

# Catalent Pharma Solutions Investor Overview

John Chiminski  
President & CEO

January 10, 2011

more products. better treatments. reliably supplied.™



# Disclaimer Statement

## Forward Looking Statements

This presentation and release contains both historical and forward-looking statements. All statements other than statements of historical fact are, or may be deemed to be, 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. These forward-looking statements generally can be identified by the use of statements that include phrases such as “believe,” “expect,” “anticipate,” “intend,” “estimate,” “plan,” “project,” “foresee,” “likely,” “may,” “will,” “would” or other words or phrases with similar meanings. Similarly, statements that describe our objectives, plans or goals are, or may be, forward-looking statements. These statements are based on current expectations of future events. If underlying assumptions prove inaccurate or unknown risks or uncertainties materialize, actual results could vary materially from Catalent Pharma Solutions’ expectations and projections. Some of the factors that could cause actual results to differ include, but are not limited to, the following: general industry conditions and competition; product or other liability risk inherent in the design, development, manufacture and marketing of our offerings; inability to enhance our existing or introduce new technology or services in a timely manner; economic conditions, such as interest rate and currency exchange rate fluctuations; technological advances and patents attained by competitors; and our substantial debt and debt service requirements that restrict our operating and financial flexibility and impose significant interest and financial costs. For a more detailed discussion of these and other factors, see the information under the caption “Risk Factors” in our most recent Annual Report on Form 10-K and our other reports filed with the Securities and Exchange Commission on September 17, 2010. All forward-looking statements speak only as of the date of this release or as of the date they are made, and Catalent Pharma Solutions does not undertake to update any forward- looking statements as a result of new information or future events or developments unless required by law.

# Non-GAAP Financial Matters

In addition to disclosing financial results that are determined in accordance with US GAAP, Catalent discloses EBITDA from continuing operations and Adjusted EBITDA, which are non-GAAP measures. You should not consider these measures as an alternative to operating or net earnings, determined in accordance with US GAAP, as an indicator of Catalent's operating performance, or as an alternative to cash flows from operating activities, determined in accordance with US GAAP, as an indicator of cash flows, or as a measure of liquidity. EBITDA is calculated by the sum of earnings before interest, taxes, depreciation and amortization.

The Company's credit facilities and the indentures governing the outstanding notes have certain covenants that use ratios utilizing a measure referred to as Adjusted EBITDA. The supplementary adjustments to EBITDA to derive Adjusted EBITDA may not be in accordance with current SEC practices or the rules and regulations adopted by the SEC that apply to periodic reports filed under the Securities Exchange Act of 1934.

Accordingly, the SEC may require that Adjusted EBITDA be presented differently in filings that may be made with the SEC than as presented in this presentation and release, or not be presented at all. The most directly comparable US GAAP measure to EBITDA and Adjusted EBITDA is income/(loss) from continuing operations. Included in this release is a reconciliation of income/(loss) from continuing operations to EBITDA and to Adjusted EBITDA.

# A Brief History of Catalent

Grounded on a strong heritage from specialty companies providing unique offerings

- Seven decades of oral dose innovation
- Three decades of packaging innovation
- Two decades of serving biotech
- Over 1,300 patents and applications
- Unmatched, unique expertise
- Deep and broad global customer relationships in nearly 100 countries



**federa**



# Our Promise to Our Customers

more  
products.

1 INCREASED SPEED  
TO MARKET FOR  
MORE MOLECULES.



DEVELOPMENT

better  
treatments.

2 ENHANCE  
THERAPEUTIC  
AND MARKET  
PERFORMANCE OF  
YOUR PRODUCTS.



DELIVERY

reliably  
supplied.

3 INNOVATIVE  
MANUFACTURING  
AND PACKAGING  
SOLUTIONS.



SUPPLY

# What we do

Development & Clinical Services		Oral Technologies		Sterile Technologies		Packaging Services	
<ul style="list-style-type: none"> <li>Analytical and bioanalytical science services</li> <li>Respiratory product dev't</li> <li>GPEX® advanced cell lines, clinical biomanufacturing</li> <li>Clinical mfg and packaging</li> <li>Clinical supply management</li> <li>Regulatory</li> </ul>		<ul style="list-style-type: none"> <li>Softgels, including Liqui-Gels® and Vegicaps®</li> <li>Zydis® fast dissolve</li> <li>Controlled, site specific release</li> <li>Conventional oral dose forms</li> <li>Formulation and development services</li> </ul>		<ul style="list-style-type: none"> <li>Prefilled syringes</li> <li>Protector™ syringe safety shield</li> <li>ASI™ auto-injector, ZENEO® needle free device</li> <li>Blow-fill-seal for respiratory, ophthalmics</li> <li>Specialty IV bags</li> <li>SECURE-VIAL™ injectable vial</li> </ul>		<ul style="list-style-type: none"> <li>Commercial packaging for drugs, biologics, and consumer health</li> <li>Advanced technologies (DelPouch®, compliance, child resistant)</li> <li>Printed components – cartons, inserts, labels, booklets</li> </ul>	
Sales	162	Sales	1,065	Sales	211	Sales	279
EBITDA	30	EBITDA	268	EBITDA	22	EBITDA	16
%	19	%	27	%	10	%	6

Tailored development and supply solutions

# Who we serve



- Broad and deep relationships throughout the globe
- Global Accounts contribute 44% of our revenues
- Rx brand and generic, OTC, VMS, veterinary, other
- Existing customer growth opportunity substantial

# Our Evolving Focus

We have built strong forward momentum towards growth

## ● 2007-2009 Standing Up

- Brand launch
- Back office operations
- Two site sales

## ● 2009-2011 Transforming

- New CEO (3/09)
- Drive performance excellence
- Functional re-alignment
- Base cost-driven earnings growth

## ● 2011+ Growing

- Clear 5 year plan for growth
- Accelerate innovation investments
- Investments in sales and marketing excellence
- Renewed focus on in-organic growth



# Transforming Catalent: Enabling Growth

# Our Simple Formula for Growth

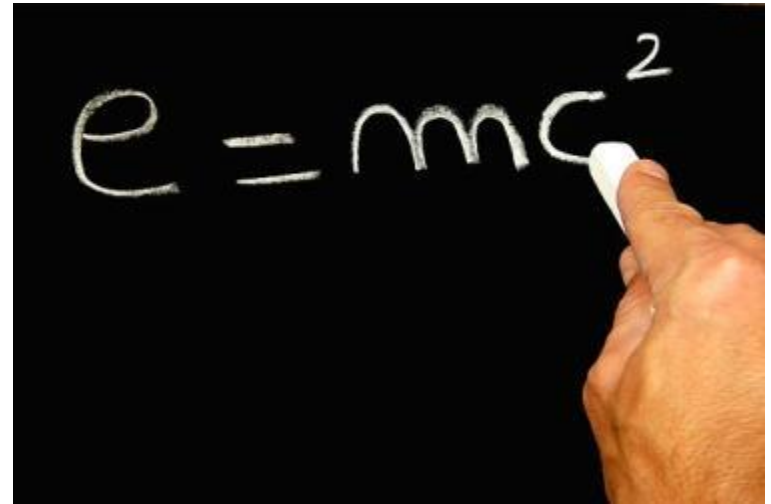
## Initial Customer Feedback

### Expectations

- Want “fewer, better partners”
- Cost, quality, and compliance
- Service reliability
- Solutions/easy to work with...
- Have more business to give

### Catalent’s Initial State (4Q09)

- Inadequate customer focus
- Variable performance
- Inflexible, more difficult to deal with
- Limited awareness of our capabilities



QUALITY & COMPLIANCE  
+  
OPERATIONAL EXCELLENCE  
+  
CUSTOMER INNOVATION

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# GROWTH!

# Transformation A New Leadership Team



S. Leonard  
SVP Operations



S. Johnson  
SVP Quality



W. Downie  
SVP Global  
Sales & Mktg



K. Nielsen  
CTO &  
SVP Innovation



S. Houlton  
President  
Development  
& Clinical Services



D. Heyens  
President  
Softgel  
Technologies



I. Muir  
President  
Modified Release  
Technologies



B. Russell  
President  
Sterile Technologies &  
Packaging Services



M. Walsh  
SVP Finance  
& CFO



S. Khichi  
SVP &  
General Counsel



H. Weininger  
SVP Human  
Resources



C. Stamoran  
VP Corporate  
Dev. & Strategy

★ = New to Business

● = New to Role

- 200 years of industry experience
- Average of 20+ years of functional expertise
- Most recent additions:
  - SVP Innovation & CTO
  - SVP Global Sales & Mktg
  - President Fill/Finish
- Deeper and broader senior leadership, with one-third new to role

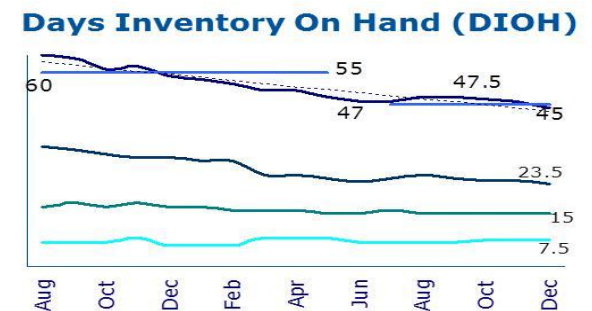
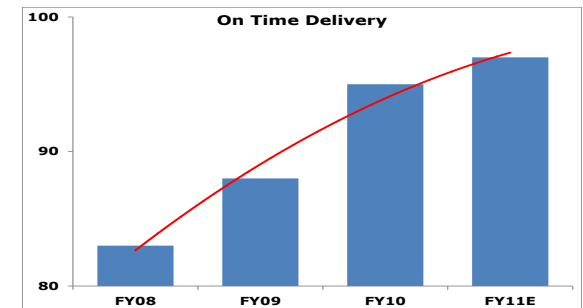
# Driving Supply Excellence

We've devoted substantial effort to drive excellence across operations and quality

- Strengthened **alignment** by function
- Embedded **Lean and Six Sigma talent and tools**
- Reenergized **compliance** focus
- **KPIs, operating mechanisms**
- Aligning our **culture**

## And its showing in our results:

- ✓ 30% reduction in reported injuries
- ✓ Improved on-time and deviation rates
- ✓ 20% reduction in inventory days
- ✓ Conversion/base cost discipline



# Driving Compliance & Quality Excellence

We are driving tangible benefits in supply quality and compliance

- Enhanced regulatory audit results
- Favorable customer audit results
- Improved inspection readiness
- Site-level weekly rhythm changed
- Cost of non-compliance reduced

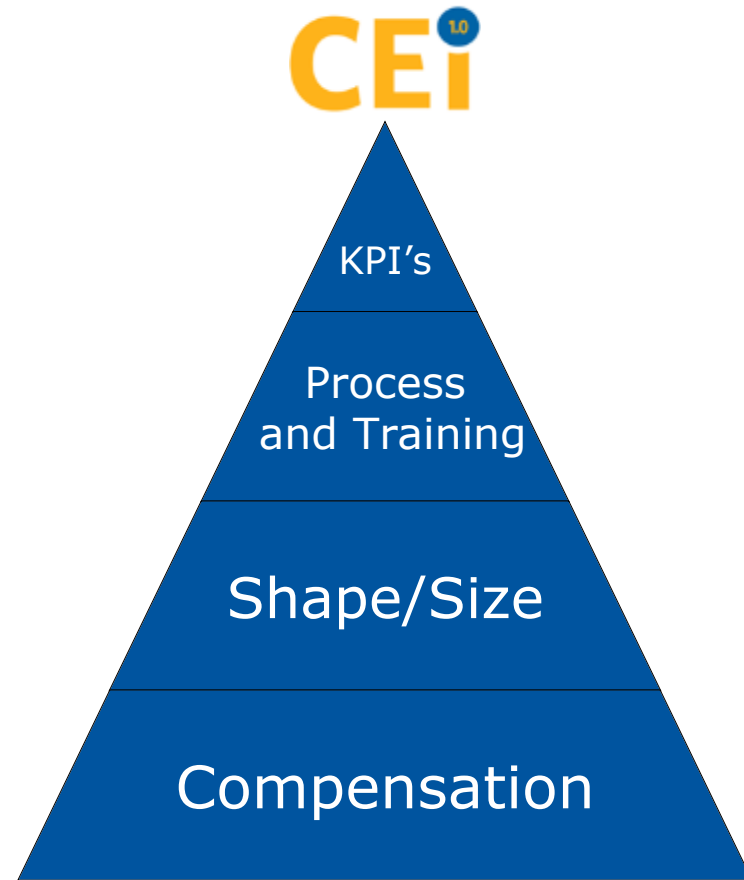
Constant regulatory surveillance and customer audits

Week 1	Week 2	Week 3	Week 4
Customer Audit (Pass)	258-00-010	258-00-010	258-00-010
Regulatory Audit (Pass)	258-00-010	258-00-010	258-00-010
Customer Audit (Pass)	258-00-010	258-00-010	258-00-010
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Customer Audit (Pass)	258-00-010	258-00-010	258-00-010
Regulatory Audit (Pass)	258-00-010	258-00-010	258-00-010



# Driving Commercial Excellence

- We must be **commercially excellent** to accelerate growth
- We are investing to **drive real change**
  - **Sales force** up 20%
  - Improved **targeting, territories**
  - Growth-biased **incentive comp**
  - Expanded **competencies**
  - Upgraded **process, tools**
  - Created **strategic marketing**
  - New **brand identity** campaign



Other companies with similar efforts have realized 5-10% top line benefits

# Accelerating Innovation



- **Strong legacy** of innovation – 1,300 patents and applications
- **IP sustains** long-term value
- 300 people - deep **expertise**
- **Re-aligned** into global team
- New **portfolio management** approach to maximize value
- Dramatically increased **innovation investment** – both organic and inorganic



## NEW R&D IMPERATIVES

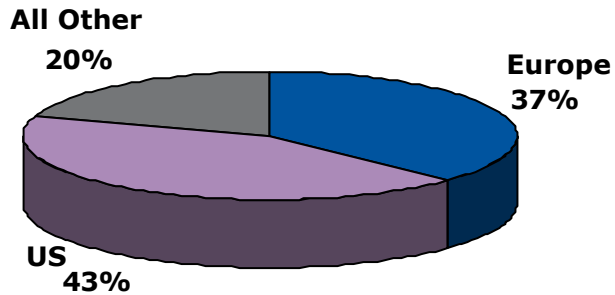
- Understand unmet medical needs
- Drive product differentiation using our IP
- Enable customer solutions
- Speed to market

We have nearly 900 projects in our pipeline - 700 are funded by our customers

# Financial Review

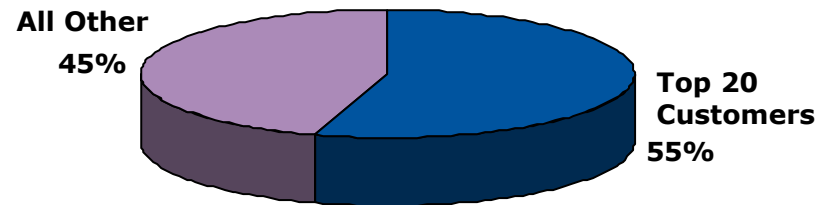
# Diversity Continues to be a Strength

## Sales by Geography



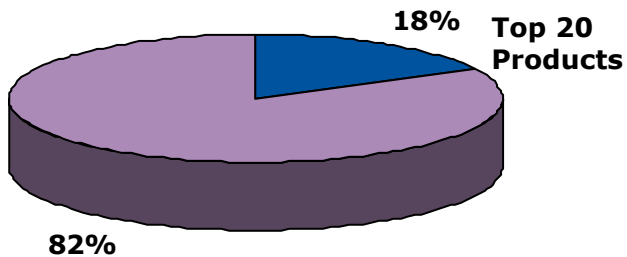
*We sell and manufacture on five continents*

## Sales by Customer



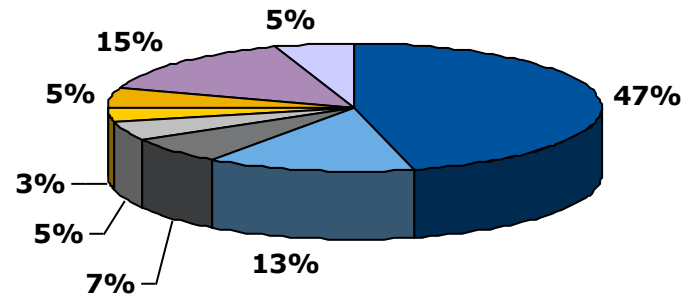
*We serve 2,000+ customers, none >10% of total sales*

## Sales by Product



*We make 5,000+ products, none >3% of total sales*

## Sales by Offering



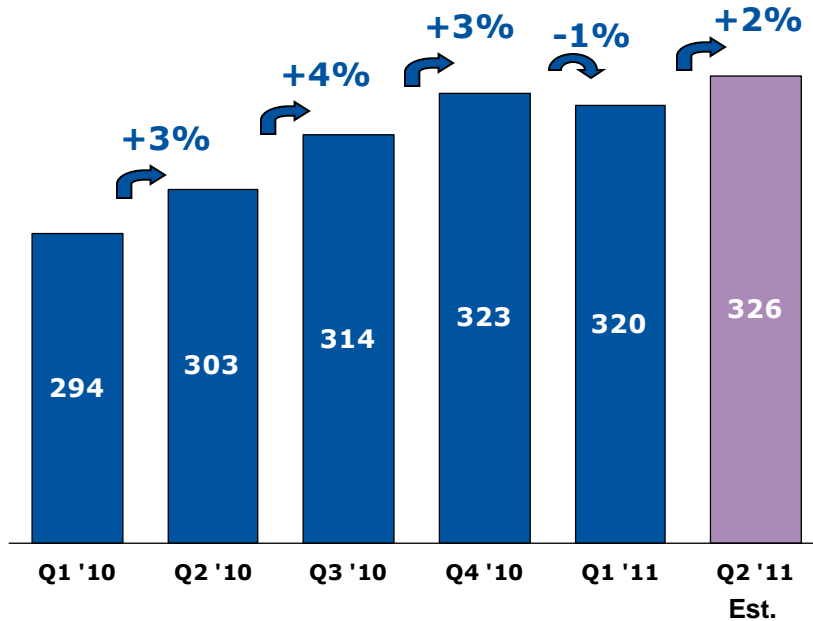
# Improving Financial Performance over last 6 Quarters

(in Millions)	Fiscal Year Ended June, 30th				Six Months Ended December, 31st				
	Act FY09	Act FY10	'10 v '09 \$ %		Act FY10	Est FY11	'11 v '10 \$ %	ex H1N1 %	
Net revenue	\$1,639.5	\$ 1,702.6	\$ 63.1	4%	\$ 849.1				
Gross margin	405.2	477.0	71.8	18%	223.6				
gross margin %	24.7%	28.0%			26.3%				
SG&A	279.4	307.2	27.8	10%	146.7				
<b>Operating inc. b/f special charges</b>	<b>125.8</b>	<b>169.8</b>	<b>44.0</b>	<b>35%</b>	<b>76.9</b>	<b>91.0</b>	<b>14.1</b>	<b>18%</b>	<b>36%</b>
<b>operating income margin %</b>	<b>7.7%</b>	<b>10.0%</b>			<b>9.1%</b>	<b>11.2%</b>			
Special charges	215.4	275.1	59.7	28%	251.3				
Operating income (reported)	(89.6)	(105.3)	(15.7)	18%	(174.4)				
Interest expense / other	167.1	155.3	(11.8)	-7%	105.8				
Income/(loss), continuing ops before tax	(256.7)	(260.6)	(3.9)	2%	(280.2)				
Income tax expense	16.8	21.6	4.8	29%	7.8				
Income/(loss) from continuing operations	\$ (273.5)	\$ (282.2)	\$ (8.7)	3%	\$ (288.0)				
<b>LTM Adjusted EBITDA</b>	<b>\$ 277.5</b>	<b>\$ 322.8</b>	<b>\$ 45.3</b>	<b>16%</b>	<b>\$ 303.0</b>	<b>\$ 326.0</b>	<b>\$ 23.0</b>	<b>8%</b>	<b>11%</b>

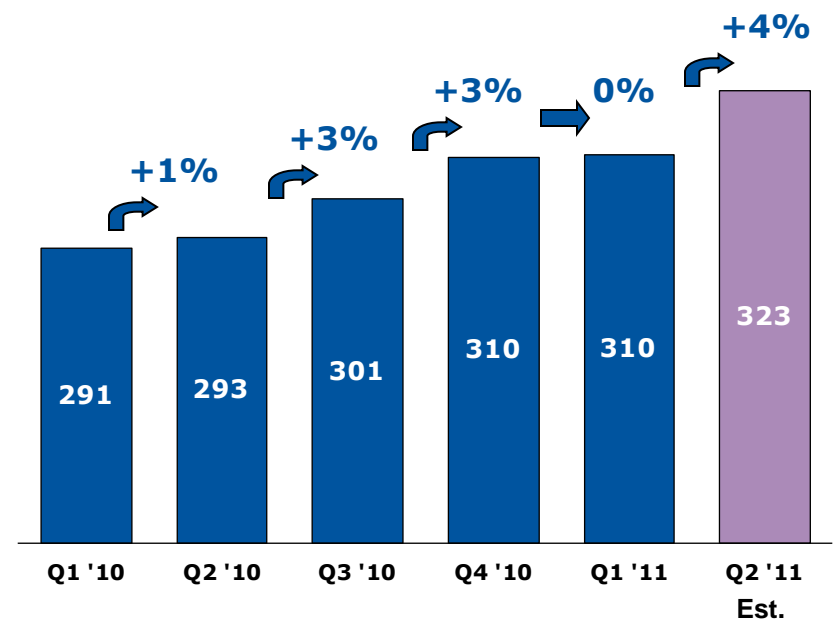
- **FY10 vs FY09: Significant improvement in “core” profits, margins**
  - Operating income before special charges +\$44M; Adj EBITDA +\$45M
  - Focus on cost discipline, improved processes; one-time FY10 H1N1 upside
- **FY11 6-mo. YTD Est vs FY10**
  - Excluding H1N1 impact in FY10, operating income increased 36%

# Improving LTM Profitability Trend

## Adjusted EBITDA



## Adjusted EBITDA excl. H1N1



**Profitability growth parallels Management Team's core belief:  
Steadily improving Quality and Operations will drive steadily  
improving financial performance**

# FY'10 – Record Operating Cash Flows

(in Millions)	<u>FY08</u>	<u>FY09</u>	<u>FY10</u>
Net cash provided by / (used in)			
Operating activities.....	\$ 91.9	\$ 72.4	\$ 242.3
Investing activities.....	(83.7)	(81.5)	(77.2)
Financing activities.....	(20.3)	7.2	(56.7)
Total cash generated	<u>\$ (12.1)</u>	<u>\$ (1.9)</u>	<u>\$ 108.4</u>

## Noteworthy items:

Working capital improvement	30.0	73.0	44.0
Capex	84.4	83.7	79.3

\$147M of cash generated

- **FY10: + \$170M in net cash provided by operations after capex**
  - EBITDA Profit + \$45M; Working capital + \$31M (constant FX)
  - PIK election & low rate environment ~ + \$70M
  - Sale of North Raleigh ~ + \$11M
- **Last three years: \$147M of cash from W/C; efficiency-based gains**
- **Consistent investment in Capex (avg. 5% of sales)**

# Capitalization Summary

(US\$ millions)	Inception 4/10/2007	LTM EBITDA x	Actual 9/30/2010	LTM EBITDA x
Revolver (\$350M, 2013)	\$ 13.9		\$ -	
Term Loan B (includes €265M, 2014)	1,413.7	<b>4.9</b>	1,370.9	<b>4.3</b>
Senior PIK Toggle Notes (2015)	565.0		624.4	
Senior Subordinated Notes (€225M, 2017)	300.3		290.3	
Other Debt	10.0		31.8	
Total Debt	2,302.9		2,317.4	
Cash	35.4		152.2	
<b>Net Debt</b>	<b>\$ 2,267.5</b>	<b>7.7</b>	<b>\$ 2,165.2</b>	<b>6.8</b>
<i>Euro Rate for Euro Denominated Debt</i>	<i>1.3346</i>		<i>1.3470</i>	

- **Approx. \$500M in liquidity available for general corporate purposes**
- **Flexible “covenant-lite” debt structure; NO maintenance covenants**
- **Q1 FY11 leverage ratios at lowest level since inception**
- **Analyzing alternatives to proactively refinance Sr debt ahead of 2013/14**
- **PIK Toggle notes: 100% cash-pay from now until maturity**

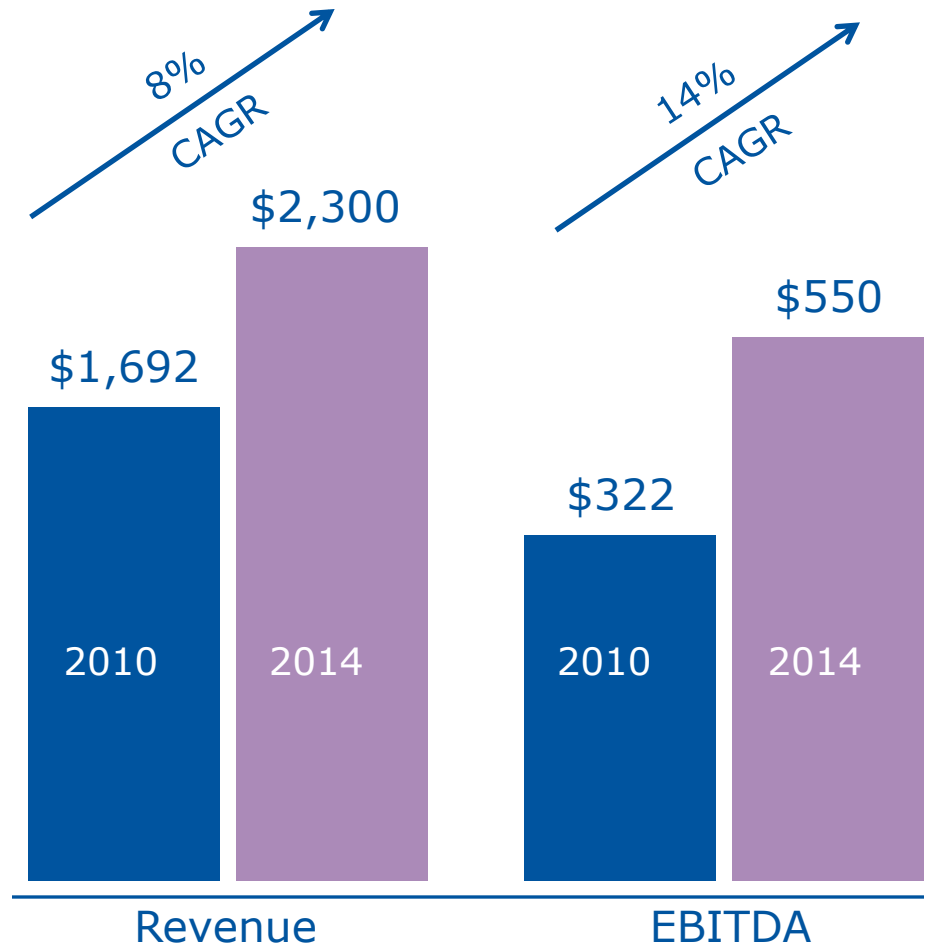


# Looking Ahead: Accelerating Growth

# How we will accelerate growth

## ***Growth Accelerators***

- Pipeline launches
- Extend differentiated offerings
- Increase cross-sell
- Develop value-added products proactively
- Expand emerging market participation
- Increase profitability through functional excellence



**Sustained growth potential**

# Why We're Confident

- Our customers want to give us more business if we deliver on our **reliably supplied** promise
- We have **proprietary technologies** that our customers, physicians, payors and patients need and want
- There are **unmet needs** where we can **innovate** to create **more products** and **better treatments**
- We are a **leading player** across all of our market segments
- We have a deep **product development pipeline**
- There are many **markets and customer segments** we have not yet fully pursued
- We have yet to bring the **full breadth of our offerings to all** of our customers
- **Inorganic growth** will become a more meaningful driver

Catalent®

The logo graphic consists of three overlapping, upward-pointing arrow-like shapes. The top-most shape is dark blue, the middle one is a lighter blue, and the bottom one is purple. They are positioned to the right of the word 'Catalent'.

Reliable Solutions. Inspired Results.™

At the bottom of the slide, there are two horizontal lines. The top one is a solid dark blue line. Below it is a purple line that starts from the left edge and slopes upward towards the right edge.