

United Drug plc International Healthcare Services



Consistently Delivering Long-term Superior Growth



United Drug Management Team



Liam FitzGerald

CEO

Barry McGrane

Finance Director

Annette Flynn

MD, Supply Chain Services Division

Luke Brehony

MD, Medical & Scientific Division

Chris Corbin

MD, Contract Sales & Marketing Services Division

Alan Ralph

MD, Pharma Wholesale Division



United Drug Plc

- International healthcare services group
 - Over 4,000 employees across 5 countries
- Long-term high growth track record
 - 20 + years of double-digit growth
- Positioning to benefit from growing outsourcing trends within delivery of healthcare

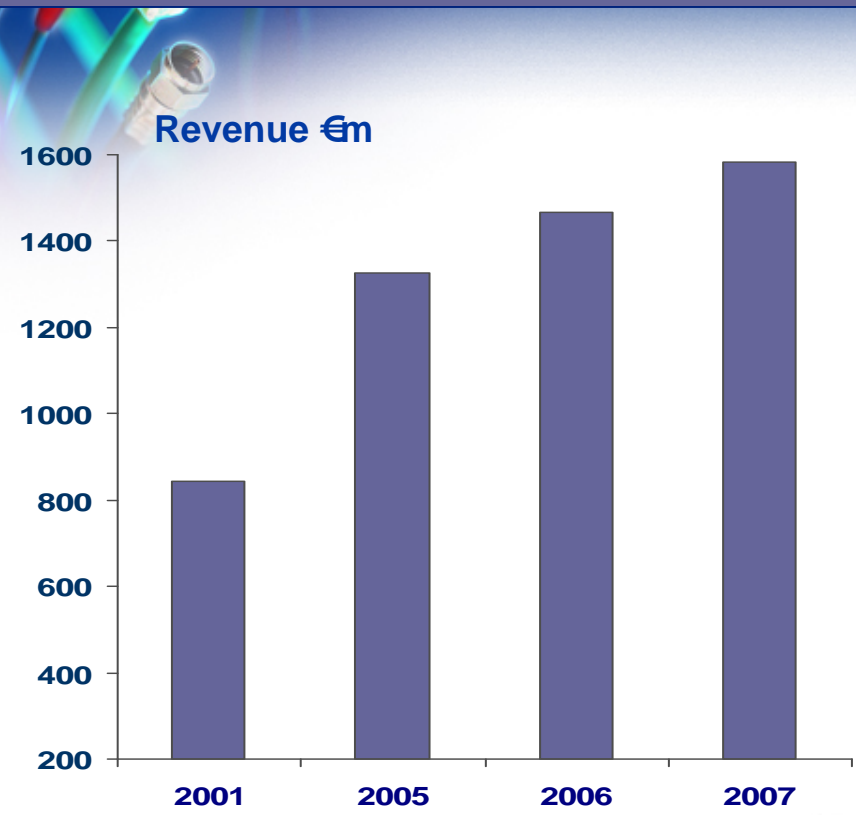


United Drug Plc

- Developing international manufacturer outsourced services (supply chain and sales & marketing competencies) with strong positions in healthcare supply chain in Ireland (ROI & NI)
- Improving margins with move into higher margin services and operating leverage
- Strong internally generated cash flows
- Strong balance sheet

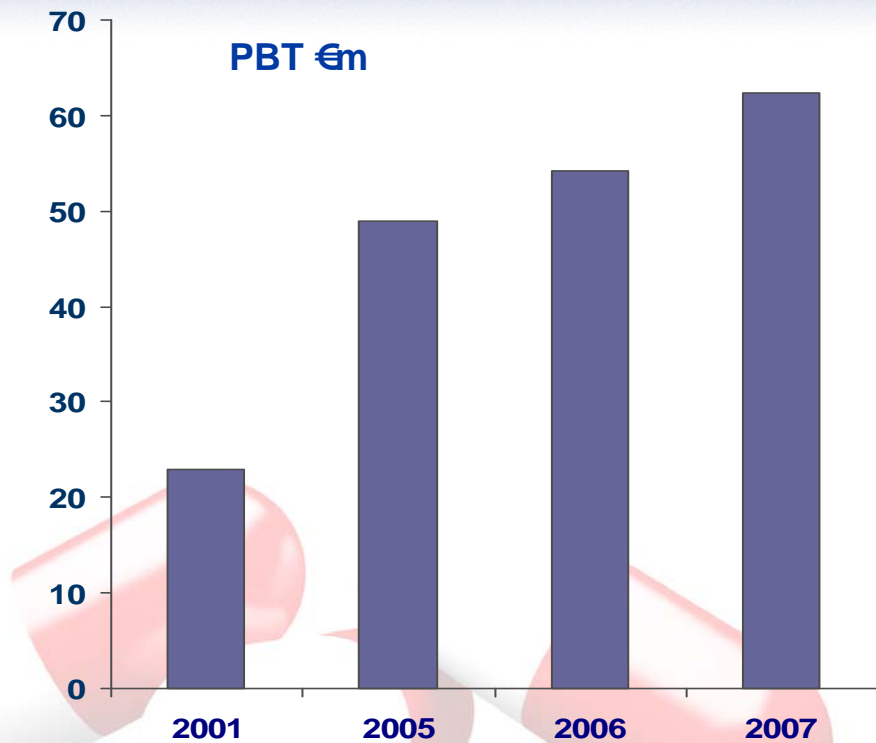


Delivering Consistently Superior Returns



TURNOVER | CAGR %

5 year	10%	15 year	20%
10 year	15%	20 year	19%

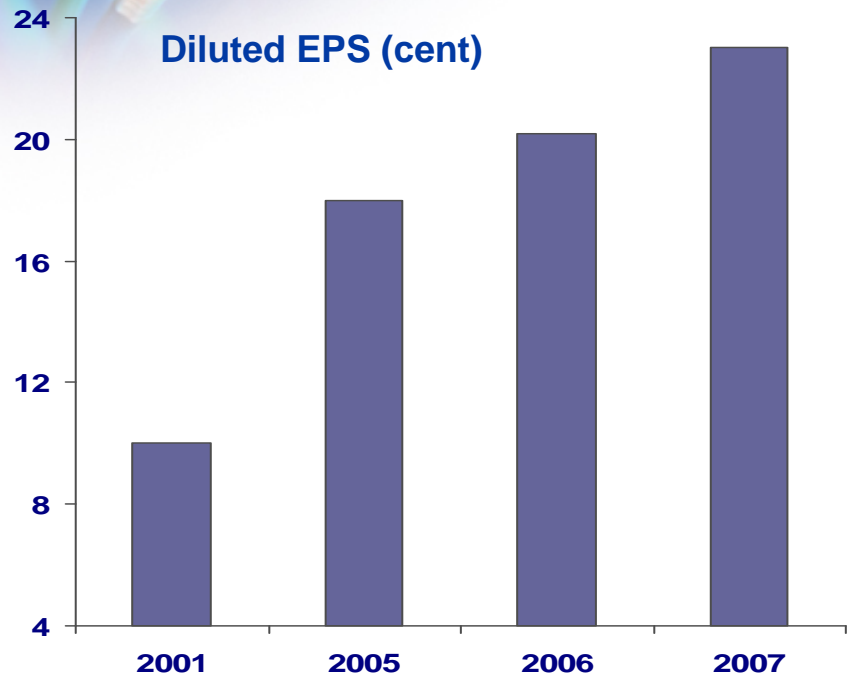


PBT | CAGR %

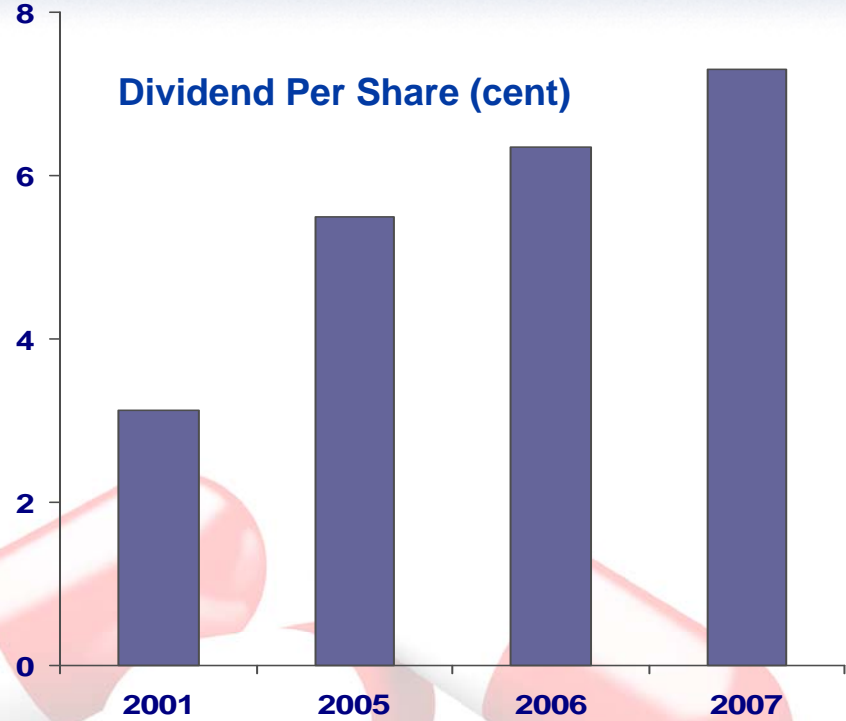
5 year	17%	15 year	20%
10 year	21%	20 year	21%

Consistent double digit growth over 5, 10, 15 or 20-year timeframe

Delivering Consistently Superior Returns



FD EPS CAGR %			
5 year	15%	15 year	14%
10 year	19%	20 year	16%



DPS CAGR %			
5 year	15%	15 year	13%
10 year	15%	20 year	14%

Consistent double digit growth over 5, 10, 15 or 20-year timeframe

Financials

Financial performance

Expanding margins (%)	2008	2007	2006	2005
EBIT	4.33	3.96	3.71	3.64
PBT	3.94	3.75	3.52	3.42

Strong cash Flow (€m)	2008 (H1)	2007	2006
EBITDA	39.9	71.63	61.9
Free cash flow (FCF)	25.9	46.8	38.7
FCF (%)	64.9%	65.4%	62.5%

Financials

Financial strength

Balance sheet strength (€m)	31/03/08
Net Debt (€m.)	82.7
Gearing (%)	25.9
Interest Cover (Multiples)	
EBIT	11.0
EBITDA	12.6
Net Debt/ EBITDA	0.99

Business Model

Manufacturer Services(MS)

Supply chain related solutions and sales & marketing services for international healthcare companies



Pharma Wholesale(PW)

Leading supplier of drugs and medicines to retail and hospital pharmacies on the Island of Ireland

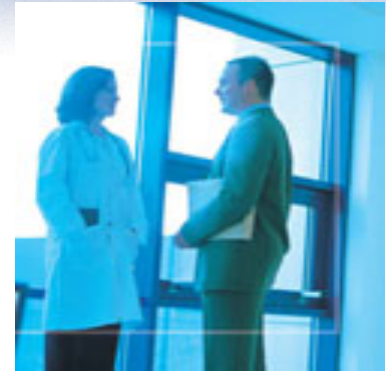
MS | 62% of EBIT

PW | 38 % of EBIT

MS | 3 sub-divisions

Supply Chain Services	29%
Medical & Scientific	19%
Contract Sales & Marketing Services	14%

Divisional Review



Supply Chain Services

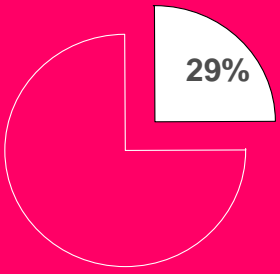
Medical & Scientific

Contract Sales & Marketing Services

Pharma Wholesale

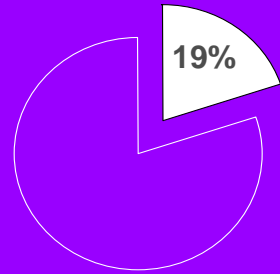
'08 Revenue: €224m
'08 Margin: 4.5%

% of '08 EBIT



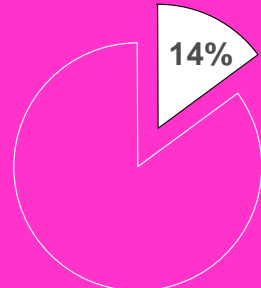
'08 Revenue: €52m
'08 Margin: 13.7%

% of '08 EBIT



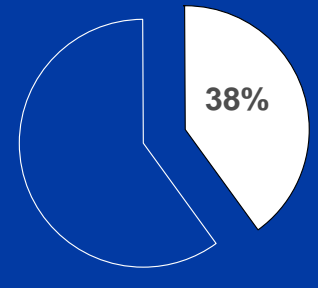
'08 Revenue: €57m
'08 Margin: 9.3%

% of '08 EBIT



'08 Revenue: €113m
'08 Margin: 2.86%

% of '08 EBIT



SUPPLY CHAIN SERVICES

Supply Chain Services

Provide Quality Healthcare Supply Chain Outsourcing Solutions

- Positioned to meet increased demand for outsourced services from Manufacturers and Healthcare providers alike
- Growth from leveraging market position, relationships and infrastructure and adding higher margin services
- Big opportunity to grow geographically



Supply Chain Services

Provide Quality Healthcare Supply Chain Outsourcing Solutions

- **Contract Distribution Outsourcing**
 - Market leader in pre-wholesale activities in Ireland and UK
 - UDD and UDG
 - Single channel supply chain service to pharmacy in Irl
 - Pemberton & Blackhall
- **Speciality**
 - Leading private provider of travel vaccines to general public in UK through MASTA
 - Fledgling homecare service business in Irl & UK
- **Contract Packaging Outsourcing**
 - Developing a Global Pharma Packaging Service
 - UK; The Netherlands; Belgium and USA



Medical & Scientific Division

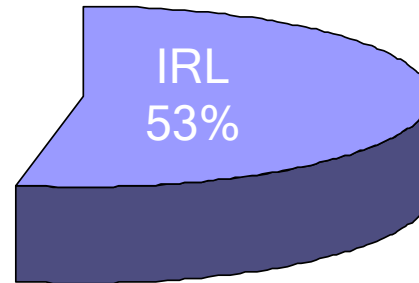
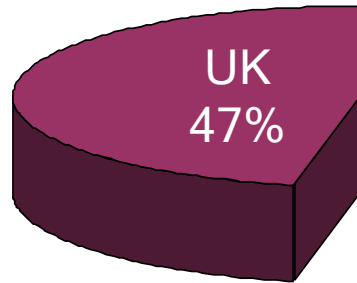
Medical & Scientific

- Sales and Marketing business...
- ...selling PRODUCTS and SERVICES...
- ...value-added by strong TECHNICAL and CLINICAL focus...
- ...to the MEDICAL & SCIENTIFIC sector in Ireland and UK.
- Focusing on the following areas...
 - Medical
 - Clinical Diagnostics
 - Scientific (Industrial / Analytical Chemistry / LS)
 - Community Health

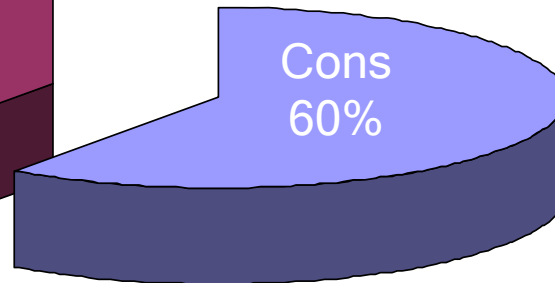
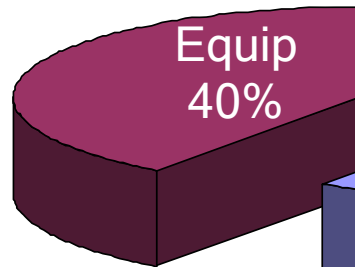


Business Analysis

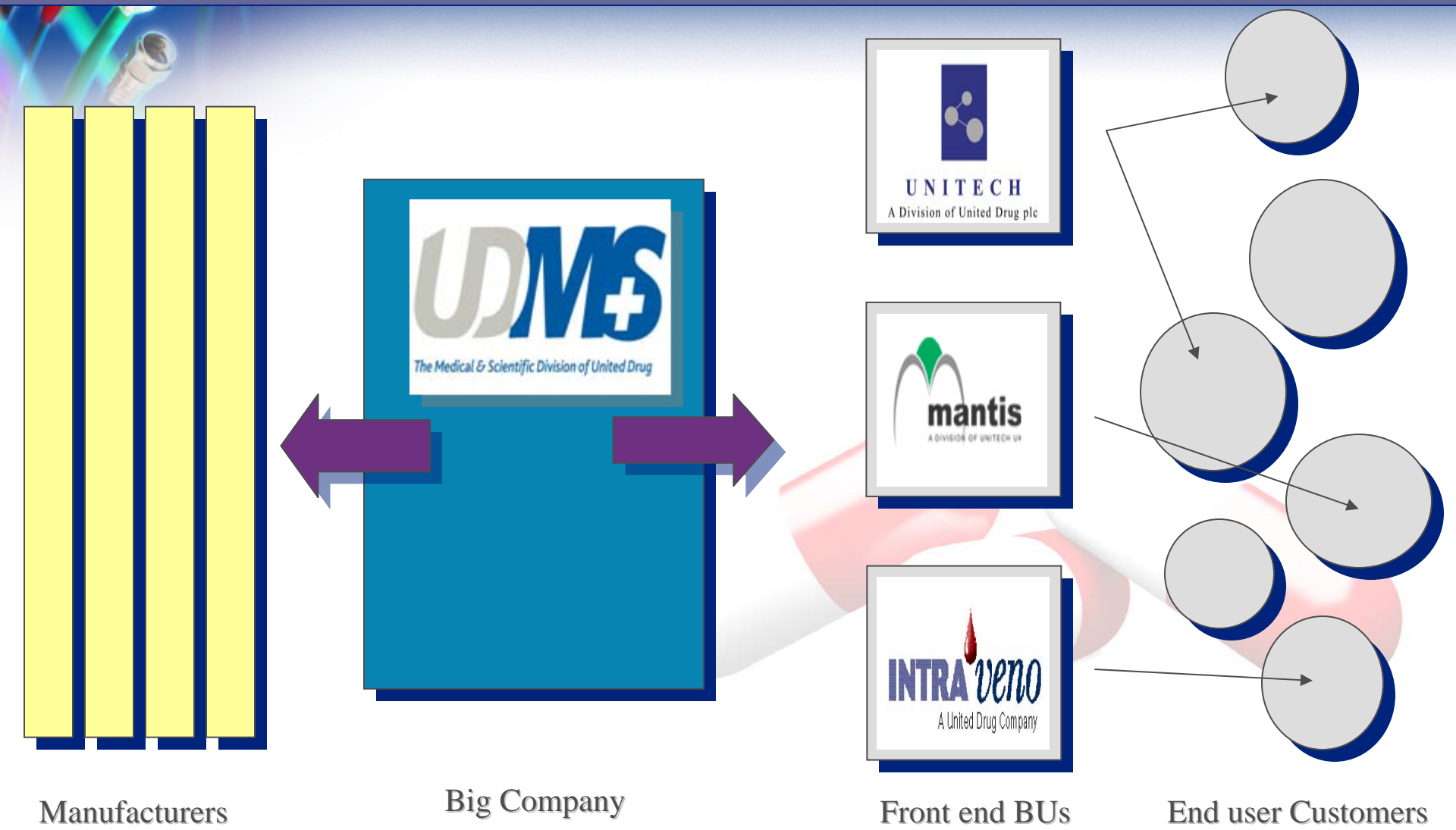
SALES



SALES



Medical & Scientific



1 Company, 2 Locations



Magna Park



Basingstoke



Strategy

- Added value, differentiated, Customer-focus
 - Quality products
 - Professional F2F selling approach at Clinical level
 - Developed Technical and Clinical capability
 - IT and Operational resources to allow total sales focus
 - Best in class operational / logistics support
- Broad-based M&S specialist supplier IRELAND
- Niche, sectoral focus UK

CONTRACT SALES & MARKETING SERVICES

Sales and Marketing Services Division

Expanding market presence

UK



Ireland



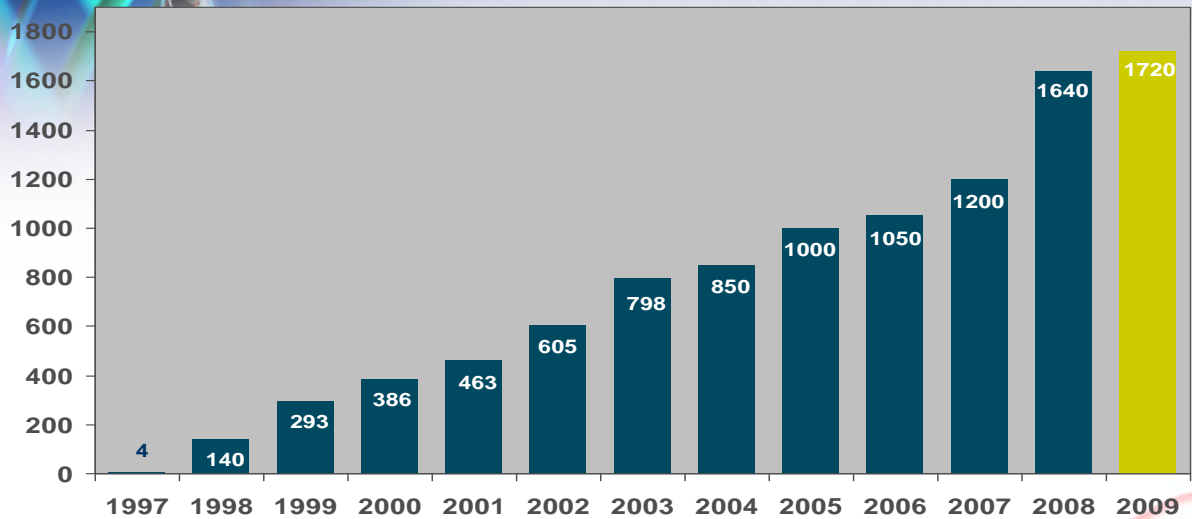
USA



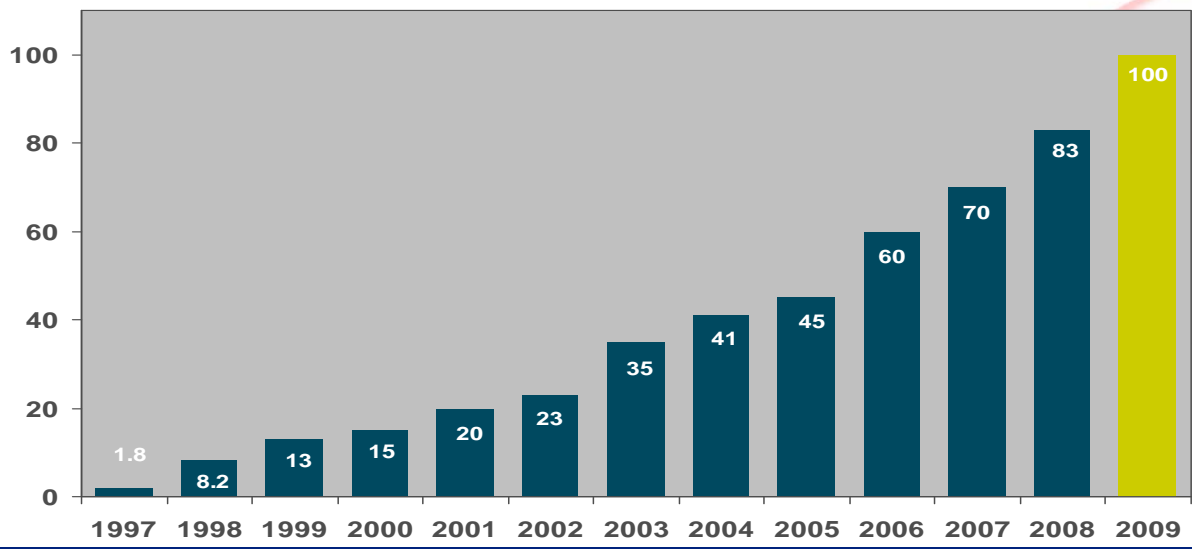


Plus SME Franchises around the world





Group Headcount



Group Revenue



Services



Direct Sales

Syndicated

Dedicated

Differential resource

Specialist Hospital

Vacancy M'gement

Try before you buy

RAD Programme

Professional Medical Services

Nurse Advisor Progs

(Intermediate Healthcare)

Medical Affairs

Other

Sales Force and Marketing
Excellence

Product Training Support

Leadership Development

Medical Compliance

ETMS

PQP - field coaching
software

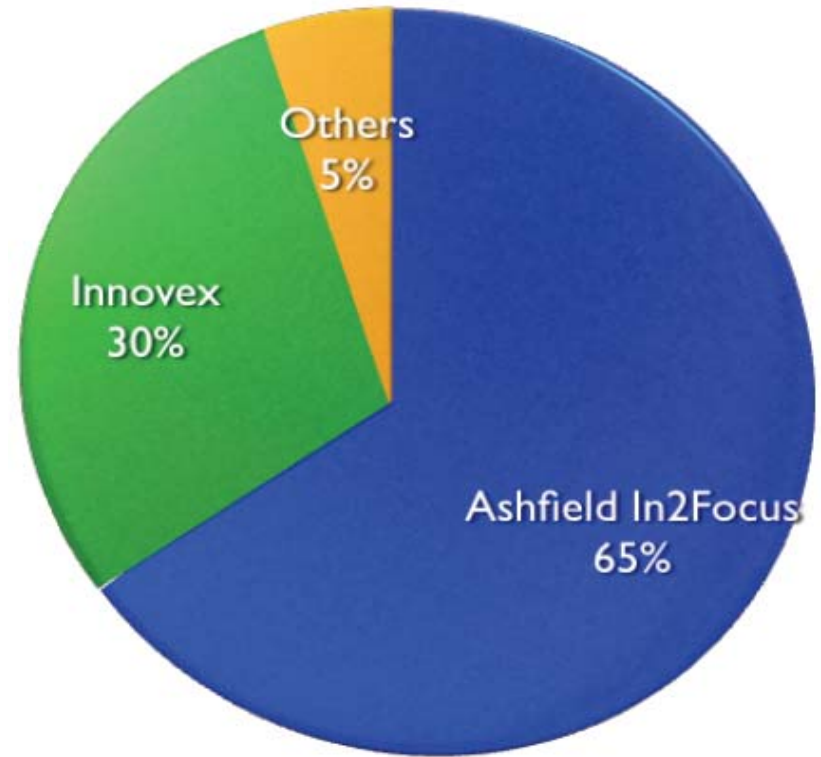
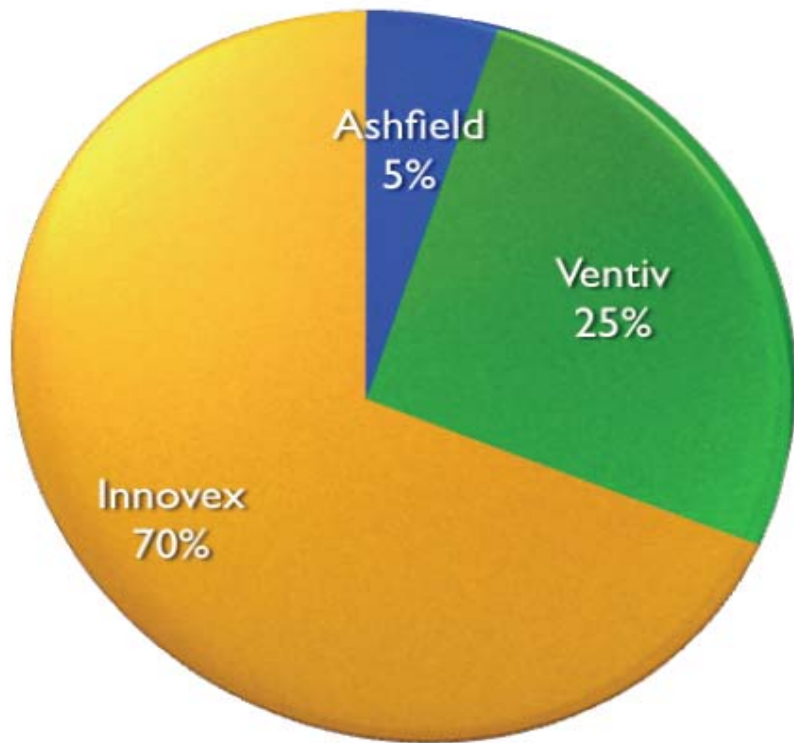
Sales Force Effectiveness

Analytics

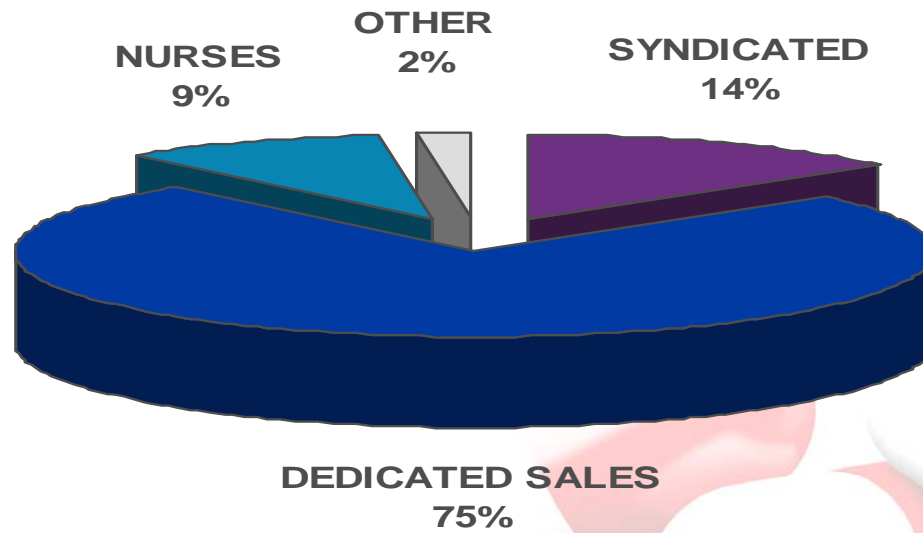
Business Centre facilities

Conferences and Events

UK Market Share 1998 - 2008



Turnover split by Business Type



Clients



AMLAB, L.L.C.
AMERICAN LABORATORIES, L.L.C.



STUDENTS



GlaxoSmithKline



Answers That Matter.



Bayer



AstellZeneca



Johnson & Johnson

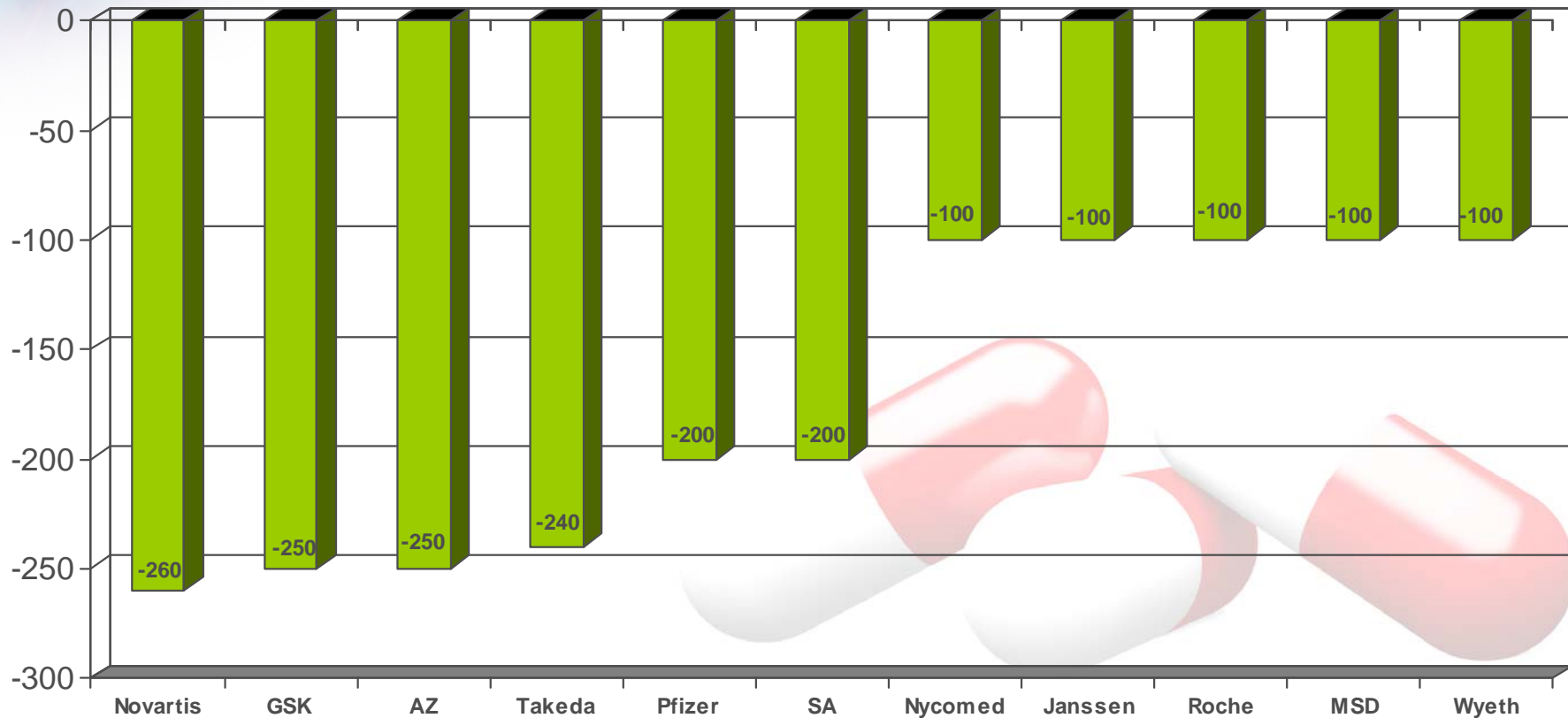


Top 20 Clients

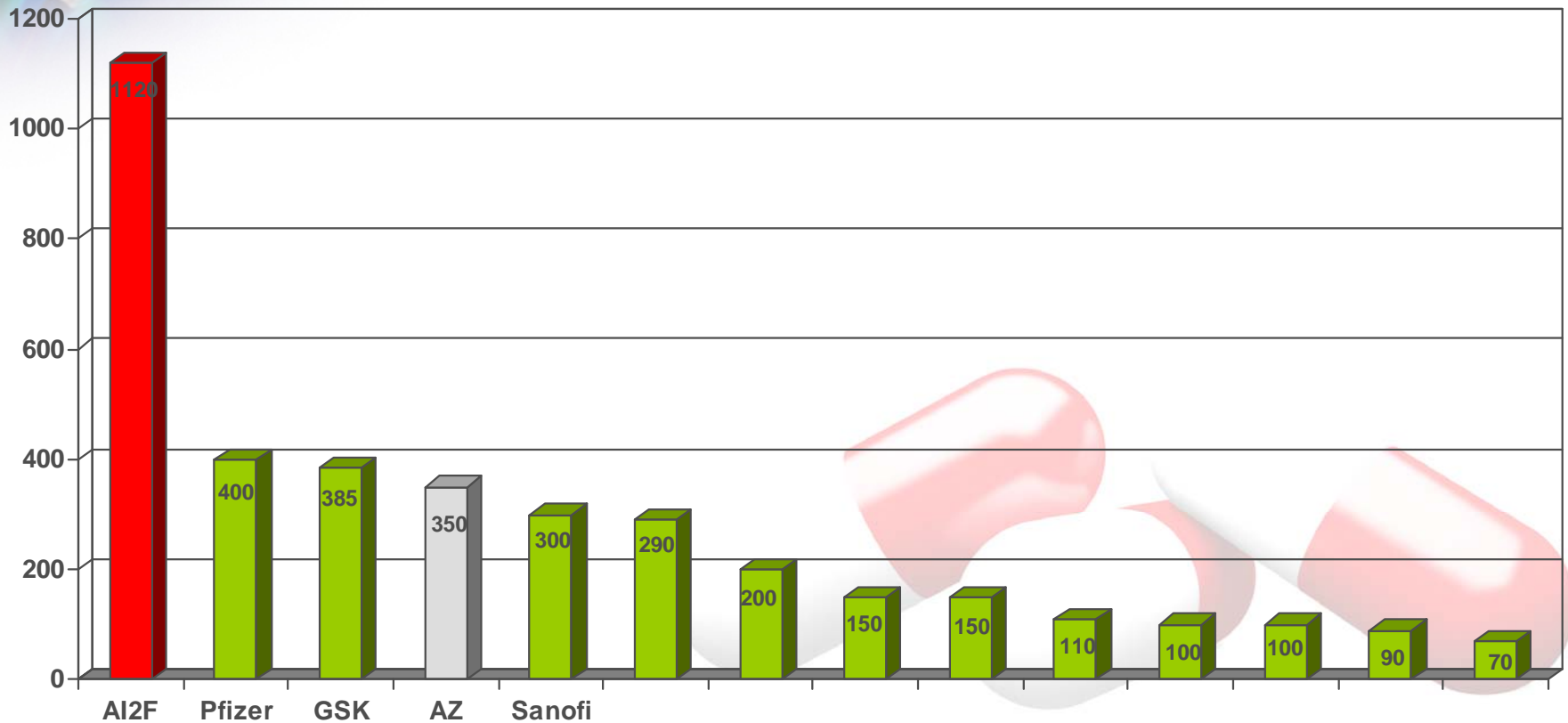


	Client
1	ASTRAZENECA
2	TAKEDA
3	TRINITY CHIESI
4	GSK
5	PFIZER
6	JANSSEN CILAG
7	SANOFI AVENTIS
8	BIL
9	ELI LILLY
10	SHIRE
11	NAPP
12	J & J
13	PAM LABS
14	EISAI
15	DUKE
16	ROCHE
17	SCHERING PLOUGH
18	COHN & WOLFE FLORA
19	MSD
20	BAYER

Pharmaceutical Downsizing



Primary Care Sales-force Size



Partner of Choice

- Investment
- Range of Services - SFE/Training
- Office & Dedicated training centre
- International Coverage
- Expertise
- Analytics
- Quality of Offerings



Pharma Wholesale Division

Pharma Wholesale

Market Leader in ROI and NI

- Vital link connecting manufacturers to pharmacy
- Twice daily delivery “full line wholesale service” to retail and hospital
- Growing markets - demographics and consumption, moderated by govt price pressure
- Growth through leveraging market position and infrastructure in growing markets
- 3 main businesses:
 - United Drug Wholesale
 - Sangers
 - Craig & Hayward



United Drug Wholesale (UDW)

- Operate via 3 depots in ROI
 - Dublin (Magna Park)
 - Limerick (South West)
 - Ballina (North West)
- Clear market leader serving 1,600 retail pharmacies in ROI
- Demographics and volume growth positive
- Ongoing price pressure - IPHA agreement, HSE actions
- Efficiency - automation, leverage infrastructure, focus on cashflow generation

Sangers

- Very clear market leader in NI
- Volume growth vs NHS cost control
- Efficiency focus as per UDW
- Transition to “fee per pack” “Direct to Pharmacy” model
- 25% share in Medicare chain of 55 shops



Craig & Hayward

- Supply “Specials” (manufactured to order / imported medicines) to UK retail pharmacy
- Liquid / flavoured formulations of common drugs and niche formulations
- Pharmacist led “One-stop shop” distributor
- High margin / high value-add offering
- Opportunities in hospital, vertical integration and sole distributorships

Summary

Continued strong profit, earnings & dividend growth,
supported by:

- ✓ Strong position in growth markets
- ✓ Positioned to address increasing outsourcing needs
- ✓ Infrastructure in place to facilitate continued growth
- ✓ Balance Sheet Strength

