Target Change

USA | Healthcare | Pharmaceutical Svcs.

May 6, 2015

Jefferies

BUY

Price target \$36.00 (from \$31.00)

Price \$29.00

PRA Health Sciences (PRAH) Just What [We] Needed; Key Reads from **Strong Results**

Key Takeaway

A 10% rise in the stock is reasonable on these results, in our view. Management backed up a \$0.10 1Q upside vs. consensus with a \$0.27 (19%) increase to the EPS guidance midpoint. The 10% CD revenue growth and 1.2x book-to-bill are healthy metrics, as well. Some may be quick to argue for a higher stock price, but we'd emphasize that FX does appear to contribute meaningfully to both 1Q and the year.

- 1. EPS Well Ahead on Any Measure. Adjusted EPS of \$0.41 beat estimates by 10c. We were 2c below consensus because we do not exclude non-cash rent and JV losses (which were 2c). We also had argued that FX gains/losses should be included because: a) peers don't exclude, and b) they tend to net against above the line impacts historically. In 4Q and 1Q, FX supercharged EPS...nice problem, but harder to defend our inclusion. Bottom line: 10c upside surprise.
- 2. Revenue Upside = Healthy, Clean. PRAH's revenue is one of the least affected by FX among CROs. Thus, the upside to consensus (+\$2M) and us (+\$6M) is pretty clean. Moreover, 10% constant dollar growth exceeds the 8% bogey management targeted during the roadshow and shows solid acceleration in core business.
- 3. Bookings Solid Again. PRAH's 1.2x matched our estimate and 4Q14. Net new business grew 13.3% YoY. Remember that PRAH records backlog for its Strategic Solutions business (old RPS) on a rolling 4Q basis. The quarter just reported is drawn down from backlog, and the expected revenue 4Q's out is added in through bookings. This results in a steadier bookings contribution, typically 1.05-1.1. It also implies a 1.25x book-to-bill on "traditional"
- **4. EPS Guidance Increase is Large.** Management is increasing EPS by 27c (19.3%) at the midpoint, against a slight revenue reduction (\$10M, or 0.7%). That is certainly rewarding for shareholders. Before original guidance, we believed FX could have been a \$0.15-0.20 helper to EPS and concluded that management had conservatively not included that. The updated guidance probably takes a conservative tack on FX assumptions, as well. That said, we calculate the full benefit in excess of \$0.20, such that it could represent the full raise.

Valuation/Risks

Our \$36 PT applies a 19x P/E to our increased 2016 EPSe. Peers currently trade at 19x 2015 comparable EPS (I.e. adjusted for non-cash add backs). We believe PRAH can trade inline with the peer group in 12-months. Risks: large client loss and/or project cancellation; integration difficulties; and increasing client M&A.

USD	Prev.	2013A	Prev.	2014A	Prev.	2015E	Prev.	2016E
Rev. (MM)		832.9		1,266.6	1,359.7	1,361.8	1,488.9	1,487.1
EBITDA (MM)		97.6		187.7	204.9	233.9	231.7	248.1
Cons. EPS						1.41		1.71
EPS Non-GAAP								
Mar		0.10		0.12	0.28	0.49A		
Jun		0.24		0.25	0.33	0.39		
Sep		(0.02)		0.49	0.37	0.41		
Dec		0.11		0.42	0.42	0.45		
FY Dec		0.44		1.29	1.39	1.74	1.69	1.90

Financial Summary	
Book Value (MM):	\$648.2
Net Debt (MM):	\$863.0
Long-Term Debt (MM):	\$933.8
Cash & ST Invest. (MM):	\$70.8
Backlog:	2,200
Market Data	
F2 Wook Banga	\$31.99 - \$18.47
52 Week Range:	431.22 - 410. 1 7
Total Entprs. Value (MM):	
	\$2,684.2 \$1,821.2
Total Entprs. Value (MM):	\$2,684.2 \$1,821.2
Total Entprs. Value (MM): Market Cap. (MM):	\$2,684.2

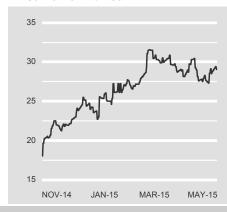
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Price Performance



PRAH

Target Change

May 6, 2015

Chart 1: Summary of PRA's Results

PRA Health Sciences (PRAH) 1Q15 Earnings Summary

1Q15 Earnings Summary
Sources: Company filings and Jefferies LLC

Reports 5/6/2015 AMC

FY ending December 31	Repo	orted	Estimate	Actual	Consensus		Percentage Change			Difference				
in thousands except EPS	1Q14	4Q14	1Q15	1Q15	1Q15		Seq	Y/Y		Seq	Υ	′/Y	Est	
Net revenue	\$ 311,352	\$ 323,759	\$ 325,825	\$ 331,968	\$ 330,000		2.5%	6.6%		\$ 8,209	\$ 2	20,616	\$ 6	,143
Direct costs	215,151	214,943	221,894	218,961			1.9%	1.8%		4,018		3,810	(2	,933)
SG&A	57,854	59,910	58,263	58,686			(2.0%)	1.4%		(1,224)		832		423
FOREX	3,712	(8,979)		(9,066)			1.0%	(344.2%)		(87)		12,778)	(9	,066)
Adj EBITDA	34,635	57,885	45,668	63,387	48,000		9.5%	83.0%		5,502	:	28,752	17	,719
Depreciation	5,895	5,418	5,612	5,128			<u>(5.4%)</u>	(13.0%)		(290)		(767)		(484)
Total expenses	282,612	271,292	285,769	273,709			0.9%	(3.2%)		2,417		(8,903)	(12	,060)
Adj EBITA	28,740	52,467	40,057	58,259			11.0%	102.7%		5,792	:	29,519	18	,202
Interest income (expense)	(20,332)	(16,970)	(14,616)	(13,744)			(19.0%)	(32.4%)		3,226		6,588		872
Other income (expense)	(59)	(2,020)		(464)			(77.0%)	686.4%		1,556		(405)		(464)
Pretax income	8,349	33,477	25,441	44,051			31.6%	427.6%		10,574	;	35,702	18	,610
Taxes	3,548	11,382	7,632	13,215			16.1%	272.4%		1,833		9,667	5	,583
Adj Net income	4,801	22,095	17,808	30,836			39.6%	<i>54</i> 2.3%		8,741	2	26,035	13	,027
Adj EPS b/f charges	\$ 0.12	\$ 0.42	\$ 0.29	\$ 0.49	\$ 0.31		17.8%	312.2%		\$ 0.07	\$	0.37	\$	0.21
Diluted shares	40,286	53,008	62,476	62,777			18.4%	55.8%		9,769	2	22,491		301
COMMON SIZE						-								
Net revenue	100.0%	100.0%	100.0%	100.0%						-		-		-
Direct costs	69.1%	66.4%	68.1%	66.0%						(40)		(310)		(210)
Gross margin	30.9%	33.6%	31.9%	34.0%						40		310		210
SG&A	18.6%	18.5%	17.9%	<u>17.7%</u>						(80)		(90)		(20)
Adj EBITDA	11.1%	17.9%	14.0%	19.1%						120		800		510
Adj EBITDA ex-FOREX	12.3%	15.1%	14.0%	16.4%										
Depreciation	1.9%	1.7%	1.7%	<u>1.5%</u>						(10)		(30)		(20)
Total expenses	90.8%	83.8%	87.7%	82.5%						(130)		(830)		(530)
Adj EBITA	9.2%	16.2%	12.3%	17.5%						130		830		530
Interest income (expense)	(6.5%)	(5.2%)	(4.5%)	(4.1%)						110		240		30
Other income (expense)	(0.0%)	(0.6%)	0.0%	(0.1%)						50		(10)		(10)
Pretax income	2.7%	10.3%	7.8%	13.3%						290		1,060		550
Taxes	42.5%	34.0%	30.0%	<u>30.0%</u>						(400)		(1,250)		-
Adjusted net income	1.5%	6.8%	5.5%	9.3%						250		770		380
Gross new busines	422,800	456,800	466,850			Ì			-					
Cancellations	(71,500)	(68,500)	(74,696)											
% of backlog	3.7%	3.3%	3.5%											
Net new business	351,300	388,300	392,154	398,000						2.5%		13.3%		1.5%
Book-to-bill	1.13x	1.20x	1.20x	1.20x										

Source: Company data and Jefferies LLC

PRAH

Target Change

May 6, 2015

PRA International

Earnings Model

Source: Jefferies & Co. FY December			2013			1		2014			l		2	015E		
(\$ in 000s, except for EPS)	Q1	Q2	2013 Q3	Q4	2013	Q1	Q2	2014 Q3	Q4	2014	Q1	Q2	Q3	015E Q4	2015	2016
<u> </u>	\$ 166,508	\$ 179,463	\$ 188,139	\$ 298,791	\$ 832,901	\$ 311,352	\$ 311,423	\$ 320,063	\$ 323,759	\$1,266,596	\$ 331.968	\$ 334,116	\$ 343.884	\$ 351,786	\$1,361,755	\$1,487,147
Net revenue	\$ 100,506	ф 179,463	ф 100,139	\$ 290,791	\$ 632,901	\$ 311,352	Ф 311,423	\$ 320,063	\$ 323,739	\$ 1,266,596 52.1%	\$ 331,900	\$ 334,116	\$ 343,004	\$ 351,700	7.5%	9.2%
Direct costs	100,181	106,072	115,548	205,077	526,878	215,151	213,378	215,746	214,943	859,218	218,961	221,576	226,989	230,033	897,559	981,725
SG&A	51,852	41,556	48,970	58,311	200,689	57,854	53,758	58,739	59,910	230,261	58,686	58,010	60,360	62,282	239,337	257,348
FOREX	(6,078)	1,819					5,387	(10,658)	(8,979)	(10,538)	(9,066)	36,010	00,300	02,202	(9,066)	257,346
			7,355	4,662	7,758	3,712					1					l —
Adj EBITDA	20,553	30,016	16,266	30,741	97,576	34,635	38,900	56,236	57,885	187,655	63,387	54,530	56,536	59,472	233,925	248,074
Depreciation	4,143	3,978	4,445	5,487	18,053	5,895	4,910	5,989	5,418	22,212	5,128	5,325	5,528	5,737	21,718	25,118
Total expenses	150,098	153,425	176,318	273,537	753,378	282,612	277,433	269,816	271,292	1,101,153	273,709	284,911	292,876	298,052	1,149,548	1,264,191
Adj EBITA	16,410	26,038	11,821	25,254	79,523	28,740	33,990	50,247	52,467	165,443	58,259	49,205	51,008	53,735	212,207	222,956
Interest income (expense)	(10,390)	(11,679)	(12,435)	(20,303)	(54,806)	(20,332)	(19,359)	(19,541)	(16,970)	(76,202)	(13,744)	(13,541)	(13,249)	(12,952)	(53,487)	(48,809)
Other income (expense)	1	(296)	(263)	1,208	650	(59)	(116)	(532)	(2,020)	(2,727)	(464)				(464)	
Pretax income	6,021	14,063	(877)	6,159	25,367	8,349	14,514	30,174	33,477	86,514	44,051	35,665	37,758	40,782	158,256	174,147
Taxes	1,806	4,219	(263)	1,848	7,610	3,548	4,354	10,259	11,382	29,544	13,215	10,699	11,327	12,235	47,477	52,244
Adj Net income	4,215	9,844	(614)	4,312	17,757	4,801	10,160	19,915	22,095	56,970	30,836	24,965	26,431	28,547	110,779	121,903
Adj EPS b/f charges	\$ 0.10	\$ 0.24	\$ (0.02)	\$ 0.11	\$ 0.44	\$ 0.12	\$ 0.25	\$ 0.49	\$ 0.42	\$ 1.29	\$ 0.49	\$ 0.39	\$ 0.41	\$ 0.45	\$ 1.74	\$ 1.90
Diluted shares	40,286	40,286	40,286	40,286	40,286	40,624	40,286	40,286	53,008	44,121	62,777	63,822	63,866	63,908	63,843	63,993
Common Size:																
Net revenue	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Direct costs	60.2%	<u>59.1%</u>	61.4%	68.6%	63.3%	69.1%	68.5%	67.4%	66.4%	67.8%	66.0%	66.3%	66.0%	65.4%	65.9%	66.0%
Gross margin	39.8%	40.9%	38.6%	31.4%	36.7%	30.9%	31.5%	32.6%	33.6%	32.2%	34.0%	33.7%	34.0%	34.6%	34.1%	34.0%
SG&A	31.1%	23.2%	26.0%	19.5%	24.1%	18.6%	17.3%	18.4%	18.5%	18.2%	17.7%	17.4%	17.6%	17.7%	17.6%	17.3%
Adj EBITDA	12.3%	16.7%	8.6%	10.3%	11.7%	11.1%	12.5%	17.6%	17.9%	14.8%	19.1%	16.3%	16.4%	16.9%	17.2%	16.7%
Depreciation	2.5%	2.2%	2.4%	1.8%	2.2%	1.9%	1.6%	1.9%	1.7%	1.8%	1.5%	<u>1.6%</u>	1.6%	1.6%	1.6%	<u>1.7%</u>
Total expenses	90.1%	85.5%	93.7%	91.5%	90.5%	90.8%	89.1%	84.3%	83.8%	86.9%	82.5%	85.3%	85.2%	84.7%	84.4%	85.0%
Adj EBITA	9.9%	14.5%	6.3%	8.5%	9.5%	9.2%	10.9%	15.7%	16.2%	13.1%	17.5%	14.7%	14.8%	15.3%	15.6%	15.0%
Interest income (expense)	-6.2%	-6.5%	-6.6%	-6.8%	-6.6%	-6.5%	-6.2%	-6.1%	-5.2%	-6.0%	-4.1%	-4.1%	-3.9%	-3.7%	-3.9%	-3.3%
Other income (expense)	0.0%	-0.2%	-0.1%	0.4%	0.1%	0.0%	0.0%	-0.2%	-0.6%	-0.2%	-0.1%	0.0%	0.0%	0.0%	0.0%	0.0%
Pretax income	3.6%	7.8%	-0.5%	2.1%	3.0%	2.7%	4.7%	9.4%	10.3%	6.8%	13.3%	10.7%	11.0%	11.6%	11.6%	11.7%
Taxes	30.0%	30.0%	30.0%	30.0%	30.0%	42.5%	30.0%	34.0%	34.0%	34.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
Adjusted net income	2.5%	5.5%	-0.3%	1.4%	2.1%	1.5%	3.3%	6.2%	6.8%	4.5%	9.3%	7.5%	7.7%	8.1%	8.1%	8.2%
% Change																
Net Revenue	13.1%	22.2%	27.9%	91.7%	39.5%	87.0%	73.5%	70.1%	8.4%	52.1%	6.6%	7.3%	7.4%	8.7%	7.5%	9.2%
Direct Costs	10.3%	20.2%	35.1%	118.2%	46.9%	114.8%	101.2%	86.7%	4.8%	63.1%	1.8%	3.8%	5.2%	7.0%	4.5%	9.4%
SG&A	42.5%	17.4%	35.4%	26.8%	30.4%	11.6%	29.4%	19.9%	2.7%	14.7%	1.4%	7.9%	2.8%	4.0%	3.9%	7.5%
Adj EBITDA	23.9%	14.3%	-23.1%	141.5%	27.2%	68.5%	29.6%	245.7%	88.3%	92.3%	83.0%	40.2%	0.5%	2.7%	24.7%	6.0%
Depreciation	19.2%	7.3%	14.7%	37.8%	20.0%	42.3%	23.4%	34.7%	-1.3%	23.0%	-13.0%	8.4%	-7.7%	5.9%	-2.2%	<u>15.7%</u>
Total expenses	11.9%	23.4%	35.8%	85.9%	40.7%	88.3%	80.8%	53.0%	-0.8%	46.2%	-3.2%	2.7%	8.5%	9.9%	4.4%	10.0%
Adj EBITA	25.2%	15.5%	-31.6%	188.7%	28.9%	75.1%	30.5%	325.1%	107.8%	108.0%	102.7%	44.8%	1.5%	2.4%	28.3%	5.1%
Interest expense	29.3%	52.8%	68.2%	108.1%	67.0%	95.7%	65.8%	57.2%	-16.4%	39.0%	-32.4%	-30.1%	-32.2%	-23.7%	-29.8%	-8.7%
Pretax income	13.6%	-4.6%	-108.8%	-742.3%	-12.7%	38.7%	3.2%	-3542.1%	443.5%	241.1%	427.6%	145.7%	25.1%	21.8%	82.9%	10.0%
Taxes	13.6%	-4.6%	-108.8%	-742.3%	-12.7%	96.4%	3.2%	-4001.1%	516.0%	288.2%	272.4%	145.7%	10.4%	7.5%	60.7%	10.0%
Adj Net income	13.6%	-4.6%	-108.8%	-742.3%	-12.7%	13.9%	3.2%	-3345.5%	412.5%	220.8%	542.3%	145.7%	32.7%	29.2%	94.5%	10.0%
EPS b/f Charges	13.6%	-4.6%	-108.8%	-742.3%	-12.7%	13.0%	3.2%	-3345.5%	289.5%	192.9%	315.7%	55.1%	-16.3%	7.2%	34.4%	9.8%

PRAH
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May 6, 2015

Company Description

PRA Health Sciences is a leading global contract research organization. The company provides outsourced clinical development services to the biotechnology and pharmaceutical industries. PRA's global clinical development platform spans 80 countries and employs more than 10,000 individuals worldwide. Since 2000, the company has performed approximately 2,300 clinical trials worldwide and has worked on more than 100 marketed drugs across several therapeutic areas.

Analyst Certification:

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Hold - Describes stocks that we expect to provide a total return (price appreciation plus yield) of plus 15% or minus 10% within a 12-month period. Underperform - Describes stocks that we expect to provide a total negative return (price appreciation plus yield) of 10% or more within a 12-month period.

The expected total return (price appreciation plus yield) for Buy rated stocks with an average stock price consistently below \$10 is 20% or more within a 12-month period as these companies are typically more volatile than the overall stock market. For Hold rated stocks with an average stock price consistently below \$10, the expected total return (price appreciation plus yield) is plus or minus 20% within a 12-month period. For Underperform rated stocks with an average stock price consistently below \$10, the expected total return (price appreciation plus yield) is minus 20% within a 12-month period.

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Monitor - Describes stocks whose company fundamentals and financials are being monitored, and for which no financial projections or opinions on the investment merits of the company are provided.

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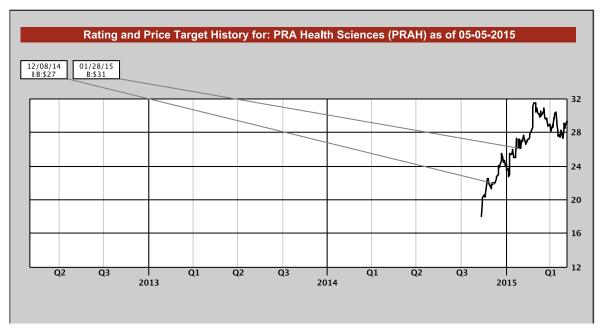
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to represent a recommended portfolio of stocks and is not sector based, but we may note where we believe a Pick falls within an investment style such as growth or value.

Risk which may impede the achievement of our Price Target

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Distribution of Ratings

			IB Serv./Past 12 Mos.			
Rating	Count	Percent	Count	Percent		
BUY	1064	51.23%	287	26.97%		
HOLD	842	40.54%	160	19.00%		
UNDERPERFORM	171	8.23%	11	6.43%		

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