



IDEXX Laboratories, Inc.

**2019 Annual Meeting of Shareholders
May 8, 2019**

Q&A Session: Answers to Shareholders' Questions

Below are all of the questions that we received ahead of and during our 2019 Annual Meeting of Shareholders and answers to these questions. Please note we have made some minor edits for clarity.

IDEXX's answers to these questions, including any forward-looking statements in this document, reflect management's views as of May 8, 2019. Forward-looking statements are subject to many risks and uncertainties that could cause actual results to differ materially from those expressed or implied in these forward-looking statements. These risks and uncertainties include the risks that are described in IDEXX's SEC filings, including IDEXX's most recent reports on Forms 10-K and 10-Q, copies of which may be obtained by visiting our website at www.idexx.com or the SEC's website at www.sec.gov.

IDEXX does not undertake, and expressly disclaims any obligation, to update any forward-looking statement, whether as a result of new information, future events or otherwise.

Question: Has IDEXX received, or does IDEXX have, any acquisition plans for 2019?

Answer: Our policy is not to comment about the existence or nonexistence of specific transactions. However, generally, we've actively scanned the landscape within our core and in near adjacencies to stay on top of trends, opportunities and technologies. And, historically, we've deployed less than \$50 million on acquisitions per year – generally small tuck-in acquisitions or technology acquisitions within or adjacent to our core. For more information regarding our long-term strategy, I refer you to the discussion in my letter to shareholders in our 2019 proxy statement.

Question: How is IDEXX working to train and hire New Mainers — especially those for whom English is a 2nd, 3rd or 4th language? And, is there any provision to train them for jobs beyond the most menial?

Answer: First, let me begin by reaffirming our commitment to diversity. At IDEXX, we believe that diversity is not only the smart thing to do, but it also drives both innovation and a better understanding of our increasingly global customer base so it's also the right thing to do. Throughout our Company globally, including in our worldwide headquarters in Maine, we seek to employ a broad representation of gender, ethnic, and racial backgrounds. For all of our more than 8,000 employees globally — including the nearly 3,000 who work in Maine — we offer opportunities for them to improve their skills and advance their careers. As IDEXX continues to grow, it will be vital for us to expand our efforts in increasingly innovative ways to attract, retain and develop the most promising talent among all of our talent pools — including New Mainers — and we are committed to that important effort.