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## PharmaNet Development Group, Inc Q3 2007 Earnings Call Transcript

### Earnings Call Excerpt

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PharmaNet Development Group, Inc. (PDGI)

Q3 2007 Earnings Call

Nov. 1, 2007, 08:30 a.m. ET

#### **Executives**

Jeffrey McMullen - President and Chief Executive officer

John Hamill - Executive Vice-President, Chief Financial Officer

Ann-Marie Hess - Executive Director of Investment Relations

#### **Analysts**

Robert Wasserman - Jesup and Lamont

David H. Windley - Jefferies & Co.

Todd Van Fleet – First Analysis Corp.

Eric Coldwell - Robert W. Baird & Co. Inc

Robert Gillum - UBS

#### **Presentation**

#### **Operator**

Good day ladies and gentlemen and welcome to the PharmaNet Development Group 2007, Third Quarter Financial Result conference call.

I would now like to turn the call over to Ms. Anne-Marie Hess, Executive Director of Investor Relations. Please proceed.

#### **Anne-Marie Hess**

Good morning everyone and thank you for joining the PharmaNet Development Group, Third Quarter 2007 Financial Results conference call and webcast.

The company issued its third quarter 2007 financial results press release earlier this morning and that can be found on our website, [pharmanet.com](http://pharmanet.com).

Jeffrey McMullen, President and Chief Executive officer, and John Hamill, Executive Vice-President and Chief Financial Officer, will participate in the call shortly with formal remarks and then we will open the line for questions.

In the upcoming discussions, we will refer at certain times to adjusted non-GAAP results. A reconciliation of GAAP results to adjusted non-GAAP results can be found in the unaudited financial statements included in the earnings press release. Management believes that the adjusted results provide a more meaningful representation of the company's ongoing operating results for the periods presented.

The conference call will contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and Rule 3B-6 under the Securities Exchange Act of 1934. These statements may be identified by the usage of words such as "seek", "intend", "believe", "plan", "estimate", "expect", and "anticipate" or other similar expressions in connection with any discussion of future financial or operating performances.

These statements are based on the company's current plans and expectations and involve risks and uncertainties that could cause actual outcomes and results to materially differ from those set forth in the forward-looking statements.

For further information, please refer to the company's reports and filings with the US Security and Exchange Commission. Please remember that the information provided in the conference call webcast is as of today, and the company assumes no obligation to update these information. Now I would like to turn the call over to Jeffrey McMullen.

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