# **UNITED STATES** SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

# FORM 8-K

## **CURRENT REPORT**

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of report (Date of earliest event reported): April 21, 2011

# **IDEXX LABORATORIES, INC.**

(Exact name of registrant as specified in its charter)

Delaware (State or other jurisdiction of incorporation)

000-19271

01-0393723 (IRS Employer Identification No.)

(Commission File Number)

**One IDEXX Drive, Westbrook, Maine** (Address of principal executive offices)

04092 (ZIP Code)

207.556.0300

(Registrant's telephone number, including area code)

Not Applicable

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. to Form 8-K):

Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

# Item 2.02 Results of Operations and Financial Condition.

On April 21, 2011, IDEXX Laboratories, Inc. (the "Company") announced its financial results for the quarter ended March 31, 2011. The full text of the press release issued in connection with the announcement is furnished as Exhibit 99.1 to this Current Report on Form 8-K.

In accordance with general instructions to Form 8-K, the information in this Form 8-K and the Exhibit 99.1 attached hereto is being furnished under Item 2.02 and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934 (the "Exchange Act") or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933 or the Exchange Act, except as expressly set forth by specific reference in such a filing.

# Item 9.01 Financial Statements and Exhibits.

#### (d) Exhibits

The following exhibit relating to Item 2.02 shall be deemed to be furnished, and not filed.

99.1 Press Release entitled "IDEXX Laboratories Announces First Quarter Results," issued by the company on April 21, 2011.

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# SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

# **IDEXX LABORATORIES, INC.**

Date: April 21, 2011

By: /s/ Merilee Raines

Merilee Raines Corporate Vice President and Chief Financial Officer

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# Exhibit No. Description of Exhibit

99.1 Press Release entitled "IDEXX Laboratories Announces First Quarter Results," issued by the company on April 21, 2011.

## **IDEXX Laboratories Announces First Quarter Results**

WESTBROOK, Maine, April 21, 2011 /PRNewswire/ -- IDEXX Laboratories, Inc. (NASDAQ: IDXX), today reported that revenues for the first quarter of 2011 increased 9% to \$292.7 million, from \$268.5 million for the first quarter of 2010. Organic revenue growth, as defined below, was 8%. Earnings per diluted share ("EPS") for the quarter ended March 31, 2011 increased 13% to \$0.62, compared to \$0.55 for the same period in the prior year.

Organic revenue growth excludes the impact of changes in foreign currency exchange rates, which increased revenue growth by 1%, and revenue from acquisitions subsequent to December 31, 2009, which increased revenue growth by less than one percent.

"Overall for the quarter, our revenue growth was solid and our strong earnings growth was slightly above our expectations in January," stated Jonathan Ayers, Chairman and Chief Executive Officer. "In an economic environment that remains challenging, our 8% organic revenue growth is a testament to our success in continued innovation and strong commercial execution across our markets around the world. Earnings were slightly ahead of our expectation in January largely due to somewhat higher revenues, particularly in instrument consumables, livestock and poultry diagnostic kits and laboratory services, as well as our achievement of operating efficiencies."

"Market response to our ProCyte Dx® hematology analyzer, launched in the third quarter of last year, continues to be very positive with 235 placements in the first quarter. ProCyte Dx® provides reference lab quality test results in just two minutes and is a key enabler of our real-time care strategy, working seamlessly with our Catalyst Dx® chemistry analyzer. Our pace of innovation continues this month with the launch of a new SNAP® test kit, SNAP® fPL<sup>TM</sup>, an in-clinic test that will help veterinarians rule in or rule out pancreatitis in cats in just ten minutes. This test can be used in conjunction with our Spec fPL® test run in the reference labs, which permits further diagnosis and refinement of treatment options."

"Continued stable market conditions, coupled with our solid first quarter results and recent weakening of the U.S. dollar, lead us to increase our earnings guidance for 2011, while we maintain our organic revenue growth outlook of 7-8%."

## **Revenue Performance**

Please refer to the table below entitled "Revenues and Revenue Growth Analysis by Product and Service Categories" in conjunction with the following discussion.

<u>Companion Animal Group</u>. Companion Animal Group ("CAG") revenues for the first quarter of 2011 were \$240.6 million compared to \$221.4 million for the first quarter of 2010. Changes in foreign currency exchange rates contributed 1% to revenue growth. Organic revenue growth of 7% was due primarily to increased sales volume and sales prices in our reference laboratory diagnostic and consulting services business and increased sales volumes of IDEXX VetLab® instruments and consumables driven primarily by sales of ProCyte Dx®, our new hematology analyzer introduced in the third quarter of 2010, and higher sales volume of consumables used with our Catalyst Dx® analyzer.

Water. Water segment revenues for the first quarter of 2011 were \$19.0 million compared to \$17.9 million for the first quarter of 2010. Changes in foreign currency exchange rates contributed 2% to revenue growth. Organic revenue growth of 5% was due primarily to higher Colilert® and Quanti-Tray® product sales volume, partly offset by lower average unit sales prices for these products.

<u>Livestock and Poultry Diagnostics</u>. Livestock and Poultry Diagnostics ("LPD") revenues for the first quarter of 2011 were \$23.9 million compared to \$19.9 million for the first quarter of 2010. Organic revenue growth of 20% was the result of higher sales volumes of certain bovine tests, partly offset by lower average unit sales prices due to increasing competitive pressures.

### **Additional Operating Results for the First Quarter**

Gross profit for the first quarter of 2011 increased \$12.6 million, or 9%, to \$154.9 million from \$142.4 million for the first quarter of 2010. As a percentage of total revenue, gross profit remained at 53% as higher average unit sales prices in our reference laboratory diagnostic and consulting services business and operational efficiencies achieved from increased sales volume of our livestock and poultry diagnostic tests were essentially offset by higher freight costs as a result of rising fuel prices and the net unfavorable impact of changes in foreign currency exchange rates, due primarily to higher hedging losses.

Research and development ("R&D") expense for the first quarter of 2011 was \$17.8 million, or 6% of revenue, compared to \$16.7 million, or 6% of revenue for the first quarter of 2010. The increase in R&D expense resulted primarily from an overall increase in compensation and benefit costs. Selling, general and administrative ("SG&A") expense for the first quarter of 2011 was \$83.6 million, or 29% of revenue, compared to \$77.2 million, or 29% of revenue, for the first quarter of 2010. The increase in SG&A expense resulted primarily from an overall increase in compensation and benefit costs.

## Supplementary Analysis of Results

The accompanying financial tables provide more information concerning our revenue and other operating results for the three months ended March 31, 2011.

# **Outlook for 2011**

The Company provides the following updated guidance for the full year of 2011. This guidance reflects an assumption that the value of the U.S. dollar relative to other currencies will remain at its current level for the balance of 2011. Fluctuations in foreign currency exchange rates from current levels could have a significant positive or negative impact on our actual results of operations for 2011.

- Revenues are expected to be \$1.205 to \$1.215 billion, which represents reported revenue growth of 9 to 10% and organic revenue growth of 7 to 8%. The increase in reported revenue growth compared to our previous guidance is due primarily to changes in foreign currency exchange rates, reflecting a weakening of the U.S. dollar relative to certain other currencies since the date of our previous guidance.
- EPS are expected to be \$2.66 to \$2.71, compared to our previous guidance of \$2.62 to \$2.68. This increase in guidance, and a modest tightening of our range toward the high end, reflects business performance in the first quarter that was slightly above our expectations, as well as the favorable

impact of changes in foreign currency exchange rates. These factors more than offset a modest unfavorable impact caused by a projected higher average share count for the year.

- Our total capital expenditure plan for 2011 is approximately \$50 million.
- Free cash flow is expected to be approximately 115% of net income.(1)

(1) Free cash flow is a non-U.S. GAAP measure. It indicates the cash generated from operations and tax benefits attributable to stock option exercises, reduced by investments in fixed assets. We feel free cash flow is a useful measure because it indicates the amount of cash the operations of the business are generating after appropriate reinvestment in fixed assets that are required to operate the business. We believe this is a common financial measure useful to further evaluate the results of operations. With respect to this particular forward-looking projection, the Company is unable to provide a quantitative reconciliation at this time as the inputs to the measurement are difficult to predict and estimate, and are primarily dependent on future events.

#### **Conference Call and Webcast Information**

IDEXX Laboratories, Inc. will be hosting a conference call today at 10:00 a.m. (eastern) to discuss its first quarter results and management's outlook. To participate in the conference call, dial 1-651-291-0344 or 1-800-288-8961 and reference confirmation code 199168. An audio replay will be available through April 29, 2011 by dialing 1-320-365-3844 and referencing replay code 199168.

The call will also be available via live or archived Webcast on the IDEXX Laboratories' web site at www.idexx.com.

#### **Annual Meeting**

IDEXX Laboratories, Inc. today announced that it will host a simultaneous Webcast of its Annual Meeting of Stockholders, to be held on Wednesday, May 4, 2011, at 10:00 a.m. (eastern) at IDEXX Laboratories, One IDEXX Drive, Westbrook, Maine.

Chairman and Chief Executive Officer, Jonathan Ayers will chair the meeting. Investors may listen to live audio of the Annual Meeting and view a presentation via a link on the Company's web site, www.idexx.com. An archived edition of the meeting will be available after 1:00 p.m. (eastern) on that day via the same link.

## **About IDEXX Laboratories**

IDEXX Laboratories, Inc. is a leader in pet healthcare innovation, serving practicing veterinarians around the world with a broad range of diagnostic and information technology-based products and services. IDEXX products enhance the ability of veterinarians to provide advanced medical care, improve staff efficiency and build more economically successful practices. IDEXX is also a worldwide leader in providing diagnostic tests and information for livestock and poultry and tests for the quality and safety of water and milk. Headquartered in Maine, IDEXX Laboratories employs more than 4,800 people and offers products to customers in over 100 countries.

## Note Regarding Forward-Looking Statements

This press release contains statements about the Company's business prospects and estimates of the Company's financial results for future periods that are forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995. Forward-looking statements can be identified by the use of words such as "expects," "may," "anticipates," "intends," "would," "will," "plans," "believes," "estimates," "should," and similar words and expressions. These statements are based on management's expectations of future events as of the date of this press release, and the Company assumes no obligation to update any forward-looking statements as a result of new information or future events or developments. Actual results could differ materially from management's expectations. Factors that could cause or contribute to such differences include the following: the Company's ability to develop, manufacture, introduce and market new products and enhancements to existing products; the Company's ability to achieve economies of scale in its worldwide network of laboratories; the impact of a weak economy on demand for the Company's products and services; the effectiveness of the Company's sales and marketing activities; the Company's ability to identify acquisition opportunities, complete acquisitions and integrate acquired businesses; disruptions, shortages or pricing changes that affect the Company's purchases of products and materials from third parties, including from sole source suppliers; the Company's ability to manufacture complex biologic products; the effect of government regulation on the Company's business, including government decisions about whether and when to approve the Company's products and decisions regarding labeling, manufacturing and marketing products; the Company's ability to obtain patent and other intellectual property protection for its products, successfully enforce its intellectual property rights and defend itself against third party claims against the Company; the impact of distributor purchasing decisions on sales of the Company's products that are sold through distribution; the impact of competition, technological change, and veterinary hospital consolidation on the markets for the Company's products; changes or trends in veterinary medicine that affect the rate of use of the Company's products and services by veterinarians; the impact of the Company's inexperience in the human point-of-care market; the effects of operations outside the U.S., including from currency fluctuations, different regulatory, political and economic conditions, and different market conditions; the effects of interruptions to the Company's operations due to natural disasters or system failures; the loss of key employees; class action litigation due to stock price volatility; the effect on the Company's stock price if quarterly or annual operations results do not meet expectations of market analysts or investors in future periods; and potential exposures related to our worldwide provision for income taxes. A further description of these and other factors can be found in the Company's Annual Report on Form 10-K for the year ended December 31, 2010, in the section captioned "Risk Factors."

## **IDEXX Laboratories, Inc. and Subsidiaries**

**Consolidated Statement of Operations** 

Amounts in thousands except per share data (Unaudited)

Revenue:	Revenue	\$ 292,672	\$ 268,525
Expenses and			
Income:	Cost of revenue	137,747	126,164
	Gross profit	154,925	142,361
	Sales and marketing	50,985	44,416
	General and administrative	32,596	32,808
	Research and development	17,812	16,709
	Income from operations	53,532	48,428
	Interest expense, net	359	312
	Income before provision for income taxes	53,173	48,116
	Provision for income taxes	16,567	15,088
Net Income:	Net income	\$ 36,606	\$ 33,028
	Less: Noncontrolling interest in subsidiary's (losses) earnings	(6)	2
	Net income attributable to stockholders	\$ 36,612	\$ 33,026
	Earnings per share: Basic	\$ 0.64	\$ 0.57
	Earnings per share: Diluted	\$ 0.62	\$ 0.55
	Shares outstanding: Basic	57,457	58,033
	Shares outstanding: Diluted	 59,090	 60,029

## IDEXX Laboratories, Inc. and Subsidiaries Selected Operating Information(Unaudited)

		Three Months Ended			
		March 31,	March 31,		
		2011	2010		
Operating	Gross profit	52.9%	53.0%		
Ratios (as a	Sales, marketing, general and				
percentage of	administrative expense	28.6%	28.8%		
revenue):	Research and development expense	6.1%	6.2%		
	Income from operations(1)	18.3%	18.0%		

International	International revenue (in thousands)	\$ 122,571	\$ 108,659
Revenue:	International revenue as percentage of		
	total revenue	41.9%	40.5%

(1) The sum of individual items may not equal the total due to rounding.

# IDEXX Laboratories, Inc. and Subsidiaries

## Segment Information

Amounts in thousands (Unaudited)

			Three Months Ended				
		March 31,		March 31,			
			2011		2010		
Revenue:	CAG	\$	240,589	\$	221,417		
	Water		18,965		17,864		
	LPD		23,939		19,941		

	Other	9,179	9,303
	Total	292,672	\$ 268,525
Gross Profit:	CAG	\$ 123,351	\$ 113,743
	Water	11,391	11,575
	LPD	16,547	13,208
	Other	3,742	4,373
	Unallocated	(106)	(538)
	Total	\$ 154,925	\$ 142,361
Income from			
Operations:	CAG	\$ 42,972	\$ 40,822
	Water	6,947	7,512
	LPD	7,150	4,578
	Other	(550)	550
	Unallocated	(2,987)	(5,034)
	Total	\$ 53,532	\$ 48,428
Gross Profit			
(as a percentage			
of revenue):	CAG	51.3%	51.4%
	Water	60.1%	64.8%
	LPD	69.1%	66.2%
	Other	40.8%	47.0%
Income from			
Operations			
(as a percentage			
of revenue):	CAG	17.9%	18.4%
	Water	36.6%	42.1%
	LPD	29.9%	23.0%
	Other	(6.0%)	5.9%

# IDEXX Laboratories, Inc. and Subsidiaries

Revenues and Revenue Growth Analysis by Product and Service Categories Amounts in thousands (Unaudited)

	Three Months Ended									
Net Revenue		March 31, 2011		March 31, 2010		Dollar Change	Percentage Change	Percentage Change from Currency (1)	Percentage Change from Acquisitions (2)	Organic Revenue Growth (3)
CAG	\$	240,589	\$	221,417	\$	19,172	8.7%	1.3%	0.1%	7.3%
Water		18,965		17,864		1,101	6.2%	1.5%	-	4.7%
LPD		23,939		19,941		3,998	20.0%	-	-	20.0%
Other		9,179		9,303		(124)	(1.3%)	1.2%	-	(2.5%)
Total	\$	292,672	\$	268,525	\$	24,147	9.0%	1.2%	-	7.8%

Net CAG Revenue	March 31, 2011	March 31, 2010	Dollar Change	Percentage Change	Percentage Change from Currency (1)	Change from Acquisitions (2)	Organic Revenue Growth(3)
Instruments and consumables	\$ 93,887	\$ 83,382	\$ 10,505	12.6%	1.6%	-	11.0%
Rapid assay products Reference laboratory diagnostic and consulting	38,617	39,443	(826)	(2.1%)	0.5%	-	(2.6%)
services Practice information management systems and digital radiography	89,128 18,957	79,840 18,752	9,288 205	11.6%	1.5% 0.6%	0.1%	10.0% 0.5%
Net CAG revenue	\$ 240,589	\$ 221,417	\$ 19,172	8.7%	1.3%	- 0.1%	7.3%

(1) The percentage change from currency is a non-U.S. GAAP measure. It represents the percentage change in revenue resulting from the difference between the average exchange rates during the three months ended March 31, 2011 and the same period of the prior year applied to foreign currency denominated revenues for the three months ended March 31, 2011.

(2) Represents the percentage change in revenue during the three months ended March 31, 2011 compared to the three months ended March 31, 2010 attributed to incremental revenues from acquisitions subsequent to December 31, 2009.

(3) Organic revenue growth is a non-U.S. GAAP measure and represents the percentage change in revenue during the three months ended March 31, 2011 compared to the three months ended March 31, 2010 net of acquisitions and the effect of changes in foreign currency exchange rates.

## IDEXX Laboratories, Inc. and Subsidiaries

Consolidated Balance Sheet

Amounts in thousands (Unaudited)

		March 31,		December 31,		
		2011		2010		
Assets:	Current Assets:					
	Cash and cash equivalents	\$ 153,459	\$	156,915		
	Accounts receivable, net	137,551		120,080		
	Inventories	127,054		127,885		
	Other current assets	47,377		55,711		
	Total current assets	465,441		460,591		
	Property and equipment, net	202,748		201,725		
	Other long-term assets, net	241,289		234,828		
	Total assets	\$ 909,478	\$	897,144		
Liabilities and						
Stockholders'						
Equity:	Current Liabilities:					
	Accounts payable	\$ 23,334	\$	22,669		
	Accrued expenses	107,650		118,598		
	Debt	127,467		129,862		
	Deferred revenue	14,119		13,983		
	Total current liabilities	272,570		285,112		
	Long-term debt, net of current portion	3,194		3,418		
	Other long-term liabilities	36,806		34,333		
	Total long-term liabilities	40,000		37,751		
	Total stockholders' equity	596,868		574,235		
	Noncontrolling interest	40		46		
	Total equity	596,908		574,281		
	Total liabilities and stockholders' equity	\$ 909,478	\$	897,144		

## IDEXX Laboratories, Inc. and Subsidiaries Selected Balance Sheet Information(Unaudited)

		March 31,	December 31,	September 30,	June 30,	March 31,
		2011	2010	2010	2010	2010
Selected						
Balance Sheet	Days sales outstanding (1)	40.2	38.7	41.9	41.8	41.7
Information:	Inventory turns (2)	1.8	1.8	1.7	1.9	2.0

(1) Days sales outstanding represents the average of the accounts receivable balances at the beginning and end of each quarter divided by revenue for that quarter, the result of which is then multiplied by 91.25 days.

(2) Inventory turns represents inventory-related cost of product sales for the 12 months preceding each quarter-end divided by the inventory balance at the end of the quarter.

#### IDEXX Laboratories, Inc. and Subsidiaries

**Consolidated Statement of Cash Flows** 

Amounts in thousands (Unaudited)

		Three Months Ended			nded
			March 31,		March 31,
			2011		2010
Operating:	Cash Flows from Operating Activities:				
	Net income		36,606		33,028
	Non-cash charges		18,929		16,937
	Changes in current assets and liabilities		(23,299)		(27,442)
	Tax benefit from exercises of stock options and vesting of restricted stock units		(7,018)		(3,318)
	Net cash provided by operating activities	\$	25,218	\$	19,205
nvesting:	Cash Flows from Investing Activities:				
	Purchase of property and equipment		(9,575)		(8,473)
	Proceeds from disposition of pharmaceutical product lines		3,000		-
	Proceeds from sale of property and equipment		82		27
	Acquisitions of intangible assets		-		(144)
	Net cash used by investing activities	\$	(6,493)	\$	(8,590)
inancing:	Cash Flows from Financing Activities:				
	(Payments) borrowings on revolving credit facilities, net		(2,487)		38,523
	Payment of other notes payable		(210)		(200)
	Purchase of treasury stock		(39,940)		(57,728)
	Proceeds from the exercise of stock options and employee stock purchase plans		12,169		6,483
	Tax benefit from exercise of stock options and vesting of restricted stock units		7,018		3,318
	Net cash used by financing activities	\$	(23,450)	\$	(9,604)
	Net effect of changes in exchange rates on cash		1,269		(1,385)
	Net decrease in cash and cash equivalents		(3,456)		(374)
	Cash and cash equivalents, beginning of period		156,915		106,728
	Cash and cash equivalents, end of period	\$	153,459	\$	106,354

IDEXX Laboratories, Inc. and Subsidiaries Free Cash Flow Amounts in thousands (Unaudited)

Three Month	ns Ended
March 31,	March 31,

2010

2011

Free Cash			
Flow:	Net cash provided by operating activities	\$ 25,218	\$ 19,205
	Financing cash flows attributable to tax benefits from exercise of stock options		
	and vesting of restricted stock units	7,018	3,318
	Purchase of property and equipment	(9,575)	(8,473)
	Free cash flow	\$ 22,661	\$ 14,050

# IDEXX Laboratories, Inc. and Subsidiaries

# Common Stock Repurchases

Amounts in thousands except per share data (Unaudited)

	Three Months	Three Months Ended				
	March 31,	March 31, 2010				
	2011					
Share repurchases during the period	538	1,092				
Average price paid per share	\$ 74.21	\$ 52.88				
Shares remaining under repurchase authorization as of March 31, 2011:	3,268					

Share repurchases does not include shares surrendered by employees in payment for the minimum required withholding taxes due on the vesting of restricted stock units and the settlement of deferred stock units.

Contact: Merilee Raines, Chief Financial Officer, 1-207-556-8155