



40th Annual J.P. Morgan Healthcare Conference

Syneos Health

January 12, 2022

Forward Looking Statement

Except for historical information, all of the statements, expectations, and assumptions contained in this presentation are forward-looking statements as that term is defined in the Private Securities Litigation Reform Act of 1995, including Syneos Health, Inc.'s (the "Company") projected annual adjusted EBITDA margin expansion, 2022 industry trends, and 2022 strategy. Actual results might differ materially from those explicit or implicit in the forward-looking statements. Important factors that could cause actual results to differ materially include, but are not limited to: reliance on key personnel; principal investigators and patients; general and international economic, political, and other risks, including currency and stock market fluctuations and the uncertain economic environment; the Company's ability to adequately price its contracts and not overrun cost estimates; any adverse effects from the Company's customer or therapeutic area concentration; the Company's ability to maintain or generate new business awards; the Company's ability to increase its market share, grow its business, and execute its growth strategies; the Company's backlog not being indicative of future revenues and its ability to realize the anticipated future revenue reflected in its backlog; fluctuations in the Company's operating results and effective income tax rate; risks related to the Company's information systems and cybersecurity; changes and costs of compliance with regulations related to data privacy; risks related to the United Kingdom's withdrawal from the European Union; risks related to the Company's transfer pricing policies; failure to perform services in accordance with contractual requirements, regulatory requirements and ethical considerations; risks relating to litigation and government investigations; risks associated with the Company's early phase clinical facilities; insurance risk; risks of liability resulting from harm to patients; success of investments in the Company's customers' business or drugs; foreign currency exchange rate fluctuations; risks associated with acquired businesses, including the ability to integrate acquired operations, products, and technologies in our business; risks related to the Company's income tax expense and tax reform; risks relating to the Company's intellectual property; risks associated with the Company's acquisition strategy; failure to realize the full value of goodwill and intangible assets; restructuring risk; potential violations of anti-corruption and anti-bribery laws; risks related to the Company's dependence on third parties; downgrades of the Company's credit ratings; competition in the biopharmaceutical services industry; changes in outsourcing trends; regulatory risks; trends in the Company's customers' businesses; the Company's ability to keep pace with rapid technological change; risks related to the Company's indebtedness; fluctuations in the Company's financial results and stock price; risks associated with business disruptions caused by pandemics such as COVID-19 (Coronavirus) and other risk factors set forth in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2020 and other SEC filings, copies of which are available free of charge on the Company's website at investor.syneoshealth.com. The Company assumes no obligation and does not intend to update these forward-looking statements, except as required by law.

SYNH: The Only Fully Integrated Biopharmaceutical Solutions Organization Purpose Built to Accelerate Customer Success



INCREASINGLY COMPLEX ENVIRONMENT REQUIRES INNOVATIVE SOLUTIONS

EVOLVING MARKET DEMANDS

Scientific Complexity
Regulatory Complexity
Rapid Innovation
SMID Innovation
DCT and Home Healthcare
Market Access Hurdles
Earlier Commercial Consideration



SYNEOS HEALTH SOLUTIONS

Product Development Mindset
Integrated Solutions
Insights-Driven
Patient-Centric Approach
Value and Access
Fit for Purpose Solutions
Flexible Delivery Models

SHORTENING THE DISTANCE FROM LAB TO LIFE®.

Driving Long-Term Revenue Growth

Executing the Syneos Health Value Creation Plan

Penetrate Large Pharma

- **>20%** Top 50 clinical ending backlog growth¹
- Increasing interest in the value of **Commercial applied within Clinical**
- **Expanding existing relationships** and breaking into new accounts
- Beginning to lap growth headwind from one of our largest clinical customers²

High-Growth SMID & Emerging Biopharma

- **>30% SMID revenue growth** year-to-date¹ across Clinical and Commercial, resulting in YTD revenue of nearly \$2.0 billion
- **Synteract** expands support to emerging biopharma

Full-Service Commercial

- Gross awards up **over 70%** year-to-date¹
- **Strong adoption** among SMID customers

Innovative Solutions

- **First Commercial Launch** of Syneos One asset in Q3
- Integrating intelligence with **Kinetic**, our modern customer engagement capability
- Combining technology and home healthcare into **Decentralized Solutions**
- Full-service **Medical Affairs solution**, including high-growth RWE services

M&A Growth Catalysts

- **StudyKIK** enhances patient enrollment and engagement capabilities
- **RXDataScience** brings advanced analytic solutions across the product development spectrum



1. As of September 30, 2021

2. Represented approximately 300bps of clinical revenue growth pressure year-to-date through September 30, 2021

Product Development Model and Mindset Accelerates Success

One-Stop Shop Seamlessly Delivers Insights-Infused Solutions

Clinical Solutions
77% of TTM Revenue¹

19.8%

YTD revenue growth¹

22.3%

Ending backlog growth¹

1.39x

TTM Book-to-Bill¹

**Innovative
Solutions**



Dynamic Assembly



Syneos One



Medical Affairs

Commercial Solutions
23% of TTM Revenue¹

9.1%

YTD revenue growth¹

24.9%

Ending Deployment Solutions
backlog growth¹

1.16x

TTM Book-to-Bill¹

Syneos One[®] Driving Pipeline Growth and Differentiation

Fully Integrated Product Development Solutions Ideal for SMID Market Looking to Retain Asset Control

~\$1.1B

TTM Gross Awards Contribution¹

**COLLABORATION DRIVING
INNOVATION**

Full Development Operating Model

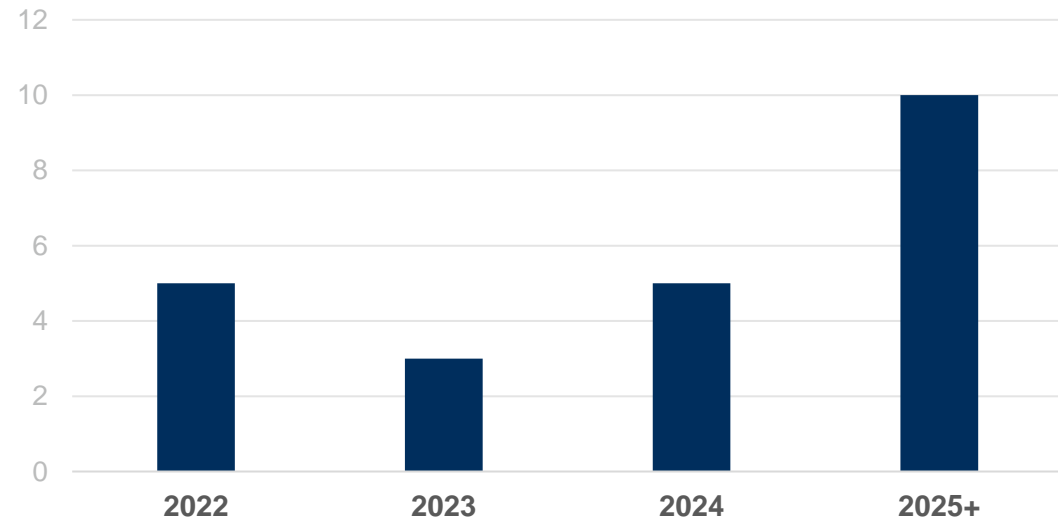
Transformational Design

End-to-End Predictive Analytics

~\$3.2B

Total Potential Lifetime Value¹

**PIPELINE OF 23+ POTENTIAL ASSET LAUNCHES
IMPROVES LONG-TERM COMMERCIAL VISIBILITY**



Building the Recognized Brand in Medical Affairs Solution Design

High-Value, Underpenetrated Capabilities Unlock New Avenues for Growth

EVOLVING REGULATORY LANDSCAPE

Increasing complexity of specialized therapies

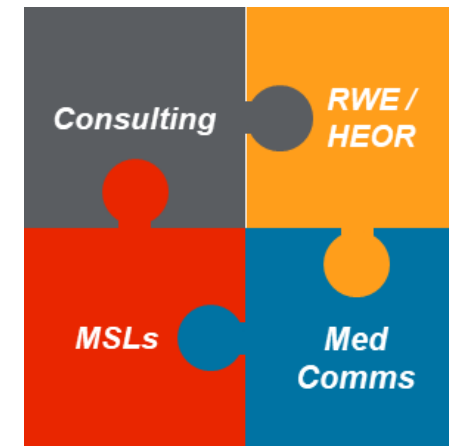
Increased demand for real world evidence

Closer HCP and Payer interactions

Earlier and broader stakeholder education

Criticality of value-based data

MARKET LEADERSHIP OPPORTUNITY IN HIGH-GROWTH MARKET



Developing market with the opportunity to grow double-digits annually

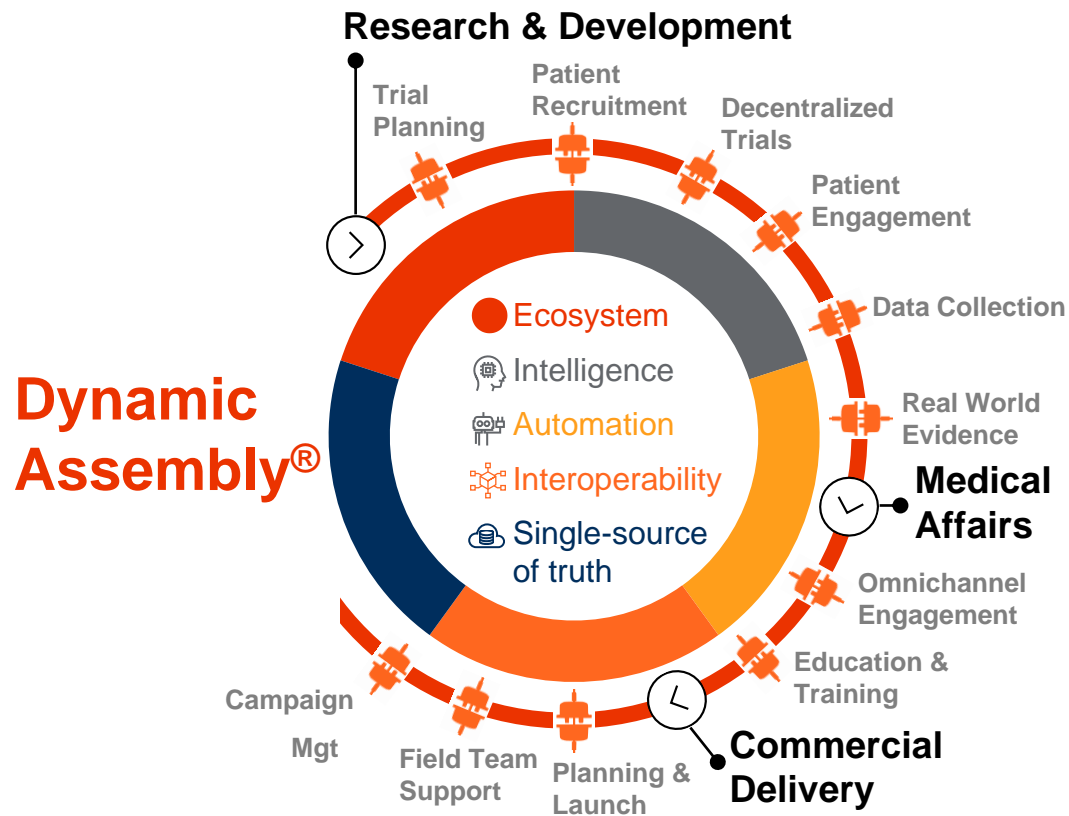
Our breadth of capabilities uniquely positions us to offer a **full-service Medical Affairs solution**

Dynamic Assembly Accelerates Product Development

Unique Combination of Capabilities and Flexibility Creates a Competitive Advantage

FLEXIBLE FOUNDATIONAL TECHNOLOGY PLATFORM
ADDRESSES EVOLVING MARKET DEMANDS

COMBINING BEST OF BREED SOLUTIONS FROM
PARTNERS AND SYNEOS HEALTH



**Dynamic
Assembly[®]**

Curated Partner Ecosystem

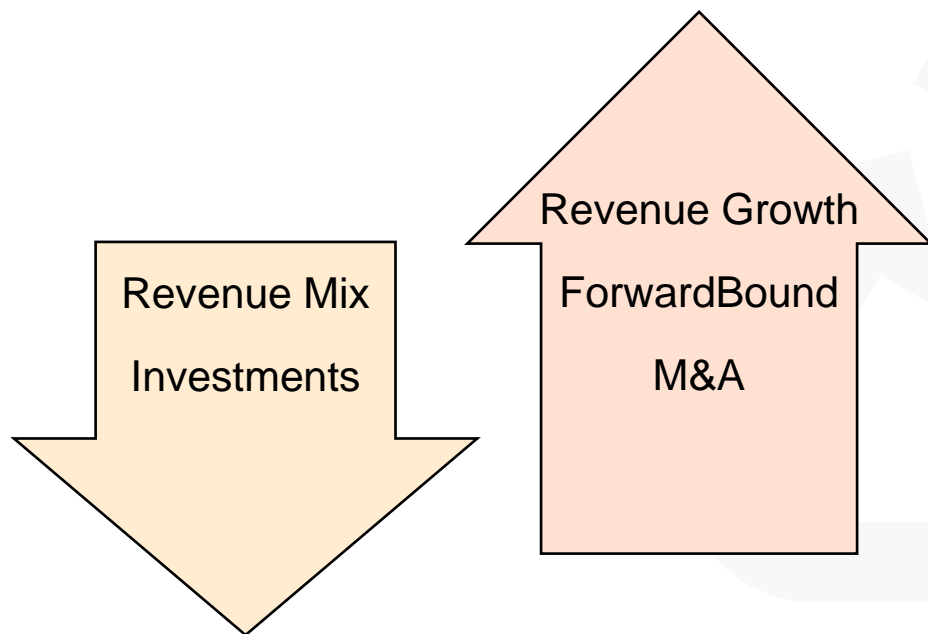
Syneos Tech-Enabled Services



Driving Efficiency, Effectiveness and a Competitive Advantage

Margin Enhancement Fueling Operational Efficiency and Continued Investment in Innovative Solutions

FY 2022 MARGIN DRIVERS



DRIVING LONG-TERM EFFICIENCY AND INNOVATION

Syneos One

Medical Affairs

Decentralized Solutions

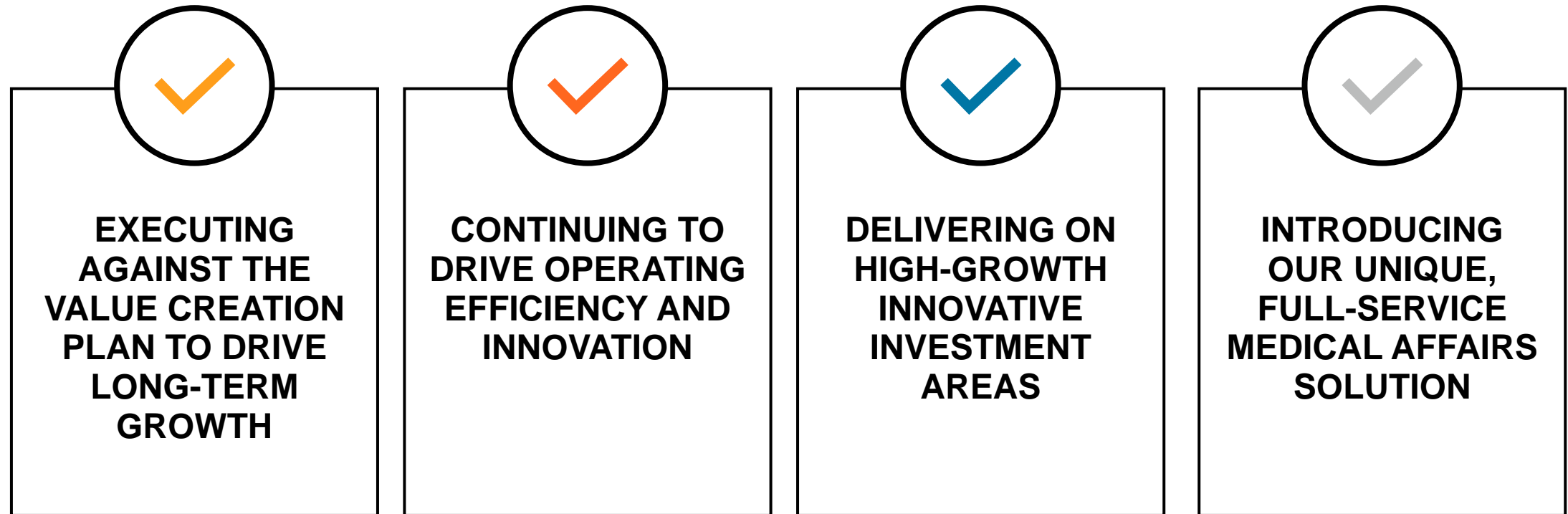
Digital / Analytics / AI

Cell and Gene Therapy

TARGETING **30 – 50 BPS** of ANNUAL ADJUSTED EBITDA MARGIN EXPANSION

Purpose Built to Accelerate Customer Success

Leading with a Product Development Mindset



Uniquely Positioned to Deliver Fully Integrated Product Development Solutions



Shortening the Distance from Lab to Life[®].

