



# Treasurer's Report

John E. Courtney, Ph.D.  
Treasurer

**USP**  
AND **YOU**  
Shoulder to Shoulder on the Path  
to Improve Global Health

Collaboration

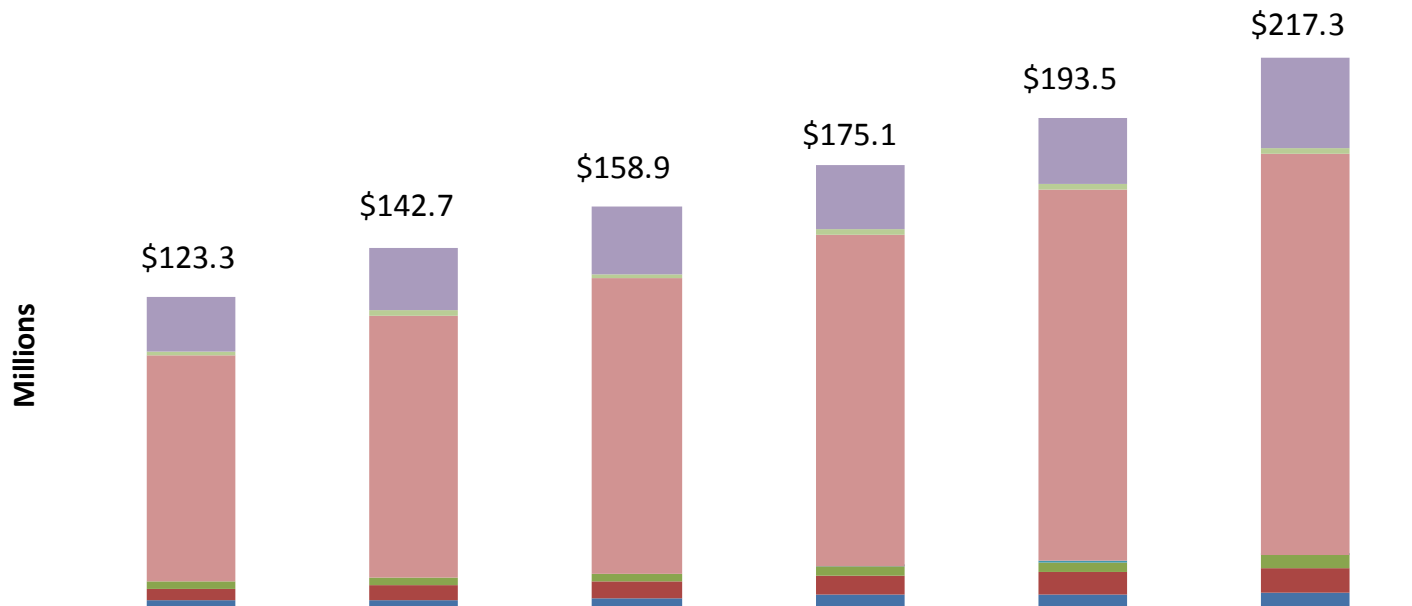
Relevance

Quality

Impact

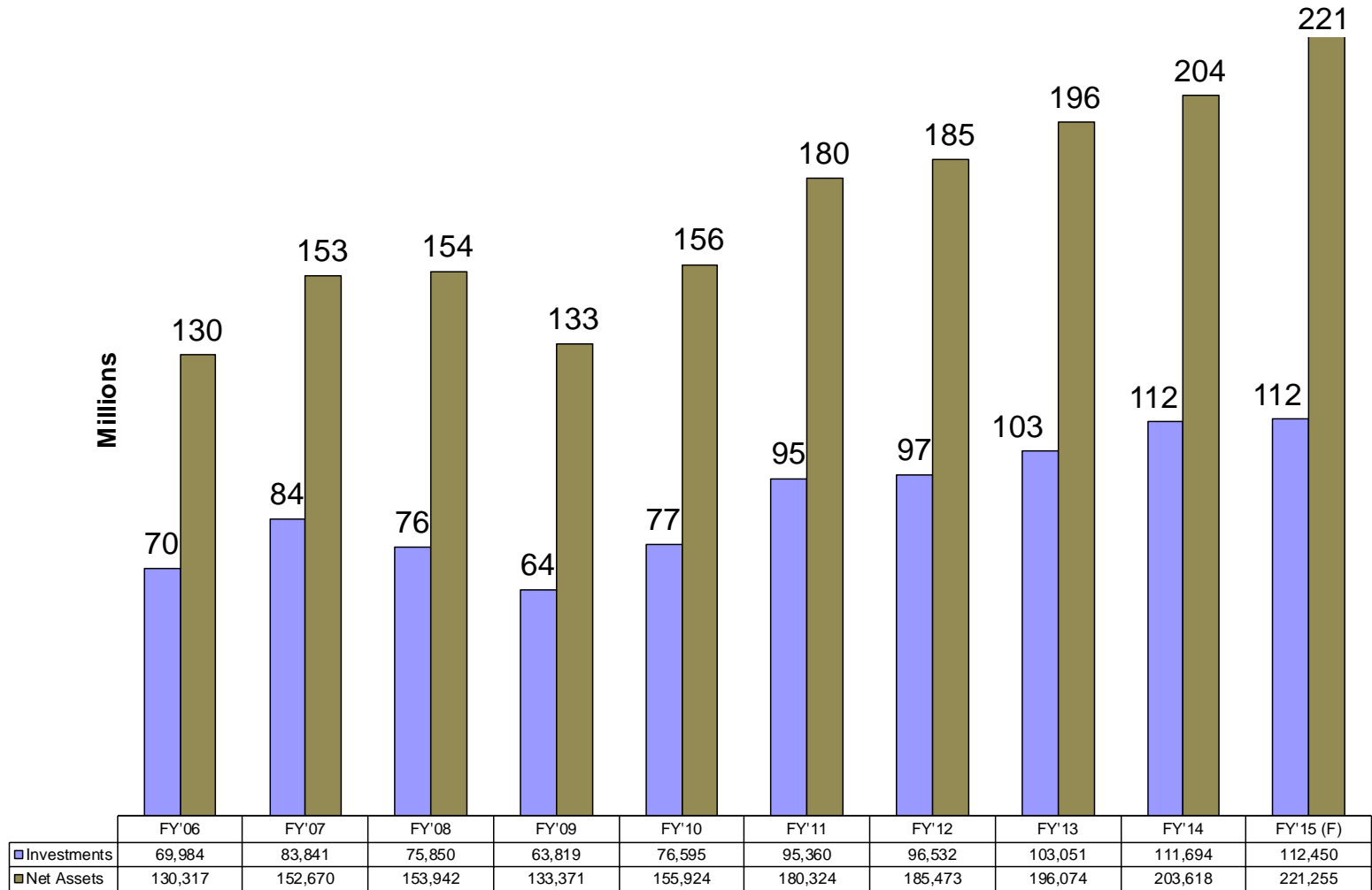


# Revenue



	FY'10	FY'11	FY'12	FY'13	FY'14	FY'15 (F)
■ All Other	22.0	25.2	26.6	25.5	25.5	35.1
■ Compounding (HQS)	1.4	1.6	1.9	2.0	2.3	2.5
■ Chem. Stds.	89.1	103.9	116.6	130.8	146.8	158.4
■ MC	-	-	-	0.0	0.5	0.6
■ Foods	2.8	3.1	3.6	4.0	4.3	4.7
■ Dietary Sup.	4.7	5.6	6.4	7.5	8.6	10.0
■ B & B	3.4	3.3	3.9	5.3	5.5	6.1

# Investments and Net Assets

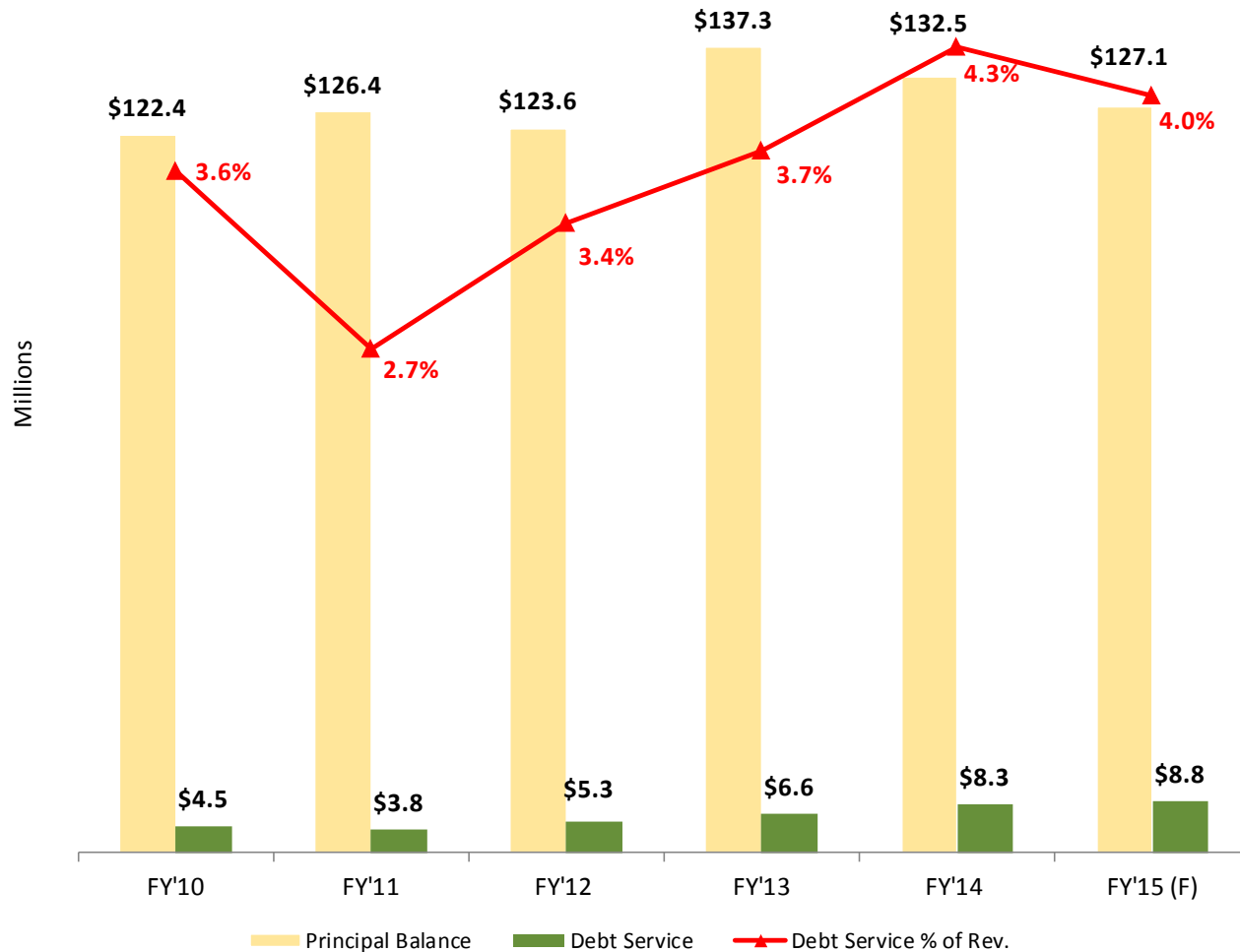


# USP Built Significant Global Scientific Capabilities

## Laboratory capabilities and staff by location

Capability		Rockville	India	China	Brazil	Ghana
<b>Laboratory</b>	Reference standard	X	X	X	X	
	Compendial Development R&D	X	X	X	X <sup>1</sup>	
	Biologics	X	X	X		
	Other	Dosage form performance	Microbial testing, synthetic chemistry	Microbial testing		Third party testing
<b>Reference standard production (packaging, distribution)</b>		X				
<b>Expansion</b>	<b>FY'11</b>	\$4.1M	\$10.6M			
	<b>FY'12</b>				\$0.6M	\$0.8M
	<b>FY'13</b>	\$4.2M	\$1.8M	\$30.1M		
	<b>FY'14</b>	\$2.6M				
Lab space, Sq Ft.		58,000	65,000	55,000	6,400	1,000
<b>Staff: Scientific / Total</b>		256/660	108/142	54/77	27/36	5/7
<b>(% total)</b>		39%	76%	70%	75%	71%

# Debt Detail



# USP Programs and Products Impact Millions Worldwide Each Year

Our standards help ensure that over **300MM<sup>1</sup> people worldwide have access to high quality prescriptions medications—** with our **reach extending well beyond “Rx,”** through our food, dietary supplement, herbal and OTC standards:



- ▶ Over **5,900** monographs published, covering pharmaceuticals, food ingredients, herbal medicines, and dietary supplements



- ▶ **More than 3,400** Reference Standards available in the catalogue
- ▶ Standards used in **140+** countries and legally recognized in **39+**

1. Assumptions: totaled population of countries that legally recognize USP's standards, reduced by the percent that takes prescription drugs, the generics penetration rate, and USP's coverage rate of generic drugs within the top 200 drugs sold. For non-U.S. countries, affected population was further adjusted to reflect USP's reduced penetration.

# USP Programs and Products Impact Millions Worldwide Each Year

- ▶ Through our PQM, TAP, and CePAT programs, we have **increased access to quality medicines in 35+ countries**



- ▶ **Our education programs train over 6,000 professionals worldwide per year**



Classroom



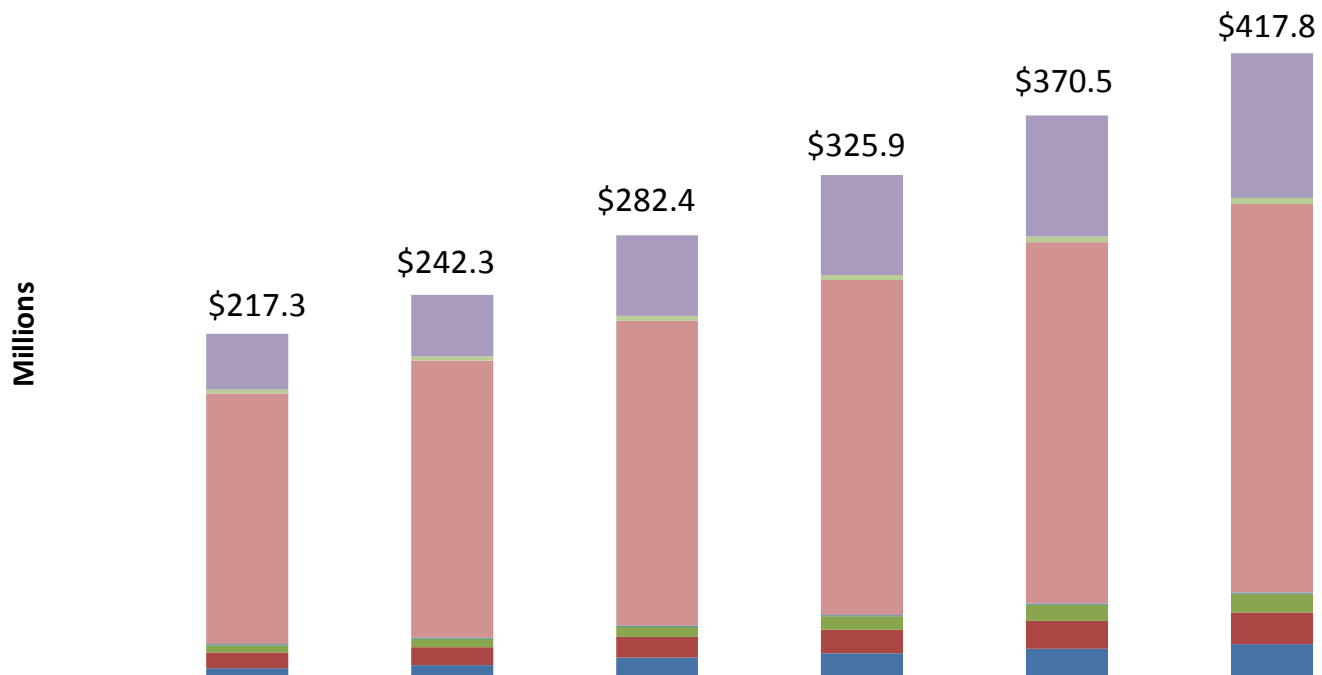
Lab



Online



# Revenue Growth Looking Forward—USP 2020



	FY'15 (F)	FY'16 (P)	FY'17 (P)	FY'18 (P)	FY'19 (P)	FY'20 (P)
All Other	35.1	38.8	51.0	63.2	76.4	91.4
Compounding (HQS)	2.5	2.7	3.0	3.2	3.5	3.8
Chem. Stds.	158.4	175.1	192.7	211.5	228.3	245.3
MC	0.6	0.6	0.7	0.7	0.8	0.8
Foods	4.7	5.3	6.3	8.4	10.1	11.7
Dietary Sup.	10.0	11.2	13.0	15.0	17.7	20.0
B & B	6.1	8.3	13.0	15.6	18.5	21.4





CONVENTION  
2015

# THANK YOU

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