTHER CAPABILITY**

EBITDA*

FY16	£53.7m
FY17	£65.1m
FY18	£76.0m

Gross profit*

FY16	£100.7m
FY17	£122.8m
FY18	£140.1m

EPS*

FY16	33.4p
FY17	41.3p
FY18	45.4p

* Adjusted results exclude amortisation of acquired intangibles and products, and other non-underlying items relating to acquisitions. Adjusted EBITDA includes the Group's share of EBITDA from its joint venture. Adjusted results now include amortisation on software and internally developed IP. The prior year has been restated accordingly. Results are for the year ended 30 June.

THREE OPERATIONS IN FOCUS

COMMERCIAL MEDICINES



Gross profit £64.0m **+35%**

CHARACTERISTICS

- Portfolio of wholly owned products and licenses held through partnerships
- Acquires global rights to niche hospital only and critical care products
- Licenses/provides access to licensed and branded generic medicines in regions such as Africa and Asia Pacific
- UL2L global strategy

UNLICENSED MEDICINES



Gross profit £62.1m **+19%**

CHARACTERISTICS

- Global market leader in ethically sourcing and supplying unlicensed medicines
- Manages early access programmes to innovative new medicines
- Provides 'on-demand' access globally to unlicensed medicines

CLINICAL TRIAL SERVICES



Gross profit £14.0m **-40%**

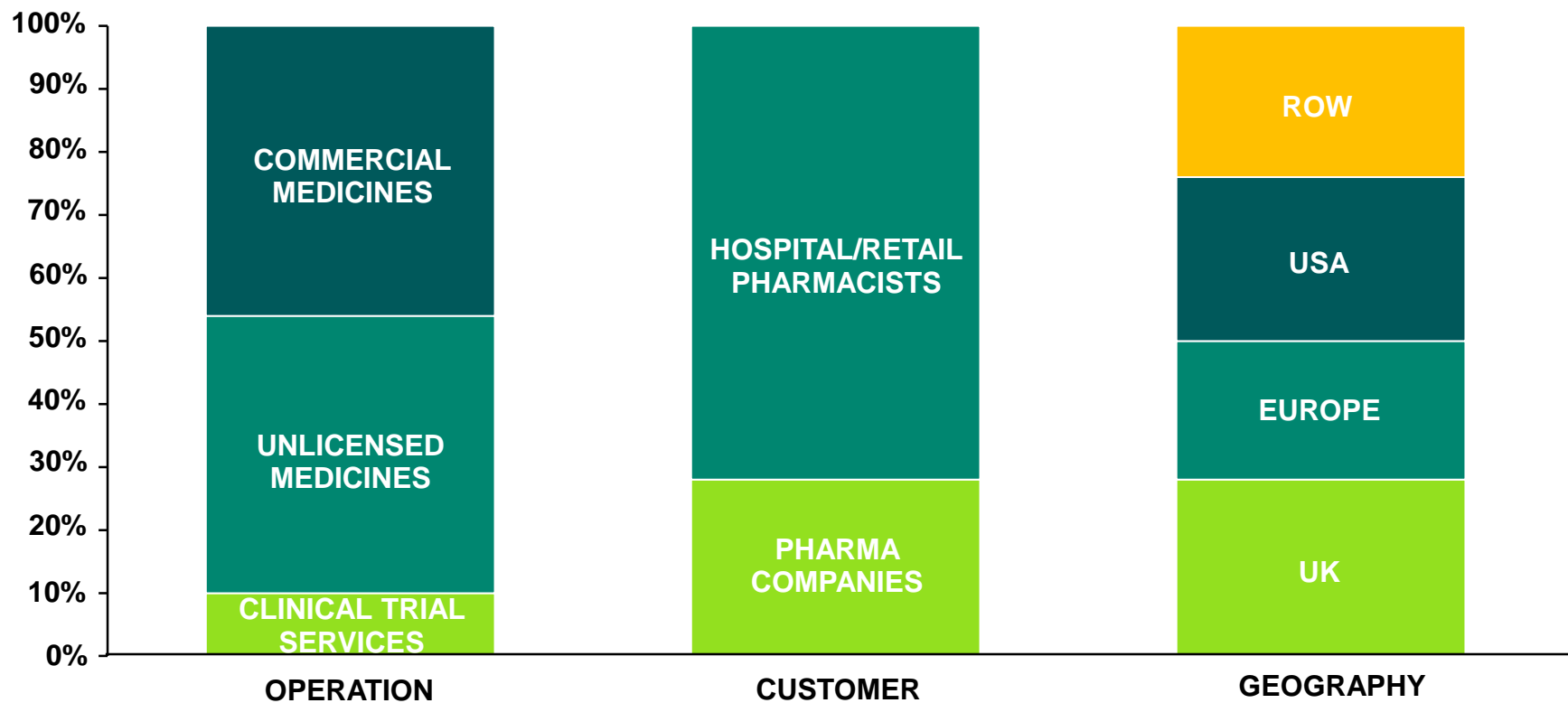
CHARACTERISTICS

- Global service offering providing medicines and services to clinical trials and IITs
- Specialist supply & management of quality-assured comparator medicines
- Specialist provider of packaging, labelling, warehousing and distribution services

Graphs show % proportion of FY18 Group adjusted gross profit. % growth rates are FY18 versus FY17. UL2L is unlicensed to licensed. IITs are Investigator Initiated Trials.

A DIVERSIFIED PORTFOLIO

Gross profit by type

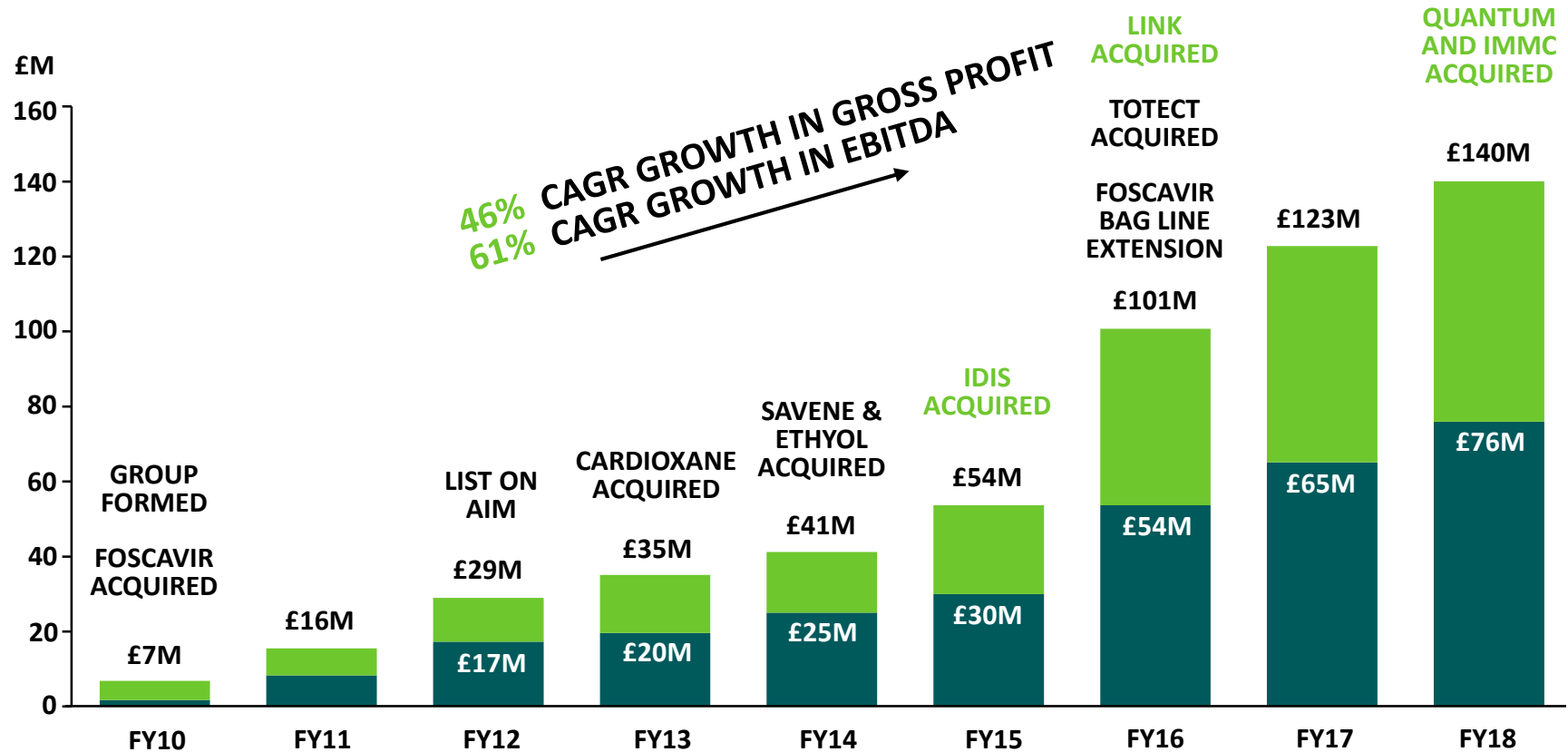


Indicative purposes only based on information for the year ended 30 June 2018.

STRONG TRACK RECORD OF GROWTH

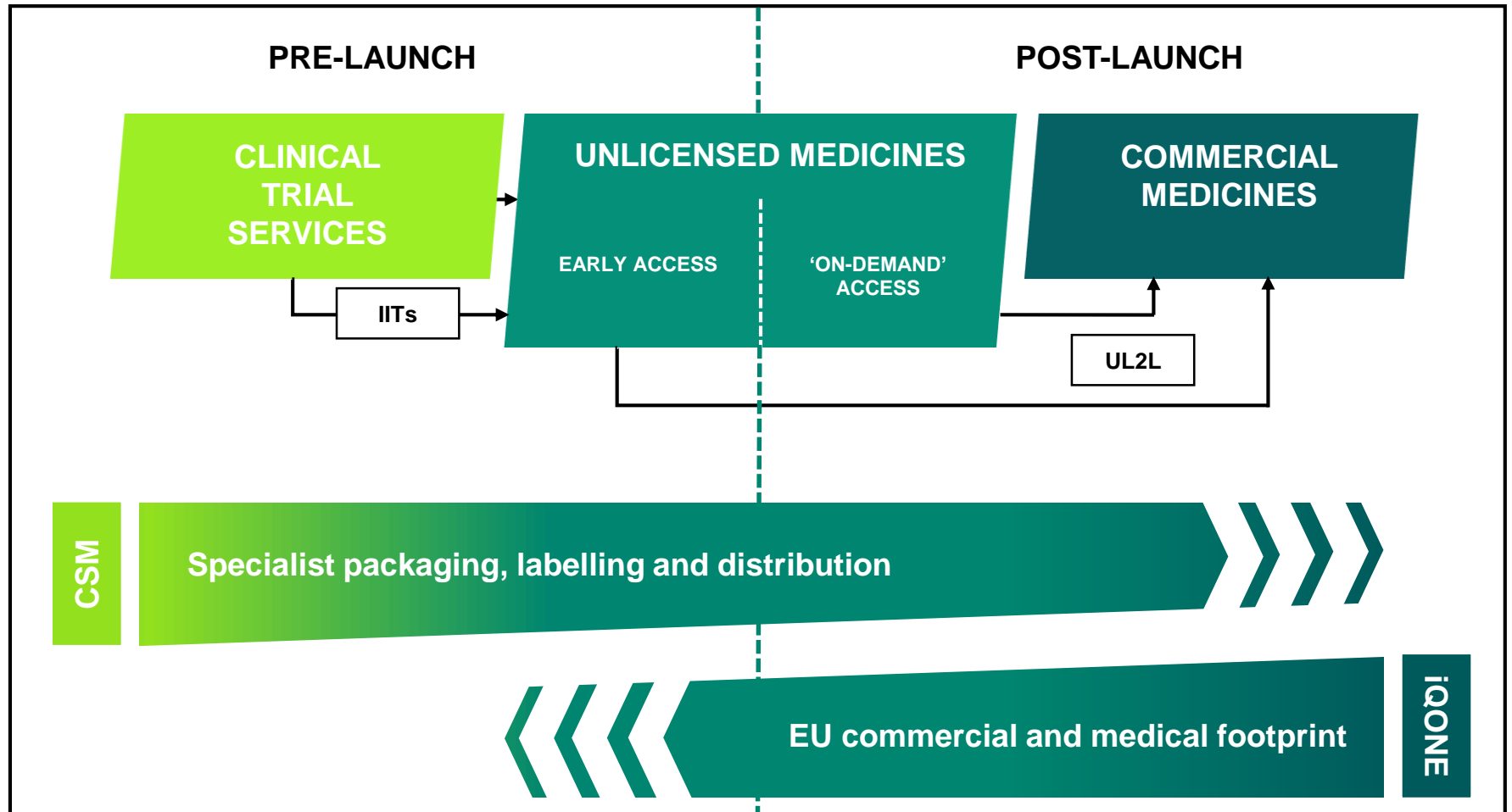
The development of Clinigen

■ Adjusted gross profit ■ Adjusted EBITDA



* Adjusted results exclude amortisation of acquired intangibles and products, and other non-underlying items relating to acquisitions. Adjusted EBITDA includes the Group's share of EBITDA from its joint venture. Adjusted results include amortisation of software and internally developed IP. CAGR growth covers the eight year period between FY10 and FY18.

TWO ACQUISITIONS REINFORCE LINKS BETWEEN ALL THREE BUSINESSES



CLINIGEN SPECIALIST REGULATORY, SUPPLY & DISTRIBUTION NETWORK

IITs are Investigator Initiated Trials. UL2L is unlicensed to licensed.

- **Strong set of results, driven by organic and acquisitional growth**
- **Good cash flow performance**
- **Accretive acquisition of CSM**
 - Expands global supply and distribution network in strategically important regions
 - Capabilities will support all three parts of the business
 - Expands value added capabilities
 - Diversifies global client and customer base
- **iQone supports the growth of Unlicensed Medicines and Commercial Medicines in key EU markets**

ACQUISITIONS IN LINE WITH STRATEGY TO BECOME THE
GLOBAL LEADER IN ACCESS TO MEDICINES

RIGHT MEDICINE | RIGHT PATIENT | RIGHT TIME

APPENDICES

- **Specialist provider of packaging, labelling, warehousing and distribution services**
- **Complementary acquisition ultimately benefits all three Clinigen operations:**
 - Strengthens competitive positioning through enhanced capabilities
 - Access to new customers
 - Adds infrastructure in the US and Continental EU extending supply and distribution reach
- **Key terms of the transaction:**
 - Initial cash consideration of \$150m to be financed through the proposed £80m equity placing and new banking facilities
 - Further contingent consideration of up to \$90m in cash payable if CSM achieves growth over a predetermined level of EBITDA in year to 31 December 2019

**ACQUISITION IN LINE WITH STRATEGY TO BECOME THE
GLOBAL LEADER IN ACCESS TO MEDICINES**

STRATEGIC RATIONALE FOR CSM ACQUISITION

1

Expands Clinigen's value added capabilities

2

Diversifies global client and customer base

3

Adds important continental EU infrastructure

4

Reinforces link between the three Clinigen business operations

Supply & distribution and complex regulatory expertise is at the core of Clinigen's competence and provides a **competitive advantage**

- European infrastructure with commercial roles and Medical Scientific Liaison ('MSLs') in Switzerland, France, Italy, Spain, Austria and Germany
- Infrastructure would support growth of Commercial Medicines portfolio (including recent acquisitions) in key EU markets
- Differentiates early (Managed) access business from competitors with EU MSL support and provides on-the-ground support to secure long-term unlicensed agreements
- Ability to offer UL2L capability to companies seeking a partner in EU and platform to fully realise UL2L opportunities from Clinigen's pipeline
- Enhances proposition as commercial partner for pharmaceutical companies in EU and Rest of the World regions
- Deal metrics:
 - Initial consideration: €5m cash, €2.5m equivalent in Clinigen shares
 - Deferred consideration: based on the achievement of certain future EBITDA targets

ACQUISITION IN LINE WITH STRATEGY TO BECOME THE
GLOBAL LEADER IN ACCESS TO MEDICINES

UL2L is unlicensed to licensed.

WHY IQONE?

- Reviewed numerous “specialty pharma” EU businesses and explored build own option
 - All focussed solely on commercialisation
 - Expensive valuations
 - Complicated and time consuming integration
 - Resource would need reconfiguring
 - Build from scratch significant distraction
- Already operating in the same unlicensed and licensed space
- Resource made from commercial and MSL personnel
- Management see UL2L as a major driver of future value
- Established well run and supported scalable base business

BENEFITS

- Support current and recently acquired Clinigen products
 - Increase in revenue above current forecasts
 - Resource to increase over two year period
- Increase in licensing or acquisition opportunity from MA pipeline or extended BD activity
- Integrate EU MSL capability into early access business proposition
- Develop and implement plan for promotion of Clinigen unlicensed capability across key EU markets

MSLs are Medical Scientific Liaison.