

Right place, right time

Ireland as a hub for pharmaceuticals

*Ireland's unique
combination of
elements creates
an ideal platform
for international
growth*

Why Ireland?

Significantly improved cost competitiveness...

- **5-20%** fall in salaries for new roles
- **42%** fall in office occupancy costs since 2007
- **16** place fall in Dublin's ranking in the world's most expensive cities

A well educated talent pool...

- **1st** in the EU for completion of 3rd level education
- **3rd** highest proportion of maths, science and computer graduates in the EU



An unrivalled tax regime...

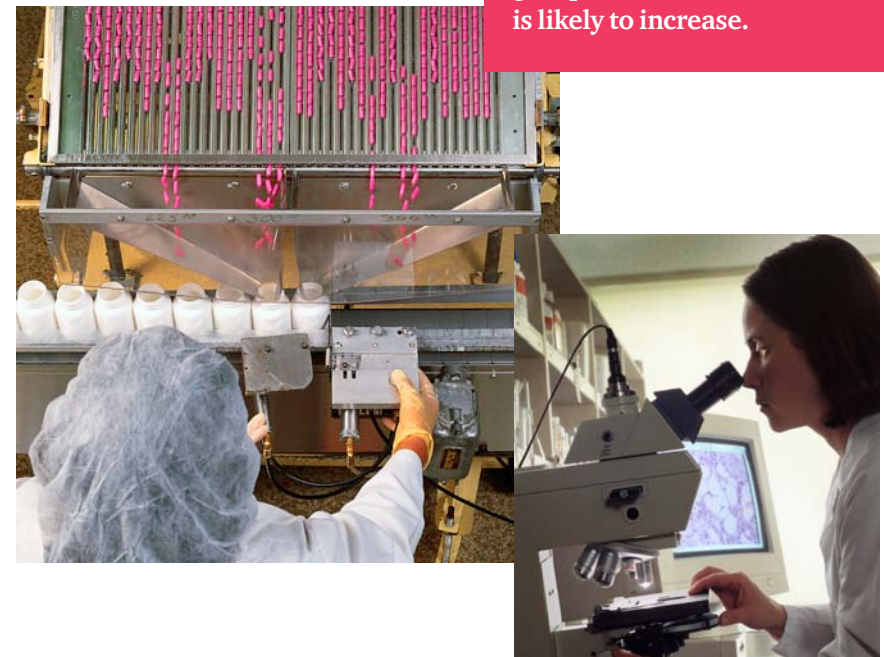
- **3rd** lowest total corporate tax rate in the EU at 12.5% - here to stay!
- **25%** research and development (R&D) tax credit rate
- R&D credit can be monetised against payroll costs
- Intellectual property (IP) regime providing tax deductions for expenditure on qualifying IP
- Double taxation agreements with 56 countries
- **1st** in the EU for ease of paying taxes (4th year running)

Are your clients ready for tomorrow?

Delivery of healthcare is changing. Patients and reimbursers (governments, insurers etc) are demanding more efficiency and value for money. Your pharma clients will need to prove the efficacy of their products, monitor patient compliance and deliver managed outcomes.

The sale of bundled goods and services (rather than the conventional sale of goods alone) will make up more of the income of your pharma clients. Most end-markets in developed and developing markets have relatively high effective tax rates.

Without supply chain reorganisation your client's group effective tax rate is likely to increase.



Why Ireland for pharmaceuticals?

Managing tomorrow's effective tax rate

Ireland's ability to deliver a low effective tax rate is driven by a headline rate of 12.5%. This is further enhanced by our research and development tax credit regime which gives a credit of 25% on incremental expenditure and our ability to amortise expenditure on the acquisition of intellectual property.



A proven supply chain hub location

Your clients will need to reorganise their supply chains into regional hubs. Having sufficient substance in the hub location is critical. From a commercial perspective, supply chains are also being reorganised to better match business objectives and take into account political risk, security of supply and transporting biologics over long distances. Ireland has a significant operational footprint in this sector and is already a regional hub for a number of major pharma companies.

A cost-effective shared service centre location

Ireland has recently attracted significant shared service centre investment. These centres typically carry out a range of high-end finance activities e.g. overseeing transactional processes; treasury; tax; management and fiscal accounting; business analytics; regulatory accounting; etc. Our improved cost competitiveness has played a key role in attracting this type of investment.



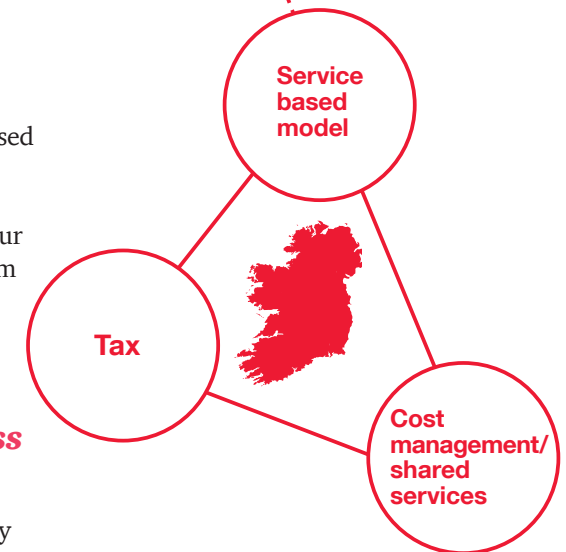
Ireland as a hub location

Flexibility for future tax efficient growth

The move towards selling goods bundled with services provides significant opportunities to pharma companies located here to further develop our experience as a centralised service delivery hub beyond the provision of finance activities alone. This coupled with the flexibility of our tax regime provides an ideal platform for future tax efficient growth and supply chain evolution.

A long tradition of providing market access to Europe and beyond

With over 600 US companies already here, many have used the investment as a spring-board for their expansion into Europe and more recently to the Far East. Ireland also provides an ideal growth platform for companies headquartered in Asia Pacific looking to expand to Europe and the US.



Unrivalled opportunities

Ireland's unique combination of elements presents unrivalled opportunities for your pharma clients; access to Europe, an attractive tax regime, flexibility for future supply chain evolution, significant industry sector experience. With a proven track record, it's the ideal platform for international growth!



Be with the best already here...

8 of the top 10 pharmaceutical companies are in Ireland

8 of the top 10 technology companies create attractive partnering opportunities for life science companies

10 of the world's top selling drugs are made here

15 of the top 25 life sciences companies are here

163 pharmaceutical and life science companies

Your key contacts

We look forward to exploring how your clients could use Ireland as a launch pad to the marketplace. For an initial discussion on how we compare to other potential investment locations, give us a call.



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