WHAT IS OUR INVESTMENT CASE?

In becoming the trusted global leader in access to medicines, the Group has consistently delivered healthy financial performances and returns. Below are the reasons to invest in Clinigen.

**UNIQUE AND DIVERSE BUSINESS MODEL**

**DISCIPLINED CORPORATE AND PRODUCT ACQUISITIONS**

**GLOBAL CAPABILITY**

**EXPERIENCED MANAGEMENT TEAM**

**MARKET-LEADING POSITIONS**

**BROAD CLIENT AND CUSTOMER BASE**

**SIGNIFICANT LONG-TERM GROWTH POTENTIAL**

**HIGHLY CASH GENERATIVE**

WHAT ARE OUR STRATEGIC OBJECTIVES?

Delivering the right medicine, to the right patient, at the right time.

1. **DEVELOP AND RETAIN TALENTED PEOPLE**
2. **UPGRADE TECHNOLOGY PLATFORM TO DRIVE ORGANIC GROWTH**
3. **EXPAND AND EMBED A GLOBAL COMMUNITY HCPS AND OPINION LEADERS**
4. **EXPAND PORTFOLIO OF GLOBAL, REGIONAL AND LICENSED ASSETS**
5. **BECOME THE ‘GO TO’ LEADER IN ETHICAL ACCESS TO UNLICENSED MEDICINES**
6. **EXTEND GLOBAL FOOTPRINT INTO REMAINING KEY MARKETS**
7. **LINK THE BUSINESSES TO REALISE SYNERGISTIC OPPORTUNITIES AND INCREASE PHARMACEUTICAL CUSTOMER BASE**

FINANCIAL PERFORMANCE FY19

<table>
<thead>
<tr>
<th>Adjusted Gross Profit (£M)</th>
<th>Adjusted EBITDA (£M)</th>
<th>Adjusted Basic Earnings Per Share (Pence)</th>
</tr>
</thead>
<tbody>
<tr>
<td>182.3 ^30%</td>
<td>100.8 ^33%</td>
<td>54.4 ^20%</td>
</tr>
</tbody>
</table>

GLOBAL REACH AND LOCAL KNOWLEDGE

The Group has a complementary portfolio of businesses worldwide, enhancing our ability to provide access to medicines globally.

OUR OPERATIONS

**CLINICAL SERVICES**
Clinigen is the global market leader in the specialist supply, packaging, distribution and management of quality-assured comparator medicines and services to clinical trials and Investigator Initiated Trials. Of Adjusted Group Gross Profit 18%

**UNLICENSED MEDICINES**
Clinigen is the global leader in ethically sourcing and supplying unlicensed medicines to hospital pharmacists and physicians for patients with a high unmet medical need. The Group manages early access programs to innovative new medicines and provides ‘on-demand’ access globally to medicines which remain unlicensed at the point of care. Of Adjusted Group Gross Profit 38%

**COMMERCIAL MEDICINES**
Clinigen acquires global rights to niche hospital-only and critical care products, revitalising these assets around the world and returning them back to sustained growth. It also provides access to licensed and branded generic medicines in the Africa and Asia Pacific region and has an ‘unlicensed-to-licensed’ strategy, where it looks to take unlicensed medicines with commercial potential and licences them, helping to address unmet medical need and allowing the Group to capitalise on its market-leading positions. Of Adjusted Group Gross Profit 44%