

IDEXX Q1 2020 Earnings Highlights (NASDAQ: IDXX)



Revenue

\$626M

Reported growth: + 9%
Organic growth: + 9%

CAG Diagnostics Recurring
Organic Growth: + 10%



Operating Profit

\$144M

23% of Revenue
YoY change in basis points:

Reported - 10 bps
Constant currency + 30 bps



Diluted Earnings Per Share

\$1.29

Reported growth: + 10%
Comparable constant currency growth: + 13%



CAG

Revenue **\$552M**

Reported growth: + 8%
Organic growth: + 9%



Water

Revenue **\$34M**

Reported growth: + 13%
Organic growth: + 15%



LPD

Revenue **\$34M**

Reported growth: + 8%
Organic growth: + 12%

Net CAG Revenue	Q1 Revenue	Reported Growth <i>year over year</i>	Organic Growth <i>year over year</i>	Q1 Premium Instrument Placements		WW	North America	Intl
CAG Diagnostics Recurring	\$488M	+ 10%	+ 10%		Catalyst®	1,314	445	869
<i>IDEXX VetLab® Consumables</i>	\$189M	+13%	+ 14%		<i>New and competitive</i>	936	238	698
<i>Rapid Assay Products</i>	\$57M	+ 6%	+ 6%		Premium Hematology	760	325	435
<i>Reference Laboratory Dx and Consulting Services</i>	\$220M	+ 9%	+ 8%		SediVue® Dx	408	319	89
<i>CAG Diagnostics Services and Accessories</i>	\$22M	+ 10%	+ 12%	TOTAL		2,482	1,089	1,393
CAG Diagnostics Capital – Instruments	\$24M	-17%	-16%		SNAP Pro®	2,032	1,700	332
Veterinary Software, Services and Diagnostic Imaging Systems	\$40M	+ 11%	+ 11%					

Full Year 2020 Outlook

On April 30th, 2020, the Company withdrew its previously communicated 2020 guidance due to the unpredictability of the duration and the magnitude of impacts from the COVID-19 pandemic on veterinary service providers.

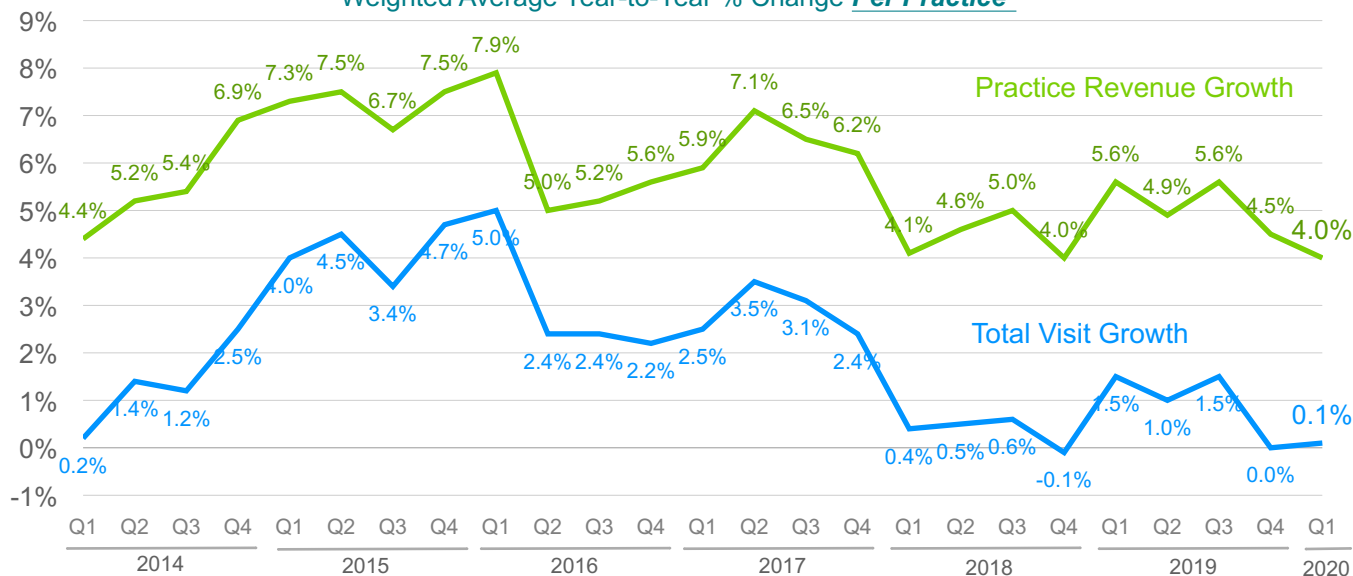
IDEXX's companion animal business has been affected by impacts on veterinary service providers related to social distancing protocols and industry and state-level guidance on delaying elective and non-acute visits. Weekly U.S. companion animal practice visits data, available on page 3, indicates year-over-year declines of 15% - 30% in per practice clinical visits from the week ended March 27, 2020 through the week ended April 24, 2020, with lower levels of decline in non-wellness visits and higher levels of decline in wellness visits. These types of trends have contributed to year-over-year declines in demand for IDEXX's products and services during this period, with varying impacts by region and diagnostic testing modality. These impacts are dynamic, and we have seen meaningful improvement in clinical visits and diagnostic testing trends over the two-week period ended April 24, 2020, driven by U.S. and International regions where COVID-19 case management efforts have progressed further and where stay-at-home and social distancing policies have been moderated.

For full financial data, non-GAAP reconciliations and cautionary language regarding forward-looking statements, please refer to IDEXX's 2020 first quarter earnings release issued on April 30, 2020 available at <https://www.idexx.com/investors>. Amounts presented may not recalculate due to rounding.

U.S. Companion Animal Practice Growth Update

Total Practice Revenue and Visit Growth

Weighted Average Year-to-Year % Change *Per Practice**



Total and Clinical Patient Visit Growth

Weighted Average Year-to-Year % Change *Per Practice**



Source: IDEXX Practice Intelligence data; sample of ~7,500 practices representing five different practice information management systems, weighted based on practice size and region to reflect market composition. 'Clinical visits' are those where the reason for visit involves an interaction between a clinician and a pet. *We estimate net new practice formation adds ~1% of incremental market growth per year beyond per practice growth.

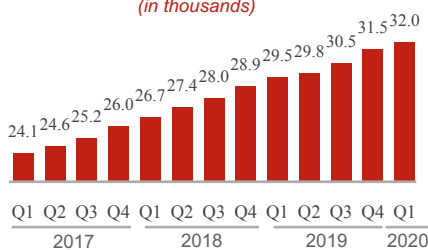
** Growth rate estimate with margin of error of +/- 0.4% at a 95% confidence level.

IDEXX Premium Instruments Installed Base

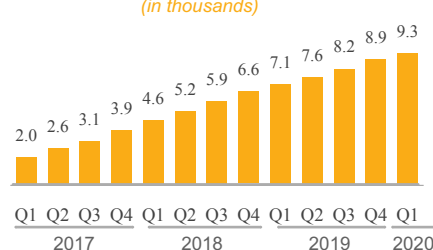
Catalyst Installed Base
(in thousands)



Premium Hematology Installed Base
(in thousands)



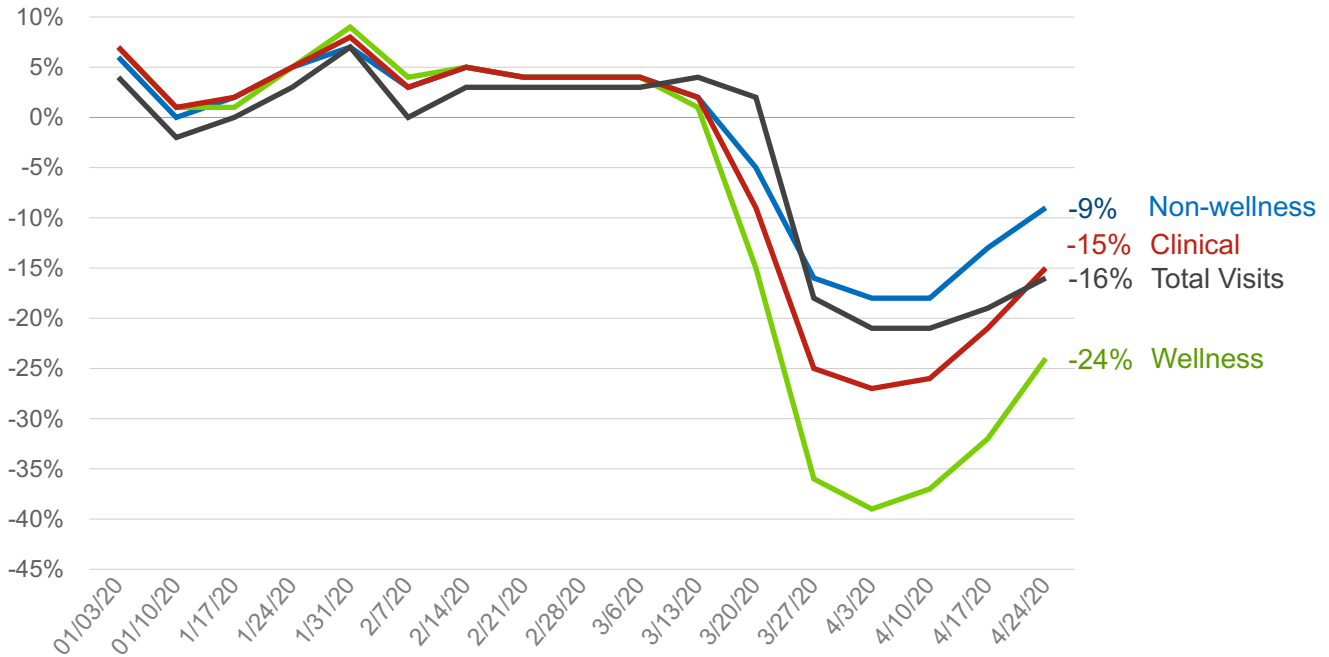
SediVue Installed Base
(in thousands)



U.S. Companion Animal Practice Growth Special Edition

Weekly Patient Visit Growth

Weighted Average Year-to-Year % Change *Per Practice*, 7-day Moving Average



Total visits include clinical and non-clinical visits. Non-clinical visits are those that exclusively include retail, boarding and grooming type visits.

Clinical visits are those where the reason for visit involves an interaction between a clinician and a pet, including wellness and non-wellness visit types. In 2019, there were an estimated 180 million clinical visits in the U.S., comprising 57% of total U.S. companion animal practice visits.

Non-wellness visits include those for which the reason for visit is sickness, procedure or monitoring. In 2019, there were an estimated 105 million non-wellness visits in the U.S., comprising 58% of clinical U.S. companion animal practice visits.

Wellness visits include those visits for which the reason for visit is an annual exam, vaccination, or routine check-up. In 2019, there were an estimated 75 million wellness visits in the U.S., comprising 42% of clinical U.S. companion animal practice visits.

Estimated 2019 U.S. companion animal diagnostic market revenue was approximately 75% from non-wellness visits and 25% from wellness visits.

Weekly Year-Over-Year % Growth Rates

Week Ended	Total	Clinical	Non-wellness	Wellness
3/6/20	+3%	+4%	+4%	+4%
3/13/20	+4%	+2%	+2%	+1%
3/20/20	+2%	-9%	-5%	-15%
3/27/20	-18%	-25%	-16%	-36%
4/3/20	-21%	-27%	-18%	-39%
4/10/20	-21%	-26%	-18%	-37%
4/17/20	-19%	-21%	-13%	-32%
4/24/20	-16%	-15%	-9%	-24%

Source: IDEXX Practice Intelligence data; sample of ~7,500 practices representing five different practice information management systems, weighted based on practice size and region to reflect market composition. Analysis reflects representative real-time trends on same practice year-over-year growth and does not include adjustments related to equivalent business days or atypical practice behaviors related to timing and disruptions of posting transactions. Growth rates margin of error of +/- 0.4% at a 95% confidence level.