

IDEXX
Laboratories, Inc.

Investor Day

August 11, 2022 | 8:00 AM (EDT)

IDEXX





Jay Mazelsky

President and Chief Executive Officer

Blake



2022 IDEXX Investor Day Agenda

Time	Event	Length
8:00 - 8:05 am	Welcome and Introductions Jay Mazelsky, President and Chief Executive Officer	
8:05 - 10:45 am	Business Reviews <ul style="list-style-type: none"> Jay Mazelsky – IDEXX Opportunity and Strategy Overview Tina Hunt, PhD – IDEXX VetLab and Operations Julie Godon – Rapid Assay and SNAP 4Dx Plus 	40 min 20 min 15 min
	Break	15 min
	<ul style="list-style-type: none"> Mike Lane – Global Reference Labs and Medical Consulting Services Michael Schreck – Software Strategy and Products Jim Polewaczyk – Global CAG Commercial Focus and Customer Experience 	20 min 15 min 20 min
	Break	15 min
10:45 – 11:15	Customer Conversation <ul style="list-style-type: none"> George Fennell and Dr. Bruce Francke 	30 min
11:15 - 11:40 am	Financial Review Brian McKeon, Executive Vice President and Chief Financial Officer	25 min
11:40 am - 12:00 pm	Question and Answer Session	
12:00 - 1:00 pm	Investor Lunch with Extended Management Team	



Safe Harbor Disclaimer

The following information contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements are based on management's current expectations and beliefs, as well as a number of assumptions concerning future events. These statements are subject to risks, uncertainties, assumptions and other important factors. You are cautioned not to put undue reliance on such forward-looking statements because actual results may vary materially from those expressed or implied. The reports filed by the Company pursuant to United States securities laws contain discussions of some of these risks and uncertainties. The Company assumes no obligation to, and expressly disclaims any obligation to, update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. You are advised to review the Company's filings with the United States Securities and Exchange Commission (which are available from the SEC's EDGAR database at www.sec.gov and via the Company's website at www.idexx.com).

We refer in this presentation to our 2022 outlook and 2022 free cash flow outlook communicated on August 2, 2022; these references speak only as of the respective dates on which they were communicated and shall not be deemed to be a reiteration or affirmation of the guidance or an indication that our expectations have not changed since that time. We also refer in this presentation to multi-year goals, long-term financial model, revenue growth potential, long-term EPS growth potential, targeted average annual comparable operating margin gain, and long-term free cash flow outlook. None of these references constitute and shall not be deemed to be the Company's outlook, guidance or projections.

Non-GAAP Financial Measures

In this presentation, we refer to some non-GAAP financial measures. For a reconciliation to the most directly comparable GAAP financial measures, we refer you to our footnotes and the Appendix to this presentation, which also refers to the Company's Annual Reports on Form 10-K for the years ended December 31, 2016 and 2021, the Company's Quarterly Report on Form 10-Q for the quarter ended June 30, 2022 and the Company's Definitive Proxy Statements for 2019, 2020, 2021 and 2022, which are available at www.idexx.com/investors.

Please refer to additional footnotes in the Appendix.

IDEXX Opportunity and Strategy Overview

Jay Mazelsky,
President and Chief
Executive Officer

IDEXX Investor Day | August 11, 2022

IDEXX



IDEXX Focus: Increasing Companion Animal Healthcare Globally Through Innovation, Insight and Customer-focused Engagement

- Decades+ opportunity to increase standard of care (~\$37 billion TAM)
- Innovation delivering best-in-class, integrated diagnostic and software solutions
- Global commercial capability and multi-modality offering advancing adoption and diagnostic utilization
- Long-term, durable 10%+ organic growth potential with high ROIC



Pursuing Our Purpose While Making a Positive Impact on a Global Scale



Innovation and Access

\$161 million

In Research & Development

25,048

SNAP® Tests donated

15,877

Student engagements at 40 veterinary schools

Environmental Sustainability

 **38%↓**

Target to reduce Scope 1 & 2 GHG emissions by 2030



Integrate principles of circular economy into product design and stewardship.

~330k lbs

Polystyrene foam avoided per year with new sustainable packaging initiative

People and Culture

10,350

Total global employees

48%

Women in global management

 **33%↑**

Target of management representation of underrepresented groups by 2030 in U.S.

Community Impact

36 Initiatives

IDEXX Foundation high-impact initiatives on 4 continents as of 2021



Diverse leaders of tomorrow



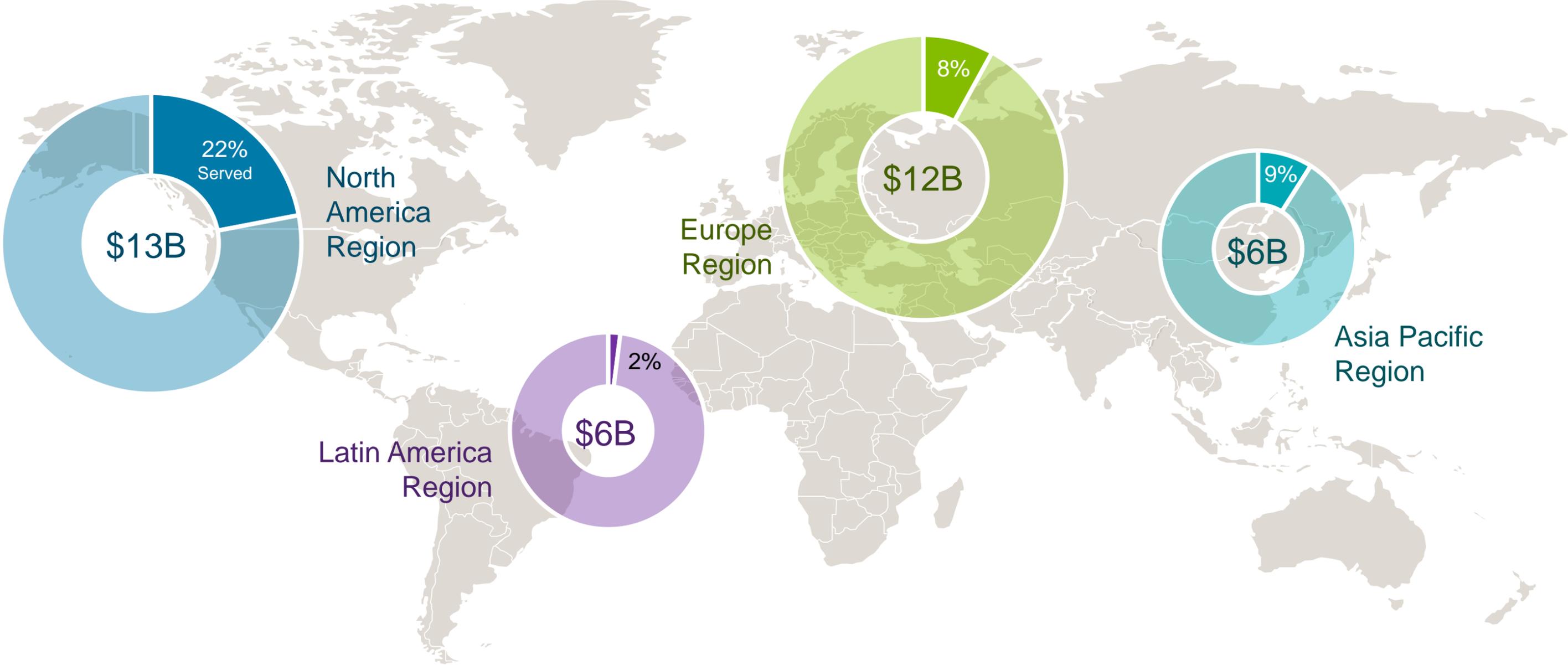
Caring for our companions



Fostering water access, climate adaptation, and food sustainability solutions

IDEXX Has Decades+ Opportunity for Profitable Growth in Diagnostics Globally

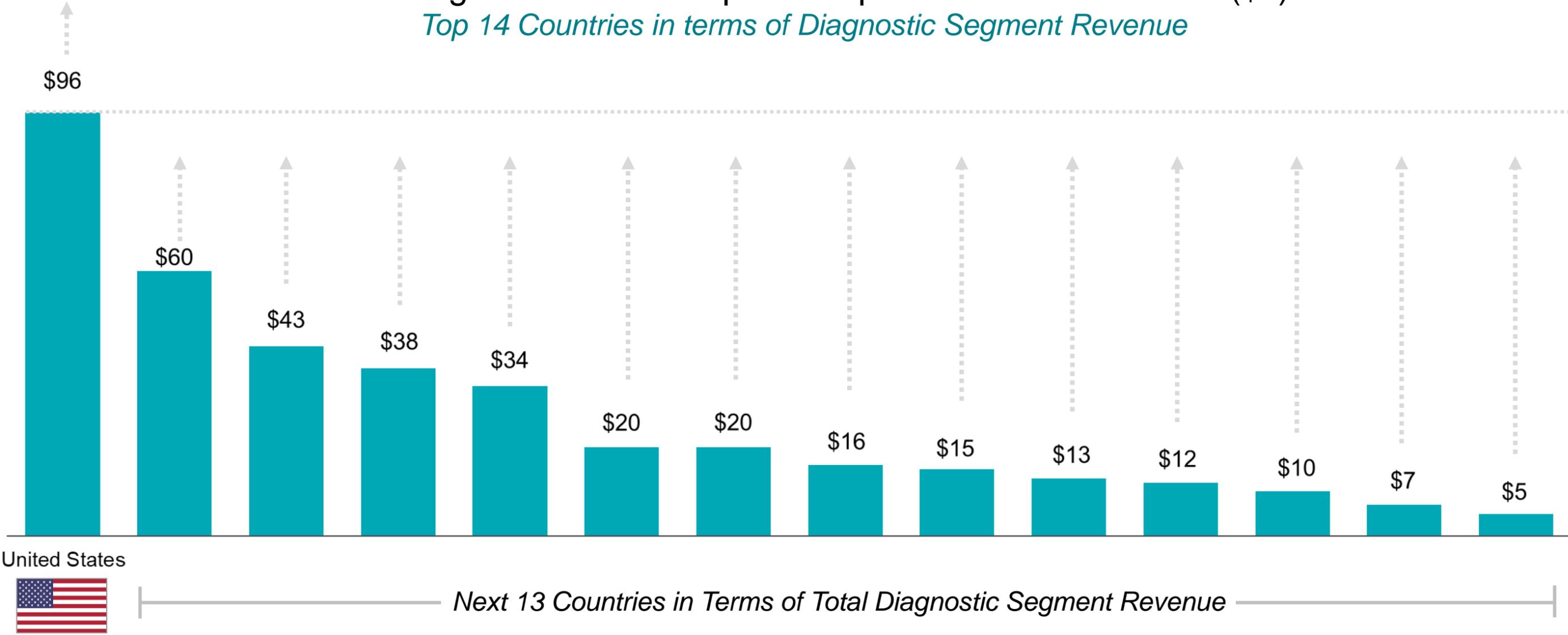
Worldwide Total Addressable Companion Animal Diagnostics Revenue Opportunity (\$37B Total, ~15% served)*



* Total addressable companion animal diagnostics revenue estimated based on bottom-up modeling at manufacturer or service provider level. Assumes **current proportion** of household-owned pets visiting the veterinary practice for wellness and non-wellness visits; 'medically optimal' percentage of these visits that should include at least 1 diagnostic and estimated average manufacturer revenue for appropriate diagnostics used in each type of visit. Note that this global TAM is estimated as of 2020 and will grow over time based on the known underlying drivers, e.g., clinical visit growth per practice, net new practice formation and net price realization.

Diagnostics Sector Remains Vastly Underserved Globally

2021 Diagnostic Revenue per Companion Animal Practice (\$k)*
Top 14 Countries in terms of Diagnostic Segment Revenue

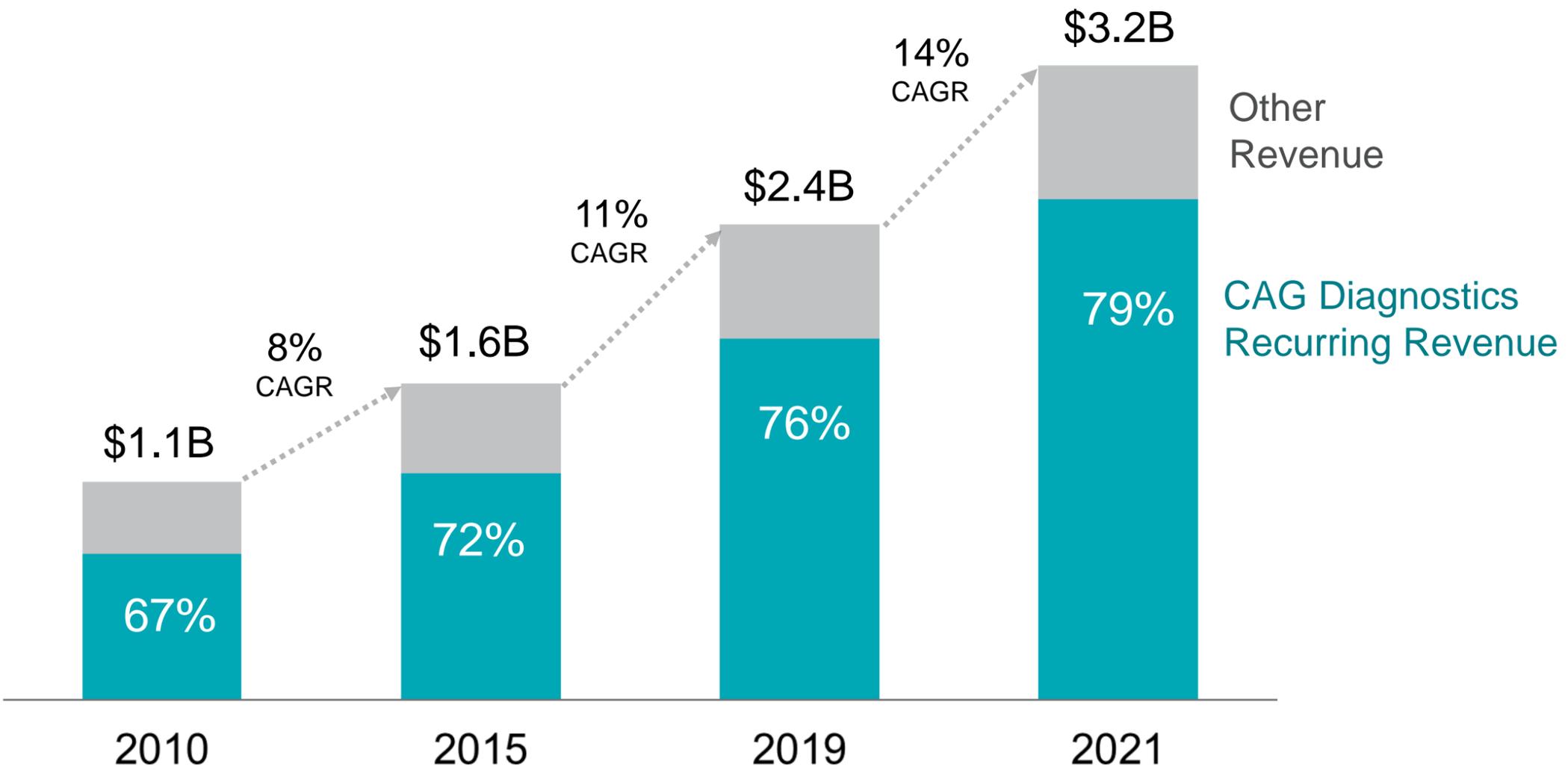


* Revenue per country/region estimated at the manufacturer level. Includes reference lab, telemedicine, in-house instruments and consumables, rapid assay, manual microscopy and 'similar' types of diagnostics. Excludes veterinary software, digital and ultrasound. Figures stated in USD, based on 2021 average exchange rates.



Consistent Strategy Yields High Long-term Revenue Growth and ROIC Supported by Expansion of CAG Diagnostics Recurring Revenue

IDEXX Revenue and Normalized Organic Revenue CAGR³ (\$B)



ROIC⁷ of 59% in 2021

Key Growth Drivers

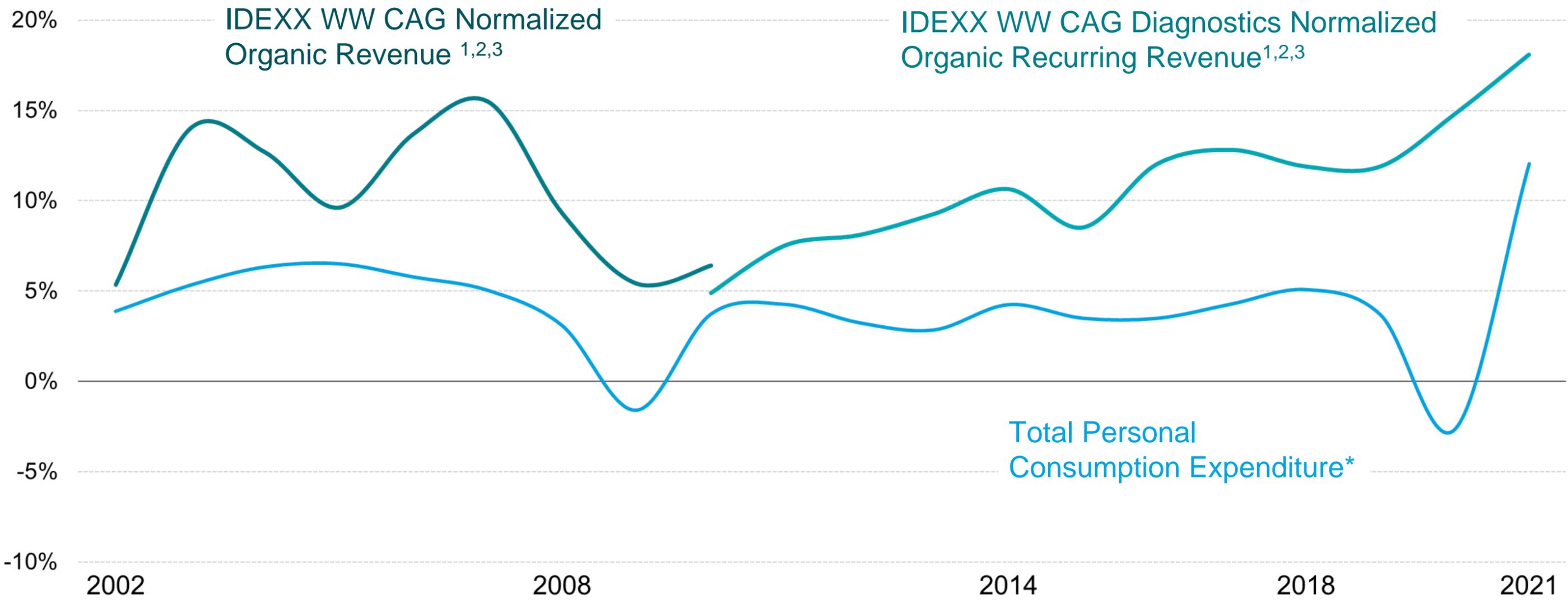
- Innovation: diagnostic menu, new and existing platform extensions, integrated software
- Direct commercial model with subject matter experts and supporting ecosystem
- Geographic expansion
- Advancement of leading reference lab service model and network in key geographies

^{3,7} Non-GAAP financial measure, please refer to Appendix for descriptive footnotes.



Pet Healthcare Has Been a Resilient Sector in Times of Economic Uncertainty and Outperforms in Recovery Cycles

Year-over-year Growth^{1,2,3}



* 2002 through 2021 based on data from Bureau of Economic Analysis, last revised on July 28, 2022.

^{1,2} Please refer to the Appendix for descriptive footnotes. IDEXX CAG Diagnostics Recurring Revenue not available prior to 2009. ^{3,4} Non-GAAP financial measure, please refer to Appendix for descriptive footnotes.



Pet Owners View Their Pets as Members of Their Families and Can't Imagine Giving them Up

“My pet is **part of my family.**” **95%**

“Nothing would ever convince me **to give up my pet.**” **92%**



Percentages represent those responding “Strongly agree” or “Agree” on a 5-point agreement scale.

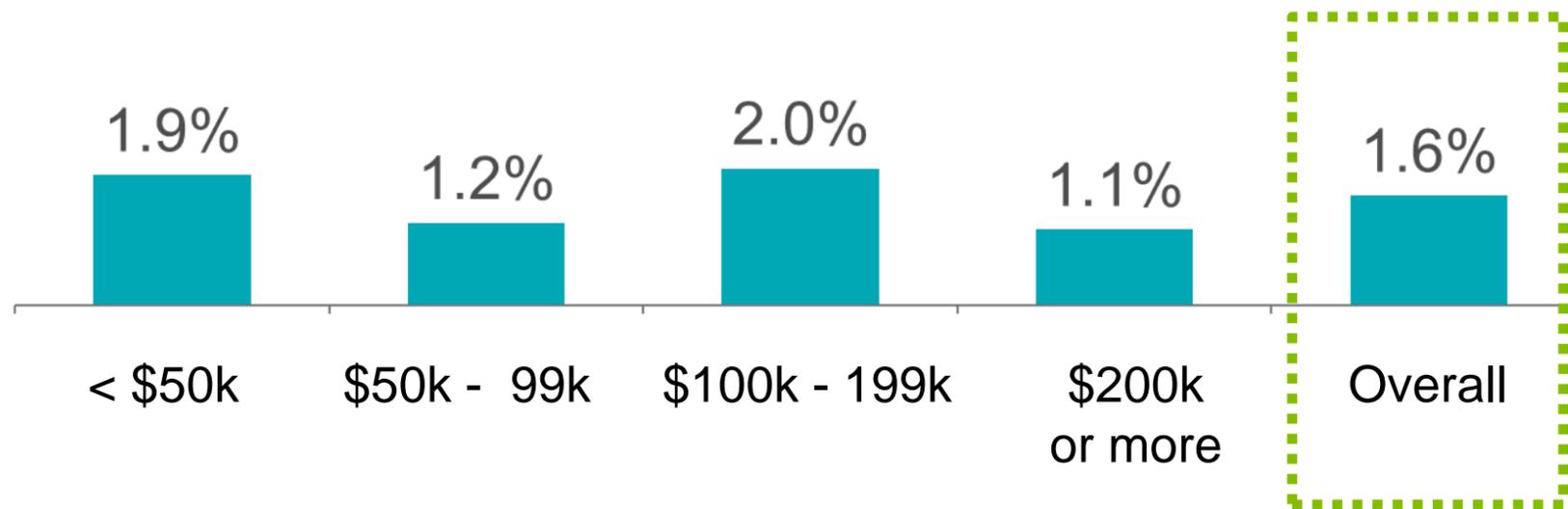
Source: Pet Owner Survey conducted in June/ July 2021 by The Human Animal Bond Research Institute (HABRI) Foundation (n = 16,140 pet owners across U.S., UK, Germany, France, Spain, Japan, China and Brazil).

Pets Comprise Less than 2% of Spending for U.S. Pet-owning Households

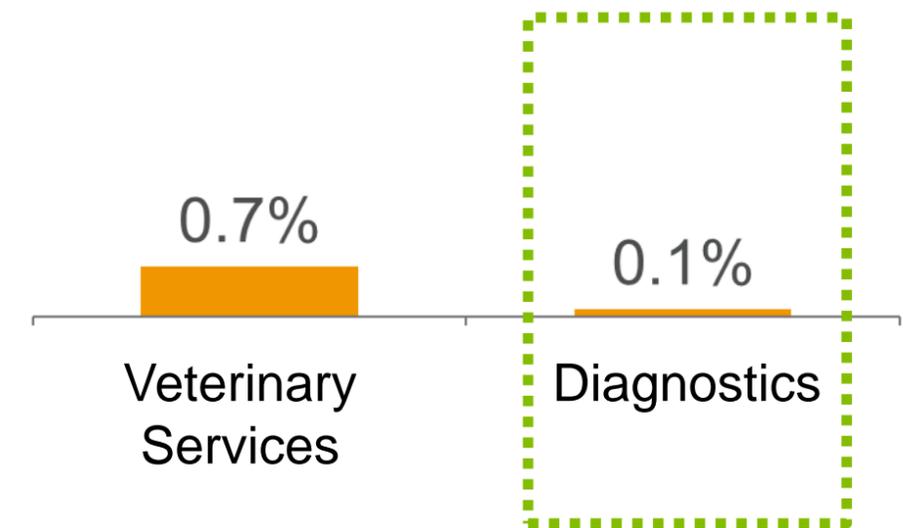
Veterinary diagnostics spending averages 0.1% of household spending for those seeking care

2020 U.S. Pet Spending as a Percentage of Household Consumption Spending*

Total Pet Spending for All Pet-owning Households by Household Income Segment*



For All Pet-owning Households Seeking Care**



* Analysis by income segment based on Bureau of Labor Statistics Personal Consumption Expenditure Survey, for 12 months ended December 2020; Total Pet Spending adjusted upward to reflect average spend per pet-owning household.

** Based on total clinical visit spending per year per pet for pets with at least 1 clinical visit in 2020; IDEXX Practice Intelligence data n patients visiting 8,961 U.S. practices in 2020.

Pet Owners are Willing to Make Financial Tradeoffs to Care for Their Pets

If Household Income Declined, Pet Owners Would Cover Pet Expenses by Reducing Spending on:



eating out



video streaming services



personal grooming services



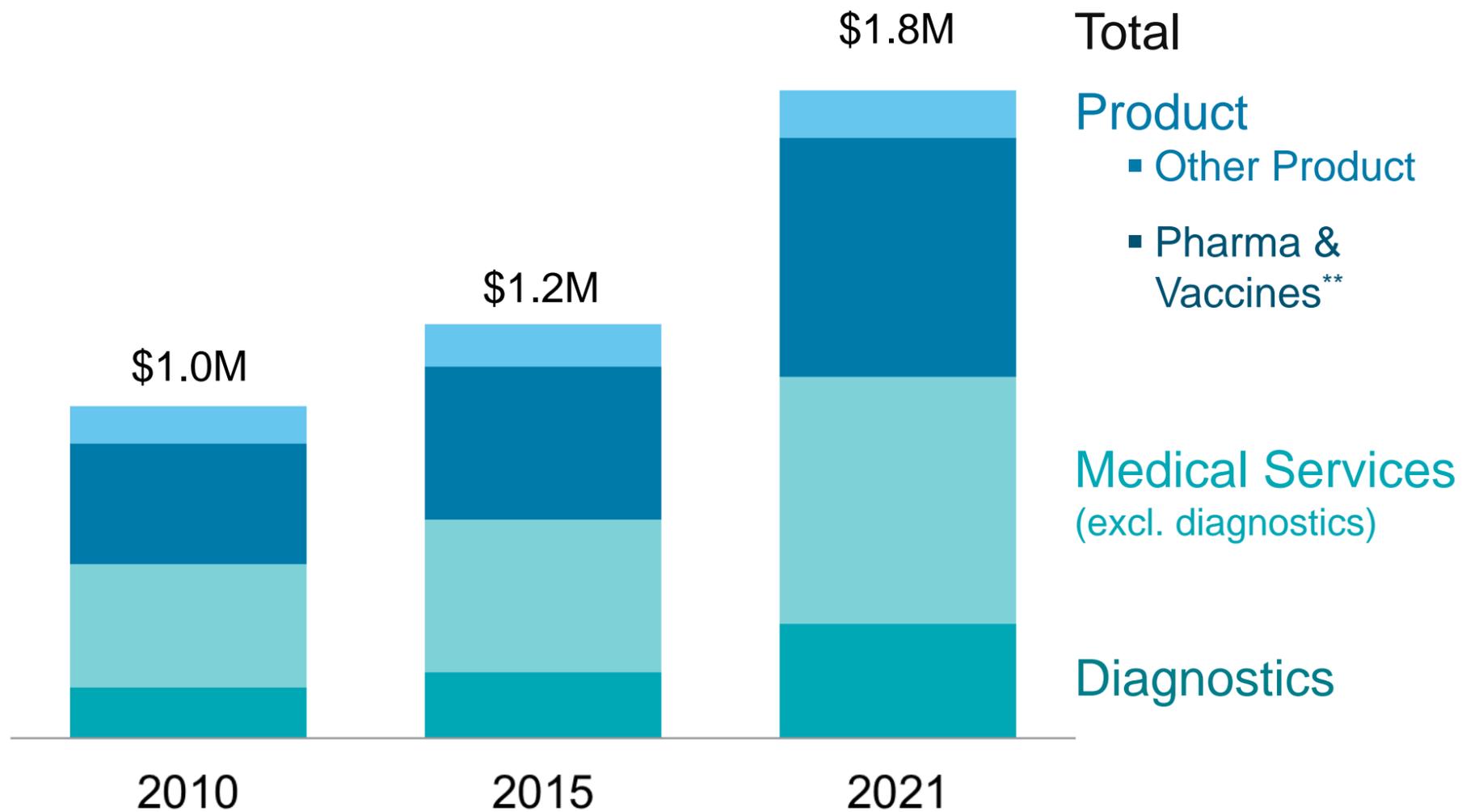
live entertainment

Source: Based on U.S. pet parent responses to IDEXX Pet Parent Survey, December 2021, n = 1,594 U.S. pet parents. Q: If your household income declined - for example, as a result of a member of your household losing their job – in which of the following ways would you reduce your spending to pay for your pet’s veterinary care, food, medication, or accessories?

Medical Services Are Expanding Driven by High-growth Diagnostics

Average U.S. Revenue per Practice by Segment* (\$M)

Total U.S. Segment CAGR %***



	2010 – 2015	2015 – 2021
Total	5.5%	8%
Product		
▪ Other Product	4%	3%
▪ Pharma & Vaccines**	5.5%	9%
Medical Services (excl. diagnostics)	5.5%	9%
Diagnostics	6.5%	10.5%

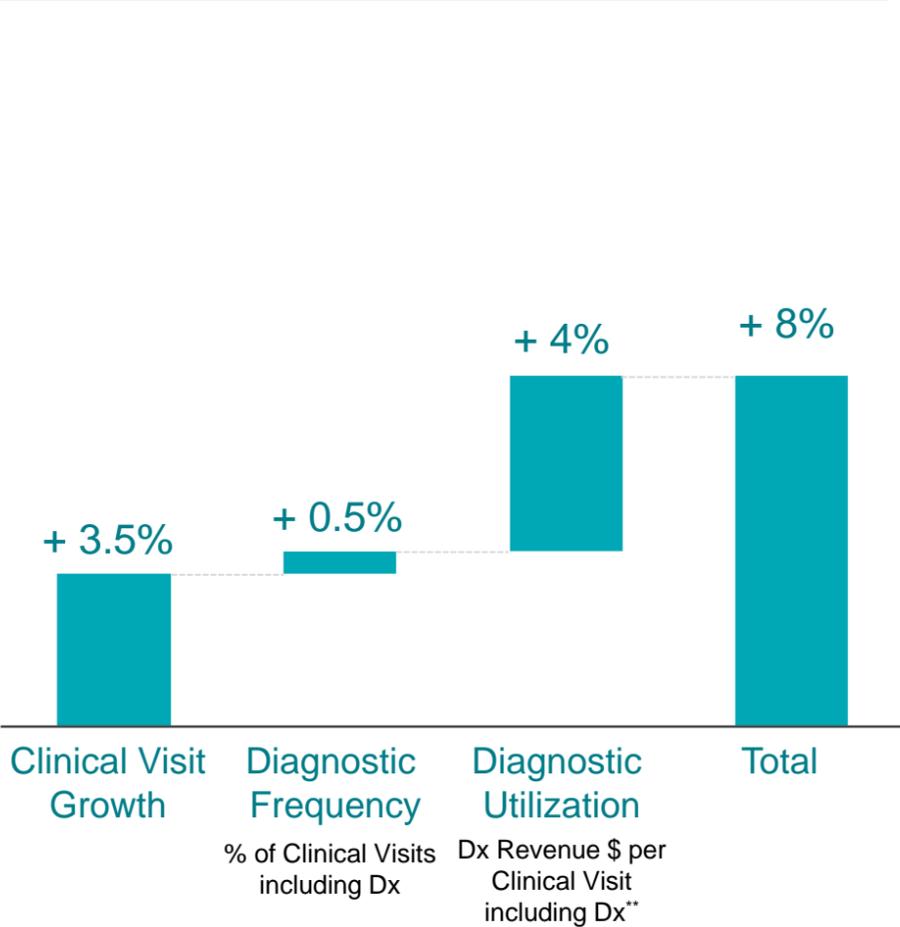
* Analysis based on IDEXX Practice Intelligence data n = 6,900 to 9,000 practices.
 *** Includes ~1% of incremental annual growth related to net new practice formation.

** Includes pharma and vaccine product sold both within clinical visits and non-clinical (retail) visits.

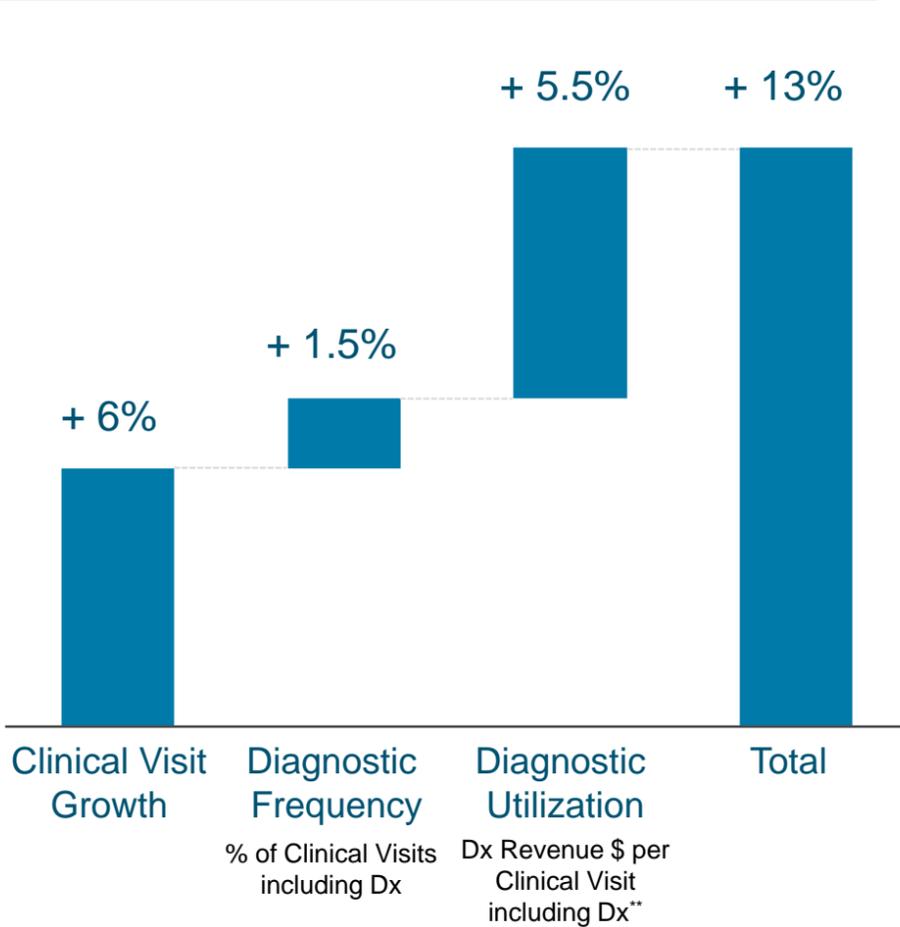
Diagnosics Frequency and Utilization Continues to Expand

Contributors to U.S. Companion Animal Diagnostic Revenue Growth per Practice*

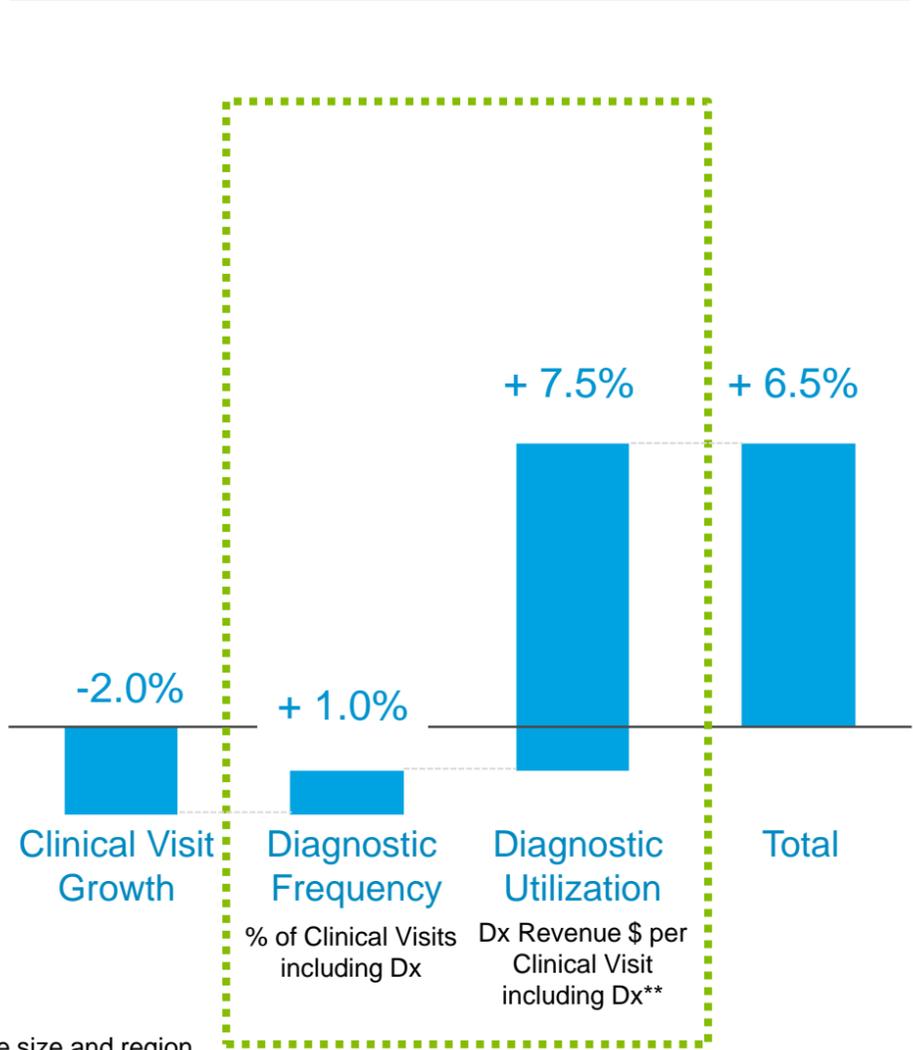
Average 2017-2019
Year-Over-Year Growth (%)



Average H1'2020 – H1'2021
Year-Over-Year Growth (%)



H1'22
Year-Over-Year Growth (%)



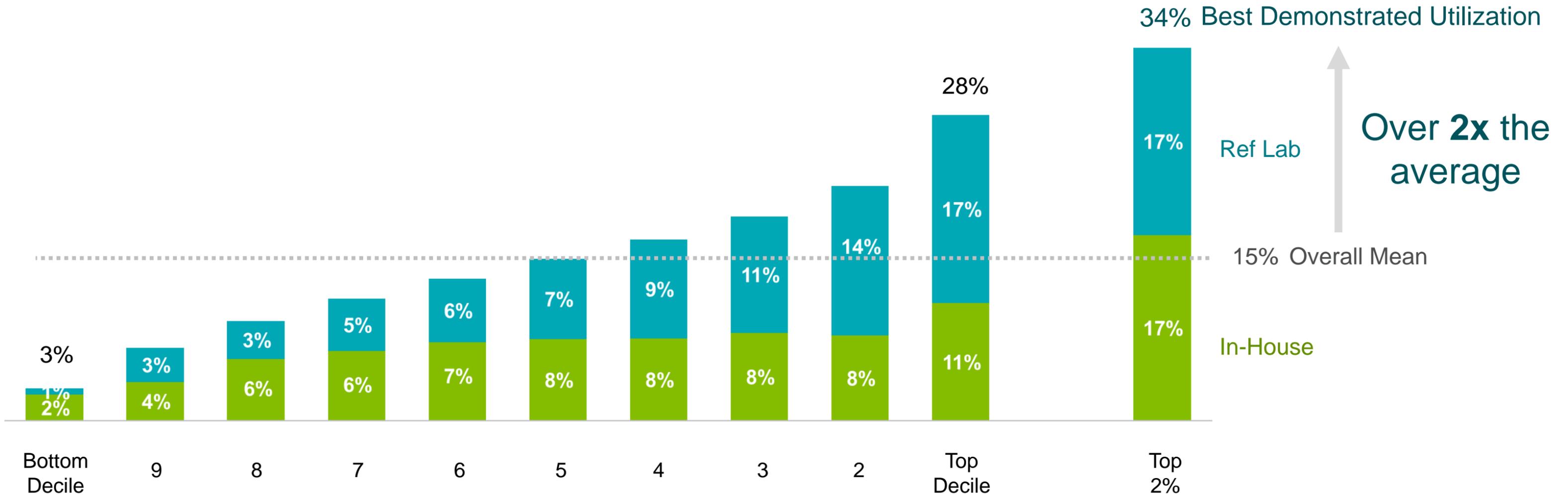
* Rounded to nearest 50 bps.
 ** Diagnostic revenue per clinical visit includes volume/ intensity of Dx activity and net price realization.
 Source: IDEXX Practice Intelligence data; sample of 9,134 practices representing six different practice information management systems, weighted to represent the country based on practice size and region.



Testing Begets Testing

Practices with higher bloodwork utilization in-house have higher utilization at reference labs

Percentage of 2021 *U.S. Clinical Visits*
Including a Chemistry Panel by Practice Decile



Source: Based on an analysis of IDEXX Practice Intelligence data from ~7,000 U.S. practices. Modality breakout based on ~2,700 practices with consistent IDEXX Reference Labs and In-House analyzer utilization. Figures rounded to the nearest 1%. 'Clinical visits' are those where the reason for visit involves an interaction between a veterinary clinician and a pet, including wellness and non-wellness visit types.

Multi-modality, Integrated Model Enables Flexibility for Customers

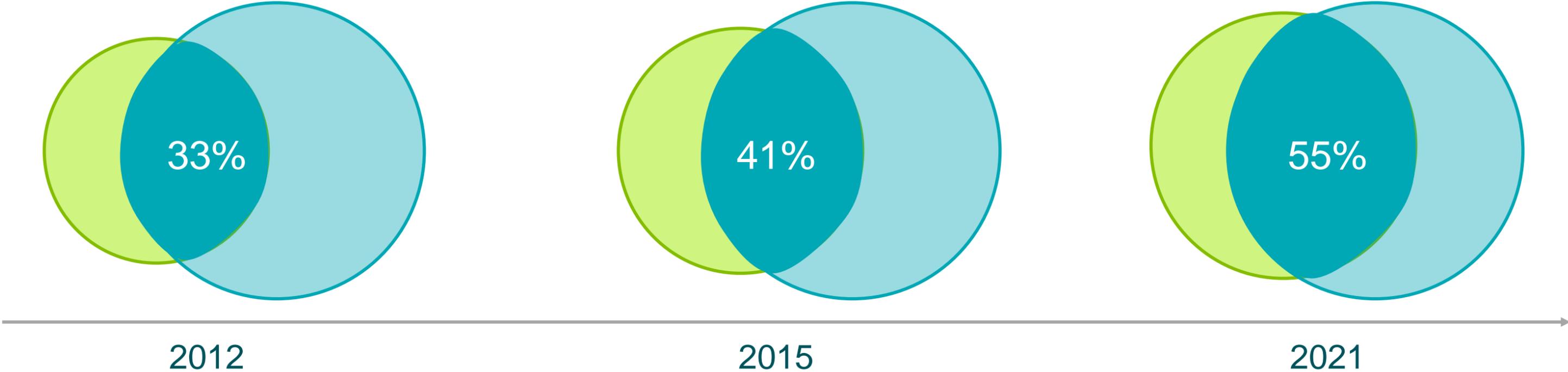
More and more practices choose IDEXX across modalities

IDEXX U.S. Companion Animal Customer Overlap

Percentage of IDEXX Reference Lab or IDEXX In-house Chemistry Platform Customers Who are IDEXX Customers for Both*

IDEXX Ref Lab ONLY Customers

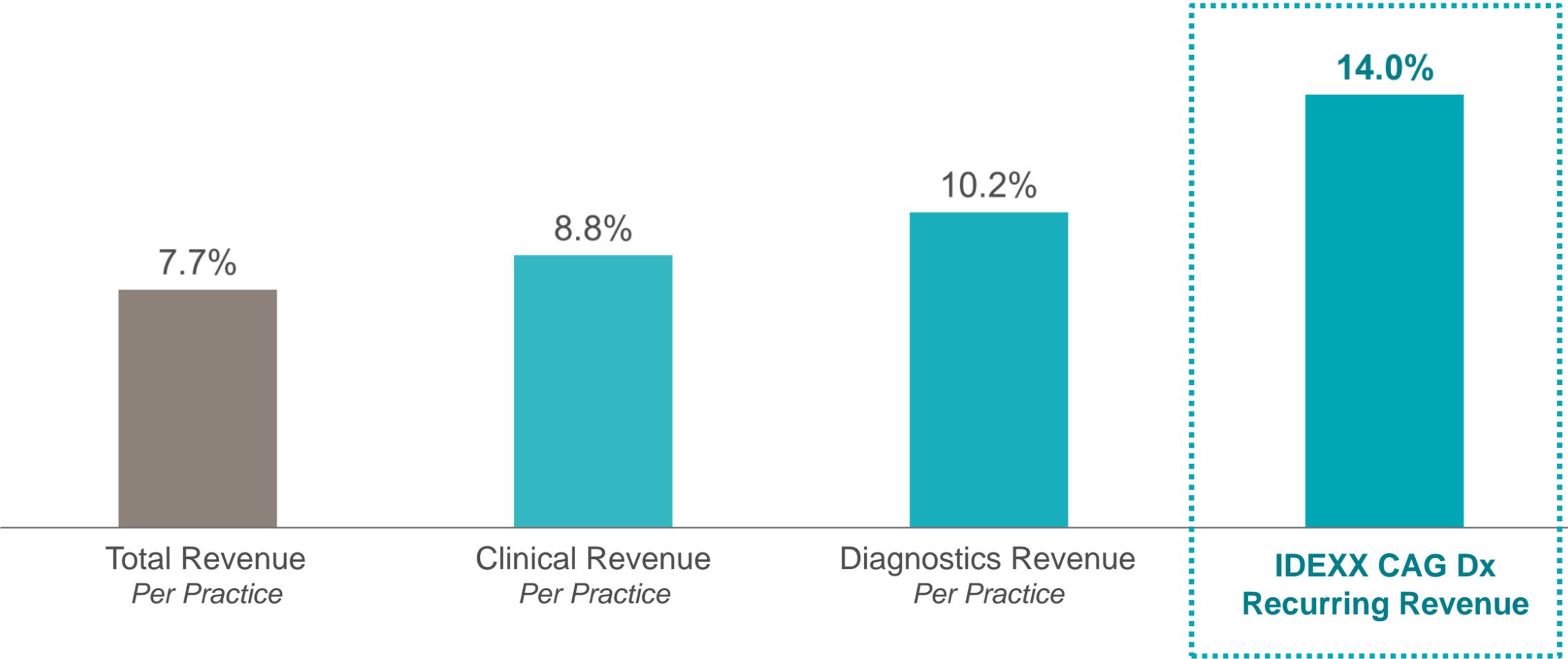
IDEXX VetLab® ONLY Customers



* Analysis as of the end of each calendar year for 2012, 2015, and 2021.

IDEXX CAG Diagnostics Recurring Revenue Growth Has Outpaced Practice and Sector Diagnostics Growth

IDEXX U.S. CAG Dx Recurring Revenue Growth and U.S. Revenue Growth per Practice*
(2016 – 2021 CAGRs)



* Note that we estimate net new practice formation adds ~1% of incremental sector growth per year beyond per practice growth.
Source: Analysis based on IDEXX Practice Intelligence data n = ~9,100 practices. Clinical revenue is associated with clinical visits, where the reason for visit involves an interaction between a veterinary clinician and a pet, including wellness and non-wellness visit types.

Industry Has Strong Long-term Tailwinds

Long-term Sector Growth Drivers Remain Intact



Strengthening Pet – Parent Bond



Innovation in Diagnostics, Software and Therapeutics



Practices Embracing Technology, Software, and Clinical Consulting Services

Near-term Factors Moderating Growth



Practice Capacity



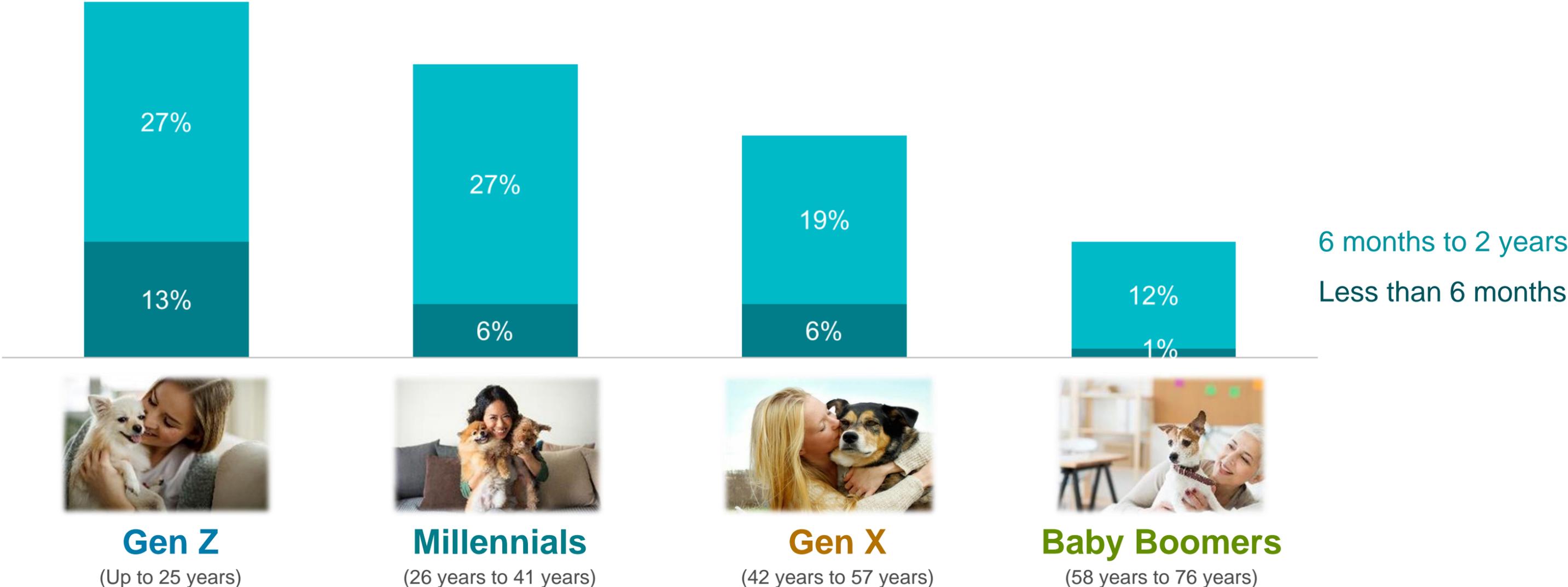
Macroeconomic Environment



Lapping the Pandemic Demand Step-up

Pet Population Expanded Significantly* – Driven by Gen Z and Millennials

Percentage of U.S. Dog-owning Households with at Least 1 Dog Under 2 Years of Age as of December 2021

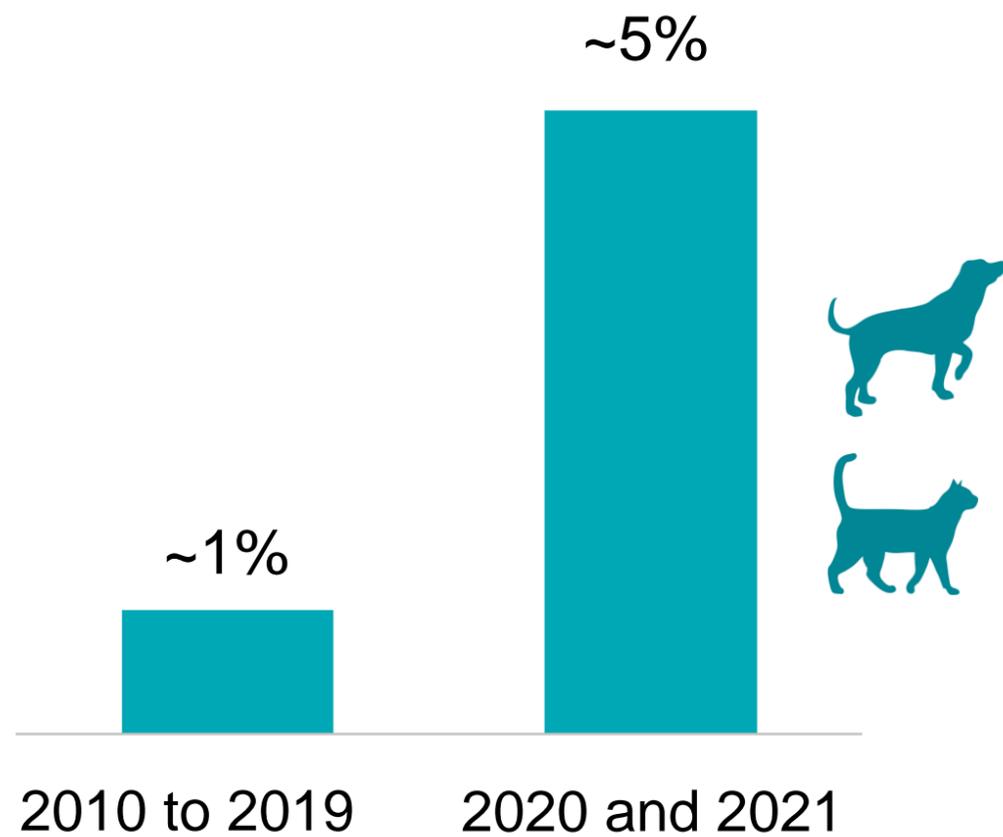


* 2020 estimated U.S. pet population growth of ~6% (~10MM) based primarily on modeling of inputs from IDEXX primary research (n = 959 pet owners), published primary research estimates, compared to a normal year net population growth of ~1%.
 Question: [For those with at least one dog] What are the age(s) of your dog(s)? (Percentages reflect having at least 1 dog of this age).
 Source: Based on IDEXX U.S. Pet Parent Research Study fielded December 2021 (n = 1,563 U.S. pet parents); Excludes those responding they were unsure.

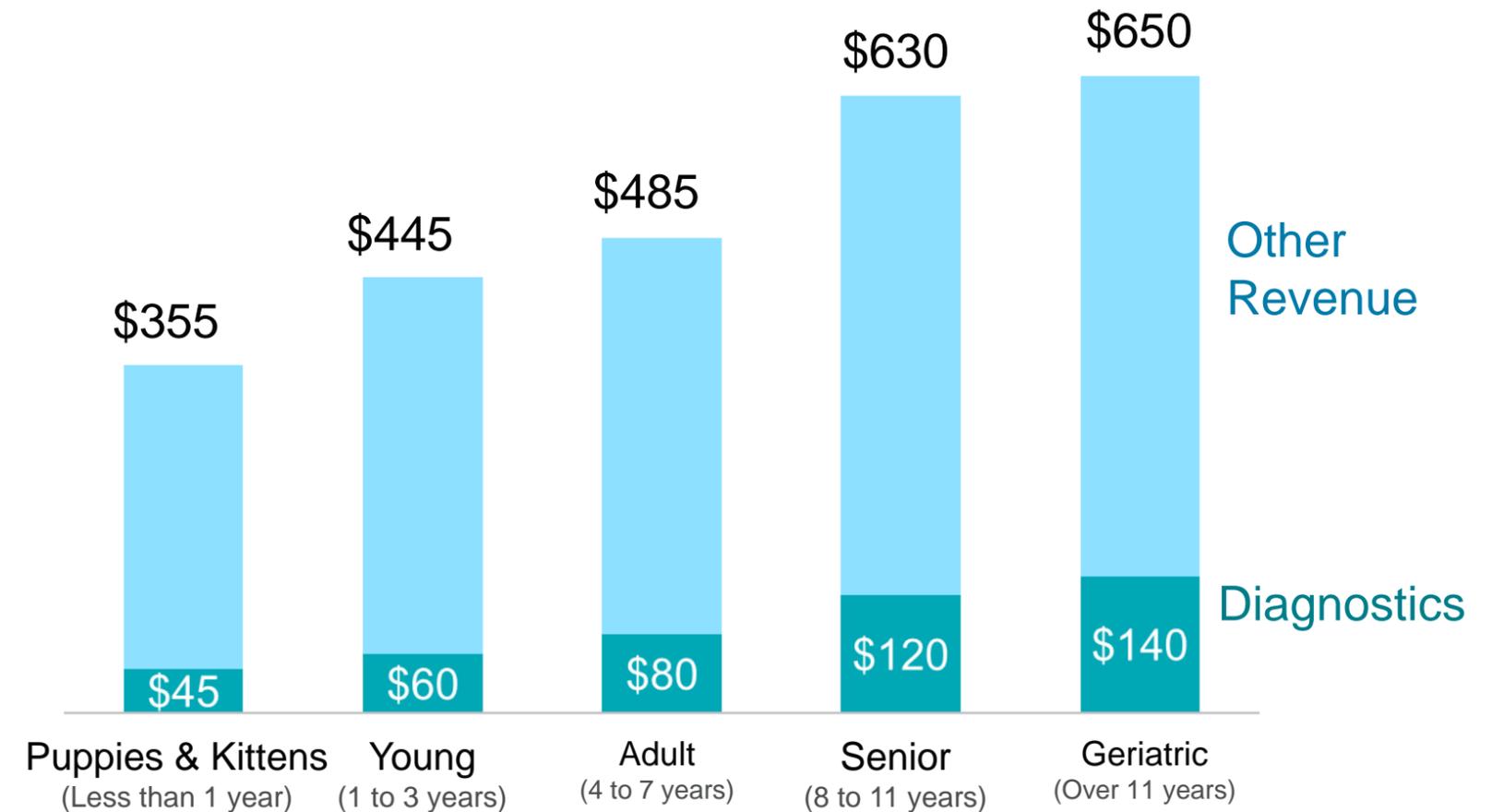
Step-up in Pet Ownership Will Have Long-term Benefits



U.S. Average Annual Net Increase in Pet Population*



2021 Average Clinical Practice Revenue Per Active Patient by Age Segment**

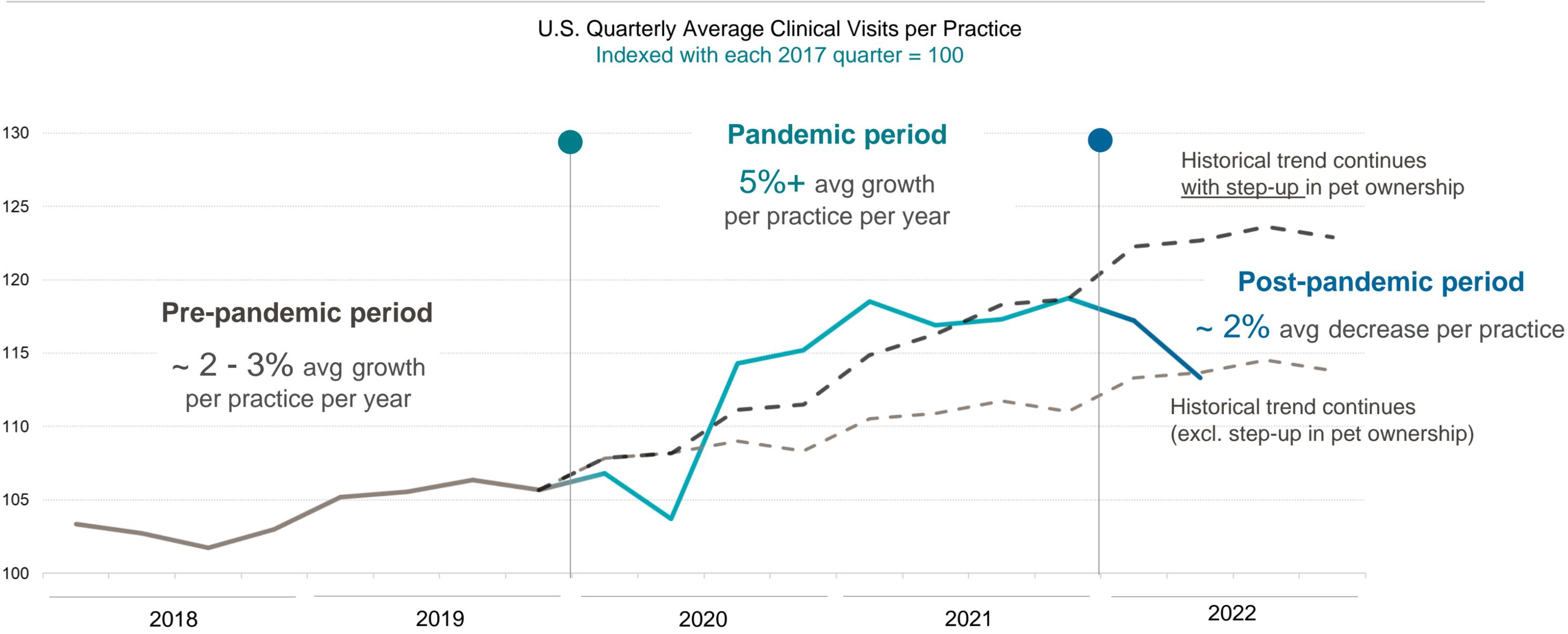


* Based on modeling of dog and cat population growth, leveraging analyses of multiple data sources.

** Analysis based on IDEXX Practice Intelligence data n = 8,961 practices, weighted to represent the country based on practice size and region. Estimates are for the overall number of active patients by age segment, not specifically for those receiving diagnostics. Clinical revenue is associated with clinical visits, where the reason for visit involves an interaction between a veterinary clinician and a pet, including wellness and non-wellness visit types. Revenue figures are rounded to the nearest \$5.

Step-up in Pet Ownership Points to Significant Unserved Sector Demand

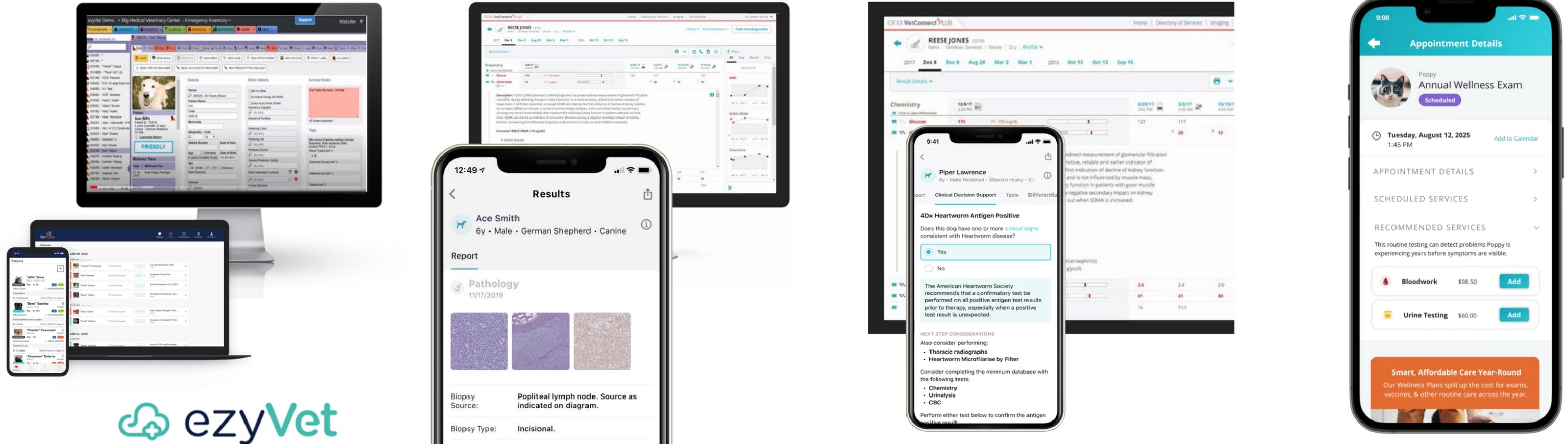
Significant Step-up in Visits Through Pandemic



Source: Analysis of IDEXX Practice Intelligence data, n = ~9,160 practices. Note that '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.



IDEXX Software Solutions Drive Productivity



Practice Information Management Software

Cloud technology with highly integrated care management workflow tools

VetConnect PLUS

Personalized and intuitive diagnostic workflows

Clinical Decision Support

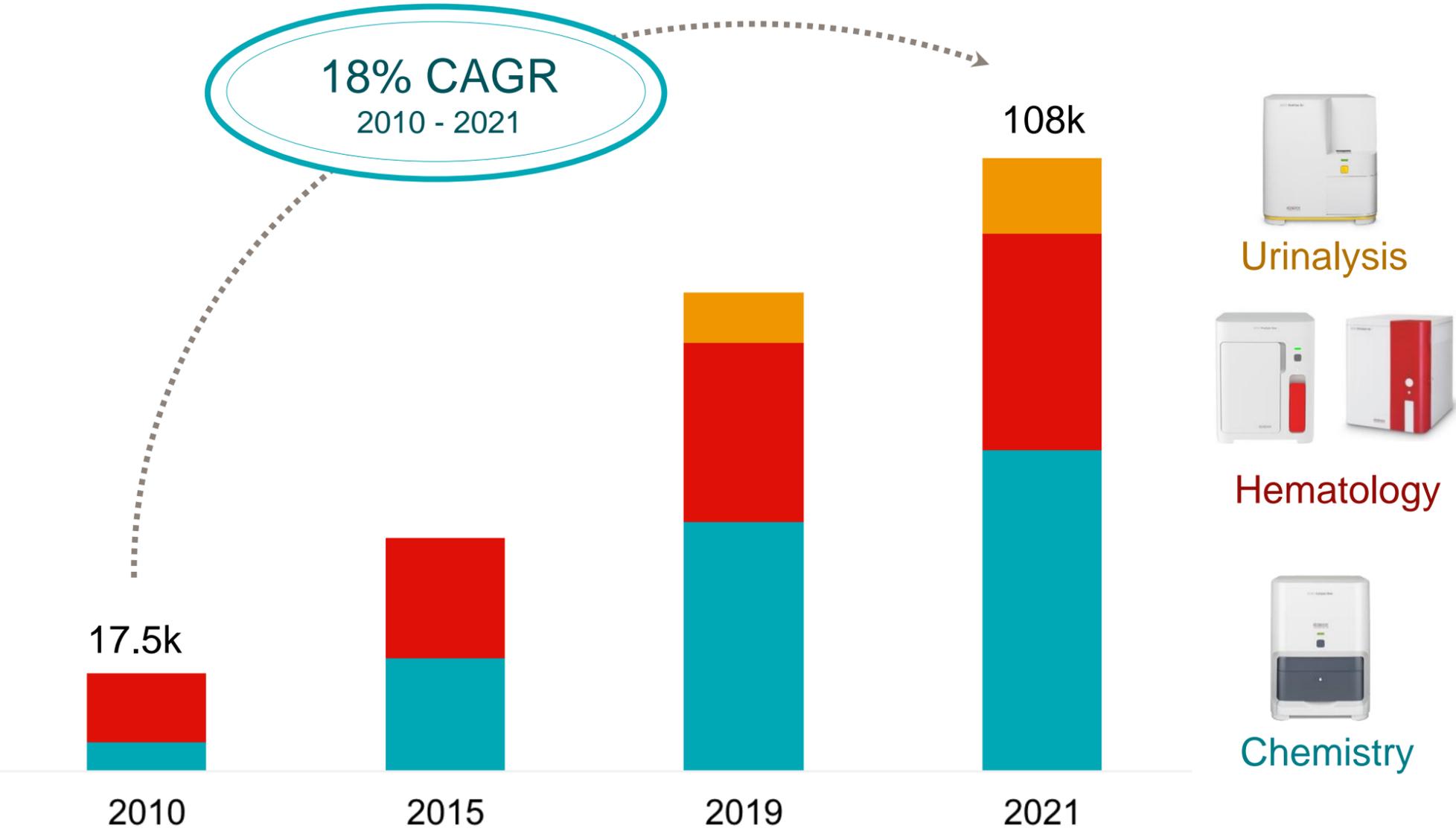
AI-Powered clinical insights delivered inside VetConnect PLUS

Pet Owner Engagement

Digitizing the clinical visit journey

Strong IDEXX Execution is Supporting Sector Growth

Worldwide Premium Instrument Installed Base*



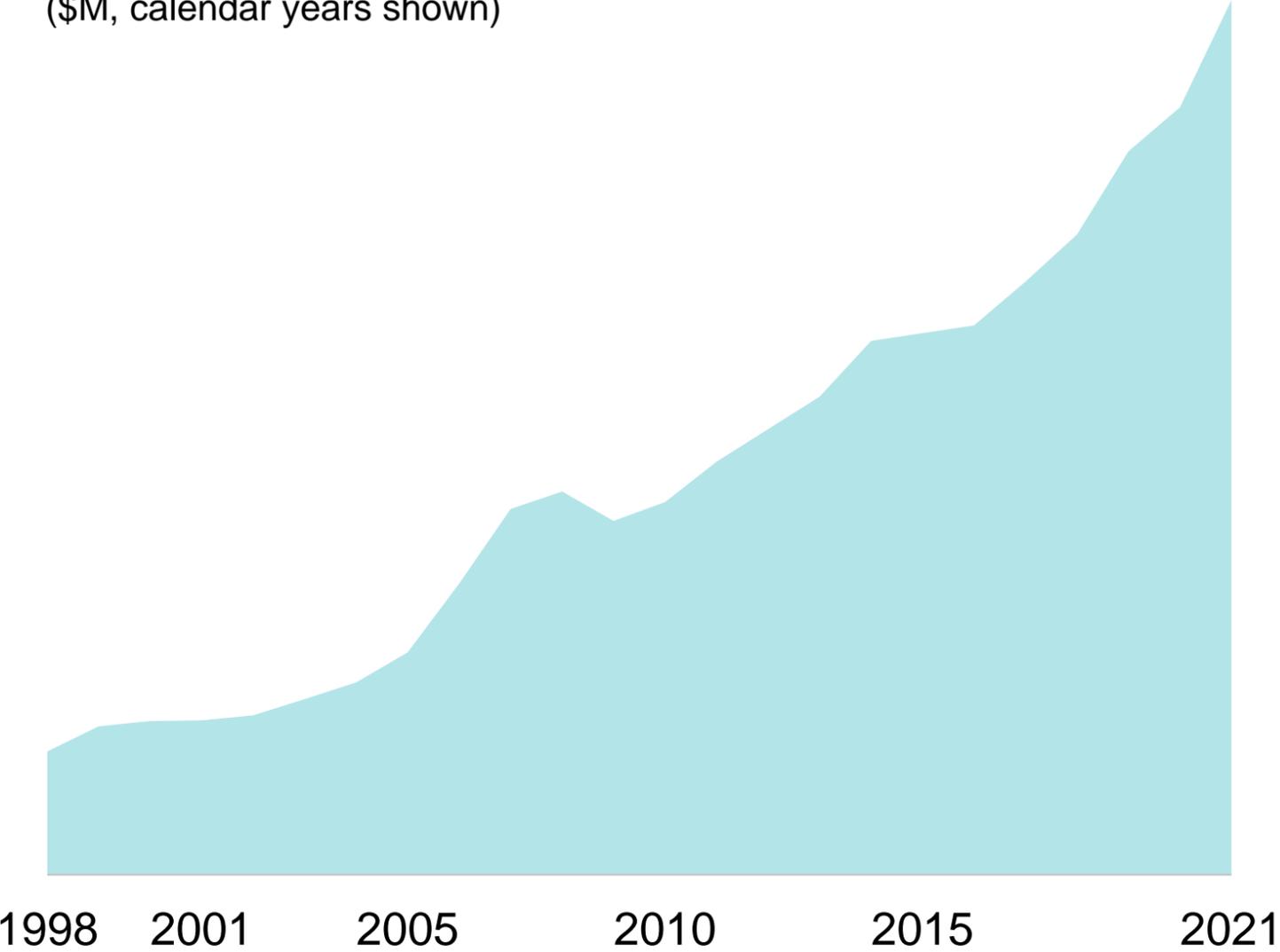
Key Growth Drivers

- Best-in-class solutions
- Technology for life philosophy
- Subject matter experts and trusted advisors
- Customer programs centered on ease of doing business

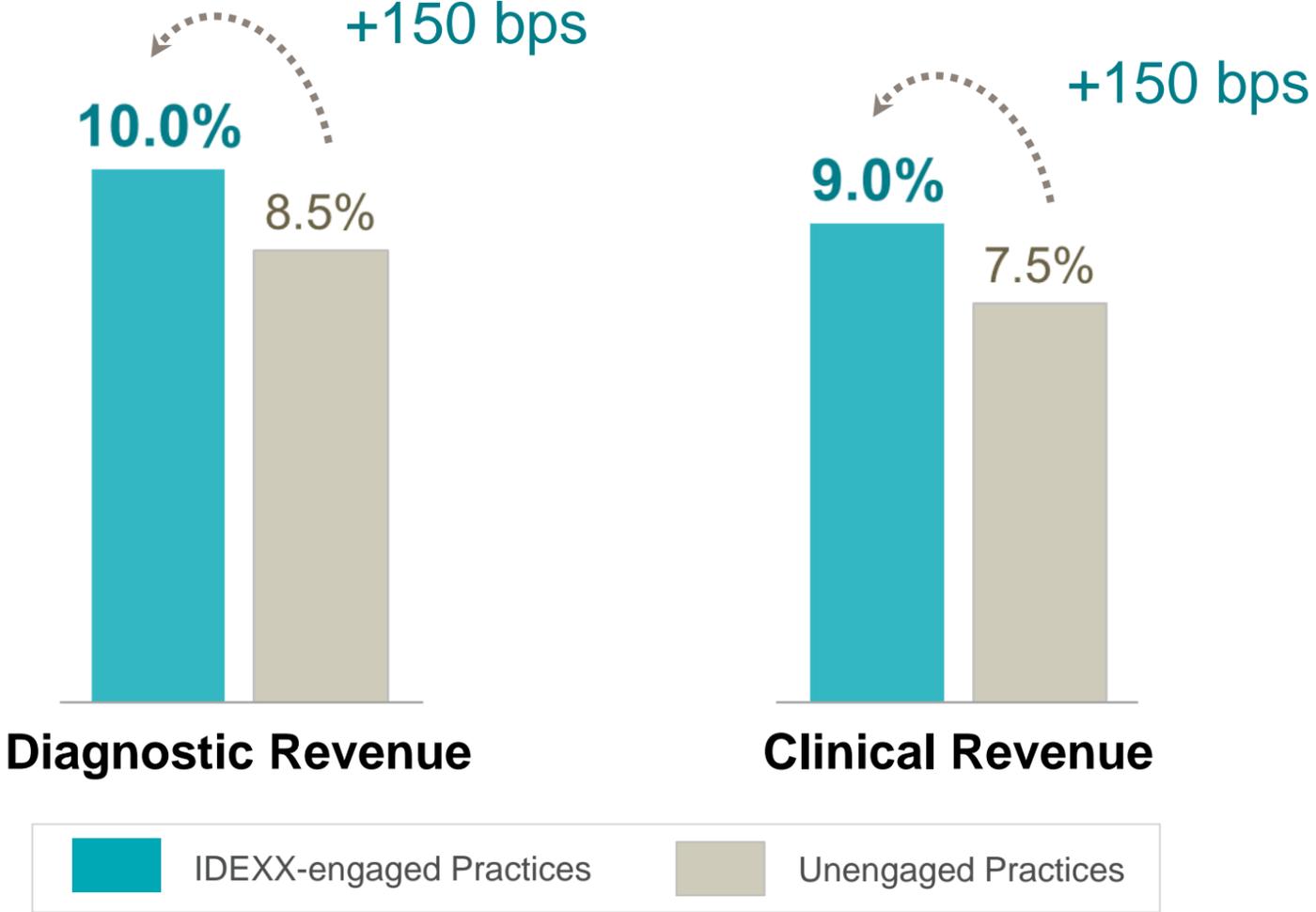
* Premium chemistry includes Catalyst Dx® Chemistry Analyzer and Catalyst One® Chemistry Analyzer, premium hematology includes ProCyte Dx® Hematology Analyzer, ProCyte One™ Hematology Analyzer and LaserCyte® Hematology Analyzer and urinalysis includes SediVue Dx® Urine Sediment Analyzers.

IDEXX Innovation and Customer Engagement Supporting Global CAG Sector Development

IDEXX Annual R&D Investment
(\$M, calendar years shown)



Average Revenue and 2016 – 2021 CAGR per Practice



Source: IDEXX Practice Intelligence data analysis. Total sample of 1,509 practices, of which 1,003 are IDEXX Engaged practices and 506 are Unengaged practices. 'IDEXX-engaged' Practices are those that meet minimum criteria of purchasing IDEXX VetLab, Rapid Assay and Reference Lab diagnostics for the full period 2018 through 2021; 'Unengaged Practices' are those with no IDEXX in-house chemistry, very limited purchasing of IDEXX Rapid Assay and with no purchasing of IDEXX Reference Labs chemistry, histology, or micro for the full period 2018 through 2021.



New Point of Care Testing Categories Enabled Through Technology Partnerships

IDEXX VetLab Diagnostic Suite

Veterinary technology that...

...supports a higher standard of care



Catalyst One



ProCyte One



SediVue Dx



New Platform
1

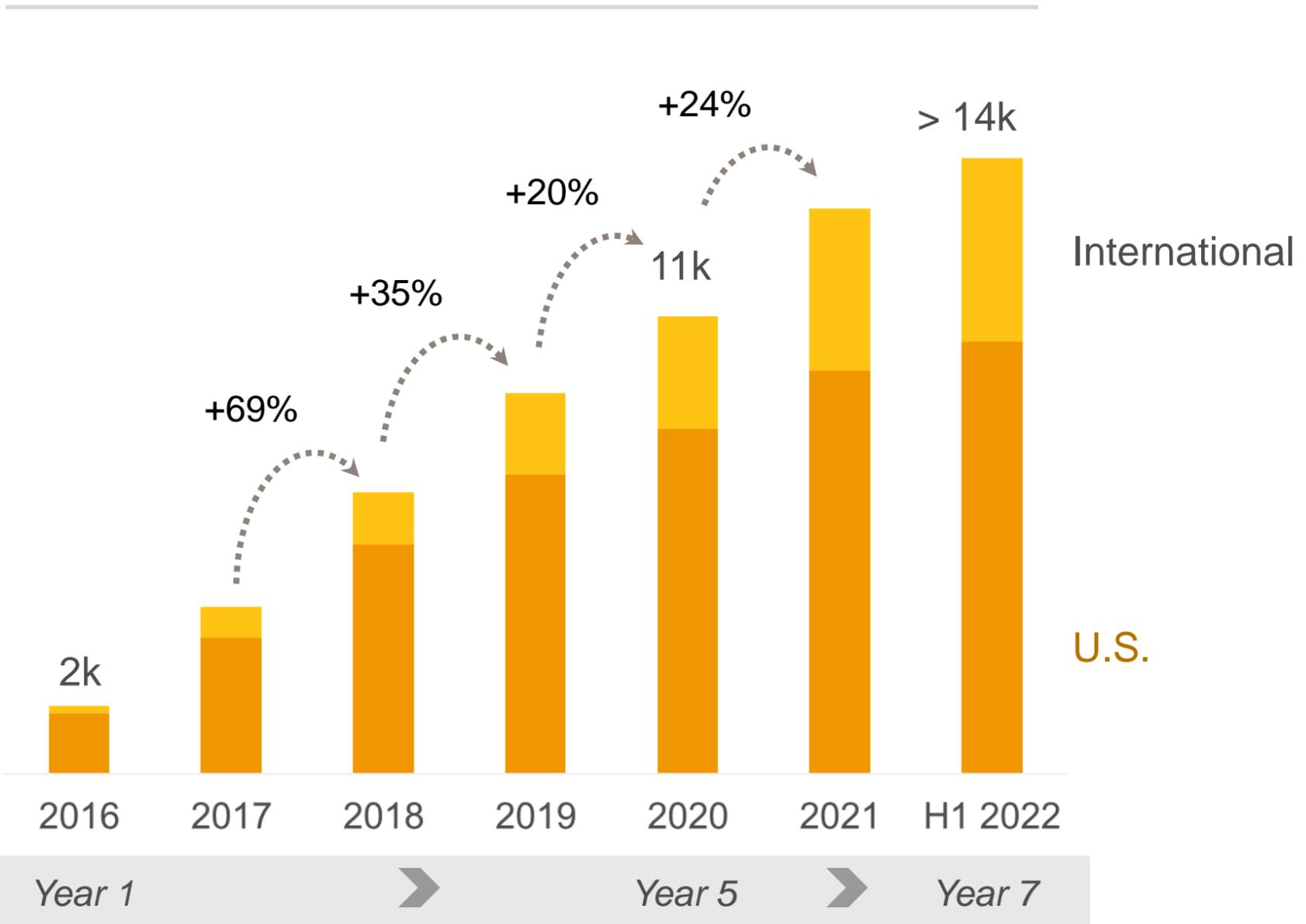


New Platform
2

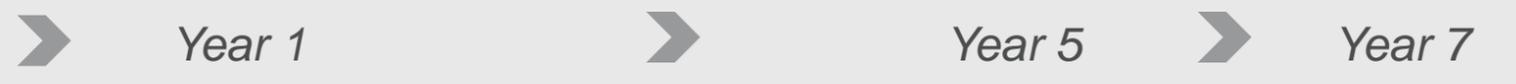
Innovative, New Point of Care Platforms Support Recurring Revenue and Have Multiplier Impact



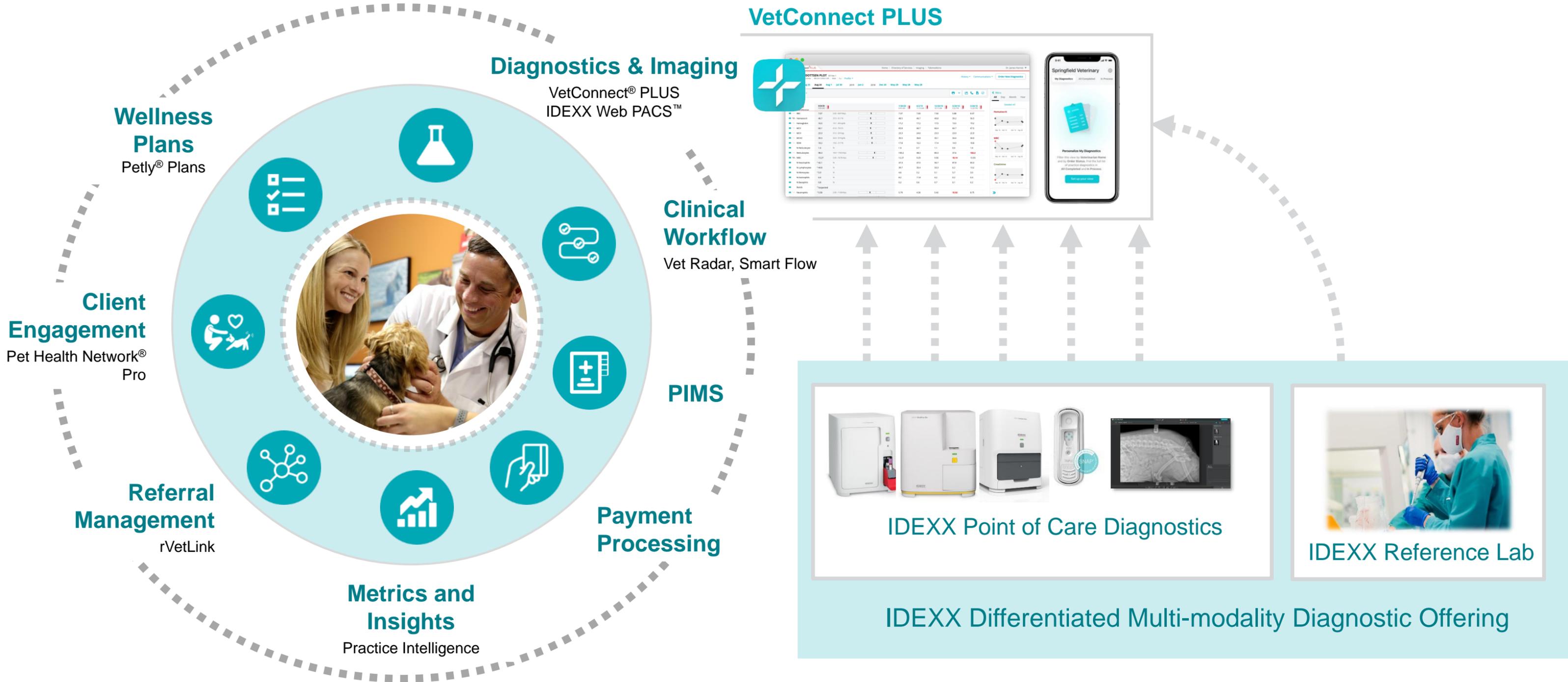
Worldwide SediVue Dx® Installed Base



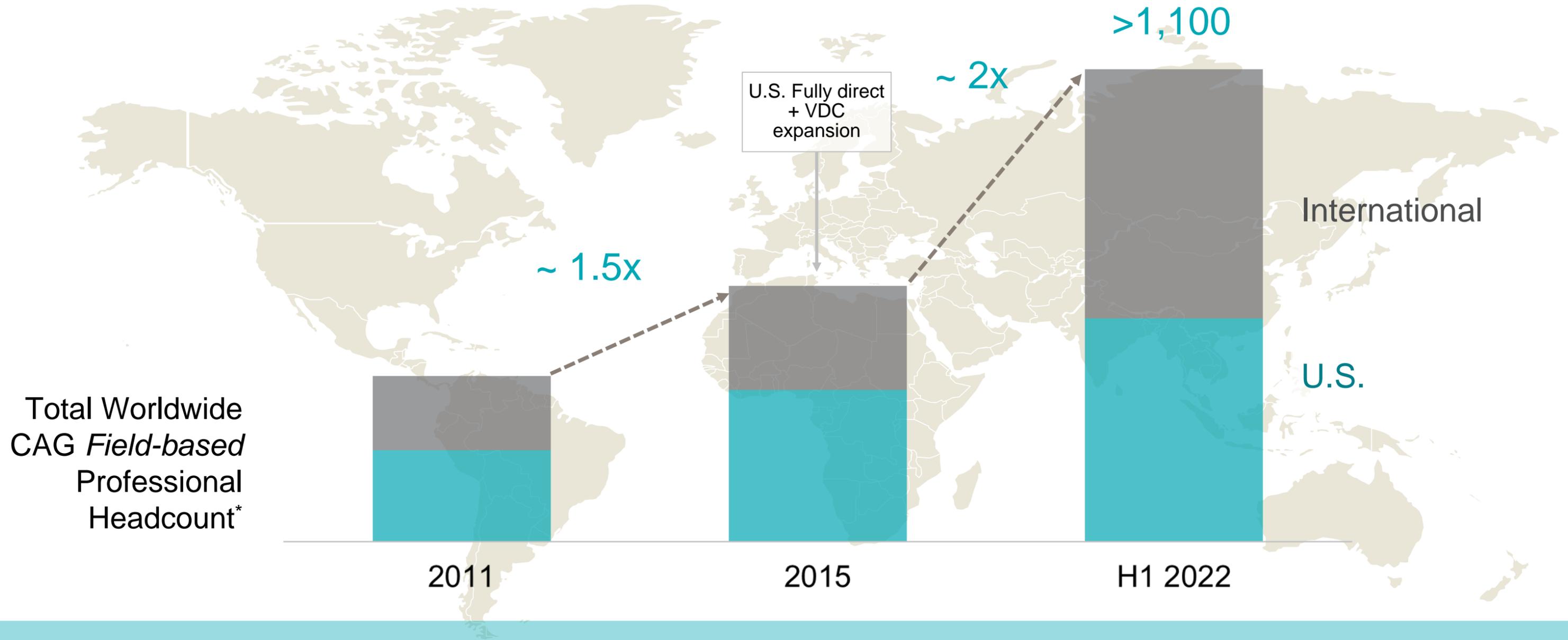
Introduced in H1 2016



IDEXX Fully-integrated Multi-modality Diagnostic and Software Solution Meets Customers' Needs in a Differentiated Way



Expanding Team of Diagnostic Category Experts in Key Geographies Globally



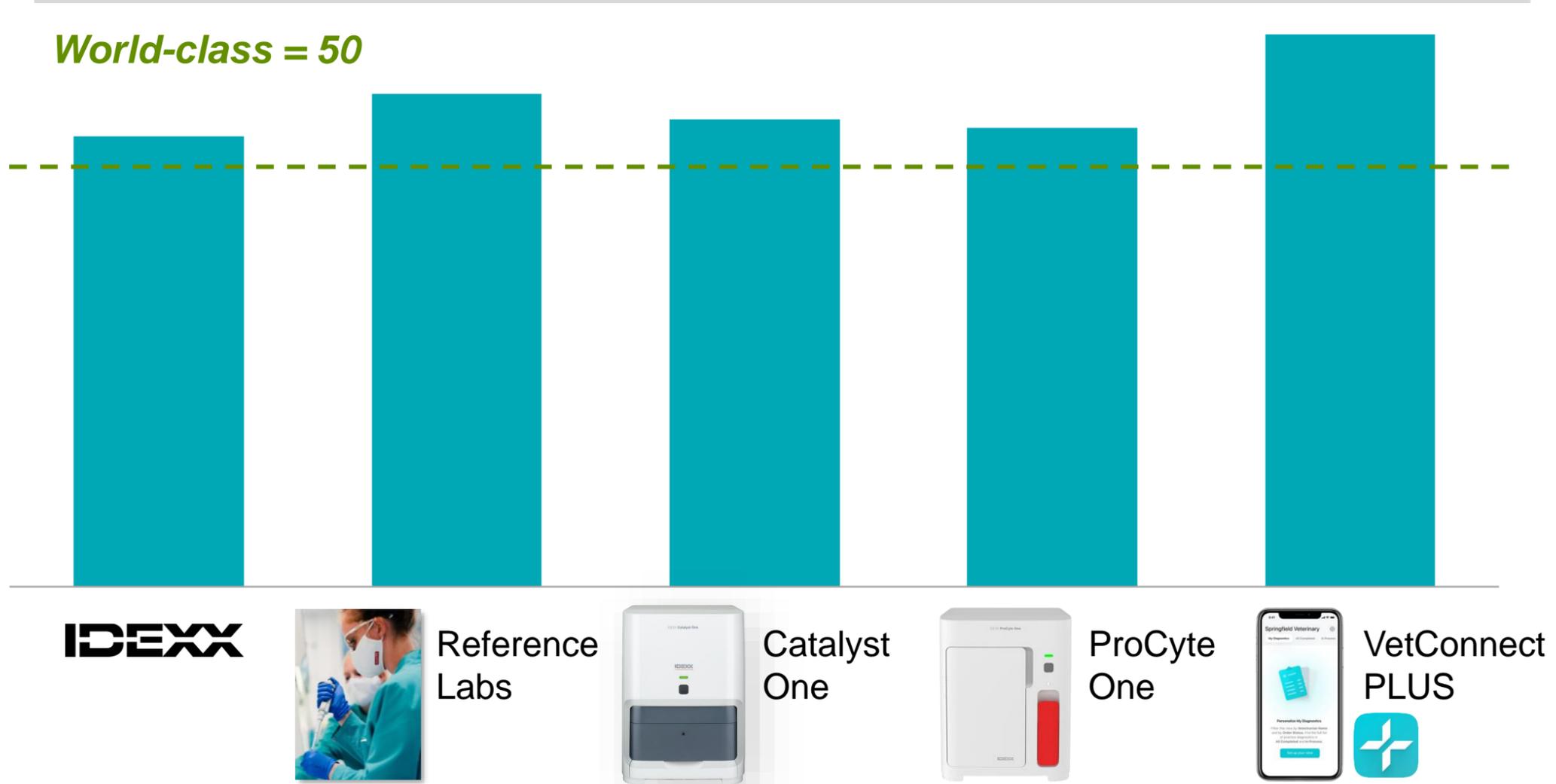
Expanding Global Commercial Footprint Enables Reach Needed to Communicate IDEXX Differentiators

* Includes all field-based sales and technical services headcount, excluding management. Figures as of December 31 of each calendar year.

IDEXX Brand Has Continued World-class Customer Advocacy and High Loyalty Across Our Diagnostic Portfolio



IDEXX U.S. Net Promoter Score

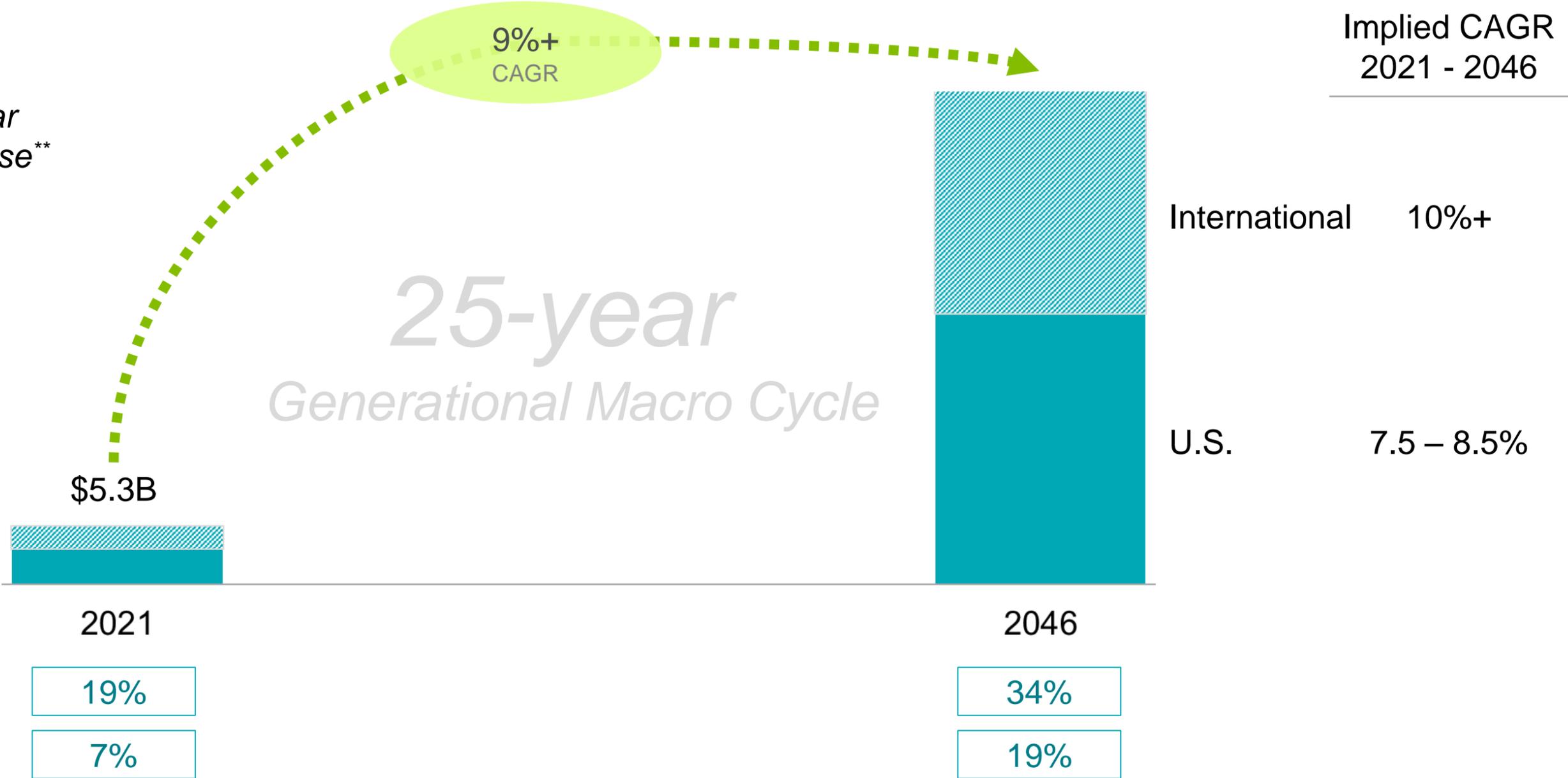


Source: Double-blind primary research study conducted in April – May 2022, with following U.S. sample sizes (IDEXX n = 527, Reference labs n = 507, Catalyst One n = 206, ProCytte One n = 50, VetConnect PLUS n = 426). Question: All things considered, how likely are you to recommend the following brands to a colleague? Score calculated as the % of brand/product users who are 'promoters' (scoring 9 or 10 on a 0-to-10-point scale) minus % of respondents who are 'detractors' (scoring 0 through 6 on a 0-to-10-point scale).

Strong Trends and Increasing Standard of Care Point to Sustained High Long-term Diagnostics Sector Growth

Estimated Total Worldwide Companion Animal Diagnostics Spending (\$M)*

*Base Case Scenario:
Continuation of past 10-year
diagnostic utilization increase***



* Revenue estimated at the manufacturer level. Includes reference lab, telemedicine, in-house instruments and consumables, rapid assay, manual microscopy and 'similar' types of diagnostics through 2046. Excludes veterinary software, digital and ultrasound. Figures stated in USD, based on 2021 average exchange rates. ** Modeled based on projecting continuation of the estimated 2010 – 2021 average annual increase in percentage of clinical visits including bloodwork, clinical visit growth and net price realization relative to 2021 base.



IDEXX – Long-term Resilient, Durable Growth and Returns



A Resilient and Durable Recurring Revenue Business Model with ...

- Tremendous runway and positive demographic trends
- Expertly served by IDEXX's differentiated innovation and commercial personalized touch model
- Generating strong long-term financial returns



Ishka 

Tina Hunt, PhD

Executive Vice President and General
Manager, Point of Care Diagnostics and
Worldwide Operations

IDEXX VetLab and Operations

Tina Hunt, PhD
Executive Vice President and
General Manager

IDEXX Investor Day | August 11, 2022

IDEXX



Advancing Standard of Care with Real-time Diagnostics



Patient Check-in

2:00 pm



History and Physical Exam

2:05 pm



Diagnostics Initiated

2:11 pm



Results and Treatment Plan

2:21 pm



Patient Check-out

2:27 pm

Actionable results during the patient visit benefits pets, clients and practices

Purpose Build, Industry Leading In-clinic Diagnostic Suite

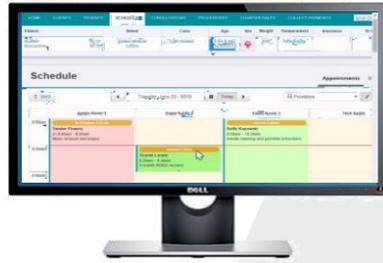


- **Broadest set of in-clinic solutions and menu**
- **Technology for Life Philosophy**
- **Intuitive, hands-off workflow and productivity benefits**
- **Highly integrated and reliable ecosystem**
- **End-to-end connectivity with PIMS**

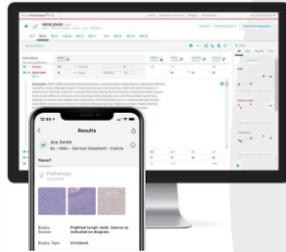
Delivering Productivity and Time-saving Benefits to Capacity-constrained Practices

Workflow and Results Integration Benefits

Two-way connectivity to PIMs for easy ordering and patient record integration, including charge capture



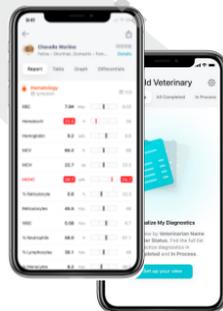
VetConnect PLUS is the go-to diagnostic resource for fast, effective clinical decision-making



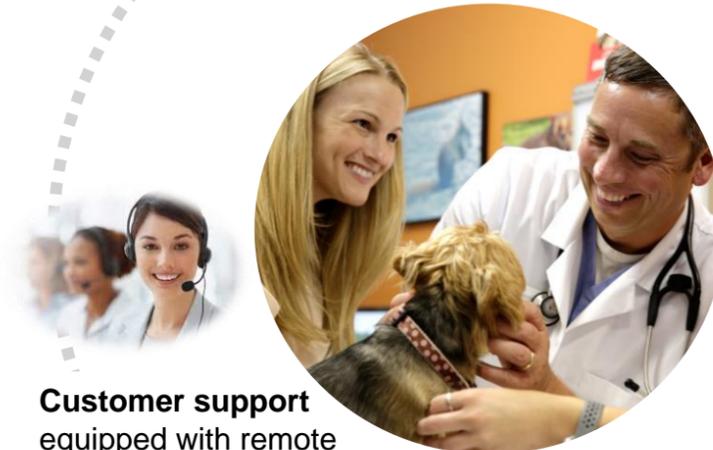
Reference Labs Results for a complete patient results view through VetConnect PLUS



Clinical Decision Support
AI-powered clinical insights delivered inside VetConnect PLUS



Customer support equipped with remote access for fast issue resolution



A single hub of IDEXX VetLab diagnostic ecosystem



IDEXX Comprehensive Diagnostic Suite

Chemistry and Immunoassay
The most expansive test menu including specialty tests



Hematology
The most accurate and comprehensive CBC



Urinalysis
Automated sediment analysis for consistently accurate results



Rapid Assay
Accurate, broad, differentiated menu. SNAP Pro delivers ease of use, efficiency, charge capture



Diagnostic Imaging
Most advanced, low dose DR portfolio
Unrivaled Web PACs cloud software



ProCyte One Has Received Phenomenal Customer Response

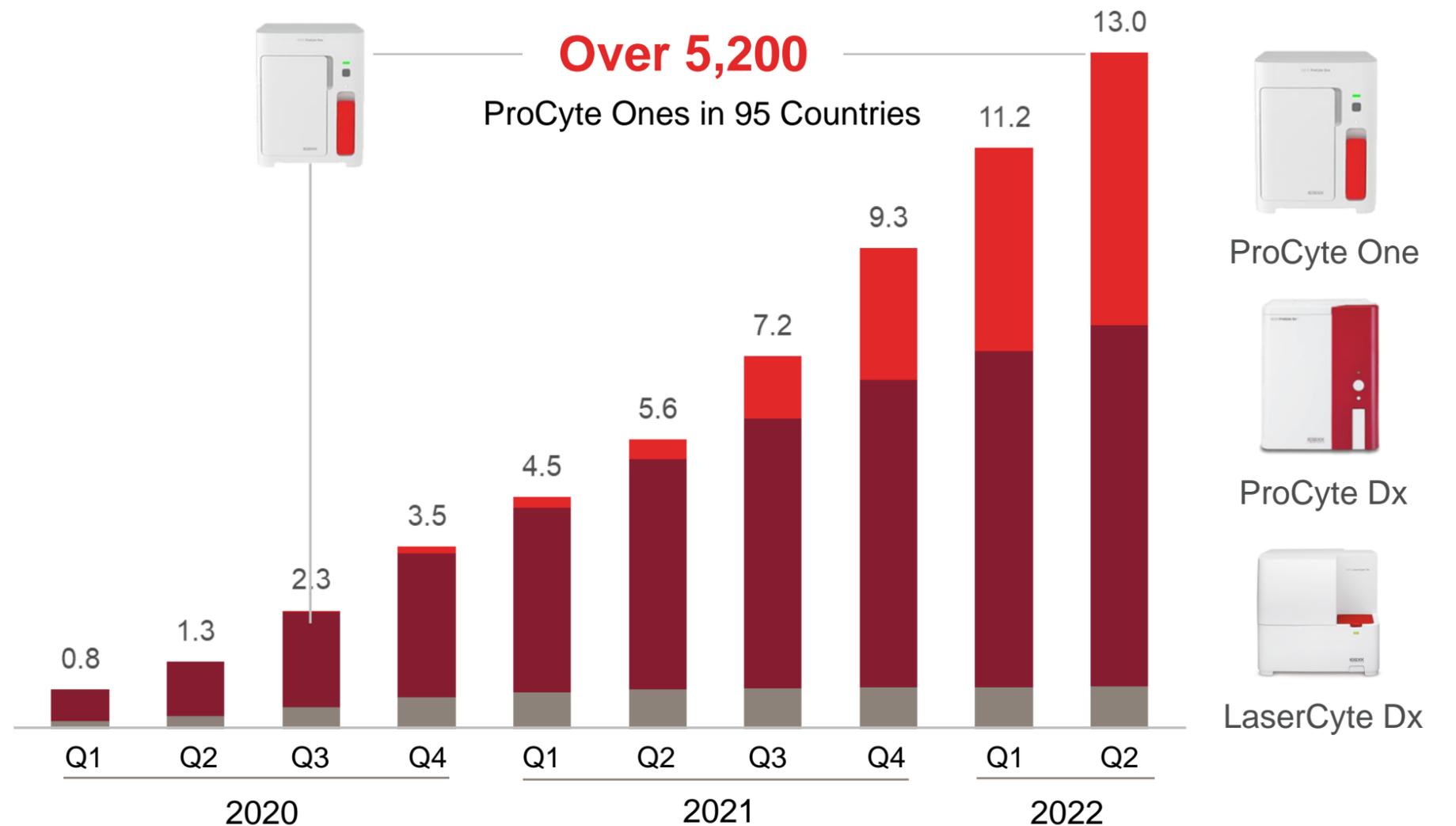
Compelling combination of differentiated menu, unprecedented ease of use, affordability



“ProCyte One is pure joy!”
 South Main Veterinary Hospital, Sutter Creek, CA

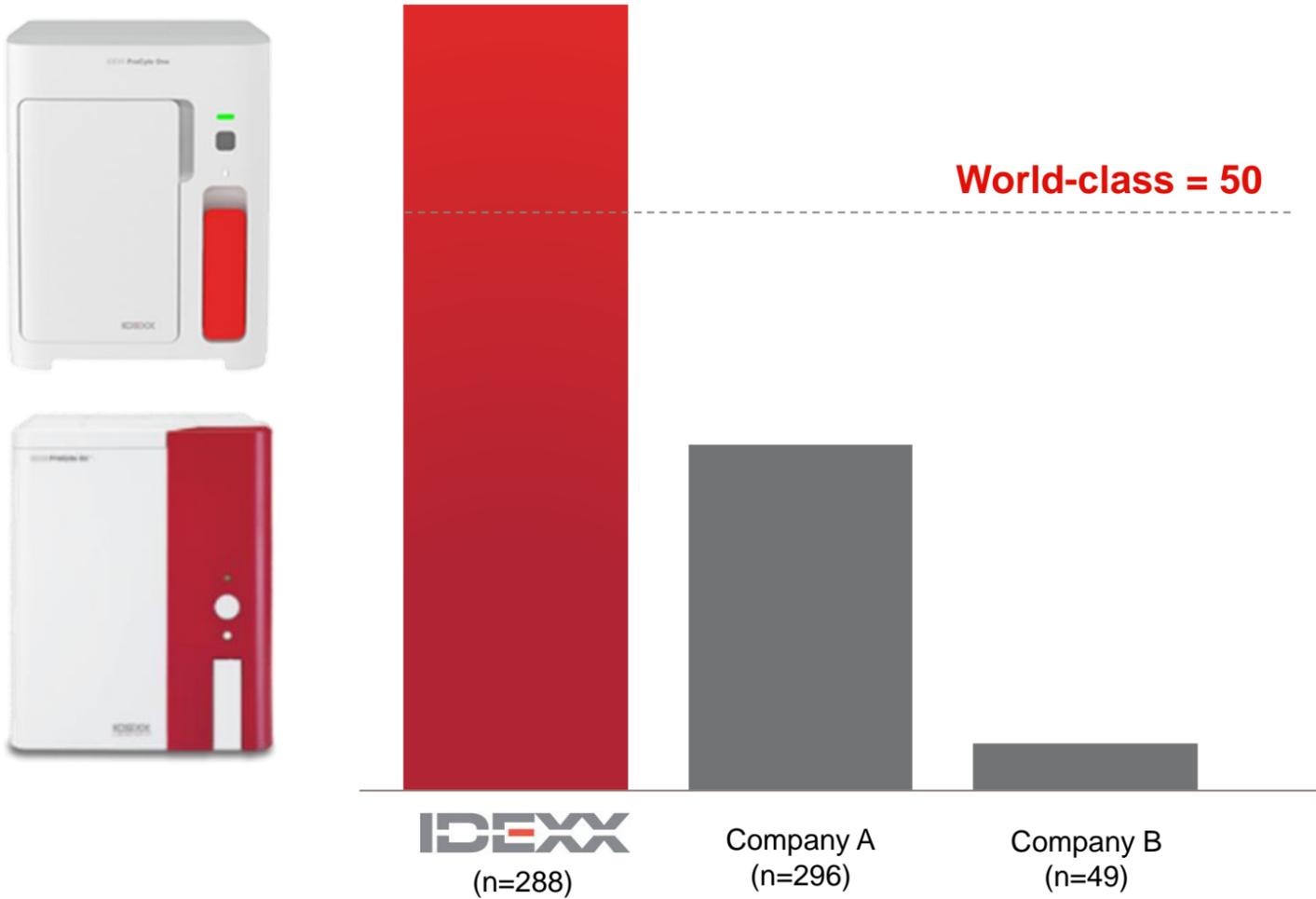
Global Premium Hematology Analyzer Cumulative Placements

2020 – 2022 (thousands)



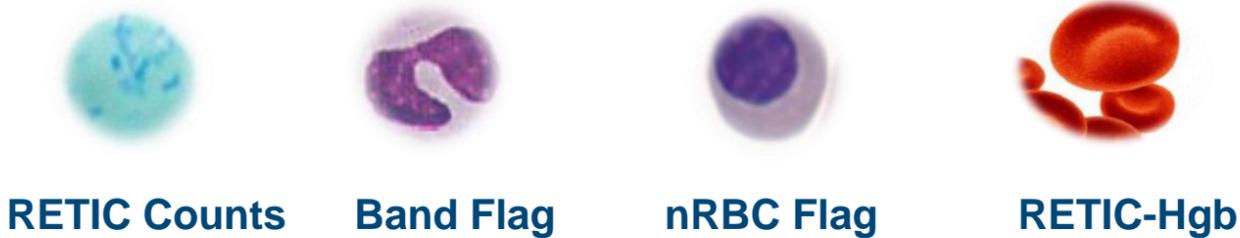
Our Analyzers Have World-class Customer Advocacy and High Loyalty

Hematology Analyzers U.S. Net Promotor Score



Highly Differentiated Hematology Solutions

- Advanced diagnostics with several unique parameters
- Consistent reference lab-quality results
- Highly accurate and reliable
- Fast, effortless operations
- Integrated tools and expert support

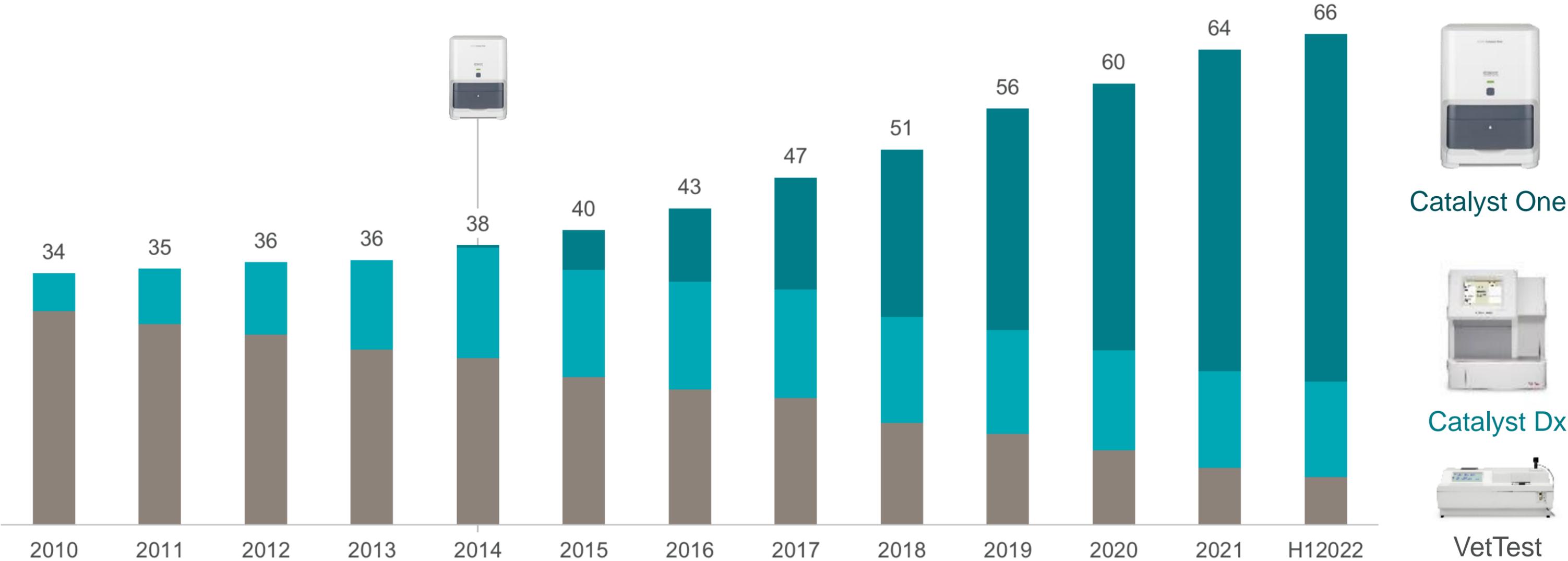


Source: Double-blind primary research study conducted in April – May 2022. Question: All things considered, how likely are you to recommend the following brands to a colleague? Score calculated as the % of brand/product users who are 'promoters' (scoring 9 or 10 on a 0-to-10-point scale) minus % of respondents who are 'detractors' (scoring 0 through 6 on a 0-to-10-point scale).

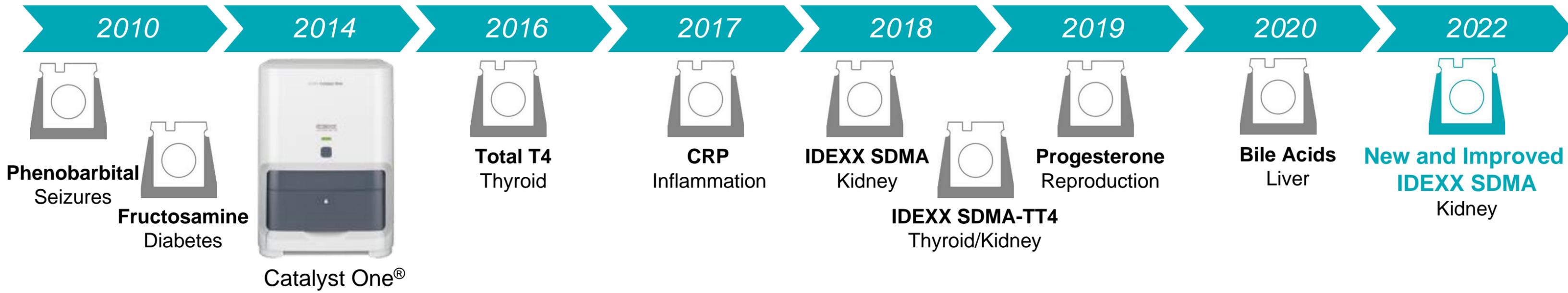
Catalyst One's Broad Global Appeal Drives High Customer Demand

Highly differentiated, comprehensive, excellent performance, affordable, appreciating value

Global Chemistry Analyzer Installed Base (thousands)



Technology for Life: Delivering a Cadence of New Menu on Catalyst



Cumulative Impact of New Menu

  **7%+**
Chemistry Utilization
for New Menu Adopters*

~ 99%
Customer
Retention

\$130M
2021 Revenue
from New Menu*

* Source: Based on analysis of IDEXX in-house chemistry volume data, n = ~17,000 clinics globally. New Menu includes menu offering additions to IDEXX Catalyst Dx and Catalyst One from 2010-2020. New menu adopters defined as customers who have utilized any of IDEXX's new menu for six months or greater in each of 2018, 2019, 2020 and 2021. Chemistry utilization includes all Chem 10,15, 17, and Lyte 4 slides. Growth rate represents 3-year CAGR for 2018-2021 for new menu adopters.

SDMA Is an Essential Test in Every Chemistry Panel

Outsized diagnostic value supported by extensive clinical evidence and over 90 publications



What are their **kidneys** telling you?

Listen closer with **IDEXX SDMA®**

Detects

diseases of the kidney sooner

- Chronic kidney disease
- Acute kidney injury
- Pyelonephritis
- Upper urinary obstruction
- Kidney stones
- Glomerulonephritis
- Congenital disease



Reflects

other disease processes affecting the kidneys

- Hyperthyroidism
- Vector-borne disease
- Systemic hypertension
- Cardiorenal syndrome
- Lower urinary obstruction
- Sepsis
- Cancer

Chemistry	4/5/20 3:32 PM	
Glucose	63	70 - 143 mg/dL
Creatinine	1.0	0.5 - 1.8 mg/dL
BUN	5	7 - 27 mg/dL
BUN:Creatinine Ratio	10	
Phosphorus	4.3	2.5 - 6.8 mg/dL
Calcium	3.1	2.5 - 6.8 mg/dL
Sodium	154	150 - 165 mmol/L
Potassium	5.3	3.5 - 5.8 mmol/L
Chloride	119	112 - 129 mmol/L
Total Protein	6.7	5.2 - 8.2 g/dL
Albumin	3.4	2.2 - 3.9 g/dL
Globulin	3.3	2.5 - 4.5 g/dL
Alb:Glob Ratio	1.0	

Mild azotemia

Is there a diagnosis of chronic kidney disease (CKD) and/or are there other conditions which may be affecting renal values?

No

Other condition present; CKD unlikely

Yes, CKD; no other known conditions

Yes, CKD with stable concurrent condition

IDEXX SDMA



Detects as little as **25% loss** of kidney function*



Earlier indicator of progressive kidney function loss*

Clinical Decision Support



IRIS CKD Staging Support

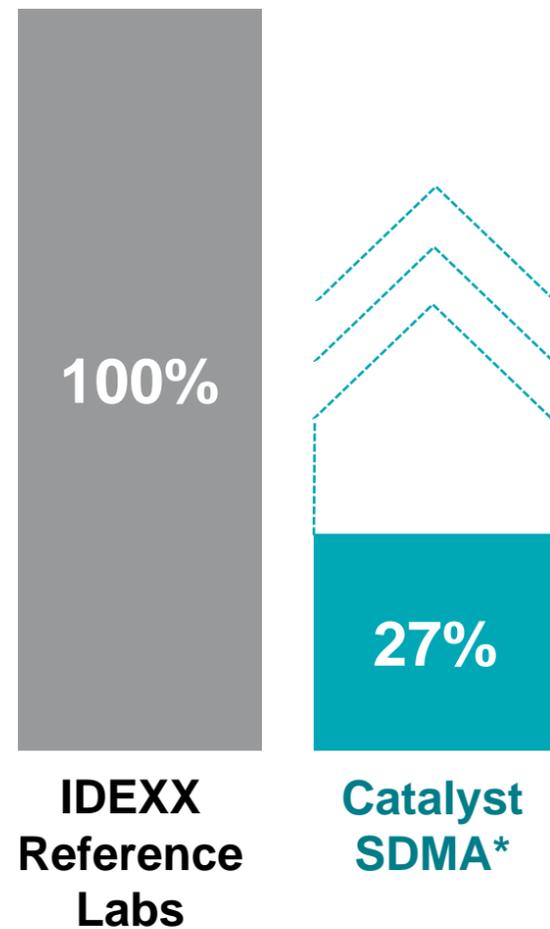


Delivered inside VetConnect PLUS

* Sources: 1. Nabity MB, Lees GE, Boggess M, et al. Symmetric dimethylarginine assay validation, stability, and evaluation as a marker for early detection of chronic kidney disease in dogs. J Vet Intern Med. 2015;29(4):1036–1044. 2. Hall JA, Yerramilli M, Obare E, Yerramilli M, Jewell DE. Comparison of serum concentrations of symmetric dimethylarginine and creatinine as kidney function biomarkers in cats with chronic kidney disease. J Vet Intern Med. 2014;28(6):1676–1683. 3. Hall JA, Yerramilli M, Obare E, Yerramilli M, Almes K, Jewell DE. Serum concentrations of symmetric dimethylarginine and creatinine in dogs with naturally occurring chronic kidney disease. J Vet Intern Med. 2016;30(3):794–802.

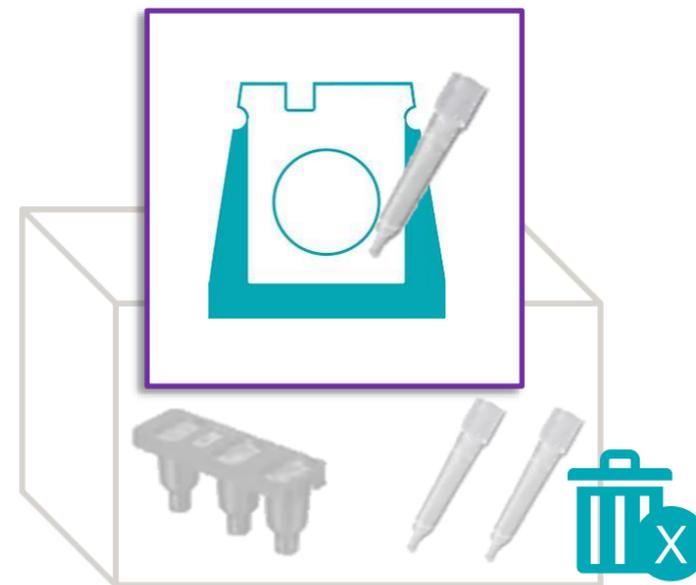
New Catalyst SDMA Is Faster and Easier to Include in Chemistry Panels

IDEXX SDMA Inclusion in Chemistry Panels



Faster and Easier to Use Design

- 20%** faster run time
- 14%** fewer steps
- No separate reagent pack



Responsible Product Stewardship

- ~29k lbs** plastic avoided per year
- 44%** reduction in packaging material
- 100%** recycled cardboard



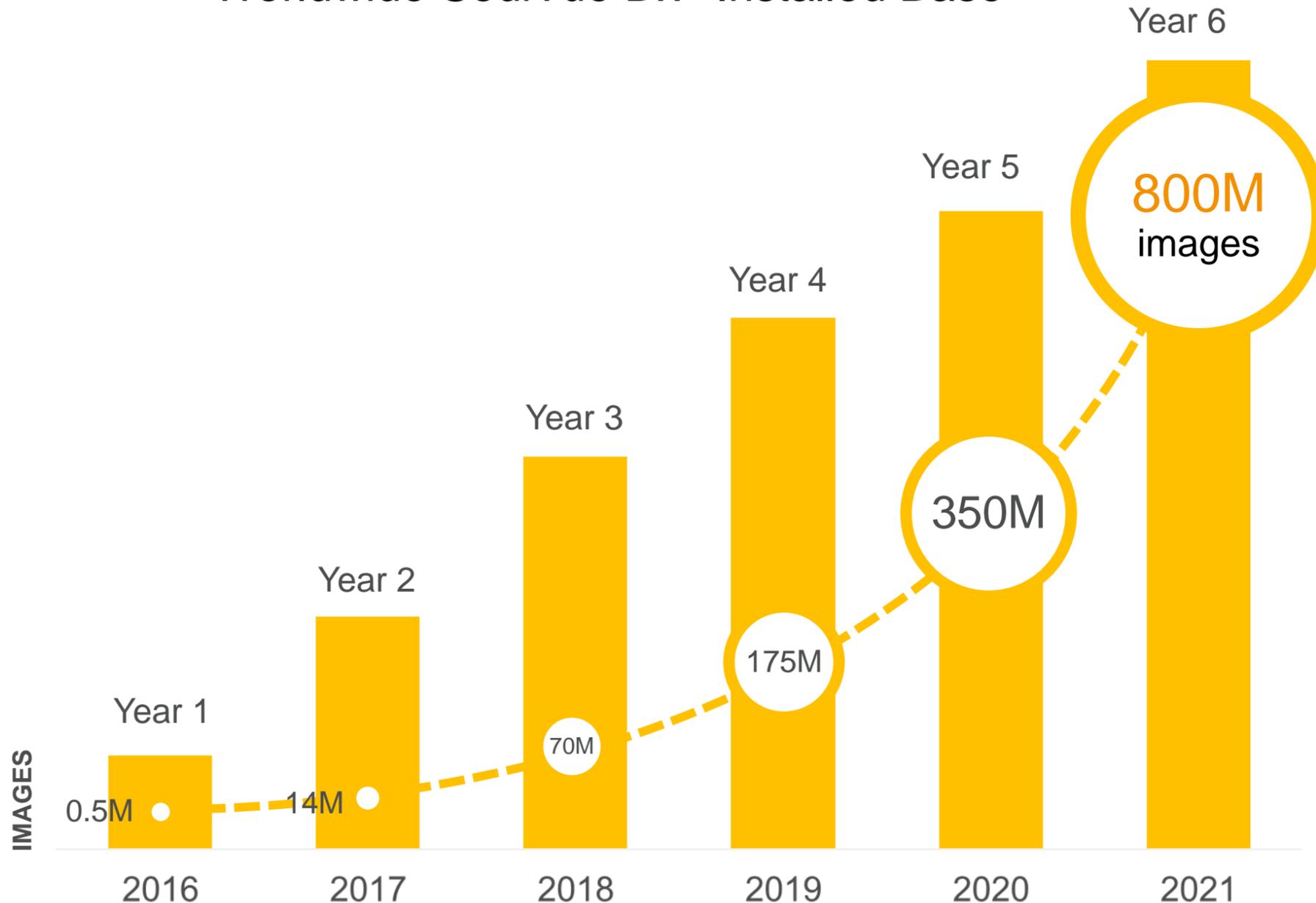
* Based on SDMA in-clinic volumes as of May 2022 for practices in North America, excluding certain corporate groups.

Same excellent performance and clinical utility

SediVue Dx Capabilities Continue to Advance

Enabling customers to get more out of urinalysis...faster and with less effort

Worldwide SediVue Dx[®] Installed Base



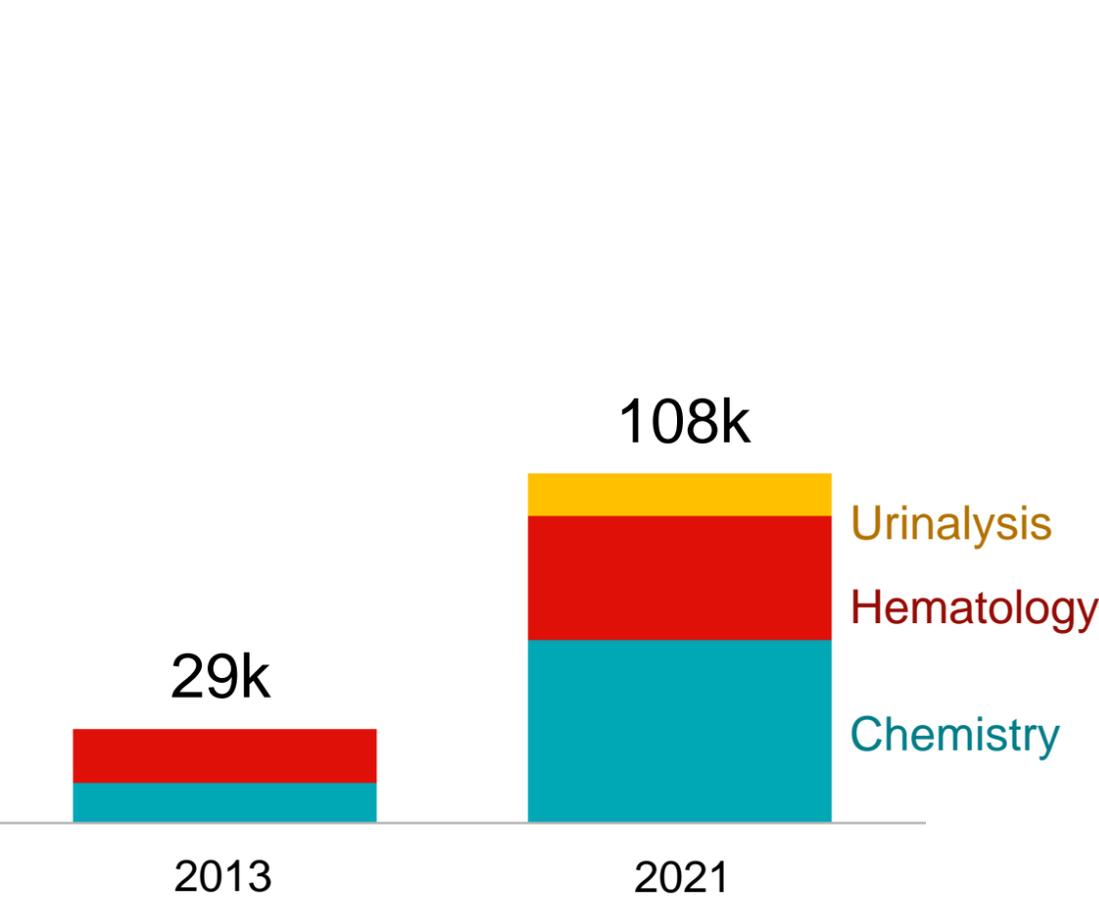
~ 14,500
Customers Worldwide



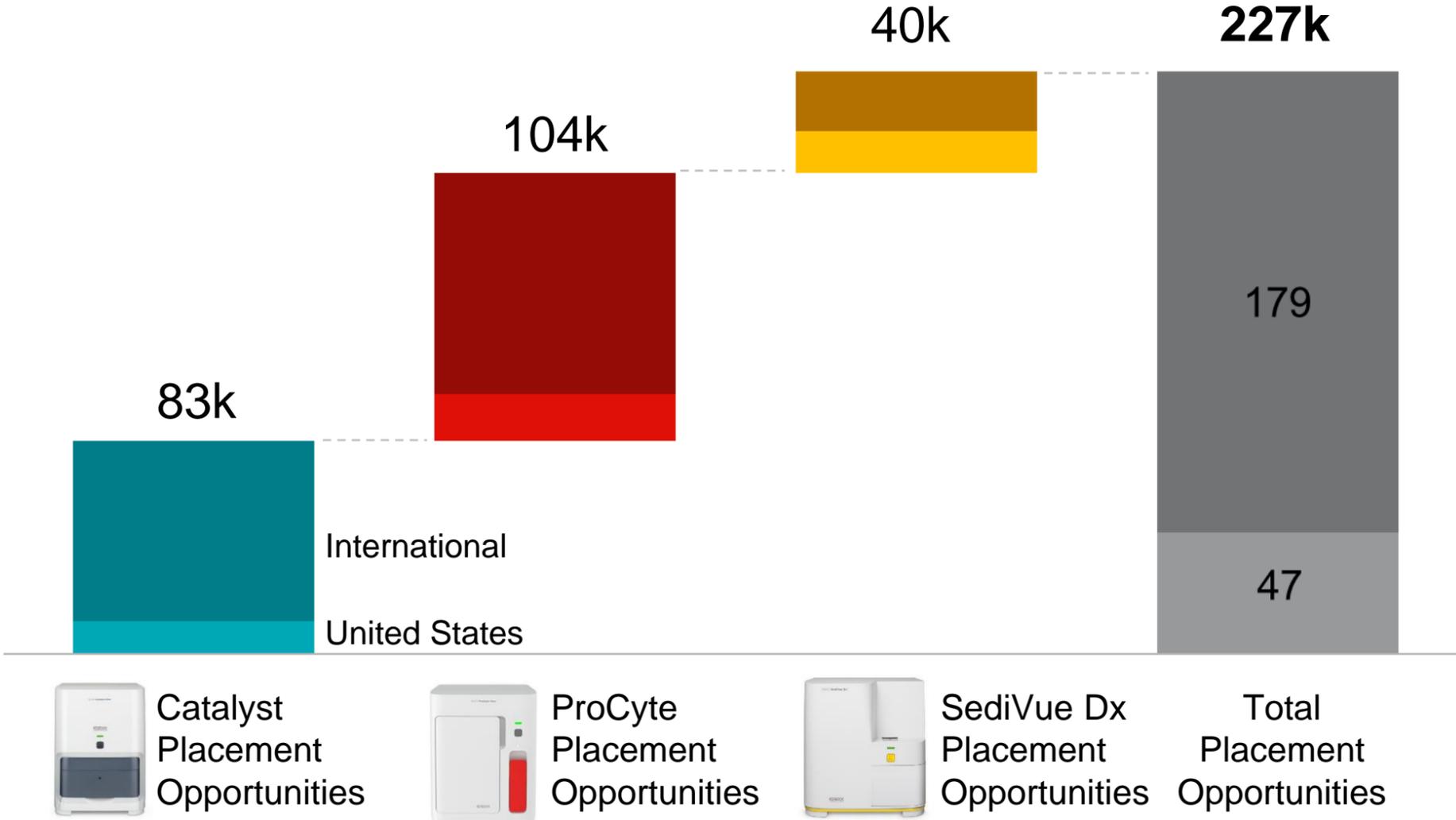
Results interpretation
facilitates clinical decisions
and next steps

High Customer Interest in IDEXX Analyzers with ~230k Additional Global Placement Opportunities

*Global IDEXX Premium Instrument Installed Base**



*Global Incremental IDEXX Premium Instrument Placement Opportunity***



Catalyst Placement Opportunities



ProCyte Placement Opportunities



SediVue Dx Placement Opportunities

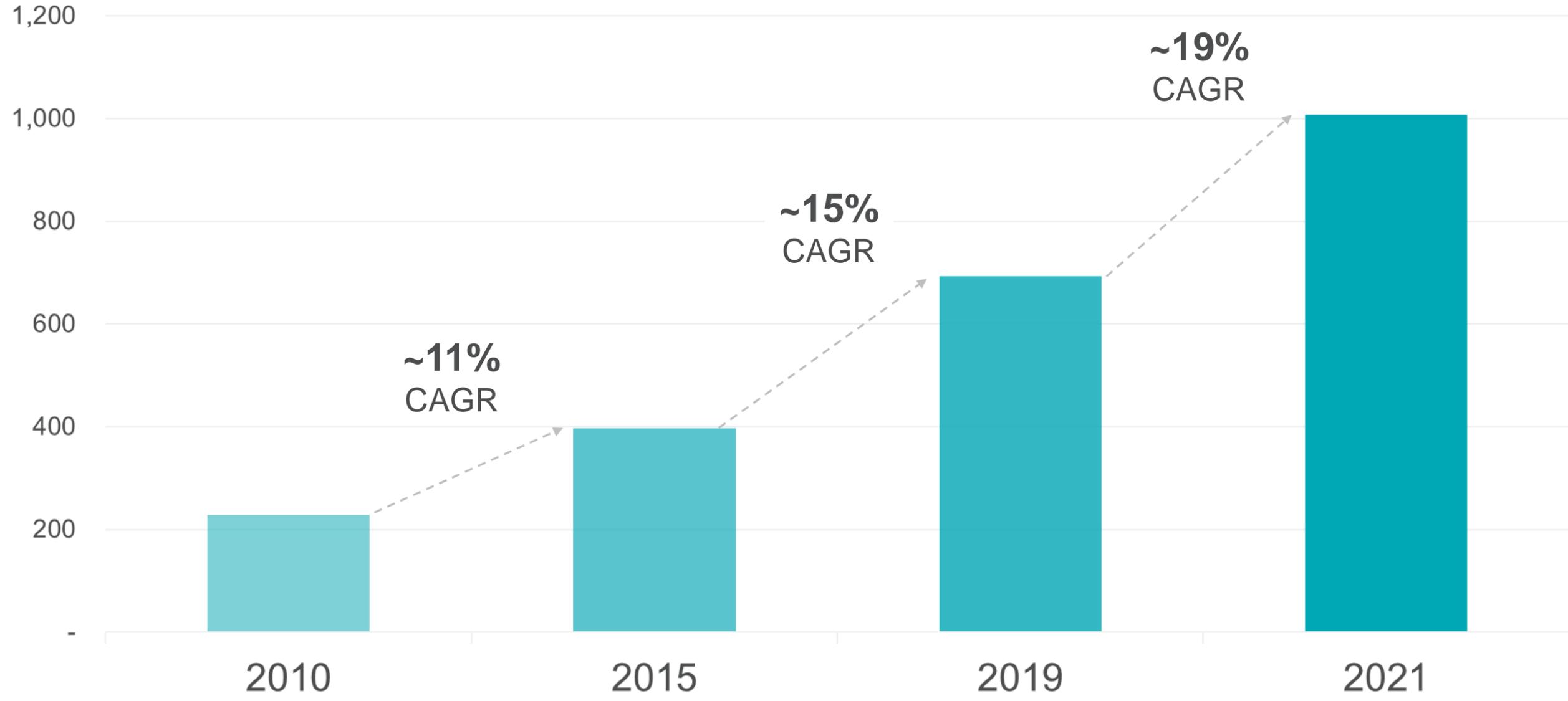
Total Placement Opportunities

* All figures are rounded. Premium chemistry includes Catalyst Dx® Chemistry Analyzer and Catalyst One® Chemistry Analyzer installs, premium hematology includes ProCyte Dx® Hematology Analyzer, ProCyte One™ Hematology Analyzer and LaserCyte® Hematology Analyzer installs and Urinalysis includes SediVue Dx® Urine Sediment Analyzer installs. ** All figures are rounded. Excludes practices too small to be likely candidates for chemistry analyzer placement at this time.

IDEXX VetLab Has Long-term Durable Recurring Revenue Growth Drivers

Expanding customer base, new menu additions, core testing utilization growth, price realization

IDEXX VetLab Recurring Revenue and Normalized Organic Revenue CAGR^{1,2,3} (\$M)

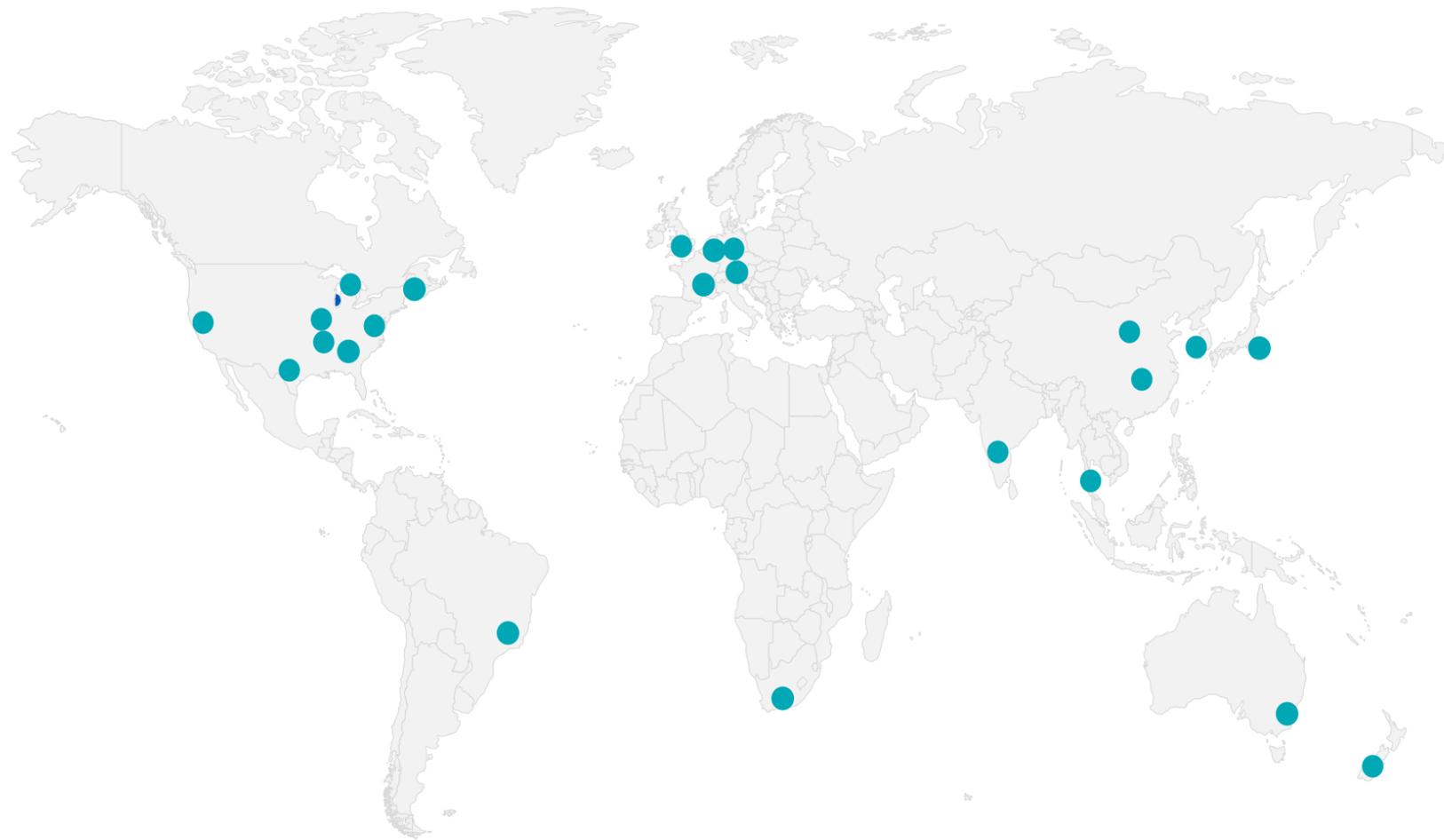


^{1,2} Please refer to the Appendix for descriptive footnotes. IDEXX CAG Dx Recurring Revenue not available prior to 2009. ³ Non-GAAP financial measure, please refer to Appendix for descriptive footnotes.



IDEXX's Global Operations Performing Exceptionally Well

Advancing capacity, resiliency, and efficiency to enable long-term growth and scalability



Locations serving and supporting >175 Countries

99% 
On-Time Delivery

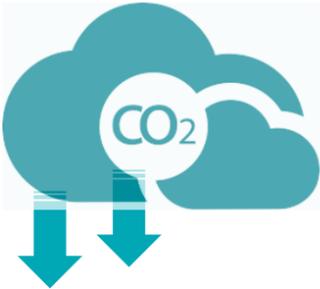
99% 
Product Availability



Environmental Sustainability Is Fully Integrated in Our Strategy



Environmental Goals



Reduce our operational impact
by 38% by 2030

Includes gas (GHG) emissions (Scope 1 & 2)



Source **100% renewable electricity** by 2030

2021 Initiatives Highlights

Sustainable Packaging



U.S. Cold Consumables Shipping

~ **330k lbs**



Polystyrene foam anticipated to be avoided per year

Product Stewardship



New Catalyst SDMA test

44%



Reduction in packaging material and transition to 100% recycled cardboard

Promoting Circularity



Single Swap Service Program

50%



Reduction in packaging requirements avoiding 76k shipments per year



Julie Godon

Vice President and General Manager,
Rapid Assay

Honey 

Rapid Assay and SNAP 4Dx Plus

Julie Godon,
Vice President and
General Manager

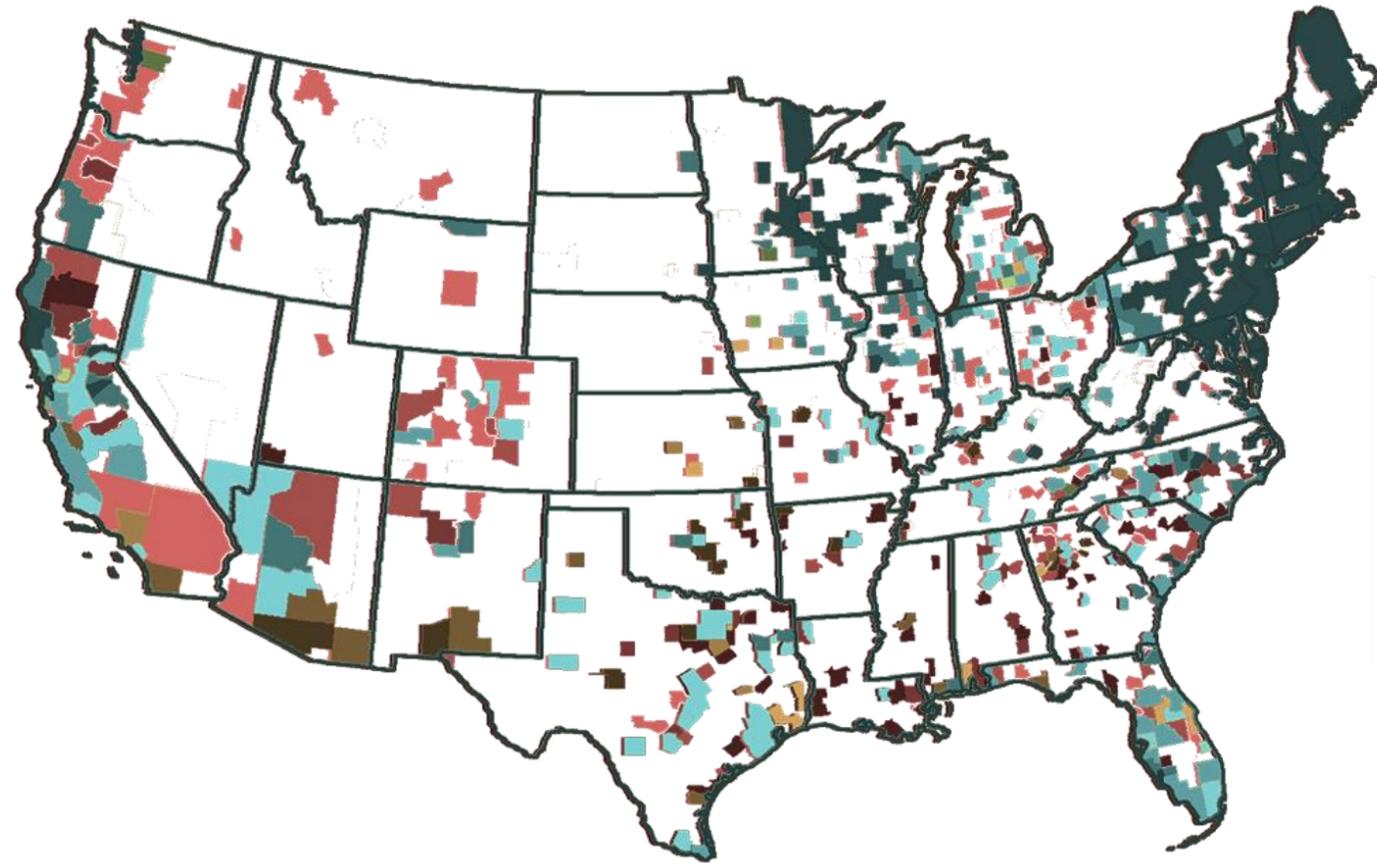
IDEXX Investor Day | August 11, 2022

IDEXX

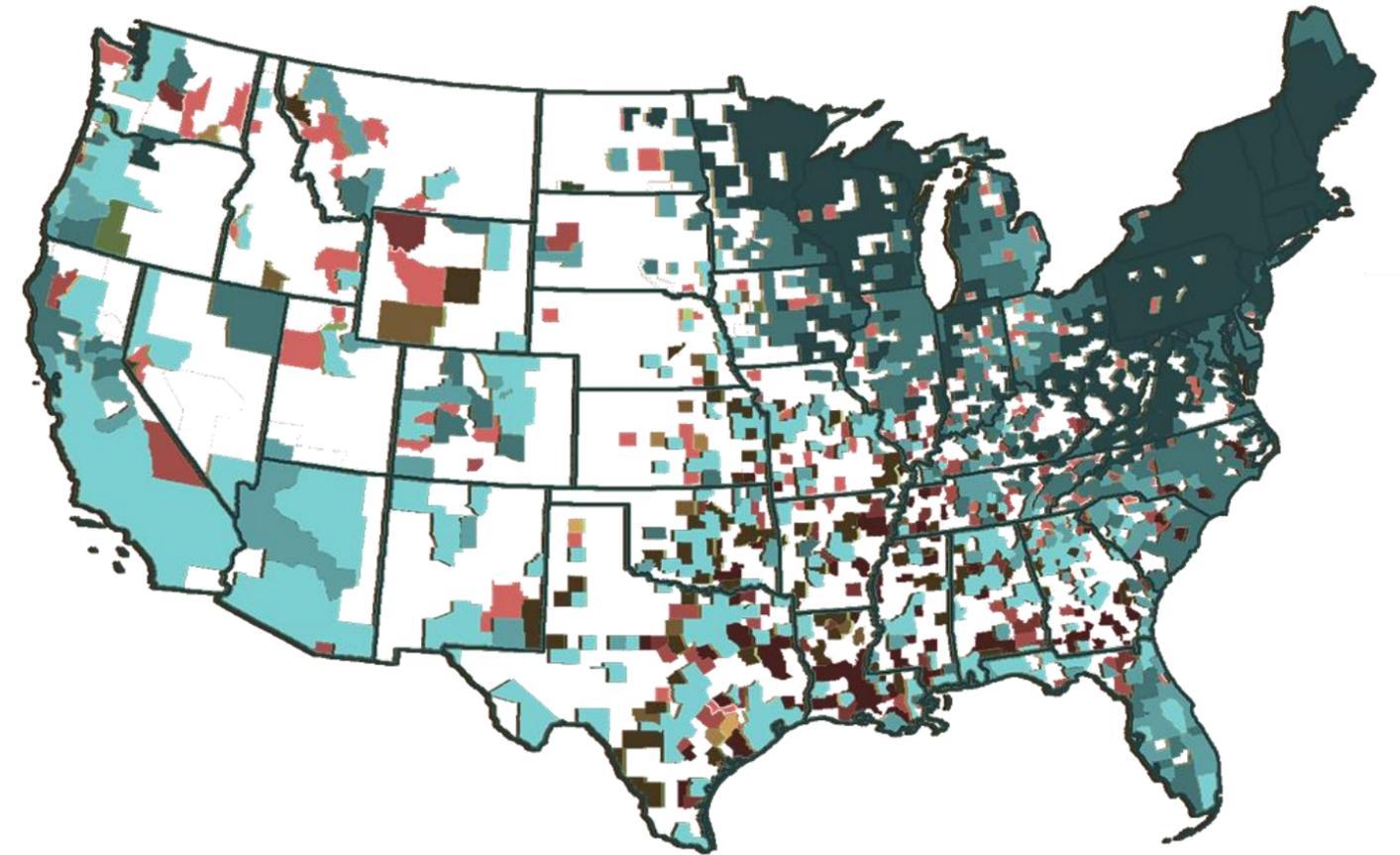


Vector-borne Disease Screening Is Being Driven by Increased Prevalence and Geographic Spread of Disease

2010



2021



“Test annually for tick-transmitted pathogens, especially in regions where pathogens are endemic or emerging.”

- Companion Animal Parasite Council (CAPC)*

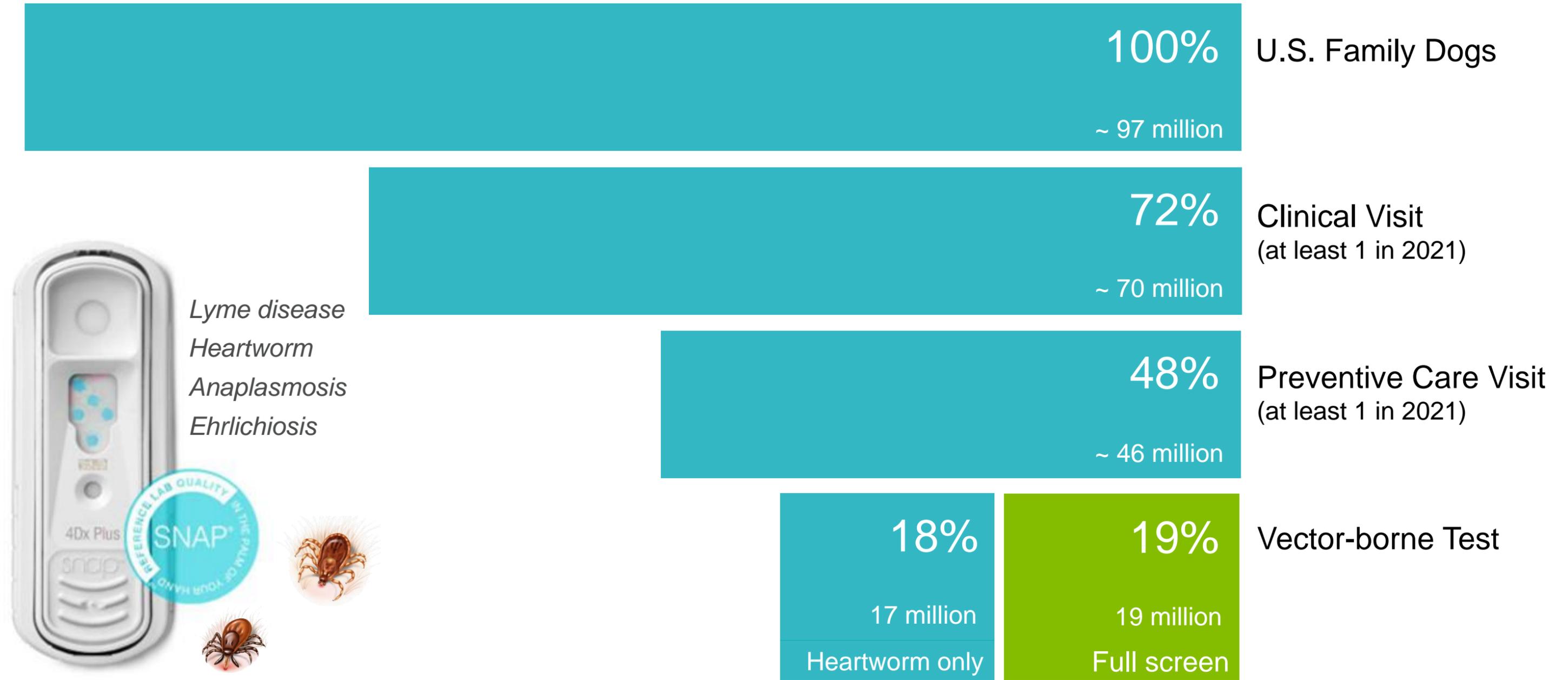


* CAPC General guidelines for dogs and cats, last updated July 29, 2020

Source: 4Dx Plus overlay prevalence maps for Canine – 2010 vs. 2021; Data on file at IDEXX Reference Laboratories, Inc. Westbrook, Maine USA

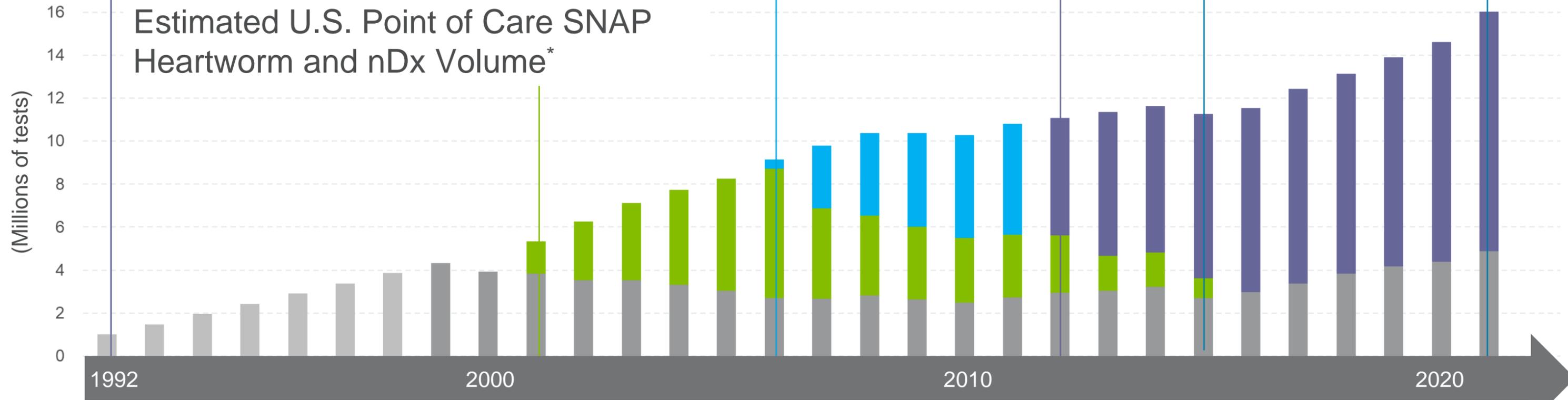
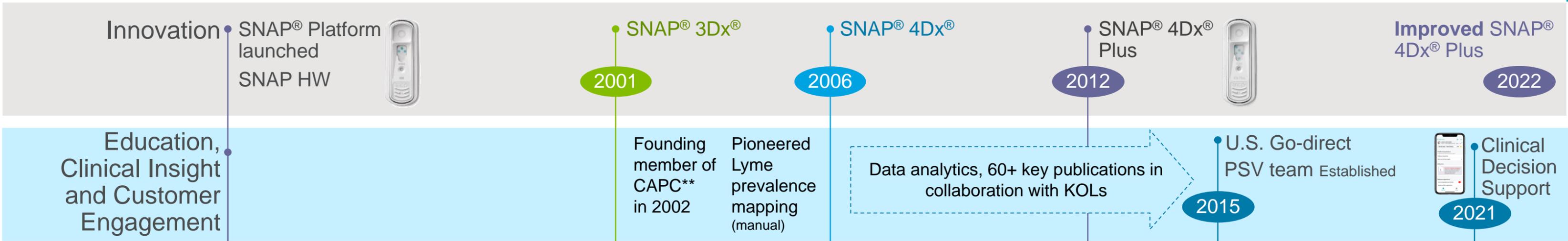
Only ~19% of U.S. Dogs Receive a Full Vector-borne Disease Screen at the Veterinary Practice Annually

2021 U.S. Canine Vector-borne Disease Screening at the Veterinary Practice



Source: Based on analysis of IDEXX Practice Intelligence data and other data sources.

Three Decades Addressing Unmet Needs for Vector-Borne Disease

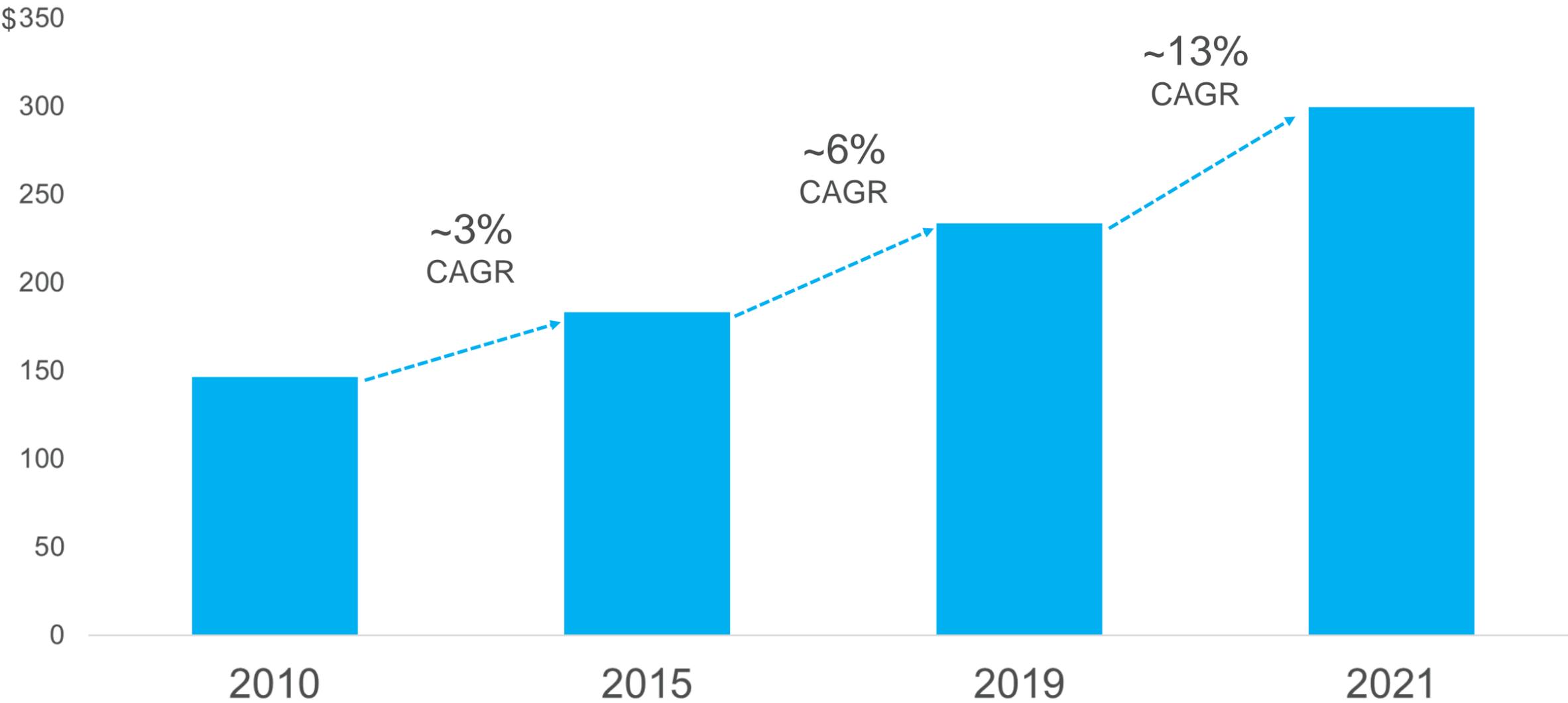


* Includes point of care rapid assay and excludes reference lab vector-borne disease testing. 1992 through 1998 volumes approximated. "nDx" refers to IDEXX vector-borne disease multiplexed rapid assay tests: SNAP HW, SNAP 3Dx, SNAP 4Dx and SNAP 4Dx Plus. ** Companion Animal Parasite Council.

Strong Growth in the Highly Accurate and Trusted SNAP[®] Franchise



Rapid Assay Recurring Revenue and Normalized Organic Revenue CAGR^{*,1,2,3} (\$M)

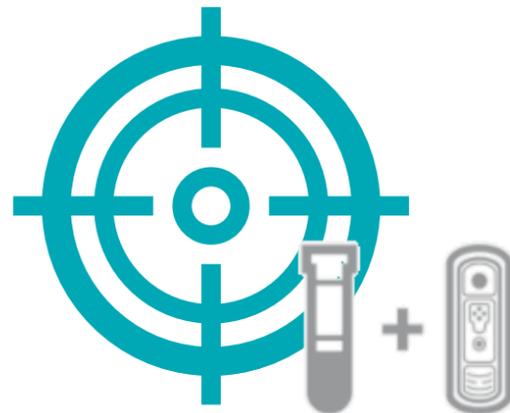


* Rapid Assay Products Revenue is a component of CAG Dx Recurring Revenue and excludes SNAP Pro[®] Analyzer revenue
^{1,2} Please refer to the Appendix for descriptive footnotes. IDEXX CAG Dx Recurring Revenue not available prior to 2009. ³ Non-GAAP financial measure, please refer to Appendix for descriptive footnotes.

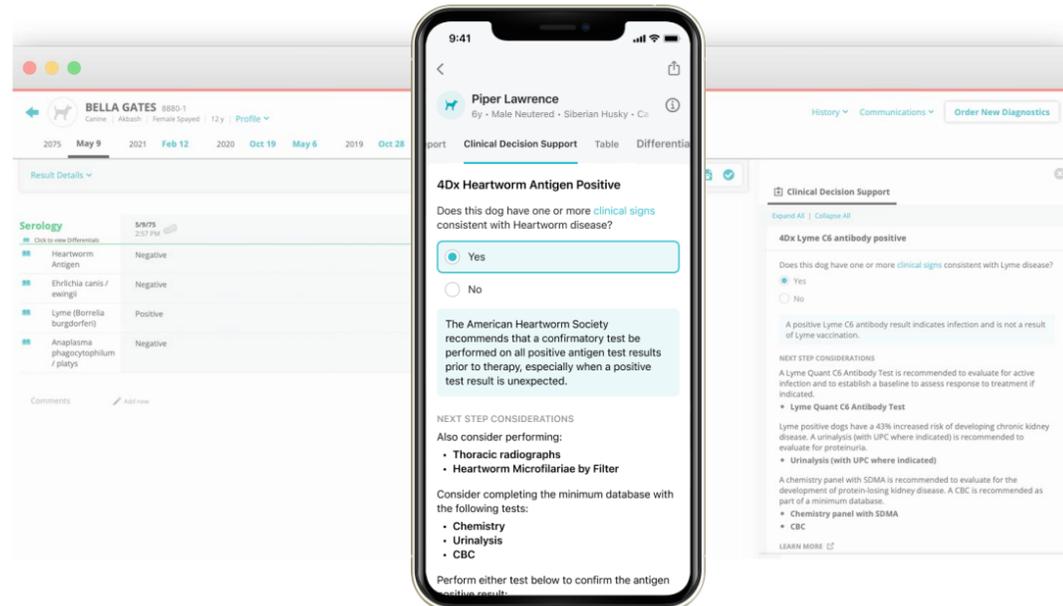
New IDEXX 4Dx Plus Delivers a Whole Product Solution



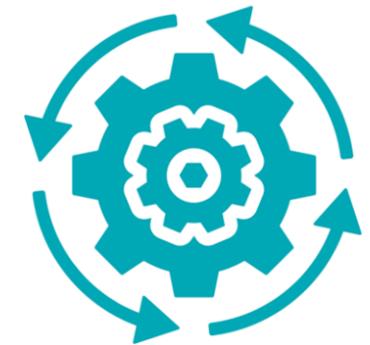
IDEXX Vector-borne Disease Screening Solutions Powered by Improved 4Dx[®] Plus



Uncompromised Accuracy



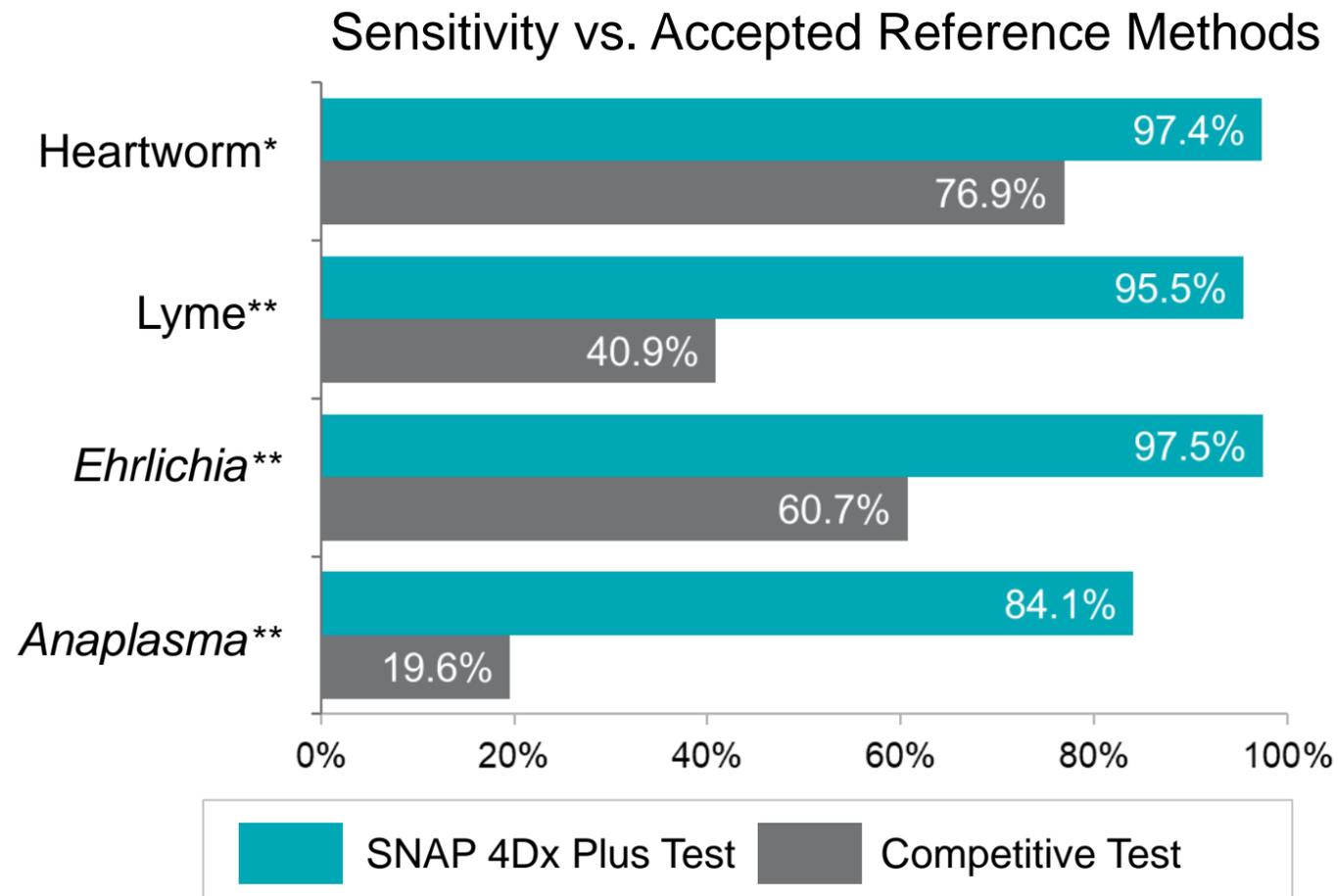
Clinical Decision Support



Extended Room
Temperature Storage

The Most Accurate Test Just Got Even Better

IDEXX's 4Dx Plus Test was already the **most accurate test** for vector-borne disease



Improved 4Dx Plus
Uncovers
30% more
Anaplasma positives ***

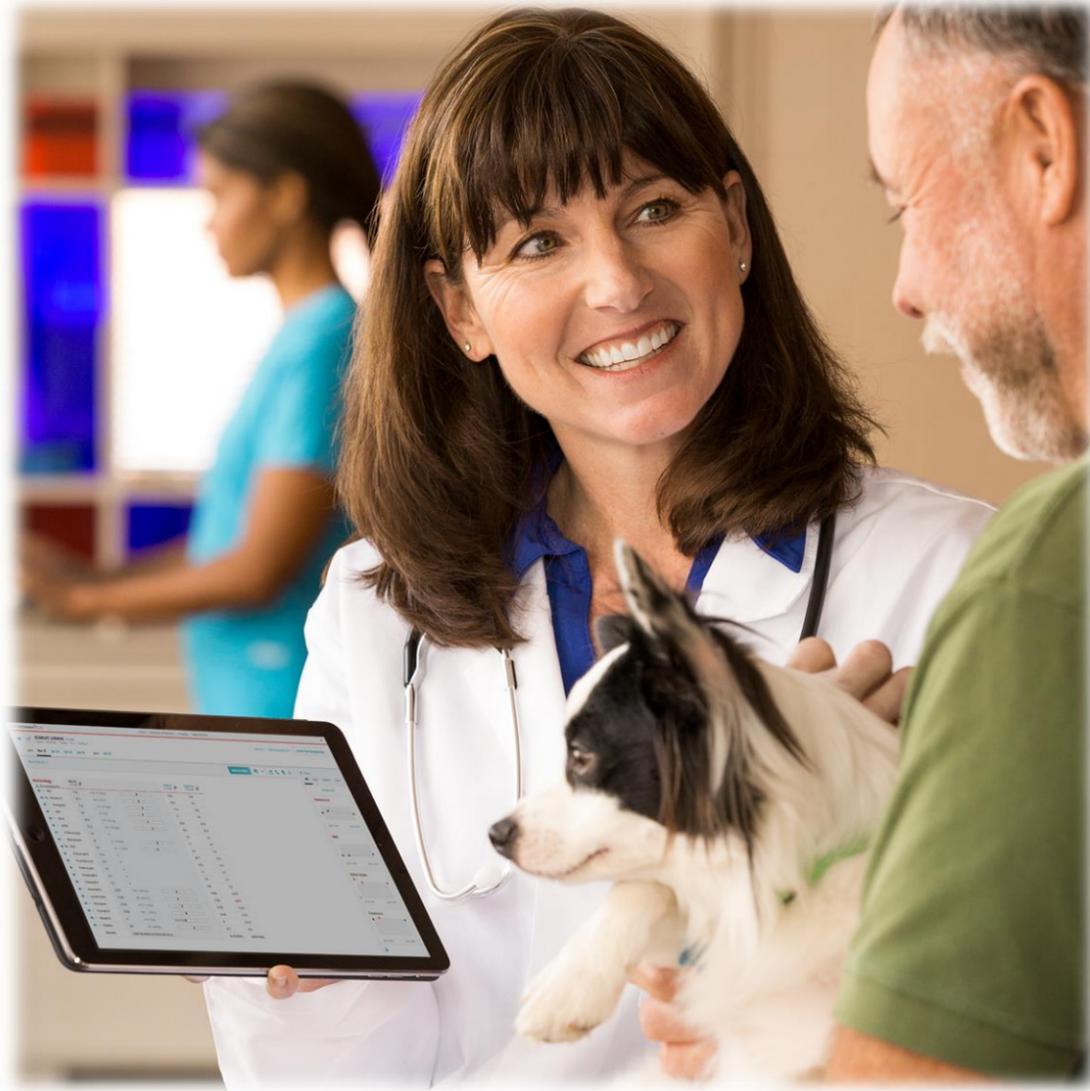


* Burton KW, Liu J, Drexel JP, Et al. Comparative evaluation of field samples using 2 in-clinic assays for heartworm antigen detection in dogs. Vet Parasitol. 2020:283.

** J. Liu , J. Drexel , B. Andrews , M. Eberts , E. Breitschwerdt , R. Chandrashekar. Comparative Evaluation of Two In-clinic Assays for Vector-Borne Disease Testing in Dogs. Top Comp Anim Med. 2018;33:114-118.

*** n=510 samples tested head-to-head on prior version and new version of 4Dx Plus, conducted by IDEXX R&D, referenced in Diagnostic Update 09-2690066-00, Published Oct 2021.

Customers Who Engage with Clinical Decision Support are Doing More Follow-up Diagnostics



Over 1,000 unique practices have engaged with CDS for 4Dx Plus positive results

↑ 2x more likely to complete follow-up diagnostics

↑ 75%  Lab Quant C6 testing after a 4Dx Plus Lyme positive

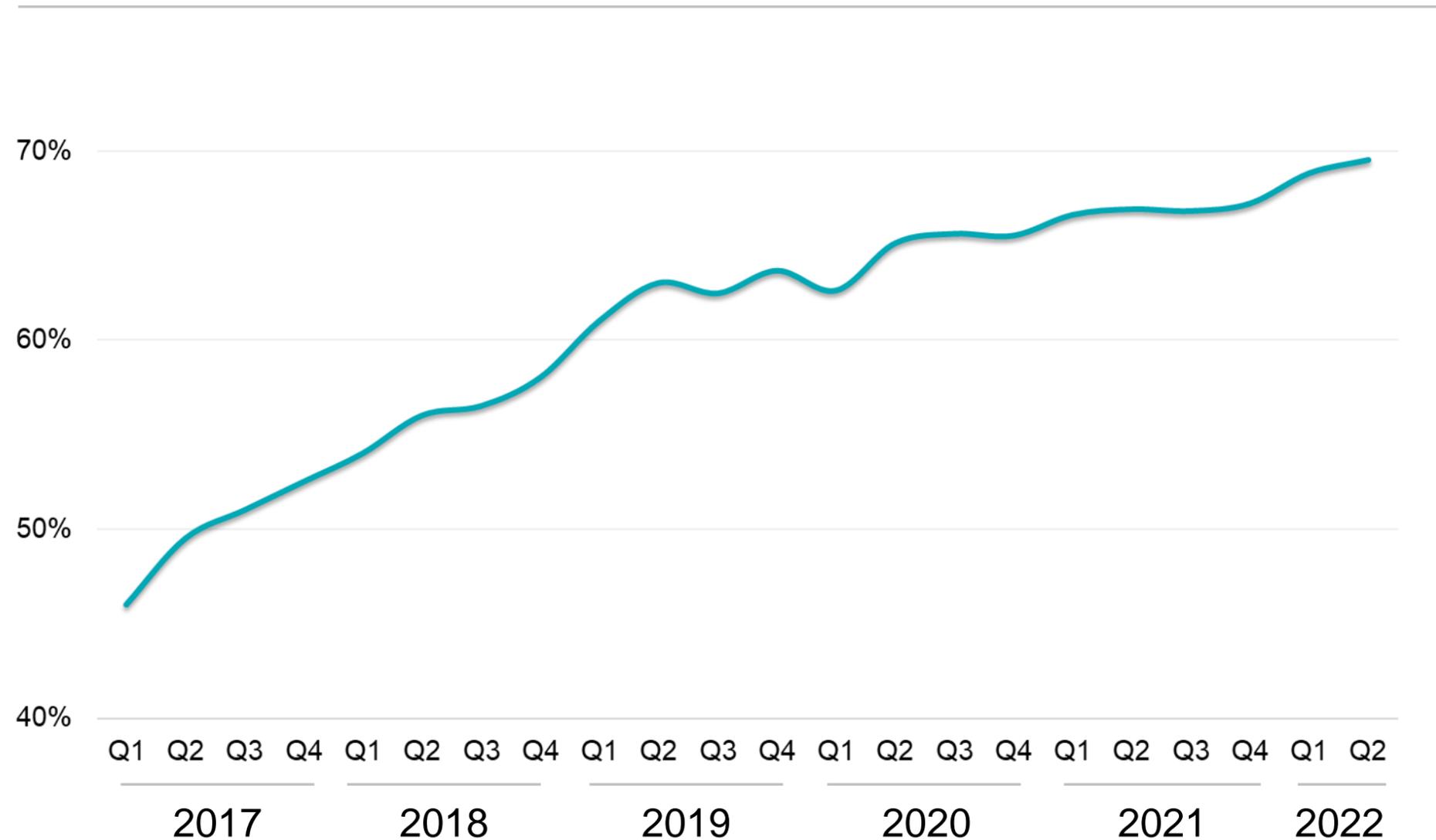
Source: Based on analyses of Clinical Decision Support usage for ~ 390,000 4Dx Plus positive results at IDEXX Reference Laboratories or SNAP 4Dx Plus in-clinic testing performed on January 17, 2022 through May 29, 2022 in the U.S and Canada.

SNAP Pro Active and Connected Customers Are Four Times More Loyal



50,000 SNAP Pro[®] Analyzers Installed
 Active and Connected Customers are
4 times more loyal

Percentage of U.S. SNAP 4Dx Plus Revenue on SNAP Pro*



* U.S. SNAP[®] Tests Revenue from Active and Connected Customers, excludes certain corporate groups

Rapid Assay Represents a Growing Opportunity



- Over 30 years and continued innovation
- Growth of globally relevant infectious disease testing
- Tremendous runway for increased level of screening
- Reference-lab technology in the palm of your hand
- SNAP Pro ecosystem driving customer loyalty



Summer  

Mike Lane

Executive Vice President and General
Manager, Reference Laboratories and
Information Technology

Time for a 15 minute
Break
We'll be back shortly

IDEXX Investor Day | August 11, 2022

IDEXX





Summer  

Mike Lane

Executive Vice President and General
Manager, Reference Laboratories and
Information Technology

Global Reference Labs and Medical Consulting Services

Mike Lane,
Executive Vice President
and General Manager

IDEXX Investor Day | August 11, 2022

IDEXX



Extension of Our Customers' Practices, Enabling Efficiency, Capacity and Access

- Global laboratory network and medical consulting service capabilities
- Most complete and advanced menu of diagnostics tests and services
- Global team of 600 IDEXX medical specialists (primarily Board Certified)
- Seamless end-to-end workflow solutions
- Extensive “breadth and depth” diagnostics growth opportunities



Global Network Enables Extensive Geographic Coverage and 24/7/365 Service

IDEXX Louisville
Next-Day PCR

IDEXX Kornwestheim

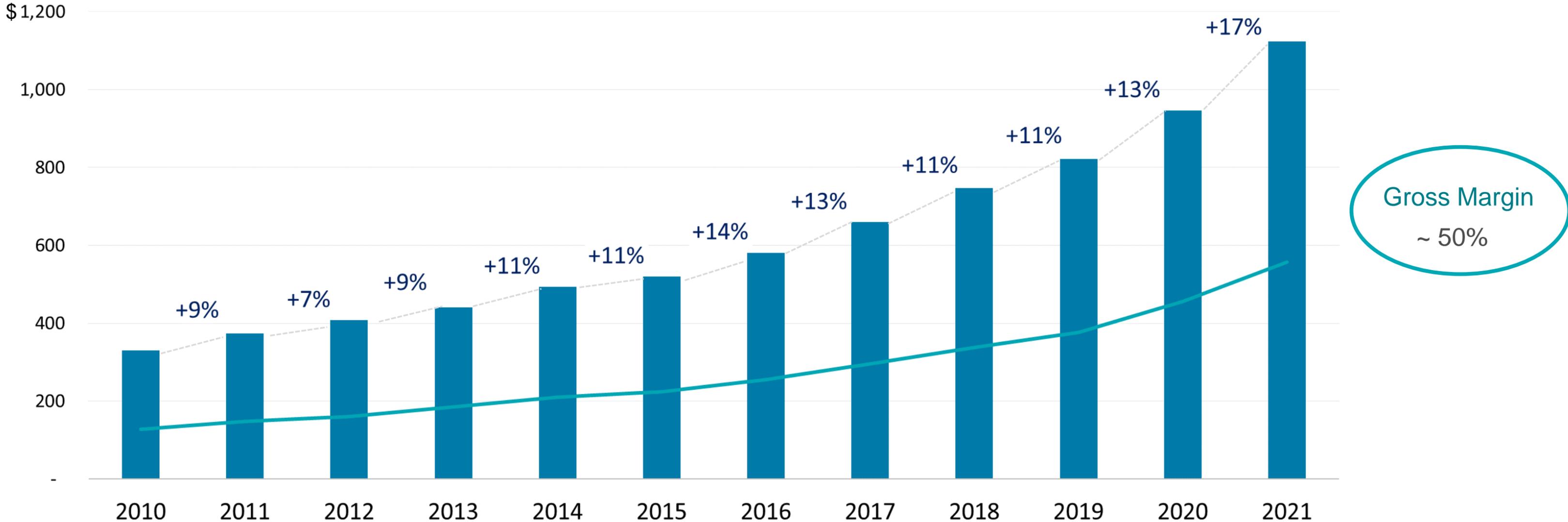
IDEXX Brisbane

\$1 Billion+
Global Revenue

The sun never sets in serving our customers

Global Scale, Differentiated Menu and Service Drive Growth and Profitability

Global Reference Lab Diagnostic and Consulting Services Recurring Revenue, Gross Margin and Normalized Organic Revenue Growth^{*,3} (\$M)



* Reference Lab Diagnostic and Consulting Services revenue is a component of CAG Diagnostics recurring revenue and excludes Digital Cytology Instrument revenue.

³ Non-GAAP financial measures, please refer to Appendix for footnotes.



Most Complete and Advanced Menu of Diagnostics and Consulting Services

Non-wellness

Molecular Diagnostics

Ringworm | Influenza | Genetics

Cancer Diagnostics

Microbiology

24-Hour Turnaround Time

IDEXX Consulting Services

IDEXX Digital Cytology™ 24/7/365
 Radiology 24/7/365
 Anatomic Pathology
 Cardiology

Next Day IDEXX PCR

New in 2022

Wellness and Minimum Database

Chemistry

IDEXX SDMA®

Included with Every Chemistry Profile

IDEXX FGF-23 Kidney Biomarker

Immunology

Lab 4Dx® Plus | Lyme Quant C6® | IDEXX
 Anywhere Spec cPL®, fPL® | Cardiopet® proBNP

4Dx® Increased Anaplasma Sensitivity

Hematology

IDEXX Hematology | Reticulocytes | Retic-HgB

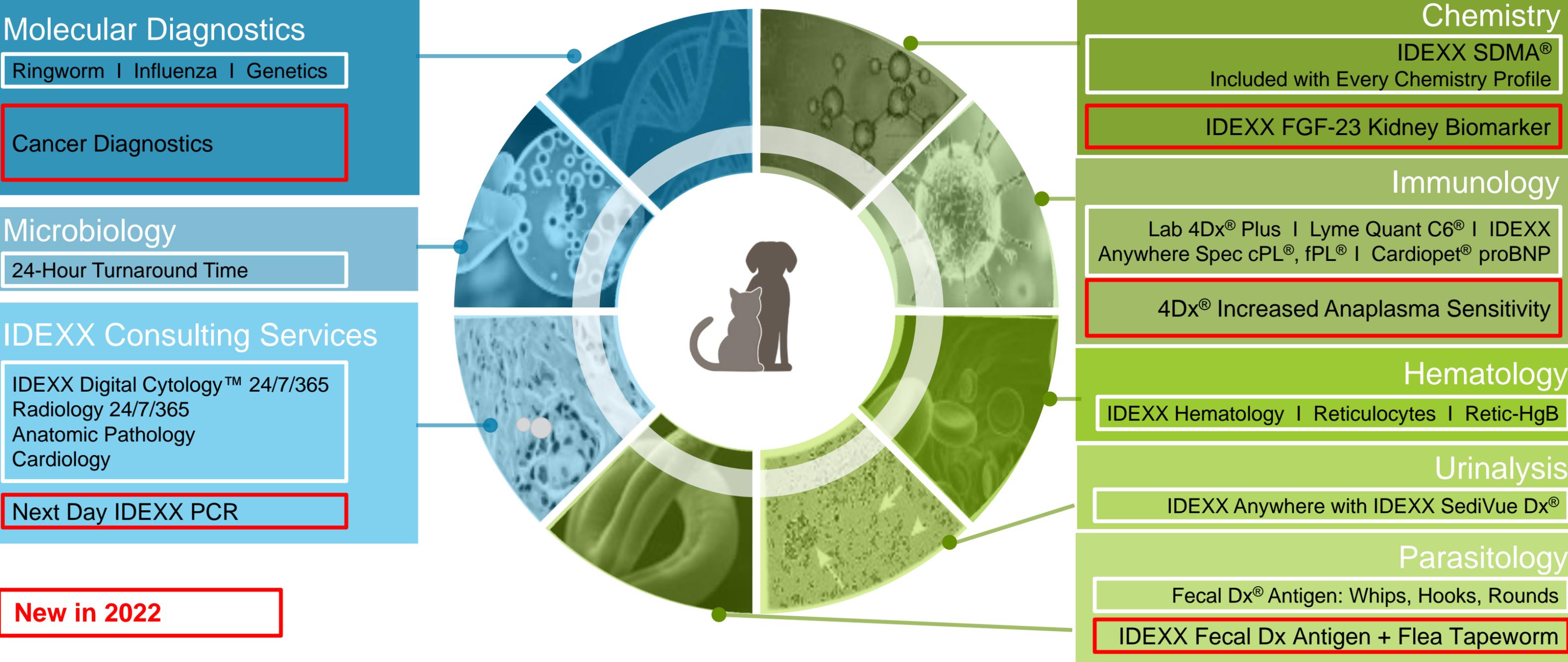
Urinalysis

IDEXX Anywhere with IDEXX SediVue Dx®

Parasitology

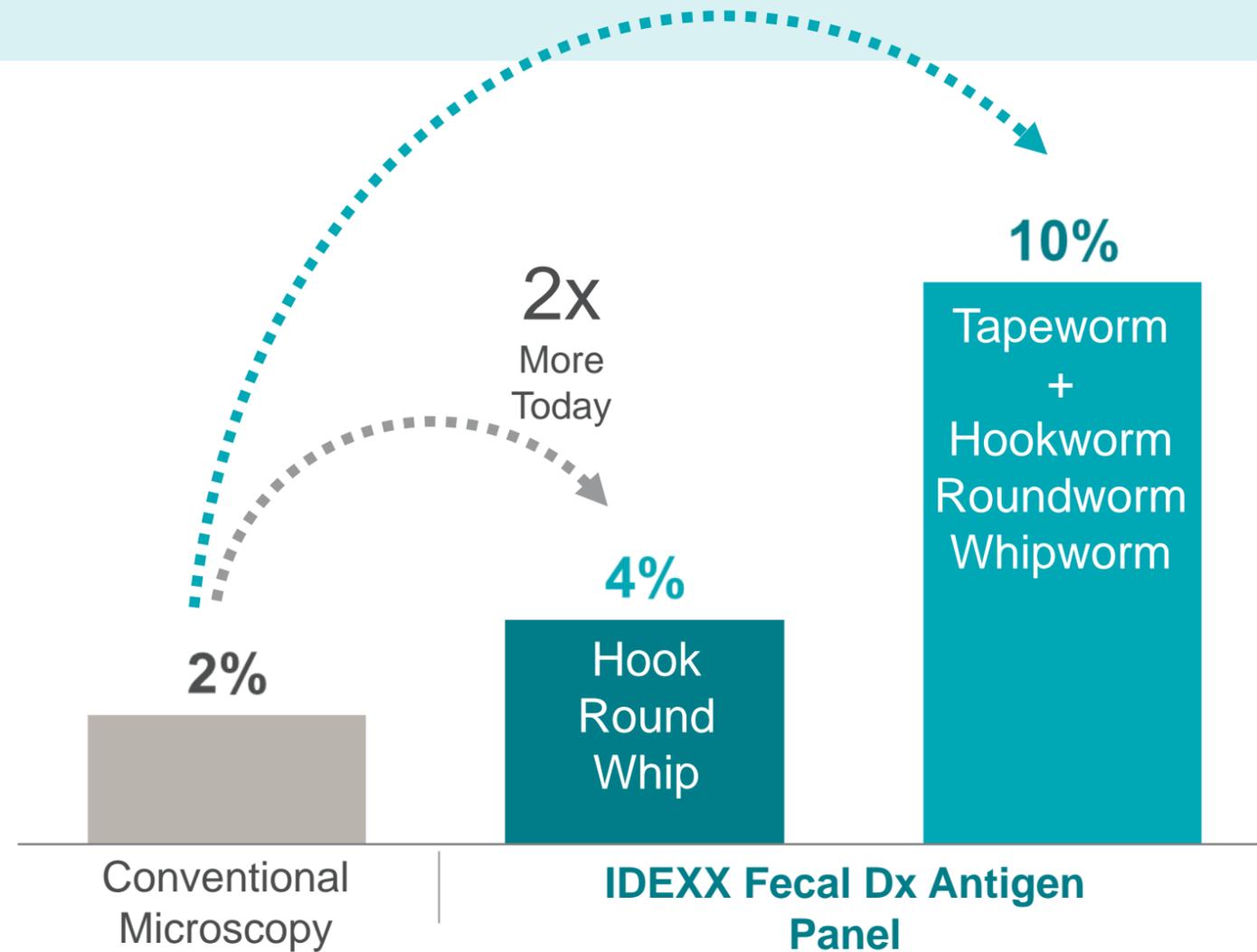
Fecal Dx® Antigen: Whips, Hooks, Rounds

IDEXX Fecal Dx Antigen + Flea Tapeworm



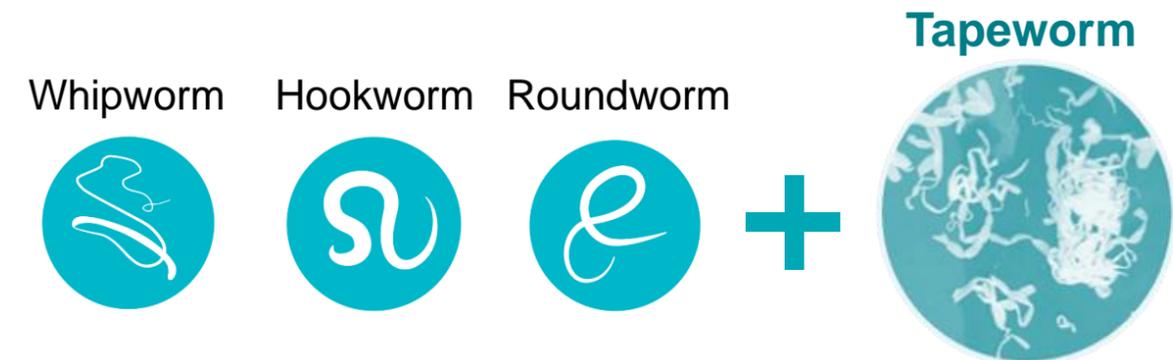
Flea Tapeworm Significantly Enhances Value of Routine Intestinal Parasite Screen

Uncovers **5X** More Parasitic Infections



IDEXX Fecal Dx[®] Antigen Panel

Enhanced with Flea Tapeworm



- Expands Fecal Dx Antigen offering
- Enhances value of routine fecal screening
- Uncovers notoriously difficult to detect flea tapeworm infection

Source: Analysis of positive rates in adult canines, presenting for a preventive care visit with fecal exams sent to IDEXX Reference labs. Additional sources: Sweet et al. Parasites Vectors (2021) 14:173; 2018 Tapeworm prototype data on file; preliminary data on positive rate for D.caninum of ~6%.

IDEXX FGF-23 and Clinical Decision Support Advances Renal Diagnostic Solutions

Clinical Decision Support

IRIS CKD Staging Support



IDEXX VetConnect PLUS

Disease Management

IDEXX FGF-23 allows for more confident recommendations of **targeted therapy for Cats with Chronic Kidney Disease (CKD)**



Early Detection and Monitoring

IDEXX SDMA and Creatinine help establish a baseline for kidney health monitoring and early disease detection

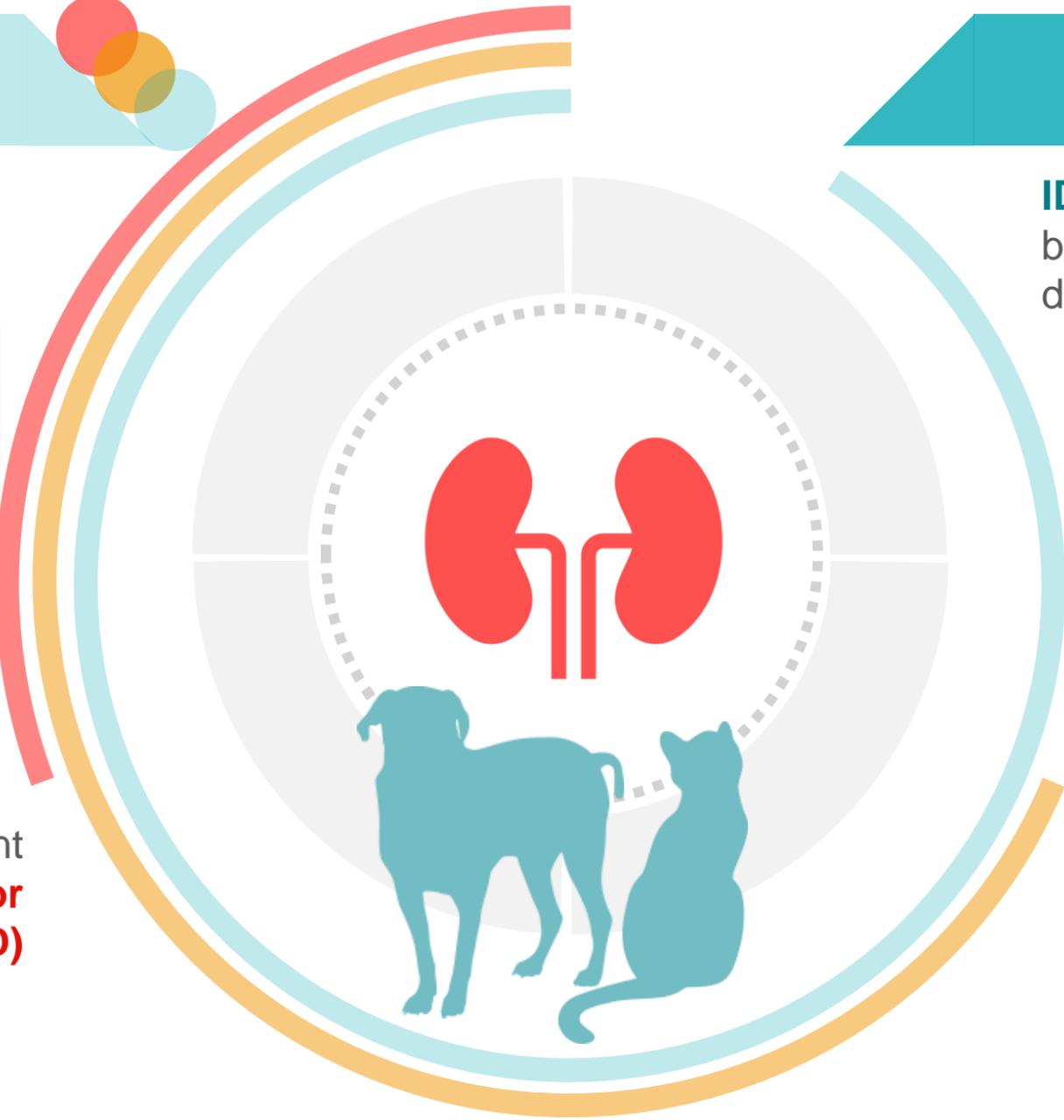


Kidney Health

Complete urinalysis for health monitoring and clinical diagnosis

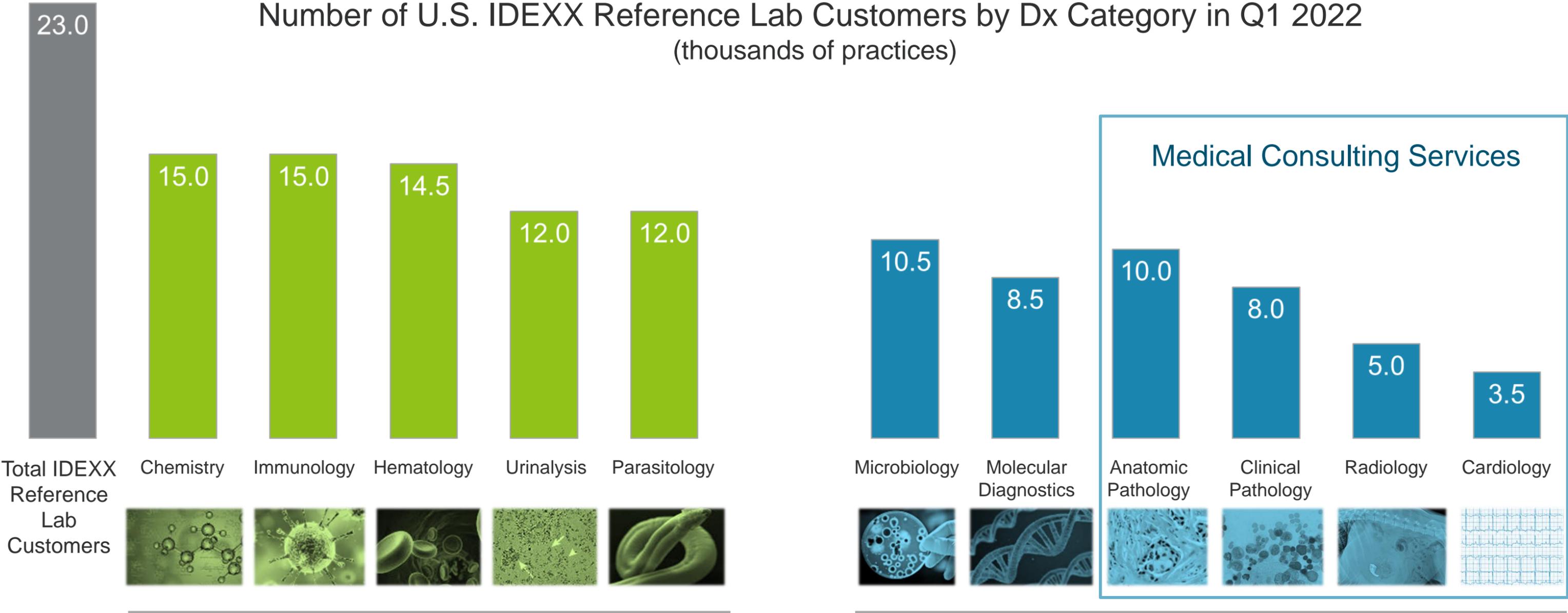


IDEXX Anywhere with IDEXX SediVue Dx[®]



IDEXX Innovation Provides Extensive “Breadth and Depth” Growth Opportunities

Number of U.S. IDEXX Reference Lab Customers by Dx Category in Q1 2022
(thousands of practices)



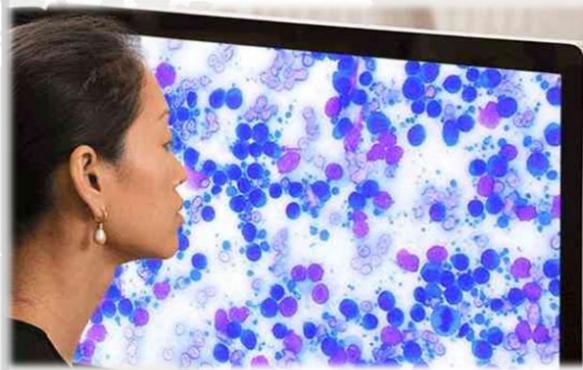
Wellness and Minimum Database

Non-wellness

Real-time Access to IDEXX Board Certified Experts Supports Specialized Care



Anatomic Pathology



Clinical Pathology



Teleradiology



Cardiology



Internal Medicine

~ 600 IDEXX medical specialists serve as a direct extension of veterinary practices

For Example, IDEXX Teleradiology Provides a Global, Real-time Technology-enabled Radiology Interpretation Service

- Serves as an extension of the practice by providing access to advanced medical expertise around the clock
- Requires deep understanding and investment in technology and talent
- Deploying Artificial Intelligence and Machine Learning to improve customer experience and specialist workflows
- Strategically integrated into the workflow of most large corporate hospital groups

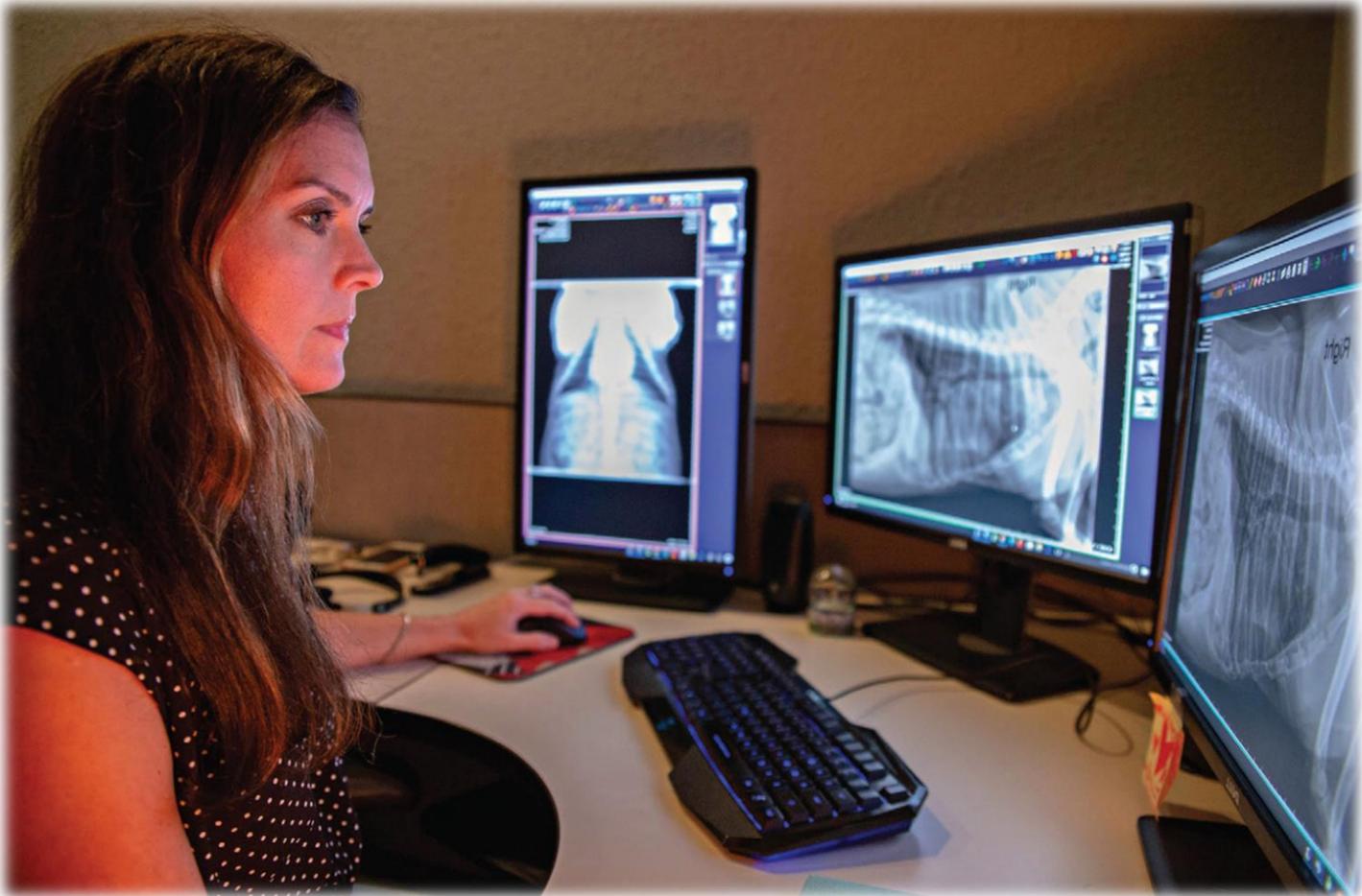


Seamless Workflow Enables Real-time Access to IDEXX Board Certified Radiologists, 24/7/365

Veterinary Practice

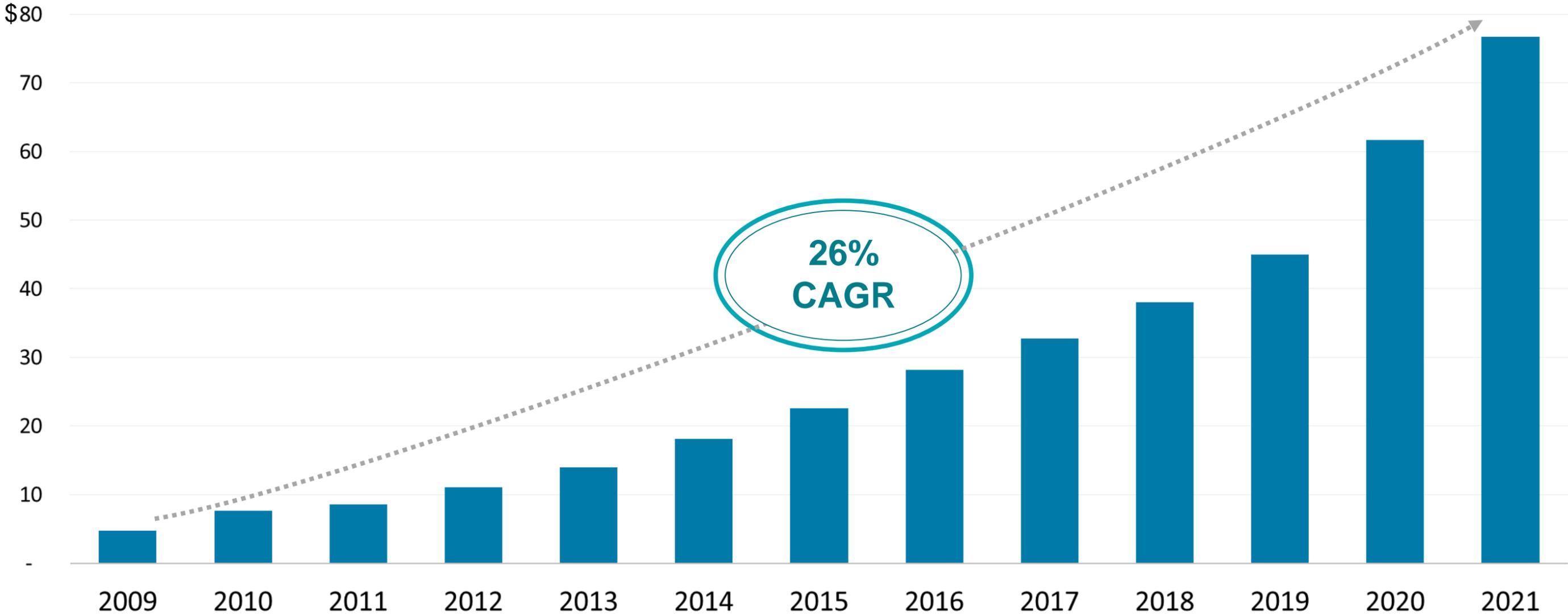


IDEXX Radiologist



IDEXX Teleradiology Is One of the Fastest Growing Businesses at IDEXX with Estimated TAM of \$1 Billion+

Global Teleradiology and Cardiology Consulting Services Revenue^{*,3} (\$M)



^{*} Global Telemedicine Consulting Services is a component of Reference Laboratory Diagnostic and Consulting Services which is a component of CAG Diagnostics recurring revenue and excludes Digital Cytology instrument revenue.
³ Non-GAAP financial measure, please refer to Appendix for descriptive footnotes.



Highly Differentiated Technology-driven Service Platform



- Deep scientific, medical and technology talent and expertise
- Most advanced menu of laboratory tests and services, integrated with point of care
- Global scale and 24/7/365 laboratory and logistics network to provide exceptional service
- Sustained investment in biomarker discovery, information ecosystem, automation and artificial intelligence



Callie 

Michael Schreck

Senior Vice President and General Manager,
Veterinary Software and Services

Software Strategy and Products

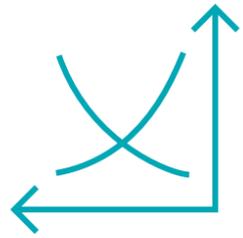
Michael Schreck,
Senior Vice President and
General Manager

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IDEXX



IDEXX Software (SW) Addresses Challenges Faced by Our Customers



Capacity

- ~**20-30k** expected **veterinarian shortage in 2030***
- **Practices need SW** to provide **significant productivity lift** to keep up with demand



Customer Needs

- Top veterinarian/technician capacity opportunity is **pet owner comms** and **patient record management****
- Customers need **SW that automates** time intensive **manual tasks**



Staff Demographics

- ~ **50% of U.S. Veterinarians** will be **Millennials and Gen Z by 2026*****
- Represent the first **“digital native”** generations



Pet Owner Expectations

- Current **digital tools are incomplete**
- **64% of consumers expect digital response and interaction in real time******

* Lloyd/Animal Health Economics April 2021 study: “Pet Healthcare in the US: Are there Enough Veterinarians?” ** Based on analysis of data and survey responses from IDEXX Veterinary and Technician research fielded in 2010 (n=20), 2020 (n=30), and 2021 (n=575). *** IDEXX Estimate modeled based on 2012 AVMA's Veterinarian Database Exhibit 14 of 2013 AVMA Workforce Study, and population estimates and assumptions from other secondary sources. **** Boston Consulting Group Study “The Future of Sales and Marketing Is Here”, 02/2022

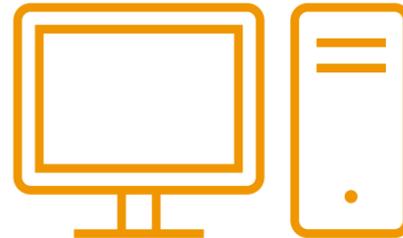
Customers Adopting IDEXX Cloud SW will Realize Significant Advantages

Cloud software provides key benefits...



- **Faster feature releases**
- **Improved mobility and security**
- **Protection from unsanctioned access**
- **Lower total cost of ownership**

...that on-prem customers need...



- **Upgrades don't take PIMS off-line**
- **Low IT maintenance**
- **Latest versions, no longer missing key features**

...to support them in this unique moment in our industry.



- **Workflow optimization, staff productivity, and pet owner communications**
- **Better life cycle economics**

IDEXX SW Ecosystem Optimizes Workflow



IDEXX's Premier Cloud Offerings Are Experiencing Accelerating Customer Demand

Mobile

Intuitive

Intelligent



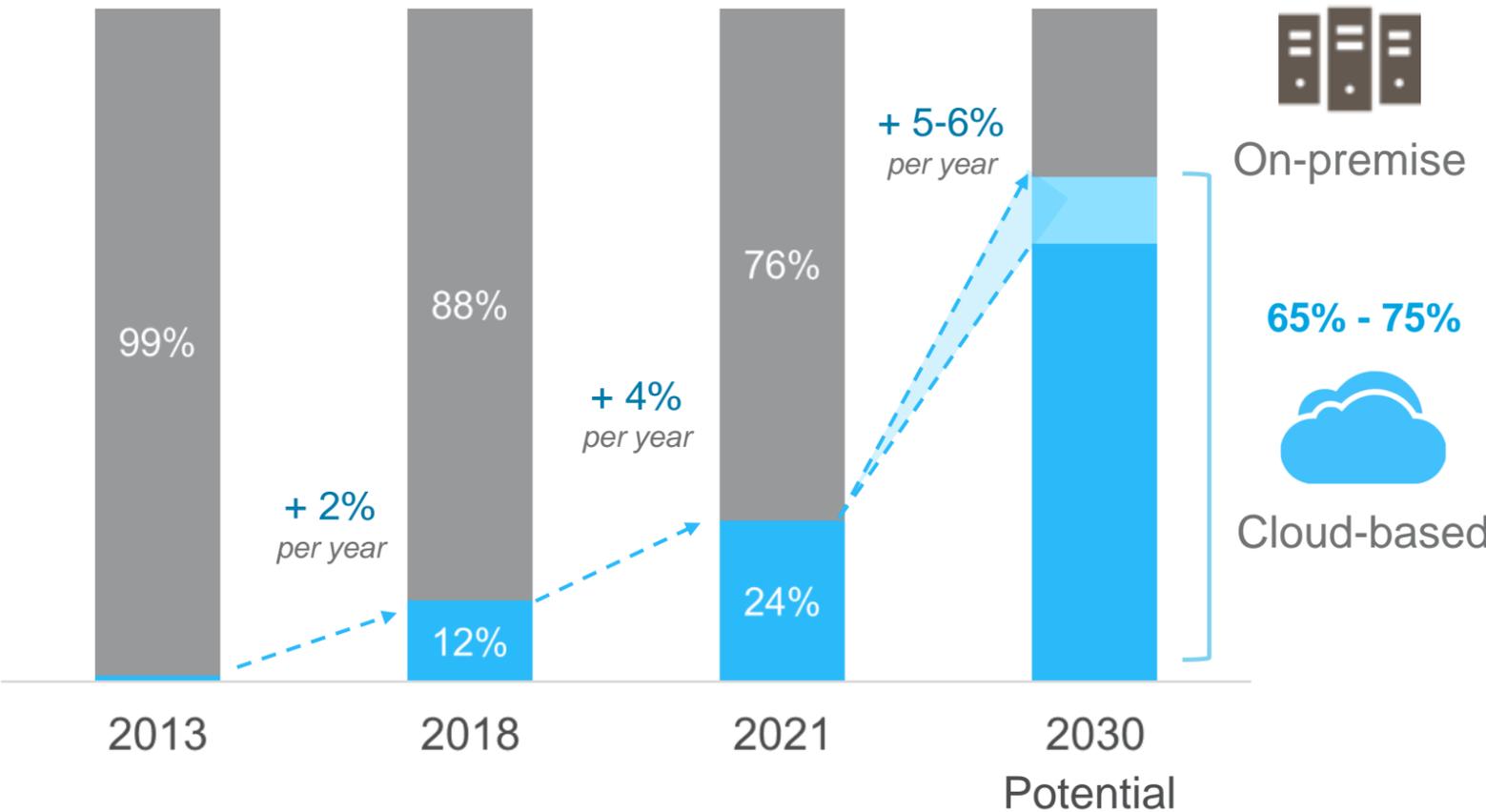
- Flagship full-featured cloud platform
- Accelerating customer adoption post-acquisition
- Top-rated with 100+ integrations
- Deeply integrated payments, digital workflow tool (Vet Radar), and diagnostic capabilities (VC+)



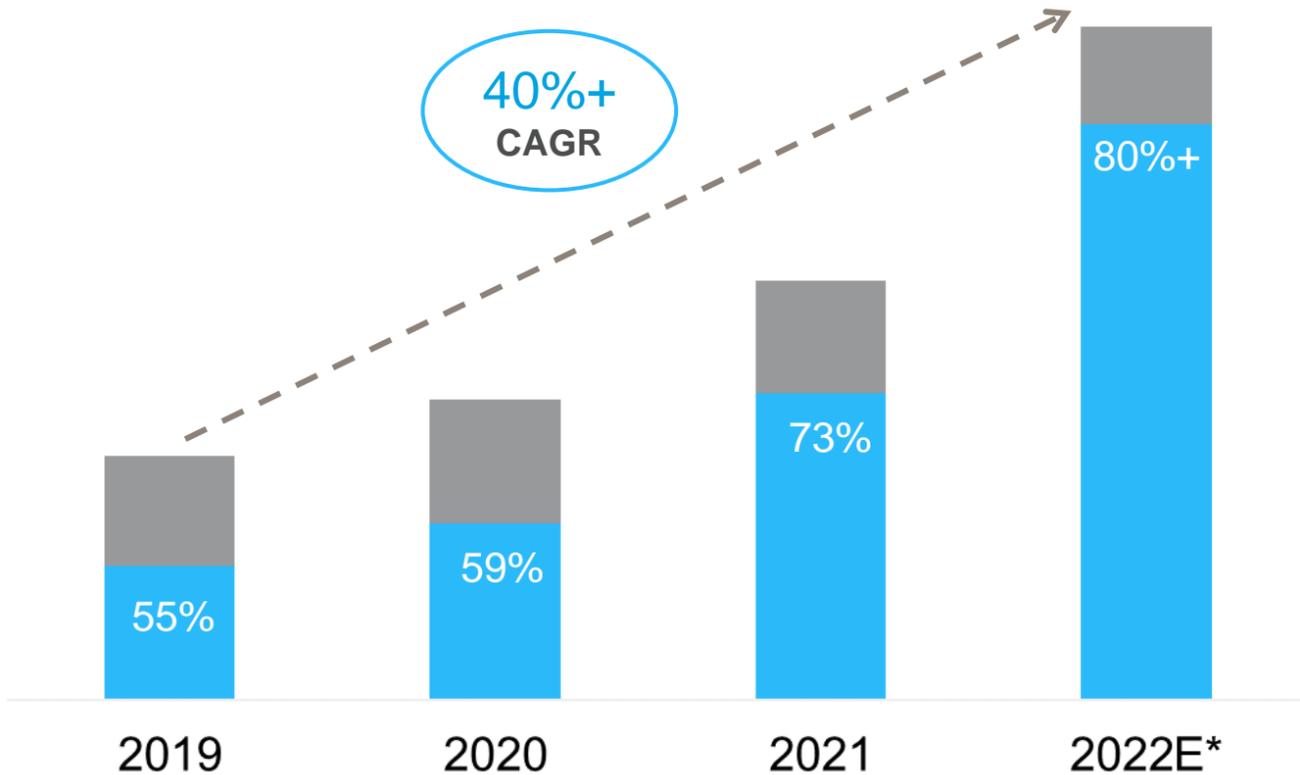
- Ideal for smaller practices that prioritize ease-of-use
- Brilliantly simple—SaaS-centric
- Highly tuned for fresh start practices
- Deeply integrated payments and diagnostic capabilities (VC+)

IDEXX Is Well Positioned to Drive Cloud-Based PIMS Adoption

U.S. Percentage of PIMS Installed Base:
Cloud vs. On-premise



IDEXX Global PIMS Placements
Cloud vs. On-premise**



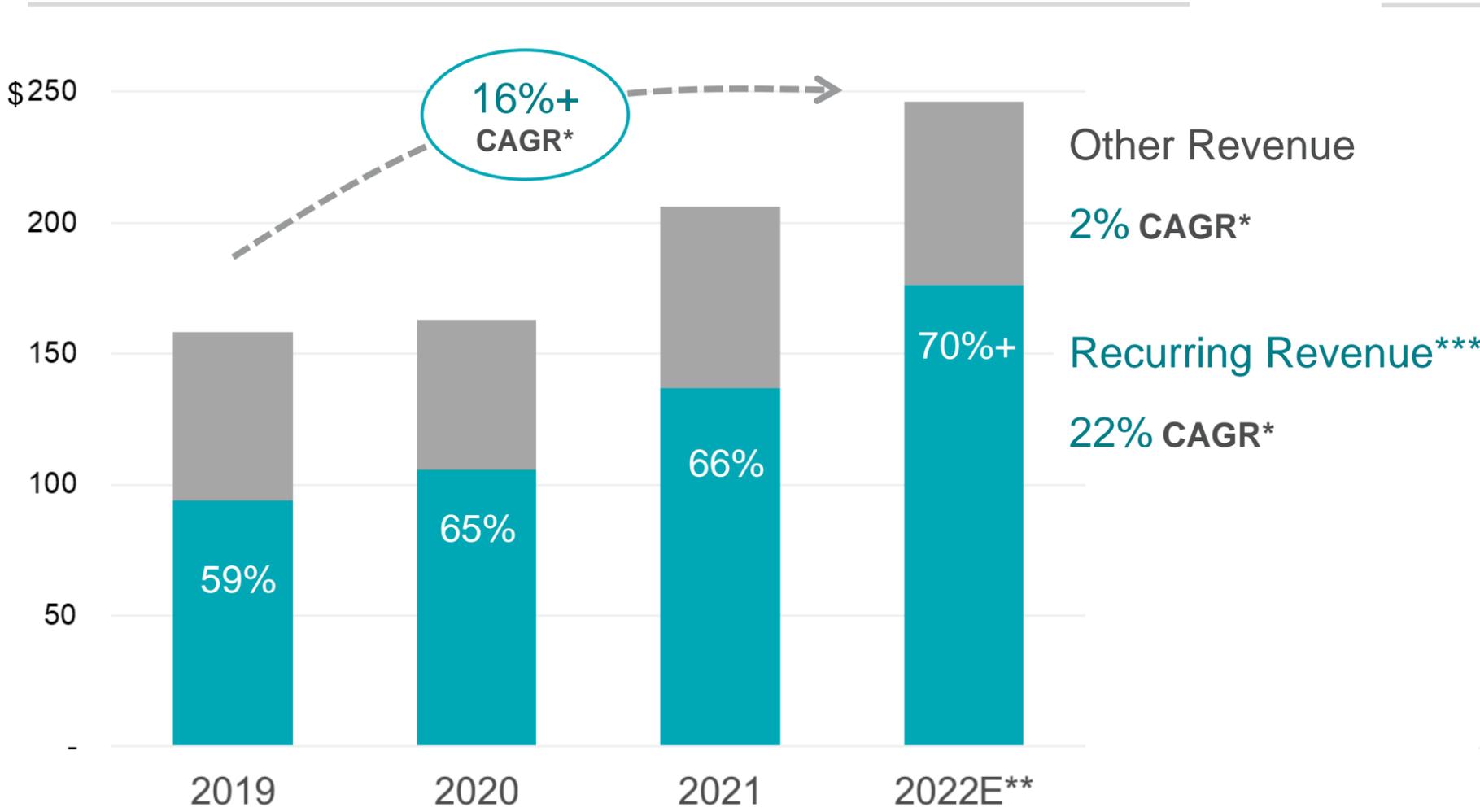
*2022E aligned to midpoint of guidance range communicated on August 2, 2022. Please refer to our Safe Harbor Disclaimer.

**Excludes placements for Animana PIMS

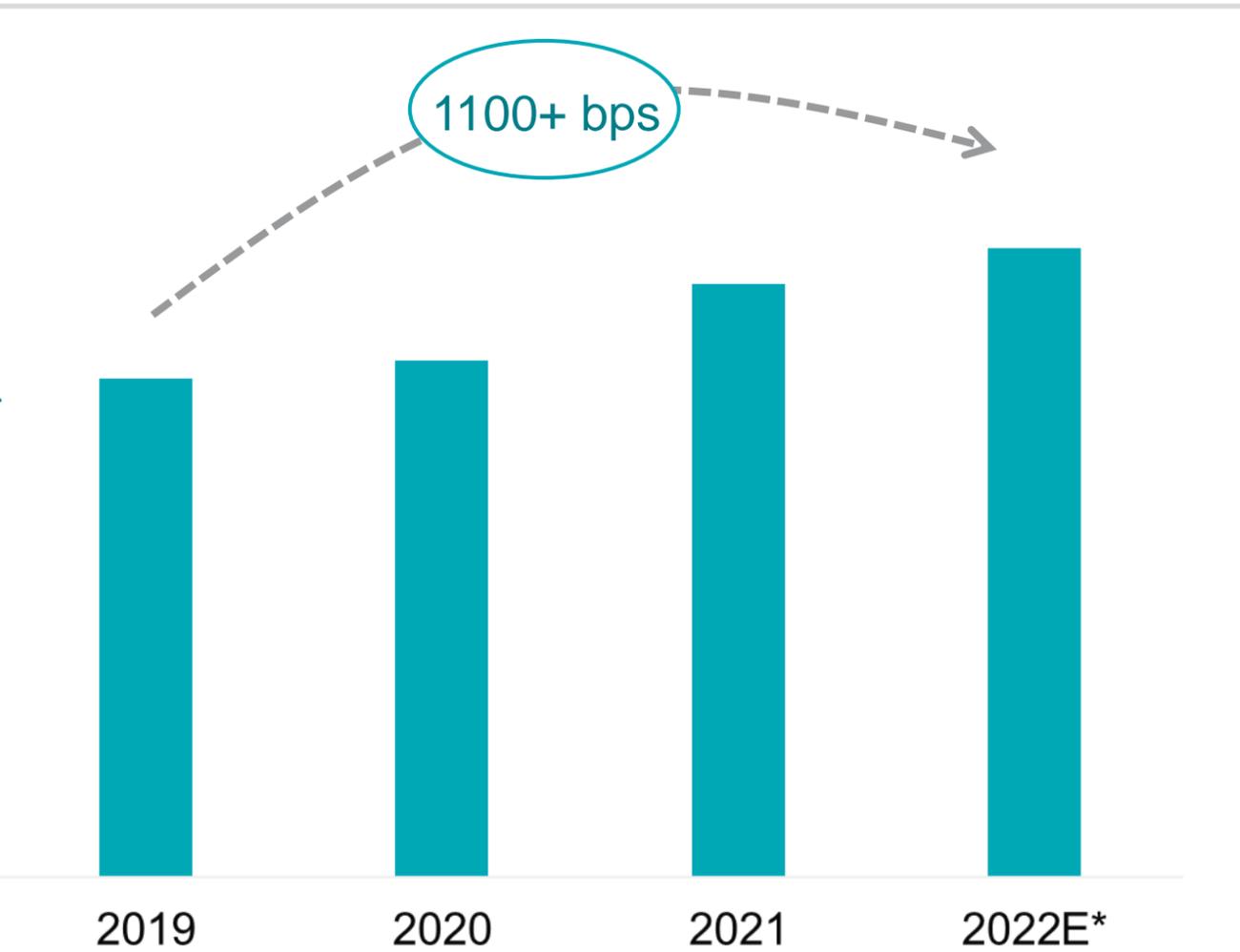
Our Cloud-first Positioning Is Accelerating Our Revenue and Margin Growth

IDEXX Veterinary Software, Services, and Digital Imaging Systems

Revenue and Revenue Growth (\$M)



Gross Margin



*2019-2022E 3-year Reported Revenue CAGR includes 11% growth impact from ezyVet acquisition

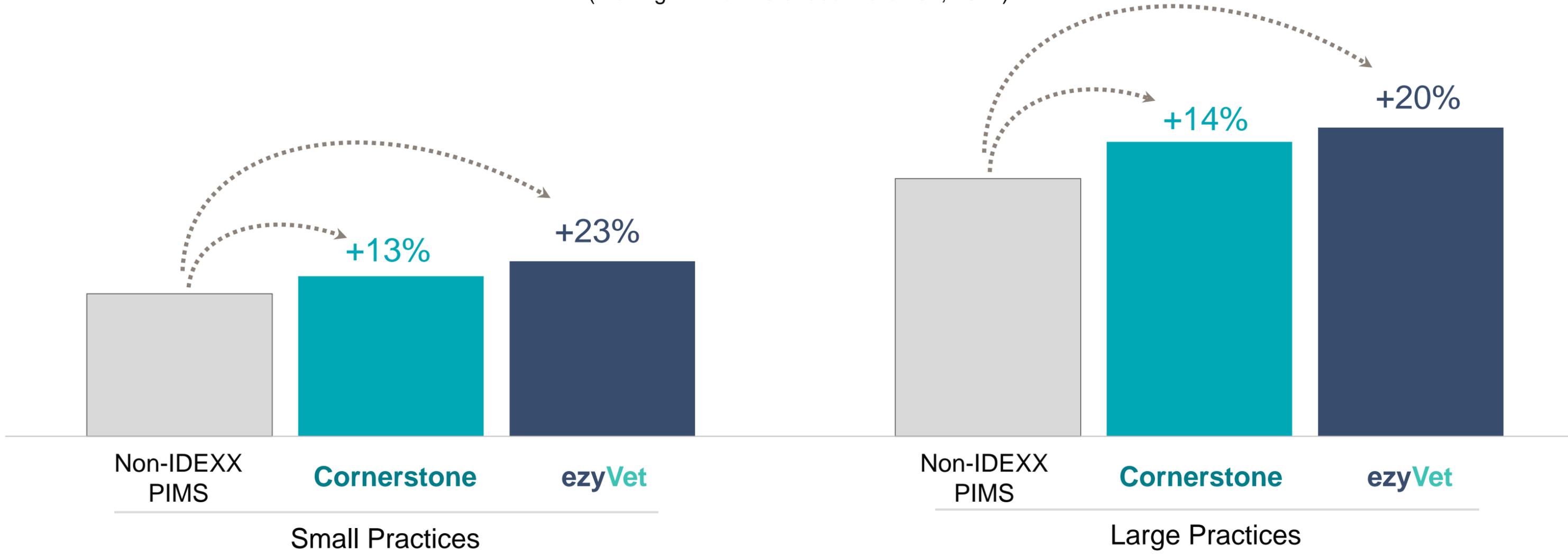
**2022E aligned to midpoint of guidance range communicated on August 2, 2022. Please refer to our Safe Harbor Disclaimer.

***VSS and Digital Imaging Recurring Revenue reflects revenues from subscription-based SAAS products including Animana, ezyVet, IDEXX Neo, radiography maintenance agreements, and IDEXX Web PACS and excludes license-based products including Cornerstone and DVMAX

Engaged IDEXX PIMS Practices Generate Significantly More IDEXX Diagnostic Revenue per Practice

IDEXX Diagnostics Engaged Practices*

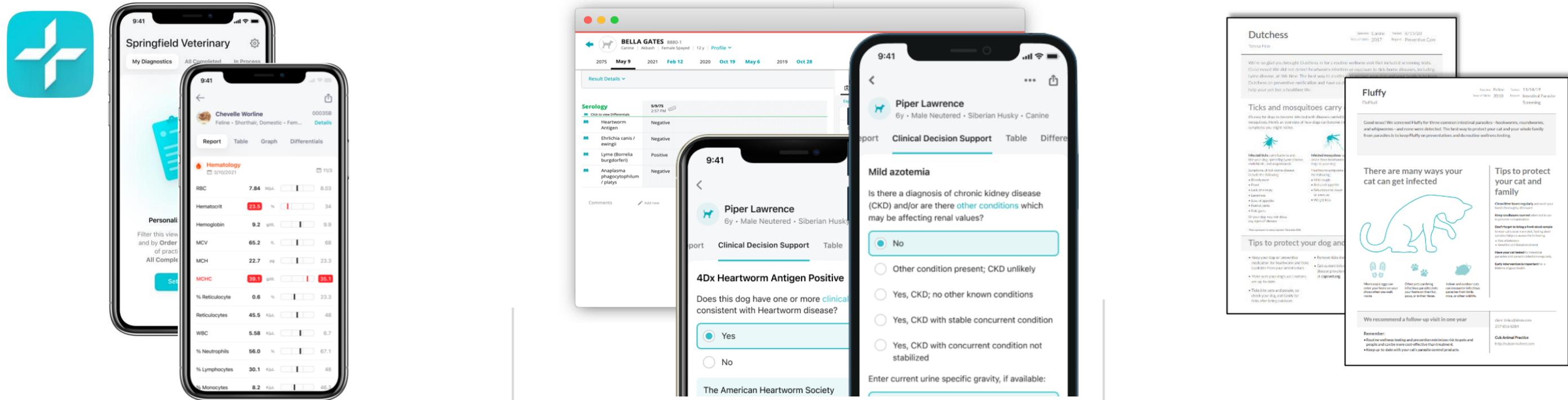
Average IDEXX Diagnostic Revenue per Practice for Cornerstone, ezyVet and Non-IDEXX PIMS in North America (\$k)
 (Trailing 12 months ended March 31, 2022)



* IDEXX Reference Lab or IDEXX In-house Chemistry Platform customers who are IDEXX customers for both as of Q1 2022.
 Source: Analysis of IDEXX Data on file, n = 7,819. Practices size segments are based on IDEXX Salesforce intelligence data: 'Small' is approximately equivalent to 1 veterinarian and 'Large' is approximately equivalent to 4 or more veterinarians. IDEXX diagnostic revenue includes IDEXX VetLab consumables, Reference laboratory diagnostics and consulting services, and Rapid assay products.



Customers Experience IDEXX Diagnostics through VetConnect PLUS (VC+)



VC+ Mobile

Personalized and intuitive Dx workflows

7 languages globally

4.8 / 5 stars in Apple App Store
(300 reviews+)

Clinical Decision Support

Interpretive aid alongside VC+ results

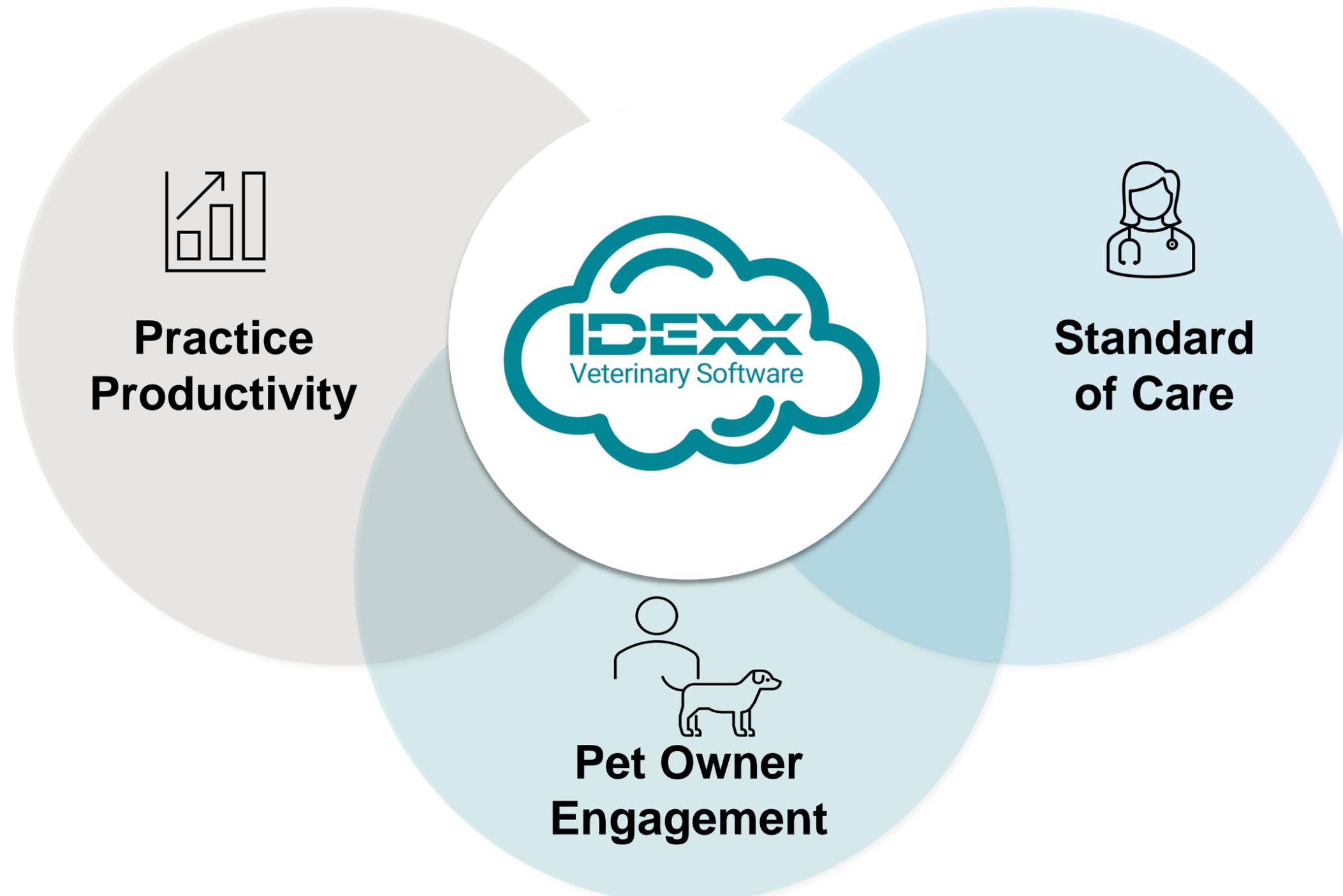
Customers that engage with CDS are
2x more likely to complete clinically
relevant follow-up Dx

Pet Owner Engagement

Digitized pet owner visit journey

Addresses #1 practice capacity
drag of non-digital ongoing pet owner
interactions

IDEXX Veterinary Software Is at the Heart of Our Customers' Key Goals





Jim Polewaczyk

Executive Vice President and
Chief Commercial Officer

Sadie 

Global CAG Commercial Focus and Customer Experience

Jim Polewaczyk,
Executive Vice President and
Chief Commercial Officer

IDEXX Investor Day | August 11, 2022

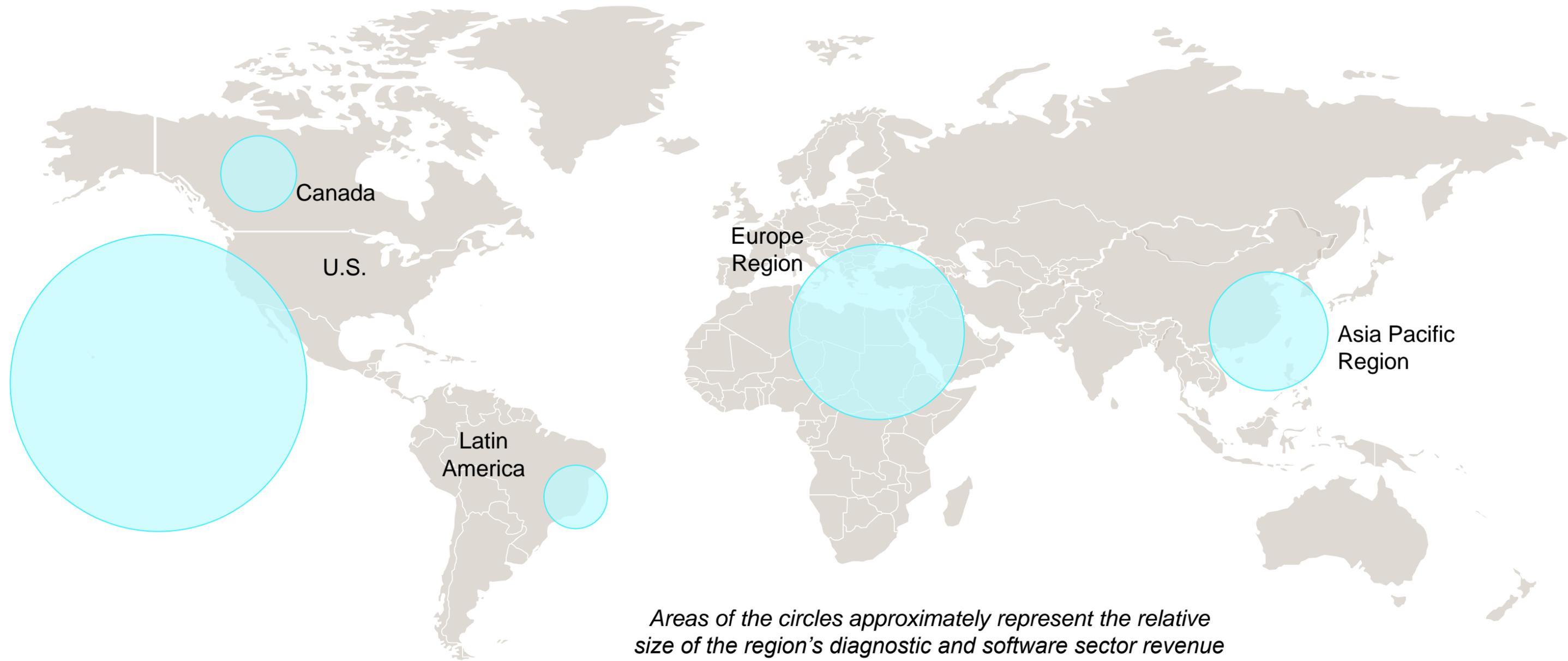
IDEXX



The Global Segment Is ~\$6.8 Billion with Strong Secular Growth Trends

Currently U.S. represents ~\$4.2B, or ~62% and international represents ~\$2.6B or ~38%

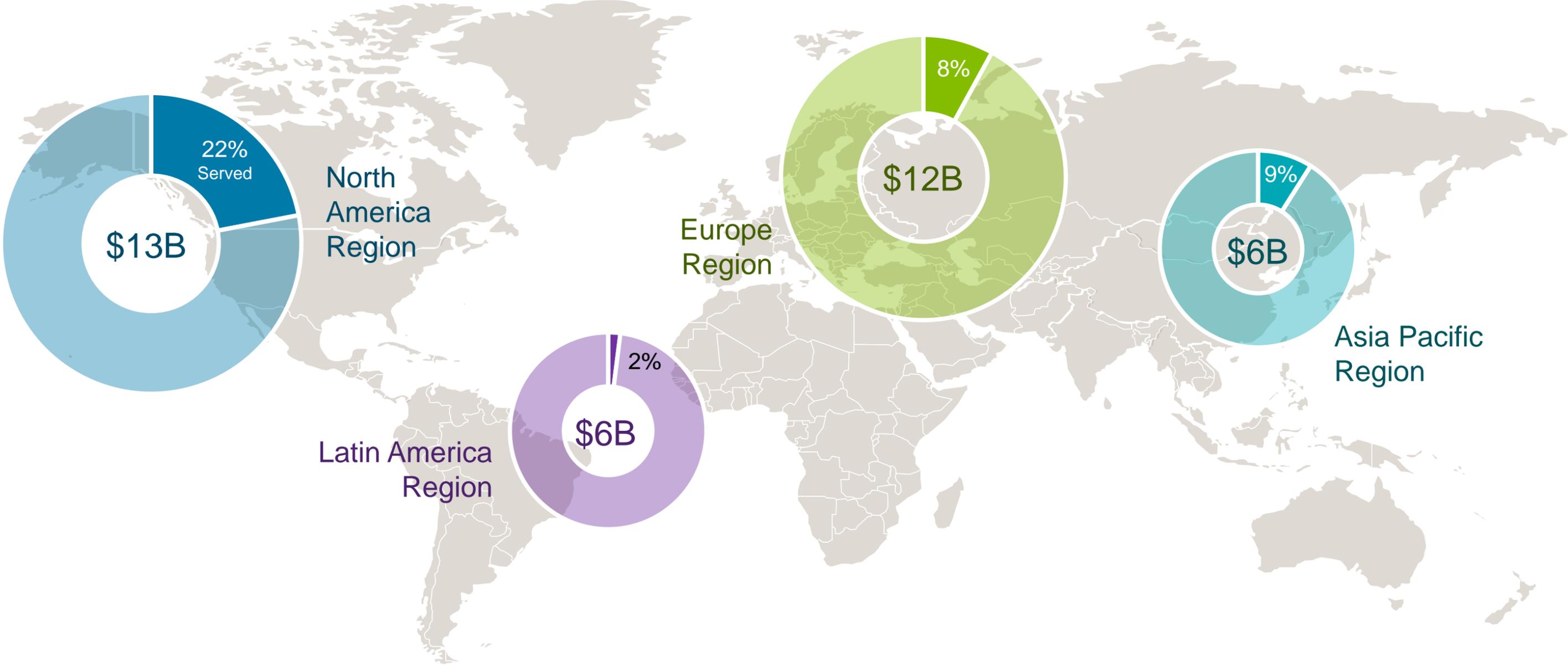
Estimated 2021 Total Companion Animal Diagnostic and Software Spending (\$M)*



*Revenue estimated at the manufacturer level. Includes reference lab, in-house instruments and consumables, rapid assay, manual microscopy, diagnostic imaging, ultrasound and software. Excludes IDEXX Bioanalytics. Figures stated in USD, based on 2021 average exchange rates. Changes relative to previous years represent actual growth as well as continued improvement in data quality.

IDEXX Has Decades+ Opportunity for Profitable Growth in Diagnostics Globally, with the Greatest Untapped Opportunity Internationally

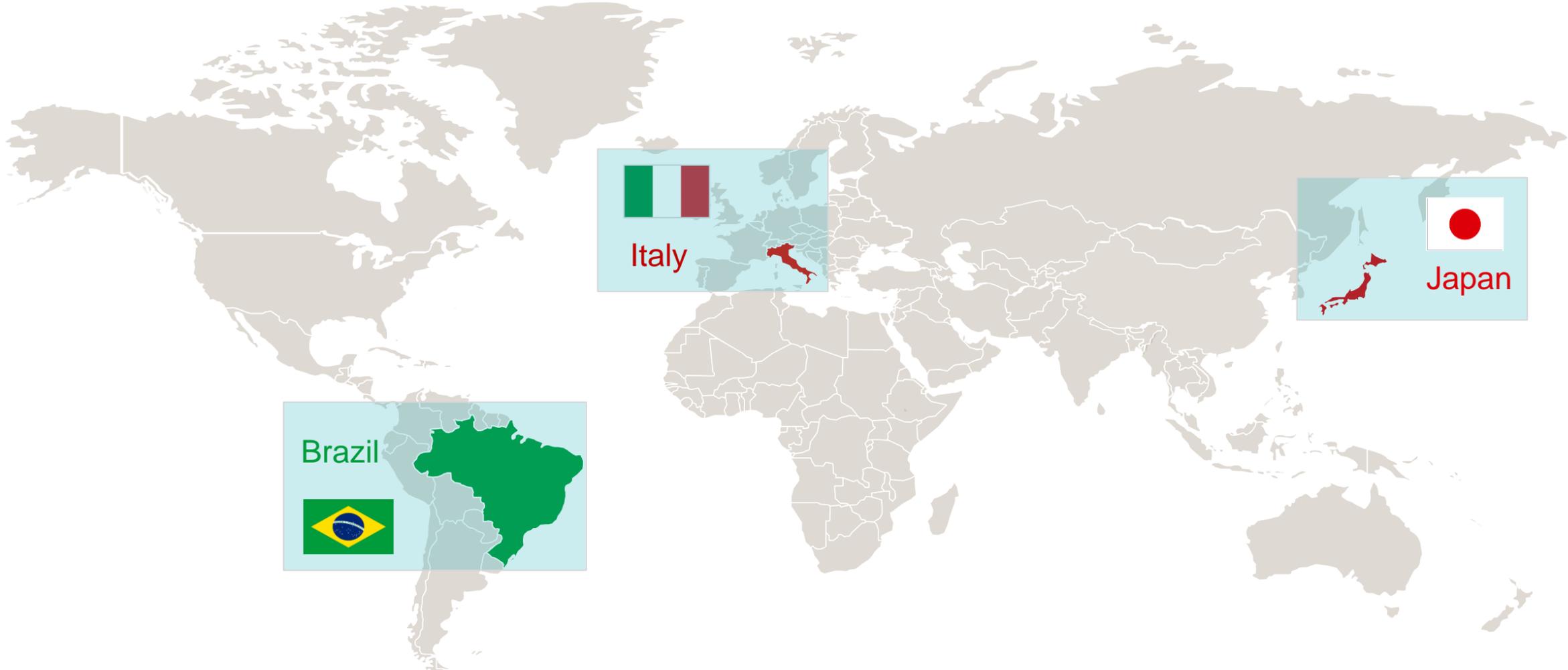
Worldwide Total Addressable Companion Animal Diagnostics Revenue Opportunity (\$37B Total, ~15% served)*



* Total addressable companion animal diagnostics revenue estimated based on bottom-up modeling at manufacturer or service provider level. Assumes **current proportion** of household-owned pets visiting the veterinary practice for wellness and non-wellness visits; 'medically optimal' percentage of these visits that should include at least 1 diagnostic and estimated average manufacturer revenue for appropriate diagnostics used in each type of visit. Note that this global TAM is estimated as of 2020 and will grow over time based on the known underlying drivers, e.g., clinical visit growth per practice, net new practice formation and net price realization.

Enhancing Our International Commercial Scale and Execution

2022 International Expansions



2021 Completed Expansions



Ecosystem Approach



Sales Operations



Global Commercial Systems



Education & Training

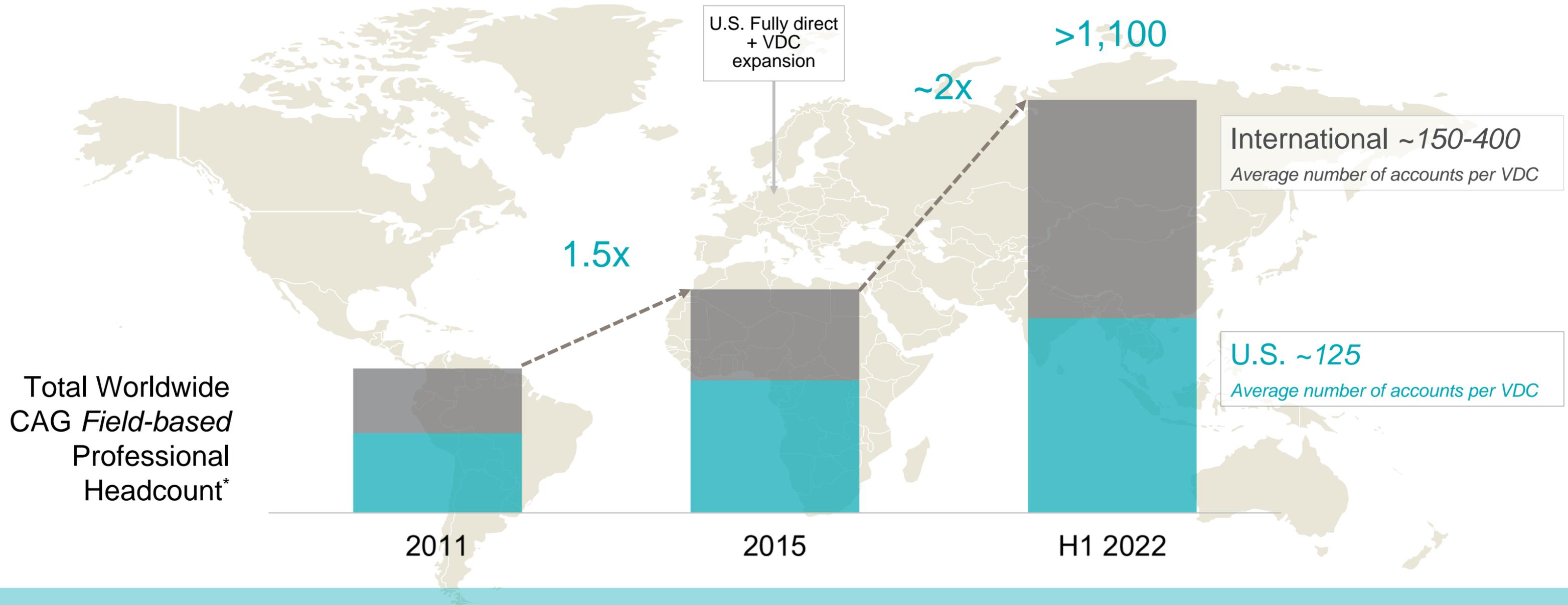


Marketing



Global Customer Support

Expanding Team of Diagnostic Category Experts in Key Geographies Globally



Expanding Global Commercial Footprint Enables Reach Needed to Communicate IDEXX Differentiators

* Includes all field-based sales and technical services headcount, excluding management. For 2011 and 2015, figures as of December 31 of each calendar year; for H1 2022 figure as of June 30, 2022.

Commercial Engagement Supports a Portfolio of Multi-modality Innovation

IDEXX Point of Care Diagnostics



ProCyt One



Improved SNAP 4Dx Plus



IDEXX SDMA

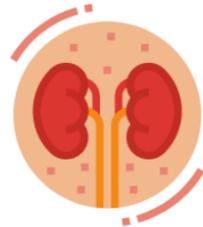
IDEXX Reference Labs



Expanded Oncology Offering



IDEXX Fecal Dx Antigen Profile with Tapeworm

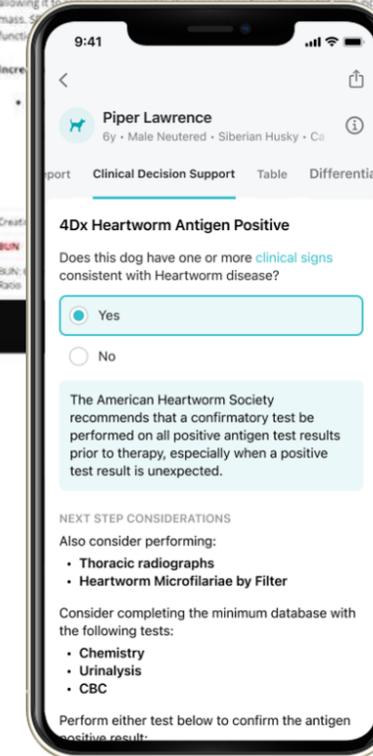
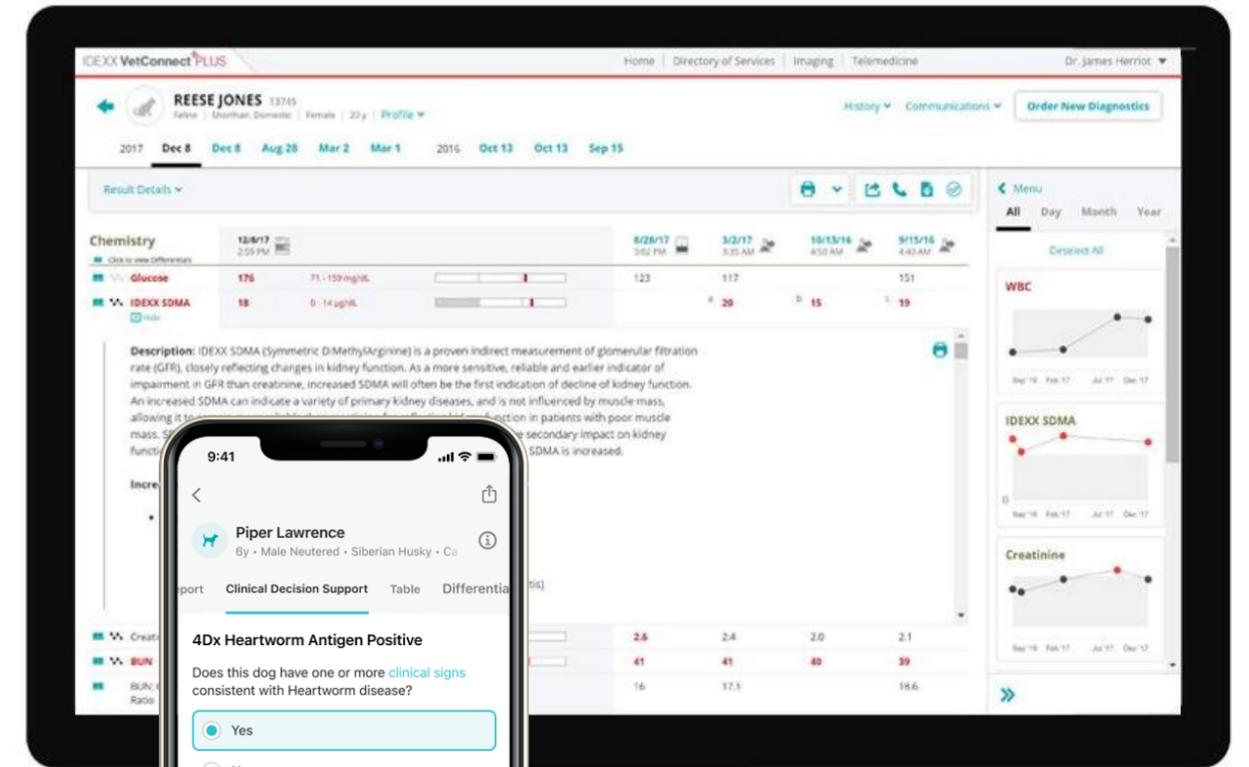


IDEXX FGF-23 Dietary Management Marker

IDEXX Software Solutions



VetConnect PLUS with Clinical Decision Support



Multi-modality, Integrated Model Enables Flexibility for Customers

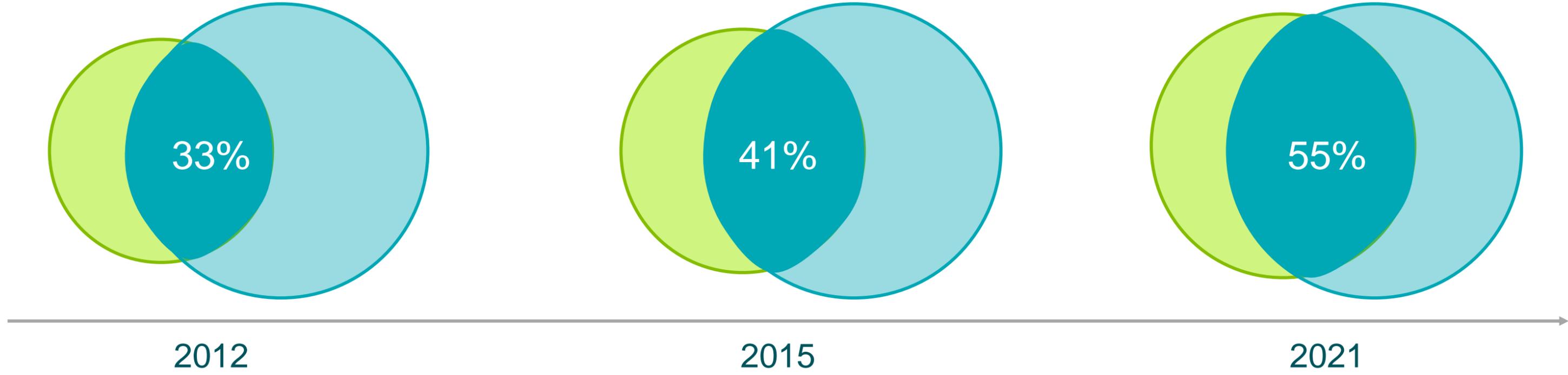
More and more practices choose IDEXX across modalities

IDEXX U.S. Companion Animal Customer Overlap

Percentage of IDEXX Reference Lab or IDEXX In-house Chemistry Platform Customers Who are IDEXX Customers for Both*

IDEXX Ref Lab ONLY Customers

IDEXX VetLab® ONLY Customers



* Analysis as of the end of each calendar year for 2012, 2015, and 2021.

IDEXX 360 Has Global Appeal

Customers Grow Diagnostics Utilization and Improve Standard of Care with an IDEXX 360 Partnership

(IDEXX CAG Recurring Revenue \$M)



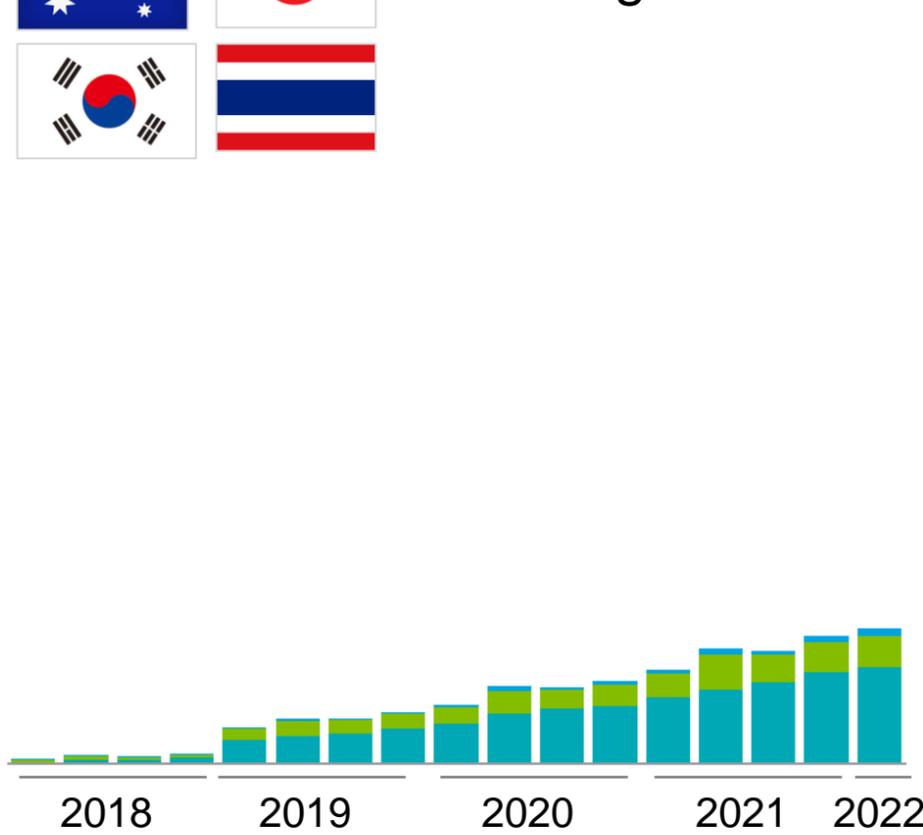
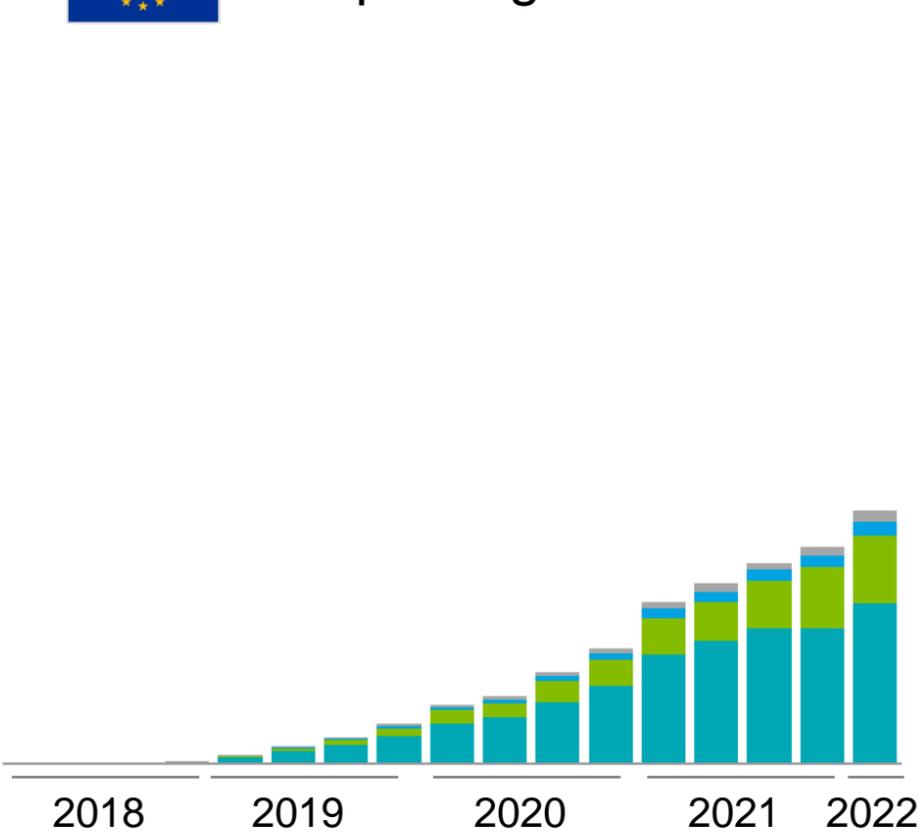
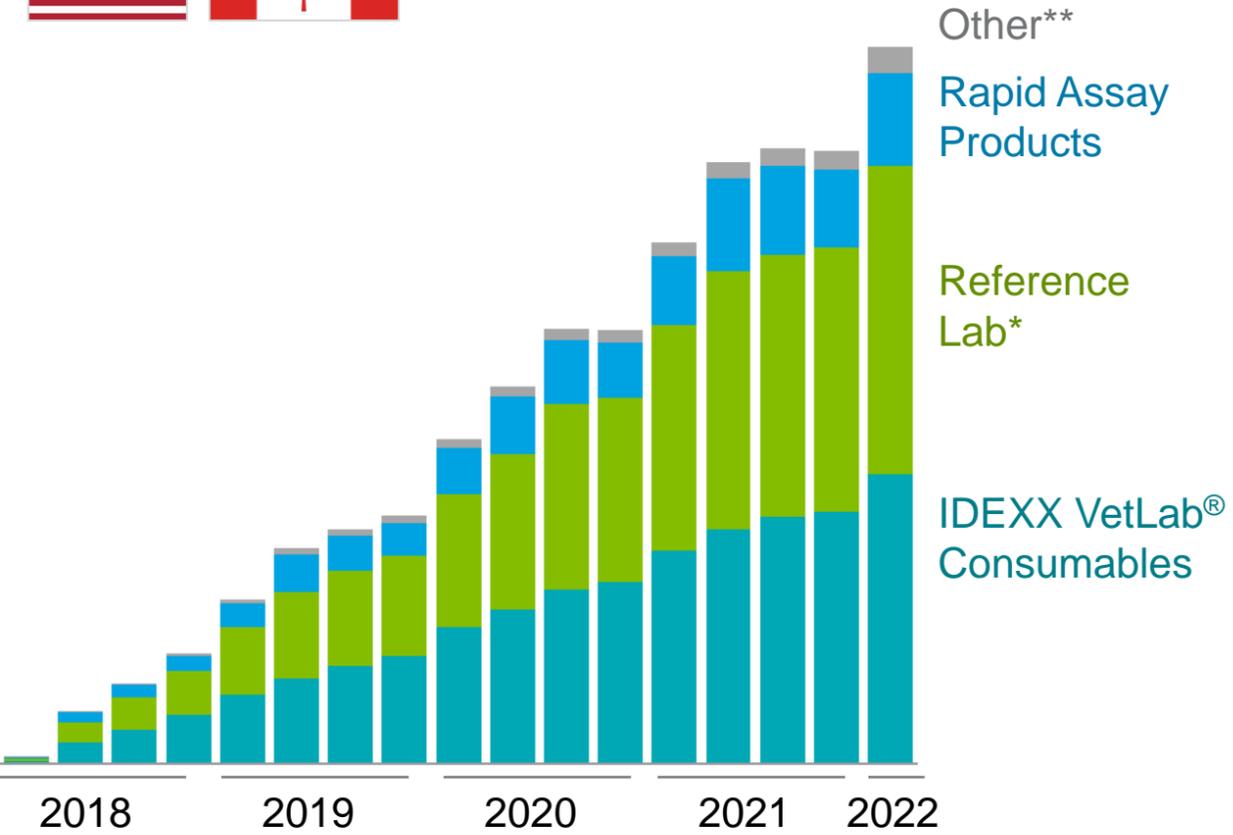
North America



Europe Region



APO Region

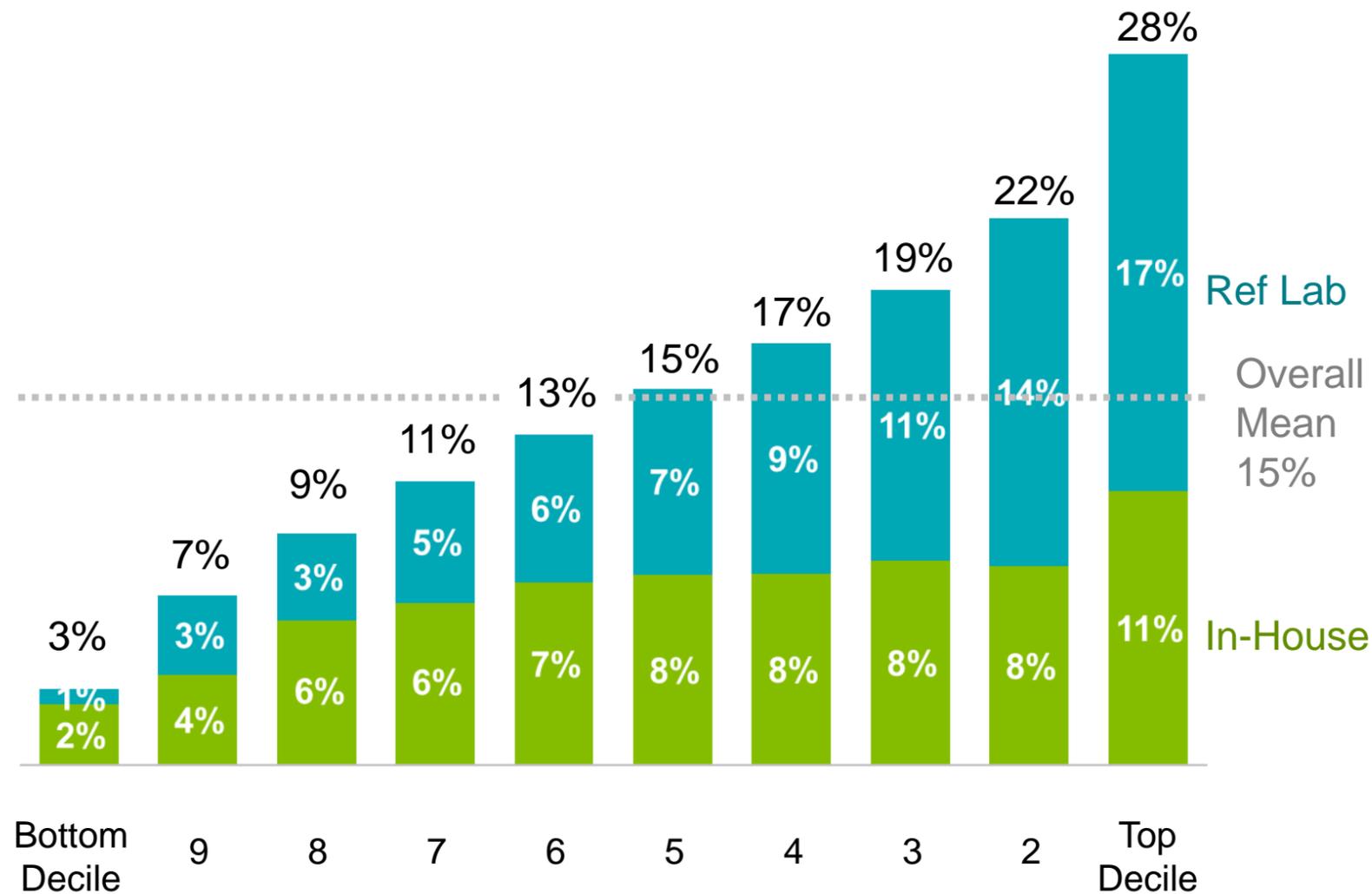


* Reference lab recurring revenue includes Reference Laboratory Diagnostics and excludes Reference Labs Consulting Services and IDEXX BioAnalytics. ** Other recurring revenue includes: Veterinary Software, Services and Diagnostic Imaging Systems subscription based products and services; Reference Laboratory Consulting Services CardioPet subscription plans.



Customer Education Complements Commercial Execution and Innovation

Percentage of 2021 *Clinical Visits Including a Chemistry Panel* by Practice Decile



Source: Based on an analysis of IDEXX Practice Intelligence data from ~7,000 practices. Modality breakout based on ~2,700 practices with consistent IDEXX Reference Labs and In-House analyzer utilization. Figures rounded to the nearest 1%.

Inspiring Diagnostic Utilization Through Ongoing Learning and Discovery Programs

\$4 million

Value of continuing education (CE) offering in the U.S. *

100k

CE credits earned in the U.S.

58k

Veterinary professionals engaged globally



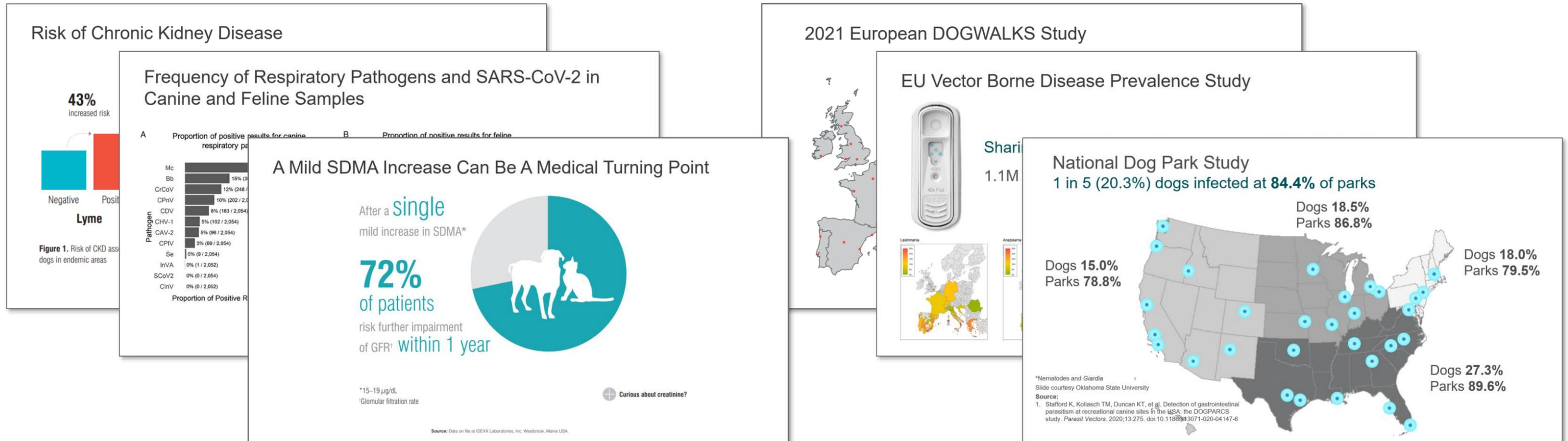
Ways to learn

- IDEXX Professional Service Veterinarians
- IDEXX Online Learning Center
- Tradeshows and private education events

* Based on an average estimated cost of \$40 per CE credit.

Medical Big Data Studies Inspire Clinical Belief in Diagnostics

In 2020 and 2021, IDEXX individuals authored or contributed to **167 peer-reviewed publications** in the veterinary field helping to advance the understanding of the clinical value of diagnostics



Sources: Stafford K, Kollasch TM, Duncan KT, et al. Detection of gastrointestinal parasitism at recreational canine sites in the USA: the DOGPARCS study. Mack RM, Hegarty E, McCrann DJ, Michael HT, Grauer GF. Longitudinal evaluation of symmetric dimethylarginine and concordance of kidney biomarkers in cats and dogs. *Vet J*. 2021 Oct;276:105732.

Improving the Total Experience Customers Have with IDEXX Is a Company-wide Priority and Inspires Record Retention Levels

Relationship

2021 IDEXX Ranking by U.S. Veterinary Practices among Animal Health Manufacturers*

- Overall Company Performance **#1**
- Bringing **Innovative Services and Technologies** **#1**
- Overall **Ease of Doing Business** **#1**
- Acts as a **Partner** to the Practice **#1**
- Overall **Support Received During COVID** **#1**

Responsiveness

System Investments



Service Cloud



Global Telephony



Customer Self-Service

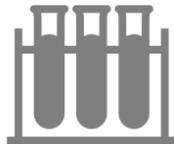
Operational Investments



Product Availability



On time delivery



Reference Lab Performance

*Source: Brakke study manufacturer and distributor performance, fielded in the U.S. in March 2021 (n=1400 veterinarians). Manufacturers included: IDEXX, Zoetis, Antech, Heska, Boehringer Ingelheim, Merck, Elanco, Hill's, Nestle Purina, Royal Canin, eva, Dechra, Vetoquinol and Virbac.

Our Three Pillars Supporting Growth for Years to Come



Innovation



Commercial Partnership
and Expansion



Customer Experience

A Customer Conversation with Dr. Bruce Francke



George Fennell

Senior Vice President and
General Manager
CAG, Americas



Dr. Bruce Francke

Bay Animal Hospital
Essexville, MI

Time for a 15 minute
Break
We'll be back shortly

IDEXX Investor Day | August 11, 2022

IDEXX



A Customer Conversation with Dr. Bruce Francke



George Fennell

Senior Vice President and
General Manager
CAG, Americas



Dr. Bruce Francke

Bay Animal Hospital
Essexville, MI



Daisy 

Brian McKeon

Executive Vice President and
Chief Financial Officer

IDEXX Financial Review

Brian McKeon,
Executive Vice President and
Chief Financial Officer

IDEXX Investor Day | August 11, 2022

IDEXX



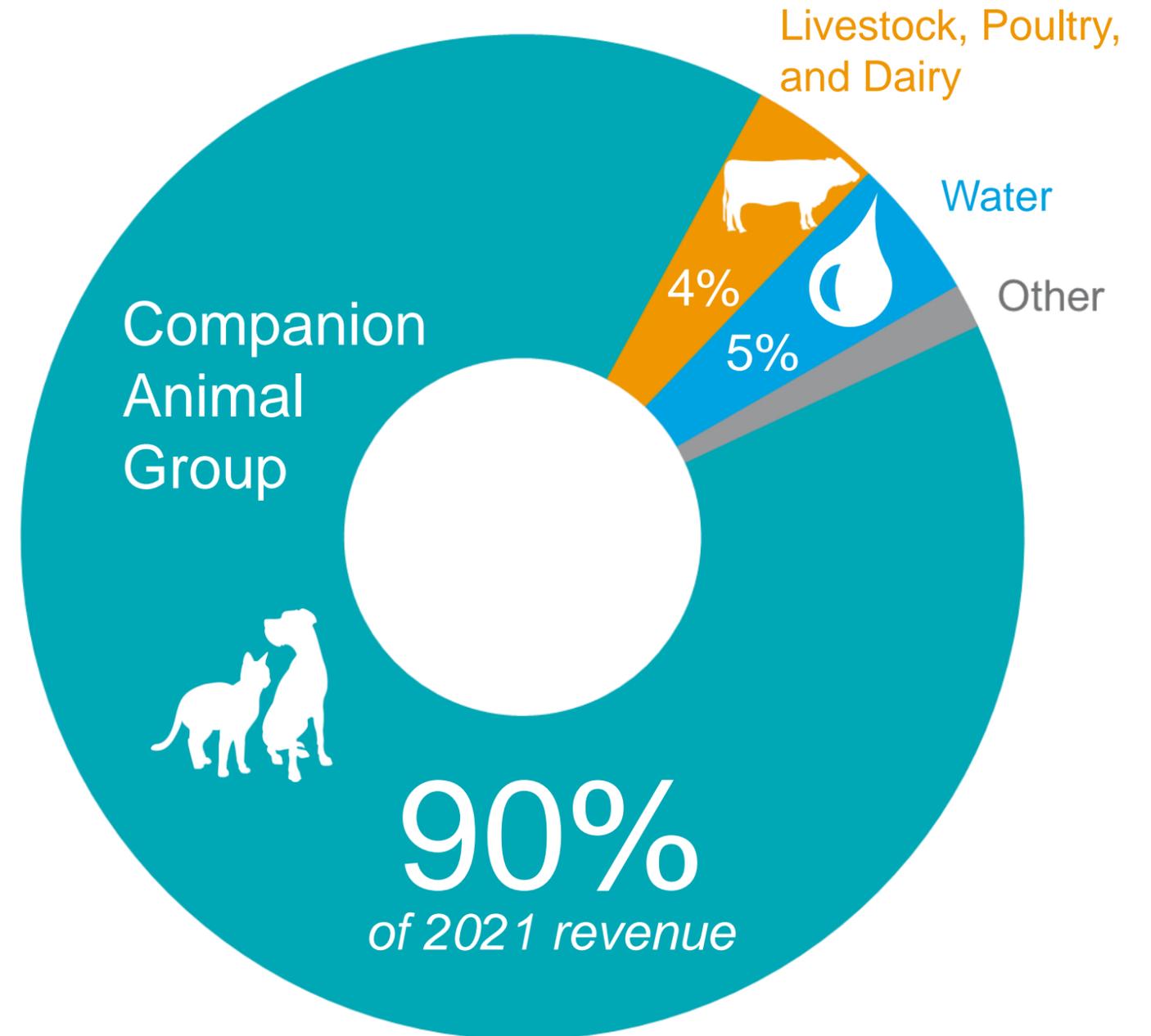
Financial Review – Key Messages

- Strategic focus and execution delivers outstanding financial results
- Building on significantly expanded revenue and profit base
- CAG opportunity drives 10%+ annual organic revenue growth potential
- Expanding, durable CAG Dx recurring revenue gains support long-term outlook for strong EPS growth and high ROIC



Focus on Attractive Core Business Development

- High long-term growth opportunity aligned with sector development
- A global leader with proven strategy
- Innovation driven
- Durable, high growth recurring revenue model
- High incremental margins, cash flow and ROIC



Consistent Strategy and Strong Execution Yields Outstanding Financial Results -- with Accelerated Gains Through the Pandemic

	2017	2018	2019	2020	2021	Multi-Year Goals*
Organic Revenue Growth ²	10.4%	11.6%	10.3%	12.0%	16.4%	10%+
Operating Margin Gain (Comparable Operating Margin Gain) ⁵	140 bps	130 bps	120 bps	340 bps	220 bps	50 - 100 bps
EPS Growth (Comparable EPS Growth) ⁶	21%	36%	21%	31%	29%	15% - 20%

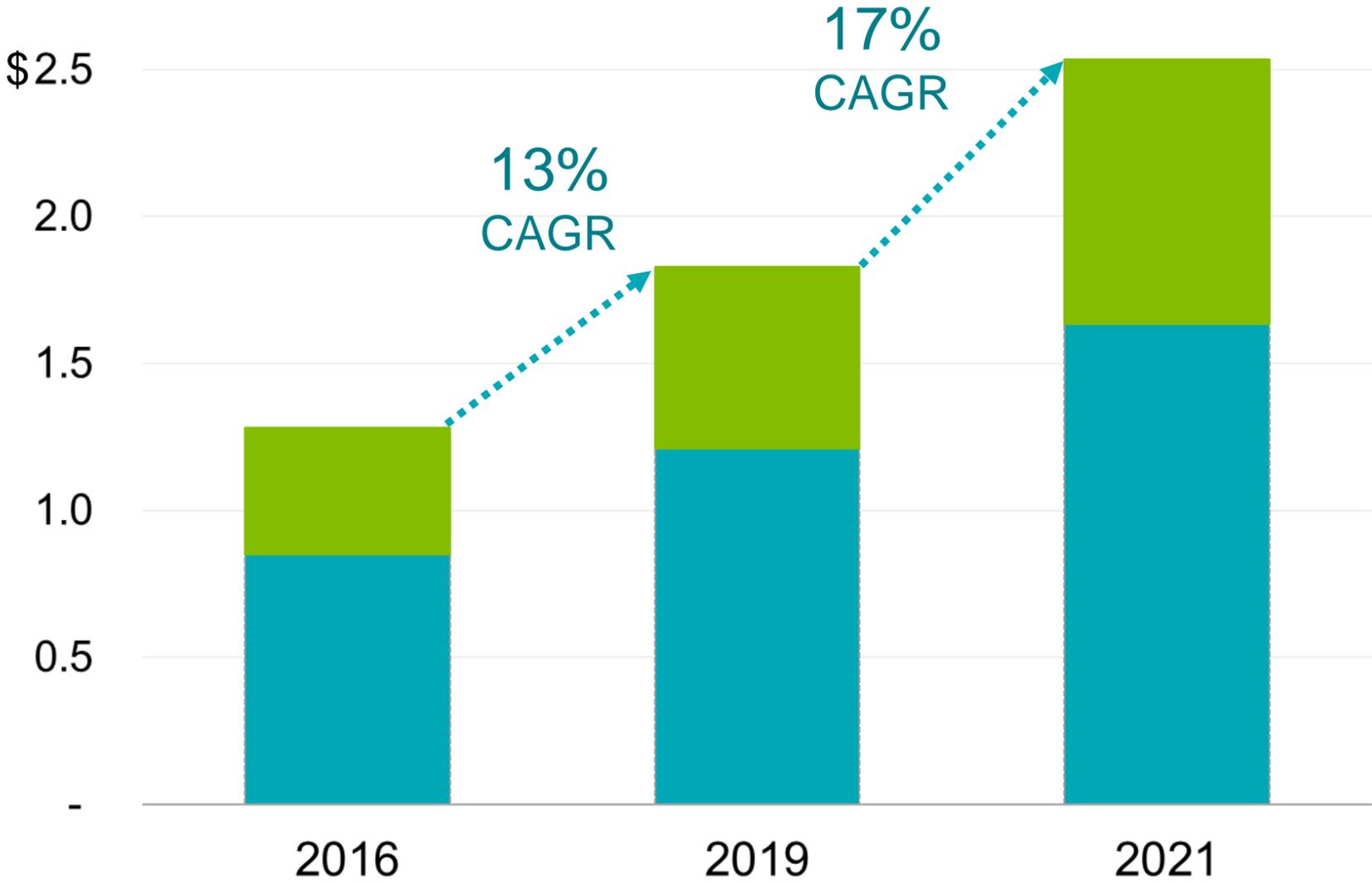
ROIC⁷ of 59% in 2021

^{2, 5, 6, 7} Non-GAAP financial measure, please refer to Appendix for descriptive footnotes.

* Our multi-year goals represent our projected annual gains, assuming that foreign currency exchange rates remain the same and excluding year-over-year changes in share-based compensation tax benefits and non-recurring or unusual items.

Significantly Expanded Global CAG Diagnostics Recurring Revenue Base

CAG Diagnostics Recurring Revenue and Normalized Organic Revenue Growth³ (\$B)



Normalized Organic Revenue CAGR³

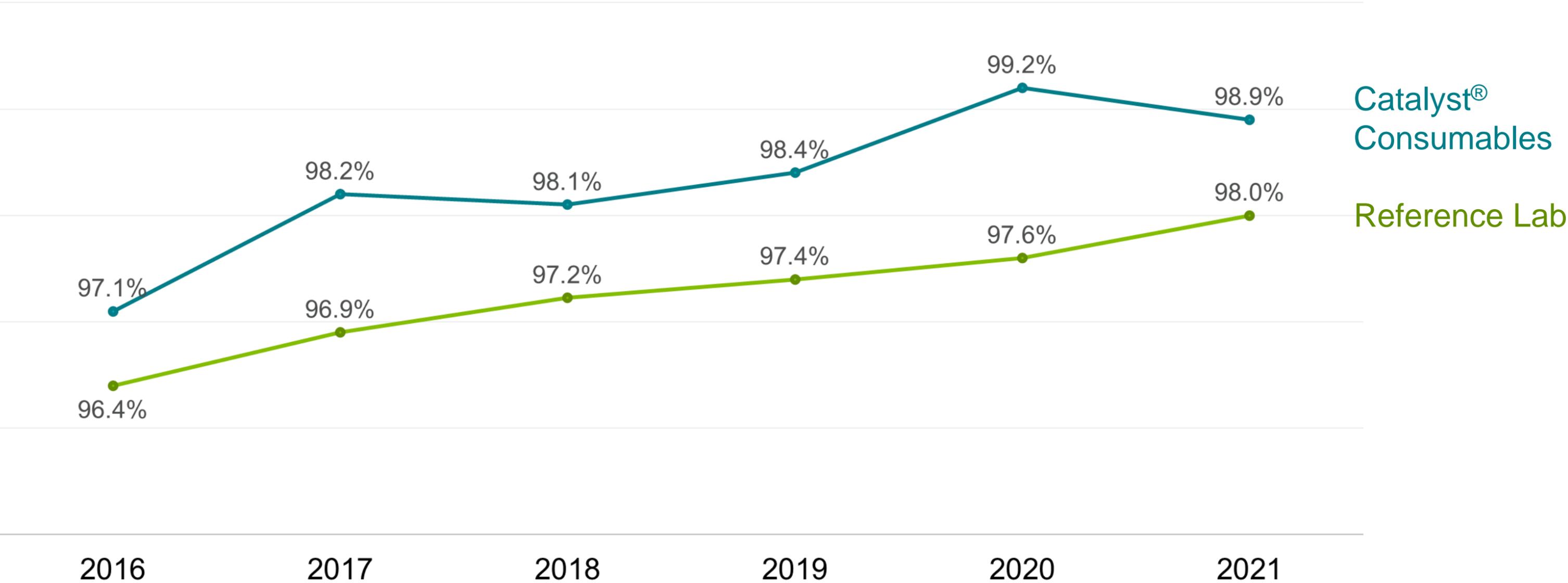
	2016 – 2019	2019 – 2021	Targeted Growth %*
International	13%	17%	12% - 16%
U.S.	12%	16%	9% - 13%

³ Non-GAAP financial measure, please refer to Appendix for descriptive footnotes.
 * Growth rate targets for referenced time period (2016-2021) as disclosed during previous IDEXX Investor Days.



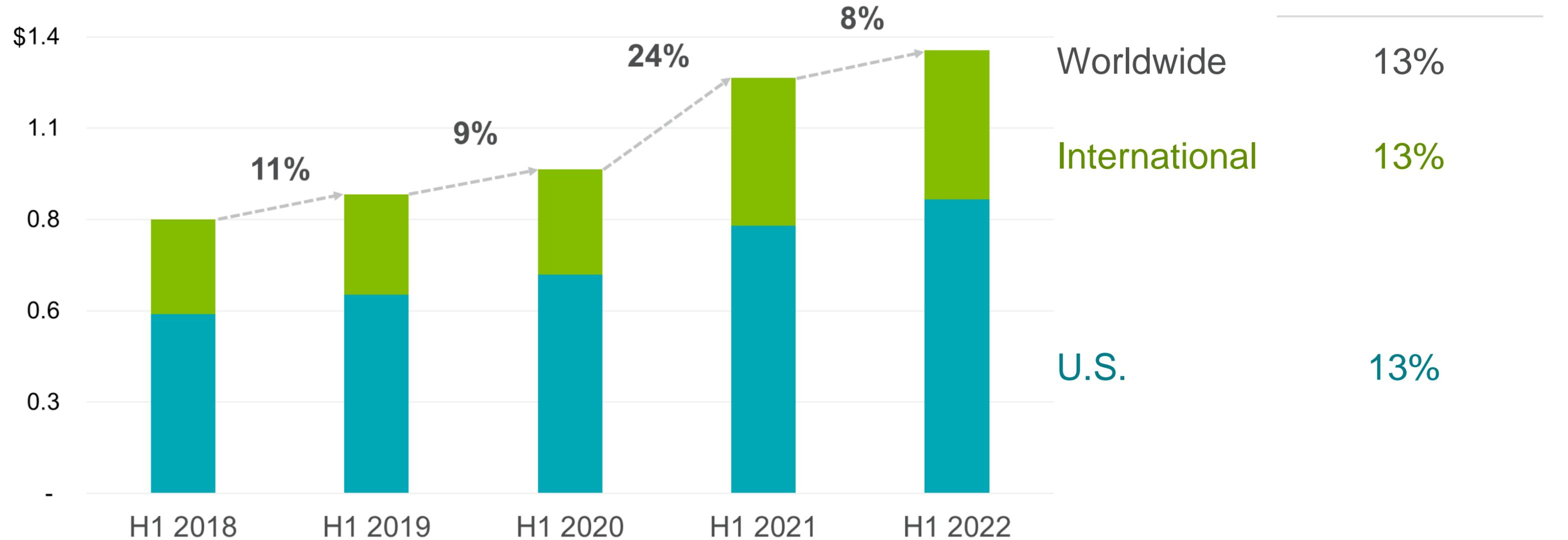
Durable CAG Recurring Annuity Supported by High Customer Retention

Annual U.S. Customer Revenue Retention Rates



CAG Diagnostics Recurring Revenues Building Solidly Off Higher Base

H1 CAG Diagnostics Recurring Revenue and Normalized Organic Revenue Growth^{2,3,4,5} (\$B)

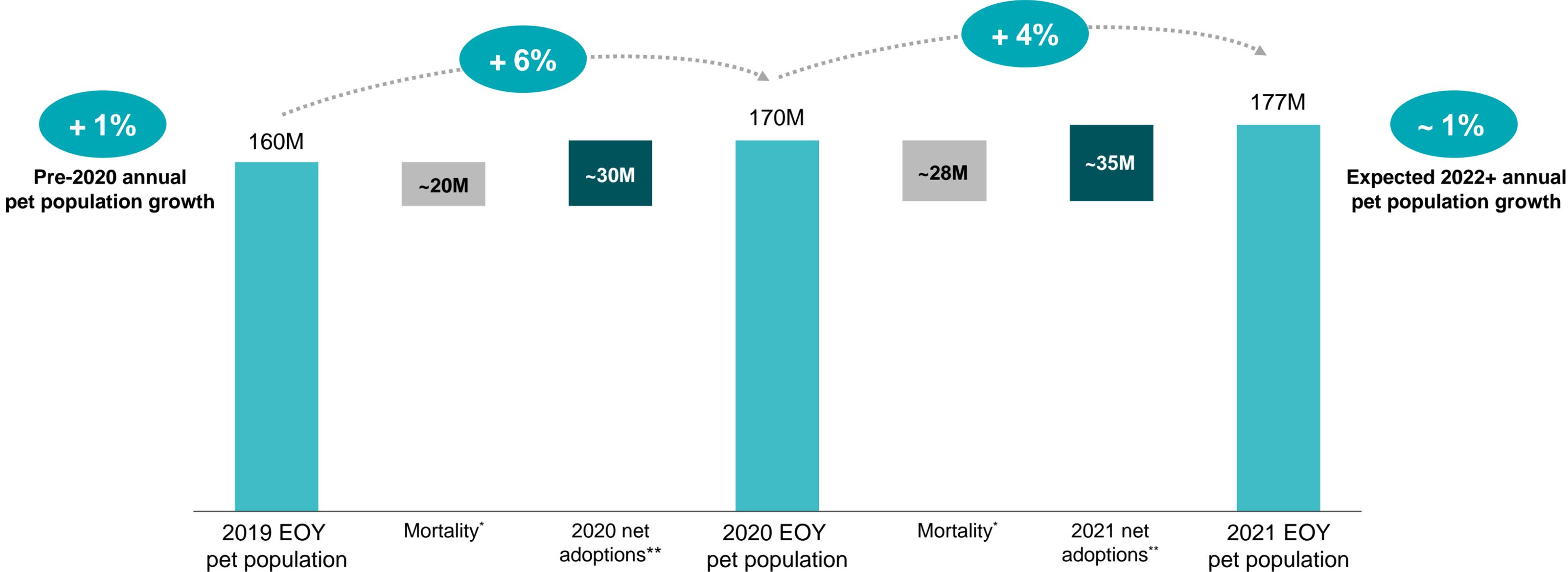


² Please refer to the Appendix for descriptive footnotes. ^{3,4,5} Non-GAAP financial measure, please refer to Appendix for descriptive footnotes.

Pet Population Expanded 10% During Pandemic

Well above ~1% annual growth norm

Estimated U.S. Pet Population and Growth Elements

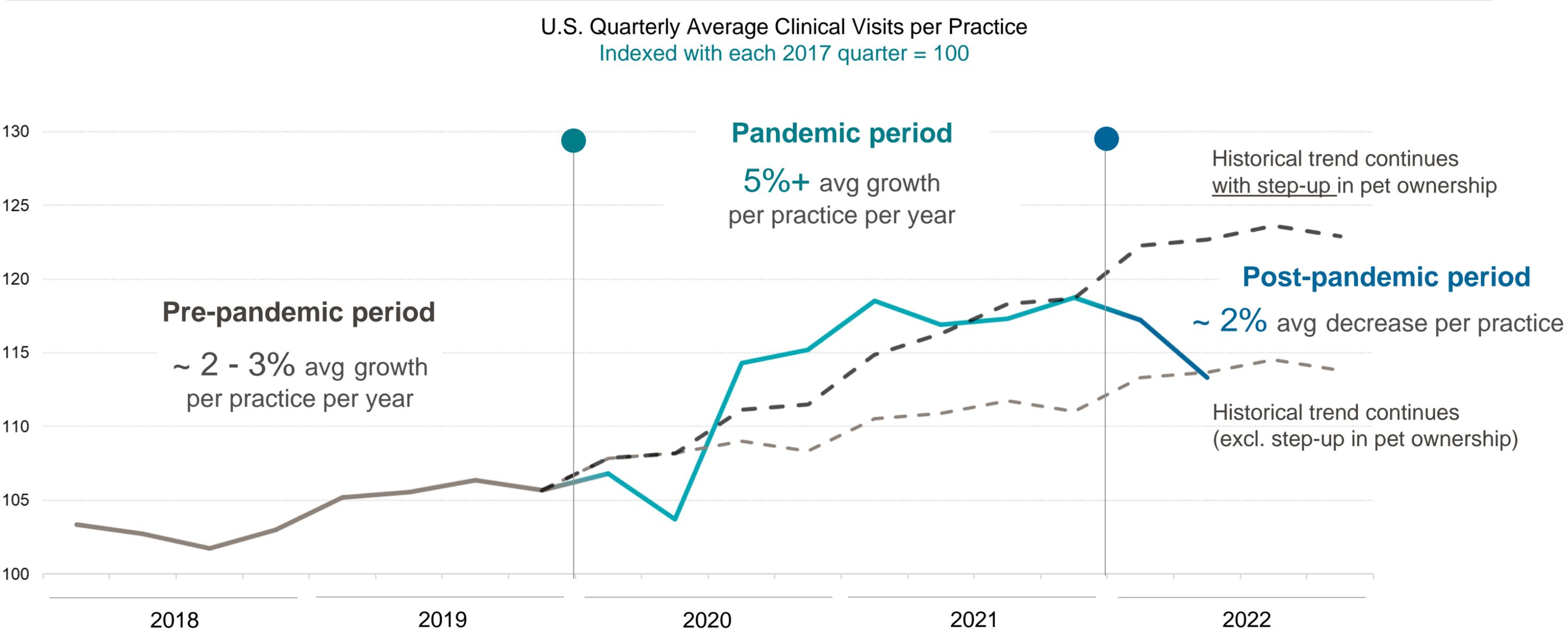


* Based primarily on inputs from IDEXX primary research (n = 959 pet owners in February 2021 survey and 2,029 pet owners in December 2021 survey) ; Aligns with rough assumption of ~7 year average lifespan across canines and felines for all-cause mortality.
 ** Based on modeling of inputs from IDEXX primary research (n = 959 pet owners in February 2021 survey and 2,029 pet owners in December 2021 survey) and published primary research estimates (net of surrenders).



Significant Step Up in Visits Creates Near-term "Lapping" and Capacity Challenges – While Pointing to Longer-term Demand Driver

Significant Step-up in Visits Through Pandemic

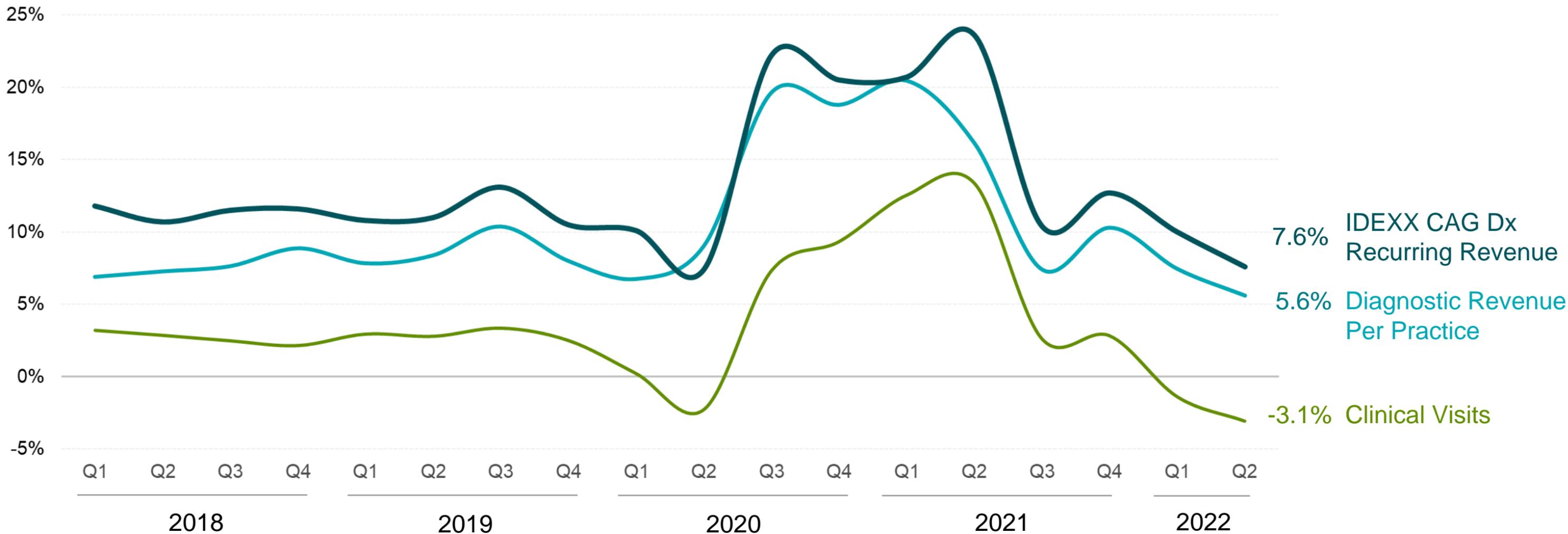


Source: Analysis of IDEXX Practice Intelligence data, n = ~9,160 practices. Note that 'clinical visits' are those where the reason for visit involves an interaction between a clinician and a pet, including wellness and non-wellness visit types.



Diagnostic Revenue Growth Premium Remains Strong

IDEXX U.S. CAG Dx Recurring Normalized Organic Revenue³ and U.S. Companion Animal Dx Revenue per Practice Year-over-year Growth

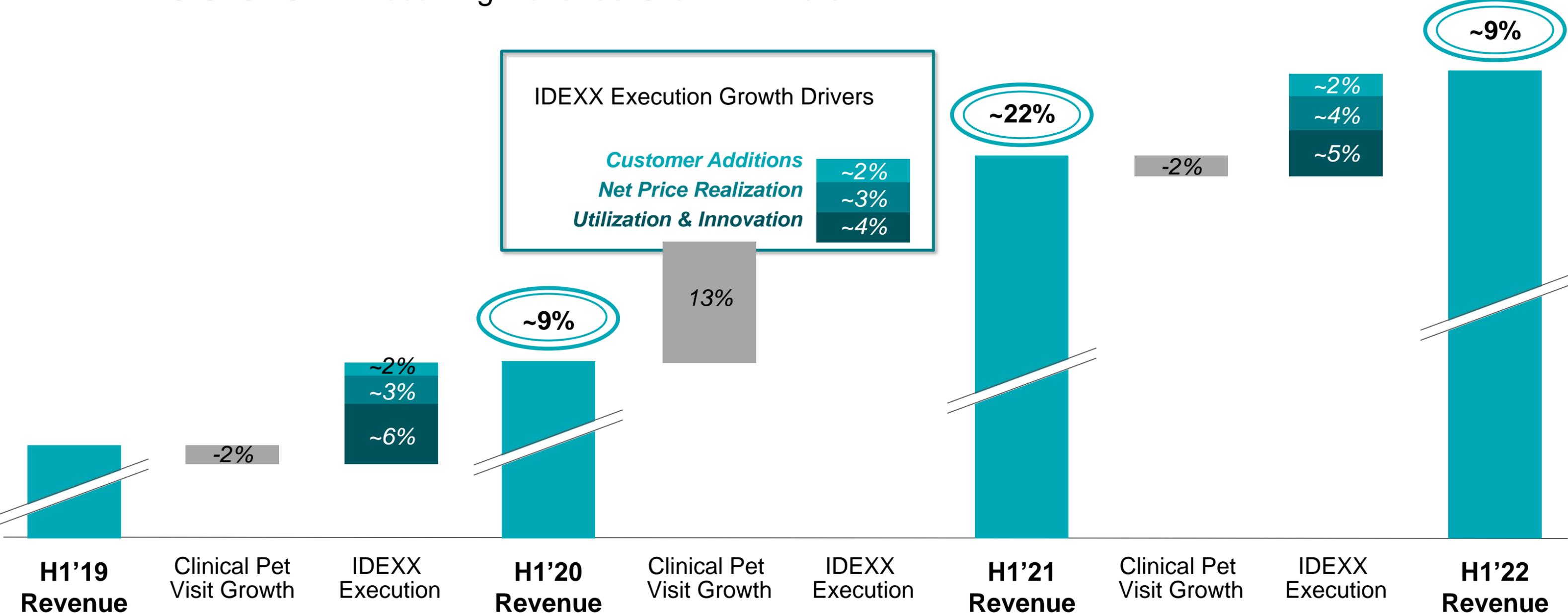


Source: Based on analyses of IDEXX Practice Intelligence data, U.S. n = 9,146 practices. Analysis reflects “same practice” year-over-year changes, excluding any impact that may exist from practice closures. Diagnostic Revenue per Practice is intended to represent the full diagnostic activity of the practice, and includes all reference lab services, in-house instruments and consumables, rapid assay tests, telemedicine, digital imaging, ultrasound, and other in-house diagnostics including for example, manual urinalysis, in-house fecal flotations, fine needle aspirates, etc. Growth rates exclude impact of net new practice formation and are not adjusted for equivalent days. 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. ³ Non-GAAP financial measure, please refer to Appendix for descriptive footnotes.



IDEXX Execution Focus Helps to Offset Near-term Growth Headwinds

IDEXX H1 U.S. CAG Dx Recurring Revenue Growth Drivers



IDEXX Execution Growth Drivers

- Customer Additions ~2%
- Net Price Realization ~3%
- Utilization & Innovation ~4%

⁵ Please refer to the Appendix for descriptive footnotes.



2022 Outlook for Continued Solid Organic Growth and Profit Gains

Captures near-term dynamics moderating CAG Dx recurring revenue growth and potential macro headwinds

	H1'22	H2'22*	FY'22 Outlook
Revenue Growth			
Reported	6%	2 – 6%	4 – 6%
Organic ⁴	7%	4.5 – 8%	5.5 – 8%
CAG Diagnostics Recurring (Organic ⁴)	8%	5 – 10%	6.5 – 9%
CAG Diagnostics Recurring Net Price Realization	~4%	5.5 – 6%	~5%
Comparable Operating Margin Change⁵	(590 bps)	90 - 190 bps	(280 - 230 bps)
<i>Q2'22 Discrete R&D Spend Impact</i>	<i>(470 bps)</i>		<i>(230 bps)</i>

* Implied based on H1'22 actuals and FY'22 outlook

** 2022 outlook communicated August 2, 2022. This slide's guidance speaks only as of August 2, 2022 and shall not be deemed to be a reiteration or affirmation of the guidance or an indication that the Company's expectations have not changed since that time.

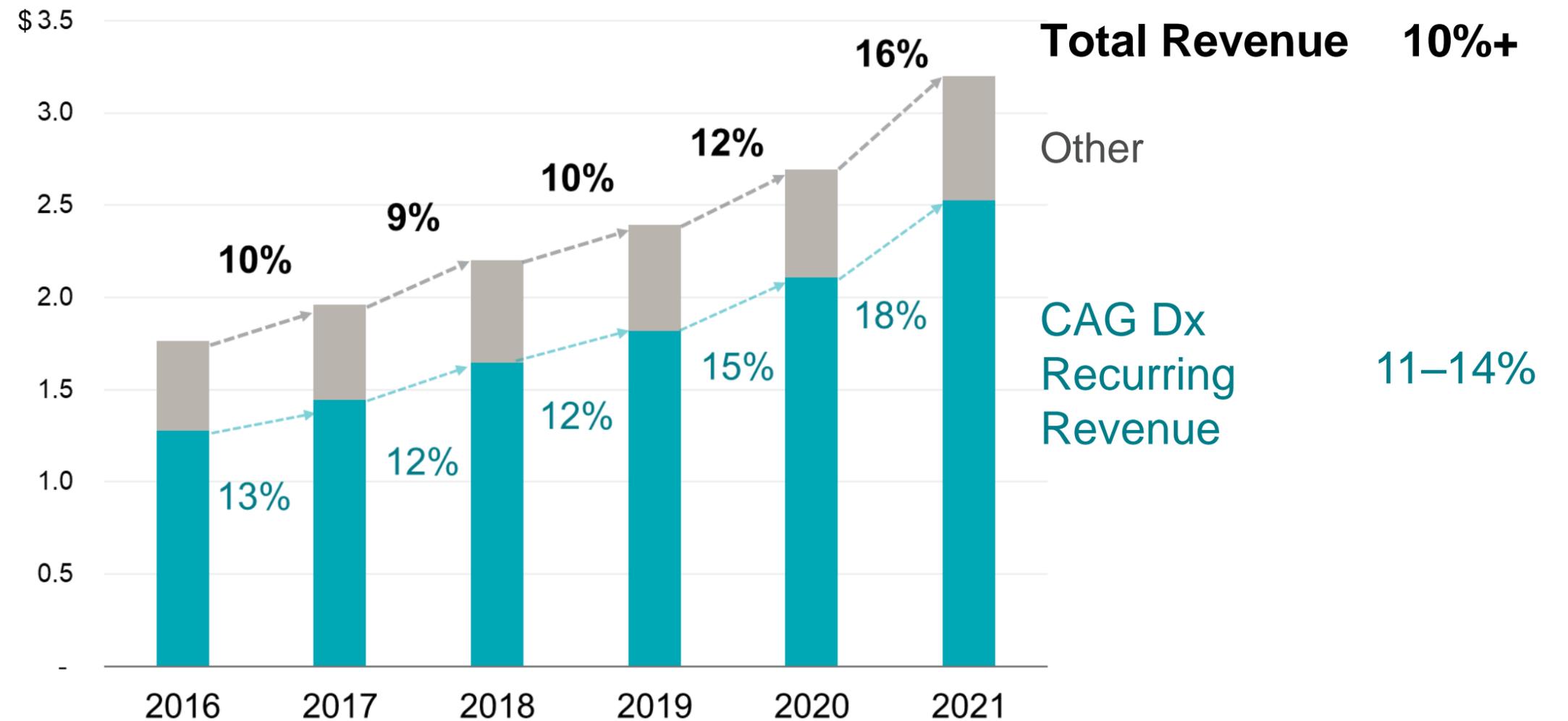
^{4,5} Non-GAAP financial measures, please refer to Appendix for footnotes.

Key Drivers of Long-term 10%+ Revenue Growth Potential Intact

Long-term Growth Drivers

- CAG sector momentum and demographics
- Global utilization expansion
- Premium instrument base expansion (230k opportunity)
- Innovation – new platforms and multiplier benefits
- Cloud based software expansion

Total Company Revenue and Normalized Organic Revenue Growth^{1,3,4} (\$B)



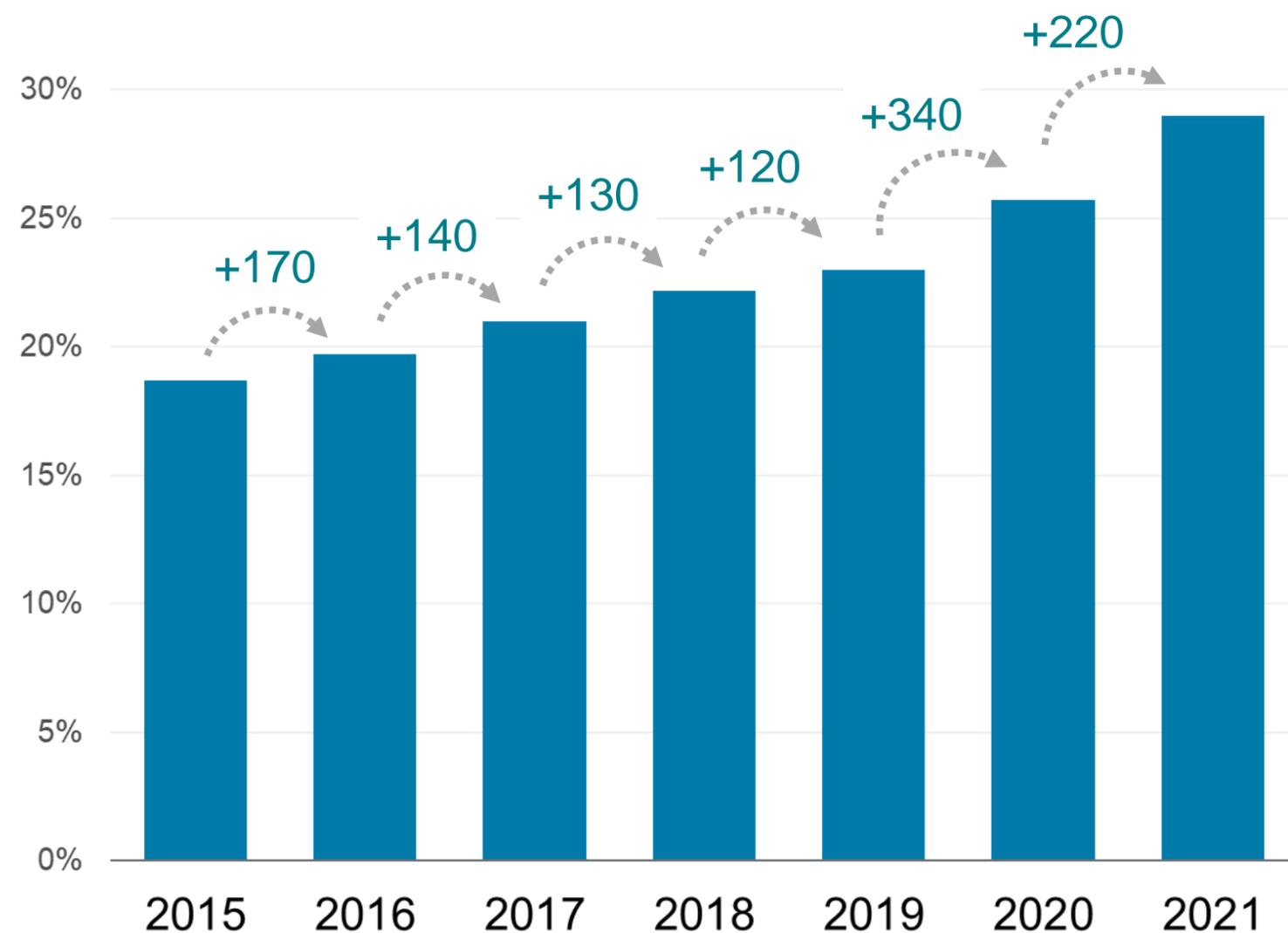
Long-term Potential*

¹ Please refer to the Appendix for descriptive footnotes. ^{3,4} Non-GAAP financial measure, please refer to Appendix for descriptive footnotes.

* These percentages represent our projected annual gains, assuming that foreign currency exchange rates remain the same and excluding non-recurring or unusual items.

Targeting Continued Solid Annual Operating Margin Gains Building on Strong Performance

Annual Operating Margin and Comparable Operating Margin Expansion⁵ (bps)



Long-term Goal*

+50 - 100 bps

Annual Comparable Gains

Key Drivers

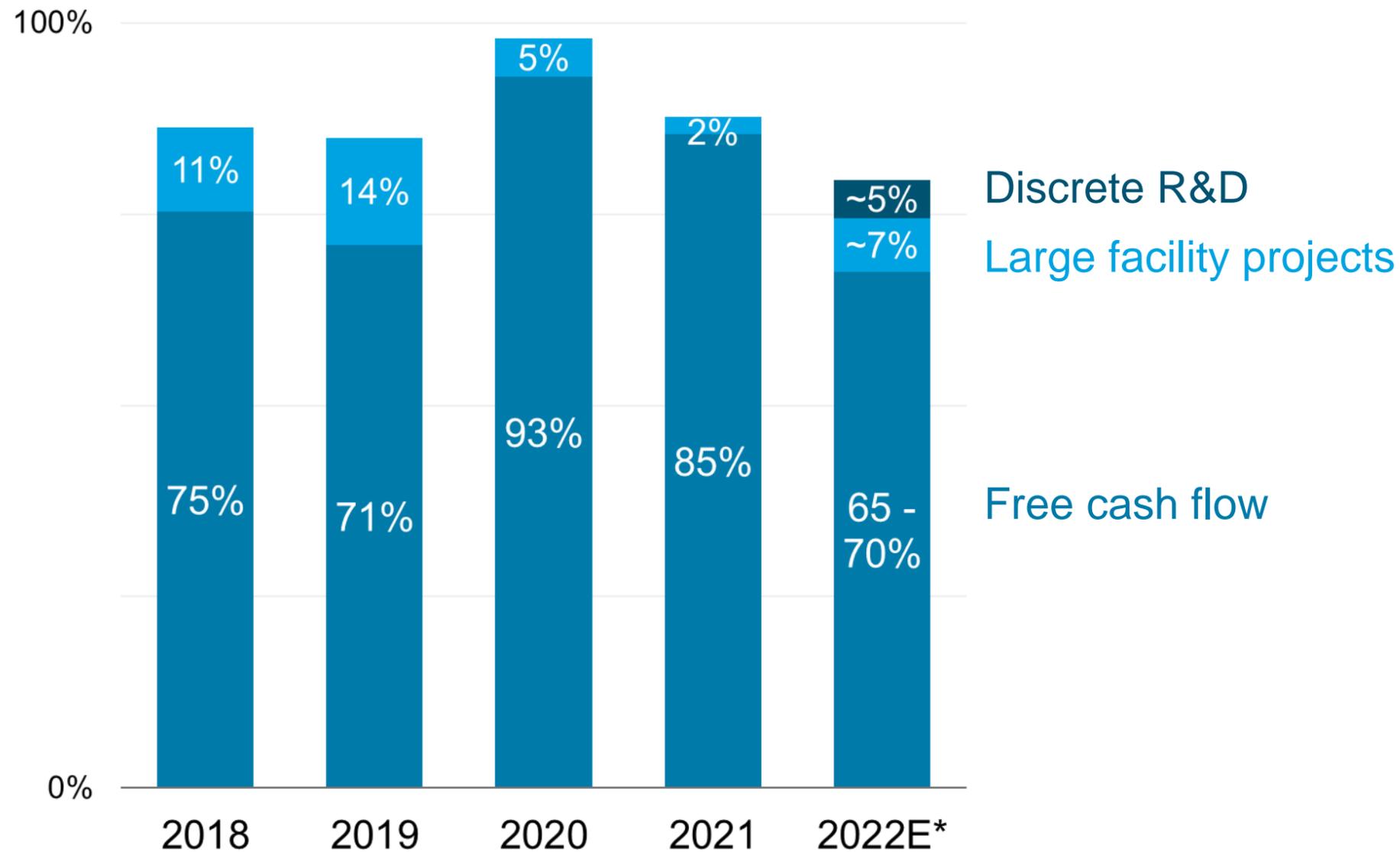
- 60%+ incremental CAG Diagnostics recurring revenue gross margins
- Sustained strong net price realization
- Lab productivity gains
- Improved segment contribution (software)
- Opex leverage (net of reinvestment)

⁵ Non-GAAP financial measures, please refer to Appendix for footnotes.

* This long-term goal represents our projected annual gain, assuming that foreign currency exchange rates remain the same and excluding year-over-year changes in share-based compensation tax benefits and non-recurring or unusual items.

Strong Cash Flow Generation Supported by High Conversion

Free Cash Flow⁸ % of Net Income



Key Highlights

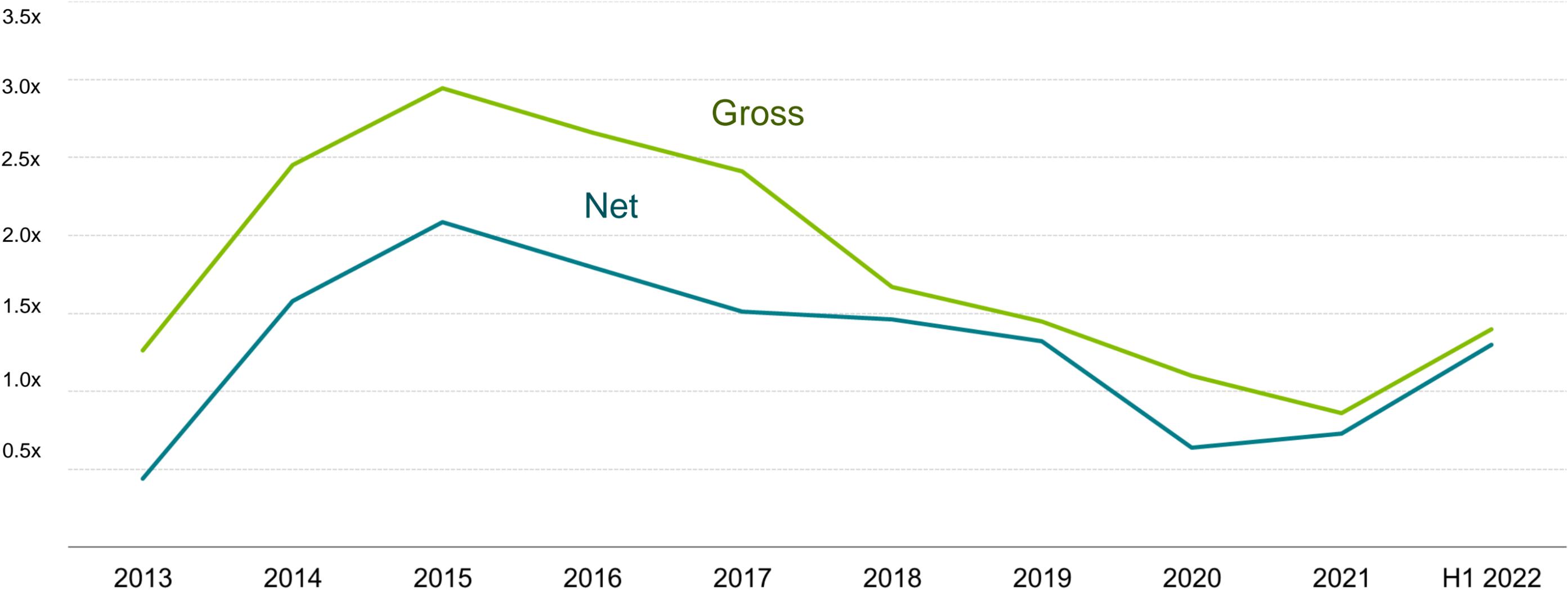
- Consistent long-term outlook for high conversion to free cash flow
80 – 90% of net income
- Low capital investment intensity
4 - 5% of revenues
- Increased 2022 investment supports demand expansion during pandemic and supply chain continuity

⁸ Non-GAAP financial measure, please refer to Appendix for footnotes.

*2022E based on midpoint of guidance range communicated on August 2, 2022. Please refer to our Safe Harbor Disclaimer.

Conservative Balance Sheet Provides Flexibility for Capital Allocation

Debt to Adjusted EBITDA⁹ Ratio

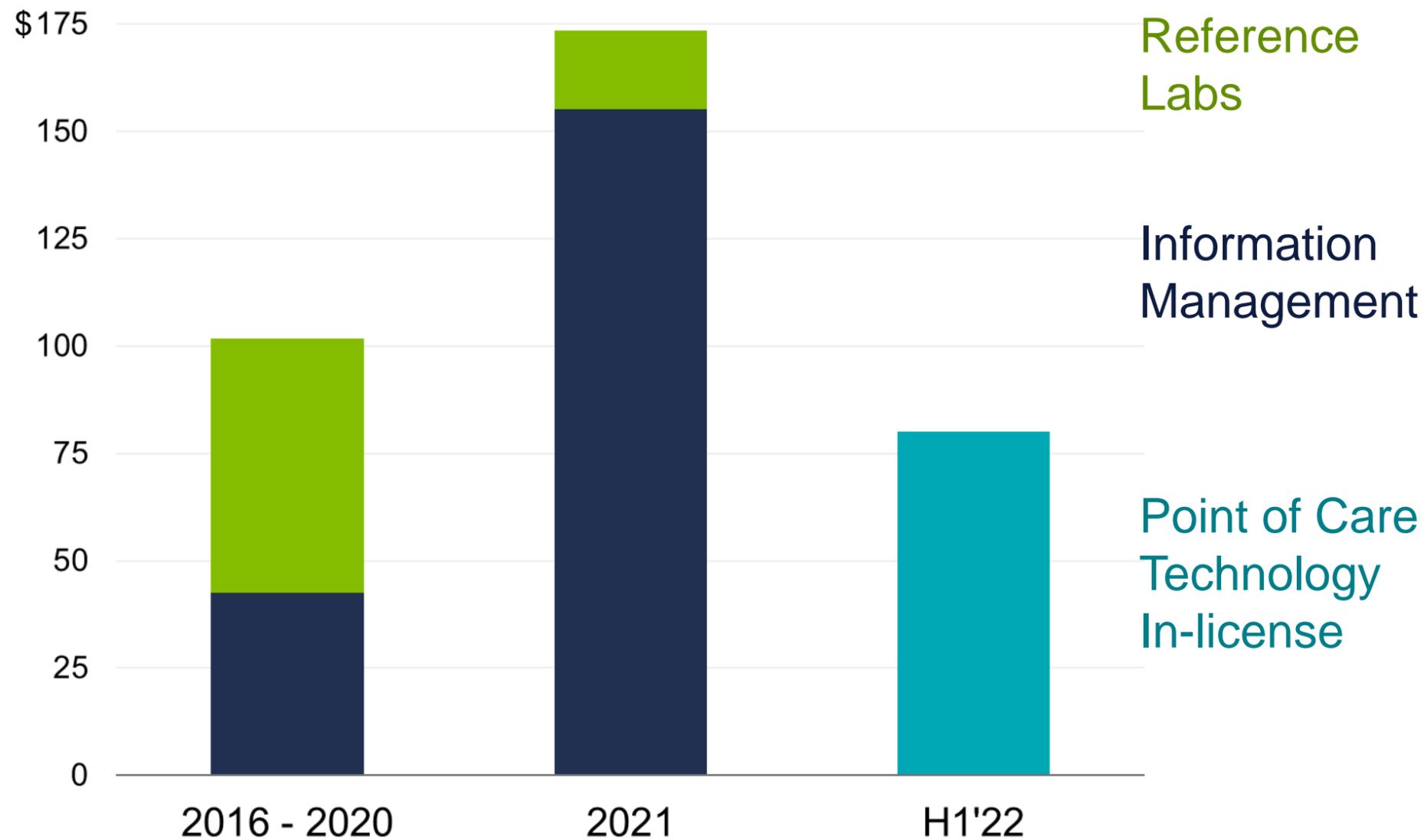


⁹ Non-GAAP financial measure, please refer to Appendix for footnotes.



Corporate Development Activity Focused on Core Business Expansion

Cash Spending on Acquisitions & R&D In-License Activity 2016 – 2021* (\$M)



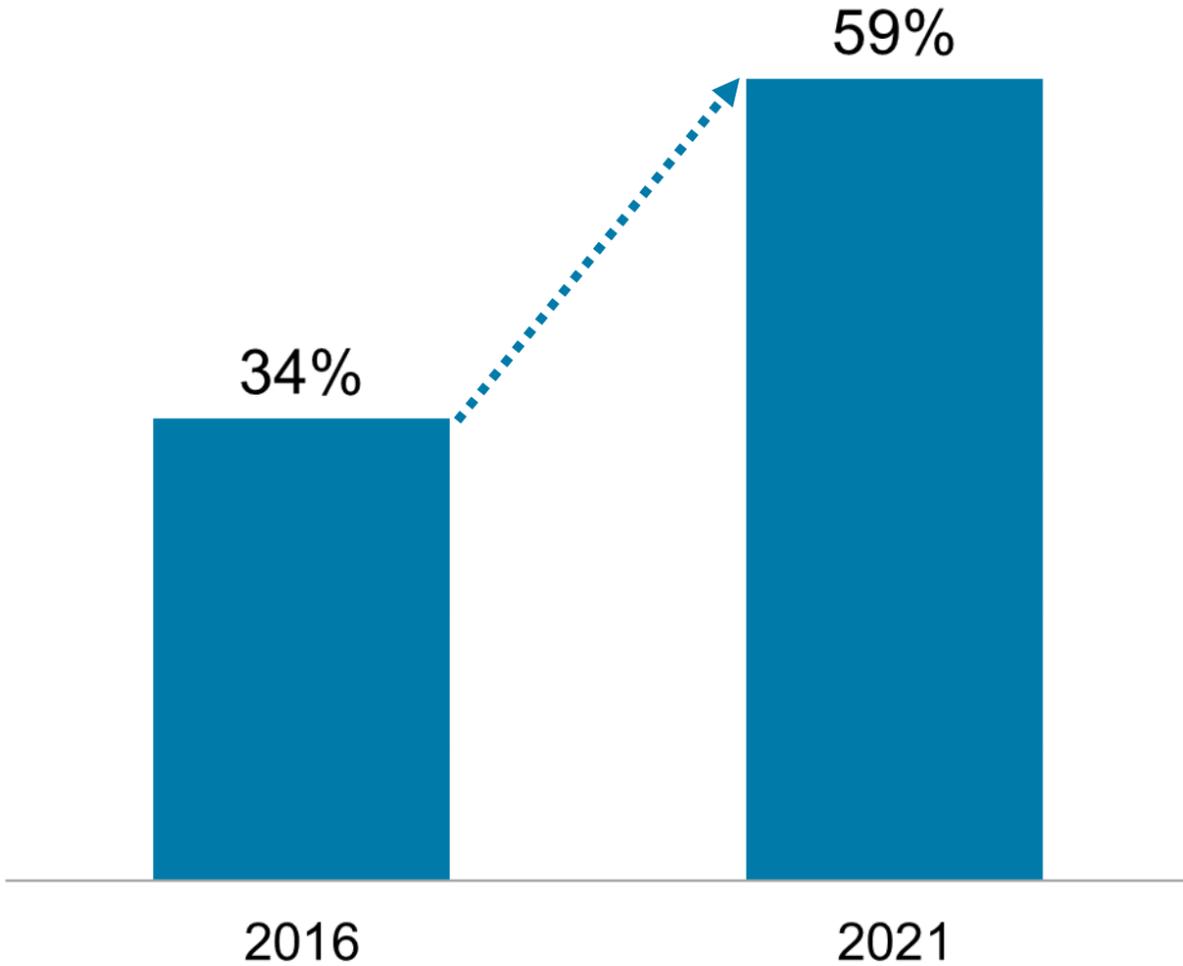
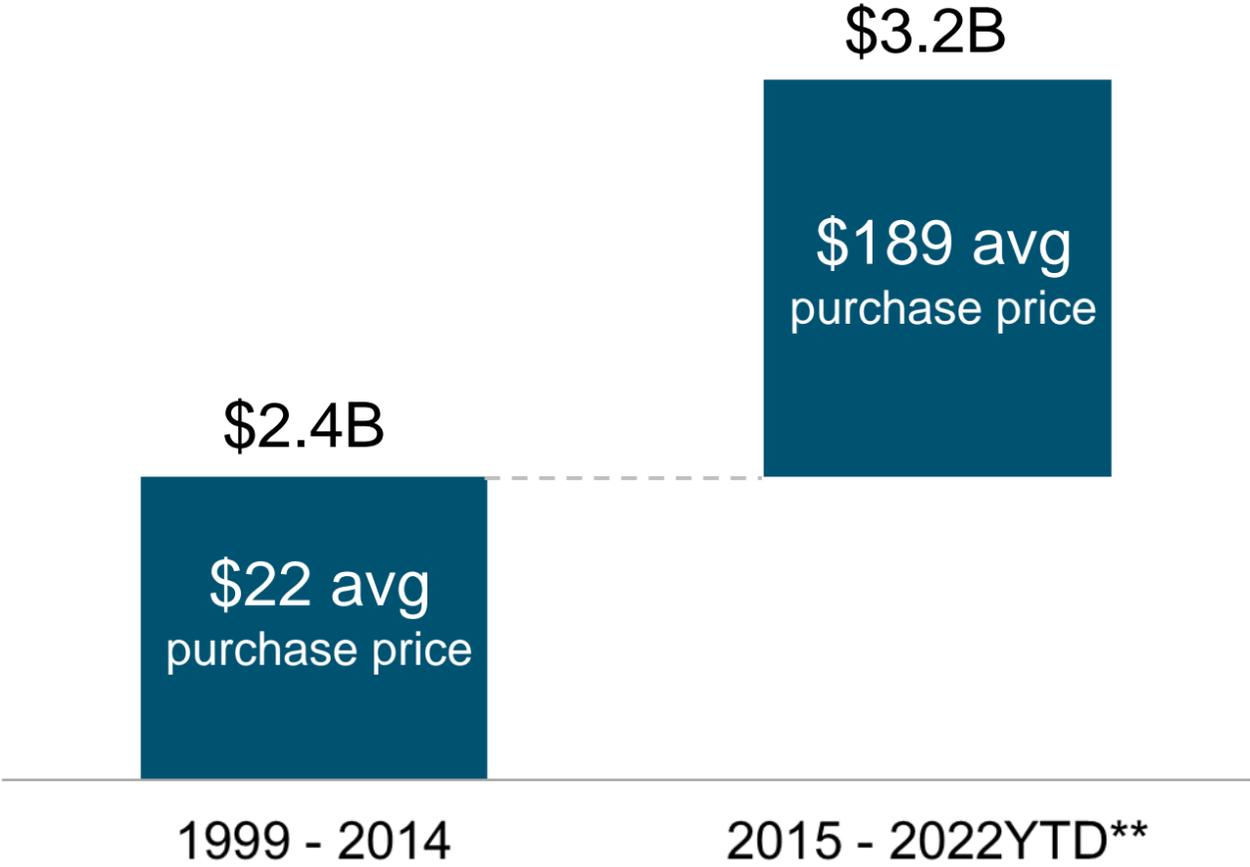
* Total Cash Spending on Acquisitions includes *Acquisition of intangible assets and equity investment* as well as *Acquisition of a business, net of cash provided*, as reported in the Condensed Consolidated Statements of Cash Flows of the Company's Annual Reports on Form 10-K for the years ended December 31, 2016 through 2021, and the Company's Quarterly Report on Form 10-Q for the quarter ended June 30, 2022, available at www.idexx.com/investors.

Capital Allocation Aligned with Shareholder Value Creation

Capital Allocated to Share Repurchases*

After-Tax Return on Invested Capital, Excluding Cash & Investments⁷

Over 40% reduction
in weighted avg share count

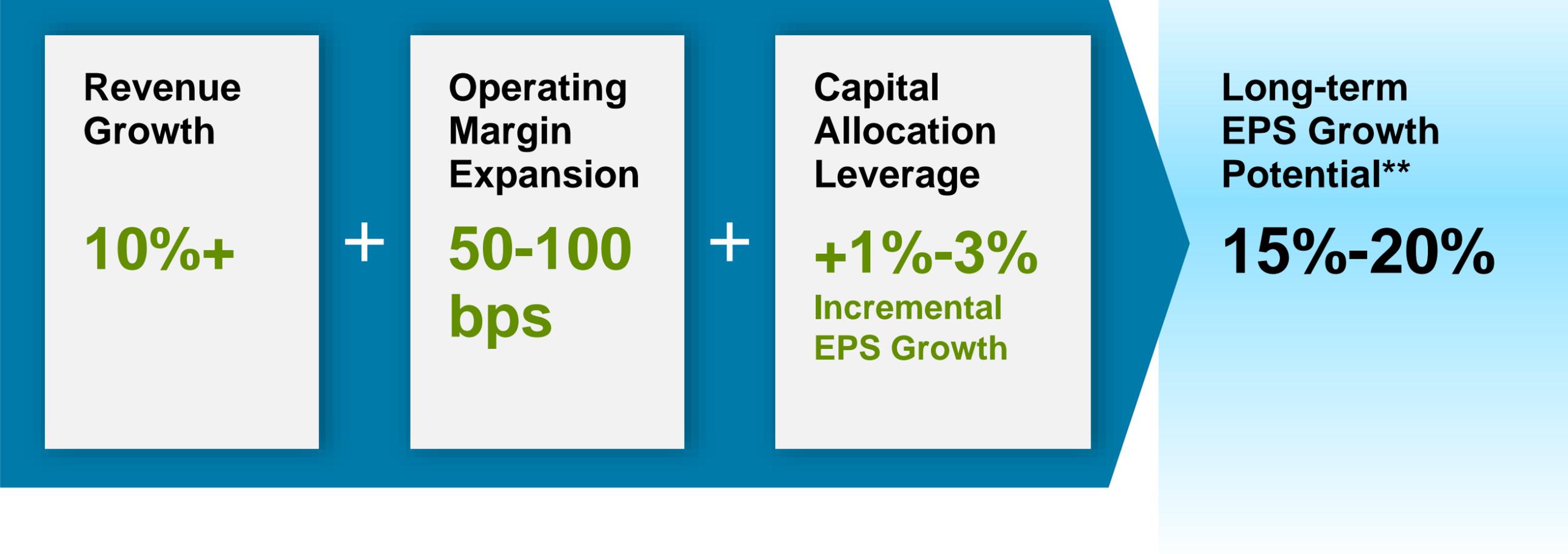


⁷ Non-GAAP financial measure, please refer to Appendix for descriptive footnotes.
 * Average purchase prices adjusted for 2:1 stock split in November 2007 and 2:1 split in June 2015
 ** All references to 2022YTD mean January 1, 2022, through June 30, 2022.



Consistent Long-term Revenue and EPS Growth Potential

Long-term Financial Model*
(Average Annual Comparable Gains)



* These projections assume that foreign currency exchange rates will remain the same as in 2021 and exclude non-recurring or unusual items.

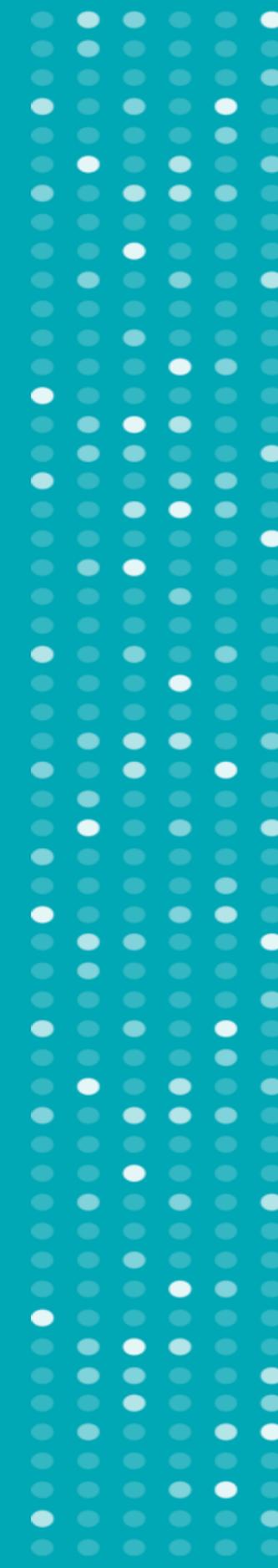
** EPS growth potential outlook excludes year-over-year changes in share-based compensation tax benefits.

IDEXX Laboratories, Inc. Investor Day Q&A

August 11, 2022

IDEXX





Footnotes

Footnotes

¹ IDEXX Reportable Segment Revisions and Divested Revenues: Prior to January 1, 2015, our Companion Animal Group (“CAG”) segment included herd testing diagnostic services processed within and managed by our CAG reference laboratories. We have transitioned the responsibility for these diagnostic services to our LPD segment to more effectively align our business with the nature and customers of these livestock services. Revenue and revenue growth calculations have been retrospectively revised to reflect this change in the composition of our reportable segments. The impact on CAG Diagnostics recurring revenue growth was not material.

² Organic Revenue Growth and CAGR: Organic revenue growth and CAGR are non-GAAP financial measures and represent the percentage change in revenue for a measurement period, as compared to the prior year period(s), excluding the impact of changes in foreign currency exchange rates, certain business acquisitions, and divestitures. Management believes that reporting organic revenue growth and CAGR provides useful information to investors by facilitating easier comparisons of our revenue performance with prior and future periods and to the performance of our peers. Organic revenue growth and CAGR should be considered in addition to, and not as replacements of or superior measures to, revenue growth and CAGR reported in accordance with GAAP. The percentage change in revenue resulting from acquisitions represents revenues during the current year period, limited to the initial 12 months from the date of the acquisition, that are directly attributable to business acquisitions. Effective January 1, 2018, we exclude only acquisitions that are considered to be a business (consistent with ASU 2017-01, *Business Combinations: (Topic 805) Clarifying the Definition of a Business*) from organic revenue growth. For more detail on what acquisitions we consider to be a business in computing organic growth, please see *Management’s Discussion and Analysis of Financial Condition and Results of Operations – Results of Operations and Trends – Non-GAAP Financial Measures*, contained in the *Company’s Annual Report on Form 10-K* for the year ended December 31, 2021, available at www.idexx.com/investors. See tables included in Footnote 3, *Normalized Organic Revenue Growth* for reconciliation of Total Company and Worldwide CAG Diagnostics recurring organic revenue growth to reported growth.

³ Normalized Organic Revenue Growth and CAGR: Normalized organic revenue growth and CAGR are non-GAAP financial measures that represent organic revenue growth and CAGR, normalized for the effects of: (a) our transition to an all-direct sales strategy in the U.S., which was effected fully by January 1, 2015, on revenue growth for the relevant period(s) in 2014 and 2015 and (b) the adoption of ASU 2014-09, *Revenue from Contracts with Customers* (the “New Revenue Standard”), primarily related to the modified retrospective restatement in 2018. Management believes that reporting normalized organic revenue growth and CAGR is a more useful way to measure business performance because it enables better period-over-period comparisons of the fundamental financial results by excluding one-time transitional growth rate impacts. Normalized organic revenue growth and CAGR should be considered in addition to, and not as replacements of or superior measures to, revenue growth or CAGR reported in accordance with GAAP. During our transition to an all-direct sales strategy, we incurred one-time transitional impacts related to the drawdown of distributor inventory in the fourth quarter of 2014 and reported revenues for 2014 have been adjusted to exclude this \$25 million impact. Further, during the three months ended December 31, 2014, we began recognizing revenue on rapid assay kits and instrument consumables upon delivery to end users in the U.S., instead of at distribution. We also began to capture additional revenue that was previously earned by our distribution partners, net of other changes related to this all-direct strategy, such as free next-day shipping and a new returns policy for expired product. We refer to this net additional revenue as distributor margin capture, and 2015 revenue has been adjusted ~\$40 million to exclude this impact. Effective January 1, 2018, we adopted the New Revenue Standard as an adjustment to the opening balance of retained earnings. The reconciliation of these non-GAAP financial measures to reported revenue growth of CAGR are set forth below. Amounts presented may not recalculate due to rounding.

Total Company	2017	2018	2019	2020	2021	CAGR					Avg. Annual	U.S. CAG Diagnostics Recurring	
						2010-2015	2015-2019	2016-2019	2019-2021	2016-2021	2017-2021	Reported Growth	Q2'22
Reported Growth	10.9%	12.4%	8.8%	12.5%	18.8%	8%	11%	12%	16%	15%	13%	Reported Growth	7.7%
Currency Impact ⁴	0.3%	0.7%	-1.8%	0.0%	1.6%	-1%	0%	0%	1%	1%		Currency Impact ⁴	-
Acquisition Impact	0.2%	0.1%	0.2%	0.5%	0.8%	0%	0%	0%	1%	0%		Acquisition Impact	0.1%
Organic Revenue Growth	10.4%	11.6%	10.3%	12.0%	16.4%	9%	11%	13%	14%	14%	12%	Organic Revenue Growth	7.6%
Margin Capture Adjustment						1%						Normalized Organic Revenue Growth	7.6%
New Revenue Standard Adjustment		3%											
Normalized Organic Revenue Growth	10%	9%	10%	12%	16%	8%	11%	13%	14%	14%	12%		

Amounts presented may not recalculate due to rounding.

Footnotes

³ Normalized Organic Revenue Growth and CAGR, *continued*:

Total Company	2017	2018	2019	2020	2021
Reported Growth	10.9%	12.4%	8.8%	12.5%	18.8%
<i>Currency Impact</i> ⁴	0.3%	0.7%	-1.8%	0.0%	1.6%
<i>Acquisition Impact</i>	0.2%	0.1%	0.2%	0.5%	0.8%
Organic Revenue Growth	10.4%	11.6%	10.3%	12.0%	16.4%
<i>Margin Capture Adjustment</i>					
<i>New Revenue Standard Adjustment</i>		2.9%			
Normalized Organic Revenue Growth	10.4%	8.7%	10.3%	12.0%	16.4%

CAGR				
2010-2015	2015-2019	2016-2019	2019-2021	2016-2021
8%	11%	12%	16%	15%
-1%	0%	0%	1%	1%
0%	0%	0%	1%	0%
9%	11%	13%	14%	14%
1%				
8%	11%	13%	14%	14%

Avg. Annual	U.S. CAGR		International CAGR	
2017-2021	2016-2019	2019-2021	2016-2019	2019-2021
13%	12%	16%	13%	21%
			0%	3%
	0%	0%	0%	0%
12%	12%	16%	13%	18%
12%	12%	16%	13%	18%

Worldwide CAG Diagnostics Recurring	H1'19	H1'20	H1'21	H1'22
Reported Growth	9%	8%	28%	6%
<i>Currency Impact</i> ⁴	-2%	-1%	3%	-3%
<i>Acquisition Impact</i>	0%	1%	0%	0%
Organic Revenue Growth	11%	9%	24%	8%
Normalized Organic Revenue Growth	11%	9%	24%	8%

H1'18 - H1'22 CAGR		
Worldwide	US	International
12%	13%	12%
-1%	0%	-2%
0%	0%	0%
13%	13%	13%
13%	13%	13%

Worldwide IDEXX VetLab Recurring	CAGR		
	2010-2015	2015-2019	2019-2021
Reported Growth	12%	15%	21%
<i>Currency Impact</i> ⁴	-1%	0%	1%
Organic Revenue Growth	13%	15%	19%
<i>Margin Capture Adjustment</i>	2%		
Normalized Organic Revenue Growth	11%	15%	19%

Worldwide Rapid Assay Recurring	CAGR		
	2010-2015	2015-2019	2019-2021
Reported Growth	5%	6%	13%
<i>Currency Impact</i> ⁴	-1%	0%	0%
Organic Revenue Growth	6%	6%	13%
<i>Margin Capture Adjustment</i>	2%		
Normalized Organic Revenue Growth	3%	6%	13%

Worldwide Telemedicine	2009-2021
Worldwide Reference Labs Dx and Consulting Services Reported Growth	12%
Worldwide Reference Labs Dx and Other Consulting Services Reported Growth	11%
Worldwide Telemedicine Reported Growth	26%
<i>Currency Impact</i> ⁴	0%
<i>Acquisition Impact</i>	0%
Organic Revenue Growth	26%
Normalized Organic Revenue Growth	26%

Worldwide Reference Labs Dx and Consulting Services	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Reported Growth	13%	9%	8%	12%	6%	12%	14%	13%	10%	15%	19%
<i>Reportable Segement Revisions</i> ¹	2%	2%	2%	3%	2%	0%	0%	0%	0%	0%	0%
<i>Currency Impact</i> ⁴	1%	-4%	-3%	-3%	-9%	-3%	0%	2%	-2%	0%	1%
<i>Acquisition Impact</i>	1%	3%	0%	1%	1%	1%	1%	0%	0%	1%	0%
Organic Revenue Growth	9%	7%	9%	11%	11%	14%	13%	12%	11%	13%	17%
<i>New Revenue Standard Adjustment</i>							1%				
Normalized Organic Revenue Growth	9%	7%	9%	11%	11%	14%	13%	11%	11%	13%	17%

Amounts presented may not recalculate due to rounding.

Footnotes

⁴ Constant Currency: Constant currency references are non-GAAP financial measures which exclude the impact of changes in foreign currency exchange rates and are consistent with how management evaluates our performance and comparisons with prior and future periods. We estimated the net impacts of currency on our revenue, gross profit, operating profit, and EPS results by restating results to the average exchange rates or exchange rate assumptions for the comparative period, which includes adjusting for the estimated impacts of foreign currency hedging transactions and certain impacts on our effective tax rates. Prior periods were restated to current rates and may vary from previously reported constant currency figures. See Footnote 3, *Organic Revenue Growth and CAGR*, and Footnote 4, *Normalized Organic Revenue Growth and CAGR* for further details of currency impacts on revenue growth. See Footnote 5, *Comparable Operating Margin Gain (or Expansion)*, and Footnote 6, *Comparable EPS Growth*, for further details of currency impacts on operating margin gain and EPS growth, respectively.

⁵ Comparable Operating Margin Gain (or Expansion): Comparable operating margin gain (or expansion) is a non-GAAP financial measure and excludes the impact of changes in foreign currency exchange rates and non-recurring or unusual items (if any). Management believes that reporting comparable operating margin gain (or expansion) provides useful information to investors because it enables better period-over-period comparisons of the fundamental financial results by excluding items that vary independent of performance and provides greater transparency to investors regarding key metrics used by management. Comparable operating margin gain (or expansion) should be considered in addition to, and not as a replacement of or superior measure to, operating margin gain reported in accordance with GAAP. The reconciliation of comparable operating margin gain (or expansion) is provided in the table below. Amounts presented may not recalculate due to rounding.

	For the Year Ended December 31,								Avg. Annual 2017-2021
	2015	2016	2017	2018	2019	2020	2021	H1 2022	
Operating Margin (as reported)	18.7%	19.7%	21.0%	22.2%	23.0%	25.7%	29.0%	25.2%	
<i>Operating margin gain (as reported)</i>		100	120	120	80	270	330		180
Comparability Adjustments (bps):									
<i>Change from currency</i>	(30)	(120)	(10)	(10)	10	(30)	10	-	
<i>Software impairment charge</i>	(50)								
<i>CEO transition charges</i>					(60)				
<i>Ongoing litigation matter</i>						(100)			
Comparable operating margin	19.5%	20.9%	21.1%	22.3%	23.4%	27.0%	28.8%	25.2%	
Comparable operating margin gains		170 bps	140 bps	130 bps	120 bps	340 bps	220 bps	-590 bps	260 bps

Q2'22 Discrete R&D Spend Impact

-470 bps

Amounts presented may not recalculate due to rounding.

Footnotes

6 Comparable EPS Growth: Comparable EPS growth is a non-GAAP financial measure and represents the percentage change in earnings per share (diluted) ("EPS") for a measurement period, as compared to the prior base period, net of the impact of changes in foreign currency exchange rates from the prior base period and excluding the tax benefits of share-based compensation activity under ASU 2016-09, *Compensation-Stock Compensation (Topic 718): Improvements to Employee Share-Based Payment Accounting*, a one-time negative impact related to the 2017 Tax Cuts and Jobs Act, and non-recurring or unusual items. Comparable EPS growth for a measurement period is calculated using the measurement period's comparable EPS and the prior base period's comparable EPS excluding change from currency. Management believes comparable EPS growth is a more useful way to measure the Company's business performance than EPS growth because it enables better period-over-period comparisons of the fundamental financial results by excluding items that vary independent of performance and provide greater transparency to investors regarding a key metric used by management. Comparable EPS growth should be considered in addition to, and not as a replacement of or a superior measure to, EPS growth reported in accordance with GAAP. The reconciliation of this non-GAAP financial measure is provided in the table below. Amounts presented may not recalculate due to rounding.

	For the Year Ended December 31,						2017 - 2021 Average
	2016	2017	2018	2019	2020	2021	
<i>EPS growth (as reported)</i>	19%	20%	45%	15%	37%	28%	29%
Earnings per share (diluted)	\$ 2.44	\$ 2.94	\$ 4.26	\$ 4.89	\$ 6.71	\$ 8.60	
Change from currency	(0.20)	(0.02)	0.01	(0.05)	(0.06)	0.16	
Share-based compensation activity		0.30	0.24	0.22	0.45	0.38	
Impact of U.S. Tax Reform		(0.34)					
Impact of foreign tax credit utilization		0.04					
CEO transition charges				(0.14)			
Switzerland Tax Reform					0.25		
Ongoing litigation matter					(0.24)		
Comparable EPS Growth		21%	36%	21%	31%	29%	28%

Amounts presented may not recalculate due to rounding.

Footnotes

7 After-Tax Return on Invested Capital, Excluding Cash and Investments (“ROIC”): After-tax return on invested capital, excluding cash and investments, is a non-GAAP financial measure that represents our after-tax income from operations, divided by our average invested capital, excluding cash and investments, using beginning and ending balance sheet values. After-tax return on invested capital, excluding cash and investments, and after-tax income from operations and average invested capital, excluding cash and investments, are not measures of financial performance under GAAP and should be considered in addition to, and not as replacements of or superior measures to, return on assets, net income, total assets or other financial measures reported in accordance with GAAP. Management believes that reporting after-tax return on invested capital, excluding cash and investments, provides useful information to investors for evaluating the efficiency and effectiveness of our use of capital. The reconciliation of this non-GAAP financial measure is as follows:

	For the Year Ended December 31,			
Numerator (amounts in millions)	2015	2016	2020	2021
Income from operations (as reported)		\$ 350		\$ 932
After-tax income from operations *		\$ 258		\$ 769
	As of December 31,			
Denominator (dollar amounts in millions)	2015	2016	2020	2021
Total shareholders' equity (deficit)	\$ (84)	\$ (108)	\$ 632	\$ 690
Noncontrolling interest	\$ -	\$ -	1	0
Line of credit	\$ 573	\$ 611	0	74
Long-term debt	\$ 597	\$ 593	908	850
Deferred income tax assets			(32)	(25)
Deferred income tax liabilities	\$ 49	\$ 39	12	9
Total invested capital	\$ 1,135	\$ 1,135	\$ 1,521	\$ 1,598
Less cash, cash equivalents & marketable securities	\$ 343	\$ 392	384	144
Total invested capital, excluding cash and investments	\$ 792	\$ 743	\$ 1,138	\$ 1,453
Average invested capital, excluding cash and investments **	\$ 764	\$ 768	\$ 1,119	\$ 1,295
After-tax return on invested capital, excluding cash and investments		34%		59%

* After-tax income from operations represents income from operations reduced by our reported effective tax rate of 31.0% in 2016 and 17.5% in 2021, excluding the impact of non-recurring items. See Note 12 to our consolidated financial statements included in our 2016 Annual Report on Form 10-K and Note 14 to our consolidated financial statements included in our 2021 Annual Report on Form 10-K for information on the impact of these items on our effective tax rate.

** Average invested capital, excluding cash and investments, represents the average of the amount of total invested capital, excluding cash and investments.

Amounts presented may not recalculate due to rounding.

Footnotes

⁸ Free Cash Flow: Free cash flow is a non-GAAP financial measure and means, with respect to a measurement period, the cash generated from operations during that period, including tax benefits attributable to share-based compensation, reduced by the Company's investments in property and equipment. Management believes free cash flow is a useful measure because it indicates the cash the operations of the business are generating after appropriate reinvestment for recurring investments in property and equipment that are required to operate the business. Free cash flow should be considered in addition to, and not as a replacement of or a superior measure to, net cash provided by operating activities. For further information on how free cash flow and the ratio of free cash flow to net income is calculated, see the *Company's Definitive Proxy Statement* for each respective period, available at www.idexx.com/investors. To estimate projected 2022 free cash flow to net income ratio, we have deducted projected purchases of property and equipment (also referred to as capital expenditures) of approximately \$180 million. To calculate the trailing twelve-month Free Cash Flow to Net Income ratio as of June 30, 2022, we have deducted purchases of property and equipment, also referred to as capital expenditures, of \$139M.

⁹ Debt to Adjusted EBITDA: Adjusted EBITDA, gross debt, and net debt are non-GAAP financial measures. Adjusted EBITDA is a non-GAAP financial measure of earnings before interest, taxes, depreciation, amortization, non-recurring transaction expenses incurred in connection with acquisitions, share-based compensation expense, and certain other non-cash losses and charges. Management believes that reporting Adjusted EBITDA, gross debt and net debt in the Debt to Adjusted EBITDA ratios provides supplemental analysis to help investors further evaluate the Company's business performance and available borrowing capacity under the Company's credit facility. For further information on how Adjusted EBITDA, gross debt, net debt and the Debt to Adjusted EBITDA Ratio are calculated, see the *Company's Quarterly Report on Form 10-Q* for the quarter ended June 30, 2022, available at www.idexx.com/investors.