High Performers are focusing on building dominant growth positions and reshaping operations for better patient outcomes.

Key Findings

1. High Performers are delivering superior revenue growth.
   - Average growth rate for High Performers is 3.7%.
   - Peer group average growth rate is 1.7%.

2. High Performers are demonstrating higher margins.
   - Average operating margin for High Performers is 30.2%.
   - Peer group average operating margin is 13.9%.

3. High Performers are focusing on innovation.
   - Higher proportion of growth in new pharmaceuticals.
   - Higher proportion of developed markets and NME launches.

4. High Performers are deriving more revenue from core markets.
   - Higher average sales growth rate for core markets.

5. High Performers are managing risk more effectively.
   - Lower average five-year liability ratio.
   - Higher average five-year return on invested capital (ROIC).

High Performers distinguish themselves on five important metrics:

- Enterprise Value (EV)
- Growth
- Operating Margins
- Liability Ratio
- Return on Invested Capital (ROIC)

Rethink  Reshape  Restructure...for better patient outcomes

Accenture Life Sciences

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