

IDEXX Q1 2017 Earnings Highlights (NASDAQ: IDXX)

“ Our strong business momentum continued in the first quarter, driven by strength in our companion animal business, reinforcing our strategic focus and sustained 10%+ annual revenue growth potential. ”

- Jon Ayers, Chairman & CEO



Revenue



Operating Profit



Diluted Earnings Per Share (EPS)

Q1 2017	\$462M	\$92M	\$0.77
Reported growth: + 11%		20.0% of Revenue	Reported growth: + 51%
Organic growth: + 11%		Yoy change in basis points + 230 bps	CC growth: + 53%
		Constant currency (CC) yoy change in basis points + 260 bps	CC growth normalized for new accounting standard: + 29%

Region	Q1 Revenue	Reported Growth year over year	Organic Growth year over year	Selected Business Segments	Q1 Revenue	Reported Growth year over year	Organic Growth year over year
U.S.	\$289M	+11%	+11%	CAG	\$403M	+ 13%	+ 13%
International	\$173M	+9%	+11%	LPD	\$29M	- 5%	- 5%
				Water	\$25M	+ 6%	+ 7%

CAG Detail

Q1 Premium Instrument Placements

	Placements
Catalyst®	1,131
Premium Hematology	822
SediVue® Dx	387
TOTAL	2,340
Year over year growth %	18%

Net CAG Revenue

	Q1 Revenue	Reported Growth year over year	Organic Growth year over year
CAG Diagnostics Recurring	\$347M	+ 13%	+ 14%
<i>IDEXX VetLab® Consumables</i>	<i>\$124M</i>	<i>+ 14%</i>	<i>+ 15%</i>
<i>Rapid Assay Products</i>	<i>\$48M</i>	<i>+ 11%</i>	<i>+ 11%</i>
<i>Reference Laboratory Dx & Consulting Services</i>	<i>\$159M</i>	<i>+13%</i>	<i>+13%</i>
<i>CAG Diagnostic Service and Accessories</i>	<i>\$16M</i>	<i>+ 15%</i>	<i>+ 16%</i>
CAG Diagnostics Capital – Instruments	\$26M	+16%	+17%
Veterinary Software, Services & Diagnostic Imaging Systems	\$30M	+ 4%	+ 4%

Full Year 2017 Outlook

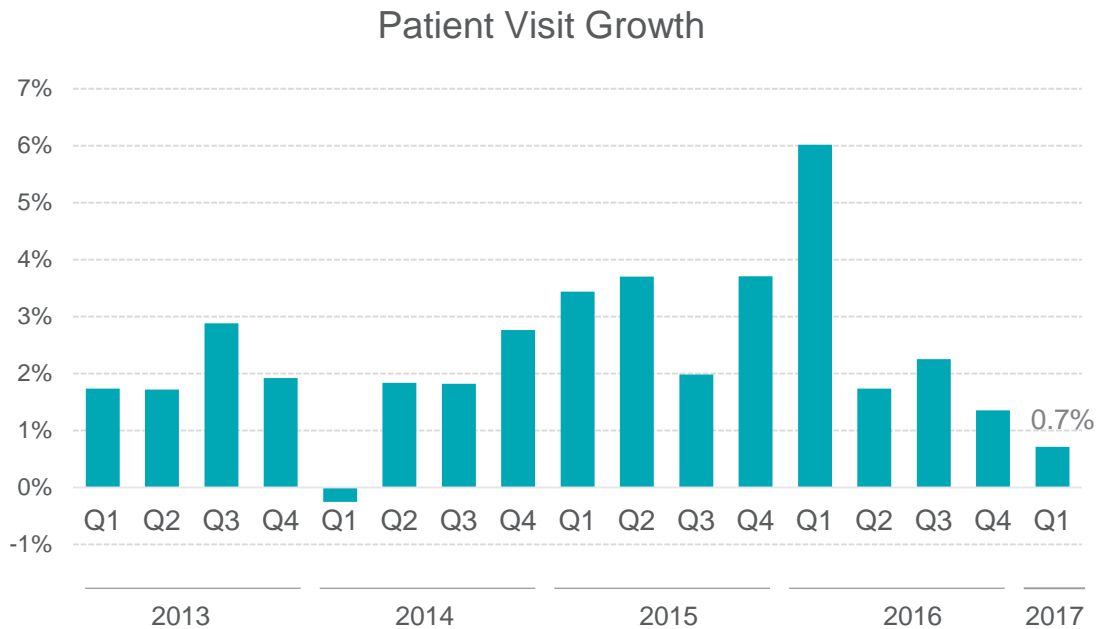
	2017 Outlook	Growth year over year	Comparison to 2017 Outlook Provided on Q4 Call (provided in Q4 2016 Earnings Call on February 2, 2017)
Revenue	\$1,925 - \$1,950M	Reported: + 8.5% - 10% Organic: + 9.5% - 11%	<ul style="list-style-type: none"> Raising revenue outlook by \$15M, reflecting strong momentum, and including \$5M benefit from updated FX rate assumptions.
EPS	\$2.95 - \$3.11	Reported: + 21% - 27% CC: + 23% - 29%	<ul style="list-style-type: none"> + \$0.10 per share, reflecting +\$0.10 related to new employee share-based compensation accounting guidance, +\$0.03 per share from stronger revenue growth net of additional U.S. commercial & R&D investment, +\$0.02 per share related to change in FX assumptions, offset by -\$0.05 per share from higher tax rate. (All per share figures are approximate.)
Free Cash Flow	~ 95%		

For full financial data, non-GAAP reconciliations and cautionary language regarding forward-looking statements, please refer to IDEXX's fiscal year 2017 first quarter earnings release issued on April 28, 2017 available at <https://www.idexx.com/investors>.

U.S. Companion Animal Practice Growth Update

Quarterly U.S. Veterinary Practice Growth Rate

Weighted Average Year-to-Year % Change Per Practice



Source: IDEXX Practice Intelligence data (sample of 4,100 to 5,400 practices), weighted based on region and practice size.